

Local Market Update – October 2013

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



Tea

+ 57.1%

Change in
New Listings

- 50.0%

Change in
Closed Sales

+ 27.5%

Change in
Median Sales Price

Lincoln County, SD

October

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	7	11	+ 57.1%	100	128	+ 28.0%
Closed Sales	8	4	- 50.0%	76	65	- 14.5%
Median Sales Price*	\$143,500	\$182,950	+ 27.5%	\$175,000	\$184,000	+ 5.1%
Average Sales Price*	\$166,250	\$181,350	+ 9.1%	\$180,903	\$191,118	+ 5.6%
Percent of Original List Price Received*	97.7%	97.4%	- 0.3%	96.3%	97.7%	+ 1.4%
Average Days on Market Until Sale	104	64	- 38.1%	92	73	- 20.4%
Inventory of Homes for Sale	24	37	+ 54.2%	--	--	--
Months Supply of Inventory	3.5	6.3	+ 80.2%	--	--	--

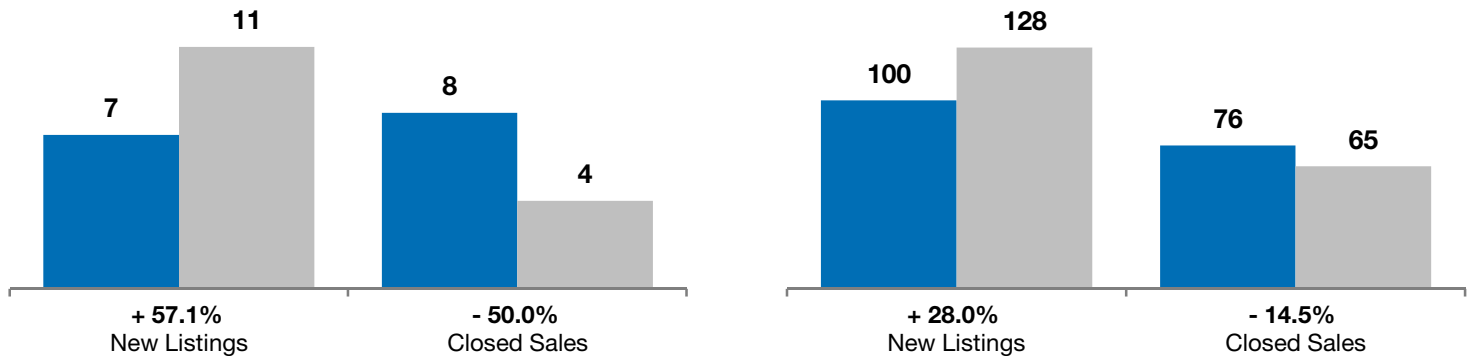
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

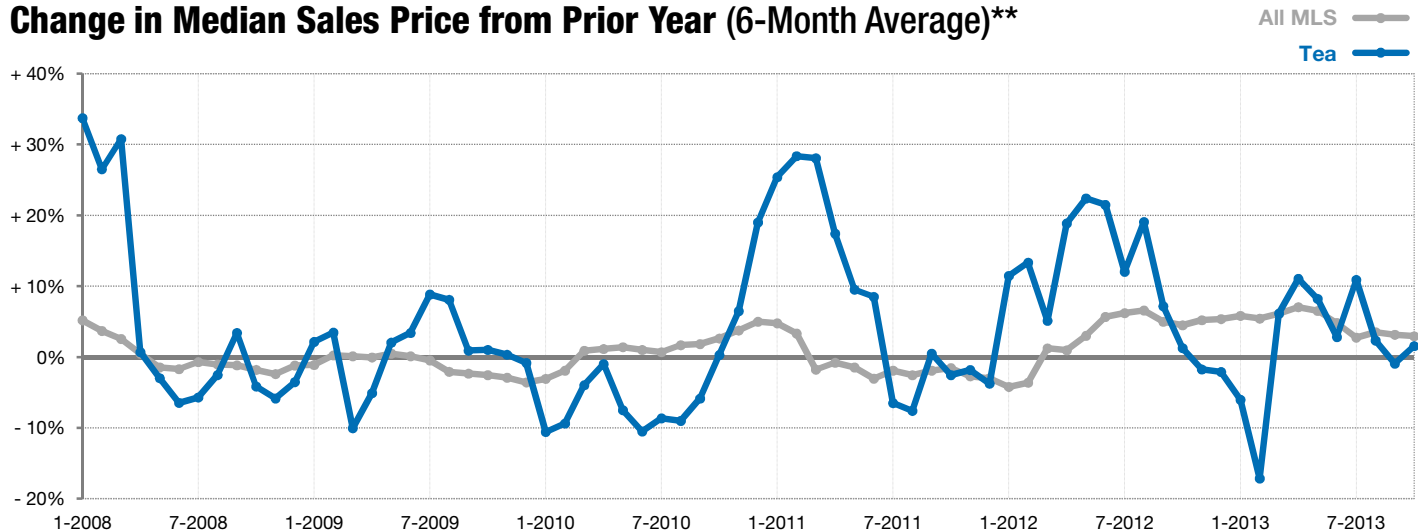
■ 2012 ■ 2013

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