

Local Market Update – October 2012

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



Lennox

0.0%

Change in
New Listings

- 66.7%

Change in
Closed Sales

+ 10.5%

Change in
Median Sales Price

Lincoln County, SD

October

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	5	5	0.0%	60	53	- 11.7%
Closed Sales	3	1	- 66.7%	26	27	+ 3.8%
Median Sales Price*	\$105,000	\$116,023	+ 10.5%	\$96,750	\$129,900	+ 34.3%
Average Sales Price*	\$113,333	\$116,023	+ 2.4%	\$109,038	\$128,634	+ 18.0%
Percent of Original List Price Received*	95.2%	84.7%	- 11.0%	91.8%	93.4%	+ 1.7%
Average Days on Market Until Sale	76	179	+ 134.5%	90	107	+ 19.7%
Inventory of Homes for Sale	22	14	- 36.4%	--	--	--
Months Supply of Inventory	7.6	3.6	- 52.5%	--	--	--

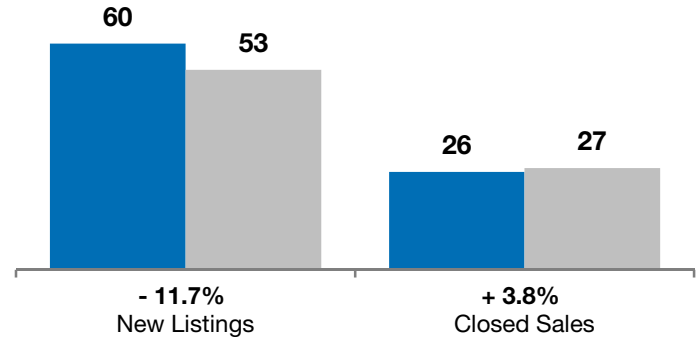
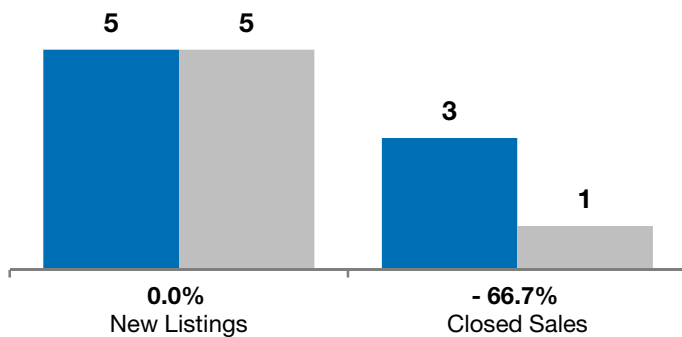
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

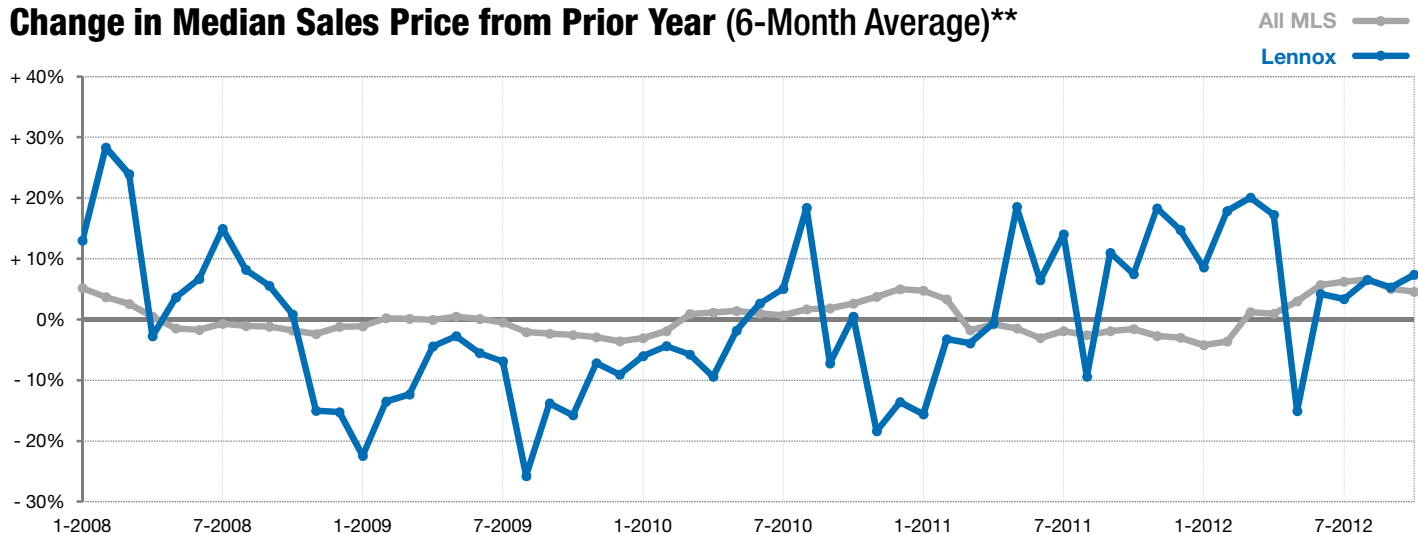
■ 2011 ■ 2012

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