

# Local Market Updates

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## Madison

## March

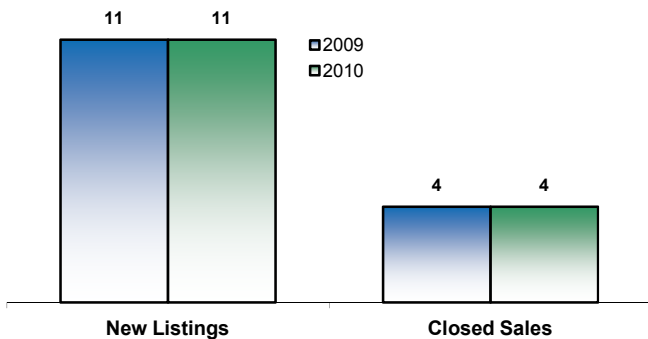
## Year to Date

Lake County, SD

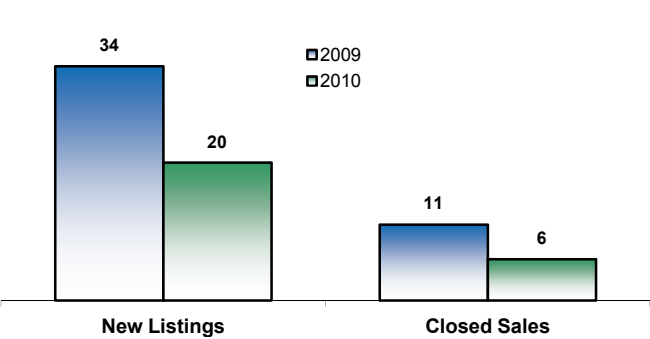
	2009	2010	Change	2009	2010	Change
New Listings	11	11	- 0.0%	34	20	- 41.2%
Closed Sales	4	4	- 0.0%	11	6	- 45.5%
Median Sales Price*	\$188,000	<b>\$128,750</b>	- 31.5%	\$152,000	<b>\$107,250</b>	- 29.4%
Average Sales Price*	\$212,975	<b>\$139,000</b>	- 34.7%	\$168,005	<b>\$118,500</b>	- 29.5%
Percent of Original List Price Received at Sale*	89.3%	<b>94.8%</b>	+ 6.2%	85.8%	<b>87.6%</b>	+ 2.1%
Average Days on Market Until Sale	101	<b>116</b>	+ 14.9%	122	<b>110</b>	- 10.0%
Total Current Inventory**	41	<b>46</b>	+ 12.2%	--	--	--
Single-Family Detached Inventory	35	<b>41</b>	+ 17.1%	--	--	--

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

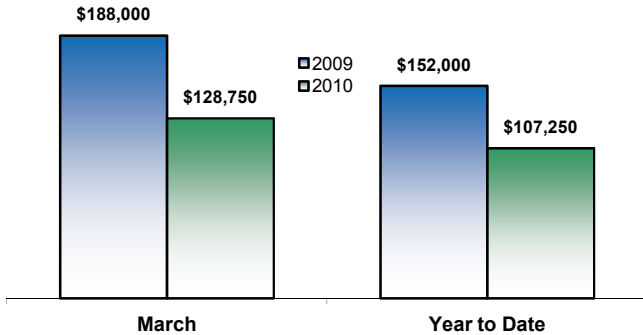
### Activity—Most Recent Month



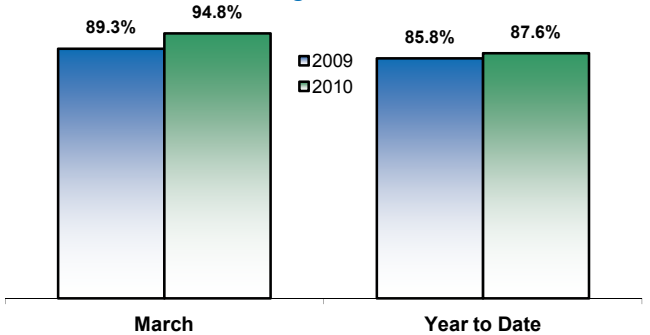
### Activity—Year to Date



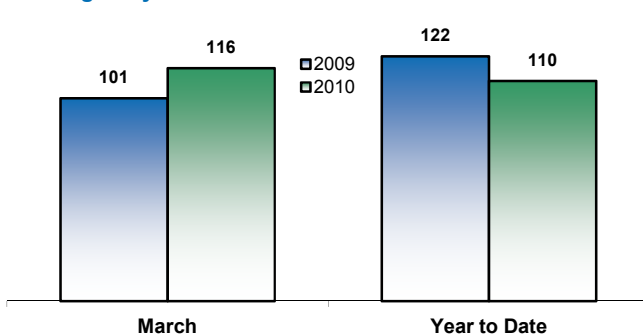
### Median Sales Price



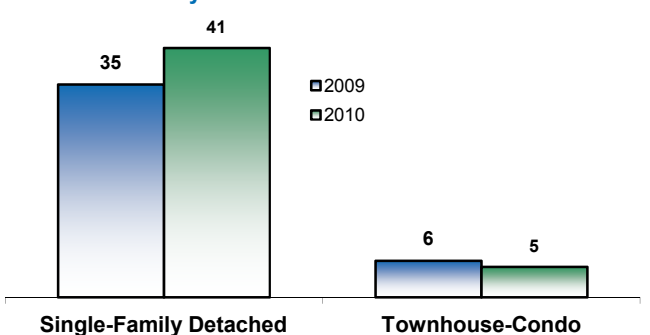
### Ratio of Sales Price to Original List Price



### 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.