

# Local Market Update – March 2018

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



## Hartford

**+ 75.0%**

Change in  
New Listings

**- 60.0%**

Change in  
Closed Sales

**+ 16.7%**

Change in  
Median Sales Price

Minnehaha County, SD

|  | March     |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2017      | 2018      | + / -   | 2017         | 2018      | + / -   |
| New Listings                             | 4         | 7         | + 75.0% | 14           | 14        | 0.0%    |
| Closed Sales                             | 5         | 2         | - 60.0% | 7            | 8         | + 14.3% |
| Median Sales Price*                      | \$194,900 | \$227,450 | + 16.7% | \$197,000    | \$227,450 | + 15.5% |
| Average Sales Price*                     | \$179,560 | \$227,450 | + 26.7% | \$204,971    | \$234,238 | + 14.3% |
| Percent of Original List Price Received* | 95.3%     | 99.0%     | + 3.8%  | 96.3%        | 99.2%     | + 2.9%  |
| Average Days on Market Until Sale        | 126       | 69        | - 45.4% | 133          | 72        | - 46.1% |
| Inventory of Homes for Sale              | 19        | 15        | - 21.1% | --           | --        | --      |
| Months Supply of Inventory               | 3.3       | 2.6       | - 20.4% | --           | --        | --      |

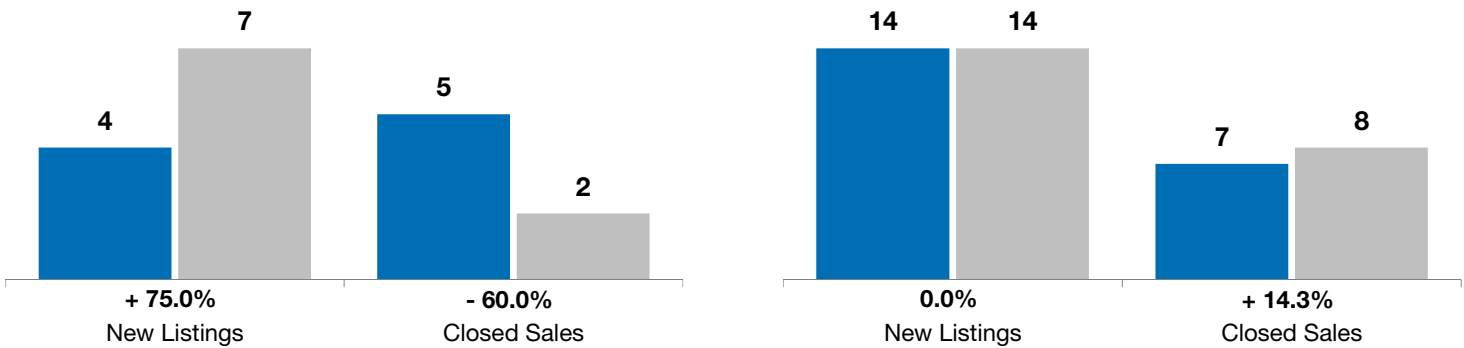
\* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### March

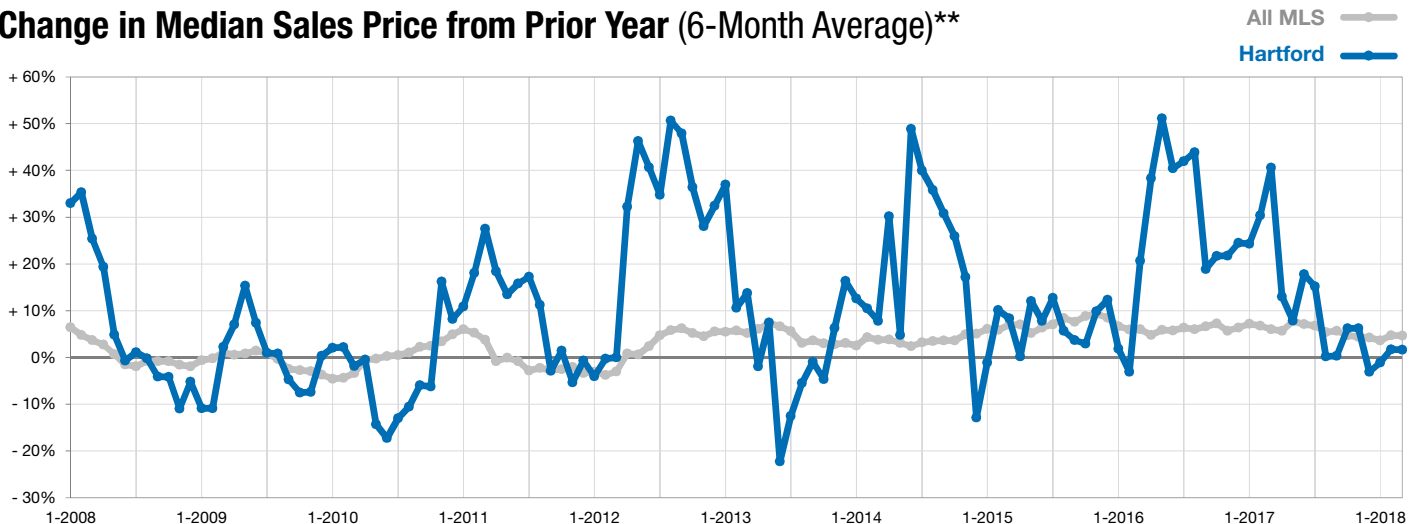
■ 2017 ■ 2018

### 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.