

Local Market Update – August 2020

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



Hastings

- 11.9%

Change in
New Listings

- 26.3%

Change in
Closed Sales

+ 2.4%

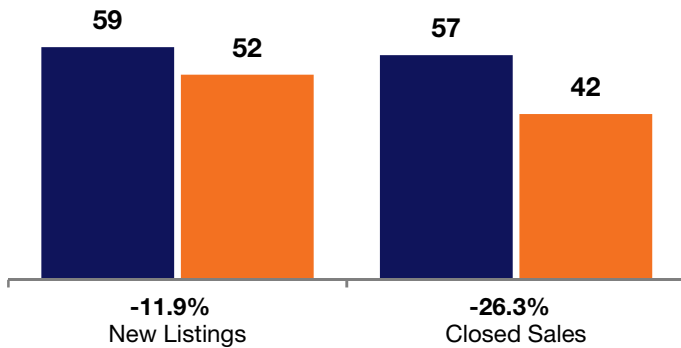
Change in
Median Sales Price

| | August | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|--------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 59 | 52 | -11.9% | 350 | 323 | -7.7% |
| Closed Sales | 57 | 42 | -26.3% | 283 | 272 | -3.9% |
| Median Sales Price* | \$254,500 | \$260,500 | + 2.4% | \$244,000 | \$260,000 | + 6.6% |
| Average Sales Price* | \$270,470 | \$310,260 | + 14.7% | \$258,997 | \$283,224 | + 9.4% |
| Price Per Square Foot* | \$134 | \$150 | + 11.5% | \$134 | \$140 | + 4.7% |
| Percent of Original List Price Received* | 98.9% | 100.3% | + 1.4% | 98.8% | 98.9% | + 0.1% |
| Days on Market Until Sale | 41 | 41 | 0.0% | 44 | 46 | + 4.5% |
| Inventory of Homes for Sale | 73 | 43 | -41.1% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.2 | -45.5% | -- | -- | -- |

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

August

■ 2019 ■ 2020



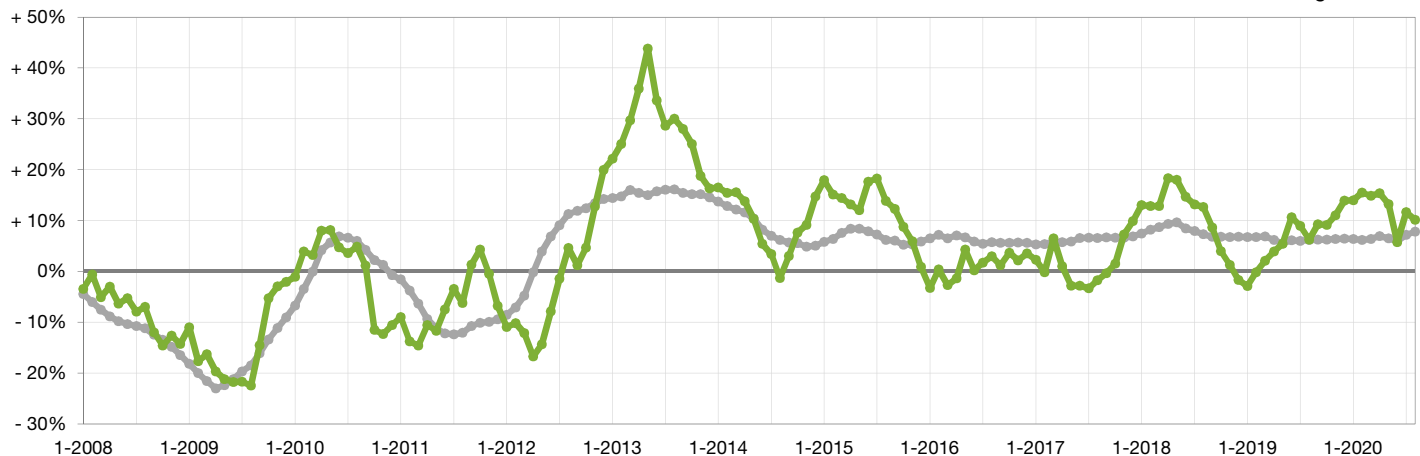
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region — 16-County Twin Cities Region
Hastings — Hastings



** 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.