

# Local Market Update – August 2020

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



**+ 16.1%**

**+ 3.4%**

**+ 21.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

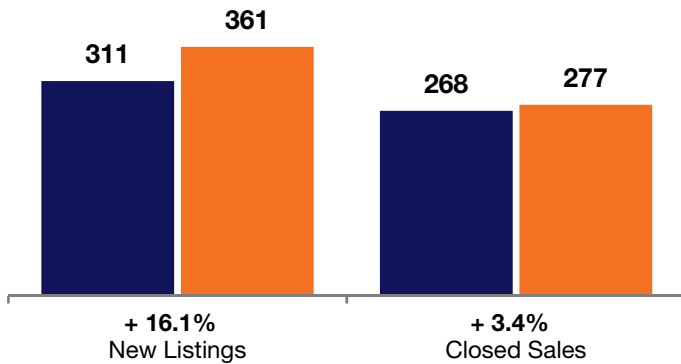
## Brainerd MSA

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	311	<b>361</b>	+ 16.1%	2,324	<b>2,124</b>	-8.6%
Closed Sales	268	<b>277</b>	+ 3.4%	1,371	<b>1,499</b>	+ 9.3%
Median Sales Price*	\$220,000	<b>\$266,900</b>	+ 21.3%	\$218,000	<b>\$240,000</b>	+ 10.1%
Average Sales Price*	\$291,969	<b>\$353,514</b>	+ 21.1%	\$269,496	<b>\$309,885</b>	+ 15.0%
Price Per Square Foot*	\$147	<b>\$174</b>	+ 18.7%	\$145	<b>\$166</b>	+ 14.6%
Percent of Original List Price Received*	95.4%	<b>96.5%</b>	+ 1.2%	95.3%	<b>95.8%</b>	+ 0.5%
Days on Market Until Sale	90	<b>101</b>	+ 12.2%	107	<b>109</b>	+ 1.9%
Inventory of Homes for Sale	1,095	<b>539</b>	-50.8%	--	--	--
Months Supply of Inventory	6.3	<b>2.7</b>	-57.1%	--	--	--

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

### August

■ 2019 ■ 2020



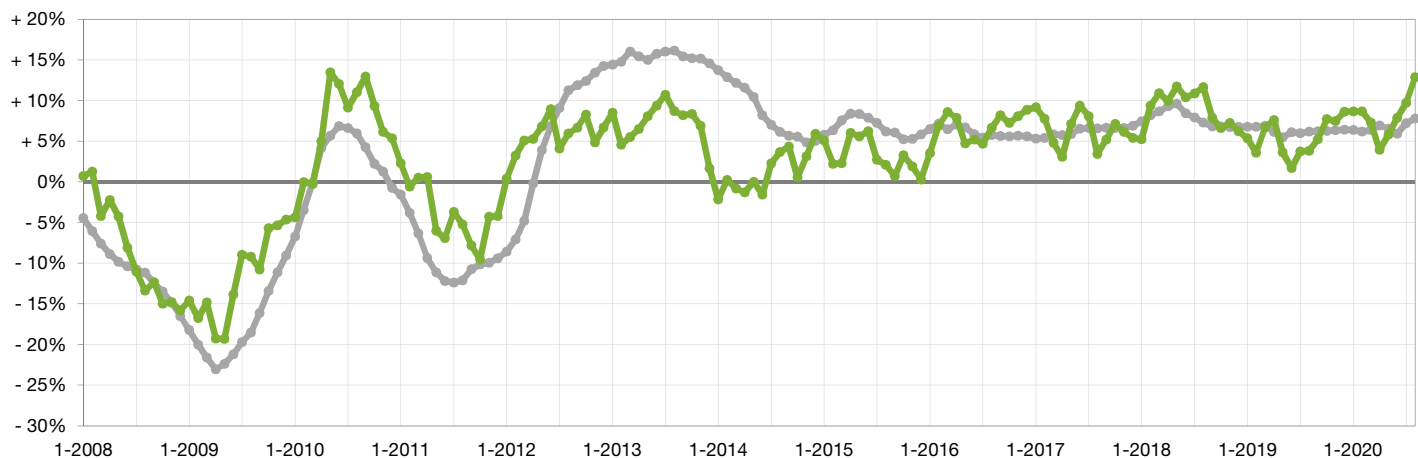
### Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region —  
Brainerd MSA —



\*\* 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.