

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE SAINT PAUL AREA ASSOCIATION OF REALTORS®



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

## February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings in the Twin Cities region decreased 14.3 percent to 4,355. Pending Sales were down 7.4 percent to 3,402. Inventory levels fell 5.7 percent to 7,936 units.

Prices continued to gain traction. The Median Sales Price increased 6.2 percent to \$265,500. Days on Market remained flat at 69 days. Sellers were encouraged as Months Supply of Homes for Sale was down 5.9 percent to 1.6 months.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

## Quick Facts

**+ 4.0%**

**+ 6.2%**

**- 5.7%**

| 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> |
|---|---|---|
|---|---|---|

|   |           |
|---|-----------|
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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.



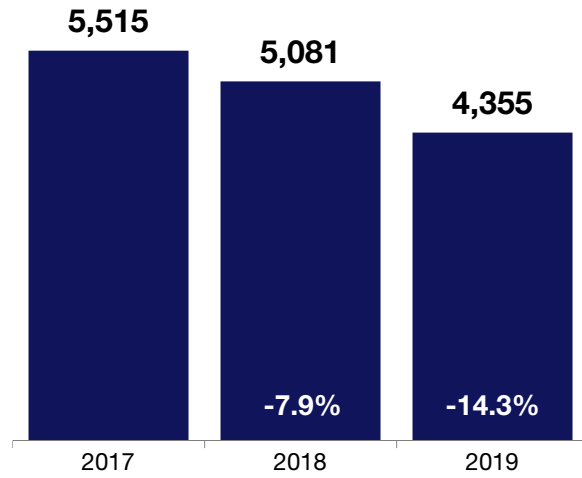
| Key Metrics                                    | Historical Sparklines (normalized) | 2-2018    | 2-2019           | + / -   | YTD 2018  | YTD 2019         | + / -  |
|--|------------------------------------|-----------|------------------|---------|-----------|------------------|--------|
| <b>New Listings</b>                            |                                    | 5,081     | <b>4,355</b>     | - 14.3% | 9,126     | <b>8,749</b>     | - 4.1% |
| <b>Pending Sales</b>                           |                                    | 3,672     | <b>3,402</b>     | - 7.4%  | 6,812     | <b>6,672</b>     | - 2.1% |
| <b>Closed Sales</b>                            |                                    | 2,691     | <b>2,798</b>     | + 4.0%  | 5,500     | <b>5,512</b>     | + 0.2% |
| <b>Days on Market Until Sale</b>               |                                    | 69        | <b>69</b>        | 0.0%    | 69        | <b>67</b>        | - 2.9% |
| <b>Median Sales Price</b>                      |                                    | \$250,000 | <b>\$265,500</b> | + 6.2%  | \$247,338 | <b>\$262,950</b> | + 6.3% |
| <b>Average Sales Price</b>                     |                                    | \$294,963 | <b>\$309,346</b> | + 4.9%  | \$293,363 | <b>\$307,040</b> | + 4.7% |
| <b>Percent of Original List Price Received</b> |                                    | 98.0%     | <b>97.7%</b>     | - 0.3%  | 97.4%     | <b>97.4%</b>     | 0.0%   |
| <b>Inventory of Homes for Sale</b>             |                                    | 8,420     | <b>7,936</b>     | - 5.7%  | --        | --               | --     |
| <b>Months Supply of Homes for Sale</b>         |                                    | 1.7       | <b>1.6</b>       | - 5.9%  | --        | --               | --     |

# New Listings

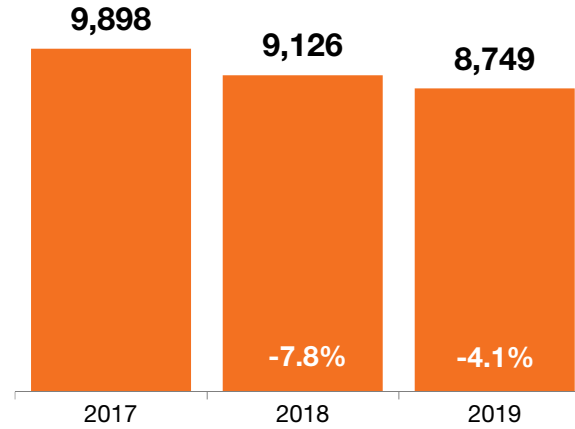
A count of the properties that have been newly listed on the market in a given month.



## February



## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| March               | 8,166        | 6,755        | -17.3%       |
| April               | 7,893        | 7,345        | -6.9%        |
| May                 | 8,909        | 9,184        | +3.1%        |
| June                | 8,839        | 8,748        | -1.0%        |
| July                | 7,371        | 7,689        | +4.3%        |
| August              | 7,263        | 7,832        | +7.8%        |
| September           | 6,475        | 6,871        | +6.1%        |
| October             | 5,506        | 6,026        | +9.4%        |
| November            | 3,547        | 4,012        | +13.1%       |
| December            | 2,312        | 2,409        | +4.2%        |
| January             | 4,045        | 4,394        | +8.6%        |
| February            | 5,081        | 4,355        | -14.3%       |
| <b>12-Month Avg</b> | <b>6,284</b> | <b>6,302</b> | <b>+0.3%</b> |

## Historical New Listing Activity

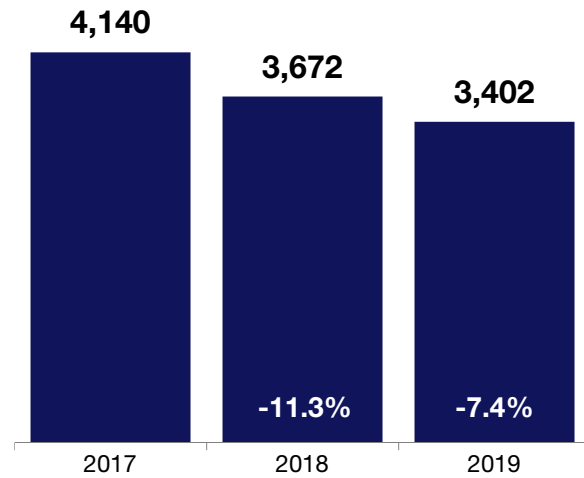


# Pending Sales

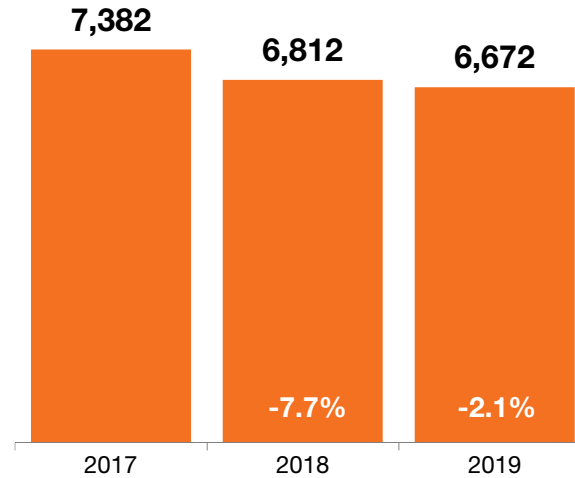
A count of the properties on which contracts have been accepted in a given month.



## February

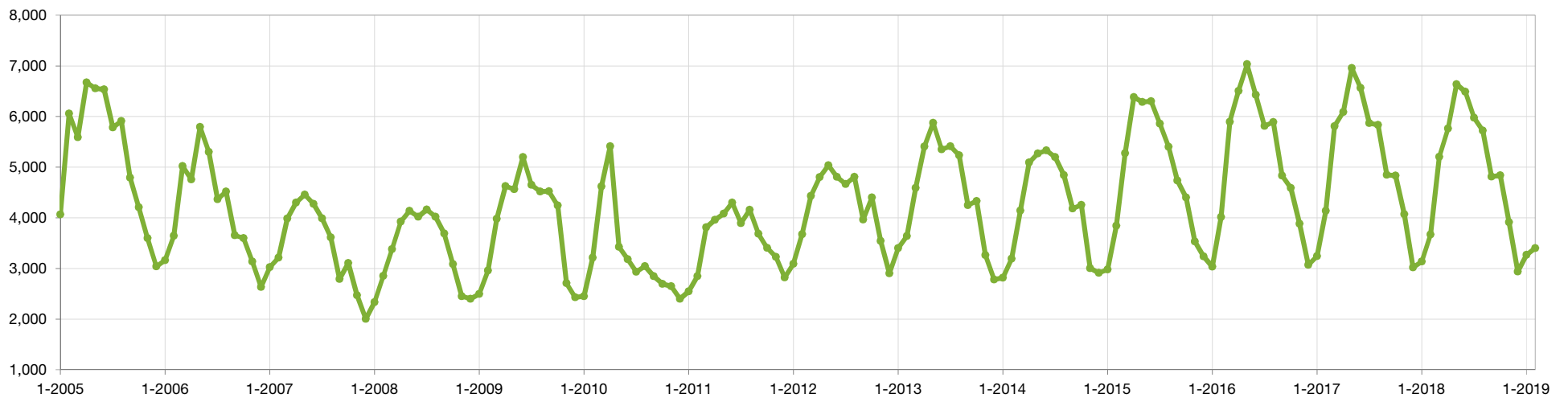


## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| March               | 5,809        | 5,203        | -10.4%       |
| April               | 6,089        | 5,762        | -5.4%        |
| May                 | 6,955        | 6,637        | -4.6%        |
| June                | 6,568        | 6,492        | -1.2%        |
| July                | 5,870        | 5,975        | +1.8%        |
| August              | 5,833        | 5,722        | -1.9%        |
| September           | 4,851        | 4,815        | -0.7%        |
| October             | 4,834        | 4,837        | +0.1%        |
| November            | 4,073        | 3,916        | -3.9%        |
| December            | 3,019        | 2,939        | -2.6%        |
| January             | 3,140        | 3,270        | +4.1%        |
| February            | 3,672        | 3,402        | -7.4%        |
| <b>12-Month Avg</b> | <b>5,059</b> | <b>4,914</b> | <b>-2.9%</b> |

## Historical Pending Sales Activity

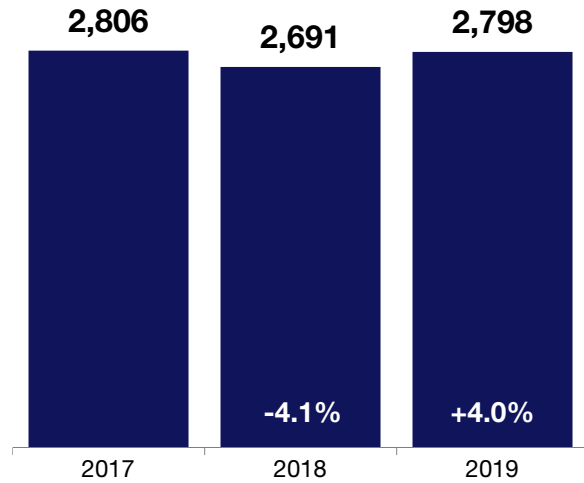


# Closed Sales

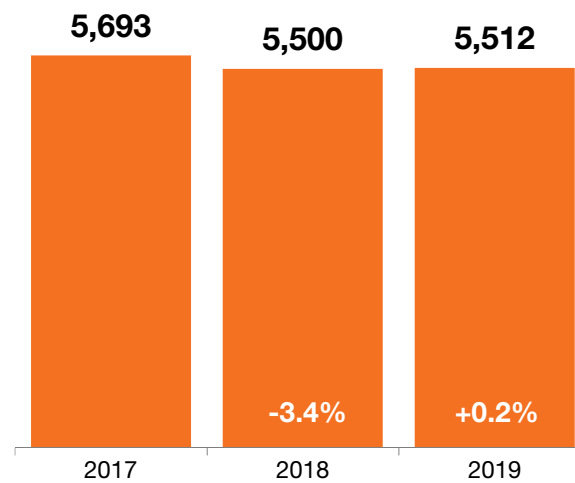
A count of the actual sales that have closed in a given month.



## February

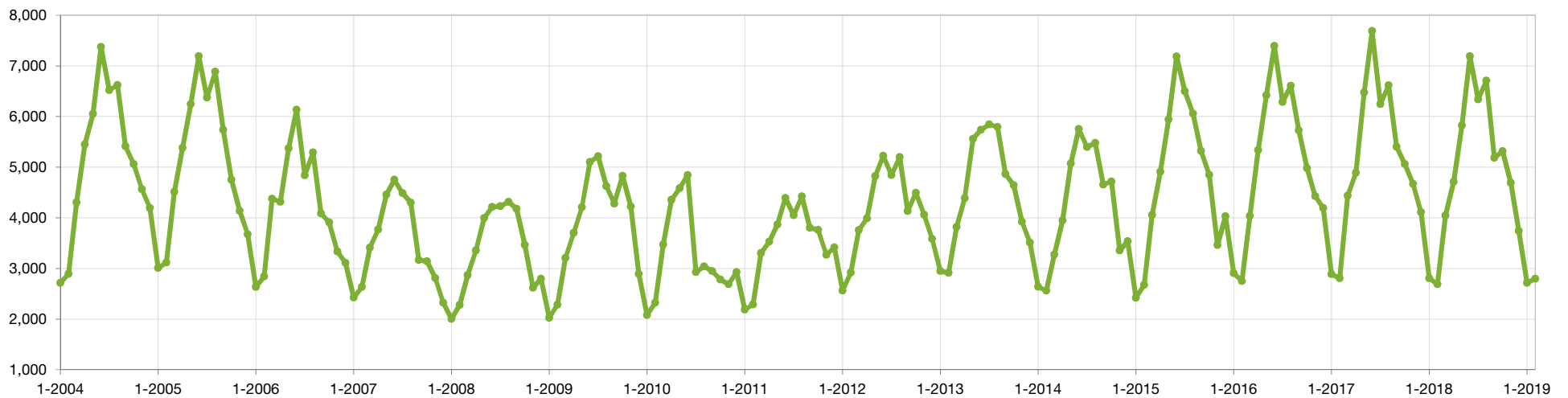


## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| March               | 4,436        | 4,048        | -8.7%        |
| April               | 4,892        | 4,710        | -3.7%        |
| May                 | 6,476        | 5,827        | -10.0%       |
| June                | 7,688        | 7,192        | -6.5%        |
| July                | 6,247        | 6,340        | +1.5%        |
| August              | 6,616        | 6,708        | +1.4%        |
| September           | 5,403        | 5,183        | -4.1%        |
| October             | 5,065        | 5,319        | +5.0%        |
| November            | 4,671        | 4,694        | +0.5%        |
| December            | 4,111        | 3,741        | -9.0%        |
| January             | 2,809        | 2,714        | -3.4%        |
| February            | 2,691        | 2,798        | +4.0%        |
| <b>12-Month Avg</b> | <b>5,092</b> | <b>4,940</b> | <b>-2.8%</b> |

## Historical Closed Sales Activity

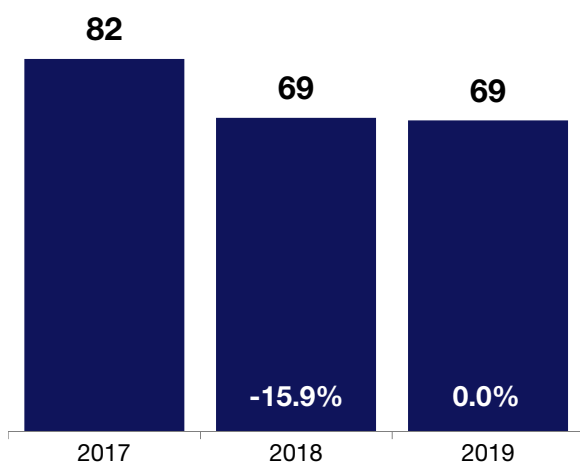


# Days on Market Until Sale

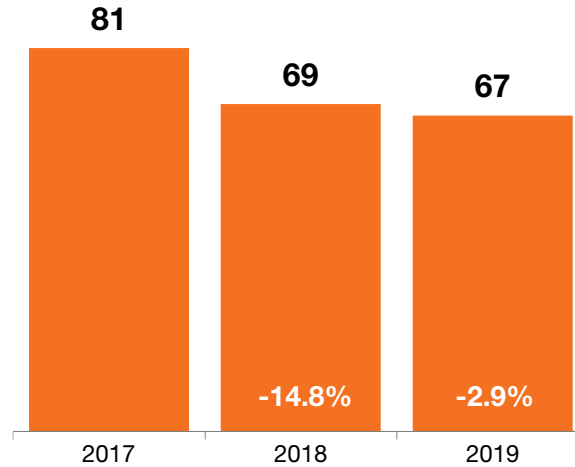
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## February

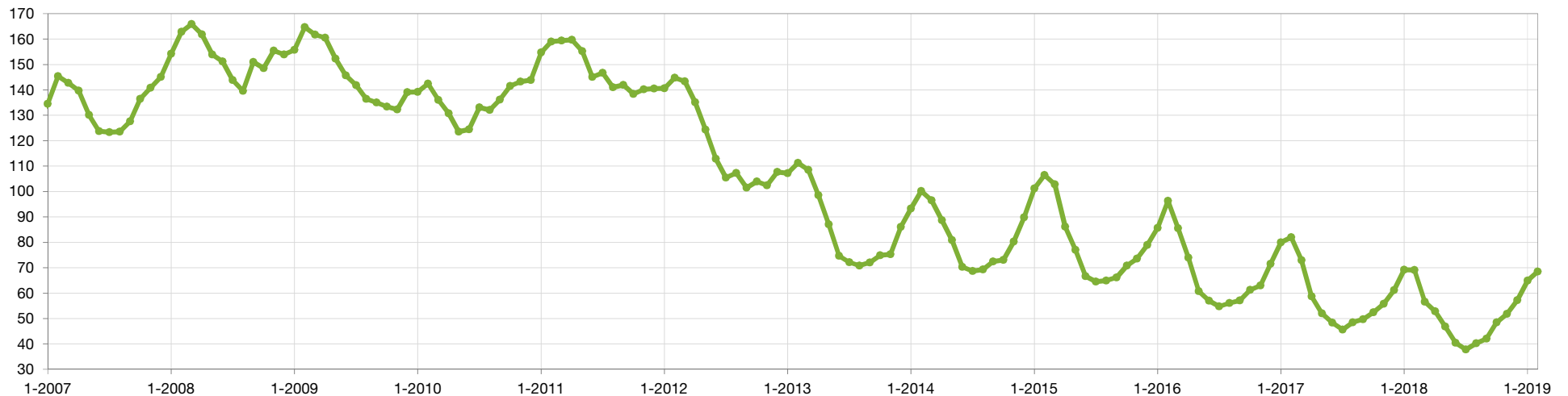


## Year to Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| March               | 73         | 57           | -21.9%        |
| April               | 59         | 53           | -10.2%        |
| May                 | 52         | 47           | -9.6%         |
| June                | 48         | 40           | -16.7%        |
| July                | 46         | 38           | -17.4%        |
| August              | 48         | 40           | -16.7%        |
| September           | 50         | 42           | -16.0%        |
| October             | 52         | 48           | -7.7%         |
| November            | 56         | 52           | -7.1%         |
| December            | 61         | 57           | -6.6%         |
| January             | 69         | 65           | -5.8%         |
| February            | 69         | 69           | 0.0%          |
| <b>12-Month Avg</b> | <b>55</b>  | <b>48</b>    | <b>-12.7%</b> |

## Historical Days on Market Until Sale

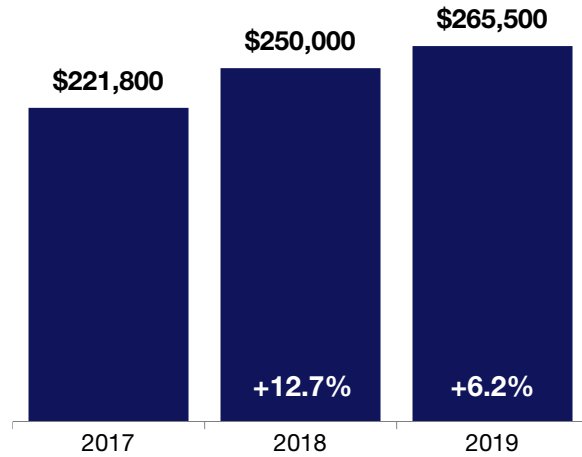


# Median Sales Price

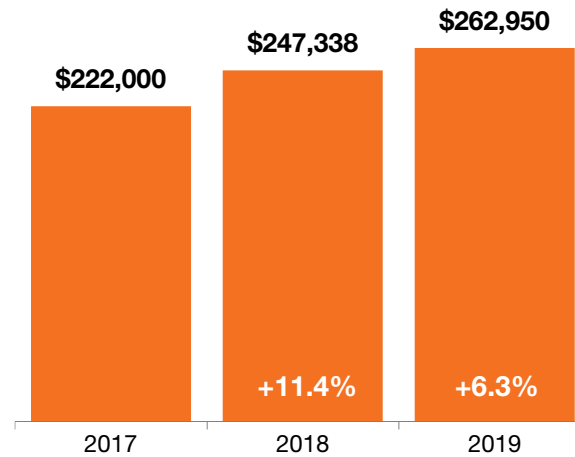
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## February



## Year to Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| March               | \$235,000        | \$258,100        | +9.8%        |
| April               | \$245,000        | \$267,000        | +9.0%        |
| May                 | \$250,000        | \$271,000        | +8.4%        |
| June                | \$257,250        | \$270,500        | +5.2%        |
| July                | \$251,500        | \$268,000        | +6.6%        |
| August              | \$252,000        | \$268,000        | +6.3%        |
| September           | \$247,000        | \$262,000        | +6.1%        |
| October             | \$244,000        | \$265,000        | +8.6%        |
| November            | \$245,000        | \$265,300        | +8.3%        |
| December            | \$248,000        | \$258,000        | +4.0%        |
| January             | \$244,000        | \$259,000        | +6.1%        |
| February            | \$250,000        | \$265,500        | +6.2%        |
| <b>12-Month Med</b> | <b>\$249,000</b> | <b>\$265,000</b> | <b>+6.4%</b> |

## Historical Median Sales Price

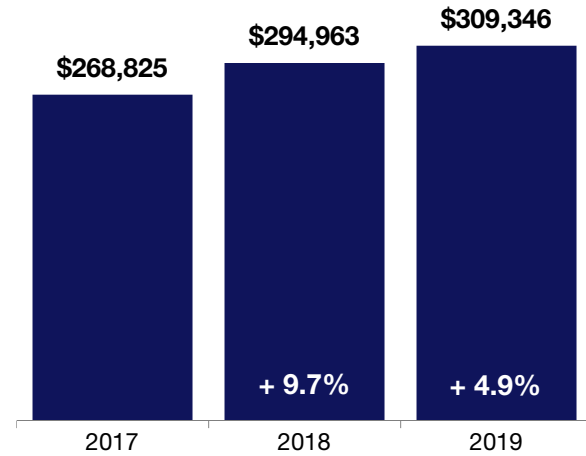


# Average Sales Price

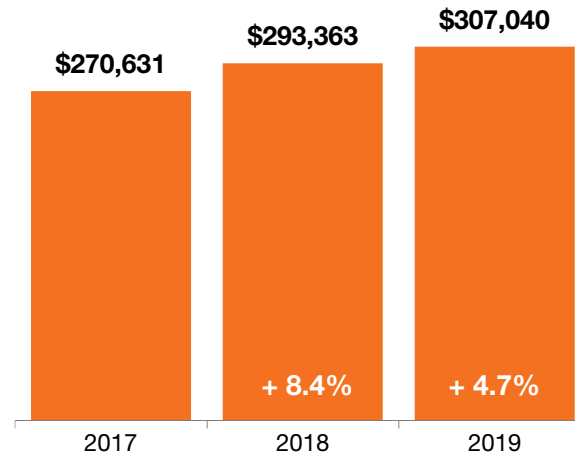
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



## Year to Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| March               | \$278,925        | <b>\$304,239</b> | +9.1%        |
| April               | \$290,197        | <b>\$313,925</b> | +8.2%        |
| May                 | \$292,590        | <b>\$316,477</b> | +8.2%        |
| June                | \$307,016        | <b>\$319,978</b> | +4.2%        |
| July                | \$302,088        | <b>\$312,009</b> | +3.3%        |
| August              | \$298,558        | <b>\$317,359</b> | +6.3%        |
| September           | \$294,991        | <b>\$305,084</b> | +3.4%        |
| October             | \$291,855        | <b>\$312,468</b> | +7.1%        |
| November            | \$289,908        | <b>\$318,618</b> | +9.9%        |
| December            | \$305,935        | <b>\$314,071</b> | +2.7%        |
| January             | \$291,826        | <b>\$304,657</b> | +4.4%        |
| February            | \$294,963        | <b>\$309,346</b> | +4.9%        |
| <b>12-Month Avg</b> | <b>\$295,749</b> | <b>\$313,267</b> | <b>+5.9%</b> |

## Historical Average Sales Price





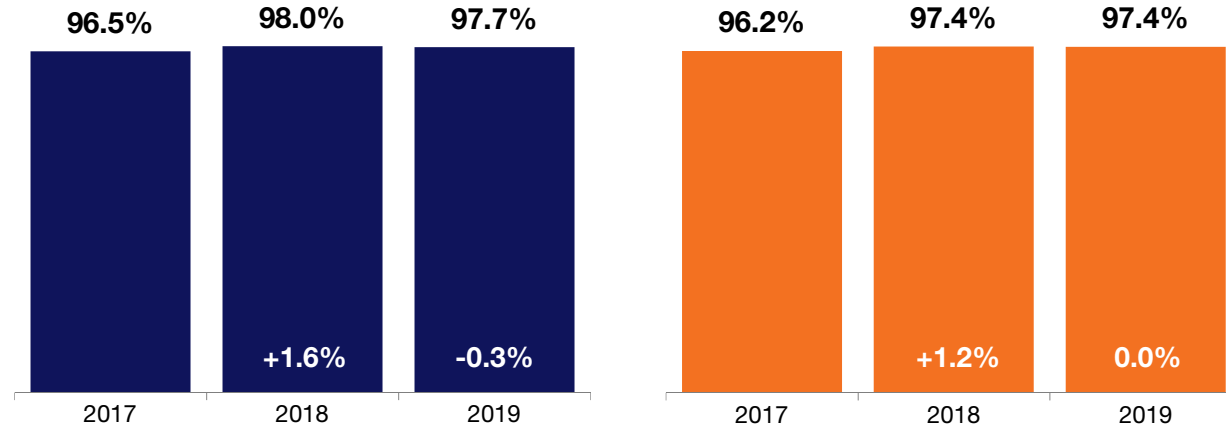
# Percent of Original List Price Received

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.



## February

## Year to Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| March               | 98.0%        | 99.1%        | +1.1%        |
| April               | 99.1%        | 99.9%        | +0.8%        |
| May                 | 99.5%        | 100.2%       | +0.7%        |
| June                | 99.5%        | 100.3%       | +0.8%        |
| July                | 99.1%        | 99.8%        | +0.7%        |
| August              | 98.5%        | 99.2%        | +0.7%        |
| September           | 98.1%        | 98.4%        | +0.3%        |
| October             | 97.7%        | 98.0%        | +0.3%        |
| November            | 97.4%        | 97.3%        | -0.1%        |
| December            | 97.1%        | 96.9%        | -0.2%        |
| January             | 96.9%        | 97.0%        | +0.1%        |
| February            | 98.0%        | 97.7%        | -0.3%        |
| <b>12-Month Avg</b> | <b>98.4%</b> | <b>98.9%</b> | <b>+0.5%</b> |

## Historical Percent of Original List Price Received

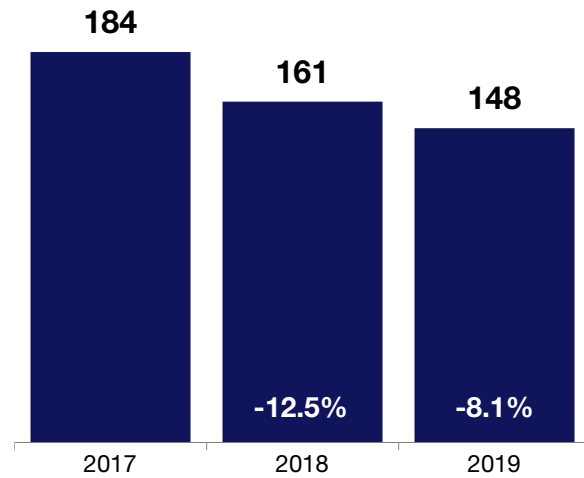


# Housing Affordability Index

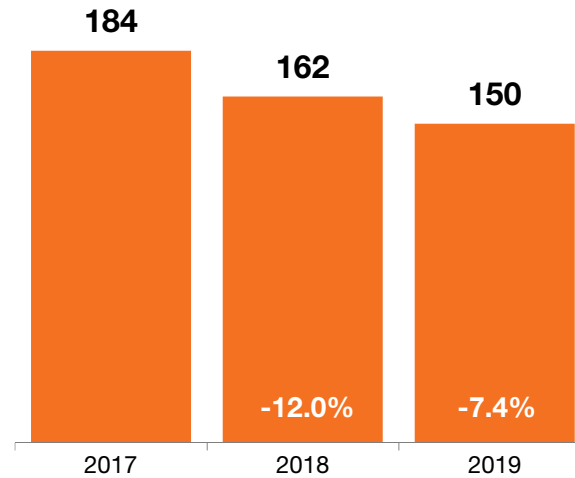
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February



## Year to Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| March               | 173        | 154          | -11.0%        |
| April               | 168        | 146          | -13.1%        |
| May                 | 167        | 144          | -13.8%        |
| June                | 162        | 144          | -11.1%        |
| July                | 166        | 143          | -13.9%        |
| August              | 166        | 144          | -13.3%        |
| September           | 170        | 147          | -13.5%        |
| October             | 171        | 142          | -17.0%        |
| November            | 169        | 144          | -14.8%        |
| December            | 167        | 152          | -9.0%         |
| January             | 167        | 152          | -9.0%         |
| February            | 161        | 148          | -8.1%         |
| <b>12-Month Avg</b> | <b>167</b> | <b>147</b>   | <b>-12.3%</b> |

## Historical Housing Affordability Index

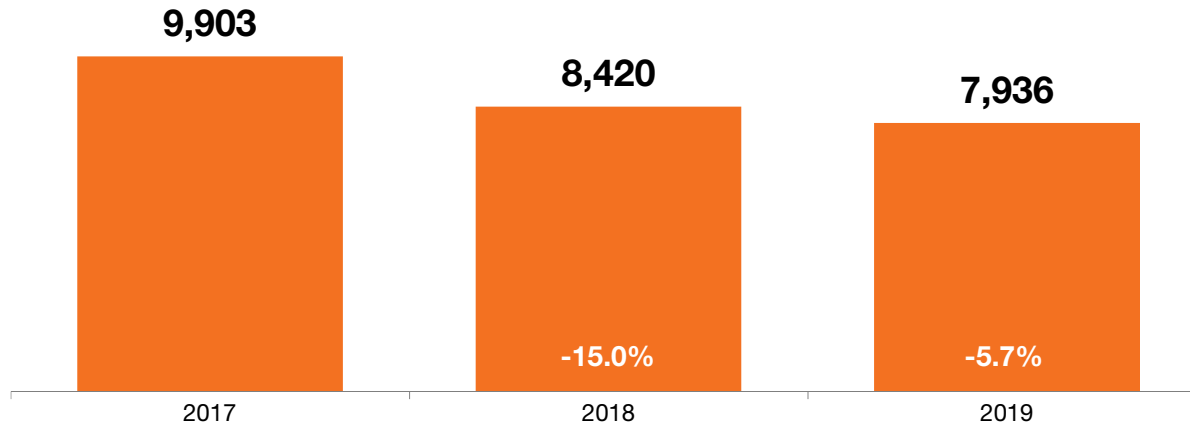


# Inventory of Homes for Sale

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

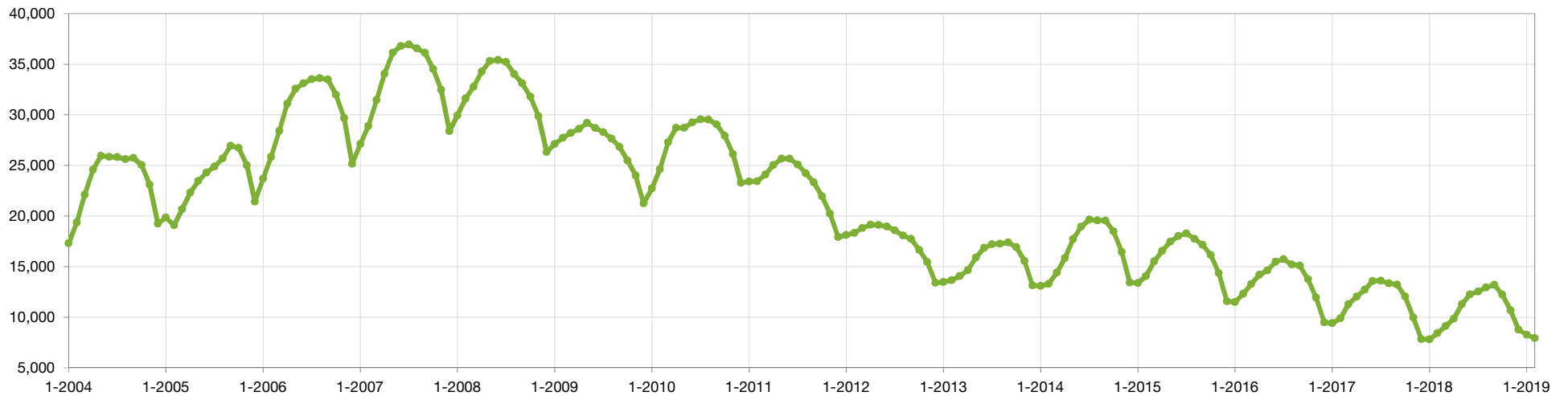


## February



| Month               | Prior Year    | Current Year  | + / -        |
|---------------------|---------------|---------------|--------------|
| March               | 11,290        | <b>9,127</b>  | -19.2%       |
| April               | 12,034        | <b>9,837</b>  | -18.3%       |
| May                 | 12,723        | <b>11,306</b> | -11.1%       |
| June                | 13,584        | <b>12,252</b> | -9.8%        |
| July                | 13,606        | <b>12,535</b> | -7.9%        |
| August              | 13,349        | <b>12,951</b> | -3.0%        |
| September           | 13,220        | <b>13,198</b> | -0.2%        |
| October             | 12,051        | <b>12,231</b> | +1.5%        |
| November            | 9,969         | <b>10,698</b> | +7.3%        |
| December            | 7,839         | <b>8,769</b>  | +11.9%       |
| January             | 7,810         | <b>8,285</b>  | +6.1%        |
| February            | 8,420         | <b>7,936</b>  | -5.7%        |
| <b>12-Month Avg</b> | <b>11,325</b> | <b>10,760</b> | <b>-4.0%</b> |

## Historical Inventory of Homes for Sale

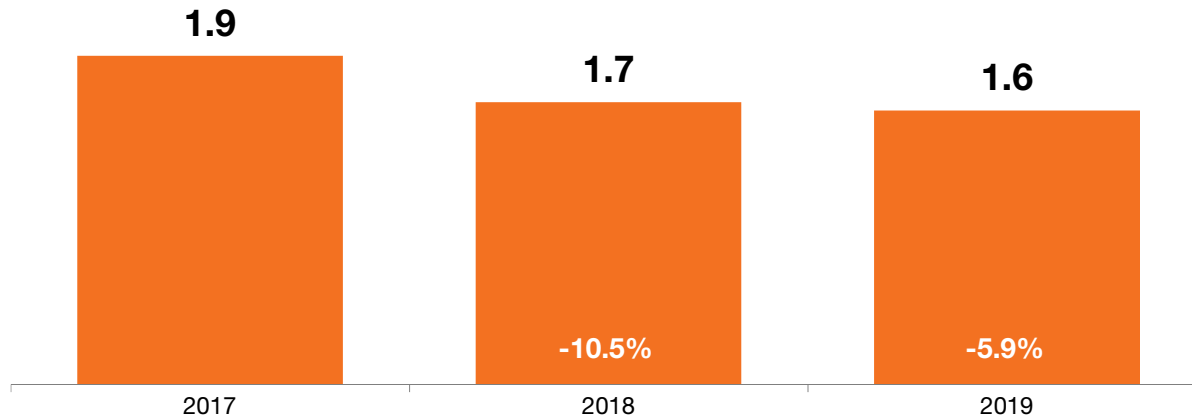


# Months Supply of Inventory

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.

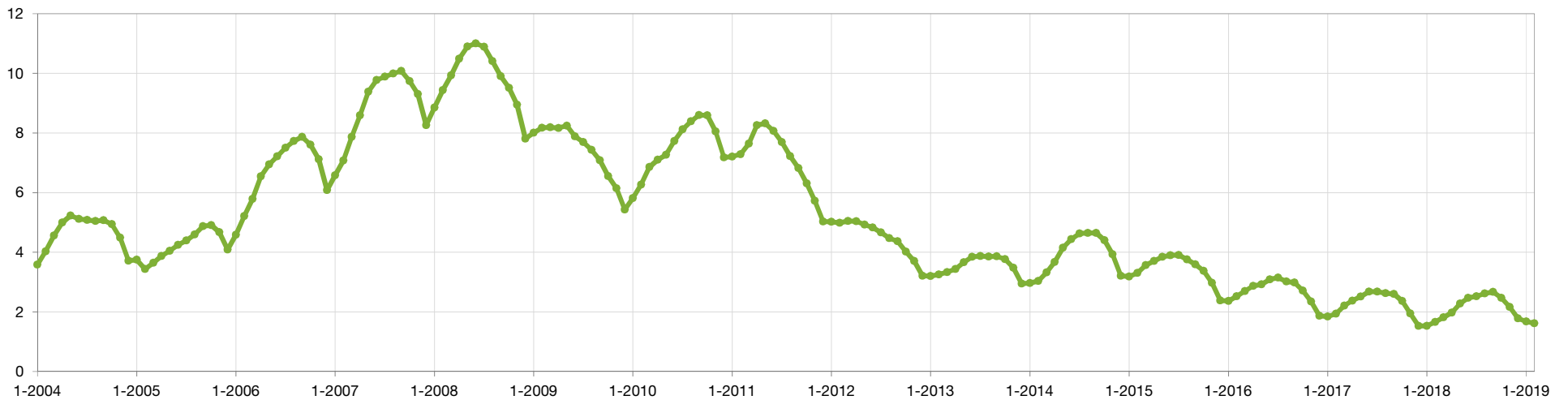


## February



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| March        | 2.2        | 1.8          | -18.2% |
| April        | 2.4        | 2.0          | -16.7% |
| May          | 2.5        | 2.3          | -8.0%  |
| June         | 2.7        | 2.5          | -7.4%  |
| July         | 2.7        | 2.5          | -7.4%  |
| August       | 2.6        | 2.6          | 0.0%   |
| September    | 2.6        | 2.7          | +3.8%  |
| October      | 2.4        | 2.5          | +4.2%  |
| November     | 2.0        | 2.2          | +10.0% |
| December     | 1.5        | 1.8          | +20.0% |
| January      | 1.5        | 1.7          | +13.3% |
| February     | 1.7        | 1.6          | -5.9%  |
| 12-Month Avg | 2.2        | 2.2          | 0.0%   |

## 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 2018     | YTD 2019 | +/-    | YTD 2018     | YTD 2019 | +/-    | YTD 2018           | YTD 2019  | +/-    | 2-2018         | 2-2019 | +/-    | 2-2018        | 2-2019 | +/-    |
| Andover          | 77           | 90       | +16.9% | 36           | 42       | +16.7% | \$260,900          | \$298,450 | +14.4% | 69             | 71     | +2.9%  | 1.6           | 1.8    | +12.5% |
| Anoka            | 33           | 24       | -27.3% | 27           | 26       | -3.7%  | \$245,000          | \$210,000 | -14.3% | 24             | 20     | -16.7% | 1.0           | 1.0    | 0.0%   |
| Apple Valley     | 134          | 116      | -13.4% | 92           | 92       | 0.0%   | \$267,750          | \$245,950 | -8.1%  | 81             | 72     | -11.1% | 0.9           | 0.9    | 0.0%   |
| Big Lake         | 73           | 52       | -28.8% | 37           | 29       | -21.6% | \$227,150          | \$231,200 | +1.8%  | 62             | 62     | 0.0%   | 1.8           | 1.9    | +5.6%  |
| Blaine           | 196          | 195      | -0.5%  | 116          | 116      | 0.0%   | \$258,700          | \$265,500 | +2.6%  | 151            | 167    | +10.6% | 1.4           | 1.6    | +14.3% |
| Burnsville       | 137          | 125      | -8.8%  | 87           | 93       | +6.9%  | \$257,750          | \$257,000 | -0.3%  | 89             | 66     | -25.8% | 1.0           | 0.8    | -20.0% |
| Cambridge        | 41           | 40       | -2.4%  | 22           | 33       | +50.0% | \$184,750          | \$215,000 | +16.4% | 41             | 39     | -4.9%  | 1.5           | 1.6    | +6.7%  |
| Circle Pines     | 12           | 7        | -41.7% | 13           | 12       | -7.7%  | \$205,000          | \$206,250 | +0.6%  | 7              | 2      | -71.4% | 0.9           | 0.2    | -77.8% |
| Columbia Heights | 46           | 37       | -19.6% | 33           | 22       | -33.3% | \$185,000          | \$197,988 | +7.0%  | 31             | 25     | -19.4% | 1.0           | 1.0    | 0.0%   |
| Columbus         | 4            | 3        | -25.0% | 3            | 0        | --     | \$385,000          | --        | --     | 10             | 9      | -10.0% | 2.5           | 3.0    | +20.0% |
| Coon Rapids      | 120          | 129      | +7.5%  | 113          | 108      | -4.4%  | \$216,000          | \$222,900 | +3.2%  | 81             | 63     | -22.2% | 0.9           | 0.7    | -22.2% |
| Cottage Grove    | 95           | 129      | +35.8% | 53           | 62       | +17.0% | \$250,000          | \$255,000 | +2.0%  | 60             | 95     | +58.3% | 1.1           | 1.7    | +54.5% |
| Eagan            | 142          | 128      | -9.9%  | 108          | 85       | -21.3% | \$249,900          | \$291,400 | +16.6% | 88             | 73     | -17.0% | 1.0           | 0.8    | -20.0% |
| East Bethel      | 20           | 24       | +20.0% | 13           | 16       | +23.1% | \$234,900          | \$236,900 | +0.9%  | 19             | 27     | +42.1% | 1.3           | 2.0    | +53.8% |
| Elk River        | 88           | 95       | +8.0%  | 52           | 56       | +7.7%  | \$246,950          | \$265,500 | +7.5%  | 68             | 111    | +63.2% | 1.4           | 2.4    | +71.4% |
| Farmington       | 55           | 68       | +23.6% | 55           | 57       | +3.6%  | \$243,700          | \$239,900 | -1.6%  | 41             | 44     | +7.3%  | 0.8           | 1.0    | +25.0% |
| Forest Lake      | 45           | 40       | -11.1% | 32           | 32       | 0.0%   | \$304,950          | \$315,000 | +3.3%  | 50             | 57     | +14.0% | 1.5           | 1.9    | +26.7% |
| Fridley          | 44           | 35       | -20.5% | 41           | 38       | -7.3%  | \$206,000          | \$230,000 | +11.7% | 20             | 13     | -35.0% | 0.6           | 0.4    | -33.3% |
| Ham Lake         | 31           | 26       | -16.1% | 19           | 22       | +15.8% | \$364,900          | \$334,500 | -8.3%  | 42             | 39     | -7.1%  | 2.3           | 2.3    | 0.0%   |
| Hastings         | 54           | 51       | -5.6%  | 34           | 41       | +20.6% | \$190,000          | \$226,500 | +19.2% | 44             | 56     | +27.3% | 1.3           | 1.6    | +23.1% |
| Hudson           | 68           | 85       | +25.0% | 45           | 59       | +31.1% | \$278,000          | \$342,105 | +23.1% | 111            | 120    | +8.1%  | 2.3           | 2.6    | +13.0% |

# 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 2018     | YTD 2019 | +/-    | YTD 2018     | YTD 2019 | +/-    | YTD 2018           | YTD 2019  | +/-    | 2-2018         | 2-2019 | +/-    | 2-2018        | 2-2019 | +/-    |
| Hugo                | 62           | 58       | -6.5%  | 38           | 41       | +7.9%  | \$252,000          | \$359,110 | +42.5% | 60             | 52     | -13.3% | 1.7           | 1.5    | -11.8% |
| Inver Grove Heights | 78           | 65       | -16.7% | 60           | 41       | -31.7% | \$234,000          | \$238,400 | +1.9%  | 67             | 44     | -34.3% | 1.4           | 1.0    | -28.6% |
| Isanti              | 40           | 46       | +15.0% | 20           | 38       | +90.0% | \$214,000          | \$213,900 | -0.0%  | 38             | 40     | +5.3%  | 1.8           | 1.5    | -16.7% |
| Lakeville           | 259          | 250      | -3.5%  | 119          | 120      | +0.8%  | \$349,650          | \$345,000 | -1.3%  | 267            | 231    | -13.5% | 2.5           | 2.1    | -16.0% |
| Lino Lakes          | 69           | 75       | +8.7%  | 44           | 37       | -15.9% | \$297,750          | \$285,000 | -4.3%  | 81             | 65     | -19.8% | 2.6           | 2.0    | -23.1% |
| Maplewood           | 58           | 67       | +15.5% | 48           | 48       | 0.0%   | \$210,000          | \$243,500 | +16.0% | 42             | 41     | -2.4%  | 0.8           | 0.9    | +12.5% |
| Mounds View         | 10           | 16       | +60.0% | 15           | 14       | -6.7%  | \$238,650          | \$233,750 | -2.1%  | 14             | 10     | -28.6% | 1.2           | 0.9    | -25.0% |
| Oakdale             | 48           | 51       | +6.3%  | 51           | 34       | -33.3% | \$237,000          | \$212,500 | -10.3% | 26             | 23     | -11.5% | 0.6           | 0.6    | 0.0%   |
| Oak Grove           | 12           | 22       | +83.3% | 11           | 9        | -18.2% | \$360,000          | \$304,500 | -15.4% | 21             | 22     | +4.8%  | 1.9           | 2.1    | +10.5% |
| Ramsey              | 103          | 69       | -33.0% | 55           | 62       | +12.7% | \$235,000          | \$273,500 | +16.4% | 78             | 57     | -26.9% | 1.6           | 1.2    | -25.0% |
| Rosemount           | 101          | 112      | +10.9% | 41           | 54       | +31.7% | \$268,950          | \$287,000 | +6.7%  | 82             | 72     | -12.2% | 2.0           | 1.7    | -15.0% |
| Roseville           | 63           | 63       | 0.0%   | 55           | 49       | -10.9% | \$234,900          | \$266,000 | +13.2% | 51             | 39     | -23.5% | 1.2           | 1.0    | -16.7% |
| Shoreview           | 61           | 51       | -16.4% | 46           | 40       | -13.0% | \$245,000          | \$268,500 | +9.6%  | 29             | 39     | +34.5% | 0.8           | 1.2    | +50.0% |
| Spring Lake Park    | 11           | 8        | -27.3% | 10           | 13       | +30.0% | \$208,250          | \$199,900 | -4.0%  | 7              | 4      | -42.9% | 0.8           | 0.4    | -50.0% |
| Saint Francis       | 22           | 26       | +18.2% | 21           | 14       | -33.3% | \$213,400          | \$227,500 | +6.6%  | 24             | 21     | -12.5% | 1.3           | 1.6    | +23.1% |
| Saint Paul          | 494          | 461      | -6.7%  | 387          | 360      | -7.0%  | \$198,000          | \$199,000 | +0.5%  | 376            | 332    | -11.7% | 1.2           | 1.1    | -8.3%  |
| Stillwater          | 67           | 67       | 0.0%   | 35           | 49       | +40.0% | \$299,000          | \$345,000 | +15.4% | 85             | 71     | -16.5% | 2.5           | 2.0    | -20.0% |
| White Bear Lake     | 63           | 33       | -47.6% | 42           | 31       | -26.2% | \$224,400          | \$255,000 | +13.6% | 28             | 18     | -35.7% | 0.8           | 0.5    | -37.5% |
| Woodbury            | 254          | 251      | -1.2%  | 134          | 148      | +10.4% | \$315,650          | \$360,525 | +14.2% | 209            | 249    | +19.1% | 1.6           | 1.9    | +18.8% |
| Zimmerman           | 66           | 30       | -54.5% | 22           | 23       | +4.5%  | \$203,450          | \$258,750 | +27.2% | 59             | 44     | -25.4% | 2.1           | 1.9    | -9.5%  |