

# Local Market Update – June 2012

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



## Tea

**- 58.3%**      **+ 120.0%**      **+ 12.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

Lincoln County, SD

June

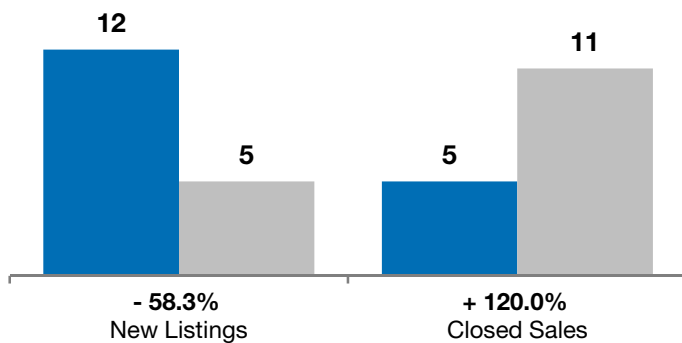
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	12	5	- 58.3%	80	63	- 21.3%
Closed Sales	5	11	+ 120.0%	31	46	+ 48.4%
Median Sales Price*	\$146,900	<b>\$164,500</b>	+ 12.0%	\$142,000	<b>\$171,000</b>	+ 20.4%
Average Sales Price*	\$174,920	<b>\$181,845</b>	+ 4.0%	\$158,475	<b>\$180,607</b>	+ 14.0%
Percent of Original List Price Received*	95.3%	<b>97.2%</b>	+ 2.0%	95.9%	<b>95.4%</b>	- 0.5%
Average Days on Market Until Sale	93	<b>65</b>	- 29.6%	94	<b>102</b>	+ 8.7%
Inventory of Homes for Sale	55	<b>34</b>	- 38.2%	--	--	--
Months Supply of Inventory	9.2	<b>5.2</b>	- 43.7%	--	--	--

\* 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.

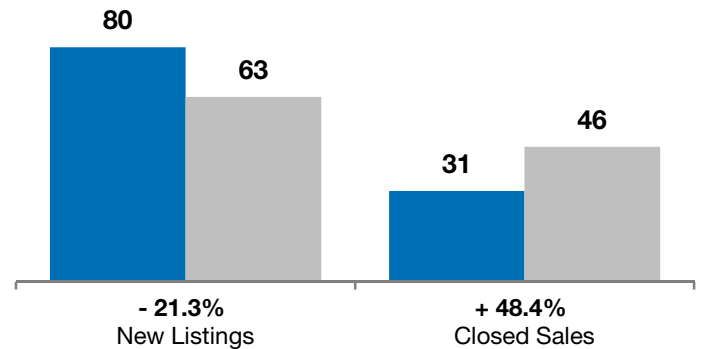
### June

■ 2011 ■ 2012



### Year to Date

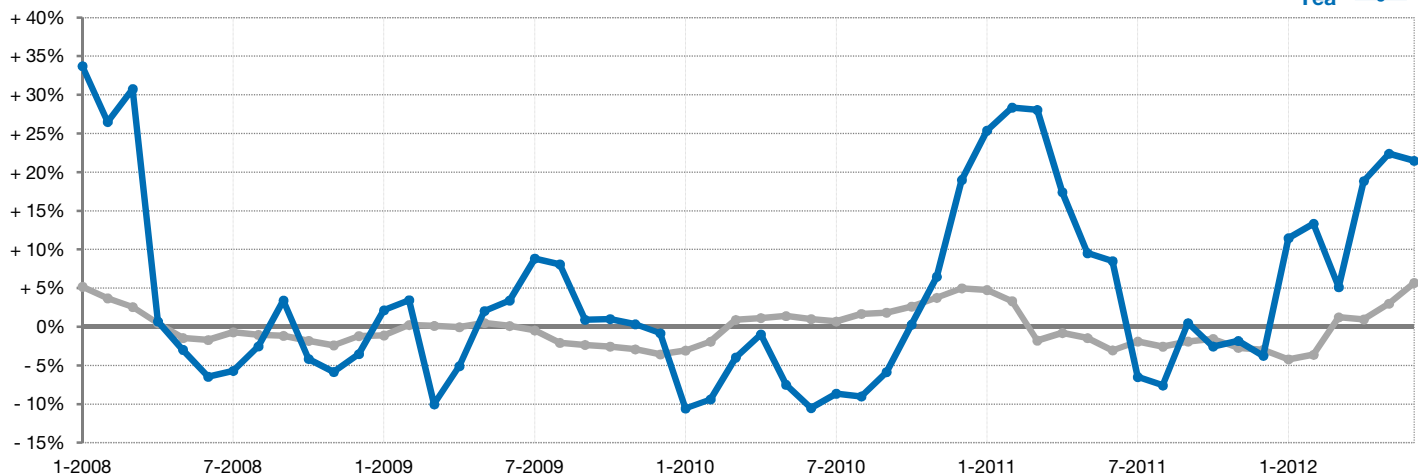
■ 2011 ■ 2012



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