

# Local Market Update – December 2019

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



## Delano

**+ 40.0%**

**+ 83.3%**

**- 9.8%**

Change in  
New Listings

Change in  
Closed Sales

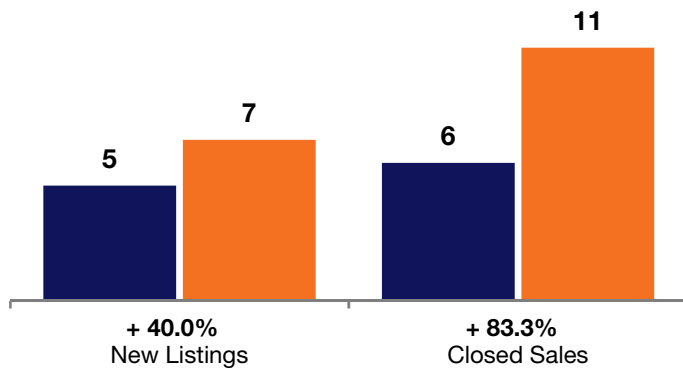
Change in  
Median Sales Price

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	5	7	+ 40.0%	214	230	+ 7.5%
Closed Sales	6	11	+ 83.3%	163	148	-9.2%
Median Sales Price*	\$297,579	<b>\$268,400</b>	-9.8%	\$315,560	<b>\$327,014</b>	+ 3.6%
Average Sales Price*	\$299,826	<b>\$266,494</b>	-11.1%	\$330,543	<b>\$331,027</b>	+ 0.1%
Price Per Square Foot*	\$152	<b>\$175</b>	+ 14.7%	\$145	<b>\$144</b>	-1.0%
Percent of Original List Price Received*	98.2%	<b>97.5%</b>	-0.7%	98.4%	<b>98.4%</b>	0.0%
Days on Market Until Sale	73	<b>145</b>	+ 98.6%	82	<b>76</b>	-7.3%
Inventory of Homes for Sale	36	<b>26</b>	-27.8%	--	--	--
Months Supply of Inventory	2.8	<b>2.1</b>	-25.0%	--	--	--

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

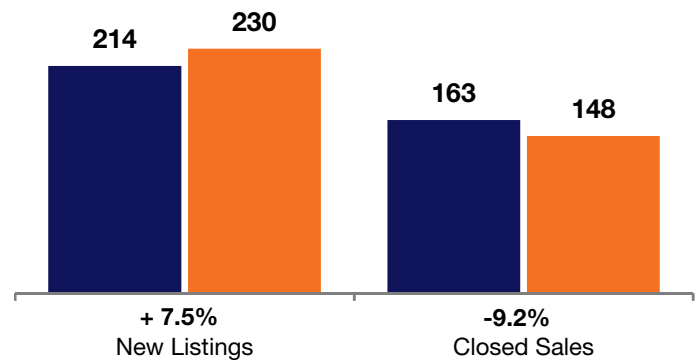
### December

■ 2018 ■ 2019



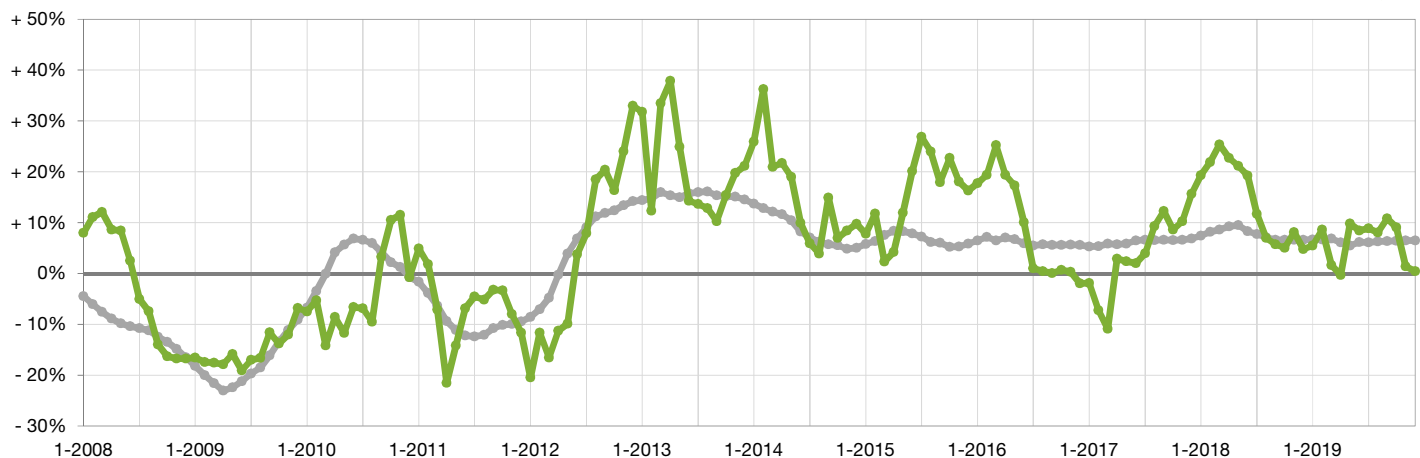
### Year to Date

■ 2018 ■ 2019



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

16-County Twin Cities Region — 16-County Twin Cities Region  
Delano — Delano



\*\* 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.