

Local Market Update – February 2014

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



Lennox

+ 33.3%

Change in
New Listings

- 66.7%

Change in
Closed Sales

+ 56.2%

Change in
Median Sales Price

Lincoln County, SD

February

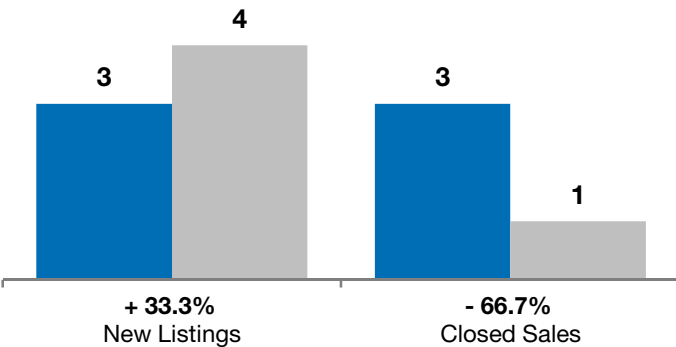
Year to Date

| | 2013 | 2014 | + / - | 2013 | 2014 | + / - |
|--|-----------|------------------|----------|-----------|------------------|---------|
| New Listings | 3 | 4 | + 33.3% | 8 | 6 | - 25.0% |
| Closed Sales | 3 | 1 | - 66.7% | 4 | 2 | - 50.0% |
| Median Sales Price* | \$146,000 | \$228,000 | + 56.2% | \$171,500 | \$143,950 | - 16.1% |
| Average Sales Price* | \$203,667 | \$228,000 | + 11.9% | \$202,000 | \$143,950 | - 28.7% |
| Percent of Original List Price Received* | 96.7% | 95.0% | - 1.7% | 96.0% | 85.4% | - 11.0% |
| Average Days on Market Until Sale | 32 | 103 | + 218.6% | 56 | 106 | + 88.4% |
| Inventory of Homes for Sale | 10 | 10 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 3.1 | - 8.3% | -- | -- | -- |

* 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.

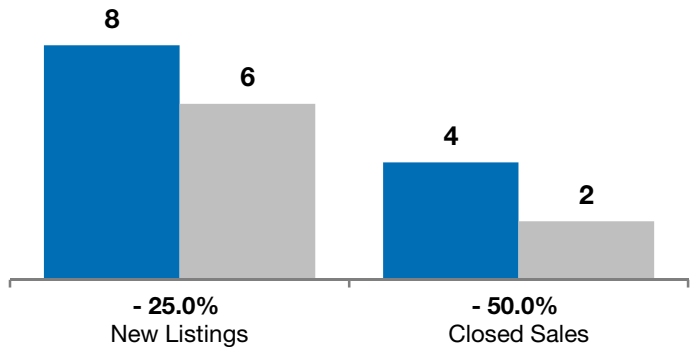
February

■ 2013 ■ 2014

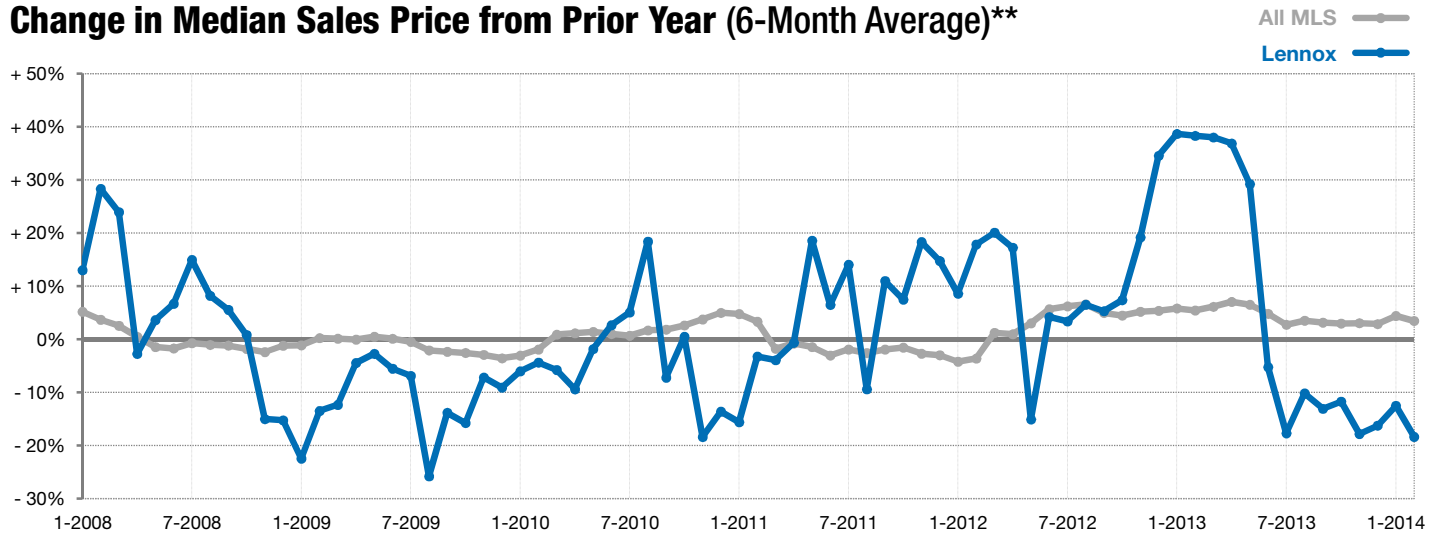


Year to Date

■ 2013 ■ 2014



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 March 6, 2014. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.