

# Monthly Indicators

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SAINT PAUL AREA ASSOCIATION OF REALTORS®

## April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings in the Twin Cities region decreased 7.2 percent to 7,321. Pending Sales were down 6.6 percent to 5,684. Inventory levels fell 25.1 percent to 8,958 units.

Prices continued to gain traction. The Median Sales Price increased 8.6 percent to \$266,000. Days on Market was down 10.2 percent to 53 days. Sellers were encouraged as Months Supply of Homes for Sale was down 25.0 percent to 1.8 months.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Quick Facts

**- 5.2%**                      **+ 8.6%**                      **- 25.1%**

| One-Year Change in<br><b>Closed Sales</b> | One-Year Change in<br><b>Median Sales<br/>Price</b> | One-Year Change in<br><b>Homes for Sale</b> |
|---|---|---|
|---|---|---|

|   |           |
|---|-----------|
| Activity Overview                       | <b>2</b>  |
| New Listings                            | <b>3</b>  |
| Pending Sales                           | <b>4</b>  |
| Closed Sales                            | <b>5</b>  |
| Days On Market Until Sale               | <b>6</b>  |
| Median Sales Price                      | <b>7</b>  |
| Average Sales Price                     | <b>8</b>  |
| Percent of Original List Price Received | <b>9</b>  |
| Housing Affordability Index             | <b>10</b> |
| Inventory of Homes for Sale             | <b>11</b> |
| Months Supply of Inventory              | <b>12</b> |
| Area Overview (Andover to Hudson)       | <b>13</b> |
| Area Overview (Hugo to Zimmerman)       | <b>14</b> |

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



# Market Overview

Key market metrics for the current month and year-to-date.



| Key Metrics                                    | Historical Sparklines (normalized) | 4-2017    | 4-2018           | + / -   | YTD 2017  | YTD 2018         | + / -   |
|--|------------------------------------|-----------|------------------|---------|-----------|------------------|---------|
| <b>New Listings</b>                            |                                    | 7,890     | <b>7,321</b>     | - 7.2%  | 25,950    | <b>23,191</b>    | - 10.6% |
| <b>Pending Sales</b>                           |                                    | 6,087     | <b>5,684</b>     | - 6.6%  | 19,271    | <b>17,700</b>    | - 8.2%  |
| <b>Closed Sales</b>                            |                                    | 4,890     | <b>4,635</b>     | - 5.2%  | 15,010    | <b>14,150</b>    | - 5.7%  |
| <b>Days on Market Until Sale</b>               |                                    | 59        | <b>53</b>        | - 10.2% | 71        | <b>60</b>        | - 15.5% |
| <b>Median Sales Price</b>                      |                                    | \$245,000 | <b>\$266,000</b> | + 8.6%  | \$234,000 | <b>\$257,000</b> | + 9.8%  |
| <b>Average Sales Price</b>                     |                                    | \$290,215 | <b>\$314,006</b> | + 8.2%  | \$279,504 | <b>\$303,269</b> | + 8.5%  |
| <b>Percent of Original List Price Received</b> |                                    | 99.1%     | <b>99.9%</b>     | + 0.8%  | 97.7%     | <b>98.7%</b>     | + 1.0%  |
| <b>Inventory of Homes for Sale</b>             |                                    | 11,965    | <b>8,958</b>     | - 25.1% | --        | --               | --      |
| <b>Months Supply of Homes for Sale</b>         |                                    | 2.4       | <b>1.8</b>       | - 25.0% | --        | --               | --      |

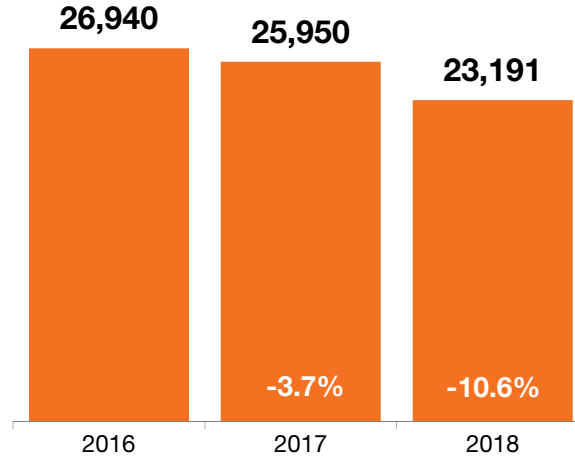
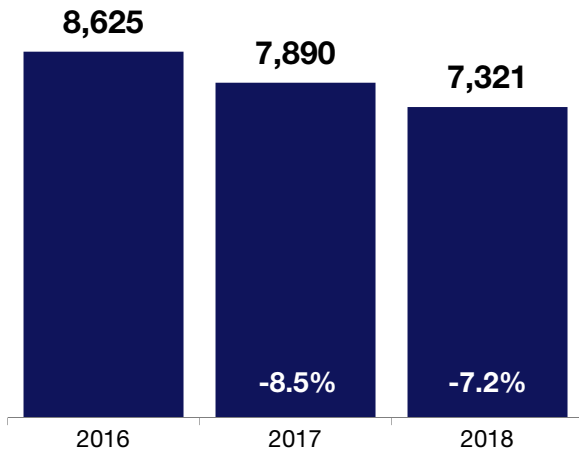
# New Listings

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



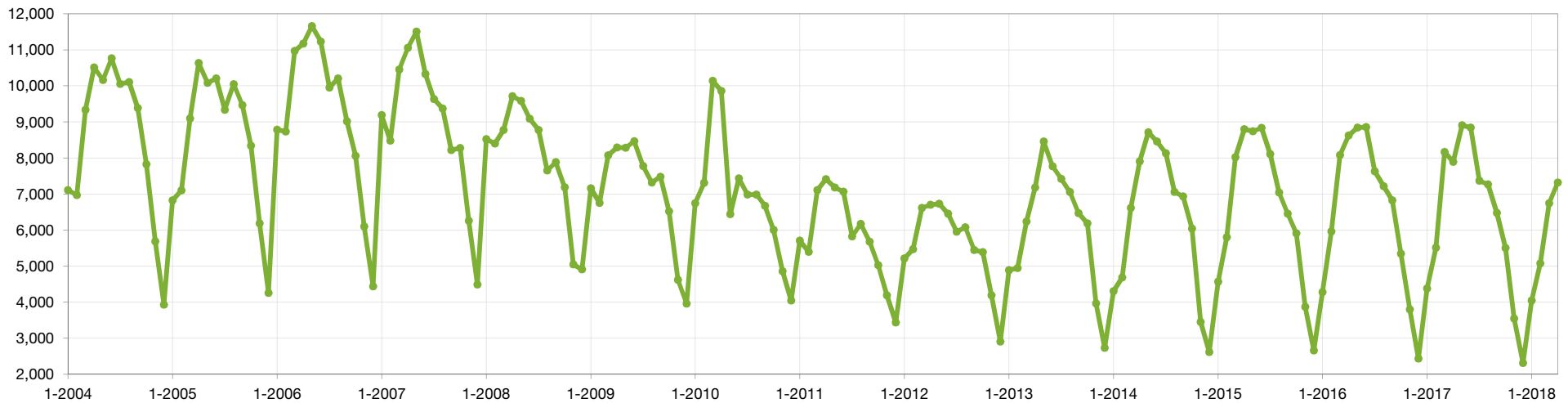
## April

## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| May                 | 8,841        | 8,907        | +0.7%        |
| June                | 8,853        | 8,838        | -0.2%        |
| July                | 7,632        | 7,369        | -3.4%        |
| August              | 7,214        | 7,264        | +0.7%        |
| September           | 6,827        | 6,474        | -5.2%        |
| October             | 5,341        | 5,502        | +3.0%        |
| November            | 3,798        | 3,545        | -6.7%        |
| December            | 2,431        | 2,311        | -4.9%        |
| January             | 4,382        | 4,043        | -7.7%        |
| February            | 5,513        | 5,079        | -7.9%        |
| March               | 8,165        | 6,748        | -17.4%       |
| April               | 7,890        | 7,321        | -7.2%        |
| <b>12-Month Avg</b> | <b>6,407</b> | <b>6,117</b> | <b>-4.5%</b> |

## Historical New Listing Activity

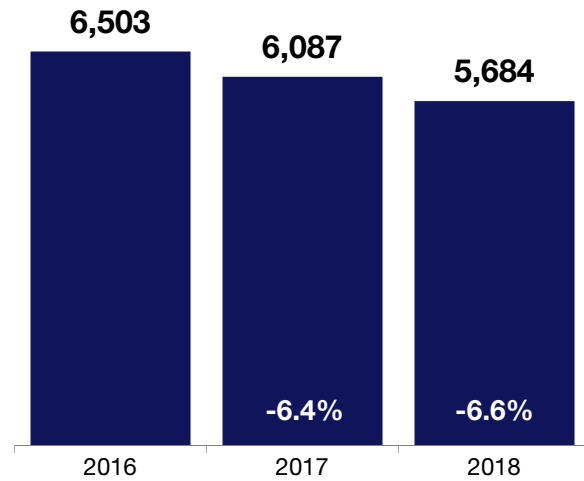


# Pending Sales

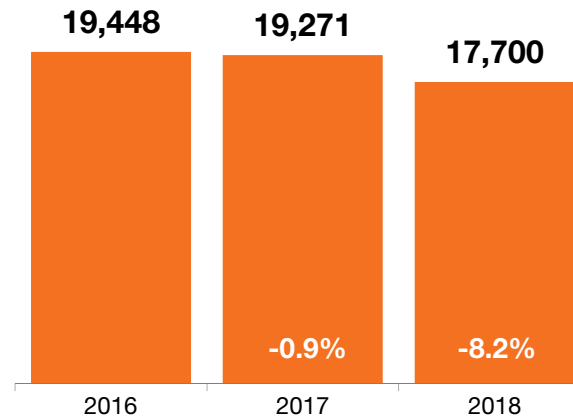
A count of the properties on which contracts have been accepted in a given month.



## April

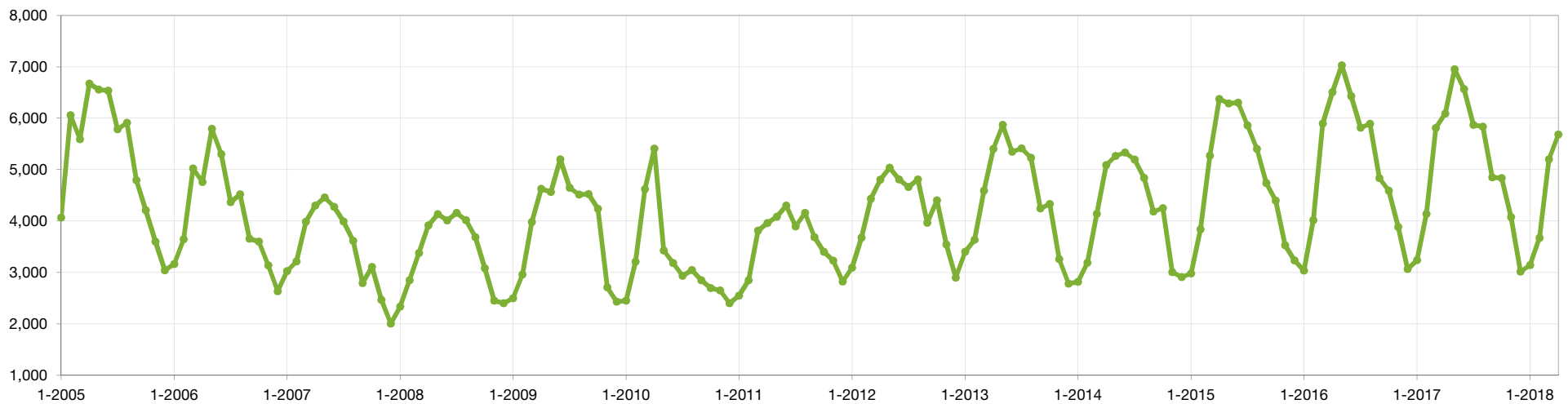


## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| May                 | 7,029        | 6,954        | -1.1%        |
| June                | 6,429        | 6,564        | +2.1%        |
| July                | 5,813        | 5,870        | +1.0%        |
| August              | 5,893        | 5,836        | -1.0%        |
| September           | 4,833        | 4,848        | +0.3%        |
| October             | 4,589        | 4,836        | +5.4%        |
| November            | 3,882        | 4,076        | +5.0%        |
| December            | 3,069        | 3,015        | -1.8%        |
| January             | 3,239        | 3,143        | -3.0%        |
| February            | 4,137        | 3,672        | -11.2%       |
| March               | 5,808        | 5,201        | -10.5%       |
| April               | 6,087        | 5,684        | -6.6%        |
| <b>12-Month Avg</b> | <b>5,067</b> | <b>4,975</b> | <b>-1.8%</b> |

## Historical Pending Sales Activity

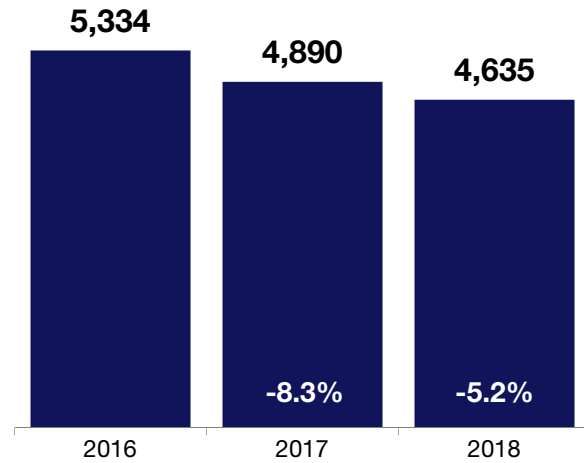


# Closed Sales

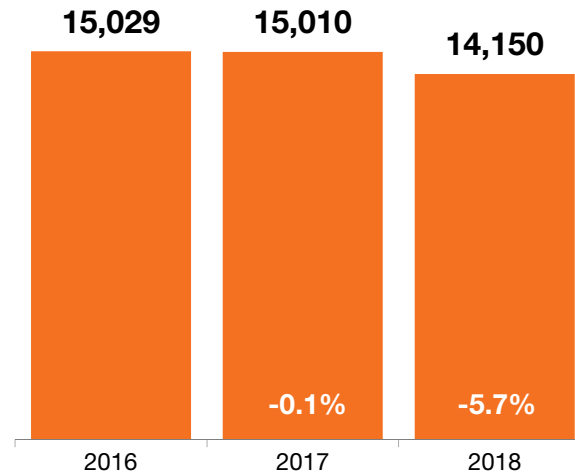
A count of the actual sales that have closed in a given month.



## April

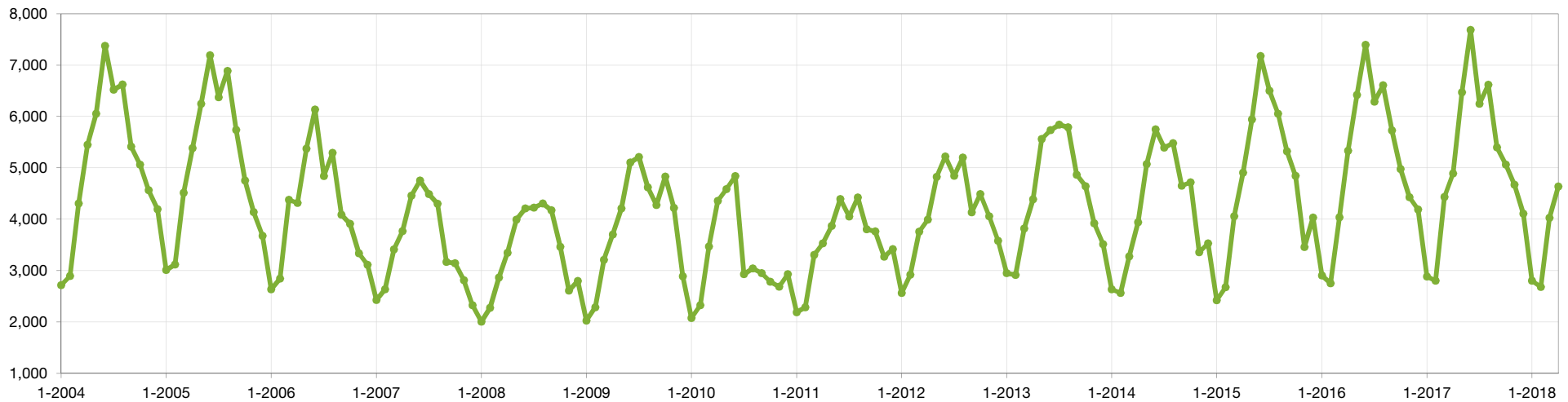


## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| May                 | 6,419        | 6,472        | +0.8%        |
| June                | 7,392        | 7,684        | +4.0%        |
| July                | 6,285        | 6,244        | -0.7%        |
| August              | 6,607        | 6,616        | +0.1%        |
| September           | 5,729        | 5,399        | -5.8%        |
| October             | 4,978        | 5,061        | +1.7%        |
| November            | 4,427        | 4,670        | +5.5%        |
| December            | 4,191        | 4,106        | -2.0%        |
| January             | 2,884        | 2,804        | -2.8%        |
| February            | 2,803        | 2,682        | -4.3%        |
| March               | 4,433        | 4,029        | -9.1%        |
| April               | 4,890        | 4,635        | -5.2%        |
| <b>12-Month Avg</b> | <b>5,087</b> | <b>5,034</b> | <b>-1.5%</b> |

## Historical Closed Sales Activity

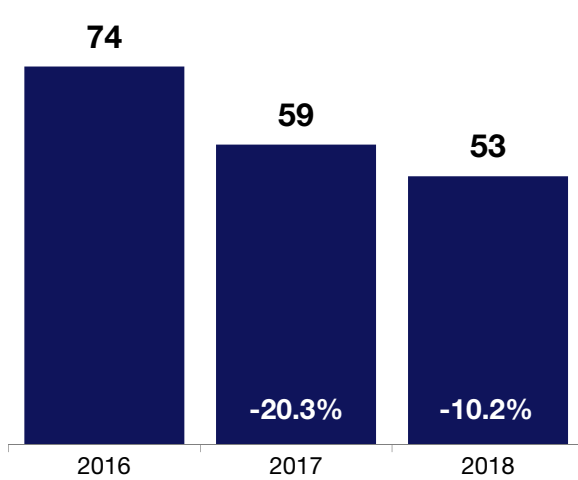


# Days on Market Until Sale

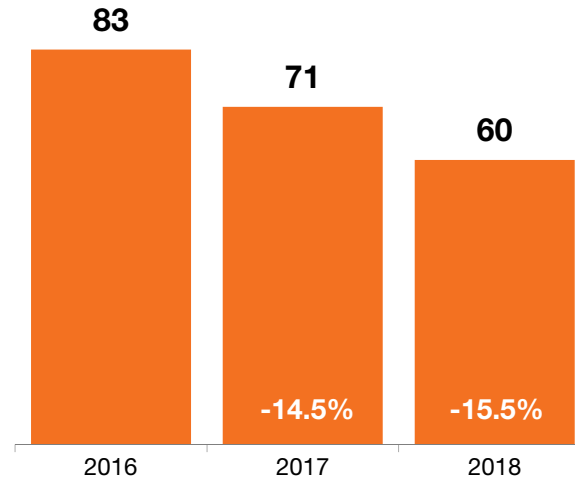
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## April

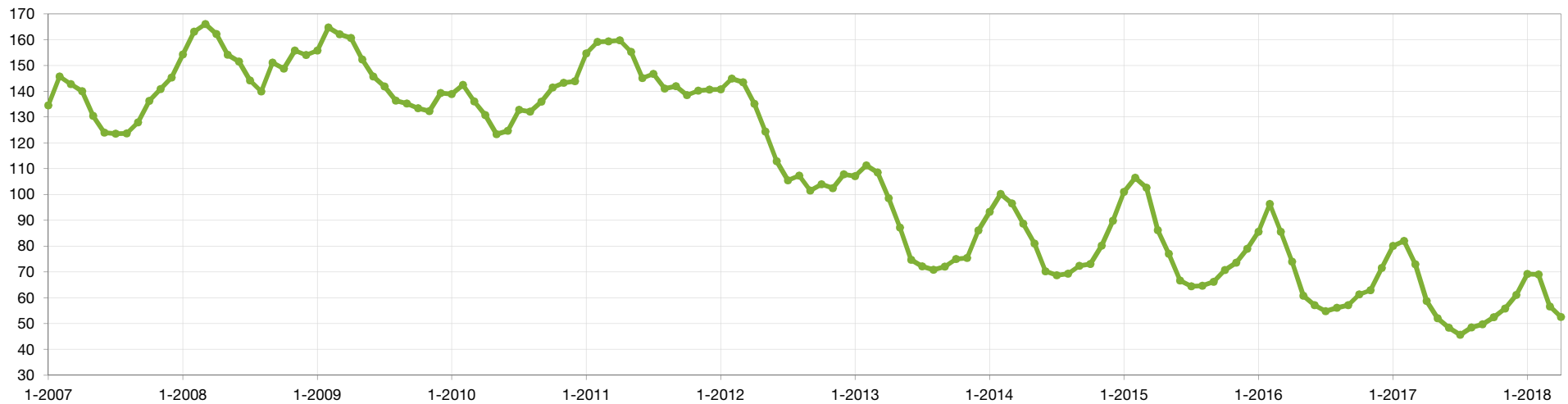


## Year to Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| May                 | 61         | 52           | -14.8%        |
| June                | 57         | 48           | -15.8%        |
| July                | 55         | 46           | -16.4%        |
| August              | 56         | 48           | -14.3%        |
| September           | 57         | 50           | -12.3%        |
| October             | 61         | 52           | -14.8%        |
| November            | 63         | 56           | -11.1%        |
| December            | 72         | 61           | -15.3%        |
| January             | 80         | 69           | -13.8%        |
| February            | 82         | 69           | -15.9%        |
| March               | 73         | 57           | -21.9%        |
| April               | 59         | 53           | -10.2%        |
| <b>12-Month Avg</b> | <b>62</b>  | <b>53</b>    | <b>-14.5%</b> |

## Historical Days on Market Until Sale

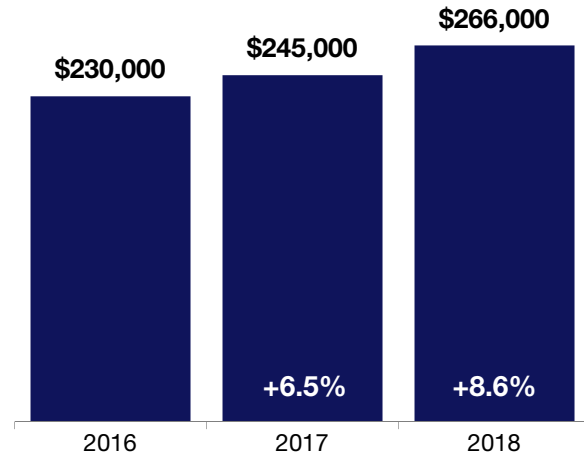


# Median Sales Price

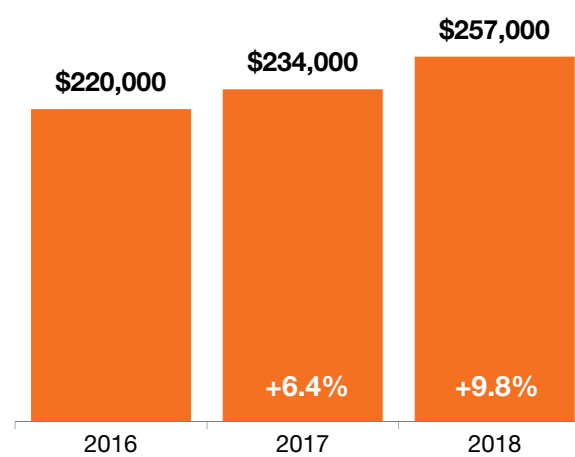
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

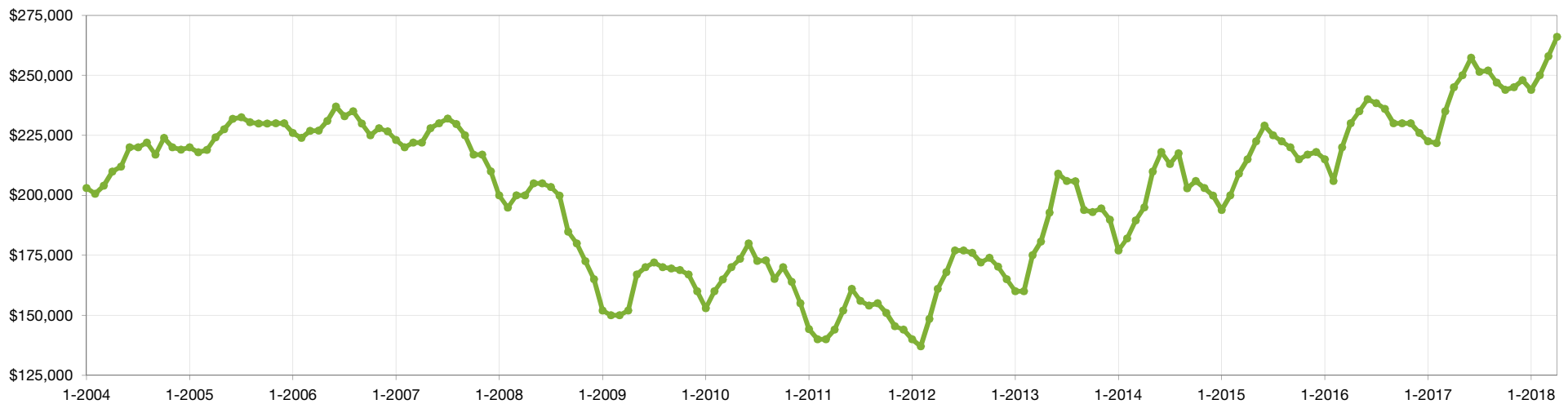


## Year to Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| May                 | \$235,000        | \$250,000        | +6.4%        |
| June                | \$240,041        | \$257,375        | +7.2%        |
| July                | \$238,400        | \$251,500        | +5.5%        |
| August              | \$236,000        | \$252,000        | +6.8%        |
| September           | \$230,000        | \$247,000        | +7.4%        |
| October             | \$230,000        | \$244,000        | +6.1%        |
| November            | \$230,000        | \$245,000        | +6.5%        |
| December            | \$226,000        | \$248,000        | +9.7%        |
| January             | \$222,500        | \$244,000        | +9.7%        |
| February            | \$221,800        | \$250,000        | +12.7%       |
| March               | \$235,000        | \$258,000        | +9.8%        |
| April               | \$245,000        | \$266,000        | +8.6%        |
| <b>12-Month Med</b> | <b>\$235,000</b> | <b>\$250,000</b> | <b>+6.4%</b> |

## Historical Median Sales Price

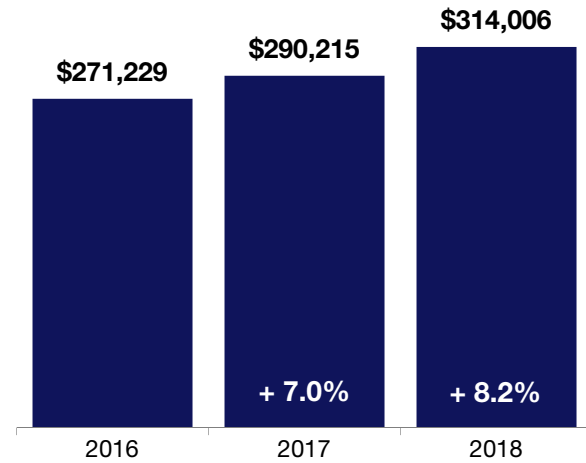


# Average Sales Price

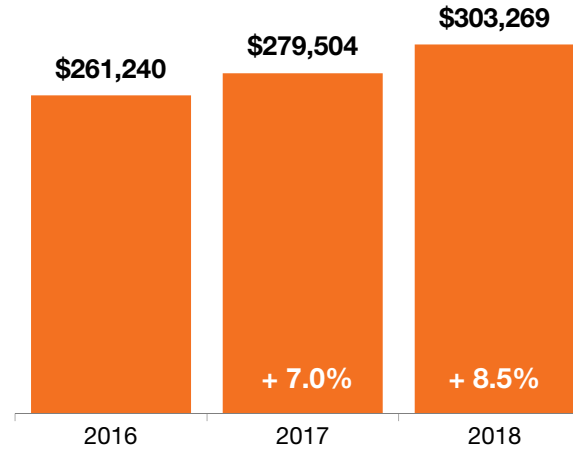
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| May                 | \$274,960        | \$292,629        | +6.4%        |
| June                | \$282,943        | \$307,058        | +8.5%        |
| July                | \$279,541        | \$302,088        | +8.1%        |
| August              | \$282,803        | \$298,473        | +5.5%        |
| September           | \$271,297        | \$295,022        | +8.7%        |
| October             | \$273,325        | \$291,835        | +6.8%        |
| November            | \$273,859        | \$289,862        | +5.8%        |
| December            | \$271,951        | \$305,907        | +12.5%       |
| January             | \$272,470        | \$291,840        | +7.1%        |
| February            | \$268,868        | \$295,150        | +9.8%        |
| March               | \$278,980        | \$304,215        | +9.0%        |
| April               | \$290,215        | \$314,006        | +8.2%        |
| <b>12-Month Avg</b> | <b>\$277,596</b> | <b>\$299,407</b> | <b>+7.9%</b> |

## Historical Average Sales Price





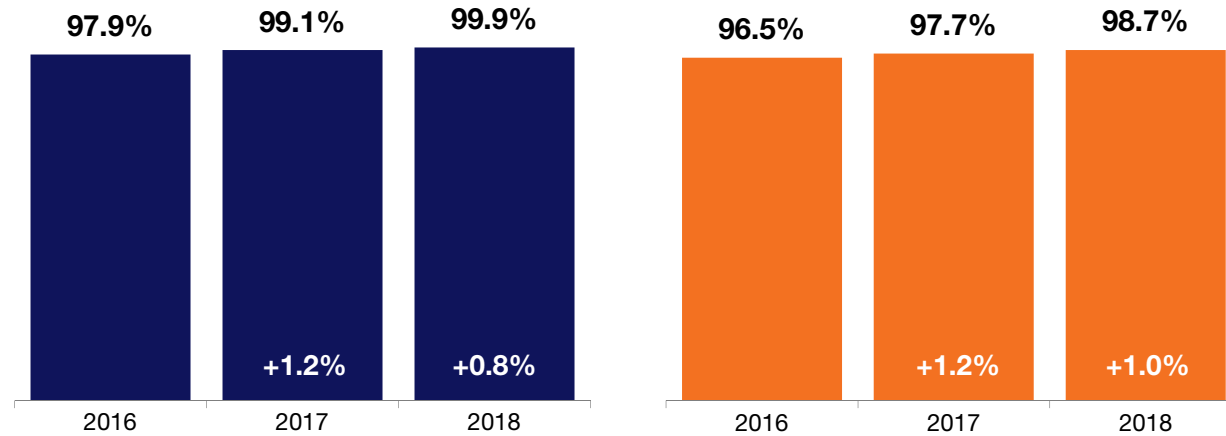
# Percent of Original List Price Received

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.



## April

## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| May                 | 98.5%        | 99.5%        | +1.0%        |
| June                | 98.6%        | 99.5%        | +0.9%        |
| July                | 98.3%        | 99.1%        | +0.8%        |
| August              | 97.9%        | 98.5%        | +0.6%        |
| September           | 97.5%        | 98.1%        | +0.6%        |
| October             | 96.9%        | 97.7%        | +0.8%        |
| November            | 96.6%        | 97.4%        | +0.8%        |
| December            | 95.9%        | 97.1%        | +1.3%        |
| January             | 95.9%        | 96.9%        | +1.0%        |
| February            | 96.5%        | 98.0%        | +1.6%        |
| March               | 98.0%        | 99.1%        | +1.1%        |
| April               | 99.1%        | 99.9%        | +0.8%        |
| <b>12-Month Avg</b> | <b>97.7%</b> | <b>98.6%</b> | <b>+0.9%</b> |

## Historical Percent of Original List Price Received



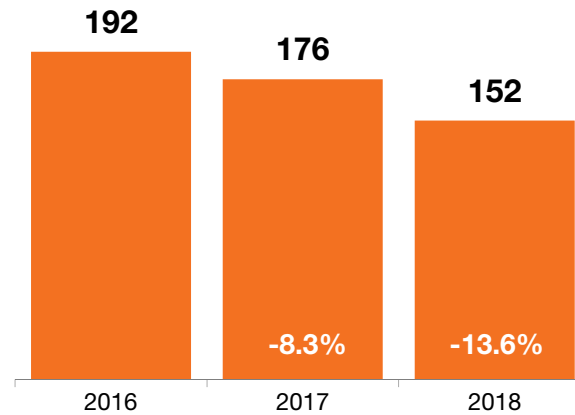
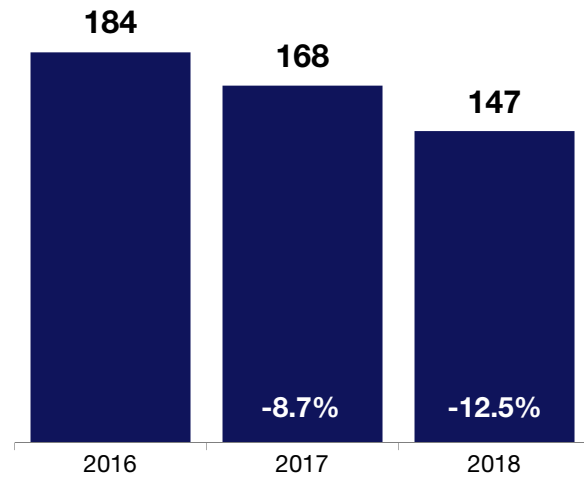
# Housing Affordability Index

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



## April

## Year to Date



| Month               | Prior Year | Current Year | + / -        |
|---------------------|------------|--------------|--------------|
| May                 | 181        | 167          | -7.7%        |
| June                | 180        | 162          | -10.0%       |
| July                | 181        | 166          | -8.3%        |
| August              | 184        | 166          | -9.8%        |
| September           | 188        | 170          | -9.6%        |
| October             | 188        | 171          | -9.0%        |
| November            | 181        | 169          | -6.6%        |
| December            | 177        | 167          | -5.6%        |
| January             | 183        | 167          | -8.7%        |
| February            | 184        | 161          | -12.5%       |
| March               | 173        | 154          | -11.0%       |
| April               | 168        | 147          | -12.5%       |
| <b>12-Month Avg</b> | <b>181</b> | <b>164</b>   | <b>-9.3%</b> |

## Historical Housing Affordability Index

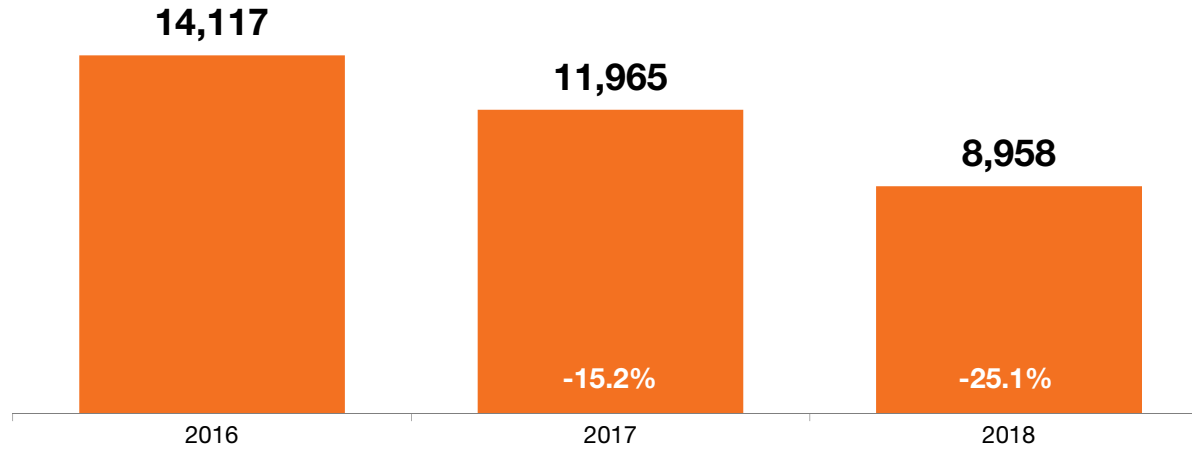


# Inventory of Homes for Sale

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

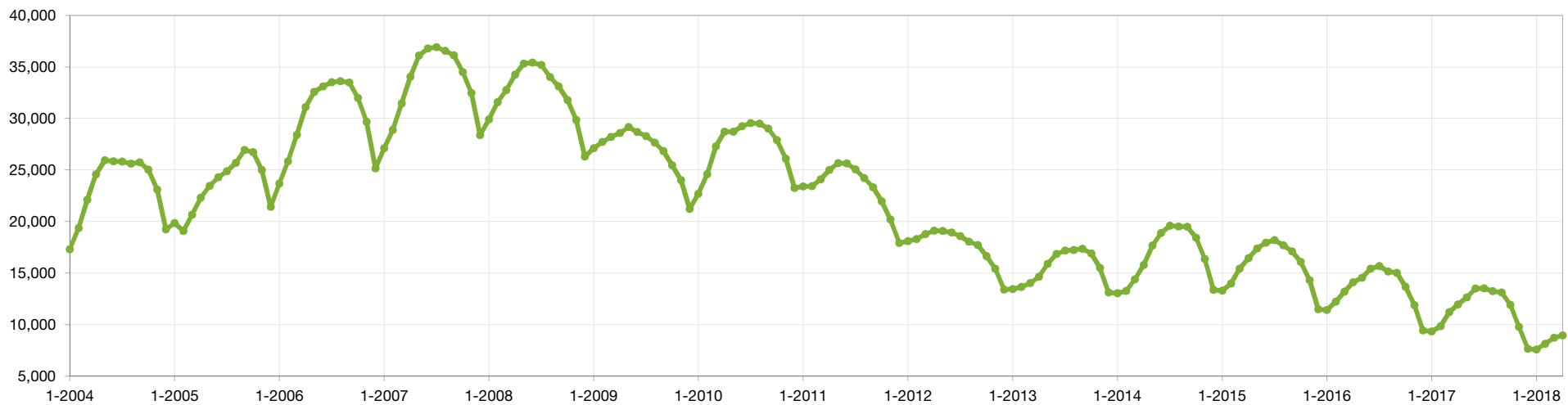


## April



| Month               | Prior Year    | Current Year  | + / -         |
|---------------------|---------------|---------------|---------------|
| May                 | 14,556        | <b>12,652</b> | -13.1%        |
| June                | 15,426        | <b>13,512</b> | -12.4%        |
| July                | 15,684        | <b>13,526</b> | -13.8%        |
| August              | 15,147        | <b>13,261</b> | -12.5%        |
| September           | 15,027        | <b>13,125</b> | -12.7%        |
| October             | 13,692        | <b>11,924</b> | -12.9%        |
| November            | 11,899        | <b>9,798</b>  | -17.7%        |
| December            | 9,435         | <b>7,652</b>  | -18.9%        |
| January             | 9,342         | <b>7,582</b>  | -18.8%        |
| February            | 9,838         | <b>8,139</b>  | -17.3%        |
| March               | 11,225        | <b>8,726</b>  | -22.3%        |
| April               | 11,965        | <b>8,958</b>  | -25.1%        |
| <b>12-Month Avg</b> | <b>12,770</b> | <b>10,738</b> | <b>-16.4%</b> |

## Historical Inventory of Homes for Sale

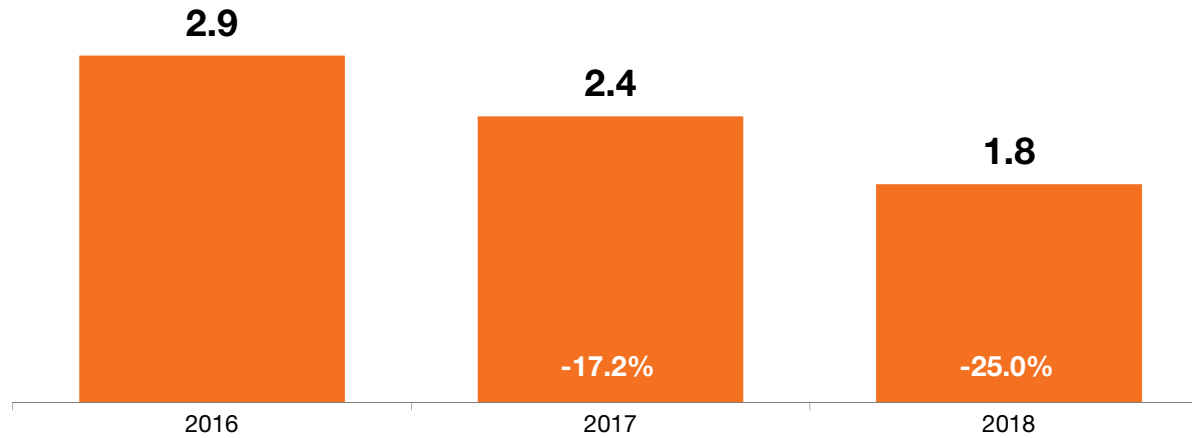


# Months Supply of Inventory

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

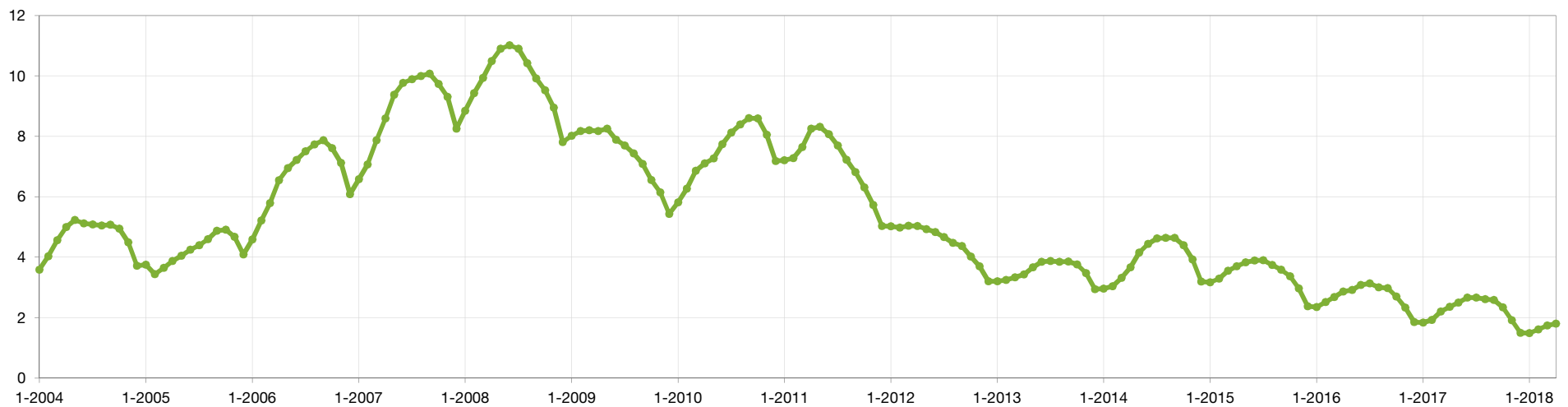


## April



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| May          | 2.9        | 2.5          | -13.8% |
| June         | 3.1        | 2.7          | -12.9% |
| July         | 3.1        | 2.7          | -12.9% |
| August       | 3.0        | 2.6          | -13.3% |
| September    | 3.0        | 2.6          | -13.3% |
| October      | 2.7        | 2.3          | -14.8% |
| November     | 2.3        | 1.9          | -17.4% |
| December     | 1.9        | 1.5          | -21.1% |
| January      | 1.8        | 1.5          | -16.7% |
| February     | 1.9        | 1.6          | -15.8% |
| March        | 2.2        | 1.7          | -22.7% |
| April        | 2.4        | 1.8          | -25.0% |
| 12-Month Avg | 2.5        | 2.1          | -16.0% |

## Historical Months Supply of Inventory



# Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.  
Homes for Sale and Months Supply are based on monthly figures.



|                  | New Listings |          |        | Closed Sales |          |        | Median Sales Price |           |        | Homes for Sale |        |        | Months Supply |        |        |
|------------------|--------------|----------|--------|--------------|----------|--------|--------------------|-----------|--------|----------------|--------|--------|---------------|--------|--------|
|                  | YTD 2017     | YTD 2018 | +/-    | YTD 2017     | YTD 2018 | +/-    | YTD 2017           | YTD 2018  | +/-    | 4-2017         | 4-2018 | +/-    | 4-2017        | 4-2018 | +/-    |
| Andover          | 230          | 202      | -12.2% | 158          | 116      | -26.6% | \$280,500          | \$298,250 | +6.3%  | 108            | 76     | -29.6% | 2.2           | 1.8    | -18.2% |
| Anoka            | 117          | 98       | -16.2% | 81           | 75       | -7.4%  | \$197,900          | \$245,000 | +23.8% | 43             | 30     | -30.2% | 1.8           | 1.3    | -27.8% |
| Apple Valley     | 436          | 356      | -18.3% | 255          | 249      | -2.4%  | \$235,000          | \$271,250 | +15.4% | 149            | 91     | -38.9% | 1.6           | 1.0    | -37.5% |
| Big Lake         | 192          | 210      | +9.4%  | 100          | 93       | -7.0%  | \$203,500          | \$230,900 | +13.5% | 85             | 89     | +4.7%  | 2.5           | 2.7    | +8.0%  |
| Blaine           | 583          | 495      | -15.1% | 315          | 304      | -3.5%  | \$229,450          | \$267,299 | +16.5% | 237            | 167    | -29.5% | 2.1           | 1.6    | -23.8% |
| Burnsville       | 435          | 375      | -13.8% | 273          | 240      | -12.1% | \$231,830          | \$259,000 | +11.7% | 157            | 100    | -36.3% | 1.8           | 1.2    | -33.3% |
| Cambridge        | 125          | 112      | -10.4% | 66           | 56       | -15.2% | \$190,450          | \$192,500 | +1.1%  | 58             | 47     | -19.0% | 2.5           | 1.8    | -28.0% |
| Circle Pines     | 32           | 33       | +3.1%  | 14           | 25       | +78.6% | \$186,550          | \$199,900 | +7.2%  | 12             | 7      | -41.7% | 1.5           | 0.8    | -46.7% |
| Columbia Heights | 140          | 111      | -20.7% | 93           | 79       | -15.1% | \$180,000          | \$201,750 | +12.1% | 35             | 26     | -25.7% | 1.1           | 0.9    | -18.2% |
| Columbus         | 22           | 13       | -40.9% | 13           | 6        | -53.8% | \$281,700          | \$327,500 | +16.3% | 12             | 9      | -25.0% | 3.7           | 2.4    | -35.1% |
| Coon Rapids      | 412          | 356      | -13.6% | 270          | 242      | -10.4% | \$195,750          | \$220,000 | +12.4% | 141            | 74     | -47.5% | 1.5           | 0.8    | -46.7% |
| Cottage Grove    | 265          | 240      | -9.4%  | 181          | 153      | -15.5% | \$249,000          | \$265,000 | +6.4%  | 87             | 73     | -16.1% | 1.5           | 1.4    | -6.7%  |
| Eagan            | 398          | 395      | -0.8%  | 238          | 264      | +10.9% | \$260,000          | \$262,000 | +0.8%  | 151            | 115    | -23.8% | 1.7           | 1.3    | -23.5% |
| East Bethel      | 72           | 53       | -26.4% | 39           | 33       | -15.4% | \$240,000          | \$259,000 | +7.9%  | 43             | 20     | -53.5% | 3.1           | 1.4    | -54.8% |
| Elk River        | 240          | 218      | -9.2%  | 149          | 145      | -2.7%  | \$240,000          | \$250,350 | +4.3%  | 112            | 81     | -27.7% | 2.6           | 1.6    | -38.5% |
| Farmington       | 243          | 176      | -27.6% | 159          | 120      | -24.5% | \$247,025          | \$249,250 | +0.9%  | 102            | 61     | -40.2% | 2.0           | 1.4    | -30.0% |
| Forest Lake      | 194          | 139      | -28.4% | 88           | 75       | -14.8% | \$249,250          | \$267,000 | +7.1%  | 113            | 71     | -37.2% | 3.5           | 2.2    | -37.1% |
| Fridley          | 127          | 139      | +9.4%  | 105          | 106      | +1.0%  | \$188,300          | \$209,000 | +11.0% | 36             | 31     | -13.9% | 1.1           | 1.0    | -9.1%  |
| Ham Lake         | 104          | 89       | -14.4% | 58           | 38       | -34.5% | \$347,250          | \$398,750 | +14.8% | 50             | 44     | -12.0% | 2.7           | 2.5    | -7.4%  |
| Hastings         | 148          | 147      | -0.7%  | 115          | 85       | -26.1% | \$181,730          | \$230,000 | +26.6% | 54             | 53     | -1.9%  | 1.5           | 1.6    | +6.7%  |
| Hudson           | 227          | 217      | -4.4%  | 148          | 120      | -18.9% | \$289,000          | \$285,900 | -1.1%  | 138            | 149    | +8.0%  | 2.7           | 3.3    | +22.2% |

# Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.  
Homes for Sale and Months Supply are based on monthly figures.



|                     | New Listings |          |        | Closed Sales |          |        | Median Sales Price |           |        | Homes for Sale |        |        | Months Supply |        |        |
|---------------------|--------------|----------|--------|--------------|----------|--------|--------------------|-----------|--------|----------------|--------|--------|---------------|--------|--------|
|                     | YTD 2017     | YTD 2018 | +/-    | YTD 2017     | YTD 2018 | +/-    | YTD 2017           | YTD 2018  | +/-    | 4-2017         | 4-2018 | +/-    | 4-2017        | 4-2018 | +/-    |
| Hugo                | 191          | 165      | -13.6% | 106          | 102      | -3.8%  | \$263,900          | \$218,450 | -17.2% | 80             | 65     | -18.8% | 2.3           | 1.9    | -17.4% |
| Inver Grove Heights | 225          | 204      | -9.3%  | 117          | 148      | +26.5% | \$215,000          | \$270,250 | +25.7% | 110            | 79     | -28.2% | 2.8           | 1.6    | -42.9% |
| Isanti              | 96           | 97       | +1.0%  | 55           | 53       | -3.6%  | \$176,000          | \$225,000 | +27.8% | 50             | 31     | -38.0% | 2.4           | 1.4    | -41.7% |
| Lakeville           | 620          | 579      | -6.6%  | 295          | 326      | +10.5% | \$322,950          | \$350,000 | +8.4%  | 321            | 219    | -31.8% | 2.9           | 1.9    | -34.5% |
| Lino Lakes          | 177          | 181      | +2.3%  | 63           | 105      | +66.7% | \$309,950          | \$307,154 | -0.9%  | 100            | 76     | -24.0% | 3.5           | 2.3    | -34.3% |
| Maplewood           | 234          | 194      | -17.1% | 160          | 116      | -27.5% | \$195,000          | \$220,000 | +12.8% | 79             | 60     | -24.1% | 1.6           | 1.3    | -18.8% |
| Mounds View         | 44           | 29       | -34.1% | 32           | 28       | -12.5% | \$207,950          | \$229,900 | +10.6% | 19             | 7      | -63.2% | 1.8           | 0.6    | -66.7% |
| Oakdale             | 188          | 148      | -21.3% | 127          | 113      | -11.0% | \$192,500          | \$212,500 | +10.4% | 73             | 34     | -53.4% | 1.6           | 0.8    | -50.0% |
| Oak Grove           | 62           | 49       | -21.0% | 41           | 27       | -34.1% | \$300,000          | \$360,000 | +20.0% | 33             | 28     | -15.2% | 2.8           | 2.5    | -10.7% |
| Ramsey              | 243          | 241      | -0.8%  | 129          | 150      | +16.3% | \$245,500          | \$248,950 | +1.4%  | 94             | 71     | -24.5% | 2.1           | 1.4    | -33.3% |
| Rosemount           | 244          | 224      | -8.2%  | 129          | 107      | -17.1% | \$245,000          | \$270,000 | +10.2% | 88             | 75     | -14.8% | 2.2           | 1.8    | -18.2% |
| Roseville           | 196          | 158      | -19.4% | 129          | 128      | -0.8%  | \$219,000          | \$250,000 | +14.2% | 74             | 41     | -44.6% | 1.7           | 1.0    | -41.2% |
| Shoreview           | 171          | 148      | -13.5% | 109          | 123      | +12.8% | \$196,500          | \$259,900 | +32.3% | 58             | 24     | -58.6% | 1.5           | 0.6    | -60.0% |
| Spring Lake Park    | 38           | 42       | +10.5% | 25           | 30       | +20.0% | \$206,000          | \$206,128 | +0.1%  | 12             | 10     | -16.7% | 1.6           | 1.2    | -25.0% |
| Saint Francis       | 104          | 58       | -44.2% | 60           | 44       | -26.7% | \$198,513          | \$222,814 | +12.2% | 34             | 20     | -41.2% | 2.2           | 1.2    | -45.5% |
| Saint Paul          | 1,452        | 1,315    | -9.4%  | 1,036        | 977      | -5.7%  | \$175,000          | \$206,600 | +18.1% | 583            | 373    | -36.0% | 1.8           | 1.2    | -33.3% |
| Stillwater          | 207          | 159      | -23.2% | 81           | 100      | +23.5% | \$284,200          | \$295,000 | +3.8%  | 133            | 75     | -43.6% | 4.0           | 2.2    | -45.0% |
| White Bear Lake     | 133          | 153      | +15.0% | 104          | 110      | +5.8%  | \$220,000          | \$237,950 | +8.2%  | 49             | 34     | -30.6% | 1.5           | 1.0    | -33.3% |
| Woodbury            | 714          | 642      | -10.1% | 333          | 330      | -0.9%  | \$299,000          | \$315,500 | +5.5%  | 324            | 268    | -17.3% | 2.5           | 2.2    | -12.0% |
| Zimmerman           | 155          | 145      | -6.5%  | 85           | 69       | -18.8% | \$211,950          | \$225,749 | +6.5%  | 79             | 69     | -12.7% | 3.0           | 2.5    | -16.7% |