

# Local Market Update for July 2020

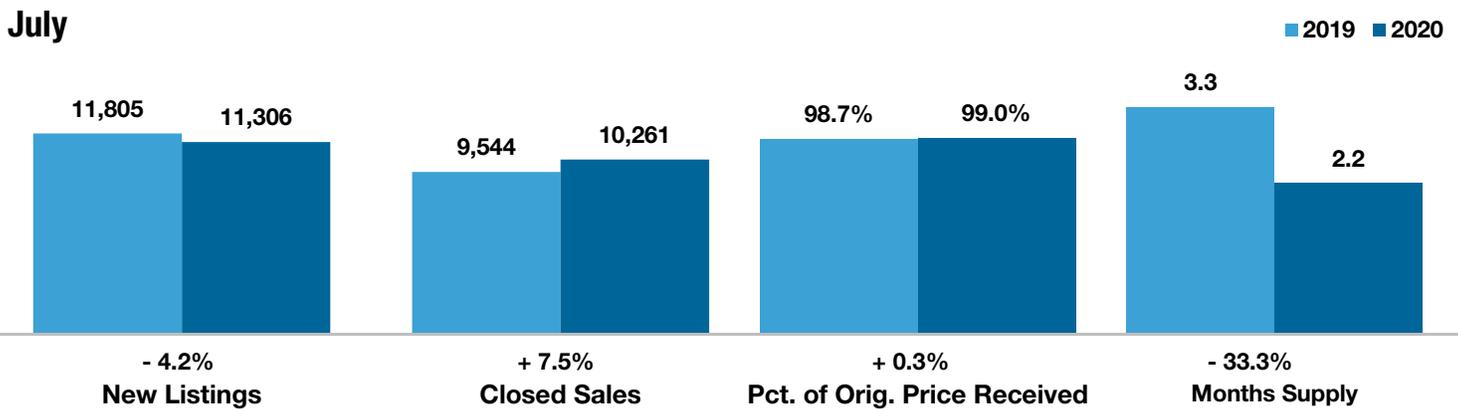
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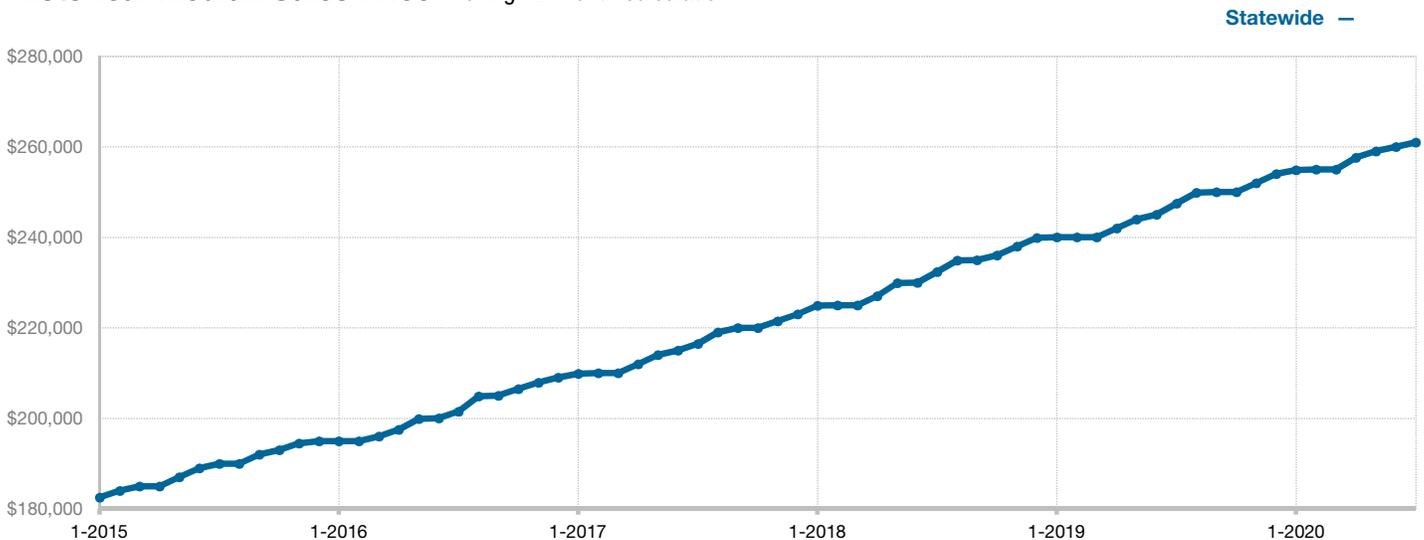
## Entire State

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	11,805	<b>11,306</b>	- 4.2%	70,739	<b>65,539</b>	- 7.4%
Closed Sales	9,544	<b>10,261</b>	+ 7.5%	46,992	<b>46,742</b>	- 0.5%
Median Sales Price*	\$260,000	<b>\$280,000</b>	+ 7.7%	\$254,900	<b>\$269,800</b>	+ 5.8%
Percent of Original List Price Received*	98.7%	<b>99.0%</b>	+ 0.3%	98.1%	<b>98.2%</b>	+ 0.1%
Days on Market Until Sale	39	<b>44</b>	+ 12.8%	50	<b>50</b>	0.0%
Months Supply of Inventory	3.3	<b>2.2</b>	- 33.3%	--	--	--

\* 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.



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



# Monthly Indicators



## July 2020

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

## Activity Snapshot

<b>+ 7.5%</b>	<b>+ 7.7%</b>	<b>- 4.2%</b>
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in New Listings

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



# Activity Overview



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

Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		11,805	<b>11,306</b>	- 4.2%	70,739	<b>65,539</b>	- 7.4%
<b>Pending Sales</b>		8,991	<b>10,091</b>	+ 12.2%	52,071	<b>53,641</b>	+ 3.0%
<b>Closed Sales</b>		9,544	<b>10,261</b>	+ 7.5%	46,992	<b>46,742</b>	- 0.5%
<b>Days on Market</b>		39	<b>44</b>	+ 12.8%	50	<b>50</b>	0.0%
<b>Median Sales Price</b>		\$260,000	<b>\$280,000</b>	+ 7.7%	\$254,900	<b>\$269,800</b>	+ 5.8%
<b>Avg. Sales Price</b>		\$294,953	<b>\$318,100</b>	+ 7.8%	\$290,678	<b>\$304,619</b>	+ 4.8%
<b>Pct. of Orig. Price Received</b>		98.7%	<b>99.0%</b>	+ 0.3%	98.1%	<b>98.2%</b>	+ 0.1%
<b>Affordability Index</b>		159	<b>162</b>	+ 1.9%	162	<b>168</b>	+ 3.7%
<b>Homes for Sale*</b>		23,227	<b>15,734</b>	- 32.3%	--	<b>--</b>	--
<b>Months Supply*</b>		3.3	<b>2.2</b>	- 33.3%	--	<b>--</b>	--

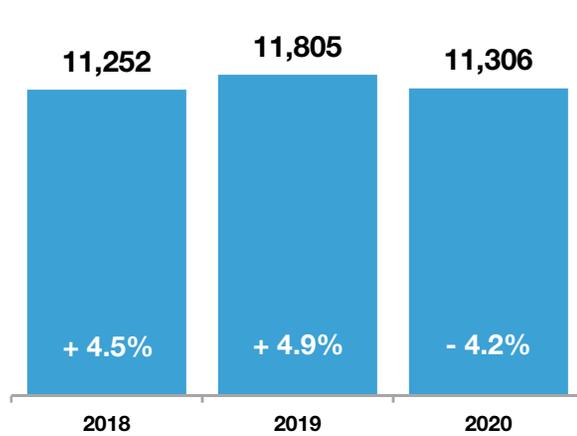
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

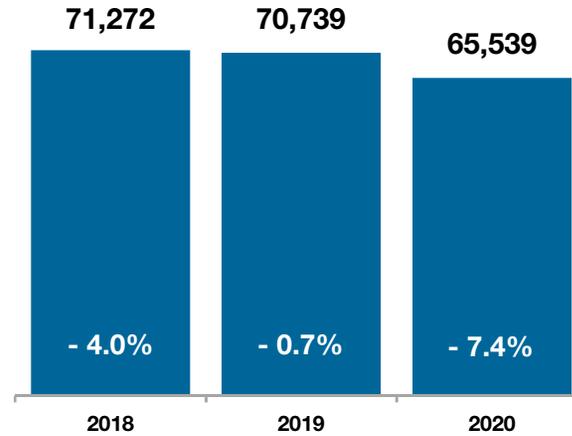
A count of the properties that have been newly listed on the market in a given month.



## July

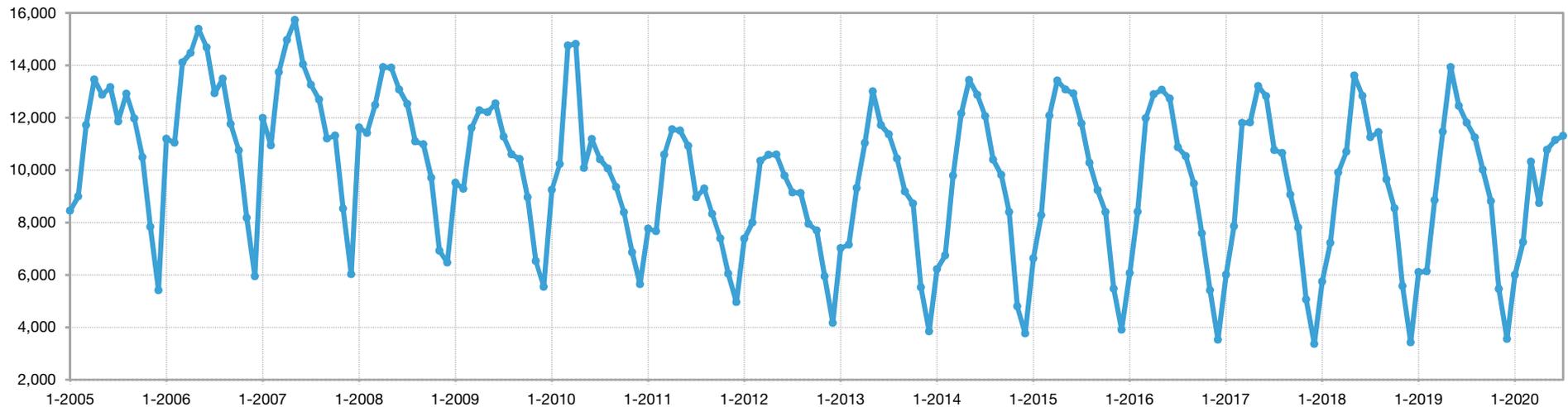


## Year to Date



	New Listings	Prior Year	Percent Change
August 2019	11,248	11,448	-1.7%
September 2019	10,017	9,643	+3.9%
October 2019	8,811	8,538	+3.2%
November 2019	5,459	5,577	-2.1%
December 2019	3,555	3,421	+3.9%
January 2020	6,000	6,102	-1.7%
February 2020	7,254	6,138	+18.2%
March 2020	10,325	8,847	+16.7%
April 2020	8,737	11,463	-23.8%
May 2020	10,776	13,928	-22.6%
June 2020	11,141	12,456	-10.6%
<b>July 2020</b>	<b>11,306</b>	<b>11,805</b>	<b>-4.2%</b>
12-Month Avg	8,719	9,114	-4.3%

## Historical New Listings by Month

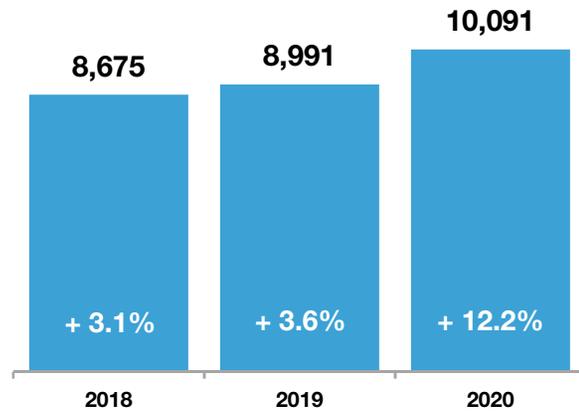


# Pending Sales

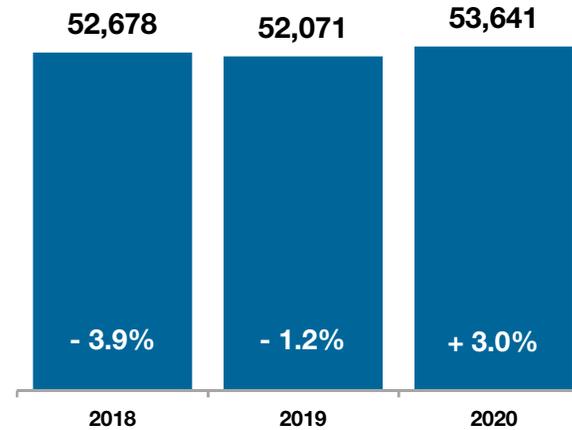
A count of the properties on which offers have been accepted in a given month.



## July

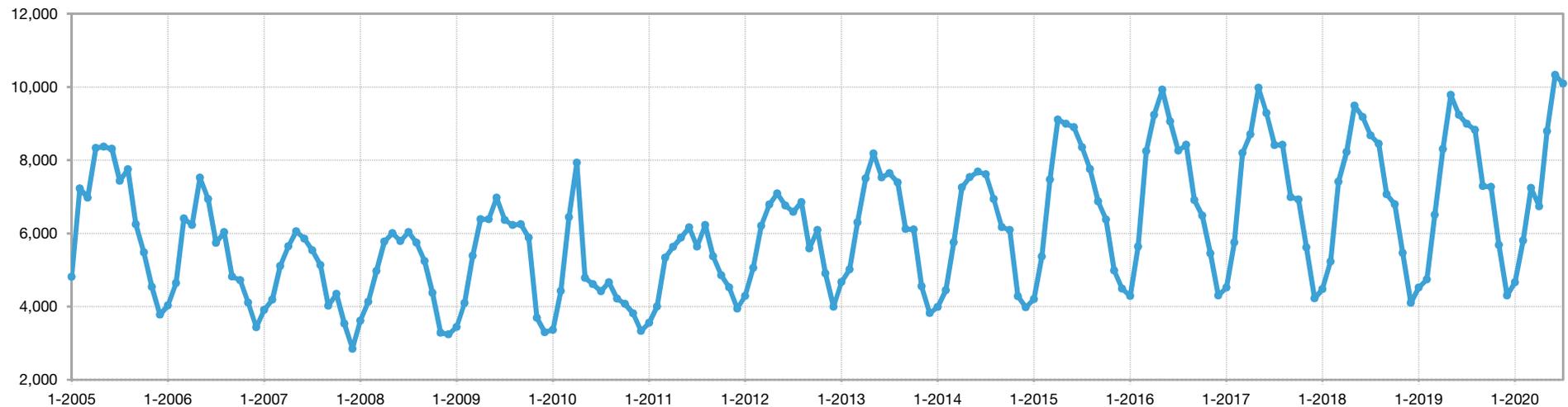


## Year to Date



	Pending Sales	Prior Year	Percent Change
August 2019	8,828	8,444	+4.5%
September 2019	7,290	7,068	+3.1%
October 2019	7,268	6,796	+6.9%
November 2019	5,679	5,468	+3.9%
December 2019	4,298	4,103	+4.8%
January 2020	4,662	4,515	+3.3%
February 2020	5,803	4,741	+22.4%
March 2020	7,236	6,506	+11.2%
April 2020	6,734	8,300	-18.9%
May 2020	8,788	9,780	-10.1%
June 2020	10,327	9,238	+11.8%
<b>July 2020</b>	<b>10,091</b>	<b>8,991</b>	<b>+12.2%</b>
12-Month Avg	7,250	6,996	+3.6%

## Historical Pending Sales by Month

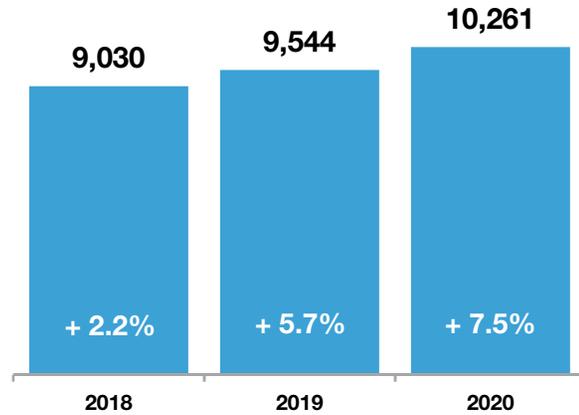


# Closed Sales

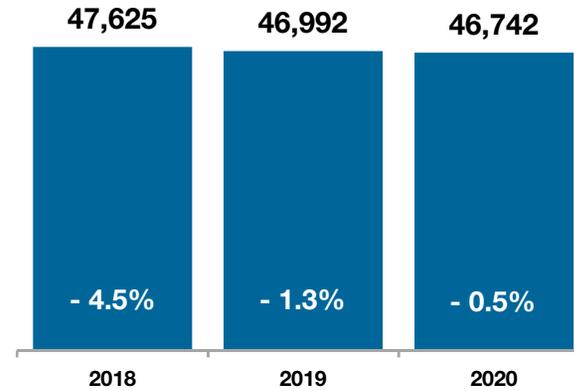
A count of the actual sales that closed in a given month.



## July

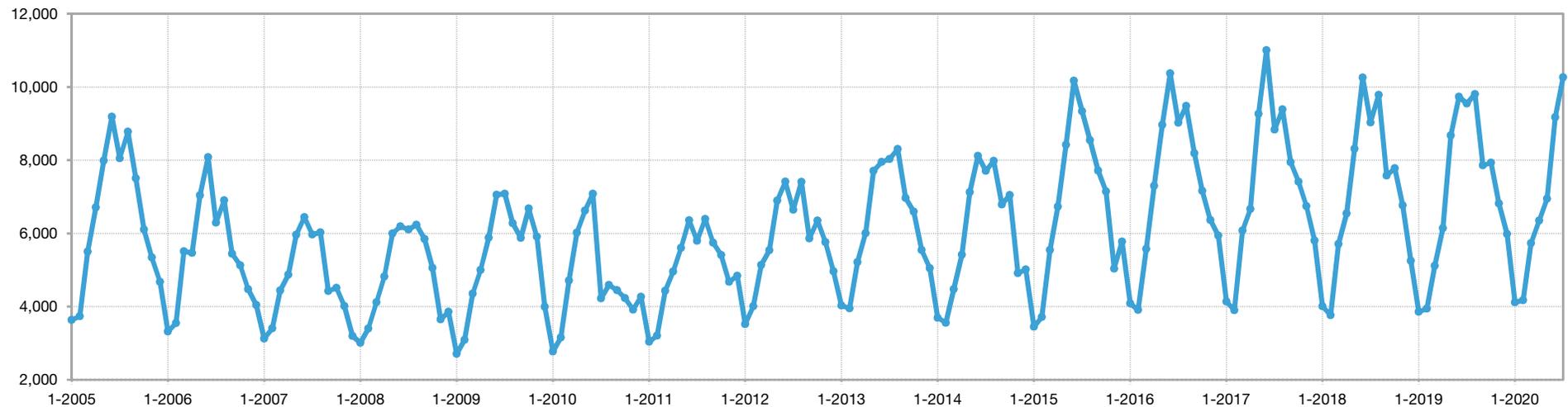


## Year to Date



	Closed Sales	Prior Year	Percent Change
August 2019	9,800	9,784	+0.2%
September 2019	7,856	7,579	+3.7%
October 2019	7,927	7,780	+1.9%
November 2019	6,818	6,767	+0.8%
December 2019	5,985	5,253	+13.9%
January 2020	4,115	3,853	+6.8%
February 2020	4,174	3,941	+5.9%
March 2020	5,729	5,112	+12.1%
April 2020	6,351	6,138	+3.5%
May 2020	6,941	8,672	-20.0%
June 2020	9,171	9,732	-5.8%
<b>July 2020</b>	<b>10,261</b>	<b>9,544</b>	<b>+7.5%</b>
12-Month Avg	7,094	7,013	+1.2%

## Historical Closed Sales by Month

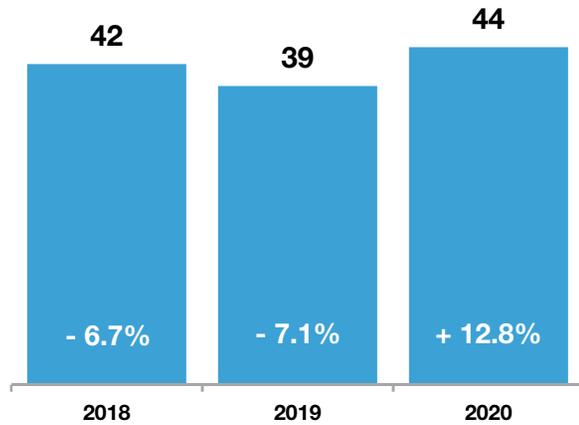


# Days on Market Until Sale

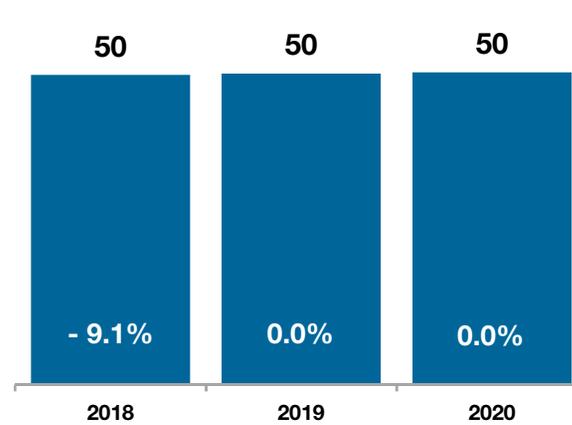


Average number of days between when a property is listed and when an offer is accepted in a given month.

## July

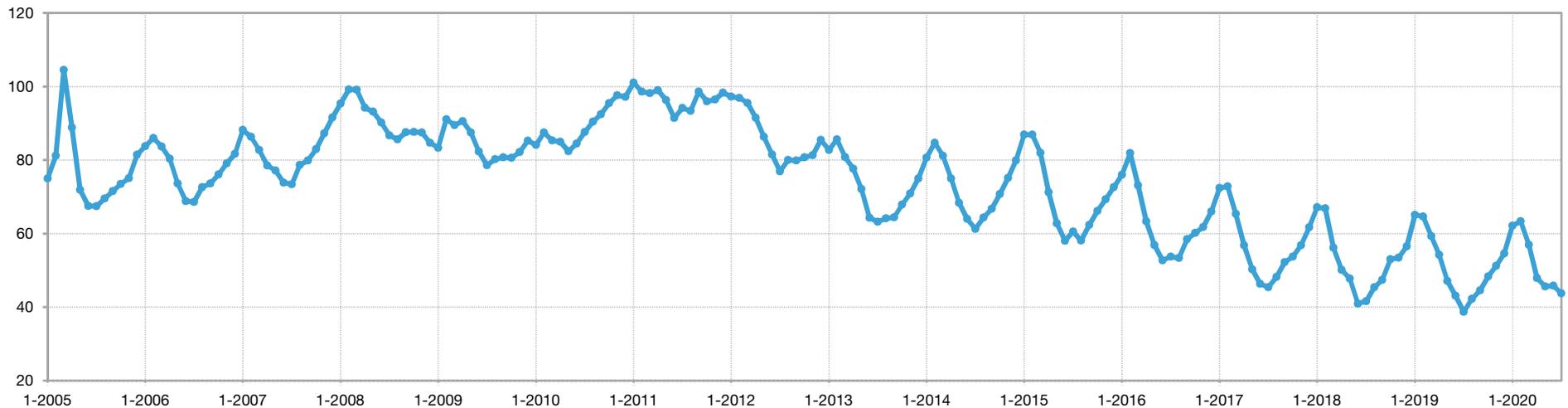


## Year to Date



Days on Market	Prior Year	Percent Change
August 2019	42	-6.7%
September 2019	45	-4.3%
October 2019	48	-9.4%
November 2019	51	-3.8%
December 2019	55	-3.5%
January 2020	62	-4.6%
February 2020	63	-3.1%
March 2020	57	-3.4%
April 2020	48	-11.1%
May 2020	46	-2.1%
June 2020	46	+7.0%
<b>July 2020</b>	<b>44</b>	<b>+12.8%</b>
12-Month Avg	51	-1.9%

## Historical Days on Market Until Sale by Month

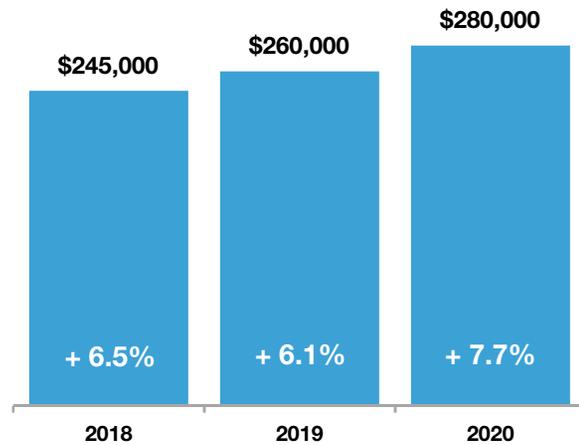


# Median Sales Price

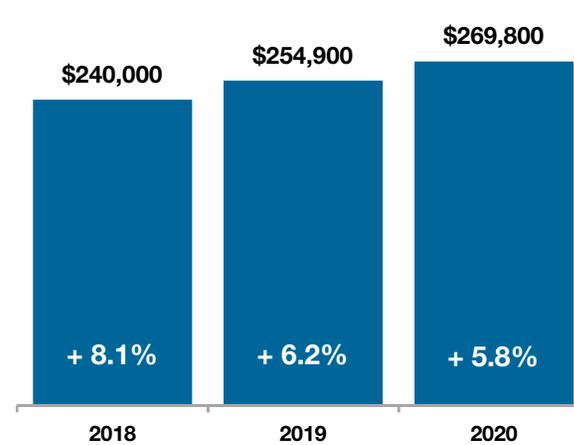
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July

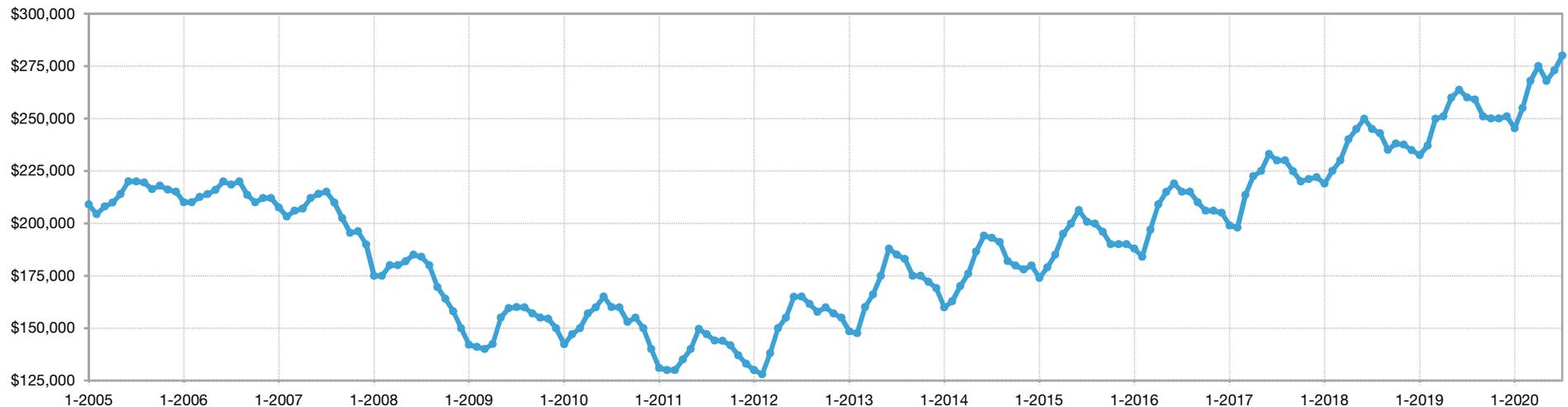


## Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2019	\$259,000	\$242,900	+6.6%
September 2019	\$251,000	\$235,000	+6.8%
October 2019	\$250,000	\$238,000	+5.0%
November 2019	\$250,000	\$237,500	+5.3%
December 2019	\$251,000	\$234,950	+6.8%
January 2020	\$245,400	\$232,575	+5.5%
February 2020	\$255,000	\$237,000	+7.6%
March 2020	\$267,950	\$249,900	+7.2%
April 2020	\$275,000	\$251,000	+9.6%
May 2020	\$268,000	\$259,900	+3.1%
June 2020	\$273,050	\$263,750	+3.5%
<b>July 2020</b>	<b>\$280,000</b>	<b>\$260,000</b>	<b>+7.7%</b>
12-Month Avg	\$260,450	\$245,206	+6.2%

## Historical Median Sales Price by Month

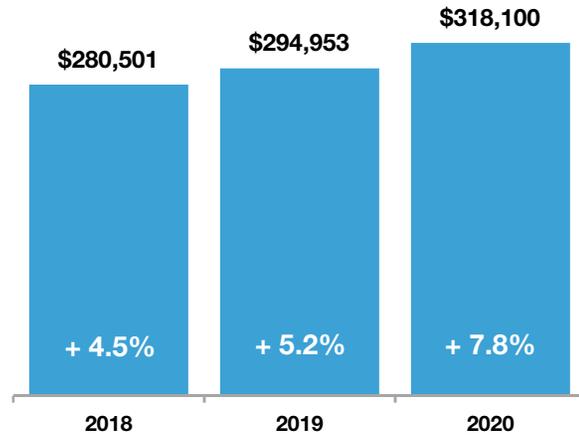


# Average Sales Price

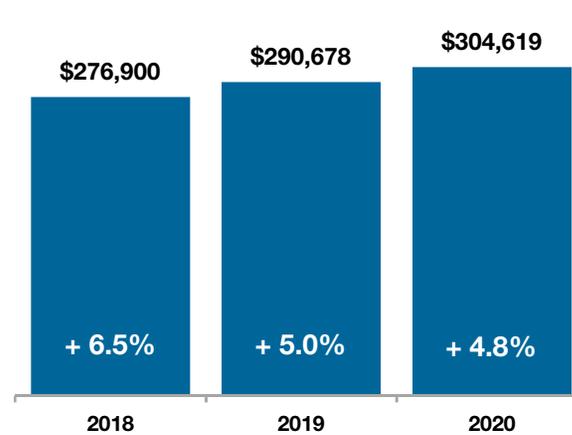
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July

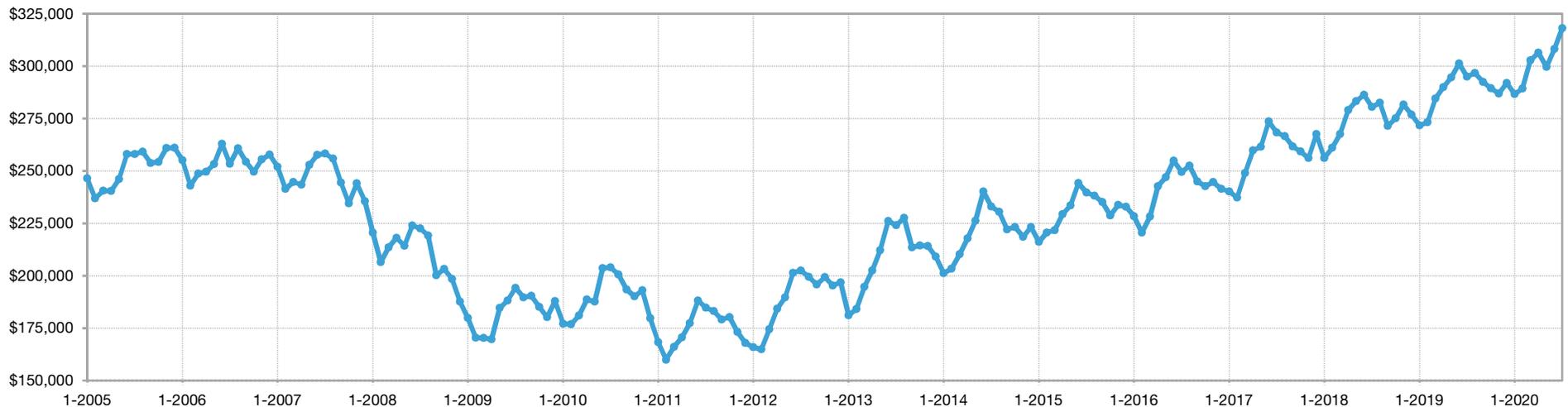


## Year to Date



	Average Sales Price	Prior Year	Percent Change
August 2019	\$296,708	\$282,596	+5.0%
September 2019	\$292,427	\$271,438	+7.7%
October 2019	\$289,423	\$275,138	+5.2%
November 2019	\$286,883	\$281,681	+1.8%
December 2019	\$291,932	\$276,940	+5.4%
January 2020	\$286,722	\$271,711	+5.5%
February 2020	\$289,357	\$273,237	+5.9%
March 2020	\$302,714	\$284,549	+6.4%
April 2020	\$306,377	\$289,963	+5.7%
May 2020	\$299,593	\$294,590	+1.7%
June 2020	\$308,224	\$301,237	+2.3%
<b>July 2020</b>	<b>\$318,100</b>	<b>\$294,953</b>	<b>+7.8%</b>
12-Month Avg	\$297,372	\$283,169	+5.0%

## Historical Average Sales Price by Month

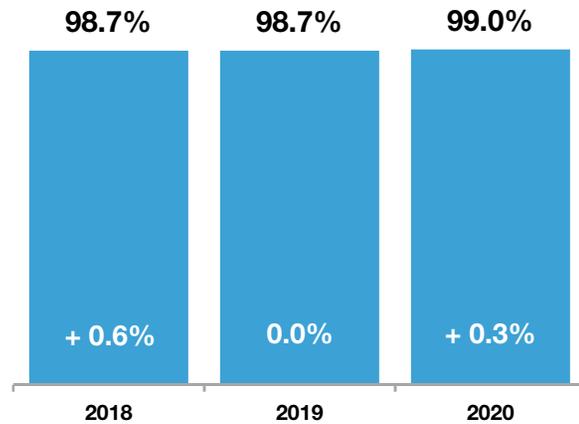


# Percent of Original List Price Received

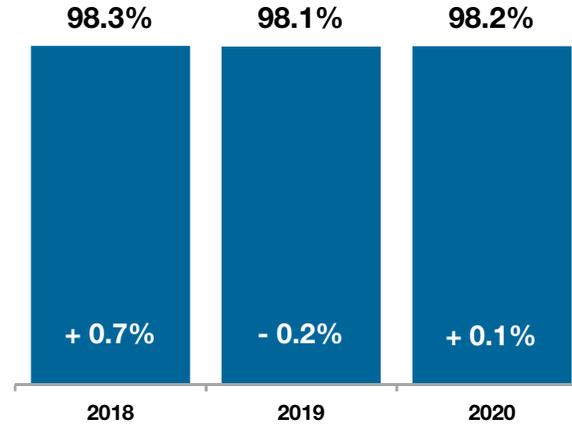


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## July

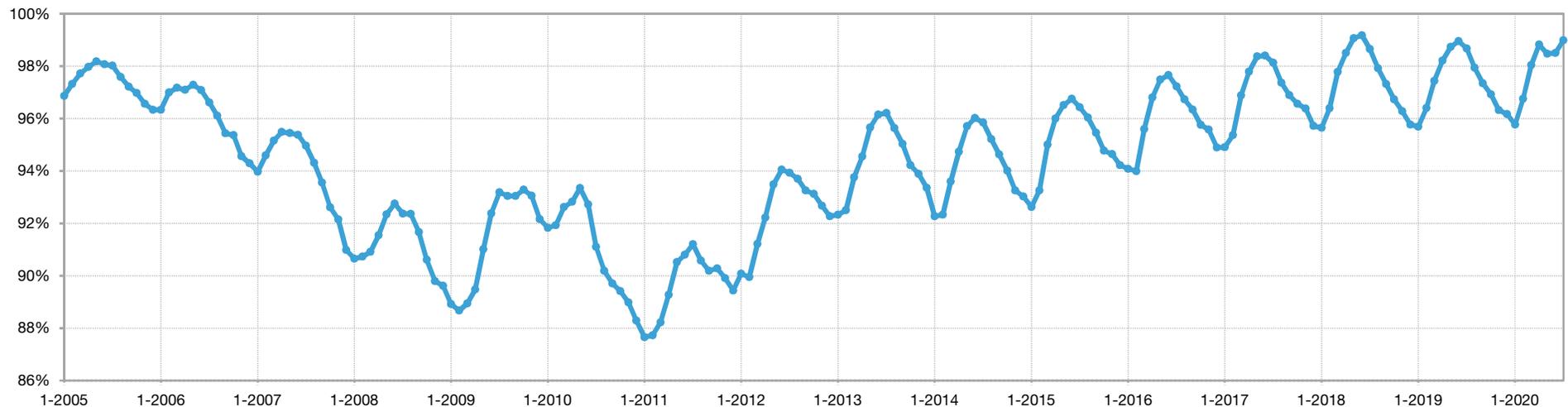


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
August 2019	97.9%	97.9%	0.0%
September 2019	97.4%	97.3%	+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%
April 2020	98.8%	98.2%	+0.6%
May 2020	98.5%	98.7%	-0.2%
June 2020	98.5%	99.0%	-0.5%
<b>July 2020</b>	<b>99.0%</b>	<b>98.7%</b>	<b>+0.3%</b>
12-Month Avg	97.5%	97.3%	+0.2%

## Historical Percent of Original List Price Received by Month

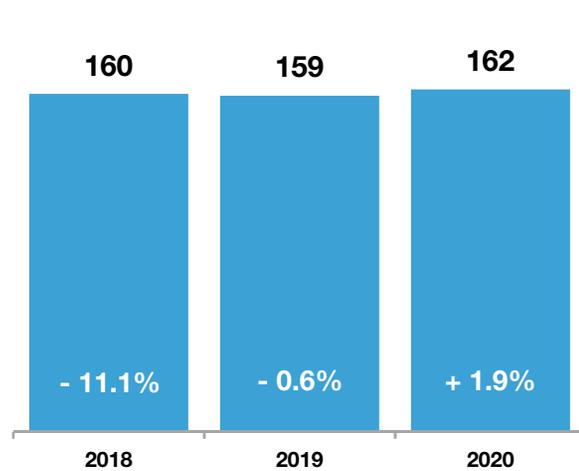


# Housing Affordability Index

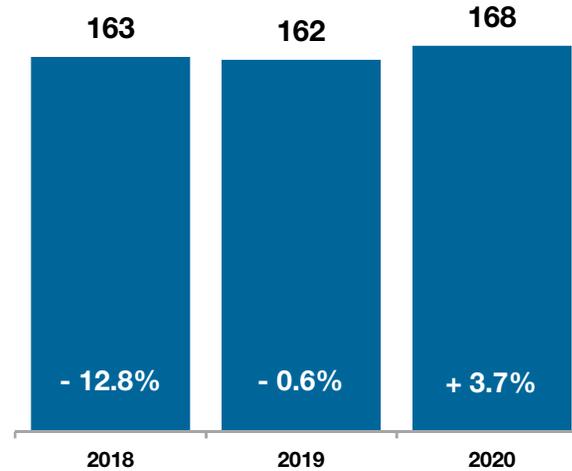


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## July

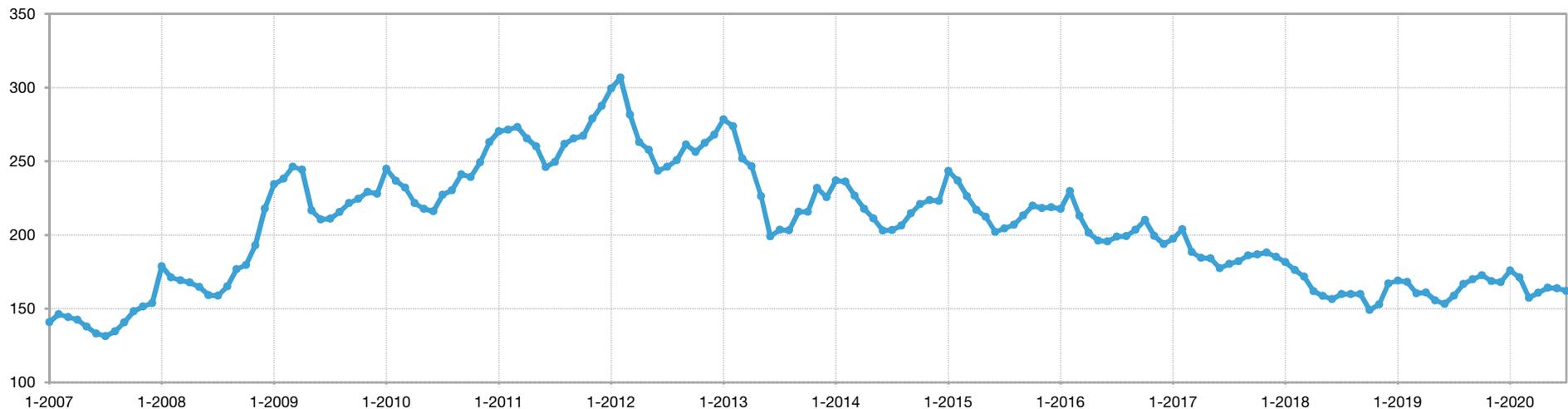


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2020	161	161	0.0%
May 2020	164	155	+5.8%
June 2020	164	153	+7.2%
<b>July 2020</b>	<b>162</b>	<b>159</b>	<b>+1.9%</b>
12-Month Avg	167	160	+4.4%

## Historical Housing Affordability Index by Month

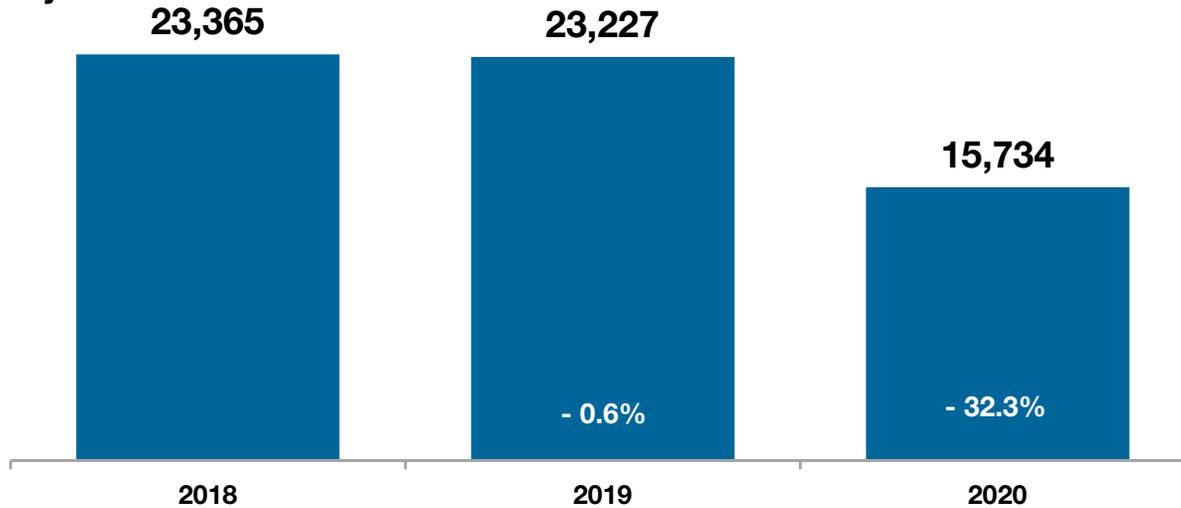


# Inventory of Homes for Sale

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

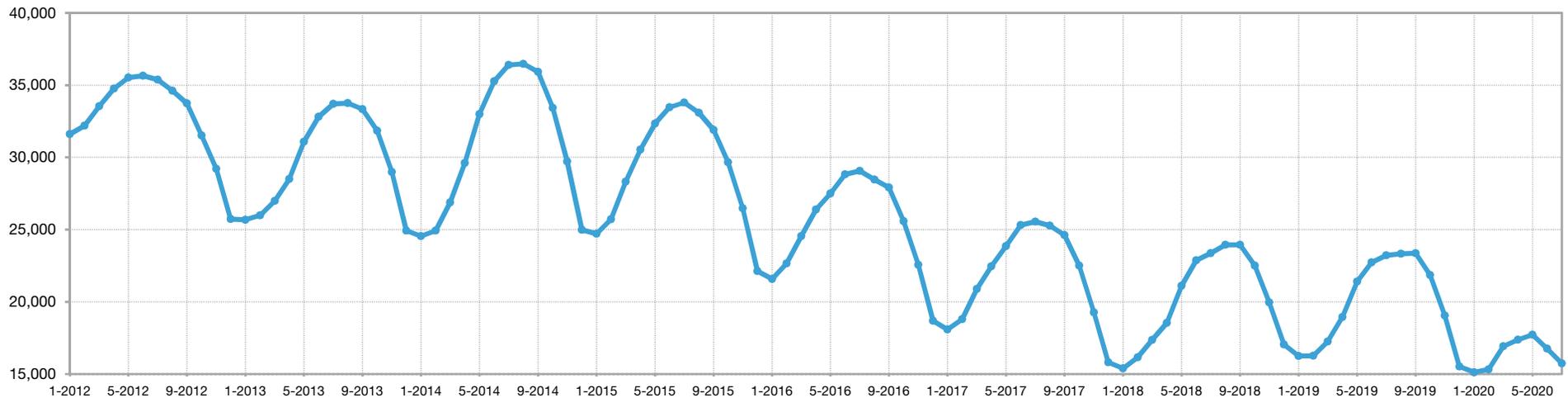


July



	Homes for Sale	Prior Year	Percent Change
August 2019	23,327	23,953	-2.6%
September 2019	23,373	23,954	-2.4%
October 2019	21,859	22,505	-2.9%
November 2019	19,051	19,965	-4.6%
December 2019	15,518	17,047	-9.0%
January 2020	15,129	16,247	-6.9%
February 2020	15,315	16,279	-5.9%
March 2020	16,932	17,258	-1.9%
April 2020	17,381	18,944	-8.3%
May 2020	17,727	21,410	-17.2%
June 2020	16,753	22,733	-26.3%
<b>July 2020</b>	<b>15,734</b>	<b>23,227</b>	<b>-32.3%</b>

## Historical Inventory of Homes for Sale by Month



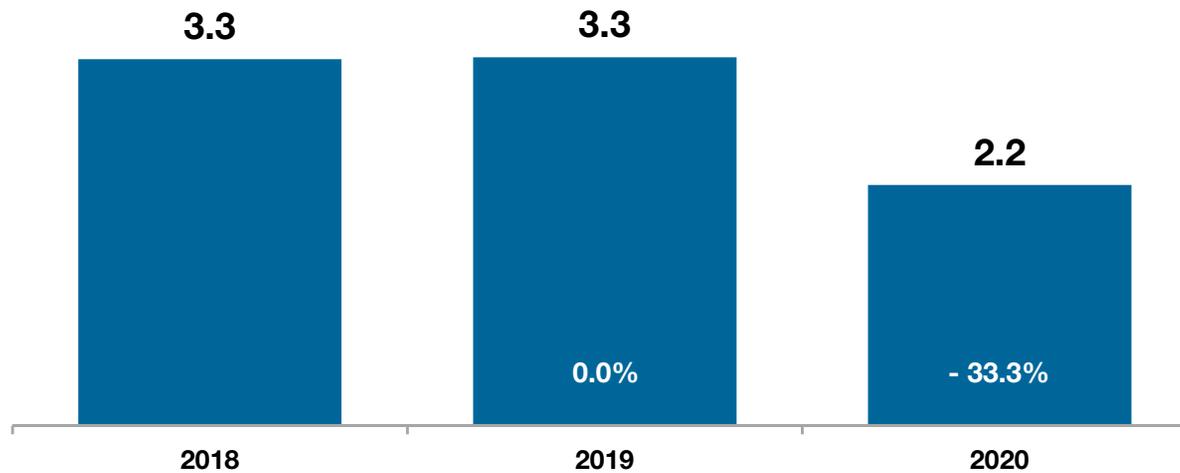
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

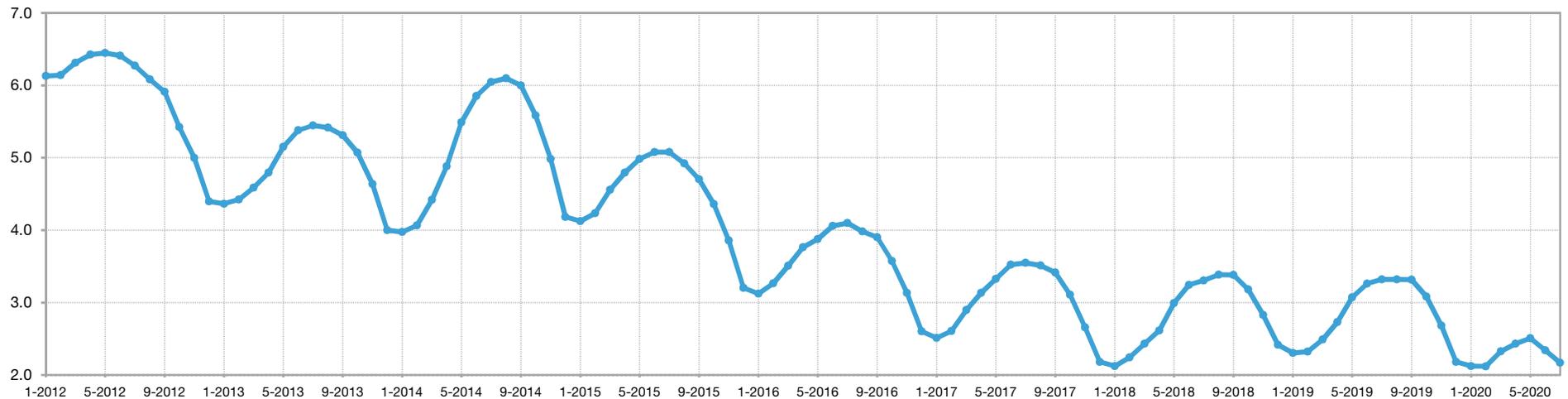


## July



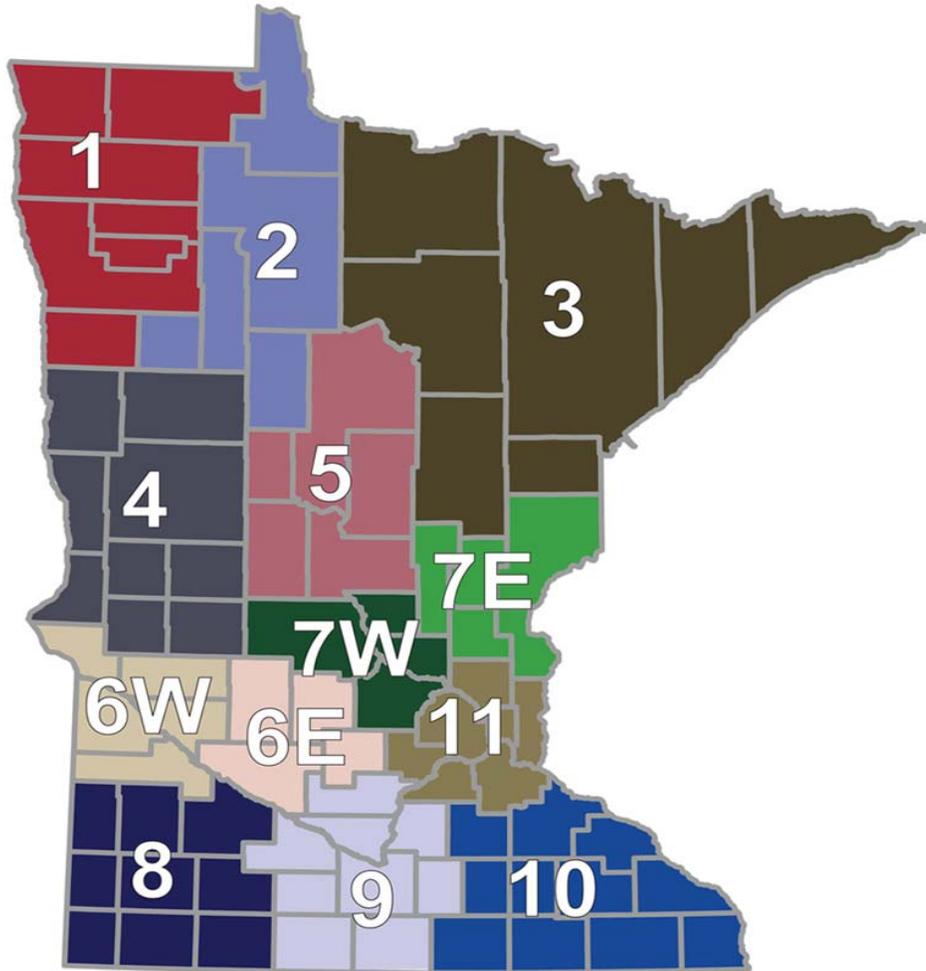
	Months Supply	Prior Year	Percent Change
August 2019	3.3	3.4	-2.9%
September 2019	3.3	3.4	-2.9%
October 2019	3.1	3.2	-3.1%
November 2019	2.7	2.8	-3.6%
December 2019	2.2	2.4	-8.3%
January 2020	2.1	2.3	-8.7%
February 2020	2.1	2.3	-8.7%
March 2020	2.3	2.5	-8.0%
April 2020	2.4	2.7	-11.1%
May 2020	2.5	3.1	-19.4%
June 2020	2.3	3.3	-30.3%
<b>July 2020</b>	<b>2.2</b>	<b>3.3</b>	<b>-33.3%</b>

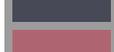
## Historical Months Supply of Inventory by Month



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



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 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 July 2020

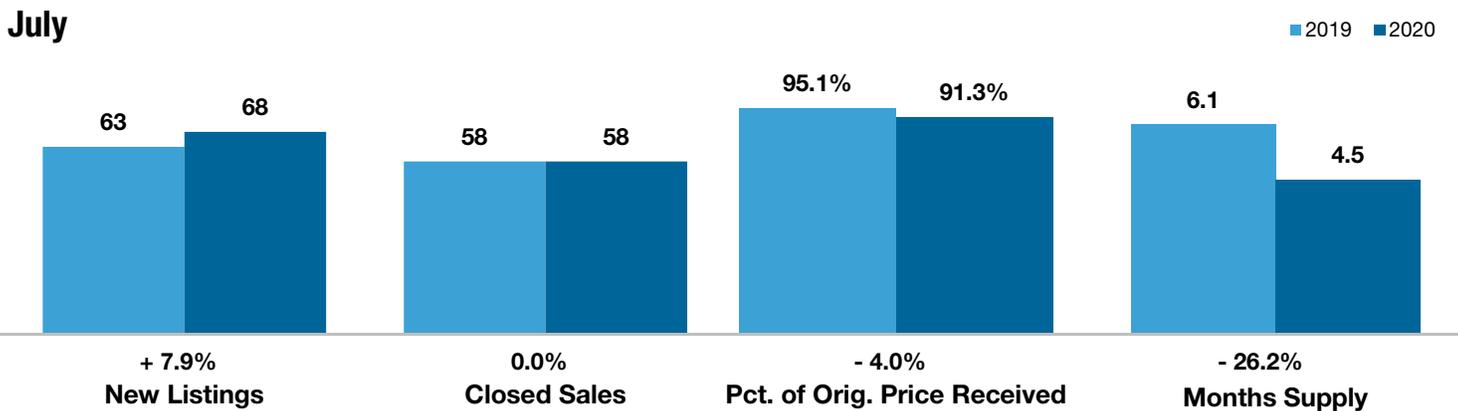
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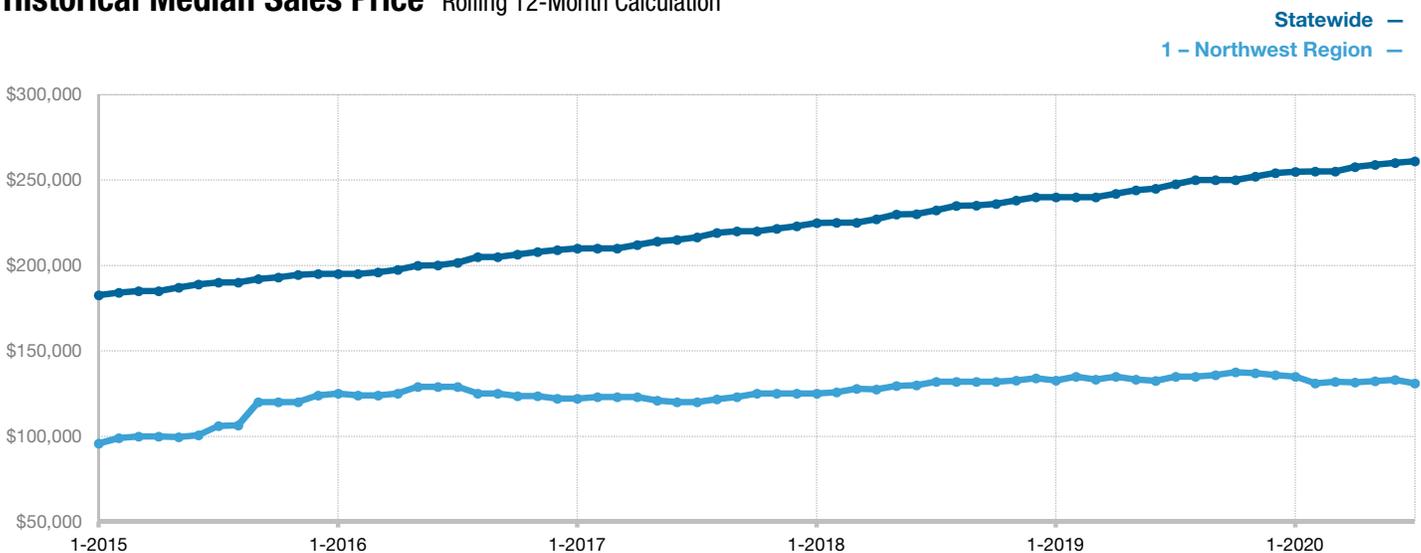
## 1 – Northwest Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	63	<b>68</b>	+ 7.9%	400	<b>380</b>	- 5.0%
Closed Sales	58	<b>58</b>	0.0%	246	<b>236</b>	- 4.1%
Median Sales Price*	\$157,000	<b>\$132,000</b>	- 15.9%	\$139,900	<b>\$130,000</b>	- 7.1%
Percent of Original List Price Received*	95.1%	<b>91.3%</b>	- 4.0%	92.8%	<b>91.5%</b>	- 1.4%
Days on Market Until Sale	79	<b>106</b>	+ 34.2%	102	<b>111</b>	+ 8.8%
Months Supply of Inventory	6.1	<b>4.5</b>	- 26.2%	--	--	--

\* 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.



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



Current as of August 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 July 2020

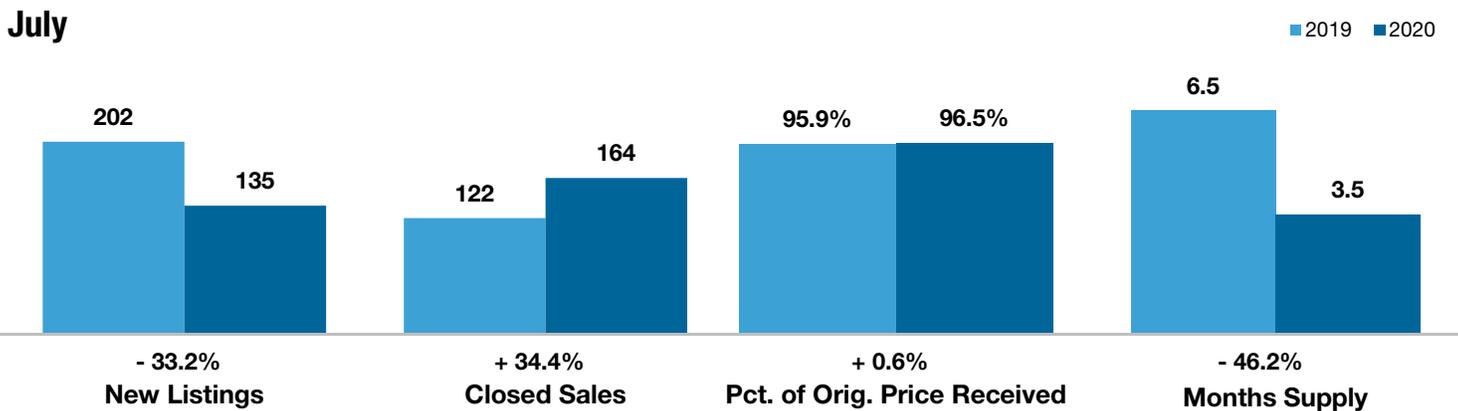
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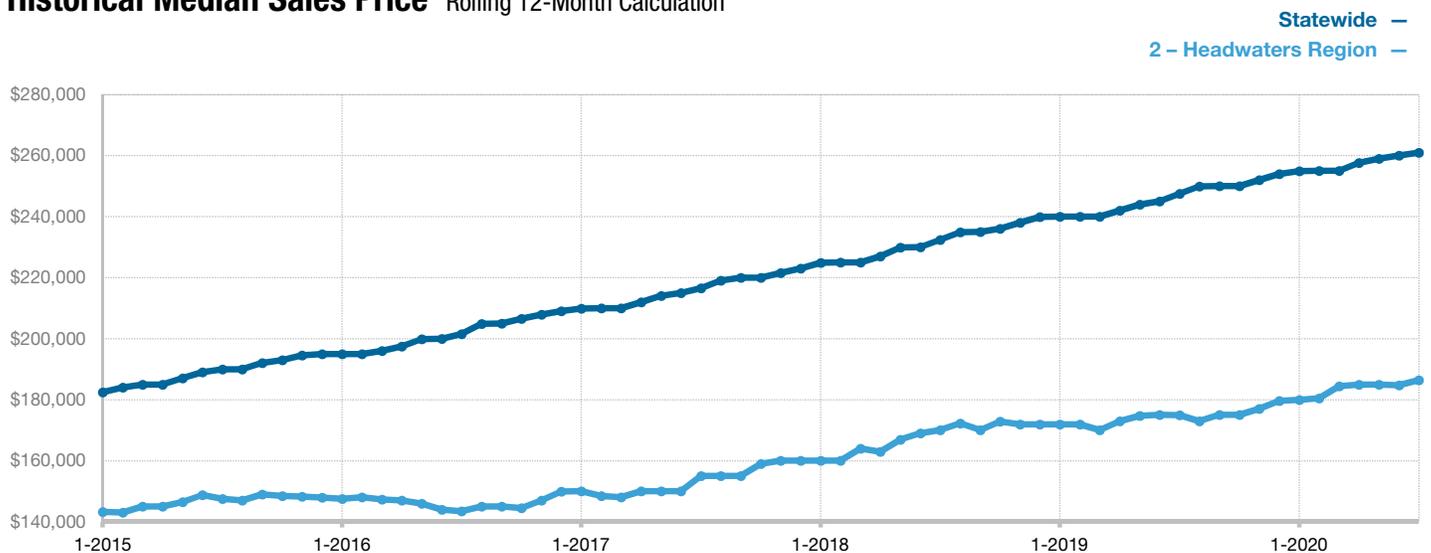
## 2 – Headwaters Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	202	135	- 33.2%	1,125	885	- 21.3%
Closed Sales	122	164	+ 34.4%	574	574	0.0%
Median Sales Price*	\$172,000	\$207,000	+ 20.3%	\$177,000	\$191,000	+ 7.9%
Percent of Original List Price Received*	95.9%	96.5%	+ 0.6%	95.1%	95.4%	+ 0.3%
Days on Market Until Sale	63	65	+ 3.2%	76	73	- 3.9%
Months Supply of Inventory	6.5	3.5	- 46.2%	--	--	--

\* 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.



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



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# Local Market Update for July 2020

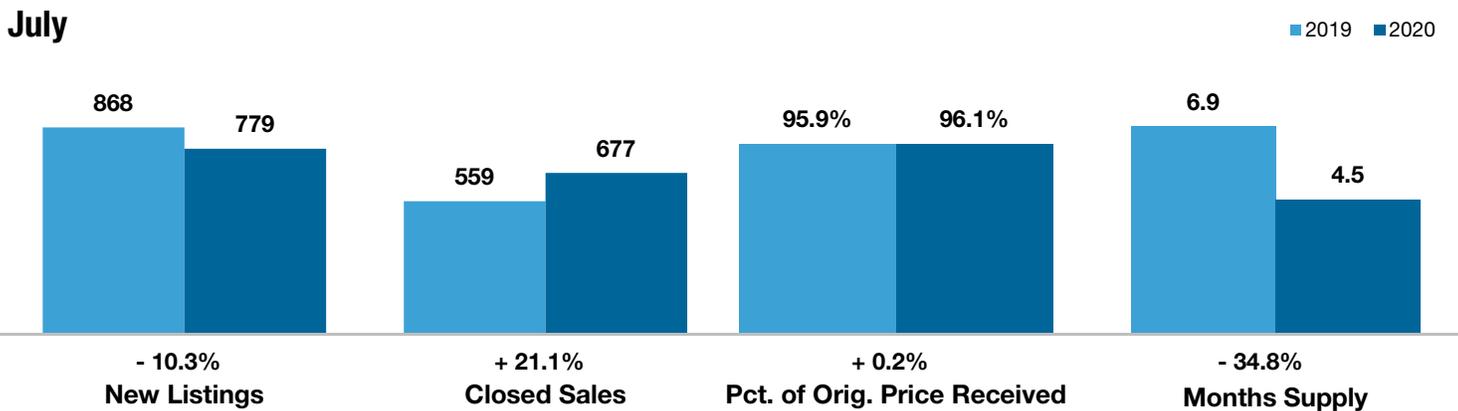
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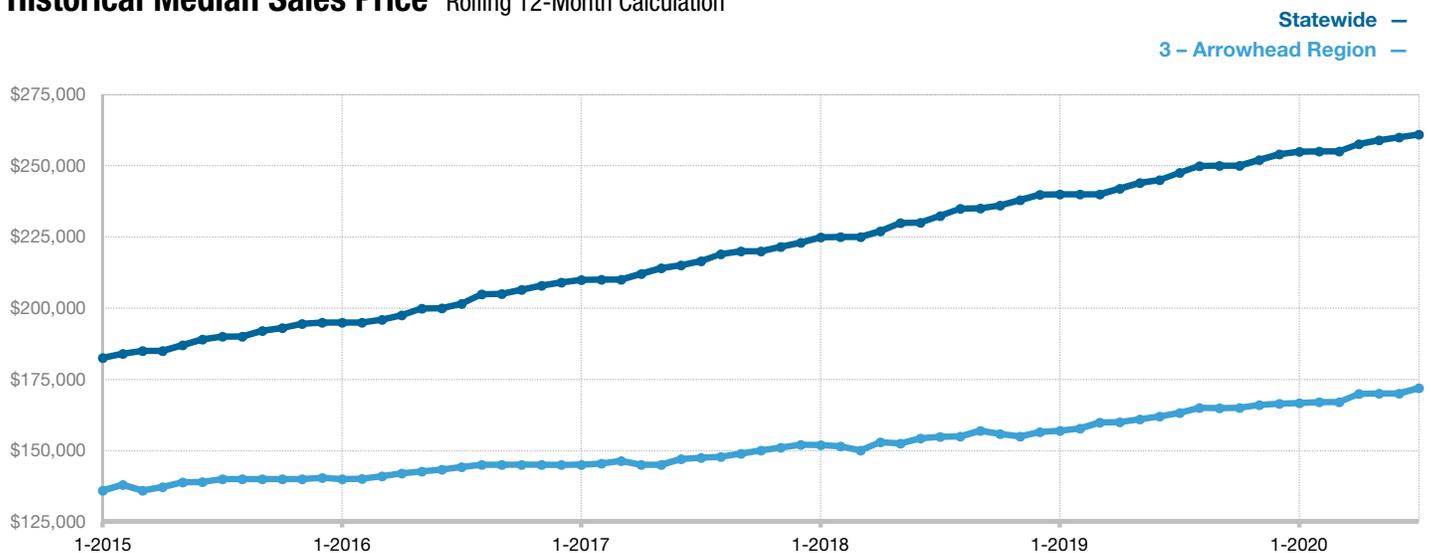
## 3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	868	779	- 10.3%	4,783	3,915	- 18.1%
Closed Sales	559	677	+ 21.1%	2,613	2,550	- 2.4%
Median Sales Price*	\$170,000	\$186,000	+ 9.4%	\$166,250	\$176,000	+ 5.9%
Percent of Original List Price Received*	95.9%	96.1%	+ 0.2%	94.5%	94.8%	+ 0.3%
Days on Market Until Sale	71	72	+ 1.4%	86	83	- 3.5%
Months Supply of Inventory	6.9	4.5	- 34.8%	--	--	--

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# Local Market Update for July 2020

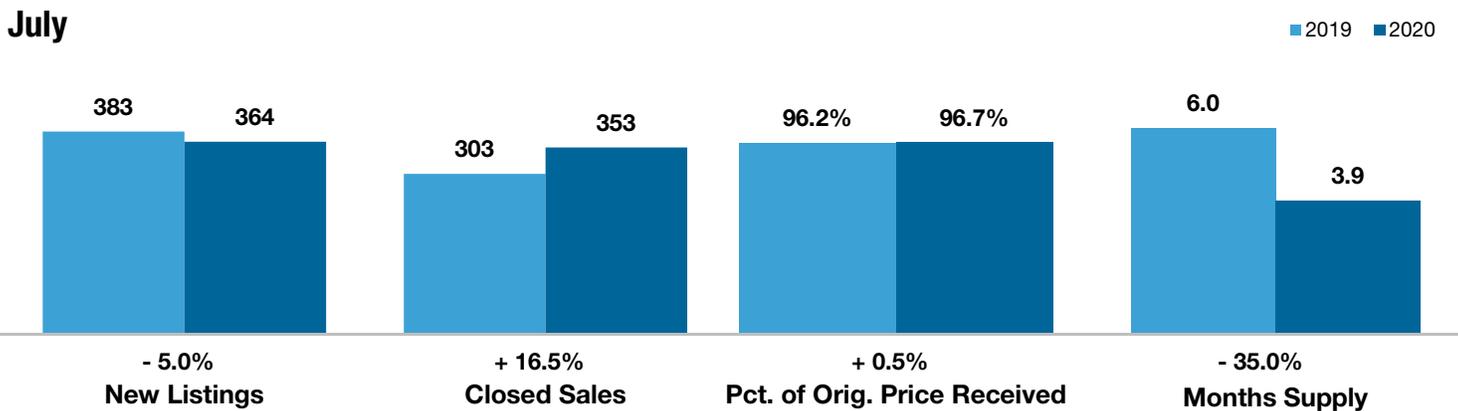
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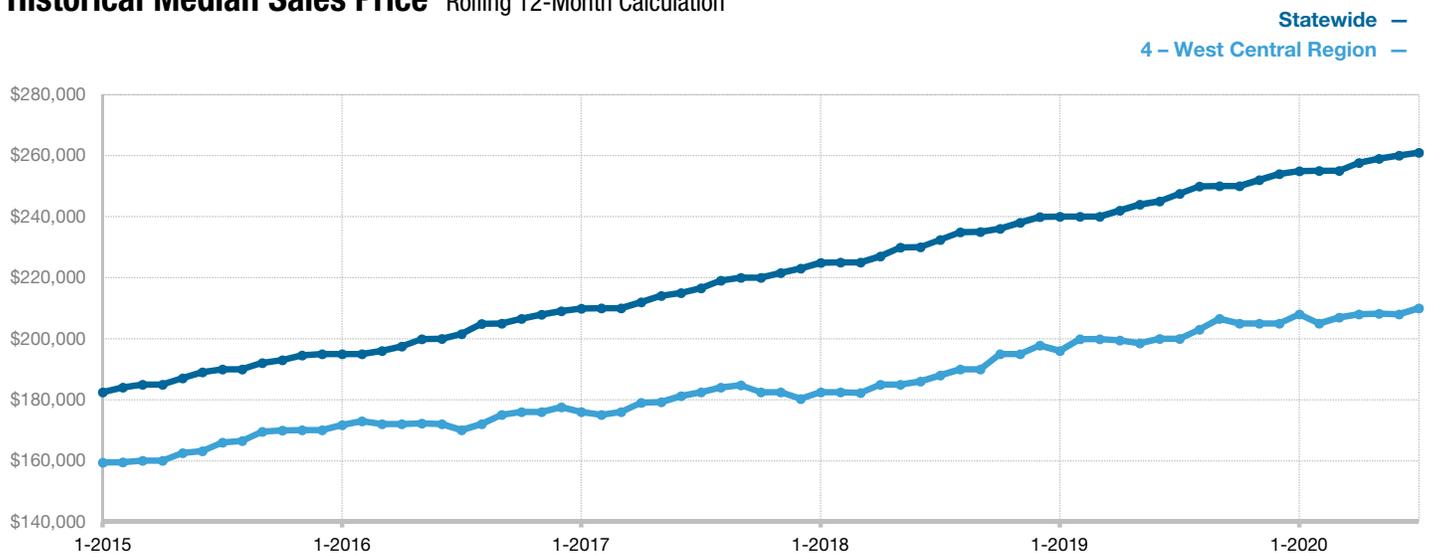
## 4 – West Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	383	<b>364</b>	- 5.0%	2,347	<b>2,160</b>	- 8.0%
Closed Sales	303	<b>353</b>	+ 16.5%	1,295	<b>1,358</b>	+ 4.9%
Median Sales Price*	\$205,000	<b>\$225,000</b>	+ 9.8%	\$200,000	<b>\$210,000</b>	+ 5.0%
Percent of Original List Price Received*	96.2%	<b>96.7%</b>	+ 0.5%	95.0%	<b>95.5%</b>	+ 0.5%
Days on Market Until Sale	49	<b>61</b>	+ 24.5%	72	<b>70</b>	- 2.8%
Months Supply of Inventory	6.0	<b>3.9</b>	- 35.0%	--	--	--

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



# Local Market Update for July 2020

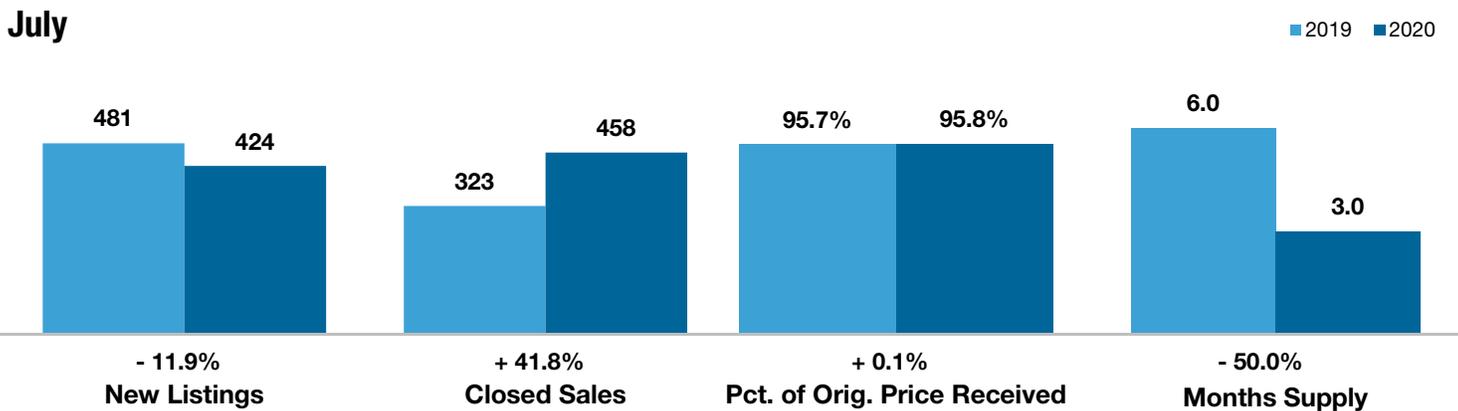
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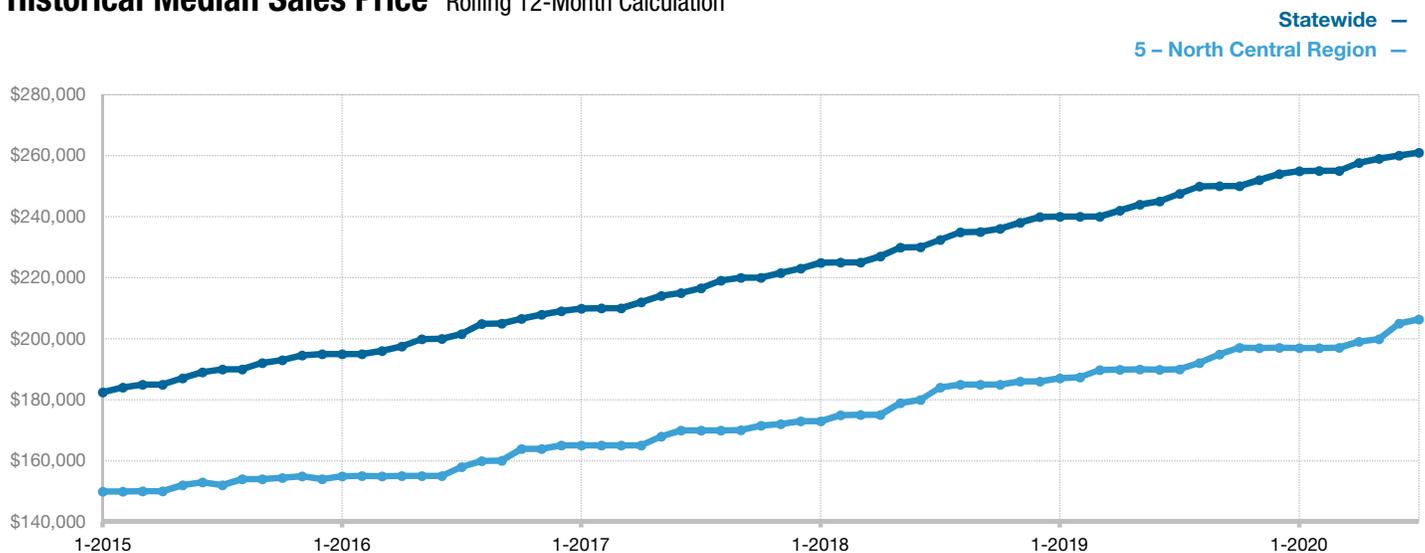
## 5 – North Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	481	<b>424</b>	- 11.9%	2,802	<b>2,438</b>	- 13.0%
Closed Sales	323	<b>458</b>	+ 41.8%	1,588	<b>1,707</b>	+ 7.5%
Median Sales Price*	\$216,200	<b>\$235,000</b>	+ 8.7%	\$195,400	<b>\$214,900</b>	+ 10.0%
Percent of Original List Price Received*	95.7%	<b>95.8%</b>	+ 0.1%	95.2%	<b>95.3%</b>	+ 0.1%
Days on Market Until Sale	53	<b>71</b>	+ 34.0%	73	<b>78</b>	+ 6.8%
Months Supply of Inventory	6.0	<b>3.0</b>	- 50.0%	--	--	--

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# Local Market Update for July 2020

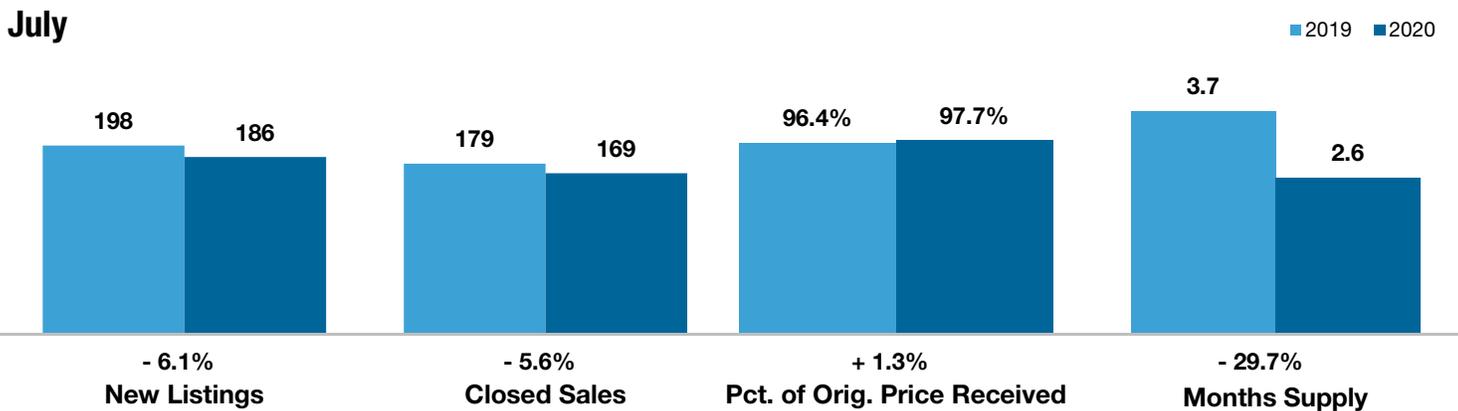
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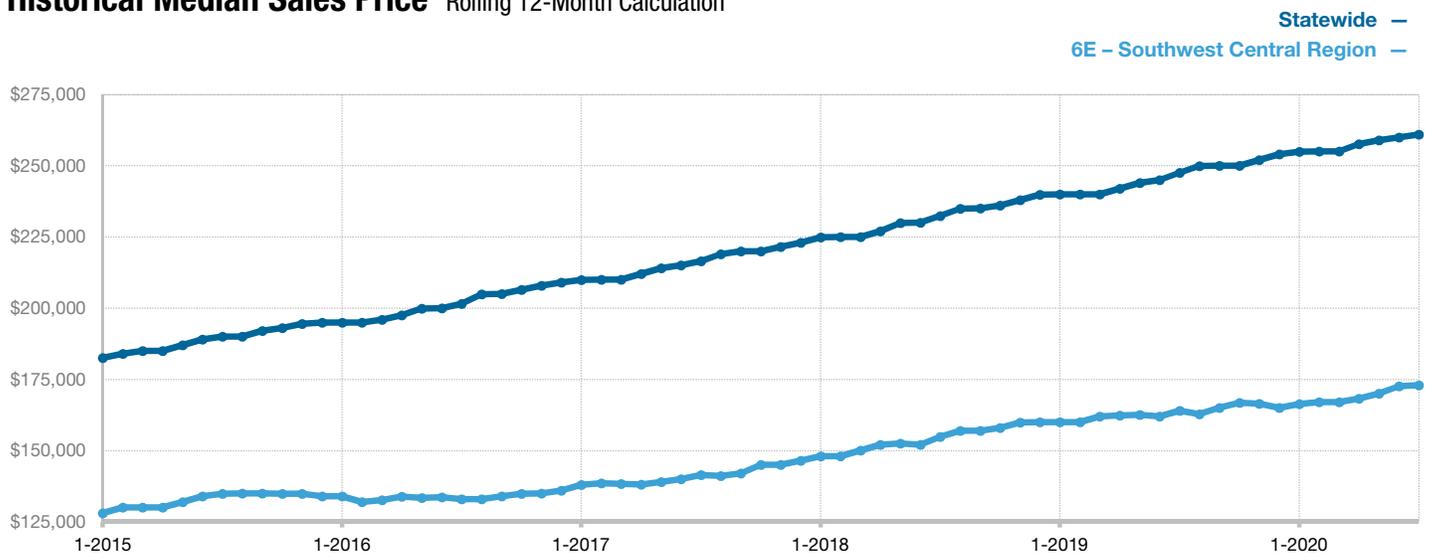
## 6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	198	186	- 6.1%	1,218	1,067	- 12.4%
Closed Sales	179	169	- 5.6%	873	815	- 6.6%
Median Sales Price*	\$179,950	\$179,950	0.0%	\$163,450	\$178,200	+ 9.0%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.4%	96.3%	+ 0.9%
Days on Market Until Sale	57	50	- 12.3%	73	65	- 11.0%
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

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# Local Market Update for July 2020

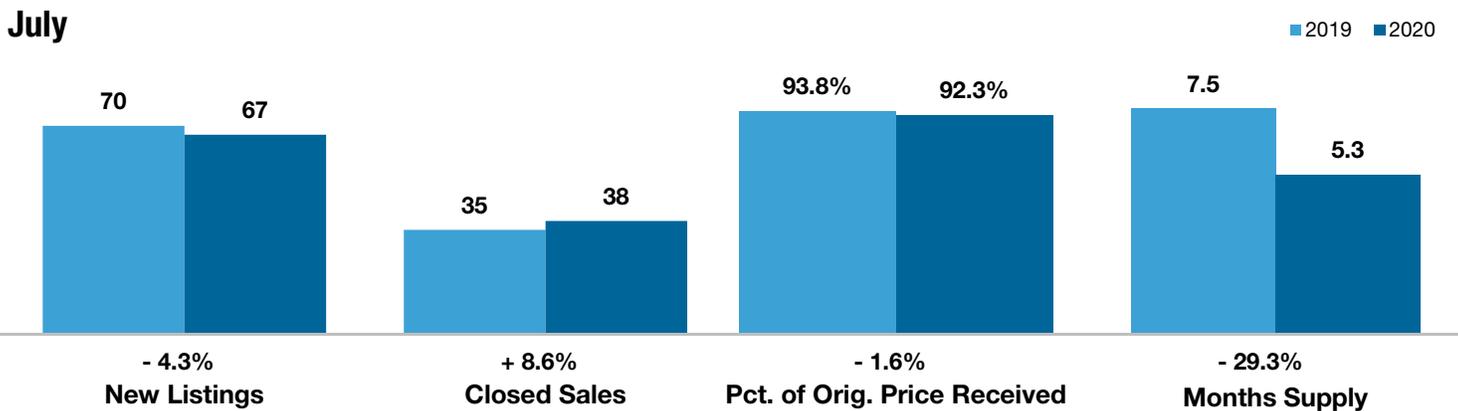
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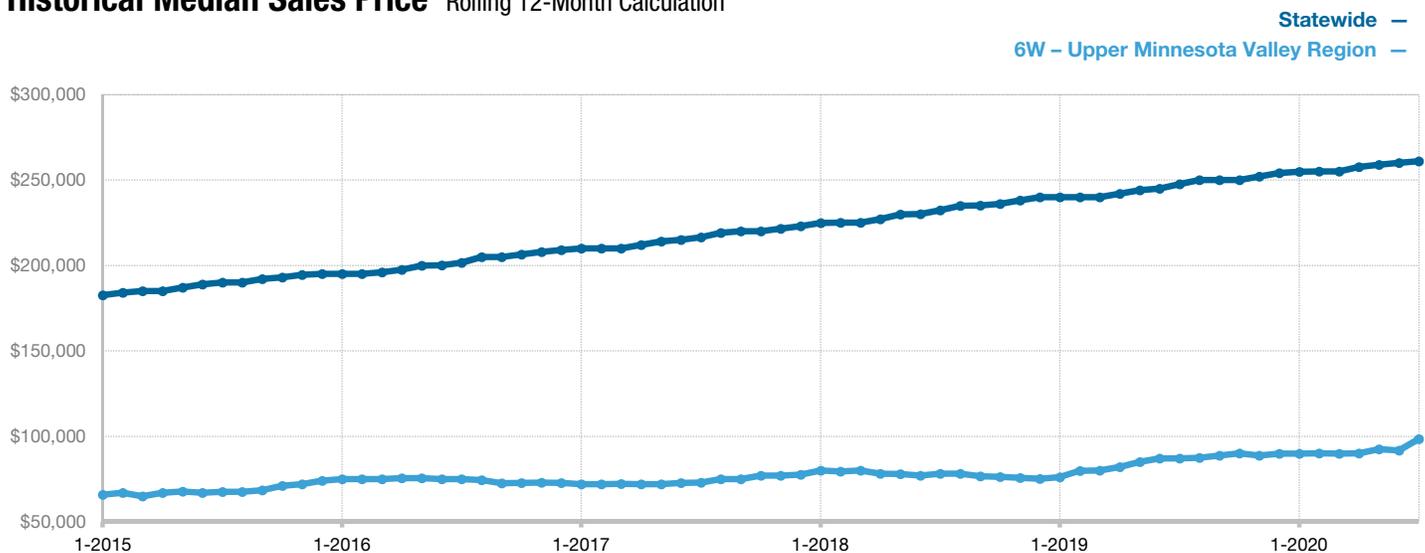
## 6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	70	67	- 4.3%	342	293	- 14.3%
Closed Sales	35	38	+ 8.6%	196	196	0.0%
Median Sales Price*	\$89,500	\$120,500	+ 34.6%	\$88,000	\$102,850	+ 16.9%
Percent of Original List Price Received*	93.8%	92.3%	- 1.6%	90.7%	89.5%	- 1.3%
Days on Market Until Sale	118	110	- 6.8%	130	115	- 11.5%
Months Supply of Inventory	7.5	5.3	- 29.3%	--	--	--

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# Local Market Update for July 2020

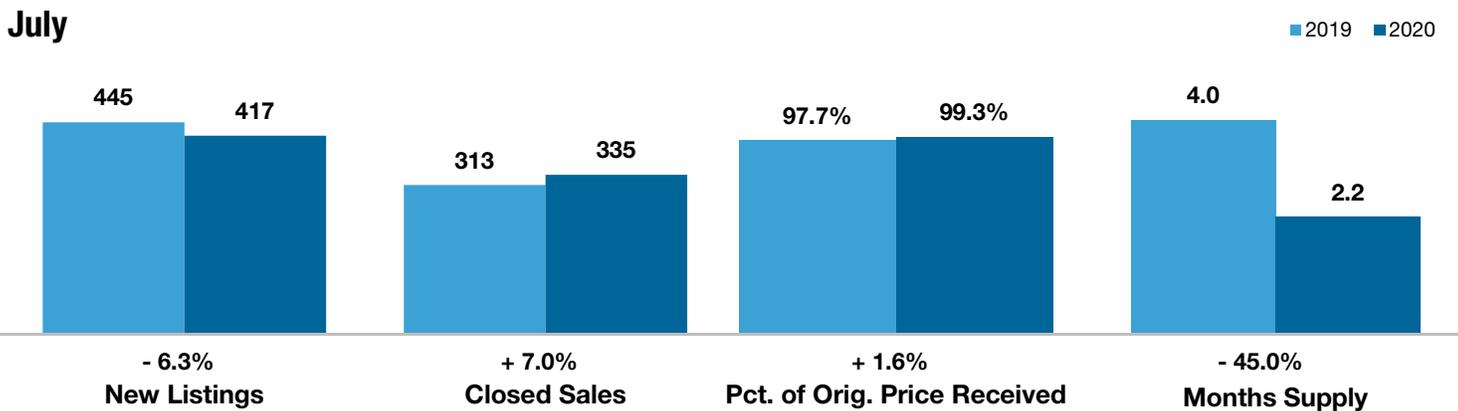
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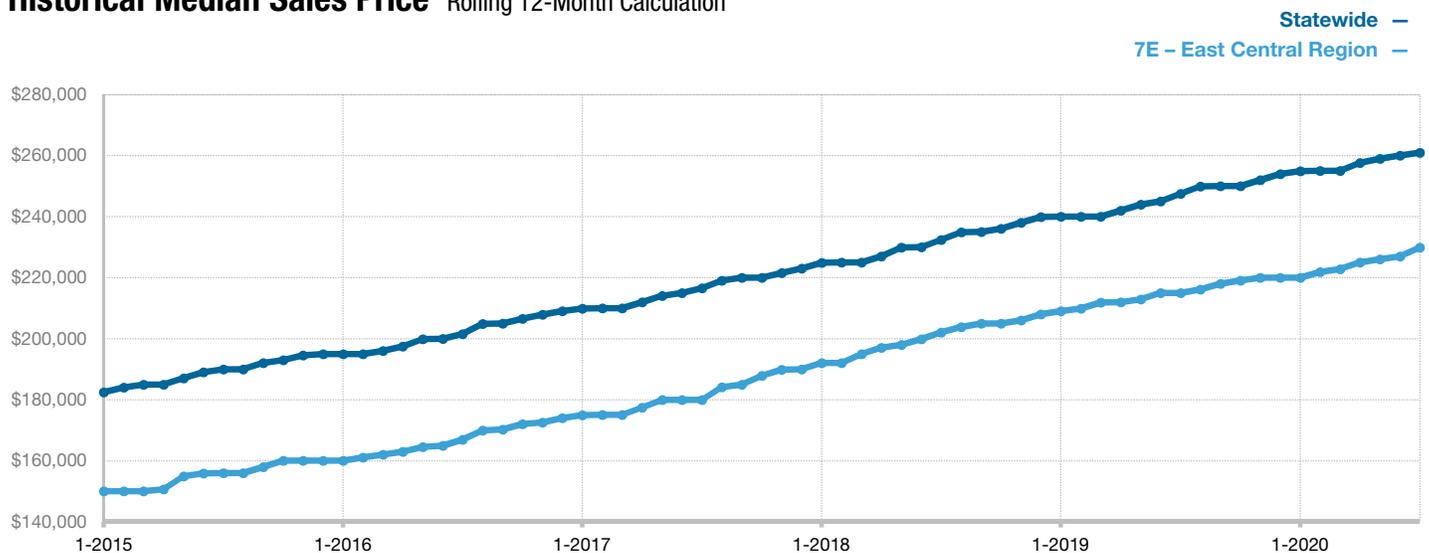
## 7E – East Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	445	<b>417</b>	- 6.3%	2,446	<b>2,296</b>	- 6.1%
Closed Sales	313	<b>335</b>	+ 7.0%	1,517	<b>1,578</b>	+ 4.0%
Median Sales Price*	\$225,000	<b>\$249,950</b>	+ 11.1%	\$220,000	<b>\$237,000</b>	+ 7.7%
Percent of Original List Price Received*	97.7%	<b>99.3%</b>	+ 1.6%	97.7%	<b>98.0%</b>	+ 0.3%
Days on Market Until Sale	40	<b>45</b>	+ 12.5%	55	<b>53</b>	- 3.6%
Months Supply of Inventory	4.0	<b>2.2</b>	- 45.0%	--	--	--

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# Local Market Update for July 2020

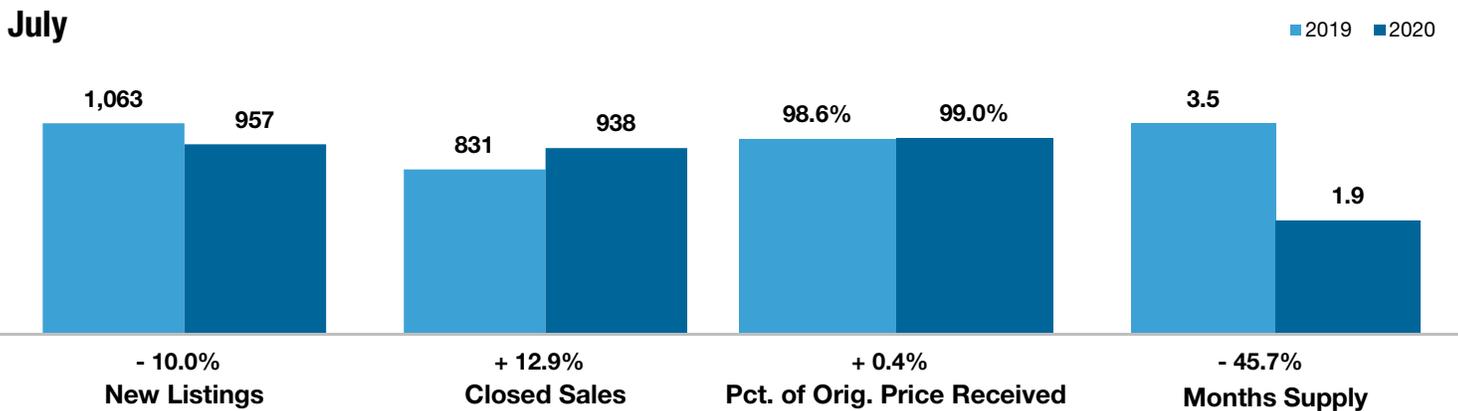
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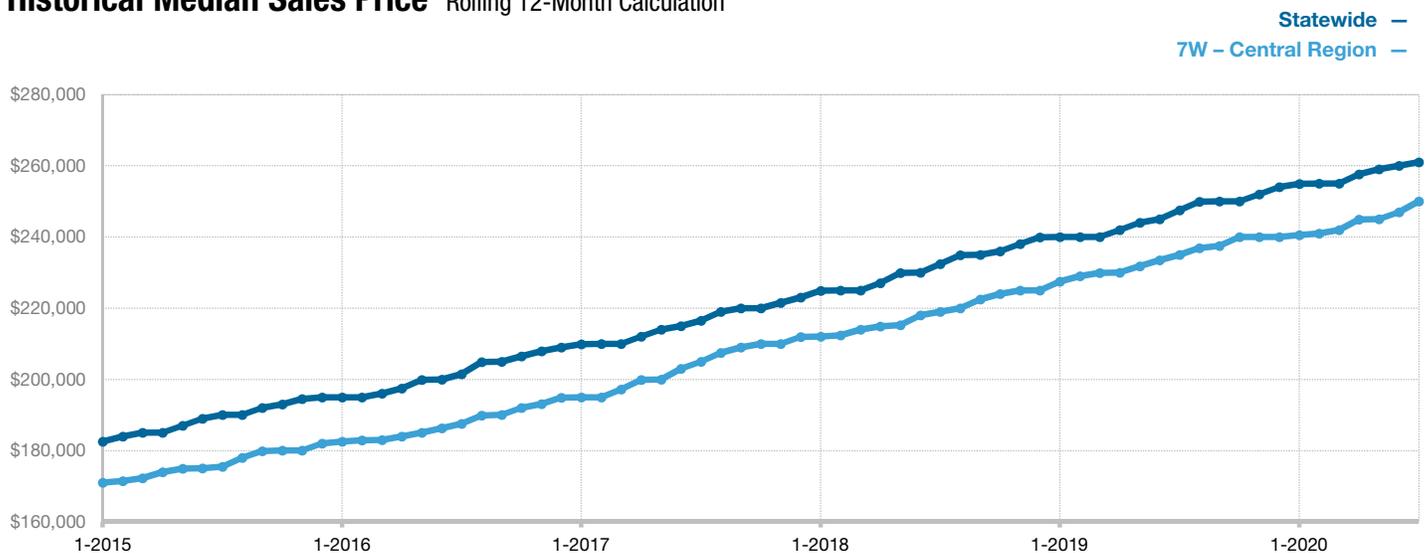
## 7W – Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	1,063	957	- 10.0%	6,210	6,023	- 3.0%
Closed Sales	831	938	+ 12.9%	4,004	4,200	+ 4.9%
Median Sales Price*	\$243,450	\$272,500	+ 11.9%	\$239,900	\$257,000	+ 7.1%
Percent of Original List Price Received*	98.6%	99.0%	+ 0.4%	98.1%	98.4%	+ 0.3%
Days on Market Until Sale	38	42	+ 10.5%	49	48	- 2.0%
Months Supply of Inventory	3.5	1.9	- 45.7%	--	--	--

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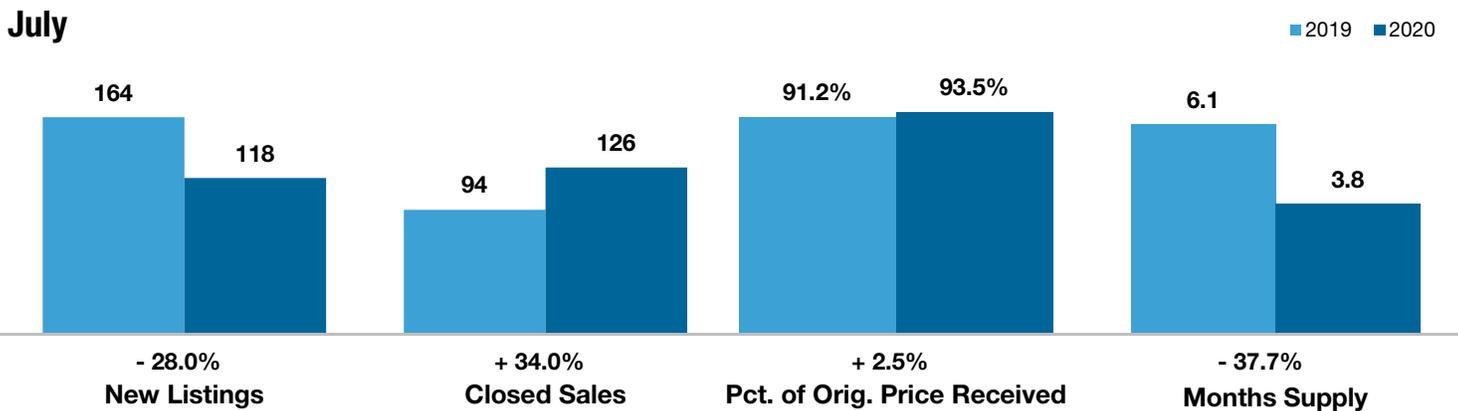
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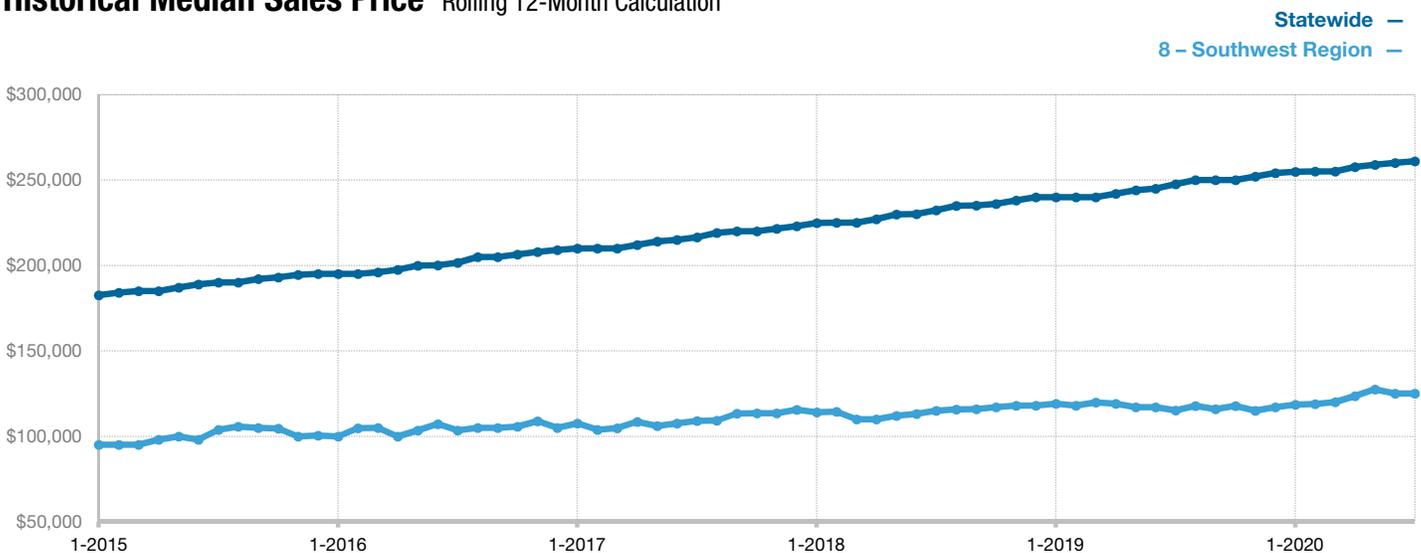
## 8 – Southwest Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	164	<b>118</b>	- 28.0%	807	<b>800</b>	- 0.9%
Closed Sales	94	<b>126</b>	+ 34.0%	480	<b>567</b>	+ 18.1%
Median Sales Price*	\$133,500	<b>\$120,000</b>	- 10.1%	\$113,500	<b>\$125,000</b>	+ 10.1%
Percent of Original List Price Received*	91.2%	<b>93.5%</b>	+ 2.5%	91.8%	<b>91.5%</b>	- 0.3%
Days on Market Until Sale	83	<b>74</b>	- 10.8%	100	<b>93</b>	- 7.0%
Months Supply of Inventory	6.1	<b>3.8</b>	- 37.7%	--	--	--

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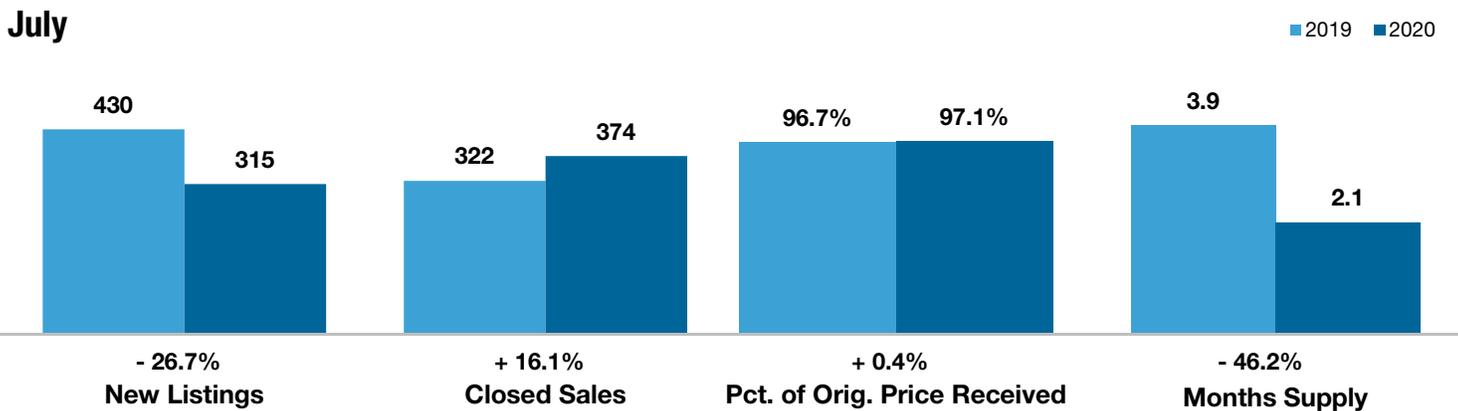
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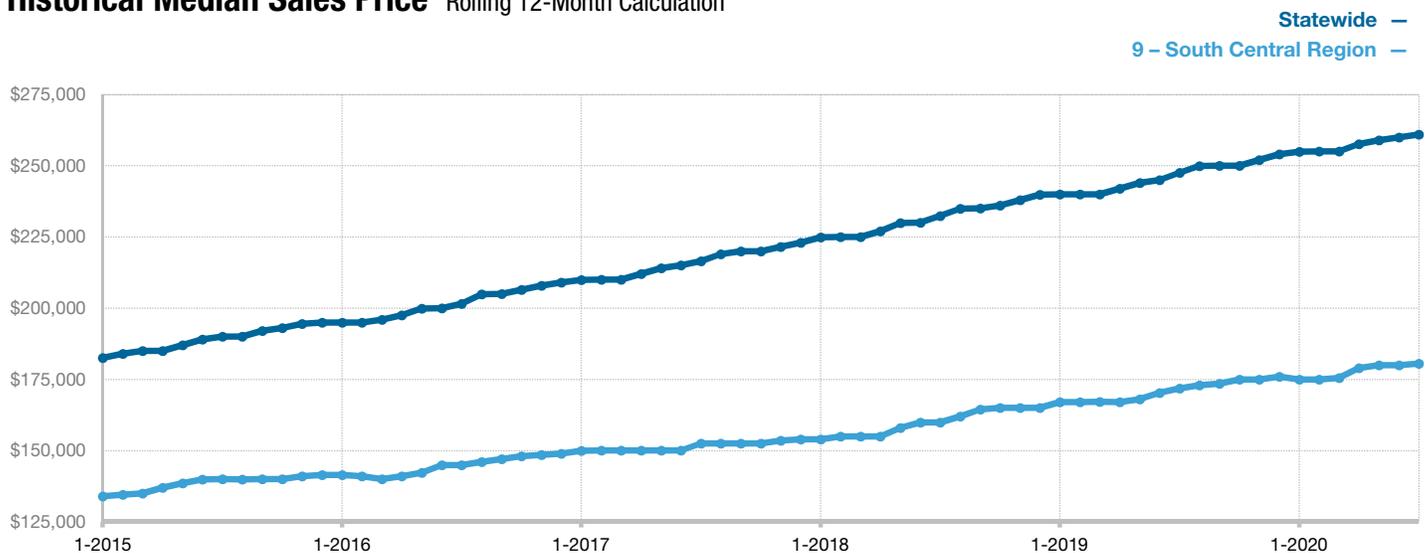
## 9 – South Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	430	<b>315</b>	- 26.7%	2,363	<b>2,077</b>	- 12.1%
Closed Sales	322	<b>374</b>	+ 16.1%	1,584	<b>1,741</b>	+ 9.9%
Median Sales Price*	\$180,000	<b>\$197,850</b>	+ 9.9%	\$175,000	<b>\$184,450</b>	+ 5.4%
Percent of Original List Price Received*	96.7%	<b>97.1%</b>	+ 0.4%	95.2%	<b>95.9%</b>	+ 0.7%
Days on Market Until Sale	80	<b>82</b>	+ 2.5%	101	<b>100</b>	- 1.0%
Months Supply of Inventory	3.9	<b>2.1</b>	- 46.2%	--	--	--

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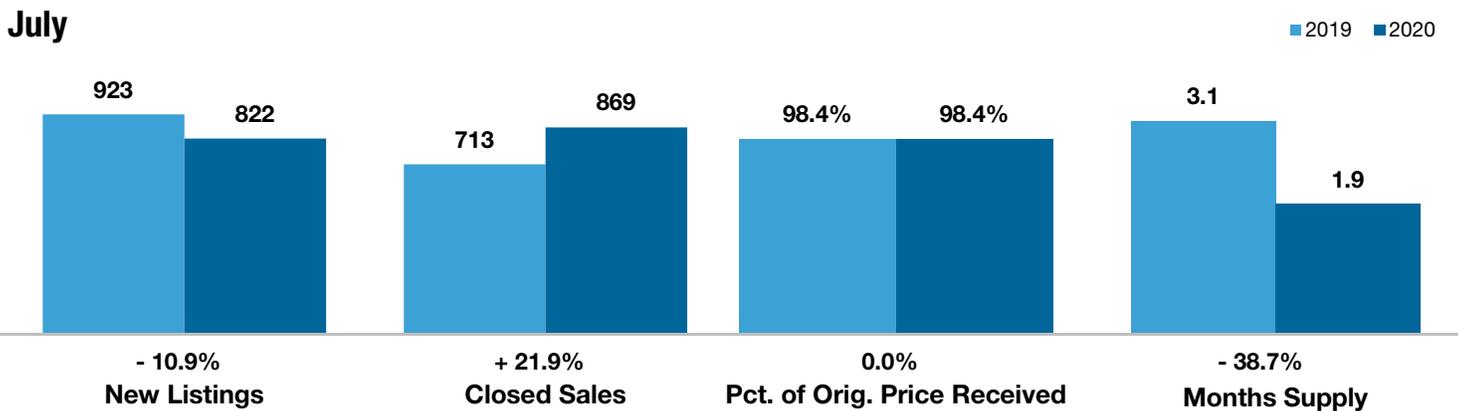
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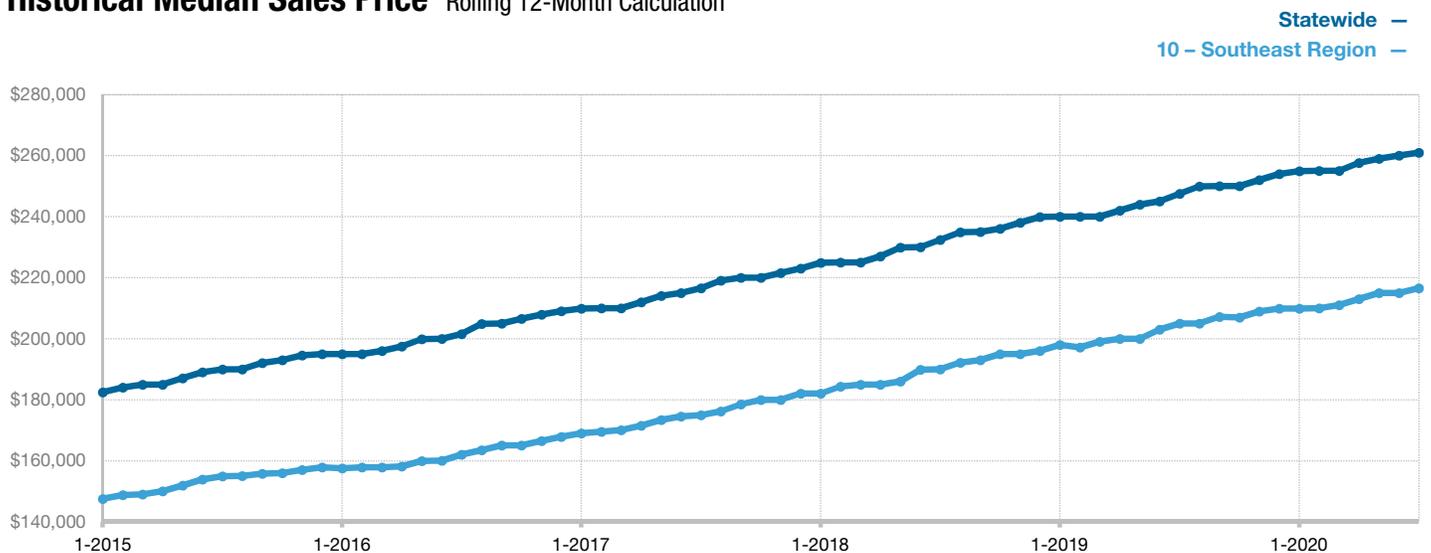
## 10 – Southeast Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	923	<b>822</b>	- 10.9%	5,159	<b>4,900</b>	- 5.0%
Closed Sales	713	<b>869</b>	+ 21.9%	3,811	<b>3,895</b>	+ 2.2%
Median Sales Price*	\$219,900	<b>\$225,850</b>	+ 2.7%	\$210,000	<b>\$224,000</b>	+ 6.7%
Percent of Original List Price Received*	98.4%	<b>98.4%</b>	0.0%	97.3%	<b>97.4%</b>	+ 0.1%
Days on Market Until Sale	44	<b>49</b>	+ 11.4%	58	<b>58</b>	0.0%
Months Supply of Inventory	3.1	<b>1.9</b>	- 38.7%	--	--	--

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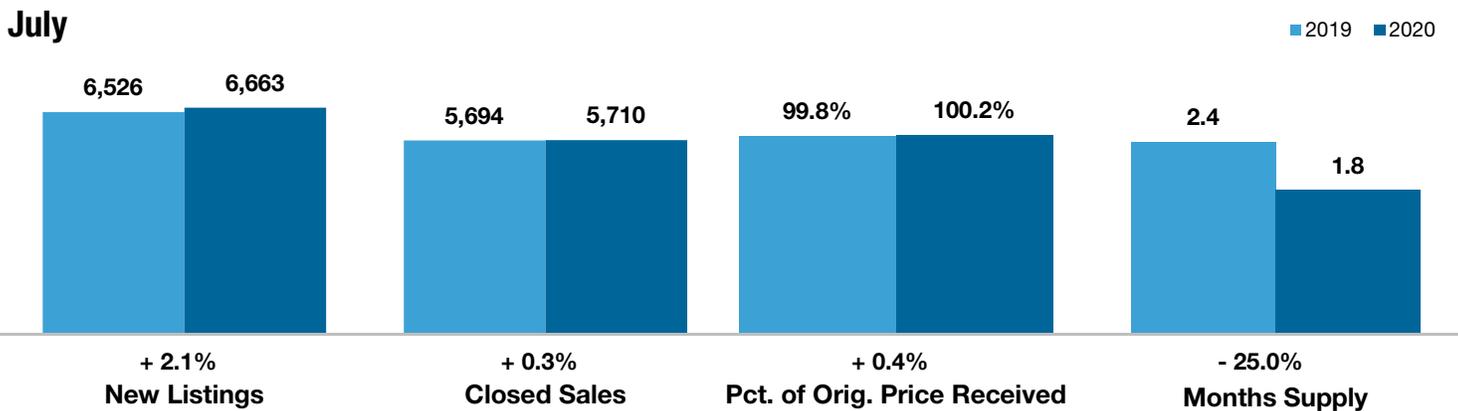
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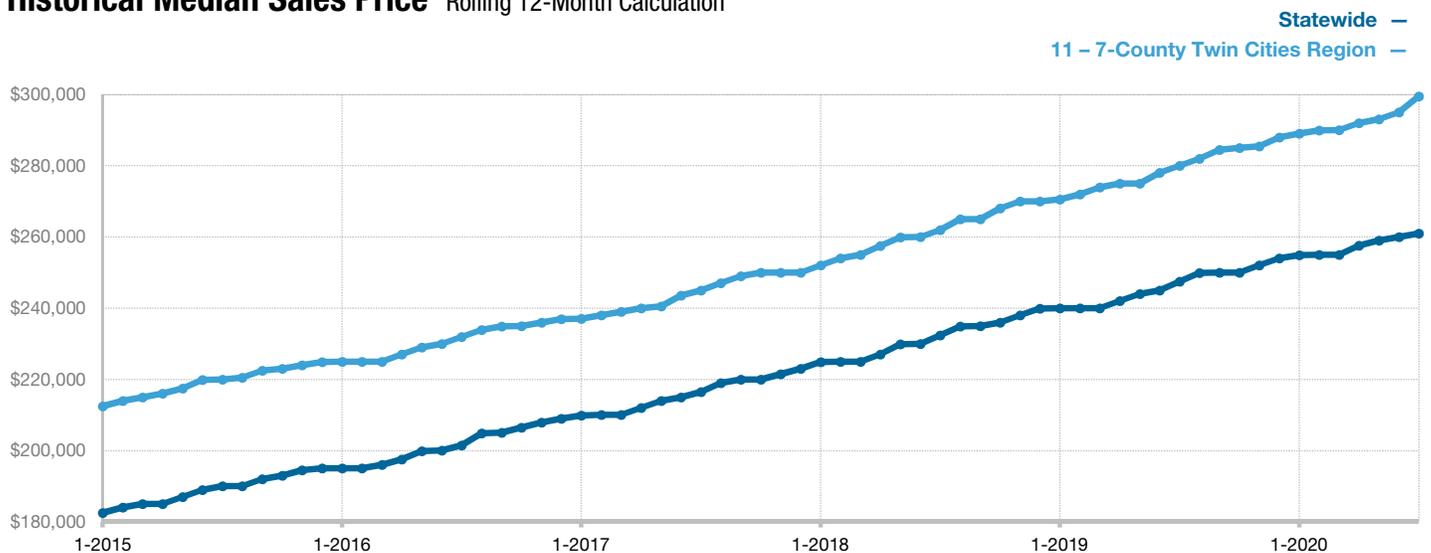
## 11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	6,526	<b>6,663</b>	+ 2.1%	40,774	<b>38,365</b>	- 5.9%
Closed Sales	5,694	<b>5,710</b>	+ 0.3%	28,235	<b>27,356</b>	- 3.1%
Median Sales Price*	\$290,000	<b>\$320,000</b>	+ 10.3%	\$287,000	<b>\$305,000</b>	+ 6.3%
Percent of Original List Price Received*	99.8%	<b>100.2%</b>	+ 0.4%	99.4%	<b>99.4%</b>	0.0%
Days on Market Until Sale	29	<b>32</b>	+ 10.3%	37	<b>37</b>	0.0%
Months Supply of Inventory	2.4	<b>1.8</b>	- 25.0%	--	--	--

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