

Local Market Update – August 2020

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



Isanti

- 43.2%

+ 3.8%

+ 4.8%

Change in
New Listings

Change in
Closed Sales

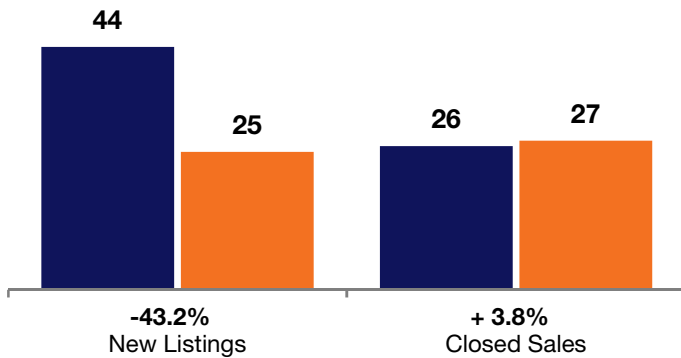
Change in
Median Sales Price

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	44	25	-43.2%	251	232	-7.6%
Closed Sales	26	27	+ 3.8%	180	180	0.0%
Median Sales Price*	\$231,000	\$242,000	+ 4.8%	\$229,250	\$243,000	+ 6.0%
Average Sales Price*	\$247,942	\$247,285	-0.3%	\$228,074	\$245,519	+ 7.6%
Price Per Square Foot*	\$151	\$144	-4.4%	\$141	\$152	+ 7.7%
Percent of Original List Price Received*	99.4%	102.6%	+ 3.2%	100.0%	100.9%	+ 0.9%
Days on Market Until Sale	39	19	-51.3%	54	44	-18.5%
Inventory of Homes for Sale	76	32	-57.9%	--	--	--
Months Supply of Inventory	3.3	1.3	-60.6%	--	--	--

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

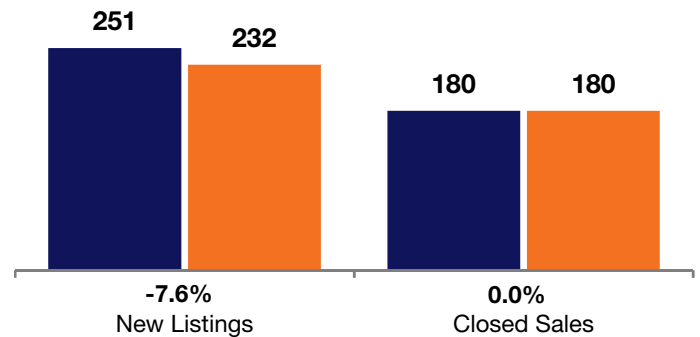
August

■ 2019 ■ 2020



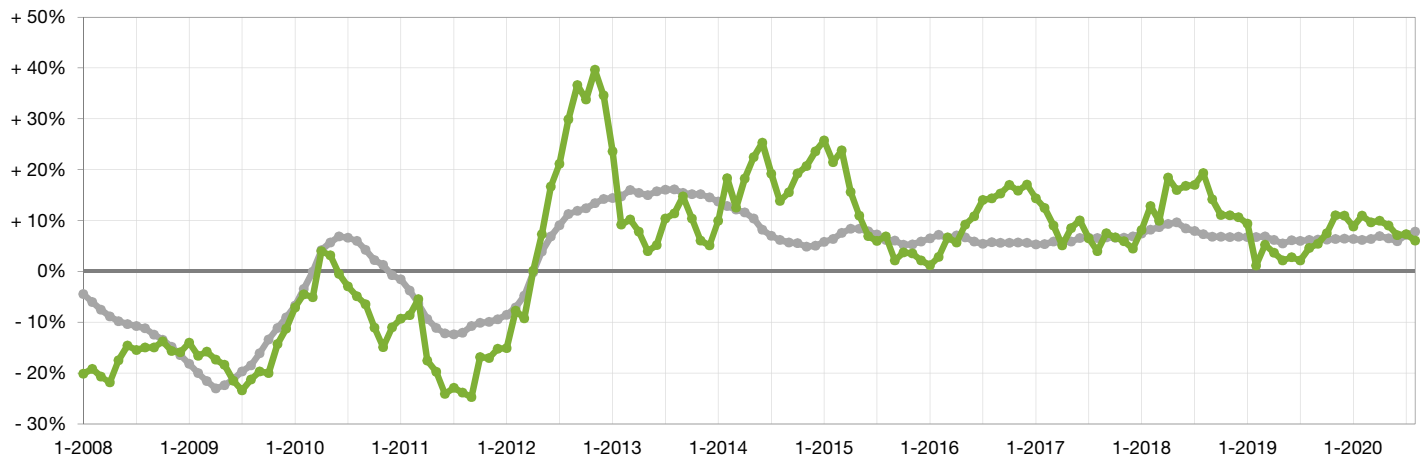
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region — 16-County Twin Cities Region
Isanti — Isanti



** 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.