

Local Market Update – December 2011

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



Tea

+ 133.3%

- 60.0%

- 13.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lincoln County, SD

December

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	3	7	+ 133.3%	172	139	- 19.2%
Closed Sales	5	2	- 60.0%	77	64	- 16.9%
Median Sales Price*	\$163,000	\$140,535	- 13.8%	\$147,900	\$152,535	+ 3.1%
Average Sales Price*	\$156,280	\$140,535	- 10.1%	\$161,181	\$171,614	+ 6.5%
Percent of Original List Price Received*	91.0%	95.8%	+ 5.3%	94.6%	95.2%	+ 0.7%
Average Days on Market Until Sale	55	61	+ 9.2%	78	95	+ 21.7%
Inventory of Homes for Sale	48	39	- 18.8%	--	--	--
Months Supply of Inventory	7.4	6.4	- 13.3%	--	--	--

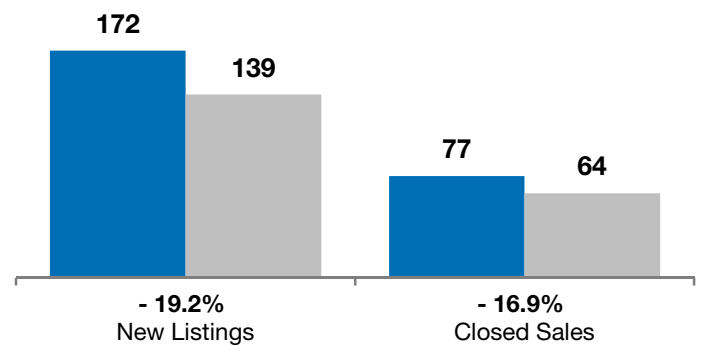
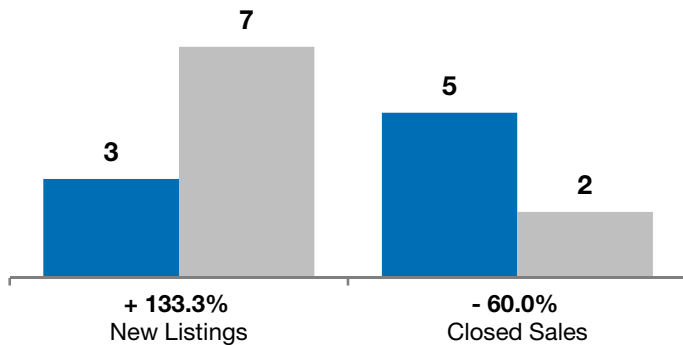
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2010 ■ 2011

Year to Date

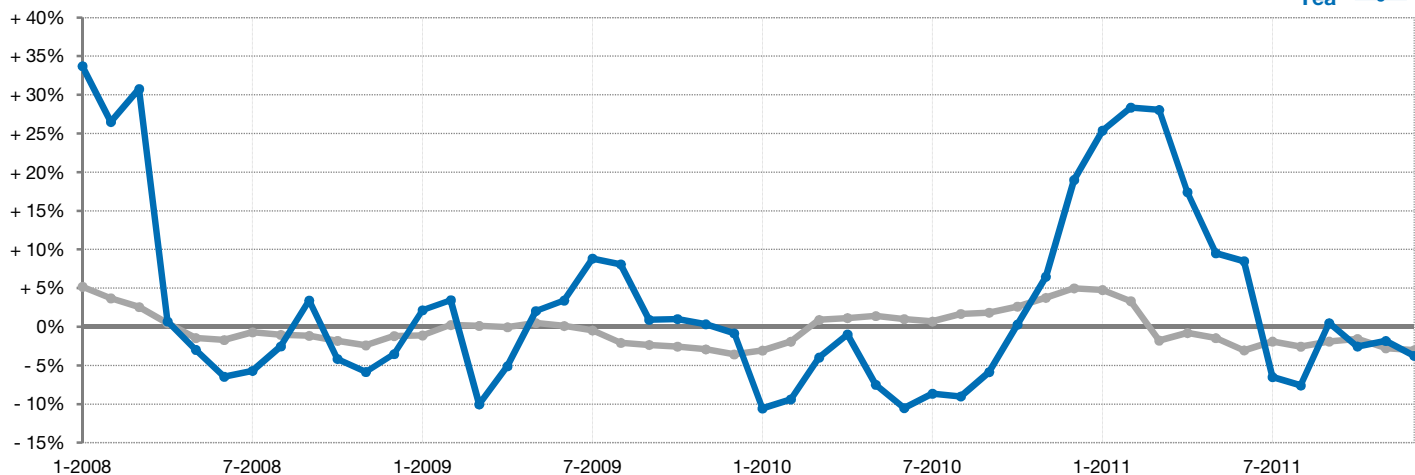
■ 2010 ■ 2011



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —

Tea —



** 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.