

Local Market Update – October 2018

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



Lennox

Lincoln County, SD

+ 166.7%

Change in
New Listings

- 85.7%

Change in
Closed Sales

- 30.3%

Change in
Median Sales Price

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	3	8	+ 166.7%	50	55	+ 10.0%
Closed Sales	7	1	- 85.7%	36	34	- 5.6%
Median Sales Price*	\$222,500	\$155,000	- 30.3%	\$164,900	\$153,550	- 6.9%
Average Sales Price*	\$239,529	\$155,000	- 35.3%	\$184,803	\$151,857	- 17.8%
Percent of Original List Price Received*	97.2%	103.3%	+ 6.4%	97.5%	98.1%	+ 0.6%
Average Days on Market Until Sale	78	35	- 55.2%	78	74	- 5.4%
Inventory of Homes for Sale	14	18	+ 28.6%	--	--	--
Months Supply of Inventory	3.7	5.3	+ 43.7%	--	--	--

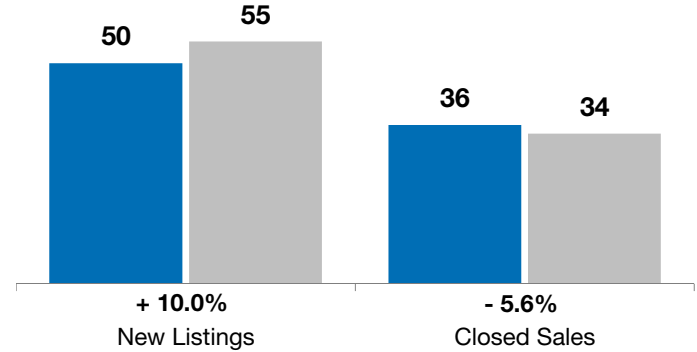
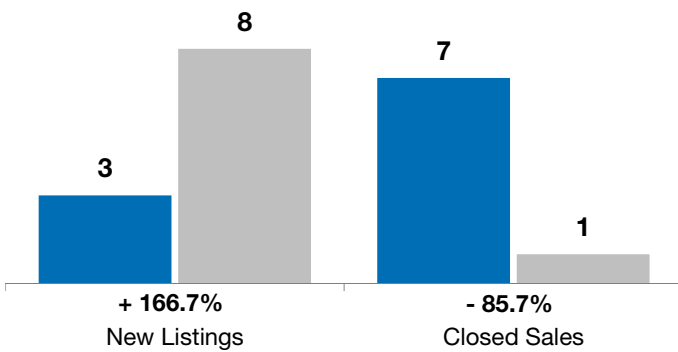
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

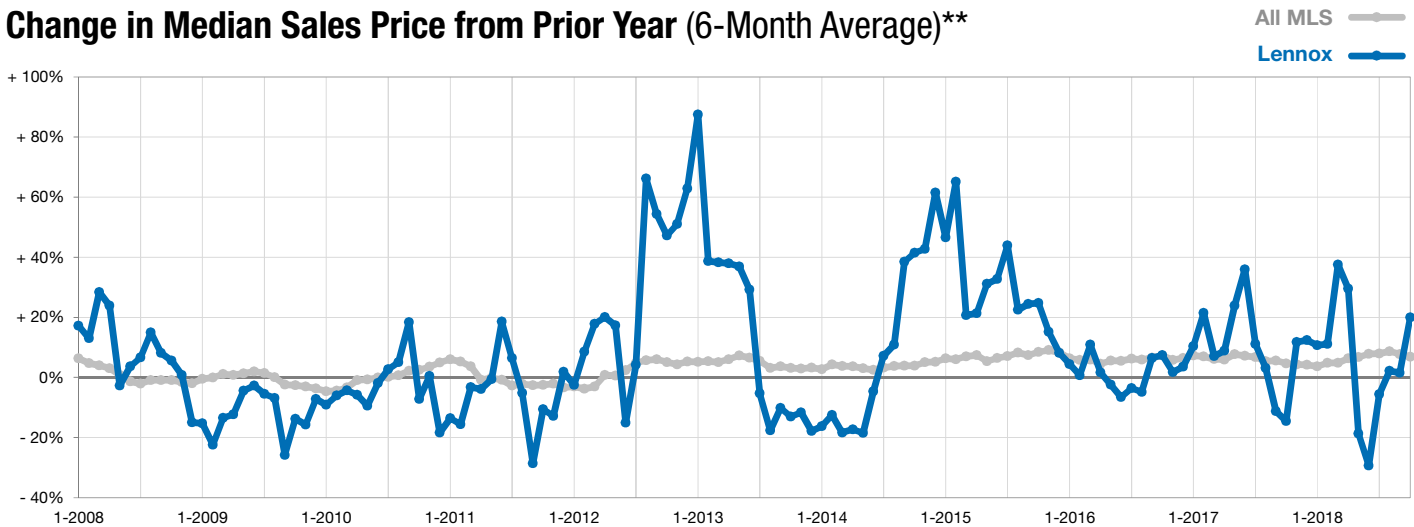
■ 2017 ■ 2018

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.