

Local Market Update – June 2013

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



Tea

+ 120.0%

Change in
New Listings

- 27.3%

Change in
Closed Sales

+ 5.5%

Change in
Median Sales Price

Lincoln County, SD

June

Year to Date

| | 2012 | 2013 | + / - | 2012 | 2013 | + / - |
|--|-----------|------------------|----------|-----------|------------------|---------|
| New Listings | 5 | 11 | + 120.0% | 63 | 80 | + 27.0% |
| Closed Sales | 11 | 8 | - 27.3% | 46 | 26 | - 43.5% |
| Median Sales Price* | \$164,500 | \$173,505 | + 5.5% | \$171,000 | \$186,750 | + 9.2% |
| Average Sales Price* | \$181,845 | \$174,976 | - 3.8% | \$180,607 | \$181,273 | + 0.4% |
| Percent of Original List Price Received* | 97.2% | 96.8% | - 0.4% | 95.4% | 97.1% | + 1.9% |
| Average Days on Market Until Sale | 65 | 69 | + 5.3% | 102 | 54 | - 46.4% |
| Inventory of Homes for Sale | 37 | 47 | + 27.0% | -- | -- | -- |
| Months Supply of Inventory | 5.8 | 9.1 | + 55.7% | -- | -- | -- |

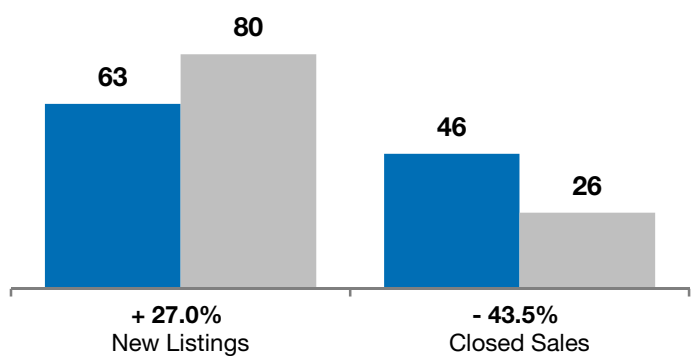
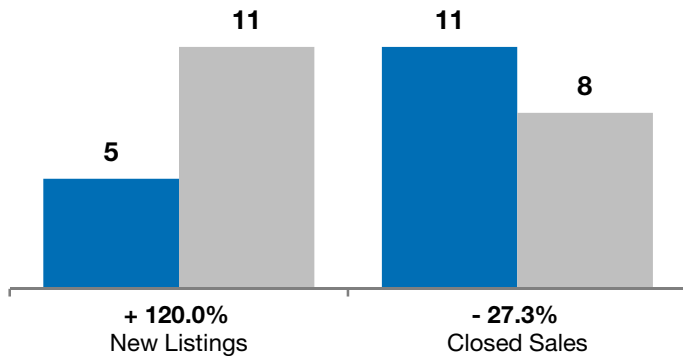
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

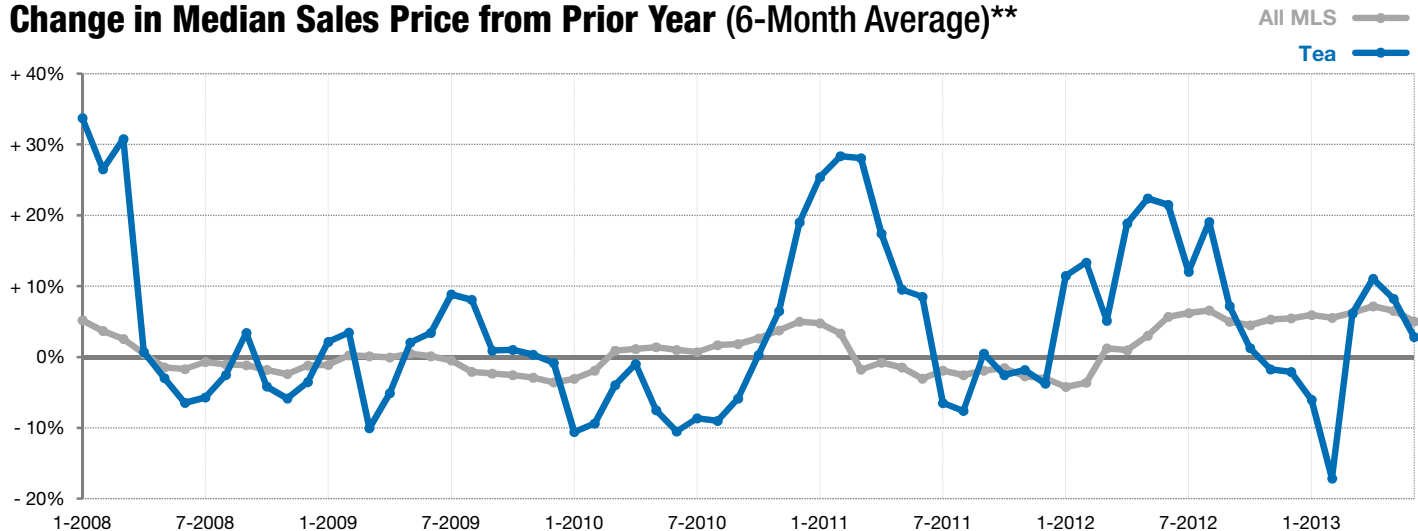
■ 2012 ■ 2013

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 July 4, 2013. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.