

Local Market Update – August 2020

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



- 9.1%

+ 32.5%

+ 4.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

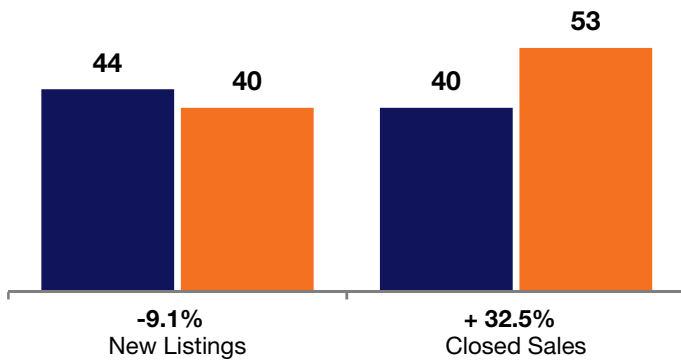
White Bear Lake

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	44	40	-9.1%	316	366	+ 15.8%
Closed Sales	40	53	+ 32.5%	239	316	+ 32.2%
Median Sales Price*	\$277,000	\$290,000	+ 4.7%	\$260,000	\$280,500	+ 7.9%
Average Sales Price*	\$275,430	\$348,689	+ 26.6%	\$267,707	\$302,489	+ 13.0%
Price Per Square Foot*	\$159	\$178	+ 11.7%	\$157	\$166	+ 5.6%
Percent of Original List Price Received*	99.6%	102.0%	+ 2.4%	100.0%	100.4%	+ 0.4%
Days on Market Until Sale	30	24	-20.0%	29	32	+ 10.3%
Inventory of Homes for Sale	51	30	-41.2%	--	--	--
Months Supply of Inventory	1.7	0.8	-52.9%	--	--	--

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

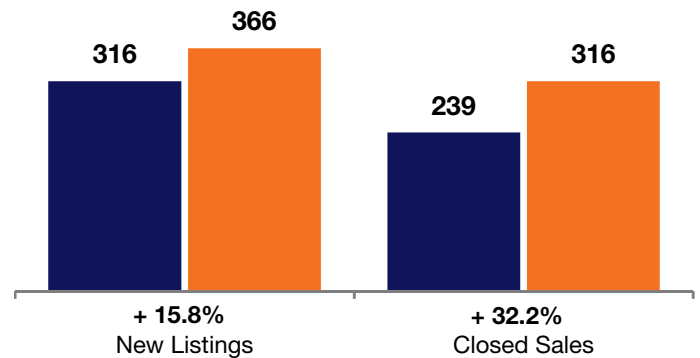
August

■ 2019 ■ 2020



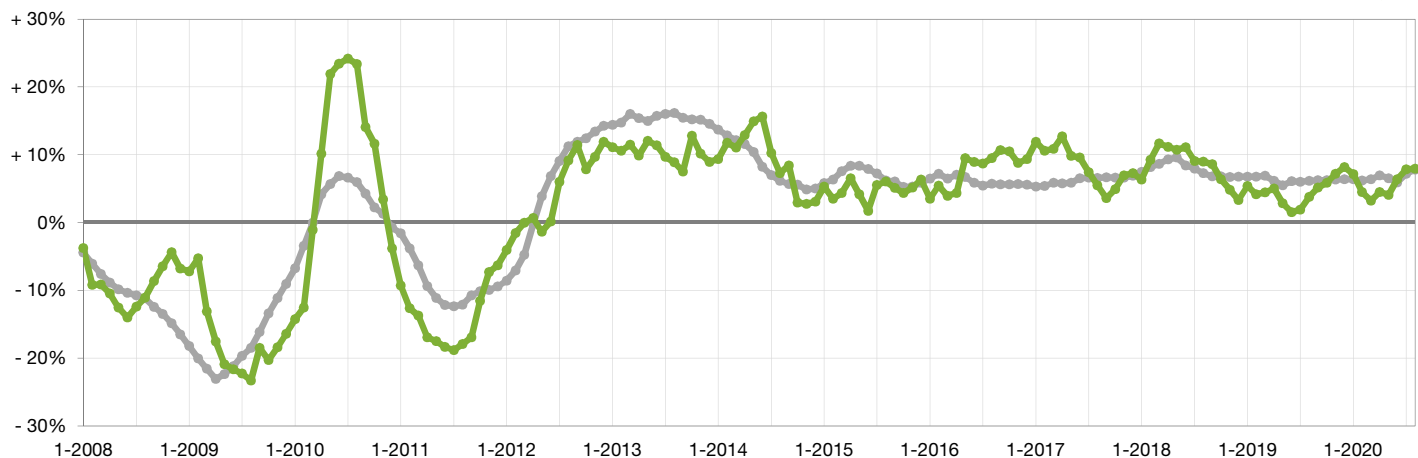
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region —
White Bear Lake —



** 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.