

Local Market Update – December 2019

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



+ 200.0%

- 33.3%

- 4.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Longfellow

December

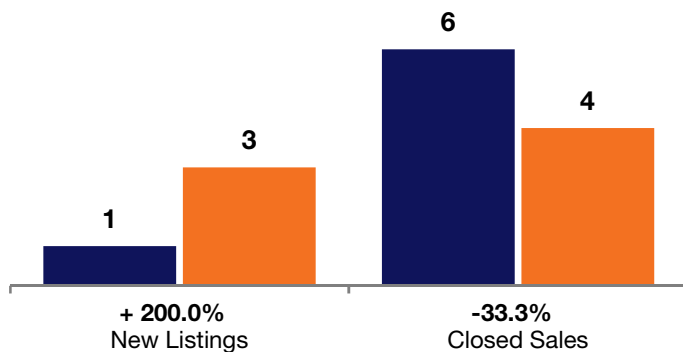
Year to Date

| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
|--|-----------|-----------|----------|-----------|-----------|---------|
| New Listings | 1 | 3 | + 200.0% | 72 | 81 | + 12.5% |
| Closed Sales | 6 | 4 | -33.3% | 58 | 67 | + 15.5% |
| Median Sales Price* | \$229,200 | \$220,000 | -4.0% | \$254,450 | \$260,000 | + 2.2% |
| Average Sales Price* | \$245,033 | \$232,500 | -5.1% | \$277,110 | \$273,984 | -1.1% |
| Price Per Square Foot* | \$185 | \$201 | + 8.8% | \$201 | \$198 | -1.6% |
| Percent of Original List Price Received* | 95.3% | 100.5% | + 5.5% | 103.4% | 99.1% | -4.2% |
| Days on Market Until Sale | 43 | 42 | -2.3% | 30 | 37 | + 23.3% |
| Inventory of Homes for Sale | 8 | 2 | -75.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.3 | -81.3% | -- | -- | -- |

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

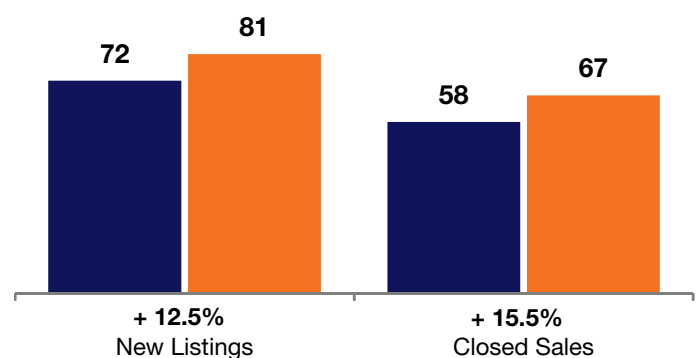
December

■ 2018 ■ 2019



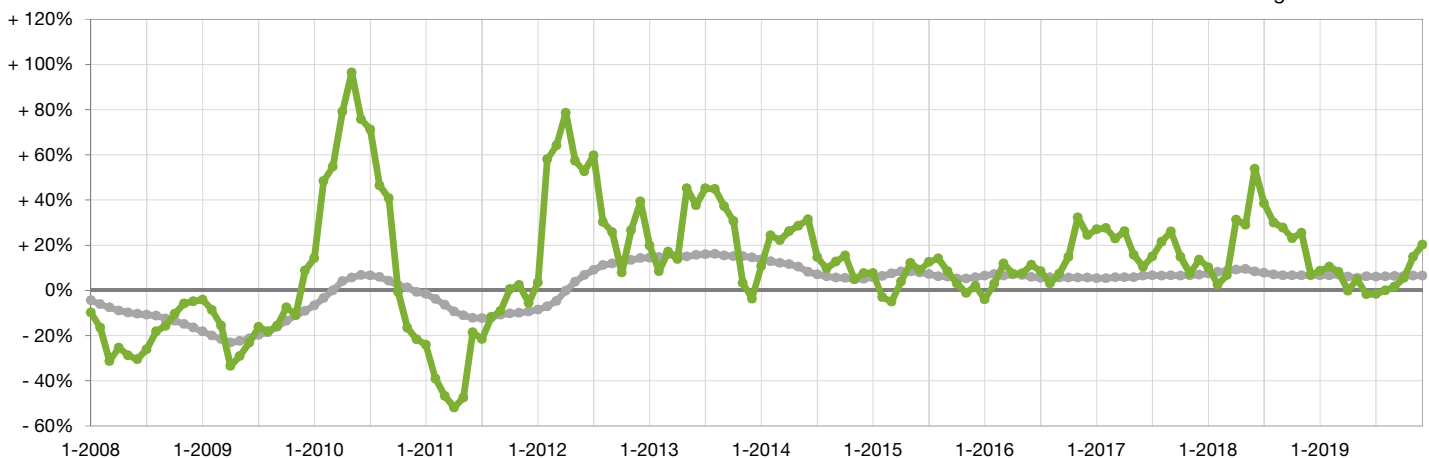
Year to Date

■ 2018 ■ 2019



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

16-County Twin Cities Region —
Longfellow —



** 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.