

Local Market Update – July 2011

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



Lennox

- 50.0%

Change in
New Listings

+ 200.0%

Change in
Closed Sales

+ 49.6%

Change in
Median Sales Price

Lincoln County, SD

July

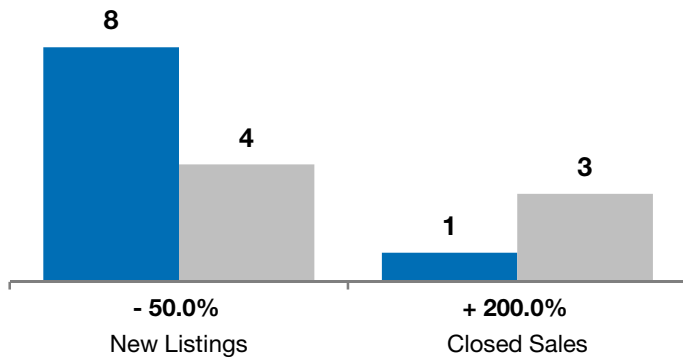
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	4	- 50.0%	47	46	- 2.1%
Closed Sales	1	3	+ 200.0%	13	19	+ 46.2%
Median Sales Price*	\$134,000	\$200,500	+ 49.6%	\$95,000	\$95,325	+ 0.3%
Average Sales Price*	\$134,000	\$200,500	+ 49.6%	\$123,004	\$111,858	- 9.1%
Percent of Original List Price Received*	95.7%	112.5%	+ 17.6%	95.2%	90.9%	- 4.5%
Average Days on Market Until Sale	28	76	+ 170.2%	48	90	+ 88.0%
Inventory of Homes for Sale	27	28	+ 3.7%	--	--	--
Months Supply of Inventory	9.9	9.6	- 3.0%	--	--	--

* 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.

July

■ 2010 ■ 2011

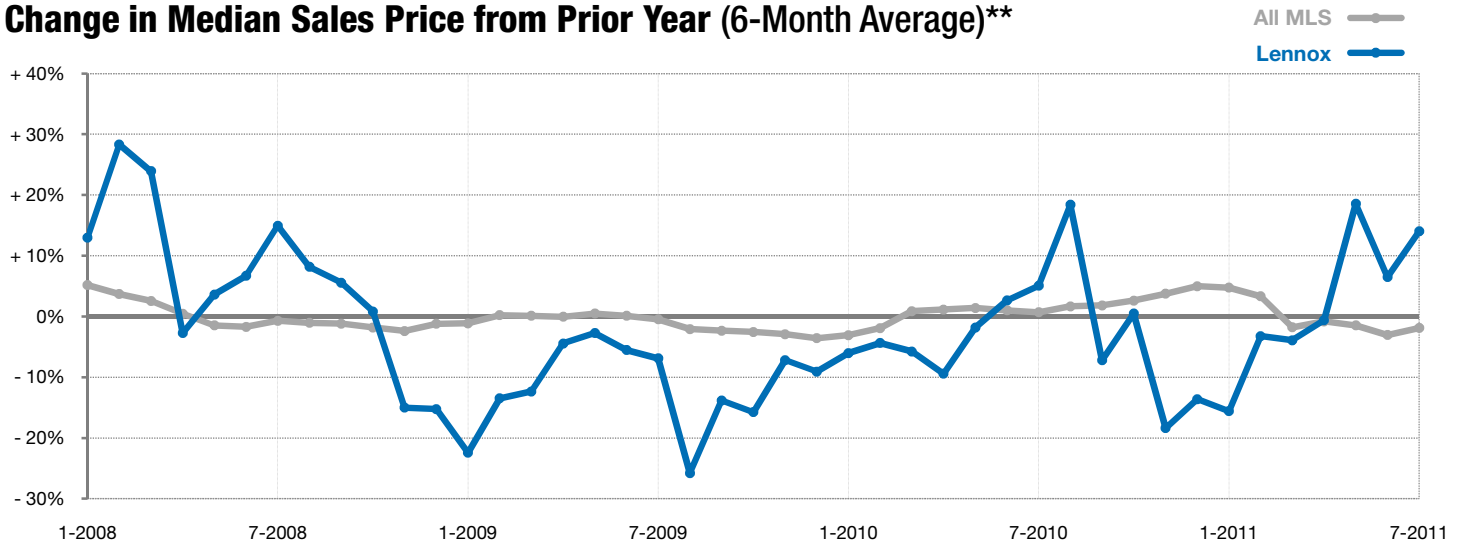


Year to Date

■ 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.