

Monthly Indicators

August 2013

Strong demand for a limited supply of homes for sale has seemingly outweighed higher mortgage rates, at least for the time being. The idea that mortgage rates may rise further is likely spurring some of this demand. The dream of homeownership is very much intact, but buyers should be prepared with competitive offers, since every measure of market health is pointing upwards.

New Listings in the Sioux Falls region decreased 12.5 percent to 496. Pending Sales were down 11.5 percent to 347. Inventory levels shrank 10.7 percent to 1,752 units.

Prices got a lift. The Median Sales Price increased 6.7 percent to \$160,000. Days on Market was down 0.5 percent to 87 days. Absorption rates improved as Months Supply of Homes for Sale was down 28.0 percent to 5.2 months.

Eyes continue to fixate on the Federal Reserve and its policy inclinations related to stimulus tapering. Labor market growth is positive but still tepid. Things like gas prices, stock market shifts and global economics have a tendency to sway consumer sentiment. At the moment, U.S. housing continues to be a bright spot.

Quick Facts

+ 7.2%

+ 6.7%

- 10.7%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

| | |
|---|-----------|
| Market Overview | 2 |
| New Listings | 3 |
| Pending Sales | 4 |
| Closed Sales | 5 |
| Days On Market Until Sale | 6 |
| Median Sales Price | 7 |
| Average Sales Price | 8 |
| Percent of Original List Price Received | 9 |
| Housing Affordability Index | 10 |
| Inventory of Homes for Sale | 11 |
| Months Supply of Homes for Sale | 12 |
| Annual Review | 13 |

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

Market Overview

Key market metrics for the current month and year-to-date.



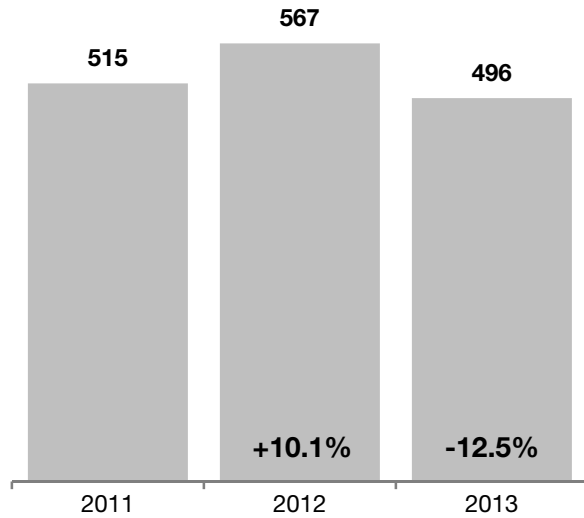
| Key Metrics | Historical Sparklines | 8-2012 | 8-2013 | + / - | YTD 2012 | YTD 2013 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 567 | 496 | - 12.5% | 4,241 | 4,357 | + 2.7% |
| Pending Sales | | 392 | 347 | - 11.5% | 2,486 | 2,874 | + 15.6% |
| Closed Sales | | 404 | 433 | + 7.2% | 2,345 | 2,837 | + 21.0% |
| Days on Market Until Sale | | 87 | 87 | - 0.5% | 93 | 85 | - 8.5% |
| Median Sales Price | | \$150,000 | \$160,000 | + 6.7% | \$149,175 | \$154,900 | + 3.8% |
| Average Sales Price | | \$174,412 | \$185,808 | + 6.5% | \$173,033 | \$175,657 | + 1.5% |
| Percent of Original List Price Received | | 95.4% | 96.8% | + 1.5% | 95.0% | 96.5% | + 1.6% |
| Housing Affordability Index | | 206 | 182 | - 11.5% | 207 | 187 | - 9.5% |
| Inventory of Homes for Sale | | 1,963 | 1,752 | - 10.7% | -- | -- | -- |
| Months Supply of Homes for Sale | | 7.2 | 5.2 | - 28.0% | -- | -- | -- |

New Listings

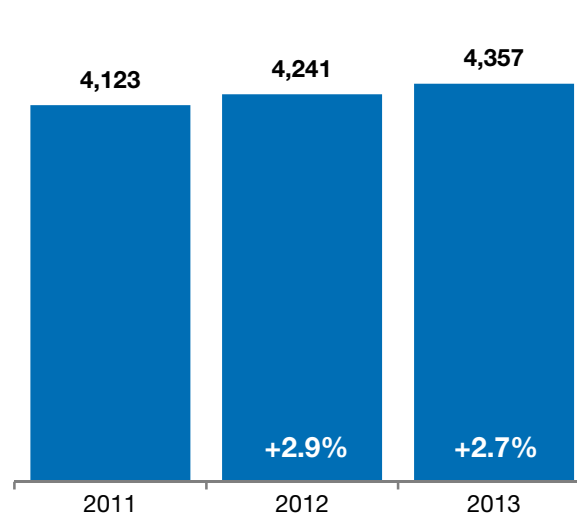
A count of the properties that have been newly listed on the market in a given month.



August

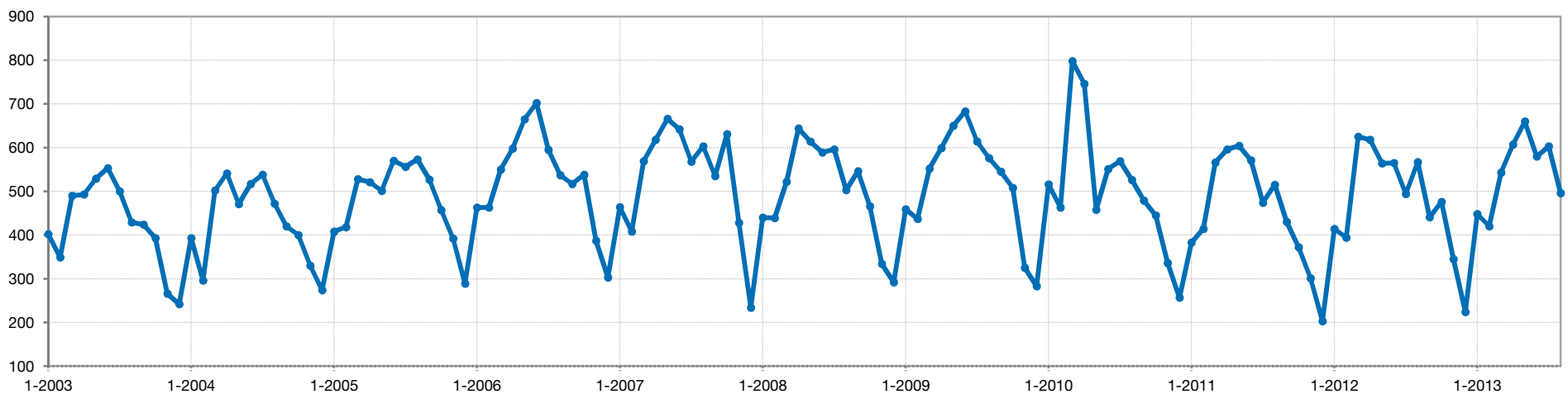


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| September | 430 | 441 | +2.6% |
| October | 372 | 476 | +28.0% |
| November | 301 | 345 | +14.6% |
| December | 203 | 224 | +10.3% |
| January | 414 | 448 | +8.2% |
| February | 394 | 420 | +6.6% |
| March | 625 | 543 | -13.1% |
| April | 618 | 607 | -1.8% |
| May | 564 | 660 | +17.0% |
| June | 565 | 580 | +2.7% |
| July | 494 | 603 | +22.1% |
| August | 567 | 496 | -12.5% |
| 12-Month Avg | 462 | 487 | +5.3% |

Historical New Listing Activity

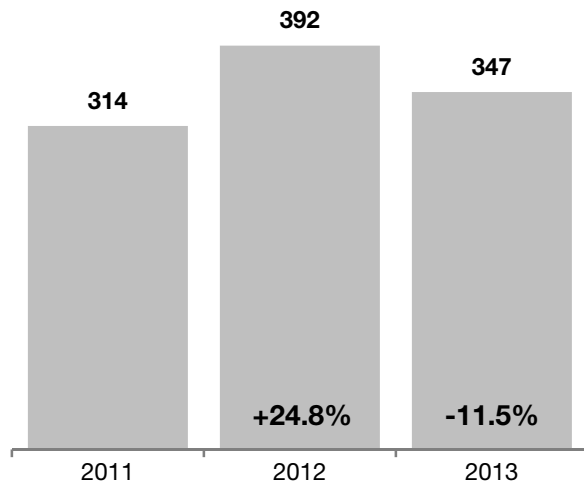


Pending Sales

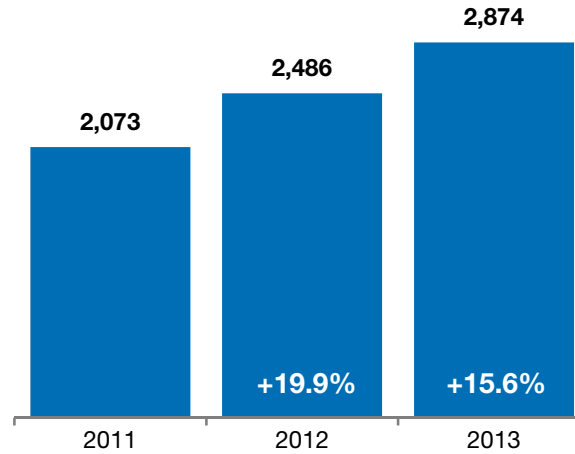
A count of the properties on which contracts have been accepted in a given month.



August

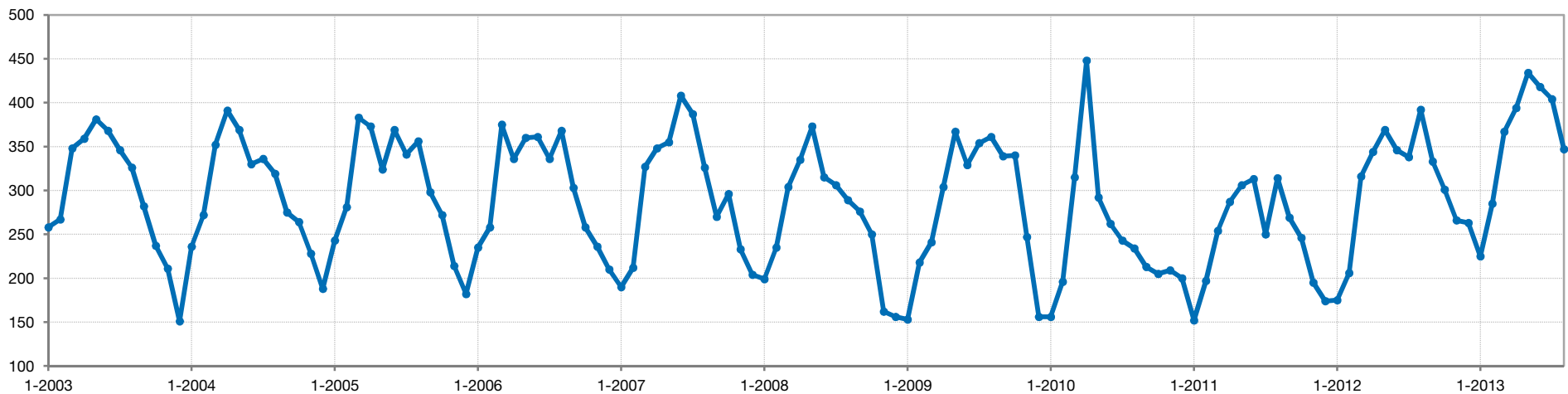


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| September | 269 | 333 | +23.8% |
| October | 246 | 301 | +22.4% |
| November | 195 | 266 | +36.4% |
| December | 174 | 263 | +51.1% |
| January | 175 | 225 | +28.6% |
| February | 206 | 285 | +38.3% |
| March | 316 | 367 | +16.1% |
| April | 344 | 394 | +14.5% |
| May | 369 | 434 | +17.6% |
| June | 346 | 418 | +20.8% |
| July | 338 | 404 | +19.5% |
| August | 392 | 347 | -11.5% |
| 12-Month Avg | 281 | 336 | +19.8% |

Historical Pending Sales Activity

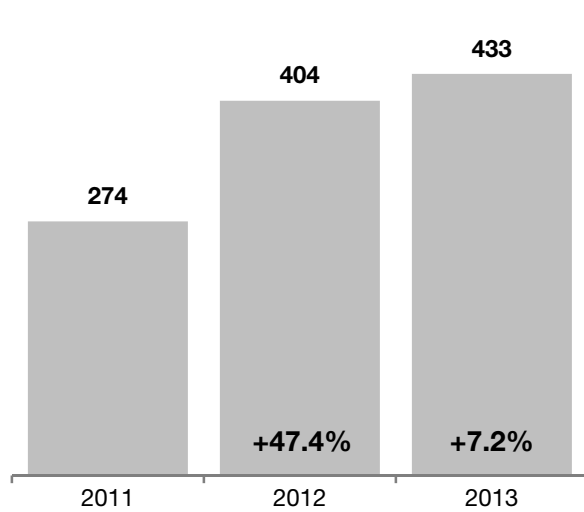


Closed Sales

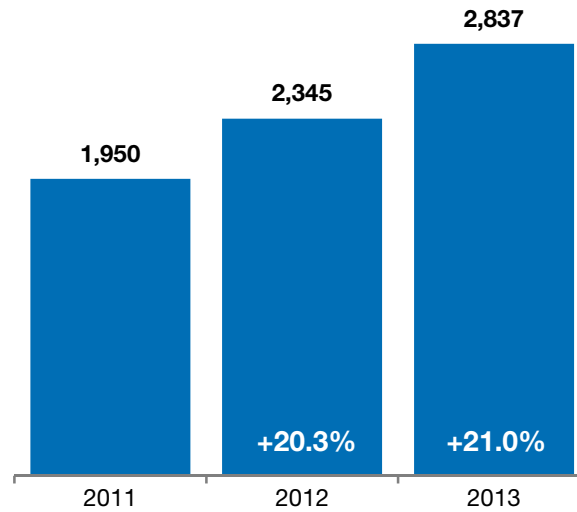
A count of the actual sales that have closed in a given month.



August

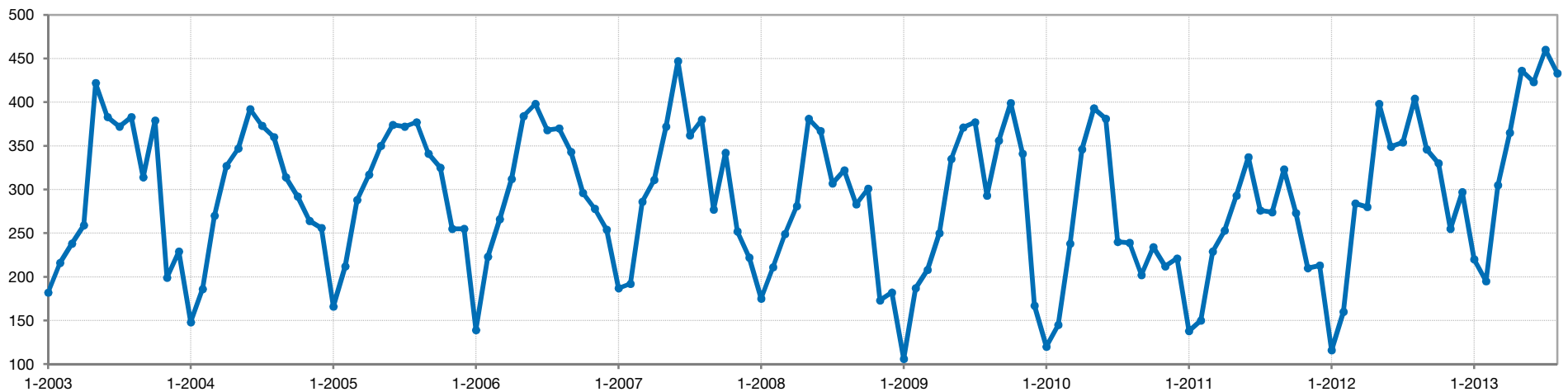


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| September | 323 | 346 | +7.1% |
| October | 273 | 330 | +20.9% |
| November | 210 | 255 | +21.4% |
| December | 213 | 297 | +39.4% |
| January | 116 | 220 | +89.7% |
| February | 160 | 195 | +21.9% |
| March | 284 | 305 | +7.4% |
| April | 280 | 365 | +30.4% |
| May | 398 | 436 | +9.5% |
| June | 349 | 423 | +21.2% |
| July | 354 | 460 | +29.9% |
| August | 404 | 433 | +7.2% |
| 12-Month Avg | 280 | 339 | +25.5% |

Historical Closed Sales Activity

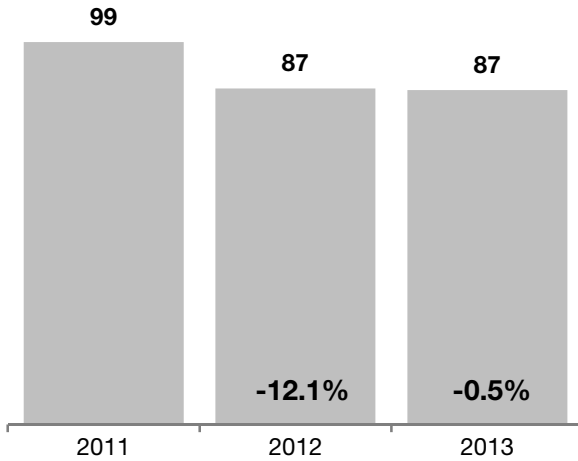


Days on Market Until Sale

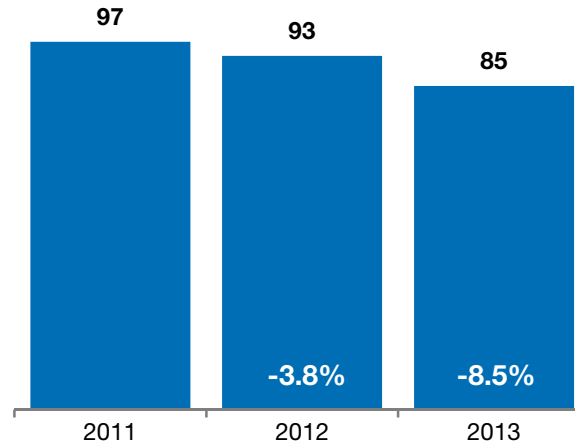
Average number of days between when a property is first listed and when a property is closed in a given month.



August

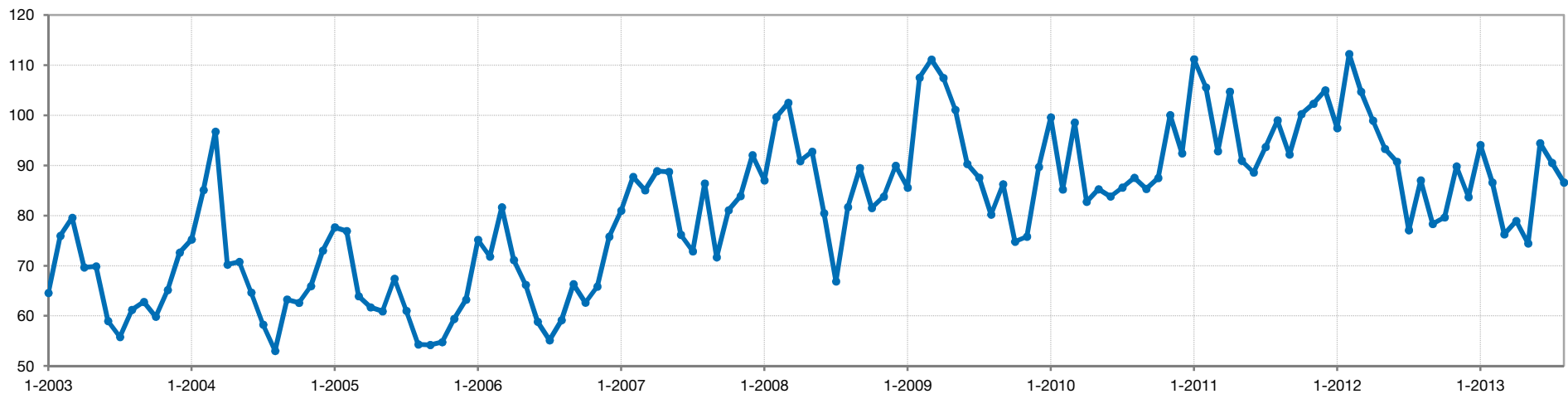


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| September | 92 | 78 | -15.0% |
| October | 100 | 80 | -20.5% |
| November | 102 | 90 | -12.2% |
| December | 105 | 84 | -20.3% |
| January | 97 | 94 | -3.5% |
| February | 112 | 87 | -22.8% |
| March | 105 | 76 | -27.1% |
| April | 99 | 79 | -20.2% |
| May | 93 | 74 | -20.2% |
| June | 91 | 94 | +4.1% |
| July | 77 | 91 | +17.4% |
| August | 87 | 87 | -0.5% |
| 12-Month Avg | 95 | 84 | -11.2% |

Historical Days on Market Until Sale

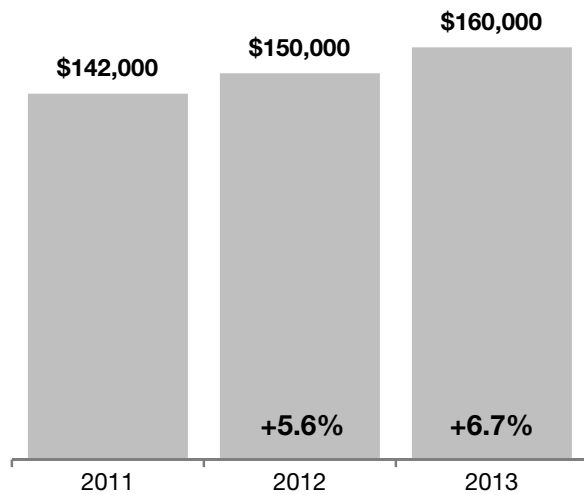


Median Sales Price

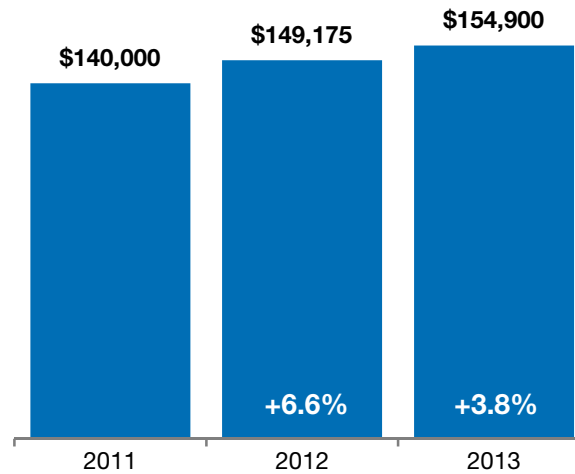
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August

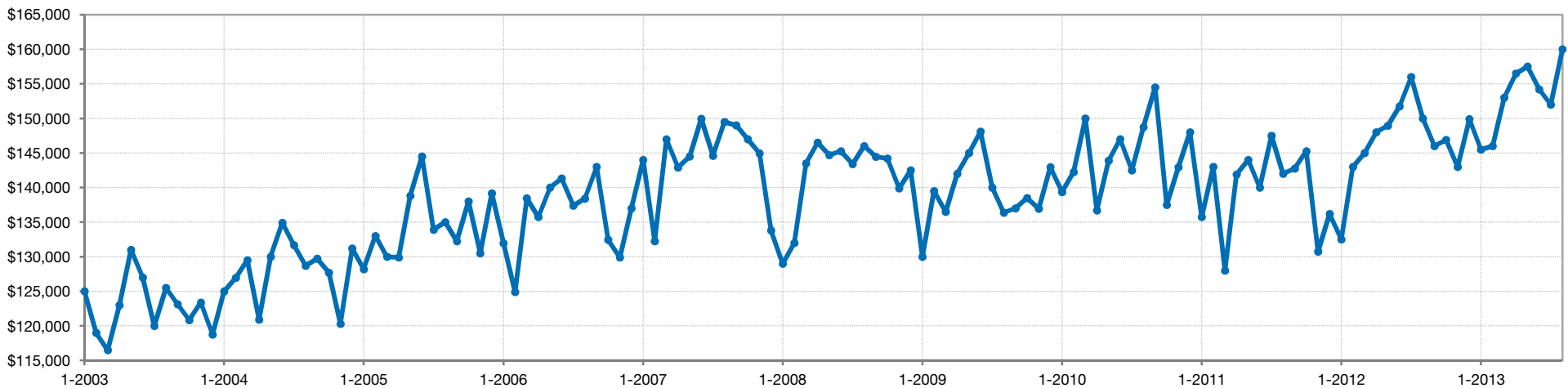


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| September | \$142,763 | \$146,000 | +2.3% |
| October | \$145,250 | \$146,900 | +1.1% |
| November | \$130,750 | \$143,000 | +9.4% |
| December | \$136,200 | \$149,900 | +10.1% |
| January | \$132,500 | \$145,500 | +9.8% |
| February | \$143,000 | \$146,000 | +2.1% |
| March | \$145,000 | \$153,000 | +5.5% |
| April | \$148,000 | \$156,500 | +5.7% |
| May | \$148,950 | \$157,500 | +5.7% |
| June | \$151,750 | \$154,200 | +1.6% |
| July | \$156,000 | \$152,000 | -2.6% |
| August | \$150,000 | \$160,000 | +6.7% |
| 12-Month Med | \$147,000 | \$152,000 | +3.4% |

Historical Median Sales Price

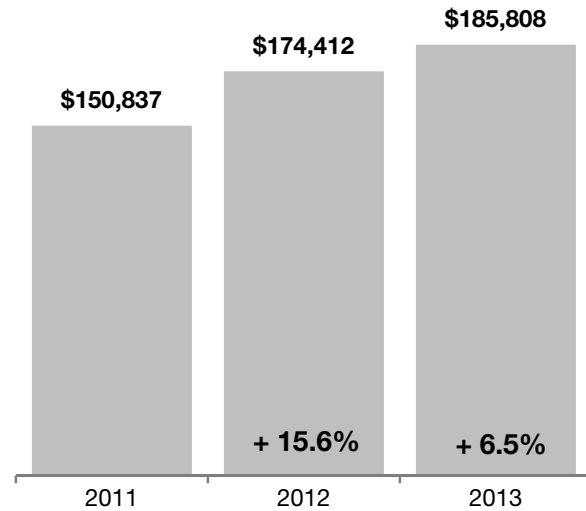


Average Sales Price

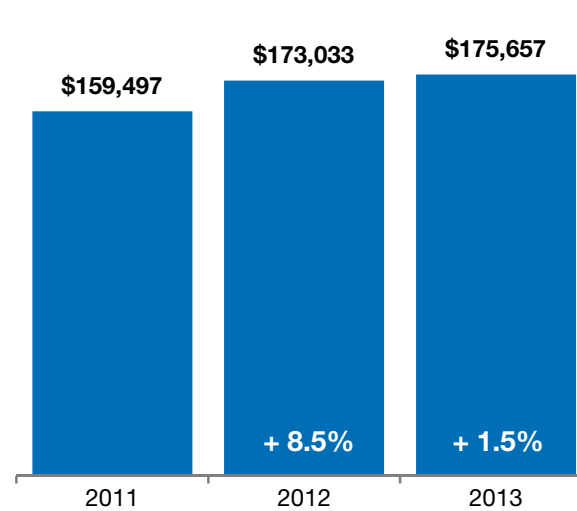
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

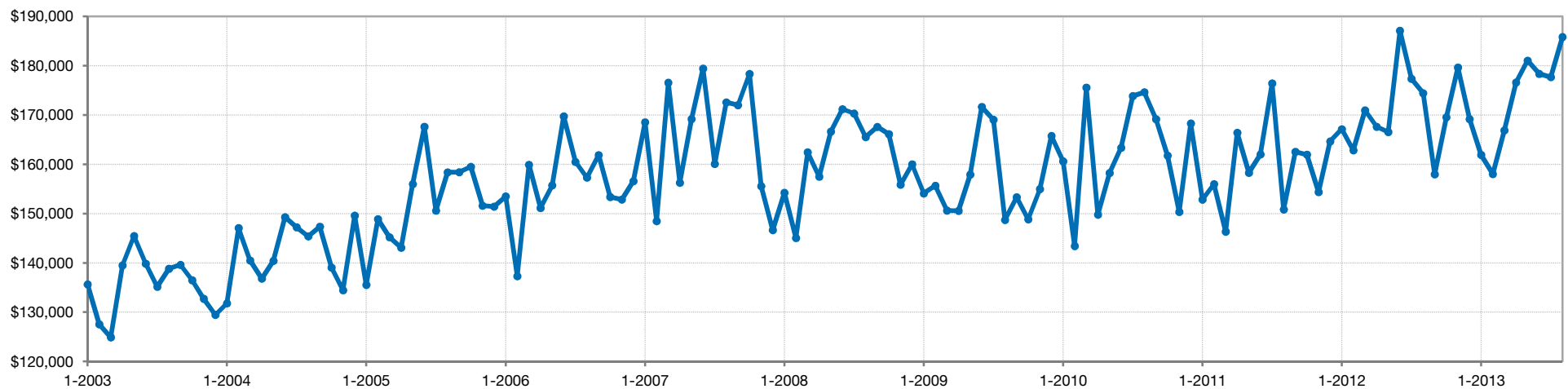


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| September | \$162,527 | \$157,970 | -2.8% |
| October | \$161,956 | \$169,538 | +4.7% |
| November | \$154,367 | \$179,627 | +16.4% |
| December | \$164,630 | \$169,160 | +2.8% |
| January | \$167,101 | \$161,896 | -3.1% |
| February | \$162,828 | \$158,012 | -3.0% |
| March | \$170,930 | \$166,877 | -2.4% |
| April | \$167,606 | \$176,584 | +5.4% |
| May | \$166,544 | \$181,016 | +8.7% |
| June | \$187,074 | \$178,330 | -4.7% |
| July | \$177,323 | \$177,679 | +0.2% |
| August | \$174,412 | \$185,808 | +6.5% |
| 12-Month Avg | \$169,424 | \$173,430 | +2.4% |

Historical Average Sales Price



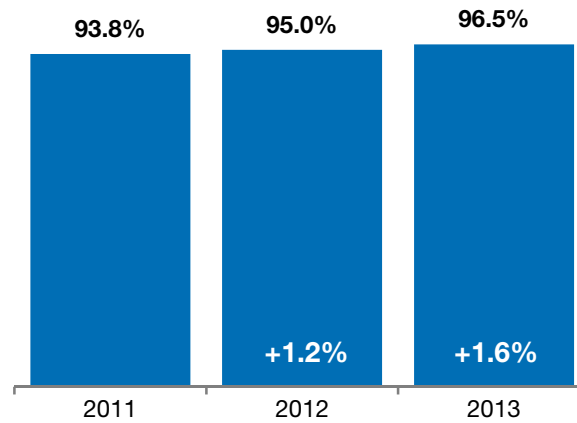
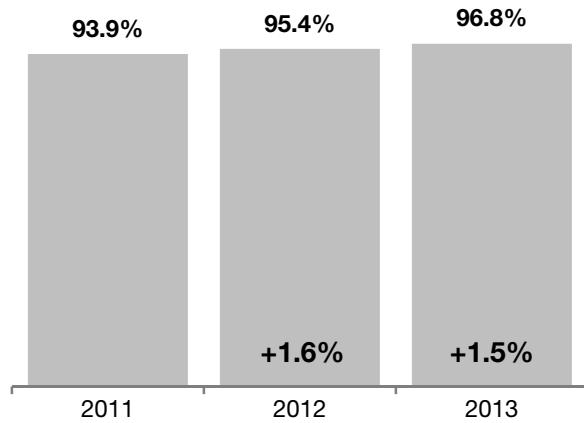
Percent of Original List Price Received



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

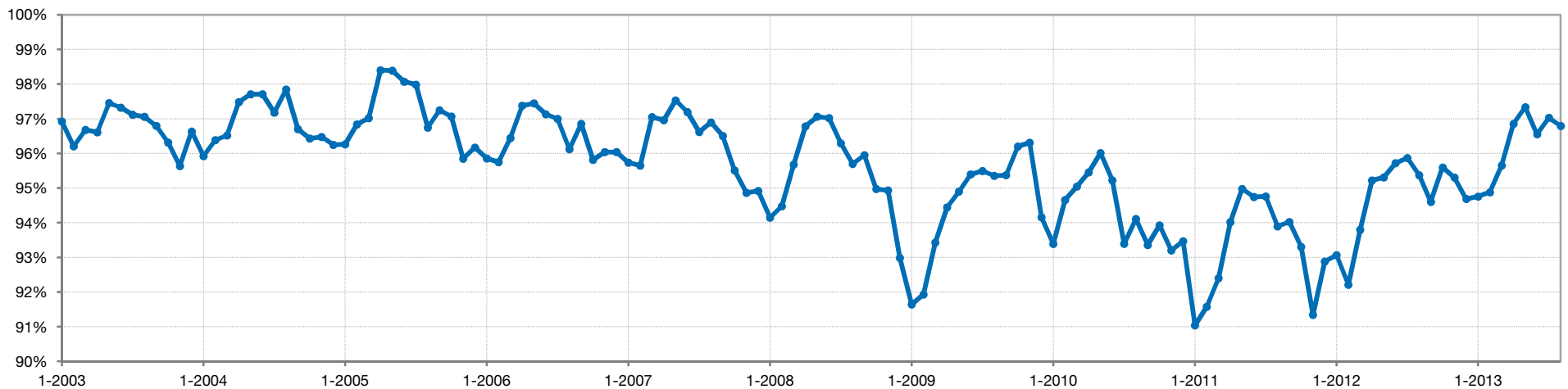
August

Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| September | 94.0% | 94.6% | +0.6% |
| October | 93.3% | 95.6% | +2.5% |
| November | 91.3% | 95.3% | +4.3% |
| December | 92.9% | 94.7% | +1.9% |
| January | 93.1% | 94.8% | +1.8% |
| February | 92.2% | 94.9% | +2.9% |
| March | 93.8% | 95.7% | +2.0% |
| April | 95.2% | 96.9% | +1.7% |
| May | 95.3% | 97.3% | +2.1% |
| June | 95.7% | 96.6% | +0.9% |
| July | 95.9% | 97.0% | +1.2% |
| August | 95.4% | 96.8% | +1.5% |
| 12-Month Avg | 94.4% | 96.0% | +1.8% |

Historical Percent of Original List Price Received

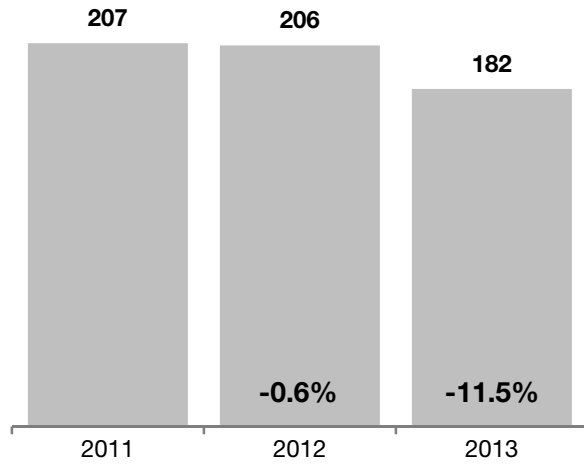


Housing Affordability Index

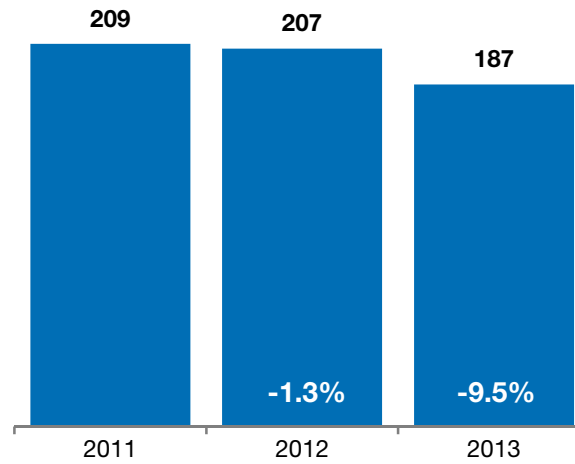


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

August

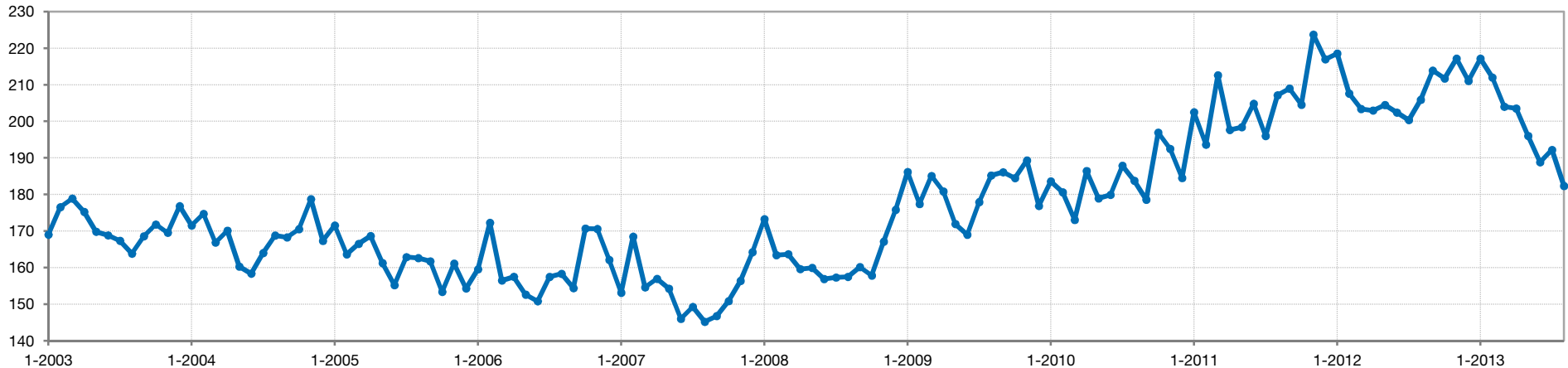


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| September | 209 | 214 | +2.3% |
| October | 205 | 212 | +3.5% |
| November | 224 | 217 | -2.9% |
| December | 217 | 211 | -2.7% |
| January | 219 | 217 | -0.6% |
| February | 208 | 212 | +2.1% |
| March | 203 | 204 | +0.3% |
| April | 203 | 204 | +0.3% |
| May | 204 | 196 | -4.1% |
| June | 202 | 189 | -6.7% |
| July | 200 | 192 | -4.1% |
| August | 206 | 182 | -11.5% |
| 12-Month Avg | 208 | 204 | -2.0% |

Historical Housing Affordability Index

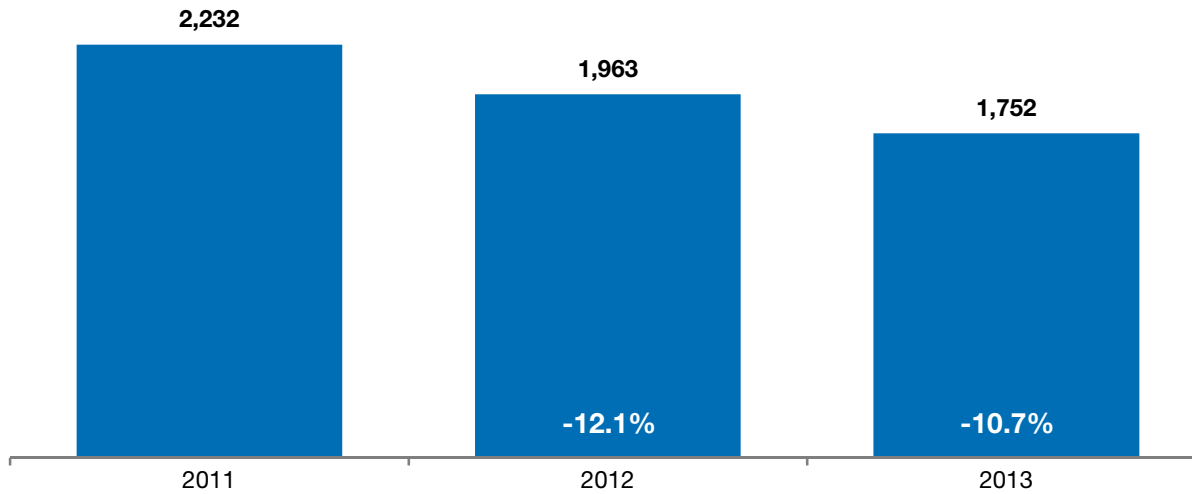


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

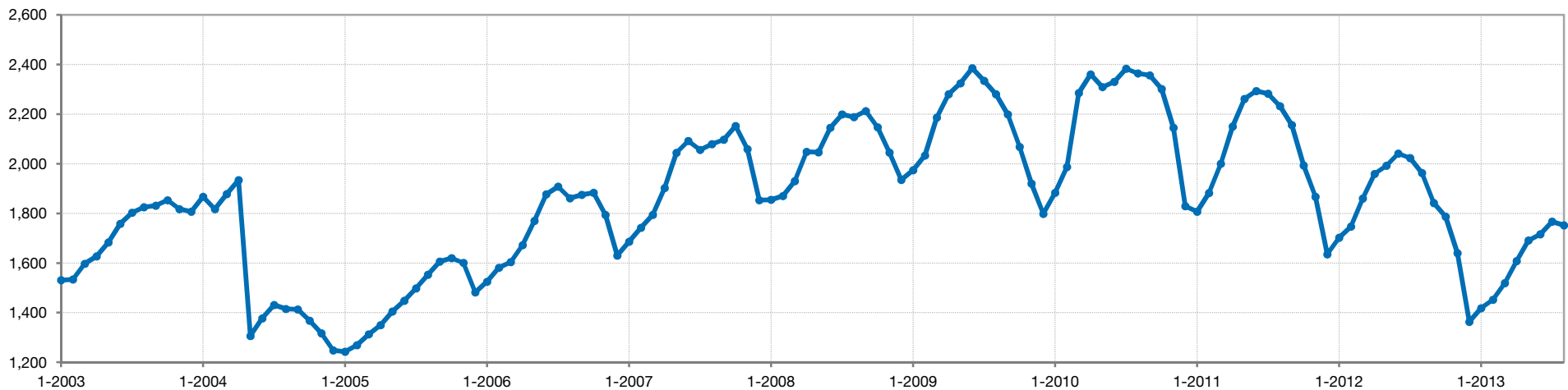


August



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| September | 2,156 | 1,842 | -14.6% |
| October | 1,993 | 1,787 | -10.3% |
| November | 1,867 | 1,640 | -12.2% |
| December | 1,635 | 1,363 | -16.6% |
| January | 1,702 | 1,418 | -16.7% |
| February | 1,747 | 1,452 | -16.9% |
| March | 1,860 | 1,519 | -18.3% |
| April | 1,959 | 1,608 | -17.9% |
| May | 1,992 | 1,691 | -15.1% |
| June | 2,041 | 1,716 | -15.9% |
| July | 2,023 | 1,767 | -12.7% |
| August | 1,963 | 1,752 | -10.7% |
| 12-Month Avg | 1,912 | 1,630 | -14.8% |

Historical Inventory of Homes for Sale

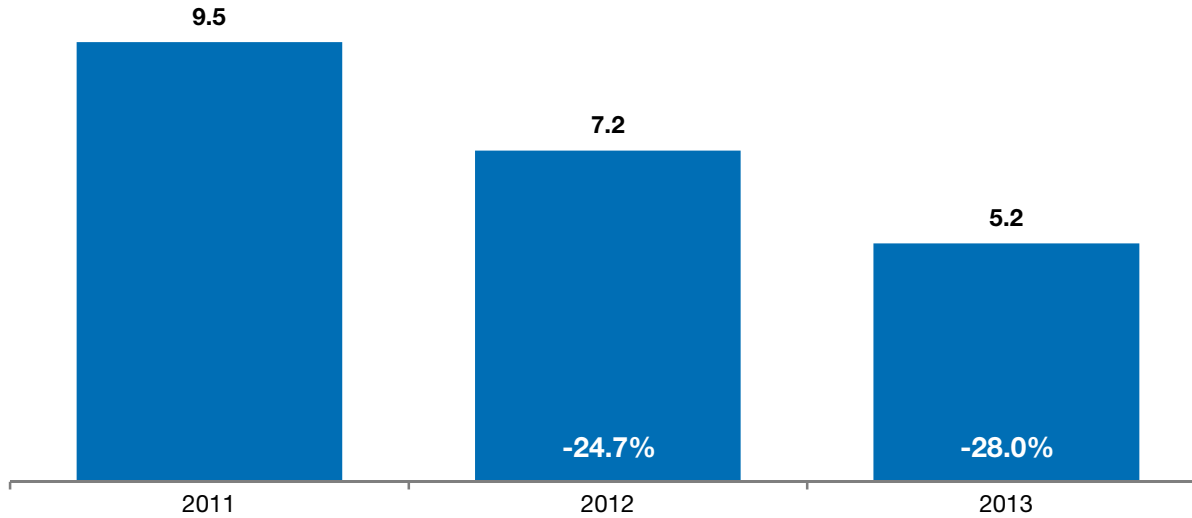


Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

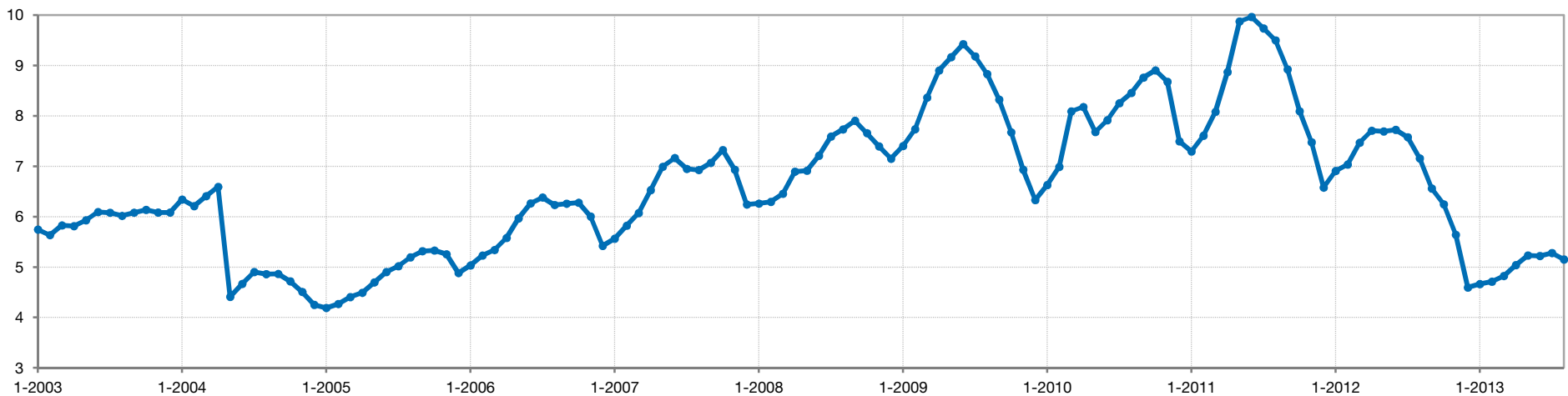


August



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| September | 8.9 | 6.6 | -26.5% |
| October | 8.1 | 6.2 | -22.8% |
| November | 7.5 | 5.6 | -24.5% |
| December | 6.6 | 4.6 | -30.1% |
| January | 6.9 | 4.7 | -32.5% |
| February | 7.0 | 4.7 | -33.0% |
| March | 7.5 | 4.8 | -35.4% |
| April | 7.7 | 5.0 | -34.6% |
| May | 7.7 | 5.2 | -32.0% |
| June | 7.7 | 5.2 | -32.4% |
| July | 7.6 | 5.3 | -30.3% |
| August | 7.2 | 5.2 | -28.0% |
| 12-Month Avg | 7.5 | 5.3 | -30.1% |

Historical Months Supply of Homes for Sale

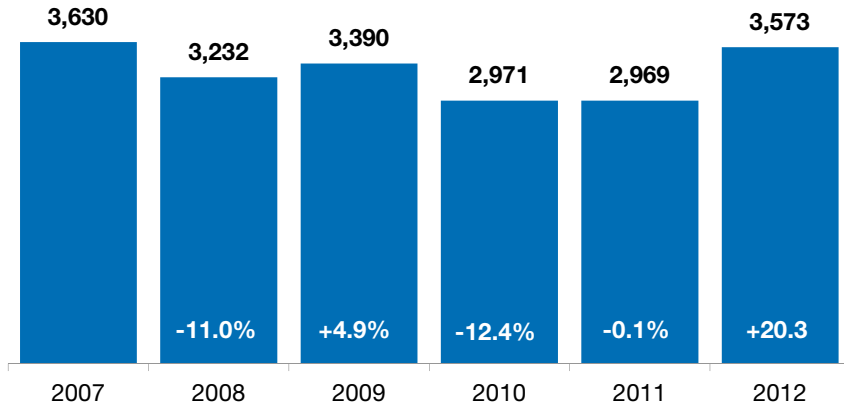


Annual Review

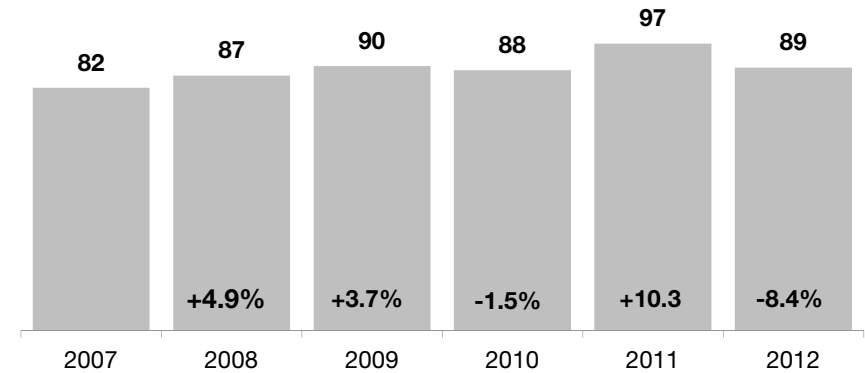
Historical look at key market metrics for the overall region.



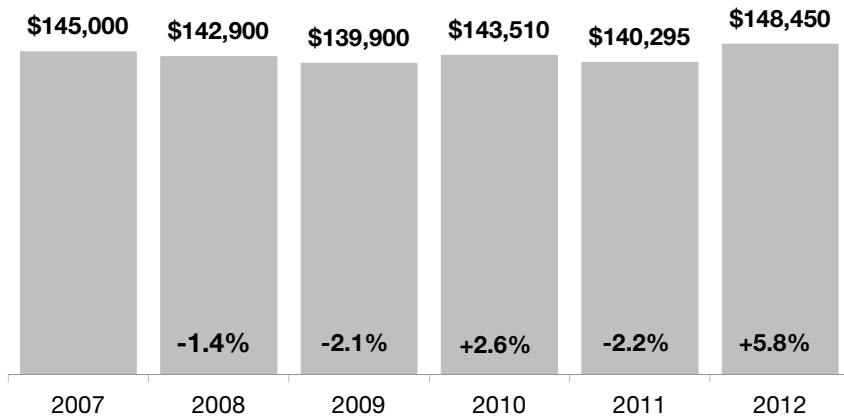
Closed Sales



Days On Market



Median Sales Price



Percent of Original List Price Received

