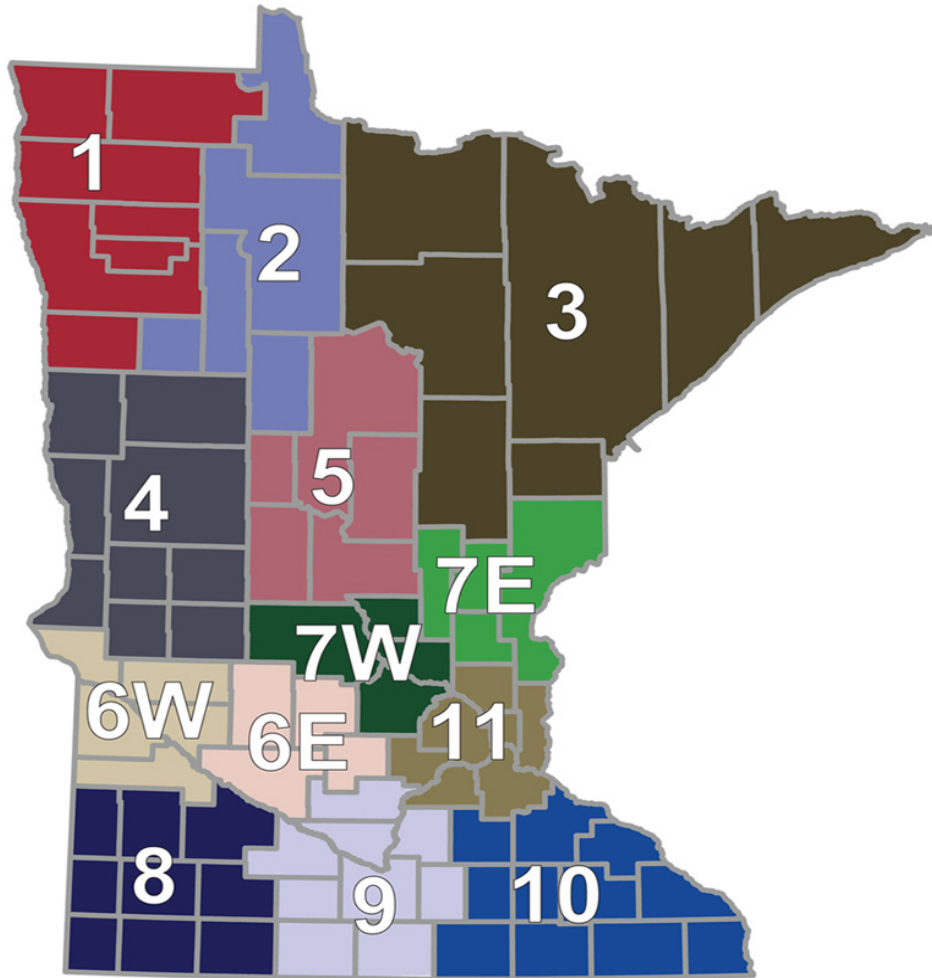



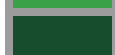











Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 January 2022

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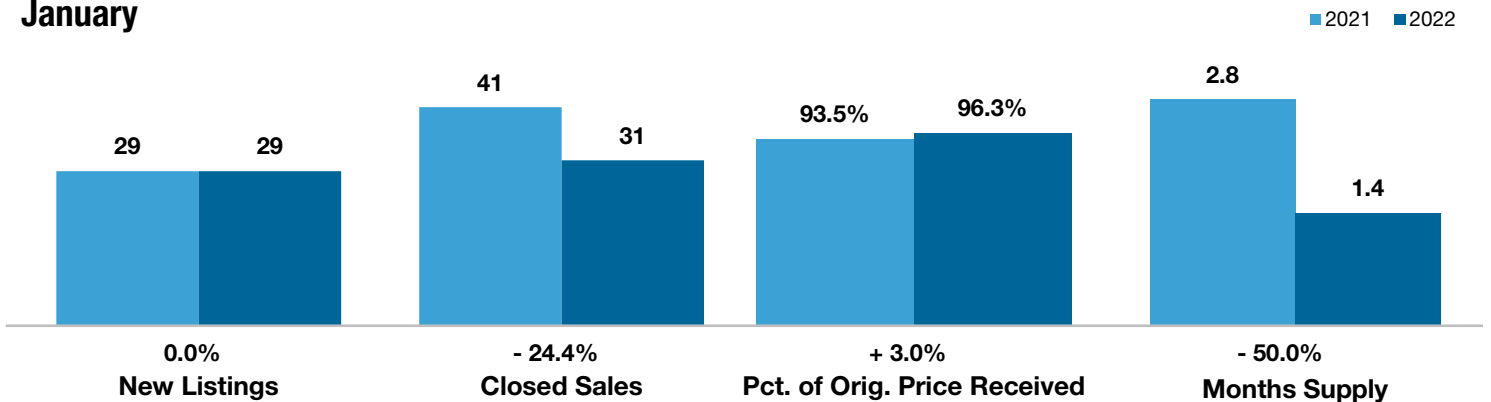


1 – Northwest Region

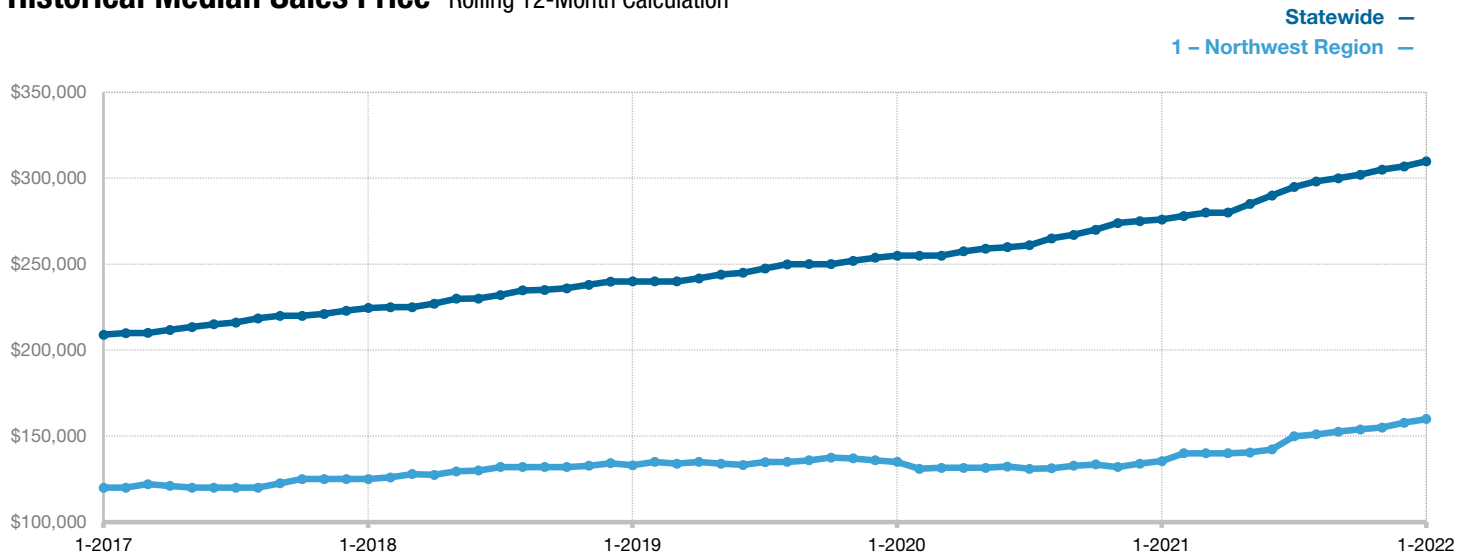
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	29	29	0.0%	29	29	0.0%
Pending Sales	32	23	- 28.1%	32	23	- 28.1%
Closed Sales	41	31	- 24.4%	41	31	- 24.4%
Median Sales Price*	\$131,000	\$178,000	+ 35.9%	\$131,000	\$178,000	+ 35.9%
Percent of Original List Price Received*	93.5%	96.3%	+ 3.0%	93.5%	96.3%	+ 3.0%
Days on Market Until Sale	63	38	- 39.7%	63	38	- 39.7%
Months Supply of Inventory	2.8	1.4	- 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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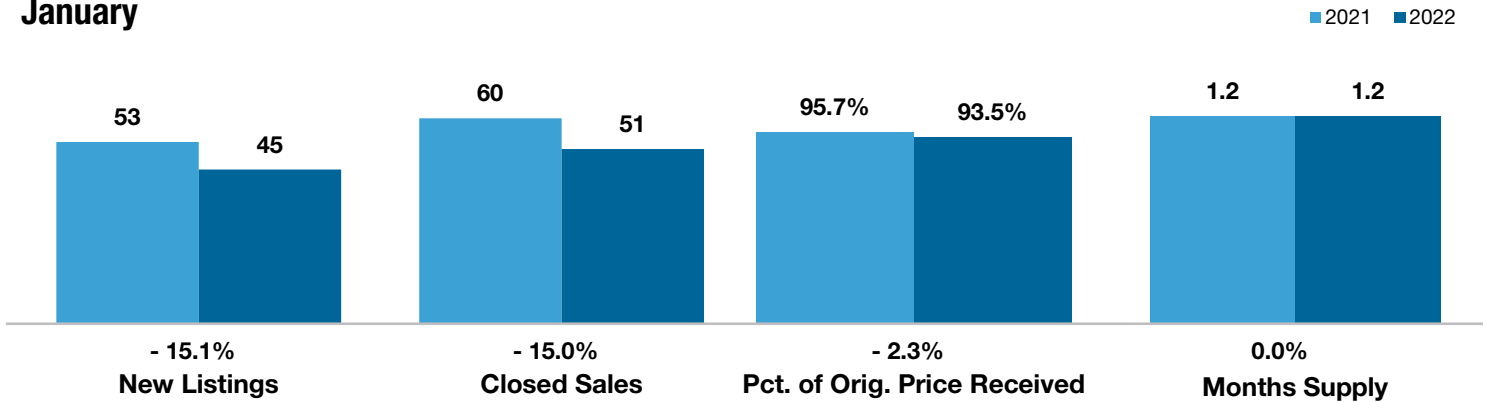


2 – Headwaters Region

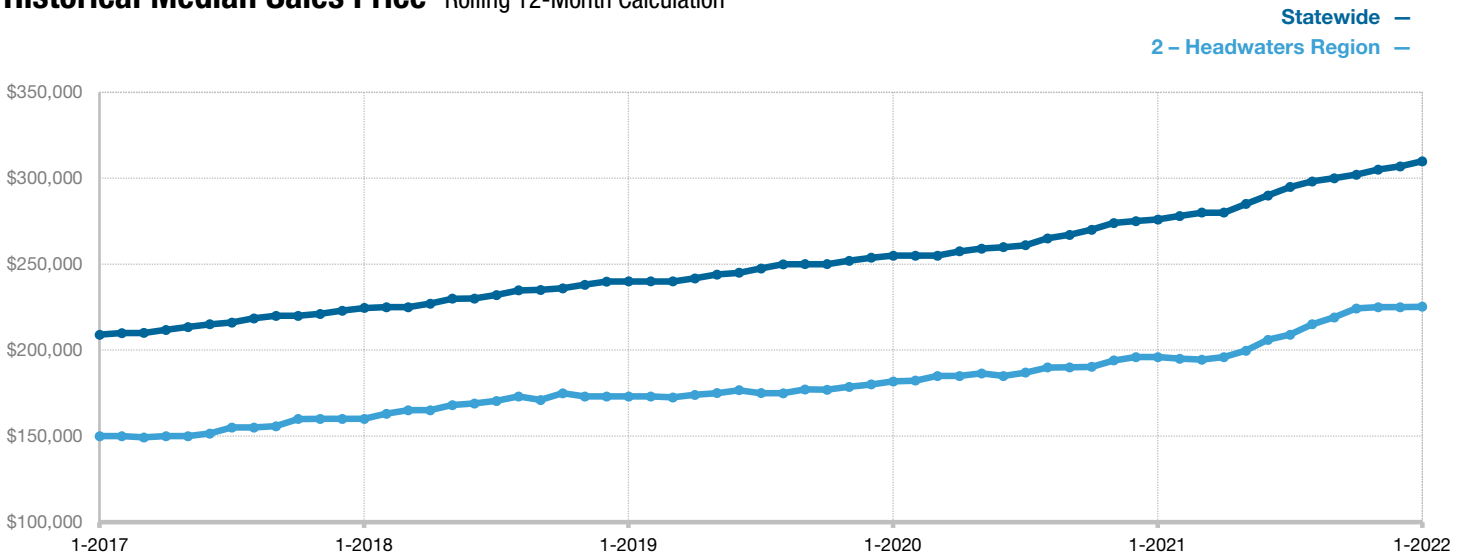
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	53	45	- 15.1%	53	45	- 15.1%
Pending Sales	66	60	- 9.1%	66	60	- 9.1%
Closed Sales	60	51	- 15.0%	60	51	- 15.0%
Median Sales Price*	\$187,500	\$214,400	+ 14.3%	\$187,500	\$214,400	+ 14.3%
Percent of Original List Price Received*	95.7%	93.5%	- 2.3%	95.7%	93.5%	- 2.3%
Days on Market Until Sale	80	55	- 31.3%	80	55	- 31.3%
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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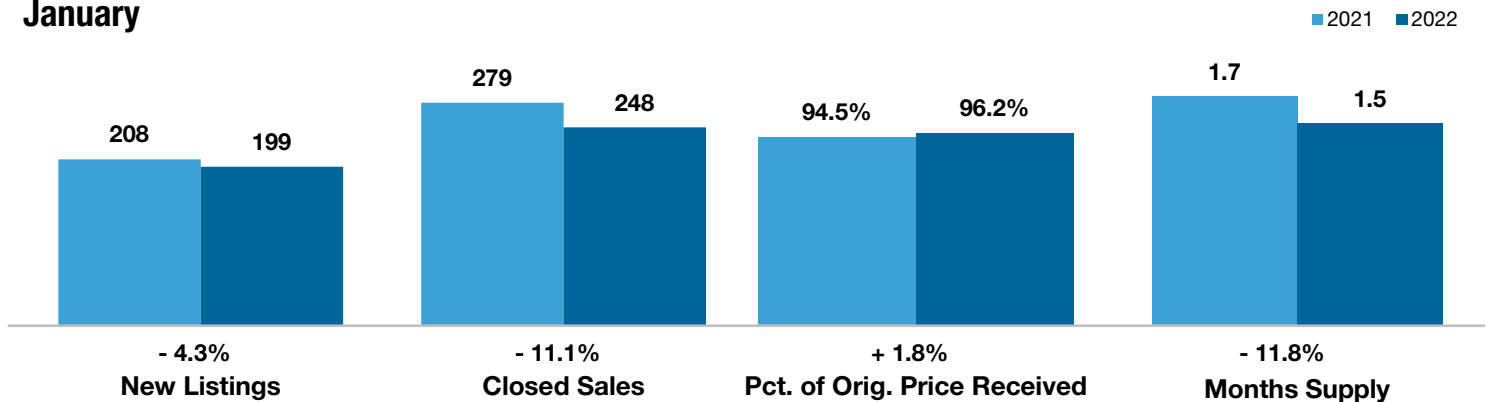


3 – Arrowhead Region

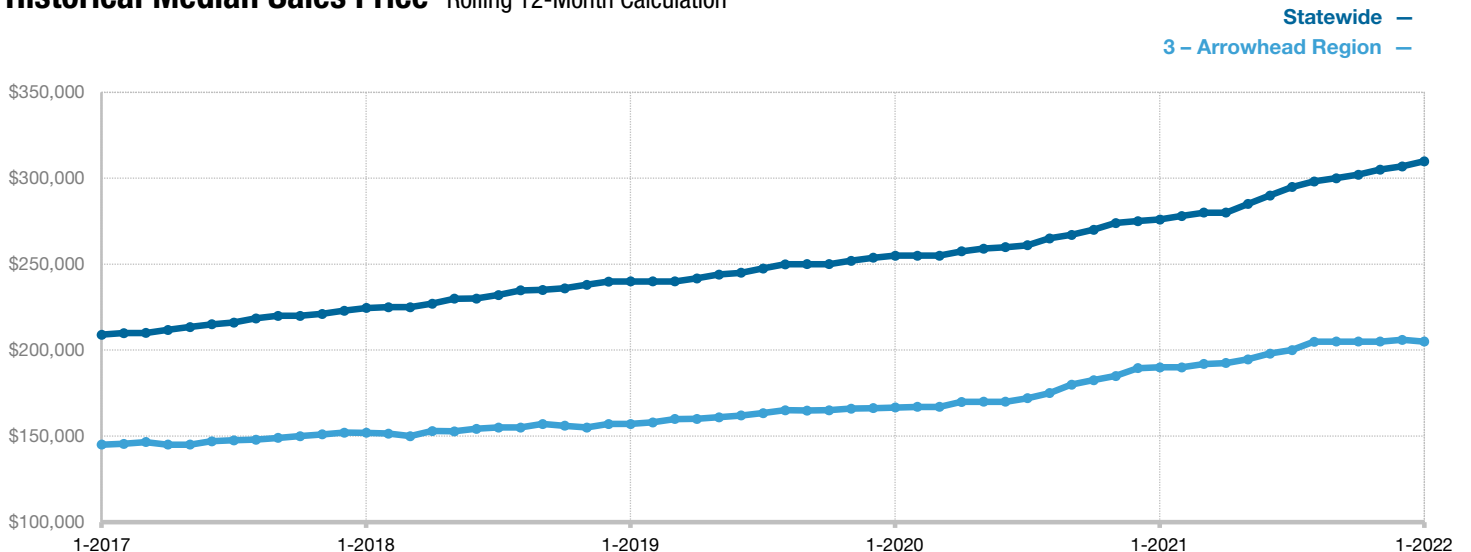
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	208	199	- 4.3%	208	199	- 4.3%
Pending Sales	251	198	- 21.1%	251	198	- 21.1%
Closed Sales	279	248	- 11.1%	279	248	- 11.1%
Median Sales Price*	\$189,950	\$180,000	- 5.2%	\$189,950	\$180,000	- 5.2%
Percent of Original List Price Received*	94.5%	96.2%	+ 1.8%	94.5%	96.2%	+ 1.8%
Days on Market Until Sale	72	53	- 26.4%	72	53	- 26.4%
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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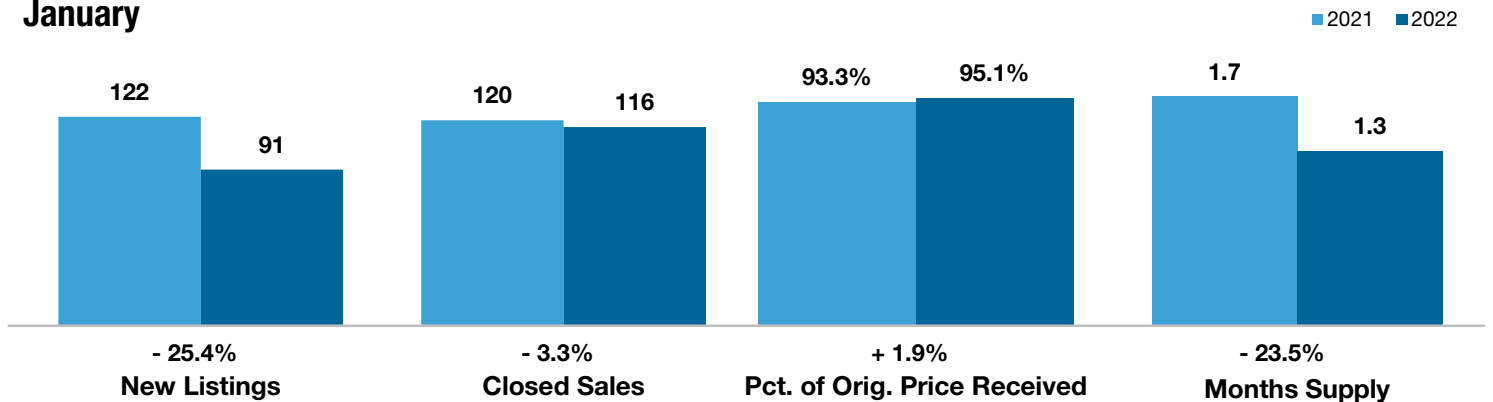


4 – West Central Region

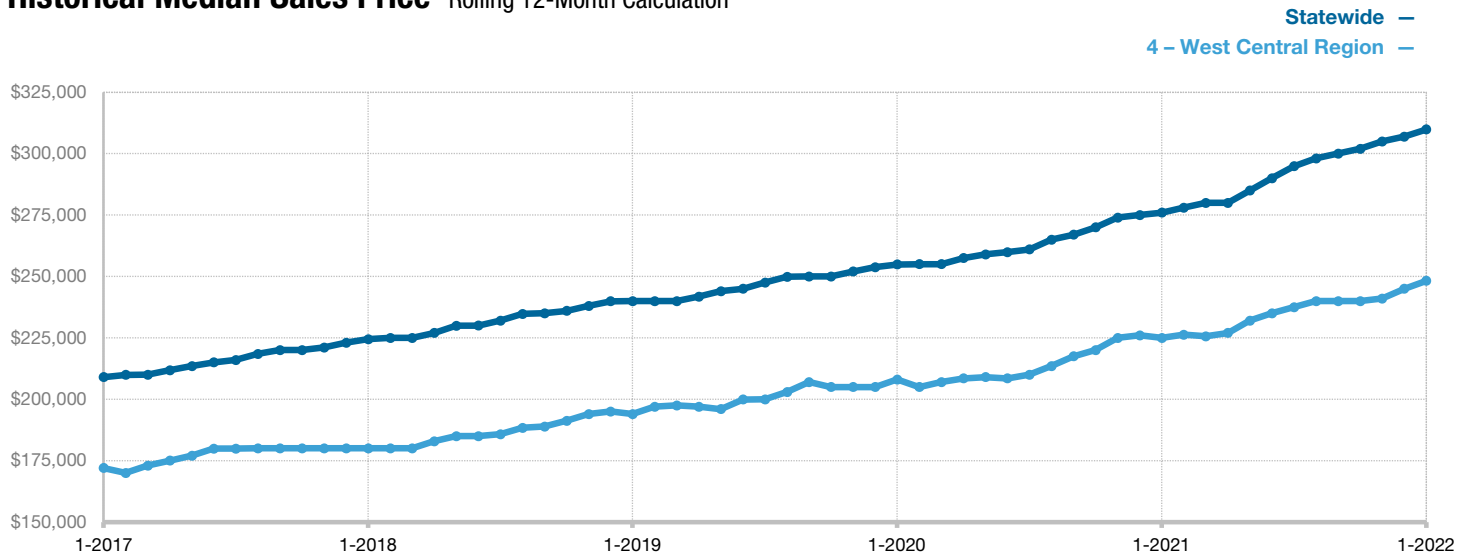
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	122	91	- 25.4%	122	91	- 25.4%
Pending Sales	130	95	- 26.9%	130	95	- 26.9%
Closed Sales	120	116	- 3.3%	120	116	- 3.3%
Median Sales Price*	\$201,000	\$240,000	+ 19.4%	\$201,000	\$240,000	+ 19.4%
Percent of Original List Price Received*	93.3%	95.1%	+ 1.9%	93.3%	95.1%	+ 1.9%
Days on Market Until Sale	59	48	- 18.6%	59	48	- 18.6%
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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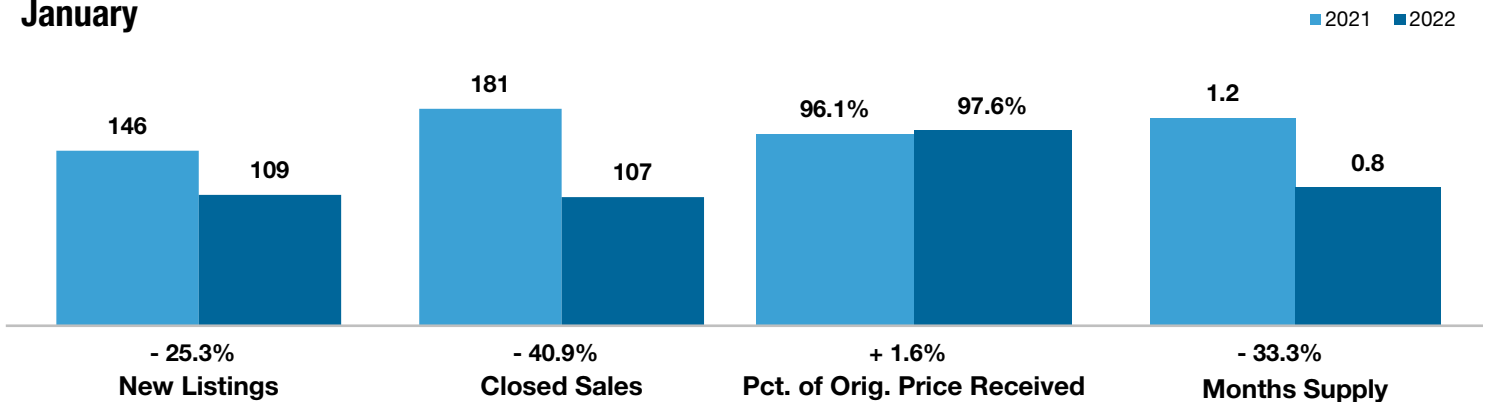


5 – North Central Region

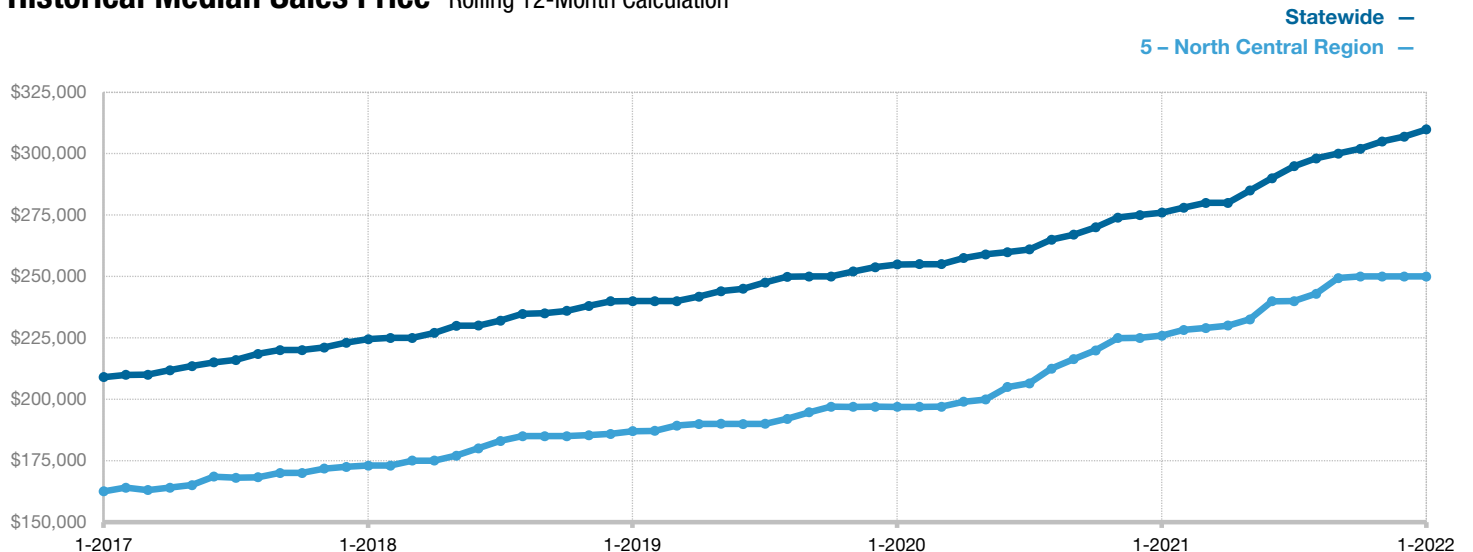
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	146	109	- 25.3%	146	109	- 25.3%
Pending Sales	160	135	- 15.6%	160	135	- 15.6%
Closed Sales	181	107	- 40.9%	181	107	- 40.9%
Median Sales Price*	\$201,501	\$192,000	- 4.7%	\$201,501	\$192,000	- 4.7%
Percent of Original List Price Received*	96.1%	97.6%	+ 1.6%	96.1%	97.6%	+ 1.6%
Days on Market Until Sale	60	40	- 33.3%	60	40	- 33.3%
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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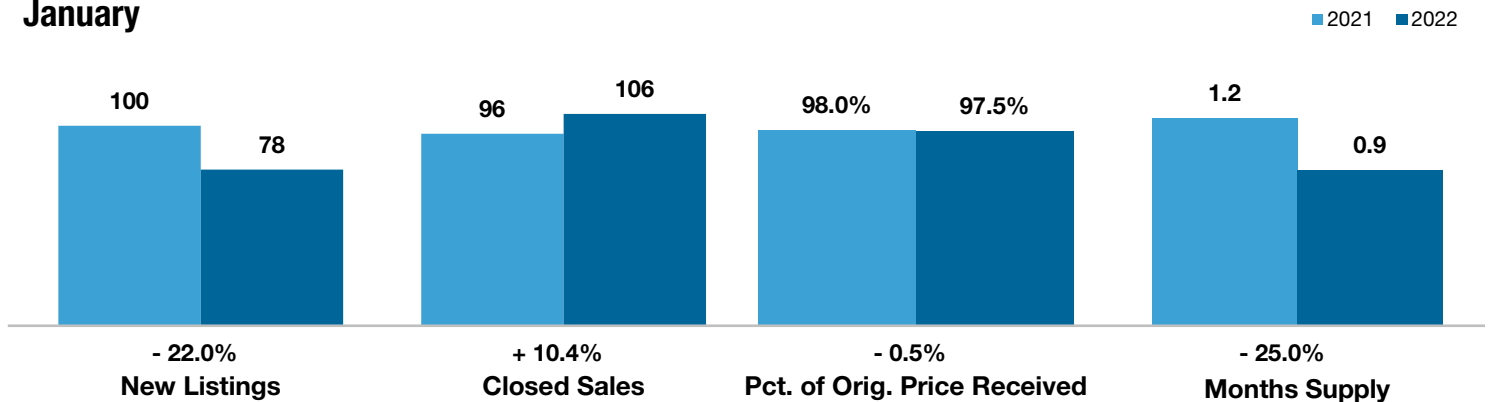


6E – Southwest Central Region

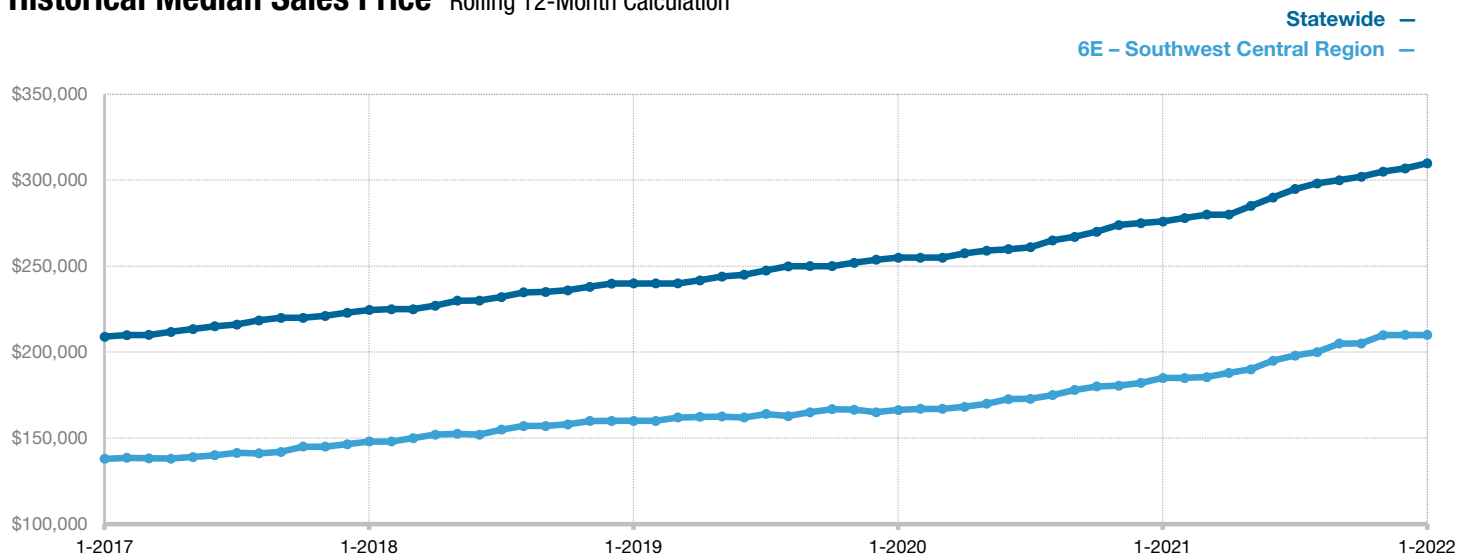
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	100	78	- 22.0%	100	78	- 22.0%
Pending Sales	89	77	- 13.5%	89	77	- 13.5%
Closed Sales	96	106	+ 10.4%	96	106	+ 10.4%
Median Sales Price*	\$183,500	\$178,000	- 3.0%	\$183,500	\$178,000	- 3.0%
Percent of Original List Price Received*	98.0%	97.5%	- 0.5%	98.0%	97.5%	- 0.5%
Days on Market Until Sale	46	39	- 15.2%	46	39	- 15.2%
Months Supply of Inventory	1.2	0.9	- 25.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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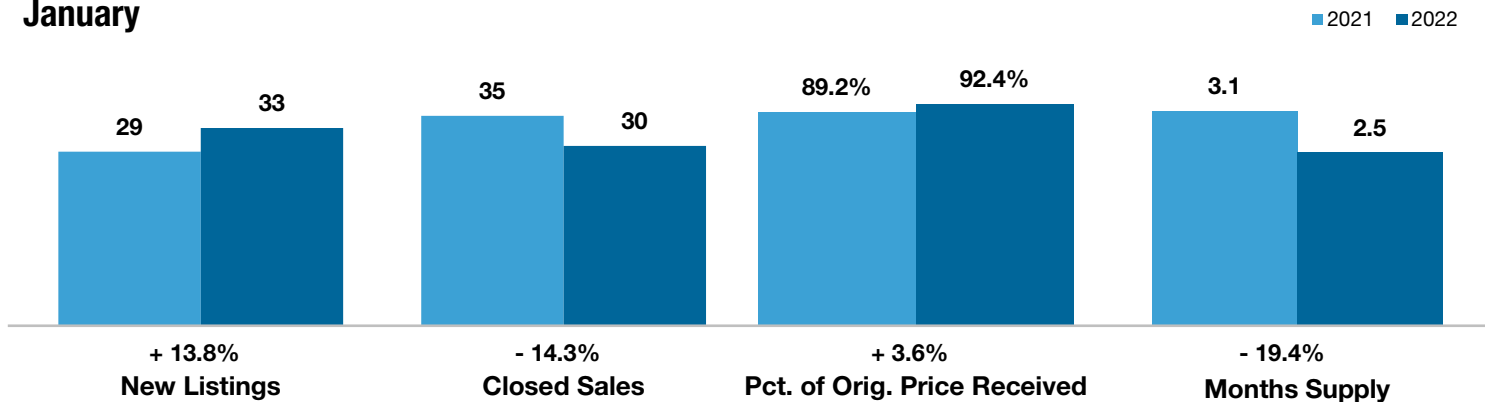


6W – Upper Minnesota Valley Region

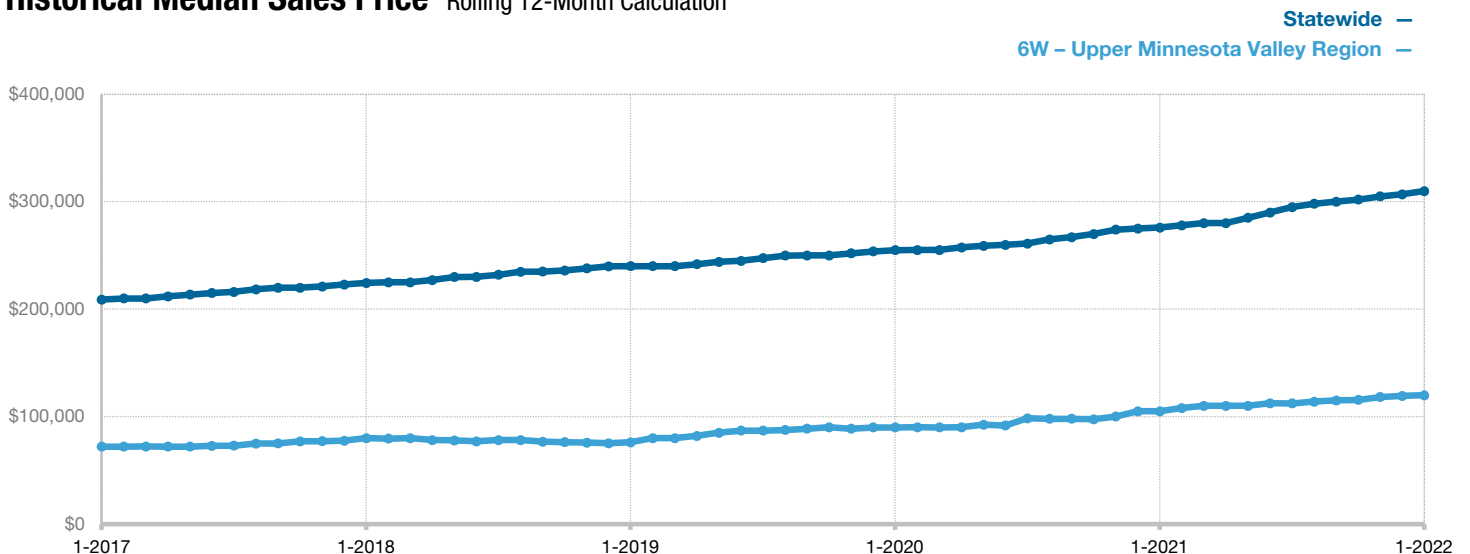
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	29	33	+ 13.8%	29	33	+ 13.8%
Pending Sales	22	38	+ 72.7%	22	38	+ 72.7%
Closed Sales	35	30	- 14.3%	35	30	- 14.3%
Median Sales Price*	\$95,000	\$111,100	+ 16.9%	\$95,000	\$111,100	+ 16.9%
Percent of Original List Price Received*	89.2%	92.4%	+ 3.6%	89.2%	92.4%	+ 3.6%
Days on Market Until Sale	108	64	- 40.7%	108	64	- 40.7%
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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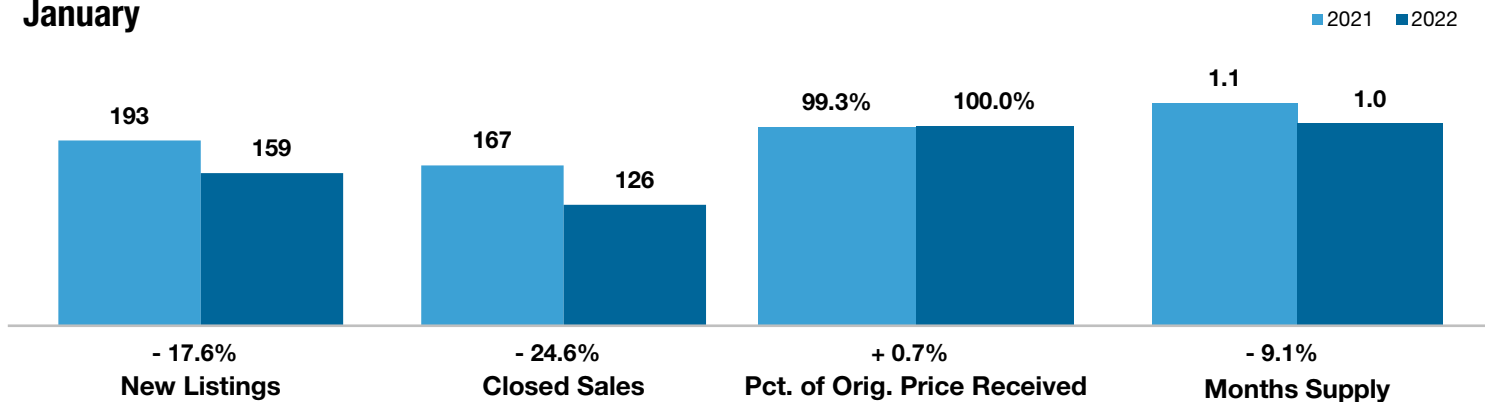


7E – East Central Region

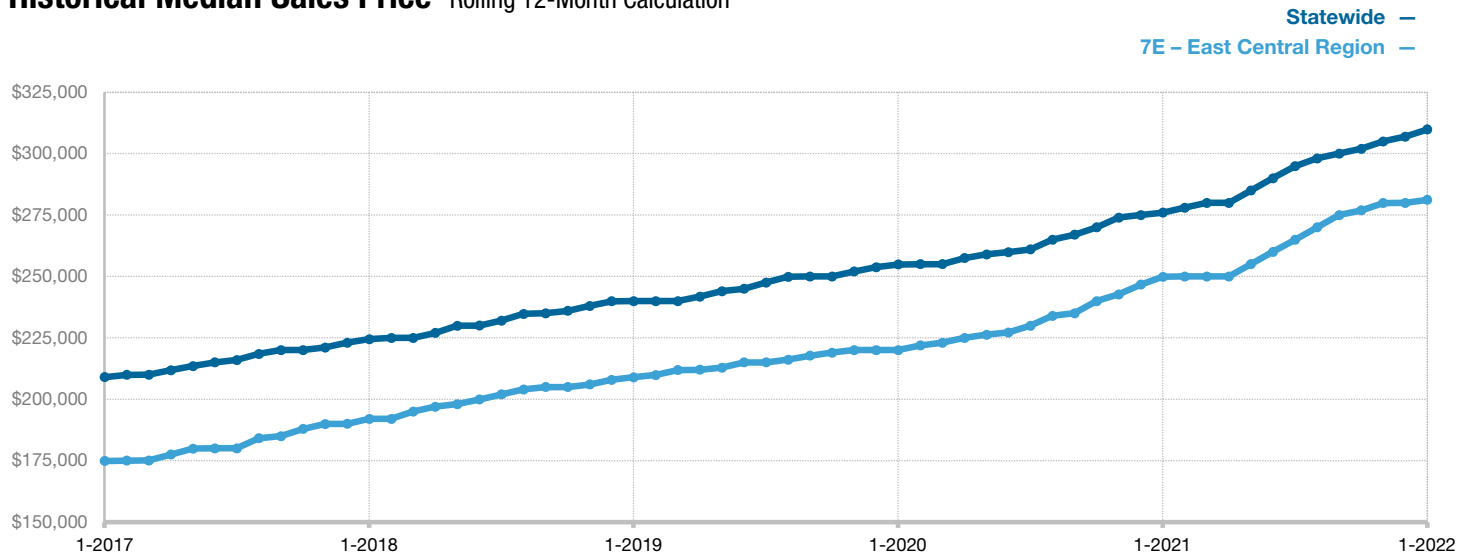
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	193	159	- 17.6%	193	159	- 17.6%
Pending Sales	180	153	- 15.0%	180	153	- 15.0%
Closed Sales	167	126	- 24.6%	167	126	- 24.6%
Median Sales Price*	\$250,250	\$284,000	+ 13.5%	\$250,250	\$284,000	+ 13.5%
Percent of Original List Price Received*	99.3%	100.0%	+ 0.7%	99.3%	100.0%	+ 0.7%
Days on Market Until Sale	35	32	- 8.6%	35	32	- 8.6%
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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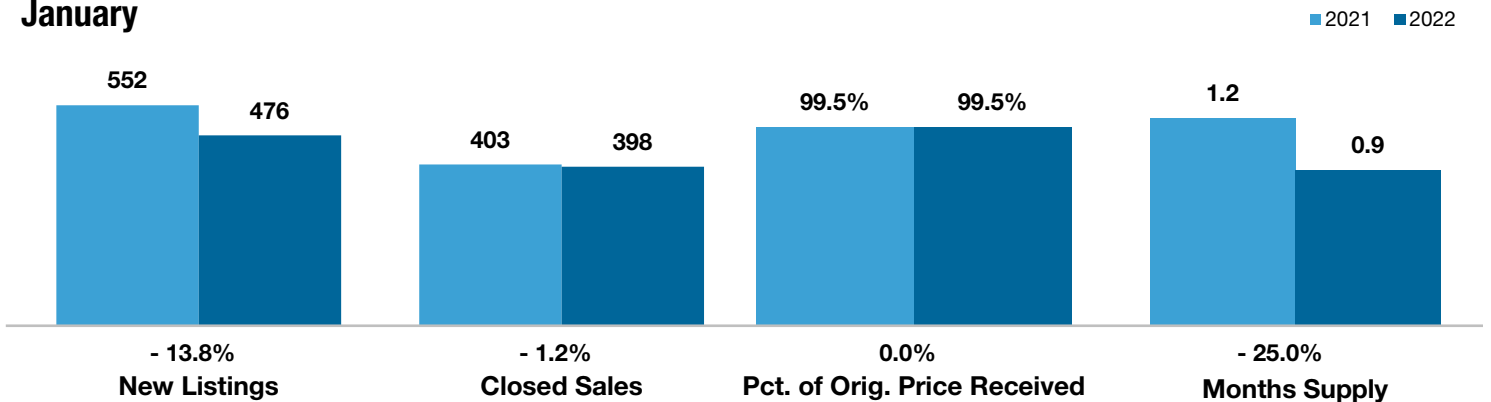


7W – Central Region

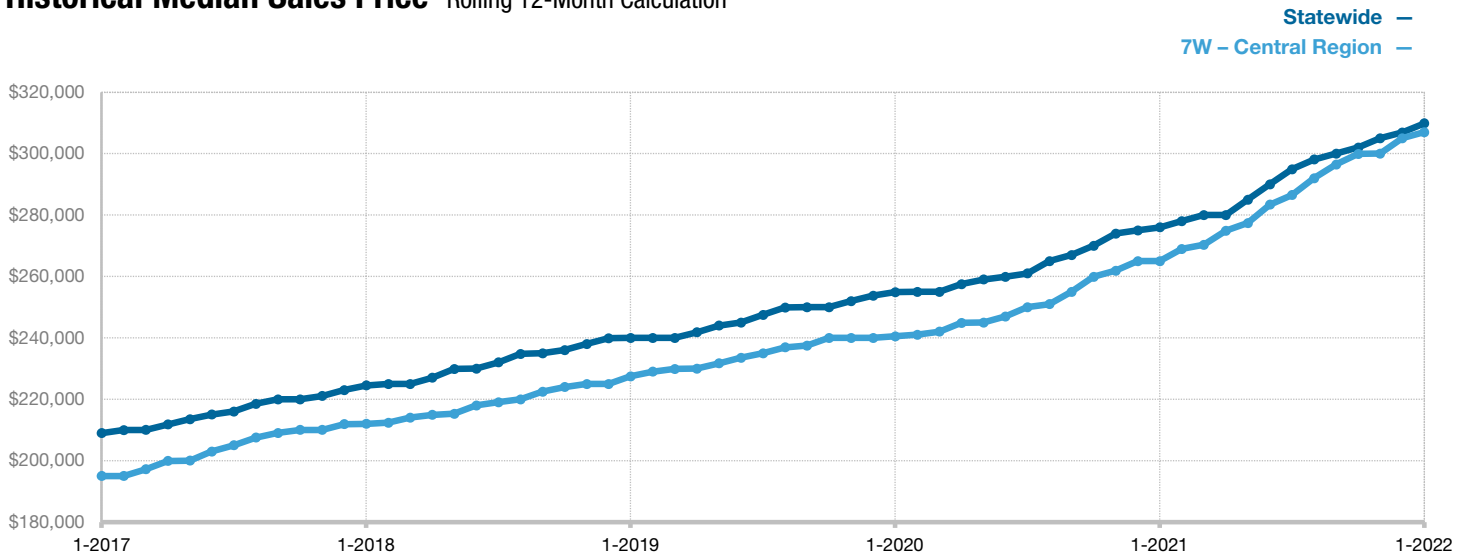
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	552	476	- 13.8%	552	476	- 13.8%
Pending Sales	444	422	- 5.0%	444	422	- 5.0%
Closed Sales	403	398	- 1.2%	403	398	- 1.2%
Median Sales Price*	\$279,900	\$305,500	+ 9.1%	\$279,900	\$305,500	+ 9.1%
Percent of Original List Price Received*	99.5%	99.5%	0.0%	99.5%	99.5%	0.0%
Days on Market Until Sale	41	33	- 19.5%	41	33	- 19.5%
Months Supply of Inventory	1.2	0.9	- 25.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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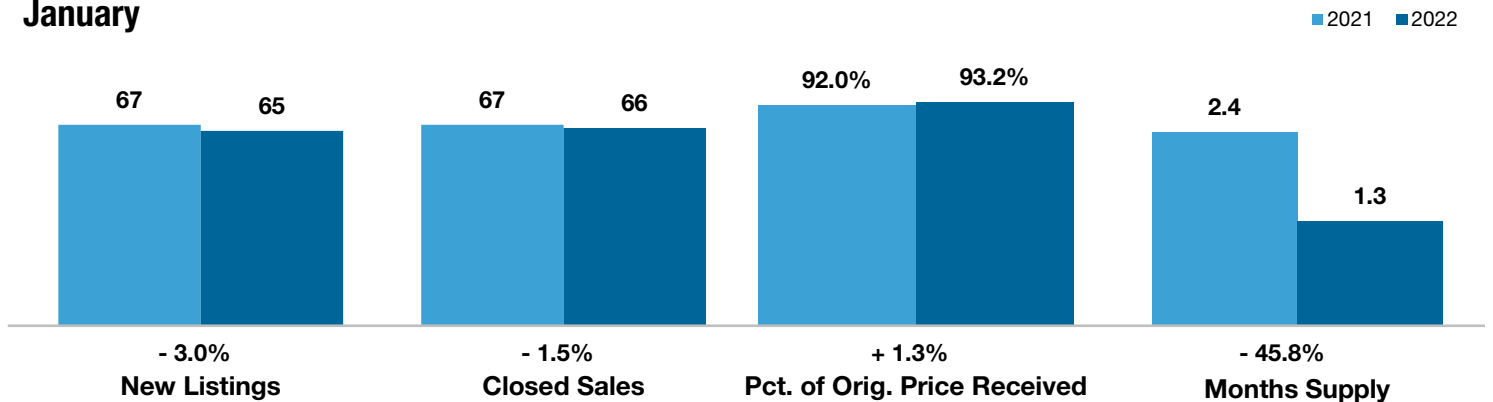


8 – Southwest Region

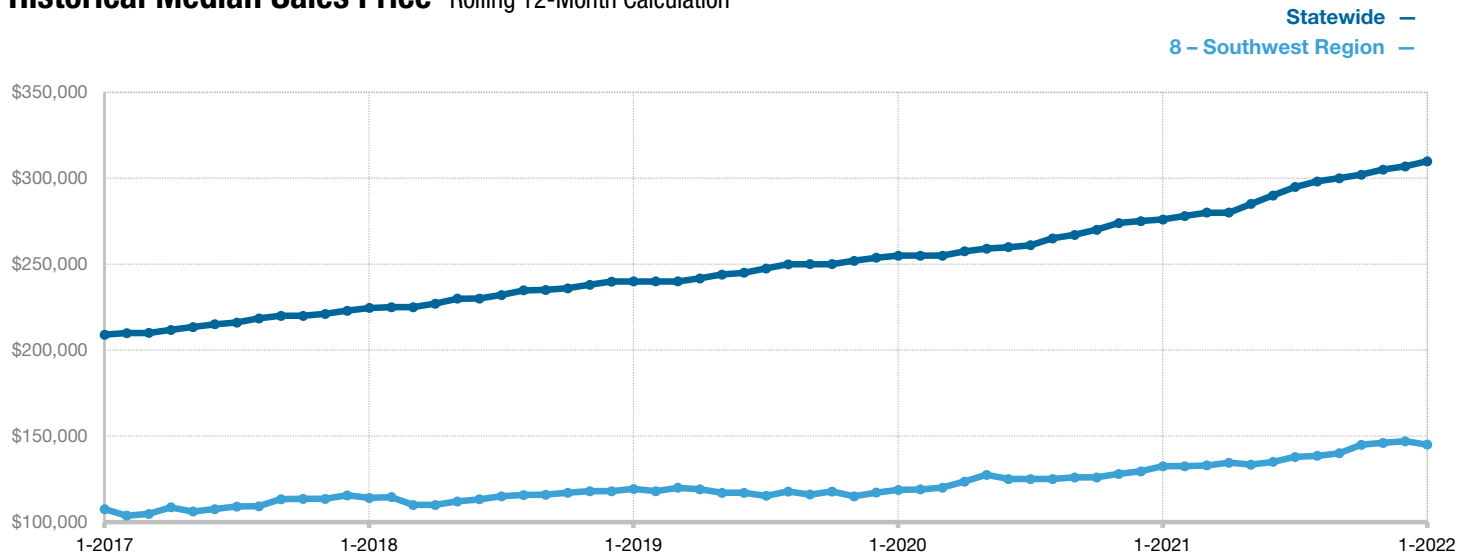
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	67	65	- 3.0%	67	65	- 3.0%
Pending Sales	70	74	+ 5.7%	70	74	+ 5.7%
Closed Sales	67	66	- 1.5%	67	66	- 1.5%
Median Sales Price*	\$156,375	\$134,000	- 14.3%	\$156,375	\$134,000	- 14.3%
Percent of Original List Price Received*	92.0%	93.2%	+ 1.3%	92.0%	93.2%	+ 1.3%
Days on Market Until Sale	85	67	- 21.2%	85	67	- 21.2%
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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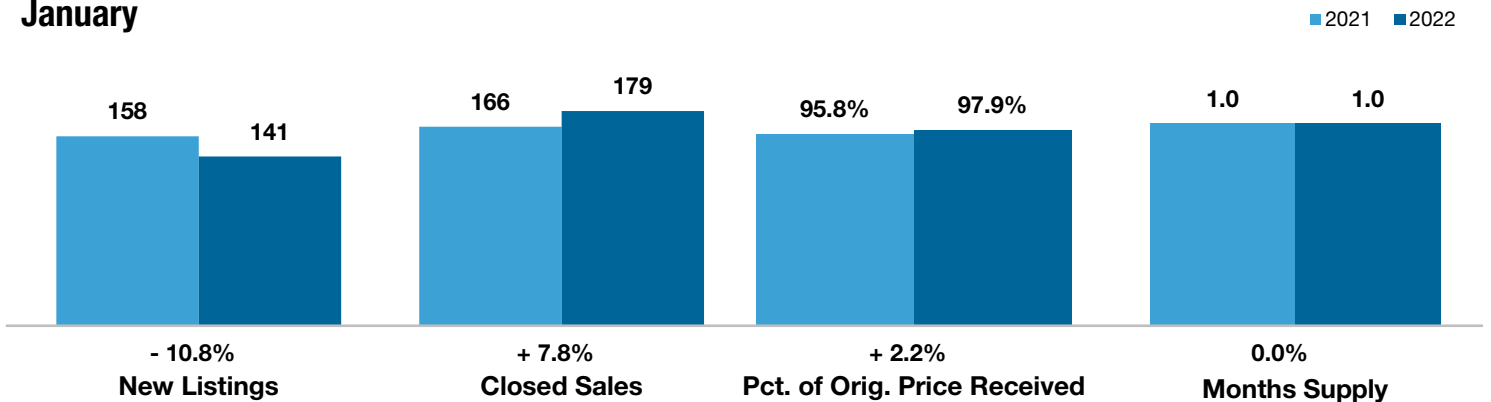


9 – South Central Region

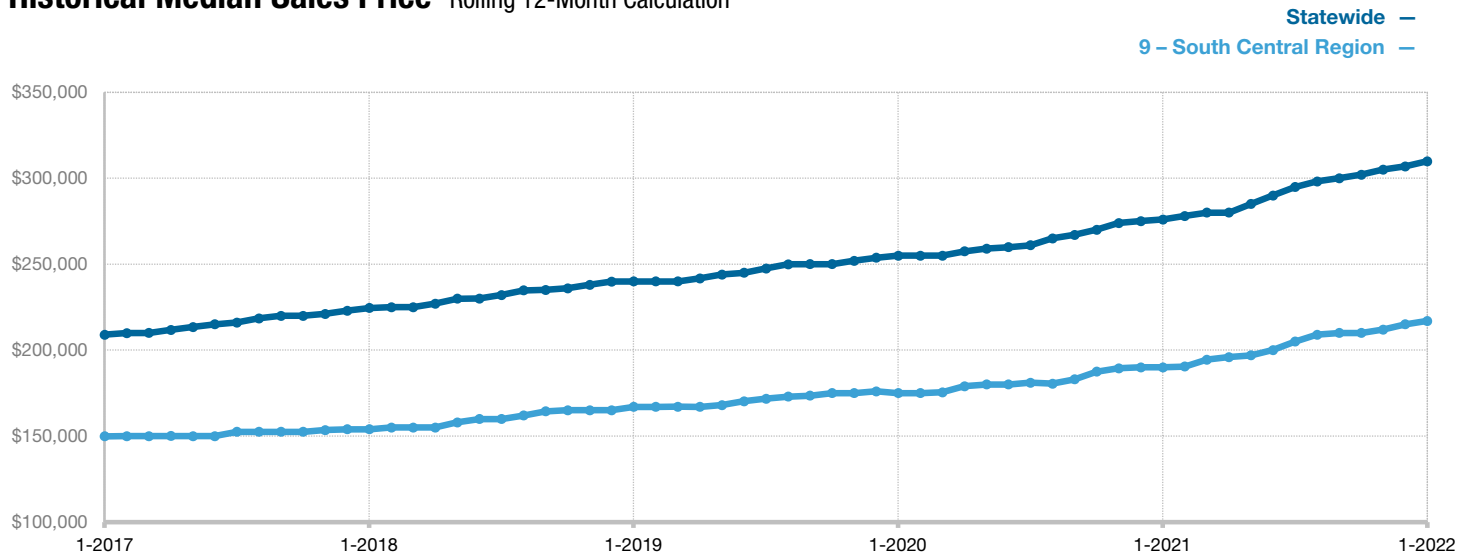
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	158	141	- 10.8%	158	141	- 10.8%
Pending Sales	191	151	- 20.9%	191	151	- 20.9%
Closed Sales	166	179	+ 7.8%	166	179	+ 7.8%
Median Sales Price*	\$173,010	\$220,000	+ 27.2%	\$173,010	\$220,000	+ 27.2%
Percent of Original List Price Received*	95.8%	97.9%	+ 2.2%	95.8%	97.9%	+ 2.2%
Days on Market Until Sale	79	67	- 15.2%	79	67	- 15.2%
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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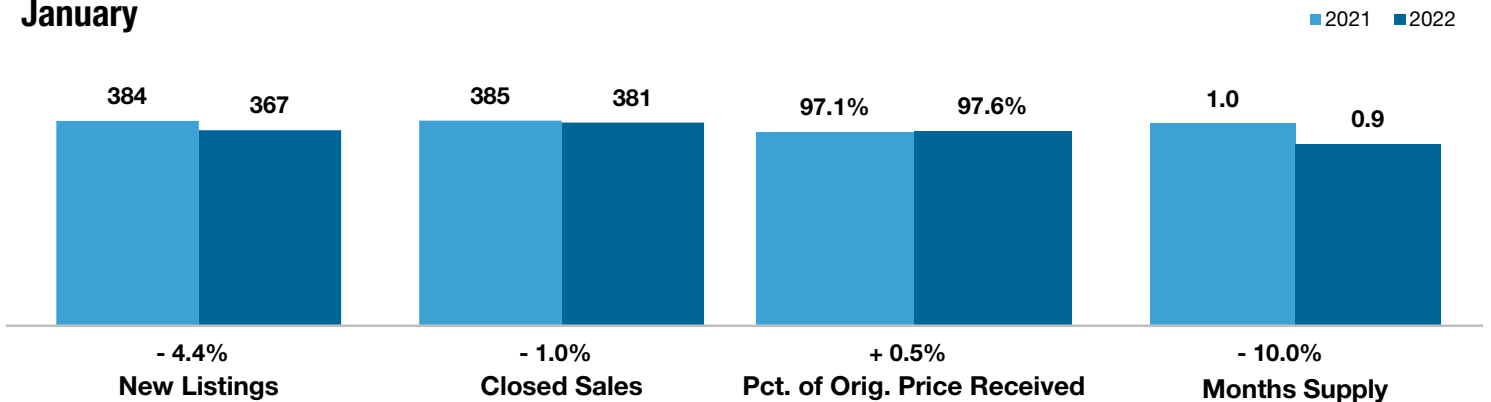


10 – Southeast Region

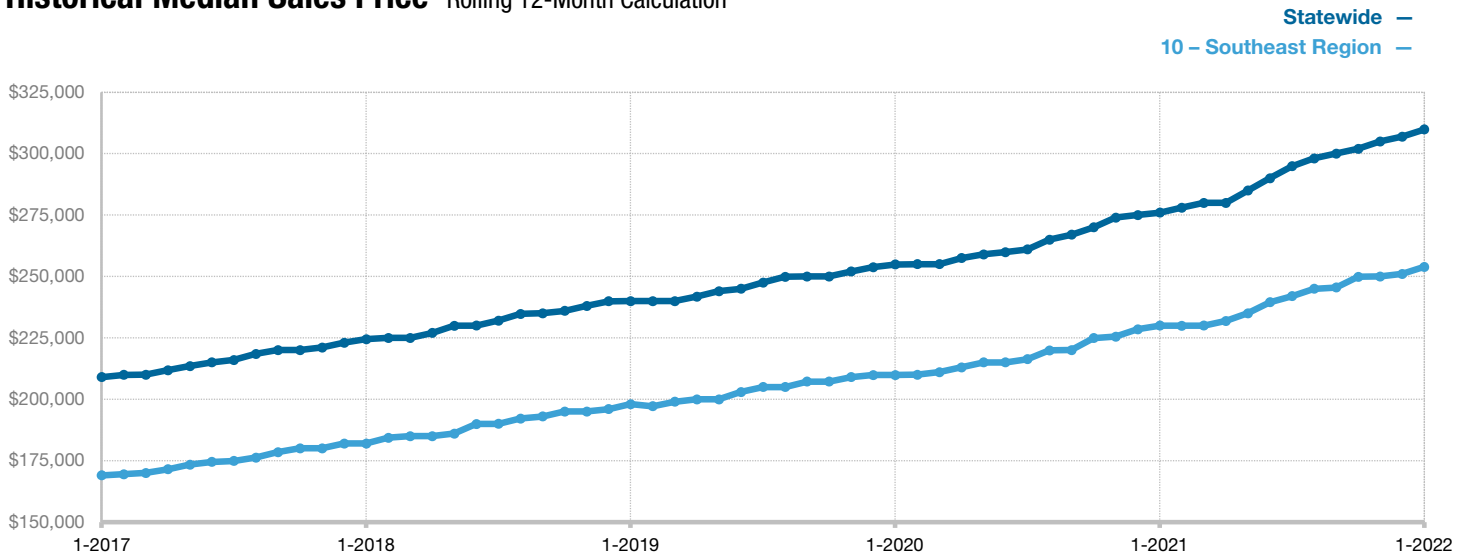
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	384	367	- 4.4%	384	367	- 4.4%
Pending Sales	418	430	+ 2.9%	418	430	+ 2.9%
Closed Sales	385	381	- 1.0%	385	381	- 1.0%
Median Sales Price*	\$223,900	\$247,200	+ 10.4%	\$223,900	\$247,200	+ 10.4%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	97.1%	97.6%	+ 0.5%
Days on Market Until Sale	56	44	- 21.4%	56	44	- 21.4%
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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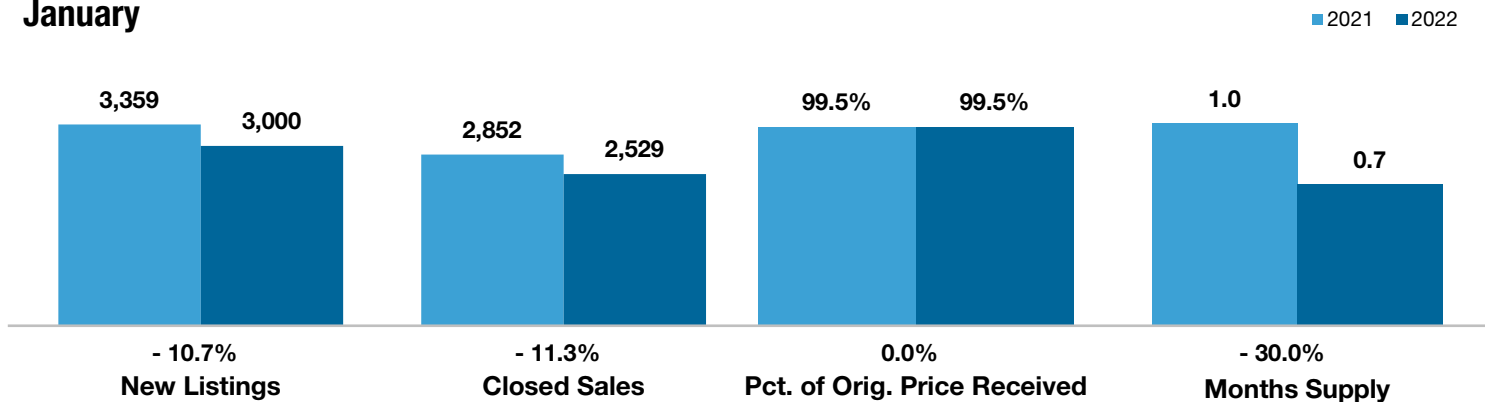


11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	3,359	3,000	- 10.7%	3,359	3,000	- 10.7%
Pending Sales	2,999	2,643	- 11.9%	2,999	2,643	- 11.9%
Closed Sales	2,852	2,529	- 11.3%	2,852	2,529	- 11.3%
Median Sales Price*	\$305,000	\$335,000	+ 9.8%	\$305,000	\$335,000	+ 9.8%
Percent of Original List Price Received*	99.5%	99.5%	0.0%	99.5%	99.5%	0.0%
Days on Market Until Sale	37	39	+ 5.4%	37	39	+ 5.4%
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

