

# Local Market Update for November 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

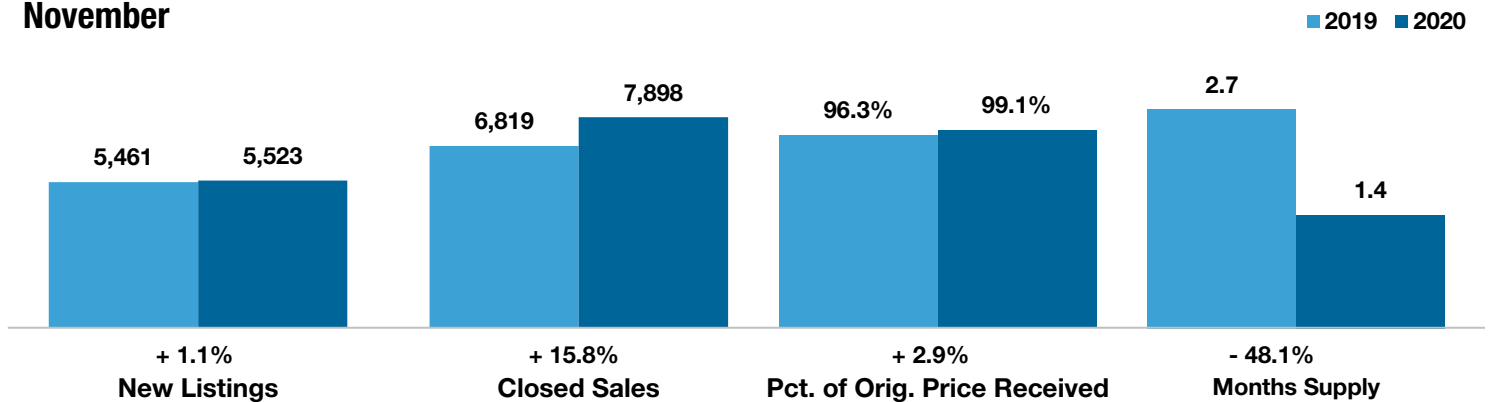


## Entire State

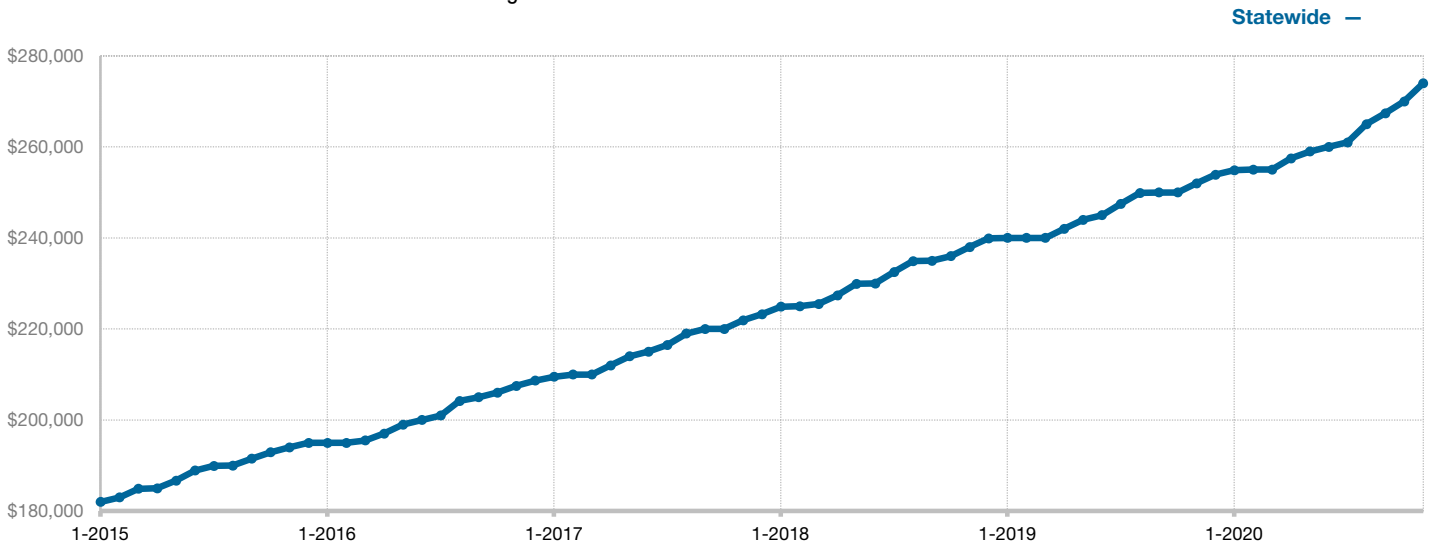
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	5,461	<b>5,523</b>	+ 1.1%	106,278	<b>102,783</b>	- 3.3%
Pending Sales	5,681	<b>6,284</b>	+ 10.6%	81,141	<b>89,150</b>	+ 9.9%
Closed Sales	6,819	<b>7,898</b>	+ 15.8%	79,399	<b>85,027</b>	+ 7.1%
Median Sales Price*	\$250,000	<b>\$284,000</b>	+ 13.6%	\$254,000	<b>\$275,000</b>	+ 8.3%
Percent of Original List Price Received*	96.3%	<b>99.1%</b>	+ 2.9%	97.7%	<b>98.7%</b>	+ 1.0%
Days on Market Until Sale	51	<b>38</b>	- 25.5%	48	<b>46</b>	- 4.2%
Months Supply of Inventory	2.7	<b>1.4</b>	- 48.1%	--	<b>--</b>	--

\* 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.

### November



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



# Monthly Indicators



## November 2020

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

## Activity Snapshot

**+ 15.8%**    **+ 13.6%**    **+ 1.1%**

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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		5,461	<b>5,523</b>	+ 1.1%	106,278	<b>102,783</b>	- 3.3%
<b>Pending Sales</b>		5,681	<b>6,284</b>	+ 10.6%	81,141	<b>89,150</b>	+ 9.9%
<b>Closed Sales</b>		6,819	<b>7,898</b>	+ 15.8%	79,399	<b>85,027</b>	+ 7.1%
<b>Days on Market</b>		51	<b>38</b>	- 25.5%	48	<b>46</b>	- 4.2%
<b>Median Sales Price</b>		\$250,000	<b>\$284,000</b>	+ 13.6%	\$254,000	<b>\$275,000</b>	+ 8.3%
<b>Avg. Sales Price</b>		\$286,878	<b>\$328,158</b>	+ 14.4%	\$291,144	<b>\$314,857</b>	+ 8.1%
<b>Pct. of Orig. Price Received</b>		96.3%	<b>99.1%</b>	+ 2.9%	97.7%	<b>98.7%</b>	+ 1.0%
<b>Affordability Index</b>		169	<b>163</b>	- 3.6%	166	<b>169</b>	+ 1.8%
<b>Homes for Sale*</b>		19,095	<b>11,013</b>	- 42.3%	--	<b>--</b>	--
<b>Months Supply*</b>		2.7	<b>1.4</b>	- 48.1%	--	<b>--</b>	--

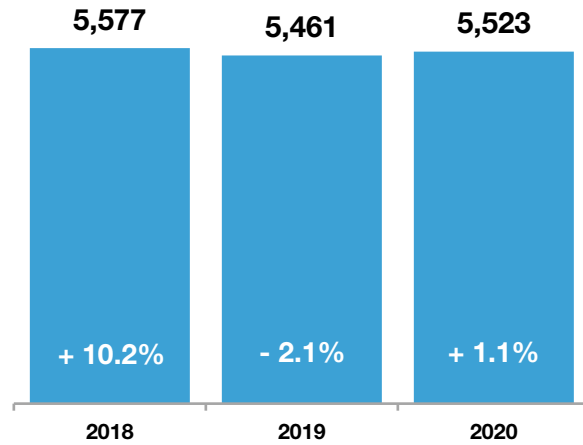
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

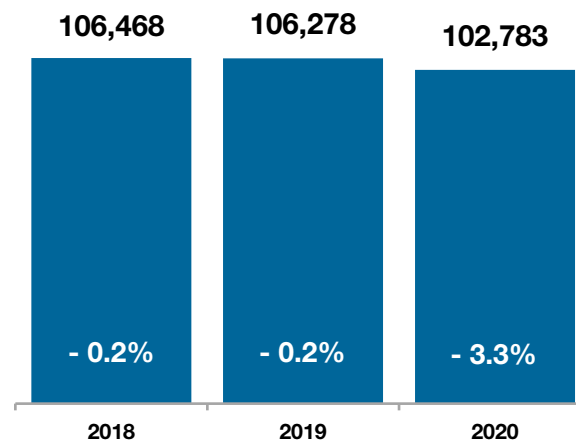
A count of the properties that have been newly listed on the market in a given month.



## November

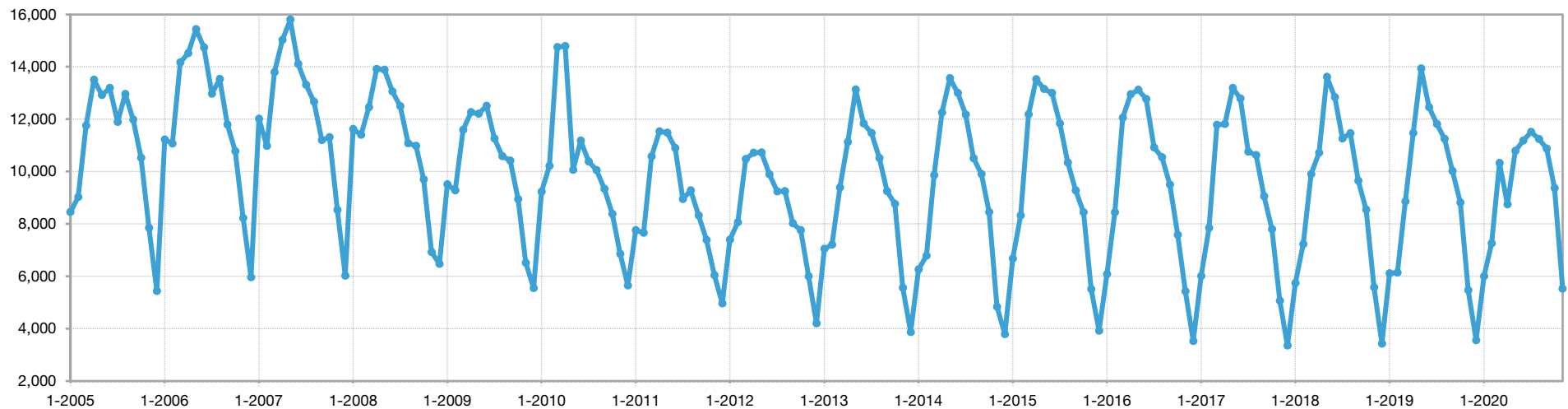


## Year to Date



	New Listings	Prior Year	Percent Change
December 2019	3,555	3,421	+3.9%
January 2020	6,001	6,102	-1.7%
February 2020	7,256	6,138	+18.2%
March 2020	10,325	8,848	+16.7%
April 2020	8,739	11,463	-23.8%
May 2020	10,785	13,928	-22.6%
June 2020	11,171	12,456	-10.3%
July 2020	11,506	11,808	-2.6%
August 2020	11,240	11,246	-0.1%
September 2020	10,869	10,016	+8.5%
October 2020	9,368	8,812	+6.3%
<b>November 2020</b>	<b>5,523</b>	<b>5,461</b>	<b>+1.1%</b>
12-Month Avg	8,862	9,142	-3.1%

## Historical New Listings by Month

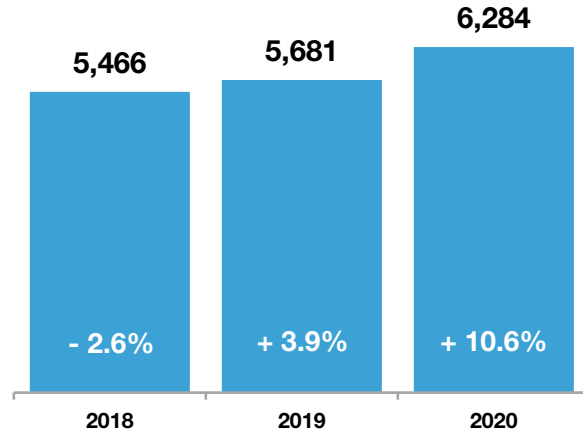


# Pending Sales

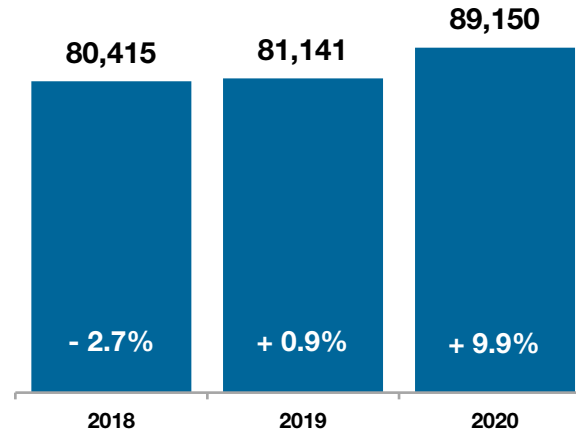
A count of the properties on which offers have been accepted in a given month.



## November

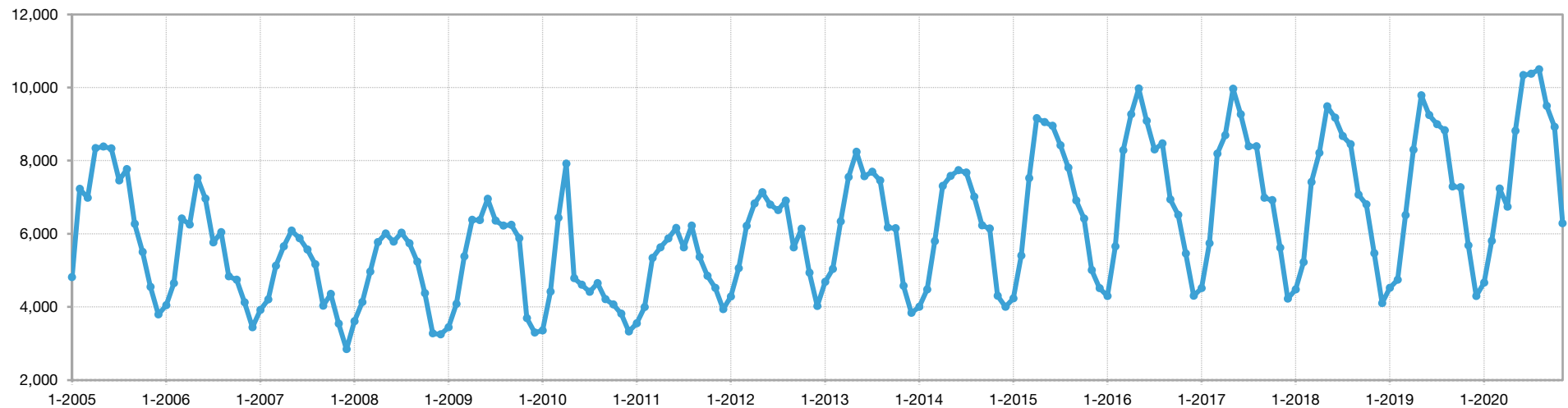


## Year to Date



Pending Sales	Prior Year	Percent Change
December 2019	4,297	4,103 +4.7%
January 2020	4,663	4,515 +3.3%
February 2020	5,805	4,741 +22.4%
March 2020	7,231	6,507 +11.1%
April 2020	6,739	8,298 -18.8%
May 2020	8,809	9,781 -9.9%
June 2020	10,337	9,241 +11.9%
July 2020	10,374	8,992 +15.4%
August 2020	10,496	8,829 +18.9%
September 2020	9,491	7,289 +30.2%
October 2020	8,921	7,267 +22.8%
<b>November 2020</b>	<b>6,284</b>	<b>5,681 +10.6%</b>
12-Month Avg	7,787	7,104 +9.6%

## Historical Pending Sales by Month

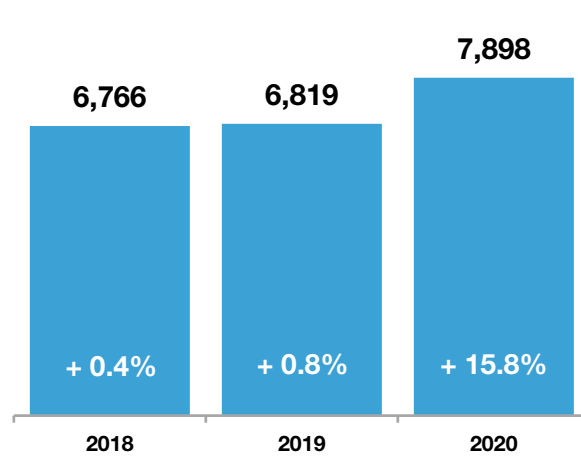


# Closed Sales

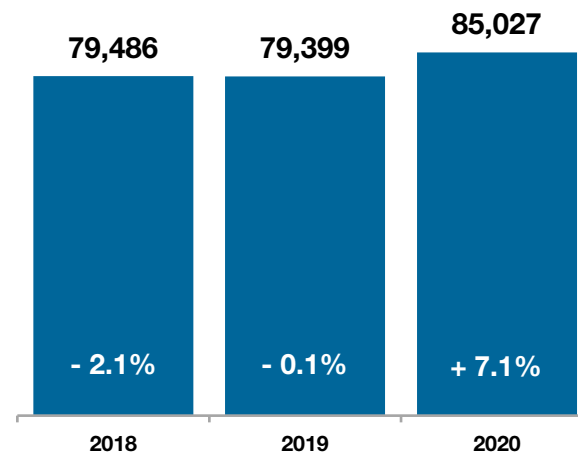
A count of the actual sales that closed in a given month.



## November

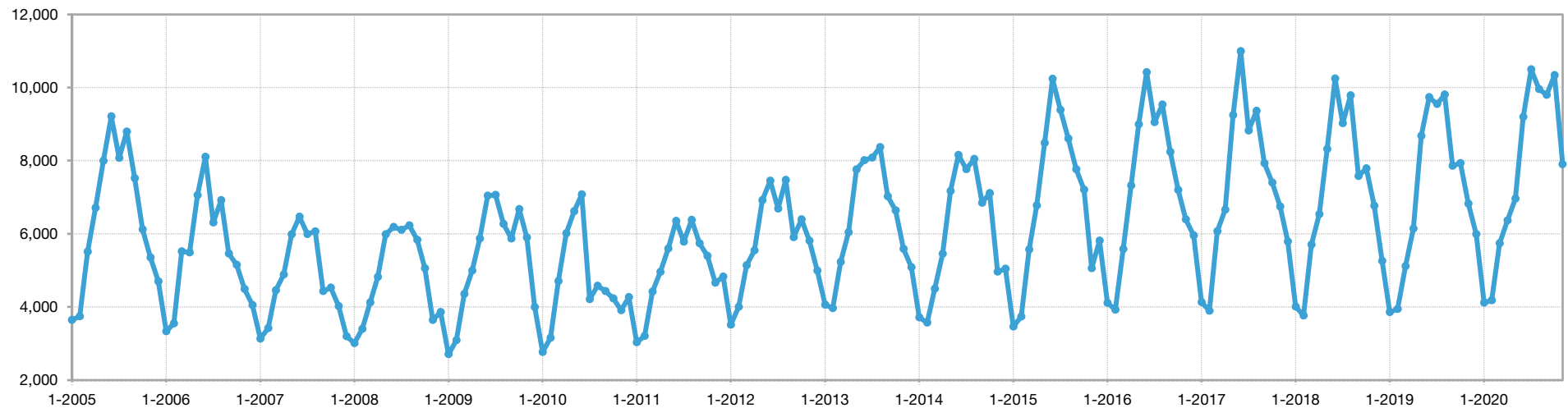


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2019	5,989	5,254	+14.0%
January 2020	4,118	3,853	+6.9%
February 2020	4,179	3,941	+6.0%
March 2020	5,736	5,112	+12.2%
April 2020	6,363	6,139	+3.6%
May 2020	6,960	8,673	-19.8%
June 2020	9,196	9,734	-5.5%
July 2020	10,496	9,544	+10.0%
August 2020	9,953	9,801	+1.6%
September 2020	9,793	7,857	+24.6%
October 2020	10,335	7,926	+30.4%
<b>November 2020</b>	<b>7,898</b>	<b>6,819</b>	<b>+15.8%</b>
12-Month Avg	7,585	7,054	+7.5%

## Historical Closed Sales by Month

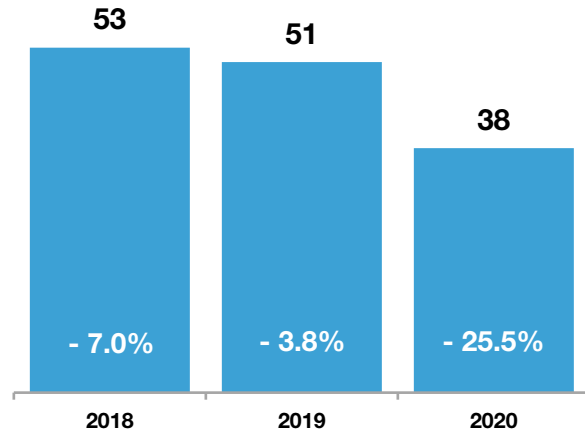


# Days on Market Until Sale

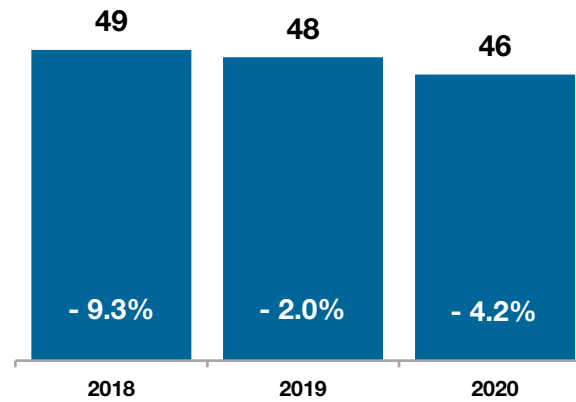
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

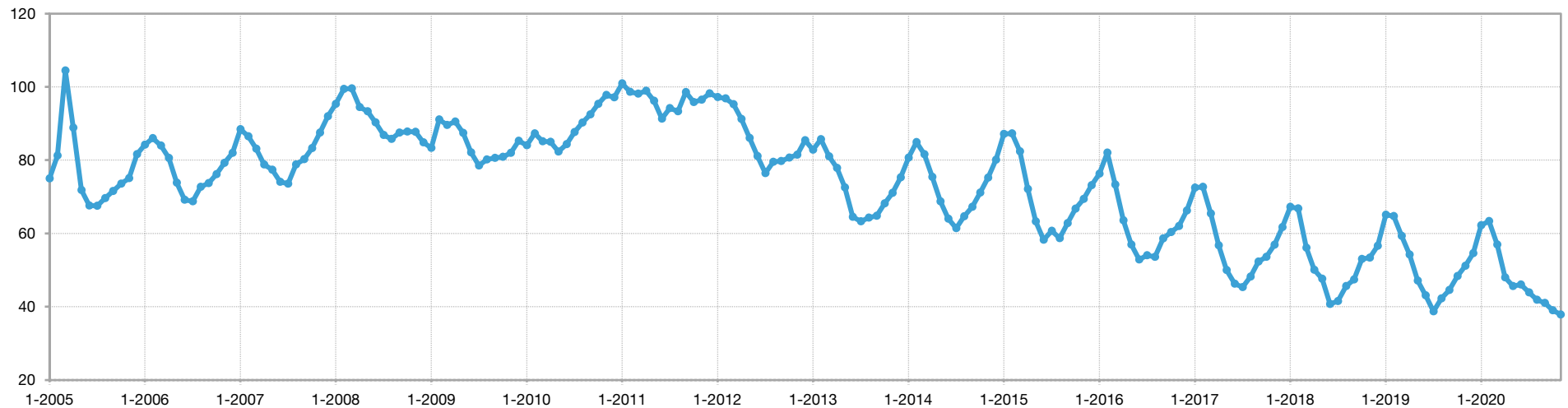


## Year to Date



Days on Market		Prior Year	Percent Change
December 2019	55	57	-3.5%
January 2020	62	65	-4.6%
February 2020	63	65	-3.1%
March 2020	57	59	-3.4%
April 2020	48	54	-11.1%
May 2020	46	47	-2.1%
June 2020	46	43	+7.0%
July 2020	44	39	+12.8%
August 2020	42	42	0.0%
September 2020	41	45	-8.9%
October 2020	39	48	-18.8%
<b>November 2020</b>	<b>38</b>	<b>51</b>	<b>-25.5%</b>
12-Month Avg	48	51	-5.9%

## Historical Days on Market Until Sale by Month

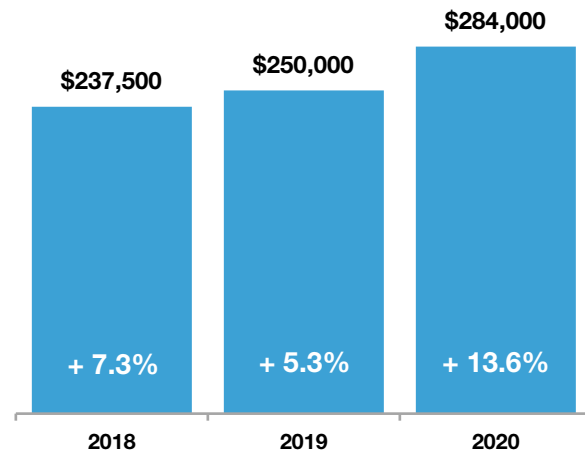


# Median Sales Price

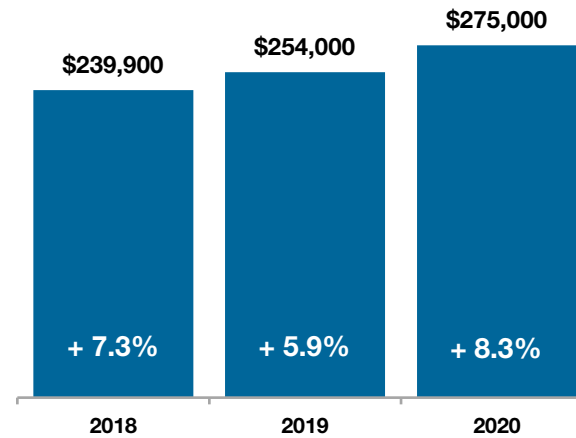
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2019	\$251,000	\$234,900	+6.9%
January 2020	\$245,450	\$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	\$273,100	\$263,700	+3.6%
July 2020	\$280,000	\$260,000	+7.7%
August 2020	\$284,000	\$259,000	+9.7%
September 2020	\$279,900	\$251,000	+11.5%
October 2020	\$285,000	\$250,000	+14.0%
<b>November 2020</b>	<b>\$284,000</b>	<b>\$250,000</b>	<b>+13.6%</b>
12-Month Avg	\$270,700	\$249,915	+8.3%

## Historical Median Sales Price by Month



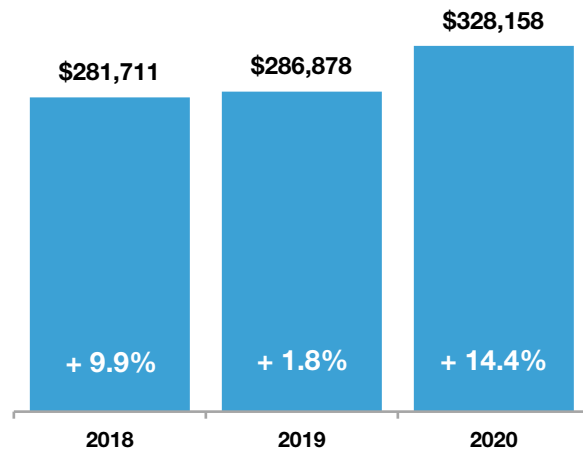


# Average Sales Price

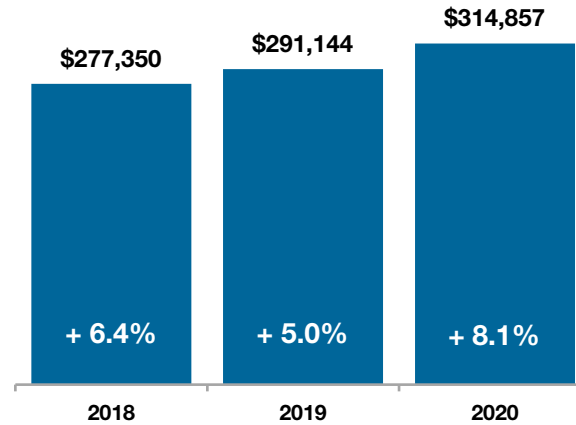
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2019	\$291,730	\$276,903	+5.4%
January 2020	\$286,848	\$271,711	+5.6%
February 2020	\$289,370	\$273,237	+5.9%
March 2020	\$302,704	\$284,549	+6.4%
April 2020	\$306,348	\$289,946	+5.7%
May 2020	\$299,700	\$294,590	+1.7%
June 2020	\$308,279	\$301,218	+2.3%
July 2020	\$318,774	\$294,973	+8.1%
August 2020	\$323,885	\$296,708	+9.2%
September 2020	\$322,033	\$292,426	+10.1%
October 2020	\$334,656	\$289,434	+15.6%
<b>November 2020</b>	<b>\$328,158</b>	<b>\$286,878</b>	<b>+14.4%</b>
12-Month Avg	\$309,374	\$287,715	+7.5%

## Historical Average Sales Price by Month

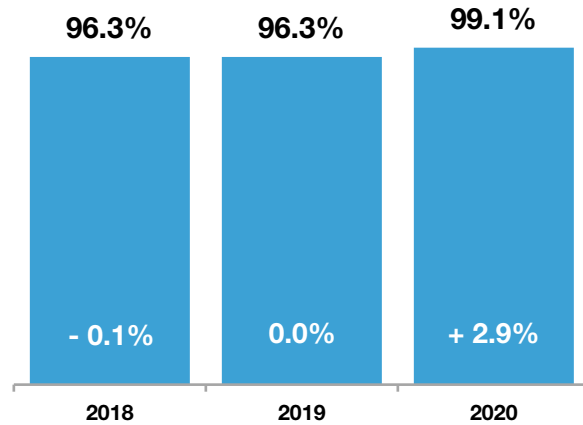


# Percent of Original List Price Received

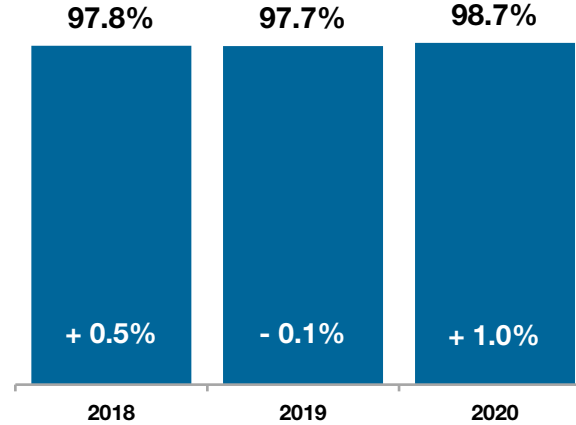


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November

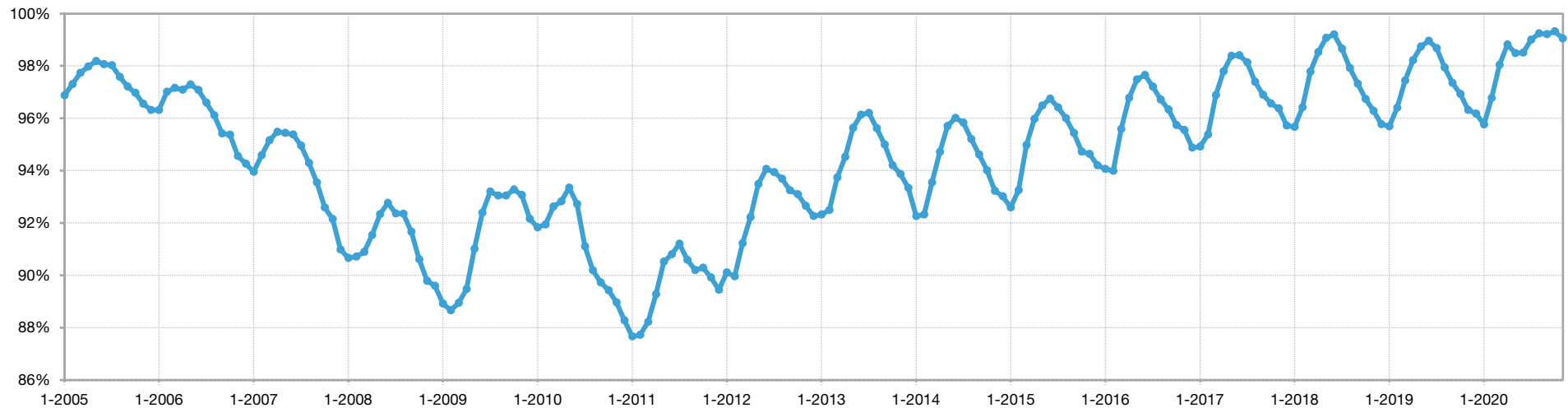


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2020	99.0%	98.7%	+0.3%
August 2020	99.2%	97.9%	+1.3%
September 2020	99.2%	97.4%	+1.8%
October 2020	99.3%	96.9%	+2.5%
<b>November 2020</b>	<b>99.1%</b>	<b>96.3%</b>	<b>+2.9%</b>
12-Month Avg	98.2%	97.4%	+0.8%

## Historical Percent of Original List Price Received by Month

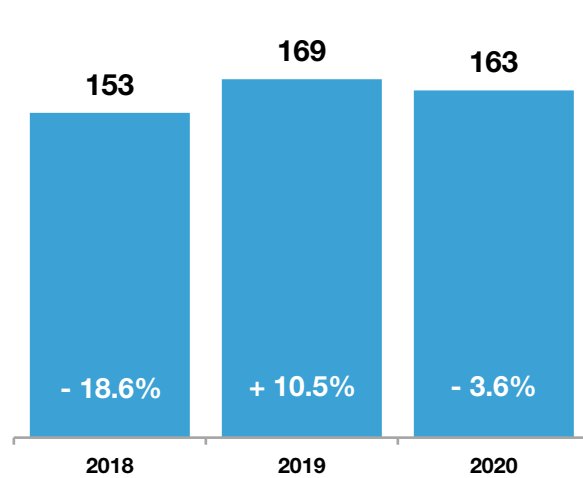


# Housing Affordability Index

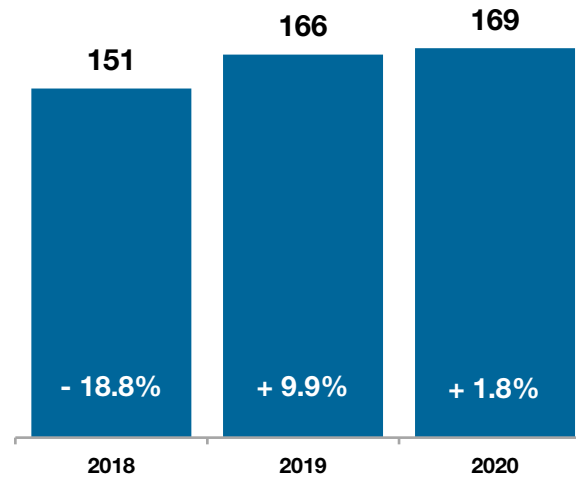


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November



## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2020	162	159	+1.9%
August 2020	161	167	-3.6%
September 2020	163	170	-4.1%
October 2020	162	173	-6.4%
<b>November 2020</b>	<b>163</b>	<b>169</b>	<b>-3.6%</b>
12-Month Avg	164	164	0.0%

## Historical Housing Affordability Index by Month

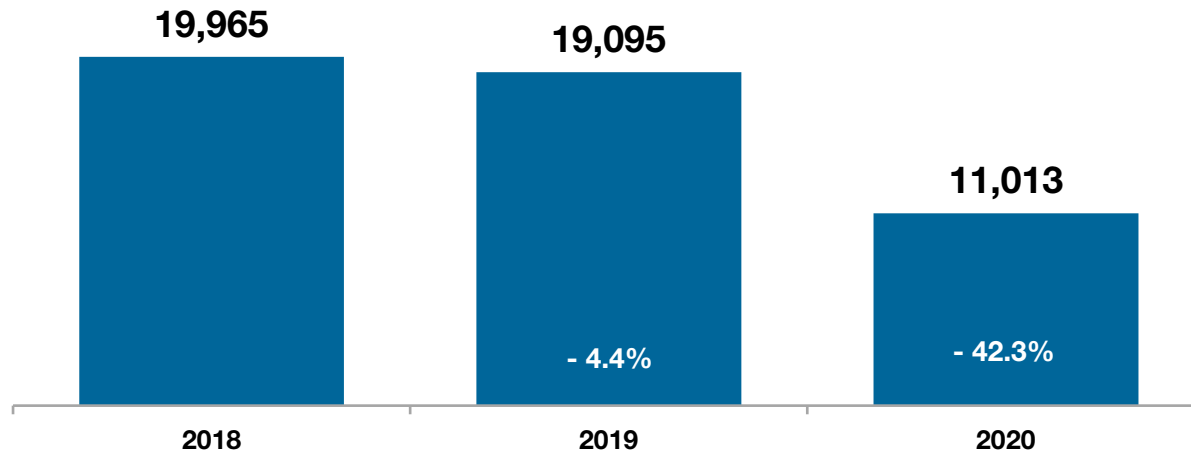


# Inventory of Homes for Sale

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

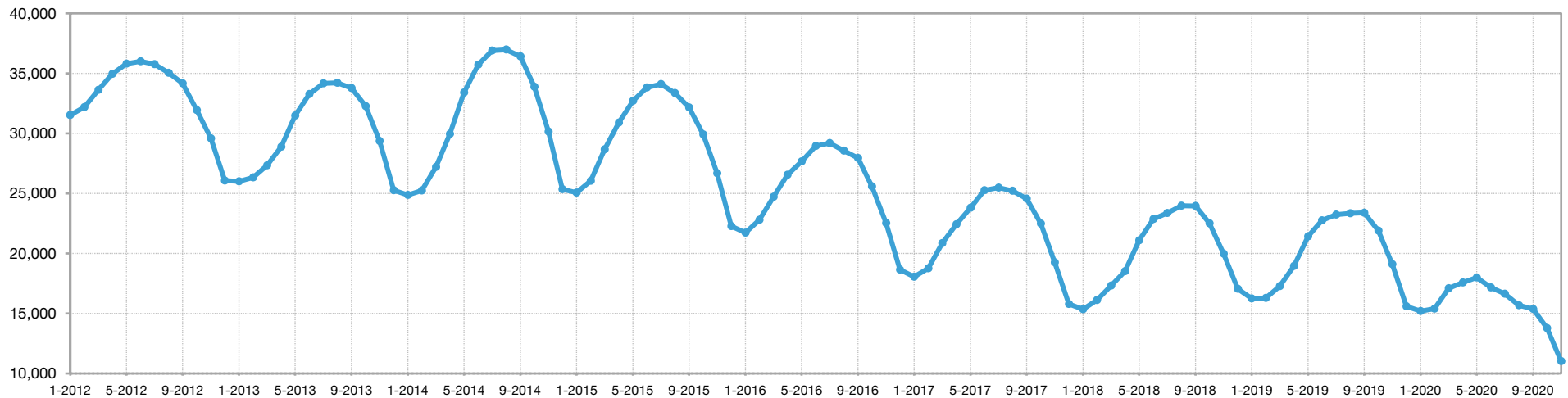


## November



Homes for Sale		Prior Year	Percent Change
December 2019	15,577	17,047	-8.6%
January 2020	15,200	16,247	-6.4%
February 2020	15,400	16,281	-5.4%
March 2020	17,083	17,261	-1.0%
April 2020	17,572	18,949	-7.3%
May 2020	17,980	21,416	-16.0%
June 2020	17,161	22,738	-24.5%
July 2020	16,638	23,236	-28.4%
August 2020	15,669	23,334	-32.8%
September 2020	15,373	23,392	-34.3%
October 2020	13,782	21,892	-37.0%
<b>November 2020</b>	<b>11,013</b>	<b>19,095</b>	<b>-42.3%</b>

## Historical Inventory of Homes for Sale by Month



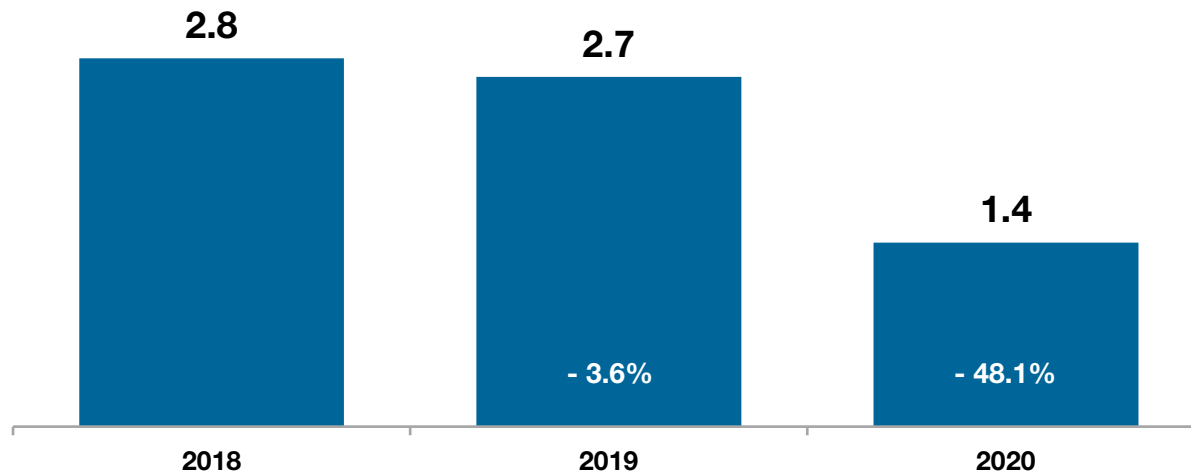
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

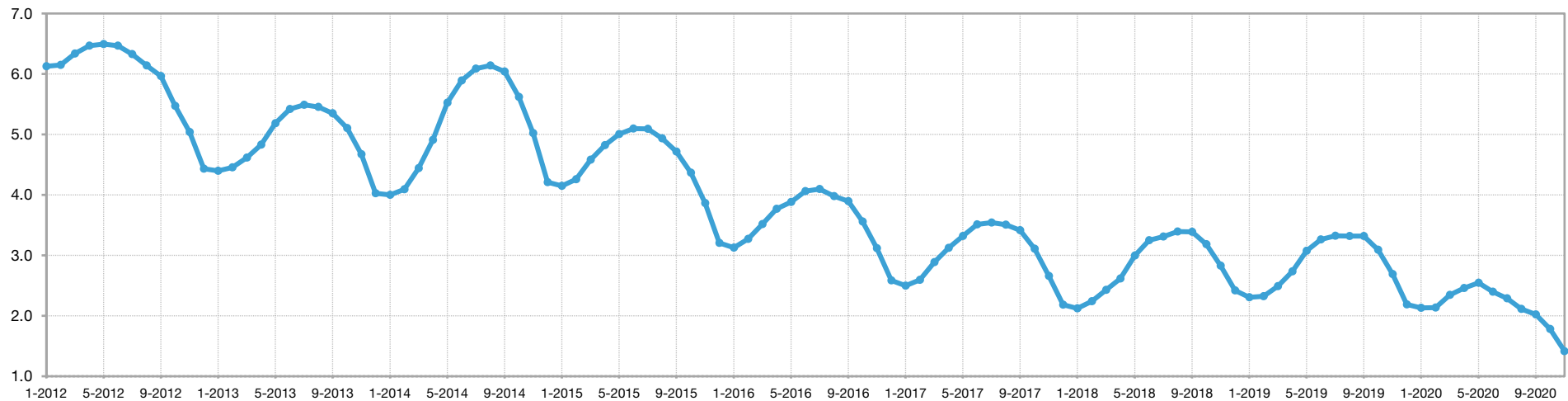


## November



Months Supply		Prior Year	Percent Change
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	2.5	2.7	-7.4%
May 2020	2.5	3.1	-19.4%
June 2020	2.4	3.3	-27.3%
July 2020	2.3	3.3	-30.3%
August 2020	2.1	3.3	-36.4%
September 2020	2.0	3.3	-39.4%
October 2020	1.8	3.1	-41.9%
<b>November 2020</b>	<b>1.4</b>	<b>2.7</b>	<b>-48.1%</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.

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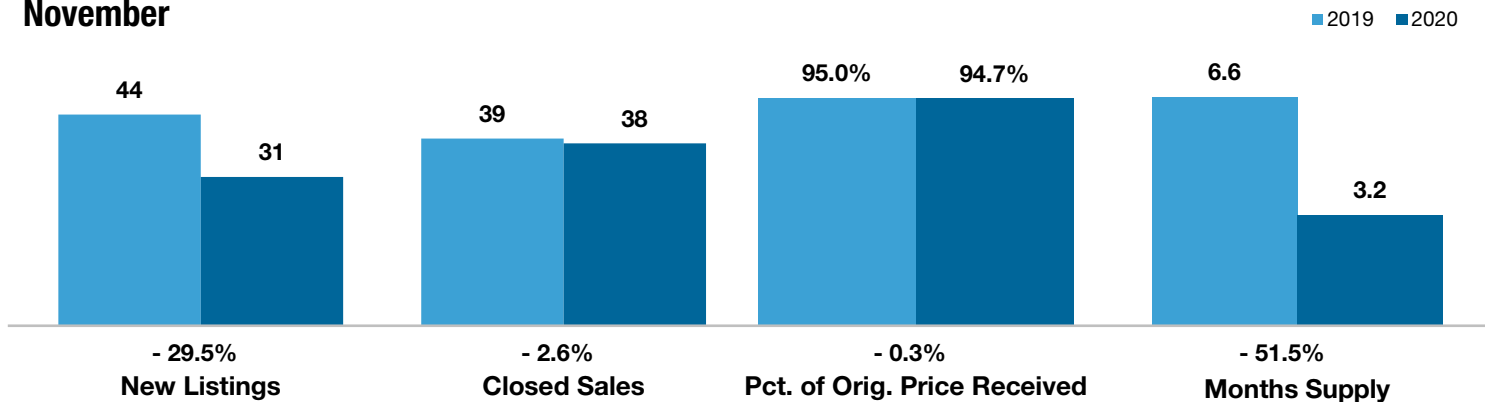


## 1 – Northwest Region

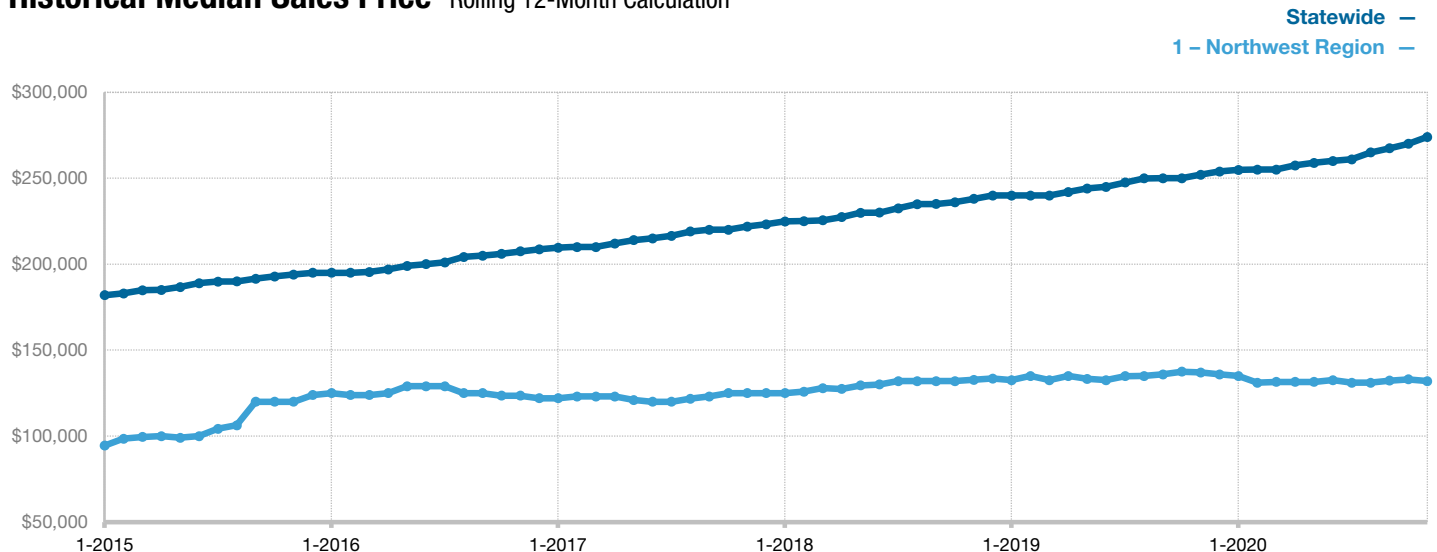
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	44	31	- 29.5%	642	576	- 10.3%
Pending Sales	24	36	+ 50.0%	437	493	+ 12.8%
Closed Sales	39	38	- 2.6%	425	452	+ 6.4%
Median Sales Price*	\$138,000	\$129,000	- 6.5%	\$138,000	\$133,500	- 3.3%
Percent of Original List Price Received*	95.0%	94.7%	- 0.3%	93.0%	92.5%	- 0.5%
Days on Market Until Sale	83	68	- 18.1%	93	97	+ 4.3%
Months Supply of Inventory	6.6	3.2	- 51.5%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### November



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



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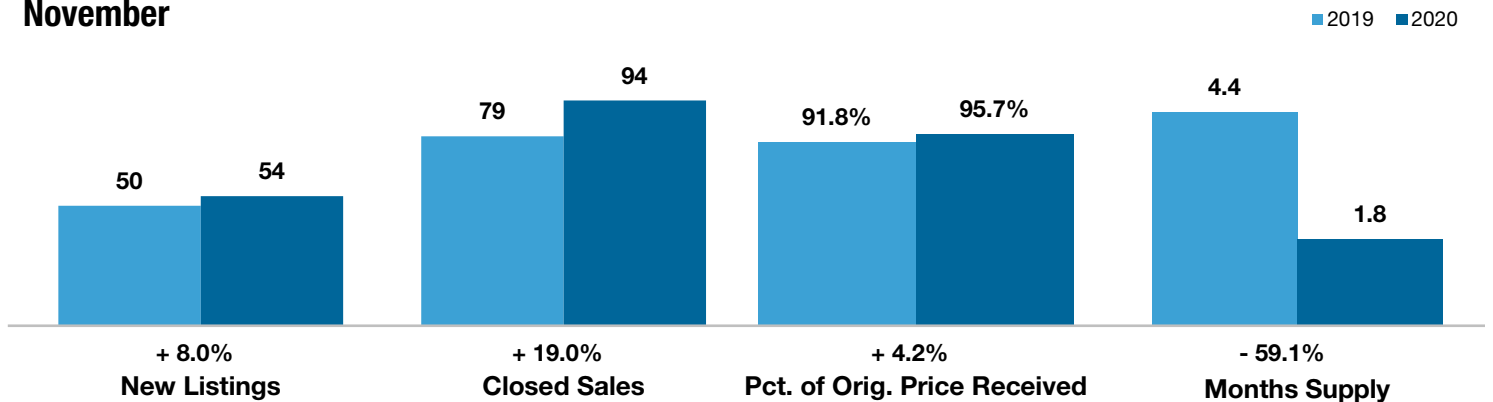


## 2 – Headwaters Region

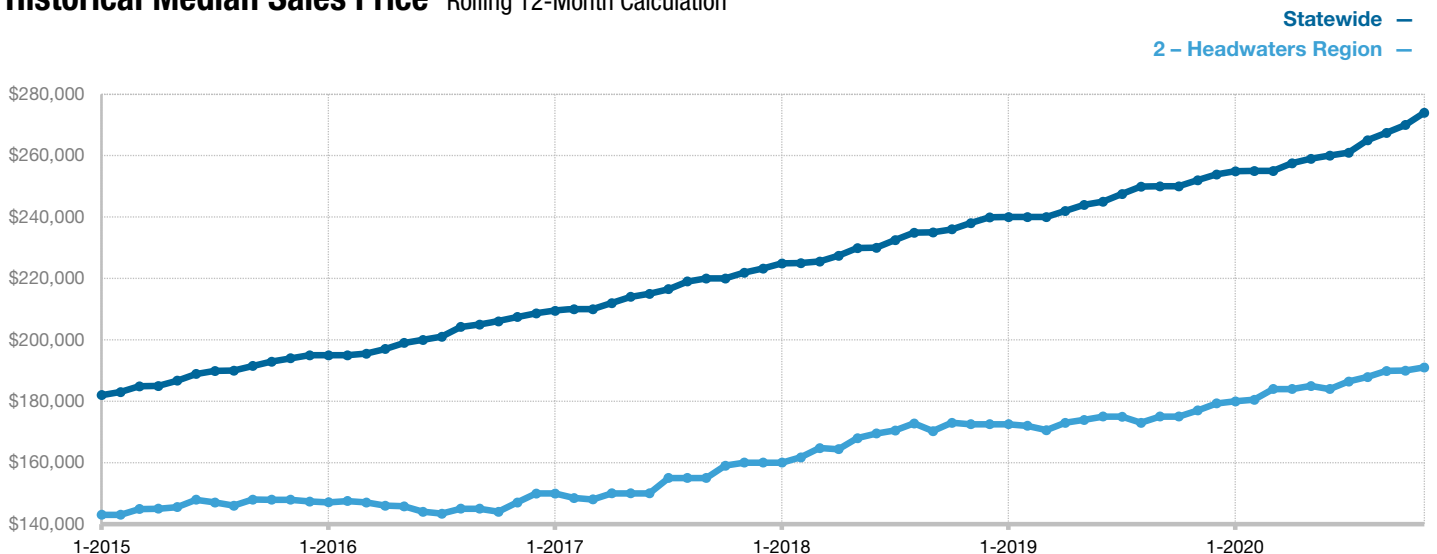
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	50	54	+ 8.0%	1,513	1,298	- 14.2%
Pending Sales	59	71	+ 20.3%	1,043	1,168	+ 12.0%
Closed Sales	79	94	+ 19.0%	1,009	1,071	+ 6.1%
Median Sales Price*	\$188,700	\$209,400	+ 11.0%	\$179,950	\$194,350	+ 8.0%
Percent of Original List Price Received*	91.8%	95.7%	+ 4.2%	94.5%	95.4%	+ 1.0%
Days on Market Until Sale	92	61	- 33.7%	73	72	- 1.4%
Months Supply of Inventory	4.4	1.8	- 59.1%	--	--	--

\* 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.

### November



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



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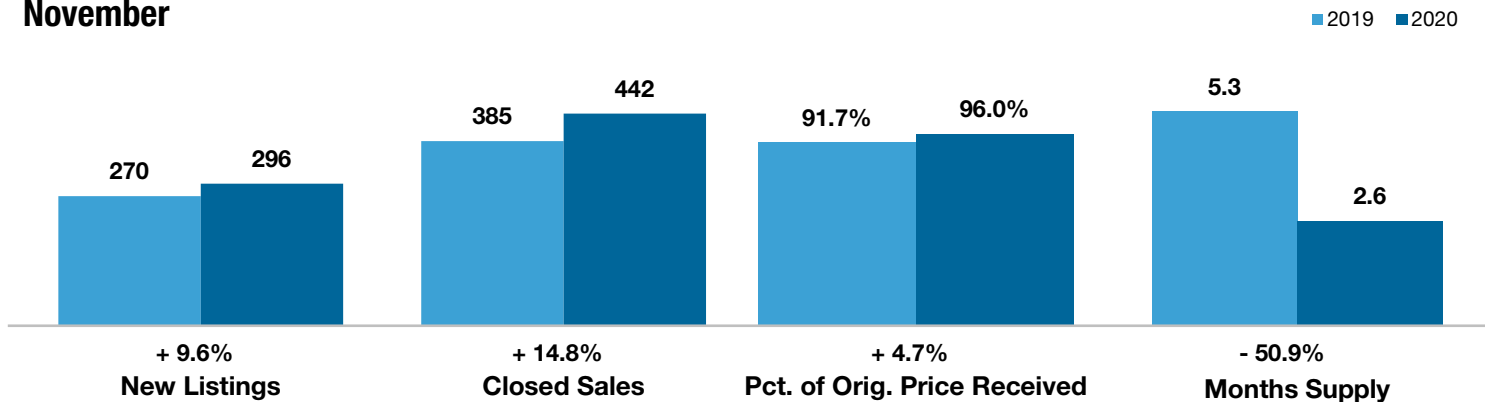


## 3 – Arrowhead Region

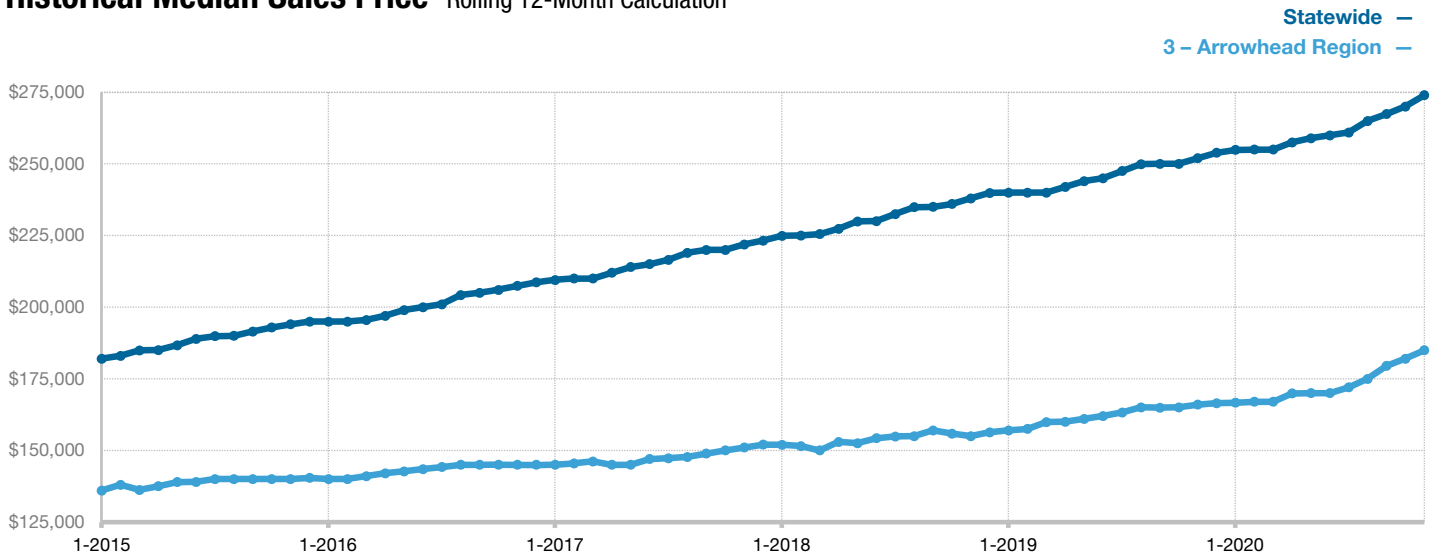
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	270	<b>296</b>	+ 9.6%	6,898	<b>5,885</b>	- 14.7%
Pending Sales	316	<b>254</b>	- 19.6%	4,714	<b>5,295</b>	+ 12.3%
Closed Sales	385	<b>442</b>	+ 14.8%	4,605	<b>5,052</b>	+ 9.7%
Median Sales Price*	\$156,250	<b>\$201,000</b>	+ 28.6%	\$166,657	<b>\$187,500</b>	+ 12.5%
Percent of Original List Price Received*	91.7%	<b>96.0%</b>	+ 4.7%	94.1%	<b>95.3%</b>	+ 1.3%
Days on Market Until Sale	81	<b>65</b>	- 19.8%	81	<b>79</b>	- 2.5%
Months Supply of Inventory	5.3	<b>2.6</b>	- 50.9%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### November



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





# Local Market Update for November 2020

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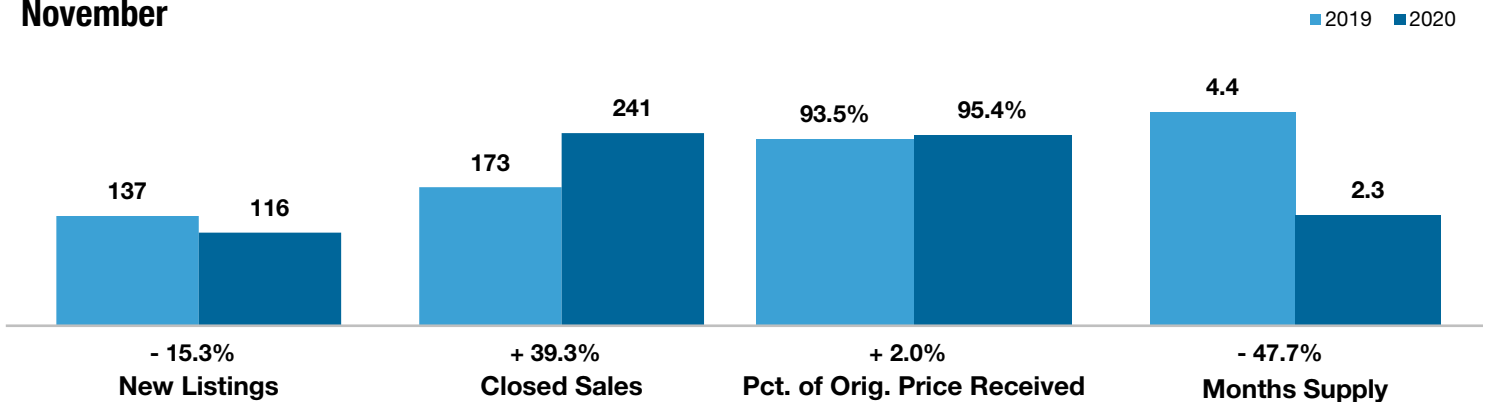


## 4 – West Central Region

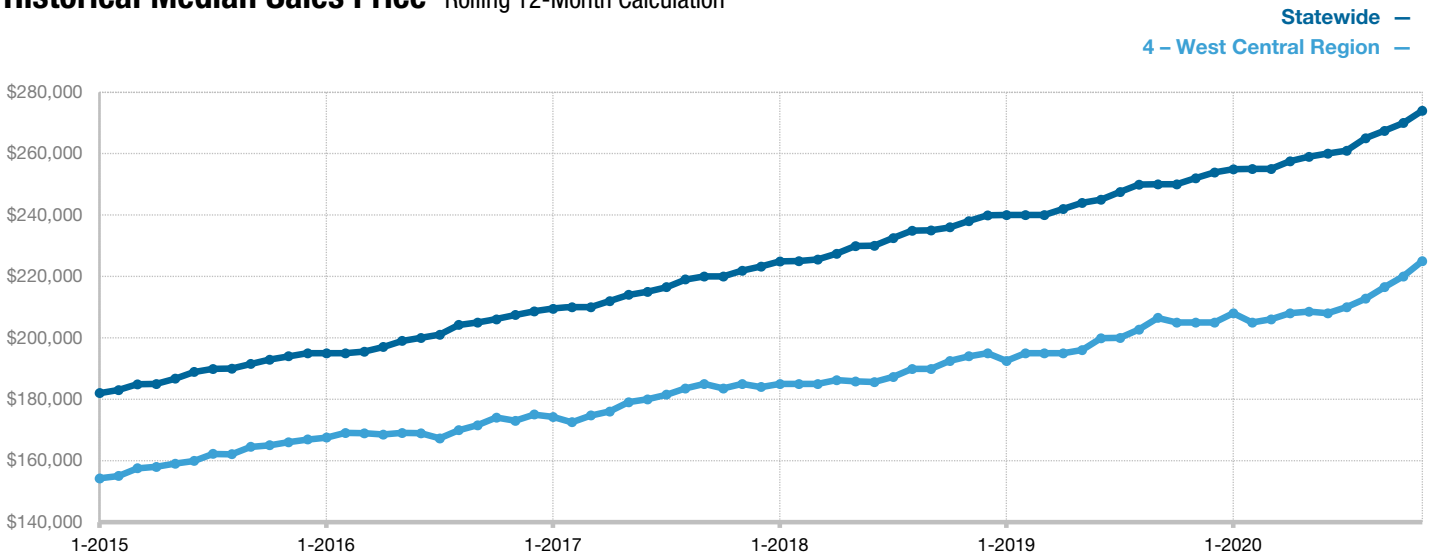
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	137	<b>116</b>	- 15.3%	3,357	<b>3,145</b>	- 6.3%
Pending Sales	131	<b>143</b>	+ 9.2%	2,355	<b>2,740</b>	+ 16.3%
Closed Sales	173	<b>241</b>	+ 39.3%	2,279	<b>2,615</b>	+ 14.7%
Median Sales Price*	\$195,000	<b>\$242,500</b>	+ 24.4%	\$207,950	<b>\$225,000</b>	+ 8.2%
Percent of Original List Price Received*	93.5%	<b>95.4%</b>	+ 2.0%	94.6%	<b>95.7%</b>	+ 1.2%
Days on Market Until Sale	75	<b>58</b>	- 22.7%	70	<b>66</b>	- 5.7%
Months Supply of Inventory	4.4	<b>2.3</b>	- 47.7%	--	--	--

\* 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.

### November



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



# Local Market Update for November 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

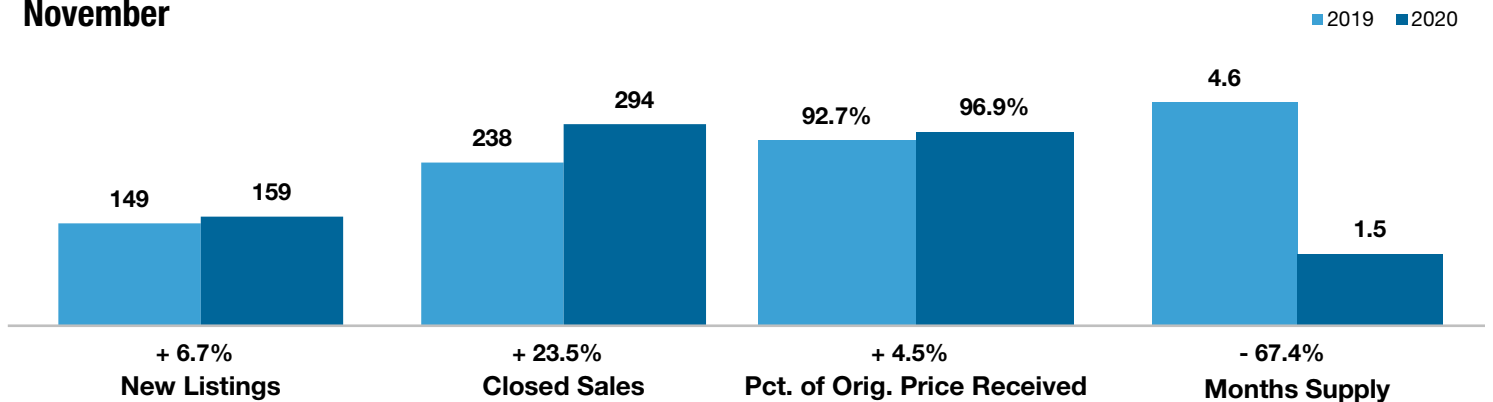


## 5 – North Central Region

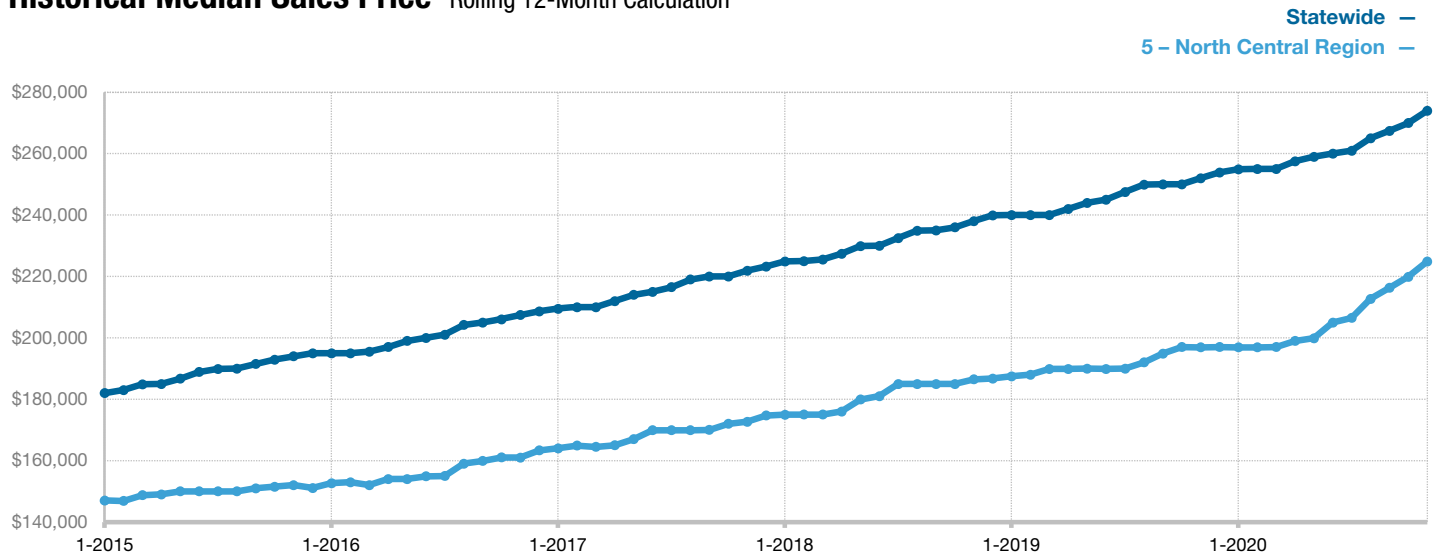
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	149	159	+ 6.7%	3,992	3,719	- 6.8%
Pending Sales	163	209	+ 28.2%	2,836	3,407	+ 20.1%
Closed Sales	238	294	+ 23.5%	2,819	3,244	+ 15.1%
Median Sales Price*	\$182,000	\$239,900	+ 31.8%	\$199,000	\$225,000	+ 13.1%
Percent of Original List Price Received*	92.7%	96.9%	+ 4.5%	94.8%	96.1%	+ 1.4%
Days on Market Until Sale	74	57	- 23.0%	70	67	- 4.3%
Months Supply of Inventory	4.6	1.5	- 67.4%	--	--	--

\* 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.

### November



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



# Local Market Update for November 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

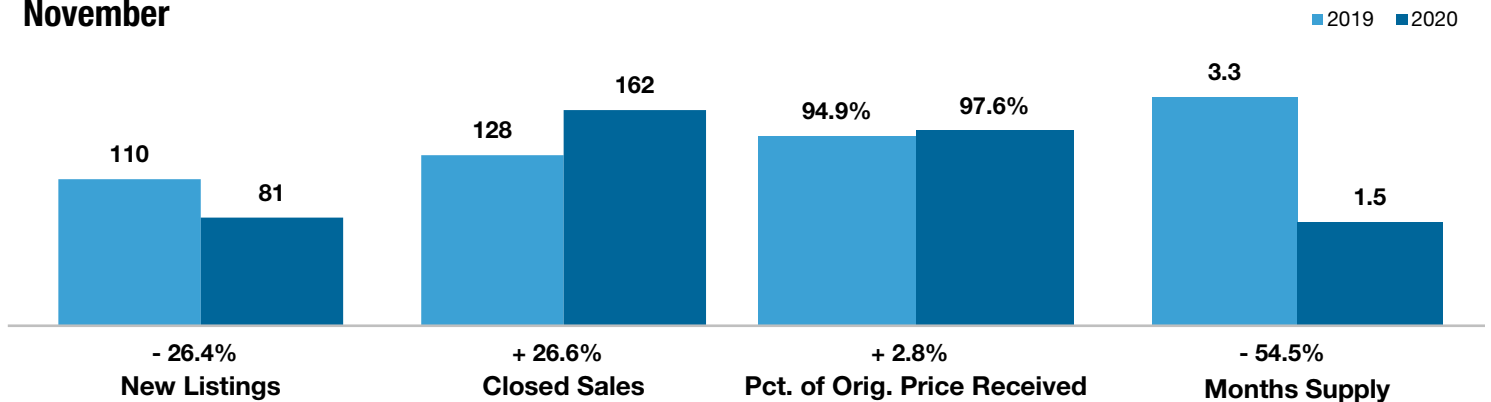


## 6E – Southwest Central Region

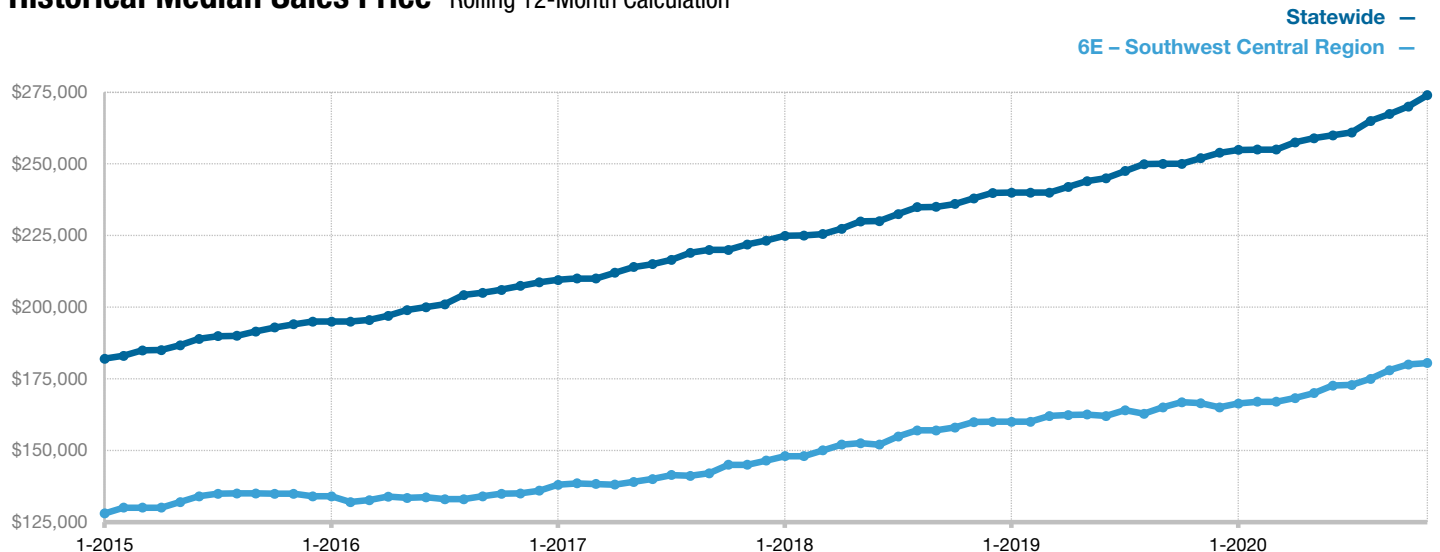
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	110	81	- 26.4%	1,865	1,670	- 10.5%
Pending Sales	95	108	+ 13.7%	1,492	1,580	+ 5.9%
Closed Sales	128	162	+ 26.6%	1,466	1,501	+ 2.4%
Median Sales Price*	\$169,950	\$184,250	+ 8.4%	\$166,500	\$183,000	+ 9.9%
Percent of Original List Price Received*	94.9%	97.6%	+ 2.8%	95.5%	96.6%	+ 1.2%
Days on Market Until Sale	59	50	- 15.3%	66	61	- 7.6%
Months Supply of Inventory	3.3	1.5	- 54.5%	--	--	--

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### November



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



# Local Market Update for November 2020

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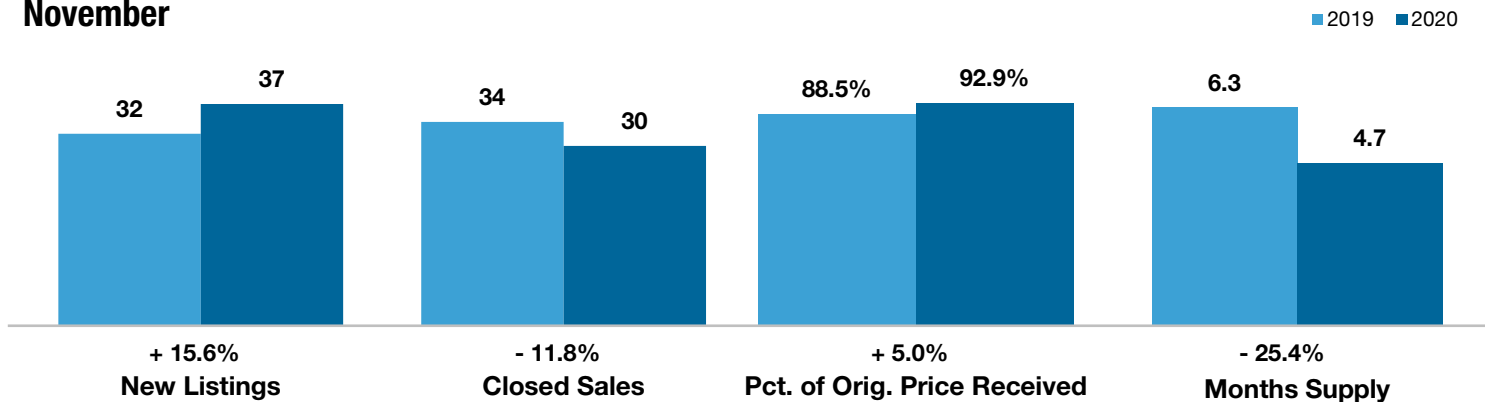


## 6W – Upper Minnesota Valley Region

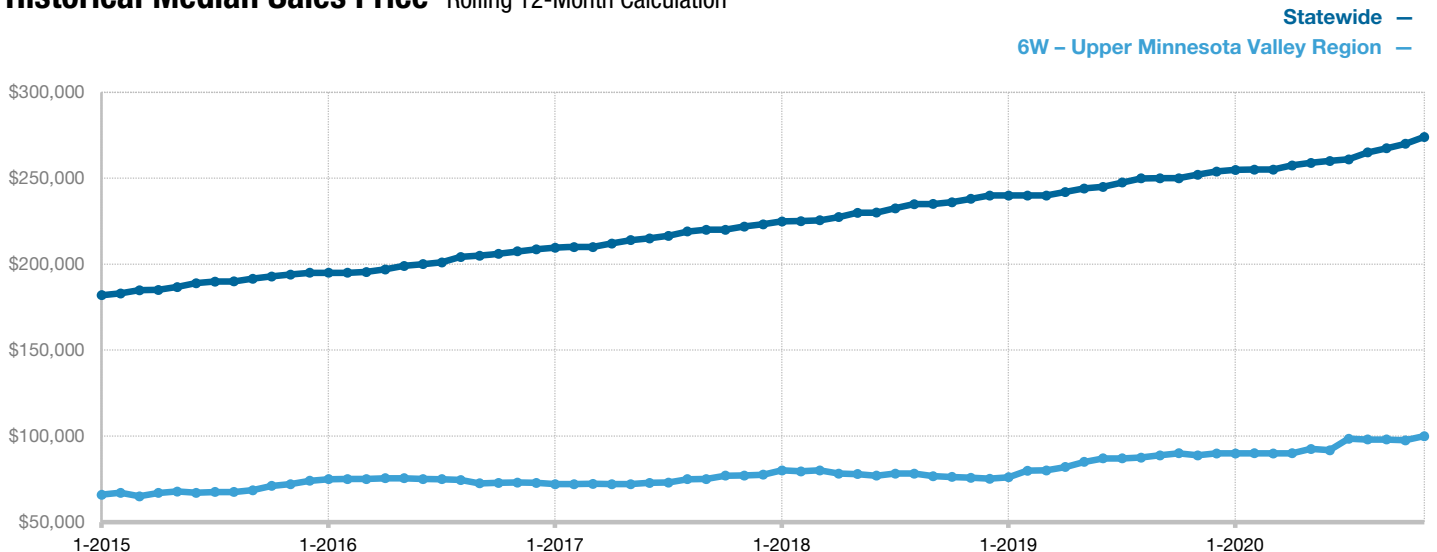
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	32	<b>37</b>	+ 15.6%	531	<b>478</b>	- 10.0%
Pending Sales	34	<b>36</b>	+ 5.9%	369	<b>383</b>	+ 3.8%
Closed Sales	34	<b>30</b>	- 11.8%	362	<b>368</b>	+ 1.7%
Median Sales Price*	\$82,500	<b>\$114,500</b>	+ 38.8%	\$89,900	<b>\$103,000</b>	+ 14.6%
Percent of Original List Price Received*	88.5%	<b>92.9%</b>	+ 5.0%	90.6%	<b>90.3%</b>	- 0.3%
Days on Market Until Sale	106	<b>71</b>	- 33.0%	116	<b>102</b>	- 12.1%
Months Supply of Inventory	6.3	<b>4.7</b>	- 25.4%	--	--	--

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### November



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



# Local Market Update for November 2020

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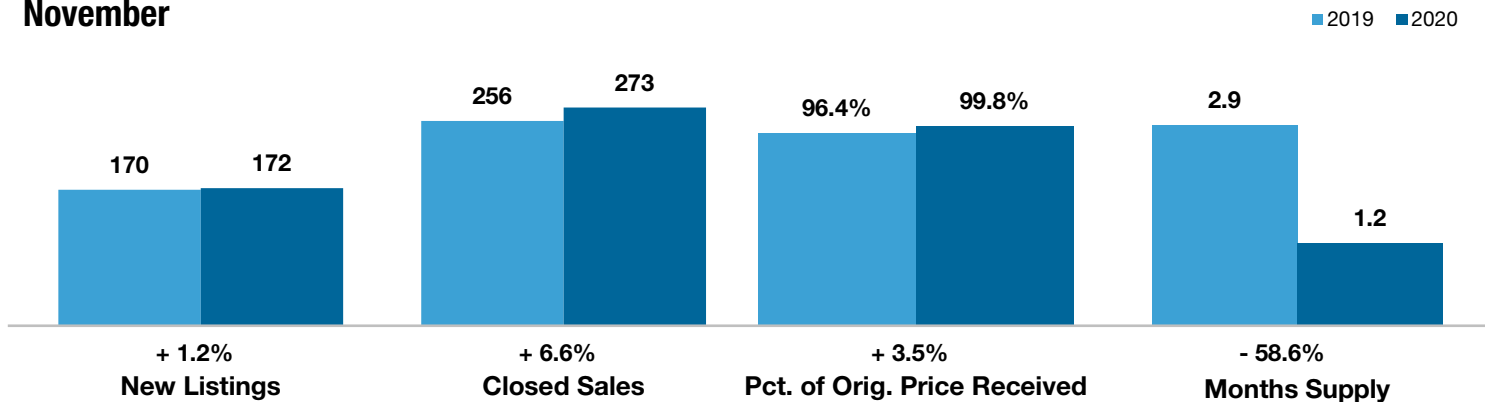


## 7E – East Central Region

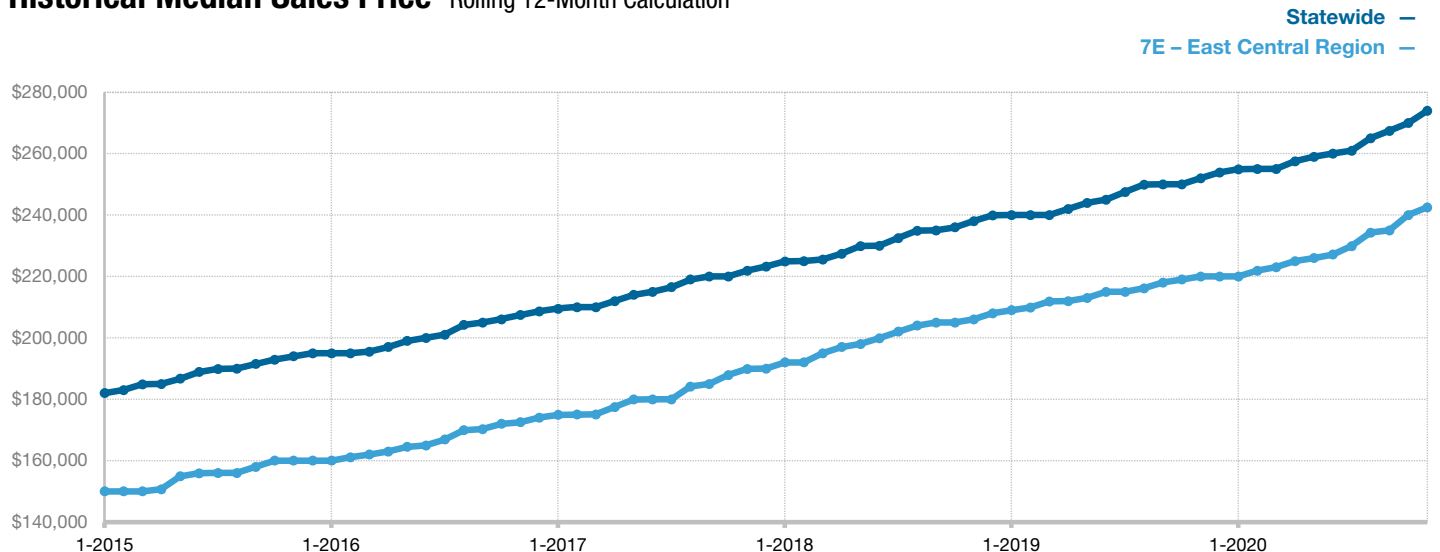
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	170	<b>172</b>	+ 1.2%	3,689	<b>3,523</b>	- 4.5%
Pending Sales	195	<b>244</b>	+ 25.1%	2,767	<b>3,176</b>	+ 14.8%
Closed Sales	256	<b>273</b>	+ 6.6%	2,713	<b>2,979</b>	+ 9.8%
Median Sales Price*	\$227,000	<b>\$260,375</b>	+ 14.7%	\$220,000	<b>\$245,000</b>	+ 11.4%
Percent of Original List Price Received*	96.4%	<b>99.8%</b>	+ 3.5%	97.3%	<b>98.8%</b>	+ 1.5%
Days on Market Until Sale	53	<b>42</b>	- 20.8%	52	<b>45</b>	- 13.5%
Months Supply of Inventory	2.9	<b>1.2</b>	- 58.6%	--	--	--

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### November



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



# Local Market Update for November 2020

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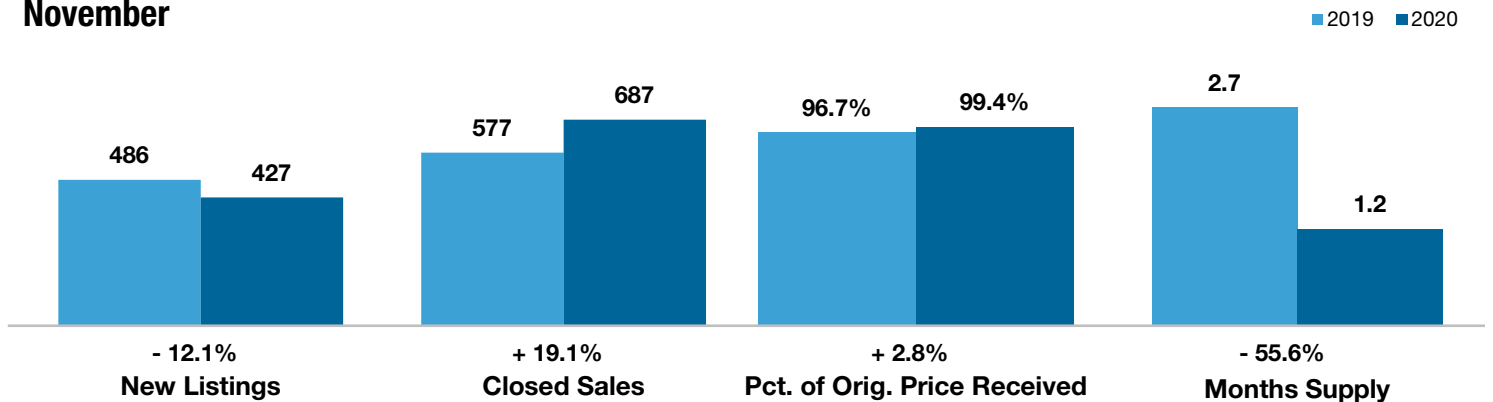


## 7W – Central Region

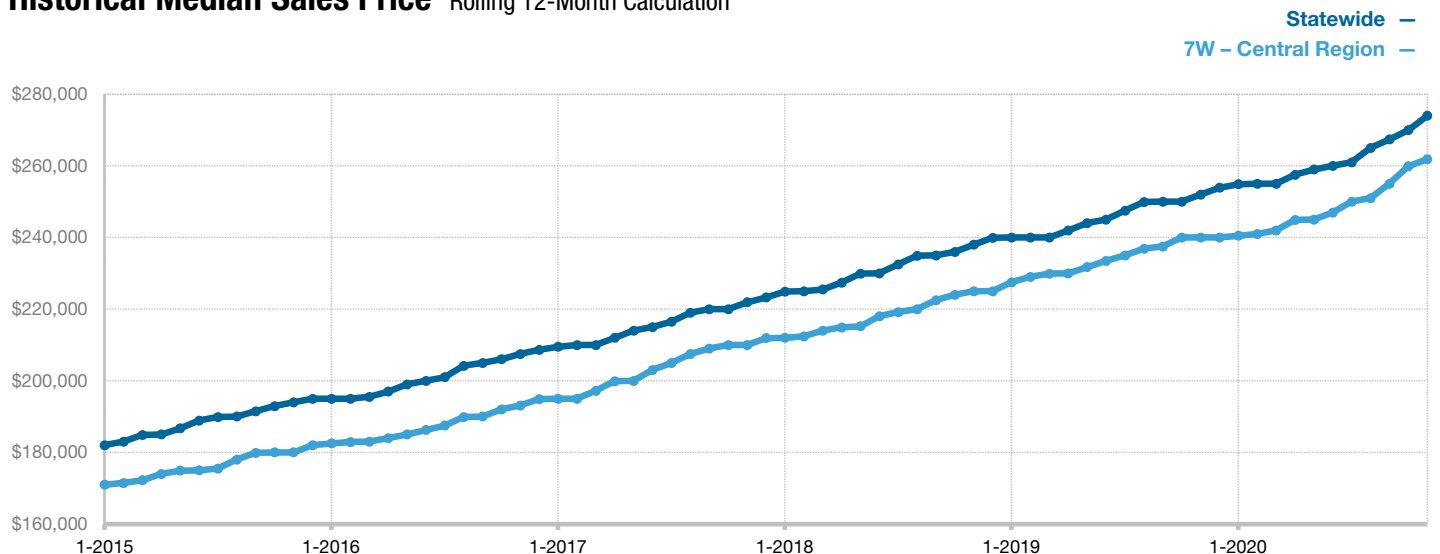
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	486	<b>427</b>	- 12.1%	9,290	<b>9,191</b>	- 1.1%
Pending Sales	432	<b>537</b>	+ 24.3%	6,908	<b>7,865</b>	+ 13.9%
Closed Sales	577	<b>687</b>	+ 19.1%	6,763	<b>7,419</b>	+ 9.7%
Median Sales Price*	\$242,000	<b>\$283,500</b>	+ 17.1%	\$240,100	<b>\$264,000</b>	+ 10.0%
Percent of Original List Price Received*	96.7%	<b>99.4%</b>	+ 2.8%	97.9%	<b>98.9%</b>	+ 1.0%
Days on Market Until Sale	53	<b>36</b>	- 32.1%	48	<b>43</b>	- 10.4%
Months Supply of Inventory	2.7	<b>1.2</b>	- 55.6%	--	--	--

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### November



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



# Local Market Update for November 2020

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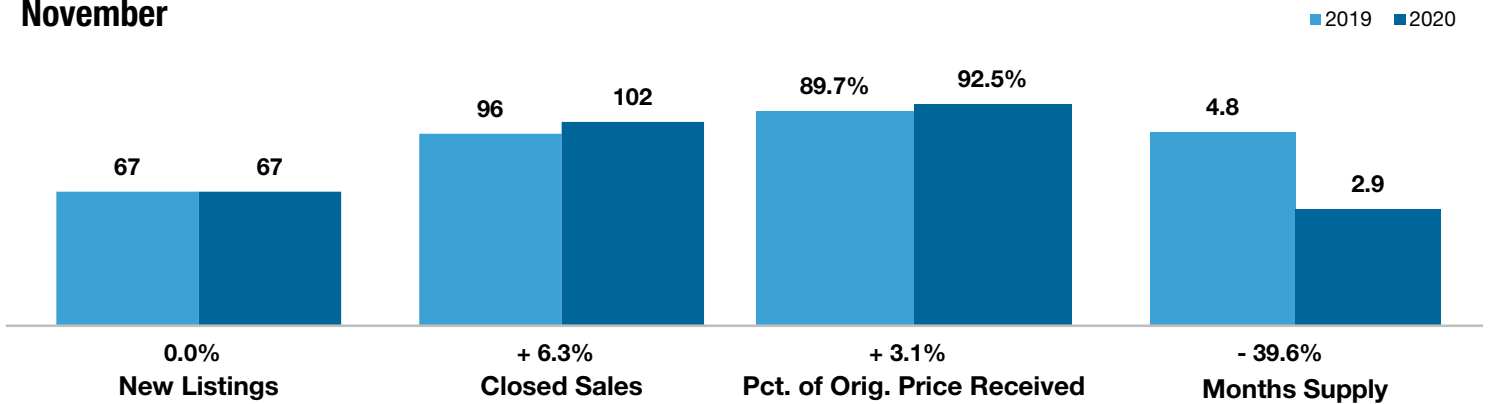


## 8 – Southwest Region

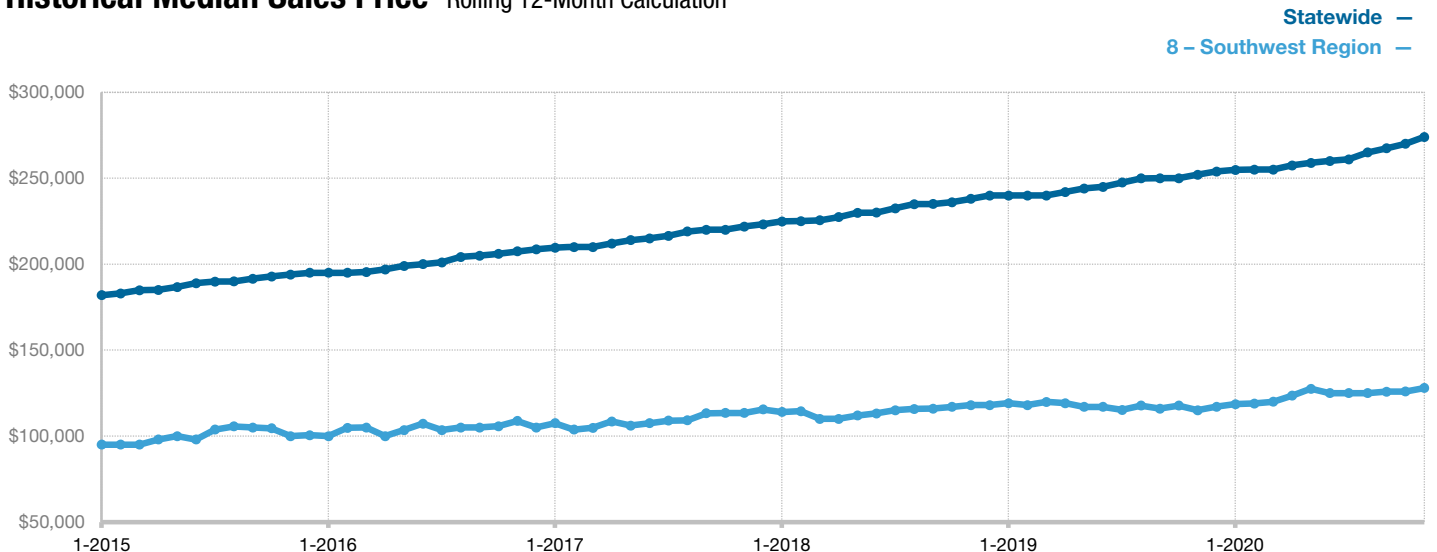
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	67	67	0.0%	1,236	1,229	- 0.6%
Pending Sales	78	83	+ 6.4%	930	1,098	+ 18.1%
Closed Sales	96	102	+ 6.3%	899	1,038	+ 15.5%
Median Sales Price*	\$103,000	\$132,000	+ 28.2%	\$115,500	\$128,000	+ 10.8%
Percent of Original List Price Received*	89.7%	92.5%	+ 3.1%	91.5%	92.4%	+ 1.0%
Days on Market Until Sale	95	89	- 6.3%	94	84	- 10.6%
Months Supply of Inventory	4.8	2.9	- 39.6%	--	--	--

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### November



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



# Local Market Update for November 2020

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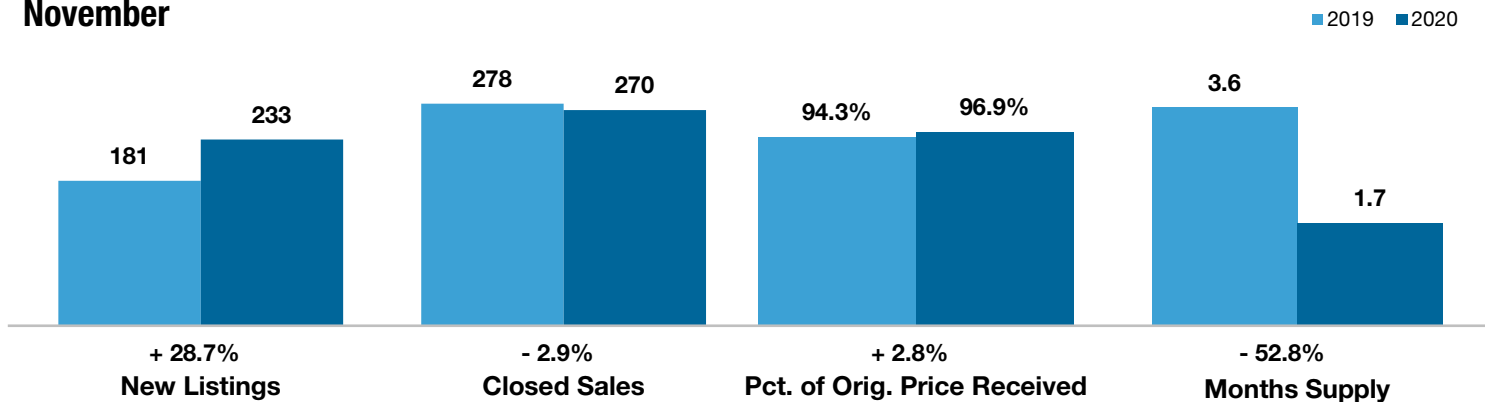


## 9 – South Central Region

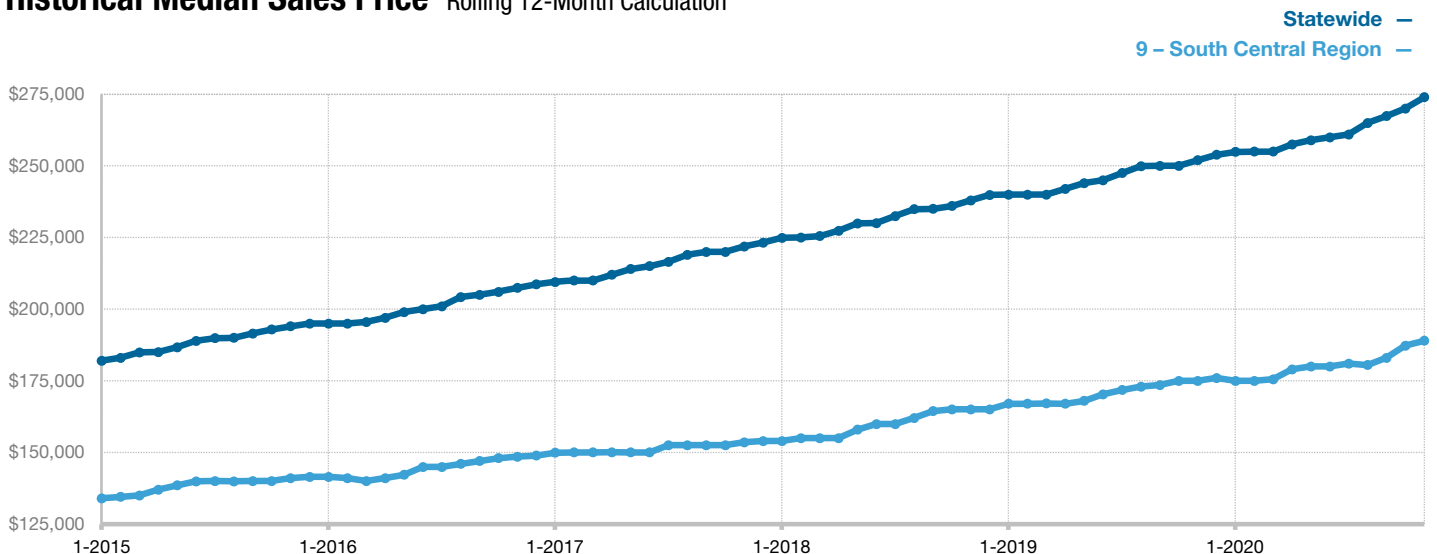
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	181	<b>233</b>	+ 28.7%	3,644	<b>3,301</b>	- 9.4%
Pending Sales	183	<b>184</b>	+ 0.5%	2,846	<b>3,151</b>	+ 10.7%
Closed Sales	278	<b>270</b>	- 2.9%	2,779	<b>3,058</b>	+ 10.0%
Median Sales Price*	\$179,045	<b>\$200,000</b>	+ 11.7%	\$177,350	<b>\$190,000</b>	+ 7.1%
Percent of Original List Price Received*	94.3%	<b>96.9%</b>	+ 2.8%	95.2%	<b>96.4%</b>	+ 1.3%
Days on Market Until Sale	85	<b>67</b>	- 21.2%	92	<b>92</b>	0.0%
Months Supply of Inventory	3.6	<b>1.7</b>	- 52.8%	--	<b>--</b>	--

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### November



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





# Local Market Update for November 2020

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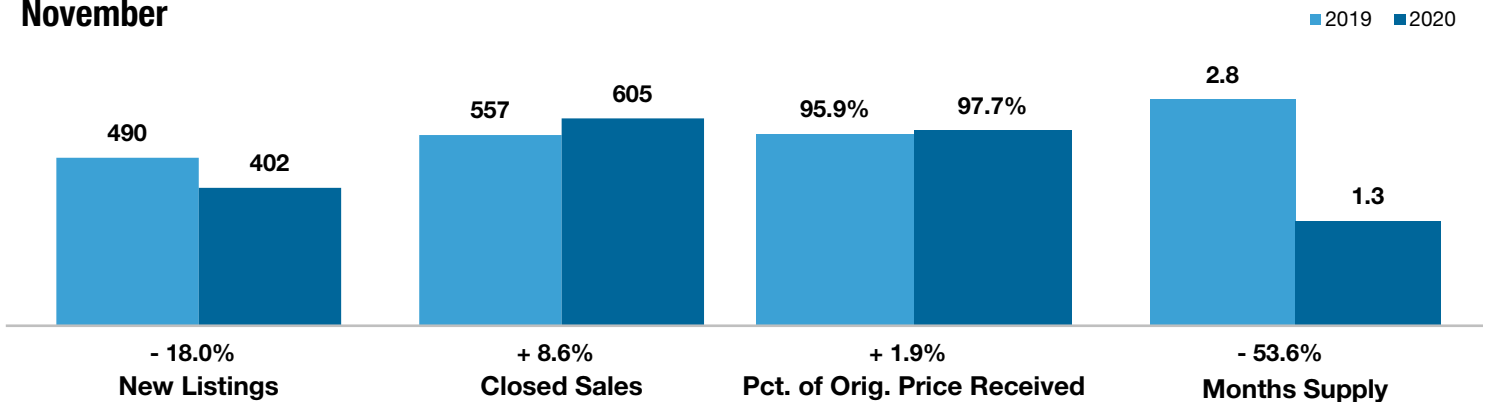


## 10 – Southeast Region

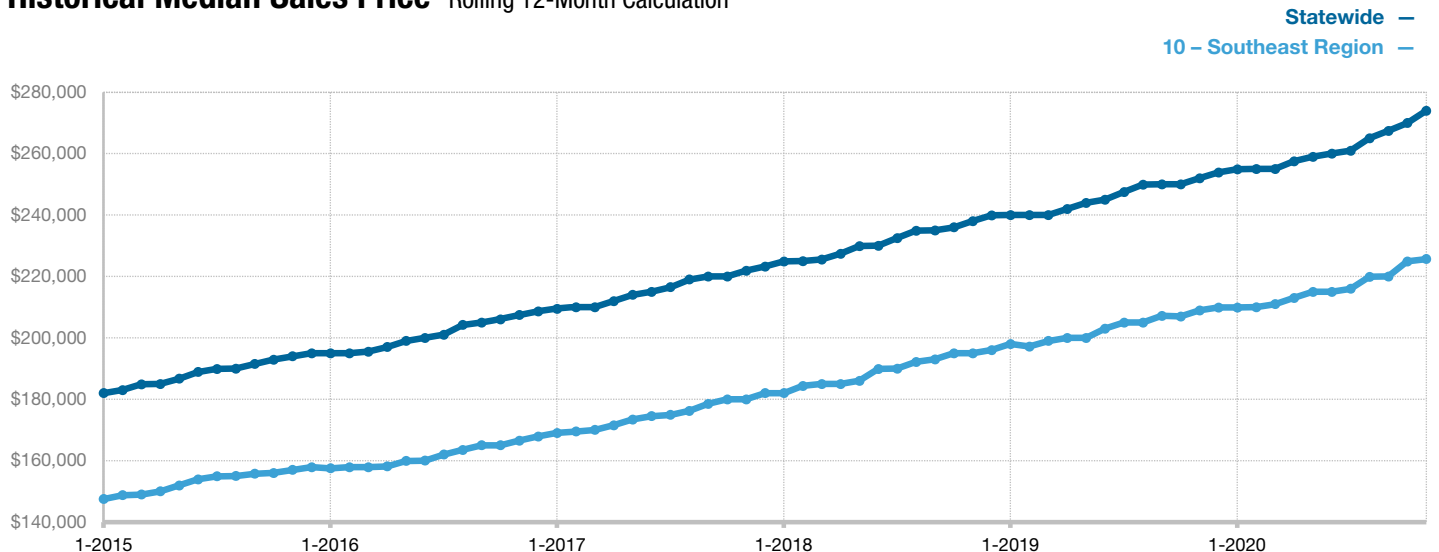
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	490	402	- 18.0%	7,969	7,577	- 4.9%
Pending Sales	460	509	+ 10.7%	6,584	7,084	+ 7.6%
Closed Sales	557	605	+ 8.6%	6,428	6,795	+ 5.7%
Median Sales Price*	\$199,900	\$235,000	+ 17.6%	\$210,000	\$228,000	+ 8.6%
Percent of Original List Price Received*	95.9%	97.7%	+ 1.9%	97.1%	97.8%	+ 0.7%
Days on Market Until Sale	53	42	- 20.8%	55	52	- 5.5%
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

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### November



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



# Local Market Update for November 2020

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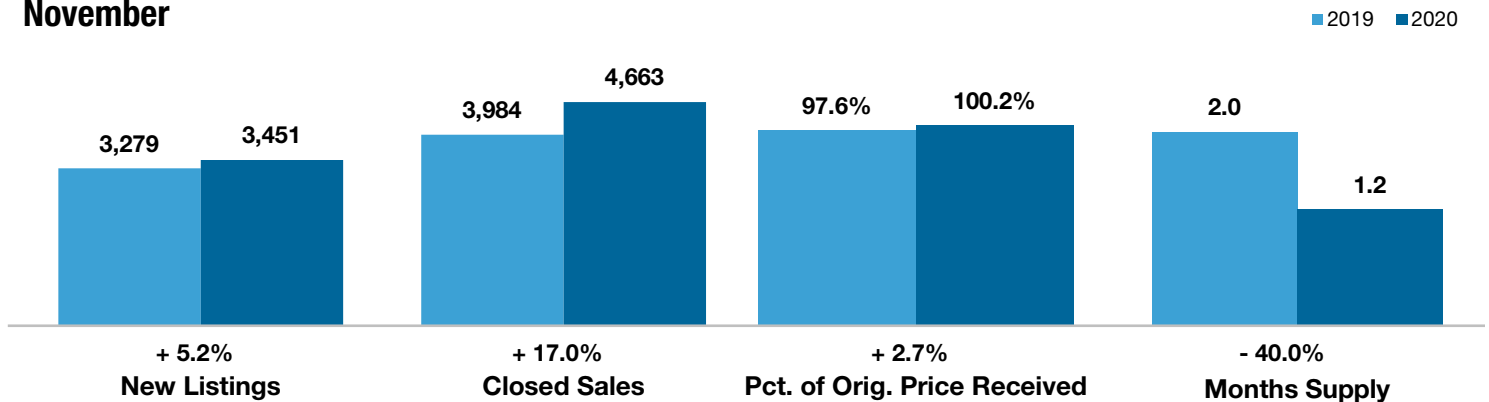


## 11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	3,279	<b>3,451</b>	+ 5.2%	61,710	<b>61,271</b>	- 0.7%
Pending Sales	3,513	<b>3,875</b>	+ 10.3%	47,900	<b>51,778</b>	+ 8.1%
Closed Sales	3,984	<b>4,663</b>	+ 17.0%	46,895	<b>49,492</b>	+ 5.5%
Median Sales Price*	\$285,000	<b>\$313,000</b>	+ 9.8%	\$288,000	<b>\$311,750</b>	+ 8.2%
Percent of Original List Price Received*	97.6%	<b>100.2%</b>	+ 2.7%	99.0%	<b>99.9%</b>	+ 0.9%
Days on Market Until Sale	40	<b>29</b>	- 27.5%	36	<b>34</b>	- 5.6%
Months Supply of Inventory	2.0	<b>1.2</b>	- 40.0%	--	<b>--</b>	--

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### November



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

