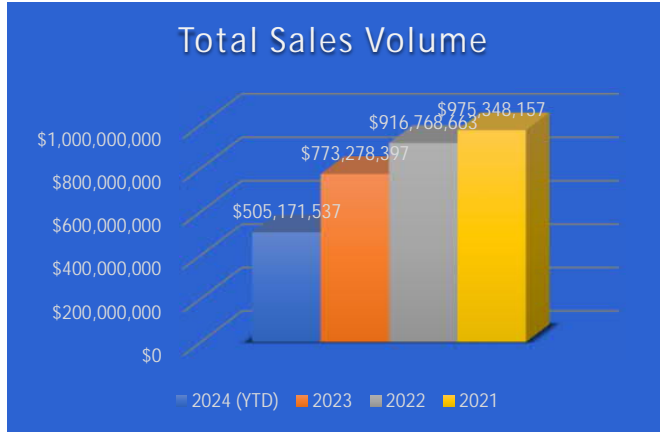
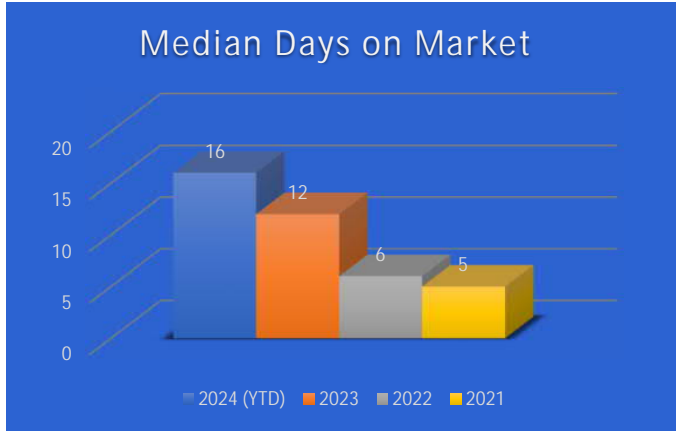


## Black Hills Association of Realtors MLS - Residential Sale Trends

| 2024 (YTD)                         |           |               | 2023                         |           |               |
|------------------------------------|-----------|---------------|------------------------------|-----------|---------------|
| 2024 (YTD) List Prices             |           |               | 2023 List Prices             |           |               |
| Average                            | Median    | List Volume   | Average                      | Median    | List Volume   |
| \$419,283                          | \$349,999 | \$519,073,367 | \$394,919                    | \$348,000 | \$787,074,221 |
| 2024 (YTD) Sale Prices             |           |               | 2023 Sale Prices             |           |               |
| Average                            | Median    | Sales Volume  | Average                      | Median    | Sales Volume  |
| \$407,725                          | \$349,900 | \$505,171,537 | \$387,997                    | \$342,000 | \$773,278,397 |
| 2024 (YTD) List Price Differential |           |               | 2023 List Price Differential |           |               |
| Average                            | Median    | Total Price   | Average                      | Median    | Total Price   |
| -3%                                | 0%        | -3%           | -2%                          | -2%       | -2%           |
| 2024 (YTD) Sale Price Change %     |           |               | 2023 Sale Price Change %     |           |               |
| Average                            | Median    | Total Price   | Average                      | Median    | Total Price   |
| 5%                                 | 2%        | -35%          | 1%                           | 1%        | -16%          |
| 2024 (YTD) Sale Stats              |           |               | 2023 Sale Stats              |           |               |
| Quantity                           | Avg. DOM  | Median DOM    | Quantity                     | Avg. DOM  | Median DOM    |
| 1239                               | 39        | 16            | 1993                         | 35        | 12            |
| 2022                               |           |               | 2021                         |           |               |
| 2022 List Prices                   |           |               | 2021 List Prices             |           |               |
| Average                            | Median    | List Volume   | Average                      | Median    | List Volume   |
| \$386,160                          | \$331,000 | \$920,219,424 | \$331,707                    | \$285,000 | \$971,239,396 |
| 2022 Sale Prices                   |           |               | 2021 Sale Prices             |           |               |
| Average                            | Median    | Sales Volume  | Average                      | Median    | Sales Volume  |
| \$384,711                          | \$338,000 | \$916,768,663 | \$333,110                    | \$290,000 | \$975,348,157 |
| 2022 List Price Differential       |           |               | 2021 List Price Differential |           |               |
| Average                            | Median    | Total Price   | Average                      | Median    | Total Price   |
| 0%                                 | 2%        | 0%            | 0%                           | 2%        | 0%            |
| 2022 Sale Price Change %           |           |               | 2021 Sale Price Change %     |           |               |
| Average                            | Median    | Total Price   | Average                      | Median    | Total Price   |
| 15%                                | 17%       | -6%           | 16%                          | 16%       | 15%           |
| 2022 Sale Stats                    |           |               | 2021 Sale Stats              |           |               |
| Quantity                           | Avg. DOM  | Median DOM    | Quantity                     | Avg. DOM  | Median DOM    |
| 2383                               | 22        | 6             | 2928                         | 21        | 5             |



2024 (YTD) sales indicate a change in year-over-year average sale price of 5%. The change in year-over-year median sale price is 2%. The median annual percentage change in sale price over the last four years is 9% per year. The total sales volume in 2023 was \$773,278,397 compared to the previous year's total sales volume of \$916,768,663. The 2024 (YTD) quantity of residential sales equals 1239. The quantity of sales in 2023 equaled 1993. Median days on market have ranged from 5 days to 9 days, based on the MLS data. Please note that current year statistics are incomplete.