

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

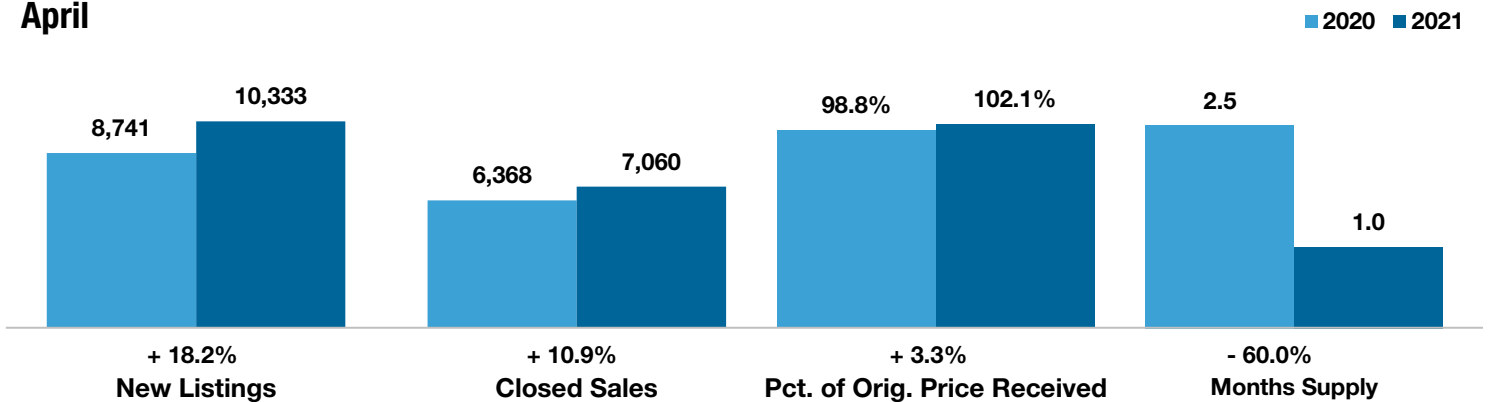


## Entire State

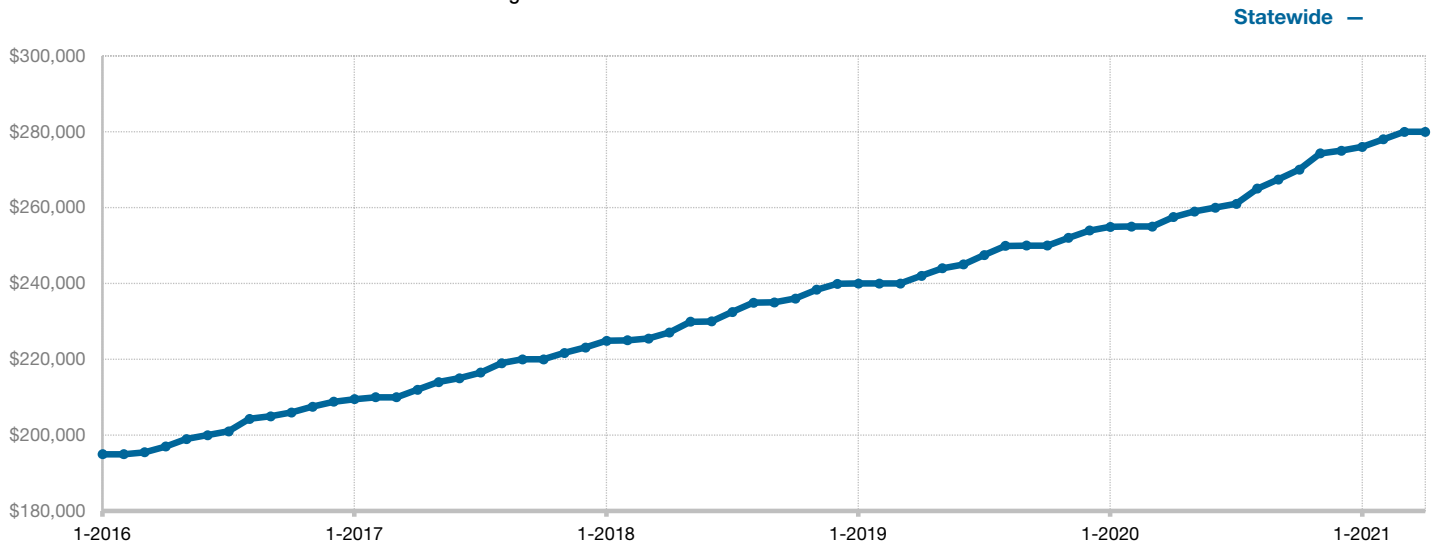
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	8,741	<b>10,333</b>	+ 18.2%	32,327	<b>31,478</b>	- 2.6%
Pending Sales	6,738	<b>8,897</b>	+ 32.0%	24,444	<b>27,971</b>	+ 14.4%
Closed Sales	6,368	<b>7,060</b>	+ 10.9%	20,409	<b>22,380</b>	+ 9.7%
Median Sales Price*	\$275,000	<b>\$305,000</b>	+ 10.9%	\$261,500	<b>\$290,000</b>	+ 10.9%
Percent of Original List Price Received*	98.8%	<b>102.1%</b>	+ 3.3%	97.6%	<b>100.3%</b>	+ 2.8%
Days on Market Until Sale	48	<b>36</b>	- 25.0%	57	<b>42</b>	- 26.3%
Months Supply of Inventory	2.5	<b>1.0</b>	- 60.0%	--	--	--

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

### April



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



# Monthly Indicators



## April 2021

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

## Activity Snapshot

**+ 10.9%**    **+ 10.9%**    **+ 18.2%**

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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		8,741	<b>10,333</b>	+ 18.2%	32,327	<b>31,478</b>	- 2.6%
<b>Pending Sales</b>		6,738	<b>8,897</b>	+ 32.0%	24,444	<b>27,971</b>	+ 14.4%
<b>Closed Sales</b>		6,368	<b>7,060</b>	+ 10.9%	20,409	<b>22,380</b>	+ 9.7%
<b>Days on Market</b>		48	<b>36</b>	- 25.0%	57	<b>42</b>	- 26.3%
<b>Median Sales Price</b>		\$275,000	<b>\$305,000</b>	+ 10.9%	\$261,500	<b>\$290,000</b>	+ 10.9%
<b>Avg. Sales Price</b>		\$306,342	<b>\$345,412</b>	+ 12.8%	\$297,897	<b>\$331,370</b>	+ 11.2%
<b>Pct. of Orig. Price Received</b>		98.8%	<b>102.1%</b>	+ 3.3%	97.6%	<b>100.3%</b>	+ 2.8%
<b>Affordability Index</b>		161	<b>147</b>	- 8.7%	169	<b>154</b>	- 8.9%
<b>Homes for Sale*</b>		17,634	<b>8,519</b>	- 51.7%	--	--	--
<b>Months Supply*</b>		2.5	<b>1.0</b>	- 60.0%	--	--	--

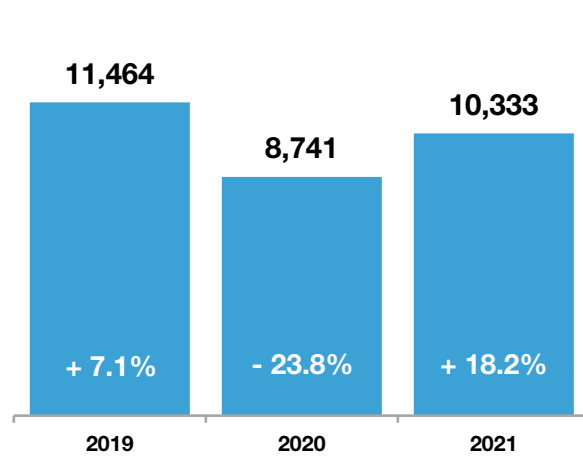
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

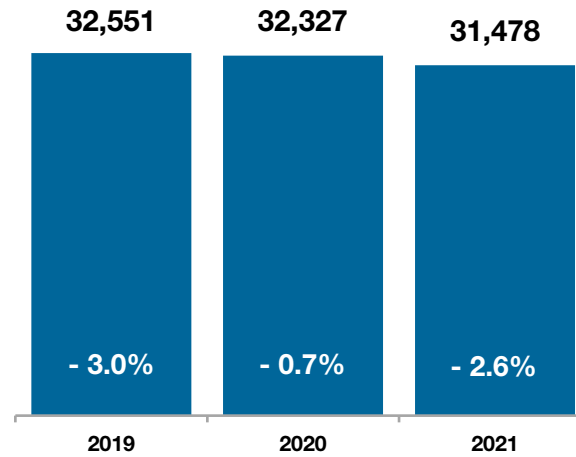
A count of the properties that have been newly listed on the market in a given month.



## April

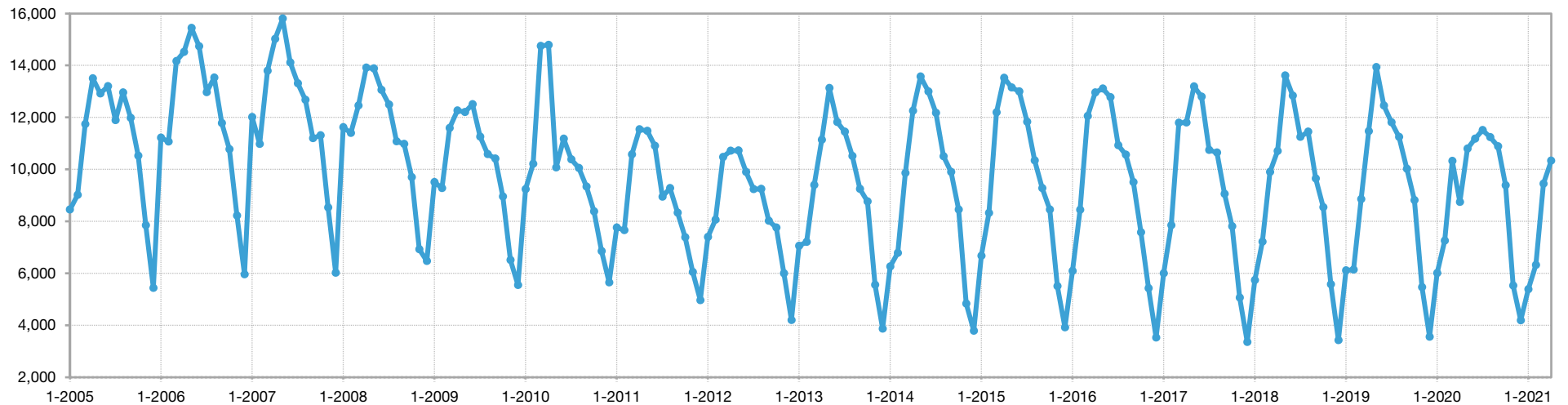


## Year to Date



	New Listings	Prior Year	Percent Change
May 2020	10,790	13,928	-22.5%
June 2020	11,175	12,456	-10.3%
July 2020	11,510	11,807	-2.5%
August 2020	11,240	11,247	-0.1%
September 2020	10,882	10,018	+8.6%
October 2020	9,380	8,812	+6.4%
November 2020	5,528	5,460	+1.2%
December 2020	4,182	3,555	+17.6%
January 2021	5,384	6,003	-10.3%
February 2021	6,318	7,258	-13.0%
March 2021	9,443	10,325	-8.5%
<b>April 2021</b>	<b>10,333</b>	<b>8,741</b>	<b>+18.2%</b>
12-Month Avg	8,847	9,134	-3.1%

## Historical New Listings by Month

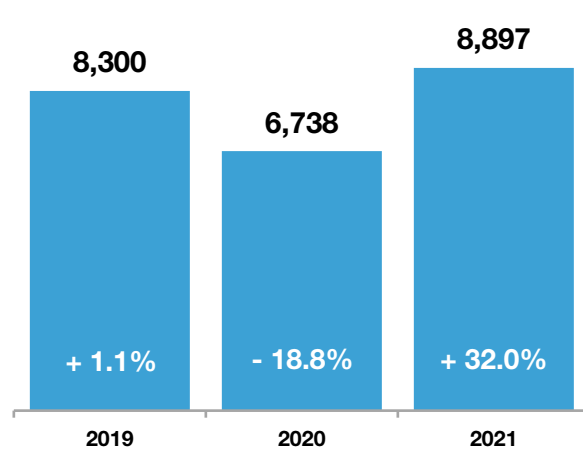


# Pending Sales

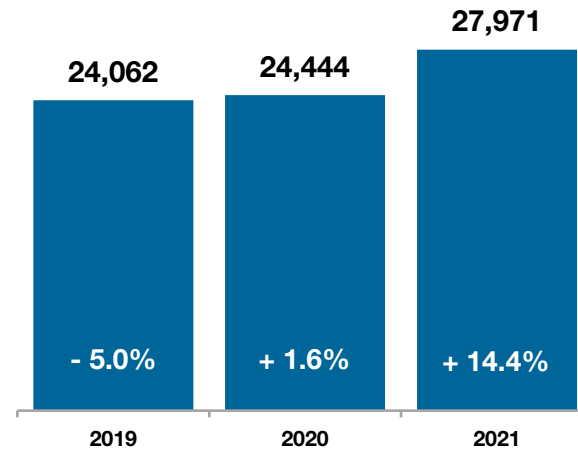
A count of the properties on which offers have been accepted in a given month.



## April

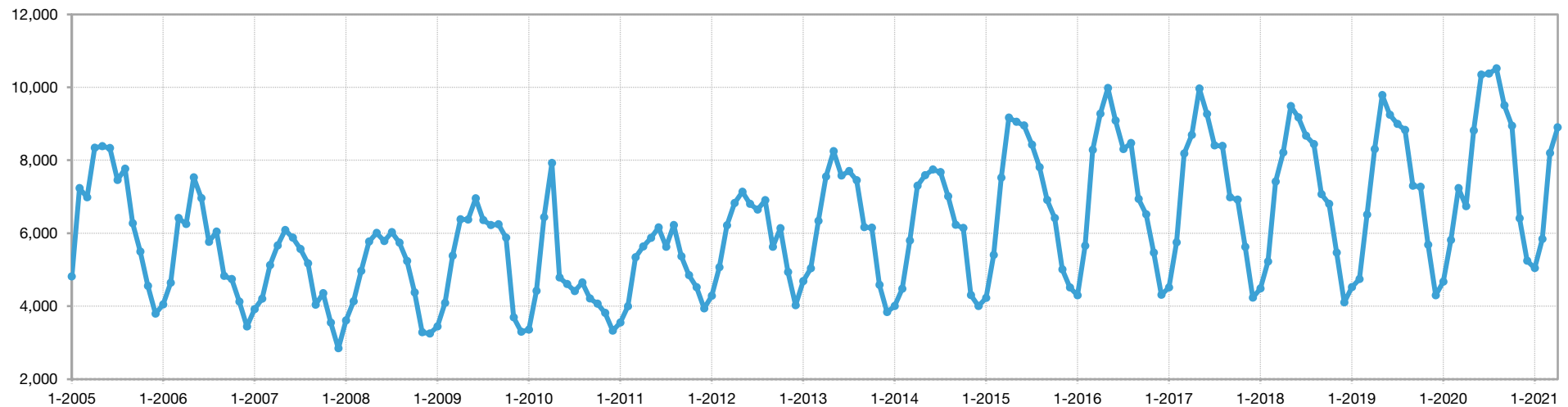


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
May 2020	8,814	9,782	-9.9%
June 2020	10,345	9,240	+12.0%
July 2020	10,374	8,994	+15.3%
August 2020	10,512	8,826	+19.1%
September 2020	9,501	7,293	+30.3%
October 2020	8,938	7,265	+23.0%
November 2020	6,406	5,681	+12.8%
December 2020	5,242	4,295	+22.0%
January 2021	5,041	4,665	+8.1%
February 2021	5,836	5,807	+0.5%
March 2021	8,197	7,234	+13.3%
<b>April 2021</b>	<b>8,897</b>	<b>6,738</b>	<b>+32.0%</b>
12-Month Avg	8,175	7,152	+14.3%

## Historical Pending Sales by Month

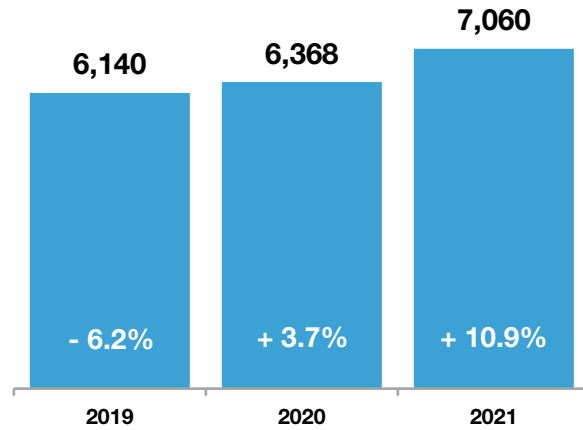


# Closed Sales

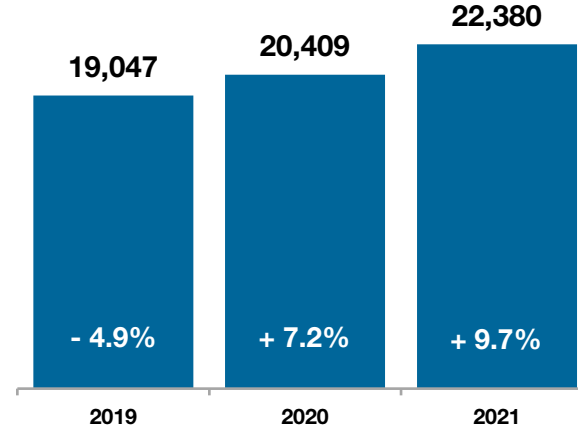
A count of the actual sales that closed in a given month.



## April

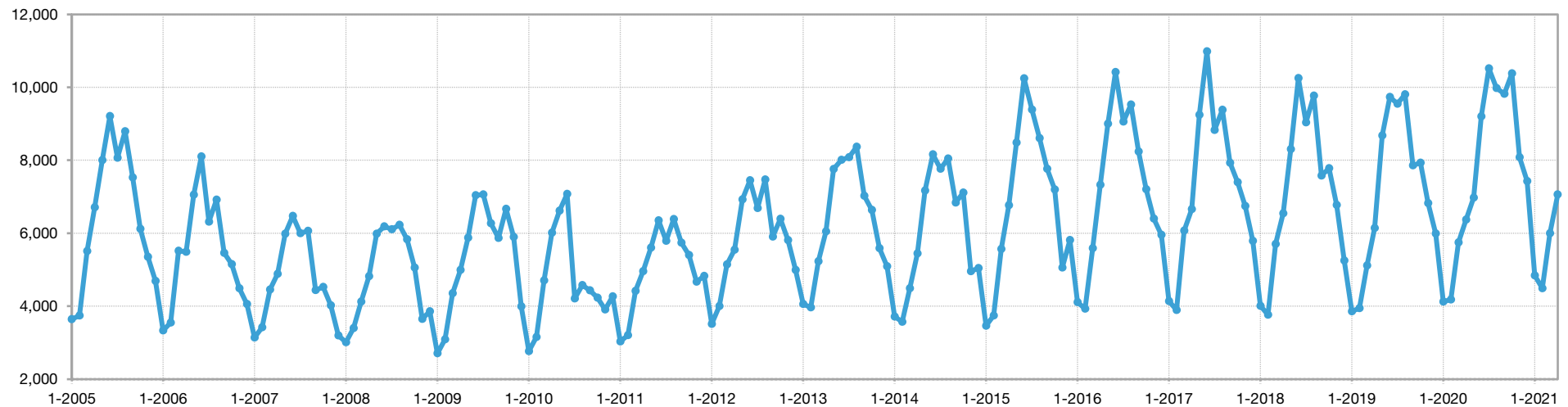


## Year to Date



	Closed Sales	Prior Year	Percent Change
May 2020	6,971	8,674	-19.6%
June 2020	9,203	9,733	-5.4%
July 2020	10,513	9,547	+10.1%
August 2020	9,975	9,801	+1.8%
September 2020	9,814	7,857	+24.9%
October 2020	10,375	7,927	+30.9%
November 2020	8,083	6,819	+18.5%
December 2020	7,429	5,988	+24.1%
January 2021	4,841	4,120	+17.5%
February 2021	4,485	4,179	+7.3%
March 2021	5,994	5,742	+4.4%
<b>April 2021</b>	<b>7,060</b>	<b>6,368</b>	<b>+10.9%</b>
12-Month Avg	7,895	7,230	+9.2%

## Historical Closed Sales by Month

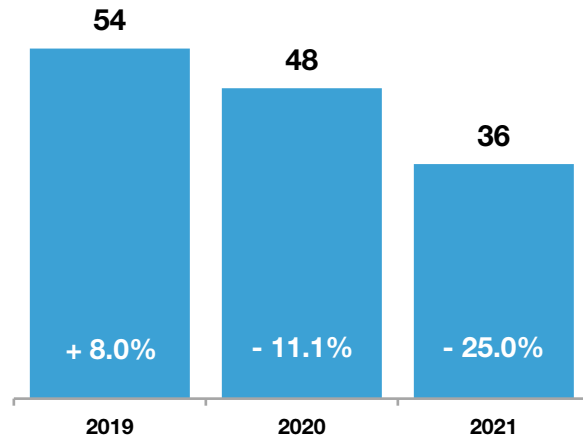


# Days on Market Until Sale

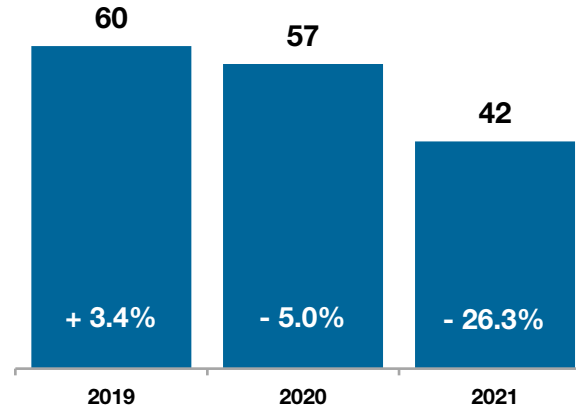


Average number of days between when a property is listed and when an offer is accepted in a given month.

## April

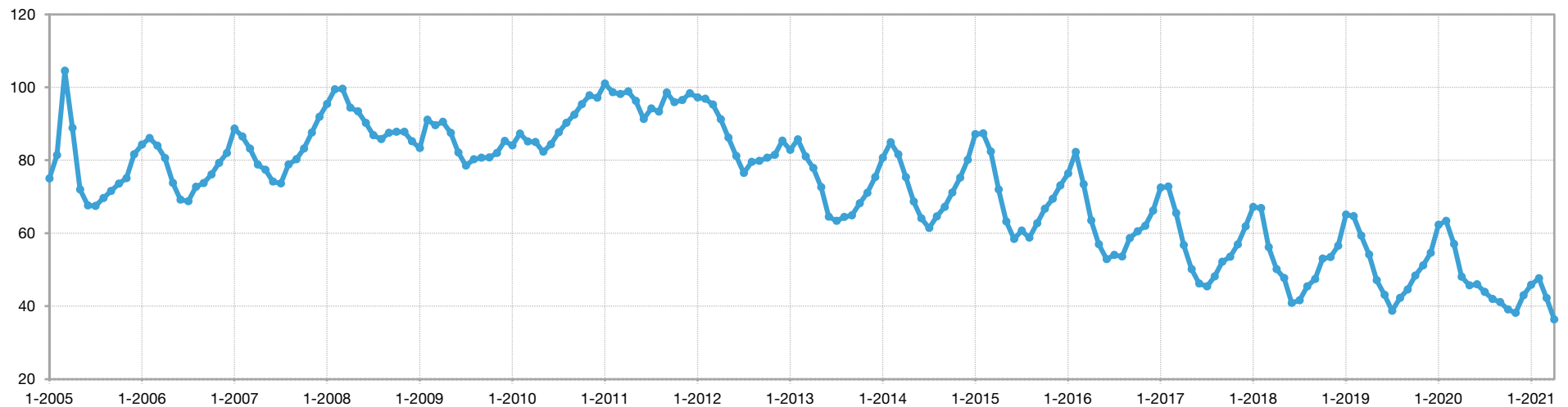


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
January 2021	46	62	-25.8%
February 2021	48	63	-23.8%
March 2021	42	57	-26.3%
<b>April 2021</b>	<b>36</b>	<b>48</b>	<b>-25.0%</b>
12-Month Avg	43	50	-14.0%

## Historical Days on Market Until Sale by Month

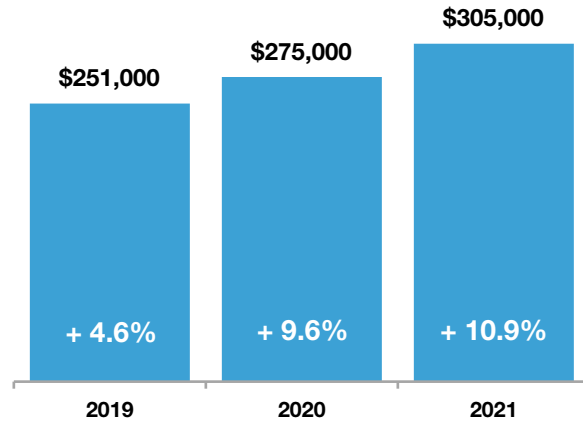


# Median Sales Price

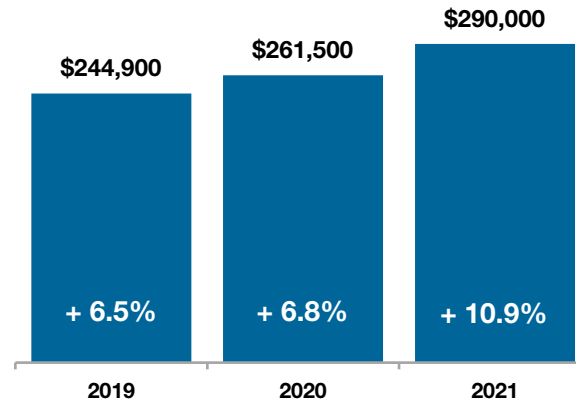
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April

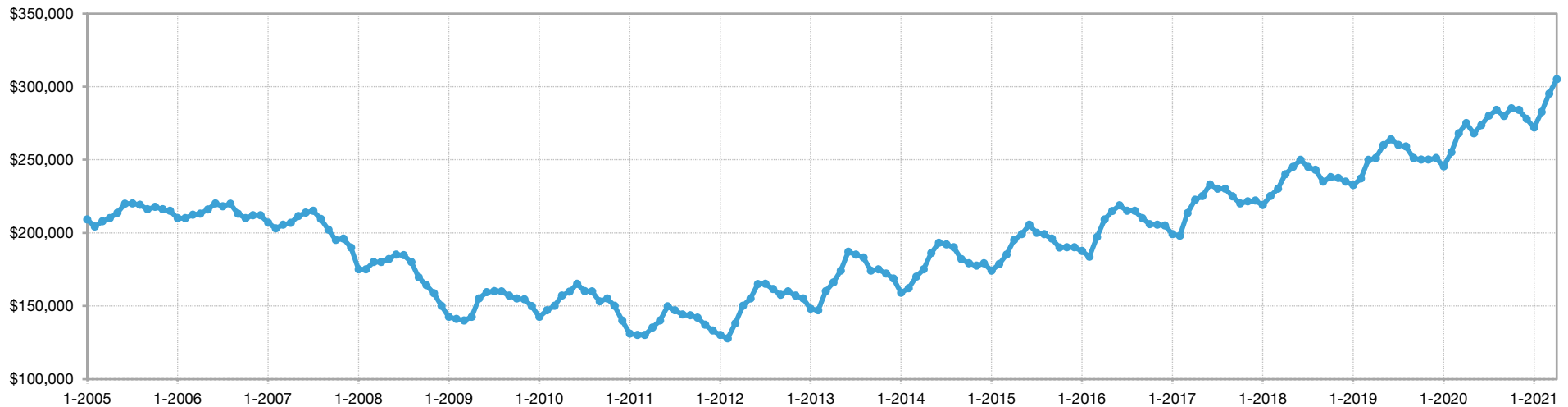


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
May 2020	\$268,000	\$259,850	+3.1%
June 2020	\$273,450	\$263,800	+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	\$277,825	\$251,000	+10.7%
January 2021	\$272,000	\$245,325	+10.9%
February 2021	\$282,500	\$255,000	+10.8%
March 2021	\$295,000	\$267,900	+10.1%
<b>April 2021</b>	<b>\$305,000</b>	<b>\$275,000</b>	<b>+10.9%</b>
12-Month Avg	\$282,223	\$257,323	+9.7%

## Historical Median Sales Price by Month



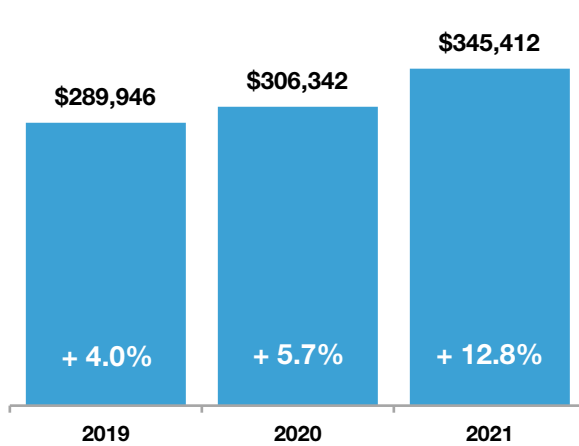


# Average Sales Price

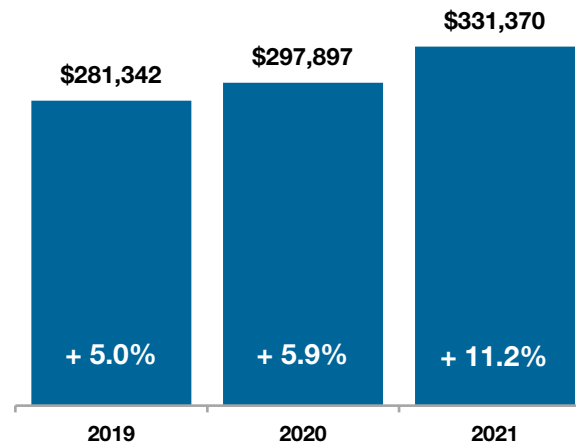
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

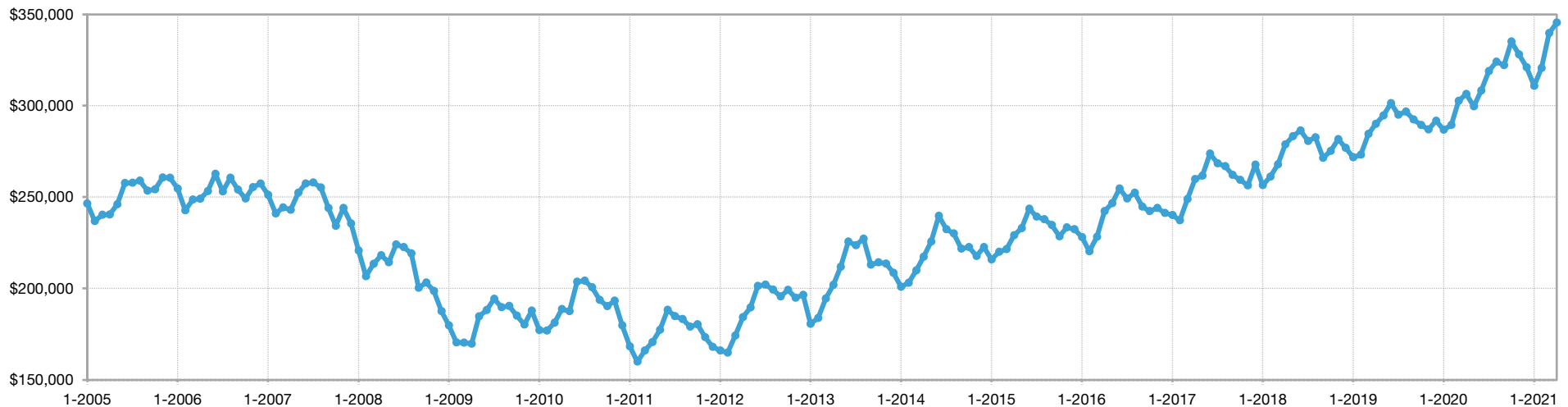


## Year to Date



	Average Sales Price	Prior Year	Percent Change
May 2020	\$299,637	\$294,567	+1.7%
June 2020	\$308,287	\$301,260	+2.3%
July 2020	\$318,817	\$294,962	+8.1%
August 2020	\$323,991	\$296,708	+9.2%
September 2020	\$322,083	\$292,427	+10.1%
October 2020	\$335,091	\$289,426	+15.8%
November 2020	\$328,008	\$286,894	+14.3%
December 2020	\$321,047	\$291,760	+10.0%
January 2021	\$310,784	\$286,795	+8.4%
February 2021	\$320,533	\$289,422	+10.7%
March 2021	\$339,612	\$302,656	+12.2%
<b>April 2021</b>	<b>\$345,412</b>	<b>\$306,342</b>	<b>+12.8%</b>
12-Month Avg	\$322,775	\$294,435	+9.6%

## Historical Average Sales Price by Month

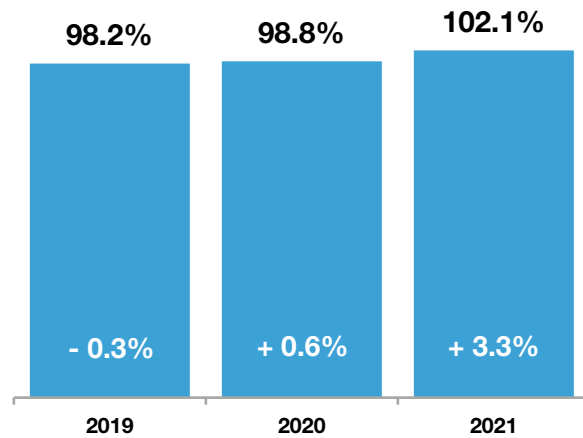


# Percent of Original List Price Received

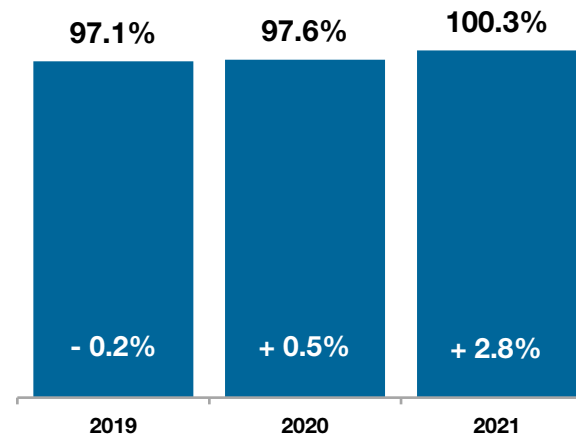


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## April

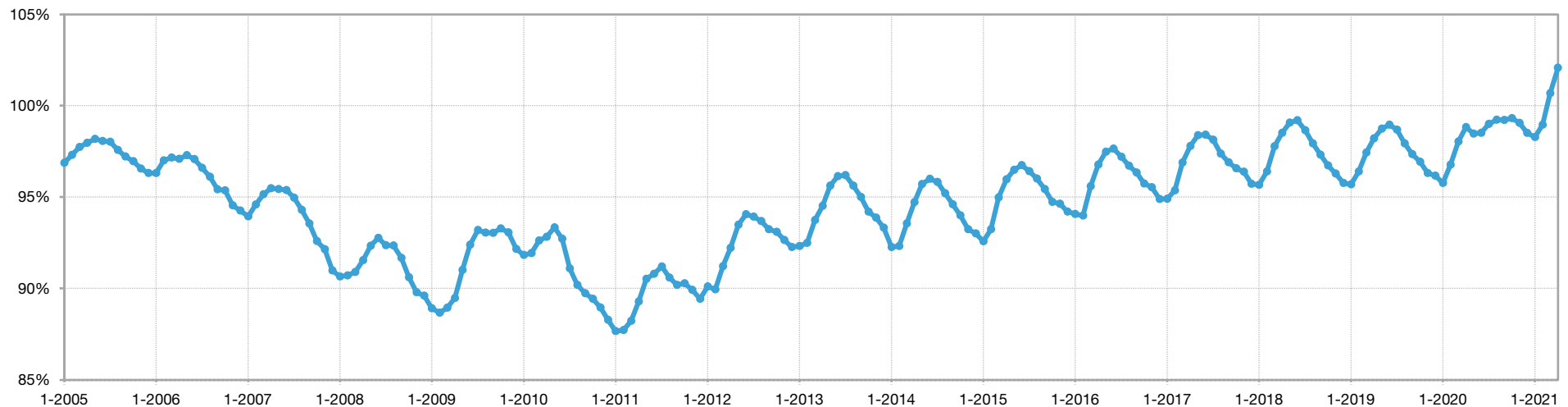


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
January 2021	98.3%	95.8%	+2.6%
February 2021	99.0%	96.8%	+2.3%
March 2021	100.7%	98.0%	+2.8%
<b>April 2021</b>	<b>102.1%</b>	<b>98.8%</b>	<b>+3.3%</b>
12-Month Avg	99.3%	97.5%	+1.8%

## Historical Percent of Original List Price Received by Month

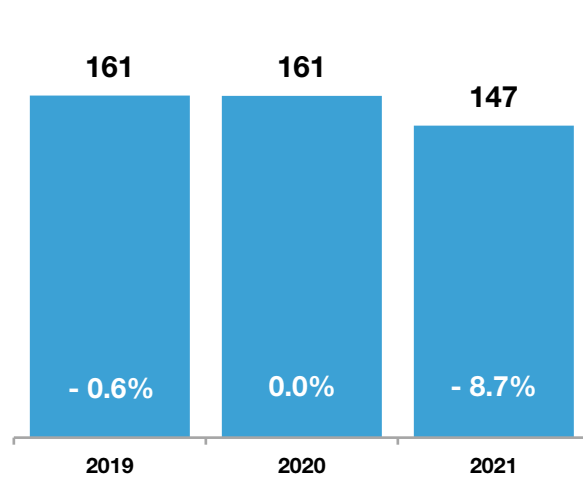


# Housing Affordability Index

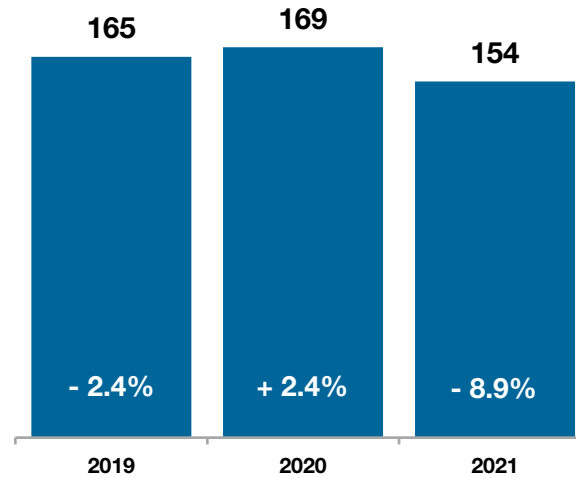


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April



## Year to Date



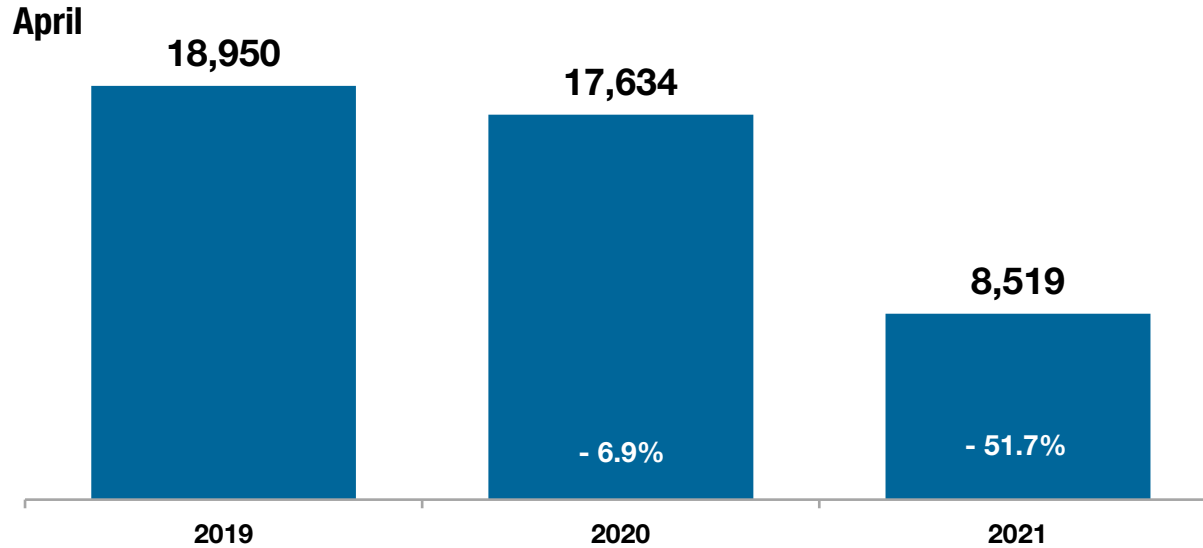
	Affordability Index	Prior Year	Percent Change
May 2020	164	156	+5.1%
June 2020	164	153	+7.2%
July 2020	162	159	+1.9%
August 2020	161	167	-3.6%
September 2020	163	170	-4.1%
October 2020	162	173	-6.4%
November 2020	163	169	-3.6%
December 2020	167	168	-0.6%
January 2021	169	176	-4.0%
February 2021	155	171	-9.4%
March 2021	148	157	-5.7%
<b>April 2021</b>	<b>147</b>	<b>161</b>	<b>-8.7%</b>
12-Month Avg	160	165	-3.0%

## Historical Housing Affordability Index by Month



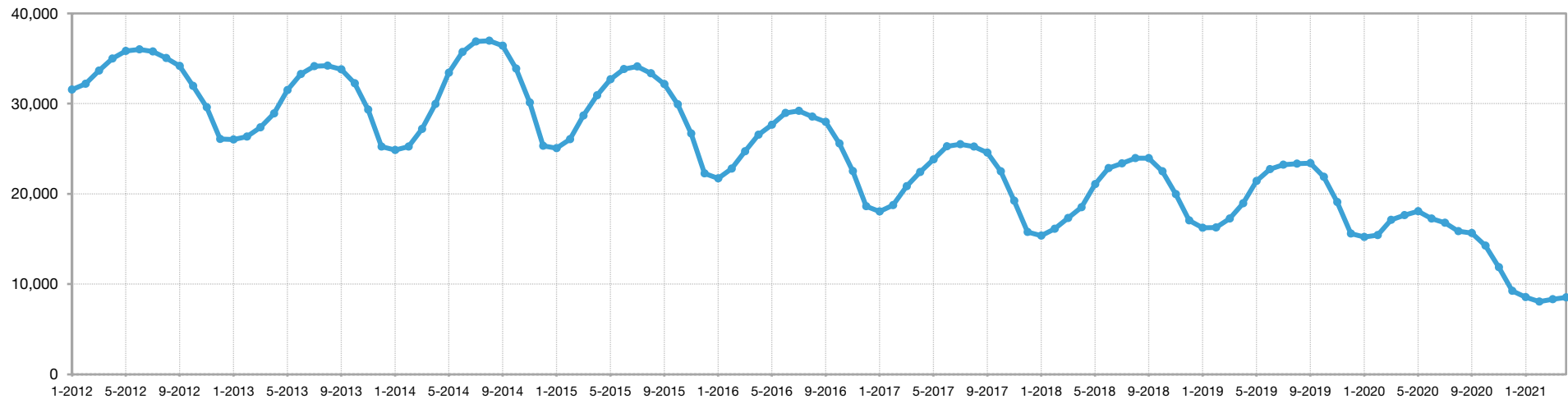
# Inventory of Homes for Sale

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



Homes for Sale		Prior Year	Percent Change
May 2020	18,064	21,418	-15.7%
June 2020	17,269	22,742	-24.1%
July 2020	16,789	23,236	-27.7%
August 2020	15,870	23,338	-32.0%
September 2020	15,668	23,394	-33.0%
October 2020	14,259	21,897	-34.9%
November 2020	11,881	19,100	-37.8%
December 2020	9,245	15,588	-40.7%
January 2021	8,550	15,218	-43.8%
February 2021	8,066	15,423	-47.7%
March 2021	8,317	17,128	-51.4%
<b>April 2021</b>	<b>8,519</b>	<b>17,634</b>	<b>-51.7%</b>

## Historical Inventory of Homes for Sale by Month



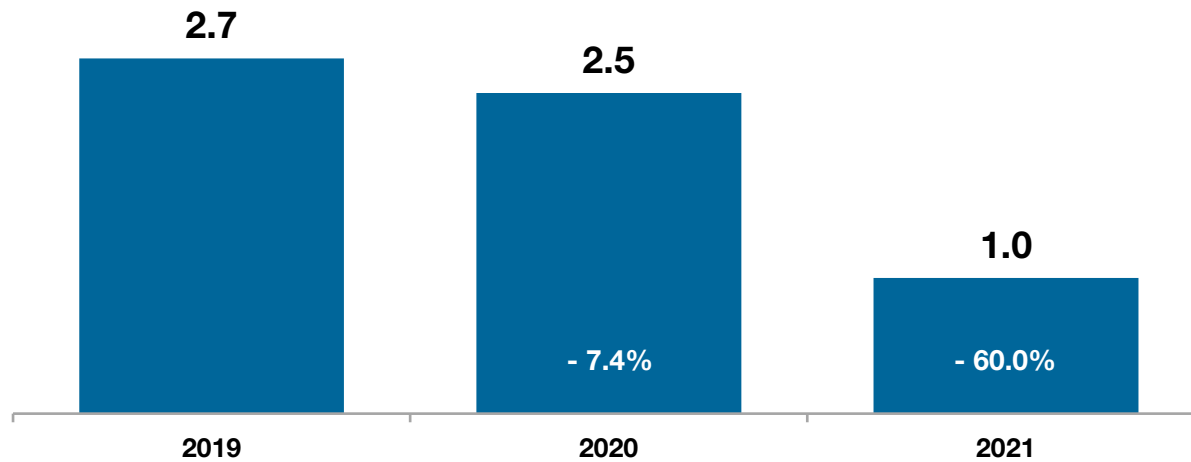
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

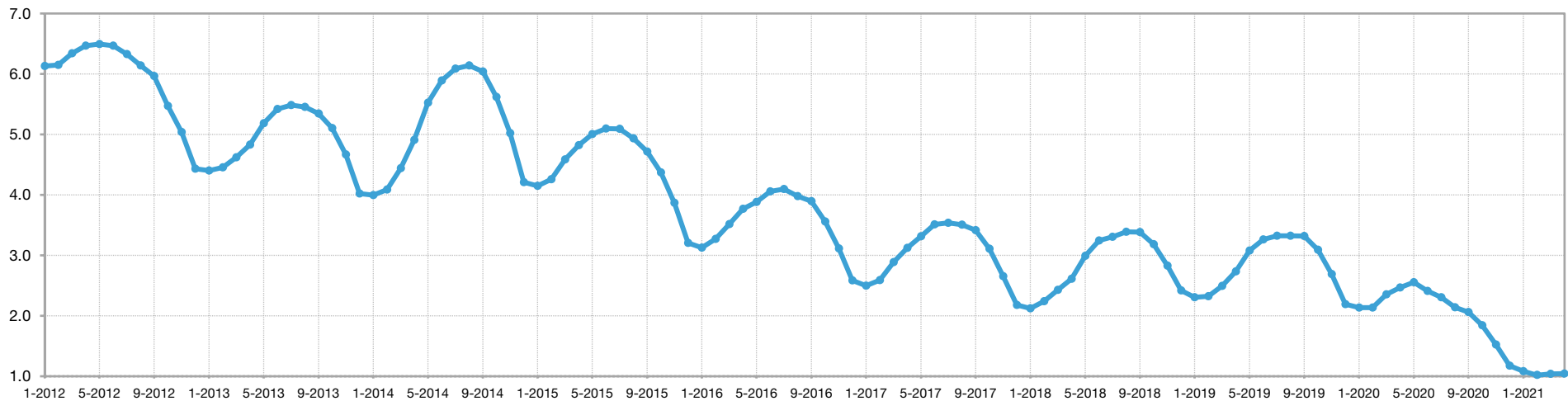


## April



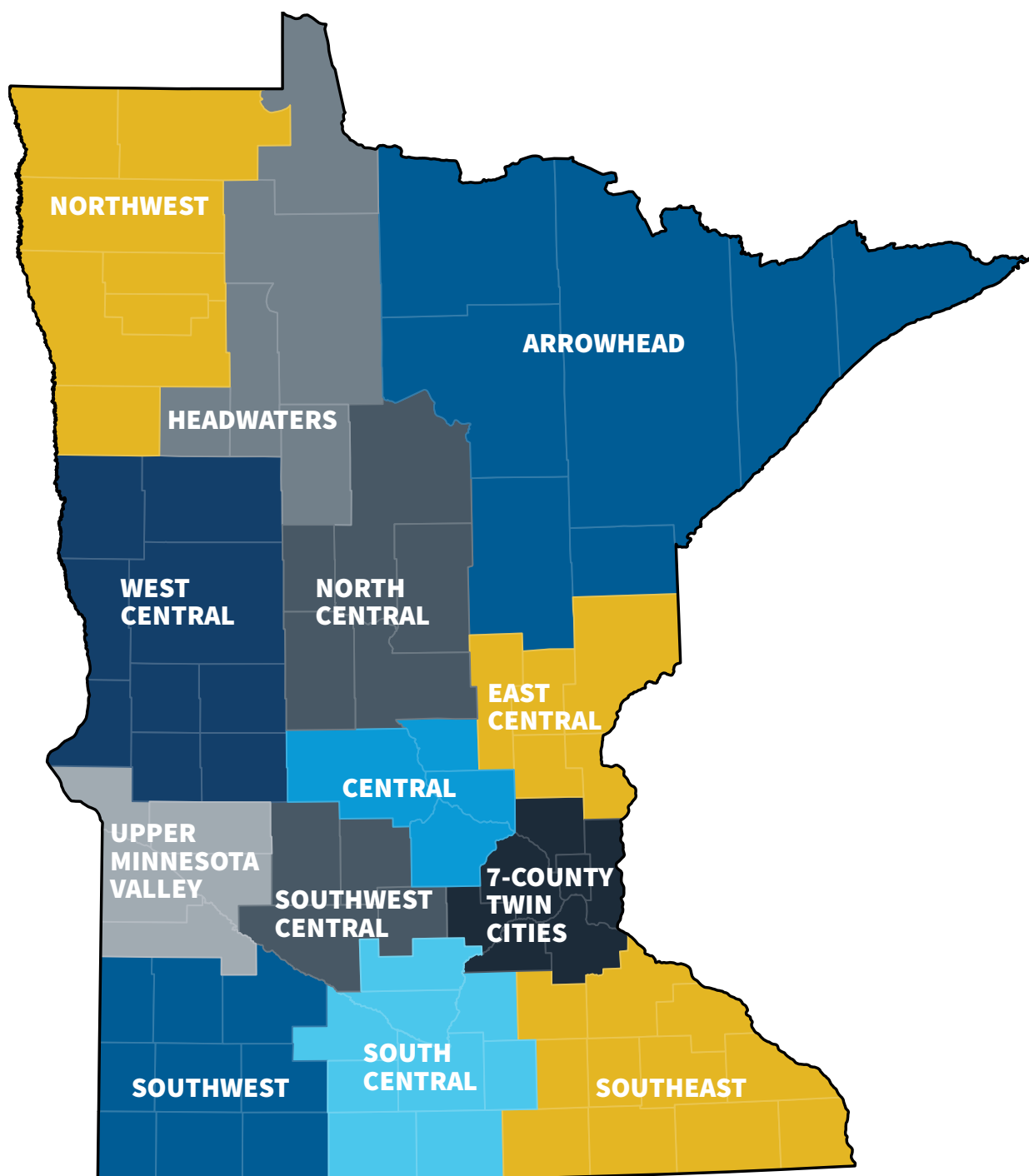
Months Supply		Prior Year	Percent Change
May 2020	2.6	3.1	-16.1%
June 2020	2.4	3.3	-27.3%
July 2020	2.3	3.3	-30.3%
August 2020	2.1	3.3	-36.4%
September 2020	2.1	3.3	-36.4%
October 2020	1.8	3.1	-41.9%
November 2020	1.5	2.7	-44.4%
December 2020	1.2	2.2	-45.5%
January 2021	1.1	2.1	-47.6%
February 2021	1.0	2.1	-52.4%
March 2021	1.0	2.4	-58.3%
<b>April 2021</b>	<b>1.0</b>	<b>2.5</b>	<b>-60.0%</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



# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

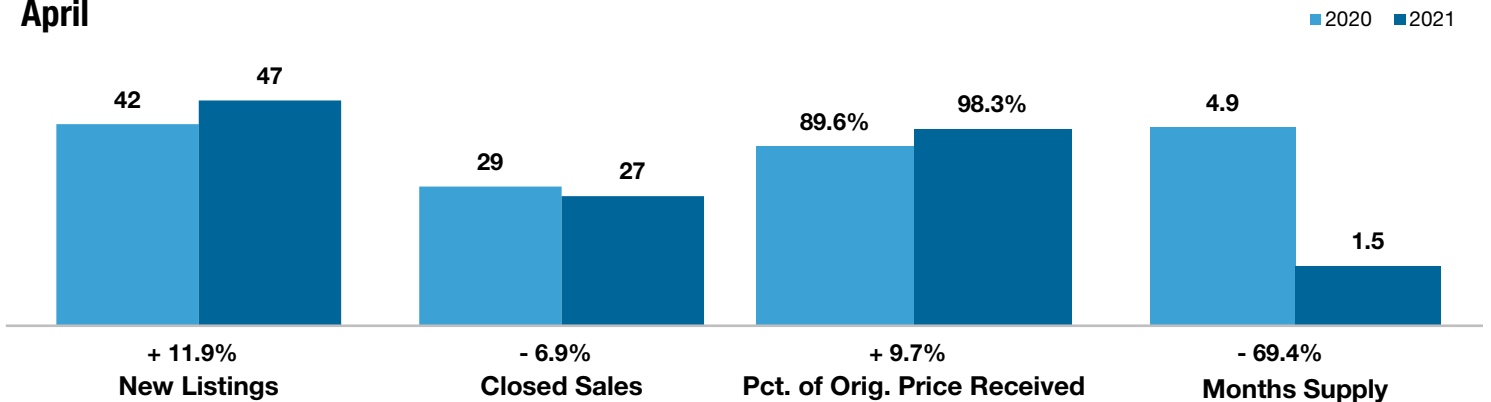


## 1 – Northwest Region

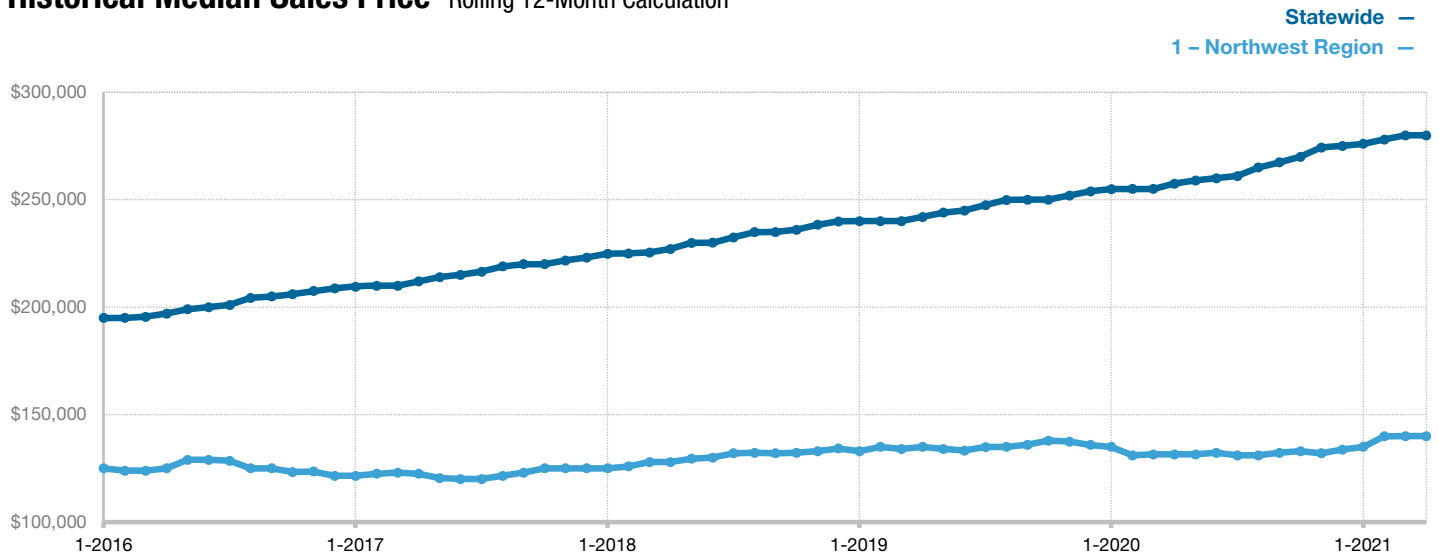
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	42	47	+ 11.9%	161	137	- 14.9%
Pending Sales	34	59	+ 73.5%	136	164	+ 20.6%
Closed Sales	29	27	- 6.9%	106	145	+ 36.8%
Median Sales Price*	\$147,500	\$158,900	+ 7.7%	\$116,000	\$142,500	+ 22.8%
Percent of Original List Price Received*	89.6%	98.3%	+ 9.7%	90.9%	94.6%	+ 4.1%
Days on Market Until Sale	132	50	- 62.1%	101	72	- 28.7%
Months Supply of Inventory	4.9	1.5	- 69.4%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

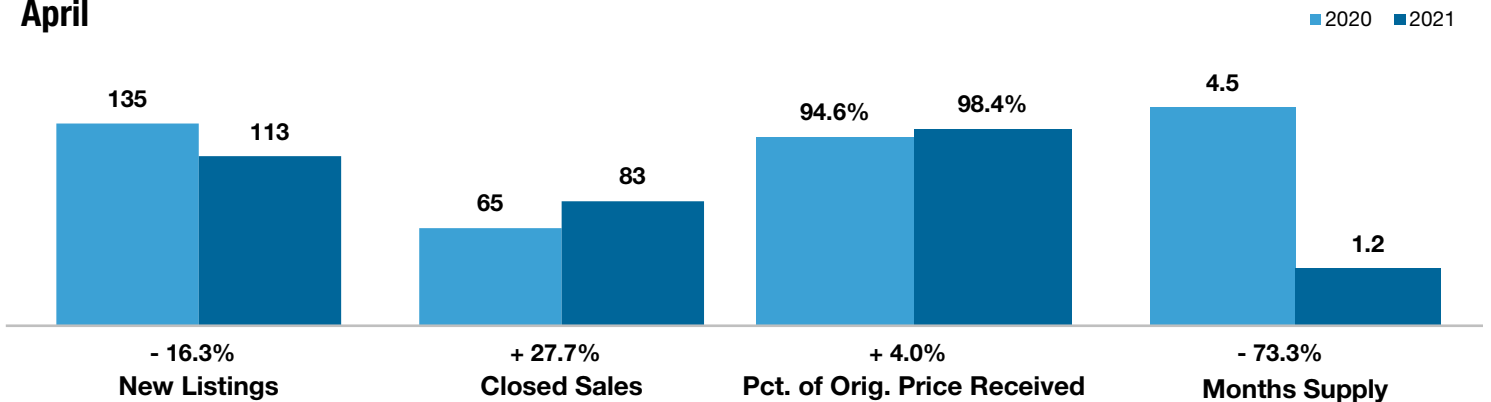


## 2 – Headwaters Region

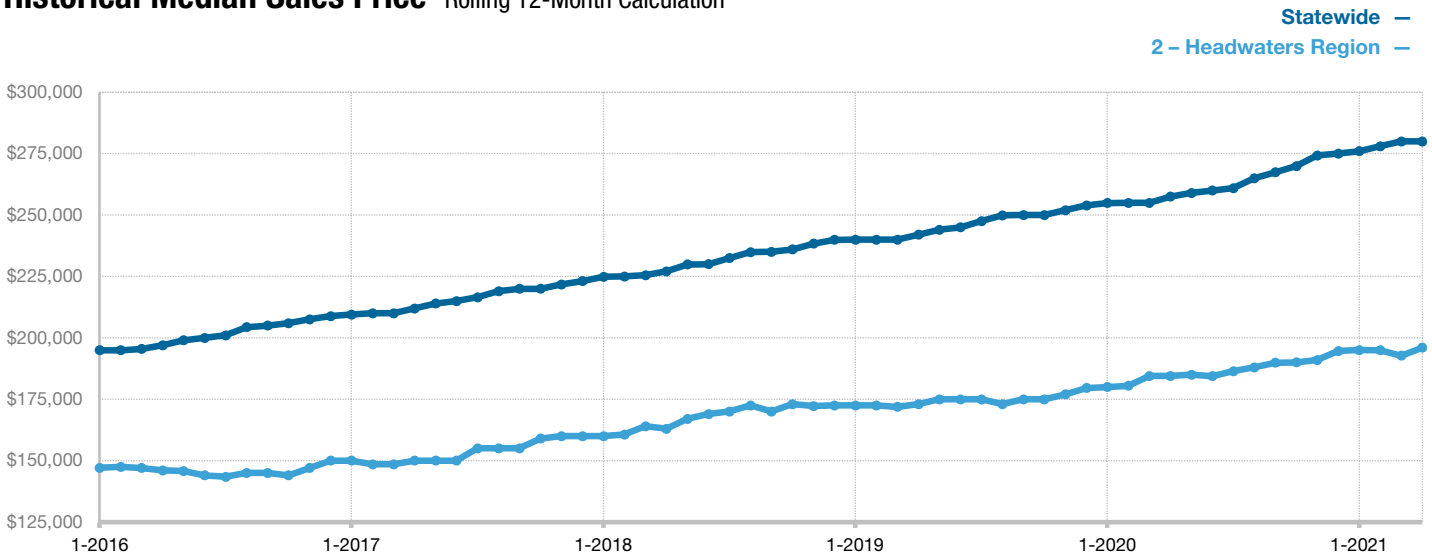
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	135	<b>113</b>	- 16.3%	430	<b>337</b>	- 21.6%
Pending Sales	92	<b>88</b>	- 4.3%	265	<b>316</b>	+ 19.2%
Closed Sales	65	<b>83</b>	+ 27.7%	183	<b>267</b>	+ 45.9%
Median Sales Price*	\$180,000	<b>\$229,000</b>	+ 27.2%	\$186,650	<b>\$194,900</b>	+ 4.4%
Percent of Original List Price Received*	94.6%	<b>98.4%</b>	+ 4.0%	94.6%	<b>96.1%</b>	+ 1.6%
Days on Market Until Sale	95	<b>62</b>	- 34.7%	84	<b>68</b>	- 19.0%
Months Supply of Inventory	4.5	<b>1.2</b>	- 73.3%	--	--	--

\* 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.

### April



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





# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

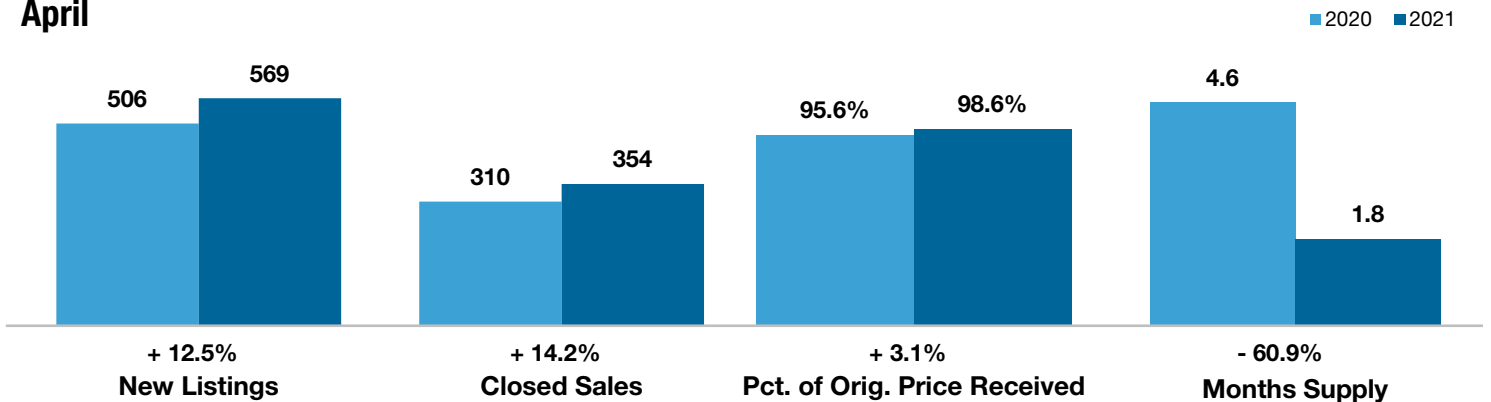


## 3 – Arrowhead Region

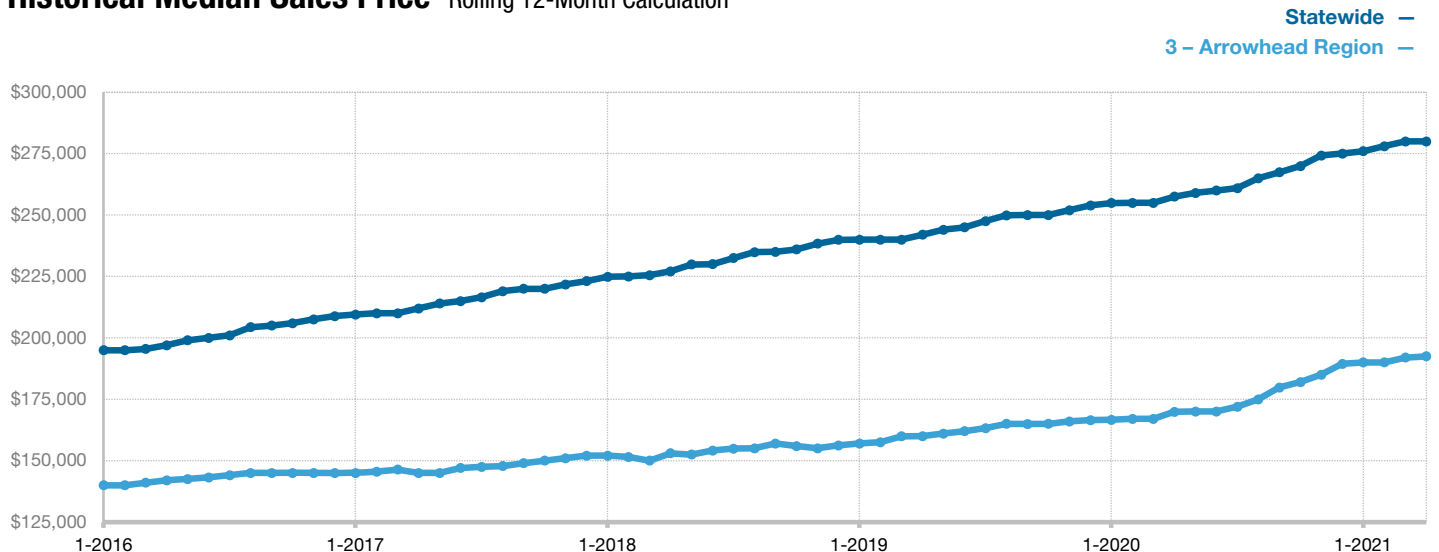
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	506	<b>569</b>	+ 12.5%	1,640	<b>1,511</b>	- 7.9%
Pending Sales	358	<b>431</b>	+ 20.4%	1,222	<b>1,347</b>	+ 10.2%
Closed Sales	310	<b>354</b>	+ 14.2%	980	<b>1,118</b>	+ 14.1%
Median Sales Price*	\$182,000	<b>\$195,000</b>	+ 7.1%	\$165,000	<b>\$187,500</b>	+ 13.6%
Percent of Original List Price Received*	95.6%	<b>98.6%</b>	+ 3.1%	93.5%	<b>96.4%</b>	+ 3.1%
Days on Market Until Sale	83	<b>82</b>	- 1.2%	93	<b>78</b>	- 16.1%
Months Supply of Inventory	4.6	<b>1.8</b>	- 60.9%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

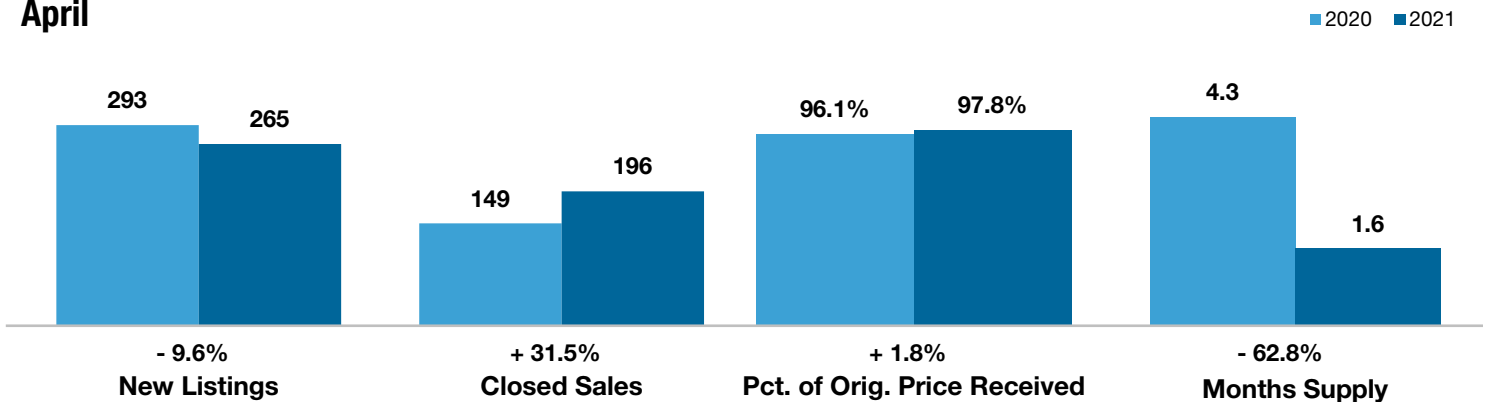


## 4 – West Central Region

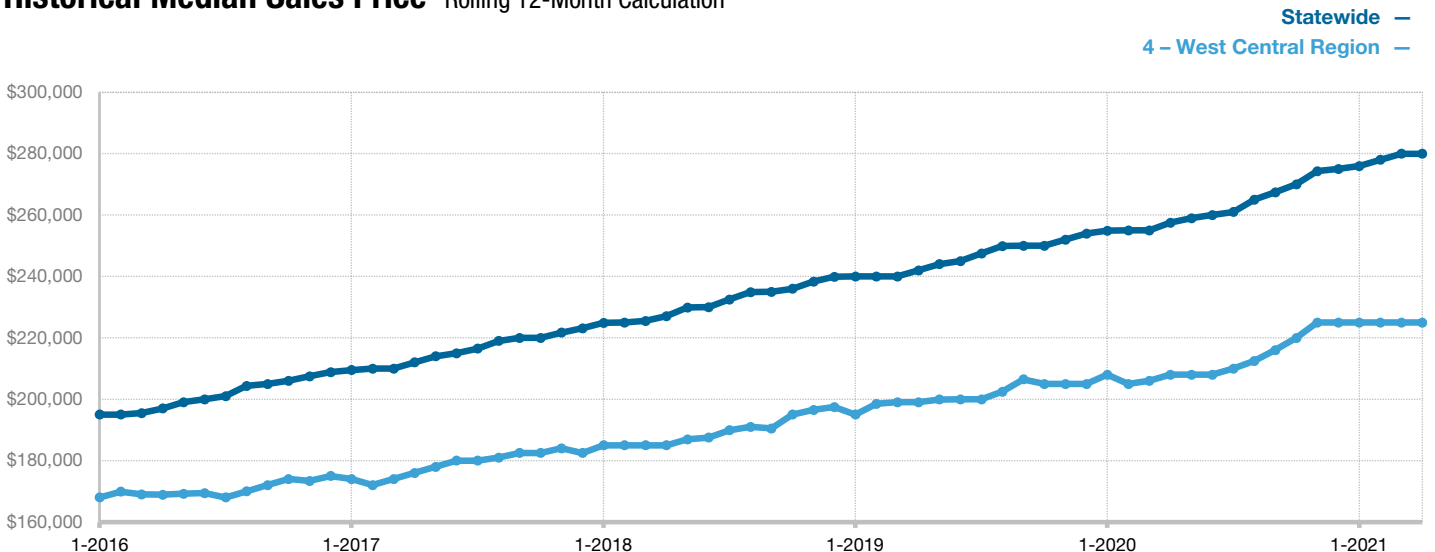
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	293	<b>265</b>	- 9.6%	993	<b>828</b>	- 16.6%
Pending Sales	203	<b>270</b>	+ 33.0%	626	<b>781</b>	+ 24.8%
Closed Sales	149	<b>196</b>	+ 31.5%	467	<b>581</b>	+ 24.4%
Median Sales Price*	\$215,000	<b>\$225,000</b>	+ 4.7%	\$196,000	<b>\$205,750</b>	+ 5.0%
Percent of Original List Price Received*	96.1%	<b>97.8%</b>	+ 1.8%	94.5%	<b>95.8%</b>	+ 1.4%
Days on Market Until Sale	72	<b>60</b>	- 16.7%	82	<b>68</b>	- 17.1%
Months Supply of Inventory	4.3	<b>1.6</b>	- 62.8%	--	--	--

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

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

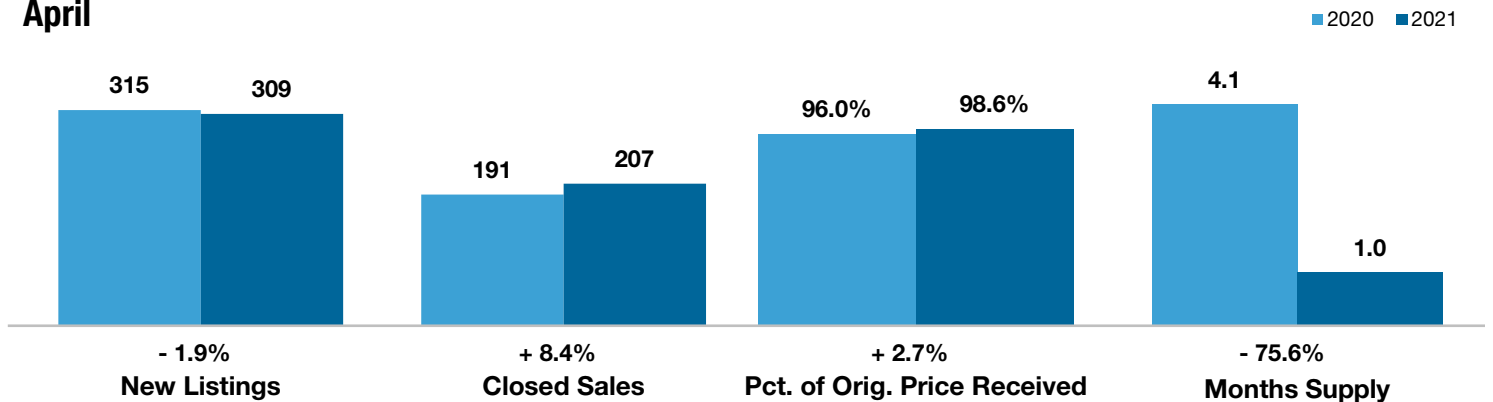


## 5 – North Central Region

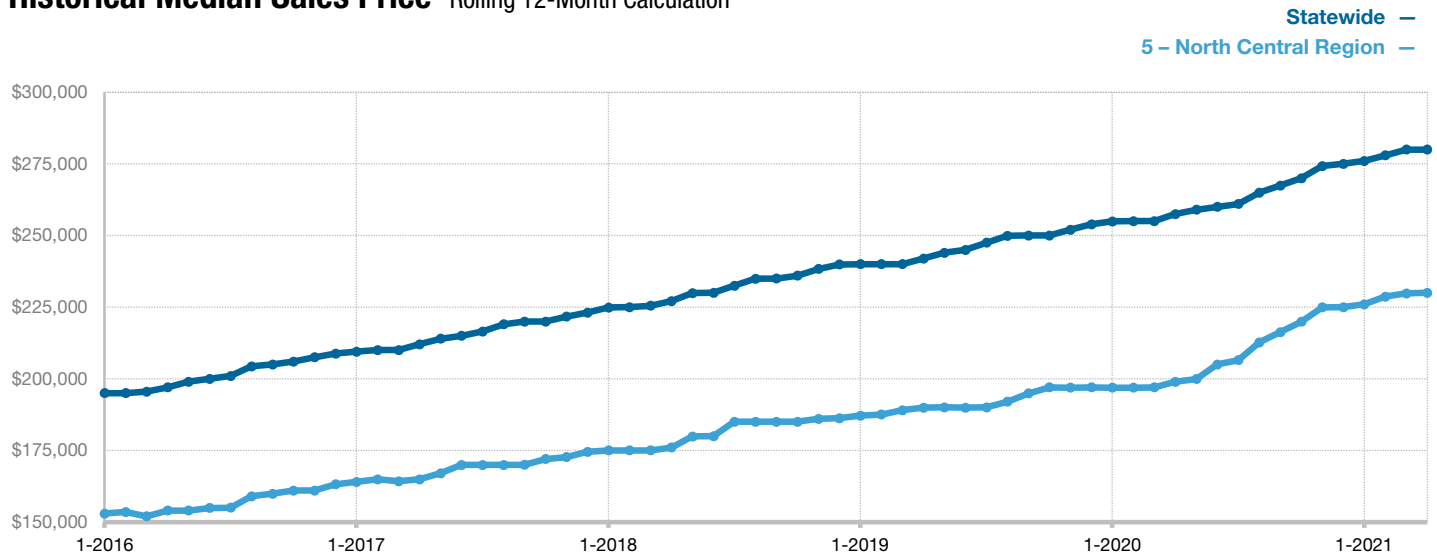
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	315	<b>309</b>	- 1.9%	1,090	<b>915</b>	- 16.1%
Pending Sales	222	<b>263</b>	+ 18.5%	744	<b>848</b>	+ 14.0%
Closed Sales	191	<b>207</b>	+ 8.4%	583	<b>692</b>	+ 18.7%
Median Sales Price*	\$205,000	<b>\$245,950</b>	+ 20.0%	\$178,500	<b>\$220,000</b>	+ 23.2%
Percent of Original List Price Received*	96.0%	<b>98.6%</b>	+ 2.7%	94.3%	<b>97.0%</b>	+ 2.9%
Days on Market Until Sale	75	<b>50</b>	- 33.3%	90	<b>57</b>	- 36.7%
Months Supply of Inventory	4.1	<b>1.0</b>	- 75.6%	--	--	--

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

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

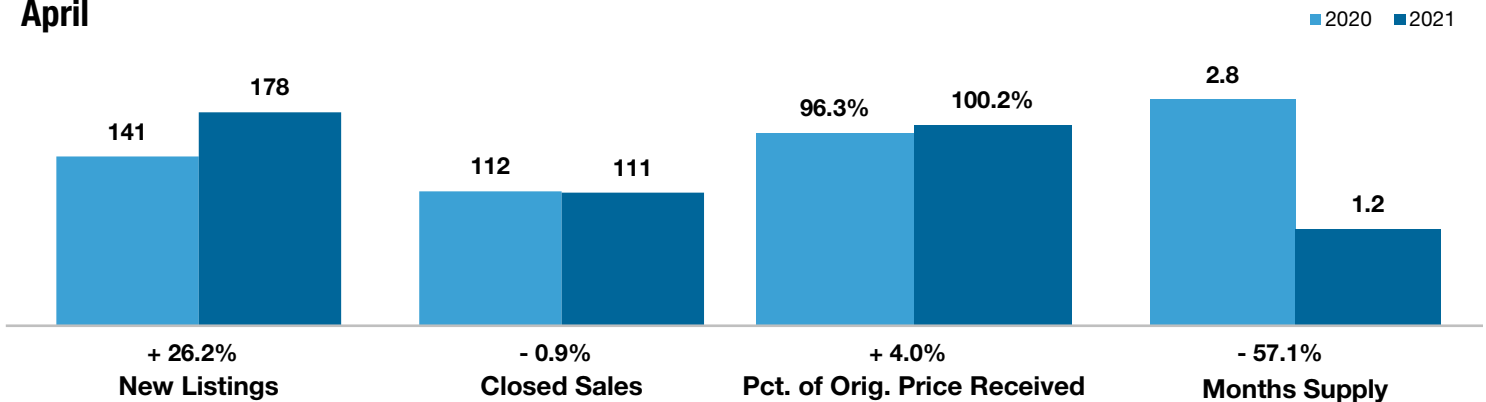


## 6E – Southwest Central Region

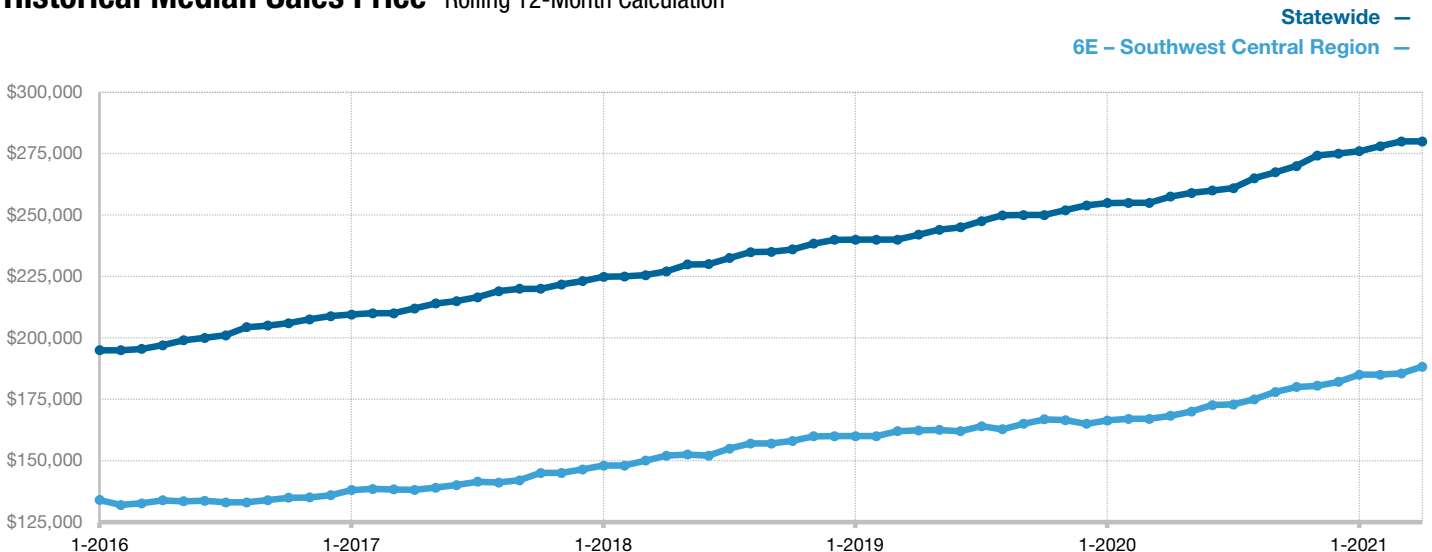
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	141	<b>178</b>	+ 26.2%	511	<b>532</b>	+ 4.1%
Pending Sales	112	<b>162</b>	+ 44.6%	440	<b>461</b>	+ 4.8%
Closed Sales	112	<b>111</b>	- 0.9%	366	<b>374</b>	+ 2.2%
Median Sales Price*	\$183,000	<b>\$215,000</b>	+ 17.5%	\$170,000	<b>\$195,000</b>	+ 14.7%
Percent of Original List Price Received*	96.3%	<b>100.2%</b>	+ 4.0%	95.6%	<b>98.3%</b>	+ 2.8%
Days on Market Until Sale	58	<b>43</b>	- 25.9%	68	<b>47</b>	- 30.9%
Months Supply of Inventory	2.8	<b>1.2</b>	- 57.1%	--	<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.

### April



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



# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

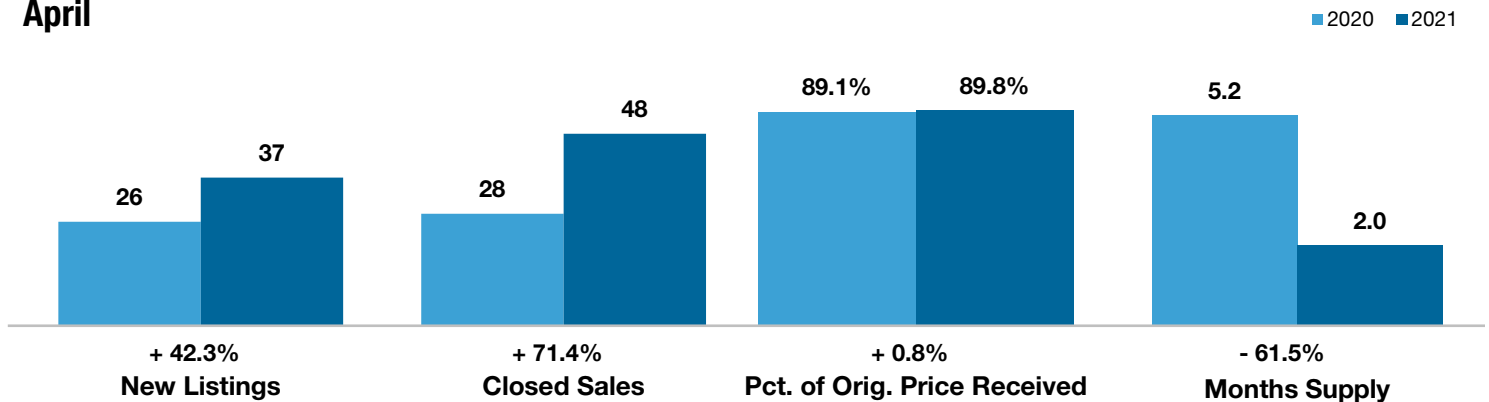


## 6W – Upper Minnesota Valley Region

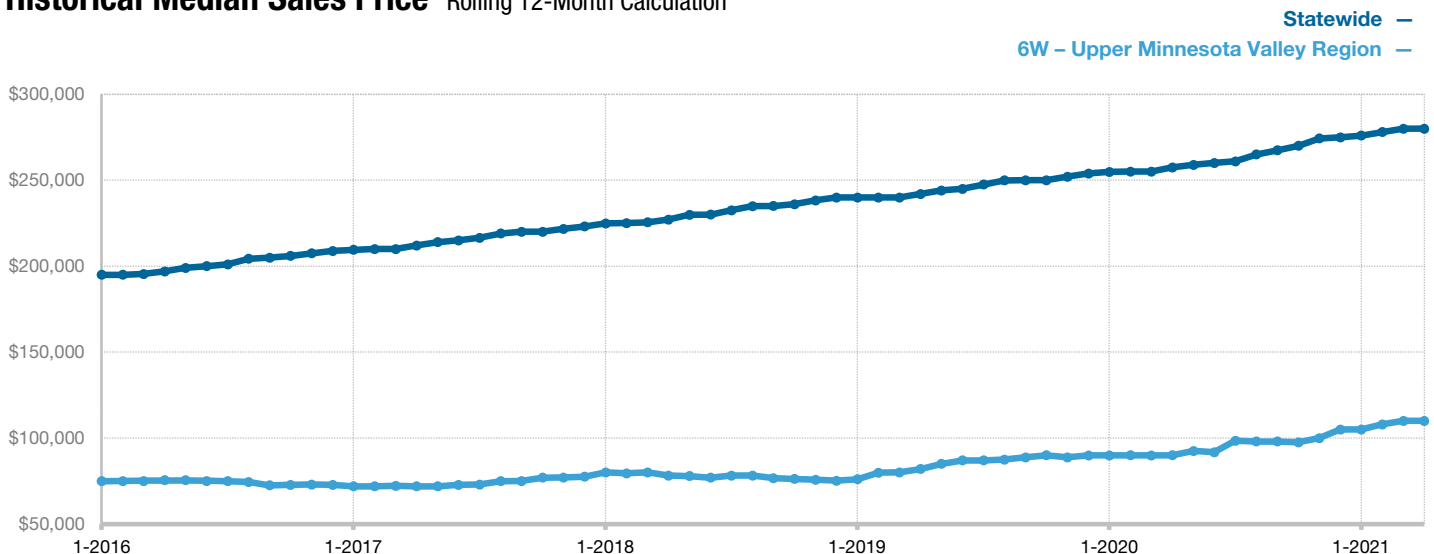
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	26	37	+ 42.3%	120	130	+ 8.3%
Pending Sales	21	40	+ 90.5%	91	140	+ 53.8%
Closed Sales	28	48	+ 71.4%	87	138	+ 58.6%
Median Sales Price*	\$116,000	\$123,000	+ 6.0%	\$89,900	\$117,500	+ 30.7%
Percent of Original List Price Received*	89.1%	89.8%	+ 0.8%	88.8%	90.1%	+ 1.5%
Days on Market Until Sale	114	112	- 1.8%	104	104	0.0%
Months Supply of Inventory	5.2	2.0	- 61.5%	--	--	--

\* 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.

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

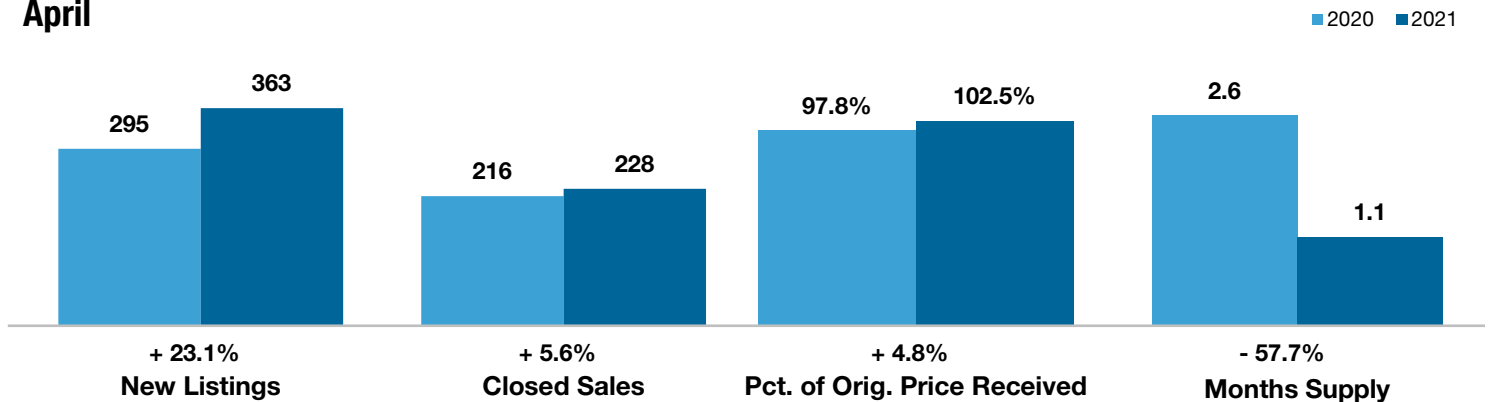


## 7E – East Central Region

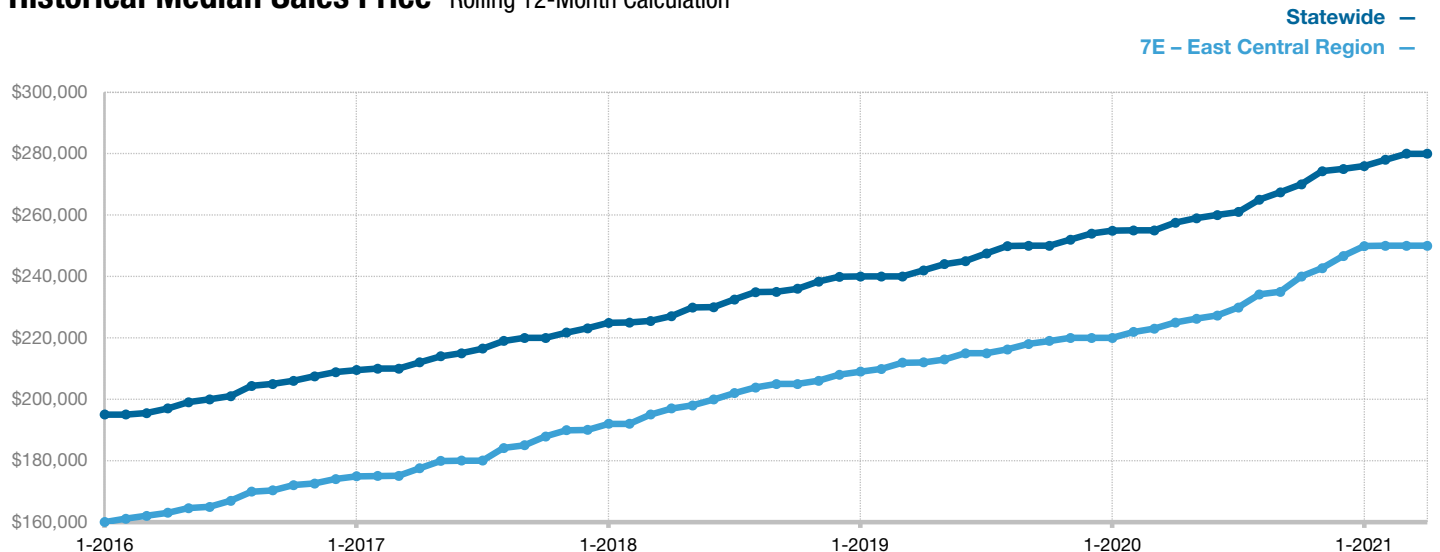
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	295	<b>363</b>	+ 23.1%	1,077	<b>1,047</b>	- 2.8%
Pending Sales	252	<b>314</b>	+ 24.6%	812	<b>922</b>	+ 13.5%
Closed Sales	216	<b>228</b>	+ 5.6%	662	<b>732</b>	+ 10.6%
Median Sales Price*	\$247,350	<b>\$270,000</b>	+ 9.2%	\$230,000	<b>\$255,000</b>	+ 10.9%
Percent of Original List Price Received*	97.8%	<b>102.5%</b>	+ 4.8%	96.8%	<b>100.6%</b>	+ 3.9%
Days on Market Until Sale	58	<b>37</b>	- 36.2%	62	<b>38</b>	- 38.7%
Months Supply of Inventory	2.6	<b>1.1</b>	- 57.7%	--	--	--

\* 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.

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

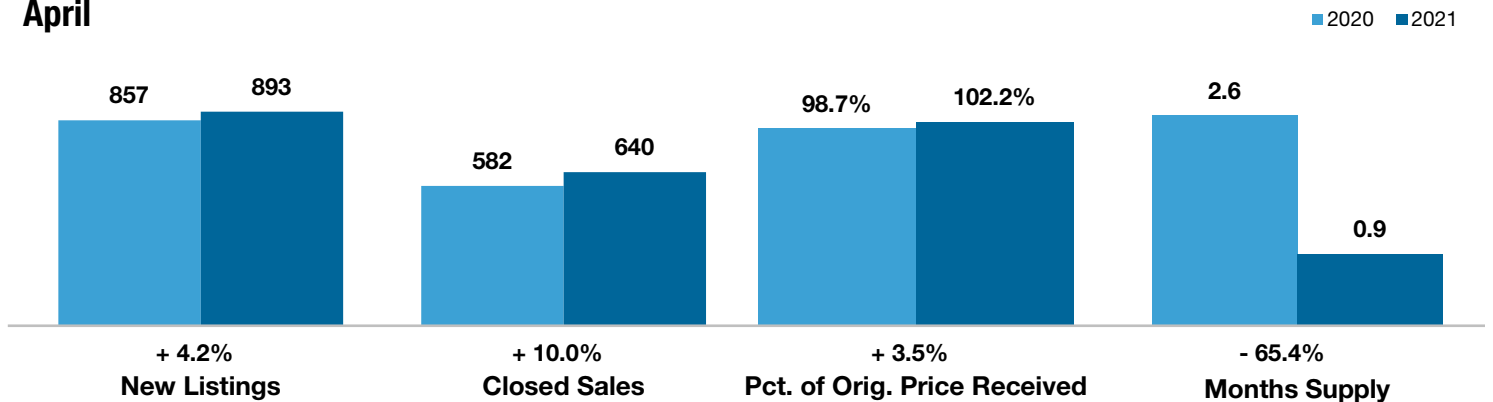


## 7W – Central Region

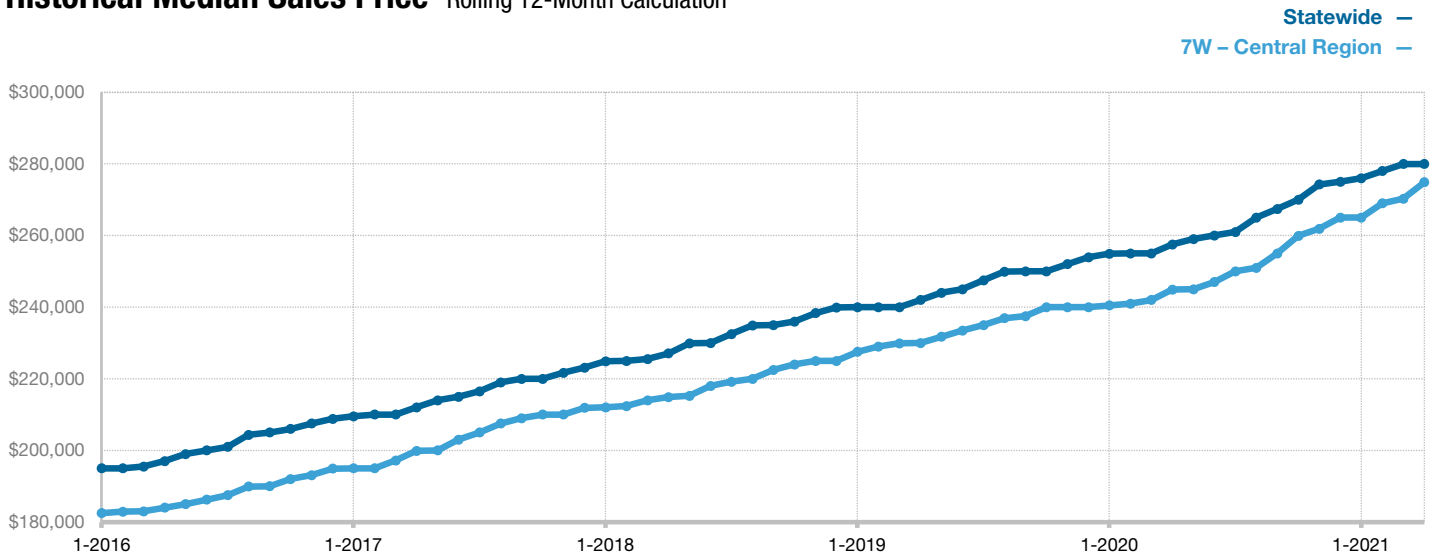
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	857	<b>893</b>	+ 4.2%	3,100	<b>2,927</b>	- 5.6%
Pending Sales	644	<b>813</b>	+ 26.2%	2,204	<b>2,565</b>	+ 16.4%
Closed Sales	582	<b>640</b>	+ 10.0%	1,715	<b>1,925</b>	+ 12.2%
Median Sales Price*	\$260,000	<b>\$295,625</b>	+ 13.7%	\$246,000	<b>\$291,100</b>	+ 18.3%
Percent of Original List Price Received*	98.7%	<b>102.2%</b>	+ 3.5%	97.7%	<b>100.7%</b>	+ 3.1%
Days on Market Until Sale	47	<b>29</b>	- 38.3%	58	<b>39</b>	- 32.8%
Months Supply of Inventory	2.6	<b>0.9</b>	- 65.4%	--	--	--

\* 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.

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

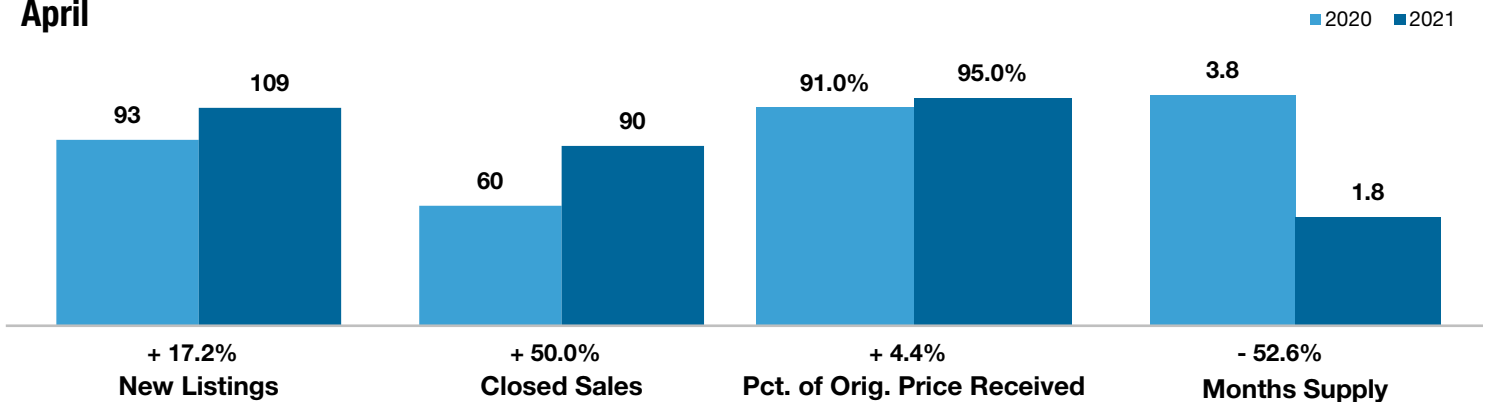


## 8 – Southwest Region

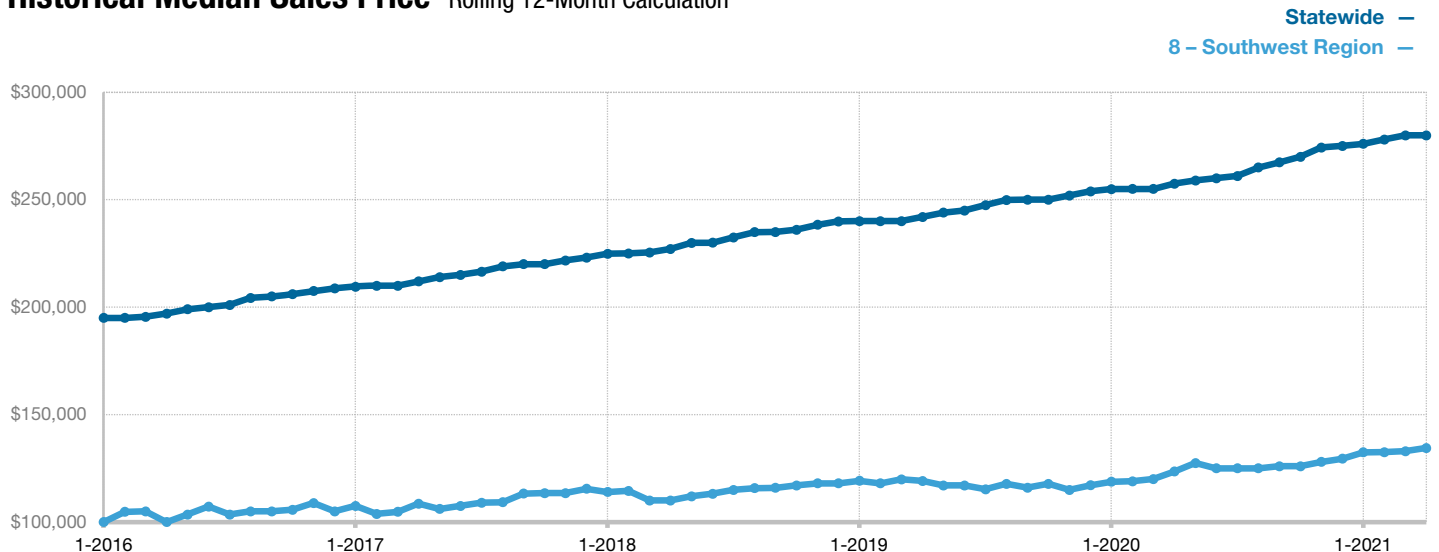
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	93	109	+ 17.2%	343	352	+ 2.6%
Pending Sales	92	110	+ 19.6%	291	366	+ 25.8%
Closed Sales	60	90	+ 50.0%	230	301	+ 30.9%
Median Sales Price*	\$126,700	\$138,750	+ 9.5%	\$120,000	\$135,000	+ 12.5%
Percent of Original List Price Received*	91.0%	95.0%	+ 4.4%	89.9%	93.6%	+ 4.1%
Days on Market Until Sale	118	76	- 35.6%	106	82	- 22.6%
Months Supply of Inventory	3.8	1.8	- 52.6%	--	--	--

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

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.



# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

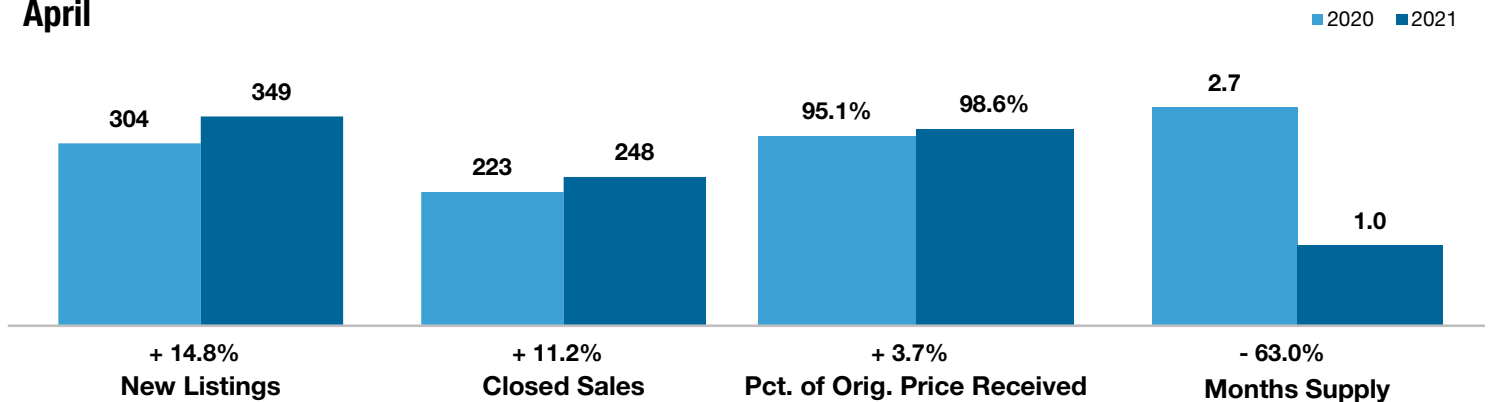


## 9 – South Central Region

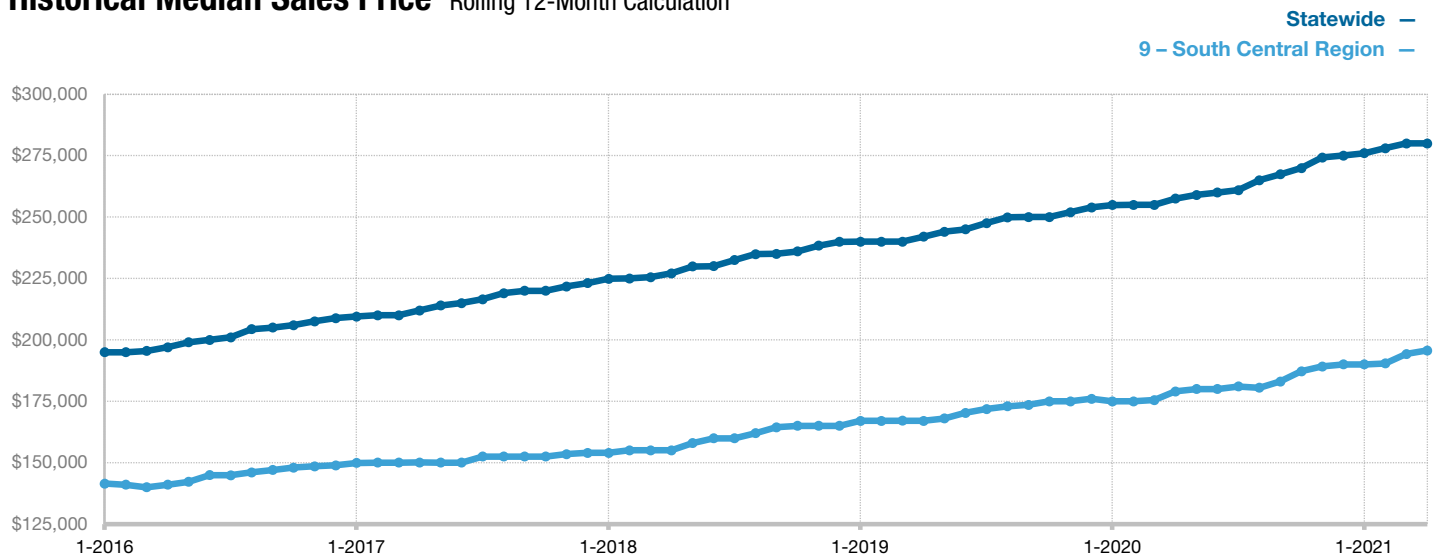
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	304	<b>349</b>	+ 14.8%	1,064	<b>1,021</b>	- 4.0%
Pending Sales	309	<b>322</b>	+ 4.2%	952	<b>975</b>	+ 2.4%
Closed Sales	223	<b>248</b>	+ 11.2%	708	<b>771</b>	+ 8.9%
Median Sales Price*	\$192,500	<b>\$212,950</b>	+ 10.6%	\$172,225	<b>\$195,000</b>	+ 13.2%
Percent of Original List Price Received*	95.1%	<b>98.6%</b>	+ 3.7%	94.5%	<b>97.1%</b>	+ 2.8%
Days on Market Until Sale	114	<b>80</b>	- 29.8%	109	<b>81</b>	- 25.7%
Months Supply of Inventory	2.7	<b>1.0</b>	- 63.0%	--	--	--

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

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

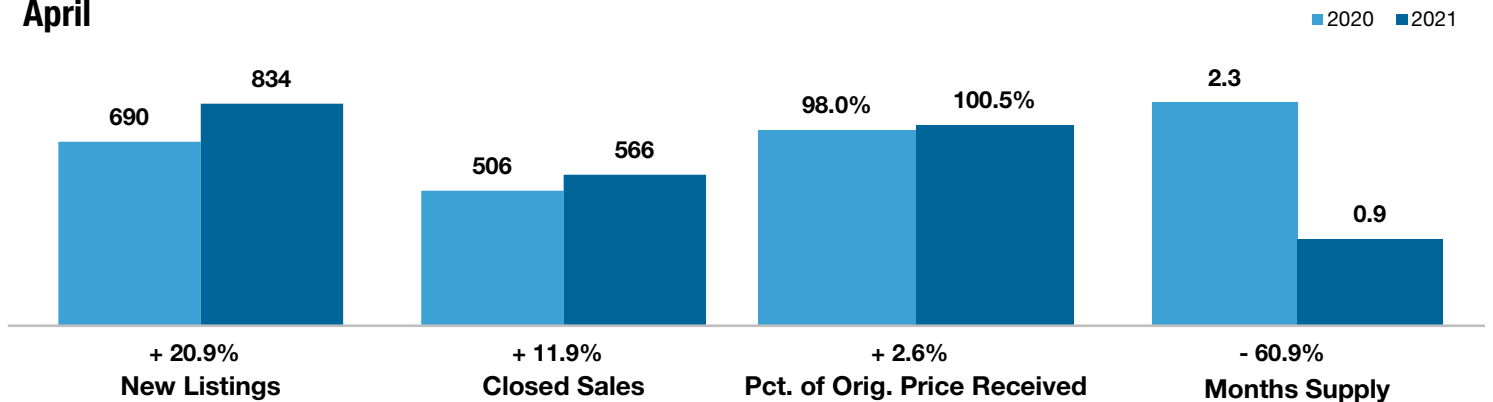


## 10 – Southeast Region

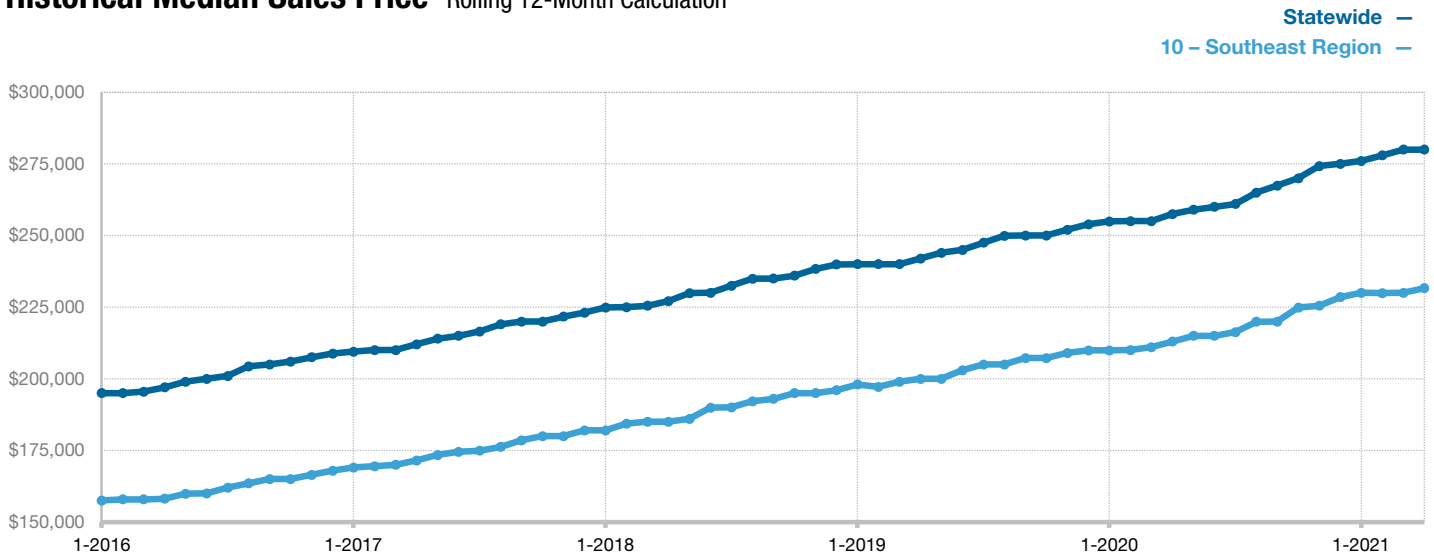
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	690	<b>834</b>	+ 20.9%	2,474	<b>2,476</b>	+ 0.1%
Pending Sales	570	<b>819</b>	+ 43.7%	2,079	<b>2,392</b>	+ 15.1%
Closed Sales	506	<b>566</b>	+ 11.9%	1,702	<b>1,743</b>	+ 2.4%
Median Sales Price*	\$220,000	<b>\$235,000</b>	+ 6.8%	\$215,000	<b>\$230,000</b>	+ 7.0%
Percent of Original List Price Received*	98.0%	<b>100.5%</b>	+ 2.6%	96.5%	<b>98.9%</b>	+ 2.5%
Days on Market Until Sale	63	<b>36</b>	- 42.9%	68	<b>45</b>	- 33.8%
Months Supply of Inventory	2.3	<b>0.9</b>	- 60.9%	--	--	--

\* 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.

### April



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



Current as of May 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

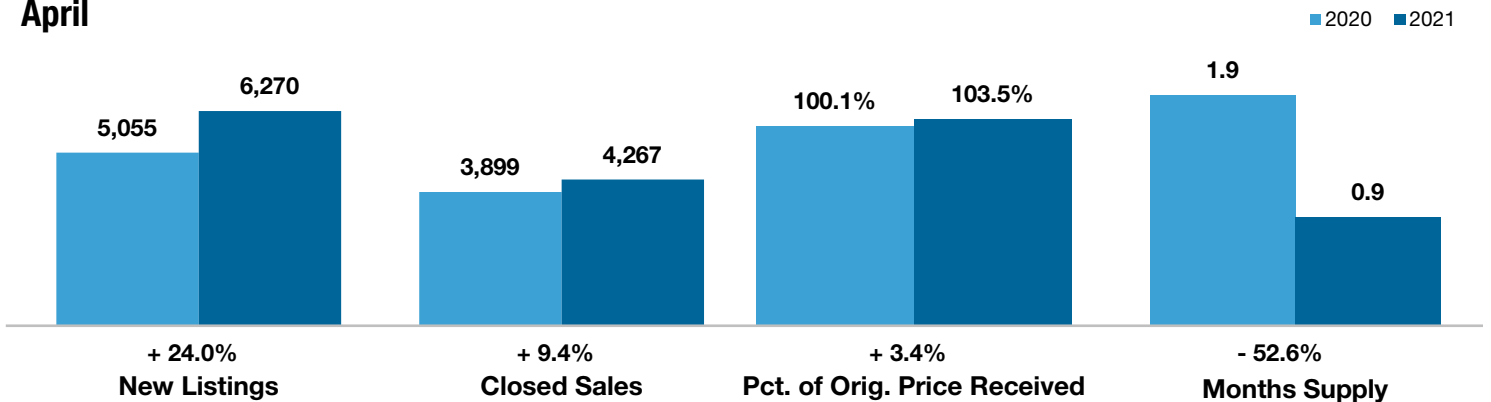


## 11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	5,055	<b>6,270</b>	+ 24.0%	19,349	<b>19,285</b>	- 0.3%
Pending Sales	3,838	<b>5,213</b>	+ 35.8%	14,595	<b>16,716</b>	+ 14.5%
Closed Sales	3,899	<b>4,267</b>	+ 9.4%	12,626	<b>13,613</b>	+ 7.8%
Median Sales Price*	\$315,000	<b>\$340,000</b>	+ 7.9%	\$299,600	<b>\$325,505</b>	+ 8.6%
Percent of Original List Price Received*	100.1%	<b>103.5%</b>	+ 3.4%	98.8%	<b>101.6%</b>	+ 2.8%
Days on Market Until Sale	34	<b>27</b>	- 20.6%	44	<b>33</b>	- 25.0%
Months Supply of Inventory	1.9	<b>0.9</b>	- 52.6%	--	<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.

### April



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

