

Local Market Update – September 2018

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



Tea

Lincoln County, SD

+ 71.4%

- 10.0%

+ 47.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	7	12	+ 71.4%	101	119	+ 17.8%
Closed Sales	10	9	- 10.0%	75	82	+ 9.3%
Median Sales Price*	\$199,250	\$293,000	+ 47.1%	\$206,500	\$251,000	+ 21.5%
Average Sales Price*	\$206,200	\$299,644	+ 45.3%	\$221,713	\$259,424	+ 17.0%
Percent of Original List Price Received*	99.1%	98.5%	- 0.7%	100.3%	99.1%	- 1.2%
Average Days on Market Until Sale	68	85	+ 25.4%	81	87	+ 8.3%
Inventory of Homes for Sale	31	30	- 3.2%	--	--	--
Months Supply of Inventory	3.8	3.2	- 14.6%	--	--	--

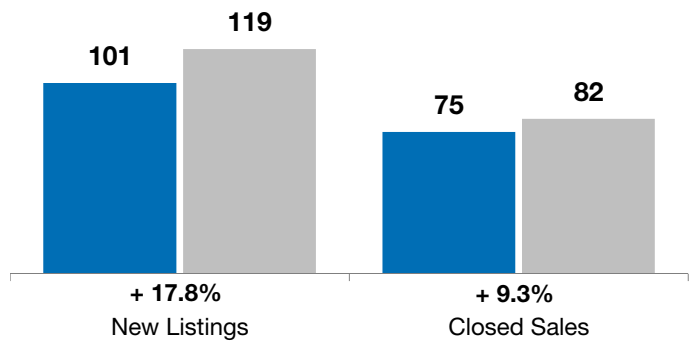
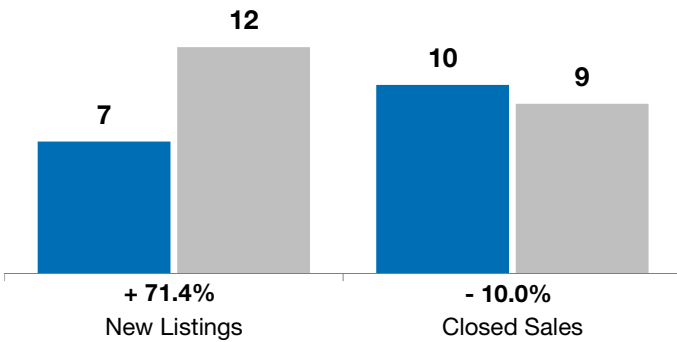
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

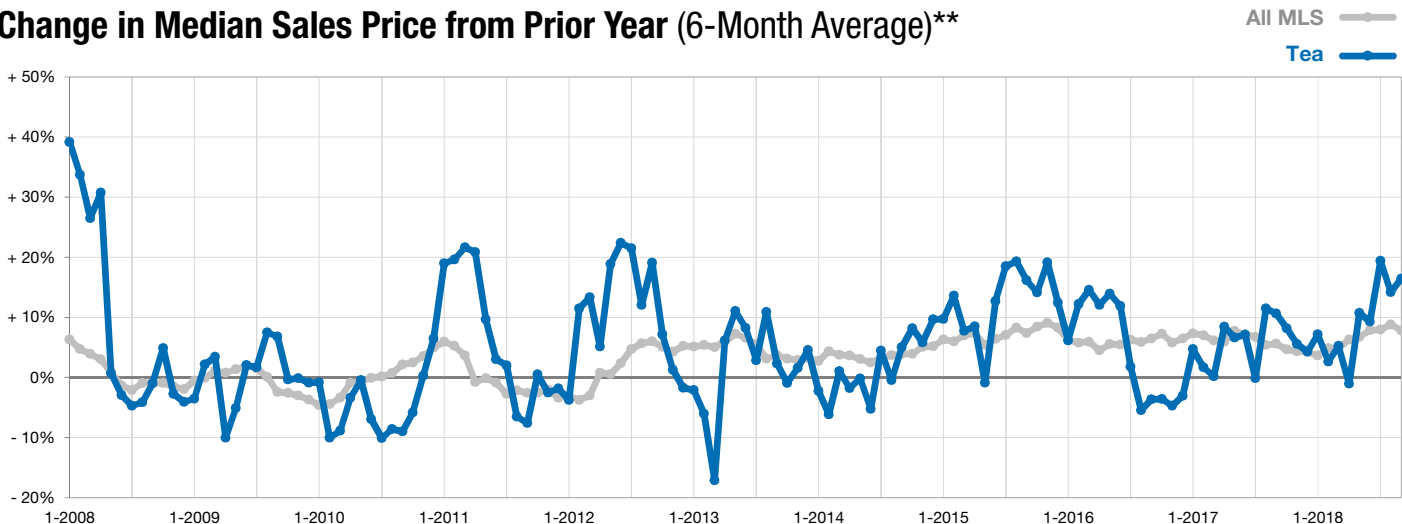
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



** 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.