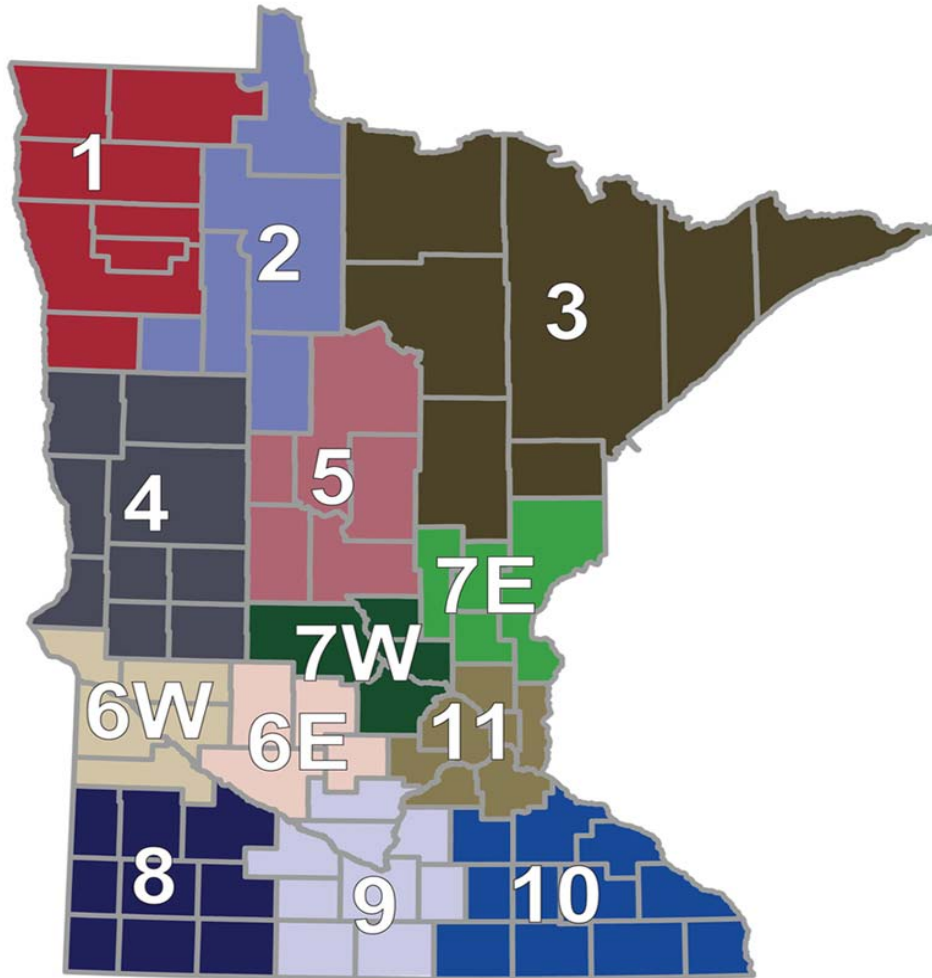


# Local Market Updates for April 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

## 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 April 2020

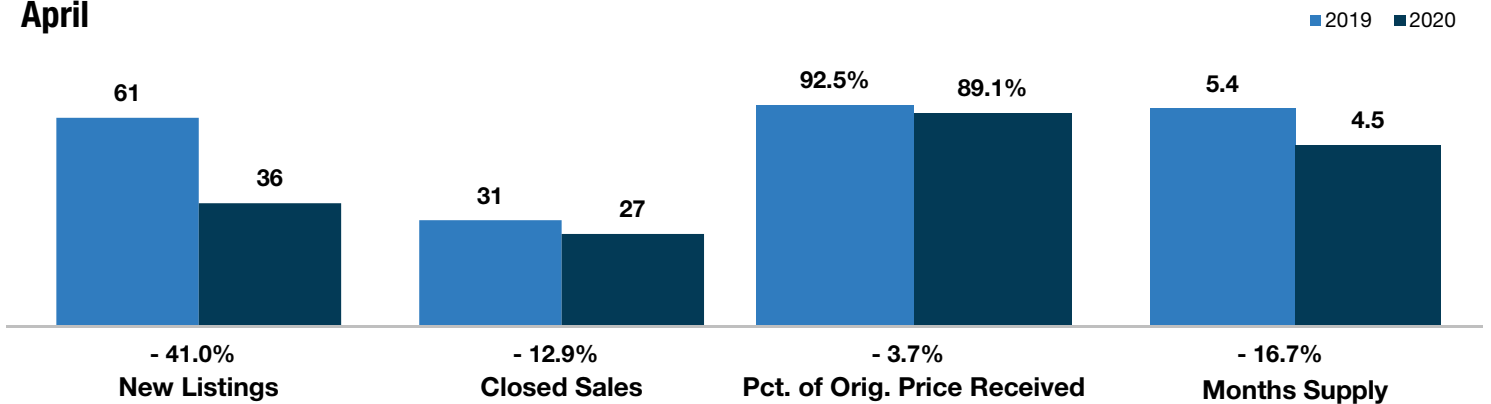
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## 1 – Northwest Region

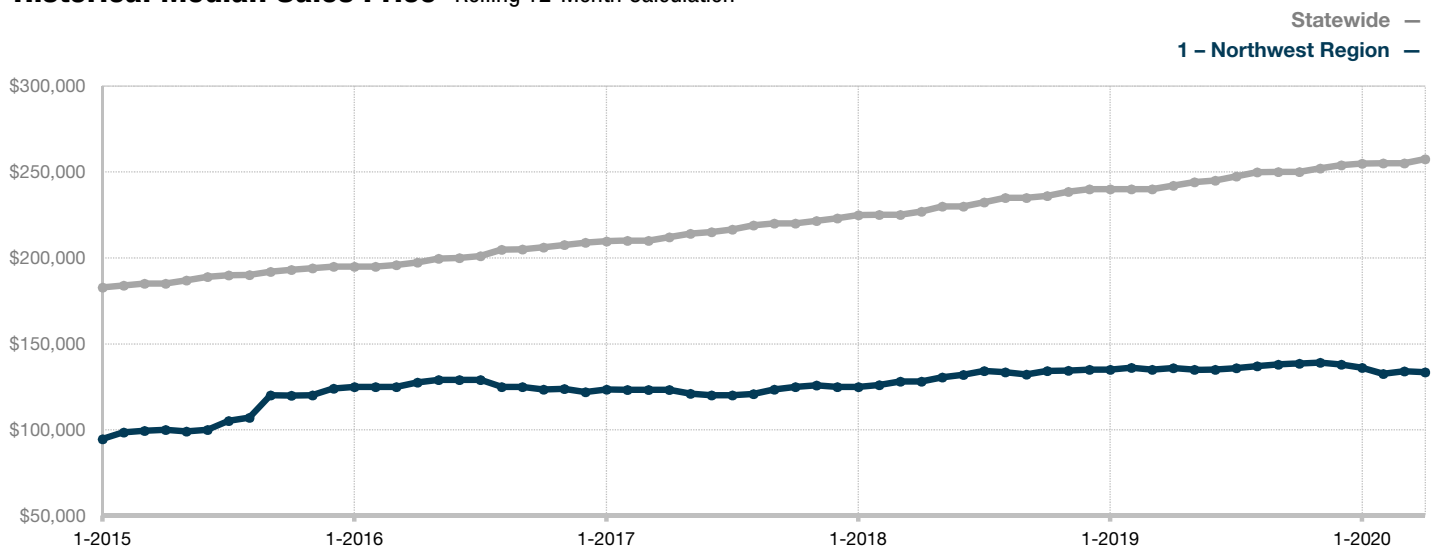
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	61	36	- 41.0%	184	150	- 18.5%
Closed Sales	31	27	- 12.9%	100	95	- 5.0%
Median Sales Price*	\$138,000	\$136,750	- 0.9%	\$135,925	\$121,000	- 11.0%
Percent of Original List Price Received*	92.5%	89.1%	- 3.7%	92.0%	90.8%	- 1.3%
Days on Market Until Sale	144	185	+ 28.5%	146	147	+ 0.7%
Months Supply of Inventory	5.4	4.5	- 16.7%	--	--	--

\* 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.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



Current as of May 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2020

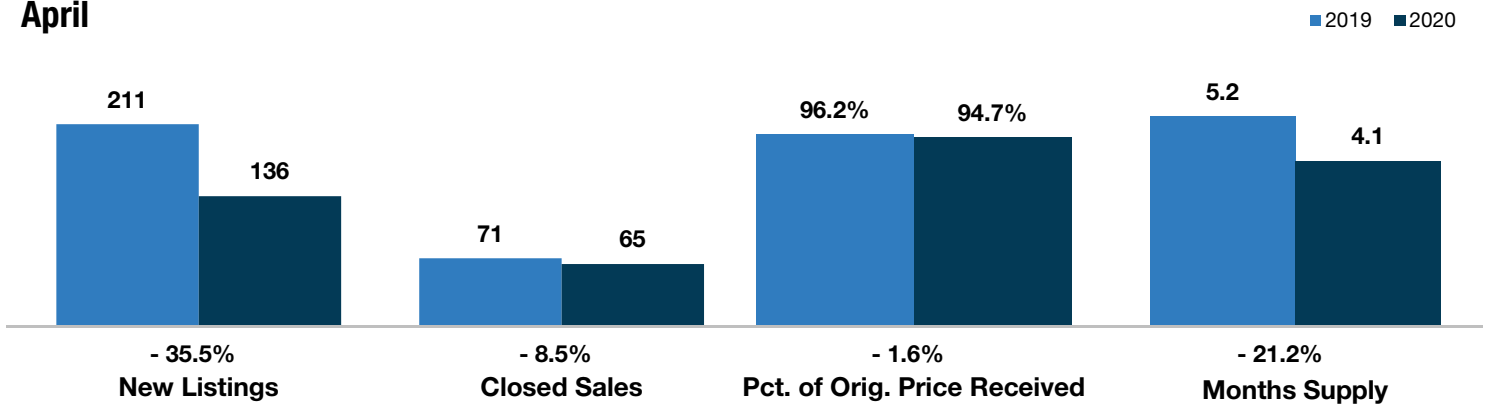
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## 2 – Headwaters Region

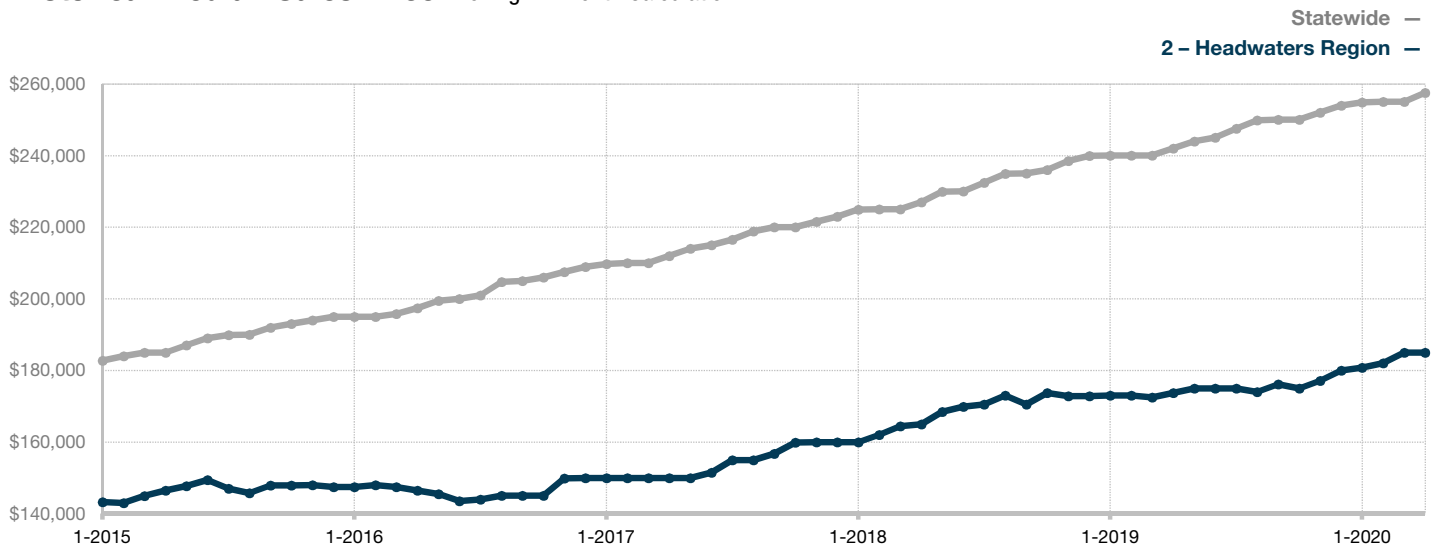
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	211	136	- 35.5%	483	433	- 10.4%
Closed Sales	71	65	- 8.5%	184	185	+ 0.5%
Median Sales Price*	\$177,250	\$180,000	+ 1.6%	\$158,500	\$190,000	+ 19.9%
Percent of Original List Price Received*	96.2%	94.7%	- 1.6%	93.6%	94.7%	+ 1.2%
Days on Market Until Sale	110	117	+ 6.4%	126	115	- 8.7%
Months Supply of Inventory	5.2	4.1	- 21.2%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2020

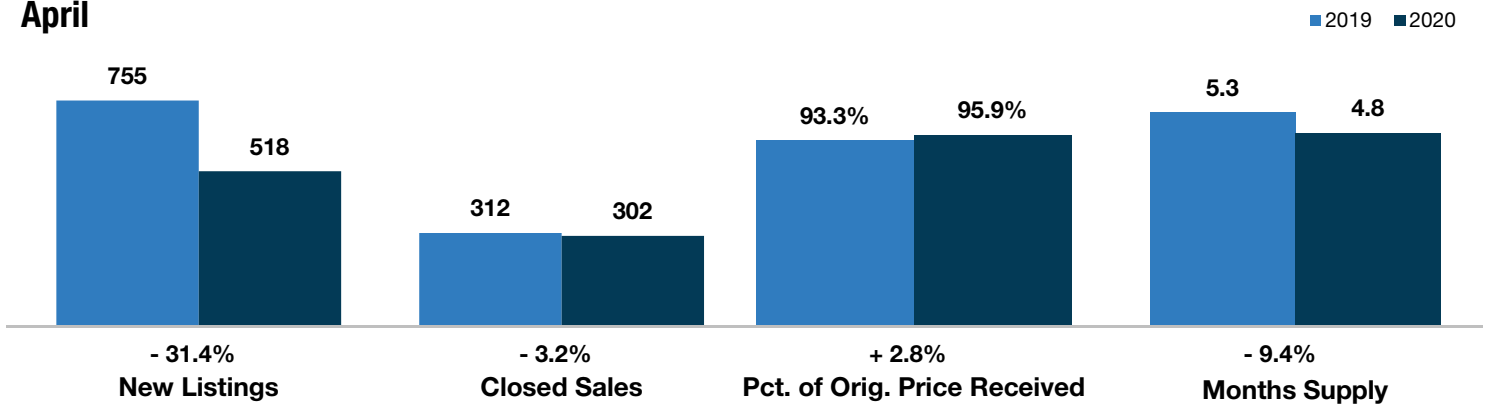
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## 3 – Arrowhead Region

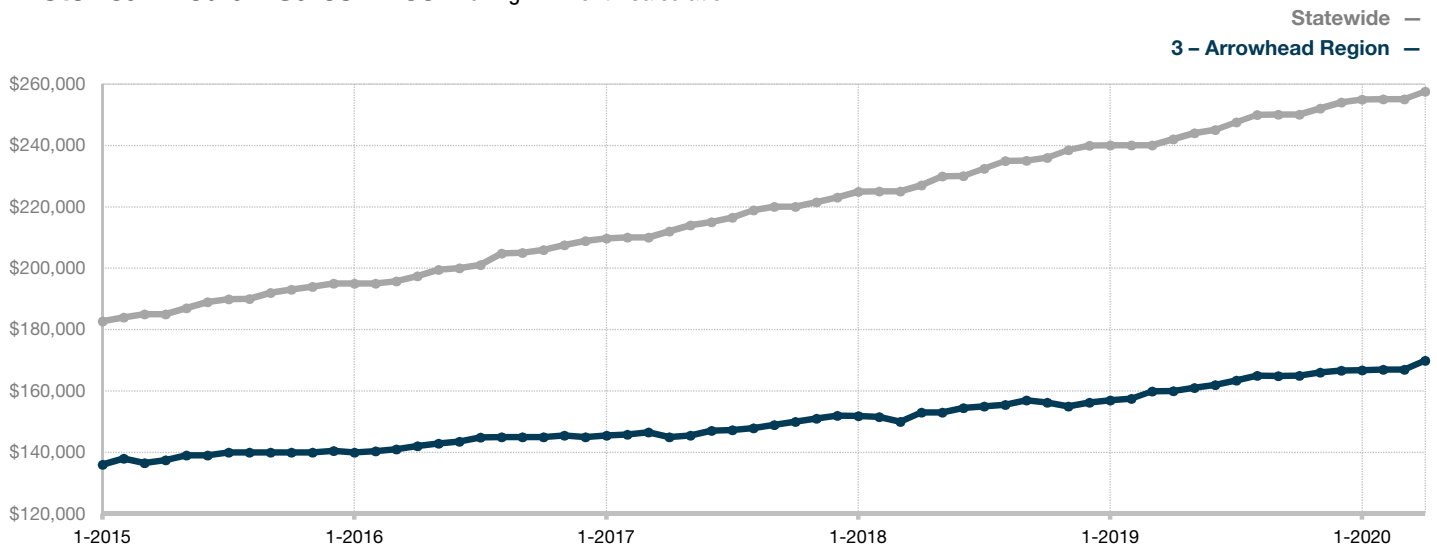
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	755	518	- 31.4%	1,981	1,684	- 15.0%
Closed Sales	312	302	- 3.2%	1,032	977	- 5.3%
Median Sales Price*	\$159,500	\$185,000	+ 16.0%	\$153,500	\$165,000	+ 7.5%
Percent of Original List Price Received*	93.3%	95.9%	+ 2.8%	92.6%	93.6%	+ 1.1%
Days on Market Until Sale	102	79	- 22.5%	96	91	- 5.2%
Months Supply of Inventory	5.3	4.8	- 9.4%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2020

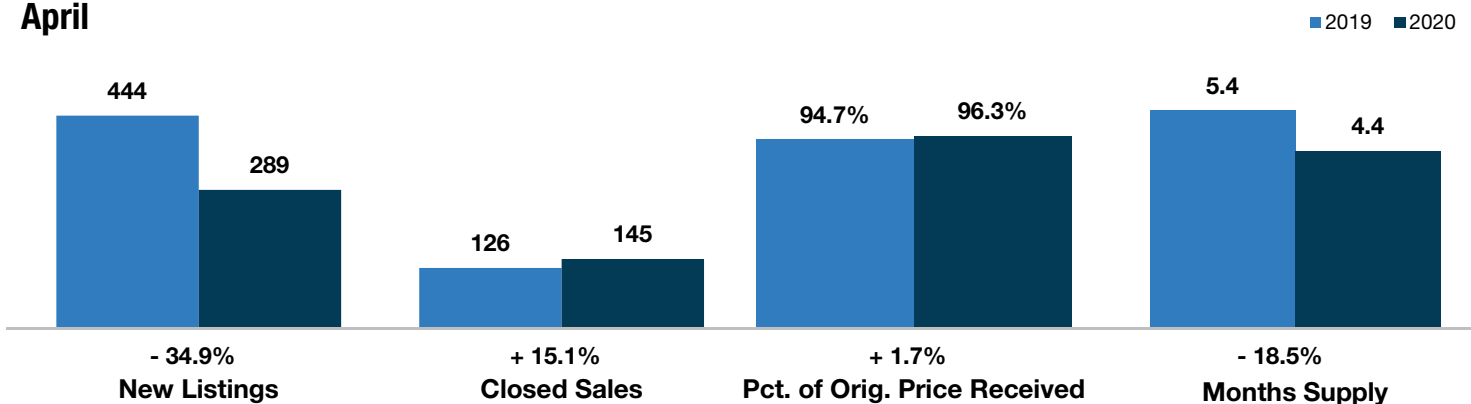
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## 4 – West Central Region

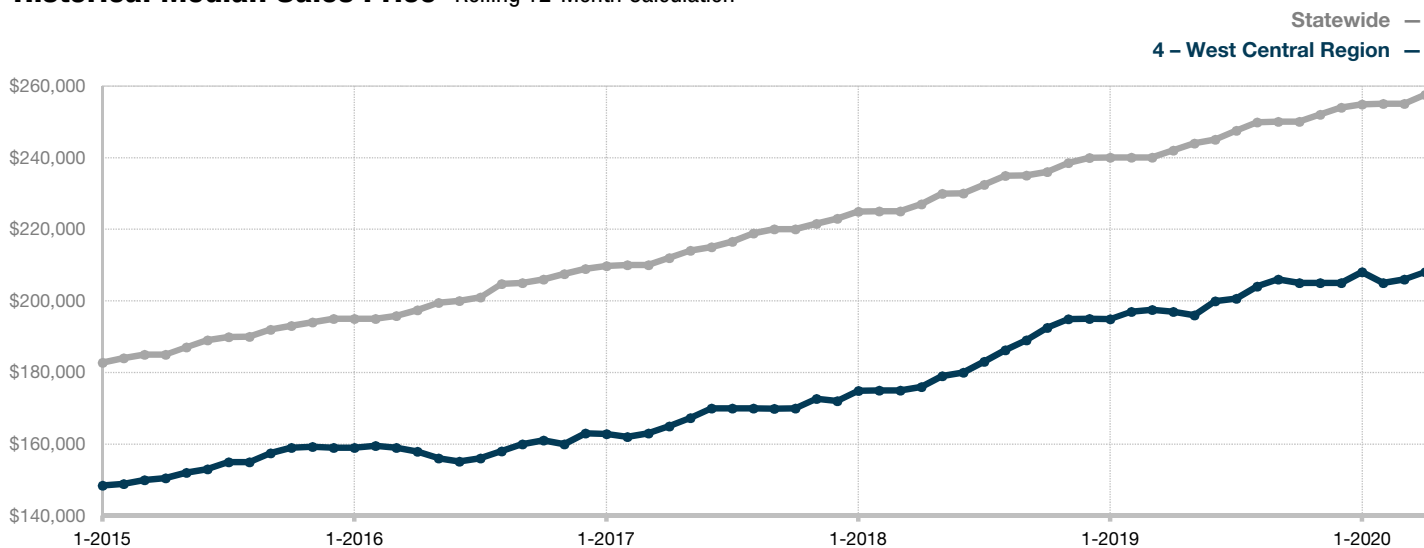
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	444	289	- 34.9%	1,053	990	- 6.0%
Closed Sales	126	145	+ 15.1%	436	459	+ 5.3%
Median Sales Price*	\$191,650	\$215,000	+ 12.2%	\$188,000	\$195,000	+ 3.7%
Percent of Original List Price Received*	94.7%	96.3%	+ 1.7%	93.0%	94.5%	+ 1.6%
Days on Market Until Sale	93	68	- 26.9%	96	82	- 14.6%
Months Supply of Inventory	5.4	4.4	- 18.5%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2020

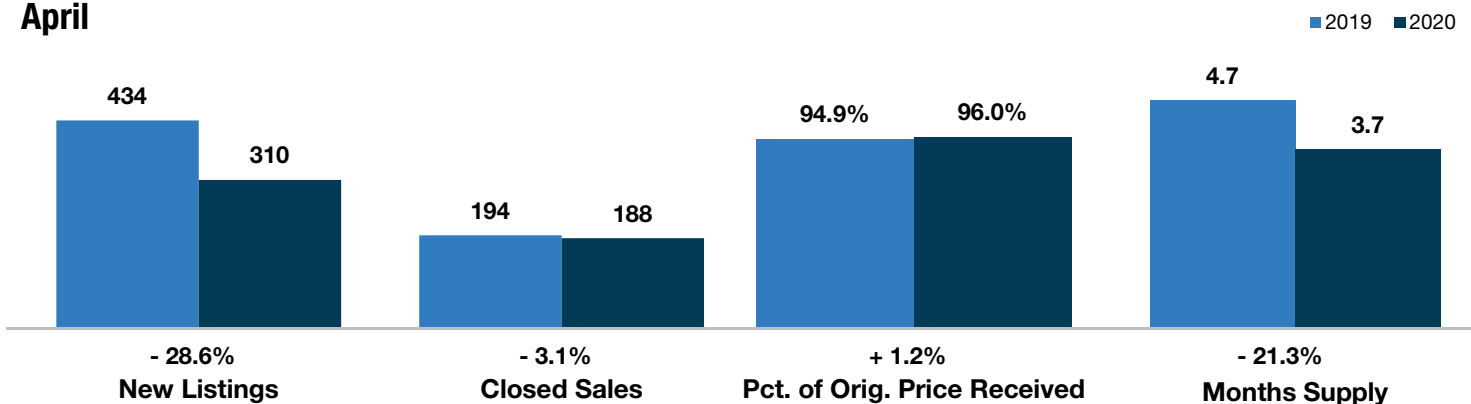
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## 5 – North Central Region

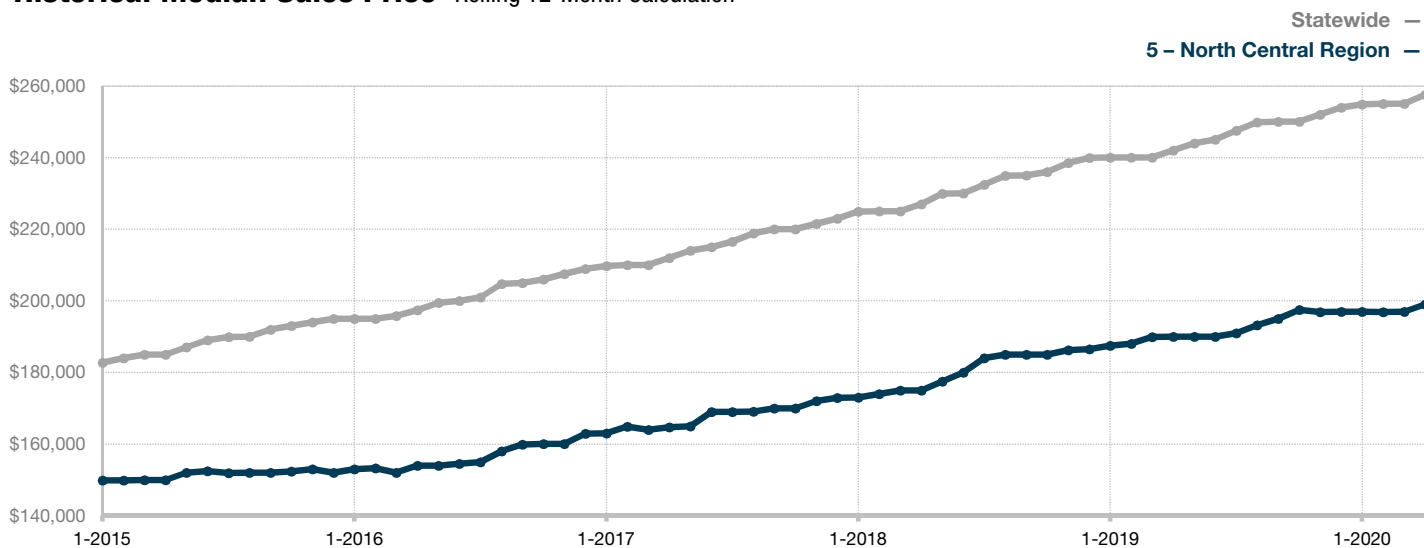
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	434	310	- 28.6%	1,223	1,084	- 11.4%
Closed Sales	194	188	- 3.1%	612	580	- 5.2%
Median Sales Price*	\$179,900	\$205,000	+ 14.0%	\$171,000	\$177,750	+ 3.9%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	93.9%	94.3%	+ 0.4%
Days on Market Until Sale	88	75	- 14.8%	90	90	0.0%
Months Supply of Inventory	4.7	3.7	- 21.3%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2020

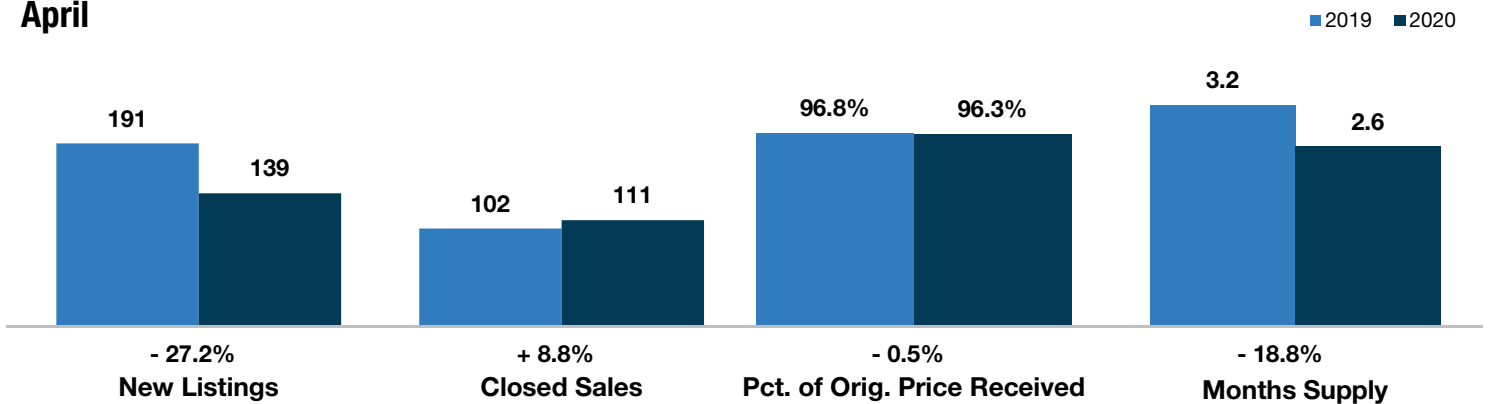
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## 6E – Southwest Central Region

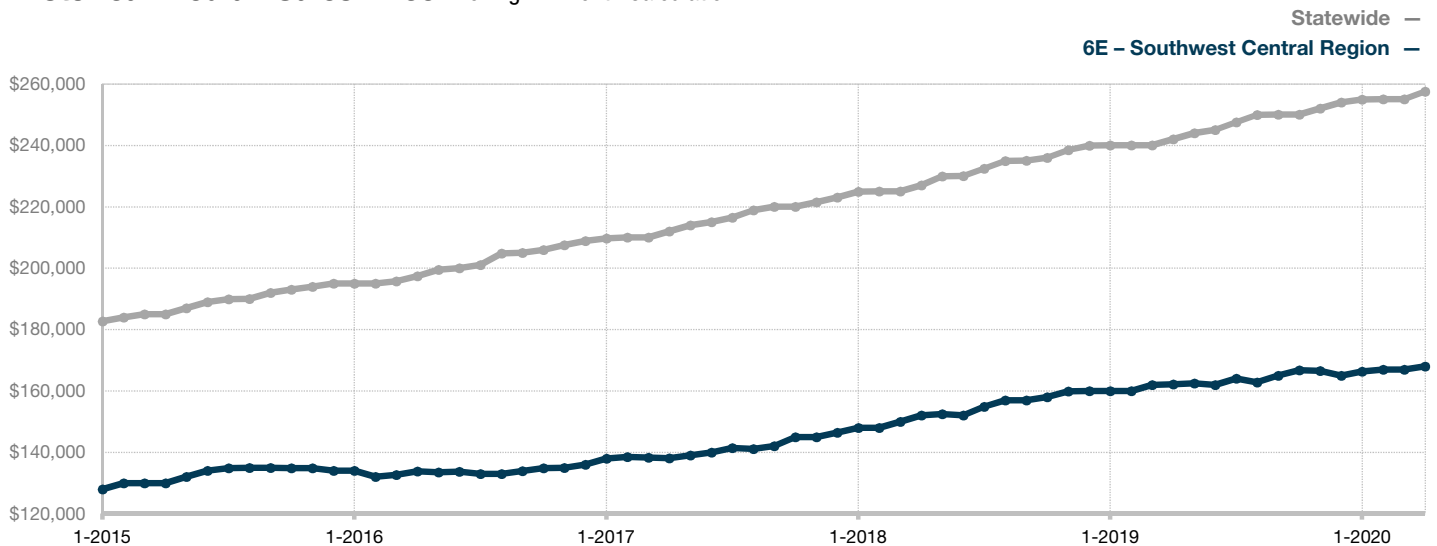
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	191	<b>139</b>	- 27.2%	540	<b>507</b>	- 6.1%
Closed Sales	102	<b>111</b>	+ 8.8%	353	<b>366</b>	+ 3.7%
Median Sales Price*	\$167,250	<b>\$183,000</b>	+ 9.4%	\$154,900	<b>\$170,000</b>	+ 9.7%
Percent of Original List Price Received*	96.8%	<b>96.3%</b>	- 0.5%	94.0%	<b>95.6%</b>	+ 1.7%
Days on Market Until Sale	86	<b>58</b>	- 32.6%	91	<b>67</b>	- 26.4%
Months Supply of Inventory	3.2	<b>2.6</b>	- 18.8%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2020

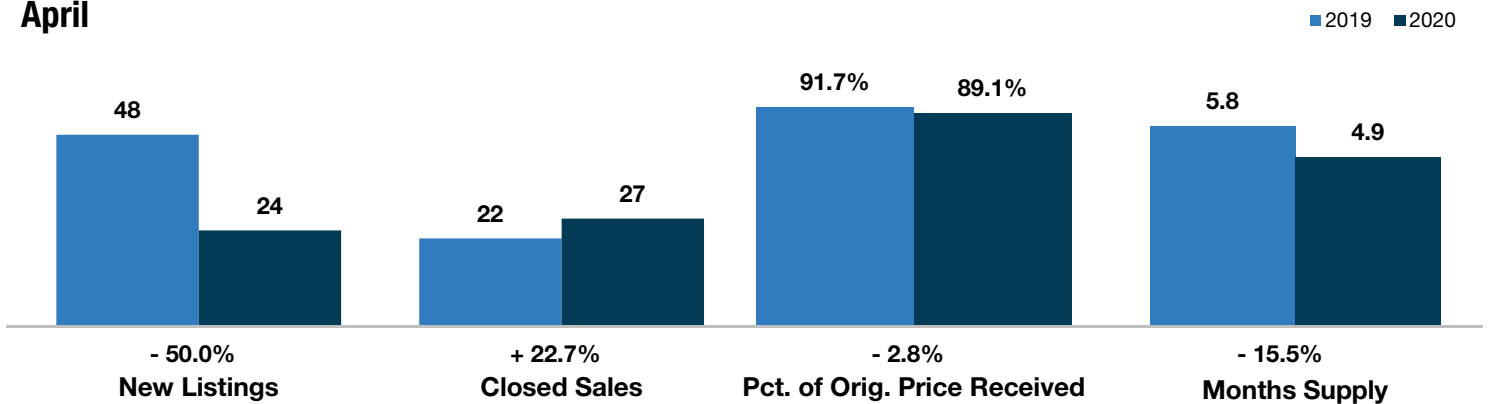
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## 6W – Upper Minnesota Valley Region

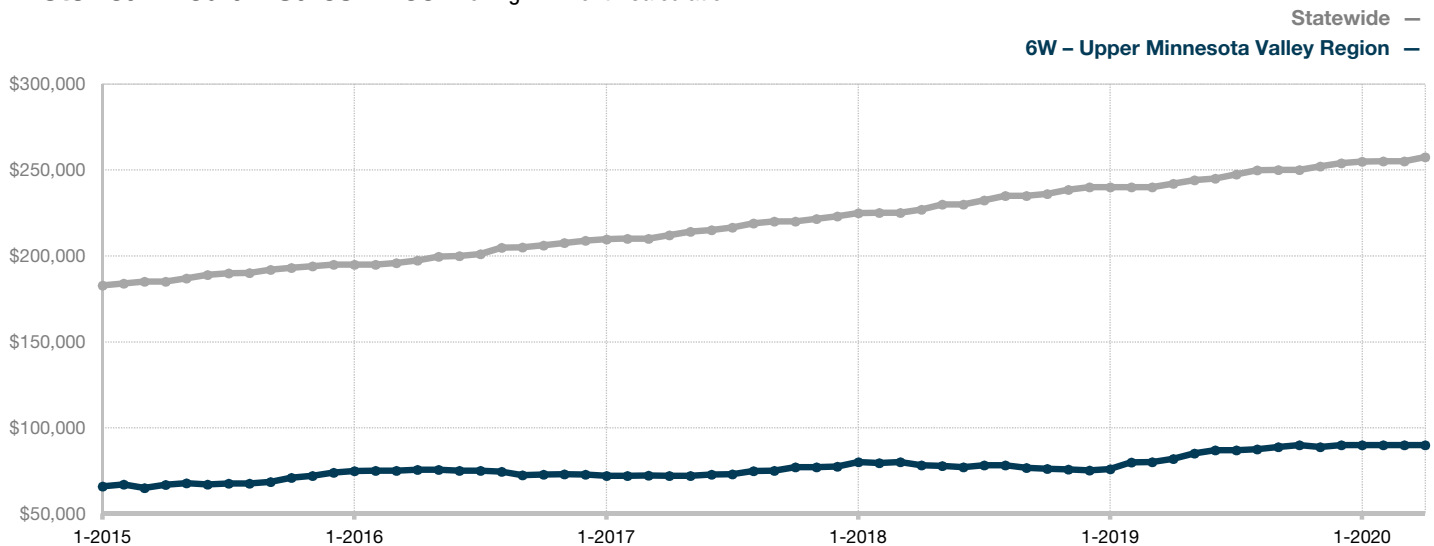
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	48	24	- 50.0%	134	118	- 11.9%
Closed Sales	22	27	+ 22.7%	85	86	+ 1.2%
Median Sales Price*	\$71,750	\$117,000	+ 63.1%	\$85,000	\$89,700	+ 5.5%
Percent of Original List Price Received*	91.7%	89.1%	- 2.8%	89.6%	88.8%	- 0.9%
Days on Market Until Sale	148	118	- 20.3%	133	105	- 21.1%
Months Supply of Inventory	5.8	4.9	- 15.5%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2020

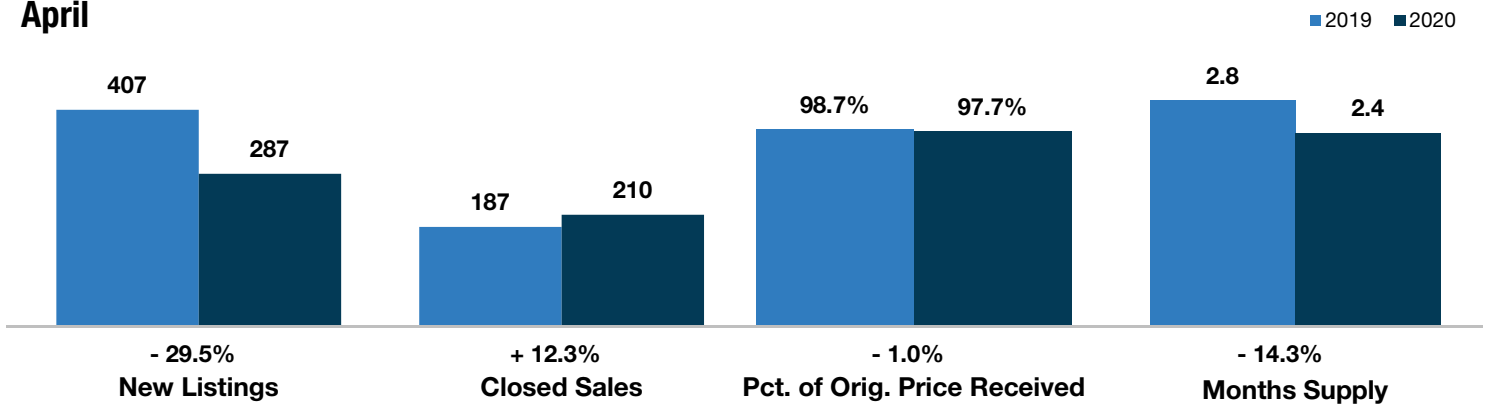
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## 7E – East Central Region

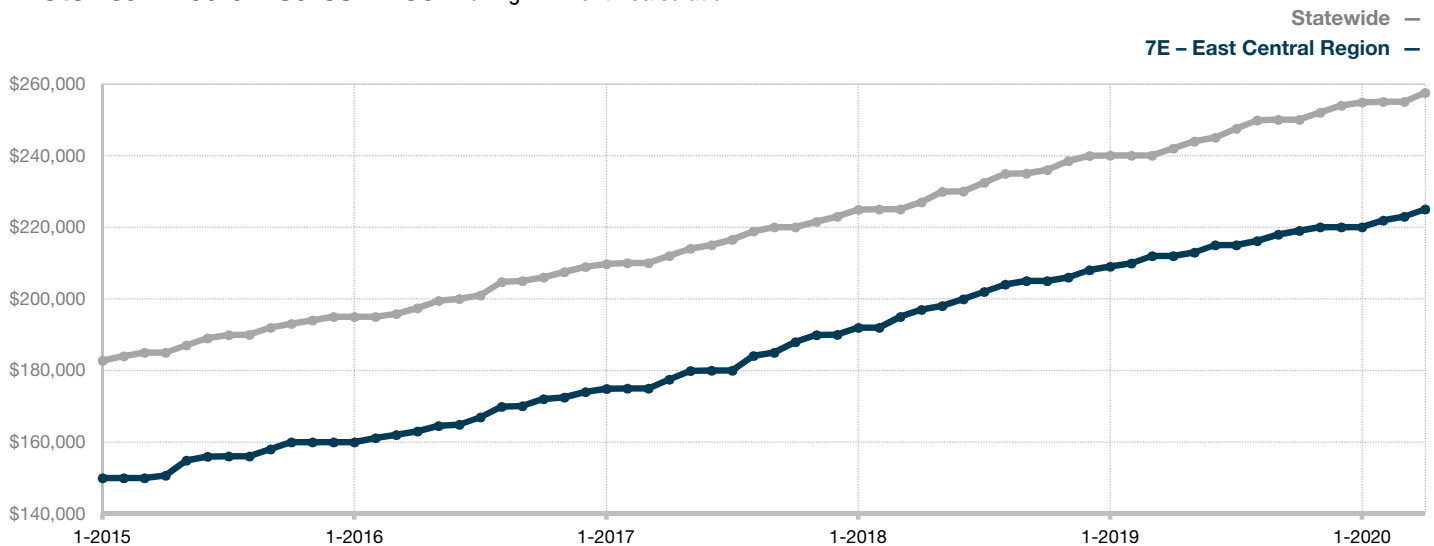
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	407	287	- 29.5%	1,029	1,071	+ 4.1%
Closed Sales	187	210	+ 12.3%	651	658	+ 1.1%
Median Sales Price*	\$219,950	\$247,350	+ 12.5%	\$215,000	\$230,000	+ 7.0%
Percent of Original List Price Received*	98.7%	97.7%	- 1.0%	97.1%	96.7%	- 0.4%
Days on Market Until Sale	55	57	+ 3.6%	66	62	- 6.1%
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

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### April



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# Local Market Update for April 2020

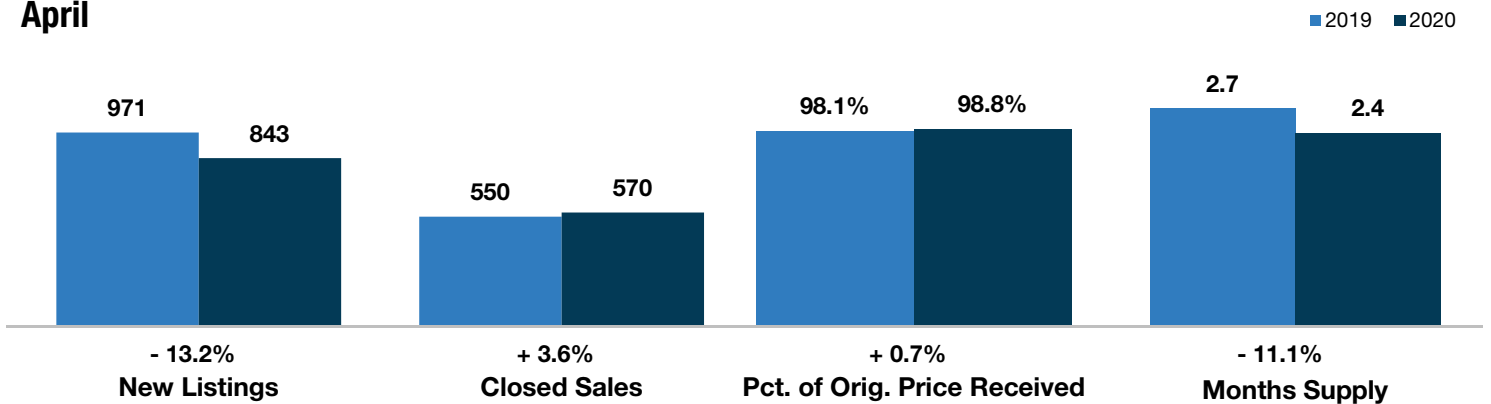
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## 7W – Central Region

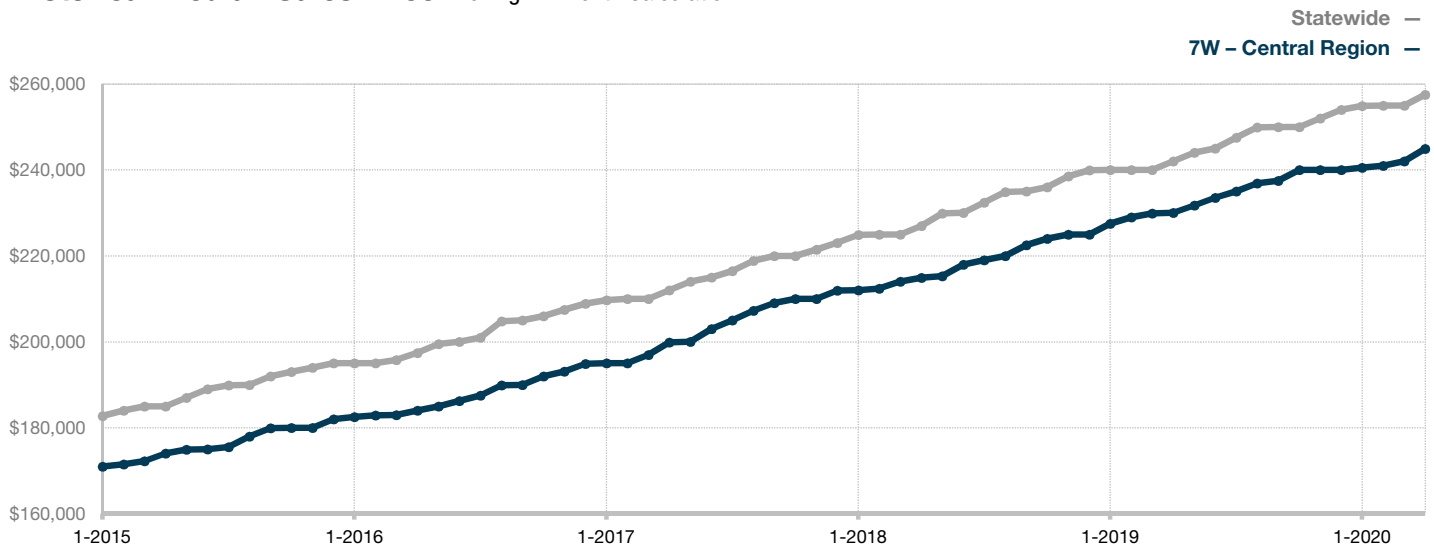
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	971	<b>843</b>	- 13.2%	2,826	<b>3,079</b>	+ 9.0%
Closed Sales	550	<b>570</b>	+ 3.6%	1,604	<b>1,700</b>	+ 6.0%
Median Sales Price*	\$234,500	<b>\$260,000</b>	+ 10.9%	\$232,900	<b>\$246,000</b>	+ 5.6%
Percent of Original List Price Received*	98.1%	<b>98.8%</b>	+ 0.7%	97.4%	<b>97.8%</b>	+ 0.4%
Days on Market Until Sale	56	<b>47</b>	- 16.1%	60	<b>58</b>	- 3.3%
Months Supply of Inventory	2.7	<b>2.4</b>	- 11.1%	--	--	--

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### April



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# Local Market Update for April 2020

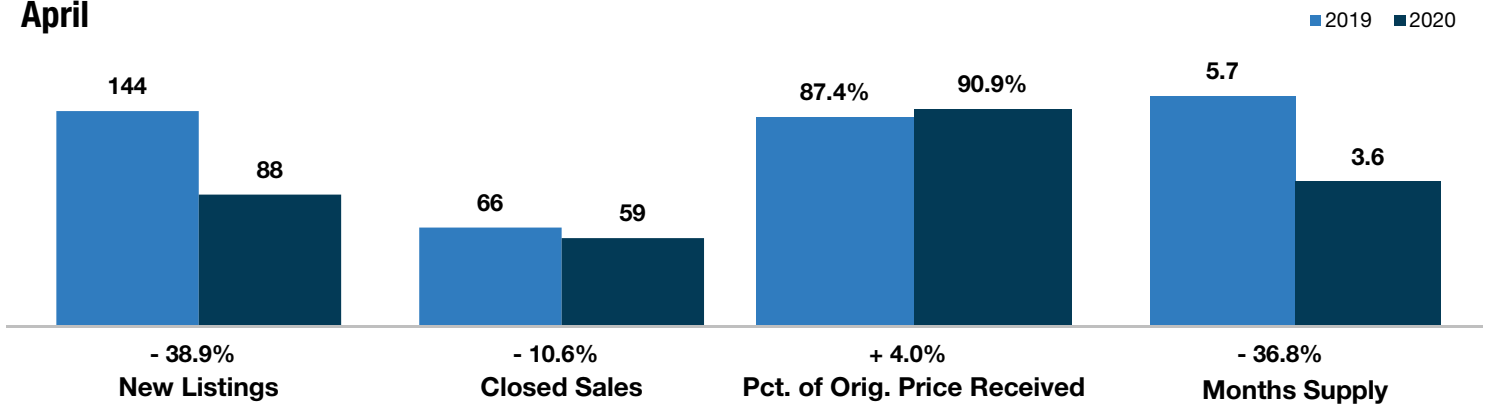
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## 8 – Southwest Region

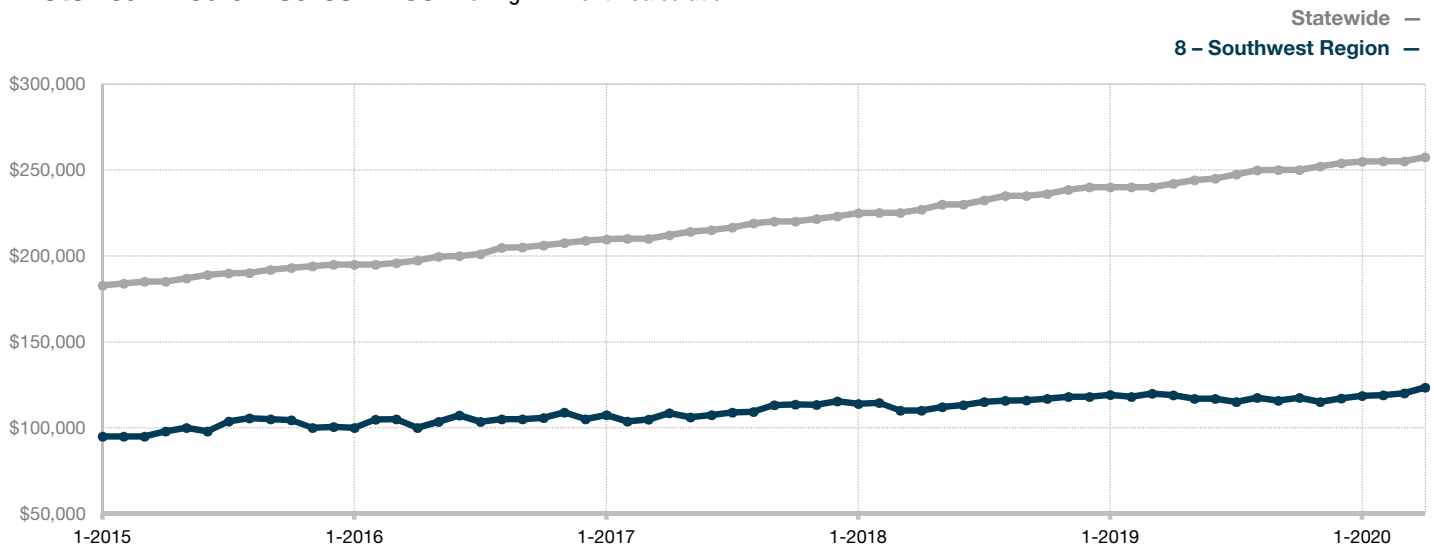
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	144	88	- 38.9%	345	337	- 2.3%
Closed Sales	66	59	- 10.6%	188	228	+ 21.3%
Median Sales Price*	\$84,900	\$127,500	+ 50.2%	\$95,500	\$120,000	+ 25.7%
Percent of Original List Price Received*	87.4%	90.9%	+ 4.0%	89.3%	89.9%	+ 0.7%
Days on Market Until Sale	136	114	- 16.2%	123	102	- 17.1%
Months Supply of Inventory	5.7	3.6	- 36.8%	--	--	--

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### April



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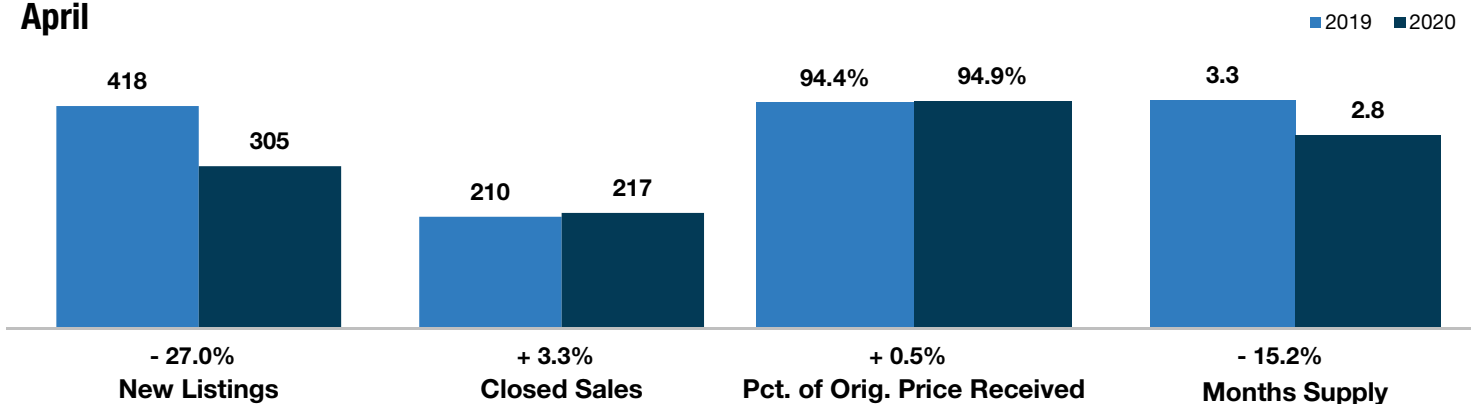
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## 9 – South Central Region

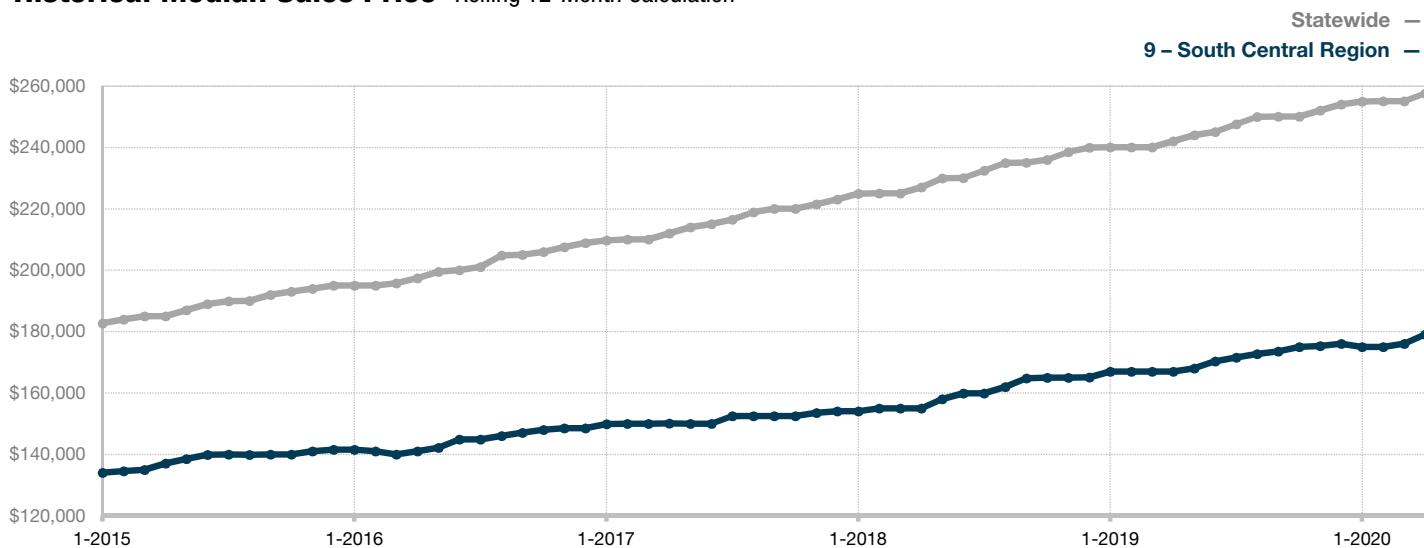
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	418	305	- 27.0%	1,043	1,073	+ 2.9%
Closed Sales	210	217	+ 3.3%	610	702	+ 15.1%
Median Sales Price*	\$164,700	\$191,500	+ 16.3%	\$164,700	\$173,000	+ 5.0%
Percent of Original List Price Received*	94.4%	94.9%	+ 0.5%	93.5%	94.4%	+ 1.0%
Days on Market Until Sale	108	113	+ 4.6%	110	106	- 3.6%
Months Supply of Inventory	3.3	2.8	- 15.2%	--	--	--

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### April



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# Local Market Update for April 2020

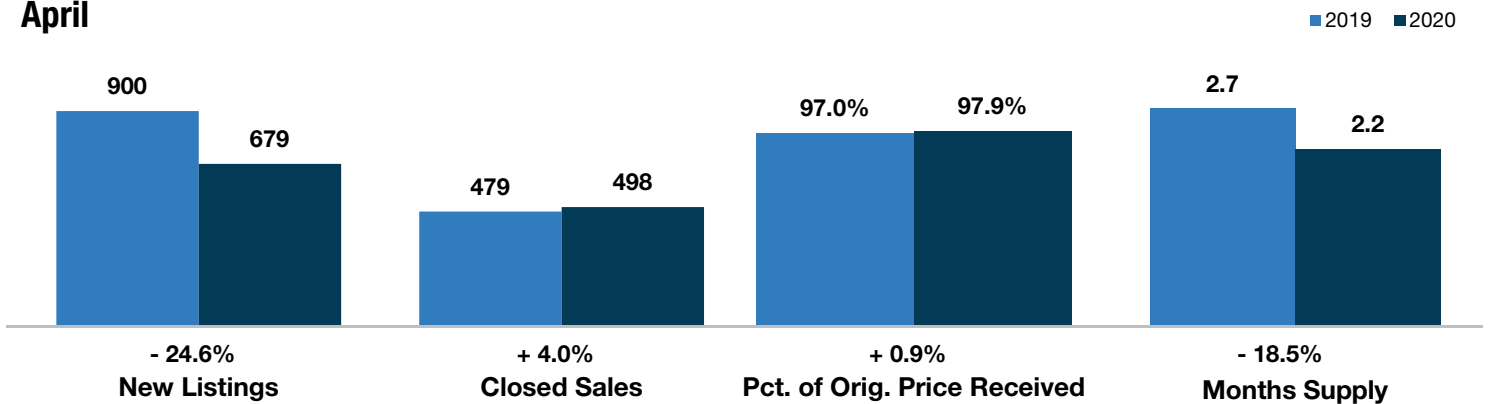
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## 10 – Southeast Region

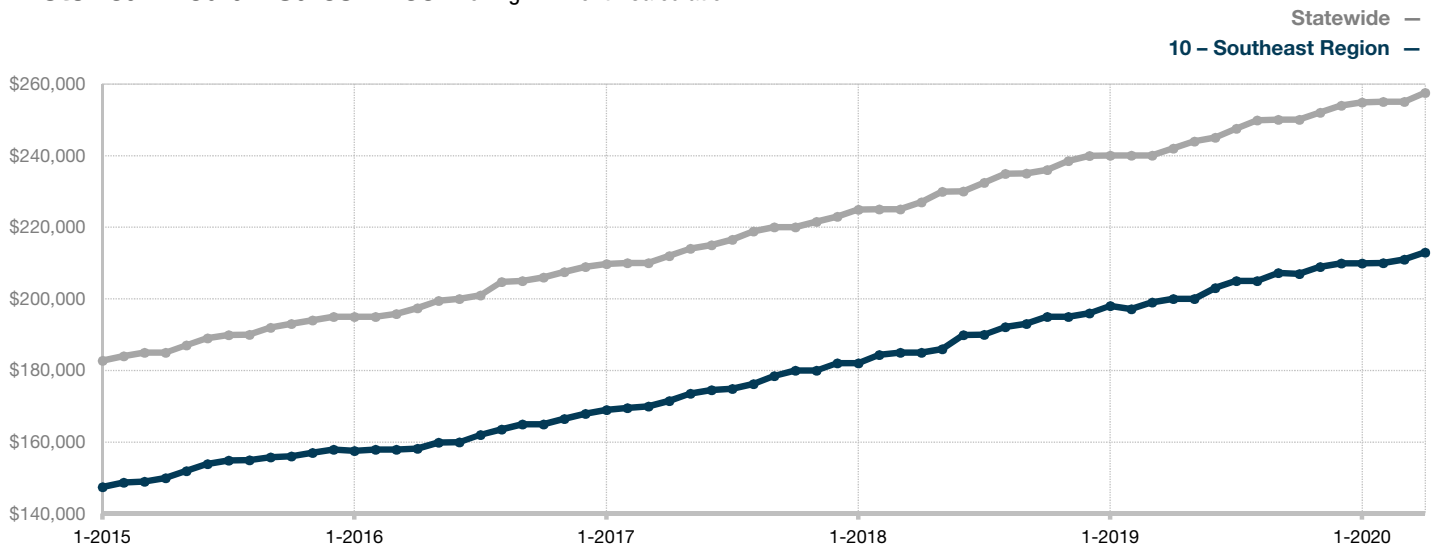
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	900	<b>679</b>	- 24.6%	2,473	<b>2,458</b>	- 0.6%
Closed Sales	479	<b>498</b>	+ 4.0%	1,525	<b>1,695</b>	+ 11.1%
Median Sales Price*	\$205,113	<b>\$220,000</b>	+ 7.3%	\$199,950	<b>\$215,000</b>	+ 7.5%
Percent of Original List Price Received*	97.0%	<b>97.9%</b>	+ 0.9%	96.3%	<b>96.4%</b>	+ 0.1%
Days on Market Until Sale	67	<b>63</b>	- 6.0%	68	<b>67</b>	- 1.5%
Months Supply of Inventory	2.7	<b>2.2</b>	- 18.5%	--	--	--

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### April



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# Local Market Update for April 2020

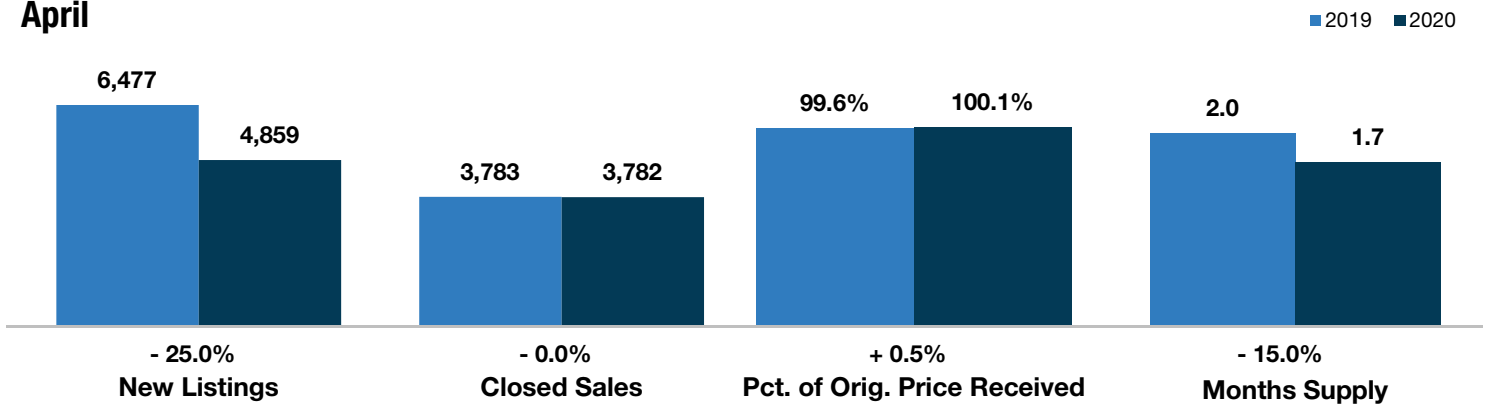
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## 11 – 7-County Twin Cities Region

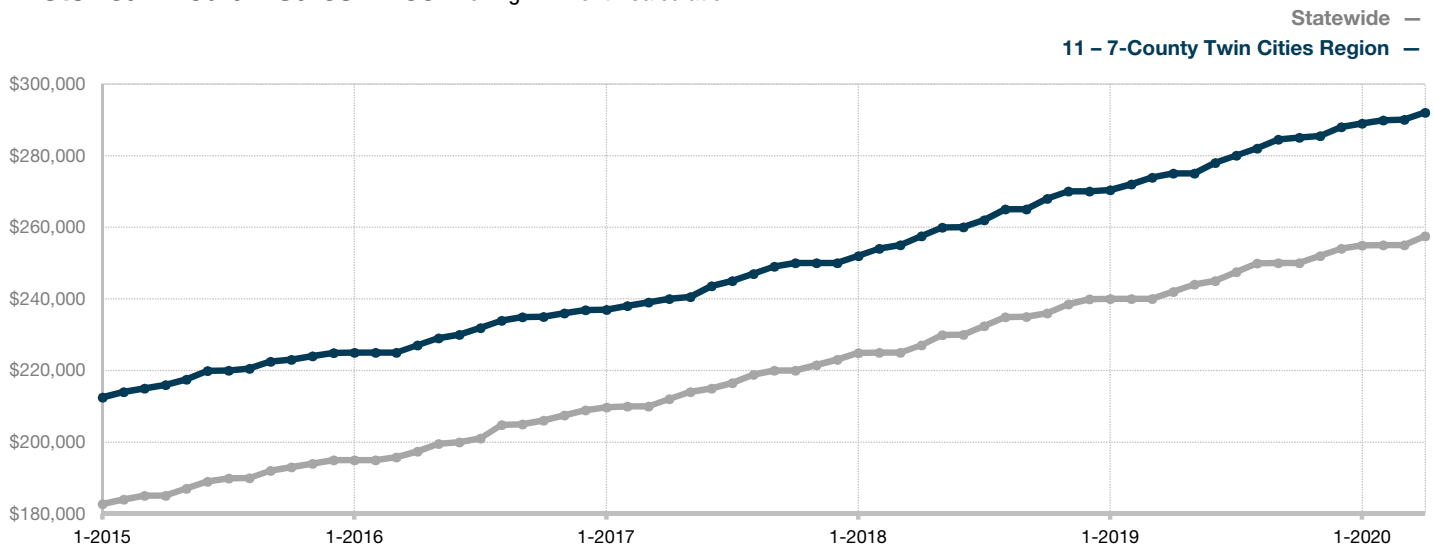
Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	6,477	<b>4,859</b>	- 25.0%	19,223	<b>19,118</b>	- 0.5%
Closed Sales	3,783	<b>3,782</b>	- 0.0%	11,661	<b>12,477</b>	+ 7.0%
Median Sales Price*	\$286,000	<b>\$315,000</b>	+ 10.1%	\$279,125	<b>\$299,000</b>	+ 7.1%
Percent of Original List Price Received*	99.6%	<b>100.1%</b>	+ 0.5%	98.5%	<b>98.8%</b>	+ 0.3%
Days on Market Until Sale	39	<b>33</b>	- 15.4%	46	<b>44</b>	- 4.3%
Months Supply of Inventory	2.0	<b>1.7</b>	- 15.0%	--	--	--

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### April



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