

Local Market Update – April 2018

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



Madison

Lake County, SD

- 64.3%

Change in
New Listings

- 54.5%

Change in
Closed Sales

- 56.1%

Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	14	5	- 64.3%	56	24	- 57.1%
Closed Sales	11	5	- 54.5%	30	21	- 30.0%
Median Sales Price*	\$143,500	\$63,000	- 56.1%	\$139,500	\$132,500	- 5.0%
Average Sales Price*	\$159,127	\$133,000	- 16.4%	\$167,157	\$160,614	- 3.9%
Percent of Original List Price Received*	95.6%	92.3%	- 3.4%	96.3%	96.0%	- 0.3%
Average Days on Market Until Sale	94	107	+ 13.1%	99	98	- 1.2%
Inventory of Homes for Sale	45	15	- 66.7%	--	--	--
Months Supply of Inventory	4.8	1.7	- 63.8%	--	--	--

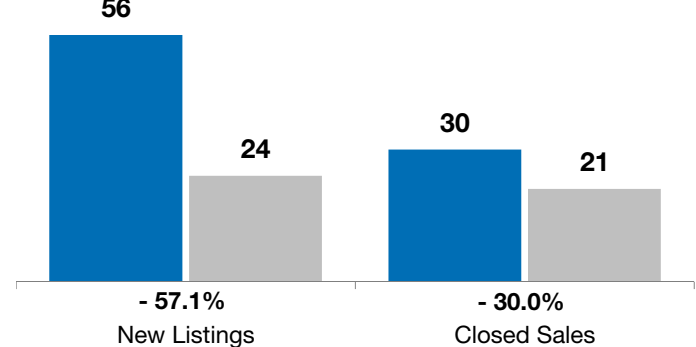
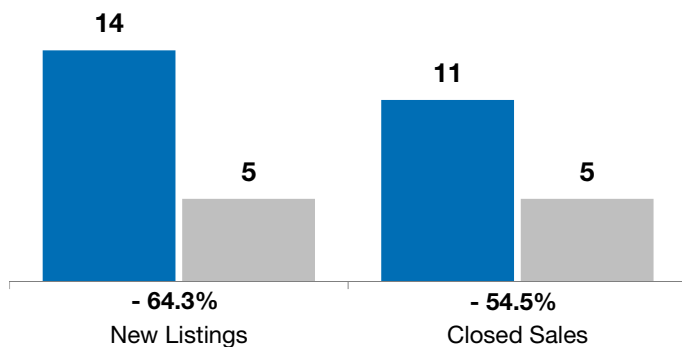
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

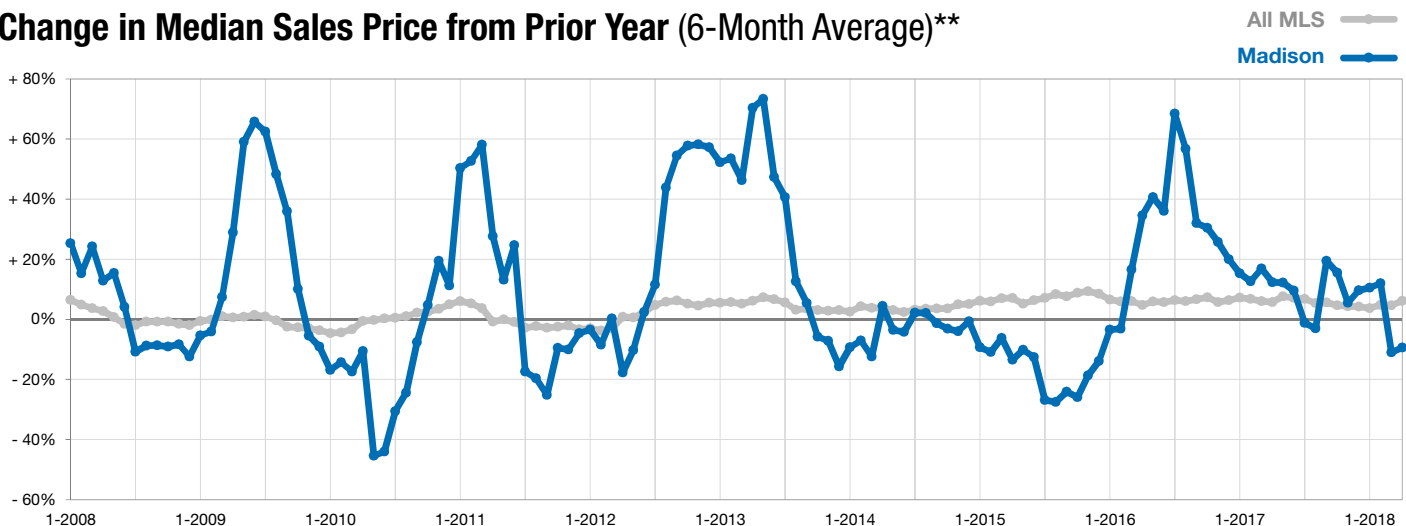
■ 2017 ■ 2018

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.