

Local Market Update – February 2012

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



Madison

+ 110.0% **+ 100.0%** **+ 17.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lake County, SD

February

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	10	21	+ 110.0%	15	30	+ 100.0%
Closed Sales	2	4	+ 100.0%	6	11	+ 83.3%
Median Sales Price*	\$115,375	\$135,500	+ 17.4%	\$114,800	\$98,000	- 14.6%
Average Sales Price*	\$115,375	\$134,000	+ 16.1%	\$115,395	\$96,450	- 16.4%
Percent of Original List Price Received*	98.5%	92.1%	- 6.5%	90.8%	90.4%	- 0.4%
Average Days on Market Until Sale	30	204	+ 580.0%	74	115	+ 54.1%
Inventory of Homes for Sale	45	54	+ 20.0%	--	--	--
Months Supply of Inventory	7.5	8.1	+ 8.0%	--	--	--

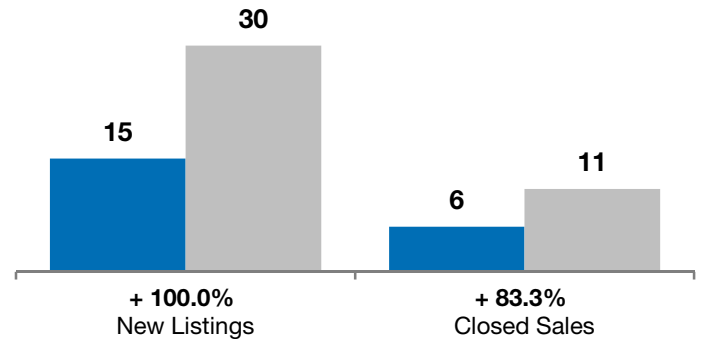
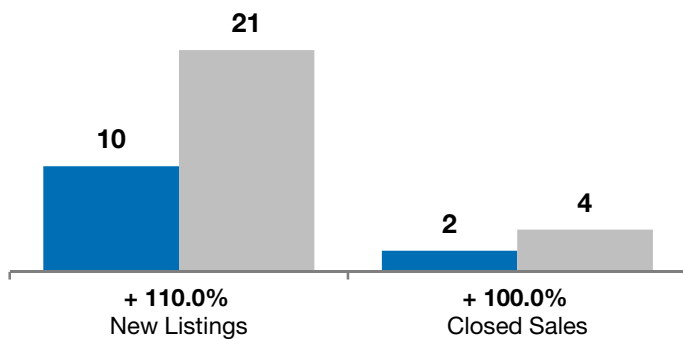
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

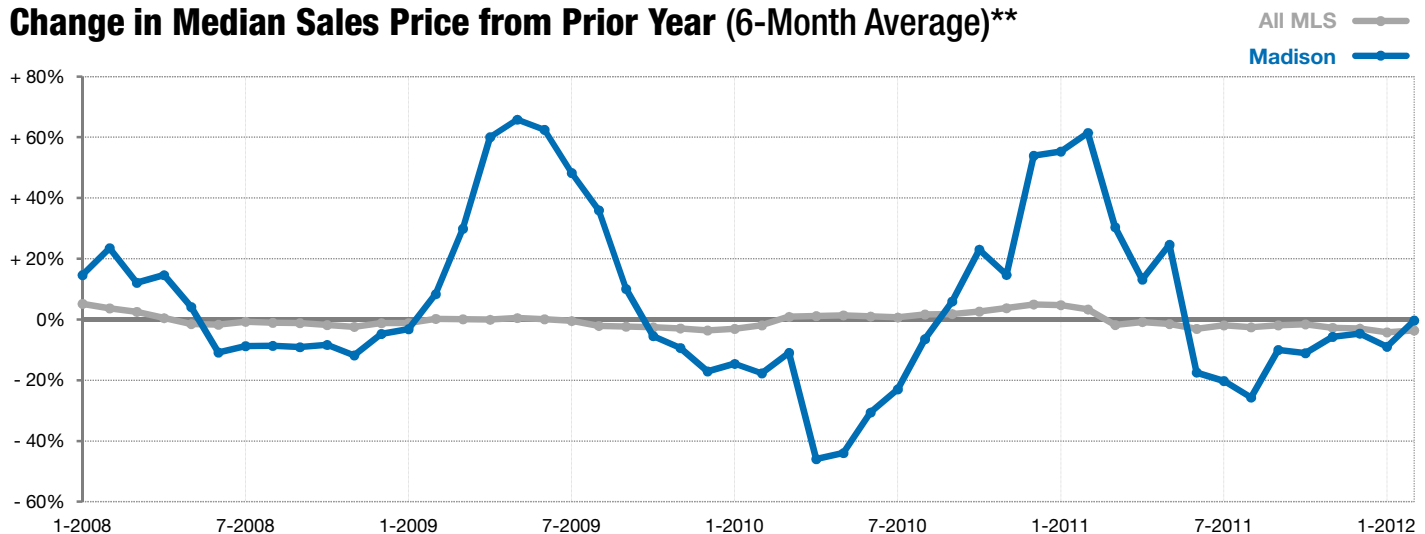
■ 2011 ■ 2012

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 March 7, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.