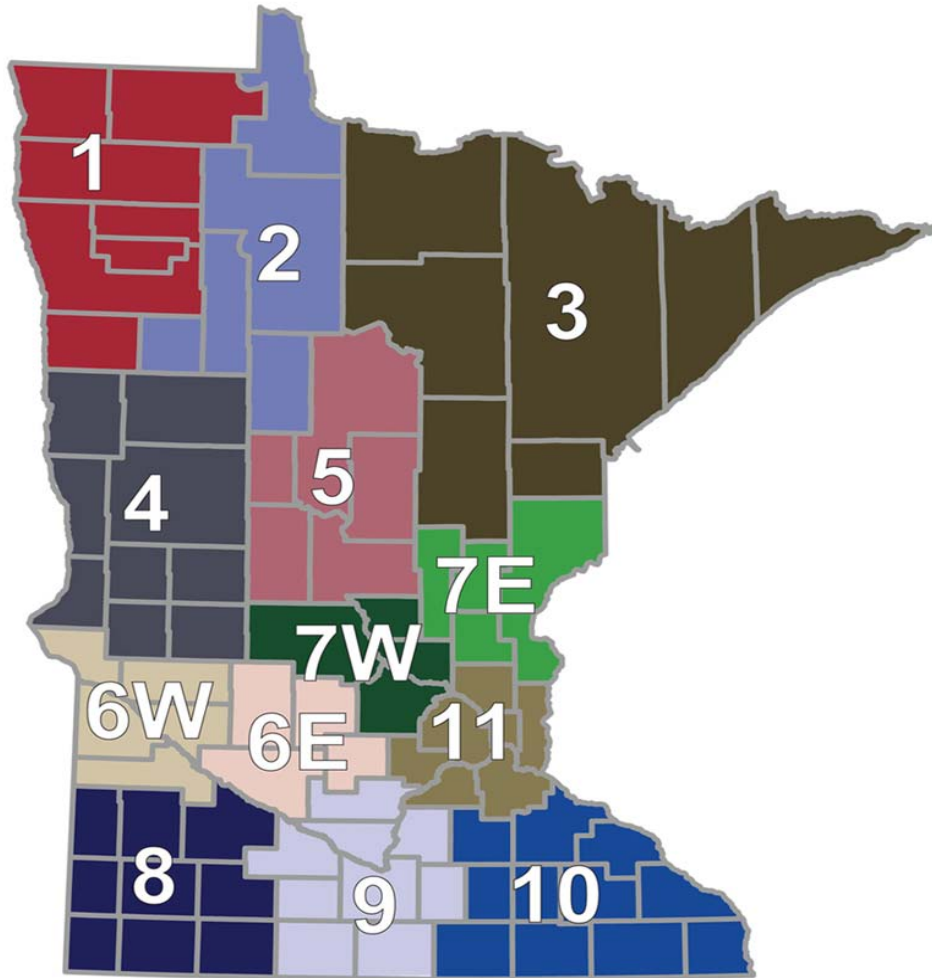


## Minnesota Regional Development Organizations



- 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 September 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

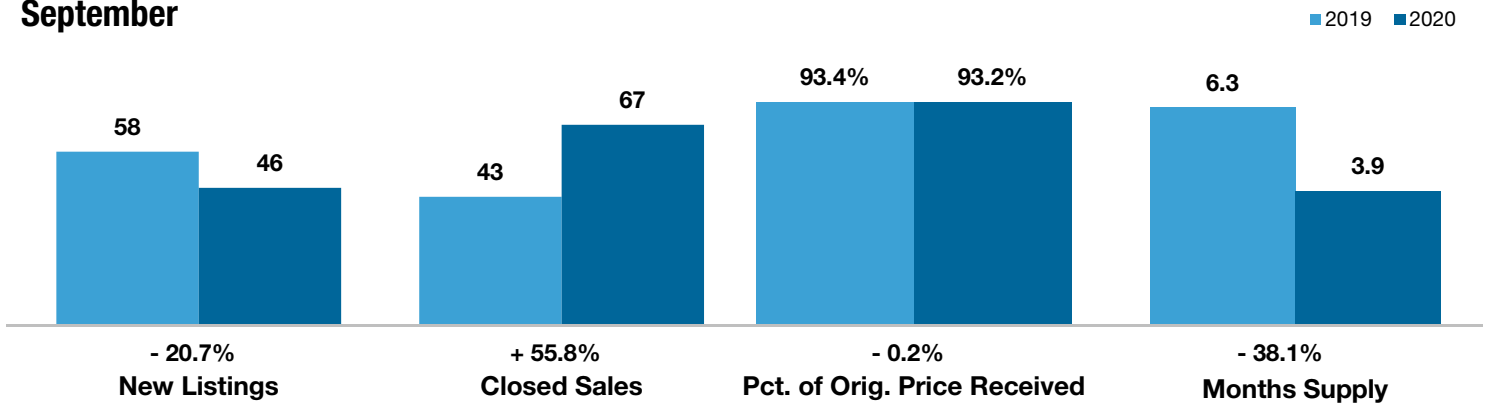


## 1 – Northwest Region

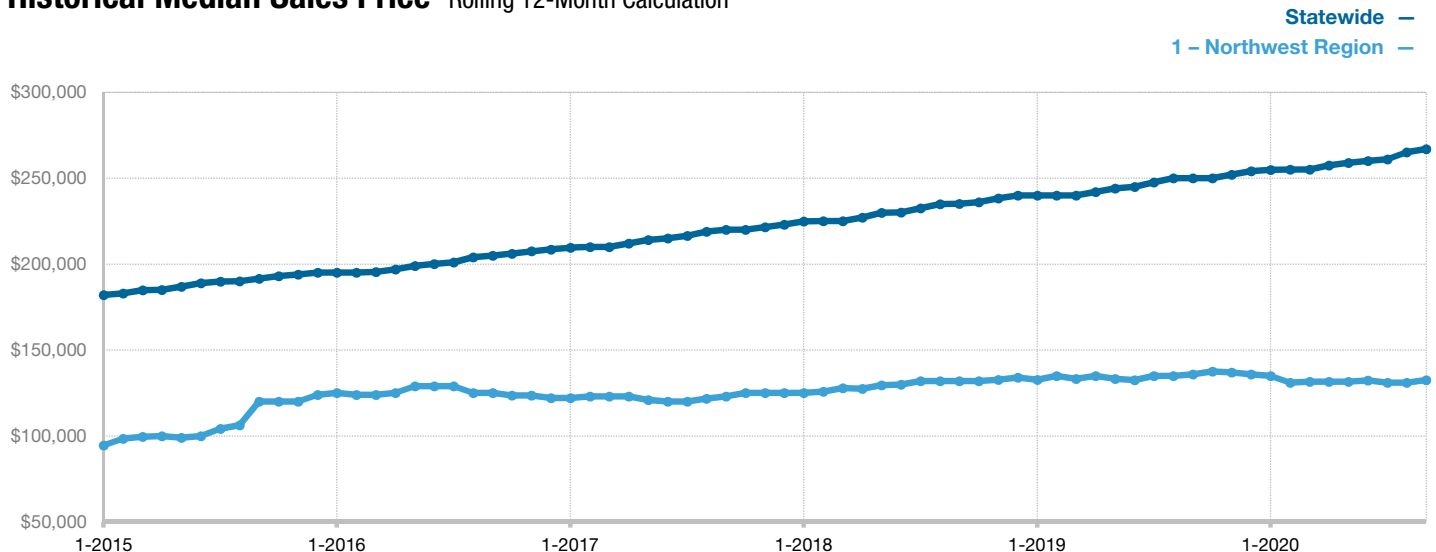
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	58	46	- 20.7%	537	490	- 8.8%
Pending Sales	49	40	- 18.4%	380	415	+ 9.2%
Closed Sales	43	67	+ 55.8%	332	364	+ 9.6%
Median Sales Price*	\$131,500	<b>\$139,000</b>	+ 5.7%	\$137,900	<b>\$133,000</b>	- 3.6%
Percent of Original List Price Received*	93.4%	<b>93.2%</b>	- 0.2%	92.9%	<b>92.2%</b>	- 0.8%
Days on Market Until Sale	60	92	+ 53.3%	93	100	+ 7.5%
Months Supply of Inventory	6.3	3.9	- 38.1%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2020

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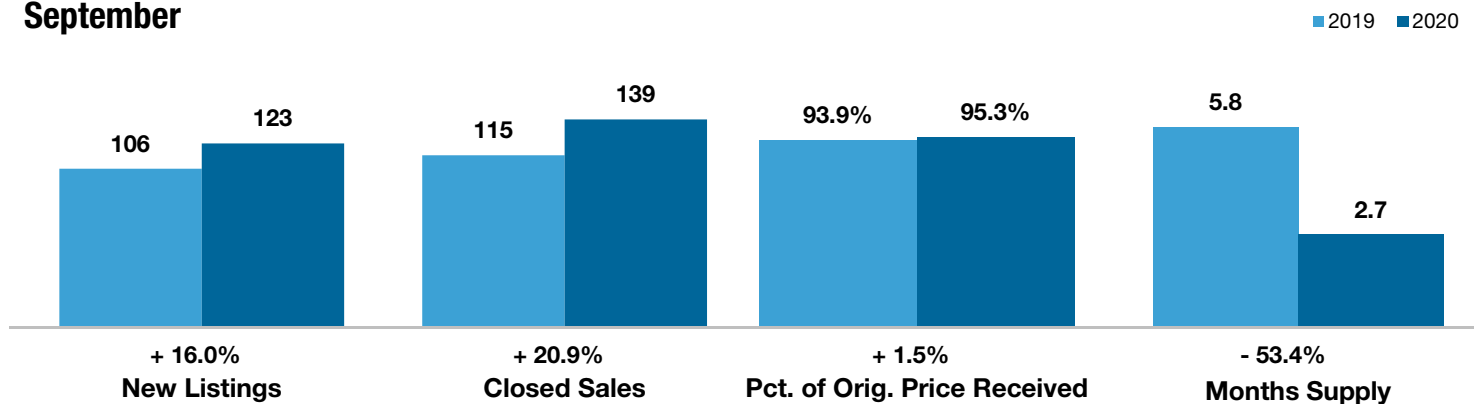


## 2 – Headwaters Region

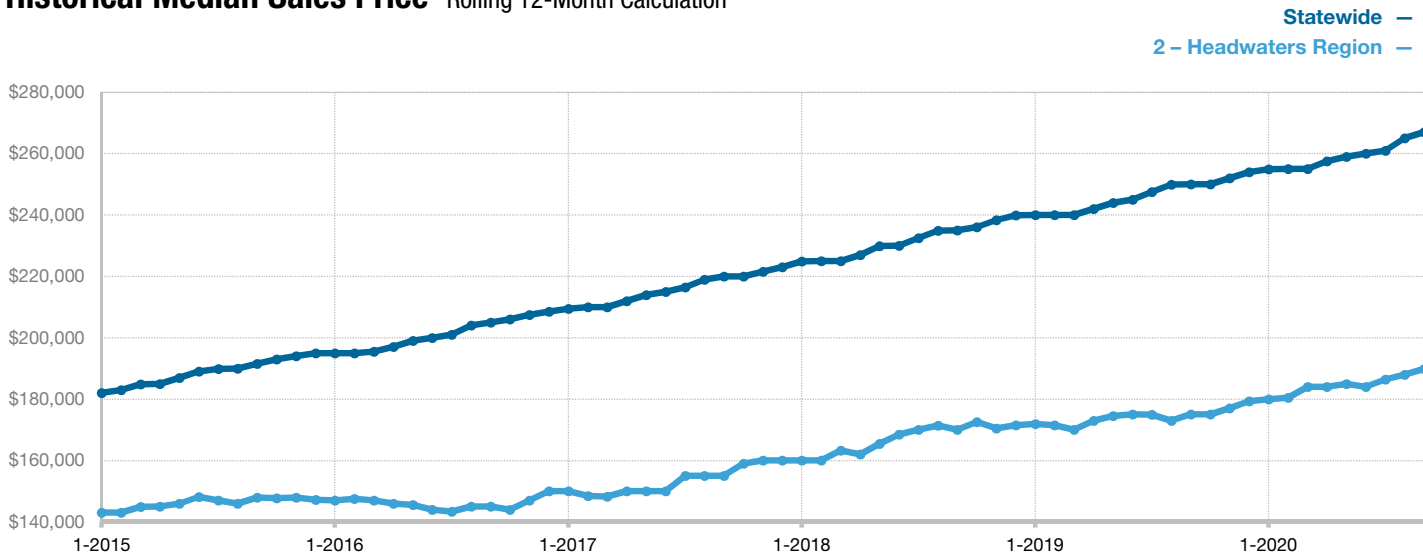
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	106	<b>123</b>	+ 16.0%	1,376	<b>1,156</b>	- 16.0%
Pending Sales	110	<b>122</b>	+ 10.9%	901	<b>990</b>	+ 9.9%
Closed Sales	115	<b>139</b>	+ 20.9%	821	<b>847</b>	+ 3.2%
Median Sales Price*	\$190,000	<b>\$194,670</b>	+ 2.5%	\$180,000	<b>\$192,750</b>	+ 7.1%
Percent of Original List Price Received*	93.9%	<b>95.3%</b>	+ 1.5%	94.9%	<b>95.3%</b>	+ 0.4%
Days on Market Until Sale	59	<b>73</b>	+ 23.7%	72	<b>73</b>	+ 1.4%
Months Supply of Inventory	5.8	<b>2.7</b>	- 53.4%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

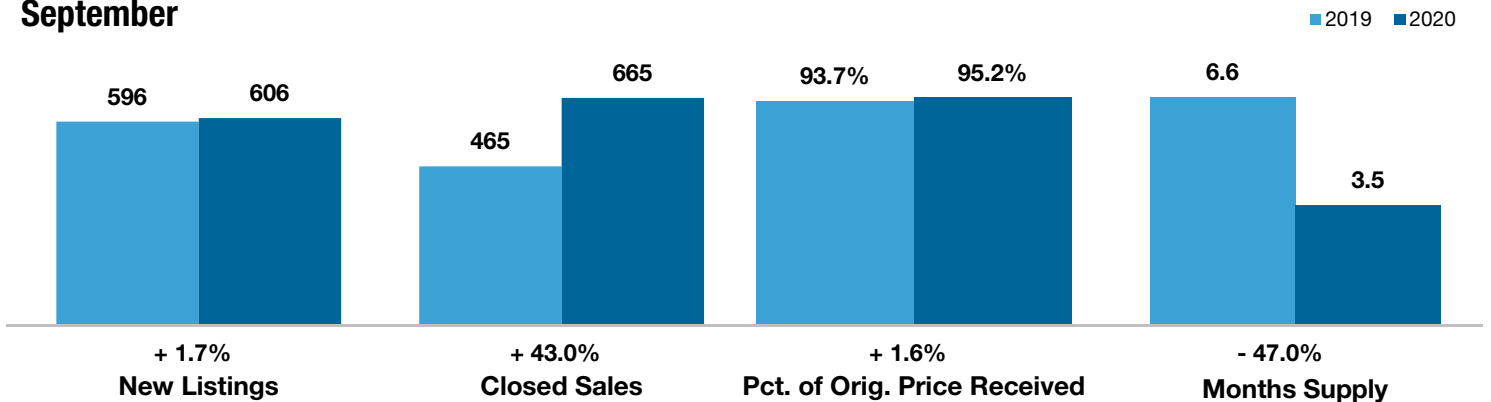


## 3 – Arrowhead Region

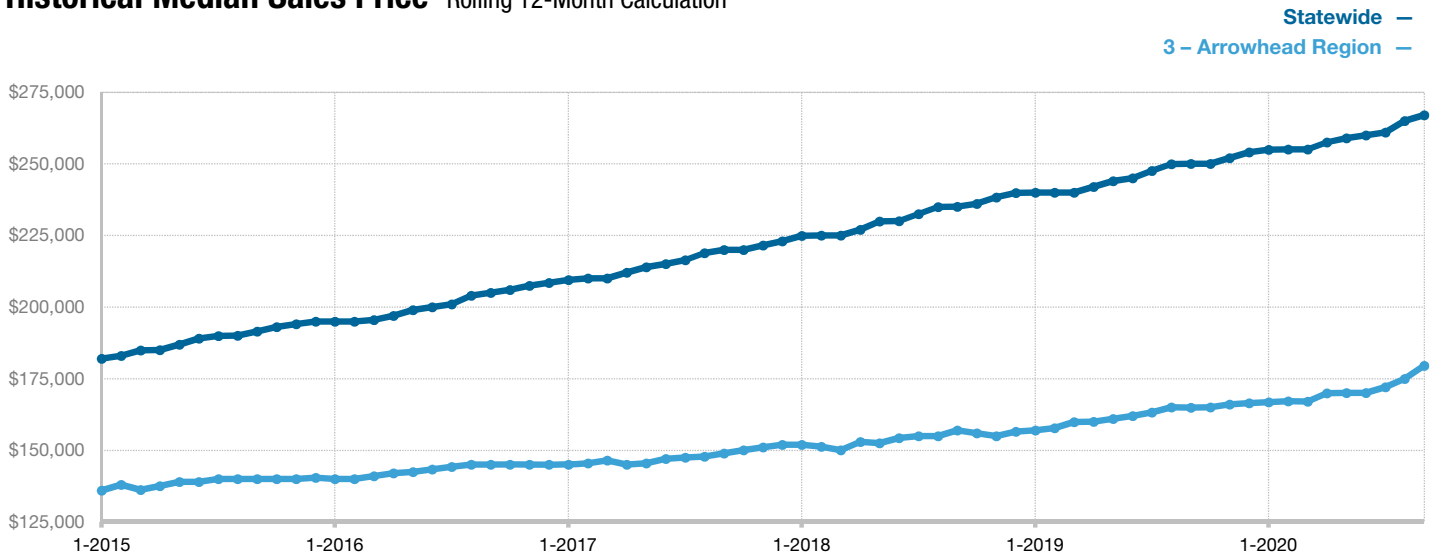
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	596	<b>606</b>	+ 1.7%	6,126	<b>5,151</b>	- 15.9%
Pending Sales	453	<b>525</b>	+ 15.9%	3,996	<b>4,453</b>	+ 11.4%
Closed Sales	465	<b>665</b>	+ 43.0%	3,709	<b>3,917</b>	+ 5.6%
Median Sales Price*	\$157,000	<b>\$199,000</b>	+ 26.8%	\$168,000	<b>\$184,900</b>	+ 10.1%
Percent of Original List Price Received*	93.7%	<b>95.2%</b>	+ 1.6%	94.5%	<b>95.1%</b>	+ 0.6%
Days on Market Until Sale	78	<b>78</b>	0.0%	82	<b>81</b>	- 1.2%
Months Supply of Inventory	6.6	<b>3.5</b>	- 47.0%	--	--	--

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### September



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



# Local Market Update for September 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

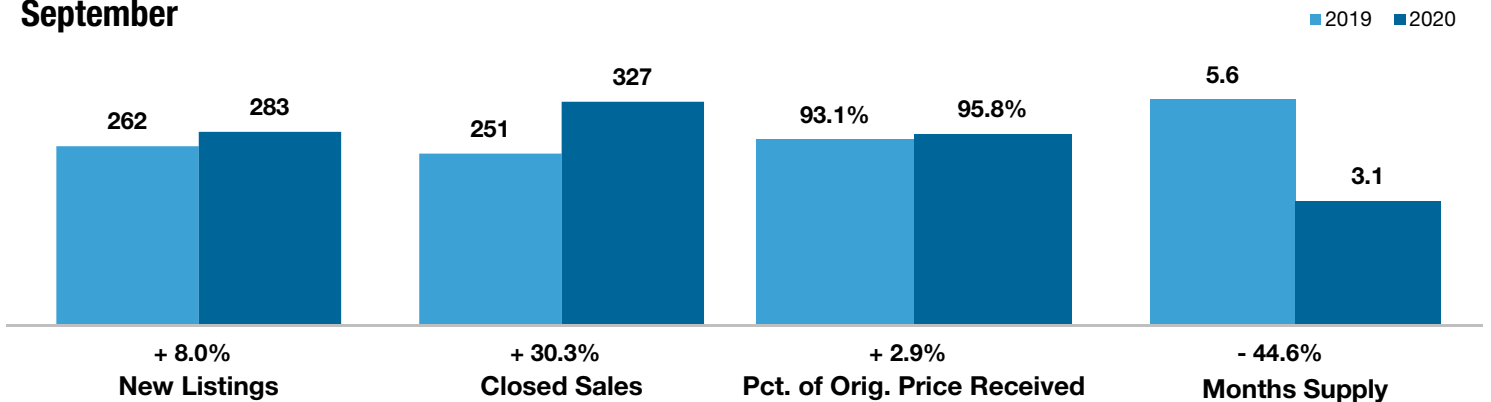


## 4 – West Central Region

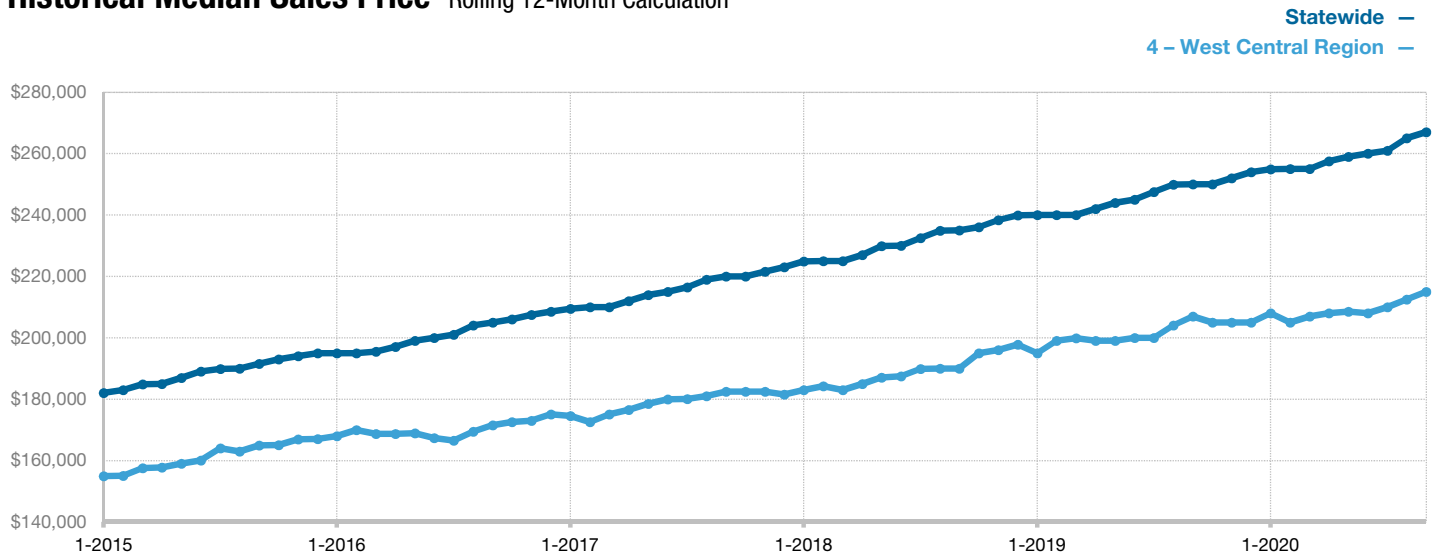
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	262	<b>283</b>	+ 8.0%	3,001	<b>2,799</b>	- 6.7%
Pending Sales	227	<b>261</b>	+ 15.0%	2,034	<b>2,344</b>	+ 15.2%
Closed Sales	251	<b>327</b>	+ 30.3%	1,842	<b>2,045</b>	+ 11.0%
Median Sales Price*	\$215,500	<b>\$245,000</b>	+ 13.7%	\$208,000	<b>\$220,000</b>	+ 5.8%
Percent of Original List Price Received*	93.1%	<b>95.8%</b>	+ 2.9%	94.8%	<b>95.7%</b>	+ 0.9%
Days on Market Until Sale	73	<b>66</b>	- 9.6%	70	<b>68</b>	- 2.9%
Months Supply of Inventory	5.6	<b>3.1</b>	- 44.6%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

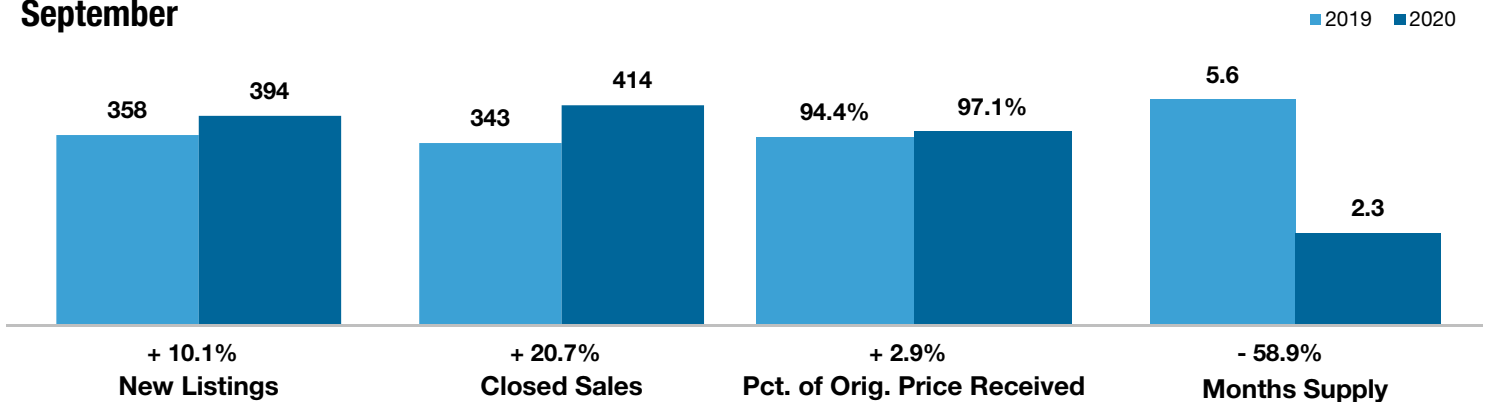


## 5 – North Central Region

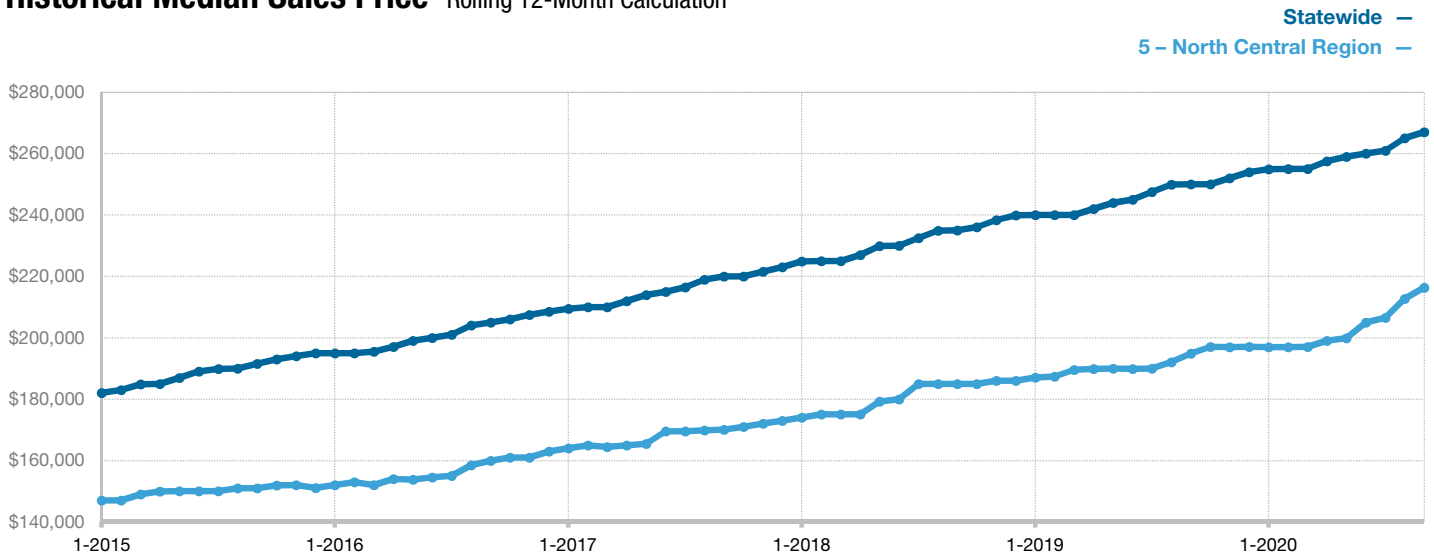
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	358	<b>394</b>	+ 10.1%	3,575	<b>3,292</b>	- 7.9%
Pending Sales	284	<b>442</b>	+ 55.6%	2,439	<b>2,915</b>	+ 19.5%
Closed Sales	343	<b>414</b>	+ 20.7%	2,305	<b>2,496</b>	+ 8.3%
Median Sales Price*	\$194,250	<b>\$230,000</b>	+ 18.4%	\$196,000	<b>\$220,000</b>	+ 12.2%
Percent of Original List Price Received*	94.4%	<b>97.1%</b>	+ 2.9%	95.2%	<b>95.8%</b>	+ 0.6%
Days on Market Until Sale	65	<b>55</b>	- 15.4%	69	<b>72</b>	+ 4.3%
Months Supply of Inventory	5.6	<b>2.3</b>	- 58.9%	--	--	--

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### September



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



# Local Market Update for September 2020

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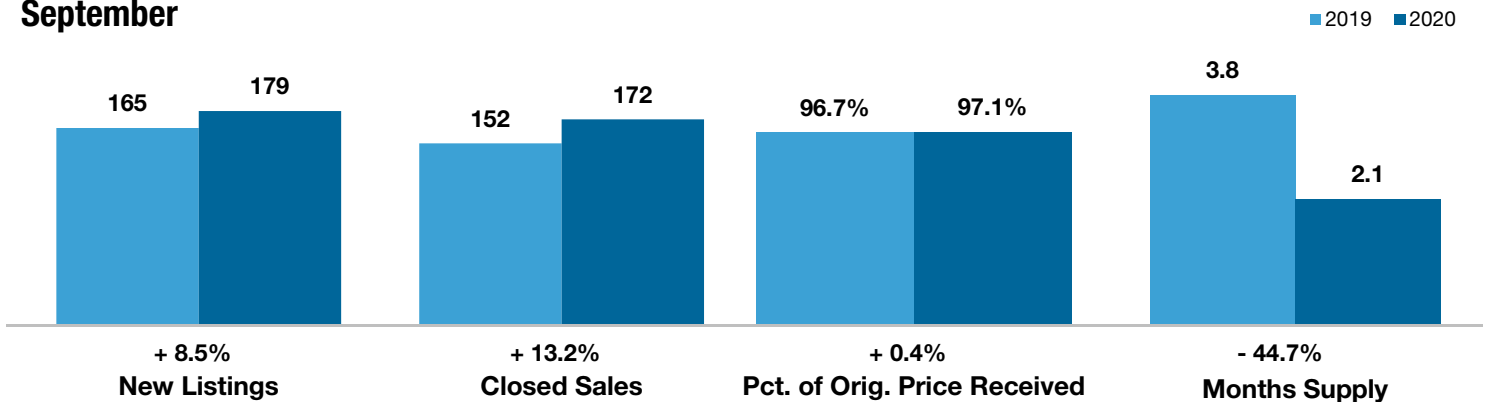


## 6E – Southwest Central Region

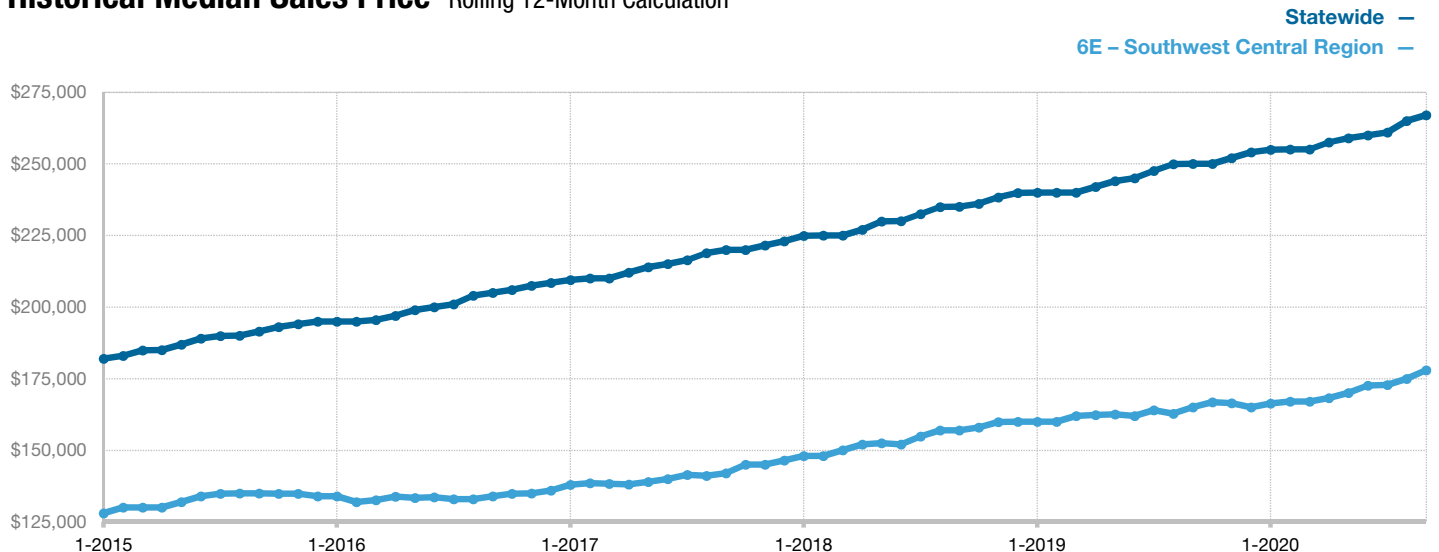
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	165	179	+ 8.5%	1,587	1,428	- 10.0%
Pending Sales	128	206	+ 60.9%	1,247	1,315	+ 5.5%
Closed Sales	152	172	+ 13.2%	1,199	1,155	- 3.7%
Median Sales Price*	\$175,750	\$198,990	+ 13.2%	\$165,000	\$180,000	+ 9.1%
Percent of Original List Price Received*	96.7%	97.1%	+ 0.4%	95.6%	96.4%	+ 0.8%
Days on Market Until Sale	51	60	+ 17.6%	68	63	- 7.4%
Months Supply of Inventory	3.8	2.1	- 44.7%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2020

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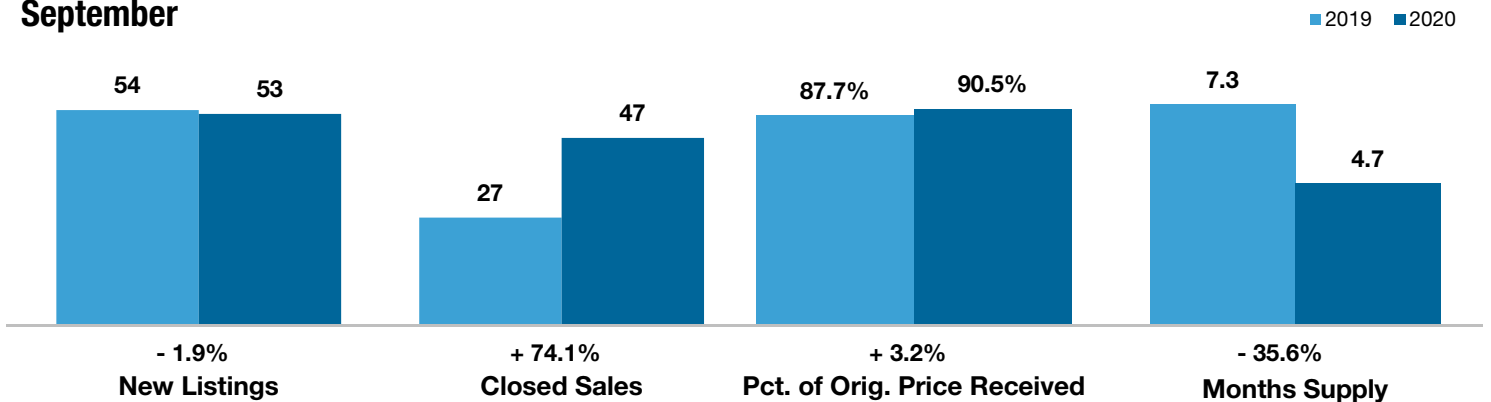


## 6W – Upper Minnesota Valley Region

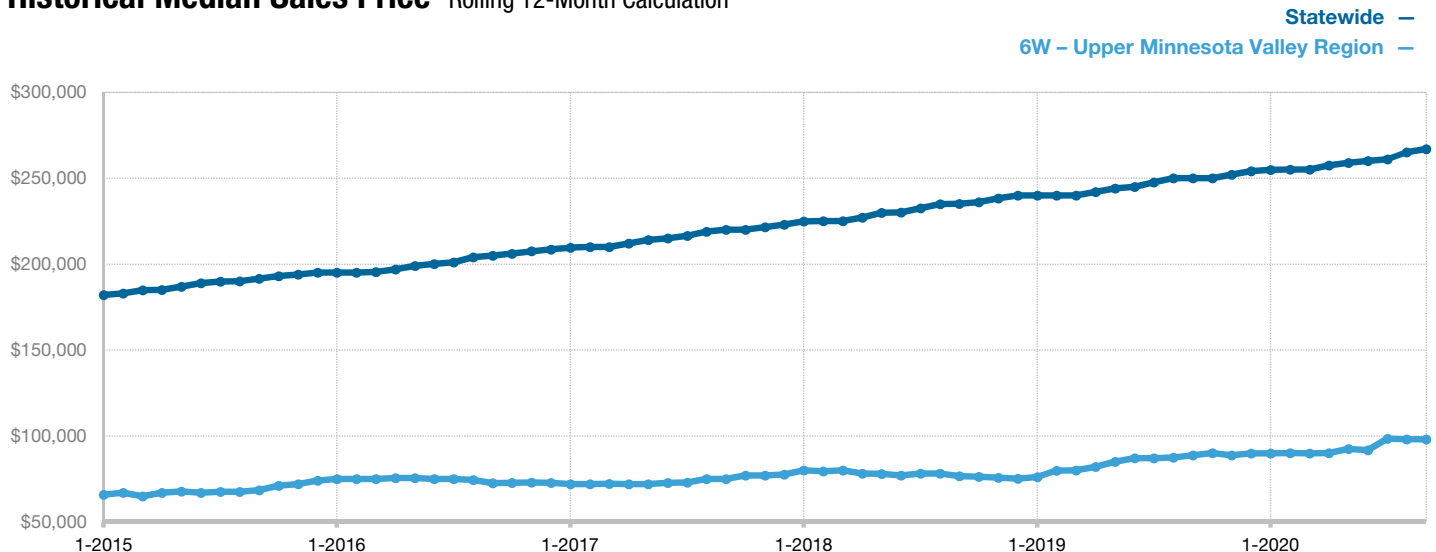
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	54	53	- 1.9%	454	403	- 11.2%
Pending Sales	41	62	+ 51.2%	298	322	+ 8.1%
Closed Sales	27	47	+ 74.1%	275	286	+ 4.0%
Median Sales Price*	\$98,000	\$95,000	- 3.1%	\$88,755	\$101,250	+ 14.1%
Percent of Original List Price Received*	87.7%	90.5%	+ 3.2%	90.9%	89.6%	- 1.4%
Days on Market Until Sale	106	84	- 20.8%	121	107	- 11.6%
Months Supply of Inventory	7.3	4.7	- 35.6%	--	--	--

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### September



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





# Local Market Update for September 2020

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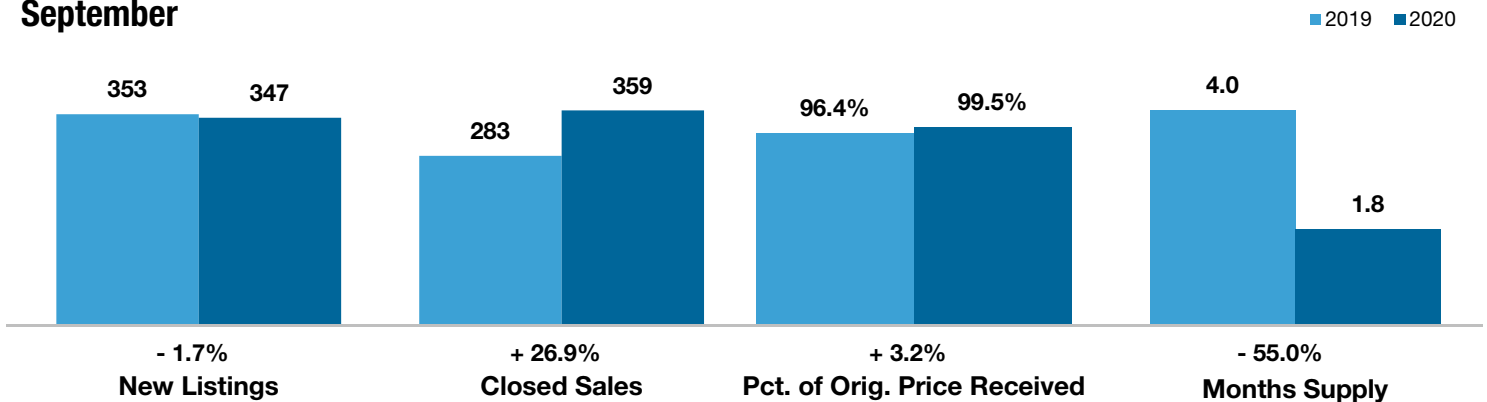


## 7E – East Central Region

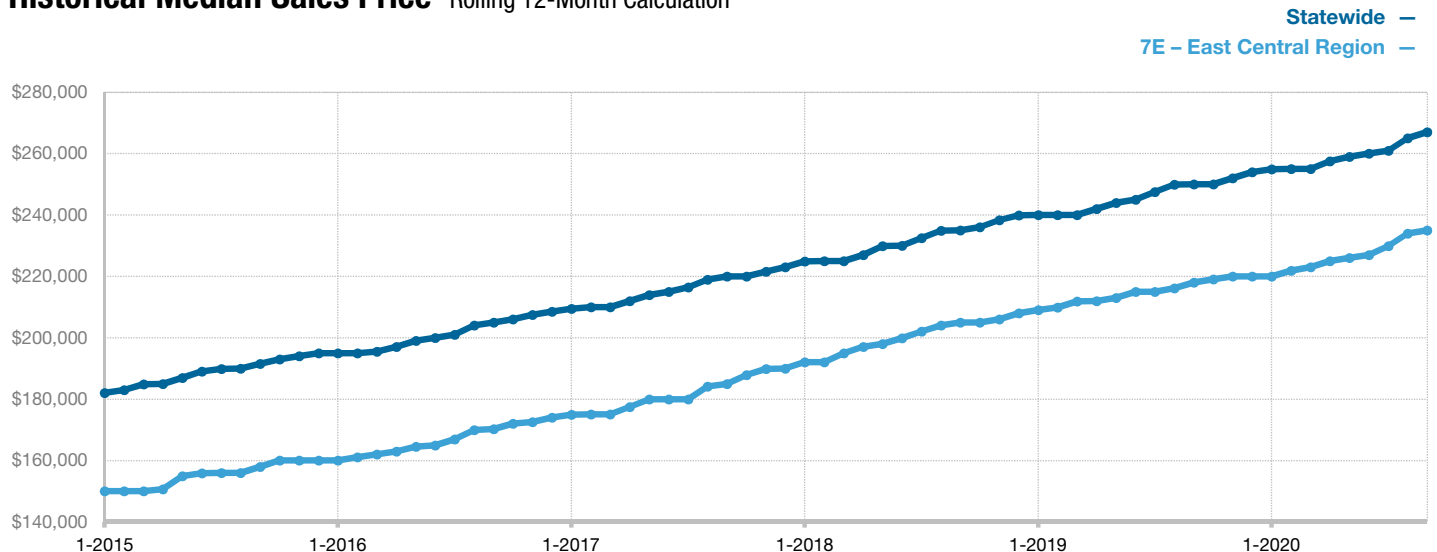
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	353	<b>347</b>	- 1.7%	3,253	<b>3,045</b>	- 6.4%
Pending Sales	259	<b>334</b>	+ 29.0%	2,300	<b>2,616</b>	+ 13.7%
Closed Sales	283	<b>359</b>	+ 26.9%	2,154	<b>2,315</b>	+ 7.5%
Median Sales Price*	\$219,900	<b>\$242,500</b>	+ 10.3%	\$220,000	<b>\$239,900</b>	+ 9.0%
Percent of Original List Price Received*	96.4%	<b>99.5%</b>	+ 3.2%	97.5%	<b>98.4%</b>	+ 0.9%
Days on Market Until Sale	47	<b>33</b>	- 29.8%	52	<b>48</b>	- 7.7%
Months Supply of Inventory	4.0	<b>1.8</b>	- 55.0%	--	--	--

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### September



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



# Local Market Update for September 2020

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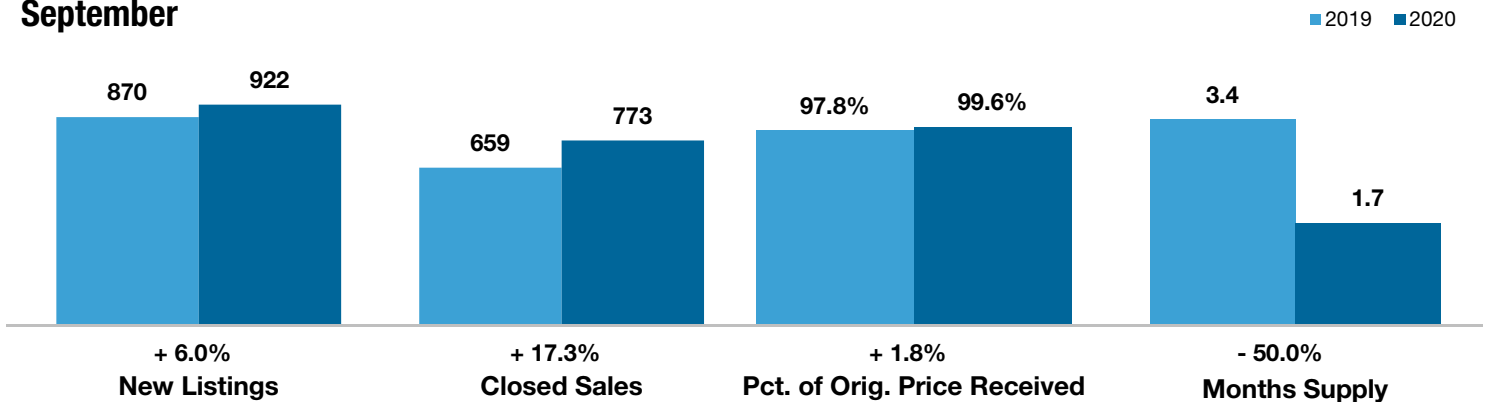


## 7W – Central Region

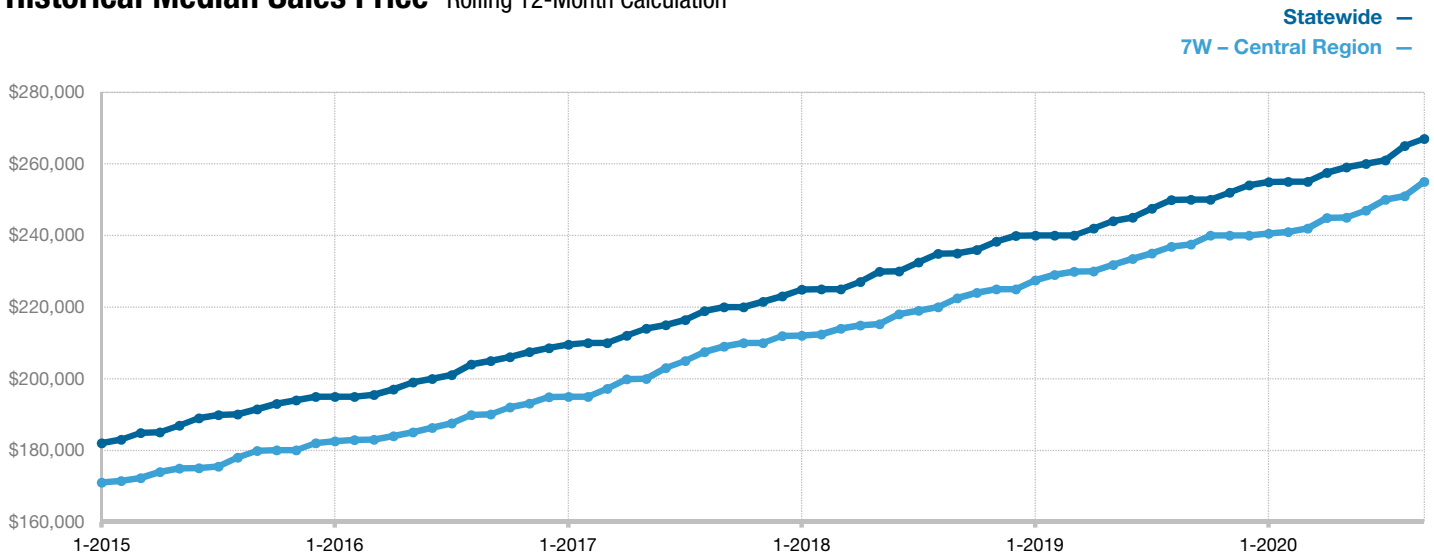
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	870	<b>922</b>	+ 6.0%	8,050	<b>7,903</b>	- 1.8%
Pending Sales	635	<b>799</b>	+ 25.8%	5,854	<b>6,555</b>	+ 12.0%
Closed Sales	659	<b>773</b>	+ 17.3%	5,497	<b>5,870</b>	+ 6.8%
Median Sales Price*	\$236,122	<b>\$270,500</b>	+ 14.6%	\$240,000	<b>\$260,000</b>	+ 8.3%
Percent of Original List Price Received*	97.8%	<b>99.6%</b>	+ 1.8%	98.1%	<b>98.7%</b>	+ 0.6%
Days on Market Until Sale	41	<b>37</b>	- 9.8%	47	<b>45</b>	- 4.3%
Months Supply of Inventory	3.4	<b>1.7</b>	- 50.0%	--	--	--

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### September



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



# Local Market Update for September 2020

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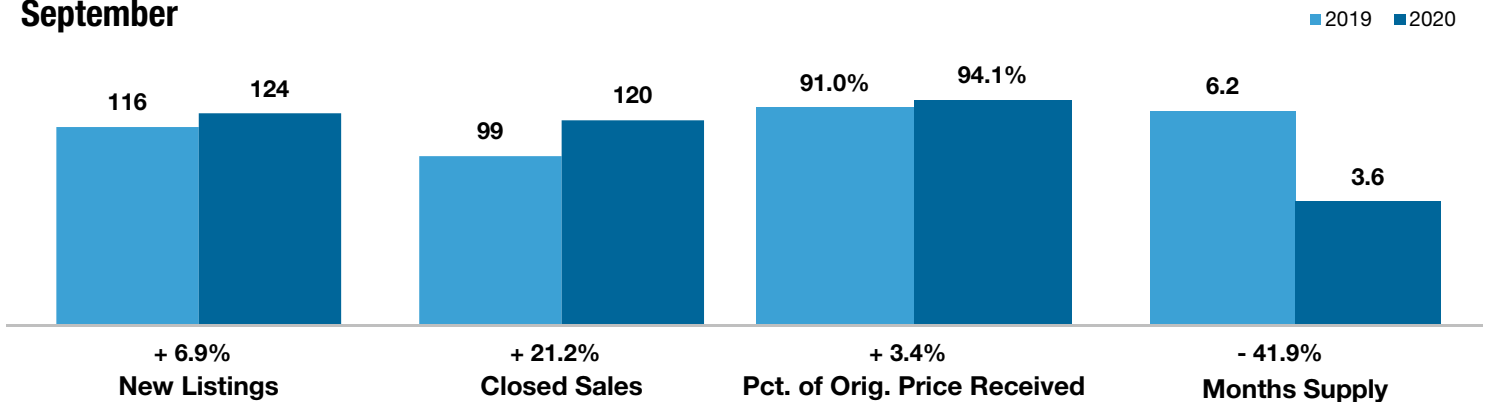


## 8 – Southwest Region

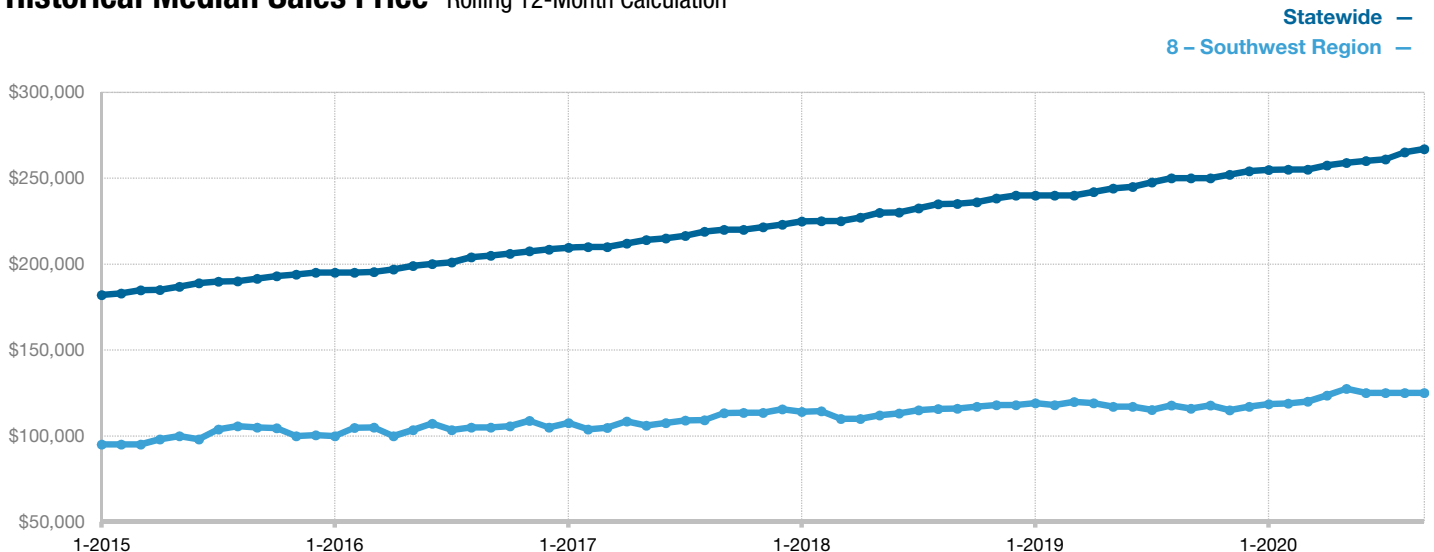
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	116	<b>124</b>	+ 6.9%	1,062	<b>1,049</b>	- 1.2%
Pending Sales	87	<b>106</b>	+ 21.8%	755	<b>895</b>	+ 18.5%
Closed Sales	99	<b>120</b>	+ 21.2%	705	<b>808</b>	+ 14.6%
Median Sales Price*	\$118,625	<b>\$133,000</b>	+ 12.1%	\$117,000	<b>\$128,000</b>	+ 9.4%
Percent of Original List Price Received*	91.0%	<b>94.1%</b>	+ 3.4%	91.8%	<b>92.3%</b>	+ 0.5%
Days on Market Until Sale	82	<b>73</b>	- 11.0%	94	<b>85</b>	- 9.6%
Months Supply of Inventory	6.2	<b>3.6</b>	- 41.9%	--	--	--

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### September



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



# Local Market Update for September 2020

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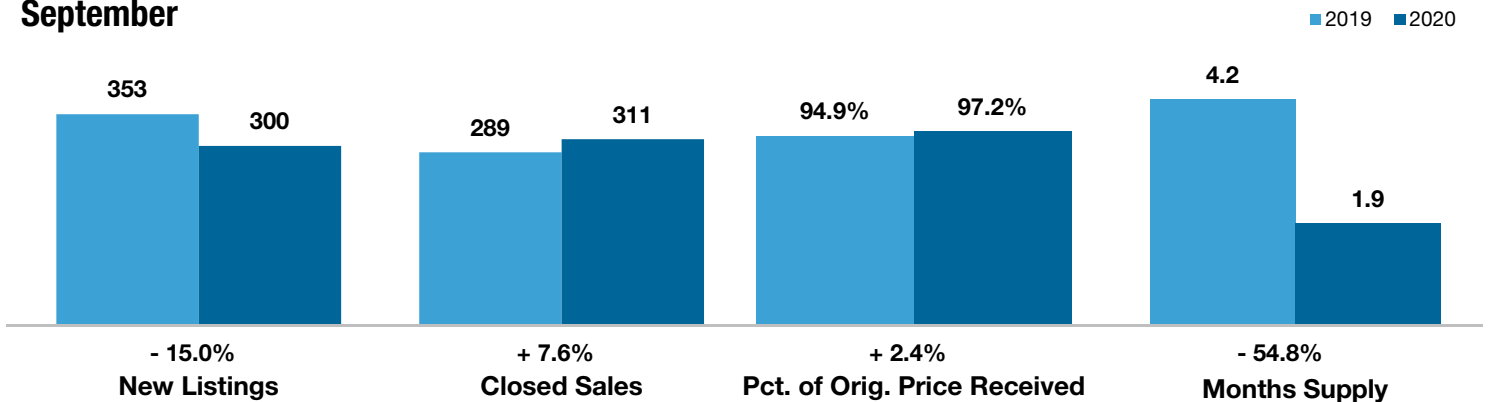


## 9 – South Central Region

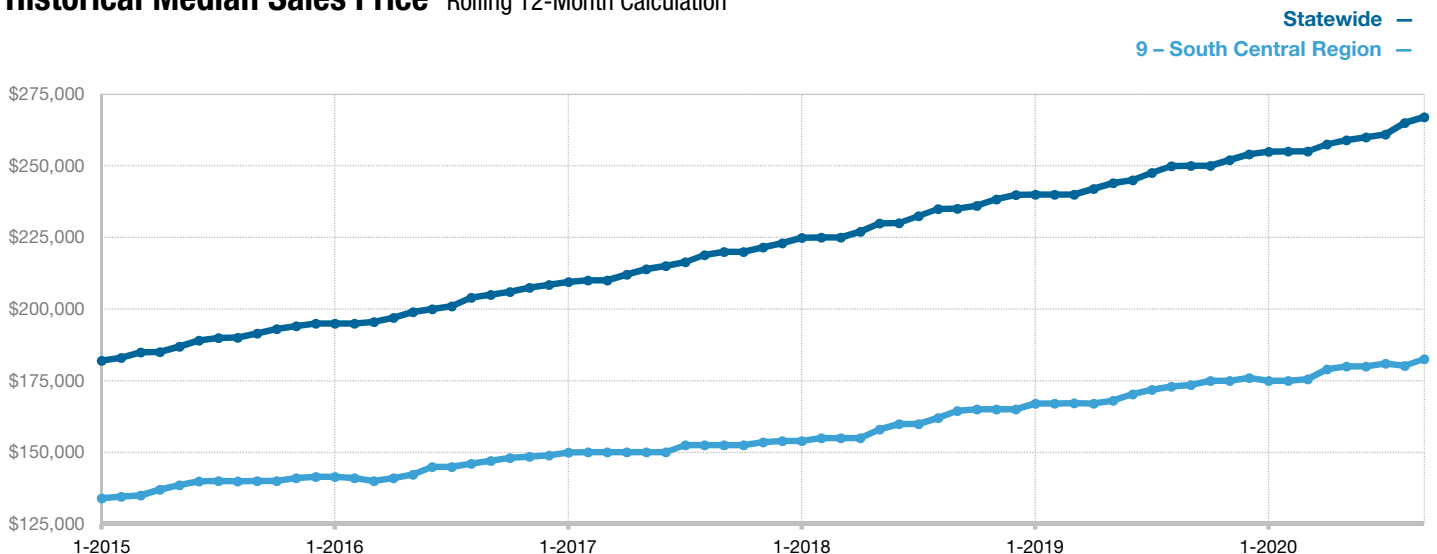
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	353	300	- 15.0%	3,137	2,767	- 11.8%
Pending Sales	254	269	+ 5.9%	2,398	2,658	+ 10.8%
Closed Sales	289	311	+ 7.6%	2,228	2,417	+ 8.5%
Median Sales Price*	\$173,900	\$195,000	+ 12.1%	\$177,500	\$186,000	+ 4.8%
Percent of Original List Price Received*	94.9%	97.2%	+ 2.4%	95.2%	96.3%	+ 1.2%
Days on Market Until Sale	79	93	+ 17.7%	94	97	+ 3.2%
Months Supply of Inventory	4.2	1.9	- 54.8%	--	--	--

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### September



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



# Local Market Update for September 2020

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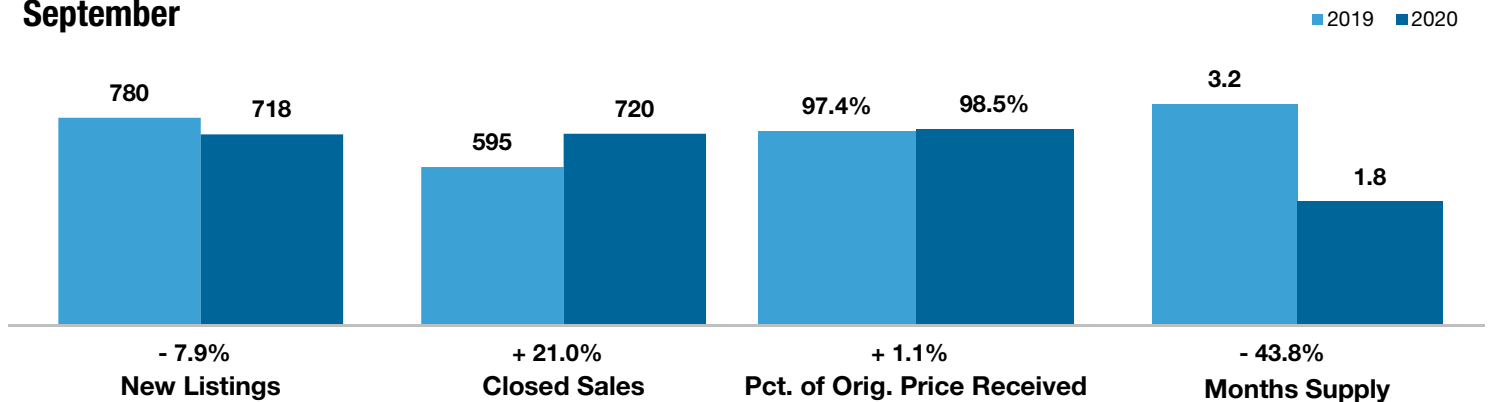


## 10 – Southeast Region

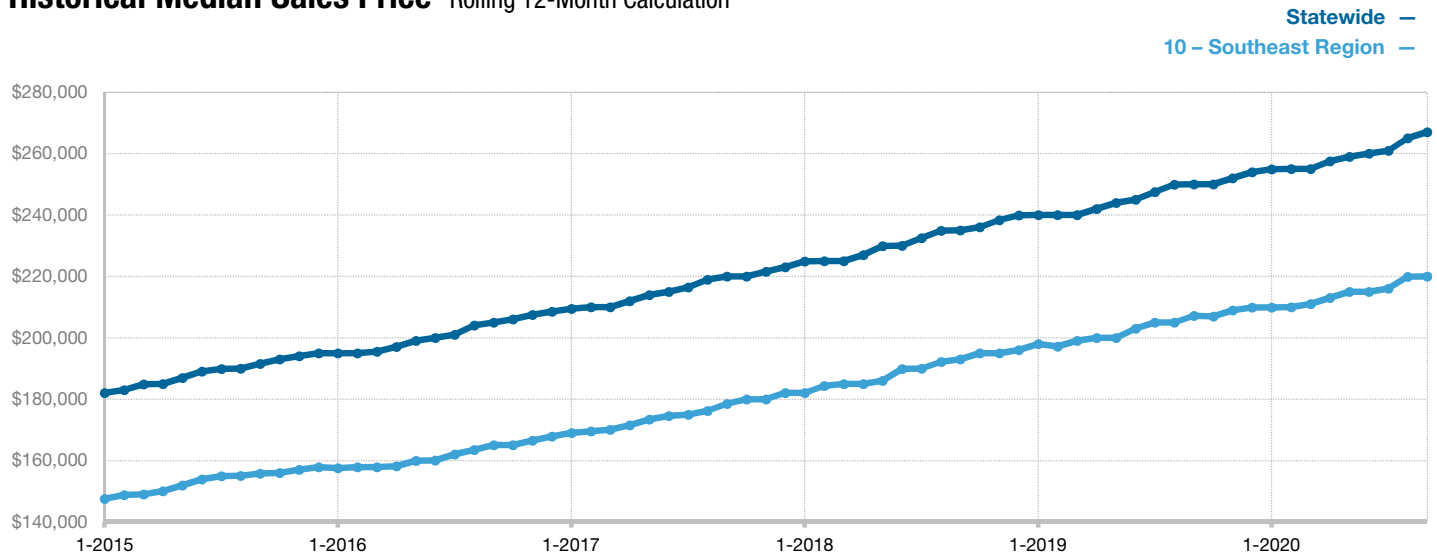
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	780	718	- 7.9%	6,770	6,465	- 4.5%
Pending Sales	580	736	+ 26.9%	5,515	5,890	+ 6.8%
Closed Sales	595	720	+ 21.0%	5,223	5,369	+ 2.8%
Median Sales Price*	\$210,000	\$232,000	+ 10.5%	\$211,075	\$225,000	+ 6.6%
Percent of Original List Price Received*	97.4%	98.5%	+ 1.1%	97.3%	97.7%	+ 0.4%
Days on Market Until Sale	50	44	- 12.0%	55	54	- 1.8%
Months Supply of Inventory	3.2	1.8	- 43.8%	--	--	--

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### September



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



# Local Market Update for September 2020

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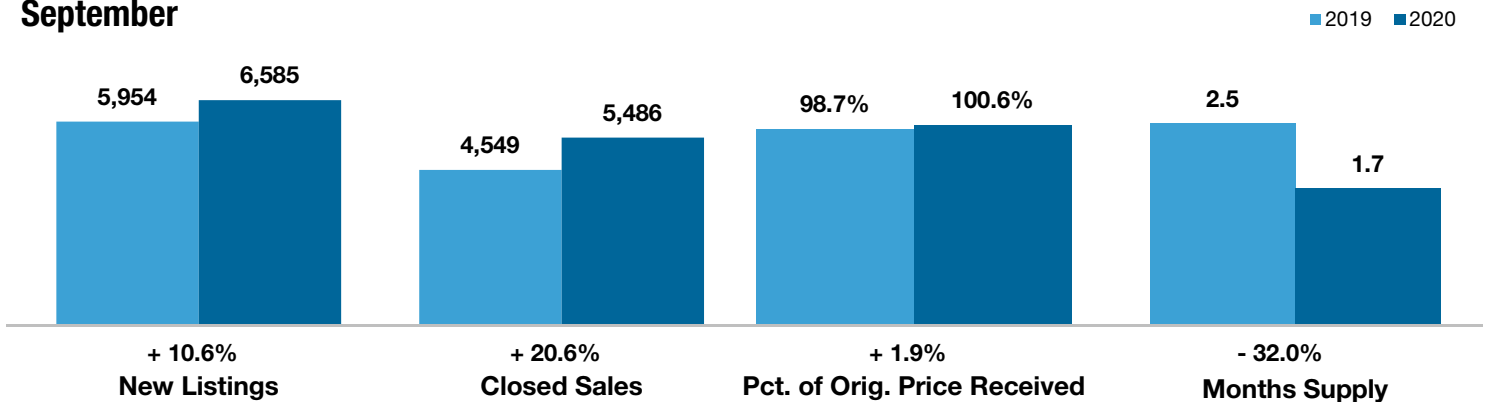


## 11 – 7-County Twin Cities Region

Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	5,954	<b>6,585</b>	+ 10.6%	53,127	<b>51,784</b>	- 2.5%
Pending Sales	4,189	<b>5,410</b>	+ 29.1%	40,112	<b>42,414</b>	+ 5.7%
Closed Sales	4,549	<b>5,486</b>	+ 20.6%	38,400	<b>38,683</b>	+ 0.7%
Median Sales Price*	\$287,000	<b>\$317,000</b>	+ 10.5%	\$288,754	<b>\$310,000</b>	+ 7.4%
Percent of Original List Price Received*	98.7%	<b>100.6%</b>	+ 1.9%	99.3%	<b>99.8%</b>	+ 0.5%
Days on Market Until Sale	34	<b>29</b>	- 14.7%	36	<b>35</b>	- 2.8%
Months Supply of Inventory	2.5	<b>1.7</b>	- 32.0%	--	--	--

\* 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.

### September



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

