

Local Market Update – March 2014

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



Madison

- 23.1%

Change in
New Listings

- 60.0%

Change in
Closed Sales

+ 106.4%

Change in
Median Sales Price

Lake County, SD

March

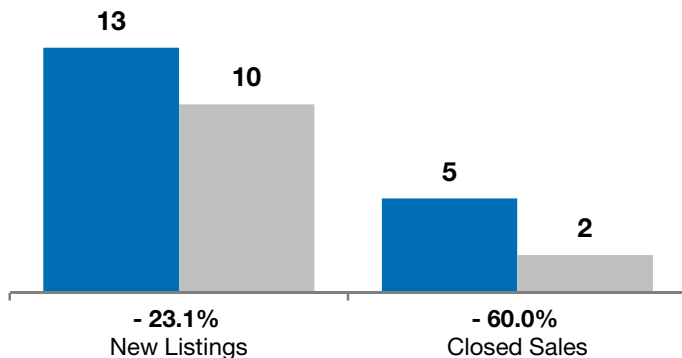
Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	13	10	- 23.1%	28	20	- 28.6%
Closed Sales	5	2	- 60.0%	12	6	- 50.0%
Median Sales Price*	\$94,000	\$194,000	+ 106.4%	\$156,000	\$181,000	+ 16.0%
Average Sales Price*	\$115,630	\$194,000	+ 67.8%	\$165,013	\$145,500	- 11.8%
Percent of Original List Price Received*	93.2%	89.9%	- 3.5%	92.4%	85.9%	- 7.0%
Average Days on Market Until Sale	78	206	+ 162.1%	164	236	+ 44.3%
Inventory of Homes for Sale	44	35	- 20.5%	--	--	--
Months Supply of Inventory	6.4	4.2	- 33.5%	--	--	--

* 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.

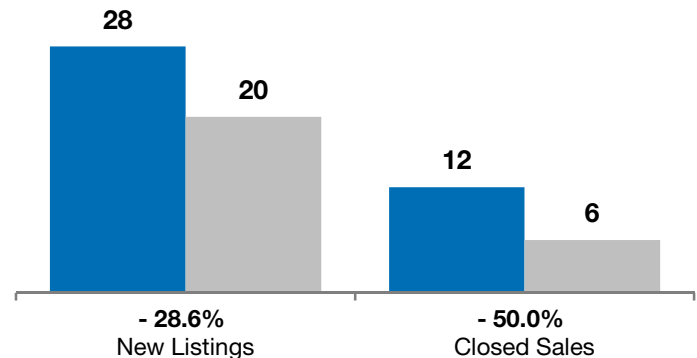
March

■ 2013 ■ 2014

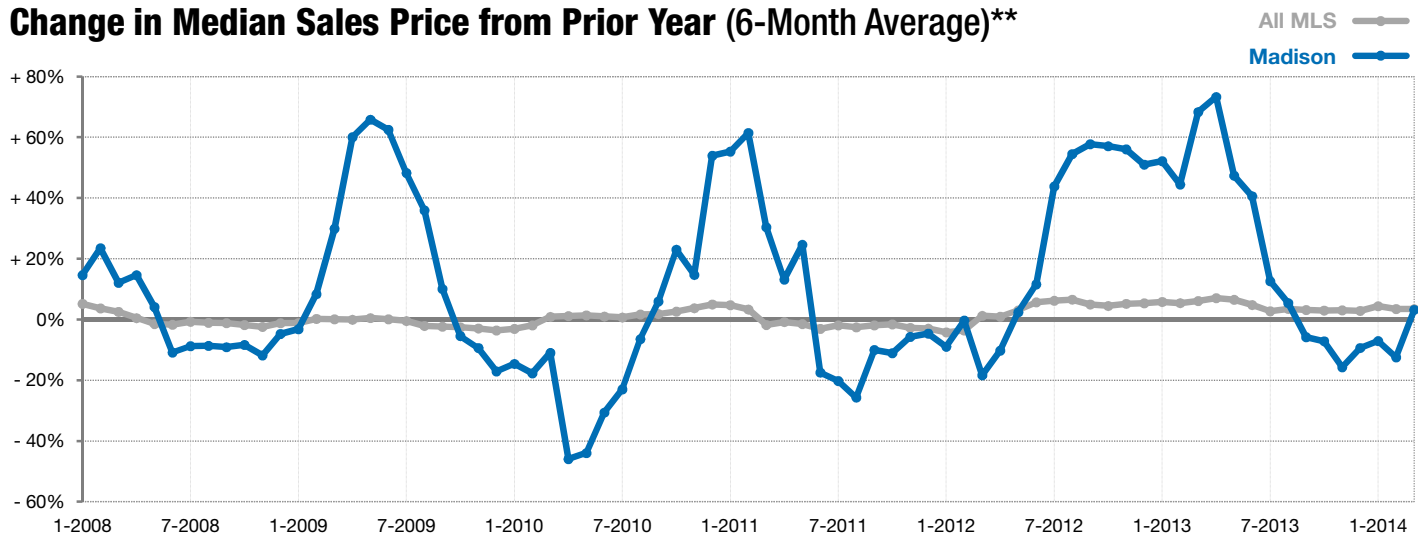


Year to Date

■ 2013 ■ 2014



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, 2014. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.