Local Market Updates

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Pipestone

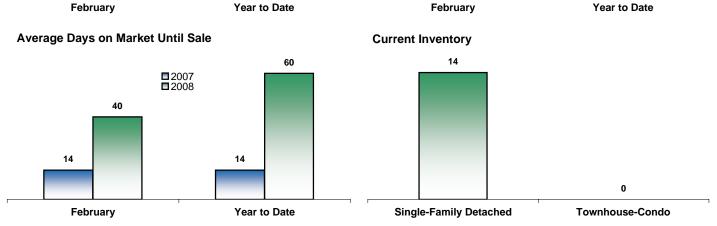
February

Year to Date

| Pipestone County, MN | 2007 | 2008 | Change | 2007 | 2008 | Change |
|--|----------|-----------|----------|----------|-----------|----------|
| New Listings | 3 | 2 | - 33.3% | 7 | 6 | - 14.3% |
| Closed Sales | 0 | 2 | NA | 0 | 3 | NA |
| Average Sales Price | \$50,000 | \$151,950 | + 203.9% | \$50,000 | \$146,300 | + 192.6% |
| Percent of Original List Price Received at Sale* | 86.2% | 95.1% | + 10.4% | 86.2% | 96.1% | + 11.4% |
| Average Days on Market Until Sale | 14 | 40 | + 182.1% | 14 | 60 | + 331.0% |
| Total Current Inventory** | NA | 14 | NA | | | |
| Single-Family Detached Inventory | NA | 14 | 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 ■ New Listings ■ New Listings ■ Closed Sales 6 ■ Closed Sales 2 2 3 0 0 2007 2008 2007 2008 **Ratio of Sales Price to Original List Price Average Sales Price** \$146,300 96.1% 95.1% ■2007 ■2008 **2007** 86.2% 86.2% **2008** \$50,000 \$50,000



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.