

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE SAINT PAUL AREA ASSOCIATION OF REALTORS®



**- 6.0%**

Change in  
New Listings

**+ 10.3%**

Change in  
Closed Sales

**+ 14.8%**

Change in  
Median Sales Price

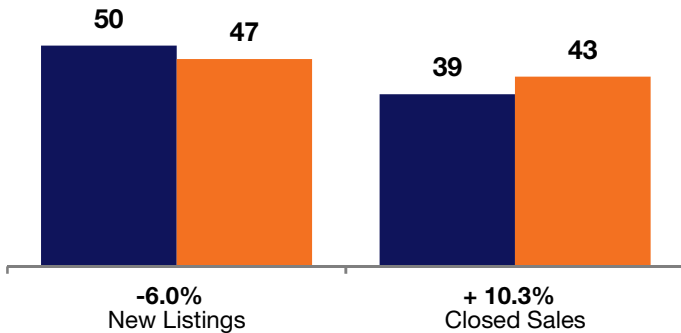
## White Bear Lake

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
New Listings	50	47	-6.0%	360	364	+ 1.1%
Closed Sales	39	43	+ 10.3%	269	268	-0.4%
Median Sales Price*	\$196,000	<b>\$225,000</b>	+ 14.8%	\$196,000	<b>\$215,000</b>	+ 9.7%
Average Sales Price*	\$211,290	<b>\$230,744</b>	+ 9.2%	\$212,047	<b>\$230,444</b>	+ 8.7%
Price Per Square Foot*	\$122	<b>\$129</b>	+ 5.7%	\$121	<b>\$131</b>	+ 8.6%
Percent of Original List Price Received*	98.9%	<b>98.6%</b>	-0.3%	97.4%	<b>98.1%</b>	+ 0.7%
Days on Market Until Sale	51	29	-43.1%	77	53	-31.2%
Inventory of Homes for Sale	92	67	-27.2%	--	--	--
Months Supply of Inventory	2.8	2.0	-28.6%	--	--	--

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

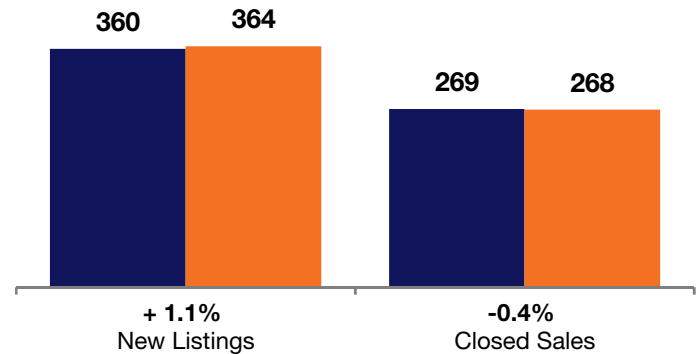
### August

■ 2015 ■ 2016



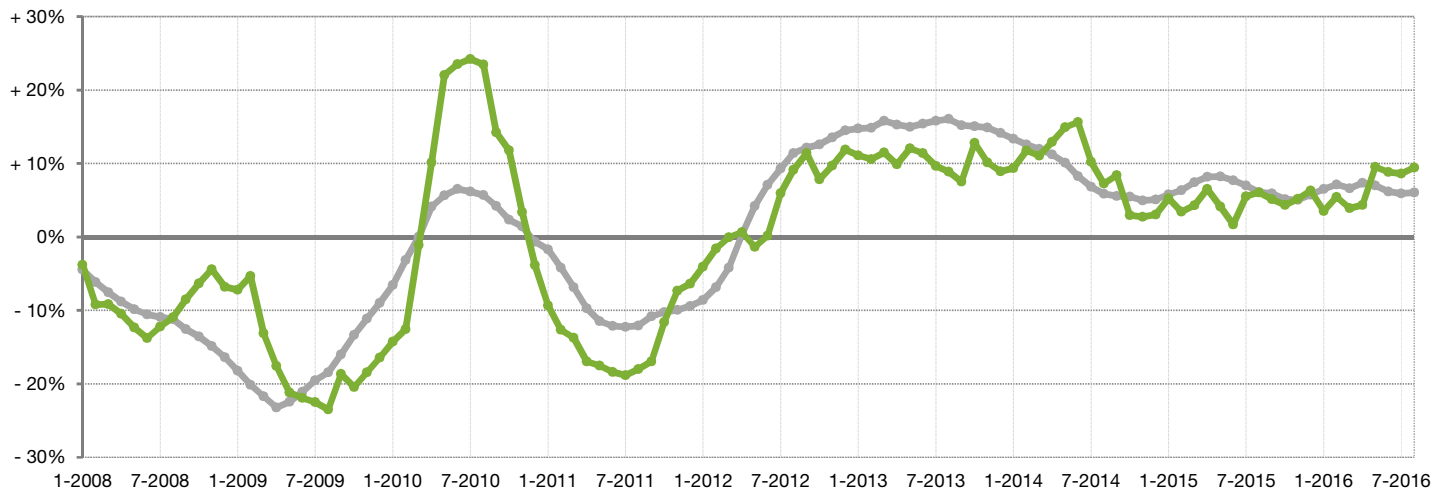
### Year to Date

■ 2015 ■ 2016



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

Twin Cities Region — Grey line  
White Bear Lake — Green line



\*\* 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. | All data from NorthstarMLS. | Powered by ShowingTime 10K.