

Local Market Update – January 2013

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



Tea

- 10.0%

Change in
New Listings

- 16.7%

Change in
Closed Sales

- 27.0%

Change in
Median Sales Price

Lincoln County, SD

January

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	10	9	- 10.0%	10	9	- 10.0%
Closed Sales	6	5	- 16.7%	6	5	- 16.7%
Median Sales Price*	\$243,750	\$178,000	- 27.0%	\$243,750	\$178,000	- 27.0%
Average Sales Price*	\$214,750	\$176,780	- 17.7%	\$214,750	\$176,780	- 17.7%
Percent of Original List Price Received*	96.6%	98.4%	+ 1.9%	96.6%	98.4%	+ 1.9%
Average Days on Market Until Sale	122	35	- 71.1%	122	35	- 71.1%
Inventory of Homes for Sale	46	17	- 63.0%	--	--	--
Months Supply of Inventory	7.7	2.6	- 66.7%	--	--	--

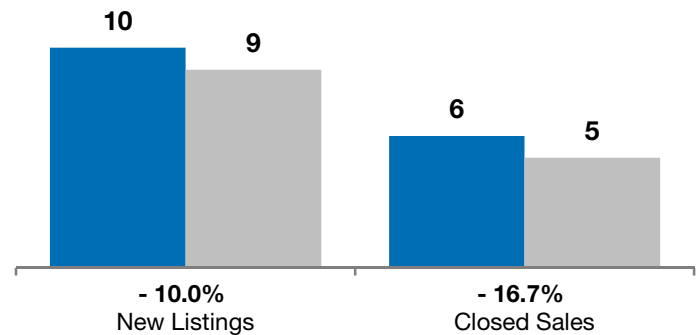
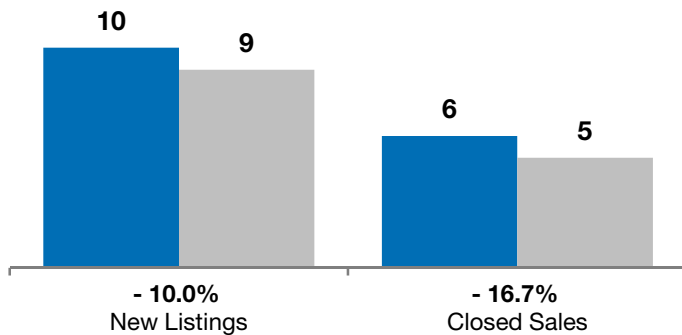
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

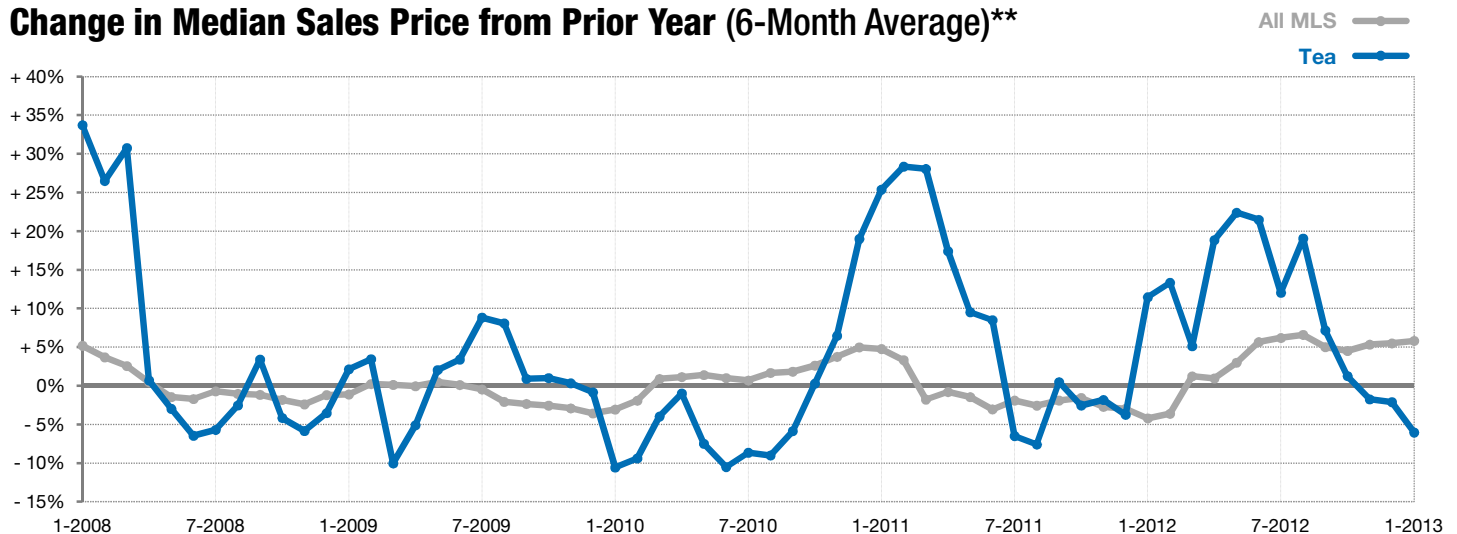
■ 2012 ■ 2013

Year to Date

■ 2012 ■ 2013



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 February 6, 2013. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.