

Local Market Update – December 2019

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



+ 157.1%

+ 57.1%

+ 6.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Minnetrista

December

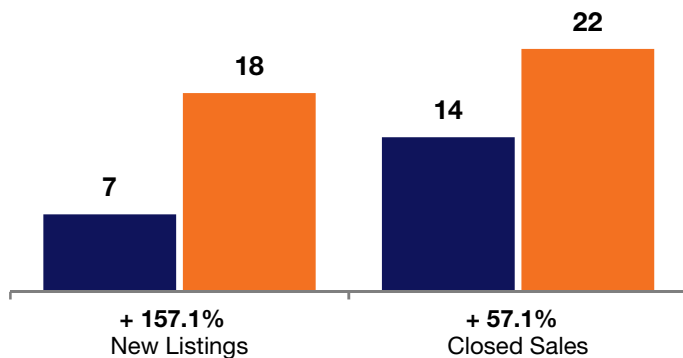
Year to Date

| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
|--|-----------|-----------|----------|-----------|-----------|---------|
| New Listings | 7 | 18 | + 157.1% | 268 | 327 | + 22.0% |
| Closed Sales | 14 | 22 | + 57.1% | 161 | 182 | + 13.0% |
| Median Sales Price* | \$529,900 | \$564,633 | + 6.6% | \$492,460 | \$500,000 | + 1.5% |
| Average Sales Price* | \$570,566 | \$719,962 | + 26.2% | \$569,330 | \$581,923 | + 2.2% |
| Price Per Square Foot* | \$192 | \$194 | + 1.1% | \$185 | \$187 | + 1.1% |
| Percent of Original List Price Received* | 99.1% | 97.0% | -2.1% | 96.6% | 96.6% | 0.0% |
| Days on Market Until Sale | 46 | 96 | + 108.7% | 99 | 82 | -17.2% |
| Inventory of Homes for Sale | 64 | 58 | -9.4% | -- | -- | -- |
| Months Supply of Inventory | 4.7 | 3.7 | -21.3% | -- | -- | -- |

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

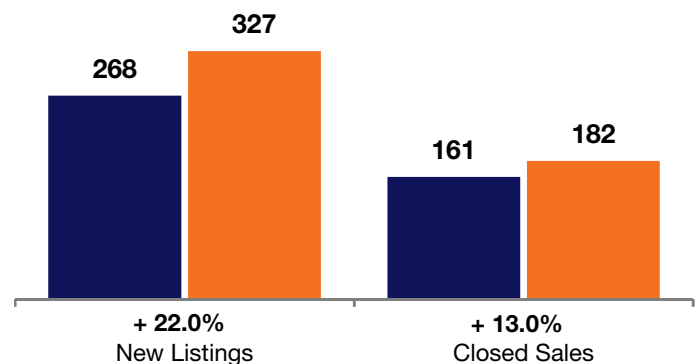
December

■ 2018 ■ 2019



Year to Date

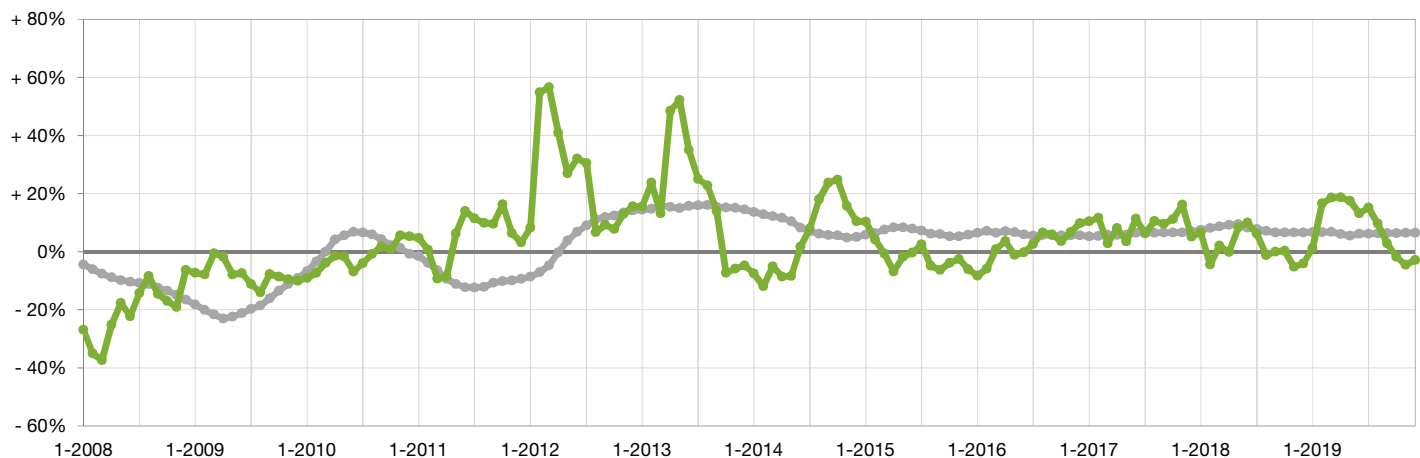
■ 2018 ■ 2019



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

16-County Twin Cities Region

Minnetrista



** 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.