

Local Market Update – August 2012

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



Madison

- 22.2%

Change in
New Listings

+ 33.3%

Change in
Closed Sales

+ 78.6%

Change in
Median Sales Price

Lake County, SD

August

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	9	7	- 22.2%	100	99	- 1.0%
Closed Sales	9	12	+ 33.3%	52	60	+ 15.4%
Median Sales Price*	\$96,000	\$171,500	+ 78.6%	\$84,250	\$117,950	+ 40.0%
Average Sales Price*	\$103,361	\$162,893	+ 57.6%	\$100,864	\$128,746	+ 27.6%
Percent of Original List Price Received*	92.7%	95.1%	+ 2.6%	90.5%	95.1%	+ 5.1%
Average Days on Market Until Sale	121	116	- 4.1%	108	97	- 10.5%
Inventory of Homes for Sale	69	58	- 15.9%	--	--	--
Months Supply of Inventory	10.4	9.2	- 11.5%	--	--	--

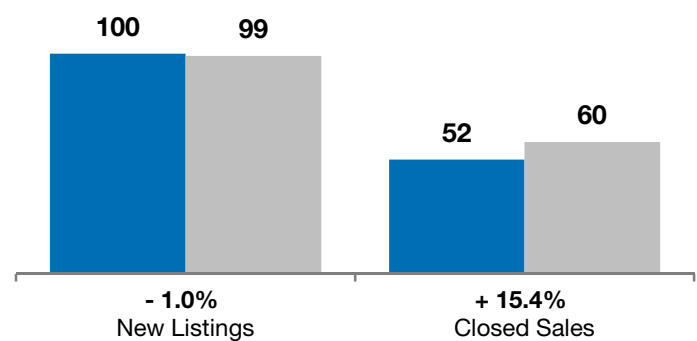
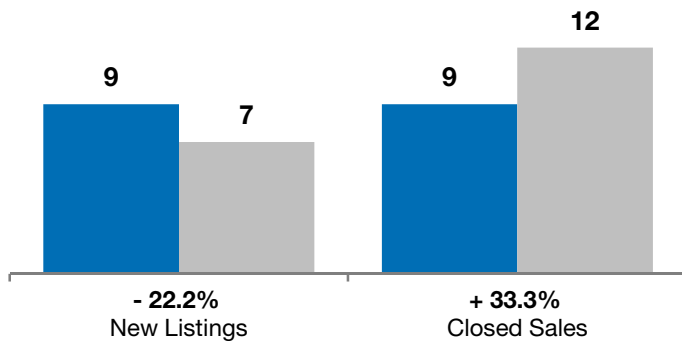
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

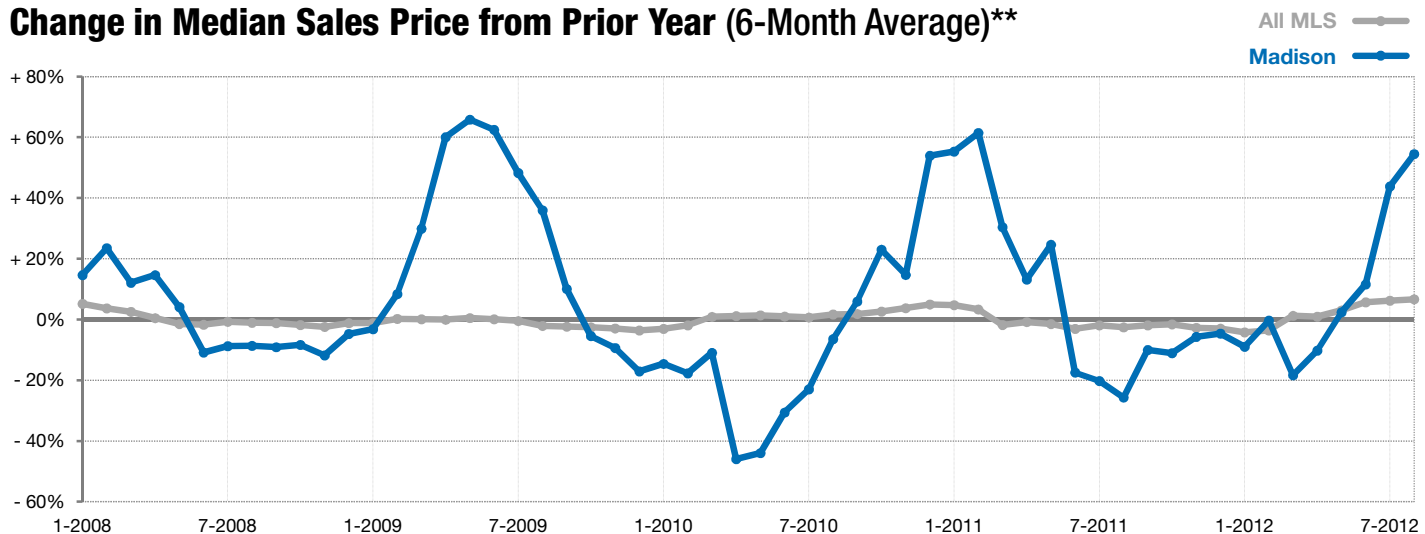
■ 2011 ■ 2012

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