

# Housing Supply Overview



## September 2012

The foliage isn't the only thing changing this time of year. For the 12-month period spanning October 2011 through September 2012, Pending Sales in the Sioux Falls region were up 15.3 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 31.0 percent.

The overall Median Sales Price was up 4.6 percent to \$147,500. The property type with the largest price gain was the Single-Family segment, where prices increased 3.7 percent to \$148,790. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 85 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 107 days.

Market-wide, inventory levels were down 15.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 14.8 percent. That amounts to 6.4 months supply for Single-Family homes and 7.3 months supply for Townhouse-Condos.

## Quick Facts

**+ 31.0%**

**+ 15.9%**

**+ 17.5%**

Price Range With the Strongest Sales:

**\$300,001 and Above**

Construction Status With Strongest Sales:

**Previously Owned**

Property Type With Strongest Sales:

**Single-Family Detached**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

[Click on desired metric to jump to that page.](#)

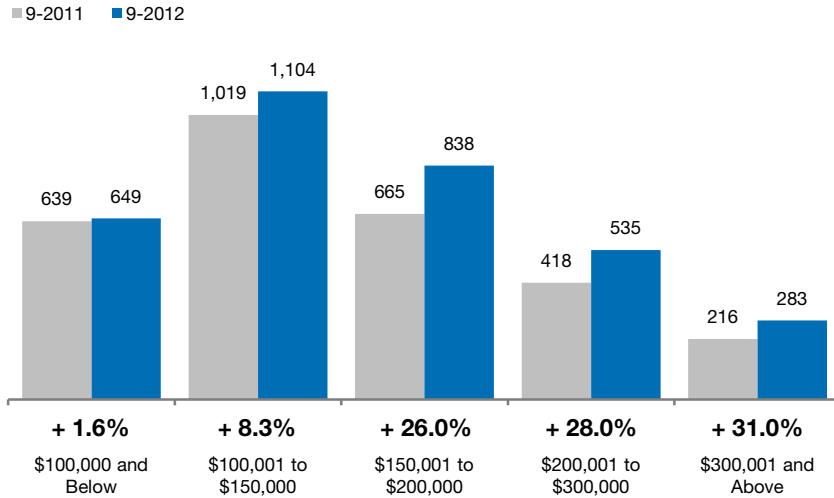


# Pending Sales

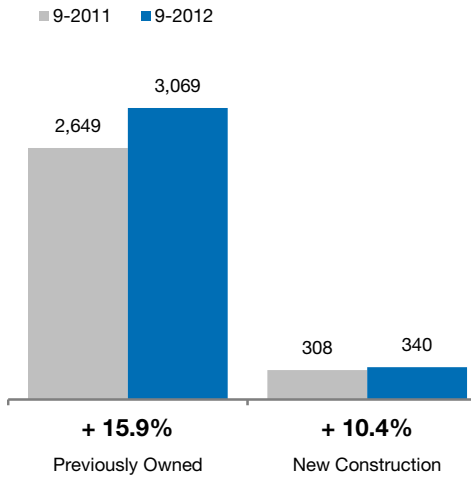
A count of properties on which offers have been accepted. **Based on a rolling 12-month total.**



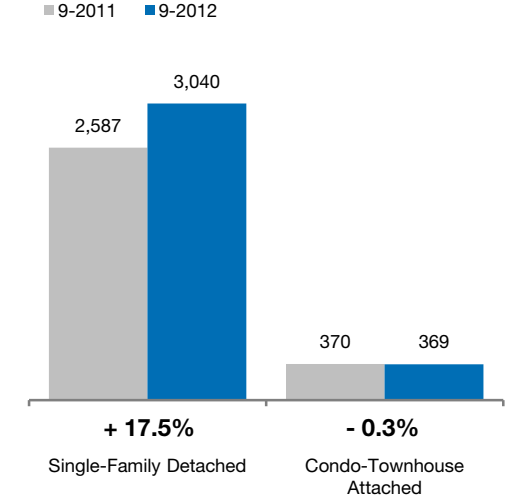
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	639	649	+ 1.6%
\$100,001 to \$150,000	1,019	1,104	+ 8.3%
\$150,001 to \$200,000	665	838	+ 26.0%
\$200,001 to \$300,000	418	535	+ 28.0%
\$300,001 and Above	216	283	+ 31.0%
<b>All Price Ranges</b>	<b>2,957</b>	<b>3,409</b>	<b>+ 15.3%</b>

### Single-Family Detached

9-2011	9-2012	Change
568	589	+ 3.7%
834	940	+ 12.7%
599	753	+ 25.7%
378	492	+ 30.2%
208	266	+ 27.9%
<b>2,587</b>	<b>3,040</b>	<b>+ 17.5%</b>

### Condo-Townhouse Attached

9-2011	9-2012	Change
71	60	- 15.5%
185	164	- 11.4%
66	85	+ 28.8%
40	43	+ 7.5%
8	17	+ 112.5%
<b>370</b>	<b>369</b>	<b>- 0.3%</b>

### By Construction Status

9-2011	9-2012	Change
2,649	3,069	+ 15.9%
308	340	+ 10.4%
<b>2,957</b>	<b>3,409</b>	<b>+ 15.3%</b>

9-2011	9-2012	Change
2,434	2,819	+ 15.8%
153	221	+ 44.4%
<b>2,587</b>	<b>3,040</b>	<b>+ 17.5%</b>

9-2011	9-2012	Change
215	250	+ 16.3%
155	119	- 23.2%
<b>370</b>	<b>369</b>	<b>- 0.3%</b>

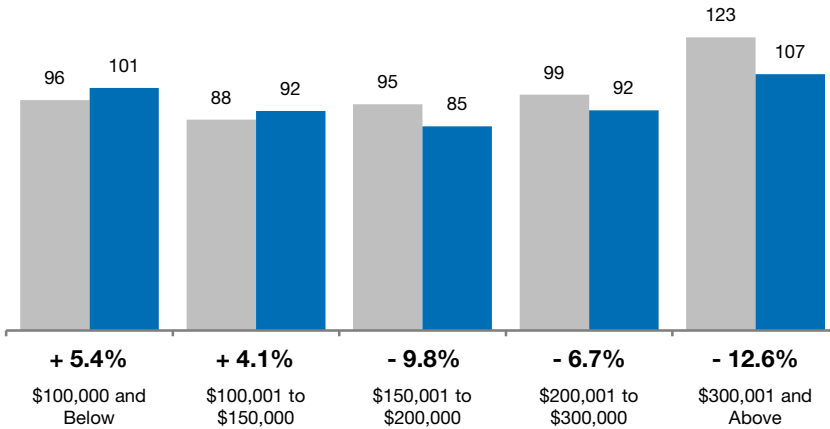
# Days on Market Until Sale

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



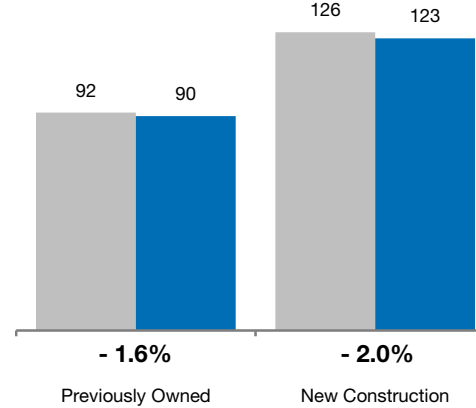
## By Price Range

■ 9-2011 ■ 9-2012



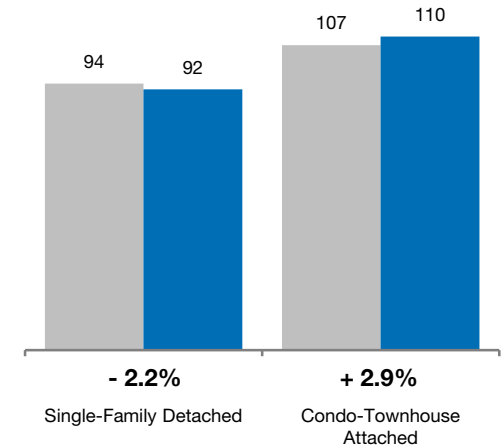
## By Construction Status

■ 9-2011 ■ 9-2012



## By Property Type

■ 9-2011 ■ 9-2012



### All Properties

#### By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	96	101	+ 5.4%
\$100,001 to \$150,000	88	92	+ 4.1%
\$150,001 to \$200,000	95	85	- 9.8%
\$200,001 to \$300,000	99	92	- 6.7%
\$300,001 and Above	123	107	- 12.6%
<b>All Price Ranges</b>	<b>95</b>	<b>94</b>	<b>- 1.8%</b>

### Single-Family Detached

	9-2011	9-2012	Change
\$100,000 and Below	93	98	+ 5.9%
\$100,001 to \$150,000	87	89	+ 2.2%
\$150,001 to \$200,000	95	85	- 10.8%
\$200,001 to \$300,000	93	91	- 2.9%
\$300,001 and Above	123	106	- 13.3%
<b>All Price Ranges</b>	<b>94</b>	<b>92</b>	<b>- 2.2%</b>

### Condo-Townhouse Attached

	9-2011	9-2012	Change
\$100,000 and Below	126	134	+ 6.3%
\$100,001 to \$150,000	94	110	+ 16.6%
\$150,001 to \$200,000	93	92	- 1.1%
\$200,001 to \$300,000	153	107	- 30.4%
\$300,001 and Above	120	121	+ 0.7%
<b>All Price Ranges</b>	<b>107</b>	<b>110</b>	<b>+ 2.9%</b>

#### By Construction Status

	9-2011	9-2012	Change
Previously Owned	92	90	- 1.6%
New Construction	126	123	- 2.0%
<b>All Construction Statuses</b>	<b>95</b>	<b>94</b>	<b>- 1.8%</b>

	9-2011	9-2012	Change
Previously Owned	91	89	- 2.3%
New Construction	133	124	- 6.3%
<b>All Construction Statuses</b>	<b>94</b>	<b>92</b>	<b>- 2.2%</b>

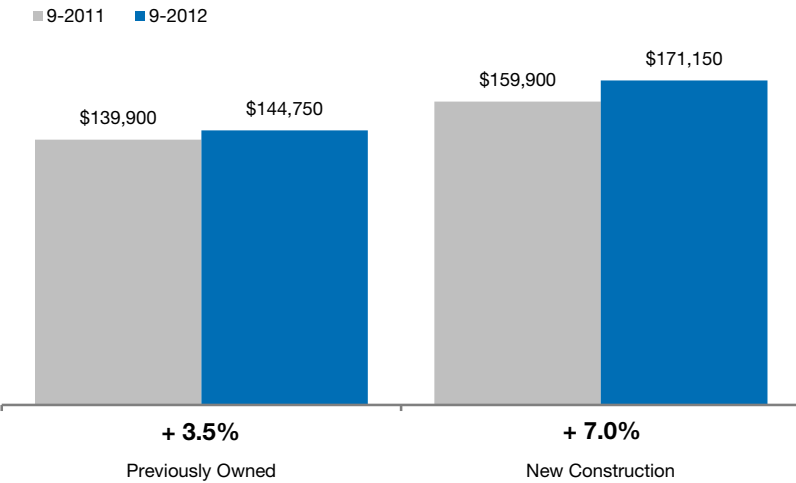
	9-2011	9-2012	Change
Single-Family Detached	99	105	+ 6.0%
Condo-Townhouse Attached	119	121	+ 2.0%
<b>All Property Types</b>	<b>107</b>	<b>110</b>	<b>+ 2.9%</b>

# Median Sales Price

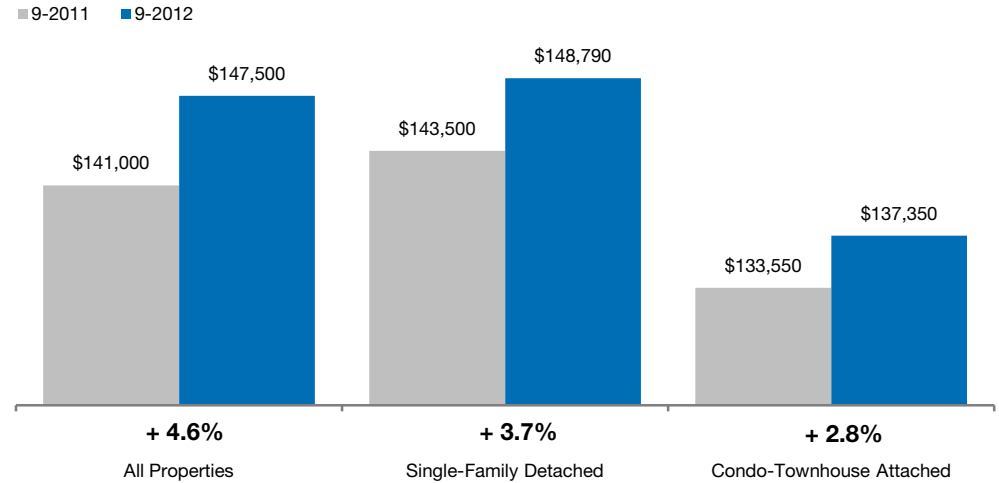
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



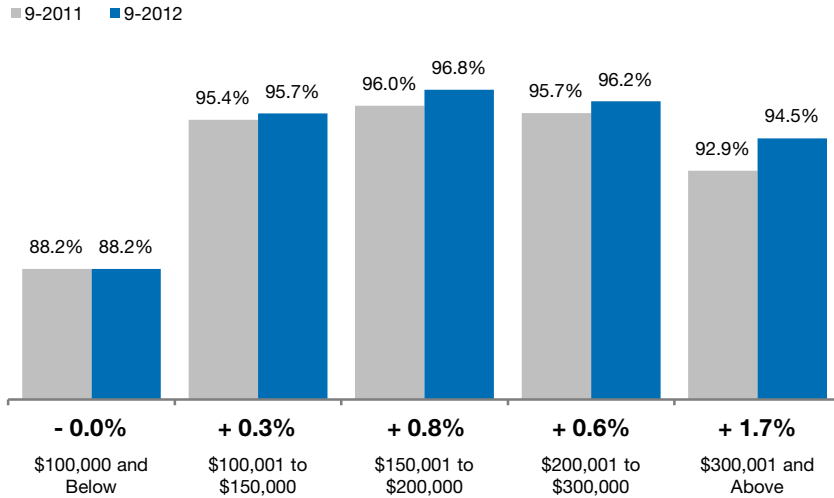
By Construction Status	All Properties			Single-Family Detached			Condo-Townhouse Attached		
	9-2011	9-2012	Change	9-2011	9-2012	Change	9-2011	9-2012	Change
Previously Owned	\$139,900	\$144,750	+ 3.5%	\$141,000	\$145,500	+ 3.2%	\$128,500	\$123,000	- 4.3%
New Construction	\$159,900	\$171,150	+ 7.0%	\$193,800	\$182,427	- 5.9%	\$137,400	\$152,100	+ 10.7%
<b>All Construction Statuses</b>	<b>\$141,000</b>	<b>\$147,500</b>	<b>+ 4.6%</b>	<b>\$143,500</b>	<b>\$148,790</b>	<b>+ 3.7%</b>	<b>\$133,550</b>	<b>\$137,350</b>	<b>+ 2.8%</b>

# Percent of Original List Price Received

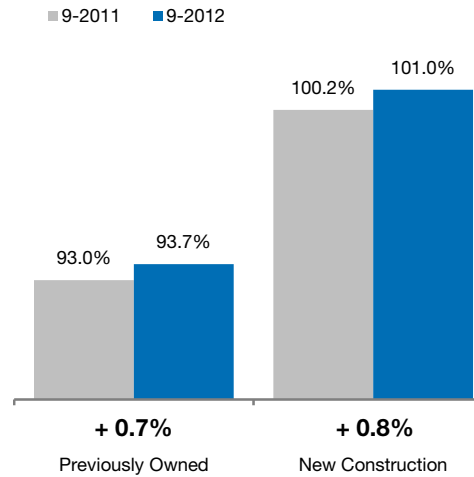
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



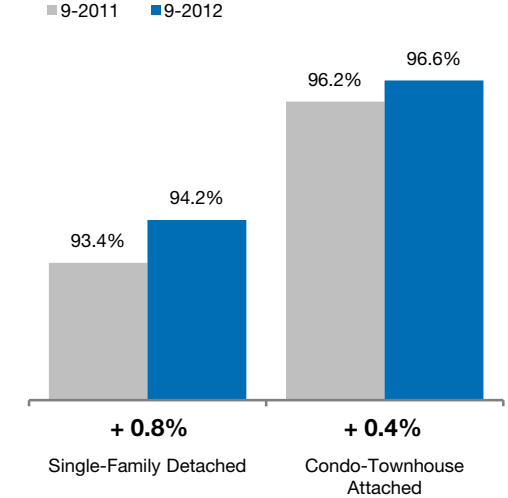
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	88.2%	88.2%	- 0.0%
\$100,001 to \$150,000	95.4%	95.7%	+ 0.3%
\$150,001 to \$200,000	96.0%	96.8%	+ 0.8%
\$200,001 to \$300,000	95.7%	96.2%	+ 0.6%
\$300,001 and Above	92.9%	94.5%	+ 1.7%
<b>All Price Ranges</b>	<b>93.8%</b>	<b>94.4%</b>	<b>+ 0.7%</b>

### Single-Family Detached

9-2011	9-2012	Change
87.7%	87.9%	+ 0.2%
95.0%	95.4%	+ 0.5%
95.8%	96.5%	+ 0.7%
95.5%	96.0%	+ 0.5%
92.8%	94.4%	+ 1.6%
<b>93.4%</b>	<b>94.2%</b>	<b>+ 0.8%</b>

### Condo-Townhouse Attached

9-2011	9-2012	Change
92.2%	91.0%	- 1.2%
97.1%	97.0%	- 0.1%
98.1%	99.1%	+ 1.0%
97.5%	98.6%	+ 1.2%
95.3%	96.6%	+ 1.4%
<b>96.2%</b>	<b>96.6%</b>	<b>+ 0.4%</b>

### By Construction Status

9-2011	9-2012	Change
93.0%	93.7%	+ 0.7%
100.2%	101.0%	+ 0.8%
<b>93.8%</b>	<b>94.4%</b>	<b>+ 0.7%</b>

9-2011	9-2012	Change
93.0%	93.6%	+ 0.7%
100.6%	101.0%	+ 0.4%
<b>93.4%</b>	<b>94.2%</b>	<b>+ 0.8%</b>

9-2011	9-2012	Change
93.7%	94.4%	+ 0.8%
99.8%	101.1%	+ 1.3%
<b>96.2%</b>	<b>96.6%</b>	<b>+ 0.4%</b>

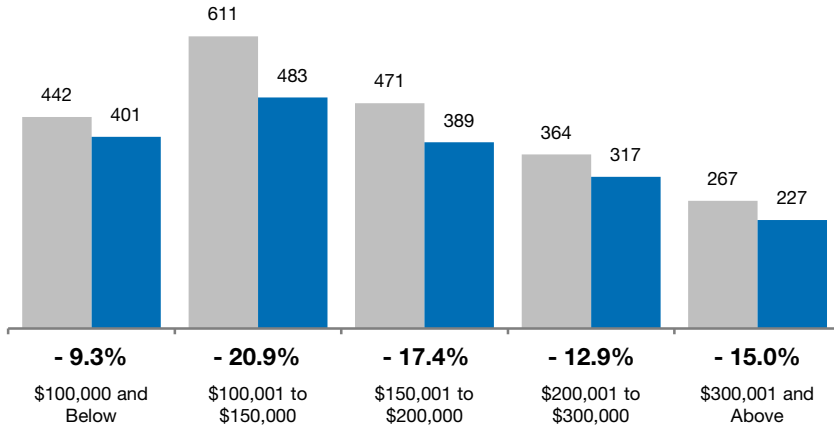
# Inventory of Homes for Sale

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



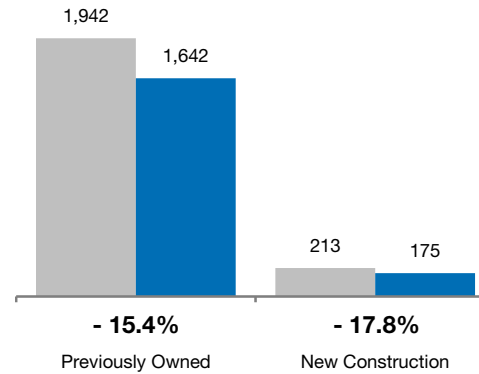
## By Price Range

■ 9-2011 ■ 9-2012



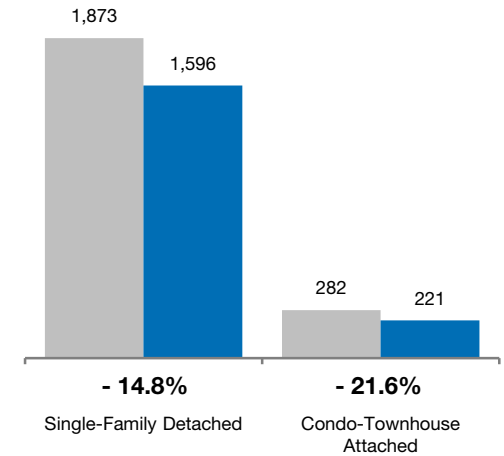
## By Construction Status

■ 9-2011 ■ 9-2012



## By Property Type

■ 9-2011 ■ 9-2012



### All Properties

#### By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	442	401	- 9.3%
\$100,001 to \$150,000	611	483	- 20.9%
\$150,001 to \$200,000	471	389	- 17.4%
\$200,001 to \$300,000	364	317	- 12.9%
\$300,001 and Above	267	227	- 15.0%
<b>All Price Ranges</b>	<b>2,155</b>	<b>1,817</b>	<b>- 15.7%</b>

### Single-Family Detached

	9-2011	9-2012	Change
Single-Family Detached	385	363	- 5.7%
Condo-Townhouse Attached	506	402	- 20.6%
Single-Family Detached	421	348	- 17.3%
Condo-Townhouse Attached	322	272	- 15.5%
Single-Family Detached	239	211	- 11.7%
Condo-Townhouse Attached	28	16	- 42.9%
<b>All Price Ranges</b>	<b>1,873</b>	<b>1,596</b>	<b>- 14.8%</b>

### Condo-Townhouse Attached

#### By Construction Status

	9-2011	9-2012	Change
Previously Owned	1,942	1,642	- 15.4%
New Construction	213	175	- 17.8%
<b>All Construction Statuses</b>	<b>2,155</b>	<b>1,817</b>	<b>- 15.7%</b>

	9-2011	9-2012	Change
Previously Owned	1,740	1,493	- 14.2%
New Construction	133	103	- 22.6%
<b>All Construction Statuses</b>	<b>1,873</b>	<b>1,596</b>	<b>- 14.8%</b>

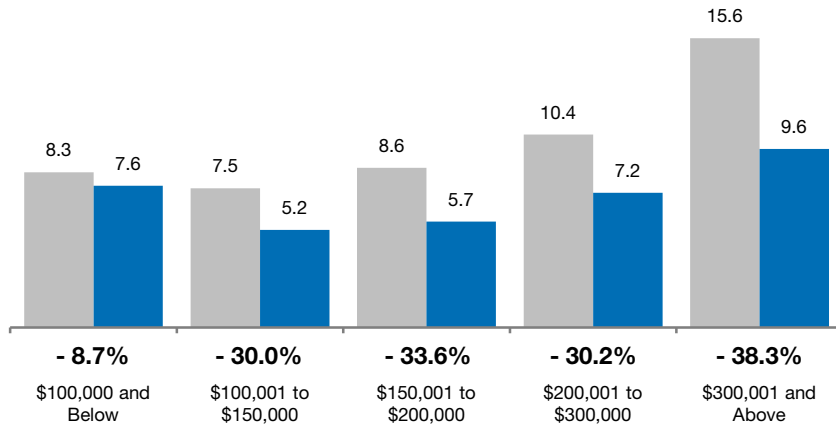
# Months Supply of Inventory

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.



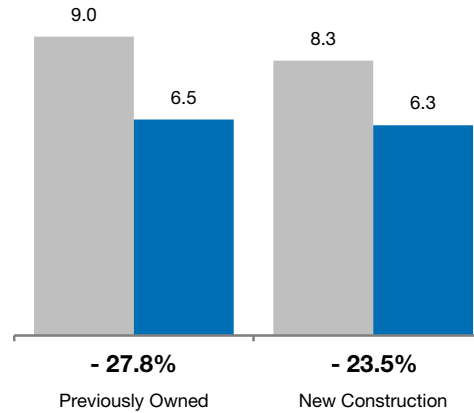
## By Price Range

■ 9-2011 ■ 9-2012



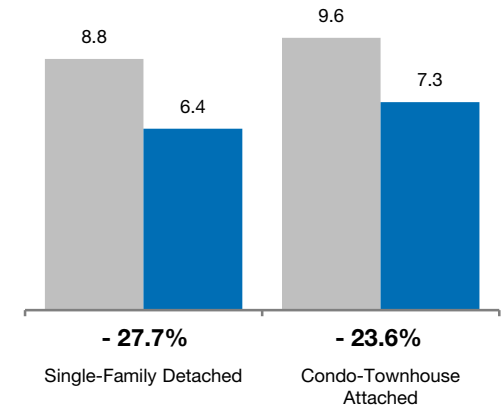
## By Construction Status

■ 9-2011 ■ 9-2012



## By Property Type

■ 9-2011 ■ 9-2012



### All Properties

#### By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	8.3	7.6	- 8.7%
\$100,001 to \$150,000	7.5	5.2	- 30.0%
\$150,001 to \$200,000	8.6	5.7	- 33.6%
\$200,001 to \$300,000	10.4	7.2	- 30.2%
\$300,001 and Above	15.6	9.6	- 38.3%
<b>All Price Ranges</b>	<b>8.9</b>	<b>6.5</b>	<b>- 27.3%</b>

### Single-Family Detached

	9-2011	9-2012	Change
\$100,000 and Below	8.1	7.6	- 5.4%
\$100,001 to \$150,000	7.5	5.2	- 31.4%
\$150,001 to \$200,000	8.5	5.6	- 34.5%
\$200,001 to \$300,000	10.1	6.7	- 33.8%
\$300,001 and Above	14.6	9.5	- 34.9%
<b>All Price Ranges</b>	<b>8.8</b>	<b>6.4</b>	<b>- 27.7%</b>

### Condo-Townhouse Attached

	9-2011	9-2012	Change
\$100,000 and Below	10.7	7.4	- 31.2%
\$100,001 to \$150,000	7.2	5.7	- 22.0%
\$150,001 to \$200,000	8.2	6.7	- 17.9%
\$200,001 to \$300,000	12.6	13.8	+ 9.9%
\$300,001 and Above	21.8	7.5	- 65.4%
<b>All Price Ranges</b>	<b>9.6</b>	<b>7.3</b>	<b>- 23.6%</b>

#### By Construction Status

	9-2011	9-2012	Change
Previously Owned	9.0	6.5	- 27.8%
New Construction	8.3	6.3	- 23.5%
<b>All Construction Statuses</b>	<b>8.9</b>	<b>6.5</b>	<b>- 27.3%</b>

	9-2011	9-2012	Change
Previously Owned	8.7	6.4	- 26.5%
New Construction	10.2	5.9	- 42.7%
<b>All Construction Statuses</b>	<b>8.8</b>	<b>6.4</b>	<b>- 27.7%</b>