

# Local Market Update – December 2018

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



## Madison

Lake County, SD

**- 66.7%**

Change in  
New Listings

**- 42.9%**

Change in  
Closed Sales

**+ 8.3%**

Change in  
Median Sales Price

### December

### Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	6	2	- 66.7%	140	132	- 5.7%
Closed Sales	7	4	- 42.9%	109	102	- 6.4%
Median Sales Price*	\$126,000	<b>\$136,500</b>	+ 8.3%	\$133,500	<b>\$135,000</b>	+ 1.1%
Average Sales Price*	\$132,857	<b>\$171,250</b>	+ 28.9%	\$142,094	<b>\$165,223</b>	+ 16.3%
Percent of Original List Price Received*	92.4%	<b>95.0%</b>	+ 2.8%	97.1%	<b>96.6%</b>	- 0.5%
Average Days on Market Until Sale	101	<b>105</b>	+ 3.5%	87	<b>78</b>	- 9.8%
Inventory of Homes for Sale	25	<b>21</b>	- 16.0%	--	--	--
Months Supply of Inventory	2.8	<b>2.4</b>	- 12.8%	--	--	--

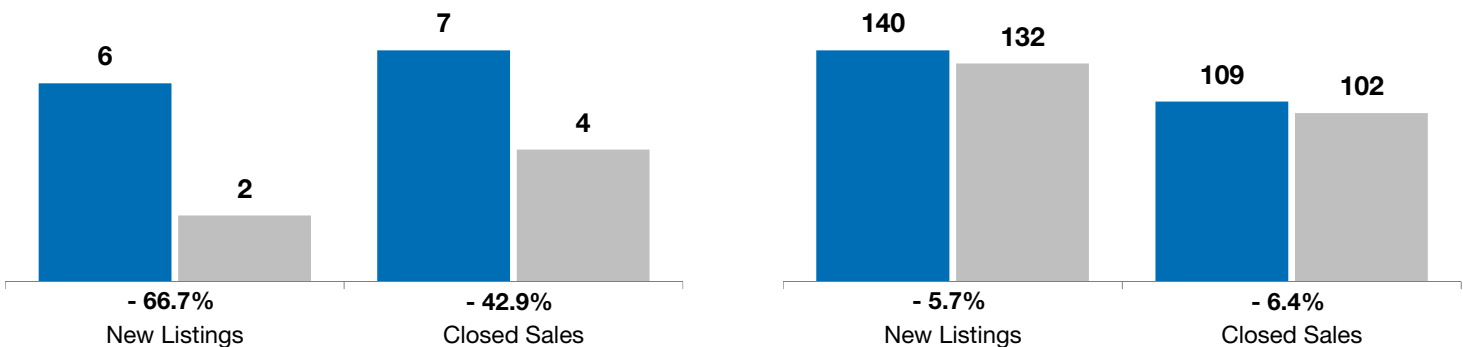
\* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

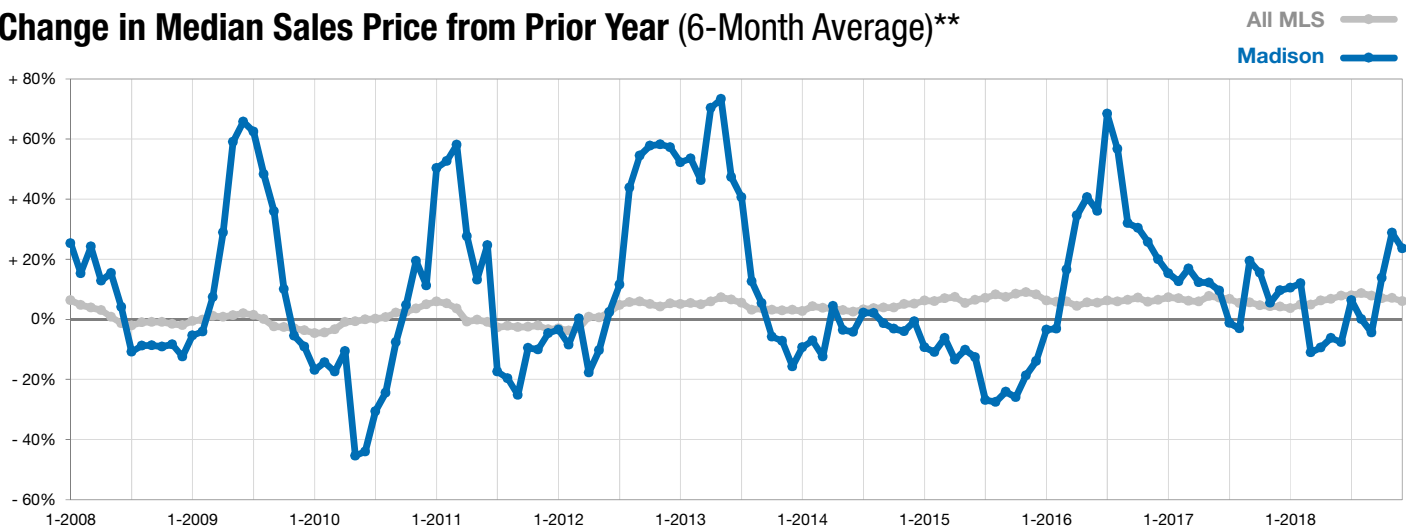
■ 2017 ■ 2018

### 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.