

Local Market Update

A RESEARCH TOOL PROVIDED BY THE REALTOR® ASSOCIATION OF THE SIOUX EMPIRE



Hartford

- 75.0% **+ 150.0%** **+ 22.8%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

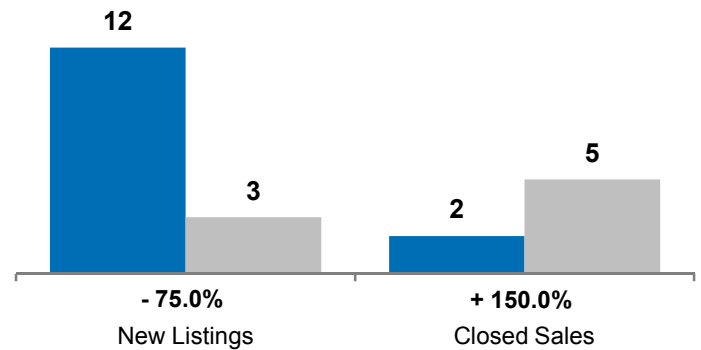
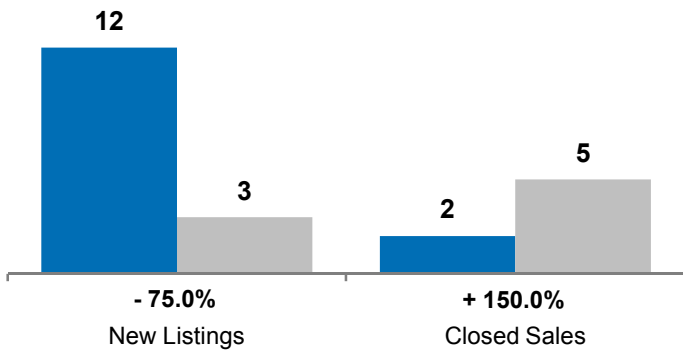
	January			Year to Date		
	2010	2011	+/-	2010	2011	+/-
New Listings	12	3	- 75.0%	12	3	- 75.0%
Closed Sales	2	5	+ 150.0%	2	5	+ 150.0%
Median Sales Price*	\$195,500	\$240,000	+ 22.8%	\$195,500	\$240,000	+ 22.8%
Average Sales Price*	\$195,500	\$219,190	+ 12.1%	\$195,500	\$219,190	+ 12.1%
Percent of Original List Price Received*	95.5%	90.7%	- 5.0%	95.5%	90.7%	- 5.0%
Average Days on Market Until Sale	109	154	+ 42.1%	109	154	+ 42.1%
Inventory of Homes for Sale	26	26	0.0%	--	--	--
Months Supply of Inventory	6.7	8.9	+ 34.0%	--	--	--

January

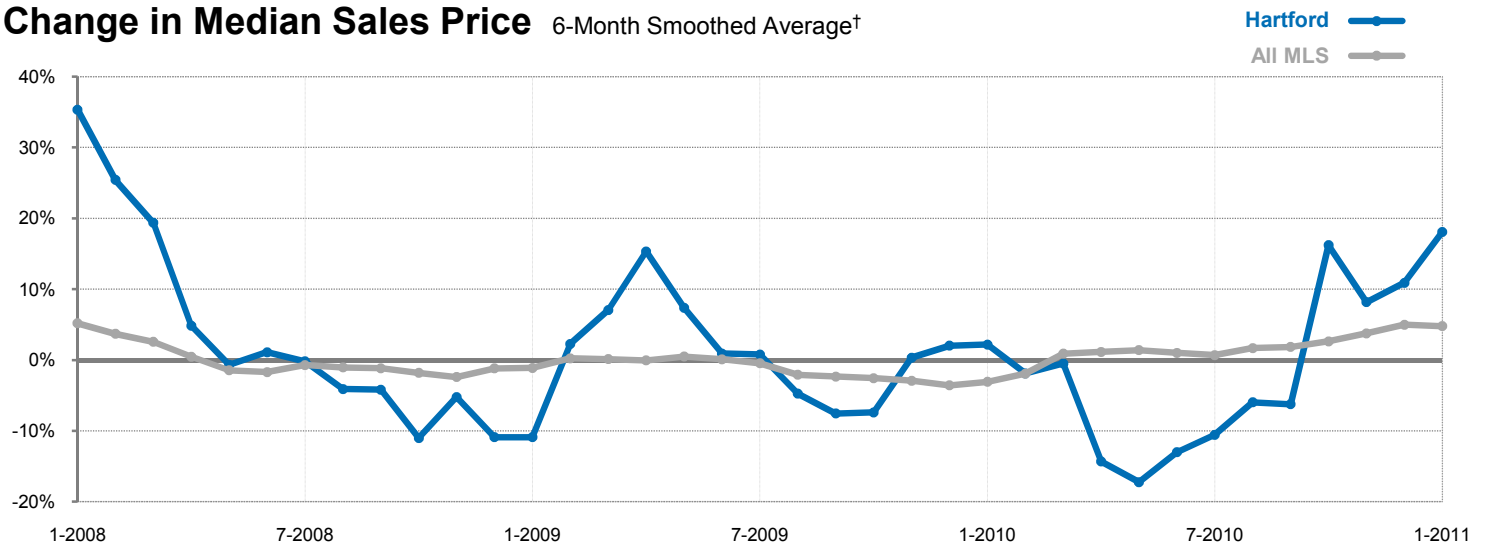
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



Change in Median Sales Price 6-Month Smoothed Average†



* Does not account for list prices from any previous listing contracts or seller concessions.

† This chart uses a rolling 6-months of average change in Median Sales Price to account for small sample size.

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