

Local Market Update – October 2012

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



Madison

+ 75.0%

Change in
New Listings

- 22.2%

Change in
Closed Sales

+ 31.4%

Change in
Median Sales Price

Lake County, SD

October

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	4	7	+ 75.0%	113	116	+ 2.7%
Closed Sales	9	7	- 22.2%	70	77	+ 10.0%
Median Sales Price*	\$98,850	\$129,900	+ 31.4%	\$88,000	\$120,000	+ 36.4%
Average Sales Price*	\$147,713	\$144,971	- 1.9%	\$112,277	\$129,153	+ 15.0%
Percent of Original List Price Received*	88.1%	93.8%	+ 6.5%	91.3%	94.9%	+ 3.9%
Average Days on Market Until Sale	112	137	+ 22.5%	114	100	- 12.7%
Inventory of Homes for Sale	43	49	+ 14.0%	--	--	--
Months Supply of Inventory	6.2	7.1	+ 14.0%	--	--	--

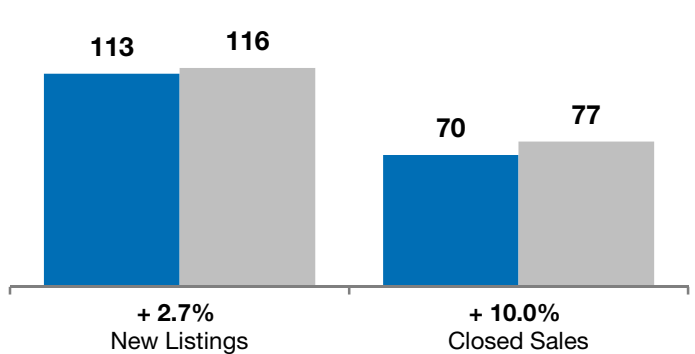
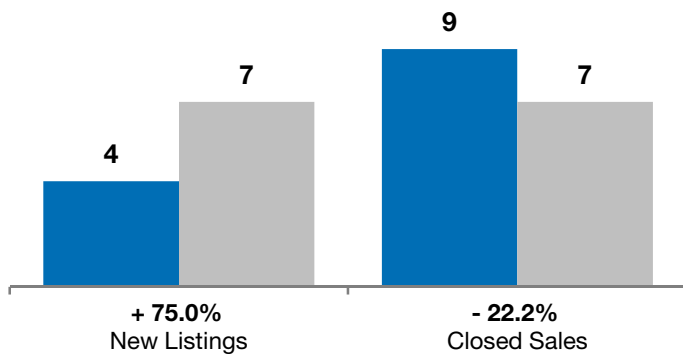
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

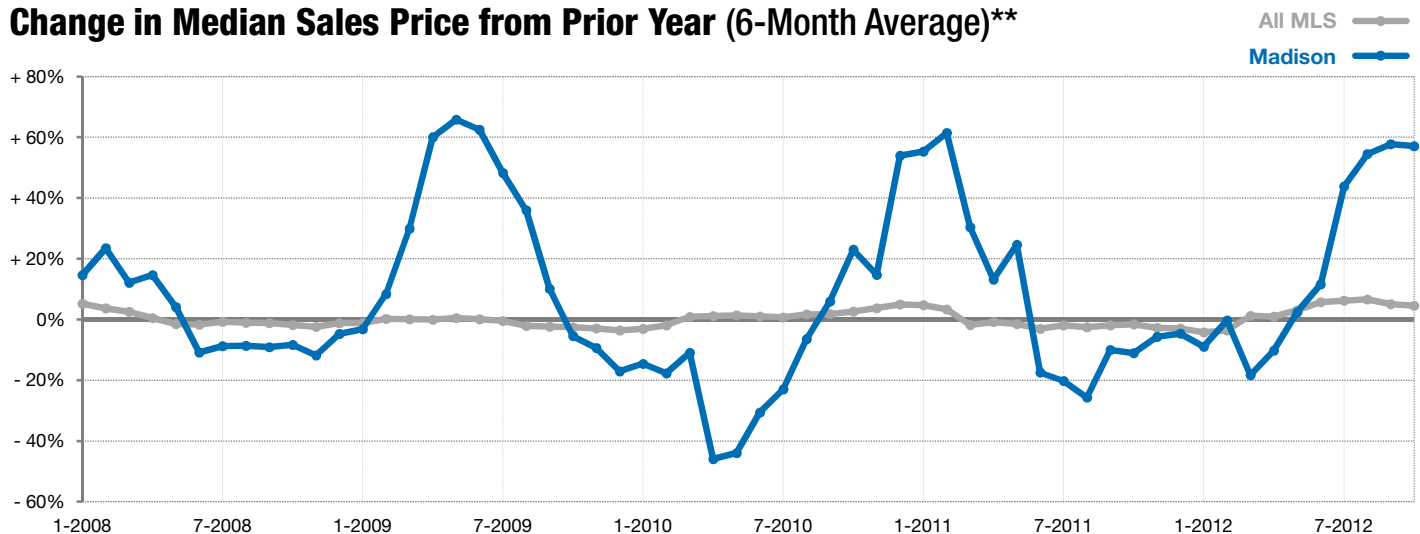
■ 2011 ■ 2012

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.