

Monthly Indicators

July 2014

Although low supply and tight credit standards are still hurdles to recovery, prices continue to rise in most local areas. Job growth has strengthened lately, but wage growth has not kept pace with the price gains we have seen. Buoyed by stable and continuously lower interest rates, affordability is still historically high yet below its all-time peak. Rising inventory levels will lead to more choices for qualified buyers, but as the summer reaches toward fall, the prospect of more homes coming on the market begins to wane.

New Listings in the Sioux Falls region increased 5.3 percent to 638. Pending Sales were up 19.0 percent to 502. Inventory levels rose 10.5 percent to 1,699 units.

Prices forged onward. The Median Sales Price increased 5.0 percent to \$160,000. Days on Market was down 8.1 percent to 88 days. Absorption rates slowed as Months Supply of Homes for Sale was up 25.4 percent to 5.6 months.

The U.S. Department of Commerce reported that GDP grew at a 4.0 percent annual rate in the second quarter and that the first quarter was less bad than previously thought. Consumer spending in the first quarter rose 2.5 percent, which is encouragingly in tandem with savings rates. Increased consumer spending means more demand for goods and labor; increased savings rates means more resources for downpayments. With rates still low, rents still rising and private job growth accelerating, it's becoming more and more difficult to side with the housing perma-bears.

Quick Facts

- 14.3%

+ 5.0%

+ 10.5%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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



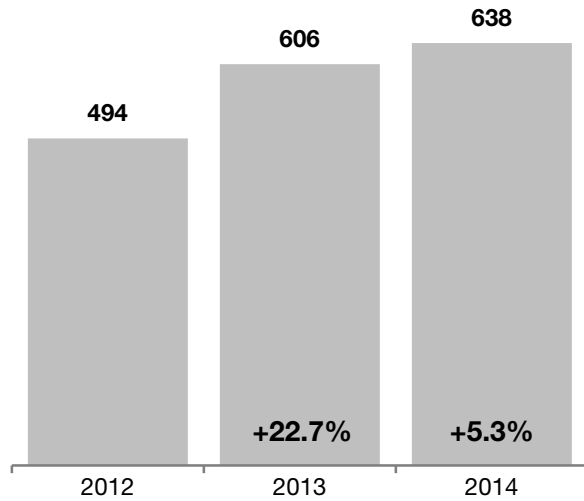
Key Metrics	Historical Sparklines	7-2013	7-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		606	638	+ 5.3%	3,857	3,798	- 1.5%
Pending Sales		422	502	+ 19.0%	2,686	2,195	- 18.3%
Closed Sales		460	394	- 14.3%	2,405	2,236	- 7.0%
Days on Market Until Sale		95	88	- 8.1%	106	95	- 10.0%
Median Sales Price		\$152,442	\$160,000	+ 5.0%	\$153,000	\$158,000	+ 3.3%
Average Sales Price		\$177,784	\$186,329	+ 4.8%	\$173,446	\$179,439	+ 3.5%
Percent of Original List Price Received		98.1%	97.8%	- 0.3%	97.7%	97.9%	+ 0.3%
Housing Affordability Index		201	203	+ 1.0%	201	206	+ 2.6%
Inventory of Homes for Sale		1,537	1,699	+ 10.5%	--	--	--
Months Supply of Homes for Sale		4.5	5.6	+ 25.4%	--	--	--

New Listings

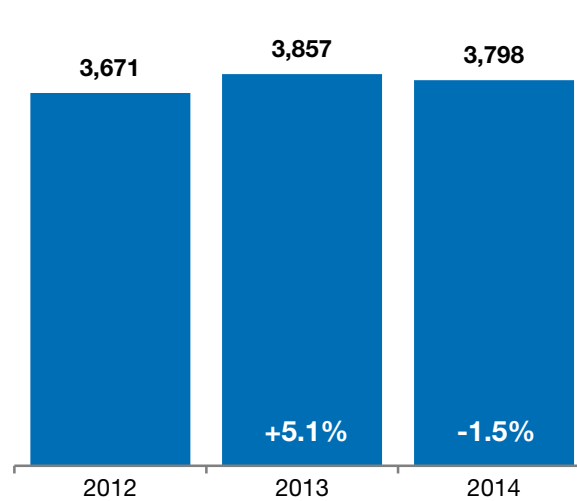
A count of the properties that have been newly listed on the market in a given month.



July

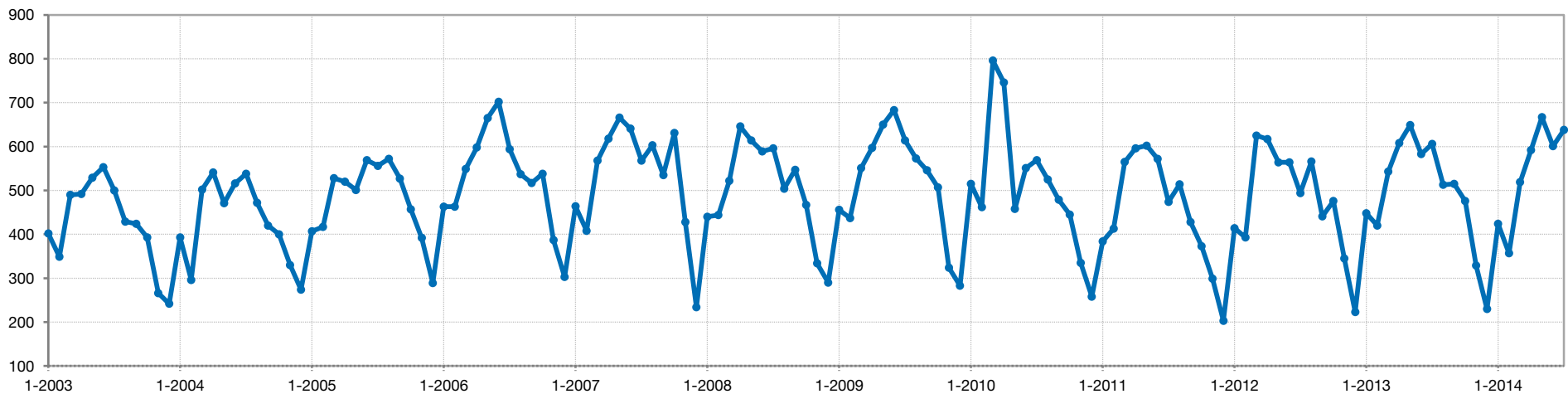


Year To Date



Month	Prior Year	Current Year	+ / -
August	566	513	-9.4%
September	441	515	+16.8%
October	476	476	0.0%
November	345	329	-4.6%
December	223	230	+3.1%
January	448	424	-5.4%
February	420	357	-15.0%
March	543	519	-4.4%
April	608	592	-2.6%
May	649	667	+2.8%
June	583	601	+3.1%
July	606	638	+5.3%
12-Month Avg	492	488	-0.8%

Historical New Listing Activity

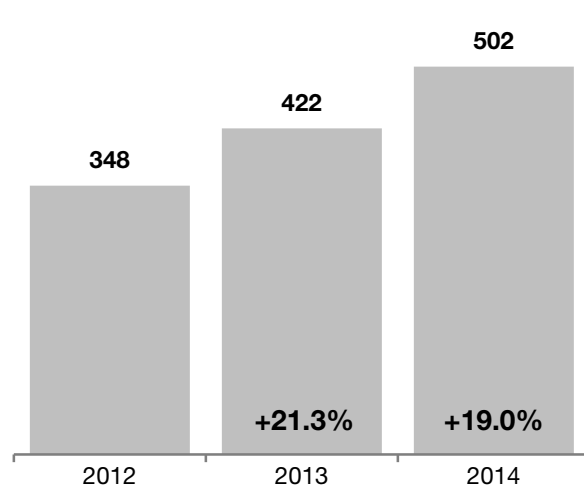


Pending Sales

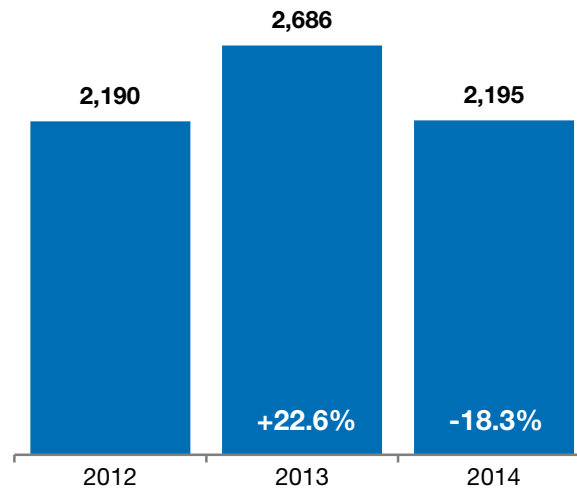
A count of the properties on which contracts have been accepted in a given month.



July

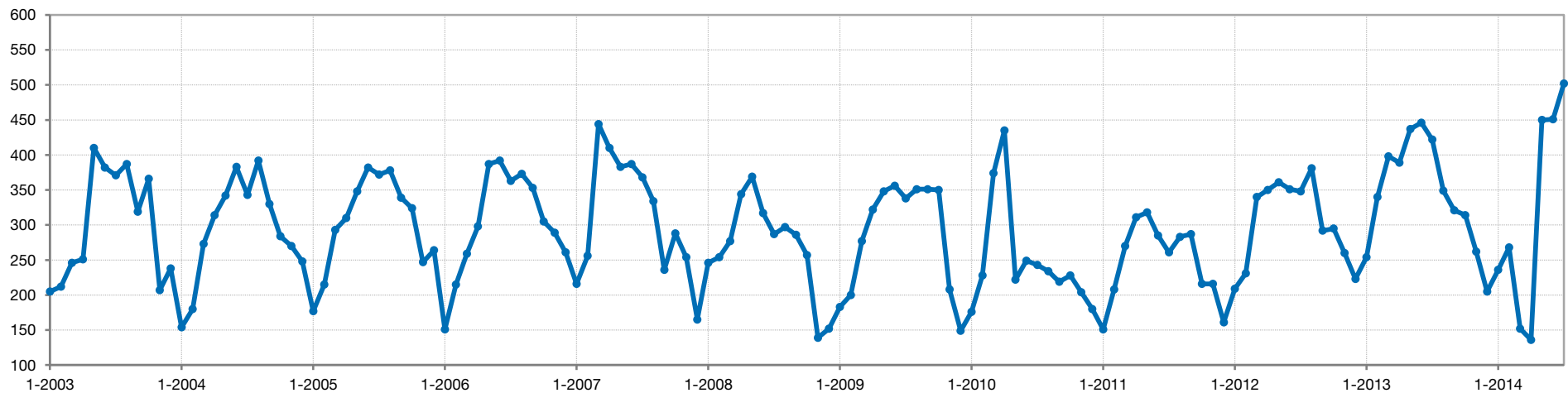


Year To Date



Month	Prior Year	Current Year	+ / -
August	381	349	-8.4%
September	292	321	+9.9%
October	295	314	+6.4%
November	260	262	+0.8%
December	223	205	-8.1%
January	254	236	-7.1%
February	340	268	-21.2%
March	398	152	-61.8%
April	389	136	-65.0%
May	437	450	+3.0%
June	446	451	+1.1%
July	422	502	+19.0%
12-Month Avg	345	304	-11.9%

Historical Pending Sales Activity

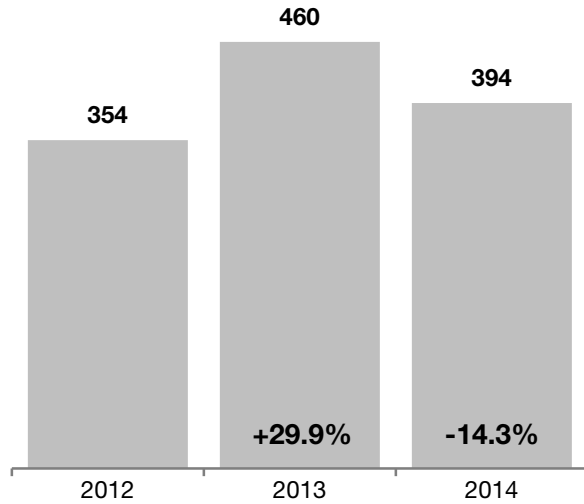


Closed Sales

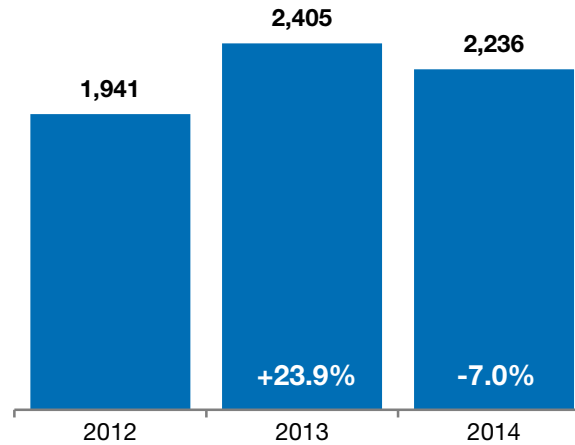
A count of the actual sales that have closed in a given month.



July

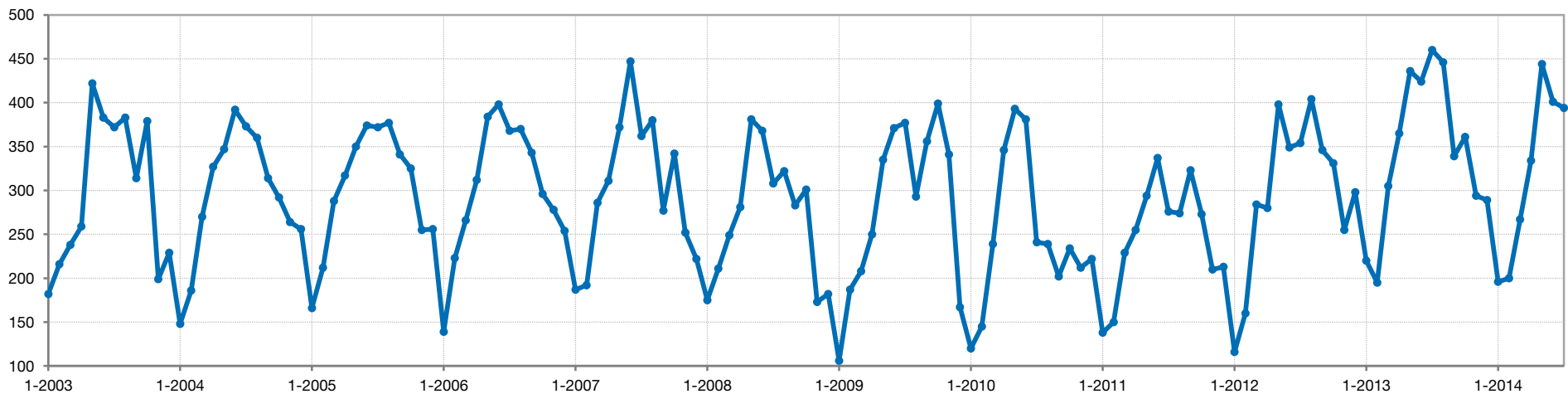


Year To Date



Month	Prior Year	Current Year	+ / -
August	404	446	+10.4%
September	346	339	-2.0%
October	331	361	+9.1%
November	255	294	+15.3%
December	298	289	-3.0%
January	220	196	-10.9%
February	195	200	+2.6%
March	305	267	-12.5%
April	365	334	-8.5%
May	436	444	+1.8%
June	424	401	-5.4%
July	460	394	-14.3%
12-Month Avg	337	330	-1.5%

Historical Closed Sales Activity

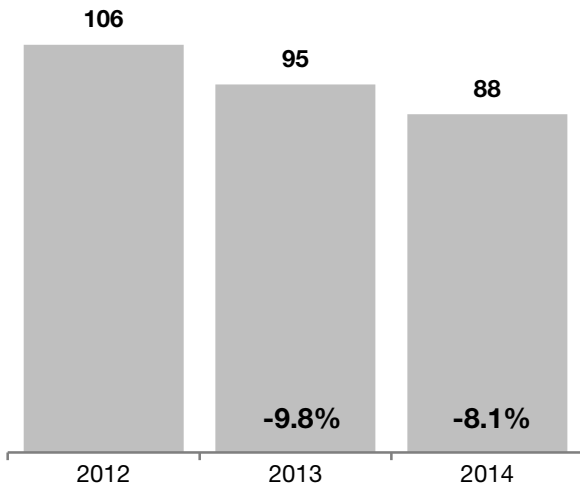


Days on Market Until Sale

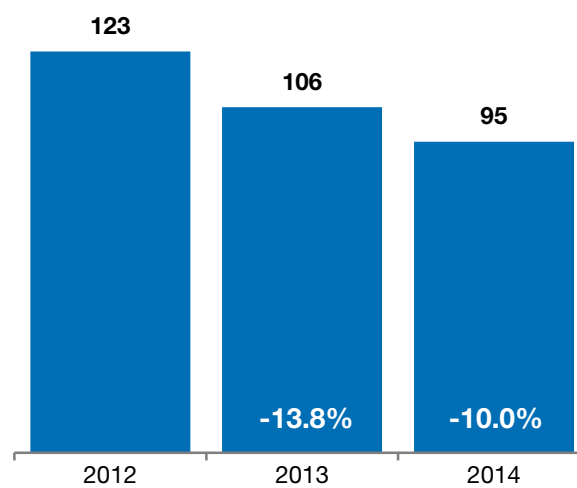
Average number of days between when a property is first listed and when a property is closed in a given month.



July

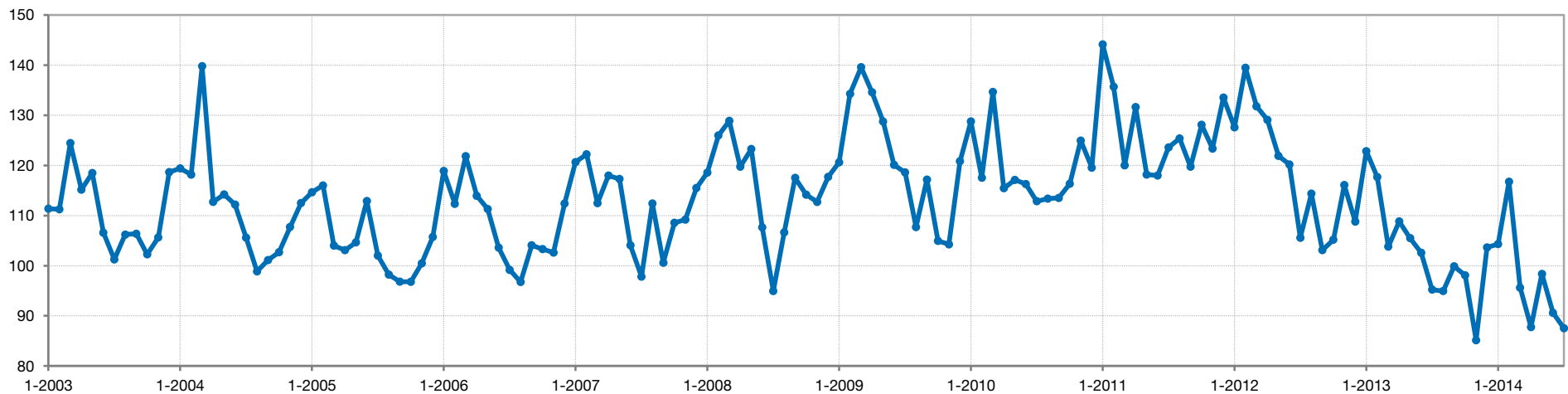


Year To Date



Month	Prior Year	Current Year	+ / -
August	114	95	-17.0%
September	103	100	-3.1%
October	105	98	-6.7%
November	116	85	-26.7%
December	109	104	-4.7%
January	123	104	-15.1%
February	118	117	-0.8%
March	104	96	-7.9%
April	109	88	-19.4%
May	106	98	-6.8%
June	103	91	-11.7%
July	95	88	-8.1%
12-Month Avg	107	96	-10.7%

Historical Days on Market Until Sale

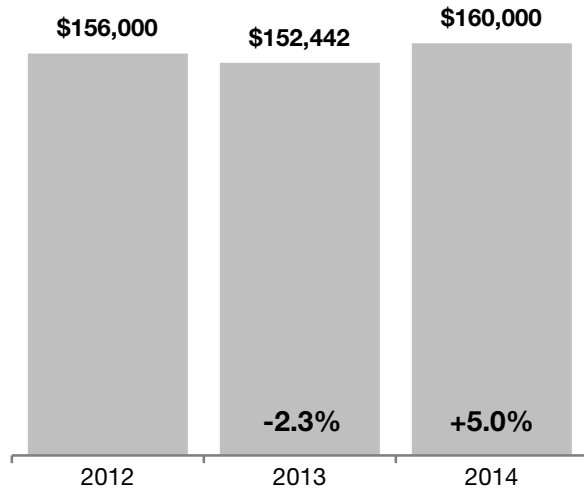


Median Sales Price

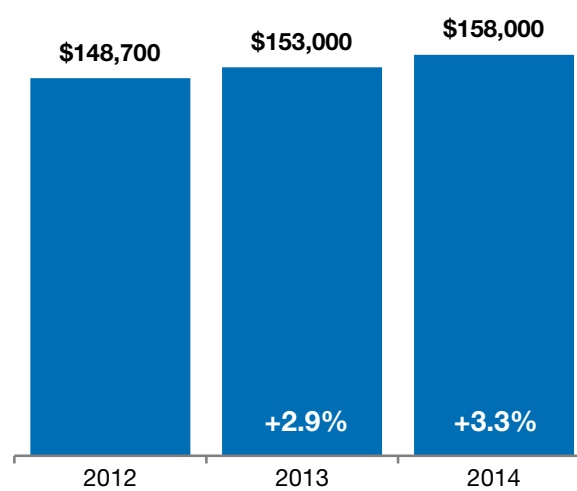
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July

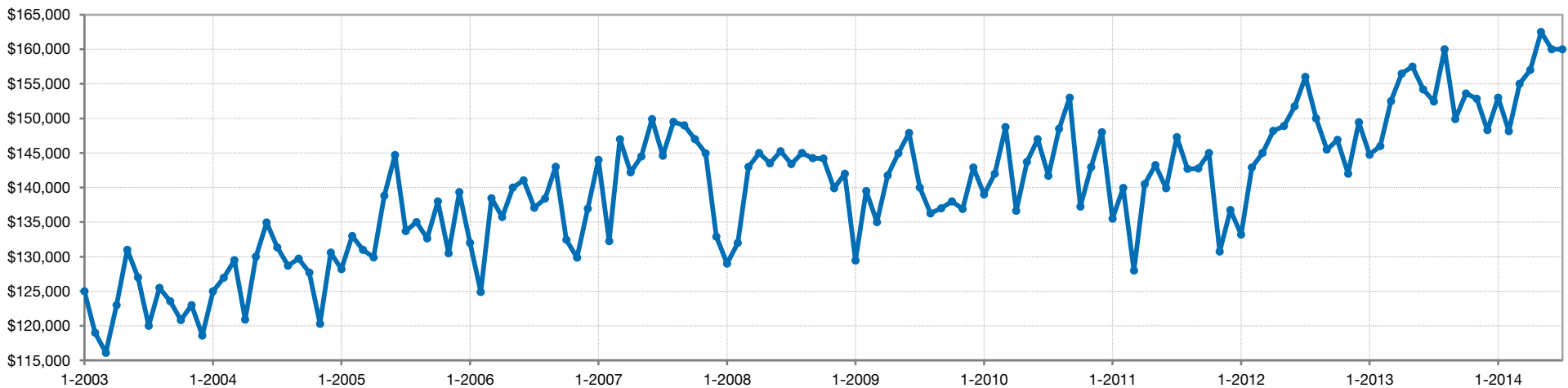


Year To Date



Month	Prior Year	Current Year	+ / -
August	\$150,000	\$160,000	+6.7%
September	\$145,500	\$149,900	+3.0%
October	\$146,900	\$153,600	+4.6%
November	\$142,000	\$152,850	+7.6%
December	\$149,450	\$148,300	-0.8%
January	\$144,750	\$153,000	+5.7%
February	\$146,000	\$148,150	+1.5%
March	\$152,500	\$155,000	+1.6%
April	\$156,475	\$157,000	+0.3%
May	\$157,490	\$162,500	+3.2%
June	\$154,200	\$160,000	+3.8%
July	\$152,442	\$160,000	+5.0%
12-Month Med	\$150,000	\$155,000	+3.3%

Historical Median Sales Price

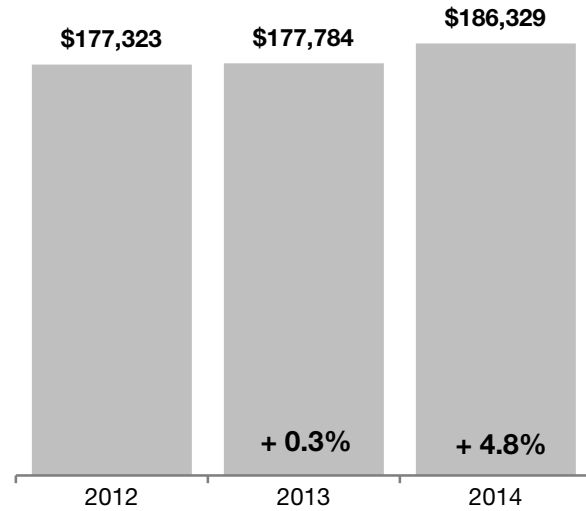


Average Sales Price

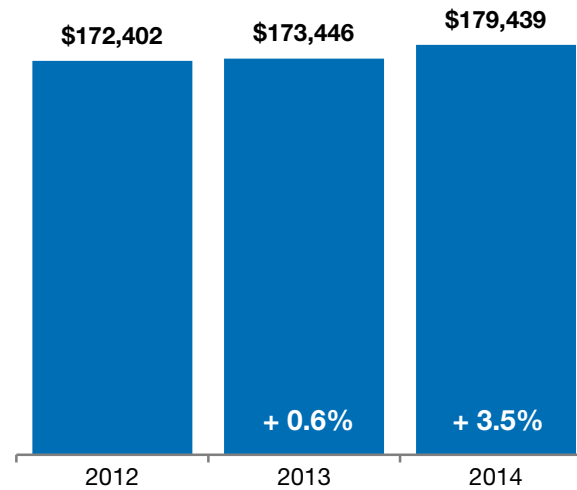
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

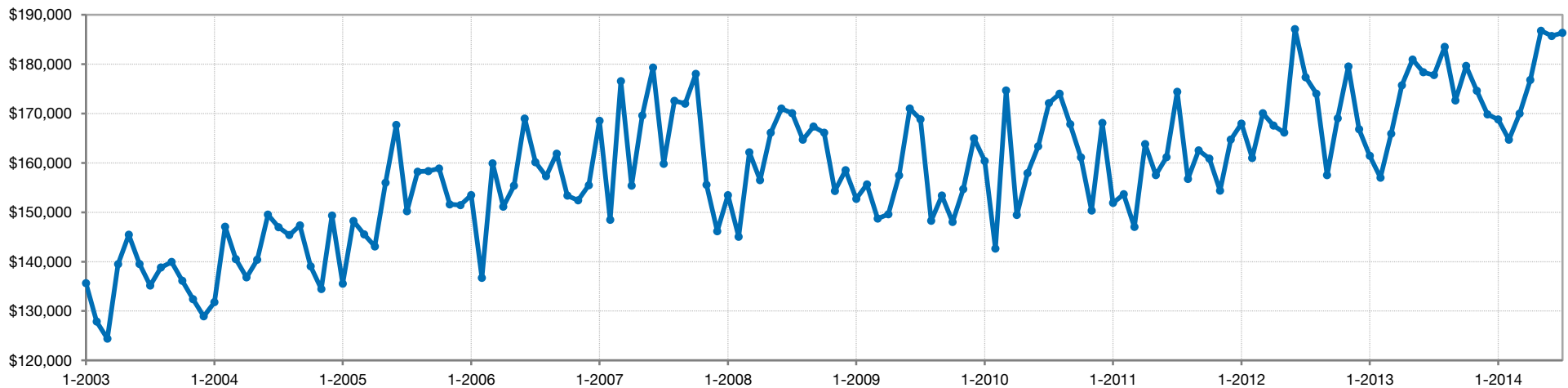


Year To Date



Month	Prior Year	Current Year	+ / -
August	\$174,005	\$183,483	+5.4%
September	\$157,513	\$172,632	+9.6%
October	\$169,014	\$179,626	+6.3%
November	\$179,510	\$174,598	-2.7%
December	\$166,804	\$169,812	+1.8%
January	\$161,432	\$168,789	+4.6%
February	\$156,994	\$164,692	+4.9%
March	\$165,903	\$169,979	+2.5%
April	\$175,703	\$176,783	+0.6%
May	\$180,910	\$186,734	+3.2%
June	\$178,350	\$185,681	+4.1%
July	\$177,784	\$186,329	+4.8%
12-Month Avg	\$171,667	\$178,267	+3.8%

Historical Average Sales Price



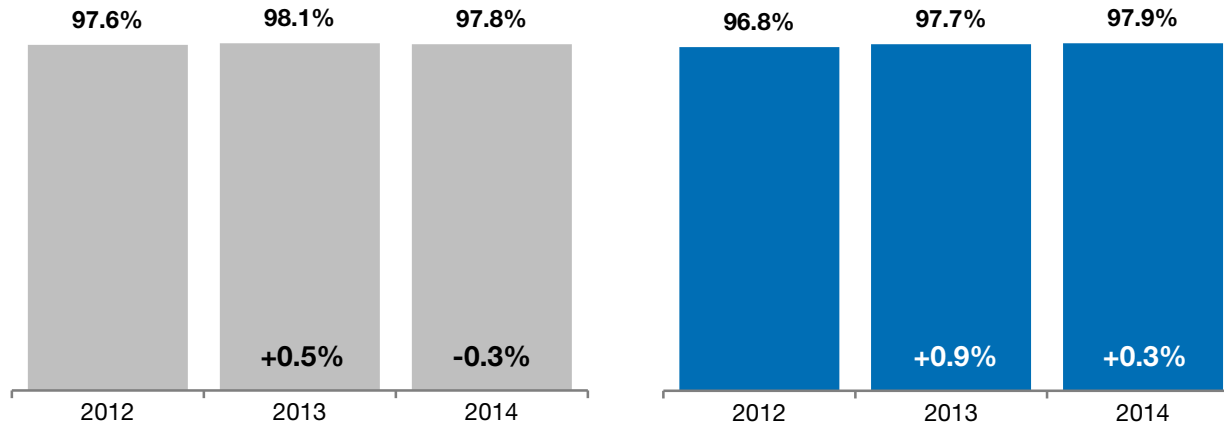
Percent of Original List Price Received

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.



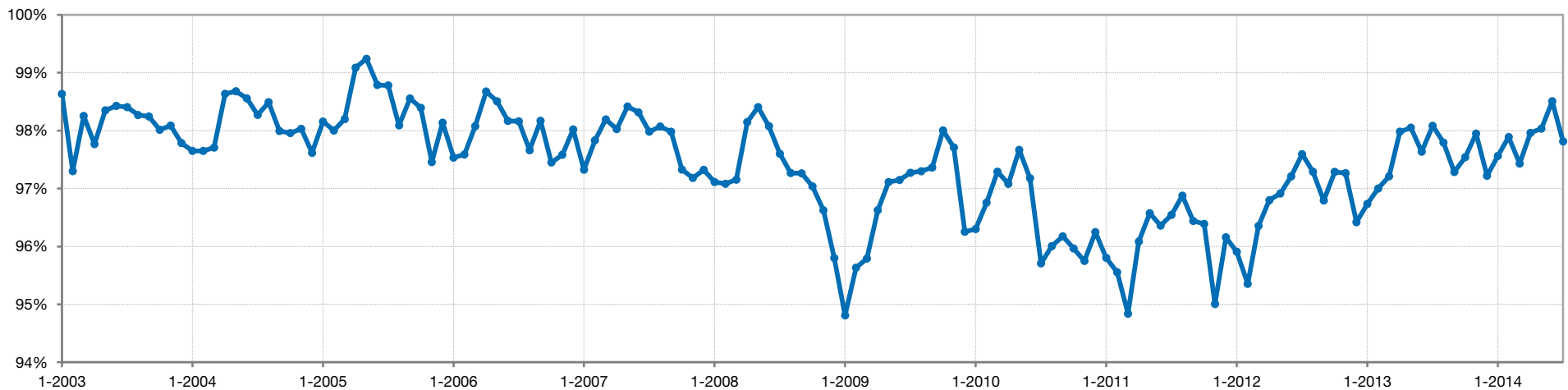
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	97.3%	97.8%	+0.5%
September	96.8%	97.3%	+0.5%
October	97.3%	97.5%	+0.3%
November	97.3%	97.9%	+0.7%
December	96.4%	97.2%	+0.8%
January	96.7%	97.6%	+0.9%
February	97.0%	97.9%	+0.9%
March	97.2%	97.4%	+0.2%
April	98.0%	98.0%	-0.0%
May	98.1%	98.0%	-0.0%
June	97.6%	98.5%	+0.9%
July	98.1%	97.8%	-0.3%
12-Month Avg	97.4%	97.8%	+0.4%

Historical Percent of Original List Price Received

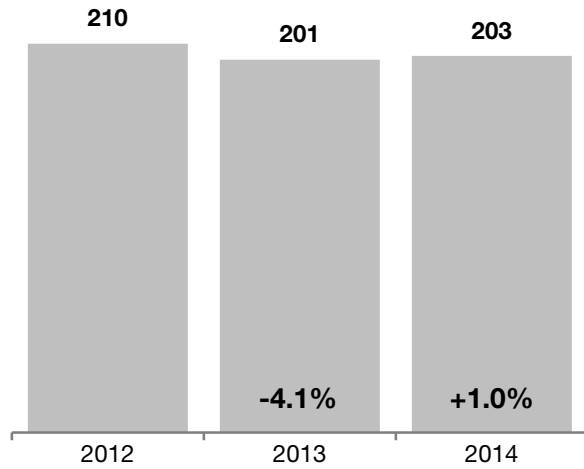


Housing Affordability Index

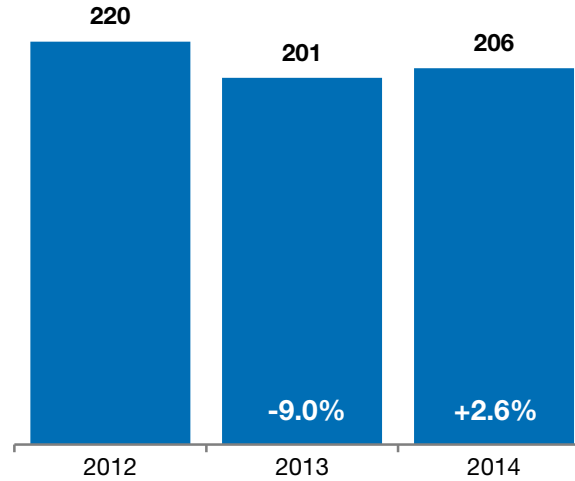


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

July

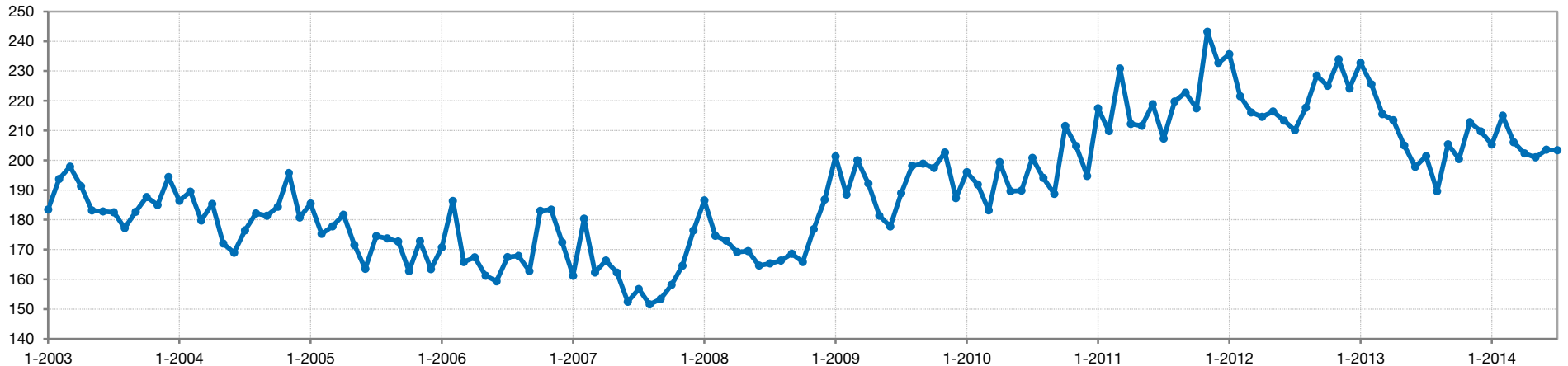


Year To Date



Month	Prior Year	Current Year	+ / -
August	218	190	-12.9%
September	228	205	-10.1%
October	225	200	-10.9%
November	234	213	-9.0%
December	224	210	-6.4%
January	233	205	-11.8%
February	226	215	-4.7%
March	216	206	-4.4%
April	213	202	-5.2%
May	205	201	-1.9%
June	198	204	+2.9%
July	201	203	+1.0%
12-Month Avg	218	205	-6.1%

Historical Housing Affordability Index

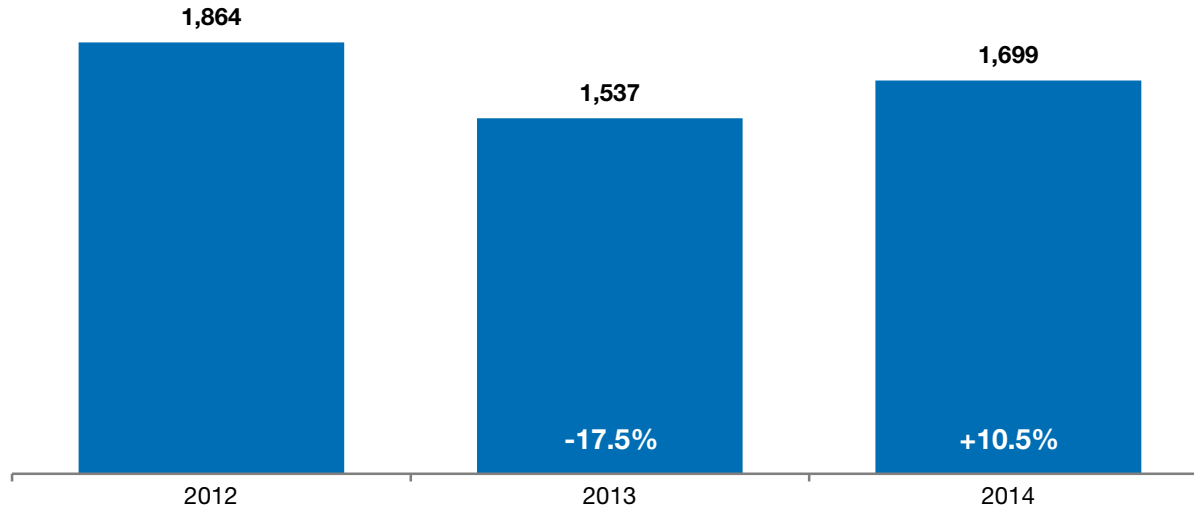


Inventory of Homes for Sale

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

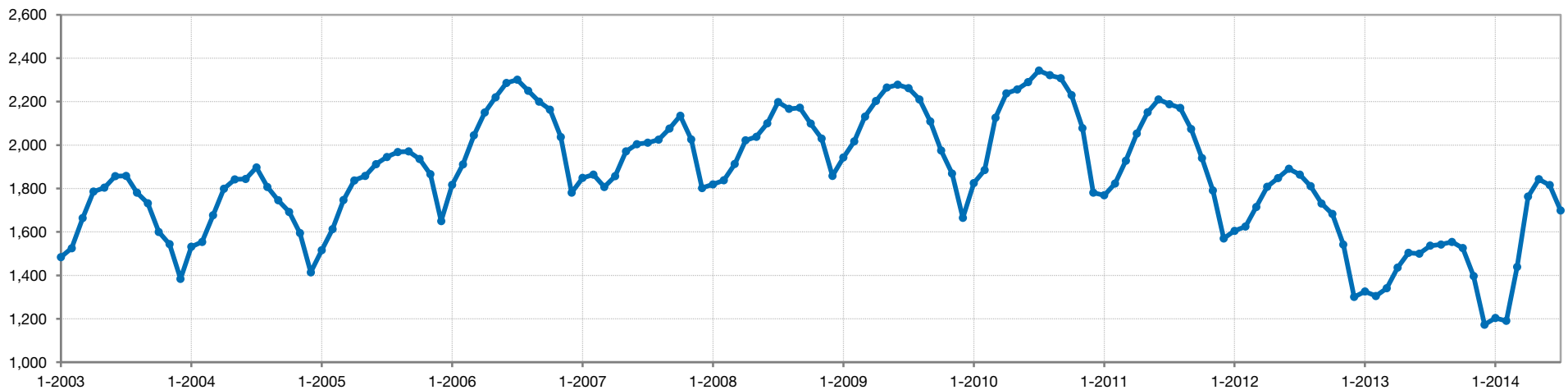


July



Month	Prior Year	Current Year	+ / -
August	1,811	1,542	-14.9%
September	1,731	1,554	-10.2%
October	1,683	1,526	-9.3%
November	1,542	1,397	-9.4%
December	1,301	1,173	-9.8%
January	1,326	1,204	-9.2%
February	1,305	1,191	-8.7%
March	1,341	1,439	+7.3%
April	1,436	1,763	+22.8%
May	1,504	1,843	+22.5%
June	1,500	1,816	+21.1%
July	1,537	1,699	+10.5%
12-Month Avg	1,501	1,512	+1.1%

Historical Inventory of Homes for Sale

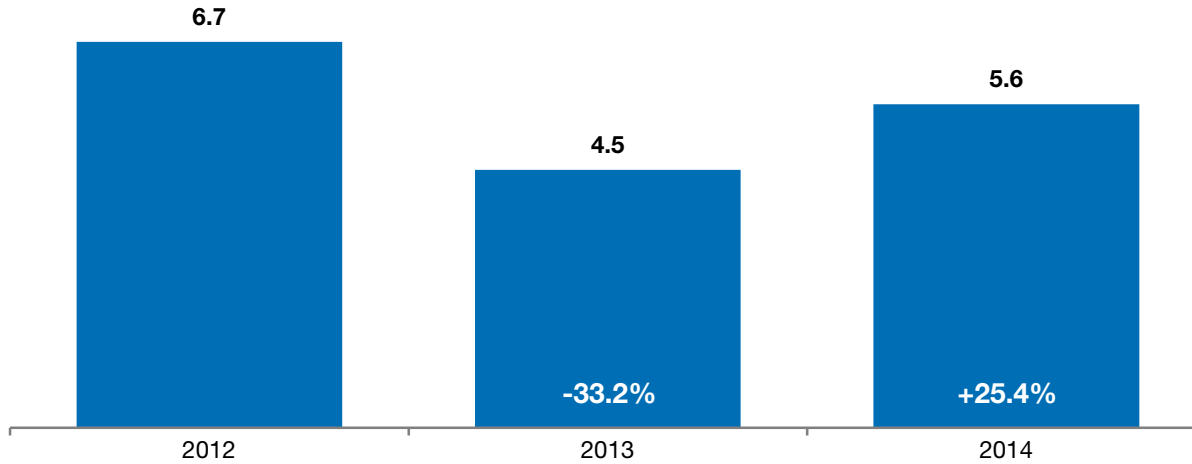


Months Supply of Homes for Sale

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.

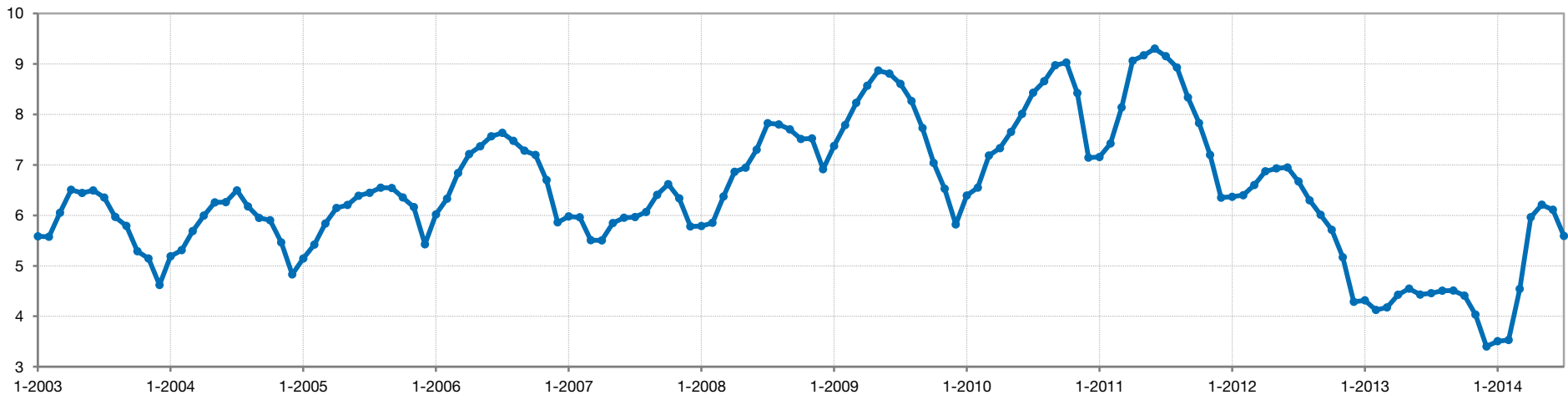


July



Month	Prior Year	Current Year	+ / -
August	6.3	4.5	-28.4%
September	6.0	4.5	-24.9%
October	5.7	4.4	-22.8%
November	5.2	4.0	-22.0%
December	4.3	3.4	-20.6%
January	4.3	3.5	-18.7%
February	4.1	3.5	-14.4%
March	4.2	4.5	+8.8%
April	4.4	6.0	+34.7%
May	4.5	6.2	+36.5%
June	4.4	6.1	+37.9%
July	4.5	5.6	+25.4%
12-Month Avg	4.8	4.7	-2.8%

Historical Months Supply of Homes for Sale

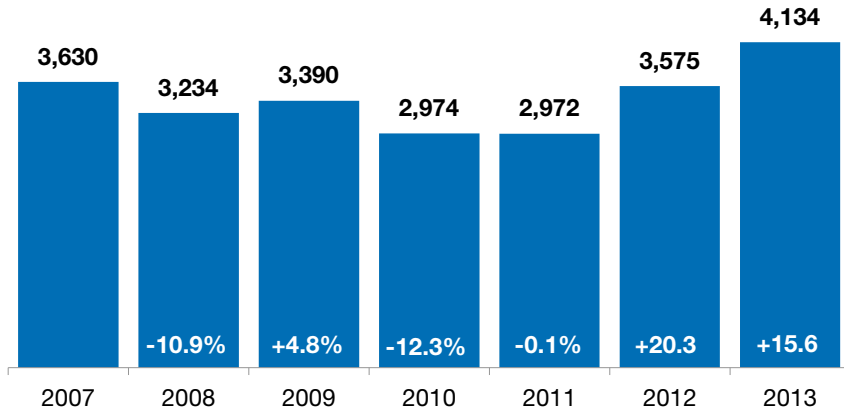


Annual Review

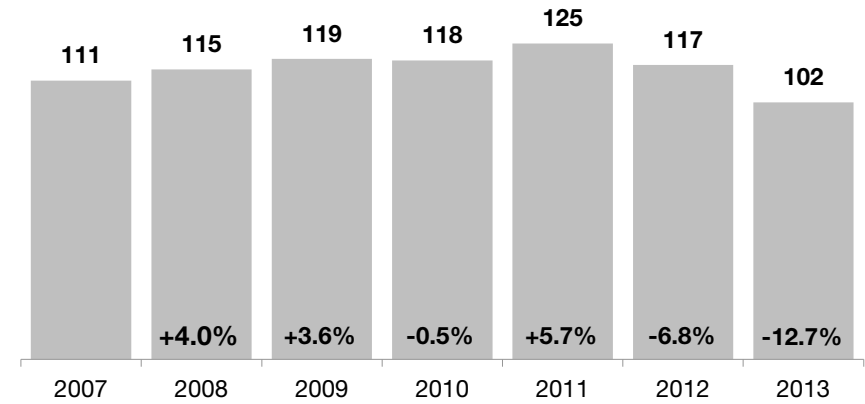
Historical look at key market metrics for the overall region.



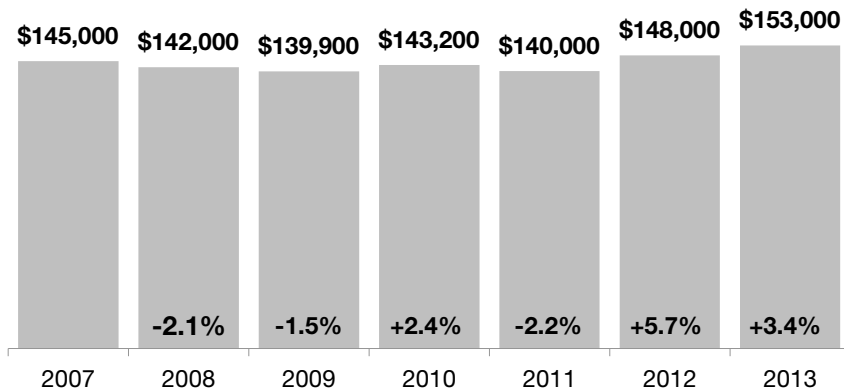
Closed Sales



Days On Market



Median Sales Price



Percent of Original List Price Received

