

Local Market Update – December 2011

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



Lennox

- 80.0%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

- 54.8%

Change in
Median Sales Price

Lincoln County, SD

December

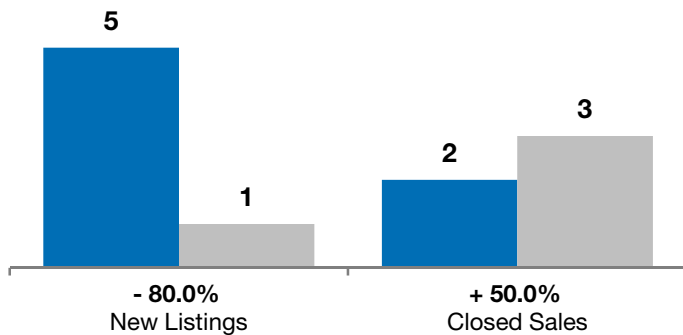
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	5	1	- 80.0%	73	64	- 12.3%
Closed Sales	2	3	+ 50.0%	29	36	+ 24.1%
Median Sales Price*	\$154,750	\$70,000	- 54.8%	\$90,000	\$93,900	+ 4.3%
Average Sales Price*	\$154,750	\$70,633	- 54.4%	\$111,771	\$110,150	- 1.5%
Percent of Original List Price Received*	95.9%	86.0%	- 10.3%	93.0%	91.2%	- 1.9%
Average Days on Market Until Sale	42	63	+ 52.6%	50	88	+ 73.6%
Inventory of Homes for Sale	22	16	- 27.3%	--	--	--
Months Supply of Inventory	8.1	4.8	- 41.0%	--	--	--

* 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.

December

■ 2010 ■ 2011

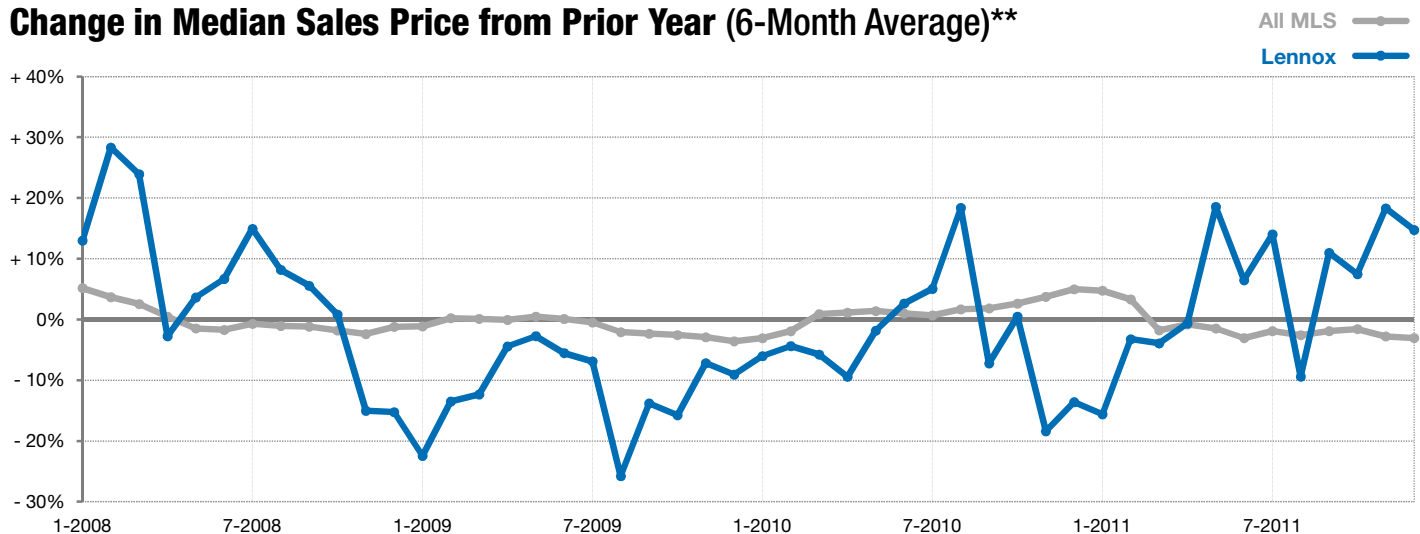


Year to Date

■ 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 January 6, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.