

Local Market Update – August 2020

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



+ 29.8%

+ 2.1%

+ 7.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

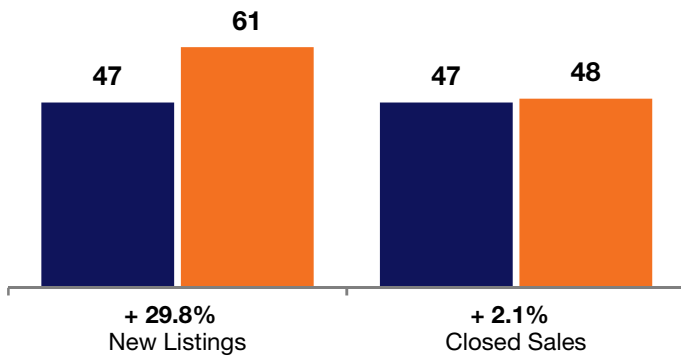
Crystal

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	47	61	+ 29.8%	343	319	-7.0%
Closed Sales	47	48	+ 2.1%	288	241	-16.3%
Median Sales Price*	\$246,000	\$265,000	+ 7.7%	\$233,000	\$255,000	+ 9.4%
Average Sales Price*	\$240,018	\$271,214	+ 13.0%	\$236,026	\$255,194	+ 8.1%
Price Per Square Foot*	\$150	\$162	+ 7.8%	\$148	\$155	+ 5.1%
Percent of Original List Price Received*	102.2%	104.4%	+ 2.2%	101.7%	102.2%	+ 0.5%
Days on Market Until Sale	15	14	-6.7%	26	21	-19.2%
Inventory of Homes for Sale	44	42	-4.5%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

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

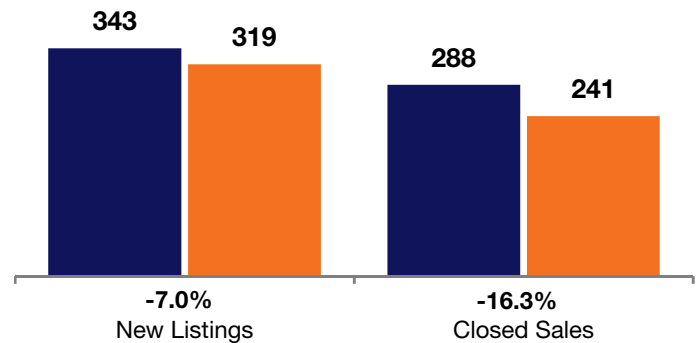
August

■ 2019 ■ 2020



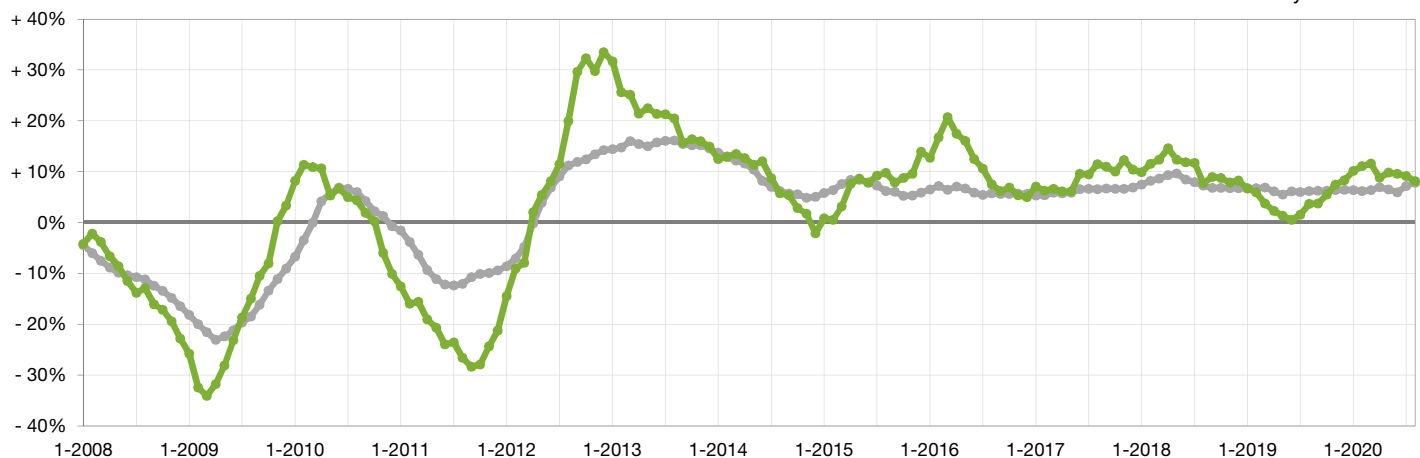
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region — 16-County Twin Cities Region
Crystal — Crystal



** 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.