

16-County Twin Cities Region

+ 3.5%

Change in
New Listings

- 9.9%

Change in
Closed Sales

+ 4.0%

Change in
Median Sales Price

December

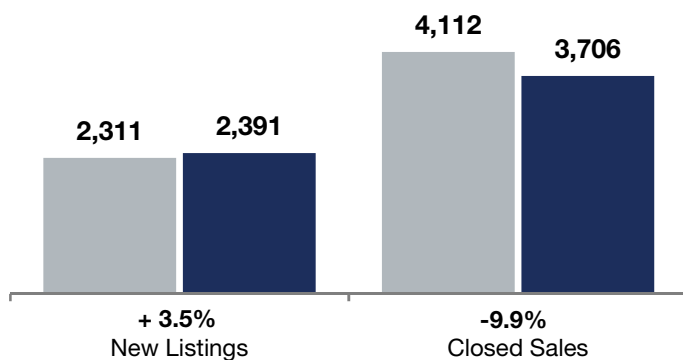
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	2,311	2,391	+ 3.5%	76,175	75,969	-0.3%
Closed Sales	4,112	3,706	-9.9%	61,294	59,189	-3.4%
Median Sales Price*	\$248,000	\$258,000	+ 4.0%	\$246,000	\$265,000	+ 7.7%
Average Sales Price*	\$305,921	\$314,018	+ 2.6%	\$293,641	\$312,004	+ 6.3%
Price Per Square Foot*	\$143	\$155	+ 8.3%	\$143	\$153	+ 7.2%
Percent of Original List Price Received*	97.1%	96.9%	-0.2%	98.3%	98.9%	+ 0.6%
Days on Market Until Sale	61	57	-6.6%	56	48	-14.3%
Inventory of Homes for Sale	7,775	8,128	+ 4.5%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

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

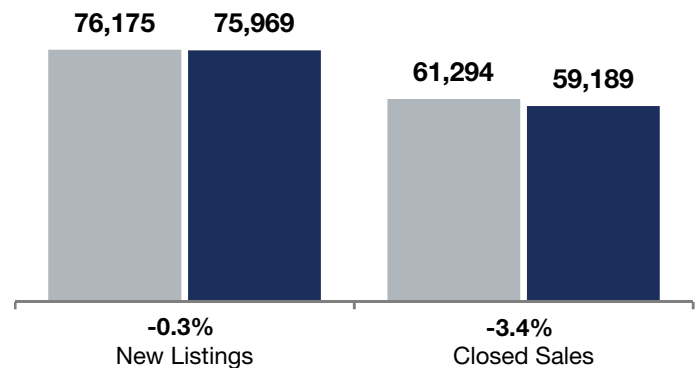
December

■ 2017 ■ 2018



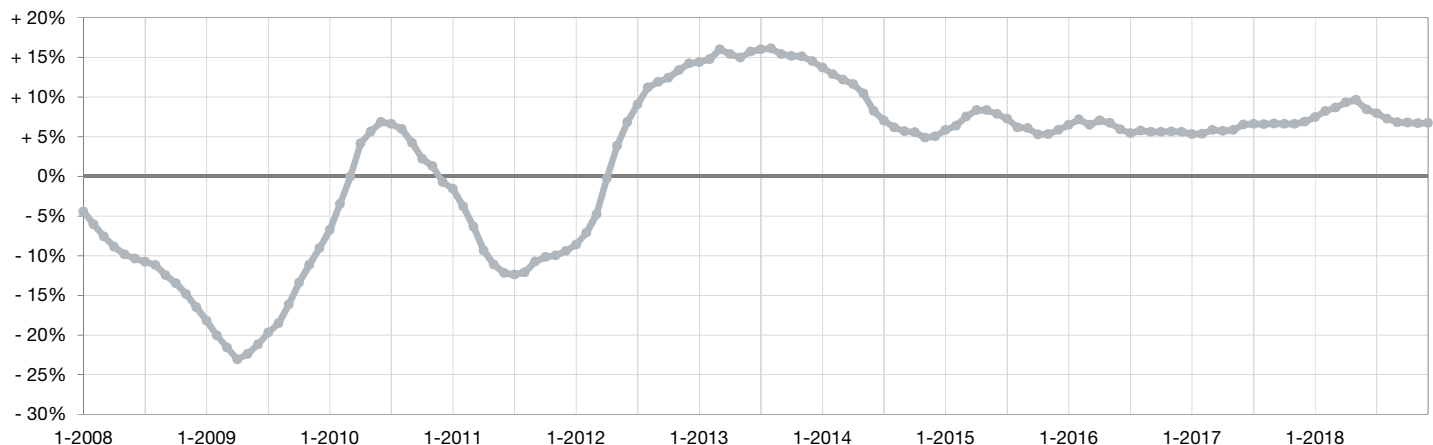
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region



** 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.