

Local Market Update – March 2014

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



Lennox

+ 500.0%

Change in
New Listings

0.0%

Change in
Closed Sales

- 15.3%

Change in
Median Sales Price

Lincoln County, SD

March

Year to Date

| | 2013 | 2014 | + / - | 2013 | 2014 | + / - |
|--|-----------|-----------|----------|-----------|-----------|----------|
| New Listings | 2 | 12 | + 500.0% | 10 | 18 | + 80.0% |
| Closed Sales | 2 | 2 | 0.0% | 6 | 4 | - 33.3% |
| Median Sales Price* | \$122,450 | \$103,750 | - 15.3% | \$152,950 | \$104,950 | - 31.4% |
| Average Sales Price* | \$122,450 | \$103,750 | - 15.3% | \$175,483 | \$123,850 | - 29.4% |
| Percent of Original List Price Received* | 100.6% | 94.4% | - 6.1% | 97.5% | 89.9% | - 7.8% |
| Average Days on Market Until Sale | 34 | 145 | + 326.5% | 49 | 125 | + 157.4% |
| Inventory of Homes for Sale | 8 | 18 | + 125.0% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 5.7 | + 112.1% | -- | -- | -- |

* 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.

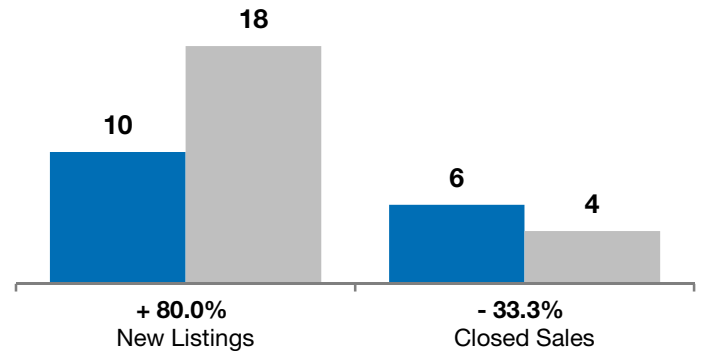
March

■ 2013 ■ 2014

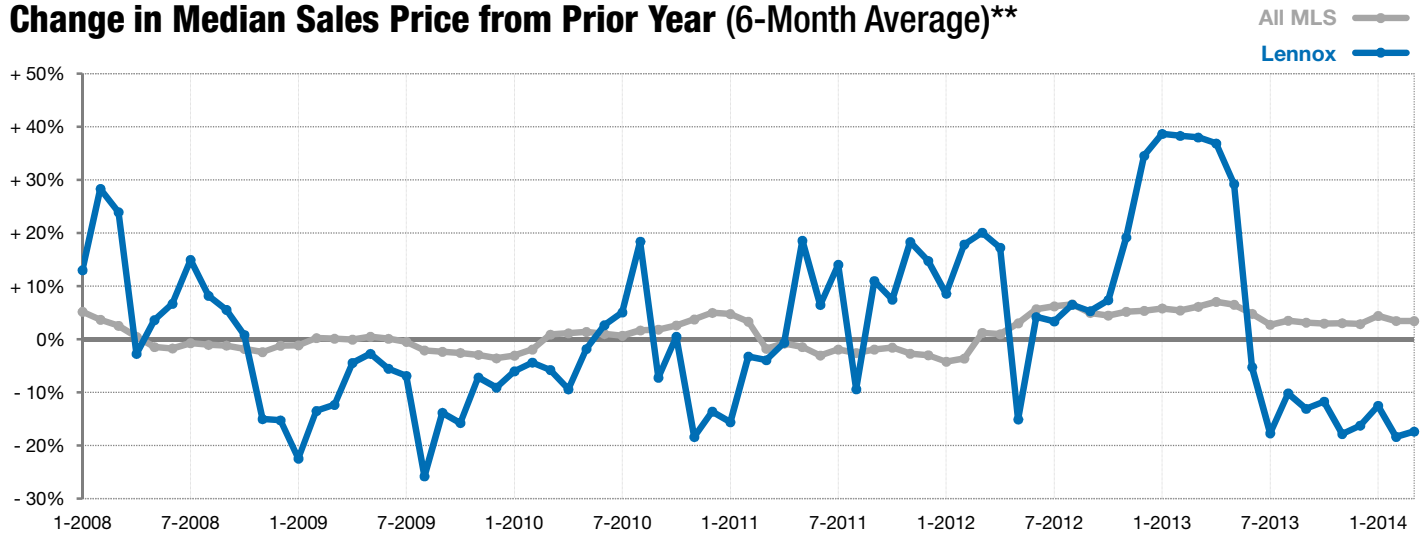


Year to Date

■ 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 April 4, 2014. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.