

Local Market Update – November 2011

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



Lennox

+ 200.0%

Change in
New Listings

+ 40.0%

Change in
Closed Sales

+ 44.6%

Change in
Median Sales Price

Lincoln County, SD

November

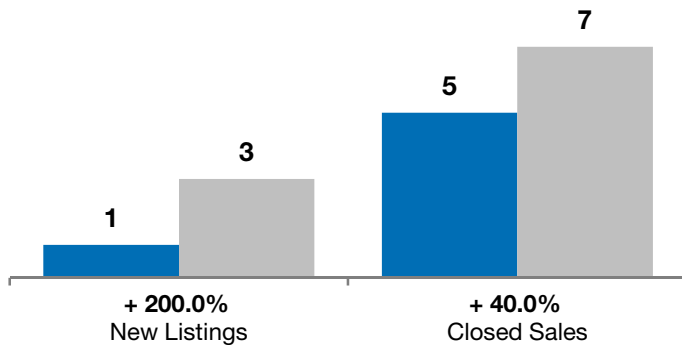
Year to Date

| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
|--|----------|------------------|----------|-----------|------------------|---------|
| New Listings | 1 | 3 | + 200.0% | 68 | 63 | - 7.4% |
| Closed Sales | 5 | 7 | + 40.0% | 27 | 33 | + 22.2% |
| Median Sales Price* | \$65,000 | \$94,000 | + 44.6% | \$90,000 | \$95,375 | + 6.0% |
| Average Sales Price* | \$89,600 | \$131,057 | + 46.3% | \$108,587 | \$113,855 | + 4.9% |
| Percent of Original List Price Received* | 86.0% | 91.1% | + 5.9% | 92.8% | 91.7% | - 1.2% |
| Average Days on Market Until Sale | 55 | 89 | + 63.2% | 51 | 90 | + 75.7% |
| Inventory of Homes for Sale | 23 | 19 | - 17.4% | -- | -- | -- |
| Months Supply of Inventory | 8.2 | 6.0 | - 26.8% | -- | -- | -- |

* 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.

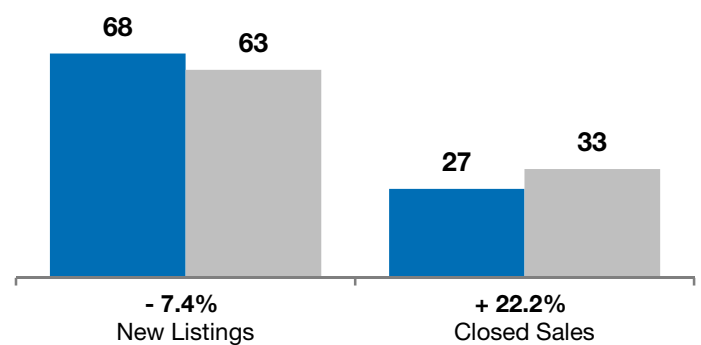
November

■ 2010 ■ 2011

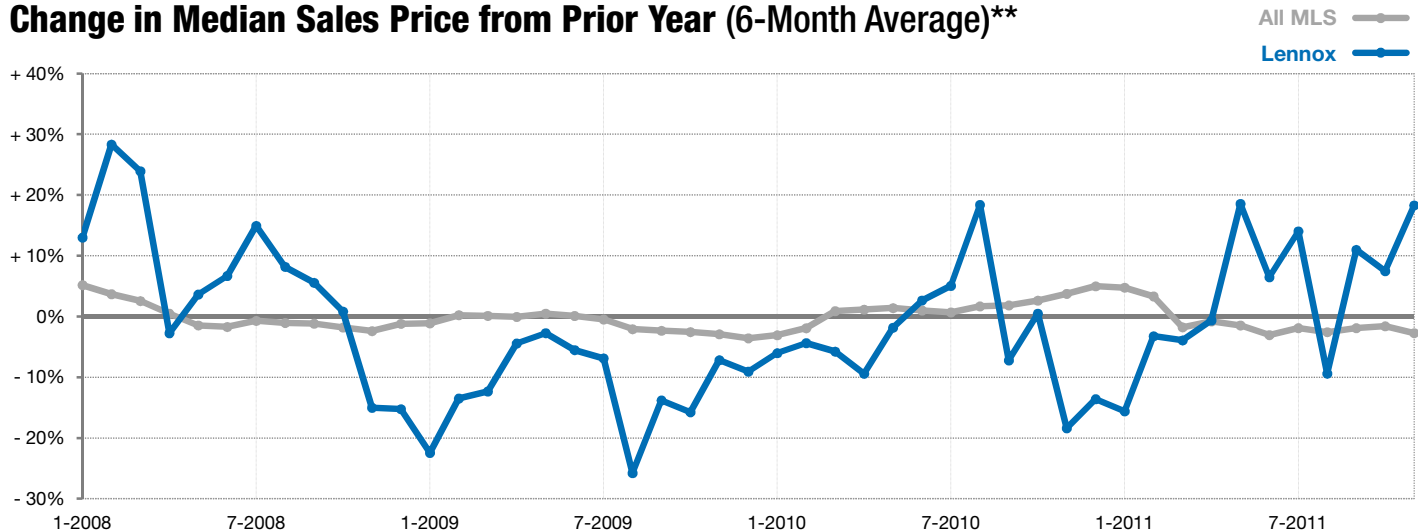


Year to Date

■ 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 December 6, 2011. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.