

Local Market Update – September 2011

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



Madison

+ 28.6%

Change in
New Listings

+ 80.0%

Change in
Closed Sales

+ 35.9%

Change in
Median Sales Price

Lake County, SD

September

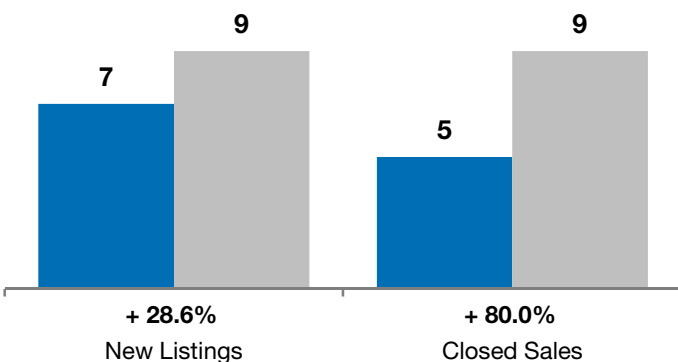
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	7	9	+ 28.6%	112	111	- 0.9%
Closed Sales	5	9	+ 80.0%	46	61	+ 32.6%
Median Sales Price*	\$94,900	\$129,000	+ 35.9%	\$97,500	\$87,600	- 10.2%
Average Sales Price*	\$100,580	\$146,722	+ 45.9%	\$115,008	\$107,630	- 6.4%
Percent of Original List Price Received*	93.9%	99.0%	+ 5.5%	92.8%	91.7%	- 1.2%
Average Days on Market Until Sale	81	151	+ 87.6%	100	115	+ 15.0%
Inventory of Homes for Sale	72	61	- 15.3%	--	--	--
Months Supply of Inventory	14.6	9.3	- 36.7%	--	--	--

* 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.

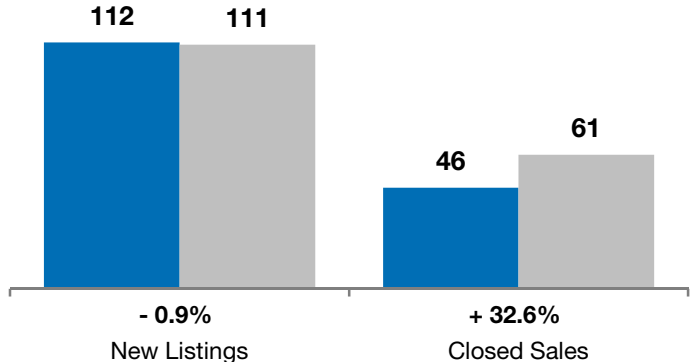
September

■ 2010 ■ 2011

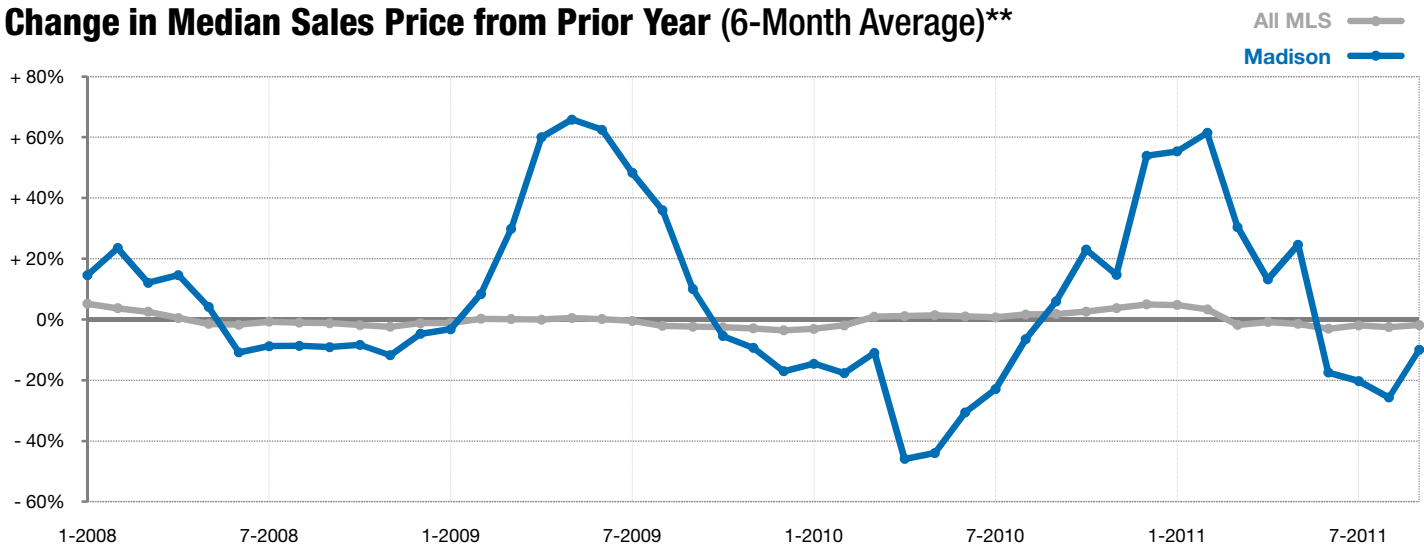


Year to Date

■ 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. | Current as of October 7, 2011. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.