

Local Market Update – February 2018

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



MINNEAPOLIS AREA Association
of REALTORS®

Isanti County

- 16.9%

Change in
New Listings

- 3.4%

Change in
Closed Sales

+ 9.3%

Change in
Median Sales Price

February

Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 71 | 59 | -16.9% | 127 | 119 | -6.3% |
| Closed Sales | 29 | 28 | -3.4% | 62 | 67 | + 8.1% |
| Median Sales Price* | \$201,414 | \$220,200 | + 9.3% | \$175,100 | \$208,000 | + 18.8% |
| Average Sales Price* | \$208,668 | \$221,396 | + 6.1% | \$190,031 | \$207,321 | + 9.1% |
| Price Per Square Foot* | \$115 | \$129 | + 12.2% | \$113 | \$127 | + 11.9% |
| Percent of Original List Price Received* | 97.7% | 97.1% | -0.6% | 96.9% | 95.6% | -1.3% |
| Days on Market Until Sale | 72 | 87 | + 20.8% | 74 | 75 | + 1.4% |
| Inventory of Homes for Sale | 165 | 112 | -32.1% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.7 | -37.0% | -- | -- | -- |

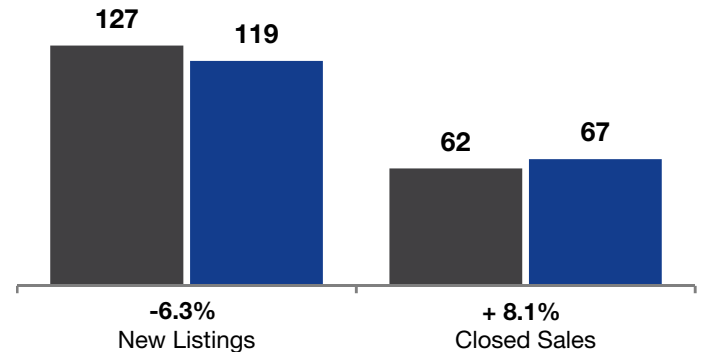
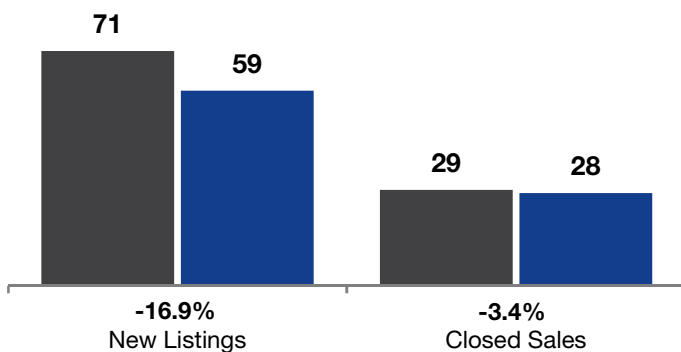
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

■ 2017 ■ 2018

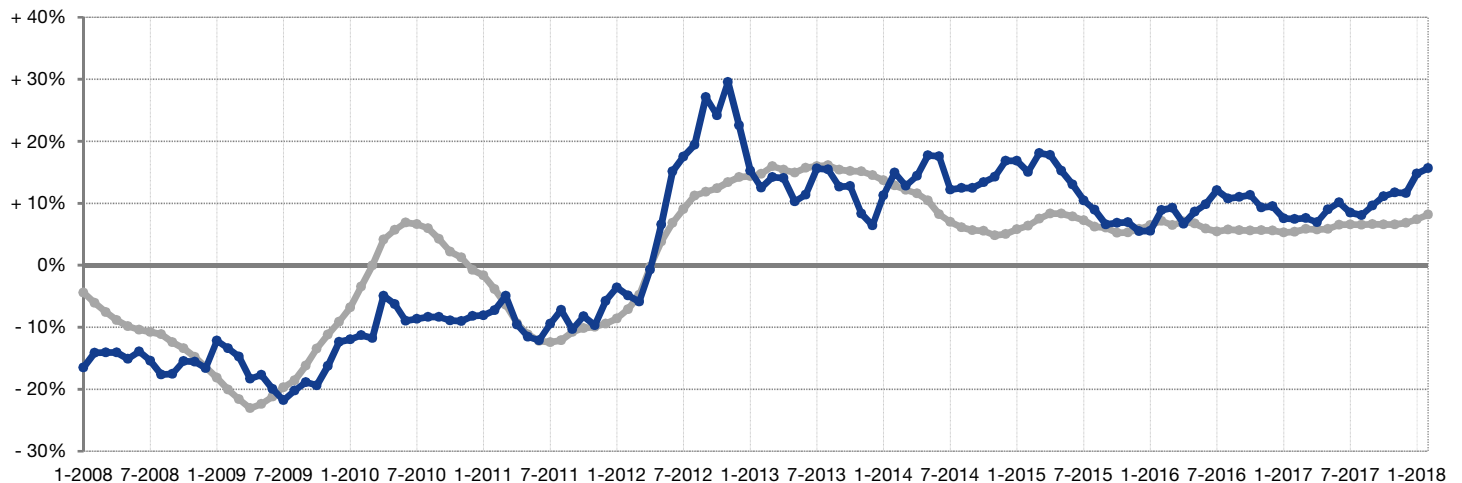
Year to Date

■ 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 March 8, 2018. All data from NorthstarMLS. | Powered by ShowingTime.