

Local Market Update – December 2018

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



Hartford

Minnehaha County, SD

- 33.3%

Change in
New Listings

- 63.6%

Change in
Closed Sales

- 6.0%

Change in
Median Sales Price

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	3	2	- 33.3%	85	64	- 24.7%
Closed Sales	11	4	- 63.6%	64	54	- 15.6%
Median Sales Price*	\$191,000	\$179,500	- 6.0%	\$197,250	\$231,450	+ 17.3%
Average Sales Price*	\$228,455	\$185,750	- 18.7%	\$218,612	\$263,972	+ 20.7%
Percent of Original List Price Received*	99.2%	98.9%	- 0.4%	98.4%	97.7%	- 0.8%
Average Days on Market Until Sale	66	67	+ 1.1%	91	87	- 4.3%
Inventory of Homes for Sale	16	8	- 50.0%	--	--	--
Months Supply of Inventory	2.8	1.7	- 36.5%	--	--	--

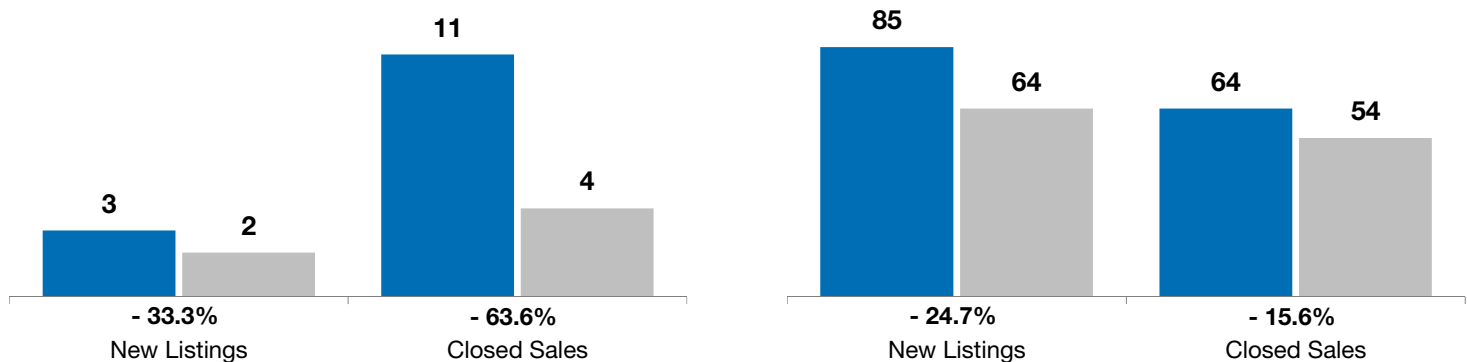
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

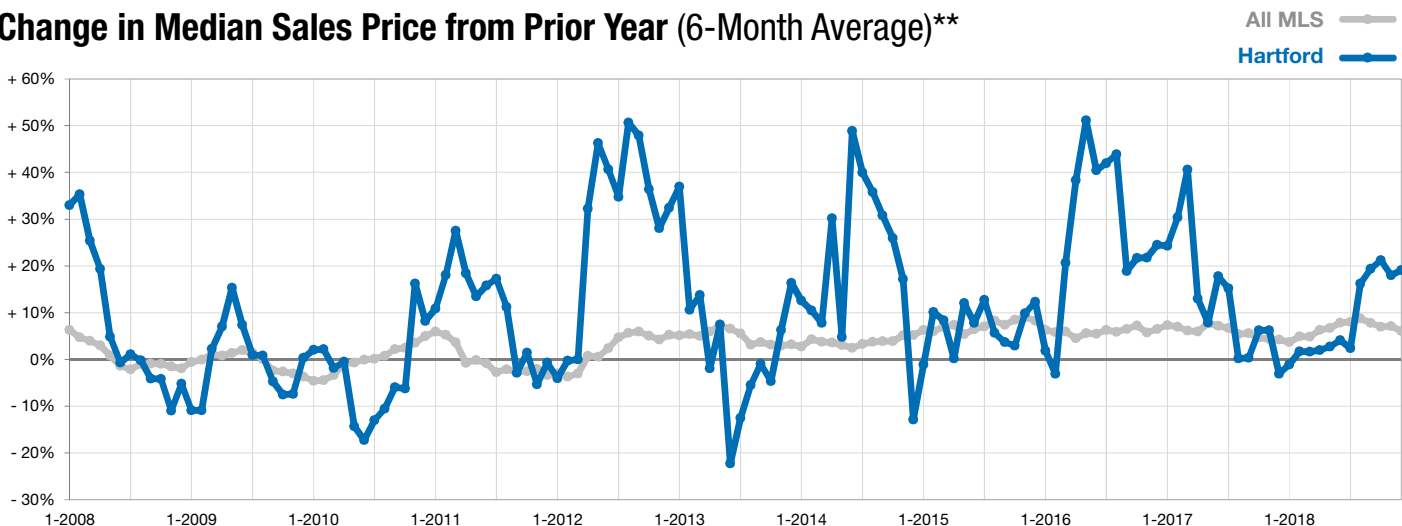
■ 2017 ■ 2018

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.