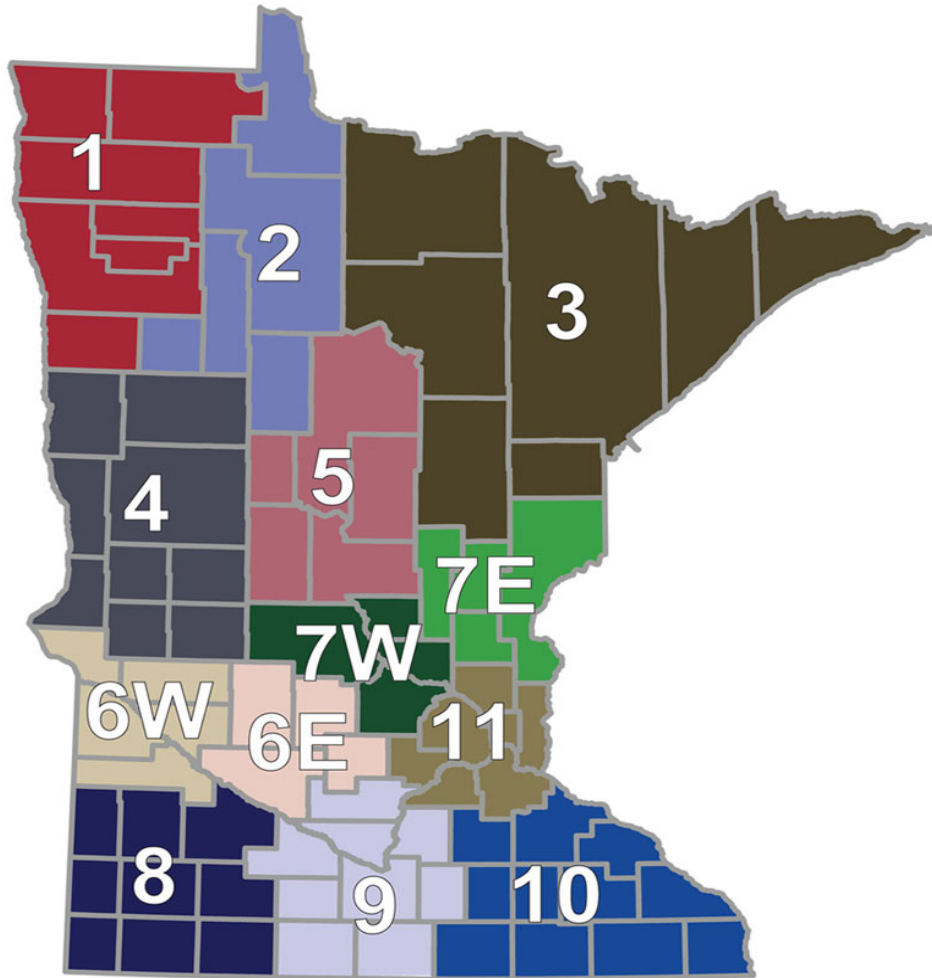


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 June 2021

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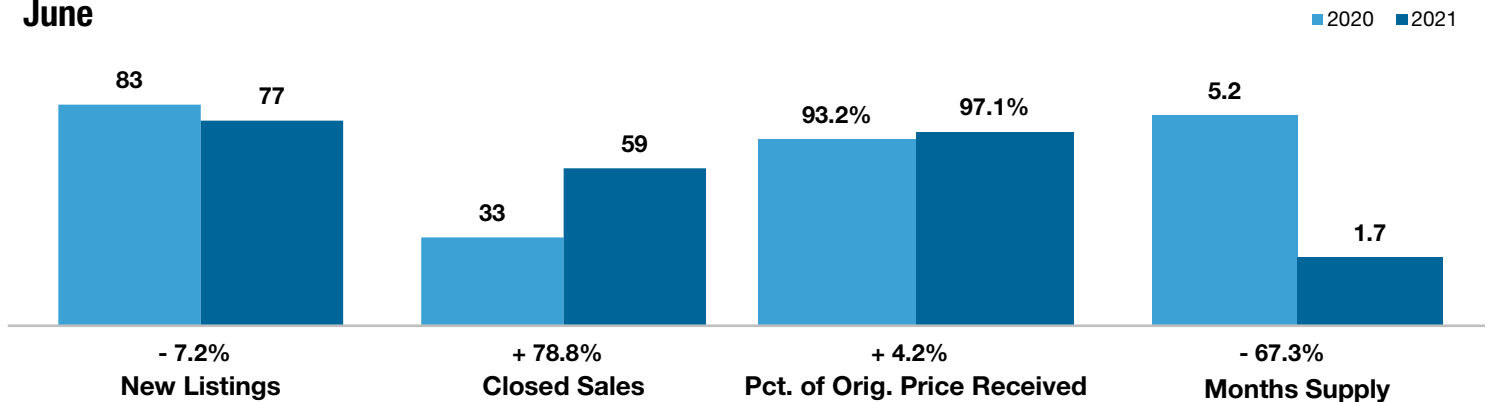


1 – Northwest Region

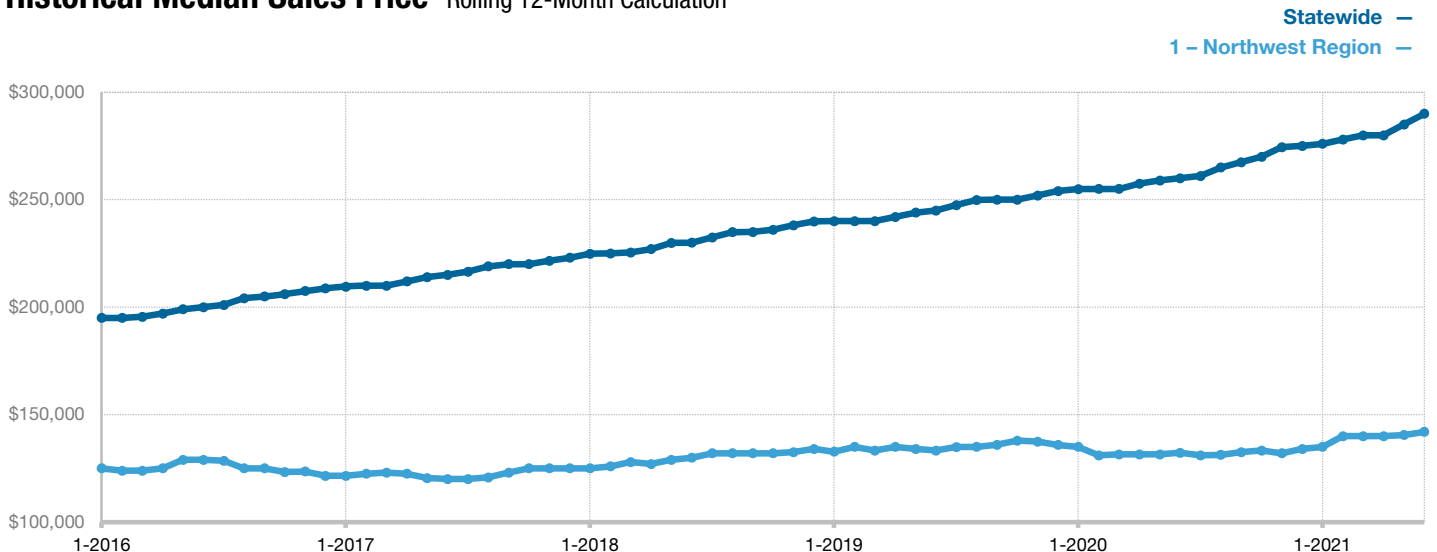
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	83	77	- 7.2%	310	269	- 13.2%
Pending Sales	64	64	0.0%	242	283	+ 16.9%
Closed Sales	33	59	+ 78.8%	181	240	+ 32.6%
Median Sales Price*	\$159,000	\$158,000	- 0.6%	\$128,938	\$150,500	+ 16.7%
Percent of Original List Price Received*	93.2%	97.1%	+ 4.2%	91.4%	95.2%	+ 4.2%
Days on Market Until Sale	136	64	- 52.9%	113	76	- 32.7%
Months Supply of Inventory	5.2	1.7	- 67.3%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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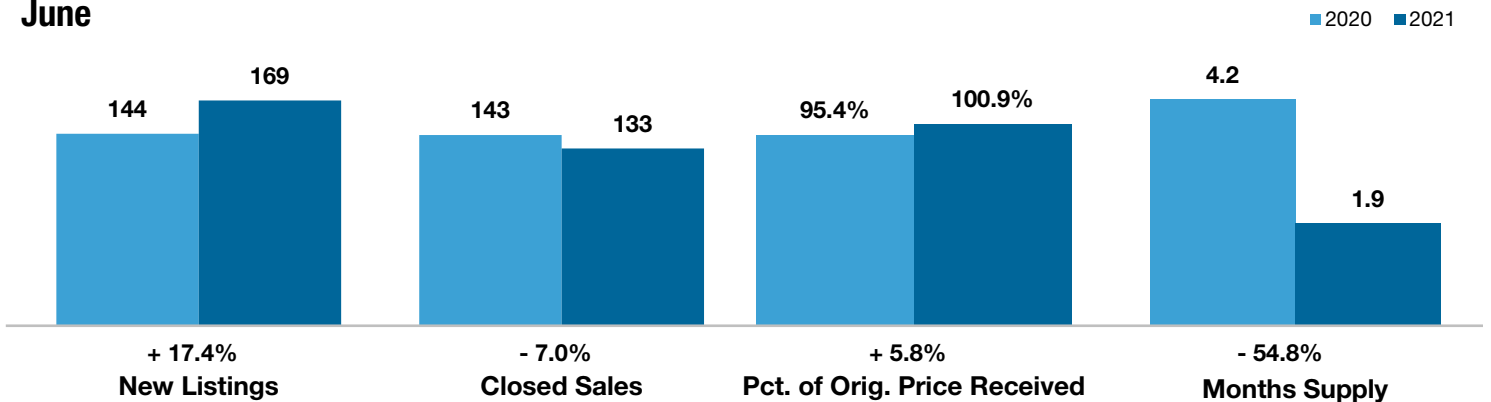


2 – Headwaters Region

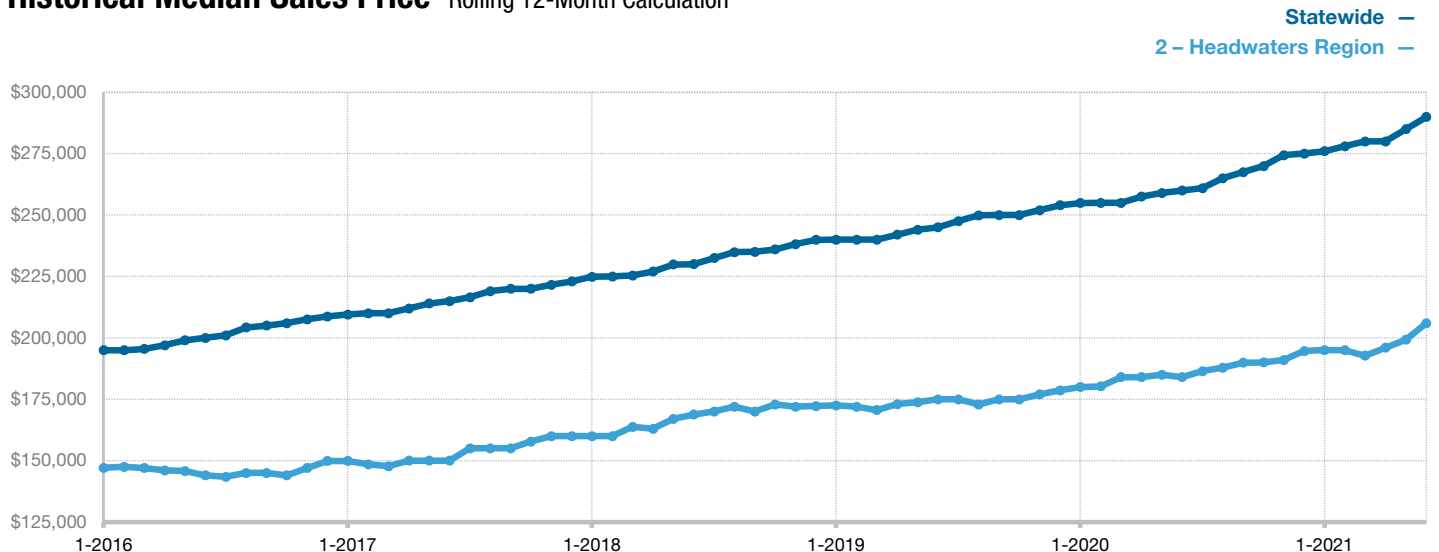
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	144	169	+ 17.4%	752	727	- 3.3%
Pending Sales	157	157	0.0%	562	613	+ 9.1%
Closed Sales	143	133	- 7.0%	412	492	+ 19.4%
Median Sales Price*	\$182,500	\$249,900	+ 36.9%	\$188,000	\$219,500	+ 16.8%
Percent of Original List Price Received*	95.4%	100.9%	+ 5.8%	95.0%	98.2%	+ 3.4%
Days on Market Until Sale	75	36	- 52.0%	76	54	- 28.9%
Months Supply of Inventory	4.2	1.9	- 54.8%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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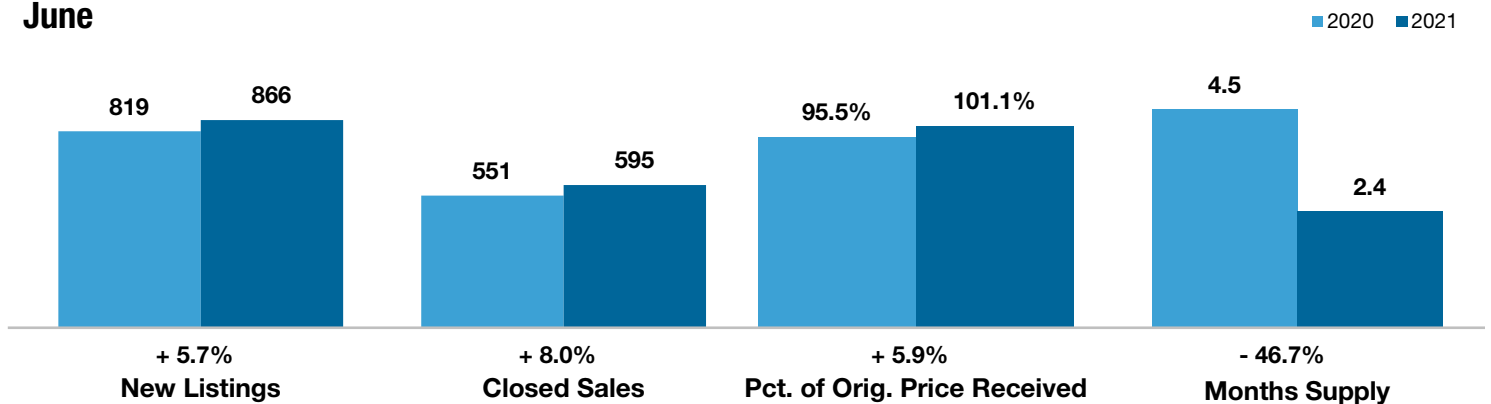


3 – Arrowhead Region

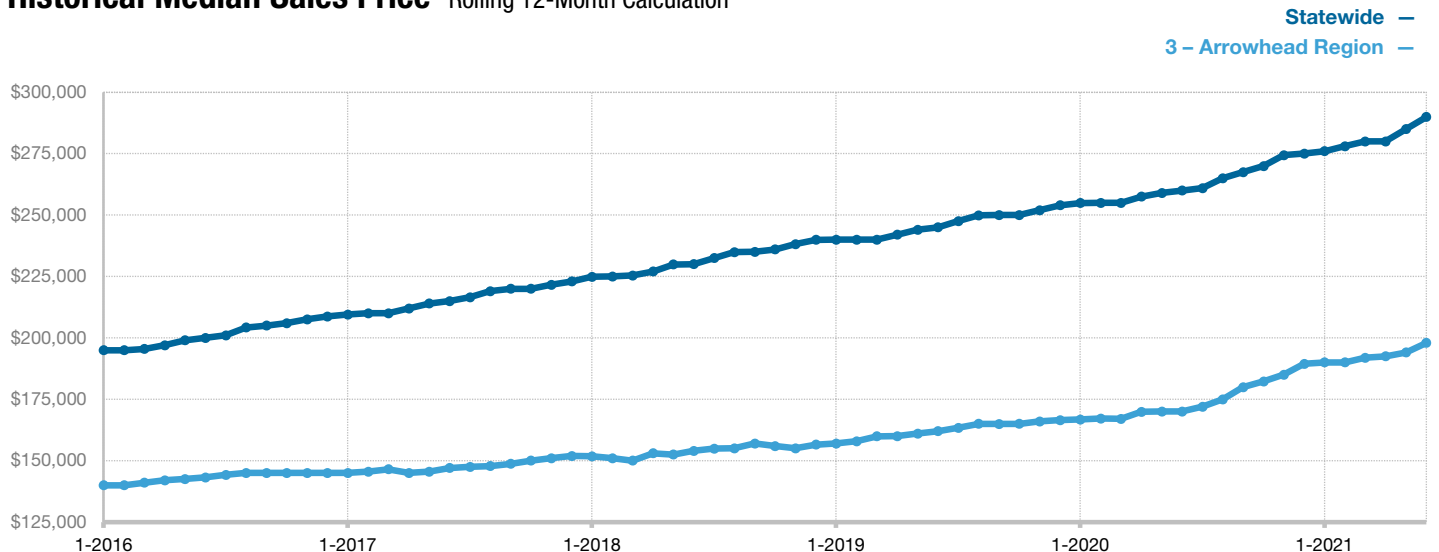
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	819	866	+ 5.7%	3,138	3,117	- 0.7%
Pending Sales	710	559	- 21.3%	2,486	2,566	+ 3.2%
Closed Sales	551	595	+ 8.0%	1,875	2,175	+ 16.0%
Median Sales Price*	\$184,350	\$229,450	+ 24.5%	\$173,000	\$200,000	+ 15.6%
Percent of Original List Price Received*	95.5%	101.1%	+ 5.9%	94.4%	98.5%	+ 4.3%
Days on Market Until Sale	79	36	- 54.4%	86	62	- 27.9%
Months Supply of Inventory	4.5	2.4	- 46.7%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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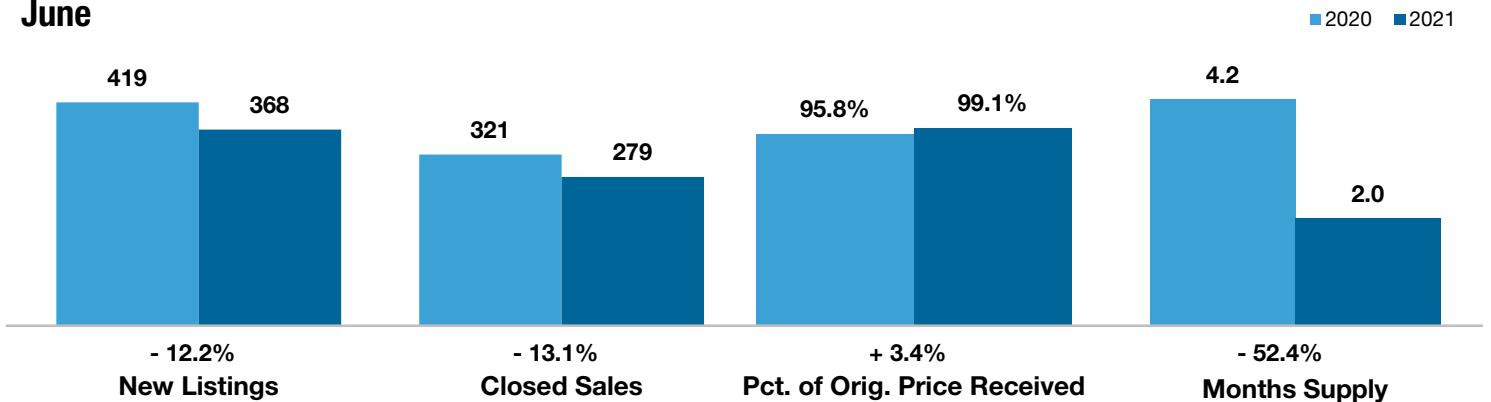


4 – West Central Region

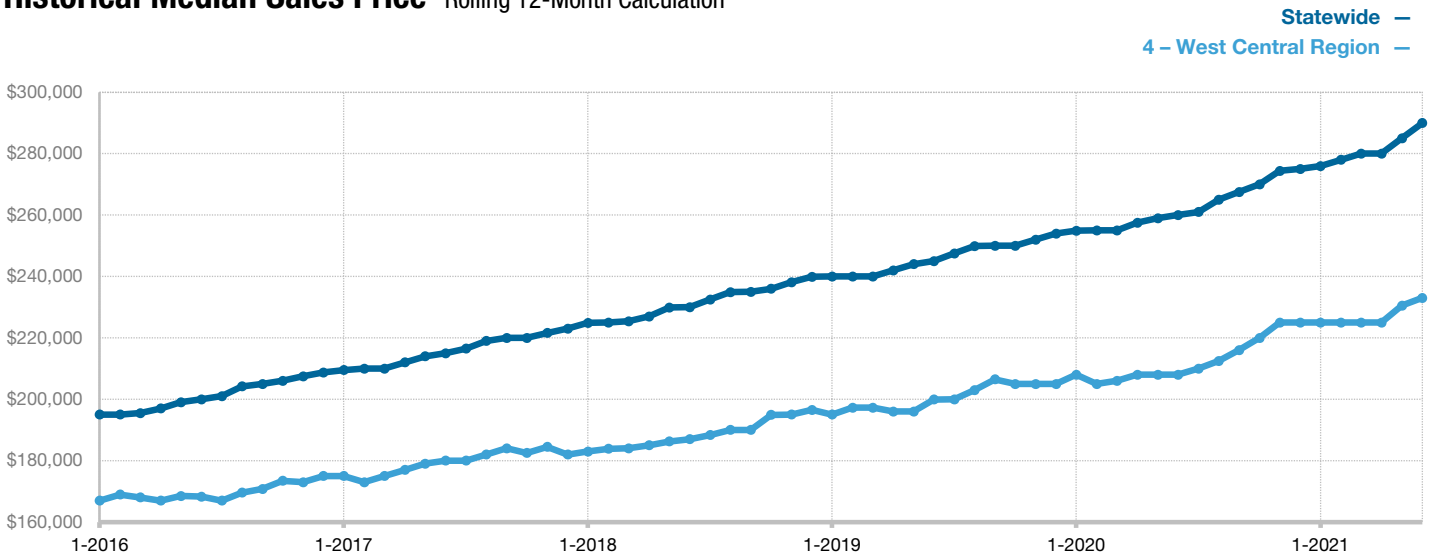
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	419	368	- 12.2%	1,807	1,523	- 15.7%
Pending Sales	358	294	- 17.9%	1,339	1,366	+ 2.0%
Closed Sales	321	279	- 13.1%	1,011	1,120	+ 10.8%
Median Sales Price*	\$217,000	\$229,000	+ 5.5%	\$203,900	\$230,000	+ 12.8%
Percent of Original List Price Received*	95.8%	99.1%	+ 3.4%	95.1%	97.3%	+ 2.3%
Days on Market Until Sale	59	39	- 33.9%	74	54	- 27.0%
Months Supply of Inventory	4.2	2.0	- 52.4%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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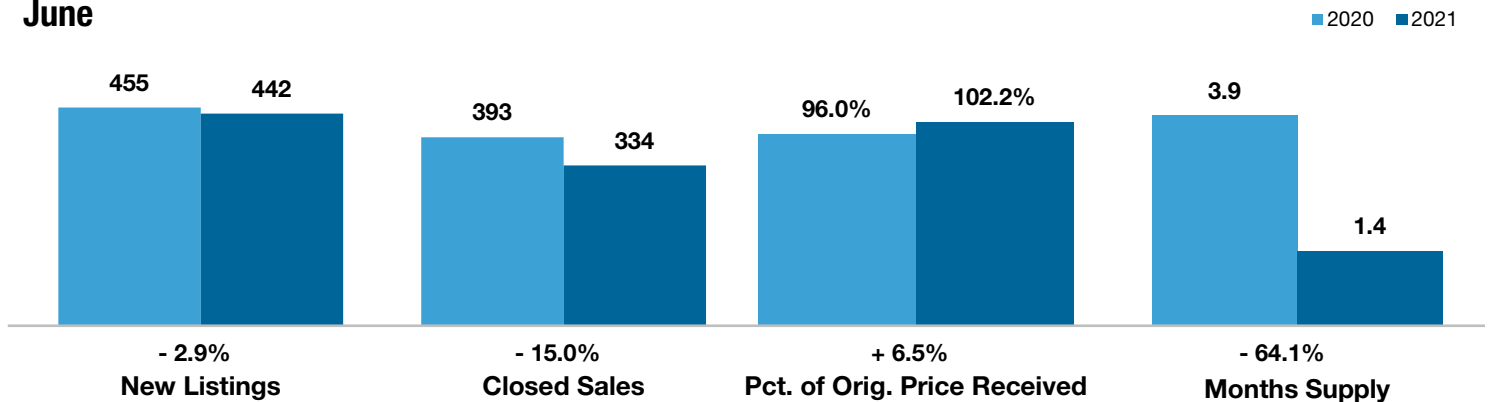


5 – North Central Region

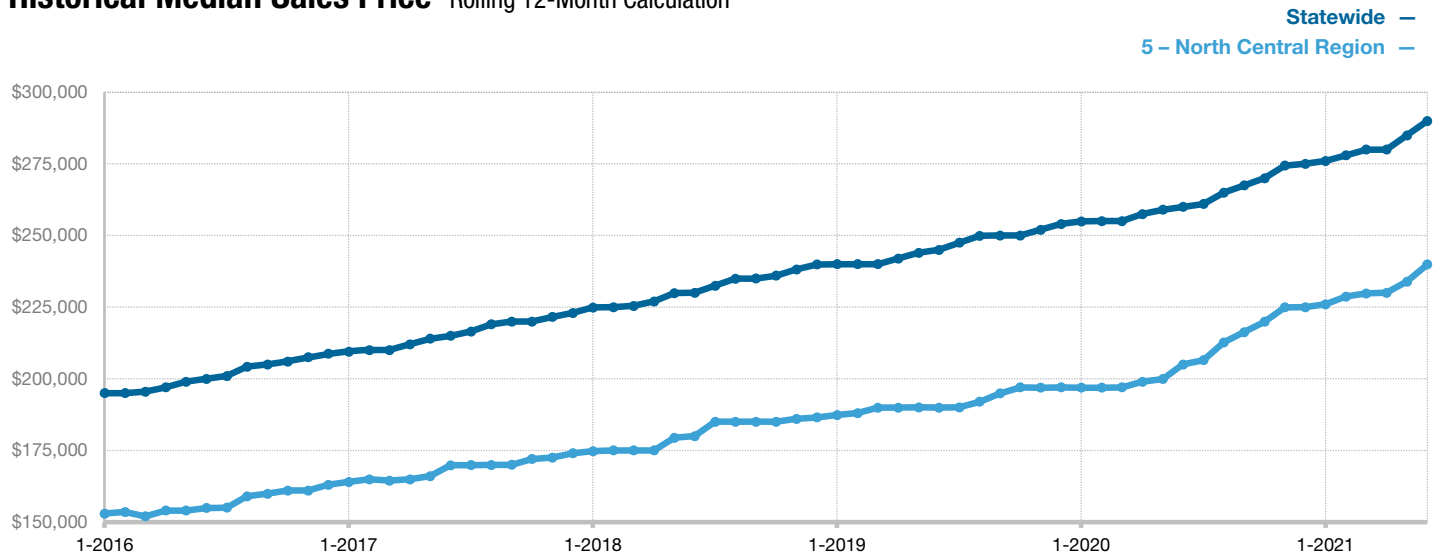
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	455	442	- 2.9%	2,015	1,741	- 13.6%
Pending Sales	462	350	- 24.2%	1,565	1,509	- 3.6%
Closed Sales	393	334	- 15.0%	1,249	1,299	+ 4.0%
Median Sales Price*	\$225,000	\$280,000	+ 24.4%	\$205,000	\$242,750	+ 18.4%
Percent of Original List Price Received*	96.0%	102.2%	+ 6.5%	95.1%	99.1%	+ 4.2%
Days on Market Until Sale	72	27	- 62.5%	80	45	- 43.8%
Months Supply of Inventory	3.9	1.4	- 64.1%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for June 2021

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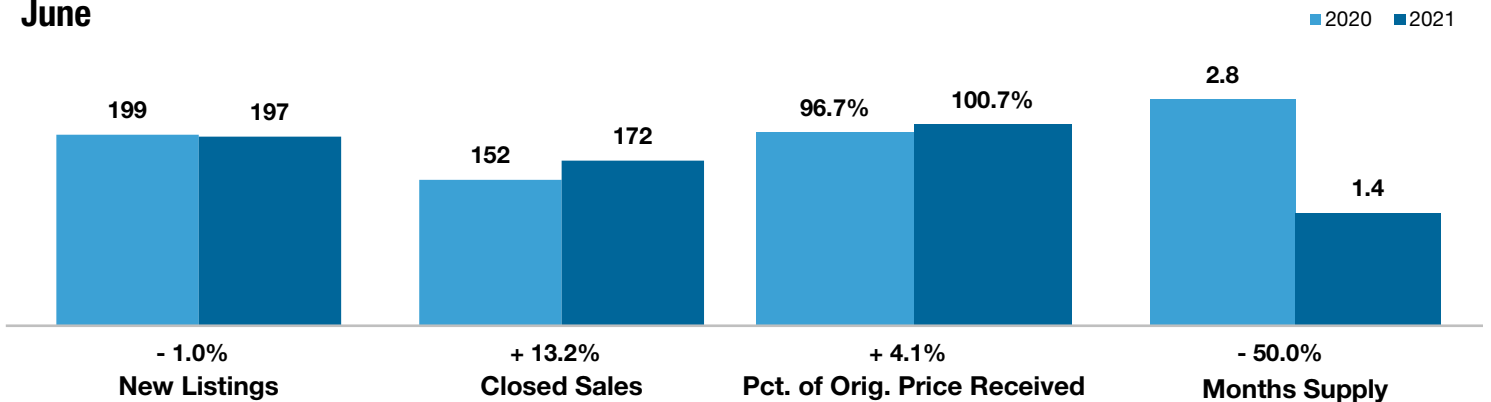


6E – Southwest Central Region

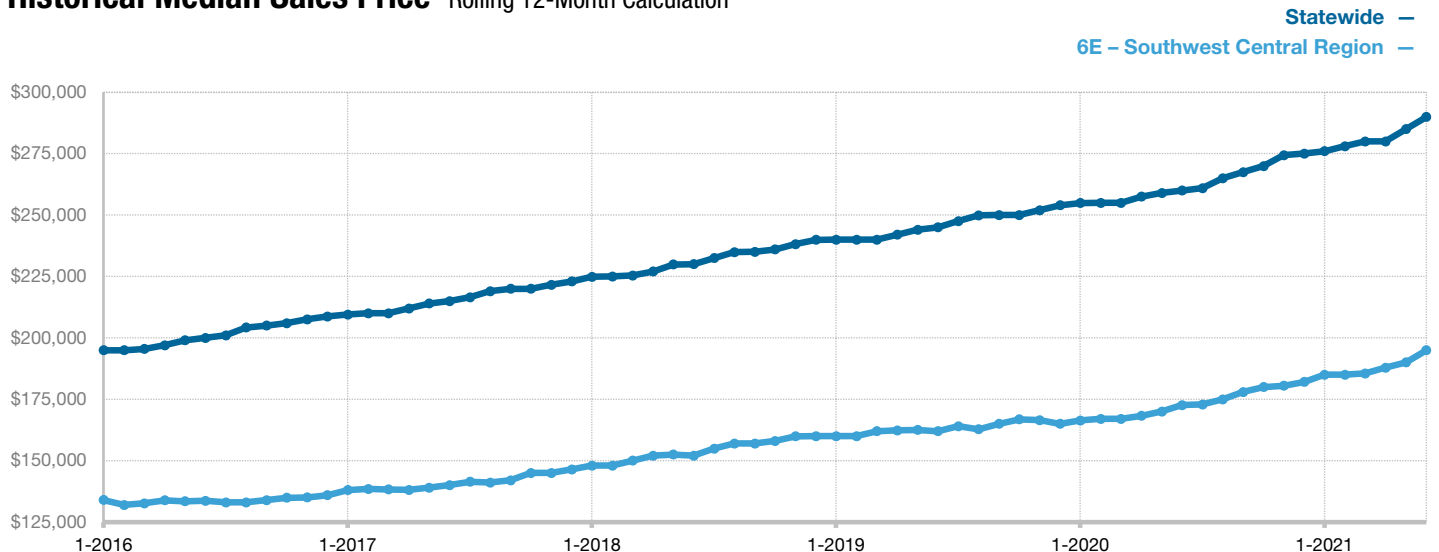
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	199	197	- 1.0%	881	916	+ 4.0%
Pending Sales	174	176	+ 1.1%	770	800	+ 3.9%
Closed Sales	152	172	+ 13.2%	646	694	+ 7.4%
Median Sales Price*	\$181,500	\$225,900	+ 24.5%	\$177,625	\$210,000	+ 18.2%
Percent of Original List Price Received*	96.7%	100.7%	+ 4.1%	95.9%	99.4%	+ 3.6%
Days on Market Until Sale	67	30	- 55.2%	69	39	- 43.5%
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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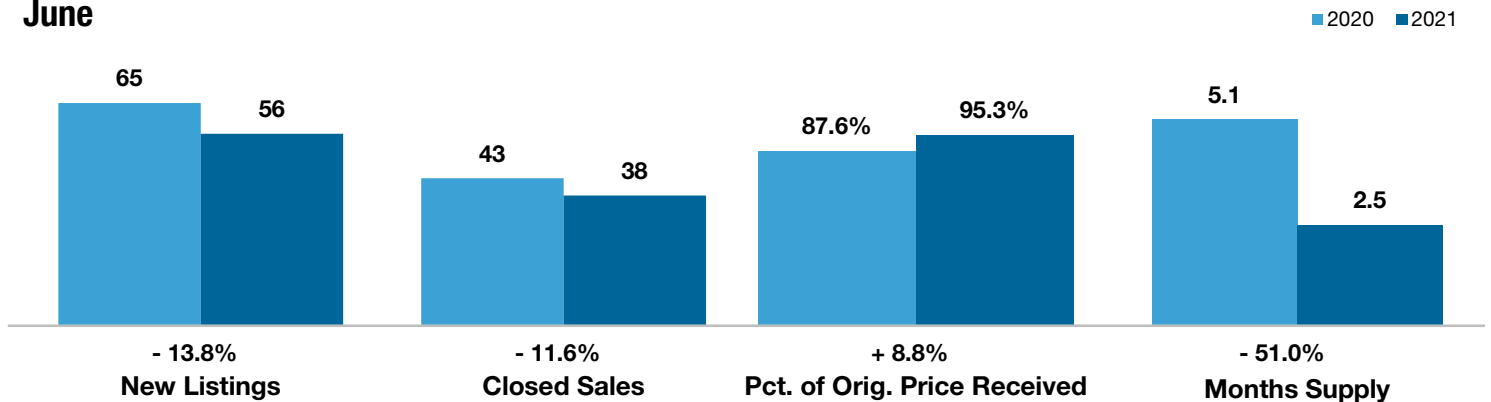


6W – Upper Minnesota Valley Region

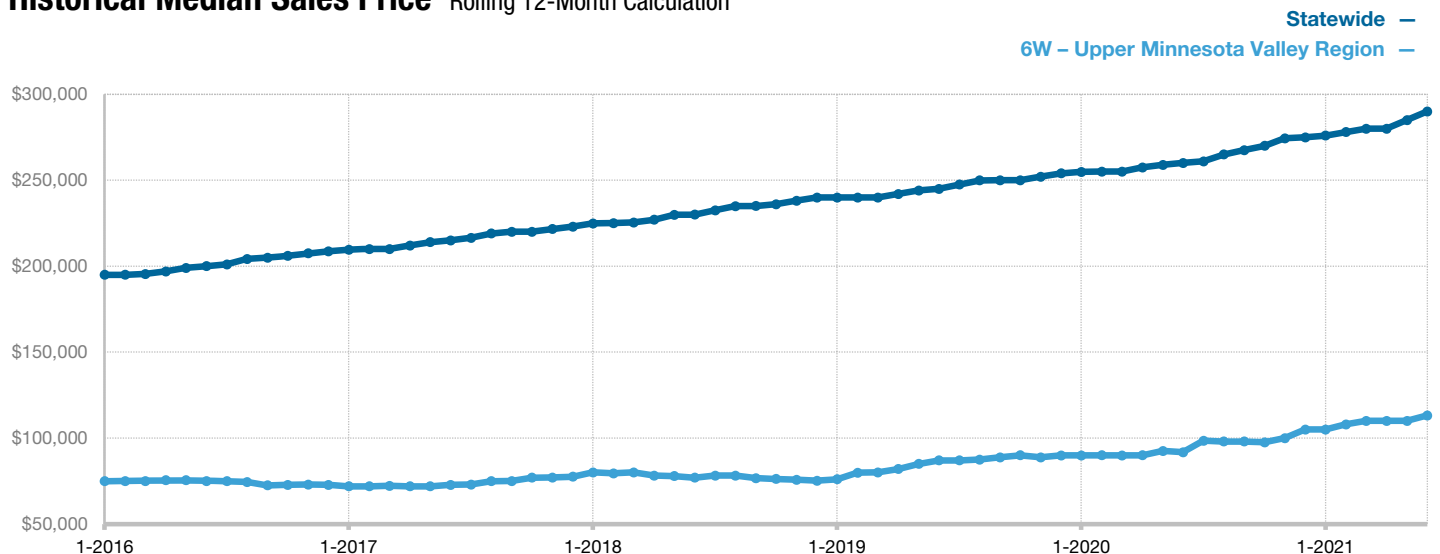
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	65	56	- 13.8%	227	240	+ 5.7%
Pending Sales	47	46	- 2.1%	176	229	+ 30.1%
Closed Sales	43	38	- 11.6%	158	218	+ 38.0%
Median Sales Price*	\$99,000	\$130,500	+ 31.8%	\$93,450	\$117,000	+ 25.2%
Percent of Original List Price Received*	87.6%	95.3%	+ 8.8%	88.9%	91.9%	+ 3.4%
Days on Market Until Sale	126	59	- 53.2%	116	93	- 19.8%
Months Supply of Inventory	5.1	2.5	- 51.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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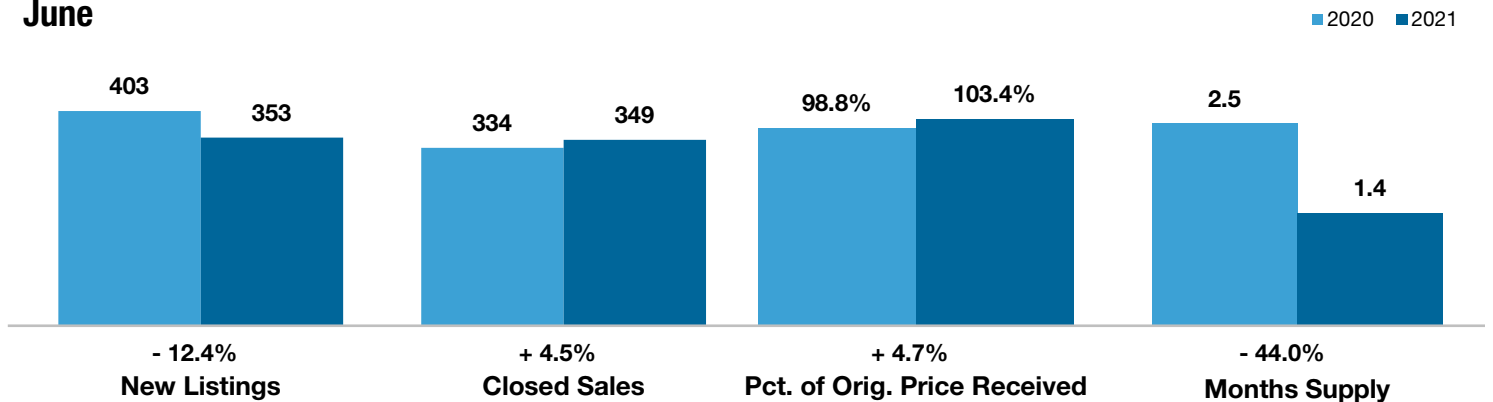


7E – East Central Region

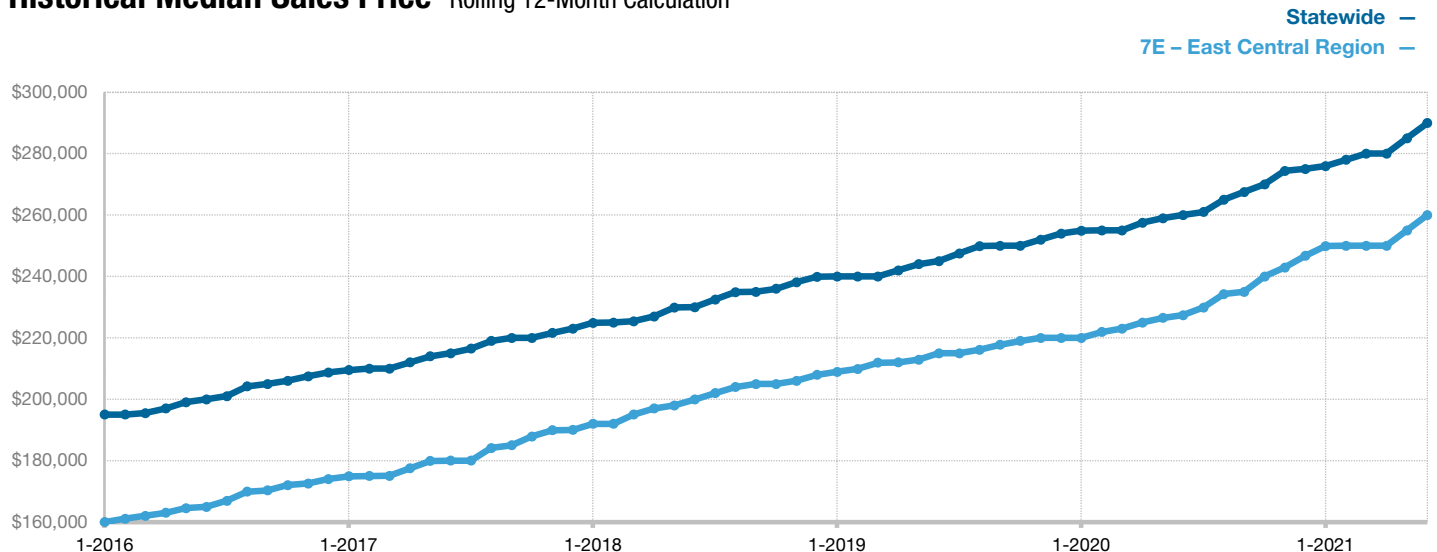
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	403	353	- 12.4%	1,881	1,795	- 4.6%
Pending Sales	371	315	- 15.1%	1,491	1,540	+ 3.3%
Closed Sales	334	349	+ 4.5%	1,249	1,345	+ 7.7%
Median Sales Price*	\$238,500	\$304,400	+ 27.6%	\$234,900	\$273,000	+ 16.2%
Percent of Original List Price Received*	98.8%	103.4%	+ 4.7%	97.7%	101.7%	+ 4.1%
Days on Market Until Sale	48	24	- 50.0%	56	33	- 41.1%
Months Supply of Inventory	2.5	1.4	- 44.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for June 2021

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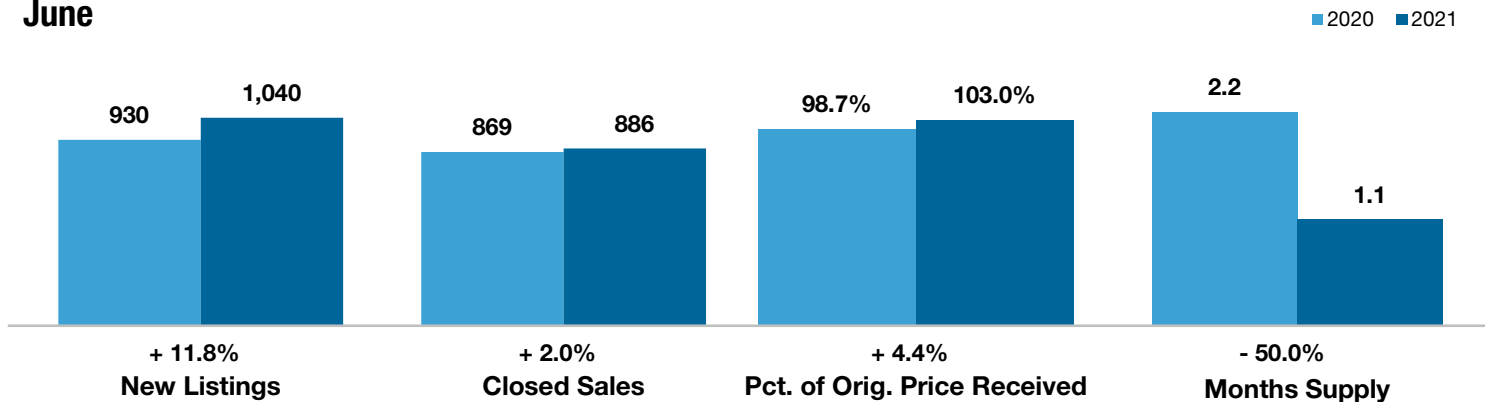


7W – Central Region

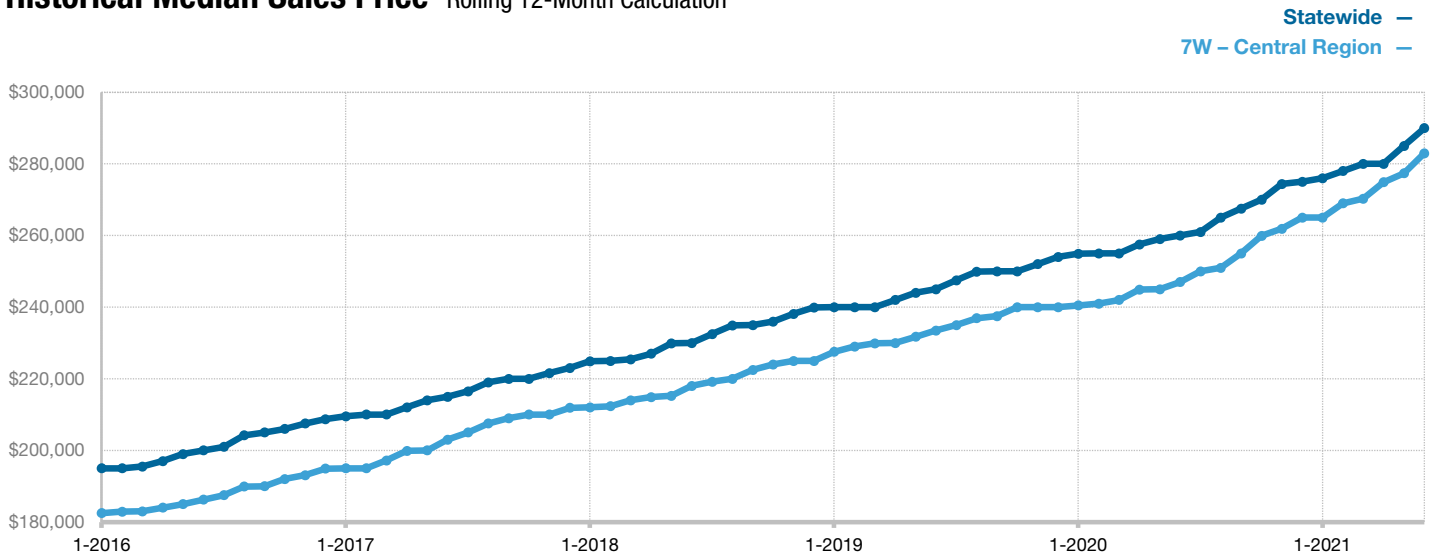
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	930	1,040	+ 11.8%	5,072	4,943	- 2.5%
Pending Sales	975	852	- 12.6%	3,996	4,209	+ 5.3%
Closed Sales	869	886	+ 2.0%	3,266	3,514	+ 7.6%
Median Sales Price*	\$260,000	\$310,000	+ 19.2%	\$251,464	\$299,900	+ 19.3%
Percent of Original List Price Received*	98.7%	103.0%	+ 4.4%	98.2%	101.7%	+ 3.6%
Days on Market Until Sale	42	24	- 42.9%	50	32	- 36.0%
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for June 2021

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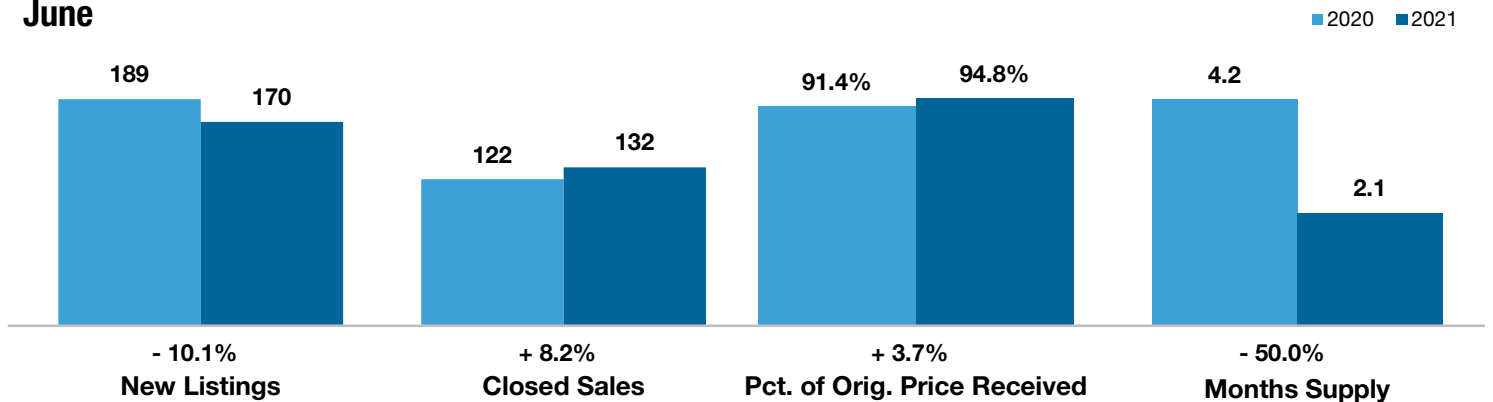


8 – Southwest Region

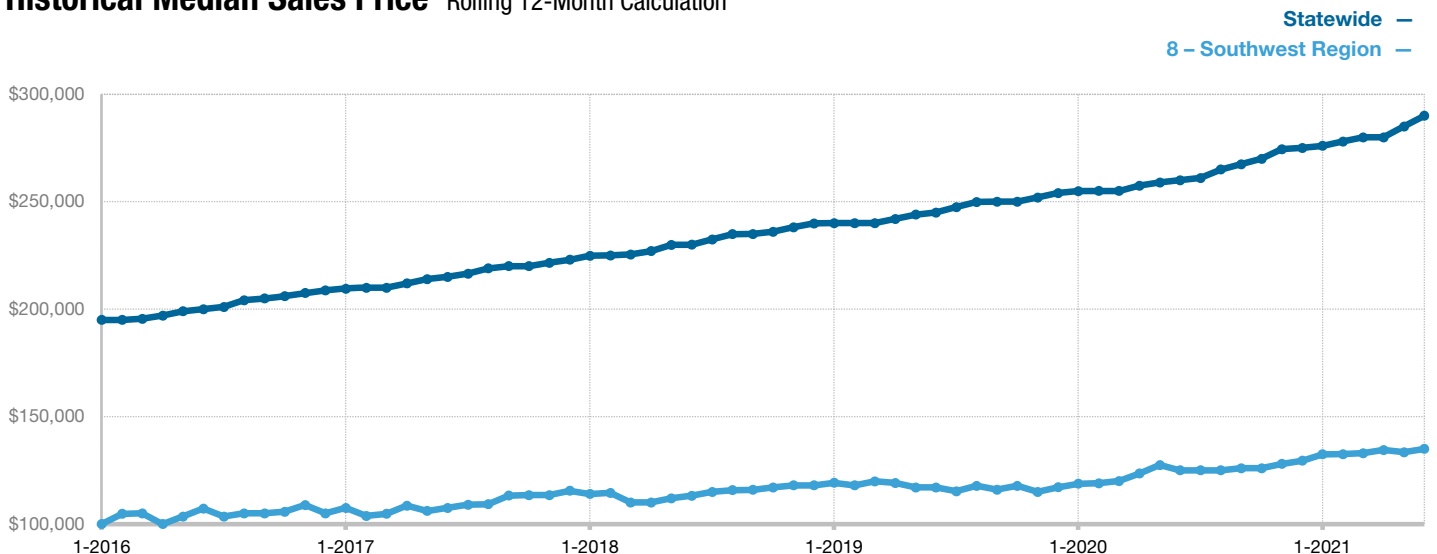
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	189	170	- 10.1%	683	659	- 3.5%
Pending Sales	141	140	- 0.7%	557	619	+ 11.1%
Closed Sales	122	132	+ 8.2%	443	545	+ 23.0%
Median Sales Price*	\$115,500	\$136,650	+ 18.3%	\$125,000	\$138,100	+ 10.5%
Percent of Original List Price Received*	91.4%	94.8%	+ 3.7%	91.0%	94.6%	+ 4.0%
Days on Market Until Sale	92	61	- 33.7%	100	76	- 24.0%
Months Supply of Inventory	4.2	2.1	- 50.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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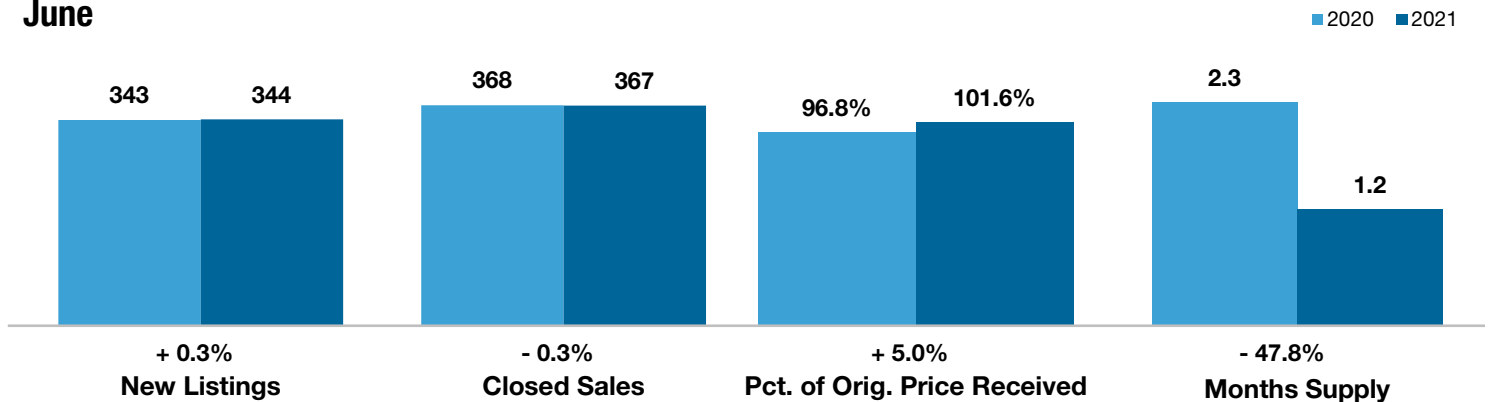


9 – South Central Region

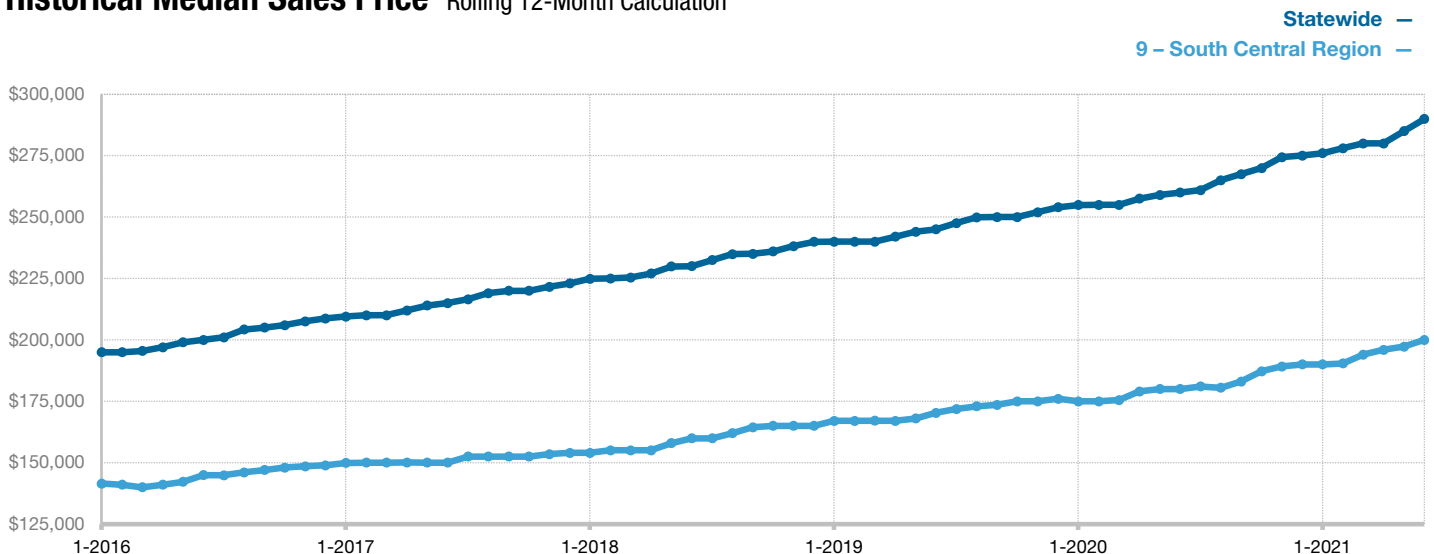
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	343	344	+ 0.3%	1,771	1,740	- 1.8%
Pending Sales	397	297	- 25.2%	1,690	1,615	- 4.4%
Closed Sales	368	367	- 0.3%	1,378	1,433	+ 4.0%
Median Sales Price*	\$186,000	\$225,000	+ 21.0%	\$181,000	\$205,300	+ 13.4%
Percent of Original List Price Received*	96.8%	101.6%	+ 5.0%	95.5%	99.0%	+ 3.7%
Days on Market Until Sale	99	59	- 40.4%	105	71	- 32.4%
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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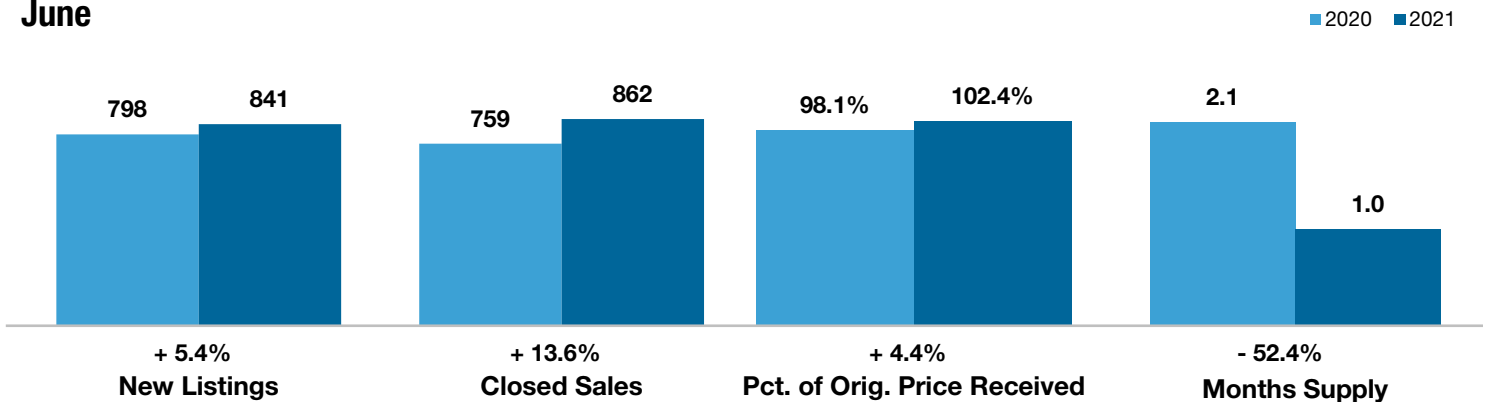


10 – Southeast Region

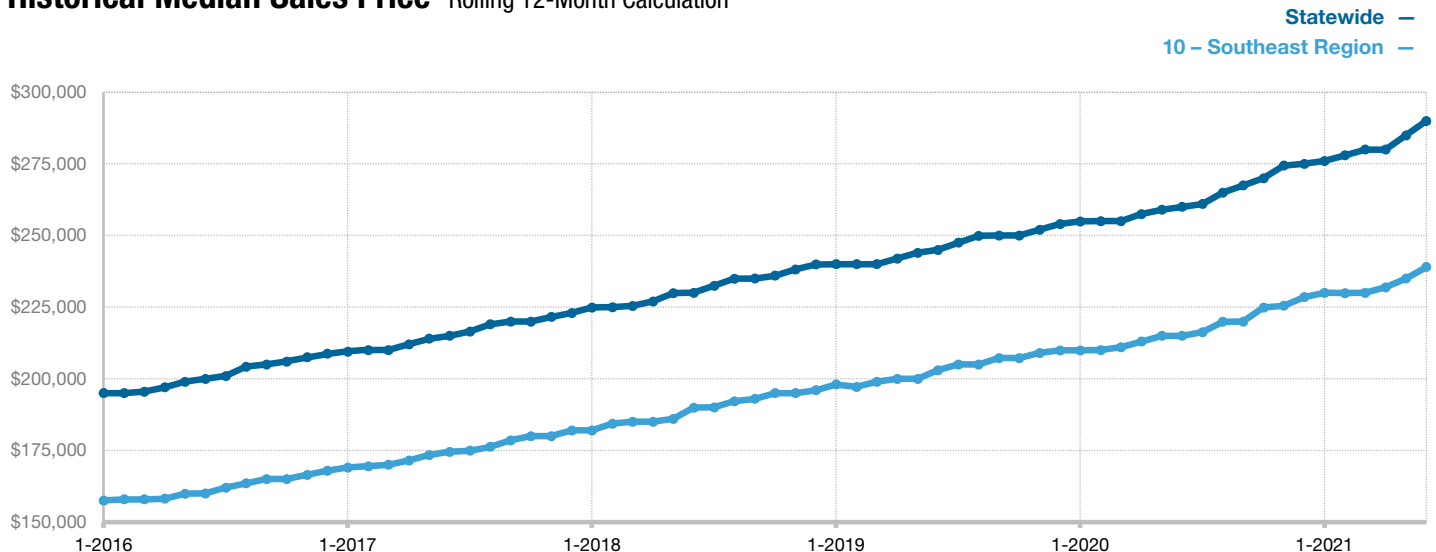
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	798	841	+ 5.4%	4,083	4,076	- 0.2%
Pending Sales	854	721	- 15.6%	3,631	3,822	+ 5.3%
Closed Sales	759	862	+ 13.6%	3,033	3,295	+ 8.6%
Median Sales Price*	\$233,950	\$272,000	+ 16.3%	\$223,000	\$245,500	+ 10.1%
Percent of Original List Price Received*	98.1%	102.4%	+ 4.4%	97.1%	100.4%	+ 3.4%
Days on Market Until Sale	51	24	- 52.9%	60	36	- 40.0%
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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June



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Local Market Update for June 2021

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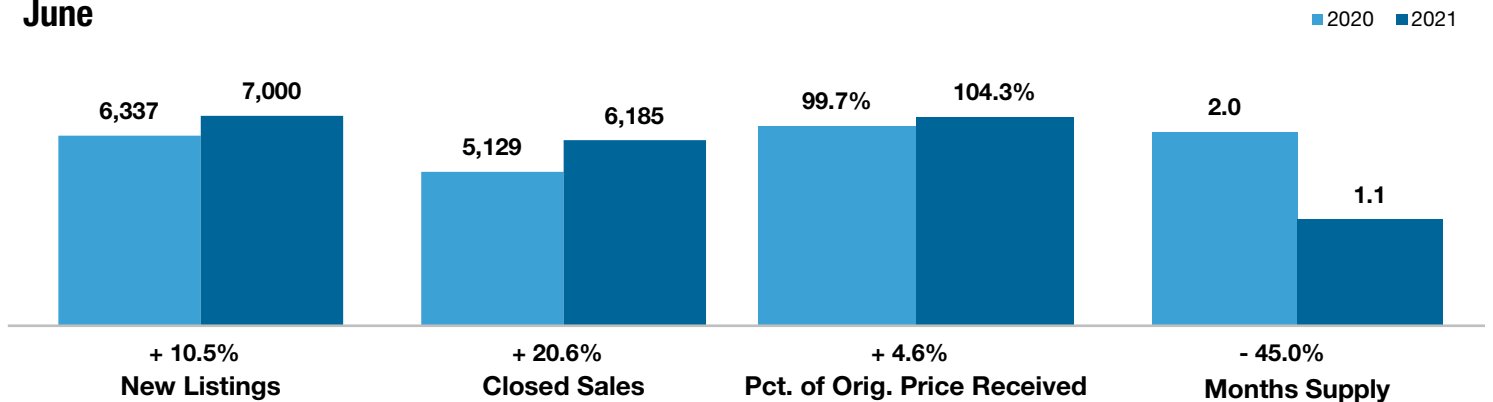


11 – 7-County Twin Cities Region

Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	6,337	7,000	+ 10.5%	31,721	32,877	+ 3.6%
Pending Sales	5,642	5,663	+ 0.4%	25,126	28,282	+ 12.6%
Closed Sales	5,129	6,185	+ 20.6%	21,704	24,694	+ 13.8%
Median Sales Price*	\$315,000	\$355,000	+ 12.7%	\$301,200	\$339,000	+ 12.5%
Percent of Original List Price Received*	99.7%	104.3%	+ 4.6%	99.2%	102.8%	+ 3.6%
Days on Market Until Sale	32	20	- 37.5%	39	28	- 28.2%
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation

