

Local Market Update – November 2011

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



Madison

- 14.3%

Change in
New Listings

- 42.9%

Change in
Closed Sales

+ 42.4%

Change in
Median Sales Price

Lake County, SD

November

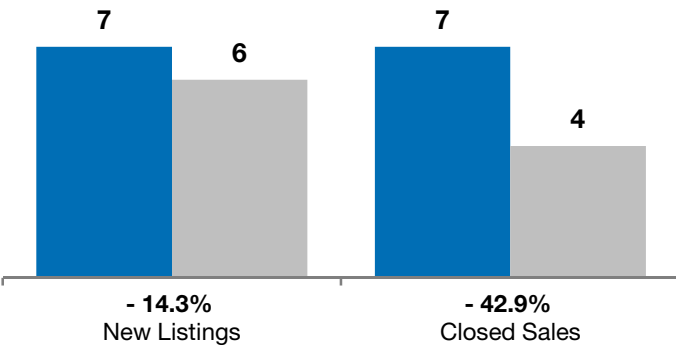
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	7	6	- 14.3%	127	121	- 4.7%
Closed Sales	7	4	- 42.9%	60	74	+ 23.3%
Median Sales Price*	\$60,000	\$85,450	+ 42.4%	\$96,200	\$87,600	- 8.9%
Average Sales Price*	\$74,000	\$116,475	+ 57.4%	\$119,106	\$112,507	- 5.5%
Percent of Original List Price Received*	94.1%	86.8%	- 7.8%	92.9%	91.1%	- 2.0%
Average Days on Market Until Sale	39	176	+ 356.9%	95	118	+ 24.0%
Inventory of Homes for Sale	49	39	- 20.4%	--	--	--
Months Supply of Inventory	10.1	5.6	- 44.4%	--	--	--

* 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.

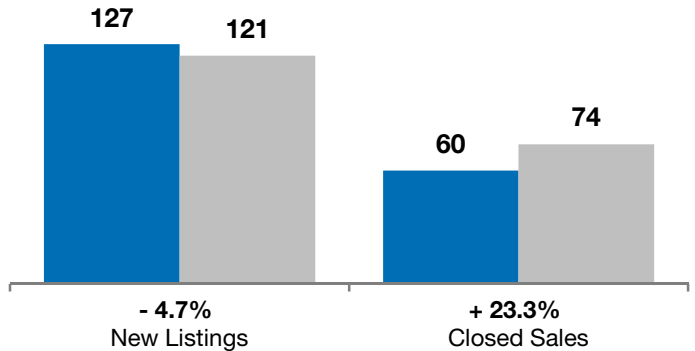
November

■ 2010 ■ 2011

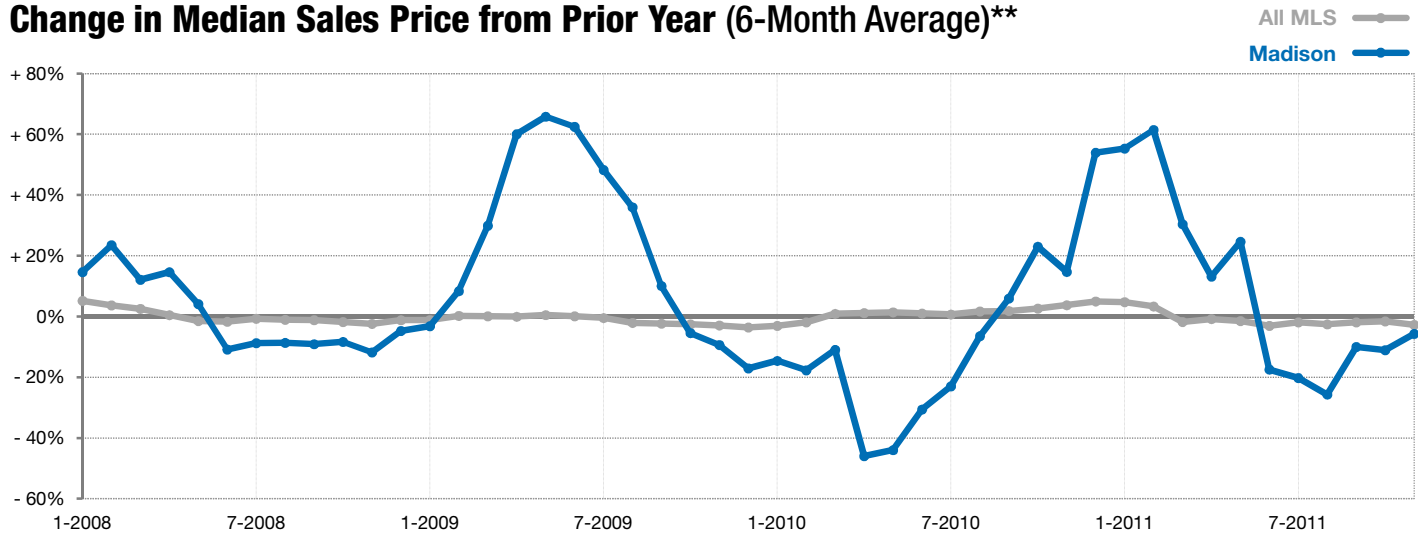


Year to Date

■ 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.