

Local Market Update – August 2020

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



+ 225.0%

- 12.5%

- 0.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

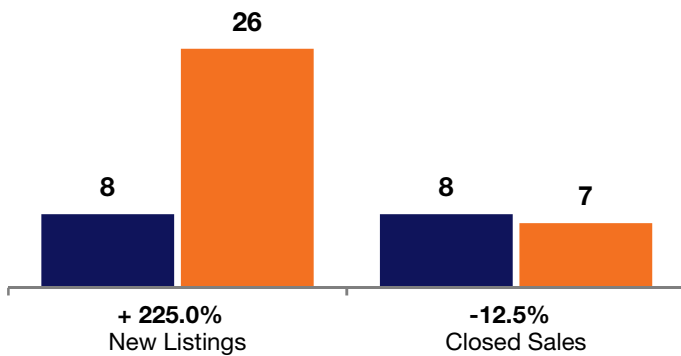
Hiawatha

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	26	+ 225.0%	77	101	+ 31.2%
Closed Sales	8	7	-12.5%	61	53	-13.1%
Median Sales Price*	\$342,300	\$340,000	-0.7%	\$283,500	\$319,000	+ 12.5%
Average Sales Price*	\$359,313	\$355,143	-1.2%	\$310,055	\$359,084	+ 15.8%
Price Per Square Foot*	\$229	\$220	-4.2%	\$222	\$212	-4.5%
Percent of Original List Price Received*	101.3%	105.5%	+ 4.1%	100.9%	102.2%	+ 1.3%
Days on Market Until Sale	19	11	-42.1%	27	49	+ 81.5%
Inventory of Homes for Sale	10	31	+ 210.0%	--	--	--
Months Supply of Inventory	1.3	4.5	+ 246.2%	--	--	--

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

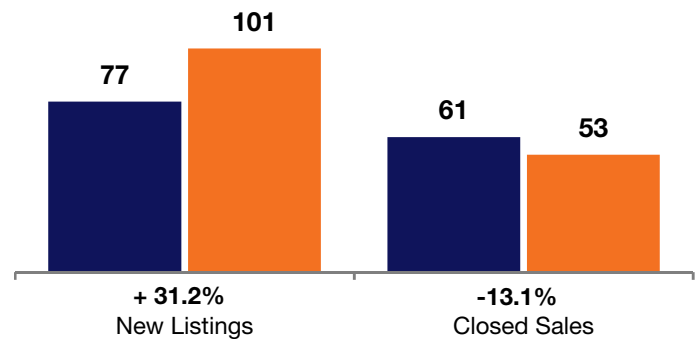
August

■ 2019 ■ 2020



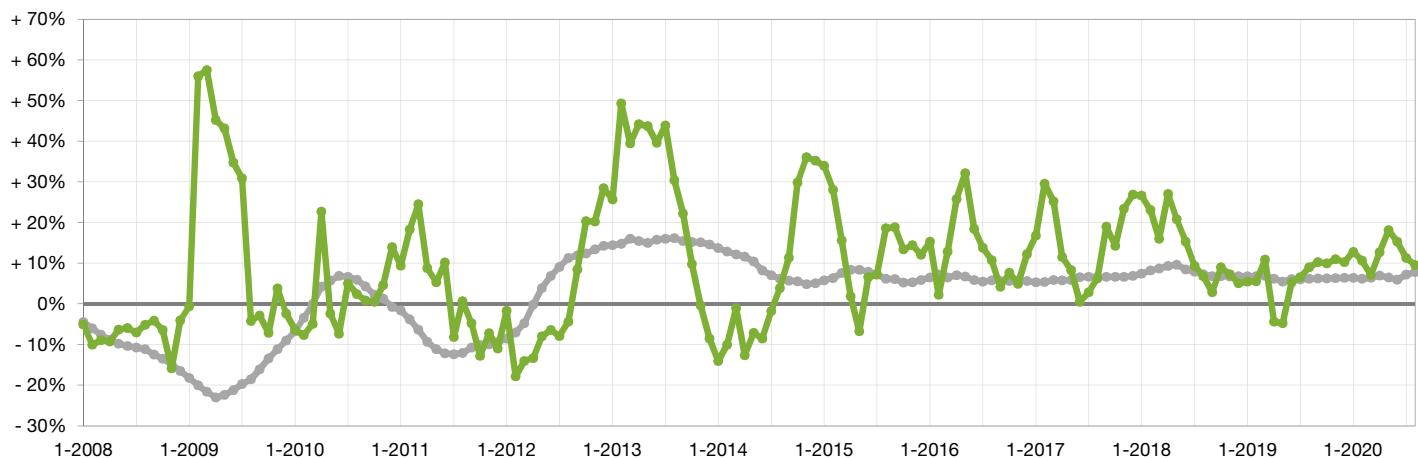
Year to Date

■ 2019 ■ 2020



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

16-County Twin Cities Region — 16-County Twin Cities Region
Hiawatha — Hiawatha



** 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.