

# Local Market Update for September 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

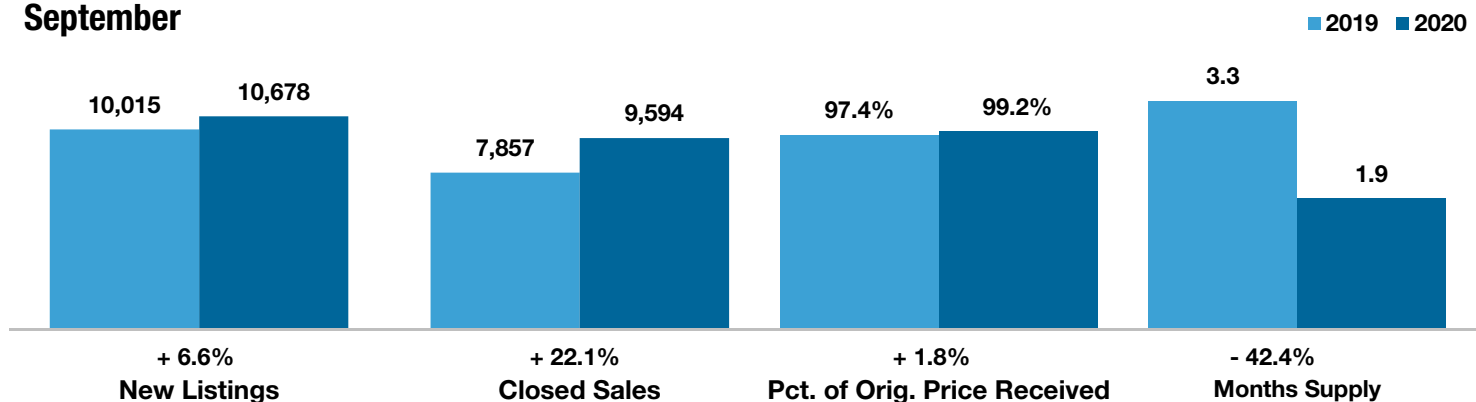


## Entire State

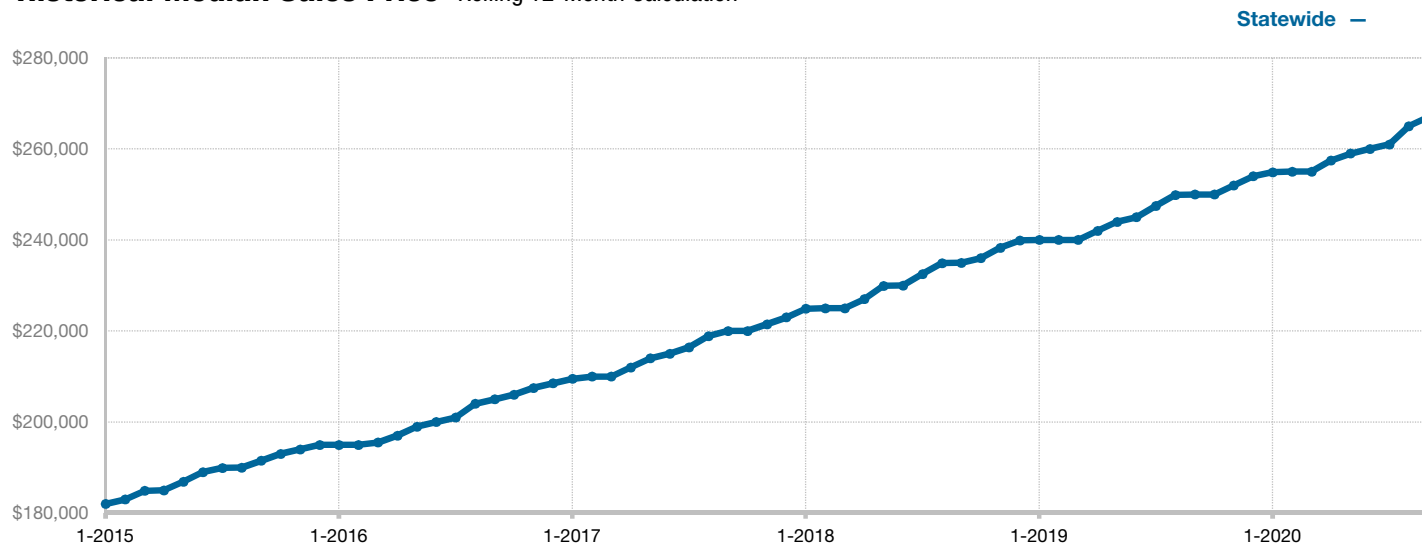
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	10,015	<b>10,678</b>	+ 6.6%	92,001	<b>87,660</b>	- 4.7%
Pending Sales	7,291	<b>9,311</b>	+ 27.7%	68,193	<b>73,730</b>	+ 8.1%
Closed Sales	7,857	<b>9,594</b>	+ 22.1%	64,651	<b>66,526</b>	+ 2.9%
Median Sales Price*	\$251,000	<b>\$279,900</b>	+ 11.5%	\$255,000	<b>\$272,500</b>	+ 6.9%
Percent of Original List Price Received*	97.4%	<b>99.2%</b>	+ 1.8%	98.0%	<b>98.5%</b>	+ 0.5%
Days on Market Until Sale	45	<b>41</b>	- 8.9%	48	<b>47</b>	- 2.1%
Months Supply of Inventory	3.3	<b>1.9</b>	- 42.4%	--	--	--

\* 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.

## September



## Historical Median Sales Price Rolling 12-Month Calculation



# Monthly Indicators



## September 2020

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

## Activity Snapshot

**+ 22.1%**    **+ 11.5%**    **+ 6.6%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in New Listings
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Activity Overview	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	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		10,015	10,678	+ 6.6%	92,001	87,660	- 4.7%
Pending Sales		7,291	9,311	+ 27.7%	68,193	73,730	+ 8.1%
Closed Sales		7,857	9,594	+ 22.1%	64,651	66,526	+ 2.9%
Days on Market		45	41	- 8.9%	48	47	- 2.1%
Median Sales Price		\$251,000	\$279,900	+ 11.5%	\$255,000	\$272,500	+ 6.9%
Avg. Sales Price		\$292,426	\$322,085	+ 10.1%	\$291,805	\$310,140	+ 6.3%
Pct. of Orig. Price Received		97.4%	99.2%	+ 1.8%	98.0%	98.5%	+ 0.5%
Affordability Index		170	163	- 4.1%	167	168	+ 0.6%
Homes for Sale*		23,385	14,630	- 37.4%	--	--	--
Months Supply*		3.3	1.9	- 42.4%	--	--	--

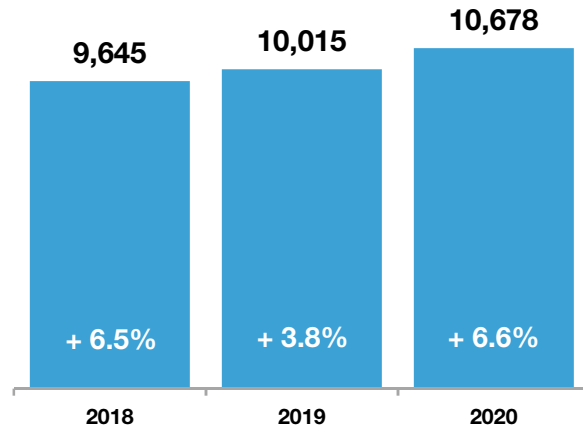
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

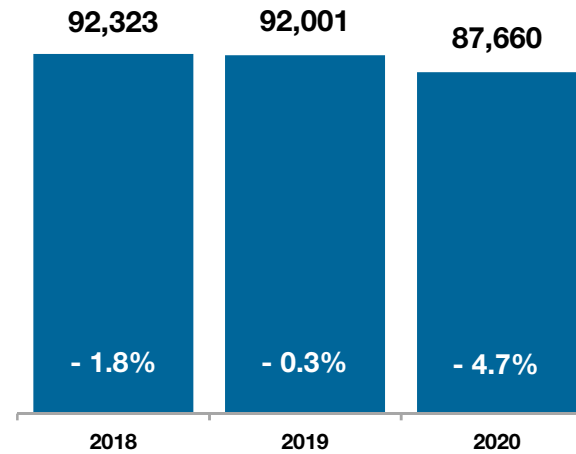
A count of the properties that have been newly listed on the market in a given month.



## September

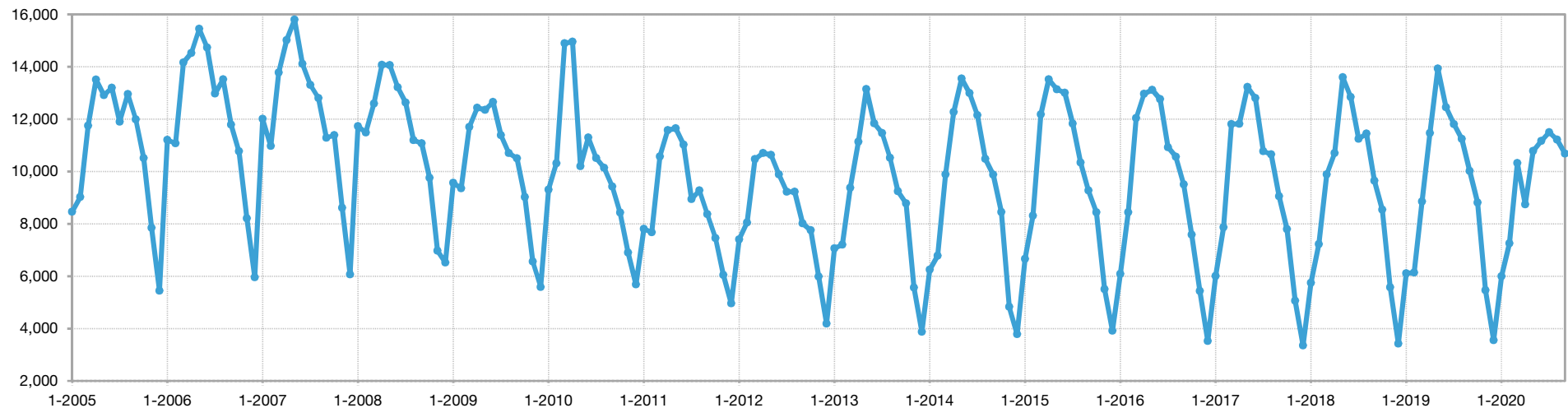


## Year to Date



New Listings		Prior Year	Percent Change
October 2019	8,812	8,538	+3.2%
November 2019	5,460	5,577	-2.1%
December 2019	3,555	3,421	+3.9%
January 2020	5,999	6,102	-1.7%
February 2020	7,255	6,138	+18.2%
March 2020	10,325	8,847	+16.7%
April 2020	8,740	11,463	-23.8%
May 2020	10,782	13,929	-22.6%
June 2020	11,168	12,454	-10.3%
July 2020	11,497	11,806	-2.6%
August 2020	11,216	11,247	-0.3%
<b>September 2020</b>	<b>10,678</b>	<b>10,015</b>	<b>+6.6%</b>
12-Month Avg	8,791	9,128	-3.7%

## Historical New Listings by Month

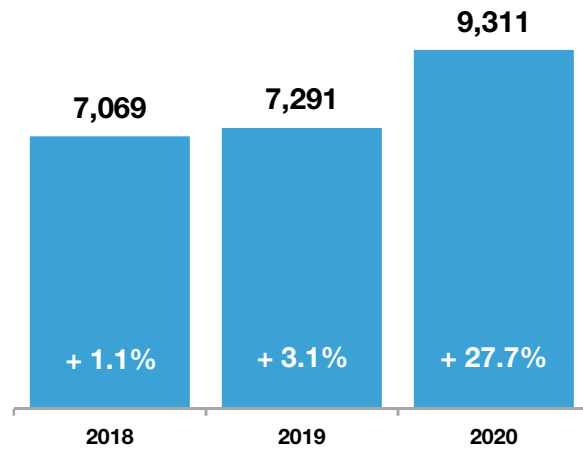


# Pending Sales

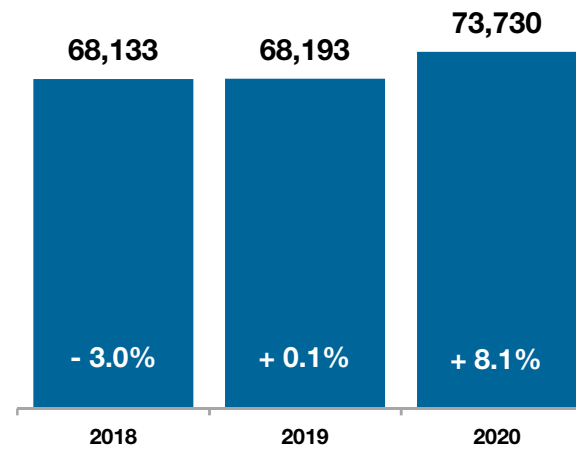
A count of the properties on which offers have been accepted in a given month.



## September

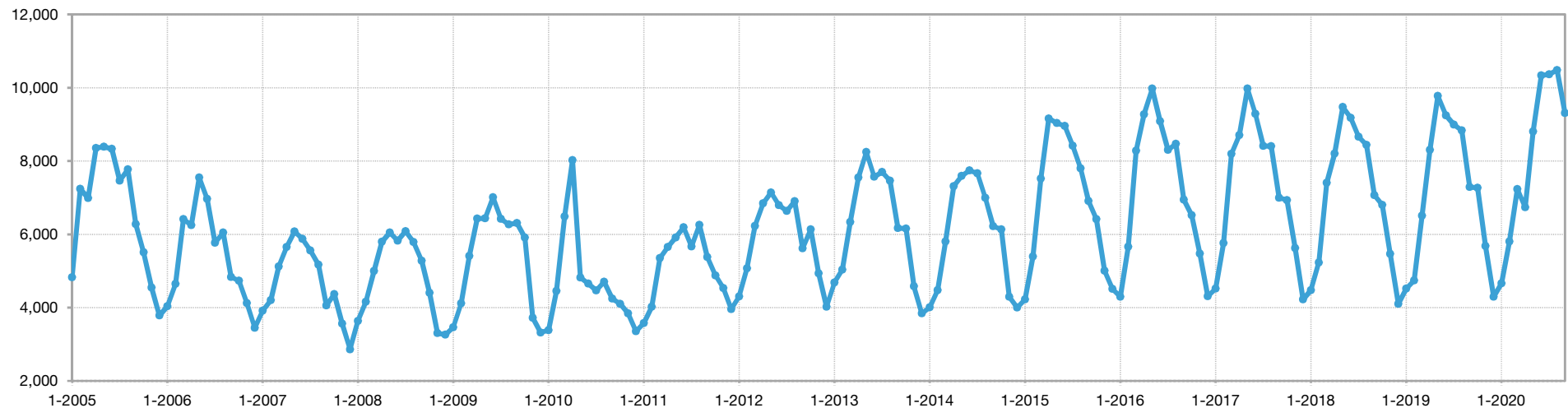


## Year to Date



Pending Sales		Prior Year	Percent Change
October 2019	7,265	6,799	+6.9%
November 2019	5,679	5,467	+3.9%
December 2019	4,297	4,103	+4.7%
January 2020	4,663	4,515	+3.3%
February 2020	5,804	4,741	+22.4%
March 2020	7,235	6,506	+11.2%
April 2020	6,733	8,300	-18.9%
May 2020	8,805	9,778	-10.0%
June 2020	10,335	9,240	+11.9%
July 2020	10,364	8,990	+15.3%
August 2020	10,480	8,832	+18.7%
<b>September 2020</b>	<b>9,311</b>	<b>7,291</b>	<b>+27.7%</b>
12-Month Avg	7,581	7,047	+7.6%

## Historical Pending Sales by Month

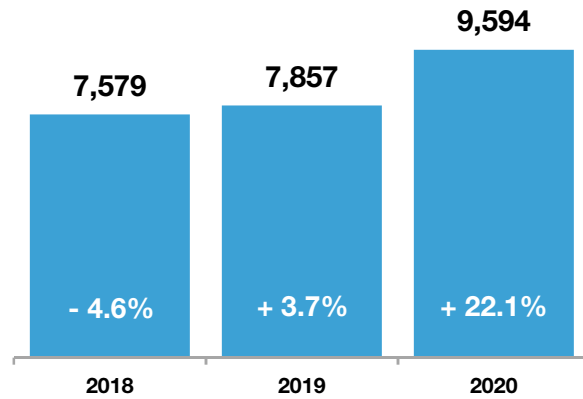


# Closed Sales

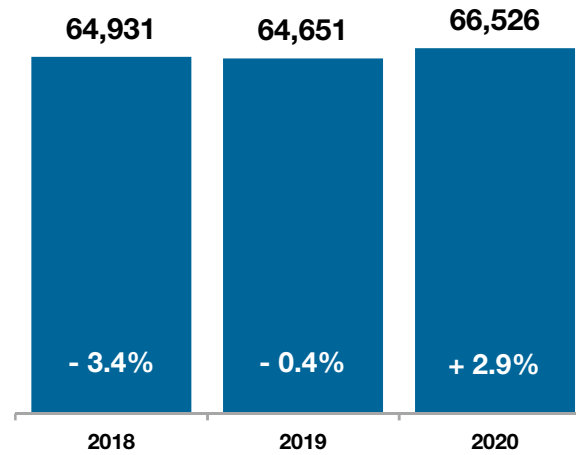
A count of the actual sales that closed in a given month.



## September

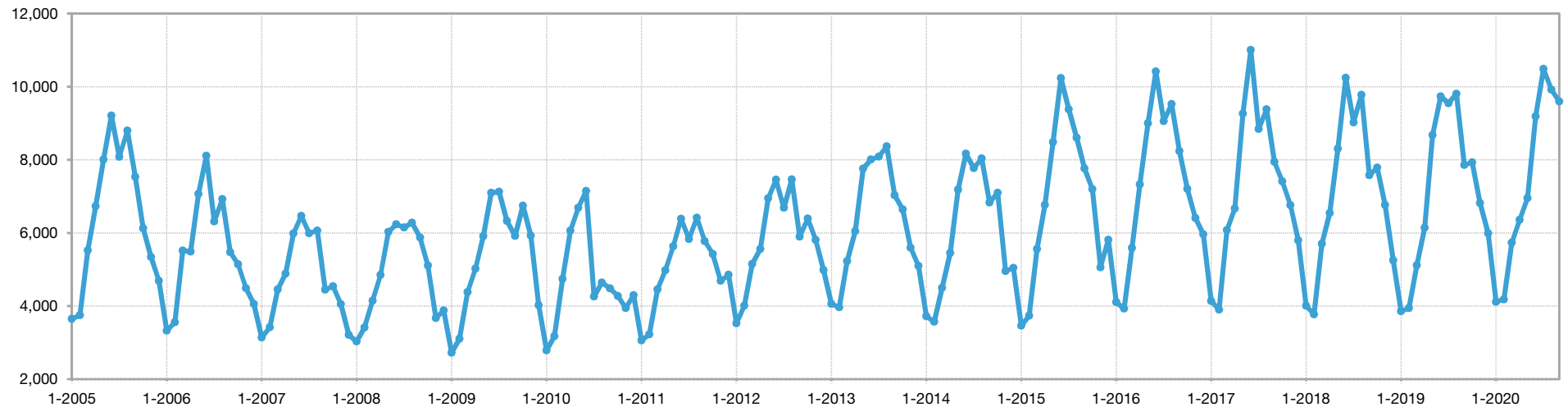


## Year to Date



Closed Sales		Prior Year	Percent Change
October 2019	7,926	7,782	+1.9%
November 2019	6,818	6,767	+0.8%
December 2019	5,988	5,253	+14.0%
January 2020	4,116	3,853	+6.8%
February 2020	4,179	3,941	+6.0%
March 2020	5,734	5,112	+12.2%
April 2020	6,356	6,138	+3.6%
May 2020	6,953	8,673	-19.8%
June 2020	9,187	9,731	-5.6%
July 2020	10,487	9,545	+9.9%
August 2020	9,920	9,801	+1.2%
<b>September 2020</b>	<b>9,594</b>	<b>7,857</b>	<b>+22.1%</b>
12-Month Avg	7,272	7,038	+3.3%

## Historical Closed Sales by Month

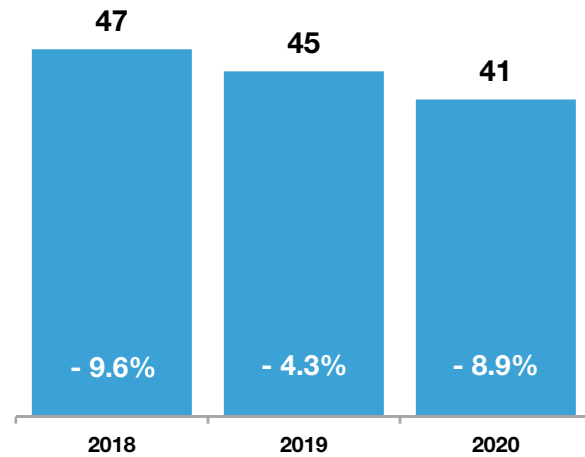


# Days on Market Until Sale

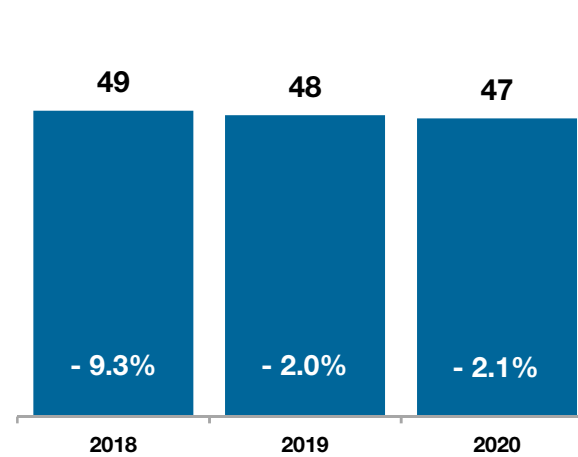
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



## Year to Date



Days on Market		Prior Year	Percent Change
October 2019	48	53	-9.4%
November 2019	51	53	-3.8%
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%
<b>September 2020</b>	<b>41</b>	<b>45</b>	<b>-8.9%</b>
12-Month Avg	50	52	-3.8%

## Historical Days on Market Until Sale by Month

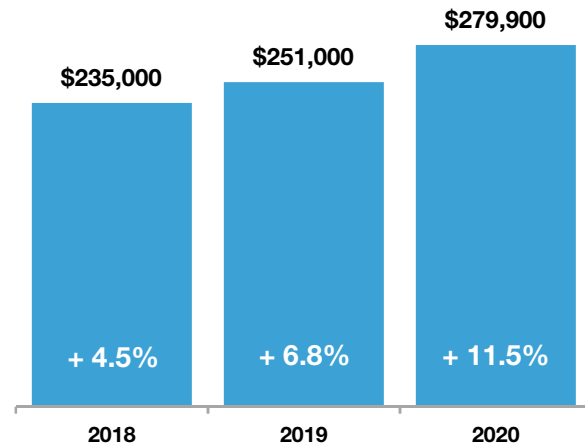


# Median Sales Price

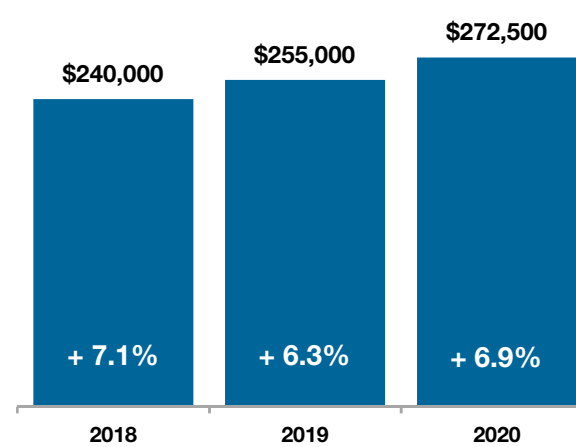
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September

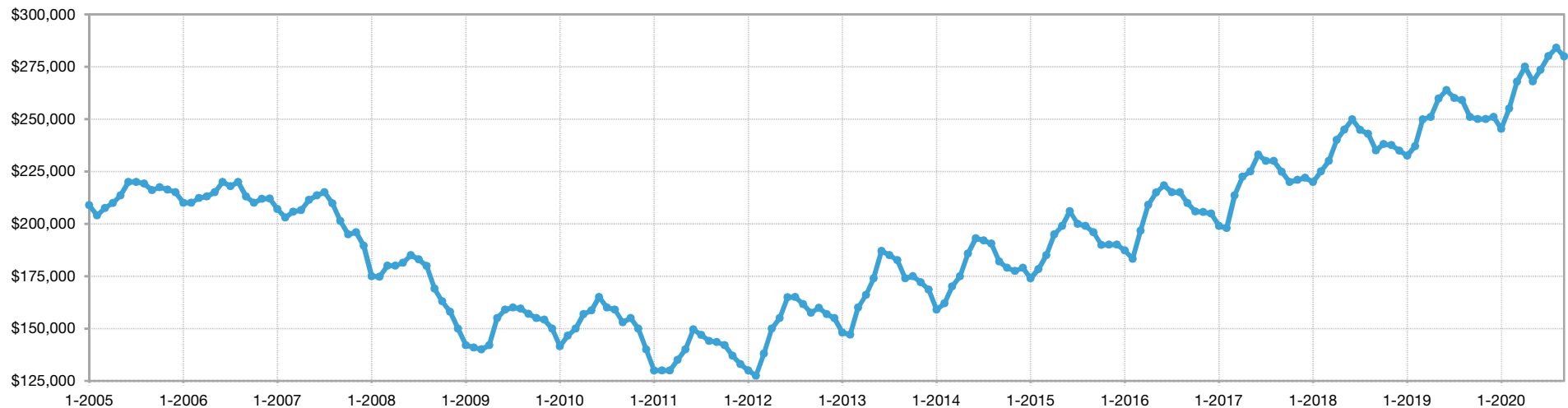


## Year to Date



Median Sales Price	Prior Year	Percent Change
October 2019	\$250,000	\$238,000 +5.0%
November 2019	\$250,000	\$237,500 +5.3%
December 2019	\$251,000	\$234,950 +6.8%
January 2020	\$245,325	\$232,575 +5.5%
February 2020	\$255,000	\$237,000 +7.6%
March 2020	\$267,900	\$249,900 +7.2%
April 2020	\$275,000	\$251,000 +9.6%
May 2020	\$268,000	\$259,850 +3.1%
June 2020	\$273,450	\$263,800 +3.7%
July 2020	\$280,000	\$260,000 +7.7%
August 2020	\$284,000	\$259,000 +9.7%
<b>September 2020</b>	<b>\$279,900</b>	<b>\$251,000 +11.5%</b>
12-Month Avg	\$264,965	\$247,881 +6.9%

## Historical Median Sales Price by Month



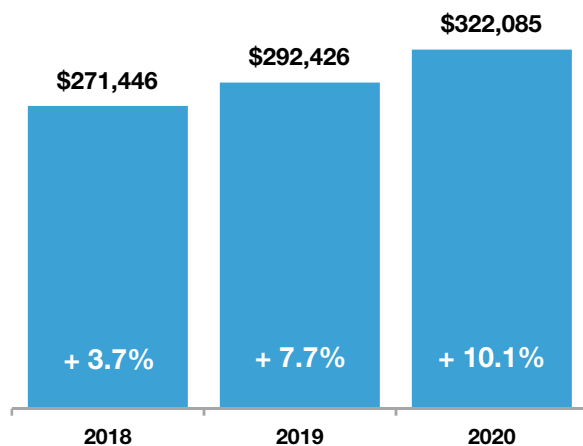


# Average Sales Price

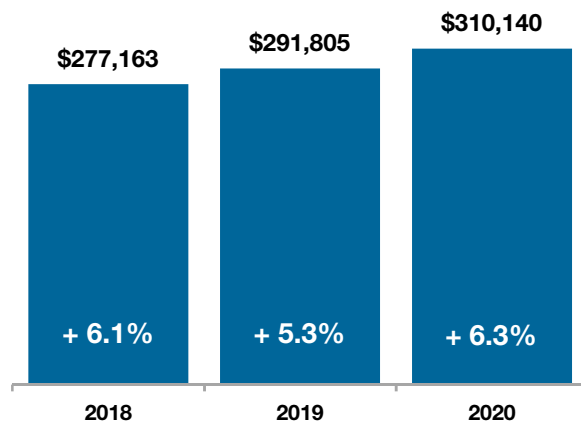
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



## Year to Date



	Average Sales Price	Prior Year	Percent Change
October 2019	\$289,434	\$275,158	+5.2%
November 2019	\$286,878	\$281,682	+1.8%
December 2019	\$291,751	\$276,940	+5.3%
January 2020	\$286,660	\$271,711	+5.5%
February 2020	\$289,350	\$273,237	+5.9%
March 2020	\$302,701	\$284,549	+6.4%
April 2020	\$306,404	\$289,963	+5.7%
May 2020	\$299,544	\$294,567	+1.7%
June 2020	\$308,295	\$301,259	+2.3%
July 2020	\$318,820	\$294,953	+8.1%
August 2020	\$323,659	\$296,708	+9.1%
<b>September 2020</b>	<b>\$322,085</b>	<b>\$292,426</b>	<b>+10.1%</b>
12-Month Avg	\$302,132	\$286,096	+5.6%

## Historical Average Sales Price by Month

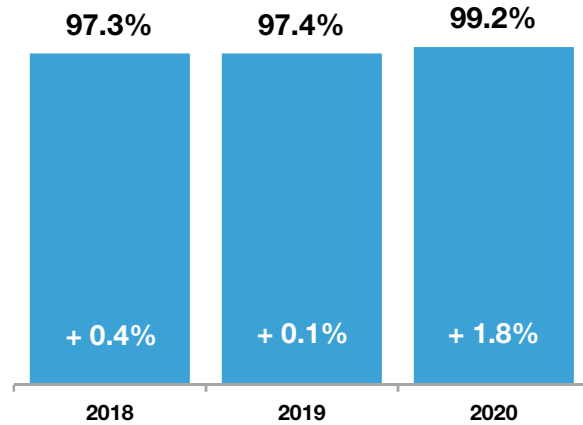


# Percent of Original List Price Received

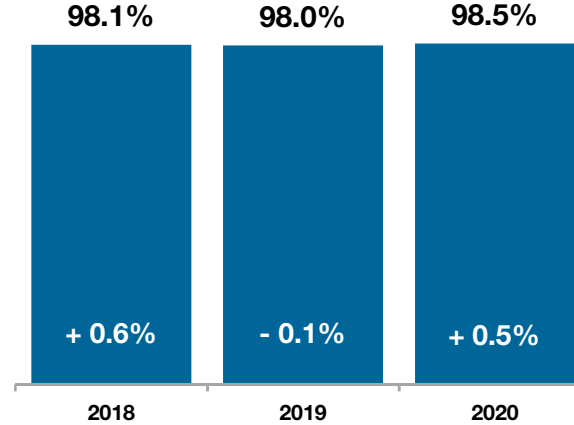
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

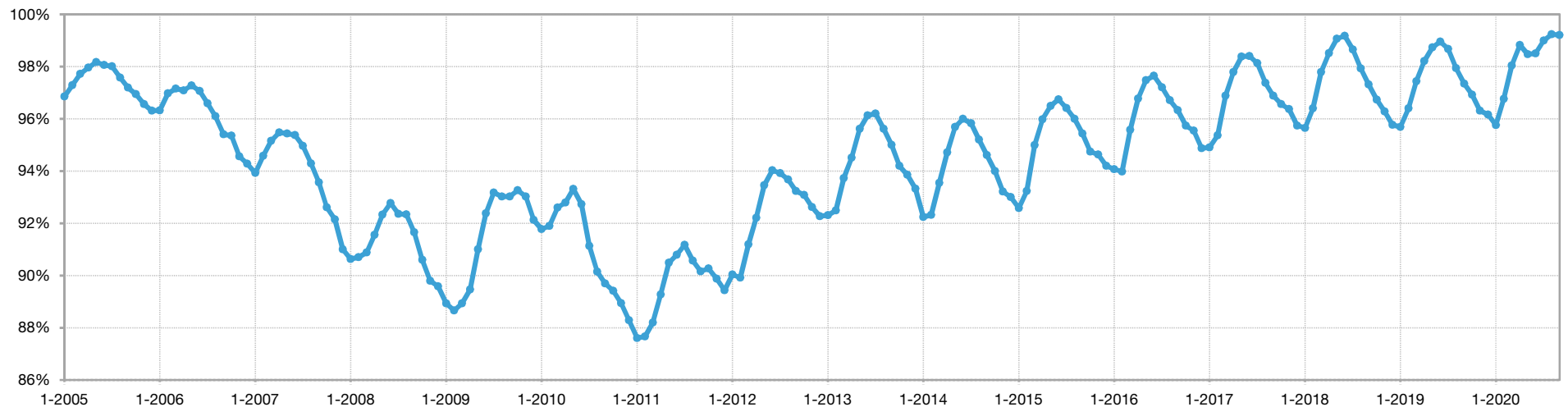


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2019	96.9%	96.7%	+0.2%
November 2019	96.3%	96.3%	0.0%
December 2019	96.2%	95.8%	+0.4%
January 2020	95.8%	95.7%	+0.1%
February 2020	96.8%	96.4%	+0.4%
March 2020	98.0%	97.4%	+0.6%
April 2020	98.8%	98.2%	+0.6%
May 2020	98.5%	98.7%	-0.2%
June 2020	98.5%	99.0%	-0.5%
July 2020	99.0%	98.7%	+0.3%
August 2020	99.2%	97.9%	+1.3%
<b>September 2020</b>	<b>99.2%</b>	<b>97.4%</b>	<b>+1.8%</b>
12-Month Avg	97.8%	97.3%	+0.5%

## Historical Percent of Original List Price Received by Month

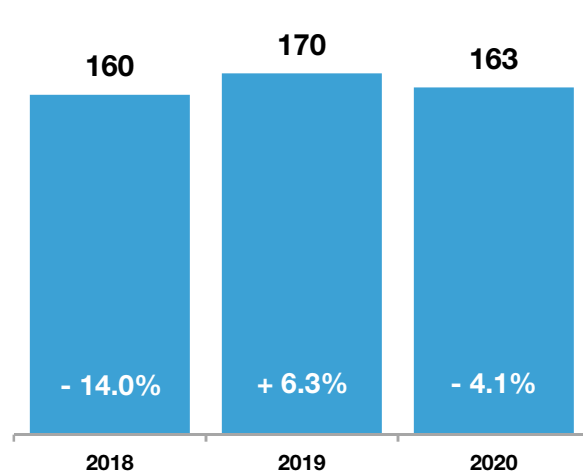


# Housing Affordability Index

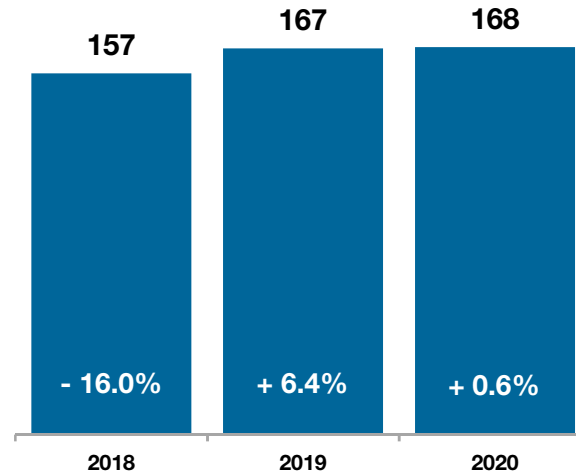


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## September

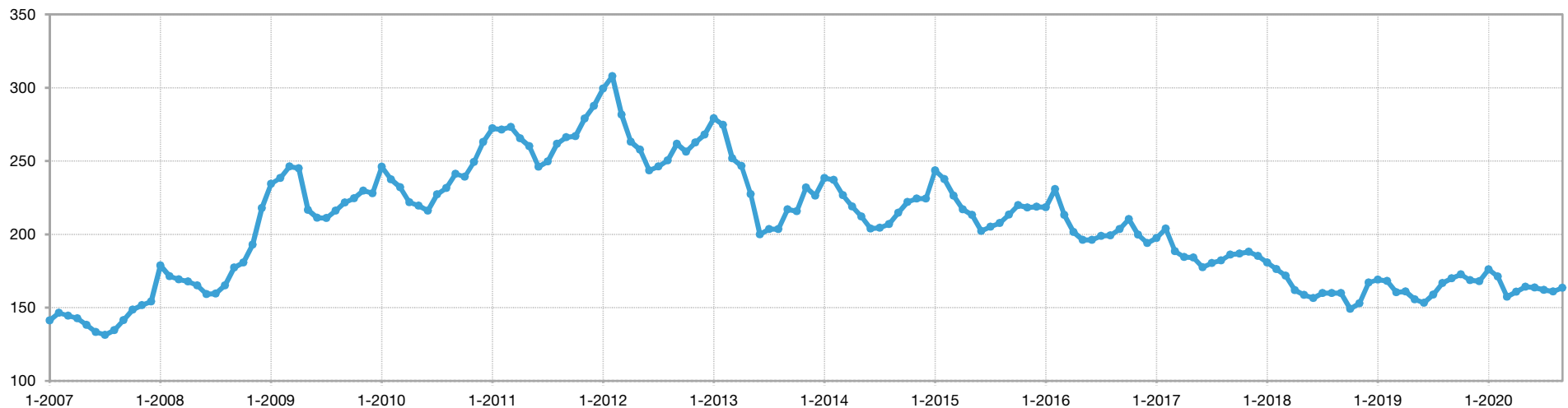


## Year to Date



	Affordability Index	Prior Year	Percent Change
October 2019	173	149	+16.1%
November 2019	169	153	+10.5%
December 2019	168	167	+0.6%
January 2020	176	169	+4.1%
February 2020	171	168	+1.8%
March 2020	157	160	-1.9%
April 2020	161	161	0.0%
May 2020	164	156	+5.1%
June 2020	164	153	+7.2%
July 2020	162	159	+1.9%
August 2020	161	167	-3.6%
<b>September 2020</b>	<b>163</b>	<b>170</b>	<b>-4.1%</b>
12-Month Avg	166	161	+3.1%

## Historical Housing Affordability Index by Month

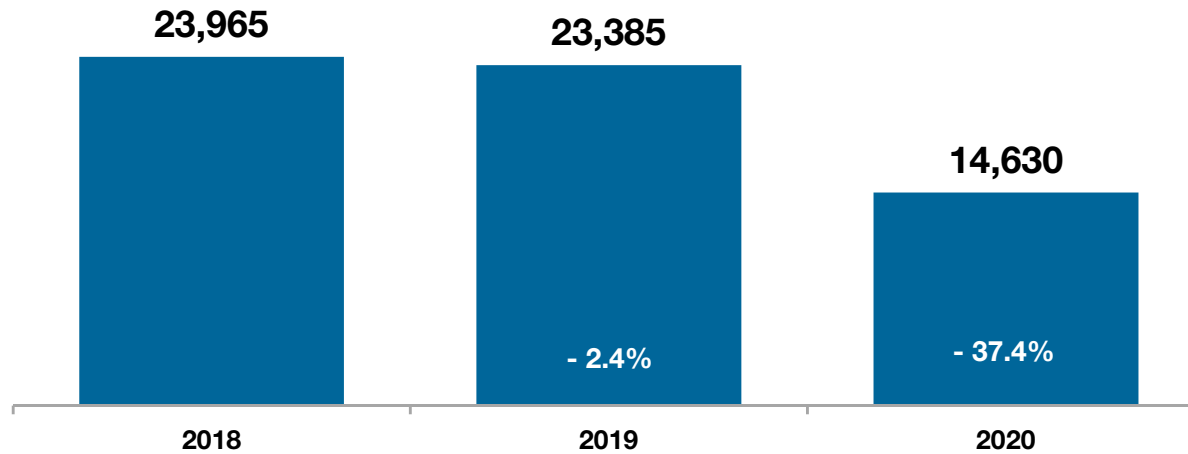


# Inventory of Homes for Sale

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

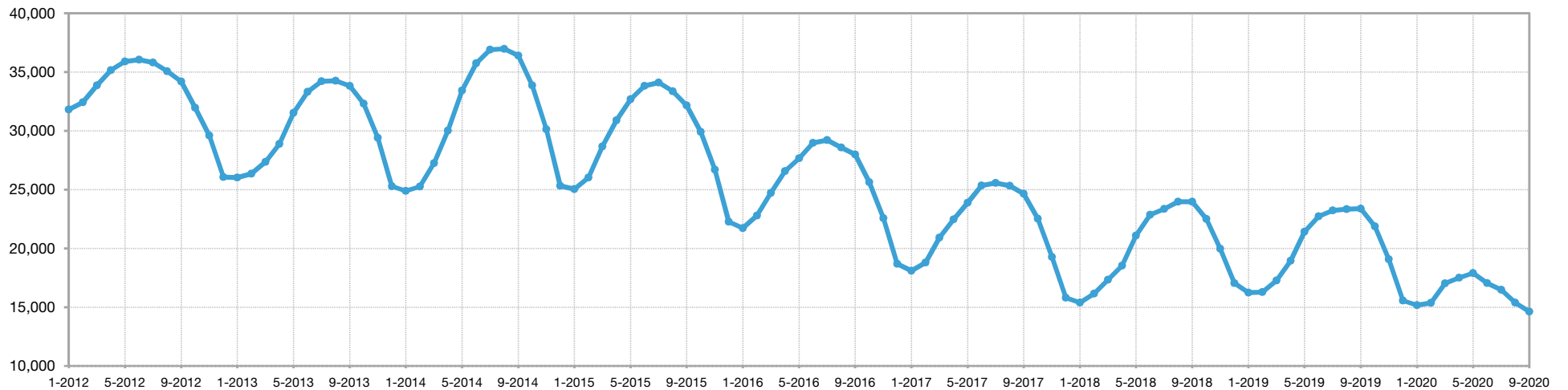


## September



Homes for Sale		Prior Year	Percent Change
October 2019	21,883	22,501	-2.7%
November 2019	19,082	19,966	-4.4%
December 2019	15,558	17,048	-8.7%
January 2020	15,172	16,248	-6.6%
February 2020	15,367	16,281	-5.6%
March 2020	17,032	17,260	-1.3%
April 2020	17,515	18,946	-7.6%
May 2020	17,907	21,416	-16.4%
June 2020	17,051	22,736	-25.0%
July 2020	16,482	23,234	-29.1%
August 2020	15,399	23,330	-34.0%
September 2020	14,630	23,385	-37.4%

## Historical Inventory of Homes for Sale by Month



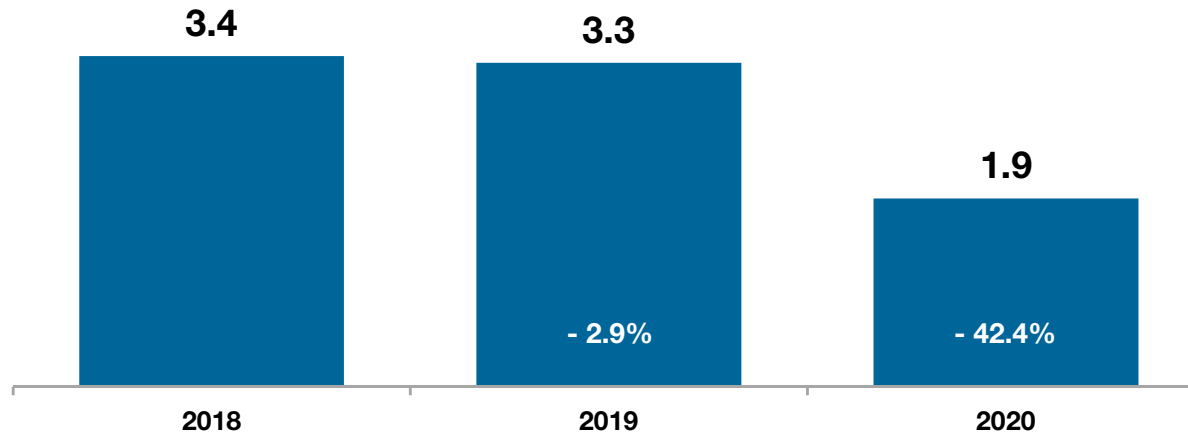
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

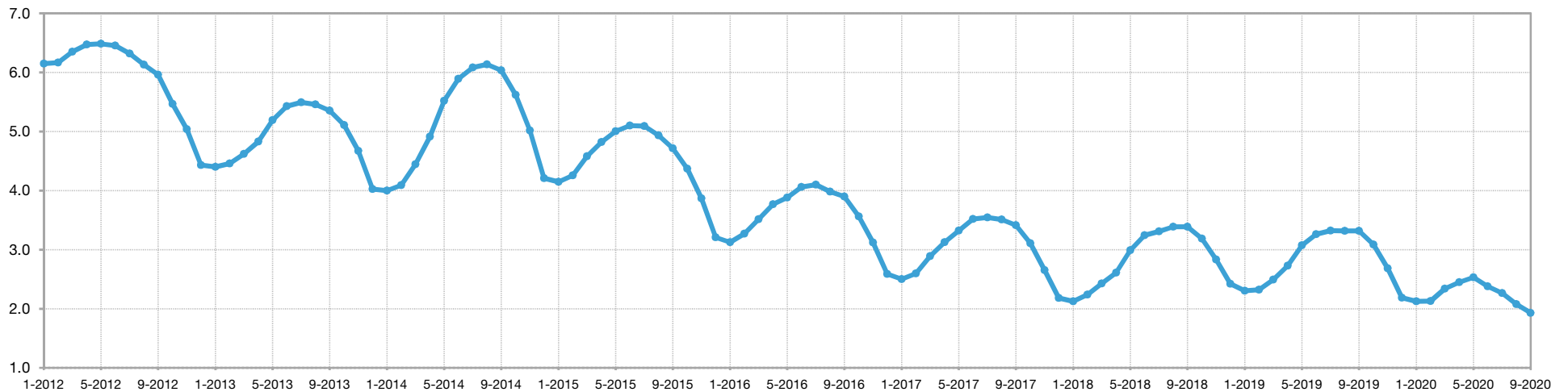


## September



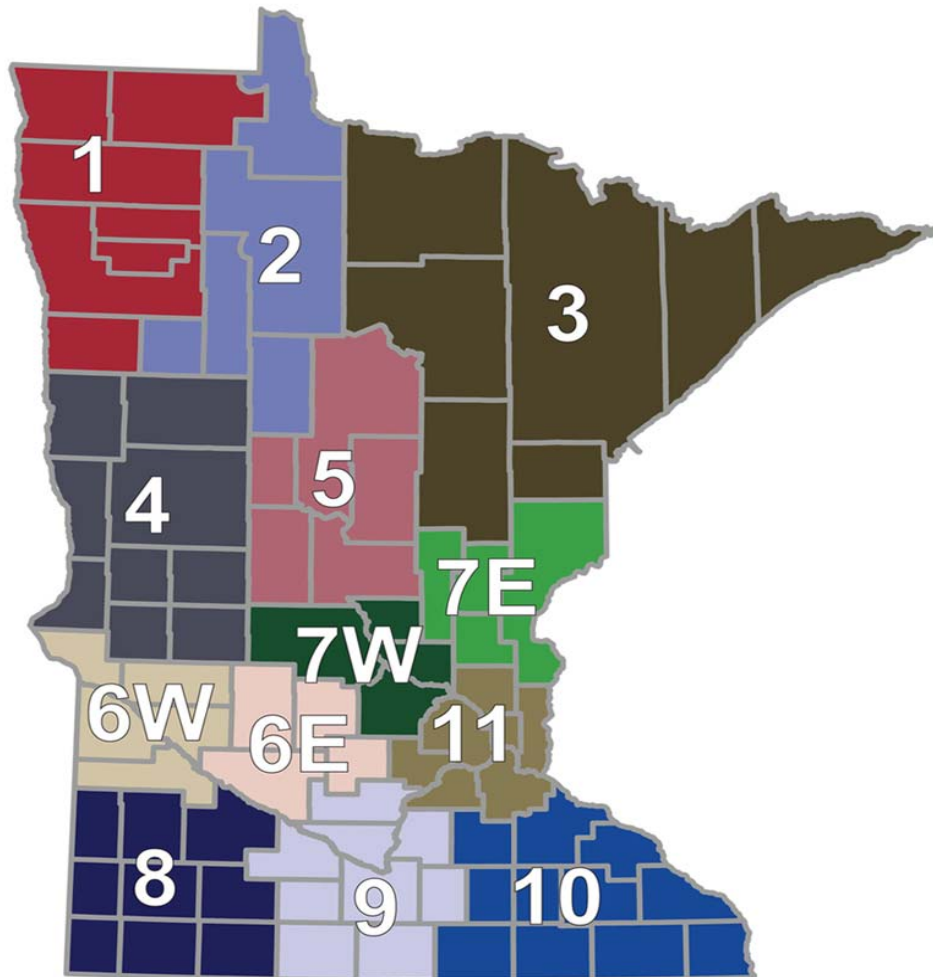
Months Supply		Prior Year	Percent Change
October 2019	3.1	3.2	-3.1%
November 2019	2.7	2.8	-3.6%
December 2019	2.2	2.4	-8.3%
January 2020	2.1	2.3	-8.7%
February 2020	2.1	2.3	-8.7%
March 2020	2.3	2.5	-8.0%
April 2020	2.4	2.7	-11.1%
May 2020	2.5	3.1	-19.4%
June 2020	2.4	3.3	-27.3%
July 2020	2.3	3.3	-30.3%
August 2020	2.1	3.3	-36.4%
September 2020	1.9	3.3	-42.4%

## Historical Months Supply of Inventory by Month



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

# Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

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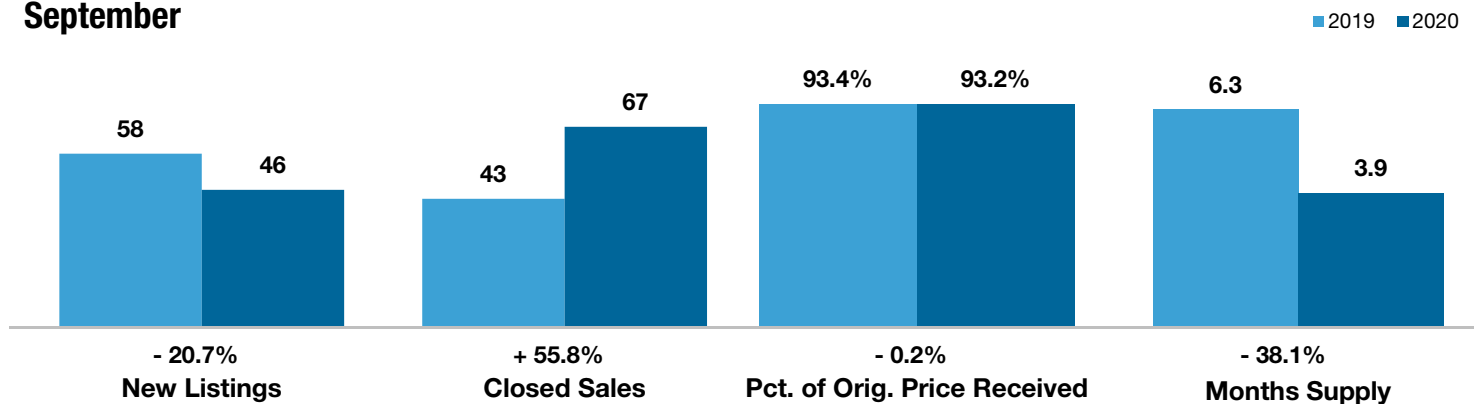


## 1 – Northwest Region

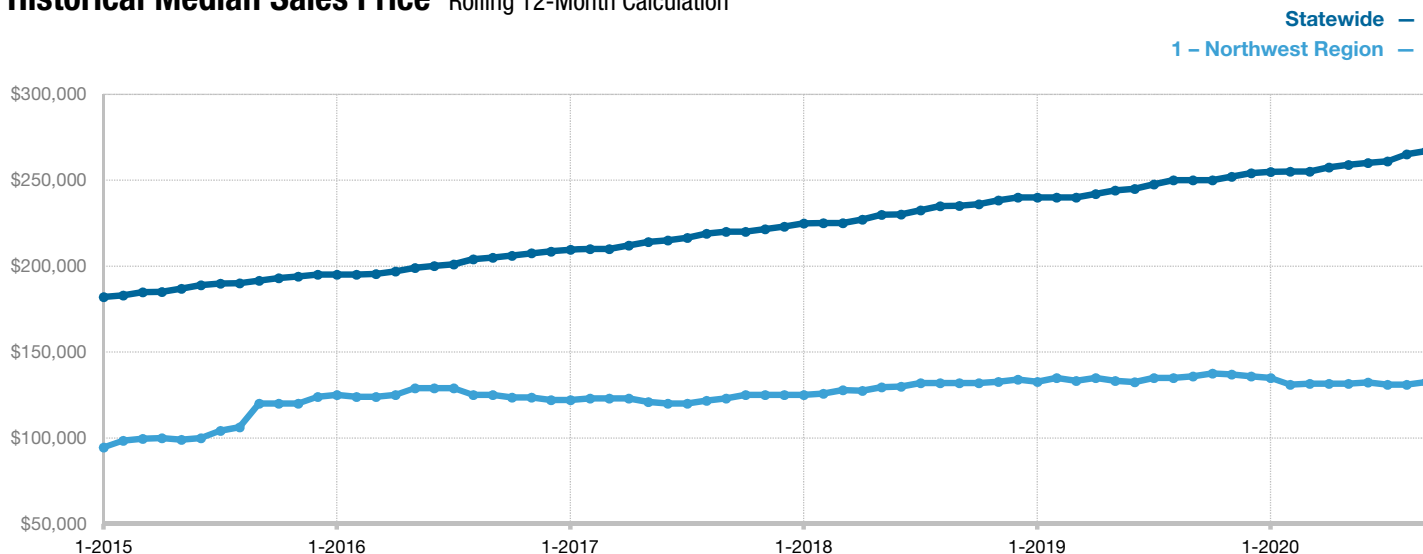
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	58	46	- 20.7%	537	490	- 8.8%
Pending Sales	49	40	- 18.4%	380	415	+ 9.2%
Closed Sales	43	67	+ 55.8%	332	364	+ 9.6%
Median Sales Price*	\$131,500	\$139,000	+ 5.7%	\$137,900	\$133,000	- 3.6%
Percent of Original List Price Received*	93.4%	93.2%	- 0.2%	92.9%	92.2%	- 0.8%
Days on Market Until Sale	60	92	+ 53.3%	93	100	+ 7.5%
Months Supply of Inventory	6.3	3.9	- 38.1%	--	--	--

\* 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.

### September



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



Current as of October 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for September 2020

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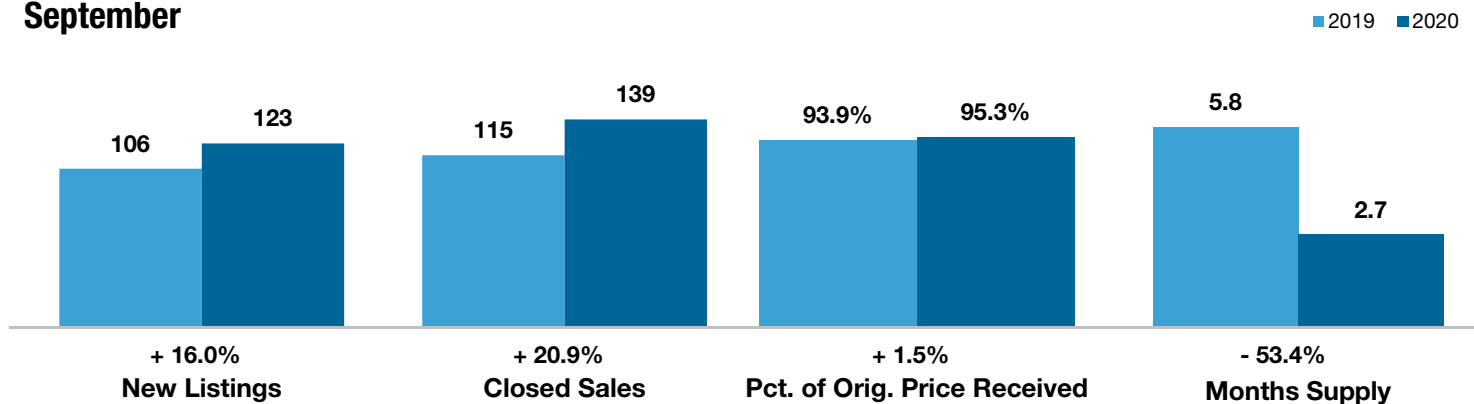


## 2 – Headwaters Region

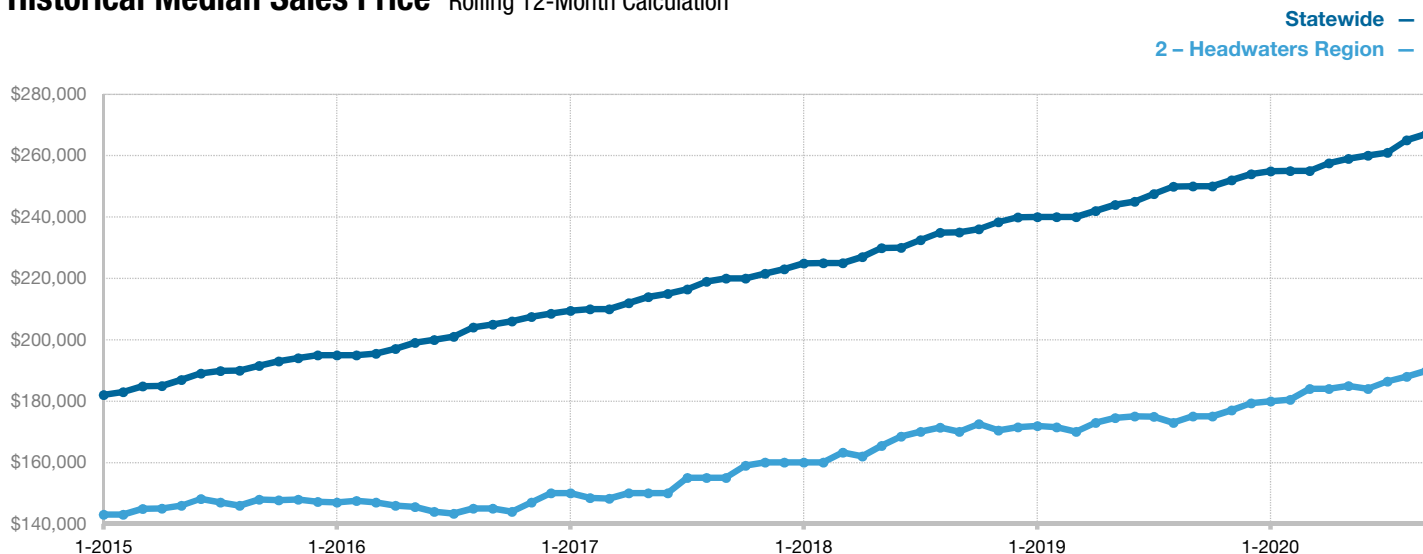
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	106	123	+ 16.0%	1,376	1,156	- 16.0%
Pending Sales	110	122	+ 10.9%	901	990	+ 9.9%
Closed Sales	115	139	+ 20.9%	821	847	+ 3.2%
Median Sales Price*	\$190,000	\$194,670	+ 2.5%	\$180,000	\$192,750	+ 7.1%
Percent of Original List Price Received*	93.9%	95.3%	+ 1.5%	94.9%	95.3%	+ 0.4%
Days on Market Until Sale	59	73	+ 23.7%	72	73	+ 1.4%
Months Supply of Inventory	5.8	2.7	- 53.4%	--	--	--

\* 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.

### September



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



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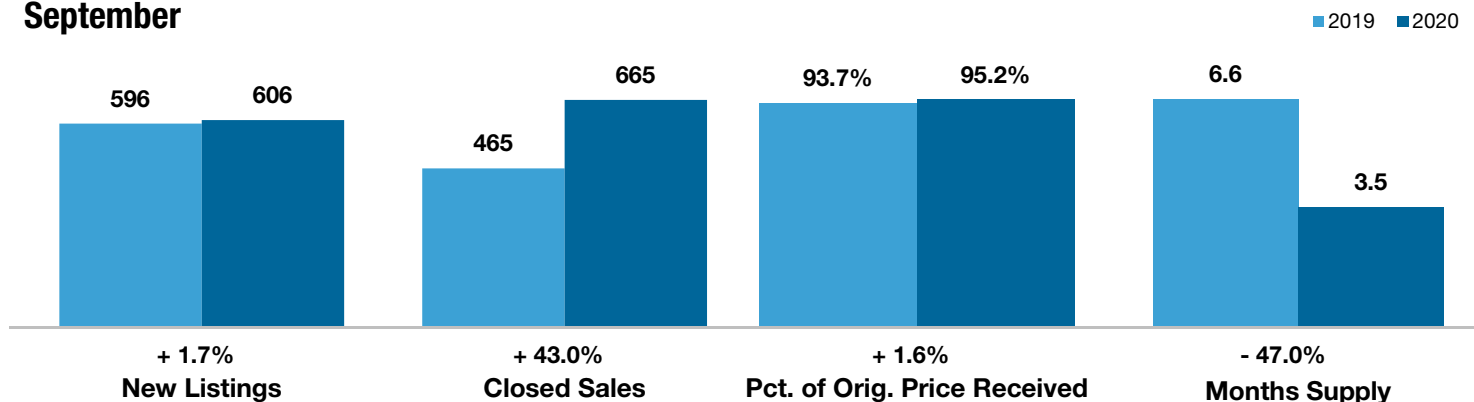


## 3 – Arrowhead Region

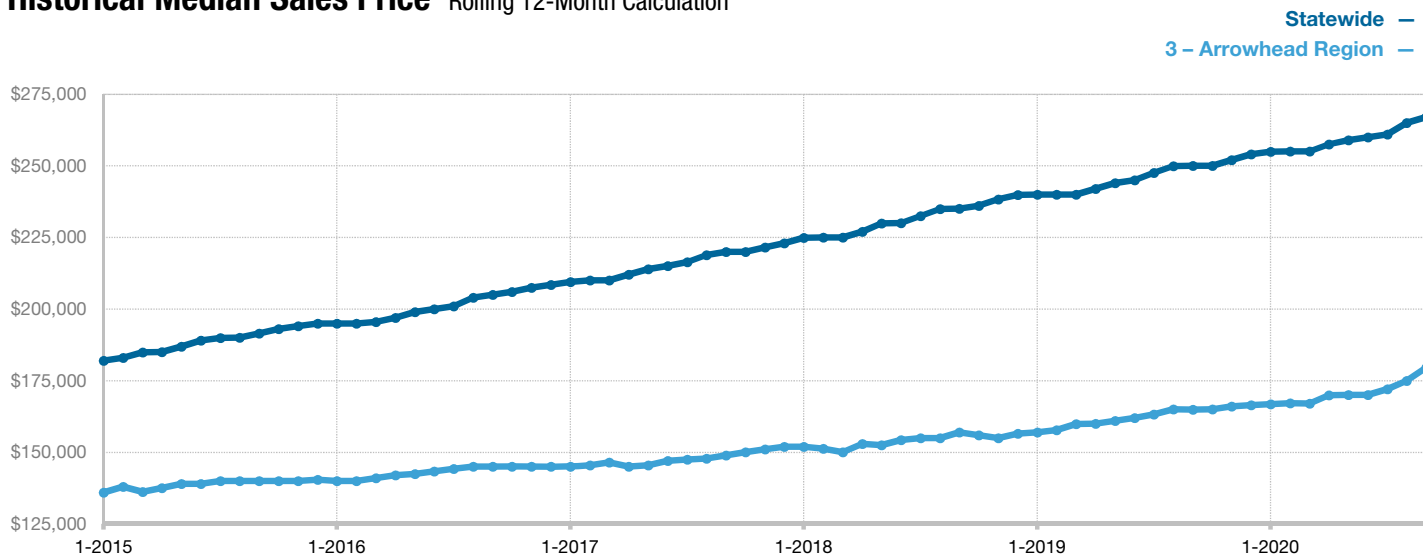
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	596	606	+ 1.7%	6,126	5,151	- 15.9%
Pending Sales	453	525	+ 15.9%	3,996	4,453	+ 11.4%
Closed Sales	465	665	+ 43.0%	3,709	3,917	+ 5.6%
Median Sales Price*	\$157,000	\$199,000	+ 26.8%	\$168,000	\$184,900	+ 10.1%
Percent of Original List Price Received*	93.7%	95.2%	+ 1.6%	94.5%	95.1%	+ 0.6%
Days on Market Until Sale	78	78	0.0%	82	81	- 1.2%
Months Supply of Inventory	6.6	3.5	- 47.0%	--	--	--

\* 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.

### September



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



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# Local Market Update for September 2020

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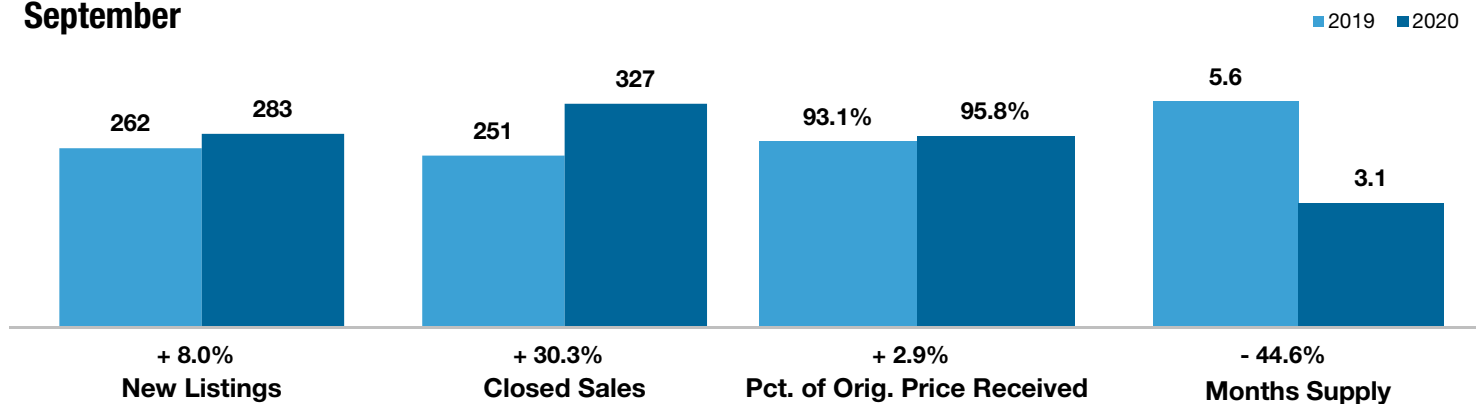


## 4 – West Central Region

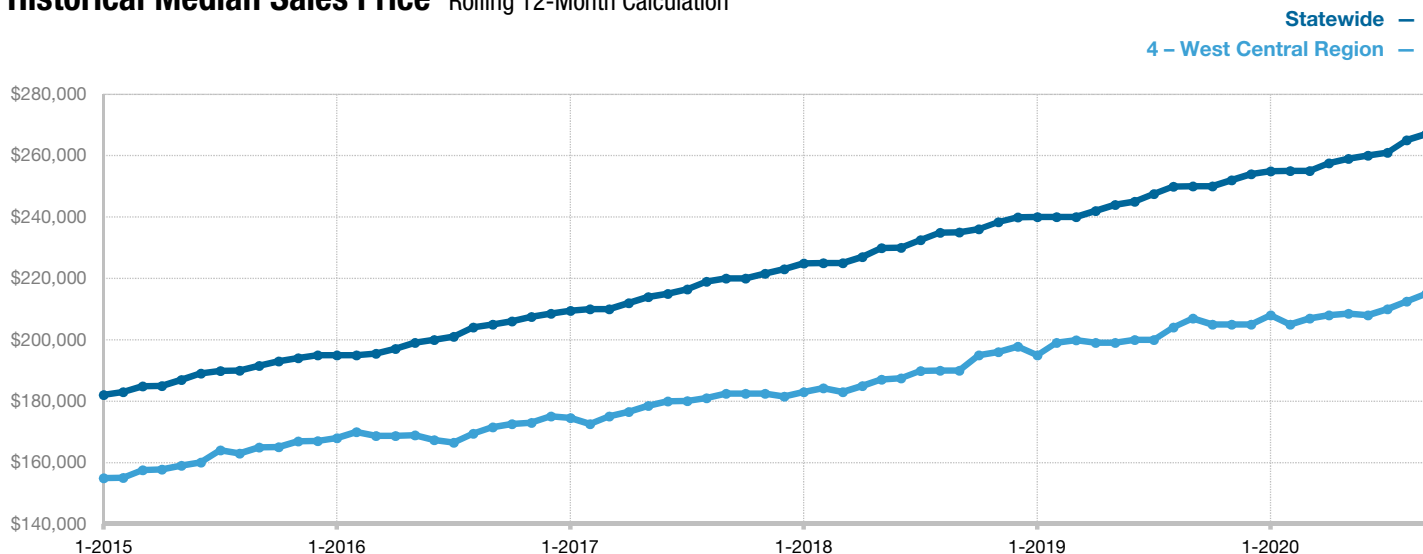
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	262	283	+ 8.0%	3,001	2,799	- 6.7%
Pending Sales	227	261	+ 15.0%	2,034	2,344	+ 15.2%
Closed Sales	251	327	+ 30.3%	1,842	2,045	+ 11.0%
Median Sales Price*	\$215,500	\$245,000	+ 13.7%	\$208,000	\$220,000	+ 5.8%
Percent of Original List Price Received*	93.1%	95.8%	+ 2.9%	94.8%	95.7%	+ 0.9%
Days on Market Until Sale	73	66	- 9.6%	70	68	- 2.9%
Months Supply of Inventory	5.6	3.1	- 44.6%	--	--	--

\* 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.

### September



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



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# Local Market Update for September 2020

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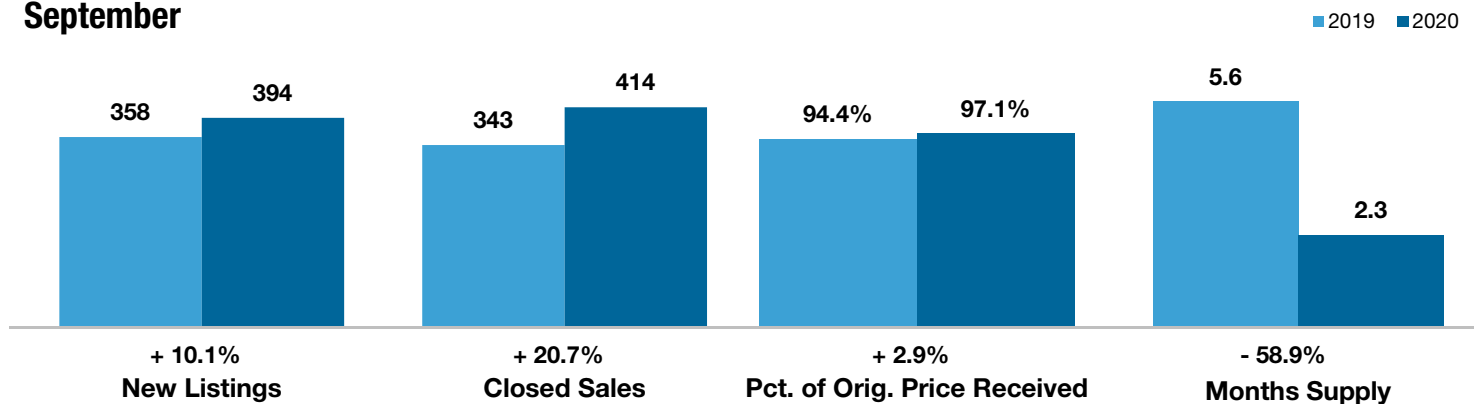


## 5 – North Central Region

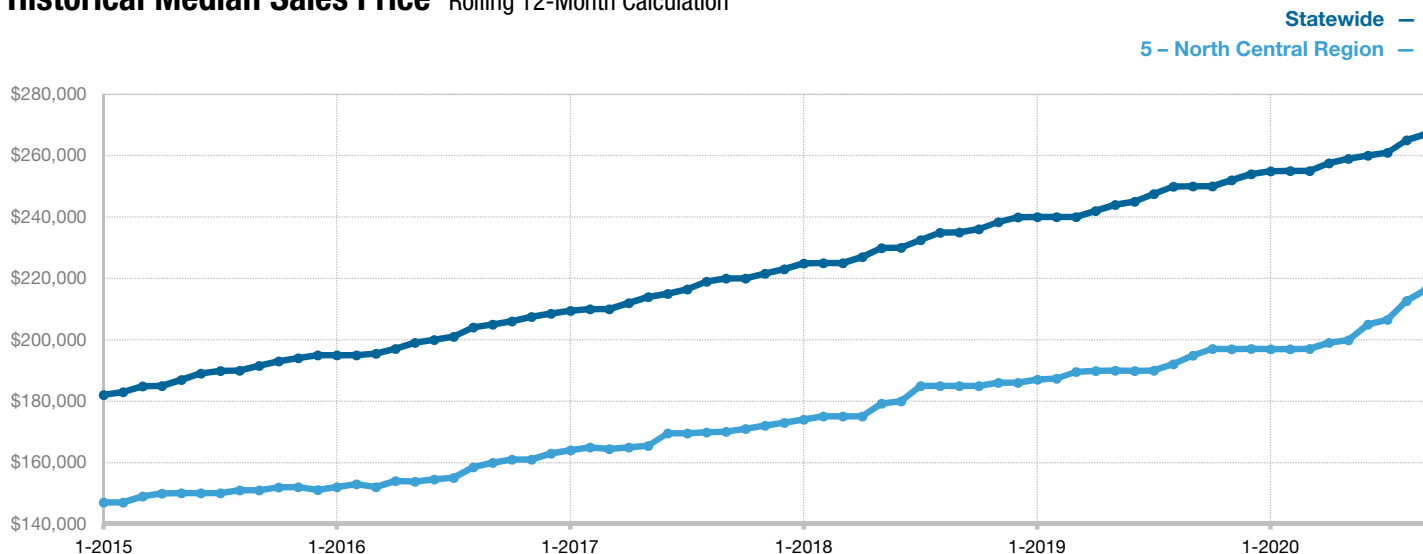
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	358	<b>394</b>	+ 10.1%	3,575	<b>3,292</b>	- 7.9%
Pending Sales	284	<b>442</b>	+ 55.6%	2,439	<b>2,915</b>	+ 19.5%
Closed Sales	343	<b>414</b>	+ 20.7%	2,305	<b>2,496</b>	+ 8.3%
Median Sales Price*	\$194,250	<b>\$230,000</b>	+ 18.4%	\$196,000	<b>\$220,000</b>	+ 12.2%
Percent of Original List Price Received*	94.4%	<b>97.1%</b>	+ 2.9%	95.2%	<b>95.8%</b>	+ 0.6%
Days on Market Until Sale	65	<b>55</b>	- 15.4%	69	<b>72</b>	+ 4.3%
Months Supply of Inventory	5.6	<b>2.3</b>	- 58.9%	--	--	--

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### September



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# Local Market Update for September 2020

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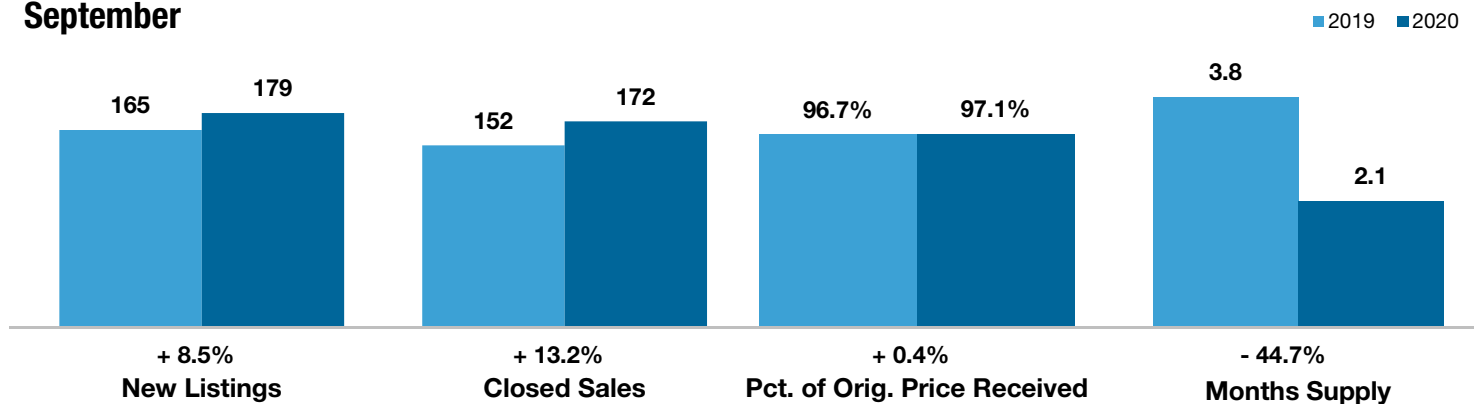


## 6E – Southwest Central Region

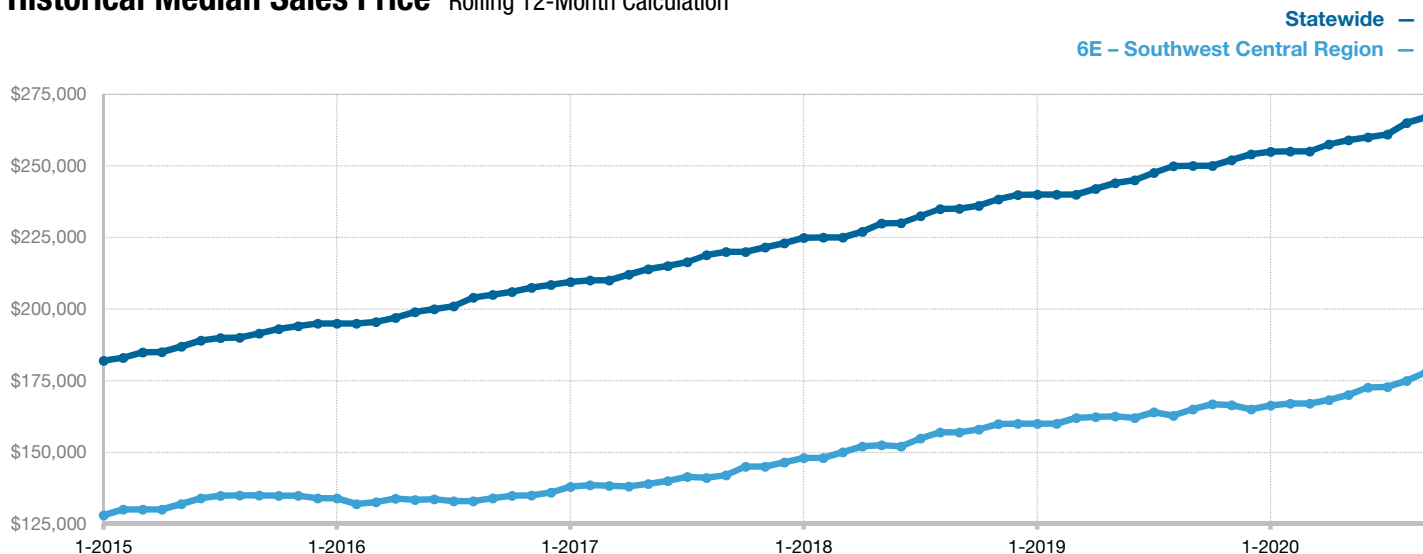
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	165	179	+ 8.5%	1,587	1,428	- 10.0%
Pending Sales	128	206	+ 60.9%	1,247	1,315	+ 5.5%
Closed Sales	152	172	+ 13.2%	1,199	1,155	- 3.7%
Median Sales Price*	\$175,750	\$198,990	+ 13.2%	\$165,000	\$180,000	+ 9.1%
Percent of Original List Price Received*	96.7%	97.1%	+ 0.4%	95.6%	96.4%	+ 0.8%
Days on Market Until Sale	51	60	+ 17.6%	68	63	- 7.4%
Months Supply of Inventory	3.8	2.1	- 44.7%	--	--	--

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### September



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



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# Local Market Update for September 2020

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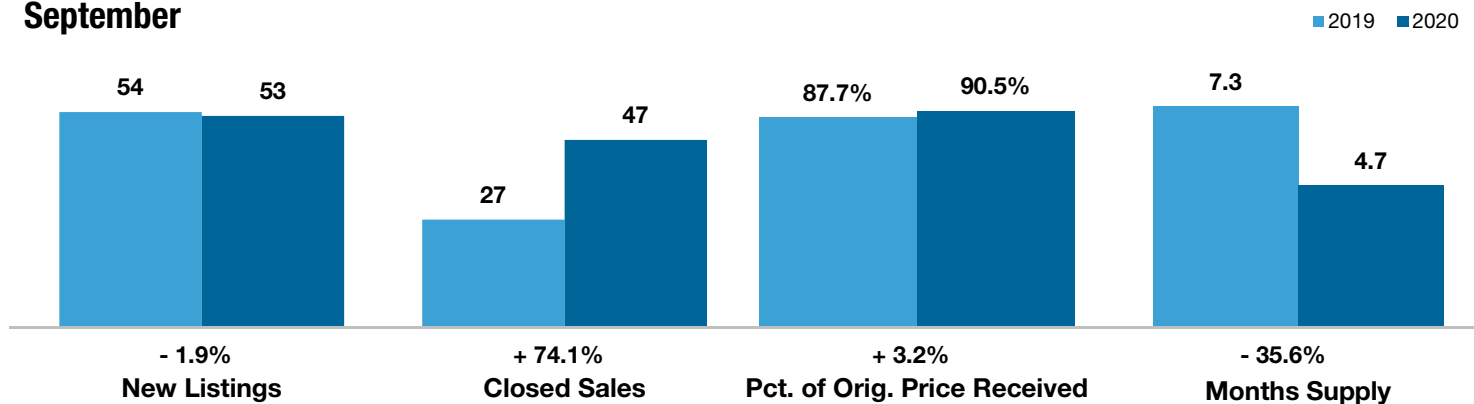


## 6W – Upper Minnesota Valley Region

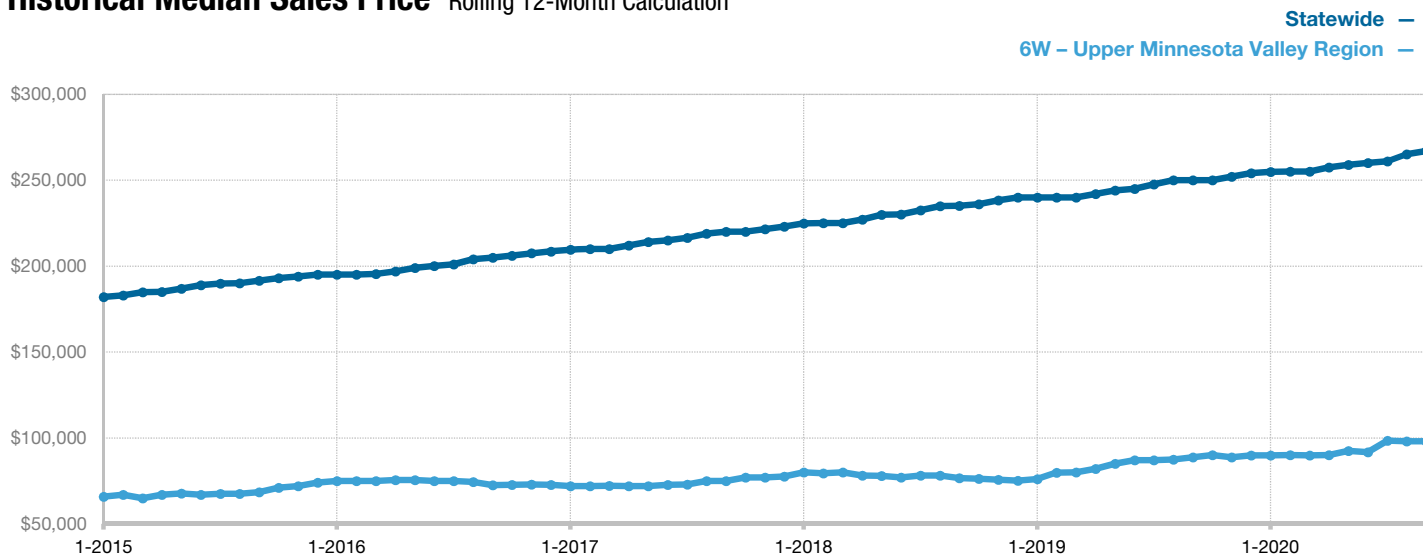
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	54	53	- 1.9%	454	403	- 11.2%
Pending Sales	41	62	+ 51.2%	298	322	+ 8.1%
Closed Sales	27	47	+ 74.1%	275	286	+ 4.0%
Median Sales Price*	\$98,000	\$95,000	- 3.1%	\$88,755	\$101,250	+ 14.1%
Percent of Original List Price Received*	87.7%	90.5%	+ 3.2%	90.9%	89.6%	- 1.4%
Days on Market Until Sale	106	84	- 20.8%	121	107	- 11.6%
Months Supply of Inventory	7.3	4.7	- 35.6%	--	--	--

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### September



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



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# Local Market Update for September 2020

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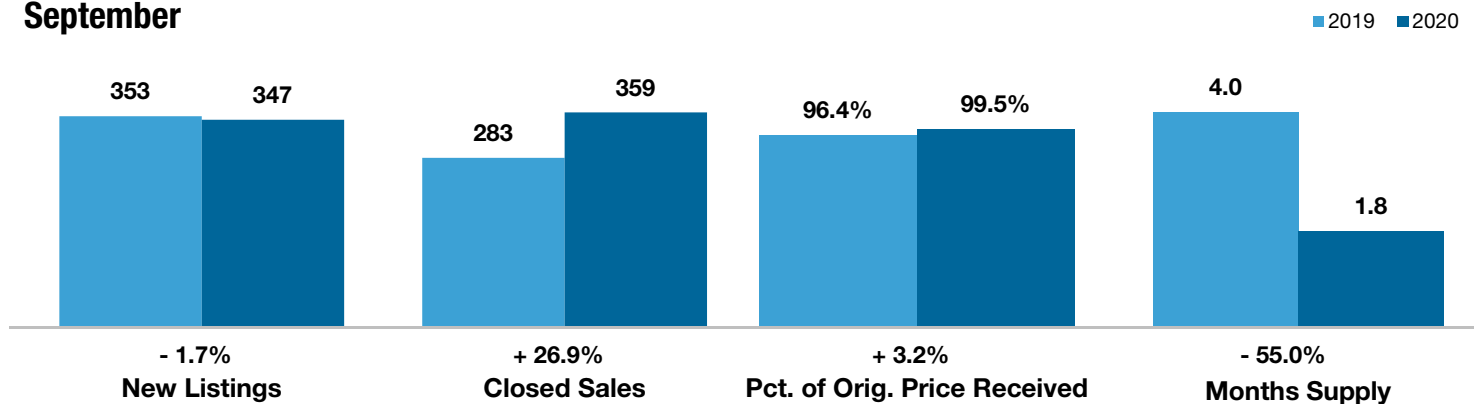


## 7E – East Central Region

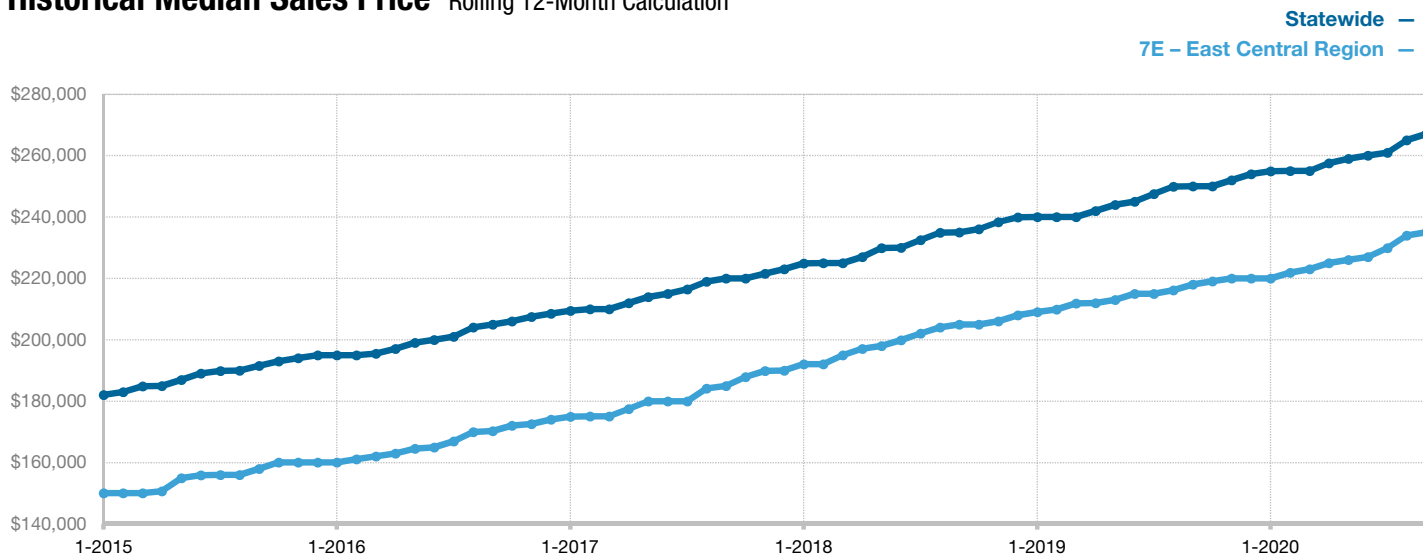
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	353	<b>347</b>	- 1.7%	3,253	<b>3,045</b>	- 6.4%
Pending Sales	259	<b>334</b>	+ 29.0%	2,300	<b>2,616</b>	+ 13.7%
Closed Sales	283	<b>359</b>	+ 26.9%	2,154	<b>2,315</b>	+ 7.5%
Median Sales Price*	\$219,900	<b>\$242,500</b>	+ 10.3%	\$220,000	<b>\$239,900</b>	+ 9.0%
Percent of Original List Price Received*	96.4%	<b>99.5%</b>	+ 3.2%	97.5%	<b>98.4%</b>	+ 0.9%
Days on Market Until Sale	47	<b>33</b>	- 29.8%	52	<b>48</b>	- 7.7%
Months Supply of Inventory	4.0	<b>1.8</b>	- 55.0%	--	--	--

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### September



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



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# Local Market Update for September 2020

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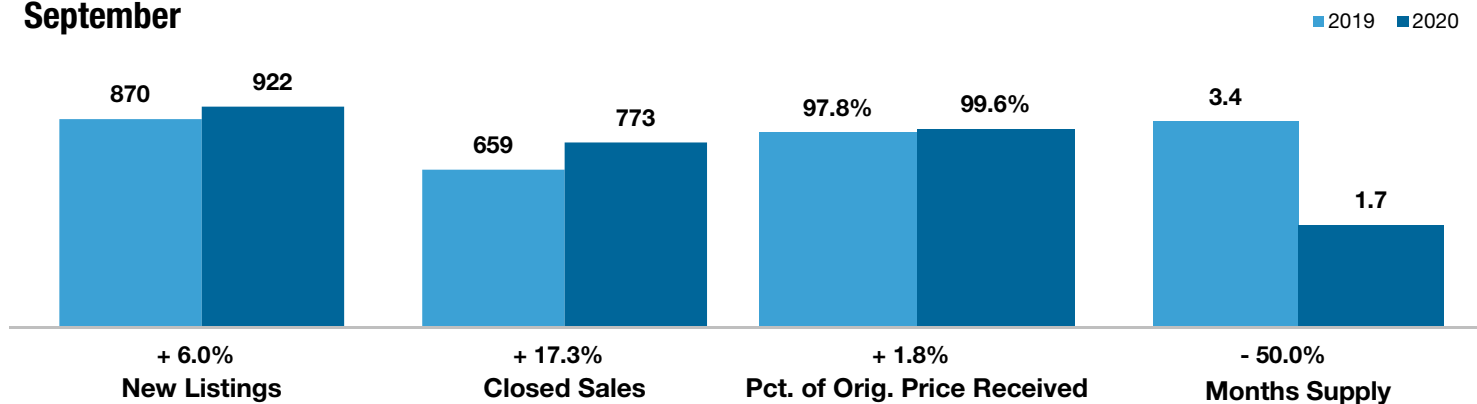


## 7W – Central Region

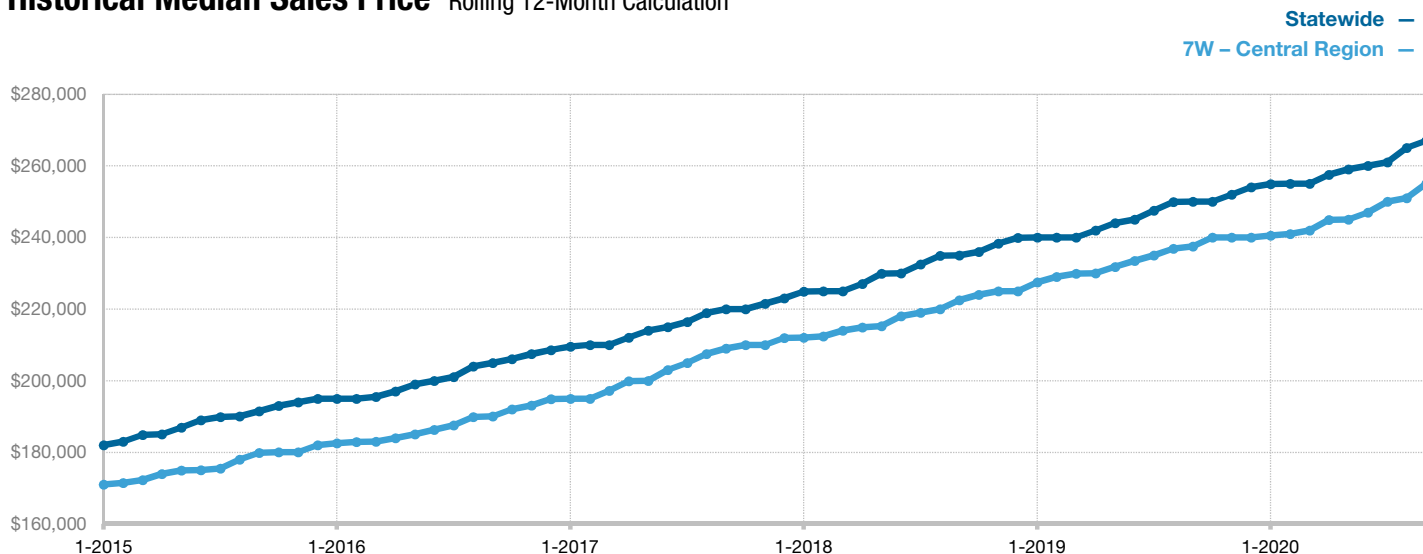
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	870	922	+ 6.0%	8,050	7,903	- 1.8%
Pending Sales	635	799	+ 25.8%	5,854	6,555	+ 12.0%
Closed Sales	659	773	+ 17.3%	5,497	5,870	+ 6.8%
Median Sales Price*	\$236,122	\$270,500	+ 14.6%	\$240,000	\$260,000	+ 8.3%
Percent of Original List Price Received*	97.8%	99.6%	+ 1.8%	98.1%	98.7%	+ 0.6%
Days on Market Until Sale	41	37	- 9.8%	47	45	- 4.3%
Months Supply of Inventory	3.4	1.7	- 50.0%	--	--	--

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### September



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# Local Market Update for September 2020

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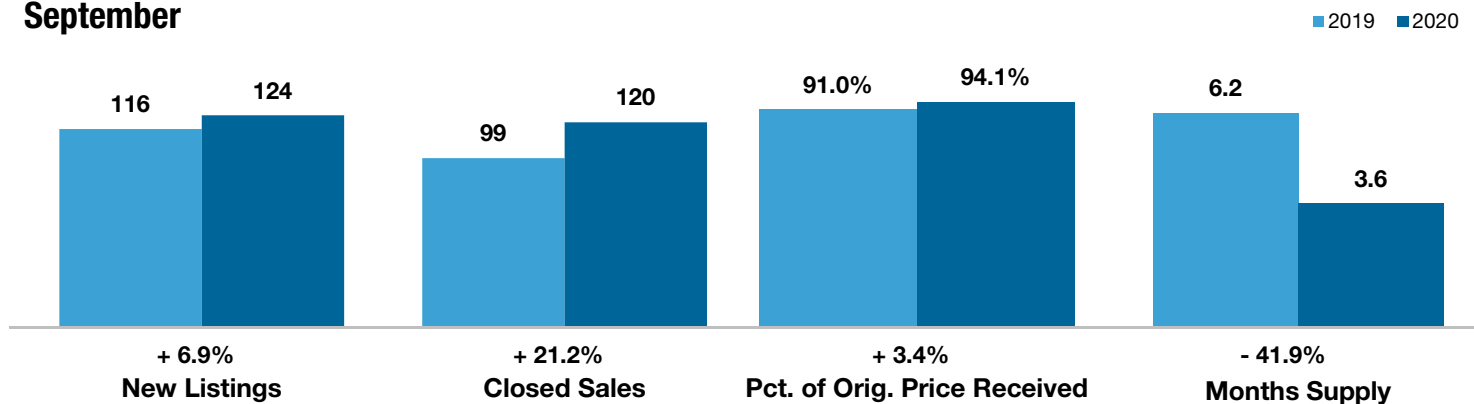


## 8 – Southwest Region

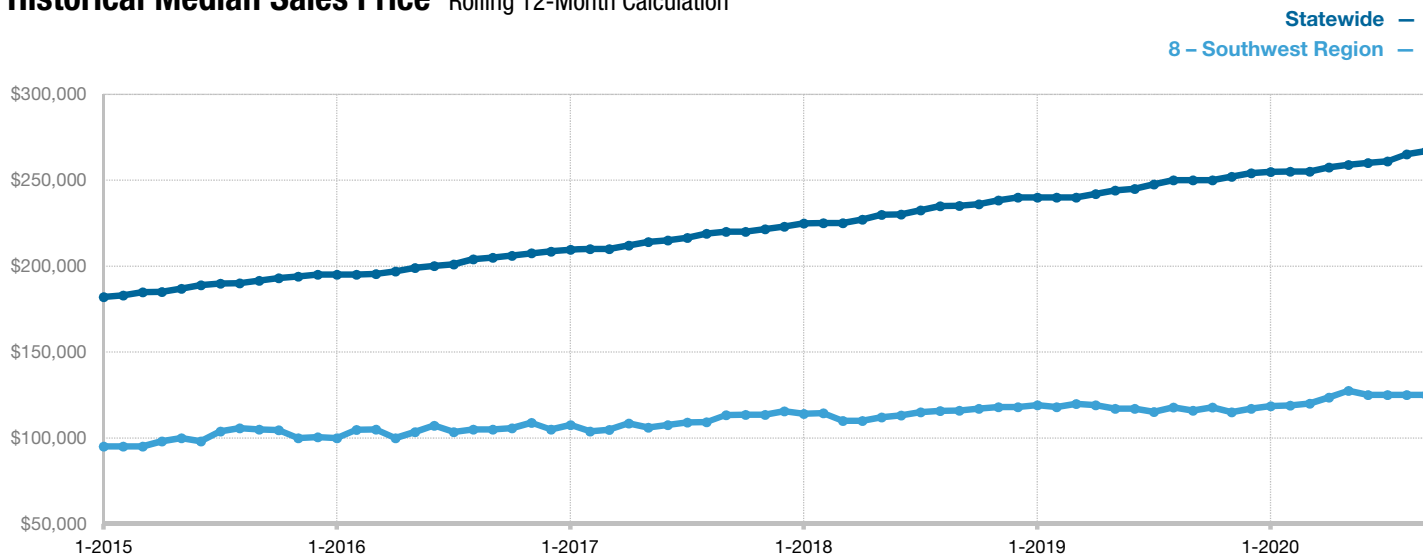
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	116	124	+ 6.9%	1,062	1,049	- 1.2%
Pending Sales	87	106	+ 21.8%	755	895	+ 18.5%
Closed Sales	99	120	+ 21.2%	705	808	+ 14.6%
Median Sales Price*	\$118,625	\$133,000	+ 12.1%	\$117,000	\$128,000	+ 9.4%
Percent of Original List Price Received*	91.0%	94.1%	+ 3.4%	91.8%	92.3%	+ 0.5%
Days on Market Until Sale	82	73	- 11.0%	94	85	- 9.6%
Months Supply of Inventory	6.2	3.6	- 41.9%	--	--	--

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### September



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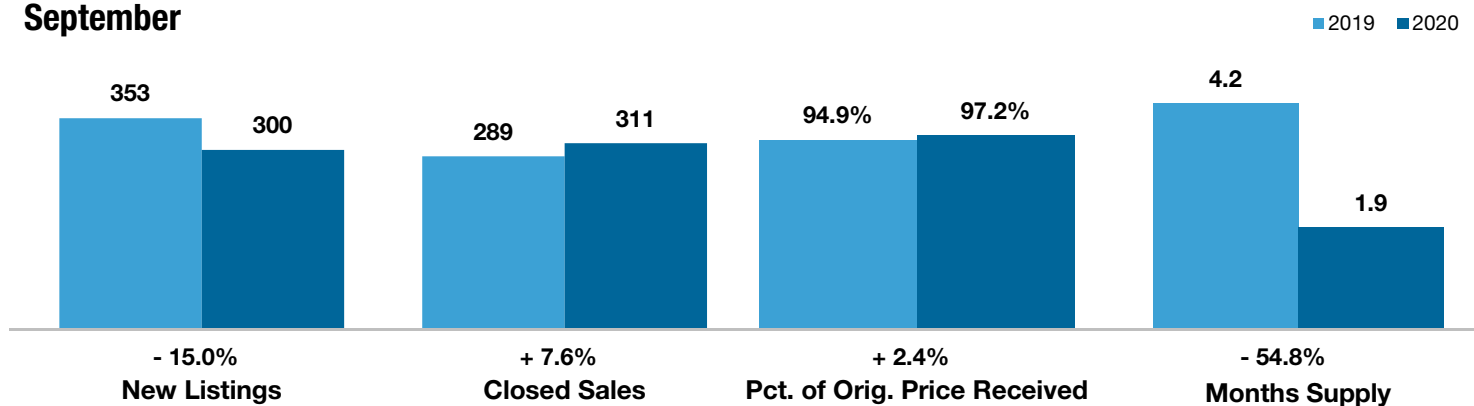


## 9 – South Central Region

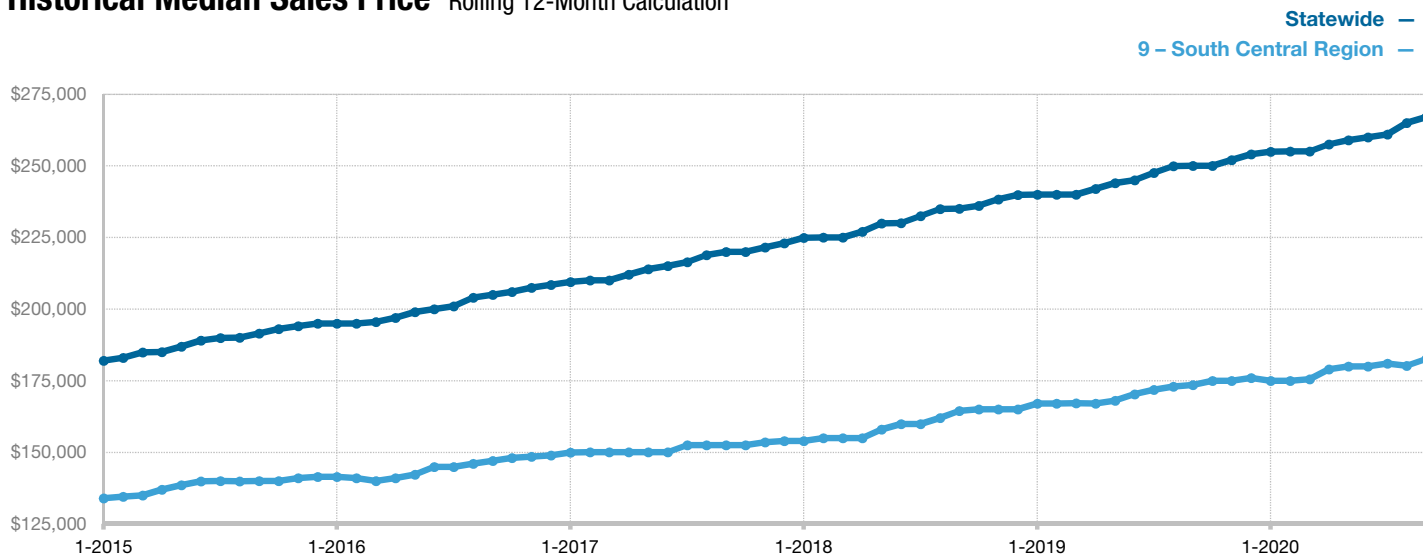
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	353	300	- 15.0%	3,137	2,767	- 11.8%
Pending Sales	254	269	+ 5.9%	2,398	2,658	+ 10.8%
Closed Sales	289	311	+ 7.6%	2,228	2,417	+ 8.5%
Median Sales Price*	\$173,900	\$195,000	+ 12.1%	\$177,500	\$186,000	+ 4.8%
Percent of Original List Price Received*	94.9%	97.2%	+ 2.4%	95.2%	96.3%	+ 1.2%
Days on Market Until Sale	79	93	+ 17.7%	94	97	+ 3.2%
Months Supply of Inventory	4.2	1.9	- 54.8%	--	--	--

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### September



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# Local Market Update for September 2020

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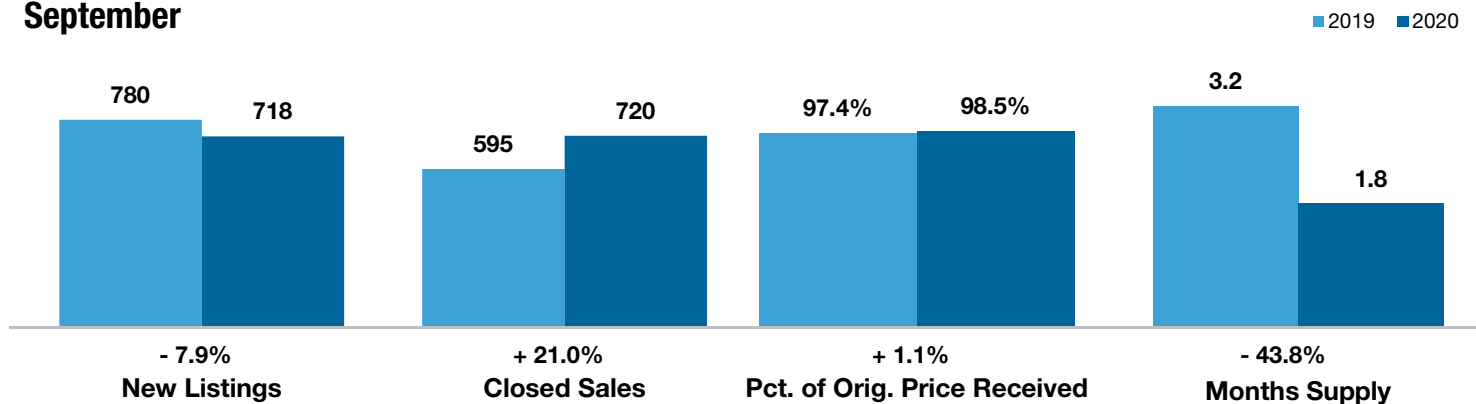


## 10 – Southeast Region

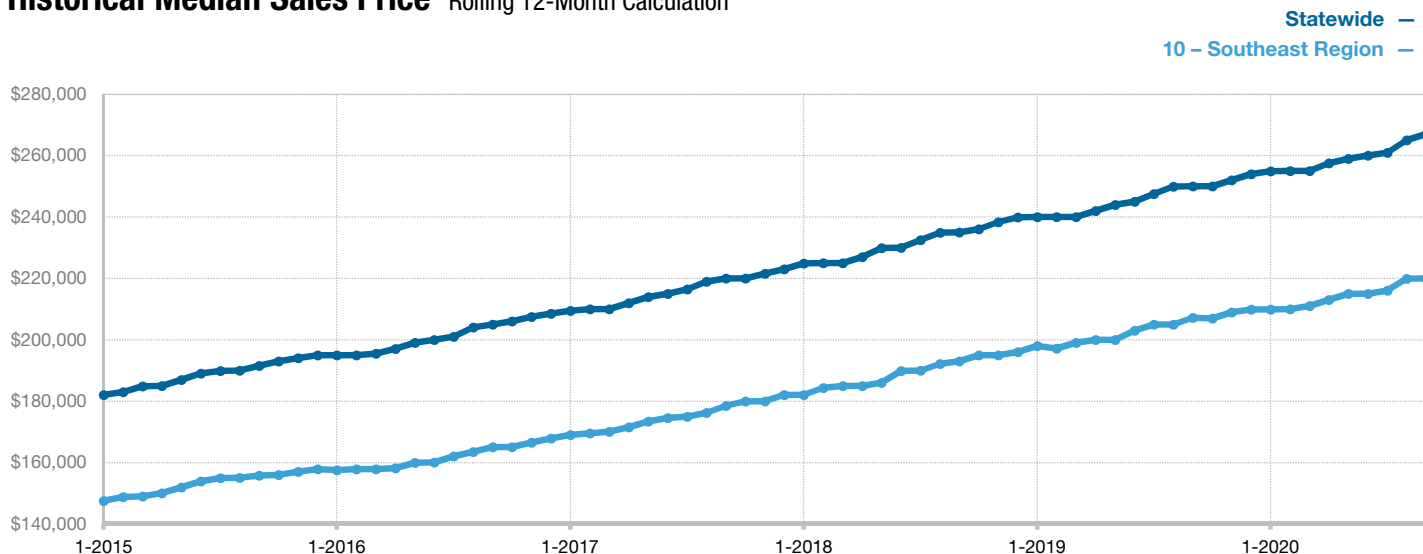
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	780	718	- 7.9%	6,770	6,465	- 4.5%
Pending Sales	580	736	+ 26.9%	5,515	5,890	+ 6.8%
Closed Sales	595	720	+ 21.0%	5,223	5,369	+ 2.8%
Median Sales Price*	\$210,000	\$232,000	+ 10.5%	\$211,075	\$225,000	+ 6.6%
Percent of Original List Price Received*	97.4%	98.5%	+ 1.1%	97.3%	97.7%	+ 0.4%
Days on Market Until Sale	50	44	- 12.0%	55	54	- 1.8%
Months Supply of Inventory	3.2	1.8	- 43.8%	--	--	--

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### September



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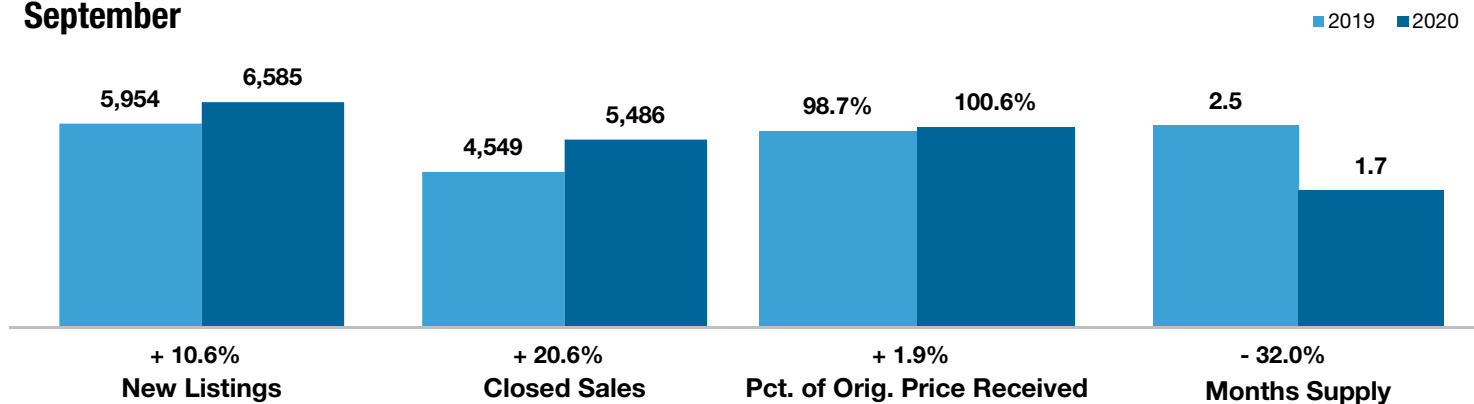


## 11 – 7-County Twin Cities Region

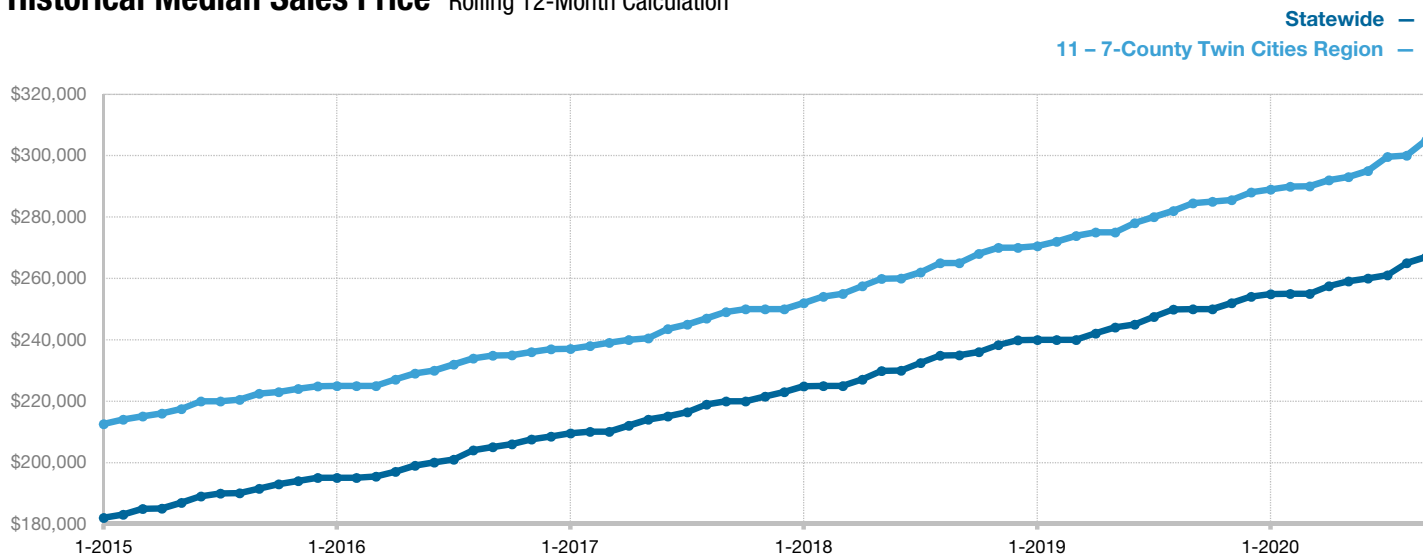
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	5,954	<b>6,585</b>	+ 10.6%	53,127	<b>51,784</b>	- 2.5%
Pending Sales	4,189	<b>5,410</b>	+ 29.1%	40,112	<b>42,414</b>	+ 5.7%
Closed Sales	4,549	<b>5,486</b>	+ 20.6%	38,400	<b>38,683</b>	+ 0.7%
Median Sales Price*	\$287,000	<b>\$317,000</b>	+ 10.5%	\$288,754	<b>\$310,000</b>	+ 7.4%
Percent of Original List Price Received*	98.7%	<b>100.6%</b>	+ 1.9%	99.3%	<b>99.8%</b>	+ 0.5%
Days on Market Until Sale	34	<b>29</b>	- 14.7%	36	<b>35</b>	- 2.8%
Months Supply of Inventory	2.5	<b>1.7</b>	- 32.0%	--	--	--

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### September



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