

Local Market Update for March 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

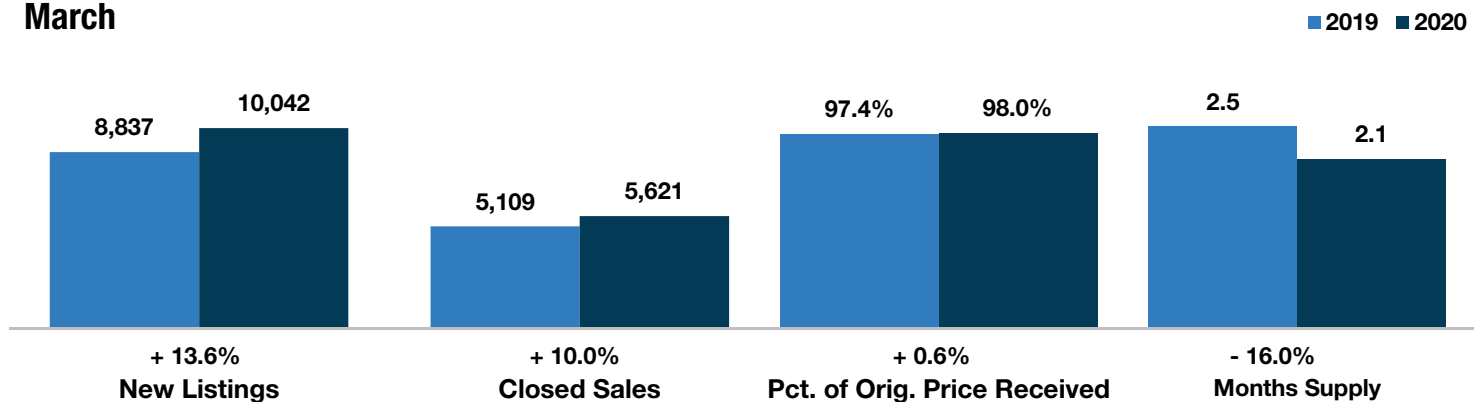


Entire State

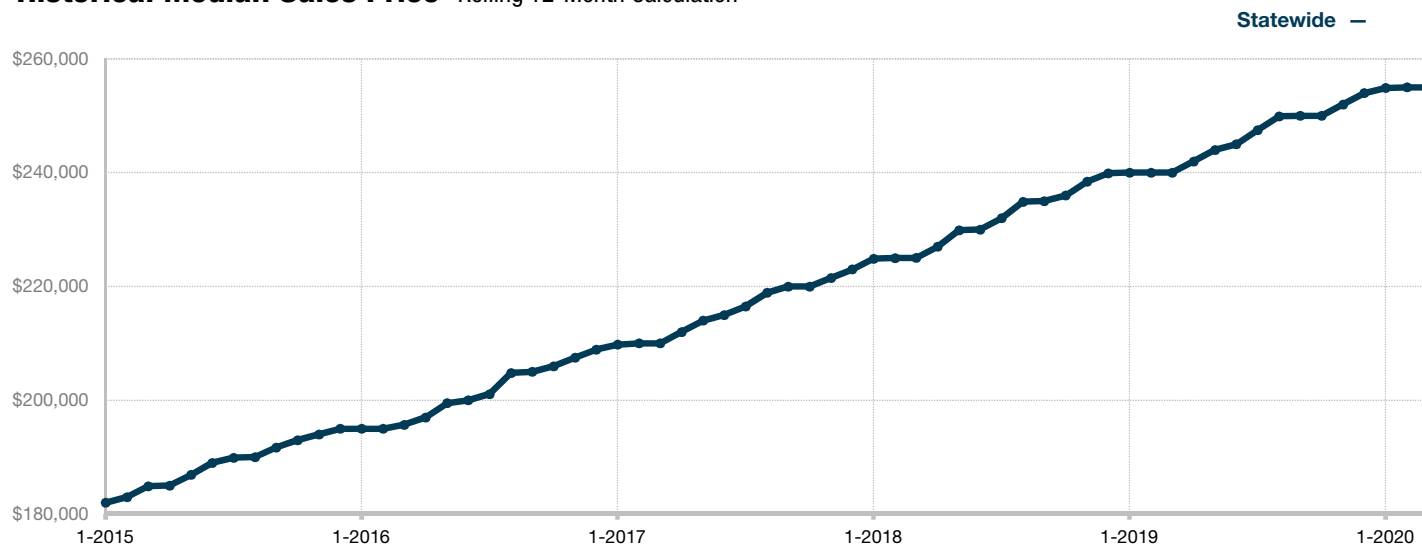
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 8,837 | 10,042 | + 13.6% | 21,073 | 23,308 | + 10.6% |
| Closed Sales | 5,109 | 5,621 | + 10.0% | 12,900 | 13,900 | + 7.8% |
| Median Sales Price* | \$249,900 | \$268,000 | + 7.2% | \$240,000 | \$256,000 | + 6.7% |
| Percent of Original List Price Received* | 97.4% | 98.0% | + 0.6% | 96.6% | 97.0% | + 0.4% |
| Days on Market Until Sale | 60 | 57 | - 5.0% | 63 | 60 | - 4.8% |
| Months Supply of Inventory | 2.5 | 2.1 | - 16.0% | -- | -- | -- |

* 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





Monthly Indicators

March 2020

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

+ 10.0% **+ 7.2%** **+ 13.6%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
New Listings

| | |
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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | 3-2019 | 3-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|------------------------------|----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | 8,837 | 10,042 | + 13.6% | 21,073 | 23,308 | + 10.6% |
| Pending Sales | | 6,500 | 7,250 | + 11.5% | 15,753 | 17,747 | + 12.7% |
| Closed Sales | | 5,109 | 5,621 | + 10.0% | 12,900 | 13,900 | + 7.8% |
| Days on Market | | 60 | 57 | - 5.0% | 63 | 60 | - 4.8% |
| Median Sales Price | | \$249,900 | \$268,000 | + 7.2% | \$240,000 | \$256,000 | + 6.7% |
| Avg. Sales Price | | \$284,686 | \$302,503 | + 6.3% | \$277,340 | \$293,935 | + 6.0% |
| Pct. of Orig. Price Received | | 97.4% | 98.0% | + 0.6% | 96.6% | 97.0% | + 0.4% |
| Affordability Index | | 160 | 157 | - 1.9% | 167 | 165 | - 1.2% |
| Homes for Sale* | | 17,095 | 15,231 | - 10.9% | -- | -- | -- |
| Months Supply* | | 2.5 | 2.1 | - 16.0% | -- | -- | -- |

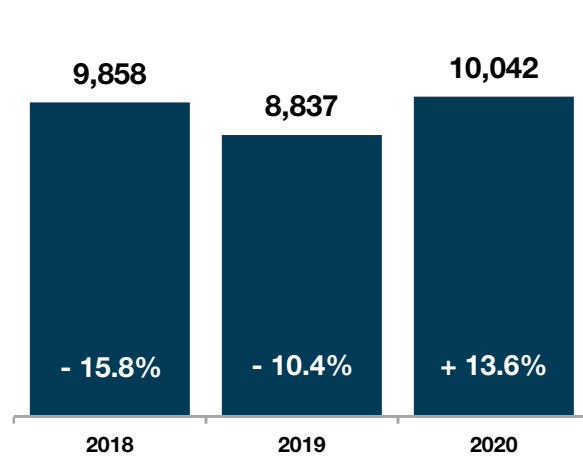
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

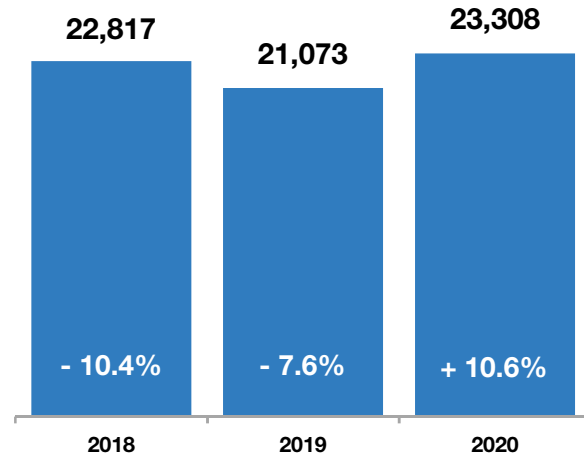
A count of the properties that have been newly listed on the market in a given month.



March

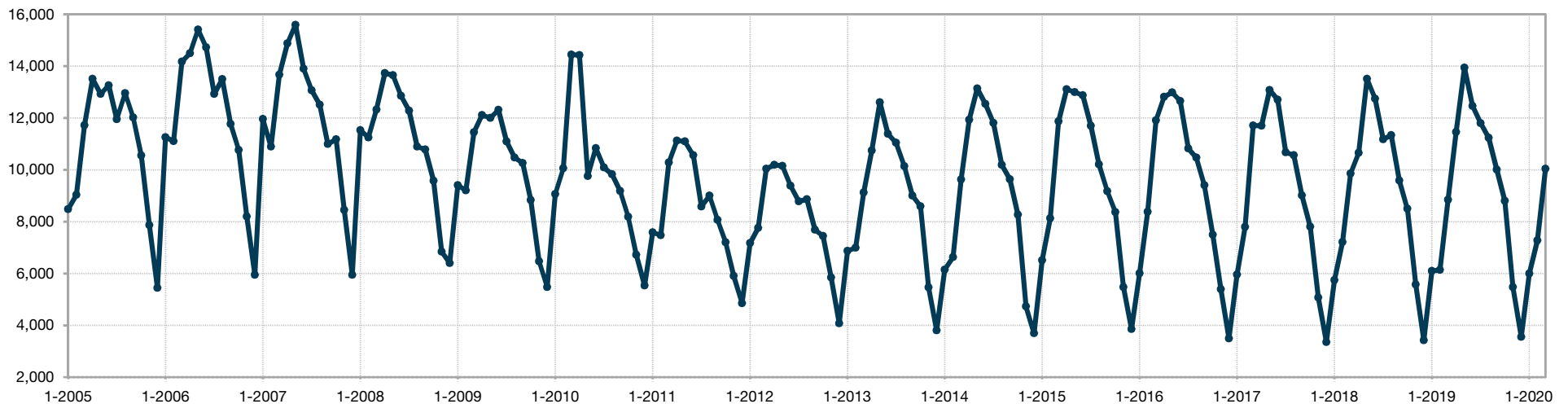


Year to Date



| New Listings | | Prior Year | Percent Change |
|-------------------|---------------|--------------|----------------|
| April 2019 | 11,456 | 10,654 | +7.5% |
| May 2019 | 13,937 | 13,503 | +3.2% |
| June 2019 | 12,458 | 12,740 | -2.2% |
| July 2019 | 11,800 | 11,172 | +5.6% |
| August 2019 | 11,236 | 11,335 | -0.9% |
| September 2019 | 10,013 | 9,590 | +4.4% |
| October 2019 | 8,803 | 8,500 | +3.6% |
| November 2019 | 5,472 | 5,570 | -1.8% |
| December 2019 | 3,555 | 3,424 | +3.8% |
| January 2020 | 5,995 | 6,100 | -1.7% |
| February 2020 | 7,271 | 6,136 | +18.5% |
| March 2020 | 10,042 | 8,837 | +13.6% |
| 12-Month Avg | 9,337 | 8,963 | +4.2% |

Historical New Listings by Month

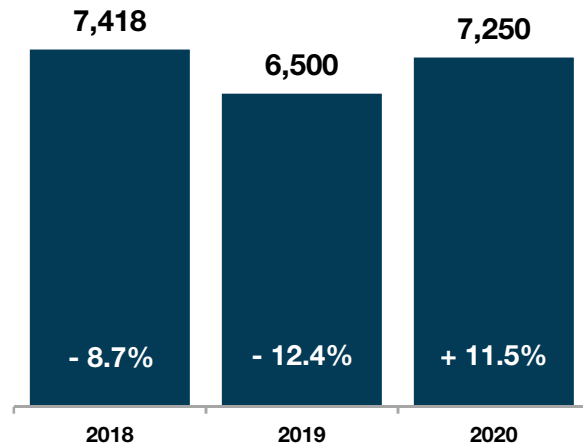


Pending Sales

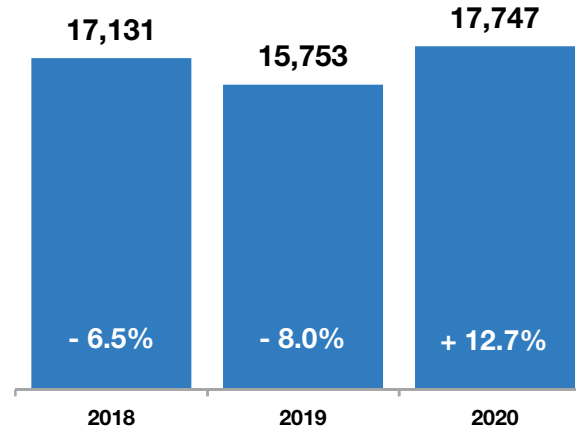
A count of the properties on which offers have been accepted in a given month.



March

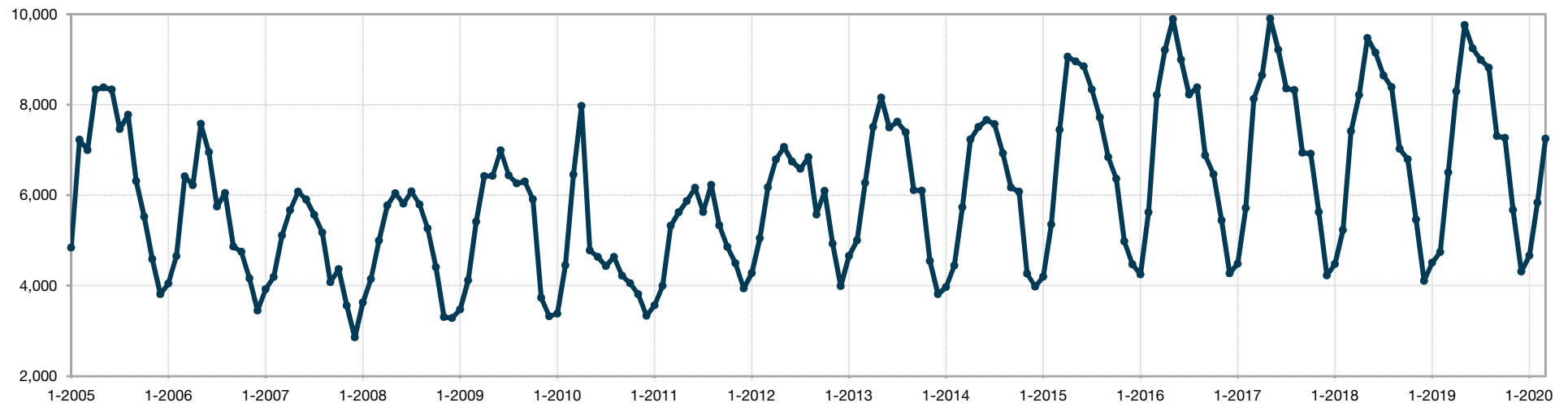


Year to Date



| Pending Sales | | Prior Year | Percent Change |
|-------------------|--------------|--------------|----------------|
| April 2019 | 8,293 | 8,211 | +1.0% |
| May 2019 | 9,760 | 9,475 | +3.0% |
| June 2019 | 9,244 | 9,149 | +1.0% |
| July 2019 | 8,990 | 8,645 | +4.0% |
| August 2019 | 8,818 | 8,387 | +5.1% |
| September 2019 | 7,305 | 7,023 | +4.0% |
| October 2019 | 7,267 | 6,793 | +7.0% |
| November 2019 | 5,672 | 5,464 | +3.8% |
| December 2019 | 4,313 | 4,104 | +5.1% |
| January 2020 | 4,664 | 4,507 | +3.5% |
| February 2020 | 5,833 | 4,746 | +22.9% |
| March 2020 | 7,250 | 6,500 | +11.5% |
| 12-Month Avg | 7,284 | 6,917 | +5.3% |

Historical Pending Sales by Month

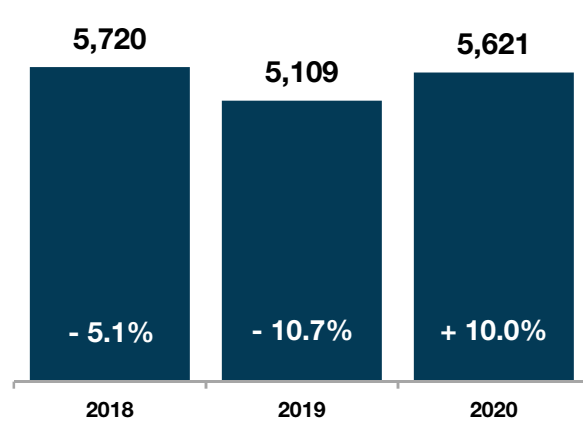


Closed Sales

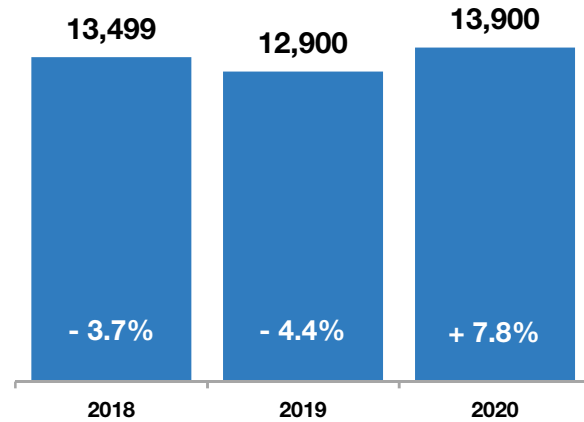
A count of the actual sales that closed in a given month.



March

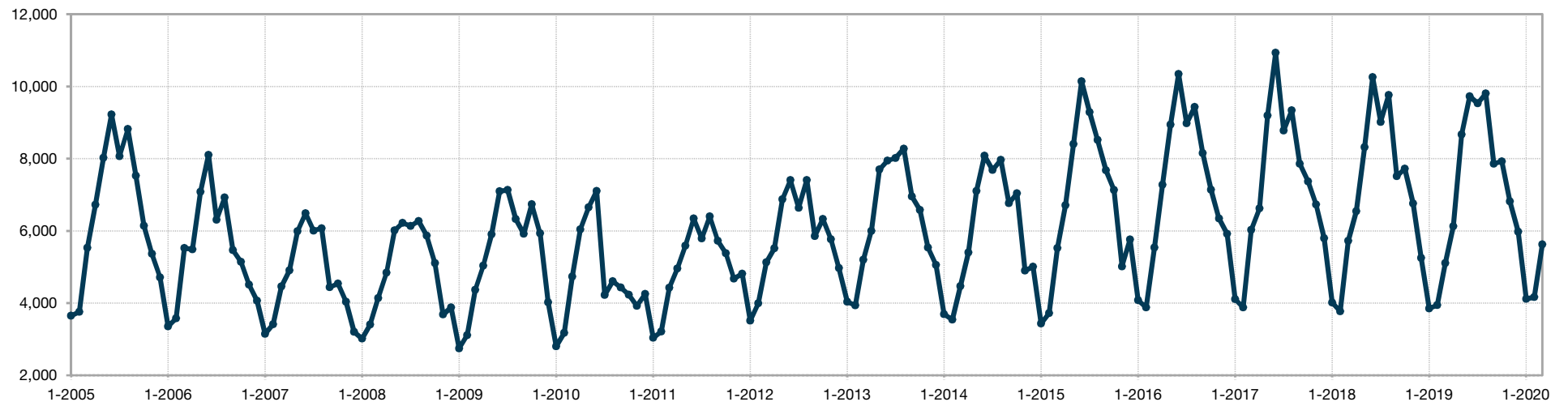


Year to Date



| Closed Sales | | Prior Year | Percent Change |
|-------------------|--------------|--------------|----------------|
| April 2019 | 6,129 | 6,542 | -6.3% |
| May 2019 | 8,669 | 8,314 | +4.3% |
| June 2019 | 9,726 | 10,255 | -5.2% |
| July 2019 | 9,533 | 9,013 | +5.8% |
| August 2019 | 9,803 | 9,761 | +0.4% |
| September 2019 | 7,855 | 7,510 | +4.6% |
| October 2019 | 7,920 | 7,717 | +2.6% |
| November 2019 | 6,816 | 6,758 | +0.9% |
| December 2019 | 5,973 | 5,252 | +13.7% |
| January 2020 | 4,117 | 3,850 | +6.9% |
| February 2020 | 4,162 | 3,941 | +5.6% |
| March 2020 | 5,621 | 5,109 | +10.0% |
| 12-Month Avg | 7,194 | 7,002 | +2.7% |

Historical Closed Sales by Month

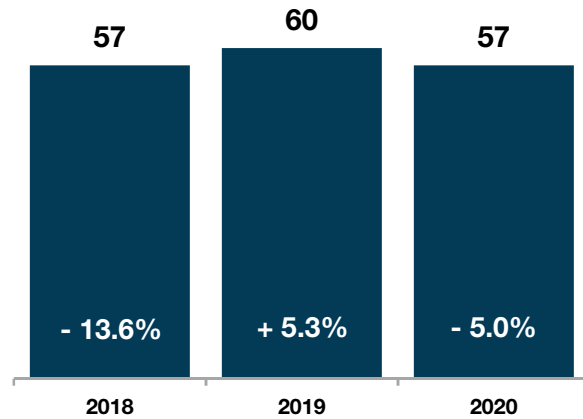


Days on Market Until Sale

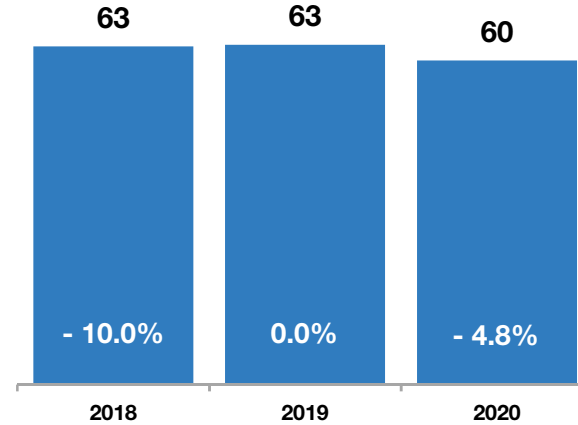
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

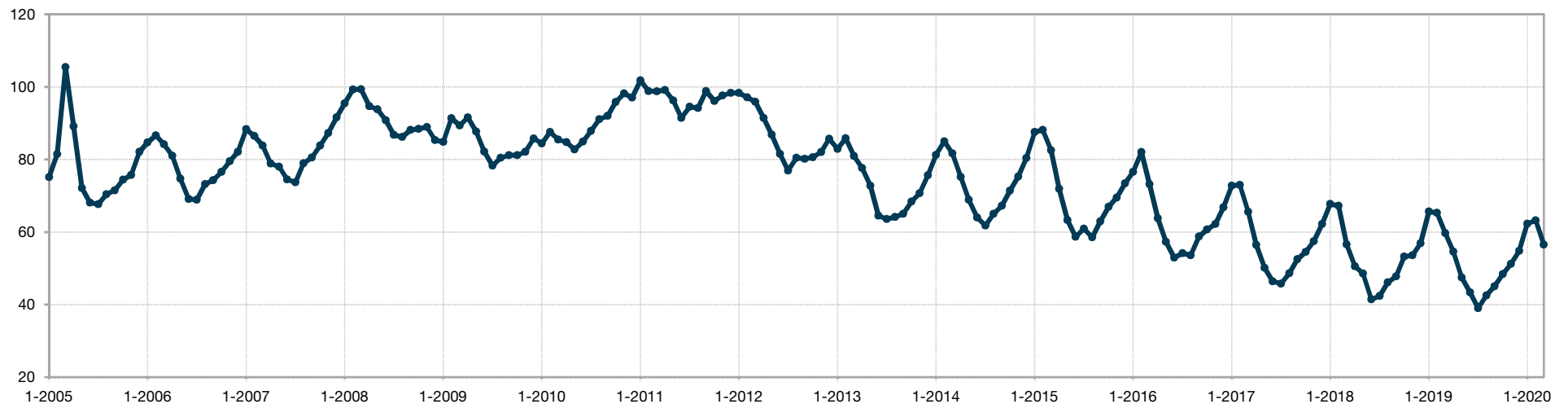


Year to Date



| Days on Market | | Prior Year | Percent Change |
|-------------------|-----------|------------|----------------|
| April 2019 | 55 | 51 | +7.8% |
| May 2019 | 47 | 49 | -4.1% |
| June 2019 | 43 | 41 | +4.9% |
| July 2019 | 39 | 42 | -7.1% |
| August 2019 | 43 | 46 | -6.5% |
| September 2019 | 45 | 48 | -6.3% |
| October 2019 | 48 | 53 | -9.4% |
| November 2019 | 51 | 54 | -5.6% |
| December 2019 | 55 | 57 | -3.5% |
| January 2020 | 62 | 66 | -6.1% |
| February 2020 | 63 | 65 | -3.1% |
| March 2020 | 57 | 60 | -5.0% |
| 12-Month Avg | 51 | 53 | -3.8% |

Historical Days on Market Until Sale by Month

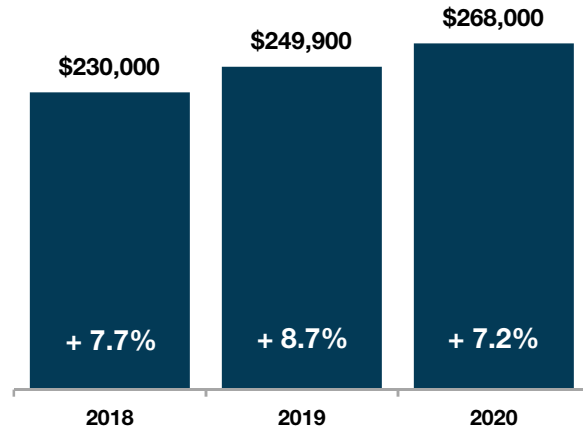


Median Sales Price

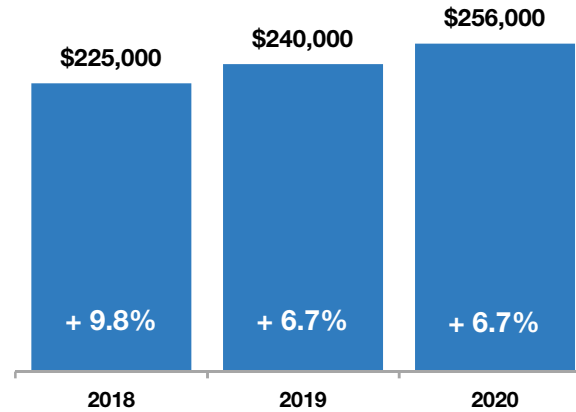
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

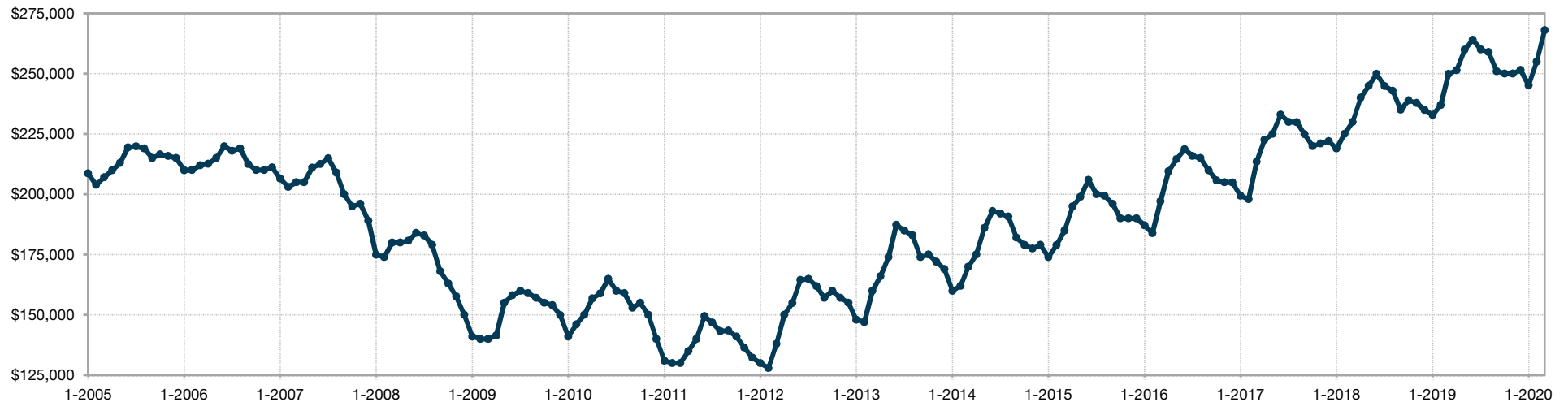


Year to Date



| Median Sales Price | Prior Year | Percent Change |
|--------------------|------------------|------------------------|
| April 2019 | \$251,400 | \$240,000 +4.8% |
| May 2019 | \$259,900 | \$245,000 +6.1% |
| June 2019 | \$264,000 | \$249,900 +5.6% |
| July 2019 | \$260,000 | \$244,900 +6.2% |
| August 2019 | \$259,000 | \$242,950 +6.6% |
| September 2019 | \$251,000 | \$235,000 +6.8% |
| October 2019 | \$250,000 | \$238,900 +4.6% |
| November 2019 | \$250,000 | \$237,900 +5.1% |
| December 2019 | \$251,500 | \$234,900 +7.1% |
| January 2020 | \$245,125 | \$232,900 +5.2% |
| February 2020 | \$255,000 | \$237,000 +7.6% |
| March 2020 | \$268,000 | \$249,900 +7.2% |
| 12-Month Avg | \$255,410 | \$240,771 +6.1% |

Historical Median Sales Price by Month

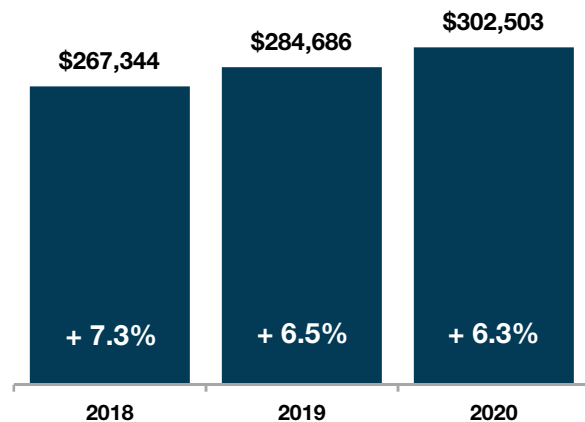


Average Sales Price

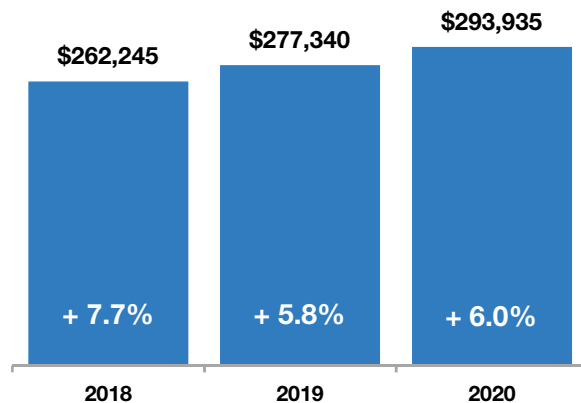
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



| Average Sales Price | Prior Year | Percent Change |
|---------------------|------------------|------------------------|
| April 2019 | \$290,173 | \$279,110 +4.0% |
| May 2019 | \$294,700 | \$283,002 +4.1% |
| June 2019 | \$301,454 | \$286,305 +5.3% |
| July 2019 | \$294,887 | \$280,631 +5.1% |
| August 2019 | \$296,727 | \$282,736 +4.9% |
| September 2019 | \$292,449 | \$271,736 +7.6% |
| October 2019 | \$289,464 | \$275,587 +5.0% |
| November 2019 | \$286,825 | \$281,680 +1.8% |
| December 2019 | \$291,946 | \$276,911 +5.4% |
| January 2020 | \$286,678 | \$271,803 +5.5% |
| February 2020 | \$289,552 | \$273,227 +6.0% |
| March 2020 | \$302,503 | \$284,686 +6.3% |
| 12-Month Avg | \$293,113 | \$278,951 +5.1% |

Historical Average Sales Price by Month

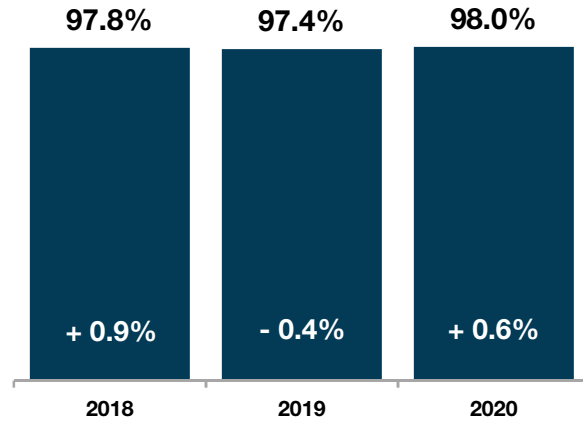


Percent of Original List Price Received

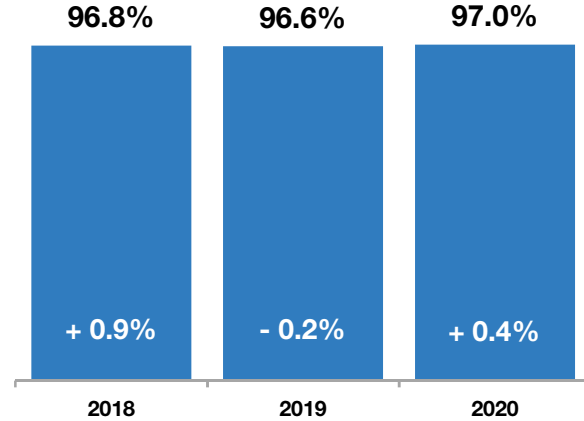
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

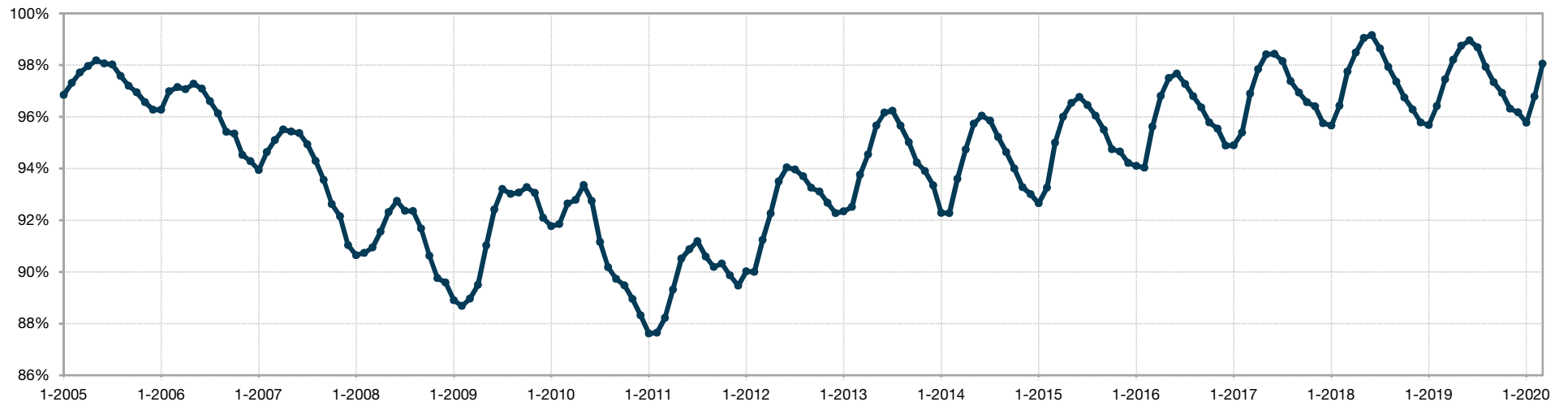


Year to Date



| | Pct. of Orig. Price Received | Prior Year | Percent Change |
|-------------------|------------------------------|--------------|----------------|
| April 2019 | 98.2% | 98.5% | -0.3% |
| May 2019 | 98.7% | 99.0% | -0.3% |
| June 2019 | 99.0% | 99.2% | -0.2% |
| July 2019 | 98.7% | 98.6% | +0.1% |
| August 2019 | 97.9% | 97.9% | 0.0% |
| September 2019 | 97.3% | 97.4% | -0.1% |
| October 2019 | 96.9% | 96.7% | +0.2% |
| November 2019 | 96.3% | 96.3% | 0.0% |
| December 2019 | 96.2% | 95.8% | +0.4% |
| January 2020 | 95.8% | 95.7% | +0.1% |
| February 2020 | 96.8% | 96.4% | +0.4% |
| March 2020 | 98.0% | 97.4% | +0.6% |
| 12-Month Avg | 97.5% | 97.4% | +0.1% |

Historical Percent of Original List Price Received by Month

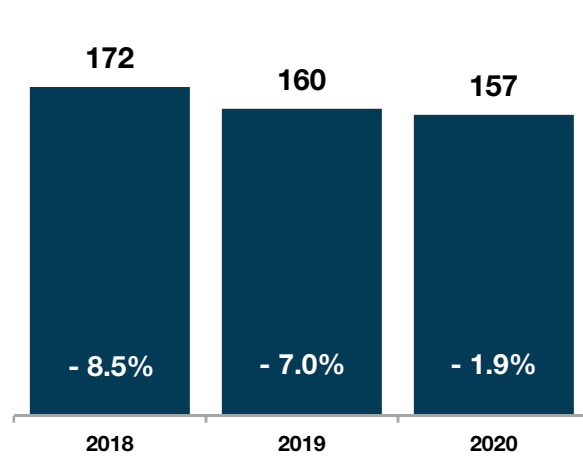


Housing Affordability Index

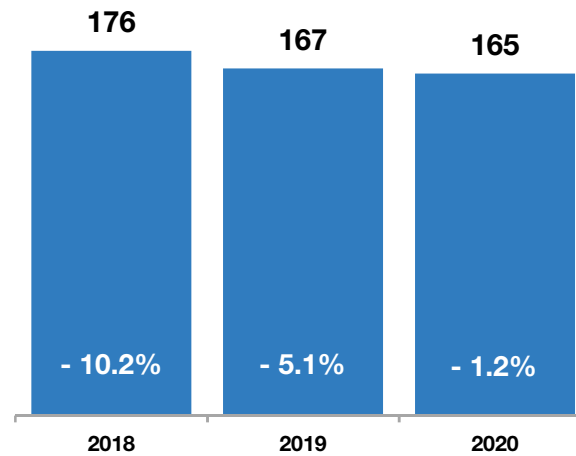
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March



Year to Date



| Affordability Index | | Prior Year | Percent Change |
|---------------------|------------|------------|----------------|
| April 2019 | 161 | 162 | -0.6% |
| May 2019 | 155 | 159 | -2.5% |
| June 2019 | 153 | 157 | -2.5% |
| July 2019 | 159 | 160 | -0.6% |
| August 2019 | 167 | 160 | +4.4% |
| September 2019 | 170 | 160 | +6.3% |
| October 2019 | 173 | 149 | +16.1% |
| November 2019 | 169 | 153 | +10.5% |
| December 2019 | 168 | 167 | +0.6% |
| January 2020 | 176 | 169 | +4.1% |
| February 2020 | 171 | 168 | +1.8% |
| March 2020 | 157 | 160 | -1.9% |
| 12-Month Avg | 165 | 160 | +3.1% |

Historical Housing Affordability Index by Month

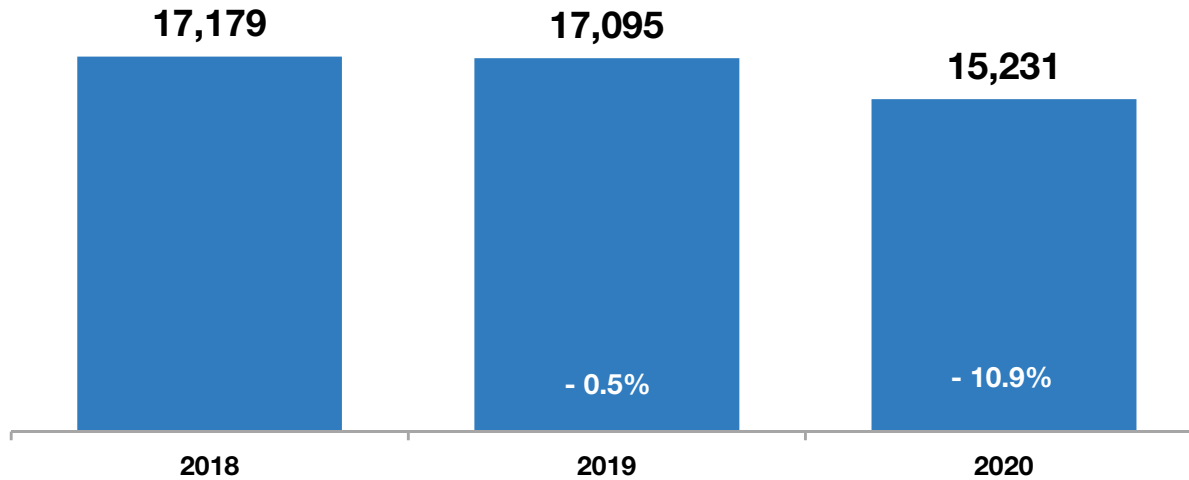


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

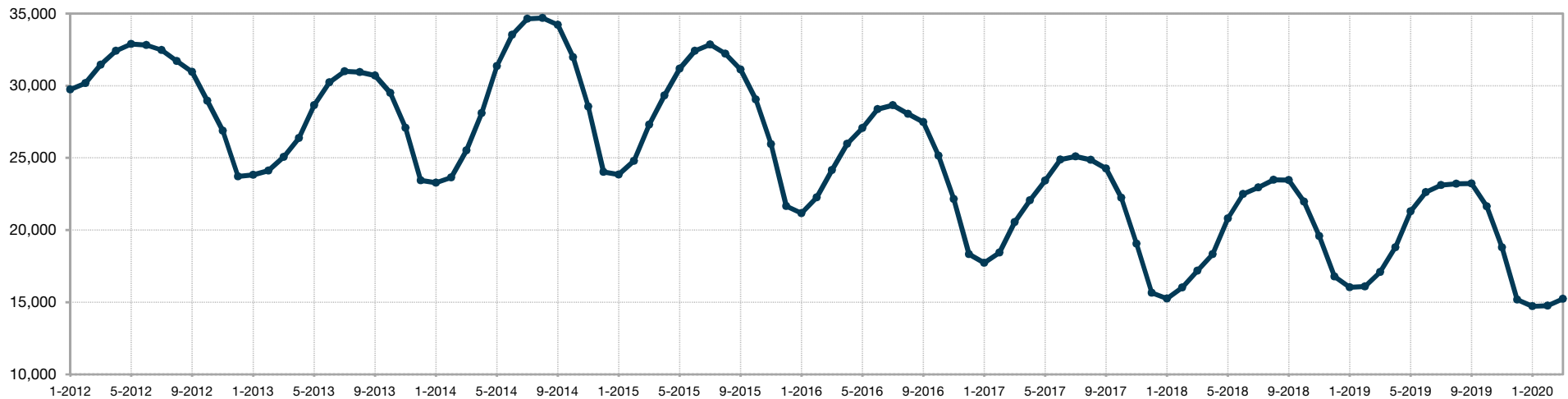


March



| Homes for Sale | | Prior Year | Percent Change |
|-------------------|---------------|---------------|----------------|
| April 2019 | 18,808 | 18,328 | +2.6% |
| May 2019 | 21,304 | 20,808 | +2.4% |
| June 2019 | 22,628 | 22,503 | +0.6% |
| July 2019 | 23,119 | 22,949 | +0.7% |
| August 2019 | 23,207 | 23,486 | -1.2% |
| September 2019 | 23,224 | 23,470 | -1.0% |
| October 2019 | 21,651 | 21,975 | -1.5% |
| November 2019 | 18,802 | 19,584 | -4.0% |
| December 2019 | 15,182 | 16,792 | -9.6% |
| January 2020 | 14,719 | 16,042 | -8.2% |
| February 2020 | 14,772 | 16,092 | -8.2% |
| March 2020 | 15,231 | 17,095 | -10.9% |

Historical Inventory of Homes for Sale by Month



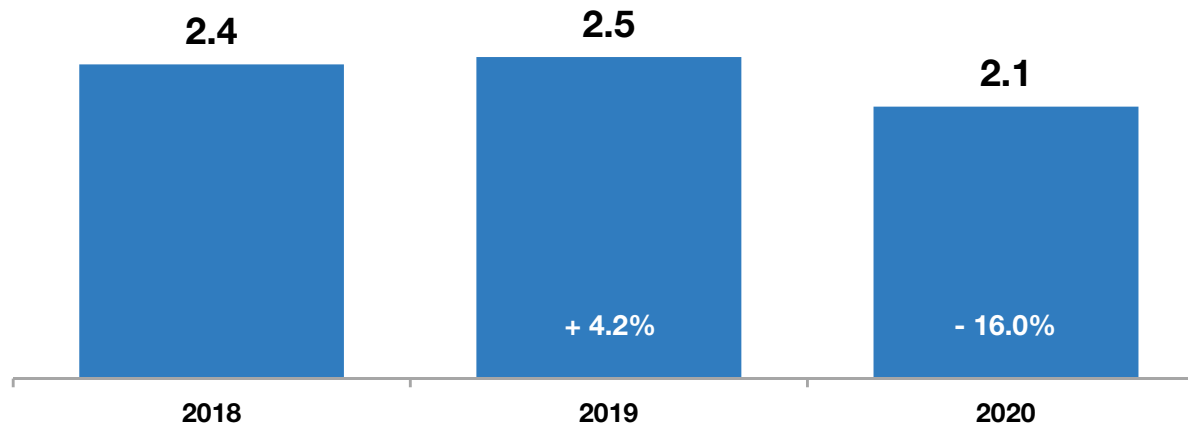
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

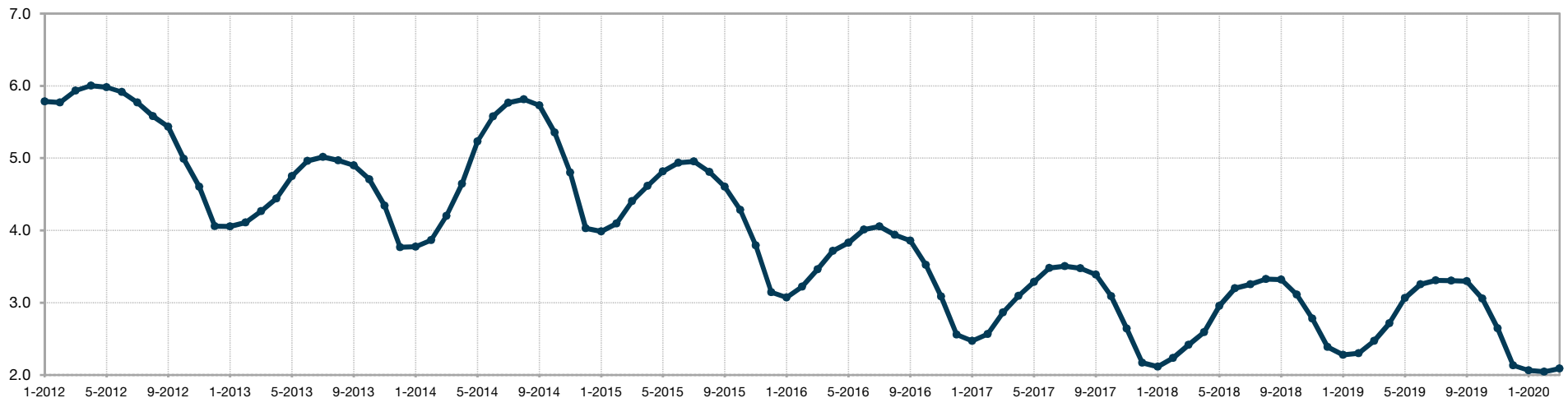


March



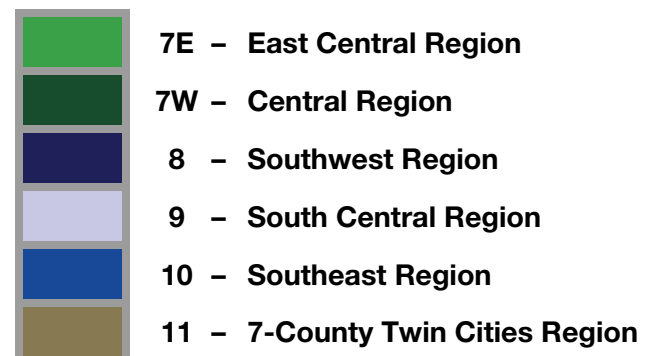
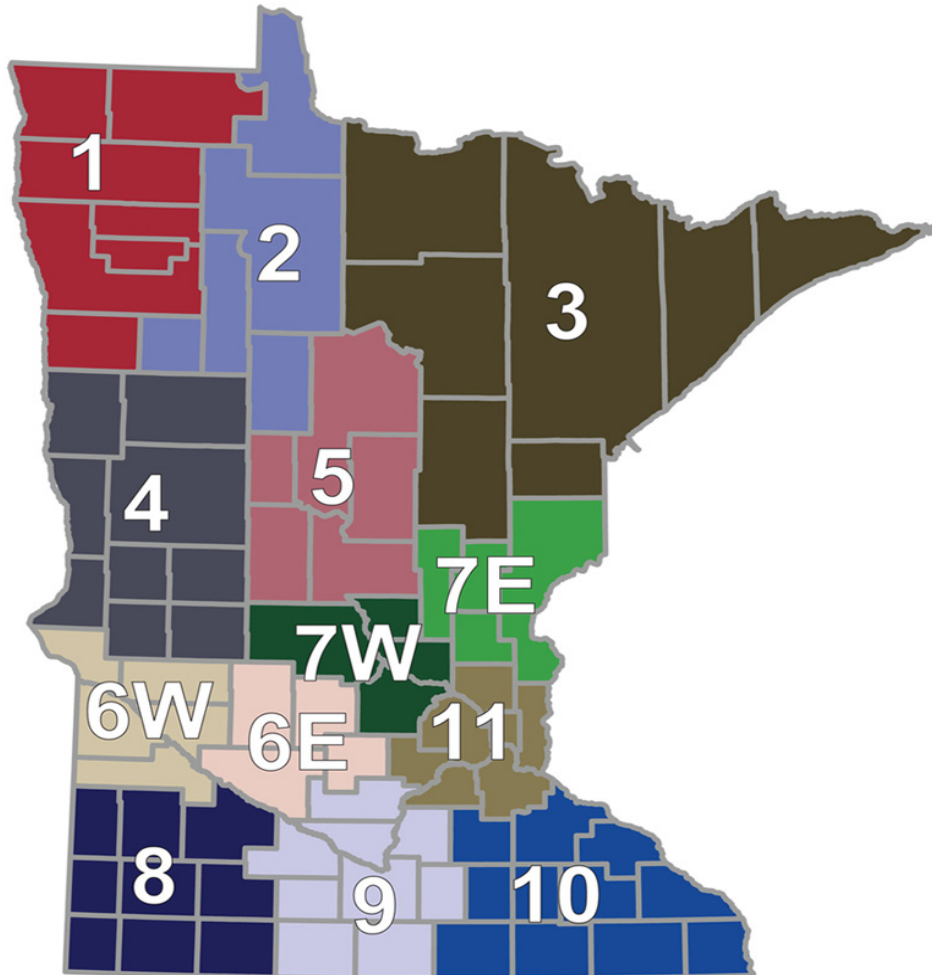
| Months Supply | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| April 2019 | 2.7 | 2.6 | +3.8% |
| May 2019 | 3.1 | 3.0 | +3.3% |
| June 2019 | 3.3 | 3.2 | +3.1% |
| July 2019 | 3.3 | 3.3 | 0.0% |
| August 2019 | 3.3 | 3.3 | 0.0% |
| September 2019 | 3.3 | 3.3 | 0.0% |
| October 2019 | 3.1 | 3.1 | 0.0% |
| November 2019 | 2.6 | 2.8 | -7.1% |
| December 2019 | 2.1 | 2.4 | -12.5% |
| January 2020 | 2.1 | 2.3 | -8.7% |
| February 2020 | 2.0 | 2.3 | -13.0% |
| March 2020 | 2.1 | 2.5 | -16.0% |

Historical Months Supply of Inventory by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.

Minnesota Regional Development Organizations



Local Market Update for March 2020

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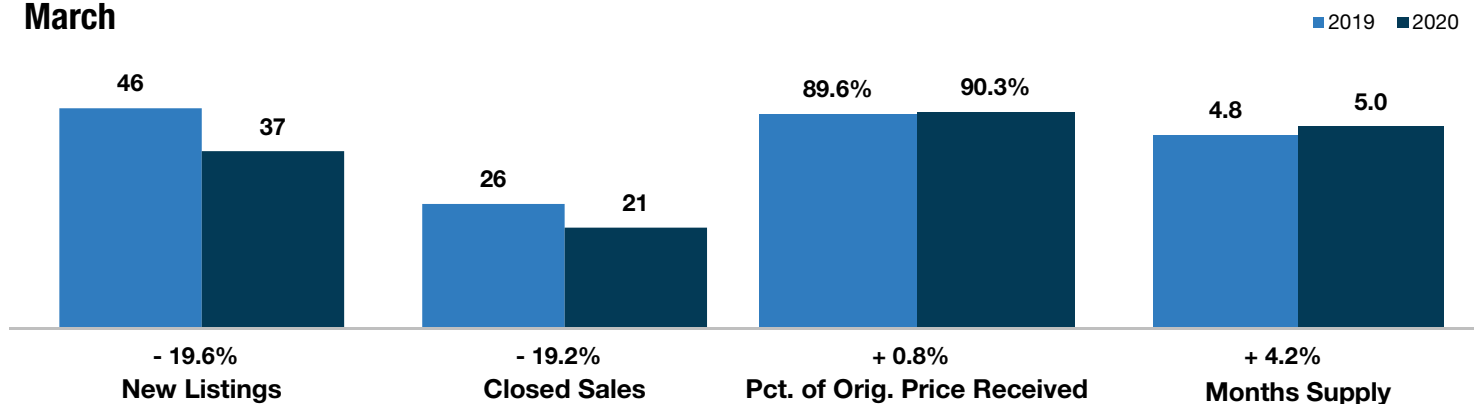


1 – Northwest Region

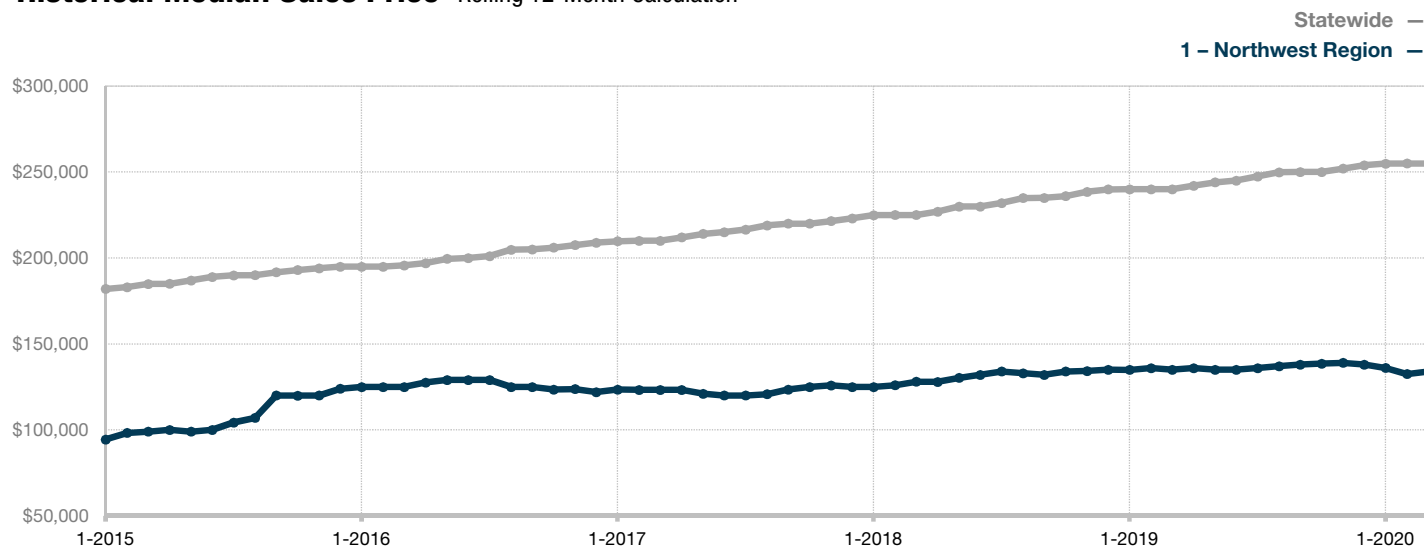
| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 46 | 37 | - 19.6% | 123 | 112 | - 8.9% |
| Closed Sales | 26 | 21 | - 19.2% | 69 | 67 | - 2.9% |
| Median Sales Price* | \$109,000 | \$128,875 | + 18.2% | \$132,500 | \$109,950 | - 17.0% |
| Percent of Original List Price Received* | 89.6% | 90.3% | + 0.8% | 91.9% | 91.8% | - 0.1% |
| Days on Market Until Sale | 139 | 154 | + 10.8% | 147 | 129 | - 12.2% |
| Months Supply of Inventory | 4.8 | 5.0 | + 4.2% | -- | -- | -- |

* 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



Current as of April 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

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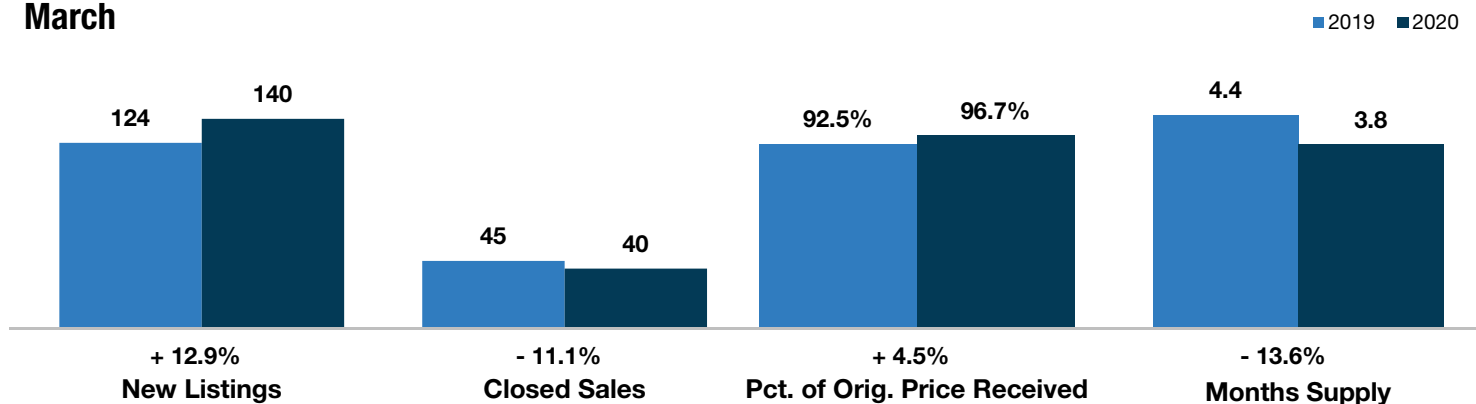


2 – Headwaters Region

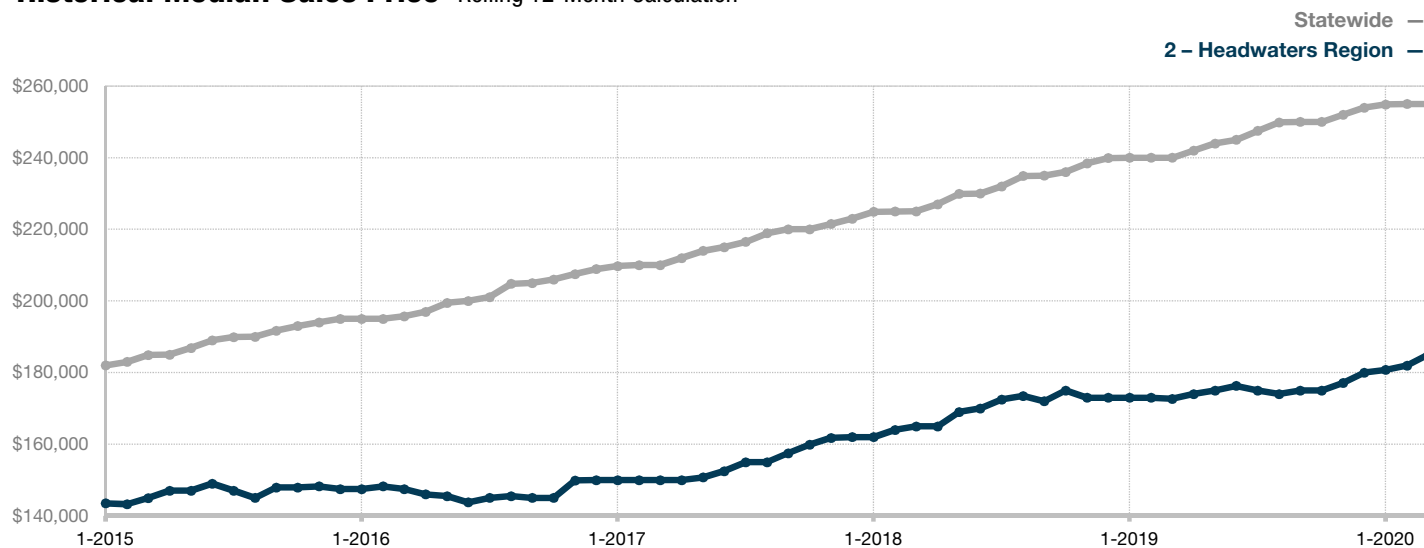
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 124 | 140 | + 12.9% | 271 | 294 | + 8.5% |
| Closed Sales | 45 | 40 | - 11.1% | 113 | 119 | + 5.3% |
| Median Sales Price* | \$147,000 | \$201,250 | + 36.9% | \$154,750 | \$191,000 | + 23.4% |
| Percent of Original List Price Received* | 92.5% | 96.7% | + 4.5% | 91.9% | 94.7% | + 3.0% |
| Days on Market Until Sale | 119 | 121 | + 1.7% | 137 | 115 | - 16.1% |
| Months Supply of Inventory | 4.4 | 3.8 | - 13.6% | -- | -- | -- |

* 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.

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Historical Median Sales Price Rolling 12-Month Calculation



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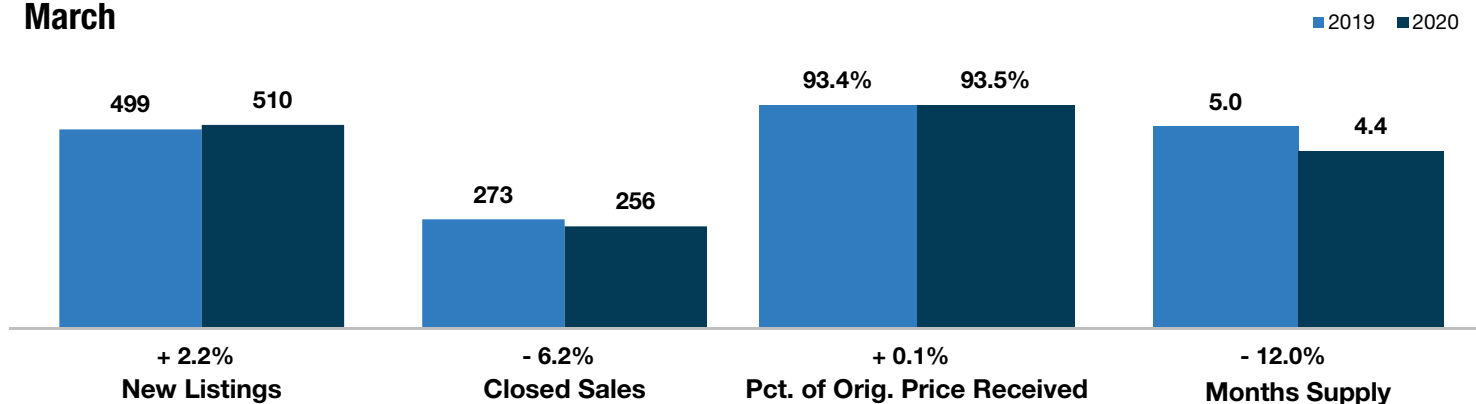


3 – Arrowhead Region

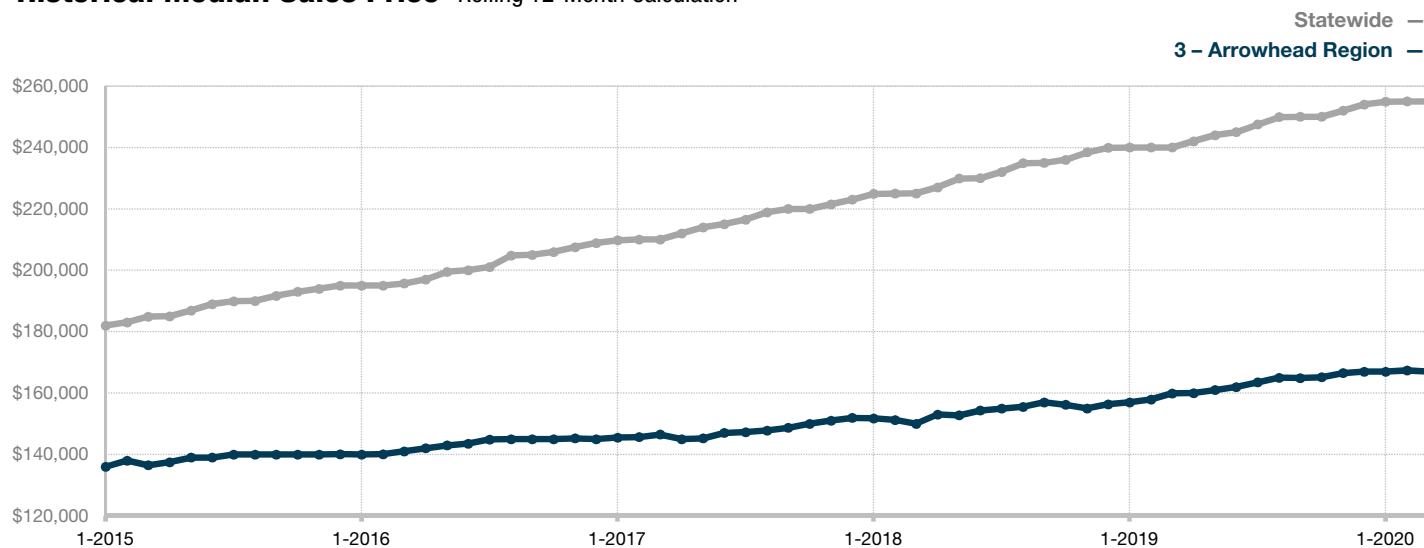
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 499 | 510 | + 2.2% | 1,228 | 1,159 | - 5.6% |
| Closed Sales | 273 | 256 | - 6.2% | 721 | 666 | - 7.6% |
| Median Sales Price* | \$160,700 | \$162,250 | + 1.0% | \$150,000 | \$155,000 | + 3.3% |
| Percent of Original List Price Received* | 93.4% | 93.5% | + 0.1% | 92.3% | 92.5% | + 0.2% |
| Days on Market Until Sale | 96 | 96 | 0.0% | 94 | 97 | + 3.2% |
| Months Supply of Inventory | 5.0 | 4.4 | - 12.0% | -- | -- | -- |

* 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



Current as of April 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2020

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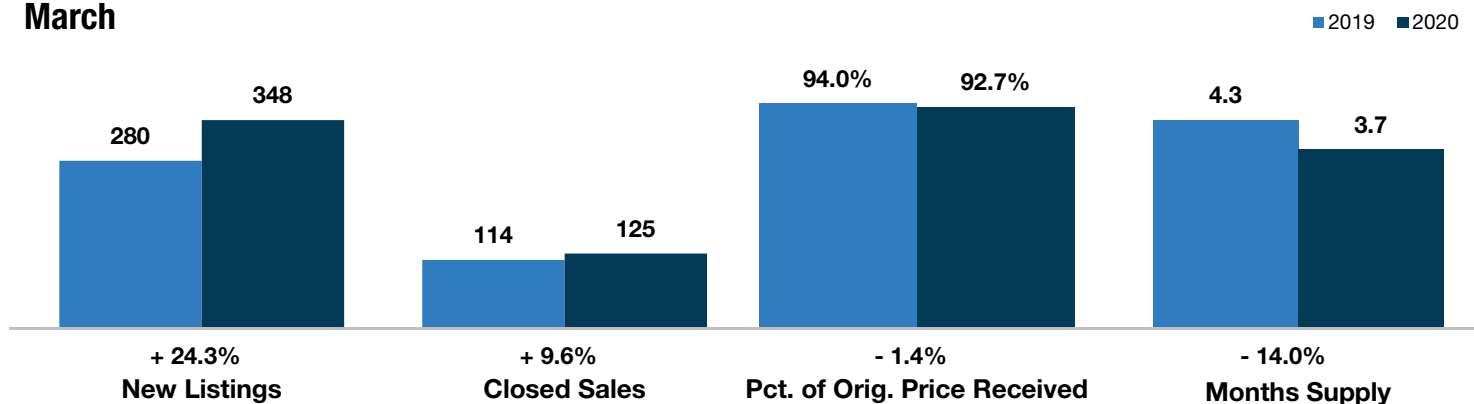


4 – West Central Region

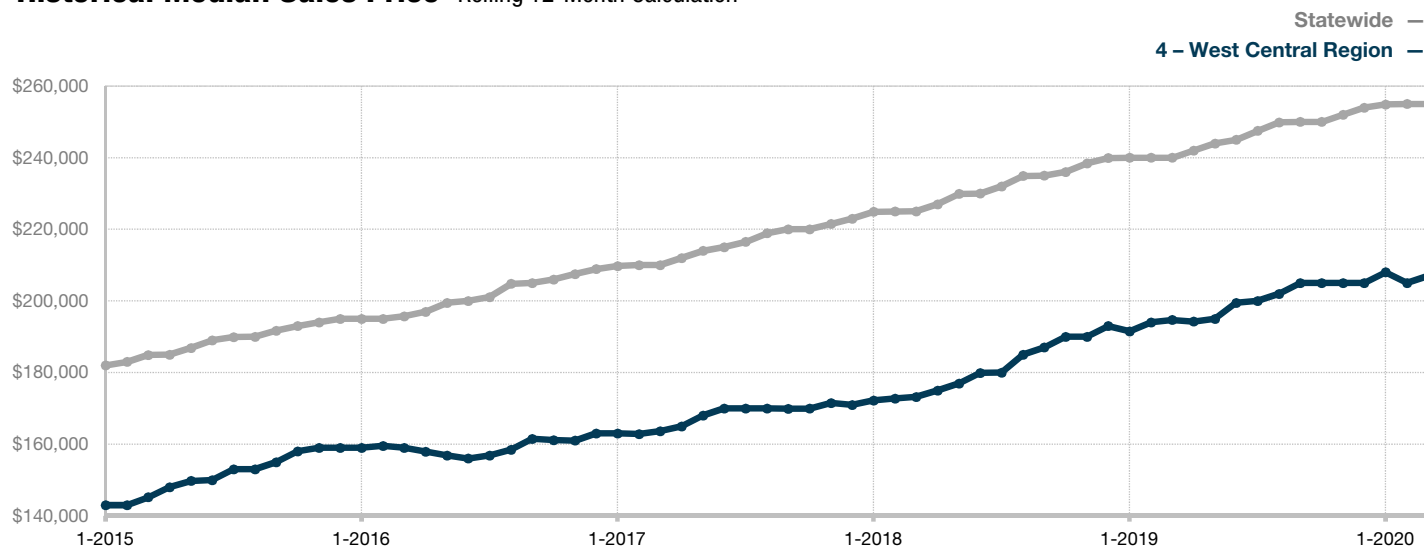
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 280 | 348 | + 24.3% | 609 | 691 | + 13.5% |
| Closed Sales | 114 | 125 | + 9.6% | 312 | 309 | - 1.0% |
| Median Sales Price* | \$186,000 | \$196,500 | + 5.6% | \$183,000 | \$192,200 | + 5.0% |
| Percent of Original List Price Received* | 94.0% | 92.7% | - 1.4% | 92.4% | 93.7% | + 1.4% |
| Days on Market Until Sale | 92 | 102 | + 10.9% | 97 | 88 | - 9.3% |
| Months Supply of Inventory | 4.3 | 3.7 | - 14.0% | -- | -- | -- |

* 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



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Local Market Update for March 2020

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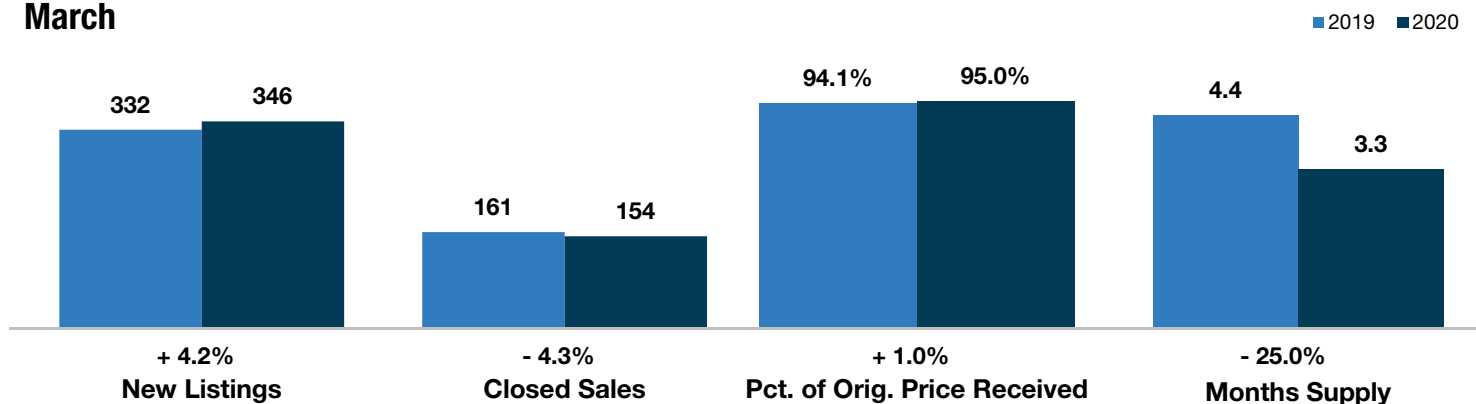


5 – North Central Region

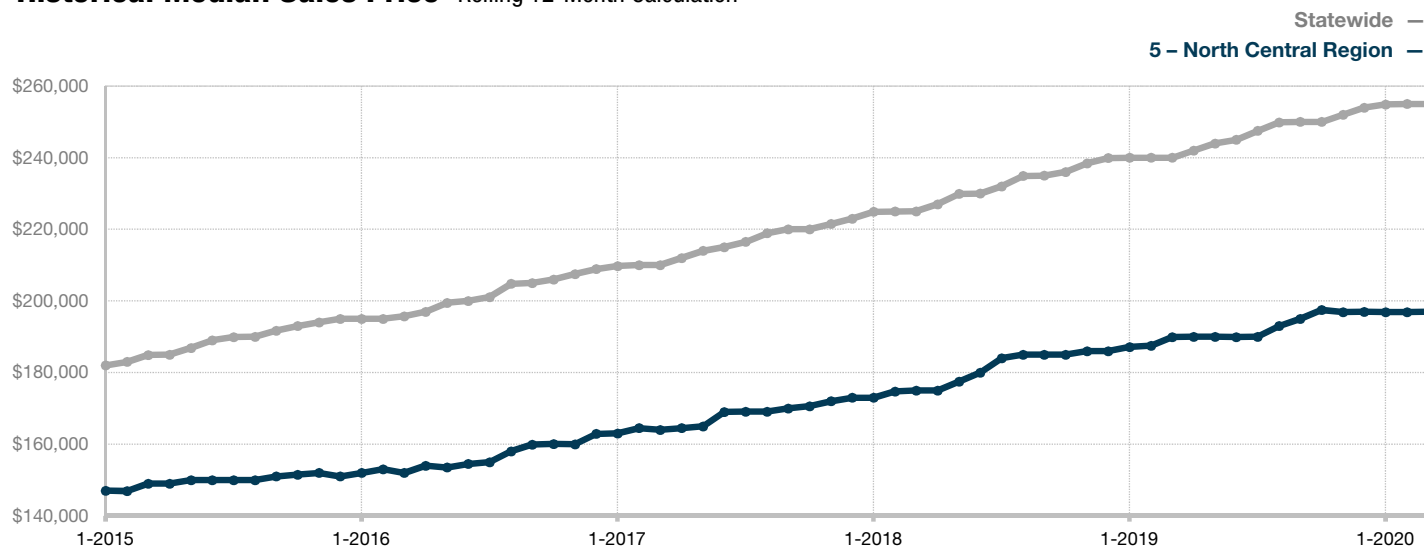
| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 332 | 346 | + 4.2% | 789 | 761 | - 3.5% |
| Closed Sales | 161 | 154 | - 4.3% | 418 | 392 | - 6.2% |
| Median Sales Price* | \$171,000 | \$179,950 | + 5.2% | \$169,000 | \$170,000 | + 0.6% |
| Percent of Original List Price Received* | 94.1% | 95.0% | + 1.0% | 93.4% | 93.5% | + 0.1% |
| Days on Market Until Sale | 97 | 99 | + 2.1% | 91 | 96 | + 5.5% |
| Months Supply of Inventory | 4.4 | 3.3 | - 25.0% | -- | -- | -- |

* 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



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Local Market Update for March 2020

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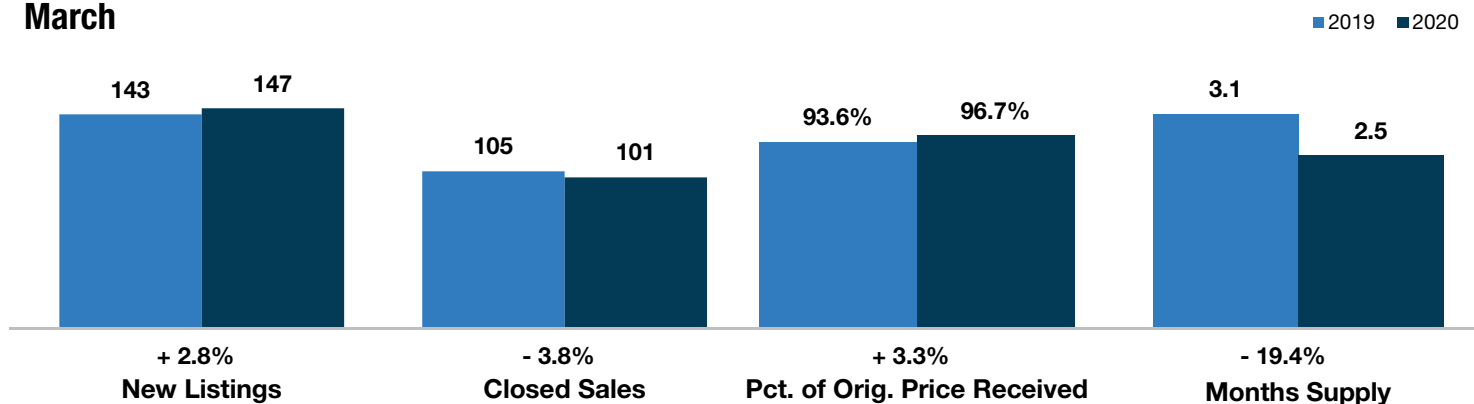


6E – Southwest Central Region

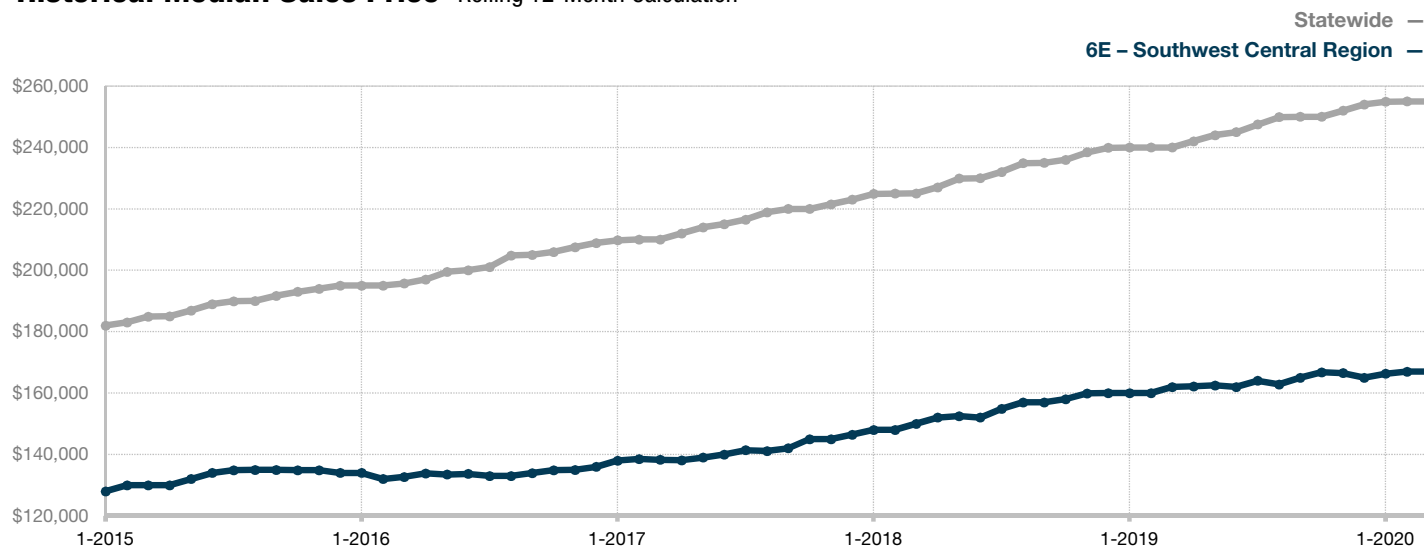
| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 143 | 147 | + 2.8% | 349 | 366 | + 4.9% |
| Closed Sales | 105 | 101 | - 3.8% | 251 | 254 | + 1.2% |
| Median Sales Price* | \$162,500 | \$163,000 | + 0.3% | \$151,250 | \$160,000 | + 5.8% |
| Percent of Original List Price Received* | 93.6% | 96.7% | + 3.3% | 92.9% | 95.3% | + 2.6% |
| Days on Market Until Sale | 96 | 71 | - 26.0% | 92 | 71 | - 22.8% |
| Months Supply of Inventory | 3.1 | 2.5 | - 19.4% | -- | -- | -- |

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for March 2020

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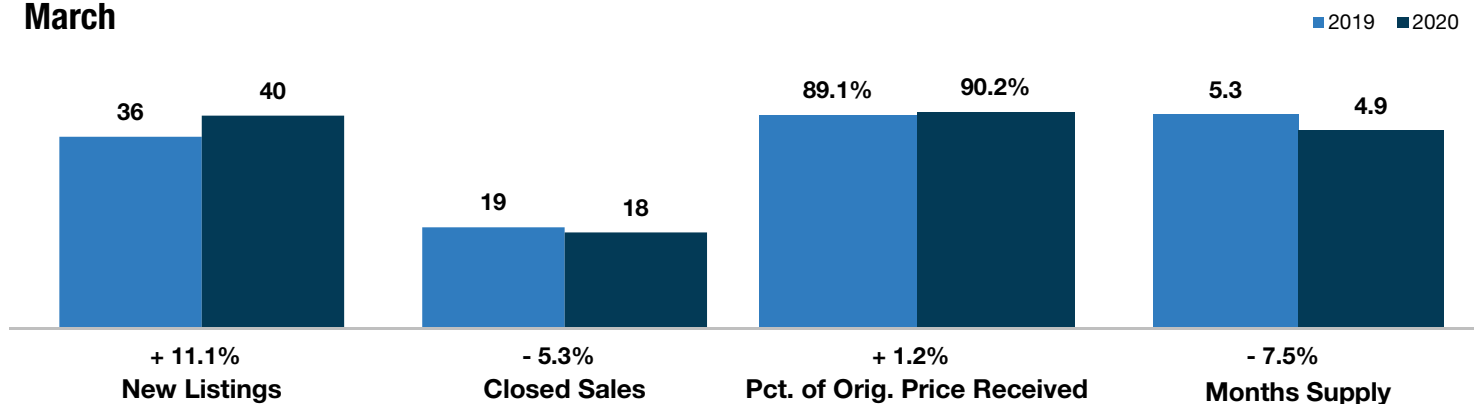


6W – Upper Minnesota Valley Region

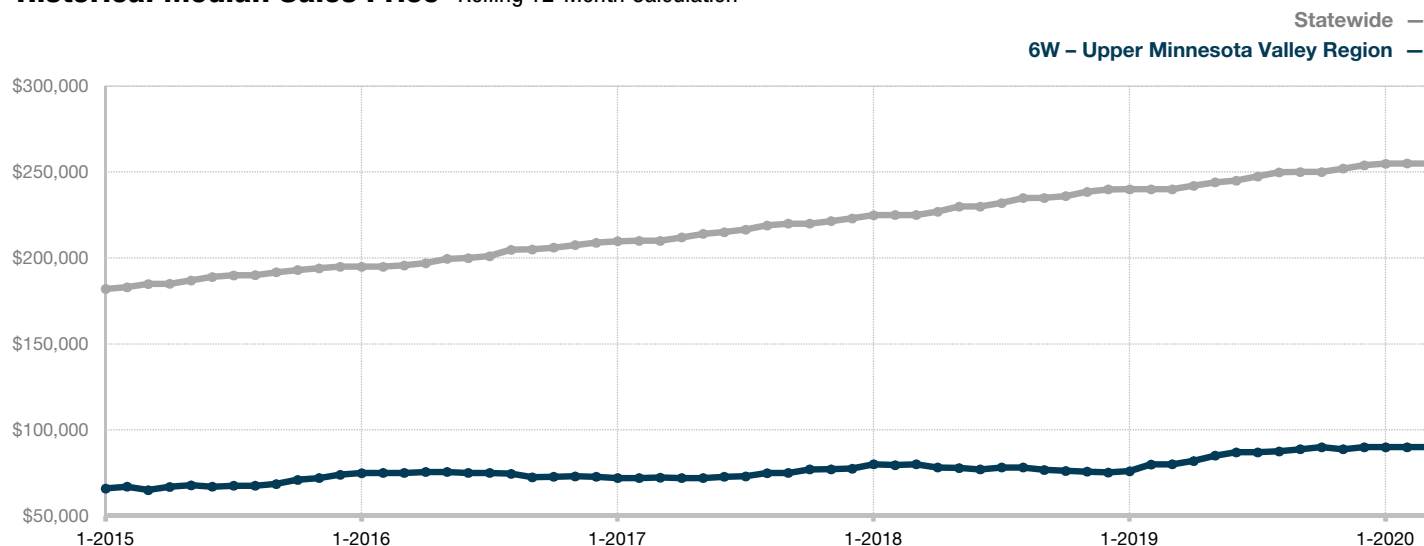
| Key Metrics | March | | | Year to Date | | |
|--|----------|-----------------|----------------|--------------|-----------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 36 | 40 | + 11.1% | 86 | 94 | + 9.3% |
| Closed Sales | 19 | 18 | - 5.3% | 63 | 58 | - 7.9% |
| Median Sales Price* | \$80,000 | \$70,750 | - 11.6% | \$87,500 | \$84,375 | - 3.6% |
| Percent of Original List Price Received* | 89.1% | 90.2% | + 1.2% | 88.9% | 88.9% | 0.0% |
| Days on Market Until Sale | 110 | 118 | + 7.3% | 128 | 95 | - 25.8% |
| Months Supply of Inventory | 5.3 | 4.9 | - 7.5% | -- | -- | -- |

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March



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for March 2020

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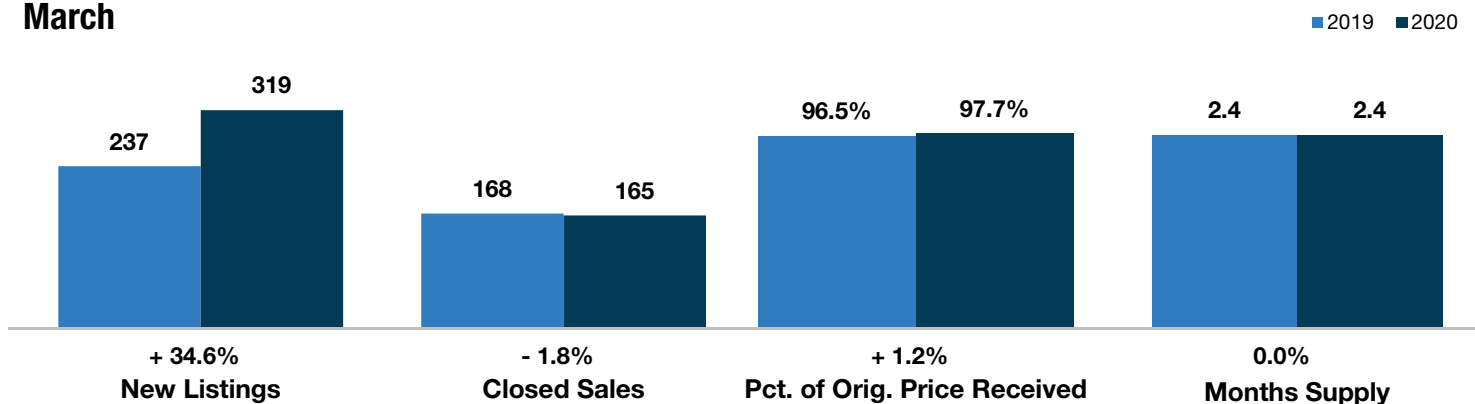


7E – East Central Region

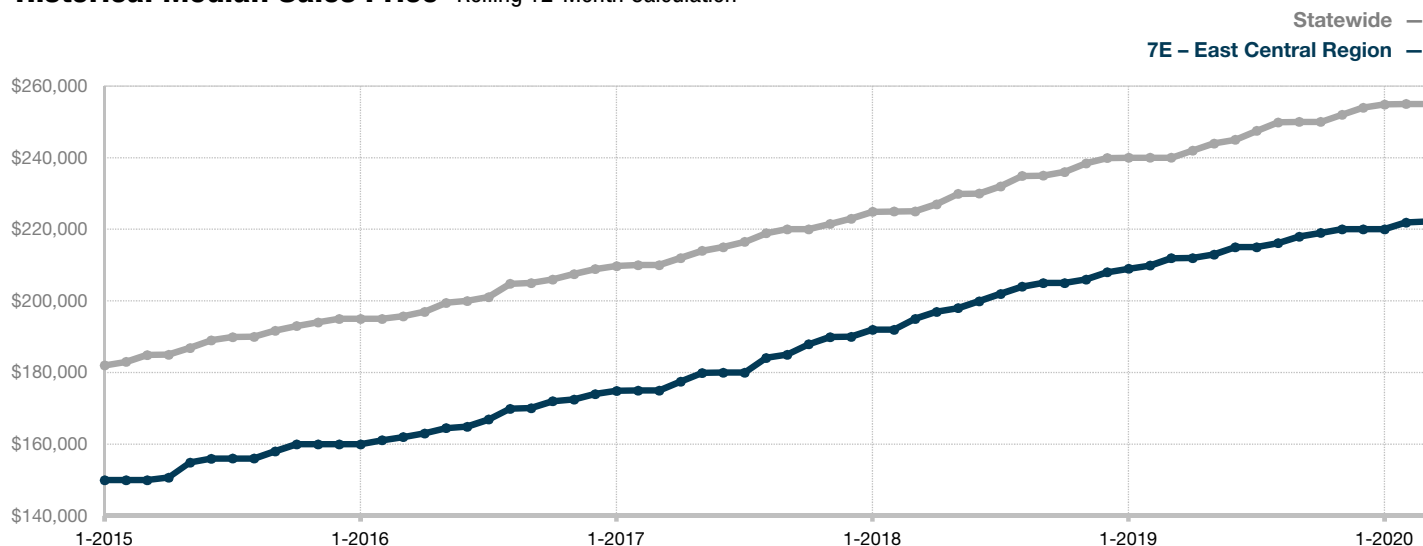
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 237 | 319 | + 34.6% | 622 | 774 | + 24.4% |
| Closed Sales | 168 | 165 | - 1.8% | 464 | 440 | - 5.2% |
| Median Sales Price* | \$220,000 | \$235,000 | + 6.8% | \$214,000 | \$220,830 | + 3.2% |
| Percent of Original List Price Received* | 96.5% | 97.7% | + 1.2% | 96.5% | 96.3% | - 0.2% |
| Days on Market Until Sale | 75 | 61 | - 18.7% | 70 | 63 | - 10.0% |
| Months Supply of Inventory | 2.4 | 2.4 | 0.0% | -- | -- | -- |

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March



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for March 2020

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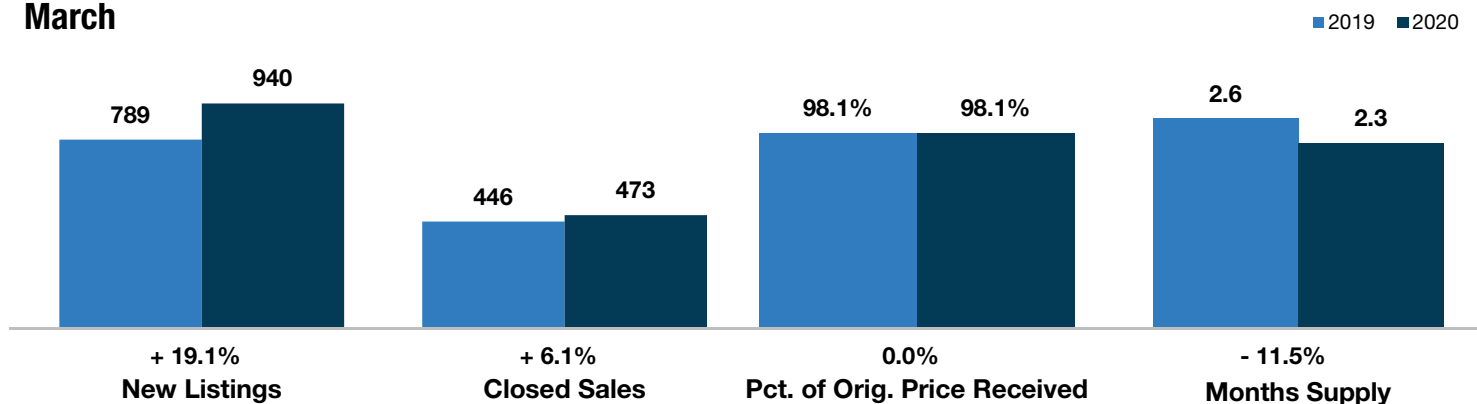


7W – Central Region

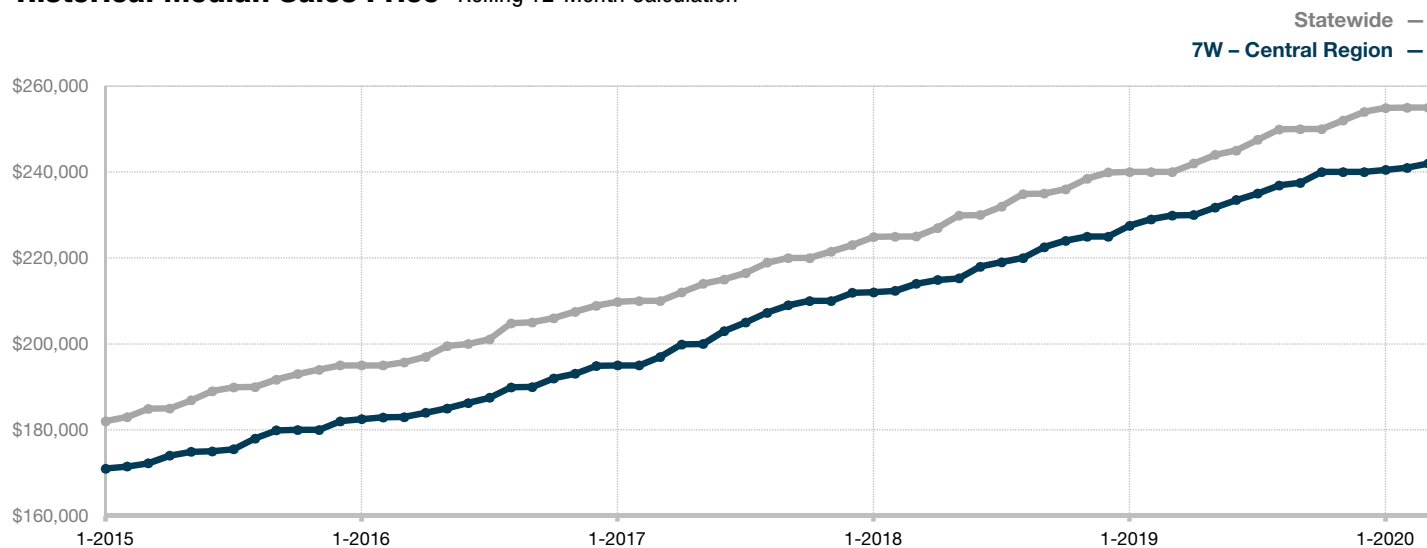
| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 789 | 940 | + 19.1% | 1,855 | 2,213 | + 19.3% |
| Closed Sales | 446 | 473 | + 6.1% | 1,054 | 1,119 | + 6.2% |
| Median Sales Price* | \$238,000 | \$245,000 | + 2.9% | \$232,650 | \$242,000 | + 4.0% |
| Percent of Original List Price Received* | 98.1% | 98.1% | 0.0% | 97.1% | 97.2% | + 0.1% |
| Days on Market Until Sale | 56 | 61 | + 8.9% | 62 | 63 | + 1.6% |
| Months Supply of Inventory | 2.6 | 2.3 | - 11.5% | -- | -- | -- |

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

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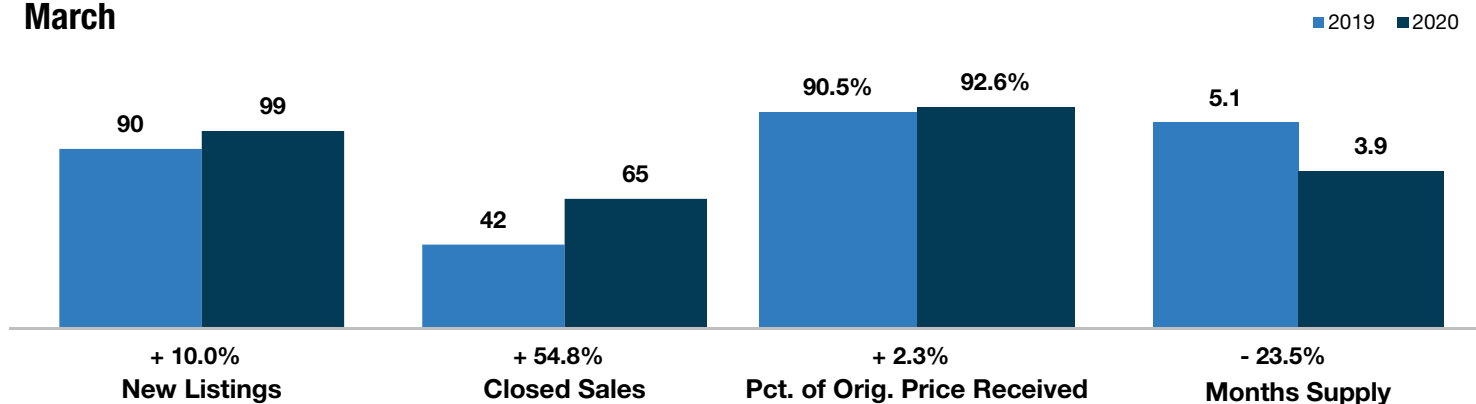


8 – Southwest Region

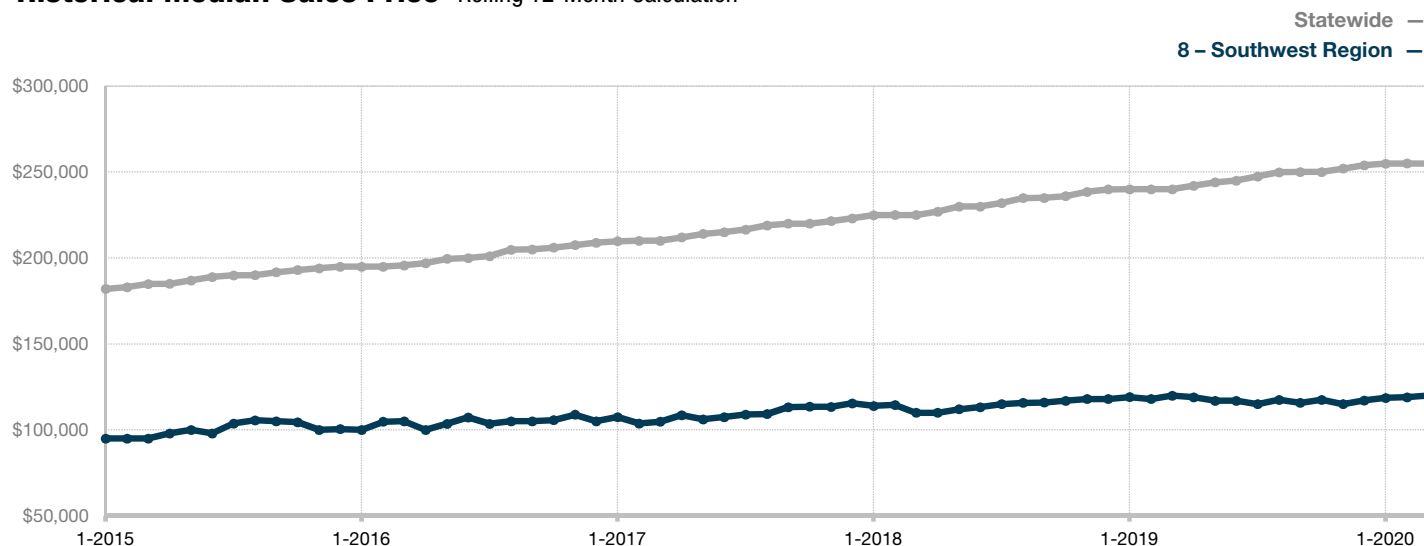
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 90 | 99 | + 10.0% | 201 | 249 | + 23.9% |
| Closed Sales | 42 | 65 | + 54.8% | 122 | 169 | + 38.5% |
| Median Sales Price* | \$111,750 | \$128,750 | + 15.2% | \$101,000 | \$119,000 | + 17.8% |
| Percent of Original List Price Received* | 90.5% | 92.6% | + 2.3% | 90.4% | 89.5% | - 1.0% |
| Days on Market Until Sale | 99 | 72 | - 27.3% | 116 | 98 | - 15.5% |
| Months Supply of Inventory | 5.1 | 3.9 | - 23.5% | -- | -- | -- |

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

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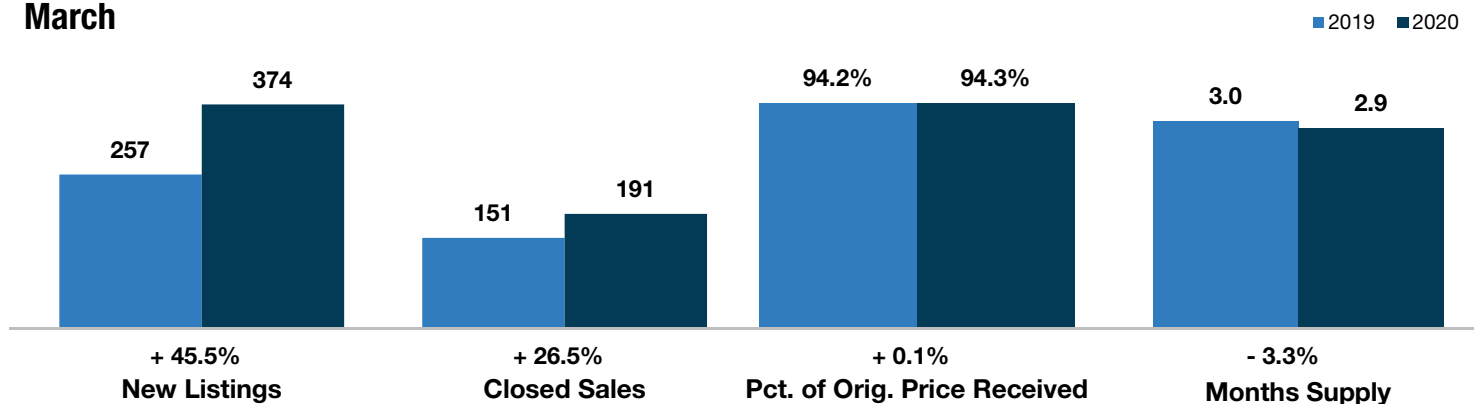


9 – South Central Region

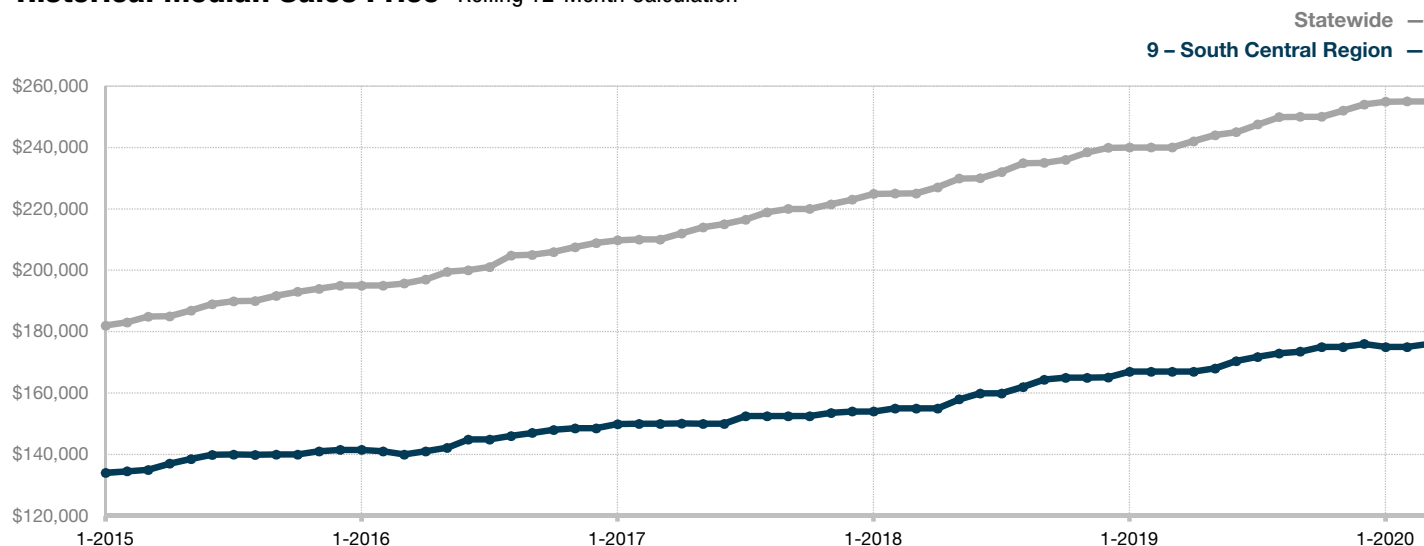
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 257 | 374 | + 45.5% | 626 | 766 | + 22.4% |
| Closed Sales | 151 | 191 | + 26.5% | 400 | 482 | + 20.5% |
| Median Sales Price* | \$157,000 | \$169,950 | + 8.2% | \$164,700 | \$168,400 | + 2.2% |
| Percent of Original List Price Received* | 94.2% | 94.3% | + 0.1% | 93.0% | 94.1% | + 1.2% |
| Days on Market Until Sale | 112 | 112 | 0.0% | 112 | 103 | - 8.0% |
| Months Supply of Inventory | 3.0 | 2.9 | - 3.3% | -- | -- | -- |

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March



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Local Market Update for March 2020

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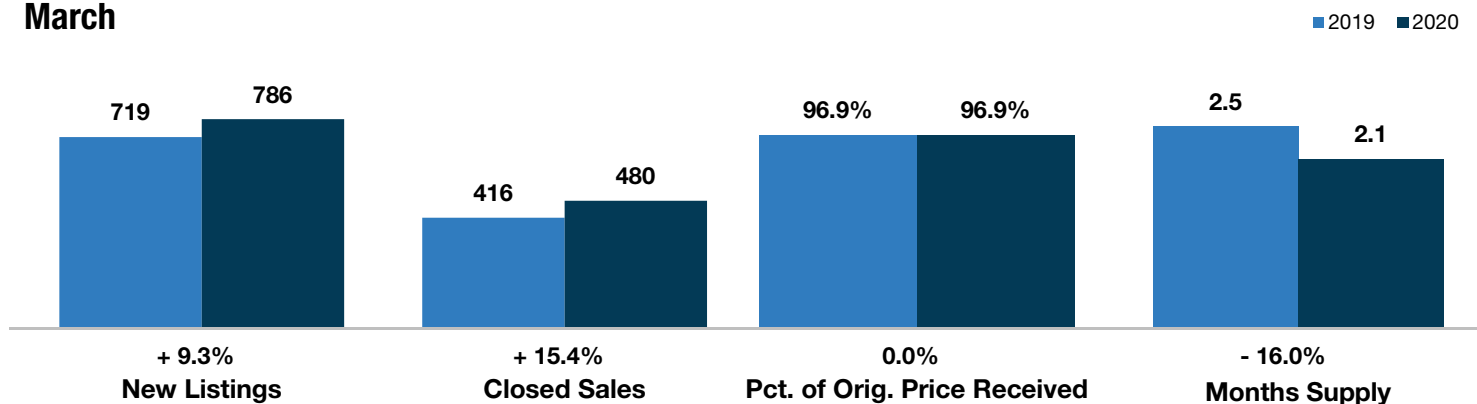


10 – Southeast Region

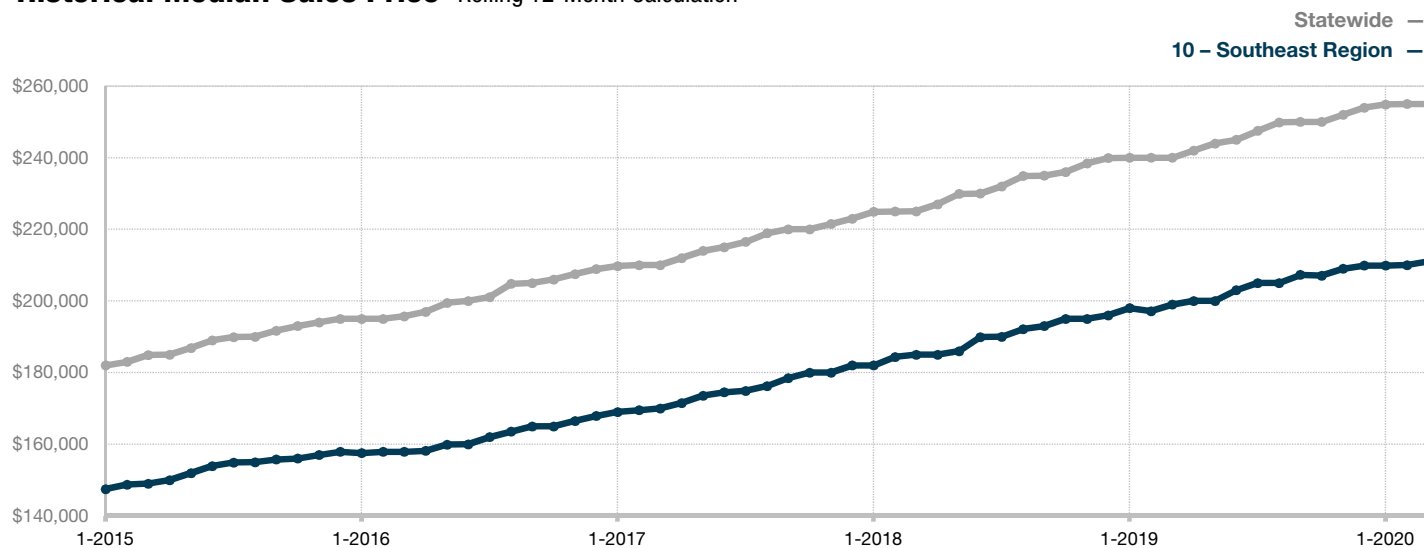
| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 719 | 786 | + 9.3% | 1,573 | 1,765 | + 12.2% |
| Closed Sales | 416 | 480 | + 15.4% | 1,045 | 1,195 | + 14.4% |
| Median Sales Price* | \$205,000 | \$219,000 | + 6.8% | \$197,000 | \$211,100 | + 7.2% |
| Percent of Original List Price Received* | 96.9% | 96.9% | 0.0% | 95.9% | 95.8% | - 0.1% |
| Days on Market Until Sale | 68 | 67 | - 1.5% | 69 | 69 | 0.0% |
| Months Supply of Inventory | 2.5 | 2.1 | - 16.0% | -- | -- | -- |

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March



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Local Market Update for March 2020

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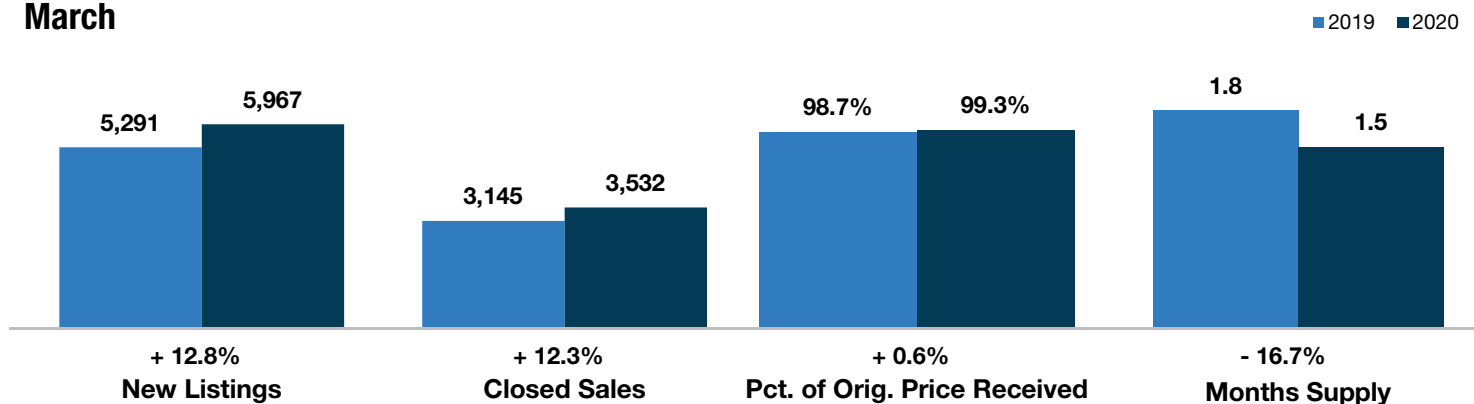


11 – 7-County Twin Cities Region

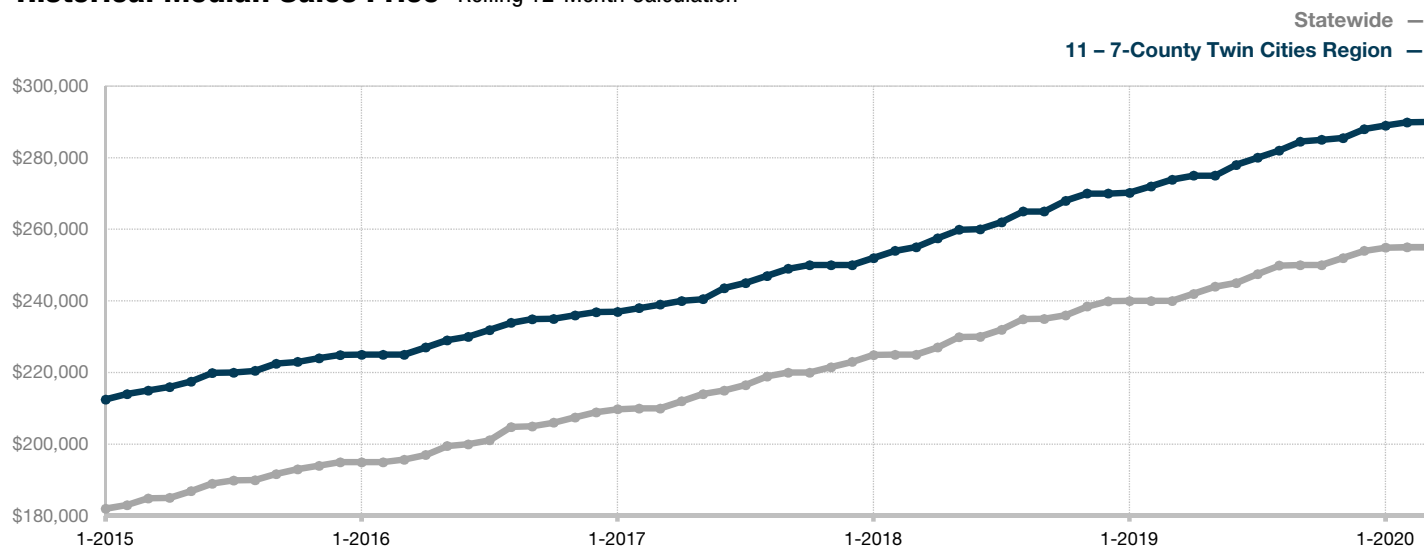
| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 3-2019 | Thru 3-2020 | Percent Change |
| New Listings | 5,291 | 5,967 | + 12.8% | 12,747 | 14,078 | + 10.4% |
| Closed Sales | 3,145 | 3,532 | + 12.3% | 7,877 | 8,634 | + 9.6% |
| Median Sales Price* | \$283,250 | \$305,000 | + 7.7% | \$274,900 | \$290,000 | + 5.5% |
| Percent of Original List Price Received* | 98.7% | 99.3% | + 0.6% | 97.9% | 98.3% | + 0.4% |
| Days on Market Until Sale | 46 | 43 | - 6.5% | 50 | 48 | - 4.0% |
| Months Supply of Inventory | 1.8 | 1.5 | - 16.7% | -- | -- | -- |

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March



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