

Local Market Update – August 2020

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



Folwell

- 44.4%

+ 41.7%

+ 16.7%

Change in
New Listings

Change in
Closed Sales

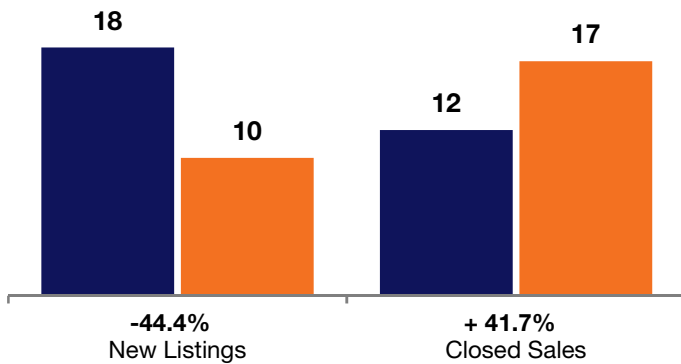
Change in
Median Sales Price

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	18	10	-44.4%	99	87	-12.1%
Closed Sales	12	17	+ 41.7%	58	79	+ 36.2%
Median Sales Price*	\$180,000	\$210,065	+ 16.7%	\$166,250	\$198,900	+ 19.6%
Average Sales Price*	\$182,240	\$207,010	+ 13.6%	\$170,494	\$194,819	+ 14.3%
Price Per Square Foot*	\$133	\$148	+ 11.2%	\$130	\$139	+ 6.8%
Percent of Original List Price Received*	103.0%	103.3%	+ 0.3%	102.4%	100.8%	-1.6%
Days on Market Until Sale	21	16	-23.8%	31	41	+ 32.3%
Inventory of Homes for Sale	27	9	-66.7%	--	--	--
Months Supply of Inventory	3.1	0.9	-71.0%	--	--	--

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

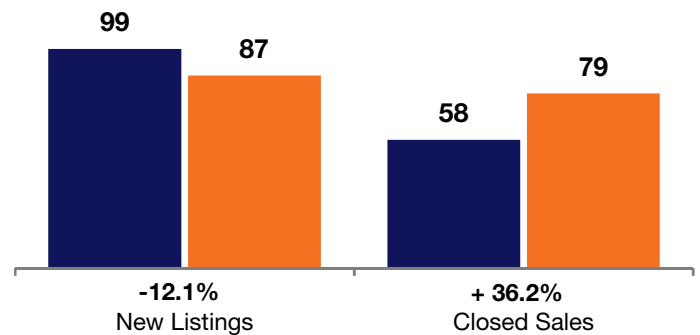
August

■ 2019 ■ 2020



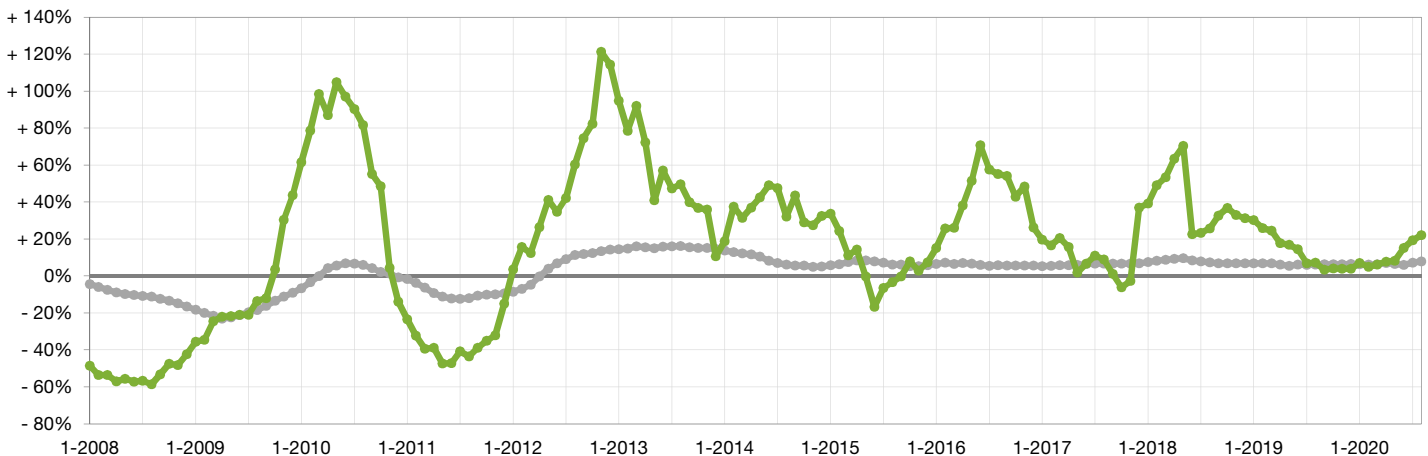
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region — 16-County Twin Cities Region
Folwell — Folwell



** 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.