

Local Market Update – December 2019

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



Hilltop

| | Change in New Listings | Change in Closed Sales | Change in Median Sales Price |
|--|------------------------|------------------------|------------------------------|
| | -- | -- | -- |

| | December | | | Year to Date | | |
|--|----------|------|-------|--------------|----------|----------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 0 | 0 | -- | 2 | 2 | 0.0% |
| Closed Sales | 0 | 0 | -- | 1 | 2 | + 100.0% |
| Median Sales Price* | \$0 | \$0 | -- | \$79,000 | \$91,250 | + 15.5% |
| Average Sales Price* | \$0 | \$0 | -- | \$79,000 | \$91,250 | + 15.5% |
| Price Per Square Foot* | \$0 | \$0 | -- | \$74 | \$87 | + 17.6% |
| Percent of Original List Price Received* | 0.0% | 0.0% | -- | 105.5% | 99.3% | -5.9% |
| Days on Market Until Sale | 0 | 0 | -- | 60 | 41 | -31.7% |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

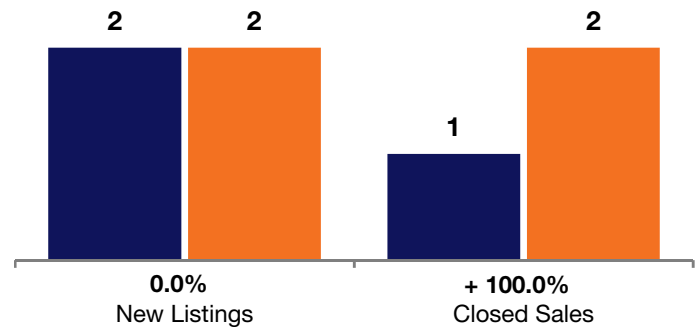
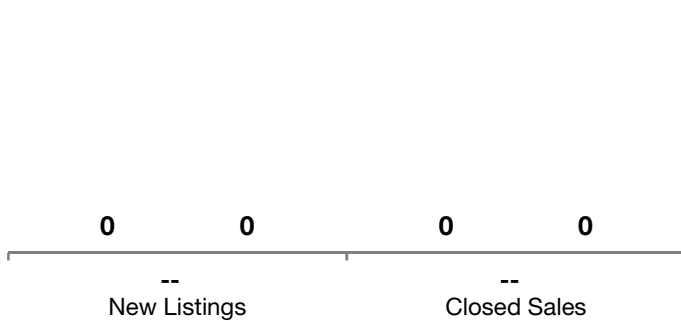
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2018 ■ 2019

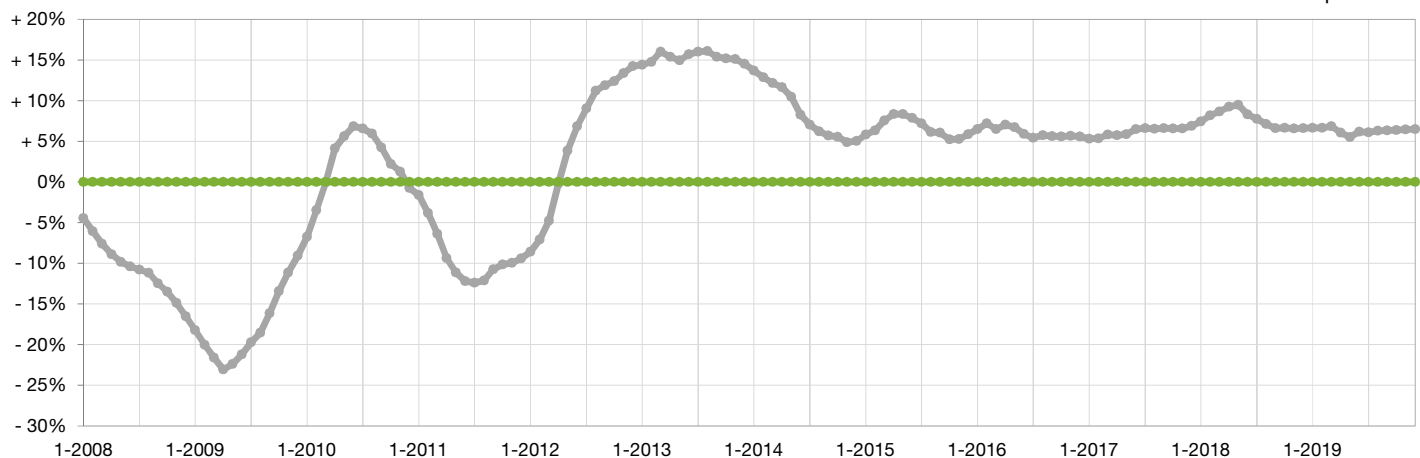
Year to Date

■ 2018 ■ 2019



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

16-County Twin Cities Region — 16-County Twin Cities Region
Hilltop — Hilltop



** 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.