

Local Market Update – November 2018

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



Hartford

Minnehaha County, SD

- 77.8%

+ 25.0%

+ 6.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	9	2	- 77.8%	82	61	- 25.6%
Closed Sales	4	5	+ 25.0%	53	50	- 5.7%
Median Sales Price*	\$184,450	\$197,000	+ 6.8%	\$197,500	\$236,500	+ 19.7%
Average Sales Price*	\$179,850	\$212,100	+ 17.9%	\$216,569	\$270,230	+ 24.8%
Percent of Original List Price Received*	97.2%	93.3%	- 4.0%	98.3%	97.6%	- 0.7%
Average Days on Market Until Sale	60	75	+ 26.4%	96	89	- 7.7%
Inventory of Homes for Sale	25	10	- 60.0%	--	--	--
Months Supply of Inventory	4.7	2.0	- 58.5%	--	--	--

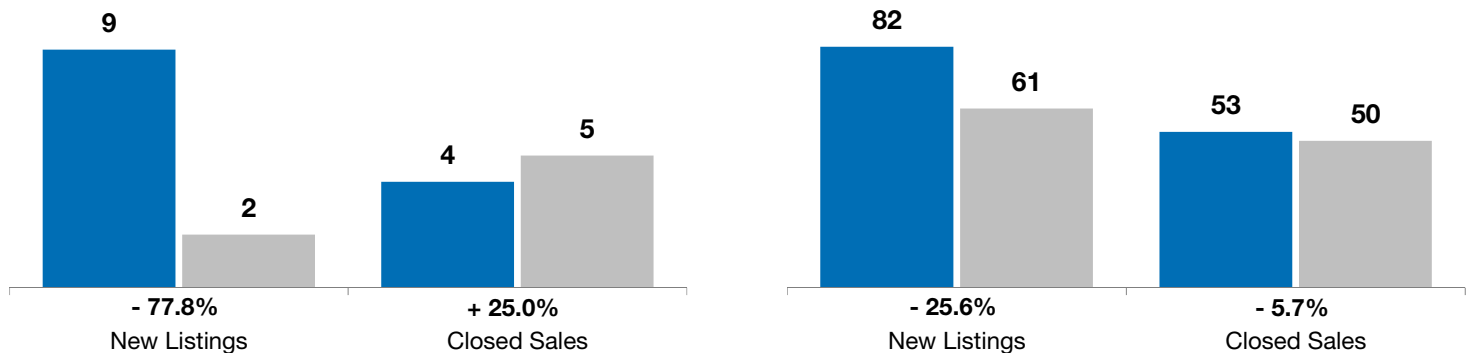
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

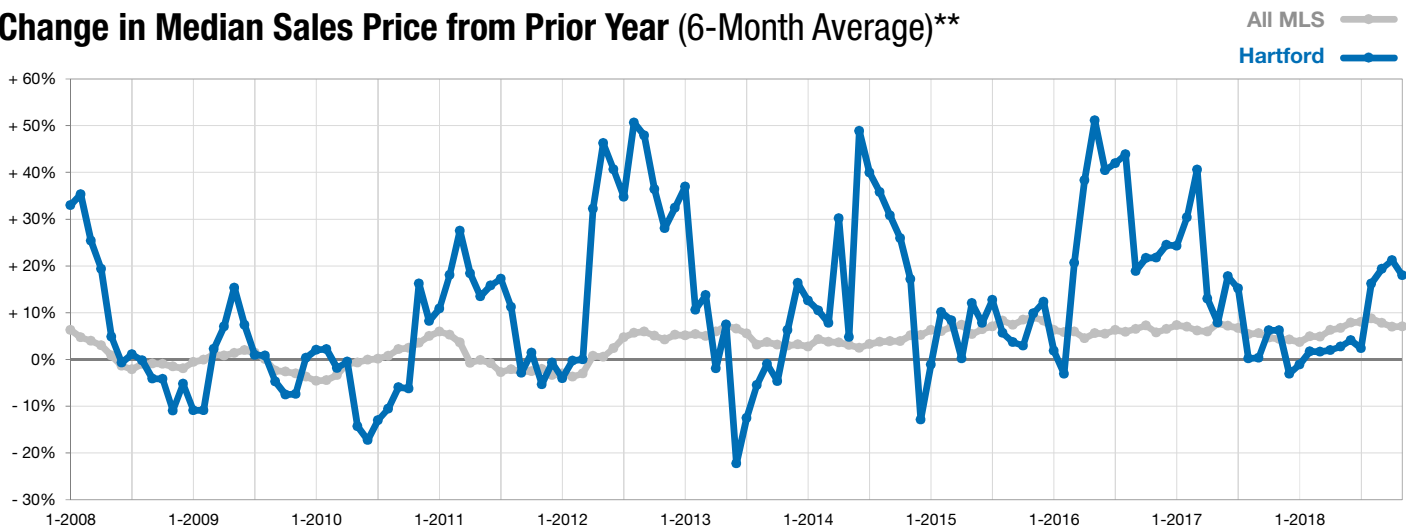
■ 2017 ■ 2018

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.