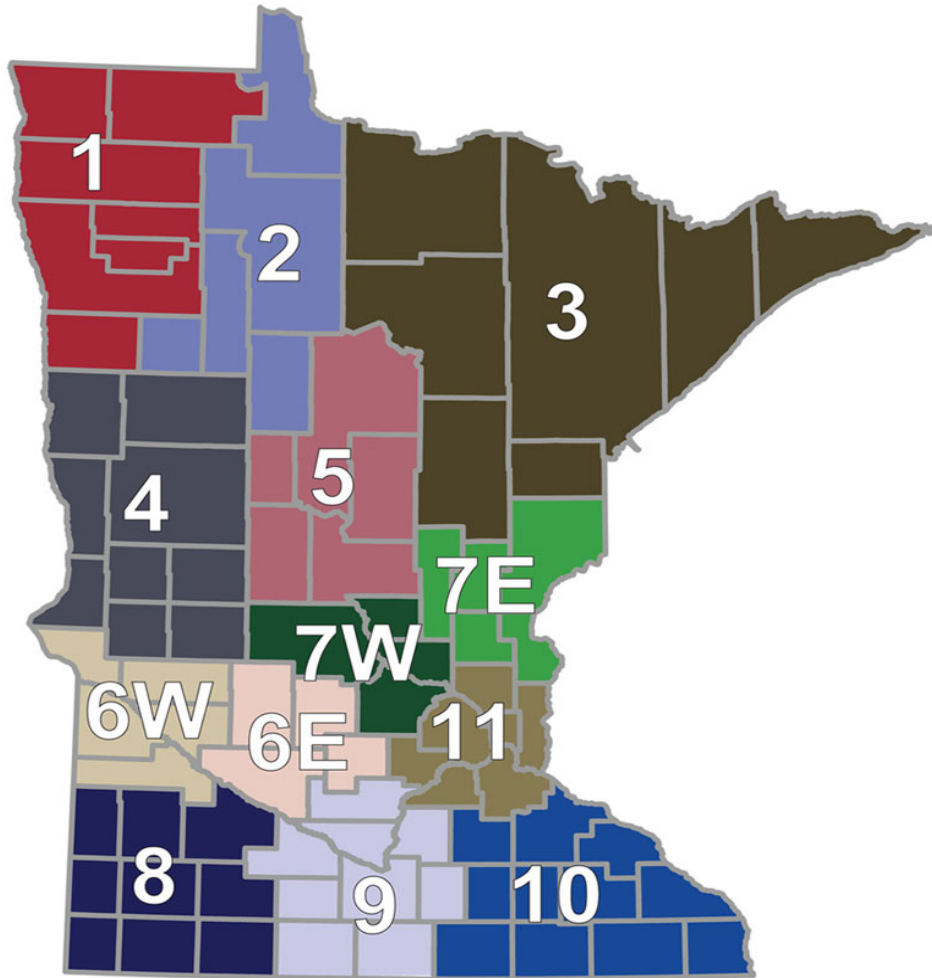


Minnesota Regional Development Organizations



- 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 February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

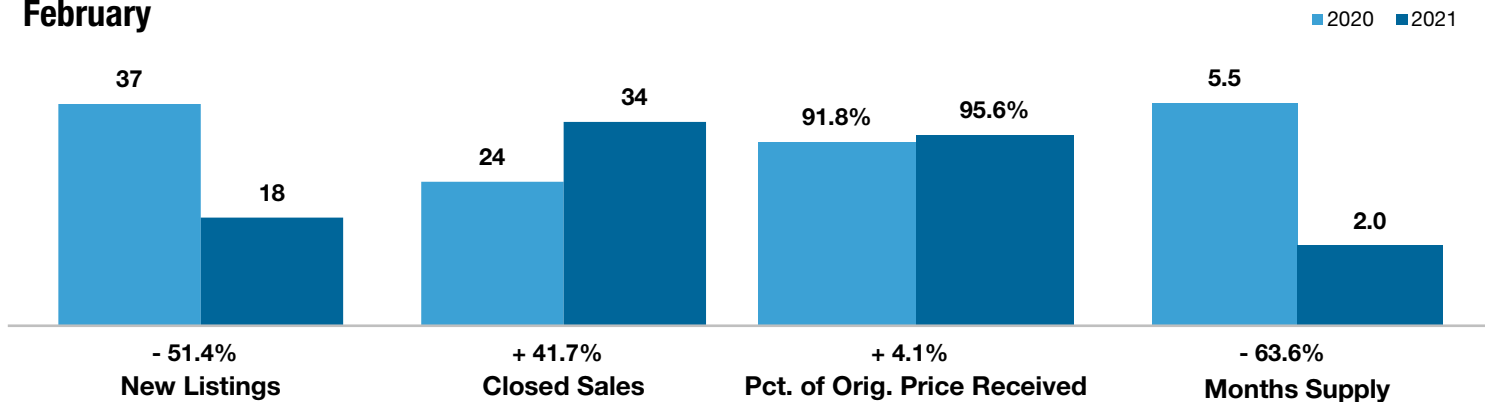


1 – Northwest Region

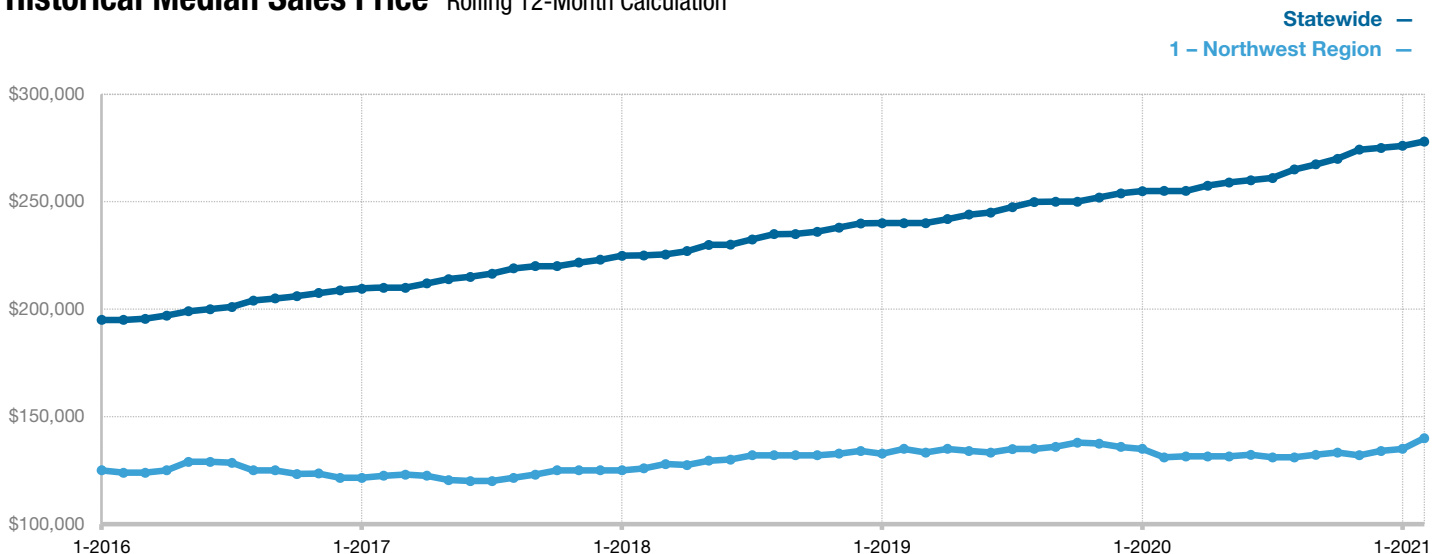
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	37	18	- 51.4%	78	46	- 41.0%
Pending Sales	24	39	+ 62.5%	60	70	+ 16.7%
Closed Sales	24	34	+ 41.7%	53	75	+ 41.5%
Median Sales Price*	\$103,500	\$158,500	+ 53.1%	\$90,000	\$145,000	+ 61.1%
Percent of Original List Price Received*	91.8%	95.6%	+ 4.1%	91.7%	94.5%	+ 3.1%
Days on Market Until Sale	84	69	- 17.9%	80	66	- 17.5%
Months Supply of Inventory	5.5	2.0	- 63.6%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

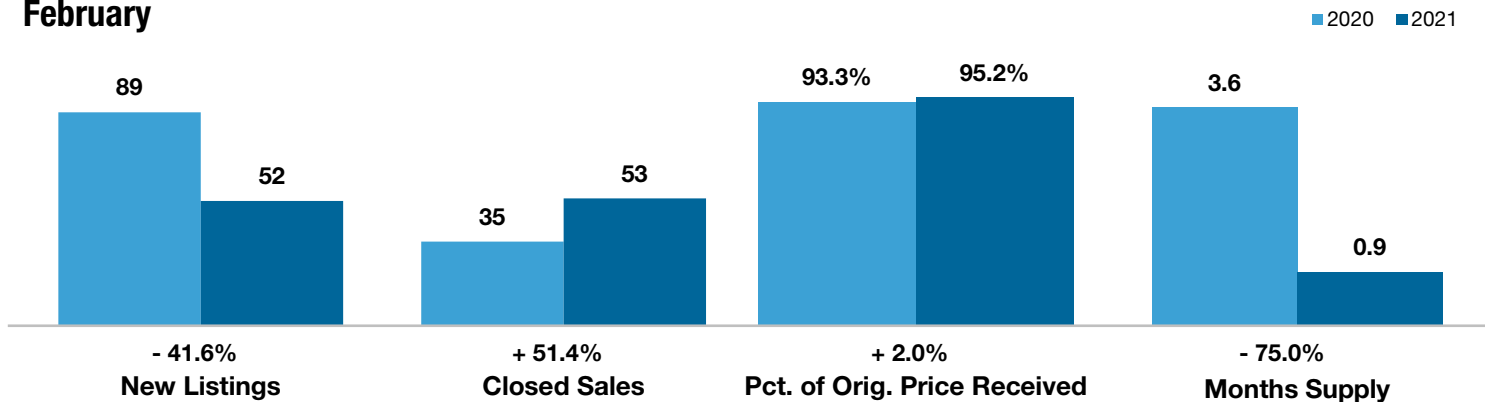


2 – Headwaters Region

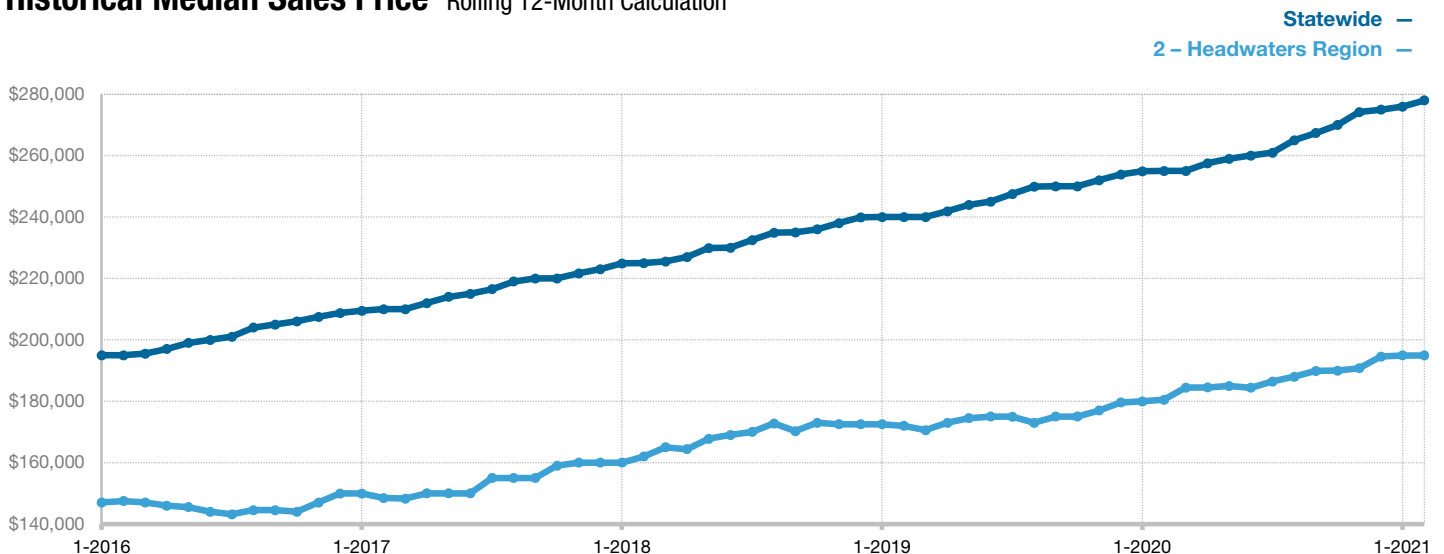
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	89	52	- 41.6%	148	104	- 29.7%
Pending Sales	60	62	+ 3.3%	104	127	+ 22.1%
Closed Sales	35	53	+ 51.4%	79	113	+ 43.0%
Median Sales Price*	\$188,250	\$184,750	- 1.9%	\$177,750	\$187,500	+ 5.5%
Percent of Original List Price Received*	93.3%	95.2%	+ 2.0%	93.4%	95.5%	+ 2.2%
Days on Market Until Sale	70	63	- 10.0%	73	72	- 1.4%
Months Supply of Inventory	3.6	0.9	- 75.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

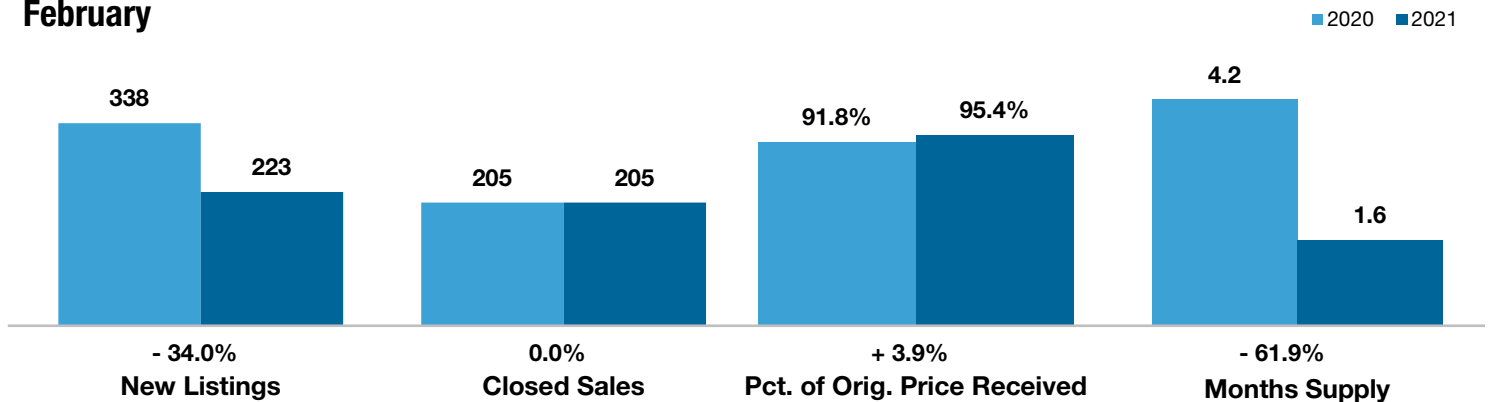


3 – Arrowhead Region

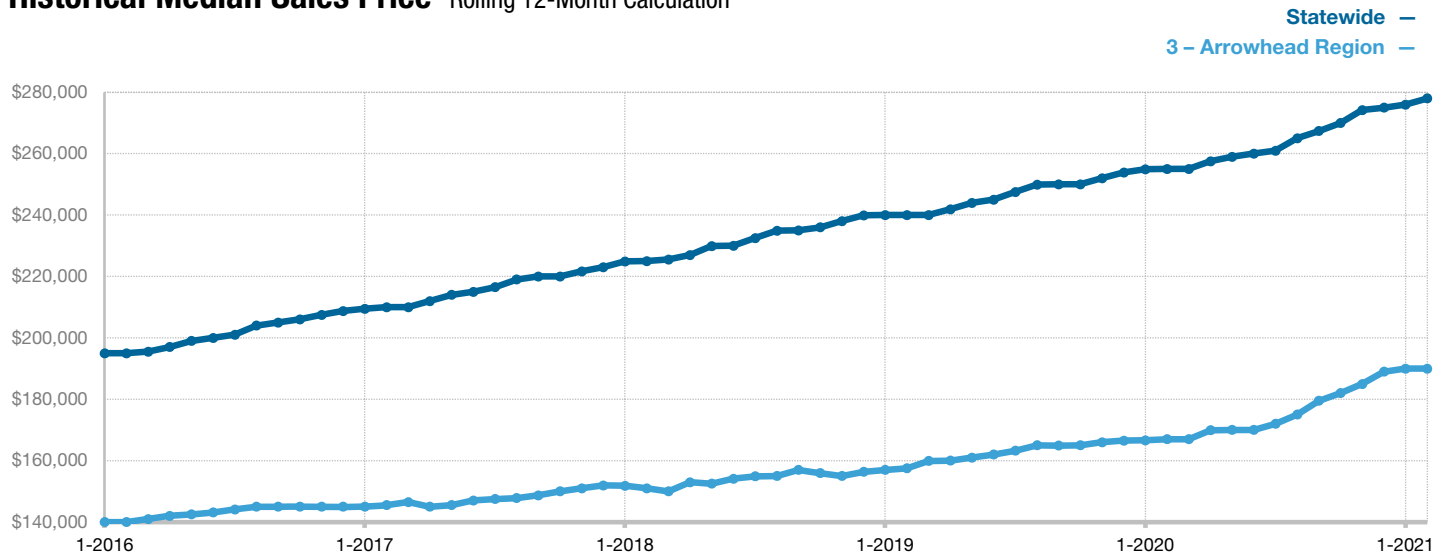
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	338	223	- 34.0%	639	427	- 33.2%
Pending Sales	286	225	- 21.3%	531	454	- 14.5%
Closed Sales	205	205	0.0%	405	482	+ 19.0%
Median Sales Price*	\$153,750	\$171,000	+ 11.2%	\$151,000	\$179,500	+ 18.9%
Percent of Original List Price Received*	91.8%	95.4%	+ 3.9%	91.8%	94.8%	+ 3.3%
Days on Market Until Sale	102	82	- 19.6%	97	76	- 21.6%
Months Supply of Inventory	4.2	1.6	- 61.9%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

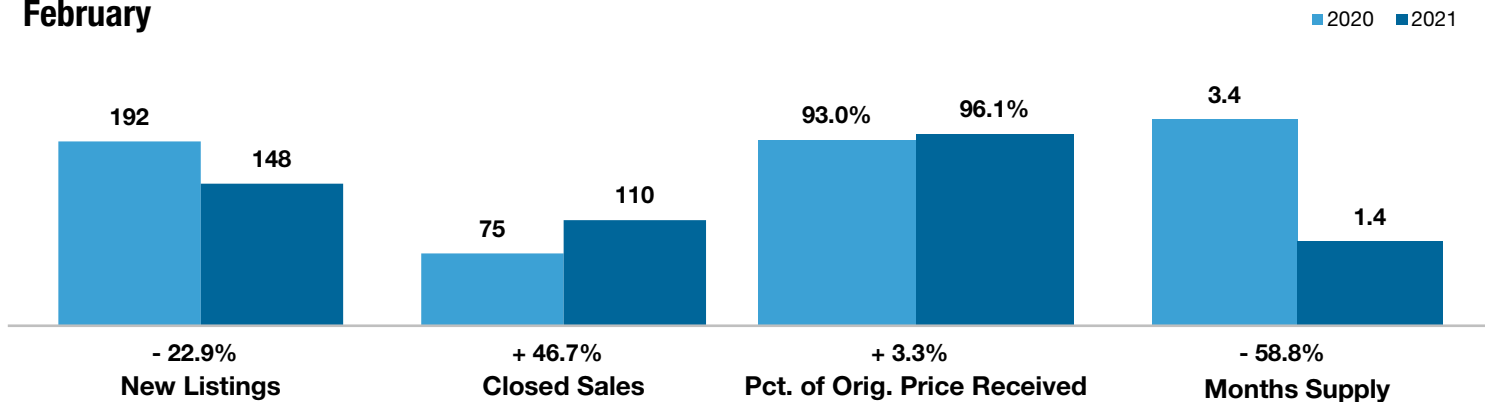


4 – West Central Region

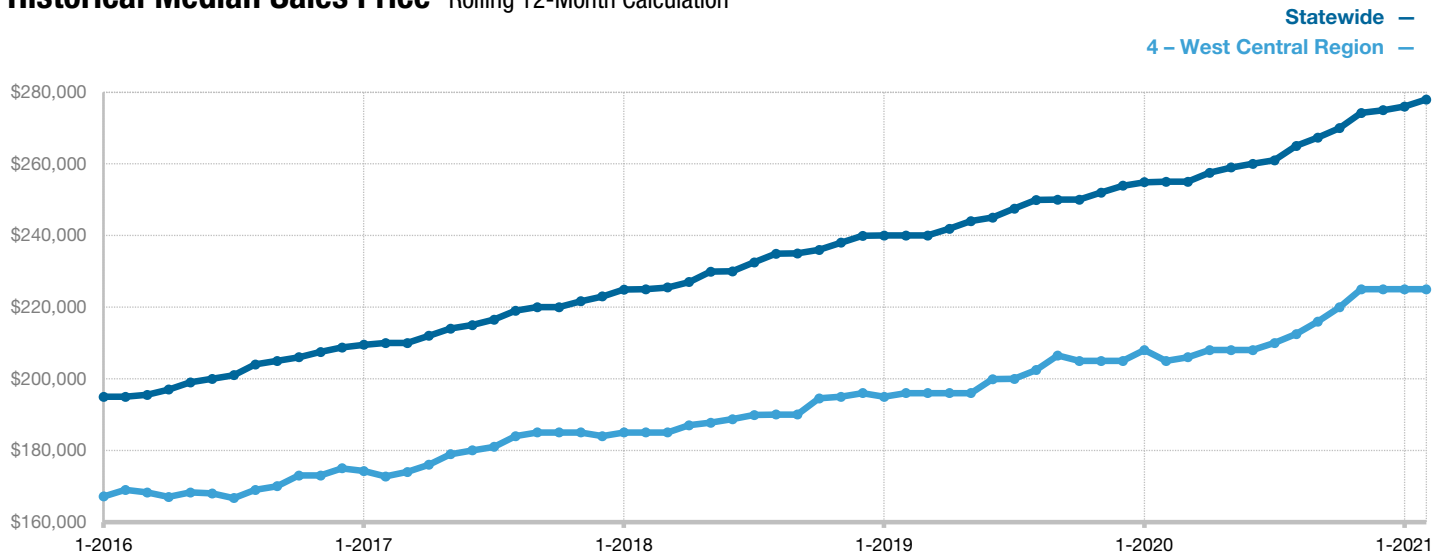
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	192	148	- 22.9%	348	266	- 23.6%
Pending Sales	133	158	+ 18.8%	236	284	+ 20.3%
Closed Sales	75	110	+ 46.7%	188	229	+ 21.8%
Median Sales Price*	\$150,000	\$200,750	+ 33.8%	\$185,000	\$200,000	+ 8.1%
Percent of Original List Price Received*	93.0%	96.1%	+ 3.3%	94.3%	94.6%	+ 0.3%
Days on Market Until Sale	95	71	- 25.3%	80	65	- 18.8%
Months Supply of Inventory	3.4	1.4	- 58.8%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

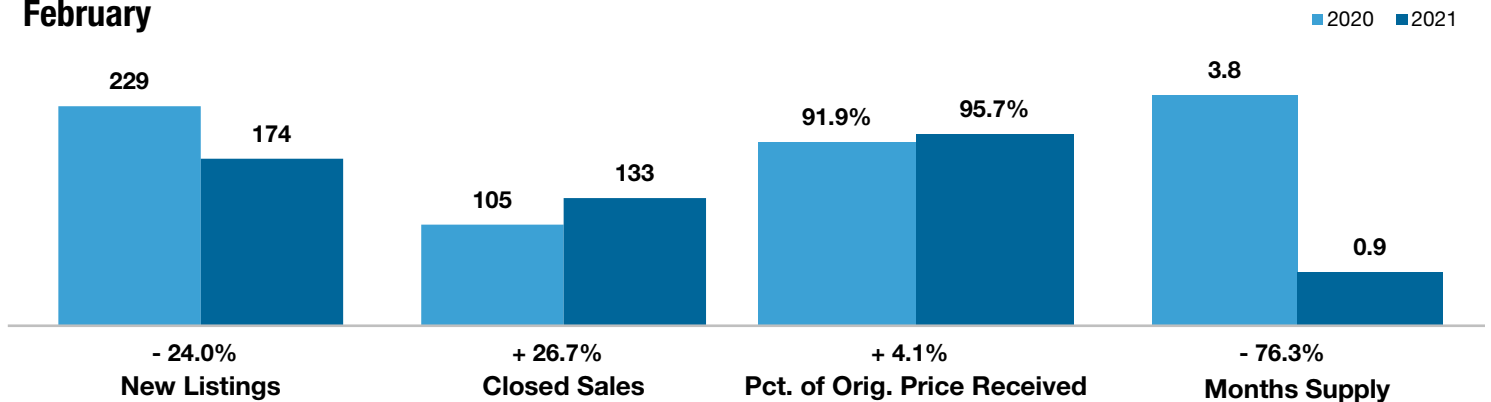


5 – North Central Region

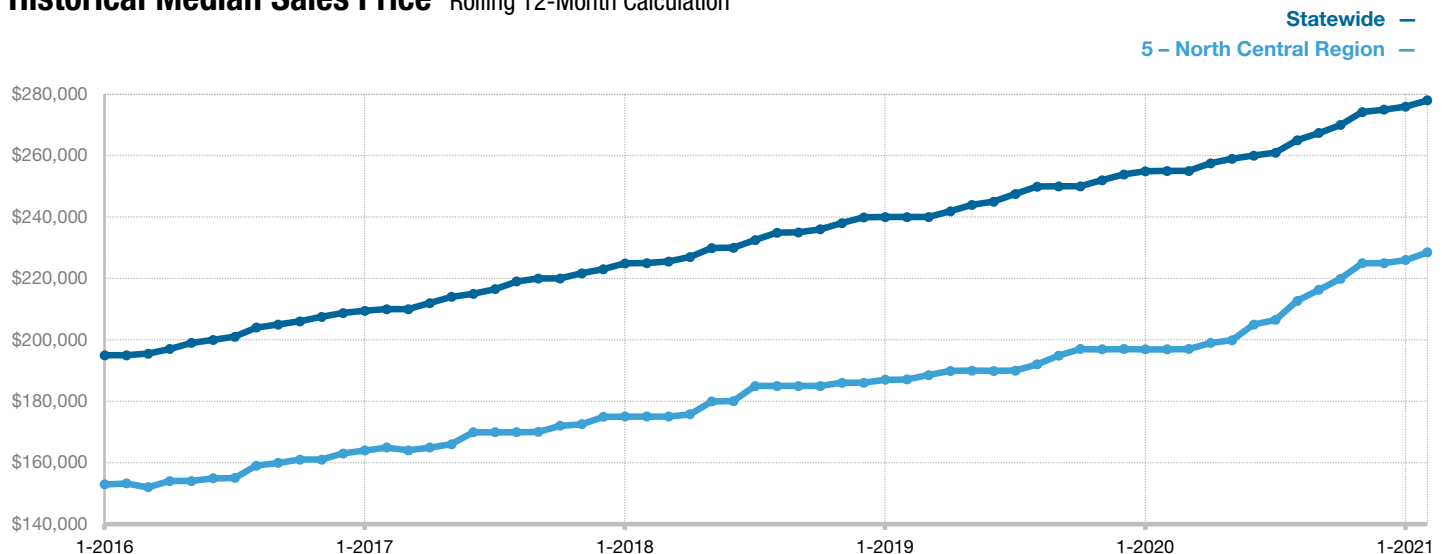
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	229	174	- 24.0%	415	318	- 23.4%
Pending Sales	143	164	+ 14.7%	287	321	+ 11.8%
Closed Sales	105	133	+ 26.7%	238	312	+ 31.1%
Median Sales Price*	\$170,000	\$220,000	+ 29.4%	\$164,900	\$207,000	+ 25.5%
Percent of Original List Price Received*	91.9%	95.7%	+ 4.1%	92.5%	95.9%	+ 3.7%
Days on Market Until Sale	108	61	- 43.5%	95	61	- 35.8%
Months Supply of Inventory	3.8	0.9	- 76.3%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Current as of March 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

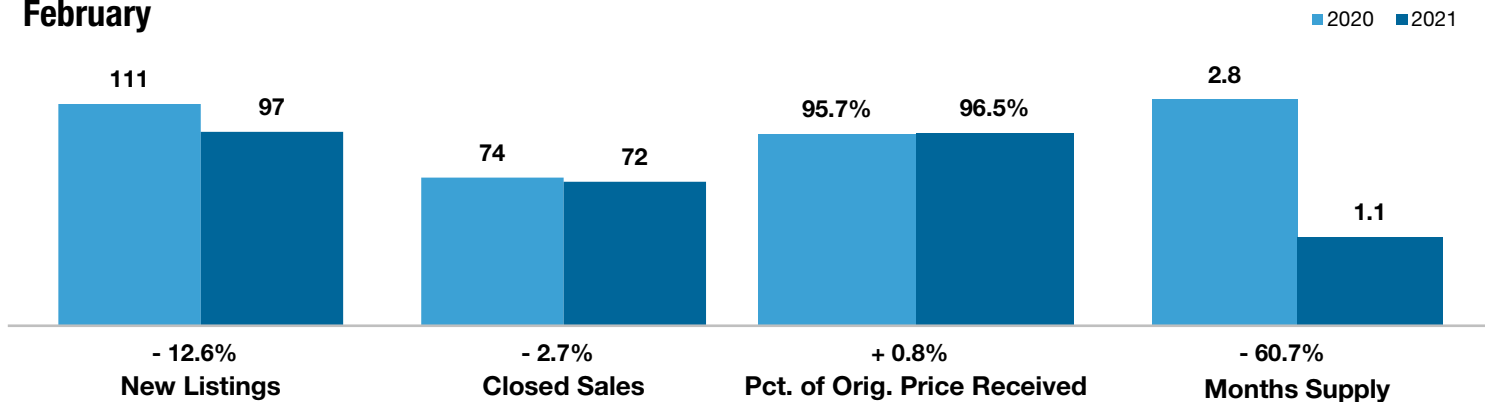


6E – Southwest Central Region

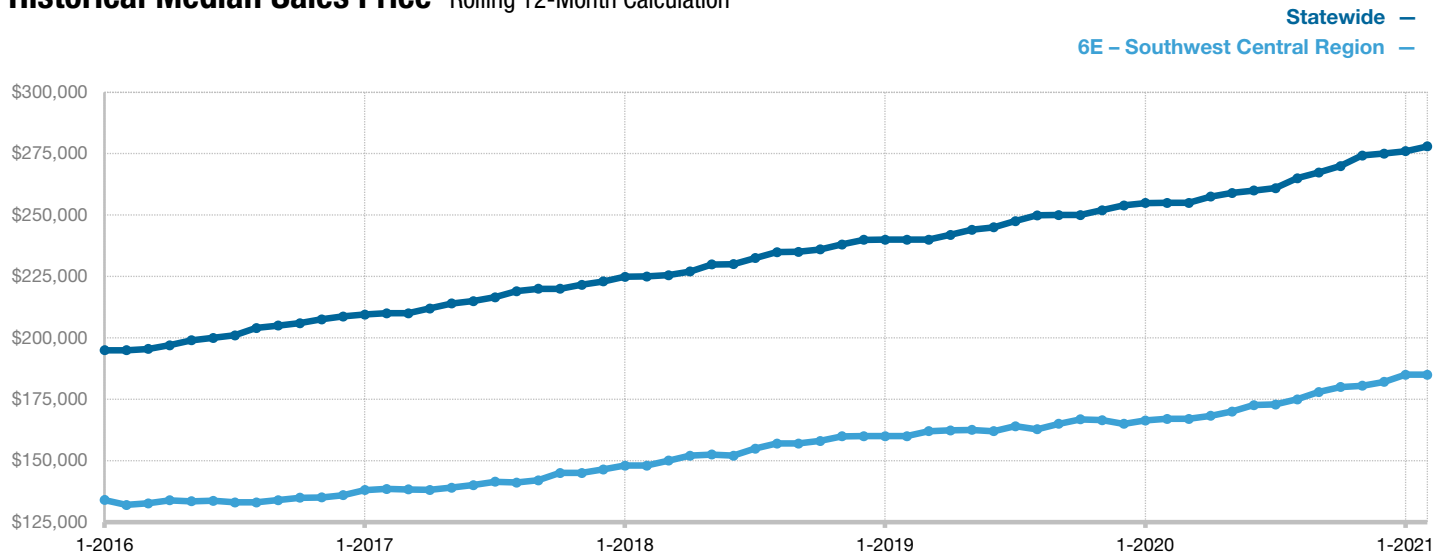
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	111	97	- 12.6%	219	197	- 10.0%
Pending Sales	98	84	- 14.3%	191	175	- 8.4%
Closed Sales	74	72	- 2.7%	152	168	+ 10.5%
Median Sales Price*	\$172,500	\$184,900	+ 7.2%	\$160,000	\$183,750	+ 14.8%
Percent of Original List Price Received*	95.7%	96.5%	+ 0.8%	94.3%	97.3%	+ 3.2%
Days on Market Until Sale	76	60	- 21.1%	73	52	- 28.8%
Months Supply of Inventory	2.8	1.1	- 60.7%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

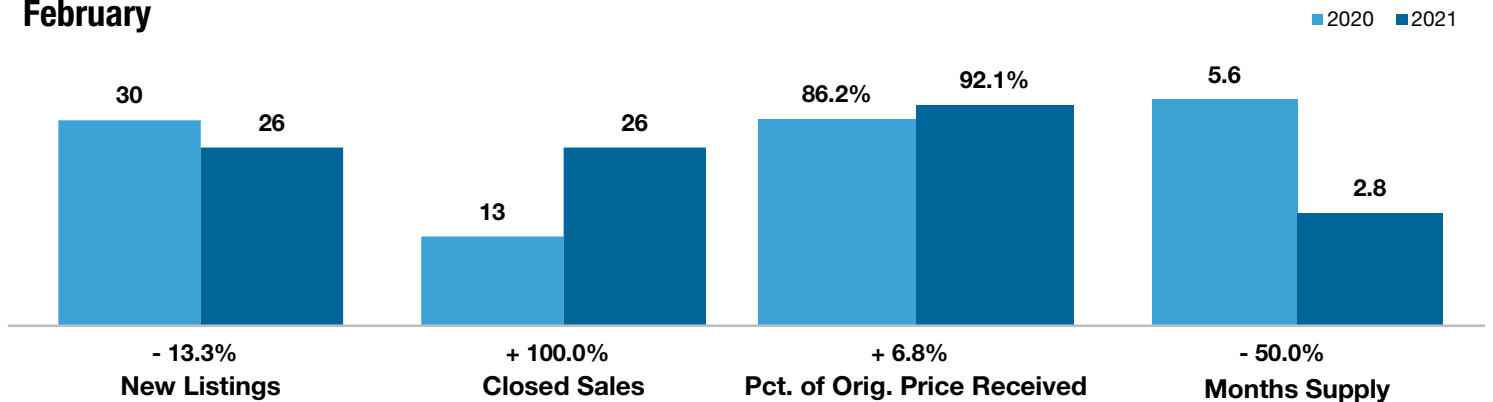


6W – Upper Minnesota Valley Region

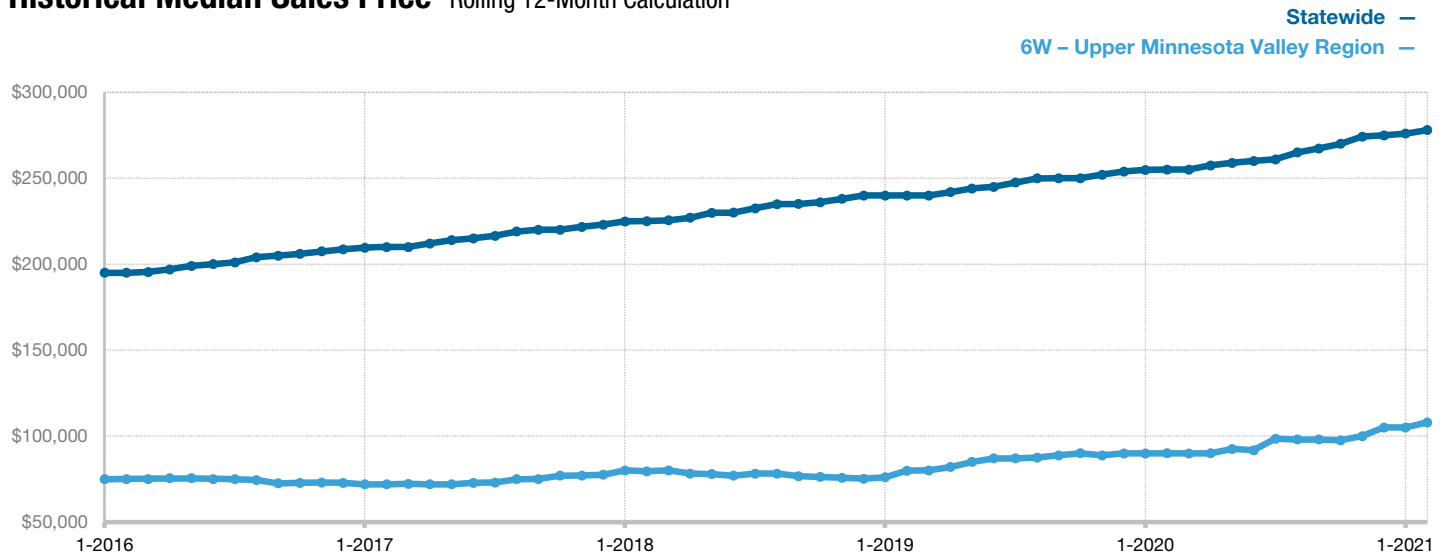
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	30	26	- 13.3%	54	55	+ 1.9%
Pending Sales	15	24	+ 60.0%	29	47	+ 62.1%
Closed Sales	13	26	+ 100.0%	40	61	+ 52.5%
Median Sales Price*	\$90,000	\$145,750	+ 61.9%	\$89,700	\$117,000	+ 30.4%
Percent of Original List Price Received*	86.2%	92.1%	+ 6.8%	88.3%	90.4%	+ 2.4%
Days on Market Until Sale	101	114	+ 12.9%	85	111	+ 30.6%
Months Supply of Inventory	5.6	2.8	- 50.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

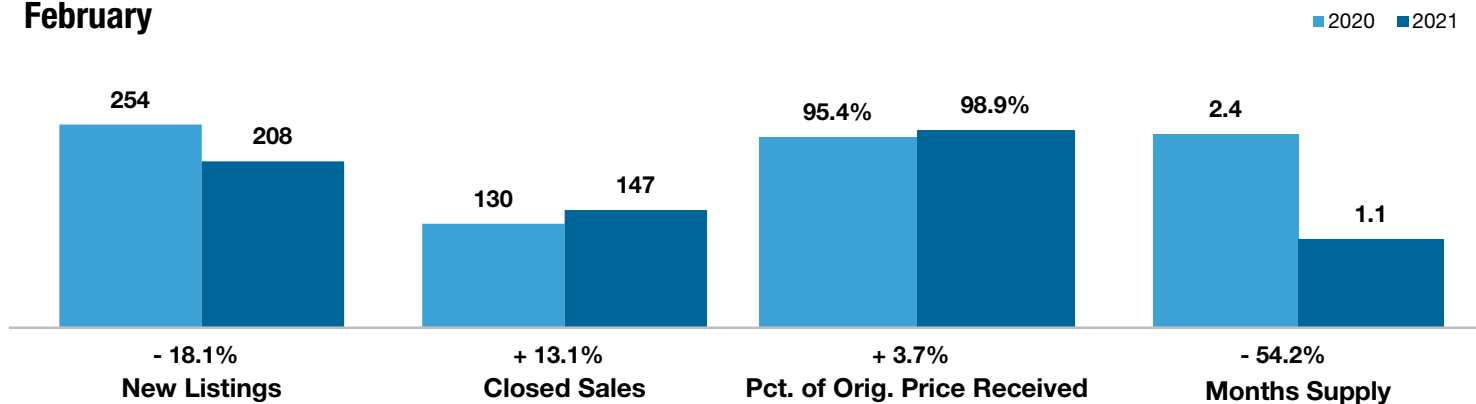


7E – East Central Region

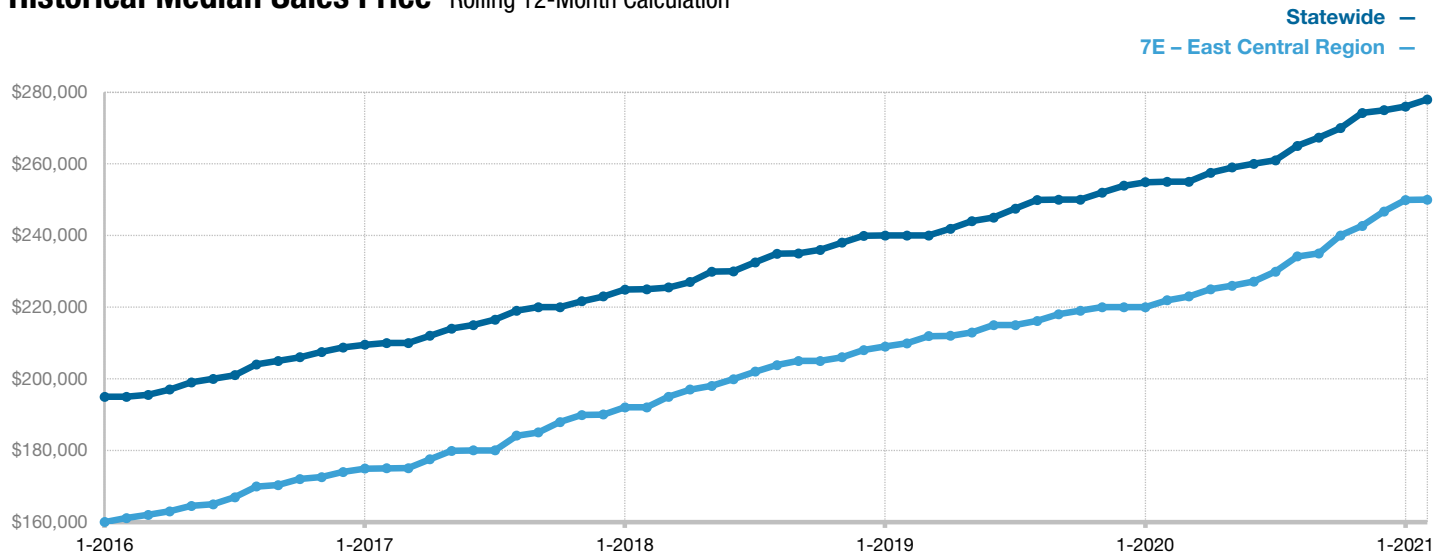
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	254	208	- 18.1%	451	401	- 11.1%
Pending Sales	166	181	+ 9.0%	344	362	+ 5.2%
Closed Sales	130	147	+ 13.1%	273	314	+ 15.0%
Median Sales Price*	\$217,500	\$249,700	+ 14.8%	\$214,900	\$250,000	+ 16.3%
Percent of Original List Price Received*	95.4%	98.9%	+ 3.7%	95.4%	99.1%	+ 3.9%
Days on Market Until Sale	69	46	- 33.3%	66	40	- 39.4%
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

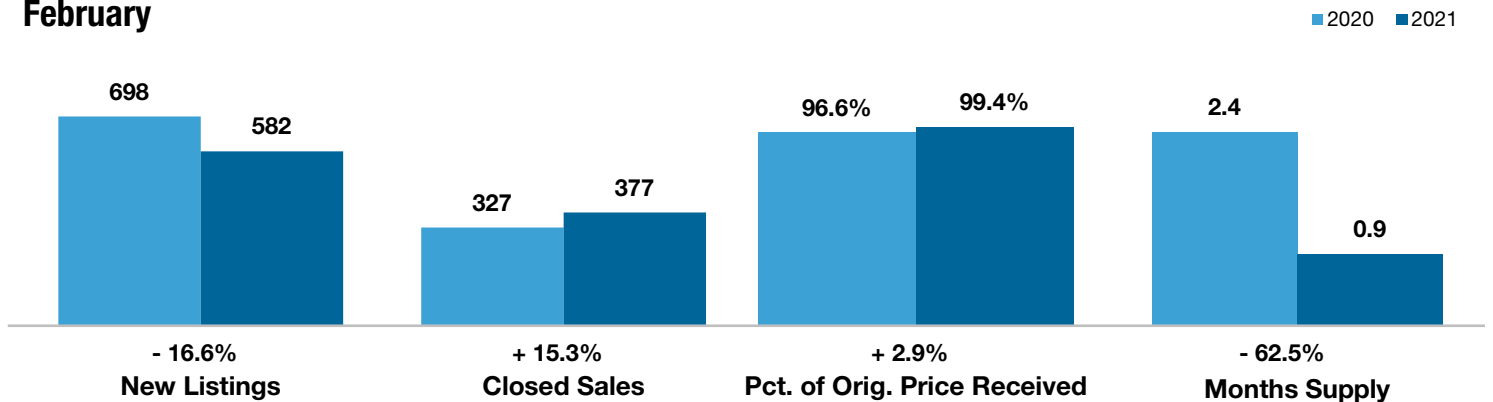


7W – Central Region

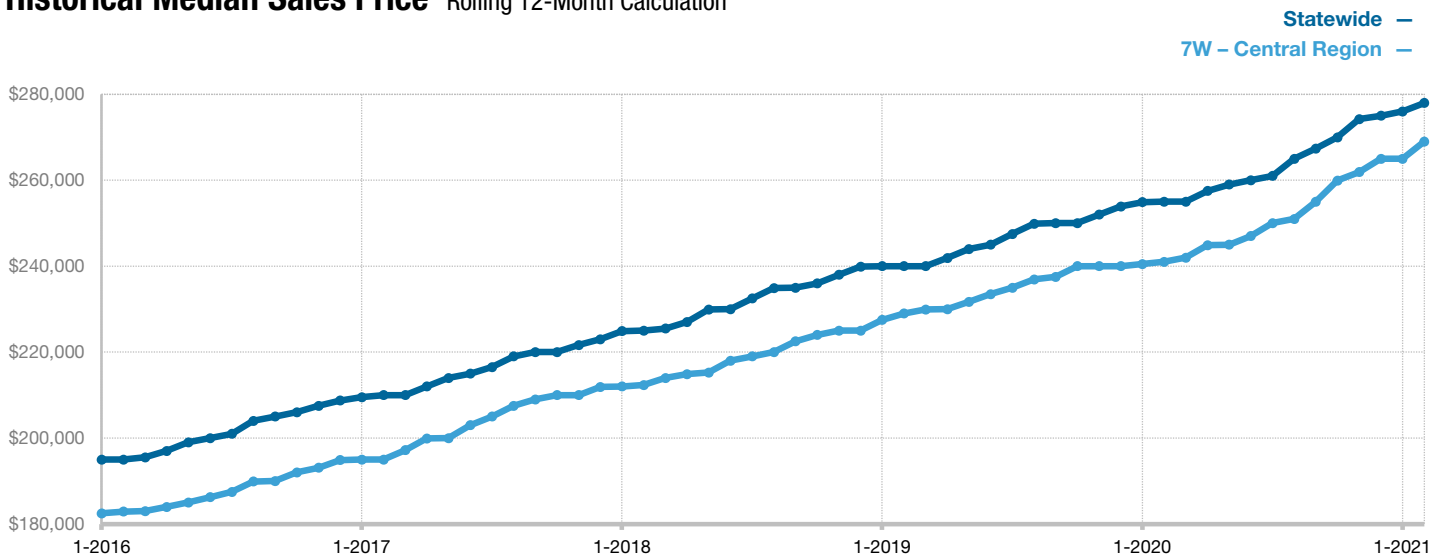
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	698	582	- 16.6%	1,274	1,133	- 11.1%
Pending Sales	477	539	+ 13.0%	857	986	+ 15.1%
Closed Sales	327	377	+ 15.3%	648	780	+ 20.4%
Median Sales Price*	\$235,000	\$300,000	+ 27.7%	\$237,500	\$288,000	+ 21.3%
Percent of Original List Price Received*	96.6%	99.4%	+ 2.9%	96.6%	99.4%	+ 2.9%
Days on Market Until Sale	69	51	- 26.1%	64	46	- 28.1%
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

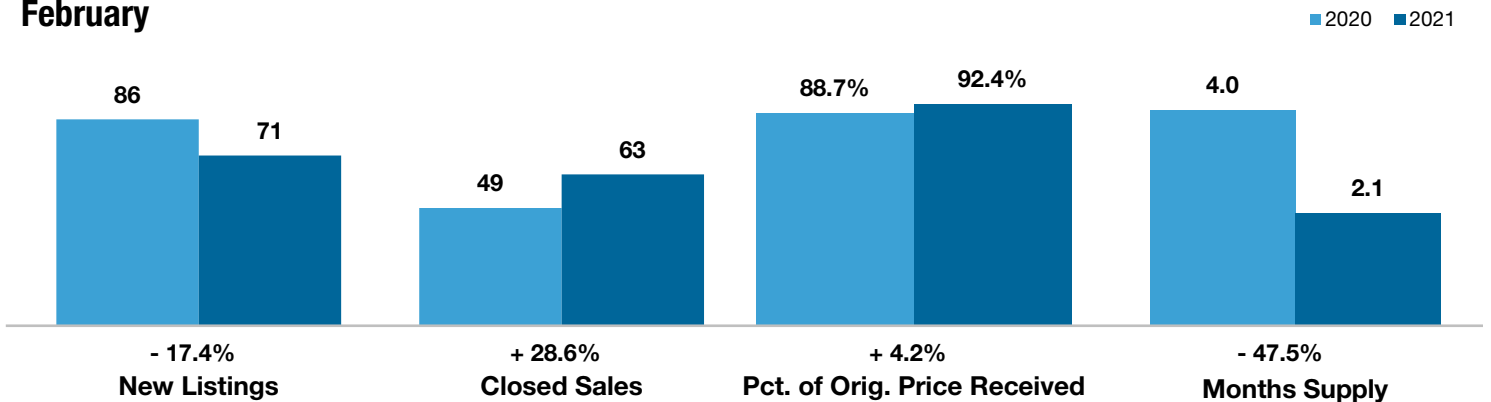


8 – Southwest Region

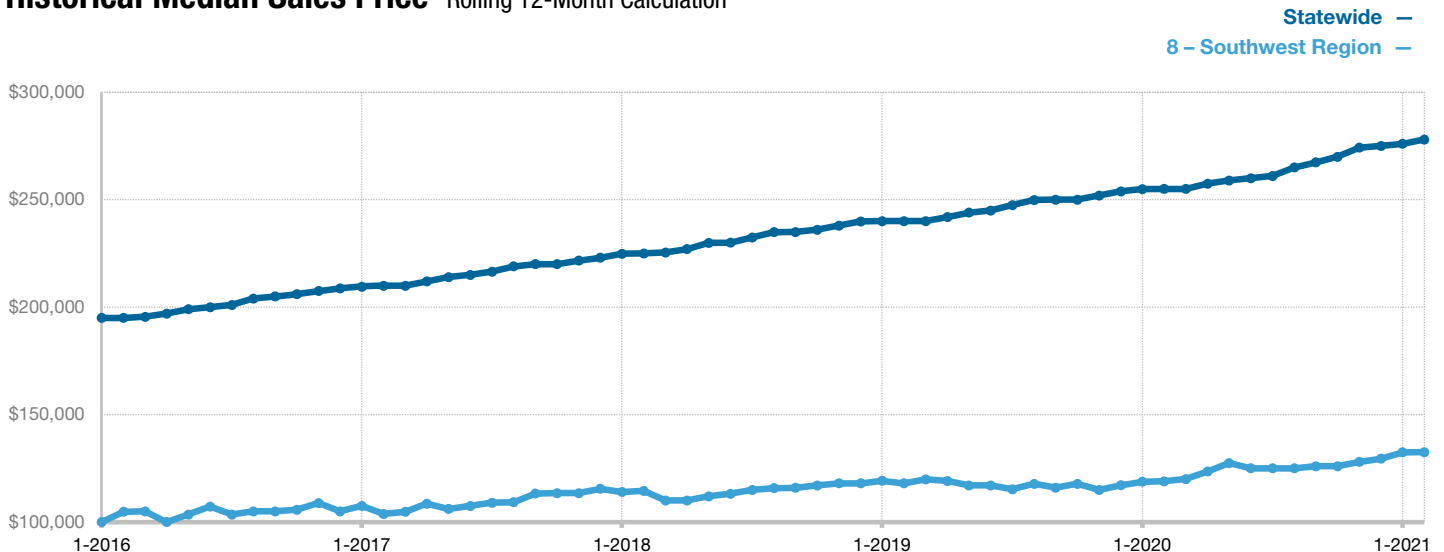
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	86	71	- 17.4%	150	138	- 8.0%
Pending Sales	64	80	+ 25.0%	122	150	+ 23.0%
Closed Sales	49	63	+ 28.6%	105	130	+ 23.8%
Median Sales Price*	\$97,500	\$117,250	+ 20.3%	\$115,000	\$134,250	+ 16.7%
Percent of Original List Price Received*	88.7%	92.4%	+ 4.2%	87.7%	92.2%	+ 5.1%
Days on Market Until Sale	127	83	- 34.6%	120	84	- 30.0%
Months Supply of Inventory	4.0	2.1	- 47.5%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

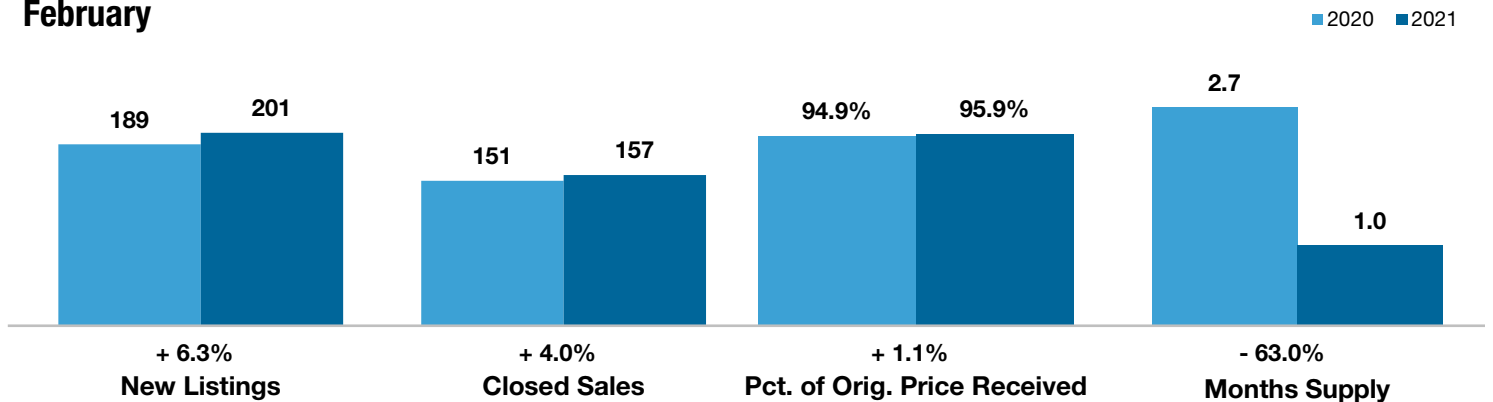


9 – South Central Region

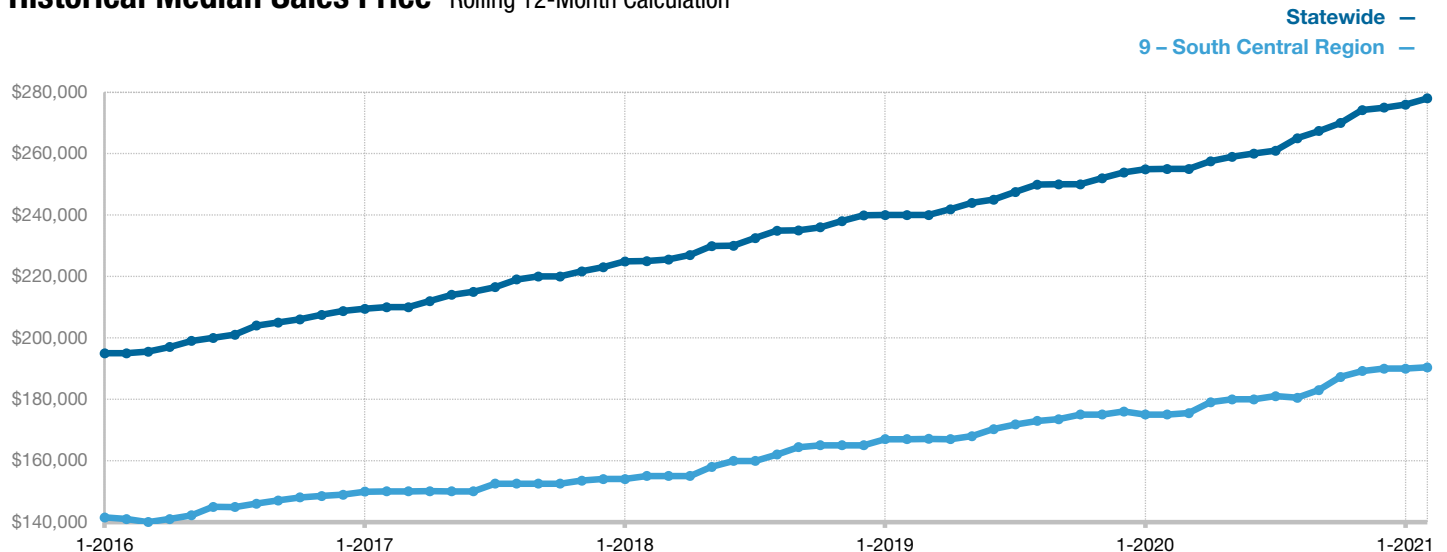
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	189	201	+ 6.3%	385	353	- 8.3%
Pending Sales	212	169	- 20.3%	357	355	- 0.6%
Closed Sales	151	157	+ 4.0%	291	322	+ 10.7%
Median Sales Price*	\$169,925	\$190,075	+ 11.9%	\$162,000	\$185,000	+ 14.2%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	94.1%	95.9%	+ 1.9%
Days on Market Until Sale	93	84	- 9.7%	100	81	- 19.0%
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

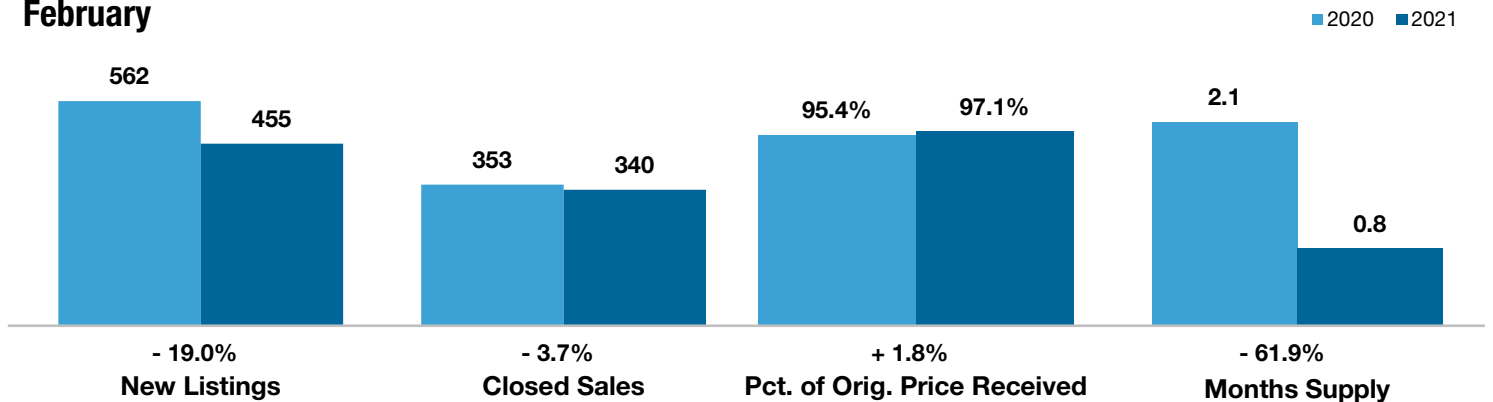


10 – Southeast Region

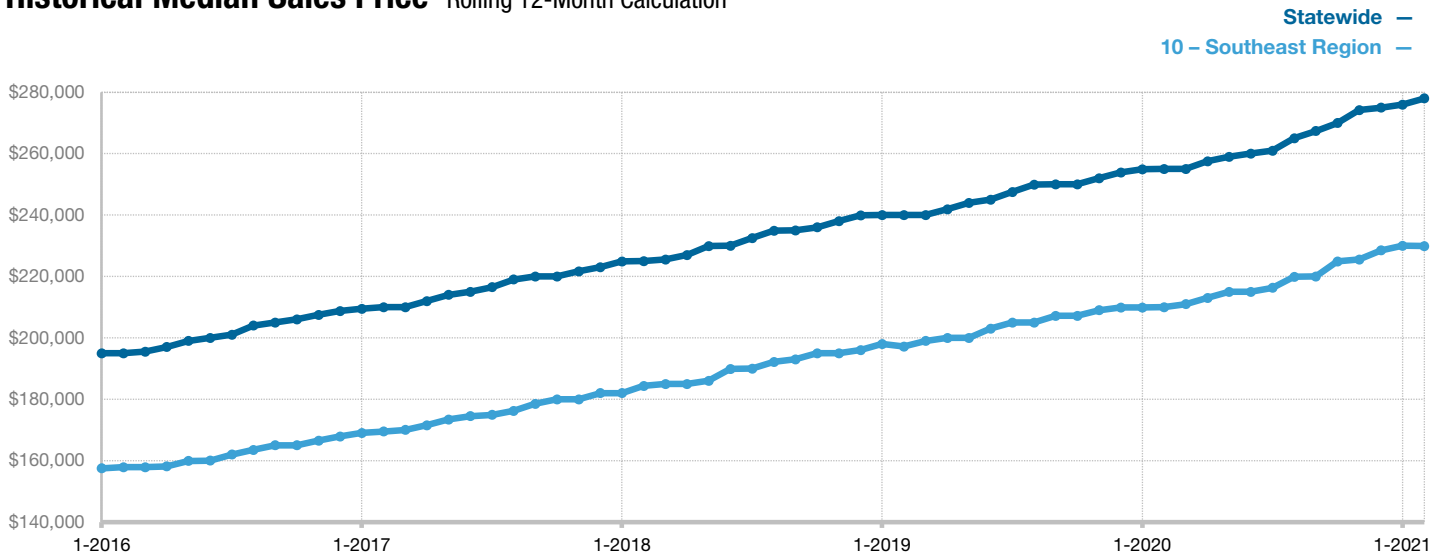
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	562	455	- 19.0%	982	838	- 14.7%
Pending Sales	481	464	- 3.5%	888	880	- 0.9%
Closed Sales	353	340	- 3.7%	714	724	+ 1.4%
Median Sales Price*	\$220,000	\$215,000	- 2.3%	\$208,950	\$220,000	+ 5.3%
Percent of Original List Price Received*	95.4%	97.1%	+ 1.8%	95.1%	97.1%	+ 2.1%
Days on Market Until Sale	77	52	- 32.5%	72	54	- 25.0%
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

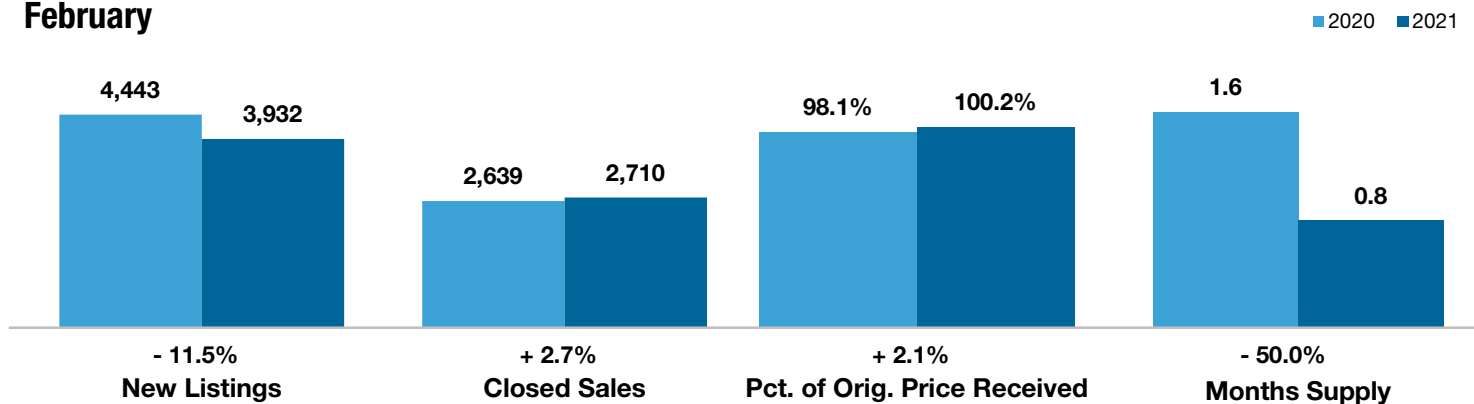


11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	4,443	3,932	- 11.5%	8,120	7,278	- 10.4%
Pending Sales	3,650	3,576	- 2.0%	6,469	6,576	+ 1.7%
Closed Sales	2,639	2,710	+ 2.7%	5,116	5,552	+ 8.5%
Median Sales Price*	\$288,000	\$315,000	+ 9.4%	\$282,700	\$309,900	+ 9.6%
Percent of Original List Price Received*	98.1%	100.2%	+ 2.1%	97.5%	99.8%	+ 2.4%
Days on Market Until Sale	51	38	- 25.5%	52	38	- 26.9%
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation

