Local Market Updates

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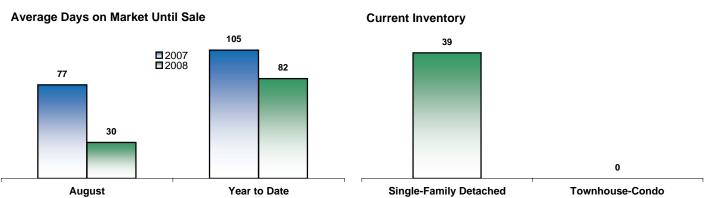
Dell Rapids

August

Year to Date

Minnehaha County, SD	2007	2008	Change	2007	2008	Change
New Listings	2	5	+ 150.0%	51	63	+ 23.5%
Closed Sales	7	5	- 28.6%	45	30	- 33.3%
Average Sales Price	\$144,929	\$162,280	+ 12.0%	\$145,682	\$139,058	- 4.5%
Percent of Original List Price Received at Sale*	96.5%	94.4%	- 2.2%	94.4%	96.8%	+ 2.5%
Average Days on Market Until Sale	77	30	- 61.5%	105	82	- 22.2%
Total Current Inventory**	NA	39	NA			
Single-Family Detached Inventory	NA	39	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 63 ■ New Listings ■ Closed Sales ■ New Listings 51 ■ Closed Sales 45 5 30 2 2007 2008 2007 2008 **Average Sales Price** Ratio of Sales Price to Original List Price \$162,280 \$144,929 \$145,682 96.5% 96.8% **□**2007 **□**2008 94.4% 94.4% \$139.058 **2007 2008** August Year to Date August Year to Date Average Days on Market Until Sale **Current Inventory** 105 **□**2007 **□**2008 82



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.