

Local Market Update – December 2019

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



Tea

Lincoln County, SD

+ 42.9%

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Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

Year to Date

| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
|--|------|-----------|---------|-----------|-----------|---------|
| New Listings | 7 | 10 | + 42.9% | 151 | 199 | + 31.8% |
| Closed Sales | 0 | 4 | -- | 105 | 98 | - 6.7% |
| Median Sales Price* | \$0 | \$335,712 | -- | \$238,000 | \$246,900 | + 3.7% |
| Average Sales Price* | \$0 | \$341,106 | -- | \$251,076 | \$272,423 | + 8.5% |
| Percent of Original List Price Received* | 0.0% | 102.0% | -- | 99.1% | 99.3% | + 0.2% |
| Average Days on Market Until Sale | 0 | 95 | -- | 82 | 75 | - 8.3% |
| Inventory of Homes for Sale | 31 | 34 | + 9.7% | -- | -- | -- |
| Months Supply of Inventory | 3.2 | 4.1 | + 25.6% | -- | -- | -- |

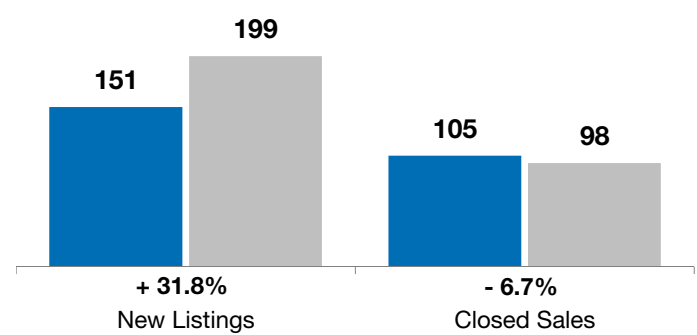
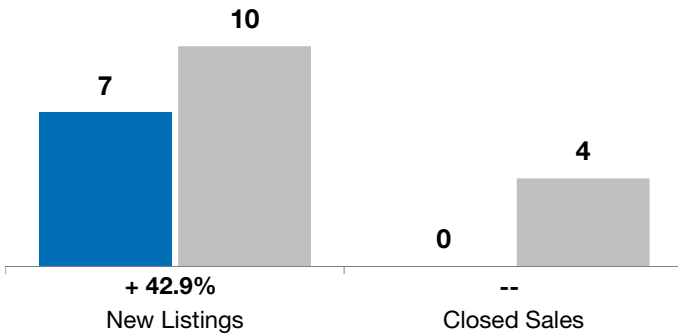
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

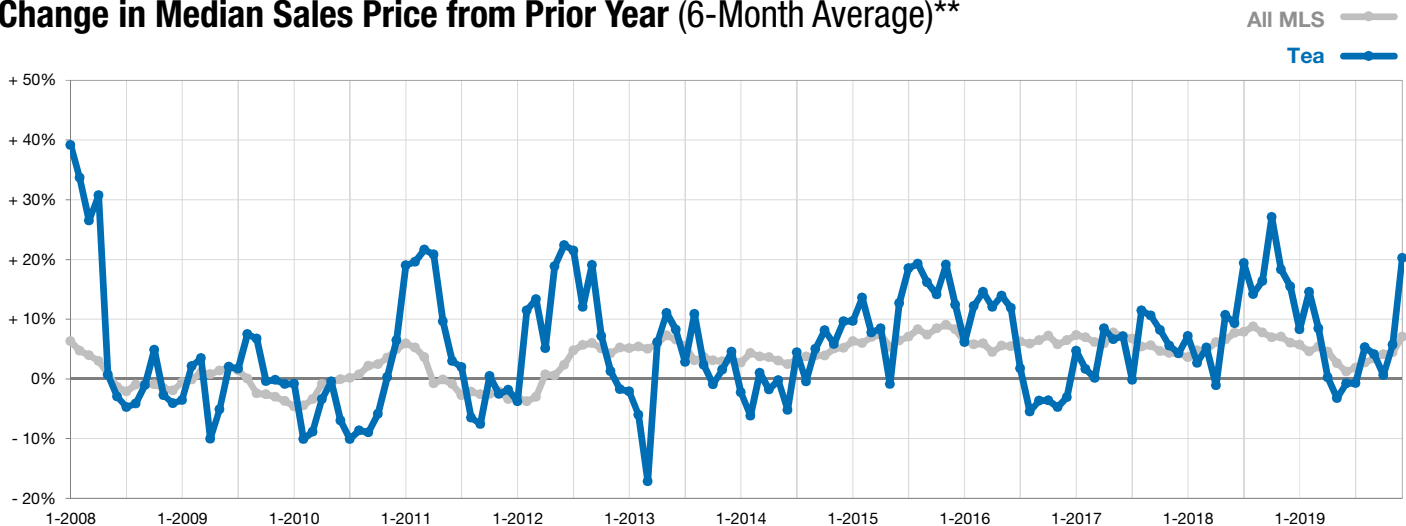
■ 2018 ■ 2019

Year to Date

■ 2018 ■ 2019



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.