

Local Market Update – May 2012

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Tea

0.0%

Change in
New Listings

- 25.0%

Change in
Closed Sales

+ 24.2%

Change in
Median Sales Price

Lincoln County, SD

May

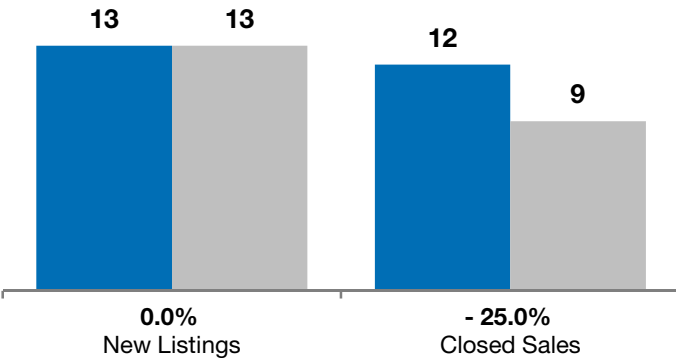
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 13 | 13 | 0.0% | 68 | 58 | - 14.7% |
| Closed Sales | 12 | 9 | - 25.0% | 26 | 34 | + 30.8% |
| Median Sales Price* | \$140,950 | \$175,000 | + 24.2% | \$140,950 | \$177,450 | + 25.9% |
| Average Sales Price* | \$164,145 | \$170,500 | + 3.9% | \$155,313 | \$180,665 | + 16.3% |
| Percent of Original List Price Received* | 97.5% | 97.6% | + 0.1% | 96.0% | 95.0% | - 1.1% |
| Average Days on Market Until Sale | 74 | 87 | + 17.8% | 94 | 116 | + 24.2% |
| Inventory of Homes for Sale | 53 | 40 | - 24.5% | -- | -- | -- |
| Months Supply of Inventory | 9.4 | 5.9 | - 37.0% | -- | -- | -- |

* 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.

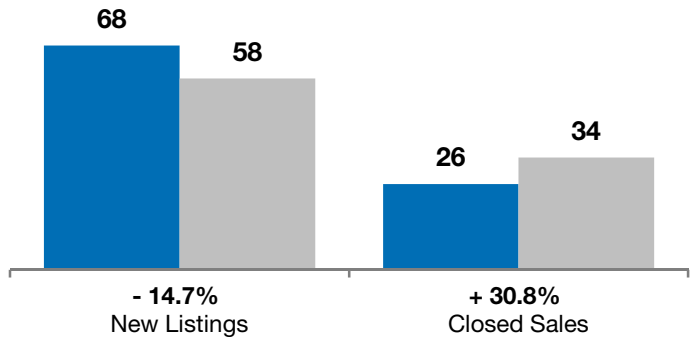
May

■ 2011 ■ 2012

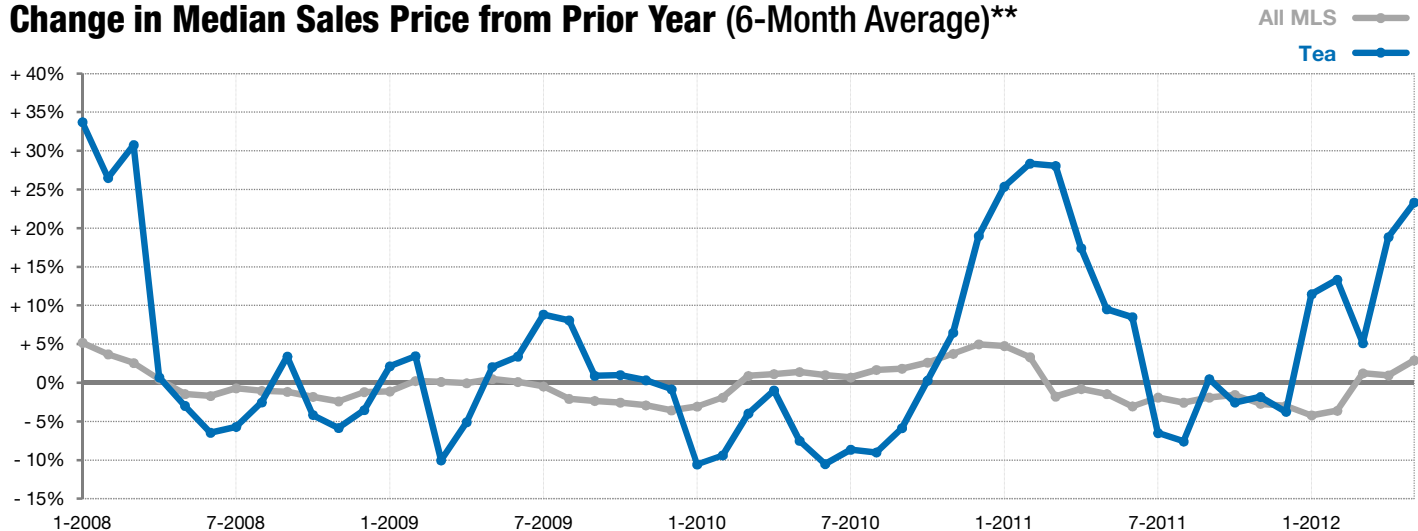


Year to Date

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