

Local Market Update – December 2011

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



Sioux Falls MSA

4-County Metro Region

- 25.4%

Change in
New Listings

- 6.4%

Change in
Closed Sales

- 5.7%

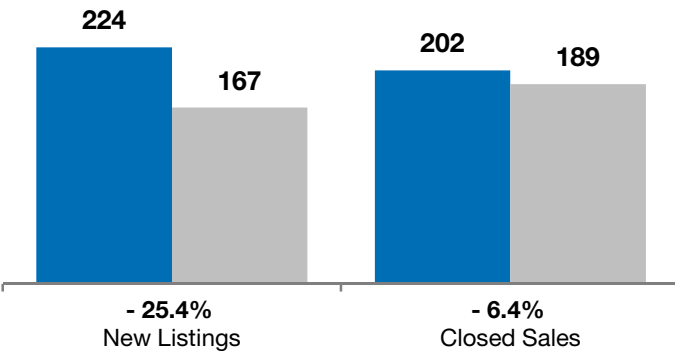
Change in
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	224	167	- 25.4%	5,386	4,811	- 10.7%
Closed Sales	202	189	- 6.4%	2,682	2,676	- 0.2%
Median Sales Price*	\$148,000	\$139,500	- 5.7%	\$146,900	\$144,000	- 2.0%
Average Sales Price*	\$168,536	\$164,789	- 2.2%	\$167,085	\$164,938	- 1.3%
Percent of Original List Price Received*	93.9%	92.9%	- 1.1%	95.0%	94.1%	- 0.9%
Average Days on Market Until Sale	89	103	+ 15.6%	85	94	+ 10.3%
Inventory of Homes for Sale	1,526	1,354	- 11.3%	--	--	--
Months Supply of Inventory	6.9	6.0	- 13.0%	--	--	--

* 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.

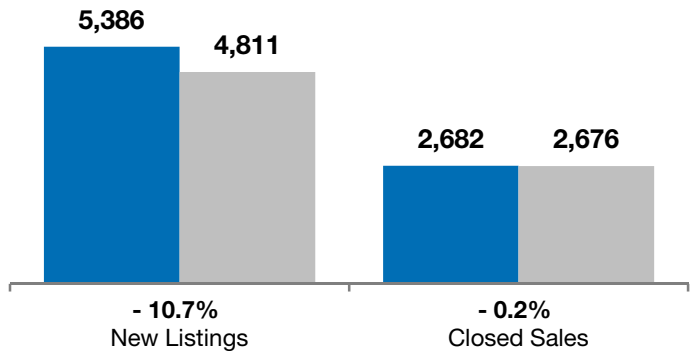
December

■ 2010 ■ 2011

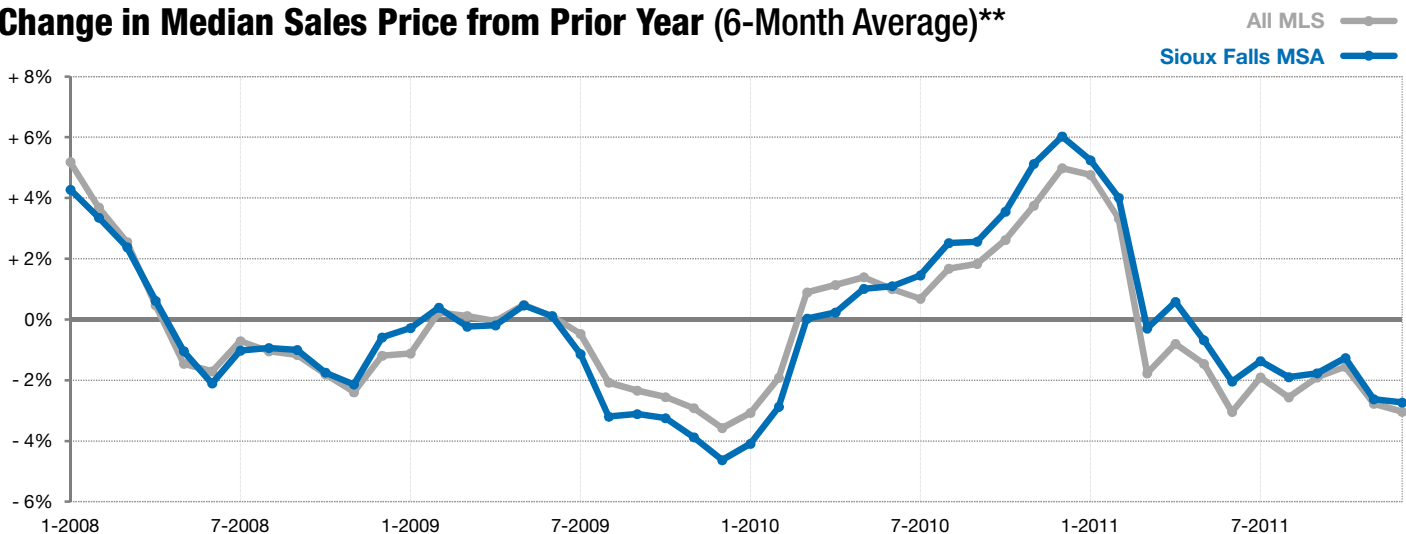


Year to Date

■ 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.