Local Market Updates

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Worthing

August

Year to Date

Lincoln County, SD	2007	2008	Change	2007	2008	Change
New Listings	10	1	- 90.0%	40	29	- 27.5%
Closed Sales	5	3	- 40.0%	16	23	+ 43.8%
Average Sales Price	\$116,880	\$128,000	+ 9.5%	\$121,588	\$130,850	+ 7.6%
Percent of Original List Price Received at Sale*	99.6%	97.8%	- 1.8%	95.9%	96.4%	+ 0.5%
Average Days on Market Until Sale	69	209	+ 203.8%	76	108	+ 42.0%
Total Current Inventory**	NA	10	NA			
Single-Family Detached Inventory	NA	10	NA			

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in January 2008 **Activity—Most Recent Month** Activity—Year to Date ■ New Listings ■ Closed Sales 10 ■ New Listings ■ Closed Sales 29 23 16 2007 2008 2007 **Average Sales Price Ratio of Sales Price to Original List Price** \$130,850 \$128,000 \$121,588 \$116,880 97.8% 95.9% 96.4% ■2007 ■2008 **2007 2008** August Year to Date August Year to Date Average Days on Market Until Sale **Current Inventory** 209 10

□2007 **□**2008 108 76 69 August Year to Date



Some of the figures referenced in this report are for only one month worth of activity. As such, they can sometimes look extreme due to the small sample size involved.