

Local Market Update – May 2018

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



Madison

0.0%

- 92.9%

- 15.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lake County, SD

May

Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|----------|---------|-----------|-----------|---------|
| New Listings | 19 | 19 | 0.0% | 75 | 43 | - 42.7% |
| Closed Sales | 14 | 1 | - 92.9% | 44 | 22 | - 50.0% |
| Median Sales Price* | \$116,500 | \$99,000 | - 15.0% | \$136,500 | \$132,000 | - 3.3% |
| Average Sales Price* | \$141,115 | \$99,000 | - 29.8% | \$158,871 | \$157,814 | - 0.7% |
| Percent of Original List Price Received* | 96.0% | 99.1% | + 3.2% | 96.2% | 96.1% | - 0.1% |
| Average Days on Market Until Sale | 80 | 154 | + 93.0% | 93 | 101 | + 8.1% |
| Inventory of Homes for Sale | 47 | 31 | - 34.0% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 4.0 | - 15.4% | -- | -- | -- |

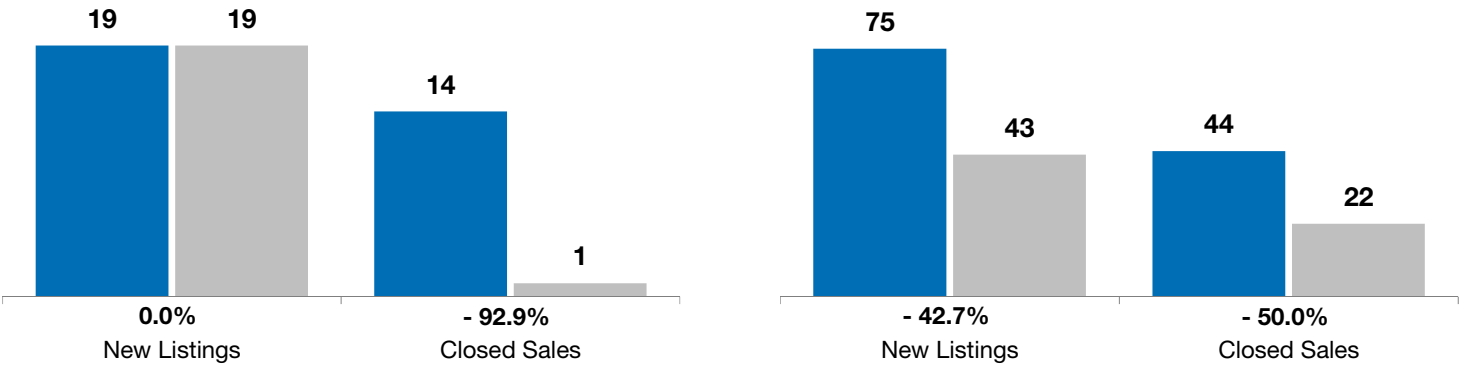
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

May

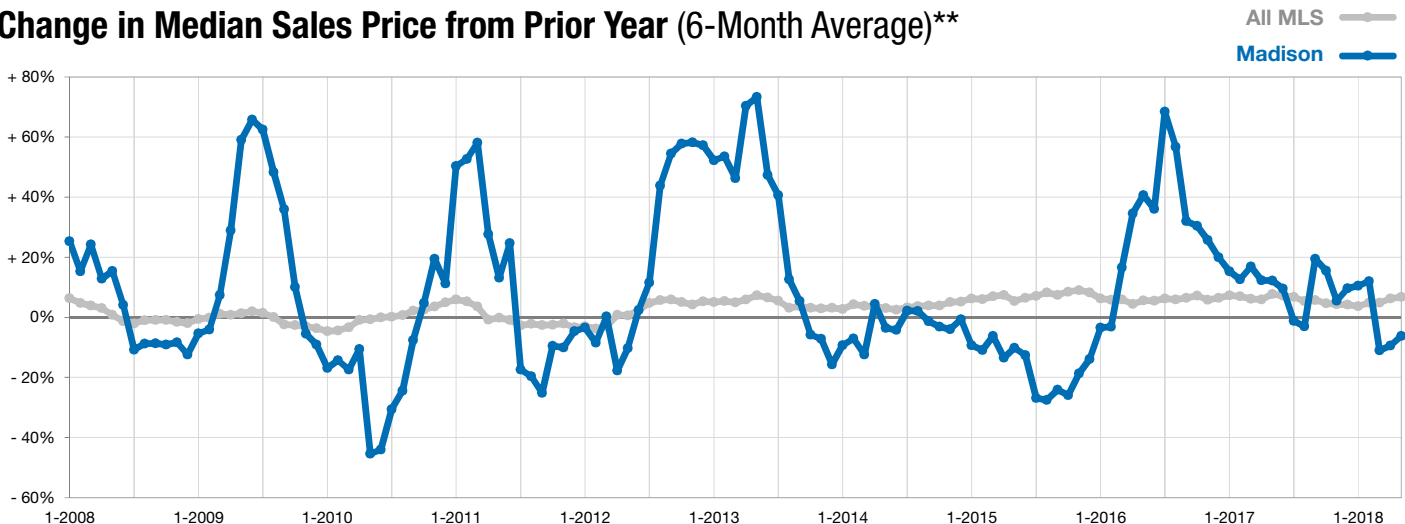
■ 2017 ■ 2018

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.