

# Local Market Update – December 2019

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



## East Isles

--                      + 400.0%                      - 4.0%

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

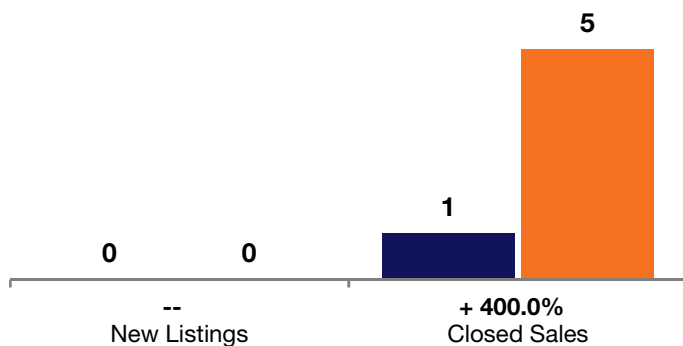
### Year to Date

|  | December  |           |          | Year to Date |           |        |
|--|-----------|-----------|----------|--------------|-----------|--------|
|  | 2018      | 2019      | + / -    | 2018         | 2019      | + / -  |
| New Listings                             | 0         | 0         | --       | 69           | 58        | -15.9% |
| Closed Sales                             | 1         | 5         | + 400.0% | 51           | 41        | -19.6% |
| Median Sales Price*                      | \$375,000 | \$360,000 | -4.0%    | \$370,000    | \$364,850 | -1.4%  |
| Average Sales Price*                     | \$375,000 | \$350,000 | -6.7%    | \$479,560    | \$475,475 | -0.9%  |
| Price Per Square Foot*                   | \$210     | \$242     | + 15.2%  | \$257        | \$254     | -0.9%  |
| Percent of Original List Price Received* | 94.5%     | 97.3%     | + 3.0%   | 96.4%        | 99.2%     | + 2.9% |
| Days on Market Until Sale                | 73        | 70        | -4.1%    | 63           | 47        | -25.4% |
| Inventory of Homes for Sale              | 4         | 6         | + 50.0%  | --           | --        | --     |
| Months Supply of Inventory               | 0.9       | 1.6       | + 77.8%  | --           | --        | --     |

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

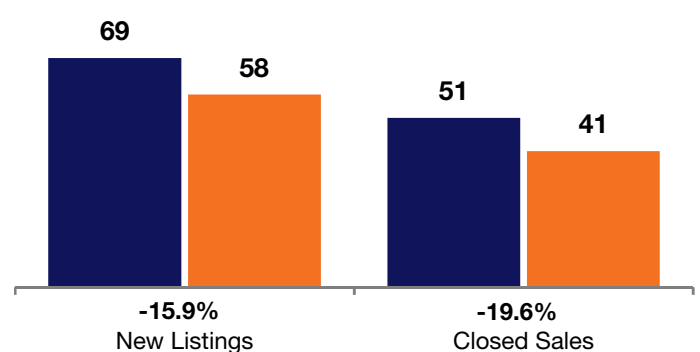
### December

■ 2018 ■ 2019



### Year to Date

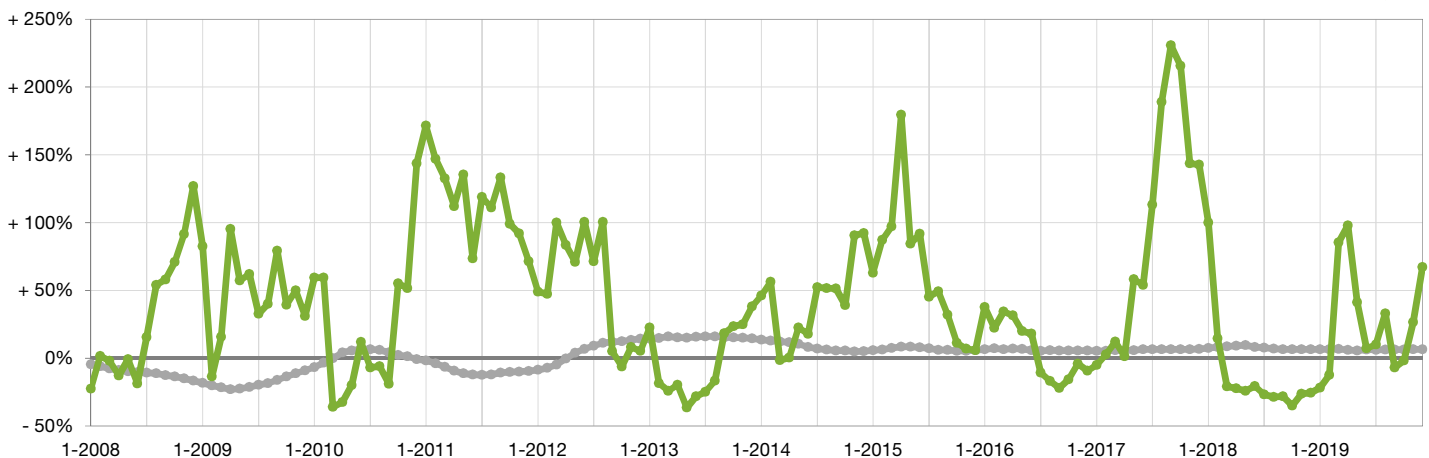
■ 2018 ■ 2019



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

16-County Twin Cities Region

East Isles



\*\* 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.