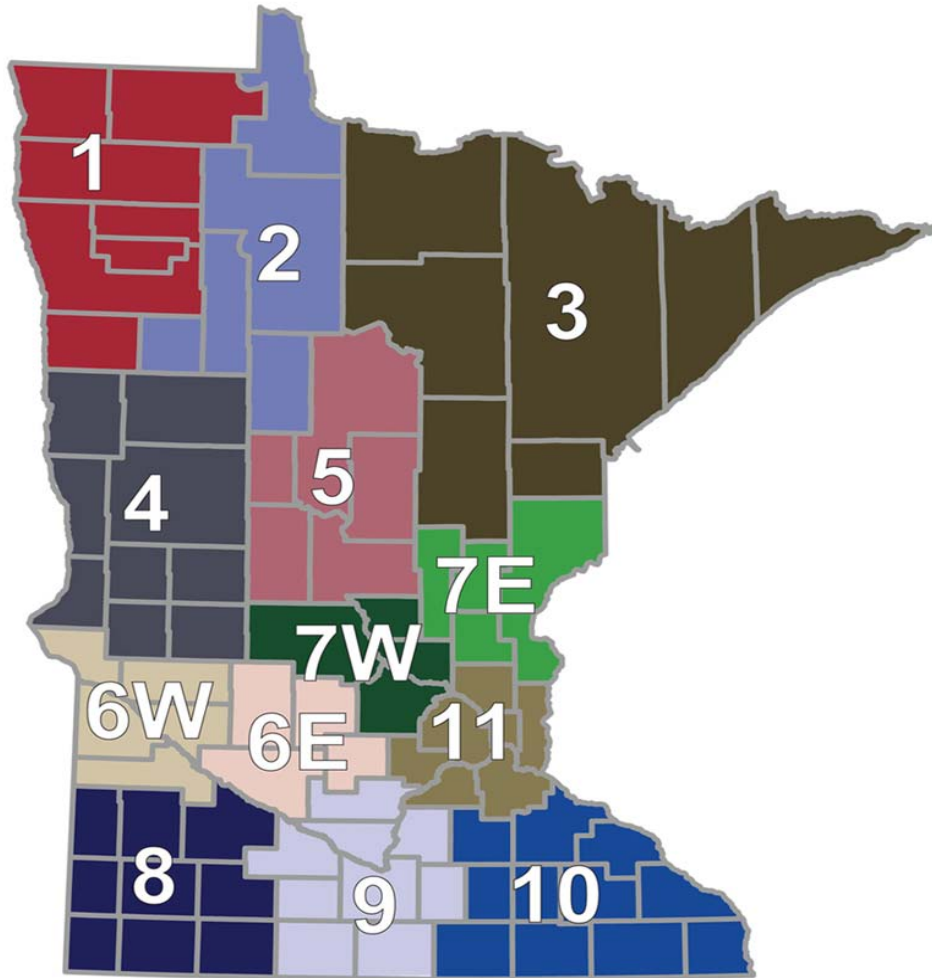


Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

Local Market Update for November 2019

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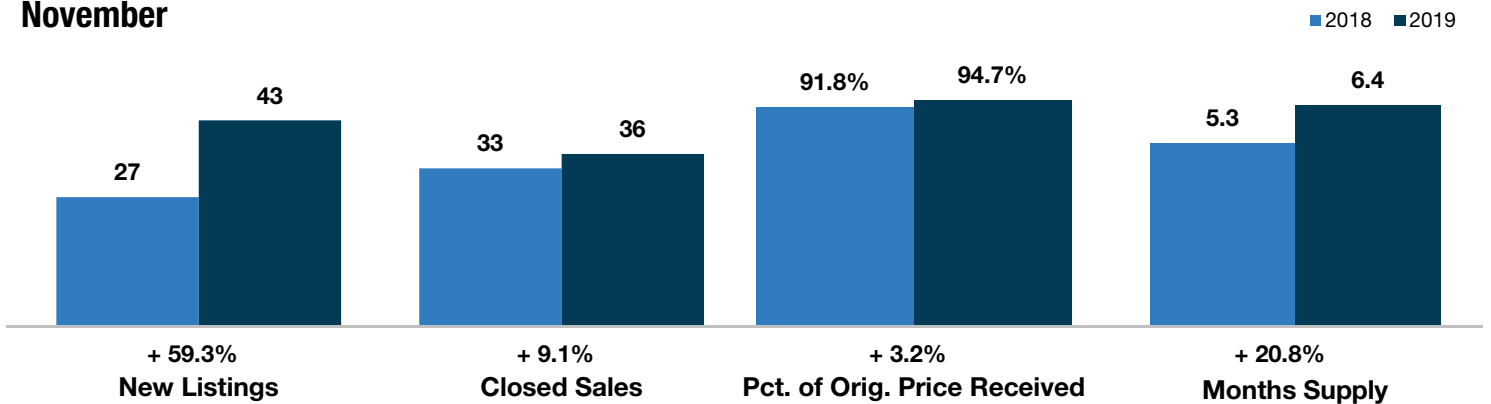


1 – Northwest Region

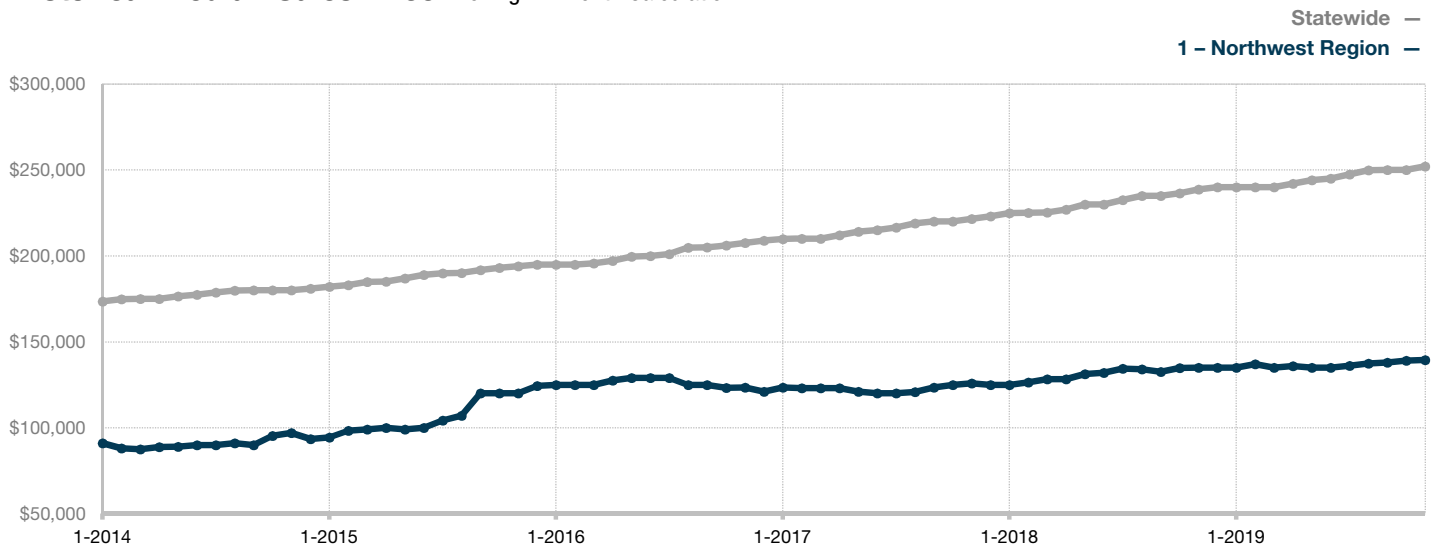
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	27	43	+ 59.3%	562	601	+ 6.9%
Closed Sales	33	36	+ 9.1%	384	394	+ 2.6%
Median Sales Price*	\$134,000	\$139,000	+ 3.7%	\$135,000	\$139,900	+ 3.6%
Percent of Original List Price Received*	91.8%	94.7%	+ 3.2%	92.2%	92.9%	+ 0.8%
Days on Market Until Sale	156	128	- 17.9%	154	140	- 9.1%
Months Supply of Inventory	5.3	6.4	+ 20.8%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2019

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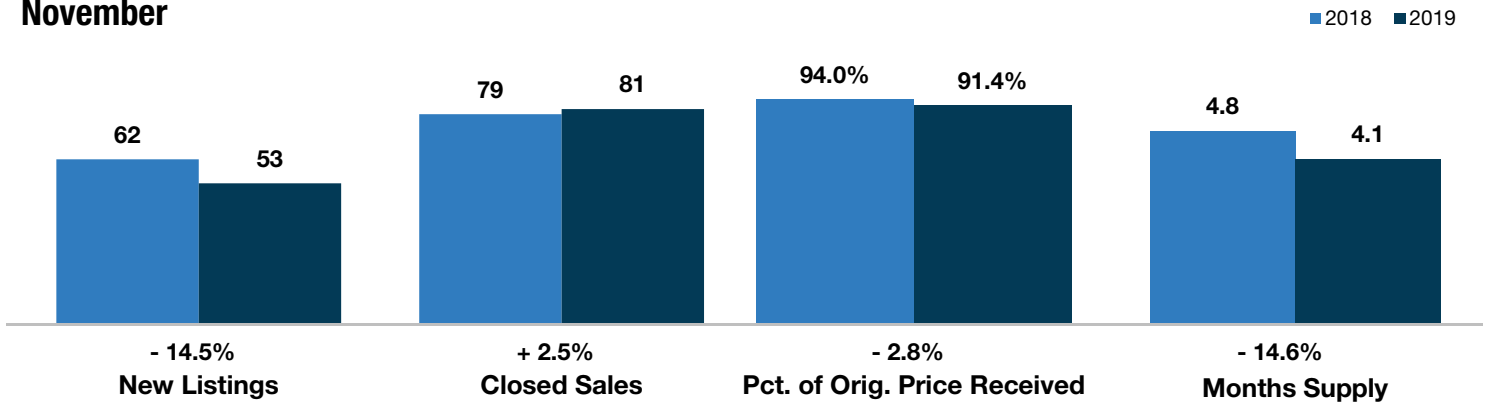


2 – Headwaters Region

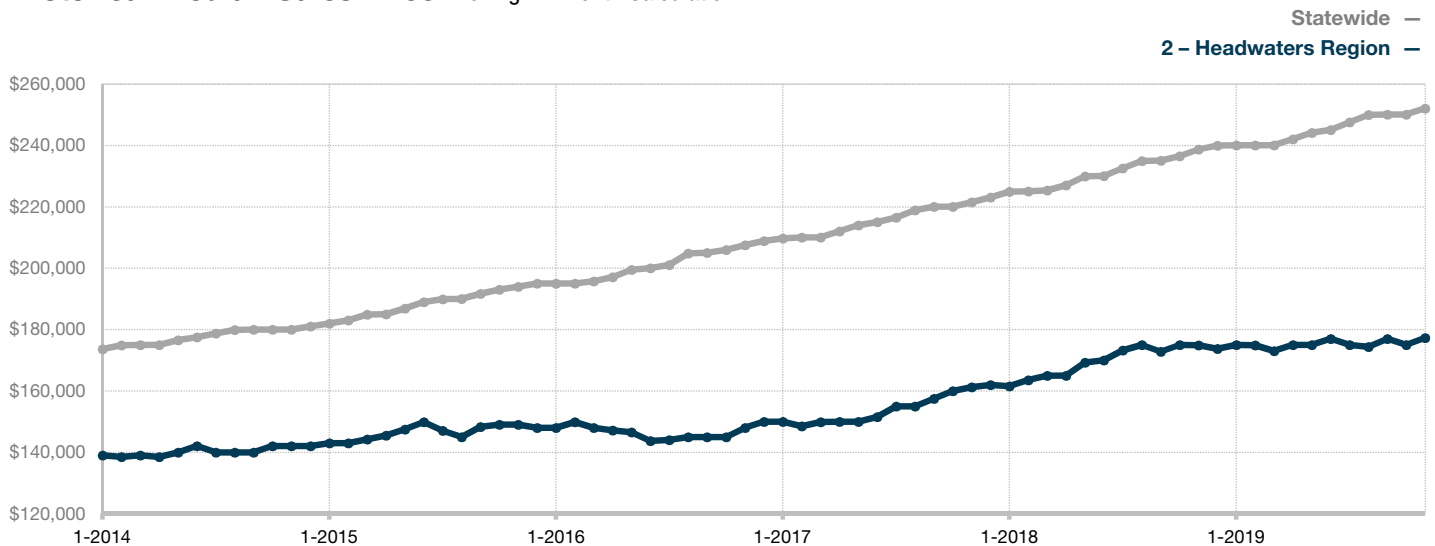
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	62	53	- 14.5%	1,415	1,516	+ 7.1%
Closed Sales	79	81	+ 2.5%	985	1,001	+ 1.6%
Median Sales Price*	\$176,080	\$189,900	+ 7.8%	\$175,000	\$180,000	+ 2.9%
Percent of Original List Price Received*	94.0%	91.4%	- 2.8%	94.2%	94.5%	+ 0.3%
Days on Market Until Sale	100	118	+ 18.0%	106	97	- 8.5%
Months Supply of Inventory	4.8	4.1	- 14.6%	--	--	--

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November



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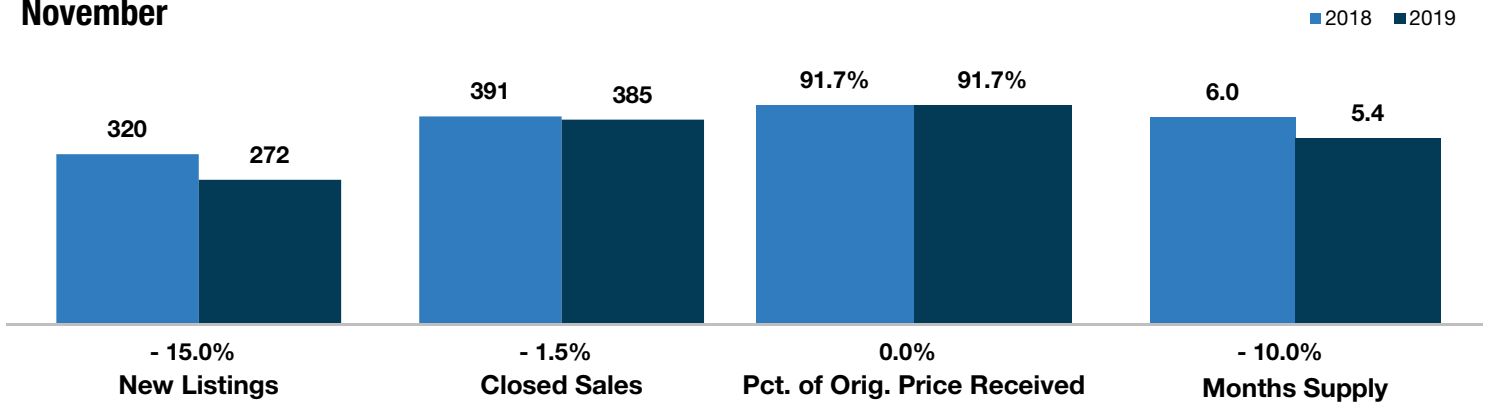


3 – Arrowhead Region

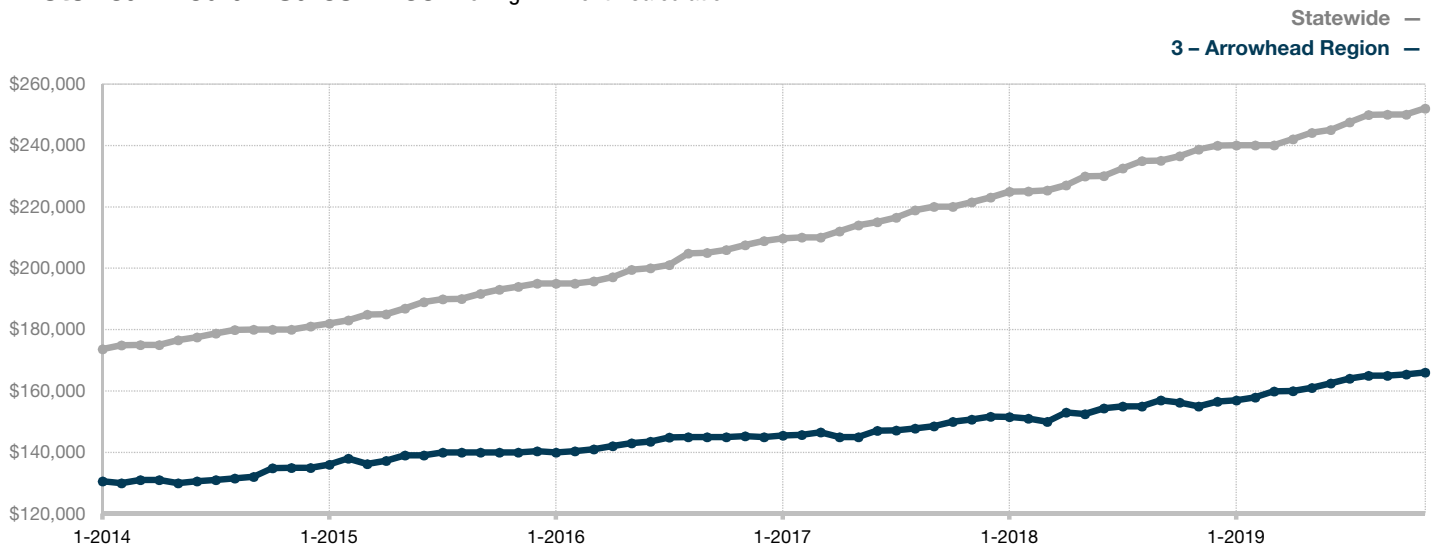
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	320	272	- 15.0%	7,297	6,886	- 5.6%
Closed Sales	391	385	- 1.5%	4,693	4,595	- 2.1%
Median Sales Price*	\$150,000	\$155,500	+ 3.7%	\$157,000	\$167,000	+ 6.4%
Percent of Original List Price Received*	91.7%	91.7%	0.0%	93.5%	94.1%	+ 0.6%
Days on Market Until Sale	92	82	- 10.9%	93	81	- 12.9%
Months Supply of Inventory	6.0	5.4	- 10.0%	--	--	--

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November



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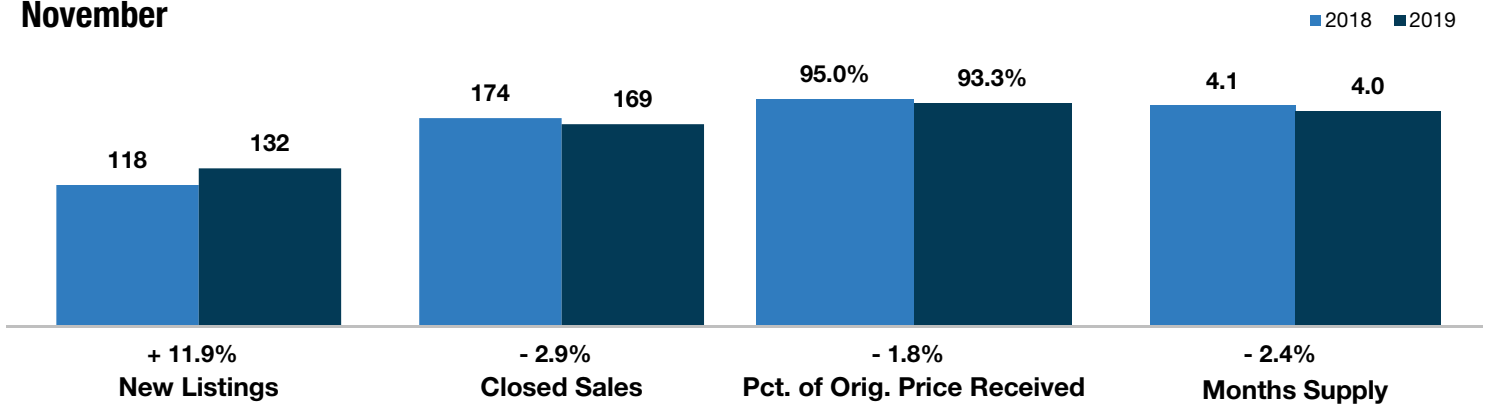


4 – West Central Region

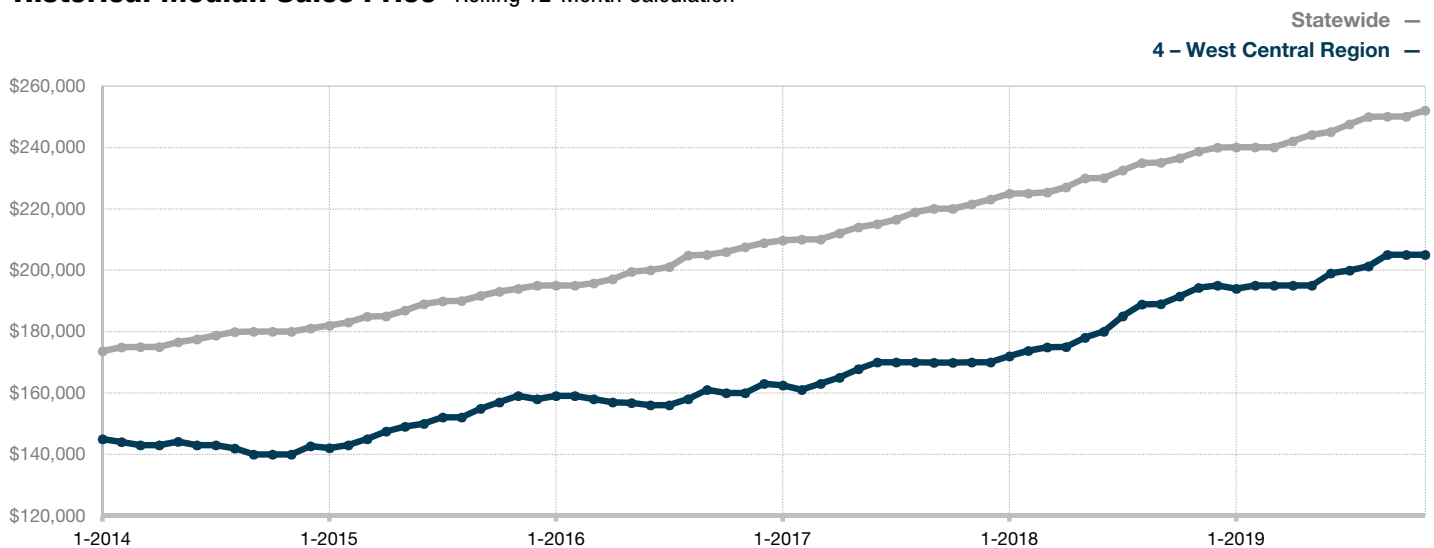
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	118	132	+ 11.9%	2,488	3,346	+ 34.5%
Closed Sales	174	169	- 2.9%	1,837	2,272	+ 23.7%
Median Sales Price*	\$192,500	\$190,000	- 1.3%	\$195,000	\$207,250	+ 6.3%
Percent of Original List Price Received*	95.0%	93.3%	- 1.8%	94.6%	94.5%	- 0.1%
Days on Market Until Sale	80	76	- 5.0%	83	70	- 15.7%
Months Supply of Inventory	4.1	4.0	- 2.4%	--	--	--

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November



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Local Market Update for November 2019

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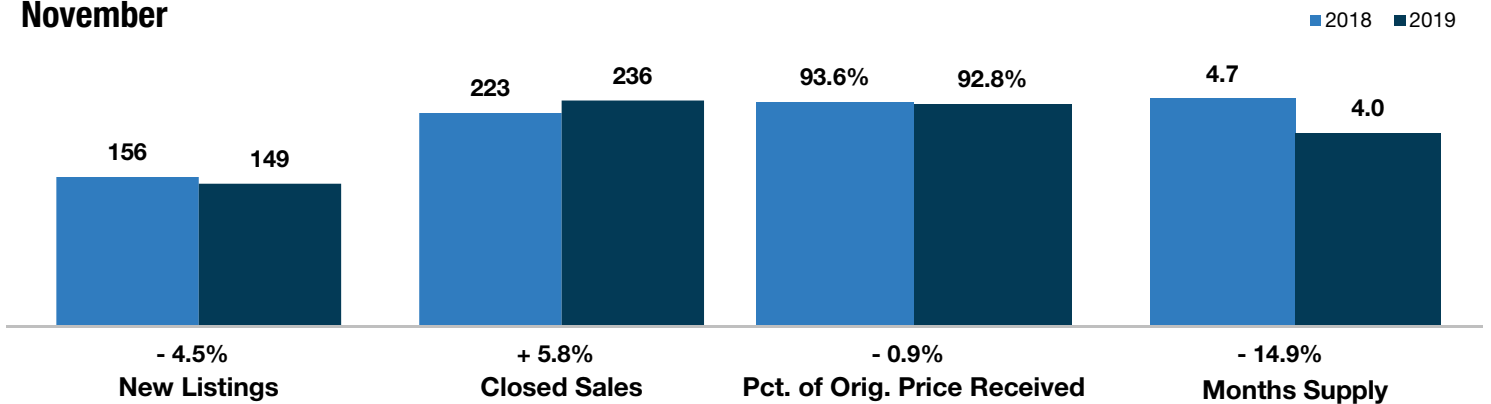


5 – North Central Region

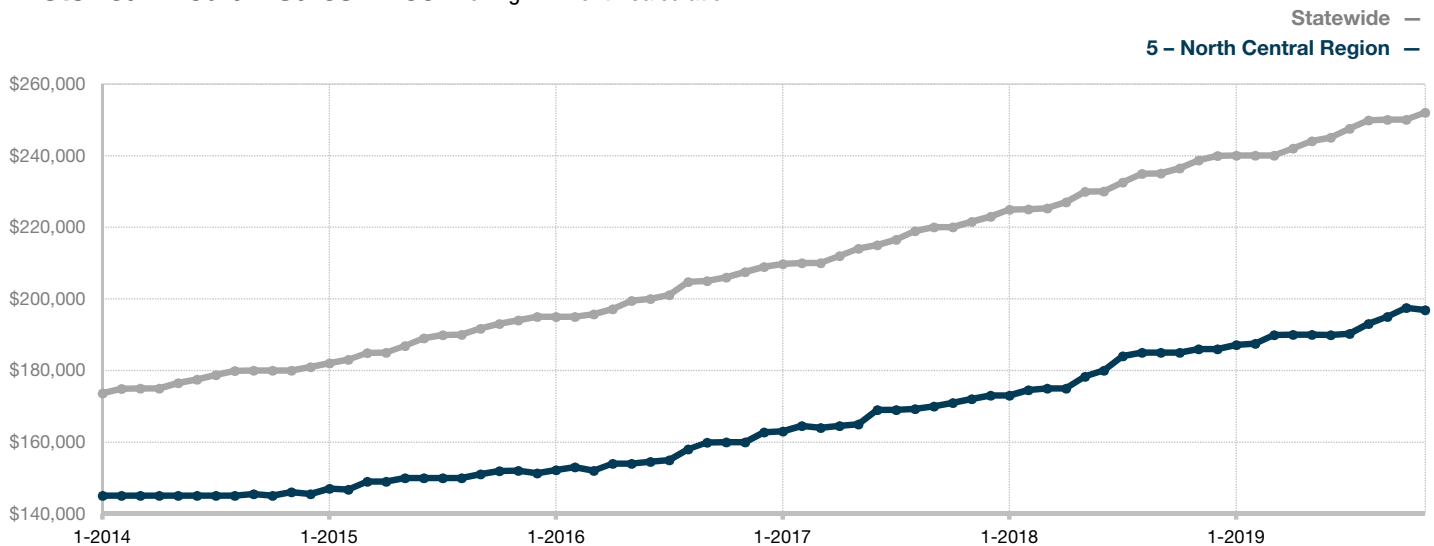
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	156	149	- 4.5%	4,035	3,983	- 1.3%
Closed Sales	223	236	+ 5.8%	2,842	2,819	- 0.8%
Median Sales Price*	\$190,000	\$180,000	- 5.3%	\$187,000	\$199,000	+ 6.4%
Percent of Original List Price Received*	93.6%	92.8%	- 0.9%	94.5%	94.8%	+ 0.3%
Days on Market Until Sale	63	75	+ 19.0%	81	70	- 13.6%
Months Supply of Inventory	4.7	4.0	- 14.9%	--	--	--

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November



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Local Market Update for November 2019

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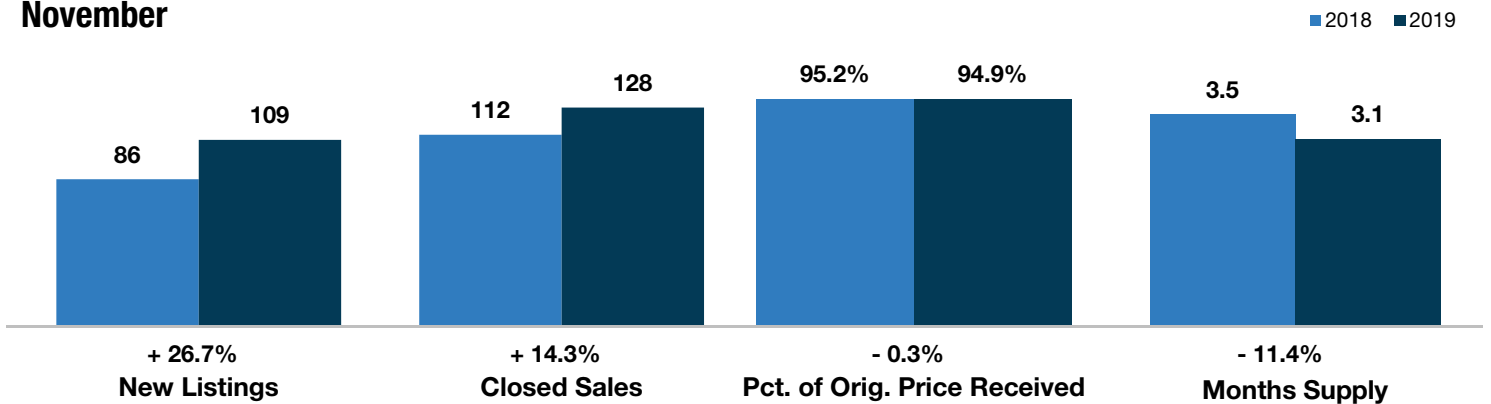


6E – Southwest Central Region

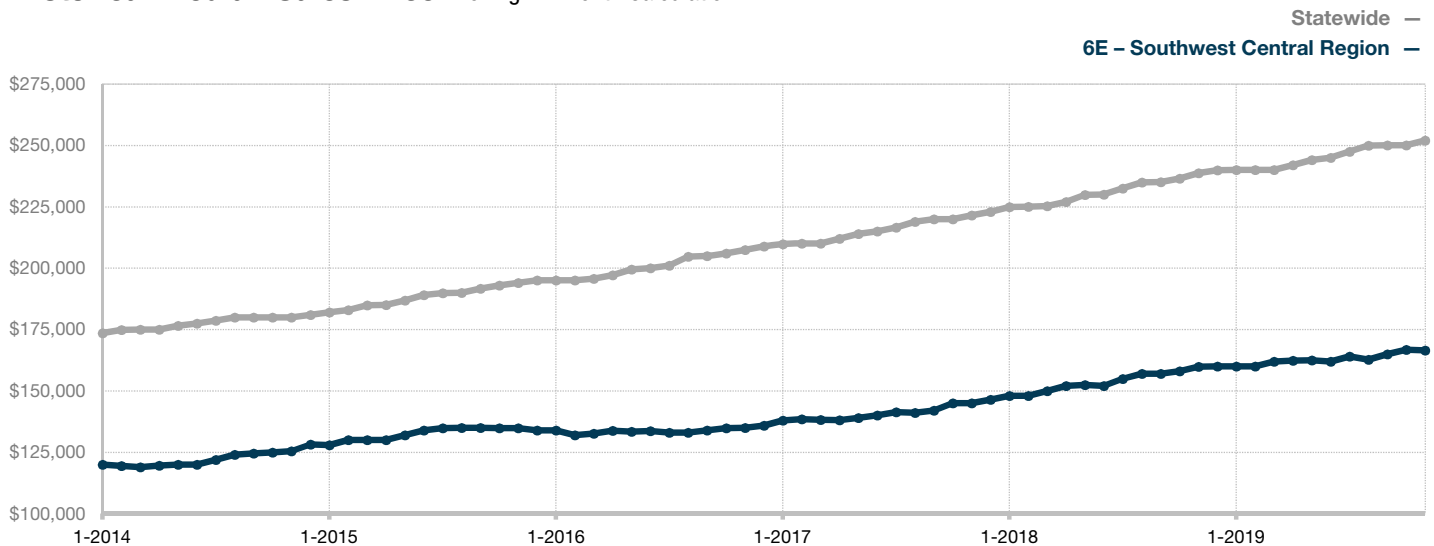
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	86	109	+ 26.7%	1,978	1,863	- 5.8%
Closed Sales	112	128	+ 14.3%	1,542	1,466	- 4.9%
Median Sales Price*	\$180,000	\$169,950	- 5.6%	\$160,000	\$166,500	+ 4.1%
Percent of Original List Price Received*	95.2%	94.9%	- 0.3%	95.6%	95.5%	- 0.1%
Days on Market Until Sale	59	58	- 1.7%	73	66	- 9.6%
Months Supply of Inventory	3.5	3.1	- 11.4%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2019

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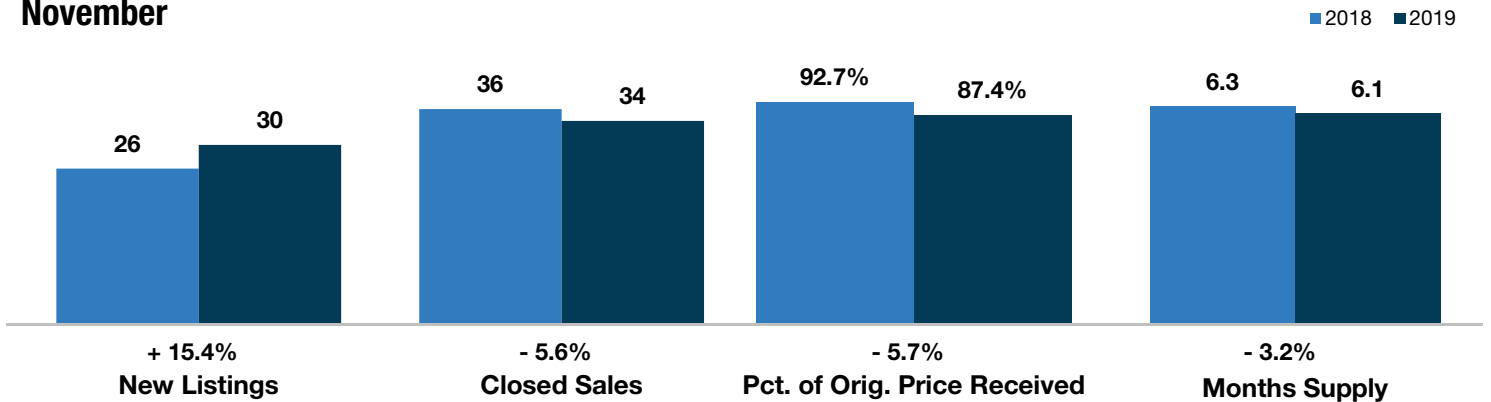


6W – Upper Minnesota Valley Region

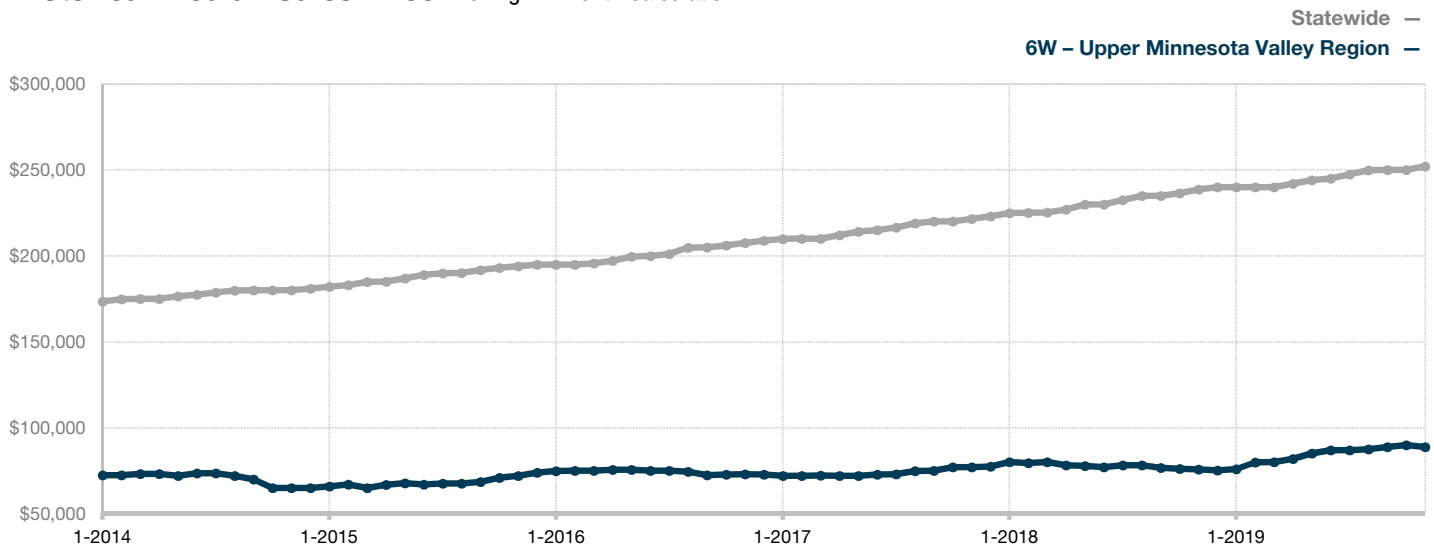
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	26	30	+ 15.4%	508	529	+ 4.1%
Closed Sales	36	34	- 5.6%	369	362	- 1.9%
Median Sales Price*	\$110,000	\$82,500	- 25.0%	\$75,500	\$89,900	+ 19.1%
Percent of Original List Price Received*	92.7%	87.4%	- 5.7%	89.5%	90.5%	+ 1.1%
Days on Market Until Sale	149	106	- 28.9%	125	116	- 7.2%
Months Supply of Inventory	6.3	6.1	- 3.2%	--	--	--

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November



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Local Market Update for November 2019

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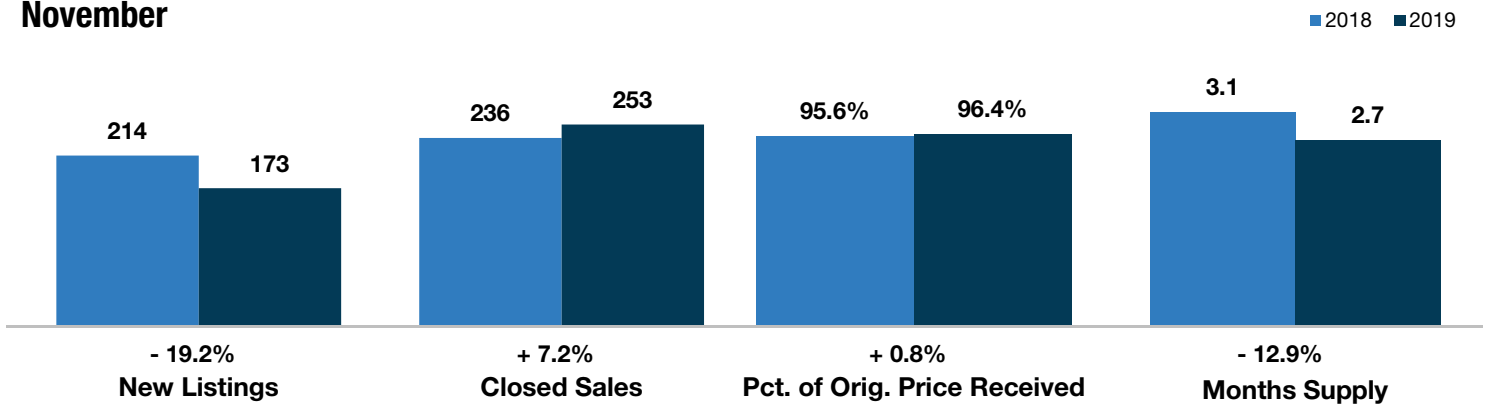


7E – East Central Region

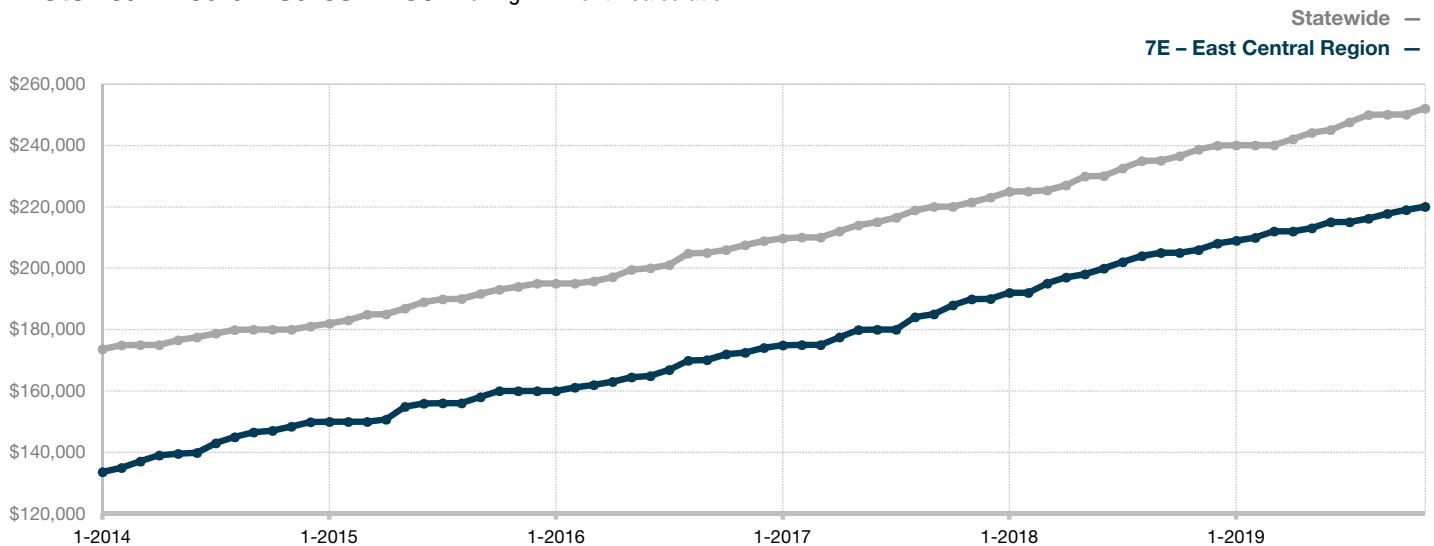
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	214	173	- 19.2%	3,897	3,693	- 5.2%
Closed Sales	236	253	+ 7.2%	2,810	2,707	- 3.7%
Median Sales Price*	\$195,000	\$227,000	+ 16.4%	\$209,900	\$220,000	+ 4.8%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	97.0%	97.3%	+ 0.3%
Days on Market Until Sale	55	53	- 3.6%	53	52	- 1.9%
Months Supply of Inventory	3.1	2.7	- 12.9%	--	--	--

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November



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Local Market Update for November 2019

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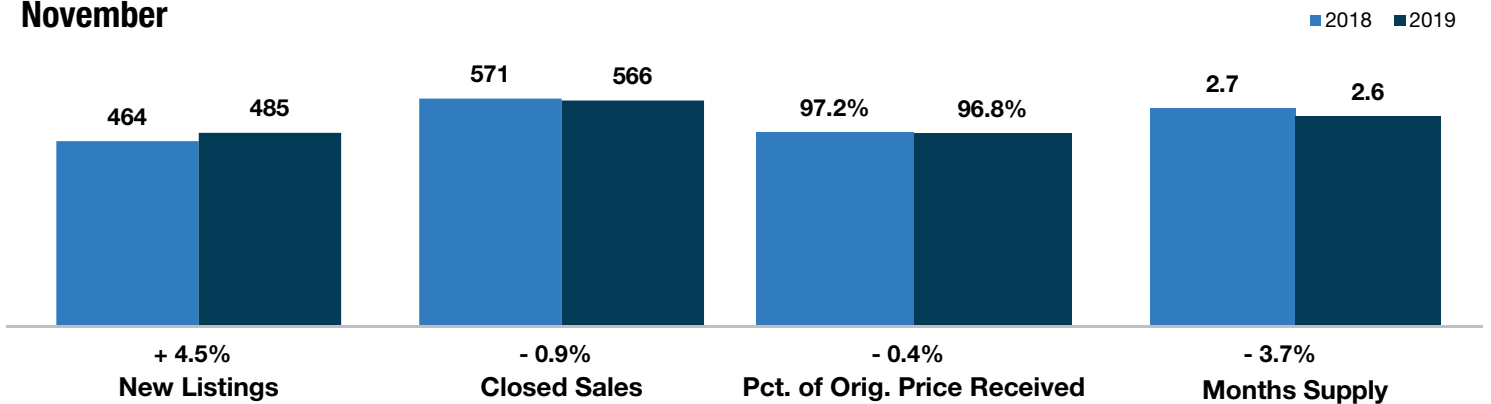


7W – Central Region

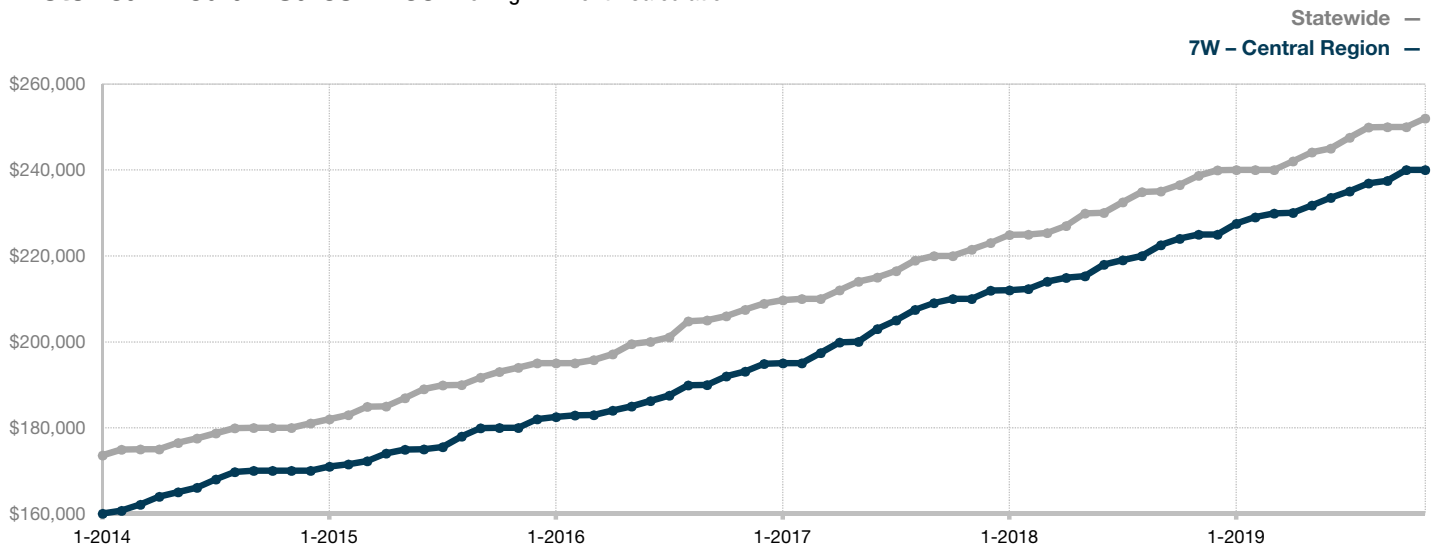
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	464	485	+ 4.5%	9,135	9,291	+ 1.7%
Closed Sales	571	566	- 0.9%	6,822	6,750	- 1.1%
Median Sales Price*	\$230,000	\$242,000	+ 5.2%	\$225,000	\$240,000	+ 6.7%
Percent of Original List Price Received*	97.2%	96.8%	- 0.4%	98.0%	97.9%	- 0.1%
Days on Market Until Sale	50	52	+ 4.0%	46	48	+ 4.3%
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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November



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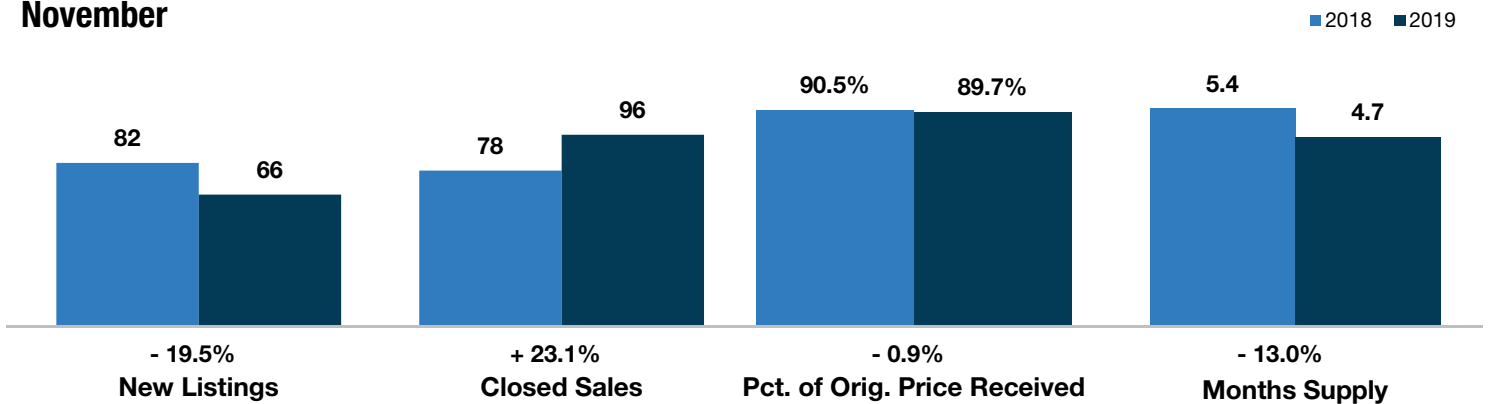


8 – Southwest Region

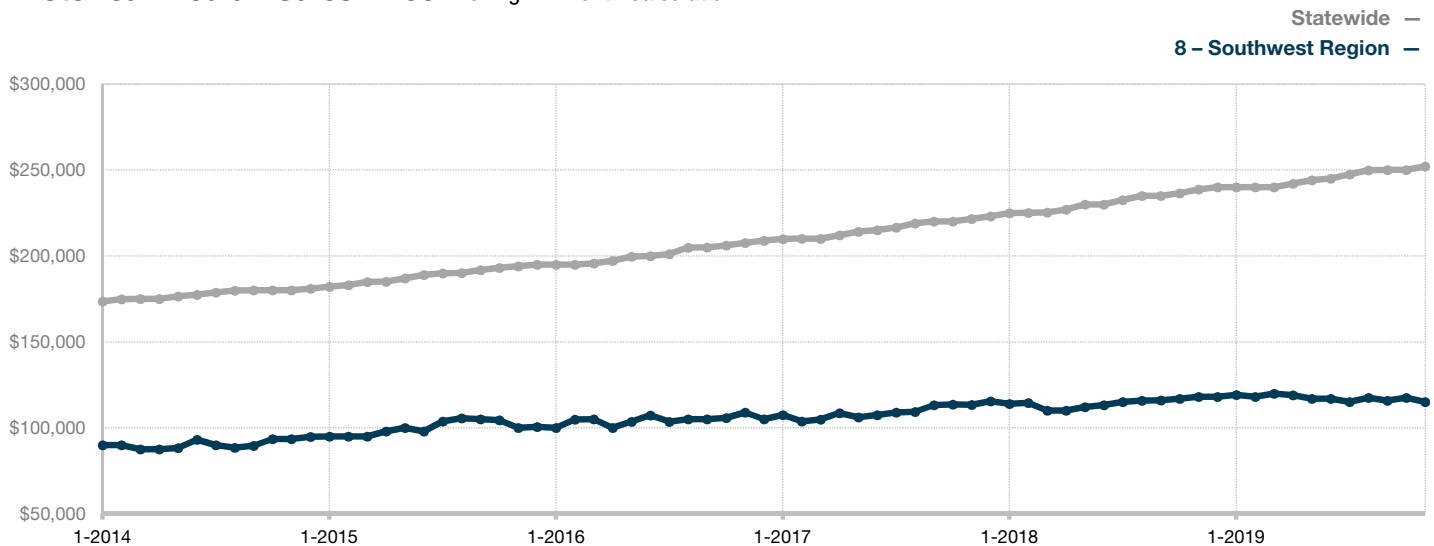
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	82	66	- 19.5%	1,171	1,235	+ 5.5%
Closed Sales	78	96	+ 23.1%	859	899	+ 4.7%
Median Sales Price*	\$125,500	\$103,000	- 17.9%	\$119,900	\$115,500	- 3.7%
Percent of Original List Price Received*	90.5%	89.7%	- 0.9%	91.8%	91.5%	- 0.3%
Days on Market Until Sale	93	95	+ 2.2%	96	94	- 2.1%
Months Supply of Inventory	5.4	4.7	- 13.0%	--	--	--

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November



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Local Market Update for November 2019

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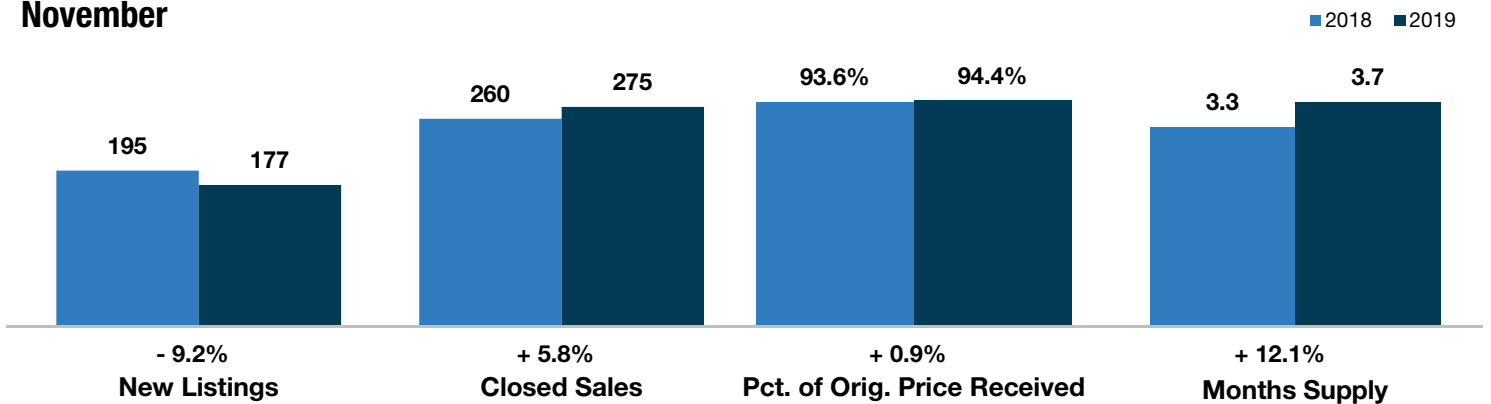


9 – South Central Region

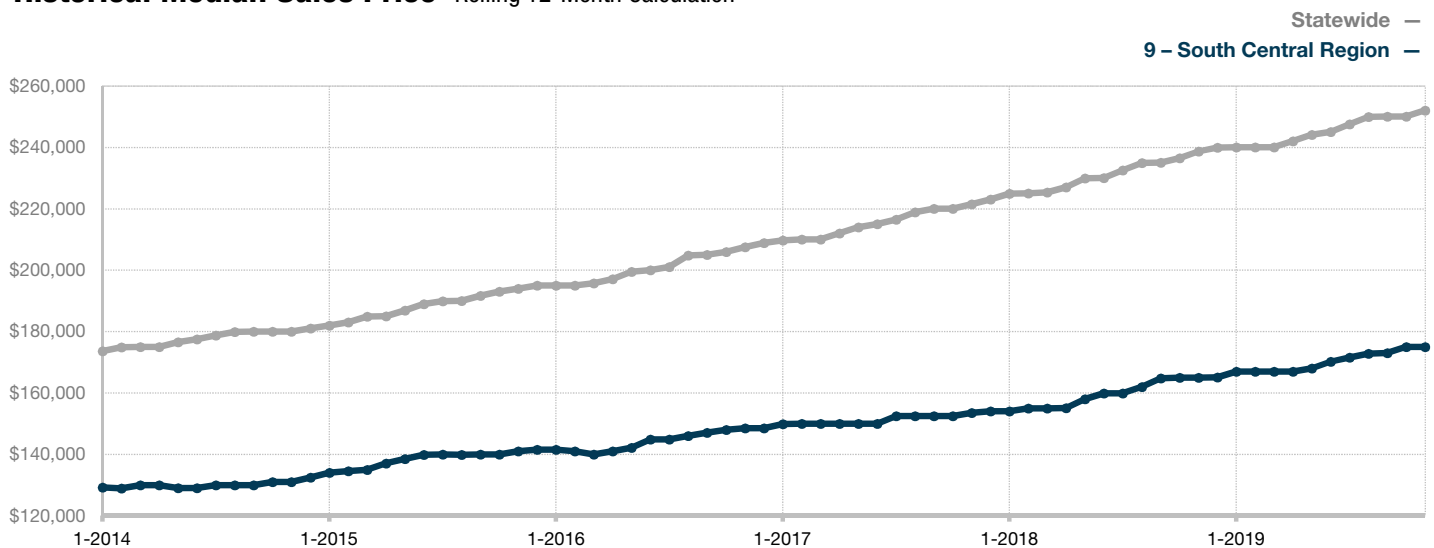
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	195	177	- 9.2%	3,594	3,631	+ 1.0%
Closed Sales	260	275	+ 5.8%	2,799	2,772	- 1.0%
Median Sales Price*	\$155,000	\$179,900	+ 16.1%	\$166,000	\$177,050	+ 6.7%
Percent of Original List Price Received*	93.6%	94.4%	+ 0.9%	95.6%	95.2%	- 0.4%
Days on Market Until Sale	85	83	- 2.4%	89	89	0.0%
Months Supply of Inventory	3.3	3.7	+ 12.1%	--	--	--

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November



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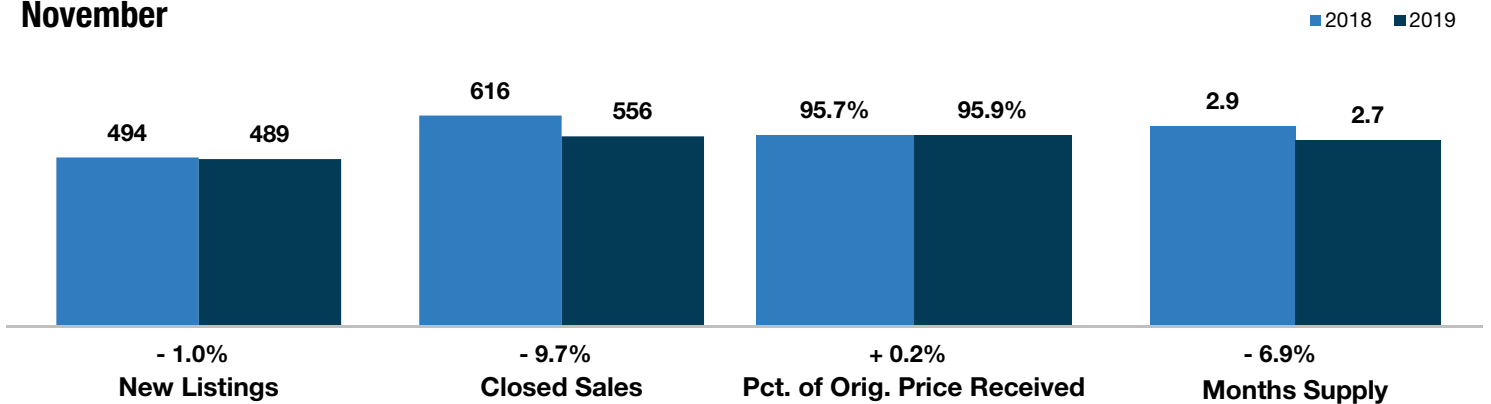


10 – Southeast Region

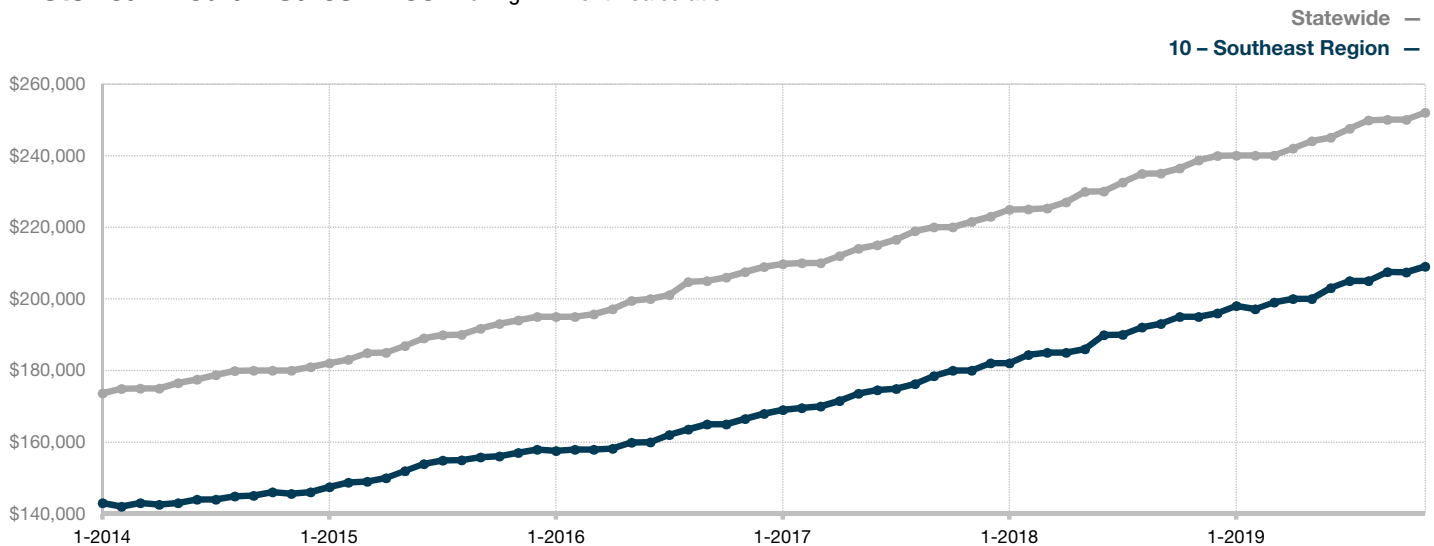
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	494	489	- 1.0%	8,153	7,968	- 2.3%
Closed Sales	616	556	- 9.7%	6,550	6,424	- 1.9%
Median Sales Price*	\$189,200	\$199,900	+ 5.7%	\$197,500	\$210,000	+ 6.3%
Percent of Original List Price Received*	95.7%	95.9%	+ 0.2%	97.2%	97.1%	- 0.1%
Days on Market Until Sale	51	52	+ 2.0%	52	54	+ 3.8%
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

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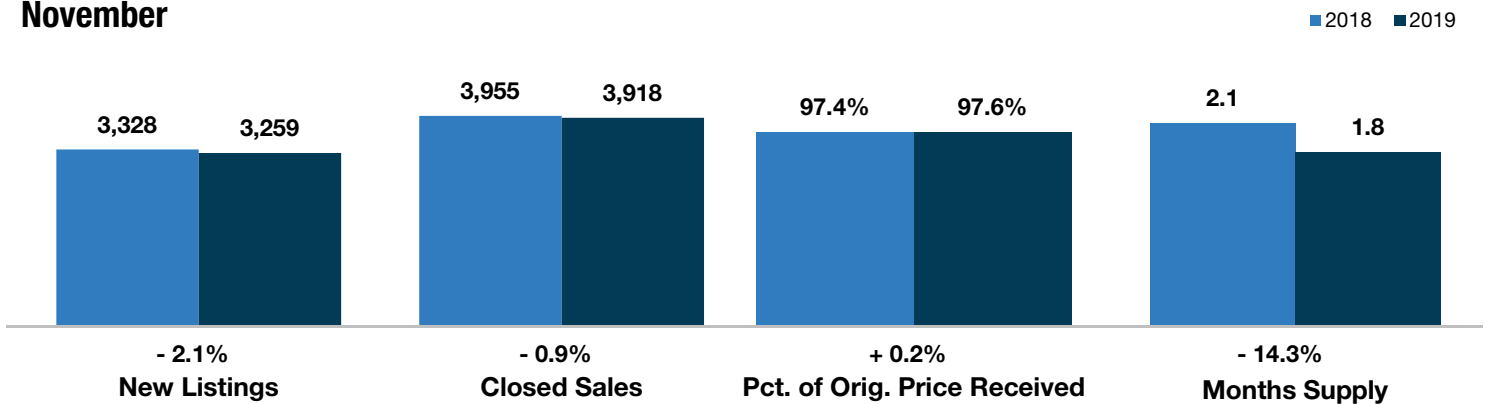


11 – 7-County Twin Cities Region

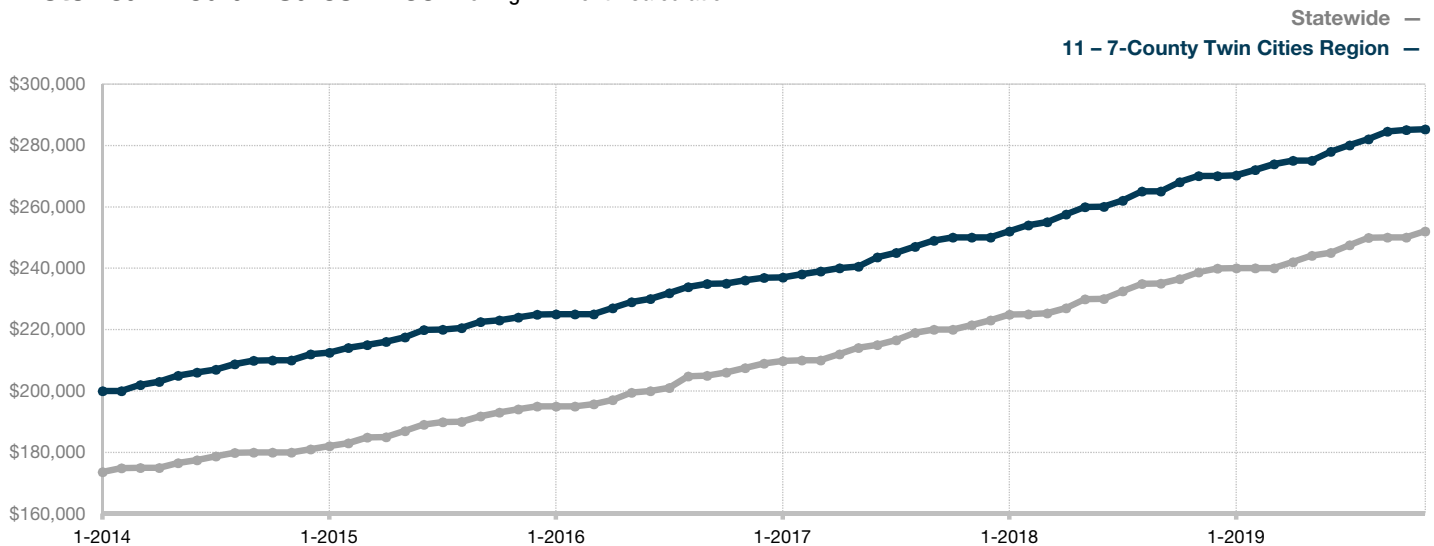
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	3,328	3,259	- 2.1%	61,650	61,682	+ 0.1%
Closed Sales	3,955	3,918	- 0.9%	46,828	46,770	- 0.1%
Median Sales Price*	\$271,000	\$285,000	+ 5.2%	\$270,000	\$288,000	+ 6.7%
Percent of Original List Price Received*	97.4%	97.6%	+ 0.2%	99.2%	99.0%	- 0.2%
Days on Market Until Sale	44	39	- 11.4%	36	36	0.0%
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

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