

Local Market Update – July 2011

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



Madison

- 30.0%

Change in
New Listings

- 33.3%

Change in
Closed Sales

- 27.2%

Change in
Median Sales Price

Lake County, SD

July

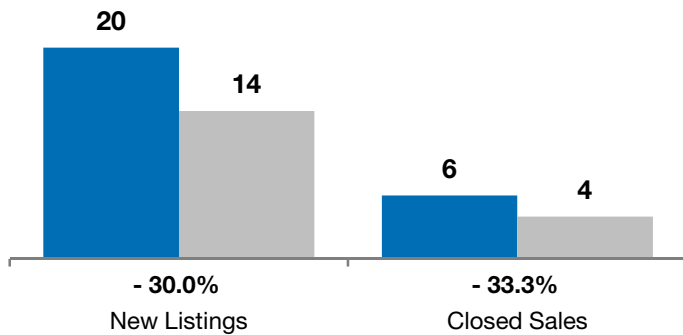
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	14	- 30.0%	90	94	+ 4.4%
Closed Sales	6	4	- 33.3%	31	43	+ 38.7%
Median Sales Price*	\$97,500	\$71,000	- 27.2%	\$95,000	\$78,000	- 17.9%
Average Sales Price*	\$102,100	\$111,875	+ 9.6%	\$106,222	\$100,341	- 5.5%
Percent of Original List Price Received*	91.4%	92.1%	+ 0.7%	91.7%	90.0%	- 1.8%
Average Days on Market Until Sale	104	72	- 30.4%	112	106	- 5.9%
Inventory of Homes for Sale	78	71	- 9.0%	--	--	--
Months Supply of Inventory	16.7	10.8	- 35.5%	--	--	--

* 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.

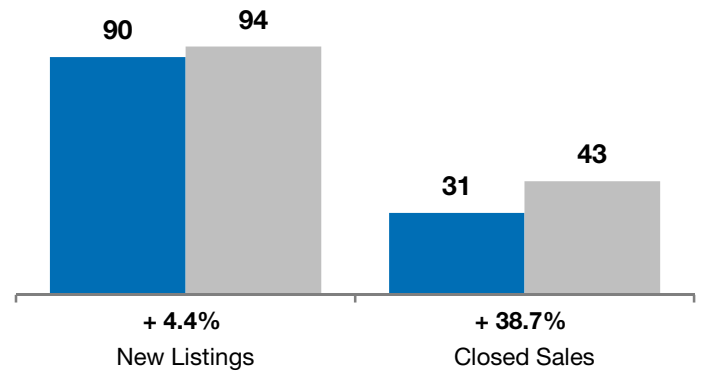
July

■ 2010 ■ 2011

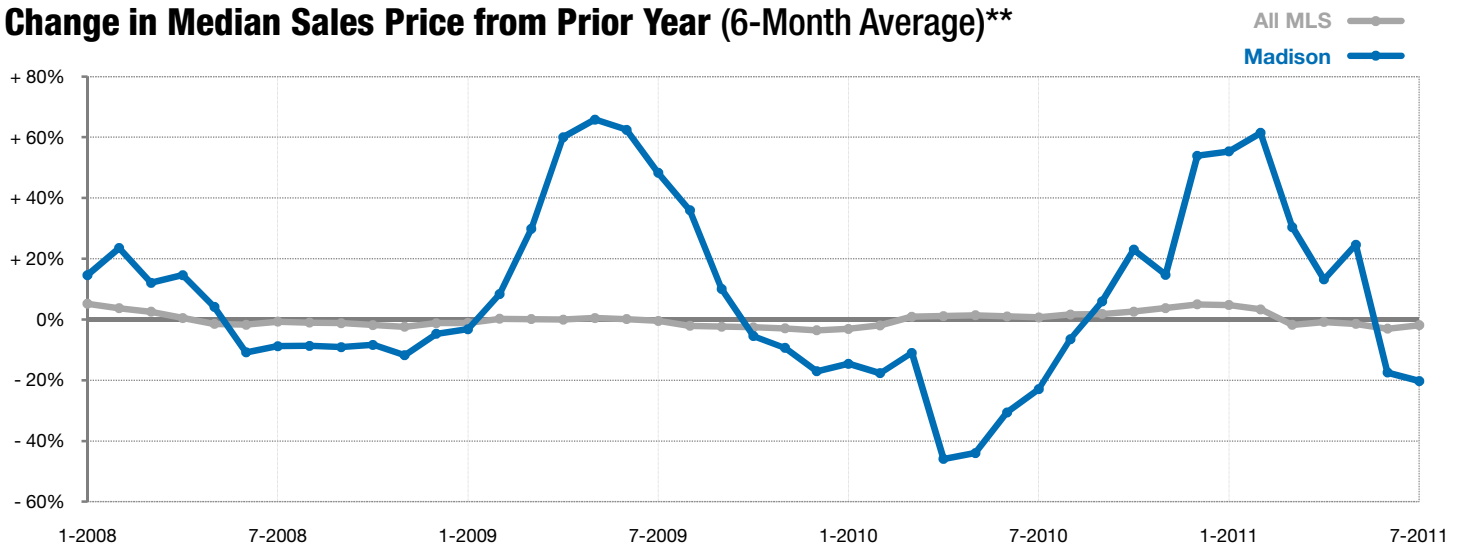


Year to Date

■ 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.