

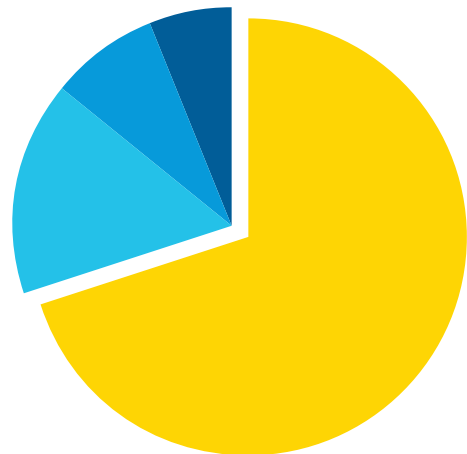
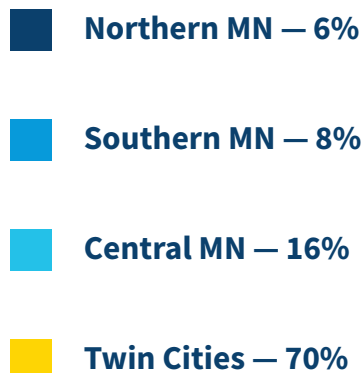


2021 SPRING MARKET SURVEY

We've all heard the news stories of the crazy hot housing market, from 50+ offers on a single listing, to buying a home without an inspection.

Minnesota Realtors® surveyed **115 Realtors®** across the state to hear first-hand how the frenzied spring selling season is going for them.

PRIMARY MARKET



TRANSACTIONS OVER LIST PRICE

Nearly half of all closed transactions were sold over list price.

\$30,000

Median price paid **over** list price



ALL-CASH TRANSACTIONS



While cash may be king, most transactions are not cash-only.

80%

of Realtors® said that **all-cash transactions** comprised **LESS THAN 10%** of their total closed sales.

TRANSACTIONS WITH NO INSPECTION

Waiving inspection contingencies is the exception, not the rule.

75%

of Realtors® had **LESS THAN 25%** of closed transactions **without an inspection contingency**.



MULTIPLE OFFERS

60%

of Realtors® had **MORE THAN HALF** of their transactions include **multiple offers**.



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Median number of **OFFERS FOR A SINGLE LISTING**

Multiple offers are the norm.