

Local Market Update – December 2012

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



Worthing

-- + 100.0% + 2.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lincoln County, SD

December

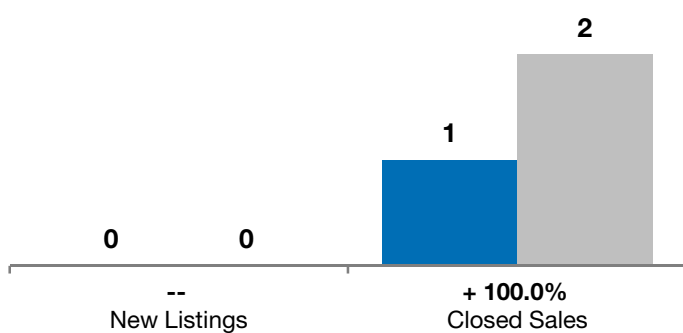
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|-----------|-----------|----------|-----------|-----------|---------|
| New Listings | 0 | 0 | -- | 25 | 23 | - 8.0% |
| Closed Sales | 1 | 2 | + 100.0% | 15 | 11 | - 26.7% |
| Median Sales Price* | \$116,500 | \$119,450 | + 2.5% | \$105,500 | \$120,000 | + 13.7% |
| Average Sales Price* | \$116,500 | \$119,450 | + 2.5% | \$108,921 | \$168,120 | + 54.4% |
| Percent of Original List Price Received* | 98.7% | 96.3% | - 2.5% | 92.7% | 94.7% | + 2.1% |
| Average Days on Market Until Sale | 29 | 78 | + 169.0% | 84 | 110 | + 30.7% |
| Inventory of Homes for Sale | 7 | 6 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 4.9 | + 9.1% | -- | -- | -- |

* 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.

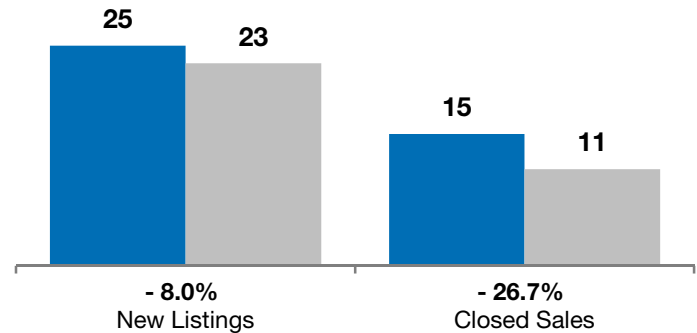
December

■ 2011 ■ 2012

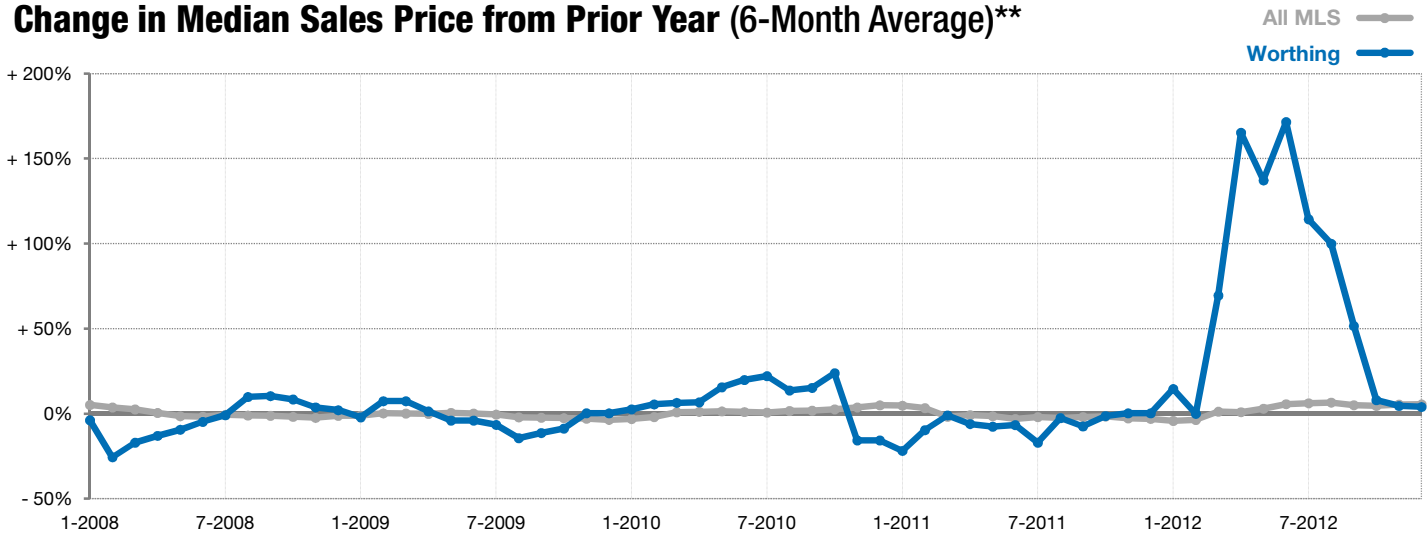


Year to Date

■ 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 January 7, 2013. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.