

Local Market Update – November 2011

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



Baltic

Minnehaha County, SD

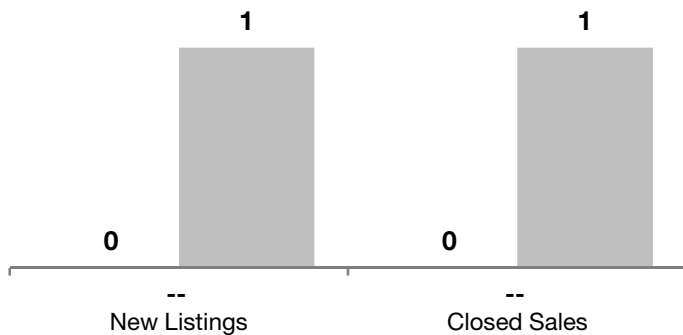
| | | |
|---------------------------|---------------------------|---------------------------------|
| -- | -- | -- |
| Change in New Listings | Change in Closed Sales | Change in Median Sales Price |

| | November | | | Year to Date | | |
|------------------------------------------|----------|----------|---------|--------------|-----------|---------|
| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
| New Listings | 0 | 1 | -- | 40 | 24 | - 40.0% |
| Closed Sales | 0 | 1 | -- | 17 | 10 | - 41.2% |
| Median Sales Price* | \$0 | \$31,500 | -- | \$134,900 | \$134,250 | - 0.5% |
| Average Sales Price* | \$0 | \$31,500 | -- | \$137,975 | \$141,575 | + 2.6% |
| Percent of Original List Price Received* | 0.0% | 70.2% | -- | 94.8% | 93.5% | - 1.4% |
| Average Days on Market Until Sale | 0 | 236 | -- | 86 | 141 | + 63.4% |
| Inventory of Homes for Sale | 7 | 9 | + 28.6% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 4.9 | + 33.2% | -- | -- | -- |

* 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.

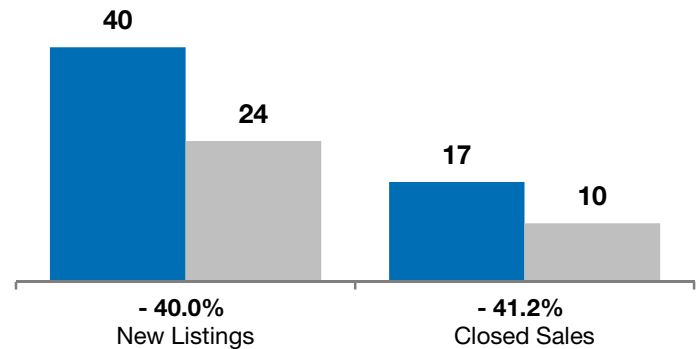
November

■ 2010 ■ 2011

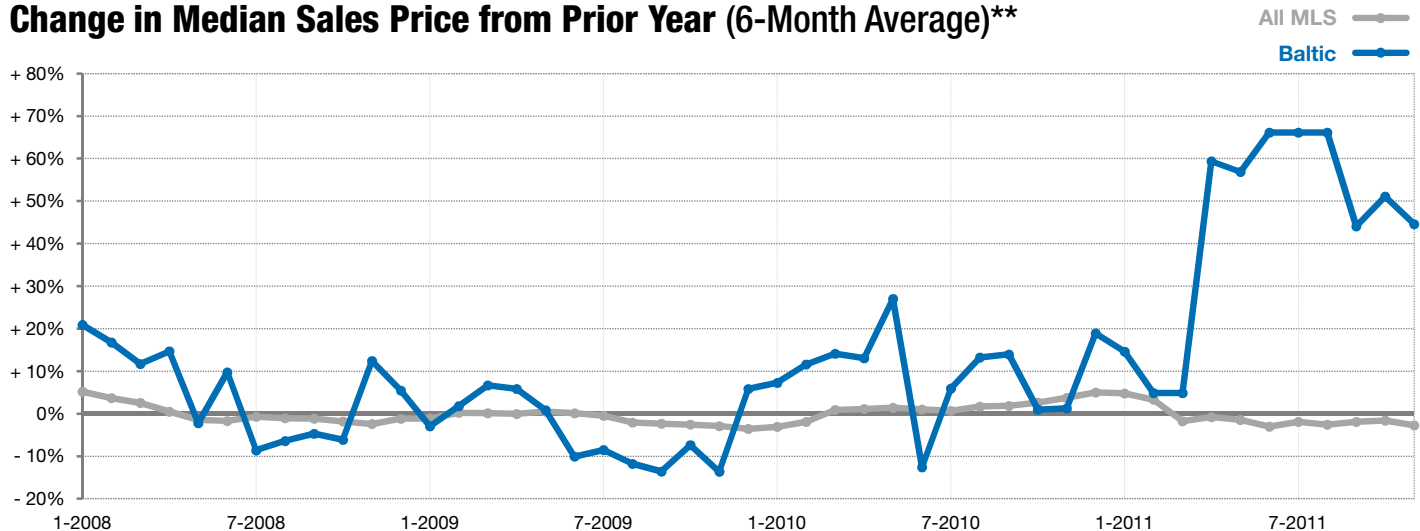


Year to Date

■ 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 December 6, 2011. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.