

Local Market Update – March 2011

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



- 9.1% **+ 175.0%** **- 37.9%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Madison

Lake County, SD

March

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	10	- 9.1%	20	26	+ 30.0%
Closed Sales	4	11	+ 175.0%	6	17	+ 183.3%
Median Sales Price*	\$128,750	\$79,900	- 37.9%	\$107,250	\$85,000	- 20.7%
Average Sales Price*	\$139,000	\$118,882	- 14.5%	\$118,500	\$117,651	- 0.7%
Percent of Original List Price Received*	94.8%	88.0%	- 7.2%	87.6%	89.0%	+ 1.5%
Average Days on Market Until Sale	116	129	+ 11.6%	110	110	+ 0.3%
Inventory of Homes for Sale	47	45	- 4.3%	--	--	--
Months Supply of Inventory	10.1	6.9	- 31.3%	--	--	--

* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

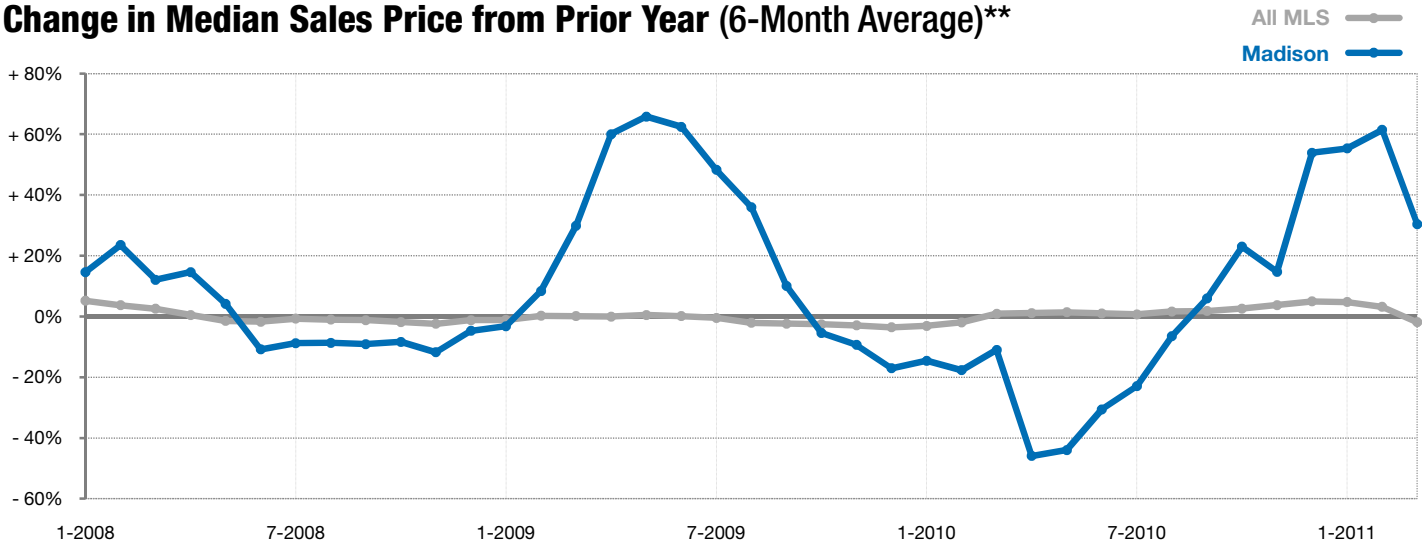
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from RASE Multiple Listing Service. Powered by 10K Research and Marketing.