



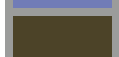
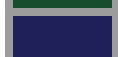



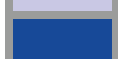


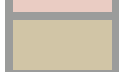


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 March 2022

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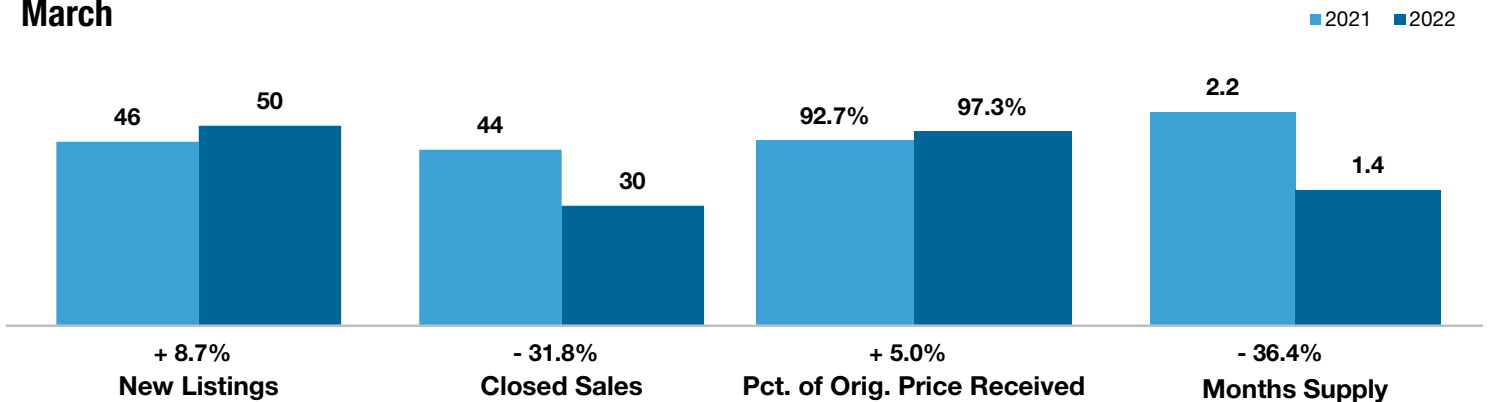


1 – Northwest Region

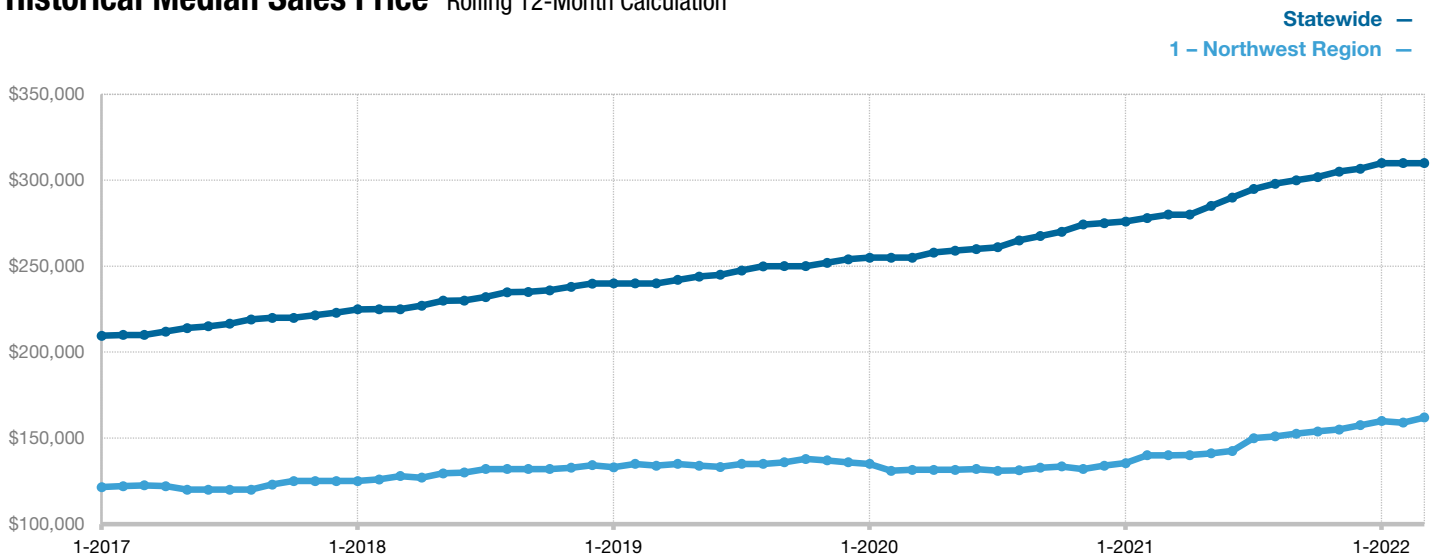
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	46	50	+ 8.7%	93	104	+ 11.8%
Pending Sales	37	39	+ 5.4%	104	89	- 14.4%
Closed Sales	44	30	- 31.8%	120	90	- 25.0%
Median Sales Price*	\$128,250	\$179,000	+ 39.6%	\$140,000	\$161,500	+ 15.4%
Percent of Original List Price Received*	92.7%	97.3%	+ 5.0%	93.7%	95.2%	+ 1.6%
Days on Market Until Sale	96	43	- 55.2%	78	46	- 41.0%
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 19, 2022. All data from the multiple listing services in the state of Minnesota. Report © 2022 ShowingTime. Percent changes are calculated using rounded figures.

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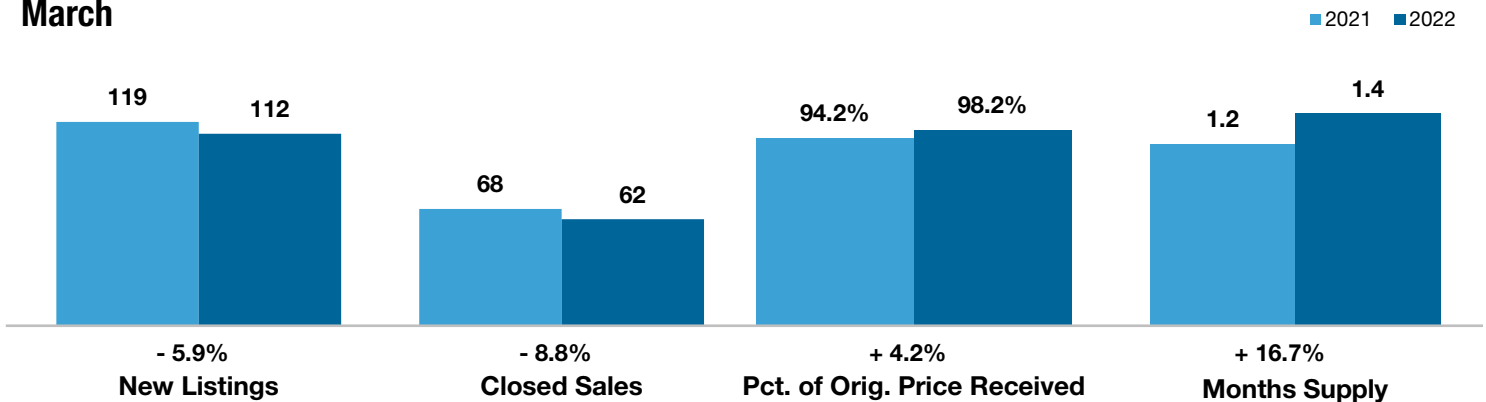


2 – Headwaters Region

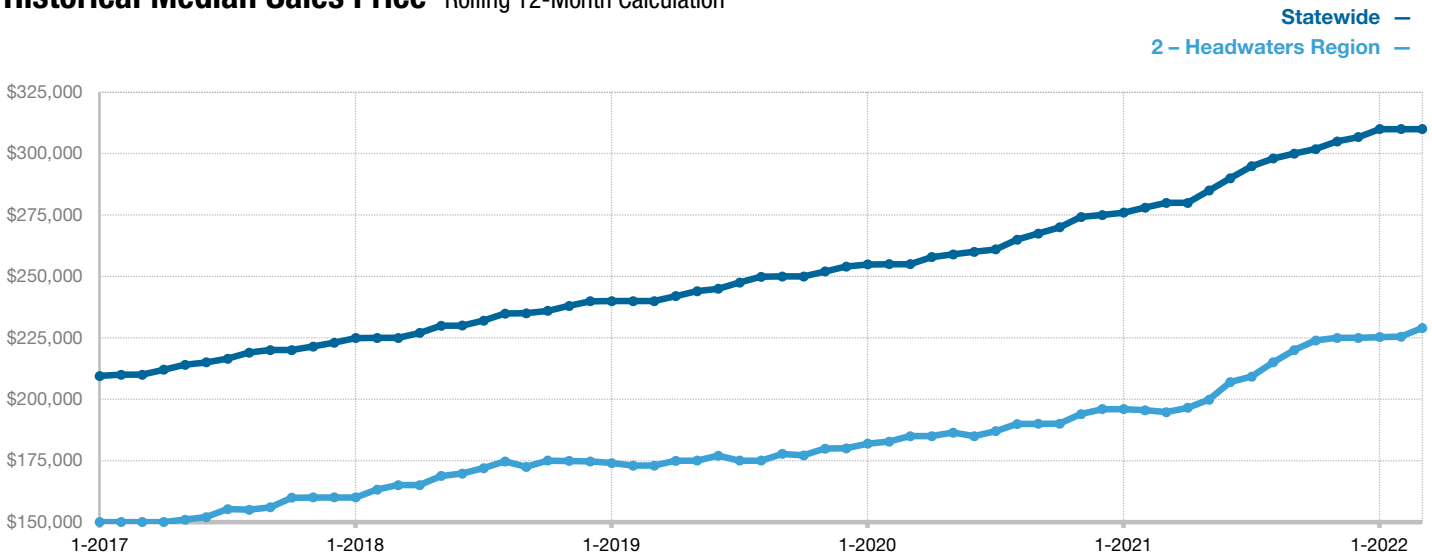
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	119	112	- 5.9%	226	215	- 4.9%
Pending Sales	98	82	- 16.3%	223	195	- 12.6%
Closed Sales	68	62	- 8.8%	186	162	- 12.9%
Median Sales Price*	\$169,900	\$225,250	+ 32.6%	\$178,700	\$210,850	+ 18.0%
Percent of Original List Price Received*	94.2%	98.2%	+ 4.2%	95.1%	96.2%	+ 1.2%
Days on Market Until Sale	71	47	- 33.8%	71	48	- 32.4%
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

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March



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Local Market Update for March 2022

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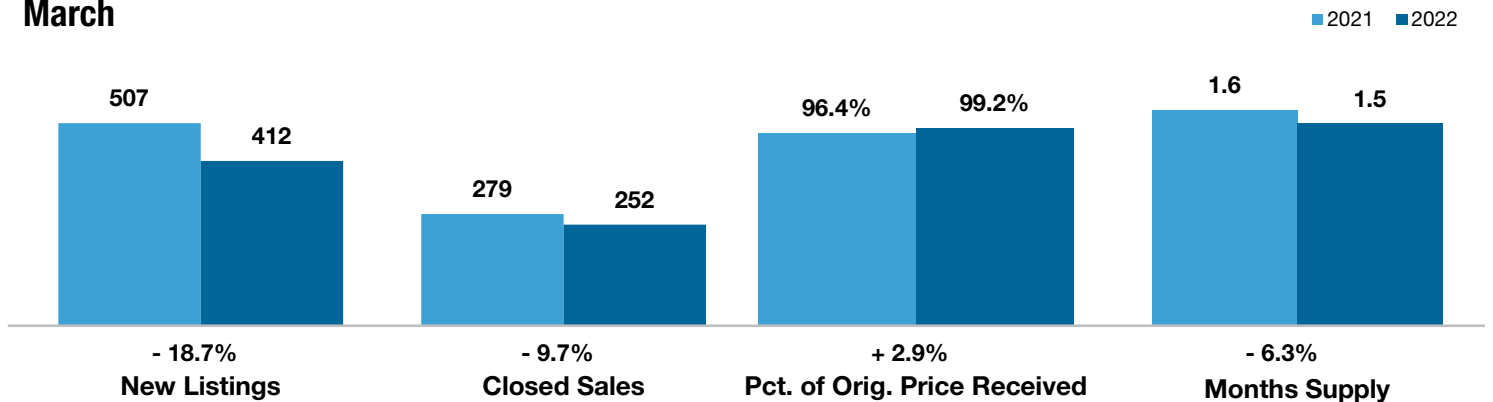


3 – Arrowhead Region

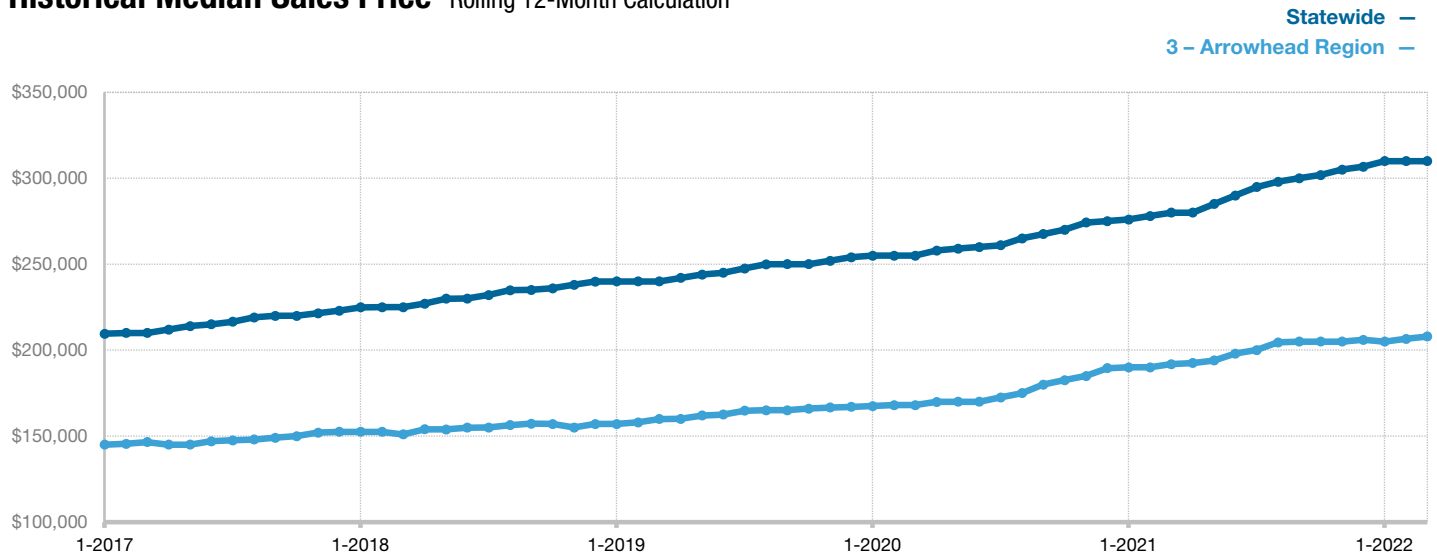
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	507	412	- 18.7%	950	823	- 13.4%
Pending Sales	435	318	- 26.9%	946	762	- 19.5%
Closed Sales	279	252	- 9.7%	767	684	- 10.8%
Median Sales Price*	\$190,000	\$205,000	+ 7.9%	\$183,000	\$190,250	+ 4.0%
Percent of Original List Price Received*	96.4%	99.2%	+ 2.9%	95.4%	97.9%	+ 2.6%
Days on Market Until Sale	77	52	- 32.5%	76	55	- 27.6%
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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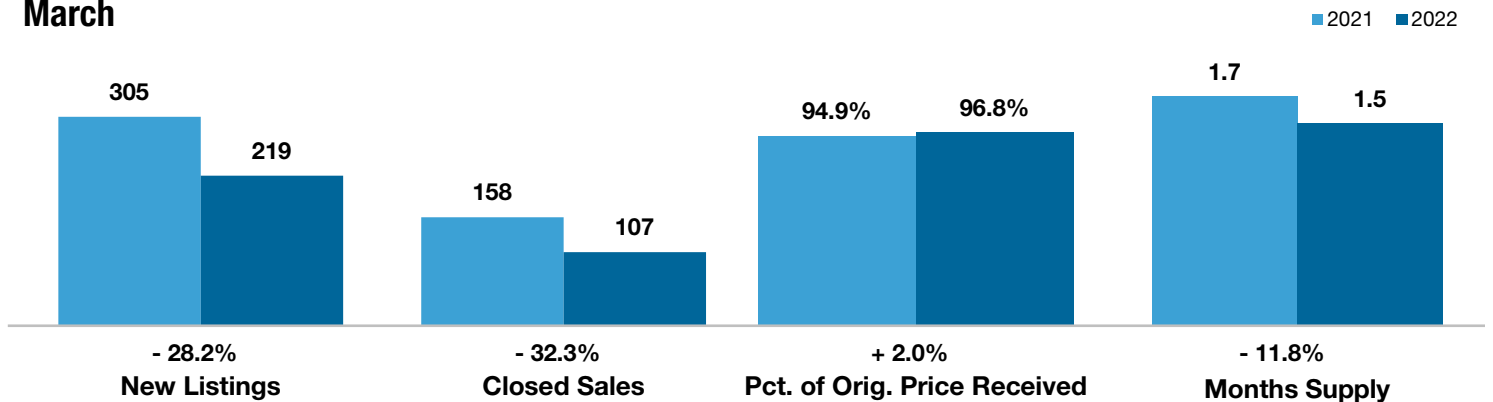


4 – West Central Region

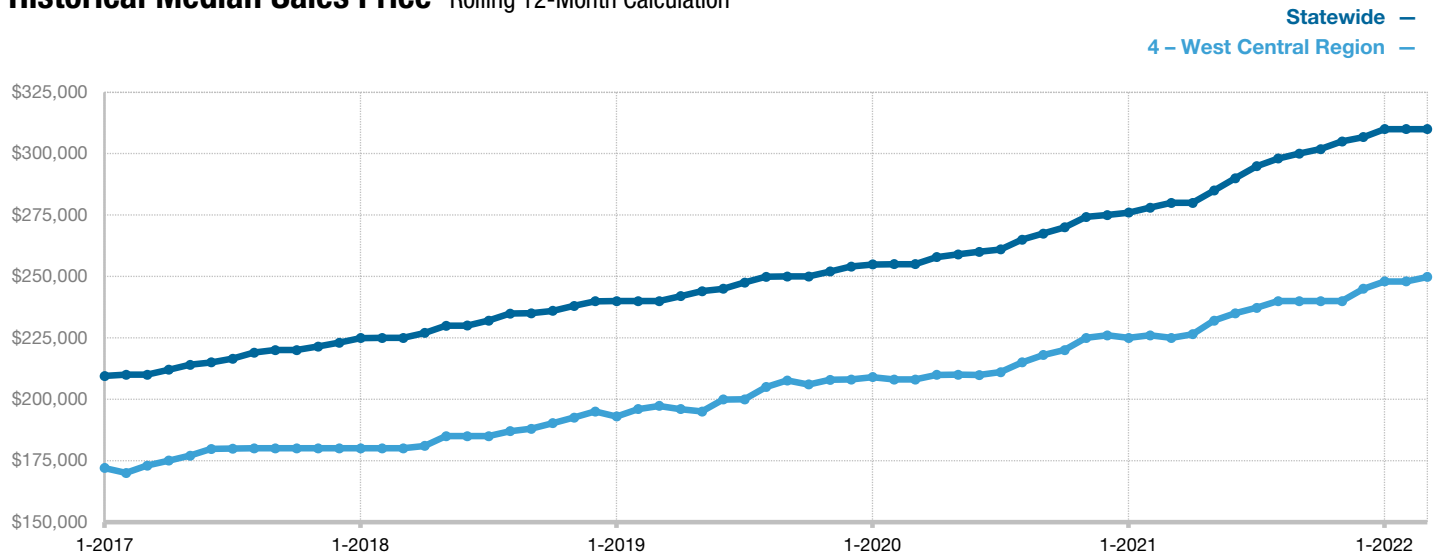
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	305	219	- 28.2%	582	426	- 26.8%
Pending Sales	224	152	- 32.1%	534	363	- 32.0%
Closed Sales	158	107	- 32.3%	392	306	- 21.9%
Median Sales Price*	\$195,000	\$217,500	+ 11.5%	\$200,000	\$228,500	+ 14.3%
Percent of Original List Price Received*	94.9%	96.8%	+ 2.0%	94.8%	95.6%	+ 0.8%
Days on Market Until Sale	86	48	- 44.2%	73	54	- 26.0%
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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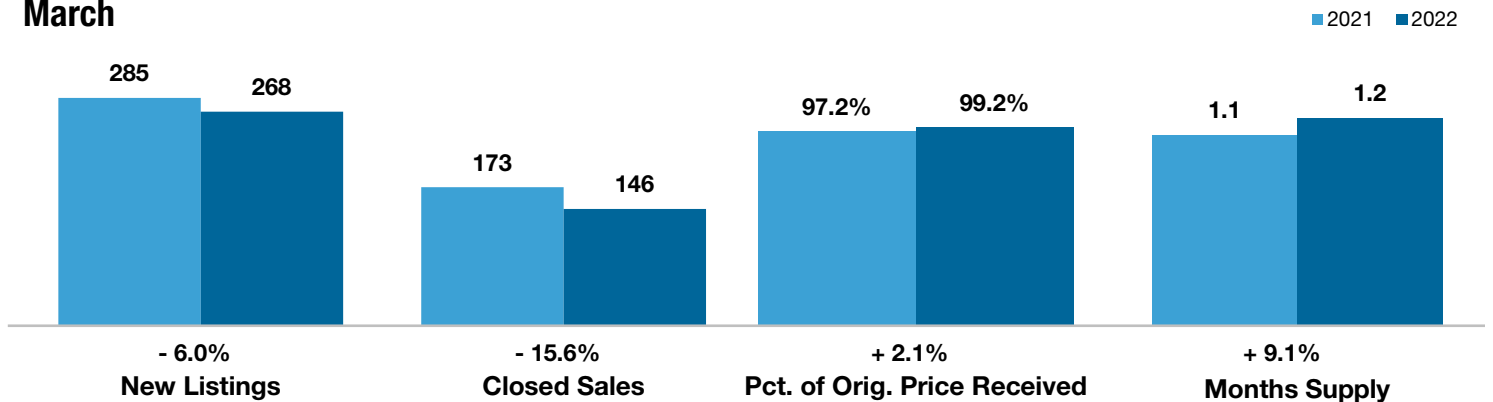


5 – North Central Region

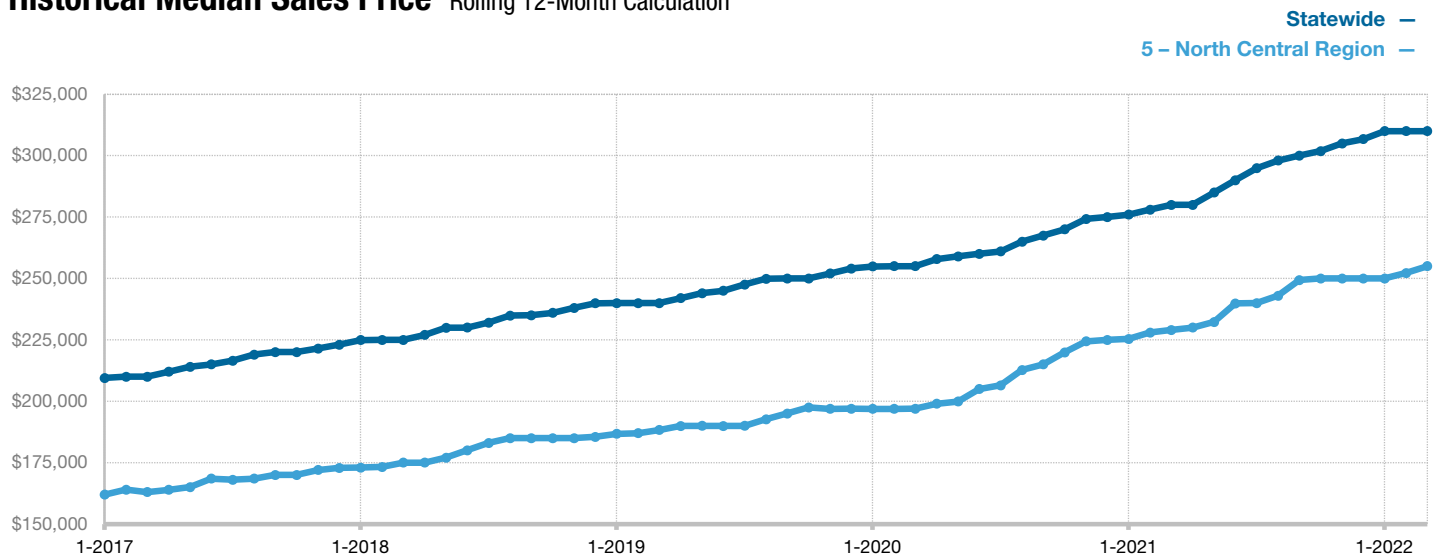
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	285	268	- 6.0%	609	527	- 13.5%
Pending Sales	266	194	- 27.1%	586	456	- 22.2%
Closed Sales	173	146	- 15.6%	488	370	- 24.2%
Median Sales Price*	\$195,000	\$260,000	+ 33.3%	\$205,500	\$234,950	+ 14.3%
Percent of Original List Price Received*	97.2%	99.2%	+ 2.1%	96.4%	98.4%	+ 2.1%
Days on Market Until Sale	58	51	- 12.1%	60	50	- 16.7%
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for March 2022

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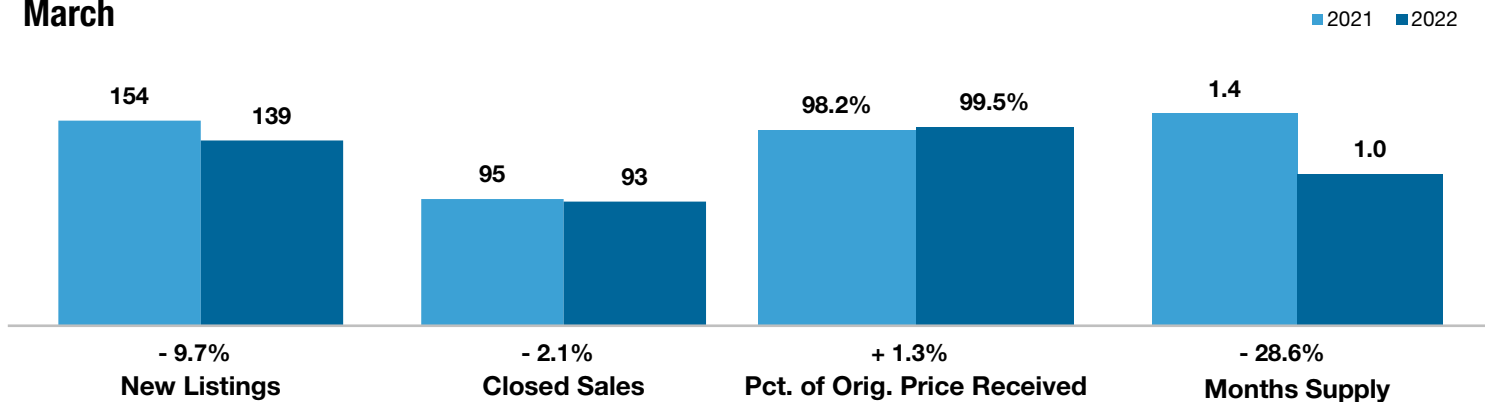


6E – Southwest Central Region

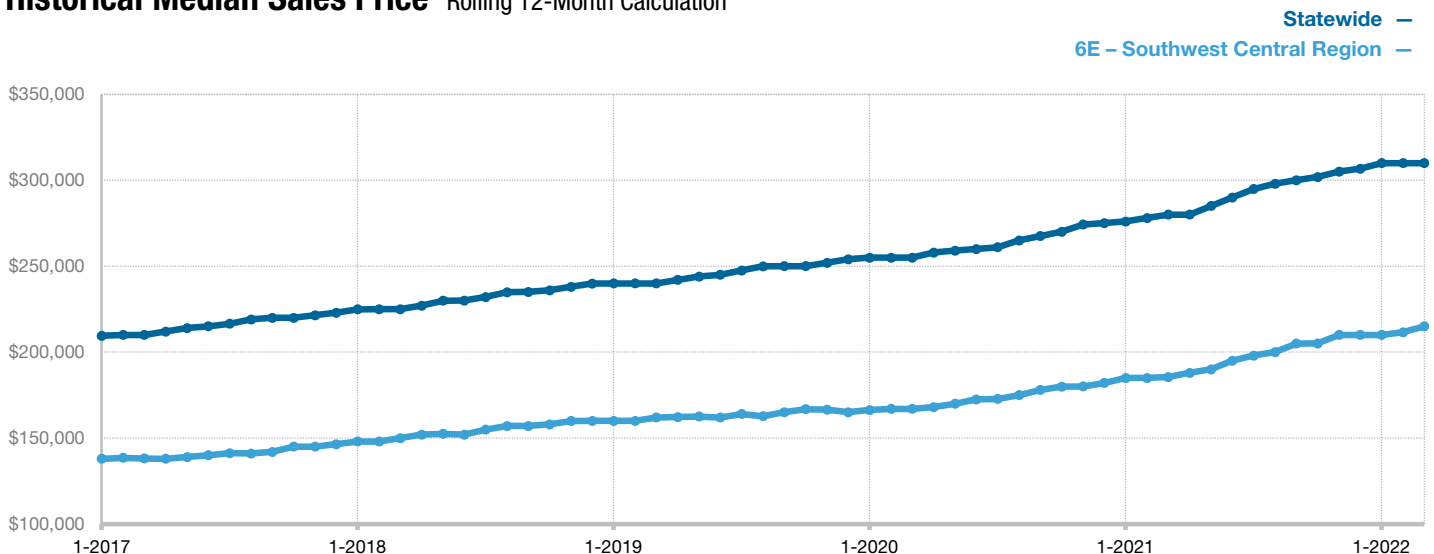
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	154	139	- 9.7%	353	312	- 11.6%
Pending Sales	124	109	- 12.1%	296	284	- 4.1%
Closed Sales	95	93	- 2.1%	263	279	+ 6.1%
Median Sales Price*	\$181,000	\$205,000	+ 13.3%	\$183,000	\$200,000	+ 9.3%
Percent of Original List Price Received*	98.2%	99.5%	+ 1.3%	97.6%	98.1%	+ 0.5%
Days on Market Until Sale	42	45	+ 7.1%	49	44	- 10.2%
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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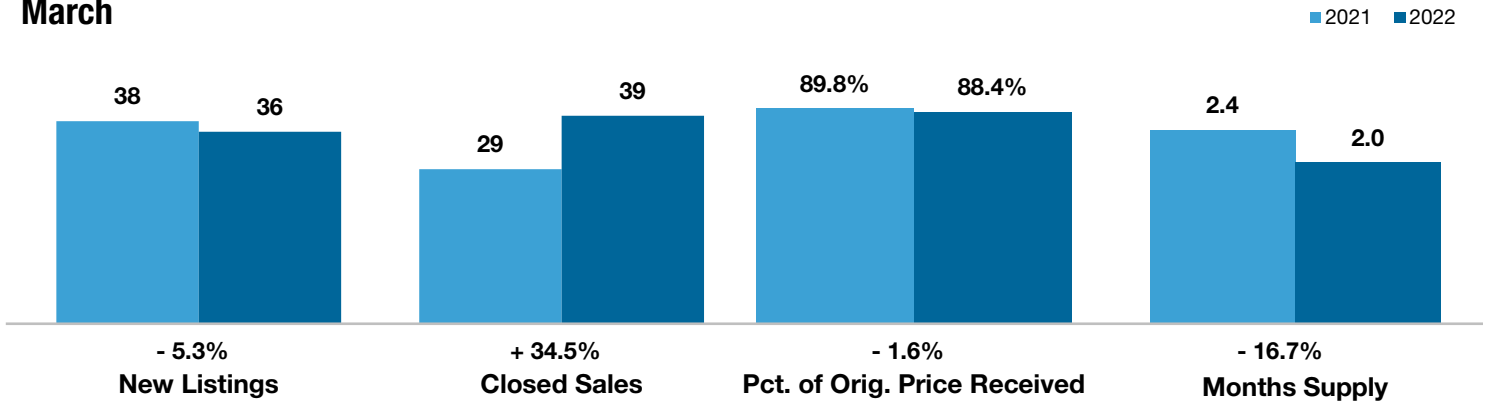


6W – Upper Minnesota Valley Region

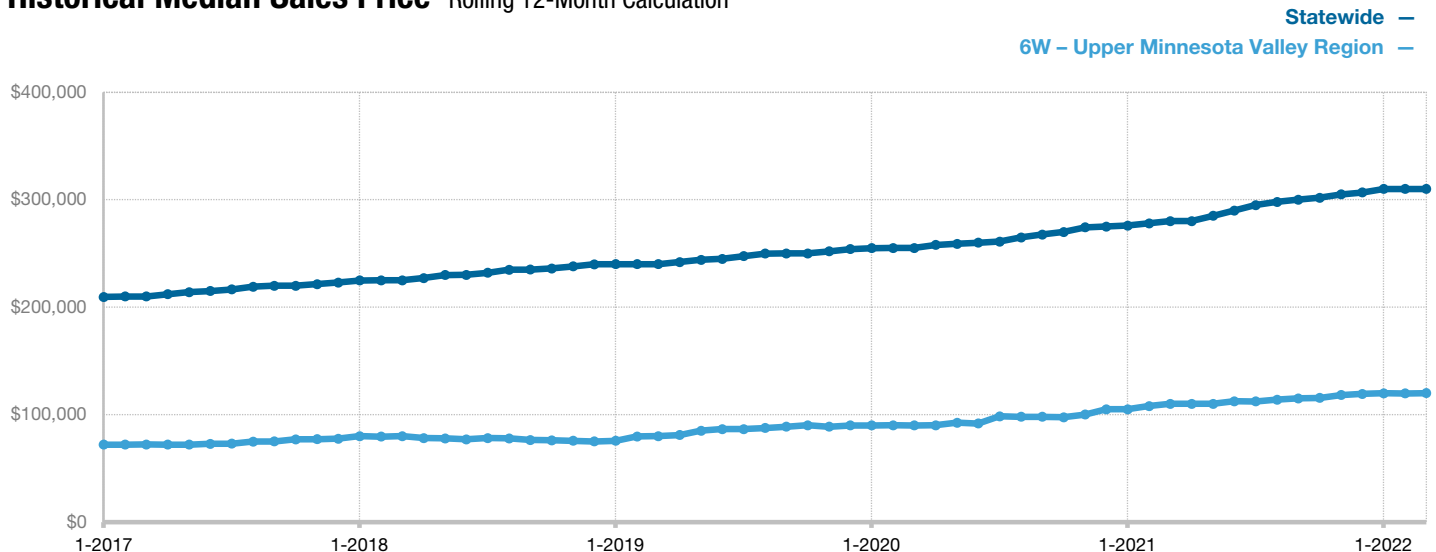
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	38	36	- 5.3%	93	94	+ 1.1%
Pending Sales	51	44	- 13.7%	98	114	+ 16.3%
Closed Sales	29	39	+ 34.5%	90	94	+ 4.4%
Median Sales Price*	\$106,000	\$112,750	+ 6.4%	\$108,750	\$117,200	+ 7.8%
Percent of Original List Price Received*	89.8%	88.4%	- 1.6%	90.2%	91.2%	+ 1.1%
Days on Market Until Sale	75	81	+ 8.0%	99	70	- 29.3%
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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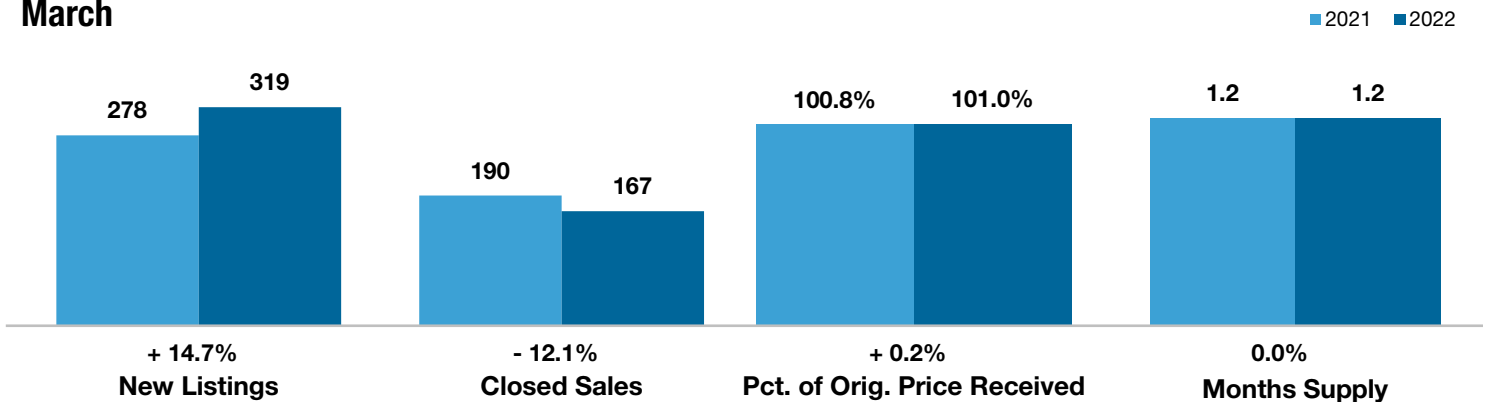


7E – East Central Region

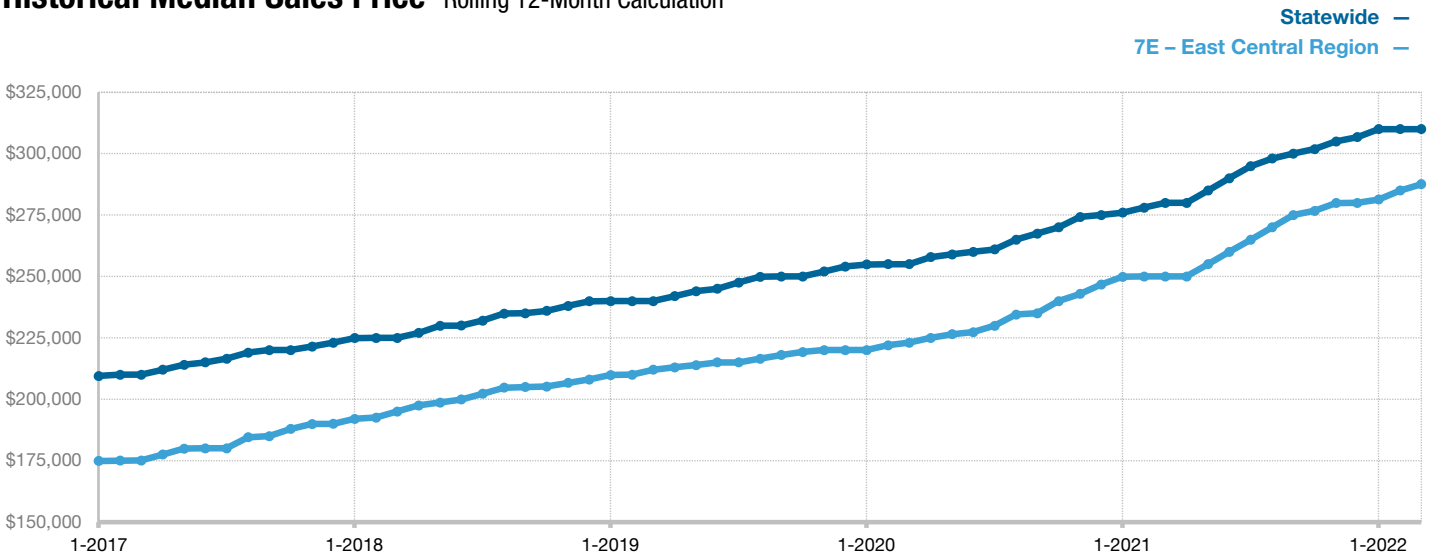
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	278	319	+ 14.7%	684	679	- 0.7%
Pending Sales	249	212	- 14.9%	604	525	- 13.1%
Closed Sales	190	167	- 12.1%	506	423	- 16.4%
Median Sales Price*	\$250,500	\$291,450	+ 16.3%	\$250,000	\$285,050	+ 14.0%
Percent of Original List Price Received*	100.8%	101.0%	+ 0.2%	99.7%	100.1%	+ 0.4%
Days on Market Until Sale	38	38	0.0%	39	39	0.0%
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

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March



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Local Market Update for March 2022

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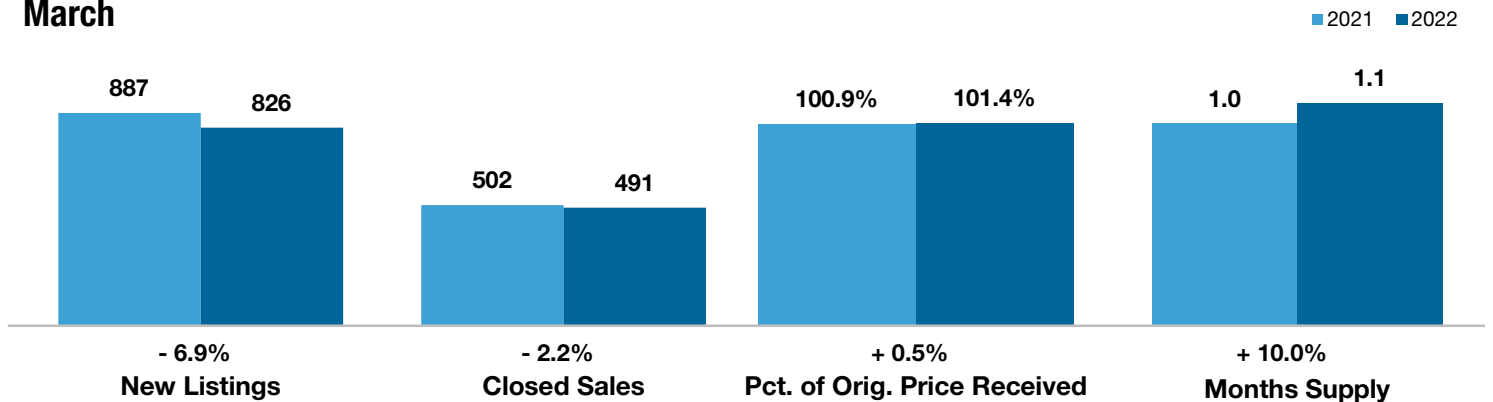


7W – Central Region

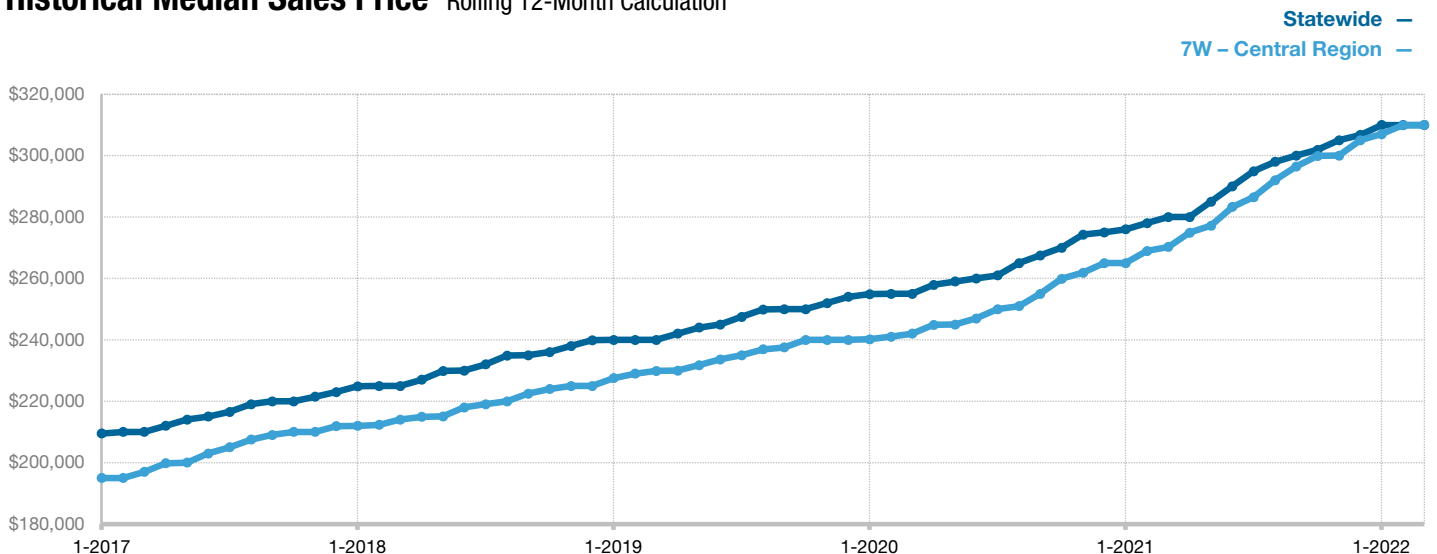
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	887	826	- 6.9%	2,034	1,892	- 7.0%
Pending Sales	767	670	- 12.6%	1,741	1,566	- 10.1%
Closed Sales	502	491	- 2.2%	1,286	1,228	- 4.5%
Median Sales Price*	\$295,000	\$345,000	+ 16.9%	\$290,000	\$329,000	+ 13.4%
Percent of Original List Price Received*	100.9%	101.4%	+ 0.5%	100.0%	100.4%	+ 0.4%
Days on Market Until Sale	40	36	- 10.0%	43	38	- 11.6%
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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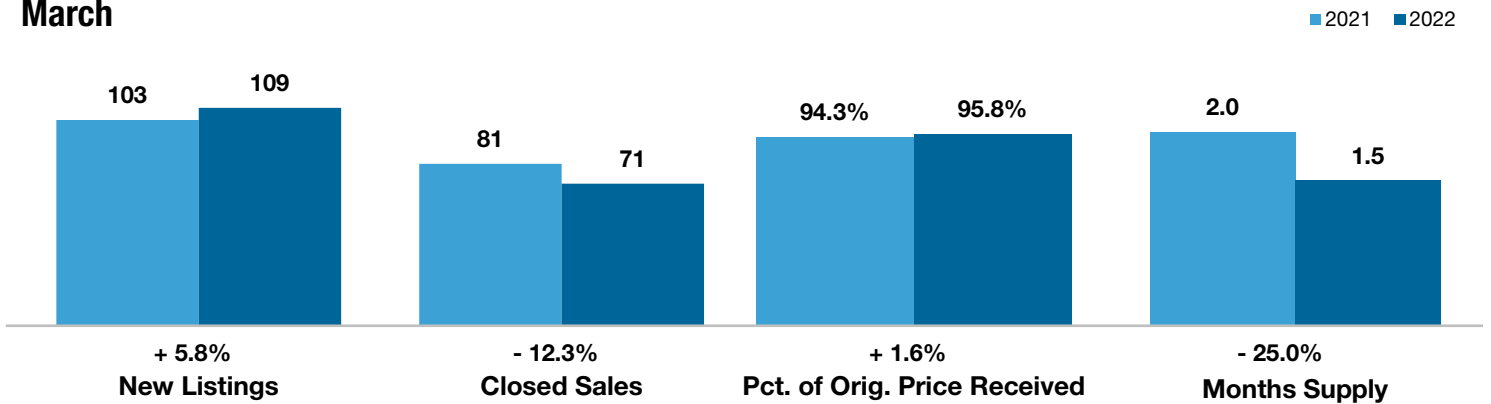


8 – Southwest Region

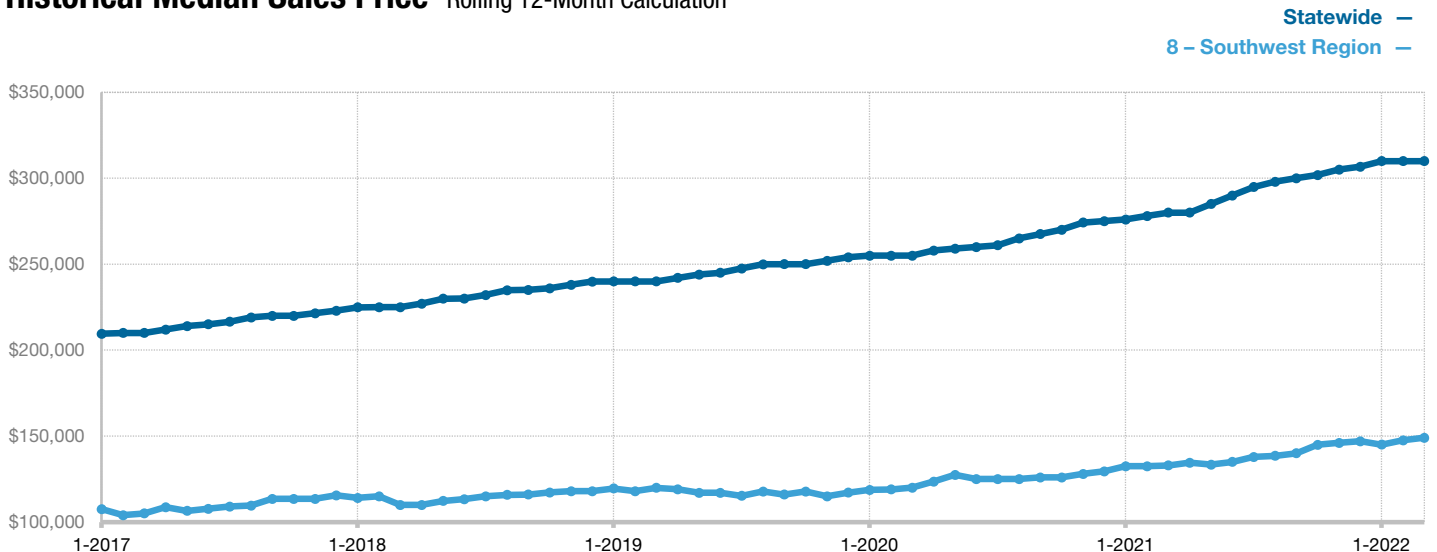
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	103	109	+ 5.8%	246	253	+ 2.8%
Pending Sales	104	90	- 13.5%	254	237	- 6.7%
Closed Sales	81	71	- 12.3%	211	203	- 3.8%
Median Sales Price*	\$132,500	\$146,000	+ 10.2%	\$132,500	\$140,000	+ 5.7%
Percent of Original List Price Received*	94.3%	95.8%	+ 1.6%	93.0%	94.3%	+ 1.4%
Days on Market Until Sale	86	56	- 34.9%	85	64	- 24.7%
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

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March



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Local Market Update for March 2022

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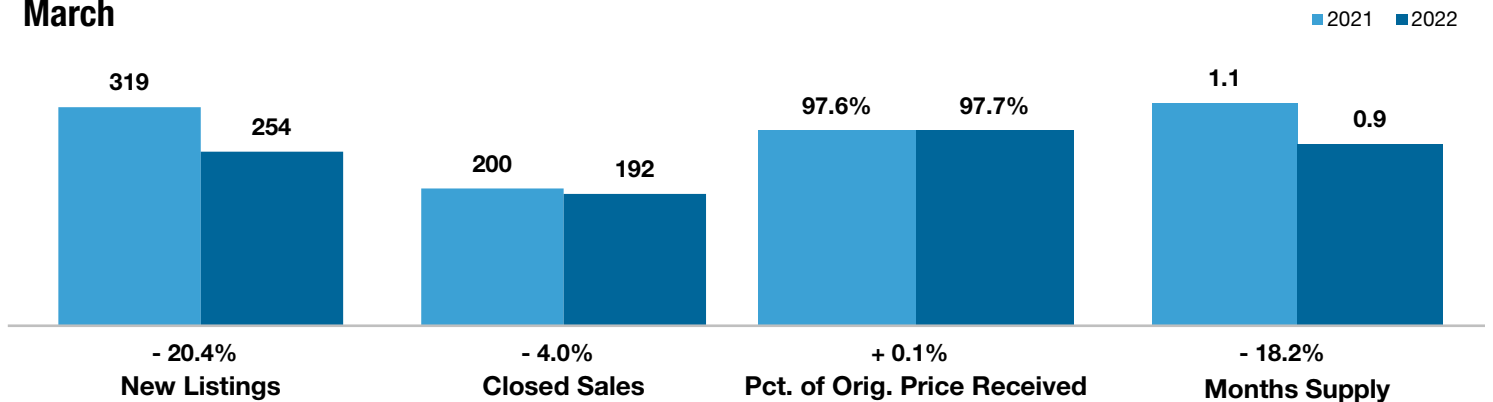


9 – South Central Region

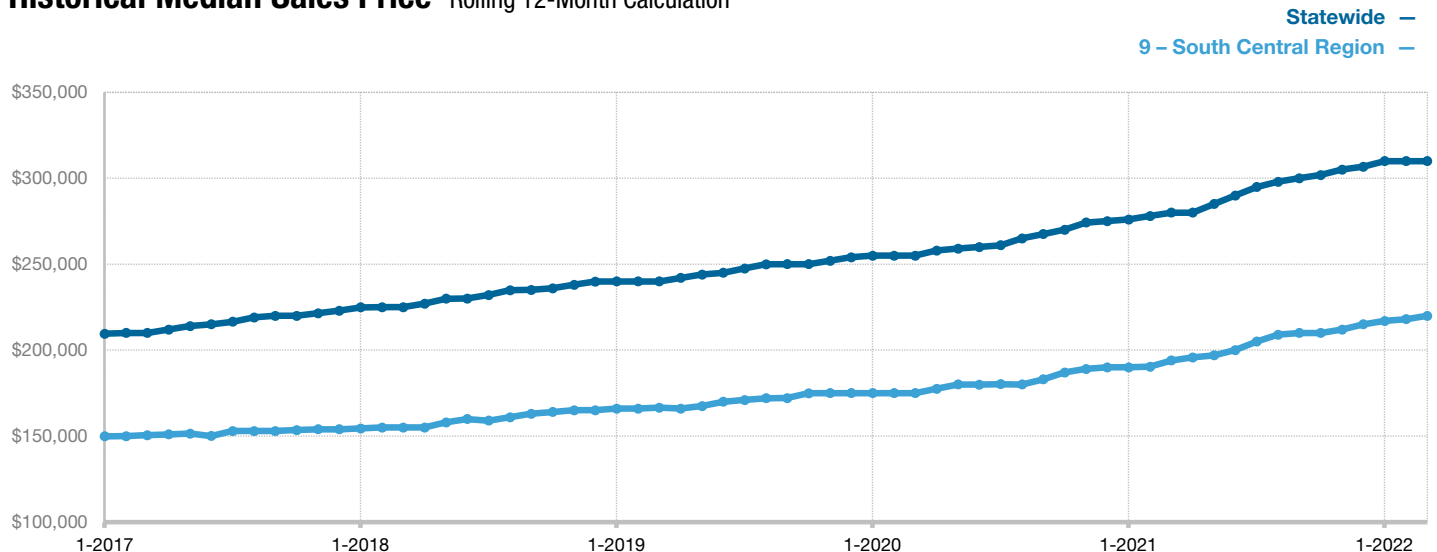
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	319	254	- 20.4%	686	582	- 15.2%
Pending Sales	287	237	- 17.4%	658	596	- 9.4%
Closed Sales	200	192	- 4.0%	526	530	+ 0.8%
Median Sales Price*	\$189,450	\$214,400	+ 13.2%	\$188,000	\$210,000	+ 11.7%
Percent of Original List Price Received*	97.6%	97.7%	+ 0.1%	96.5%	97.5%	+ 1.0%
Days on Market Until Sale	82	67	- 18.3%	81	71	- 12.3%
Months Supply of Inventory	1.1	0.9	- 18.2%	--	--	--

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March



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Local Market Update for March 2022

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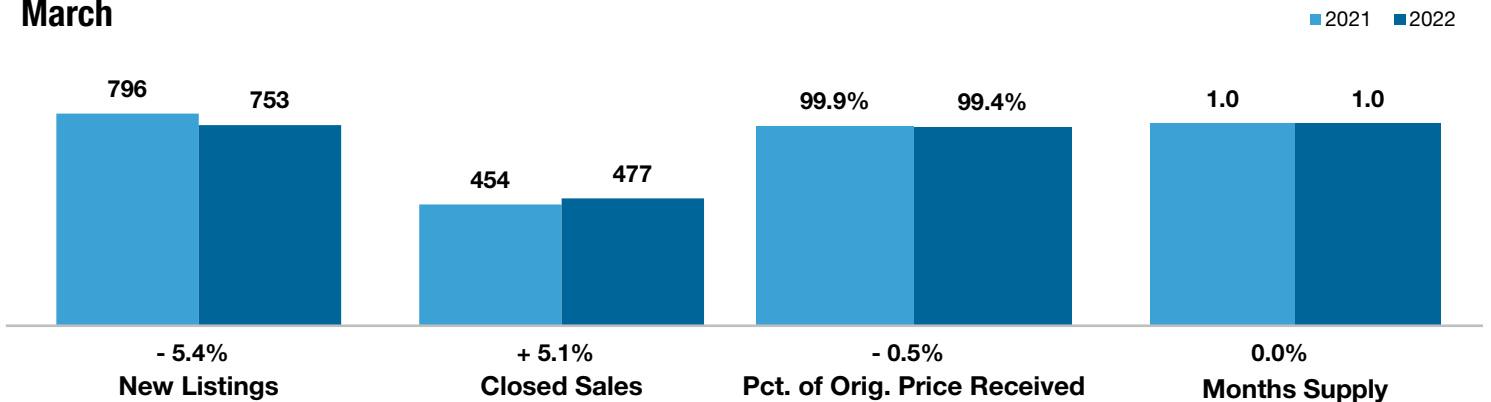


10 – Southeast Region

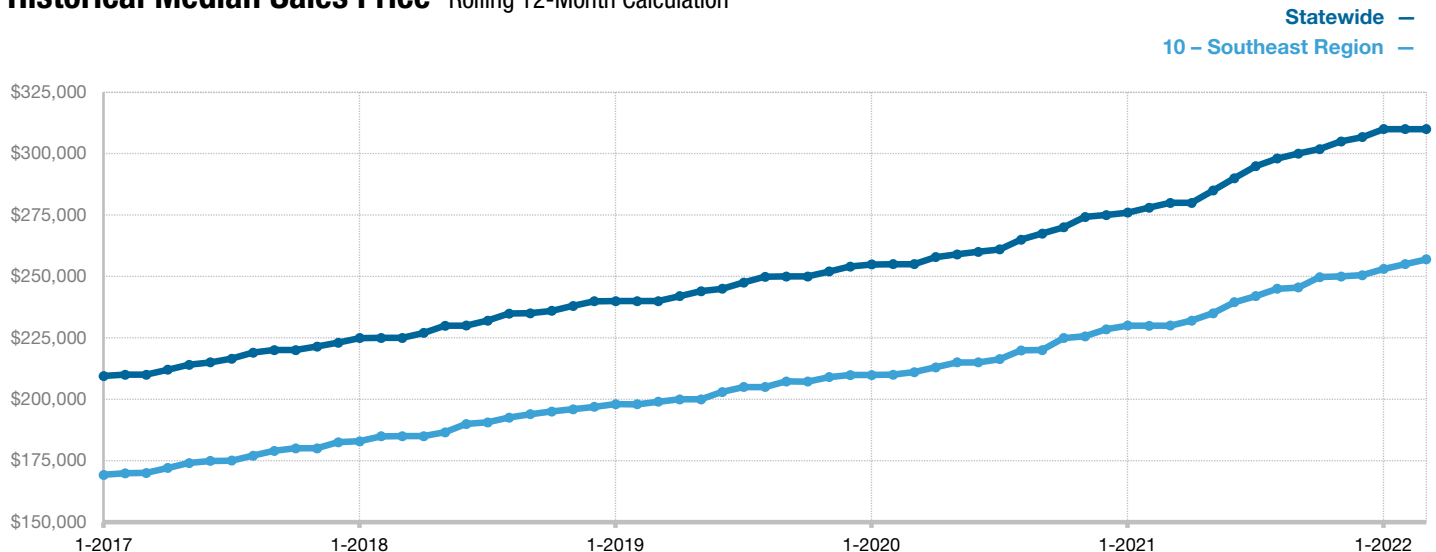
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	796	753	- 5.4%	1,645	1,598	- 2.9%
Pending Sales	690	661	- 4.2%	1,566	1,524	- 2.7%
Closed Sales	454	477	+ 5.1%	1,180	1,230	+ 4.2%
Median Sales Price*	\$243,000	\$264,000	+ 8.6%	\$227,000	\$259,900	+ 14.5%
Percent of Original List Price Received*	99.9%	99.4%	- 0.5%	98.1%	98.6%	+ 0.5%
Days on Market Until Sale	44	45	+ 2.3%	50	47	- 6.0%
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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March



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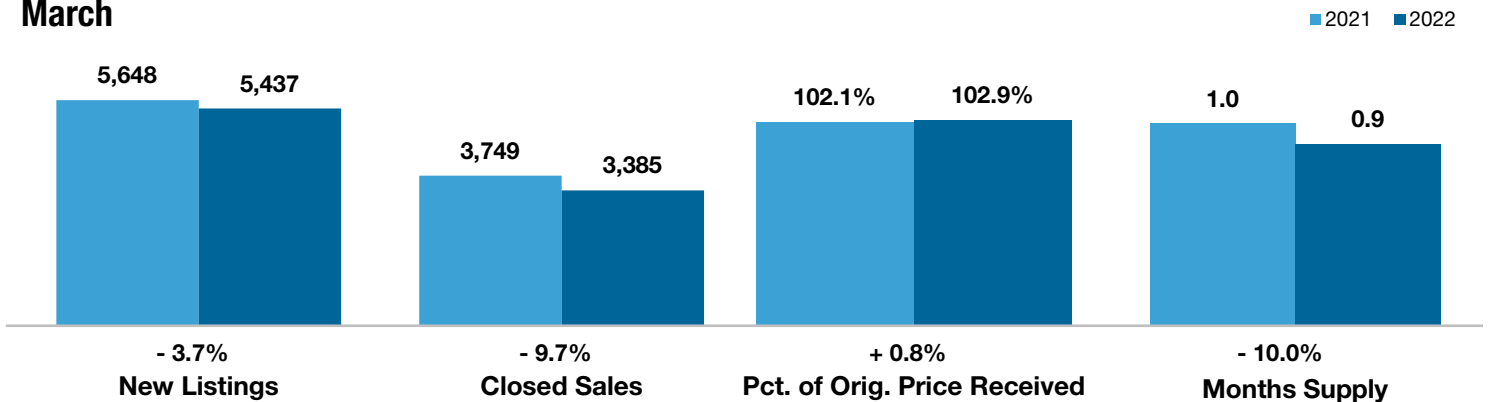


11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	5,648	5,437	- 3.7%	13,013	12,227	- 6.0%
Pending Sales	4,890	4,404	- 9.9%	11,500	10,322	- 10.2%
Closed Sales	3,749	3,385	- 9.7%	9,362	8,393	- 10.4%
Median Sales Price*	\$333,400	\$355,000	+ 6.5%	\$320,000	\$345,000	+ 7.8%
Percent of Original List Price Received*	102.1%	102.9%	+ 0.8%	100.7%	101.3%	+ 0.6%
Days on Market Until Sale	33	31	- 6.1%	36	37	+ 2.8%
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

