

School District: Lakota Local Sd



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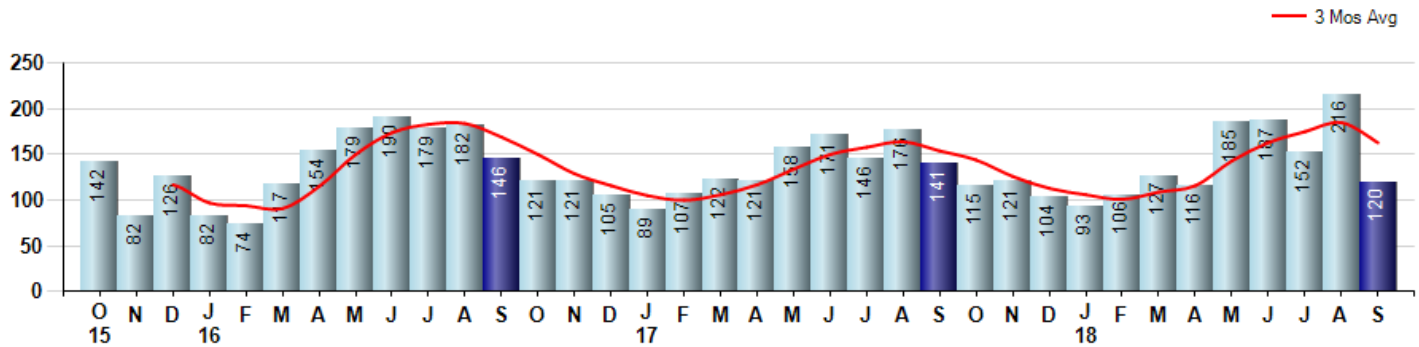
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$249,000	↔		↑				
Average List Price of all Current Listings	\$333,888	↑		↑				
September Median Sales Price	\$255,000	↓	↑	↓	↑	\$175,000	↑	↑
September Average Sales Price	\$279,742	↓	↑	↔	↑	\$215,128	↑	↑
Total Properties Currently for Sale (Inventory)	294	↓		↓				
September Number of Properties Sold	120	↓		↓		1,302	↑	
September Average Days on Market (Solds)	32	↑	↑	↑	↓	37	↓	↓
Asking Price per Square Foot (based on New Listings)	\$171	↑	↑	↑	↑	\$169	↑	↑
September Sold Price per Square Foot	\$164	↑	↑	↑	↑	\$152	↑	↑
September Month's Supply of Inventory	2.5	↑	↑	↑	↑	2.0	↓	↓
September Sale Price vs List Price Ratio	97.2%	↑	↑	↑	↑	96.0%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

## Property Sales

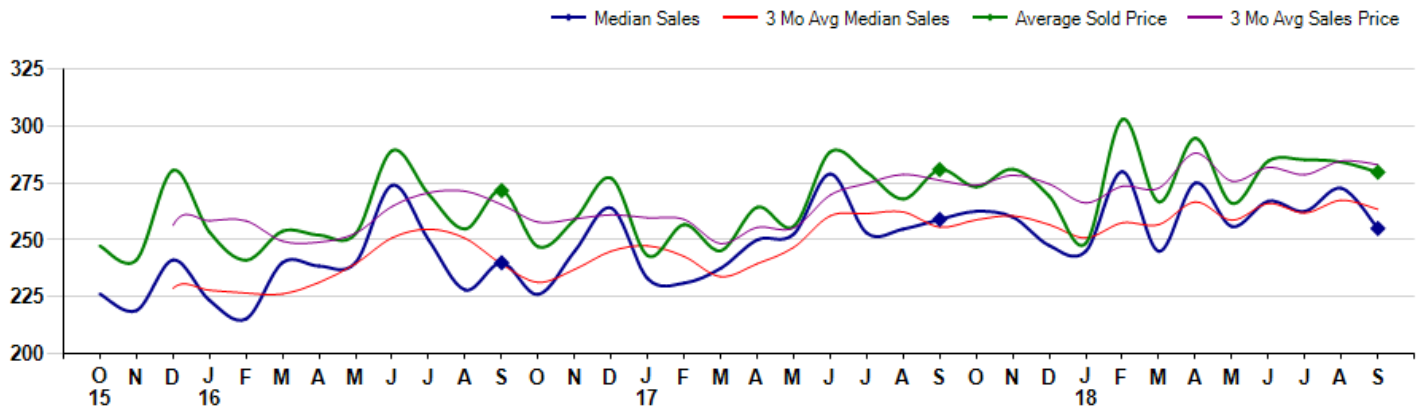
September Property sales were 120, down -14.9% from 141 in September of 2017 and -44.4% lower than the 216 sales last month. September 2018 sales were at their lowest level compared to September of 2017 and 2016. September YTD sales of 1,302 are running 5.8% ahead of last year's year-to-date sales of 1,231.



## Prices

The Median Sales Price in September was \$255,000, down -1.5% from \$259,000 in September of 2017 and down -6.5% from \$272,700 last month. The Average Sales Price in September was \$279,742, down -0.4% from \$280,860 in September of 2017 and down -1.6% from \$284,174 last month. September 2018 ASP was at a mid range compared to September of 2017 and 2016.

Median means Middle (the same # of properties sold above and below Median) (000's)



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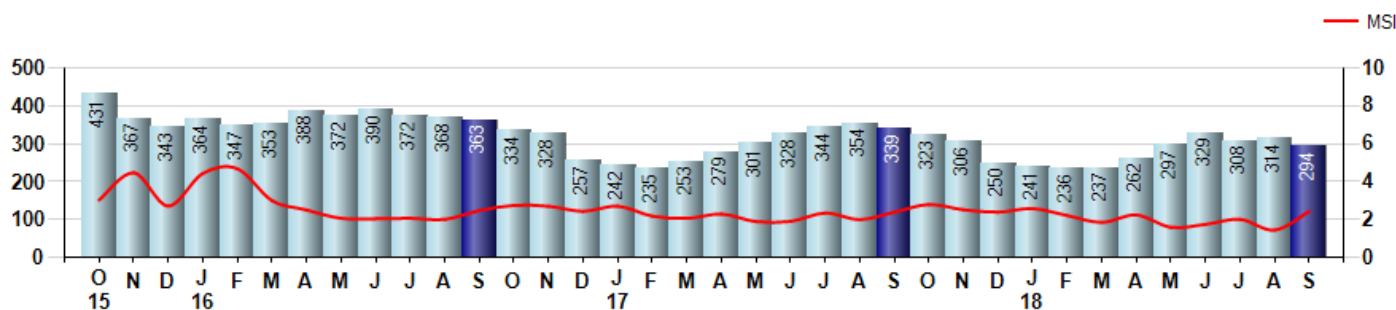
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 294, down -6.4% from 314 last month and down -13.3% from 339 in September of last year. September 2018 Inventory was at the lowest level compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 2.5 months was at a mid range compared with September of 2017 and 2016.

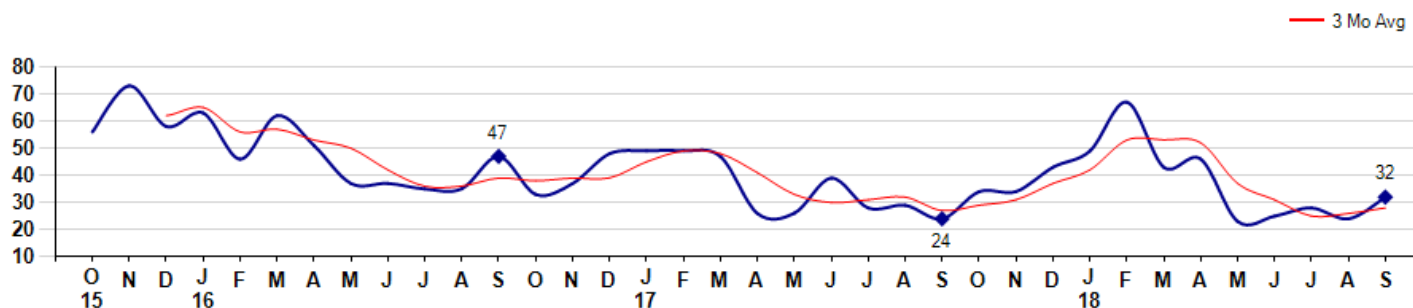
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for September was 32, up 33.3% from 24 days last month and up 33.3% from 24 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

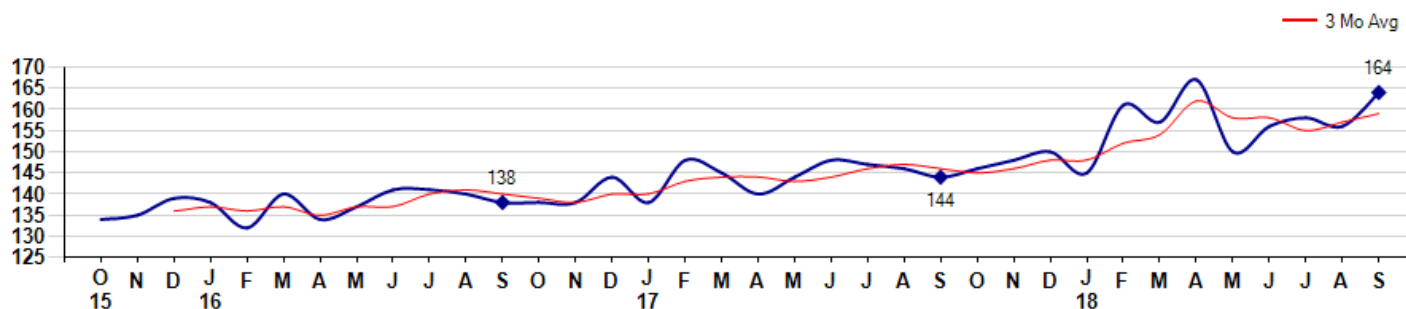
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The September 2018 Selling Price per Square Foot of \$164 was up 5.1% from \$156 last month and up 13.9% from \$144 in September of last year.

Average Selling Price per Square Foot for properties that sold during the month



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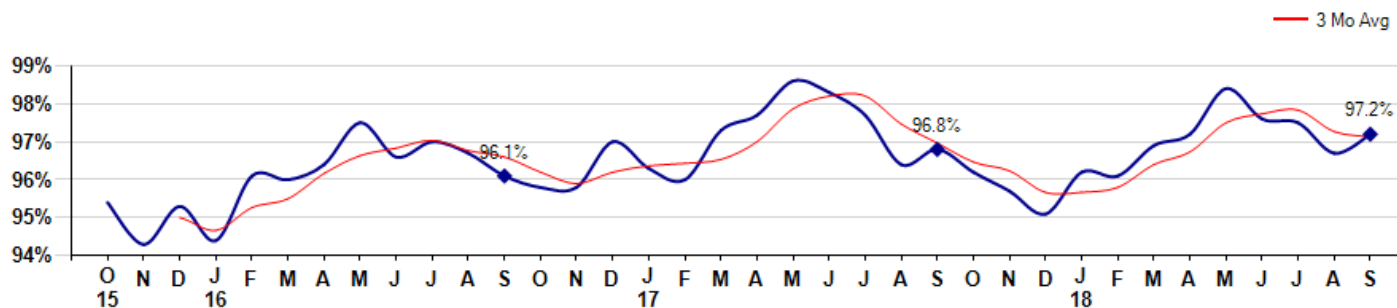


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2018 Selling Price vs List Price of 97.2% was up from 96.7% last month and up from 96.8% in September of last year.

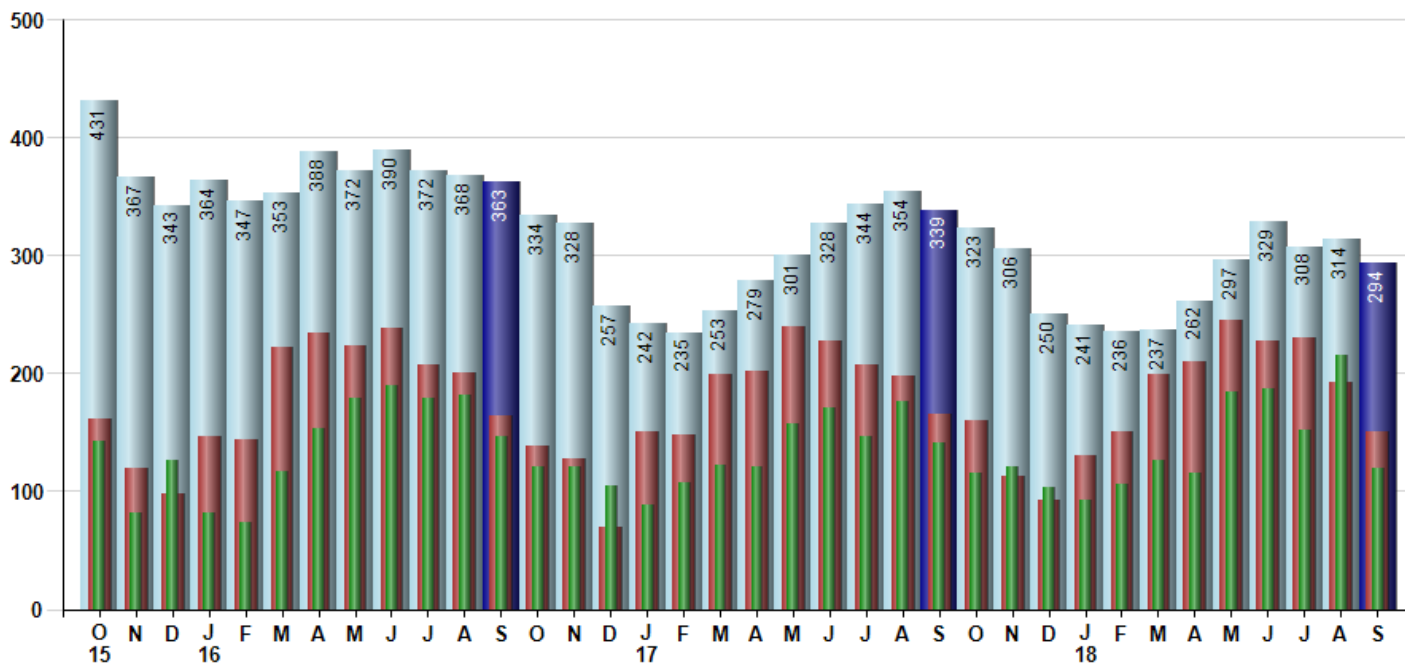
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in September 2018 was 151, down -21.8% from 193 last month and down -9.0% from 166 in September of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

September 2018

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	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Homes Sold	142	82	126	82	74	117	154	179	190	179	182	146	121	121	105	89	107	122	121	158	171	146	176	141	115	121	104	93	106	127	116	185	187	152	216	120
3 Mo. Roll Avg			117	97	94	91	115	150	174	183	184	169	150	129	116	105	100	106	117	134	150	158	164	154	144	126	113	106	101	109	116	143	163	175	185	163

	(000's) O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Median Sale Price	226	219	241	223	215	240	239	240	274	250	228	240	226	245	264	233	231	238	250	253	279	253	255	259	263	260	248	245	280	245	275	256	267	263	273	255
3 Mo. Roll Avg			229	228	227	226	231	240	251	255	251	239	231	237	245	247	243	234	240	247	261	262	262	256	259	261	257	251	258	257	267	259	266	262	267	263

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Inventory	431	367	343	364	347	353	388	372	390	372	368	363	334	328	257	242	235	253	279	301	328	344	354	339	323	306	250	241	236	237	262	297	329	308	314	294
MSI	3	4	3	4	5	3	3	2	2	2	2	2	3	3	2	3	2	2	2	2	2	2	2	2	3	3	2	3	2	2	2	2	2	2	1	2

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Days On Market	56	73	58	63	46	62	51	37	37	35	35	47	33	37	48	49	49	47	26	26	39	28	29	24	34	34	43	49	67	43	46	23	25	28	24	32
3 Mo. Roll Avg			62	65	56	57	53	50	42	36	36	39	38	39	39	45	49	48	41	33	30	31	32	27	29	31	37	42	53	53	52	37	31	25	26	28

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Price per Sq Ft	134	135	139	138	132	140	134	137	141	141	140	138	138	138	144	138	148	145	140	144	148	147	146	144	146	148	150	145	161	157	167	150	156	158	156	164
3 Mo. Roll Avg			136	137	136	137	135	137	137	140	141	140	139	138	140	140	143	144	144	143	144	146	147	146	145	146	148	148	152	154	162	158	158	155	157	159

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Sale to List Price	0.954	0.943	0.953	0.944	0.961	0.960	0.964	0.975	0.966	0.970	0.967	0.961	0.958	0.958	0.970	0.963	0.960	0.973	0.977	0.986	0.983	0.977	0.964	0.968	0.962	0.957	0.951	0.962	0.961	0.969	0.972	0.984	0.976	0.975	0.967	0.972
3 Mo. Roll Avg			0.950	0.947	0.953	0.955	0.962	0.966	0.968	0.970	0.968	0.966	0.962	0.959	0.962	0.964	0.964	0.965	0.970	0.979	0.982	0.982	0.975	0.970	0.965	0.962	0.957	0.957	0.958	0.964	0.967	0.975	0.977	0.978	0.973	0.971

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
New Listings	162	119	98	147	144	222	235	224	239	207	201	164	139	128	69	150	148	199	202	240	227	208	198	166	160	113	92	131	150	199	210	245	228	230	193	151
Inventory	431	367	343	364	347	353	388	372	390	372	368	363	334	328	257	242	235	253	279	301	328	344	354	339	323	306	250	241	236	237	262	297	329	308	314	294
Sales	142	82	126	82	74	117	154	179	190	179	182	146	121	121	105	89	107	122	121	158	171	146	176	141	115	121	104	93	106	127	116	185	187	152	216	120

	(000's) O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Avg Sale Price	247	241	281	253	241	254	252	253	289	270	255	272	247	259	277	243	257	245	264	256	289	280	268	281	273	281	269	248	303	267	295	266	285	285	284	280
3 Mo. Roll Avg			256	258	258	249	249	253	265	271	271	266	258	259	261	260	259	248	255	255	270	275	279	276	274	278	274	266	274	273	288	276	282	279	285	283

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