

Local Market Updates

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REALTOR® Association of the Sioux Empire Inc.

Madison

January

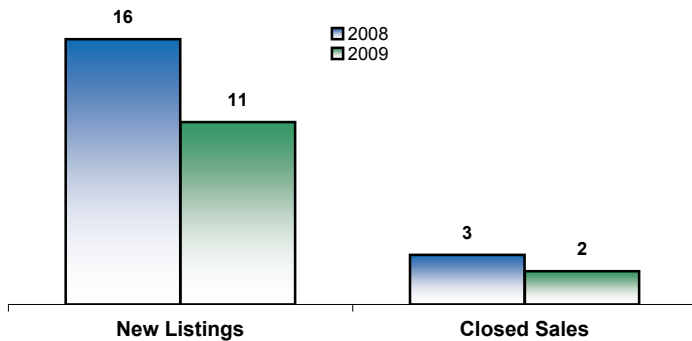
Entire Year

Lake County, SD

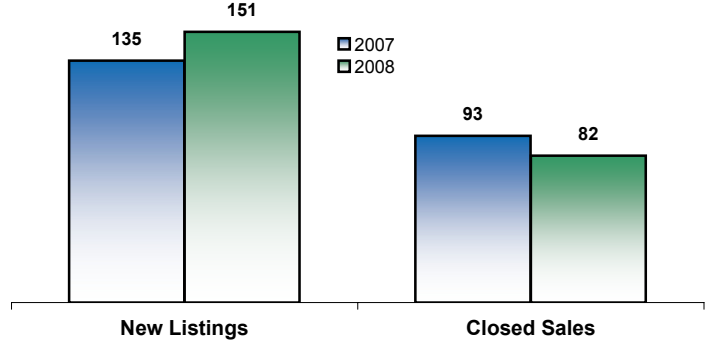
	2008	2009	Change	2007	2008	Change
New Listings	16	11	- 31.3%	135	151	+ 11.9%
Closed Sales	3	2	- 33.3%	93	82	- 11.8%
Average Sales Price	\$90,667	\$80,000	- 11.8%	\$141,282	\$128,694	- 8.9%
Percent of Original List Price Received at Sale*	86.6%	72.7%	- 16.1%	94.1%	91.9%	- 2.4%
Average Days on Market Until Sale	164	29	- 82.7%	96	97	+ 1.4%
Total Current Inventory**	NA	33	NA	--	--	--
Single-Family Detached Inventory	NA	26	NA	--	--	--

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in January 2008

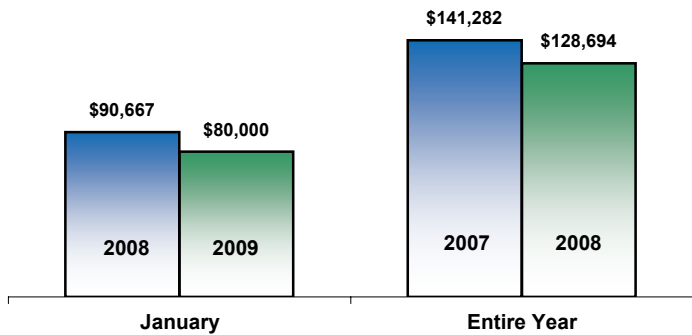
Activity—Most Recent Month



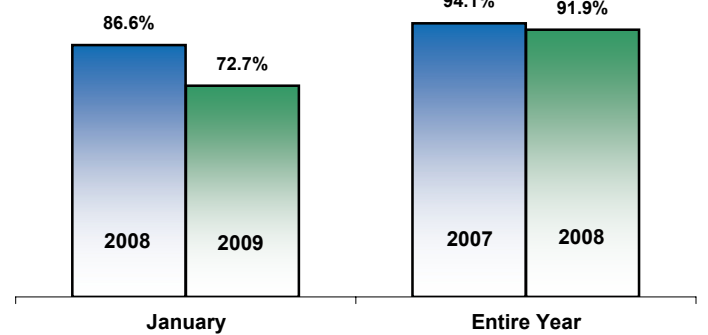
Activity—Entire Year



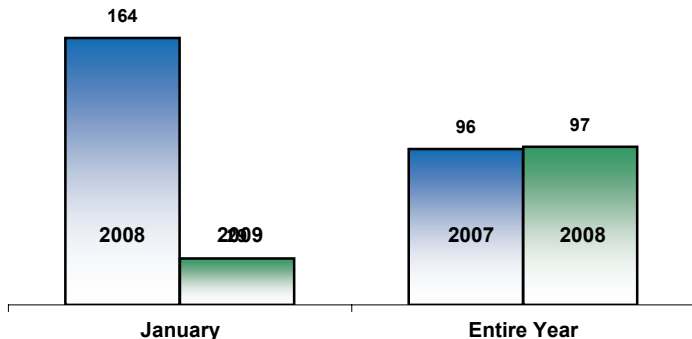
Average Sales Price



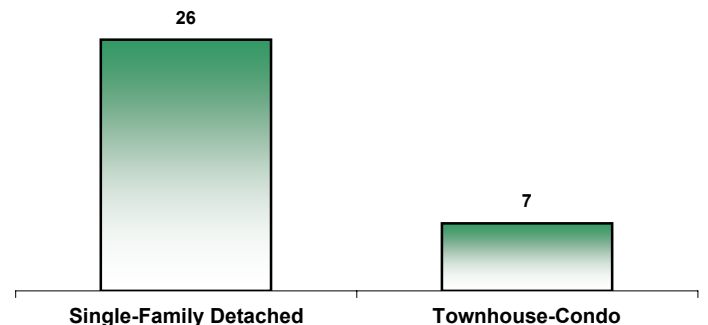
Ratio of Sales Price to Original List Price



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.