

# Local Market Update – October 2018

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## Hartford

Minnehaha County, SD

**- 50.0%**

Change in  
New Listings

**- 33.3%**

Change in  
Closed Sales

**- 7.2%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 8         | 4                | - 50.0% | 73        | 59               | - 19.2% |
| Closed Sales                             | 6         | 4                | - 33.3% | 49        | 45               | - 8.2%  |
| Median Sales Price*                      | \$250,500 | <b>\$232,500</b> | - 7.2%  | \$199,900 | <b>\$240,750</b> | + 20.4% |
| Average Sales Price*                     | \$252,583 | <b>\$270,750</b> | + 7.2%  | \$219,567 | <b>\$276,689</b> | + 26.0% |
| Percent of Original List Price Received* | 97.2%     | <b>99.4%</b>     | + 2.4%  | 98.4%     | <b>98.1%</b>     | - 0.3%  |
| Average Days on Market Until Sale        | 93        | <b>69</b>        | - 25.7% | 99        | <b>90</b>        | - 8.9%  |
| Inventory of Homes for Sale              | 24        | <b>12</b>        | - 50.0% | --        | --               | --      |
| Months Supply of Inventory               | 4.7       | <b>2.4</b>       | - 49.9% | --        | --               | --      |

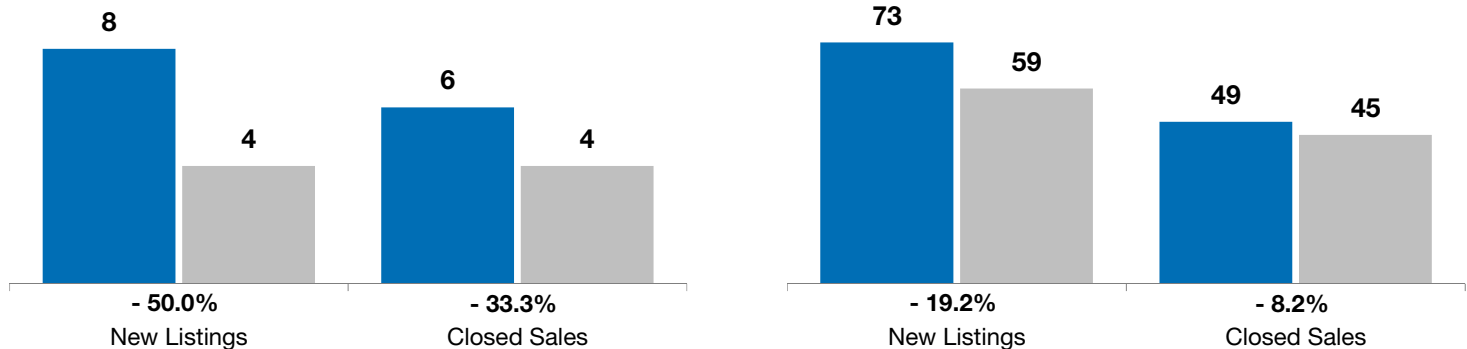
\* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

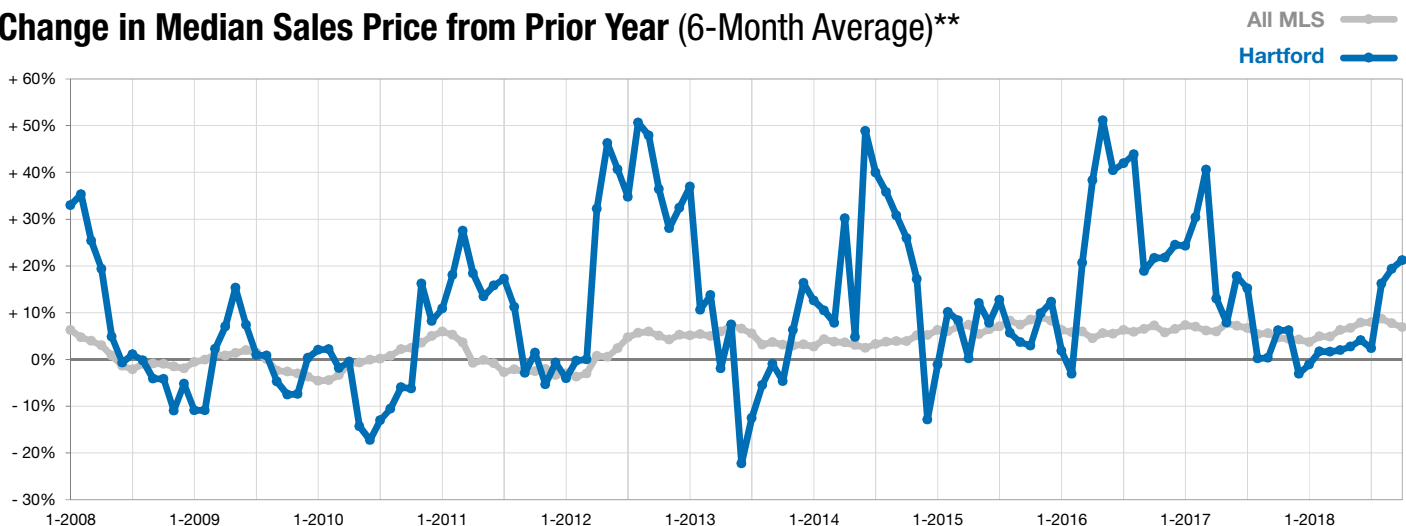
■ 2017 ■ 2018

### 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.