

Local Market Update – March 2016

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



Madison

+ 15.4%

Change in
New Listings

0.0%

Change in
Closed Sales

+ 29.3%

Change in
Median Sales Price

Lake County, SD

March

Year to Date

| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
|--|-----------|-----------|----------|-----------|-----------|----------|
| New Listings | 13 | 15 | + 15.4% | 28 | 40 | + 42.9% |
| Closed Sales | 5 | 5 | 0.0% | 14 | 9 | - 35.7% |
| Median Sales Price* | \$116,000 | \$150,000 | + 29.3% | \$89,750 | \$194,000 | + 116.2% |
| Average Sales Price* | \$153,000 | \$187,900 | + 22.8% | \$119,129 | \$200,322 | + 68.2% |
| Percent of Original List Price Received* | 97.6% | 96.1% | - 1.5% | 96.0% | 95.7% | - 0.3% |
| Average Days on Market Until Sale | 47 | 185 | + 293.2% | 77 | 160 | + 107.3% |
| Inventory of Homes for Sale | 41 | 46 | + 12.2% | -- | -- | -- |
| Months Supply of Inventory | 6.1 | 5.9 | - 3.1% | -- | -- | -- |

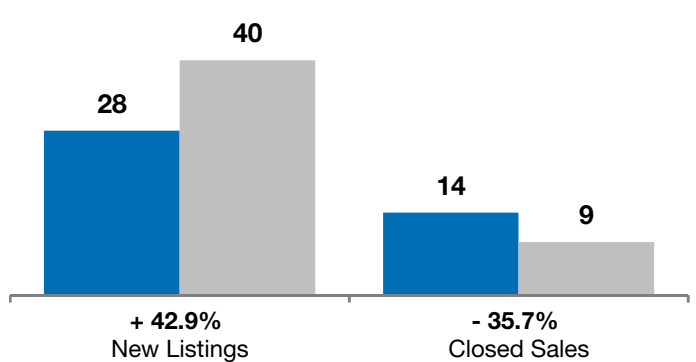
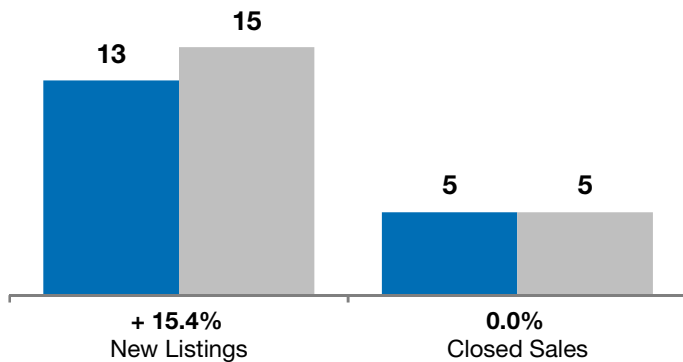
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

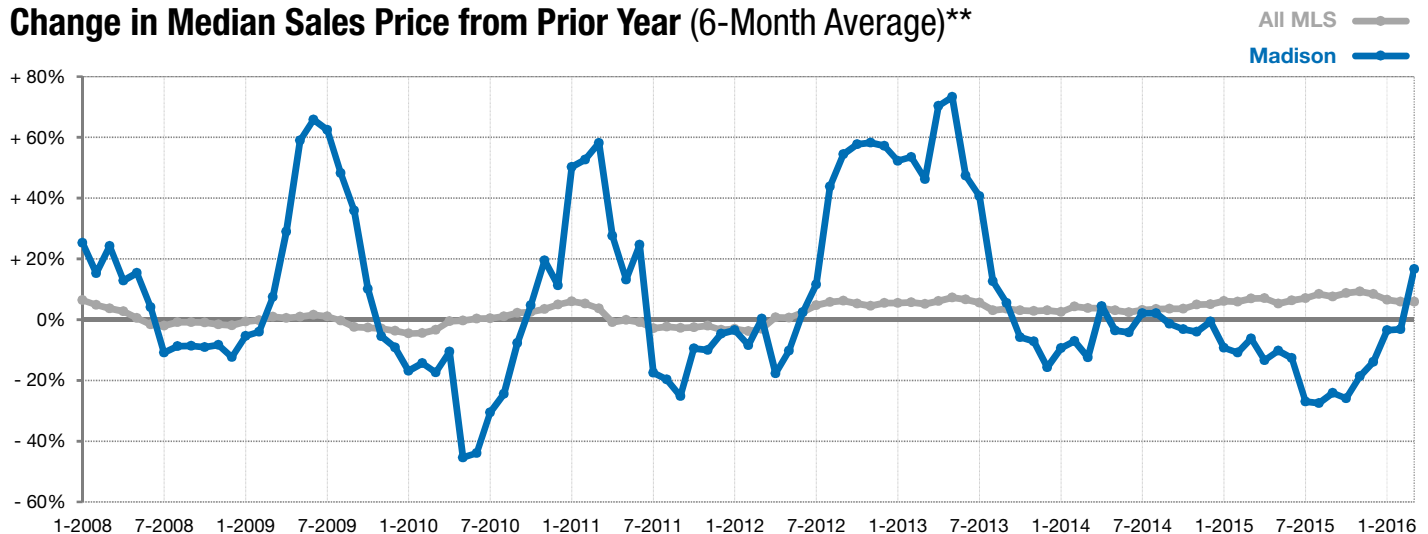
■ 2015 ■ 2016

Year to Date

■ 2015 ■ 2016



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 6, 2016. All data from RASE Multiple Listing Service. | Powered by ShowingTime 10K.