

+ 18.9%

- 11.1%

+ 8.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Crystal

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	37	44	+ 18.9%	498	450	-9.6%
Closed Sales	45	40	-11.1%	427	372	-12.9%
Median Sales Price*	\$189,900	\$206,000	+ 8.5%	\$200,450	\$224,950	+ 12.2%
Average Sales Price*	\$199,486	\$212,573	+ 6.6%	\$209,755	\$228,045	+ 8.7%
Price Per Square Foot*	\$128	\$143	+ 11.7%	\$127	\$144	+ 13.3%
Percent of Original List Price Received*	98.3%	99.1%	+ 0.8%	99.7%	101.6%	+ 1.9%
Days on Market Until Sale	30	27	-10.0%	34	25	-26.5%
Inventory of Homes for Sale	55	57	+ 3.6%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--

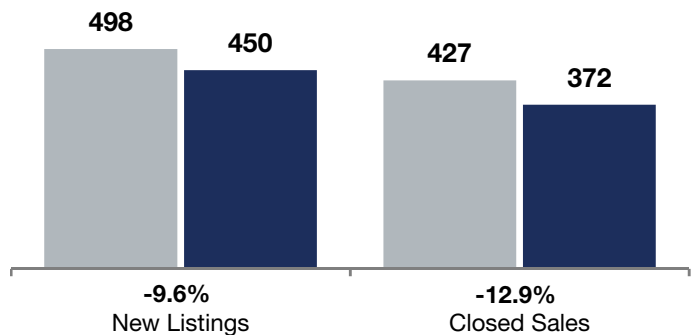
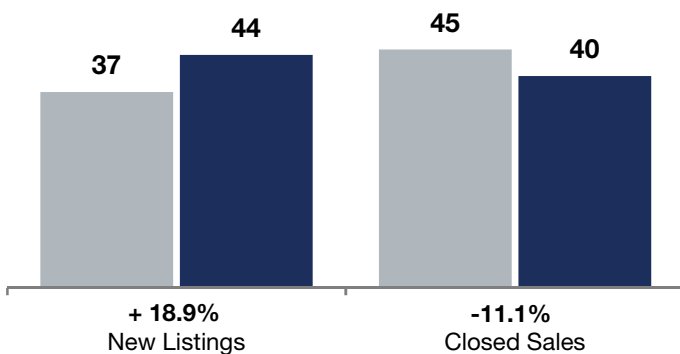
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

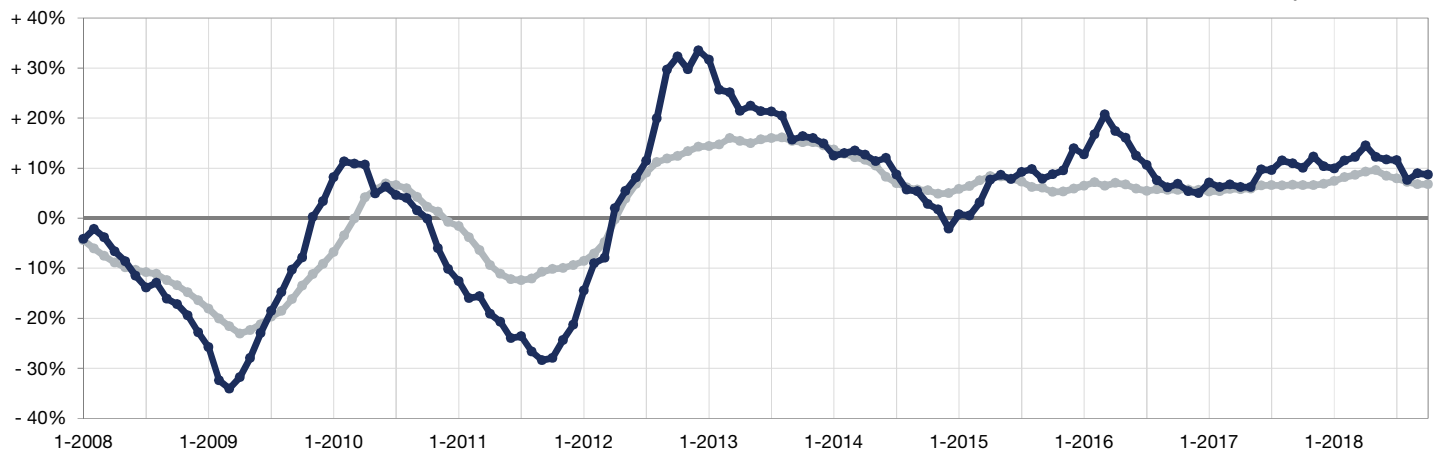
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region — 16-County Twin Cities Region
Crystal — Crystal



** 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.