

Local Market Update – December 2017

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



Baltic

Minnehaha County, SD

| | | |
|---------------------------|---------------------------|---------------------------------|
| - 100.0% | - 50.0% | + 79.9% |
| Change in New Listings | Change in Closed Sales | Change in Median Sales Price |

| | December | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2016 | 2017 | + / - | 2016 | 2017 | + / - |
| New Listings | 1 | 0 | - 100.0% | 35 | 37 | + 5.7% |
| Closed Sales | 2 | 1 | - 50.0% | 33 | 27 | - 18.2% |
| Median Sales Price* | \$115,625 | \$208,000 | + 79.9% | \$159,000 | \$172,900 | + 8.7% |
| Average Sales Price* | \$115,625 | \$208,000 | + 79.9% | \$167,553 | \$203,375 | + 21.4% |
| Percent of Original List Price Received* | 100.3% | 99.1% | - 1.2% | 98.1% | 98.0% | - 0.1% |
| Average Days on Market Until Sale | 95 | 154 | + 63.0% | 79 | 65 | - 17.7% |
| Inventory of Homes for Sale | 3 | 4 | + 33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 1.5 | + 48.1% | -- | -- | -- |

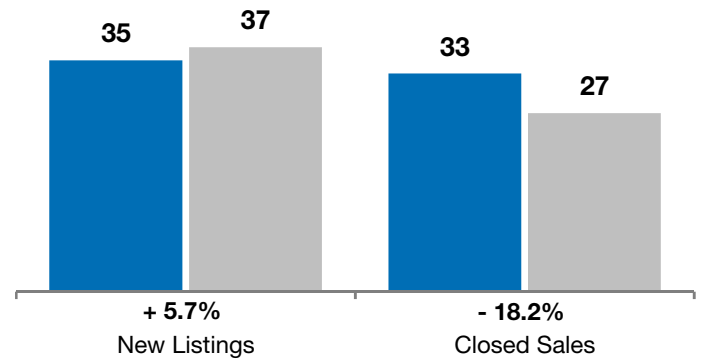
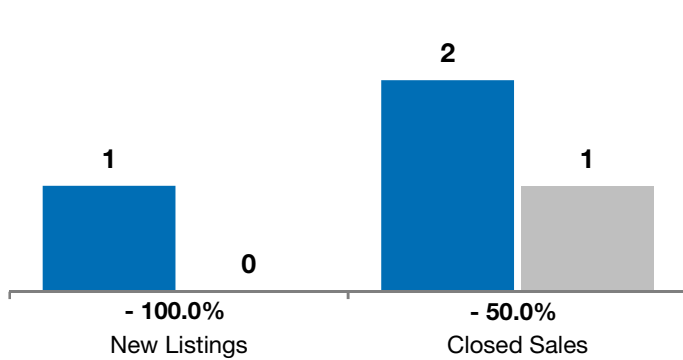
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2016 ■ 2017

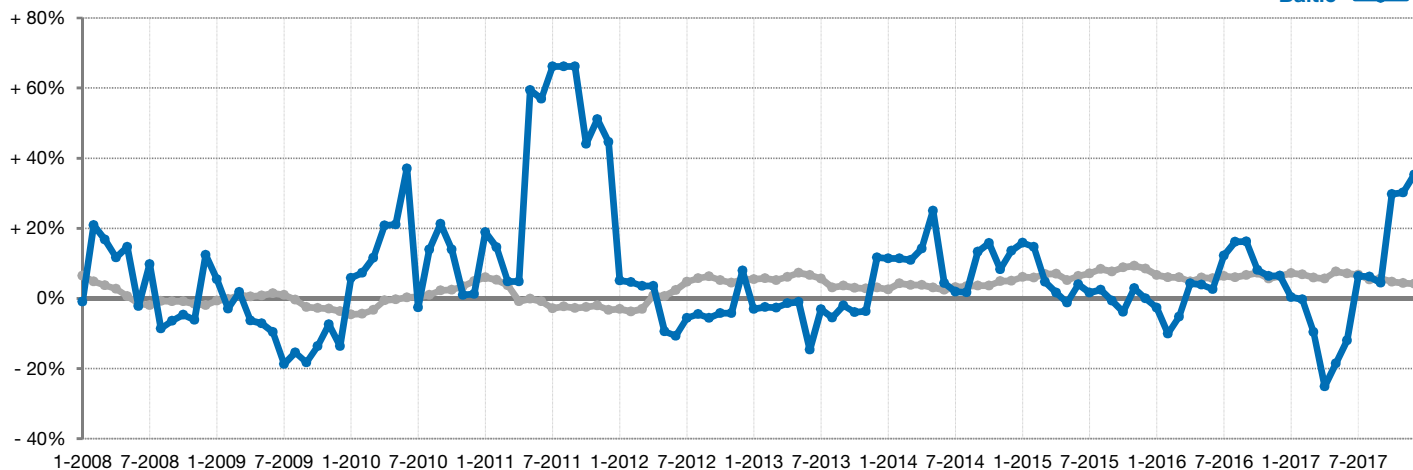
Year to Date

■ 2016 ■ 2017



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

All MLS — Baltic



** 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.