

Local Market Update – October 2012

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



Beresford

- 33.3% **+ 100.0%** **- 29.7%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Union County, SD

October

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	6	4	- 33.3%	48	57	+ 18.8%
Closed Sales	2	4	+ 100.0%	18	20	+ 11.1%
Median Sales Price*	\$141,850	\$99,700	- 29.7%	\$99,950	\$119,750	+ 19.8%
Average Sales Price*	\$141,850	\$100,600	- 29.1%	\$127,215	\$111,024	- 12.7%
Percent of Original List Price Received*	96.2%	96.3%	+ 0.1%	90.0%	90.6%	+ 0.7%
Average Days on Market Until Sale	33	55	+ 70.0%	133	139	+ 4.3%
Inventory of Homes for Sale	29	24	- 17.2%	--	--	--
Months Supply of Inventory	14.5	9.2	- 36.3%	--	--	--

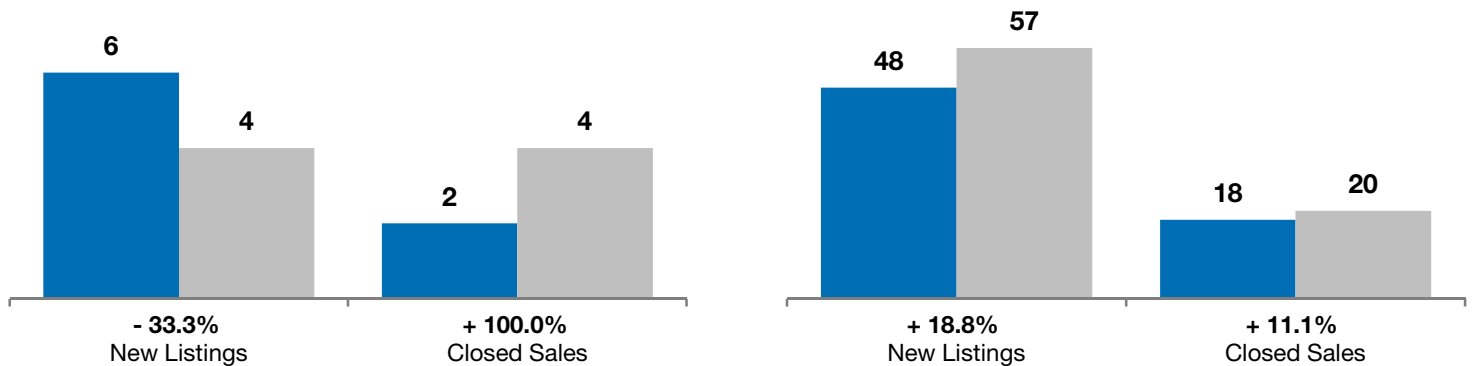
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

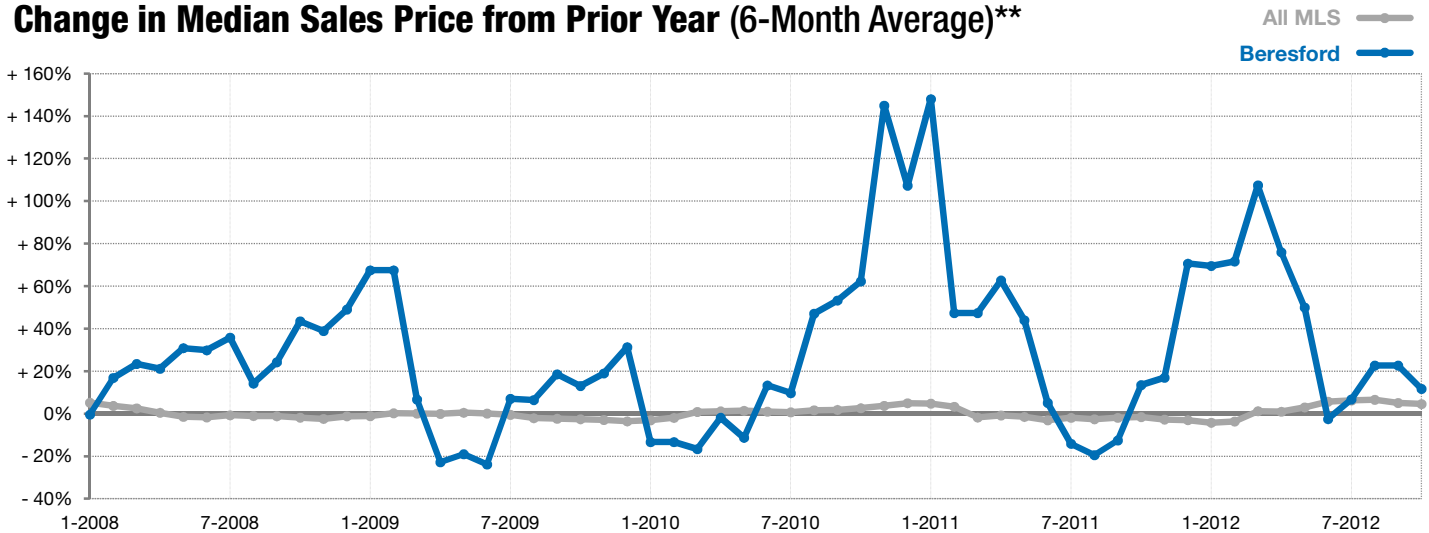
■ 2011 ■ 2012

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