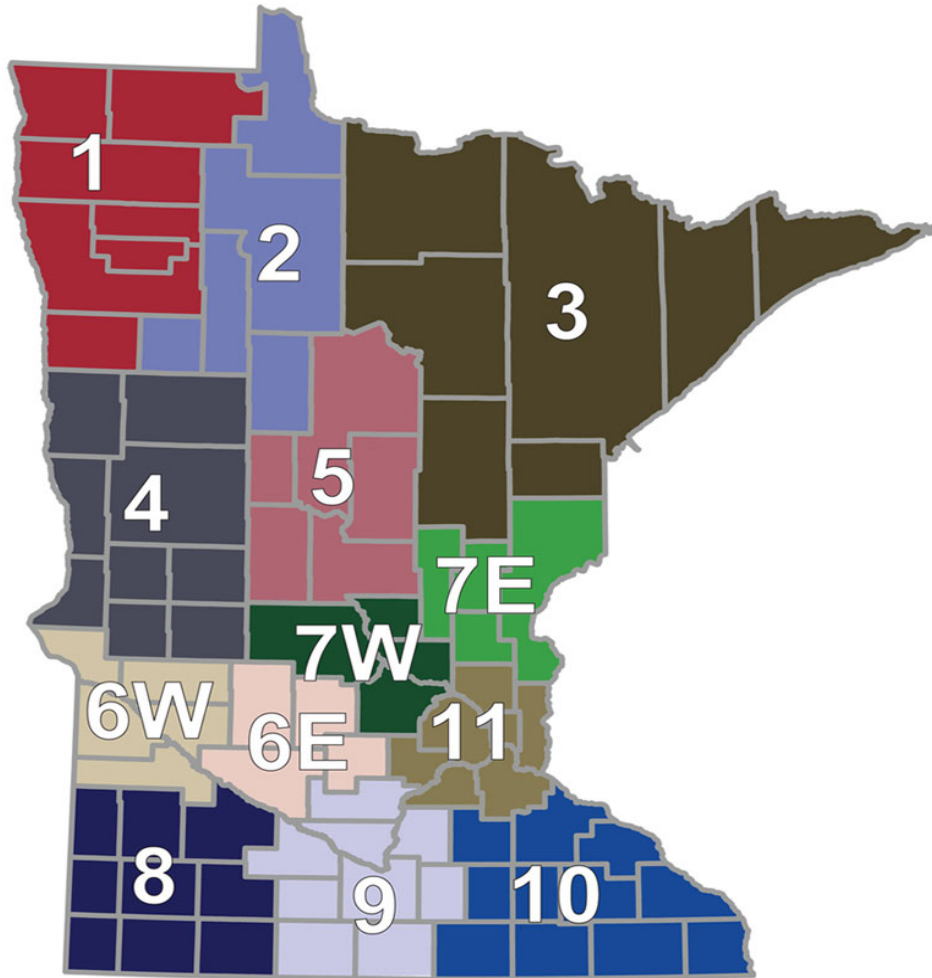


## Minnesota Regional Development Organizations



- 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 March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

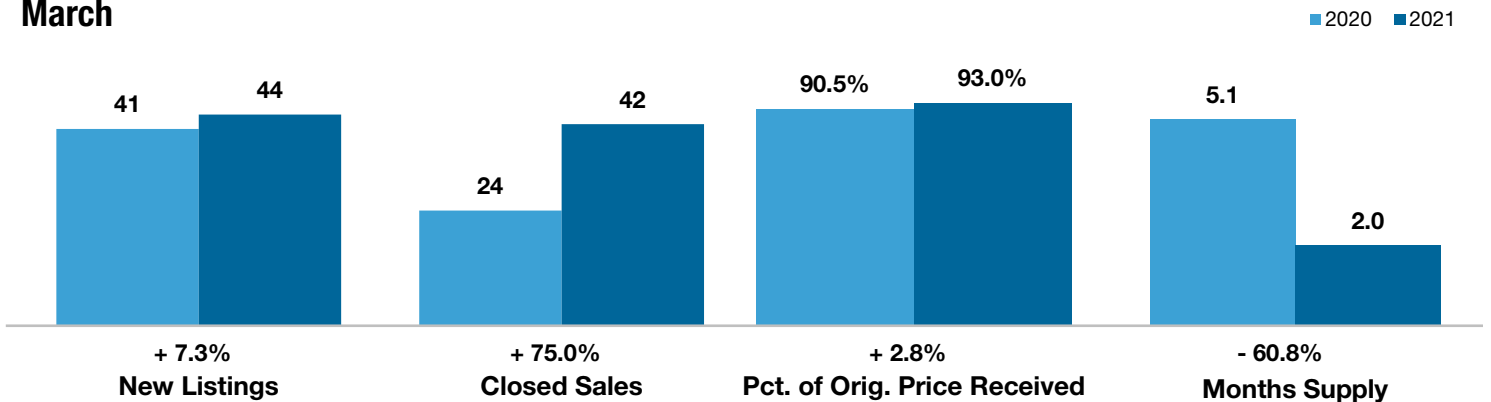


## 1 – Northwest Region

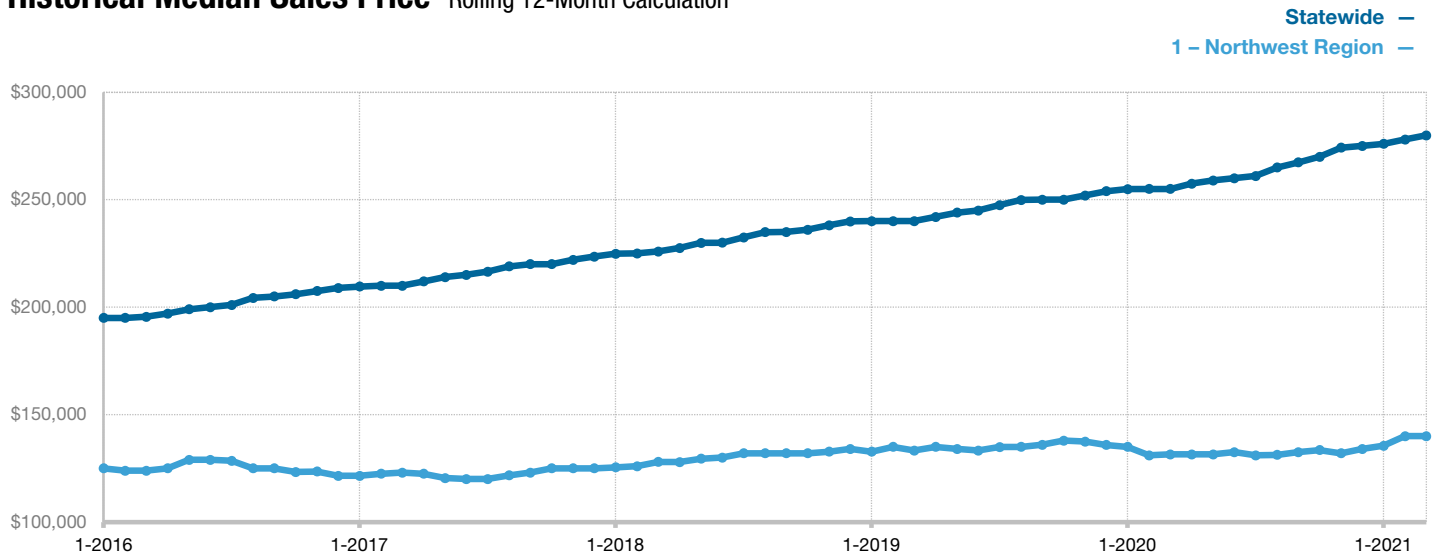
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	41	<b>44</b>	+ 7.3%	119	<b>90</b>	- 24.4%
Pending Sales	42	<b>40</b>	- 4.8%	102	<b>106</b>	+ 3.9%
Closed Sales	24	<b>42</b>	+ 75.0%	77	<b>117</b>	+ 51.9%
Median Sales Price*	\$128,875	<b>\$128,250</b>	- 0.5%	\$106,000	<b>\$140,000</b>	+ 32.1%
Percent of Original List Price Received*	90.5%	<b>93.0%</b>	+ 2.8%	91.4%	<b>93.9%</b>	+ 2.7%
Days on Market Until Sale	109	<b>98</b>	- 10.1%	89	<b>77</b>	- 13.5%
Months Supply of Inventory	5.1	<b>2.0</b>	- 60.8%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

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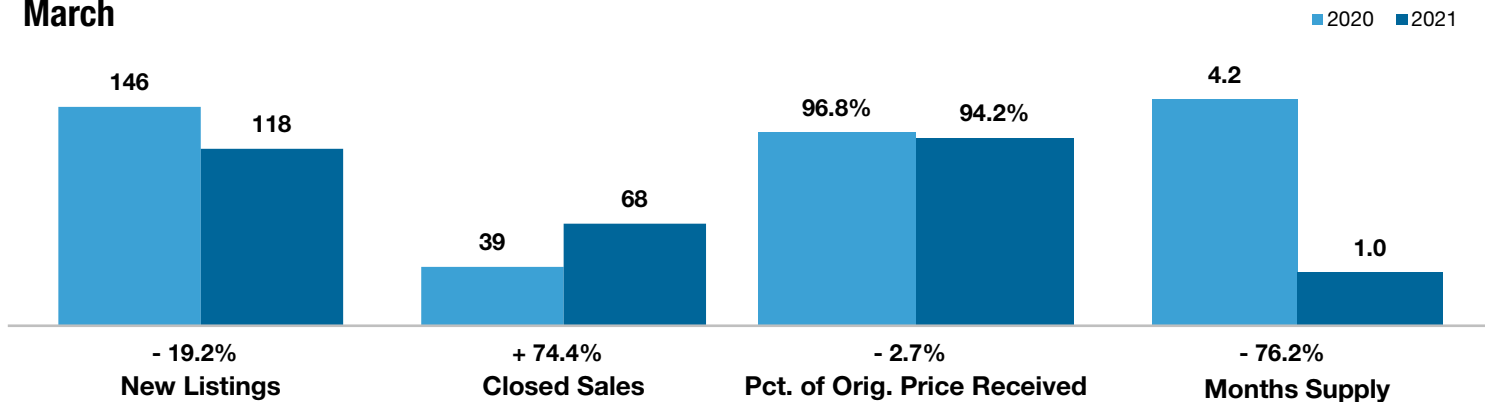


## 2 – Headwaters Region

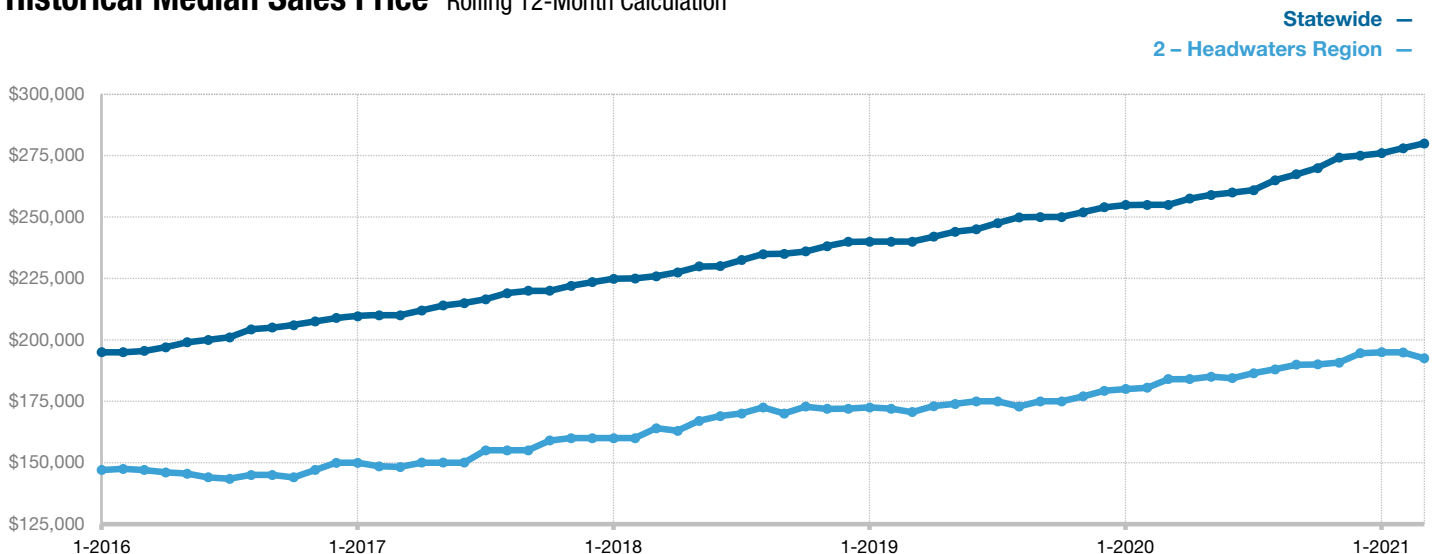
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	146	<b>118</b>	- 19.2%	294	<b>223</b>	- 24.1%
Pending Sales	69	<b>105</b>	+ 52.2%	173	<b>232</b>	+ 34.1%
Closed Sales	39	<b>68</b>	+ 74.4%	118	<b>184</b>	+ 55.9%
Median Sales Price*	\$208,000	<b>\$169,900</b>	- 18.3%	\$190,500	<b>\$182,400</b>	- 4.3%
Percent of Original List Price Received*	96.8%	<b>94.2%</b>	- 2.7%	94.5%	<b>95.0%</b>	+ 0.5%
Days on Market Until Sale	89	<b>71</b>	- 20.2%	78	<b>71</b>	- 9.0%
Months Supply of Inventory	4.2	<b>1.0</b>	- 76.2%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

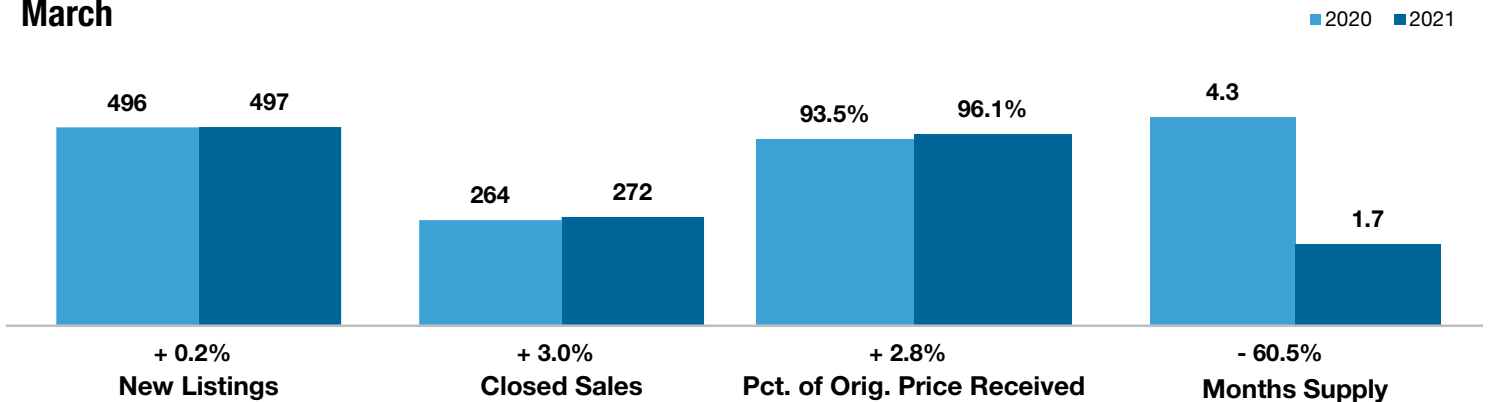


## 3 – Arrowhead Region

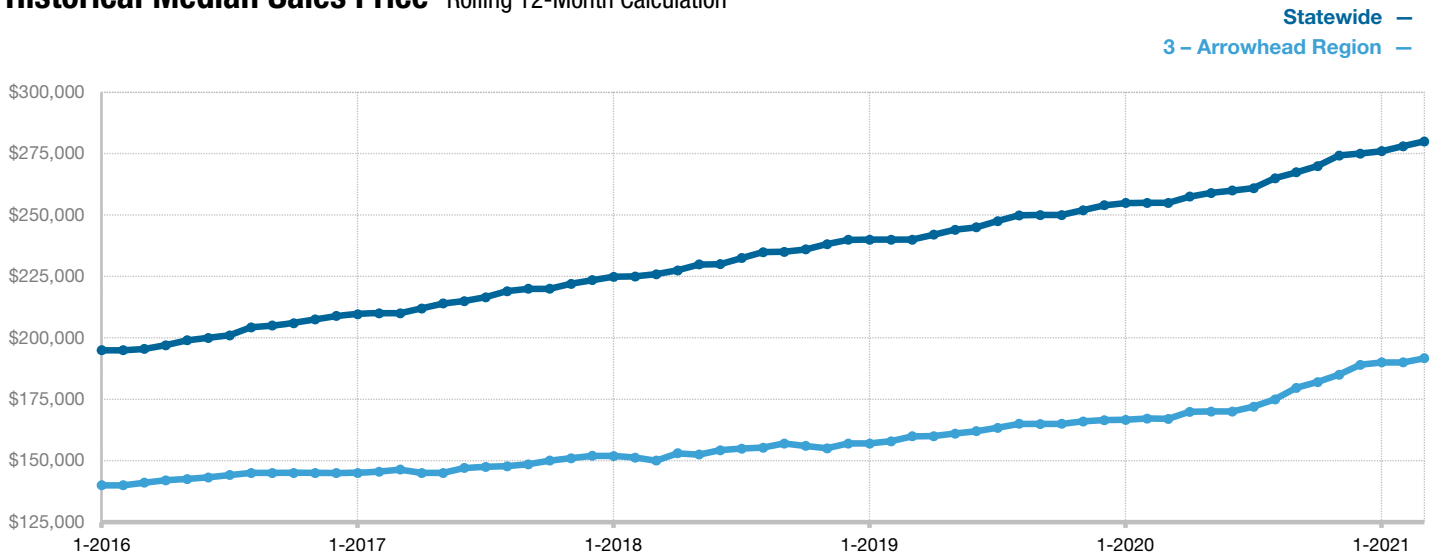
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	496	<b>497</b>	+ 0.2%	1,135	<b>933</b>	- 17.8%
Pending Sales	335	<b>362</b>	+ 8.1%	865	<b>855</b>	- 1.2%
Closed Sales	264	<b>272</b>	+ 3.0%	670	<b>758</b>	+ 13.1%
Median Sales Price*	\$162,000	<b>\$191,000</b>	+ 17.9%	\$155,000	<b>\$185,000</b>	+ 19.4%
Percent of Original List Price Received*	93.5%	<b>96.1%</b>	+ 2.8%	92.5%	<b>95.3%</b>	+ 3.0%
Days on Market Until Sale	98	<b>79</b>	- 19.4%	97	<b>77</b>	- 20.6%
Months Supply of Inventory	4.3	<b>1.7</b>	- 60.5%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2021

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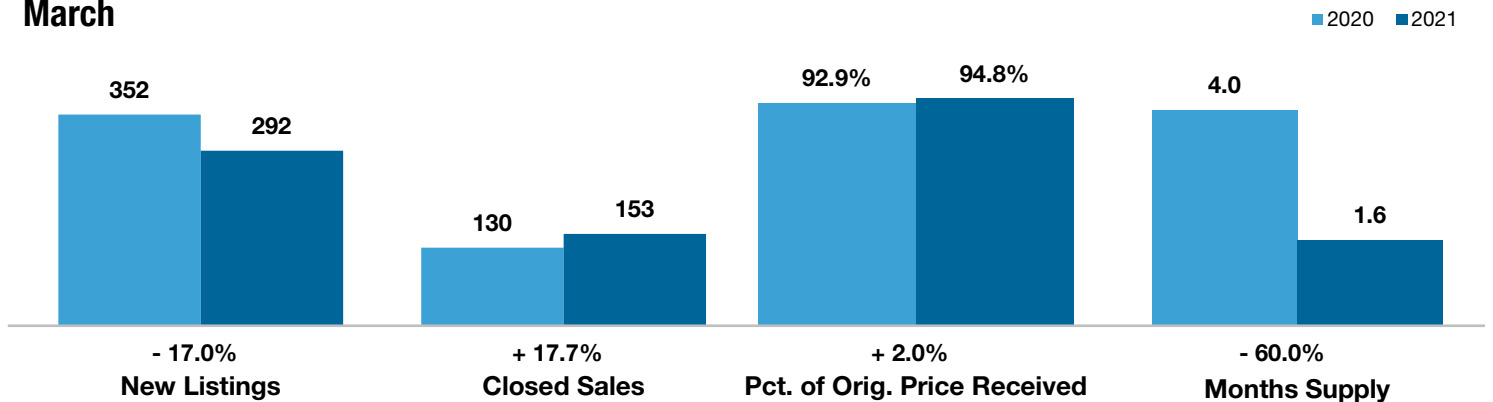


## 4 – West Central Region

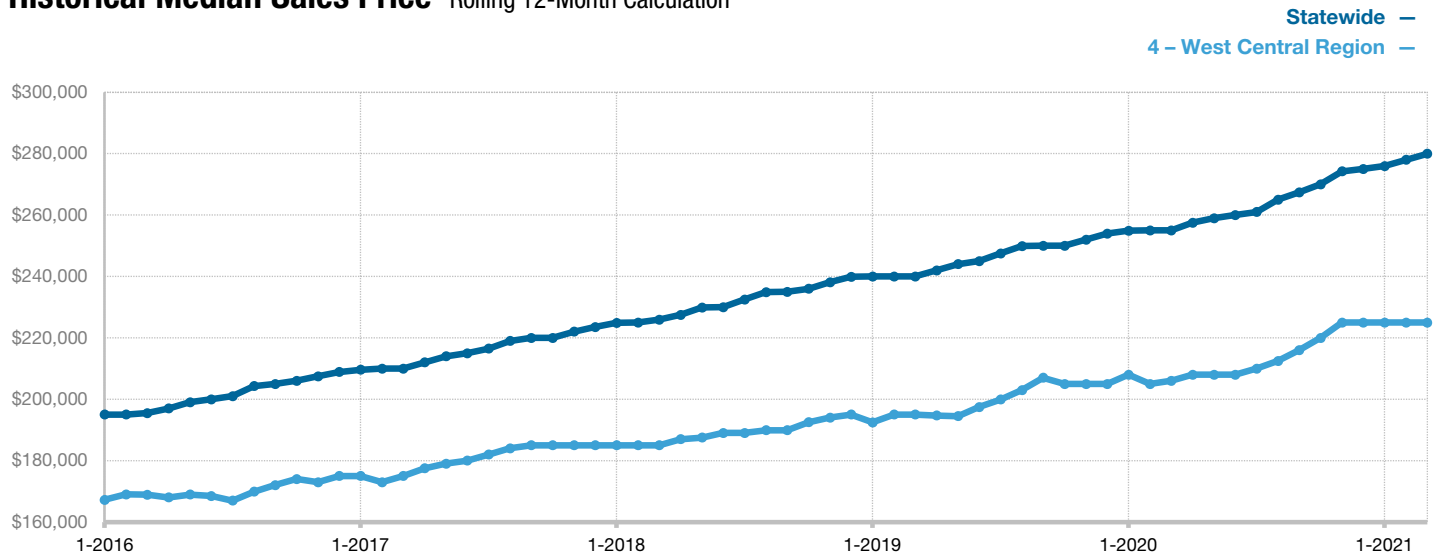
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	352	<b>292</b>	- 17.0%	700	<b>558</b>	- 20.3%
Pending Sales	187	<b>206</b>	+ 10.2%	423	<b>505</b>	+ 19.4%
Closed Sales	130	<b>153</b>	+ 17.7%	318	<b>383</b>	+ 20.4%
Median Sales Price*	\$198,000	<b>\$193,500</b>	- 2.3%	\$192,750	<b>\$196,750</b>	+ 2.1%
Percent of Original List Price Received*	92.9%	<b>94.8%</b>	+ 2.0%	93.7%	<b>94.7%</b>	+ 1.1%
Days on Market Until Sale	97	<b>82</b>	- 15.5%	87	<b>72</b>	- 17.2%
Months Supply of Inventory	4.0	<b>1.6</b>	- 60.0%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

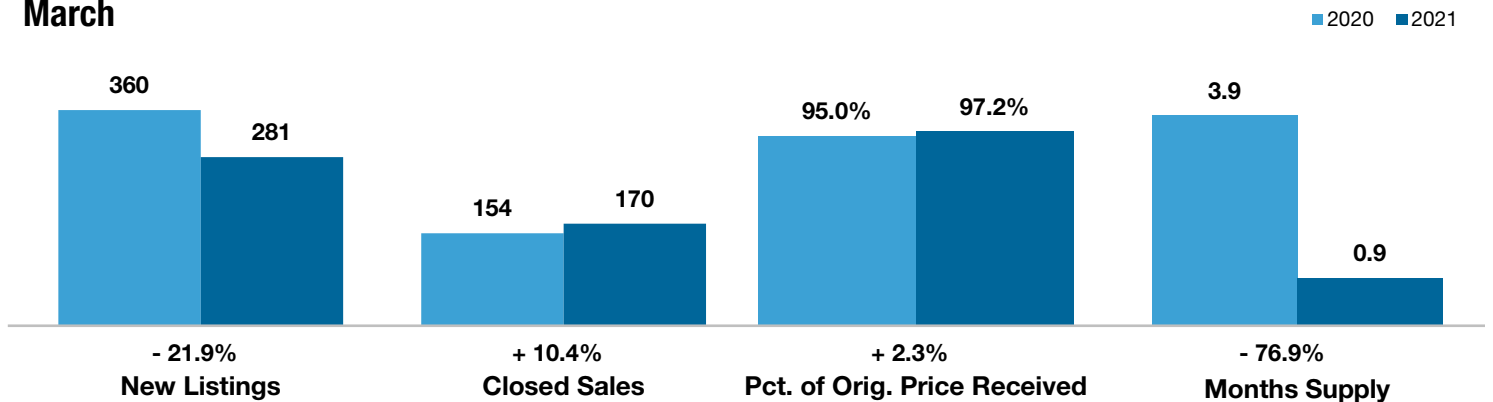


## 5 – North Central Region

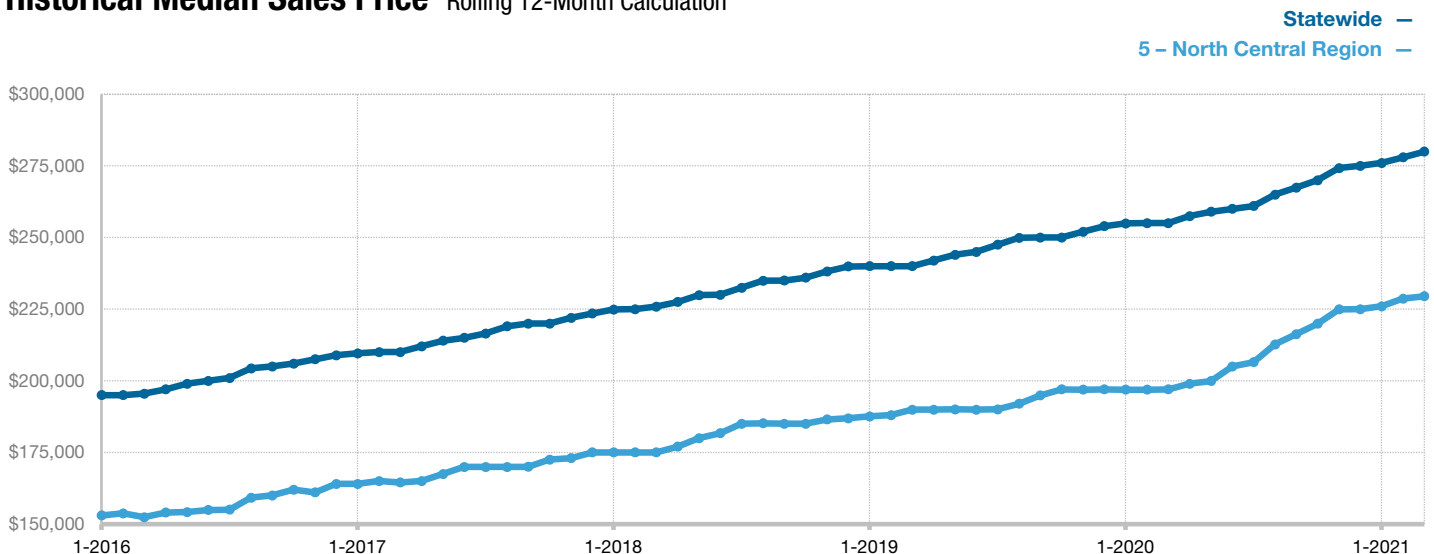
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	360	<b>281</b>	- 21.9%	775	<b>601</b>	- 22.5%
Pending Sales	235	<b>264</b>	+ 12.3%	522	<b>584</b>	+ 11.9%
Closed Sales	154	<b>170</b>	+ 10.4%	392	<b>483</b>	+ 23.2%
Median Sales Price*	\$179,950	<b>\$195,000</b>	+ 8.4%	\$170,000	<b>\$206,000</b>	+ 21.2%
Percent of Original List Price Received*	95.0%	<b>97.2%</b>	+ 2.3%	93.5%	<b>96.4%</b>	+ 3.1%
Days on Market Until Sale	101	<b>57</b>	- 43.6%	97	<b>60</b>	- 38.1%
Months Supply of Inventory	3.9	<b>0.9</b>	- 76.9%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2021

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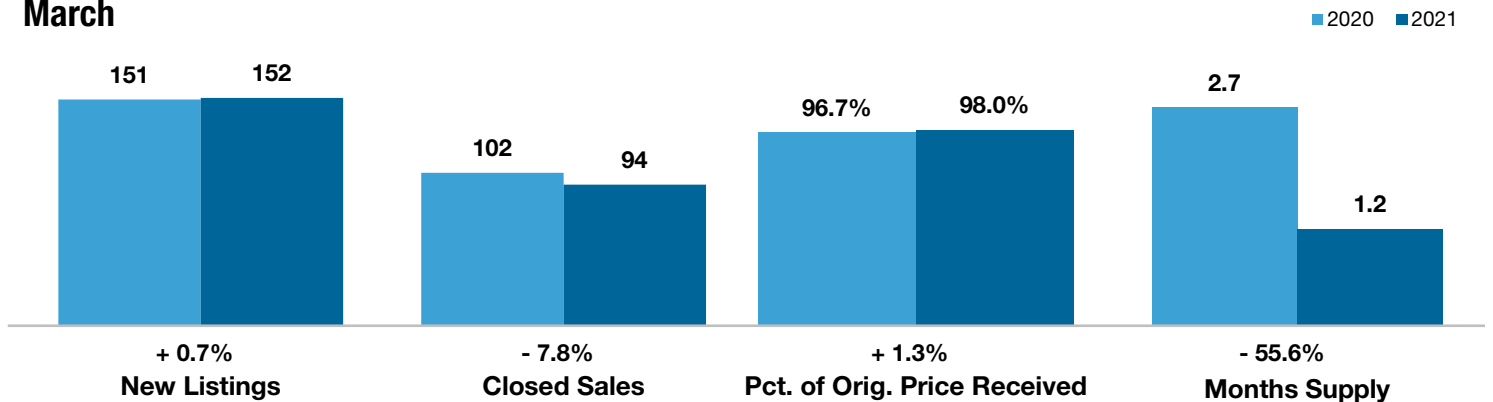


## 6E – Southwest Central Region

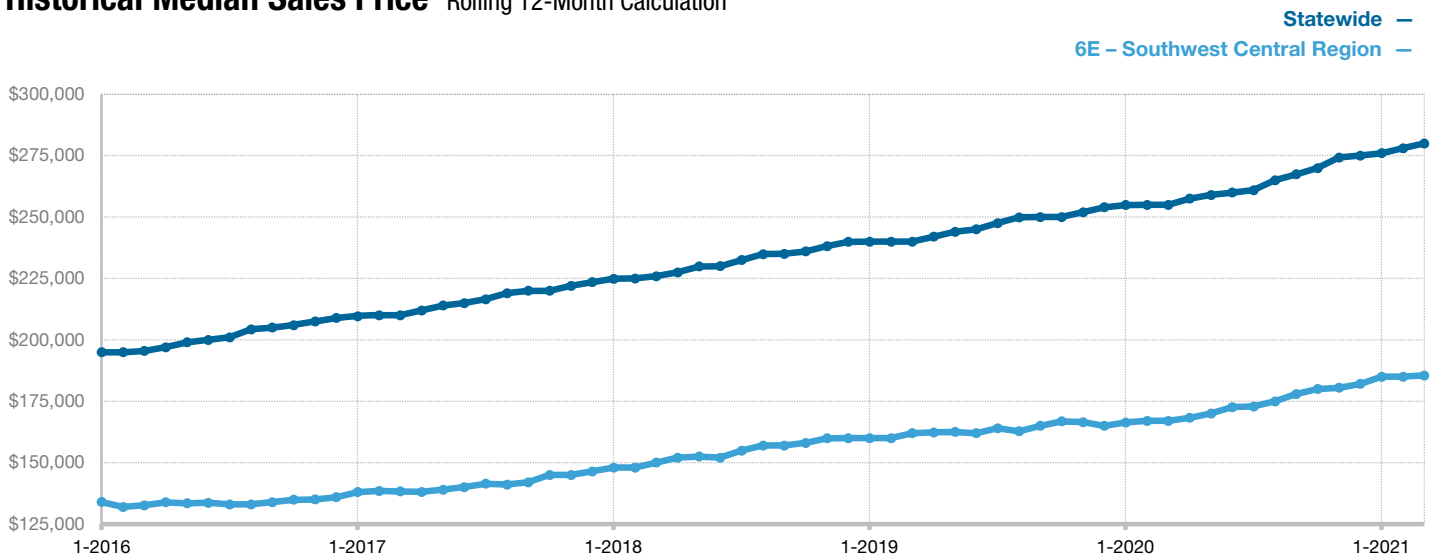
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	151	<b>152</b>	+ 0.7%	370	<b>350</b>	- 5.4%
Pending Sales	137	<b>128</b>	- 6.6%	328	<b>302</b>	- 7.9%
Closed Sales	102	<b>94</b>	- 7.8%	254	<b>262</b>	+ 3.1%
Median Sales Price*	\$168,000	<b>\$181,000</b>	+ 7.7%	\$161,485	<b>\$183,000</b>	+ 13.3%
Percent of Original List Price Received*	96.7%	<b>98.0%</b>	+ 1.3%	95.3%	<b>97.6%</b>	+ 2.4%
Days on Market Until Sale	71	<b>42</b>	- 40.8%	72	<b>49</b>	- 31.9%
Months Supply of Inventory	2.7	<b>1.2</b>	- 55.6%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

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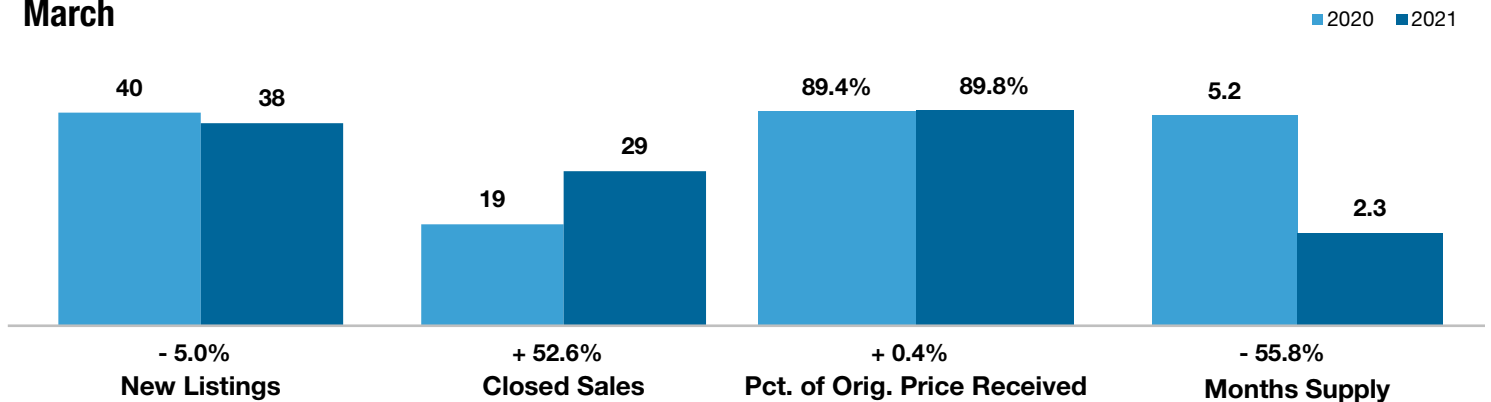


## 6W – Upper Minnesota Valley Region

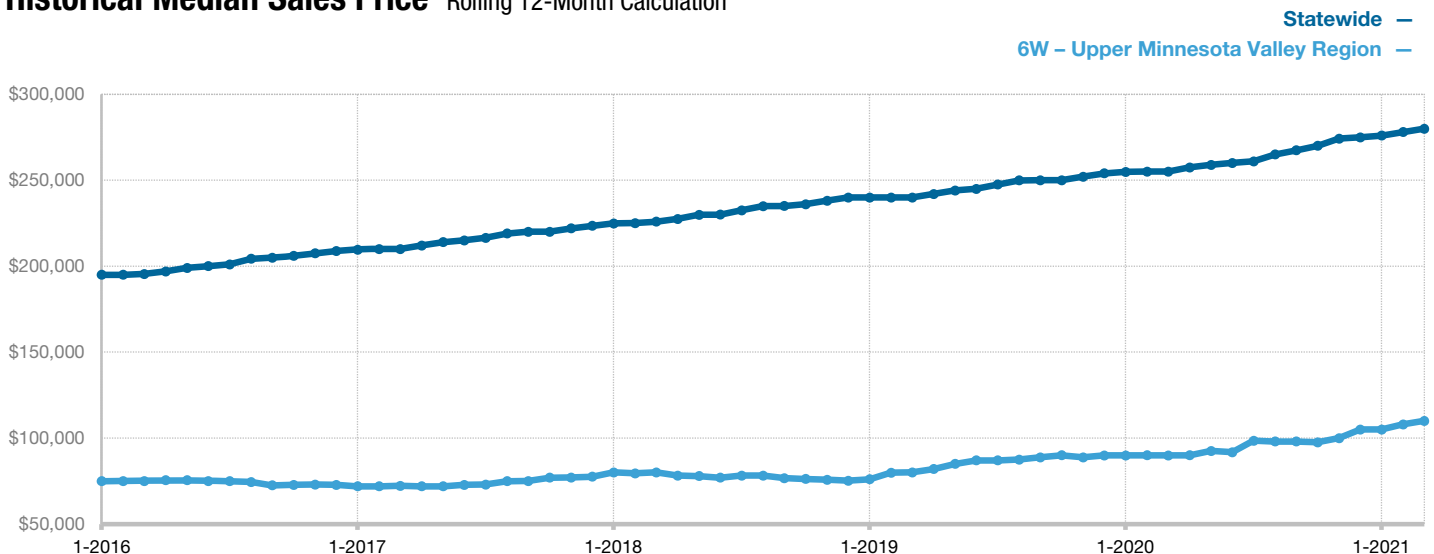
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	40	38	- 5.0%	94	93	- 1.1%
Pending Sales	41	53	+ 29.3%	70	100	+ 42.9%
Closed Sales	19	29	+ 52.6%	59	90	+ 52.5%
Median Sales Price*	\$72,500	\$106,000	+ 46.2%	\$85,000	\$108,750	+ 27.9%
Percent of Original List Price Received*	89.4%	89.8%	+ 0.4%	88.6%	90.2%	+ 1.8%
Days on Market Until Sale	127	75	- 40.9%	99	99	0.0%
Months Supply of Inventory	5.2	2.3	- 55.8%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2021

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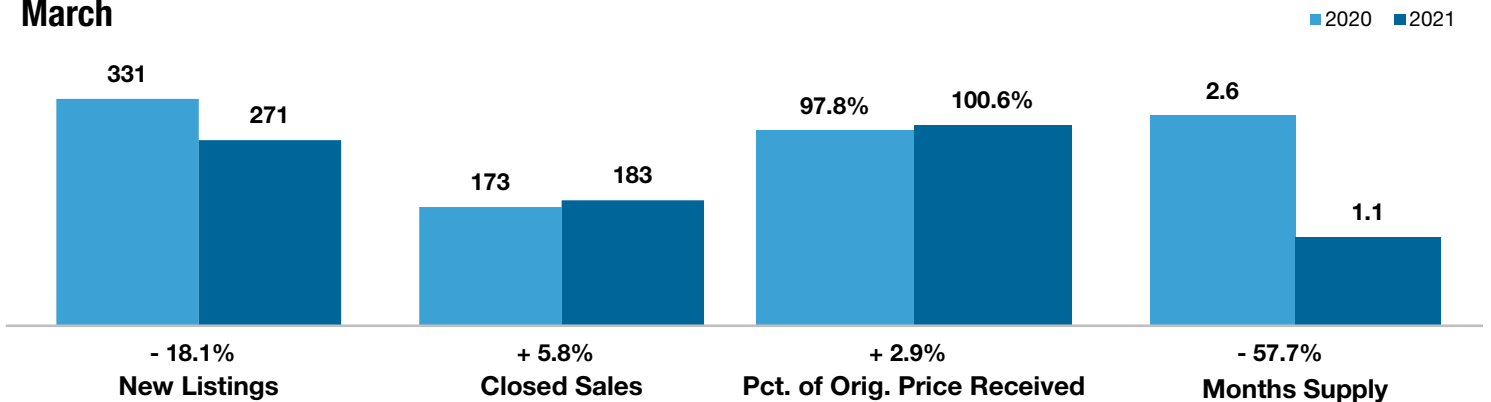


## 7E – East Central Region

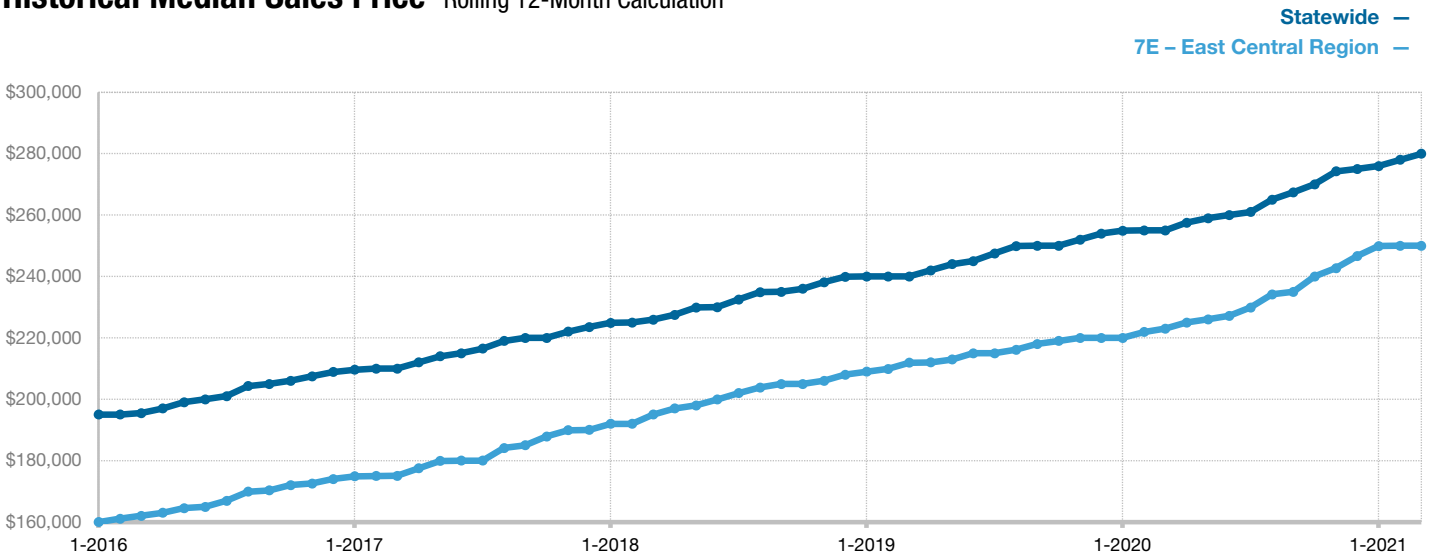
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	331	<b>271</b>	- 18.1%	782	<b>677</b>	- 13.4%
Pending Sales	216	<b>256</b>	+ 18.5%	560	<b>616</b>	+ 10.0%
Closed Sales	173	<b>183</b>	+ 5.8%	446	<b>498</b>	+ 11.7%
Median Sales Price*	\$235,450	<b>\$249,900</b>	+ 6.1%	\$222,000	<b>\$250,000</b>	+ 12.6%
Percent of Original List Price Received*	97.8%	<b>100.6%</b>	+ 2.9%	96.3%	<b>99.6%</b>	+ 3.4%
Days on Market Until Sale	62	<b>37</b>	- 40.3%	64	<b>39</b>	- 39.1%
Months Supply of Inventory	2.6	<b>1.1</b>	- 57.7%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2021

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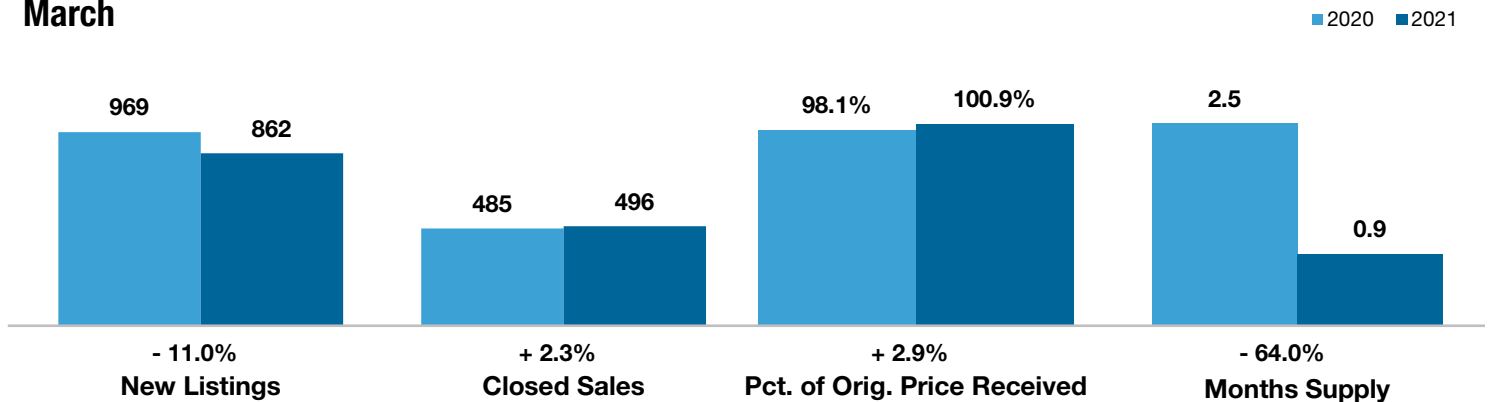


## 7W – Central Region

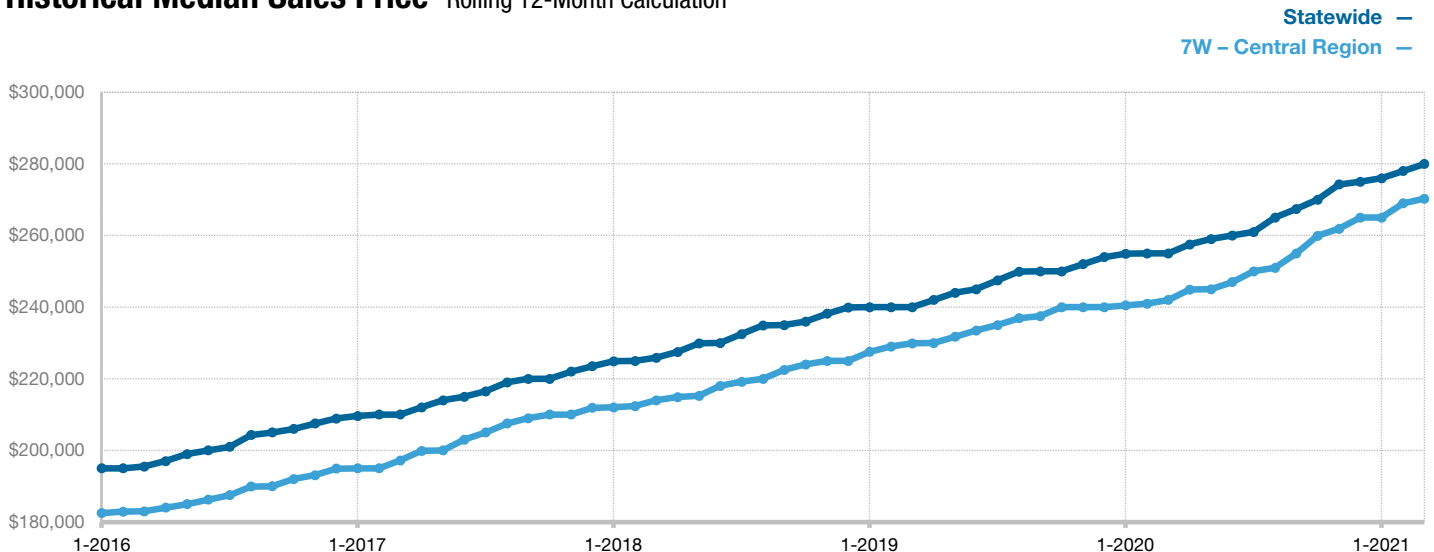
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	969	<b>862</b>	- 11.0%	2,243	<b>2,008</b>	- 10.5%
Pending Sales	703	<b>774</b>	+ 10.1%	1,560	<b>1,756</b>	+ 12.6%
Closed Sales	485	<b>496</b>	+ 2.3%	1,133	<b>1,281</b>	+ 13.1%
Median Sales Price*	\$245,000	<b>\$296,155</b>	+ 20.9%	\$242,000	<b>\$290,000</b>	+ 19.8%
Percent of Original List Price Received*	98.1%	<b>100.9%</b>	+ 2.9%	97.2%	<b>100.0%</b>	+ 2.9%
Days on Market Until Sale	62	<b>39</b>	- 37.1%	63	<b>43</b>	- 31.7%
Months Supply of Inventory	2.5	<b>0.9</b>	- 64.0%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2021

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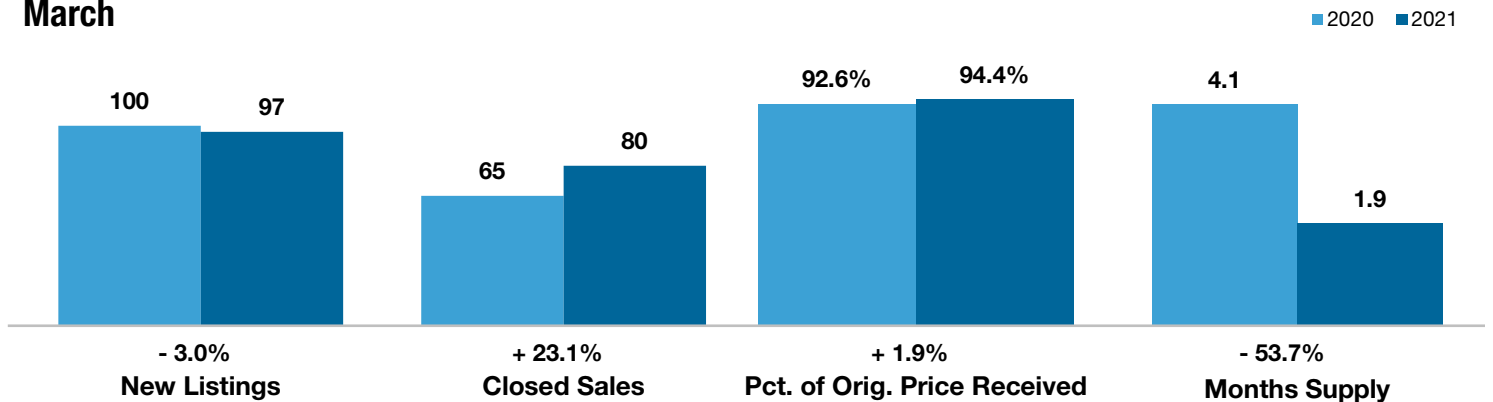


## 8 – Southwest Region

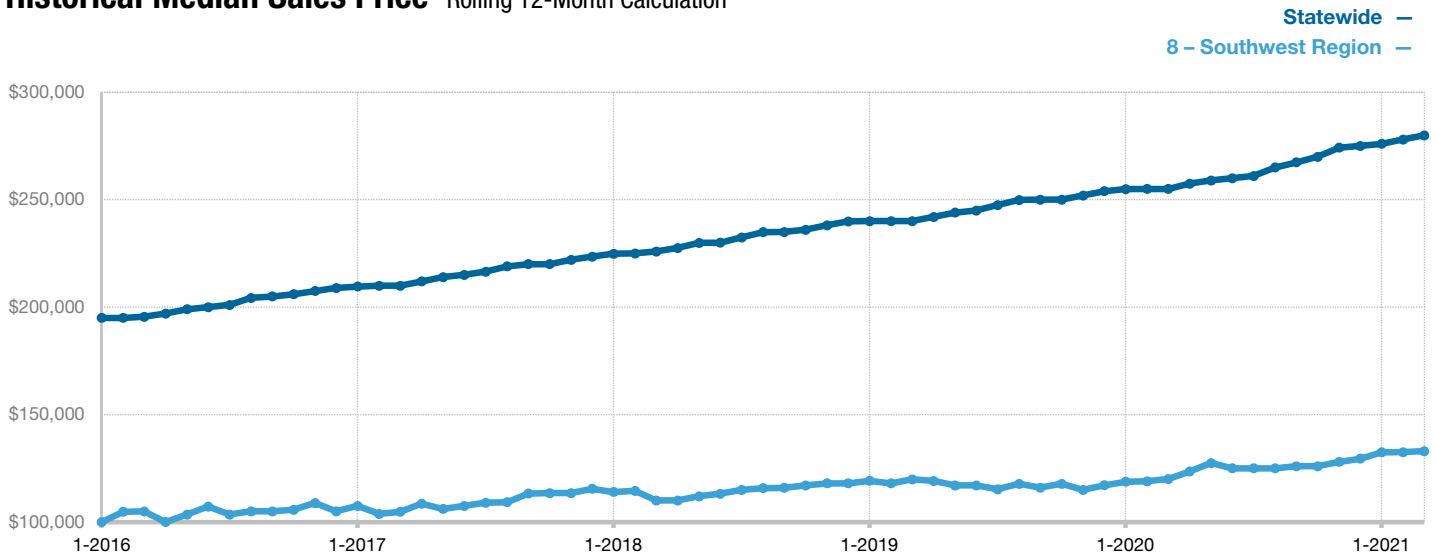
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	100	97	- 3.0%	250	239	- 4.4%
Pending Sales	77	106	+ 37.7%	199	256	+ 28.6%
Closed Sales	65	80	+ 23.1%	170	210	+ 23.5%
Median Sales Price*	\$128,750	\$133,750	+ 3.9%	\$119,000	\$133,750	+ 12.4%
Percent of Original List Price Received*	92.6%	94.4%	+ 1.9%	89.6%	93.0%	+ 3.8%
Days on Market Until Sale	73	86	+ 17.8%	102	85	- 16.7%
Months Supply of Inventory	4.1	1.9	- 53.7%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

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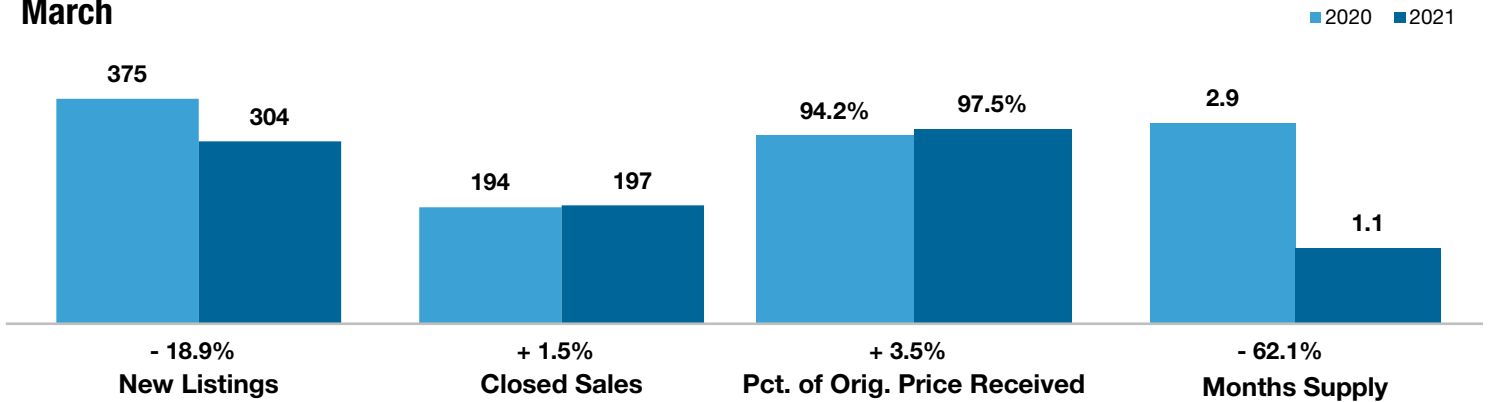


## 9 – South Central Region

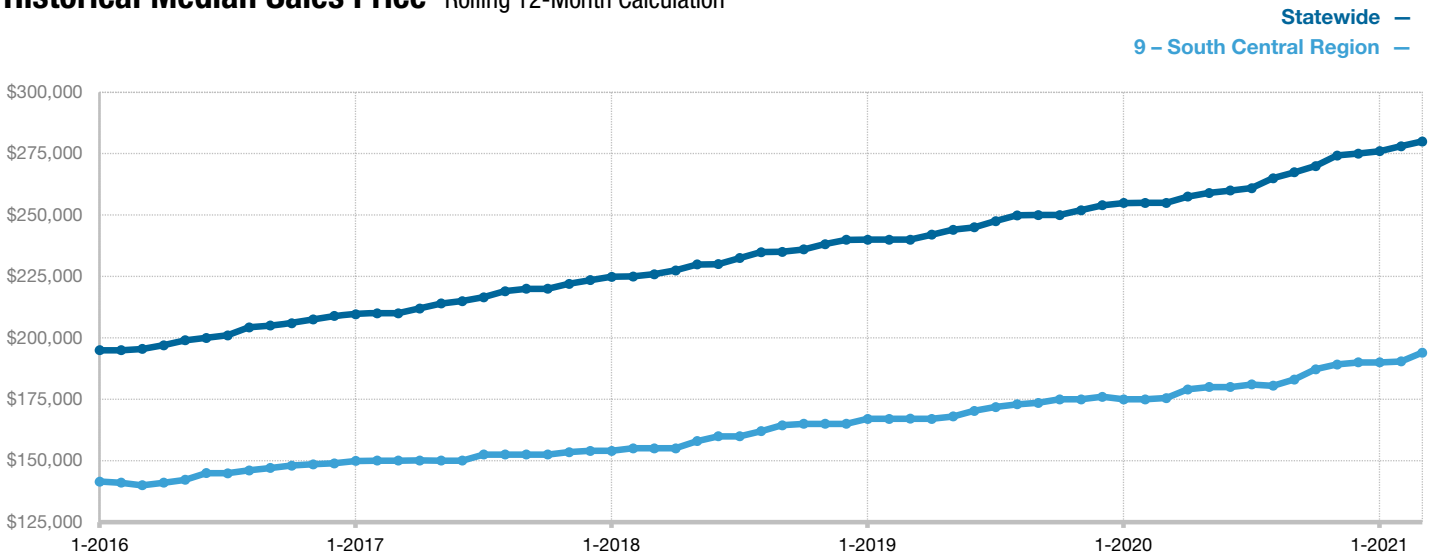
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	375	304	- 18.9%	760	660	- 13.2%
Pending Sales	286	263	- 8.0%	643	629	- 2.2%
Closed Sales	194	197	+ 1.5%	485	520	+ 7.2%
Median Sales Price*	\$169,900	\$187,500	+ 10.4%	\$167,000	\$187,000	+ 12.0%
Percent of Original List Price Received*	94.2%	97.5%	+ 3.5%	94.1%	96.5%	+ 2.6%
Days on Market Until Sale	116	81	- 30.2%	107	81	- 24.3%
Months Supply of Inventory	2.9	1.1	- 62.1%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

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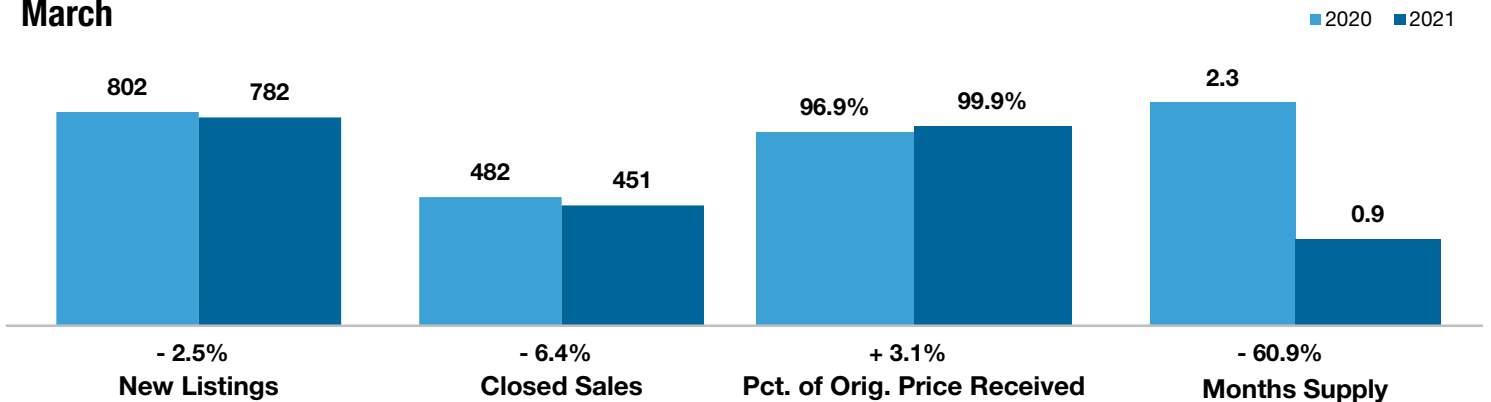


## 10 – Southeast Region

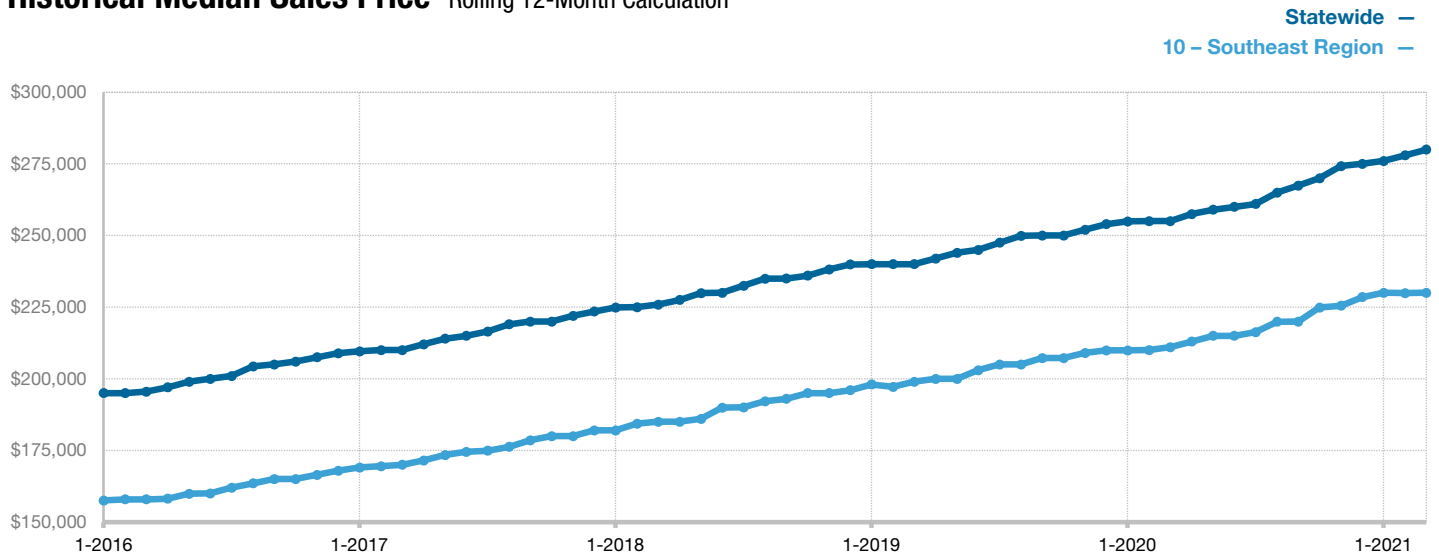
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	802	<b>782</b>	- 2.5%	1,784	<b>1,631</b>	- 8.6%
Pending Sales	621	<b>710</b>	+ 14.3%	1,509	<b>1,589</b>	+ 5.3%
Closed Sales	482	<b>451</b>	- 6.4%	1,196	<b>1,176</b>	- 1.7%
Median Sales Price*	\$219,000	<b>\$243,000</b>	+ 11.0%	\$211,550	<b>\$227,000</b>	+ 7.3%
Percent of Original List Price Received*	96.9%	<b>99.9%</b>	+ 3.1%	95.8%	<b>98.1%</b>	+ 2.4%
Days on Market Until Sale	68	<b>44</b>	- 35.3%	70	<b>50</b>	- 28.6%
Months Supply of Inventory	2.3	<b>0.9</b>	- 60.9%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2021

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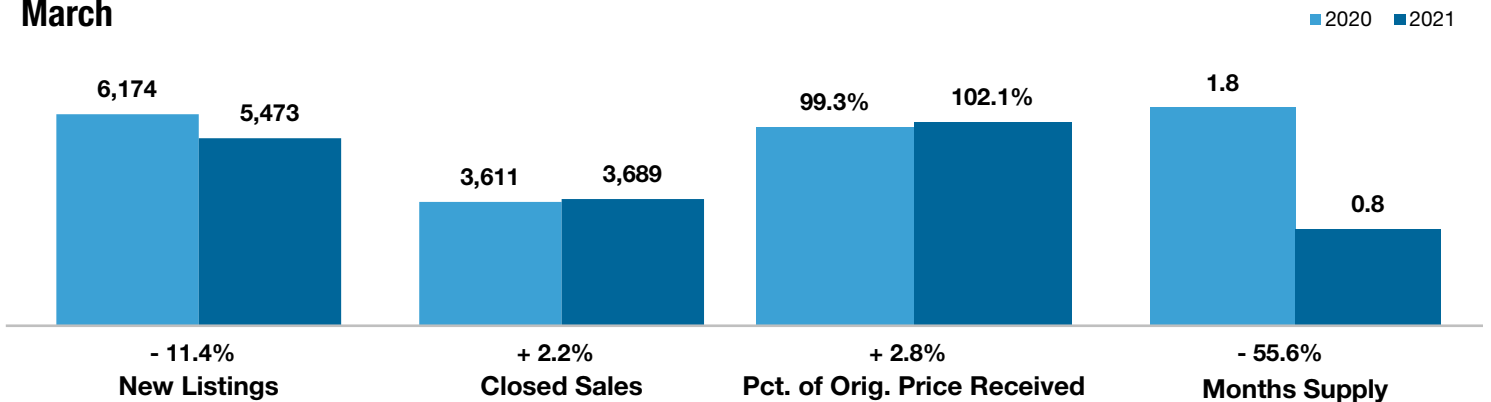


## 11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	6,174	<b>5,473</b>	- 11.4%	14,294	<b>12,837</b>	- 10.2%
Pending Sales	4,288	<b>4,848</b>	+ 13.1%	10,757	<b>11,472</b>	+ 6.6%
Closed Sales	3,611	<b>3,689</b>	+ 2.2%	8,727	<b>9,290</b>	+ 6.5%
Median Sales Price*	\$305,000	<b>\$332,500</b>	+ 9.0%	\$290,000	<b>\$319,250</b>	+ 10.1%
Percent of Original List Price Received*	99.3%	<b>102.1%</b>	+ 2.8%	98.3%	<b>100.7%</b>	+ 2.4%
Days on Market Until Sale	43	<b>33</b>	- 23.3%	48	<b>36</b>	- 25.0%
Months Supply of Inventory	1.8	<b>0.8</b>	- 55.6%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation

