

Local Market Update – March 2012

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



Dell Rapids

+ 50.0%

Change in
New Listings

- 33.3%

Change in
Closed Sales

+ 56.9%

Change in
Median Sales Price

Minnehaha County, SD

March

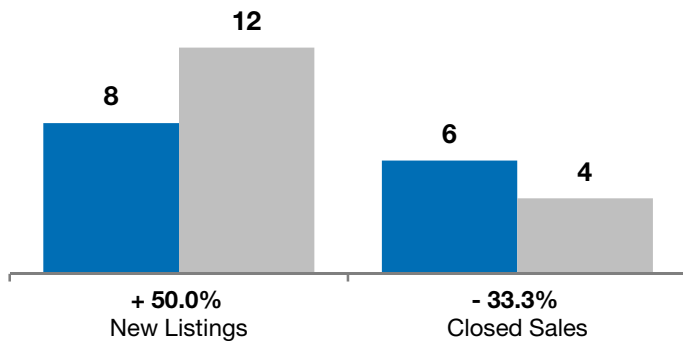
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|-----------|------------------|----------|-----------|------------------|---------|
| New Listings | 8 | 12 | + 50.0% | 21 | 22 | + 4.8% |
| Closed Sales | 6 | 4 | - 33.3% | 14 | 8 | - 42.9% |
| Median Sales Price* | \$151,418 | \$237,500 | + 56.9% | \$130,000 | \$223,000 | + 71.5% |
| Average Sales Price* | \$191,889 | \$222,600 | + 16.0% | \$154,968 | \$203,925 | + 31.6% |
| Percent of Original List Price Received* | 94.6% | 89.2% | - 5.7% | 92.8% | 88.2% | - 4.9% |
| Average Days on Market Until Sale | 64 | 231 | + 262.4% | 96 | 186 | + 94.4% |
| Inventory of Homes for Sale | 36 | 45 | + 25.0% | -- | -- | -- |
| Months Supply of Inventory | 7.9 | 11.3 | + 43.2% | -- | -- | -- |

* 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.

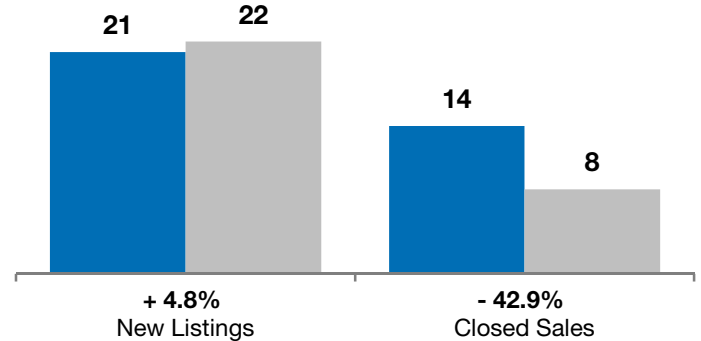
March

■ 2011 ■ 2012

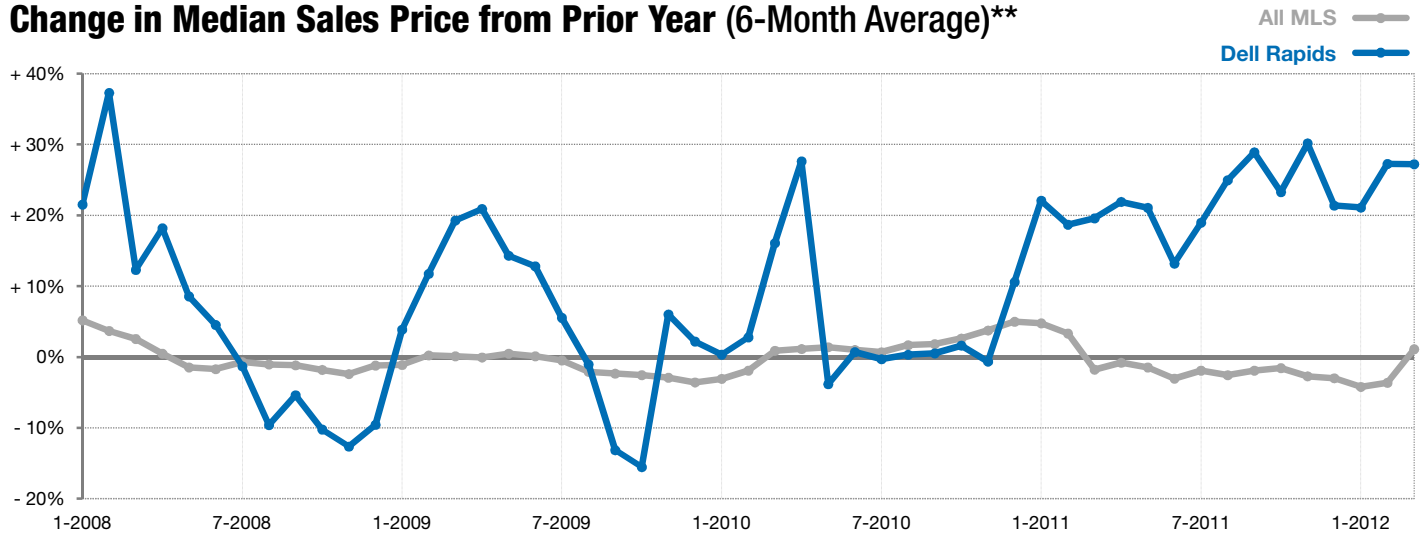


Year to Date

■ 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 April 5, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.