

Local Market Update – September 2018

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



Lennox

Lincoln County, SD

- 14.3%

+ 400.0%

+ 78.9%

Change in
New Listings

Change in
Closed Sales

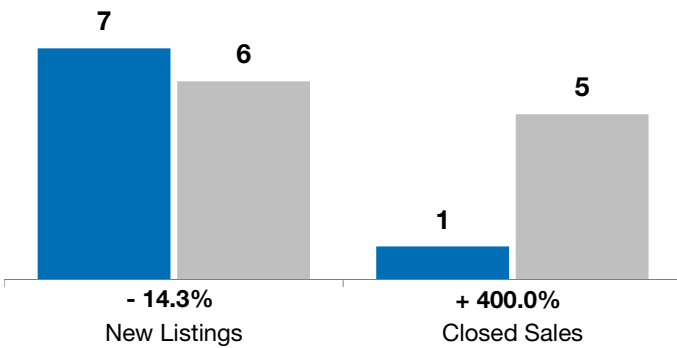
Change in
Median Sales Price

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	7	6	- 14.3%	47	45	- 4.3%
Closed Sales	1	5	+ 400.0%	29	32	+ 10.3%
Median Sales Price*	\$95,000	\$170,000	+ 78.9%	\$159,900	\$151,000	- 5.6%
Average Sales Price*	\$95,000	\$154,320	+ 62.4%	\$171,593	\$151,505	- 11.7%
Percent of Original List Price Received*	82.6%	97.8%	+ 18.4%	97.6%	98.8%	+ 1.3%
Average Days on Market Until Sale	50	51	+ 2.4%	78	75	- 4.5%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	5.2	3.1	- 41.2%	--	--	--

* 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.

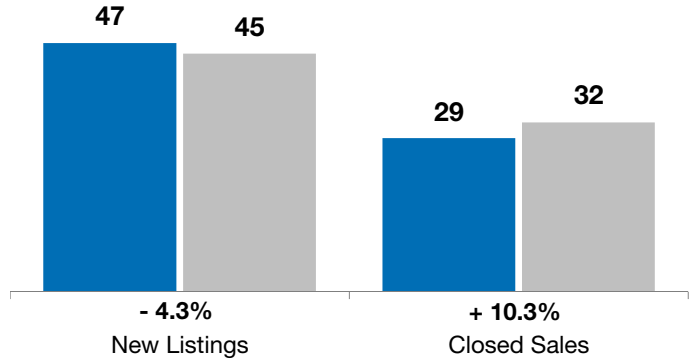
September

■ 2017 ■ 2018



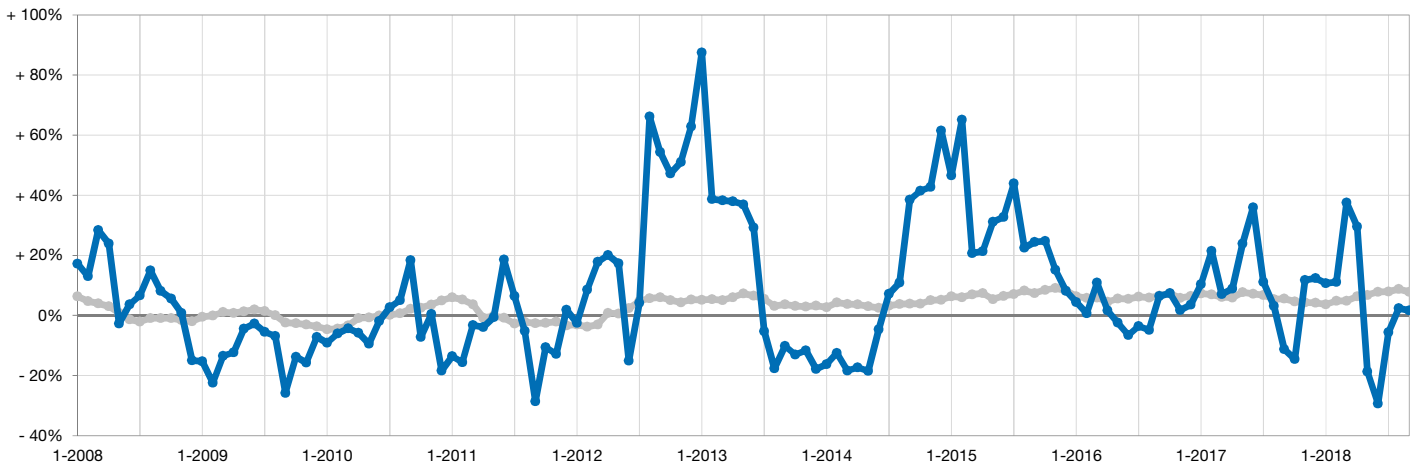
Year to Date

■ 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.