

# Local Market Updates

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## Lennox

Lincoln County, SD

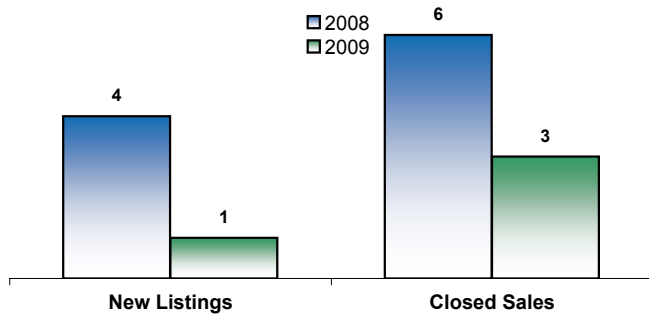
## October

## Year to Date

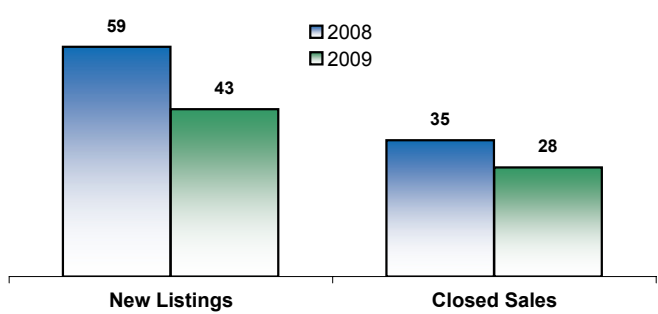
|  | 2008      | 2009            | Change  | 2008      | 2009             | Change  |
|--|-----------|-----------------|---------|-----------|------------------|---------|
| New Listings                                     | 4         | 1               | - 75.0% | 59        | 43               | - 27.1% |
| Closed Sales                                     | 6         | 3               | - 50.0% | 35        | 28               | - 20.0% |
| Median Sales Price*                              | \$113,074 | <b>\$86,000</b> | - 23.9% | \$120,000 | <b>\$98,500</b>  | - 17.9% |
| Average Sales Price*                             | \$131,008 | <b>\$94,333</b> | - 28.0% | \$134,453 | <b>\$107,418</b> | - 20.1% |
| Percent of Original List Price Received at Sale* | 91.0%     | <b>88.6%</b>    | - 2.6%  | 93.8%     | <b>92.2%</b>     | - 1.8%  |
| Average Days on Market Until Sale                | 90        | <b>99</b>       | + 10.0% | 78        | <b>115</b>       | + 48.2% |
| Total Current Inventory**                        | 20        | <b>20</b>       | - 0.0%  | --        | --               | --      |
| Single-Family Detached Inventory                 | 20        | <b>12</b>       | - 40.0% | --        | --               | --      |

\*Does not account for list prices from any previous listing contracts or seller concessions \*\*City inventory figures were first tracked in January 2008

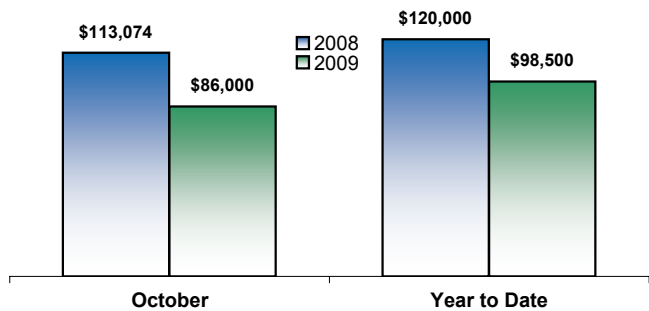
### Activity—Most Recent Month



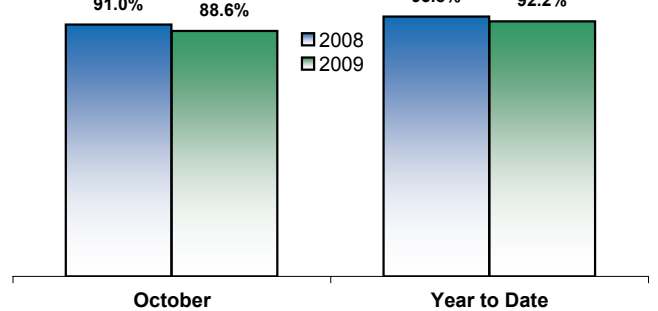
### Activity—Year to Date



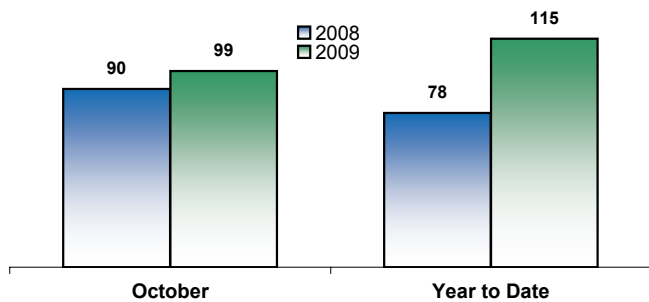
### Median Sales Price



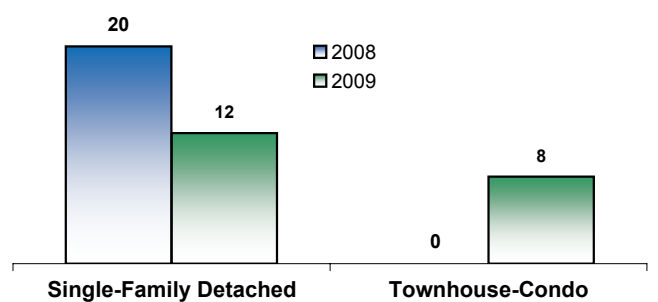
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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.