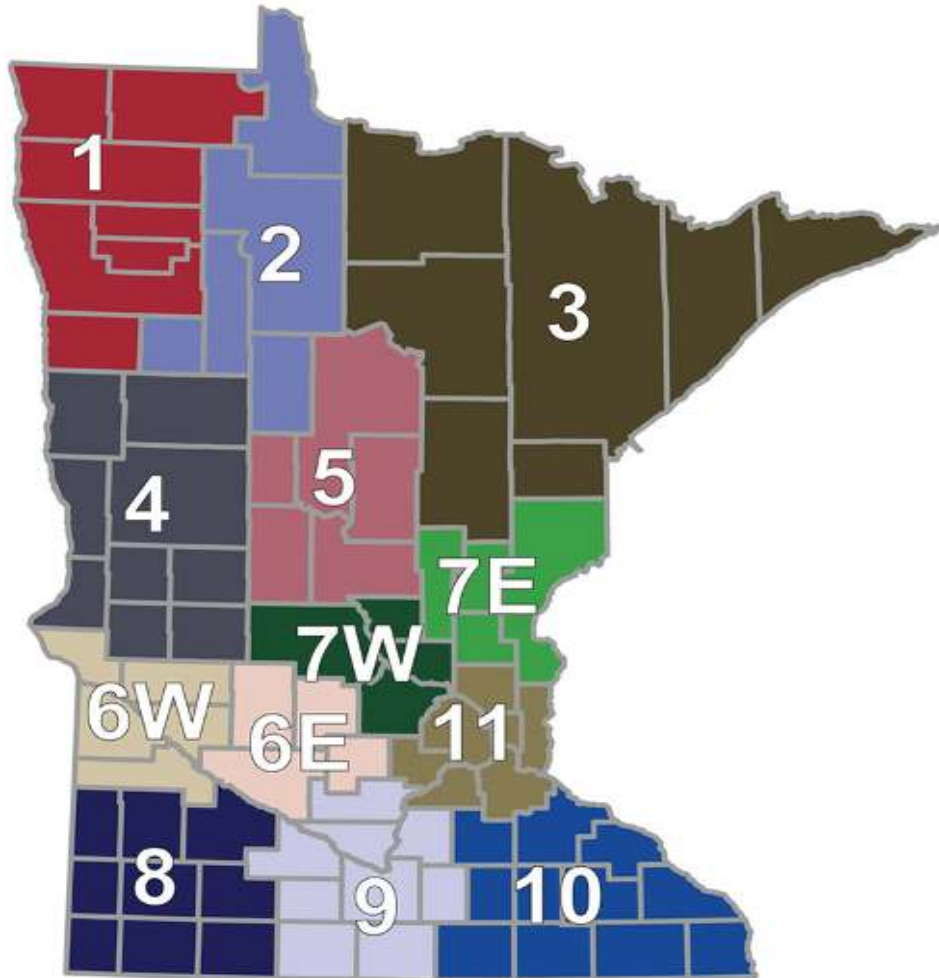



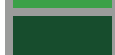











Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 July 2022

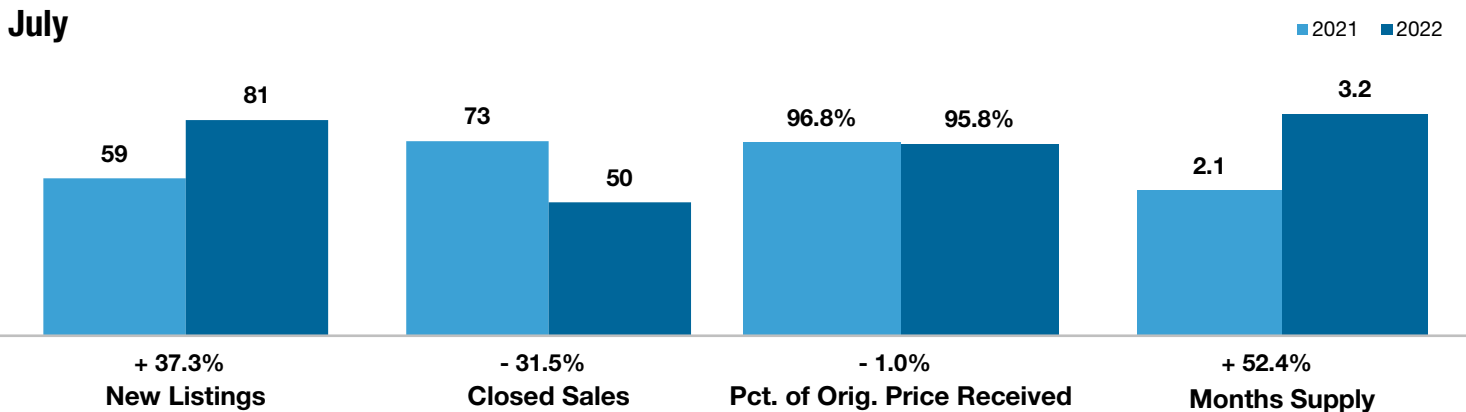
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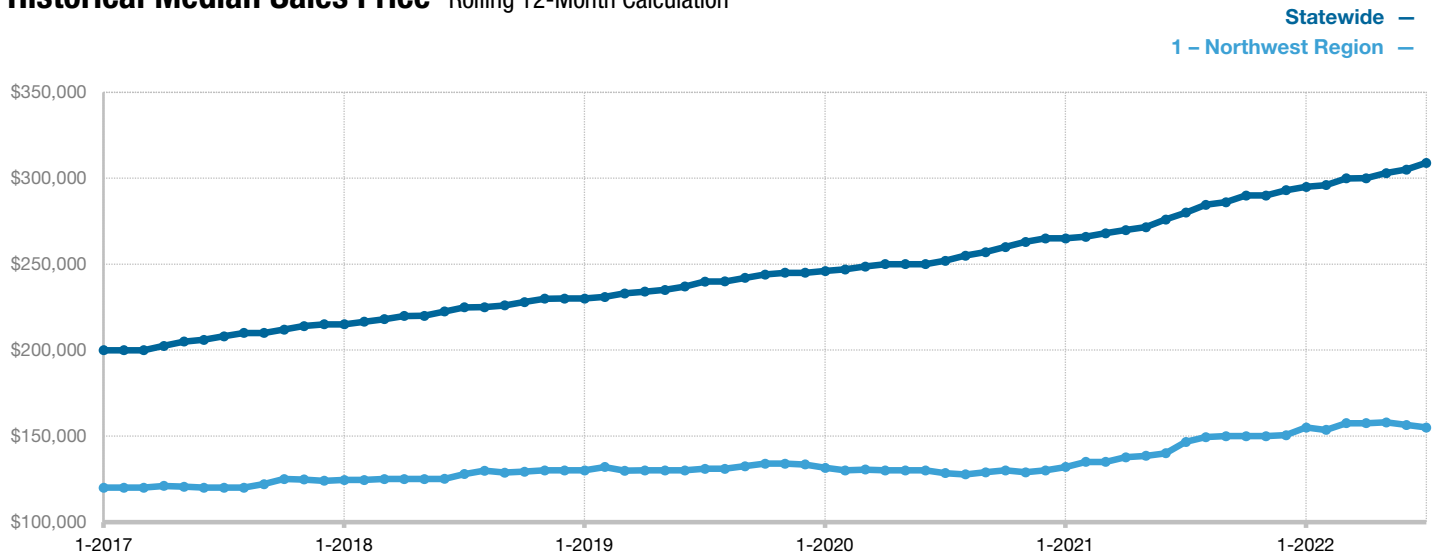
1 – Northwest Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	59	81	+ 37.3%	332	393	+ 18.4%
Pending Sales	49	69	+ 40.8%	329	283	- 14.0%
Closed Sales	73	50	- 31.5%	315	253	- 19.7%
Median Sales Price*	\$171,775	\$166,950	- 2.8%	\$157,350	\$164,975	+ 4.8%
Percent of Original List Price Received*	96.8%	95.8%	- 1.0%	95.5%	95.6%	+ 0.1%
Days on Market Until Sale	63	67	+ 6.3%	73	48	- 34.2%
Months Supply of Inventory	2.1	3.2	+ 52.4%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

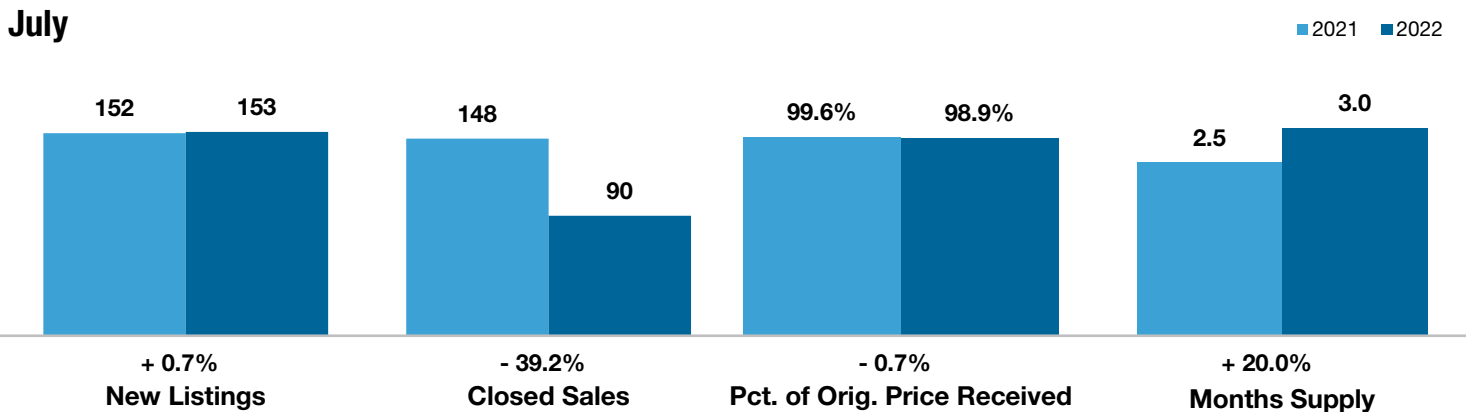
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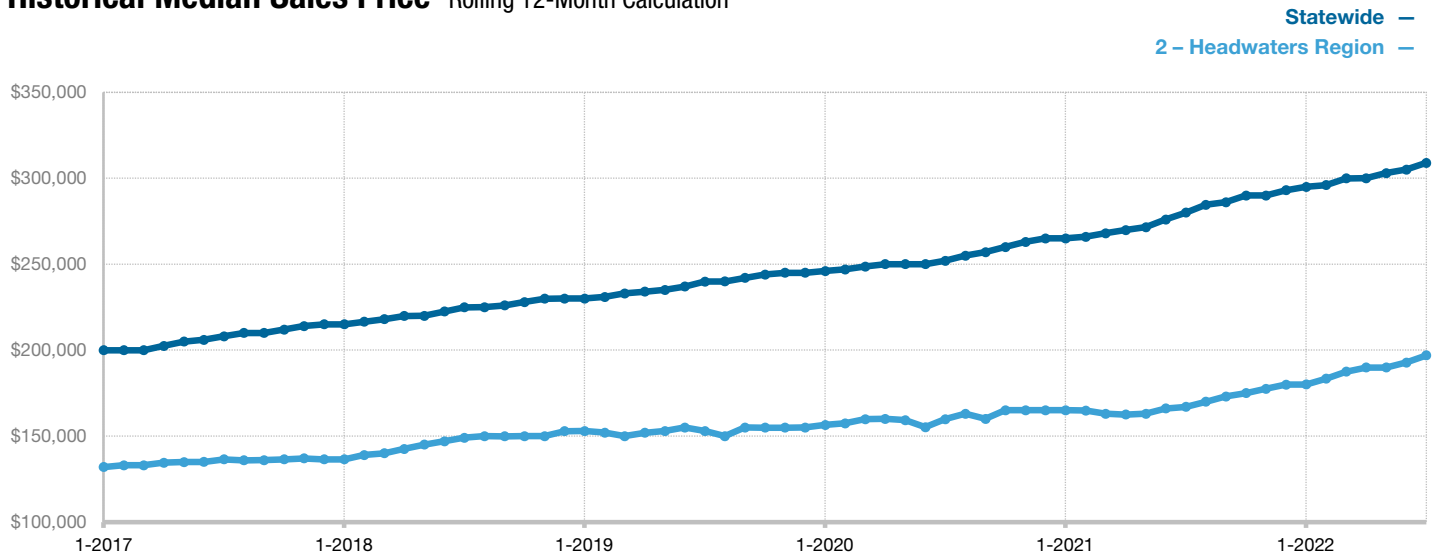
2 – Headwaters Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	152	153	+ 0.7%	889	814	- 8.4%
Pending Sales	129	134	+ 3.9%	731	613	- 16.1%
Closed Sales	148	90	- 39.2%	644	543	- 15.7%
Median Sales Price*	\$233,000	\$249,900	+ 7.3%	\$220,000	\$240,000	+ 9.1%
Percent of Original List Price Received*	99.6%	98.9%	- 0.7%	98.5%	97.8%	- 0.7%
Days on Market Until Sale	32	41	+ 28.1%	49	43	- 12.2%
Months Supply of Inventory	2.5	3.0	+ 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

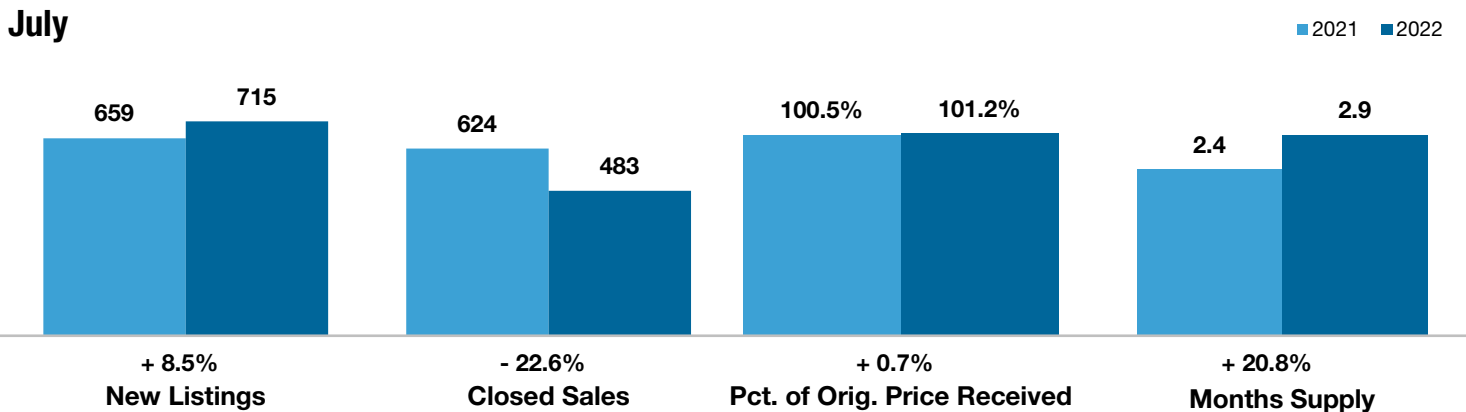
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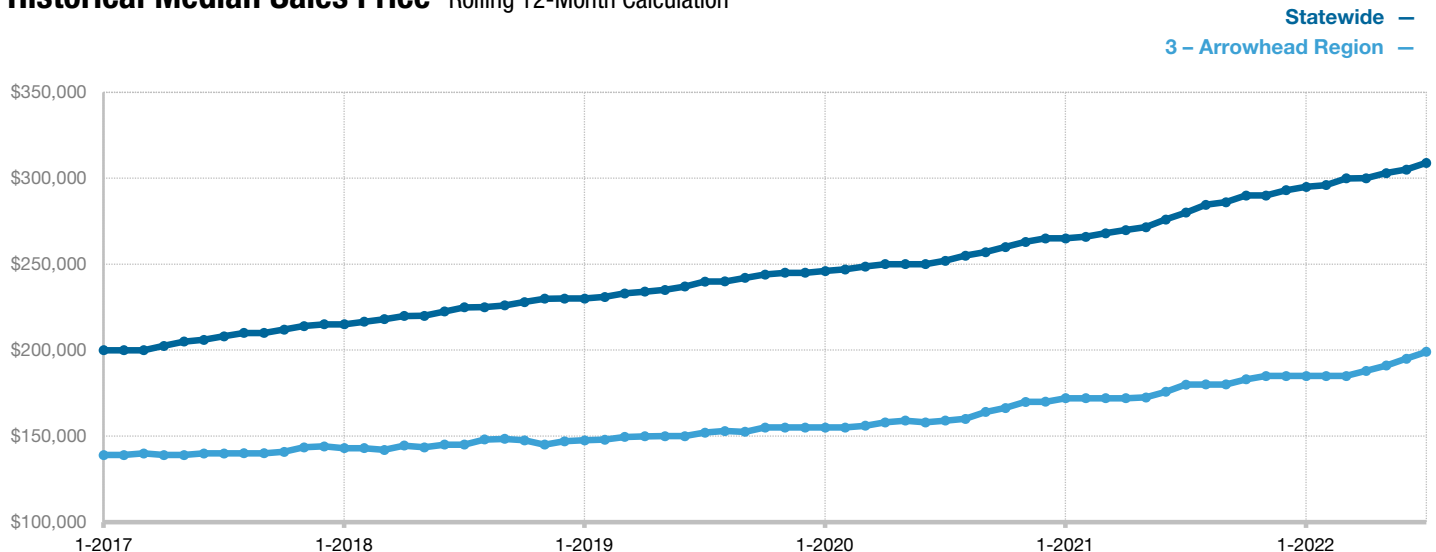
3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	659	715	+ 8.5%	3,790	3,438	- 9.3%
Pending Sales	573	467	- 18.5%	3,237	2,663	- 17.7%
Closed Sales	624	483	- 22.6%	2,823	2,397	- 15.1%
Median Sales Price*	\$205,000	\$235,000	+ 14.6%	\$203,000	\$220,500	+ 8.6%
Percent of Original List Price Received*	100.5%	101.2%	+ 0.7%	98.9%	100.7%	+ 1.8%
Days on Market Until Sale	33	30	- 9.1%	55	40	- 27.3%
Months Supply of Inventory	2.4	2.9	+ 20.8%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

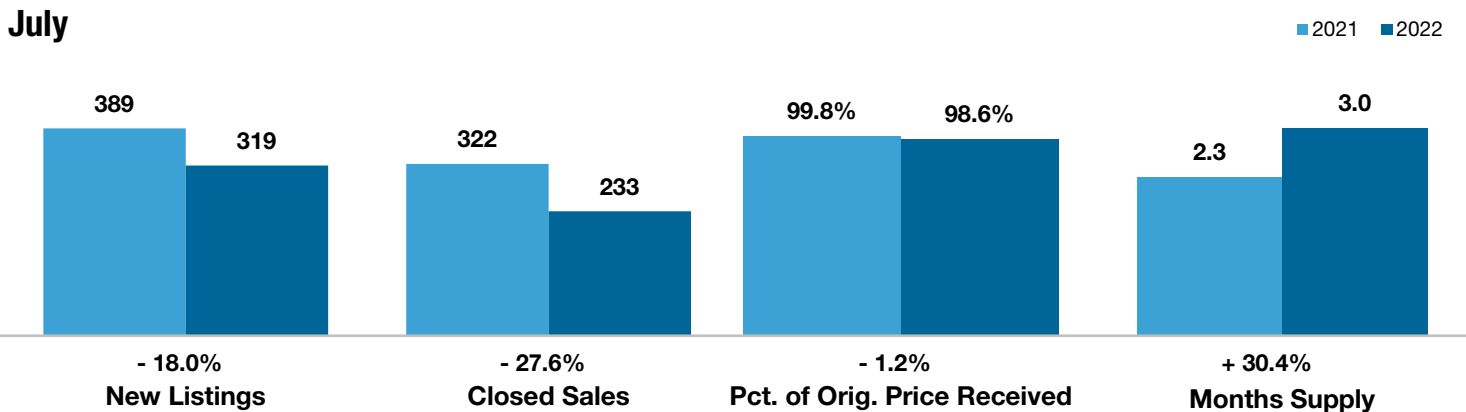
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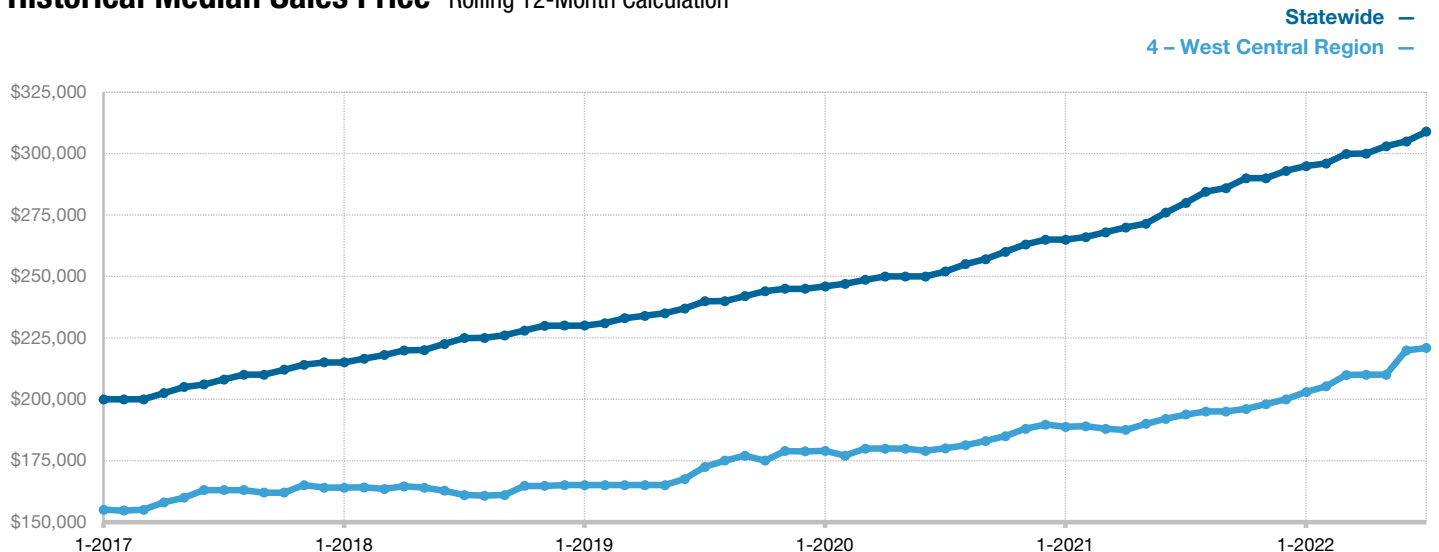
4 – West Central Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	389	319	- 18.0%	1,944	1,877	- 3.4%
Pending Sales	285	292	+ 2.5%	1,702	1,439	- 15.5%
Closed Sales	322	233	- 27.6%	1,492	1,232	- 17.4%
Median Sales Price*	\$250,000	\$251,600	+ 0.6%	\$235,000	\$255,000	+ 8.5%
Percent of Original List Price Received*	99.8%	98.6%	- 1.2%	97.9%	98.2%	+ 0.3%
Days on Market Until Sale	32	29	- 9.4%	50	41	- 18.0%
Months Supply of Inventory	2.3	3.0	+ 30.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

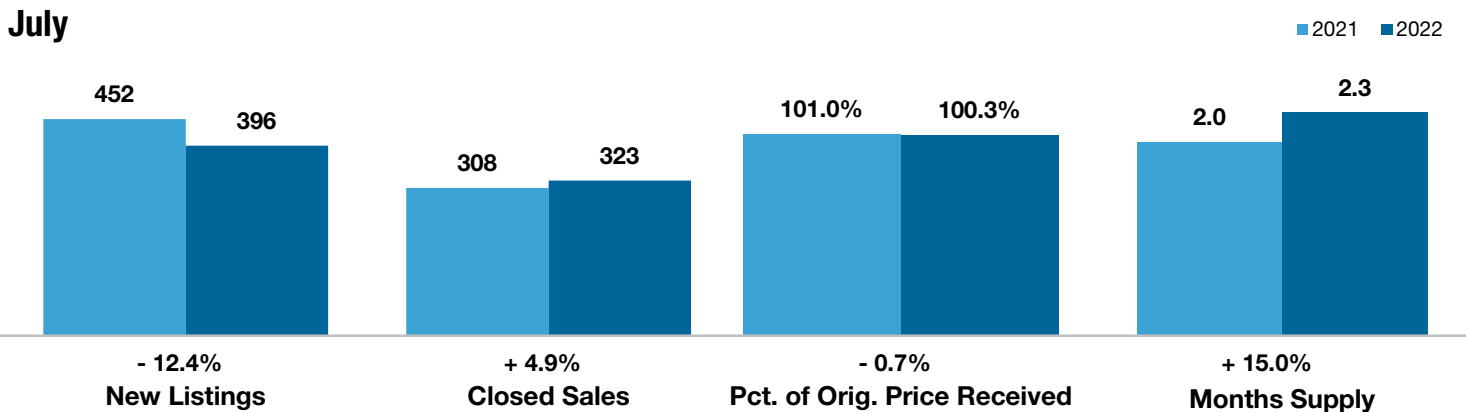
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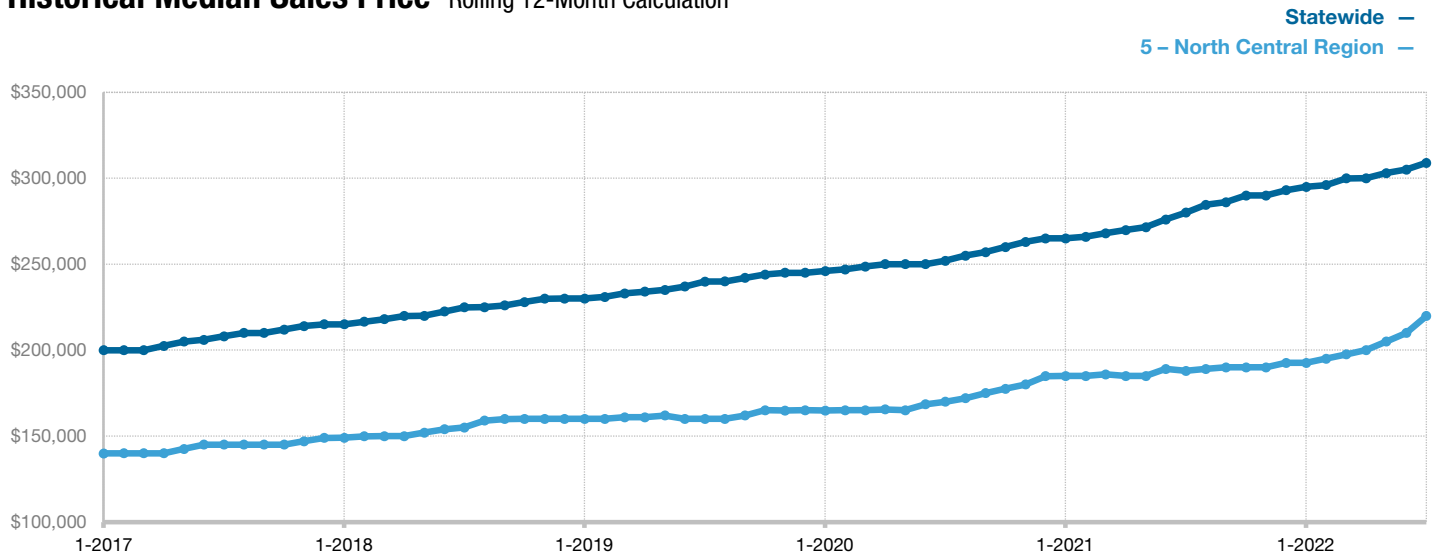
5 – North Central Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	452	396	- 12.4%	2,201	2,186	- 0.7%
Pending Sales	326	303	- 7.1%	1,826	1,664	- 8.9%
Closed Sales	308	323	+ 4.9%	1,617	1,468	- 9.2%
Median Sales Price*	\$260,000	\$320,000	+ 23.1%	\$245,000	\$276,000	+ 12.7%
Percent of Original List Price Received*	101.0%	100.3%	- 0.7%	99.5%	100.5%	+ 1.0%
Days on Market Until Sale	23	26	+ 13.0%	41	31	- 24.4%
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

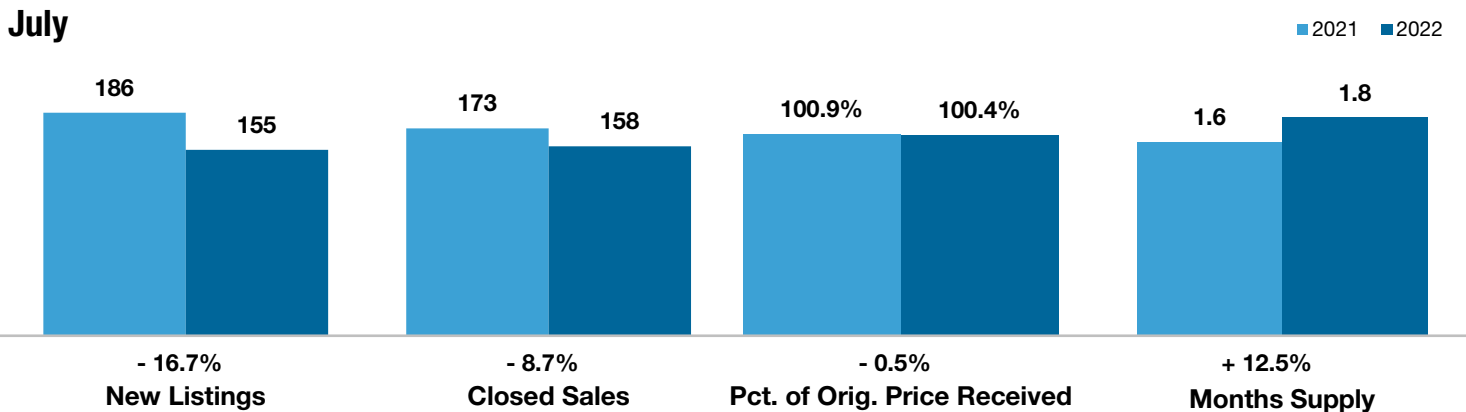
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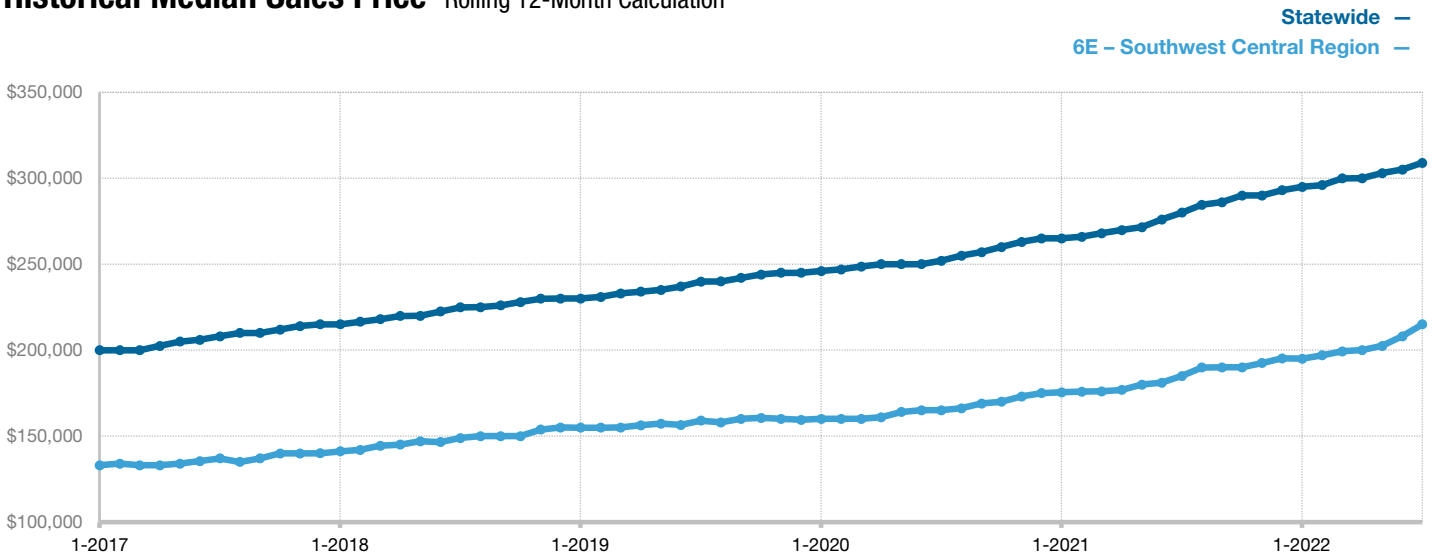
6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	186	155	- 16.7%	1,111	1,037	- 6.7%
Pending Sales	166	137	- 17.5%	958	860	- 10.2%
Closed Sales	173	158	- 8.7%	870	834	- 4.1%
Median Sales Price*	\$200,000	\$266,000	+ 33.0%	\$210,000	\$236,000	+ 12.4%
Percent of Original List Price Received*	100.9%	100.4%	- 0.5%	99.7%	100.0%	+ 0.3%
Days on Market Until Sale	30	22	- 26.7%	37	31	- 16.2%
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

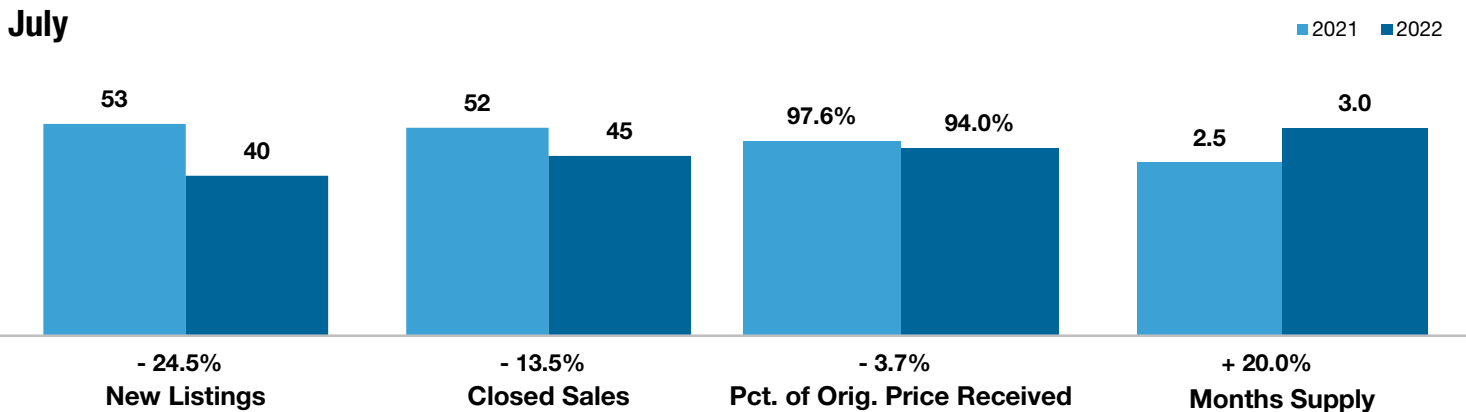
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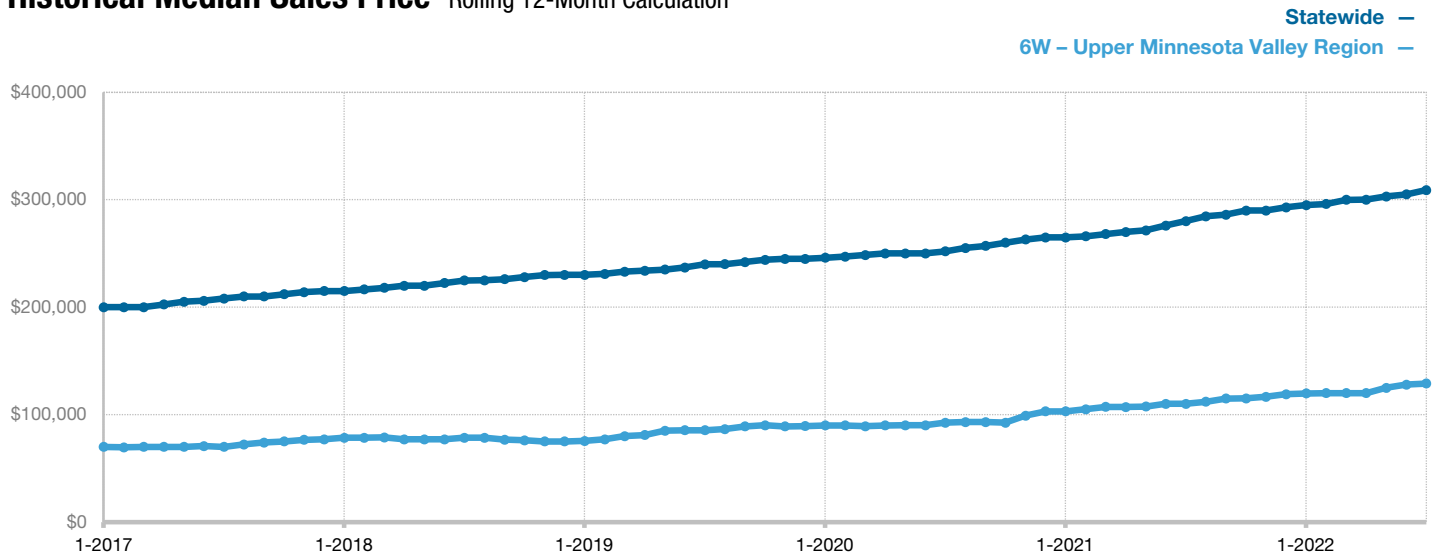
6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	53	40	- 24.5%	295	306	+ 3.7%
Pending Sales	48	43	- 10.4%	275	270	- 1.8%
Closed Sales	52	45	- 13.5%	271	255	- 5.9%
Median Sales Price*	\$119,999	\$129,040	+ 7.5%	\$117,000	\$128,080	+ 9.5%
Percent of Original List Price Received*	97.6%	94.0%	- 3.7%	92.9%	93.0%	+ 0.1%
Days on Market Until Sale	59	49	- 16.9%	86	67	- 22.1%
Months Supply of Inventory	2.5	3.0	+ 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

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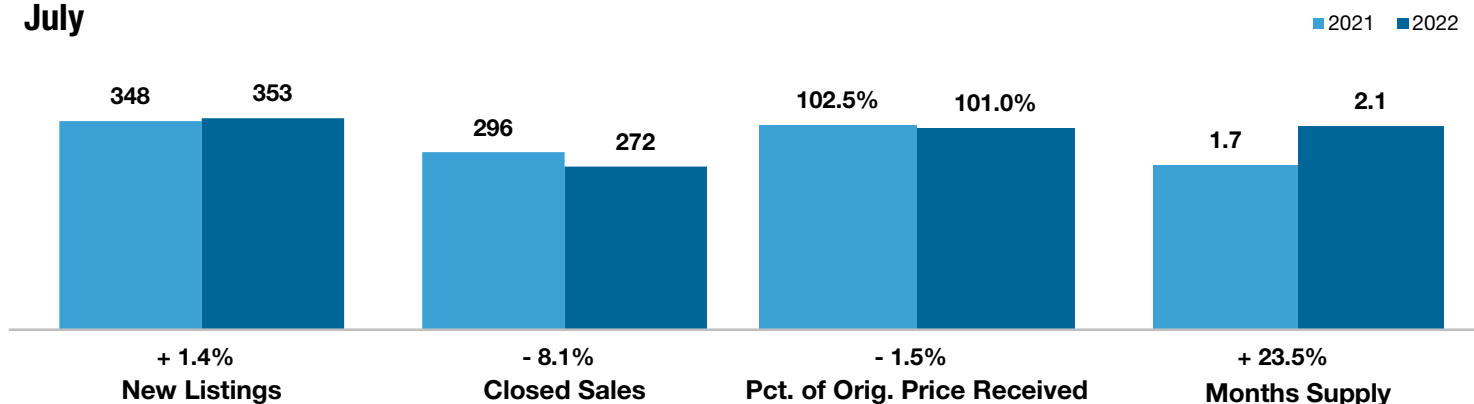


7E – East Central Region

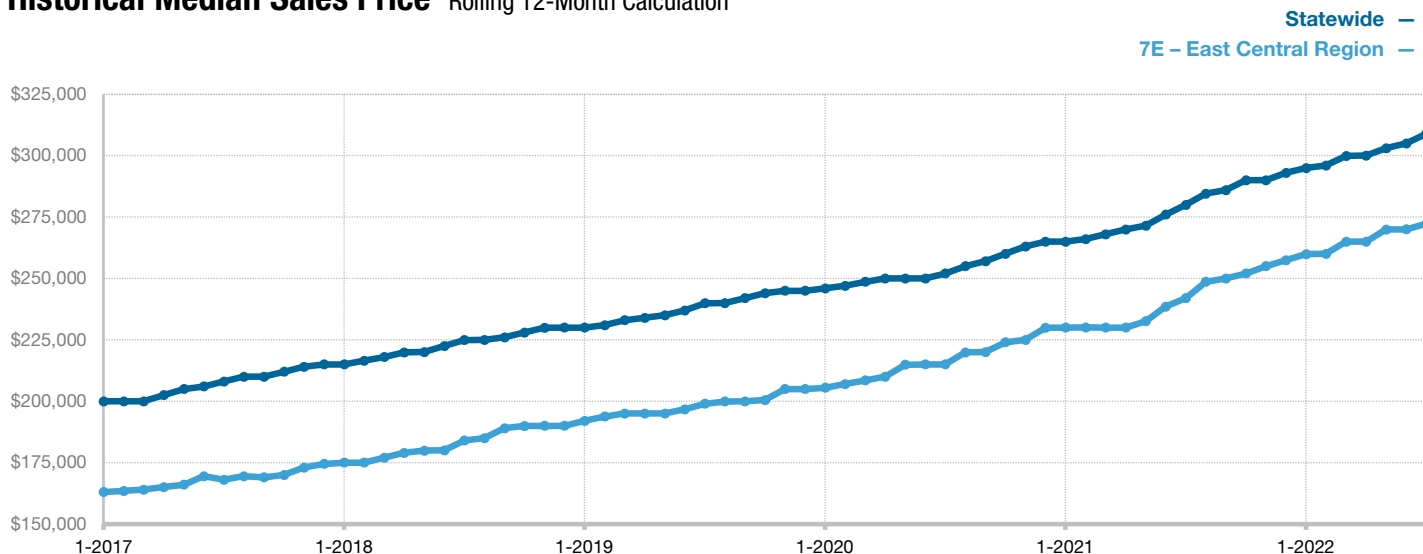
Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	348	353	+ 1.4%	2,159	2,217	+ 2.7%
Pending Sales	303	255	- 15.8%	1,831	1,627	- 11.1%
Closed Sales	296	272	- 8.1%	1,655	1,475	- 10.9%
Median Sales Price*	\$285,000	\$324,024	+ 13.7%	\$275,000	\$309,950	+ 12.7%
Percent of Original List Price Received*	102.5%	101.0%	- 1.5%	101.9%	101.7%	- 0.2%
Days on Market Until Sale	30	24	- 20.0%	32	28	- 12.5%
Months Supply of Inventory	1.7	2.1	+ 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.

July



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

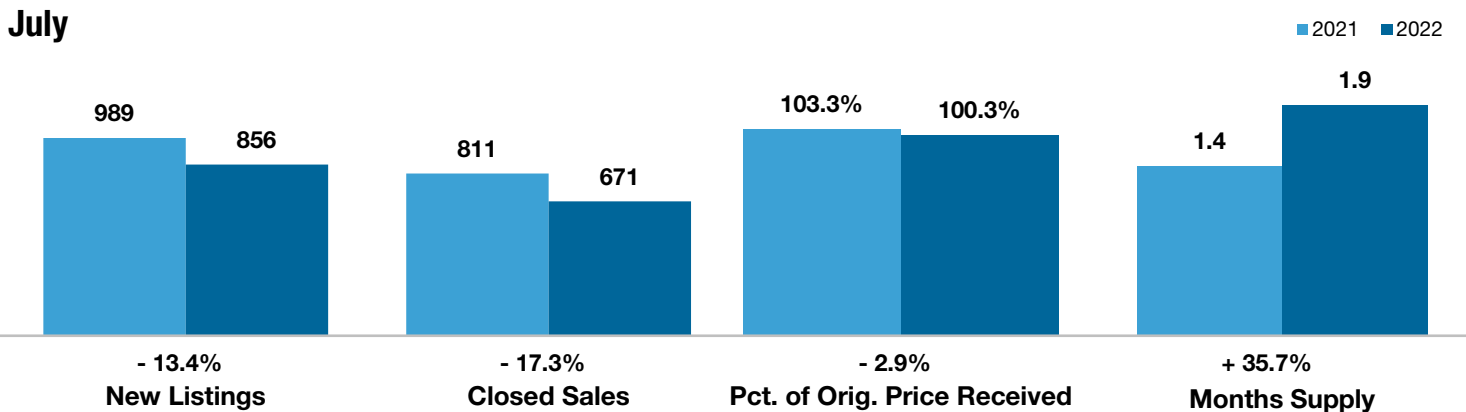
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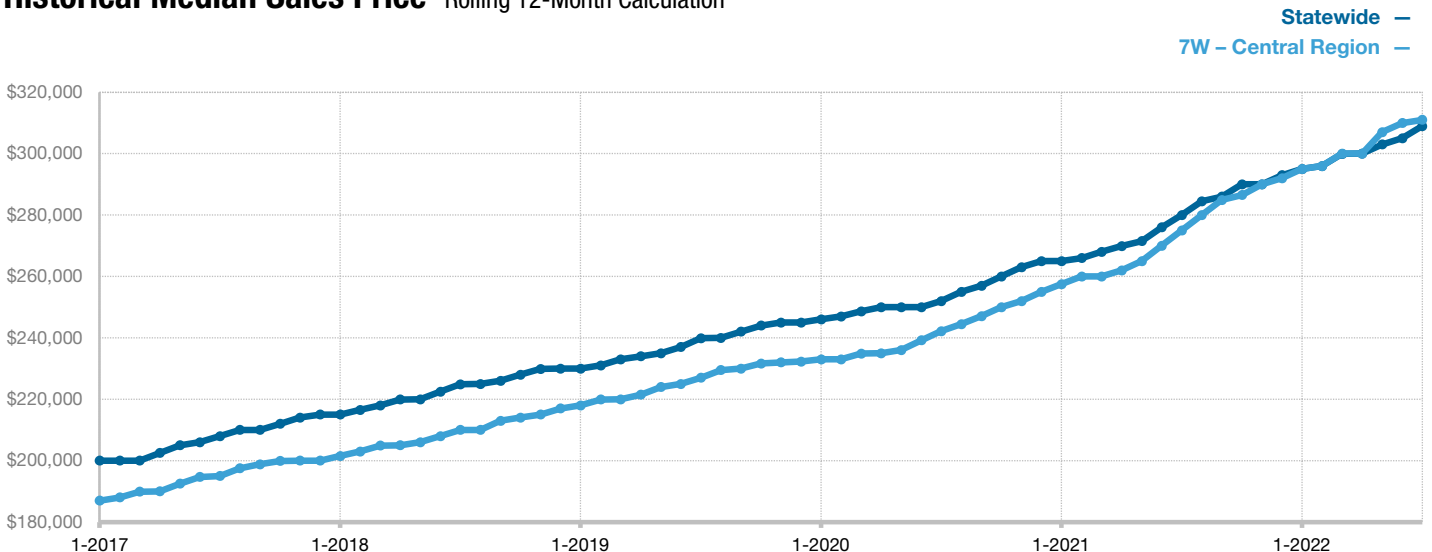
7W – Central Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	989	856	- 13.4%	5,962	5,724	- 4.0%
Pending Sales	810	628	- 22.5%	4,993	4,264	- 14.6%
Closed Sales	811	671	- 17.3%	4,347	3,942	- 9.3%
Median Sales Price*	\$312,000	\$334,900	+ 7.3%	\$300,000	\$336,950	+ 12.3%
Percent of Original List Price Received*	103.3%	100.3%	- 2.9%	102.0%	101.4%	- 0.6%
Days on Market Until Sale	25	25	0.0%	31	29	- 6.5%
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

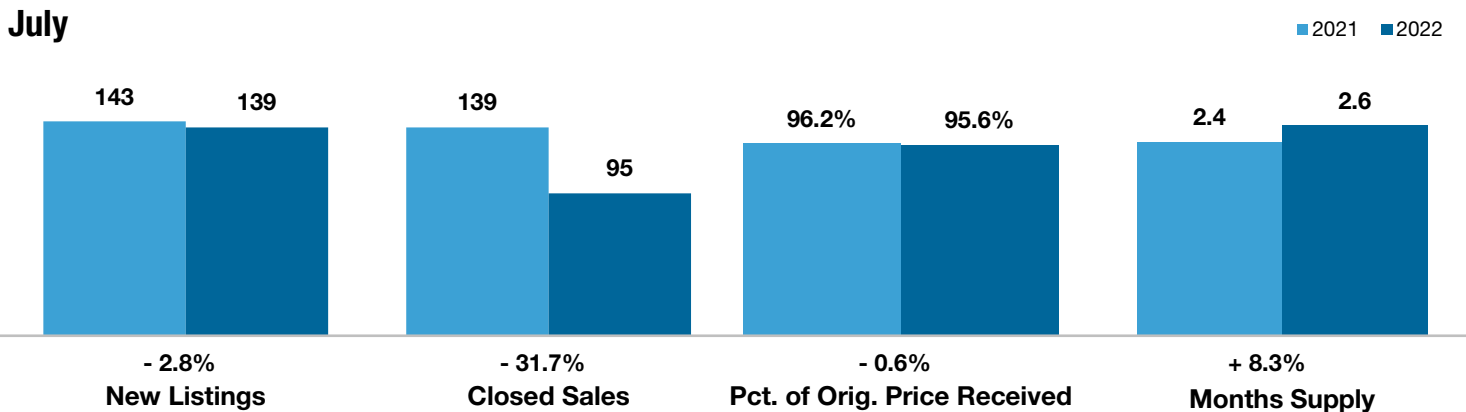
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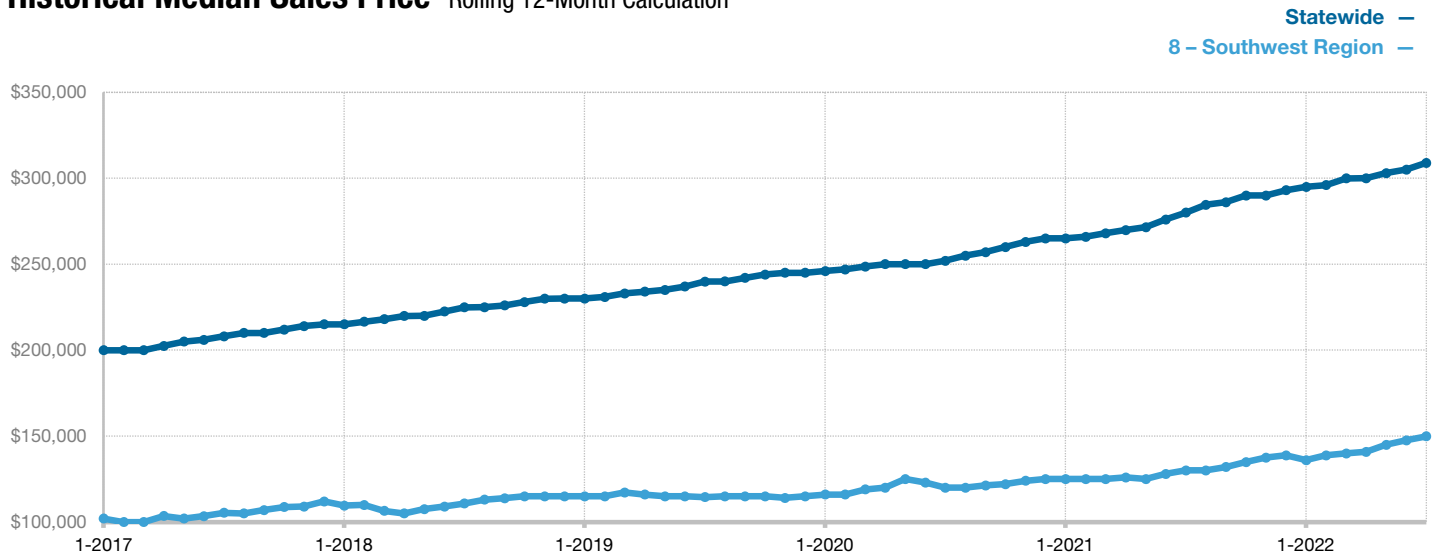
8 – Southwest Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	143	139	- 2.8%	802	816	+ 1.7%
Pending Sales	119	100	- 16.0%	732	658	- 10.1%
Closed Sales	139	95	- 31.7%	684	604	- 11.7%
Median Sales Price*	\$150,000	\$177,500	+ 18.3%	\$140,700	\$160,000	+ 13.7%
Percent of Original List Price Received*	96.2%	95.6%	- 0.6%	94.9%	96.0%	+ 1.2%
Days on Market Until Sale	60	35	- 41.7%	73	52	- 28.8%
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

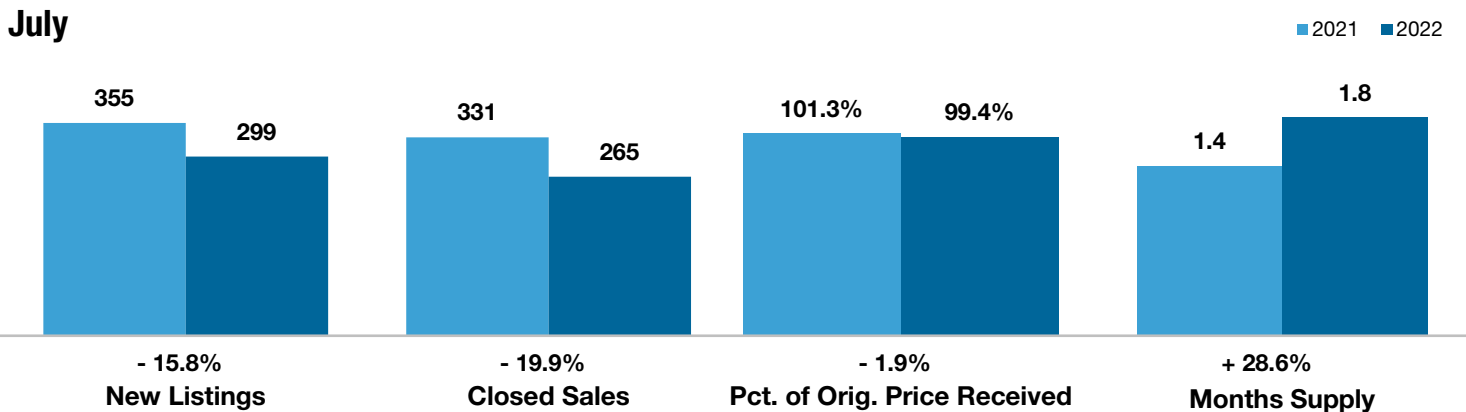
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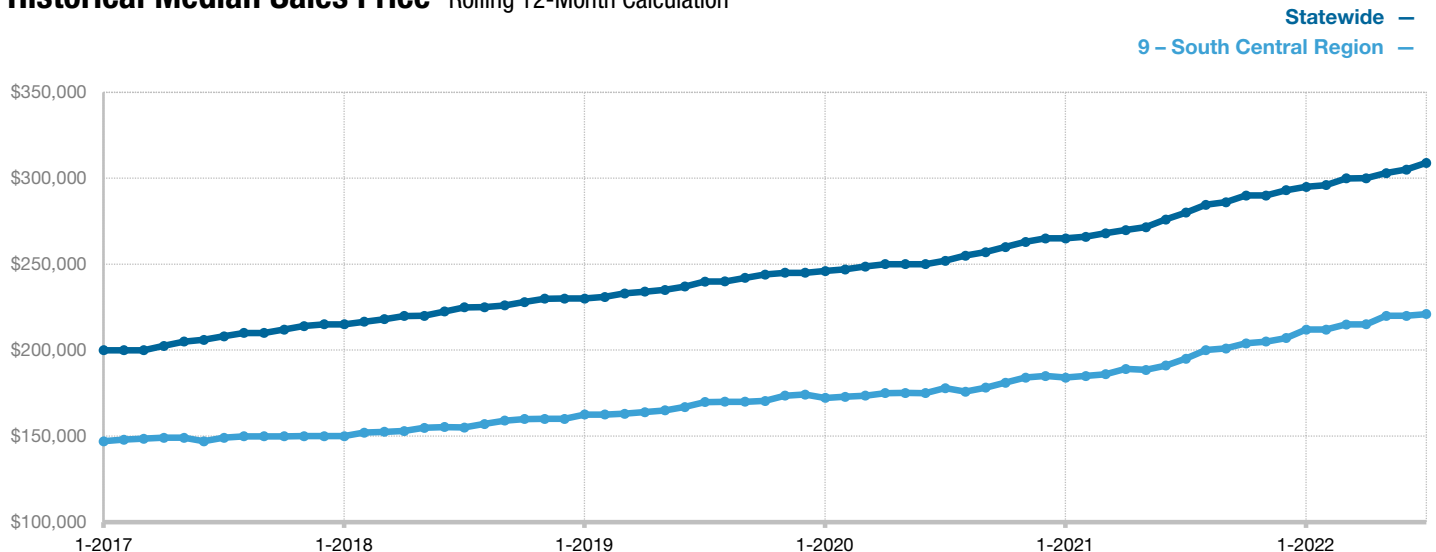
9 – South Central Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	355	299	- 15.8%	2,133	2,048	- 4.0%
Pending Sales	321	239	- 25.5%	1,977	1,748	- 11.6%
Closed Sales	331	265	- 19.9%	1,785	1,625	- 9.0%
Median Sales Price*	\$232,500	\$243,100	+ 4.6%	\$210,000	\$231,050	+ 10.0%
Percent of Original List Price Received*	101.3%	99.4%	- 1.9%	99.4%	99.4%	0.0%
Days on Market Until Sale	57	48	- 15.8%	69	60	- 13.0%
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

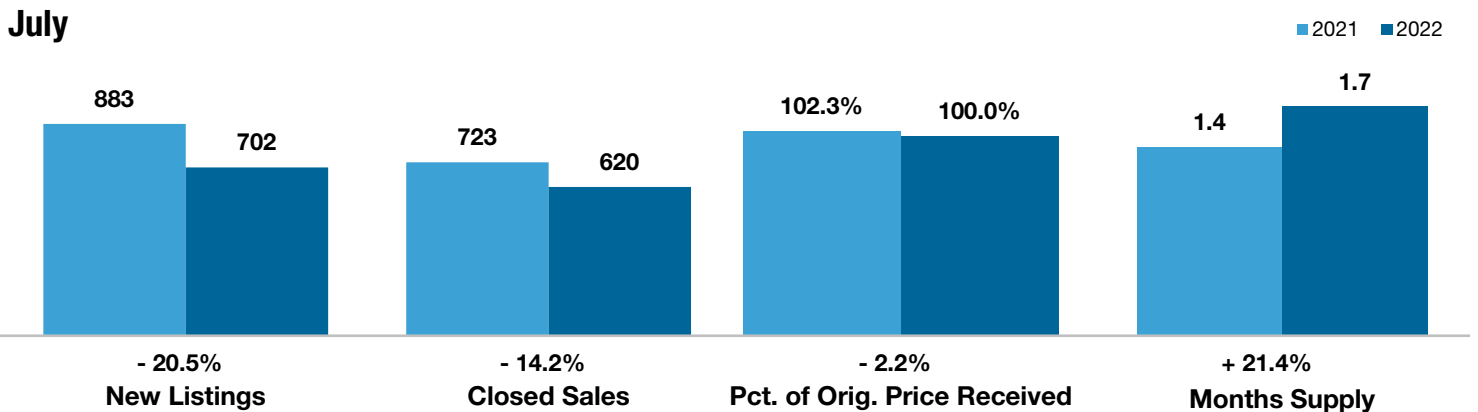
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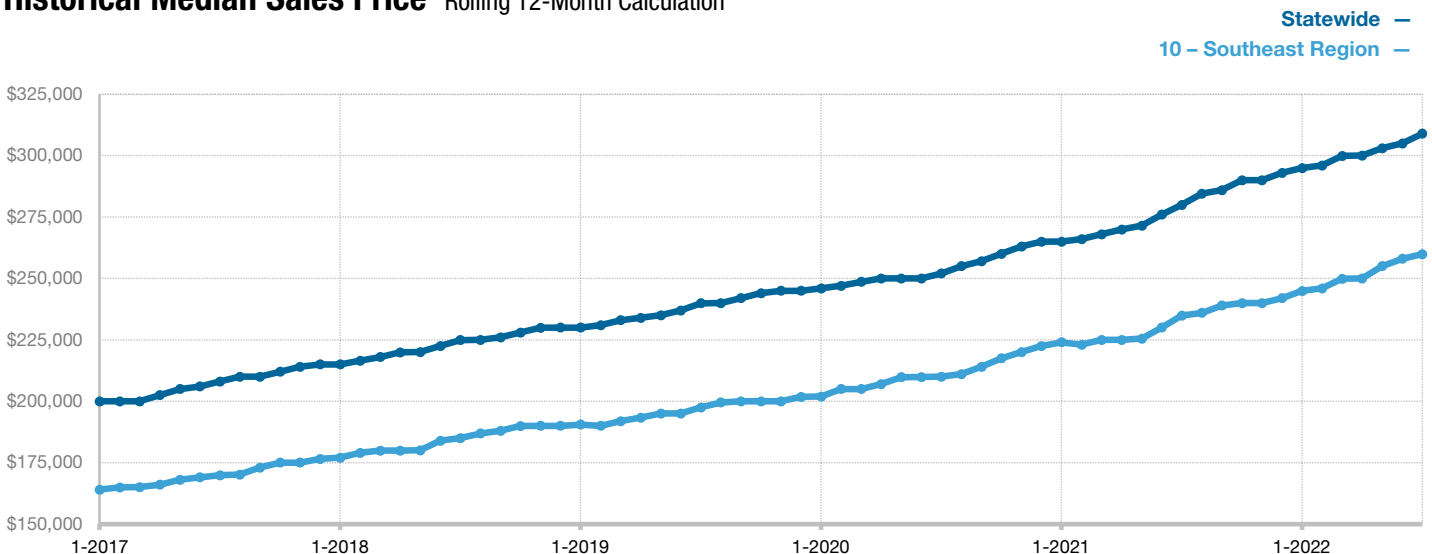
10 – Southeast Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	883	702	- 20.5%	4,977	4,744	- 4.7%
Pending Sales	686	576	- 16.0%	4,489	4,083	- 9.0%
Closed Sales	723	620	- 14.2%	4,033	3,822	- 5.2%
Median Sales Price*	\$263,000	\$267,000	+ 1.5%	\$250,000	\$277,500	+ 11.0%
Percent of Original List Price Received*	102.3%	100.0%	- 2.2%	100.7%	100.2%	- 0.5%
Days on Market Until Sale	22	24	+ 9.1%	34	33	- 2.9%
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2022

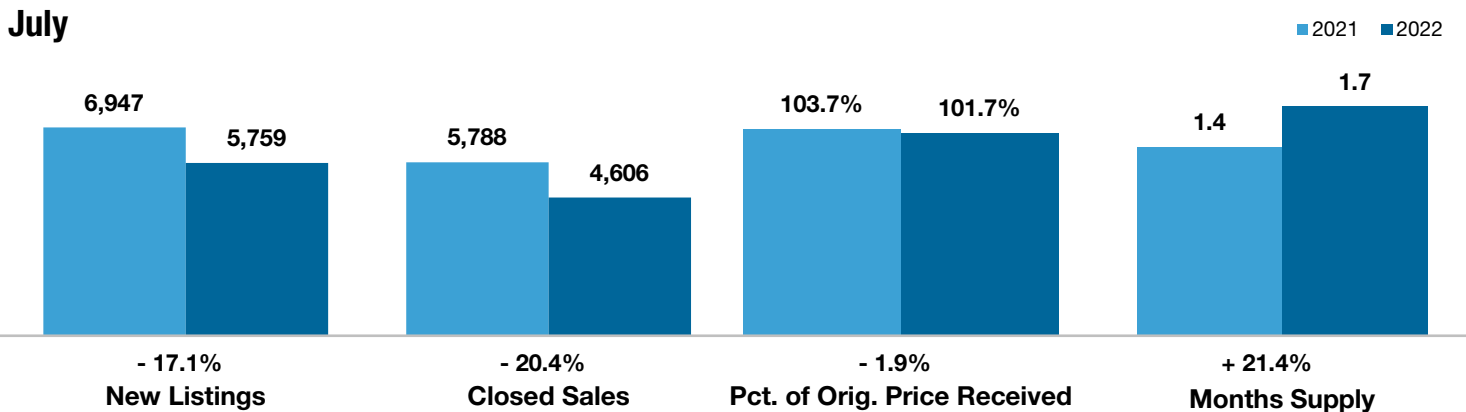
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11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	6,947	5,759	- 17.1%	39,976	37,351	- 6.6%
Pending Sales	5,256	4,065	- 22.7%	33,589	29,005	- 13.6%
Closed Sales	5,788	4,606	- 20.4%	30,709	27,214	- 11.4%
Median Sales Price*	\$350,395	\$375,000	+ 7.0%	\$340,000	\$369,000	+ 8.5%
Percent of Original List Price Received*	103.7%	101.7%	- 1.9%	103.0%	102.7%	- 0.3%
Days on Market Until Sale	22	22	0.0%	27	27	0.0%
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

