

Local Market Update – September 2012

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



Lennox

- 25.0% **+ 150.0%** **+ 23.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lincoln County, SD

September

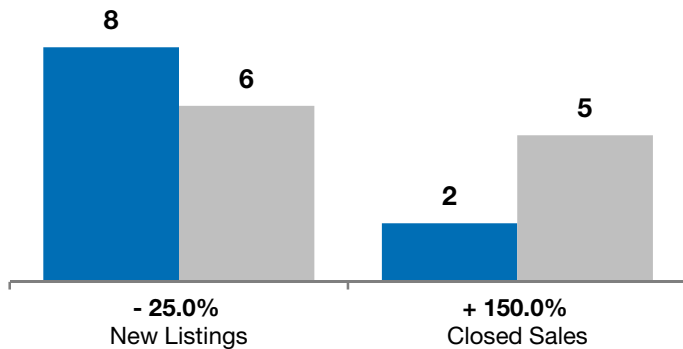
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	8	6	- 25.0%	55	48	- 12.7%
Closed Sales	2	5	+ 150.0%	23	26	+ 13.0%
Median Sales Price*	\$119,750	\$147,500	+ 23.2%	\$95,325	\$130,200	+ 36.6%
Average Sales Price*	\$119,750	\$138,920	+ 16.0%	\$108,452	\$129,119	+ 19.1%
Percent of Original List Price Received*	92.7%	97.0%	+ 4.6%	91.4%	93.7%	+ 2.6%
Average Days on Market Until Sale	98	65	- 33.7%	92	105	+ 14.4%
Inventory of Homes for Sale	27	13	- 51.9%	--	--	--
Months Supply of Inventory	8.8	3.3	- 62.9%	--	--	--

* 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.

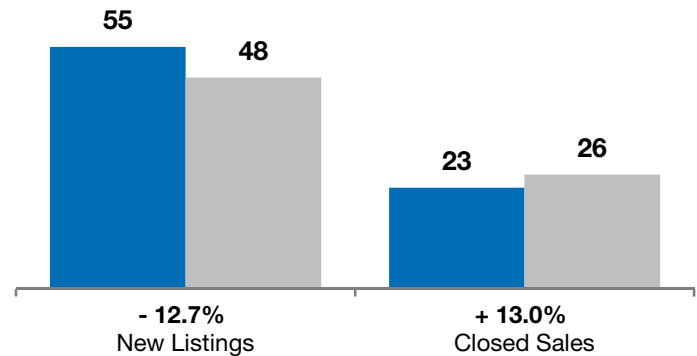
September

■ 2011 ■ 2012

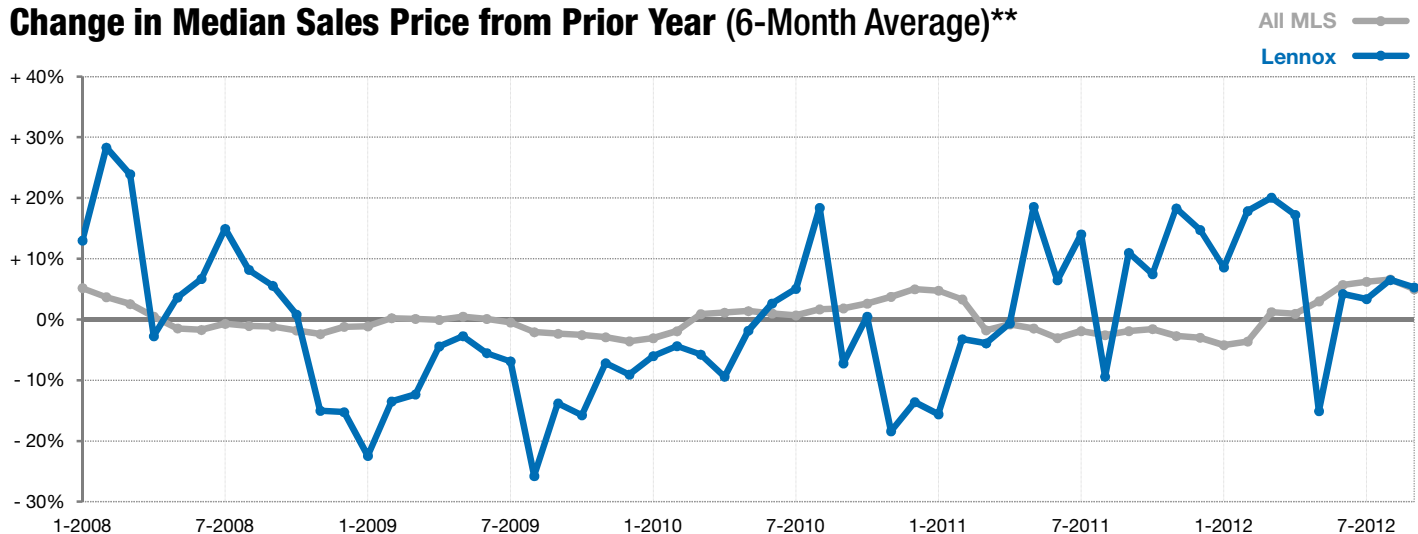


Year to Date

■ 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 October 4, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.