

Local Market Update – September 2011

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Tea

- 41.7% **+ 150.0%** **+ 53.7%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lincoln County, SD

September

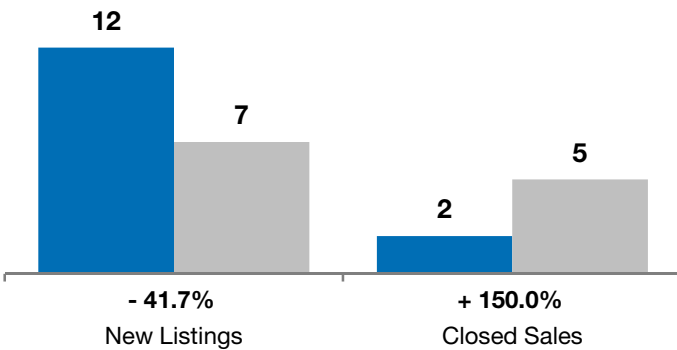
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	12	7	- 41.7%	144	110	- 23.6%
Closed Sales	2	5	+ 150.0%	59	48	- 18.6%
Median Sales Price*	\$193,500	\$297,500	+ 53.7%	\$145,000	\$144,950	- 0.0%
Average Sales Price*	\$193,500	\$248,900	+ 28.6%	\$157,634	\$169,721	+ 7.7%
Percent of Original List Price Received*	96.2%	96.2%	+ 0.1%	95.0%	95.7%	+ 0.6%
Average Days on Market Until Sale	56	115	+ 106.1%	69	95	+ 38.5%
Inventory of Homes for Sale	64	44	- 31.3%	--	--	--
Months Supply of Inventory	9.0	7.1	- 21.2%	--	--	--

* 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.

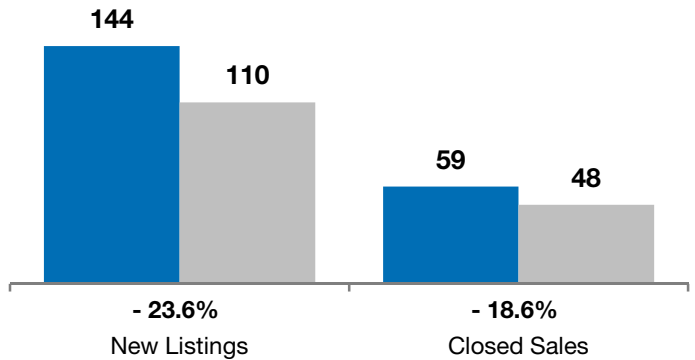
September

■ 2010 ■ 2011

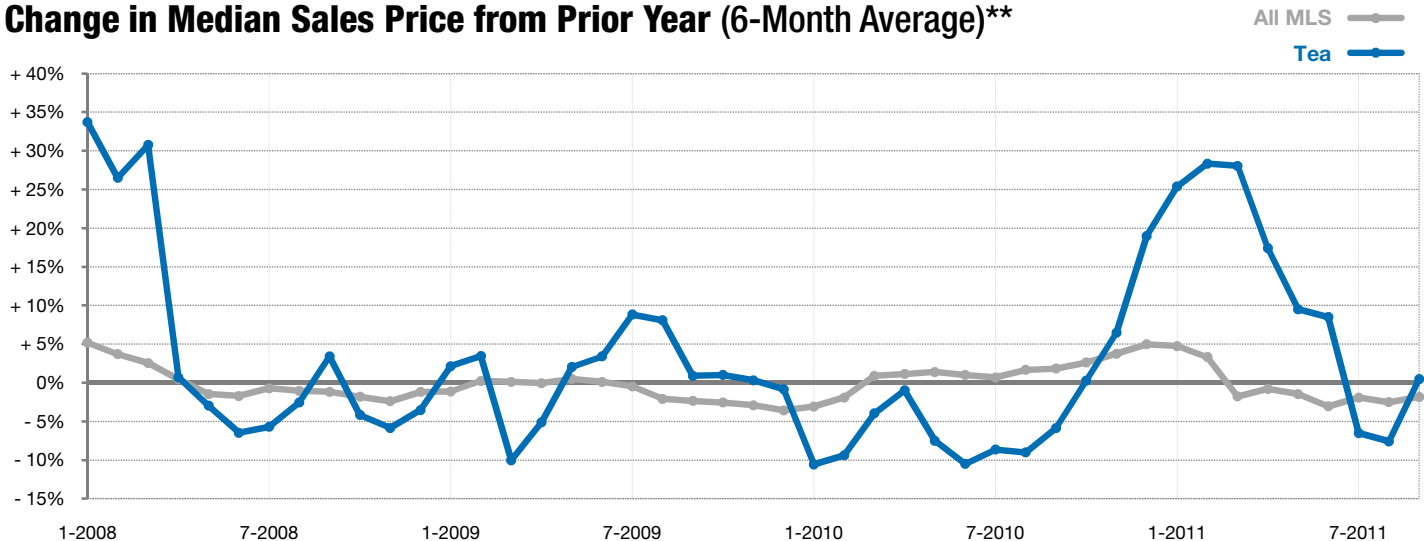


Year to Date

■ 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.