

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

Isanti County

+ 7.2%

Change in
New Listings

+ 4.2%

Change in
Closed Sales

+ 8.9%

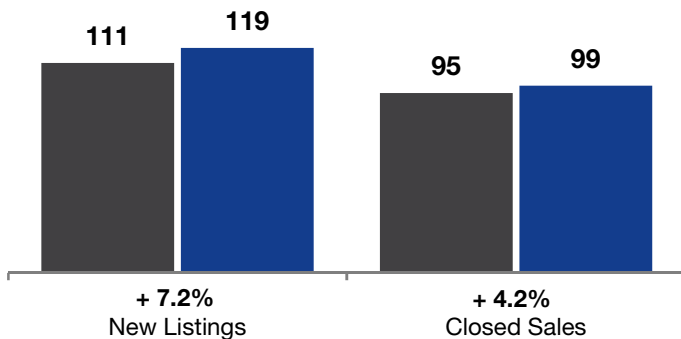
Change in
Median Sales Price

| | August | | | Year to Date | | |
|------------------------------------------|-----------|------------------|--------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| New Listings | 111 | 119 | + 7.2% | 769 | 820 | + 6.6% |
| Closed Sales | 95 | 99 | + 4.2% | 506 | 542 | + 7.1% |
| Median Sales Price* | \$197,500 | \$215,000 | + 8.9% | \$190,000 | \$219,950 | + 15.8% |
| Average Sales Price* | \$216,132 | \$214,853 | -0.6% | \$207,081 | \$223,220 | + 7.8% |
| Price Per Square Foot* | \$124 | \$132 | + 6.2% | \$121 | \$133 | + 10.7% |
| Percent of Original List Price Received* | 97.8% | 98.5% | + 0.7% | 98.8% | 98.9% | + 0.1% |
| Days on Market Until Sale | 63 | 42 | -33.3% | 72 | 52 | -27.8% |
| Inventory of Homes for Sale | 219 | 190 | -13.2% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.7 | -22.9% | -- | -- | -- |

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

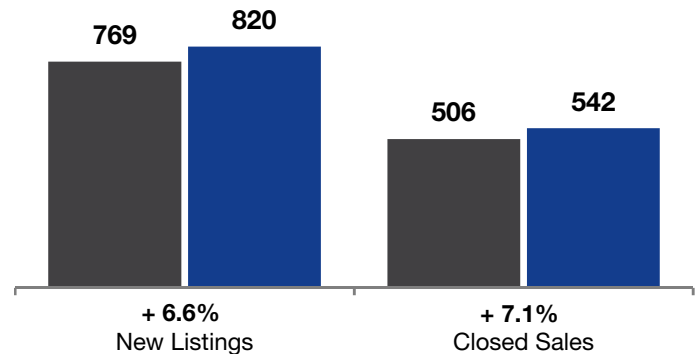
August

■ 2017 ■ 2018



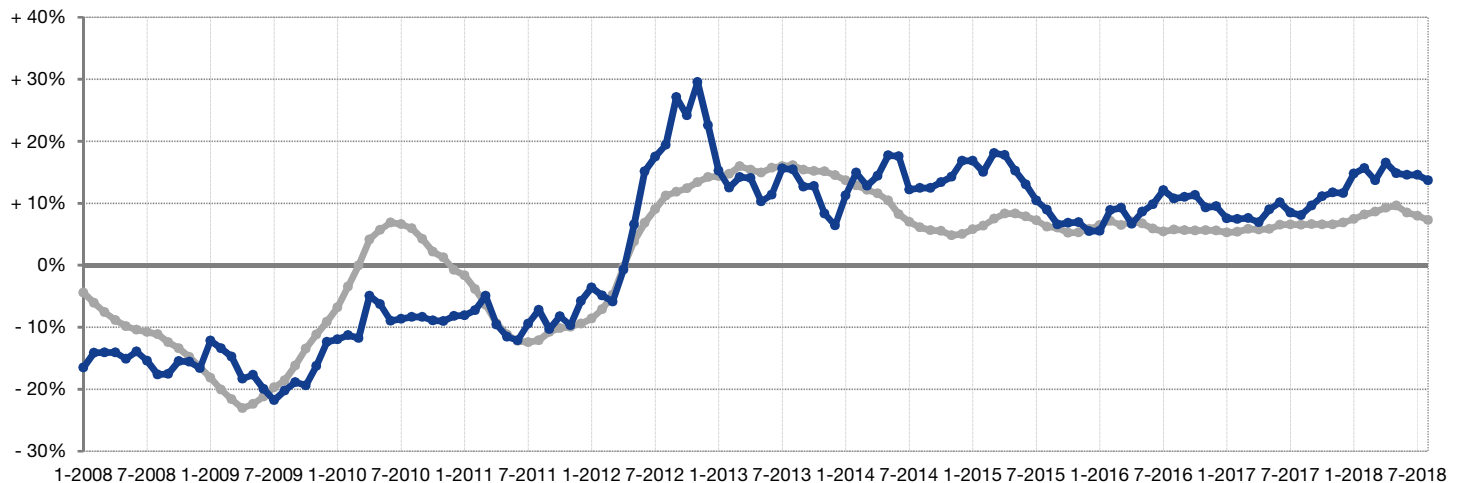
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region —
Isanti County —



** 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. | Current as of September 11, 2018. All data from NorthstarMLS. | Powered by ShowingTime.