

Local Market Update – March 2013

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



Madison

- 13.3%

Change in
New Listings

- 42.9%

Change in
Closed Sales

+ 102.1%

Change in
Median Sales Price

Lake County, SD

March

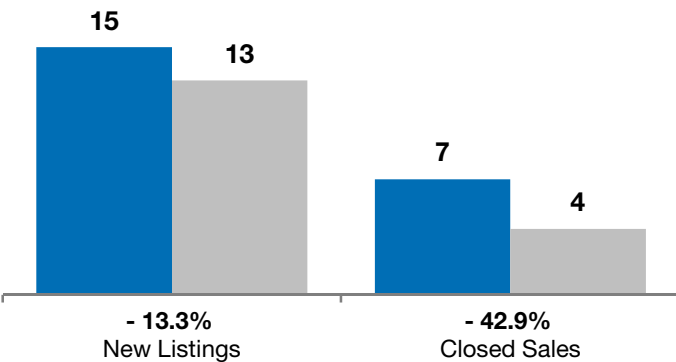
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	15	13	- 13.3%	45	29	- 35.6%
Closed Sales	7	4	- 42.9%	18	11	- 38.9%
Median Sales Price*	\$45,000	\$90,950	+ 102.1%	\$94,500	\$143,000	+ 51.3%
Average Sales Price*	\$109,643	\$99,350	- 9.4%	\$101,581	\$163,582	+ 61.0%
Percent of Original List Price Received*	101.4%	93.3%	- 7.9%	94.7%	92.4%	- 2.4%
Average Days on Market Until Sale	65	64	- 1.1%	95	166	+ 74.4%
Inventory of Homes for Sale	61	45	- 26.2%	--	--	--
Months Supply of Inventory	9.5	6.5	- 31.6%	--	--	--

* 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.

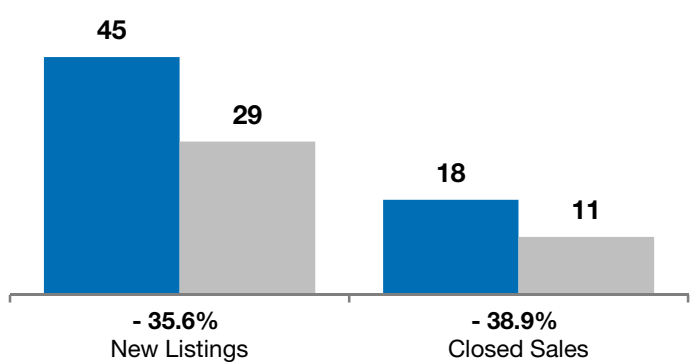
March

■ 2012 ■ 2013

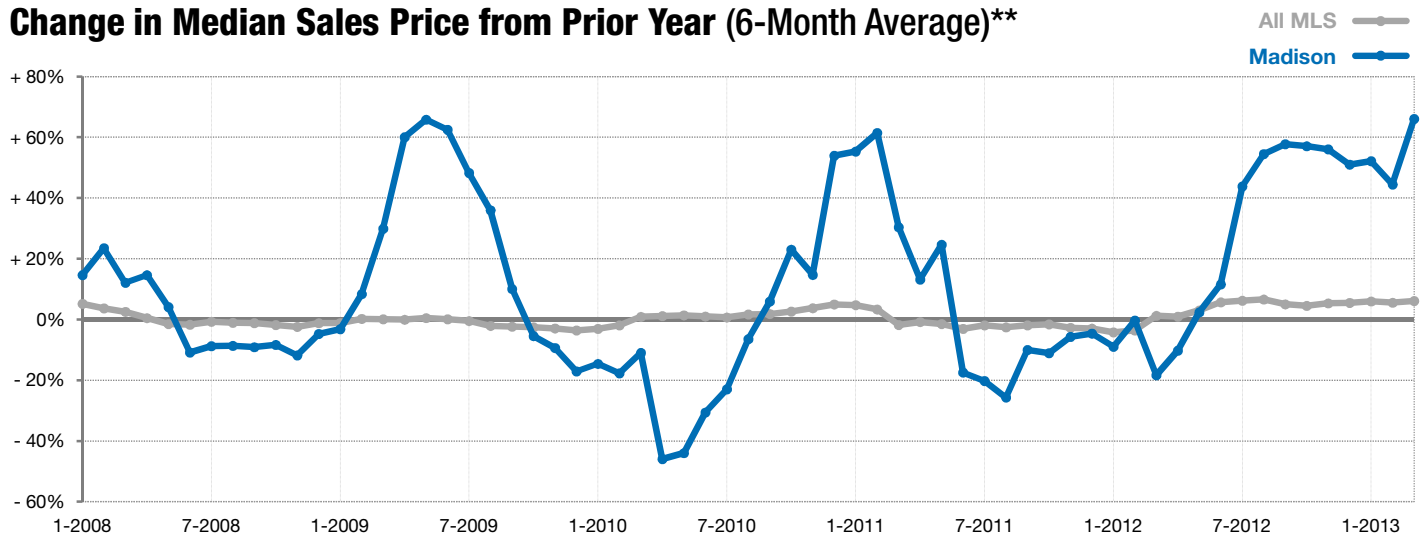


Year to Date

■ 2012 ■ 2013



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 April 4, 2013. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.