

# Local Market Update – September 2012

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



## Tea

**- 14.3%**      **+ 120.0%**      **- 45.0%**

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	7	6	- 14.3%	109	94	- 13.8%
Closed Sales	5	11	+ 120.0%	48	68	+ 41.7%
Median Sales Price*	\$297,500	\$163,750	- 45.0%	\$144,950	\$177,450	+ 22.4%
Average Sales Price*	\$248,900	\$179,605	- 27.8%	\$169,721	\$182,627	+ 7.6%
Percent of Original List Price Received*	96.2%	97.3%	+ 1.1%	95.7%	96.2%	+ 0.6%
Average Days on Market Until Sale	115	61	- 47.1%	95	91	- 4.3%
Inventory of Homes for Sale	46	25	- 45.7%	--	--	--
Months Supply of Inventory	7.6	3.5	- 53.8%	--	--	--

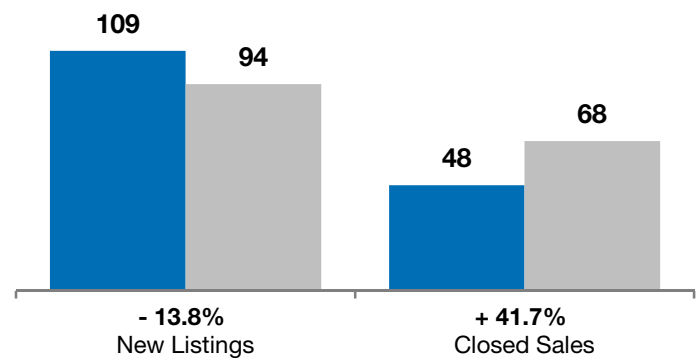
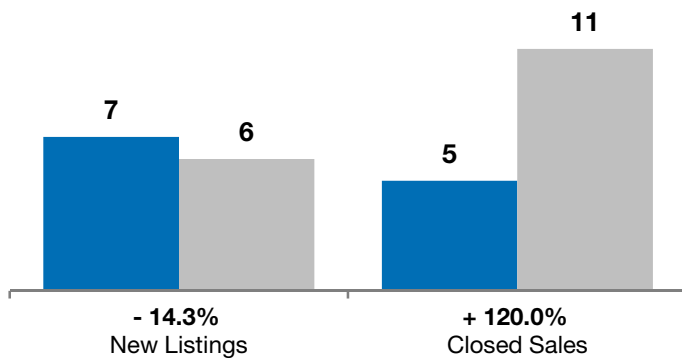
\* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### September

■ 2011 ■ 2012

### Year to Date

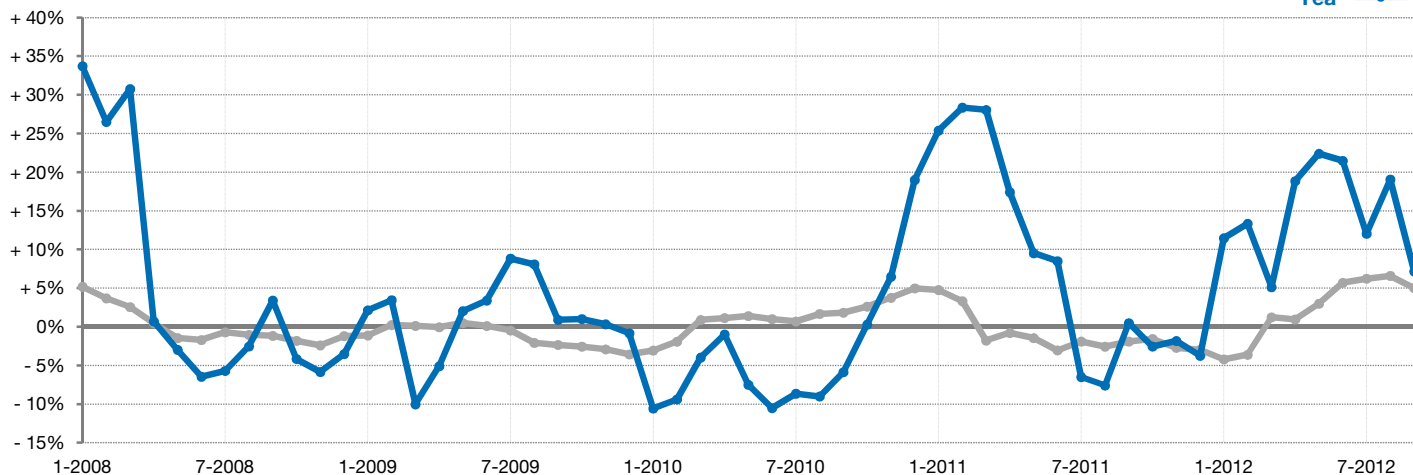
■ 2011 ■ 2012



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

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