

16-County Twin Cities Region

+ 7.8%

Change in
New Listings

- 4.6%

Change in
Closed Sales

+ 6.1%

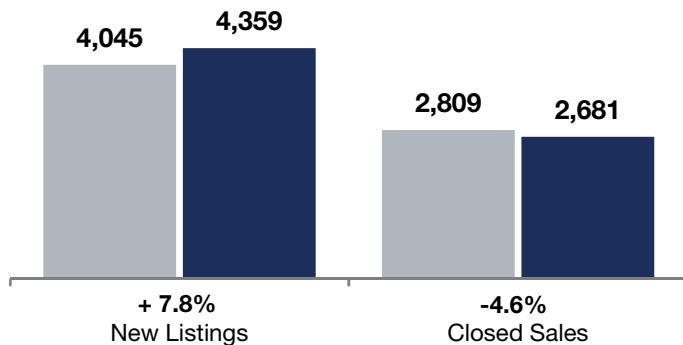
Change in
Median Sales Price

| | January | | | Year to Date | | |
|------------------------------------------|-----------|------------------|--------|--------------|------------------|--------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 4,045 | 4,359 | + 7.8% | 4,045 | 4,359 | + 7.8% |
| Closed Sales | 2,809 | 2,681 | -4.6% | 2,809 | 2,681 | -4.6% |
| Median Sales Price* | \$244,000 | \$258,900 | + 6.1% | \$244,000 | \$258,900 | + 6.1% |
| Average Sales Price* | \$291,826 | \$304,447 | + 4.3% | \$291,826 | \$304,447 | + 4.3% |
| Price Per Square Foot* | \$141 | \$154 | + 9.1% | \$141 | \$154 | + 9.1% |
| Percent of Original List Price Received* | 96.9% | 97.0% | + 0.1% | 96.9% | 97.0% | + 0.1% |
| Days on Market Until Sale | 69 | 65 | -5.8% | 69 | 65 | -5.8% |
| Inventory of Homes for Sale | 7,746 | 7,828 | + 1.1% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.6 | + 6.7% | -- | -- | -- |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

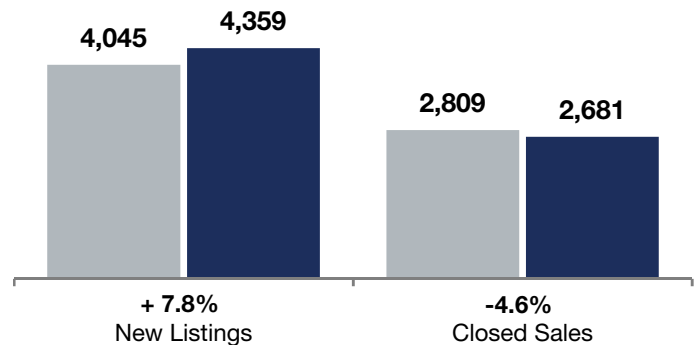
January

■ 2018 ■ 2019



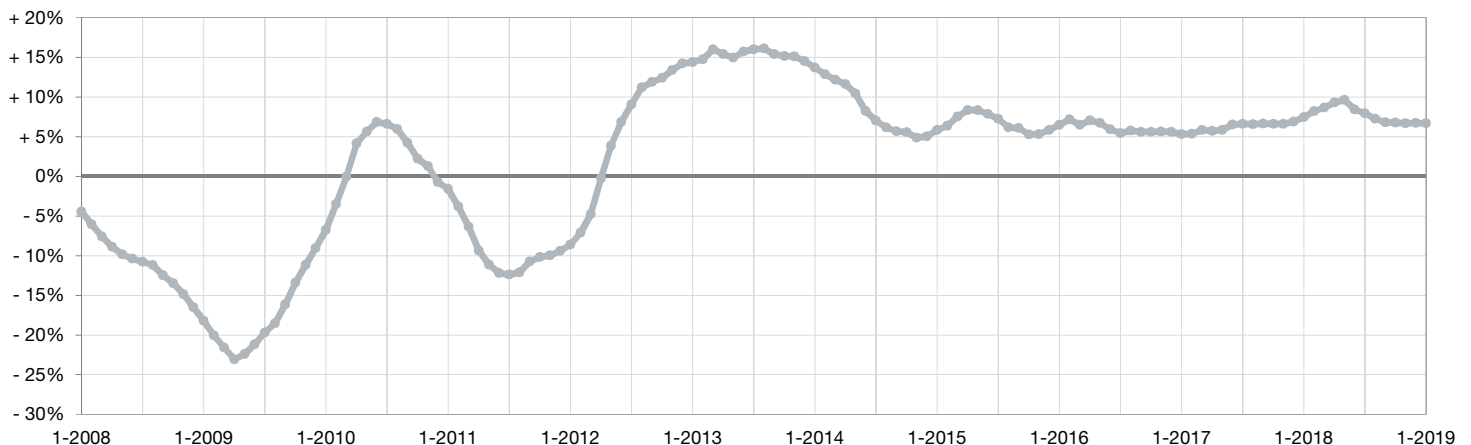
Year to Date

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

16-County Twin Cities Region



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.