

Local Market Update – April 2020

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



Hartford

Minnehaha County, SD

+ 10.0%

Change in
New Listings

- 33.3%

Change in
Closed Sales

- 10.6%

Change in
Median Sales Price

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 10 | 11 | + 10.0% | 34 | 32 | - 5.9% |
| Closed Sales | 3 | 2 | - 33.3% | 8 | 13 | + 62.5% |
| Median Sales Price* | \$386,500 | \$345,500 | - 10.6% | \$215,750 | \$291,000 | + 34.9% |
| Average Sales Price* | \$341,667 | \$345,500 | + 1.1% | \$255,613 | \$297,288 | + 16.3% |
| Percent of Original List Price Received* | 96.2% | 94.4% | - 1.9% | 98.0% | 98.0% | - 0.0% |
| Average Days on Market Until Sale | 71 | 42 | - 40.6% | 85 | 105 | + 23.8% |
| Inventory of Homes for Sale | 27 | 22 | - 18.5% | -- | -- | -- |
| Months Supply of Inventory | 5.7 | 3.4 | - 40.7% | -- | -- | -- |

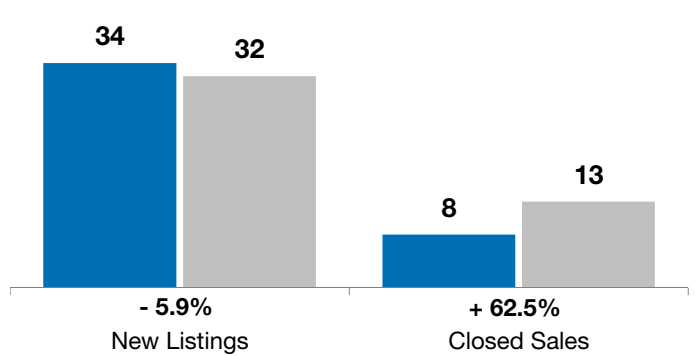
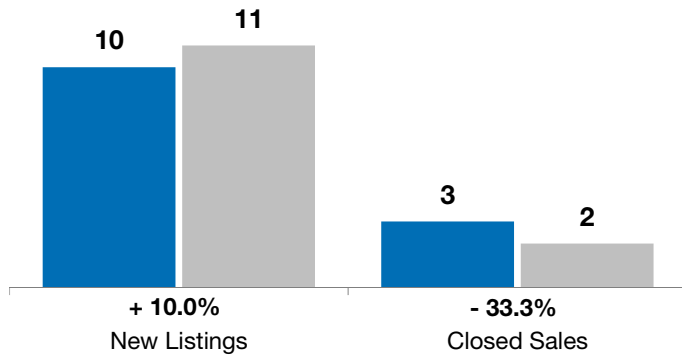
* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

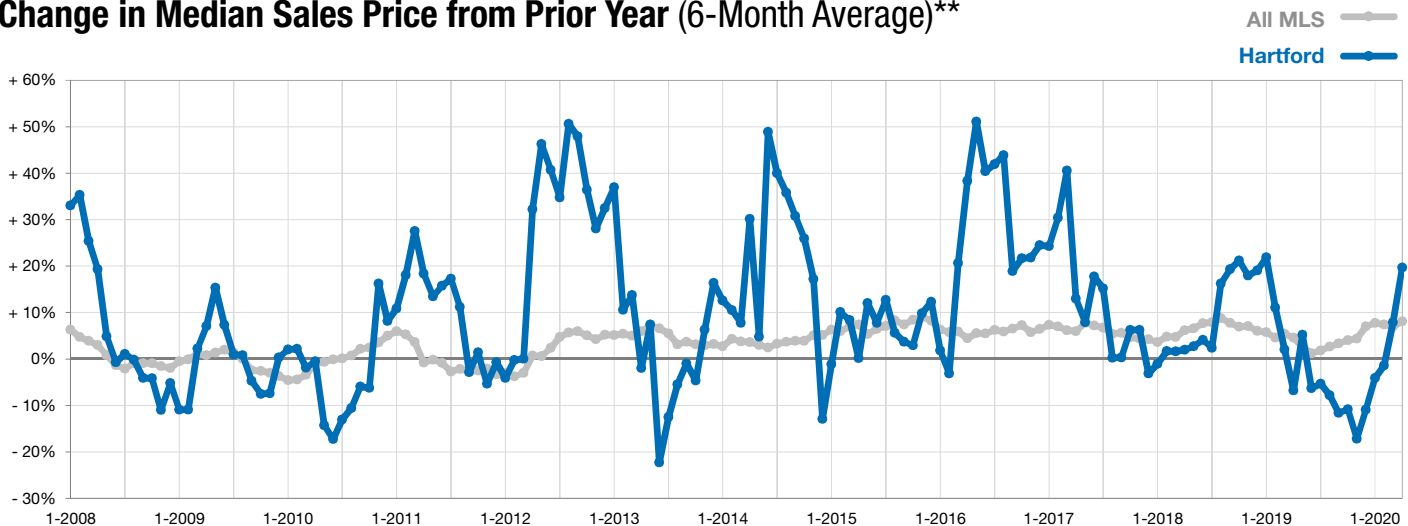
■ 2019 ■ 2020

Year to Date

■ 2019 ■ 2020



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.