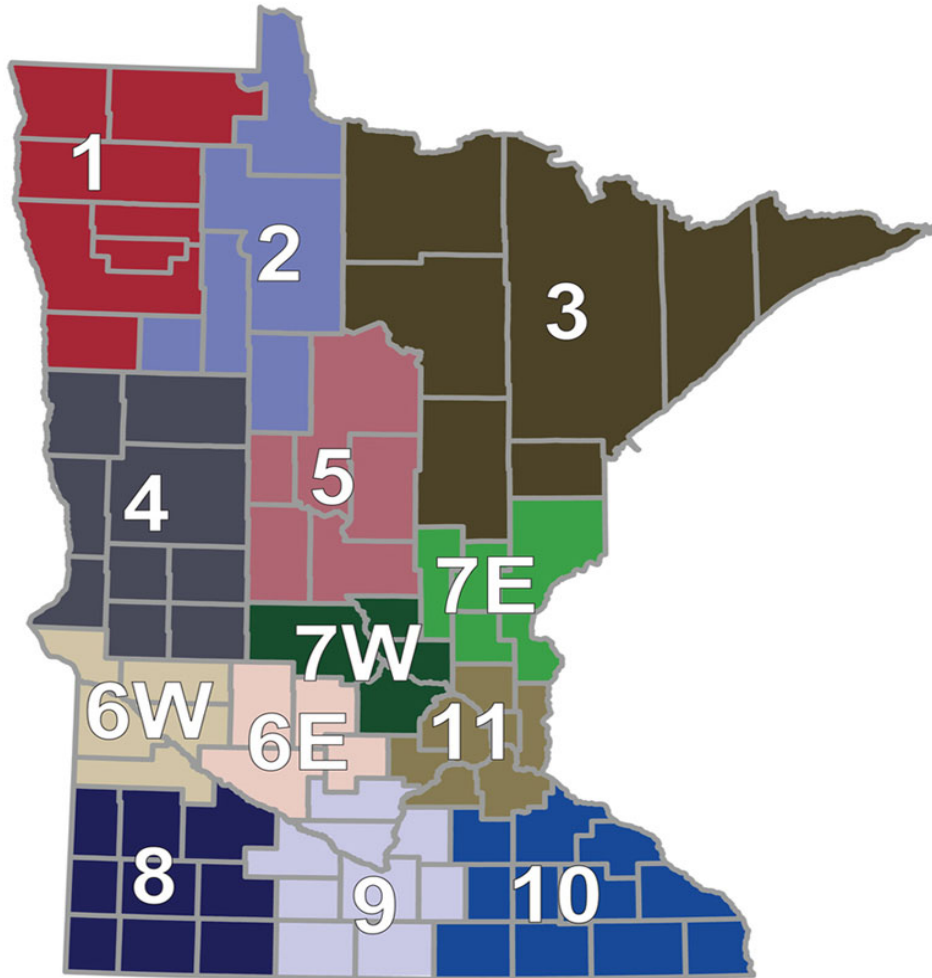




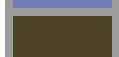
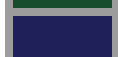



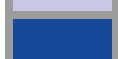


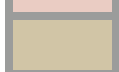


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 May 2021

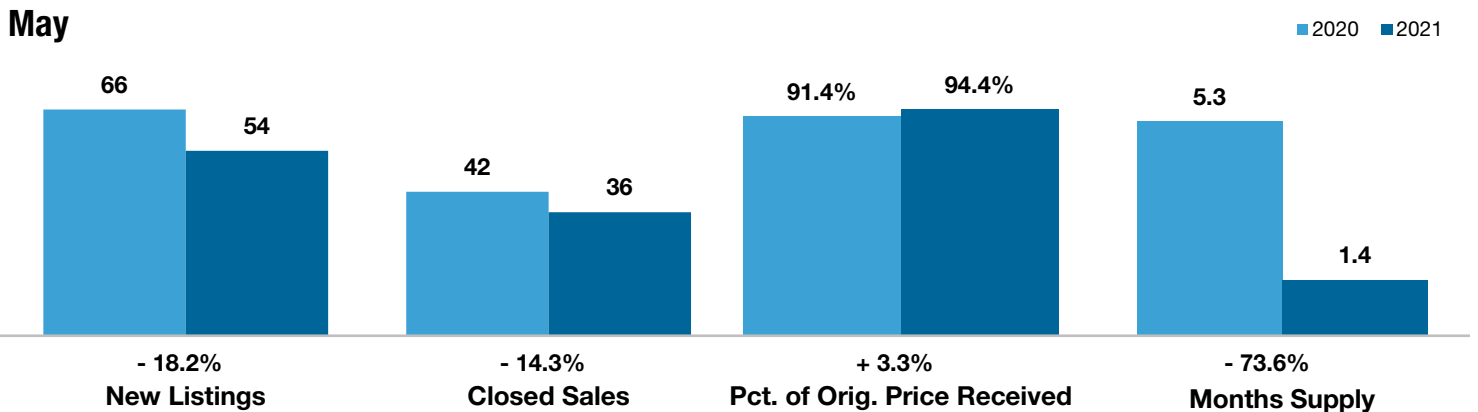
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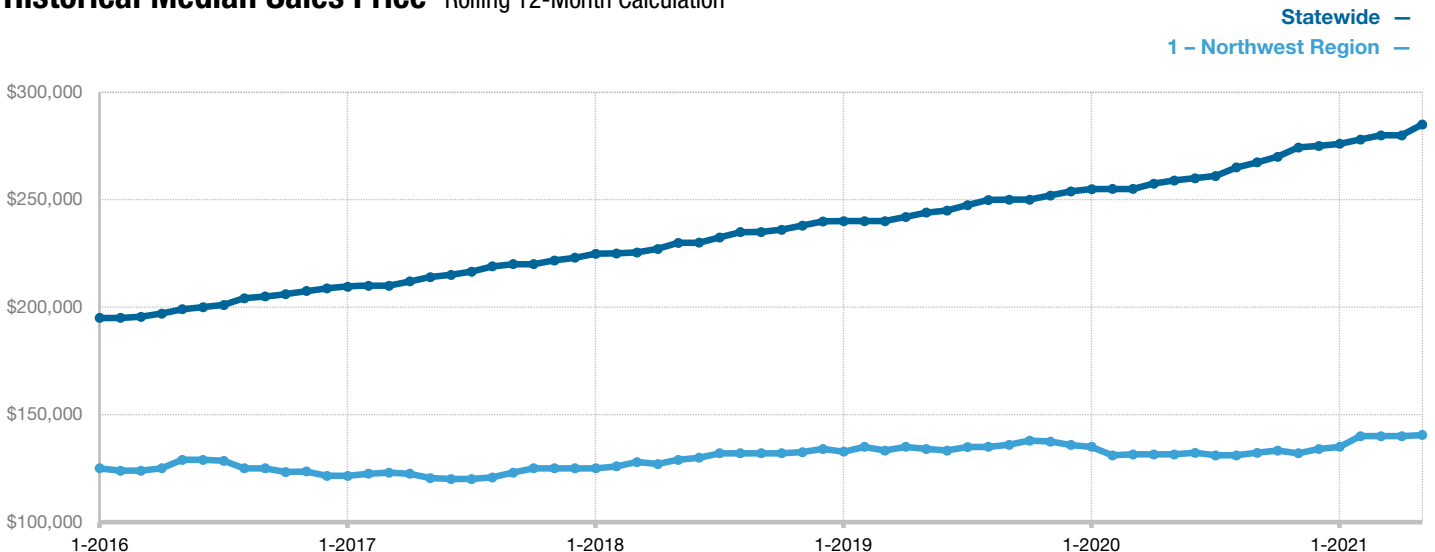
1 – Northwest Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	66	54	- 18.2%	228	192	- 15.8%
Pending Sales	41	63	+ 53.7%	177	222	+ 25.4%
Closed Sales	42	36	- 14.3%	148	181	+ 22.3%
Median Sales Price*	\$146,250	\$166,200	+ 13.6%	\$125,000	\$147,000	+ 17.6%
Percent of Original List Price Received*	91.4%	94.4%	+ 3.3%	91.0%	94.6%	+ 4.0%
Days on Market Until Sale	127	111	- 12.6%	108	80	- 25.9%
Months Supply of Inventory	5.3	1.4	- 73.6%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

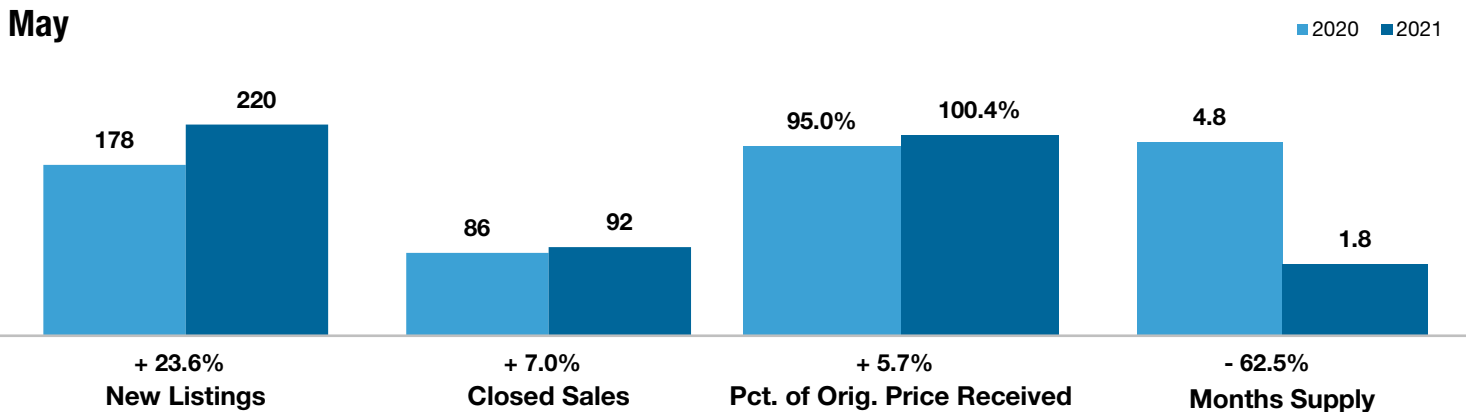
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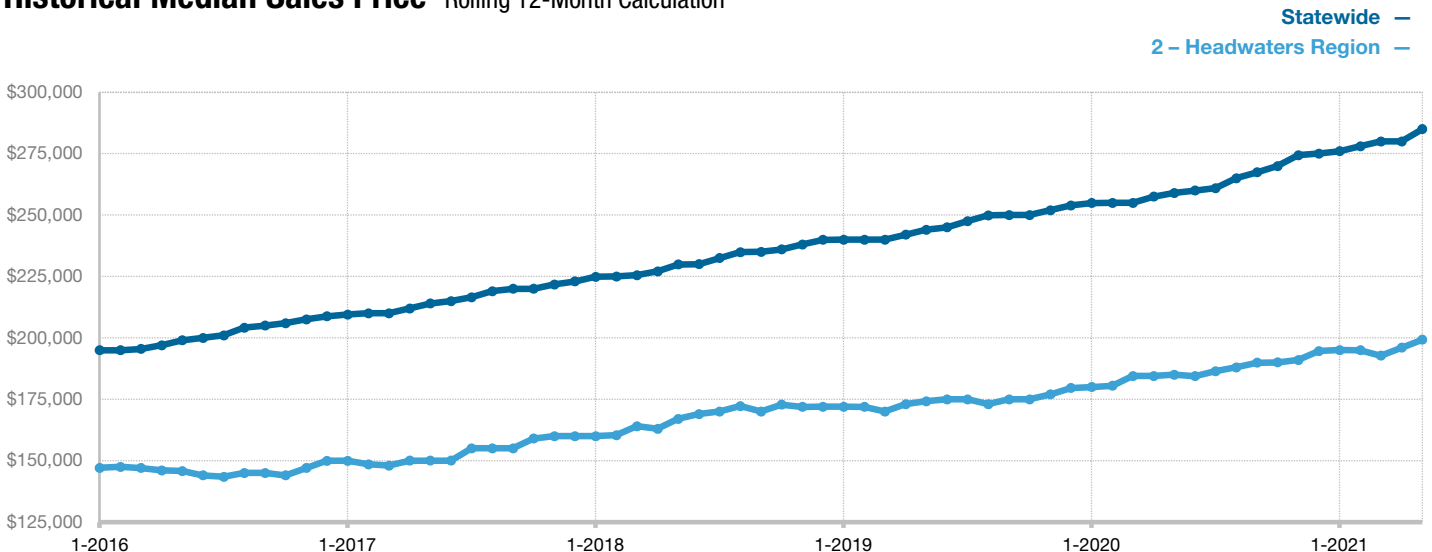
2 – Headwaters Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	178	220	+ 23.6%	608	557	- 8.4%
Pending Sales	140	151	+ 7.9%	405	462	+ 14.1%
Closed Sales	86	92	+ 7.0%	269	359	+ 33.5%
Median Sales Price*	\$207,500	\$229,950	+ 10.8%	\$190,250	\$200,000	+ 5.1%
Percent of Original List Price Received*	95.0%	100.4%	+ 5.7%	94.7%	97.2%	+ 2.6%
Days on Market Until Sale	62	40	- 35.5%	77	61	- 20.8%
Months Supply of Inventory	4.8	1.8	- 62.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

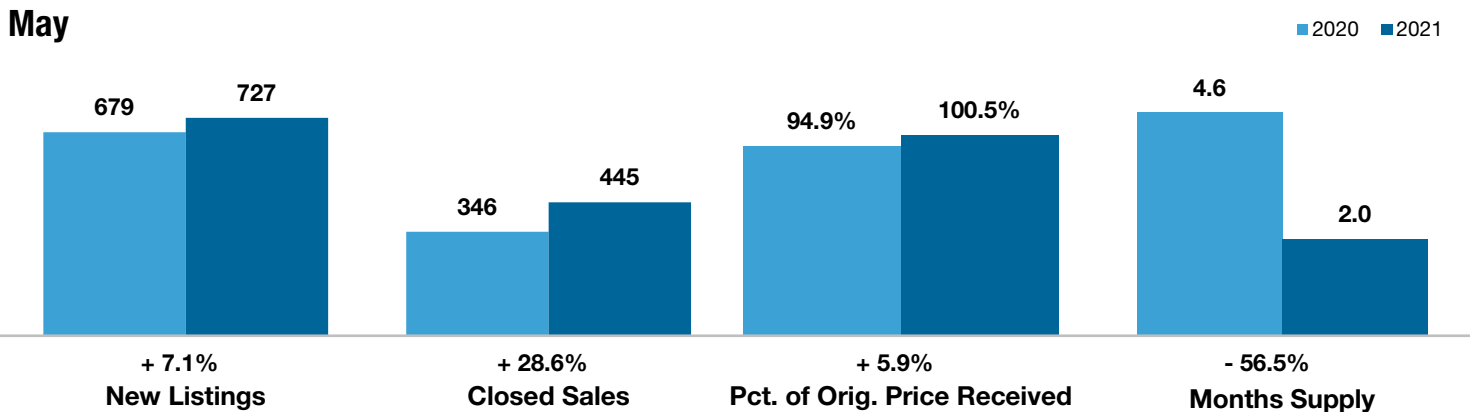
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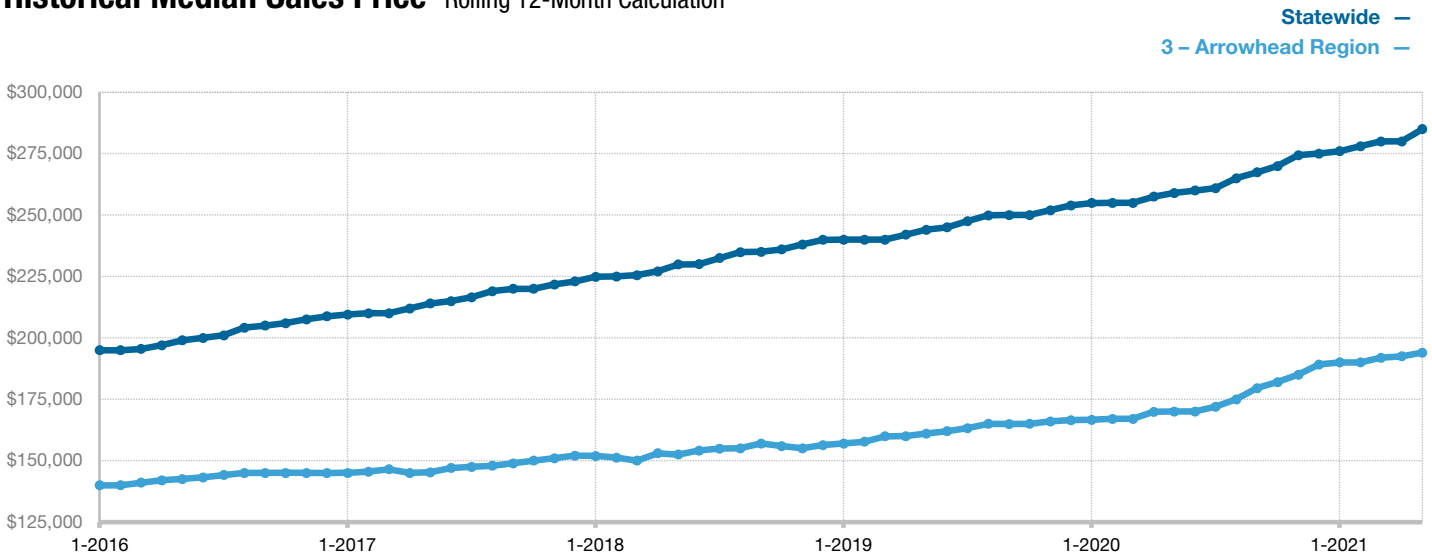
3 – Arrowhead Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	679	727	+ 7.1%	2,321	2,247	- 3.2%
Pending Sales	554	539	- 2.7%	1,778	1,941	+ 9.2%
Closed Sales	346	445	+ 28.6%	1,326	1,570	+ 18.4%
Median Sales Price*	\$183,700	\$199,950	+ 8.8%	\$169,900	\$190,000	+ 11.8%
Percent of Original List Price Received*	94.9%	100.5%	+ 5.9%	93.9%	97.6%	+ 3.9%
Days on Market Until Sale	77	51	- 33.8%	89	71	- 20.2%
Months Supply of Inventory	4.6	2.0	- 56.5%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

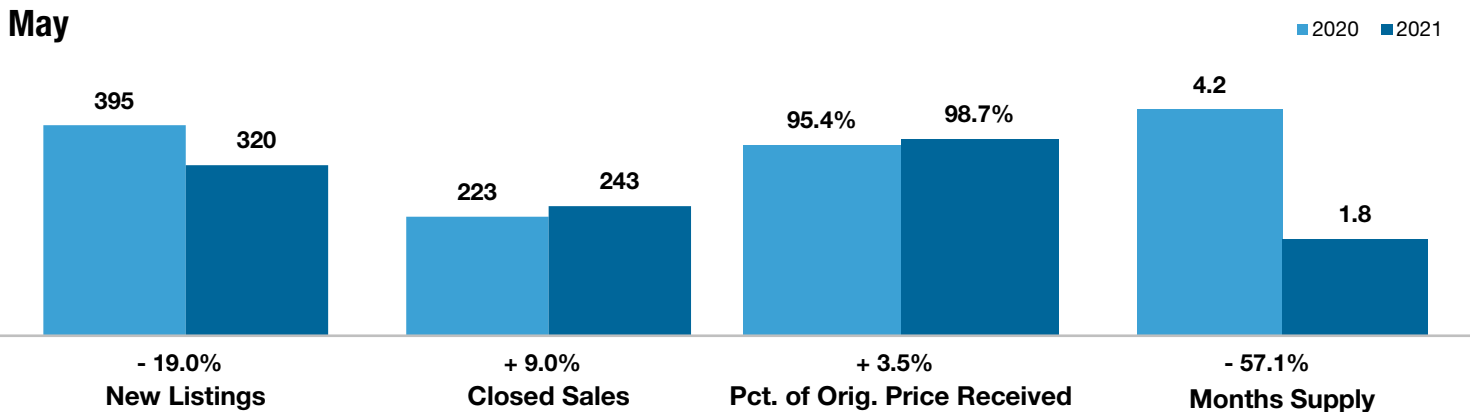
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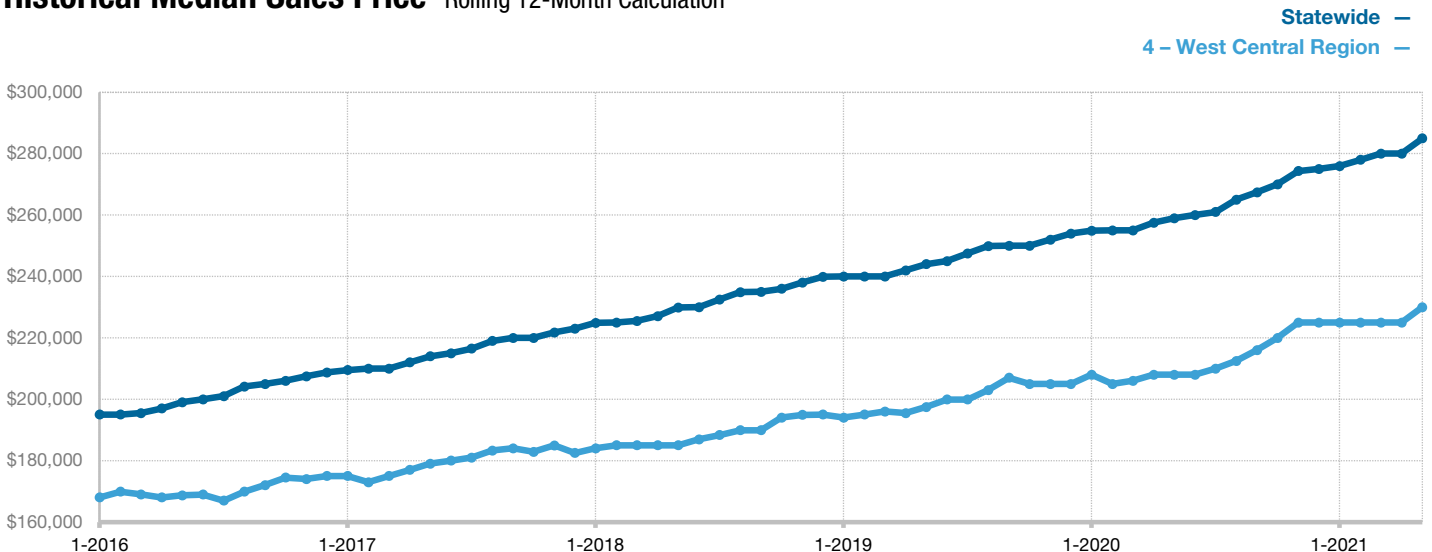
4 – West Central Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	395	320	- 19.0%	1,388	1,153	- 16.9%
Pending Sales	354	256	- 27.7%	981	1,049	+ 6.9%
Closed Sales	223	243	+ 9.0%	690	827	+ 19.9%
Median Sales Price*	\$201,525	\$280,000	+ 38.9%	\$198,500	\$228,750	+ 15.2%
Percent of Original List Price Received*	95.4%	98.7%	+ 3.5%	94.8%	96.7%	+ 2.0%
Days on Market Until Sale	81	39	- 51.9%	82	60	- 26.8%
Months Supply of Inventory	4.2	1.8	- 57.1%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

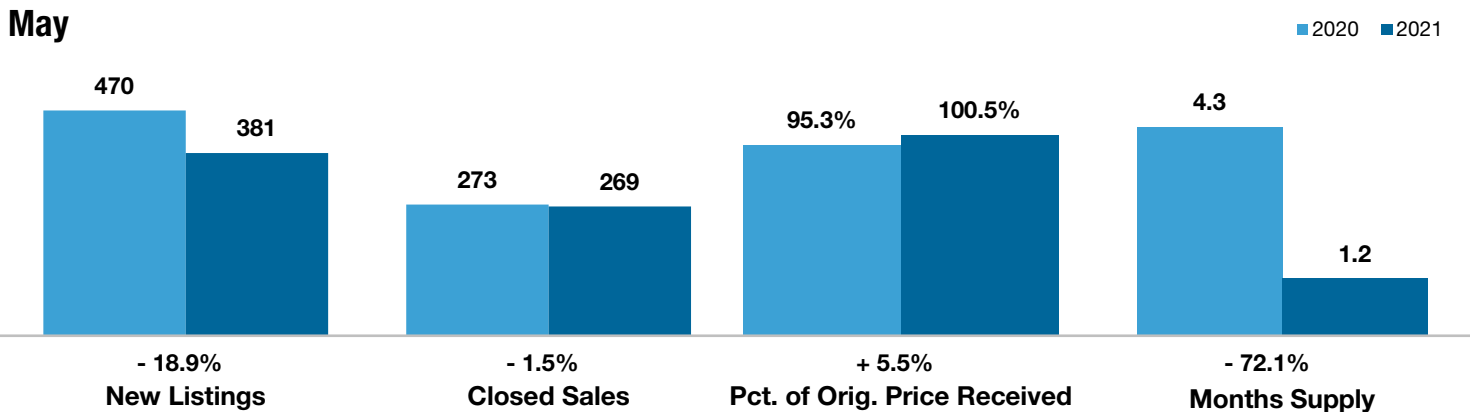
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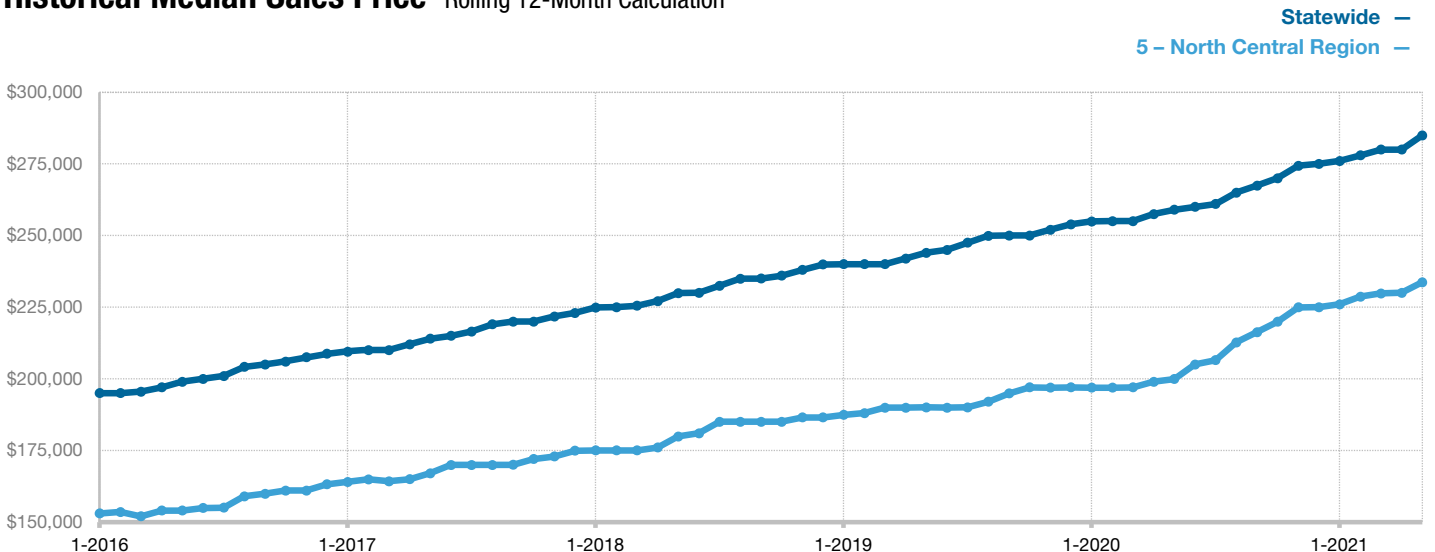
5 – North Central Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	470	381	- 18.9%	1,560	1,296	- 16.9%
Pending Sales	359	323	- 10.0%	1,103	1,165	+ 5.6%
Closed Sales	273	269	- 1.5%	856	962	+ 12.4%
Median Sales Price*	\$225,000	\$249,900	+ 11.1%	\$194,450	\$225,000	+ 15.7%
Percent of Original List Price Received*	95.3%	100.5%	+ 5.5%	94.6%	98.0%	+ 3.6%
Days on Market Until Sale	70	36	- 48.6%	84	51	- 39.3%
Months Supply of Inventory	4.3	1.2	- 72.1%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

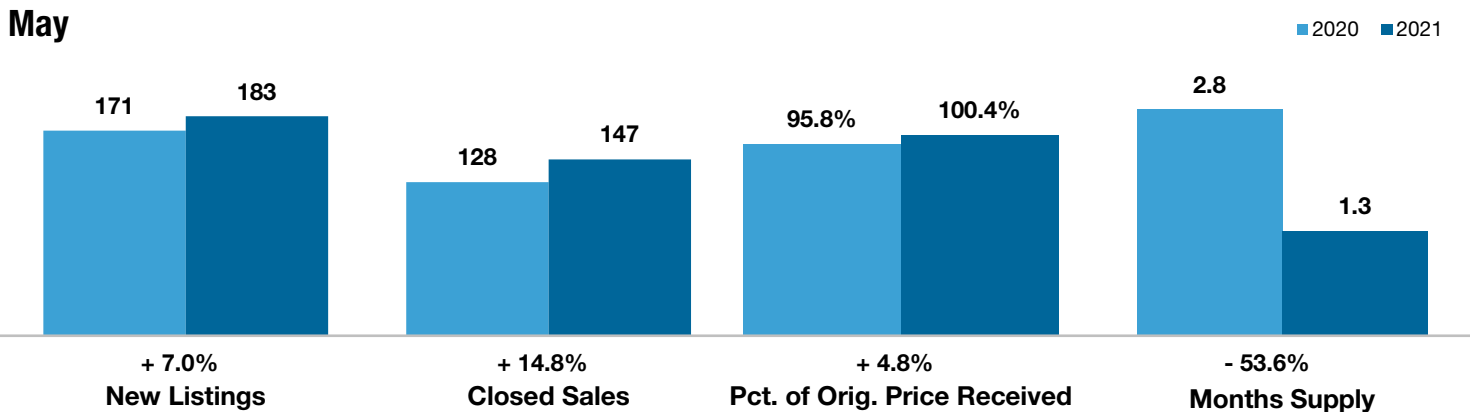
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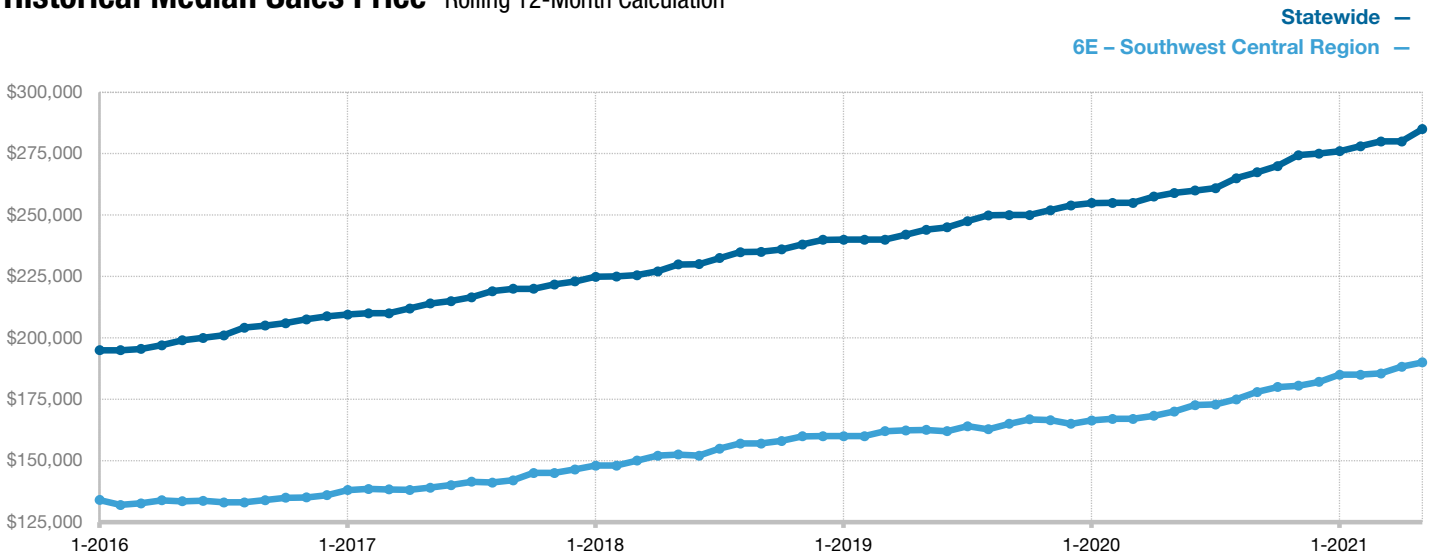
6E – Southwest Central Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	171	183	+ 7.0%	682	717	+ 5.1%
Pending Sales	156	170	+ 9.0%	596	631	+ 5.9%
Closed Sales	128	147	+ 14.8%	494	522	+ 5.7%
Median Sales Price*	\$196,350	\$230,000	+ 17.1%	\$177,000	\$202,750	+ 14.5%
Percent of Original List Price Received*	95.8%	100.4%	+ 4.8%	95.7%	98.9%	+ 3.3%
Days on Market Until Sale	75	29	- 61.3%	70	42	- 40.0%
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

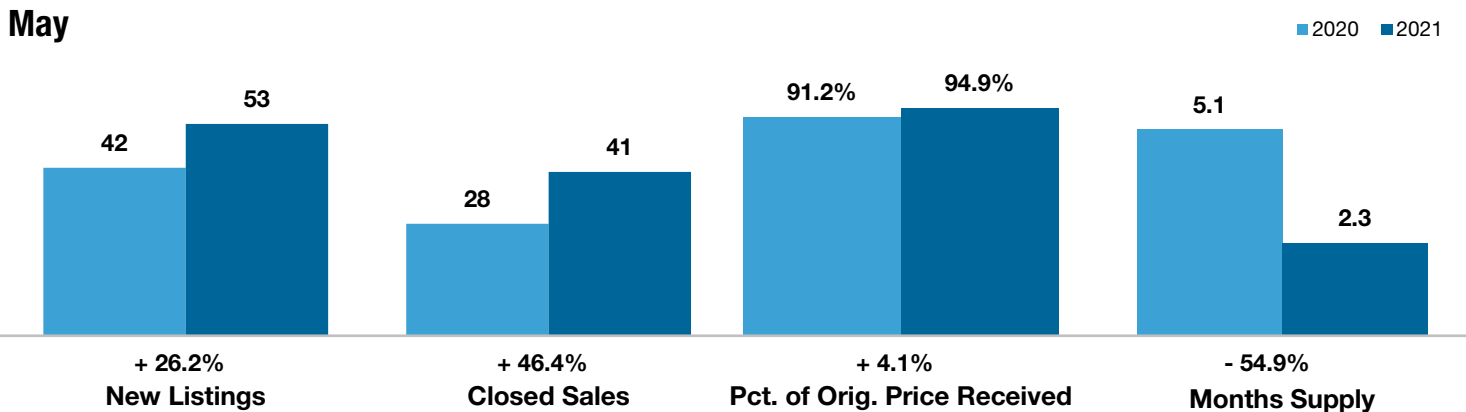
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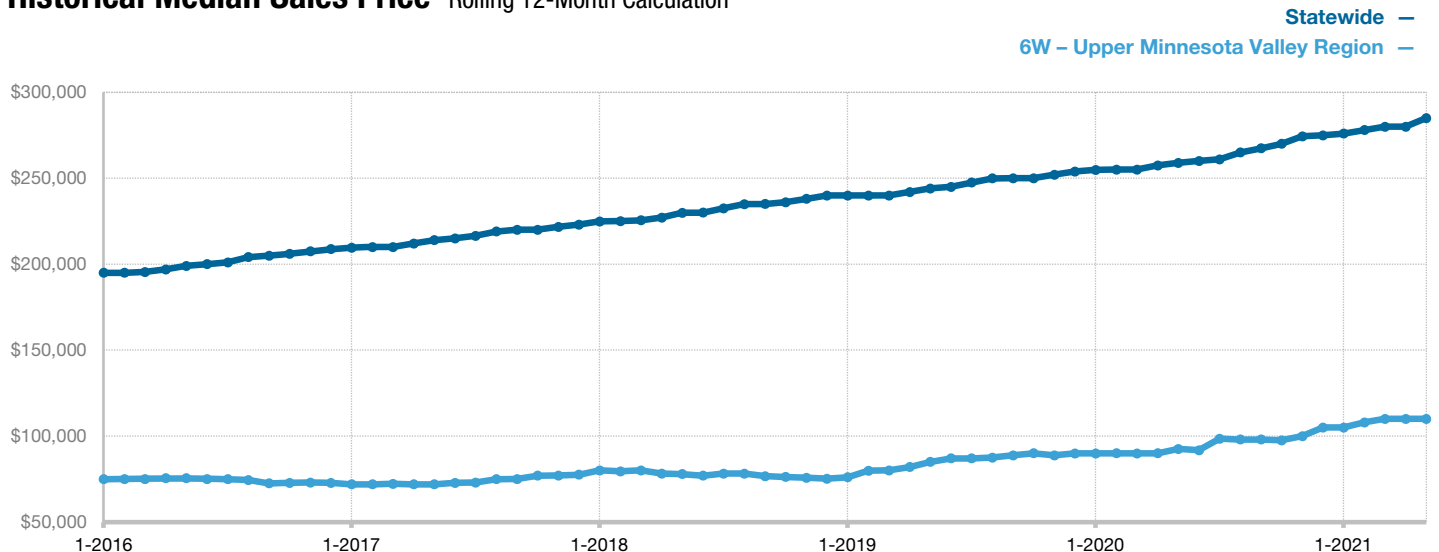
6W – Upper Minnesota Valley Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	42	53	+ 26.2%	162	183	+ 13.0%
Pending Sales	38	47	+ 23.7%	129	182	+ 41.1%
Closed Sales	28	41	+ 46.4%	115	180	+ 56.5%
Median Sales Price*	\$108,250	\$102,000	- 5.8%	\$90,000	\$110,000	+ 22.2%
Percent of Original List Price Received*	91.2%	94.9%	+ 4.1%	89.4%	91.1%	+ 1.9%
Days on Market Until Sale	139	85	- 38.8%	112	100	- 10.7%
Months Supply of Inventory	5.1	2.3	- 54.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

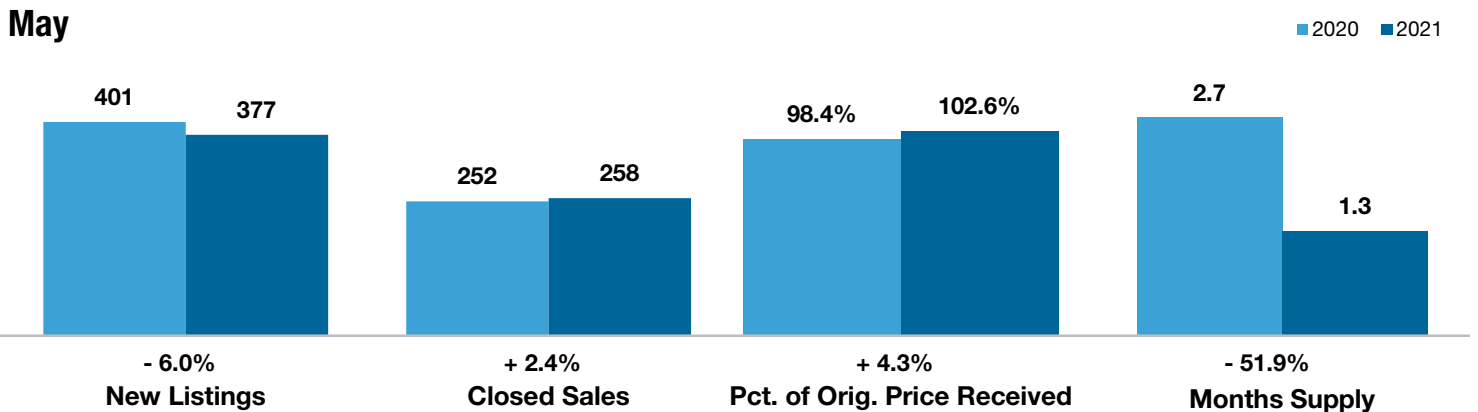
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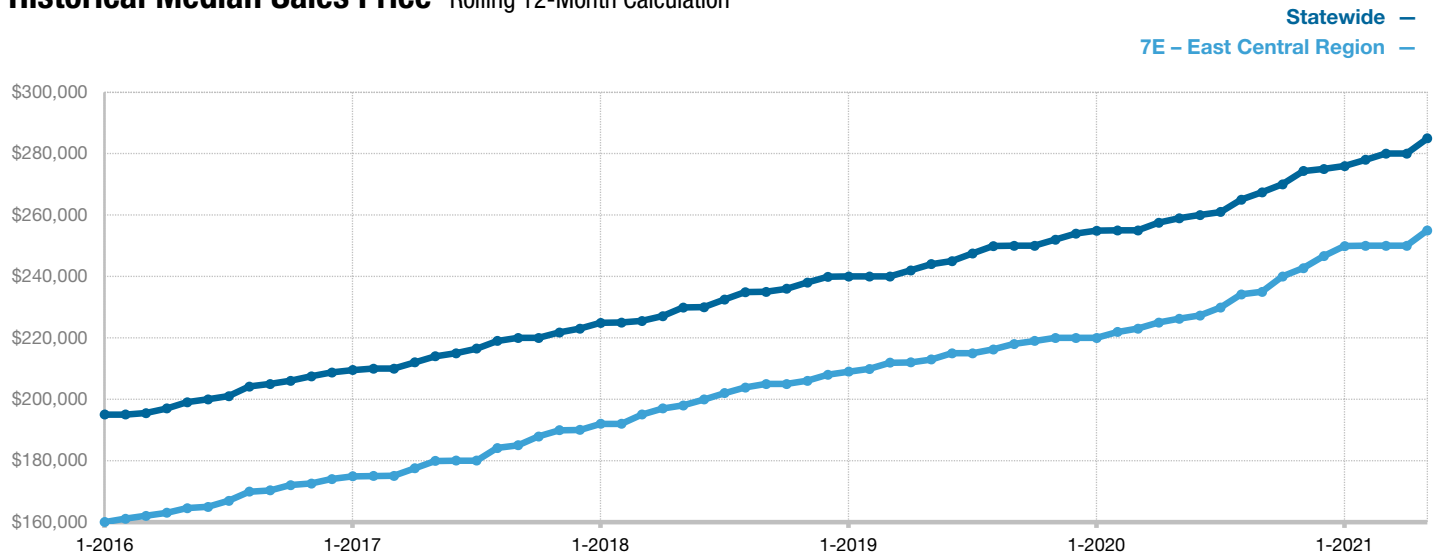
7E – East Central Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	401	377	- 6.0%	1,478	1,432	- 3.1%
Pending Sales	307	311	+ 1.3%	1,119	1,231	+ 10.0%
Closed Sales	252	258	+ 2.4%	914	995	+ 8.9%
Median Sales Price*	\$239,900	\$289,500	+ 20.7%	\$233,710	\$263,000	+ 12.5%
Percent of Original List Price Received*	98.4%	102.6%	+ 4.3%	97.3%	101.1%	+ 3.9%
Days on Market Until Sale	49	28	- 42.9%	58	36	- 37.9%
Months Supply of Inventory	2.7	1.3	- 51.9%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Current as of June 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 May 2021

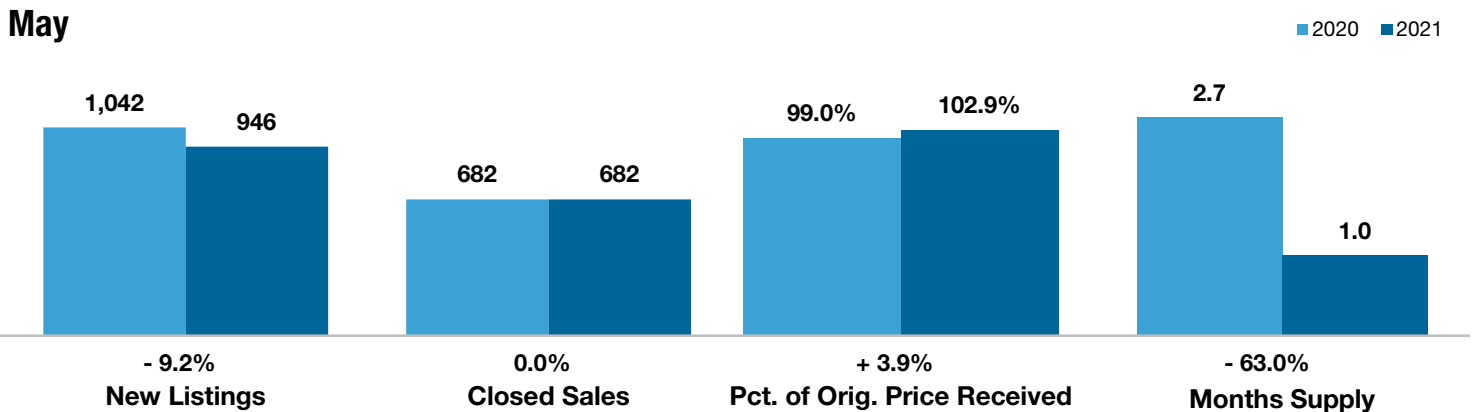
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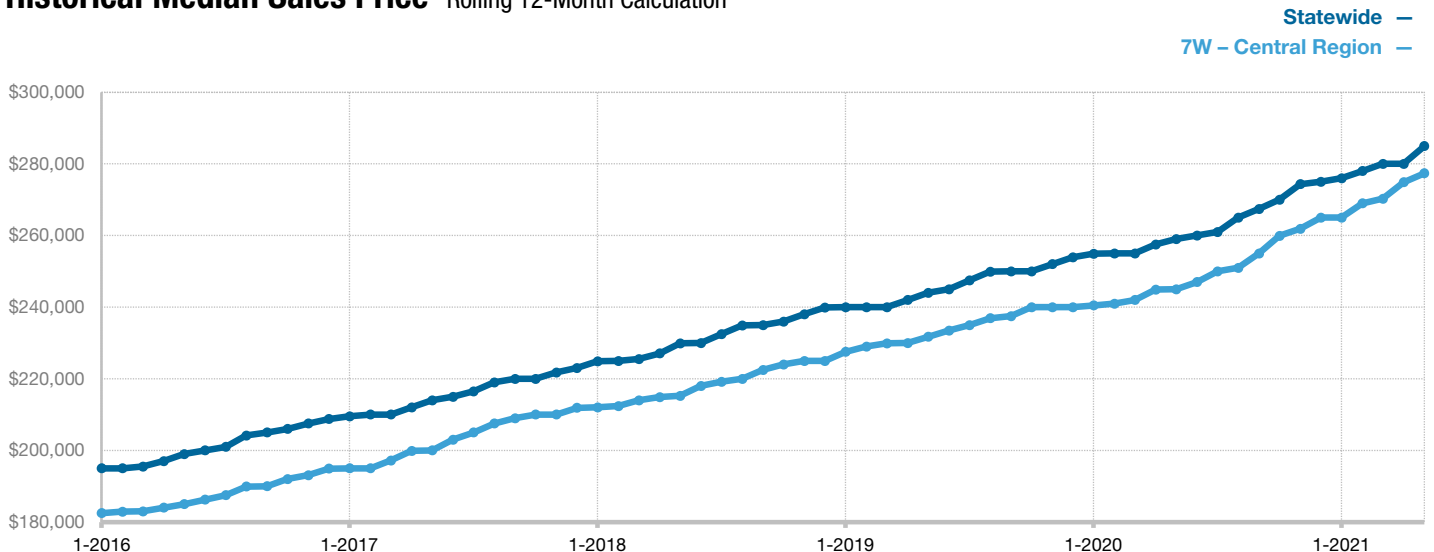
7W – Central Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	1,042	946	- 9.2%	4,142	3,885	- 6.2%
Pending Sales	817	813	- 0.5%	3,021	3,376	+ 11.8%
Closed Sales	682	682	0.0%	2,397	2,616	+ 9.1%
Median Sales Price*	\$255,250	\$300,000	+ 17.5%	\$249,000	\$294,633	+ 18.3%
Percent of Original List Price Received*	99.0%	102.9%	+ 3.9%	98.1%	101.3%	+ 3.3%
Days on Market Until Sale	40	23	- 42.5%	53	35	- 34.0%
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

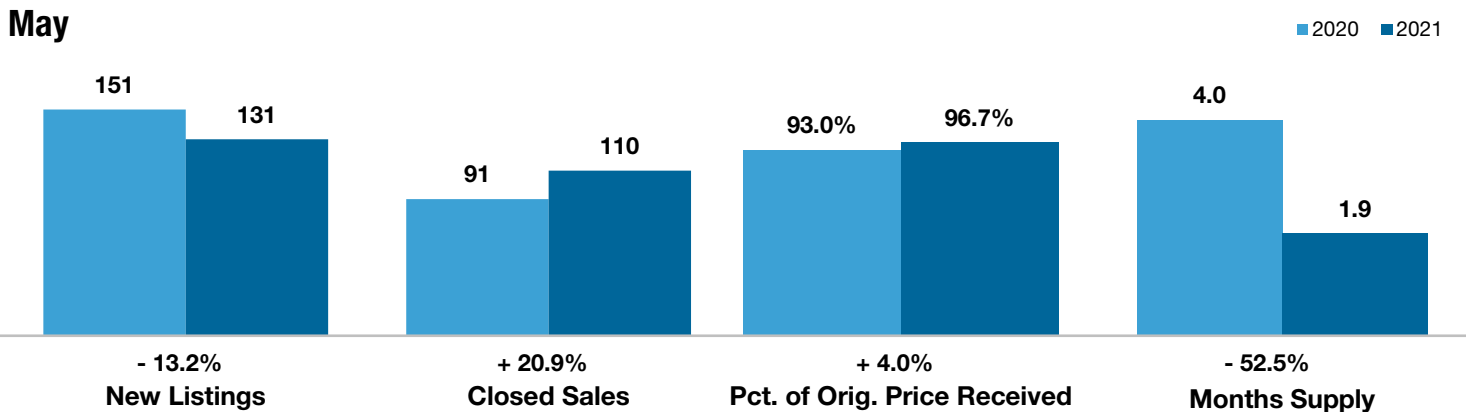
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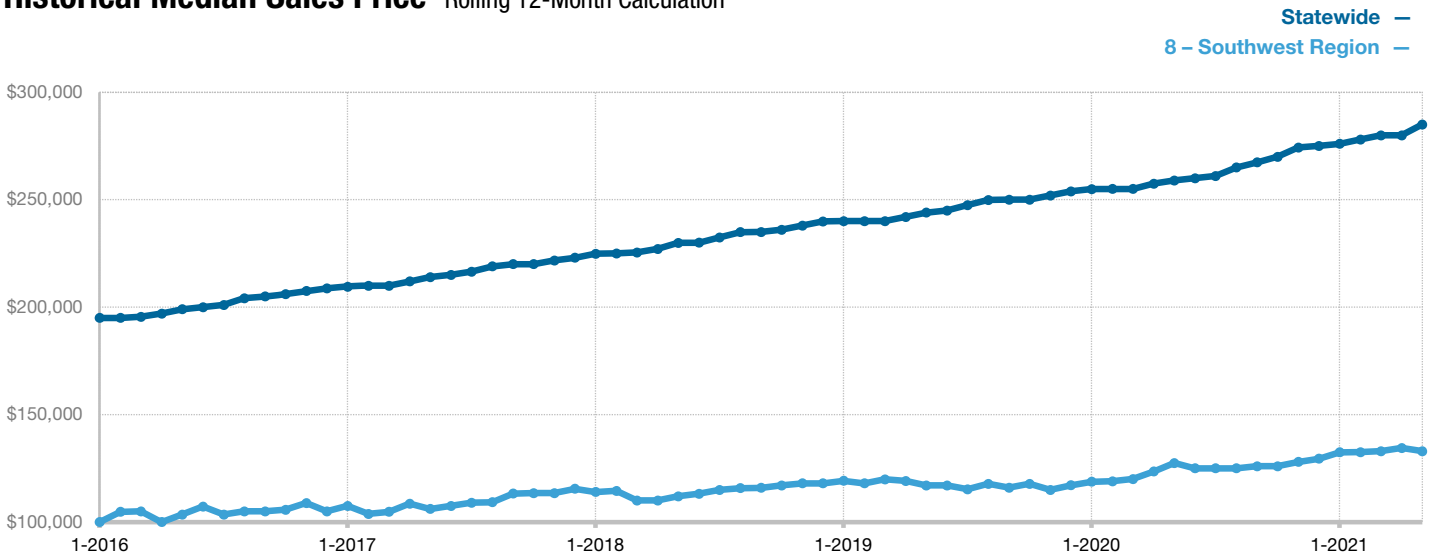
8 – Southwest Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	151	131	- 13.2%	494	487	- 1.4%
Pending Sales	125	119	- 4.8%	416	479	+ 15.1%
Closed Sales	91	110	+ 20.9%	321	411	+ 28.0%
Median Sales Price*	\$160,000	\$146,000	- 8.8%	\$128,000	\$137,900	+ 7.7%
Percent of Original List Price Received*	93.0%	96.7%	+ 4.0%	90.8%	94.5%	+ 4.1%
Days on Market Until Sale	94	76	- 19.1%	103	81	- 21.4%
Months Supply of Inventory	4.0	1.9	- 52.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

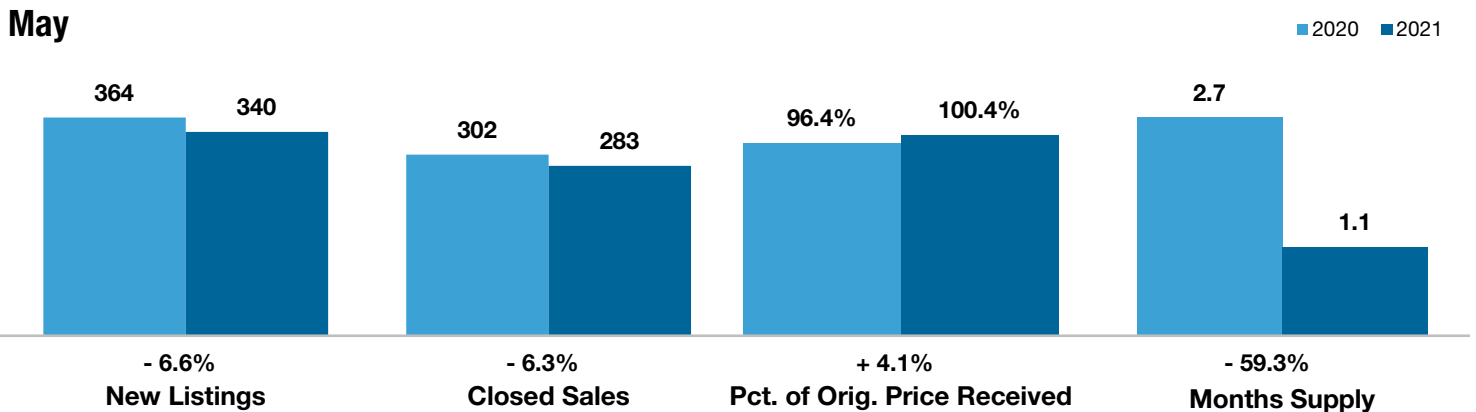
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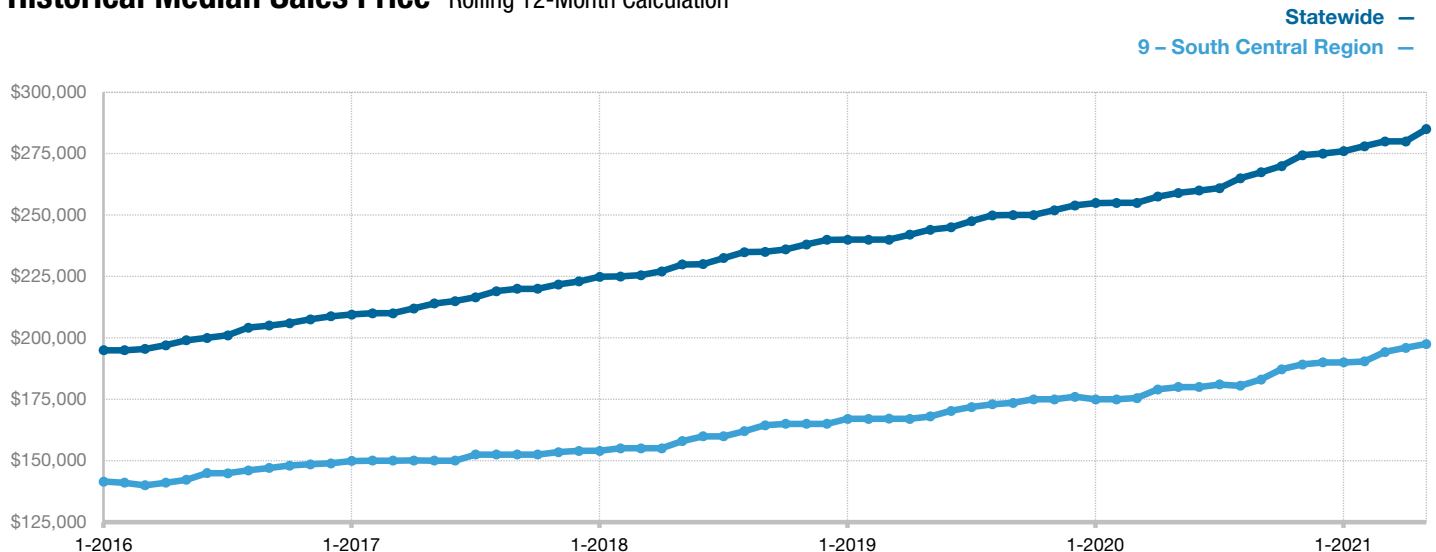
9 – South Central Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	364	340	- 6.6%	1,428	1,370	- 4.1%
Pending Sales	341	297	- 12.9%	1,293	1,294	+ 0.1%
Closed Sales	302	283	- 6.3%	1,010	1,061	+ 5.0%
Median Sales Price*	\$201,250	\$208,000	+ 3.4%	\$180,000	\$199,750	+ 11.0%
Percent of Original List Price Received*	96.4%	100.4%	+ 4.1%	95.0%	98.0%	+ 3.2%
Days on Market Until Sale	102	61	- 40.2%	107	76	- 29.0%
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

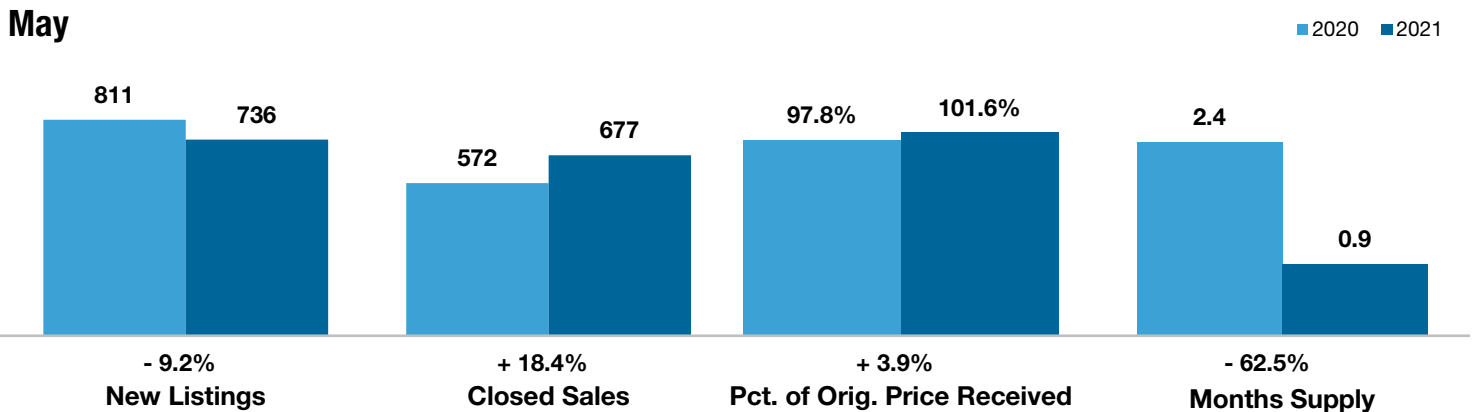
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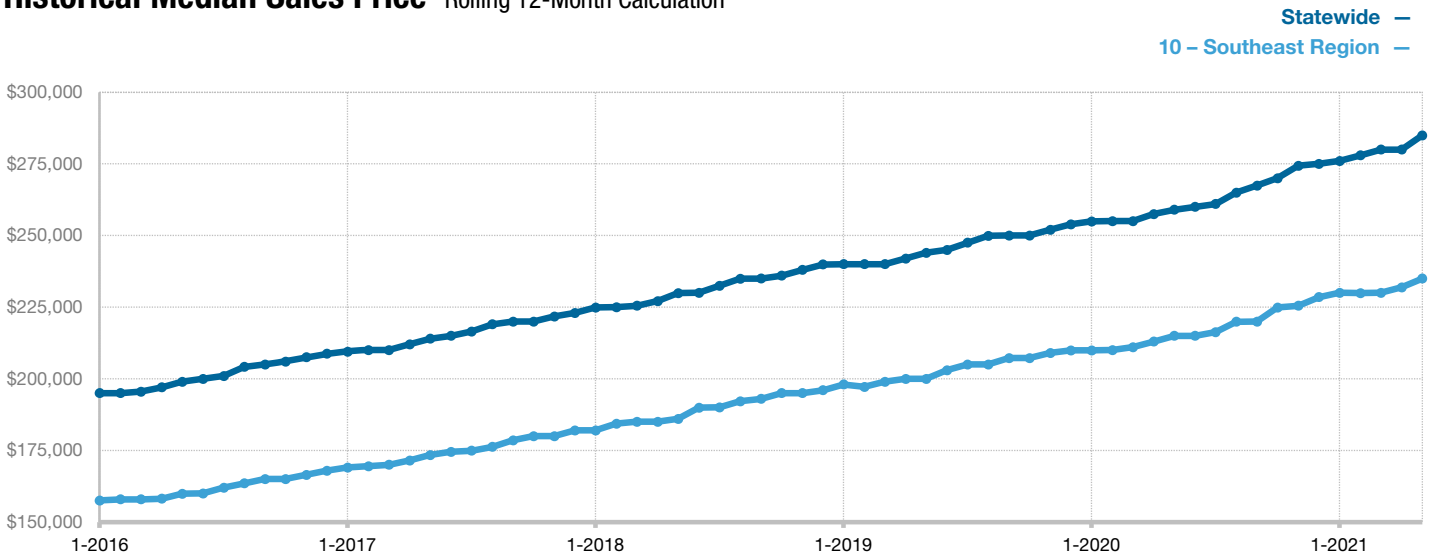
10 – Southeast Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	811	736	- 9.2%	3,285	3,223	- 1.9%
Pending Sales	698	739	+ 5.9%	2,777	3,116	+ 12.2%
Closed Sales	572	677	+ 18.4%	2,274	2,423	+ 6.6%
Median Sales Price*	\$224,950	\$250,000	+ 11.1%	\$219,250	\$237,725	+ 8.4%
Percent of Original List Price Received*	97.8%	101.6%	+ 3.9%	96.8%	99.7%	+ 3.0%
Days on Market Until Sale	49	29	- 40.8%	63	41	- 34.9%
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2021

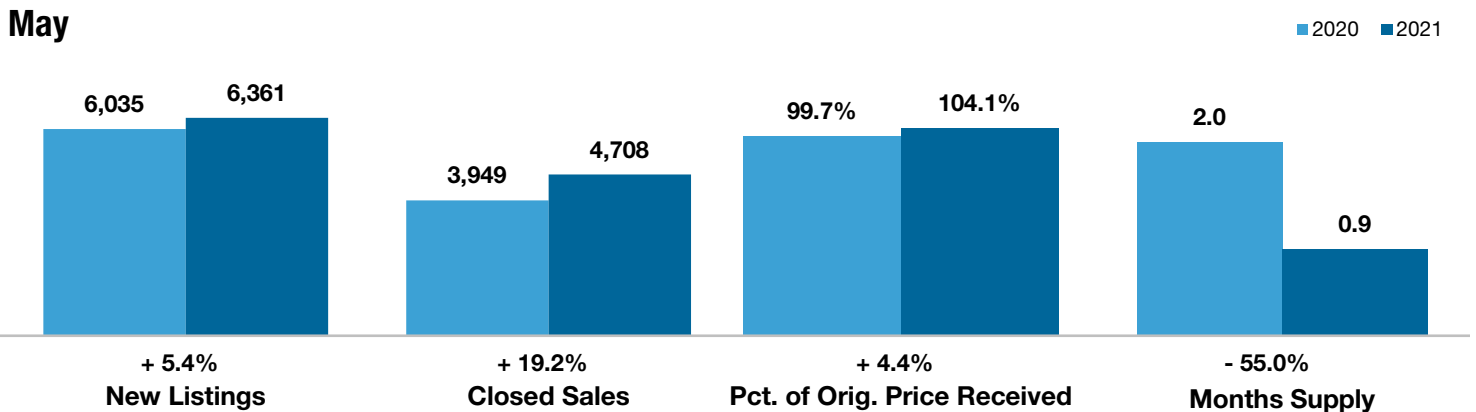
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11 – 7-County Twin Cities Region

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	6,035	6,361	+ 5.4%	25,384	25,770	+ 1.5%
Pending Sales	4,890	5,821	+ 19.0%	19,484	22,591	+ 15.9%
Closed Sales	3,949	4,708	+ 19.2%	16,575	18,416	+ 11.1%
Median Sales Price*	\$300,000	\$350,000	+ 16.7%	\$299,990	\$331,000	+ 10.3%
Percent of Original List Price Received*	99.7%	104.1%	+ 4.4%	99.0%	102.3%	+ 3.3%
Days on Market Until Sale	31	22	- 29.0%	41	30	- 26.8%
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

