

Monthly Indicators

December 2014

It has been another recovery year in 2014 but not the same as 2013. With a broad pattern of rising prices and stable to improving inventory, the market has shifted from being drastically undersupplied to approaching equilibrium. Price gains are still positive but less robust than last year. The metrics to watch in 2015 include days on market, percent of list price received and absorption rates, as these can offer deeper and more meaningful insights into the future direction of housing.

New Listings in the Sioux Falls region decreased 3.9 percent to 222. Pending Sales were up 74.0 percent to 355. Inventory levels rose 1.9 percent to 1,204 units.

Prices continued to gain traction. The Median Sales Price increased 11.3 percent to \$165,000. Days on Market was down 9.6 percent to 94 days. Buyers felt empowered as Months Supply of Homes for Sale was up 8.6 percent to 3.7 months.

Interest rates remained lower than anyone expected for the entire year. That trend snowballed with solid and accelerating private job growth to empower more consumers to buy homes. This coupled nicely on the governmental side with mortgage debt forgiveness and interest deduction preservation. Student loan debt, sluggish wage growth and a lack of sufficient mortgage liquidity still remain hurdles to greater recovery.

Quick Facts

+ 6.6%

Change in
Closed Sales

+ 11.3%

Change in
Median Sales Price

+ 1.9%

Change in
Inventory

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Market Overview

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



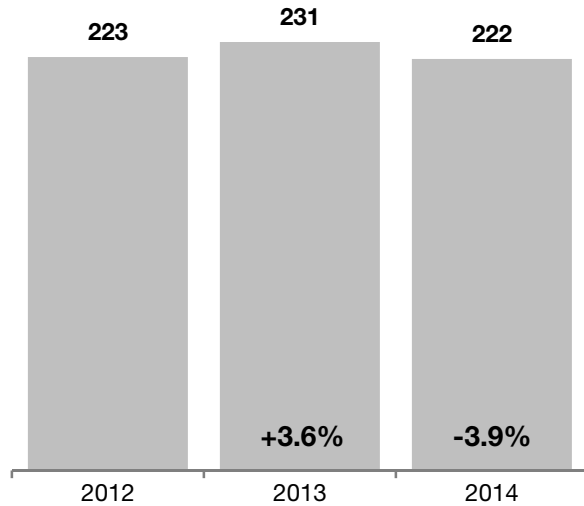
Key Metrics	Historical Sparklines	12-2013	12-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		231	222	- 3.9%	5,922	5,851	- 1.2%
Pending Sales		204	355	+ 74.0%	4,136	3,878	- 6.2%
Closed Sales		289	308	+ 6.6%	4,134	4,005	- 3.1%
Days on Market Until Sale		104	94	- 9.6%	102	94	- 7.6%
Median Sales Price		\$148,300	\$165,000	+ 11.3%	\$153,000	\$159,950	+ 4.5%
Average Sales Price		\$169,812	\$186,184	+ 9.6%	\$174,829	\$181,691	+ 3.9%
Percent of Original List Price Received		97.2%	97.6%	+ 0.4%	97.6%	97.8%	+ 0.1%
Housing Affordability Index		210	202	- 3.8%	203	208	+ 2.4%
Inventory of Homes for Sale		1,182	1,204	+ 1.9%	--	--	--
Months Supply of Homes for Sale		3.4	3.7	+ 8.6%	--	--	--

New Listings

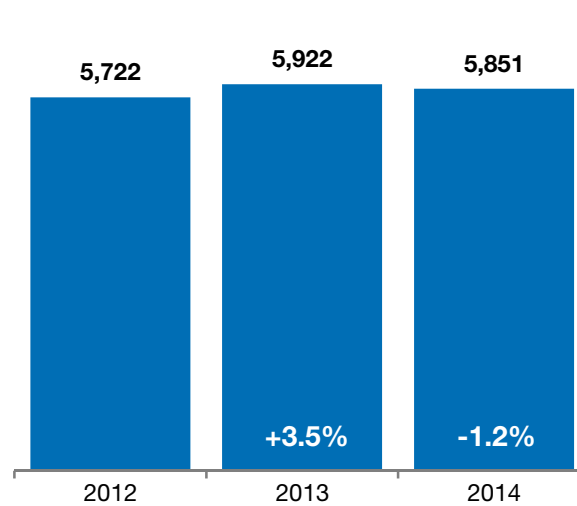
A count of the properties that have been newly listed on the market in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	448	425	-5.1%
February	420	359	-14.5%
March	543	523	-3.7%
April	608	595	-2.1%
May	649	672	+3.5%
June	583	603	+3.4%
July	606	655	+8.1%
August	515	584	+13.4%
September	514	457	-11.1%
October	476	459	-3.6%
November	329	297	-9.7%
December	231	222	-3.9%
12-Month Avg	494	488	-1.2%

Historical New Listing Activity

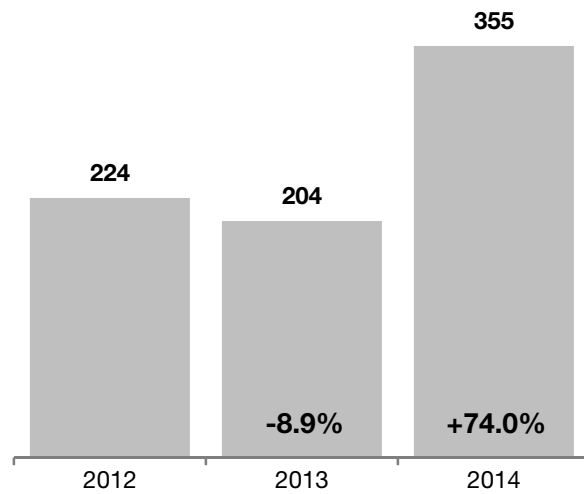


Pending Sales

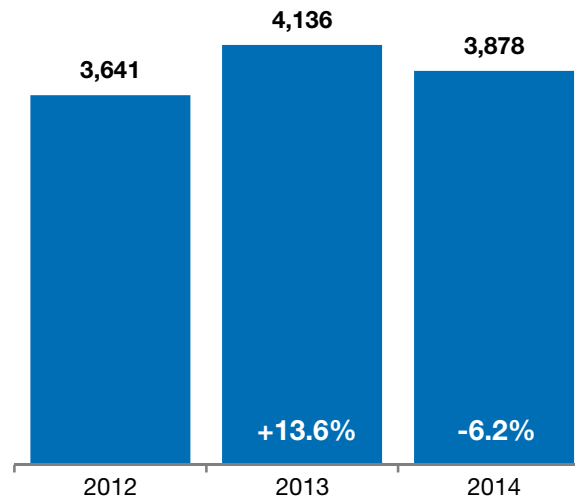
A count of the properties on which contracts have been accepted in a given month.



December

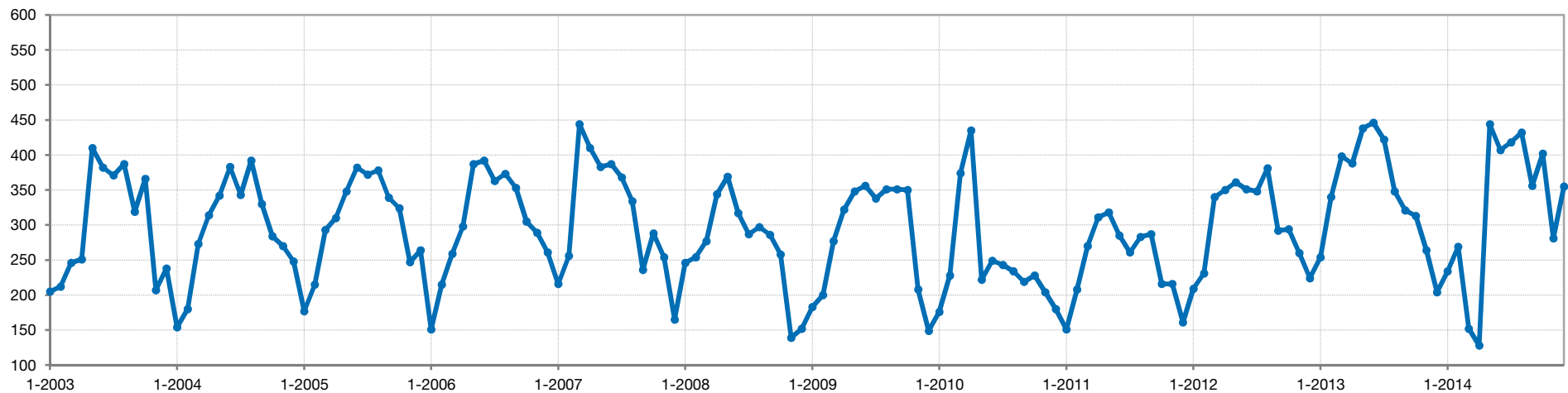


Year To Date



Month	Prior Year	Current Year	+ / -
January	254	234	-7.9%
February	340	269	-20.9%
March	398	152	-61.8%
April	388	128	-67.0%
May	438	444	+1.4%
June	446	407	-8.7%
July	422	418	-0.9%
August	348	432	+24.1%
September	321	356	+10.9%
October	313	402	+28.4%
November	264	281	+6.4%
December	204	355	+74.0%
12-Month Avg	345	323	-6.2%

Historical Pending Sales Activity

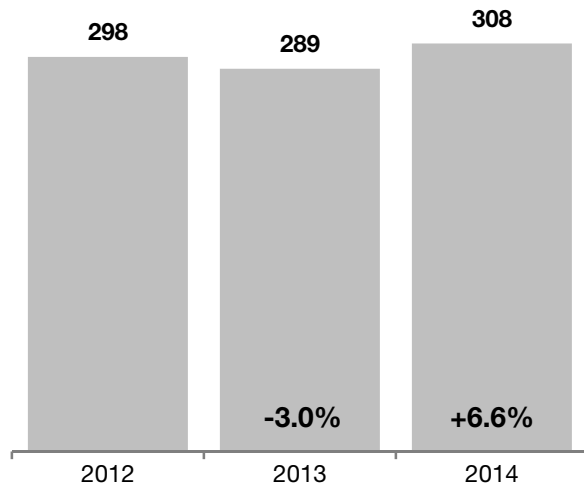


Closed Sales

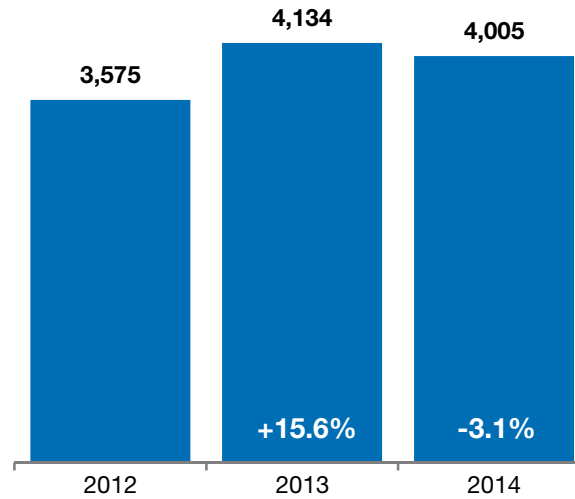
A count of the actual sales that have closed in a given month.



December

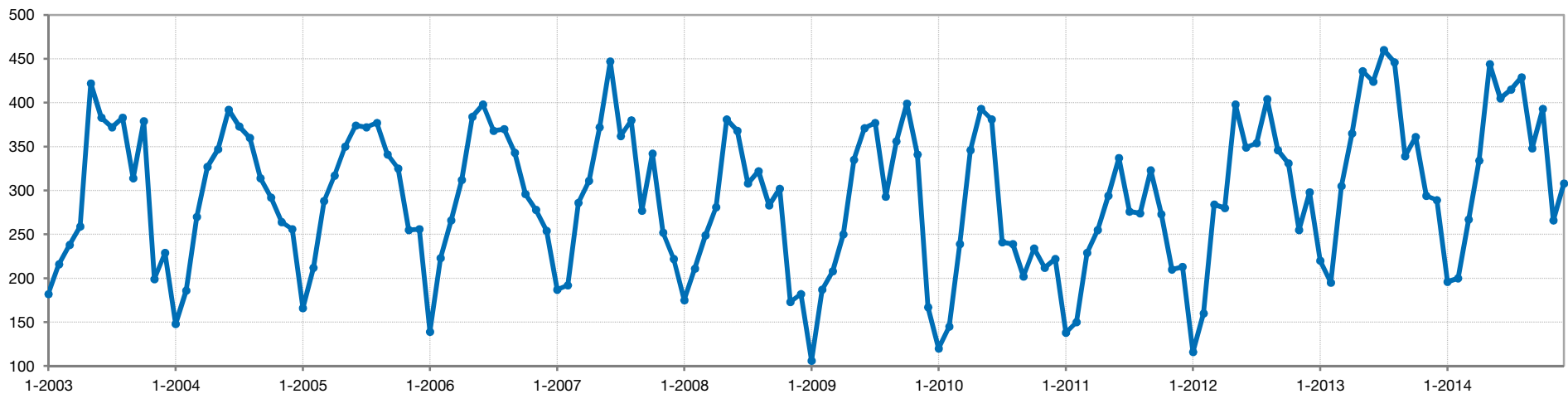


Year To Date



Month	Prior Year	Current Year	+ / -
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	405	-4.5%
July	460	415	-9.8%
August	446	429	-3.8%
September	339	348	+2.7%
October	361	393	+8.9%
November	294	266	-9.5%
December	289	308	+6.6%
12-Month Avg	345	334	-3.1%

Historical Closed Sales Activity

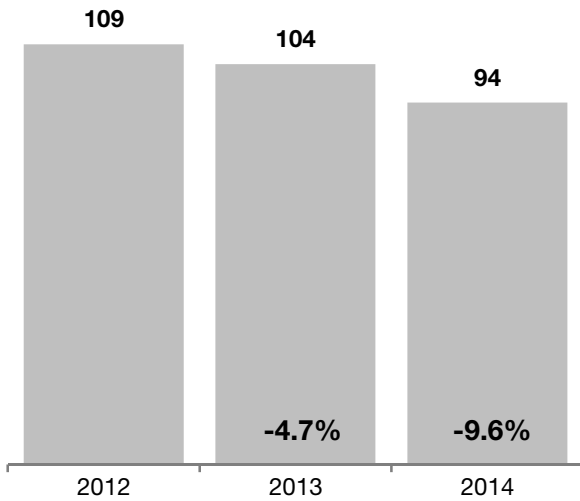


Days on Market Until Sale

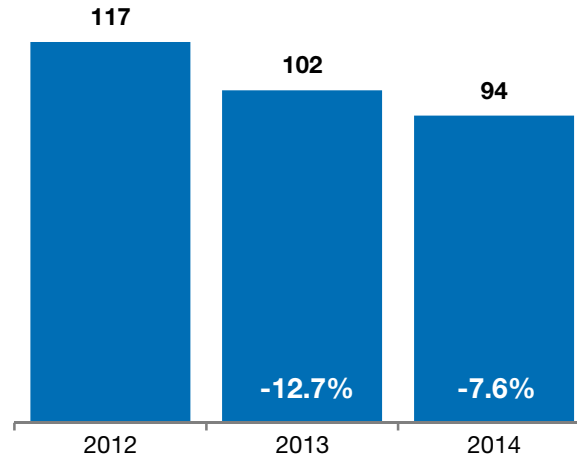
Average number of days between when a property is first listed and when a property is closed in a given month.



December

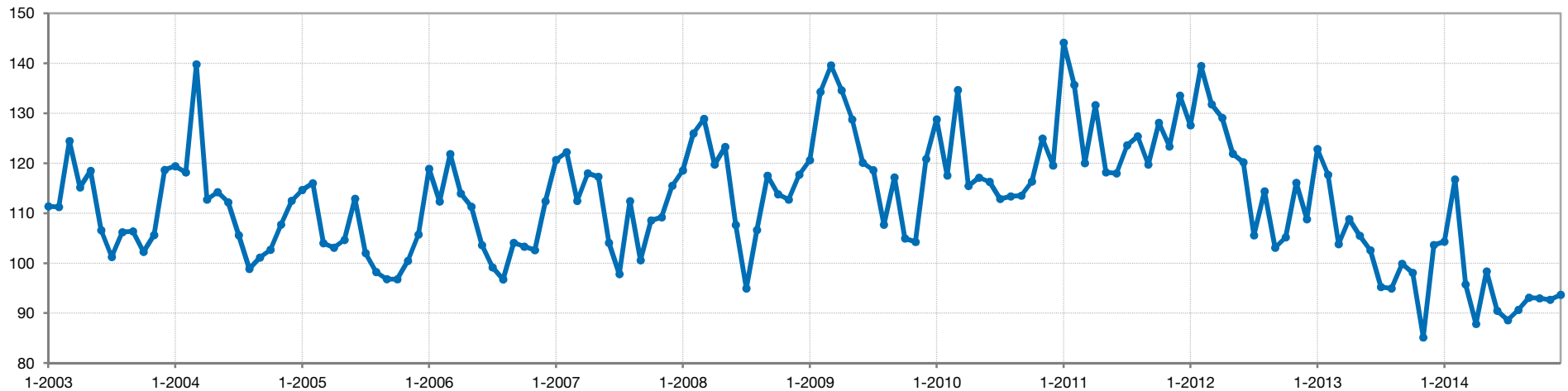


Year To Date



Month	Prior Year	Current Year	+ / -
January	123	104	-15.1%
February	118	117	-0.8%
March	104	96	-7.8%
April	109	88	-19.3%
May	106	98	-6.8%
June	103	90	-11.8%
July	95	89	-7.0%
August	95	91	-4.5%
September	100	93	-6.8%
October	98	93	-5.2%
November	85	93	+8.9%
December	104	94	-9.6%
12-Month Avg	102	94	-7.6%

Historical Days on Market Until Sale

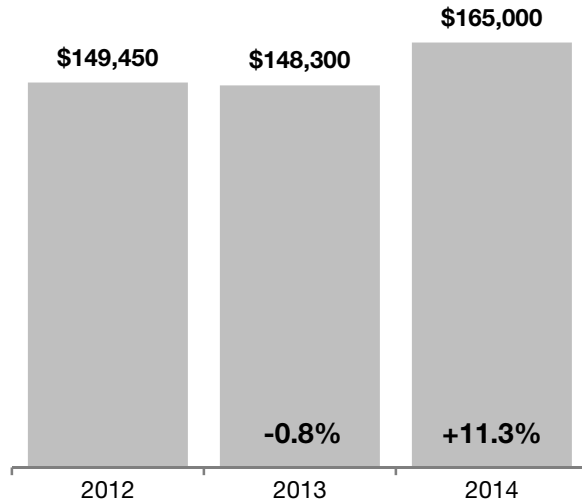


Median Sales Price

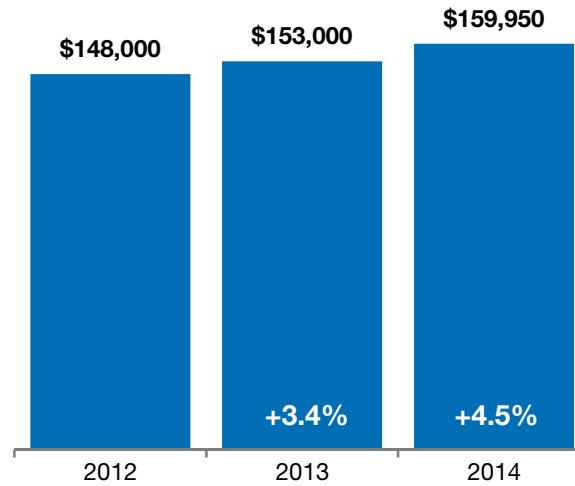
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

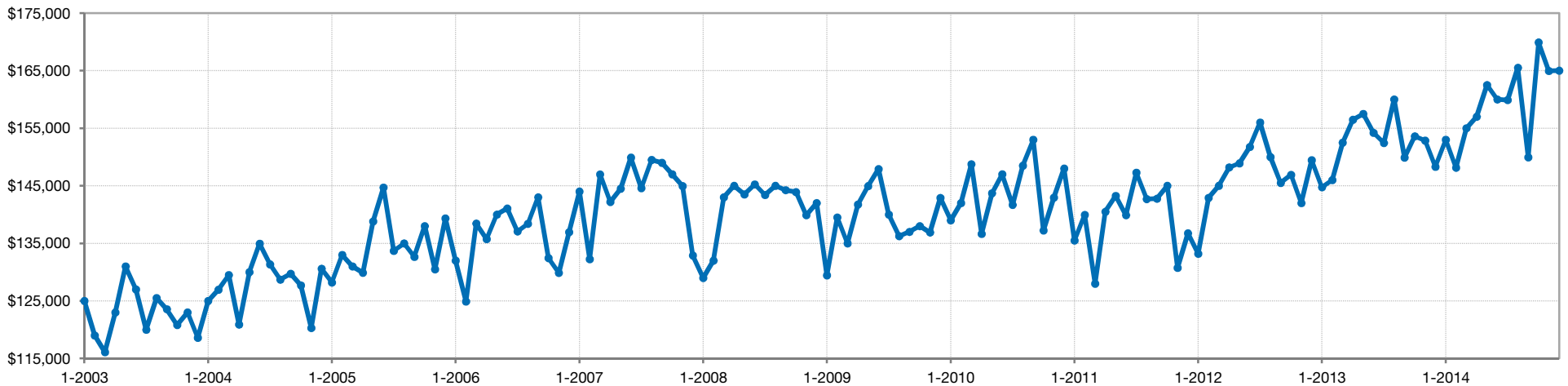


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$159,900	+4.9%
August	\$160,000	\$165,500	+3.4%
September	\$149,900	\$149,950	+0.0%
October	\$153,600	\$169,900	+10.6%
November	\$152,850	\$164,950	+7.9%
December	\$148,300	\$165,000	+11.3%
12-Month Med	\$153,000	\$159,950	+4.5%

Historical Median Sales Price

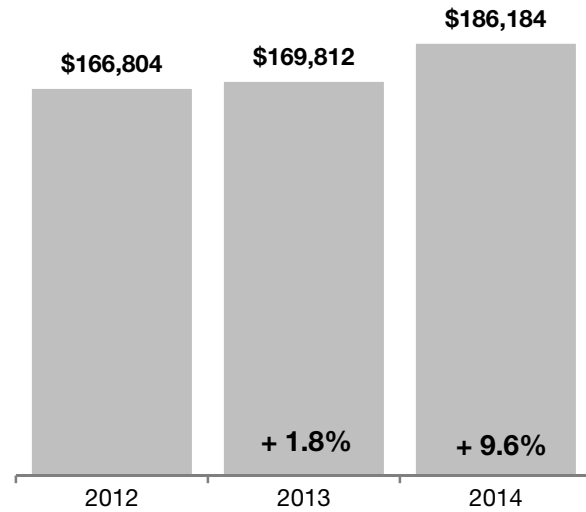


Average Sales Price

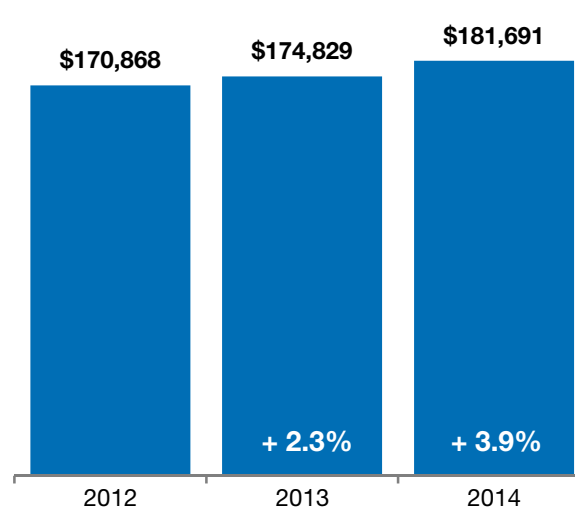
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

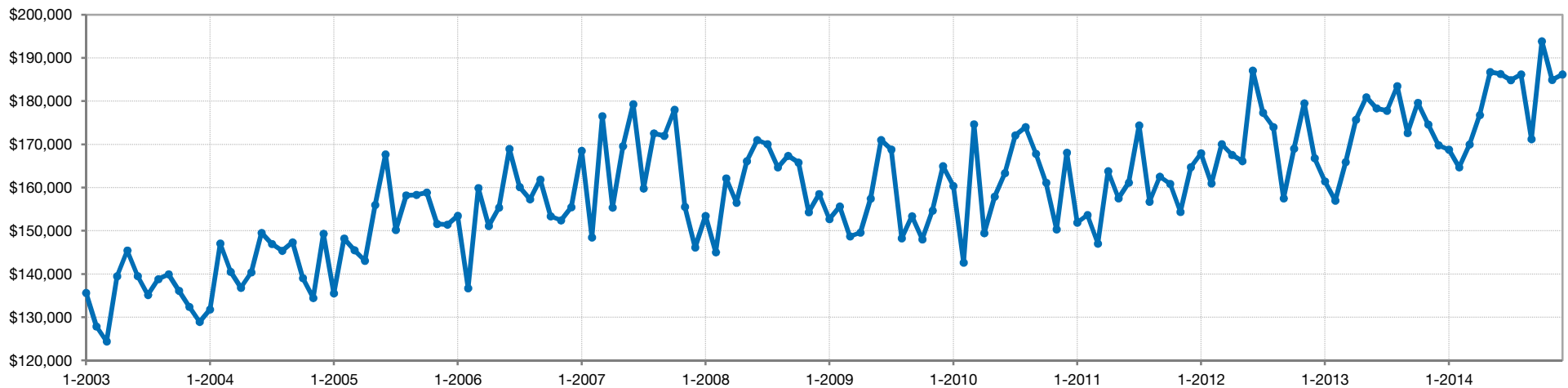


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$186,294	+4.5%
July	\$177,784	\$184,862	+4.0%
August	\$183,483	\$186,193	+1.5%
September	\$172,632	\$171,214	-0.8%
October	\$179,626	\$193,860	+7.9%
November	\$174,598	\$184,930	+5.9%
December	\$169,812	\$186,184	+9.6%
12-Month Avg	\$174,829	\$181,691	+3.9%

Historical Average Sales Price



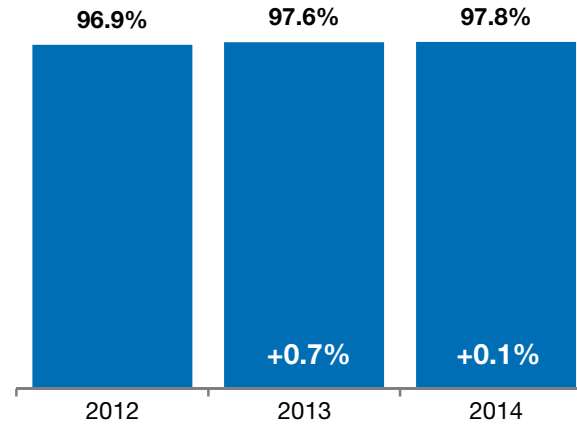
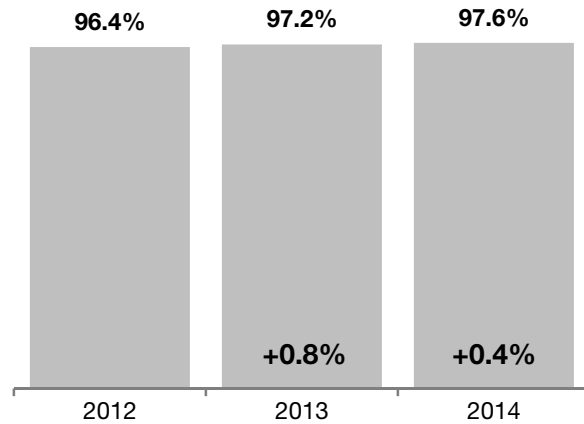
Percent of Original List Price Received

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.



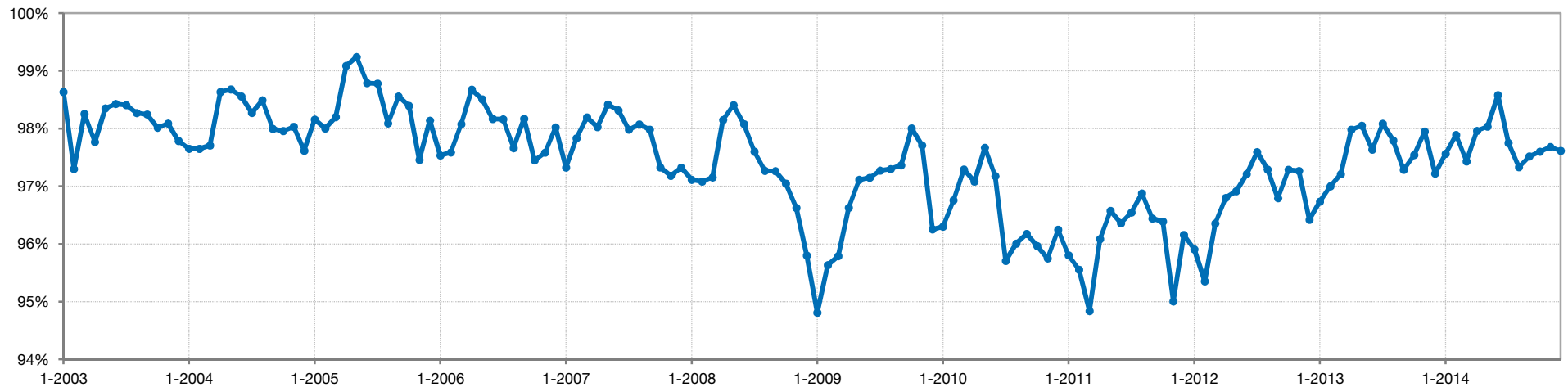
December

Year To Date



Month	Prior Year	Current Year	+ / -
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%	98.6%	+1.0%
July	98.1%	97.7%	-0.3%
August	97.8%	97.3%	-0.5%
September	97.3%	97.5%	+0.2%
October	97.5%	97.6%	+0.1%
November	97.9%	97.7%	-0.3%
December	97.2%	97.6%	+0.4%
12-Month Avg	97.6%	97.8%	+0.1%

Historical Percent of Original List Price Received

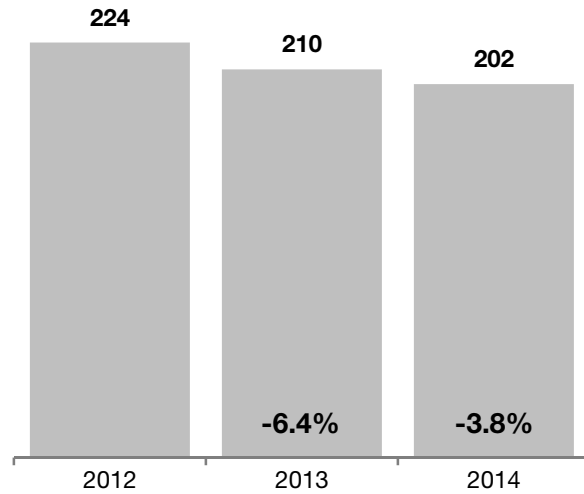


Housing Affordability Index

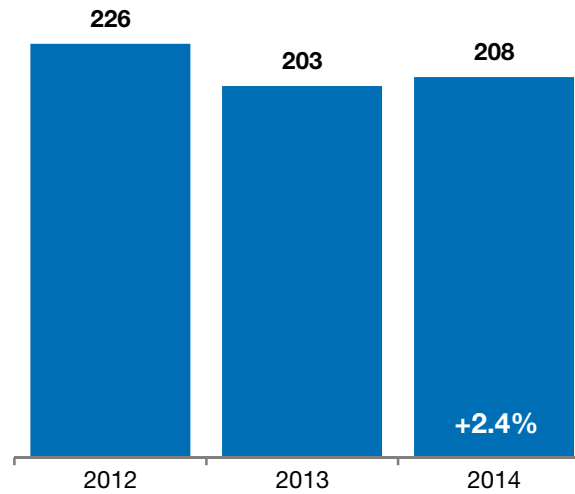


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

December

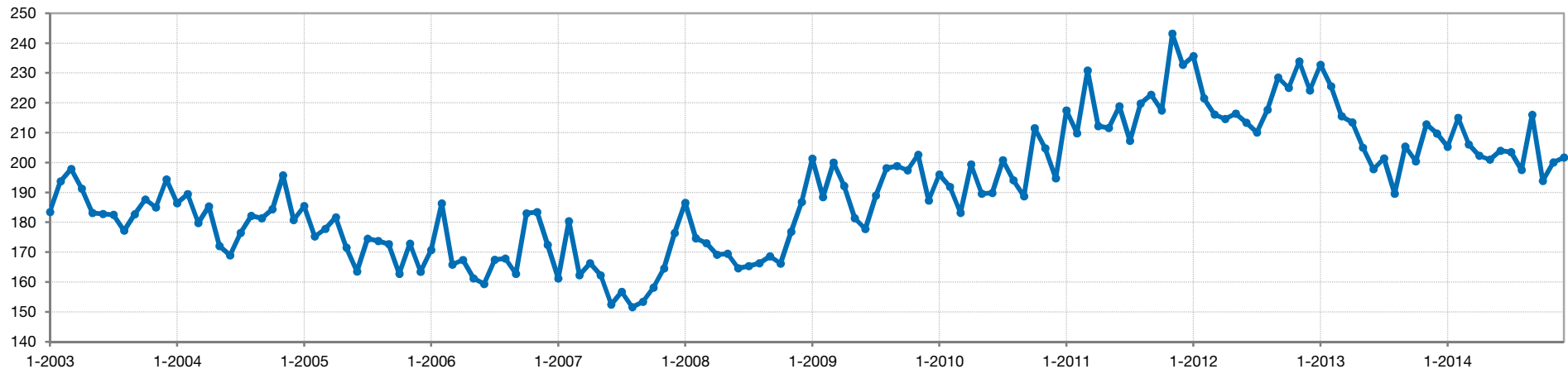


Year To Date



Month	Prior Year	Current Year	+ / -
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	+3.1%
July	201	204	+1.1%
August	190	198	+4.2%
September	205	216	+5.2%
October	200	194	-3.3%
November	213	200	-6.0%
December	210	202	-3.8%
12-Month Avg	209	204	-2.3%

Historical Housing Affordability Index

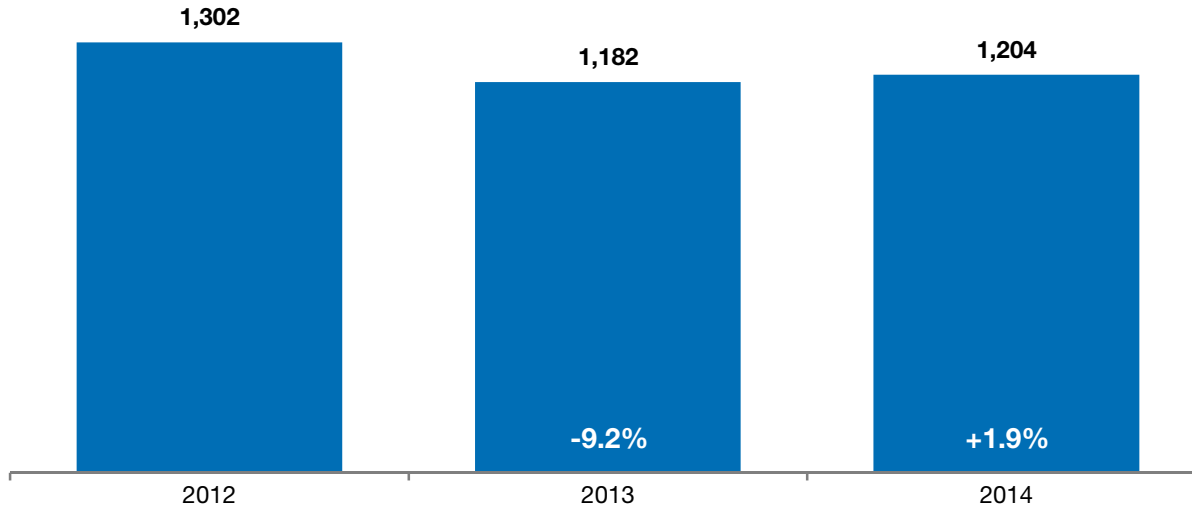


Inventory of Homes for Sale

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

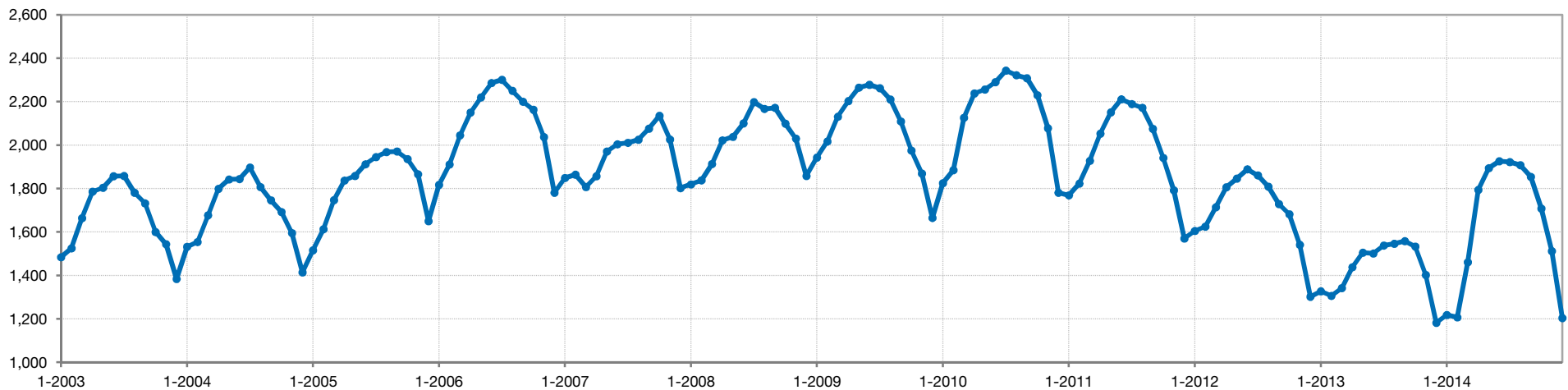


December



Month	Prior Year	Current Year	+ / -
January	1,327	1,218	-8.2%
February	1,306	1,207	-7.6%
March	1,342	1,461	+8.9%
April	1,438	1,794	+24.8%
May	1,505	1,894	+25.8%
June	1,501	1,926	+28.3%
July	1,538	1,922	+25.0%
August	1,546	1,908	+23.4%
September	1,558	1,854	+19.0%
October	1,533	1,708	+11.4%
November	1,402	1,512	+7.8%
December	1,182	1,204	+1.9%
12-Month Avg	1,432	1,634	+13.4%

Historical Inventory of Homes for Sale

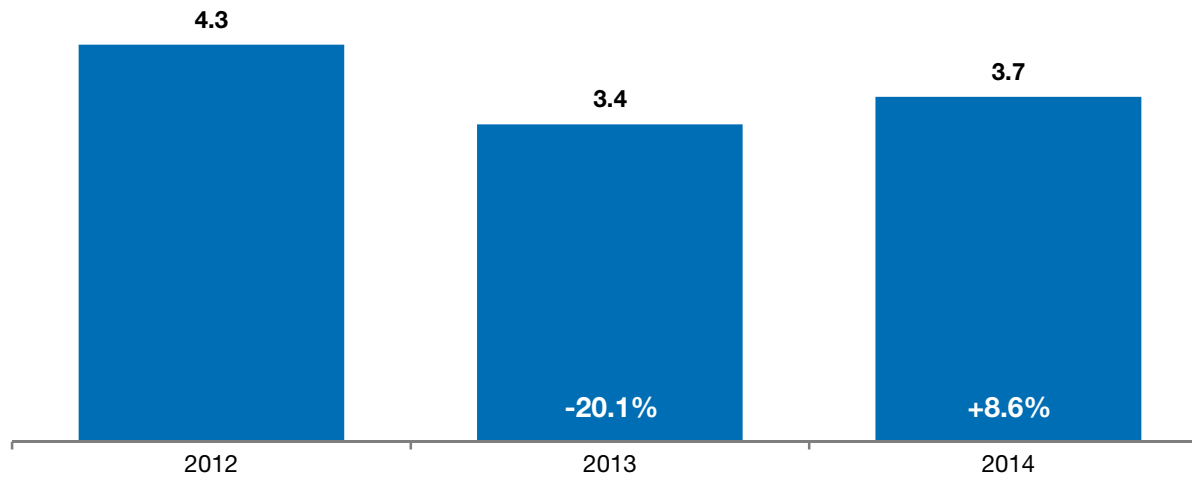


Months Supply of Homes for Sale

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.

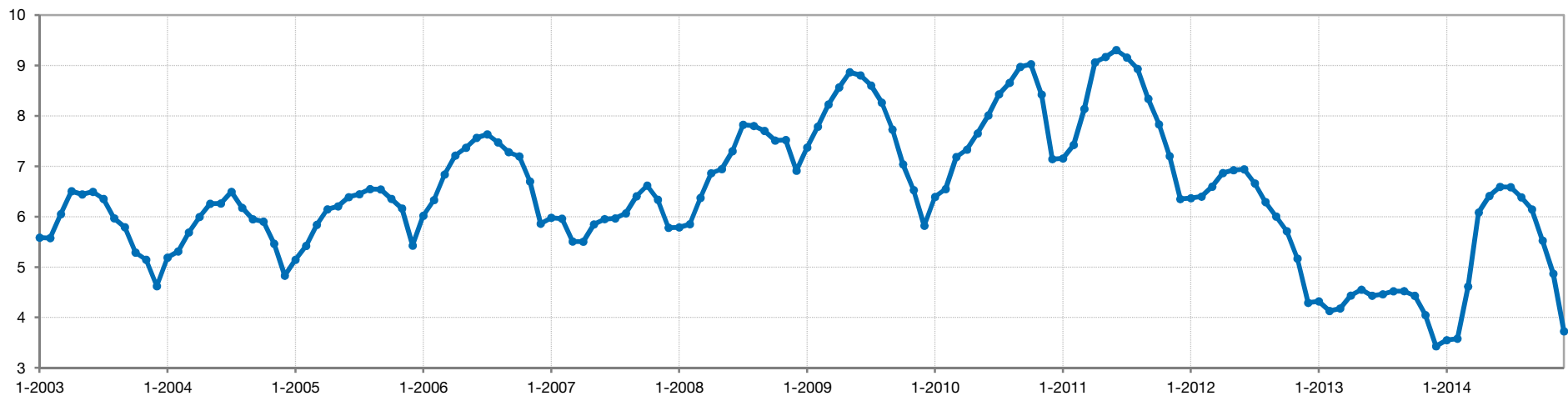


December



Month	Prior Year	Current Year	+ / -
January	4.3	3.6	-17.8%
February	4.1	3.6	-13.3%
March	4.2	4.6	+10.4%
April	4.4	6.1	+37.2%
May	4.6	6.4	+40.9%
June	4.4	6.6	+48.7%
July	4.5	6.6	+47.6%
August	4.5	6.4	+41.2%
September	4.5	6.1	+35.8%
October	4.4	5.5	+24.7%
November	4.0	4.9	+20.3%
December	3.4	3.7	+8.6%
12-Month Avg	4.3	5.3	+24.5%

Historical Months Supply of Homes for Sale

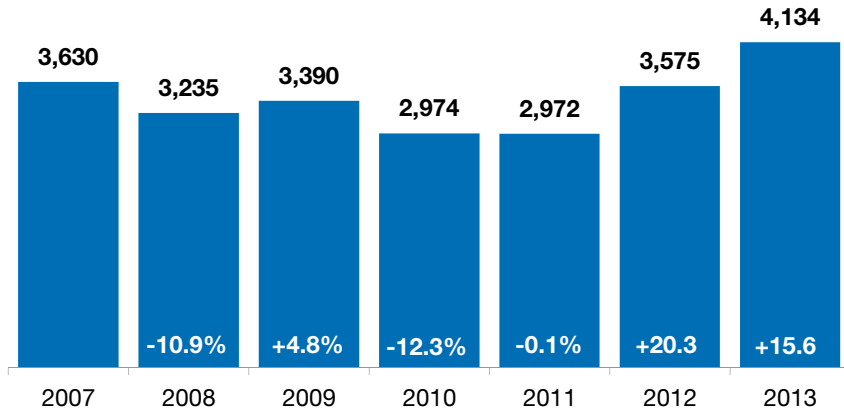


Annual Review

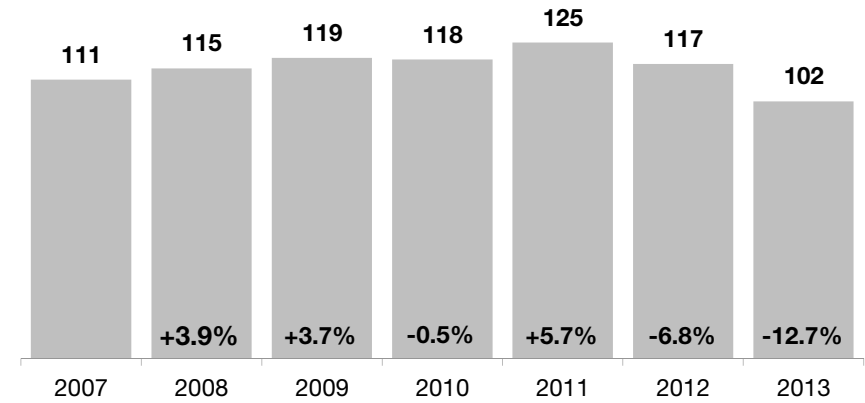
Historical look at key market metrics for the overall region.



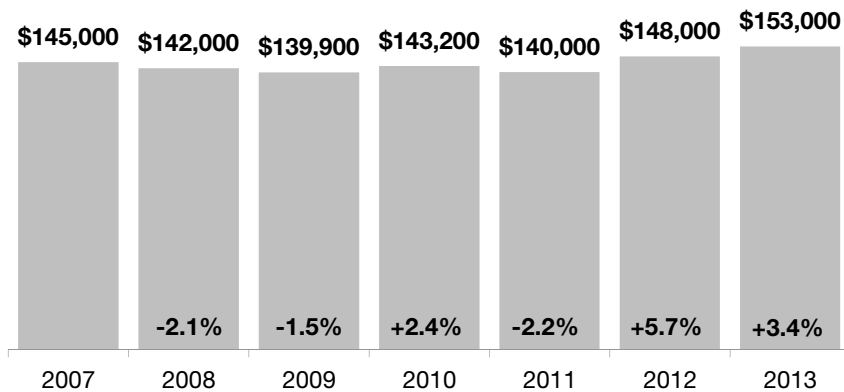
Closed Sales



Days On Market



Median Sales Price



Percent of Original List Price Received

