## Local Market Update – September 2021

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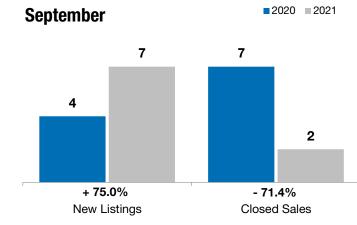


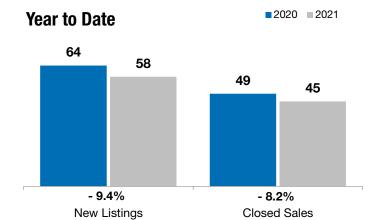
## + 75.0% - 71.4% + 20.5%

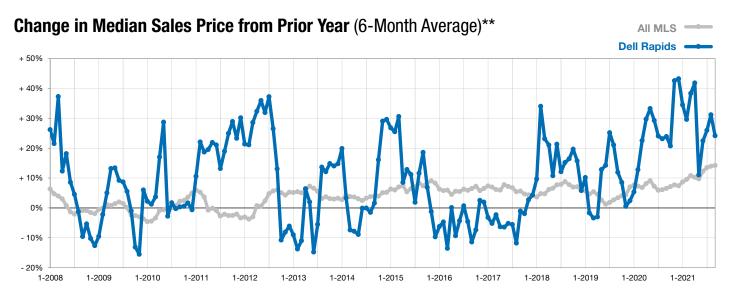
| Dell Rapids | Change in           | Change in    | Change in          |
|-------------|---------------------|--------------|--------------------|
|             | <b>New Listings</b> | Closed Sales | Median Sales Price |
|             | -                   |              |                    |

| Minnehaha County, SD                     | September |           | Year to Date |           |           |         |
|--|-----------|-----------|--------------|-----------|-----------|---------|
|  | 2020      | 2021      | +/-          | 2020      | 2021      | + / -   |
| New Listings                             | 4         | 7         | + 75.0%      | 64        | 58        | - 9.4%  |
| Closed Sales                             | 7         | 2         | - 71.4%      | 49        | 45        | - 8.2%  |
| Median Sales Price*                      | \$185,000 | \$223,000 | + 20.5%      | \$225,000 | \$270,000 | + 20.0% |
| Average Sales Price*                     | \$223,271 | \$223,000 | - 0.1%       | \$249,630 | \$332,412 | + 33.2% |
| Percent of Original List Price Received* | 99.0%     | 102.1%    | + 3.1%       | 98.4%     | 101.4%    | + 3.0%  |
| Average Days on Market Until Sale        | 68        | 51        | - 25.4%      | 85        | 91        | + 6.7%  |
| Inventory of Homes for Sale              | 20        | 15        | - 25.0%      |           |           |         |
| Months Supply of Inventory               | 3.8       | 2.9       | - 23.8%      |           |           |         |

\* 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.







\*\* 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.