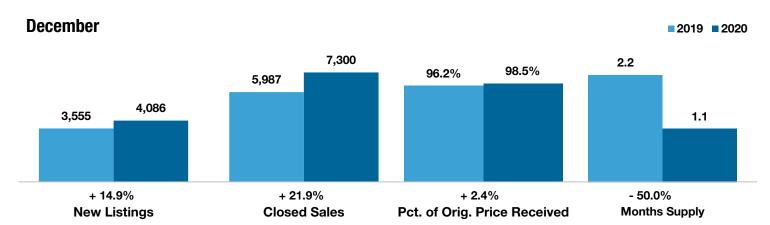
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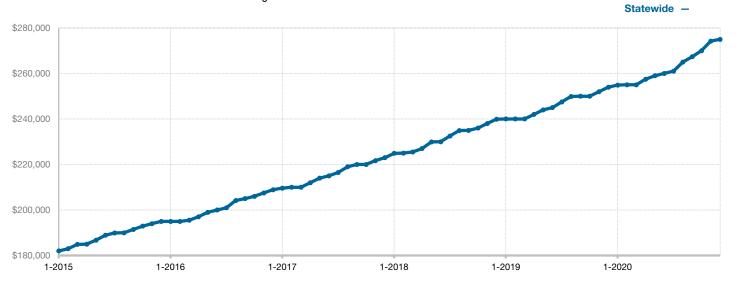


### **Entire State**

	December			Year to Date		
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	3,555	4,086	+ 14.9%	109,832	106,873	- 2.7%
Pending Sales	4,295	5,118	+ 19.2%	85,436	94,474	+ 10.6%
Closed Sales	5,987	7,300	+ 21.9%	85,389	92,576	+ 8.4%
Median Sales Price*	\$251,000	\$277,000	+ 10.4%	\$253,945	\$275,000	+ 8.3%
Percent of Original List Price Received*	96.2%	98.5%	+ 2.4%	97.6%	98.6%	+ 1.0%
Days on Market Until Sale	55	43	- 21.8%	49	45	- 8.2%
Months Supply of Inventory	2.2	1.1	- 50.0%			

<sup>\*</sup> 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.





# **Monthly Indicators**



#### **December 2020**

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

### **Activity Snapshot**

+ 21.9%	+ 10.4%	+ 14.9%
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 U	Jntil Sale	6
Median Sales Pri	ce	7
Average Sales Pr	ice	8
Percent of Origina	al List Price Recei	ved 9
Housing Affordate	oility Index	10
Inventory of Hom	es for Sale	11
Months Supply o	f Inventory	12



## **Activity Overview**





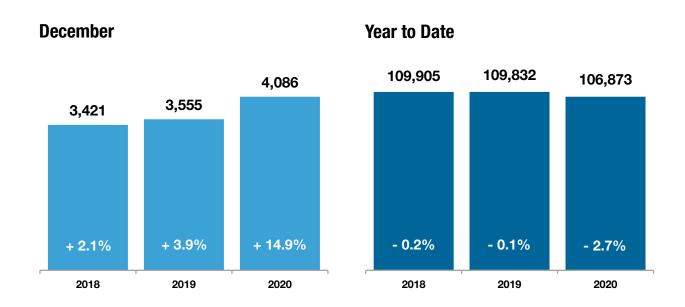
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	12-2017 12-2018 12-2019 12-2020	3,555	4,086	+ 14.9%	109,832	106,873	- 2.7%
Pending Sales	12-2017 12-2018 12-2019 12-2020	4,295	5,118	+ 19.2%	85,436	94,474	+ 10.6%
Closed Sales	12-2017 12-2018 12-2019 12-2020	5,987	7,300	+ 21.9%	85,389	92,576	+ 8.4%
Days on Market	12-2017 12-2018 12-2019 12-2020	55	43	- 21.8%	49	45	- 8.2%
Median Sales Price	12-2017 12-2018 12-2019 12-2020	\$251,000	\$277,000	+ 10.4%	\$253,945	\$275,000	+ 8.3%
Avg. Sales Price	12-2017 12-2018 12-2019 12-2020	\$291,781	\$320,551	+ 9.9%	\$291,189	\$315,348	+ 8.3%
Pct. of Orig. Price Received	12-2017 12-2018 12-2019 12-2020	96.2%	98.5%	+ 2.4%	97.6%	98.6%	+ 1.0%
Affordability Index	12-2017 12-2018 12-2019 12-2020	168	168	0.0%	166	169	+ 1.8%
Homes for Sale*	12-2017 12-2018 12-2019 12-2020	15,584	8,403	- 46.1%			
Months Supply*	12-2017 12-2018 12-2019 12-2020	2.2	1.1	- 50.0%			

<sup>\*</sup> 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**

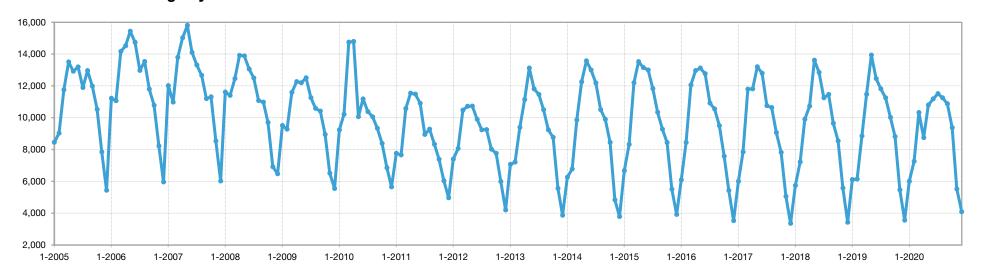
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Percent Change
January 2020	5,999	6,102	-1.7%
February 2020	7,257	6,138	+18.2%
March 2020	10,324	8,847	+16.7%
April 2020	8,740	11,463	-23.8%
May 2020	10,788	13,928	-22.5%
June 2020	11,171	12,456	-10.3%
July 2020	11,508	11,808	-2.5%
August 2020	11,242	11,246	-0.0%
September 2020	10,872	10,017	+8.5%
October 2020	9,375	8,811	+6.4%
November 2020	5,511	5,461	+0.9%
December 2020	4,086	3,555	+14.9%
12-Month Avg	8,906	9,153	-2.7%

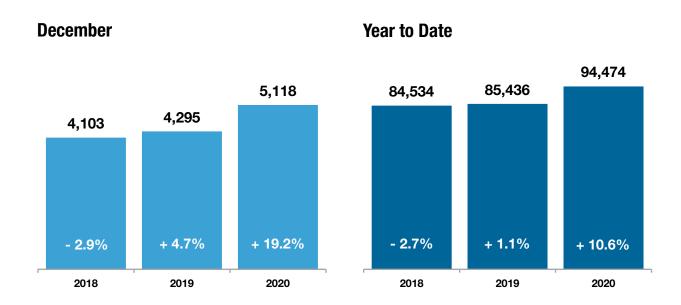
#### **Historical New Listings by Month**



## **Pending Sales**

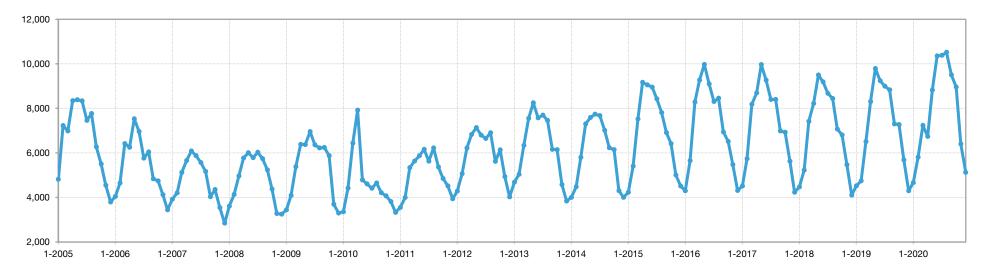
A count of the properties on which offers have been accepted in a given month.





Pending Sales		Prior Year	Percent Change
January 2020	4,664	4,515	+3.3%
February 2020	5,806	4,740	+22.5%
March 2020	7,234	6,507	+11.2%
April 2020	6,738	8,299	-18.8%
May 2020	8,818	9,782	-9.9%
June 2020	10,346	9,237	+12.0%
July 2020	10,378	8,993	+15.4%
August 2020	10,512	8,829	+19.1%
September 2020	9,504	7,293	+30.3%
October 2020	8,954	7,265	+23.2%
November 2020	6,402	5,681	+12.7%
December 2020	5,118	4,295	+19.2%
12-Month Avg	7,873	7,120	+10.6%

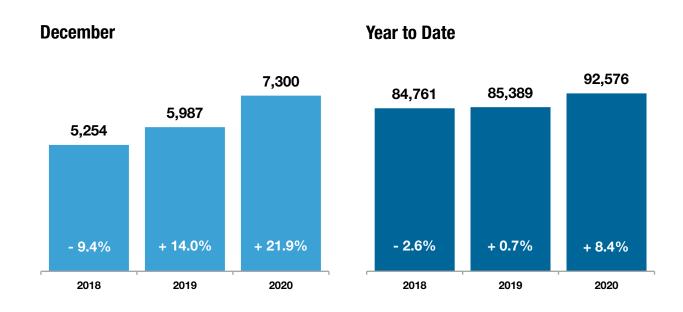
#### **Historical Pending Sales by Month**



### **Closed Sales**

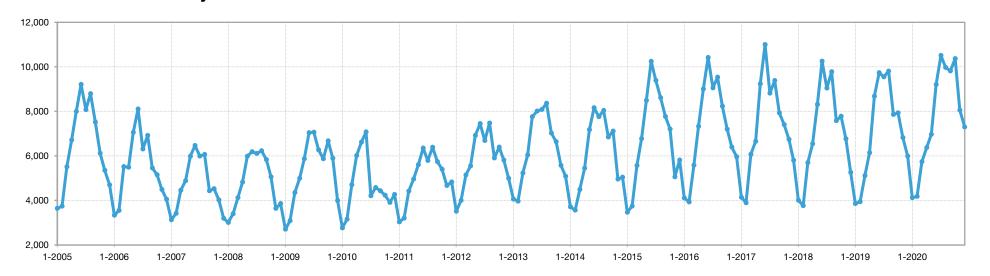
A count of the actual sales that closed in a given month.





Closed Sales		Prior Year	Percent Change
January 2020	4,120	3,853	+6.9%
February 2020	4,180	3,941	+6.1%
March 2020	5,740	5,113	+12.3%
April 2020	6,367	6,139	+3.7%
May 2020	6,968	8,674	-19.7%
June 2020	9,200	9,733	-5.5%
July 2020	10,508	9,545	+10.1%
August 2020	9,971	9,801	+1.7%
September 2020	9,808	7,857	+24.8%
October 2020	10,362	7,927	+30.7%
November 2020	8,052	6,819	+18.1%
December 2020	7,300	5,987	+21.9%
12-Month Avg	7,715	7,116	+8.4%

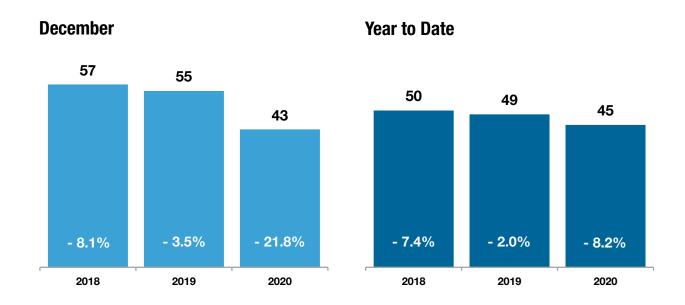
#### **Historical Closed Sales by Month**



### **Days on Market Until Sale**

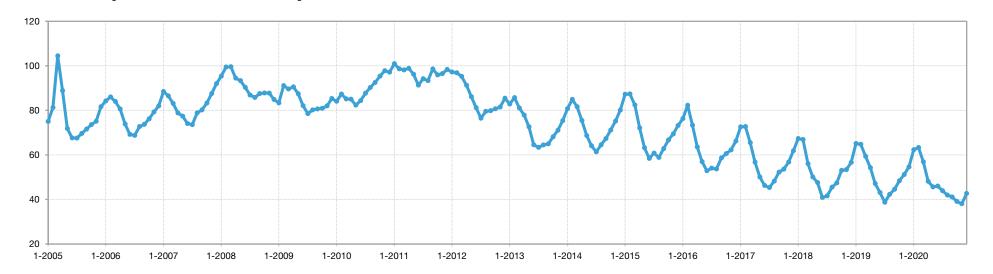






Days on Market		Prior Year	Percent Change
January 2020	62	65	-4.6%
February 2020	63	65	-3.1%
March 2020	57	59	-3.4%
April 2020	48	54	-11.1%
May 2020	46	47	-2.1%
June 2020	46	43	+7.0%
July 2020	44	39	+12.8%
August 2020	42	42	0.0%
September 2020	41	45	-8.9%
October 2020	39	48	-18.8%
November 2020	38	51	-25.5%
December 2020	43	55	-21.8%
12-Month Avg	47	51	-7.8%

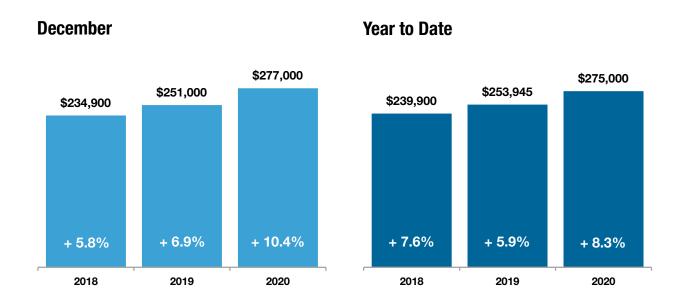
#### **Historical Days on Market Until Sale by Month**



### **Median Sales Price**

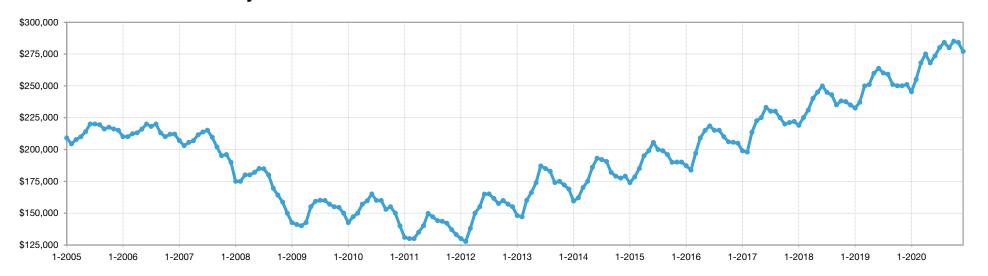






Median Sales Price		Prior Year	Percent Change
January 2020	\$245,325	\$232,575	+5.5%
February 2020	\$255,000	\$237,000	+7.6%
March 2020	\$268,000	\$249,900	+7.2%
April 2020	\$275,000	\$251,000	+9.6%
May 2020	\$268,000	\$259,850	+3.1%
June 2020	\$273,450	\$263,750	+3.7%
July 2020	\$280,000	\$260,000	+7.7%
August 2020	\$284,000	\$259,000	+9.7%
September 2020	\$279,900	\$251,000	+11.5%
October 2020	\$285,000	\$250,000	+14.0%
November 2020	\$284,000	\$250,000	+13.6%
December 2020	\$277,000	\$251,000	+10.4%
12-Month Avg	\$272,890	\$251,256	+8.6%

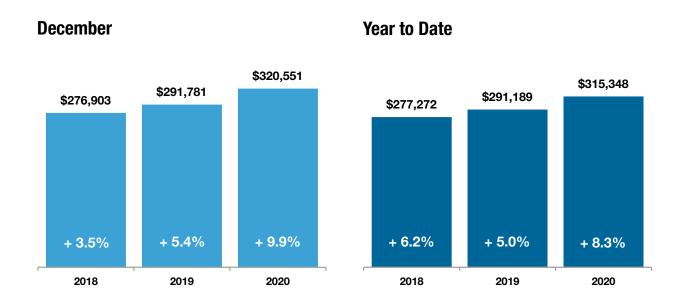
#### **Historical Median Sales Price by Month**



## **Average Sales Price**

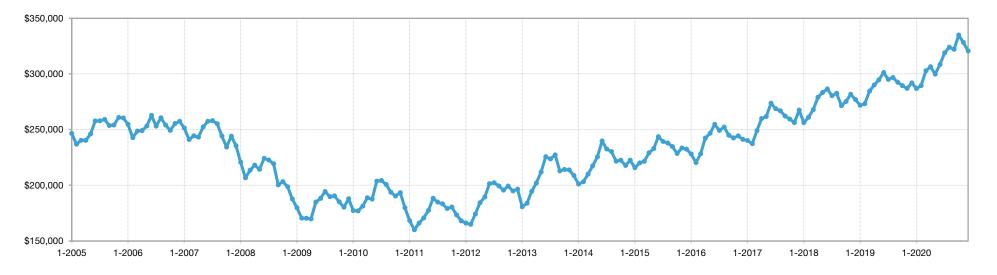
Average sales price for all closed sales, not accounting for seller concessions, in a given month.





Average Sales Price		Prior Year	Percent Change
January 2020	\$286,773	\$271,711	+5.5%
February 2020	\$289,370	\$273,237	+5.9%
March 2020	\$302,713	\$284,524	+6.4%
April 2020	\$306,346	\$289,946	+5.7%
May 2020	\$299,678	\$294,567	+1.7%
June 2020	\$308,292	\$301,239	+2.3%
July 2020	\$318,796	\$294,982	+8.1%
August 2020	\$323,872	\$296,708	+9.2%
September 2020	\$322,069	\$292,426	+10.1%
October 2020	\$334,798	\$289,424	+15.7%
November 2020	\$328,146	\$286,893	+14.4%
December 2020	\$320,551	\$291,781	+9.9%
12-Month Avg	\$311,784	\$288,953	+7.9%

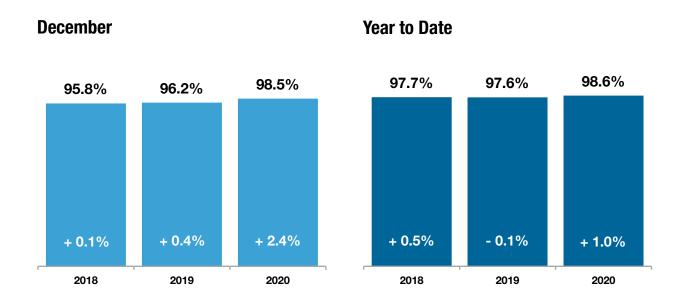
#### **Historical Average Sales Price by Month**



## **Percent of Original List Price Received**

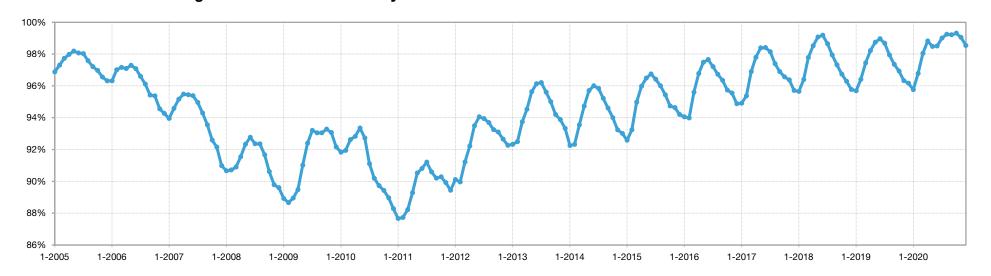


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of Orig. Price Received		Prior Year	Percent Change
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%
November 2020	99.0%	96.3%	+2.8%
December 2020	98.5%	96.2%	+2.4%
12-Month Avg	98.4%	97.4%	+1.0%

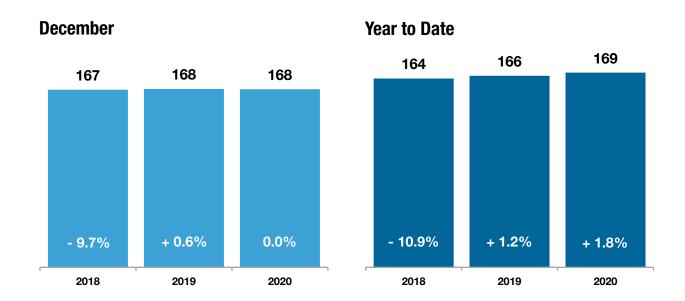
#### **Historical Percent of Original List Price Received by Month**



## **Housing Affordability Index**

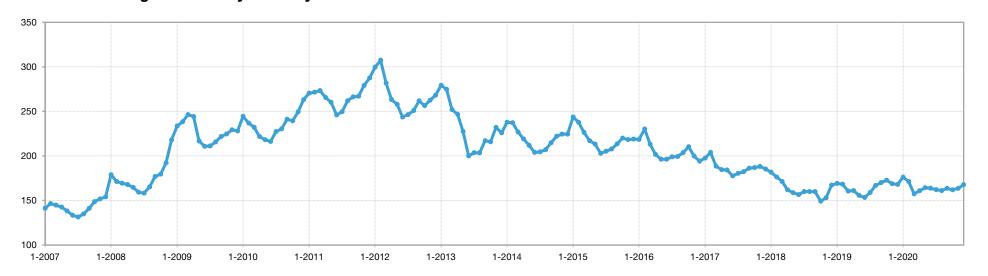


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index		Prior Year	Percent Change
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	156	+5.1%
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%
November 2020	163	169	-3.6%
December 2020	168	168	0.0%
12-Month Avg	164	164	0.0%

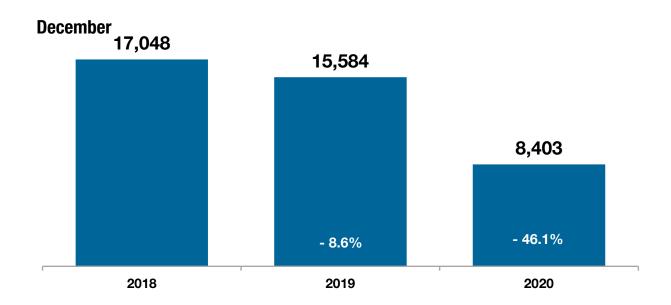
#### **Historical Housing Affordability Index by Month**



### **Inventory of Homes for Sale**

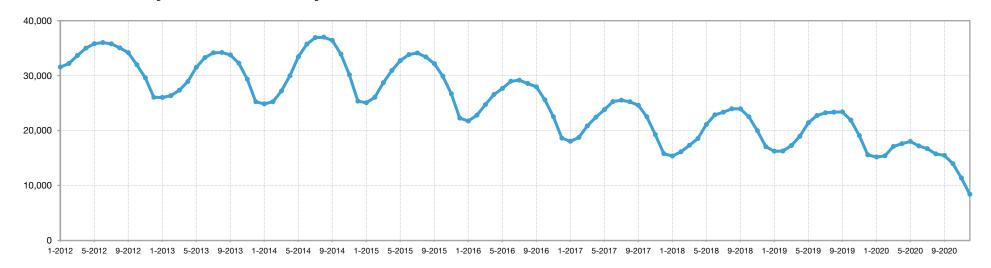
The number of properties available for sale in active status at the end of a given month.





Homes for Sale		Prior Year	Percent Change
January 2020	15,206	16,249	-6.4%
February 2020	15,407	16,283	-5.4%
March 2020	17,102	17,262	-0.9%
April 2020	17,599	18,949	-7.1%
May 2020	18,014	21,415	-15.9%
June 2020	17,203	22,741	-24.4%
July 2020	16,703	23,237	-28.1%
August 2020	15,752	23,337	-32.5%
September 2020	15,491	23,392	-33.8%
October 2020	13,957	21,893	-36.2%
November 2020	11,367	19,097	-40.5%
December 2020	8,403	15,584	-46.1%

#### **Historical Inventory of Homes for Sale by Month**

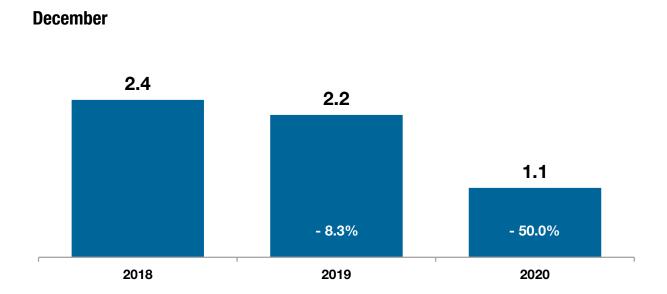


Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

### **Months Supply of Inventory**

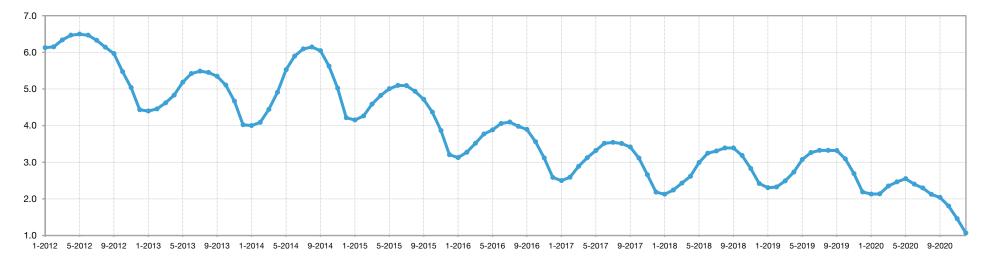


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



Months Supply		Prior Year	Percent Chang
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%
November 2020	1.5	2.7	-44.4%
December 2020	1.1	2.2	-50.0%

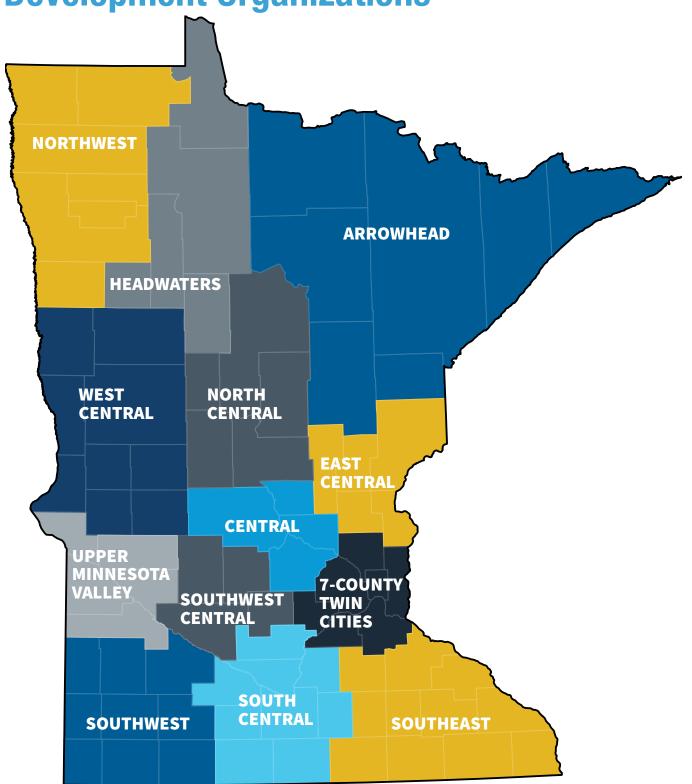
#### **Historical Months Supply of Inventory by Month**



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



Minnesota Regional Development Organizations



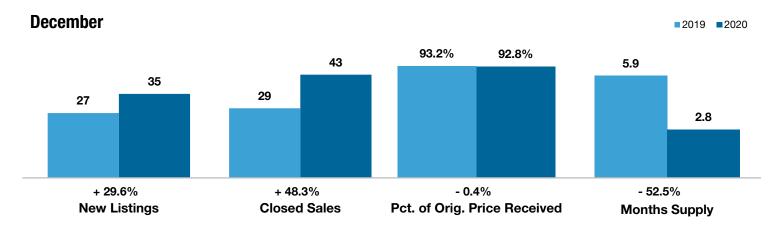
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### 1 – Northwest Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	27	35	+ 29.6%	668	614	- 8.1%	
Pending Sales	25	40	+ 60.0%	462	535	+ 15.8%	
Closed Sales	29	43	+ 48.3%	454	498	+ 9.7%	
Median Sales Price*	\$114,947	\$144,000	+ 25.3%	\$135,900	\$134,000	- 1.4%	
Percent of Original List Price Received*	93.2%	92.8%	- 0.4%	93.0%	92.5%	- 0.5%	
Days on Market Until Sale	71	73	+ 2.8%	91	93	+ 2.2%	
Months Supply of Inventory	5.9	2.8	- 52.5%				

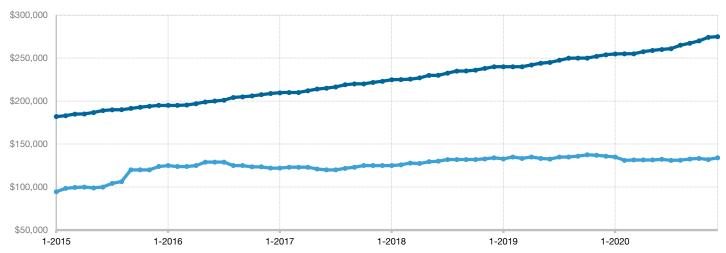
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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

Statewide -

1 - Northwest Region -



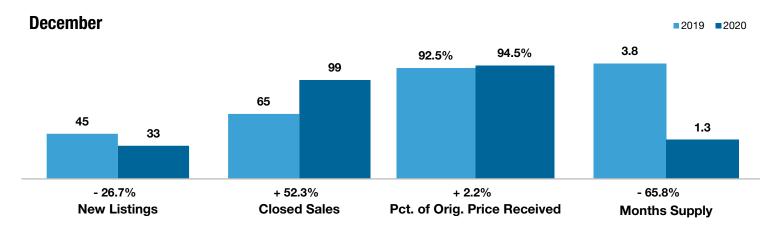
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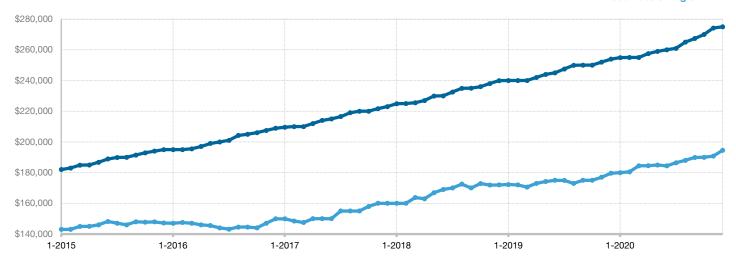
### 2 – Headwaters Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	45	33	- 26.7%	1,559	1,331	- 14.6%	
Pending Sales	42	63	+ 50.0%	1,086	1,230	+ 13.3%	
Closed Sales	65	99	+ 52.3%	1,075	1,170	+ 8.8%	
Median Sales Price*	\$171,500	\$200,000	+ 16.6%	\$179,600	\$194,585	+ 8.3%	
Percent of Original List Price Received*	92.5%	94.5%	+ 2.2%	94.4%	95.4%	+ 1.1%	
Days on Market Until Sale	68	67	- 1.5%	73	71	- 2.7%	
Months Supply of Inventory	3.8	1.3	- 65.8%				

<sup>\*</sup> 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.



- Statewide -
- 2 Headwaters Region -



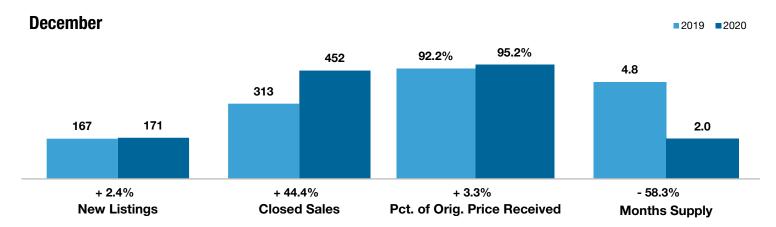
A Research Tool Provided by the Minnesota Association of REALTORS®



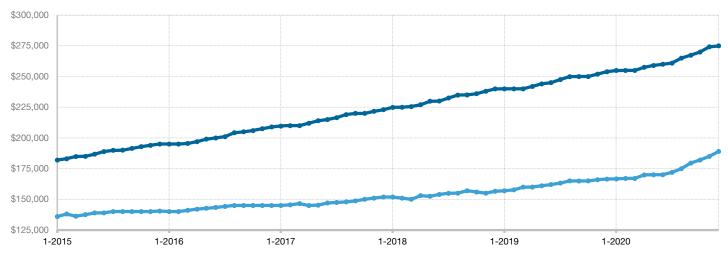
## 3 – Arrowhead Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	167	171	+ 2.4%	7,065	6,047	- 14.4%	
Pending Sales	157	234	+ 49.0%	4,872	5,620	+ 15.4%	
Closed Sales	313	452	+ 44.4%	4,917	5,519	+ 12.2%	
Median Sales Price*	\$160,000	\$195,500	+ 22.2%	\$166,500	\$189,000	+ 13.5%	
Percent of Original List Price Received*	92.2%	95.2%	+ 3.3%	94.0%	95.3%	+ 1.4%	
Days on Market Until Sale	84	80	- 4.8%	81	79	- 2.5%	
Months Supply of Inventory	4.8	2.0	- 58.3%				

<sup>\*</sup> 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.



- Statewide -
- 3 Arrowhead Region -



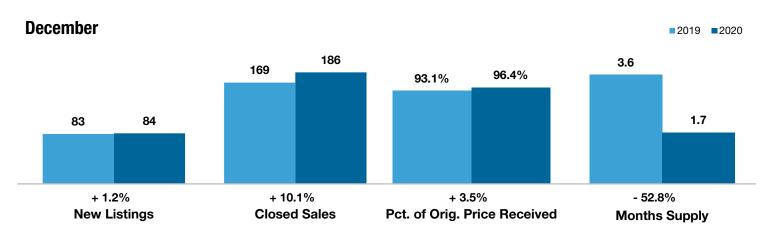
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### 4 – West Central Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	83	84	+ 1.2%	3,440	3,234	- 6.0%	
Pending Sales	84	117	+ 39.3%	2,439	2,865	+ 17.5%	
Closed Sales	169	186	+ 10.1%	2,449	2,815	+ 14.9%	
Median Sales Price*	\$189,000	\$219,000	+ 15.9%	\$205,000	\$225,000	+ 9.8%	
Percent of Original List Price Received*	93.1%	96.4%	+ 3.5%	94.5%	95.7%	+ 1.3%	
Days on Market Until Sale	91	65	- 28.6%	71	66	- 7.0%	
Months Supply of Inventory	3.6	1.7	- 52.8%				

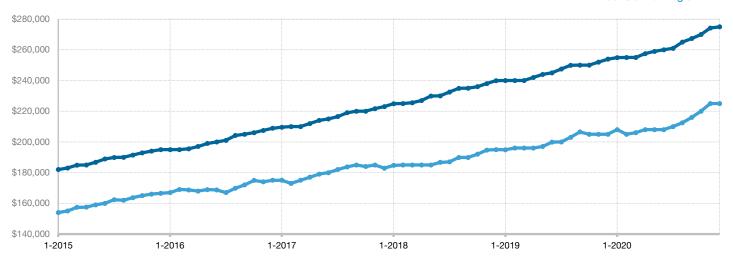
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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

Statewide -

4 - West Central Region -



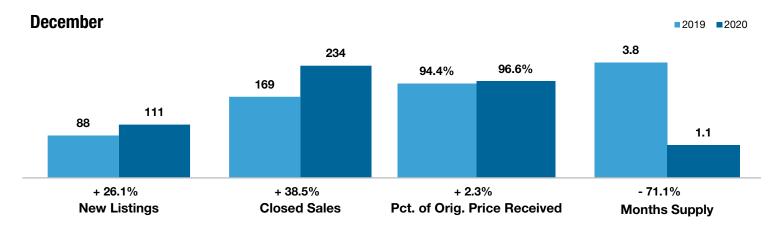
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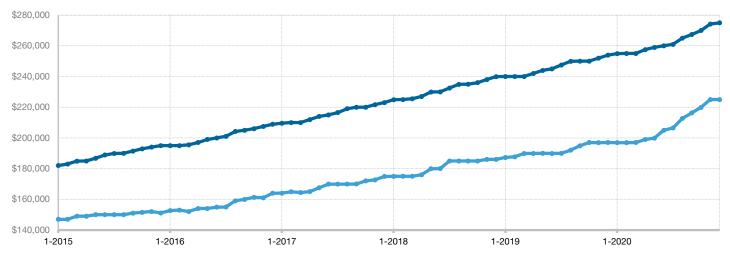
### 5 – North Central Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	88	111	+ 26.1%	4,080	3,831	- 6.1%	
Pending Sales	131	178	+ 35.9%	2,967	3,578	+ 20.6%	
Closed Sales	169	234	+ 38.5%	2,988	3,480	+ 16.5%	
Median Sales Price*	\$180,000	\$232,500	+ 29.2%	\$197,000	\$225,000	+ 14.2%	
Percent of Original List Price Received*	94.4%	96.6%	+ 2.3%	94.8%	96.1%	+ 1.4%	
Days on Market Until Sale	67	62	- 7.5%	70	67	- 4.3%	
Months Supply of Inventory	3.8	1.1	- 71.1%				

<sup>\*</sup> 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.



- Statewide -
- 5 North Central Region -



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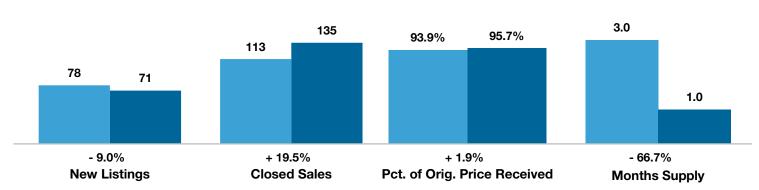


## **6E – Southwest Central Region**

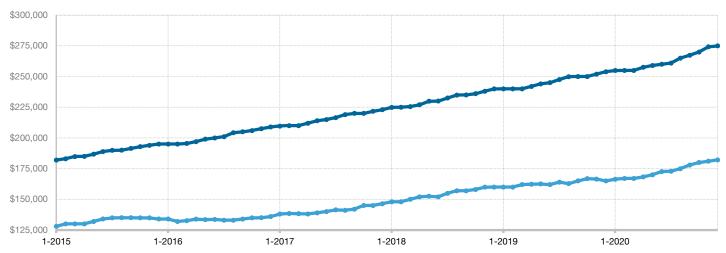
	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	78	71	- 9.0%	1,943	1,741	- 10.4%	
Pending Sales	68	102	+ 50.0%	1,559	1,680	+ 7.8%	
Closed Sales	113	135	+ 19.5%	1,579	1,637	+ 3.7%	
Median Sales Price*	\$159,700	\$179,000	+ 12.1%	\$165,000	\$182,150	+ 10.4%	
Percent of Original List Price Received*	93.9%	95.7%	+ 1.9%	95.4%	96.5%	+ 1.2%	
Days on Market Until Sale	76	57	- 25.0%	67	61	- 9.0%	
Months Supply of Inventory	3.0	1.0	- 66.7%				

<sup>\*</sup> 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.

December 2019 2020



- Statewide -
- 6E Southwest Central Region -



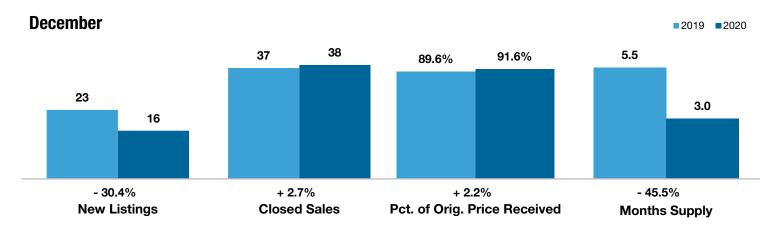
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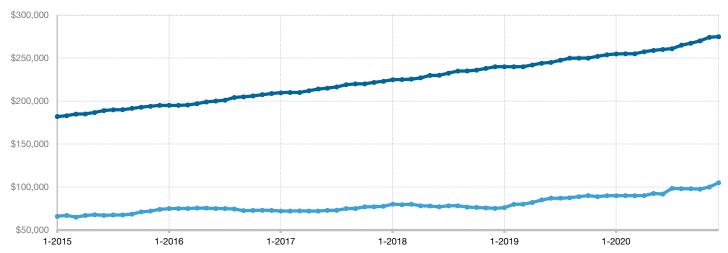
## **6W – Upper Minnesota Valley Region**

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	23	16	- 30.4%	554	494	- 10.8%	
Pending Sales	27	48	+ 77.8%	396	431	+ 8.8%	
Closed Sales	37	38	+ 2.7%	399	406	+ 1.8%	
Median Sales Price*	\$88,500	\$113,000	+ 27.7%	\$89,900	\$105,000	+ 16.8%	
Percent of Original List Price Received*	89.6%	91.6%	+ 2.2%	90.5%	90.4%	- 0.1%	
Days on Market Until Sale	110	87	- 20.9%	116	100	- 13.8%	
Months Supply of Inventory	5.5	3.0	- 45.5%				

<sup>\*</sup> 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.



- Statewide -
- 6W Upper Minnesota Valley Region -



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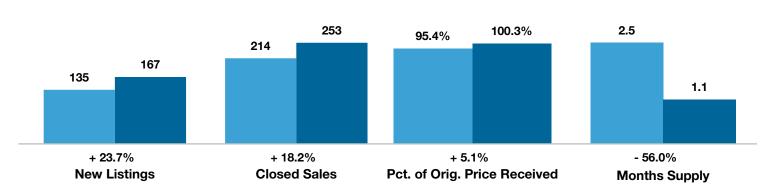


## 7E – East Central Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	135	167	+ 23.7%	3,824	3,689	- 3.5%	
Pending Sales	140	160	+ 14.3%	2,907	3,335	+ 14.7%	
Closed Sales	214	253	+ 18.2%	2,927	3,239	+ 10.7%	
Median Sales Price*	\$215,000	\$262,250	+ 22.0%	\$220,000	\$246,500	+ 12.0%	
Percent of Original List Price Received*	95.4%	100.3%	+ 5.1%	97.1%	98.9%	+ 1.9%	
Days on Market Until Sale	57	38	- 33.3%	53	45	- 15.1%	
Months Supply of Inventory	2.5	1.1	- 56.0%				

<sup>\*</sup> 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.

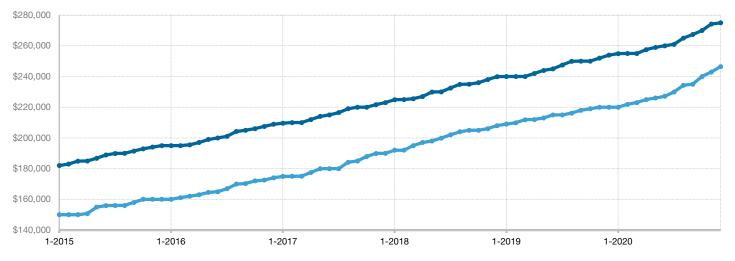
December 2019 2020



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

Statewide -

7E - East Central Region -



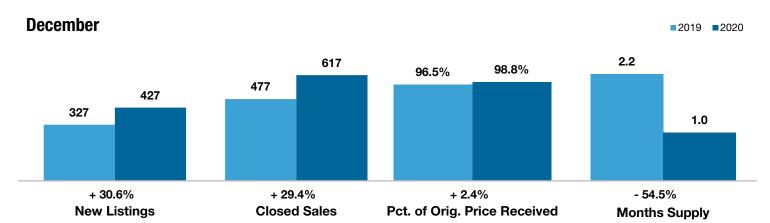
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### **7W – Central Region**

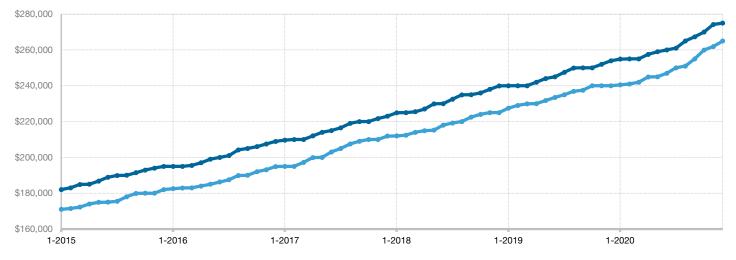
	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	327	427	+ 30.6%	9,617	9,621	+ 0.0%	
Pending Sales	339	417	+ 23.0%	7,247	8,290	+ 14.4%	
Closed Sales	477	617	+ 29.4%	7,240	8,057	+ 11.3%	
Median Sales Price*	\$235,000	\$273,425	+ 16.4%	\$240,000	\$265,000	+ 10.4%	
Percent of Original List Price Received*	96.5%	98.8%	+ 2.4%	97.8%	98.9%	+ 1.1%	
Days on Market Until Sale	57	38	- 33.3%	49	43	- 12.2%	
Months Supply of Inventory	2.2	1.0	- 54.5%				

<sup>\*</sup> 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.





<sup>7</sup>W - Central Region -



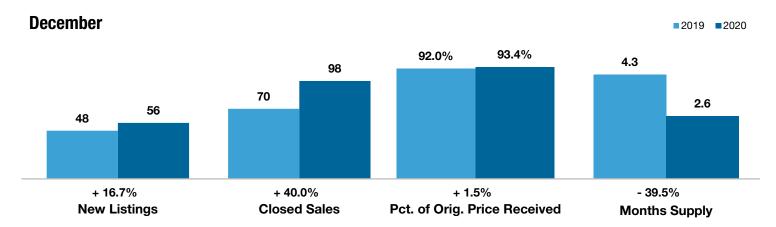
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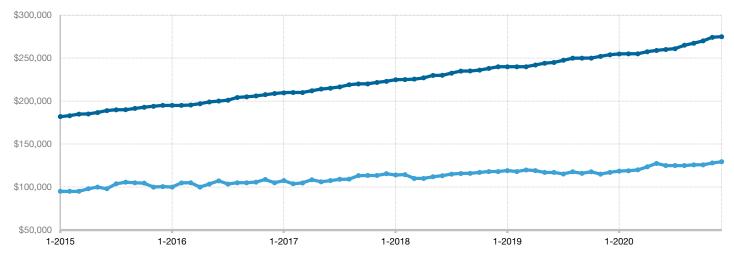
### 8 – Southwest Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	48	56	+ 16.7%	1,284	1,285	+ 0.1%	
Pending Sales	50	63	+ 26.0%	980	1,160	+ 18.4%	
Closed Sales	70	98	+ 40.0%	969	1,138	+ 17.4%	
Median Sales Price*	\$127,500	\$137,700	+ 8.0%	\$117,125	\$129,500	+ 10.6%	
Percent of Original List Price Received*	92.0%	93.4%	+ 1.5%	91.6%	92.5%	+ 1.0%	
Days on Market Until Sale	74	62	- 16.2%	93	82	- 11.8%	
Months Supply of Inventory	4.3	2.6	- 39.5%				

<sup>\*</sup> 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.



- Statewide -
- 8 Southwest Region -



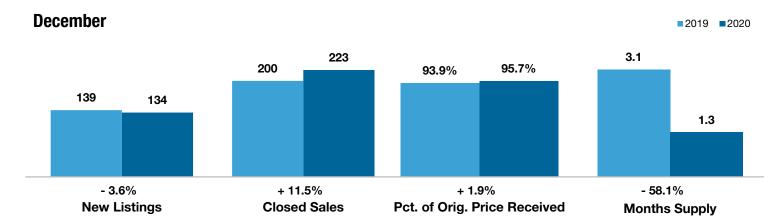
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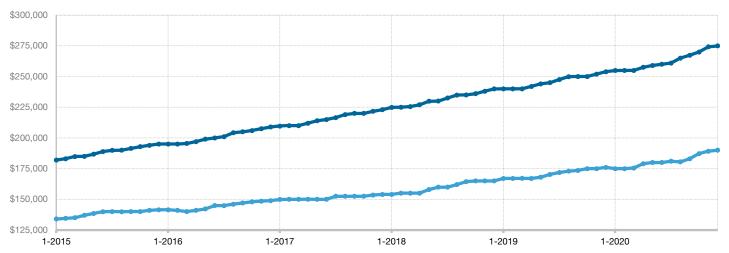
### 9 – South Central Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	139	134	- 3.6%	3,782	3,396	- 10.2%	
Pending Sales	155	175	+ 12.9%	3,001	3,334	+ 11.1%	
Closed Sales	200	223	+ 11.5%	2,979	3,294	+ 10.6%	
Median Sales Price*	\$169,500	\$185,000	+ 9.1%	\$176,000	\$190,000	+ 8.0%	
Percent of Original List Price Received*	93.9%	95.7%	+ 1.9%	95.1%	96.3%	+ 1.3%	
Days on Market Until Sale	90	83	- 7.8%	92	92	0.0%	
Months Supply of Inventory	3.1	1.3	- 58.1%				

<sup>\*</sup> 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.



- Statewide -
- 9 South Central Region -



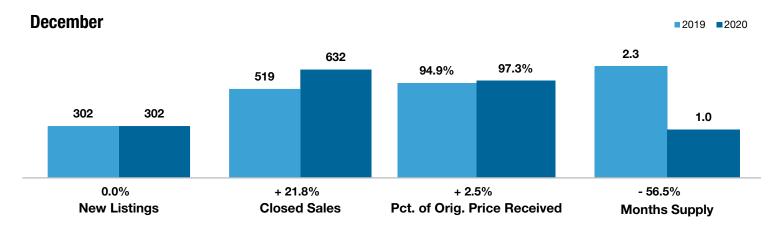
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### 10 – Southeast Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	302	302	0.0%	8,271	7,881	- 4.7%	
Pending Sales	384	425	+ 10.7%	6,968	7,505	+ 7.7%	
Closed Sales	519	632	+ 21.8%	6,947	7,440	+ 7.1%	
Median Sales Price*	\$200,000	\$235,000	+ 17.5%	\$209,900	\$228,500	+ 8.9%	
Percent of Original List Price Received*	94.9%	97.3%	+ 2.5%	96.9%	97.8%	+ 0.9%	
Days on Market Until Sale	65	50	- 23.1%	55	52	- 5.5%	
Months Supply of Inventory	2.3	1.0	- 56.5%				

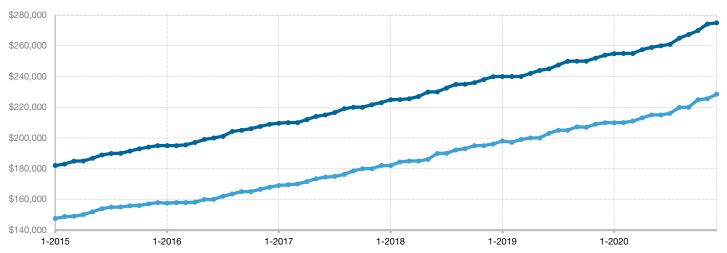
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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

Statewide -

10 - Southeast Region -



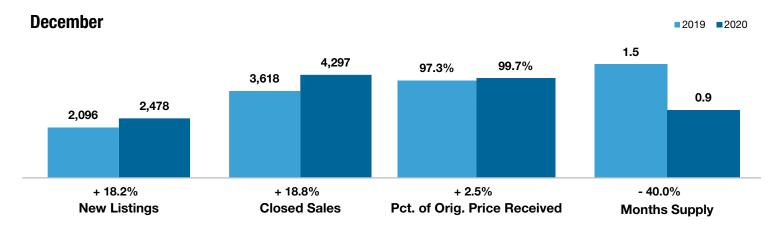
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## 11 – 7-County Twin Cities Region

	December			Year to Date			
Key Metrics	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change	
New Listings	2,096	2,478	+ 18.2%	63,806	63,788	- 0.0%	
Pending Sales	2,696	3,101	+ 15.0%	50,595	54,983	+ 8.7%	
Closed Sales	3,618	4,297	+ 18.8%	50,514	53,948	+ 6.8%	
Median Sales Price*	\$285,000	\$310,750	+ 9.0%	\$288,000	\$311,750	+ 8.2%	
Percent of Original List Price Received*	97.3%	99.7%	+ 2.5%	98.9%	99.9%	+ 1.0%	
Days on Market Until Sale	44	32	- 27.3%	37	34	- 8.1%	
Months Supply of Inventory	1.5	0.9	- 40.0%				

<sup>\*</sup> 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.



- Statewide -
- 11 7-County Twin Cities Region -

