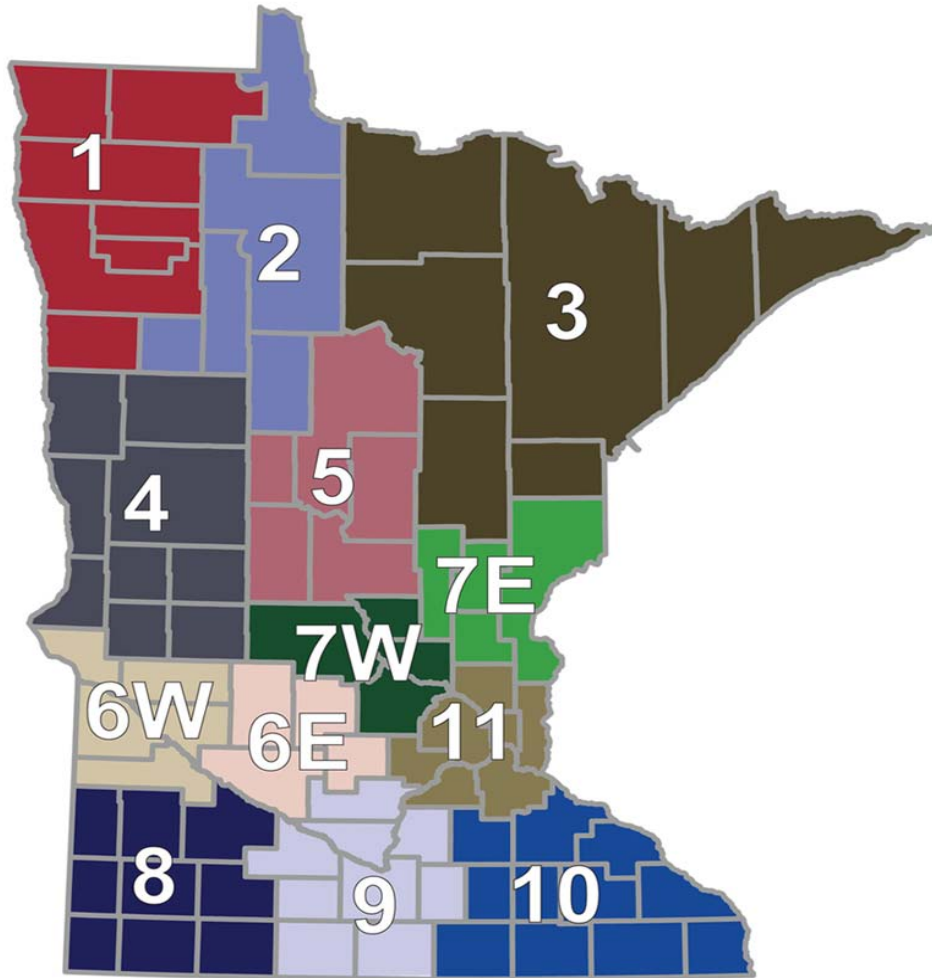


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 August 2020

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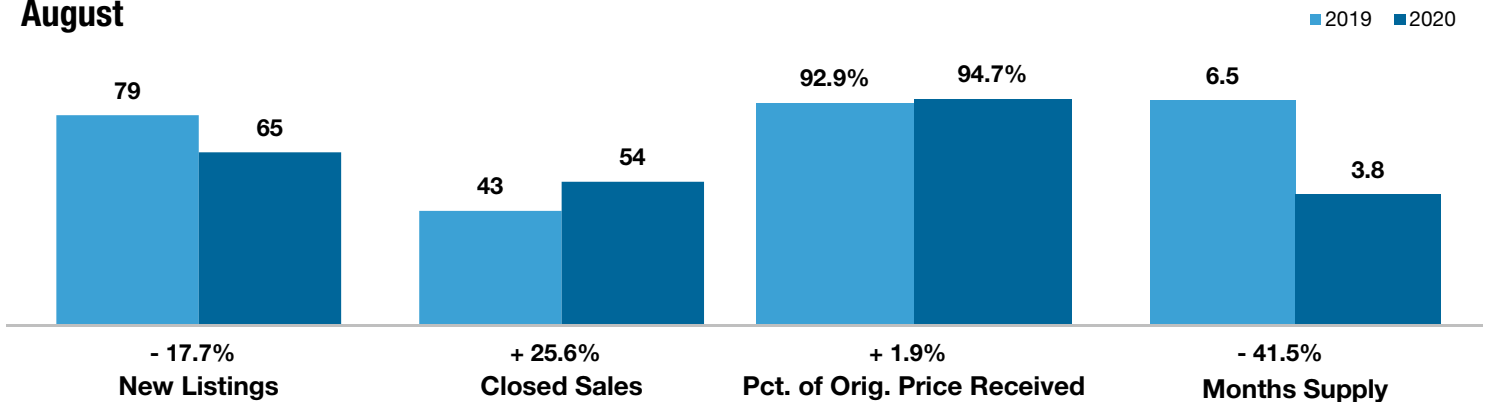


1 – Northwest Region

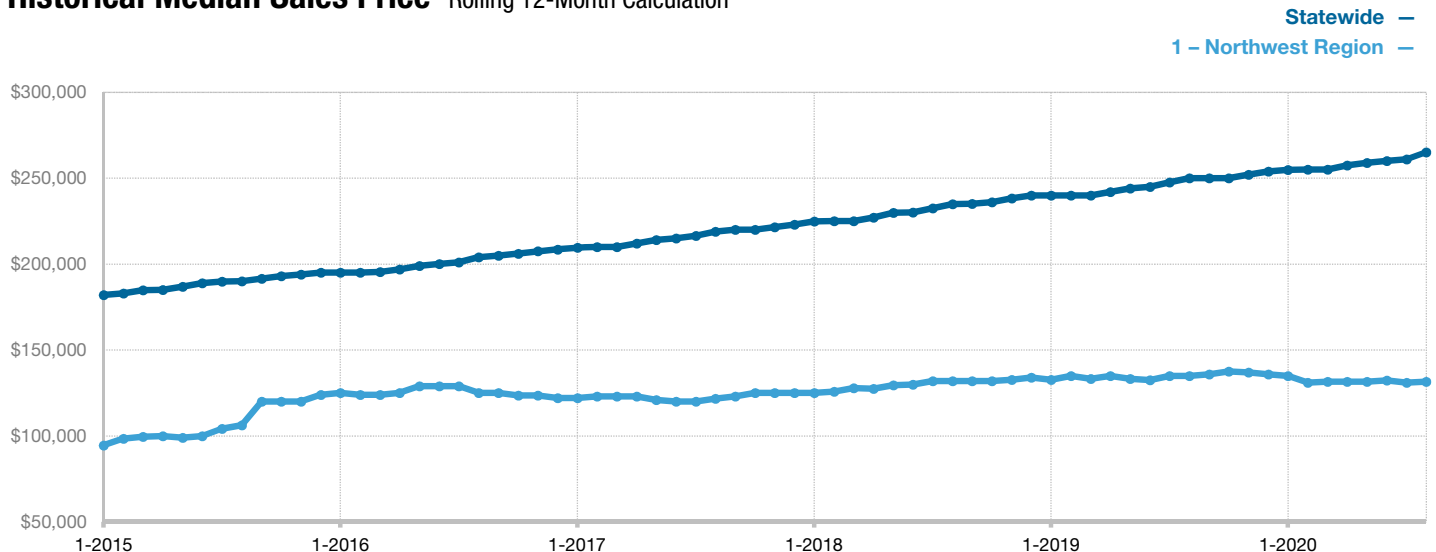
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	79	65	- 17.7%	479	444	- 7.3%
Pending Sales	46	73	+ 58.7%	331	382	+ 15.4%
Closed Sales	43	54	+ 25.6%	289	295	+ 2.1%
Median Sales Price*	\$131,000	\$135,250	+ 3.2%	\$137,950	\$130,000	- 5.8%
Percent of Original List Price Received*	92.9%	94.7%	+ 1.9%	92.8%	92.0%	- 0.9%
Days on Market Until Sale	78	63	- 19.2%	98	102	+ 4.1%
Months Supply of Inventory	6.5	3.8	- 41.5%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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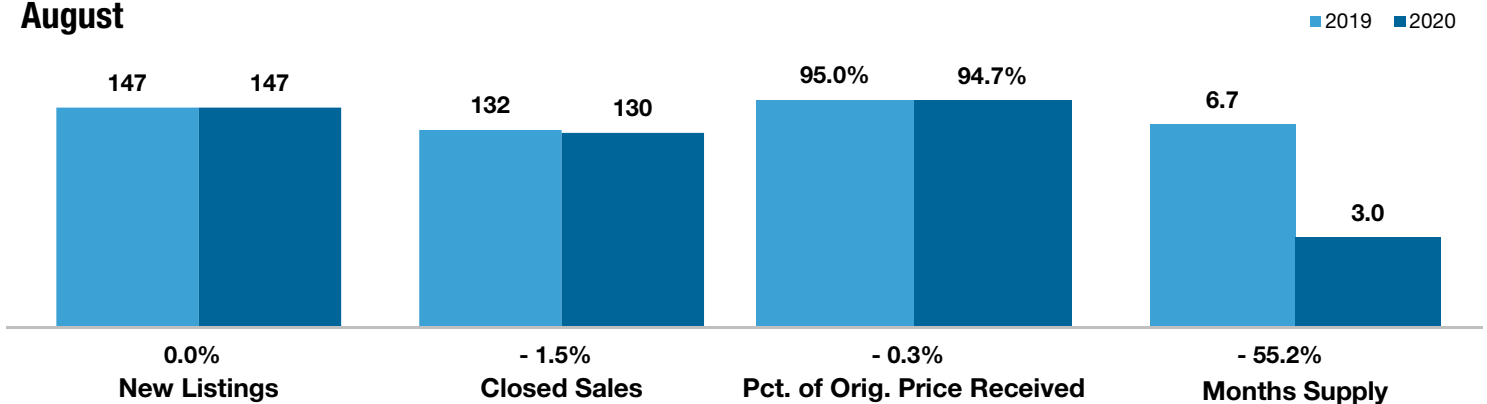


2 – Headwaters Region

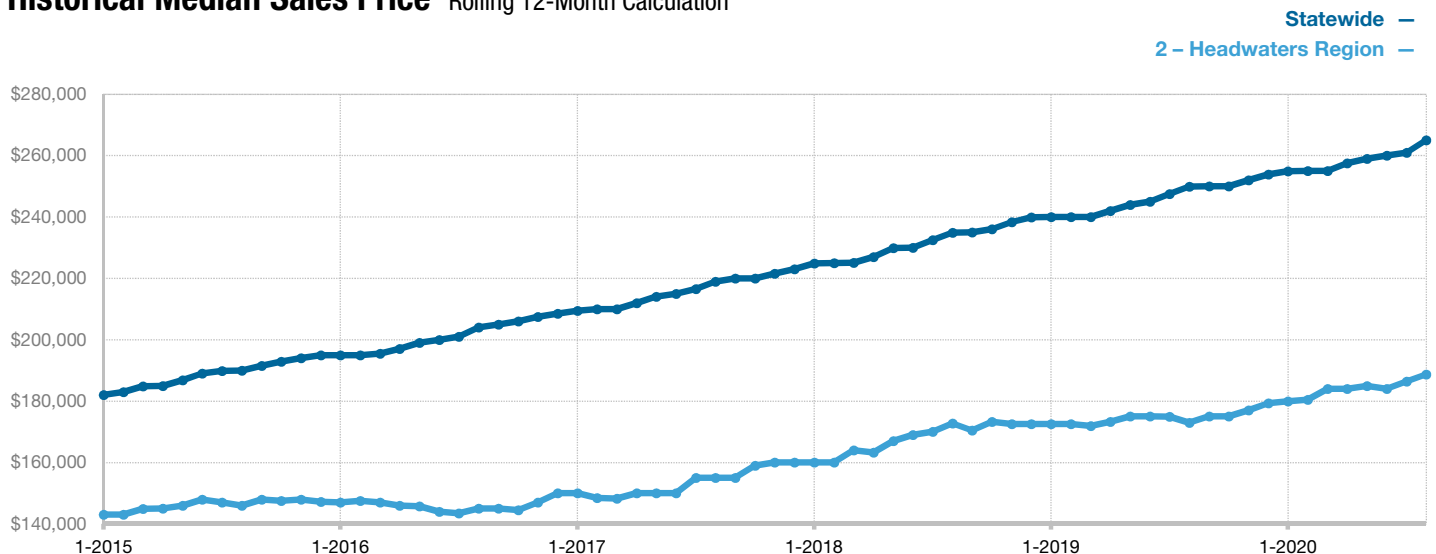
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	147	147	0.0%	1,271	1,033	- 18.7%
Pending Sales	105	160	+ 52.4%	791	871	+ 10.1%
Closed Sales	132	130	- 1.5%	706	706	0.0%
Median Sales Price*	\$162,750	\$195,500	+ 20.1%	\$175,000	\$192,500	+ 10.0%
Percent of Original List Price Received*	95.0%	94.7%	- 0.3%	95.1%	95.3%	+ 0.2%
Days on Market Until Sale	67	76	+ 13.4%	74	73	- 1.4%
Months Supply of Inventory	6.7	3.0	- 55.2%	--	--	--

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August



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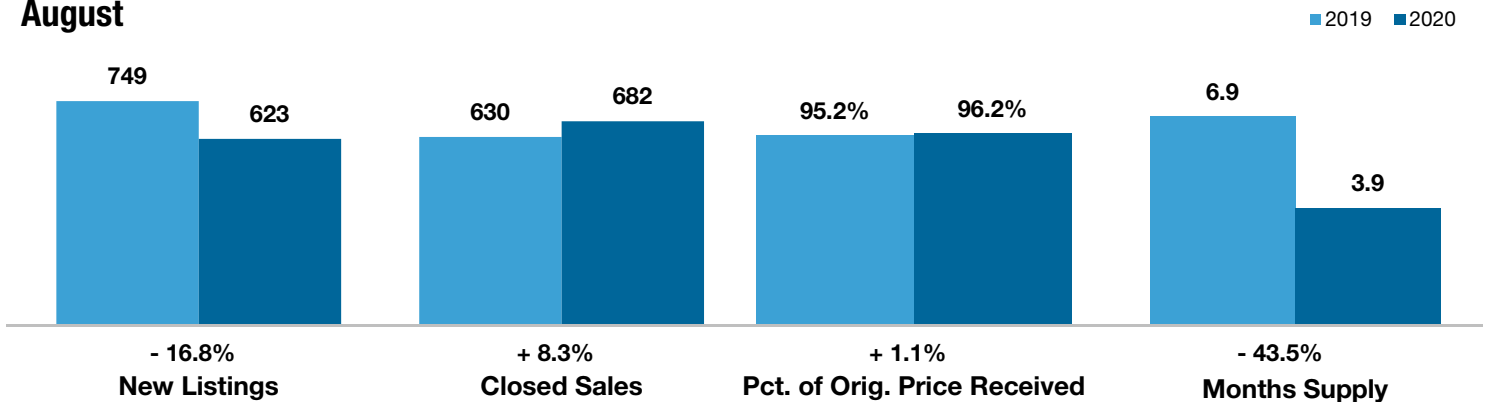


3 – Arrowhead Region

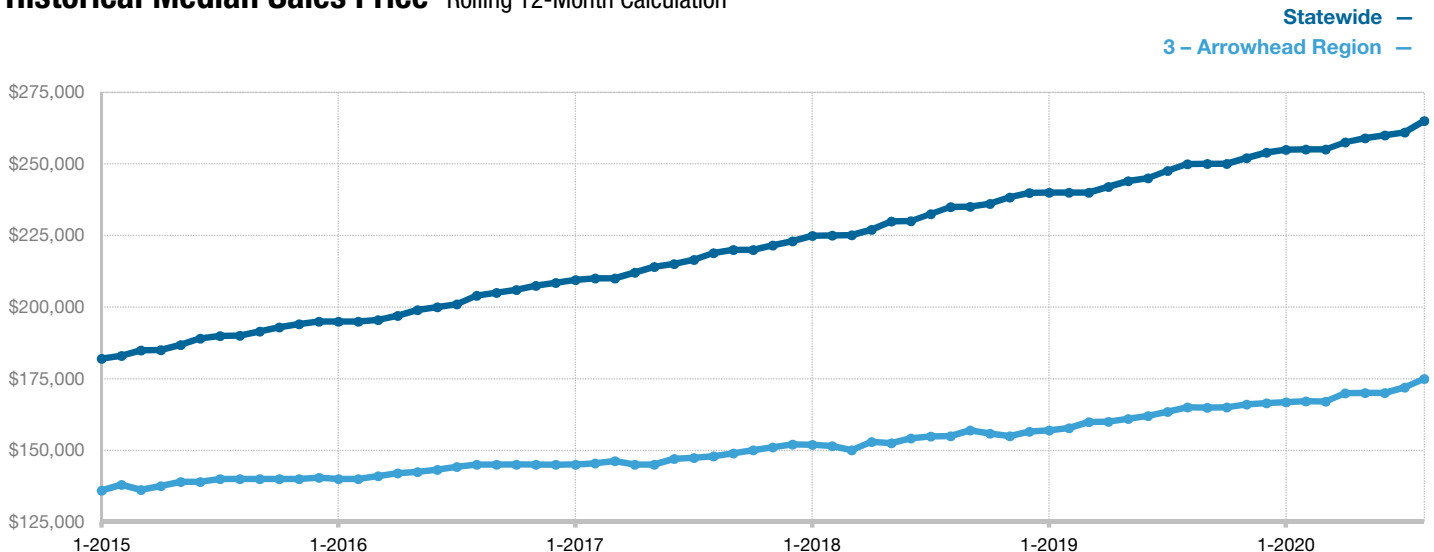
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	749	623	- 16.8%	5,532	4,544	- 17.9%
Pending Sales	586	595	+ 1.5%	3,543	3,809	+ 7.5%
Closed Sales	630	682	+ 8.3%	3,245	3,239	- 0.2%
Median Sales Price*	\$185,500	\$197,900	+ 6.7%	\$169,900	\$180,000	+ 5.9%
Percent of Original List Price Received*	95.2%	96.2%	+ 1.1%	94.6%	95.1%	+ 0.5%
Days on Market Until Sale	66	75	+ 13.6%	82	81	- 1.2%
Months Supply of Inventory	6.9	3.9	- 43.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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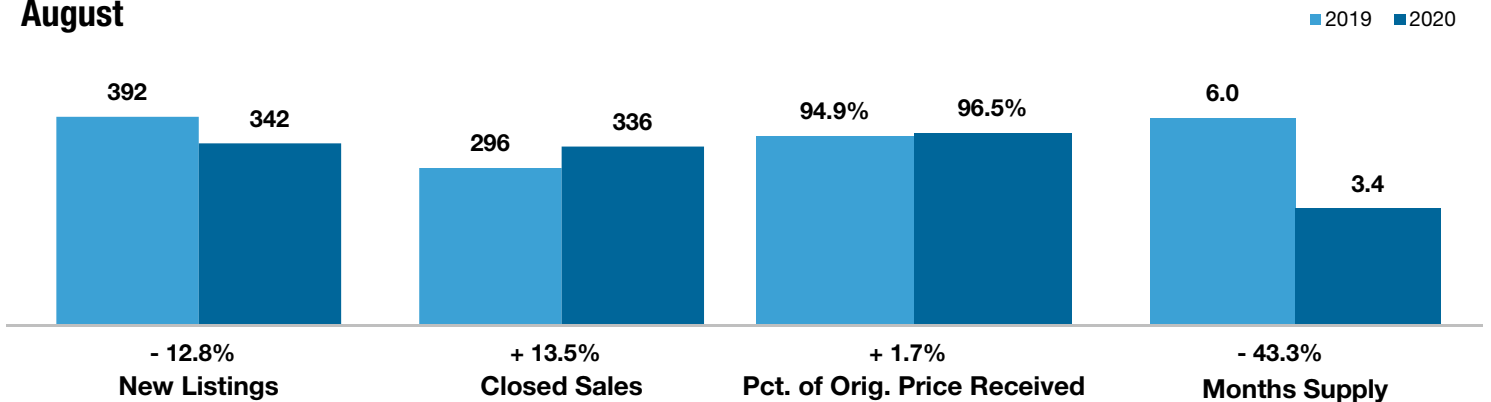


4 – West Central Region

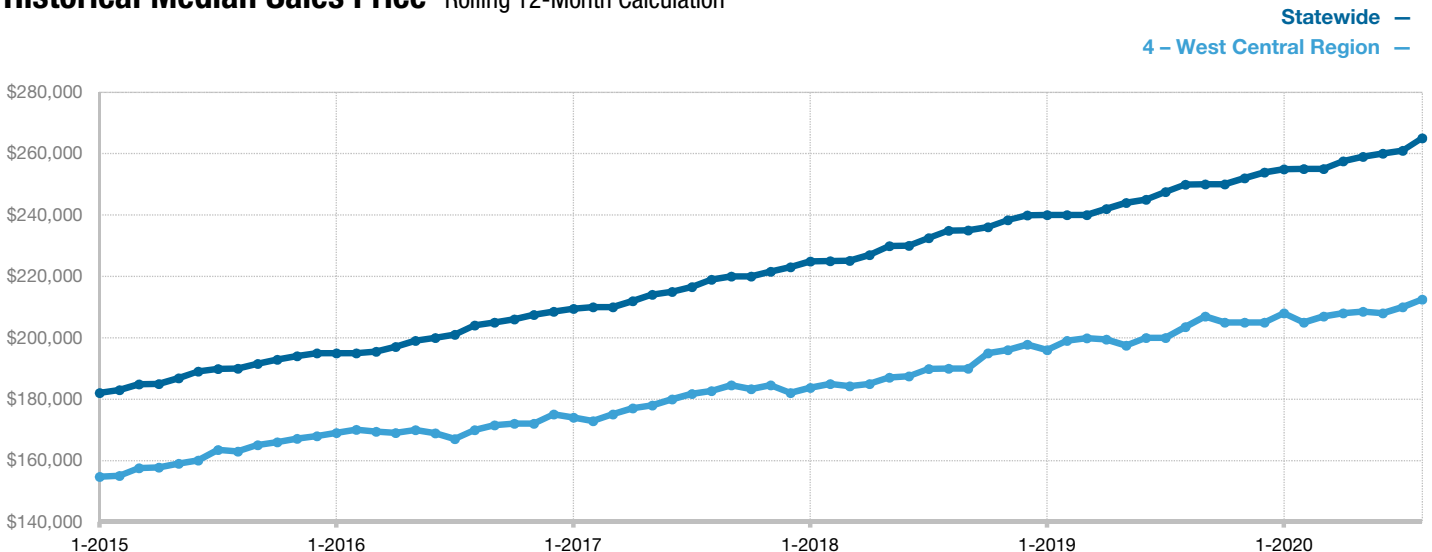
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	392	342	- 12.8%	2,739	2,512	- 8.3%
Pending Sales	291	343	+ 17.9%	1,806	2,051	+ 13.6%
Closed Sales	296	336	+ 13.5%	1,591	1,704	+ 7.1%
Median Sales Price*	\$218,500	\$234,000	+ 7.1%	\$205,000	\$215,014	+ 4.9%
Percent of Original List Price Received*	94.9%	96.5%	+ 1.7%	95.0%	95.7%	+ 0.7%
Days on Market Until Sale	60	61	+ 1.7%	70	68	- 2.9%
Months Supply of Inventory	6.0	3.4	- 43.3%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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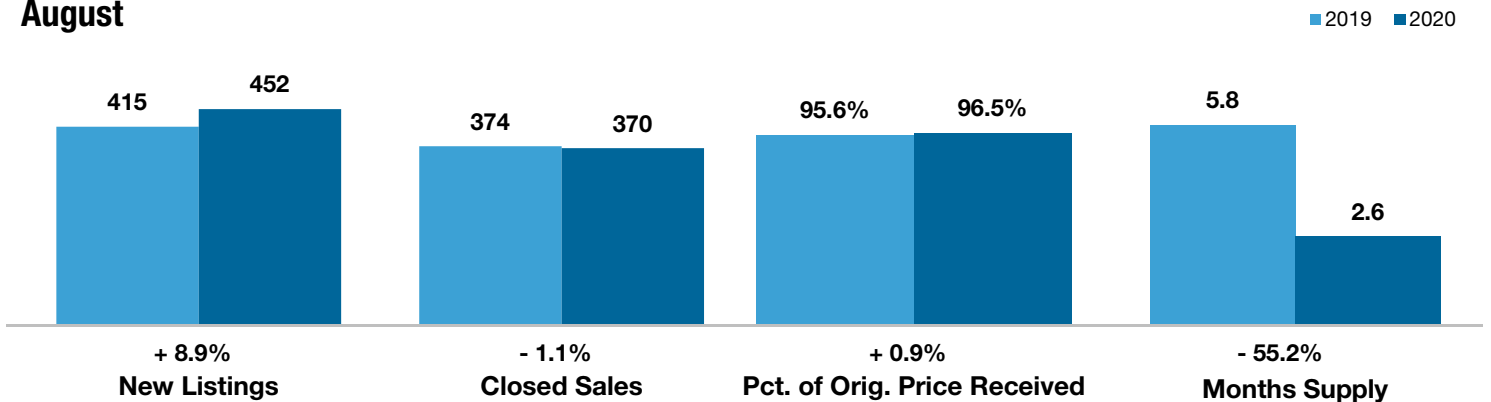


5 – North Central Region

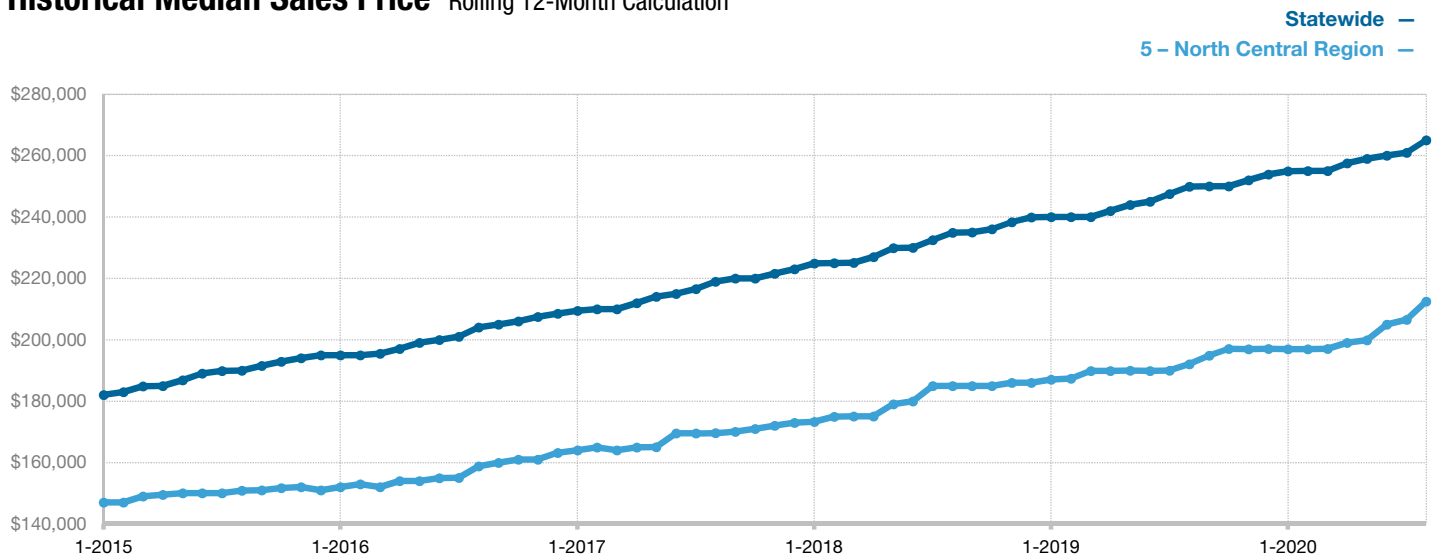
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	415	452	+ 8.9%	3,217	2,894	- 10.0%
Pending Sales	380	440	+ 15.8%	2,155	2,482	+ 15.2%
Closed Sales	374	370	- 1.1%	1,962	2,080	+ 6.0%
Median Sales Price*	\$200,000	\$240,000	+ 20.0%	\$196,450	\$219,900	+ 11.9%
Percent of Original List Price Received*	95.6%	96.5%	+ 0.9%	95.3%	95.5%	+ 0.2%
Days on Market Until Sale	58	62	+ 6.9%	70	75	+ 7.1%
Months Supply of Inventory	5.8	2.6	- 55.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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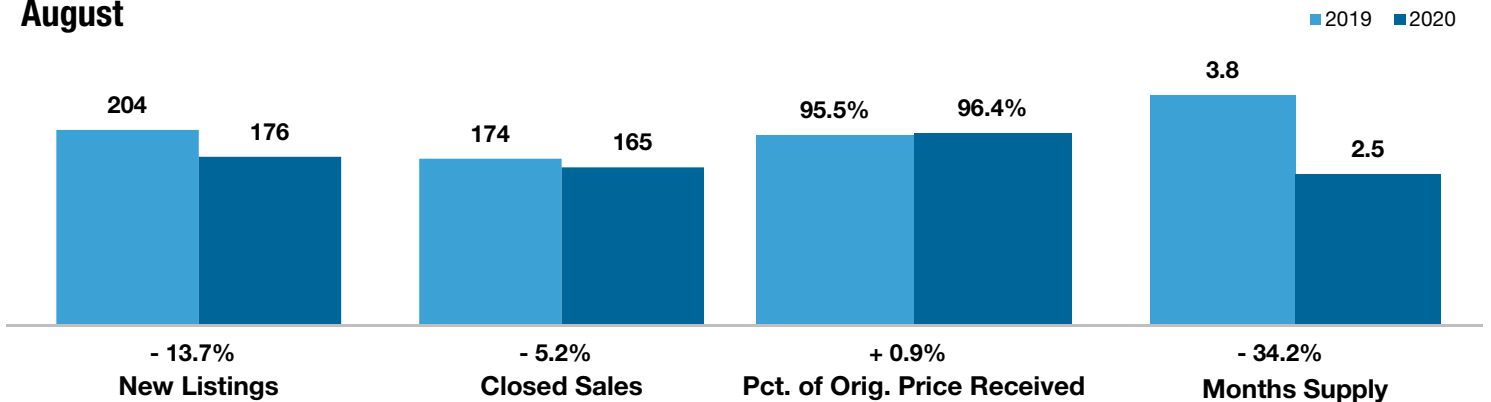


6E – Southwest Central Region

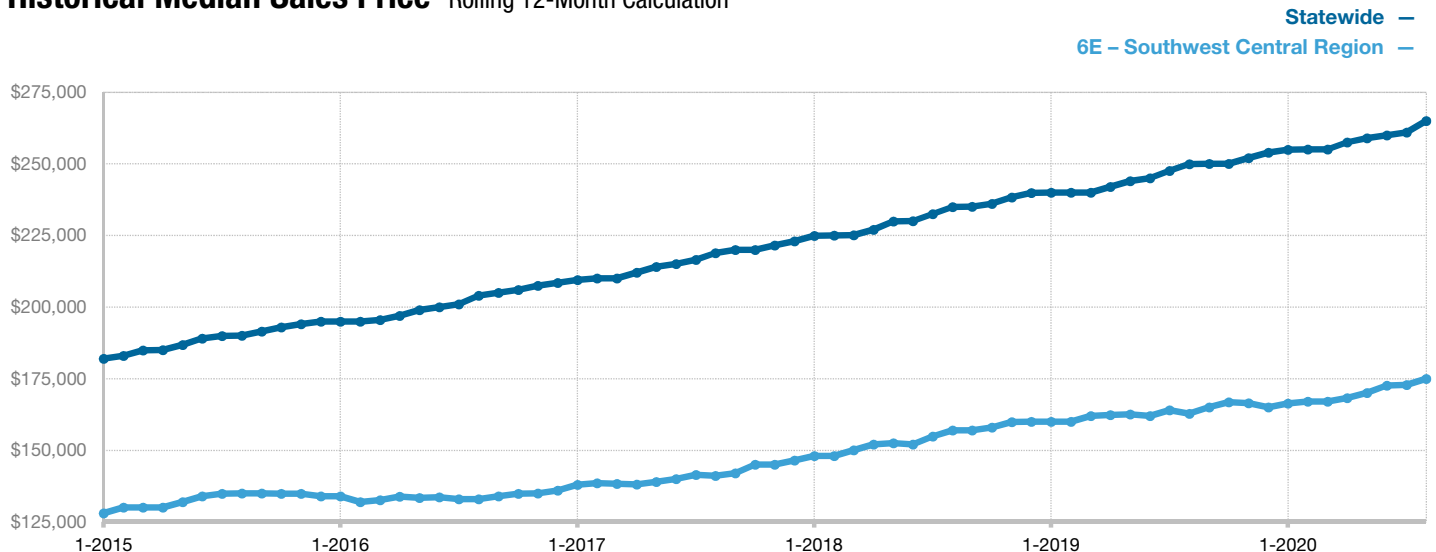
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	204	176	- 13.7%	1,422	1,247	- 12.3%
Pending Sales	166	165	- 0.6%	1,119	1,114	- 0.4%
Closed Sales	174	165	- 5.2%	1,047	982	- 6.2%
Median Sales Price*	\$164,950	\$178,200	+ 8.0%	\$164,000	\$178,100	+ 8.6%
Percent of Original List Price Received*	95.5%	96.4%	+ 0.9%	95.4%	96.3%	+ 0.9%
Days on Market Until Sale	57	55	- 3.5%	71	64	- 9.9%
Months Supply of Inventory	3.8	2.5	- 34.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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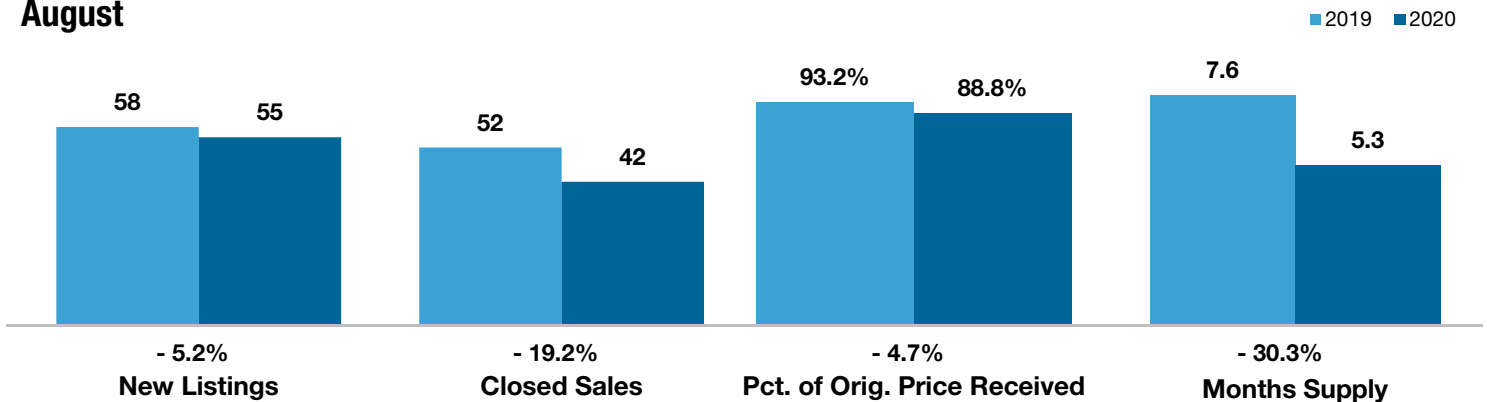


6W – Upper Minnesota Valley Region

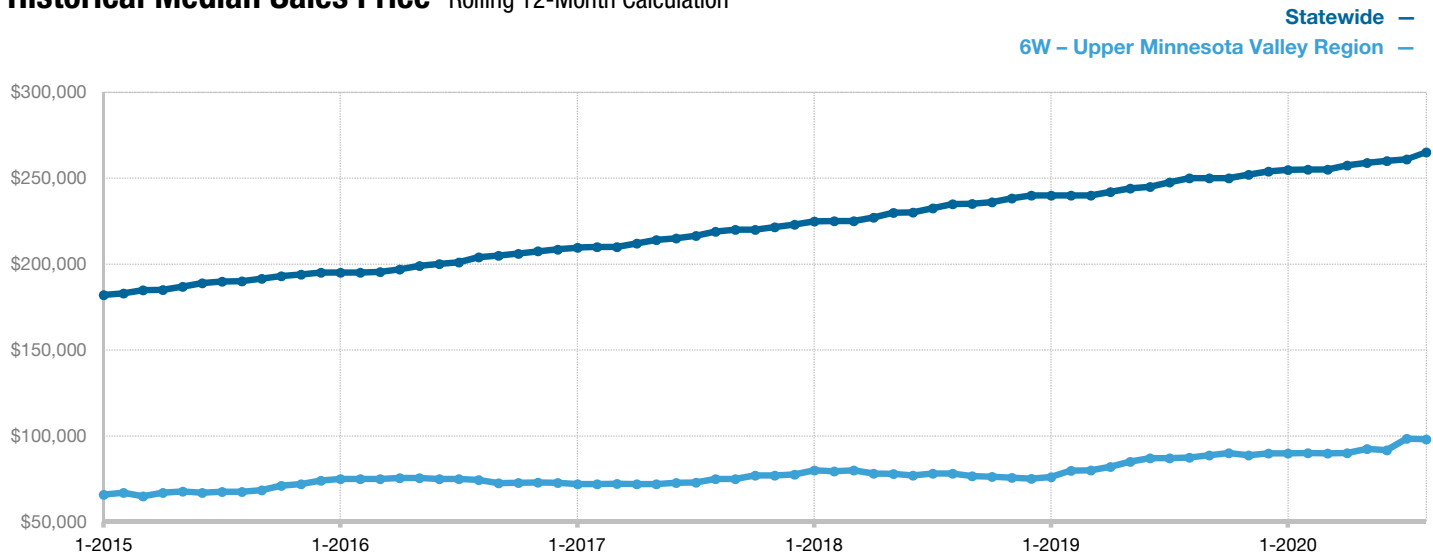
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	58	55	- 5.2%	400	349	- 12.8%
Pending Sales	42	44	+ 4.8%	257	261	+ 1.6%
Closed Sales	52	42	- 19.2%	248	238	- 4.0%
Median Sales Price*	\$106,750	\$104,375	- 2.2%	\$88,510	\$102,850	+ 16.2%
Percent of Original List Price Received*	93.2%	88.8%	- 4.7%	91.2%	89.4%	- 2.0%
Days on Market Until Sale	97	99	+ 2.1%	123	112	- 8.9%
Months Supply of Inventory	7.6	5.3	- 30.3%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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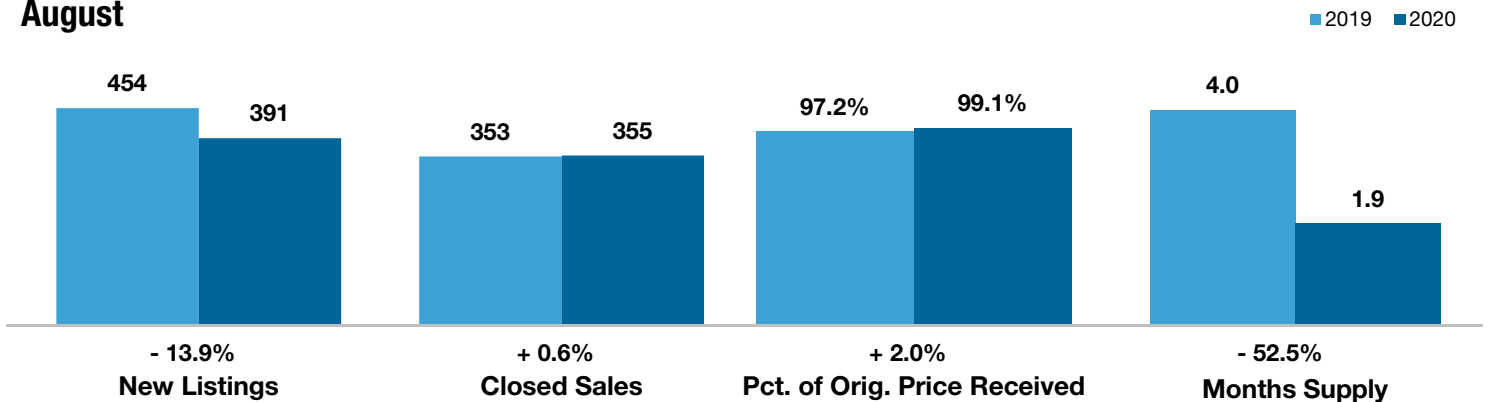


7E – East Central Region

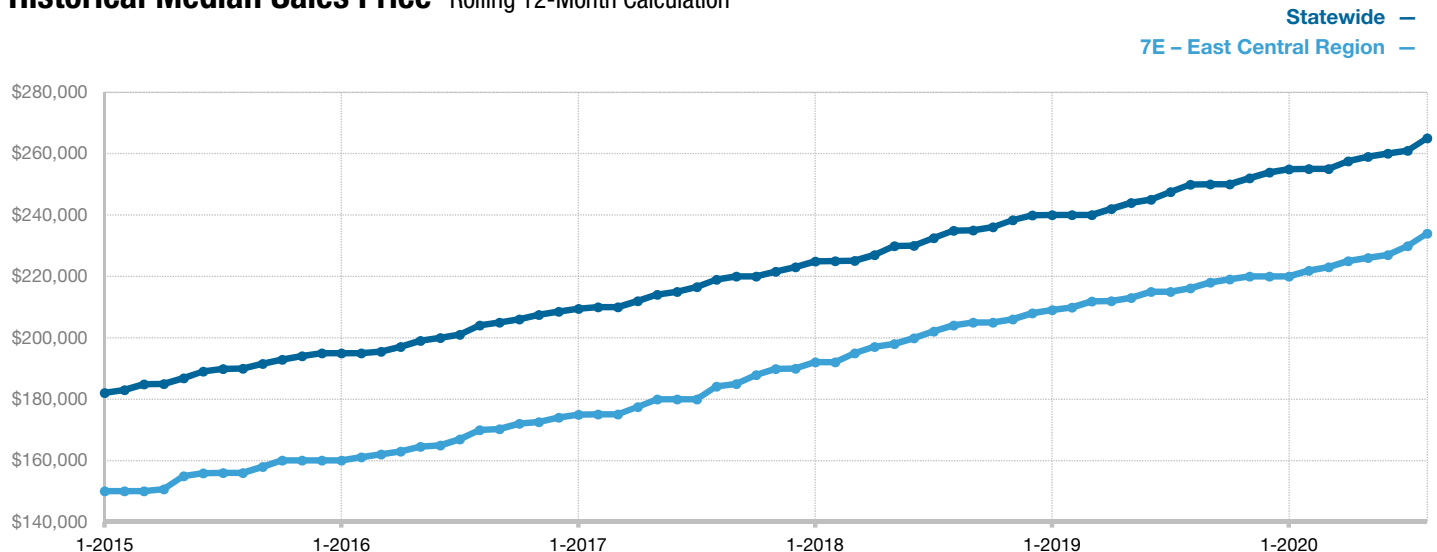
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	454	391	- 13.9%	2,900	2,695	- 7.1%
Pending Sales	344	406	+ 18.0%	2,041	2,290	+ 12.2%
Closed Sales	353	355	+ 0.6%	1,871	1,946	+ 4.0%
Median Sales Price*	\$221,900	\$250,000	+ 12.7%	\$220,000	\$239,600	+ 8.9%
Percent of Original List Price Received*	97.2%	99.1%	+ 2.0%	97.6%	98.2%	+ 0.6%
Days on Market Until Sale	46	36	- 21.7%	53	50	- 5.7%
Months Supply of Inventory	4.0	1.9	- 52.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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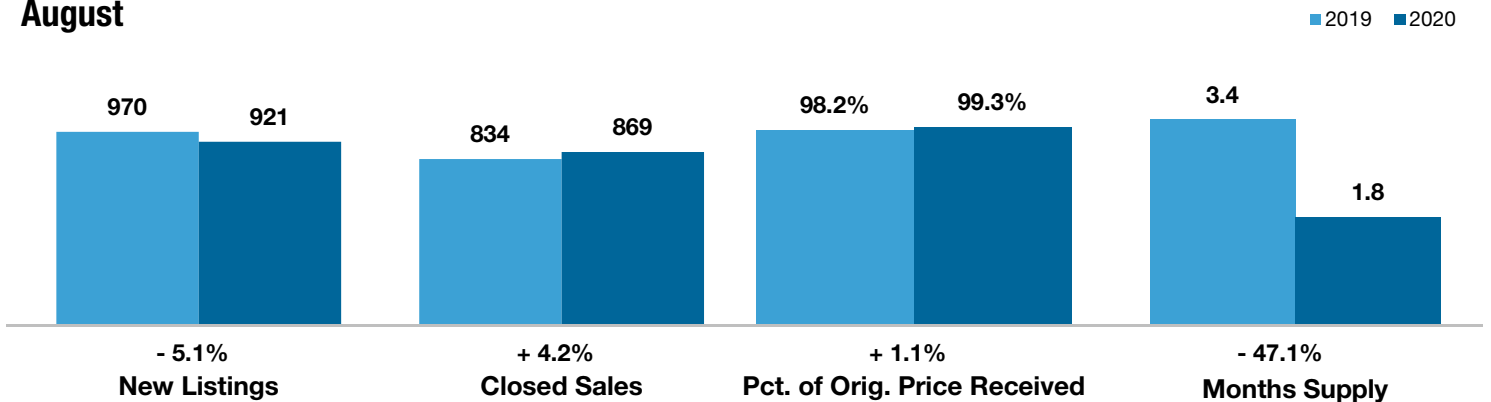


7W – Central Region

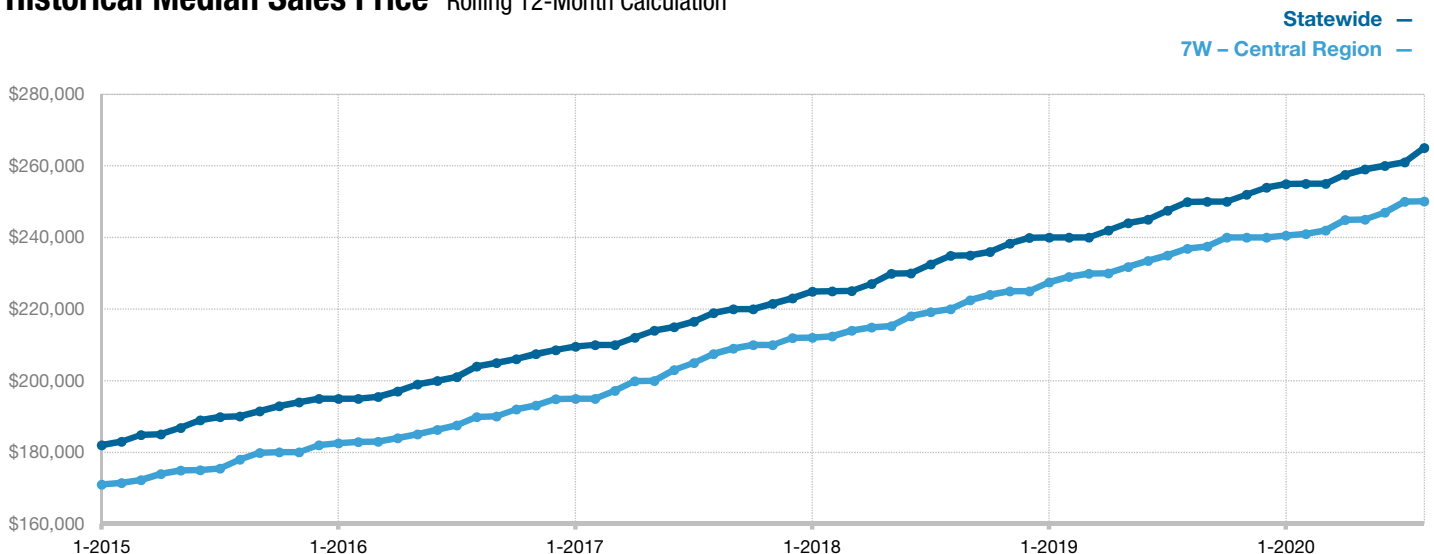
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	970	921	- 5.1%	7,180	6,969	- 2.9%
Pending Sales	716	834	+ 16.5%	5,219	5,752	+ 10.2%
Closed Sales	834	869	+ 4.2%	4,838	5,087	+ 5.1%
Median Sales Price*	\$249,950	\$263,750	+ 5.5%	\$240,000	\$258,000	+ 7.5%
Percent of Original List Price Received*	98.2%	99.3%	+ 1.1%	98.1%	98.6%	+ 0.5%
Days on Market Until Sale	44	37	- 15.9%	48	46	- 4.2%
Months Supply of Inventory	3.4	1.8	- 47.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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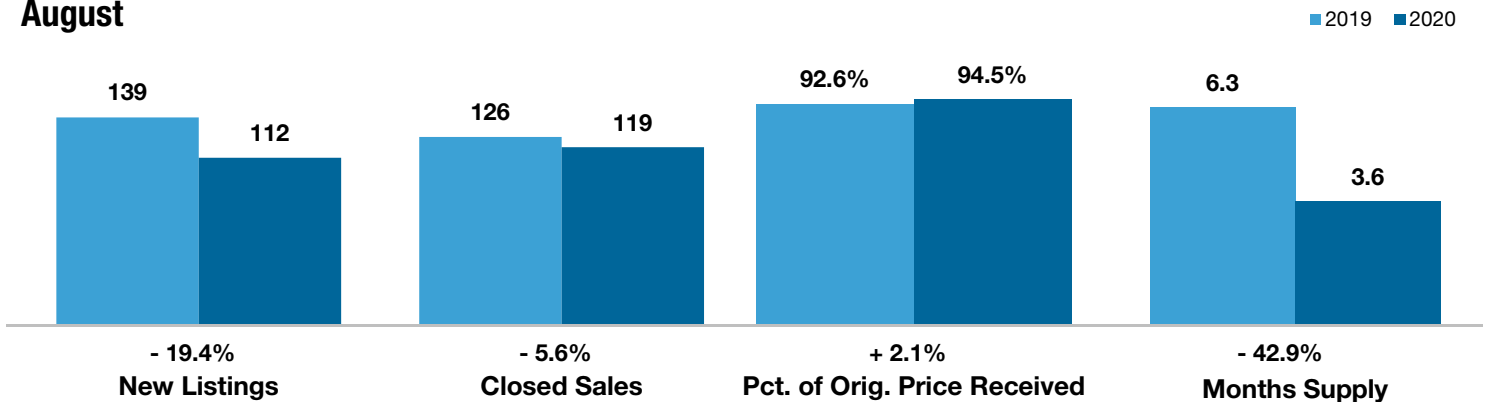


8 – Southwest Region

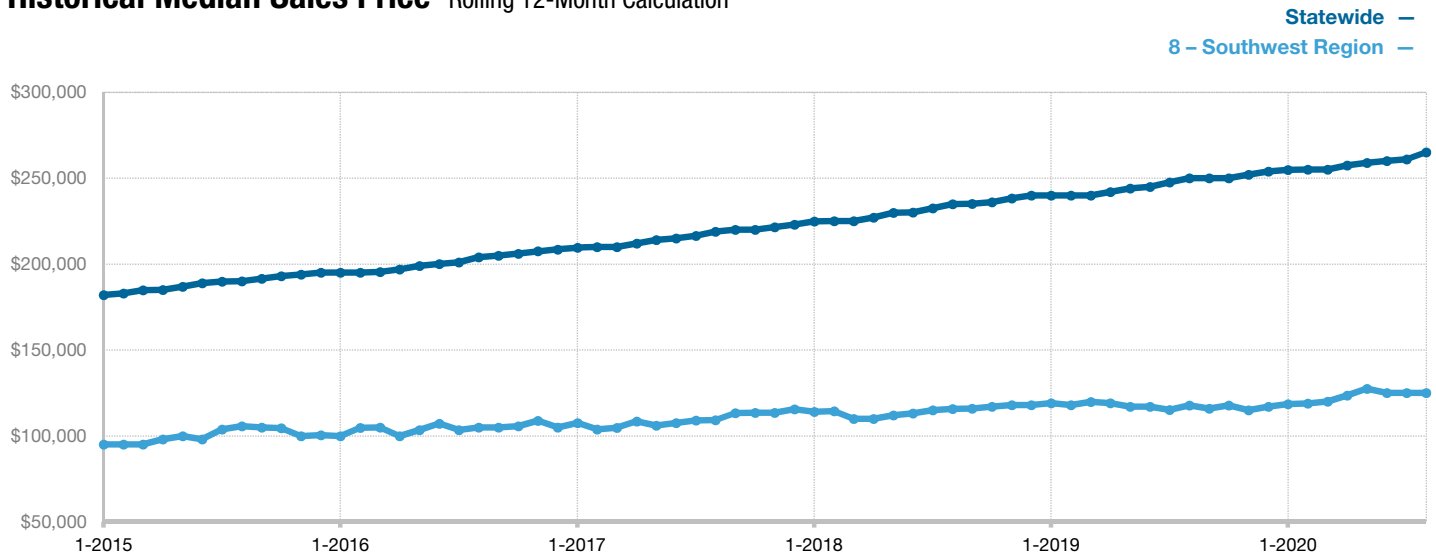
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	139	112	- 19.4%	946	918	- 3.0%
Pending Sales	98	111	+ 13.3%	668	790	+ 18.3%
Closed Sales	126	119	- 5.6%	606	687	+ 13.4%
Median Sales Price*	\$132,000	\$149,000	+ 12.9%	\$115,540	\$127,500	+ 10.4%
Percent of Original List Price Received*	92.6%	94.5%	+ 2.1%	92.0%	92.0%	0.0%
Days on Market Until Sale	81	59	- 27.2%	96	87	- 9.4%
Months Supply of Inventory	6.3	3.6	- 42.9%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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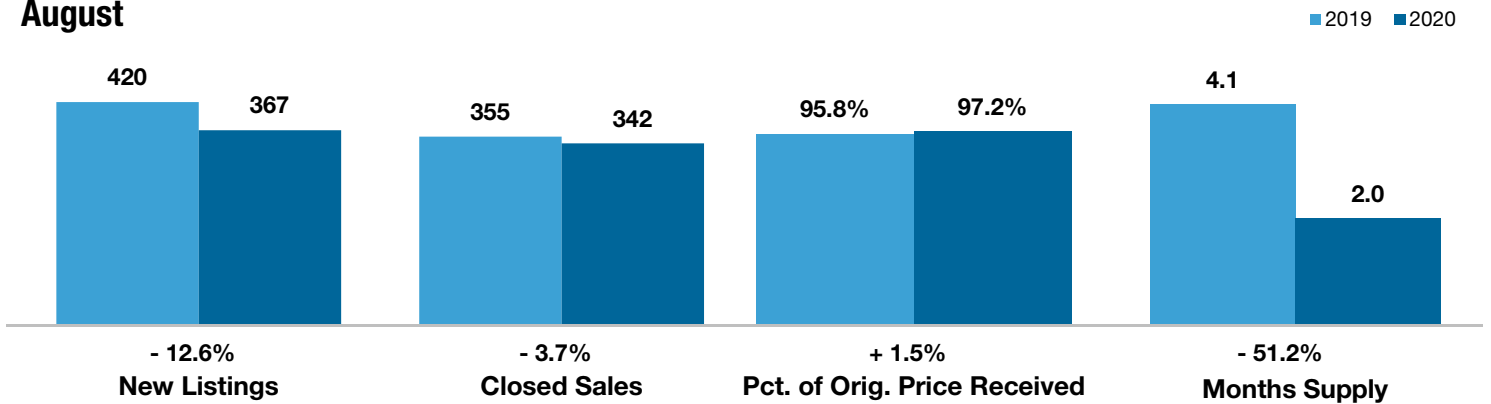


9 – South Central Region

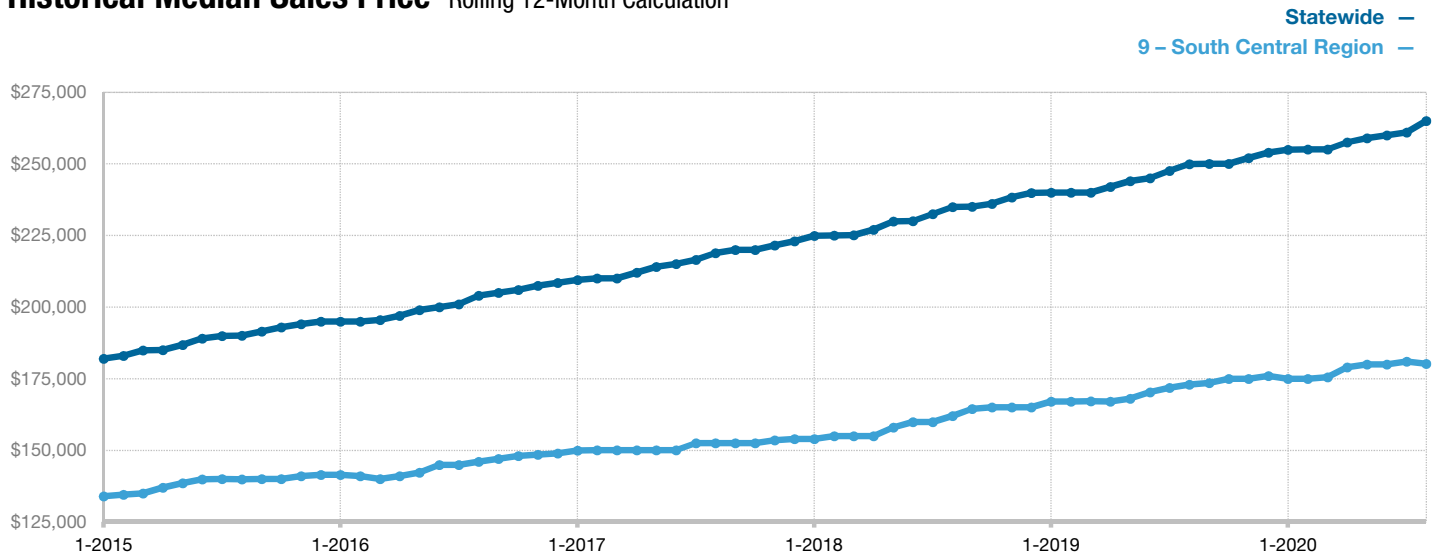
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	420	367	- 12.6%	2,784	2,455	- 11.8%
Pending Sales	310	316	+ 1.9%	2,144	2,349	+ 9.6%
Closed Sales	355	342	- 3.7%	1,939	2,102	+ 8.4%
Median Sales Price*	\$189,000	\$186,750	- 1.2%	\$178,000	\$184,950	+ 3.9%
Percent of Original List Price Received*	95.8%	97.2%	+ 1.5%	95.3%	96.1%	+ 0.8%
Days on Market Until Sale	73	86	+ 17.8%	96	97	+ 1.0%
Months Supply of Inventory	4.1	2.0	- 51.2%	--	--	--

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August



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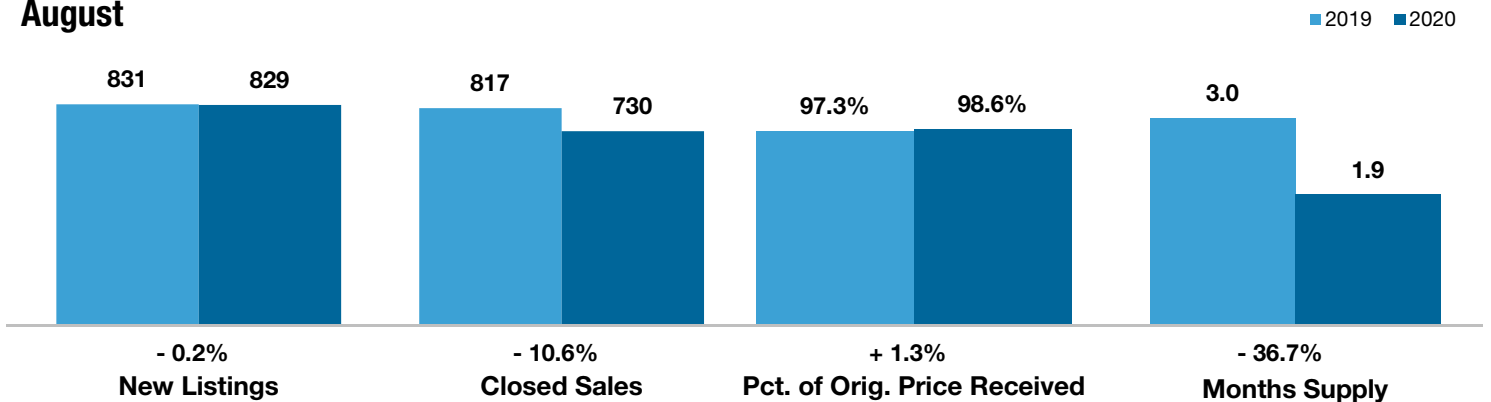


10 – Southeast Region

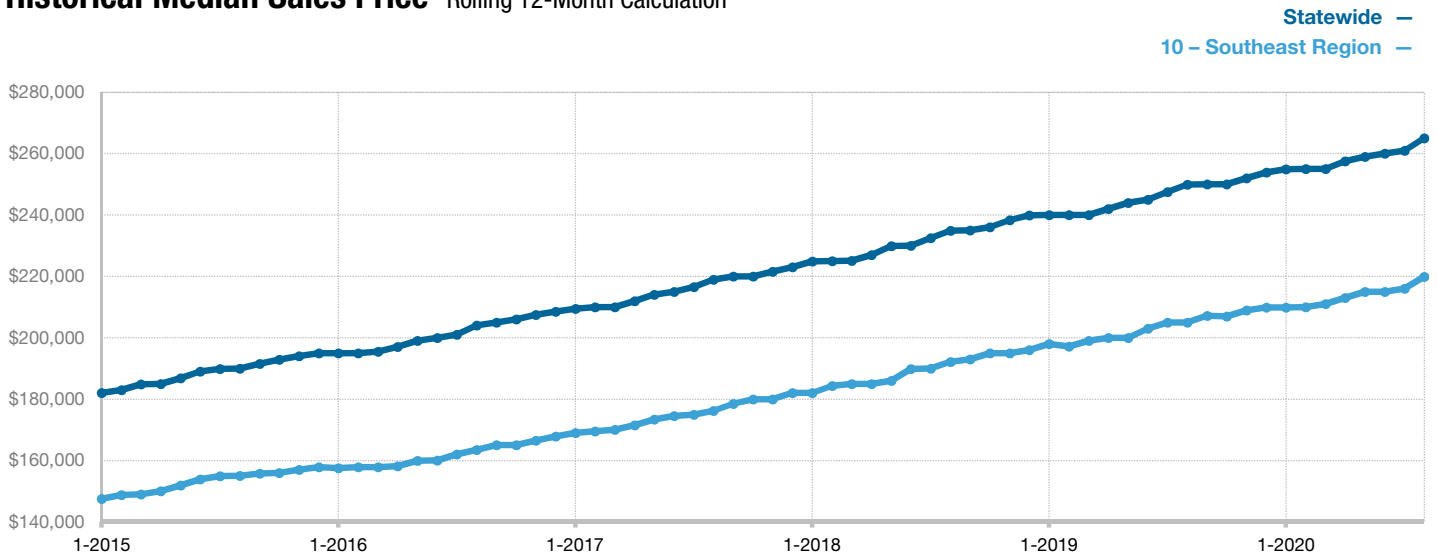
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	831	829	- 0.2%	5,990	5,736	- 4.2%
Pending Sales	730	760	+ 4.1%	4,935	5,164	+ 4.6%
Closed Sales	817	730	- 10.6%	4,628	4,644	+ 0.3%
Median Sales Price*	\$219,900	\$239,900	+ 9.1%	\$211,150	\$225,000	+ 6.6%
Percent of Original List Price Received*	97.3%	98.6%	+ 1.3%	97.3%	97.6%	+ 0.3%
Days on Market Until Sale	47	46	- 2.1%	56	56	0.0%
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--

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August



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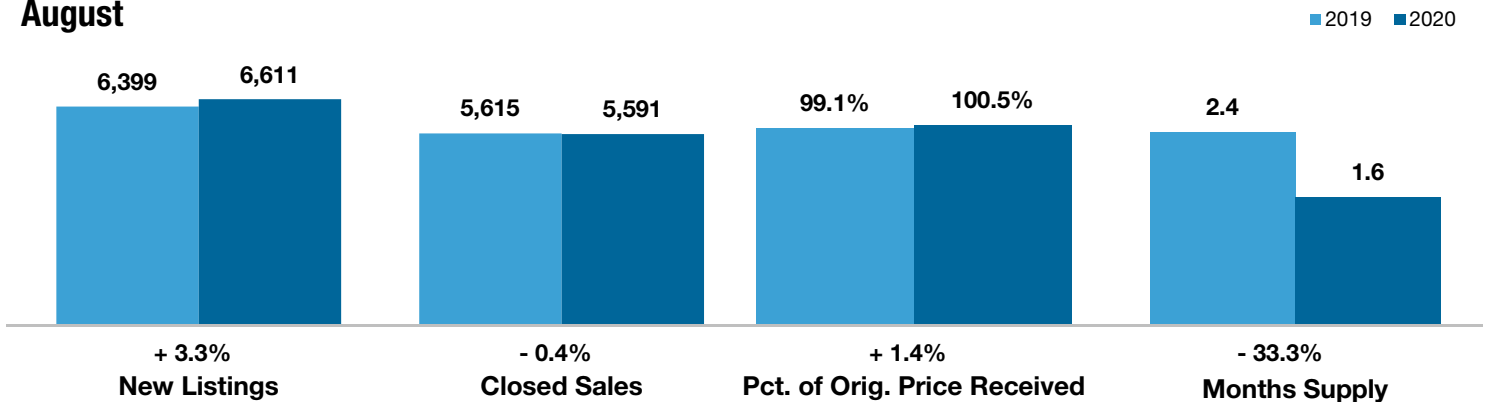


11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	6,399	6,611	+ 3.3%	47,173	45,103	- 4.4%
Pending Sales	5,022	6,034	+ 20.2%	35,923	36,894	+ 2.7%
Closed Sales	5,615	5,591	- 0.4%	33,850	33,081	- 2.3%
Median Sales Price*	\$295,000	\$323,664	+ 9.7%	\$289,000	\$310,000	+ 7.3%
Percent of Original List Price Received*	99.1%	100.5%	+ 1.4%	99.3%	99.6%	+ 0.3%
Days on Market Until Sale	32	31	- 3.1%	36	36	0.0%
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

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August



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