

Local Market Update – December 2011

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



Hartford

- 60.0% **+ 200.0%** **+ 10.8%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Minnehaha County, SD

December

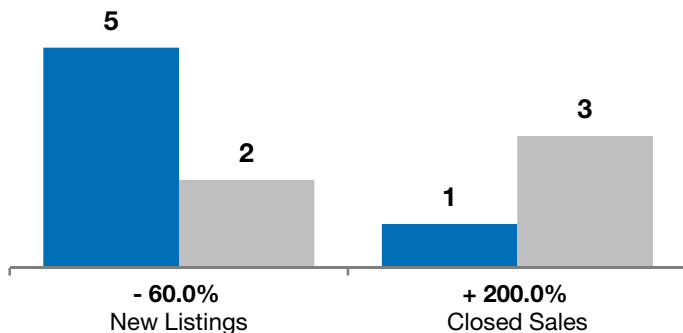
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	5	2	- 60.0%	92	77	- 16.3%
Closed Sales	1	3	+ 200.0%	34	43	+ 26.5%
Median Sales Price*	\$148,000	\$164,000	+ 10.8%	\$149,700	\$144,250	- 3.6%
Average Sales Price*	\$148,000	\$173,967	+ 17.5%	\$160,494	\$170,875	+ 6.5%
Percent of Original List Price Received*	97.0%	98.6%	+ 1.6%	94.4%	93.7%	- 0.8%
Average Days on Market Until Sale	246	147	- 40.4%	100	119	+ 19.3%
Inventory of Homes for Sale	30	23	- 23.3%	--	--	--
Months Supply of Inventory	9.7	6.6	- 32.5%	--	--	--

* 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.

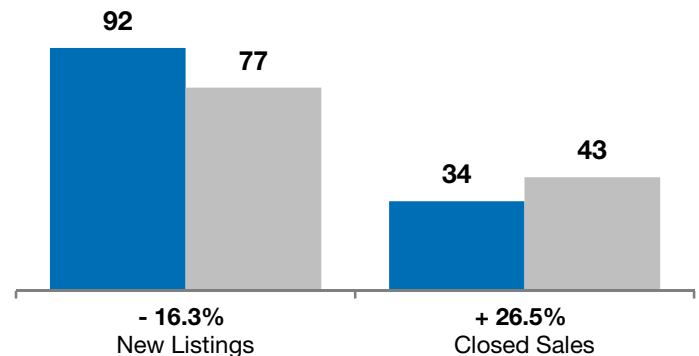
December

■ 2010 ■ 2011

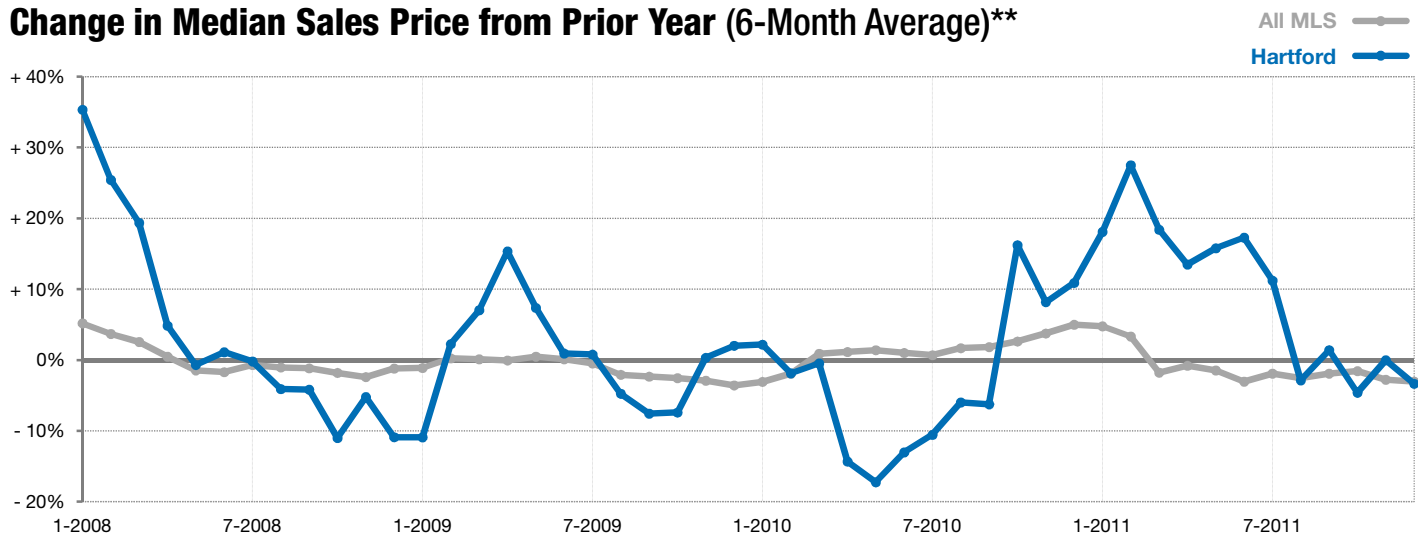


Year to Date

■ 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 January 6, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.