

Local Market Update – December 2019

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



- 100.0% **- 40.0%** **- 16.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Calhoun (CARAG)

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2	0	-100.0%	68	73	+ 7.4%
Closed Sales	5	3	-40.0%	51	53	+ 3.9%
Median Sales Price*	\$299,000	\$250,000	-16.4%	\$275,000	\$275,000	0.0%
Average Sales Price*	\$285,375	\$403,500	+ 41.4%	\$308,888	\$310,484	+ 0.5%
Price Per Square Foot*	\$195	\$267	+ 37.2%	\$213	\$229	+ 7.3%
Percent of Original List Price Received*	97.6%	96.9%	-0.7%	98.4%	97.6%	-0.8%
Days on Market Until Sale	61	39	-36.1%	43	42	-2.3%
Inventory of Homes for Sale	6	5	-16.7%	--	--	--
Months Supply of Inventory	1.2	1.1	-8.3%	--	--	--

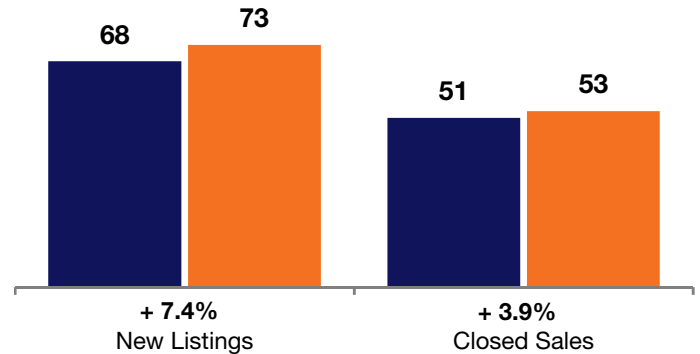
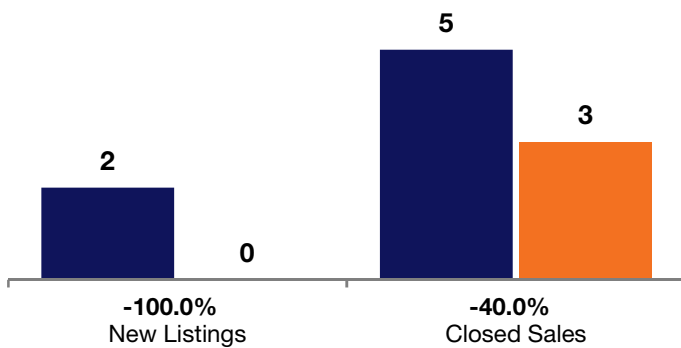
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2018 ■ 2019

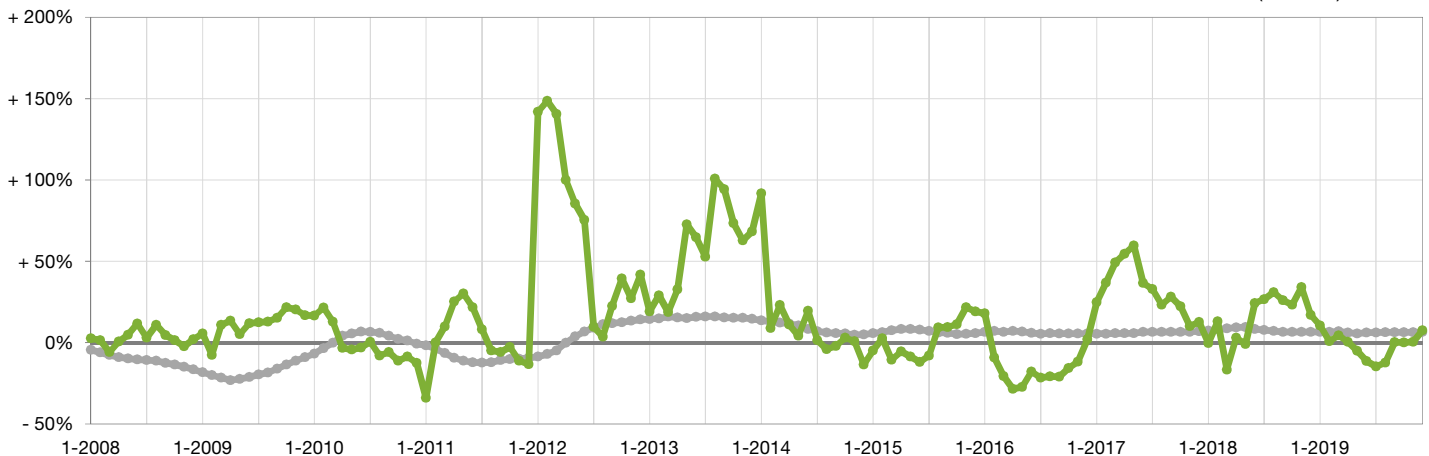
Year to Date

■ 2018 ■ 2019



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

16-County Twin Cities Region —
Calhoun (CARAG) —



** 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.