



Saint Paul – Payne-Phalen

- 32.8%

- 13.9%

+ 7.6%

Change in
New Listings

Change in
Closed Sales

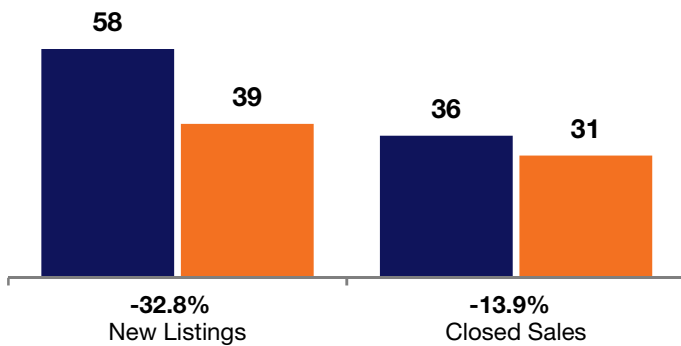
Change in
Median Sales Price

| | August | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 58 | 39 | -32.8% | 331 | 311 | -6.0% |
| Closed Sales | 36 | 31 | -13.9% | 243 | 258 | + 6.2% |
| Median Sales Price* | \$214,750 | \$231,000 | + 7.6% | \$201,000 | \$205,000 | + 2.0% |
| Average Sales Price* | \$214,783 | \$223,511 | + 4.1% | \$199,953 | \$203,468 | + 1.8% |
| Price Per Square Foot* | \$138 | \$143 | + 3.5% | \$138 | \$142 | + 3.1% |
| Percent of Original List Price Received* | 101.7% | 100.6% | -1.1% | 102.1% | 99.7% | -2.4% |
| Days on Market Until Sale | 20 | 36 | + 80.0% | 33 | 42 | + 27.3% |
| Inventory of Homes for Sale | 73 | 36 | -50.7% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.1 | -56.0% | -- | -- | -- |

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

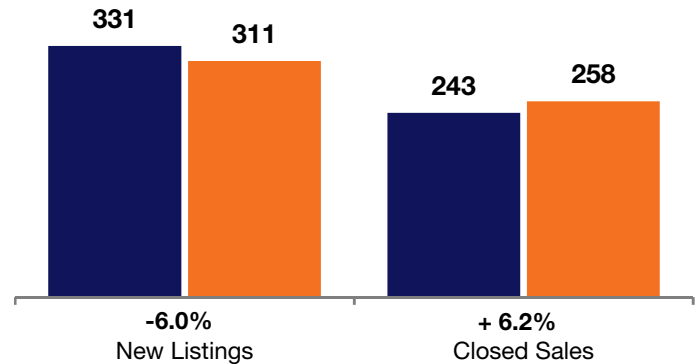
August

■ 2019 ■ 2020



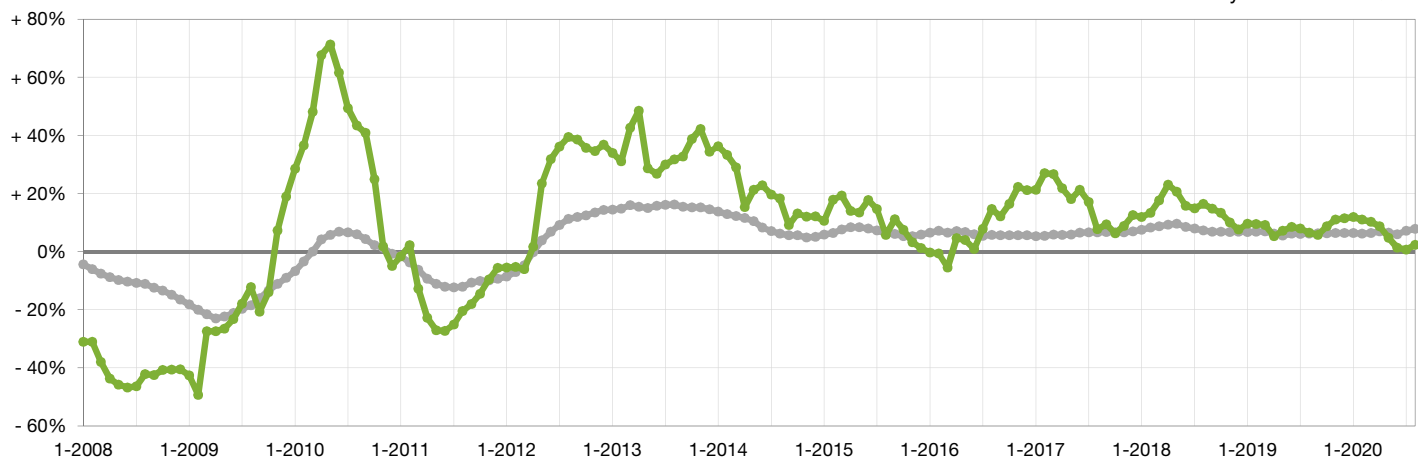
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region —
Saint Paul – Payne-Phalen —



** 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.