

Local Market Update – March 2018

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



Tea

+ 46.7%

+ 180.0%

- 9.0%

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 | 15 | 22 | + 46.7% | 19 | 43 | + 126.3% |
| Closed Sales | 5 | 14 | + 180.0% | 22 | 23 | + 4.5% |
| Median Sales Price* | \$230,000 | \$209,409 | - 9.0% | \$217,588 | \$224,400 | + 3.1% |
| Average Sales Price* | \$226,755 | \$206,448 | - 9.0% | \$226,548 | \$228,434 | + 0.8% |
| Percent of Original List Price Received* | 98.3% | 99.0% | + 0.7% | 100.2% | 99.9% | - 0.4% |
| Average Days on Market Until Sale | 127 | 101 | - 20.4% | 105 | 99 | - 5.3% |
| Inventory of Homes for Sale | 22 | 29 | + 31.8% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 3.3 | + 56.7% | -- | -- | -- |

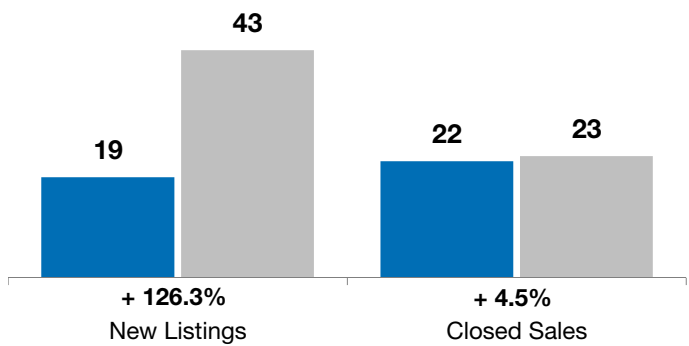
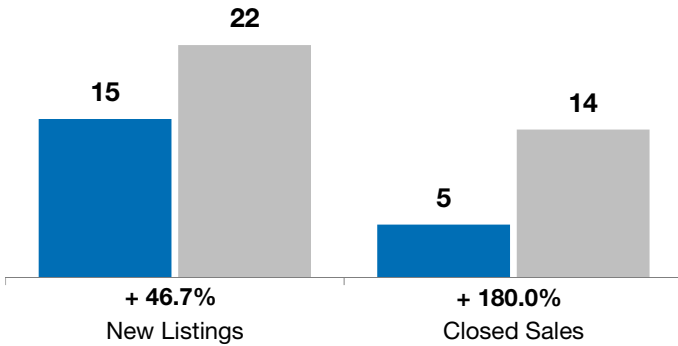
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

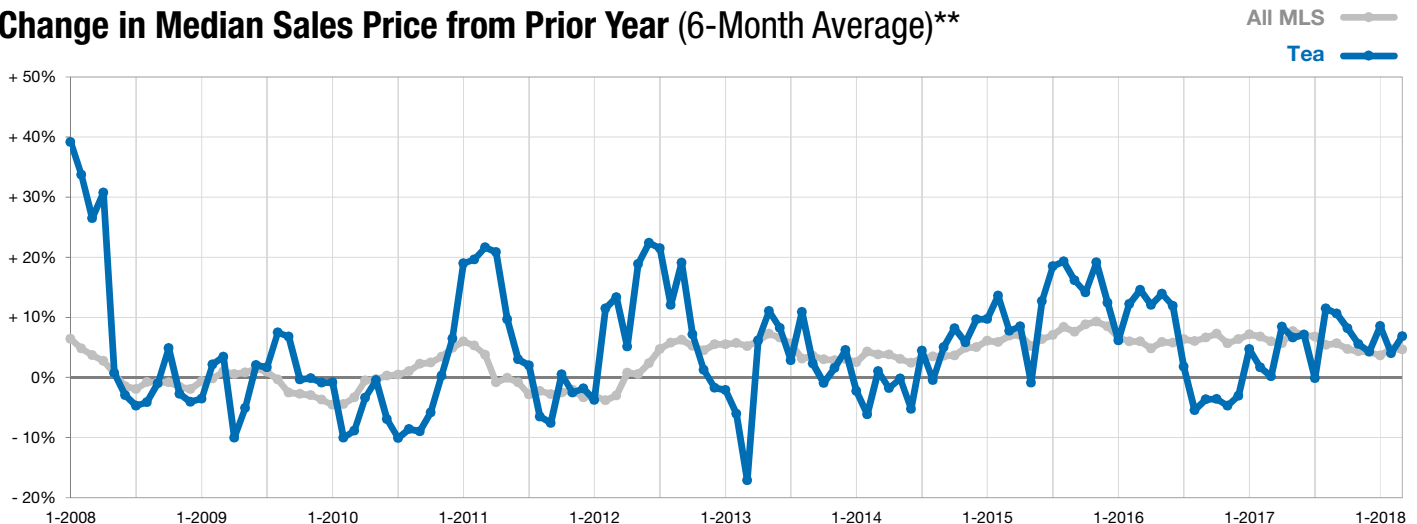
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



** 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.