

Local Market Update – March 2018

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



Lennox

- 100.0% **+ 300.0%** **- 25.7%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lincoln County, SD	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	6	0	- 100.0%	8	9	+ 12.5%
Closed Sales	1	4	+ 300.0%	2	6	+ 200.0%
Median Sales Price*	\$178,950	\$133,000	- 25.7%	\$196,975	\$126,000	- 36.0%
Average Sales Price*	\$178,950	\$153,250	- 14.4%	\$196,975	\$139,925	- 29.0%
Percent of Original List Price Received*	99.5%	98.7%	- 0.8%	96.5%	99.5%	+ 3.2%
Average Days on Market Until Sale	121	66	- 45.2%	86	82	- 4.5%
Inventory of Homes for Sale	15	8	- 46.7%	--	--	--
Months Supply of Inventory	4.3	2.0	- 53.0%	--	--	--

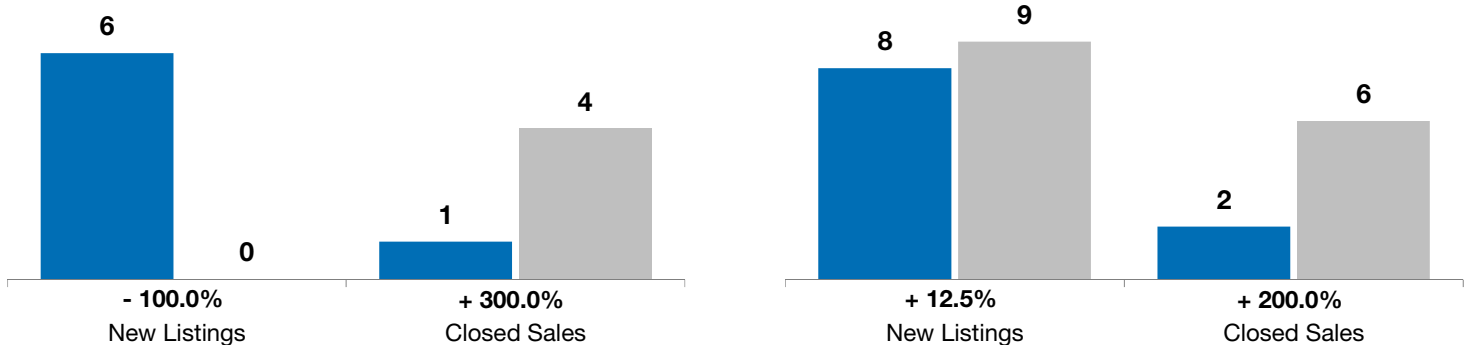
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

■ 2017 ■ 2018

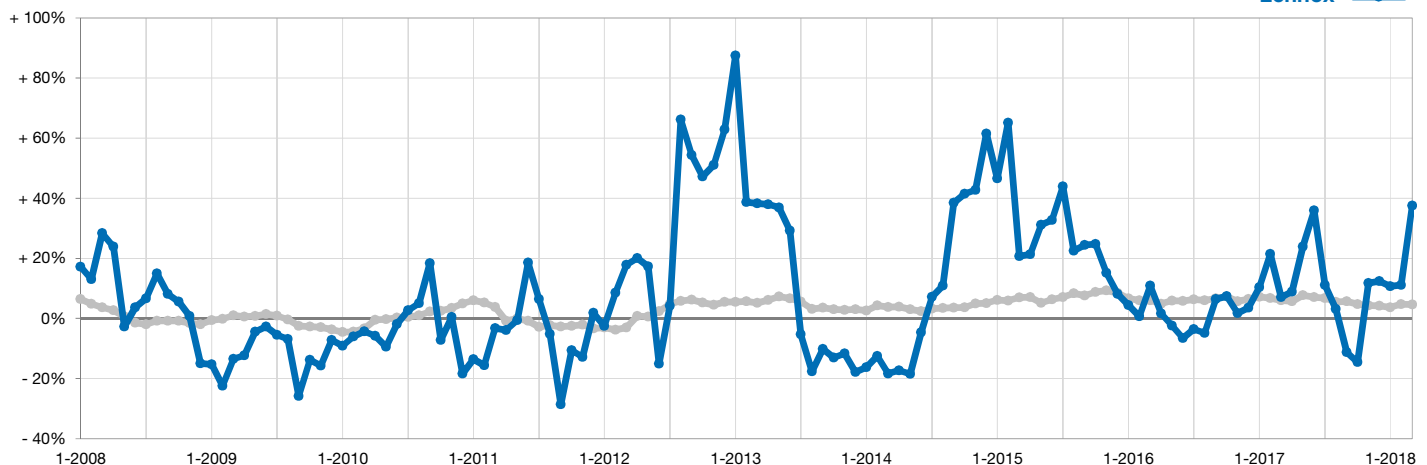
Year to Date

■ 2017 ■ 2018



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

All MLS — Lennox —



** 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.