

Local Market Update – July 2012

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



Lennox

- 50.0%

Change in
New Listings

0.0%

Change in
Closed Sales

- 0.2%

Change in
Median Sales Price

Lincoln County, SD

July

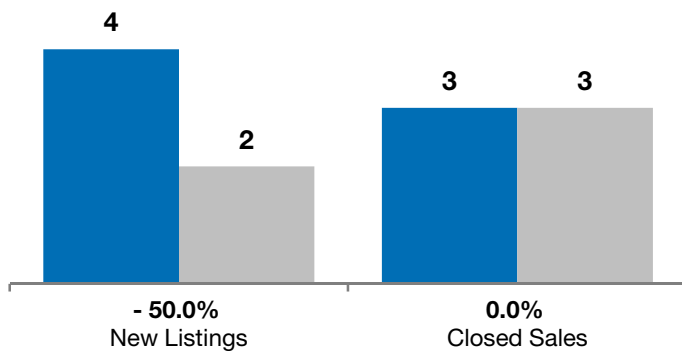
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	4	2	- 50.0%	46	39	- 15.2%
Closed Sales	3	3	0.0%	19	16	- 15.8%
Median Sales Price*	\$200,500	\$200,000	- 0.2%	\$95,325	\$136,500	+ 43.2%
Average Sales Price*	\$200,500	\$176,633	- 11.9%	\$111,858	\$136,194	+ 21.8%
Percent of Original List Price Received*	112.5%	94.1%	- 16.4%	90.9%	92.9%	+ 2.2%
Average Days on Market Until Sale	76	226	+ 198.2%	90	100	+ 11.4%
Inventory of Homes for Sale	29	23	- 20.7%	--	--	--
Months Supply of Inventory	10.2	6.3	- 38.7%	--	--	--

* 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.

July

■ 2011 ■ 2012

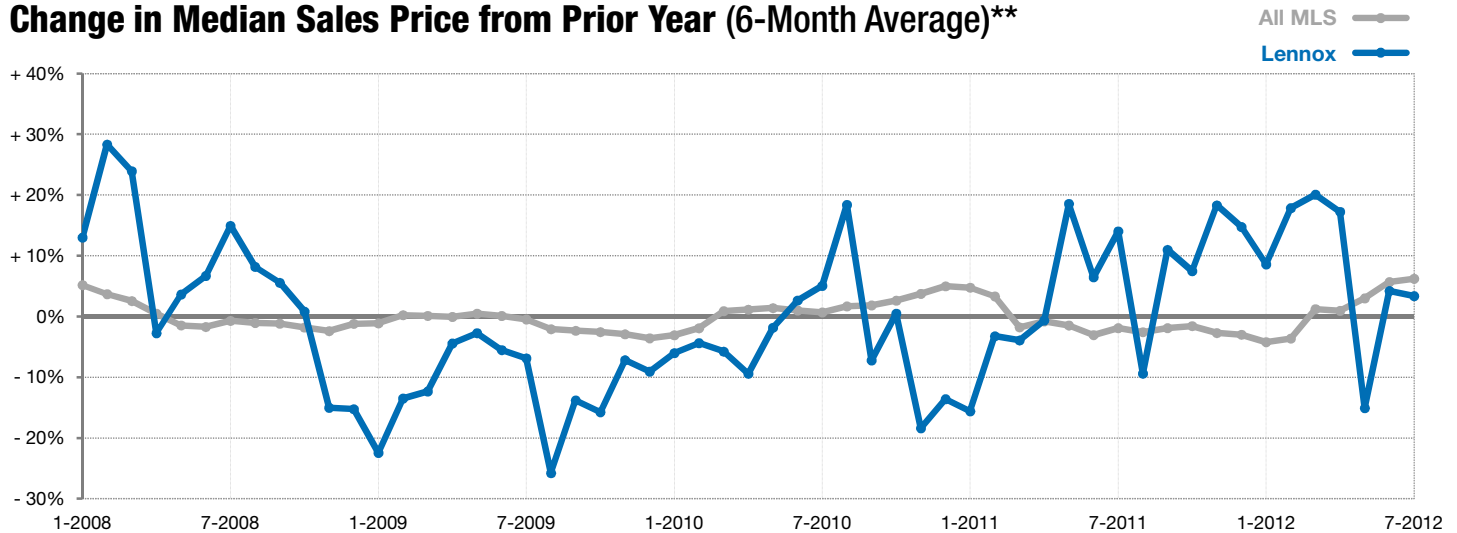


Year to Date

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