

# Local Market Update – November 2017

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



MINNEAPOLIS AREA Association  
of REALTORS®

## River Falls

**- 5.6%**

Change in  
New Listings

**- 16.0%**

Change in  
Closed Sales

**+ 34.3%**

Change in  
Median Sales Price

### November

### Year to Date

|  | 2016      | 2017             | + / -   | 2016      | 2017             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 18        | 17               | -5.6%   | 342       | 314              | -8.2%   |
| Closed Sales                             | 25        | 21               | -16.0%  | 273       | 258              | -5.5%   |
| Median Sales Price*                      | \$196,500 | <b>\$263,900</b> | + 34.3% | \$209,500 | <b>\$230,000</b> | + 9.8%  |
| Average Sales Price*                     | \$216,896 | <b>\$317,419</b> | + 46.3% | \$224,216 | <b>\$260,694</b> | + 16.3% |
| Price Per Square Foot*                   | \$111     | <b>\$143</b>     | + 28.8% | \$114     | <b>\$123</b>     | + 7.9%  |
| Percent of Original List Price Received* | 96.6%     | <b>97.3%</b>     | + 0.7%  | 97.0%     | <b>97.6%</b>     | + 0.6%  |
| Days on Market Until Sale                | 175       | <b>85</b>        | -51.4%  | 121       | <b>94</b>        | -22.3%  |
| Inventory of Homes for Sale              | 67        | <b>70</b>        | + 4.5%  | --        | --               | --      |
| Months Supply of Inventory               | 2.7       | <b>3.0</b>       | + 11.1% | --        | --               | --      |

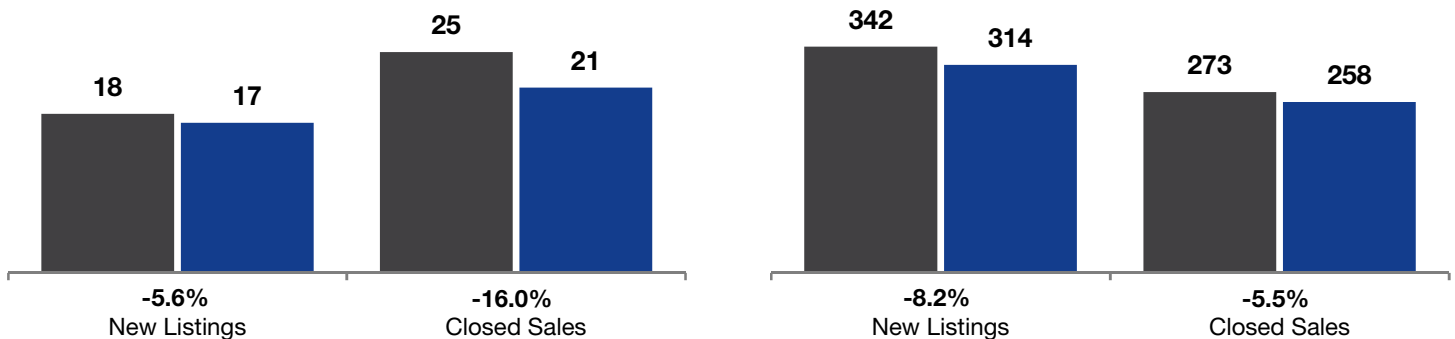
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### November

■ 2016 ■ 2017

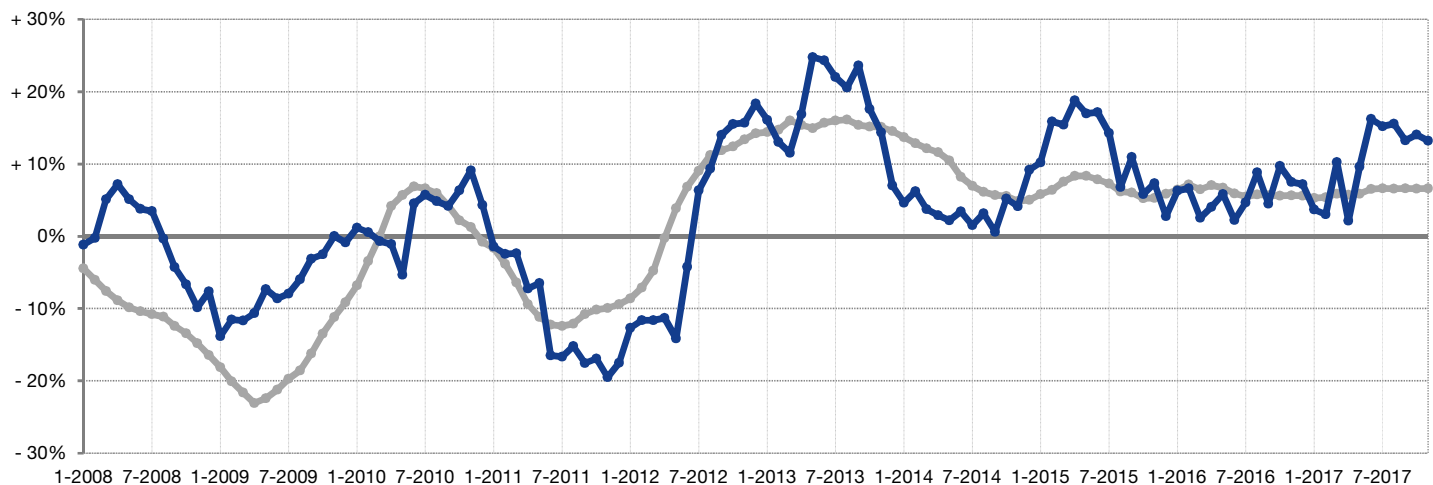
### Year to Date

■ 2016 ■ 2017



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

16-County Twin Cities Region —  
River 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. | Current as of December 8, 2017. All data from NorthstarMLS. | Powered by ShowingTime.