

Local Market Update – September 2018

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



Beresford

Union County, SD

+ 12.5%

- 100.0%

- 100.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

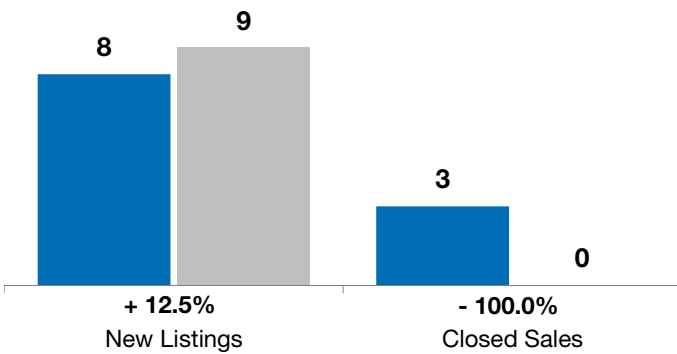
Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|------|----------|-----------|------------------|---------|
| New Listings | 8 | 9 | + 12.5% | 46 | 42 | - 8.7% |
| Closed Sales | 3 | 0 | - 100.0% | 20 | 27 | + 35.0% |
| Median Sales Price* | \$125,000 | \$0 | - 100.0% | \$108,250 | \$131,000 | + 21.0% |
| Average Sales Price* | \$108,000 | \$0 | - 100.0% | \$115,318 | \$172,166 | + 49.3% |
| Percent of Original List Price Received* | 97.3% | 0.0% | - 100.0% | 97.9% | 95.7% | - 2.2% |
| Average Days on Market Until Sale | 87 | 0 | - 100.0% | 87 | 92 | + 5.1% |
| Inventory of Homes for Sale | 20 | 16 | - 20.0% | -- | -- | -- |
| Months Supply of Inventory | 9.6 | 4.7 | - 51.2% | -- | -- | -- |

* 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.

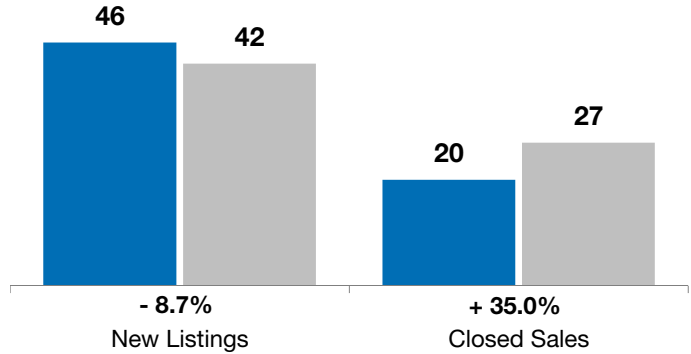
September

■ 2017 ■ 2018

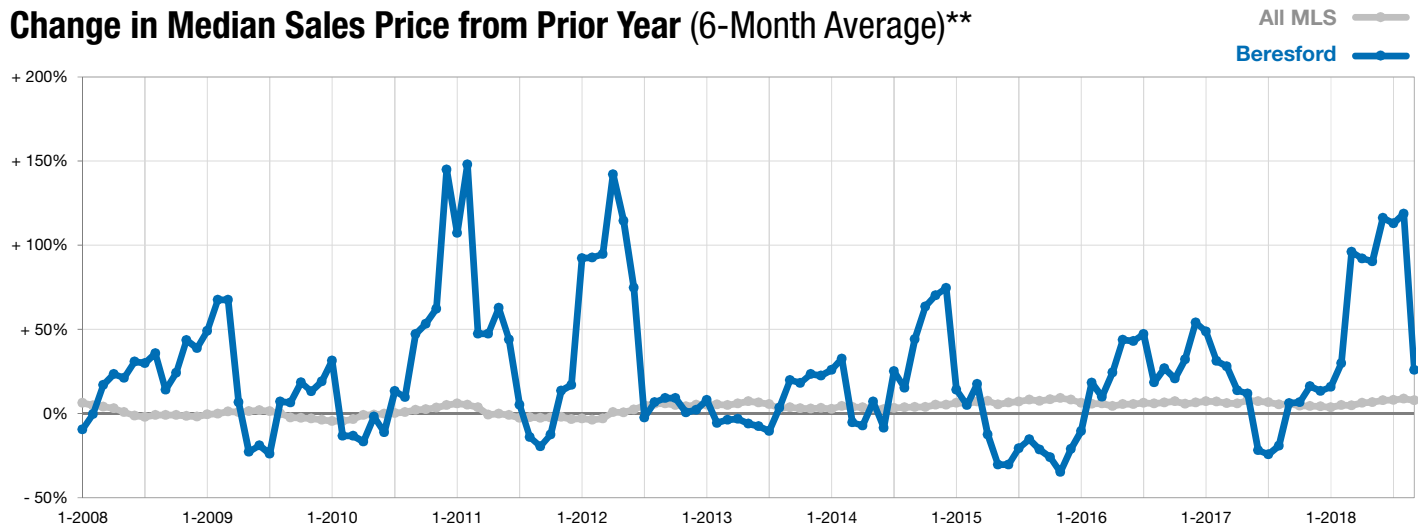


Year to Date

■ 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.