

Local Market Update – December 2019

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



- 17.0%

Change in
New Listings

- 3.8%

Change in
Closed Sales

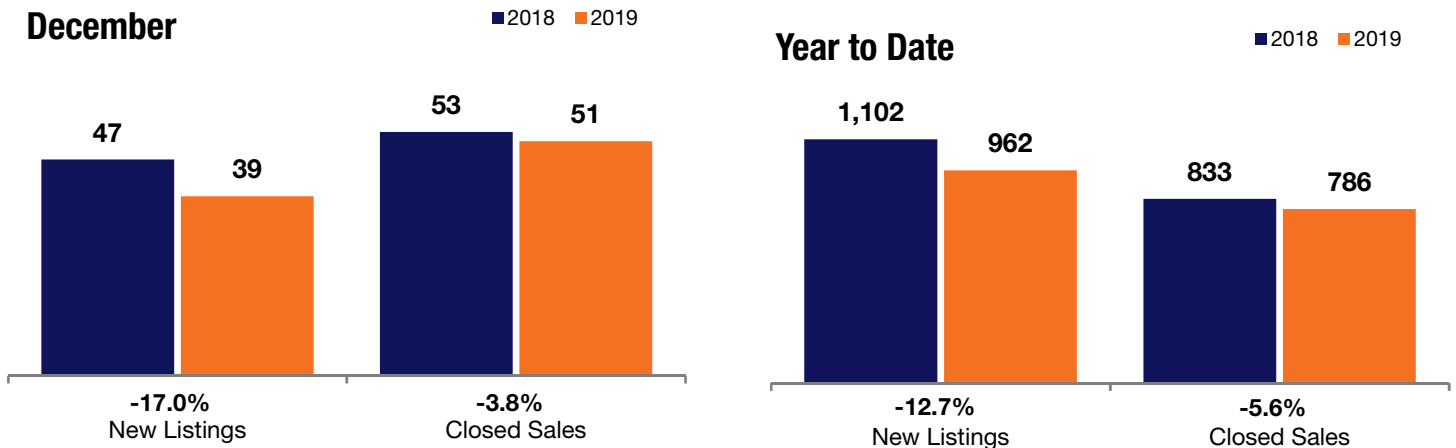
+ 13.7%

Change in
Median Sales Price

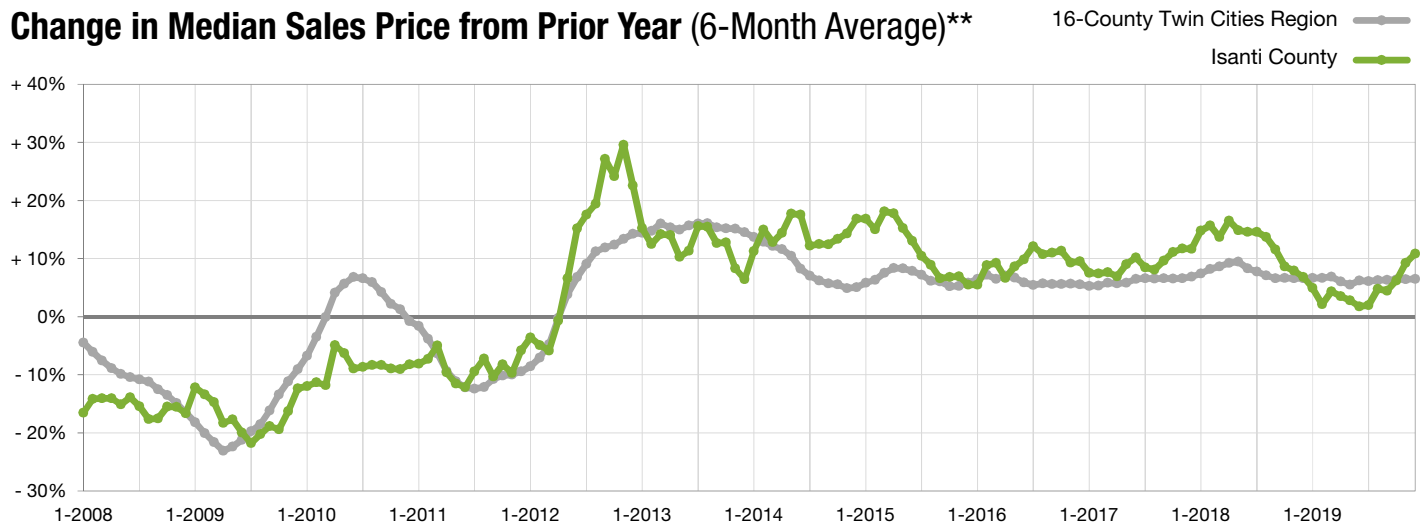
Isanti County

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	47	39	-17.0%	1,102	962	-12.7%
Closed Sales	53	51	-3.8%	833	786	-5.6%
Median Sales Price*	\$211,000	\$239,900	+ 13.7%	\$216,950	\$229,000	+ 5.6%
Average Sales Price*	\$224,809	\$250,327	+ 11.4%	\$225,545	\$241,537	+ 7.1%
Price Per Square Foot*	\$119	\$148	+ 24.3%	\$133	\$139	+ 4.7%
Percent of Original List Price Received*	95.7%	98.2%	+ 2.6%	98.2%	99.2%	+ 1.0%
Days on Market Until Sale	60	60	0.0%	53	51	-3.8%
Inventory of Homes for Sale	151	119	-21.2%	--	--	--
Months Supply of Inventory	2.2	1.8	-18.2%	--	--	--

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



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



** 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.