

Local Market Update – August 2016

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



- 33.3%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

+ 2.9%

Change in
Median Sales Price

Falcon Heights

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
New Listings	6	4	-33.3%	50	52	+ 4.0%
Closed Sales	8	12	+ 50.0%	44	41	-6.8%
Median Sales Price*	\$251,000	\$258,250	+ 2.9%	\$261,000	\$295,000	+ 13.0%
Average Sales Price*	\$251,238	\$284,862	+ 13.4%	\$300,553	\$302,029	+ 0.5%
Price Per Square Foot*	\$130	\$151	+ 16.1%	\$145	\$142	-2.1%
Percent of Original List Price Received*	97.8%	93.8%	-4.1%	96.2%	96.1%	-0.1%
Days on Market Until Sale	65	62	-4.6%	119	75	-37.0%
Inventory of Homes for Sale	15	9	-40.0%	--	--	--
Months Supply of Inventory	3.1	1.8	-41.9%	--	--	--

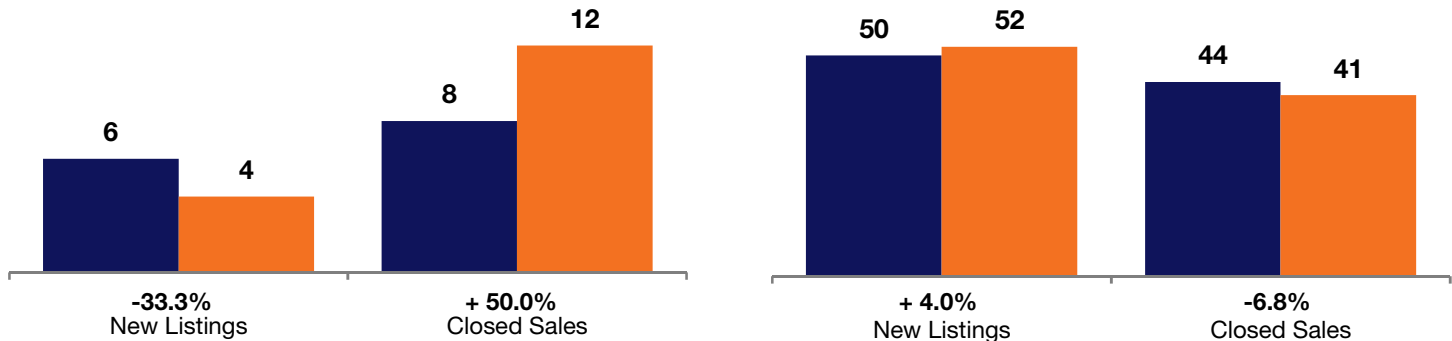
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

■ 2015 ■ 2016

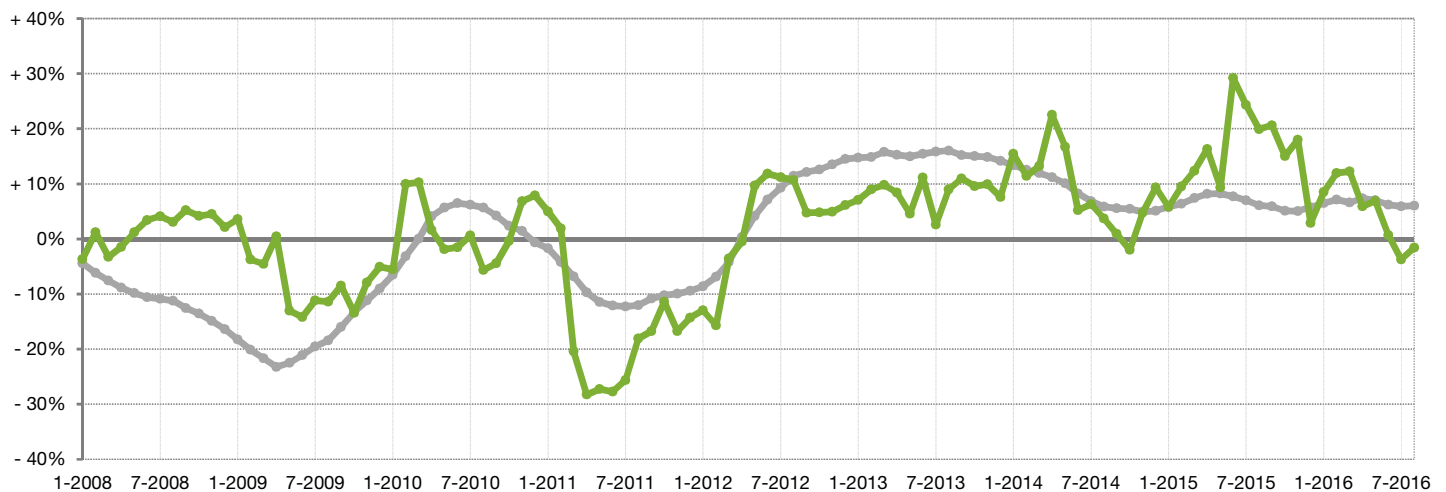
Year to Date

■ 2015 ■ 2016



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

Twin Cities Region — Grey line
Falcon Heights — Green line



** 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. | All data from NorthstarMLS. | Powered by ShowingTime 10K.