

# Local Market Update – December 2012

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## Luverne

**- 75.0%**

Change in  
New Listings

**- 33.3%**

Change in  
Closed Sales

**- 35.6%**

Change in  
Median Sales Price

Rock County, MN

### December

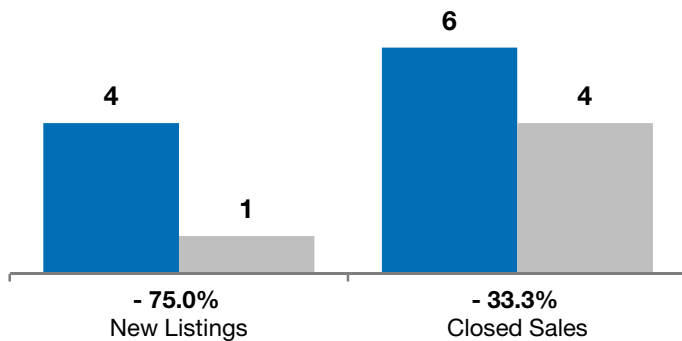
### Year to Date

|  | 2011      | 2012      | + / -   | 2011      | 2012      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 4         | 1         | - 75.0% | 103       | 118       | + 14.6% |
| Closed Sales                             | 6         | 4         | - 33.3% | 51        | 64        | + 25.5% |
| Median Sales Price*                      | \$165,500 | \$106,500 | - 35.6% | \$98,500  | \$91,000  | - 7.6%  |
| Average Sales Price*                     | \$149,750 | \$115,375 | - 23.0% | \$102,705 | \$107,234 | + 4.4%  |
| Percent of Original List Price Received* | 93.1%     | 95.3%     | + 2.3%  | 87.8%     | 90.1%     | + 2.7%  |
| Average Days on Market Until Sale        | 90        | 80        | - 10.7% | 169       | 132       | - 22.1% |
| Inventory of Homes for Sale              | 65        | 52        | - 20.0% | --        | --        | --      |
| Months Supply of Inventory               | 14.7      | 9.5       | - 35.8% | --        | --        | --      |

\* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

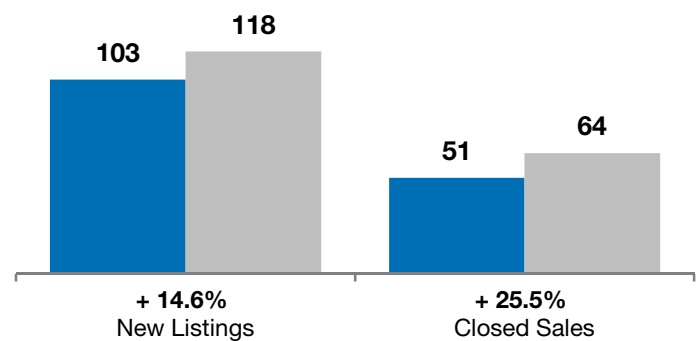
### December

■ 2011 ■ 2012

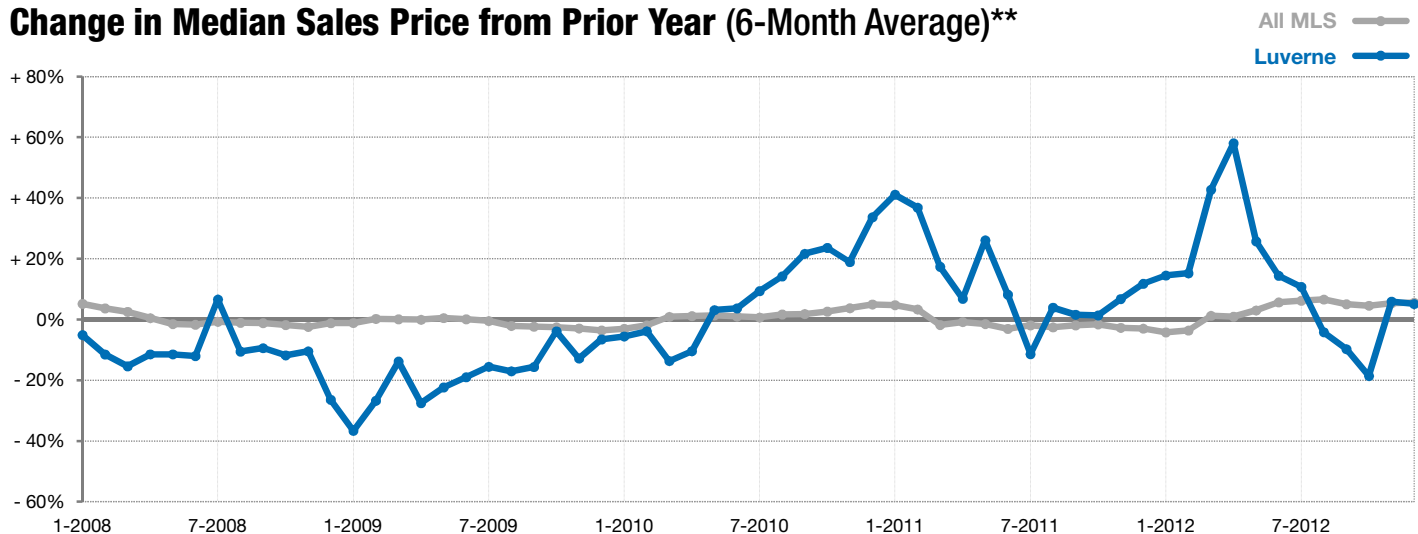


### Year to Date

■ 2011 ■ 2012



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



\*\* 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 January 7, 2013. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.