

# Local Market Update – September 2018

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



## Hartford

Minnehaha County, SD

**- 70.0%**

Change in  
New Listings

**- 50.0%**

Change in  
Closed Sales

**+ 29.3%**

Change in  
Median Sales Price

### September

### Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	10	3	- 70.0%	65	55	- 15.4%
Closed Sales	8	4	- 50.0%	43	41	- 4.7%
Median Sales Price*	\$231,950	\$300,000	+ 29.3%	\$197,000	\$240,750	+ 22.2%
Average Sales Price*	\$229,658	\$302,100	+ 31.5%	\$214,960	\$277,268	+ 29.0%
Percent of Original List Price Received*	101.3%	96.9%	- 4.3%	98.5%	97.9%	- 0.6%
Average Days on Market Until Sale	84	147	+ 74.8%	100	92	- 7.6%
Inventory of Homes for Sale	24	14	- 41.7%	--	--	--
Months Supply of Inventory	4.9	2.7	- 45.5%	--	--	--

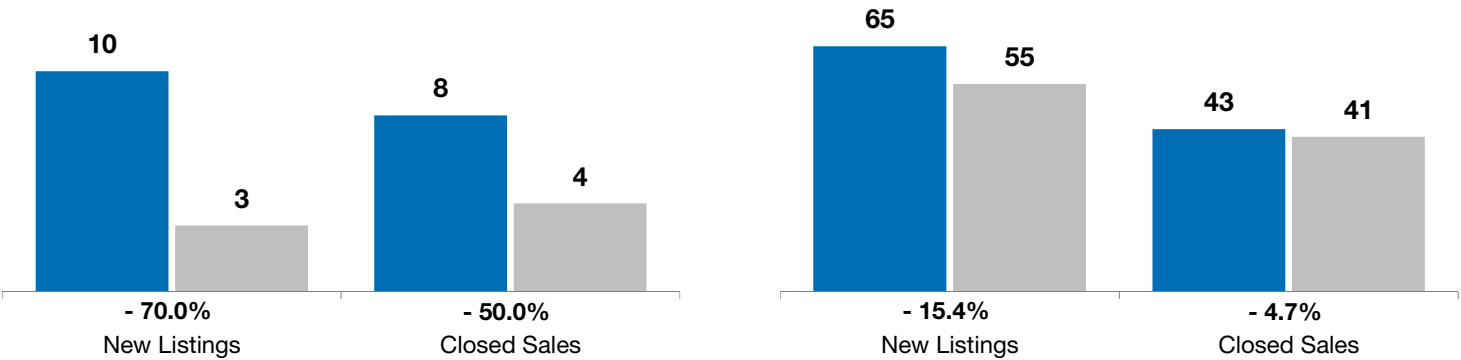
\* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### September

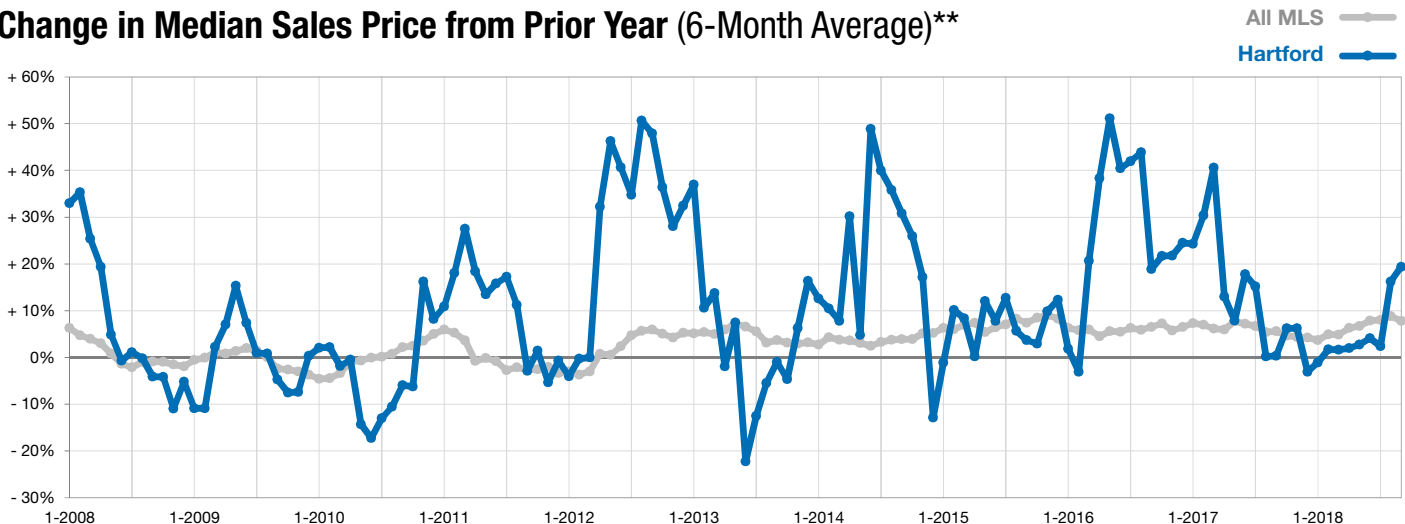
■ 2017 ■ 2018

### 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.