

# Local Market Update – December 2012

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



## Sioux Falls MSA

4-County Metro Region

**+ 6.7%**

Change in  
New Listings

**+ 34.2%**

Change in  
Closed Sales

**+ 9.7%**

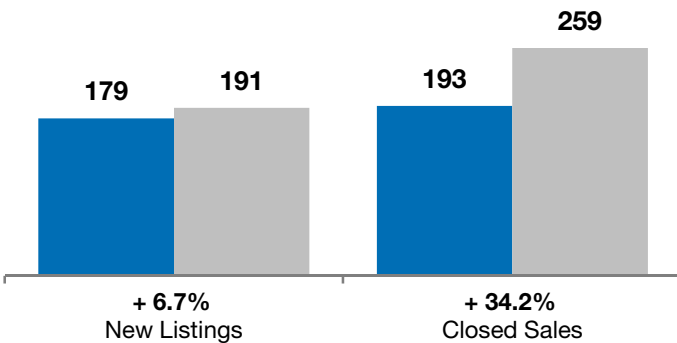
Change in  
Median Sales Price

|  | December  |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2011      | 2012      | + / -   | 2011         | 2012      | + / -   |
| New Listings                             | 179       | 191       | + 6.7%  | 4,835        | 5,084     | + 5.1%  |
| Closed Sales                             | 193       | 259       | + 34.2% | 2,681        | 3,254     | + 21.4% |
| Median Sales Price*                      | \$139,500 | \$153,000 | + 9.7%  | \$144,000    | \$150,000 | + 4.2%  |
| Average Sales Price*                     | \$166,057 | \$174,636 | + 5.2%  | \$165,021    | \$175,697 | + 6.5%  |
| Percent of Original List Price Received* | 93.0%     | 95.0%     | + 2.1%  | 94.1%        | 95.3%     | + 1.3%  |
| Average Days on Market Until Sale        | 102       | 82        | - 19.7% | 94           | 87        | - 6.9%  |
| Inventory of Homes for Sale              | 1,384     | 1,120     | - 19.1% | --           | --        | --      |
| Months Supply of Inventory               | 6.2       | 4.1       | - 32.9% | --           | --        | --      |

\* 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.

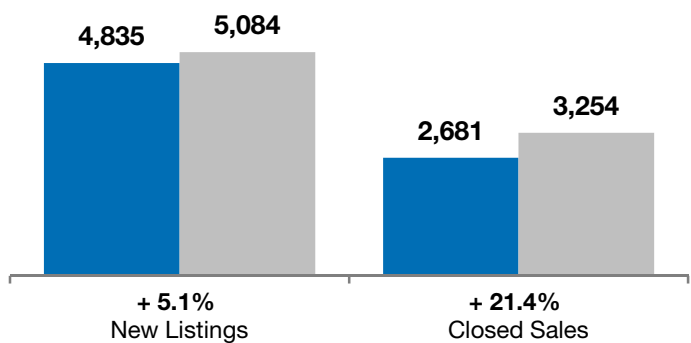
### December

■ 2011 ■ 2012

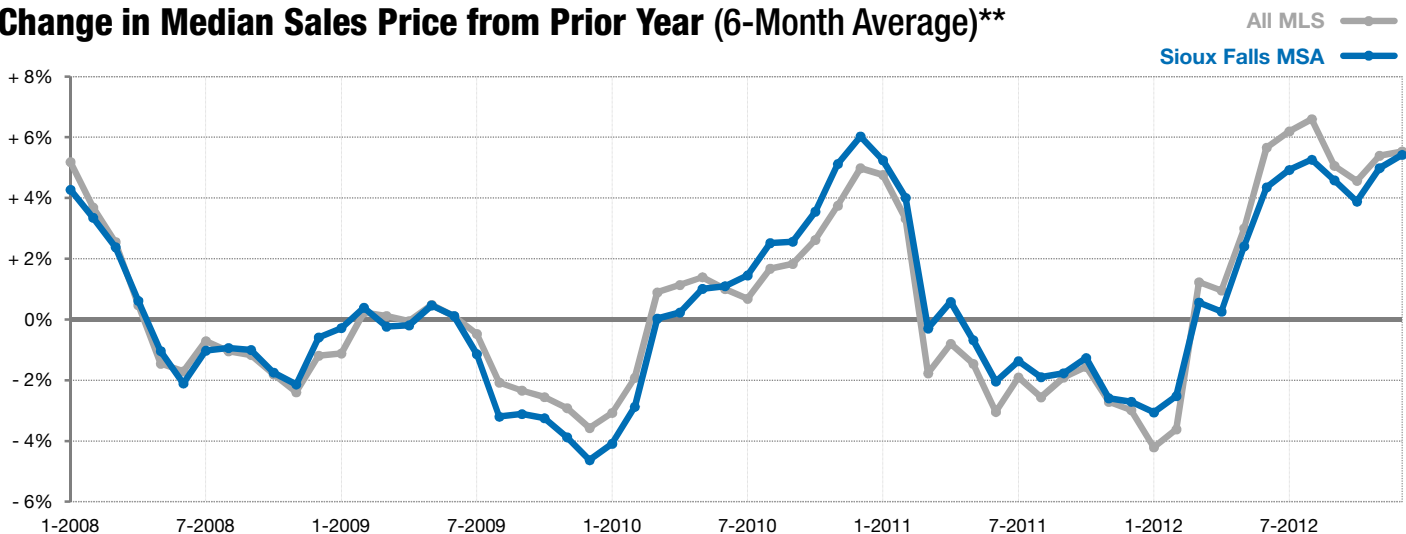


### Year to Date

■ 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.