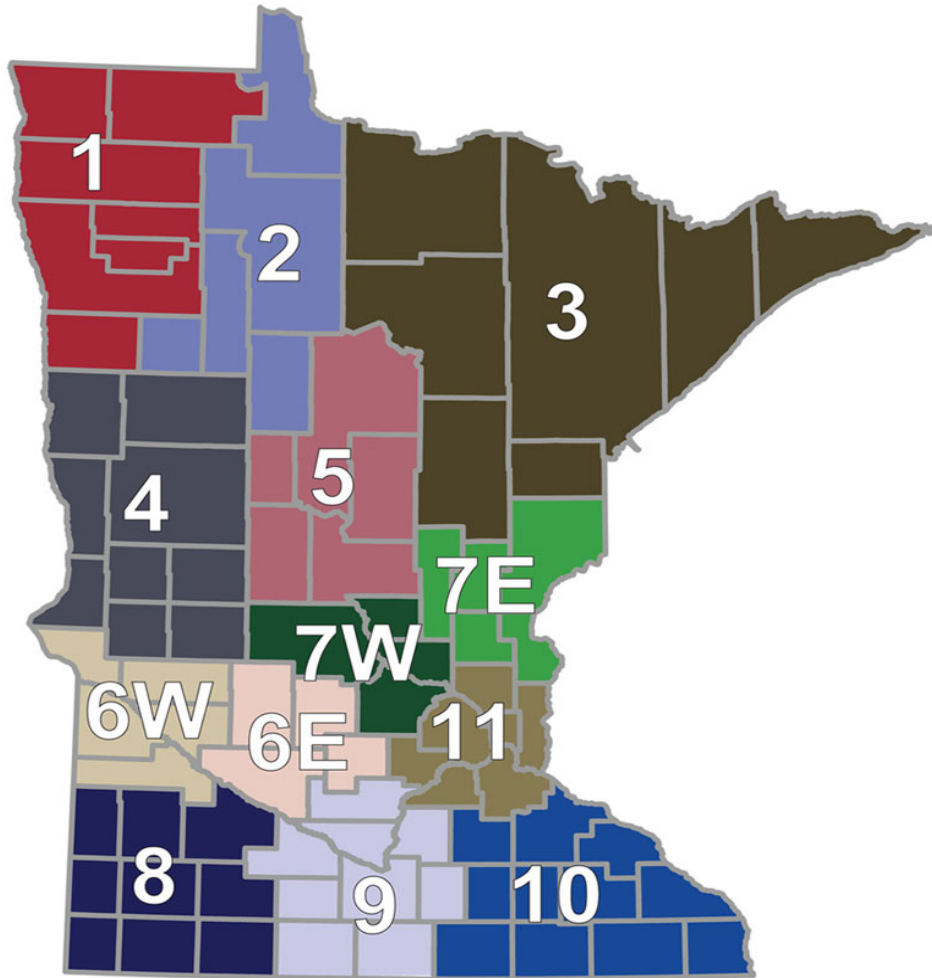


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region |  | 7E - East Central Region |
|  | 2 - Headwaters Region |  | 7W - Central Region |
|  | 3 - Arrowhead Region |  | 8 - Southwest Region |
|  | 4 - West Central Region |  | 9 - South Central Region |
|  | 5 - North Central Region |  | 10 - Southeast Region |
|  | 6E - Southwest Central Region |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region | | |

Local Market Update for April 2022

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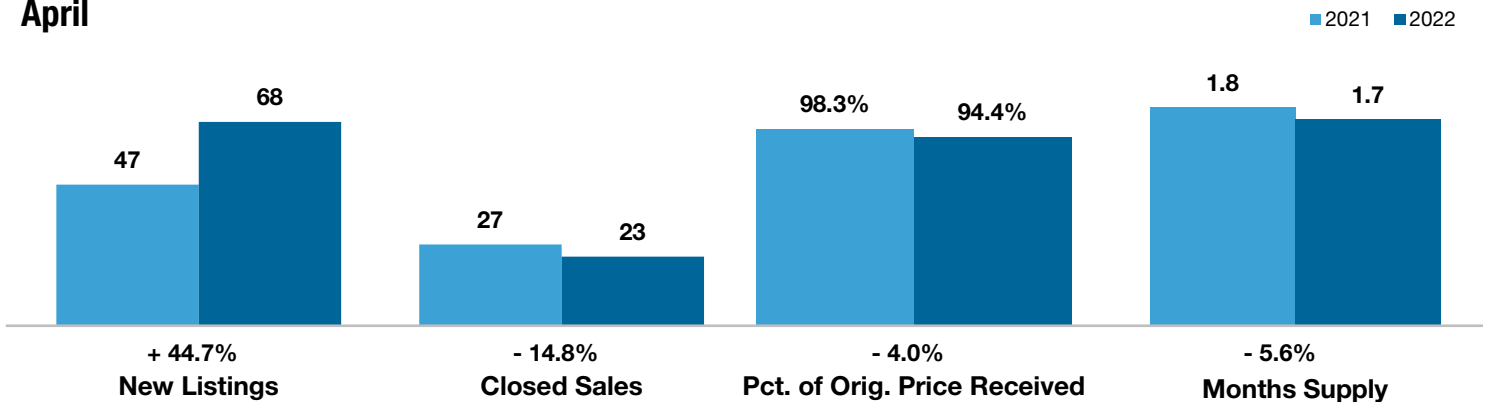


1 – Northwest Region

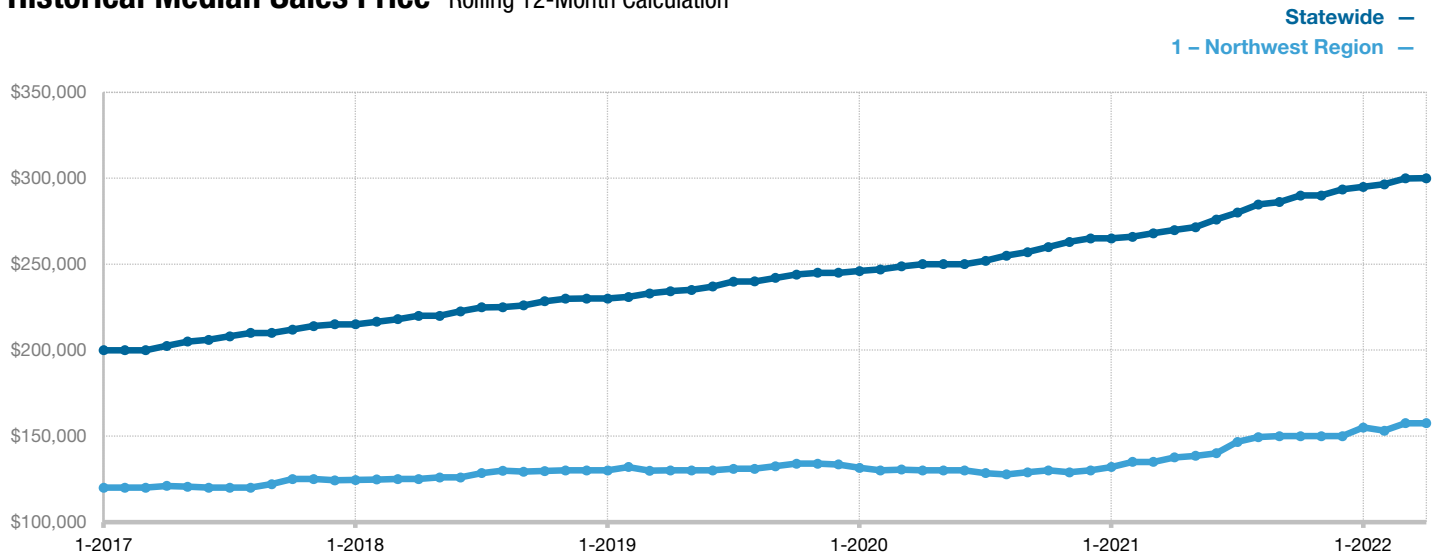
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	47	68	+ 44.7%	140	172	+ 22.9%
Pending Sales	55	48	- 12.7%	159	135	- 15.1%
Closed Sales	27	23	- 14.8%	147	113	- 23.1%
Median Sales Price*	\$158,900	\$155,000	- 2.5%	\$145,000	\$159,450	+ 10.0%
Percent of Original List Price Received*	98.3%	94.4%	- 4.0%	94.6%	95.1%	+ 0.5%
Days on Market Until Sale	50	41	- 18.0%	73	45	- 38.4%
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

* 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



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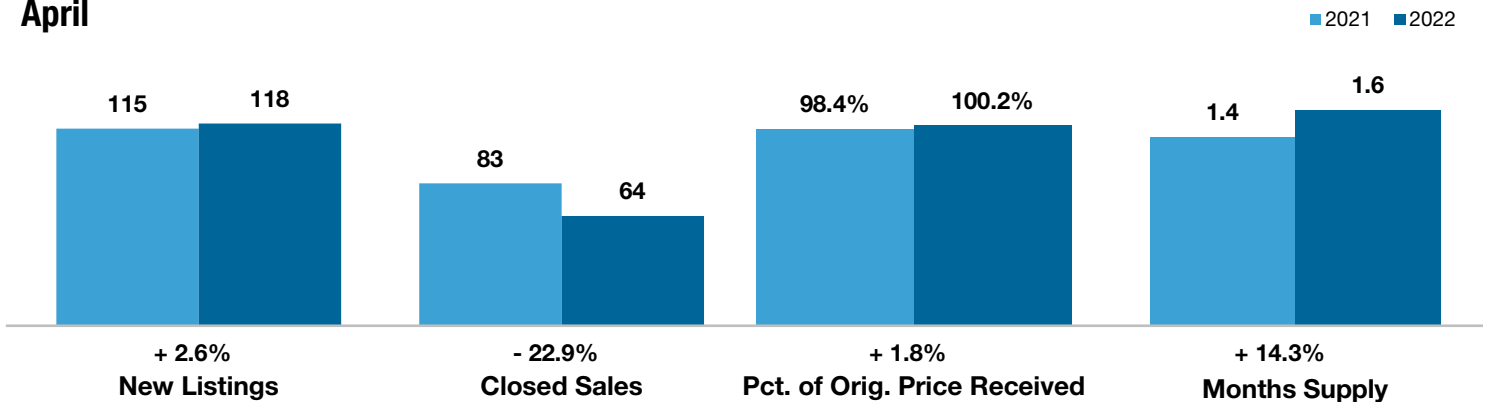


2 – Headwaters Region

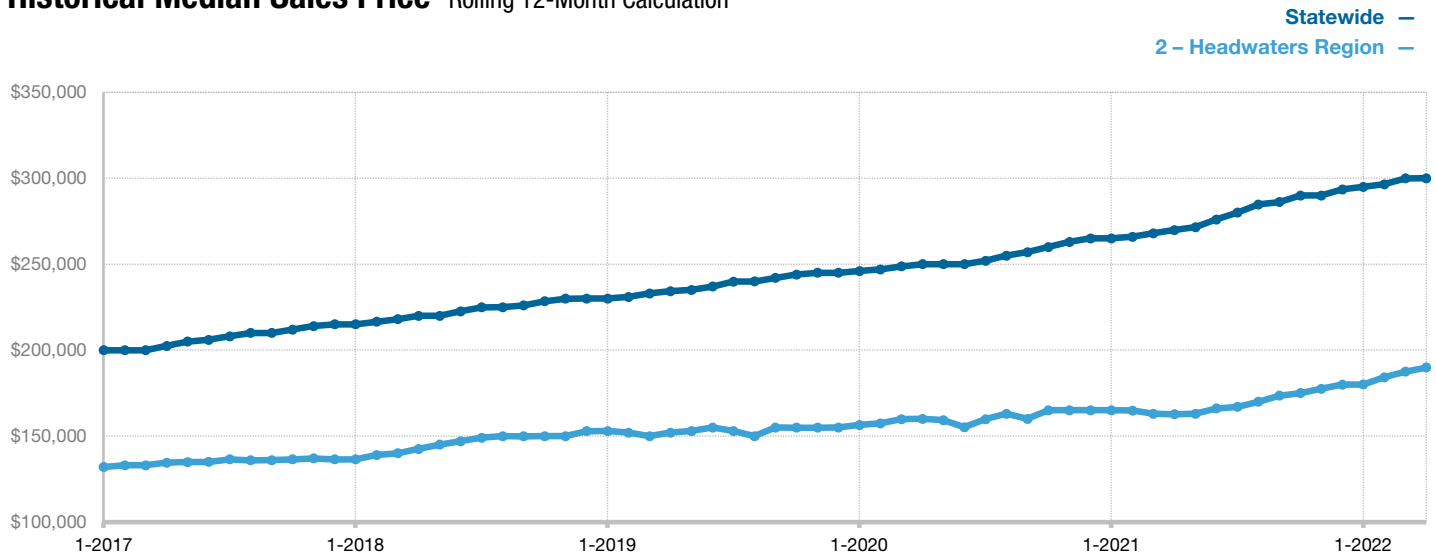
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	115	118	+ 2.6%	341	335	- 1.8%
Pending Sales	87	88	+ 1.1%	310	283	- 8.7%
Closed Sales	83	64	- 22.9%	269	228	- 15.2%
Median Sales Price*	\$229,000	\$237,500	+ 3.7%	\$192,000	\$220,000	+ 14.6%
Percent of Original List Price Received*	98.4%	100.2%	+ 1.8%	96.1%	97.3%	+ 1.2%
Days on Market Until Sale	62	38	- 38.7%	68	46	- 32.4%
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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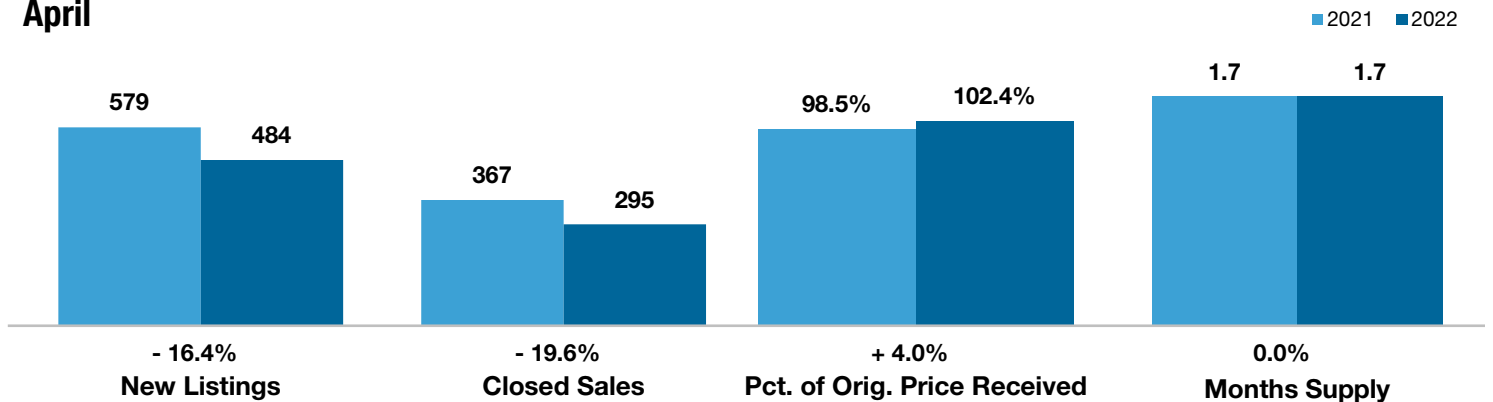


3 – Arrowhead Region

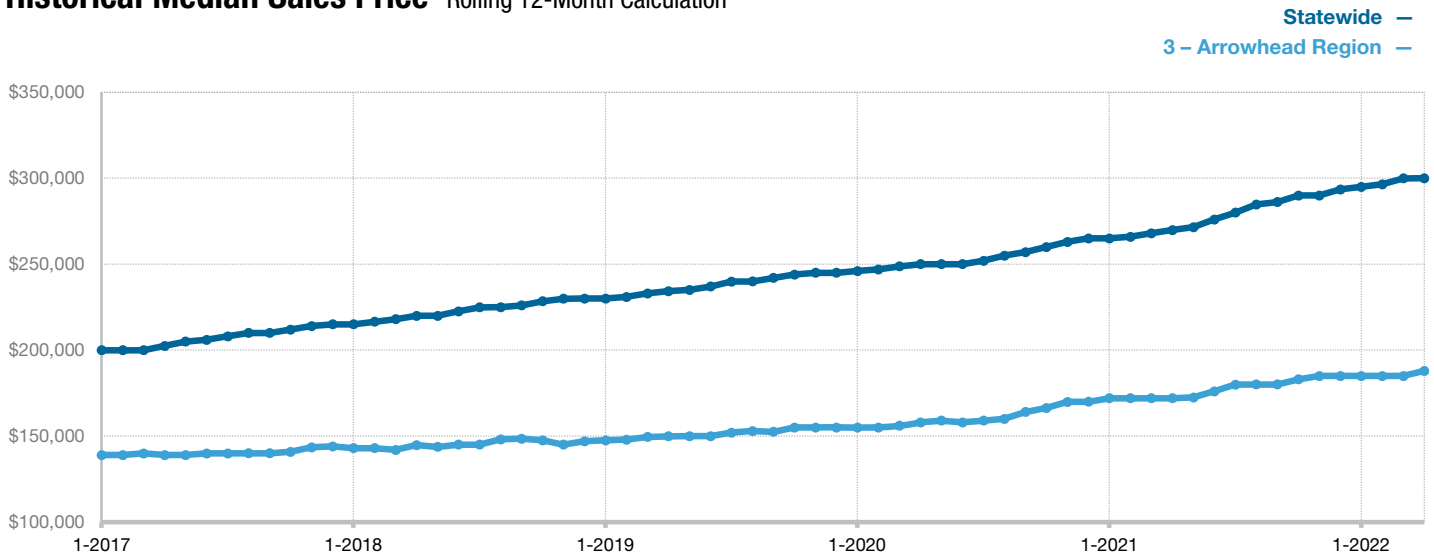
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	579	484	- 16.4%	1,529	1,312	- 14.2%
Pending Sales	487	387	- 20.5%	1,433	1,155	- 19.4%
Closed Sales	367	295	- 19.6%	1,134	980	- 13.6%
Median Sales Price*	\$195,000	\$213,500	+ 9.5%	\$187,000	\$197,000	+ 5.3%
Percent of Original List Price Received*	98.5%	102.4%	+ 4.0%	96.4%	99.3%	+ 3.0%
Days on Market Until Sale	80	45	- 43.8%	78	52	- 33.3%
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

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April



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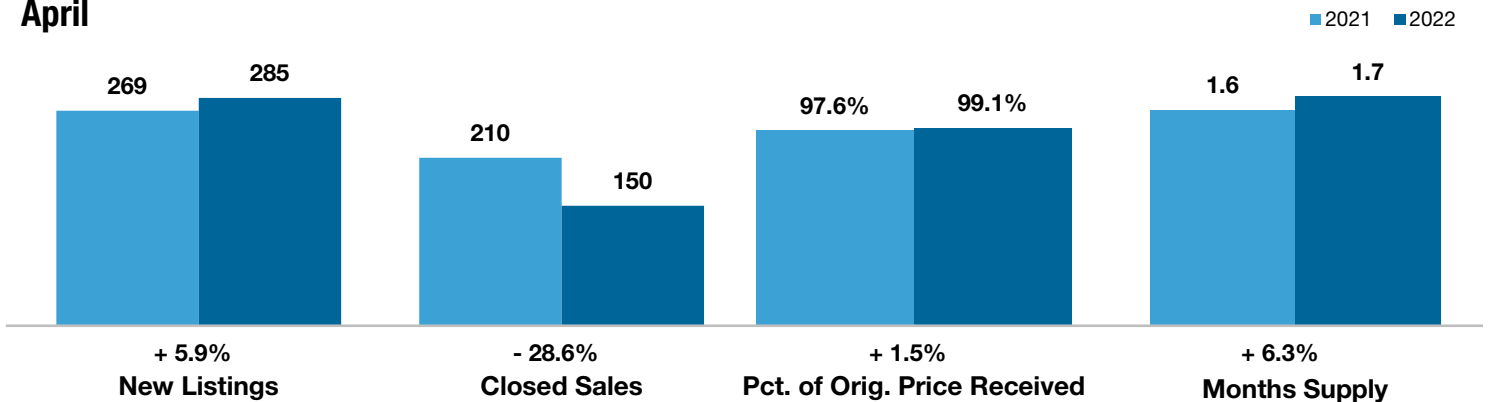


4 – West Central Region

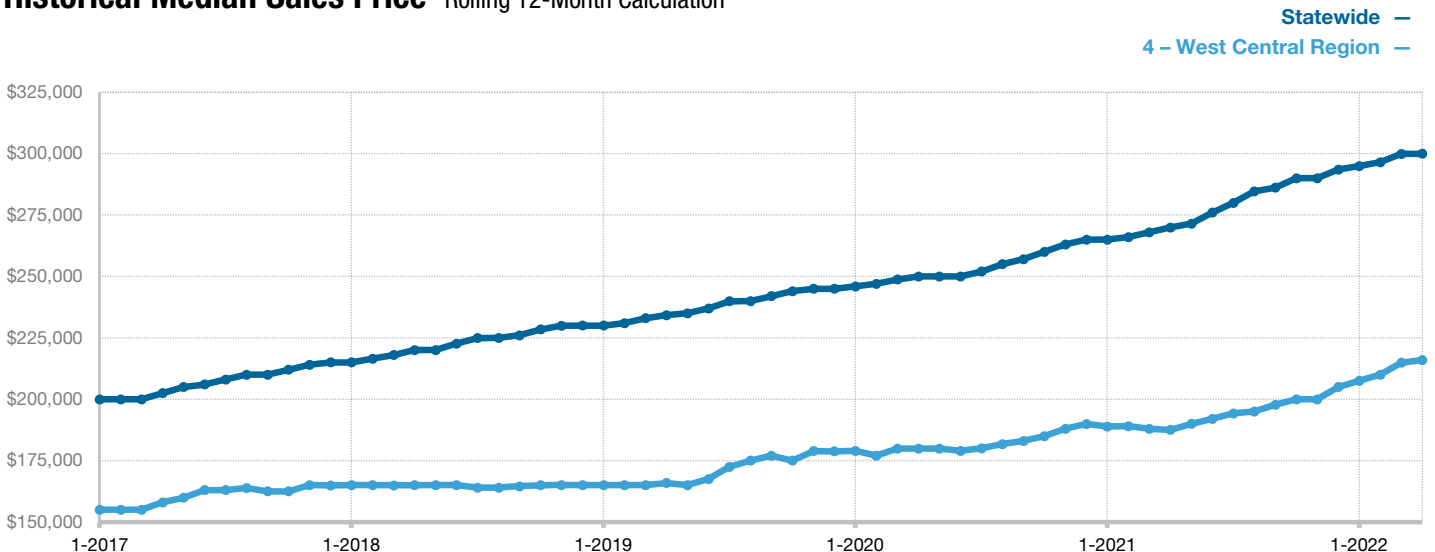
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	269	285	+ 5.9%	851	711	- 16.5%
Pending Sales	279	225	- 19.4%	813	591	- 27.3%
Closed Sales	210	150	- 28.6%	602	460	- 23.6%
Median Sales Price*	\$228,000	\$250,000	+ 9.6%	\$206,875	\$233,500	+ 12.9%
Percent of Original List Price Received*	97.6%	99.1%	+ 1.5%	95.8%	96.8%	+ 1.0%
Days on Market Until Sale	64	53	- 17.2%	70	53	- 24.3%
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

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April



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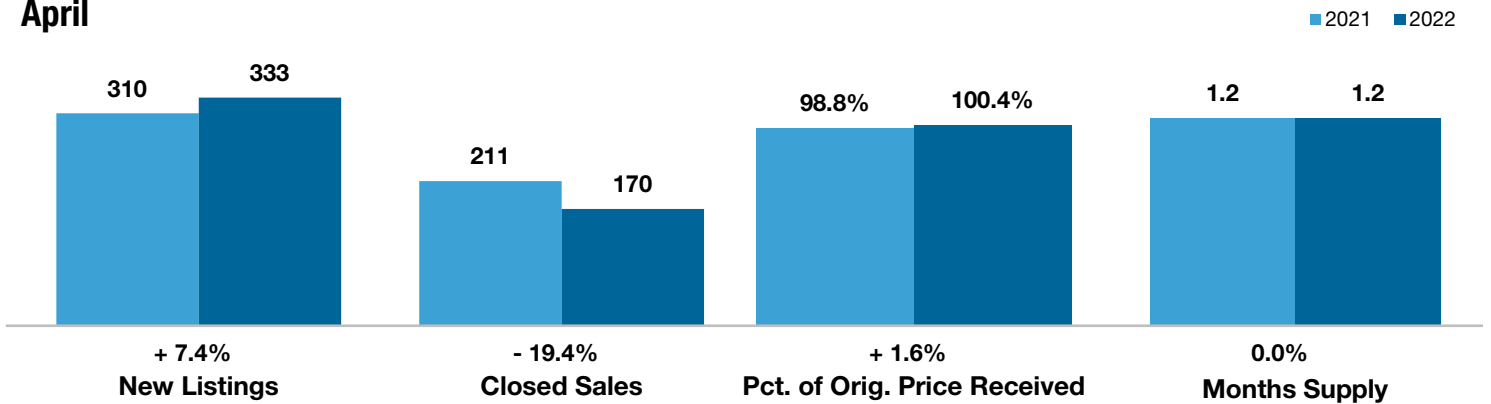


5 – North Central Region

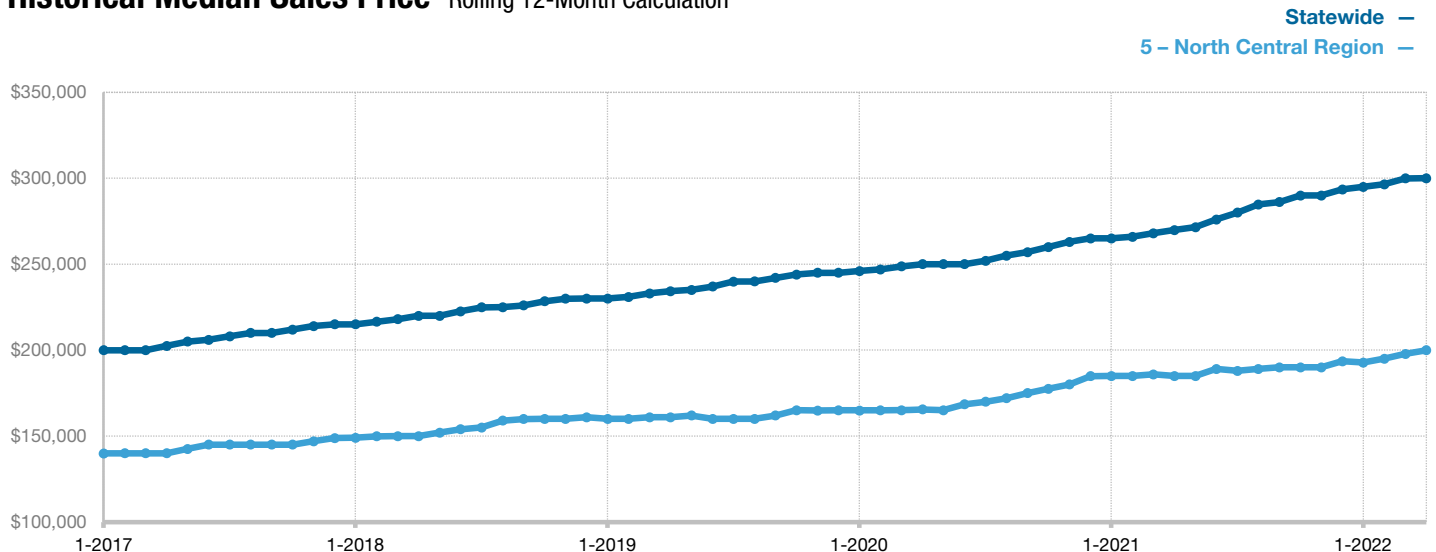
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	310	333	+ 7.4%	919	861	- 6.3%
Pending Sales	259	286	+ 10.4%	845	739	- 12.5%
Closed Sales	211	170	- 19.4%	699	540	- 22.7%
Median Sales Price*	\$239,500	\$265,000	+ 10.6%	\$219,950	\$245,000	+ 11.4%
Percent of Original List Price Received*	98.8%	100.4%	+ 1.6%	97.1%	99.0%	+ 2.0%
Days on Market Until Sale	51	30	- 41.2%	57	44	- 22.8%
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

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April



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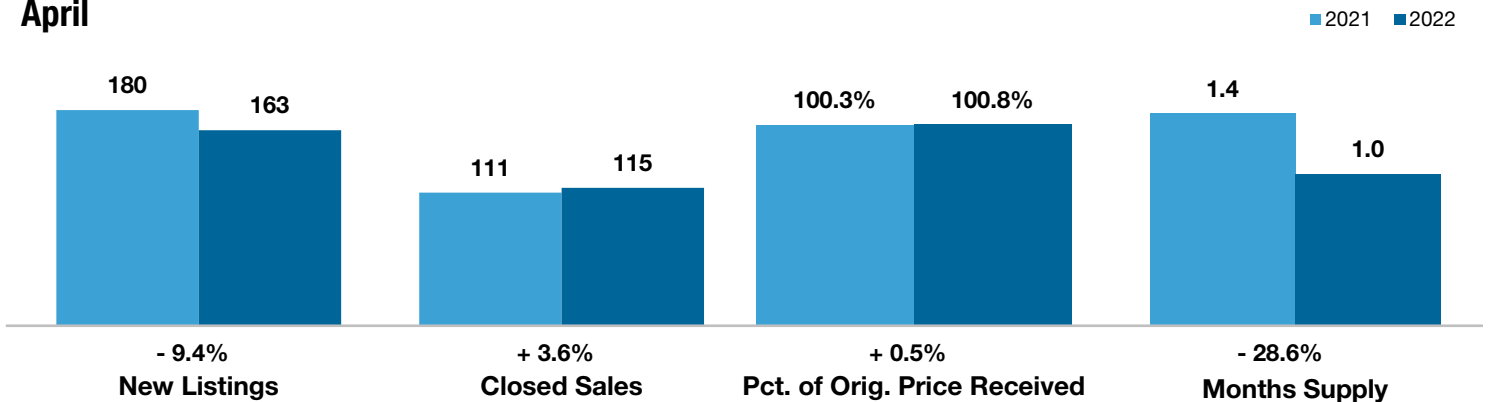


6E – Southwest Central Region

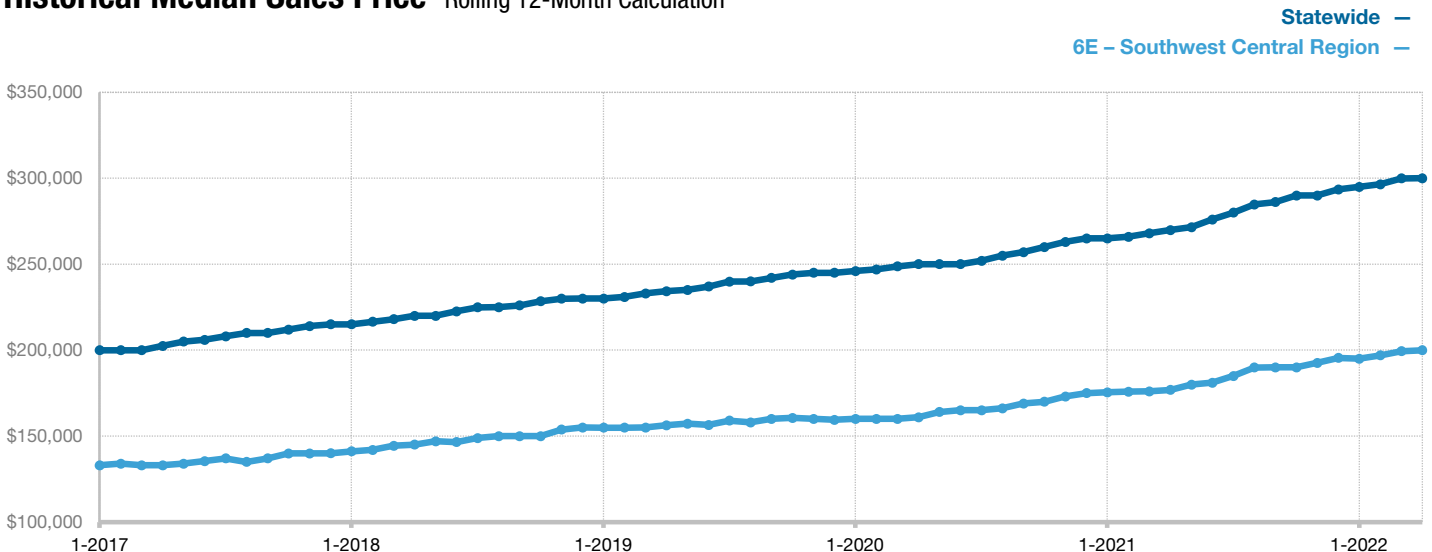
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	180	163	- 9.4%	533	476	- 10.7%
Pending Sales	160	156	- 2.5%	456	437	- 4.2%
Closed Sales	111	115	+ 3.6%	374	395	+ 5.6%
Median Sales Price*	\$216,250	\$249,000	+ 15.1%	\$193,500	\$219,000	+ 13.2%
Percent of Original List Price Received*	100.3%	100.8%	+ 0.5%	98.4%	98.9%	+ 0.5%
Days on Market Until Sale	42	31	- 26.2%	47	40	- 14.9%
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

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April



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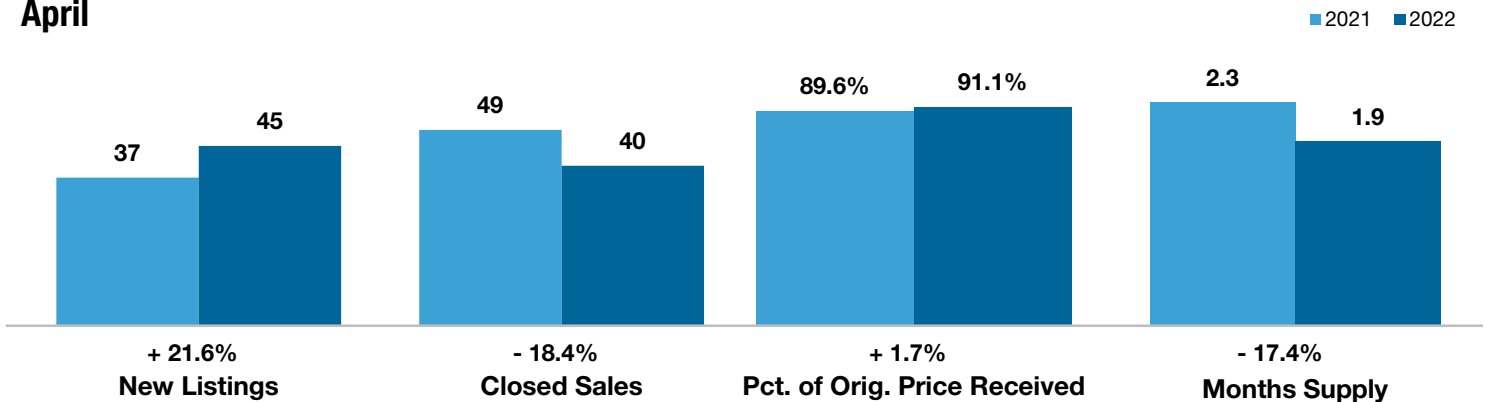


6W – Upper Minnesota Valley Region

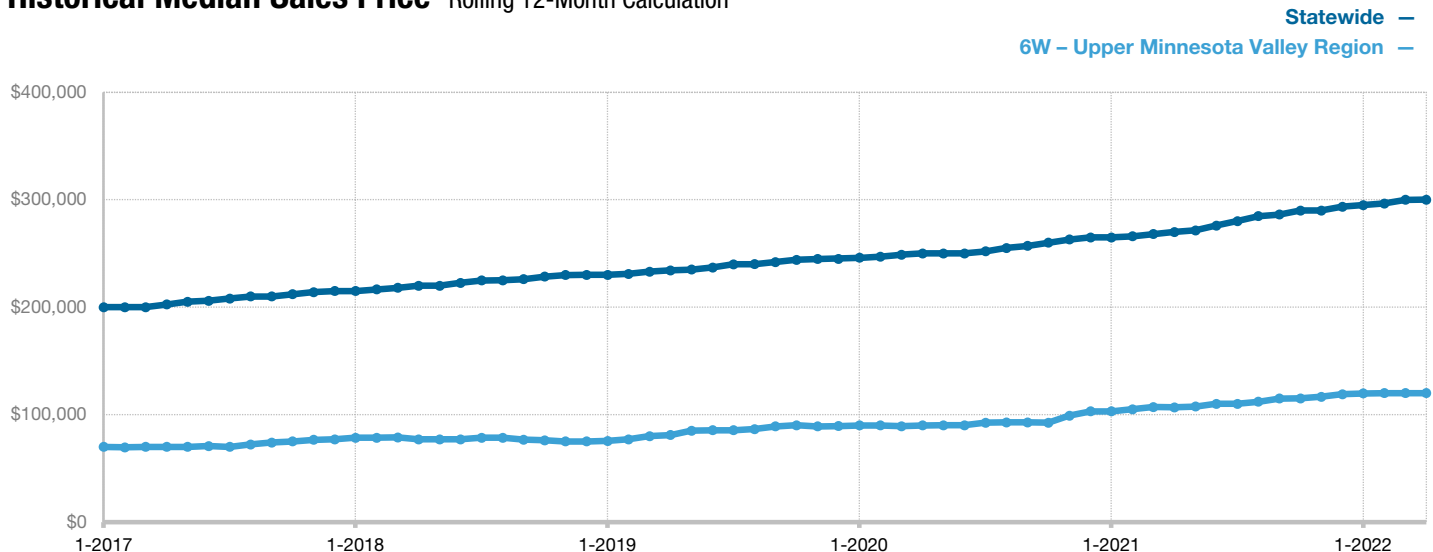
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	37	45	+ 21.6%	130	139	+ 6.9%
Pending Sales	36	45	+ 25.0%	134	159	+ 18.7%
Closed Sales	49	40	- 18.4%	139	134	- 3.6%
Median Sales Price*	\$123,000	\$102,500	- 16.7%	\$117,000	\$115,500	- 1.3%
Percent of Original List Price Received*	89.6%	91.1%	+ 1.7%	90.0%	91.2%	+ 1.3%
Days on Market Until Sale	112	91	- 18.8%	104	76	- 26.9%
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

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April



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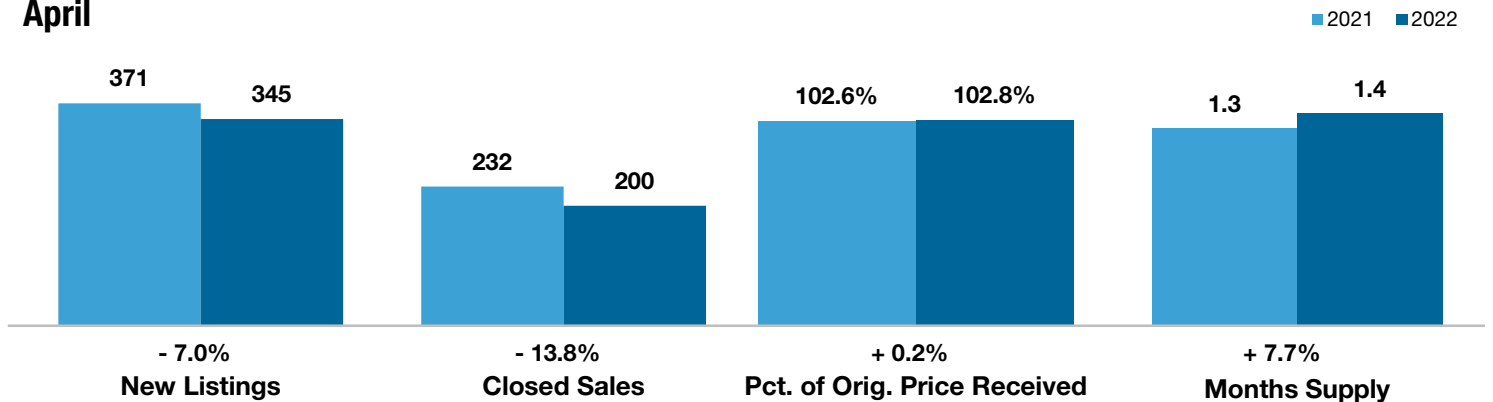


7E – East Central Region

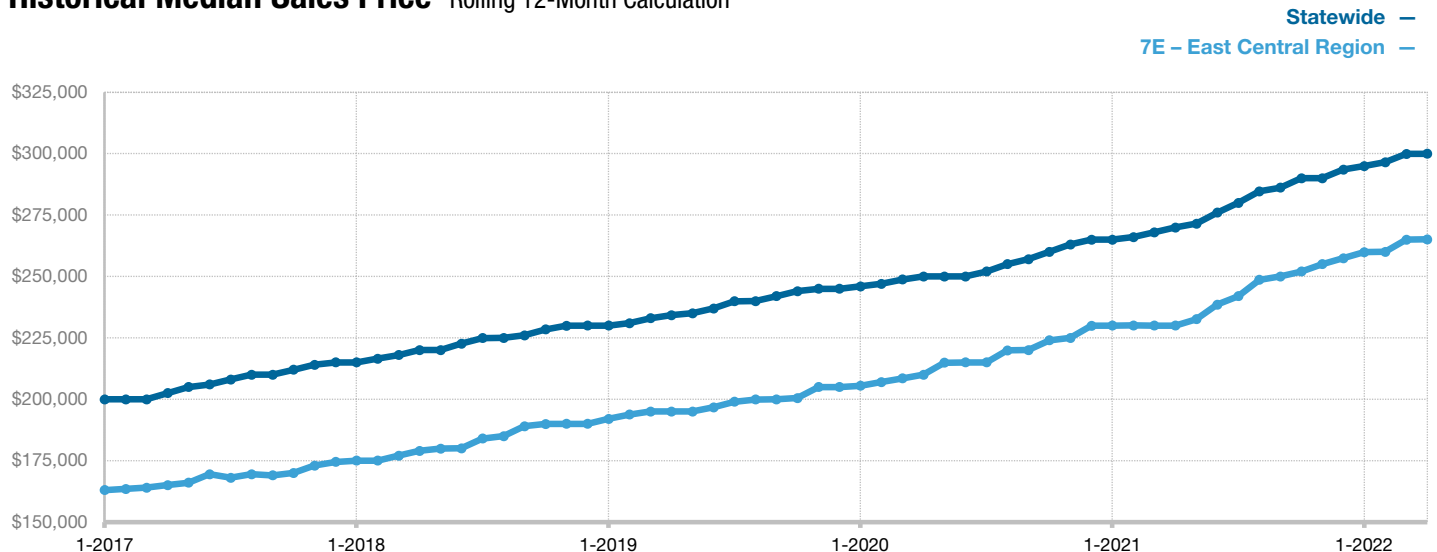
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	371	345	- 7.0%	1,055	1,026	- 2.7%
Pending Sales	310	266	- 14.2%	914	791	- 13.5%
Closed Sales	232	200	- 13.8%	738	625	- 15.3%
Median Sales Price*	\$270,000	\$312,450	+ 15.7%	\$255,000	\$295,000	+ 15.7%
Percent of Original List Price Received*	102.6%	102.8%	+ 0.2%	100.6%	101.0%	+ 0.4%
Days on Market Until Sale	37	29	- 21.6%	38	36	- 5.3%
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--

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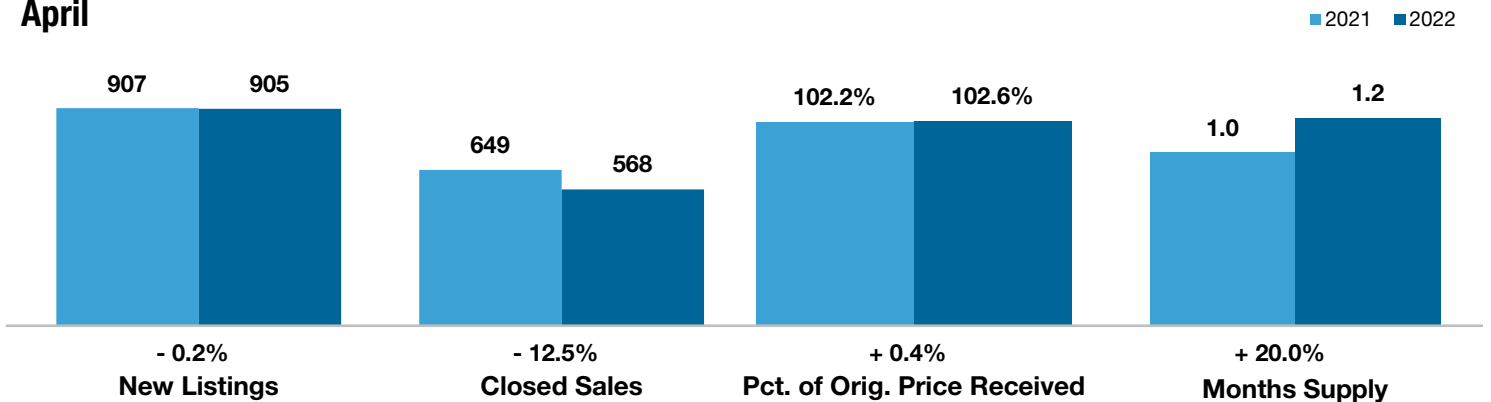


7W – Central Region

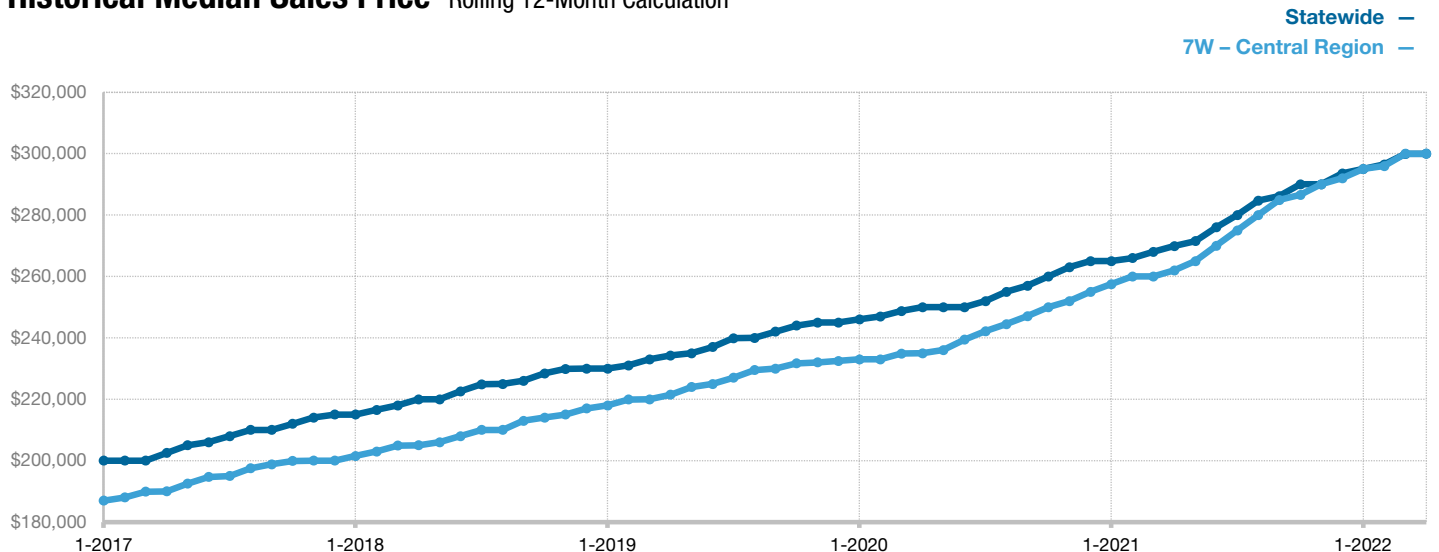
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	907	905	- 0.2%	2,941	2,800	- 4.8%
Pending Sales	803	695	- 13.4%	2,544	2,256	- 11.3%
Closed Sales	649	568	- 12.5%	1,935	1,796	- 7.2%
Median Sales Price*	\$296,563	\$333,500	+ 12.5%	\$291,300	\$330,000	+ 13.3%
Percent of Original List Price Received*	102.2%	102.6%	+ 0.4%	100.7%	101.1%	+ 0.4%
Days on Market Until Sale	29	29	0.0%	39	35	- 10.3%
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--

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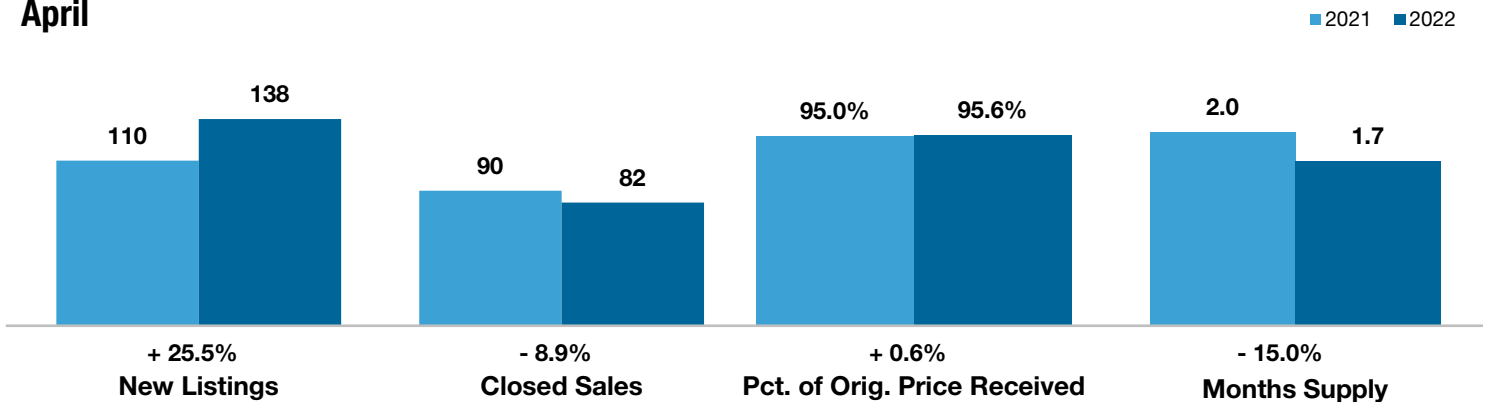


8 – Southwest Region

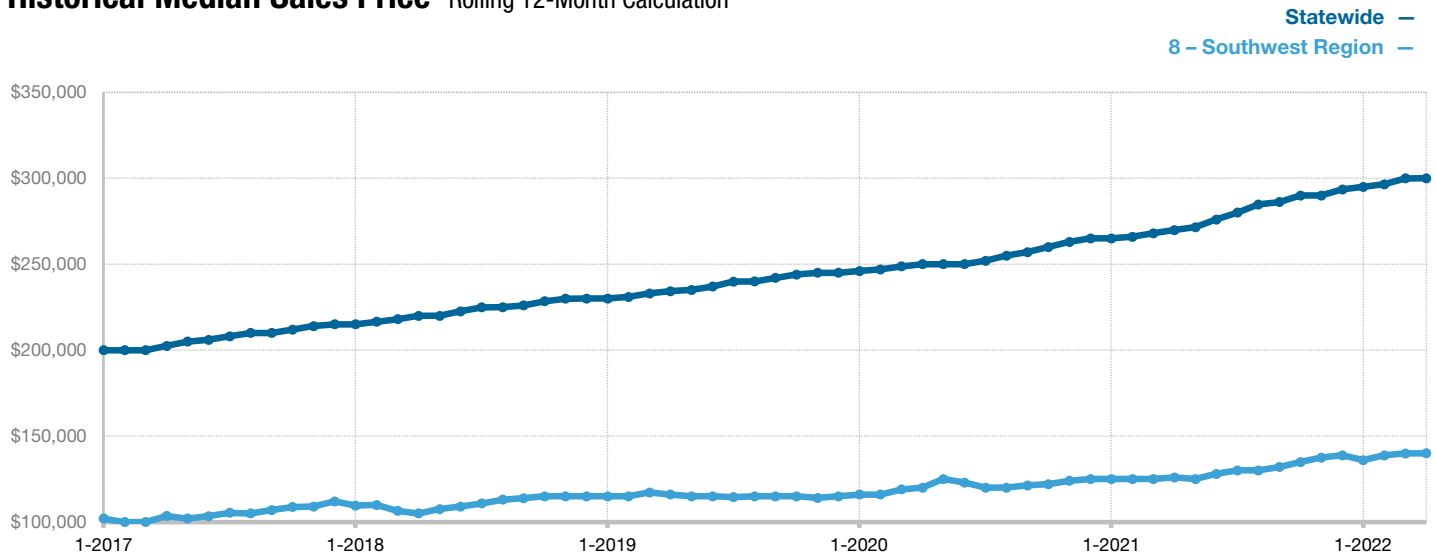
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	110	138	+ 25.5%	356	391	+ 9.8%
Pending Sales	104	113	+ 8.7%	358	349	- 2.5%
Closed Sales	90	82	- 8.9%	301	285	- 5.3%
Median Sales Price*	\$137,500	\$154,500	+ 12.4%	\$134,450	\$146,500	+ 9.0%
Percent of Original List Price Received*	95.0%	95.6%	+ 0.6%	93.6%	94.6%	+ 1.1%
Days on Market Until Sale	76	61	- 19.7%	82	63	- 23.2%
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

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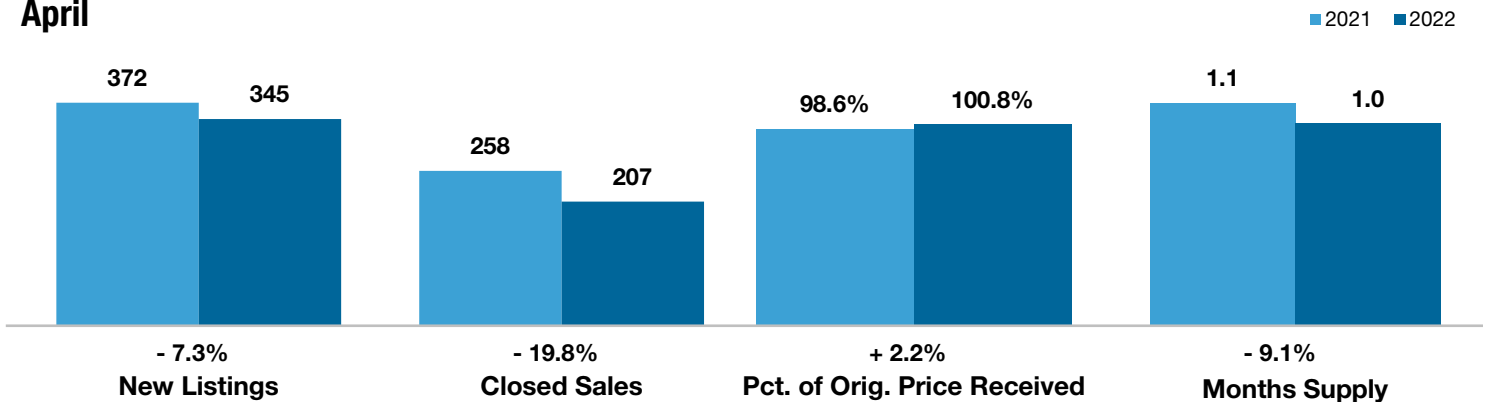


9 – South Central Region

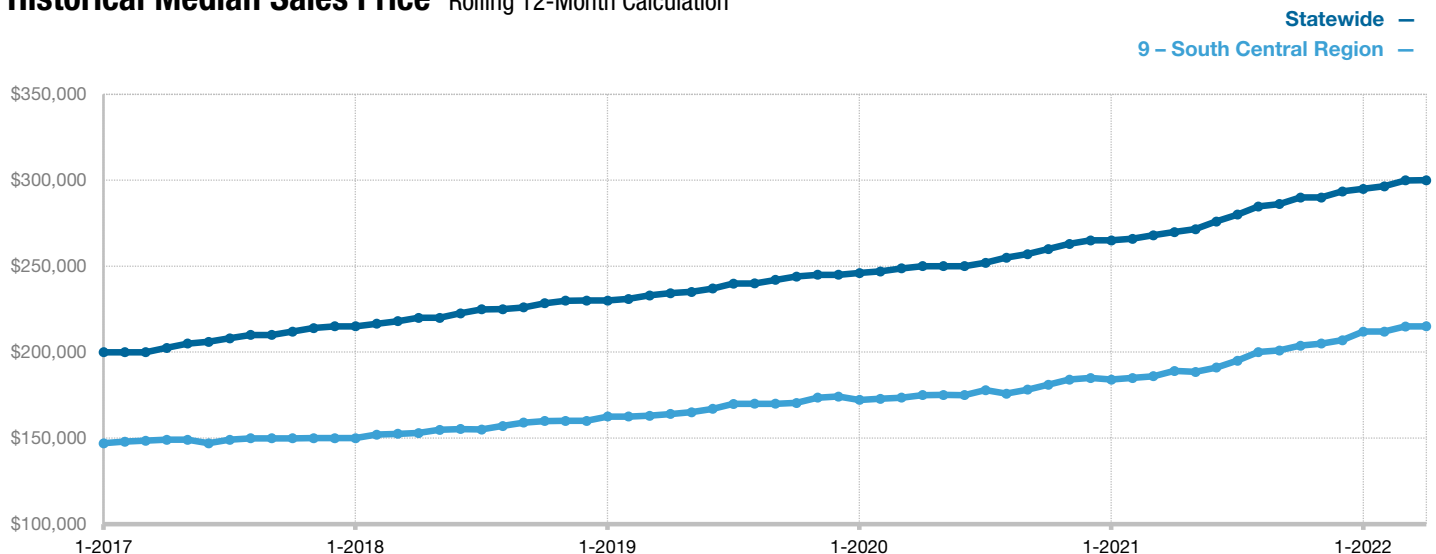
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	372	345	- 7.3%	1,058	929	- 12.2%
Pending Sales	358	289	- 19.3%	1,016	891	- 12.3%
Closed Sales	258	207	- 19.8%	784	738	- 5.9%
Median Sales Price*	\$215,000	\$237,500	+ 10.5%	\$195,900	\$218,150	+ 11.4%
Percent of Original List Price Received*	98.6%	100.8%	+ 2.2%	97.2%	98.4%	+ 1.2%
Days on Market Until Sale	80	65	- 18.8%	81	69	- 14.8%
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--

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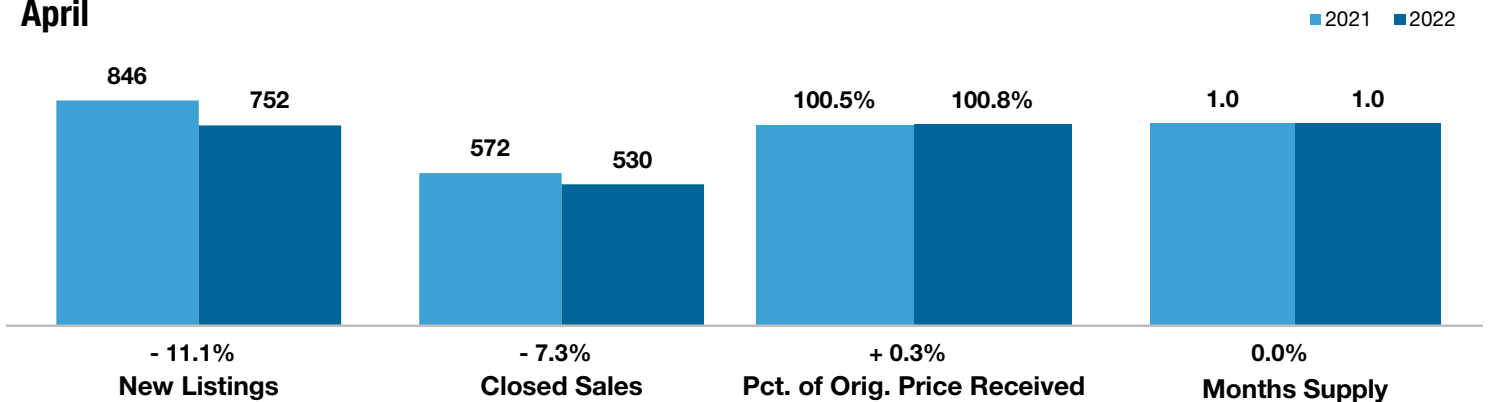


10 – Southeast Region

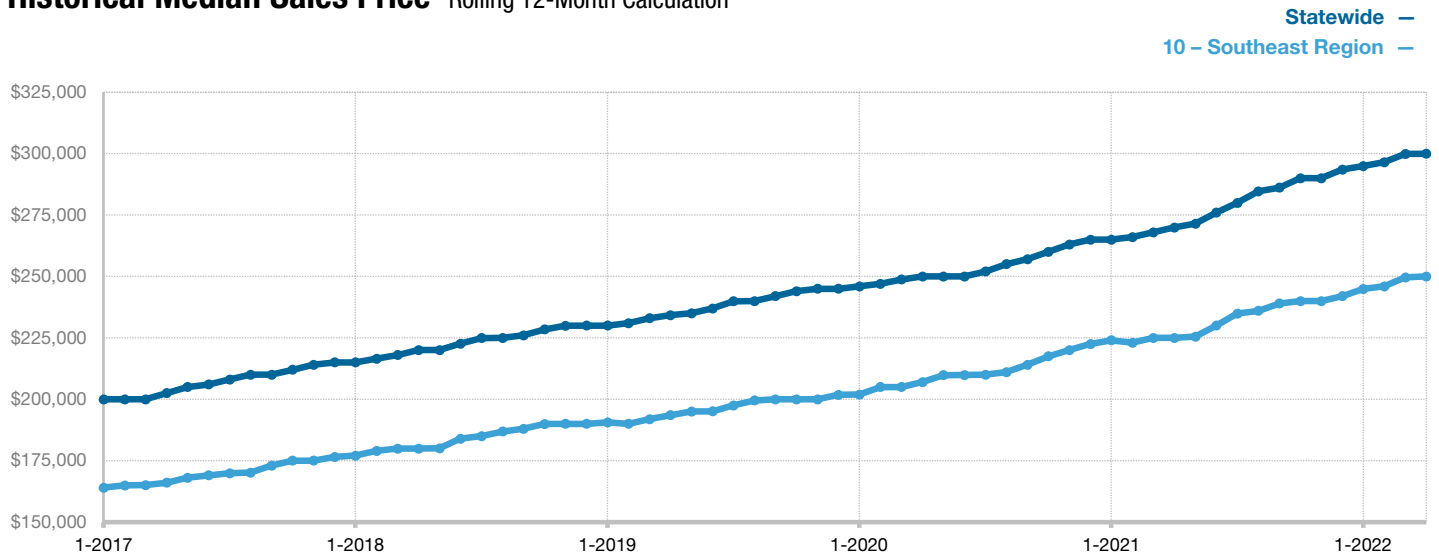
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	846	752	- 11.1%	2,491	2,350	- 5.7%
Pending Sales	798	718	- 10.0%	2,363	2,242	- 5.1%
Closed Sales	572	530	- 7.3%	1,752	1,764	+ 0.7%
Median Sales Price*	\$235,000	\$273,950	+ 16.6%	\$230,000	\$264,000	+ 14.8%
Percent of Original List Price Received*	100.5%	100.8%	+ 0.3%	98.9%	99.2%	+ 0.3%
Days on Market Until Sale	36	32	- 11.1%	45	42	- 6.7%
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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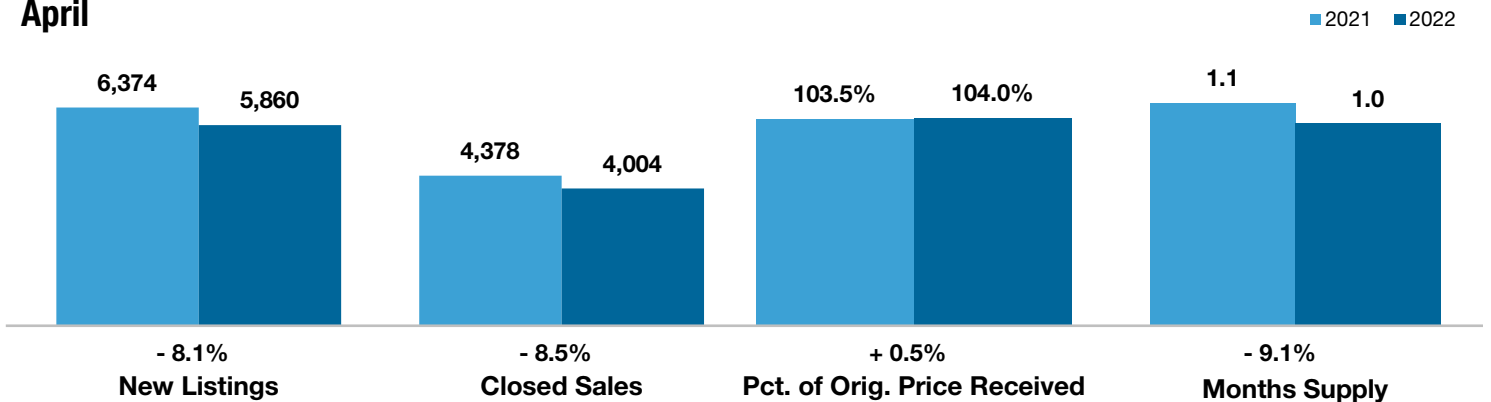


11 – 7-County Twin Cities Region

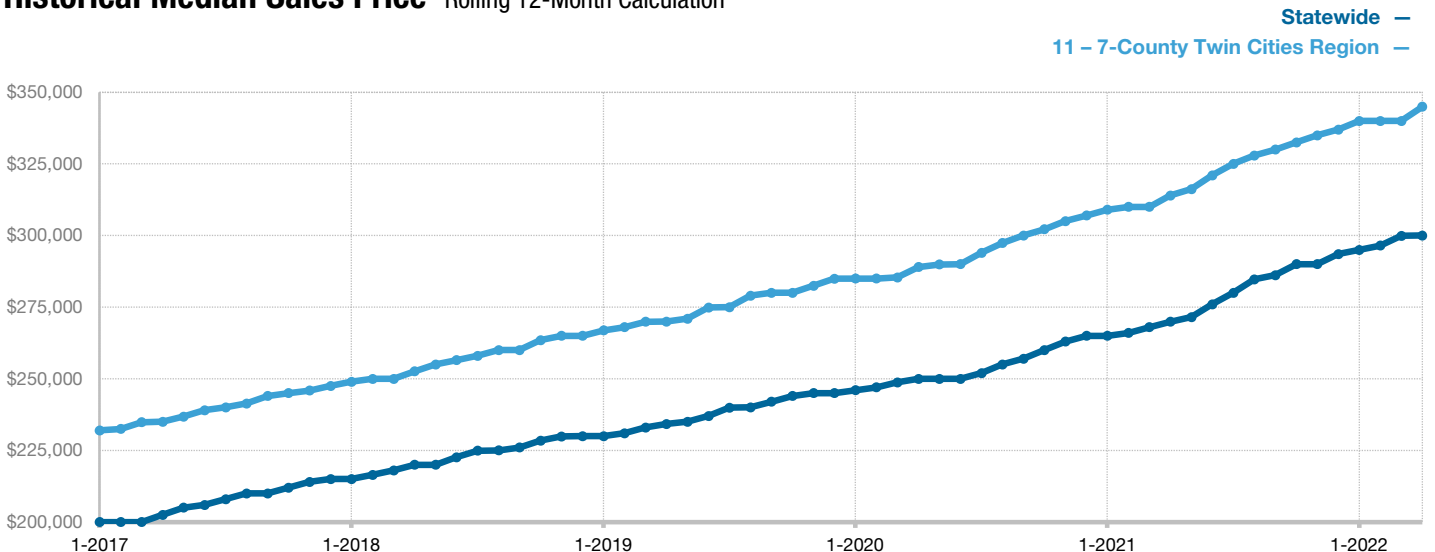
Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	6,374	5,860	- 8.1%	19,387	18,102	- 6.6%
Pending Sales	5,245	4,825	- 8.0%	16,745	15,130	- 9.6%
Closed Sales	4,378	4,004	- 8.5%	13,740	12,413	- 9.7%
Median Sales Price*	\$340,000	\$375,000	+ 10.3%	\$325,990	\$355,000	+ 8.9%
Percent of Original List Price Received*	103.5%	104.0%	+ 0.5%	101.6%	102.2%	+ 0.6%
Days on Market Until Sale	27	25	- 7.4%	33	33	0.0%
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--

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