

# Local Market Update – January 2012

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## Madison

**+ 80.0%**

Change in  
New Listings

**+ 75.0%**

Change in  
Closed Sales

**- 43.5%**

Change in  
Median Sales Price

Lake County, SD

### January

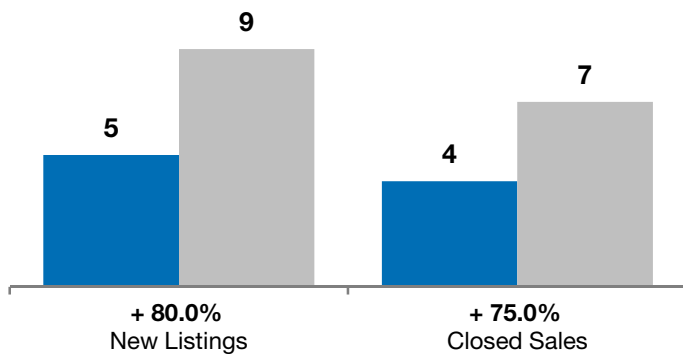
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	5	9	+ 80.0%	5	9	+ 80.0%
Closed Sales	4	7	+ 75.0%	4	7	+ 75.0%
Median Sales Price*	\$114,800	<b>\$64,900</b>	- 43.5%	\$114,800	<b>\$64,900</b>	- 43.5%
Average Sales Price*	\$115,404	<b>\$74,993</b>	- 35.0%	\$115,404	<b>\$74,993</b>	- 35.0%
Percent of Original List Price Received*	87.0%	<b>89.5%</b>	+ 2.9%	87.0%	<b>89.5%</b>	+ 2.9%
Average Days on Market Until Sale	97	<b>63</b>	- 34.3%	97	<b>63</b>	- 34.3%
Inventory of Homes for Sale	45	<b>39</b>	- 13.3%	--	--	--
Months Supply of Inventory	7.8	<b>6.0</b>	- 23.3%	--	--	--

\* 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.

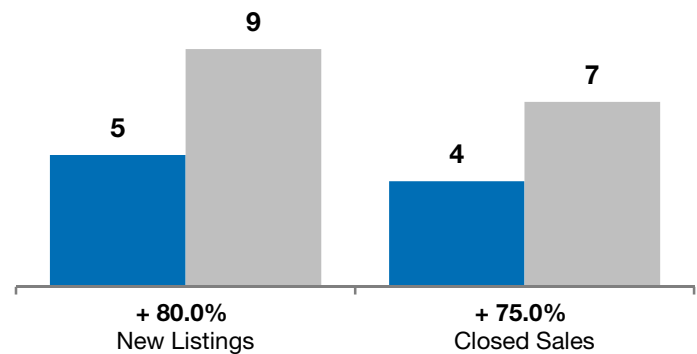
### January

■ 2011 ■ 2012

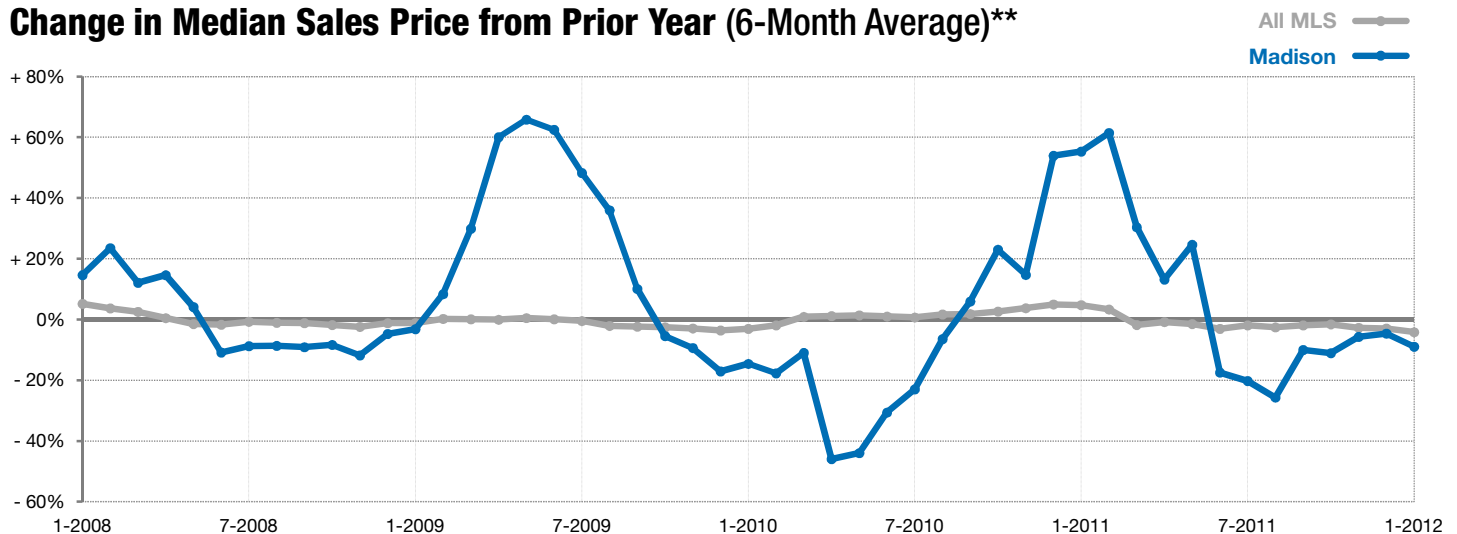


### Year to Date

■ 2011 ■ 2012



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