

Local Market Update – December 2017

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



Tea

Lincoln County, SD

+ 120.0%

- 62.5%

+ 2.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	5	11	+ 120.0%	158	126	- 20.3%
Closed Sales	8	3	- 62.5%	118	97	- 17.8%
Median Sales Price*	\$189,850	\$194,500	+ 2.4%	\$203,250	\$209,000	+ 2.8%
Average Sales Price*	\$224,563	\$251,500	+ 12.0%	\$228,166	\$225,466	- 1.2%
Percent of Original List Price Received*	99.4%	100.7%	+ 1.3%	98.7%	100.1%	+ 1.4%
Average Days on Market Until Sale	82	67	- 18.4%	99	79	- 20.4%
Inventory of Homes for Sale	29	26	- 10.3%	--	--	--
Months Supply of Inventory	2.9	3.1	+ 5.8%	--	--	--

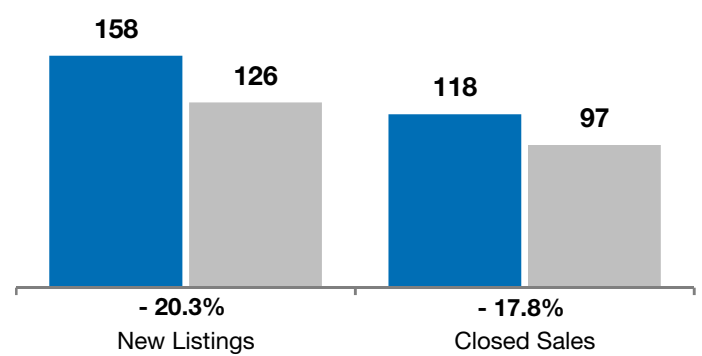
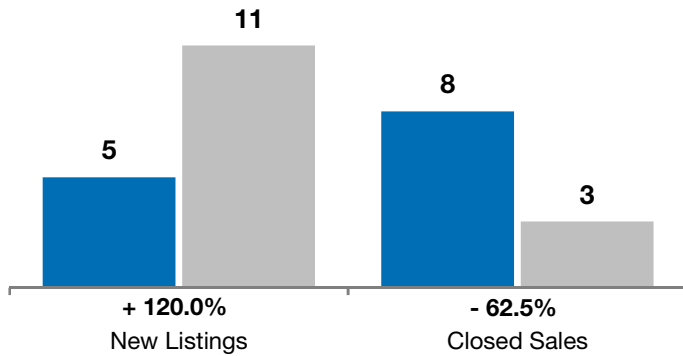
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2016 ■ 2017

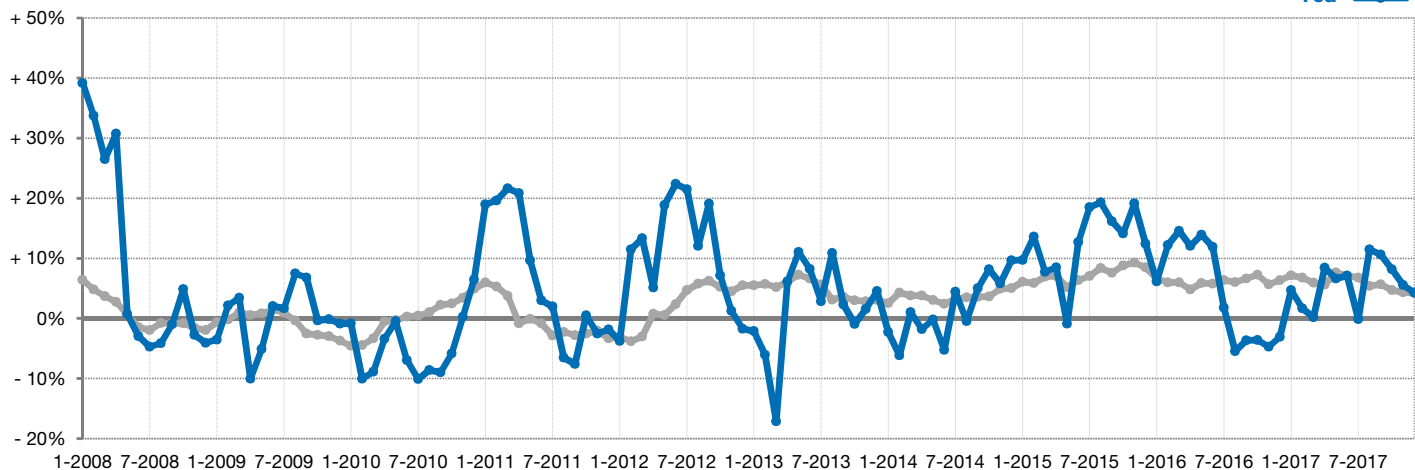
Year to Date

■ 2016 ■ 2017



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Tea —



** 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.