

Local Market Update – December 2019

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



- 10.5%

+ 4.2%

+ 3.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

White Bear Lake

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	19	17	-10.5%	505	444	-12.1%
Closed Sales	24	25	+ 4.2%	444	367	-17.3%
Median Sales Price*	\$245,000	\$252,580	+ 3.1%	\$244,900	\$260,000	+ 6.2%
Average Sales Price*	\$287,050	\$262,031	-8.7%	\$266,640	\$270,690	+ 1.5%
Price Per Square Foot*	\$165	\$152	-7.6%	\$153	\$159	+ 4.3%
Percent of Original List Price Received*	98.6%	96.8%	-1.8%	99.3%	99.6%	+ 0.3%
Days on Market Until Sale	36	46	+ 27.8%	29	32	+ 10.3%
Inventory of Homes for Sale	23	34	+ 47.8%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--

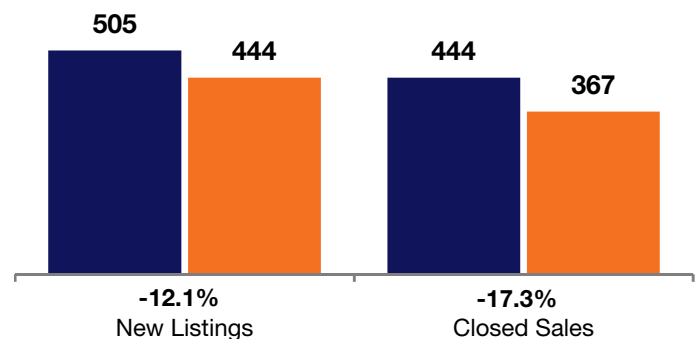
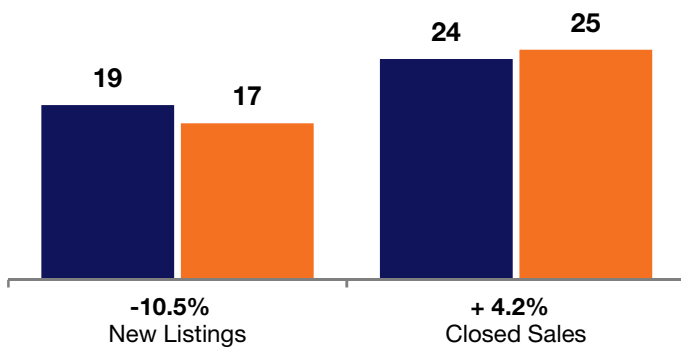
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2018 ■ 2019

Year to Date

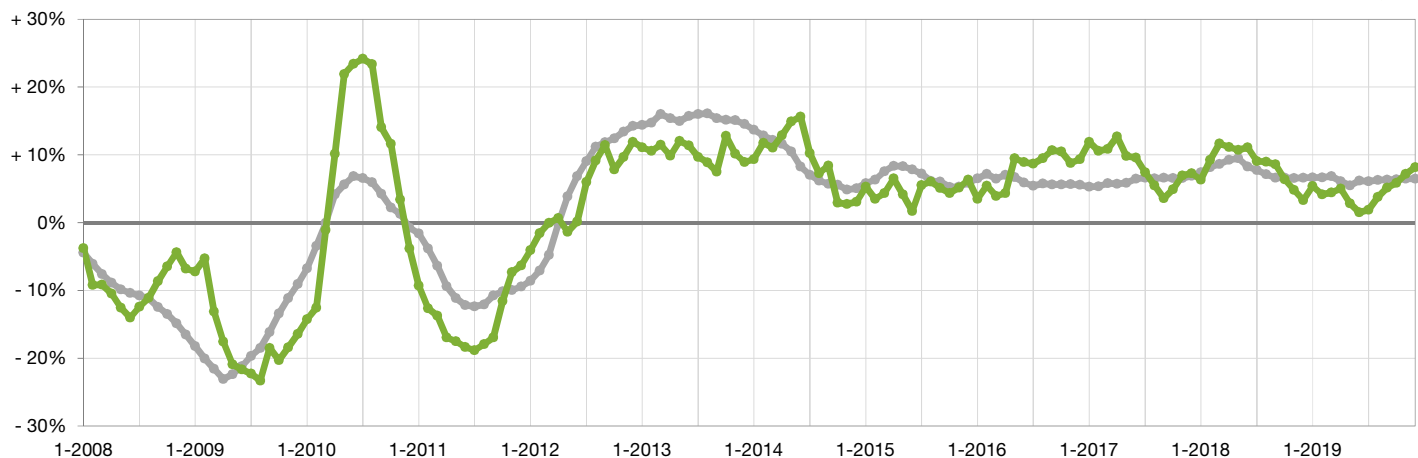
■ 2018 ■ 2019



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

16-County Twin Cities Region

White Bear Lake



** 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.