

Local Market Update – January 2016

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



Hartford

+ 66.7%

Change in
New Listings

- 50.0%

Change in
Closed Sales

- 37.1%

Change in
Median Sales Price

Minnehaha County, SD

January

Year to Date

| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 3 | 5 | + 66.7% | 3 | 5 | + 66.7% |
| Closed Sales | 6 | 3 | - 50.0% | 6 | 3 | - 50.0% |
| Median Sales Price* | \$227,500 | \$143,000 | - 37.1% | \$227,500 | \$143,000 | - 37.1% |
| Average Sales Price* | \$227,583 | \$182,000 | - 20.0% | \$227,583 | \$182,000 | - 20.0% |
| Percent of Original List Price Received* | 97.4% | 99.5% | + 2.1% | 97.4% | 99.5% | + 2.1% |
| Average Days on Market Until Sale | 184 | 47 | - 74.5% | 184 | 47 | - 74.5% |
| Inventory of Homes for Sale | 10 | 12 | + 20.0% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.1 | - 1.3% | -- | -- | -- |

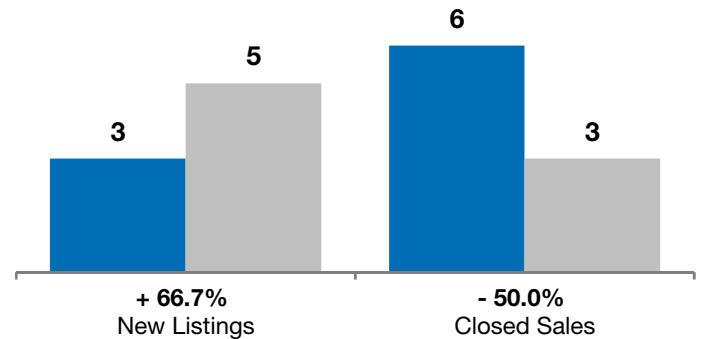
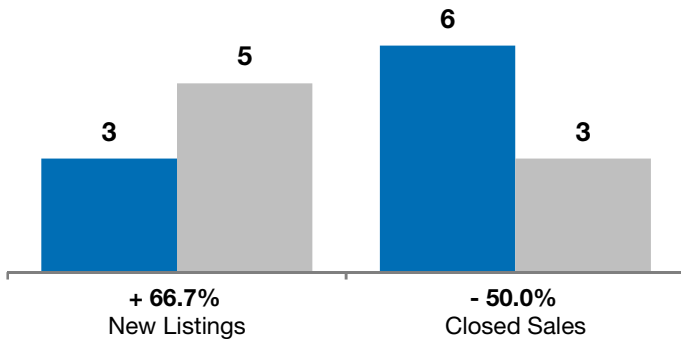
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

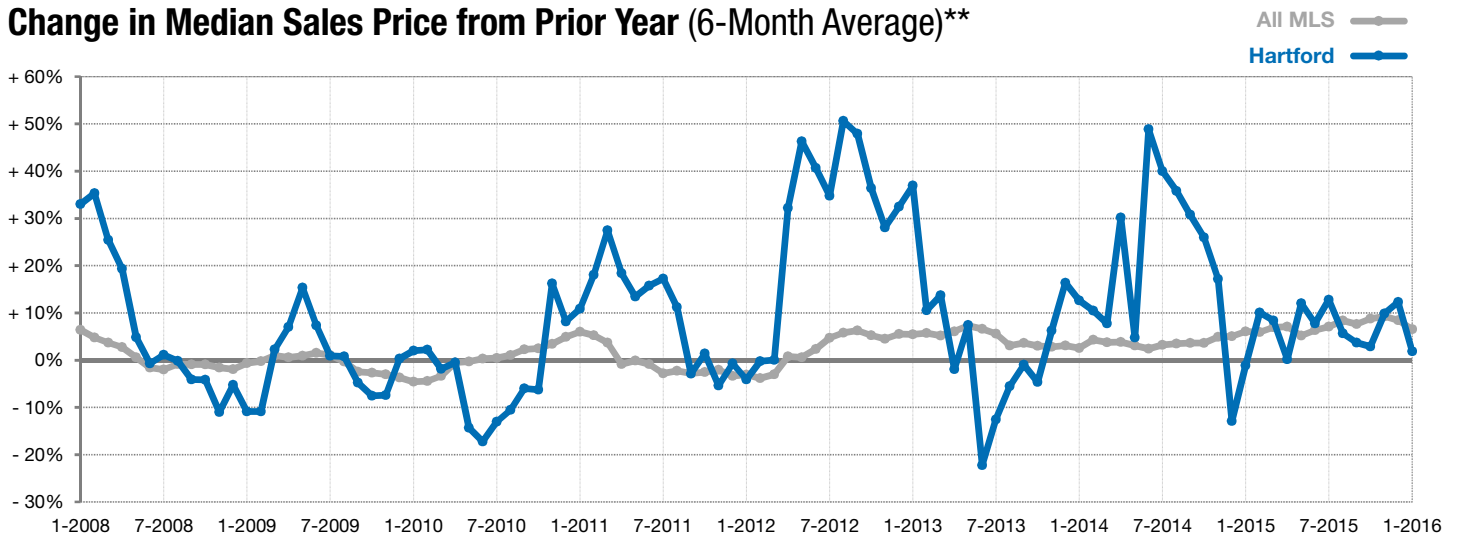
■ 2015 ■ 2016

Year to Date

■ 2015 ■ 2016



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. | Current as of February 4, 2016. All data from RASE Multiple Listing Service. | Powered by ShowingTime 10K.