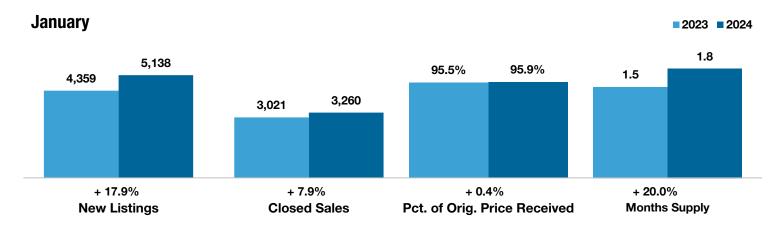
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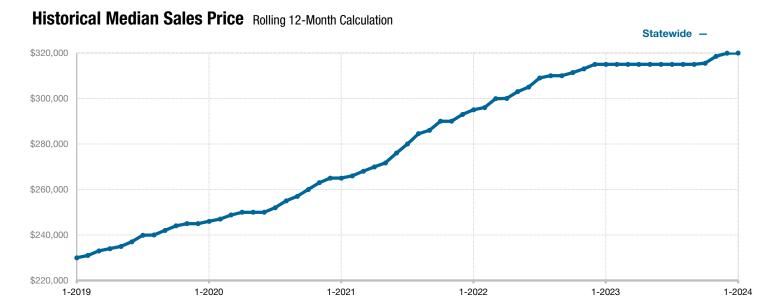


### **Entire State**

|  | January   |           |                | 1           | Year to Date | 9              |
|--|-----------|-----------|----------------|-------------|--------------|----------------|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023 | Thru 1-2024  | Percent Change |
| New Listings                             | 4,359     | 5,138     | + 17.9%        | 4,359       | 5,138        | + 17.9%        |
| Pending Sales                            | 3,636     | 3,915     | + 7.7%         | 3,636       | 3,915        | + 7.7%         |
| Closed Sales                             | 3,021     | 3,260     | + 7.9%         | 3,021       | 3,260        | + 7.9%         |
| Median Sales Price*                      | \$305,800 | \$315,000 | + 3.0%         | \$305,800   | \$315,000    | + 3.0%         |
| Percent of Original List Price Received* | 95.5%     | 95.9%     | + 0.4%         | 95.5%       | 95.9%        | + 0.4%         |
| Days on Market Until Sale                | 52        | 52        | 0.0%           | 52          | 52           | 0.0%           |
| Months Supply of Inventory               | 1.5       | 1.8       | + 20.0%        |             |              |                |

<sup>\*</sup> 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.





# **Monthly Indicators**



### **January 2024**

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

### **Activity Snapshot**

|   | + 7.9%                          | + 3.0%                                | + 17.9%                                |
|---|---------------------------------|---------------------------------------|--|
| - | One-Year Change in Closed Sales | One-Year Change in Median Sales Price | One-Year Change in <b>New Listings</b> |
| _ |                                 |                                       |  |
|   | Activity Overview               |                                       | 2                                      |
|   | New Listings                    |                                       | 3                                      |
|   | Pending Sales                   |                                       | 4                                      |
|   | Closed Sales                    |                                       | 5                                      |
|   | Days on Market U                | Jntil Sale                            | 6                                      |
|   | Median Sales Pri                | ce                                    | 7                                      |
|   | Average Sales Pr                | ice                                   | 8                                      |
|   | Percent of Origina              | al List Price Receiv                  | ved 9                                  |
|   | Housing Affordab                | oility Index                          | 10                                     |
|   | Inventory of Hom                | es for Sale                           | 11                                     |
|   | Months Supply o                 | f Inventory                           | 12                                     |



# **Activity Overview**





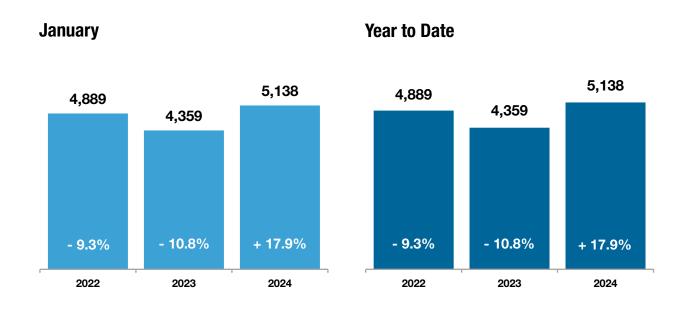
| Key Metrics                  | Historical Sparkbars        | 1-2023    | 1-2024    | Percent Change | YTD 2023  | YTD 2024  | Percent Change |
|------------------------------|-----------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings                 | 1-2021 1-2022 1-2023 1-2024 | 4,359     | 5,138     | + 17.9%        | 4,359     | 5,138     | + 17.9%        |
| Pending Sales                | 1-2021 1-2022 1-2023 1-2024 | 3,636     | 3,915     | + 7.7%         | 3,636     | 3,915     | + 7.7%         |
| Closed Sales                 | 1-2021 1-2022 1-2023 1-2024 | 3,021     | 3,260     | + 7.9%         | 3,021     | 3,260     | + 7.9%         |
| Days on Market               | 1-2021 1-2022 1-2023 1-2024 | 52        | 52        | 0.0%           | 52        | 52        | 0.0%           |
| Median Sales Price           | 1-2021 1-2022 1-2023 1-2024 | \$305,800 | \$315,000 | + 3.0%         | \$305,800 | \$315,000 | + 3.0%         |
| Avg. Sales Price             | 1-2021 1-2022 1-2023 1-2024 | \$365,241 | \$366,732 | + 0.4%         | \$365,241 | \$366,732 | + 0.4%         |
| Pct. of Orig. Price Received | 1-2021 1-2022 1-2023 1-2024 | 95.5%     | 95.9%     | + 0.4%         | 95.5%     | 95.9%     | + 0.4%         |
| Affordability Index          | 1-2021 1-2022 1-2023 1-2024 | 111       | 103       | - 7.2%         | 111       | 103       | - 7.2%         |
| Homes for Sale*              | 1-2021 1-2022 1-2023 1-2024 | 9,406     | 10,068    | + 7.0%         |           |           |                |
| Months Supply*               | 1-2021 1-2022 1-2023 1-2024 | 1.5       | 1.8       | + 20.0%        |           |           |                |

<sup>\*</sup> 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**

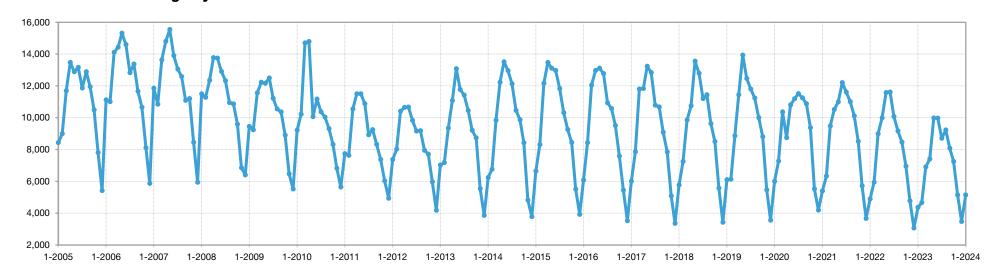
A count of the properties that have been newly listed on the market in a given month.





| New Listings   |       | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| February 2023  | 4,655 | 5,936      | -21.6%         |
| March 2023     | 6,900 | 8,983      | -23.2%         |
| April 2023     | 7,401 | 9,987      | -25.9%         |
| May 2023       | 9,977 | 11,573     | -13.8%         |
| June 2023      | 9,973 | 11,603     | -14.0%         |
| July 2023      | 8,703 | 10,067     | -13.5%         |
| August 2023    | 9,222 | 9,163      | +0.6%          |
| September 2023 | 8,076 | 8,455      | -4.5%          |
| October 2023   | 7,241 | 6,956      | +4.1%          |
| November 2023  | 5,138 | 4,769      | +7.7%          |
| December 2023  | 3,468 | 3,065      | +13.1%         |
| January 2024   | 5,138 | 4,359      | +17.9%         |
| 12-Month Avg   | 7,158 | 7,910      | -9.5%          |

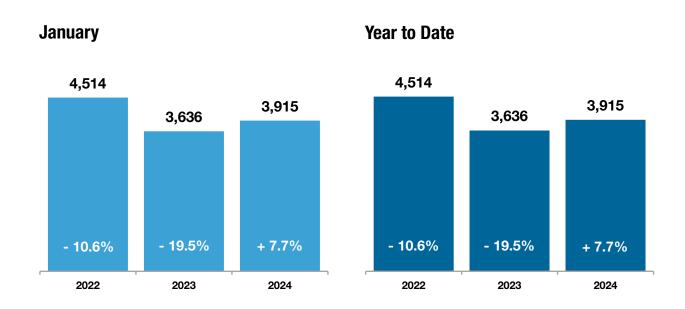
### **Historical New Listings by Month**



# **Pending Sales**

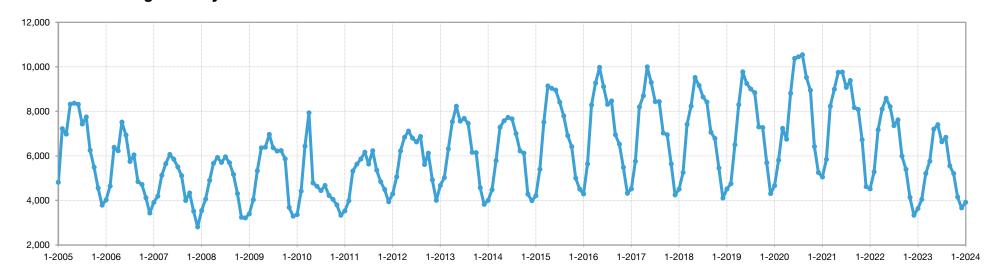
A count of the properties on which offers have been accepted in a given month.





| Pending Sales  |       | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| February 2023  | 4,046 | 5,277      | -23.3%         |
| March 2023     | 5,209 | 7,166      | -27.3%         |
| April 2023     | 5,761 | 8,092      | -28.8%         |
| May 2023       | 7,196 | 8,582      | -16.2%         |
| June 2023      | 7,399 | 8,210      | -9.9%          |
| July 2023      | 6,632 | 7,355      | -9.8%          |
| August 2023    | 6,831 | 7,615      | -10.3%         |
| September 2023 | 5,551 | 5,992      | -7.4%          |
| October 2023   | 5,207 | 5,394      | -3.5%          |
| November 2023  | 4,153 | 4,137      | +0.4%          |
| December 2023  | 3,662 | 3,330      | +10.0%         |
| January 2024   | 3,915 | 3,636      | +7.7%          |
| 12-Month Avg   | 5,464 | 6,232      | -12.3%         |

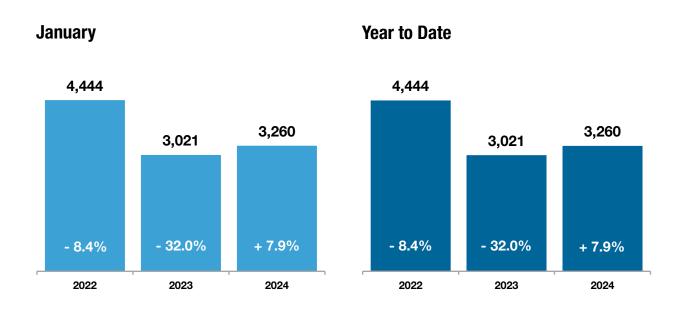
### **Historical Pending Sales by Month**



### **Closed Sales**

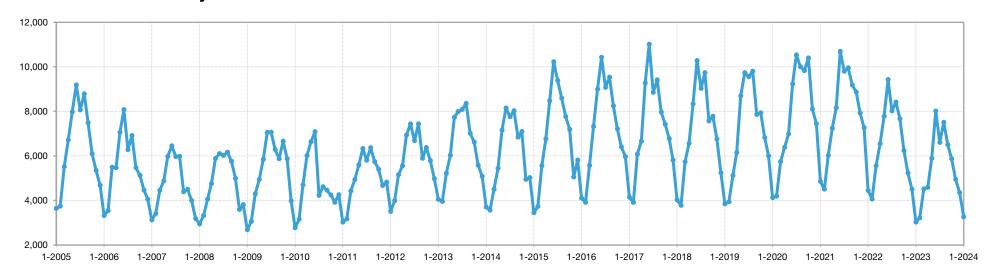
A count of the actual sales that closed in a given month.





| Closed Sales   |       | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| February 2023  | 3,215 | 4,055      | -20.7%         |
| March 2023     | 4,507 | 5,558      | -18.9%         |
| April 2023     | 4,583 | 6,544      | -30.0%         |
| May 2023       | 5,889 | 7,778      | -24.3%         |
| June 2023      | 8,011 | 9,419      | -14.9%         |
| July 2023      | 6,599 | 8,018      | -17.7%         |
| August 2023    | 7,502 | 8,408      | -10.8%         |
| September 2023 | 6,496 | 7,660      | -15.2%         |
| October 2023   | 5,866 | 6,238      | -6.0%          |
| November 2023  | 4,946 | 5,228      | -5.4%          |
| December 2023  | 4,350 | 4,506      | -3.5%          |
| January 2024   | 3,260 | 3,021      | +7.9%          |
| 12-Month Avg   | 5,435 | 6,369      | -14.7%         |

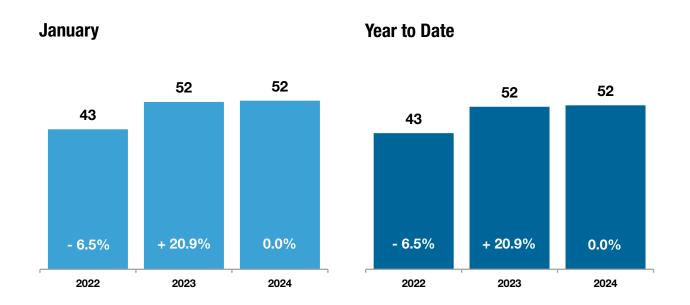
### **Historical Closed Sales by Month**



# **Days on Market Until Sale**

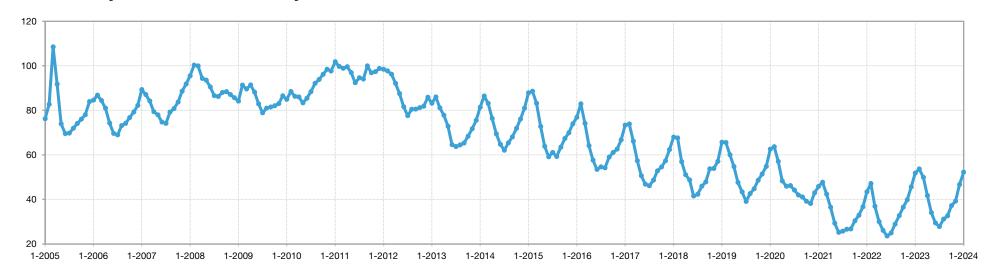






| Days on Market |    | Prior Year | Percent Change |
|----------------|----|------------|----------------|
| February 2023  | 54 | 47         | +14.9%         |
| March 2023     | 50 | 37         | +35.1%         |
| April 2023     | 42 | 30         | +40.0%         |
| May 2023       | 34 | 26         | +30.8%         |
| June 2023      | 29 | 24         | +20.8%         |
| July 2023      | 28 | 25         | +12.0%         |
| August 2023    | 31 | 29         | +6.9%          |
| September 2023 | 33 | 33         | 0.0%           |
| October 2023   | 37 | 36         | +2.8%          |
| November 2023  | 39 | 40         | -2.5%          |
| December 2023  | 47 | 46         | +2.2%          |
| January 2024   | 52 | 52         | 0.0%           |
| 12-Month Avg   | 40 | 35         | +14.3%         |

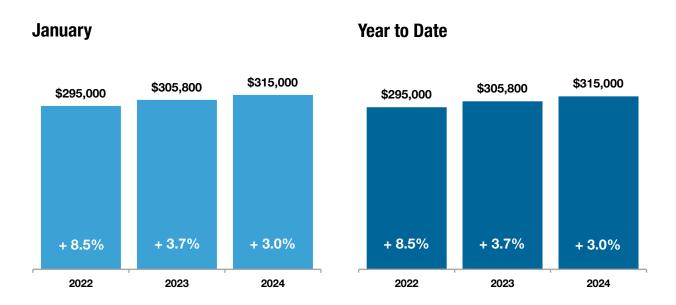
### **Historical Days on Market Until Sale by Month**



### **Median Sales Price**

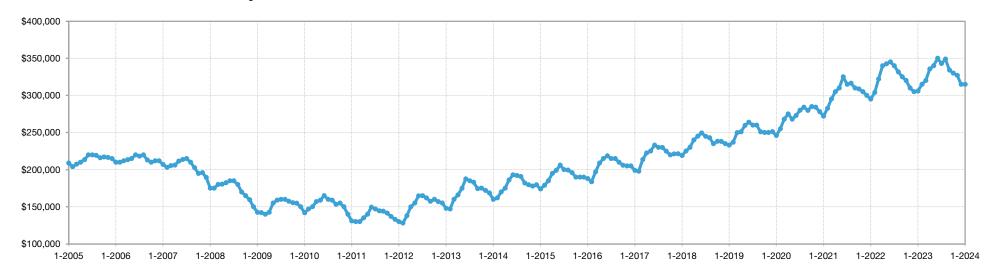






| Median Sales Price |           | Prior Year | Percent Change |
|--------------------|-----------|------------|----------------|
| February 2023      | \$315,000 | \$304,000  | +3.6%          |
| March 2023         | \$320,000 | \$322,000  | -0.6%          |
| April 2023         | \$335,500 | \$340,000  | -1.3%          |
| May 2023           | \$340,000 | \$342,500  | -0.7%          |
| June 2023          | \$350,000 | \$345,000  | +1.4%          |
| July 2023          | \$342,995 | \$339,900  | +0.9%          |
| August 2023        | \$349,000 | \$331,750  | +5.2%          |
| September 2023     | \$334,005 | \$325,000  | +2.8%          |
| October 2023       | \$330,000 | \$320,000  | +3.1%          |
| November 2023      | \$326,900 | \$310,000  | +5.5%          |
| December 2023      | \$315,000 | \$305,000  | +3.3%          |
| January 2024       | \$315,000 | \$305,800  | +3.0%          |
| 12-Month Avg       | \$331,117 | \$324,246  | +2.1%          |

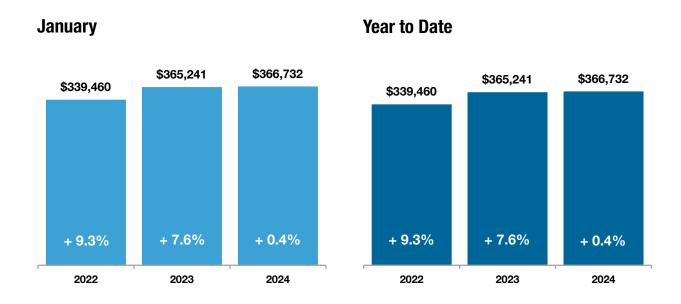
#### **Historical Median Sales Price by Month**



# **Average Sales Price**

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





| Average Sales Price |           | Prior Year | Percent Change |
|---------------------|-----------|------------|----------------|
| February 2023       | \$361,937 | \$353,430  | +2.4%          |
| March 2023          | \$374,211 | \$368,087  | +1.7%          |
| April 2023          | \$388,465 | \$389,064  | -0.2%          |
| May 2023            | \$393,131 | \$394,278  | -0.3%          |
| June 2023           | \$407,197 | \$402,499  | +1.2%          |
| July 2023           | \$403,939 | \$392,419  | +2.9%          |
| August 2023         | \$407,519 | \$384,071  | +6.1%          |
| September 2023      | \$389,839 | \$379,189  | +2.8%          |
| October 2023        | \$386,375 | \$375,254  | +3.0%          |
| November 2023       | \$379,469 | \$368,237  | +3.1%          |
| December 2023       | \$375,456 | \$361,791  | +3.8%          |
| January 2024        | \$366,732 | \$365,241  | +0.4%          |
| 12-Month Avg        | \$386,189 | \$377,797  | +2.2%          |

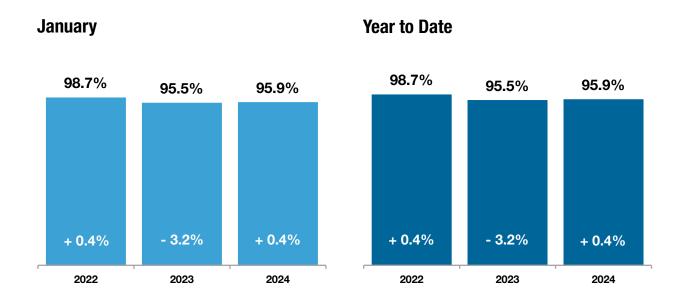
#### **Historical Average Sales Price by Month**



# **Percent of Original List Price Received**

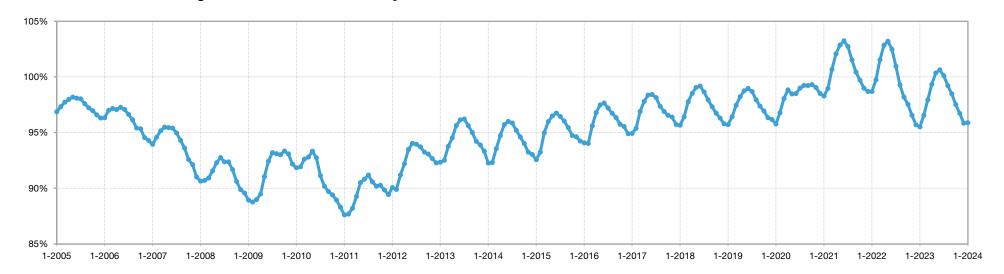


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



| Pct. of Orig. Price Received |        | Prior Year | Percent Change |
|------------------------------|--------|------------|----------------|
| February 2023                | 96.5%  | 99.7%      | -3.2%          |
| March 2023                   | 97.9%  | 101.5%     | -3.5%          |
| April 2023                   | 99.3%  | 102.8%     | -3.4%          |
| May 2023                     | 100.3% | 103.2%     | -2.8%          |
| June 2023                    | 100.6% | 102.5%     | -1.9%          |
| July 2023                    | 100.1% | 101.0%     | -0.9%          |
| August 2023                  | 99.2%  | 99.3%      | -0.1%          |
| September 2023               | 98.5%  | 98.2%      | +0.3%          |
| October 2023                 | 97.5%  | 97.5%      | 0.0%           |
| November 2023                | 96.7%  | 96.6%      | +0.1%          |
| December 2023                | 95.8%  | 95.7%      | +0.1%          |
| January 2024                 | 95.9%  | 95.5%      | +0.4%          |
| 12-Month Avg                 | 98.2%  | 99.5%      | -1.3%          |

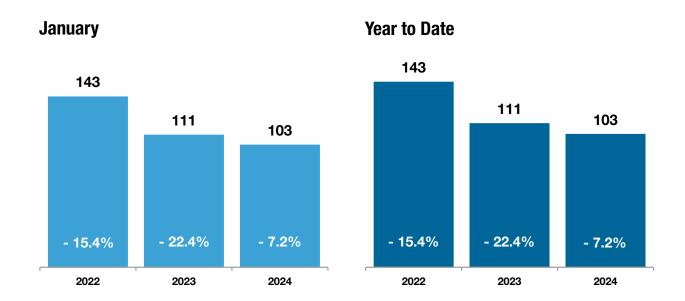
#### **Historical Percent of Original List Price Received by Month**



# **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 |
|---------------------|-----|------------|----------------|
| February 2023       | 104 | 137        | -24.1%         |
| March 2023          | 104 | 118        | -11.9%         |
| April 2023          | 99  | 104        | -4.8%          |
| May 2023            | 96  | 105        | -8.6%          |
| June 2023           | 93  | 100        | -7.0%          |
| July 2023           | 93  | 107        | -13.1%         |
| August 2023         | 89  | 108        | -17.6%         |
| September 2023      | 92  | 99         | -7.1%          |
| October 2023        | 89  | 98         | -9.2%          |
| November 2023       | 94  | 103        | -8.7%          |
| December 2023       | 103 | 109        | -5.5%          |
| January 2024        | 103 | 111        | -7.2%          |
| 12-Month Avg        | 97  | 108        | -10.2%         |

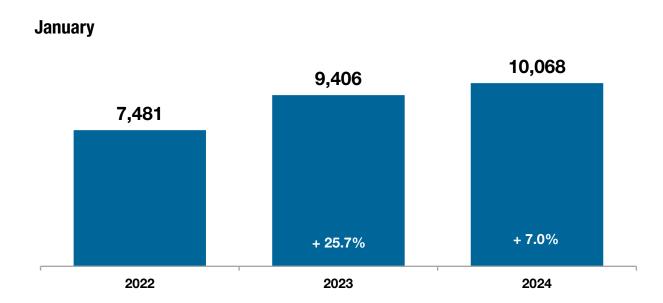
#### **Historical Housing Affordability Index by Month**



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

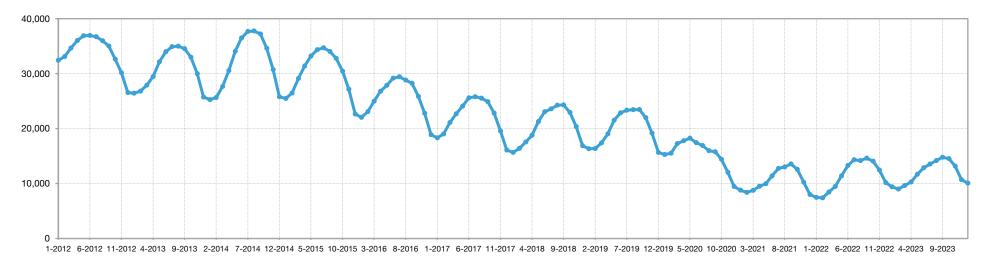
The number of properties available for sale in active status at the end of a given month.





| Homes for Sale |        | Prior Year | Percent Change |
|----------------|--------|------------|----------------|
| February 2023  | 8,978  | 7,400      | +21.3%         |
| March 2023     | 9,640  | 8,438      | +14.2%         |
| April 2023     | 10,261 | 9,467      | +8.4%          |
| May 2023       | 11,673 | 11,384     | +2.5%          |
| June 2023      | 12,869 | 13,268     | -3.0%          |
| July 2023      | 13,526 | 14,308     | -5.5%          |
| August 2023    | 14,159 | 14,174     | -0.1%          |
| September 2023 | 14,788 | 14,613     | +1.2%          |
| October 2023   | 14,516 | 14,058     | +3.3%          |
| November 2023  | 13,164 | 12,465     | +5.6%          |
| December 2023  | 10,703 | 10,149     | +5.5%          |
| January 2024   | 10,068 | 9,406      | +7.0%          |

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

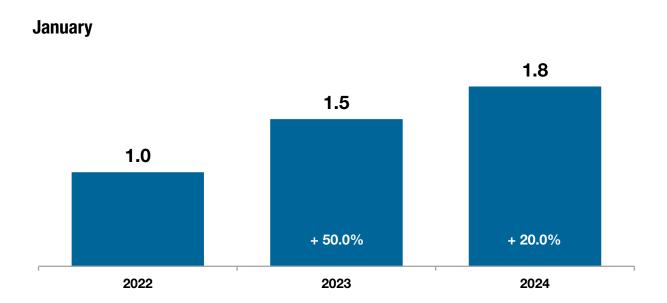


Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

### **Months Supply of Inventory**

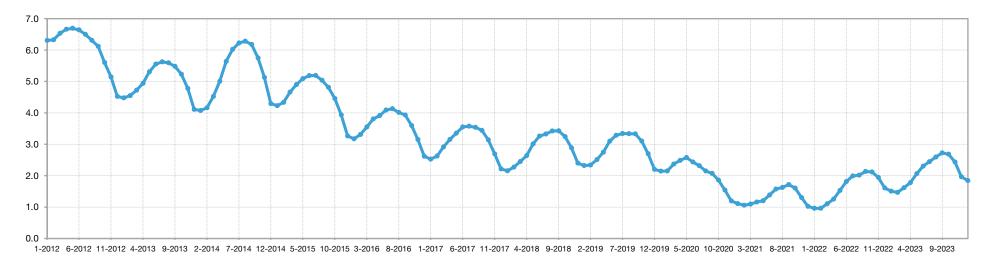


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



| Months Supply  |     | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| February 2023  | 1.5 | 1.0        | +50.0%         |
| March 2023     | 1.6 | 1.1        | +45.5%         |
| April 2023     | 1.8 | 1.3        | +38.5%         |
| May 2023       | 2.1 | 1.5        | +40.0%         |
| June 2023      | 2.3 | 1.8        | +27.8%         |
| July 2023      | 2.4 | 2.0        | +20.0%         |
| August 2023    | 2.6 | 2.0        | +30.0%         |
| September 2023 | 2.7 | 2.1        | +28.6%         |
| October 2023   | 2.7 | 2.1        | +28.6%         |
| November 2023  | 2.4 | 1.9        | +26.3%         |
| December 2023  | 2.0 | 1.6        | +25.0%         |
| January 2024   | 1.8 | 1.5        | +20.0%         |

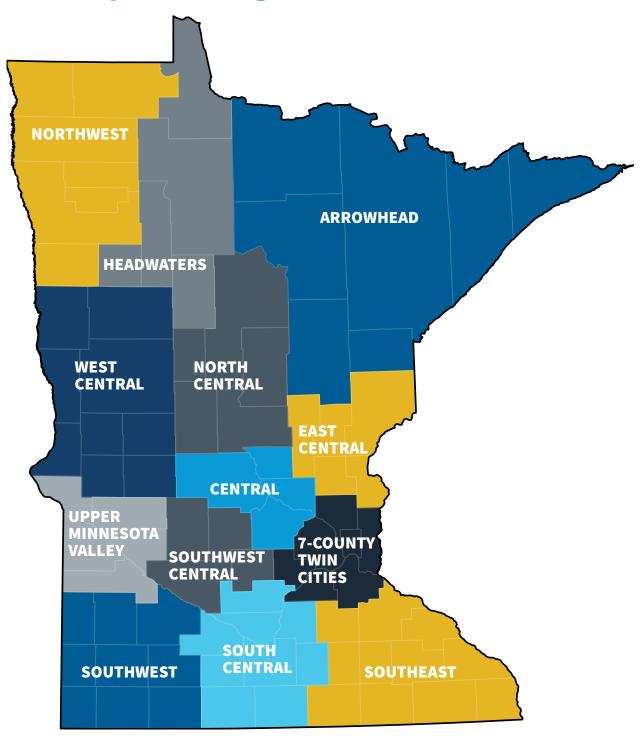
#### **Historical Months Supply of Inventory by Month**



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



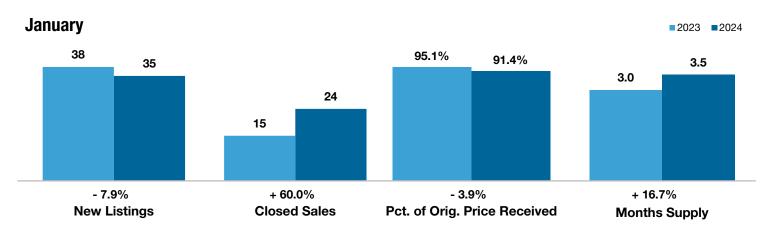
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# 1 – Northwest Region

|  | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |
| New Listings                             | 38        | 35        | - 7.9%         | 38           | 35          | - 7.9%         |
| Pending Sales                            | 27        | 27        | 0.0%           | 27           | 27          | 0.0%           |
| Closed Sales                             | 15        | 24        | + 60.0%        | 15           | 24          | + 60.0%        |
| Median Sales Price*                      | \$140,000 | \$160,000 | + 14.3%        | \$140,000    | \$160,000   | + 14.3%        |
| Percent of Original List Price Received* | 95.1%     | 91.4%     | - 3.9%         | 95.1%        | 91.4%       | - 3.9%         |
| Days on Market Until Sale                | 52        | 73        | + 40.4%        | 52           | 73          | + 40.4%        |
| Months Supply of Inventory               | 3.0       | 3.5       | + 16.7%        |              |             |                |

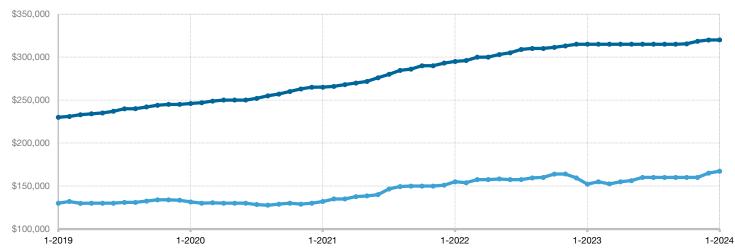
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.











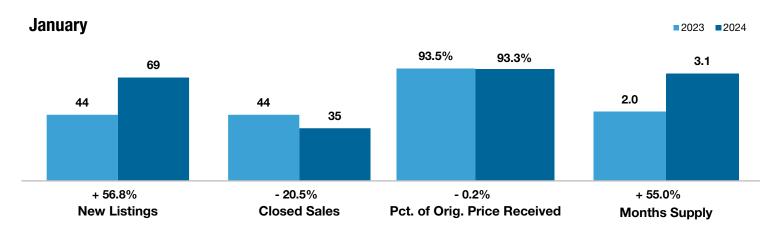
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# 2 – Headwaters Region

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 44        | 69        | + 56.8%        | 44           | 69          | + 56.8%        |  |
| Pending Sales                            | 43        | 53        | + 23.3%        | 43           | 53          | + 23.3%        |  |
| Closed Sales                             | 44        | 35        | - 20.5%        | 44           | 35          | - 20.5%        |  |
| Median Sales Price*                      | \$265,000 | \$240,000 | - 9.4%         | \$265,000    | \$240,000   | - 9.4%         |  |
| Percent of Original List Price Received* | 93.5%     | 93.3%     | - 0.2%         | 93.5%        | 93.3%       | - 0.2%         |  |
| Days on Market Until Sale                | 47        | 87        | + 85.1%        | 47           | 87          | + 85.1%        |  |
| Months Supply of Inventory               | 2.0       | 3.1       | + 55.0%        |              |             |                |  |

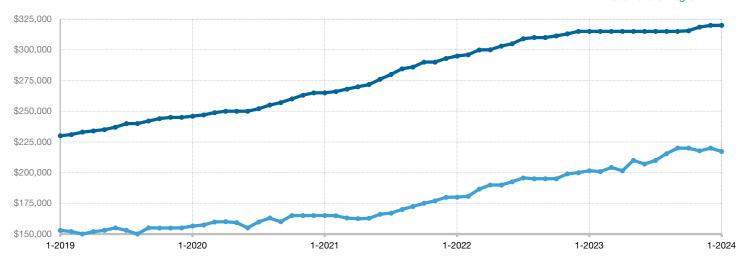
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.











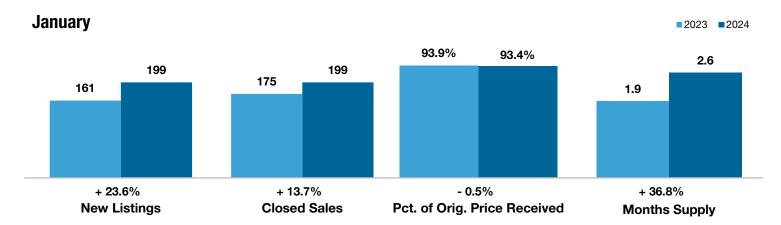
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# 3 – Arrowhead Region

|  | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |
| New Listings                             | 161       | 199       | + 23.6%        | 161          | 199         | + 23.6%        |
| Pending Sales                            | 182       | 170       | - 6.6%         | 182          | 170         | - 6.6%         |
| Closed Sales                             | 175       | 199       | + 13.7%        | 175          | 199         | + 13.7%        |
| Median Sales Price*                      | \$202,000 | \$230,000 | + 13.9%        | \$202,000    | \$230,000   | + 13.9%        |
| Percent of Original List Price Received* | 93.9%     | 93.4%     | - 0.5%         | 93.9%        | 93.4%       | - 0.5%         |
| Days on Market Until Sale                | 53        | 58        | + 9.4%         | 53           | 58          | + 9.4%         |
| Months Supply of Inventory               | 1.9       | 2.6       | + 36.8%        |              |             |                |

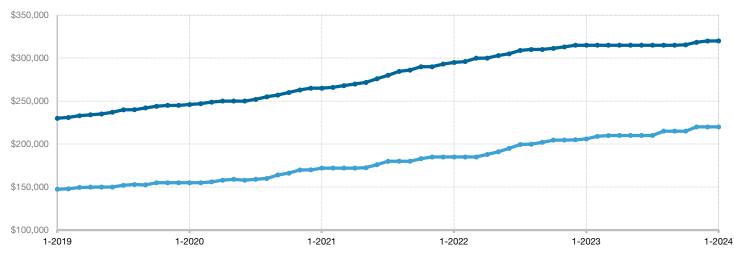
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.





Statewide -

3 - Arrowhead Region -



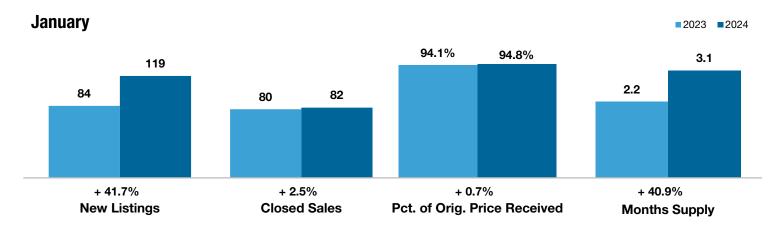
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# 4 – West Central Region

|  | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |
| New Listings                             | 84        | 119       | + 41.7%        | 84           | 119         | + 41.7%        |
| Pending Sales                            | 104       | 98        | - 5.8%         | 104          | 98          | - 5.8%         |
| Closed Sales                             | 80        | 82        | + 2.5%         | 80           | 82          | + 2.5%         |
| Median Sales Price*                      | \$220,000 | \$258,000 | + 17.3%        | \$220,000    | \$258,000   | + 17.3%        |
| Percent of Original List Price Received* | 94.1%     | 94.8%     | + 0.7%         | 94.1%        | 94.8%       | + 0.7%         |
| Days on Market Until Sale                | 64        | 67        | + 4.7%         | 64           | 67          | + 4.7%         |
| Months Supply of Inventory               | 2.2       | 3.1       | + 40.9%        |              |             |                |

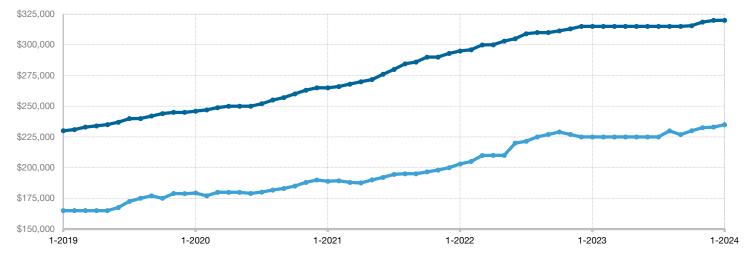
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.





Statewide -

4 - West Central Region -



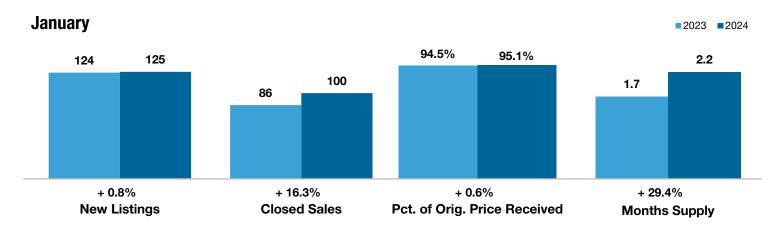
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# 5 - North Central Region

|  |           | January   |                |             | Year to Date |                |  |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023 | Thru 1-2024  | Percent Change |  |  |
| New Listings                             | 124       | 125       | + 0.8%         | 124         | 125          | + 0.8%         |  |  |
| Pending Sales                            | 112       | 104       | - 7.1%         | 112         | 104          | - 7.1%         |  |  |
| Closed Sales                             | 86        | 100       | + 16.3%        | 86          | 100          | + 16.3%        |  |  |
| Median Sales Price*                      | \$246,500 | \$230,000 | - 6.7%         | \$246,500   | \$230,000    | - 6.7%         |  |  |
| Percent of Original List Price Received* | 94.5%     | 95.1%     | + 0.6%         | 94.5%       | 95.1%        | + 0.6%         |  |  |
| Days on Market Until Sale                | 56        | 48        | - 14.3%        | 56          | 48           | - 14.3%        |  |  |
| Months Supply of Inventory               | 1.7       | 2.2       | + 29.4%        |             |              |                |  |  |

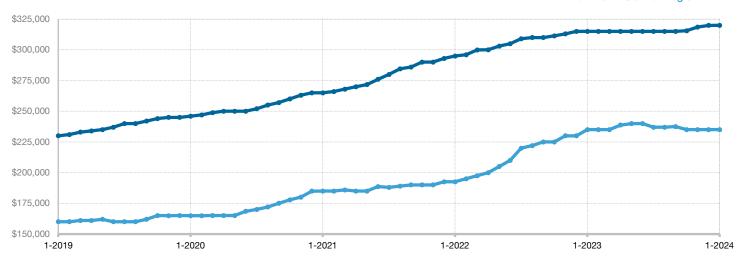
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.





Statewide -

5 - North Central Region -



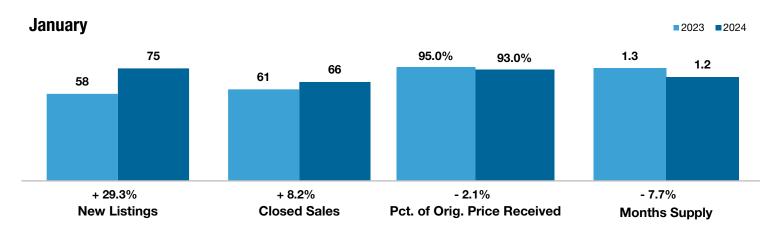
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# **6E – Southwest Central Region**

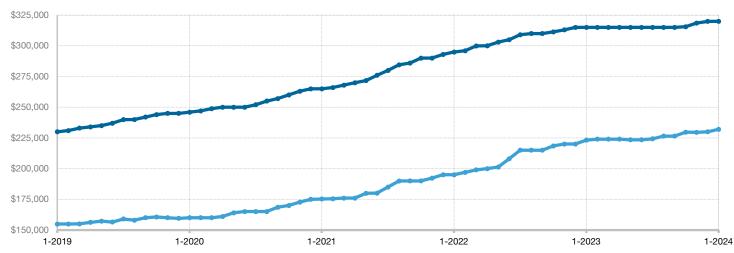
|  | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |
| New Listings                             | 58        | 75        | + 29.3%        | 58           | 75          | + 29.3%        |
| Pending Sales                            | 56        | 86        | + 53.6%        | 56           | 86          | + 53.6%        |
| Closed Sales                             | 61        | 66        | + 8.2%         | 61           | 66          | + 8.2%         |
| Median Sales Price*                      | \$192,750 | \$235,000 | + 21.9%        | \$192,750    | \$235,000   | + 21.9%        |
| Percent of Original List Price Received* | 95.0%     | 93.0%     | - 2.1%         | 95.0%        | 93.0%       | - 2.1%         |
| Days on Market Until Sale                | 42        | 61        | + 45.2%        | 42           | 61          | + 45.2%        |
| Months Supply of Inventory               | 1.3       | 1.2       | - 7.7%         |              |             |                |

<sup>\*</sup> 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.





- Statewide -
- 6E Southwest Central Region -



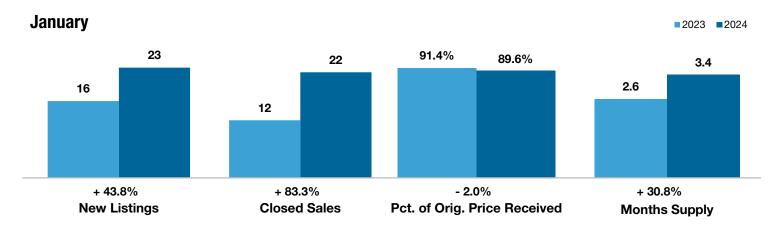
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# **6W – Upper Minnesota Valley Region**

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 16        | 23        | + 43.8%        | 16           | 23          | + 43.8%        |  |
| Pending Sales                            | 13        | 21        | + 61.5%        | 13           | 21          | + 61.5%        |  |
| Closed Sales                             | 12        | 22        | + 83.3%        | 12           | 22          | + 83.3%        |  |
| Median Sales Price*                      | \$158,100 | \$133,883 | - 15.3%        | \$158,100    | \$133,883   | - 15.3%        |  |
| Percent of Original List Price Received* | 91.4%     | 89.6%     | - 2.0%         | 91.4%        | 89.6%       | - 2.0%         |  |
| Days on Market Until Sale                | 69        | 72        | + 4.3%         | 69           | 72          | + 4.3%         |  |
| Months Supply of Inventory               | 2.6       | 3.4       | + 30.8%        |              |             |                |  |

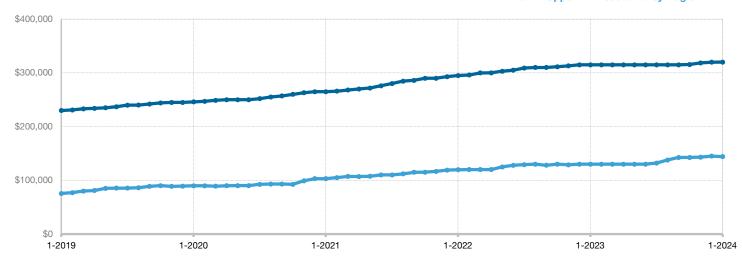
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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

Statewide -

6W - Upper Minnesota Valley Region -



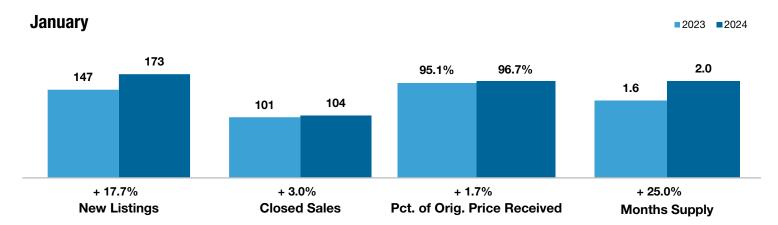
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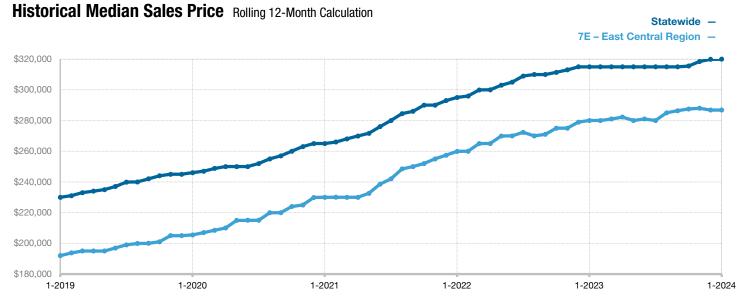


# 7E – East Central Region

|  | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |
| New Listings                             | 147       | 173       | + 17.7%        | 147          | 173         | + 17.7%        |
| Pending Sales                            | 121       | 110       | - 9.1%         | 121          | 110         | - 9.1%         |
| Closed Sales                             | 101       | 104       | + 3.0%         | 101          | 104         | + 3.0%         |
| Median Sales Price*                      | \$303,500 | \$315,000 | + 3.8%         | \$303,500    | \$315,000   | + 3.8%         |
| Percent of Original List Price Received* | 95.1%     | 96.7%     | + 1.7%         | 95.1%        | 96.7%       | + 1.7%         |
| Days on Market Until Sale                | 53        | 50        | - 5.7%         | 53           | 50          | - 5.7%         |
| Months Supply of Inventory               | 1.6       | 2.0       | + 25.0%        |              |             |                |

<sup>\*</sup> 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.





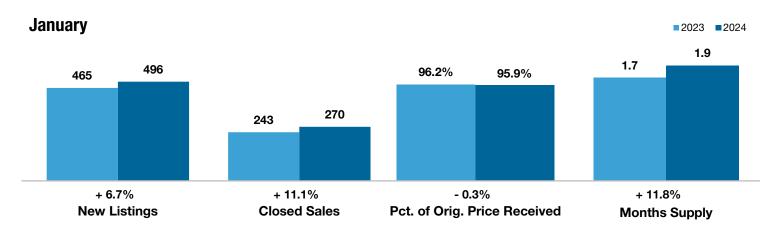
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# 7W – Central Region

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 465       | 496       | + 6.7%         | 465          | 496         | + 6.7%         |  |
| Pending Sales                            | 292       | 325       | + 11.3%        | 292          | 325         | + 11.3%        |  |
| Closed Sales                             | 243       | 270       | + 11.1%        | 243          | 270         | + 11.1%        |  |
| Median Sales Price*                      | \$319,900 | \$320,000 | + 0.0%         | \$319,900    | \$320,000   | + 0.0%         |  |
| Percent of Original List Price Received* | 96.2%     | 95.9%     | - 0.3%         | 96.2%        | 95.9%       | - 0.3%         |  |
| Days on Market Until Sale                | 51        | 55        | + 7.8%         | 51           | 55          | + 7.8%         |  |
| Months Supply of Inventory               | 1.7       | 1.9       | + 11.8%        |              |             |                |  |

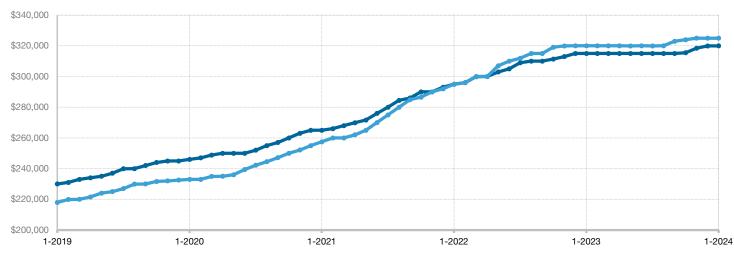
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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

Statewide -

7W - Central Region -



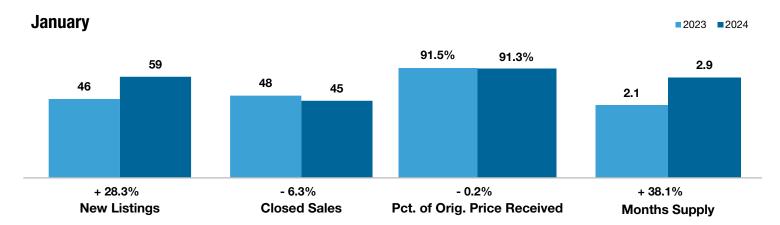
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# 8 – Southwest Region

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 46        | 59        | + 28.3%        | 46           | 59          | + 28.3%        |  |
| Pending Sales                            | 48        | 53        | + 10.4%        | 48           | 53          | + 10.4%        |  |
| Closed Sales                             | 48        | 45        | - 6.3%         | 48           | 45          | - 6.3%         |  |
| Median Sales Price*                      | \$141,000 | \$137,500 | - 2.5%         | \$141,000    | \$137,500   | - 2.5%         |  |
| Percent of Original List Price Received* | 91.5%     | 91.3%     | - 0.2%         | 91.5%        | 91.3%       | - 0.2%         |  |
| Days on Market Until Sale                | 61        | 65        | + 6.6%         | 61           | 65          | + 6.6%         |  |
| Months Supply of Inventory               | 2.1       | 2.9       | + 38.1%        |              |             |                |  |

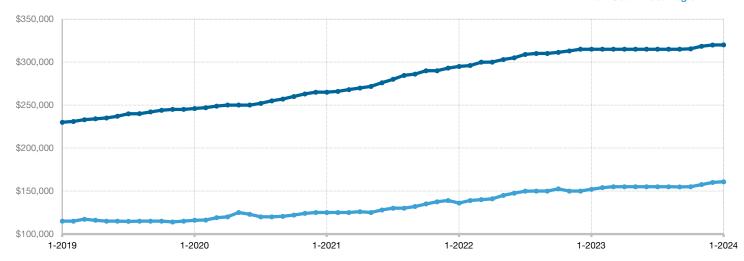
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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







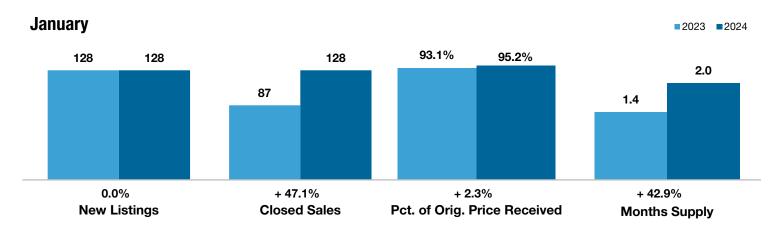
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# 9 – South Central Region

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 128       | 128       | 0.0%           | 128          | 128         | 0.0%           |  |
| Pending Sales                            | 141       | 127       | - 9.9%         | 141          | 127         | - 9.9%         |  |
| Closed Sales                             | 87        | 128       | + 47.1%        | 87           | 128         | + 47.1%        |  |
| Median Sales Price*                      | \$200,000 | \$219,750 | + 9.9%         | \$200,000    | \$219,750   | + 9.9%         |  |
| Percent of Original List Price Received* | 93.1%     | 95.2%     | + 2.3%         | 93.1%        | 95.2%       | + 2.3%         |  |
| Days on Market Until Sale                | 73        | 73        | 0.0%           | 73           | 73          | 0.0%           |  |
| Months Supply of Inventory               | 1.4       | 2.0       | + 42.9%        |              |             |                |  |

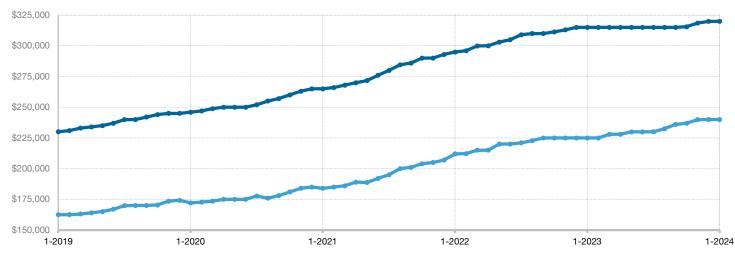
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.





Statewide -

9 - South Central Region -



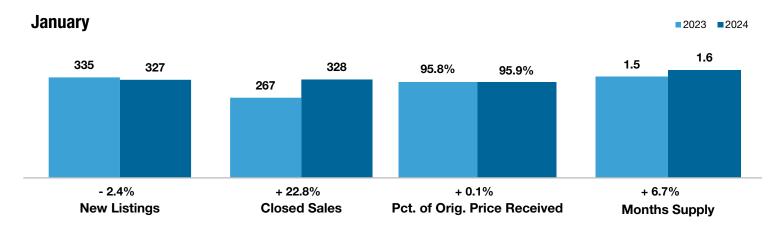
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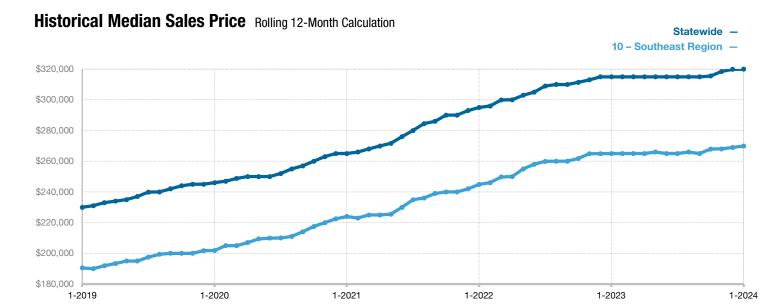


# 10 - Southeast Region

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 335       | 327       | - 2.4%         | 335          | 327         | - 2.4%         |  |
| Pending Sales                            | 328       | 376       | + 14.6%        | 328          | 376         | + 14.6%        |  |
| Closed Sales                             | 267       | 328       | + 22.8%        | 267          | 328         | + 22.8%        |  |
| Median Sales Price*                      | \$244,500 | \$268,900 | + 10.0%        | \$244,500    | \$268,900   | + 10.0%        |  |
| Percent of Original List Price Received* | 95.8%     | 95.9%     | + 0.1%         | 95.8%        | 95.9%       | + 0.1%         |  |
| Days on Market Until Sale                | 50        | 57        | + 14.0%        | 50           | 57          | + 14.0%        |  |
| Months Supply of Inventory               | 1.5       | 1.6       | + 6.7%         |              |             |                |  |

<sup>\*</sup> 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.





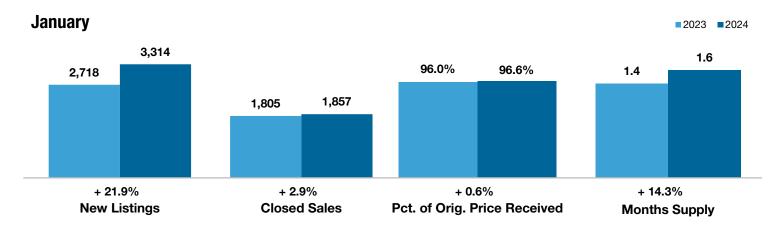
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# 11 – 7-County Twin Cities Region

|  | January   |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2023      | 2024      | Percent Change | Thru 1-2023  | Thru 1-2024 | Percent Change |  |
| New Listings                             | 2,718     | 3,314     | + 21.9%        | 2,718        | 3,314       | + 21.9%        |  |
| Pending Sales                            | 2,173     | 2,370     | + 9.1%         | 2,173        | 2,370       | + 9.1%         |  |
| Closed Sales                             | 1,805     | 1,857     | + 2.9%         | 1,805        | 1,857       | + 2.9%         |  |
| Median Sales Price*                      | \$343,990 | \$352,250 | + 2.4%         | \$343,990    | \$352,250   | + 2.4%         |  |
| Percent of Original List Price Received* | 96.0%     | 96.6%     | + 0.6%         | 96.0%        | 96.6%       | + 0.6%         |  |
| Days on Market Until Sale                | 50        | 47        | - 6.0%         | 50           | 47          | - 6.0%         |  |
| Months Supply of Inventory               | 1.4       | 1.6       | + 14.3%        |              |             |                |  |

<sup>\*</sup> 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 -

