

Housing Supply Overview



July 2011

Not all segments are created equal. Market activity can vary greatly from one property type or price range to the next. For the 12-month period spanning August 2010 through July 2011, Pending Sales in the Sioux Falls region were down 15.8 percent from the same period a year prior. The smallest decline occurred in the \$300,001 and Above range, where they decreased 0.9 percent to 210 units.

The overall Median Sales Price was up 1.9 percent to \$142,600. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 3.2 percent to \$134,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 89 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 125 days.

Market-wide, inventory levels were down 6.1 percent. The property type that lost the least inventory was the Townhouse-Condo segment, where it decreased 4.4 percent. That amounts to 9.3 months supply for Single-Family homes and 11.2 months supply for Townhouse-Condos.

Quick Facts

- 0.9%

- 13.3%

- 7.7%

Price Range With the
Strongest Sales:
\$300,001 and Above

Construction Status With
Strongest Sales:
Previously Owned

Property Type With
Strongest Sales:
**Condo-Townhouse
Attached**

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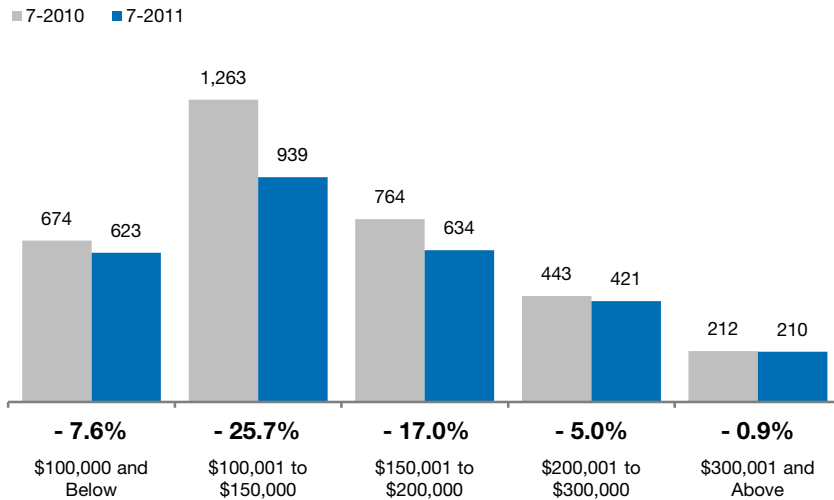


Pending Sales

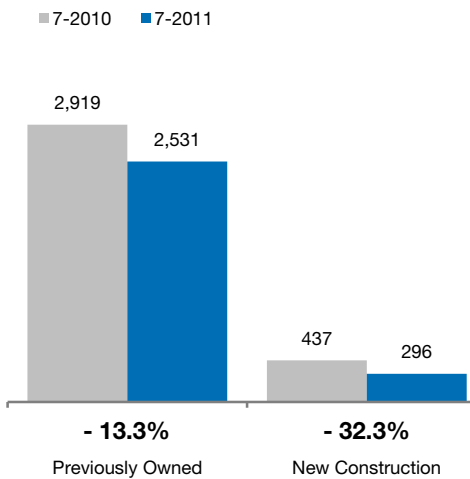
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



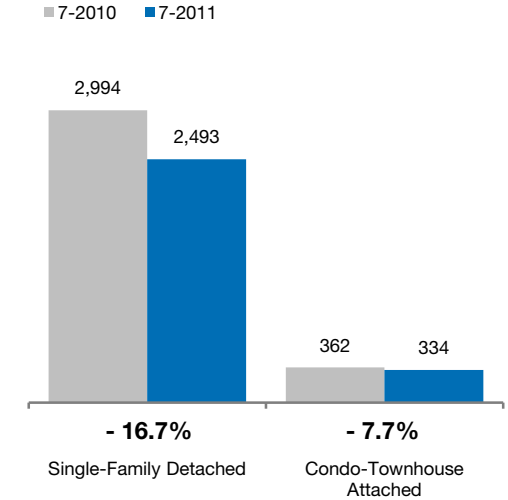
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	7-2010	7-2011	Change
\$100,000 and Below	674	623	- 7.6%
\$100,001 to \$150,000	1,263	939	- 25.7%
\$150,001 to \$200,000	764	634	- 17.0%
\$200,001 to \$300,000	443	421	- 5.0%
\$300,001 and Above	212	210	- 0.9%
All Price Ranges	3,356	2,827	- 15.8%

Single-Family Detached

7-2010	7-2011	Change
613	560	- 8.6%
1,090	779	- 28.5%
698	573	- 17.9%
393	380	- 3.3%
200	201	+ 0.5%
2,994	2,493	- 16.7%

Condo-Townhouse Attached

7-2010	7-2011	Change
61	63	+ 3.3%
173	160	- 7.5%
66	61	- 7.6%
50	41	- 18.0%
12	9	- 25.0%
362	334	- 7.7%

By Construction Status

7-2010	7-2011	Change
2,919	2,531	- 13.3%
437	296	- 32.3%
3,356	2,827	- 15.8%

Single-Family Detached

7-2010	7-2011	Change
2,680	2,341	- 12.6%
314	152	- 51.6%
2,994	2,493	- 16.7%

Condo-Townhouse Attached

7-2010	7-2011	Change
239	190	- 20.5%
123	144	+ 17.1%
362	334	- 7.7%

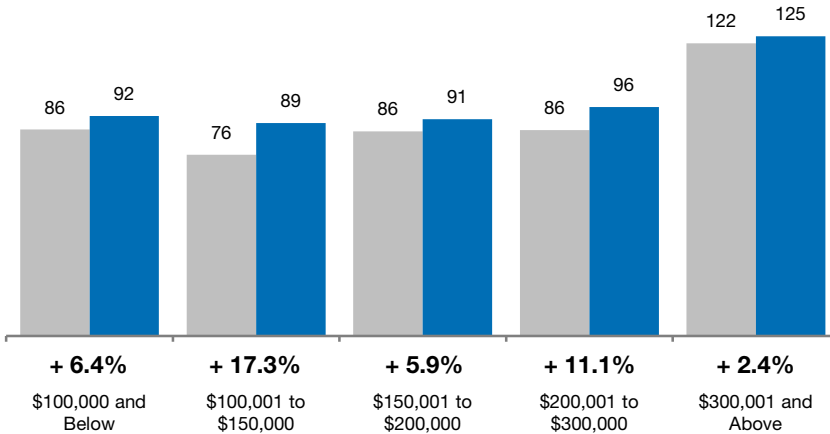
Days on Market Until Sale

Average number of days between when a property is first listed and when an offer is accepted. **Based on a rolling 12-month average.**



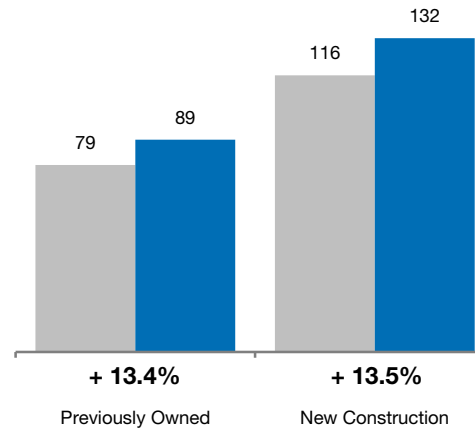
By Price Range

■ 7-2010 ■ 7-2011



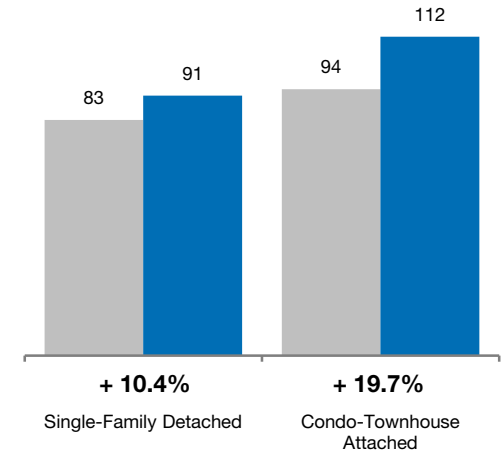
By Construction Status

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	86	92	+ 6.4%
\$100,001 to \$150,000	76	89	+ 17.3%
\$150,001 to \$200,000	86	91	+ 5.9%
\$200,001 to \$300,000	86	96	+ 11.1%
\$300,001 and Above	122	125	+ 2.4%
All Price Ranges	84	94	+ 11.5%

Single-Family Detached

	7-2010	7-2011	Change
\$100,000 and Below	84	88	+ 4.2%
\$100,001 to \$150,000	75	87	+ 15.6%
\$150,001 to \$200,000	84	90	+ 7.7%
\$200,001 to \$300,000	81	89	+ 9.9%
\$300,001 and Above	125	126	+ 1.0%
All Price Ranges	83	91	+ 10.4%

Condo-Townhouse Attached

	7-2010	7-2011	Change
\$100,000 and Below	104	127	+ 22.8%
\$100,001 to \$150,000	80	100	+ 25.3%
\$150,001 to \$200,000	102	92	- 9.6%
\$200,001 to \$300,000	130	161	+ 23.5%
\$300,001 and Above	62	104	+ 66.9%
All Price Ranges	94	112	+ 19.7%

By Construction Status

	7-2010	7-2011	Change
Previously Owned	79	89	+ 13.4%
New Construction	116	132	+ 13.5%
All Construction Statuses	84	94	+ 11.5%

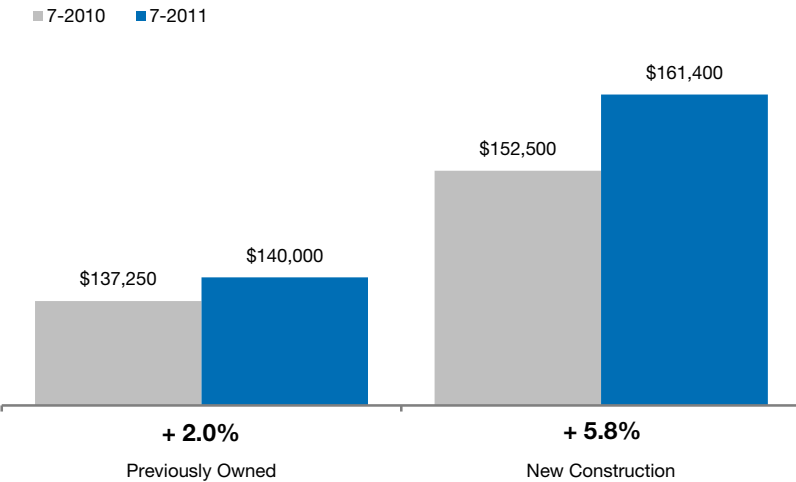
	7-2010	7-2011	Change
Previously Owned	79	89	+ 12.7%
New Construction	115	131	+ 13.7%
All Construction Statuses	83	91	+ 10.4%

Median Sales Price

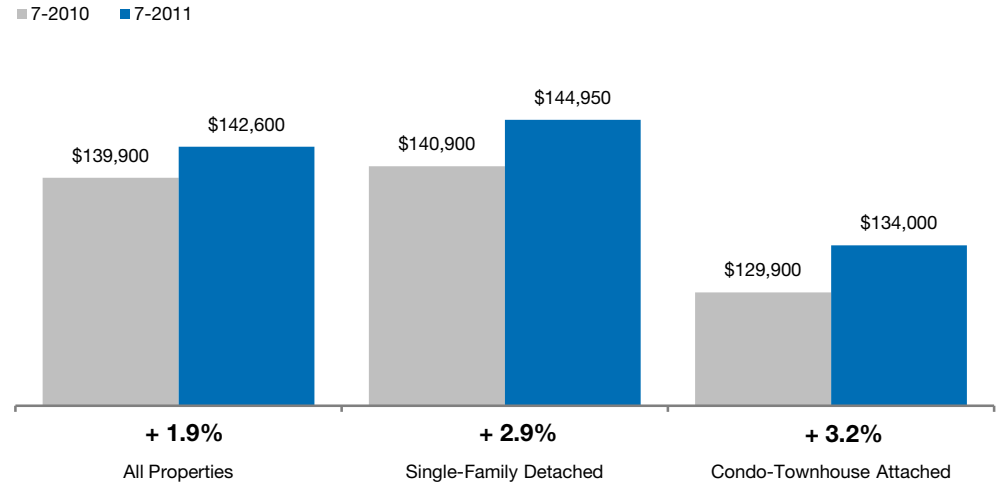
Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**



By Construction Status



By Property Type



By Construction Status	All Properties			Single-Family Detached			Condo-Townhouse Attached		
	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
Previously Owned	\$137,250	\$140,000	+ 2.0%	\$138,400	\$142,500	+ 3.0%	\$129,900	\$129,900	0.0%
New Construction	\$152,500	\$161,400	+ 5.8%	\$162,900	\$194,550	+ 19.4%	\$129,900	\$137,200	+ 5.6%
All Construction Statuses	\$139,900	\$142,600	+ 1.9%	\$140,900	\$144,950	+ 2.9%	\$129,900	\$134,000	+ 3.2%

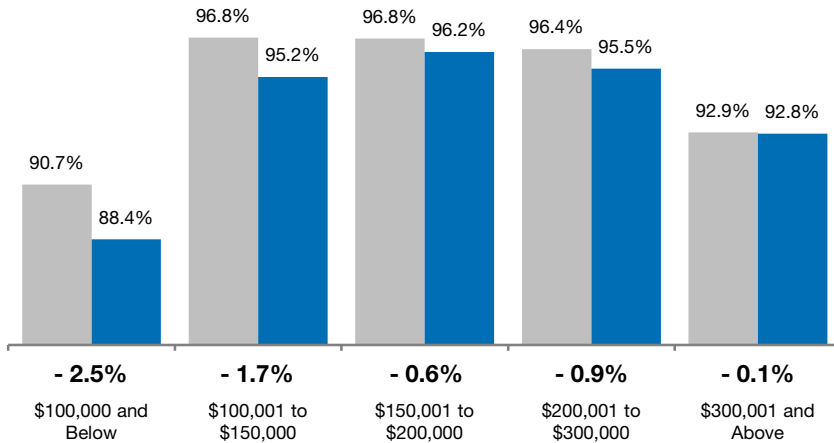
Percent of Original List Price Received



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

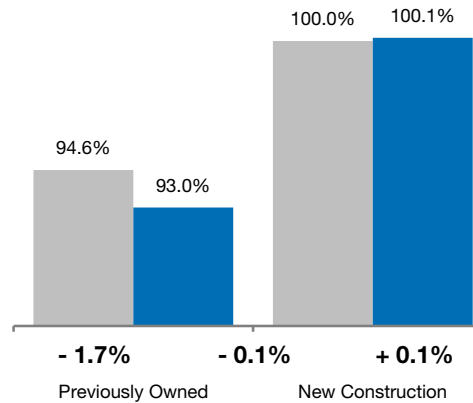
By Price Range

■ 7-2010 ■ 7-2011



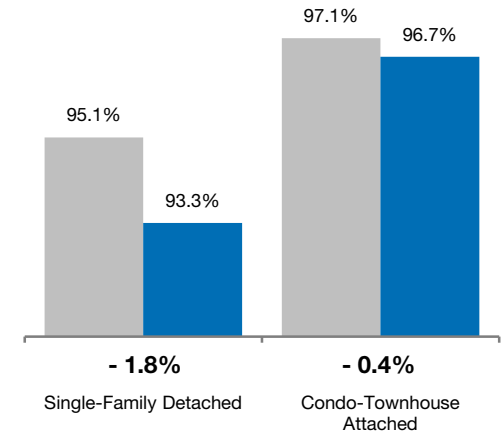
By Construction Status

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	90.7%	88.4%	-2.5%
\$100,001 to \$150,000	96.8%	95.2%	-1.7%
\$150,001 to \$200,000	96.8%	96.2%	-0.6%
\$200,001 to \$300,000	96.4%	95.5%	-0.9%
\$300,001 and Above	92.9%	92.8%	-0.1%
All Price Ranges	95.3%	93.7%	-1.7%

Single-Family Detached

	7-2010	7-2011	Change
\$100,000 and Below	90.2%	87.9%	-2.6%
\$100,001 to \$150,000	96.7%	94.9%	-1.9%
\$150,001 to \$200,000	96.7%	95.9%	-0.8%
\$200,001 to \$300,000	96.3%	95.3%	-1.1%
\$300,001 and Above	92.9%	92.7%	-0.2%
All Price Ranges	95.1%	93.3%	-1.8%

Condo-Townhouse Attached

	7-2010	7-2011	Change
\$100,000 and Below	95.1%	93.4%	-1.8%
\$100,001 to \$150,000	97.8%	97.0%	-0.8%
\$150,001 to \$200,000	97.8%	99.5%	+1.8%
\$200,001 to \$300,000	96.8%	97.9%	+1.1%
\$300,001 and Above	93.5%	96.2%	+2.8%
All Price Ranges	97.1%	96.7%	-0.4%

By Construction Status

	7-2010	7-2011	Change
Previously Owned	94.6%	93.0%	-1.7%
New Construction	100.0%	100.1%	+0.1%
All Construction Statuses	95.3%	93.7%	-1.7%

	7-2010	7-2011	Change
Previously Owned	94.4%	92.9%	-1.7%
New Construction	100.2%	100.2%	-0.0%
All Construction Statuses	95.1%	93.3%	-1.8%

	7-2010	7-2011	Change
Single-Family Detached	95.8%	94.3%	-1.5%
Condo-Townhouse Attached	99.5%	100.0%	+0.6%
All Property Types	97.1%	96.7%	-0.4%

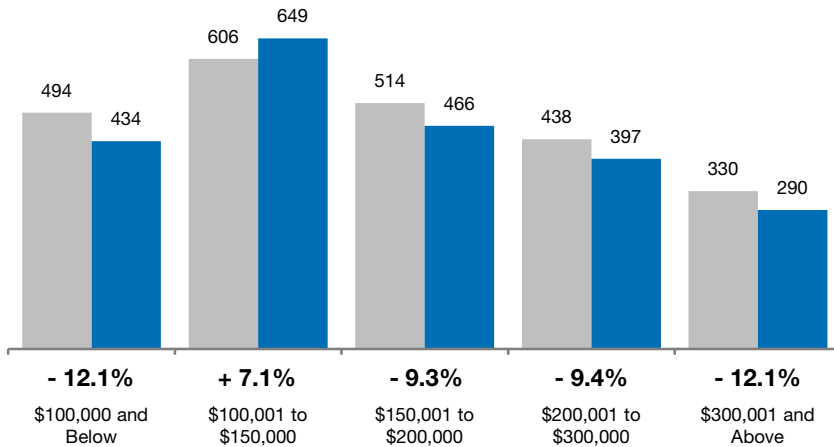
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



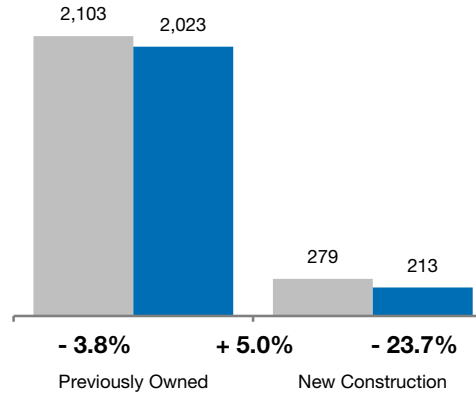
By Price Range

■ 7-2010 ■ 7-2011



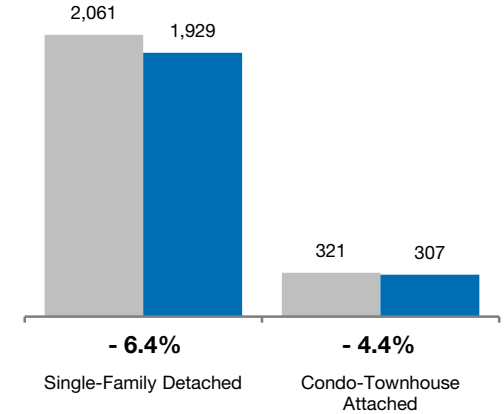
By Construction Status

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	494	434	- 12.1%
\$100,001 to \$150,000	606	649	+ 7.1%
\$150,001 to \$200,000	514	466	- 9.3%
\$200,001 to \$300,000	438	397	- 9.4%
\$300,001 and Above	330	290	- 12.1%
All Price Ranges	2,382	2,236	- 6.1%

Single-Family Detached

	7-2010	7-2011	Change
Single-Family Detached	440	375	- 14.8%
Condo-Townhouse Attached	486	523	+ 7.6%
Single-Family Detached	457	414	- 9.4%
Condo-Townhouse Attached	372	350	- 5.9%
Single-Family Detached	306	267	- 12.7%
Condo-Townhouse Attached	306	267	- 12.7%
All Price Ranges	2,061	1,929	- 6.4%

Condo-Townhouse Attached

	7-2010	7-2011	Change
Single-Family Detached	54	59	+ 9.3%
Condo-Townhouse Attached	120	126	+ 5.0%
Single-Family Detached	57	52	- 8.8%
Condo-Townhouse Attached	66	47	- 28.8%
Single-Family Detached	24	23	- 4.2%
Condo-Townhouse Attached	24	23	- 4.2%
All Price Ranges	321	307	- 4.4%

By Construction Status

	7-2010	7-2011	Change
Previously Owned	2,103	2,023	- 3.8%
New Construction	279	213	- 23.7%
All Construction Statuses	2,382	2,236	- 6.1%

	7-2010	7-2011	Change
Single-Family Detached	1,890	1,802	- 4.7%
Condo-Townhouse Attached	171	127	- 25.7%
All Price Ranges	2,061	1,929	- 6.4%

	7-2010	7-2011	Change
Single-Family Detached	213	221	+ 3.8%
Condo-Townhouse Attached	108	86	- 20.4%
All Price Ranges	321	307	- 4.4%

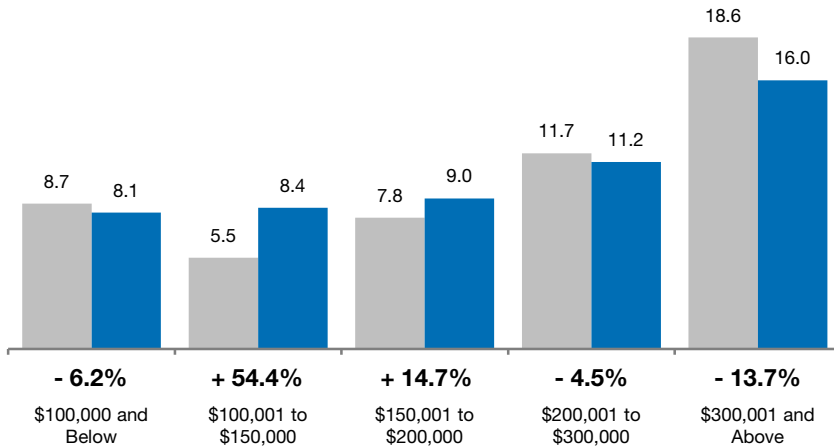
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.



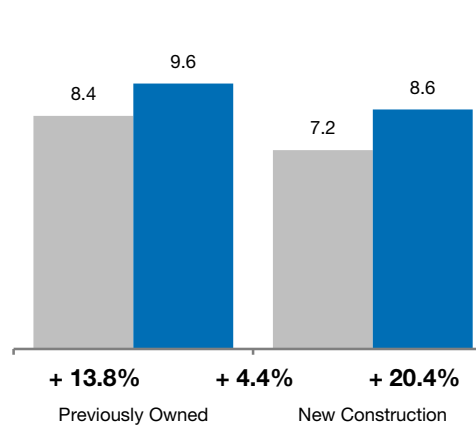
By Price Range

■ 7-2010 ■ 7-2011



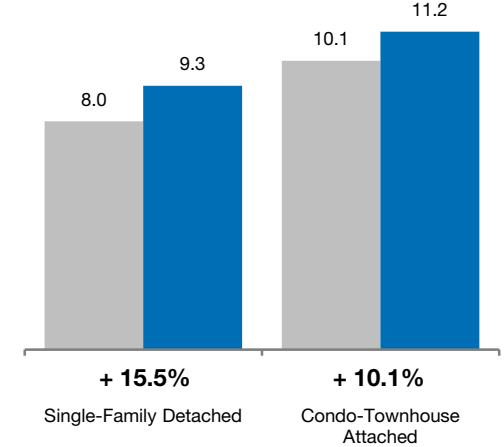
By Construction Status

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	8.7	8.1	- 6.2%
\$100,001 to \$150,000	5.5	8.4	+ 54.4%
\$150,001 to \$200,000	7.8	9.0	+ 14.7%
\$200,001 to \$300,000	11.7	11.2	- 4.5%
\$300,001 and Above	18.6	16.0	- 13.7%
All Price Ranges	8.2	9.5	+ 15.0%

Single-Family Detached

	7-2010	7-2011	Change
Single-Family Detached	8.6	7.8	- 9.3%
Condo-Townhouse Attached	5.1	8.2	+ 61.1%
Single-Family Detached	7.6	8.8	+ 17.0%
Condo-Townhouse Attached	11.2	10.9	- 3.0%
Single-Family Detached	18.4	15.4	- 16.1%
Condo-Townhouse Attached	16.6	17.9	+ 7.7%
All Property Types	8.0	9.3	+ 15.5%

Condo-Townhouse Attached

	7-2010	7-2011	Change
Single-Family Detached	9.7	11.6	+ 20.0%
Condo-Townhouse Attached	7.7	9.5	+ 23.5%
Single-Family Detached	11.2	9.5	- 15.0%
Condo-Townhouse Attached	14.0	13.8	- 1.5%
Single-Family Detached	16.6	17.9	+ 7.7%
Condo-Townhouse Attached	10.1	11.2	+ 10.1%

By Construction Status

	7-2010	7-2011	Change
Previously Owned	8.4	9.6	+ 13.8%
New Construction	7.2	8.6	+ 20.4%
All Construction Statuses	8.2	9.5	+ 15.0%

	7-2010	7-2011	Change
Single-Family Detached	8.2	9.2	+ 11.9%
Condo-Townhouse Attached	6.2	9.9	+ 60.6%
Single-Family Detached	9.7	7.3	- 24.9%
Condo-Townhouse Attached	10.4	14.1	+ 35.8%
Single-Family Detached	8.0	9.3	+ 15.5%
Condo-Townhouse Attached	10.1	11.2	+ 10.1%

	7-2010	7-2011	Change
Single-Family Detached	10.4	14.1	+ 35.8%
Condo-Townhouse Attached	9.7	7.3	- 24.9%
Single-Family Detached	10.1	11.2	+ 10.1%