

Local Market Update – September 2018

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



Madison

Lake County, SD

+ 20.0%

Change in
New Listings

- 7.7%

Change in
Closed Sales

+ 60.6%

Change in
Median Sales Price

September

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	10	12	+ 20.0%	125	114	- 8.8%
Closed Sales	13	12	- 7.7%	87	76	- 12.6%
Median Sales Price*	\$123,000	\$197,500	+ 60.6%	\$134,500	\$133,750	- 0.6%
Average Sales Price*	\$120,838	\$210,300	+ 74.0%	\$147,305	\$163,928	+ 11.3%
Percent of Original List Price Received*	95.8%	97.2%	+ 1.4%	96.6%	97.0%	+ 0.4%
Average Days on Market Until Sale	76	75	- 1.7%	84	76	- 9.5%
Inventory of Homes for Sale	40	40	0.0%	--	--	--
Months Supply of Inventory	3.9	4.7	+ 19.6%	--	--	--

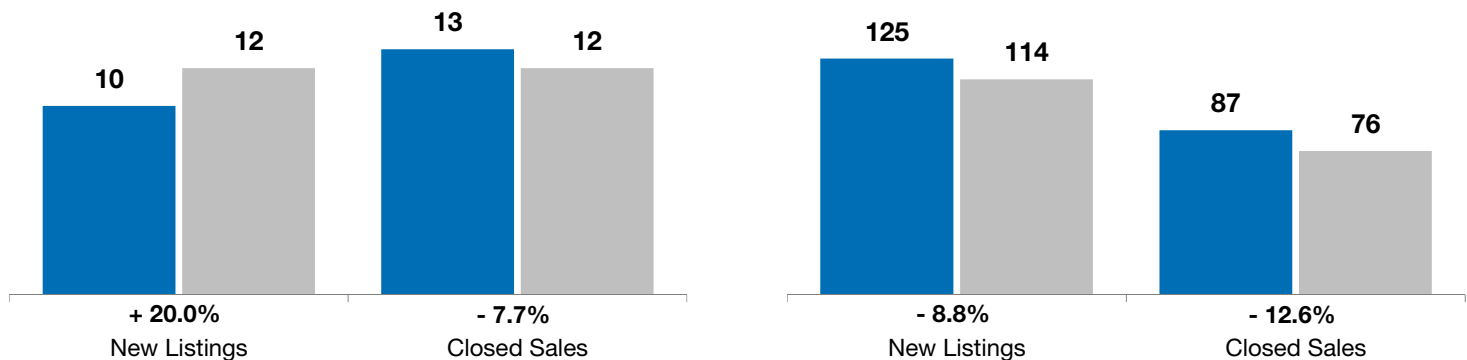
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

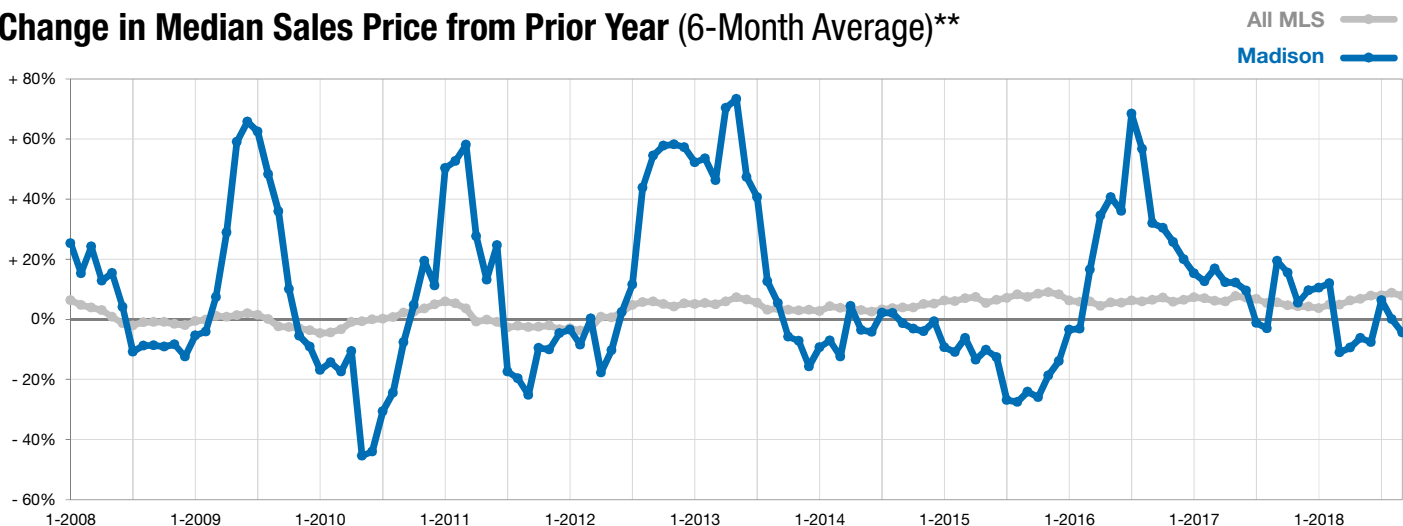
■ 2017 ■ 2018

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.