

Local Market Update – October 2011

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



Madison

- 50.0%

Change in
New Listings

+ 14.3%

Change in
Closed Sales

- 23.2%

Change in
Median Sales Price

Lake County, SD

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	4	- 50.0%	120	115	- 4.2%
Closed Sales	7	8	+ 14.3%	53	69	+ 30.2%
Median Sales Price*	\$136,950	\$105,200	- 23.2%	\$99,900	\$88,000	- 11.9%
Average Sales Price*	\$202,467	\$160,243	- 20.9%	\$125,297	\$113,046	- 9.8%
Percent of Original List Price Received*	92.5%	88.1%	- 4.7%	92.8%	91.3%	- 1.6%
Average Days on Market Until Sale	120	108	- 9.8%	102	114	+ 11.3%
Inventory of Homes for Sale	58	45	- 22.4%	--	--	--
Months Supply of Inventory	12.2	6.5	- 46.7%	--	--	--

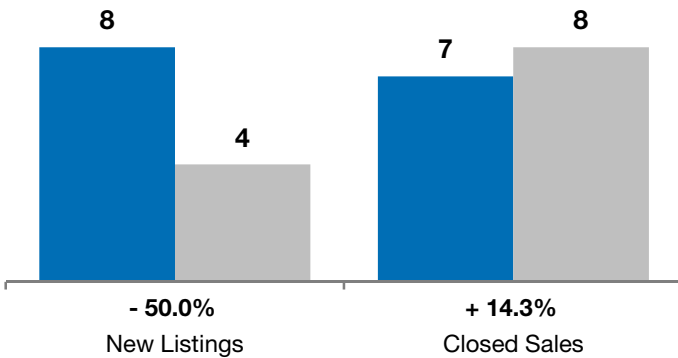
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

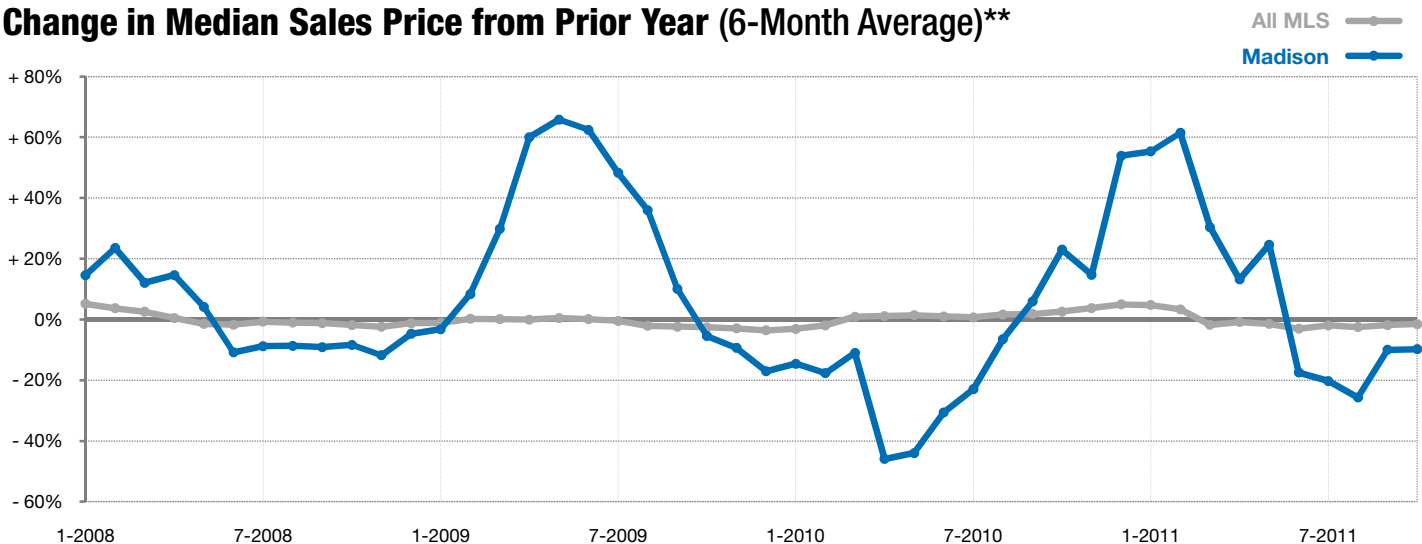
■ 2010 ■ 2011

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 November 4, 2011. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.