Local Market Updates

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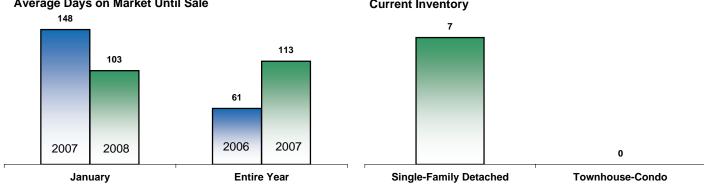
Garretson

January

Entire Year

Minnehaha County, SD	2007	2008	Change	2006	2007	Change
New Listings	4	4	- 0.0%	56	49	- 12.5%
Closed Sales	2	2	- 0.0%	34	30	- 11.8%
Average Sales Price	\$265,500	\$182,000	- 31.5%	\$134,535	\$148,615	+ 10.5%
Percent of Original List Price Received at Sale*	94.5%	92.8%	- 1.8%	93.4%	94.2%	+ 0.8%
Average Days on Market Until Sale	148	103	- 30.5%	61	113	+ 83.9%
Total Current Inventory**	NA	7	NA			
Single-Family Detached Inventory	NA	7	NA			

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in January 2008 **Activity—Most Recent Month** Activity—Year to Date 56 ■ New Listings 49 ■ New Listings ■ Closed Sales ■ Closed Sales 30 2 2 2007 2008 2006 2007 **Average Sales Price** Ratio of Sales Price to Original List Price 94.5% 94.2% 92.8% \$265,500 \$182,000 \$148,615 \$134,535 2006 2007 2007 2008 2006 2007 2007 2008 January **Entire Year** January **Entire Year** Average Days on Market Until Sale **Current Inventory**



Some of the figures referenced in this report are for only one month worth of activity. As such, they can sometimes look extreme due to the small sample size involved.