

Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

Local Market Update for December 2019

A Research Tool Provided by the Minnesota Association of REALTORS®

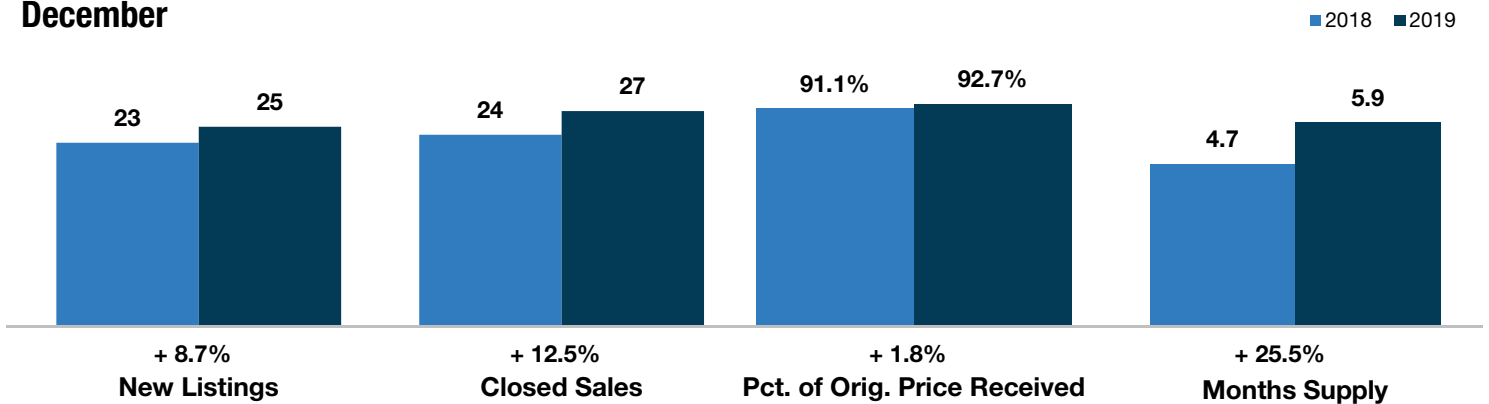


1 – Northwest Region

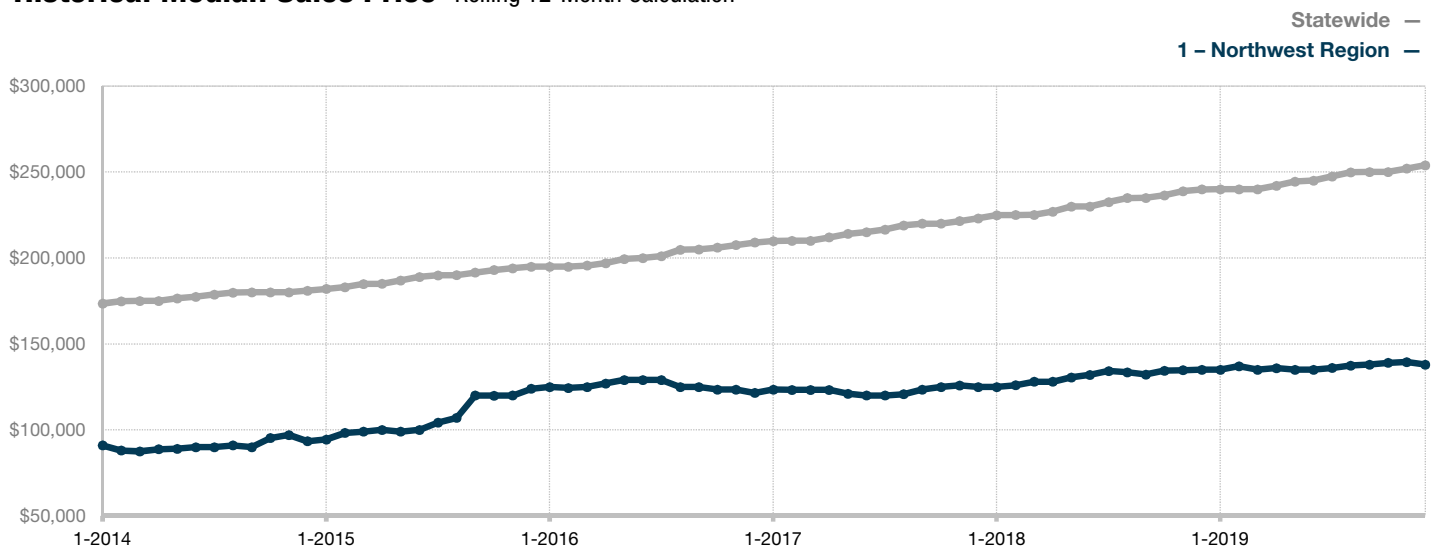
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	23	25	+ 8.7%	585	626	+ 7.0%
Closed Sales	24	27	+ 12.5%	408	421	+ 3.2%
Median Sales Price*	\$120,000	\$114,947	- 4.2%	\$135,000	\$138,000	+ 2.2%
Percent of Original List Price Received*	91.1%	92.7%	+ 1.8%	92.2%	92.9%	+ 0.8%
Days on Market Until Sale	126	109	- 13.5%	152	138	- 9.2%
Months Supply of Inventory	4.7	5.9	+ 25.5%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

December



Historical Median Sales Price Rolling 12-Month Calculation



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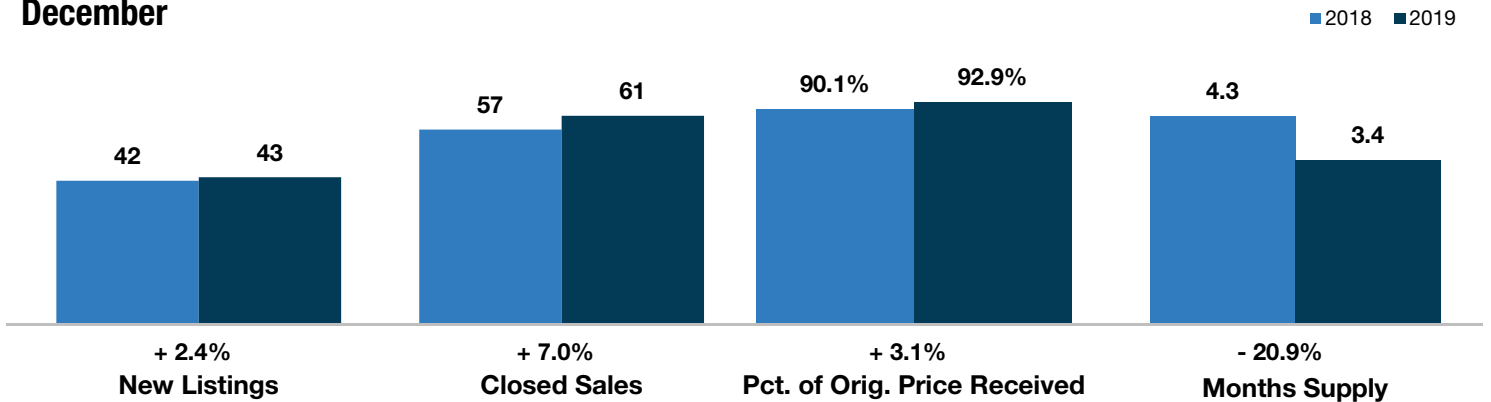


2 – Headwaters Region

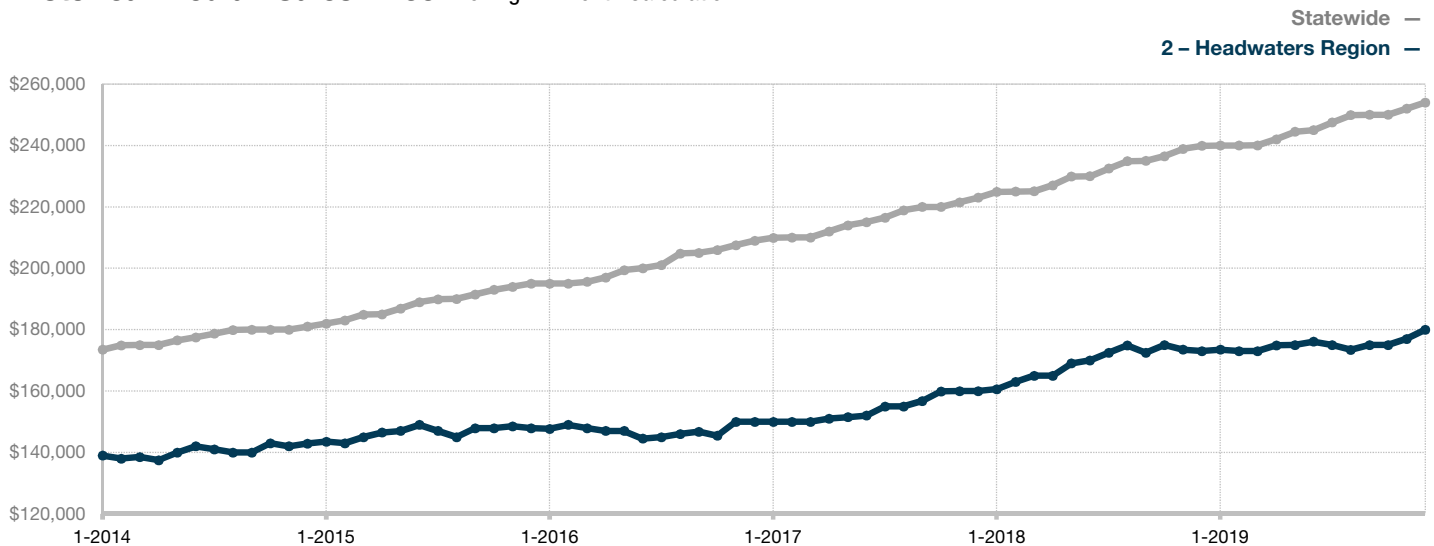
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	42	43	+ 2.4%	1,456	1,562	+ 7.3%
Closed Sales	57	61	+ 7.0%	1,049	1,064	+ 1.4%
Median Sales Price*	\$152,900	\$186,500	+ 22.0%	\$173,000	\$180,000	+ 4.0%
Percent of Original List Price Received*	90.1%	92.9%	+ 3.1%	94.0%	94.4%	+ 0.4%
Days on Market Until Sale	122	101	- 17.2%	107	98	- 8.4%
Months Supply of Inventory	4.3	3.4	- 20.9%	--	--	--

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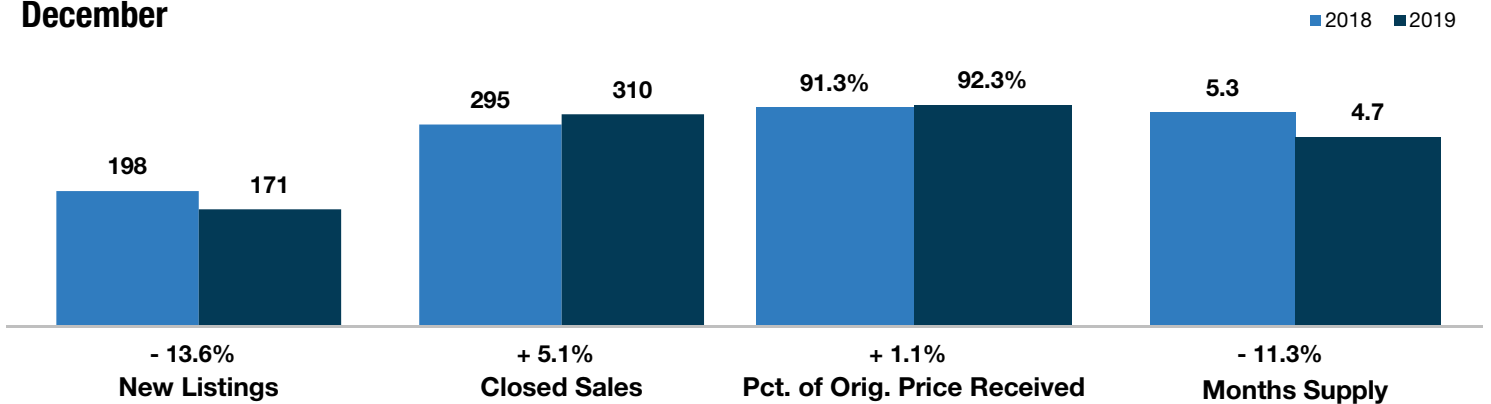


3 – Arrowhead Region

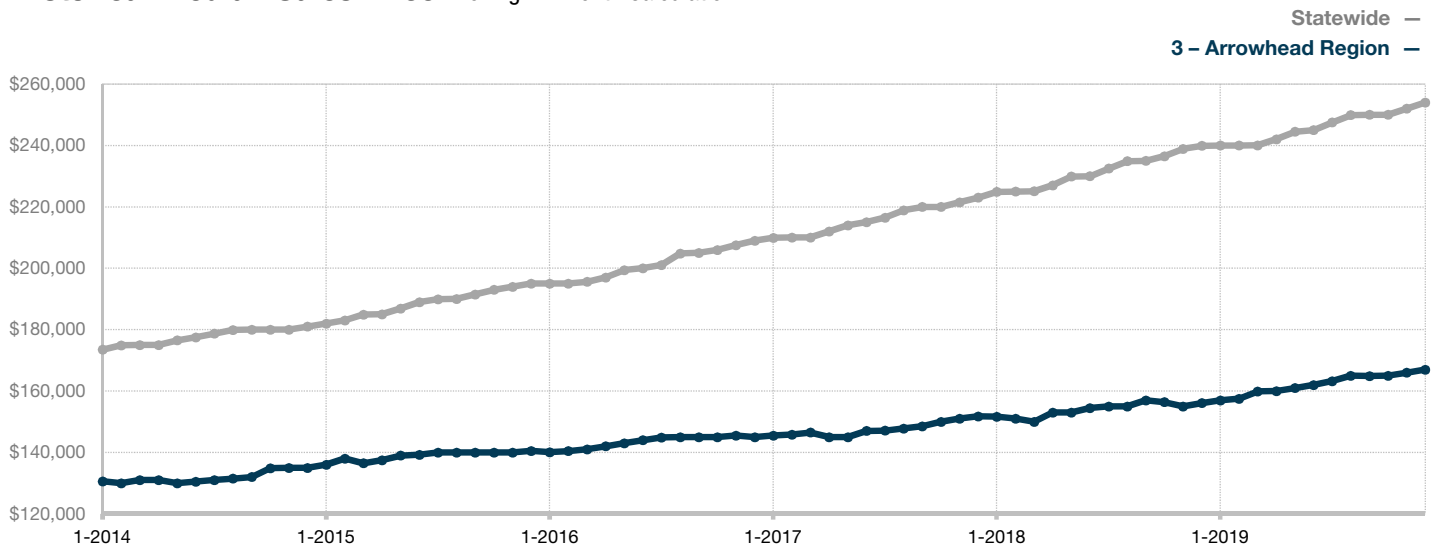
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	198	171	- 13.6%	7,495	7,061	- 5.8%
Closed Sales	295	310	+ 5.1%	4,994	4,905	- 1.8%
Median Sales Price*	\$155,104	\$162,000	+ 4.4%	\$156,100	\$167,000	+ 7.0%
Percent of Original List Price Received*	91.3%	92.3%	+ 1.1%	93.3%	94.0%	+ 0.8%
Days on Market Until Sale	87	82	- 5.7%	93	82	- 11.8%
Months Supply of Inventory	5.3	4.7	- 11.3%	--	--	--

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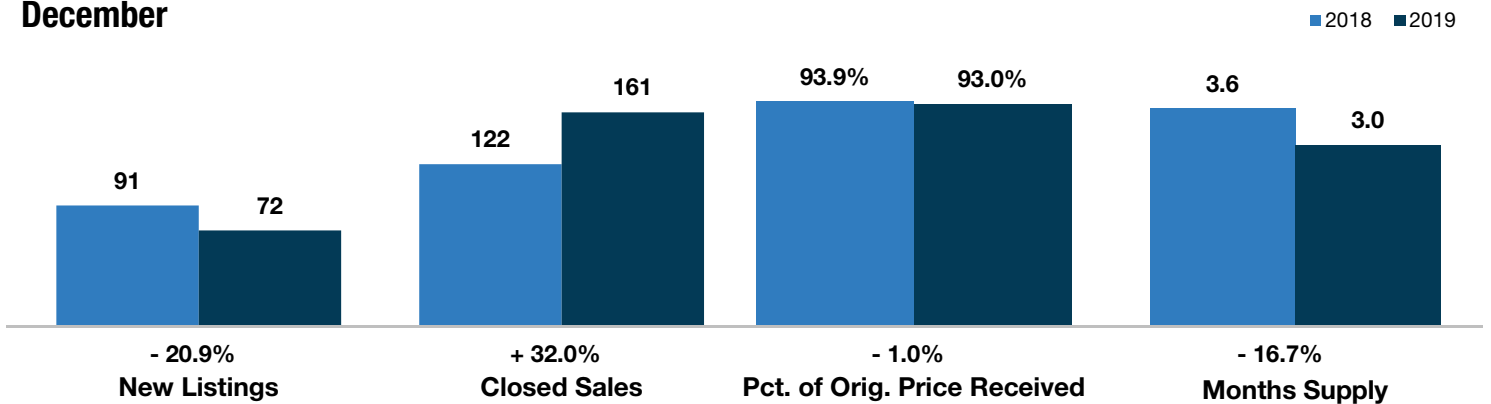


4 – West Central Region

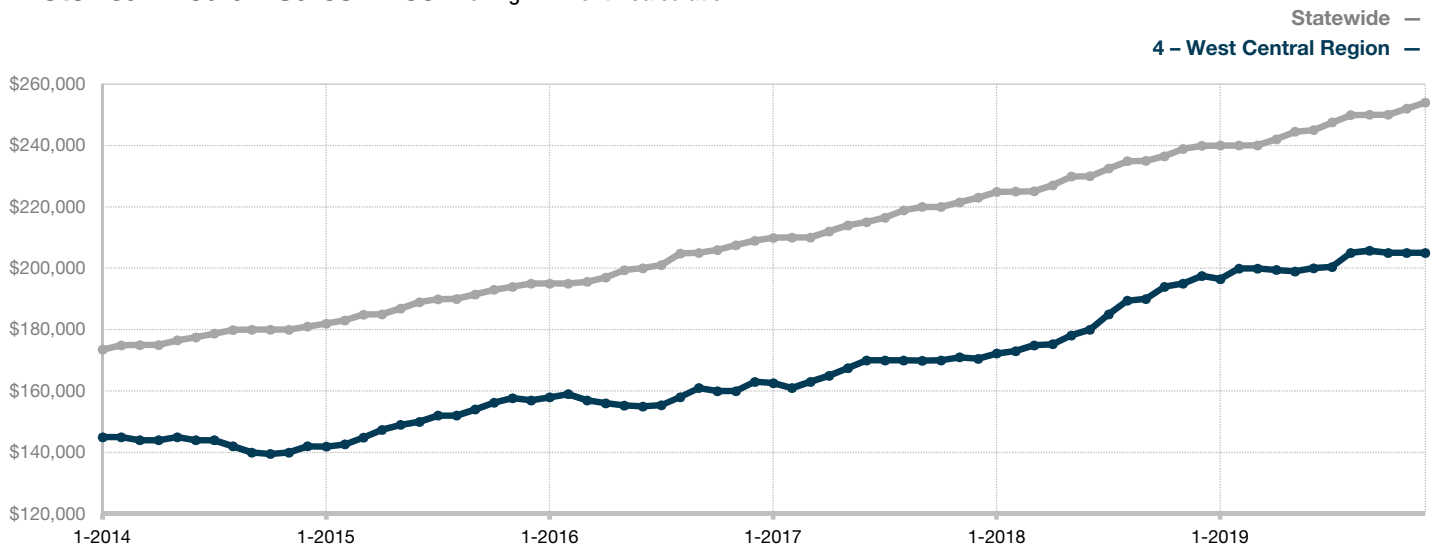
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	91	72	- 20.9%	2,545	3,417	+ 34.3%
Closed Sales	122	161	+ 32.0%	1,932	2,434	+ 26.0%
Median Sales Price*	\$179,900	\$189,000	+ 5.1%	\$197,500	\$205,000	+ 3.8%
Percent of Original List Price Received*	93.9%	93.0%	- 1.0%	94.6%	94.4%	- 0.2%
Days on Market Until Sale	82	90	+ 9.8%	83	71	- 14.5%
Months Supply of Inventory	3.6	3.0	- 16.7%	--	--	--

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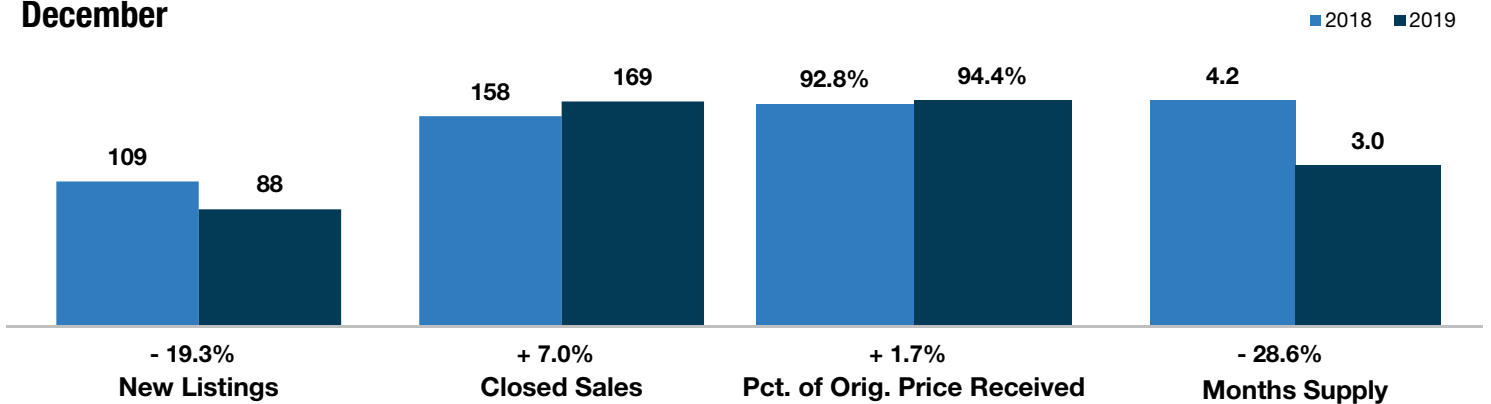


5 – North Central Region

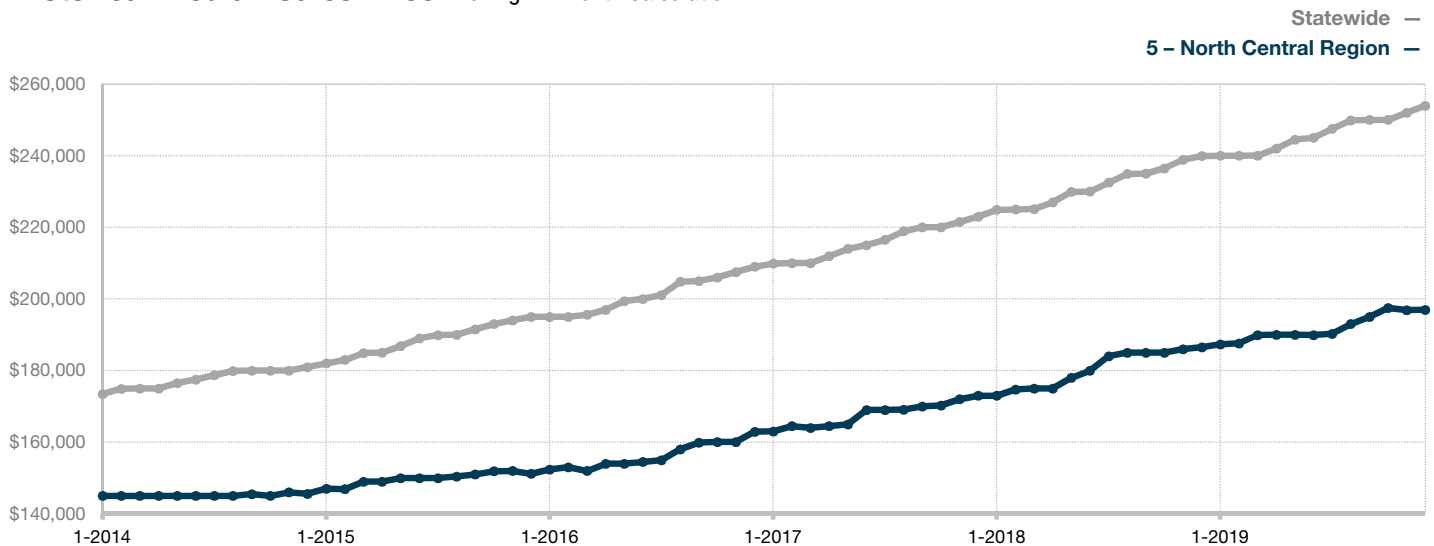
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	109	88	- 19.3%	4,146	4,073	- 1.8%
Closed Sales	158	169	+ 7.0%	3,002	2,990	- 0.4%
Median Sales Price*	\$176,145	\$180,000	+ 2.2%	\$186,500	\$197,000	+ 5.6%
Percent of Original List Price Received*	92.8%	94.4%	+ 1.7%	94.4%	94.8%	+ 0.4%
Days on Market Until Sale	85	67	- 21.2%	81	69	- 14.8%
Months Supply of Inventory	4.2	3.0	- 28.6%	--	--	--

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December



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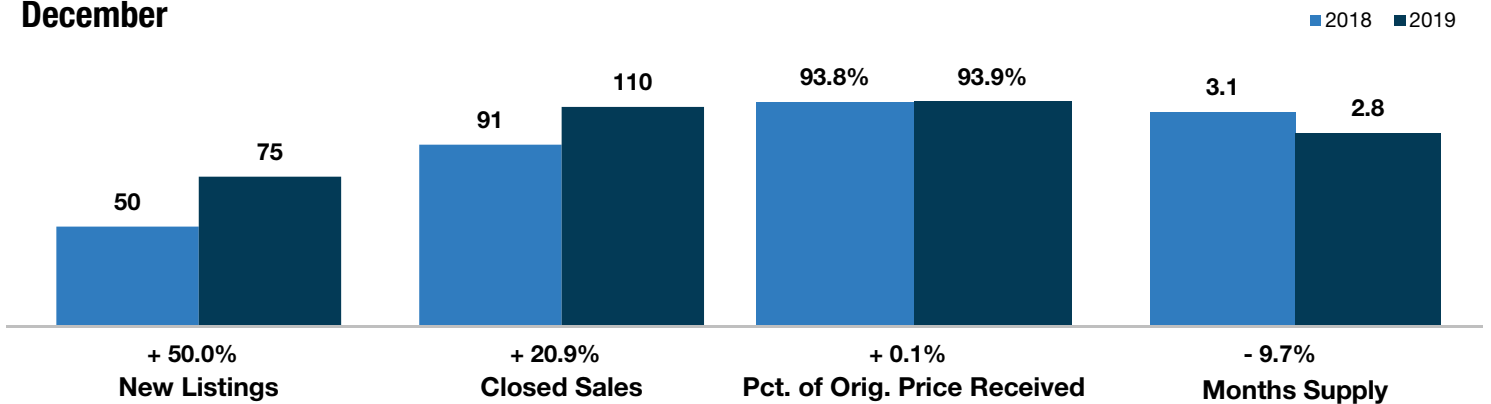


6E – Southwest Central Region

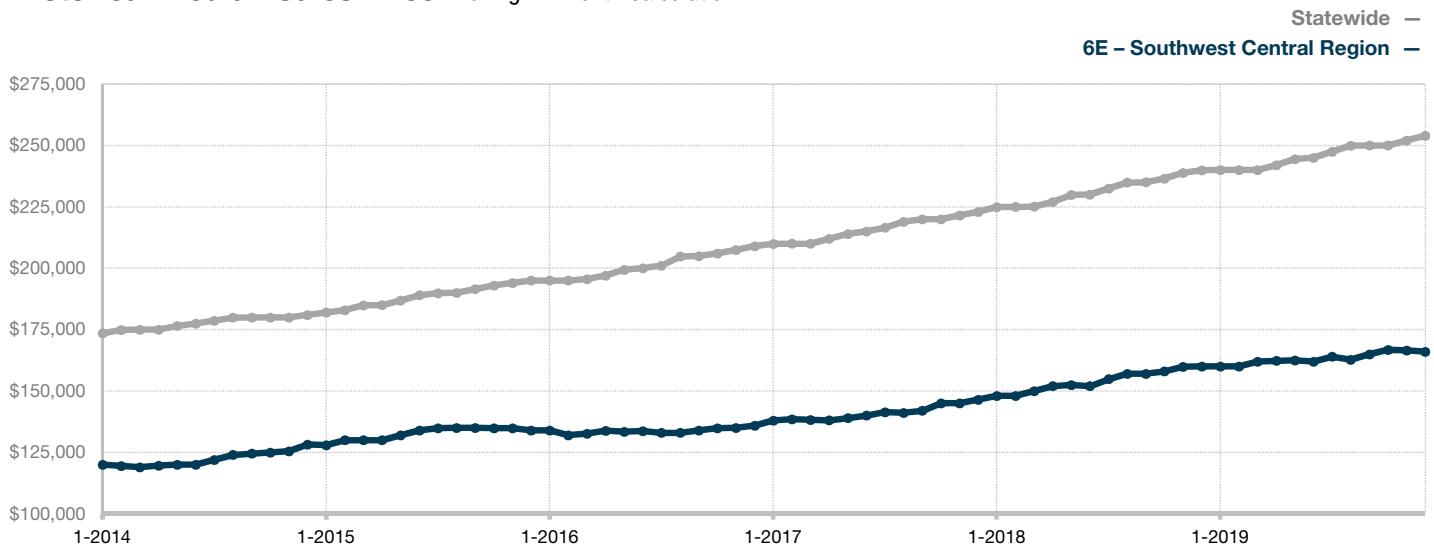
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	50	75	+ 50.0%	2,028	1,939	- 4.4%
Closed Sales	91	110	+ 20.9%	1,633	1,576	- 3.5%
Median Sales Price*	\$164,900	\$160,000	- 3.0%	\$160,000	\$166,000	+ 3.8%
Percent of Original List Price Received*	93.8%	93.9%	+ 0.1%	95.5%	95.4%	- 0.1%
Days on Market Until Sale	74	75	+ 1.4%	73	67	- 8.2%
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

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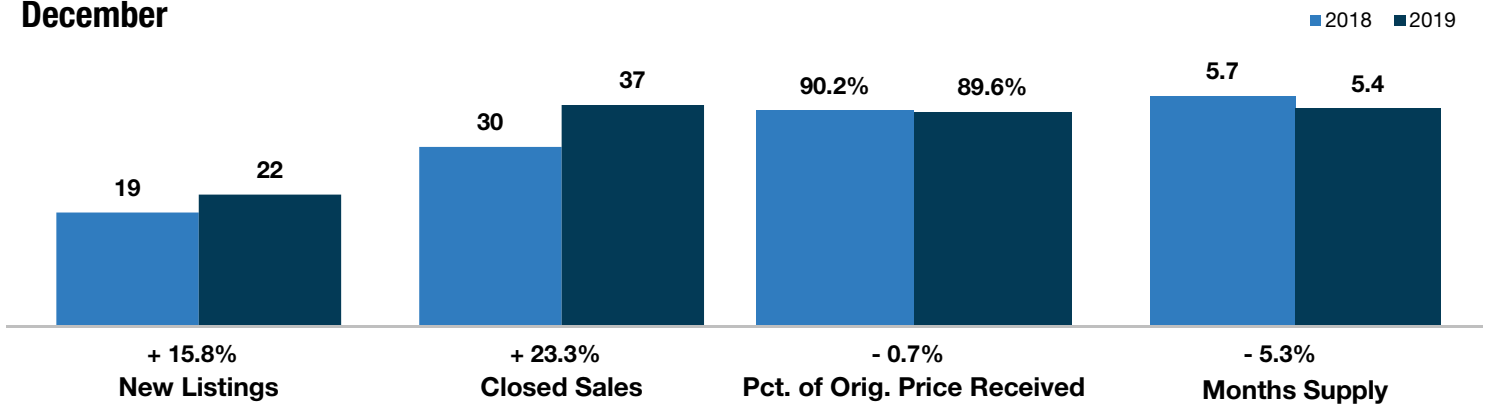


6W – Upper Minnesota Valley Region

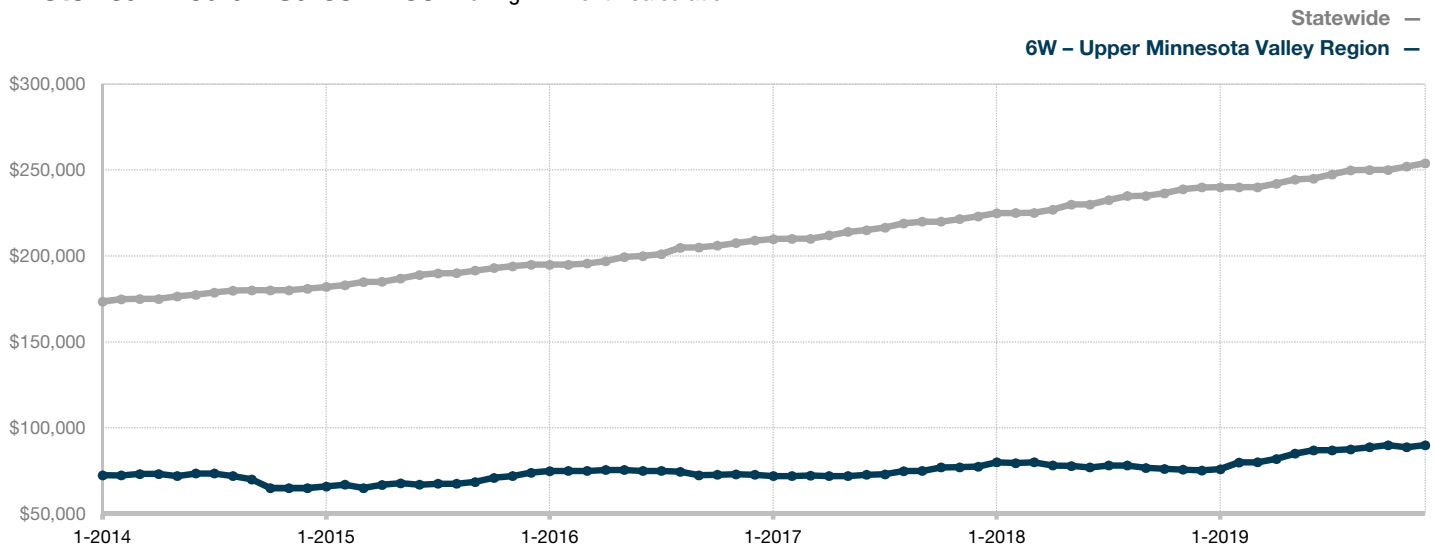
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	19	22	+ 15.8%	527	554	+ 5.1%
Closed Sales	30	37	+ 23.3%	399	399	0.0%
Median Sales Price*	\$69,900	\$88,500	+ 26.6%	\$75,250	\$89,900	+ 19.5%
Percent of Original List Price Received*	90.2%	89.6%	- 0.7%	89.5%	90.5%	+ 1.1%
Days on Market Until Sale	132	110	- 16.7%	125	116	- 7.2%
Months Supply of Inventory	5.7	5.4	- 5.3%	--	--	--

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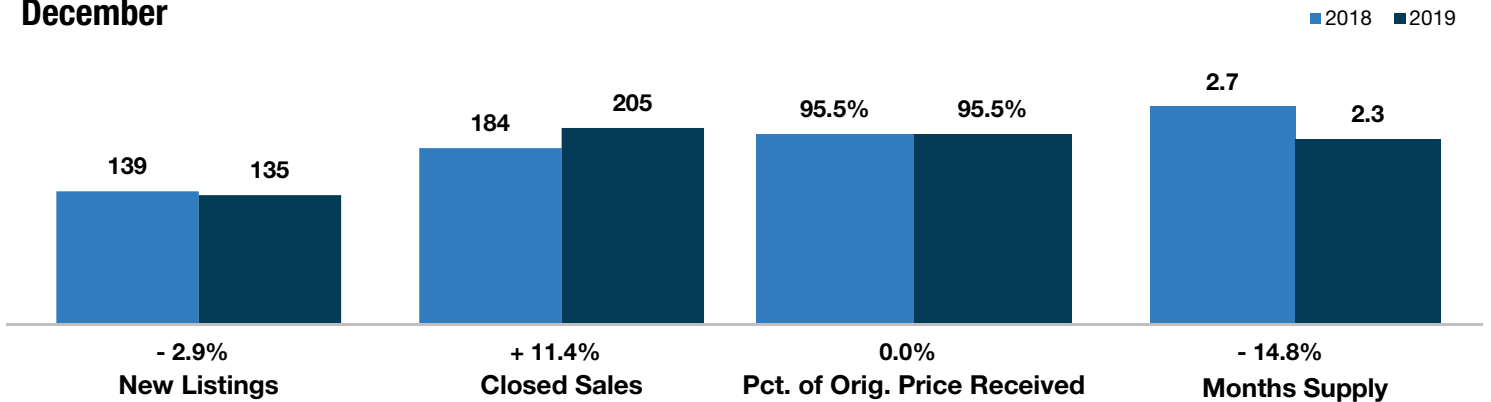


7E – East Central Region

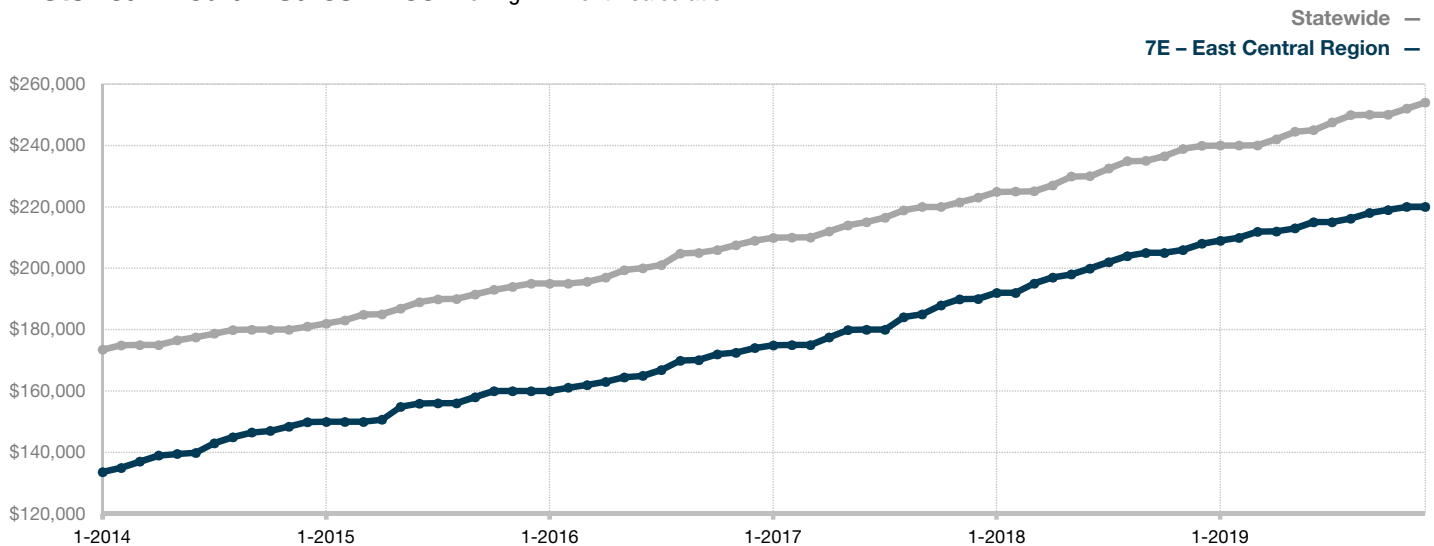
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	139	135	- 2.9%	4,037	3,828	- 5.2%
Closed Sales	184	205	+ 11.4%	2,995	2,915	- 2.7%
Median Sales Price*	\$189,325	\$215,000	+ 13.6%	\$208,000	\$220,000	+ 5.8%
Percent of Original List Price Received*	95.5%	95.5%	0.0%	96.9%	97.2%	+ 0.3%
Days on Market Until Sale	61	57	- 6.6%	54	52	- 3.7%
Months Supply of Inventory	2.7	2.3	- 14.8%	--	--	--

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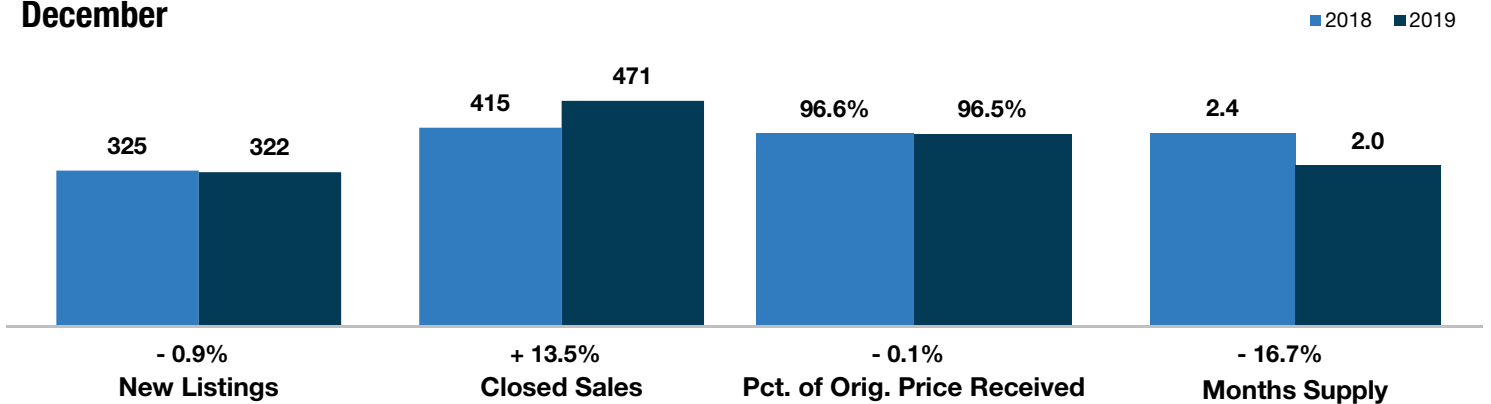


7W – Central Region

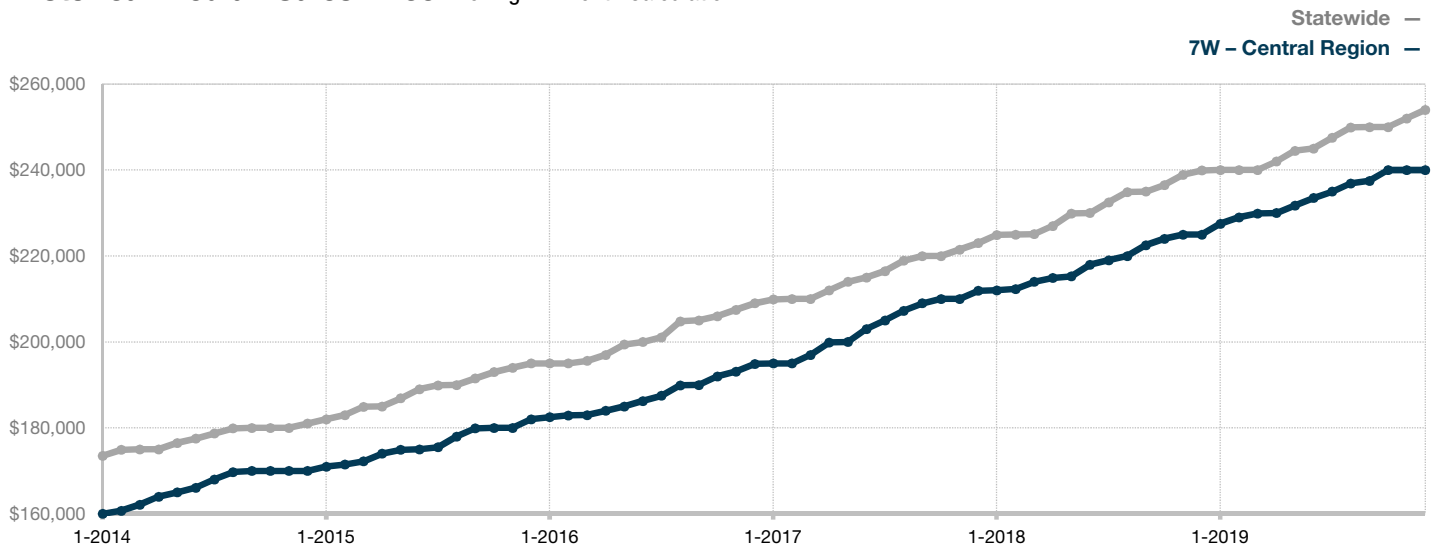
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	325	322	- 0.9%	9,459	9,613	+ 1.6%
Closed Sales	415	471	+ 13.5%	7,236	7,232	- 0.1%
Median Sales Price*	\$227,800	\$235,000	+ 3.2%	\$225,000	\$240,000	+ 6.7%
Percent of Original List Price Received*	96.6%	96.5%	- 0.1%	98.0%	97.8%	- 0.2%
Days on Market Until Sale	52	57	+ 9.6%	47	49	+ 4.3%
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

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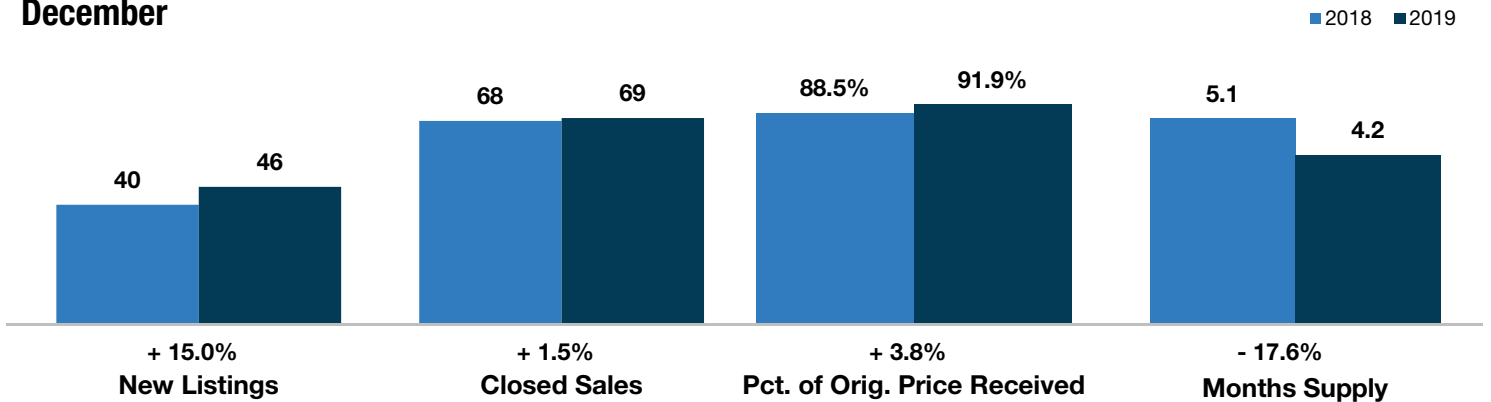


8 – Southwest Region

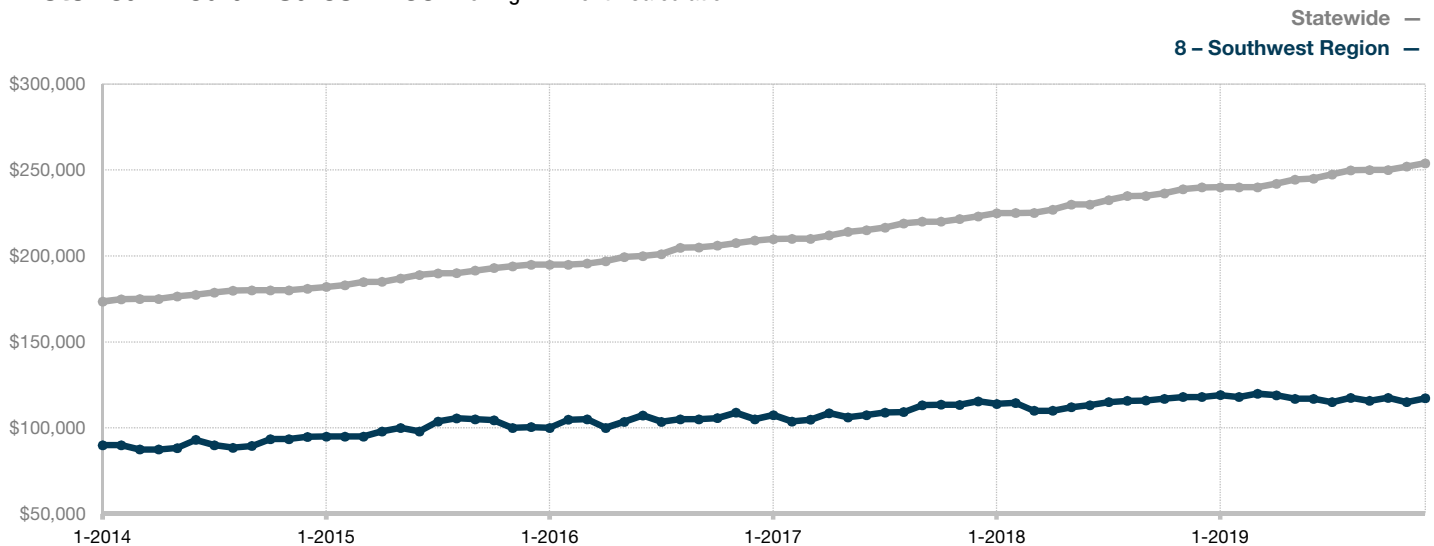
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	40	46	+ 15.0%	1,211	1,283	+ 5.9%
Closed Sales	68	69	+ 1.5%	927	968	+ 4.4%
Median Sales Price*	\$85,000	\$128,000	+ 50.6%	\$118,000	\$117,250	- 0.6%
Percent of Original List Price Received*	88.5%	91.9%	+ 3.8%	91.6%	91.6%	0.0%
Days on Market Until Sale	96	72	- 25.0%	96	92	- 4.2%
Months Supply of Inventory	5.1	4.2	- 17.6%	--	--	--

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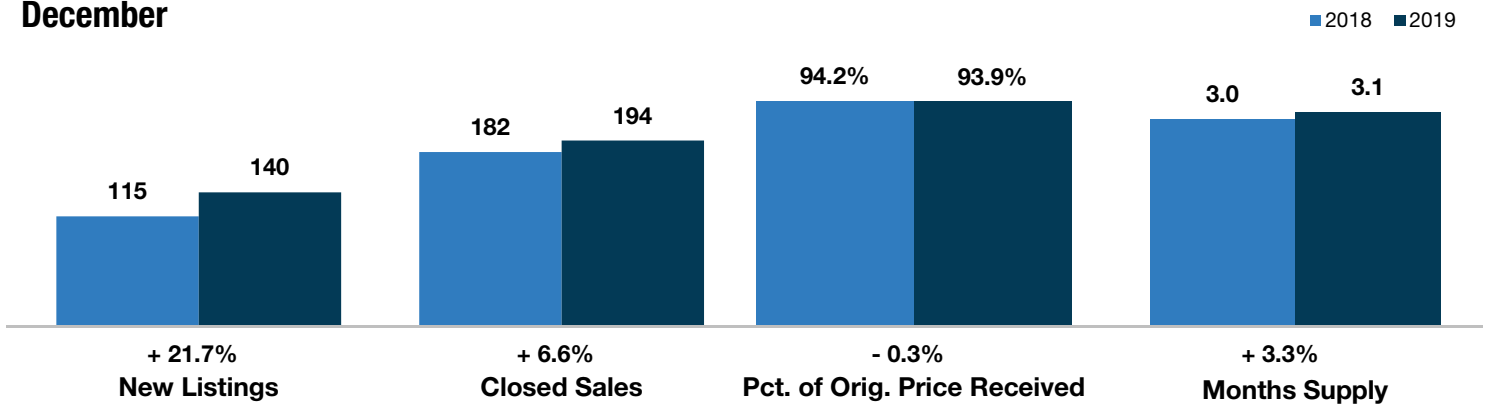


9 – South Central Region

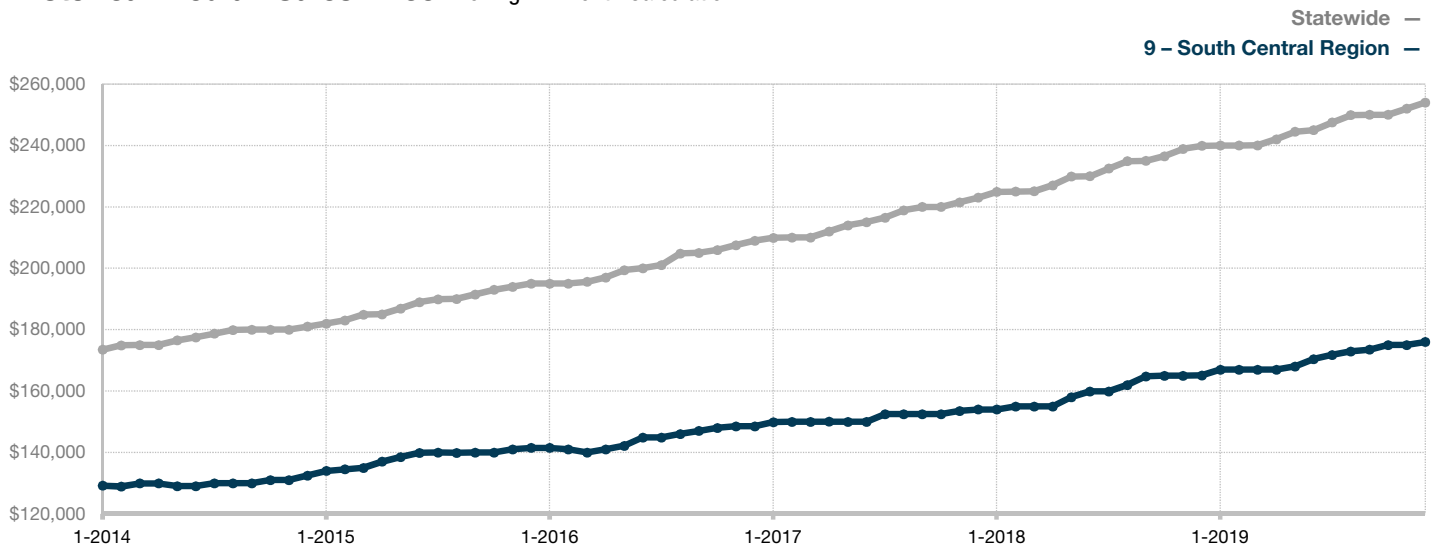
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	115	140	+ 21.7%	3,712	3,778	+ 1.8%
Closed Sales	182	194	+ 6.6%	2,981	2,973	- 0.3%
Median Sales Price*	\$158,000	\$169,500	+ 7.3%	\$165,125	\$176,000	+ 6.6%
Percent of Original List Price Received*	94.2%	93.9%	- 0.3%	95.5%	95.1%	- 0.4%
Days on Market Until Sale	93	89	- 4.3%	89	90	+ 1.1%
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

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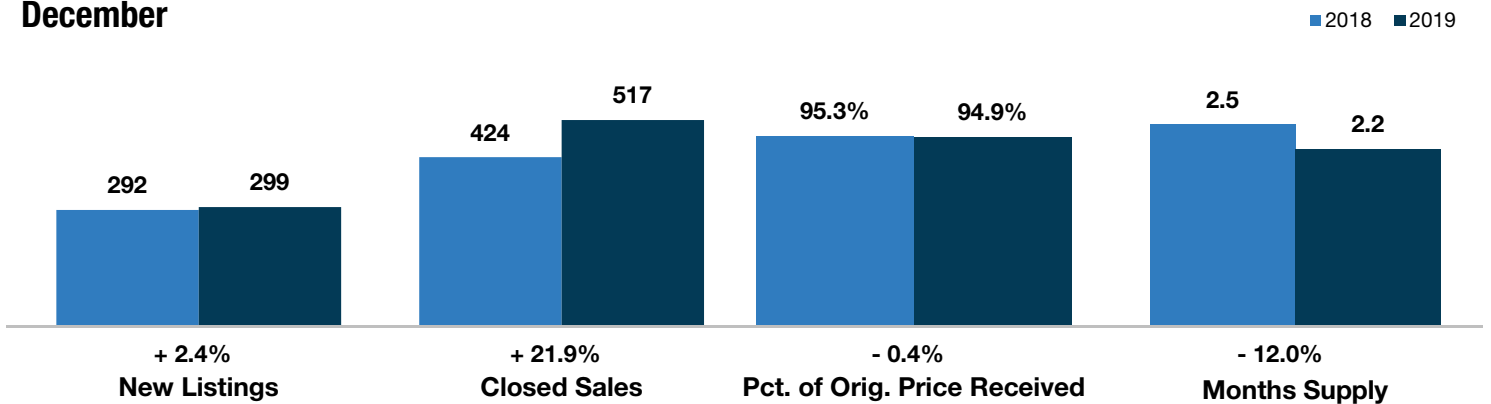


10 – Southeast Region

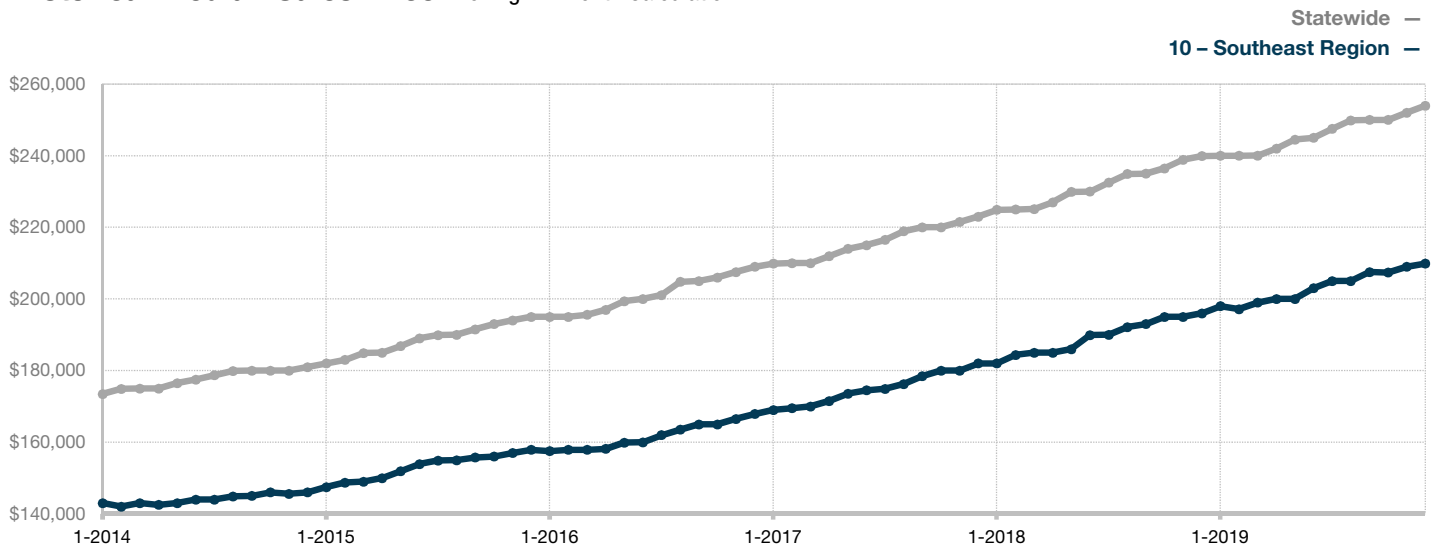
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	292	299	+ 2.4%	8,445	8,268	- 2.1%
Closed Sales	424	517	+ 21.9%	6,974	6,943	- 0.4%
Median Sales Price*	\$185,000	\$200,000	+ 8.1%	\$196,000	\$209,900	+ 7.1%
Percent of Original List Price Received*	95.3%	94.9%	- 0.4%	97.1%	97.0%	- 0.1%
Days on Market Until Sale	56	65	+ 16.1%	52	55	+ 5.8%
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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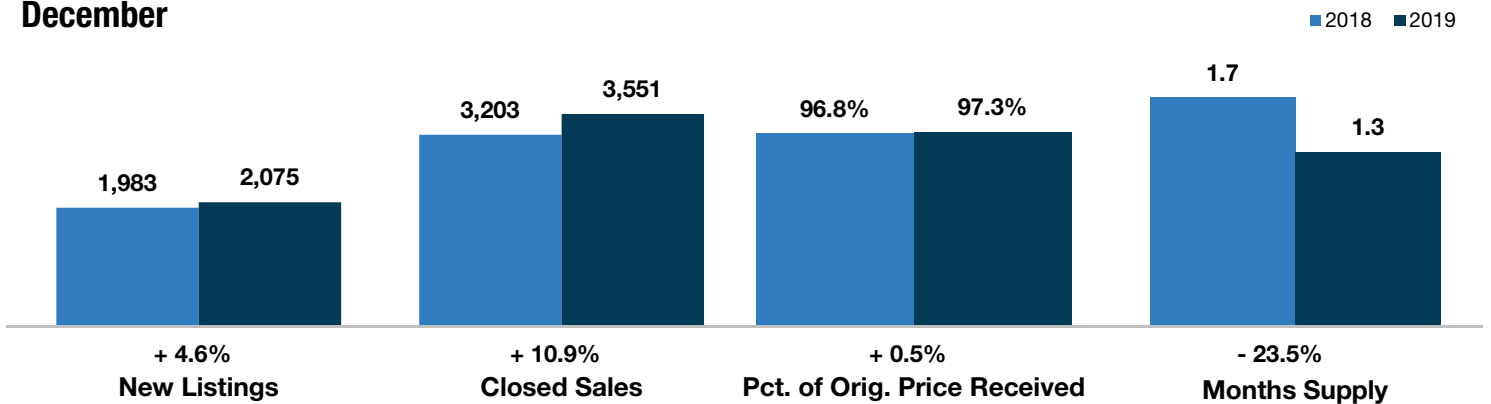


11 – 7-County Twin Cities Region

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	1,983	2,075	+ 4.6%	63,631	63,775	+ 0.2%
Closed Sales	3,203	3,551	+ 10.9%	50,029	50,393	+ 0.7%
Median Sales Price*	\$263,900	\$285,000	+ 8.0%	\$270,000	\$288,000	+ 6.7%
Percent of Original List Price Received*	96.8%	97.3%	+ 0.5%	99.0%	98.9%	- 0.1%
Days on Market Until Sale	46	43	- 6.5%	37	37	0.0%
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

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