

Local Market Update – November 2011

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



Tea

+ 37.5%

Change in
New Listings

- 57.1%

Change in
Closed Sales

- 18.9%

Change in
Median Sales Price

Lincoln County, SD

November

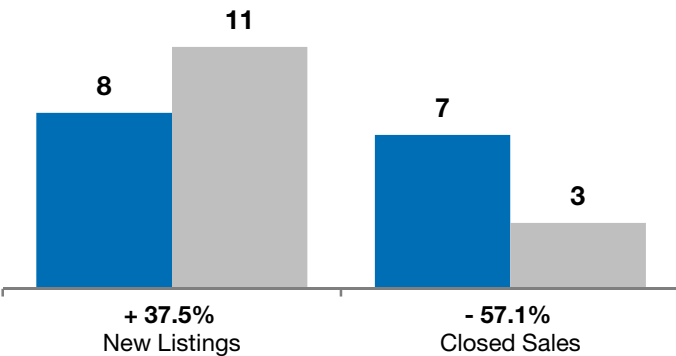
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	11	+ 37.5%	169	132	- 21.9%
Closed Sales	7	3	- 57.1%	72	62	- 13.9%
Median Sales Price*	\$147,900	\$120,000	- 18.9%	\$147,900	\$154,250	+ 4.3%
Average Sales Price*	\$145,186	\$147,600	+ 1.7%	\$161,531	\$172,616	+ 6.9%
Percent of Original List Price Received*	92.0%	94.5%	+ 2.7%	94.8%	95.2%	+ 0.4%
Average Days on Market Until Sale	127	79	- 37.6%	79	96	+ 20.7%
Inventory of Homes for Sale	55	42	- 23.6%	--	--	--
Months Supply of Inventory	8.6	6.0	- 30.0%	--	--	--

* 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.

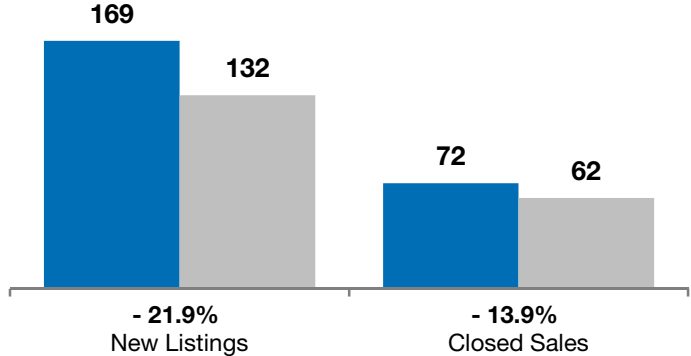
November

■ 2010 ■ 2011

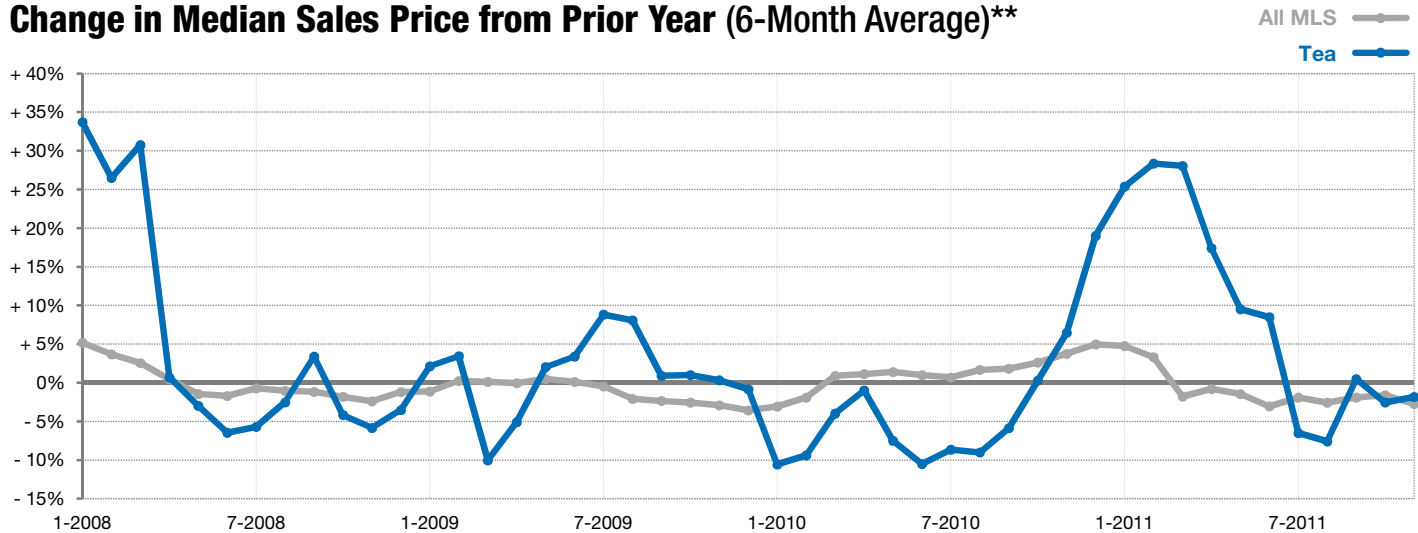


Year to Date

■ 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.