

Lake Elmo

+ 187.5%

Change in
New Listings

+ 89.5%

Change in
Closed Sales

+ 28.9%

Change in
Median Sales Price

November

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	16	46	+ 187.5%	366	452	+ 23.5%
Closed Sales	19	36	+ 89.5%	226	257	+ 13.7%
Median Sales Price*	\$382,500	\$492,987	+ 28.9%	\$425,025	\$475,215	+ 11.8%
Average Sales Price*	\$367,741	\$539,240	+ 46.6%	\$453,238	\$512,504	+ 13.1%
Price Per Square Foot*	\$163	\$186	+ 14.0%	\$162	\$182	+ 12.8%
Percent of Original List Price Received*	95.1%	96.3%	+ 1.3%	97.2%	97.8%	+ 0.6%
Days on Market Until Sale	59	52	-11.9%	88	74	-15.9%
Inventory of Homes for Sale	85	130	+ 52.9%	--	--	--
Months Supply of Inventory	4.0	5.7	+ 42.5%	--	--	--

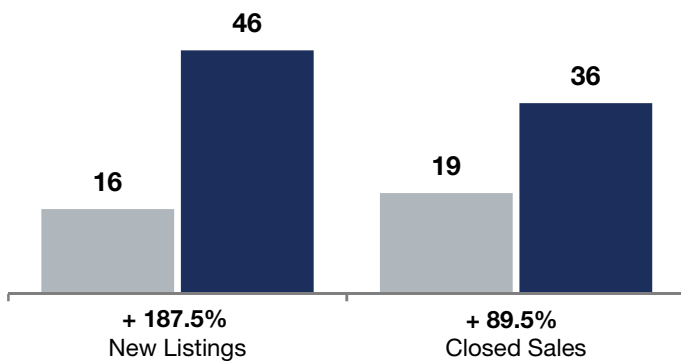
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

■ 2017 ■ 2018

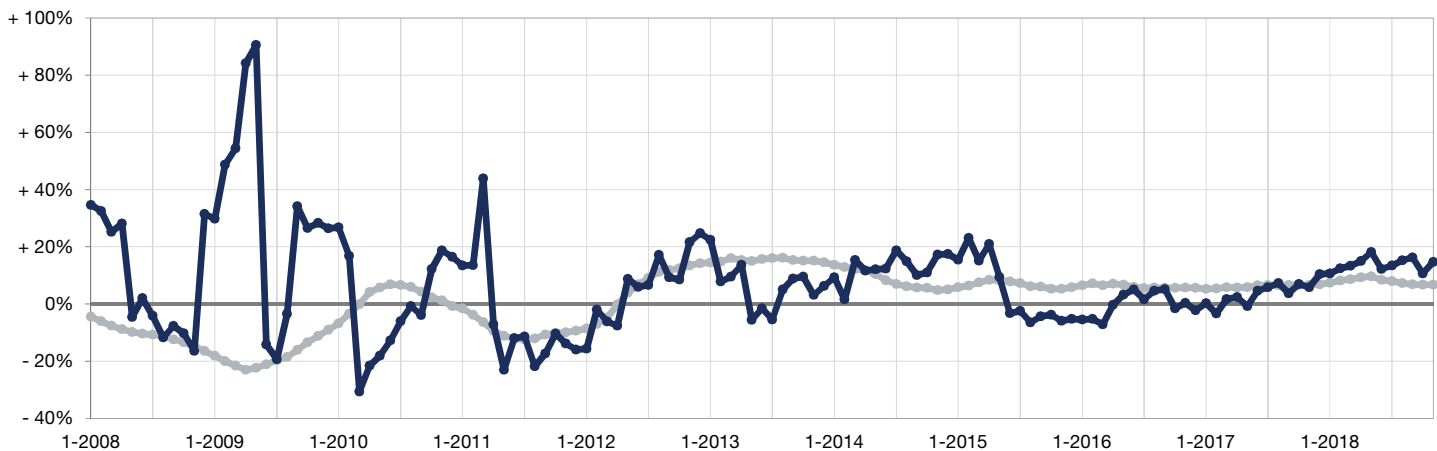
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region —
Lake Elmo —



** 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.