

Local Market Update – August 2020

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



- 17.6%

+ 50.0%

+ 4.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

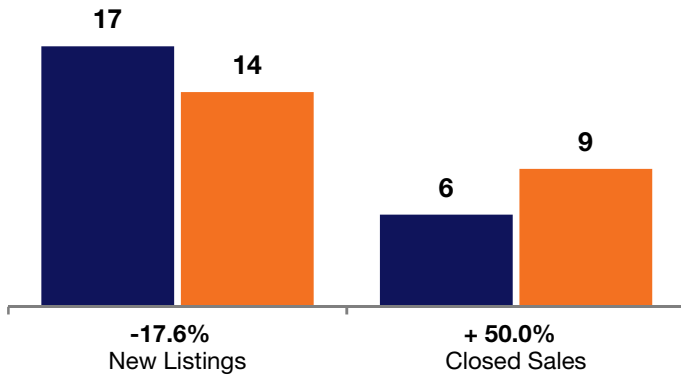
Willard-Hay

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	17	14	-17.6%	88	83	-5.7%
Closed Sales	6	9	+ 50.0%	74	68	-8.1%
Median Sales Price*	\$238,450	\$250,000	+ 4.8%	\$198,450	\$228,750	+ 15.3%
Average Sales Price*	\$217,300	\$248,333	+ 14.3%	\$201,853	\$226,938	+ 12.4%
Price Per Square Foot*	\$137	\$158	+ 15.2%	\$125	\$140	+ 11.8%
Percent of Original List Price Received*	99.7%	104.1%	+ 4.4%	101.2%	100.8%	-0.4%
Days on Market Until Sale	23	18	-21.7%	34	33	-2.9%
Inventory of Homes for Sale	17	10	-41.2%	--	--	--
Months Supply of Inventory	1.9	1.2	-36.8%	--	--	--

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

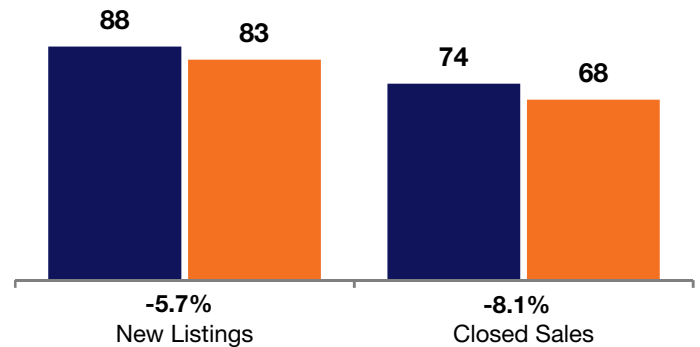
August

■ 2019 ■ 2020



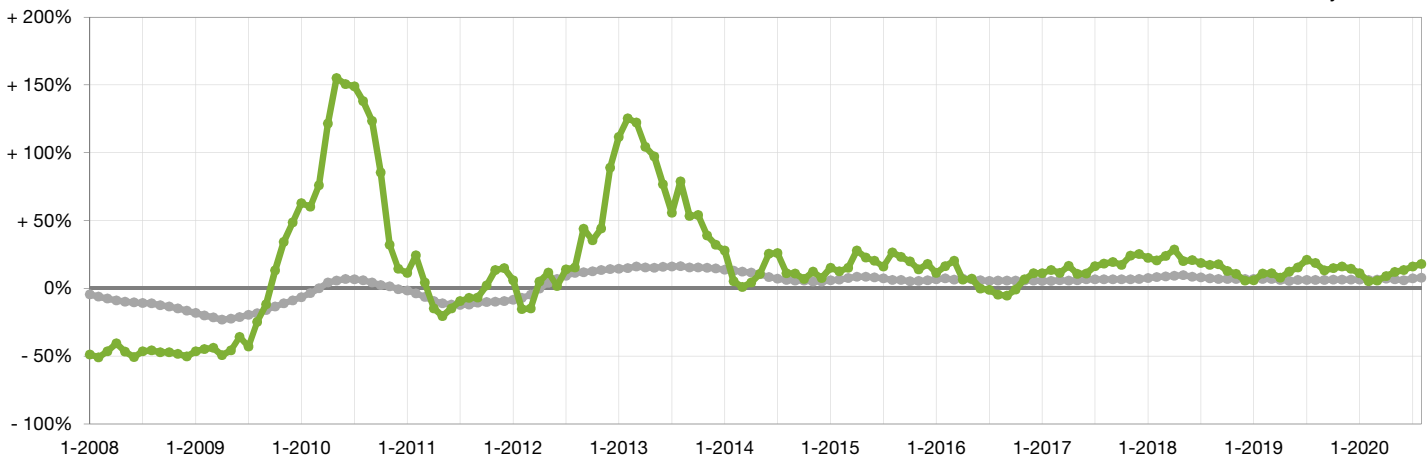
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region —
Willard-Hay —



** 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.