

+ 16.7%

0.0%

+ 14.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Falcon Heights

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	12	14	+ 16.7%	67	66	-1.5%
Closed Sales	5	5	0.0%	55	48	-12.7%
Median Sales Price*	\$235,000	\$270,000	+ 14.9%	\$273,000	\$312,000	+ 14.3%
Average Sales Price*	\$247,640	\$231,880	-6.4%	\$295,368	\$315,938	+ 7.0%
Price Per Square Foot*	\$154	\$158	+ 2.5%	\$157	\$169	+ 7.4%
Percent of Original List Price Received*	94.0%	92.3%	-1.8%	96.5%	98.6%	+ 2.2%
Days on Market Until Sale	81	32	-60.5%	63	45	-28.6%
Inventory of Homes for Sale	13	17	+ 30.8%	--	--	--
Months Supply of Inventory	2.2	3.2	+ 45.5%	--	--	--

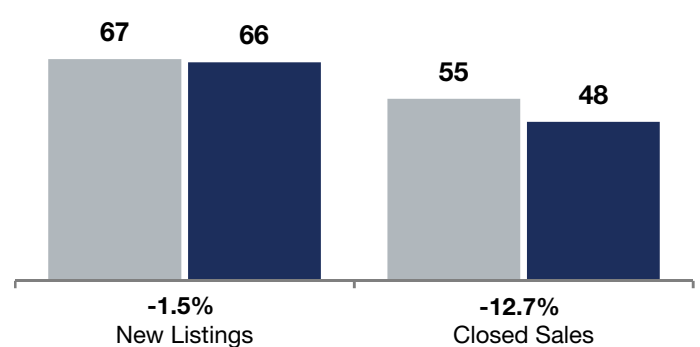
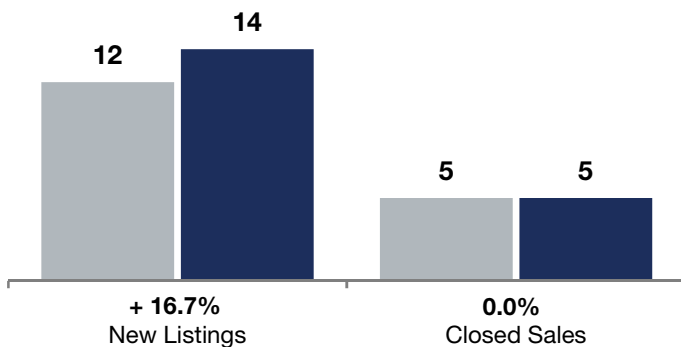
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

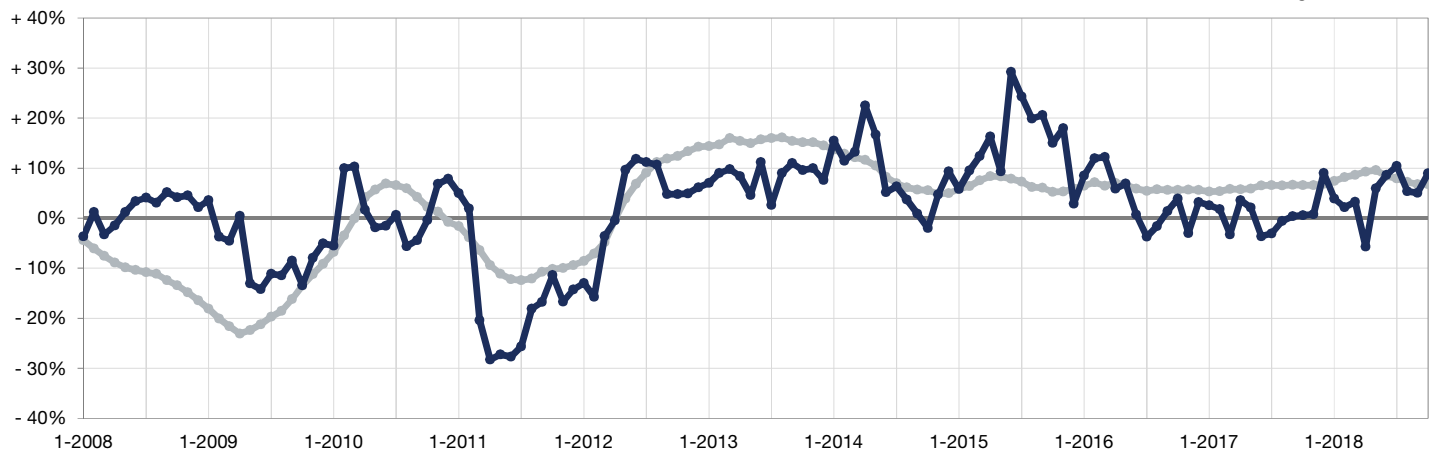
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region —
Falcon Heights —



** 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.