

Local Market Update – March 2012

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Lennox

- 50.0%

Change in
New Listings

- 50.0%

Change in
Closed Sales

+ 62.8%

Change in
Median Sales Price

Lincoln County, SD

March

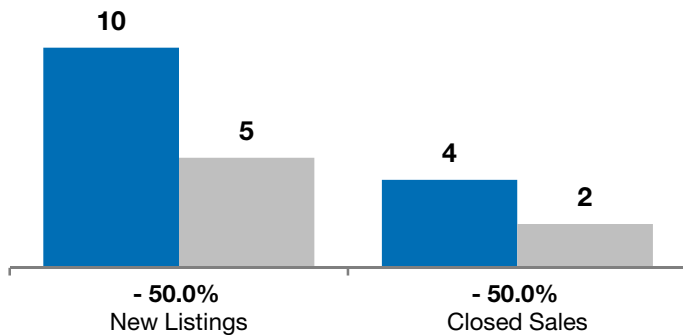
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|----------|------------------|---------|----------|------------------|---------|
| New Listings | 10 | 5 | - 50.0% | 17 | 15 | - 11.8% |
| Closed Sales | 4 | 2 | - 50.0% | 7 | 2 | - 71.4% |
| Median Sales Price* | \$76,250 | \$124,100 | + 62.8% | \$76,000 | \$124,100 | + 63.3% |
| Average Sales Price* | \$83,100 | \$124,100 | + 49.3% | \$76,200 | \$124,100 | + 62.9% |
| Percent of Original List Price Received* | 84.4% | 96.6% | + 14.4% | 80.7% | 96.6% | + 19.7% |
| Average Days on Market Until Sale | 137 | 37 | - 73.4% | 133 | 37 | - 72.6% |
| Inventory of Homes for Sale | 21 | 22 | + 4.8% | -- | -- | -- |
| Months Supply of Inventory | 8.1 | 6.0 | - 26.2% | -- | -- | -- |

* 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.

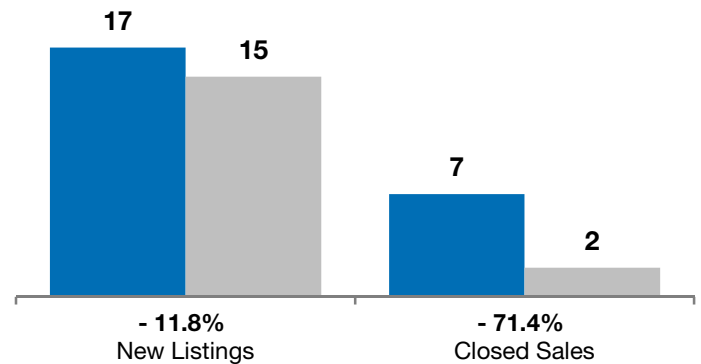
March

■ 2011 ■ 2012

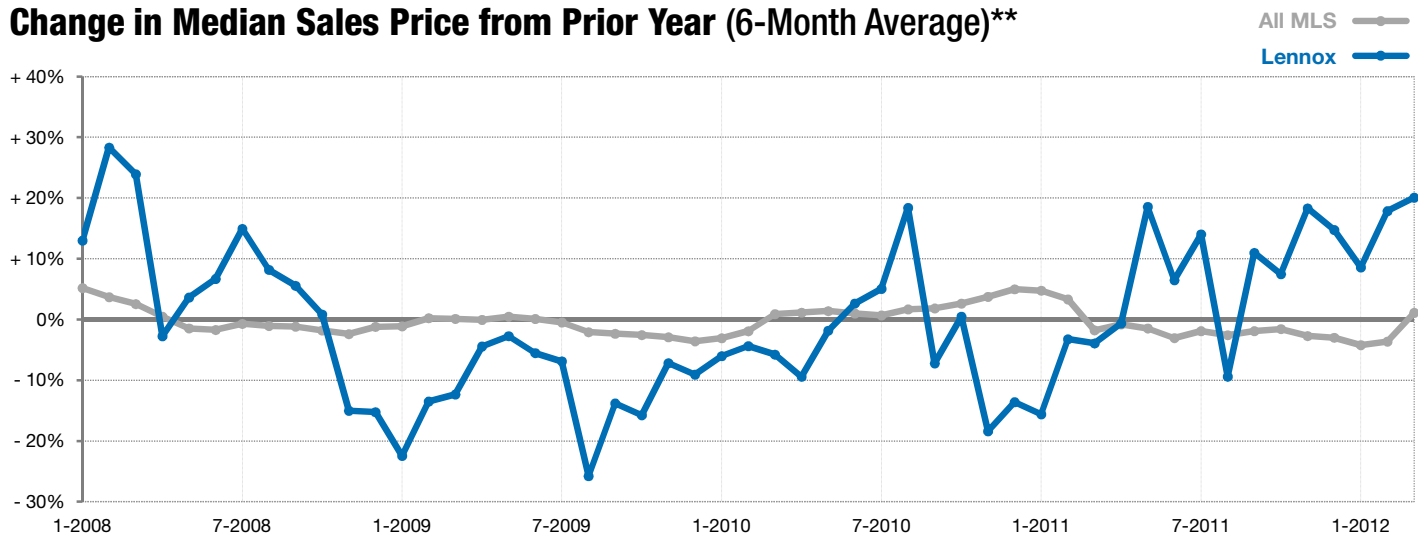


Year to Date

■ 2011 ■ 2012



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 April 5, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.