

Local Market Update – December 2012

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



Baltic

+ 100.0% **+ 33.3%** **- 40.6%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Minnehaha County, SD

December

Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|-----------|-----------|----------|-----------|-----------|---------|
| New Listings | 1 | 2 | + 100.0% | 25 | 31 | + 24.0% |
| Closed Sales | 3 | 4 | + 33.3% | 13 | 22 | + 69.2% |
| Median Sales Price* | \$190,000 | \$112,950 | - 40.6% | \$144,000 | \$125,750 | - 12.7% |
| Average Sales Price* | \$168,333 | \$118,975 | - 29.3% | \$147,750 | \$127,005 | - 14.0% |
| Percent of Original List Price Received* | 95.7% | 97.4% | + 1.8% | 94.0% | 95.5% | + 1.6% |
| Average Days on Market Until Sale | 169 | 90 | - 46.8% | 148 | 98 | - 33.9% |
| Inventory of Homes for Sale | 5 | 9 | + 80.0% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 4.3 | + 82.7% | -- | -- | -- |

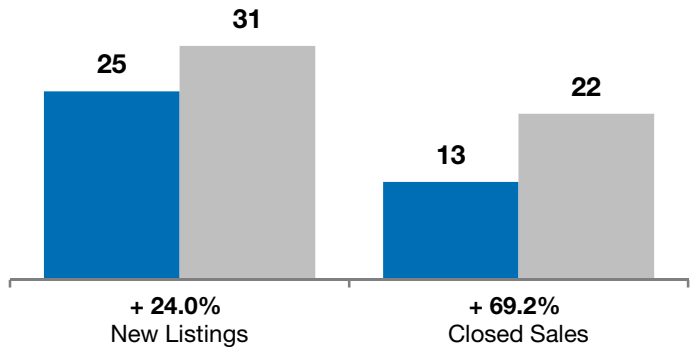
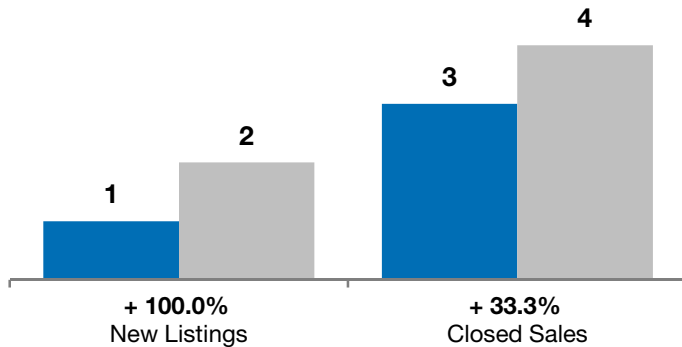
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

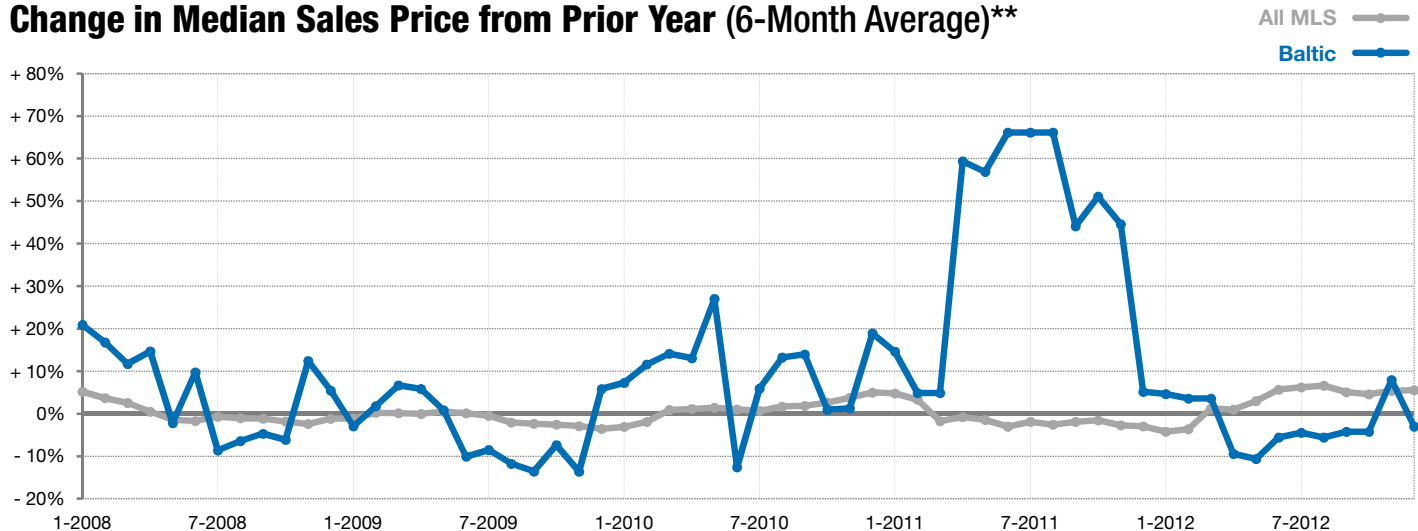
■ 2011 ■ 2012

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 January 7, 2013. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.