

Local Market Update for August 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

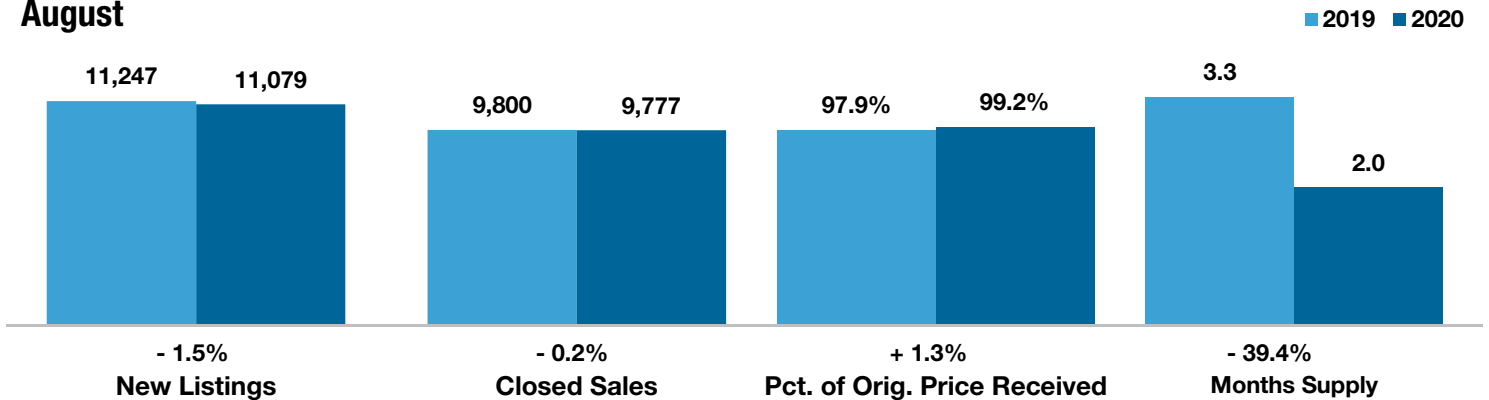


Entire State

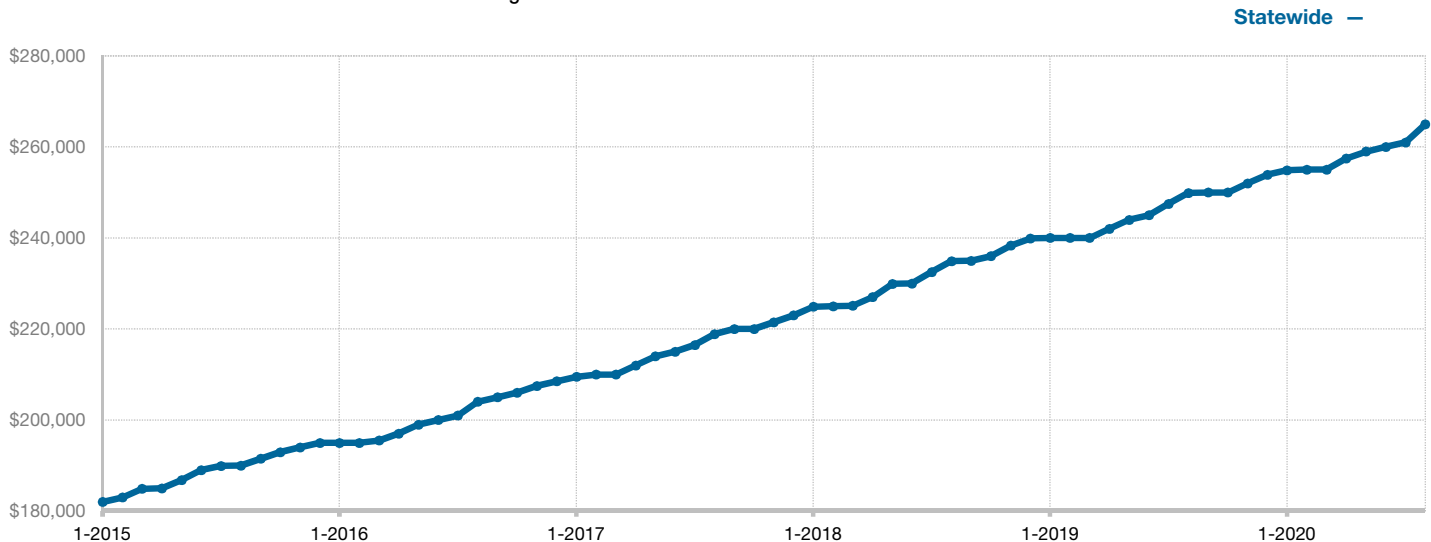
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	11,247	11,079	- 1.5%	81,987	76,829	- 6.3%
Pending Sales	8,827	10,268	+ 16.3%	60,900	64,157	+ 5.3%
Closed Sales	9,800	9,777	- 0.2%	56,793	56,752	- 0.1%
Median Sales Price*	\$259,000	\$283,075	+ 9.3%	\$255,000	\$270,000	+ 5.9%
Percent of Original List Price Received*	97.9%	99.2%	+ 1.3%	98.1%	98.4%	+ 0.3%
Days on Market Until Sale	42	42	0.0%	48	49	+ 2.1%
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

August



Historical Median Sales Price Rolling 12-Month Calculation



Monthly Indicators



August 2020

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

- 0.2% **+ 9.3%** **- 1.5%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **New Listings**

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Activity Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		11,247	11,079	- 1.5%	81,987	76,829	- 6.3%
Pending Sales		8,827	10,268	+ 16.3%	60,900	64,157	+ 5.3%
Closed Sales		9,800	9,777	- 0.2%	56,793	56,752	- 0.1%
Days on Market		42	42	0.0%	48	49	+ 2.1%
Median Sales Price		\$259,000	\$283,075	+ 9.3%	\$255,000	\$270,000	+ 5.9%
Avg. Sales Price		\$296,708	\$323,788	+ 9.1%	\$291,719	\$308,053	+ 5.6%
Pct. of Orig. Price Received		97.9%	99.2%	+ 1.3%	98.1%	98.4%	+ 0.3%
Affordability Index		167	161	- 3.6%	169	169	0.0%
Homes for Sale*		23,329	14,875	- 36.2%	--	--	--
Months Supply*		3.3	2.0	- 39.4%	--	--	--

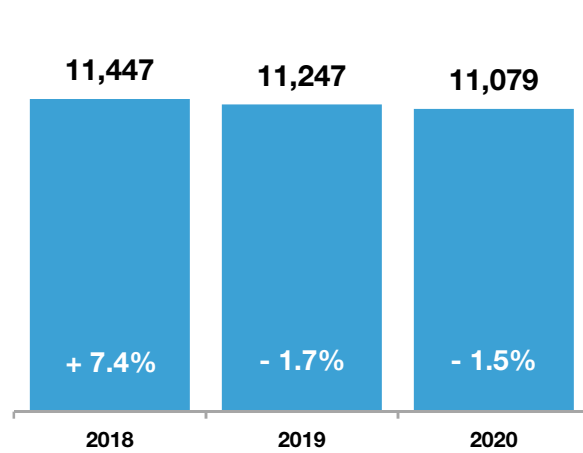
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

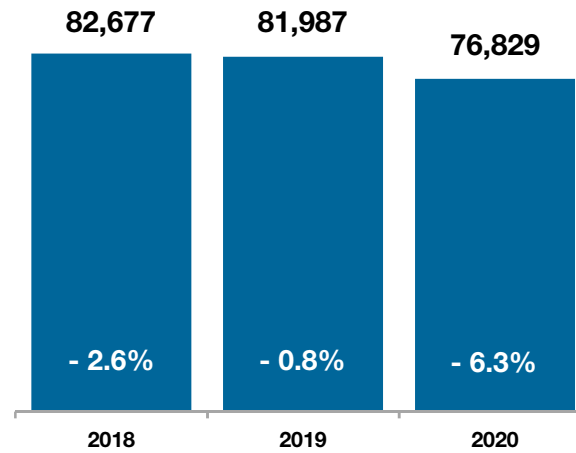
A count of the properties that have been newly listed on the market in a given month.



August

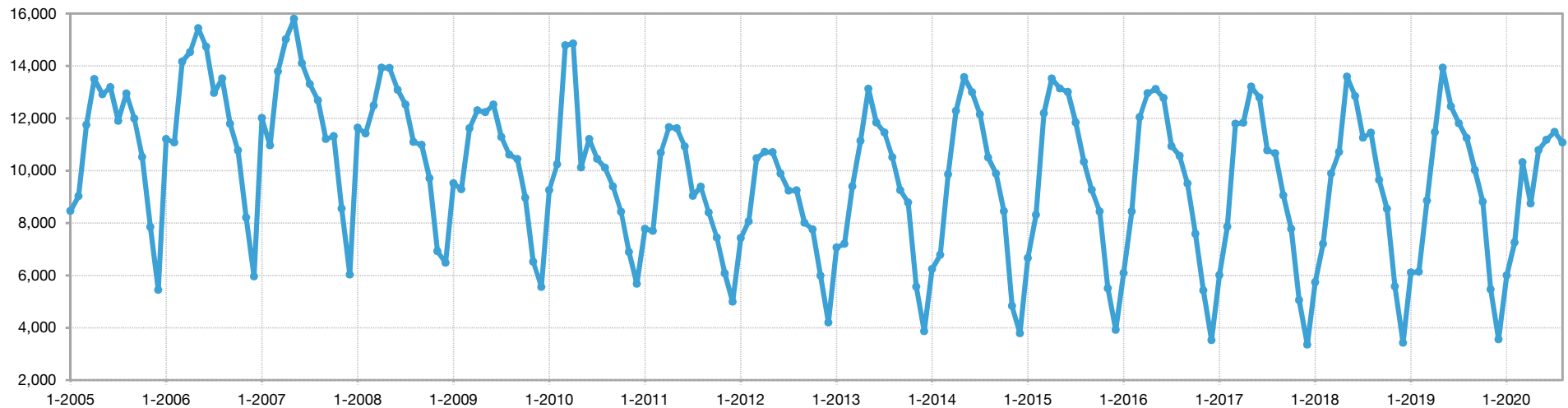


Year to Date



	New Listings	Prior Year	Percent Change
September 2019	10,015	9,643	+3.9%
October 2019	8,812	8,538	+3.2%
November 2019	5,460	5,577	-2.1%
December 2019	3,555	3,421	+3.9%
January 2020	6,000	6,102	-1.7%
February 2020	7,255	6,138	+18.2%
March 2020	10,324	8,847	+16.7%
April 2020	8,738	11,463	-23.8%
May 2020	10,783	13,929	-22.6%
June 2020	11,172	12,455	-10.3%
July 2020	11,478	11,806	-2.8%
August 2020	11,079	11,247	-1.5%
12-Month Avg	8,723	9,097	-4.1%

Historical New Listings by Month

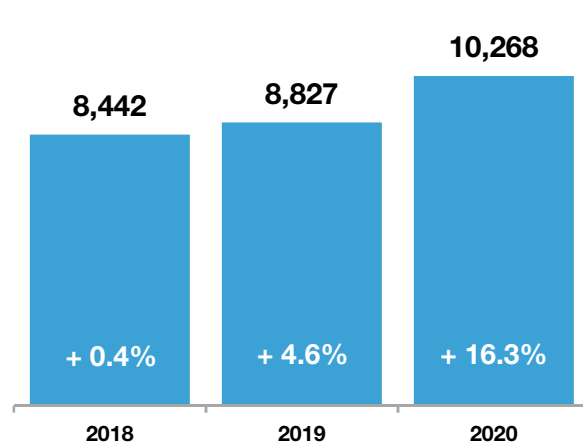


Pending Sales

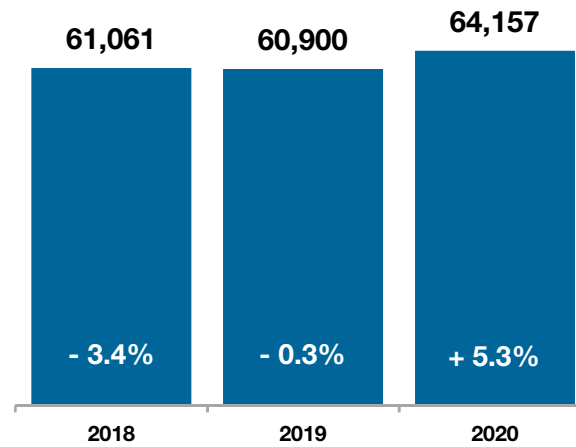
A count of the properties on which offers have been accepted in a given month.



August

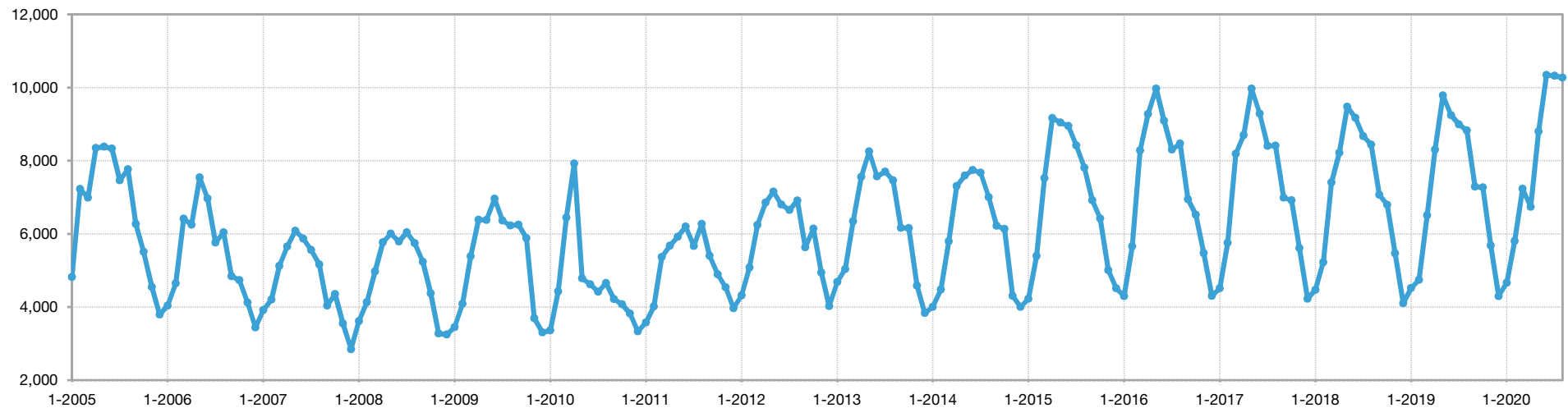


Year to Date



	Pending Sales	Prior Year	Percent Change
September 2019	7,290	7,067	+3.2%
October 2019	7,268	6,797	+6.9%
November 2019	5,679	5,467	+3.9%
December 2019	4,297	4,103	+4.7%
January 2020	4,664	4,515	+3.3%
February 2020	5,802	4,740	+22.4%
March 2020	7,234	6,507	+11.2%
April 2020	6,733	8,300	-18.9%
May 2020	8,798	9,779	-10.0%
June 2020	10,339	9,240	+11.9%
July 2020	10,319	8,992	+14.8%
August 2020	10,268	8,827	+16.3%
12-Month Avg	7,391	7,028	+5.2%

Historical Pending Sales by Month

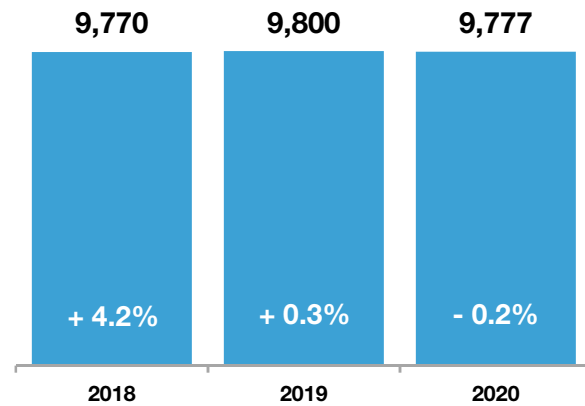


Closed Sales

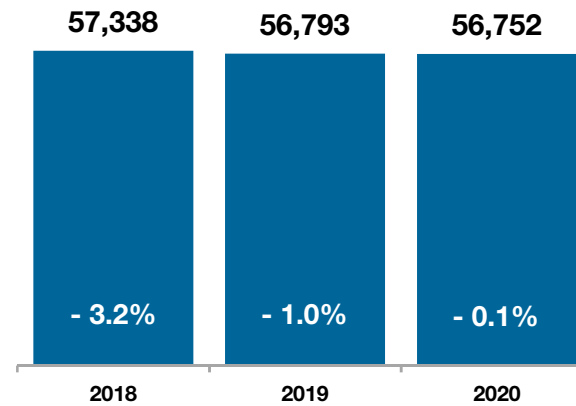
A count of the actual sales that closed in a given month.



August

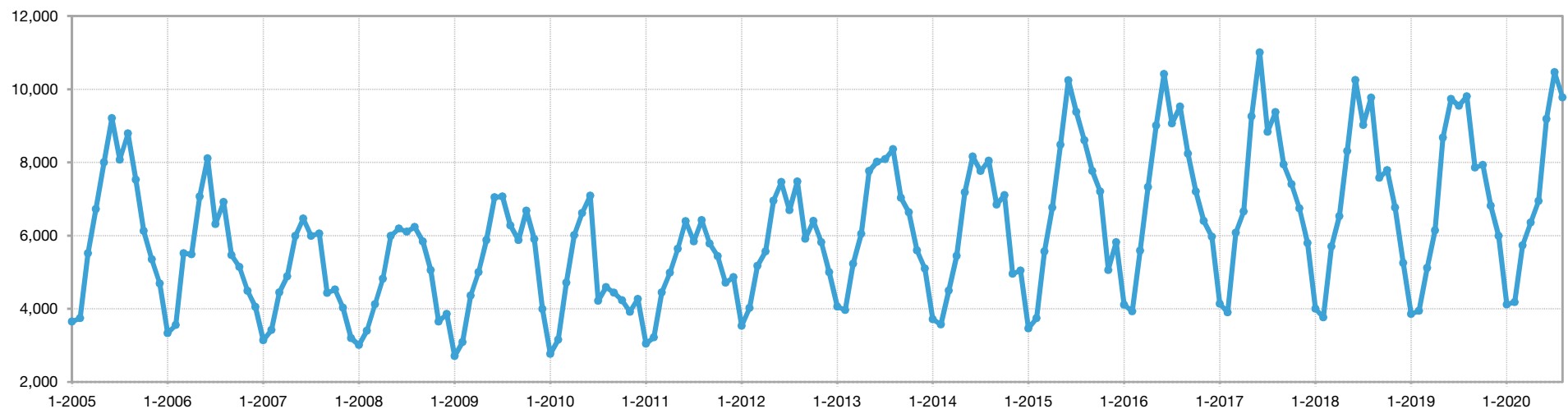


Year to Date



	Closed Sales	Prior Year	Percent Change
September 2019	7,856	7,576	+3.7%
October 2019	7,926	7,782	+1.9%
November 2019	6,818	6,766	+0.8%
December 2019	5,988	5,253	+14.0%
January 2020	4,115	3,853	+6.8%
February 2020	4,177	3,941	+6.0%
March 2020	5,730	5,112	+12.1%
April 2020	6,356	6,138	+3.6%
May 2020	6,948	8,673	-19.9%
June 2020	9,184	9,731	-5.6%
July 2020	10,465	9,545	+9.6%
August 2020	9,777	9,800	-0.2%
12-Month Avg	7,112	7,014	+1.4%

Historical Closed Sales by Month

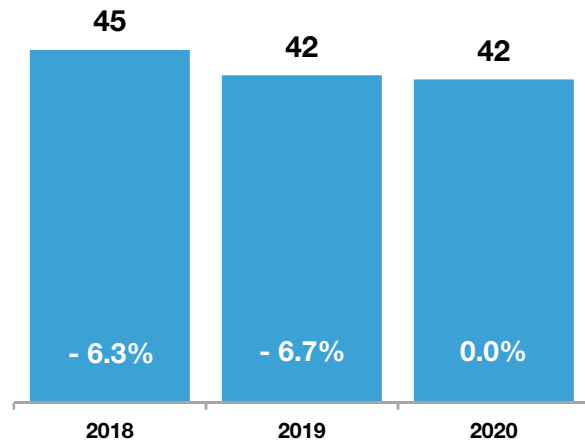


Days on Market Until Sale

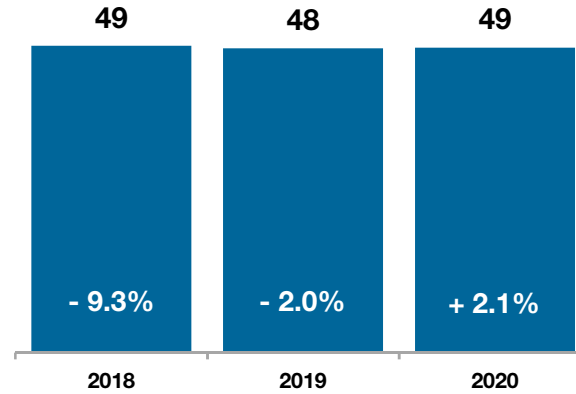
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

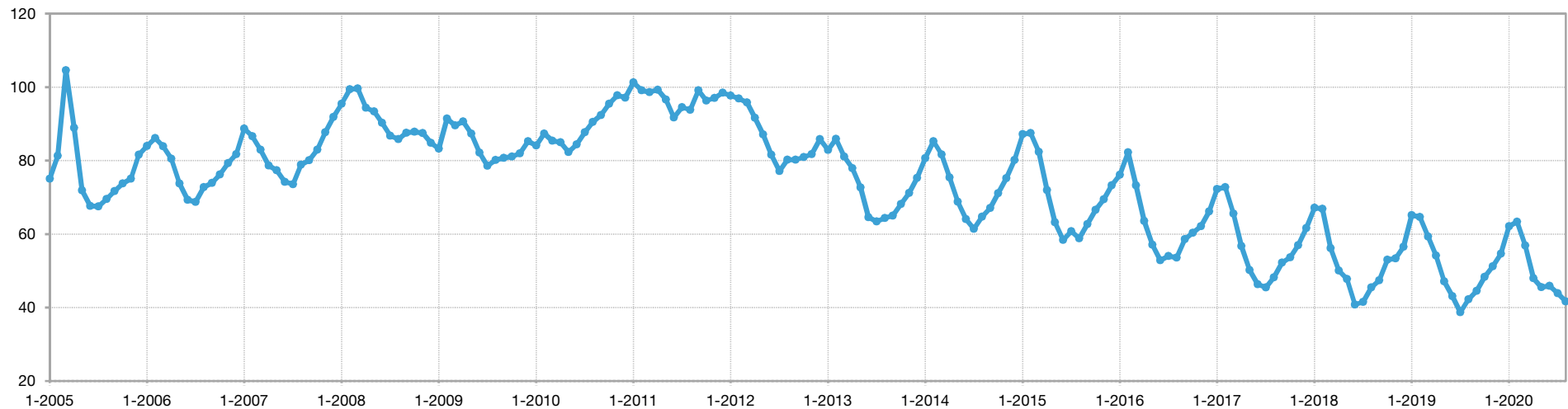


Year to Date



Days on Market	Prior Year	Percent Change	
September 2019	44	47	-6.4%
October 2019	48	53	-9.4%
November 2019	51	53	-3.8%
December 2019	55	57	-3.5%
January 2020	62	65	-4.6%
February 2020	63	65	-3.1%
March 2020	57	59	-3.4%
April 2020	48	54	-11.1%
May 2020	46	47	-2.1%
June 2020	46	43	+7.0%
July 2020	44	39	+12.8%
August 2020	42	42	0.0%
12-Month Avg	50	52	-3.8%

Historical Days on Market Until Sale by Month

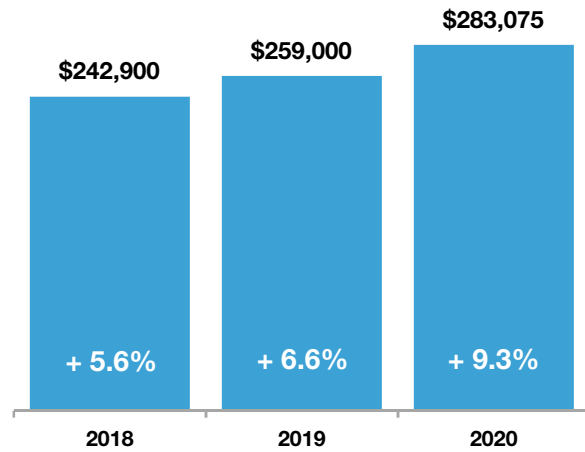


Median Sales Price

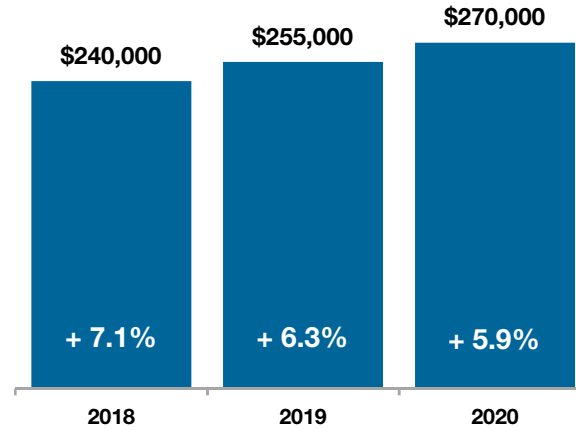


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

August

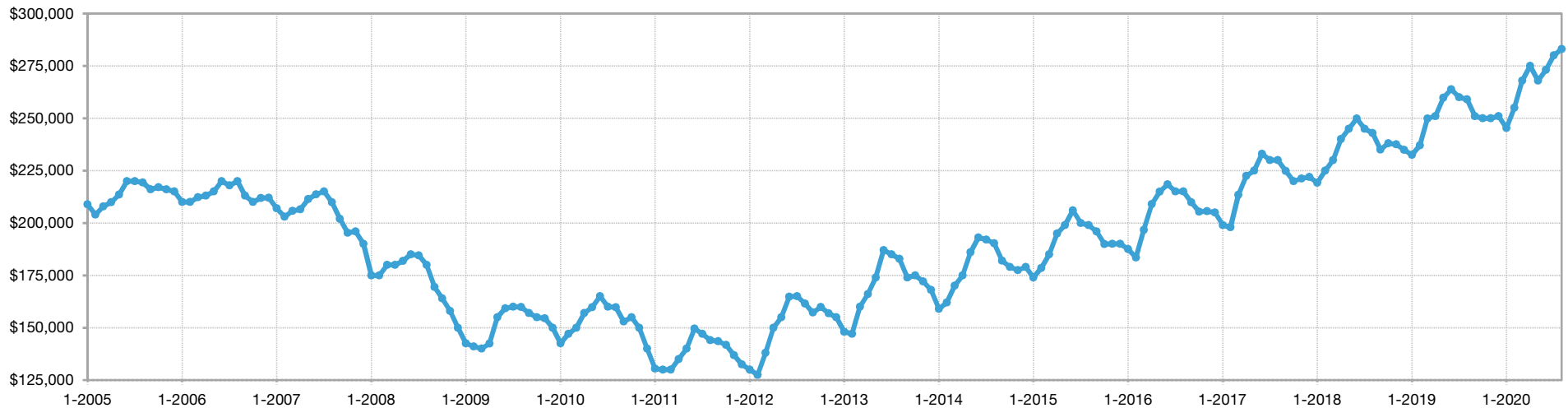


Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2019	\$251,000	\$235,000	+6.8%
October 2019	\$250,000	\$238,000	+5.0%
November 2019	\$250,000	\$237,500	+5.3%
December 2019	\$251,000	\$234,950	+6.8%
January 2020	\$245,400	\$232,575	+5.5%
February 2020	\$255,000	\$237,000	+7.6%
March 2020	\$267,950	\$249,900	+7.2%
April 2020	\$275,000	\$251,000	+9.6%
May 2020	\$268,000	\$259,850	+3.1%
June 2020	\$273,100	\$263,800	+3.5%
July 2020	\$280,000	\$260,000	+7.7%
August 2020	\$283,075	\$259,000	+9.3%
12-Month Avg	\$262,460	\$246,548	+6.5%

Historical Median Sales Price by Month

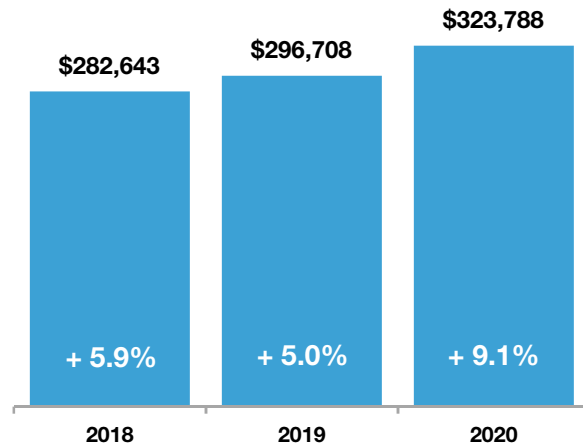


Average Sales Price

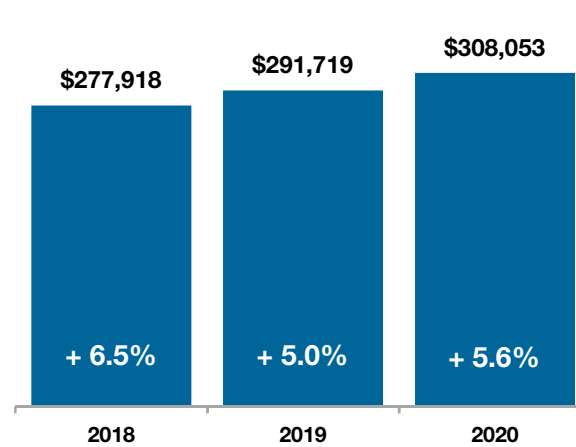
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2019	\$292,427	\$271,463	+7.7%
October 2019	\$289,434	\$275,137	+5.2%
November 2019	\$286,881	\$281,719	+1.8%
December 2019	\$291,730	\$276,940	+5.3%
January 2020	\$286,695	\$271,711	+5.5%
February 2020	\$289,350	\$273,237	+5.9%
March 2020	\$302,689	\$284,549	+6.4%
April 2020	\$306,396	\$289,963	+5.7%
May 2020	\$299,570	\$294,567	+1.7%
June 2020	\$308,279	\$301,259	+2.3%
July 2020	\$318,526	\$294,953	+8.0%
August 2020	\$323,788	\$296,708	+9.1%
12-Month Avg	\$299,647	\$284,351	+5.4%

Historical Average Sales Price by Month

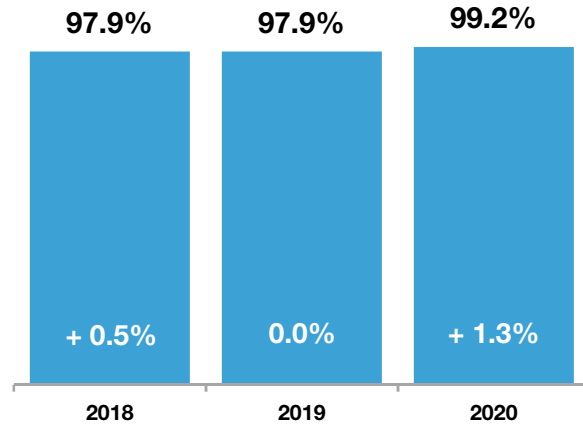


Percent of Original List Price Received

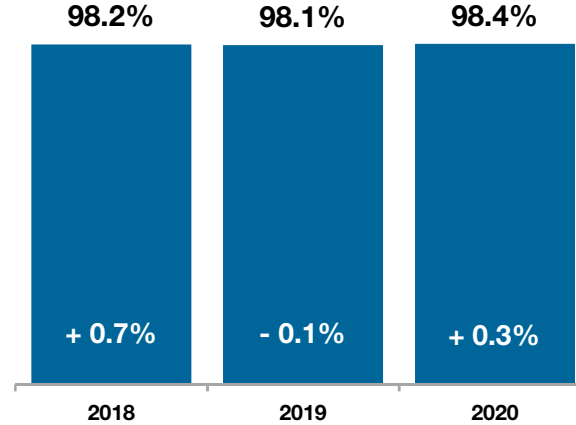


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August

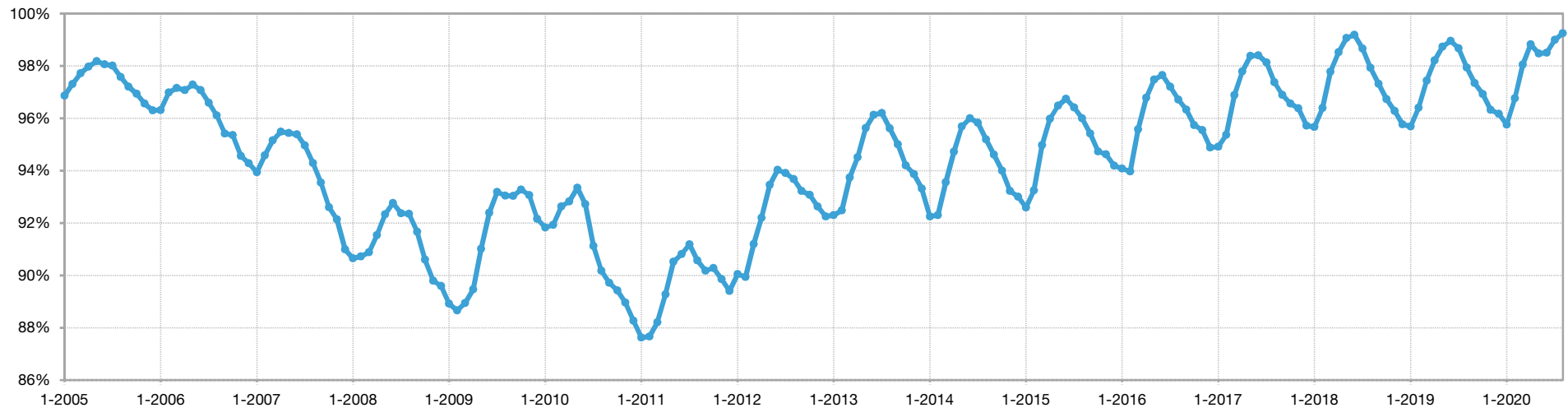


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2019	97.4%	97.3%	+0.1%
October 2019	96.9%	96.7%	+0.2%
November 2019	96.3%	96.3%	0.0%
December 2019	96.2%	95.8%	+0.4%
January 2020	95.8%	95.7%	+0.1%
February 2020	96.8%	96.4%	+0.4%
March 2020	98.0%	97.4%	+0.6%
April 2020	98.8%	98.2%	+0.6%
May 2020	98.5%	98.7%	-0.2%
June 2020	98.5%	99.0%	-0.5%
July 2020	99.0%	98.7%	+0.3%
August 2020	99.2%	97.9%	+1.3%
12-Month Avg	97.6%	97.3%	+0.3%

Historical Percent of Original List Price Received by Month

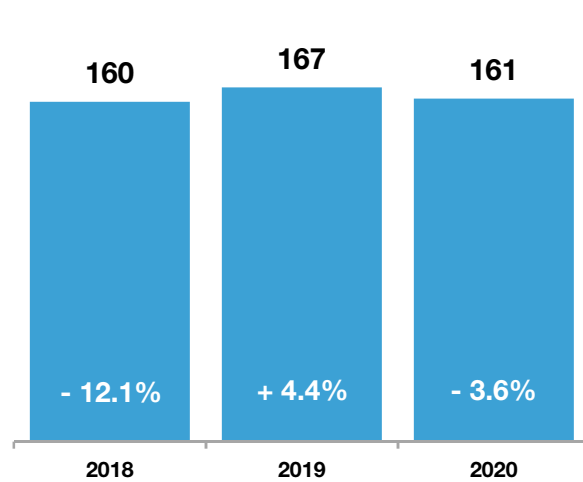


Housing Affordability Index

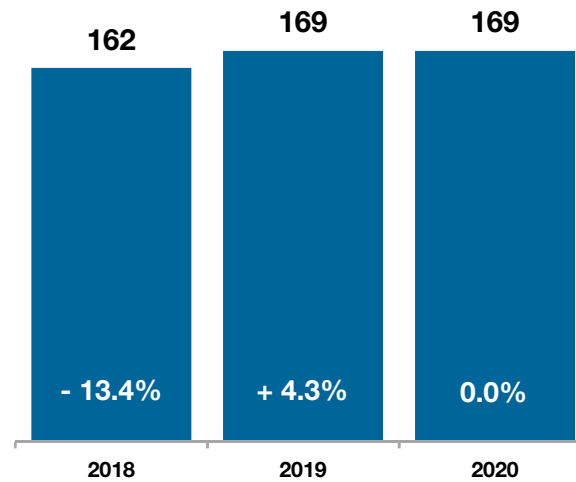


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

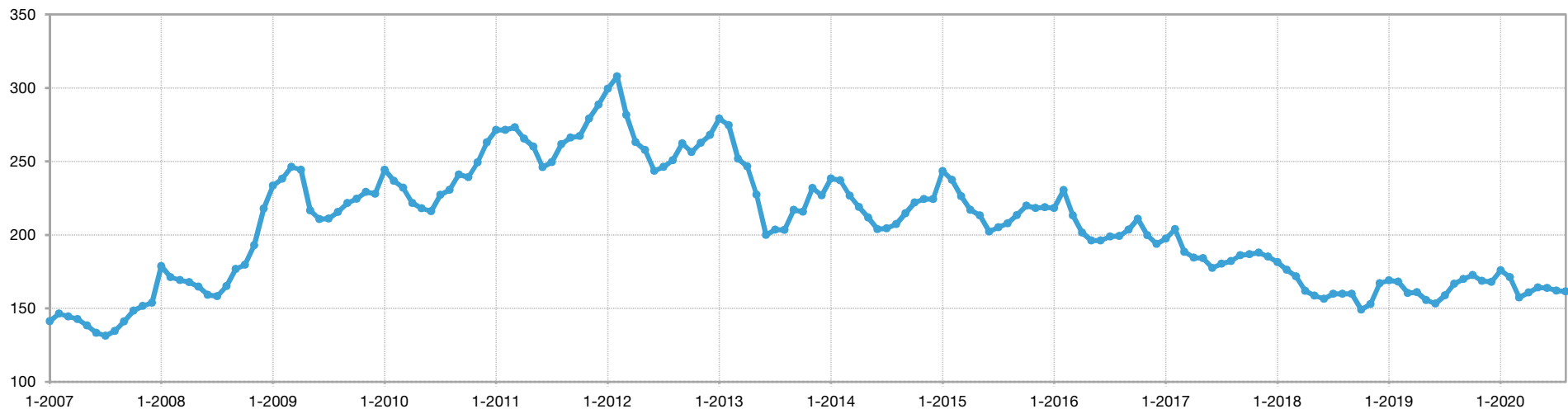


Year to Date



	Affordability Index	Prior Year	Percent Change
September 2019	170	160	+6.3%
October 2019	173	149	+16.1%
November 2019	169	153	+10.5%
December 2019	168	167	+0.6%
January 2020	176	169	+4.1%
February 2020	171	168	+1.8%
March 2020	157	160	-1.9%
April 2020	161	161	0.0%
May 2020	164	156	+5.1%
June 2020	164	153	+7.2%
July 2020	162	159	+1.9%
August 2020	161	167	-3.6%
12-Month Avg	166	160	+3.8%

Historical Housing Affordability Index by Month

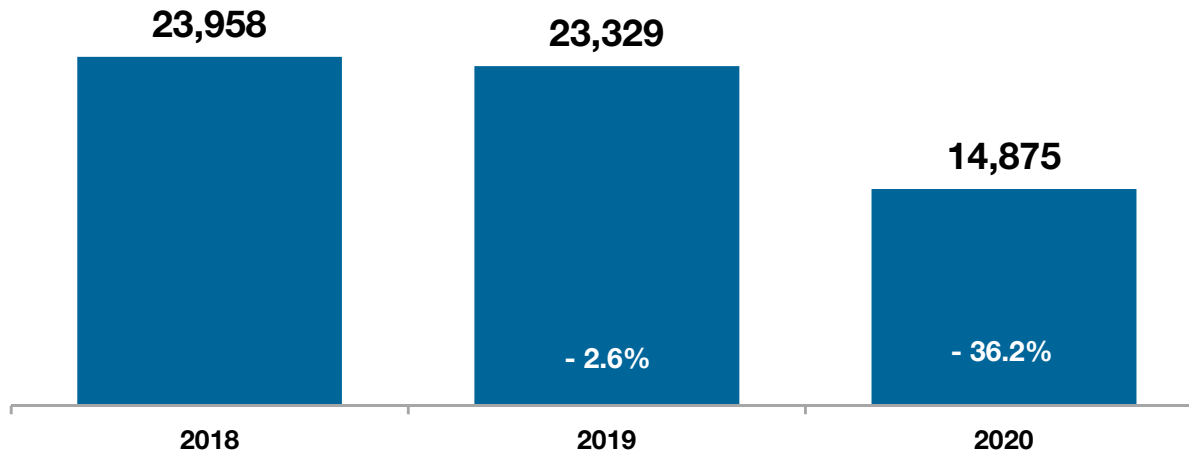


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

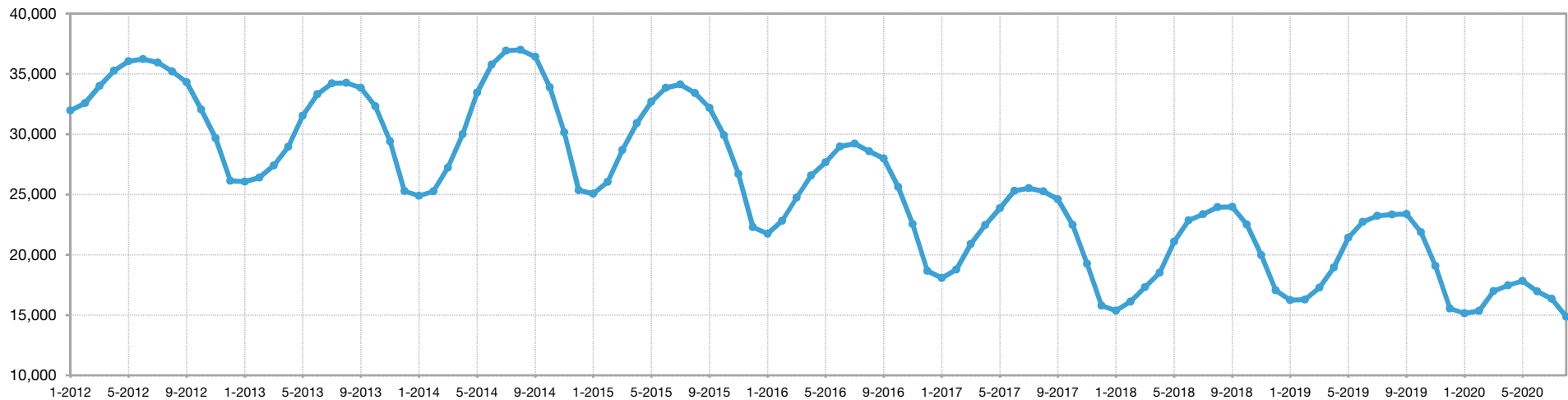


August



	Homes for Sale	Prior Year	Percent Change
September 2019	23,382	23,961	-2.4%
October 2019	21,875	22,502	-2.8%
November 2019	19,070	19,965	-4.5%
December 2019	15,542	17,047	-8.8%
January 2020	15,155	16,247	-6.7%
February 2020	15,351	16,280	-5.7%
March 2020	16,993	17,258	-1.5%
April 2020	17,464	18,944	-7.8%
May 2020	17,844	21,412	-16.7%
June 2020	16,969	22,733	-25.4%
July 2020	16,354	23,228	-29.6%
August 2020	14,875	23,329	-36.2%

Historical Inventory of Homes for Sale by Month



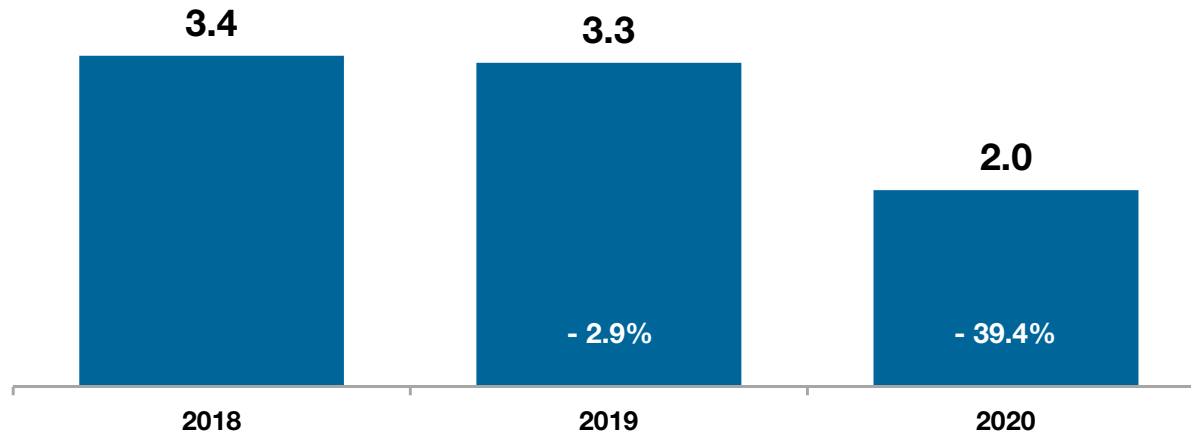
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

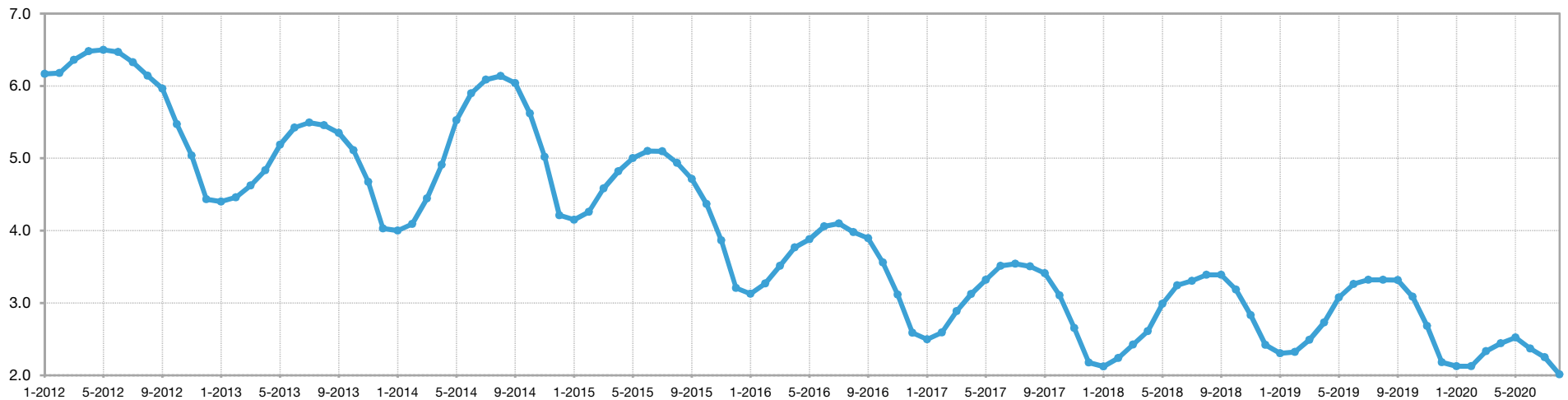


August



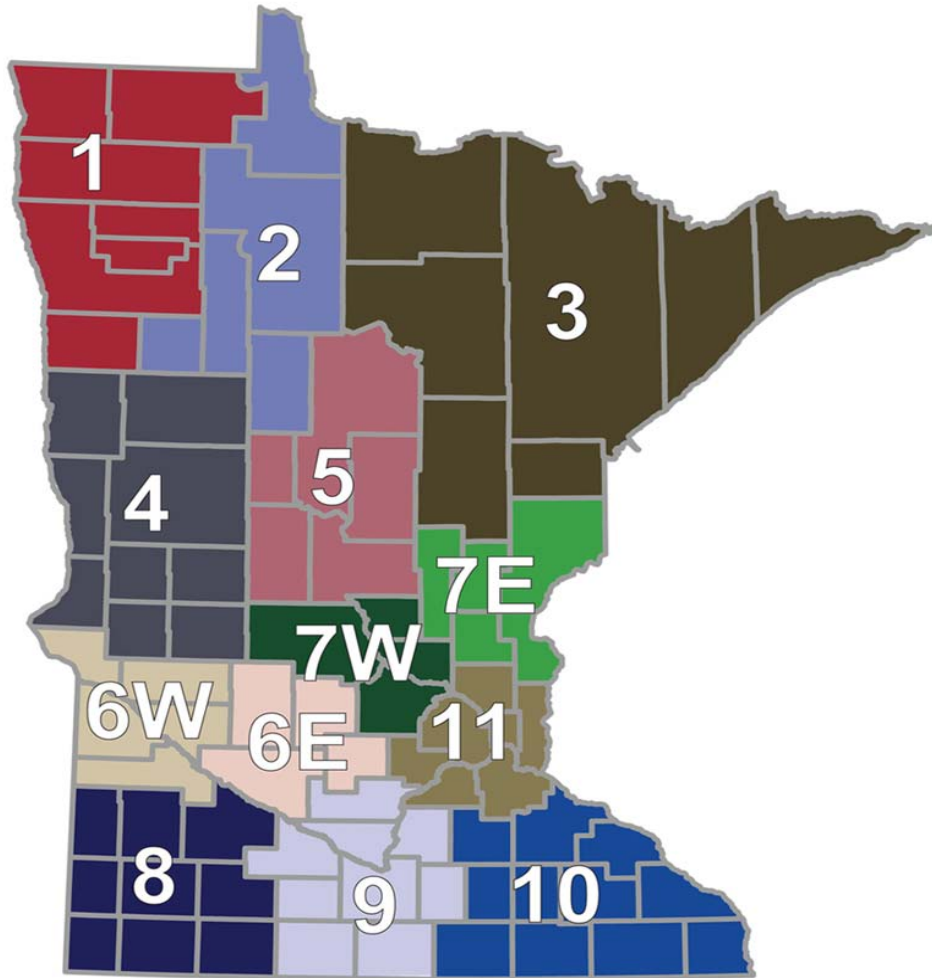
Months Supply		Prior Year	Percent Change
September 2019	3.3	3.4	-2.9%
October 2019	3.1	3.2	-3.1%
November 2019	2.7	2.8	-3.6%
December 2019	2.2	2.4	-8.3%
January 2020	2.1	2.3	-8.7%
February 2020	2.1	2.3	-8.7%
March 2020	2.3	2.5	-8.0%
April 2020	2.4	2.7	-11.1%
May 2020	2.5	3.1	-19.4%
June 2020	2.4	3.3	-27.3%
July 2020	2.2	3.3	-33.3%
August 2020	2.0	3.3	-39.4%

Historical Months Supply of Inventory by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.

Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

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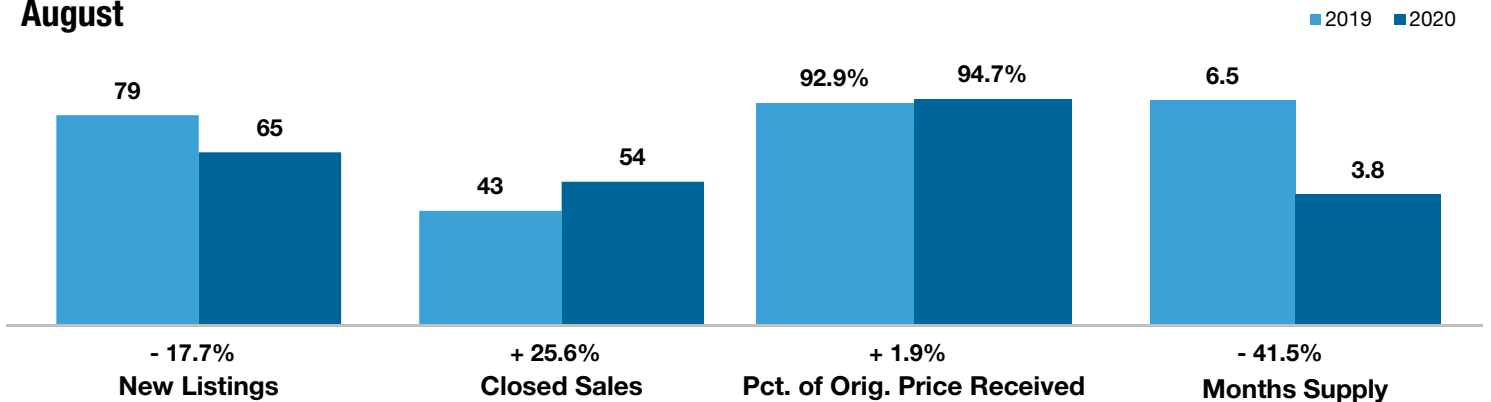


1 – Northwest Region

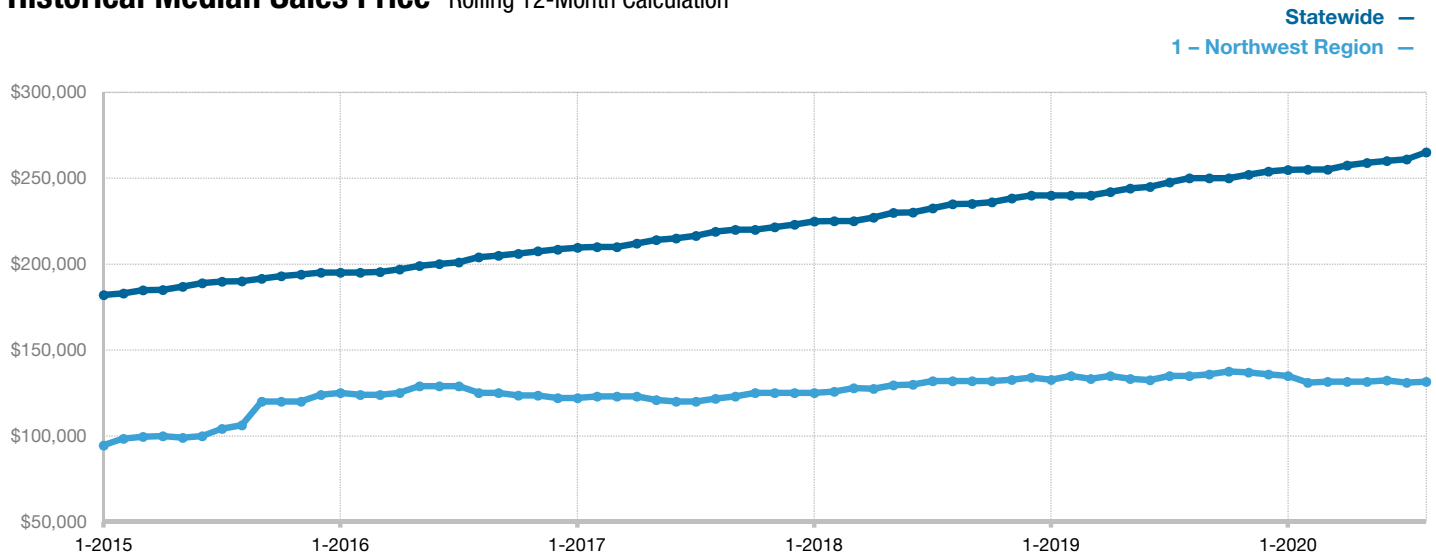
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	79	65	- 17.7%	479	444	- 7.3%
Pending Sales	46	73	+ 58.7%	331	382	+ 15.4%
Closed Sales	43	54	+ 25.6%	289	295	+ 2.1%
Median Sales Price*	\$131,000	\$135,250	+ 3.2%	\$137,950	\$130,000	- 5.8%
Percent of Original List Price Received*	92.9%	94.7%	+ 1.9%	92.8%	92.0%	- 0.9%
Days on Market Until Sale	78	63	- 19.2%	98	102	+ 4.1%
Months Supply of Inventory	6.5	3.8	- 41.5%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

August



Historical Median Sales Price Rolling 12-Month Calculation



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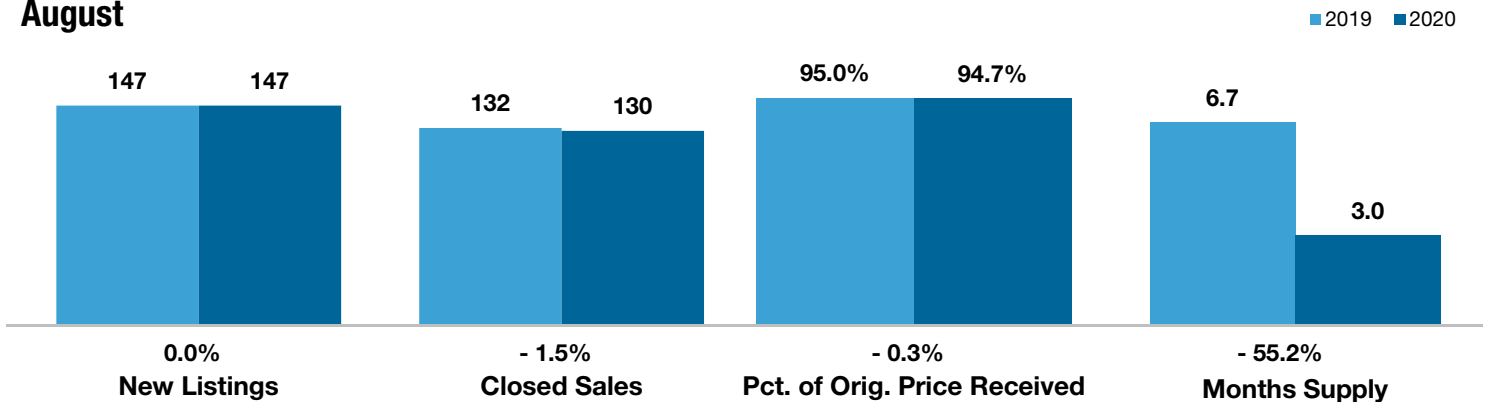


2 – Headwaters Region

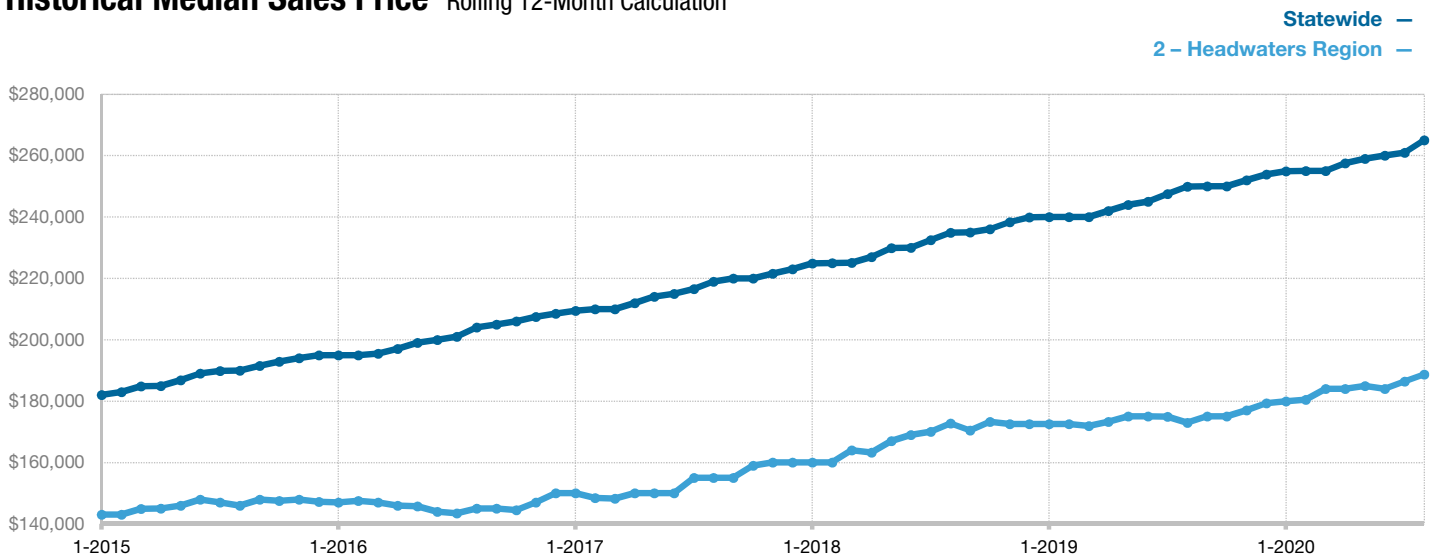
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	147	147	0.0%	1,271	1,033	- 18.7%
Pending Sales	105	160	+ 52.4%	791	871	+ 10.1%
Closed Sales	132	130	- 1.5%	706	706	0.0%
Median Sales Price*	\$162,750	\$195,500	+ 20.1%	\$175,000	\$192,500	+ 10.0%
Percent of Original List Price Received*	95.0%	94.7%	- 0.3%	95.1%	95.3%	+ 0.2%
Days on Market Until Sale	67	76	+ 13.4%	74	73	- 1.4%
Months Supply of Inventory	6.7	3.0	- 55.2%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

August



Historical Median Sales Price Rolling 12-Month Calculation



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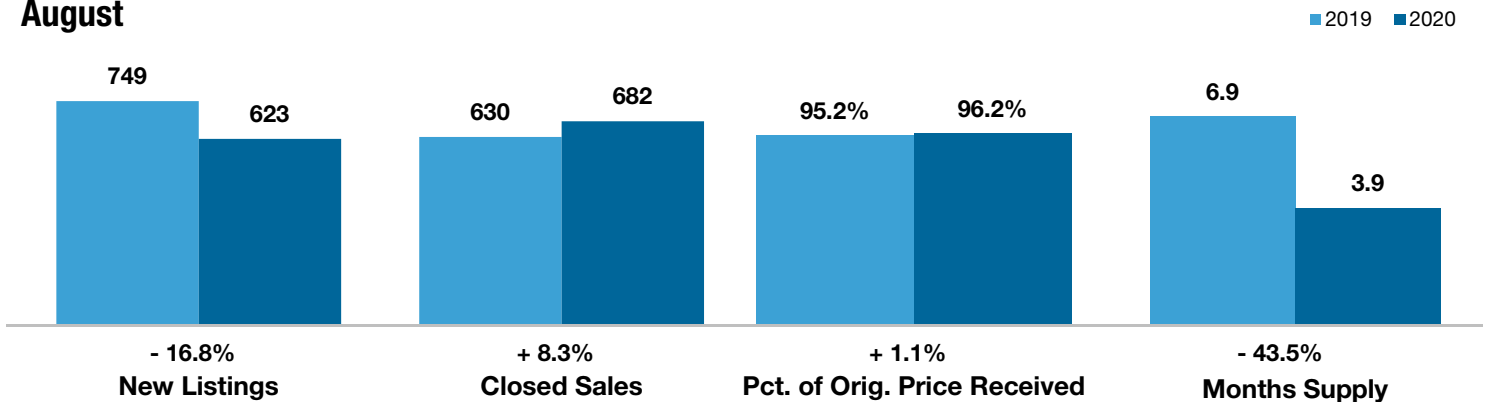


3 – Arrowhead Region

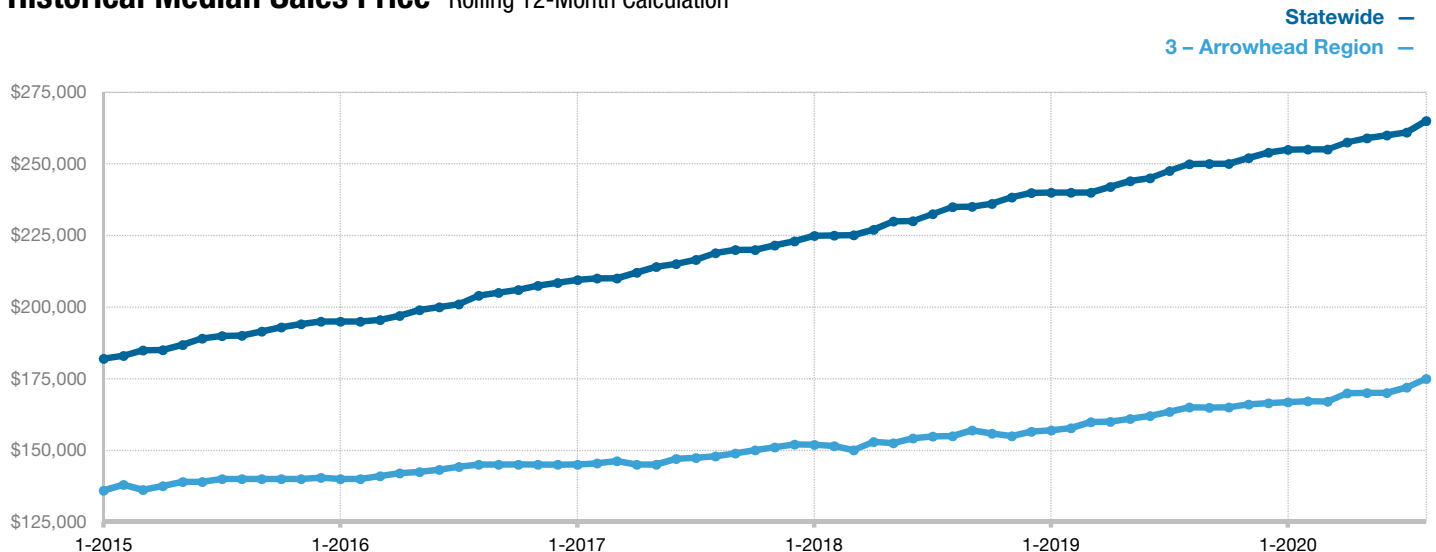
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	749	623	- 16.8%	5,532	4,544	- 17.9%
Pending Sales	586	595	+ 1.5%	3,543	3,809	+ 7.5%
Closed Sales	630	682	+ 8.3%	3,245	3,239	- 0.2%
Median Sales Price*	\$185,500	\$197,900	+ 6.7%	\$169,900	\$180,000	+ 5.9%
Percent of Original List Price Received*	95.2%	96.2%	+ 1.1%	94.6%	95.1%	+ 0.5%
Days on Market Until Sale	66	75	+ 13.6%	82	81	- 1.2%
Months Supply of Inventory	6.9	3.9	- 43.5%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

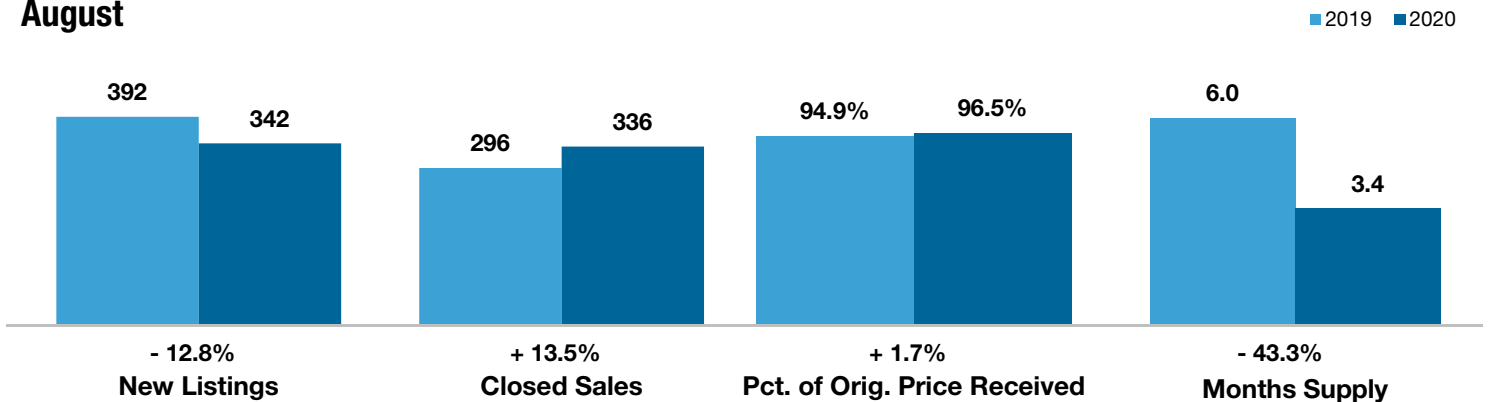


4 – West Central Region

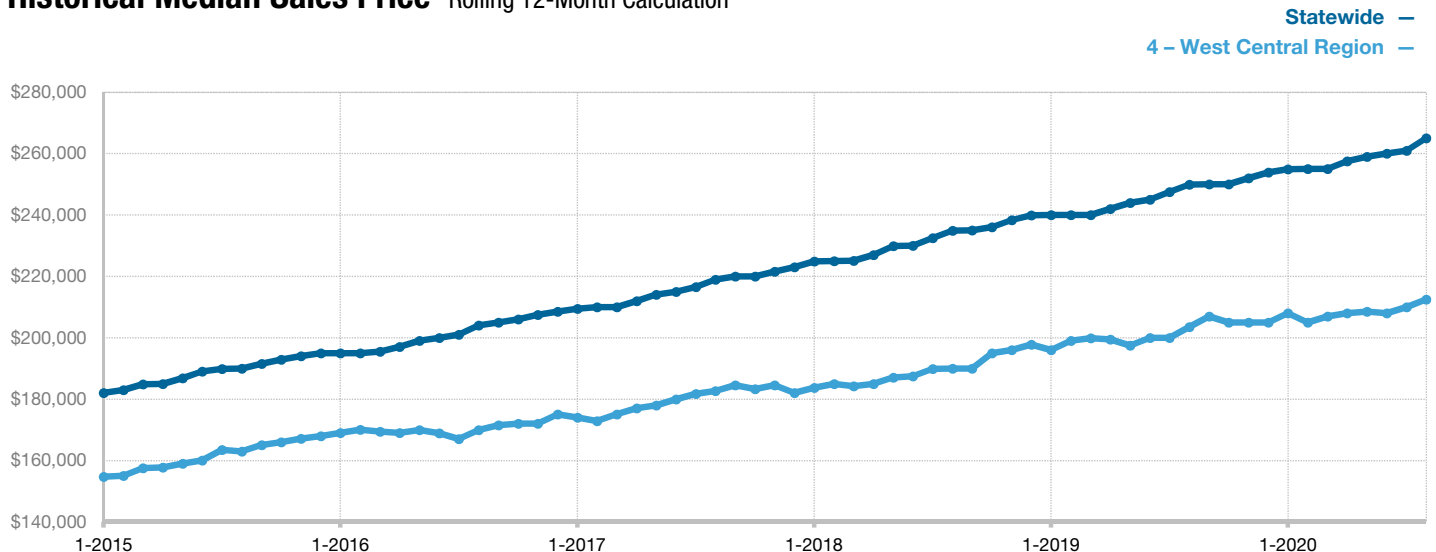
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	392	342	- 12.8%	2,739	2,512	- 8.3%
Pending Sales	291	343	+ 17.9%	1,806	2,051	+ 13.6%
Closed Sales	296	336	+ 13.5%	1,591	1,704	+ 7.1%
Median Sales Price*	\$218,500	\$234,000	+ 7.1%	\$205,000	\$215,014	+ 4.9%
Percent of Original List Price Received*	94.9%	96.5%	+ 1.7%	95.0%	95.7%	+ 0.7%
Days on Market Until Sale	60	61	+ 1.7%	70	68	- 2.9%
Months Supply of Inventory	6.0	3.4	- 43.3%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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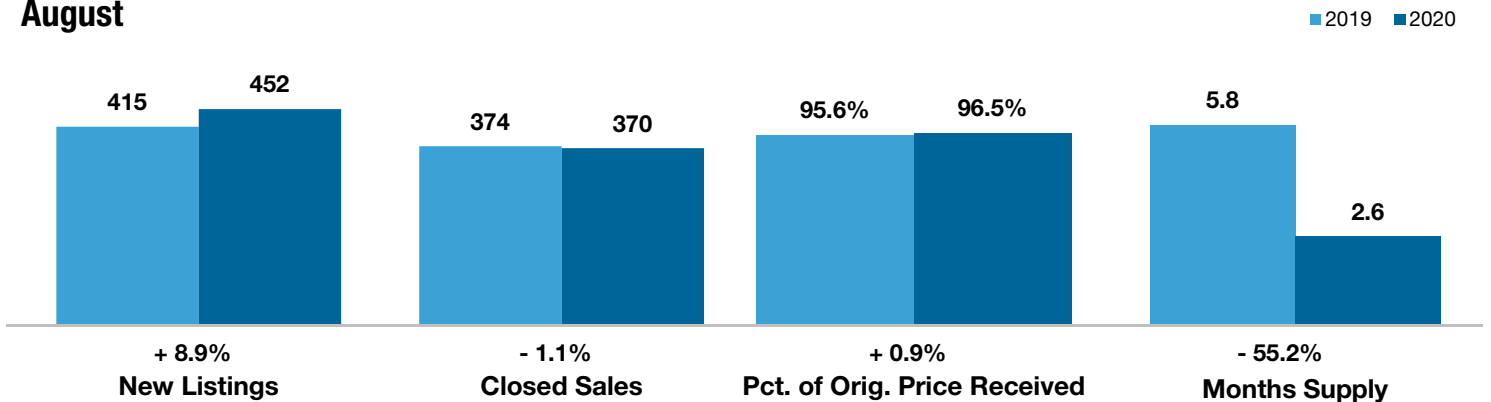


5 – North Central Region

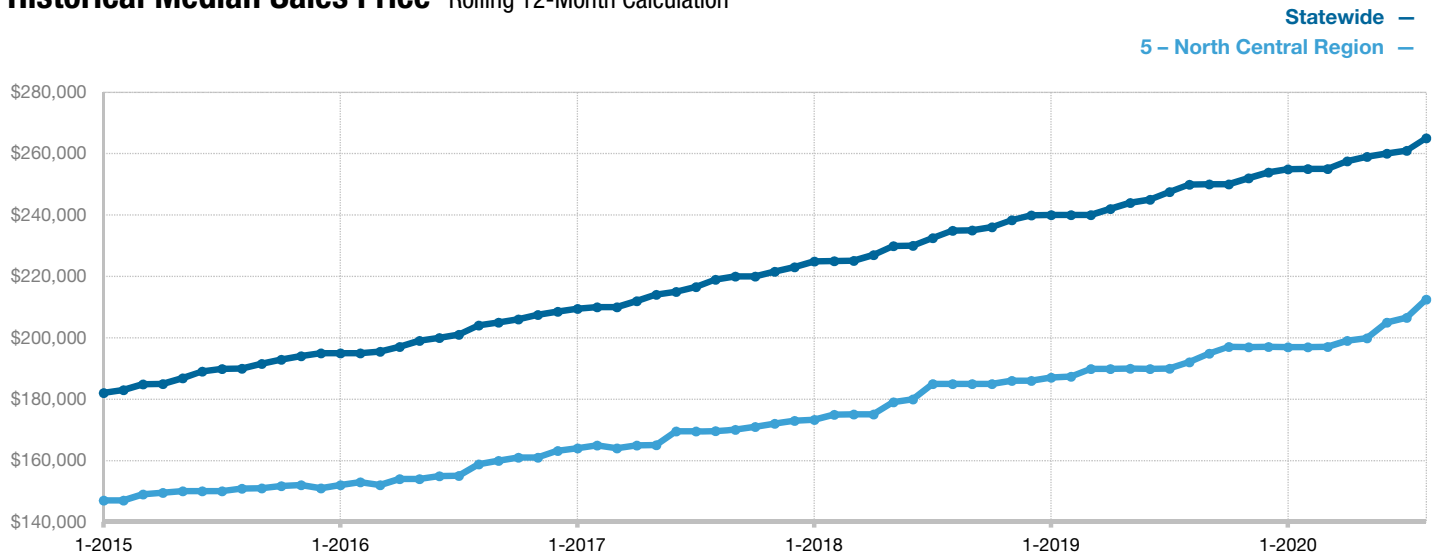
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	415	452	+ 8.9%	3,217	2,894	- 10.0%
Pending Sales	380	440	+ 15.8%	2,155	2,482	+ 15.2%
Closed Sales	374	370	- 1.1%	1,962	2,080	+ 6.0%
Median Sales Price*	\$200,000	\$240,000	+ 20.0%	\$196,450	\$219,900	+ 11.9%
Percent of Original List Price Received*	95.6%	96.5%	+ 0.9%	95.3%	95.5%	+ 0.2%
Days on Market Until Sale	58	62	+ 6.9%	70	75	+ 7.1%
Months Supply of Inventory	5.8	2.6	- 55.2%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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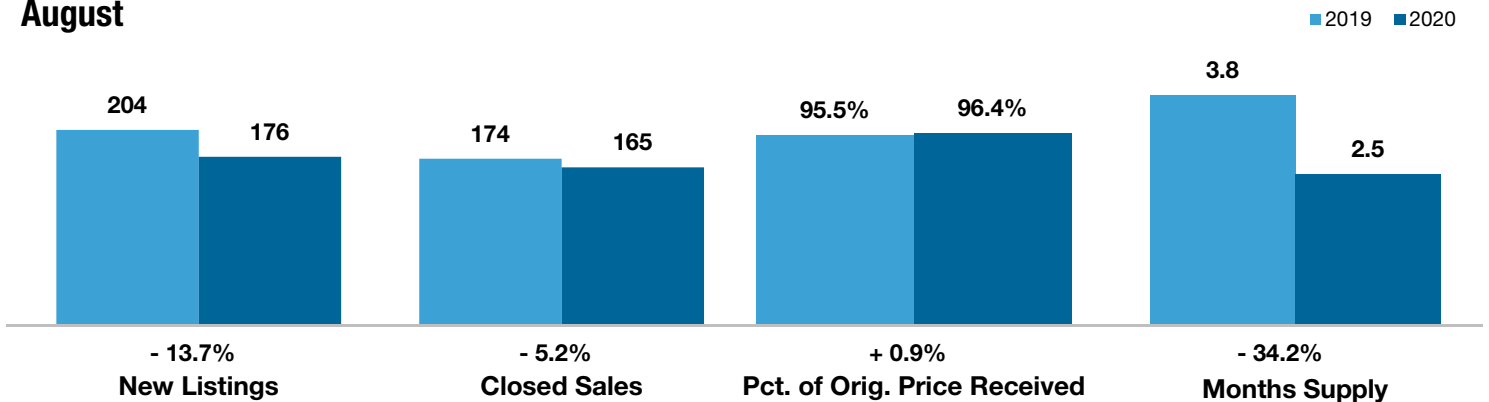


6E – Southwest Central Region

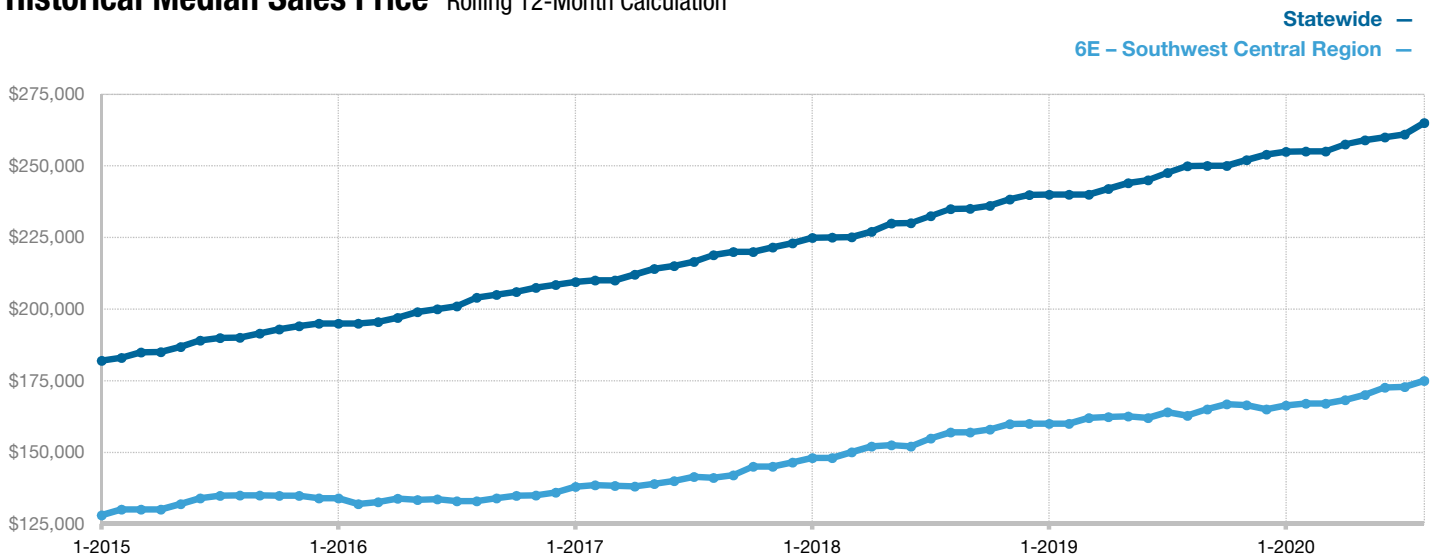
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	204	176	- 13.7%	1,422	1,247	- 12.3%
Pending Sales	166	165	- 0.6%	1,119	1,114	- 0.4%
Closed Sales	174	165	- 5.2%	1,047	982	- 6.2%
Median Sales Price*	\$164,950	\$178,200	+ 8.0%	\$164,000	\$178,100	+ 8.6%
Percent of Original List Price Received*	95.5%	96.4%	+ 0.9%	95.4%	96.3%	+ 0.9%
Days on Market Until Sale	57	55	- 3.5%	71	64	- 9.9%
Months Supply of Inventory	3.8	2.5	- 34.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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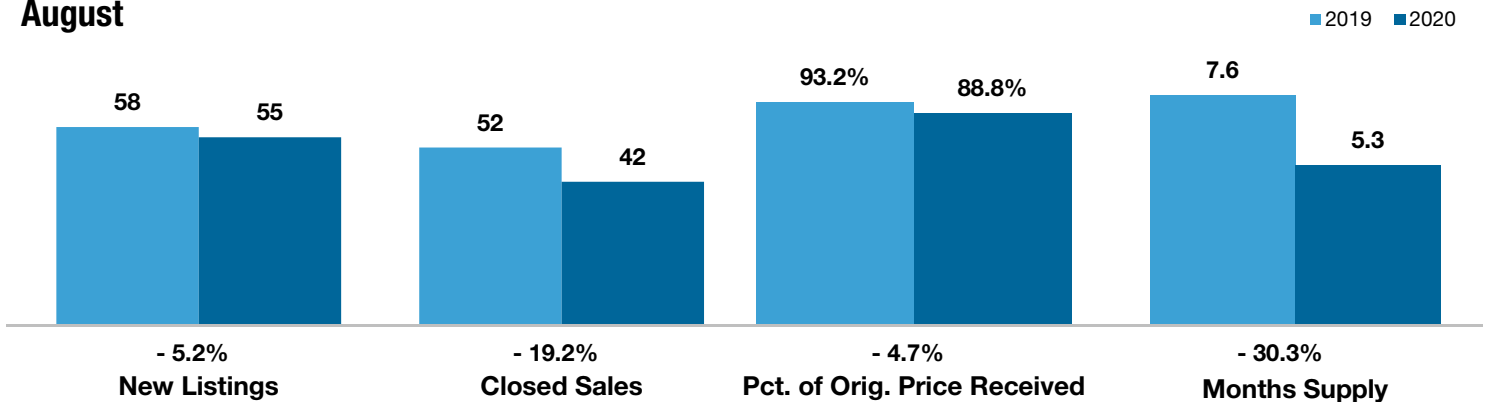


6W – Upper Minnesota Valley Region

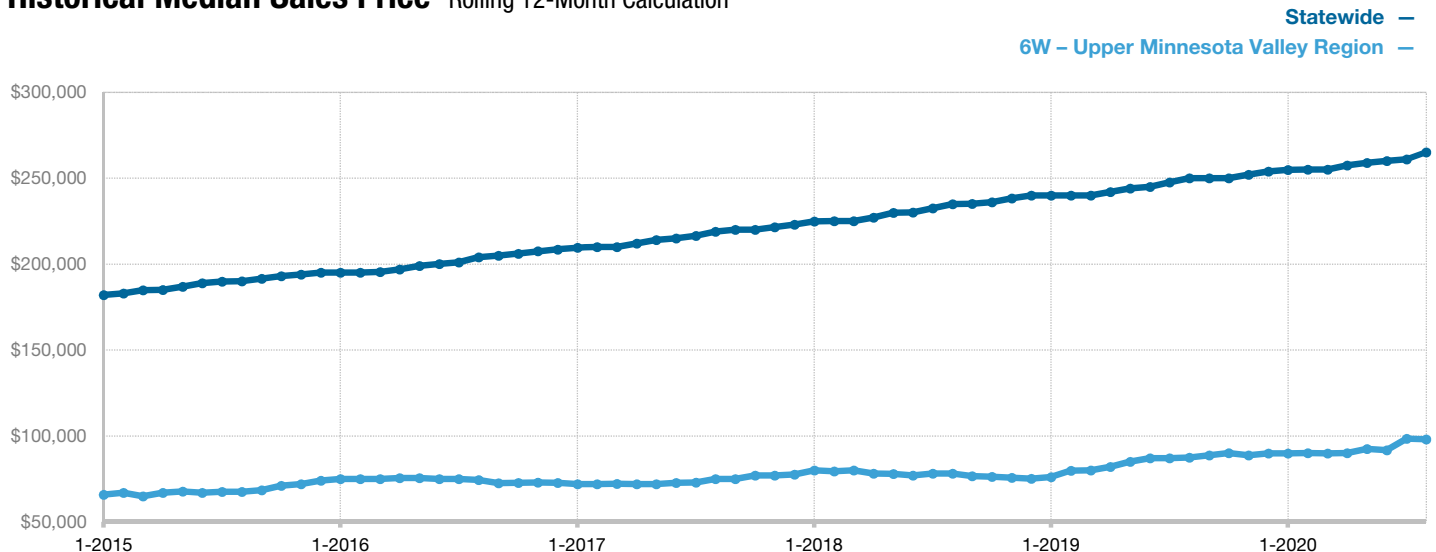
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	58	55	- 5.2%	400	349	- 12.8%
Pending Sales	42	44	+ 4.8%	257	261	+ 1.6%
Closed Sales	52	42	- 19.2%	248	238	- 4.0%
Median Sales Price*	\$106,750	\$104,375	- 2.2%	\$88,510	\$102,850	+ 16.2%
Percent of Original List Price Received*	93.2%	88.8%	- 4.7%	91.2%	89.4%	- 2.0%
Days on Market Until Sale	97	99	+ 2.1%	123	112	- 8.9%
Months Supply of Inventory	7.6	5.3	- 30.3%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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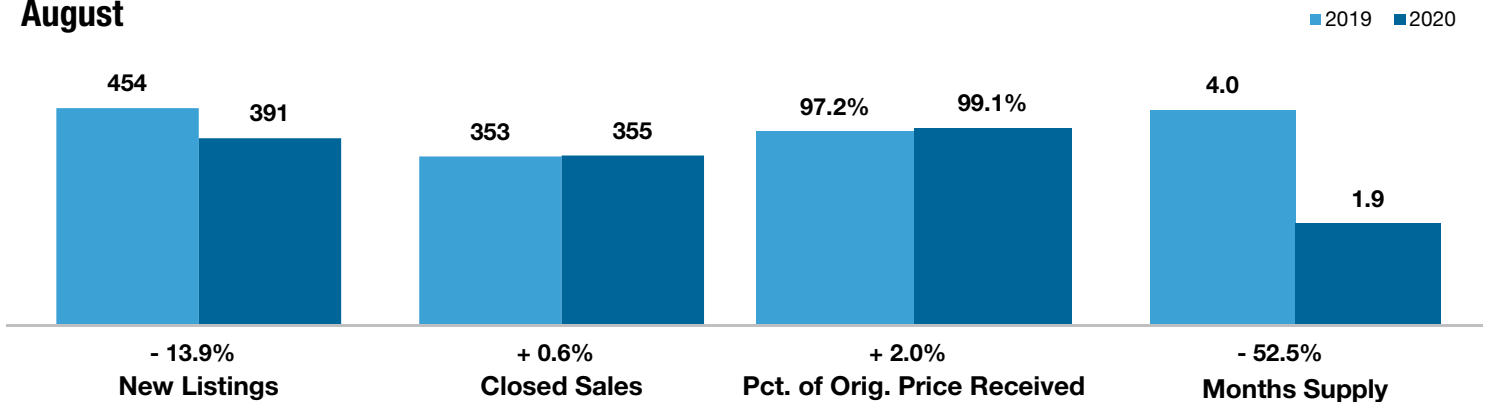


7E – East Central Region

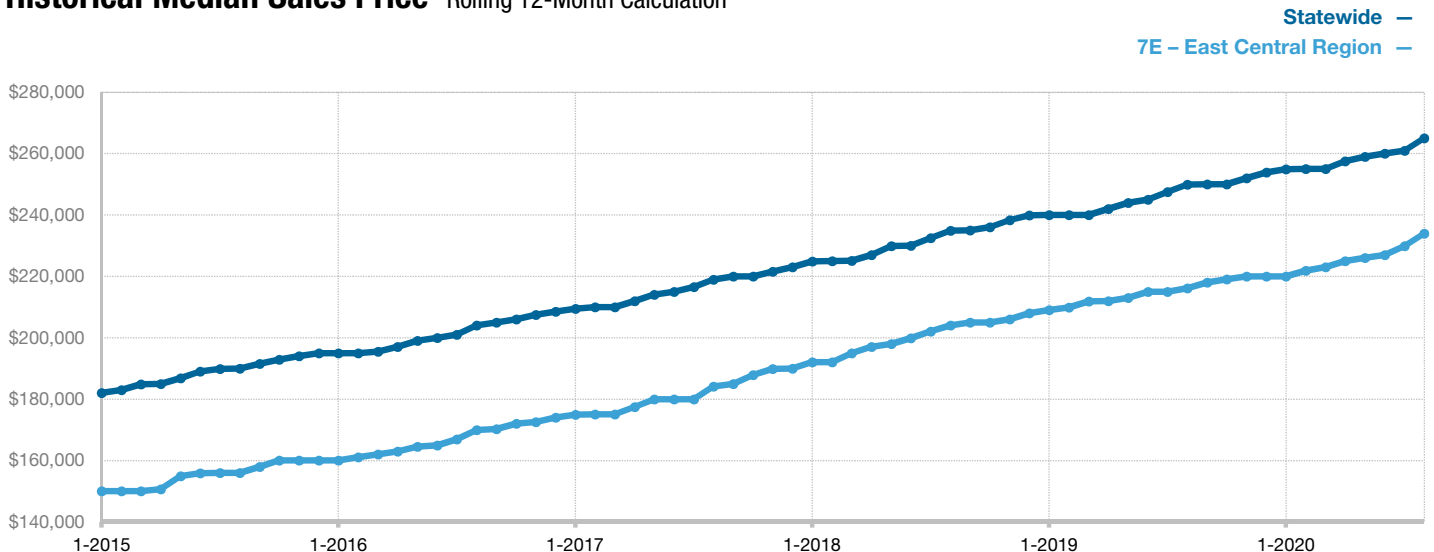
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	454	391	- 13.9%	2,900	2,695	- 7.1%
Pending Sales	344	406	+ 18.0%	2,041	2,290	+ 12.2%
Closed Sales	353	355	+ 0.6%	1,871	1,946	+ 4.0%
Median Sales Price*	\$221,900	\$250,000	+ 12.7%	\$220,000	\$239,600	+ 8.9%
Percent of Original List Price Received*	97.2%	99.1%	+ 2.0%	97.6%	98.2%	+ 0.6%
Days on Market Until Sale	46	36	- 21.7%	53	50	- 5.7%
Months Supply of Inventory	4.0	1.9	- 52.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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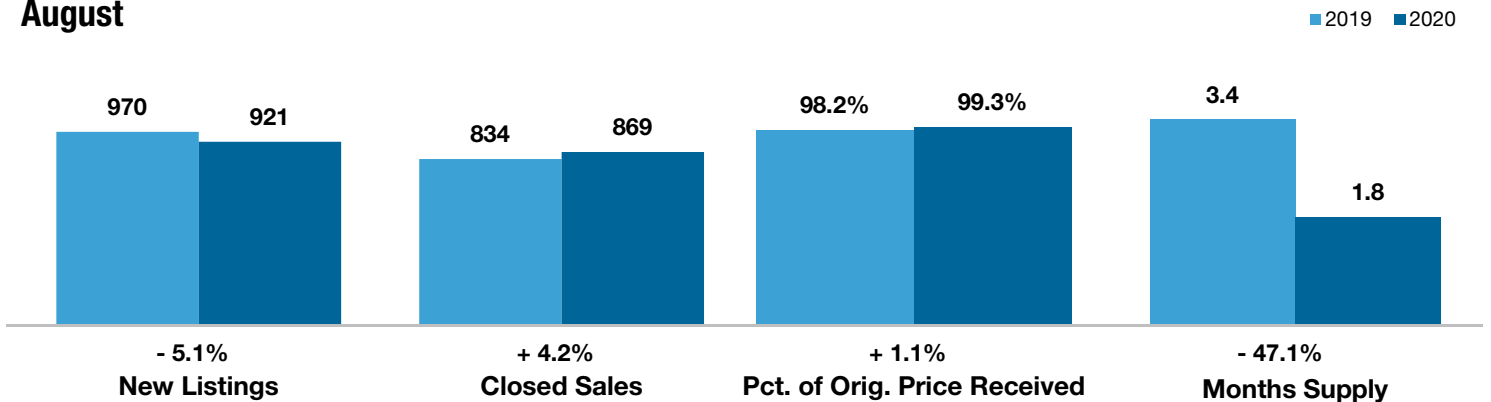


7W – Central Region

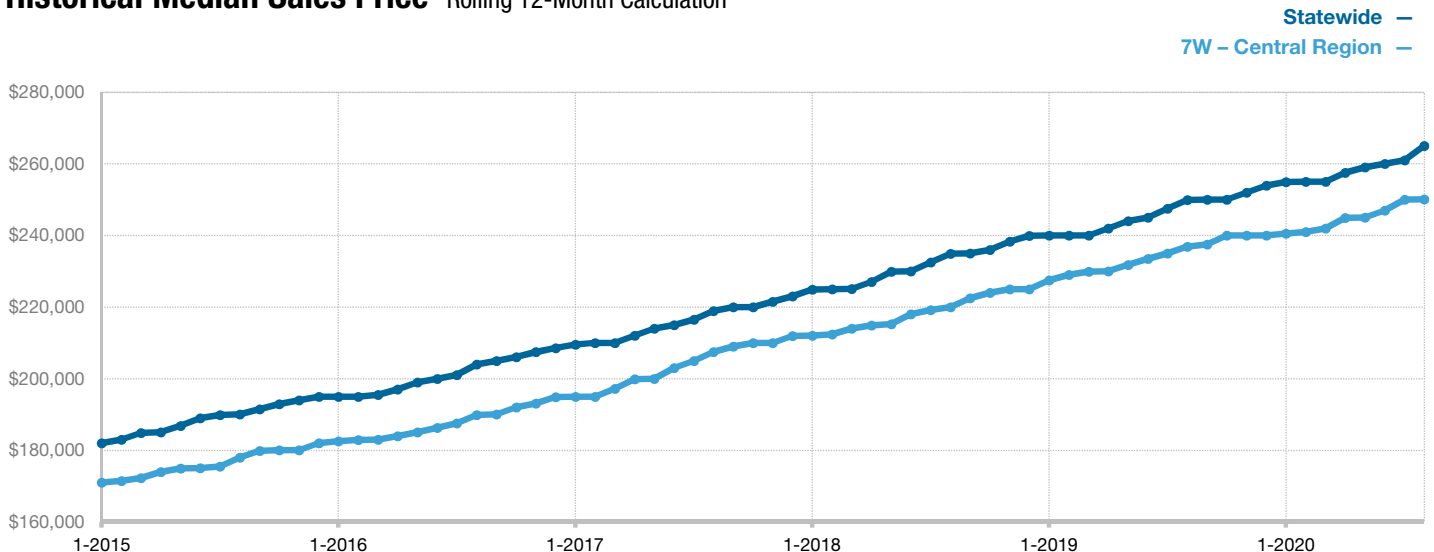
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	970	921	- 5.1%	7,180	6,969	- 2.9%
Pending Sales	716	834	+ 16.5%	5,219	5,752	+ 10.2%
Closed Sales	834	869	+ 4.2%	4,838	5,087	+ 5.1%
Median Sales Price*	\$249,950	\$263,750	+ 5.5%	\$240,000	\$258,000	+ 7.5%
Percent of Original List Price Received*	98.2%	99.3%	+ 1.1%	98.1%	98.6%	+ 0.5%
Days on Market Until Sale	44	37	- 15.9%	48	46	- 4.2%
Months Supply of Inventory	3.4	1.8	- 47.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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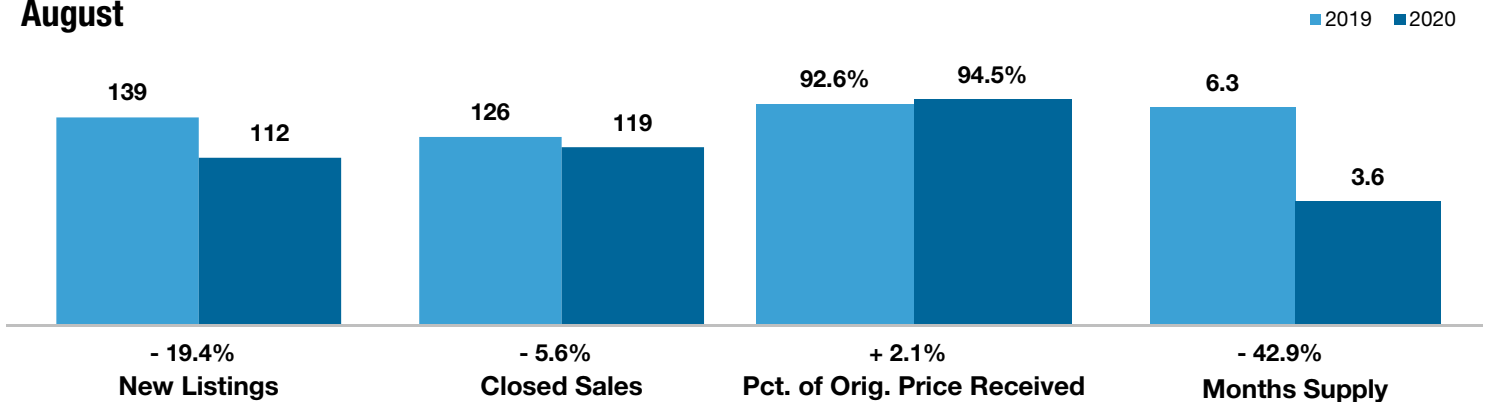


8 – Southwest Region

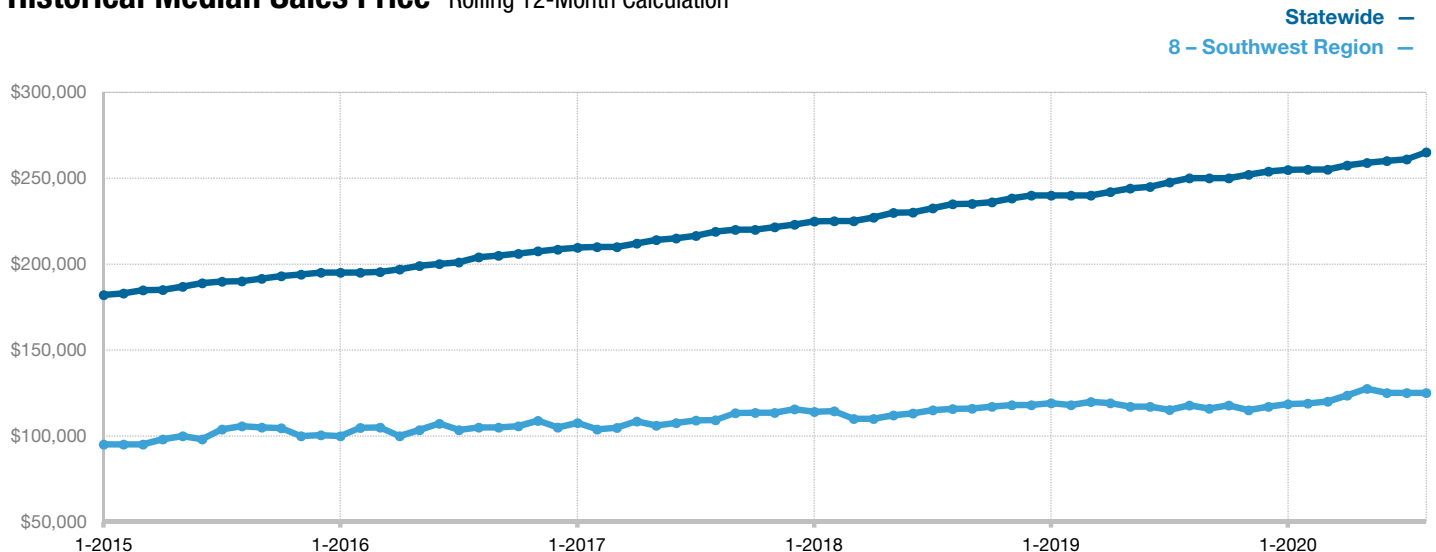
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	139	112	- 19.4%	946	918	- 3.0%
Pending Sales	98	111	+ 13.3%	668	790	+ 18.3%
Closed Sales	126	119	- 5.6%	606	687	+ 13.4%
Median Sales Price*	\$132,000	\$149,000	+ 12.9%	\$115,540	\$127,500	+ 10.4%
Percent of Original List Price Received*	92.6%	94.5%	+ 2.1%	92.0%	92.0%	0.0%
Days on Market Until Sale	81	59	- 27.2%	96	87	- 9.4%
Months Supply of Inventory	6.3	3.6	- 42.9%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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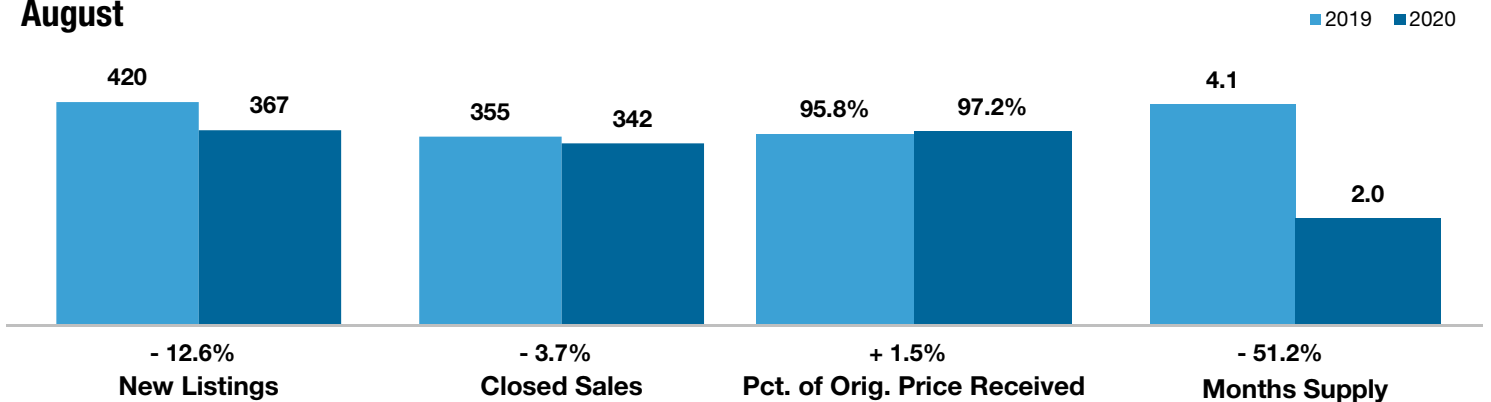


9 – South Central Region

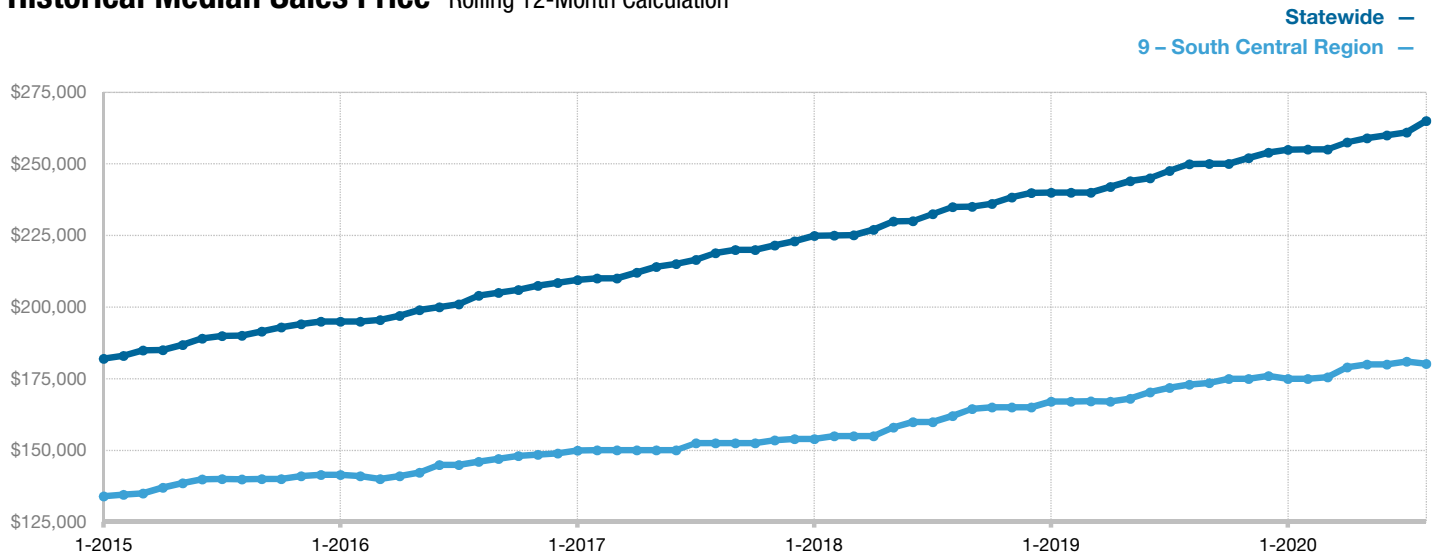
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	420	367	- 12.6%	2,784	2,455	- 11.8%
Pending Sales	310	316	+ 1.9%	2,144	2,349	+ 9.6%
Closed Sales	355	342	- 3.7%	1,939	2,102	+ 8.4%
Median Sales Price*	\$189,000	\$186,750	- 1.2%	\$178,000	\$184,950	+ 3.9%
Percent of Original List Price Received*	95.8%	97.2%	+ 1.5%	95.3%	96.1%	+ 0.8%
Days on Market Until Sale	73	86	+ 17.8%	96	97	+ 1.0%
Months Supply of Inventory	4.1	2.0	- 51.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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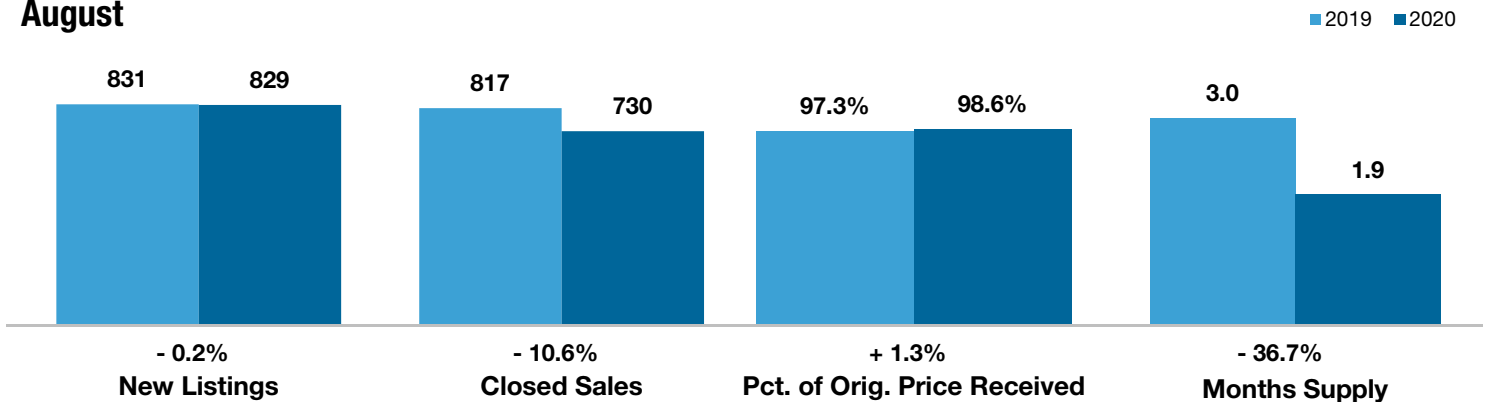


10 – Southeast Region

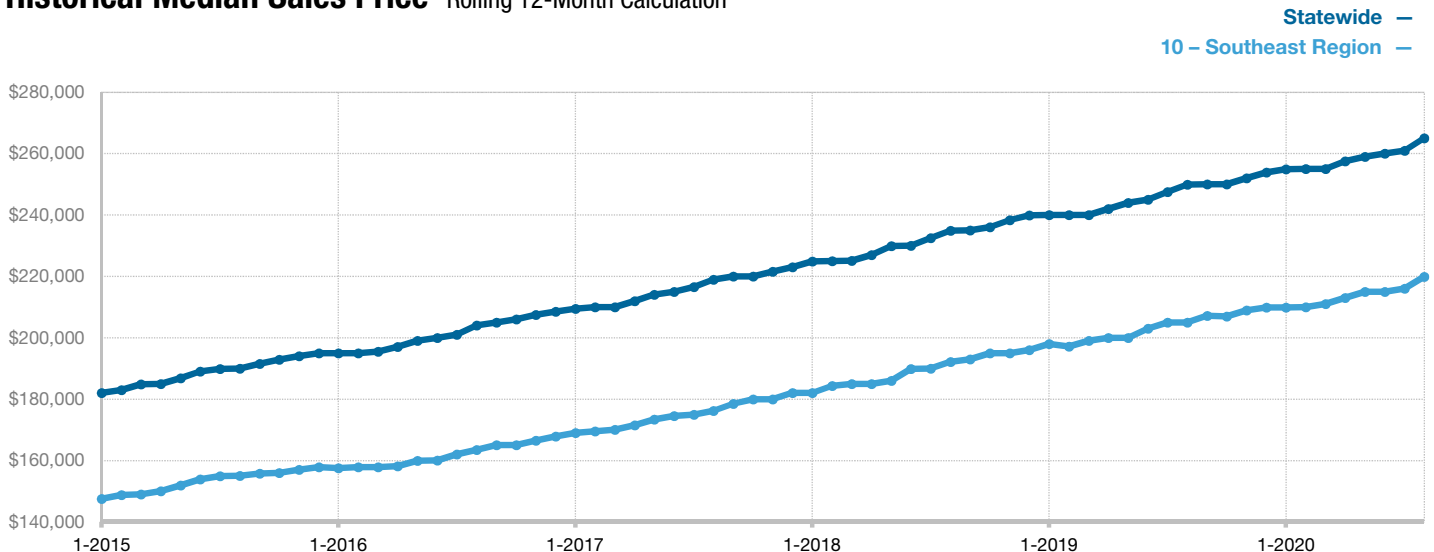
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	831	829	- 0.2%	5,990	5,736	- 4.2%
Pending Sales	730	760	+ 4.1%	4,935	5,164	+ 4.6%
Closed Sales	817	730	- 10.6%	4,628	4,644	+ 0.3%
Median Sales Price*	\$219,900	\$239,900	+ 9.1%	\$211,150	\$225,000	+ 6.6%
Percent of Original List Price Received*	97.3%	98.6%	+ 1.3%	97.3%	97.6%	+ 0.3%
Days on Market Until Sale	47	46	- 2.1%	56	56	0.0%
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--

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August



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Local Market Update for August 2020

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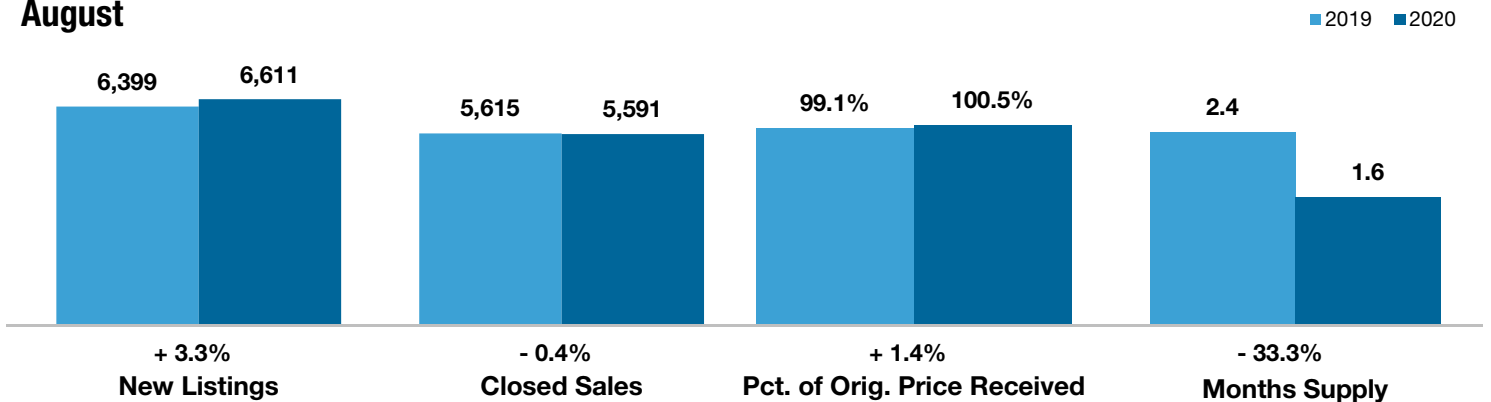


11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	6,399	6,611	+ 3.3%	47,173	45,103	- 4.4%
Pending Sales	5,022	6,034	+ 20.2%	35,923	36,894	+ 2.7%
Closed Sales	5,615	5,591	- 0.4%	33,850	33,081	- 2.3%
Median Sales Price*	\$295,000	\$323,664	+ 9.7%	\$289,000	\$310,000	+ 7.3%
Percent of Original List Price Received*	99.1%	100.5%	+ 1.4%	99.3%	99.6%	+ 0.3%
Days on Market Until Sale	32	31	- 3.1%	36	36	0.0%
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

