

+ 40.0%

+ 22.2%

- 0.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Cannon Falls

October

Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|------------------|----------|-----------|------------------|--------|
| New Listings | 10 | 14 | + 40.0% | 116 | 117 | + 0.9% |
| Closed Sales | 9 | 11 | + 22.2% | 99 | 79 | -20.2% |
| Median Sales Price* | \$249,900 | \$248,500 | -0.6% | \$232,000 | \$244,950 | + 5.6% |
| Average Sales Price* | \$249,611 | \$270,955 | + 8.6% | \$249,423 | \$271,721 | + 8.9% |
| Price Per Square Foot* | \$125 | \$130 | + 4.1% | \$131 | \$127 | -3.4% |
| Percent of Original List Price Received* | 96.1% | 95.3% | -0.8% | 97.0% | 95.8% | -1.2% |
| Days on Market Until Sale | 44 | 84 | + 90.9% | 91 | 83 | -8.8% |
| Inventory of Homes for Sale | 24 | 41 | + 70.8% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 5.7 | + 119.2% | -- | -- | -- |

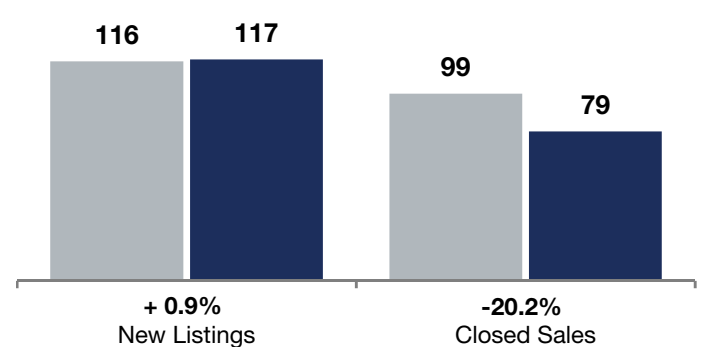
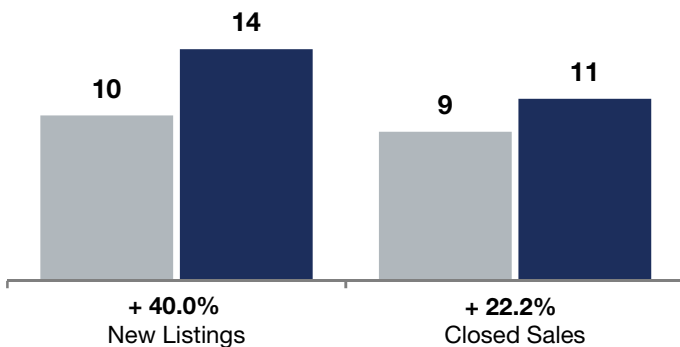
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

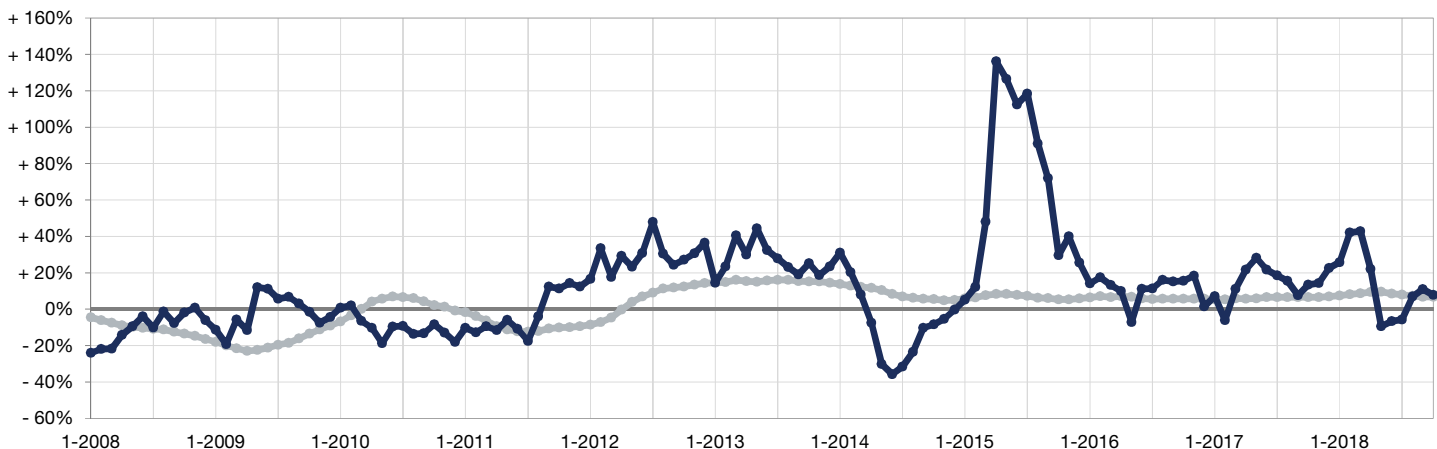
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region —
Cannon Falls —



** 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.