

# Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association  
of REALTORS®

## River Falls

**+ 121.4%**

Change in  
New Listings

**+ 50.0%**

Change in  
Closed Sales

**+ 16.4%**

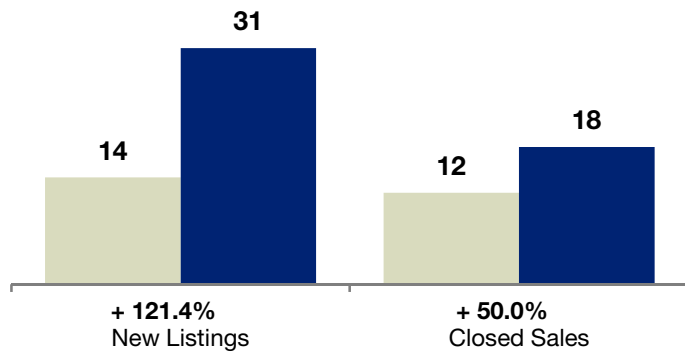
Change in  
Median Sales Price

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	14	31	+ 121.4%	168	199	+ 18.5%
Closed Sales	12	18	+ 50.0%	89	110	+ 23.6%
Median Sales Price*	\$140,000	\$163,000	+ 16.4%	\$141,900	\$144,000	+ 1.5%
Average Sales Price*	\$149,604	\$175,650	+ 17.4%	\$154,873	\$161,966	+ 4.6%
Price Per Square Foot*	\$99	\$101	+ 1.6%	\$92	\$87	- 4.6%
Percent of Original List Price Received*	91.3%	92.1%	+ 0.9%	92.7%	90.8%	- 2.0%
Days on Market Until Sale	241	153	- 36.3%	194	186	- 4.4%
Inventory of Homes for Sale	143	113	- 21.0%	--	--	--
Months Supply of Inventory	13.7	8.2	- 40.1%	--	--	--

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

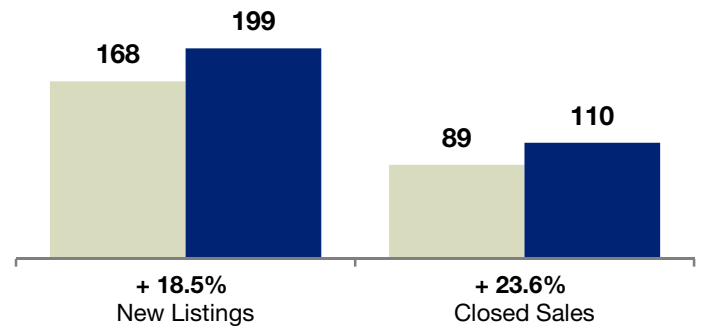
### August

■ 2011 ■ 2012



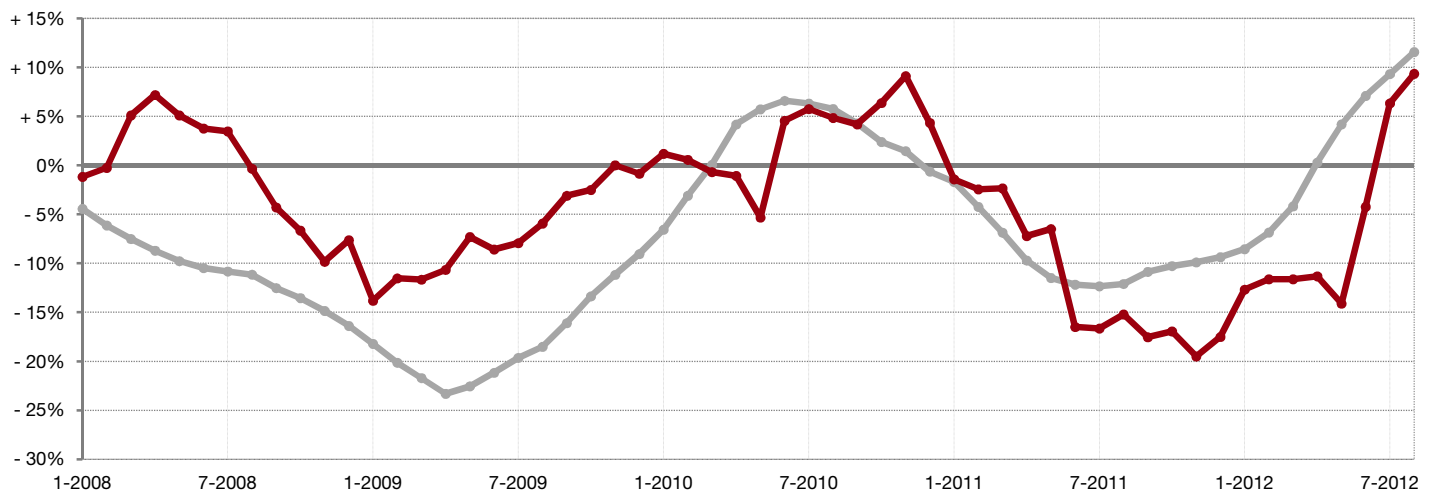
### Year to Date

■ 2011 ■ 2012



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

Twin Cities Region — Grey line  
River Falls — Red 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. | Current as of September 10, 2012. All data from Regional Multiple Listing Service, Inc. | Powered by 10K Research and Marketing. | Sponsored by Royal Credit Union www.rcu.org