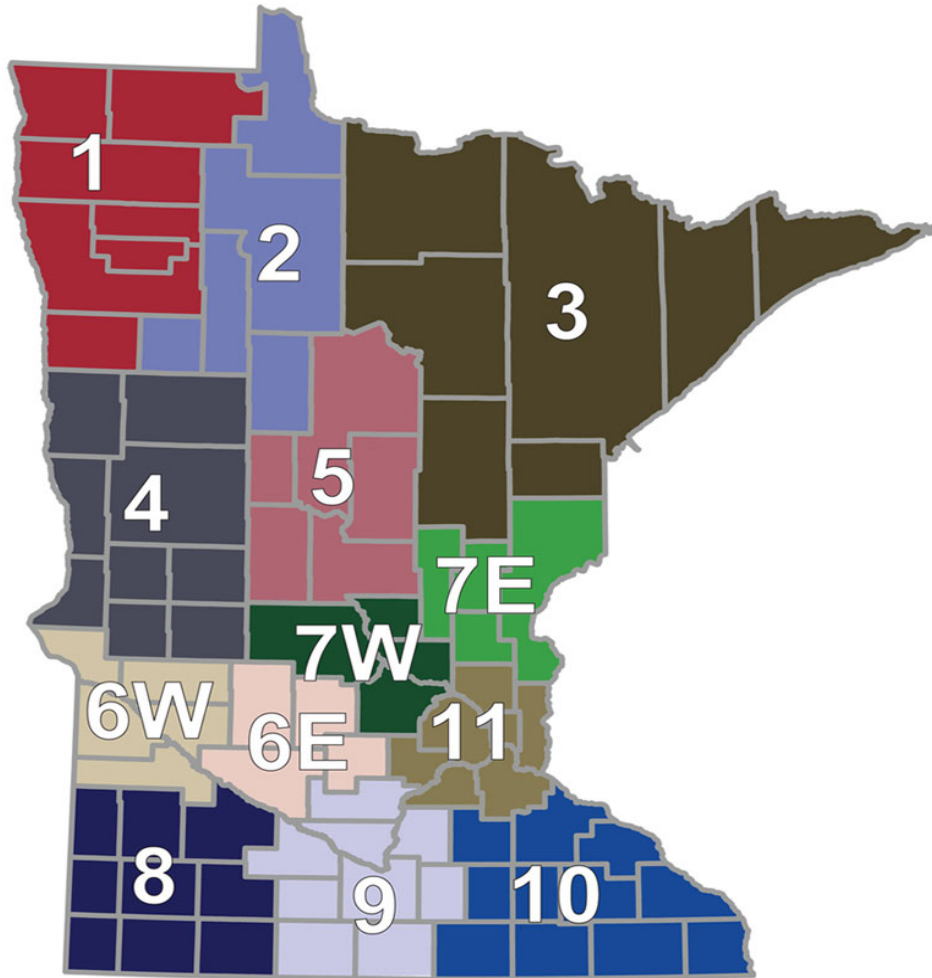



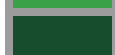











Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 September 2021

A Research Tool Provided by the Minnesota REALTORS®

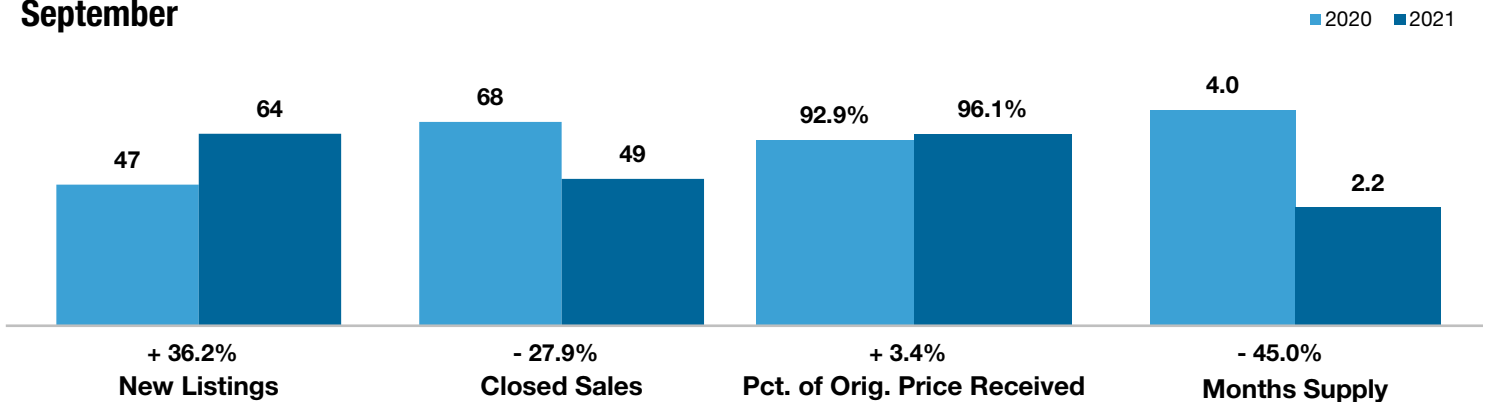


1 – Northwest Region

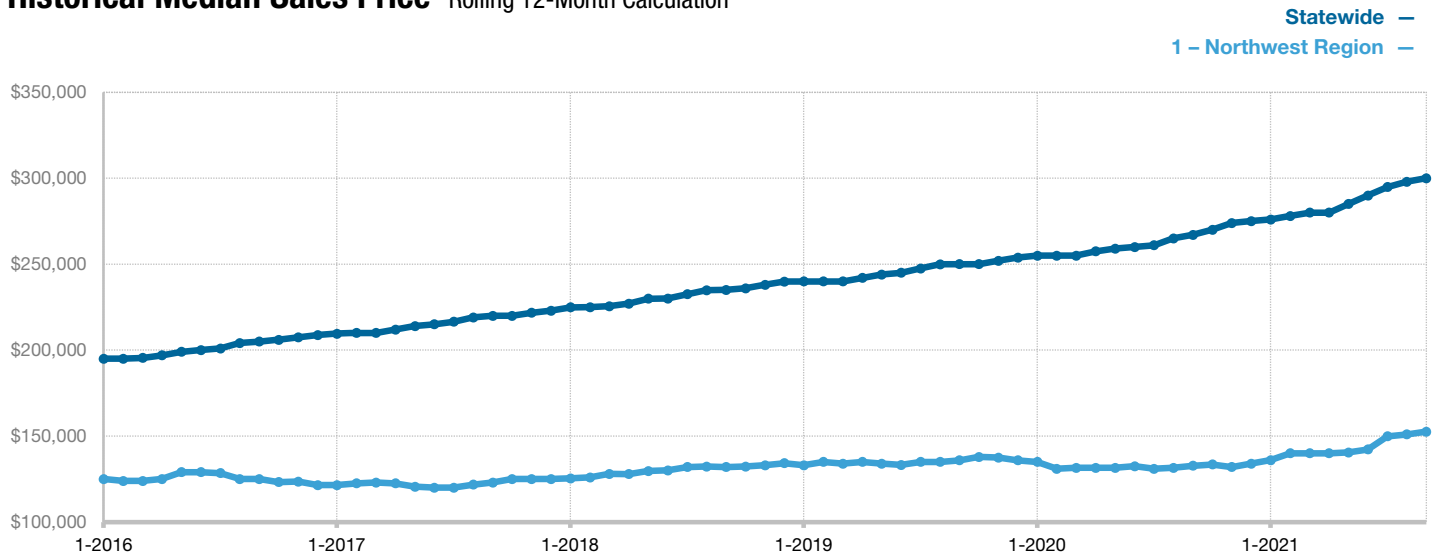
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	47	64	+ 36.2%	491	449	- 8.6%
Pending Sales	41	51	+ 24.4%	415	434	+ 4.6%
Closed Sales	68	49	- 27.9%	367	417	+ 13.6%
Median Sales Price*	\$139,000	\$167,600	+ 20.6%	\$133,000	\$157,500	+ 18.4%
Percent of Original List Price Received*	92.9%	96.1%	+ 3.4%	92.2%	95.9%	+ 4.0%
Days on Market Until Sale	92	52	- 43.5%	101	67	- 33.7%
Months Supply of Inventory	4.0	2.2	- 45.0%	--	--	--

* 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



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

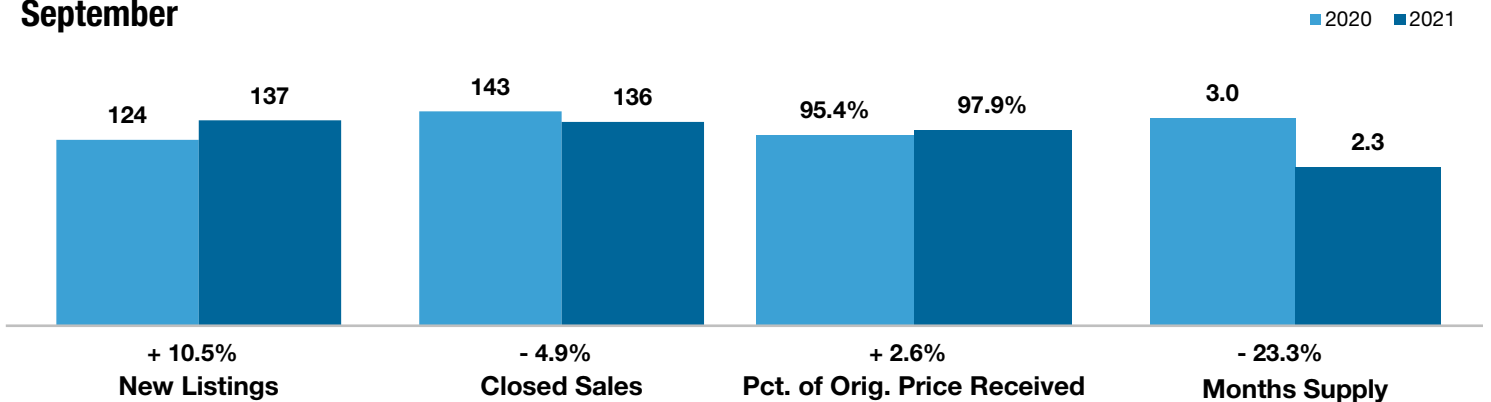


2 – Headwaters Region

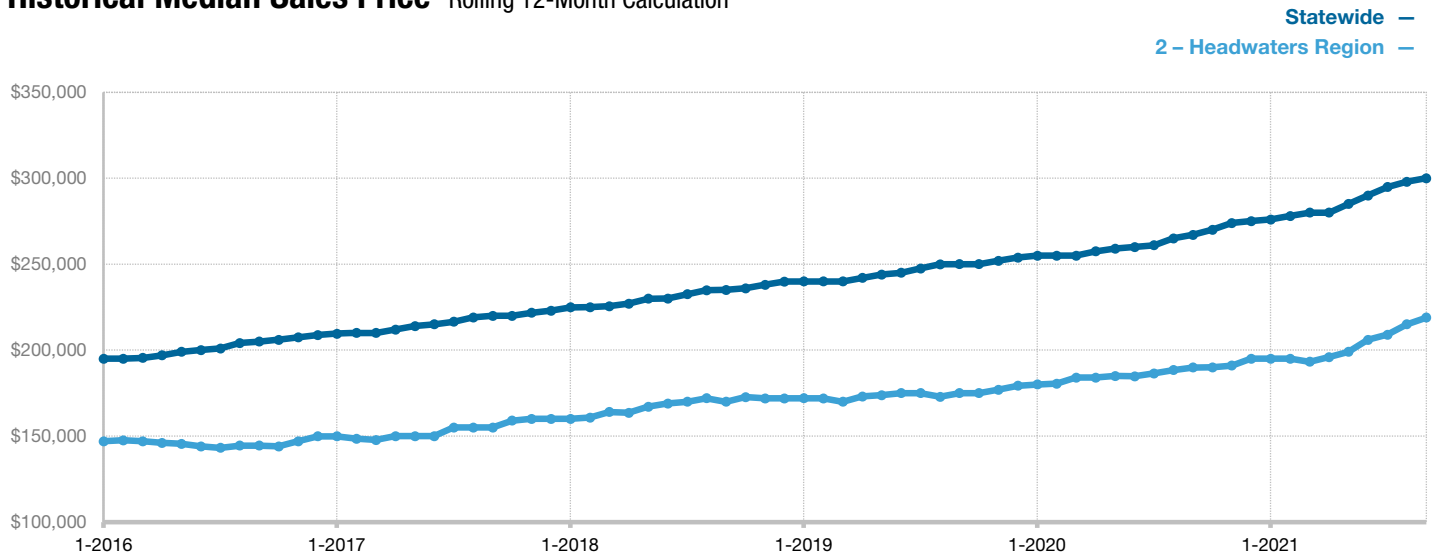
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	124	137	+ 10.5%	1,165	1,164	- 0.1%
Pending Sales	114	121	+ 6.1%	985	983	- 0.2%
Closed Sales	143	136	- 4.9%	858	898	+ 4.7%
Median Sales Price*	\$194,200	\$218,400	+ 12.5%	\$191,750	\$224,500	+ 17.1%
Percent of Original List Price Received*	95.4%	97.9%	+ 2.6%	95.3%	98.3%	+ 3.1%
Days on Market Until Sale	73	27	- 63.0%	73	44	- 39.7%
Months Supply of Inventory	3.0	2.3	- 23.3%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

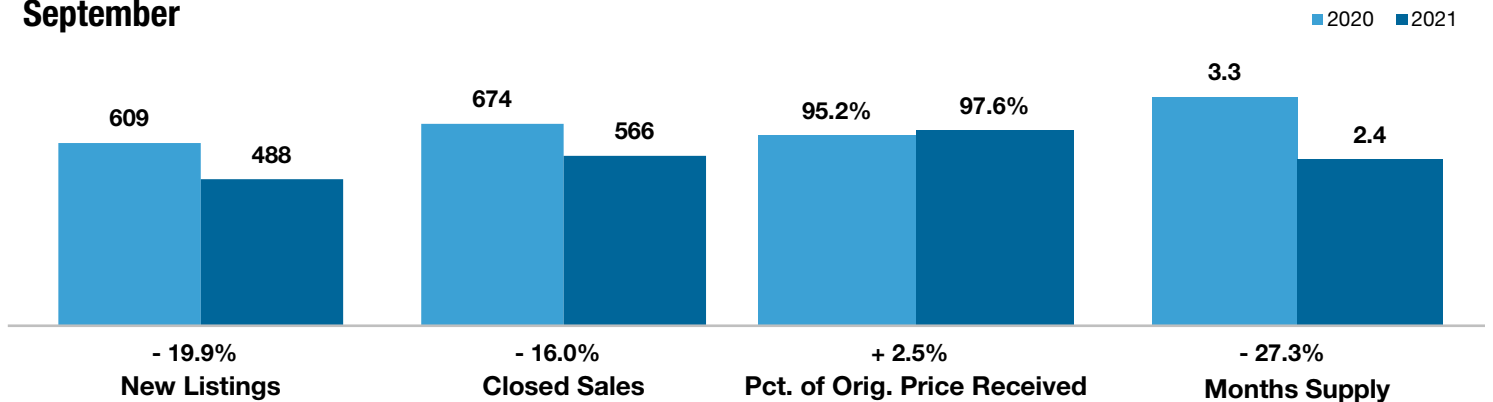


3 – Arrowhead Region

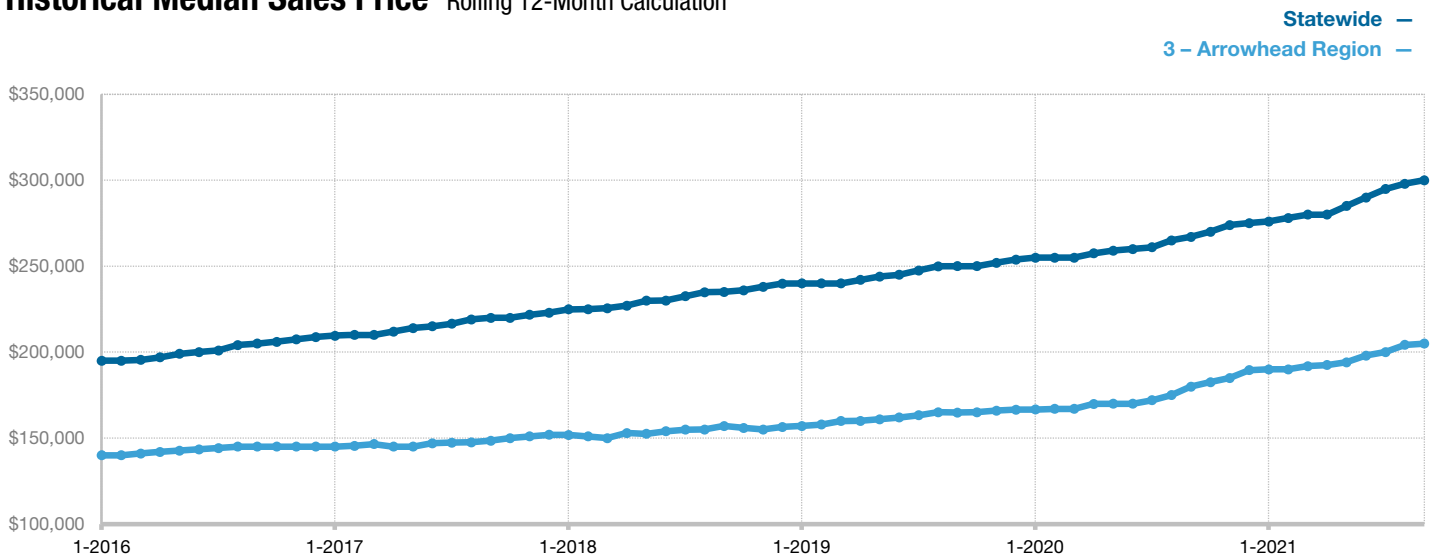
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	609	488	- 19.9%	5,158	4,887	- 5.3%
Pending Sales	602	442	- 26.6%	4,560	4,246	- 6.9%
Closed Sales	674	566	- 16.0%	3,931	4,014	+ 2.1%
Median Sales Price*	\$199,000	\$200,000	+ 0.5%	\$184,900	\$205,000	+ 10.9%
Percent of Original List Price Received*	95.2%	97.6%	+ 2.5%	95.1%	98.7%	+ 3.8%
Days on Market Until Sale	77	42	- 45.5%	80	51	- 36.3%
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

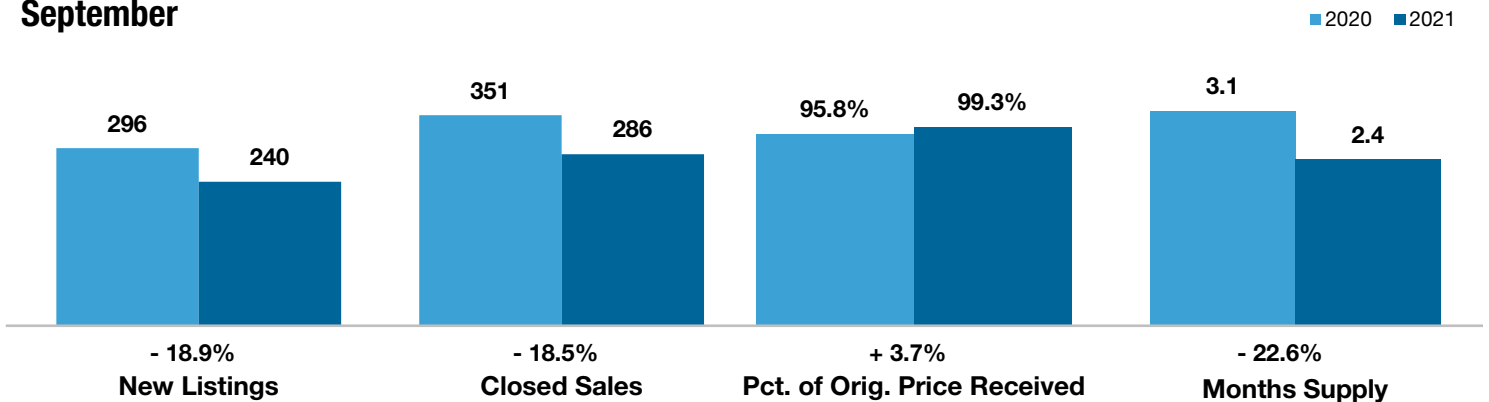


4 – West Central Region

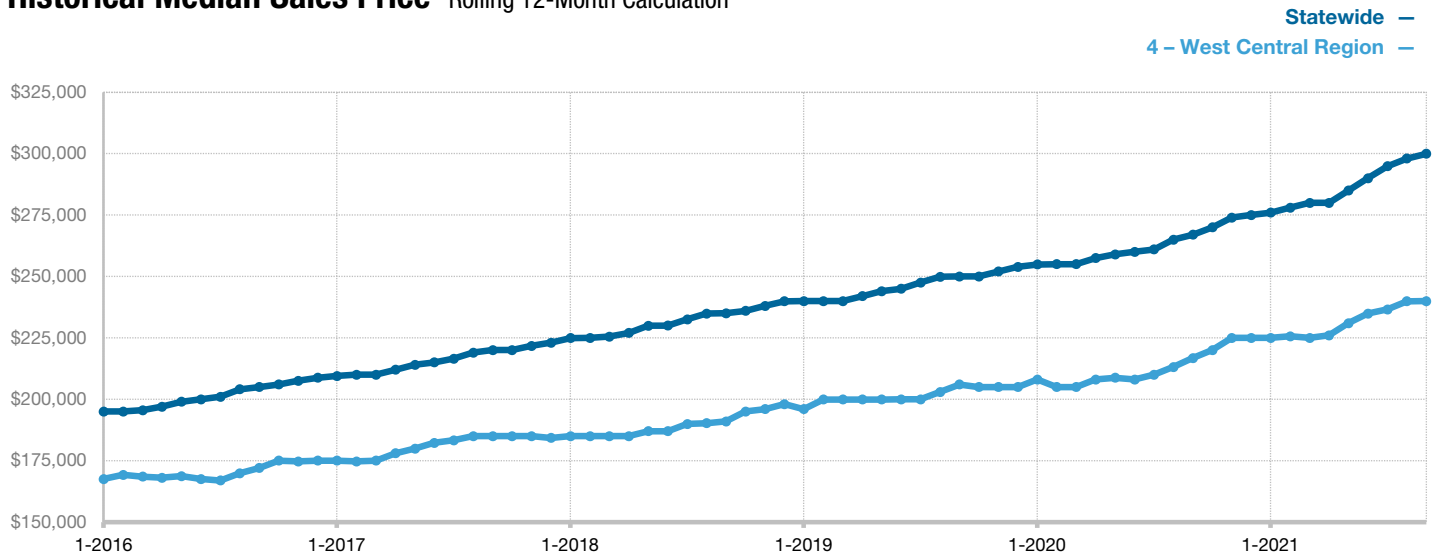
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	296	240	- 18.9%	2,884	2,539	- 12.0%
Pending Sales	300	237	- 21.0%	2,442	2,242	- 8.2%
Closed Sales	351	286	- 18.5%	2,112	2,047	- 3.1%
Median Sales Price*	\$245,000	\$250,500	+ 2.2%	\$222,000	\$240,000	+ 8.1%
Percent of Original List Price Received*	95.8%	99.3%	+ 3.7%	95.7%	98.4%	+ 2.8%
Days on Market Until Sale	67	32	- 52.2%	68	46	- 32.4%
Months Supply of Inventory	3.1	2.4	- 22.6%	--	--	--

* 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 2021

A Research Tool Provided by the Minnesota REALTORS®

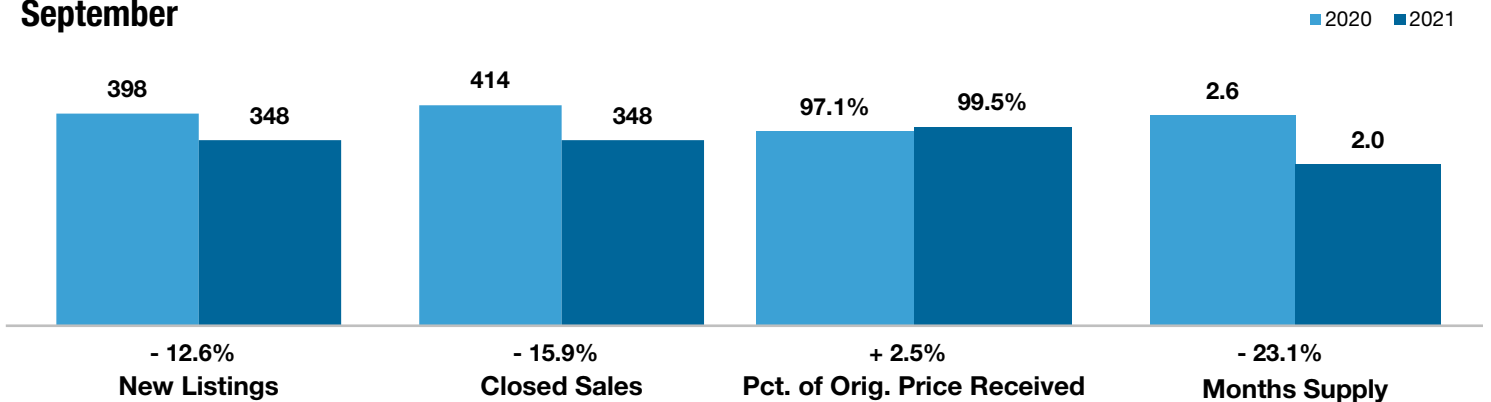


5 – North Central Region

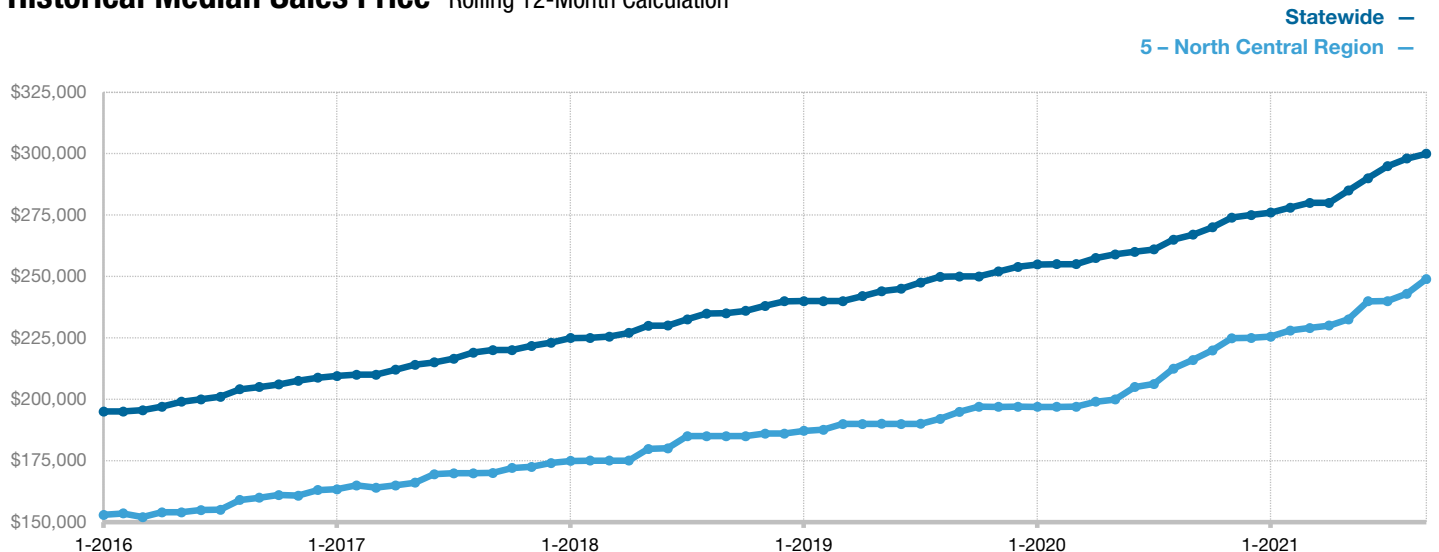
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	398	348	- 12.6%	3,305	3,032	- 8.3%
Pending Sales	433	332	- 23.3%	2,907	2,535	- 12.8%
Closed Sales	414	348	- 15.9%	2,501	2,309	- 7.7%
Median Sales Price*	\$230,000	\$255,250	+ 11.0%	\$220,000	\$250,000	+ 13.6%
Percent of Original List Price Received*	97.1%	99.5%	+ 2.5%	95.8%	99.7%	+ 4.1%
Days on Market Until Sale	55	28	- 49.1%	71	36	- 49.3%
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--

* 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 2021

A Research Tool Provided by the Minnesota REALTORS®

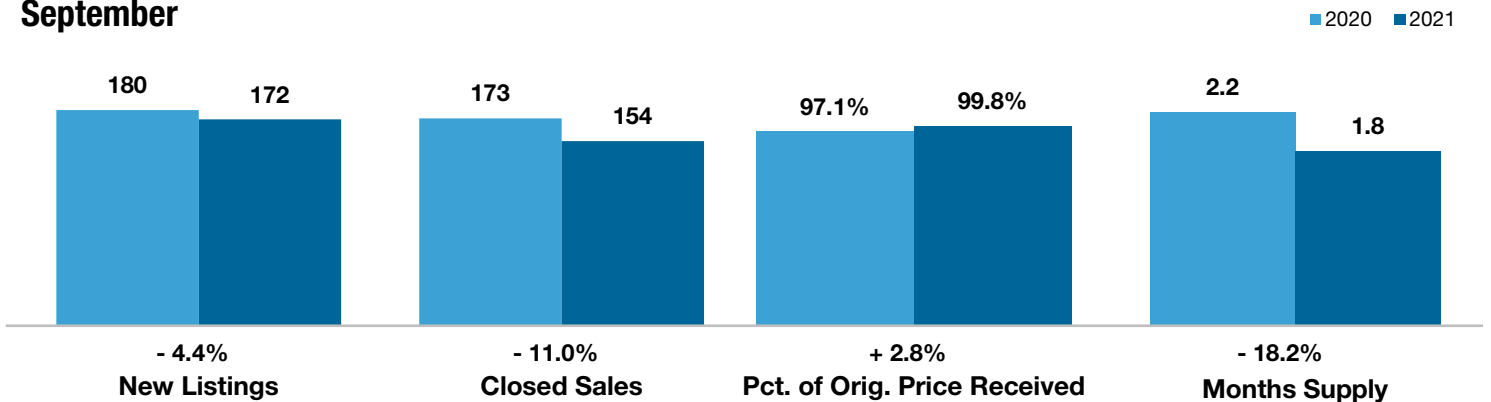


6E – Southwest Central Region

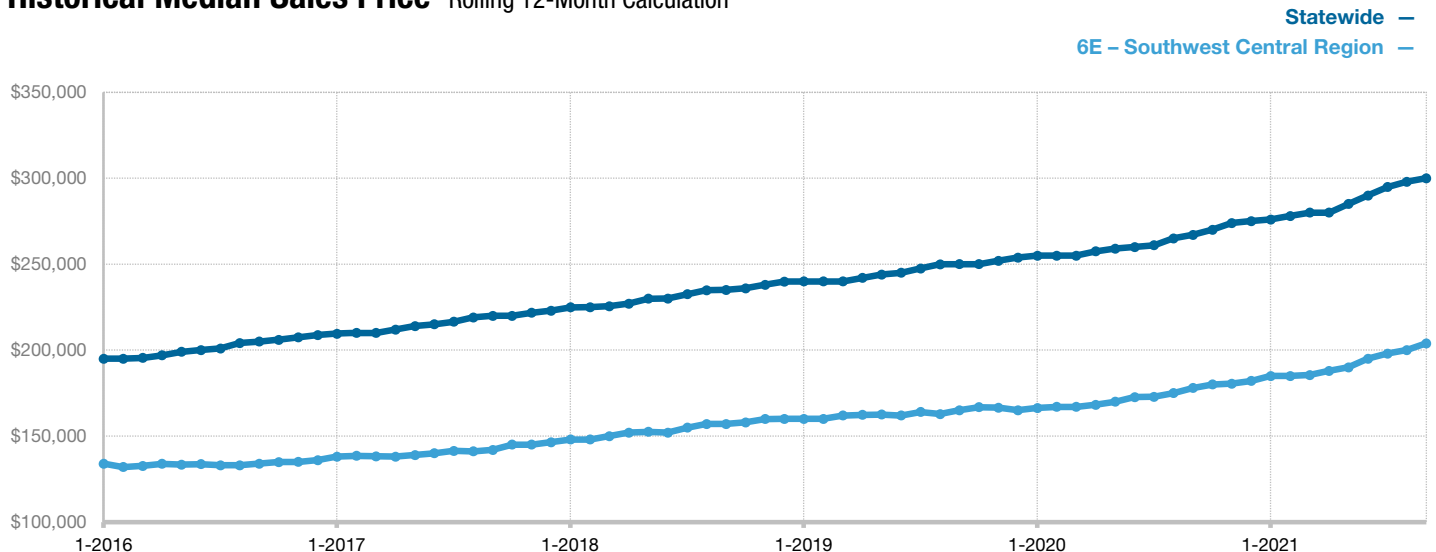
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	180	172	- 4.4%	1,431	1,491	+ 4.2%
Pending Sales	199	164	- 17.6%	1,308	1,281	- 2.1%
Closed Sales	173	154	- 11.0%	1,157	1,191	+ 2.9%
Median Sales Price*	\$198,990	\$215,276	+ 8.2%	\$180,000	\$213,455	+ 18.6%
Percent of Original List Price Received*	97.1%	99.8%	+ 2.8%	96.4%	99.7%	+ 3.4%
Days on Market Until Sale	60	30	- 50.0%	63	35	- 44.4%
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

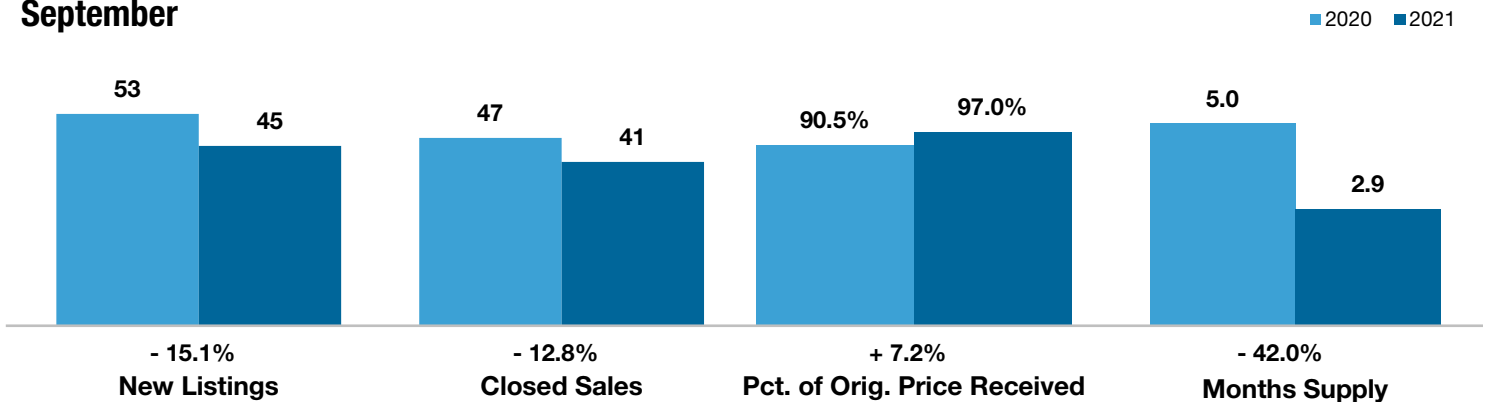


6W – Upper Minnesota Valley Region

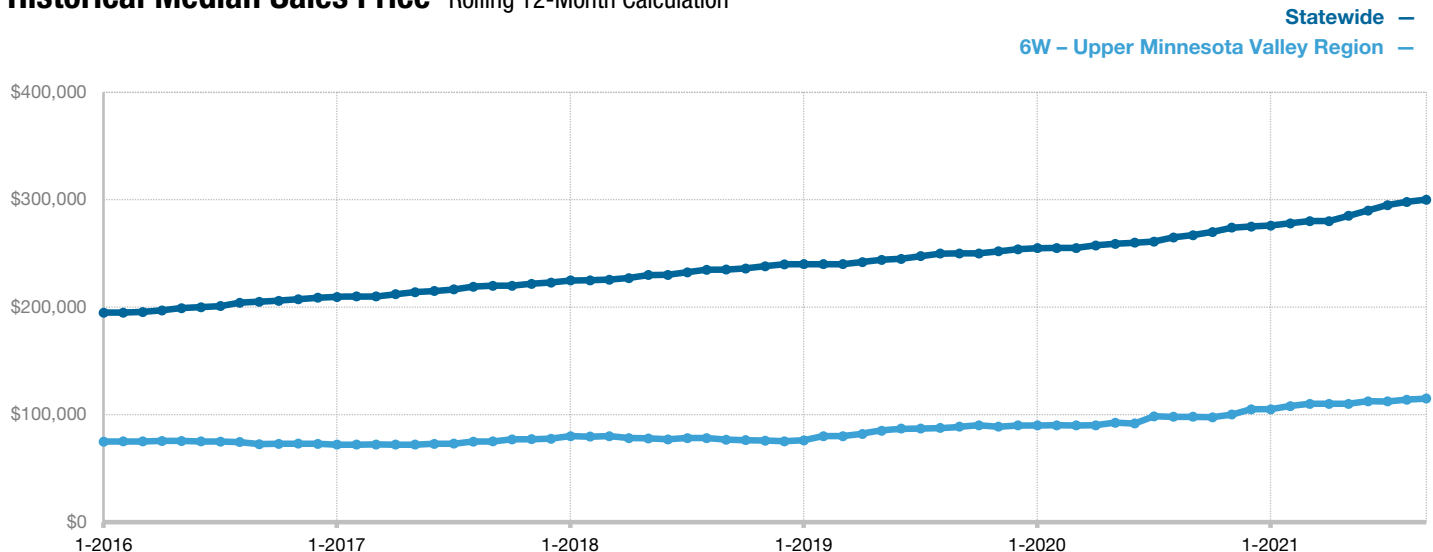
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	53	45	- 15.1%	403	394	- 2.2%
Pending Sales	59	41	- 30.5%	315	353	+ 12.1%
Closed Sales	47	41	- 12.8%	286	354	+ 23.8%
Median Sales Price*	\$95,000	\$134,000	+ 41.1%	\$101,250	\$118,250	+ 16.8%
Percent of Original List Price Received*	90.5%	97.0%	+ 7.2%	89.6%	93.2%	+ 4.0%
Days on Market Until Sale	84	49	- 41.7%	107	81	- 24.3%
Months Supply of Inventory	5.0	2.9	- 42.0%	--	--	--

* 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



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

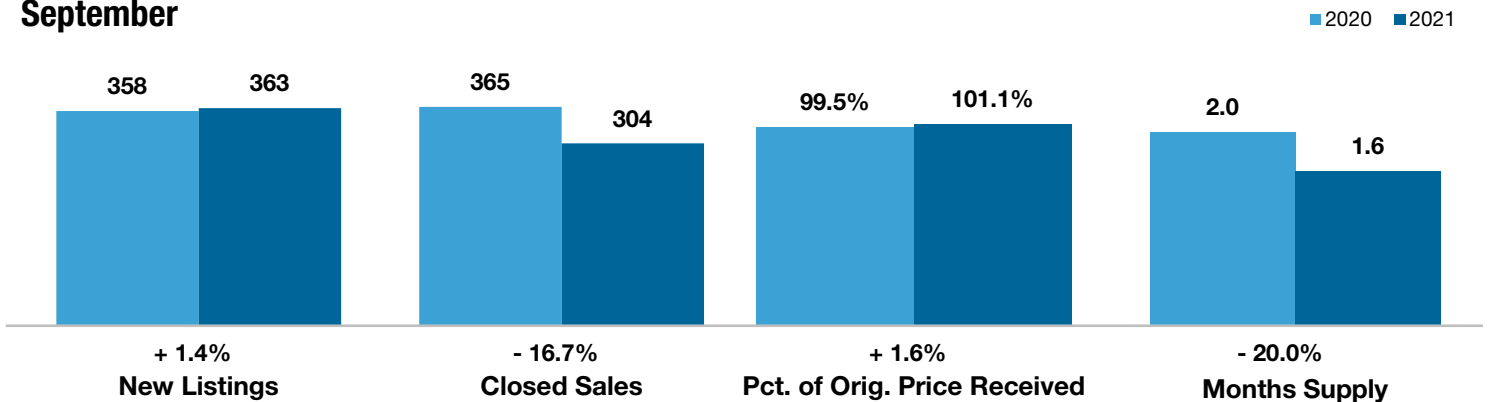


7E – East Central Region

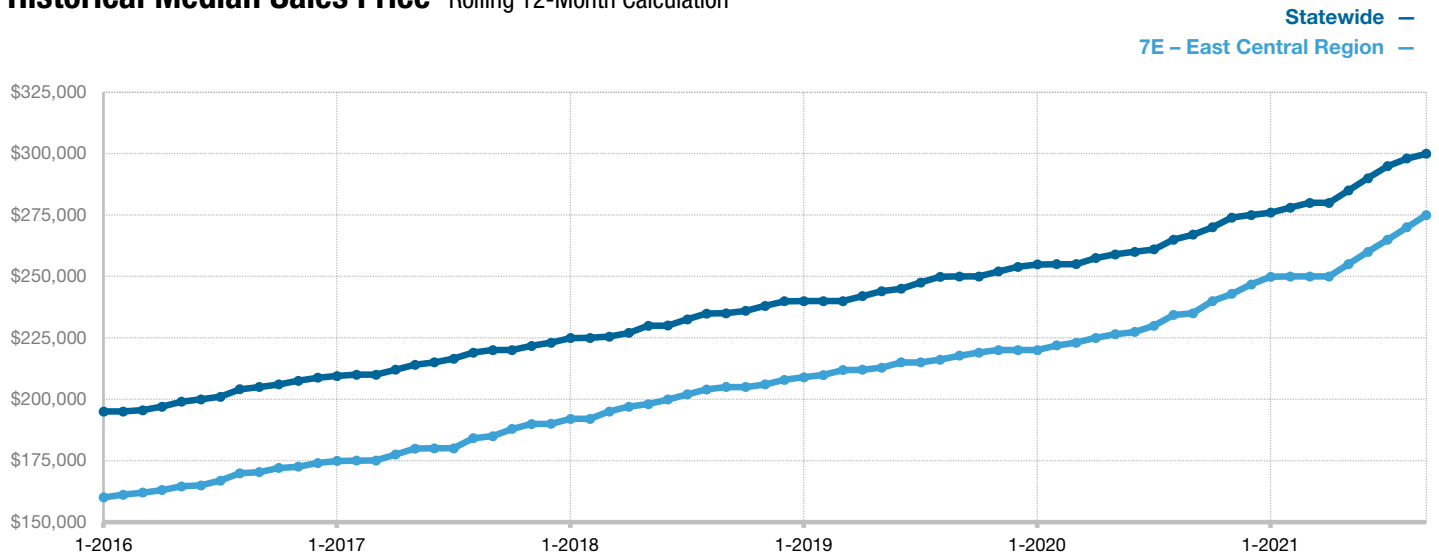
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	358	363	+ 1.4%	3,058	2,911	- 4.8%
Pending Sales	335	320	- 4.5%	2,619	2,480	- 5.3%
Closed Sales	365	304	- 16.7%	2,328	2,306	- 0.9%
Median Sales Price*	\$242,500	\$280,000	+ 15.5%	\$239,900	\$280,000	+ 16.7%
Percent of Original List Price Received*	99.5%	101.1%	+ 1.6%	98.4%	101.8%	+ 3.5%
Days on Market Until Sale	34	30	- 11.8%	48	31	- 35.4%
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

* 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



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

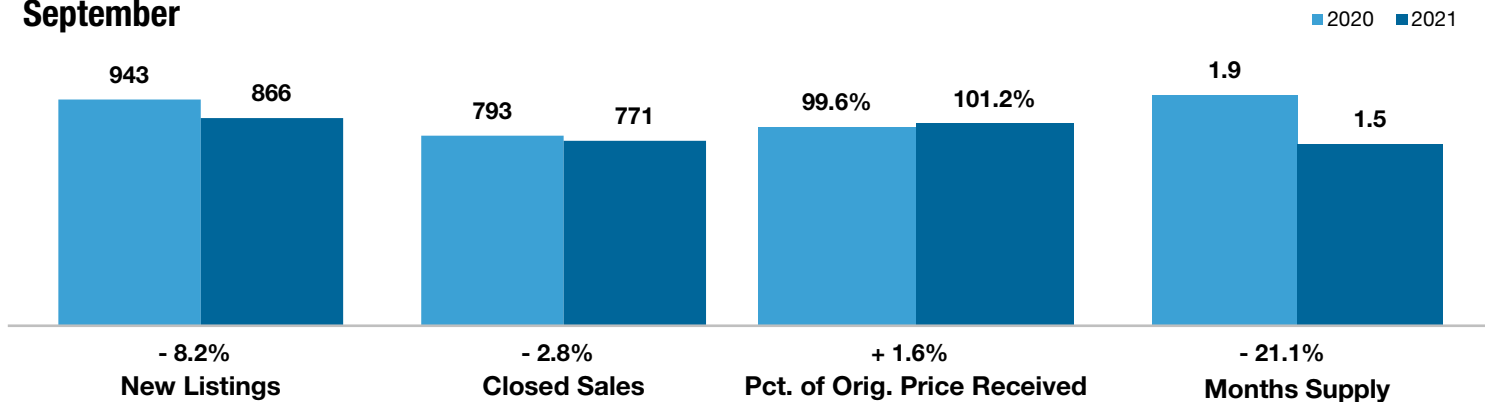


7W – Central Region

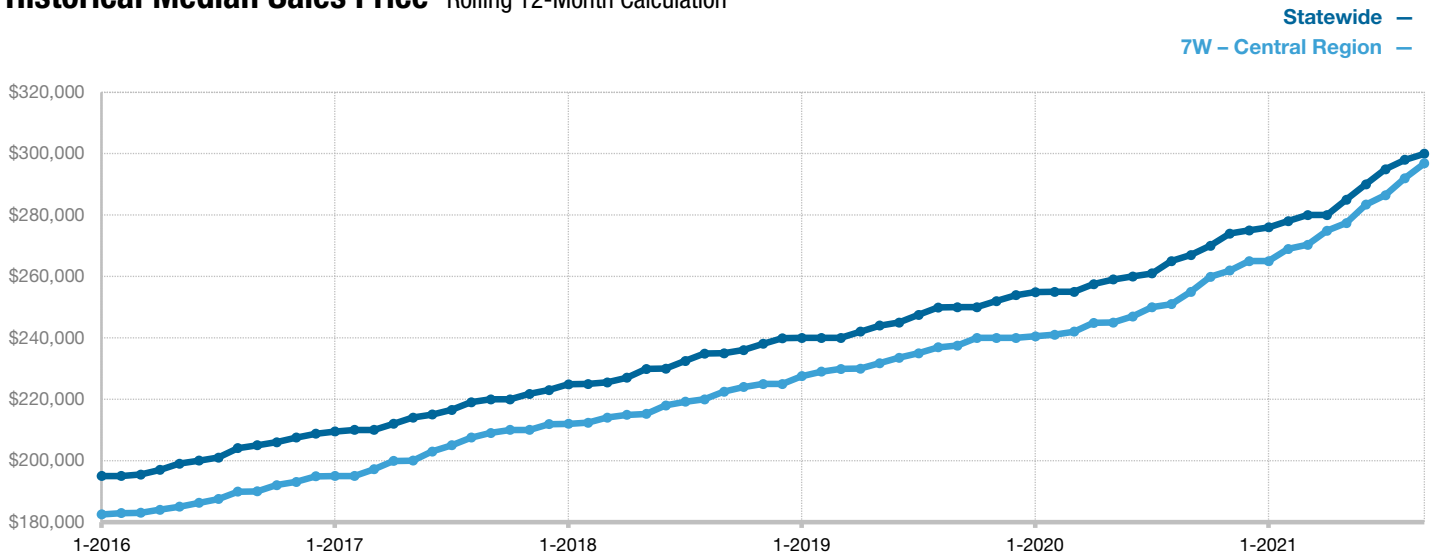
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	943	866	- 8.2%	7,926	7,773	- 1.9%
Pending Sales	792	690	- 12.9%	6,545	6,467	- 1.2%
Closed Sales	793	771	- 2.8%	5,897	6,028	+ 2.2%
Median Sales Price*	\$270,000	\$309,900	+ 14.8%	\$260,000	\$303,000	+ 16.5%
Percent of Original List Price Received*	99.6%	101.2%	+ 1.6%	98.7%	101.9%	+ 3.2%
Days on Market Until Sale	38	27	- 28.9%	45	29	- 35.6%
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

* 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



Current as of October 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 September 2021

A Research Tool Provided by the Minnesota REALTORS®

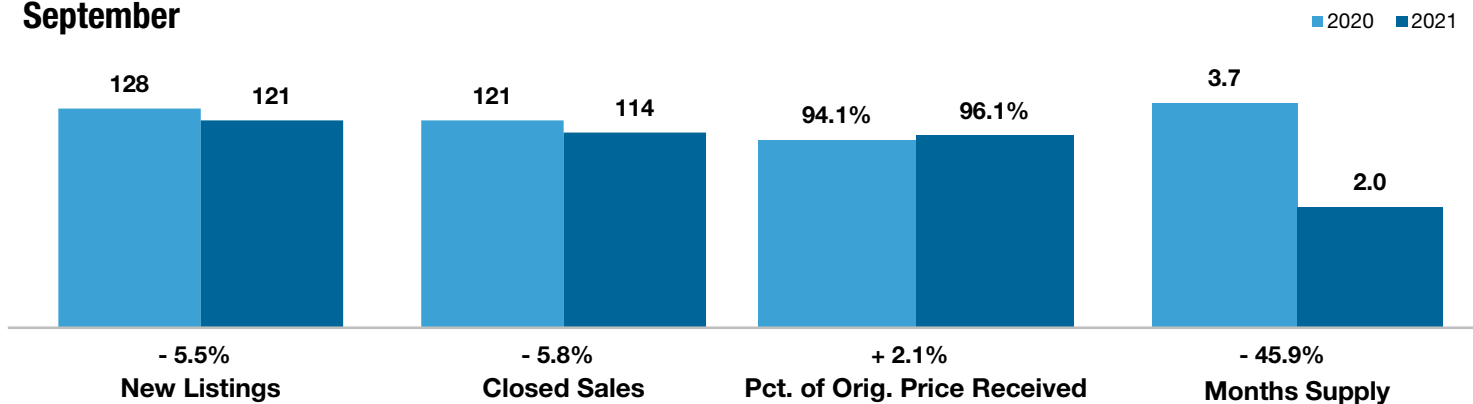


8 – Southwest Region

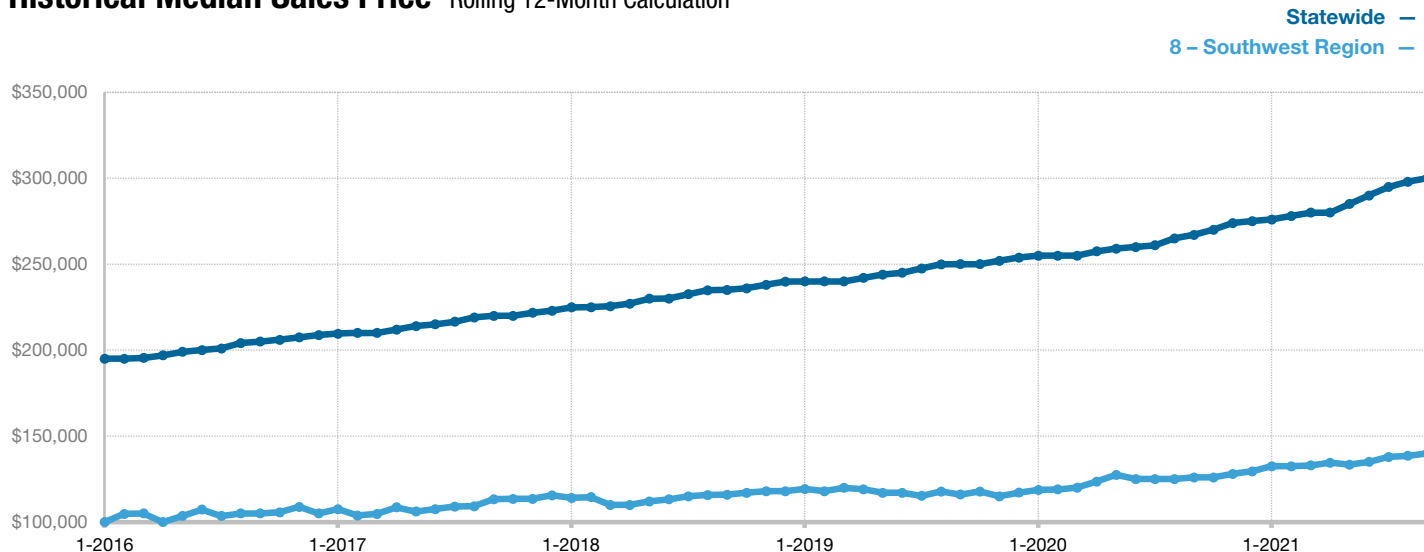
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	128	121	- 5.5%	1,055	1,048	- 0.7%
Pending Sales	106	126	+ 18.9%	893	979	+ 9.6%
Closed Sales	121	114	- 5.8%	811	925	+ 14.1%
Median Sales Price*	\$133,000	\$153,000	+ 15.0%	\$128,000	\$145,000	+ 13.3%
Percent of Original List Price Received*	94.1%	96.1%	+ 2.1%	92.3%	95.3%	+ 3.3%
Days on Market Until Sale	74	40	- 45.9%	86	63	- 26.7%
Months Supply of Inventory	3.7	2.0	- 45.9%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

A Research Tool Provided by the Minnesota REALTORS®

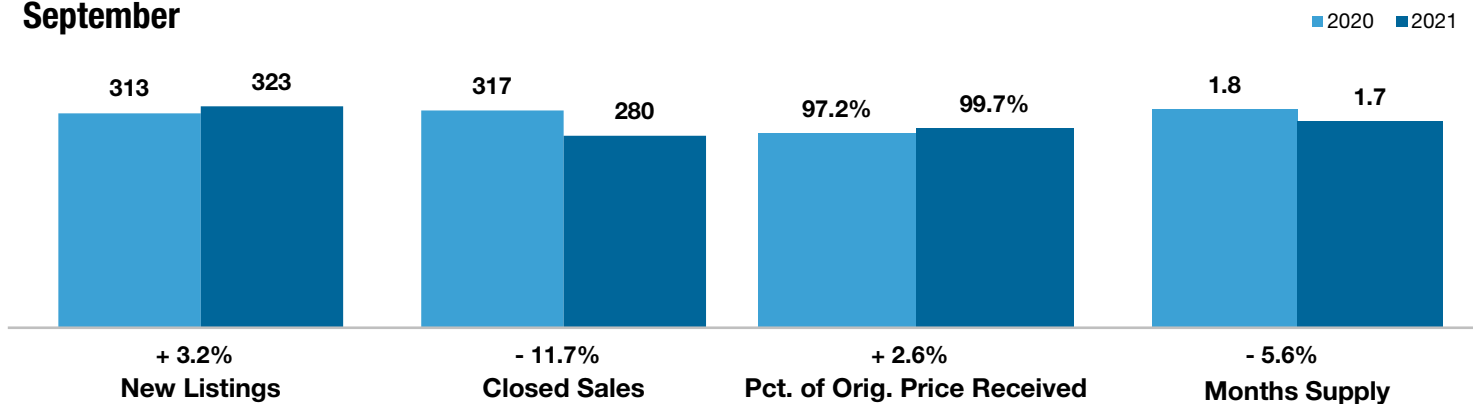


9 – South Central Region

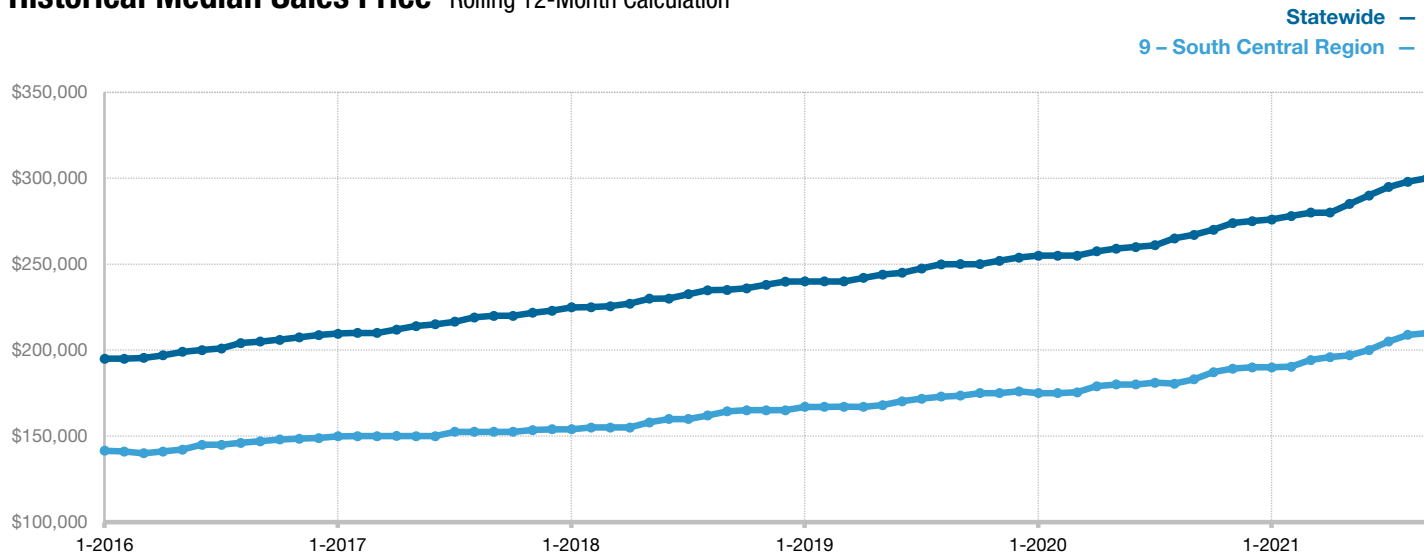
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	313	323	+ 3.2%	2,787	2,802	+ 0.5%
Pending Sales	305	257	- 15.7%	2,707	2,521	- 6.9%
Closed Sales	317	280	- 11.7%	2,435	2,388	- 1.9%
Median Sales Price*	\$197,000	\$205,000	+ 4.1%	\$186,000	\$210,100	+ 13.0%
Percent of Original List Price Received*	97.2%	99.7%	+ 2.6%	96.3%	99.6%	+ 3.4%
Days on Market Until Sale	94	53	- 43.6%	97	65	- 33.0%
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

* 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 2021

A Research Tool Provided by the Minnesota REALTORS®

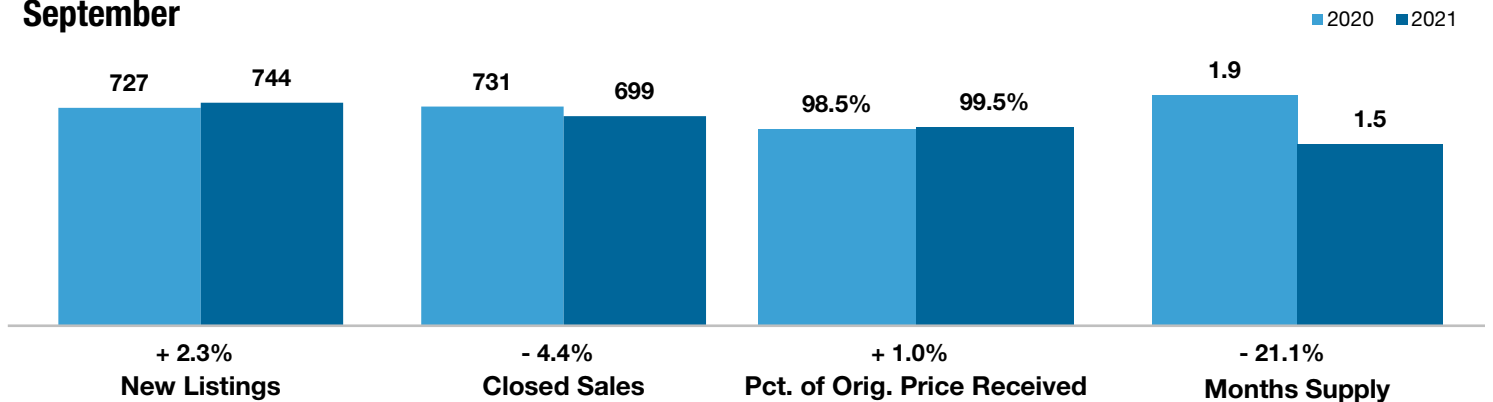


10 – Southeast Region

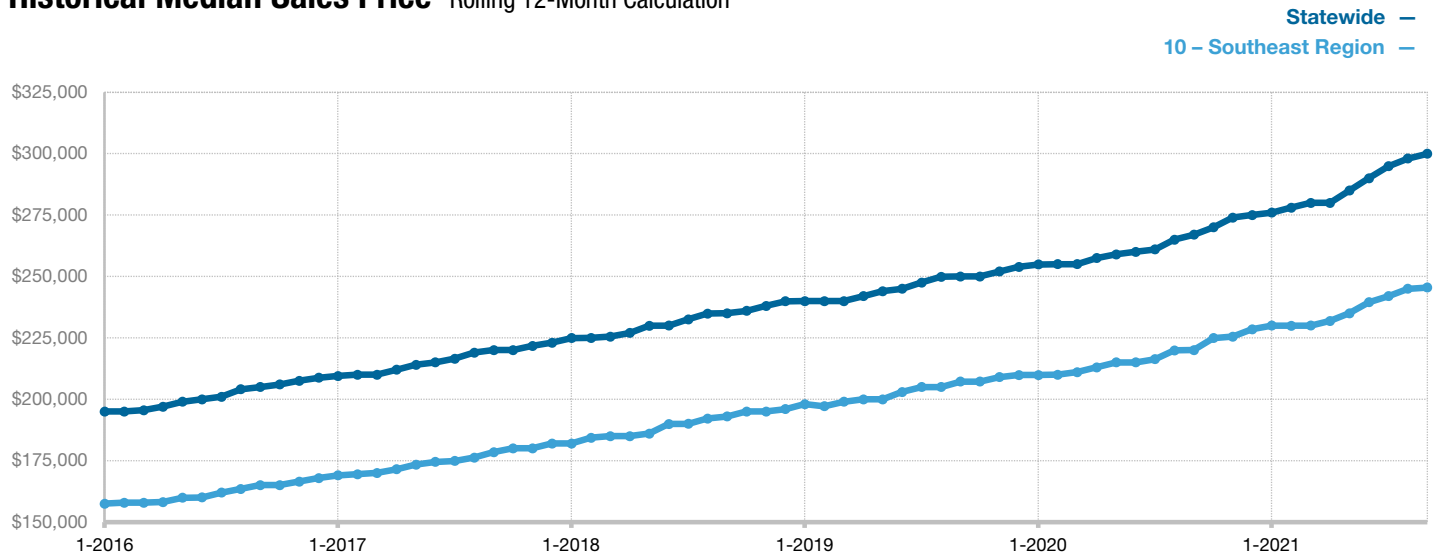
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	727	744	+ 2.3%	6,477	6,509	+ 0.5%
Pending Sales	724	622	- 14.1%	5,874	5,815	- 1.0%
Closed Sales	731	699	- 4.4%	5,386	5,472	+ 1.6%
Median Sales Price*	\$232,000	\$256,000	+ 10.3%	\$225,000	\$250,000	+ 11.1%
Percent of Original List Price Received*	98.5%	99.5%	+ 1.0%	97.7%	100.5%	+ 2.9%
Days on Market Until Sale	44	24	- 45.5%	54	31	- 42.6%
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

* 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 2021

A Research Tool Provided by the Minnesota REALTORS®

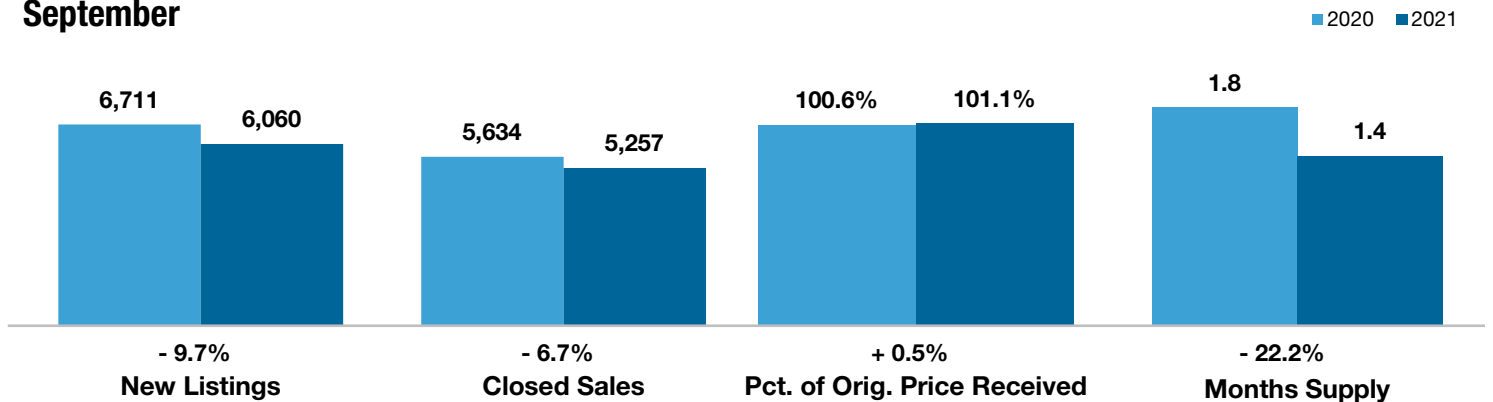


11 – 7-County Twin Cities Region

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	6,711	6,060	- 9.7%	51,924	52,581	+ 1.3%
Pending Sales	5,500	4,655	- 15.4%	42,526	43,782	+ 3.0%
Closed Sales	5,634	5,257	- 6.7%	38,911	41,739	+ 7.3%
Median Sales Price*	\$317,000	\$349,900	+ 10.4%	\$310,000	\$345,000	+ 11.3%
Percent of Original List Price Received*	100.6%	101.1%	+ 0.5%	99.8%	102.6%	+ 2.8%
Days on Market Until Sale	29	22	- 24.1%	35	25	- 28.6%
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation

