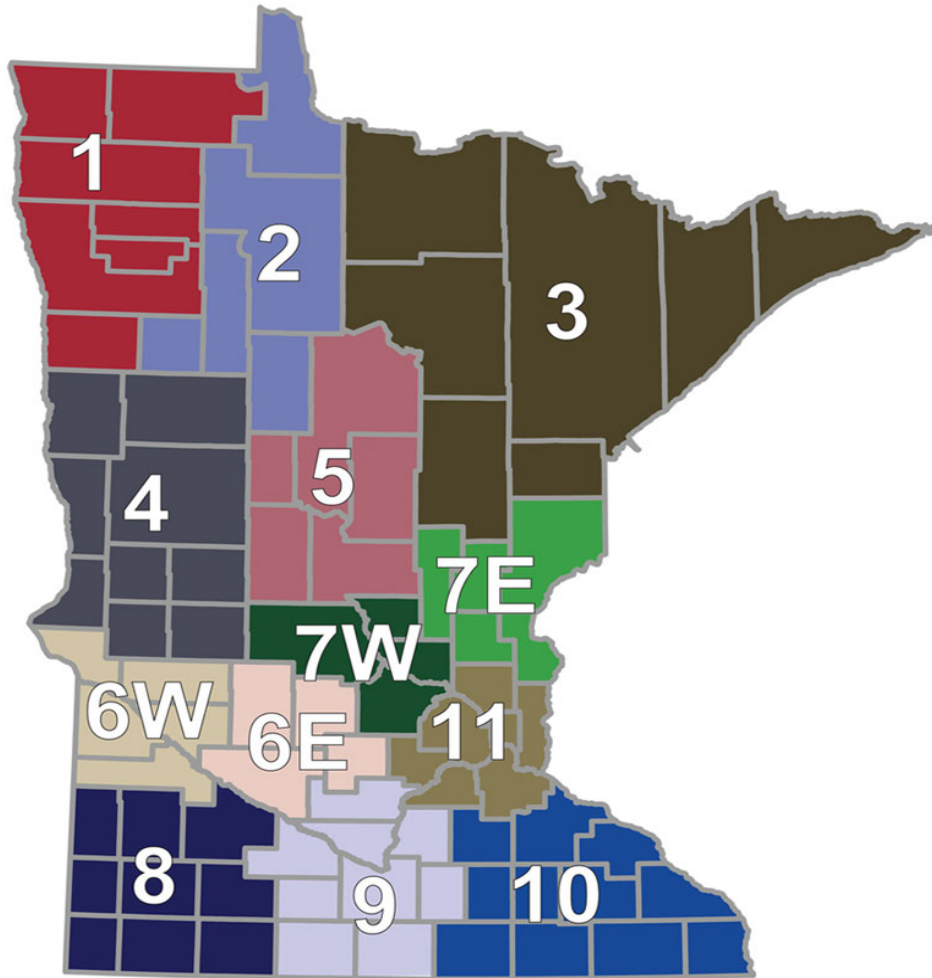


# Minnesota Regional Development Organizations



- 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

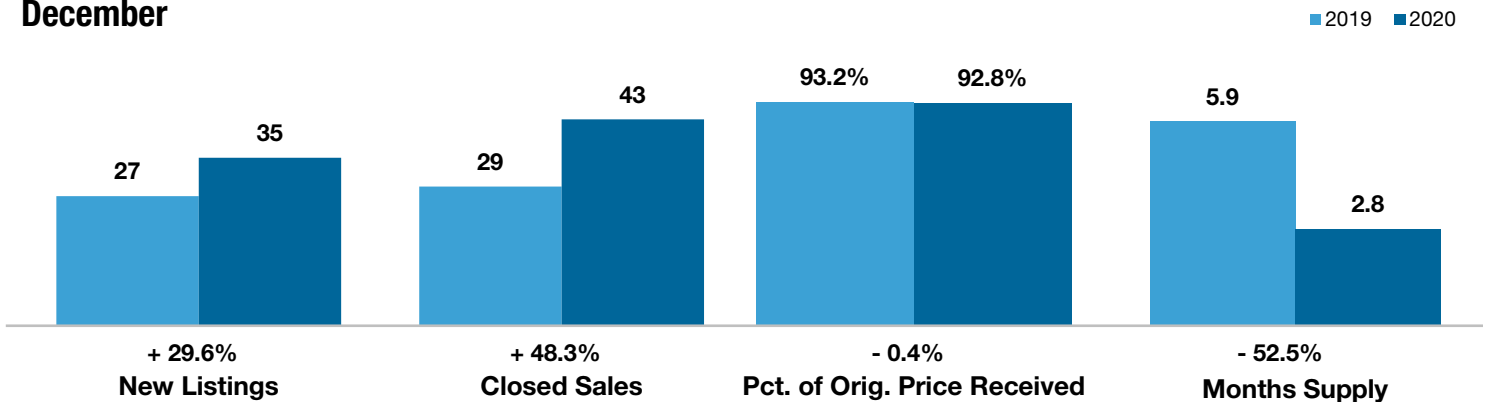


## 1 – Northwest Region

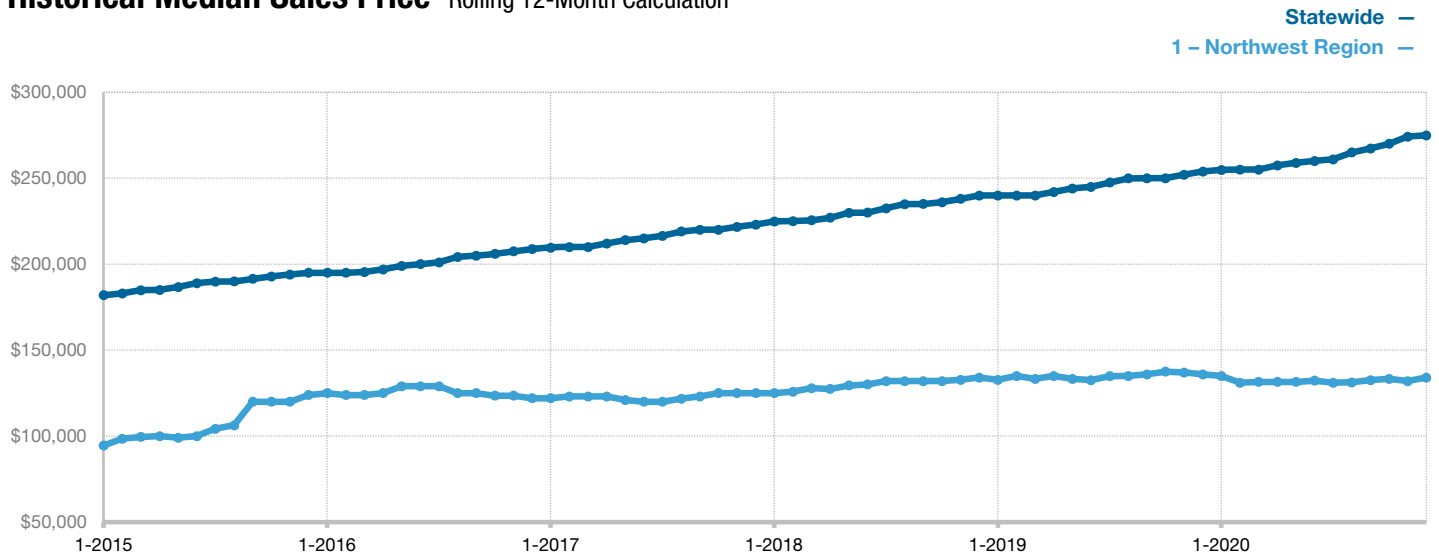
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	27	35	+ 29.6%	668	614	- 8.1%
Pending Sales	25	40	+ 60.0%	462	535	+ 15.8%
Closed Sales	29	43	+ 48.3%	454	498	+ 9.7%
Median Sales Price*	\$114,947	<b>\$144,000</b>	+ 25.3%	\$135,900	<b>\$134,000</b>	- 1.4%
Percent of Original List Price Received*	93.2%	<b>92.8%</b>	- 0.4%	93.0%	<b>92.5%</b>	- 0.5%
Days on Market Until Sale	71	<b>73</b>	+ 2.8%	91	<b>93</b>	+ 2.2%
Months Supply of Inventory	5.9	<b>2.8</b>	- 52.5%	--	--	--

\* 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



# Local Market Update for December 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

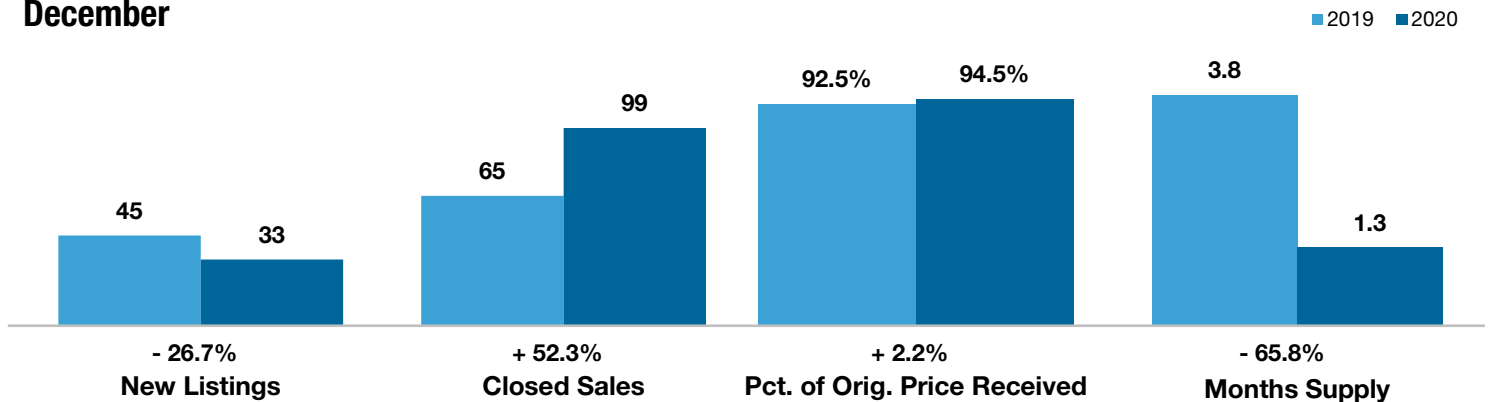


## 2 – Headwaters Region

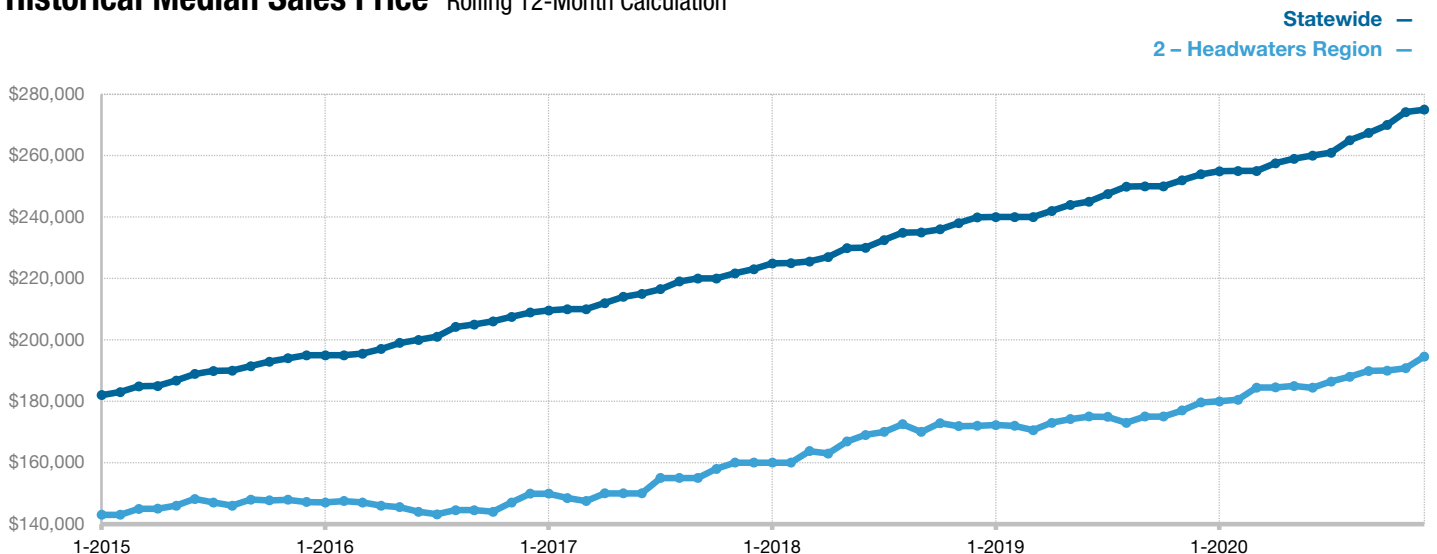
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	45	33	- 26.7%	1,559	1,331	- 14.6%
Pending Sales	42	63	+ 50.0%	1,086	1,230	+ 13.3%
Closed Sales	65	99	+ 52.3%	1,075	1,170	+ 8.8%
Median Sales Price*	\$171,500	\$200,000	+ 16.6%	\$179,600	\$194,585	+ 8.3%
Percent of Original List Price Received*	92.5%	94.5%	+ 2.2%	94.4%	95.4%	+ 1.1%
Days on Market Until Sale	68	67	- 1.5%	73	71	- 2.7%
Months Supply of Inventory	3.8	1.3	- 65.8%	--	--	--

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### December



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



# Local Market Update for December 2020

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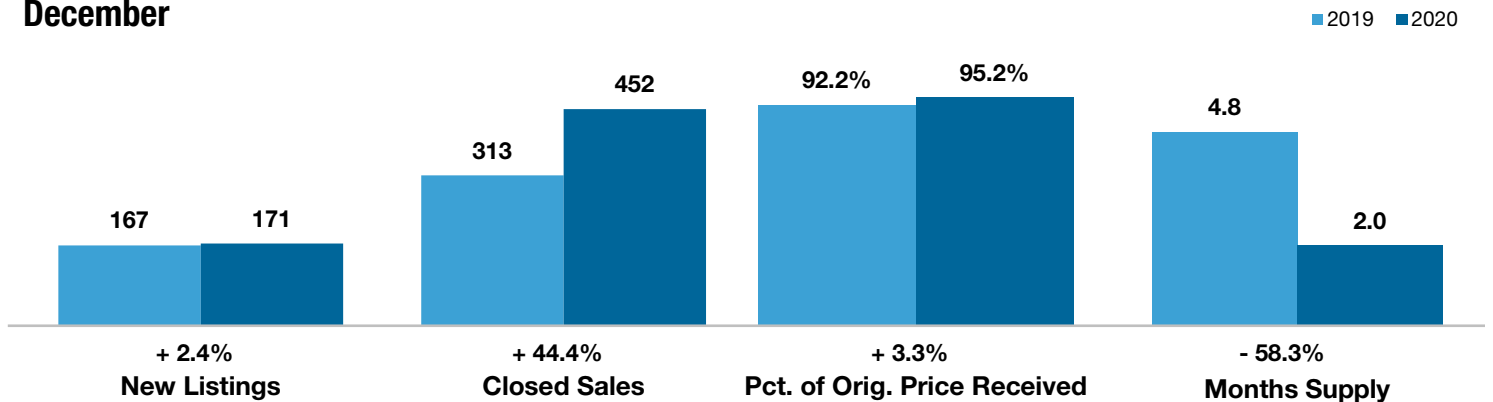


## 3 – Arrowhead Region

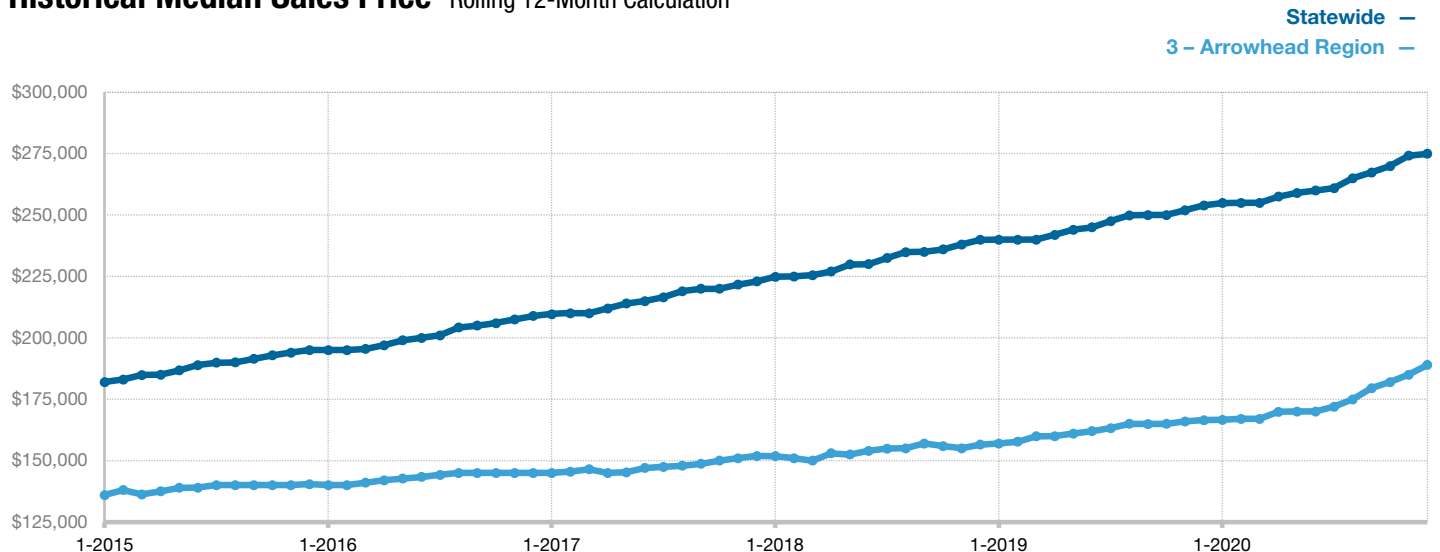
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	167	171	+ 2.4%	7,065	6,047	- 14.4%
Pending Sales	157	234	+ 49.0%	4,872	5,620	+ 15.4%
Closed Sales	313	452	+ 44.4%	4,917	5,519	+ 12.2%
Median Sales Price*	\$160,000	\$195,500	+ 22.2%	\$166,500	\$189,000	+ 13.5%
Percent of Original List Price Received*	92.2%	95.2%	+ 3.3%	94.0%	95.3%	+ 1.4%
Days on Market Until Sale	84	80	- 4.8%	81	79	- 2.5%
Months Supply of Inventory	4.8	2.0	- 58.3%	--	--	--

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### December



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



# Local Market Update for December 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

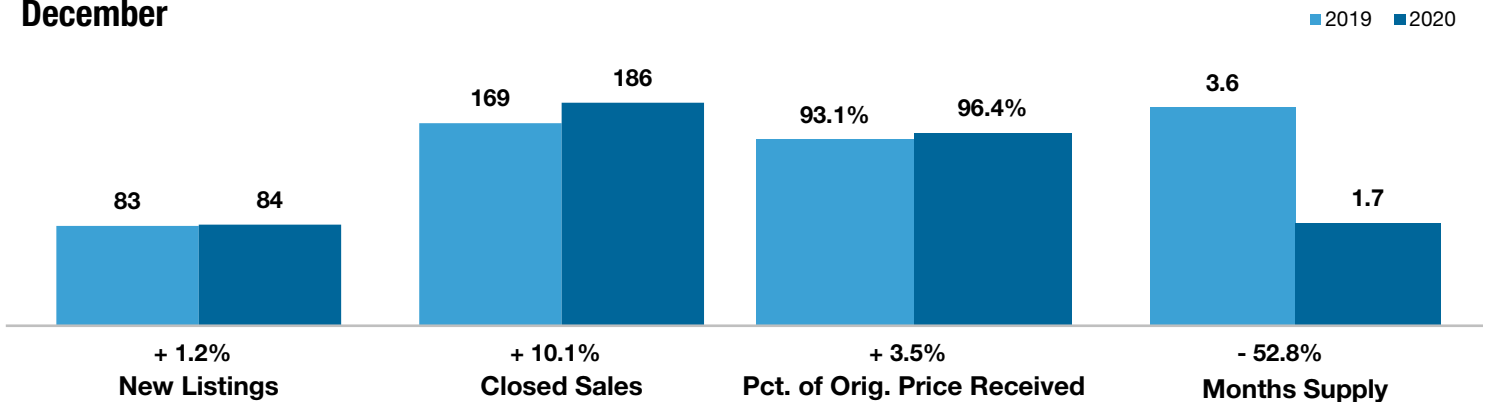


## 4 – West Central Region

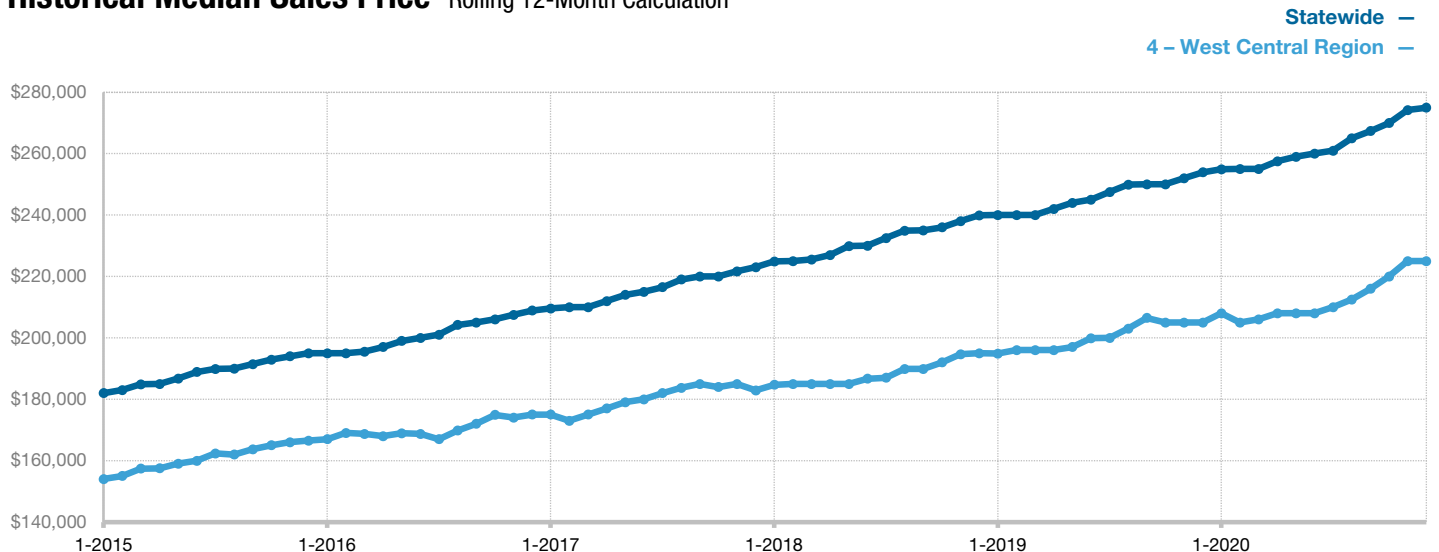
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	83	84	+ 1.2%	3,440	3,234	- 6.0%
Pending Sales	84	117	+ 39.3%	2,439	2,865	+ 17.5%
Closed Sales	169	186	+ 10.1%	2,449	2,815	+ 14.9%
Median Sales Price*	\$189,000	\$219,000	+ 15.9%	\$205,000	\$225,000	+ 9.8%
Percent of Original List Price Received*	93.1%	96.4%	+ 3.5%	94.5%	95.7%	+ 1.3%
Days on Market Until Sale	91	65	- 28.6%	71	66	- 7.0%
Months Supply of Inventory	3.6	1.7	- 52.8%	--	--	--

\* 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



# Local Market Update for December 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

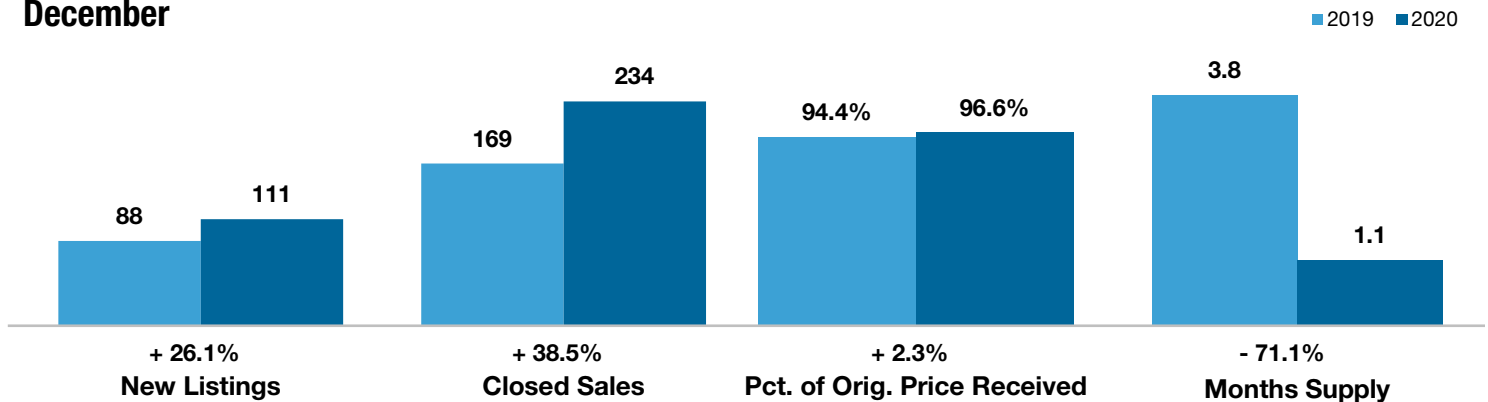


## 5 – North Central Region

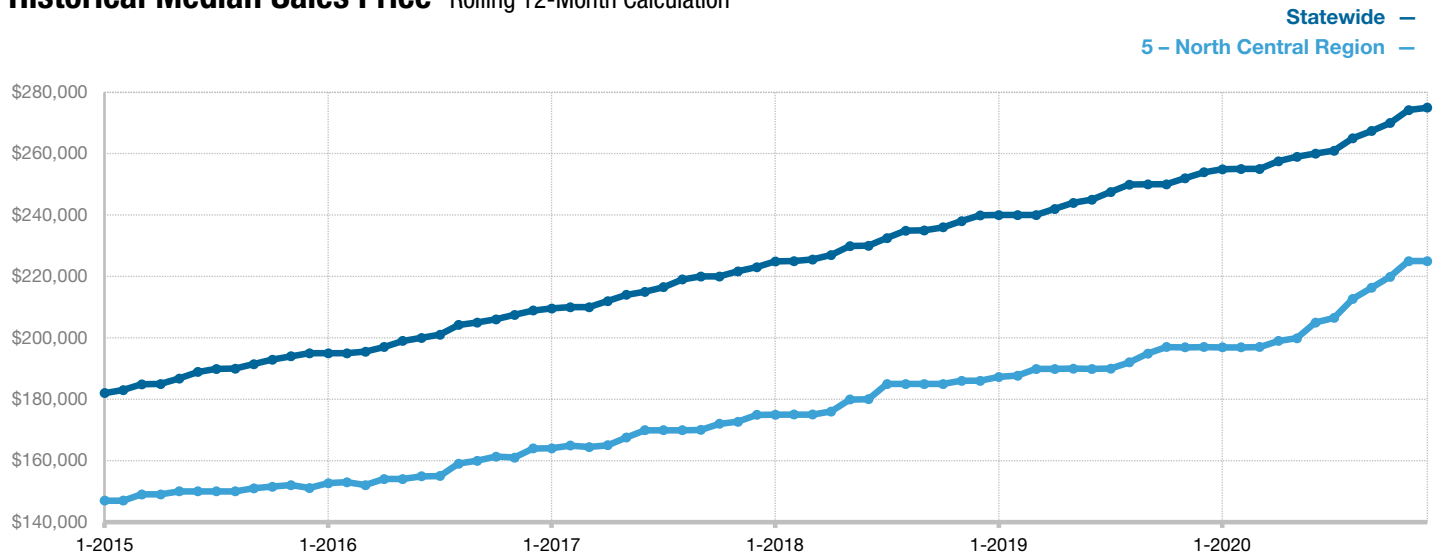
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	88	111	+ 26.1%	4,080	3,831	- 6.1%
Pending Sales	131	178	+ 35.9%	2,967	3,578	+ 20.6%
Closed Sales	169	234	+ 38.5%	2,988	3,480	+ 16.5%
Median Sales Price*	\$180,000	\$232,500	+ 29.2%	\$197,000	\$225,000	+ 14.2%
Percent of Original List Price Received*	94.4%	96.6%	+ 2.3%	94.8%	96.1%	+ 1.4%
Days on Market Until Sale	67	62	- 7.5%	70	67	- 4.3%
Months Supply of Inventory	3.8	1.1	- 71.1%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

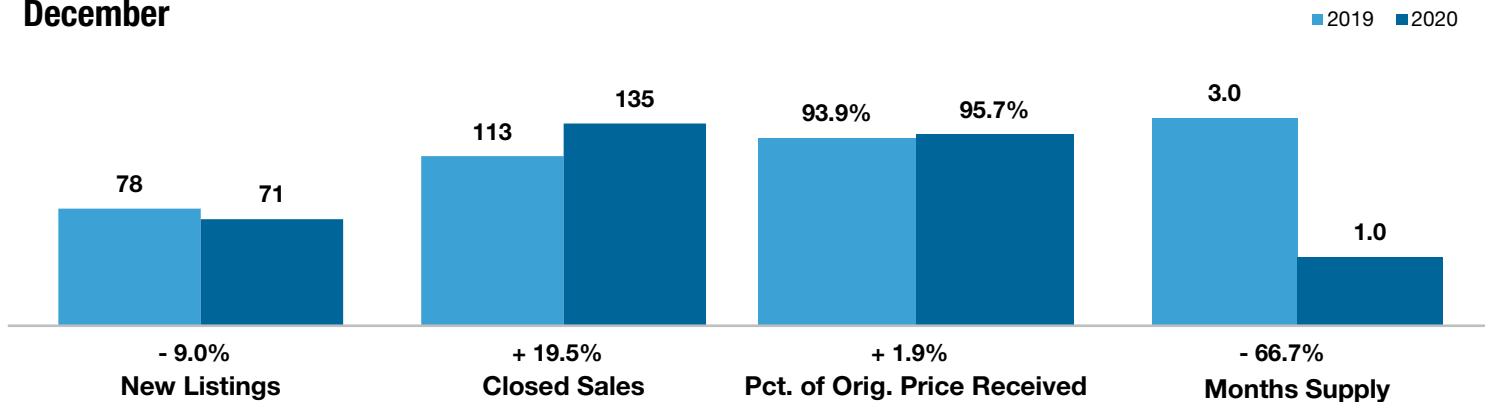


## 6E – Southwest Central Region

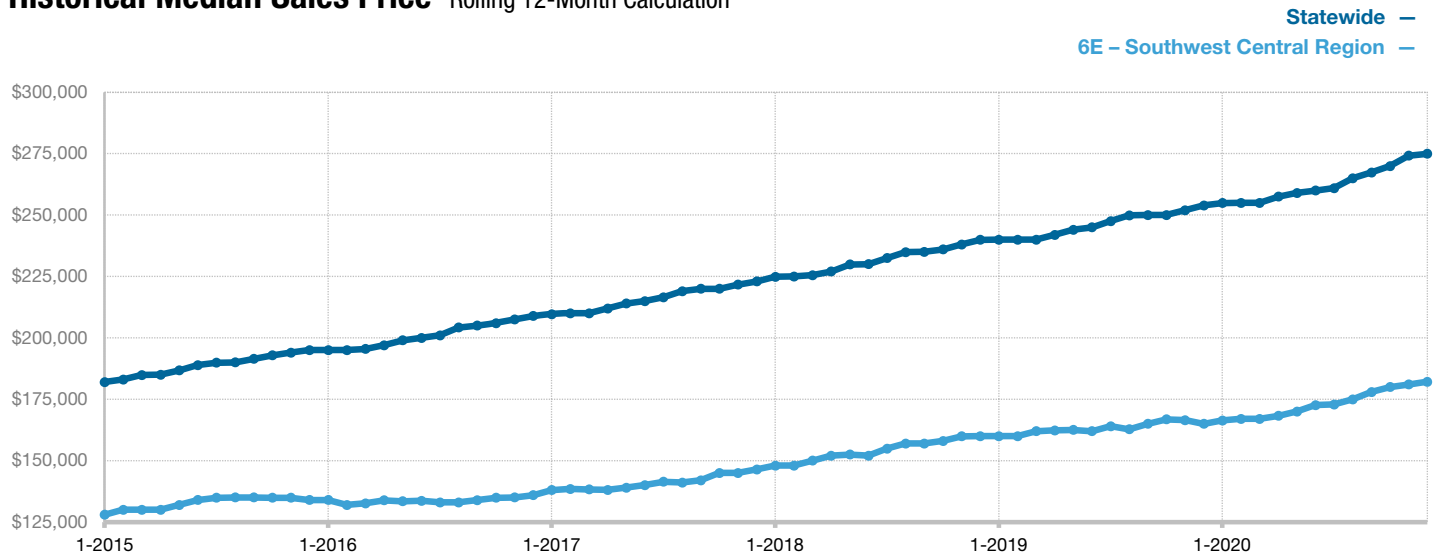
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	78	71	- 9.0%	1,943	1,741	- 10.4%
Pending Sales	68	102	+ 50.0%	1,559	1,680	+ 7.8%
Closed Sales	113	135	+ 19.5%	1,579	1,637	+ 3.7%
Median Sales Price*	\$159,700	\$179,000	+ 12.1%	\$165,000	\$182,150	+ 10.4%
Percent of Original List Price Received*	93.9%	95.7%	+ 1.9%	95.4%	96.5%	+ 1.2%
Days on Market Until Sale	76	57	- 25.0%	67	61	- 9.0%
Months Supply of Inventory	3.0	1.0	- 66.7%	--	--	--

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### December



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



# Local Market Update for December 2020

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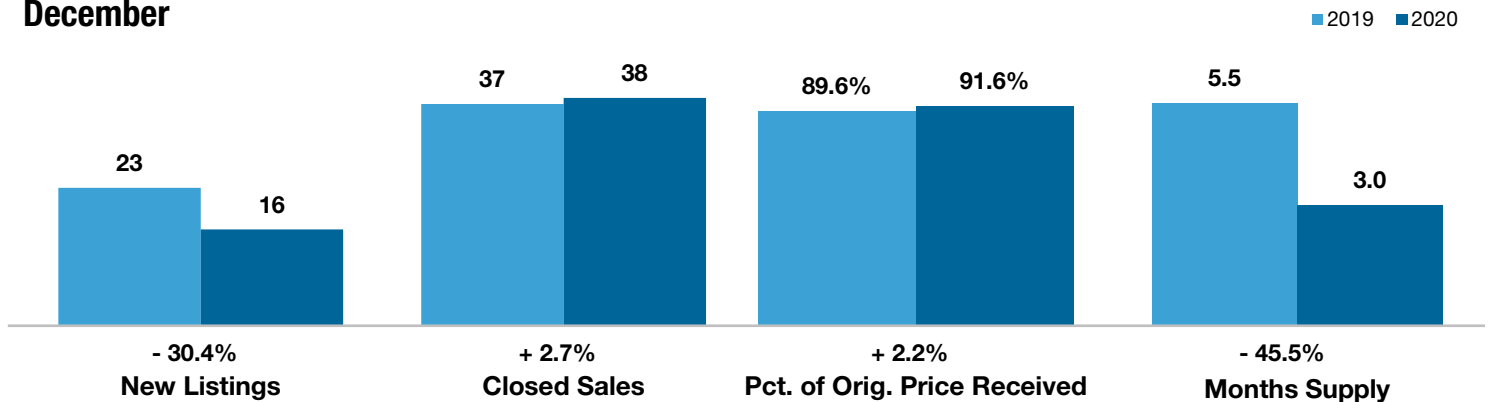


## 6W – Upper Minnesota Valley Region

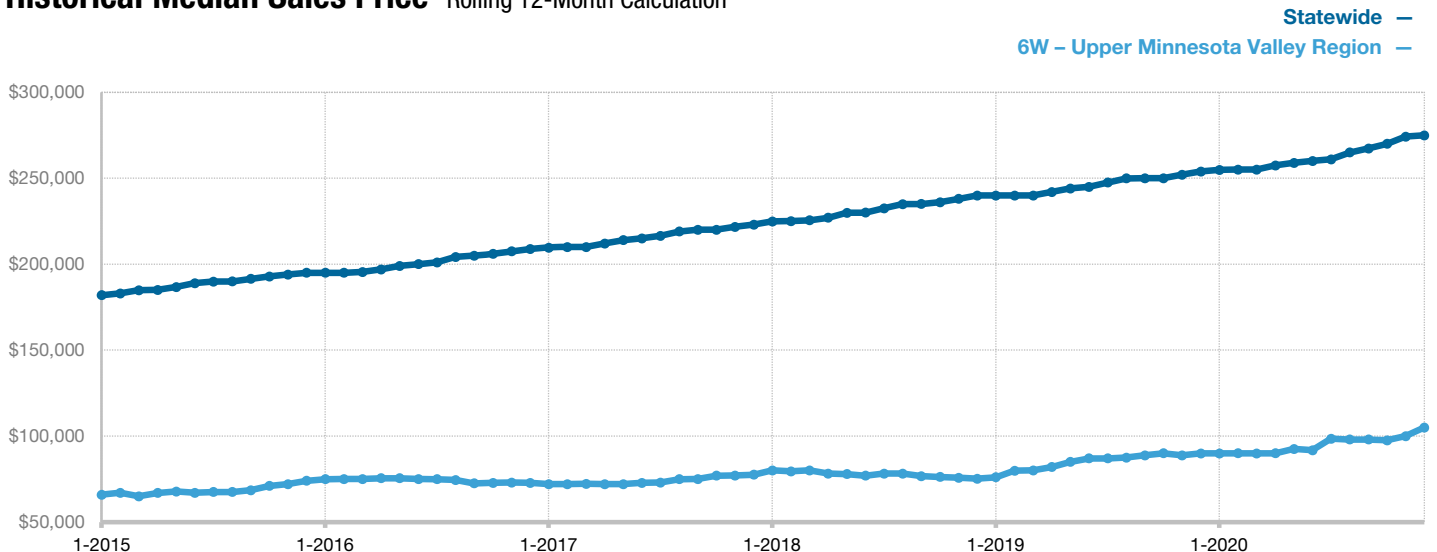
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	23	16	- 30.4%	554	494	- 10.8%
Pending Sales	27	48	+ 77.8%	396	431	+ 8.8%
Closed Sales	37	38	+ 2.7%	399	406	+ 1.8%
Median Sales Price*	\$88,500	\$113,000	+ 27.7%	\$89,900	\$105,000	+ 16.8%
Percent of Original List Price Received*	89.6%	91.6%	+ 2.2%	90.5%	90.4%	- 0.1%
Days on Market Until Sale	110	87	- 20.9%	116	100	- 13.8%
Months Supply of Inventory	5.5	3.0	- 45.5%	--	--	--

\* 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





# Local Market Update for December 2020

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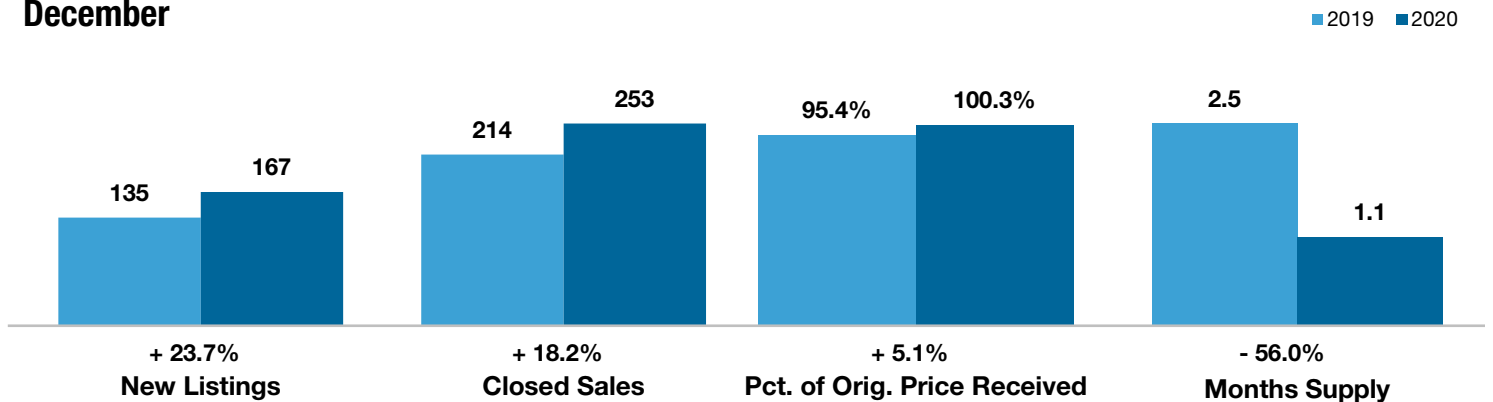


## 7E – East Central Region

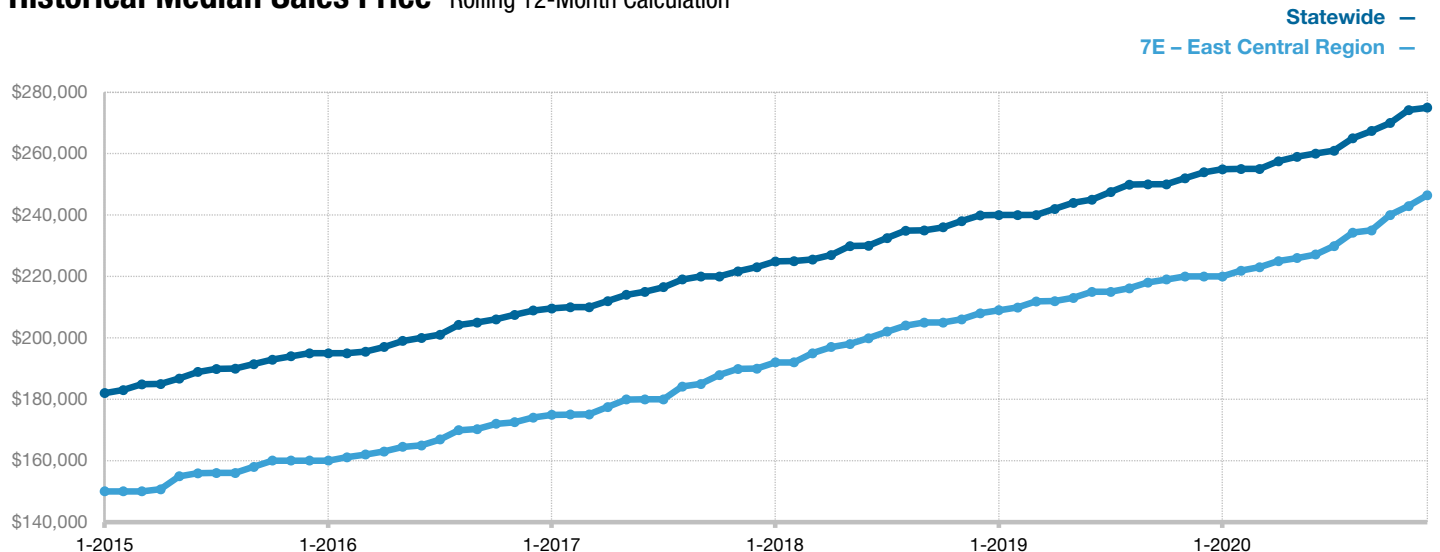
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	135	<b>167</b>	+ 23.7%	3,824	<b>3,689</b>	- 3.5%
Pending Sales	140	<b>160</b>	+ 14.3%	2,907	<b>3,335</b>	+ 14.7%
Closed Sales	214	<b>253</b>	+ 18.2%	2,927	<b>3,239</b>	+ 10.7%
Median Sales Price*	\$215,000	<b>\$262,250</b>	+ 22.0%	\$220,000	<b>\$246,500</b>	+ 12.0%
Percent of Original List Price Received*	95.4%	<b>100.3%</b>	+ 5.1%	97.1%	<b>98.9%</b>	+ 1.9%
Days on Market Until Sale	57	<b>38</b>	- 33.3%	53	<b>45</b>	- 15.1%
Months Supply of Inventory	2.5	<b>1.1</b>	- 56.0%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2020

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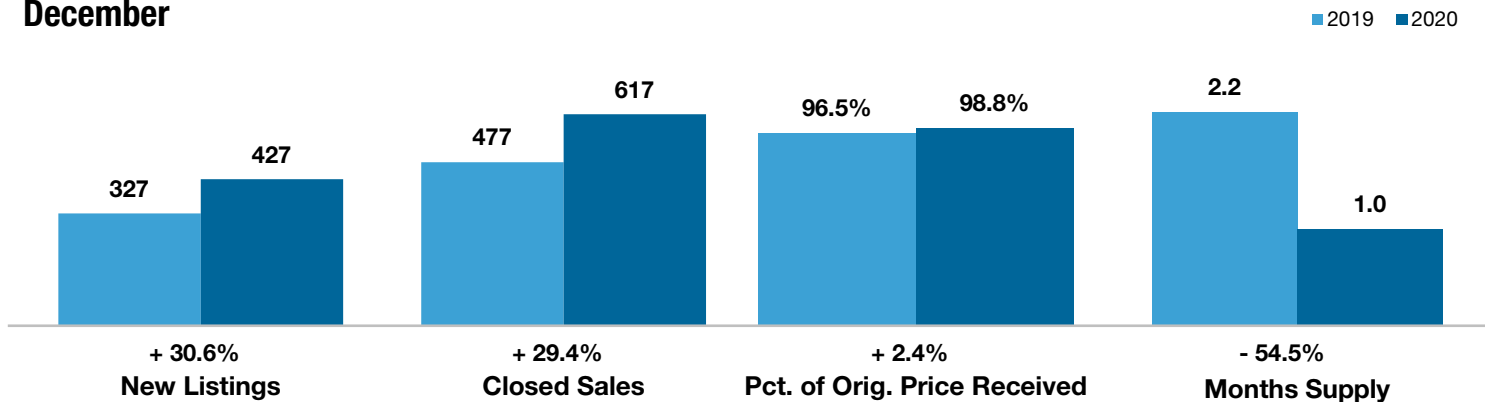


## 7W – Central Region

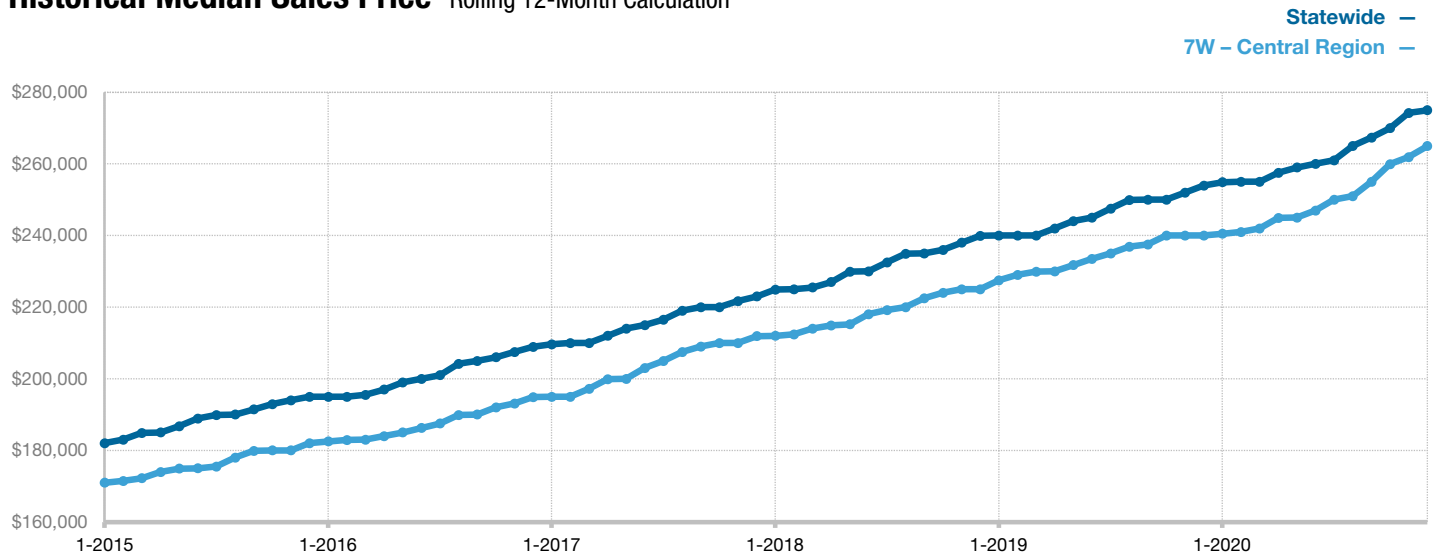
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	327	427	+ 30.6%	9,617	9,621	+ 0.0%
Pending Sales	339	417	+ 23.0%	7,247	8,290	+ 14.4%
Closed Sales	477	617	+ 29.4%	7,240	8,057	+ 11.3%
Median Sales Price*	\$235,000	\$273,425	+ 16.4%	\$240,000	\$265,000	+ 10.4%
Percent of Original List Price Received*	96.5%	98.8%	+ 2.4%	97.8%	98.9%	+ 1.1%
Days on Market Until Sale	57	38	- 33.3%	49	43	- 12.2%
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

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### December



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



# Local Market Update for December 2020

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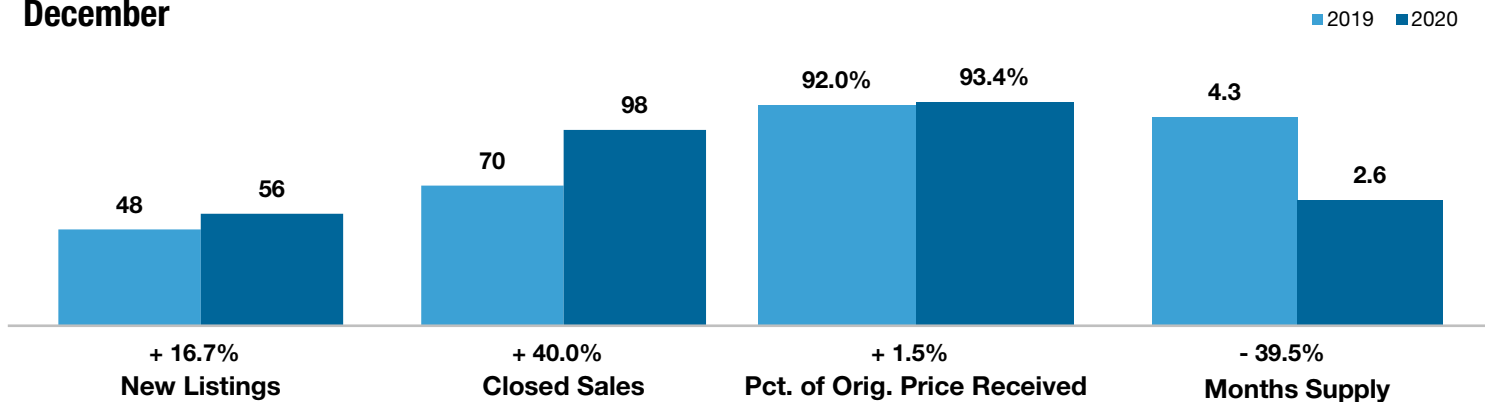


## 8 – Southwest Region

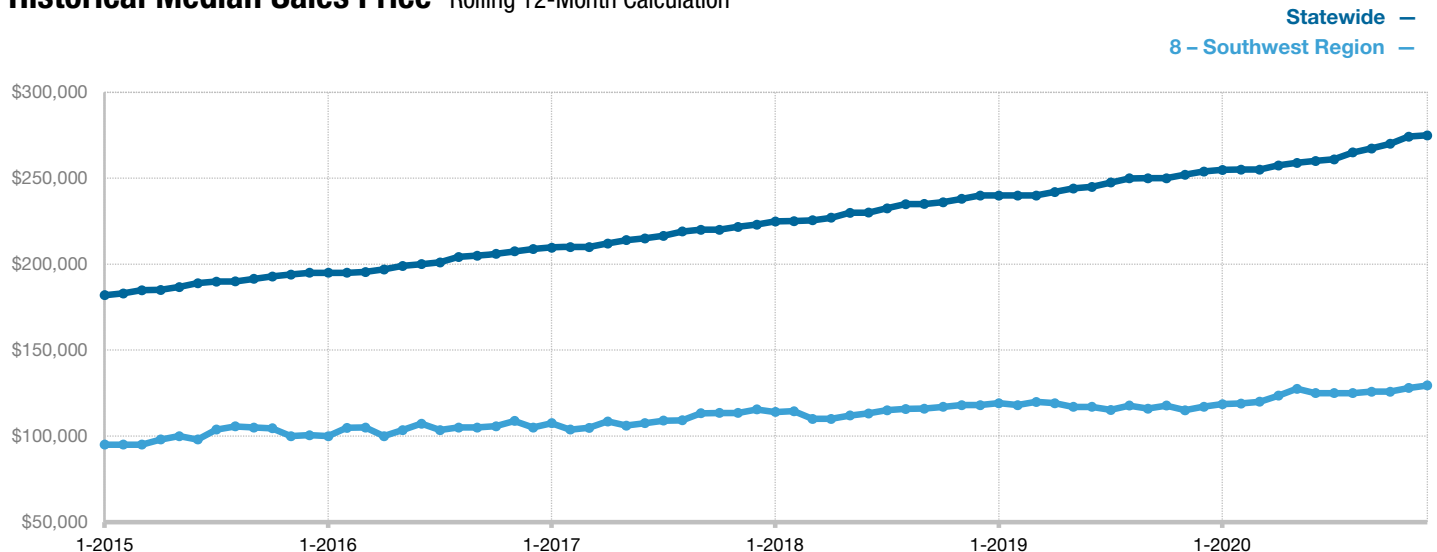
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	48	56	+ 16.7%	1,284	1,285	+ 0.1%
Pending Sales	50	63	+ 26.0%	980	1,160	+ 18.4%
Closed Sales	70	98	+ 40.0%	969	1,138	+ 17.4%
Median Sales Price*	\$127,500	\$137,700	+ 8.0%	\$117,125	\$129,500	+ 10.6%
Percent of Original List Price Received*	92.0%	93.4%	+ 1.5%	91.6%	92.5%	+ 1.0%
Days on Market Until Sale	74	62	- 16.2%	93	82	- 11.8%
Months Supply of Inventory	4.3	2.6	- 39.5%	--	--	--

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### December



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



# Local Market Update for December 2020

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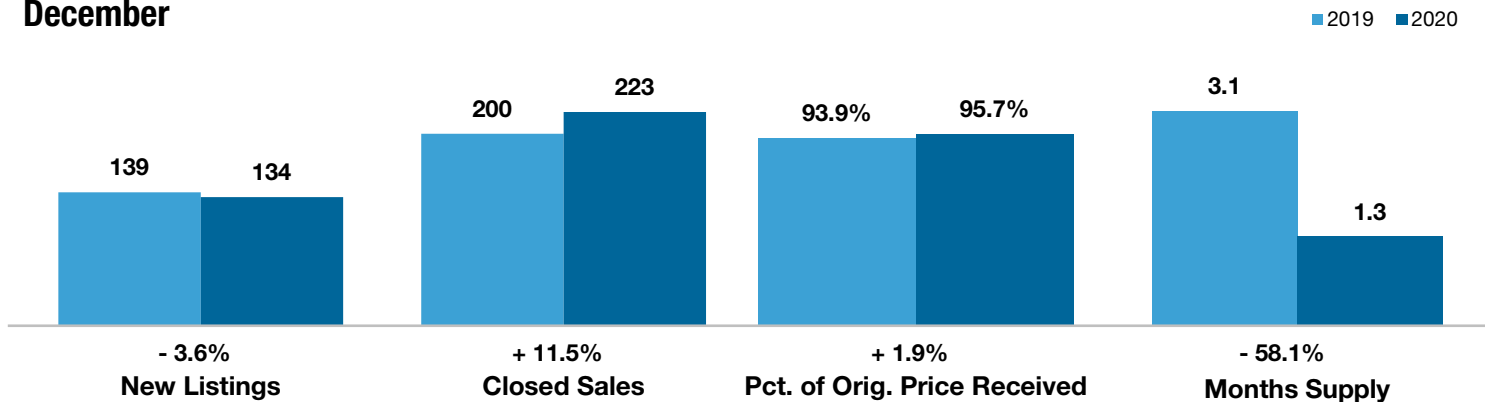


## 9 – South Central Region

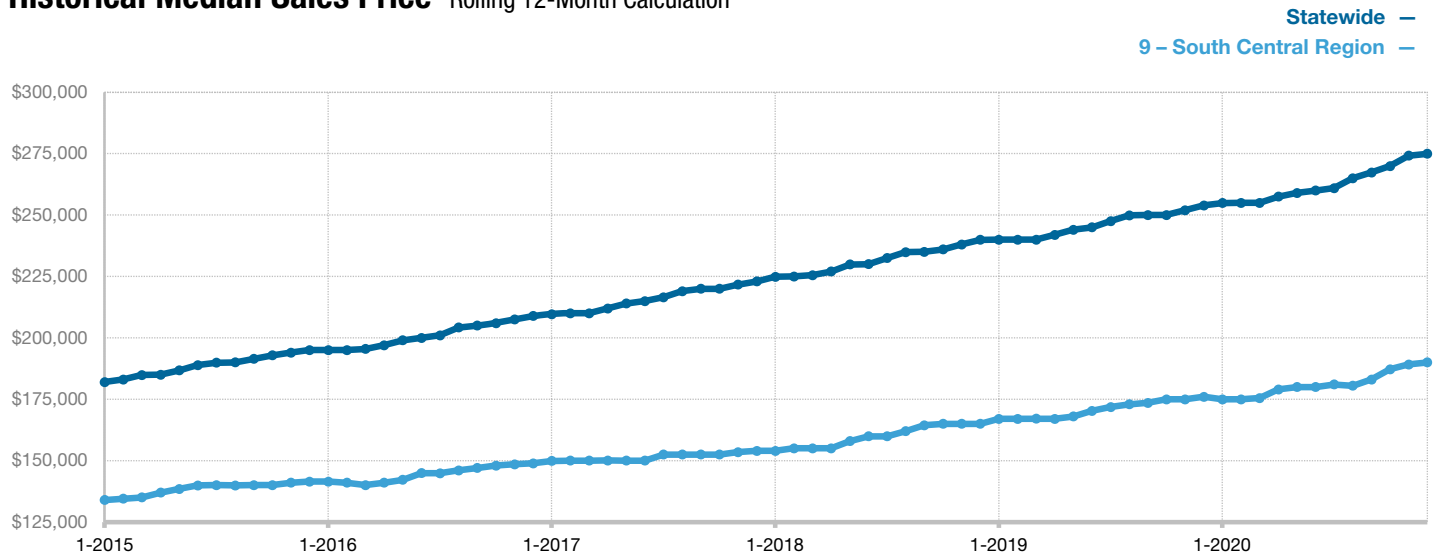
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	139	134	- 3.6%	3,782	3,396	- 10.2%
Pending Sales	155	175	+ 12.9%	3,001	3,334	+ 11.1%
Closed Sales	200	223	+ 11.5%	2,979	3,294	+ 10.6%
Median Sales Price*	\$169,500	\$185,000	+ 9.1%	\$176,000	\$190,000	+ 8.0%
Percent of Original List Price Received*	93.9%	95.7%	+ 1.9%	95.1%	96.3%	+ 1.3%
Days on Market Until Sale	90	83	- 7.8%	92	92	0.0%
Months Supply of Inventory	3.1	1.3	- 58.1%	--	--	--

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### December



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



# Local Market Update for December 2020

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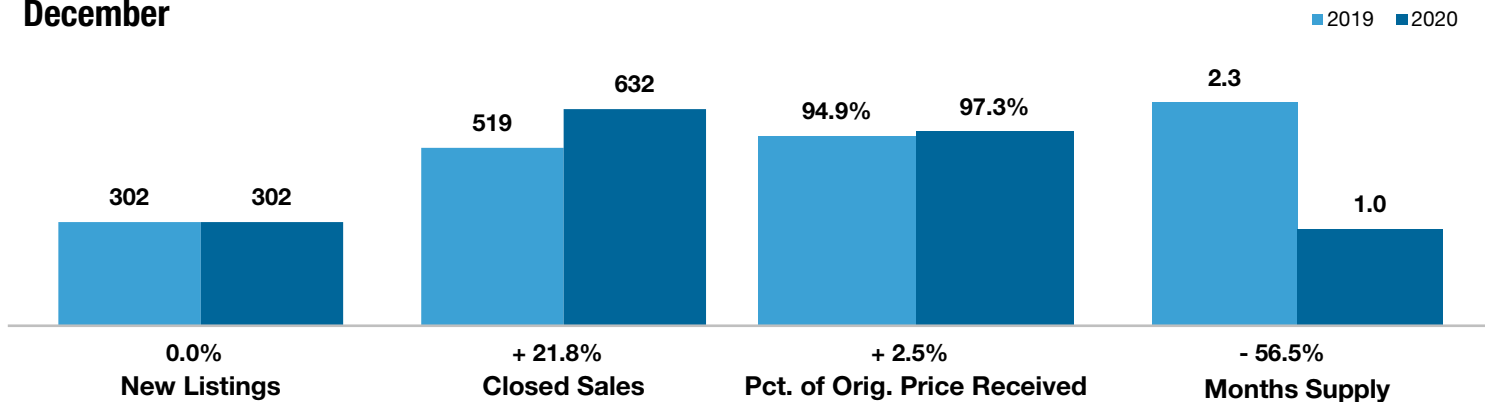


## 10 – Southeast Region

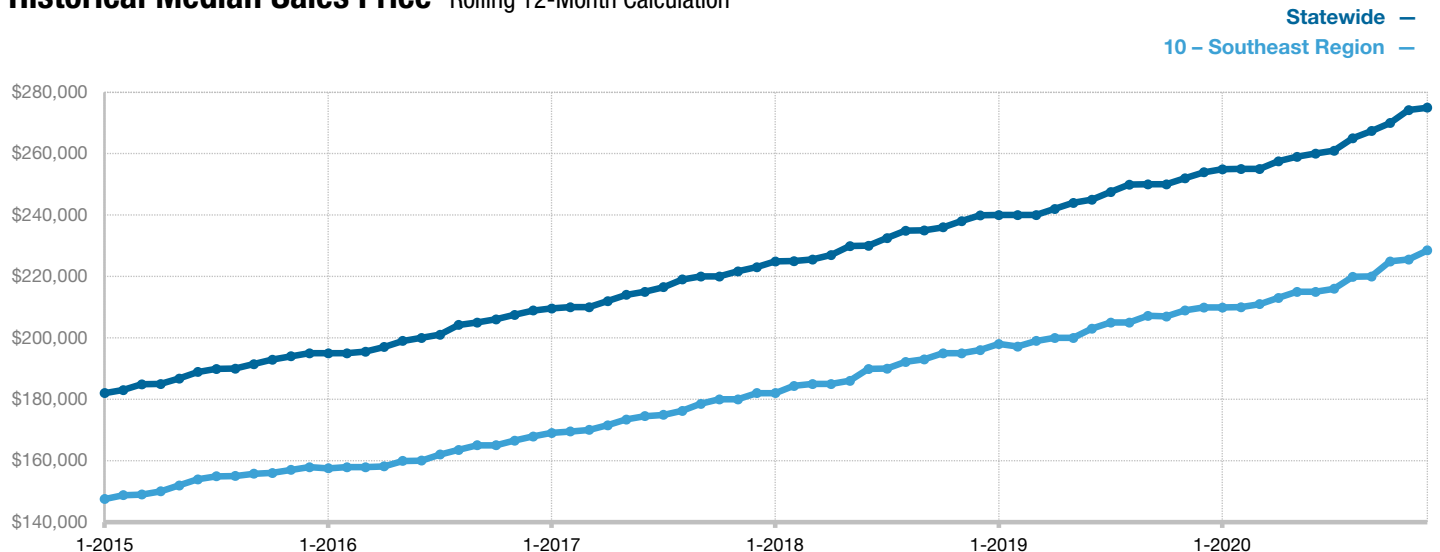
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	302	302	0.0%	8,271	7,881	- 4.7%
Pending Sales	384	425	+ 10.7%	6,968	7,505	+ 7.7%
Closed Sales	519	632	+ 21.8%	6,947	7,440	+ 7.1%
Median Sales Price*	\$200,000	\$235,000	+ 17.5%	\$209,900	\$228,500	+ 8.9%
Percent of Original List Price Received*	94.9%	97.3%	+ 2.5%	96.9%	97.8%	+ 0.9%
Days on Market Until Sale	65	50	- 23.1%	55	52	- 5.5%
Months Supply of Inventory	2.3	1.0	- 56.5%	--	--	--

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### December



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



# Local Market Update for December 2020

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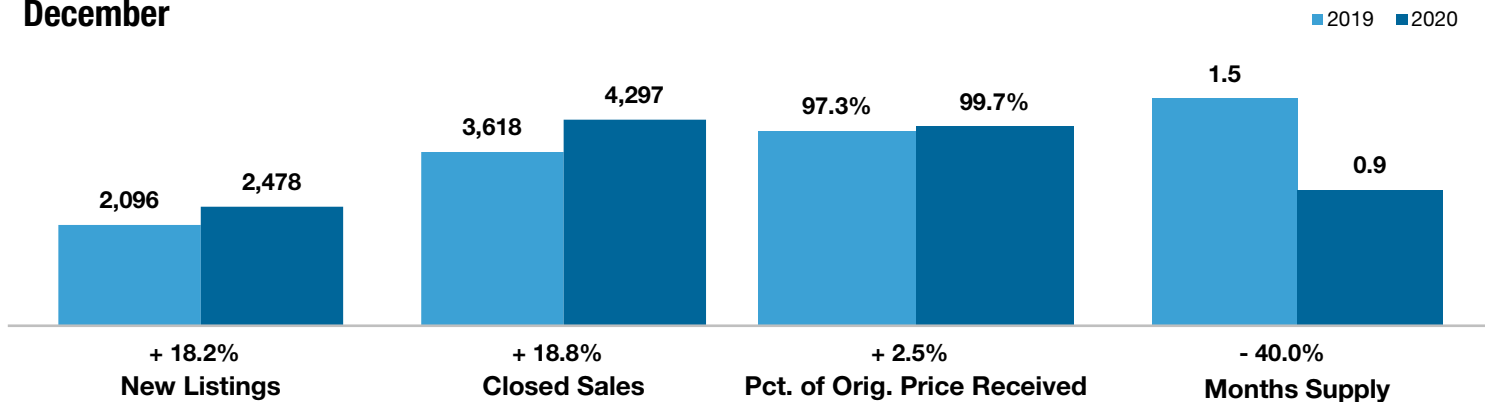


## 11 – 7-County Twin Cities Region

Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	2,096	<b>2,478</b>	+ 18.2%	63,806	<b>63,788</b>	- 0.0%
Pending Sales	2,696	<b>3,101</b>	+ 15.0%	50,595	<b>54,983</b>	+ 8.7%
Closed Sales	3,618	<b>4,297</b>	+ 18.8%	50,514	<b>53,948</b>	+ 6.8%
Median Sales Price*	\$285,000	<b>\$310,750</b>	+ 9.0%	\$288,000	<b>\$311,750</b>	+ 8.2%
Percent of Original List Price Received*	97.3%	<b>99.7%</b>	+ 2.5%	98.9%	<b>99.9%</b>	+ 1.0%
Days on Market Until Sale	44	<b>32</b>	- 27.3%	37	<b>34</b>	- 8.1%
Months Supply of Inventory	1.5	<b>0.9</b>	- 40.0%	--	<b>--</b>	--

\* 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

