

+ 46.7%

0.0%

- 14.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Forest Lake

November

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	15	22	+ 46.7%	495	477	-3.6%
Closed Sales	30	30	0.0%	388	337	-13.1%
Median Sales Price*	\$244,500	\$208,500	-14.7%	\$252,000	\$269,900	+ 7.1%
Average Sales Price*	\$283,926	\$247,851	-12.7%	\$286,064	\$287,430	+ 0.5%
Price Per Square Foot*	\$140	\$141	+ 0.4%	\$140	\$145	+ 3.4%
Percent of Original List Price Received*	95.3%	97.8%	+ 2.6%	98.1%	98.4%	+ 0.3%
Days on Market Until Sale	71	64	-9.9%	71	58	-18.3%
Inventory of Homes for Sale	58	85	+ 46.6%	--	--	--
Months Supply of Inventory	1.7	2.9	+ 70.6%	--	--	--

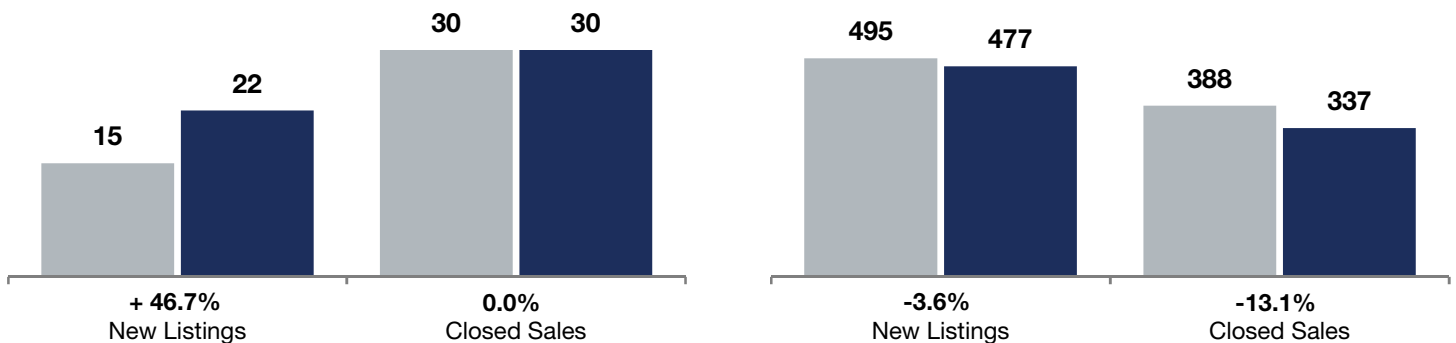
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

■ 2017 ■ 2018

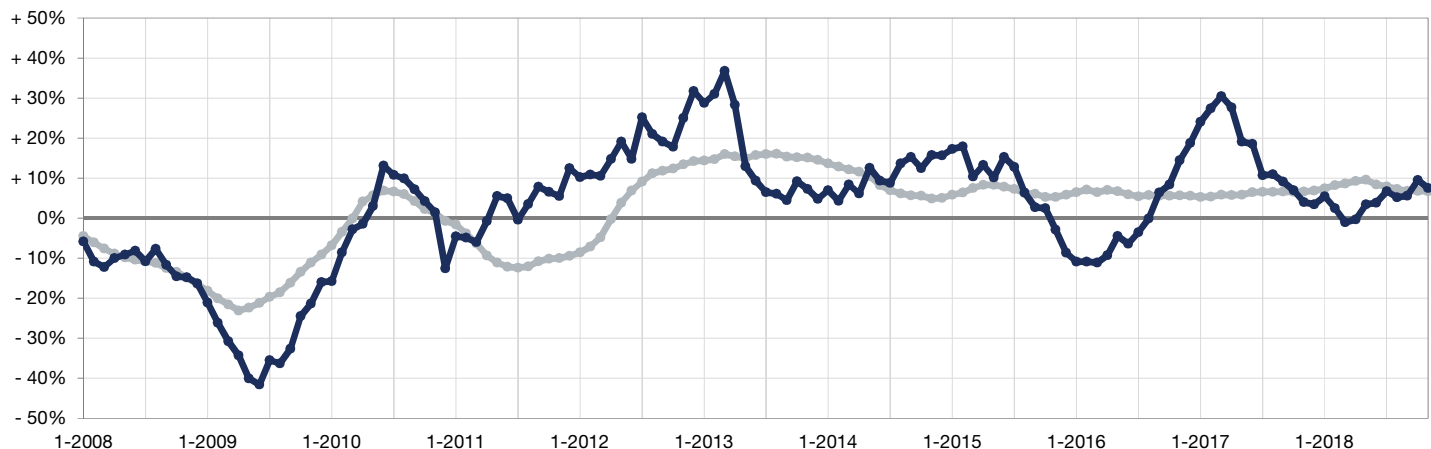
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region — 16-County Twin Cities Region
Forest Lake — Forest 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.