

Local Market Update – October 2012

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



Tea

- 36.4%

Change in
New Listings

- 27.3%

Change in
Closed Sales

- 10.3%

Change in
Median Sales Price

Lincoln County, SD

October

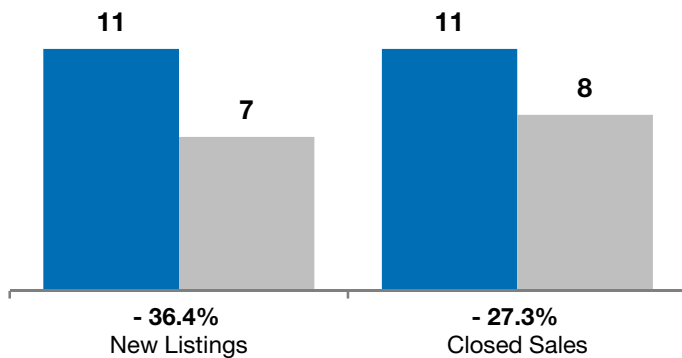
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	11	7	- 36.4%	120	101	- 15.8%
Closed Sales	11	8	- 27.3%	59	76	+ 28.8%
Median Sales Price*	\$160,000	\$143,500	- 10.3%	\$154,500	\$175,000	+ 13.3%
Average Sales Price*	\$192,074	\$166,250	- 13.4%	\$173,888	\$180,903	+ 4.0%
Percent of Original List Price Received*	93.5%	97.7%	+ 4.5%	95.3%	96.3%	+ 1.1%
Average Days on Market Until Sale	104	104	- 0.0%	97	92	- 4.5%
Inventory of Homes for Sale	41	24	- 41.5%	--	--	--
Months Supply of Inventory	6.3	3.4	- 45.9%	--	--	--

* 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.

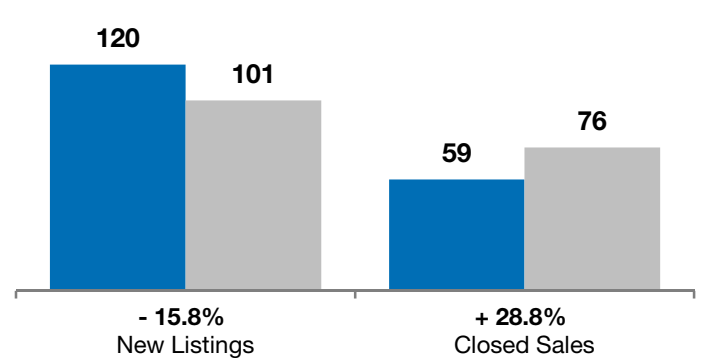
October

■ 2011 ■ 2012



Year to Date

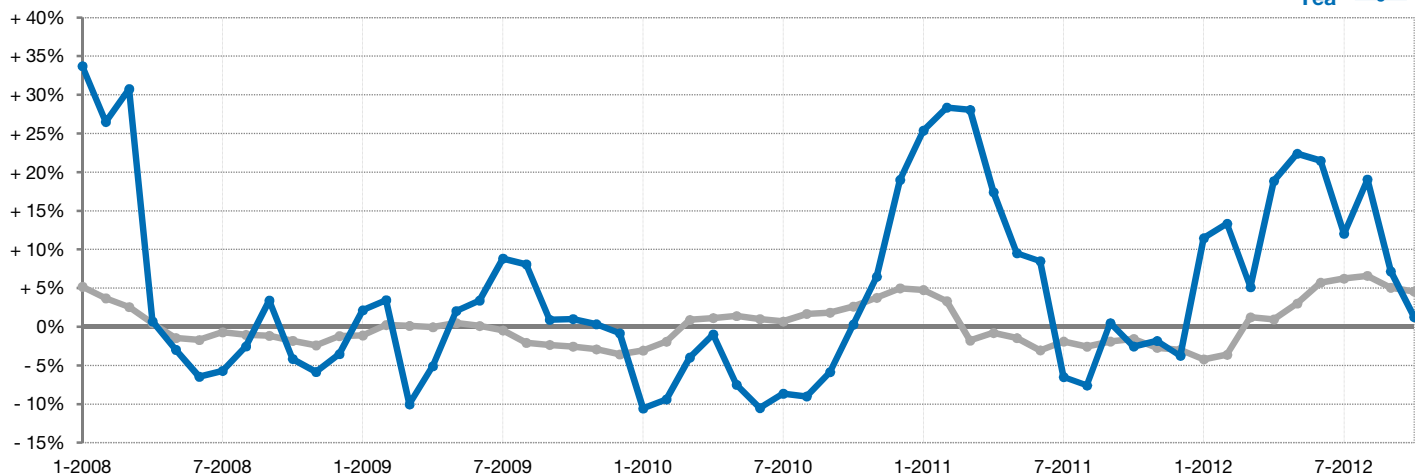
■ 2011 ■ 2012



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