

Local Market Update – December 2011

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



Madison

- 20.0%

Change in
New Listings

- 33.3%

Change in
Closed Sales

- 5.0%

Change in
Median Sales Price

Lake County, SD

December

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	8	- 20.0%	137	129	- 5.8%
Closed Sales	6	4	- 33.3%	66	78	+ 18.2%
Median Sales Price*	\$154,500	\$146,750	- 5.0%	\$101,450	\$88,000	- 13.3%
Average Sales Price*	\$204,583	\$162,750	- 20.4%	\$127,120	\$115,117	- 9.4%
Percent of Original List Price Received*	83.2%	93.7%	+ 12.7%	92.0%	91.2%	- 0.9%
Average Days on Market Until Sale	97	154	+ 58.0%	95	119	+ 25.6%
Inventory of Homes for Sale	49	37	- 24.5%	--	--	--
Months Supply of Inventory	9.0	5.6	- 37.9%	--	--	--

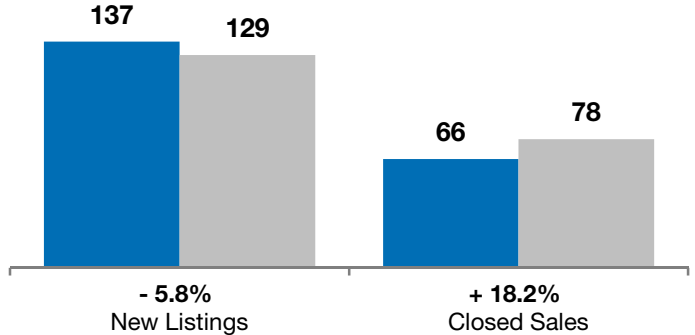
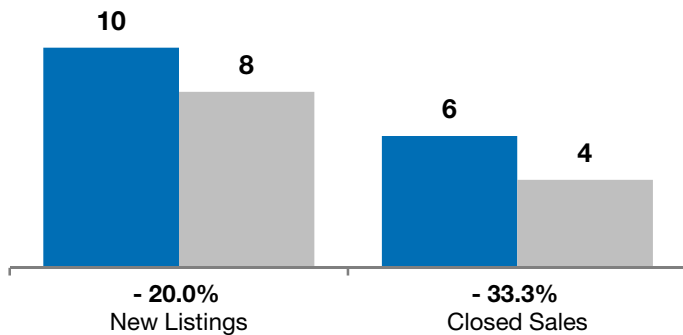
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

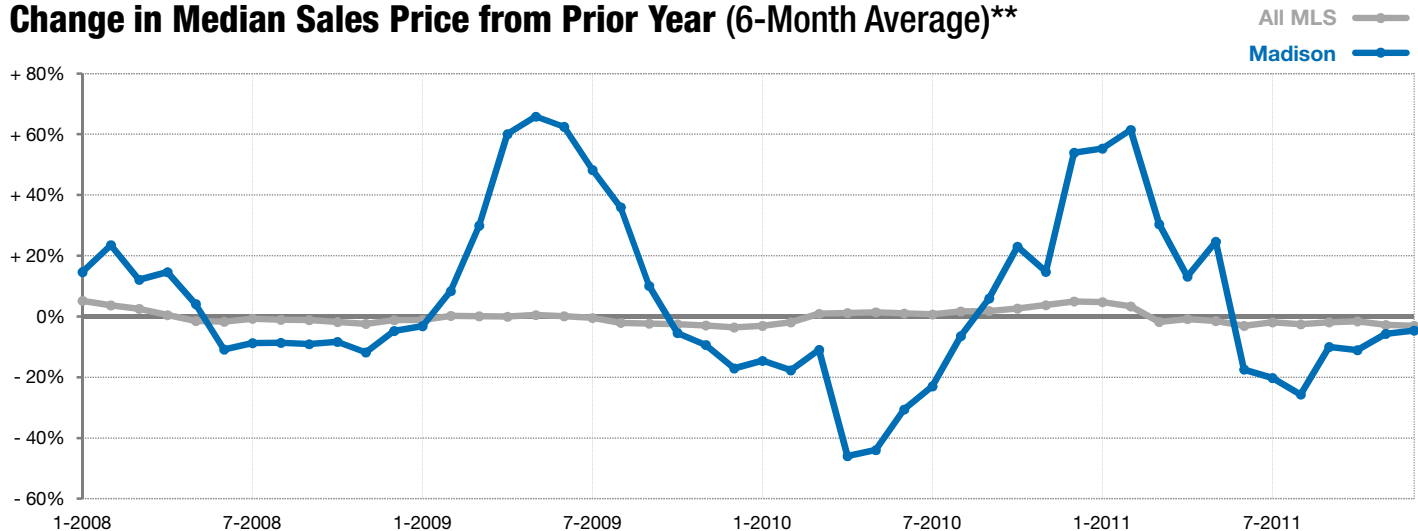
■ 2010 ■ 2011

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.