

Hopkins

- 25.9%

+ 4.3%

+ 19.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

October

Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 27 | 20 | -25.9% | 276 | 239 | -13.4% |
| Closed Sales | 23 | 24 | + 4.3% | 232 | 197 | -15.1% |
| Median Sales Price* | \$214,000 | \$255,000 | + 19.2% | \$215,000 | \$250,000 | + 16.3% |
| Average Sales Price* | \$234,879 | \$232,826 | -0.9% | \$235,952 | \$260,430 | + 10.4% |
| Price Per Square Foot* | \$152 | \$146 | -4.4% | \$137 | \$149 | + 9.0% |
| Percent of Original List Price Received* | 97.8% | 98.6% | + 0.8% | 98.8% | 99.5% | + 0.7% |
| Days on Market Until Sale | 37 | 25 | -32.4% | 41 | 36 | -12.2% |
| Inventory of Homes for Sale | 42 | 28 | -33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.4 | -22.2% | -- | -- | -- |

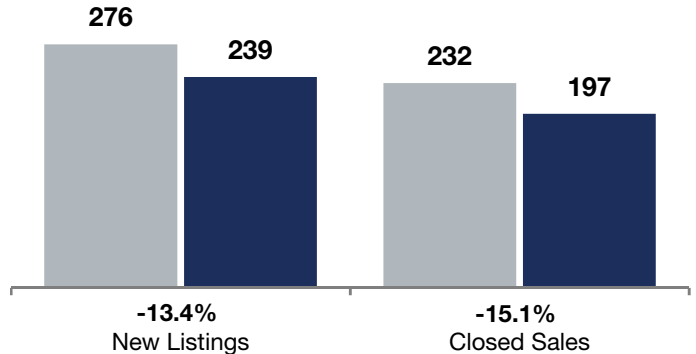
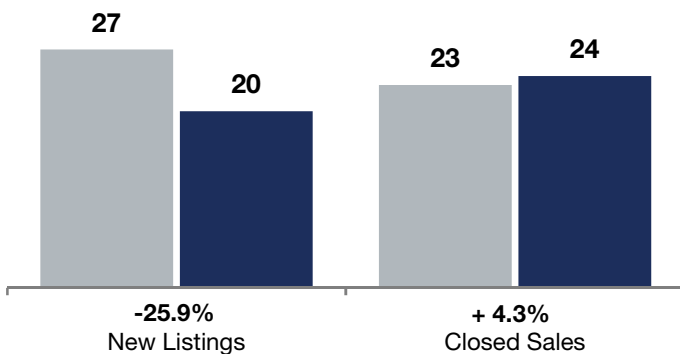
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

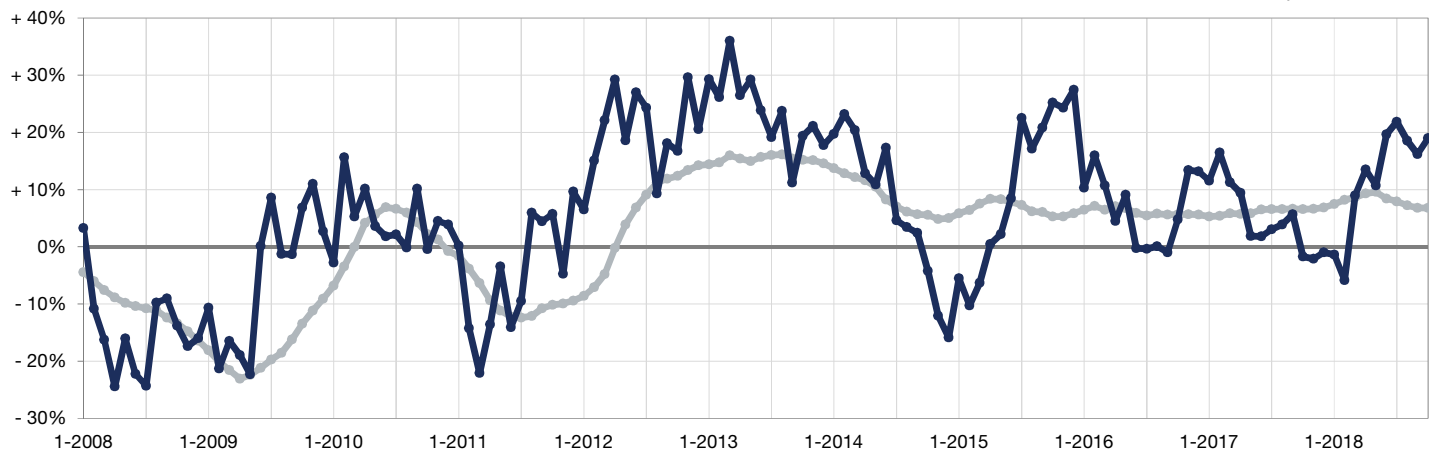
Year to Date

■ 2017 ■ 2018



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

16-County Twin Cities Region —
Hopkins —



** 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.