

- 57.7%

+ 16.7%

+ 5.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Delano

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	26	11	-57.7%	236	198	-16.1%
Closed Sales	12	14	+ 16.7%	145	140	-3.4%
Median Sales Price*	\$319,838	\$336,250	+ 5.1%	\$290,000	\$315,000	+ 8.6%
Average Sales Price*	\$297,168	\$320,027	+ 7.7%	\$310,376	\$333,251	+ 7.4%
Price Per Square Foot*	\$140	\$150	+ 7.4%	\$141	\$145	+ 2.6%
Percent of Original List Price Received*	98.4%	99.8%	+ 1.4%	99.0%	98.3%	-0.7%
Days on Market Until Sale	38	62	+ 63.2%	76	85	+ 11.8%
Inventory of Homes for Sale	57	36	-36.8%	--	--	--
Months Supply of Inventory	3.9	2.8	-28.2%	--	--	--

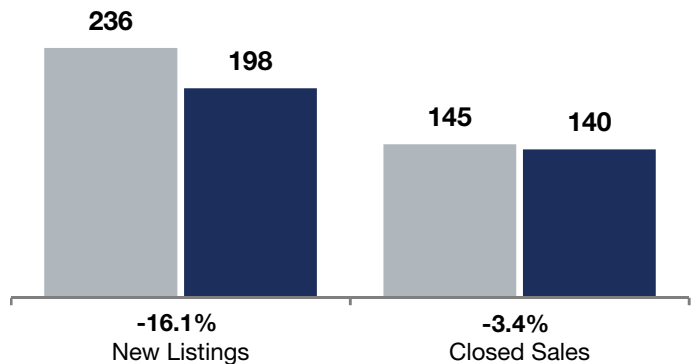
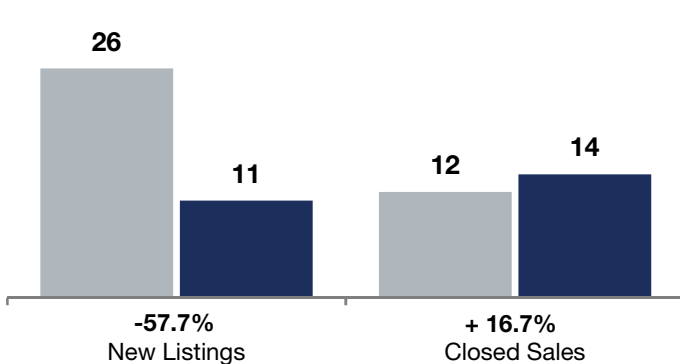
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

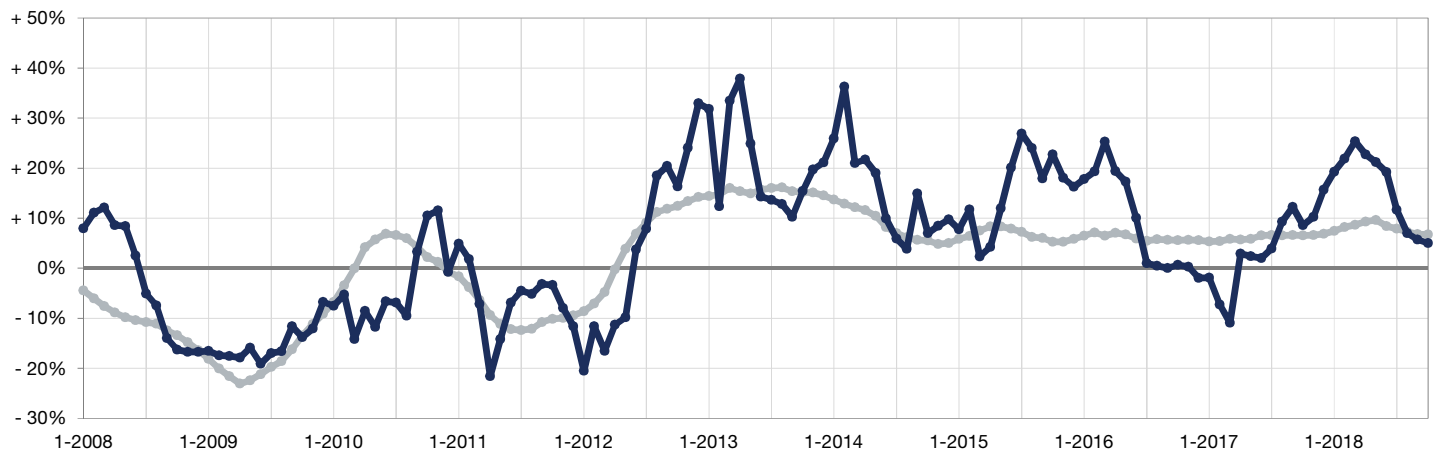
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region — 16-County Twin Cities Region
Delano — Delano



** 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.