

Local Market Update – October 2011

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



Tea

- 35.3%

Change in
New Listings

+ 83.3%

Change in
Closed Sales

- 16.7%

Change in
Median Sales Price

Lincoln County, SD

October

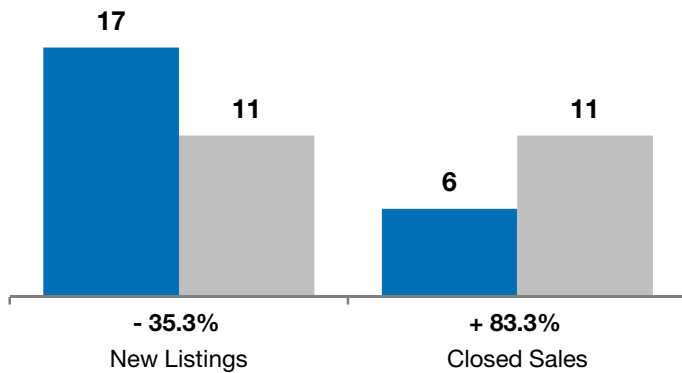
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	11	- 35.3%	161	121	- 24.8%
Closed Sales	6	11	+ 83.3%	65	59	- 9.2%
Median Sales Price*	\$192,125	\$160,000	- 16.7%	\$147,900	\$154,500	+ 4.5%
Average Sales Price*	\$217,625	\$192,074	- 11.7%	\$163,347	\$173,888	+ 6.5%
Percent of Original List Price Received*	96.3%	93.5%	- 2.9%	95.2%	95.3%	+ 0.1%
Average Days on Market Until Sale	130	104	- 19.9%	74	97	+ 30.2%
Inventory of Homes for Sale	66	39	- 40.9%	--	--	--
Months Supply of Inventory	10.0	5.9	- 41.4%	--	--	--

* 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.

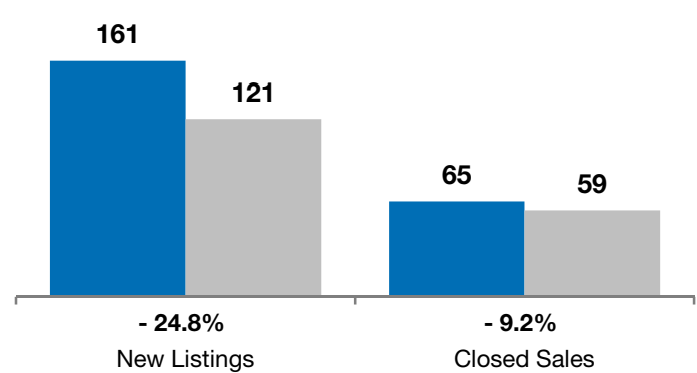
October

■ 2010 ■ 2011

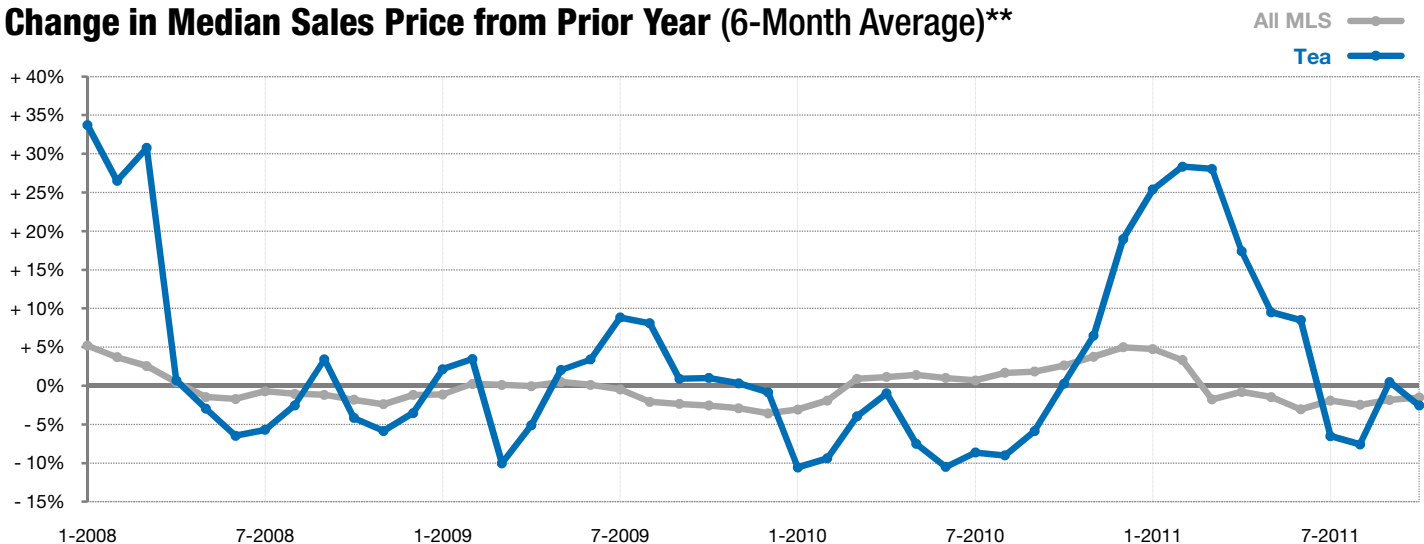


Year to Date

■ 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 November 4, 2011. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.