

Local Market Update – August 2020

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



- 2.9%

+ 25.9%

+ 35.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

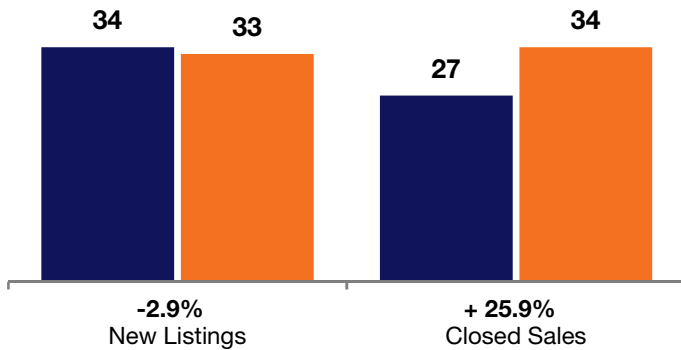
Waconia

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	34	33	-2.9%	222	219	-1.4%
Closed Sales	27	34	+ 25.9%	166	181	+ 9.0%
Median Sales Price*	\$264,900	\$358,750	+ 35.4%	\$314,950	\$324,950	+ 3.2%
Average Sales Price*	\$287,859	\$416,444	+ 44.7%	\$329,965	\$363,433	+ 10.1%
Price Per Square Foot*	\$150	\$166	+ 10.8%	\$149	\$153	+ 2.9%
Percent of Original List Price Received*	98.0%	100.4%	+ 2.4%	98.6%	99.6%	+ 1.0%
Days on Market Until Sale	37	30	-18.9%	49	41	-16.3%
Inventory of Homes for Sale	39	23	-41.0%	--	--	--
Months Supply of Inventory	2.0	1.1	-45.0%	--	--	--

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

August

■ 2019 ■ 2020



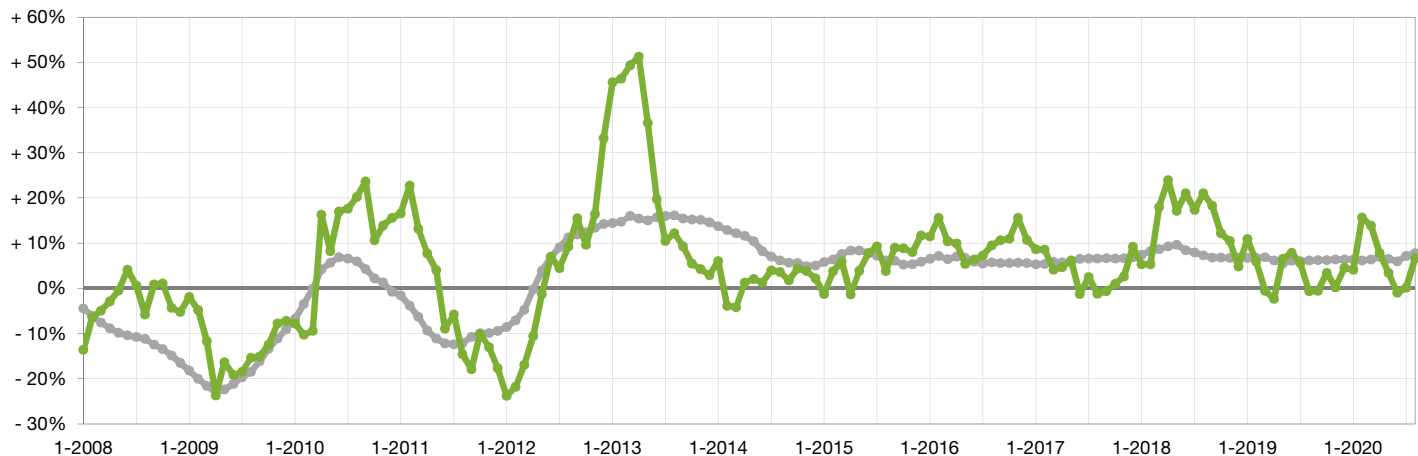
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region —
Waconia —



** 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.