


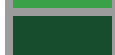











# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region               |  | 7E - East Central Region         |
|  | 2 - Headwaters Region              |  | 7W - Central Region              |
|  | 3 - Arrowhead Region               |  | 8 - Southwest Region             |
|  | 4 - West Central Region            |  | 9 - South Central Region         |
|  | 5 - North Central Region           |  | 10 - Southeast Region            |
|  | 6E - Southwest Central Region      |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region |   |                                  |

# Local Market Update for June 2020

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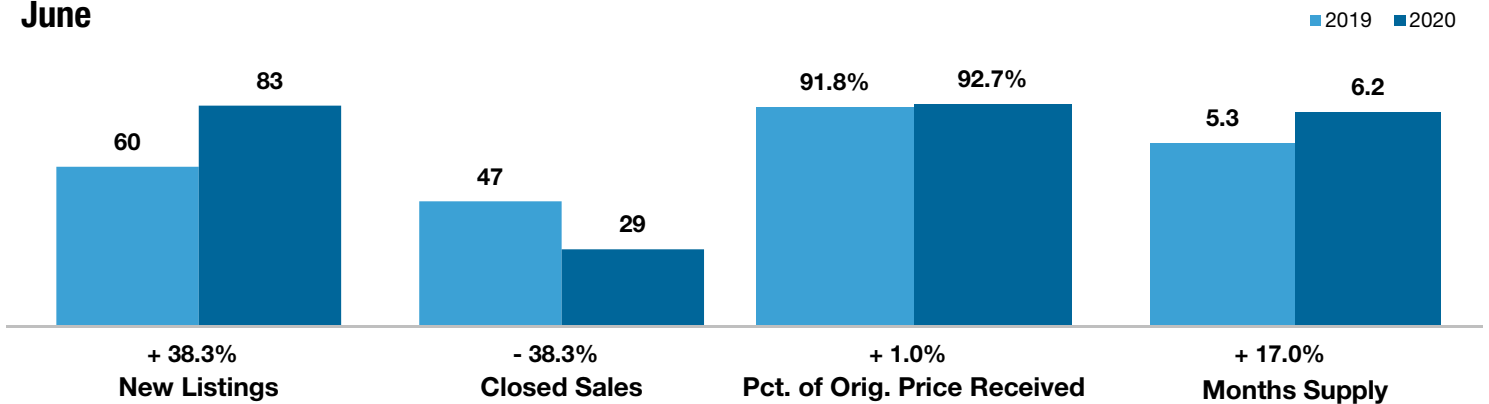


## 1 – Northwest Region

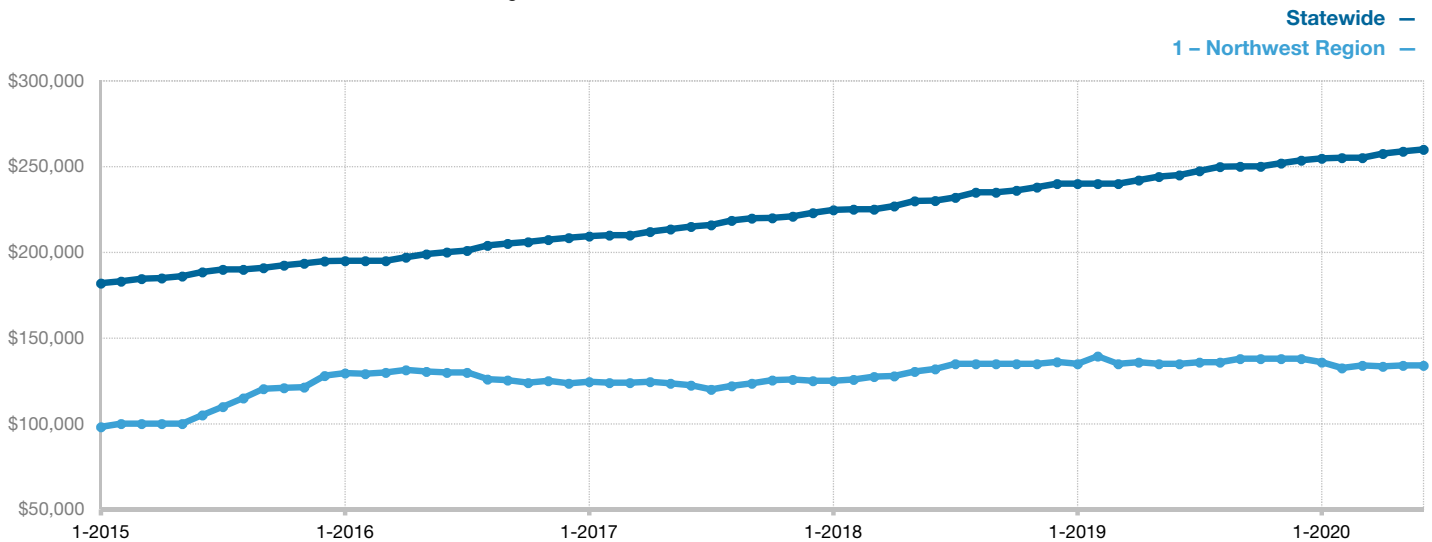
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	60	83	+ 38.3%	347	318	- 8.4%
Closed Sales	47	29	- 38.3%	185	179	- 3.2%
Median Sales Price*	\$139,900	\$159,000	+ 13.7%	\$137,450	\$128,875	- 6.2%
Percent of Original List Price Received*	91.8%	92.7%	+ 1.0%	92.0%	90.6%	- 1.5%
Days on Market Until Sale	153	194	+ 26.8%	159	159	0.0%
Months Supply of Inventory	5.3	6.2	+ 17.0%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2020

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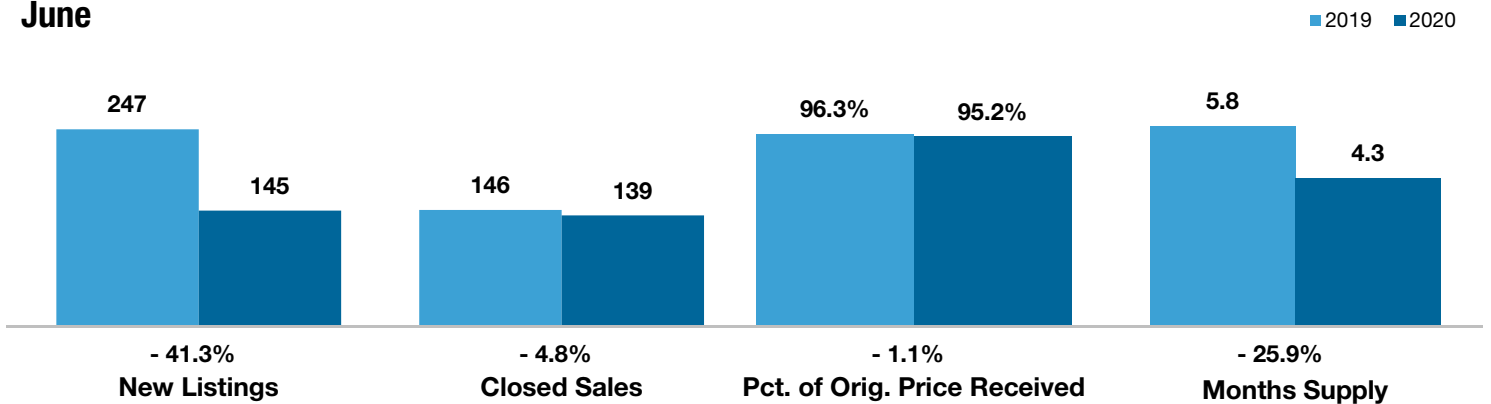


## 2 – Headwaters Region

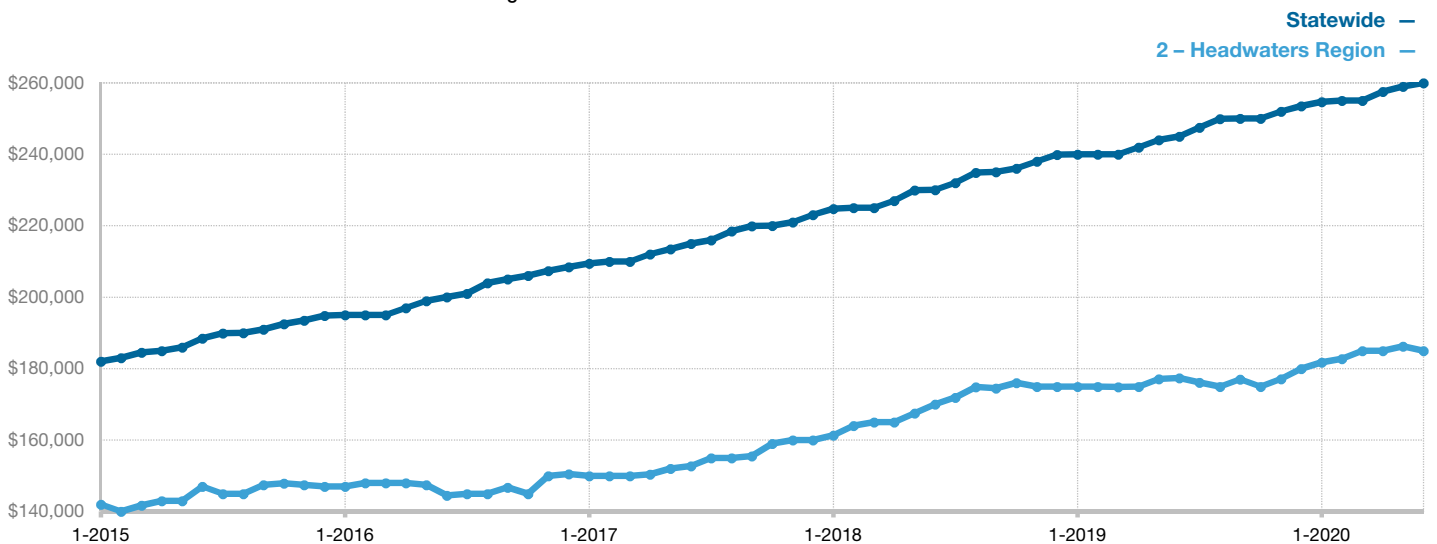
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	247	145	- 41.3%	1,051	806	- 23.3%
Closed Sales	146	139	- 4.8%	492	448	- 8.9%
Median Sales Price*	\$191,500	\$183,700	- 4.1%	\$180,000	\$190,000	+ 5.6%
Percent of Original List Price Received*	96.3%	95.2%	- 1.1%	95.0%	94.9%	- 0.1%
Days on Market Until Sale	71	99	+ 39.4%	104	103	- 1.0%
Months Supply of Inventory	5.8	4.3	- 25.9%	--	--	--

\* 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.

### June



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



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# Local Market Update for June 2020

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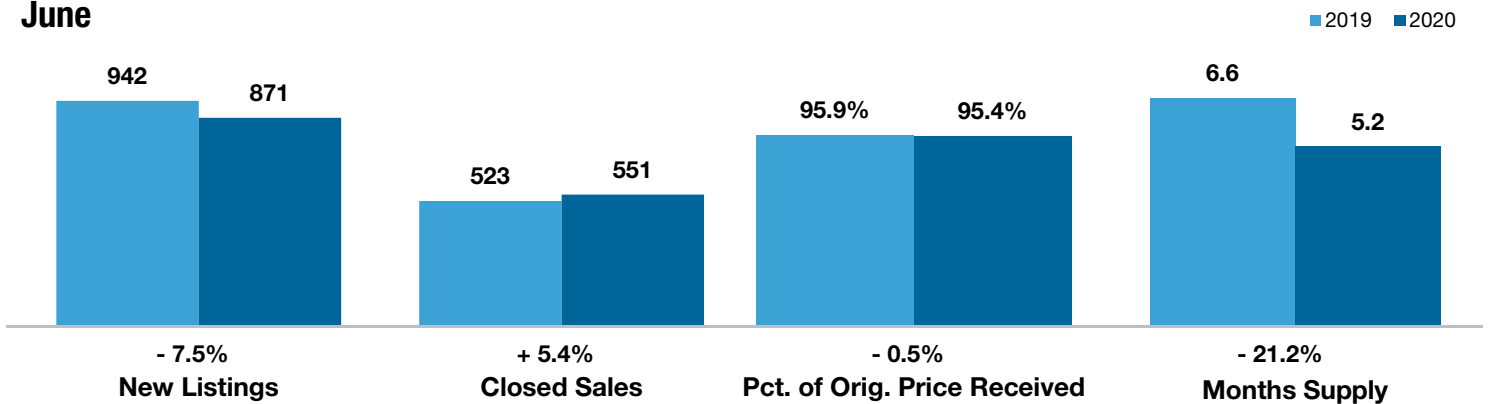


## 3 – Arrowhead Region

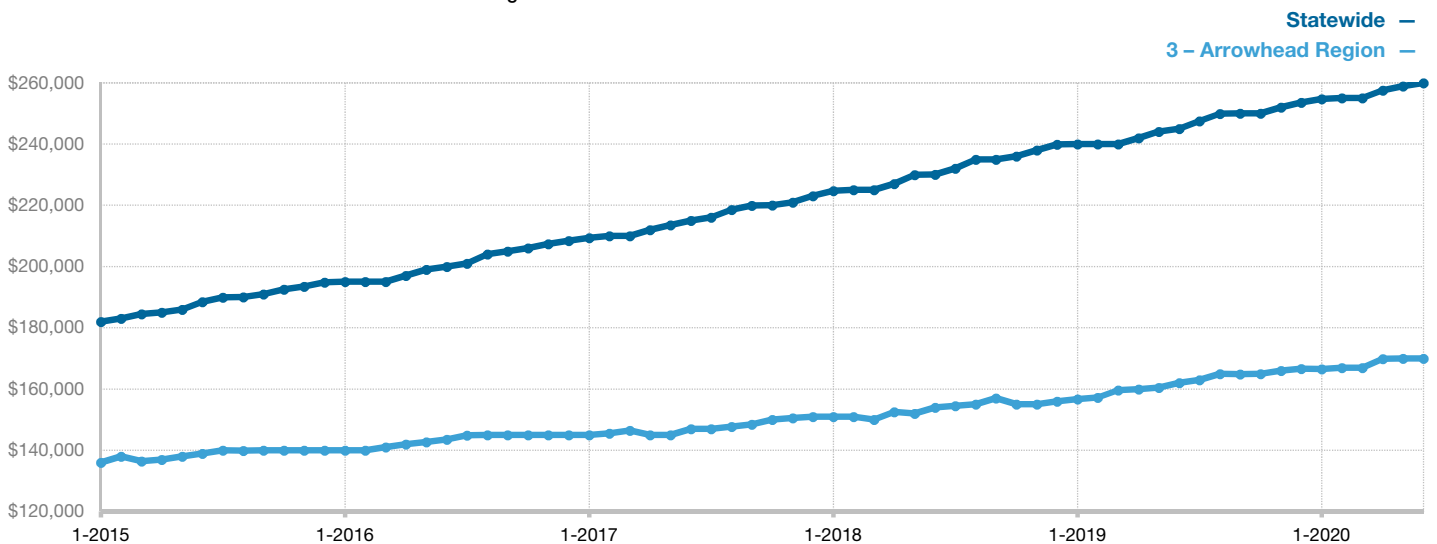
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	942	871	- 7.5%	3,931	3,264	- 17.0%
Closed Sales	523	551	+ 5.4%	2,050	1,895	- 7.6%
Median Sales Price*	\$180,000	\$182,000	+ 1.1%	\$165,000	\$172,500	+ 4.5%
Percent of Original List Price Received*	95.9%	95.4%	- 0.5%	94.1%	94.3%	+ 0.2%
Days on Market Until Sale	84	77	- 8.3%	90	85	- 5.6%
Months Supply of Inventory	6.6	5.2	- 21.2%	--	--	--

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### June



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



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# Local Market Update for June 2020

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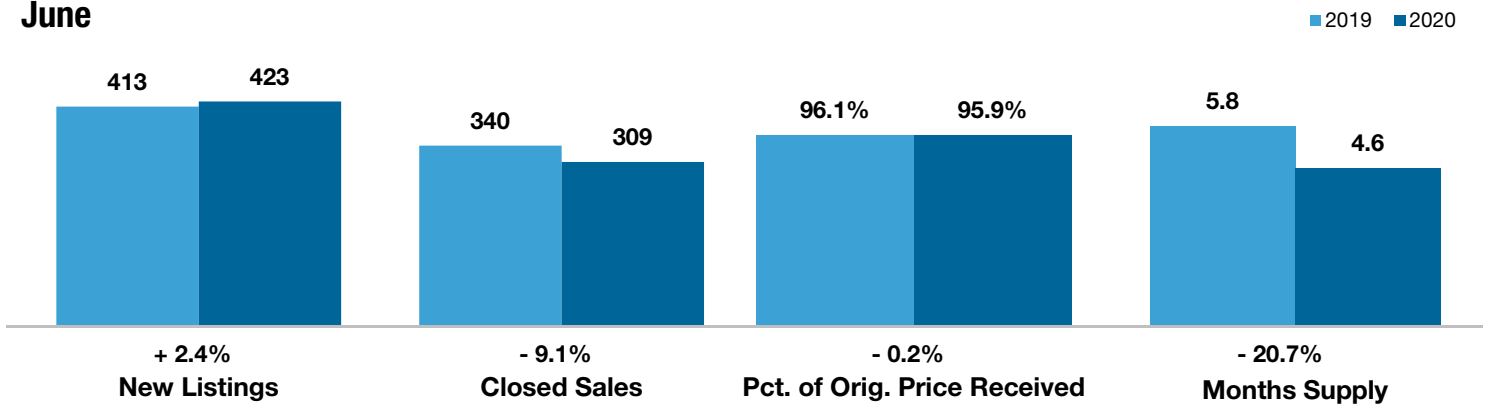


## 4 – West Central Region

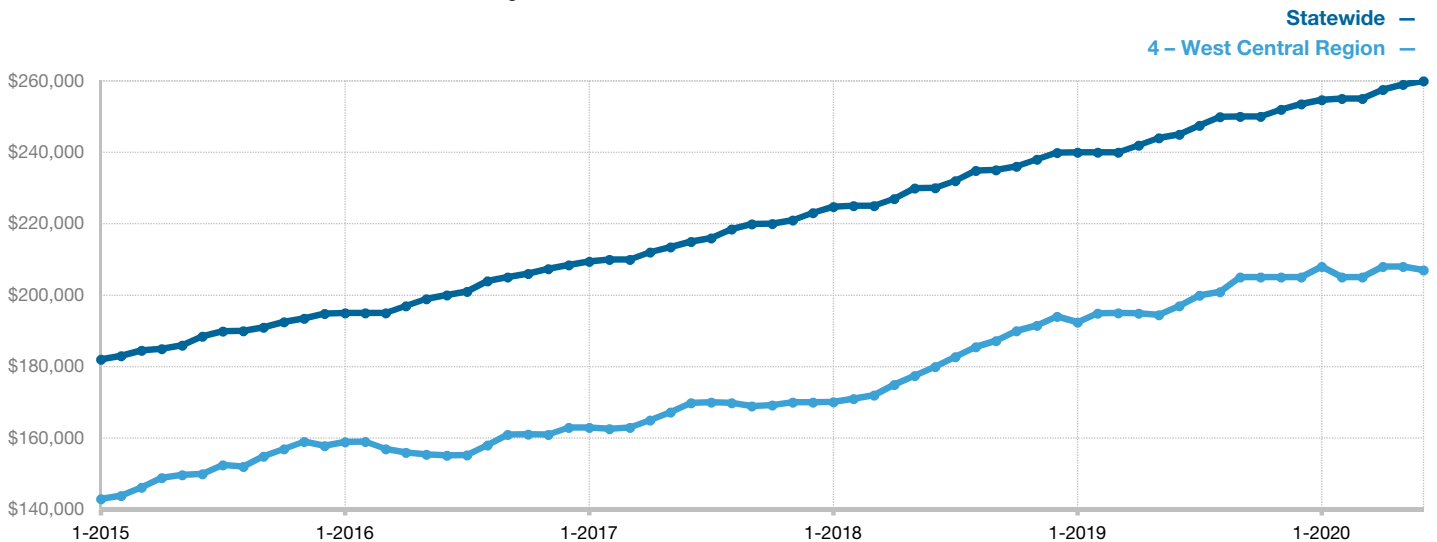
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	413	<b>423</b>	+ 2.4%	1,968	<b>1,812</b>	- 7.9%
Closed Sales	340	<b>309</b>	- 9.1%	997	<b>992</b>	- 0.5%
Median Sales Price*	\$220,000	<b>\$214,100</b>	- 2.7%	\$199,950	<b>\$202,500</b>	+ 1.3%
Percent of Original List Price Received*	96.1%	<b>95.9%</b>	- 0.2%	94.7%	<b>95.1%</b>	+ 0.4%
Days on Market Until Sale	62	<b>57</b>	- 8.1%	81	<b>73</b>	- 9.9%
Months Supply of Inventory	5.8	<b>4.6</b>	- 20.7%	--	--	--

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### June



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



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# Local Market Update for June 2020

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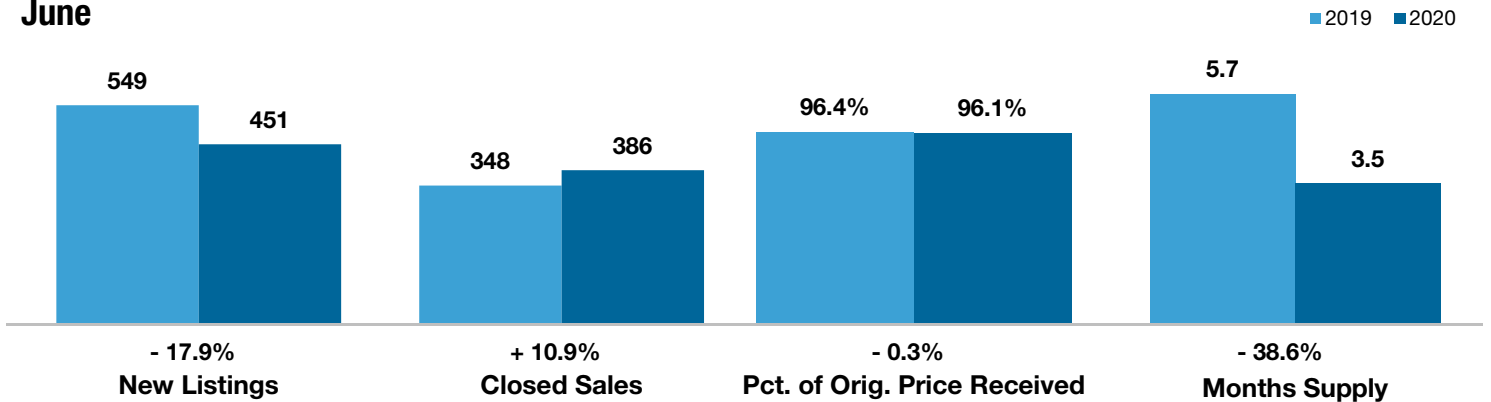


## 5 – North Central Region

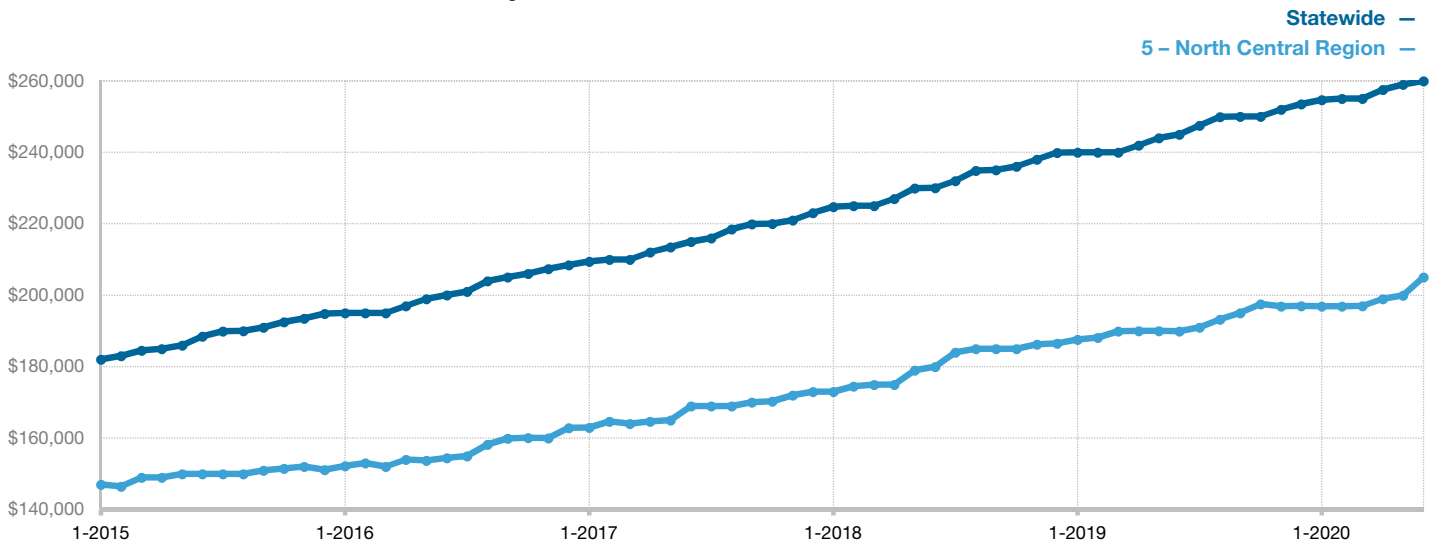
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	549	451	- 17.9%	2,323	2,011	- 13.4%
Closed Sales	348	386	+ 10.9%	1,265	1,243	- 1.7%
Median Sales Price*	\$195,000	\$225,000	+ 15.4%	\$190,000	\$206,000	+ 8.4%
Percent of Original List Price Received*	96.4%	96.1%	- 0.3%	95.1%	95.1%	0.0%
Days on Market Until Sale	61	72	+ 18.0%	78	80	+ 2.6%
Months Supply of Inventory	5.7	3.5	- 38.6%	--	--	--

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### June



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



# Local Market Update for June 2020

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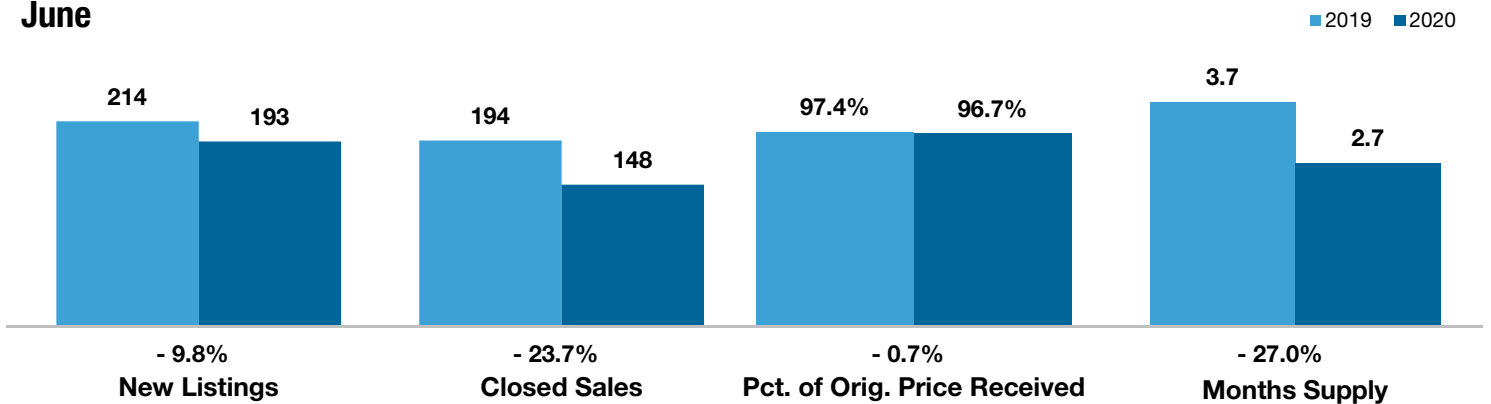


## 6E – Southwest Central Region

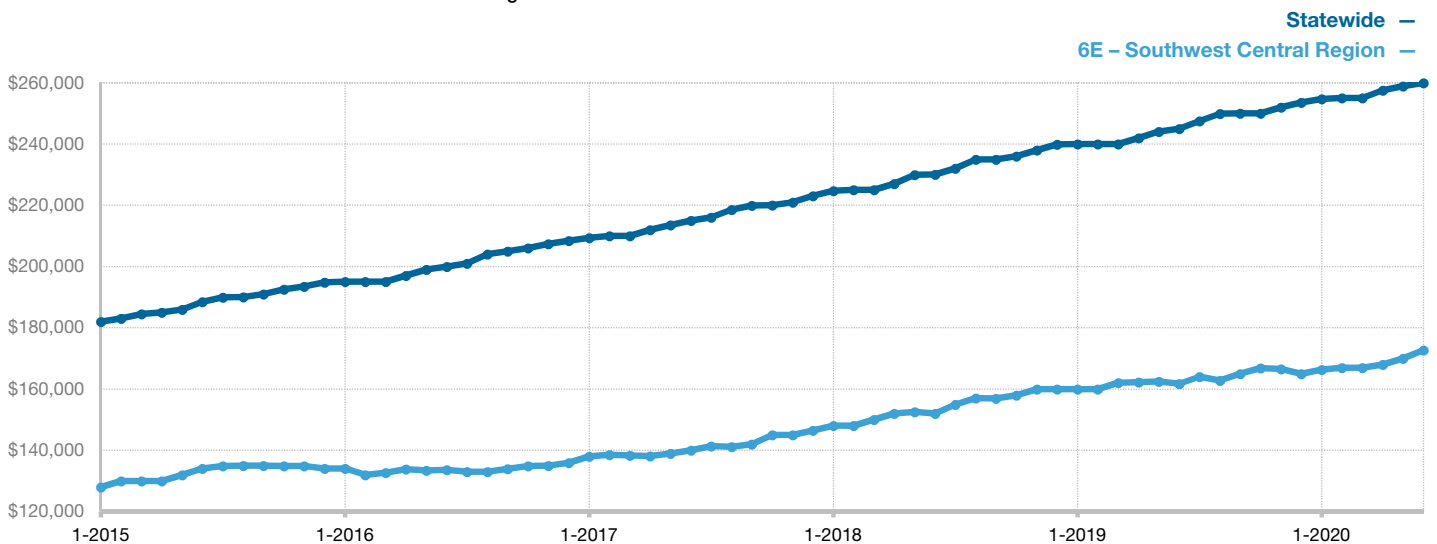
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	214	193	- 9.8%	1,020	874	- 14.3%
Closed Sales	194	148	- 23.7%	694	643	- 7.3%
Median Sales Price*	\$159,500	\$184,900	+ 15.9%	\$159,250	\$177,625	+ 11.5%
Percent of Original List Price Received*	97.4%	96.7%	- 0.7%	95.2%	95.9%	+ 0.7%
Days on Market Until Sale	55	67	+ 21.8%	78	68	- 12.8%
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--

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### June



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



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# Local Market Update for June 2020

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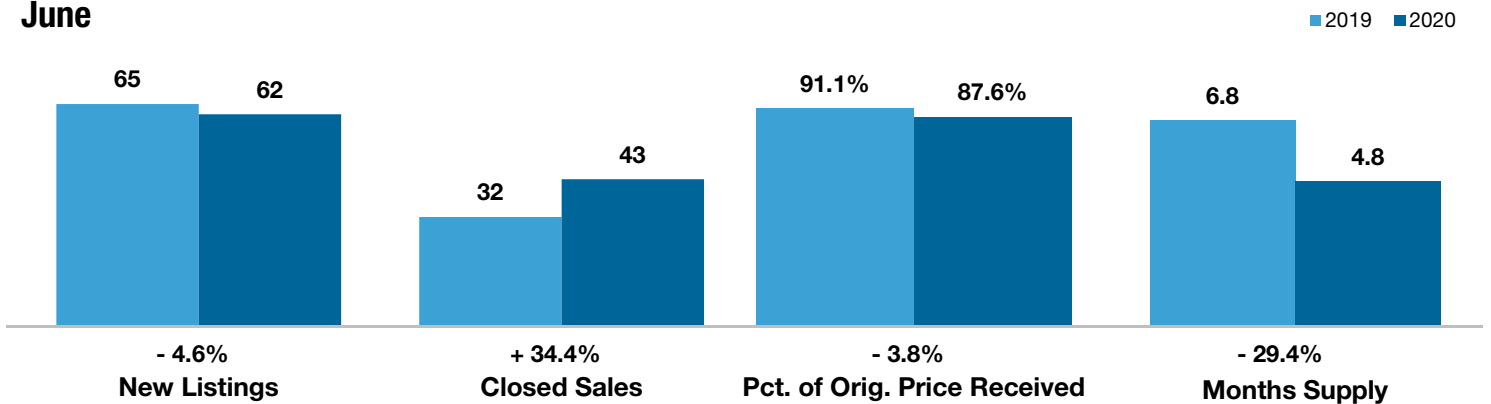


## 6W – Upper Minnesota Valley Region

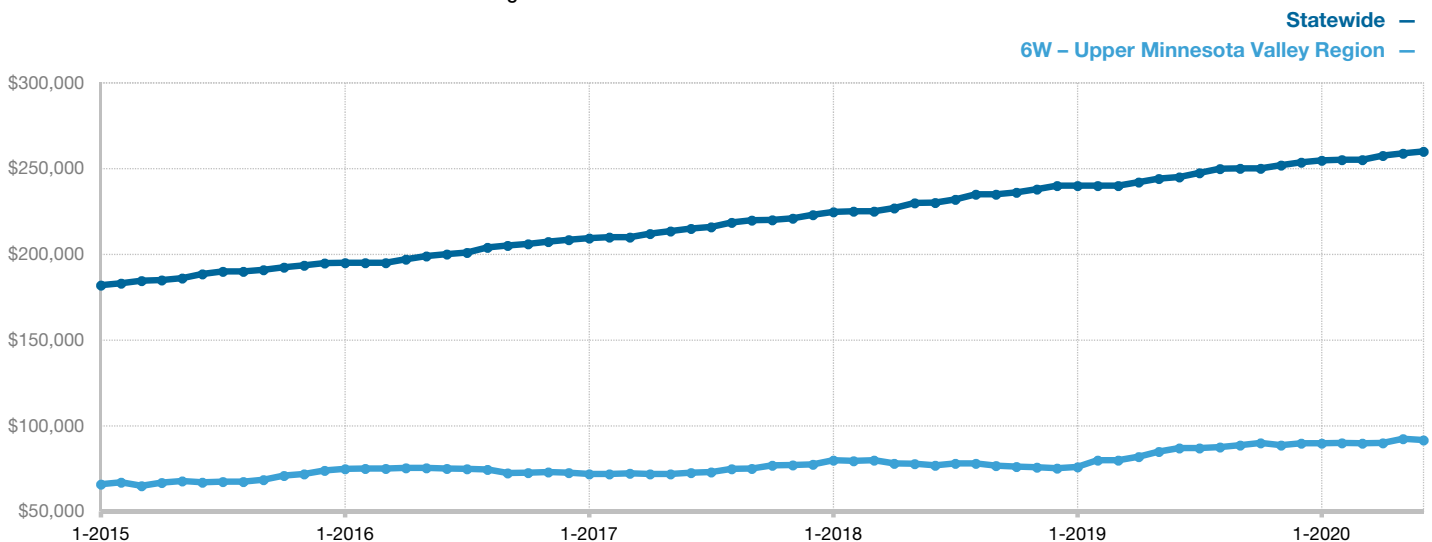
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	65	62	- 4.6%	272	224	- 17.6%
Closed Sales	32	43	+ 34.4%	161	158	- 1.9%
Median Sales Price*	\$104,200	\$99,000	- 5.0%	\$87,500	\$93,450	+ 6.8%
Percent of Original List Price Received*	91.1%	87.6%	- 3.8%	90.0%	88.9%	- 1.2%
Days on Market Until Sale	124	126	+ 1.6%	132	116	- 12.1%
Months Supply of Inventory	6.8	4.8	- 29.4%	--	--	--

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### June



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





# Local Market Update for June 2020

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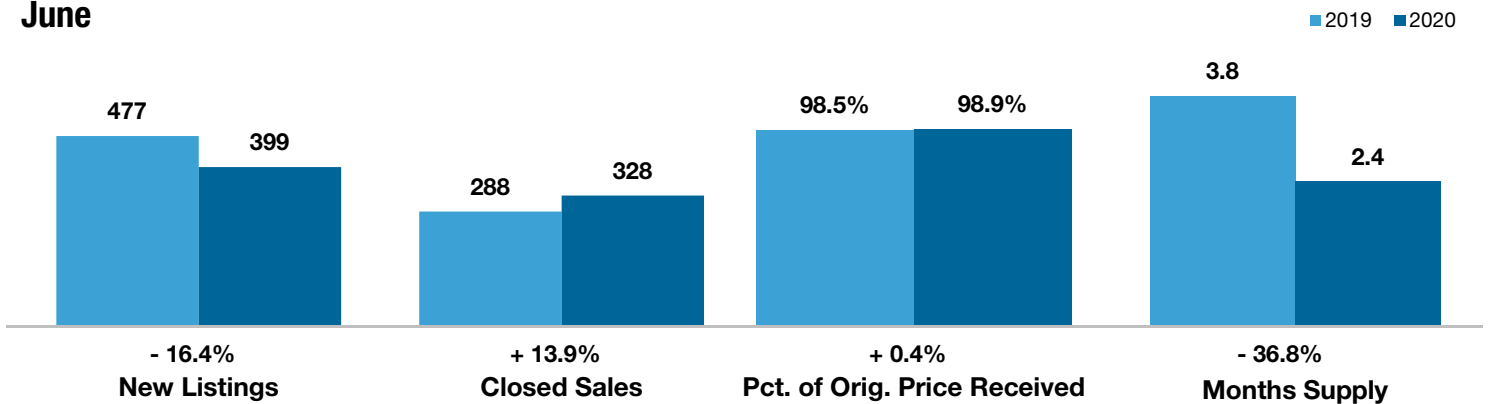


## 7E – East Central Region

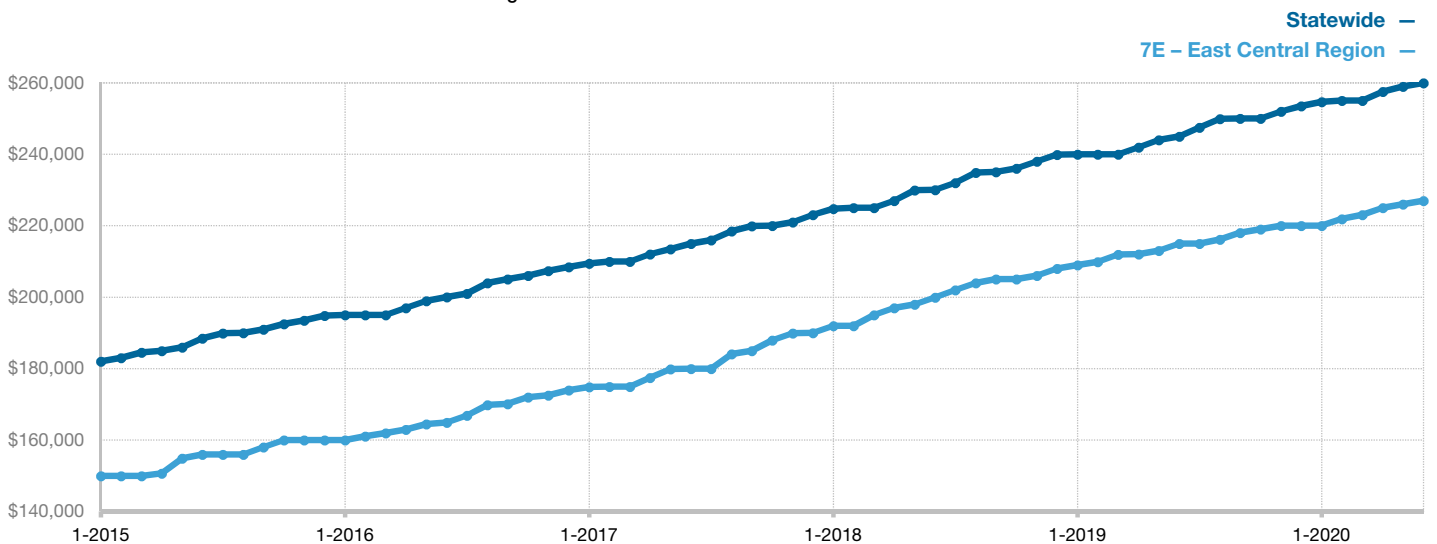
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	477	399	- 16.4%	2,001	1,882	- 5.9%
Closed Sales	288	328	+ 13.9%	1,204	1,244	+ 3.3%
Median Sales Price*	\$230,000	\$239,950	+ 4.3%	\$220,000	\$234,612	+ 6.6%
Percent of Original List Price Received*	98.5%	98.9%	+ 0.4%	97.7%	97.7%	0.0%
Days on Market Until Sale	46	48	+ 4.3%	59	55	- 6.8%
Months Supply of Inventory	3.8	2.4	- 36.8%	--	--	--

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### June



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



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# Local Market Update for June 2020

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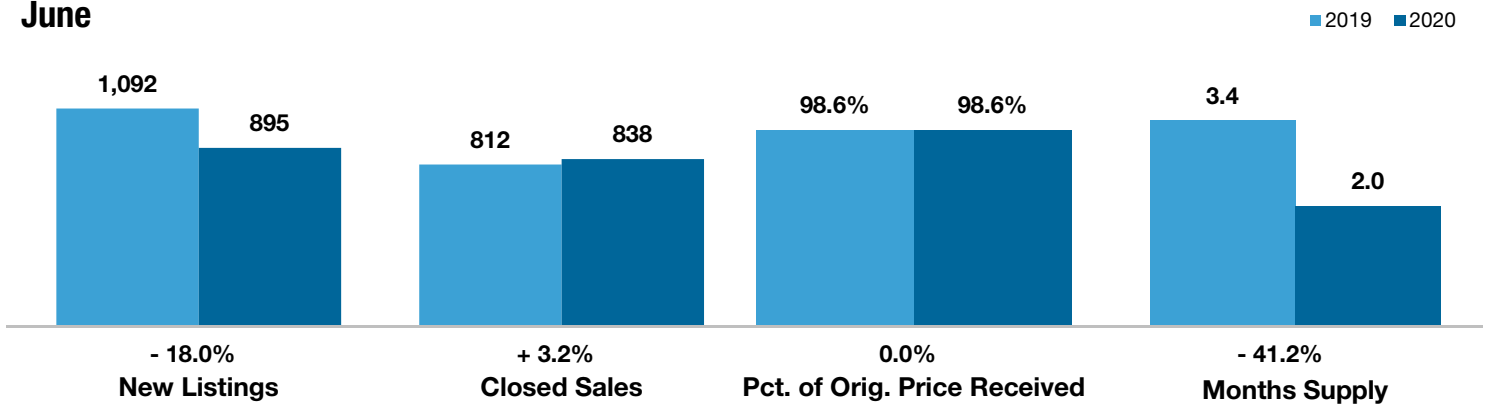


## 7W – Central Region

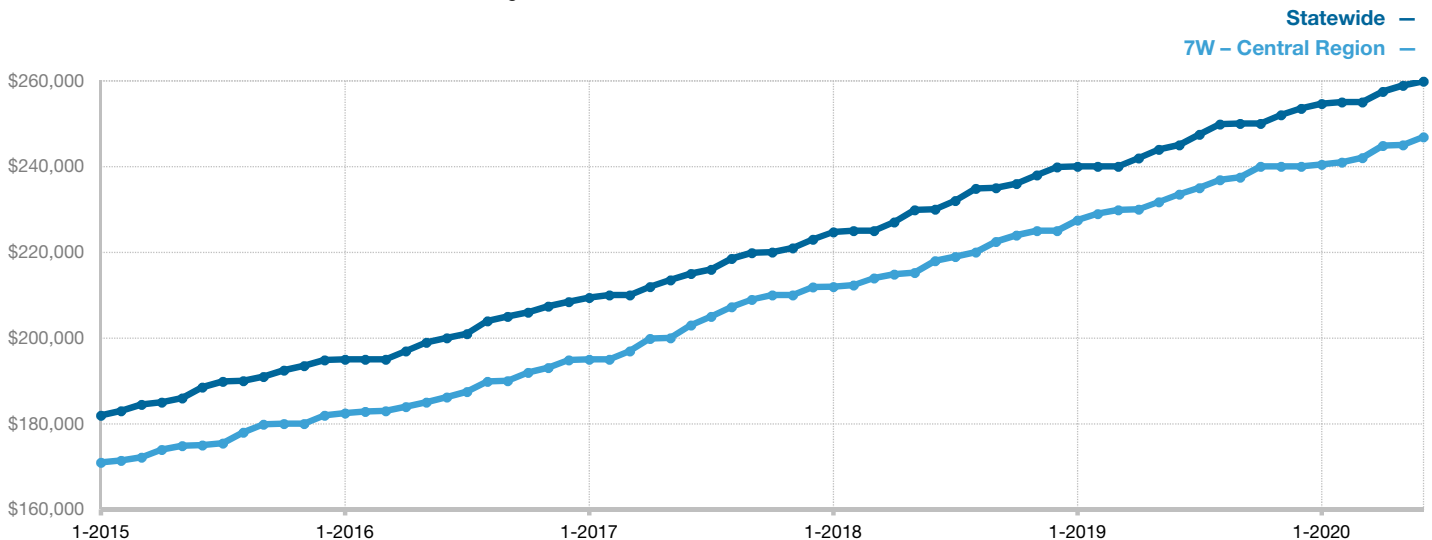
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	1,092	895	- 18.0%	5,151	5,028	- 2.4%
Closed Sales	812	838	+ 3.2%	3,173	3,232	+ 1.9%
Median Sales Price*	\$244,900	\$260,000	+ 6.2%	\$239,000	\$250,000	+ 4.6%
Percent of Original List Price Received*	98.6%	98.6%	0.0%	98.0%	98.2%	+ 0.2%
Days on Market Until Sale	40	43	+ 7.5%	52	50	- 3.8%
Months Supply of Inventory	3.4	2.0	- 41.2%	--	--	--

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### June



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



# Local Market Update for June 2020

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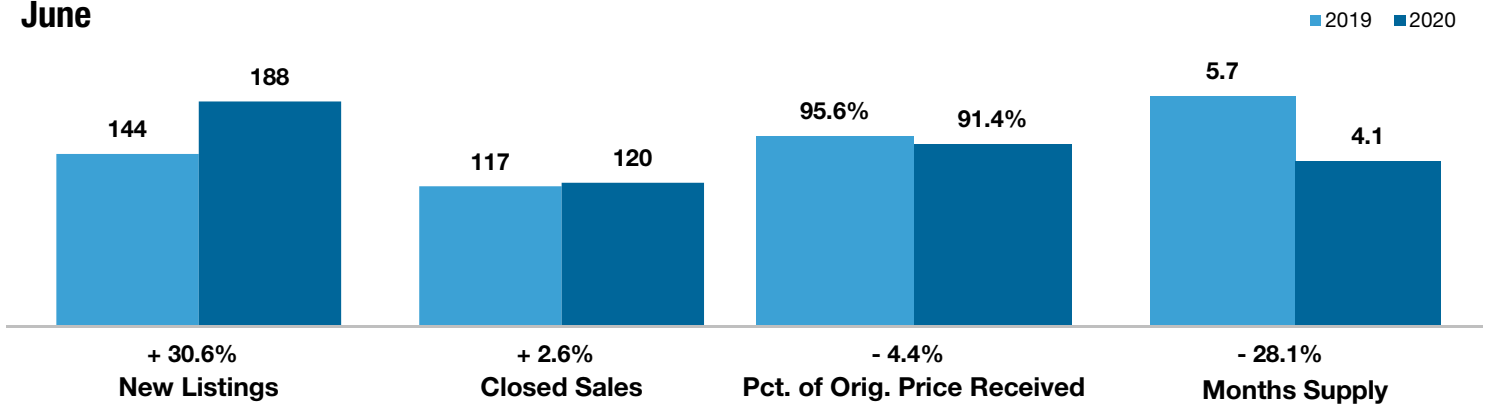


## 8 – Southwest Region

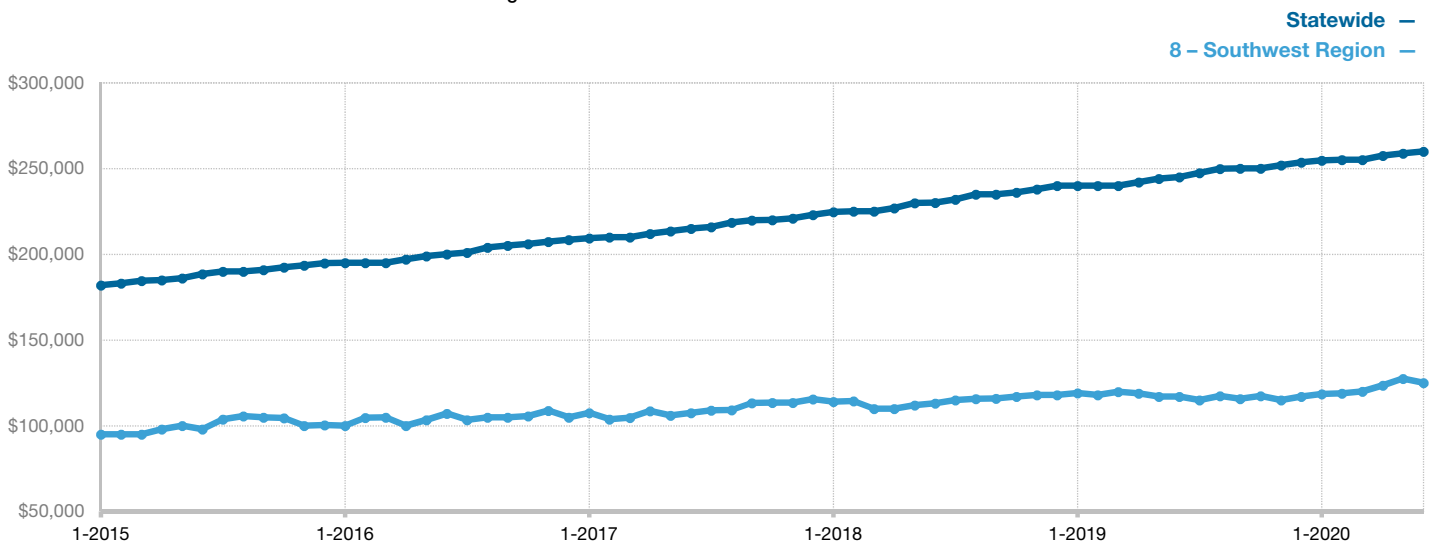
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	144	<b>188</b>	+ 30.6%	643	<b>680</b>	+ 5.8%
Closed Sales	117	<b>120</b>	+ 2.6%	386	<b>439</b>	+ 13.7%
Median Sales Price*	\$142,950	<b>\$115,500</b>	- 19.2%	\$110,000	<b>\$125,000</b>	+ 13.6%
Percent of Original List Price Received*	95.6%	<b>91.4%</b>	- 4.4%	92.0%	<b>90.9%</b>	- 1.2%
Days on Market Until Sale	85	<b>91</b>	+ 7.1%	104	<b>98</b>	- 5.8%
Months Supply of Inventory	5.7	<b>4.1</b>	- 28.1%	--	--	--

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### June



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



# Local Market Update for June 2020

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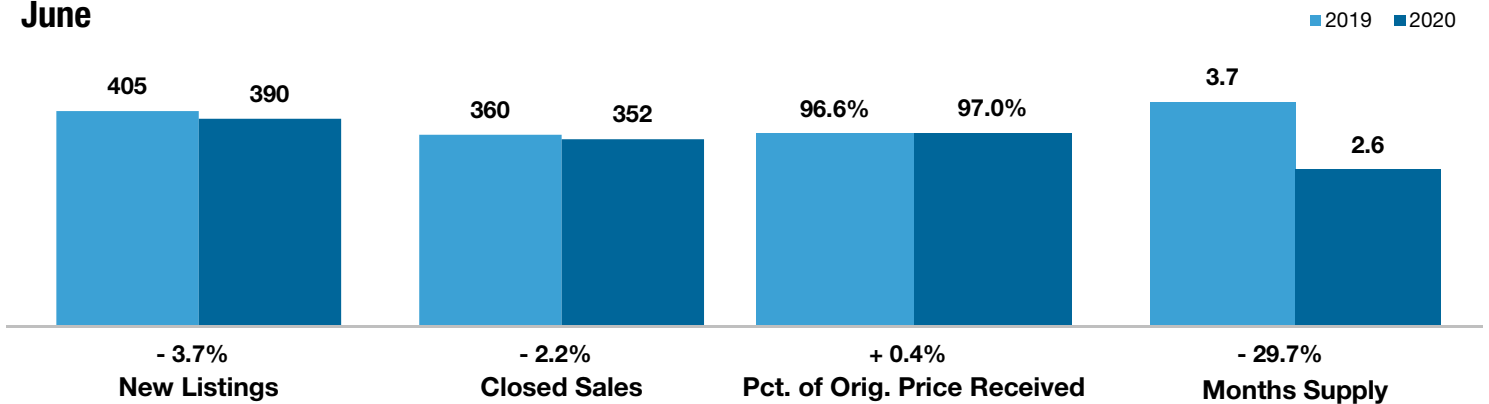


## 9 – South Central Region

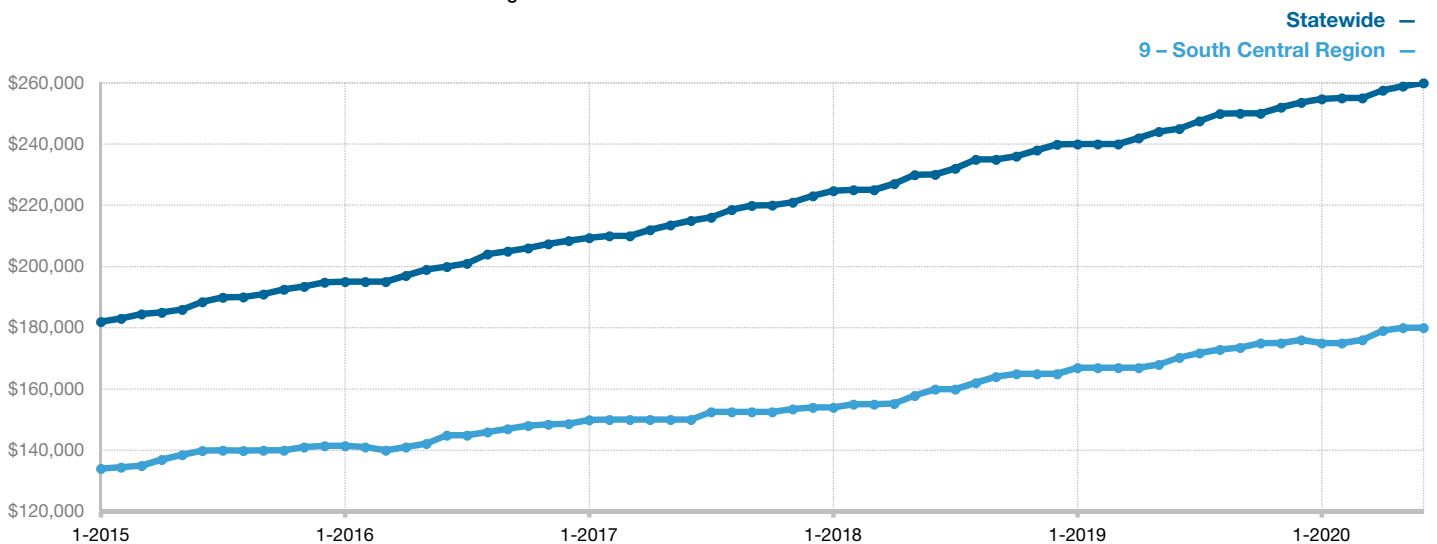
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	405	<b>390</b>	- 3.7%	1,935	<b>1,832</b>	- 5.3%
Closed Sales	360	<b>352</b>	- 2.2%	1,262	<b>1,365</b>	+ 8.2%
Median Sales Price*	\$189,200	<b>\$186,500</b>	- 1.4%	\$175,000	<b>\$182,600</b>	+ 4.3%
Percent of Original List Price Received*	96.6%	<b>97.0%</b>	+ 0.4%	94.8%	<b>95.5%</b>	+ 0.7%
Days on Market Until Sale	94	<b>93</b>	- 1.1%	104	<b>100</b>	- 3.8%
Months Supply of Inventory	3.7	<b>2.6</b>	- 29.7%	--	--	--

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### June



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



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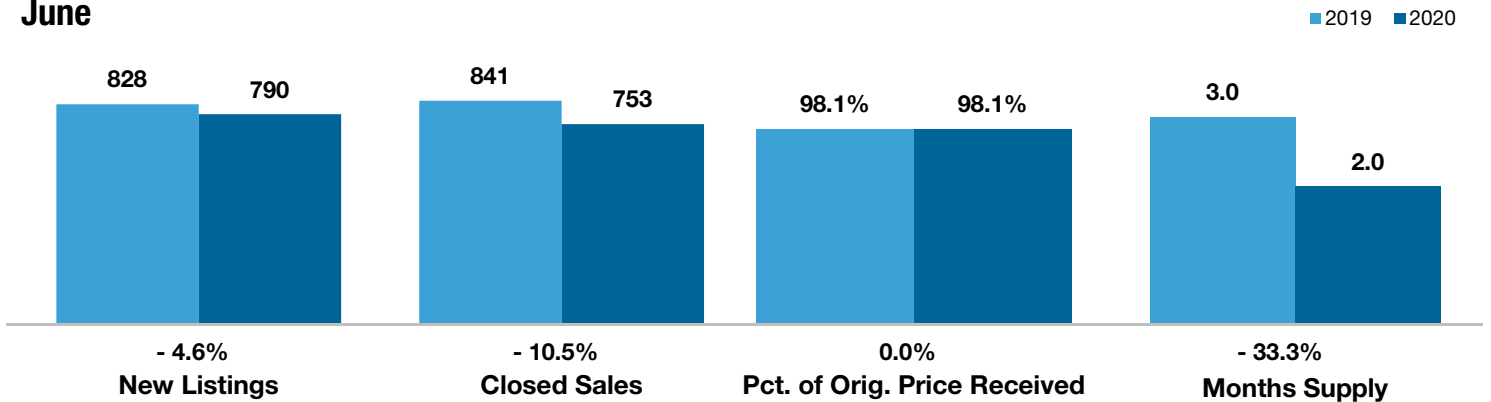


## 10 – Southeast Region

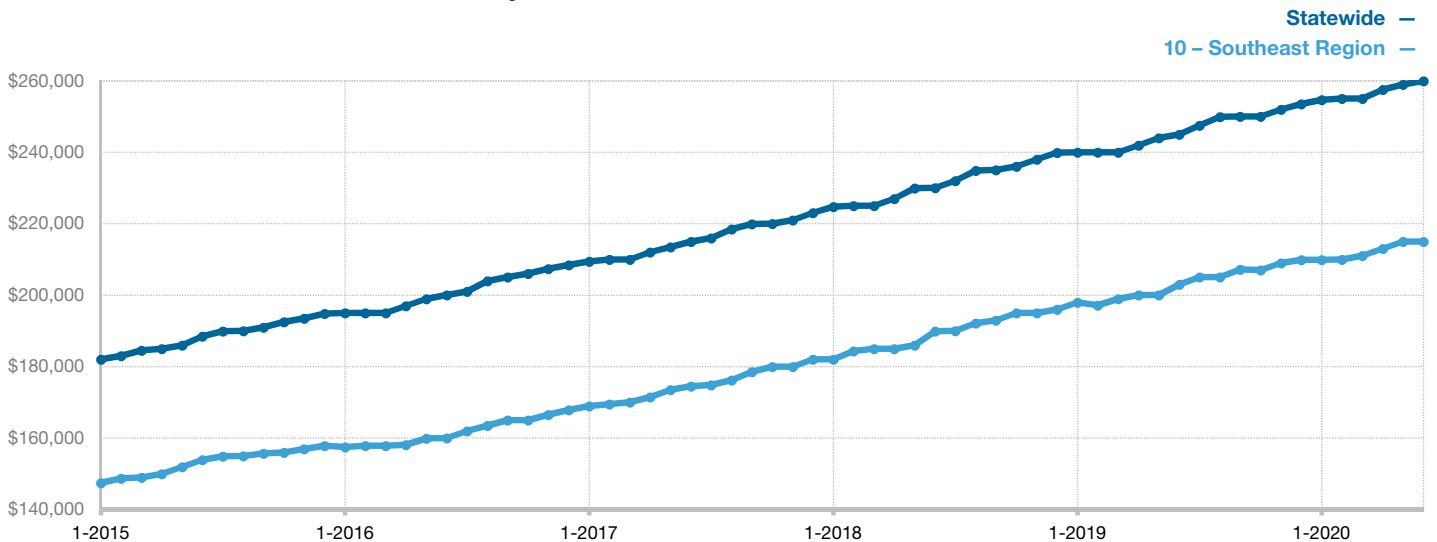
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	828	790	- 4.6%	4,236	4,072	- 3.9%
Closed Sales	841	753	- 10.5%	3,098	3,020	- 2.5%
Median Sales Price*	\$225,000	\$233,200	+ 3.6%	\$209,900	\$223,000	+ 6.2%
Percent of Original List Price Received*	98.1%	98.1%	0.0%	97.1%	97.1%	0.0%
Days on Market Until Sale	51	51	0.0%	61	60	- 1.6%
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--

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### June



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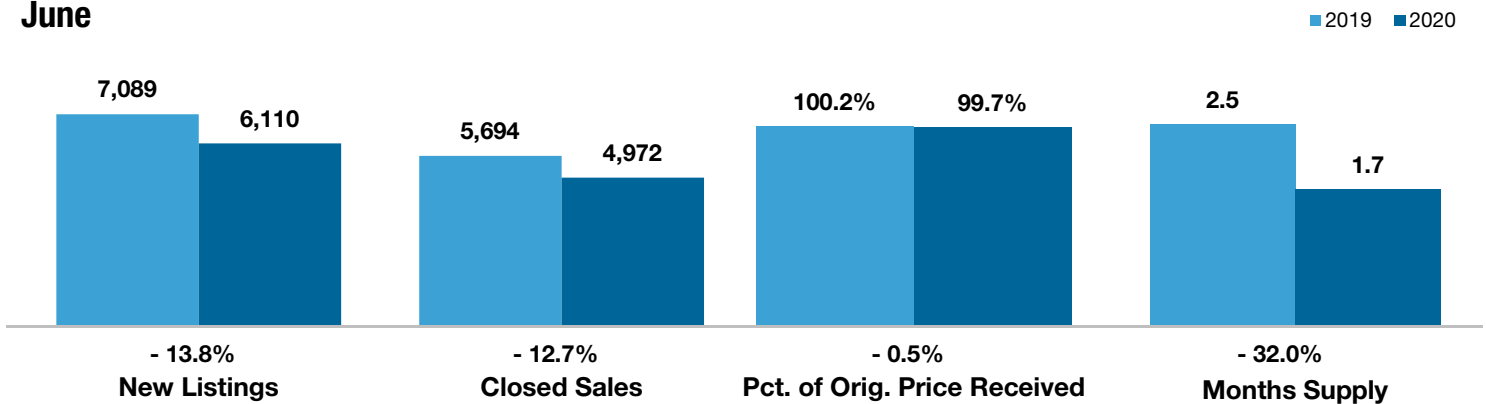


## 11 – 7-County Twin Cities Region

Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	7,089	<b>6,110</b>	- 13.8%	34,250	<b>31,442</b>	- 8.2%
Closed Sales	5,694	<b>4,972</b>	- 12.7%	22,542	<b>21,490</b>	- 4.7%
Median Sales Price*	\$299,500	<b>\$313,250</b>	+ 4.6%	\$285,200	<b>\$300,725</b>	+ 5.4%
Percent of Original List Price Received*	100.2%	<b>99.7%</b>	- 0.5%	99.3%	<b>99.2%</b>	- 0.1%
Days on Market Until Sale	31	<b>32</b>	+ 3.2%	39	<b>38</b>	- 2.6%
Months Supply of Inventory	2.5	<b>1.7</b>	- 32.0%	--	--	--

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### June



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

