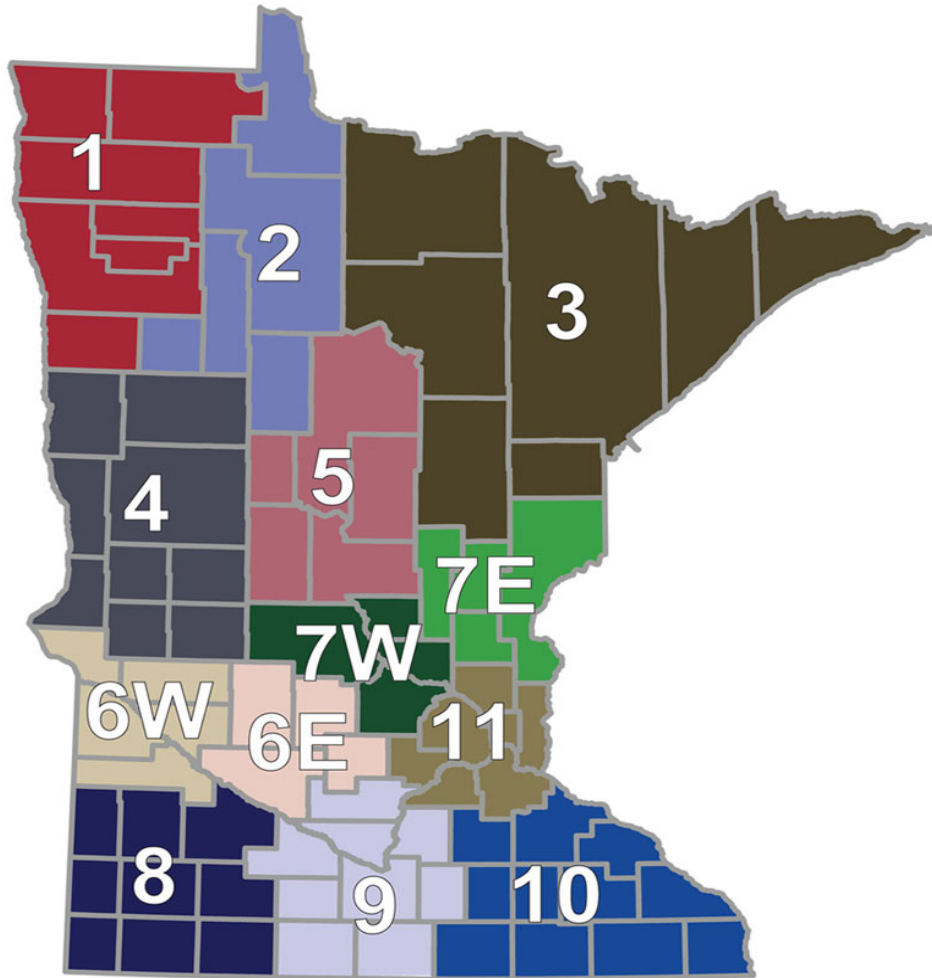


Minnesota Regional Development Organizations



- 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 April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

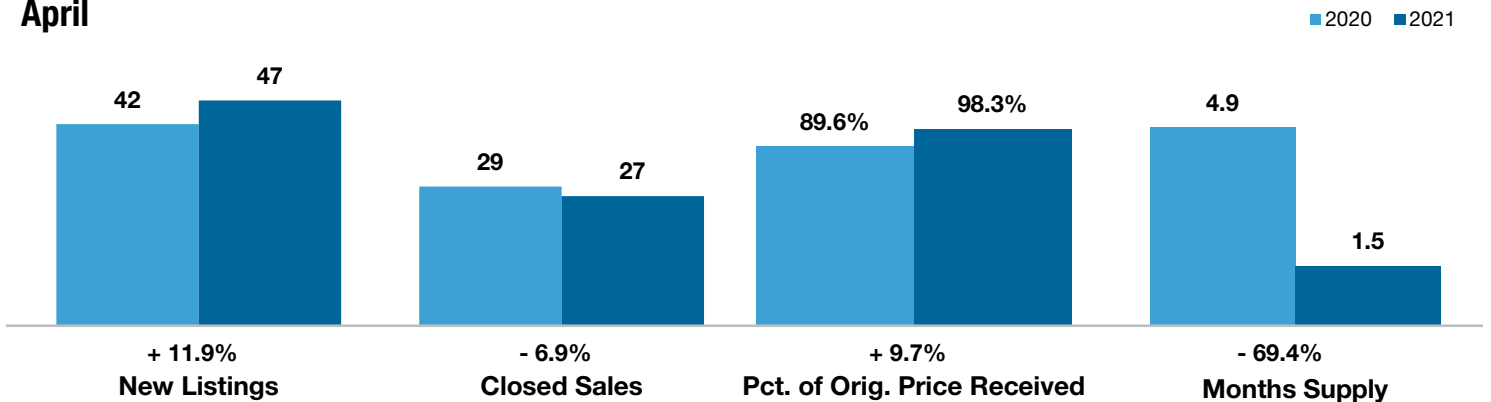


1 – Northwest Region

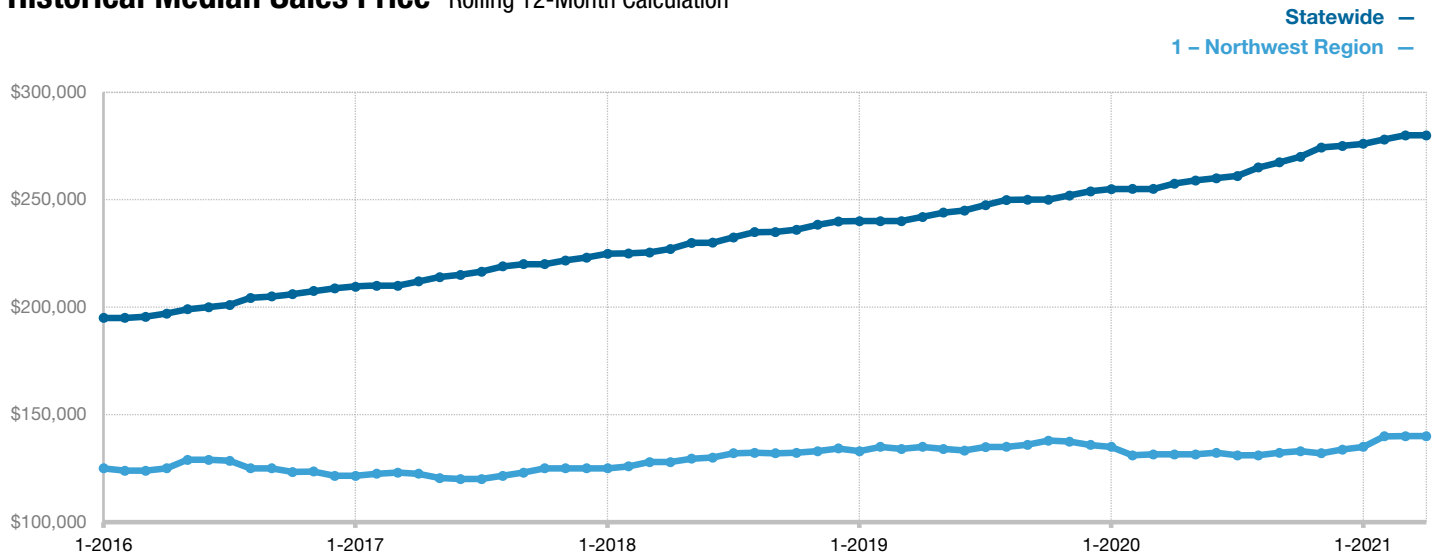
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 42 | 47 | + 11.9% | 161 | 137 | - 14.9% |
| Pending Sales | 34 | 59 | + 73.5% | 136 | 164 | + 20.6% |
| Closed Sales | 29 | 27 | - 6.9% | 106 | 145 | + 36.8% |
| Median Sales Price* | \$147,500 | \$158,900 | + 7.7% | \$116,000 | \$142,500 | + 22.8% |
| Percent of Original List Price Received* | 89.6% | 98.3% | + 9.7% | 90.9% | 94.6% | + 4.1% |
| Days on Market Until Sale | 132 | 50 | - 62.1% | 101 | 72 | - 28.7% |
| Months Supply of Inventory | 4.9 | 1.5 | - 69.4% | -- | -- | -- |

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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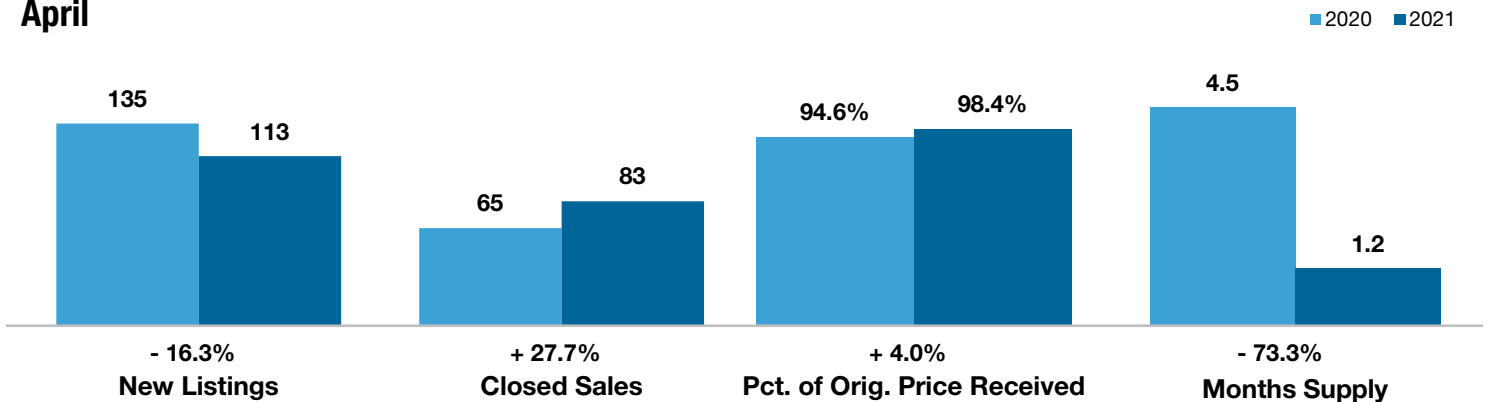


2 – Headwaters Region

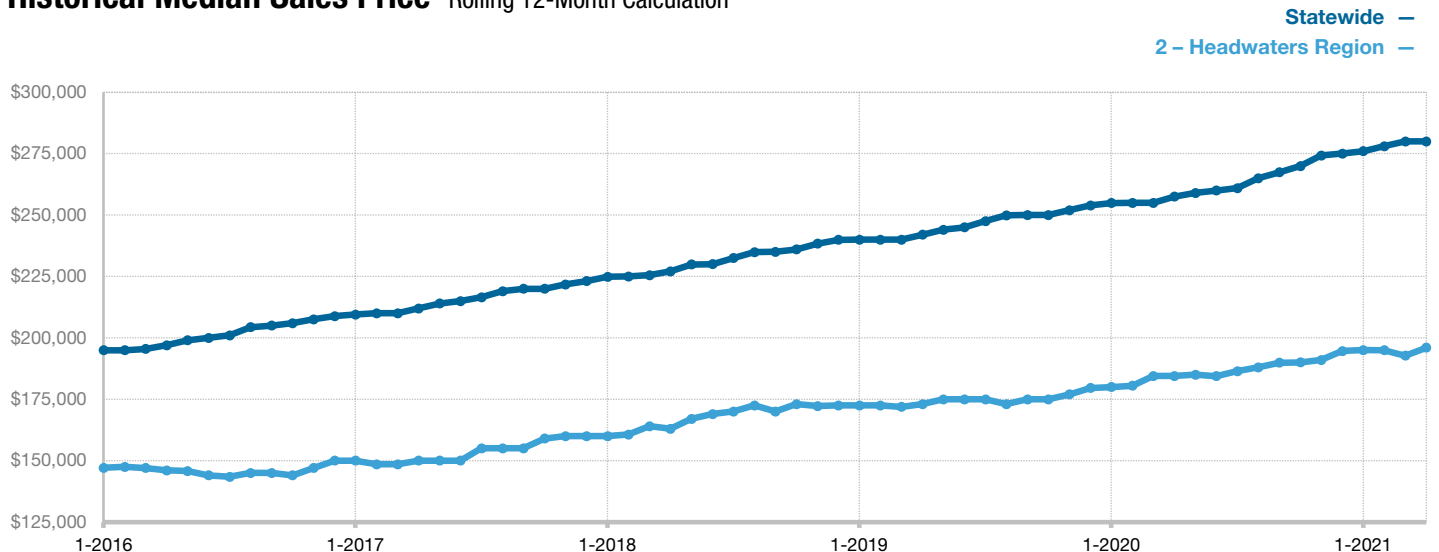
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 135 | 113 | - 16.3% | 430 | 337 | - 21.6% |
| Pending Sales | 92 | 88 | - 4.3% | 265 | 316 | + 19.2% |
| Closed Sales | 65 | 83 | + 27.7% | 183 | 267 | + 45.9% |
| Median Sales Price* | \$180,000 | \$229,000 | + 27.2% | \$186,650 | \$194,900 | + 4.4% |
| Percent of Original List Price Received* | 94.6% | 98.4% | + 4.0% | 94.6% | 96.1% | + 1.6% |
| Days on Market Until Sale | 95 | 62 | - 34.7% | 84 | 68 | - 19.0% |
| Months Supply of Inventory | 4.5 | 1.2 | - 73.3% | -- | -- | -- |

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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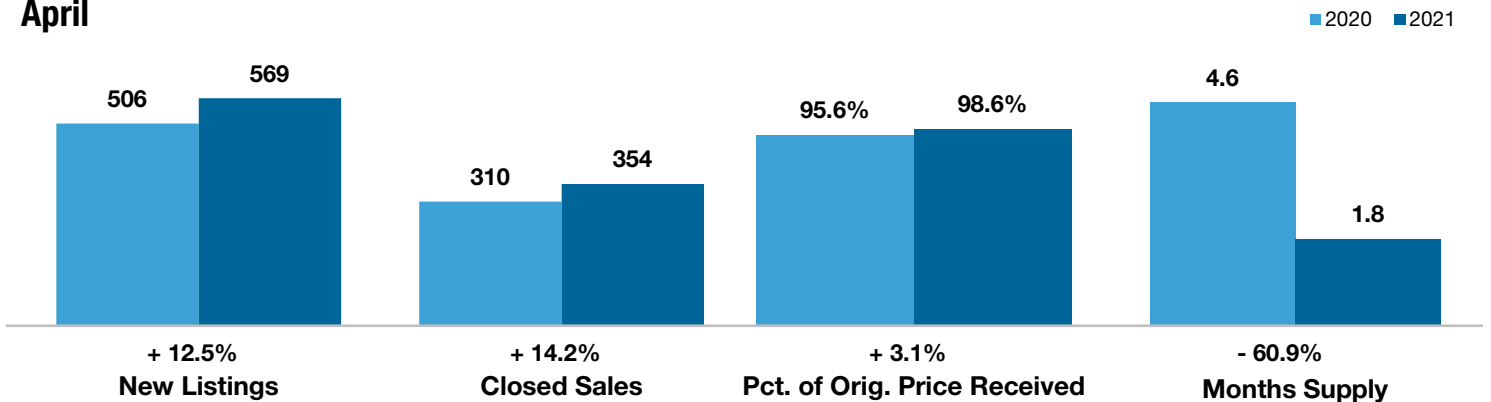


3 – Arrowhead Region

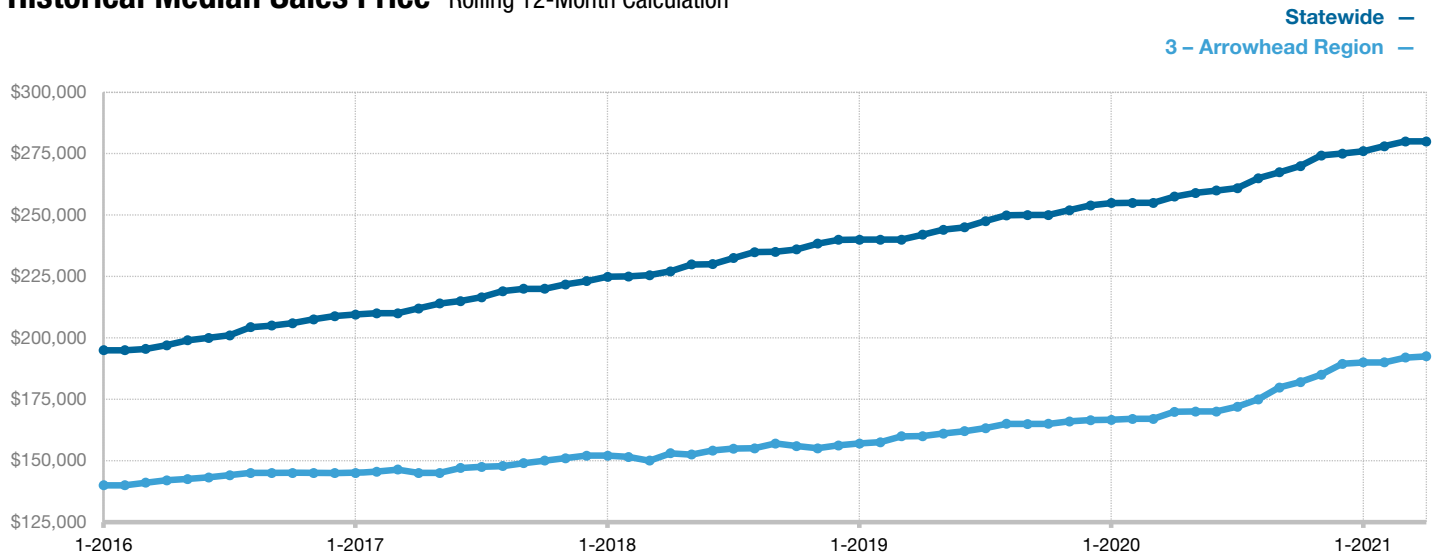
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 506 | 569 | + 12.5% | 1,640 | 1,511 | - 7.9% |
| Pending Sales | 358 | 431 | + 20.4% | 1,222 | 1,347 | + 10.2% |
| Closed Sales | 310 | 354 | + 14.2% | 980 | 1,118 | + 14.1% |
| Median Sales Price* | \$182,000 | \$195,000 | + 7.1% | \$165,000 | \$187,500 | + 13.6% |
| Percent of Original List Price Received* | 95.6% | 98.6% | + 3.1% | 93.5% | 96.4% | + 3.1% |
| Days on Market Until Sale | 83 | 82 | - 1.2% | 93 | 78 | - 16.1% |
| Months Supply of Inventory | 4.6 | 1.8 | - 60.9% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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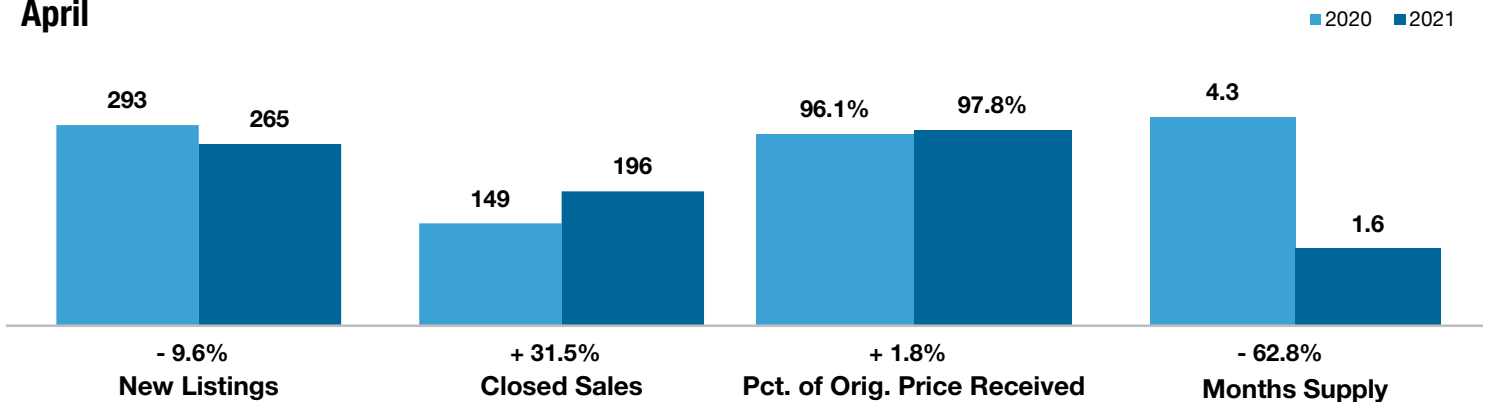


4 – West Central Region

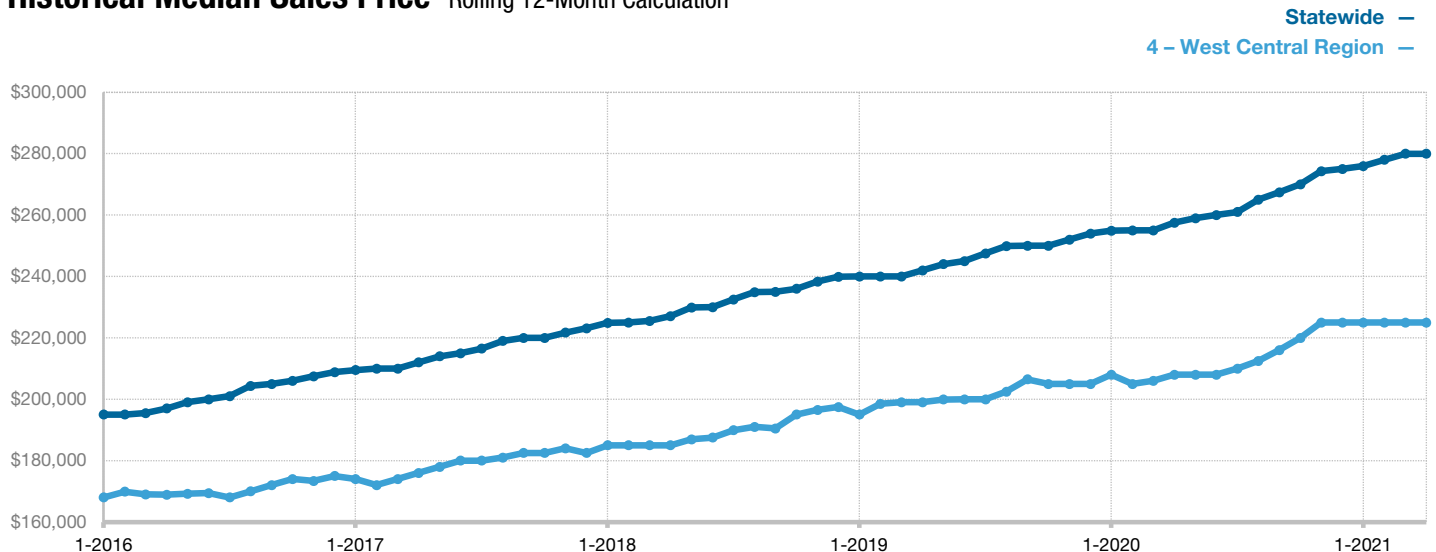
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 293 | 265 | - 9.6% | 993 | 828 | - 16.6% |
| Pending Sales | 203 | 270 | + 33.0% | 626 | 781 | + 24.8% |
| Closed Sales | 149 | 196 | + 31.5% | 467 | 581 | + 24.4% |
| Median Sales Price* | \$215,000 | \$225,000 | + 4.7% | \$196,000 | \$205,750 | + 5.0% |
| Percent of Original List Price Received* | 96.1% | 97.8% | + 1.8% | 94.5% | 95.8% | + 1.4% |
| Days on Market Until Sale | 72 | 60 | - 16.7% | 82 | 68 | - 17.1% |
| Months Supply of Inventory | 4.3 | 1.6 | - 62.8% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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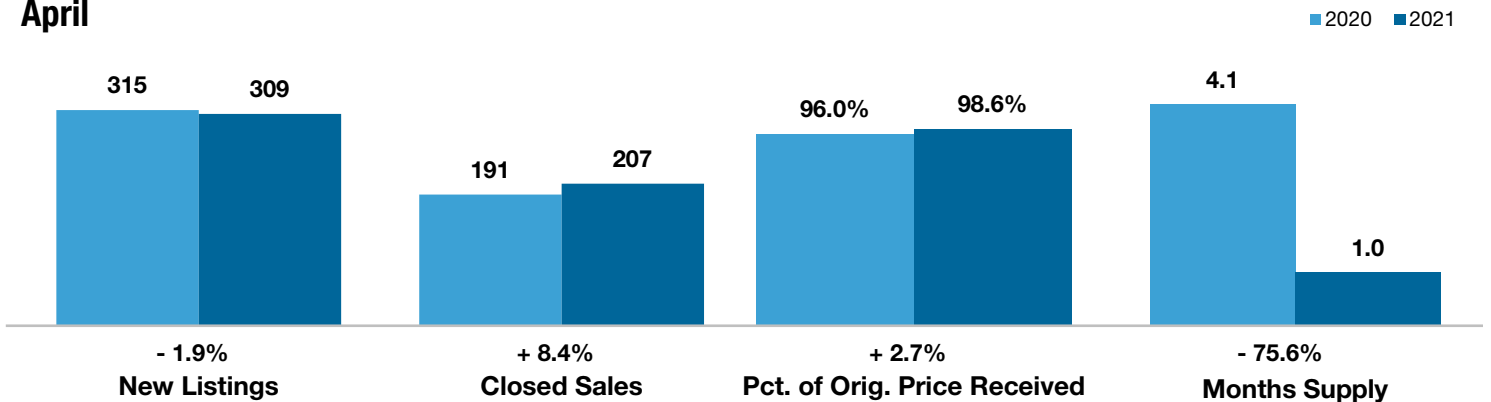


5 – North Central Region

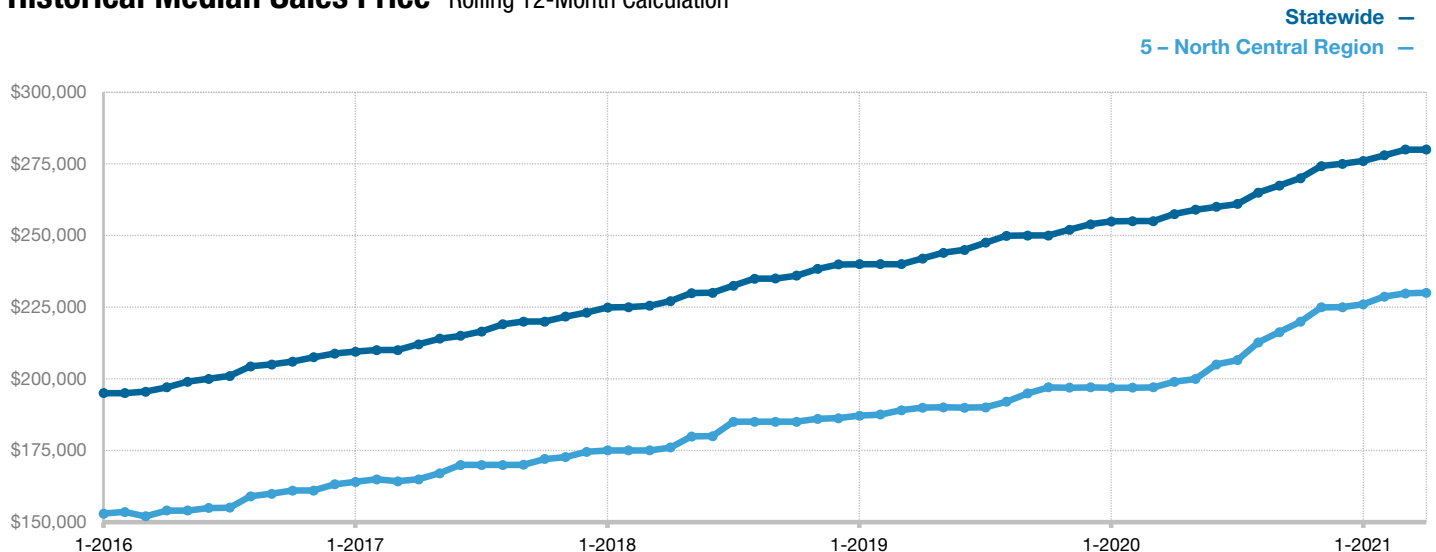
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 315 | 309 | - 1.9% | 1,090 | 915 | - 16.1% |
| Pending Sales | 222 | 263 | + 18.5% | 744 | 848 | + 14.0% |
| Closed Sales | 191 | 207 | + 8.4% | 583 | 692 | + 18.7% |
| Median Sales Price* | \$205,000 | \$245,950 | + 20.0% | \$178,500 | \$220,000 | + 23.2% |
| Percent of Original List Price Received* | 96.0% | 98.6% | + 2.7% | 94.3% | 97.0% | + 2.9% |
| Days on Market Until Sale | 75 | 50 | - 33.3% | 90 | 57 | - 36.7% |
| Months Supply of Inventory | 4.1 | 1.0 | - 75.6% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for April 2021

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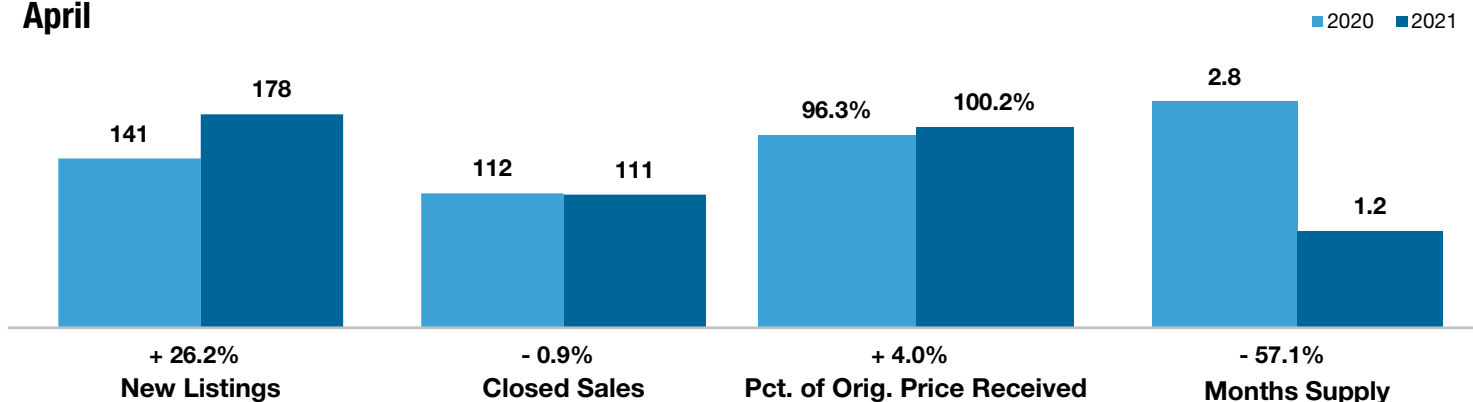


6E – Southwest Central Region

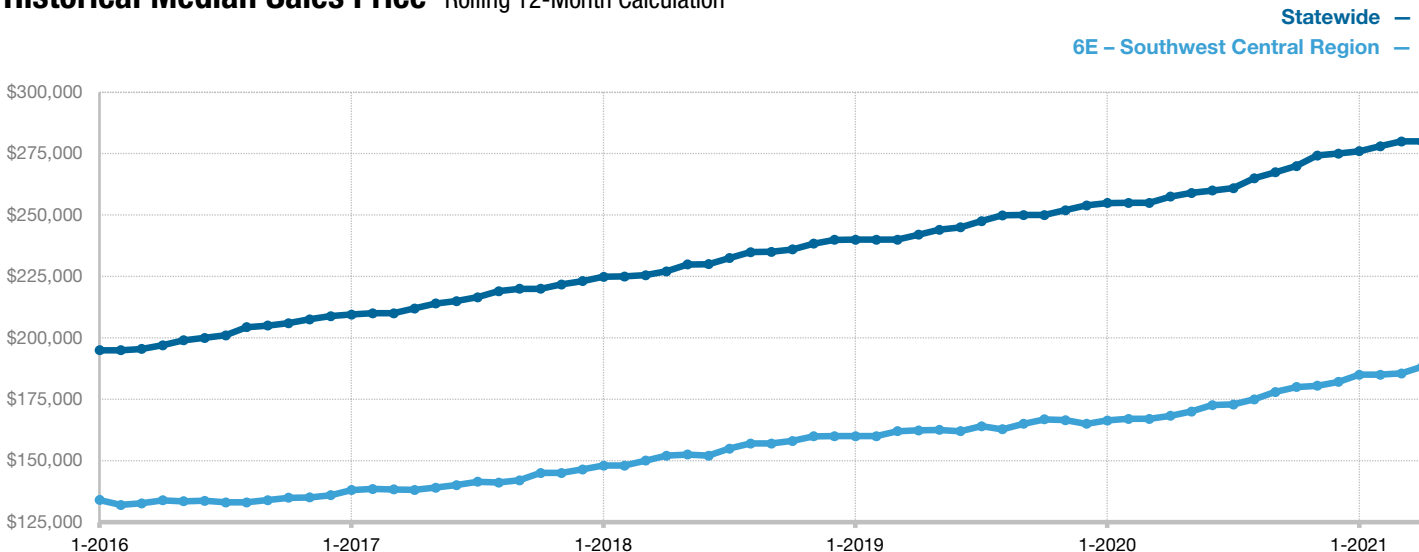
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 141 | 178 | + 26.2% | 511 | 532 | + 4.1% |
| Pending Sales | 112 | 162 | + 44.6% | 440 | 461 | + 4.8% |
| Closed Sales | 112 | 111 | - 0.9% | 366 | 374 | + 2.2% |
| Median Sales Price* | \$183,000 | \$215,000 | + 17.5% | \$170,000 | \$195,000 | + 14.7% |
| Percent of Original List Price Received* | 96.3% | 100.2% | + 4.0% | 95.6% | 98.3% | + 2.8% |
| Days on Market Until Sale | 58 | 43 | - 25.9% | 68 | 47 | - 30.9% |
| Months Supply of Inventory | 2.8 | 1.2 | - 57.1% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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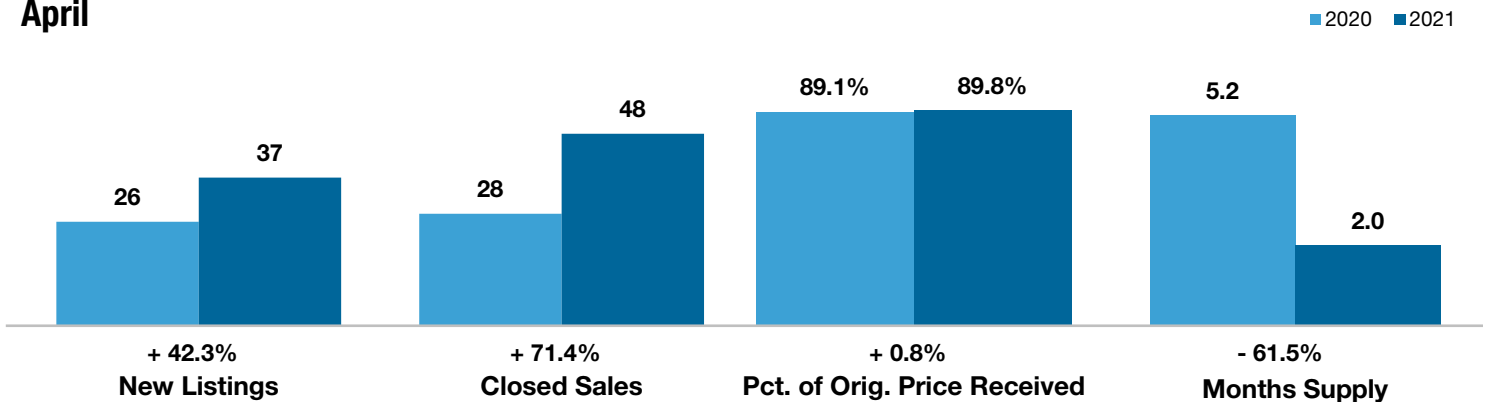


6W – Upper Minnesota Valley Region

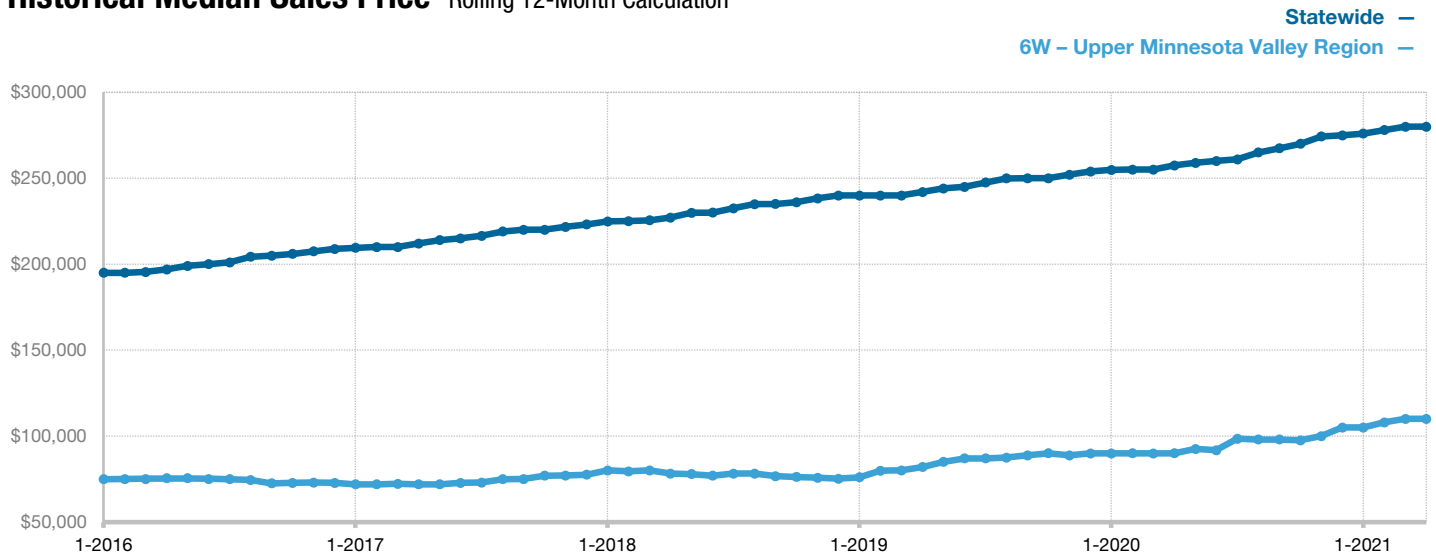
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 26 | 37 | + 42.3% | 120 | 130 | + 8.3% |
| Pending Sales | 21 | 40 | + 90.5% | 91 | 140 | + 53.8% |
| Closed Sales | 28 | 48 | + 71.4% | 87 | 138 | + 58.6% |
| Median Sales Price* | \$116,000 | \$123,000 | + 6.0% | \$89,900 | \$117,500 | + 30.7% |
| Percent of Original List Price Received* | 89.1% | 89.8% | + 0.8% | 88.8% | 90.1% | + 1.5% |
| Days on Market Until Sale | 114 | 112 | - 1.8% | 104 | 104 | 0.0% |
| Months Supply of Inventory | 5.2 | 2.0 | - 61.5% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for April 2021

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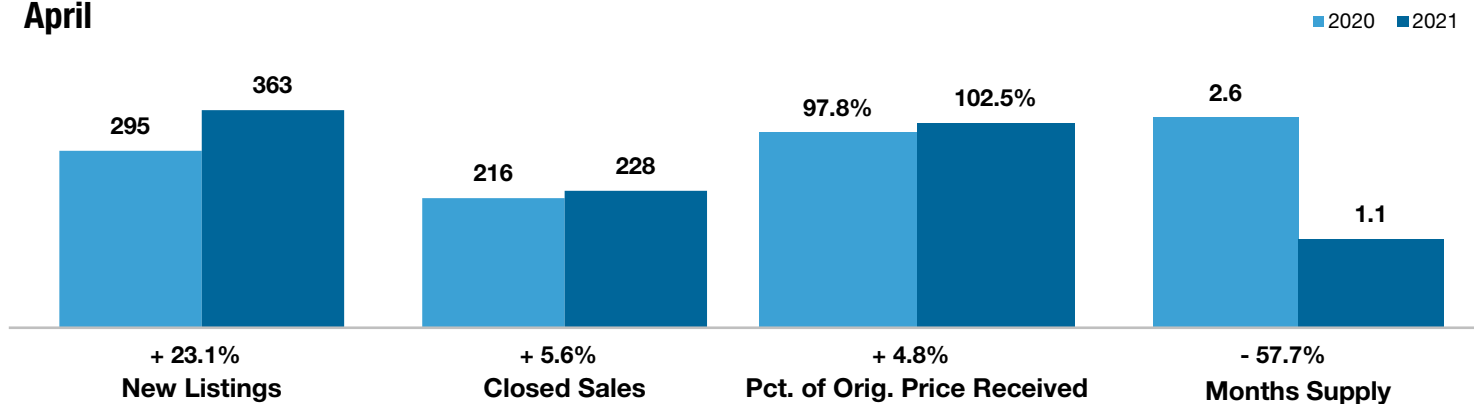


7E – East Central Region

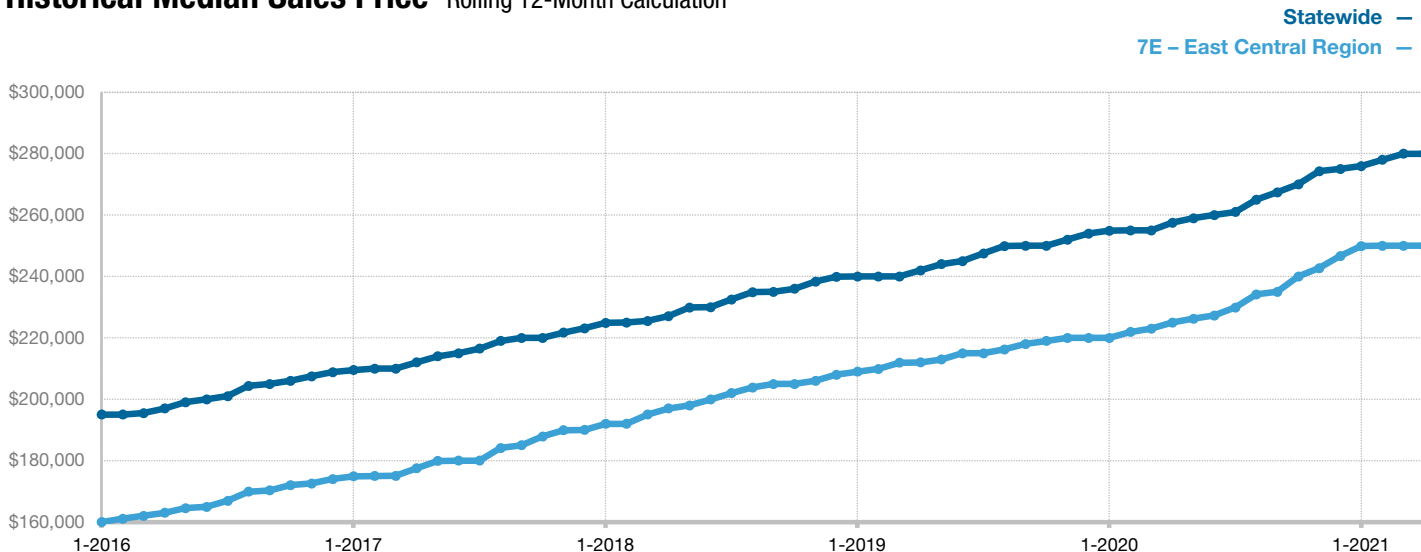
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 295 | 363 | + 23.1% | 1,077 | 1,047 | - 2.8% |
| Pending Sales | 252 | 314 | + 24.6% | 812 | 922 | + 13.5% |
| Closed Sales | 216 | 228 | + 5.6% | 662 | 732 | + 10.6% |
| Median Sales Price* | \$247,350 | \$270,000 | + 9.2% | \$230,000 | \$255,000 | + 10.9% |
| Percent of Original List Price Received* | 97.8% | 102.5% | + 4.8% | 96.8% | 100.6% | + 3.9% |
| Days on Market Until Sale | 58 | 37 | - 36.2% | 62 | 38 | - 38.7% |
| Months Supply of Inventory | 2.6 | 1.1 | - 57.7% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for April 2021

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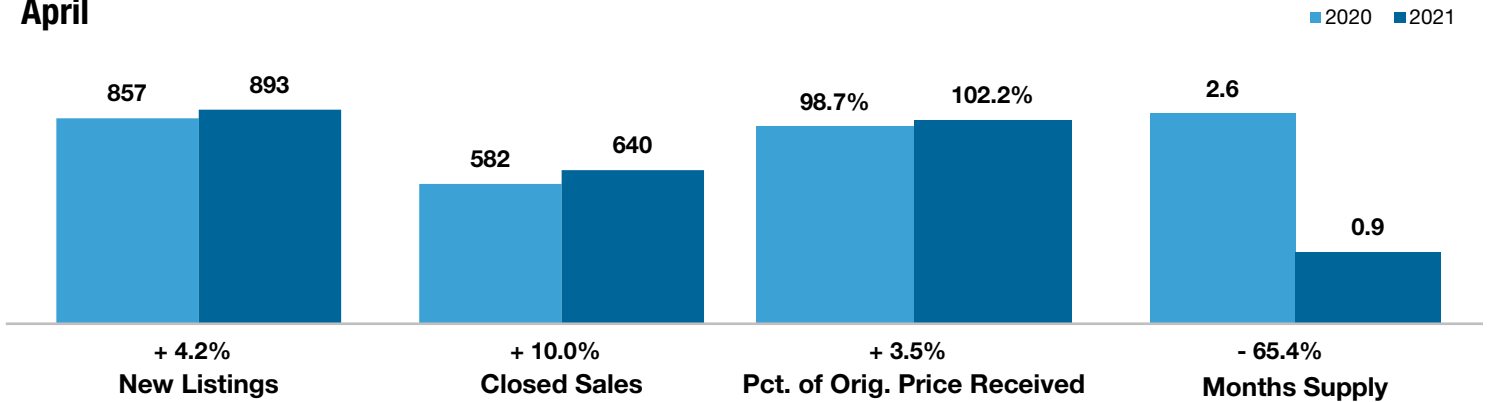


7W – Central Region

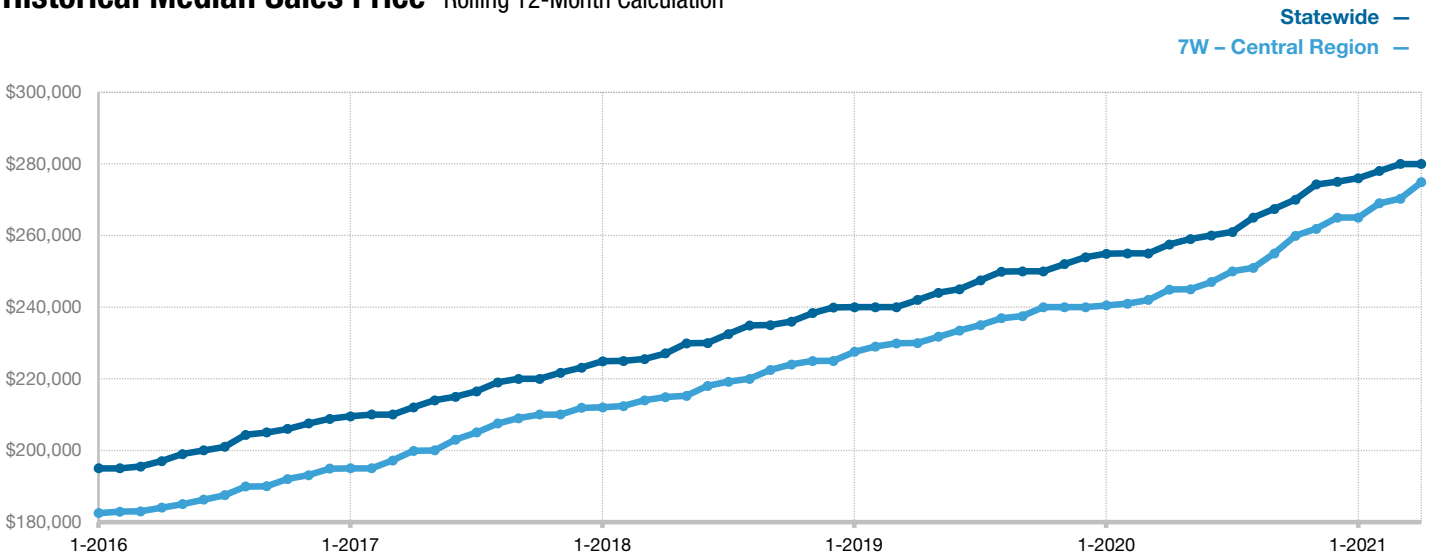
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 857 | 893 | + 4.2% | 3,100 | 2,927 | - 5.6% |
| Pending Sales | 644 | 813 | + 26.2% | 2,204 | 2,565 | + 16.4% |
| Closed Sales | 582 | 640 | + 10.0% | 1,715 | 1,925 | + 12.2% |
| Median Sales Price* | \$260,000 | \$295,625 | + 13.7% | \$246,000 | \$291,100 | + 18.3% |
| Percent of Original List Price Received* | 98.7% | 102.2% | + 3.5% | 97.7% | 100.7% | + 3.1% |
| Days on Market Until Sale | 47 | 29 | - 38.3% | 58 | 39 | - 32.8% |
| Months Supply of Inventory | 2.6 | 0.9 | - 65.4% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for April 2021

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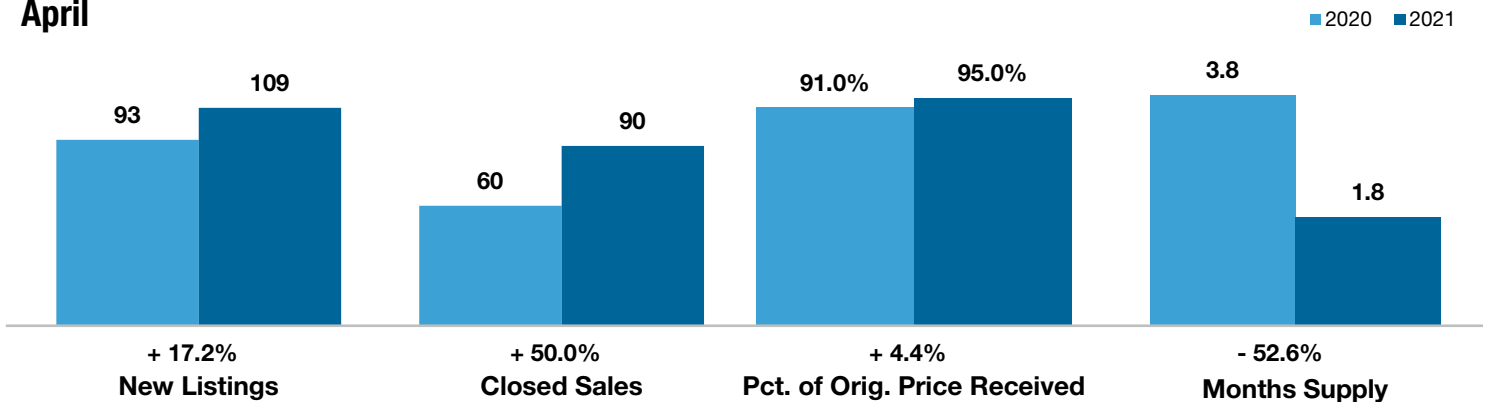


8 – Southwest Region

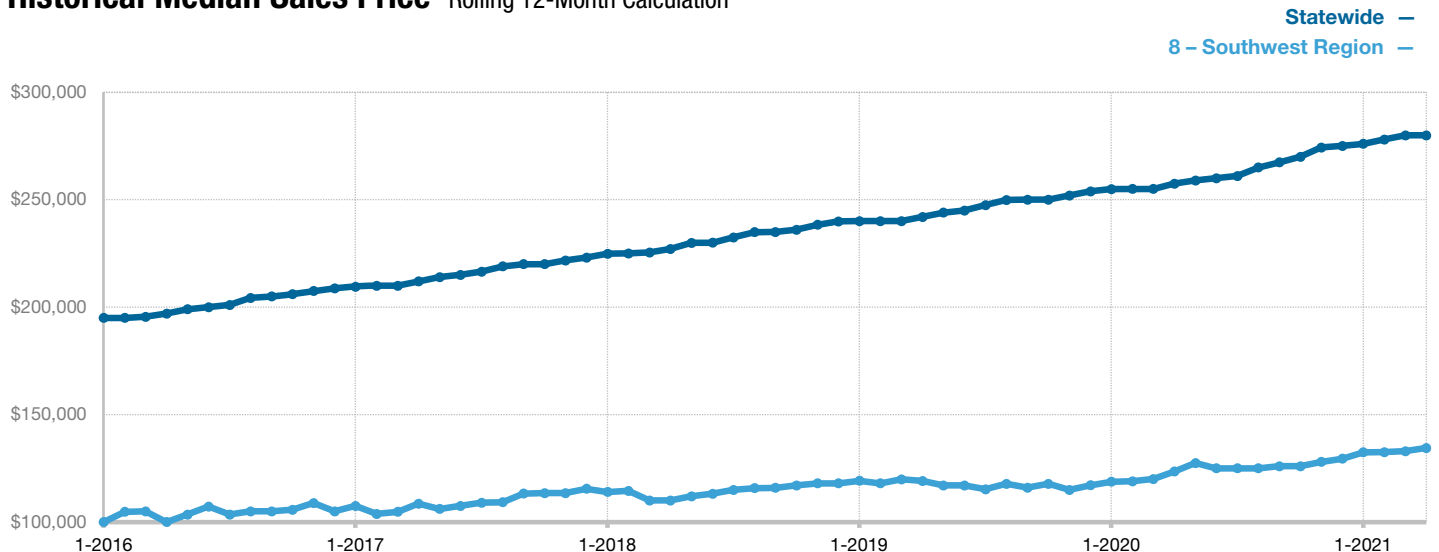
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 93 | 109 | + 17.2% | 343 | 352 | + 2.6% |
| Pending Sales | 92 | 110 | + 19.6% | 291 | 366 | + 25.8% |
| Closed Sales | 60 | 90 | + 50.0% | 230 | 301 | + 30.9% |
| Median Sales Price* | \$126,700 | \$138,750 | + 9.5% | \$120,000 | \$135,000 | + 12.5% |
| Percent of Original List Price Received* | 91.0% | 95.0% | + 4.4% | 89.9% | 93.6% | + 4.1% |
| Days on Market Until Sale | 118 | 76 | - 35.6% | 106 | 82 | - 22.6% |
| Months Supply of Inventory | 3.8 | 1.8 | - 52.6% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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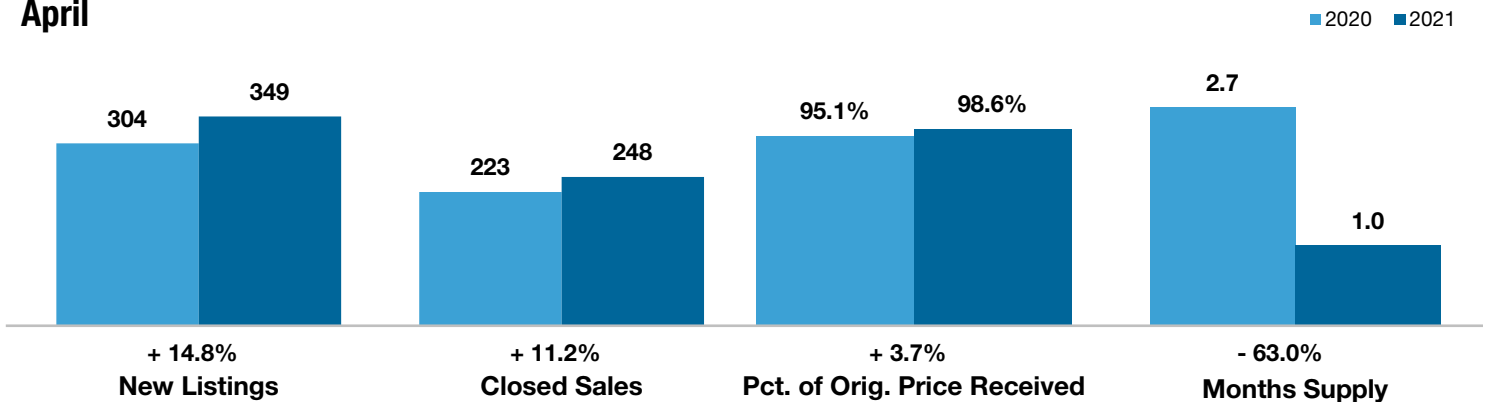


9 – South Central Region

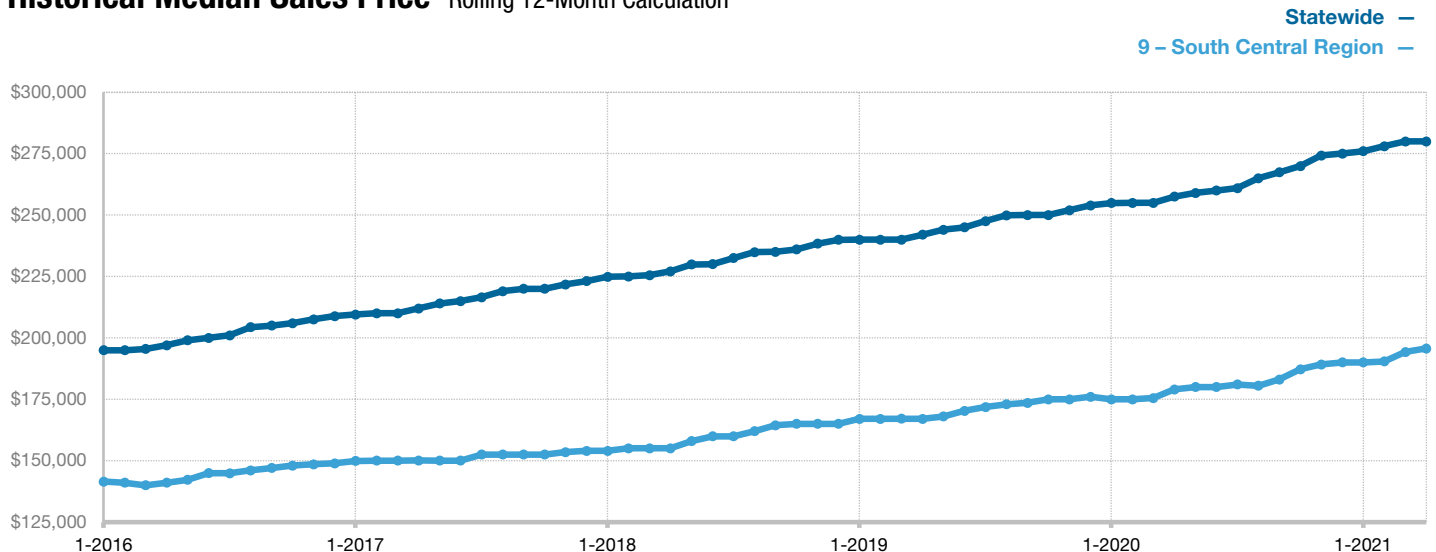
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 304 | 349 | + 14.8% | 1,064 | 1,021 | - 4.0% |
| Pending Sales | 309 | 322 | + 4.2% | 952 | 975 | + 2.4% |
| Closed Sales | 223 | 248 | + 11.2% | 708 | 771 | + 8.9% |
| Median Sales Price* | \$192,500 | \$212,950 | + 10.6% | \$172,225 | \$195,000 | + 13.2% |
| Percent of Original List Price Received* | 95.1% | 98.6% | + 3.7% | 94.5% | 97.1% | + 2.8% |
| Days on Market Until Sale | 114 | 80 | - 29.8% | 109 | 81 | - 25.7% |
| Months Supply of Inventory | 2.7 | 1.0 | - 63.0% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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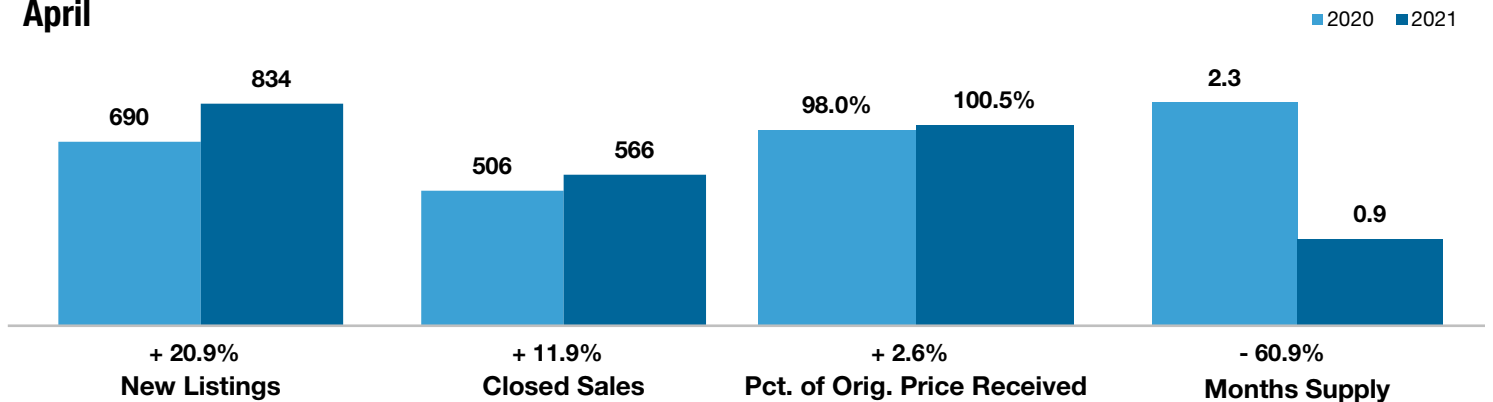


10 – Southeast Region

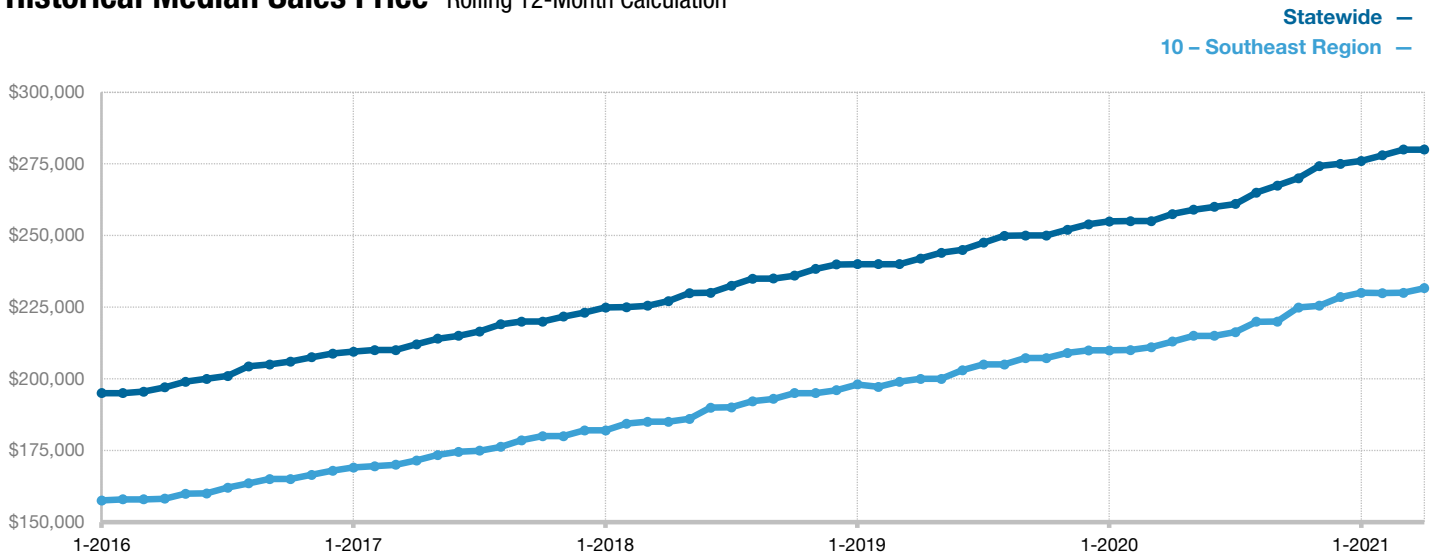
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 690 | 834 | + 20.9% | 2,474 | 2,476 | + 0.1% |
| Pending Sales | 570 | 819 | + 43.7% | 2,079 | 2,392 | + 15.1% |
| Closed Sales | 506 | 566 | + 11.9% | 1,702 | 1,743 | + 2.4% |
| Median Sales Price* | \$220,000 | \$235,000 | + 6.8% | \$215,000 | \$230,000 | + 7.0% |
| Percent of Original List Price Received* | 98.0% | 100.5% | + 2.6% | 96.5% | 98.9% | + 2.5% |
| Days on Market Until Sale | 63 | 36 | - 42.9% | 68 | 45 | - 33.8% |
| Months Supply of Inventory | 2.3 | 0.9 | - 60.9% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for April 2021

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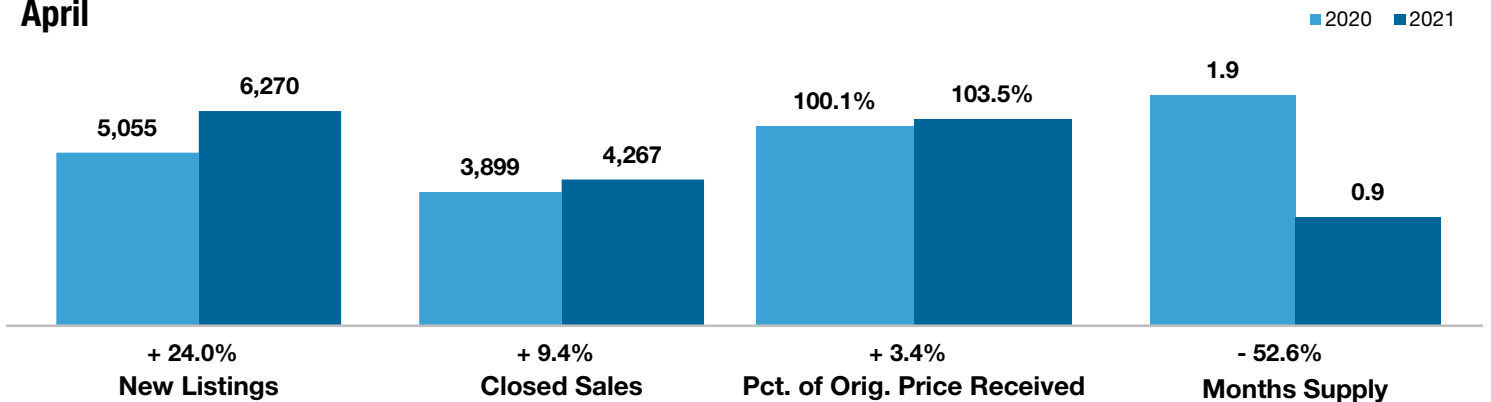


11 – 7-County Twin Cities Region

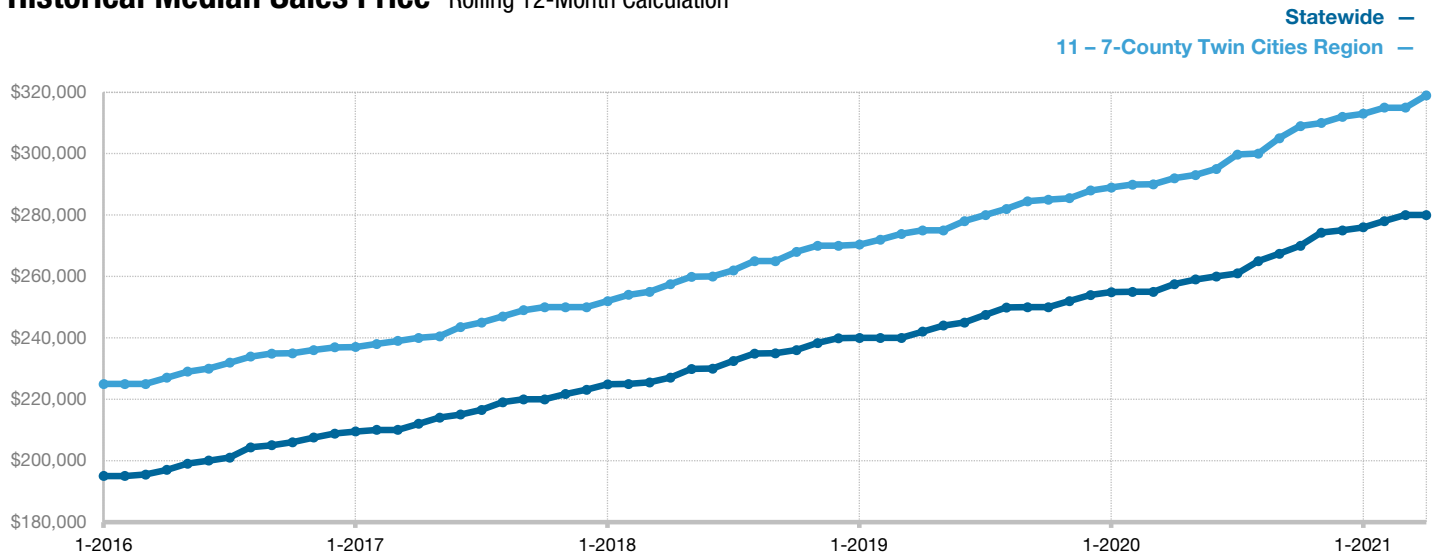
| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 5,055 | 6,270 | + 24.0% | 19,349 | 19,285 | - 0.3% |
| Pending Sales | 3,838 | 5,213 | + 35.8% | 14,595 | 16,716 | + 14.5% |
| Closed Sales | 3,899 | 4,267 | + 9.4% | 12,626 | 13,613 | + 7.8% |
| Median Sales Price* | \$315,000 | \$340,000 | + 7.9% | \$299,600 | \$325,505 | + 8.6% |
| Percent of Original List Price Received* | 100.1% | 103.5% | + 3.4% | 98.8% | 101.6% | + 2.8% |
| Days on Market Until Sale | 34 | 27 | - 20.6% | 44 | 33 | - 25.0% |
| Months Supply of Inventory | 1.9 | 0.9 | - 52.6% | -- | -- | -- |

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April



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