

# Local Market Update – December 2019

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



## Zimmerman

**- 11.1%**

**+ 71.4%**

**+ 11.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	9	8	-11.1%	399	404	+ 1.3%
Closed Sales	14	24	+ 71.4%	289	310	+ 7.3%
Median Sales Price*	\$224,500	\$250,000	+ 11.4%	\$240,000	\$260,000	+ 8.3%
Average Sales Price*	\$227,713	\$265,536	+ 16.6%	\$255,080	\$272,969	+ 7.0%
Price Per Square Foot*	\$123	\$139	+ 13.1%	\$138	\$143	+ 4.0%
Percent of Original List Price Received*	96.8%	97.8%	+ 1.0%	98.8%	98.8%	0.0%
Days on Market Until Sale	51	64	+ 25.5%	54	60	+ 11.1%
Inventory of Homes for Sale	53	42	-20.8%	--	--	--
Months Supply of Inventory	2.1	1.7	-19.0%	--	--	--

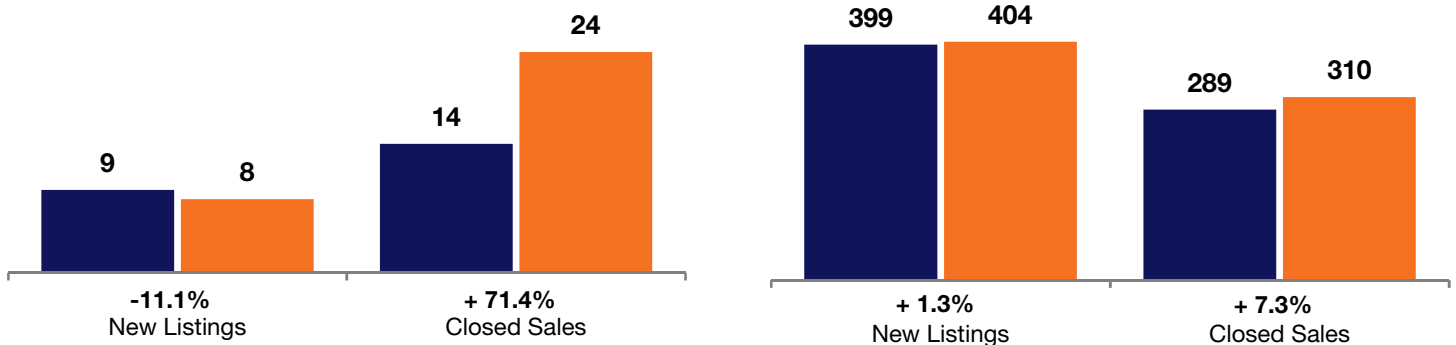
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2018 ■ 2019

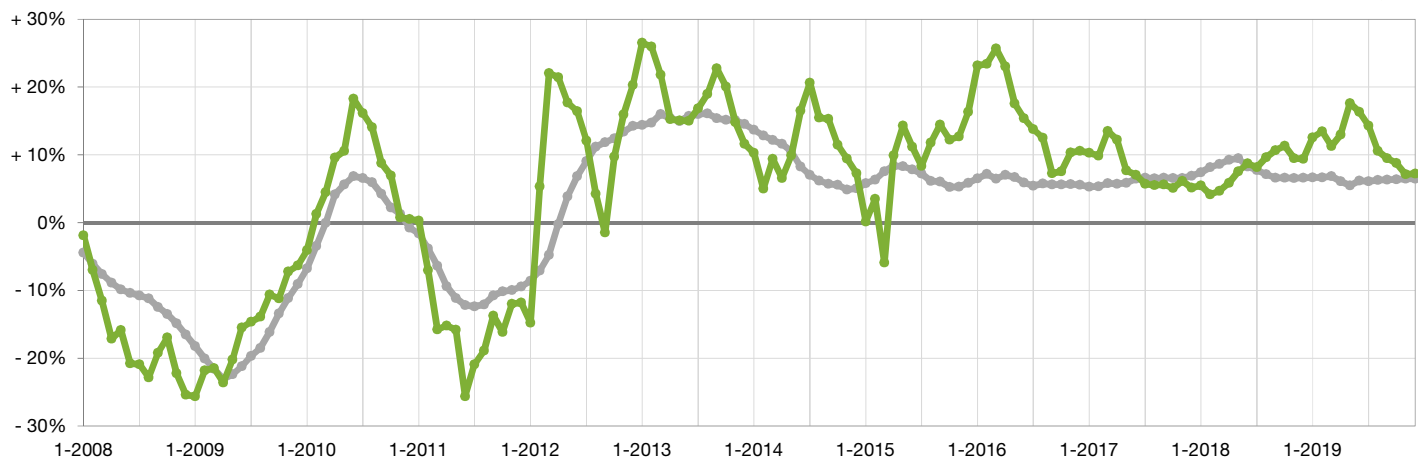
### Year to Date

■ 2018 ■ 2019



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

16-County Twin Cities Region — 16-County Twin Cities Region  
Zimmerman — Zimmerman



\*\* 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.