Local Market Update – January 2012

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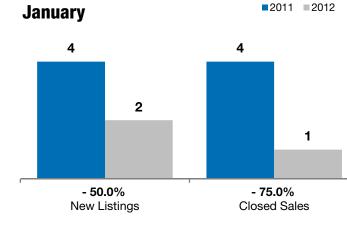


■2011 ■2012

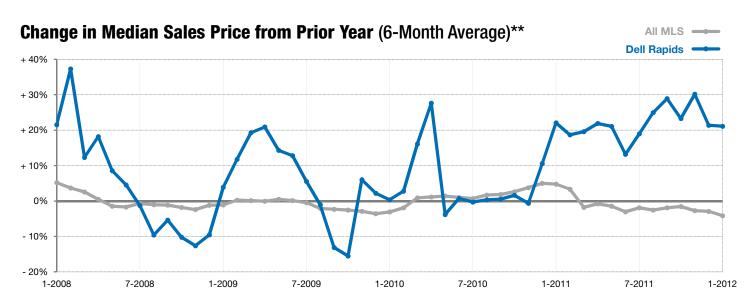
+ 158.8% - 50.0% - 75.0% **Dell Rapids** Change in Change in Change in **New Listings Closed Sales Median Sales Price**

| Minnehaha County, SD | | January | | | Year to Date | | |
|--|-----------|-----------|----------|-----------|--------------|----------|--|
| | 2011 | 2012 | +/- | 2011 | 2012 | +/- | |
| New Listings | 4 | 2 | - 50.0% | 4 | 2 | - 50.0% | |
| Closed Sales | 4 | 1 | - 75.0% | 4 | 1 | - 75.0% | |
| Median Sales Price* | \$127,500 | \$330,000 | + 158.8% | \$127,500 | \$330,000 | + 158.8% | |
| Average Sales Price* | \$137,500 | \$330,000 | + 140.0% | \$137,500 | \$330,000 | + 140.0% | |
| Percent of Original List Price Received* | 93.6% | 91.7% | - 2.1% | 93.6% | 91.7% | - 2.1% | |
| Average Days on Market Until Sale | 142 | 251 | + 76.8% | 142 | 251 | + 76.8% | |
| Inventory of Homes for Sale | 33 | 41 | + 24.2% | | | | |
| Months Supply of Inventory | 7.8 | 10.5 | + 34.8% | | | | |

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.







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