

Local Market Update – December 2019

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



Hale

- 66.7%

+ 150.0%

+ 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	3	1	-66.7%	80	81	+ 1.3%
Closed Sales	2	5	+ 150.0%	63	68	+ 7.9%
Median Sales Price*	\$380,750	\$413,000	+ 8.5%	\$349,250	\$397,000	+ 13.7%
Average Sales Price*	\$380,750	\$410,380	+ 7.8%	\$349,669	\$398,948	+ 14.1%
Price Per Square Foot*	\$218	\$196	-10.3%	\$215	\$216	+ 0.4%
Percent of Original List Price Received*	96.3%	98.4%	+ 2.2%	99.2%	99.6%	+ 0.4%
Days on Market Until Sale	14	58	+ 314.3%	31	37	+ 19.4%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	0.6	0.7	+ 16.7%	--	--	--

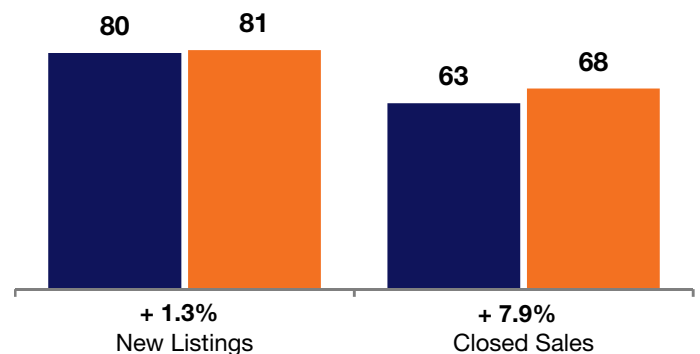
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2018 ■ 2019

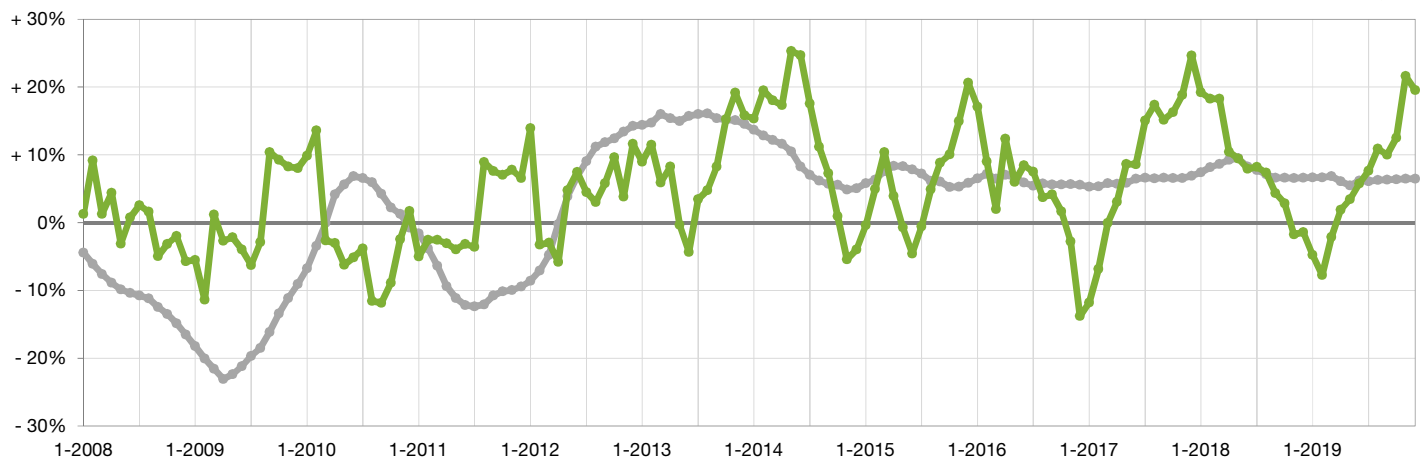
Year to Date

■ 2018 ■ 2019



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

16-County Twin Cities Region —
Hale —



** 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.