

Local Market Update – December 2017

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



Madison

Lake County, SD

+ 50.0%

Change in
New Listings

- 30.0%

Change in
Closed Sales

- 4.2%

Change in
Median Sales Price

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	4	6	+ 50.0%	164	140	- 14.6%
Closed Sales	10	7	- 30.0%	95	109	+ 14.7%
Median Sales Price*	\$131,500	\$126,000	- 4.2%	\$146,000	\$133,500	- 8.6%
Average Sales Price*	\$143,860	\$132,857	- 7.6%	\$156,266	\$142,094	- 9.1%
Percent of Original List Price Received*	94.1%	92.4%	- 1.8%	95.1%	97.1%	+ 2.1%
Average Days on Market Until Sale	100	101	+ 1.2%	112	87	- 22.8%
Inventory of Homes for Sale	34	23	- 32.4%	--	--	--
Months Supply of Inventory	3.9	2.5	- 36.8%	--	--	--

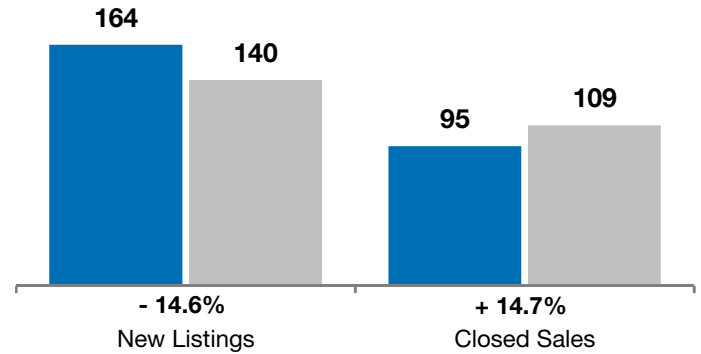
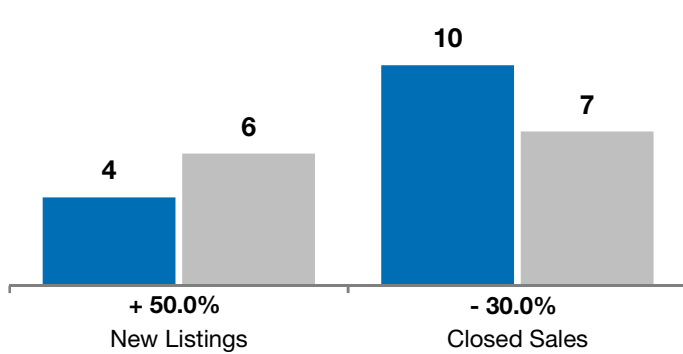
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

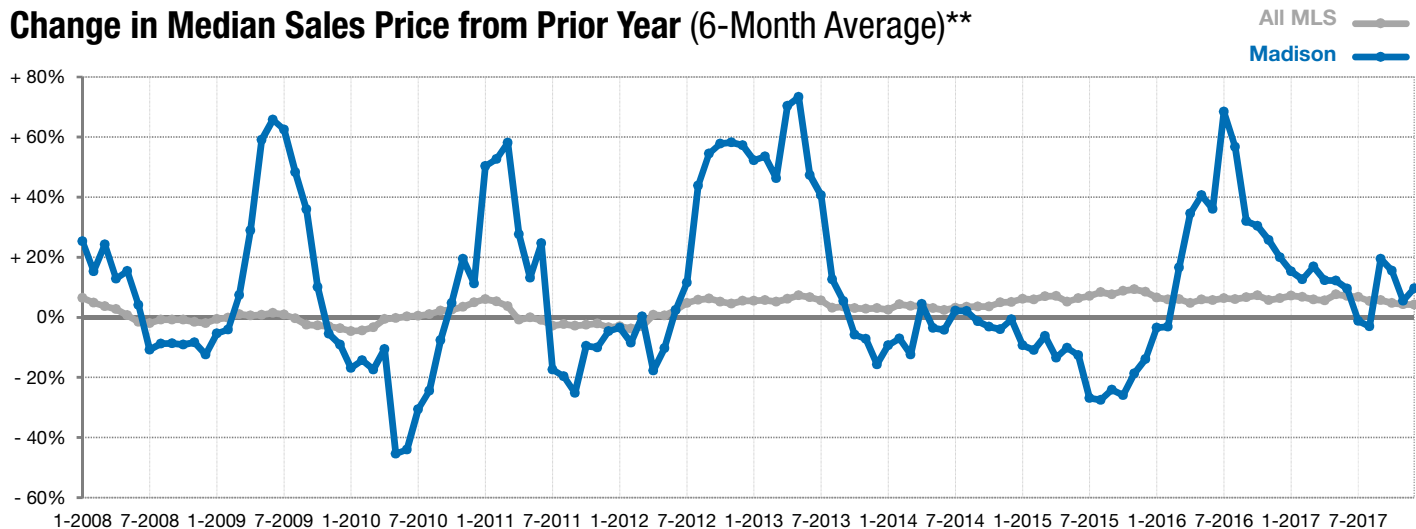
■ 2016 ■ 2017

Year to Date

■ 2016 ■ 2017



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



** 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.