Local Market Updates



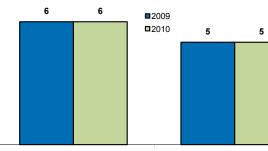
A free research tool from the REALTOR® Association of the Sioux Empire Brought to you by the unique data-sharing traditions of the REALTOR® community

Hartford Year to Date May Minnehaha County, SD 2009 2010 2010 Change Change 2009 - 0.0% **New Listings** 6 6 43 44 + 2.3% **Closed Sales** 5 5 - 0.0% 15 18 + 20.0% Median Sales Price* \$140,000 \$155,000 + 10.7% \$150,407 \$150,000 - 0.3% Average Sales Price* \$158,700 \$166,161 + 4.7% \$181,507 \$147,622 - 18.7% Percent of Original List Price Received at Sale* 99.0% 93.6% 96.9% - 2.1% 96.1% - 2.6% Average Days on Market Until Sale 83 95 + 14.4% 117 100 - 15.0% **Total Current Inventory**** 44 35 - 20.5% ---------**Single-Family Detached Inventory** - 19.5% 41 33 ___ ---

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

Activity—Year to Date

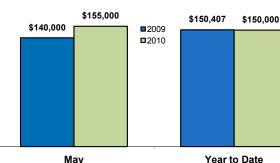
Activity—Most Recent Month



Closed Sales

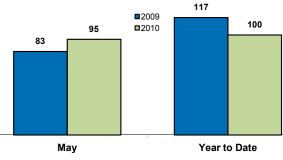
Median Sales Price

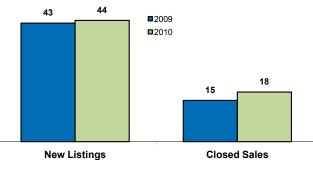
New Listings



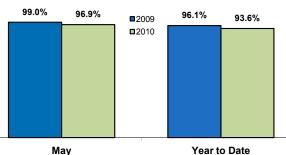
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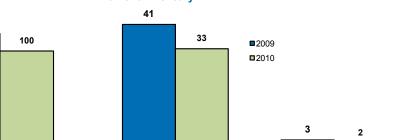


Ratio of Sales Price to Original List Price



Current Inventory

Townhouse-Condo



Single-Family Detached

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.