

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

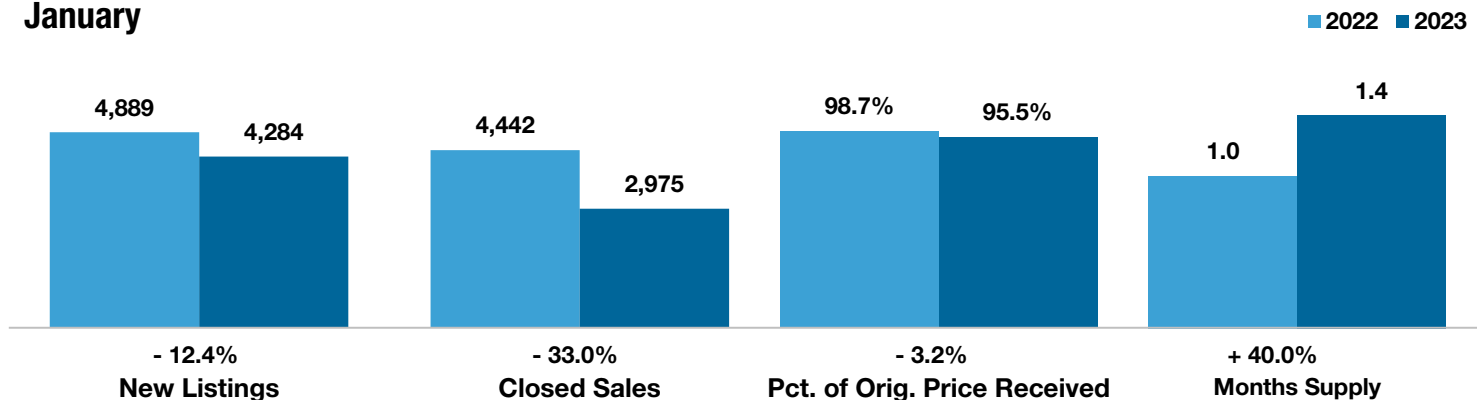


Entire State

Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	4,889	4,284	- 12.4%	4,889	4,284	- 12.4%
Pending Sales	4,515	3,609	- 20.1%	4,515	3,609	- 20.1%
Closed Sales	4,442	2,975	- 33.0%	4,442	2,975	- 33.0%
Median Sales Price*	\$295,000	\$305,000	+ 3.4%	\$295,000	\$305,000	+ 3.4%
Percent of Original List Price Received*	98.7%	95.5%	- 3.2%	98.7%	95.5%	- 3.2%
Days on Market Until Sale	43	52	+ 20.9%	43	52	+ 20.9%
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

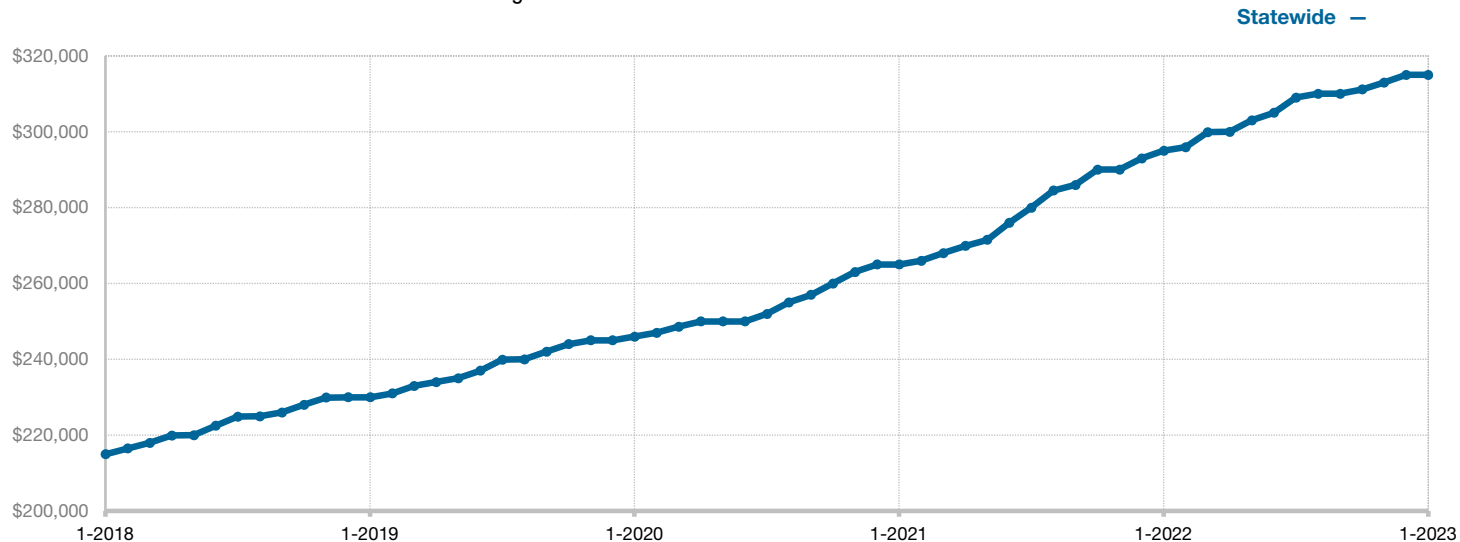
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

January



Historical Median Sales Price

Rolling 12-Month Calculation



Monthly Indicators



January 2023

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

Activity Snapshot

- 33.0%	+ 3.4%	- 12.4%
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	1-2022	1-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		4,889	4,284	- 12.4%	4,889	4,284	- 12.4%
Pending Sales		4,515	3,609	- 20.1%	4,515	3,609	- 20.1%
Closed Sales		4,442	2,975	- 33.0%	4,442	2,975	- 33.0%
Days on Market		43	52	+ 20.9%	43	52	+ 20.9%
Median Sales Price		\$295,000	\$305,000	+ 3.4%	\$295,000	\$305,000	+ 3.4%
Avg. Sales Price		\$339,298	\$364,269	+ 7.4%	\$339,298	\$364,269	+ 7.4%
Pct. of Orig. Price Received		98.7%	95.5%	- 3.2%	98.7%	95.5%	- 3.2%
Affordability Index		143	111	- 22.4%	143	111	- 22.4%
Homes for Sale*		7,469	8,565	+ 14.7%	--	--	--
Months Supply*		1.0	1.4	+ 40.0%	--	--	--

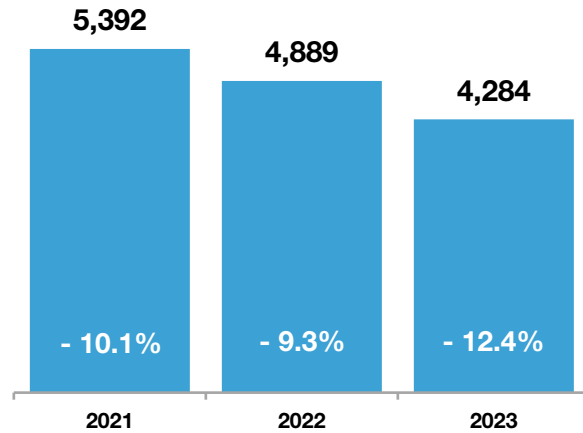
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

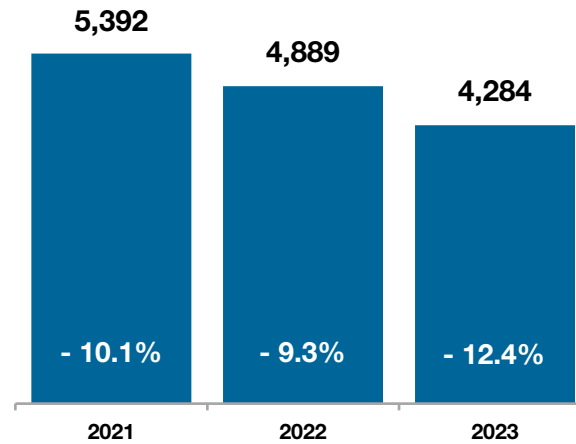
A count of the properties that have been newly listed on the market in a given month.



January

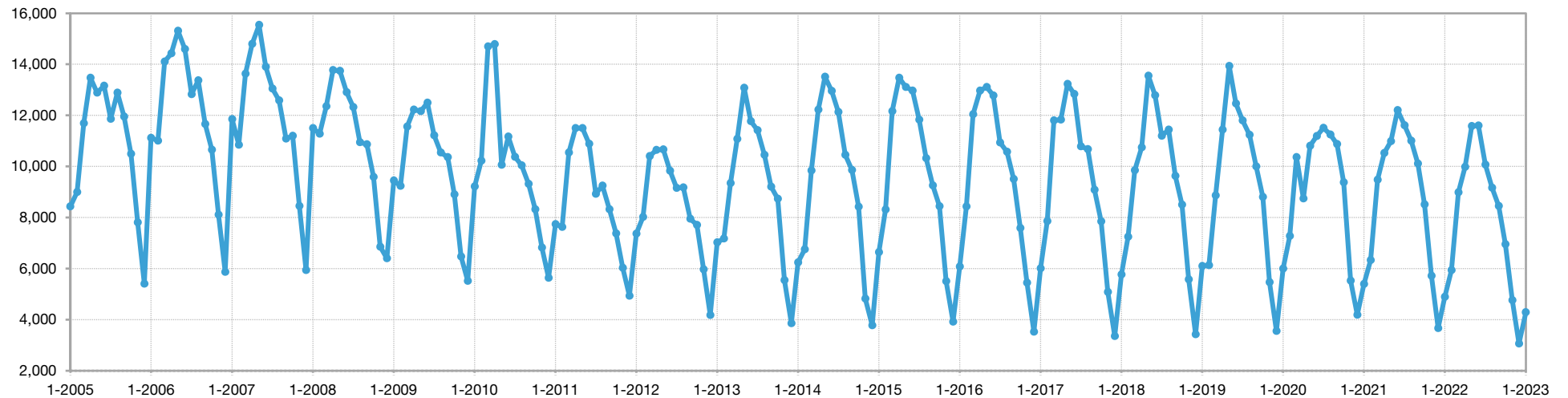


Year to Date



New Listings		Prior Year	Percent Change
February 2022	5,937	6,331	-6.2%
March 2022	8,981	9,477	-5.2%
April 2022	9,981	10,517	-5.1%
May 2022	11,573	10,987	+5.3%
June 2022	11,600	12,198	-4.9%
July 2022	10,070	11,609	-13.3%
August 2022	9,161	11,004	-16.7%
September 2022	8,452	10,104	-16.3%
October 2022	6,952	8,508	-18.3%
November 2022	4,762	5,710	-16.6%
December 2022	3,061	3,659	-16.3%
January 2023	4,284	4,889	-12.4%
12-Month Avg	7,901	8,749	-9.7%

Historical New Listings by Month

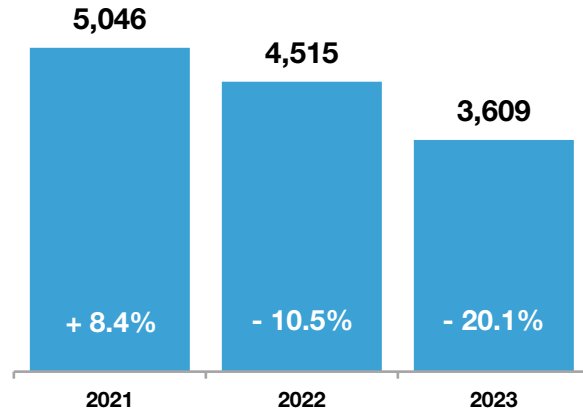


Pending Sales

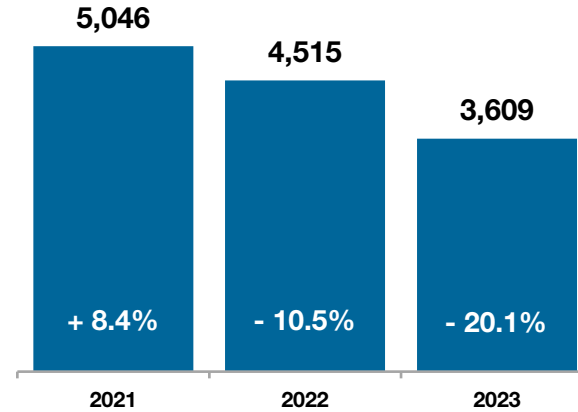
A count of the properties on which offers have been accepted in a given month.



January

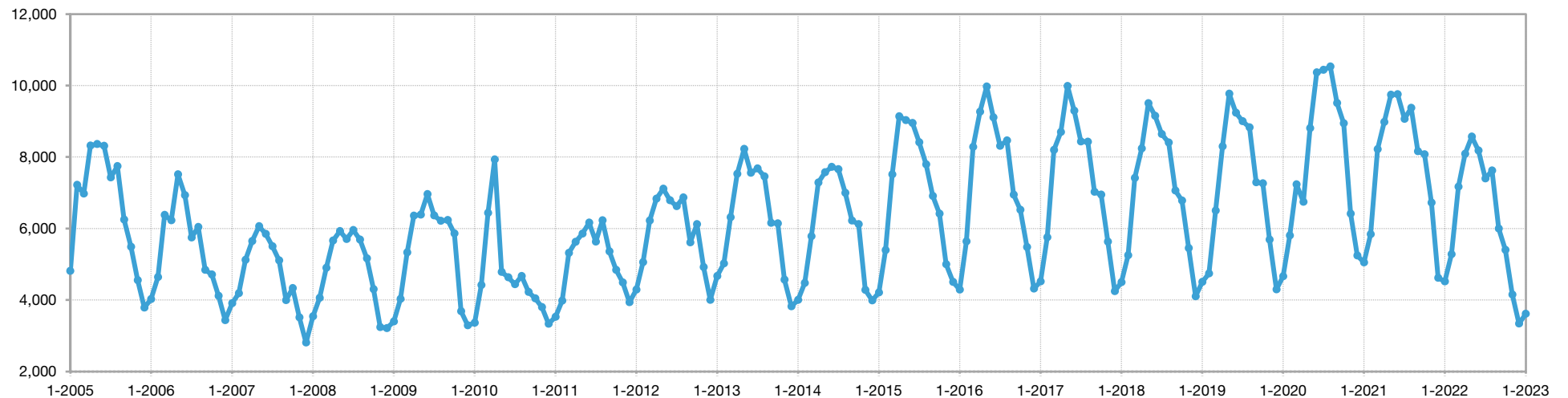


Year to Date



Pending Sales		Prior Year	Percent Change
February 2022	5,275	5,835	-9.6%
March 2022	7,165	8,215	-12.8%
April 2022	8,088	8,975	-9.9%
May 2022	8,568	9,736	-12.0%
June 2022	8,179	9,751	-16.1%
July 2022	7,398	9,064	-18.4%
August 2022	7,617	9,374	-18.7%
September 2022	5,993	8,160	-26.6%
October 2022	5,400	8,073	-33.1%
November 2022	4,150	6,719	-38.2%
December 2022	3,341	4,617	-27.6%
January 2023	3,609	4,515	-20.1%
12-Month Avg	6,232	7,753	-19.6%

Historical Pending Sales by Month

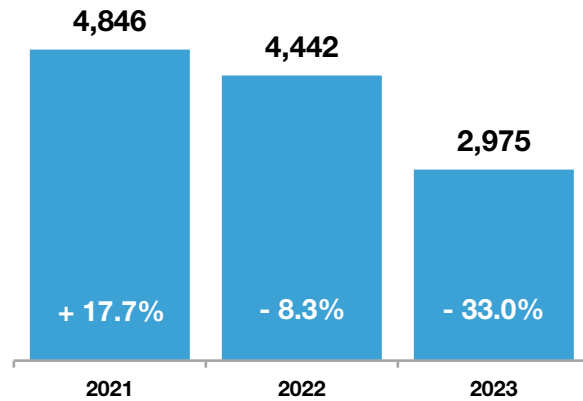


Closed Sales

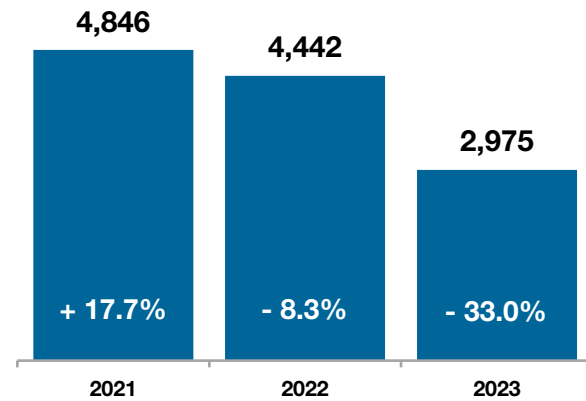
A count of the actual sales that closed in a given month.



January

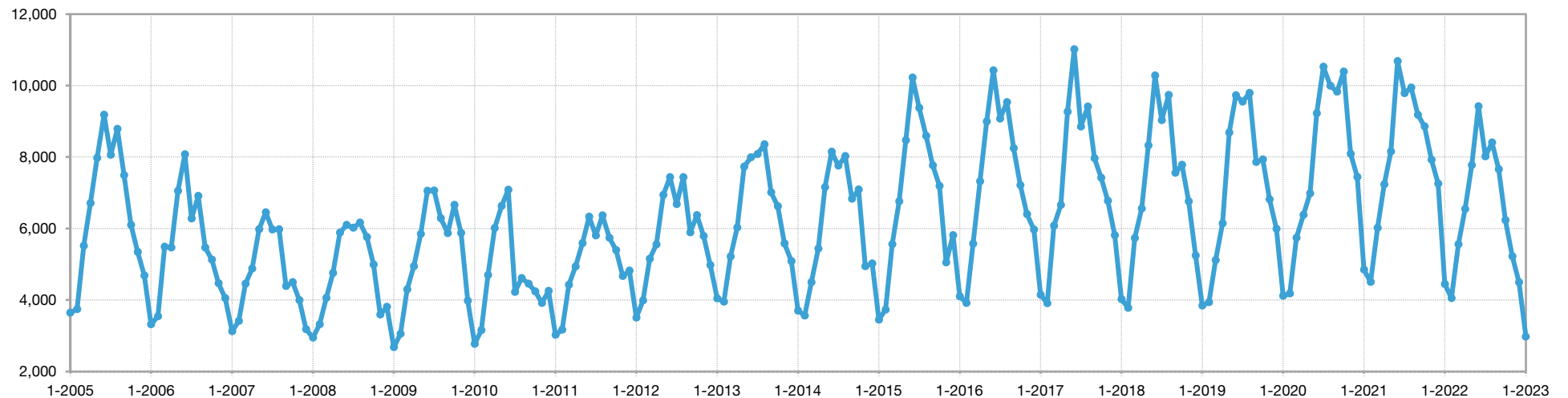


Year to Date



Closed Sales		Prior Year	Percent Change
February 2022	4,047	4,502	-10.1%
March 2022	5,560	6,016	-7.6%
April 2022	6,542	7,234	-9.6%
May 2022	7,774	8,152	-4.6%
June 2022	9,415	10,677	-11.8%
July 2022	8,013	9,784	-18.1%
August 2022	8,402	9,941	-15.5%
September 2022	7,656	9,175	-16.6%
October 2022	6,232	8,856	-29.6%
November 2022	5,219	7,923	-34.1%
December 2022	4,497	7,255	-38.0%
January 2023	2,975	4,442	-33.0%
12-Month Avg	6,361	7,830	-18.8%

Historical Closed Sales by Month

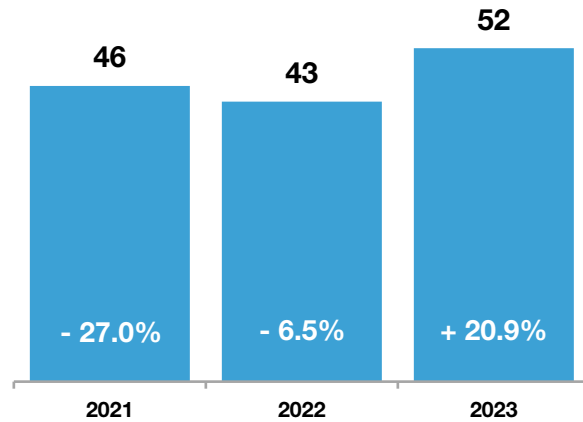


Days on Market Until Sale

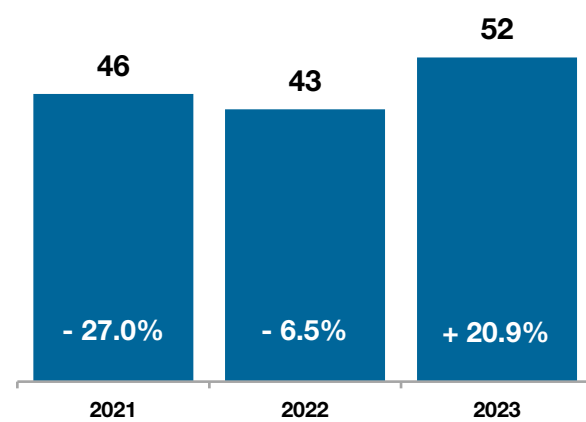
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

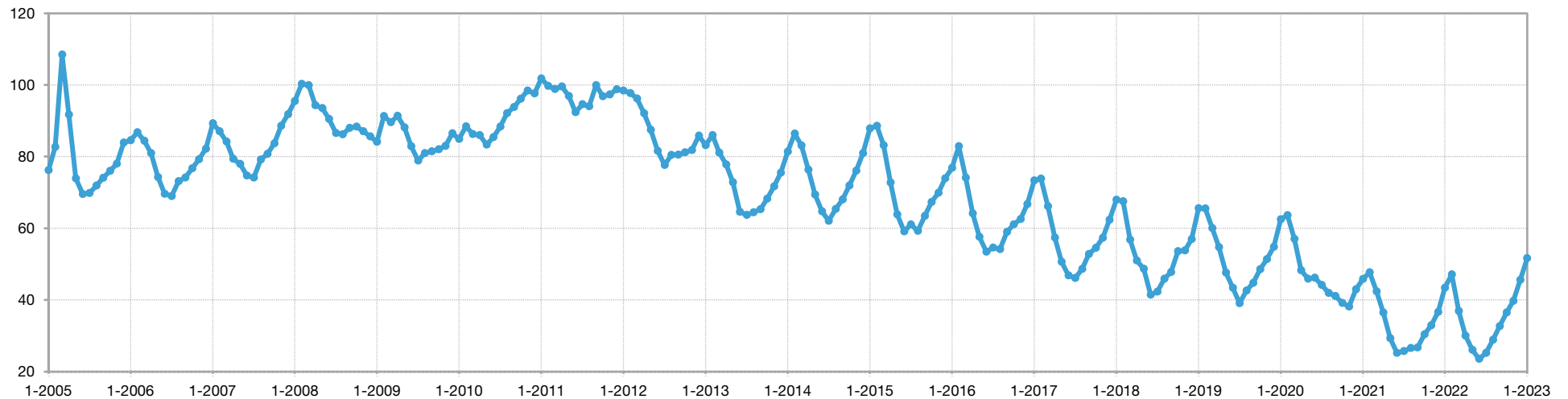


Year to Date



Days on Market		Prior Year	Percent Change
February 2022	47	48	-2.1%
March 2022	37	42	-11.9%
April 2022	30	37	-18.9%
May 2022	26	29	-10.3%
June 2022	24	25	-4.0%
July 2022	25	26	-3.8%
August 2022	29	27	+7.4%
September 2022	33	27	+22.2%
October 2022	36	30	+20.0%
November 2022	40	33	+21.2%
December 2022	46	37	+24.3%
January 2023	52	43	+20.9%
12-Month Avg	35	34	+2.9%

Historical Days on Market Until Sale by Month

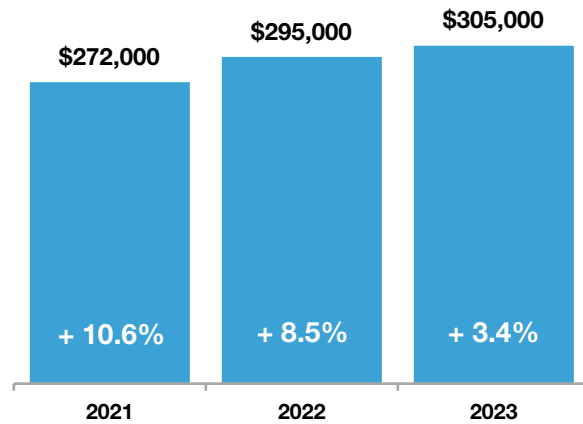


Median Sales Price

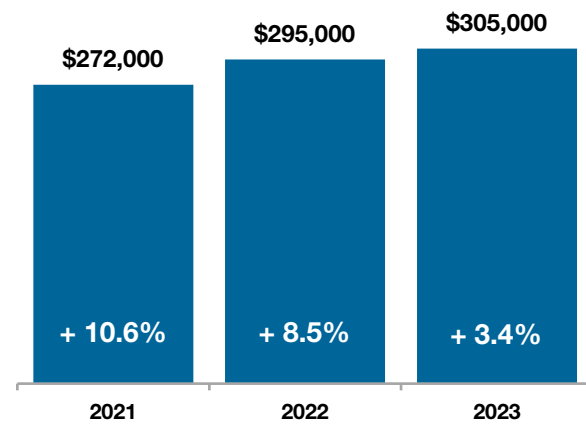
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

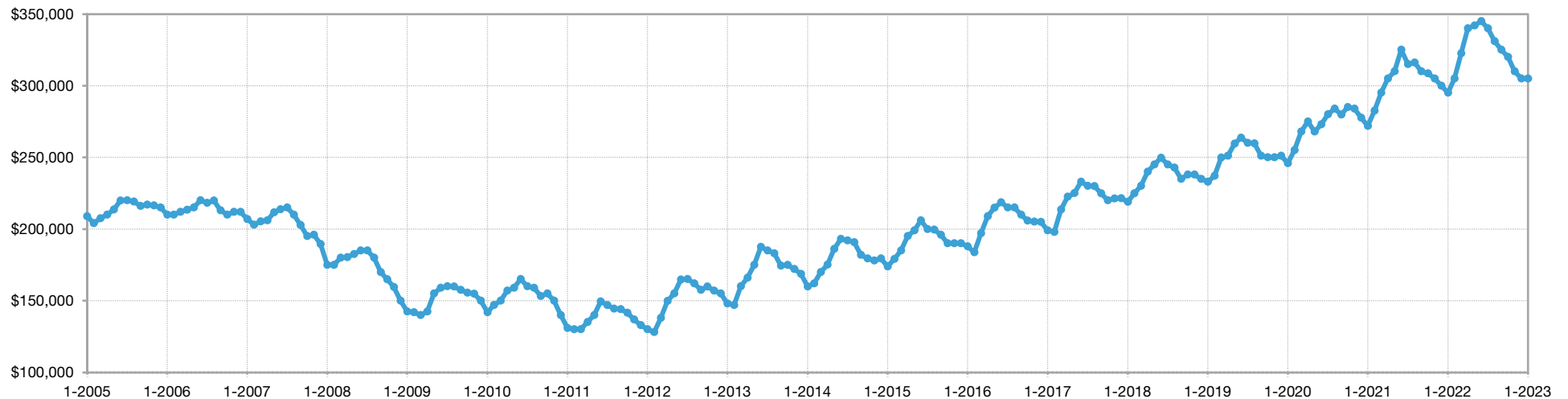


Year to Date



Median Sales Price		Prior Year	Percent Change
February 2022	\$305,000	\$282,500	+8.0%
March 2022	\$322,500	\$295,000	+9.3%
April 2022	\$340,000	\$305,000	+11.5%
May 2022	\$342,000	\$310,000	+10.3%
June 2022	\$345,000	\$325,000	+6.2%
July 2022	\$339,900	\$315,000	+7.9%
August 2022	\$331,000	\$316,000	+4.7%
September 2022	\$325,000	\$310,000	+4.8%
October 2022	\$320,000	\$308,500	+3.7%
November 2022	\$310,000	\$304,900	+1.7%
December 2022	\$305,000	\$300,000	+1.7%
January 2023	\$305,000	\$295,000	+3.4%
12-Month Avg	\$324,200	\$305,575	+6.1%

Historical Median Sales Price by Month

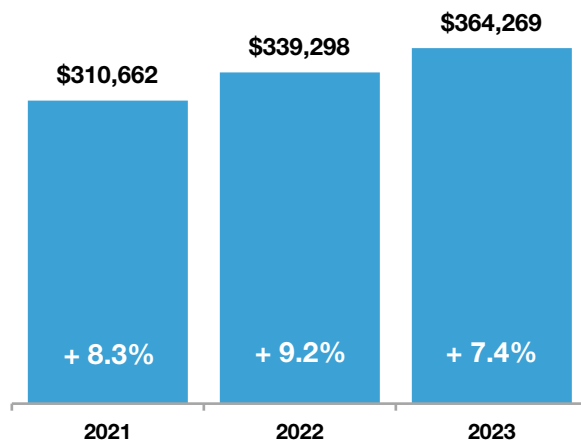


Average Sales Price

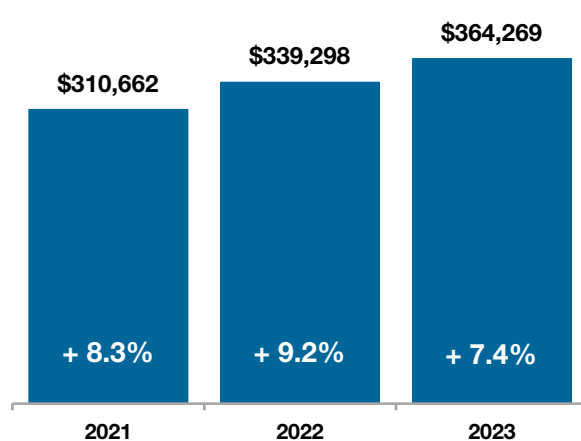
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

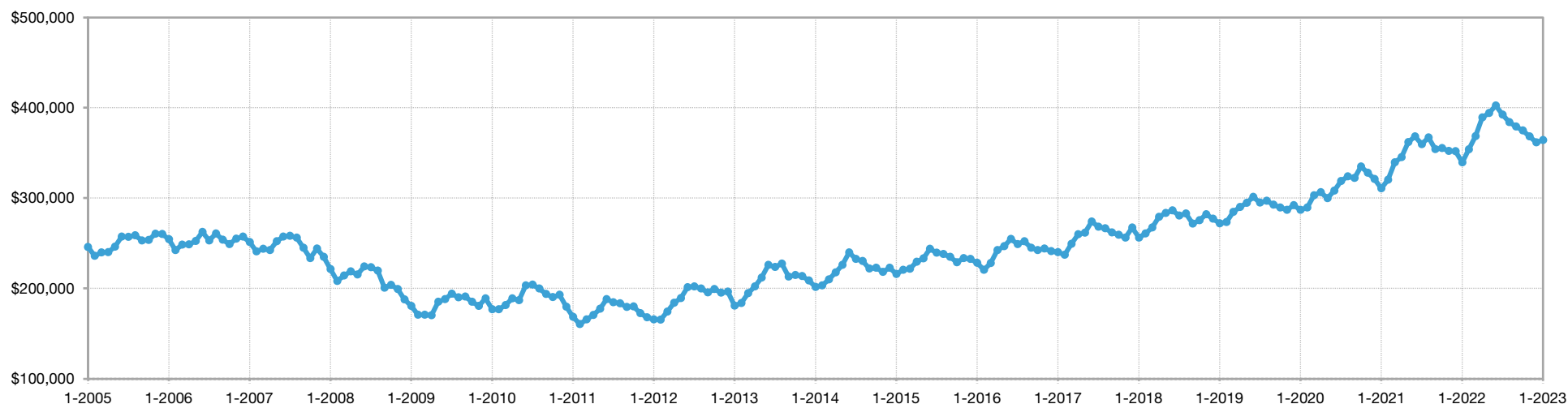


Year to Date



Average Sales Price		Prior Year	Percent Change
February 2022	\$353,665	\$320,234	+10.4%
March 2022	\$368,460	\$339,562	+8.5%
April 2022	\$389,035	\$345,086	+12.7%
May 2022	\$394,172	\$361,786	+9.0%
June 2022	\$402,488	\$368,220	+9.3%
July 2022	\$392,249	\$359,486	+9.1%
August 2022	\$383,916	\$366,979	+4.6%
September 2022	\$379,049	\$354,110	+7.0%
October 2022	\$374,902	\$355,121	+5.6%
November 2022	\$368,235	\$352,011	+4.6%
December 2022	\$361,549	\$351,867	+2.8%
January 2023	\$364,269	\$339,298	+7.4%
12-Month Avg	\$377,666	\$351,147	+7.6%

Historical Average Sales Price by Month

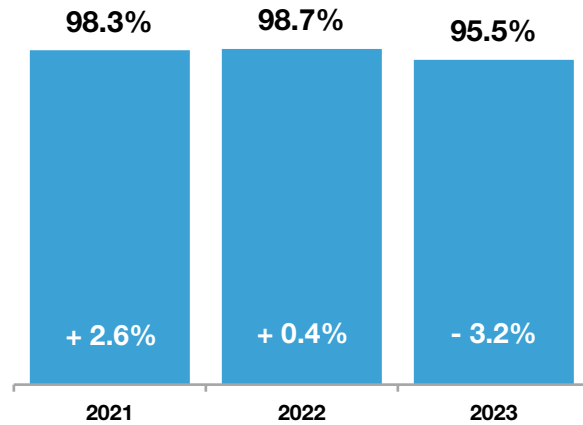


Percent of Original List Price Received

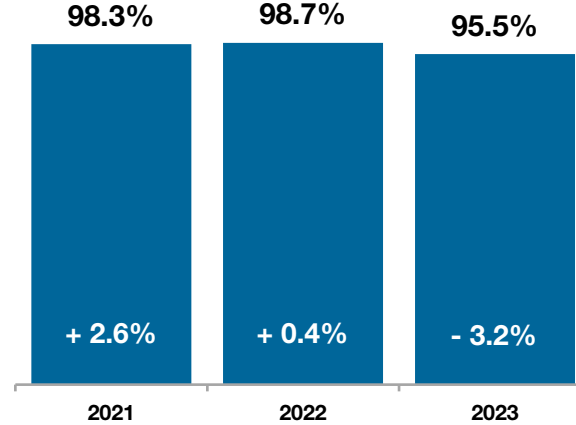
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

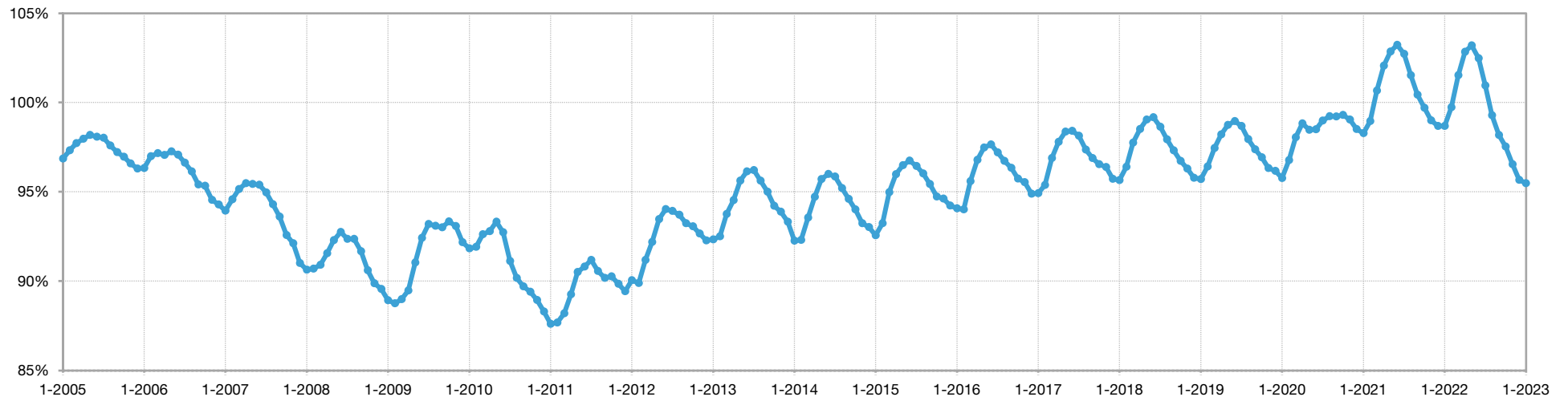


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2022	99.7%	99.0%	+0.7%
March 2022	101.5%	100.7%	+0.8%
April 2022	102.8%	102.1%	+0.7%
May 2022	103.2%	102.8%	+0.4%
June 2022	102.5%	103.2%	-0.7%
July 2022	101.0%	102.7%	-1.7%
August 2022	99.3%	101.5%	-2.2%
September 2022	98.2%	100.4%	-2.2%
October 2022	97.5%	99.7%	-2.2%
November 2022	96.5%	99.0%	-2.5%
December 2022	95.7%	98.7%	-3.0%
January 2023	95.5%	98.7%	-3.2%
12-Month Avg	99.5%	100.7%	-1.2%

Historical Percent of Original List Price Received by Month

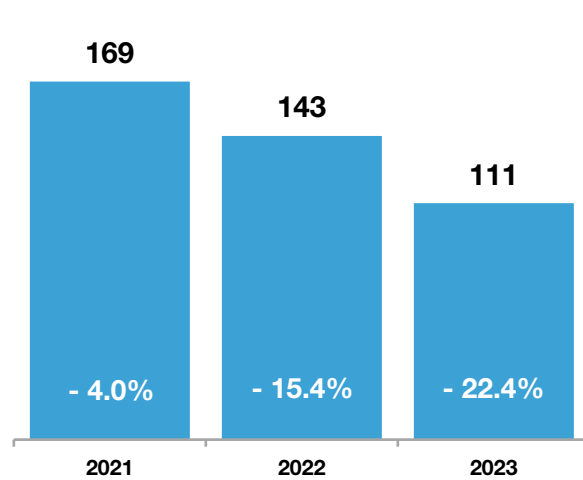


Housing Affordability Index

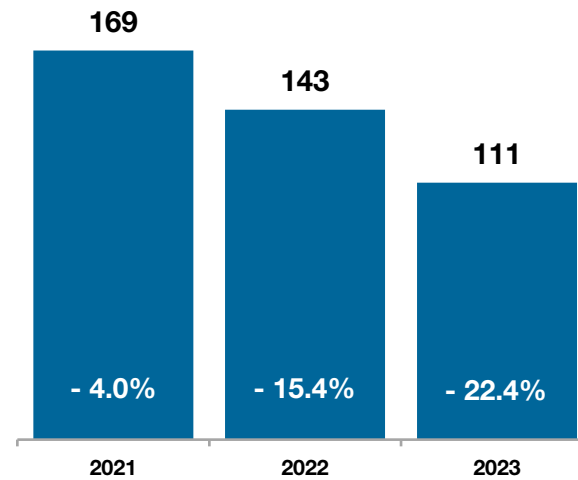


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

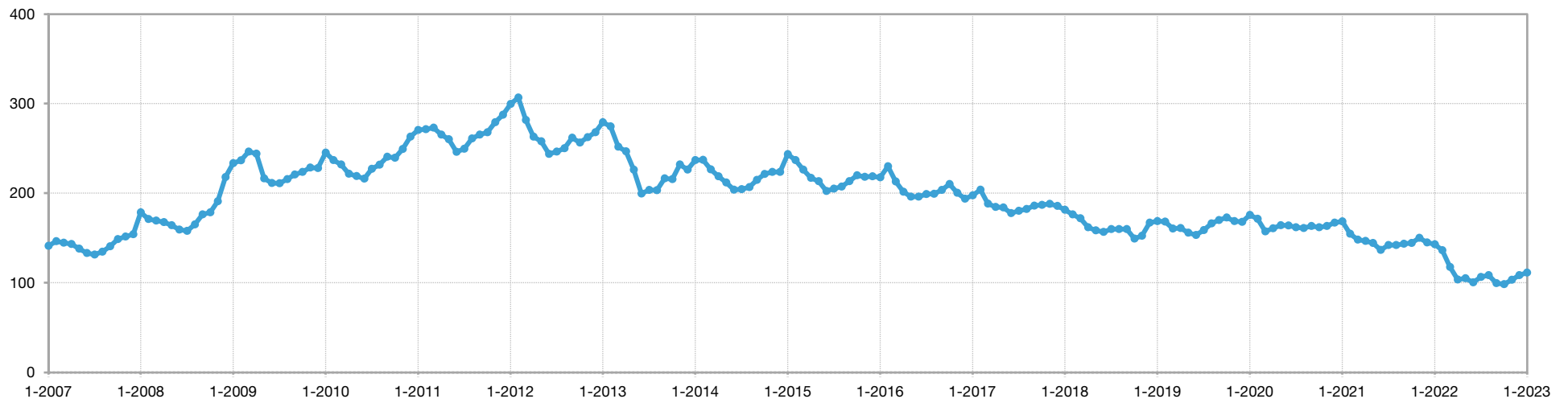


Year to Date



Affordability Index		Prior Year	Percent Change
February 2022	136	155	-12.3%
March 2022	118	148	-20.3%
April 2022	104	147	-29.3%
May 2022	105	144	-27.1%
June 2022	100	137	-27.0%
July 2022	107	142	-24.6%
August 2022	108	142	-23.9%
September 2022	99	144	-31.3%
October 2022	98	144	-31.9%
November 2022	103	150	-31.3%
December 2022	109	145	-24.8%
January 2023	111	143	-22.4%
12-Month Avg	108	145	-25.5%

Historical Housing Affordability Index by Month

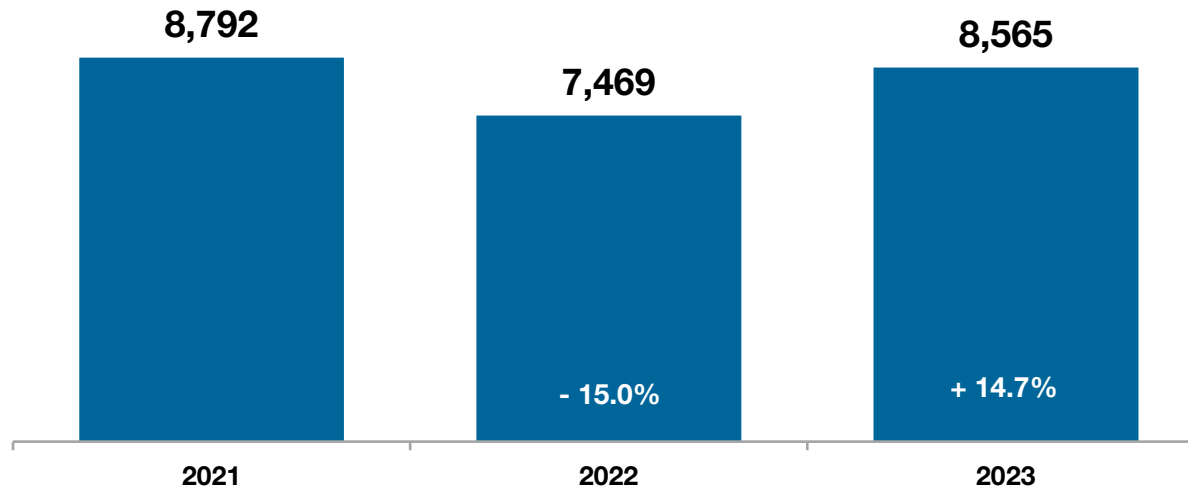


Inventory of Homes for Sale

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

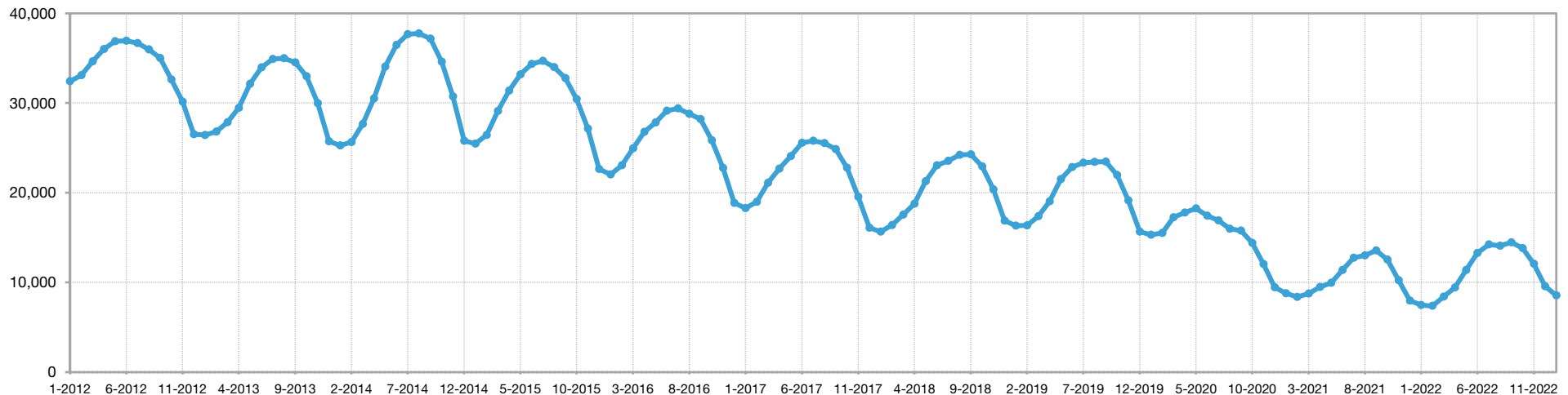


January



Homes for Sale		Prior Year	Percent Change
February 2022	7,385	8,381	-11.9%
March 2022	8,420	8,762	-3.9%
April 2022	9,442	9,498	-0.6%
May 2022	11,365	9,960	+14.1%
June 2022	13,258	11,375	+16.6%
July 2022	14,245	12,743	+11.8%
August 2022	14,078	13,015	+8.2%
September 2022	14,466	13,555	+6.7%
October 2022	13,813	12,555	+10.0%
November 2022	12,073	10,247	+17.8%
December 2022	9,583	7,984	+20.0%
January 2023	8,565	7,469	+14.7%

Historical Inventory of Homes for Sale by Month



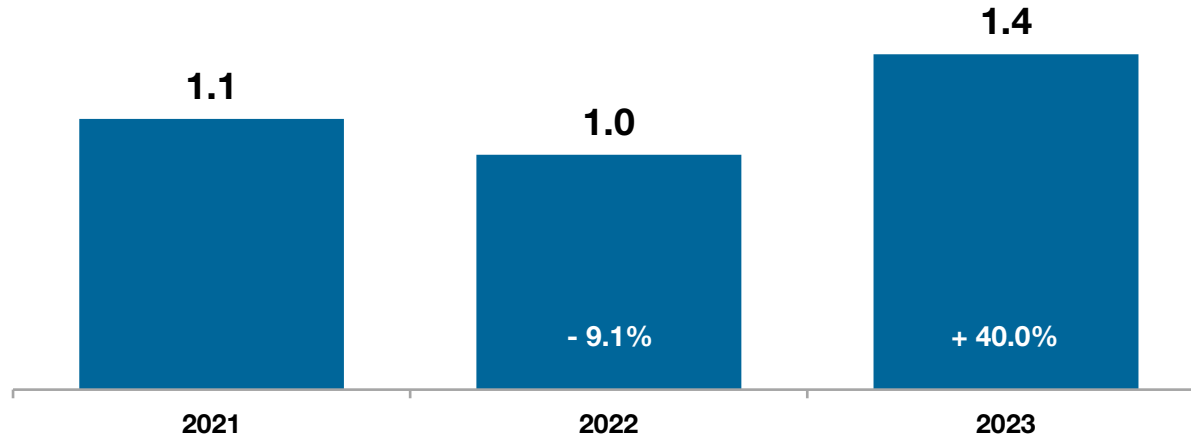
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

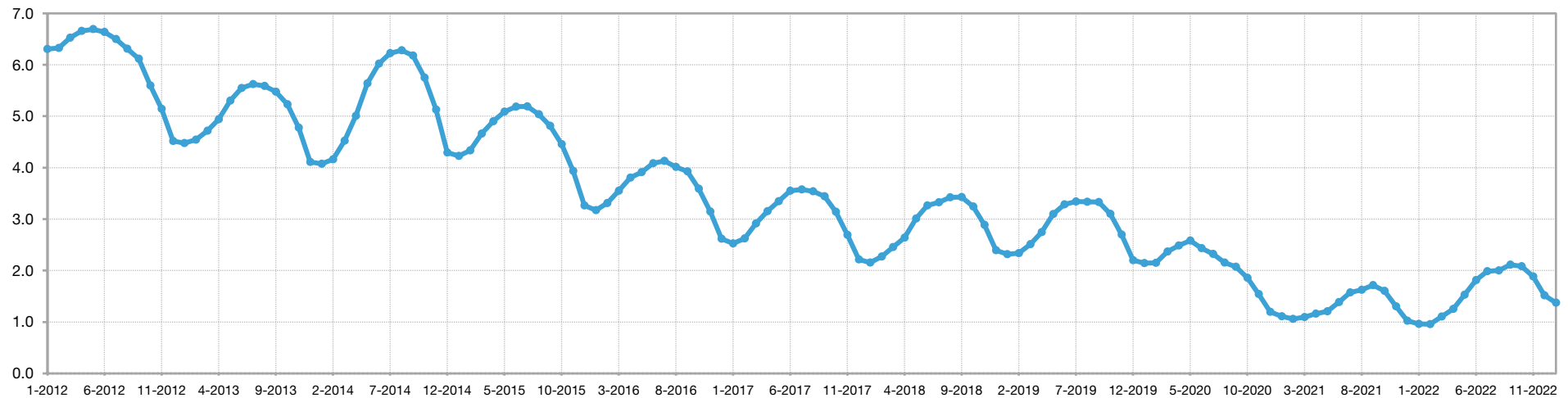


January



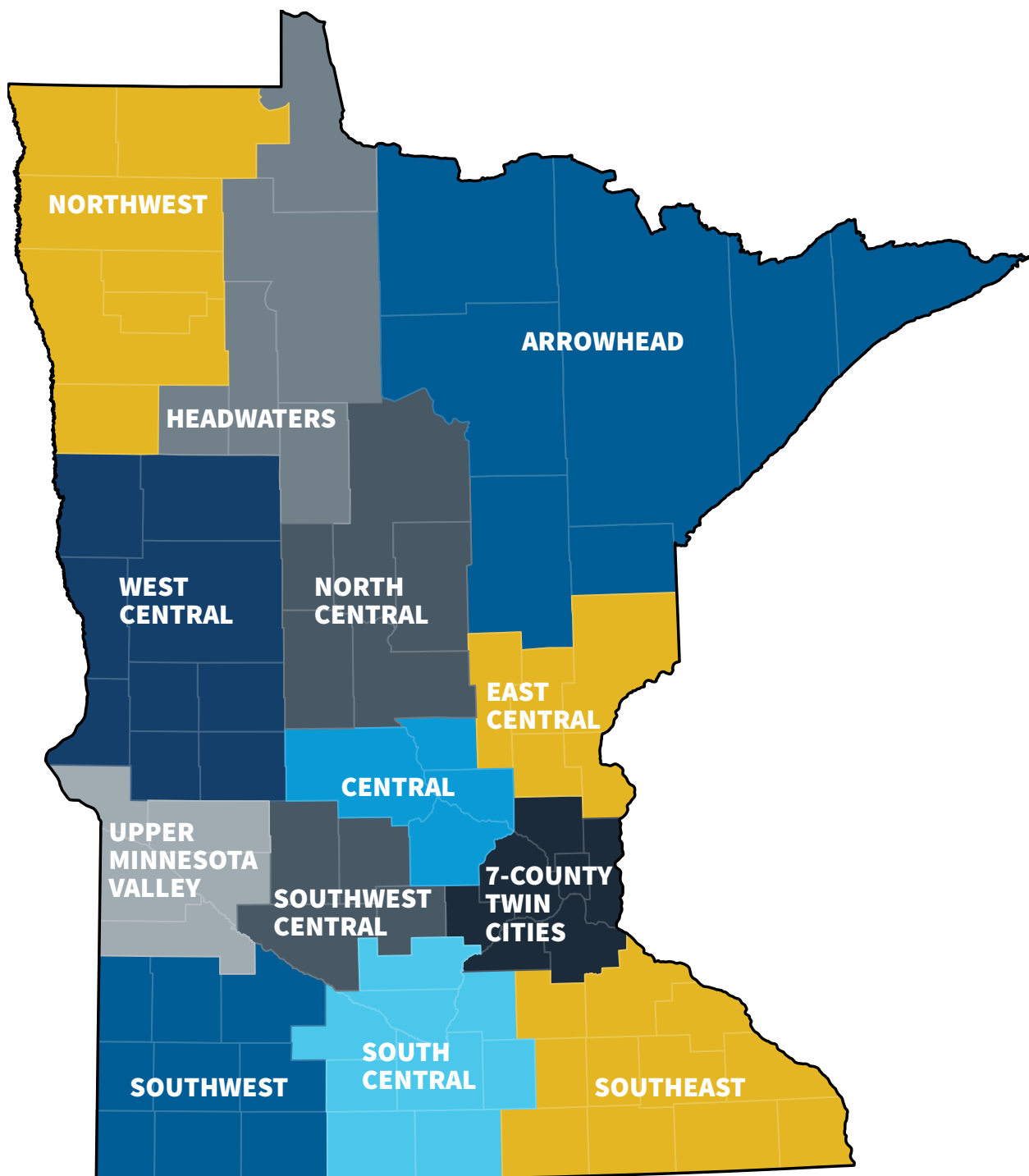
Months Supply		Prior Year	Percent Change
February 2022	1.0	1.1	-9.1%
March 2022	1.1	1.1	0.0%
April 2022	1.3	1.2	+8.3%
May 2022	1.5	1.2	+25.0%
June 2022	1.8	1.4	+28.6%
July 2022	2.0	1.6	+25.0%
August 2022	2.0	1.6	+25.0%
September 2022	2.1	1.7	+23.5%
October 2022	2.1	1.6	+31.3%
November 2022	1.9	1.3	+46.2%
December 2022	1.5	1.0	+50.0%
January 2023	1.4	1.0	+40.0%

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 January 2023

A Research Tool Provided by the Minnesota REALTORS®

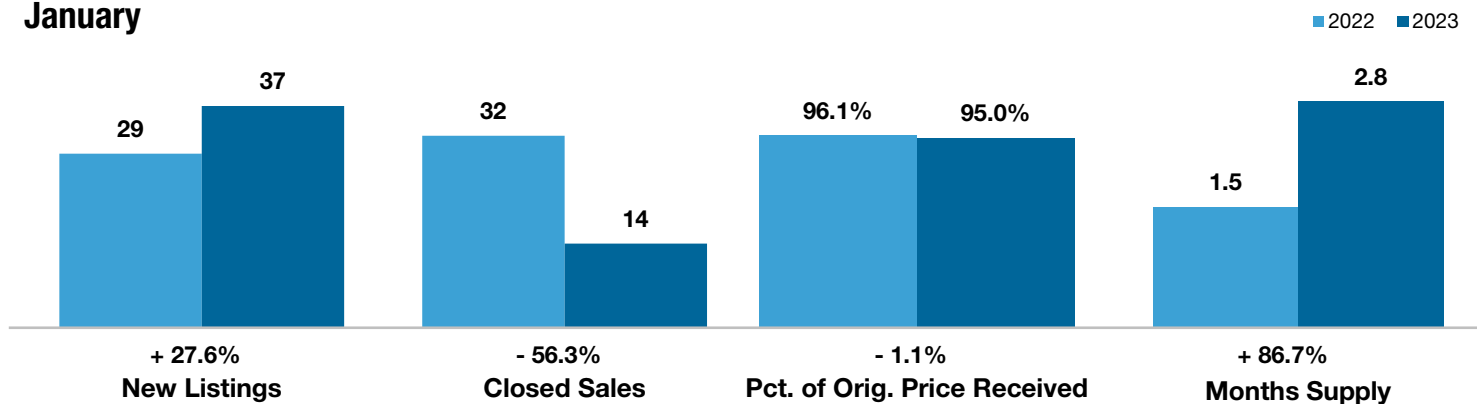


1 – Northwest Region

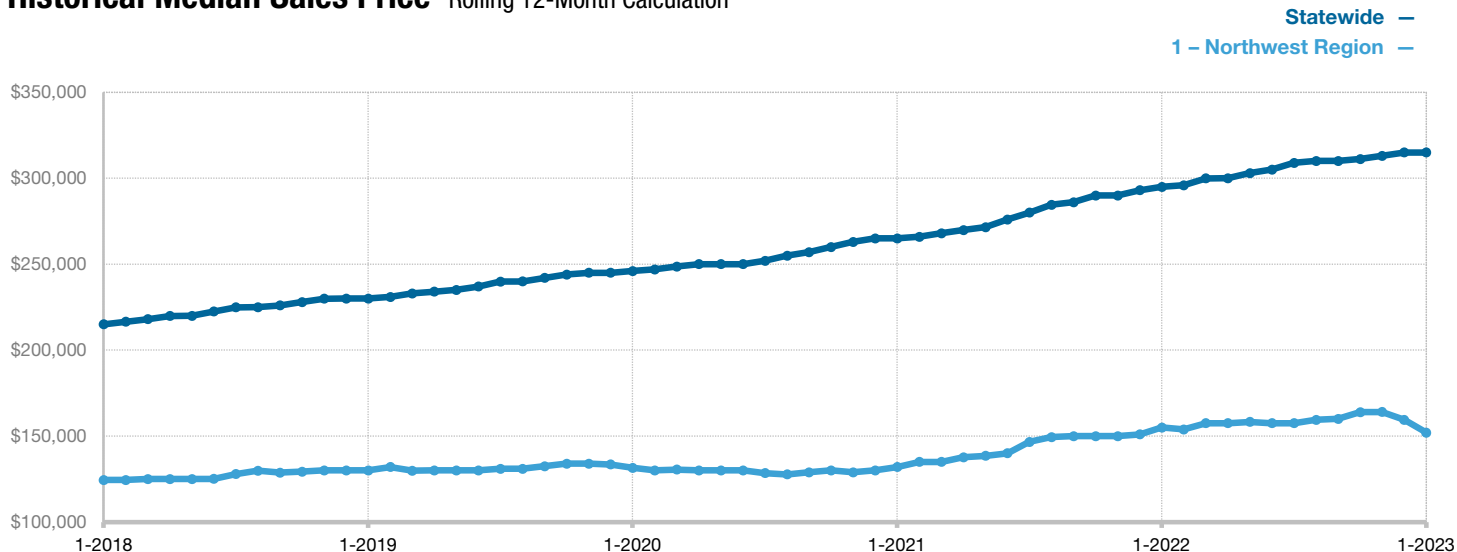
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	29	37	+ 27.6%	29	37	+ 27.6%
Pending Sales	22	29	+ 31.8%	22	29	+ 31.8%
Closed Sales	32	14	- 56.3%	32	14	- 56.3%
Median Sales Price*	\$181,000	\$140,000	- 22.7%	\$181,000	\$140,000	- 22.7%
Percent of Original List Price Received*	96.1%	95.0%	- 1.1%	96.1%	95.0%	- 1.1%
Days on Market Until Sale	38	50	+ 31.6%	38	50	+ 31.6%
Months Supply of Inventory	1.5	2.8	+ 86.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

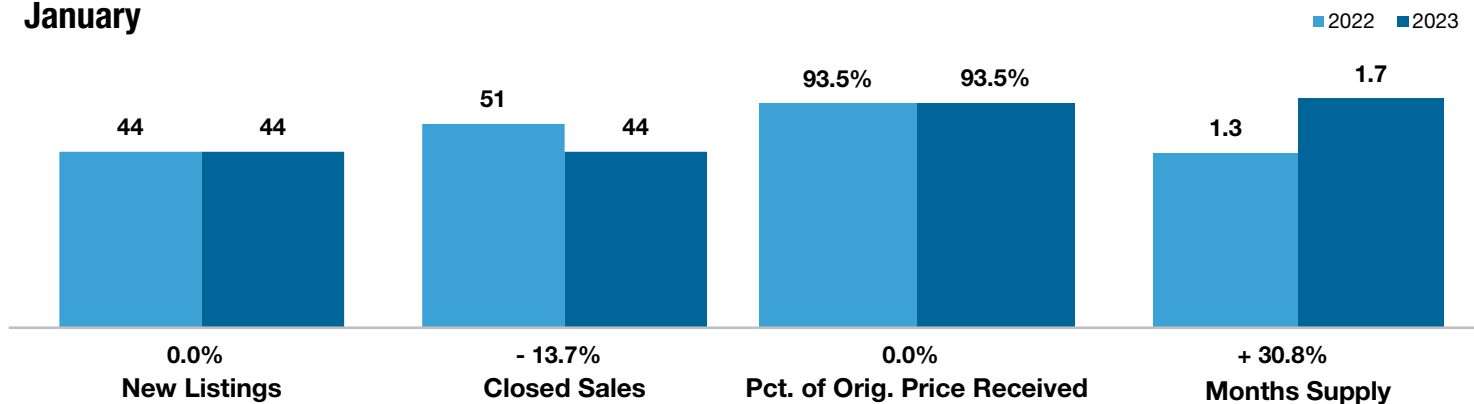


2 – Headwaters Region

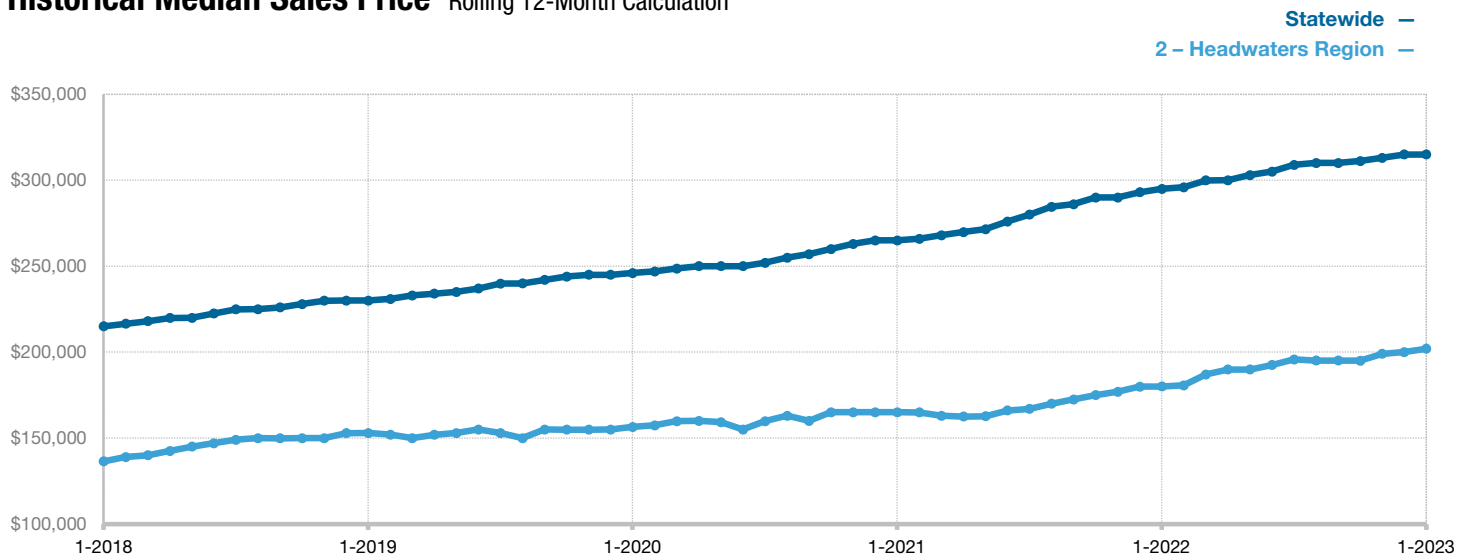
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	44	44	0.0%	44	44	0.0%
Pending Sales	56	45	- 19.6%	56	45	- 19.6%
Closed Sales	51	44	- 13.7%	51	44	- 13.7%
Median Sales Price*	\$214,400	\$265,000	+ 23.6%	\$214,400	\$265,000	+ 23.6%
Percent of Original List Price Received*	93.5%	93.5%	0.0%	93.5%	93.5%	0.0%
Days on Market Until Sale	55	47	- 14.5%	55	47	- 14.5%
Months Supply of Inventory	1.3	1.7	+ 30.8%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

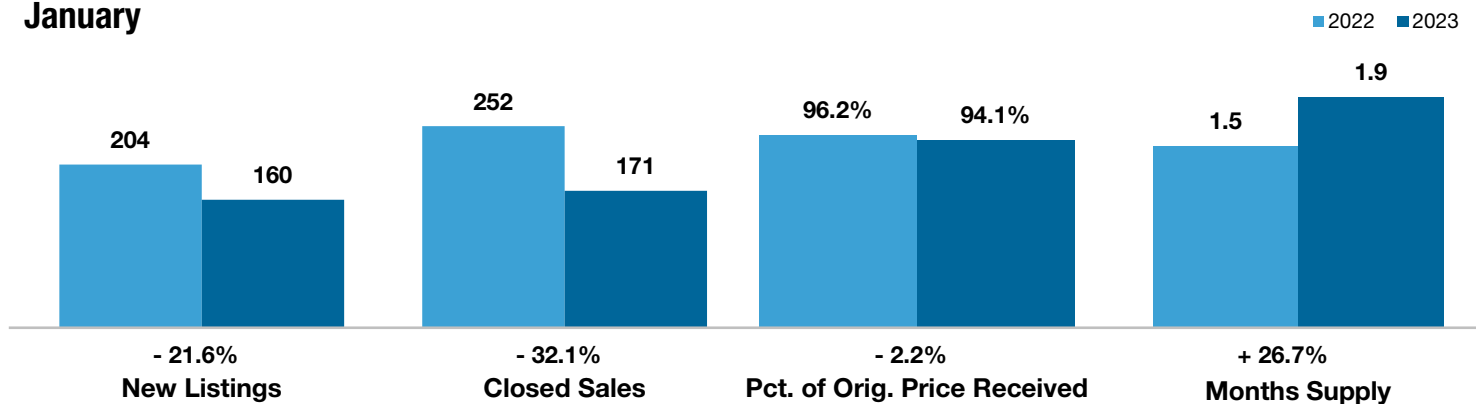


3 – Arrowhead Region

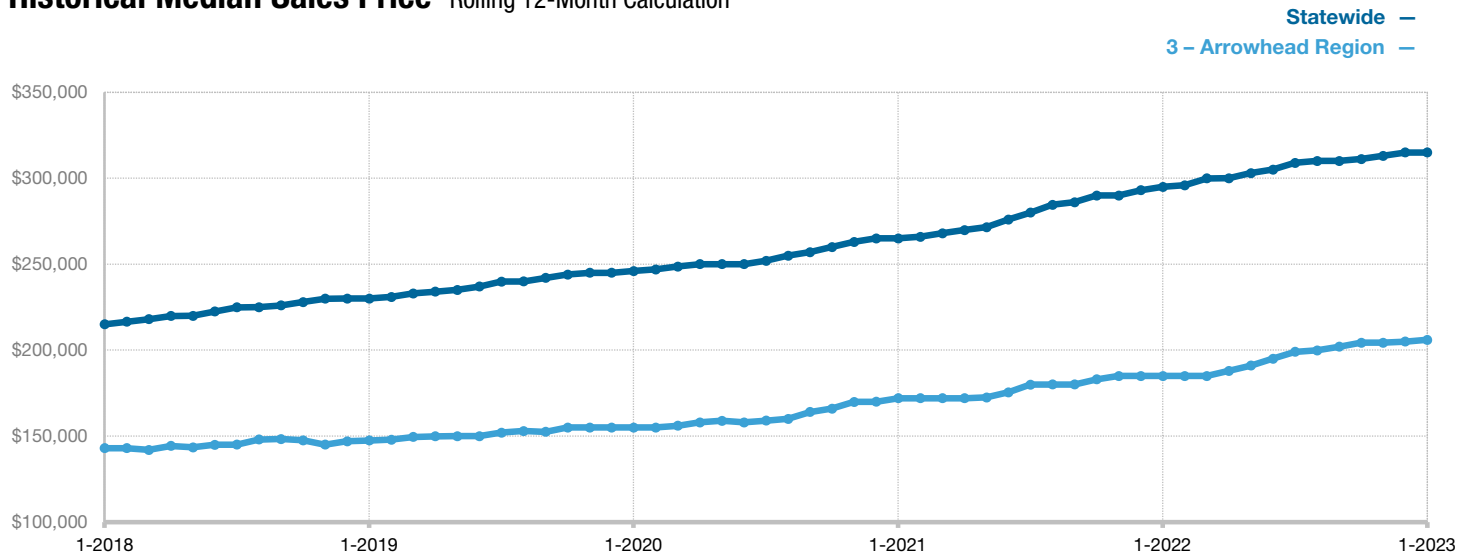
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	204	160	- 21.6%	204	160	- 21.6%
Pending Sales	217	164	- 24.4%	217	164	- 24.4%
Closed Sales	252	171	- 32.1%	252	171	- 32.1%
Median Sales Price*	\$180,000	\$200,000	+ 11.1%	\$180,000	\$200,000	+ 11.1%
Percent of Original List Price Received*	96.2%	94.1%	- 2.2%	96.2%	94.1%	- 2.2%
Days on Market Until Sale	53	53	0.0%	53	53	0.0%
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

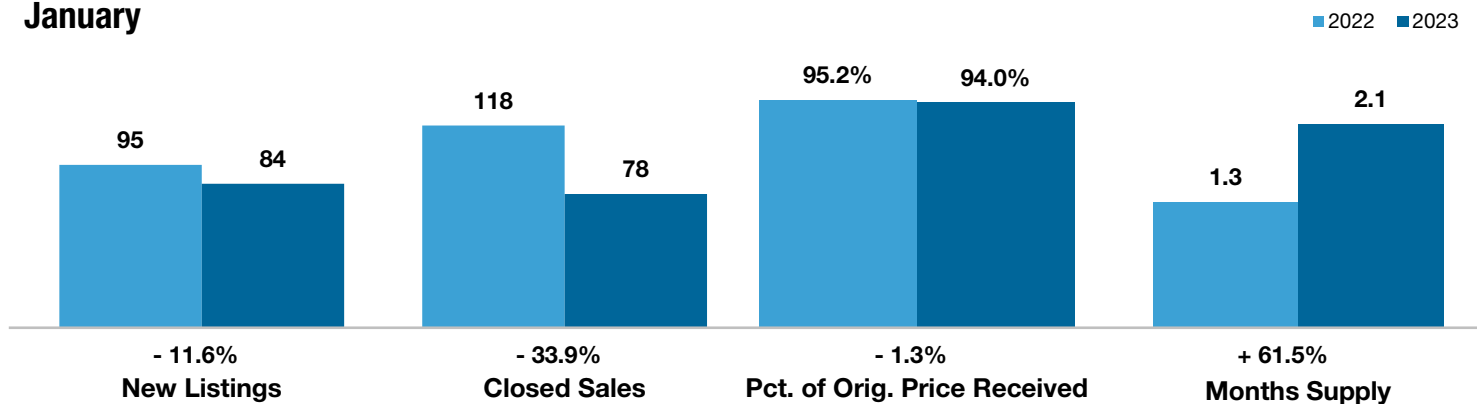


4 – West Central Region

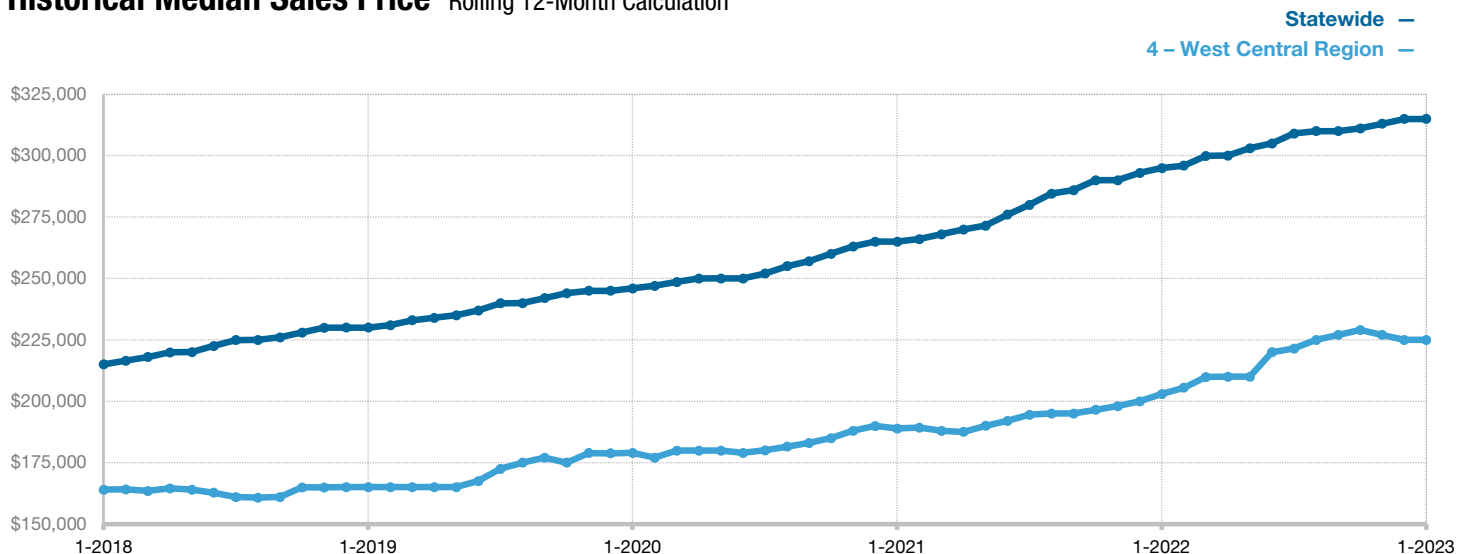
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	95	84	- 11.6%	95	84	- 11.6%
Pending Sales	100	99	- 1.0%	100	99	- 1.0%
Closed Sales	118	78	- 33.9%	118	78	- 33.9%
Median Sales Price*	\$245,000	\$218,500	- 10.8%	\$245,000	\$218,500	- 10.8%
Percent of Original List Price Received*	95.2%	94.0%	- 1.3%	95.2%	94.0%	- 1.3%
Days on Market Until Sale	48	64	+ 33.3%	48	64	+ 33.3%
Months Supply of Inventory	1.3	2.1	+ 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

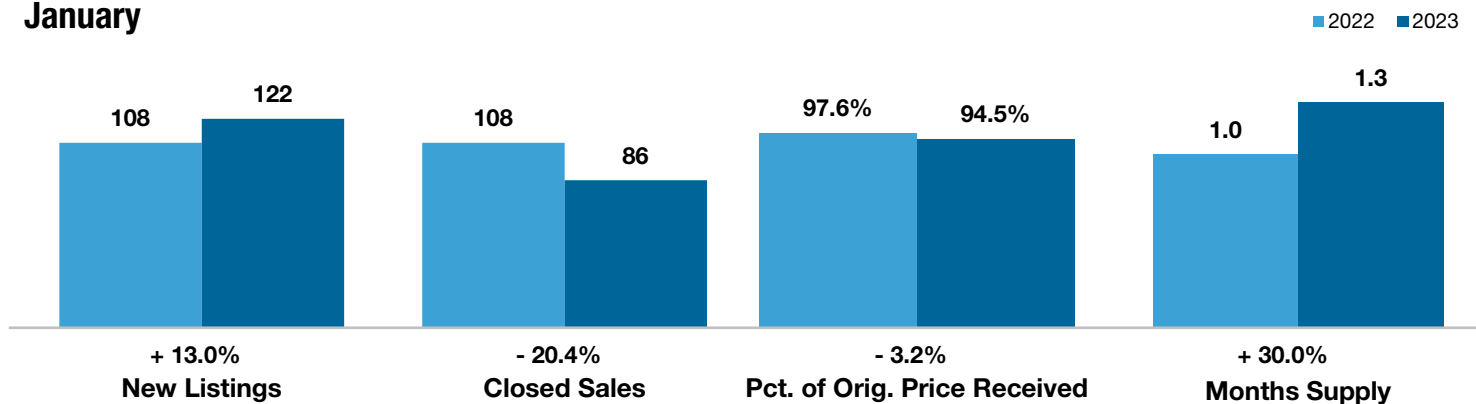


5 – North Central Region

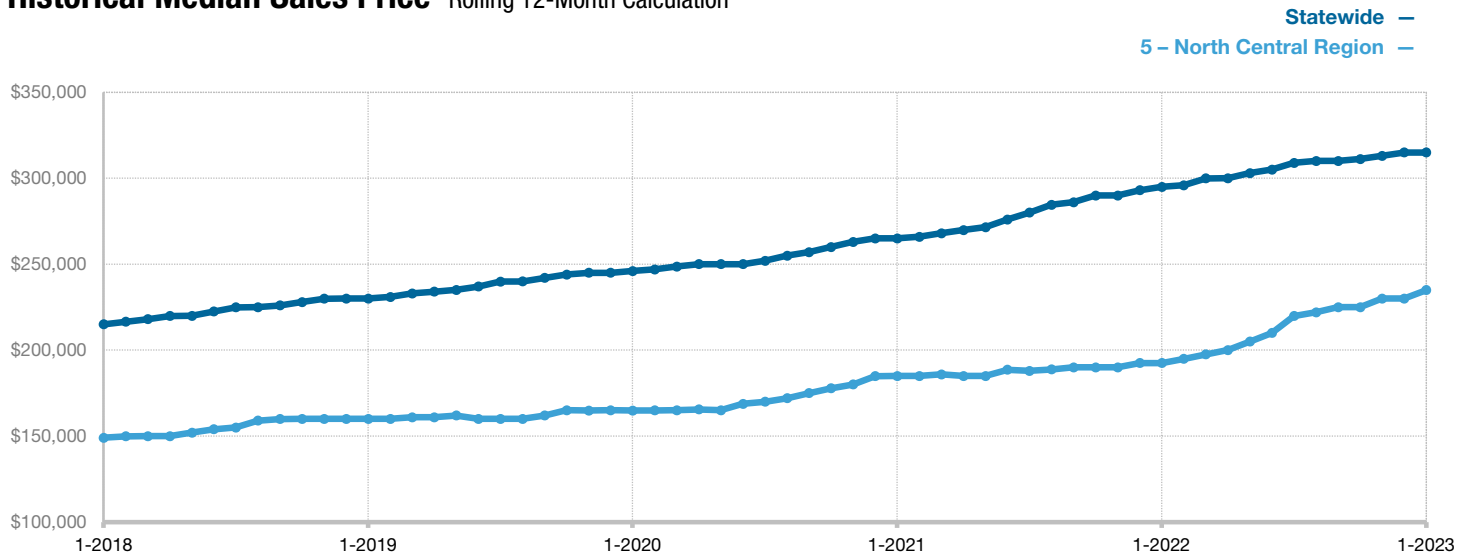
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	108	122	+ 13.0%	108	122	+ 13.0%
Pending Sales	133	113	- 15.0%	133	113	- 15.0%
Closed Sales	108	86	- 20.4%	108	86	- 20.4%
Median Sales Price*	\$192,375	\$246,500	+ 28.1%	\$192,375	\$246,500	+ 28.1%
Percent of Original List Price Received*	97.6%	94.5%	- 3.2%	97.6%	94.5%	- 3.2%
Days on Market Until Sale	42	56	+ 33.3%	42	56	+ 33.3%
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

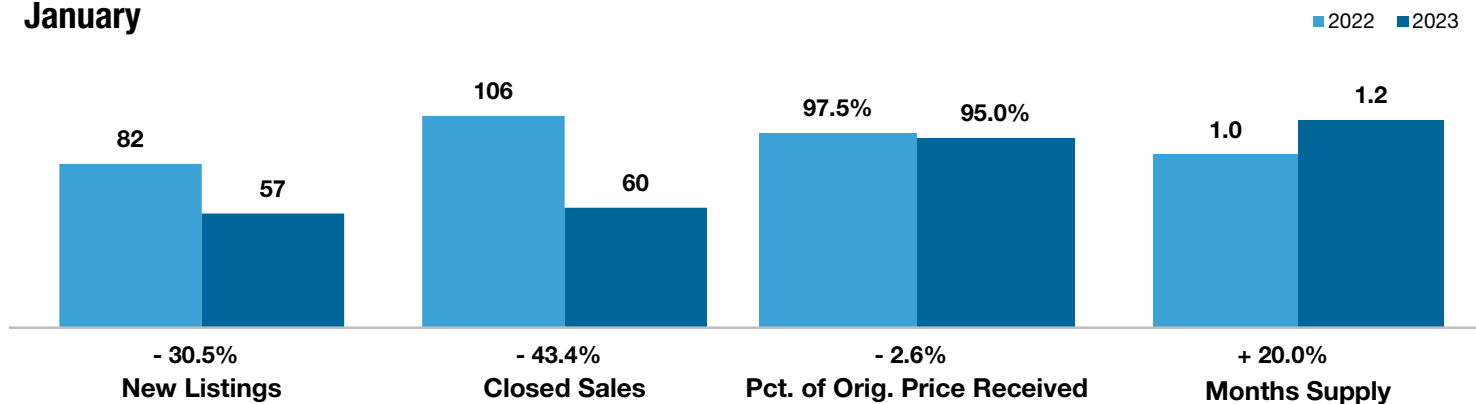


6E – Southwest Central Region

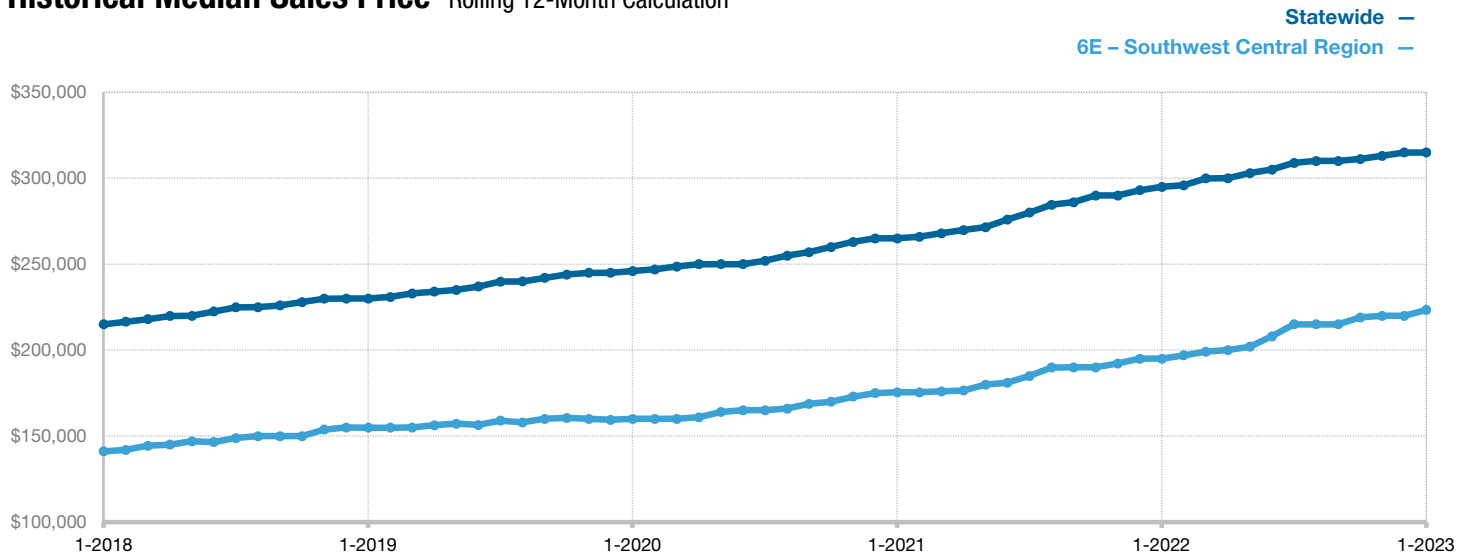
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	82	57	- 30.5%	82	57	- 30.5%
Pending Sales	79	56	- 29.1%	79	56	- 29.1%
Closed Sales	106	60	- 43.4%	106	60	- 43.4%
Median Sales Price*	\$178,000	\$192,500	+ 8.1%	\$178,000	\$192,500	+ 8.1%
Percent of Original List Price Received*	97.5%	95.0%	- 2.6%	97.5%	95.0%	- 2.6%
Days on Market Until Sale	41	40	- 2.4%	41	40	- 2.4%
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

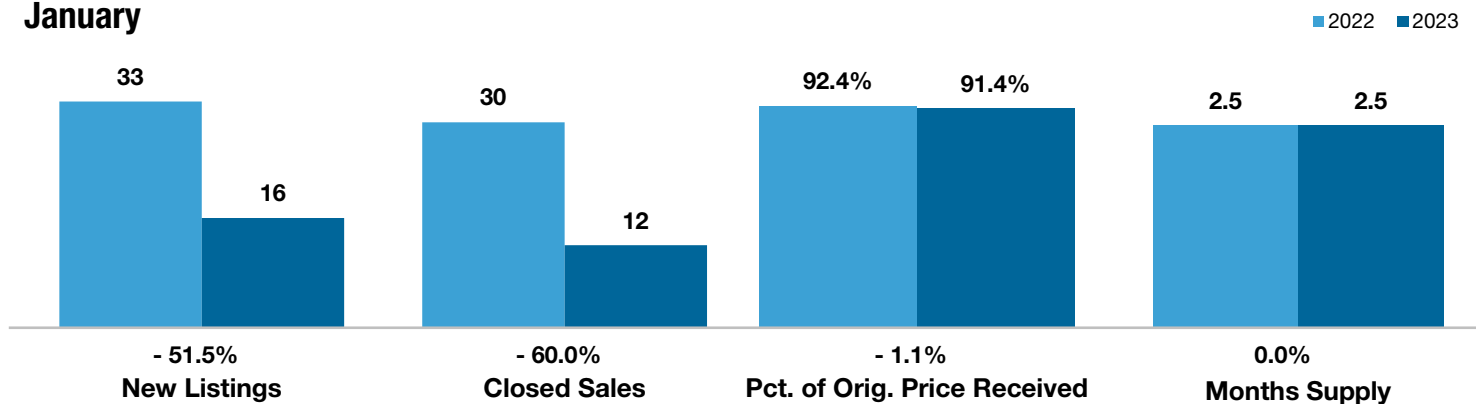


6W – Upper Minnesota Valley Region

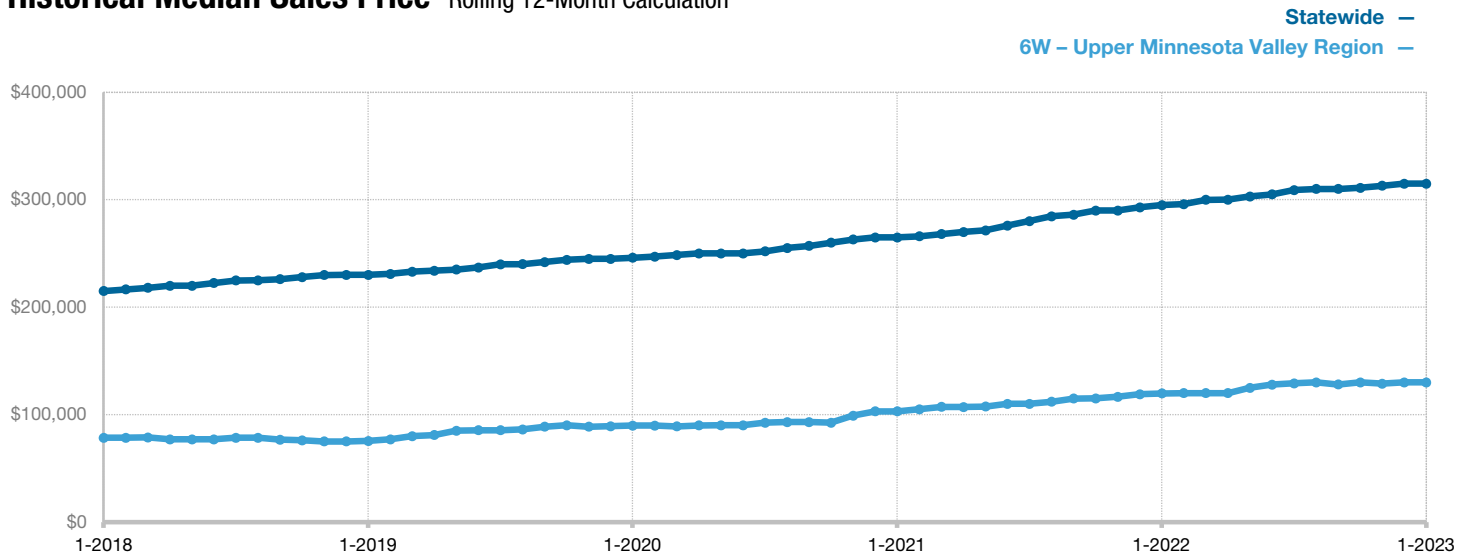
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	33	16	- 51.5%	33	16	- 51.5%
Pending Sales	37	14	- 62.2%	37	14	- 62.2%
Closed Sales	30	12	- 60.0%	30	12	- 60.0%
Median Sales Price*	\$111,100	\$158,100	+ 42.3%	\$111,100	\$158,100	+ 42.3%
Percent of Original List Price Received*	92.4%	91.4%	- 1.1%	92.4%	91.4%	- 1.1%
Days on Market Until Sale	65	69	+ 6.2%	65	69	+ 6.2%
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

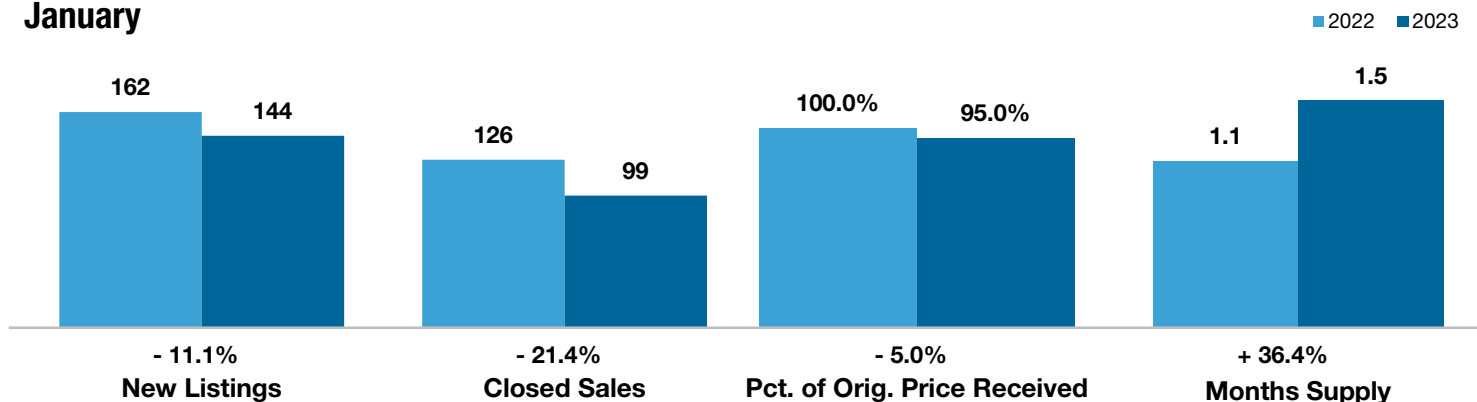


7E – East Central Region

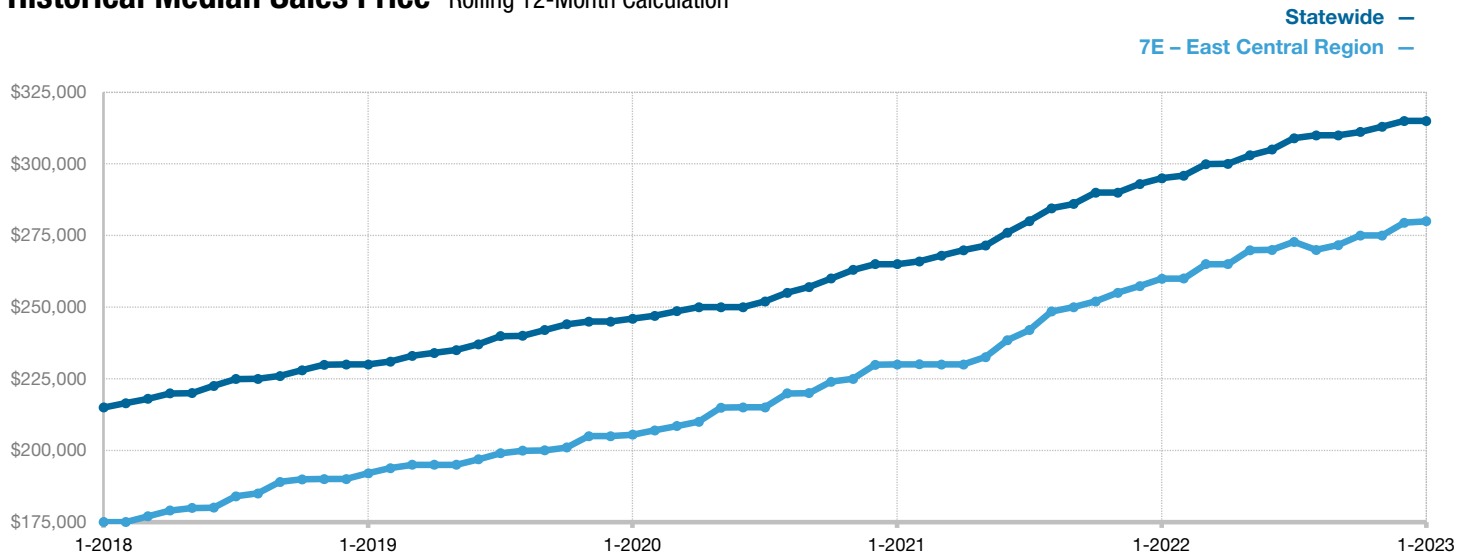
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	162	144	- 11.1%	162	144	- 11.1%
Pending Sales	154	123	- 20.1%	154	123	- 20.1%
Closed Sales	126	99	- 21.4%	126	99	- 21.4%
Median Sales Price*	\$284,000	\$304,000	+ 7.0%	\$284,000	\$304,000	+ 7.0%
Percent of Original List Price Received*	100.0%	95.0%	- 5.0%	100.0%	95.0%	- 5.0%
Days on Market Until Sale	34	54	+ 58.8%	34	54	+ 58.8%
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

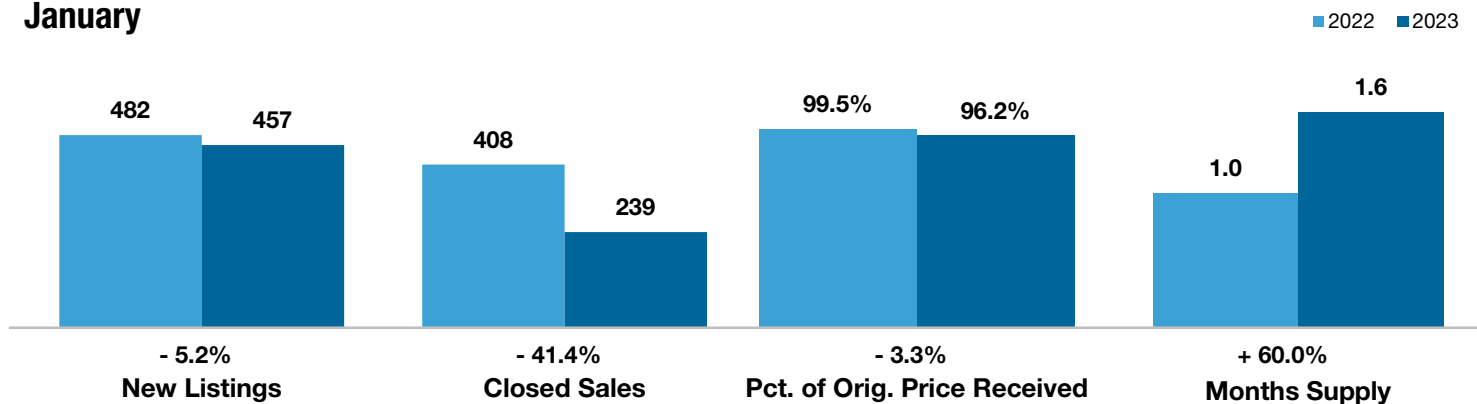


7W – Central Region

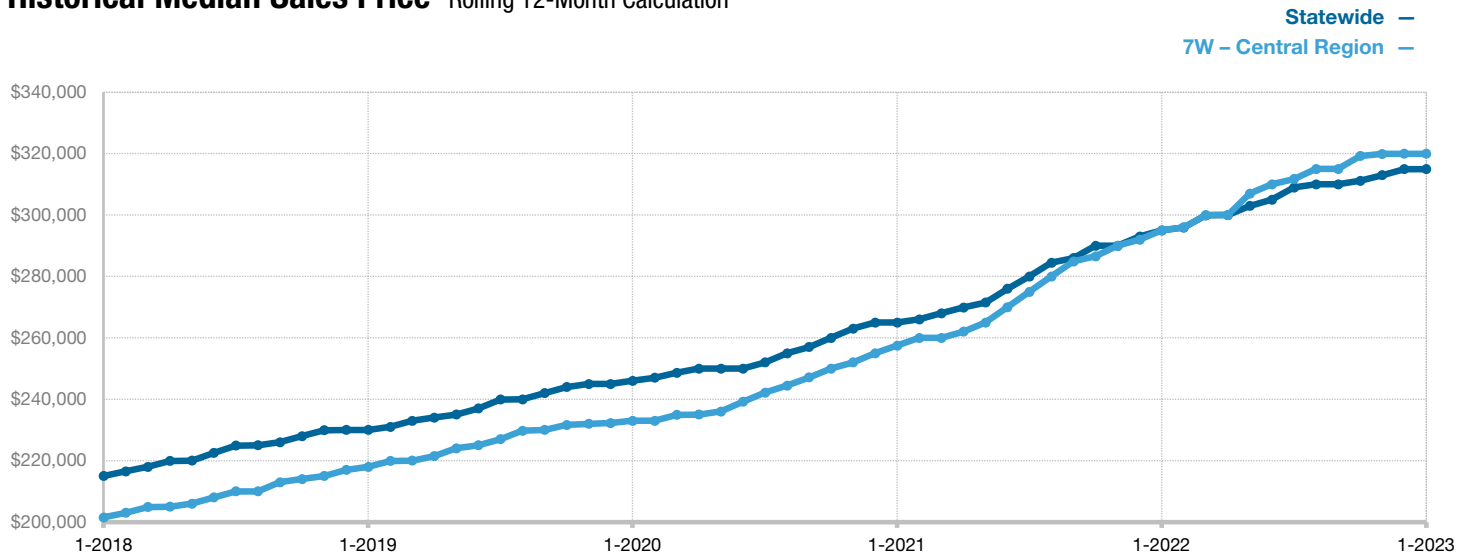
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	482	457	- 5.2%	482	457	- 5.2%
Pending Sales	420	305	- 27.4%	420	305	- 27.4%
Closed Sales	408	239	- 41.4%	408	239	- 41.4%
Median Sales Price*	\$311,750	\$319,900	+ 2.6%	\$311,750	\$319,900	+ 2.6%
Percent of Original List Price Received*	99.5%	96.2%	- 3.3%	99.5%	96.2%	- 3.3%
Days on Market Until Sale	34	51	+ 50.0%	34	51	+ 50.0%
Months Supply of Inventory	1.0	1.6	+ 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

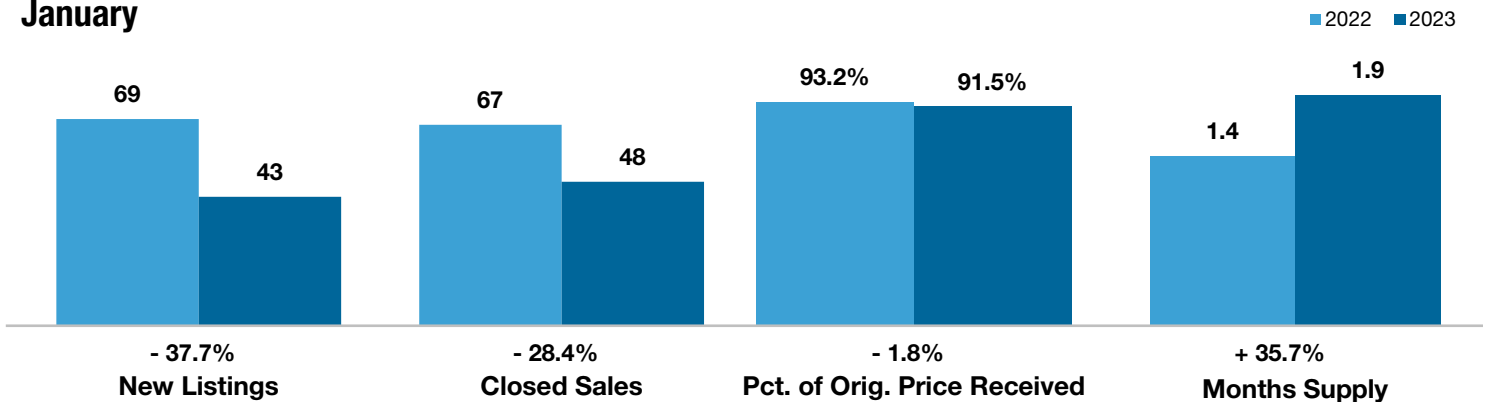


8 – Southwest Region

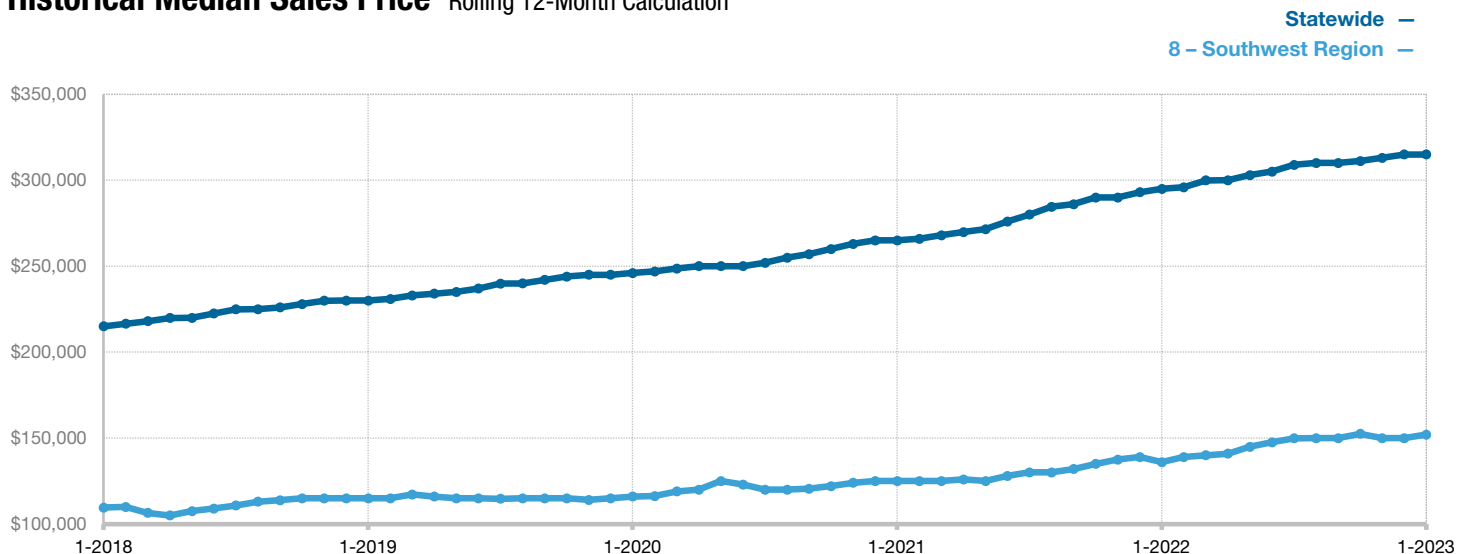
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	69	43	- 37.7%	69	43	- 37.7%
Pending Sales	74	49	- 33.8%	74	49	- 33.8%
Closed Sales	67	48	- 28.4%	67	48	- 28.4%
Median Sales Price*	\$134,000	\$141,000	+ 5.2%	\$134,000	\$141,000	+ 5.2%
Percent of Original List Price Received*	93.2%	91.5%	- 1.8%	93.2%	91.5%	- 1.8%
Days on Market Until Sale	70	61	- 12.9%	70	61	- 12.9%
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

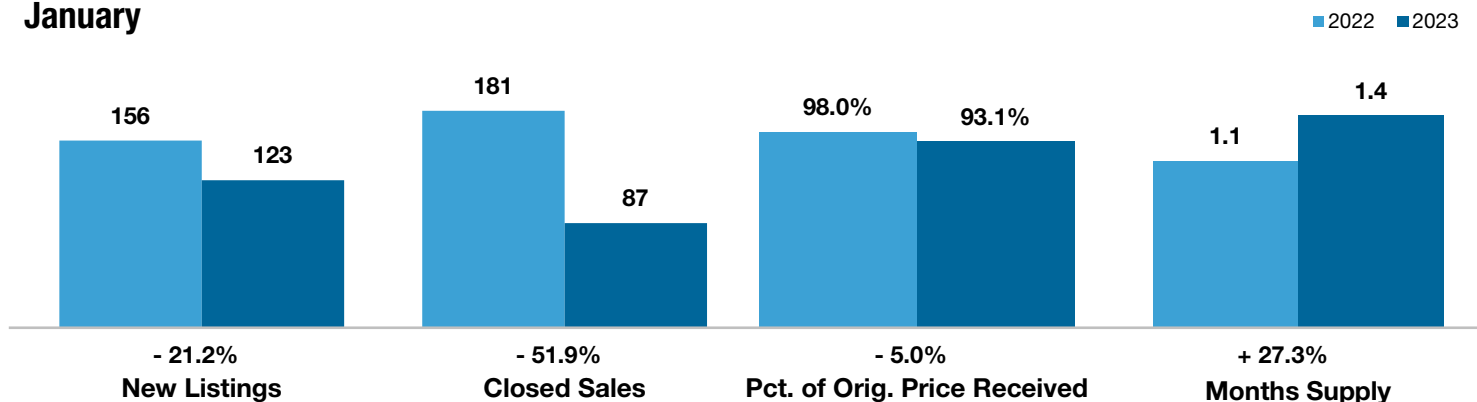


9 – South Central Region

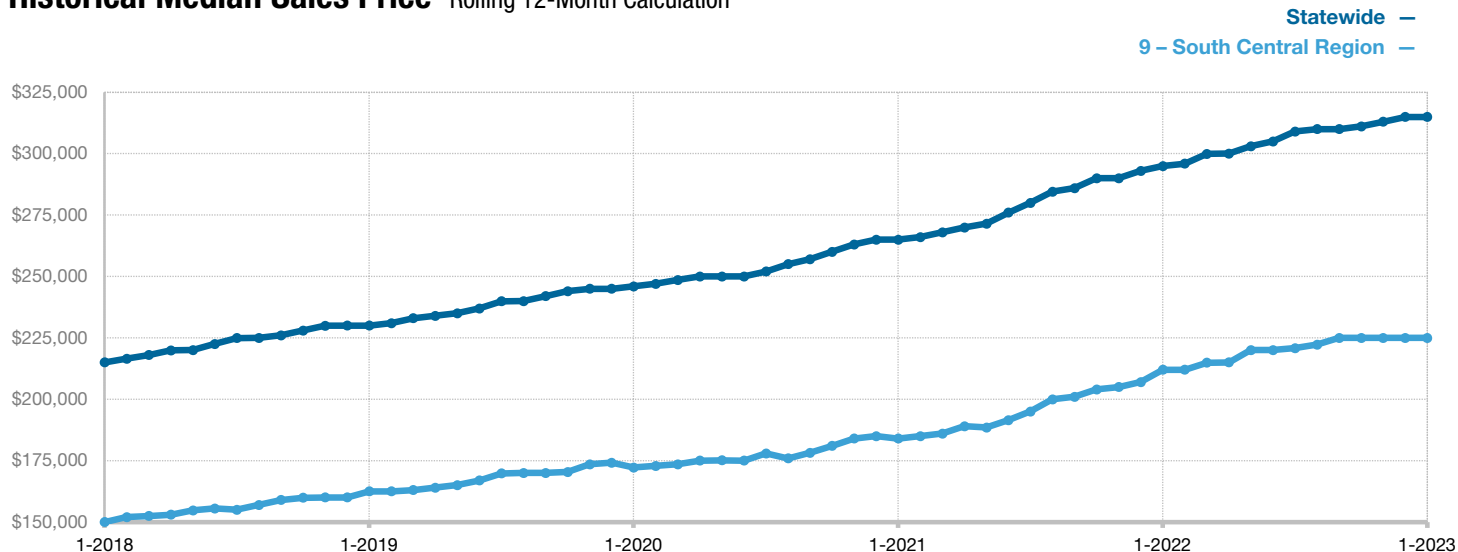
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	156	123	- 21.2%	156	123	- 21.2%
Pending Sales	170	132	- 22.4%	170	132	- 22.4%
Closed Sales	181	87	- 51.9%	181	87	- 51.9%
Median Sales Price*	\$220,000	\$200,000	- 9.1%	\$220,000	\$200,000	- 9.1%
Percent of Original List Price Received*	98.0%	93.1%	- 5.0%	98.0%	93.1%	- 5.0%
Days on Market Until Sale	69	73	+ 5.8%	69	73	+ 5.8%
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

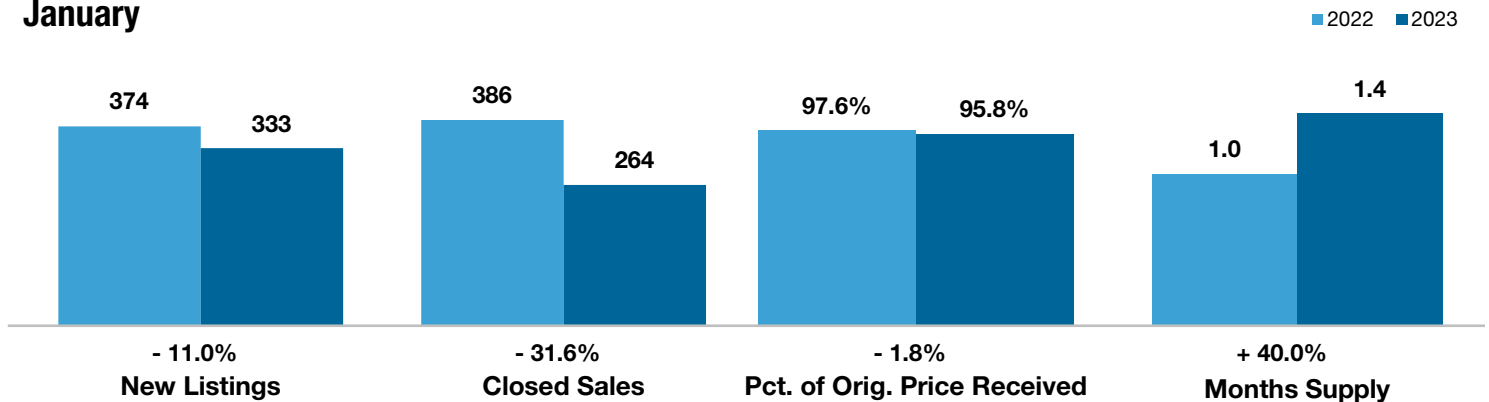


10 – Southeast Region

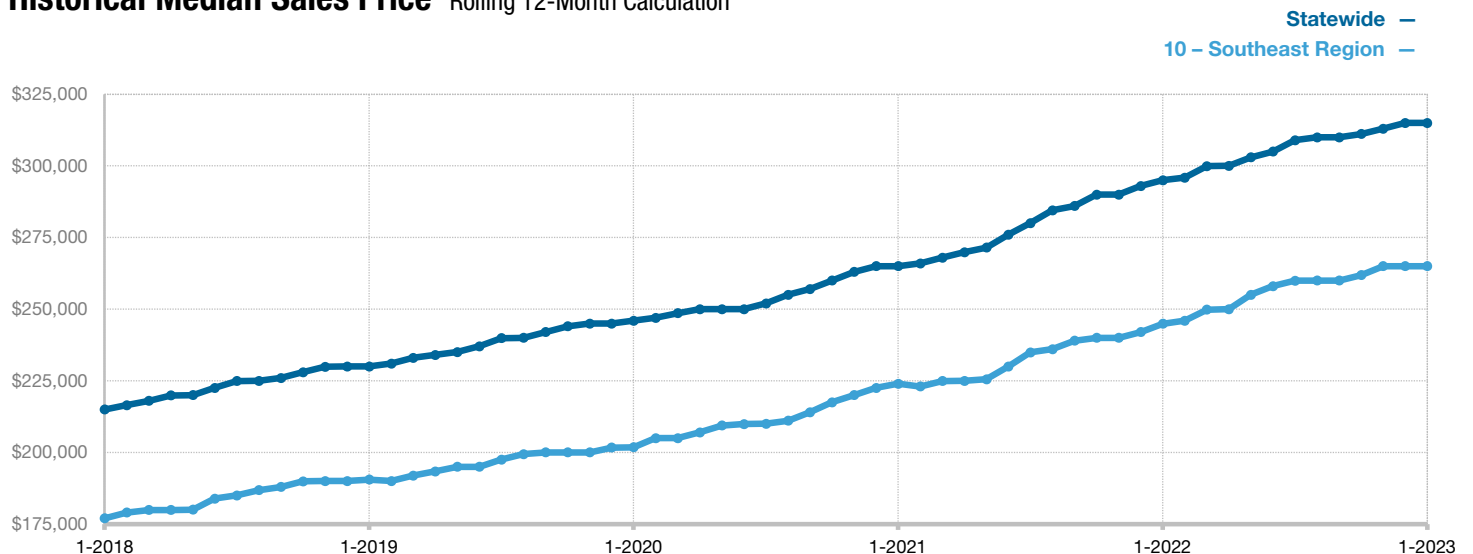
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	374	333	- 11.0%	374	333	- 11.0%
Pending Sales	425	330	- 22.4%	425	330	- 22.4%
Closed Sales	386	264	- 31.6%	386	264	- 31.6%
Median Sales Price*	\$247,000	\$244,750	- 0.9%	\$247,000	\$244,750	- 0.9%
Percent of Original List Price Received*	97.6%	95.8%	- 1.8%	97.6%	95.8%	- 1.8%
Days on Market Until Sale	46	51	+ 10.9%	46	51	+ 10.9%
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2023

A Research Tool Provided by the Minnesota REALTORS®

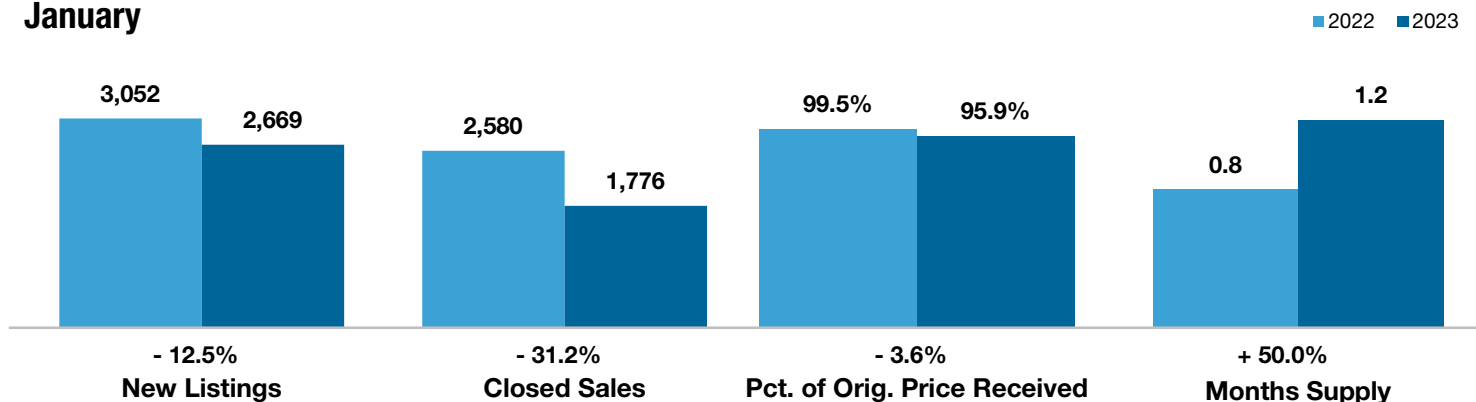


11 – 7-County Twin Cities Region

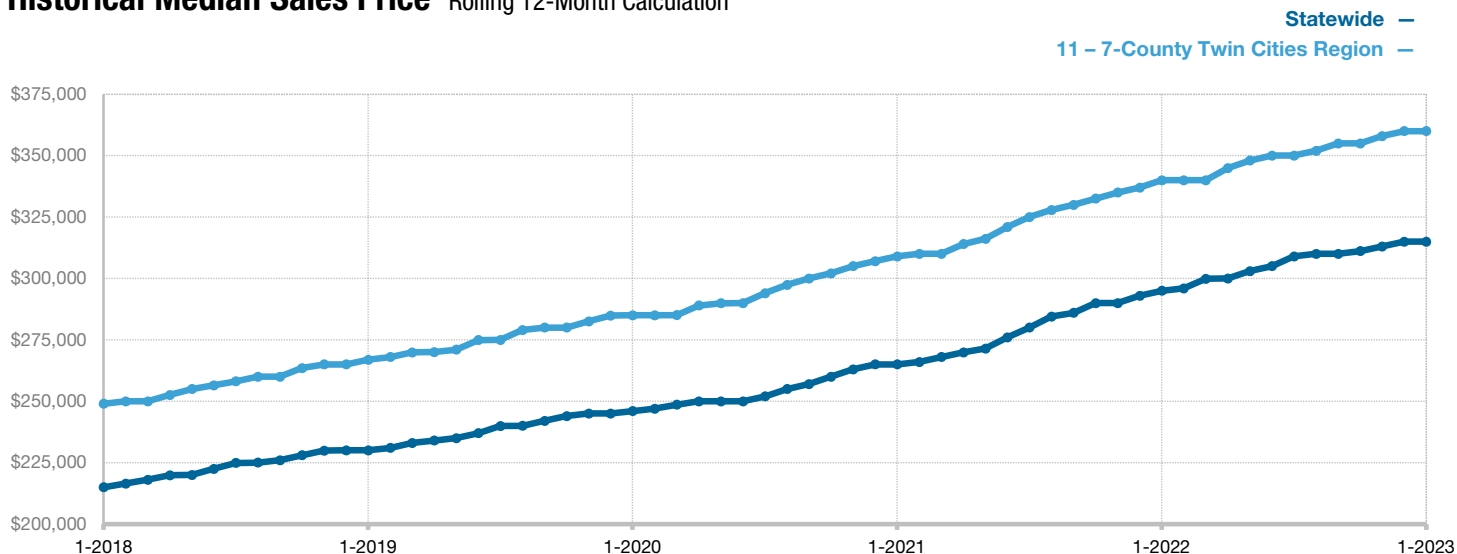
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	3,052	2,669	- 12.5%	3,052	2,669	- 12.5%
Pending Sales	2,630	2,155	- 18.1%	2,630	2,155	- 18.1%
Closed Sales	2,580	1,776	- 31.2%	2,580	1,776	- 31.2%
Median Sales Price*	\$335,000	\$343,000	+ 2.4%	\$335,000	\$343,000	+ 2.4%
Percent of Original List Price Received*	99.5%	95.9%	- 3.6%	99.5%	95.9%	- 3.6%
Days on Market Until Sale	41	50	+ 22.0%	41	50	+ 22.0%
Months Supply of Inventory	0.8	1.2	+ 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2023. All data from the multiple listing services in the state of Minnesota. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.