

Local Market Update – March 2011

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



+ 11.1% **+ 300.0%** **- 63.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lennox

Lincoln County, SD

March

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	9	10	+ 11.1%	20	17	- 15.0%
Closed Sales	1	4	+ 300.0%	2	7	+ 250.0%
Median Sales Price*	\$207,325	\$76,250	- 63.2%	\$116,162	\$76,000	- 34.6%
Average Sales Price*	\$207,325	\$83,100	- 59.9%	\$116,162	\$76,200	- 34.4%
Percent of Original List Price Received*	104.4%	84.4%	- 19.1%	102.2%	80.7%	- 21.0%
Average Days on Market Until Sale	0	137	--	2	133	+ 8776.2%
Inventory of Homes for Sale	18	20	+ 11.1%	--	--	--
Months Supply of Inventory	7.1	7.5	+ 6.1%	--	--	--

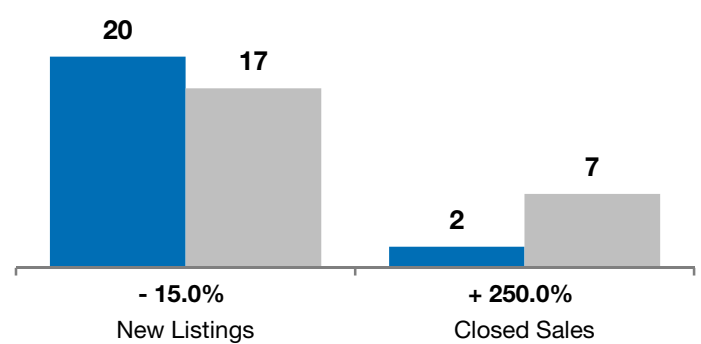
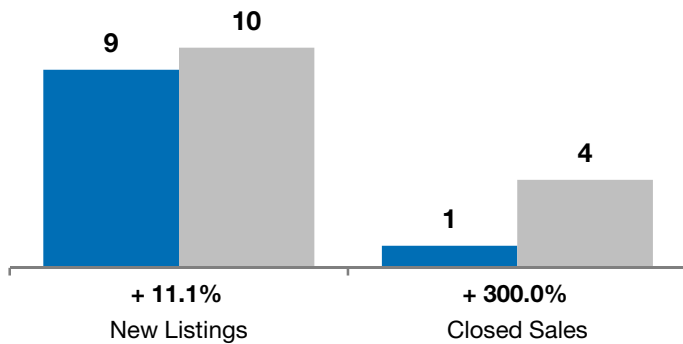
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

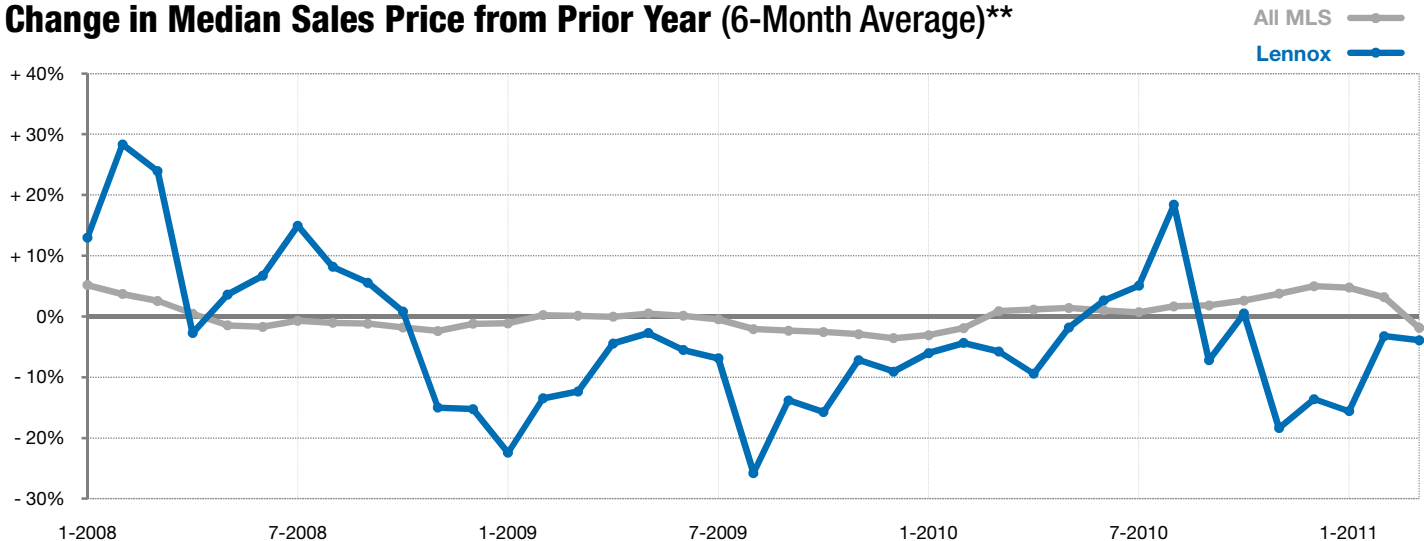
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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