

Local Market Update – December 2019

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



Excelsior

0.0%

+ 200.0%

+ 8.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

Year to Date

	2018	2019	+ / -	2018	2019	+ / -
New Listings	1	1	0.0%	40	69	+ 72.5%
Closed Sales	2	6	+ 200.0%	21	39	+ 85.7%
Median Sales Price*	\$620,000	\$672,500	+ 8.5%	\$605,000	\$600,000	-0.8%
Average Sales Price*	\$620,000	\$621,333	+ 0.2%	\$736,638	\$630,737	-14.4%
Price Per Square Foot*	\$391	\$372	-4.9%	\$340	\$330	-2.9%
Percent of Original List Price Received*	87.8%	95.5%	+ 8.8%	95.4%	93.6%	-1.9%
Days on Market Until Sale	97	53	-45.4%	60	71	+ 18.3%
Inventory of Homes for Sale	12	11	-8.3%	--	--	--
Months Supply of Inventory	5.5	3.4	-38.2%	--	--	--

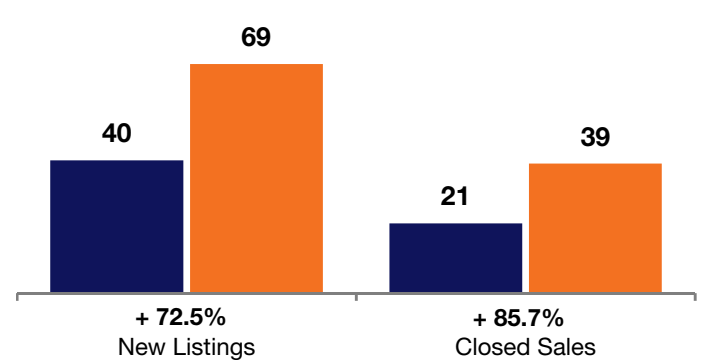
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2018 ■ 2019

Year to Date

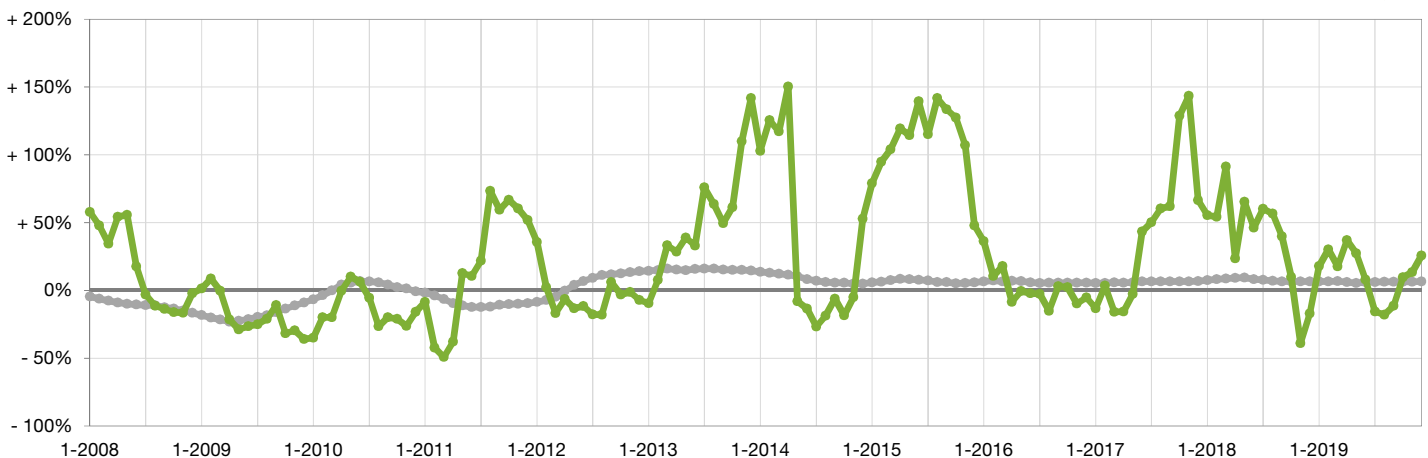
■ 2018 ■ 2019



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

16-County Twin Cities Region

Excelsior



** 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.