### Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

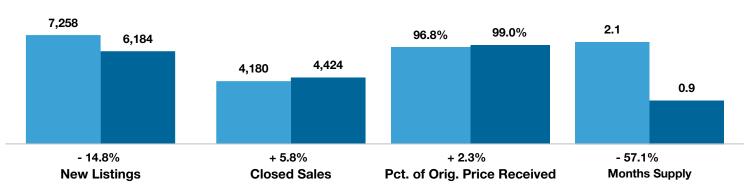


## **Entire State**

	February			۲	Year to Date	9
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	7,258	6,184	- 14.8%	13,260	11,546	- 12.9%
Pending Sales	5,807	5,762	- 0.8%	10,471	10,779	+ 2.9%
Closed Sales	4,180	4,424	+ 5.8%	8,299	9,254	+ 11.5%
Median Sales Price*	\$255,000	\$282,000	+ 10.6%	\$250,000	\$275,000	+ 10.0%
Percent of Original List Price Received*	96.8%	99.0%	+ 2.3%	96.3%	98.6%	+ 2.4%
Days on Market Until Sale	63	47	- 25.4%	63	47	- 25.4%
Months Supply of Inventory	2.1	0.9	- 57.1%			

\* 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.

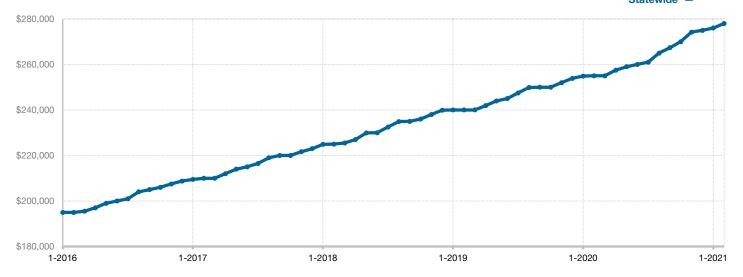
#### February



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

Statewide –

2020 2021



# **Monthly Indicators**

### Minnesota Realtors®

### February 2021

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

### **Activity Snapshot**

+ 5.8%	+ 10.6%	- 14.8%
One-Year Change in	One-Year Change in	One-Year Change in
Closed Sales	<b>Median Sales Price</b>	<b>New Listings</b>

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### **Activity Overview**

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



Key Metrics	Historical Sparkbars	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		7,258	6,184	- 14.8%	13,260	11,546	- 12.9%
Pending Sales		5,807	5,762	- 0.8%	10,471	10,779	+ 2.9%
Closed Sales		4,180	4,424	+ 5.8%	8,299	9,254	+ 11.5%
Days on Market		63	47	- 25.4%	63	47	- 25.4%
Median Sales Price		\$255,000	\$282,000	+ 10.6%	\$250,000	\$275,000	+ 10.0%
Avg. Sales Price		\$289,359	\$319,813	+ 10.5%	\$288,107	\$315,061	+ 9.4%
Pct. of Orig. Price Received		96.8%	99.0%	+ 2.3%	96.3%	98.6%	+ 2.4%
Affordability Index		171	155	- 9.4%	175	159	- 9.1%
Homes for Sale*		15,417	7,460	- 51.6%			
Months Supply*	2-2018 2-2019 2-2020 2-2021	2.1	0.9	- 57.1%			

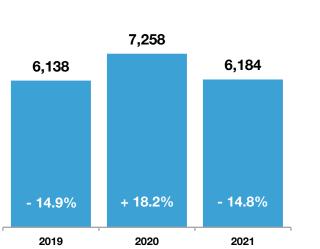
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

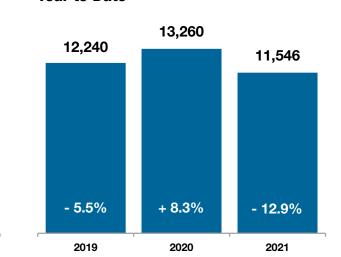
### **New Listings**

February

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



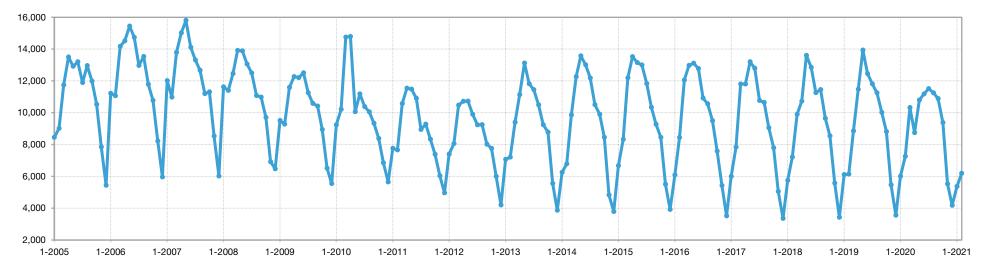




Year to Date

New Listings		Prior Year	Percent Change
March 2020	10,324	8,847	+16.7%
April 2020	8,741	11,463	-23.7%
May 2020	10,789	13,928	-22.5%
June 2020	11,174	12,456	-10.3%
July 2020	11,511	11,807	-2.5%
August 2020	11,241	11,247	-0.1%
September 2020	10,880	10,018	+8.6%
October 2020	9,378	8,812	+6.4%
November 2020	5,520	5,460	+1.1%
December 2020	4,174	3,555	+17.4%
January 2021	5,362	6,002	-10.7%
February 2021	6,184	7,258	-14.8%
12-Month Avg	8,773	9,238	-5.0%

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



### **Pending Sales**

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

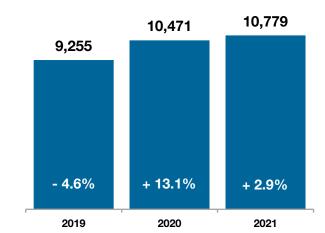


 February
 Year to Date

 5,807 5,762 9,255 

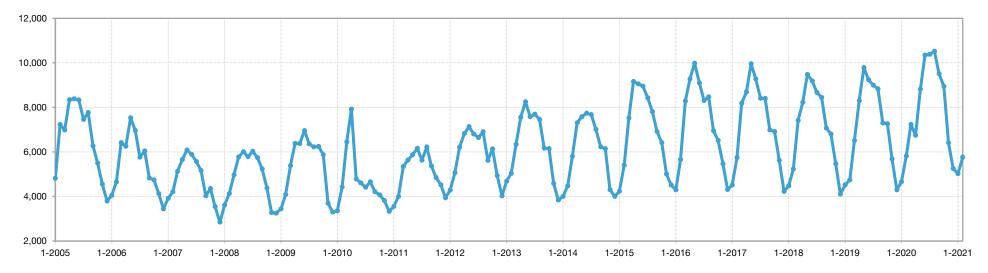
 4,740 -9.3% +22.5% -0.8% 

 2019 2020 2021 2019 



Pending Sales		Prior Year	Percent Change
March 2020	7,233	6,508	+11.1%
April 2020	6,741	8,301	-18.8%
May 2020	8,814	9,782	-9.9%
June 2020	10,343	9,236	+12.0%
July 2020	10,379	8,993	+15.4%
August 2020	10,511	8,829	+19.1%
September 2020	9,501	7,294	+30.3%
October 2020	8,943	7,264	+23.1%
November 2020	6,405	5,681	+12.7%
December 2020	5,249	4,295	+22.2%
January 2021	5,017	4,664	+7.6%
February 2021	5,762	5,807	-0.8%
12-Month Avg	7,908	7,221	+9.5%

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



### **Closed Sales**

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

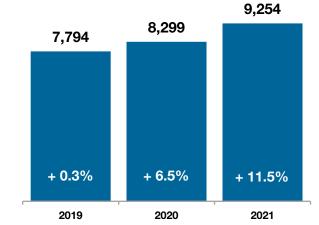


February 4,424 4,180 3,941 + 6.1% + 5.8% + 4.7% 2019 2020 2021



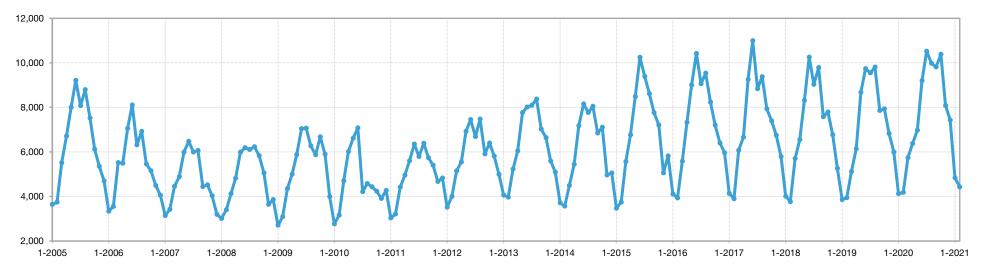






Closed Sales		Prior Year	Percent Change
March 2020	5,740	5,113	+12.3%
April 2020	6,368	6,140	+3.7%
May 2020	6,970	8,674	-19.6%
June 2020	9,201	9,733	-5.5%
July 2020	10,512	9,545	+10.1%
August 2020	9,975	9,801	+1.8%
September 2020	9,813	7,857	+24.9%
October 2020	10,375	7,927	+30.9%
November 2020	8,077	6,819	+18.4%
December 2020	7,427	5,989	+24.0%
January 2021	4,830	4,119	+17.3%
February 2021	4,424	4,180	+5.8%
12-Month Avg	7,809	7,158	+9.1%

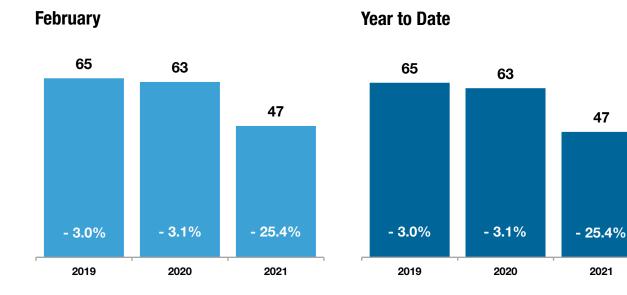
#### **Historical Closed Sales by Month**



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

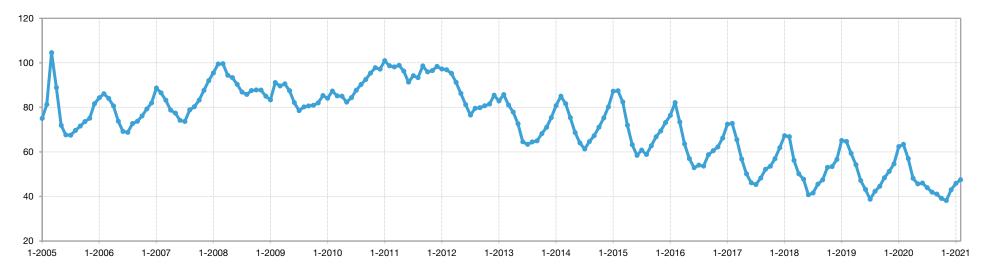
Average number of days between when a property is listed and when an offer is accepted in a given month.





Days on Market		Prior Year	Doroont Chongo
Days on Warket		Prior fear	Percent Change
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%
January 2021	46	62	-25.8%
February 2021	47	63	-25.4%
12-Month Avg	45	51	-11.8%

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



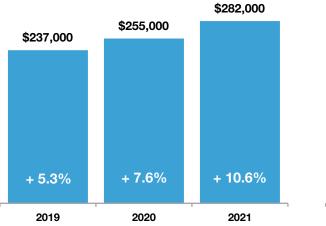
### **Median Sales Price**

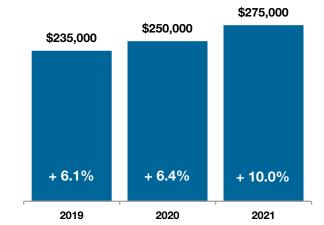
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



#### February

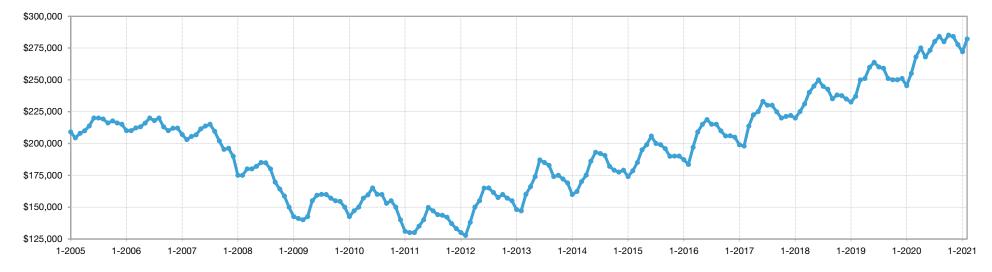






Median Sales Price		Prior Year	Percent Change
March 2020	\$268,000	\$249,900	+7.2%
April 2020	\$275,000	\$251,000	+9.6%
May 2020	\$268,000	\$259,850	+3.1%
June 2020	\$273,100	\$263,750	+3.5%
July 2020	\$280,000	\$260,000	+7.7%
August 2020	\$284,000	\$259,000	+9.7%
September 2020	\$279,900	\$251,000	+11.5%
October 2020	\$285,000	\$250,000	+14.0%
November 2020	\$284,000	\$250,000	+13.6%
December 2020	\$277,688	\$251,000	+10.6%
January 2021	\$272,000	\$245,400	+10.8%
February 2021	\$282,000	\$255,000	+10.6%
12-Month Avg	\$277,391	\$253,825	+9.3%

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

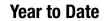


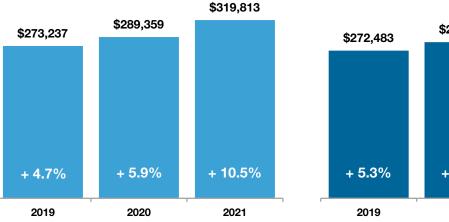
### **Average Sales Price**

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



February

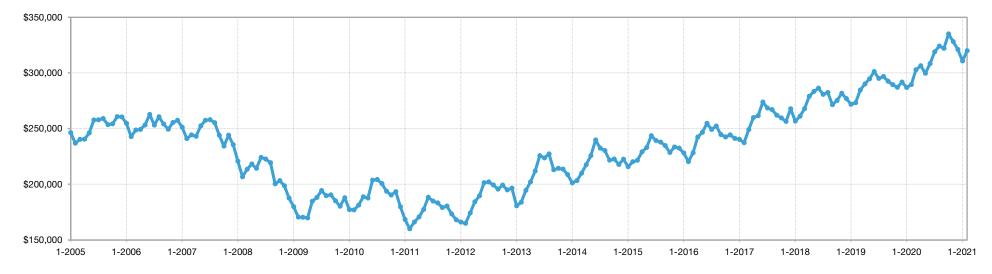




	\$272,483	\$288,107	\$315,061	
	+ 5.3%	+ 5.7%	+ 9.4%	
-	2019	2020	2021	٦

Average Sales Price		Prior Year	Percent Change
March 2020	\$302,713	\$284,524	+6.4%
April 2020	\$306,346	\$289,946	+5.7%
May 2020	\$299,637	\$294,567	+1.7%
June 2020	\$308,281	\$301,239	+2.3%
July 2020	\$318,784	\$294,982	+8.1%
August 2020	\$323,965	\$296,708	+9.2%
September 2020	\$322,072	\$292,426	+10.1%
October 2020	\$334,943	\$289,426	+15.7%
November 2020	\$328,063	\$286,894	+14.3%
December 2020	\$321,030	\$291,728	+10.0%
January 2021	\$310,706	\$286,838	+8.3%
February 2021	\$319,813	\$289,359	+10.5%
12-Month Avg	\$316,363	\$291,553	+8.5%

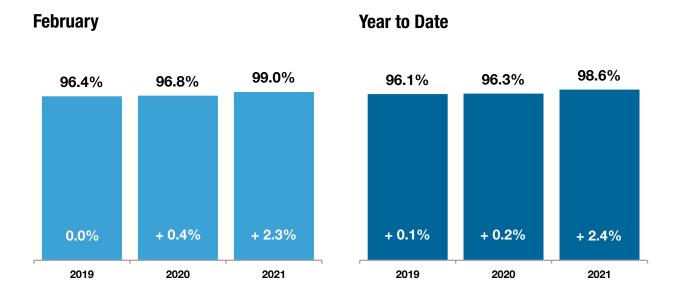
#### **Historical Average Sales Price by Month**



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

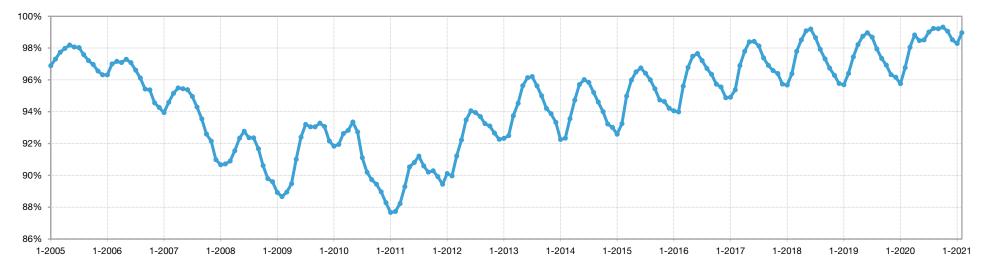
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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of Orig. Price Received		Prior Year	Percent Change
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%
January 2021	98.3%	95.8%	+2.6%
February 2021	99.0%	96.8%	+2.3%
12-Month Avg	98.8%	97.4%	+1.4%

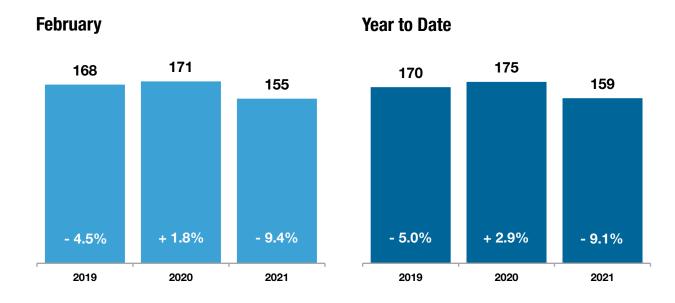
#### **Historical Percent of Original List Price Received by Month**



## **Housing Affordability Index**

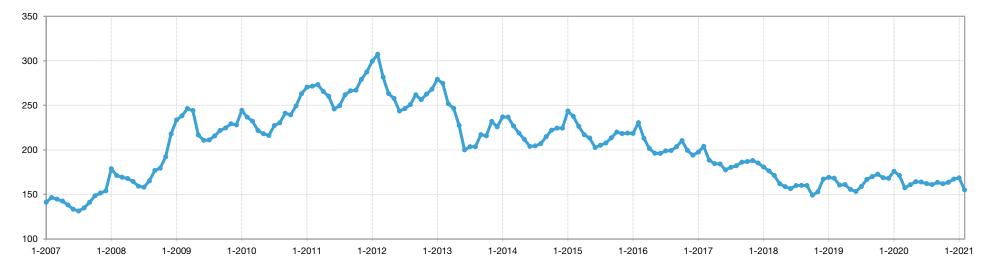


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index		Prior Year	Percent Change
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	167	168	-0.6%
January 2021	169	176	-4.0%
February 2021	155	171	-9.4%
12-Month Avg	162	165	-1.8%

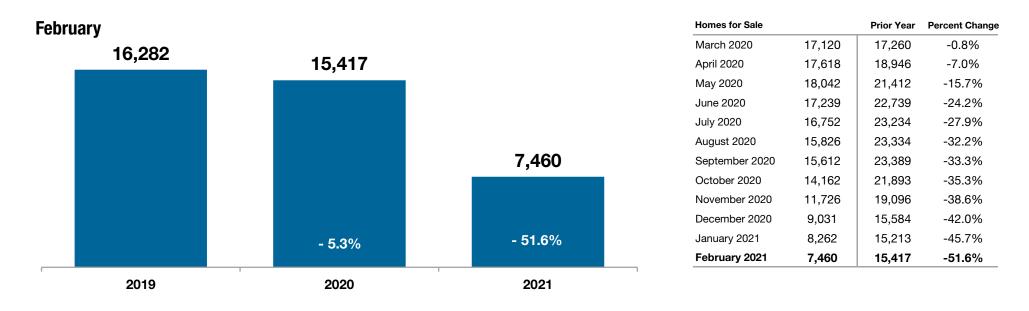
#### Historical Housing Affordability Index by Month



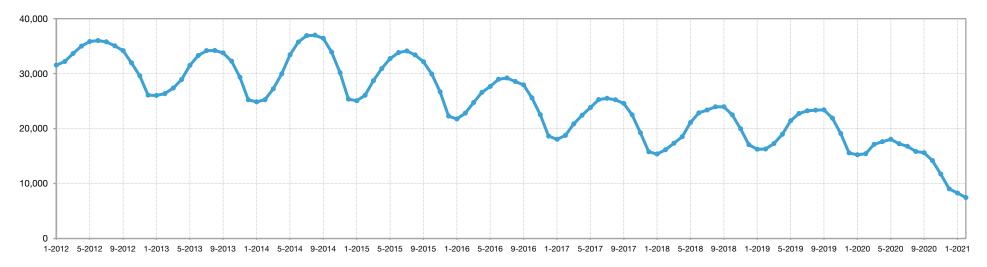
### **Inventory of Homes for Sale**

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





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

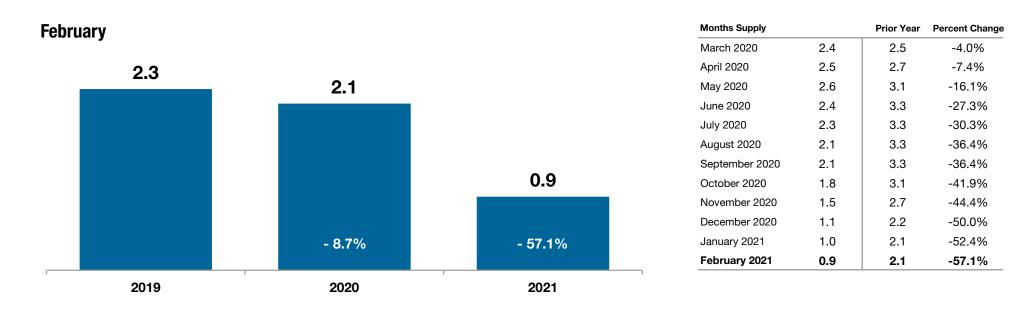


Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

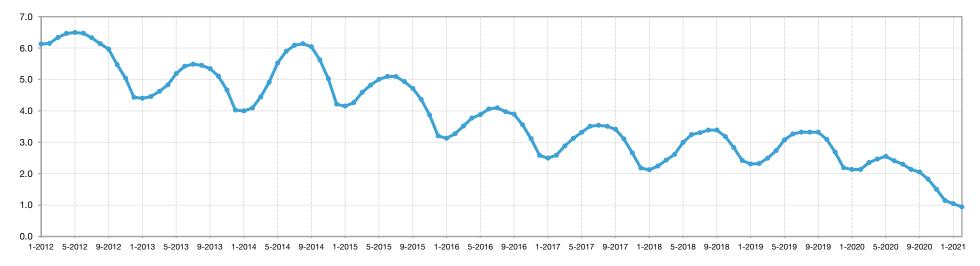
### **Months Supply of Inventory**



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.



#### Historical Months Supply of Inventory by Month



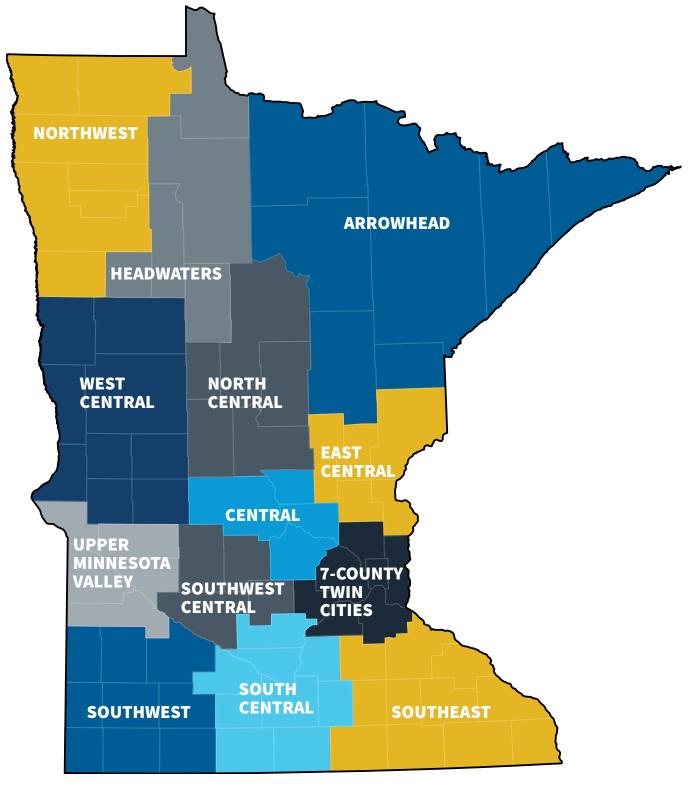
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.

### Local Market Updates for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



Current as of March 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime.

### Local Market Update for February 2021

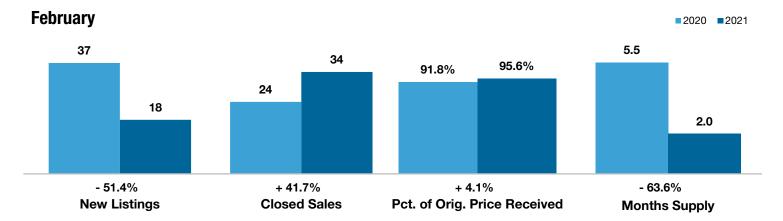
A Research Tool Provided by the Minnesota Association of REALTORS®



### **1 – Northwest Region**

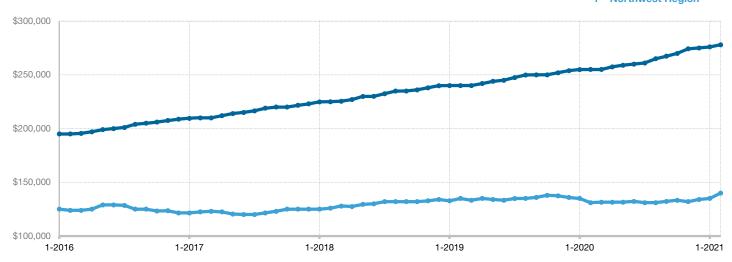
	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	37	18	- 51.4%	78	46	- 41.0%
Pending Sales	24	39	+ 62.5%	60	70	+ 16.7%
Closed Sales	24	34	+ 41.7%	53	75	+ 41.5%
Median Sales Price*	\$103,500	\$158,500	+ 53.1%	\$90,000	\$145,000	+ 61.1%
Percent of Original List Price Received*	91.8%	95.6%	+ 4.1%	91.7%	94.5%	+ 3.1%
Days on Market Until Sale	84	69	- 17.9%	80	66	- 17.5%
Months Supply of Inventory	5.5	2.0	- 63.6%			

\* 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.



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



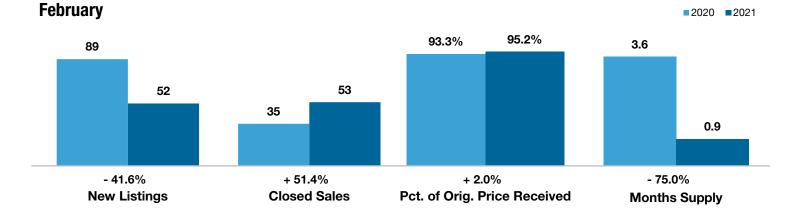




## 2 – Headwaters Region

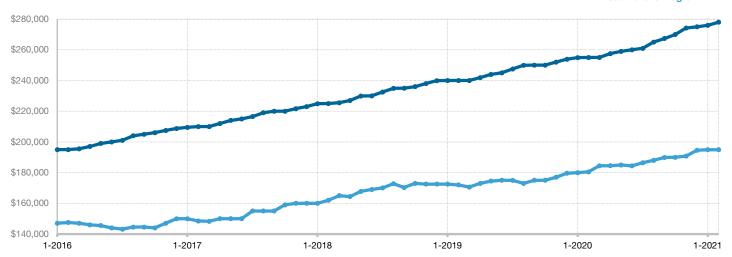
	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	89	52	- 41.6%	148	104	- 29.7%
Pending Sales	60	62	+ 3.3%	104	127	+ 22.1%
Closed Sales	35	53	+ 51.4%	79	113	+ 43.0%
Median Sales Price*	\$188,250	\$184,750	- 1.9%	\$177,750	\$187,500	+ 5.5%
Percent of Original List Price Received*	93.3%	95.2%	+ 2.0%	93.4%	95.5%	+ 2.2%
Days on Market Until Sale	70	63	- 10.0%	73	72	- 1.4%
Months Supply of Inventory	3.6	0.9	- 75.0%			

\* 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.



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



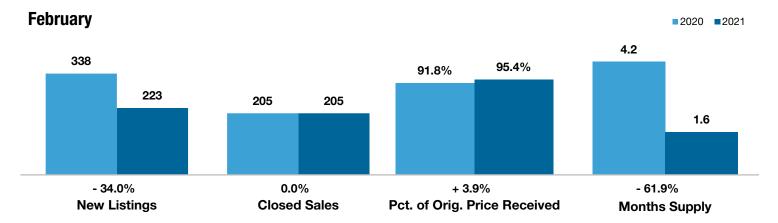




## 3 – Arrowhead Region

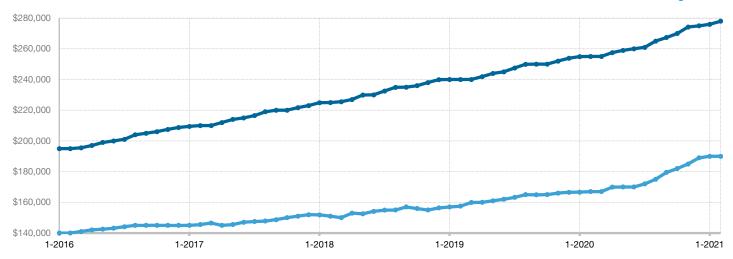
	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	338	223	- 34.0%	639	427	- 33.2%
Pending Sales	286	225	- 21.3%	531	454	- 14.5%
Closed Sales	205	205	0.0%	405	482	+ 19.0%
Median Sales Price*	\$153,750	\$171,000	+ 11.2%	\$151,000	\$179,500	+ 18.9%
Percent of Original List Price Received*	91.8%	95.4%	+ 3.9%	91.8%	94.8%	+ 3.3%
Days on Market Until Sale	102	82	- 19.6%	97	76	- 21.6%
Months Supply of Inventory	4.2	1.6	- 61.9%			

\* 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.



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







2020 2021

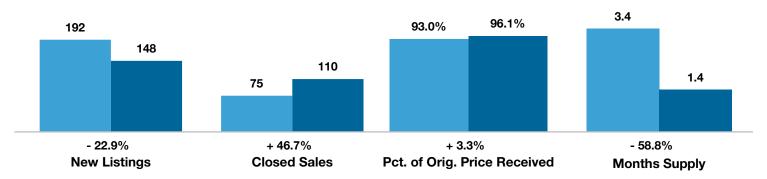
Statewide -

## 4 – West Central Region

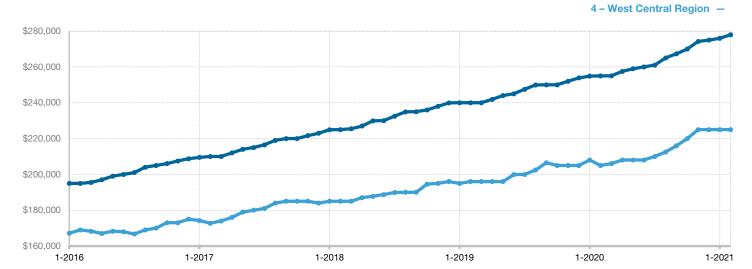
	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	192	148	- 22.9%	348	266	- 23.6%
Pending Sales	133	158	+ 18.8%	236	284	+ 20.3%
Closed Sales	75	110	+ 46.7%	188	229	+ 21.8%
Median Sales Price*	\$150,000	\$200,750	+ 33.8%	\$185,000	\$200,000	+ 8.1%
Percent of Original List Price Received*	93.0%	96.1%	+ 3.3%	94.3%	94.6%	+ 0.3%
Days on Market Until Sale	95	71	- 25.3%	80	65	- 18.8%
Months Supply of Inventory	3.4	1.4	- 58.8%			

\* 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.

### February



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

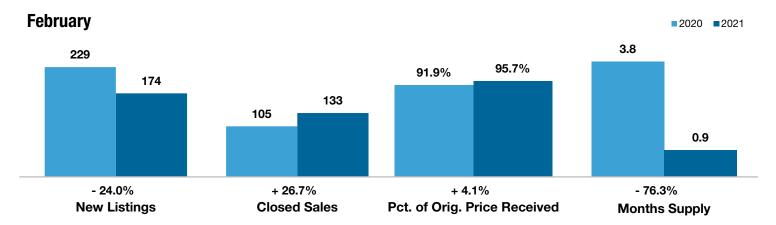




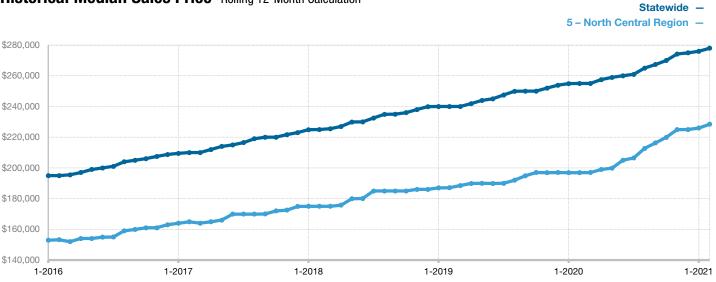
## **5 – North Central Region**

	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	229	174	- 24.0%	415	318	- 23.4%
Pending Sales	143	164	+ 14.7%	287	321	+ 11.8%
Closed Sales	105	133	+ 26.7%	238	312	+ 31.1%
Median Sales Price*	\$170,000	\$220,000	+ 29.4%	\$164,900	\$207,000	+ 25.5%
Percent of Original List Price Received*	91.9%	95.7%	+ 4.1%	92.5%	95.9%	+ 3.7%
Days on Market Until Sale	108	61	- 43.5%	95	61	- 35.8%
Months Supply of Inventory	3.8	0.9	- 76.3%			

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



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

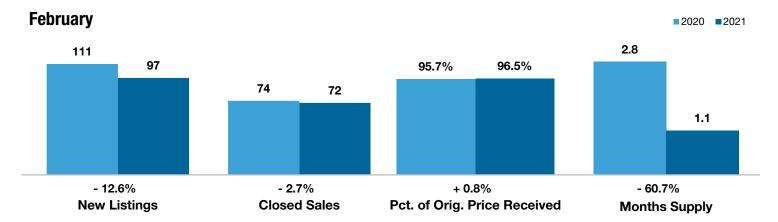




### **6E – Southwest Central Region**

	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	111	97	- 12.6%	219	197	- 10.0%
Pending Sales	98	84	- 14.3%	191	175	- 8.4%
Closed Sales	74	72	- 2.7%	152	168	+ 10.5%
Median Sales Price*	\$172,500	\$184,900	+ 7.2%	\$160,000	\$183,750	+ 14.8%
Percent of Original List Price Received*	95.7%	96.5%	+ 0.8%	94.3%	97.3%	+ 3.2%
Days on Market Until Sale	76	60	- 21.1%	73	52	- 28.8%
Months Supply of Inventory	2.8	1.1	- 60.7%			

\* 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.

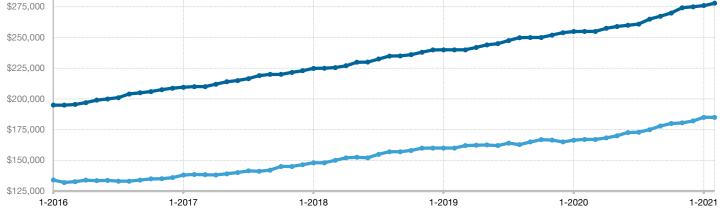


#### Historical Median Sales Price Rolling 12-Month Calculation

\$300,000



Statewide -

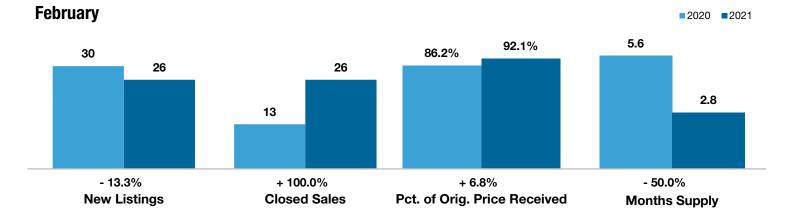




### **6W – Upper Minnesota Valley Region**

	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	30	26	- 13.3%	54	55	+ 1.9%
Pending Sales	15	24	+ 60.0%	29	47	+ 62.1%
Closed Sales	13	26	+ 100.0%	40	61	+ 52.5%
Median Sales Price*	\$90,000	\$145,750	+ 61.9%	\$89,700	\$117,000	+ 30.4%
Percent of Original List Price Received*	86.2%	92.1%	+ 6.8%	88.3%	90.4%	+ 2.4%
Days on Market Until Sale	101	114	+ 12.9%	85	111	+ 30.6%
Months Supply of Inventory	5.6	2.8	- 50.0%			

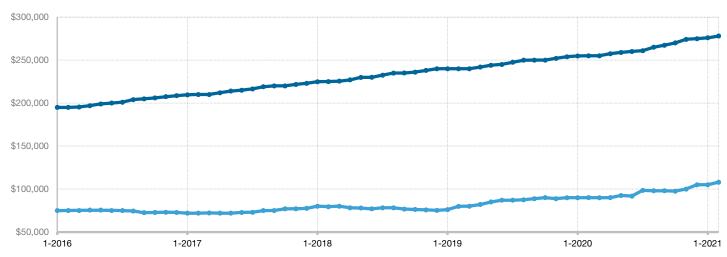
\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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









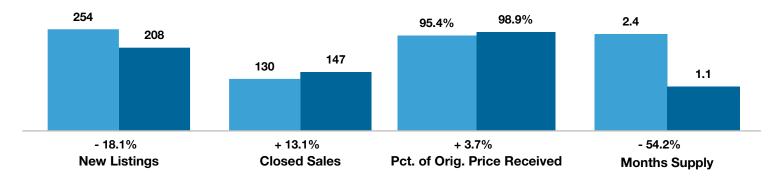
## 7E – East Central Region

	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	254	208	- 18.1%	451	401	- 11.1%
Pending Sales	166	181	+ 9.0%	344	362	+ 5.2%
Closed Sales	130	147	+ 13.1%	273	314	+ 15.0%
Median Sales Price*	\$217,500	\$249,700	+ 14.8%	\$214,900	\$250,000	+ 16.3%
Percent of Original List Price Received*	95.4%	98.9%	+ 3.7%	95.4%	99.1%	+ 3.9%
Days on Market Until Sale	69	46	- 33.3%	66	40	- 39.4%
Months Supply of Inventory	2.4	1.1	- 54.2%			

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

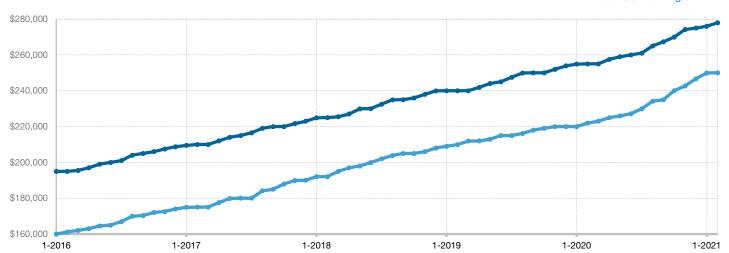
#### February

■2020 ■2021



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





### Local Market Update for February 2021

A Research Tool Provided by the Minnesota Association of REALTORS®



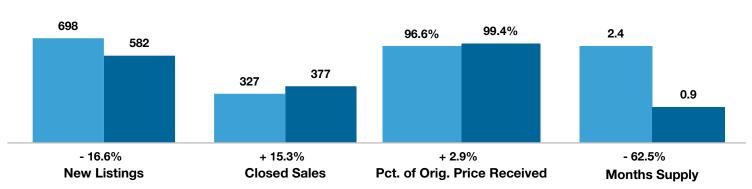
2020 2021

## **7W – Central Region**

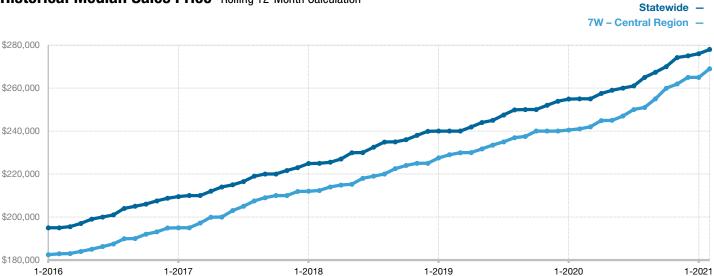
	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	698	582	- 16.6%	1,274	1,133	- 11.1%
Pending Sales	477	539	+ 13.0%	857	986	+ 15.1%
Closed Sales	327	377	+ 15.3%	648	780	+ 20.4%
Median Sales Price*	\$235,000	\$300,000	+ 27.7%	\$237,500	\$288,000	+ 21.3%
Percent of Original List Price Received*	96.6%	99.4%	+ 2.9%	96.6%	99.4%	+ 2.9%
Days on Market Until Sale	69	51	- 26.1%	64	46	- 28.1%
Months Supply of Inventory	2.4	0.9	- 62.5%			

\* 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.

#### February



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

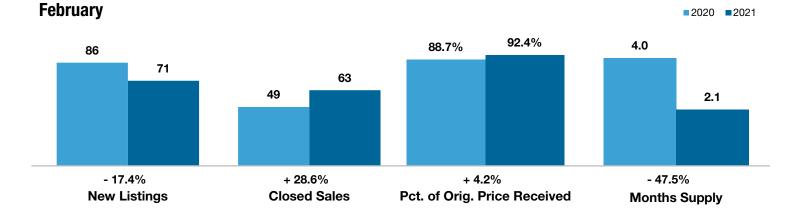




### 8 – Southwest Region

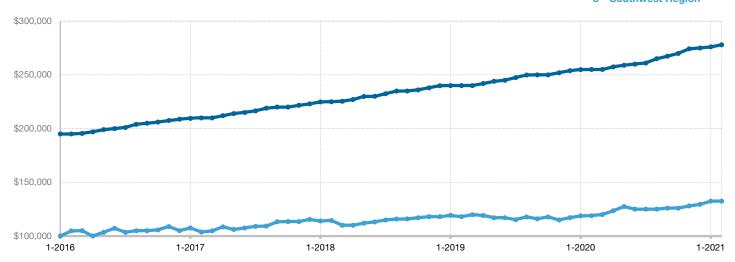
	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	86	71	- 17.4%	150	138	- 8.0%
Pending Sales	64	80	+ 25.0%	122	150	+ 23.0%
Closed Sales	49	63	+ 28.6%	105	130	+ 23.8%
Median Sales Price*	\$97,500	\$117,250	+ 20.3%	\$115,000	\$134,250	+ 16.7%
Percent of Original List Price Received*	88.7%	92.4%	+ 4.2%	87.7%	92.2%	+ 5.1%
Days on Market Until Sale	127	83	- 34.6%	120	84	- 30.0%
Months Supply of Inventory	4.0	2.1	- 47.5%			

\* 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.



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





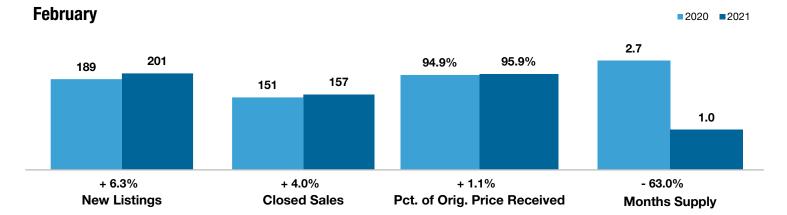


Statewide -

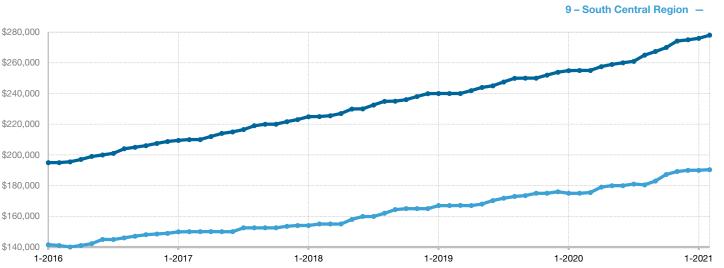
## 9 – South Central Region

	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	189	201	+ 6.3%	385	353	- 8.3%
Pending Sales	212	169	- 20.3%	357	355	- 0.6%
Closed Sales	151	157	+ 4.0%	291	322	+ 10.7%
Median Sales Price*	\$169,925	\$190,075	+ 11.9%	\$162,000	\$185,000	+ 14.2%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	94.1%	95.9%	+ 1.9%
Days on Market Until Sale	93	84	- 9.7%	100	81	- 19.0%
Months Supply of Inventory	2.7	1.0	- 63.0%			

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

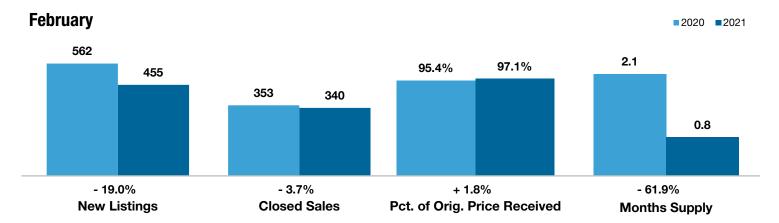




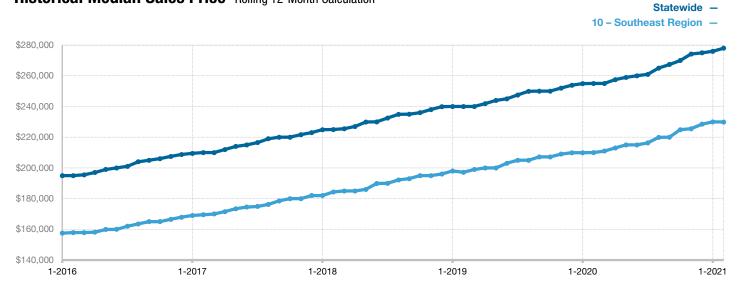
## **10 – Southeast Region**

	February			Year to Date		
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	562	455	- 19.0%	982	838	- 14.7%
Pending Sales	481	464	- 3.5%	888	880	- 0.9%
Closed Sales	353	340	- 3.7%	714	724	+ 1.4%
Median Sales Price*	\$220,000	\$215,000	- 2.3%	\$208,950	\$220,000	+ 5.3%
Percent of Original List Price Received*	95.4%	97.1%	+ 1.8%	95.1%	97.1%	+ 2.1%
Days on Market Until Sale	77	52	- 32.5%	72	54	- 25.0%
Months Supply of Inventory	2.1	0.8	- 61.9%			

\* 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.



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



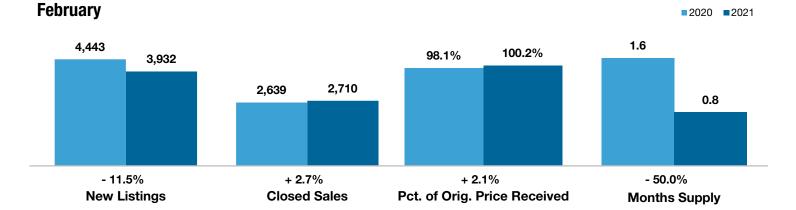


Statewide -

### 11 – 7-County Twin Cities Region

	February			Year to Date			
Key Metrics	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change	
New Listings	4,443	3,932	- 11.5%	8,120	7,278	- 10.4%	
Pending Sales	3,650	3,576	- 2.0%	6,469	6,576	+ 1.7%	
Closed Sales	2,639	2,710	+ 2.7%	5,116	5,552	+ 8.5%	
Median Sales Price*	\$288,000	\$315,000	+ 9.4%	\$282,700	\$309,900	+ 9.6%	
Percent of Original List Price Received*	98.1%	100.2%	+ 2.1%	97.5%	99.8%	+ 2.4%	
Days on Market Until Sale	51	38	- 25.5%	52	38	- 26.9%	
Months Supply of Inventory	1.6	0.8	- 50.0%				

\* 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.



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

