

Local Market Update – March 2012

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



Madison

+ 36.4%

Change in
New Listings

- 36.4%

Change in
Closed Sales

- 43.7%

Change in
Median Sales Price

Lake County, SD

March

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	11	15	+ 36.4%	25	45	+ 80.0%
Closed Sales	11	7	- 36.4%	17	18	+ 5.9%
Median Sales Price*	\$79,900	\$45,000	- 43.7%	\$85,000	\$94,500	+ 11.2%
Average Sales Price*	\$118,882	\$109,643	- 7.8%	\$117,651	\$101,581	- 13.7%
Percent of Original List Price Received*	88.0%	101.4%	+ 15.2%	89.0%	94.7%	+ 6.4%
Average Days on Market Until Sale	129	65	- 50.0%	110	95	- 13.5%
Inventory of Homes for Sale	44	61	+ 38.6%	--	--	--
Months Supply of Inventory	6.8	9.5	+ 40.4%	--	--	--

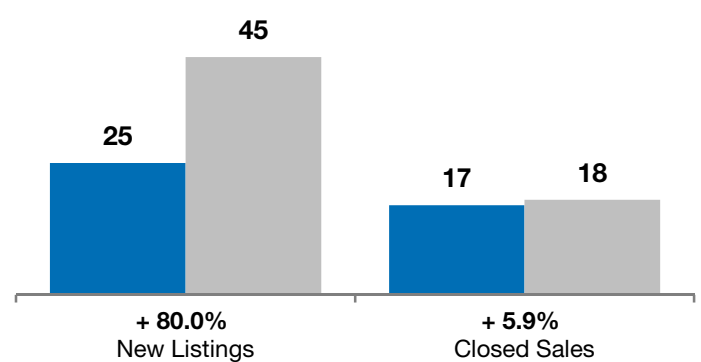
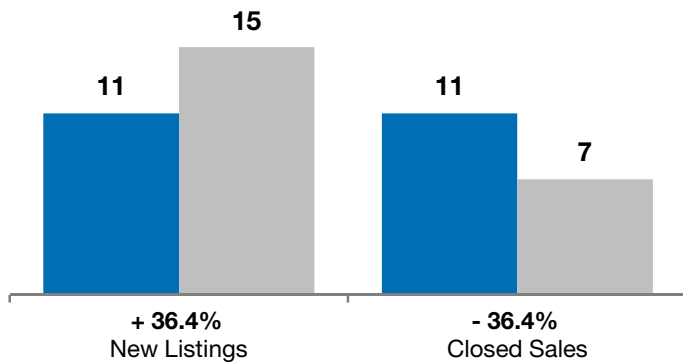
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

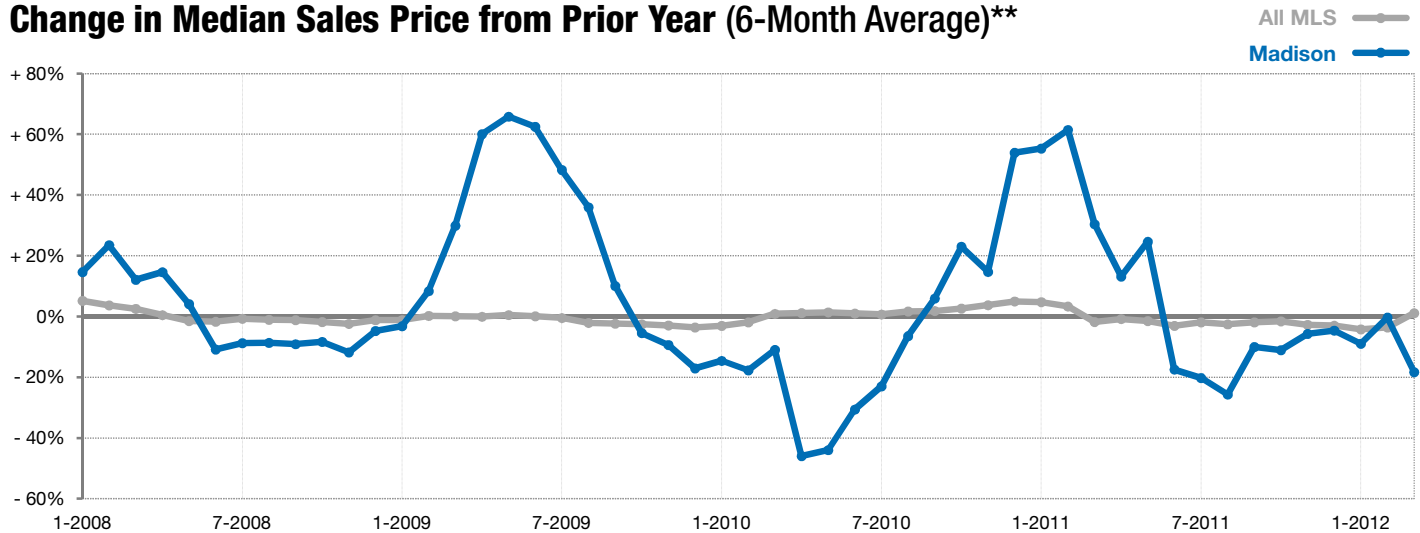
■ 2011 ■ 2012

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.