

# Local Market Update for March 2022

A Research Tool Provided by the Minnesota REALTORS®

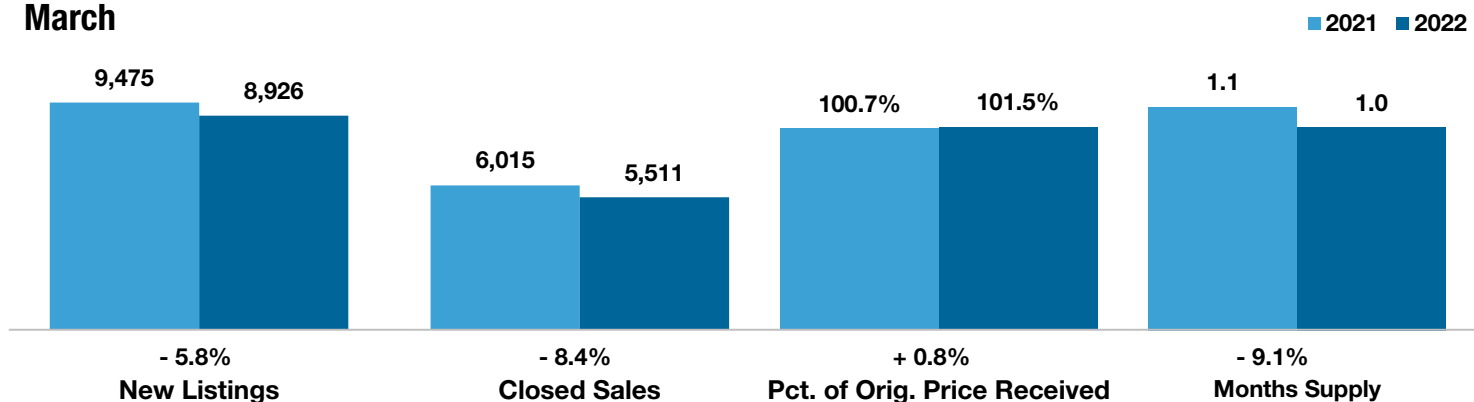


## Entire State

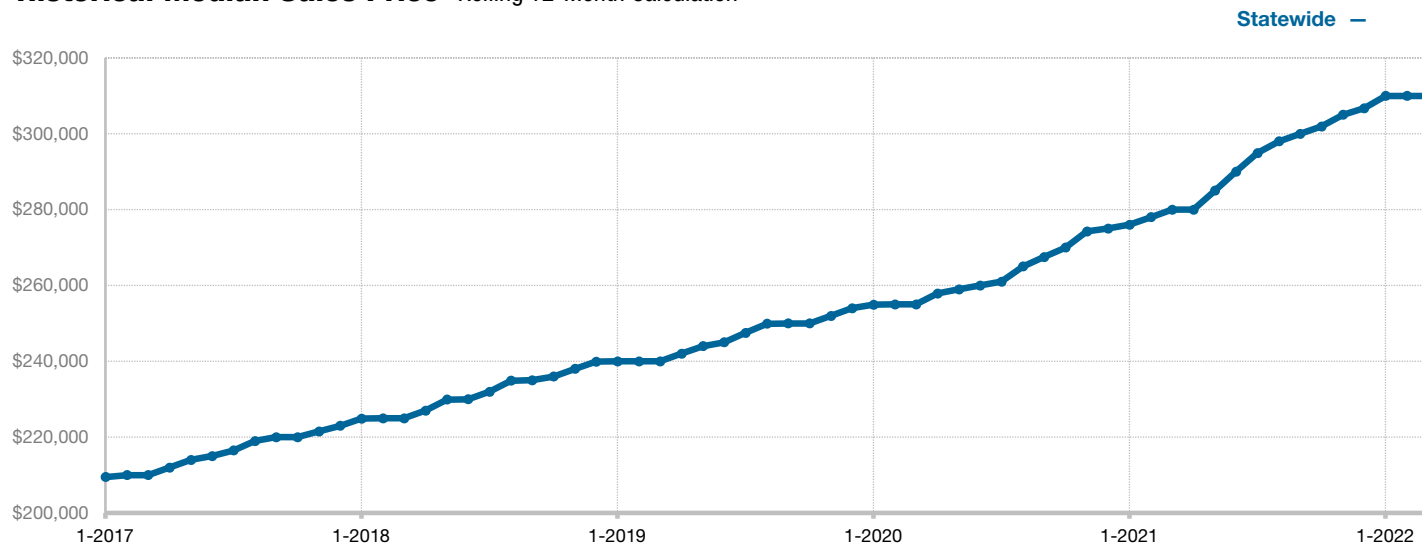
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	9,475	<b>8,926</b>	- 5.8%	21,196	<b>19,720</b>	- 7.0%
Pending Sales	8,217	<b>7,211</b>	- 12.2%	19,096	<b>17,028</b>	- 10.8%
Closed Sales	6,015	<b>5,511</b>	- 8.4%	15,362	<b>13,987</b>	- 9.0%
Median Sales Price*	\$295,000	<b>\$322,000</b>	+ 9.2%	\$283,500	<b>\$309,000</b>	+ 9.0%
Percent of Original List Price Received*	100.7%	<b>101.5%</b>	+ 0.8%	99.4%	<b>100.1%</b>	+ 0.7%
Days on Market Until Sale	42	<b>37</b>	- 11.9%	45	<b>42</b>	- 6.7%
Months Supply of Inventory	1.1	<b>1.0</b>	- 9.1%	--	--	--

\* 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



# Monthly Indicators



## March 2022

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

## Activity Snapshot

<b>- 8.4%</b>	<b>+ 9.2%</b>	<b>- 5.8%</b>
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	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		9,475	8,926	- 5.8%	21,196	19,720	- 7.0%
Pending Sales		8,217	7,211	- 12.2%	19,096	17,028	- 10.8%
Closed Sales		6,015	5,511	- 8.4%	15,362	13,987	- 9.0%
Days on Market		42	37	- 11.9%	45	42	- 6.7%
Median Sales Price		\$295,000	\$322,000	+ 9.2%	\$283,500	\$309,000	+ 9.0%
Avg. Sales Price		\$339,545	\$368,161	+ 8.4%	\$324,760	\$354,720	+ 9.2%
Pct. of Orig. Price Received		100.7%	101.5%	+ 0.8%	99.4%	100.1%	+ 0.7%
Affordability Index		148	118	- 20.3%	154	123	- 20.1%
Homes for Sale*		8,741	7,808	- 10.7%	--	--	--
Months Supply*		1.1	1.0	- 9.1%	--	--	--

\* 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.

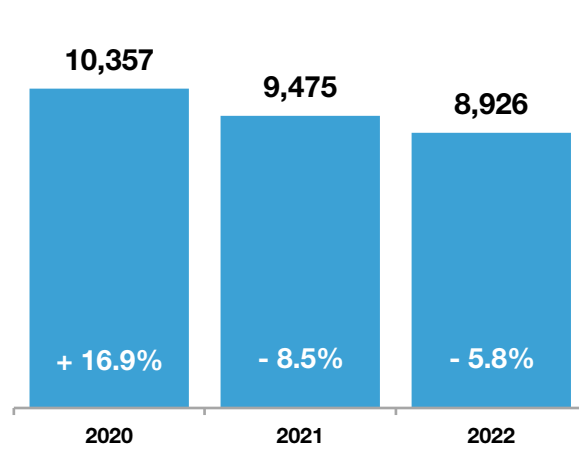
Current as of April 19, 2022. All data from the multiple listing services in the state of Minnesota. Report © 2022 ShowingTime. | 2

# New Listings

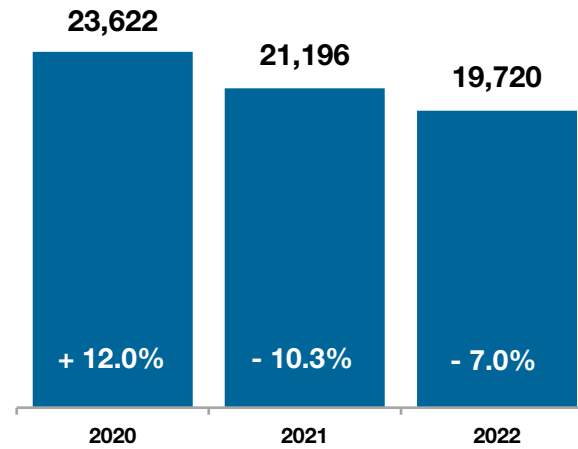
A count of the properties that have been newly listed on the market in a given month.



## March

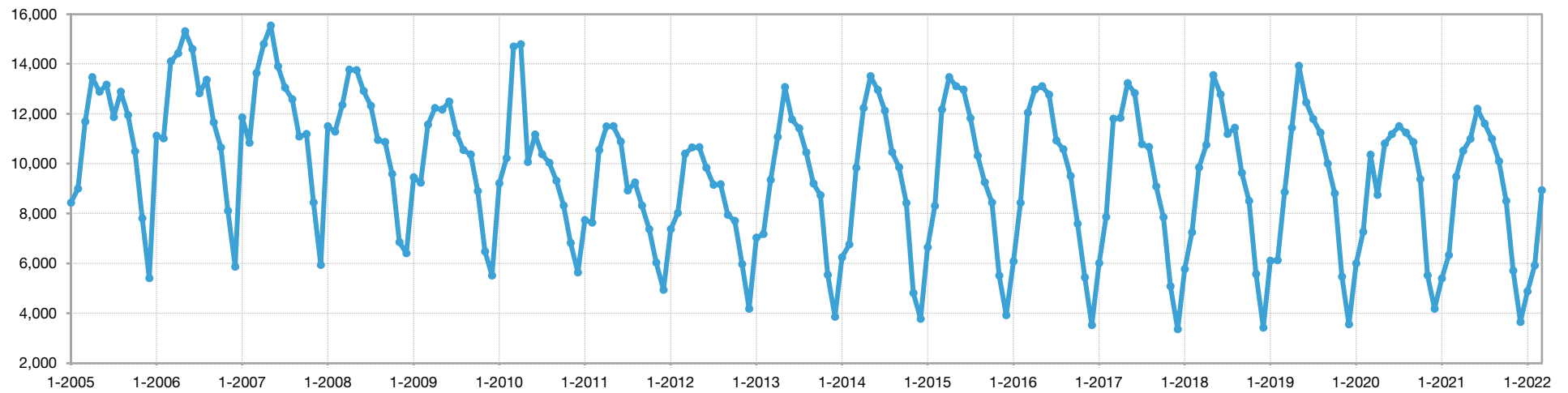


## Year to Date



New Listings		Prior Year	Percent Change
April 2021	10,513	8,743	+20.2%
May 2021	10,987	10,800	+1.7%
June 2021	12,193	11,179	+9.1%
July 2021	11,601	11,501	+0.9%
August 2021	10,992	11,242	-2.2%
September 2021	10,096	10,869	-7.1%
October 2021	8,500	9,374	-9.3%
November 2021	5,702	5,520	+3.3%
December 2021	3,648	4,182	-12.8%
January 2022	4,877	5,390	-9.5%
February 2022	5,917	6,331	-6.5%
March 2022	8,926	9,475	-5.8%
12-Month Avg	8,663	8,717	-0.6%

## Historical New Listings by Month

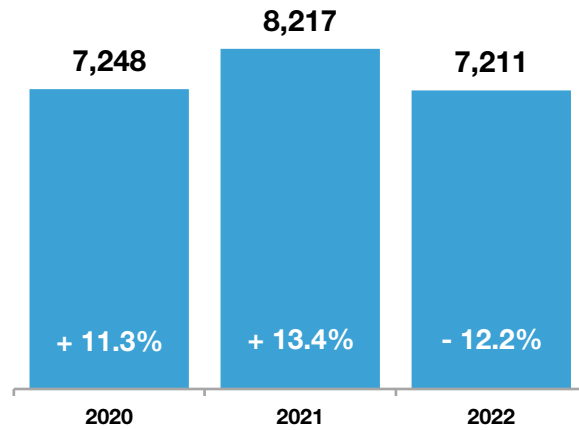


# Pending Sales

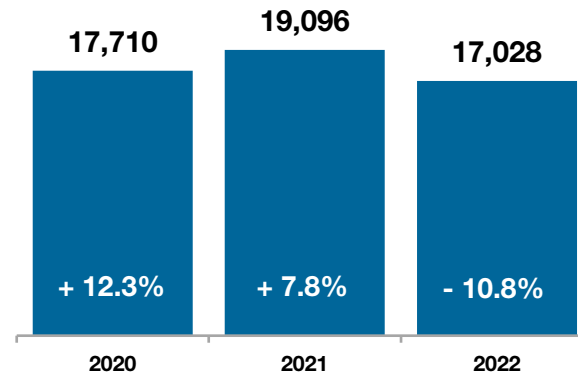
A count of the properties on which offers have been accepted in a given month.



## March

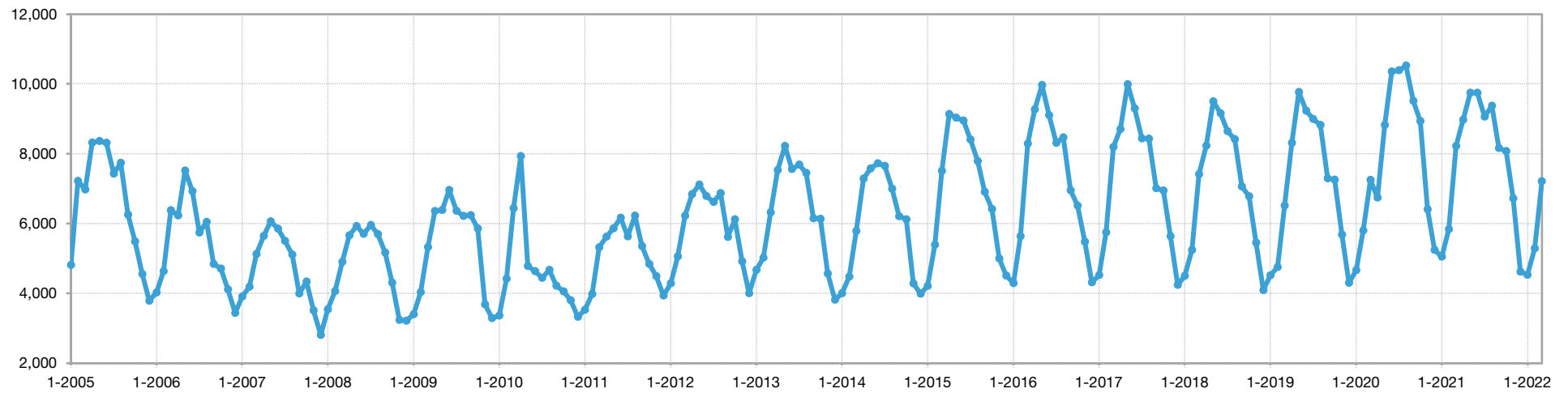


## Year to Date



Pending Sales		Prior Year	Percent Change
April 2021	8,974	6,745	+33.0%
May 2021	9,745	8,825	+10.4%
June 2021	9,742	10,350	-5.9%
July 2021	9,061	10,388	-12.8%
August 2021	9,373	10,521	-10.9%
September 2021	8,162	9,509	-14.2%
October 2021	8,072	8,935	-9.7%
November 2021	6,718	6,410	+4.8%
December 2021	4,616	5,243	-12.0%
January 2022	4,530	5,045	-10.2%
February 2022	5,287	5,834	-9.4%
<b>March 2022</b>	<b>7,211</b>	<b>8,217</b>	<b>-12.2%</b>
12-Month Avg	7,624	8,002	-4.7%

## Historical Pending Sales by Month

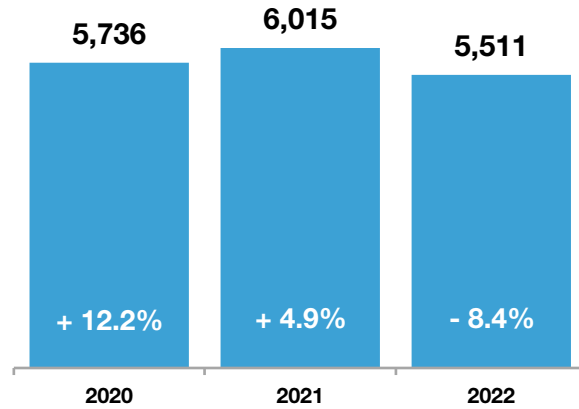


# Closed Sales

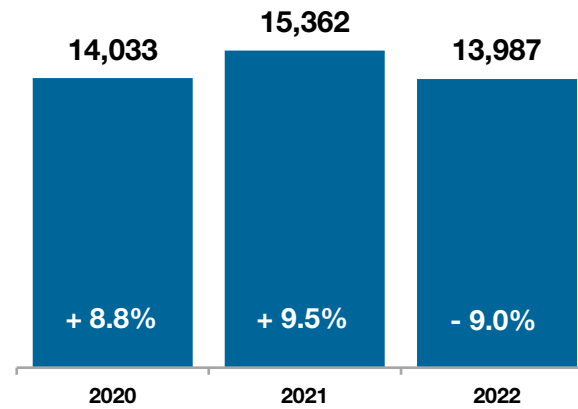
A count of the actual sales that closed in a given month.



## March

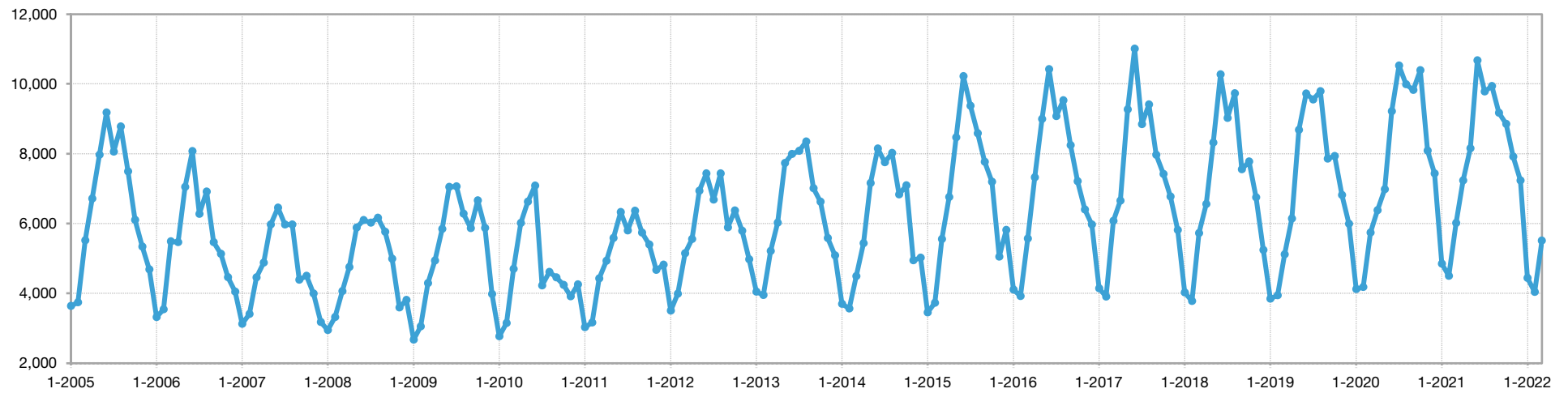


## Year to Date



Closed Sales		Prior Year	Percent Change
April 2021	7,232	6,376	+13.4%
May 2021	8,151	6,979	+16.8%
June 2021	10,674	9,218	+15.8%
July 2021	9,779	10,520	-7.0%
August 2021	9,933	9,989	-0.6%
September 2021	9,168	9,827	-6.7%
October 2021	8,849	10,389	-14.8%
November 2021	7,917	8,090	-2.1%
December 2021	7,235	7,436	-2.7%
January 2022	4,437	4,846	-8.4%
February 2022	4,039	4,501	-10.3%
<b>March 2022</b>	<b>5,511</b>	<b>6,015</b>	<b>-8.4%</b>
12-Month Avg	7,744	7,849	-1.3%

## Historical Closed Sales by Month

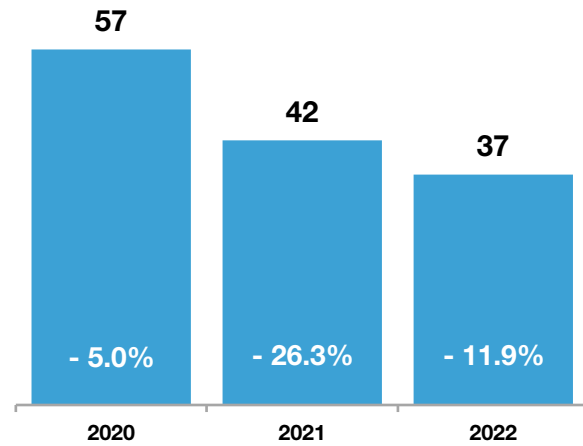


# Days on Market Until Sale

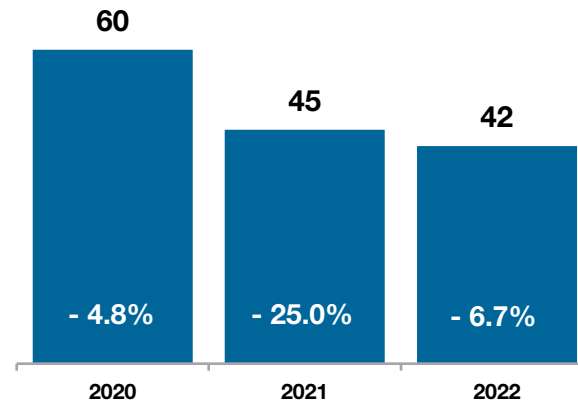
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

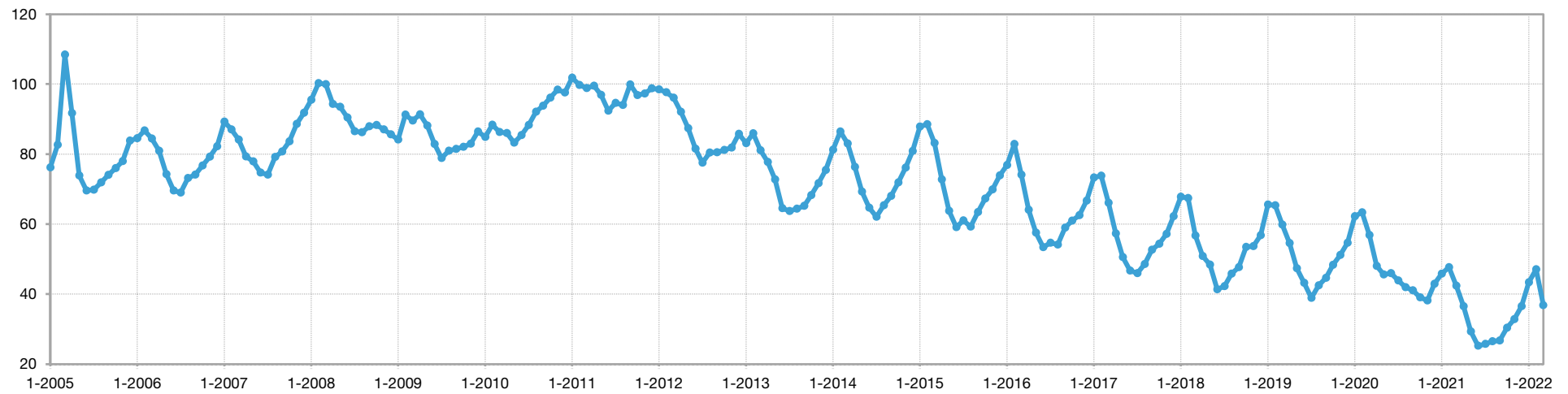


## Year to Date



Days on Market		Prior Year	Percent Change
April 2021	36	48	-25.0%
May 2021	29	46	-37.0%
June 2021	25	46	-45.7%
July 2021	26	44	-40.9%
August 2021	27	42	-35.7%
September 2021	27	41	-34.1%
October 2021	30	39	-23.1%
November 2021	33	38	-13.2%
December 2021	37	43	-14.0%
January 2022	43	46	-6.5%
February 2022	47	48	-2.1%
March 2022	37	42	-11.9%
12-Month Avg	33	44	-25.0%

## Historical Days on Market Until Sale by Month

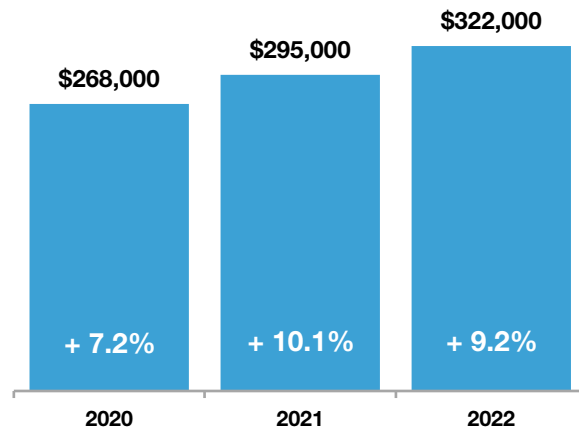


# Median Sales Price

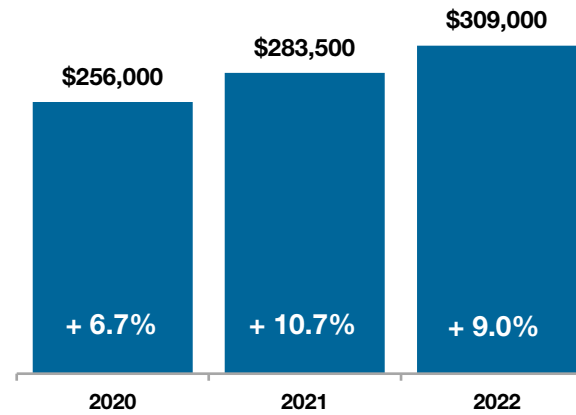
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March

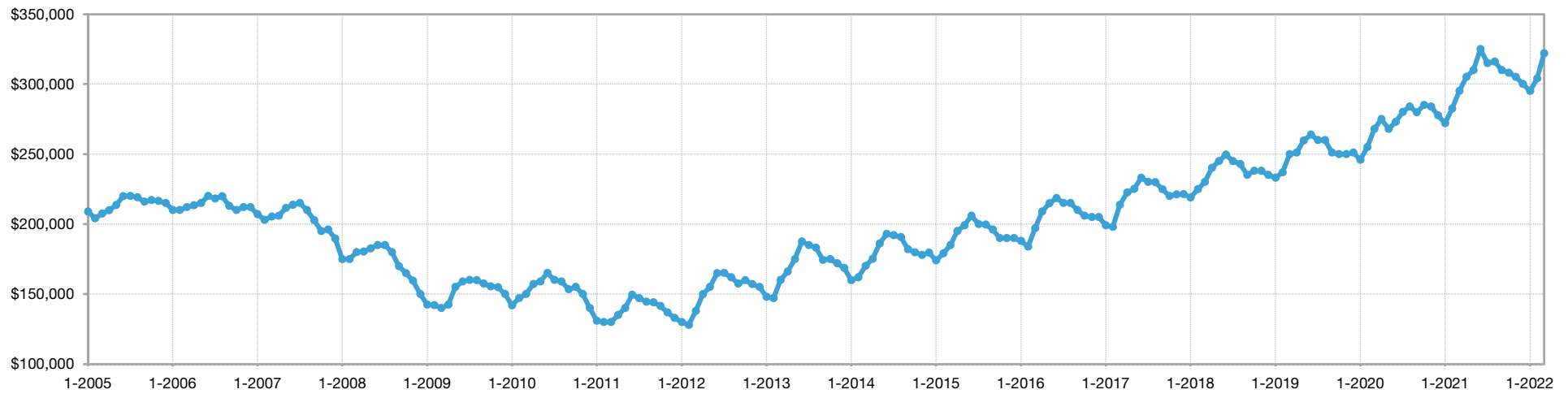


## Year to Date



Median Sales Price		Prior Year	Percent Change
April 2021	\$305,000	\$275,000	+10.9%
May 2021	\$310,000	\$268,000	+15.7%
June 2021	\$325,000	\$273,000	+19.0%
July 2021	\$315,000	\$280,000	+12.5%
August 2021	\$316,000	\$284,000	+11.3%
September 2021	\$310,000	\$279,900	+10.8%
October 2021	\$308,000	\$285,000	+8.1%
November 2021	\$305,000	\$284,000	+7.4%
December 2021	\$300,000	\$277,625	+8.1%
January 2022	\$295,000	\$272,000	+8.5%
February 2022	\$304,000	\$282,500	+7.6%
<b>March 2022</b>	<b>\$322,000</b>	<b>\$295,000</b>	<b>+9.2%</b>
12-Month Avg	\$309,583	\$279,669	+10.7%

## Historical Median Sales Price by Month



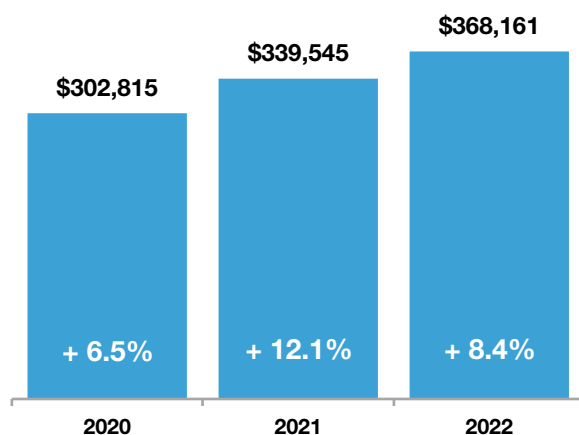


# Average Sales Price

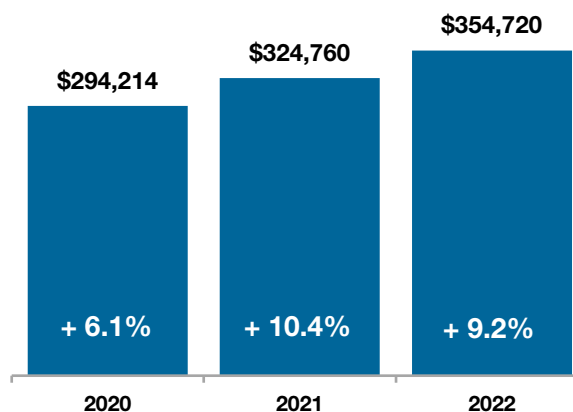
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year to Date



	Average Sales Price	Prior Year	Percent Change
April 2021	\$345,097	\$306,408	+12.6%
May 2021	\$361,827	\$299,677	+20.7%
June 2021	\$368,216	\$308,262	+19.4%
July 2021	\$359,557	\$318,705	+12.8%
August 2021	\$367,008	\$323,925	+13.3%
September 2021	\$354,186	\$322,181	+9.9%
October 2021	\$355,016	\$334,777	+6.0%
November 2021	\$352,091	\$327,882	+7.4%
December 2021	\$352,127	\$321,041	+9.7%
January 2022	\$339,250	\$310,662	+9.2%
February 2022	\$353,578	\$320,259	+10.4%
<b>March 2022</b>	<b>\$368,161</b>	<b>\$339,545</b>	<b>+8.4%</b>
12-Month Avg	\$356,343	\$319,444	+11.6%

## Historical Average Sales Price by Month

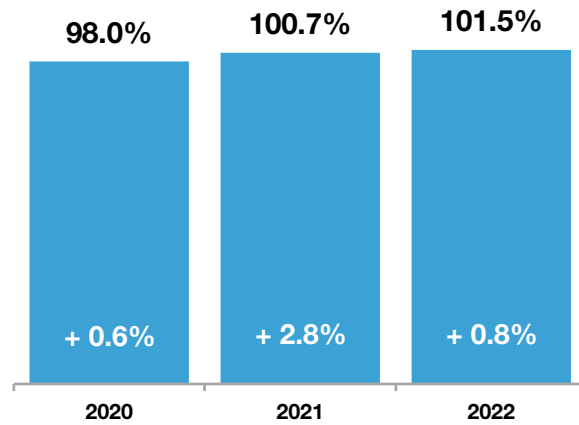


# Percent of Original List Price Received

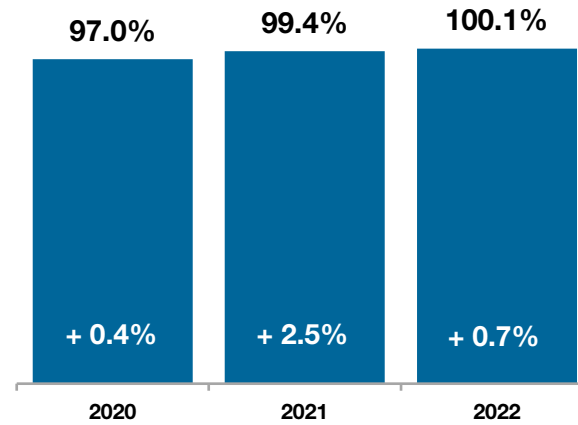
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

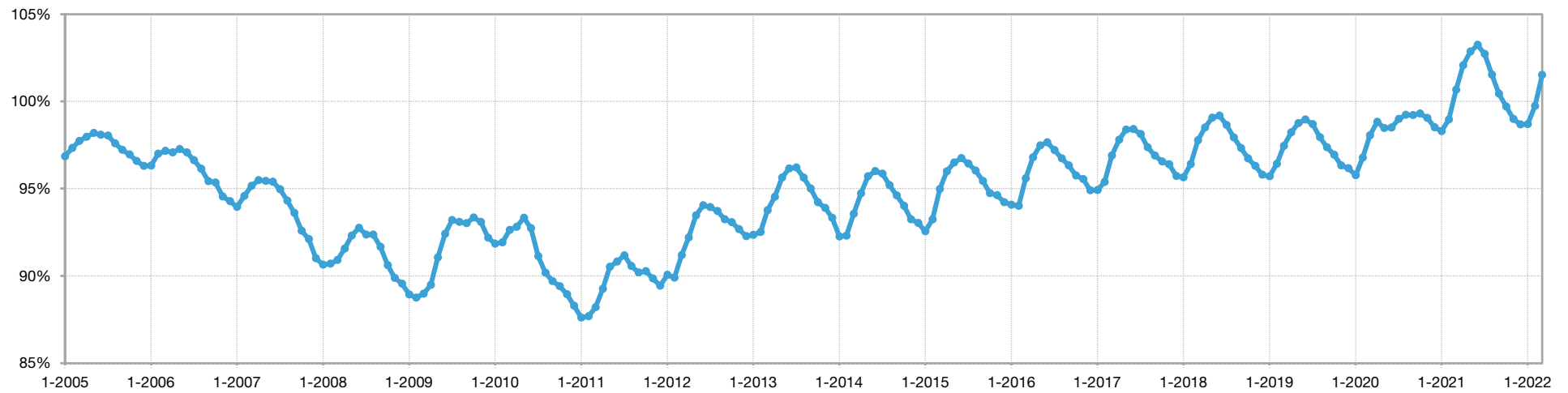


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2021	102.1%	98.8%	+3.3%
May 2021	102.9%	98.5%	+4.5%
June 2021	103.2%	98.5%	+4.8%
July 2021	102.7%	99.0%	+3.7%
August 2021	101.5%	99.2%	+2.3%
September 2021	100.4%	99.2%	+1.2%
October 2021	99.7%	99.3%	+0.4%
November 2021	99.0%	99.0%	0.0%
December 2021	98.7%	98.5%	+0.2%
January 2022	98.7%	98.3%	+0.4%
February 2022	99.7%	99.0%	+0.7%
<b>March 2022</b>	<b>101.5%</b>	<b>100.7%</b>	<b>+0.8%</b>
12-Month Avg	100.8%	99.0%	+1.8%

## Historical Percent of Original List Price Received by Month

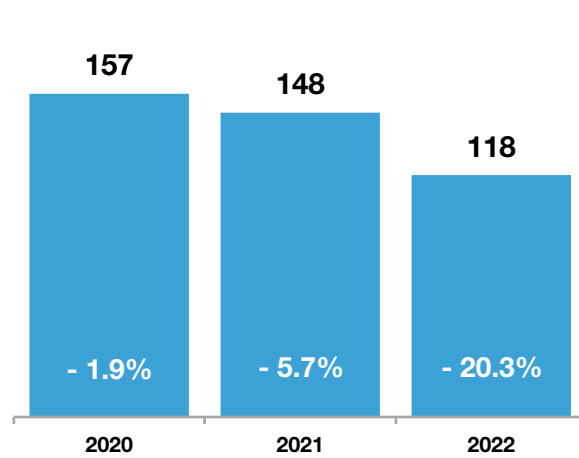


# Housing Affordability Index

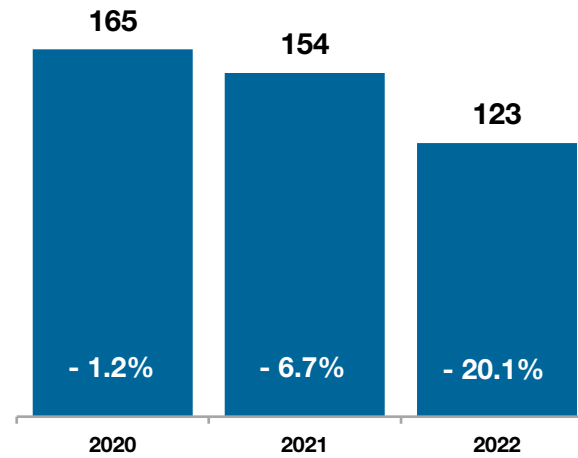


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March



## Year to Date



Affordability Index		Prior Year	Percent Change
April 2021	147	161	-8.7%
May 2021	144	164	-12.2%
June 2021	137	164	-16.5%
July 2021	142	162	-12.3%
August 2021	142	161	-11.8%
September 2021	144	163	-11.7%
October 2021	145	162	-10.5%
November 2021	150	163	-8.0%
December 2021	145	167	-13.2%
January 2022	143	169	-15.4%
February 2022	137	155	-11.6%
<b>March 2022</b>	<b>118</b>	<b>148</b>	<b>-20.3%</b>
12-Month Avg	141	162	-13.0%

## Historical Housing Affordability Index by Month

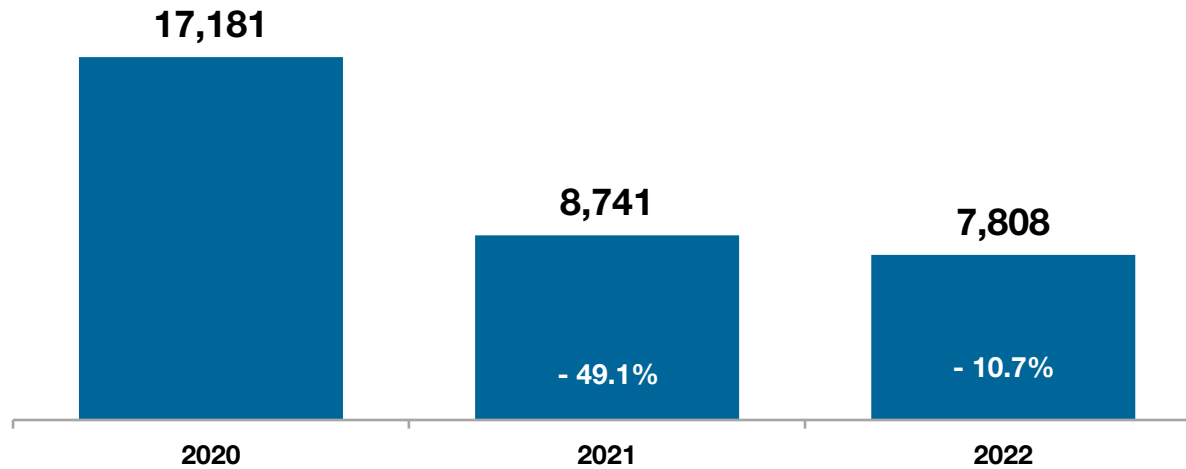


# Inventory of Homes for Sale

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

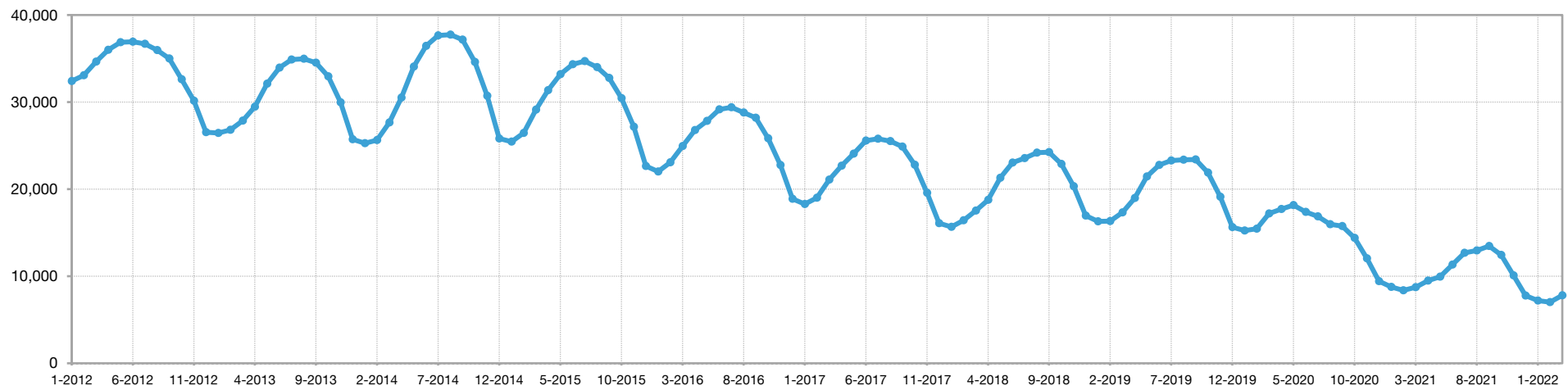


## March



Homes for Sale		Prior Year	Percent Change
April 2021	9,473	17,698	-46.5%
May 2021	9,923	18,147	-45.3%
June 2021	11,334	17,363	-34.7%
July 2021	12,687	16,870	-24.8%
August 2021	12,938	15,958	-18.9%
September 2021	13,462	15,763	-14.6%
October 2021	12,424	14,388	-13.7%
November 2021	10,074	12,033	-16.3%
December 2021	7,774	9,431	-17.6%
January 2022	7,195	8,773	-18.0%
February 2022	7,026	8,363	-16.0%
March 2022	7,808	8,741	-10.7%

## Historical Inventory of Homes for Sale by Month



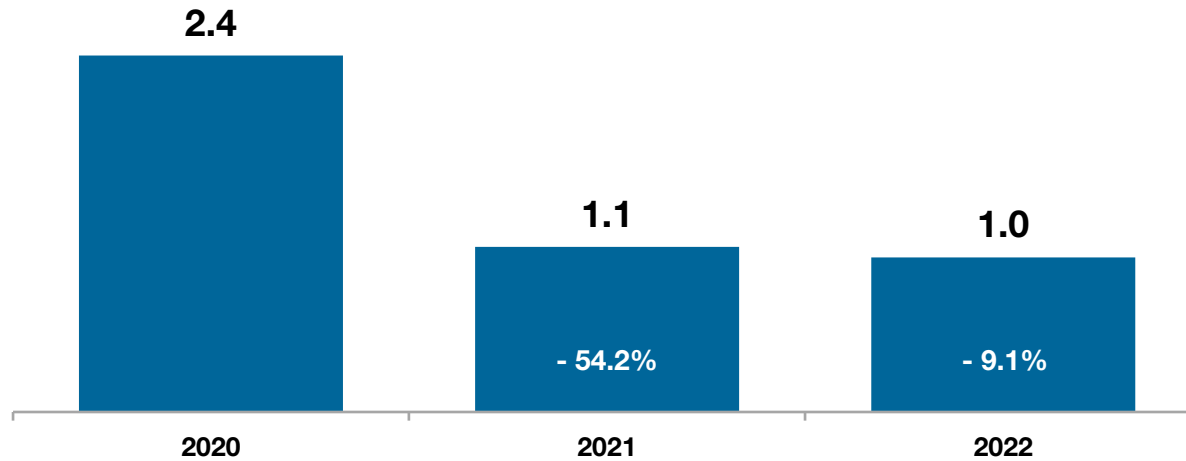
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

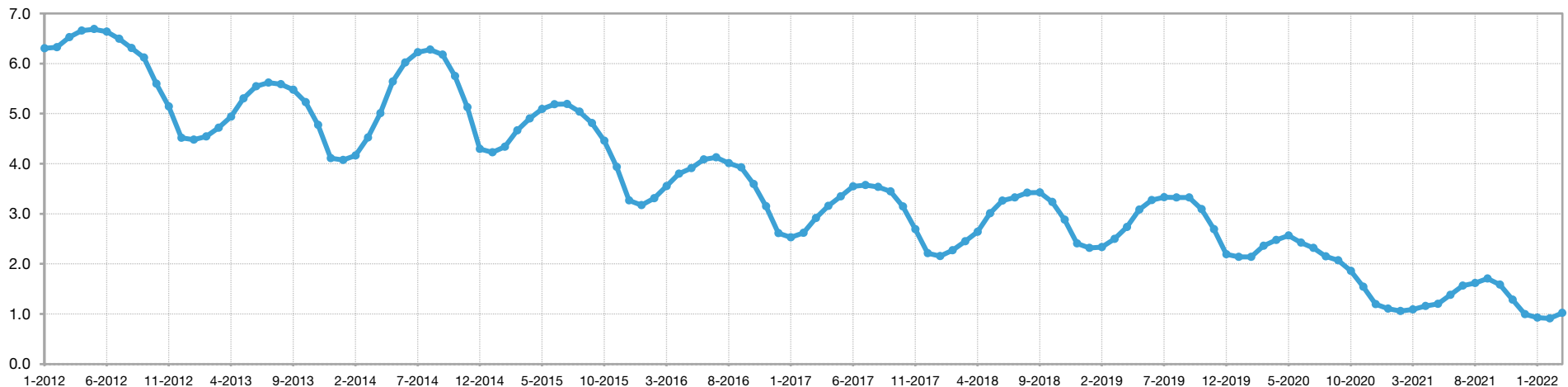


## March



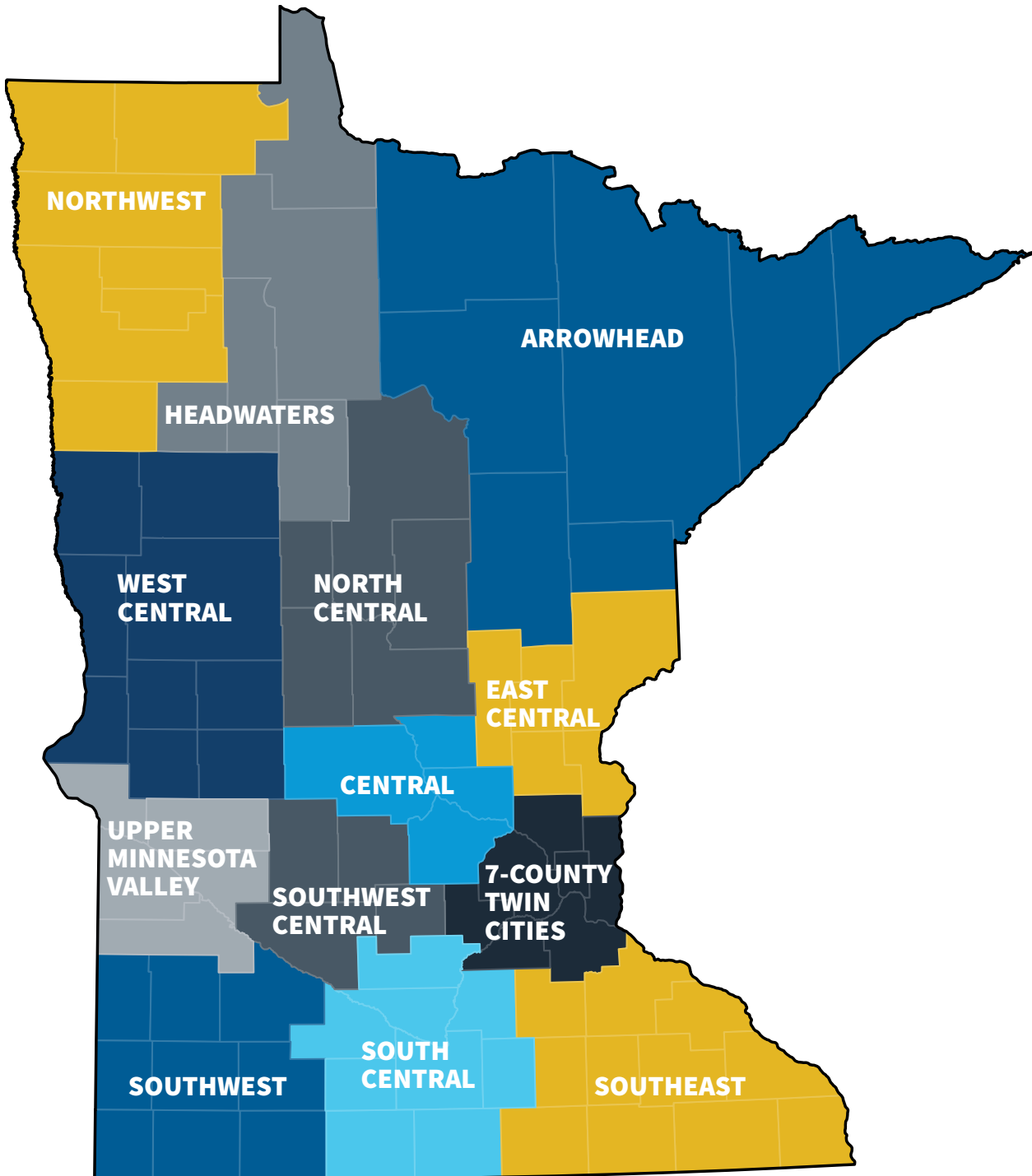
Months Supply		Prior Year	Percent Change
April 2021	1.2	2.5	-52.0%
May 2021	1.2	2.6	-53.8%
June 2021	1.4	2.4	-41.7%
July 2021	1.6	2.3	-30.4%
August 2021	1.6	2.2	-27.3%
September 2021	1.7	2.1	-19.0%
October 2021	1.6	1.9	-15.8%
November 2021	1.3	1.5	-13.3%
December 2021	1.0	1.2	-16.7%
January 2022	0.9	1.1	-18.2%
February 2022	0.9	1.1	-18.2%
March 2022	1.0	1.1	-9.1%

## 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 2022

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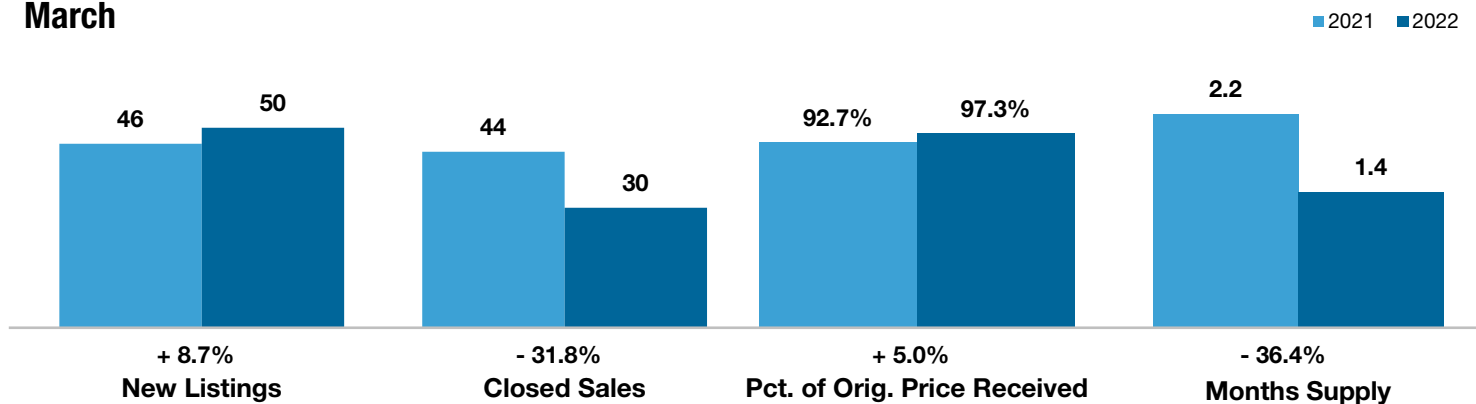


## 1 – Northwest Region

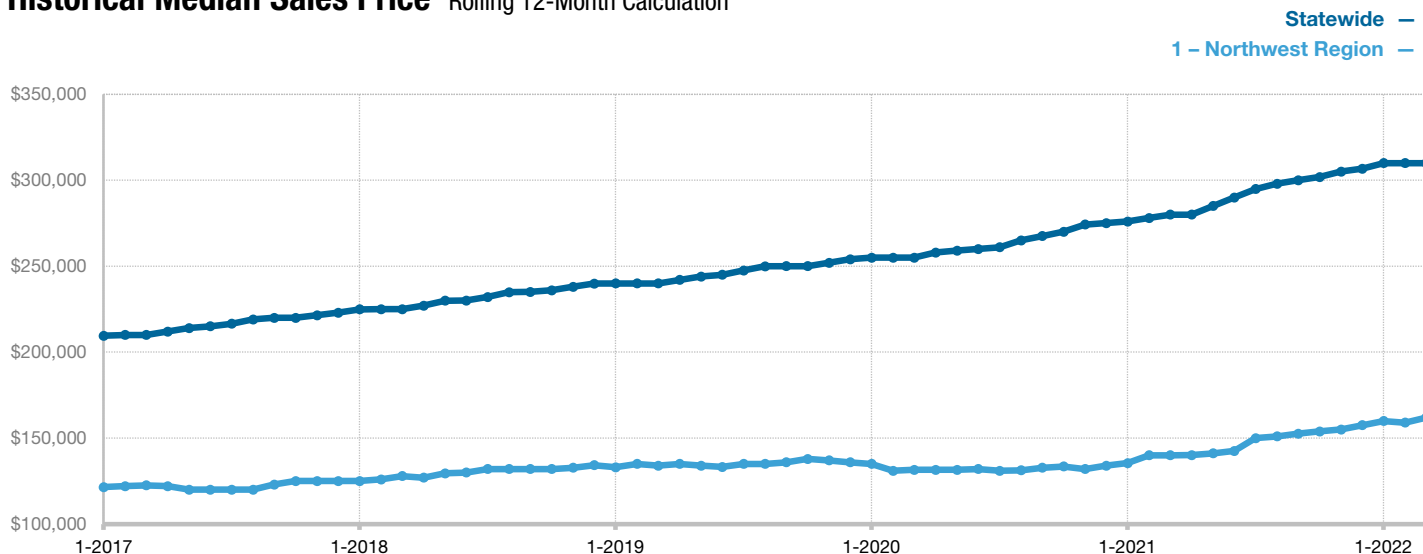
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	46	50	+ 8.7%	93	104	+ 11.8%
Pending Sales	37	39	+ 5.4%	104	89	- 14.4%
Closed Sales	44	30	- 31.8%	120	90	- 25.0%
Median Sales Price*	\$128,250	\$179,000	+ 39.6%	\$140,000	\$161,500	+ 15.4%
Percent of Original List Price Received*	92.7%	97.3%	+ 5.0%	93.7%	95.2%	+ 1.6%
Days on Market Until Sale	96	43	- 55.2%	78	46	- 41.0%
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

\* 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



Current as of April 19, 2022. All data from the multiple listing services in the state of Minnesota. Report © 2022 ShowingTime. Percent changes are calculated using rounded figures.

## Local Market Update for March 2022

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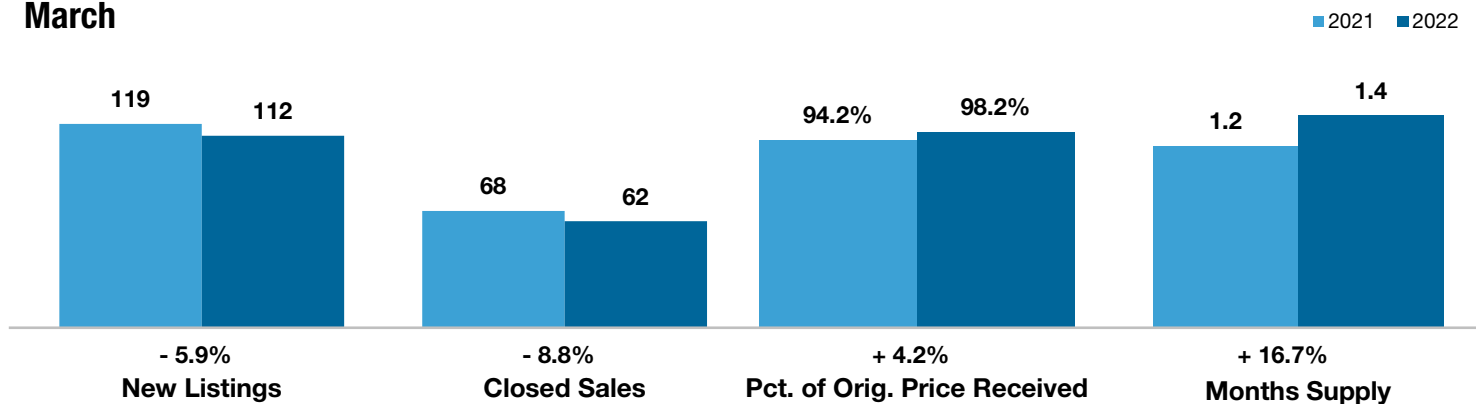


# 2 – Headwaters Region

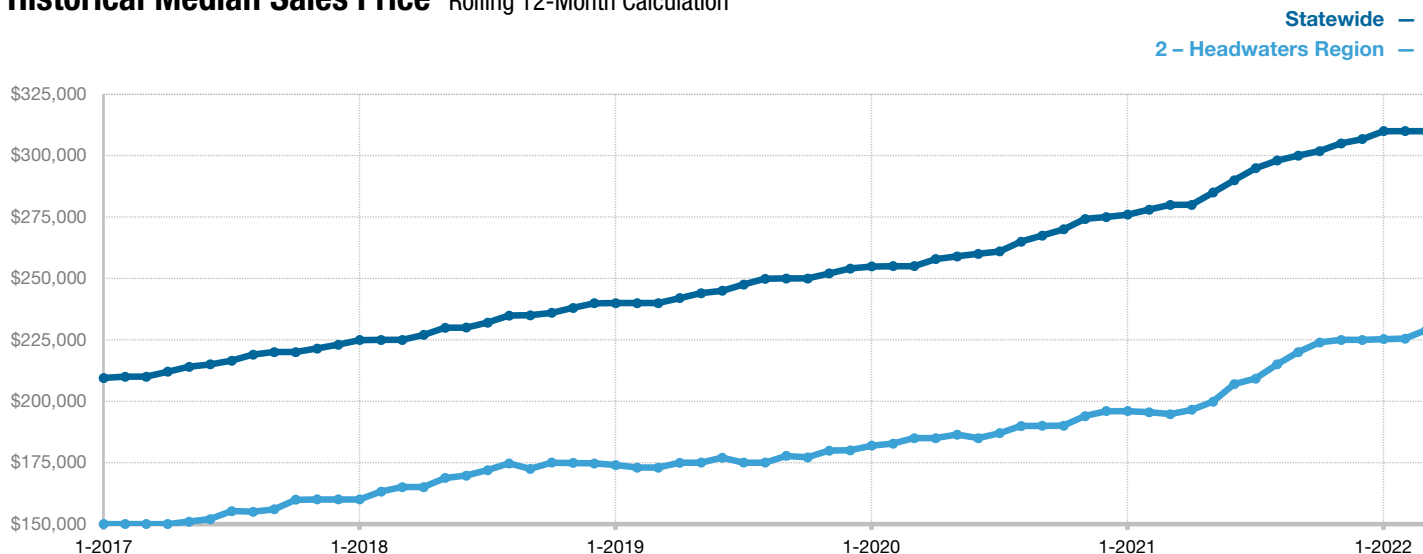
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	119	112	- 5.9%	226	215	- 4.9%
Pending Sales	98	82	- 16.3%	223	195	- 12.6%
Closed Sales	68	62	- 8.8%	186	162	- 12.9%
Median Sales Price*	\$169,900	\$225,250	+ 32.6%	\$178,700	\$210,850	+ 18.0%
Percent of Original List Price Received*	94.2%	98.2%	+ 4.2%	95.1%	96.2%	+ 1.2%
Days on Market Until Sale	71	47	- 33.8%	71	48	- 32.4%
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

\* 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



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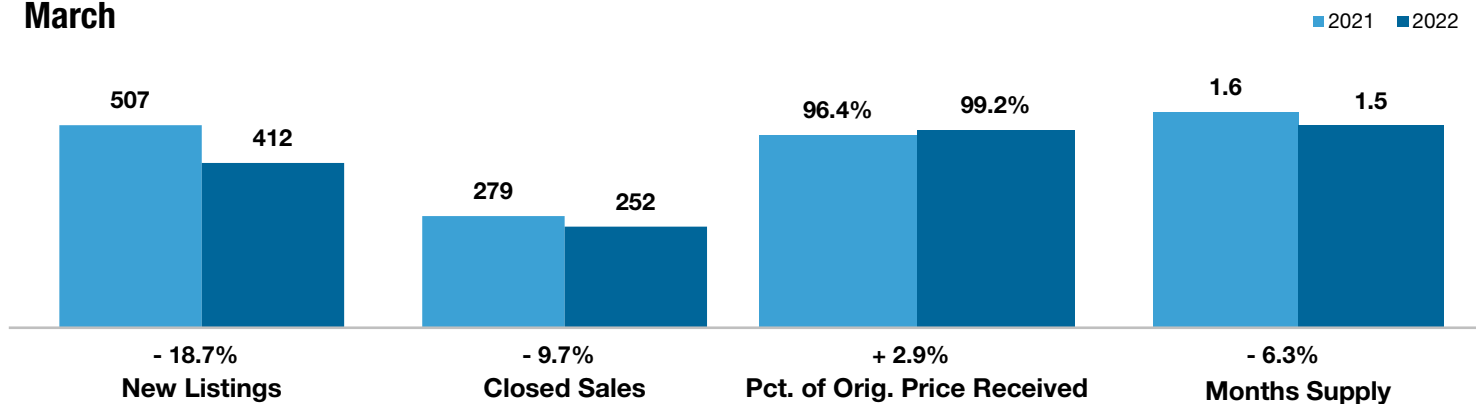


### 3 – Arrowhead Region

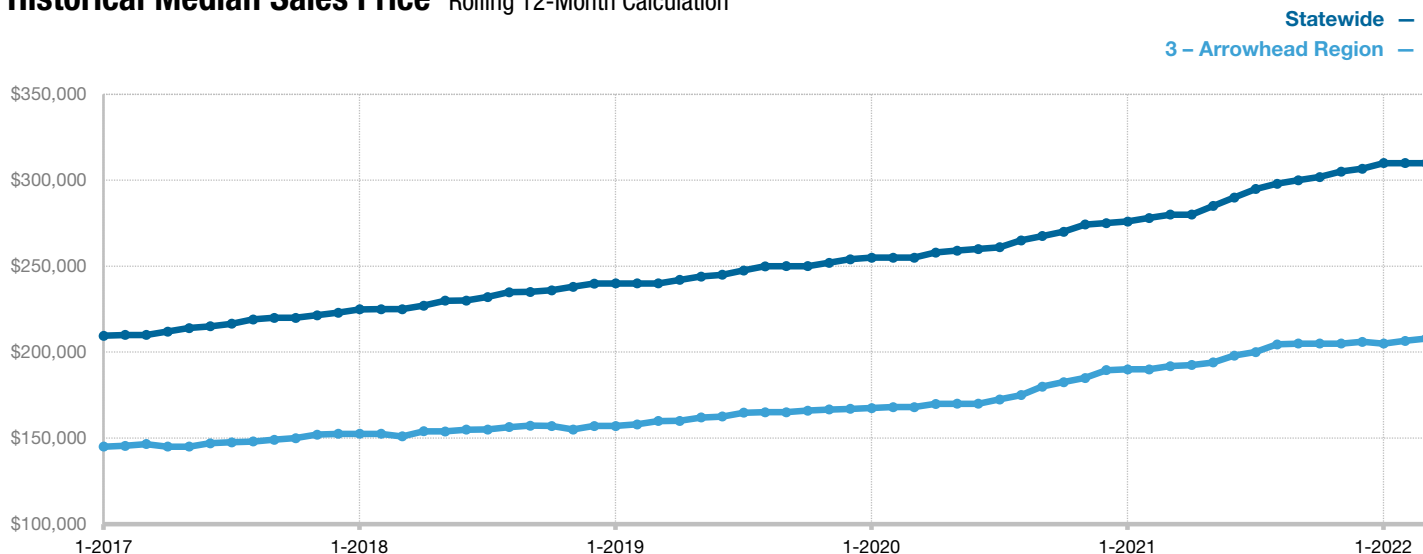
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	507	412	- 18.7%	950	823	- 13.4%
Pending Sales	435	318	- 26.9%	946	762	- 19.5%
Closed Sales	279	252	- 9.7%	767	684	- 10.8%
Median Sales Price*	\$190,000	\$205,000	+ 7.9%	\$183,000	\$190,250	+ 4.0%
Percent of Original List Price Received*	96.4%	99.2%	+ 2.9%	95.4%	97.9%	+ 2.6%
Days on Market Until Sale	77	52	- 32.5%	76	55	- 27.6%
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

\* 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.

#### March



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



Current as of April 19, 2022. All data from the multiple listing services in the state of Minnesota. Report © 2022 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for March 2022

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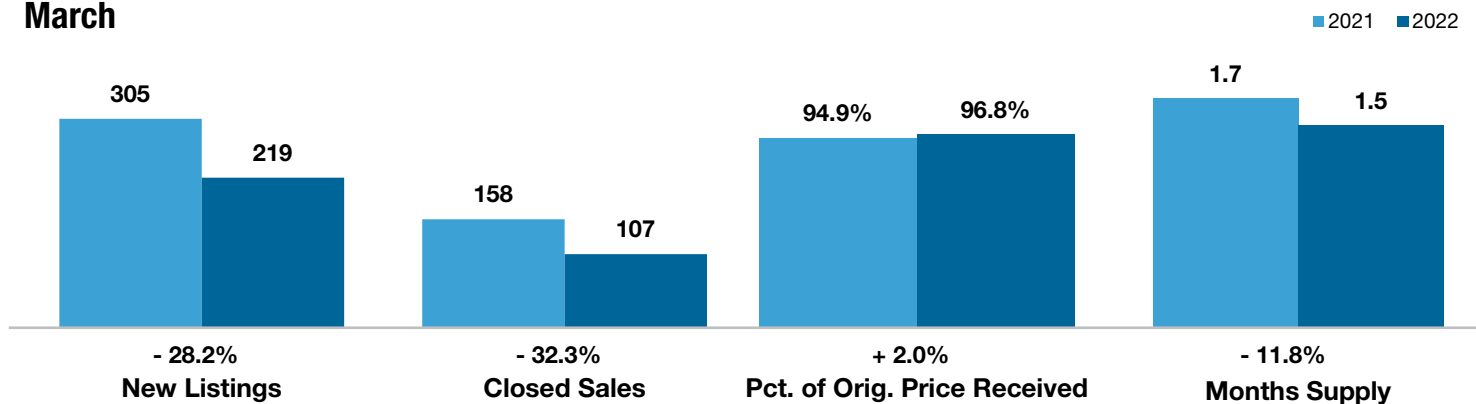


## 4 – West Central Region

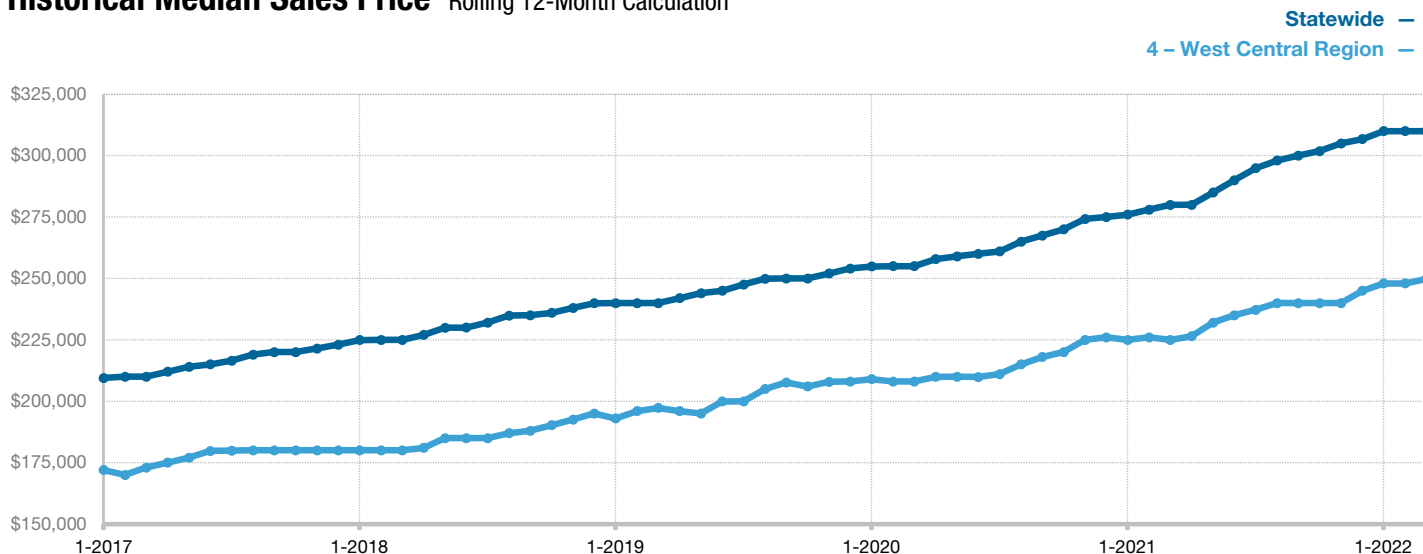
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	305	219	- 28.2%	582	426	- 26.8%
Pending Sales	224	152	- 32.1%	534	363	- 32.0%
Closed Sales	158	107	- 32.3%	392	306	- 21.9%
Median Sales Price*	\$195,000	\$217,500	+ 11.5%	\$200,000	\$228,500	+ 14.3%
Percent of Original List Price Received*	94.9%	96.8%	+ 2.0%	94.8%	95.6%	+ 0.8%
Days on Market Until Sale	86	48	- 44.2%	73	54	- 26.0%
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

\* 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



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## Local Market Update for March 2022

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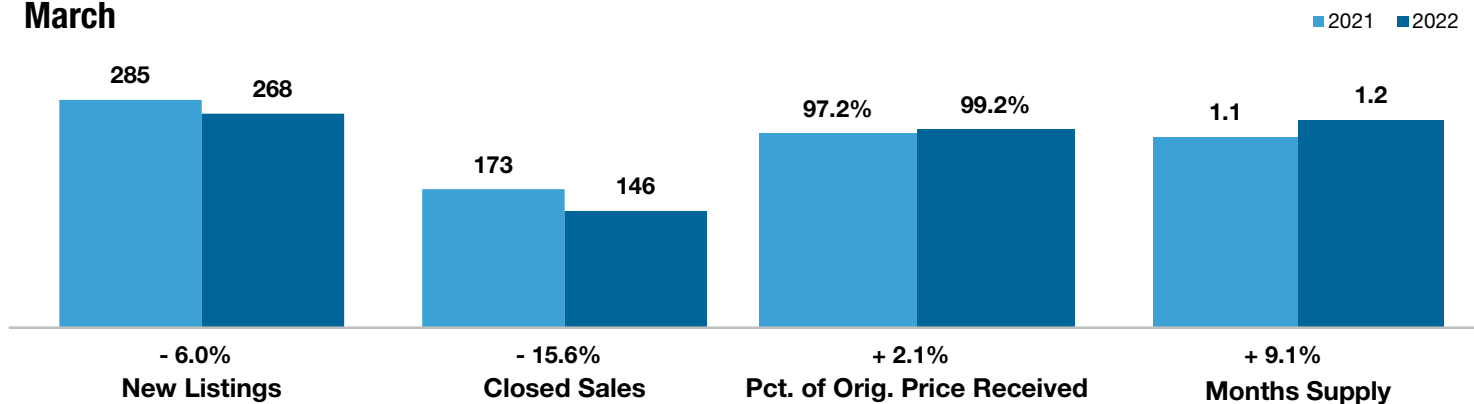


# 5 – North Central Region

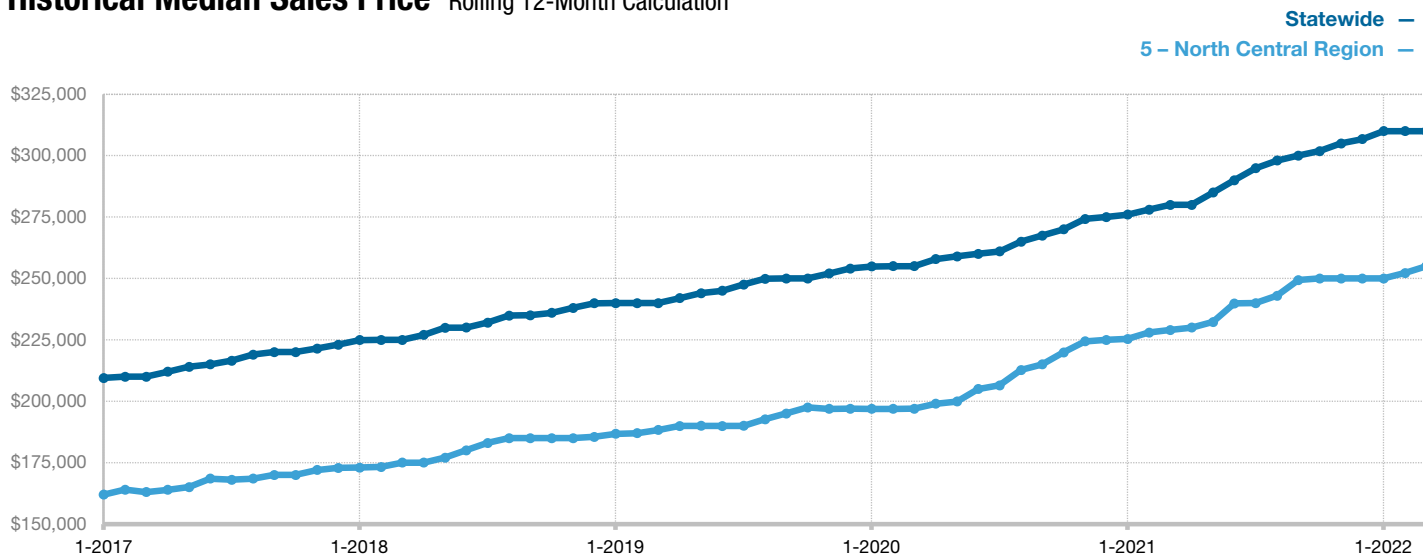
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	285	268	- 6.0%	609	527	- 13.5%
Pending Sales	266	194	- 27.1%	586	456	- 22.2%
Closed Sales	173	146	- 15.6%	488	370	- 24.2%
Median Sales Price*	\$195,000	\$260,000	+ 33.3%	\$205,500	\$234,950	+ 14.3%
Percent of Original List Price Received*	97.2%	99.2%	+ 2.1%	96.4%	98.4%	+ 2.1%
Days on Market Until Sale	58	51	- 12.1%	60	50	- 16.7%
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--

\* 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



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## Local Market Update for March 2022

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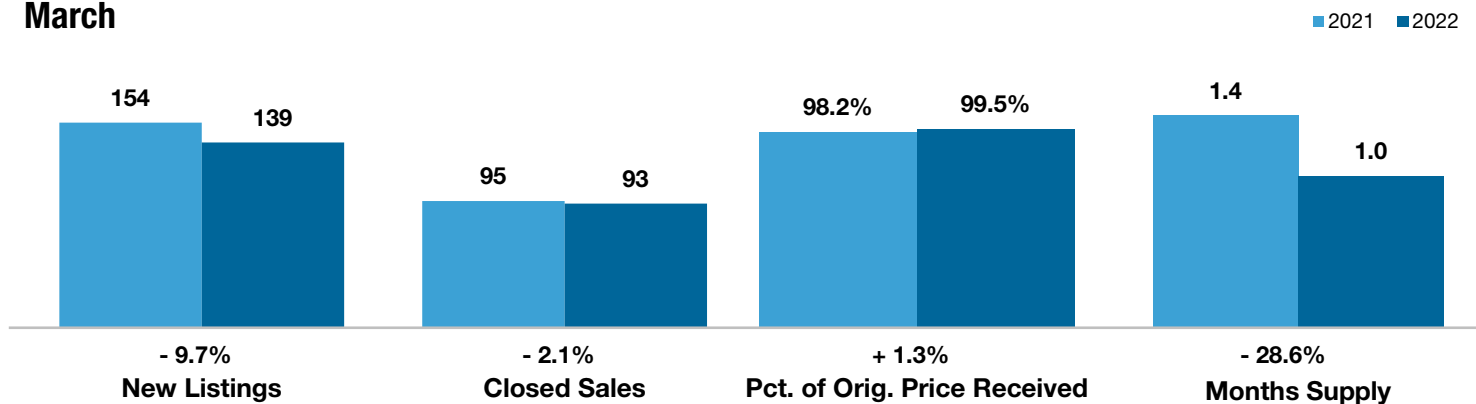


# 6E – Southwest Central Region

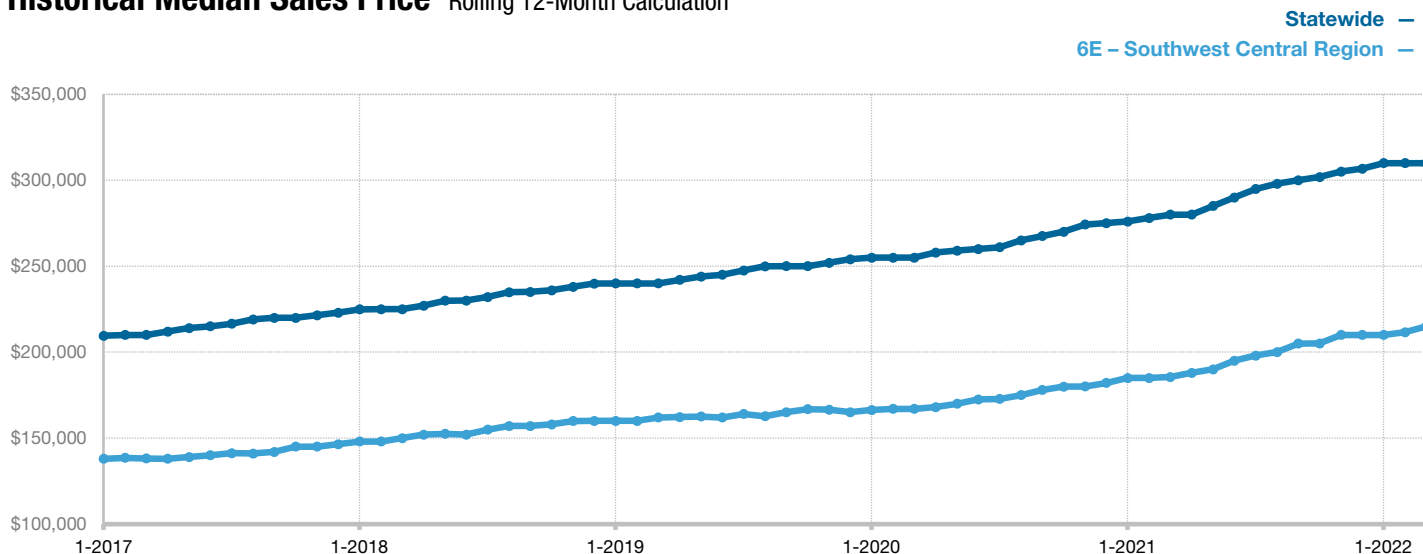
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	154	139	- 9.7%	353	312	- 11.6%
Pending Sales	124	109	- 12.1%	296	284	- 4.1%
Closed Sales	95	93	- 2.1%	263	279	+ 6.1%
Median Sales Price*	\$181,000	\$205,000	+ 13.3%	\$183,000	\$200,000	+ 9.3%
Percent of Original List Price Received*	98.2%	99.5%	+ 1.3%	97.6%	98.1%	+ 0.5%
Days on Market Until Sale	42	45	+ 7.1%	49	44	- 10.2%
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

\* 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



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## Local Market Update for March 2022

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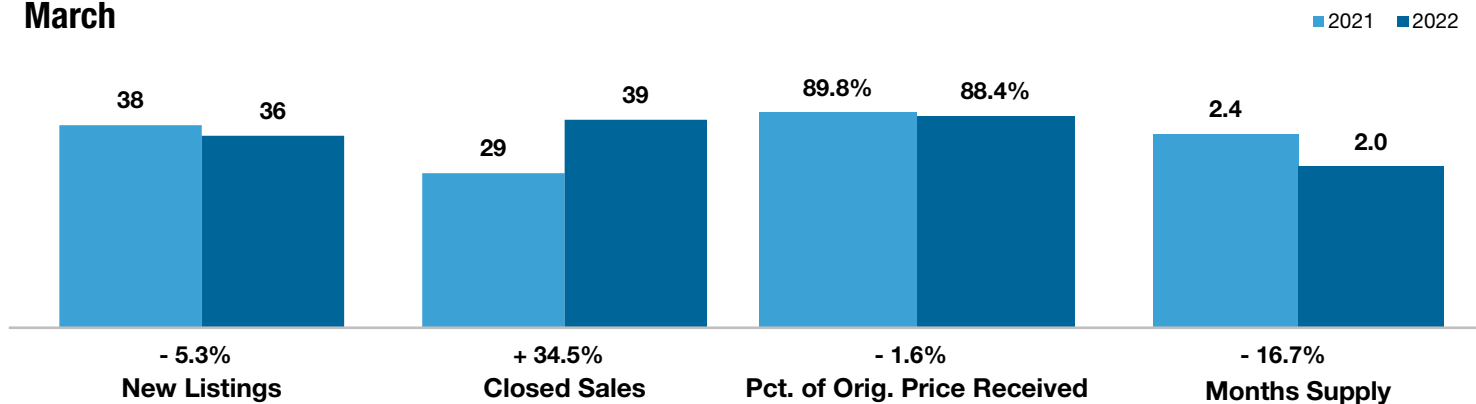


# 6W – Upper Minnesota Valley Region

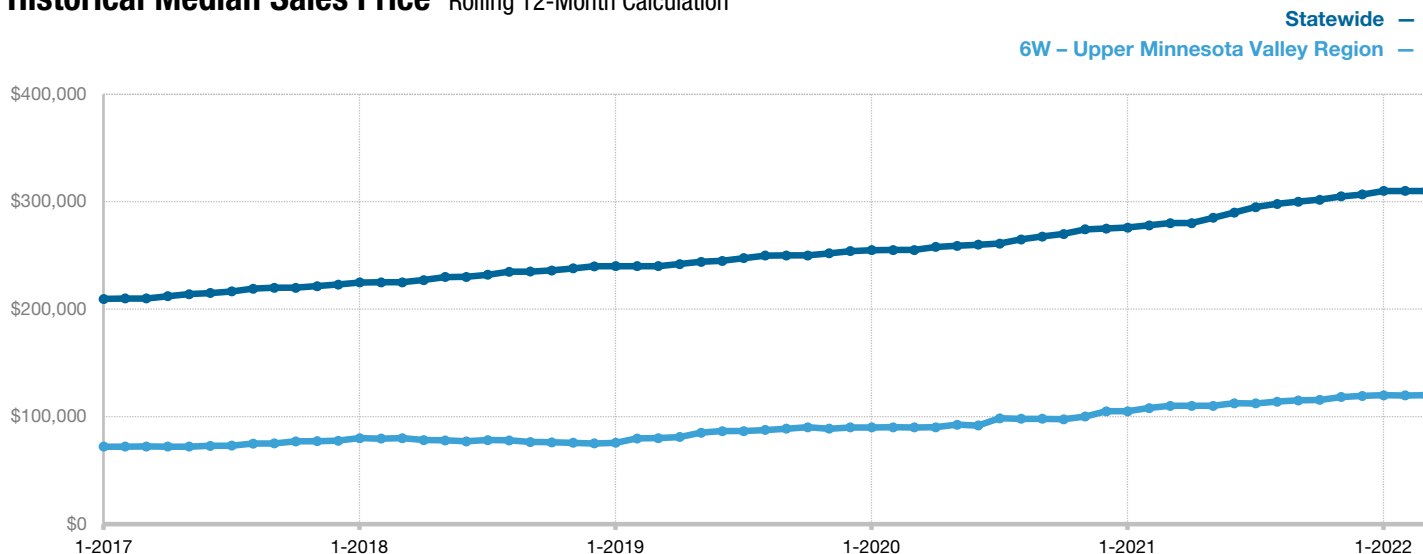
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	38	36	- 5.3%	93	94	+ 1.1%
Pending Sales	51	44	- 13.7%	98	114	+ 16.3%
Closed Sales	29	39	+ 34.5%	90	94	+ 4.4%
Median Sales Price*	\$106,000	\$112,750	+ 6.4%	\$108,750	\$117,200	+ 7.8%
Percent of Original List Price Received*	89.8%	88.4%	- 1.6%	90.2%	91.2%	+ 1.1%
Days on Market Until Sale	75	81	+ 8.0%	99	70	- 29.3%
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

\* 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



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## Local Market Update for March 2022

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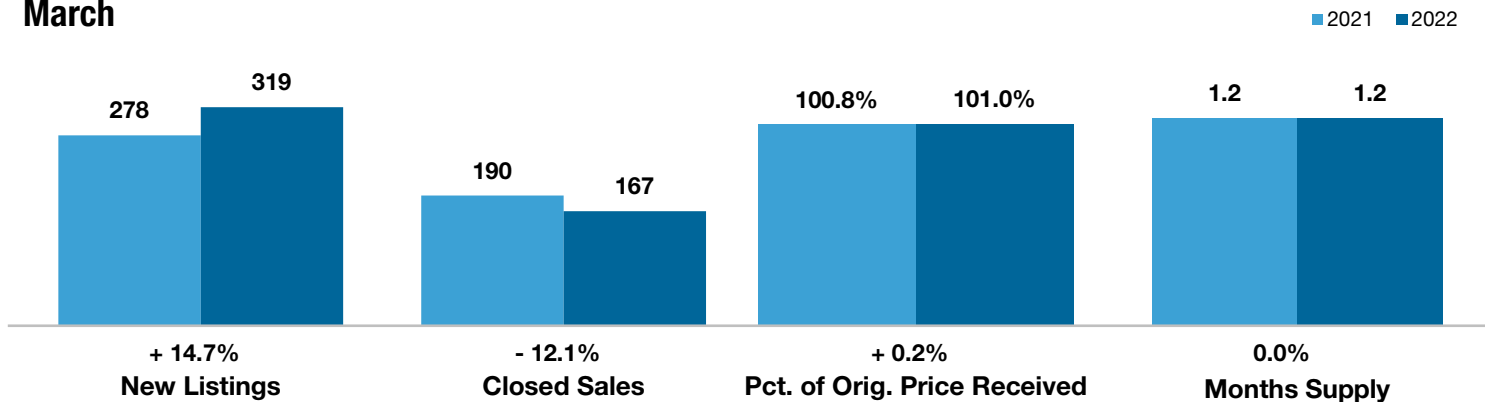


# 7E – East Central Region

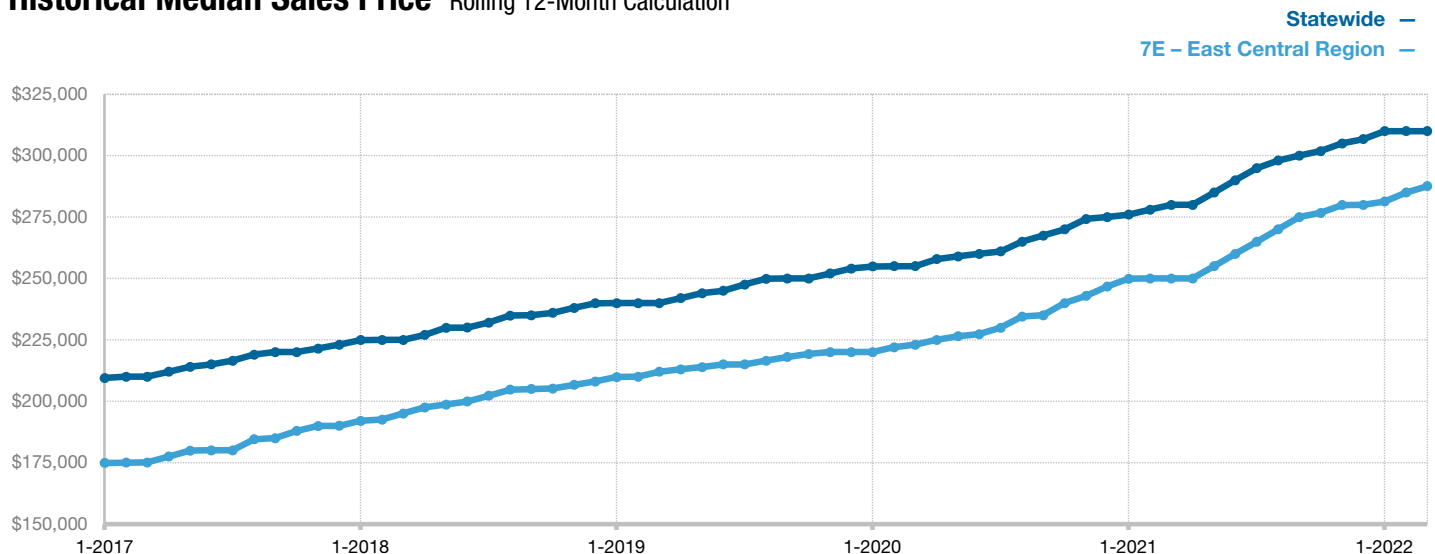
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	278	319	+ 14.7%	684	679	- 0.7%
Pending Sales	249	212	- 14.9%	604	525	- 13.1%
Closed Sales	190	167	- 12.1%	506	423	- 16.4%
Median Sales Price*	\$250,500	\$291,450	+ 16.3%	\$250,000	\$285,050	+ 14.0%
Percent of Original List Price Received*	100.8%	101.0%	+ 0.2%	99.7%	100.1%	+ 0.4%
Days on Market Until Sale	38	38	0.0%	39	39	0.0%
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

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### March



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



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# Local Market Update for March 2022

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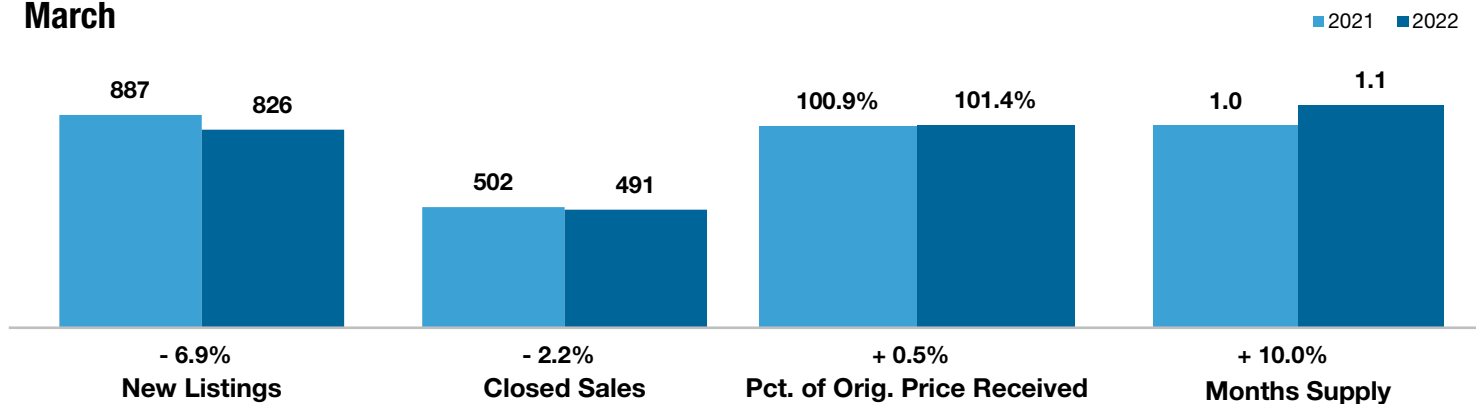


## 7W – Central Region

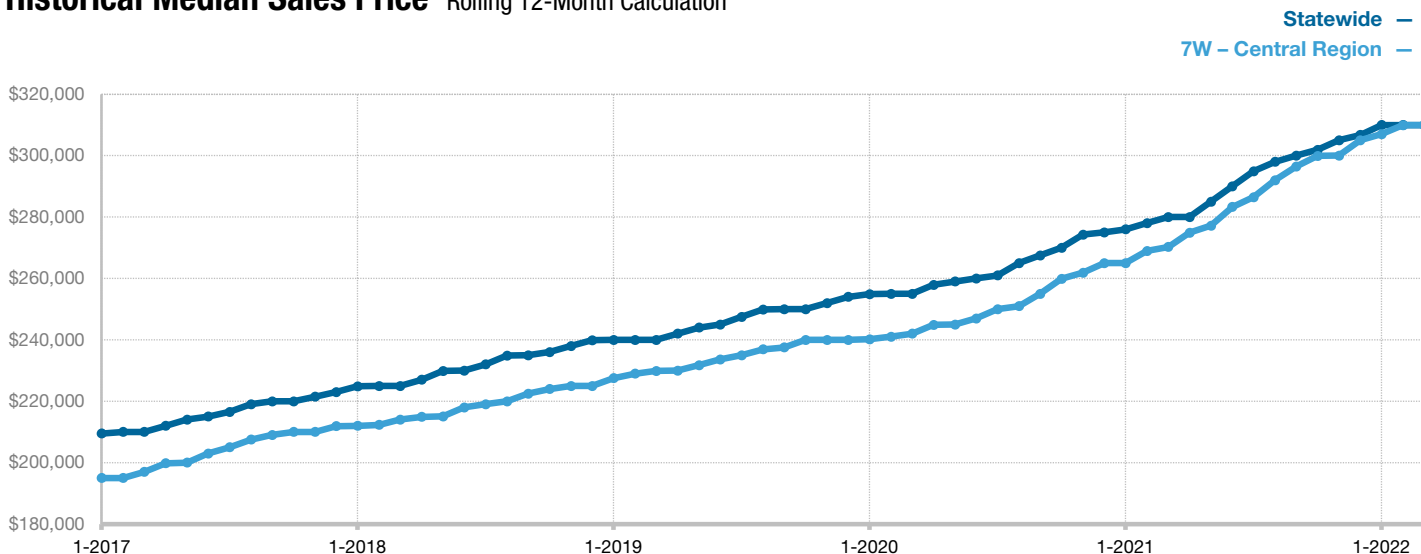
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	887	826	- 6.9%	2,034	1,892	- 7.0%
Pending Sales	767	670	- 12.6%	1,741	1,566	- 10.1%
Closed Sales	502	491	- 2.2%	1,286	1,228	- 4.5%
Median Sales Price*	\$295,000	\$345,000	+ 16.9%	\$290,000	\$329,000	+ 13.4%
Percent of Original List Price Received*	100.9%	101.4%	+ 0.5%	100.0%	100.4%	+ 0.4%
Days on Market Until Sale	40	36	- 10.0%	43	38	- 11.6%
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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### March



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



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## Local Market Update for March 2022

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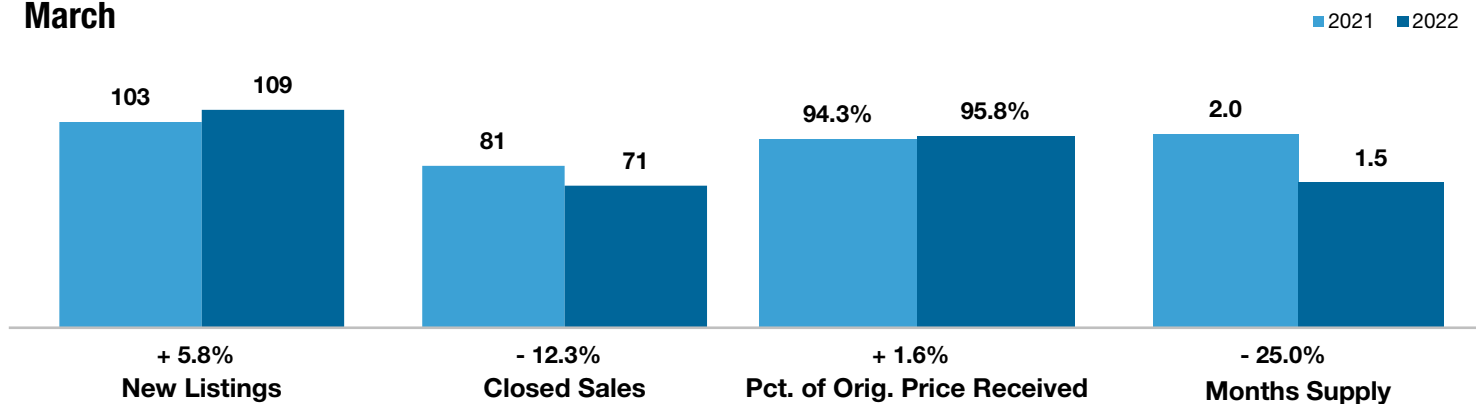


# 8 – Southwest Region

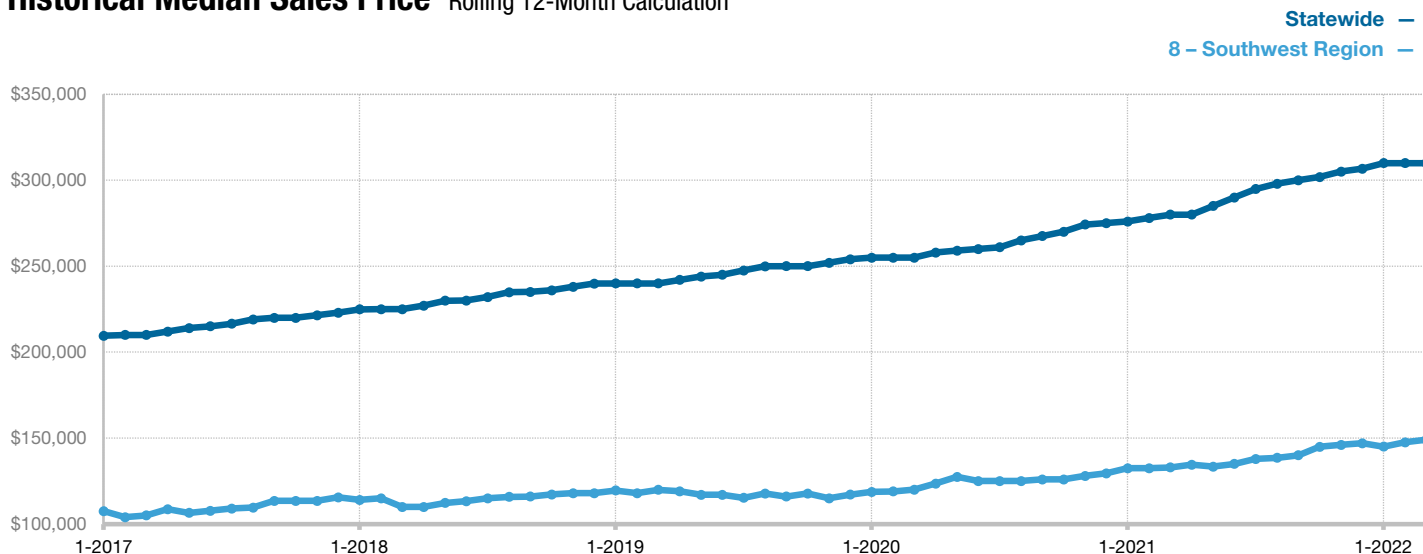
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	103	<b>109</b>	+ 5.8%	246	<b>253</b>	+ 2.8%
Pending Sales	104	<b>90</b>	- 13.5%	254	<b>237</b>	- 6.7%
Closed Sales	81	<b>71</b>	- 12.3%	211	<b>203</b>	- 3.8%
Median Sales Price*	\$132,500	<b>\$146,000</b>	+ 10.2%	\$132,500	<b>\$140,000</b>	+ 5.7%
Percent of Original List Price Received*	94.3%	<b>95.8%</b>	+ 1.6%	93.0%	<b>94.3%</b>	+ 1.4%
Days on Market Until Sale	86	<b>56</b>	- 34.9%	85	<b>64</b>	- 24.7%
Months Supply of Inventory	2.0	<b>1.5</b>	- 25.0%	--	--	--

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### March



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# Local Market Update for March 2022

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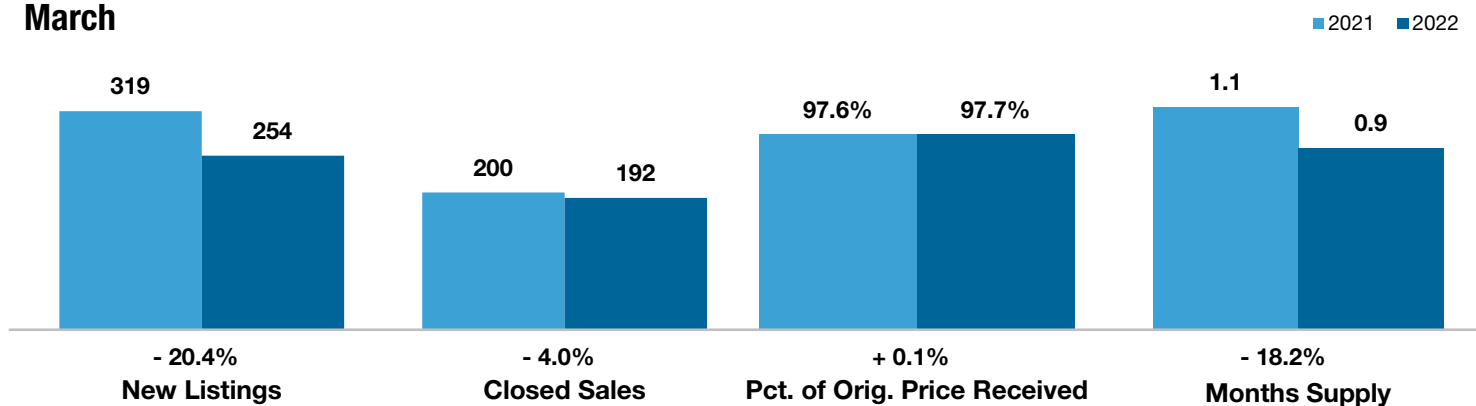


## 9 – South Central Region

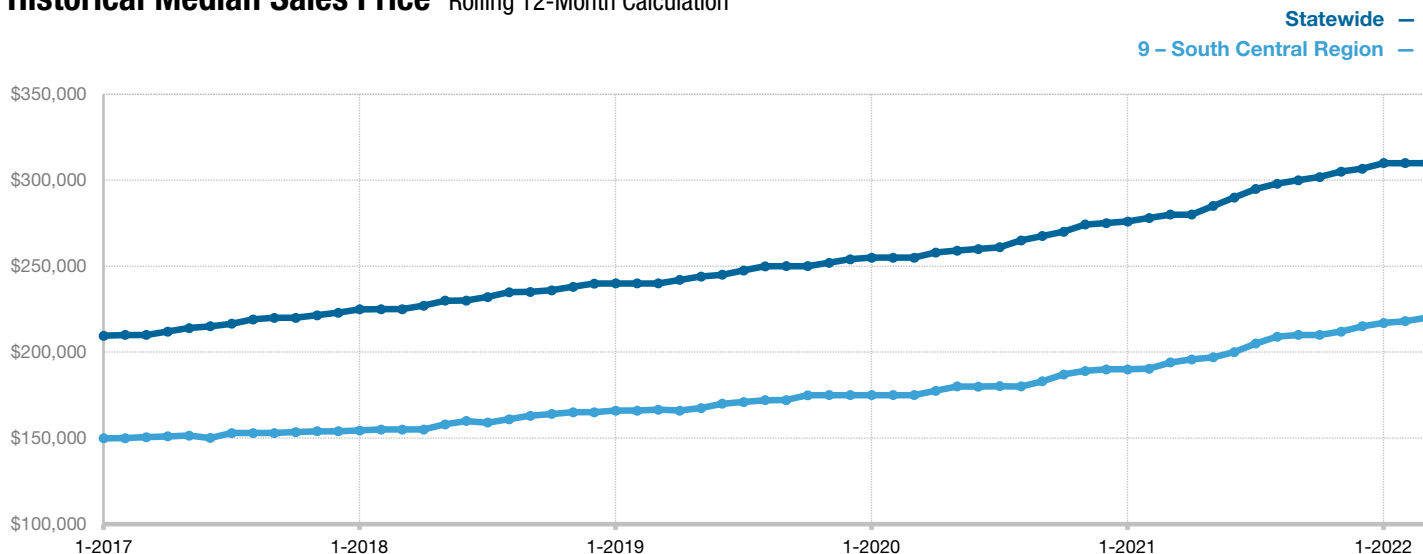
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	319	254	- 20.4%	686	582	- 15.2%
Pending Sales	287	237	- 17.4%	658	596	- 9.4%
Closed Sales	200	192	- 4.0%	526	530	+ 0.8%
Median Sales Price*	\$189,450	<b>\$214,400</b>	+ 13.2%	\$188,000	<b>\$210,000</b>	+ 11.7%
Percent of Original List Price Received*	97.6%	<b>97.7%</b>	+ 0.1%	96.5%	<b>97.5%</b>	+ 1.0%
Days on Market Until Sale	82	<b>67</b>	- 18.3%	81	<b>71</b>	- 12.3%
Months Supply of Inventory	1.1	<b>0.9</b>	- 18.2%	--	--	--

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### March



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



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## Local Market Update for March 2022

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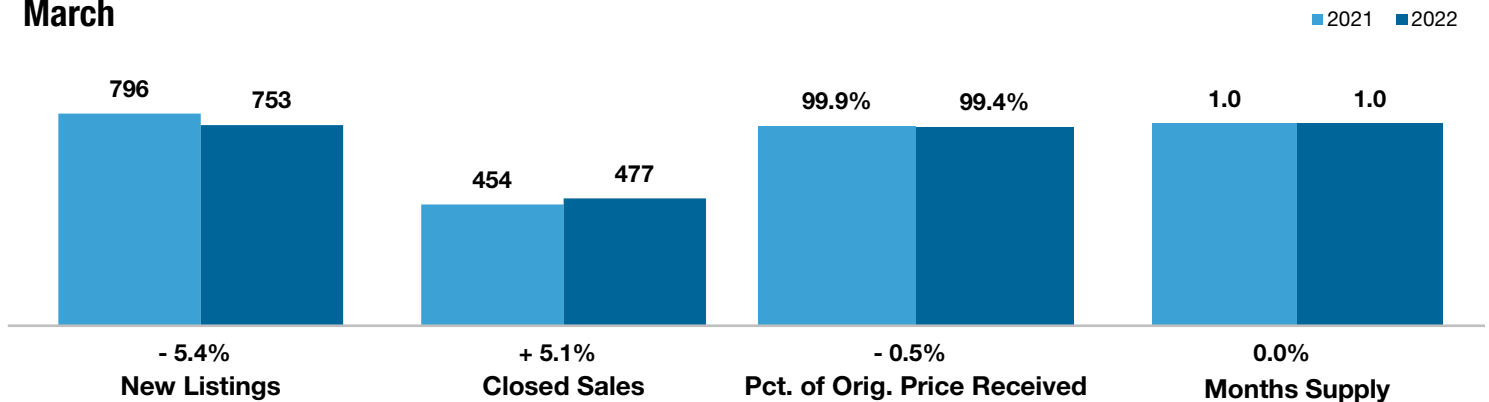


# 10 – Southeast Region

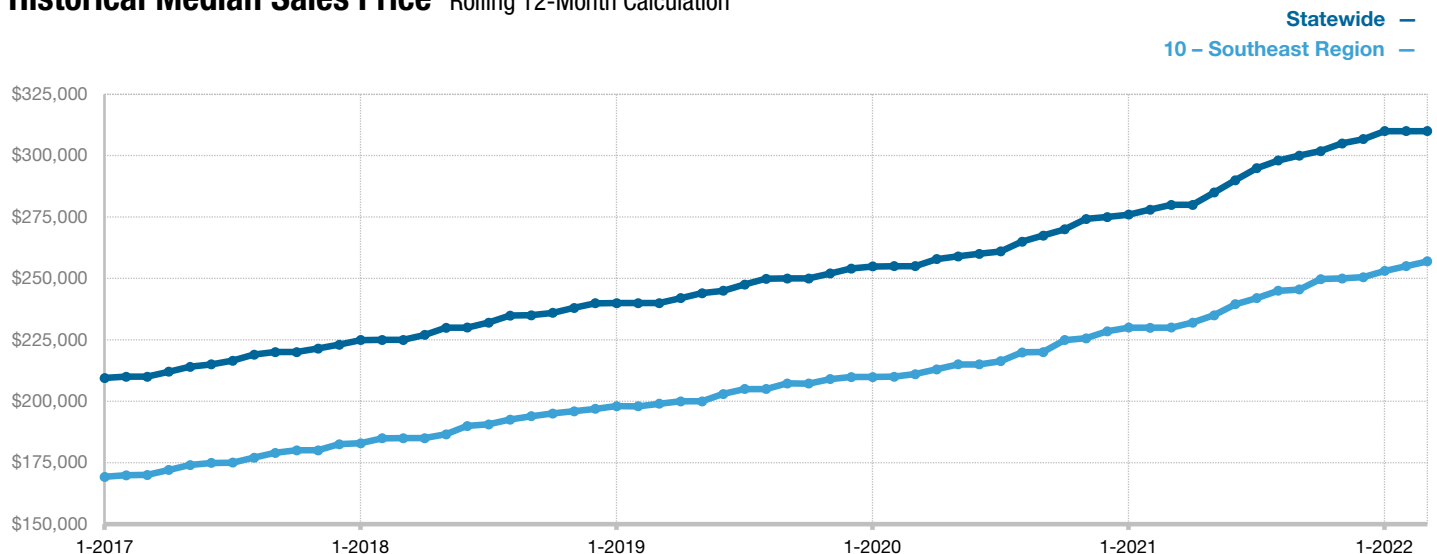
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	796	<b>753</b>	- 5.4%	1,645	<b>1,598</b>	- 2.9%
Pending Sales	690	<b>661</b>	- 4.2%	1,566	<b>1,524</b>	- 2.7%
Closed Sales	454	<b>477</b>	+ 5.1%	1,180	<b>1,230</b>	+ 4.2%
Median Sales Price*	\$243,000	<b>\$264,000</b>	+ 8.6%	\$227,000	<b>\$259,900</b>	+ 14.5%
Percent of Original List Price Received*	99.9%	<b>99.4%</b>	- 0.5%	98.1%	<b>98.6%</b>	+ 0.5%
Days on Market Until Sale	44	<b>45</b>	+ 2.3%	50	<b>47</b>	- 6.0%
Months Supply of Inventory	1.0	<b>1.0</b>	0.0%	--	--	--

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### March



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## Local Market Update for March 2022

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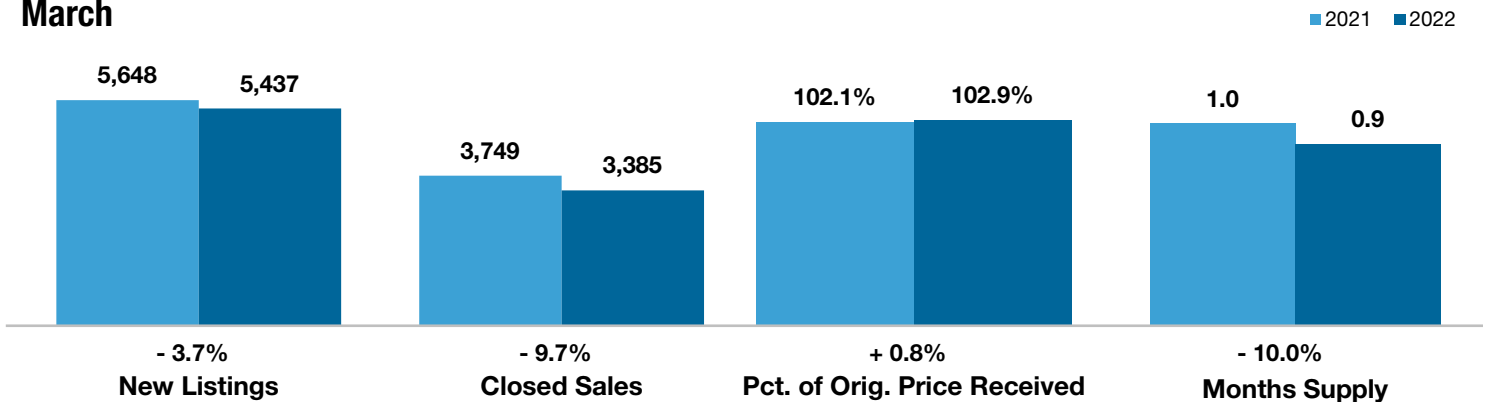


# 11 – 7-County Twin Cities Region

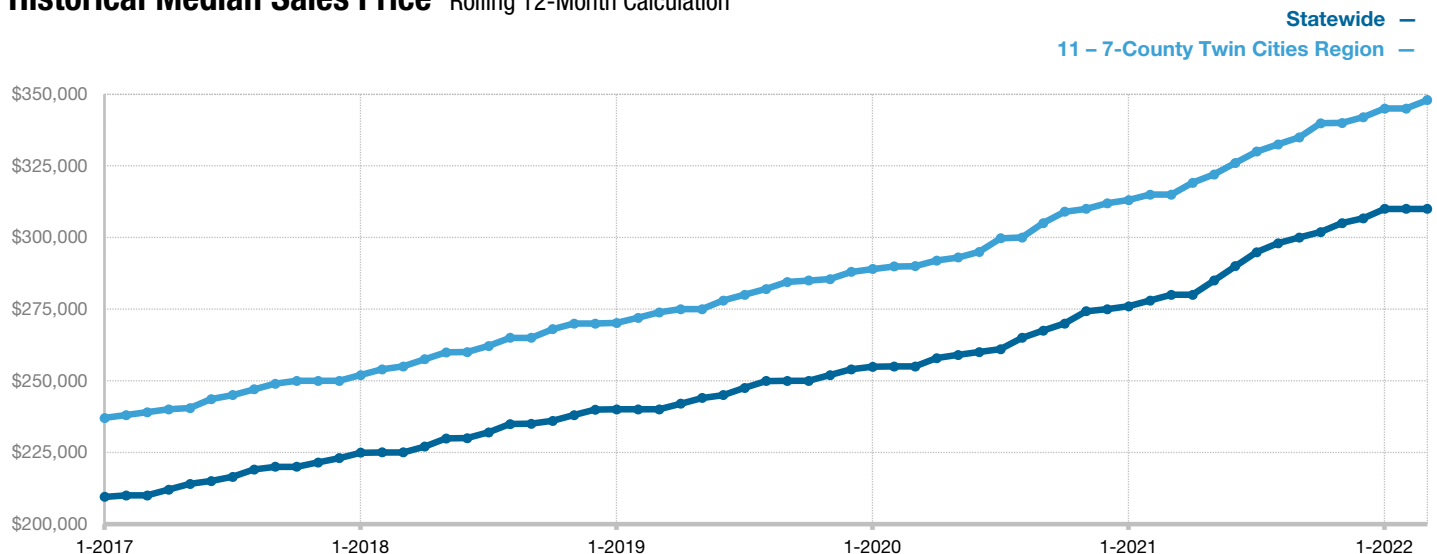
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	5,648	<b>5,437</b>	- 3.7%	13,013	<b>12,227</b>	- 6.0%
Pending Sales	4,890	<b>4,404</b>	- 9.9%	11,500	<b>10,322</b>	- 10.2%
Closed Sales	3,749	<b>3,385</b>	- 9.7%	9,362	<b>8,393</b>	- 10.4%
Median Sales Price*	\$333,400	<b>\$355,000</b>	+ 6.5%	\$320,000	<b>\$345,000</b>	+ 7.8%
Percent of Original List Price Received*	102.1%	<b>102.9%</b>	+ 0.8%	100.7%	<b>101.3%</b>	+ 0.6%
Days on Market Until Sale	33	<b>31</b>	- 6.1%	36	<b>37</b>	+ 2.8%
Months Supply of Inventory	1.0	<b>0.9</b>	- 10.0%	--	--	--

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### March



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