

# Local Market Update – December 2019

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



**- 40.0%**

**- 22.2%**

**+ 12.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Willard-Hay

### December

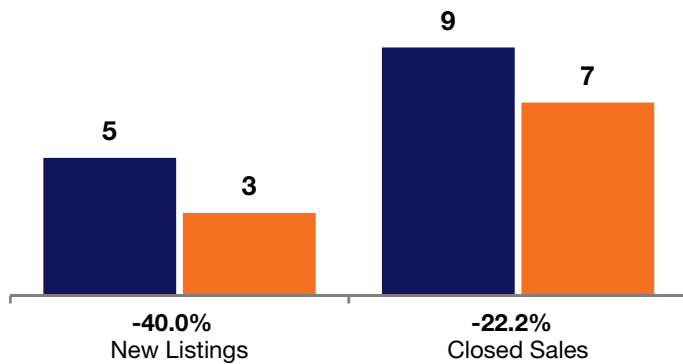
### Year to Date

	2018	2019	+ / -	2018	2019	+ / -
New Listings	5	3	-40.0%	128	123	-3.9%
Closed Sales	9	7	-22.2%	112	108	-3.6%
Median Sales Price*	\$183,000	<b>\$205,000</b>	+ 12.0%	\$175,000	<b>\$198,450</b>	+ 13.4%
Average Sales Price*	\$185,155	<b>\$207,700</b>	+ 12.2%	\$181,217	<b>\$203,094</b>	+ 12.1%
Price Per Square Foot*	\$118	<b>\$116</b>	-1.4%	\$118	<b>\$127</b>	+ 7.9%
Percent of Original List Price Received*	98.6%	<b>102.8%</b>	+ 4.3%	102.5%	<b>100.9%</b>	-1.6%
Days on Market Until Sale	28	<b>47</b>	+ 67.9%	30	<b>35</b>	+ 16.7%
Inventory of Homes for Sale	17	<b>13</b>	-23.5%	--	--	--
Months Supply of Inventory	1.9	<b>1.5</b>	-21.1%	--	--	--

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

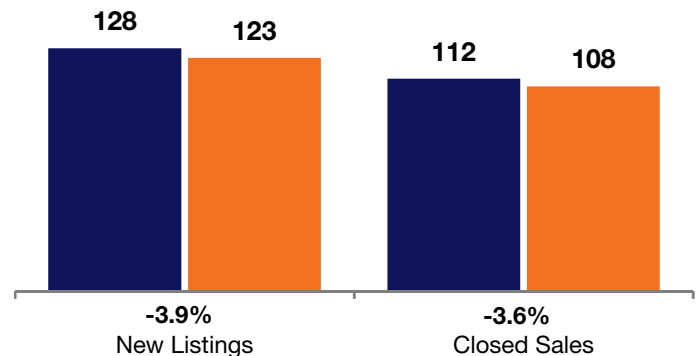
### December

■ 2018 ■ 2019



### Year to Date

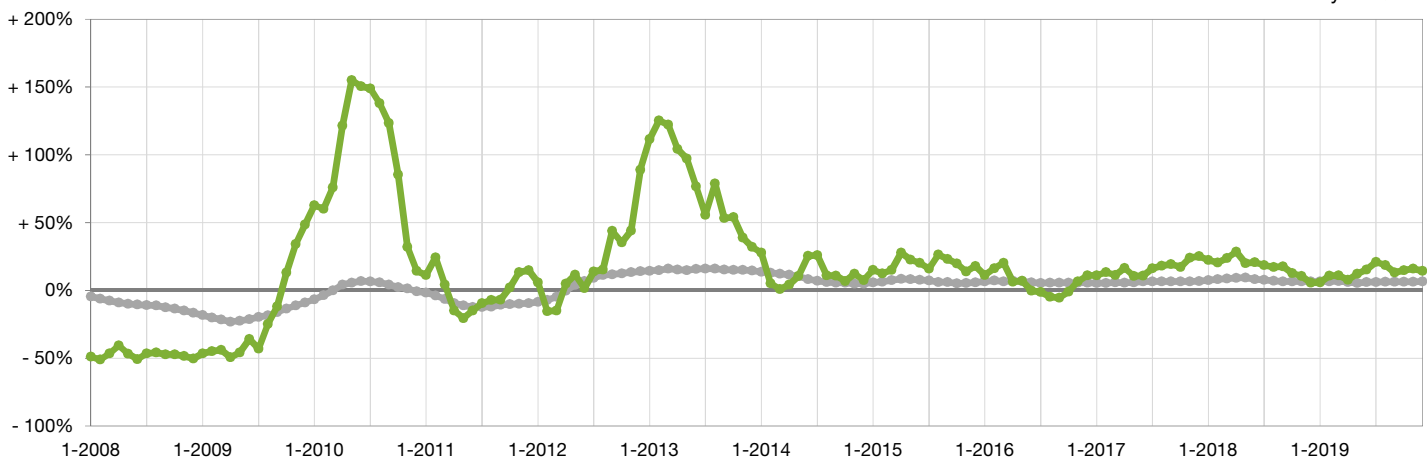
■ 2018 ■ 2019



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

16-County Twin Cities Region

Willard-Hay



\*\* 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.