## Local Market Update – April 2020

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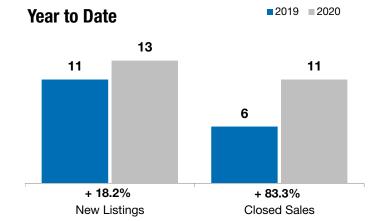


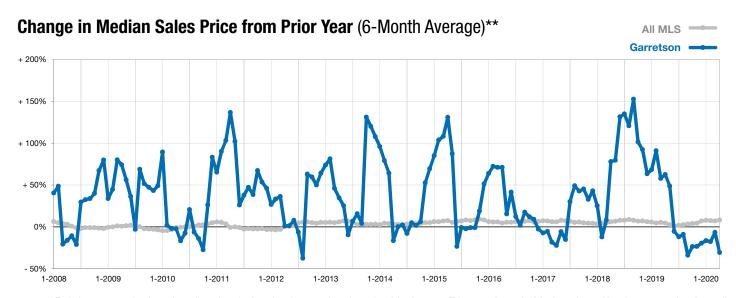
|           | - 33.3%             | - 66.7%      | - 80.9%            |
|-----------|---------------------|--------------|--------------------|
| Garretson | Change in           | Change in    | Change in          |
|           | <b>New Listings</b> | Closed Sales | Median Sales Price |

| Minnehaha County, SD                     | April     |          |         | Year to Date |           |         |
|------------------------------------------|-----------|----------|---------|--------------|-----------|---------|
|                                          | 2019      | 2020     | +/-     | 2019         | 2020      | +/-     |
| New Listings                             | 3         | 2        | - 33.3% | 11           | 13        | + 18.2% |
| Closed Sales                             | 3         | 1        | - 66.7% | 6            | 11        | + 83.3% |
| Median Sales Price*                      | \$190,000 | \$36,300 | - 80.9% | \$200,500    | \$187,500 | - 6.5%  |
| Average Sales Price*                     | \$179,333 | \$36,300 | - 79.8% | \$271,333    | \$244,341 | - 9.9%  |
| Percent of Original List Price Received* | 99.1%     | 100.3%   | + 1.1%  | 95.7%        | 98.3%     | + 2.7%  |
| Average Days on Market Until Sale        | 61        | 45       | - 26.6% | 68           | 64        | - 5.9%  |
| Inventory of Homes for Sale              | 8         | 4        | - 50.0% |              |           |         |
| Months Supply of Inventory               | 3.6       | 1.1      | - 69.0% |              |           |         |

\* 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.







\*\* 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.