

Local Market Update – September 2011

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



Lennox

- 11.1%

Change in
New Listings

- 66.7%

Change in
Closed Sales

+ 46.0%

Change in
Median Sales Price

Lincoln County, SD

September

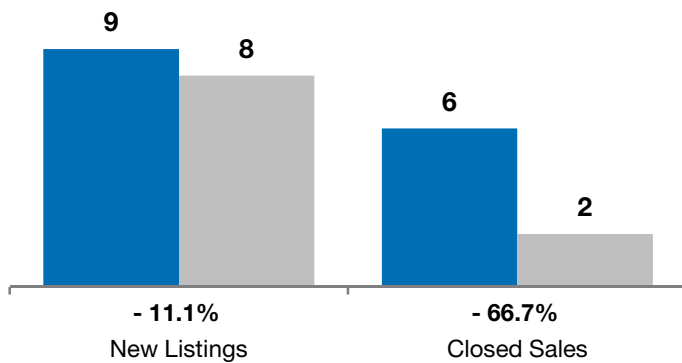
Year to Date

| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
|--|----------|------------------|---------|-----------|------------------|---------|
| New Listings | 9 | 8 | - 11.1% | 62 | 55 | - 11.3% |
| Closed Sales | 6 | 2 | - 66.7% | 20 | 23 | + 15.0% |
| Median Sales Price* | \$82,000 | \$119,750 | + 46.0% | \$89,950 | \$95,325 | + 6.0% |
| Average Sales Price* | \$87,083 | \$119,750 | + 37.5% | \$114,578 | \$108,452 | - 5.3% |
| Percent of Original List Price Received* | 97.5% | 92.7% | - 4.9% | 95.9% | 91.4% | - 4.7% |
| Average Days on Market Until Sale | 54 | 98 | + 83.2% | 50 | 92 | + 84.8% |
| Inventory of Homes for Sale | 31 | 27 | - 12.9% | -- | -- | -- |
| Months Supply of Inventory | 13.6 | 8.8 | - 35.8% | -- | -- | -- |

* 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.

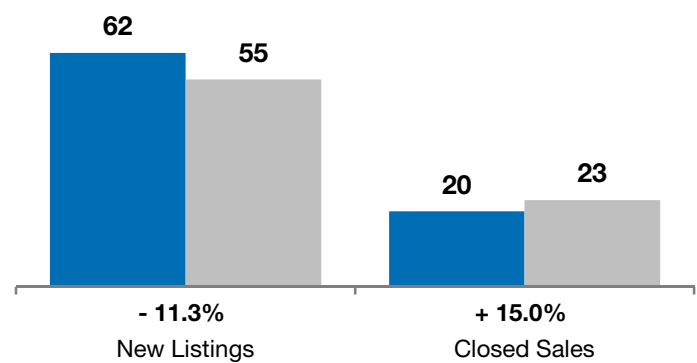
September

■ 2010 ■ 2011

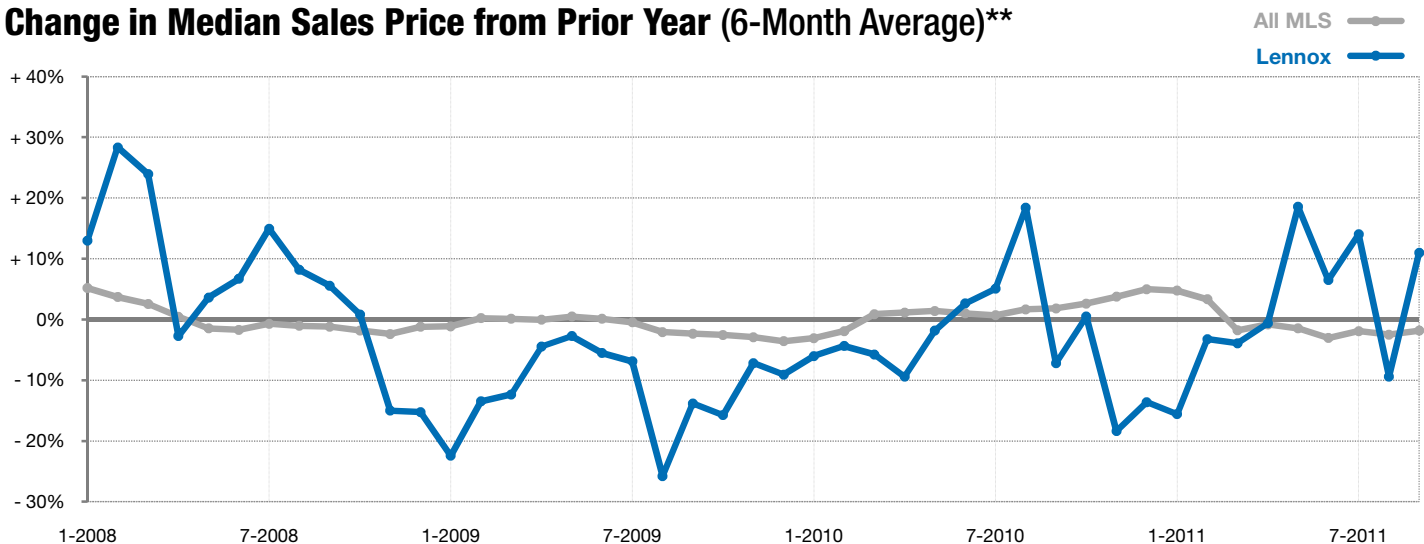


Year to Date

■ 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. | Current as of October 7, 2011. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.