

Lake Elmo

+ 50.0%

Change in
New Listings

+ 24.1%

Change in
Closed Sales

+ 6.1%

Change in
Median Sales Price

| | August | | | Rolling 12 Months | | |
|--|-----------|------------------|---------|-------------------|------------------|--------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 26 | 39 | + 50.0% | 497 | 532 | + 7.0% |
| Closed Sales | 29 | 36 | + 24.1% | 292 | 292 | 0.0% |
| Median Sales Price* | \$468,837 | \$497,450 | + 6.1% | \$463,000 | \$491,796 | + 6.2% |
| Average Sales Price* | \$507,244 | \$540,922 | + 6.6% | \$500,690 | \$535,690 | + 7.0% |
| Price Per Square Foot* | \$206 | \$186 | -9.8% | \$185 | \$183 | -0.8% |
| Percent of Original List Price Received* | 97.5% | 98.6% | + 1.1% | 97.3% | 97.9% | + 0.6% |
| Days on Market Until Sale | 84 | 61 | -27.4% | 88 | 84 | -4.5% |
| Inventory of Homes for Sale | 122 | 82 | -32.8% | -- | -- | -- |
| Months Supply of Inventory | 5.0 | 3.0 | -40.0% | -- | -- | -- |

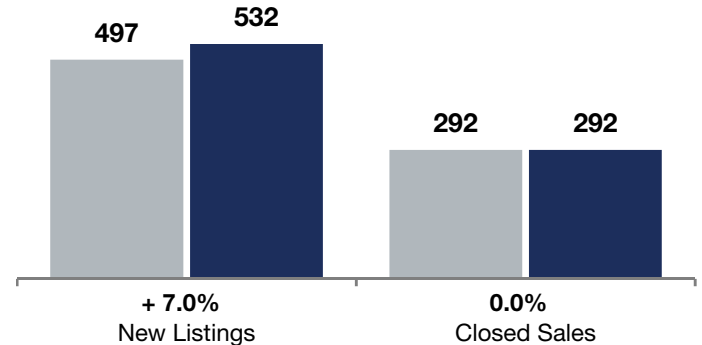
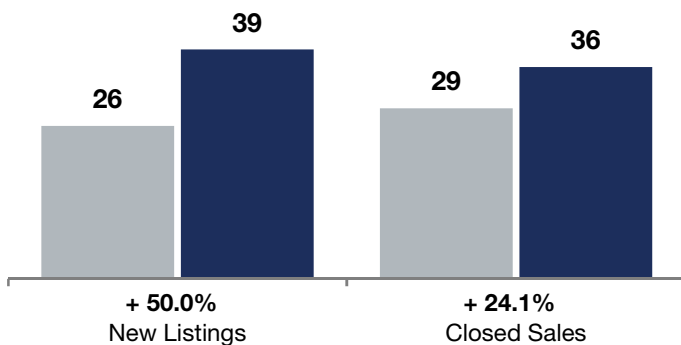
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

■ 2019 ■ 2020

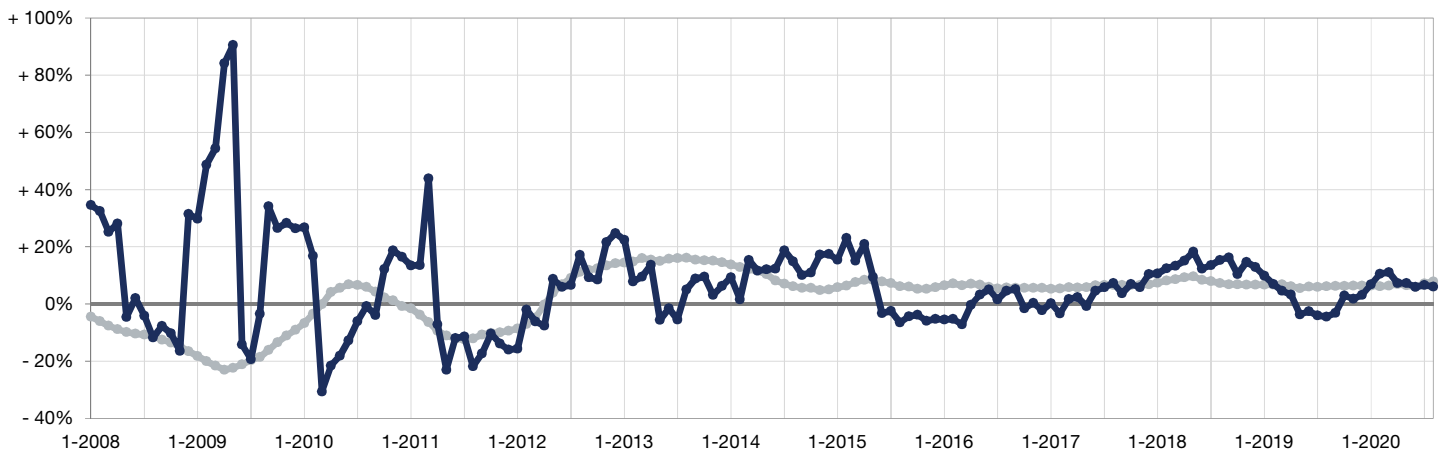
Rolling 12 Months

■ 2019 ■ 2020



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.