Monthly Indicators

RASE
REALTOR® Association of the Sioux Empire Inc.

February 2016

The primary story, both nationally and in local submarkets, is a dwindling months' supply of inventory. The cure, of course, is more inventory. But new construction has been lagging during this opportune moment, and sellers of existing homes are not yet hitting the market in droves. The heart of the selling season has yet to begin, so we're still optimistically watching for an increase in activity in the coming months.

New Listings in the Sioux Falls region decreased 17.2 percent to 386. Pending Sales were up 48.2 percent to 329. Inventory levels fell 23.0 percent to 1,150 units.

Prices continued to gain traction. The Median Sales Price increased 5.8 percent to $170,363. Days on Market was down 9.0 percent to 101 days. Sellers were encouraged as Months Supply of Homes for Sale was down 39.6 percent to 2.9 months.

National housing starts were up by 10.8 percent at the end of 2015 when compared to 2014, and the unemployment rate is holding low and steady at or near 4.9 percent. Meanwhile, mortgage rates continue to astound below 4.0 percent and we have witnessed an unprecedented 70 consecutive months of private-sector job growth. As consumers navigate their options, competition for the best available properties should be profound, especially if the market remains hobbled by a lack of supply.

Quick Facts

- 9.0%	+ 5.8%	- 23.0%
Change in **Closed Sales**	Change in **Median Sales Price**	Change in **Inventory**

Market Overview

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

Key Metrics	Historical Sparklines	2-2015	2-2016	+ / −	YTD 2015	YTD 2016	+ / −
New Listings		466	386	- 17.2%	861	774	- 10.1%
Pending Sales		222	329	+ 48.2%	440	583	+ 32.5%
Closed Sales		221	201	- 9.0%	438	400	- 8.7%
Days on Market Until Sale		111	101	- 9.0%	111	102	- 8.1%
Median Sales Price		$161,000	$170,363	+ 5.8%	$157,750	$174,500	+ 10.6%
Average Sales Price		$178,650	$190,121	+ 6.4%	$178,358	$196,870	+ 10.4%
Percent of Original List Price Received		97.2%	97.9%	+ 0.7%	97.2%	97.9%	+ 0.7%
Housing Affordability Index		210	200	- 4.8%	215	195	- 9.3%
Inventory of Homes for Sale		1,493	1,150	- 23.0%	--	--	--
Months Supply of Homes for Sale		4.8	2.9	- 39.6%	--	--	--

New Listings

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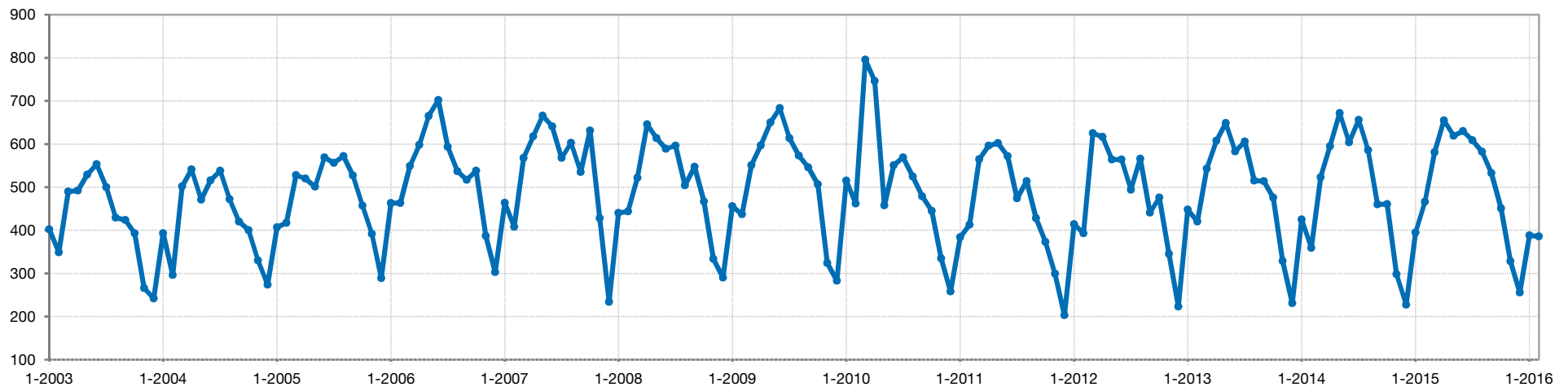
February

359	466	386
	+29.8%	-17.2%
2014	2015	2016

Year To Date

784	861	774
	+9.8%	-10.1%
2014	2015	2016
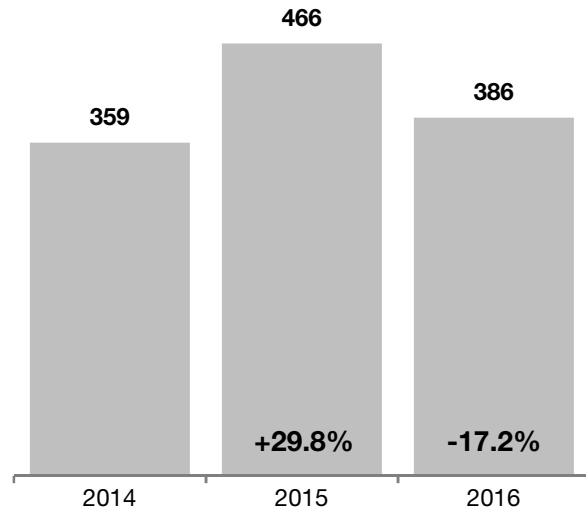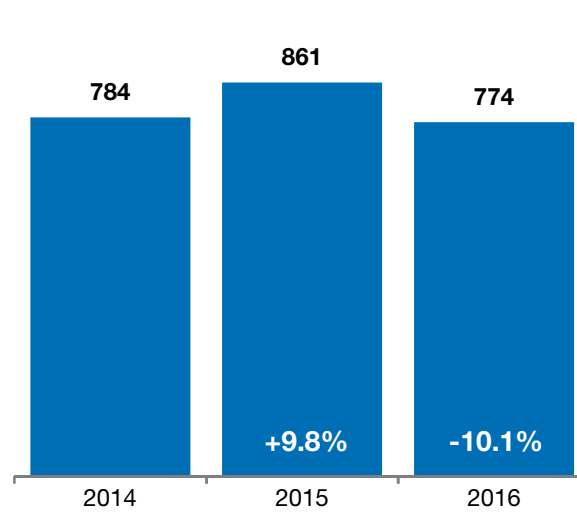
Month	Prior Year	Current Year	+ / −
March	523	581	+11.1%
April	595	655	+10.1%
May	672	619	-7.9%
June	604	630	+4.3%
July	656	609	-7.2%
August	586	582	-0.7%
September	460	533	+15.9%
October	461	451	-2.2%
November	298	328	+10.1%
December	227	256	+12.8%
January	395	388	-1.8%
February	466	386	-17.2%
12-Month Avg	495	502	+1.3%

Historical New Listing Activity

Pending Sales

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

February

- 2014: 269
- 2015: 222 (-17.5%)
- 2016: 329 (+48.2%)

Year To Date

- 2014: 504
- 2015: 440 (-12.7%)
- 2016: 583 (+32.5%)
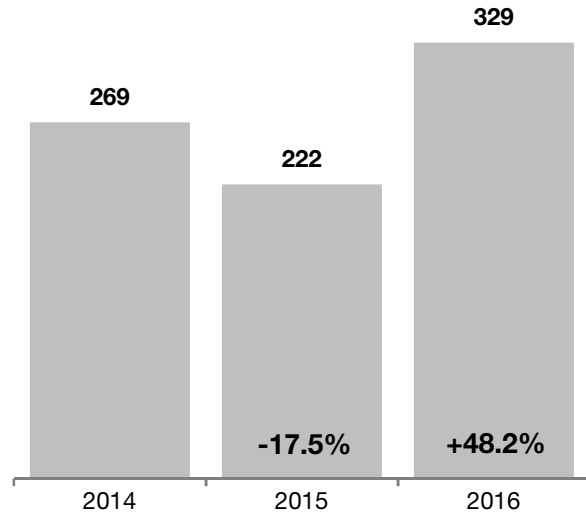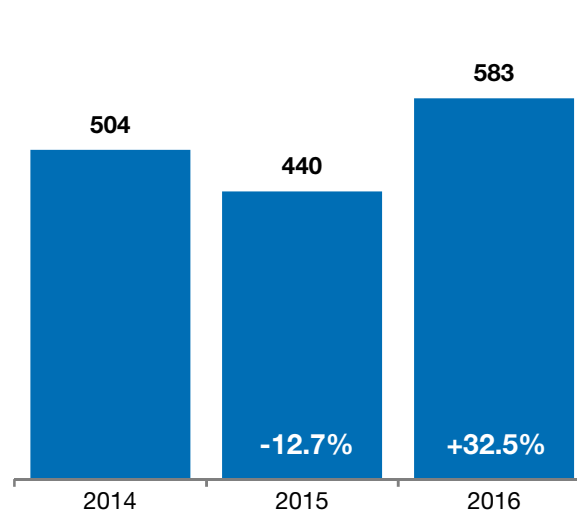
Month	Prior Year	Current Year	+ / −
March	152	307	+102.0%
April	130	369	+183.8%
May	444	510	+14.9%
June	406	556	+36.9%
July	415	522	+25.8%
August	431	420	-2.6%
September	349	372	+6.6%
October	394	439	+11.4%
November	269	279	+3.7%
December	314	334	+6.4%
January	218	254	+16.5%
February	222	329	+48.2%
12-Month Avg	312	391	+25.3%

Historical Pending Sales Activity
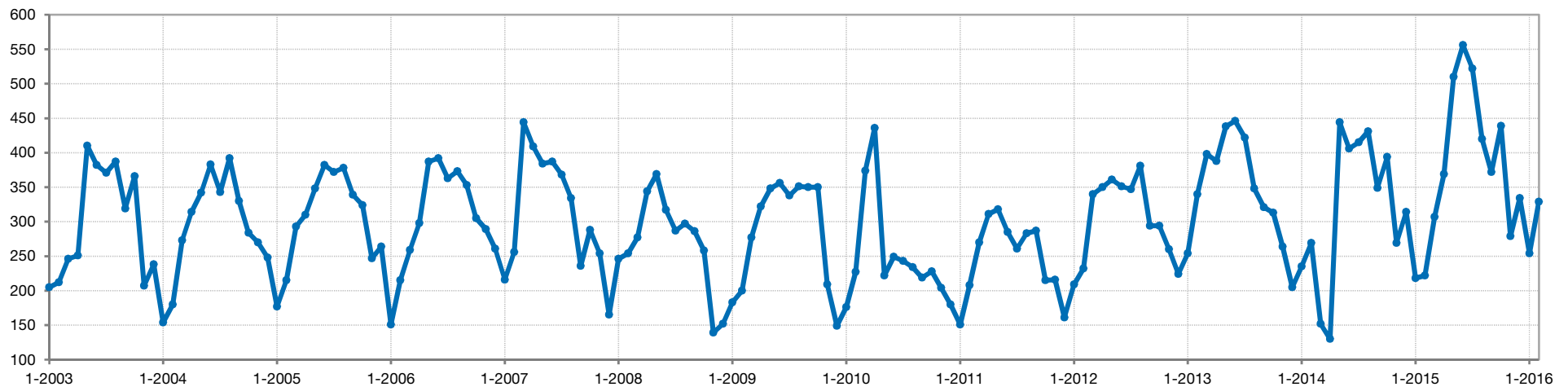
Closed Sales

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

February

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200        221        201
                 +10.5%     -9.0%
2014       2015       2016
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Year To Date

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397        438        400
                 +10.3%     -8.7%
2014       2015       2016
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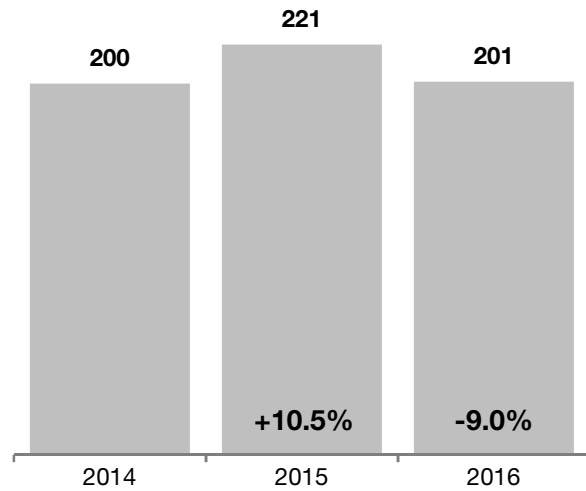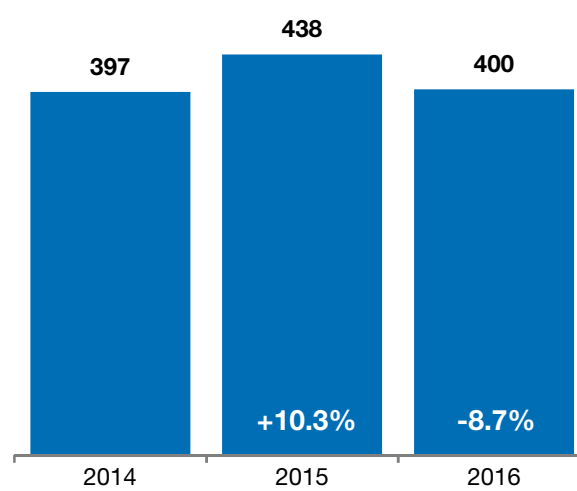
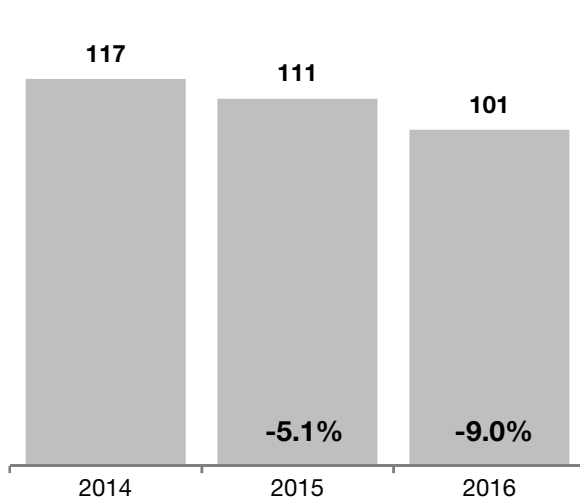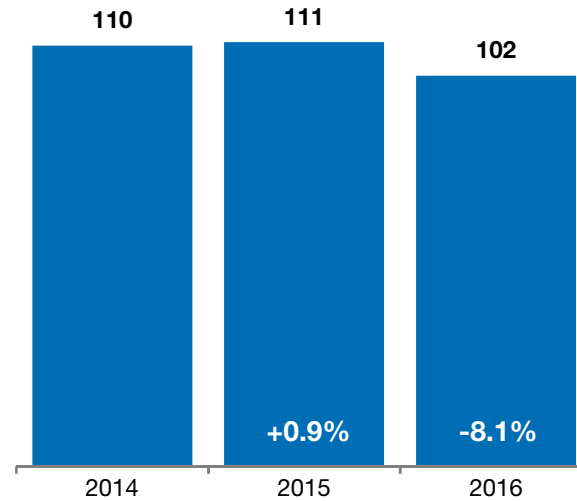| Month	Prior Year	Current Year	+ / –
March	268	307	+14.6%
April	335	369	+10.1%
May	444	510	+14.9%
June	406	555	+36.7%
July	415	522	+25.8%
August	429	419	-2.3%
September	349	368	+5.4%
October	394	437	+10.9%
November	269	272	+1.1%
December	314	326	+3.8%
January	217	199	-8.3%
February	221	201	-9.0%
12-Month Avg	338	374	+8.6%

Historical Closed Sales Activity
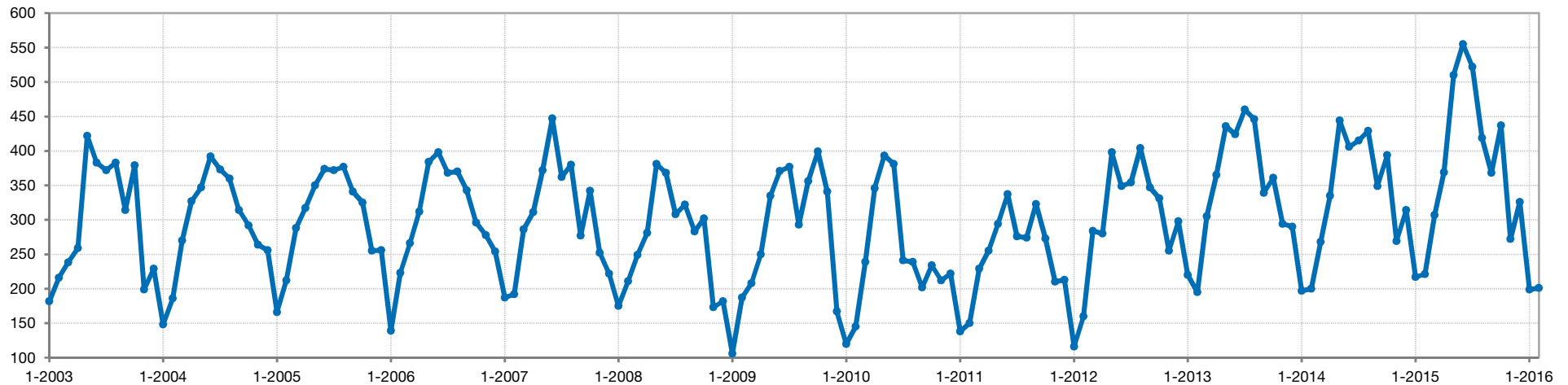
Days on Market Until Sale

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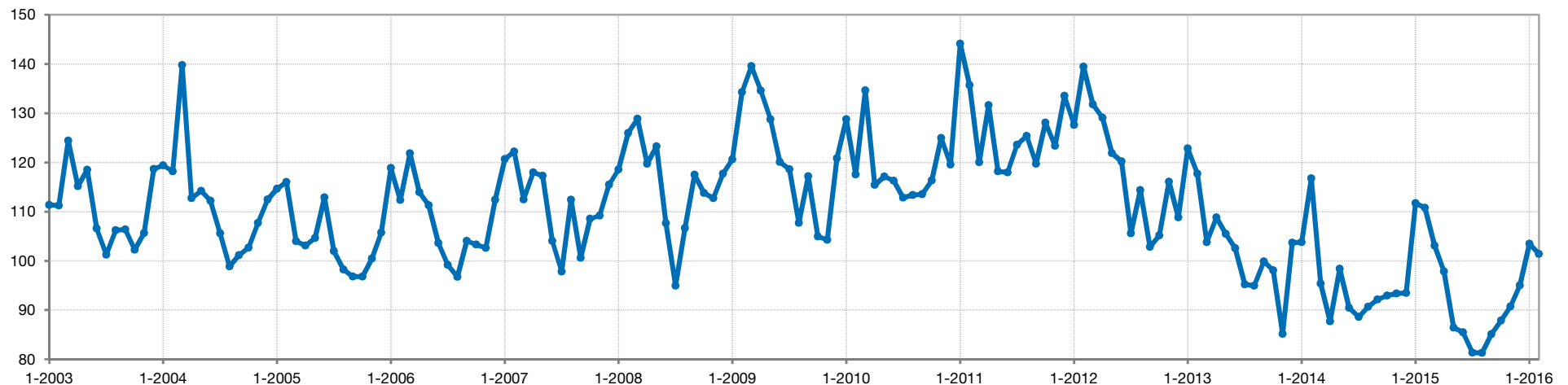
February

	2014	2015	2016
	117	111	101
		-5.1%	-9.0%

Year To Date

	2014	2015	2016
	110	111	102
		+0.9%	-8.1%

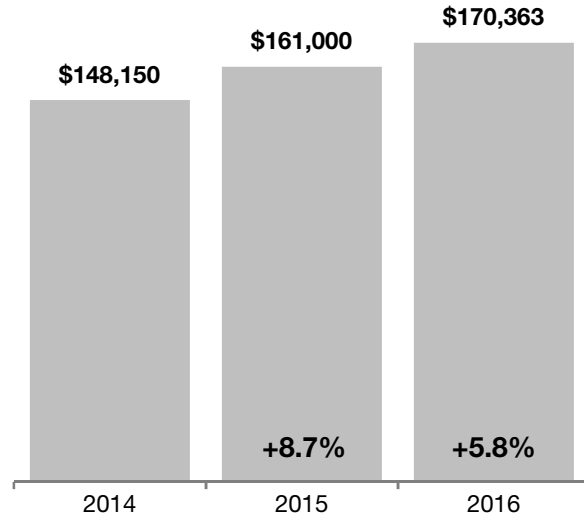| Month	Prior Year	Current Year	+ / –
March	95	103	+8.4%
April	88	98	+11.4%
May	98	86	-12.2%
June	90	85	-5.6%
July	89	81	-9.0%
August	91	81	-11.0%
September	92	85	-7.6%
October	93	88	-5.4%
November	93	91	-2.2%
December	93	95	+2.2%
January	112	103	-8.0%
February	111	101	-9.0%
12-Month Avg	94	90	-4.3%

Historical Days on Market Until Sale

Median Sales Price

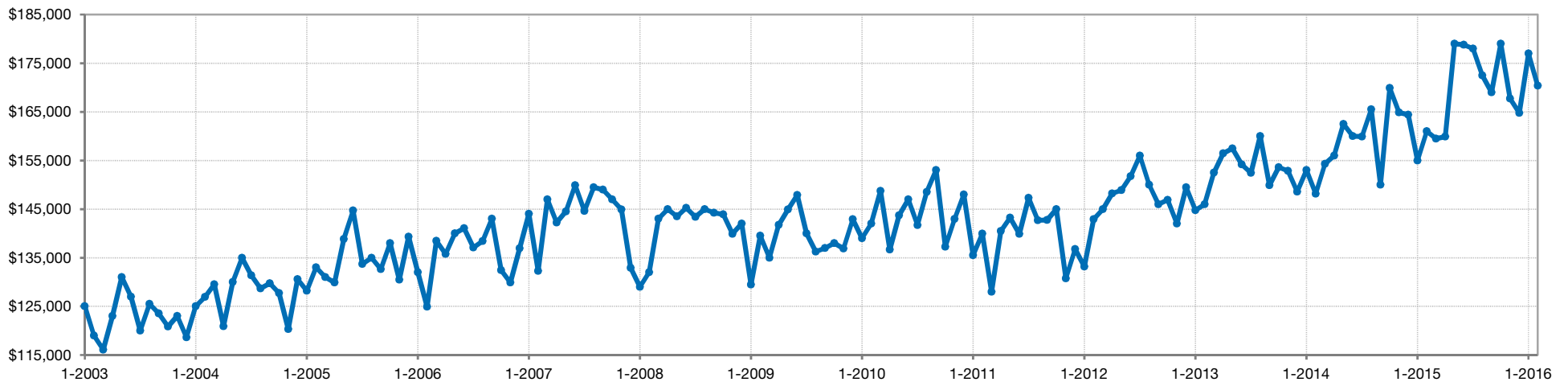Median price point for all closed sales, not accounting for seller concessions, in a given month.

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February

$148,150 (2014)
$161,000 (2015) +8.7%
$170,363 (2016) +5.8%

Year To Date

$150,395 (2014)
$157,750 (2015) +4.9%
$174,500 (2016) +10.6%
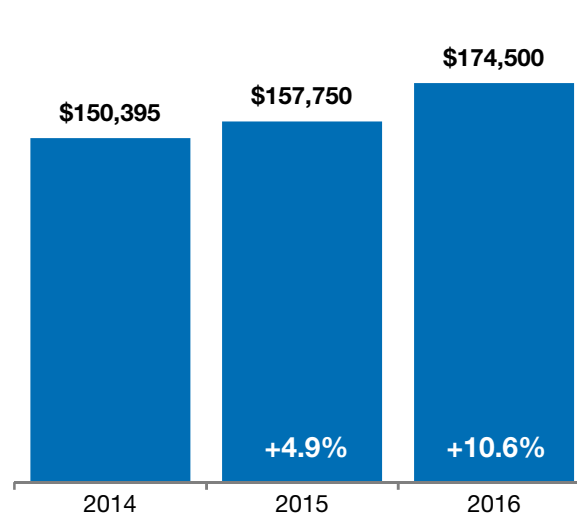
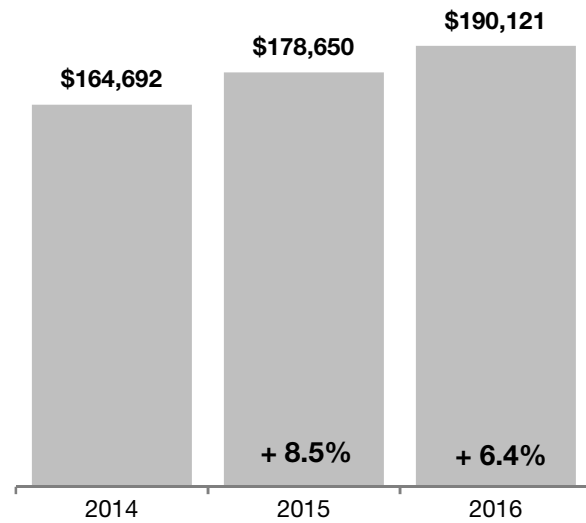| Month	Prior Year	Current Year	+ / –
March	$154,300	$159,500	+3.4%
April	$156,000	$159,900	+2.5%
May	$162,500	$179,000	+10.2%
June	$160,000	$178,800	+11.8%
July	$159,900	$178,000	+11.3%
August	$165,500	$172,500	+4.2%
September	$150,000	$169,000	+12.7%
October	$169,900	$179,000	+5.4%
November	$164,900	$167,750	+1.7%
December	$164,400	$164,750	+0.2%
January	$155,000	$177,000	+14.2%
February	$161,000	$170,363	+5.8%
12-Month Med	**$160,250**	**$172,900**	**+7.9%**

Historical Median Sales Price

Average Sales Price

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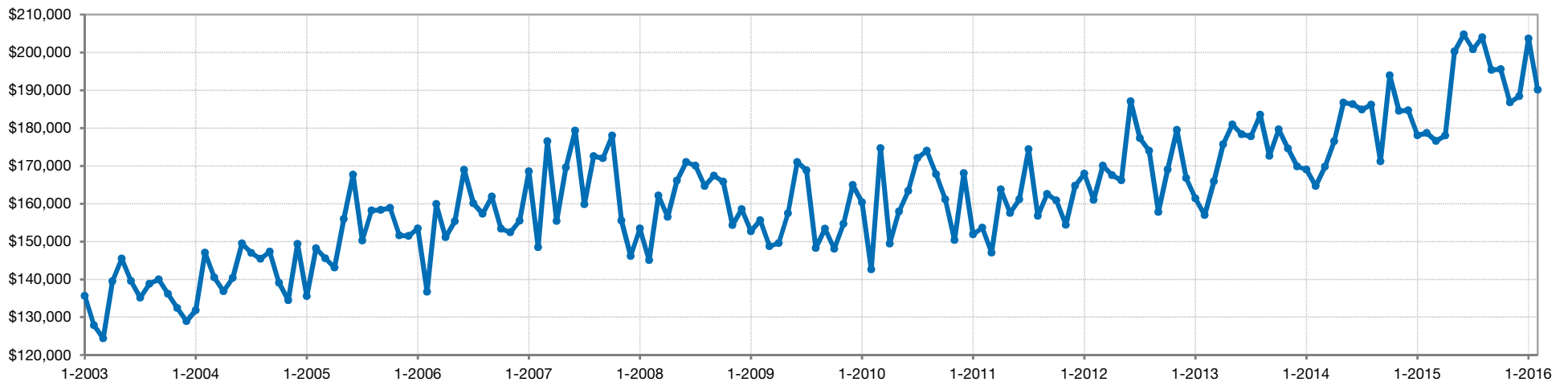
February

- $164,692 — 2014
- $178,650 — 2015 (+ 8.5%)
- $190,121 — 2016 (+ 6.4%)

Year To Date

- $166,841 — 2014
- $178,358 — 2015 (+ 6.9%)
- $196,870 — 2016 (+ 10.4%)
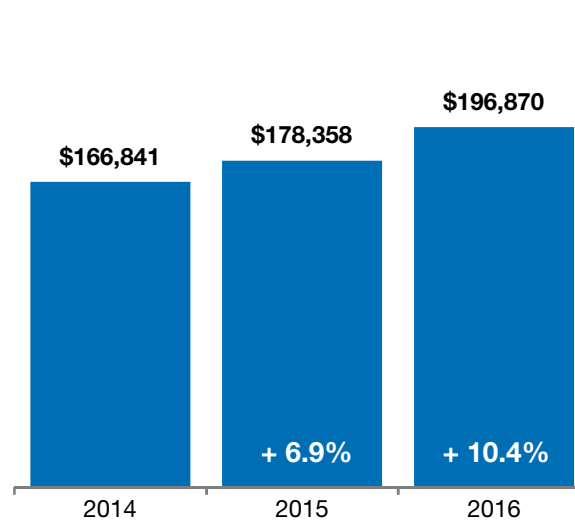
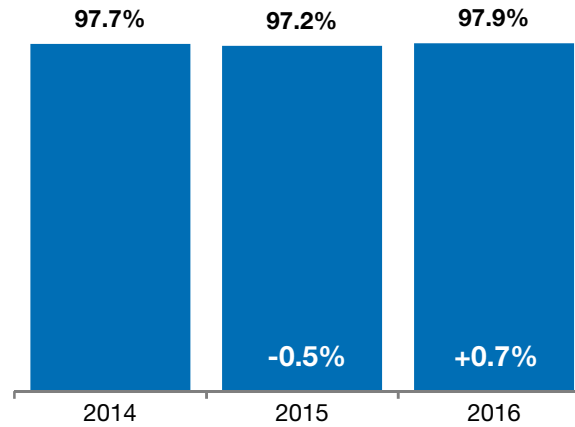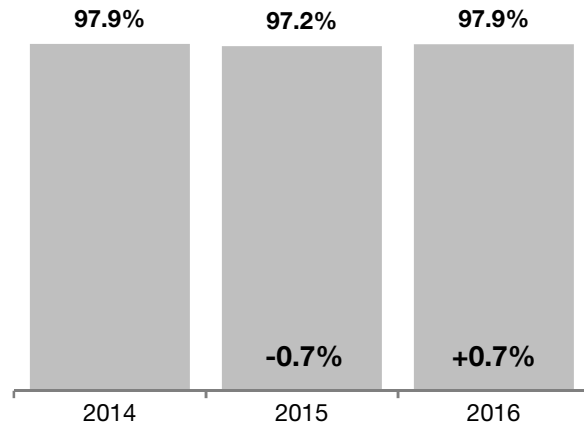| Month	Prior Year	Current Year	+ / –
March	$169,773	$176,570	+4.0%
April	$176,509	$177,985	+0.8%
May	$186,734	$200,259	+7.2%
June	$186,294	$204,736	+9.9%
July	$184,862	$200,825	+8.6%
August	$186,193	$204,014	+9.6%
September	$171,228	$195,357	+14.1%
October	$193,950	$195,524	+0.8%
November	$184,554	$186,762	+1.2%
December	$184,661	$188,440	+2.0%
January	$178,057	$203,654	+14.4%
February	$178,650	$190,121	+6.4%
12-Month Avg	$182,631	$194,932	+6.7%

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.

February

- 2014: 97.9%
- 2015: 97.2% (-0.7%)
- 2016: 97.9% (+0.7%)

Year To Date

- 2014: 97.7%
- 2015: 97.2% (-0.5%)
- 2016: 97.9% (+0.7%)

Month	Prior Year	Current Year	+ / −
March	97.4%	**97.6%**	+0.2%
April	98.0%	**98.5%**	+0.5%
May	98.0%	**98.8%**	+0.8%
June	98.6%	**98.7%**	+0.1%
July	97.7%	**98.6%**	+0.9%
August	97.3%	**98.3%**	+1.0%
September	97.5%	**98.5%**	+1.0%
October	97.6%	**98.2%**	+0.6%
November	97.7%	**97.8%**	+0.1%
December	97.5%	**97.5%**	0.0%
January	97.1%	**98.0%**	+0.9%
February	97.2%	**97.9%**	+0.7%
12-Month Avg	**97.7%**	**98.3%**	**+0.6%**

## Historical Percent of Original List Price Received
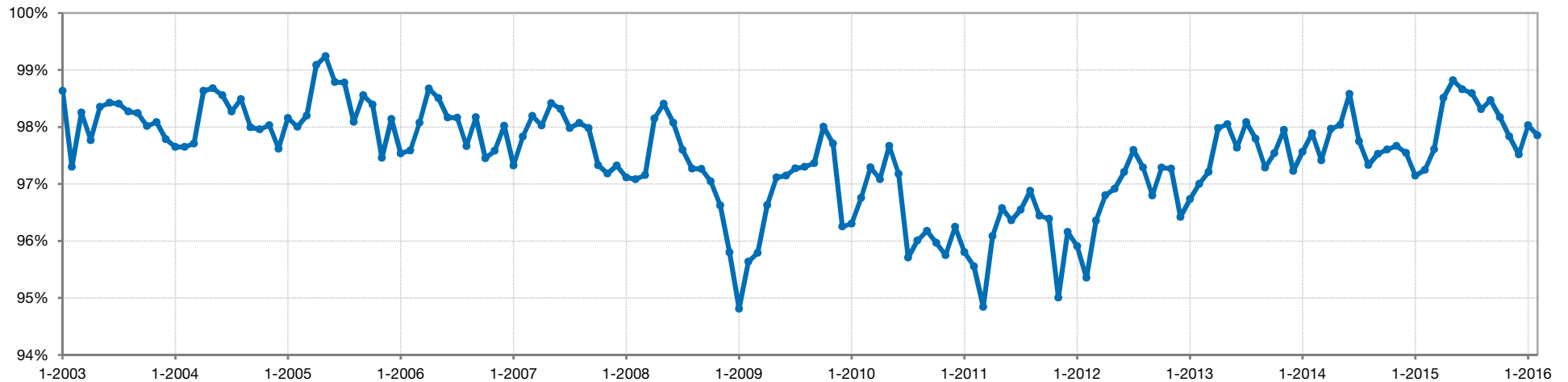
Housing Affordability Index

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.**
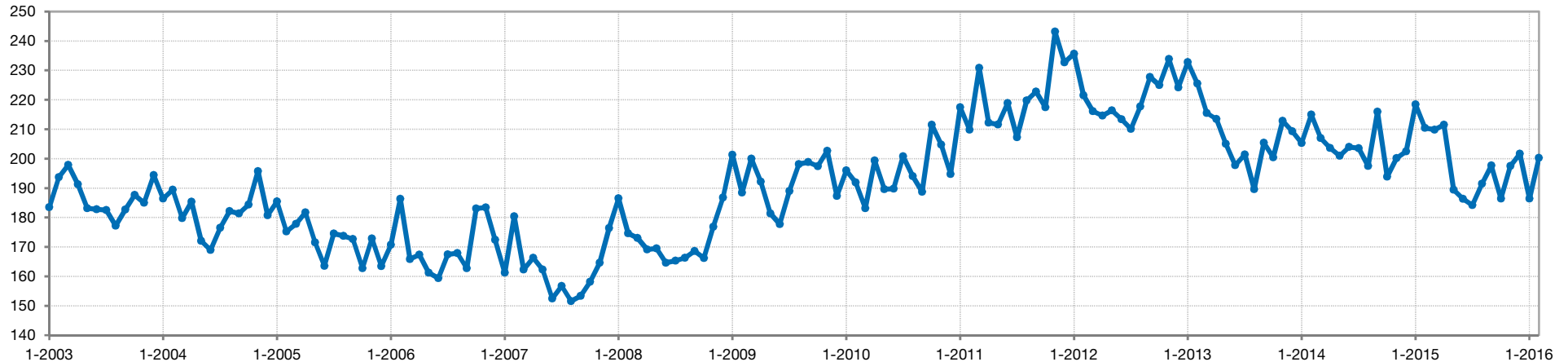
February

2014	2015	2016
215	210	200
	-2.3%	-4.8%

Year To Date

2014	2015	2016
212	215	195
	+1.4%	-9.3%
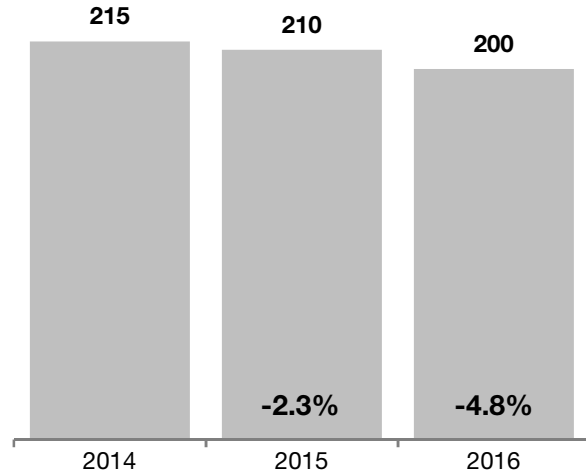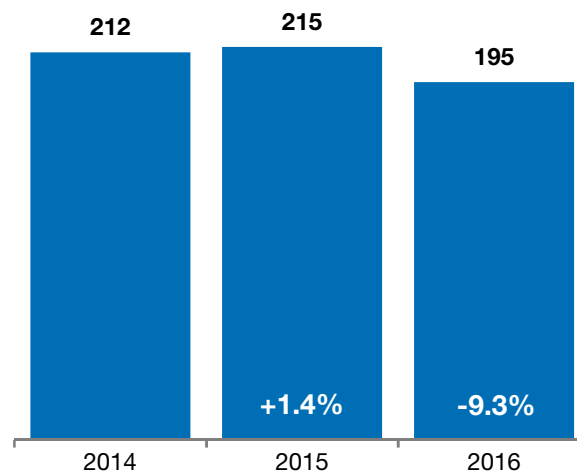
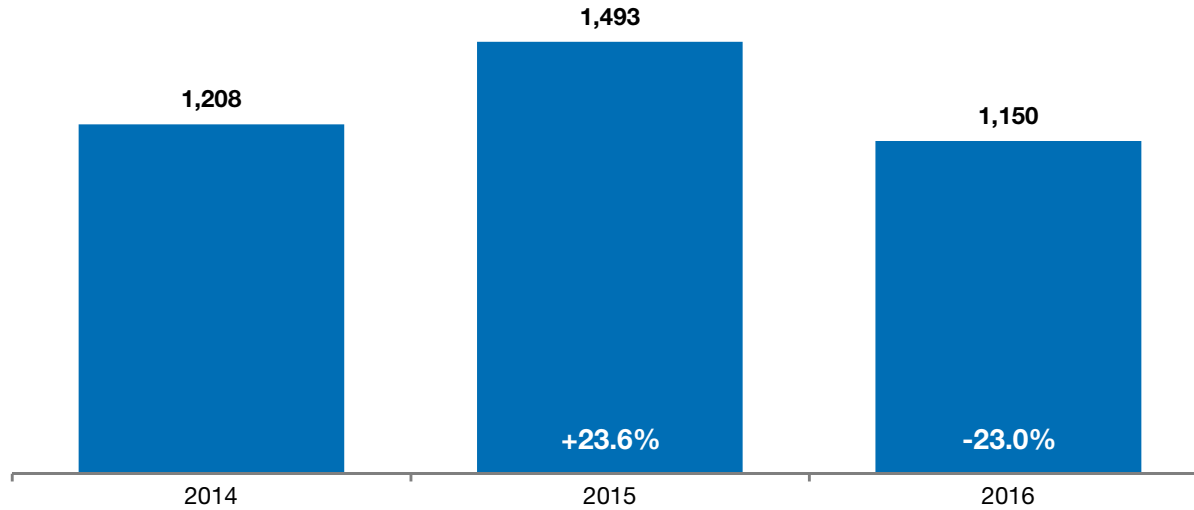| Month	Prior Year	Current Year	+ / −
March	207	**210**	+1.4%
April	204	**212**	+3.9%
May	201	**189**	-6.0%
June	204	**186**	-8.8%
July	204	**184**	-9.8%
August	198	**191**	-3.5%
September	216	**198**	-8.3%
October	194	**186**	-4.1%
November	200	**197**	-1.5%
December	202	**202**	0.0%
January	218	**186**	-14.7%
February	210	**200**	-4.8%
12-Month Avg	**205**	**195**	**-4.9%**

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.

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February

Month	Prior Year	Current Year	+ / −
March	1,466	1,669	+13.8%
April	1,801	1,854	+2.9%
May	1,901	1,856	-2.4%
June	1,938	1,798	-7.2%
July	1,940	1,766	-9.0%
August	1,934	1,779	-8.0%
September	1,896	1,768	-6.8%
October	1,768	1,575	-10.9%
November	1,604	1,454	-9.4%
December	1,358	1,234	-9.1%
January	1,348	1,197	-11.2%
February	1,493	1,150	-23.0%
12-Month Avg	**1,704**	**1,592**	**-6.7%**

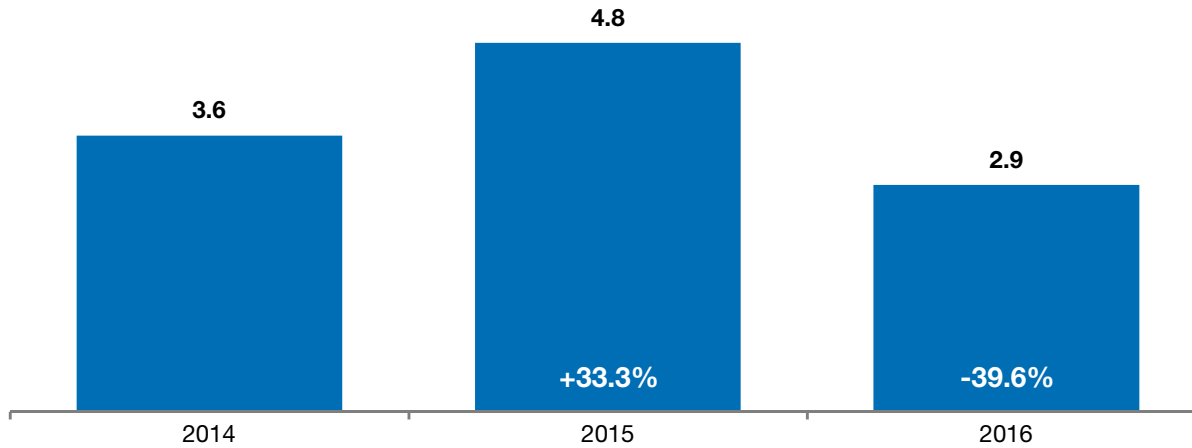## Historical Inventory of Homes for Sale
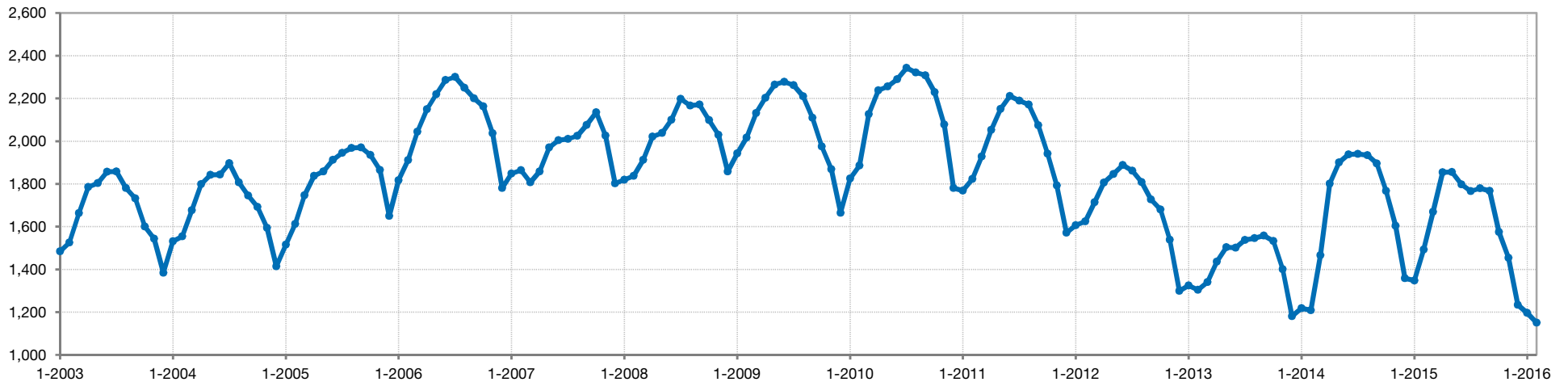
Months Supply of Homes for Sale

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.
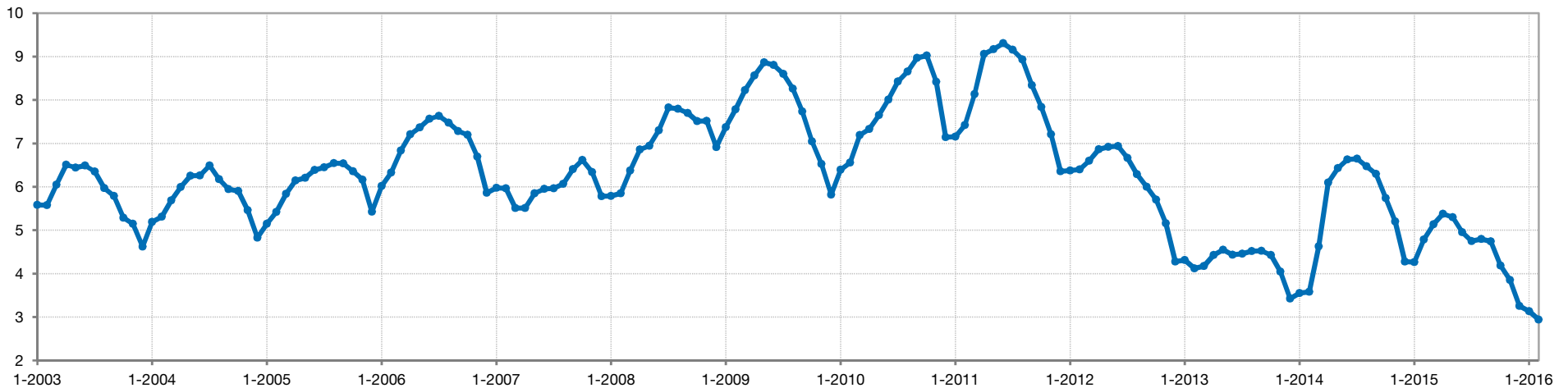
February

Bar	Value	Change
2014	3.6	
2015	4.8	+33.3%
2016	2.9	-39.6%

Month	Prior Year	Current Year	+ / −
March	4.6	5.1	+10.9%
April	6.1	5.4	-11.5%
May	6.4	5.3	-17.2%
June	6.6	5.0	-24.2%
July	6.6	4.8	-27.3%
August	6.5	4.8	-26.2%
September	6.3	4.7	-25.4%
October	5.7	4.2	-26.3%
November	5.2	3.9	-25.0%
December	4.3	3.3	-23.3%
January	4.3	3.1	-27.9%
February	4.8	2.9	-39.6%
12-Month Avg	5.6	4.4	-21.4%

Historical Months Supply of Homes for Sale

Annual Review

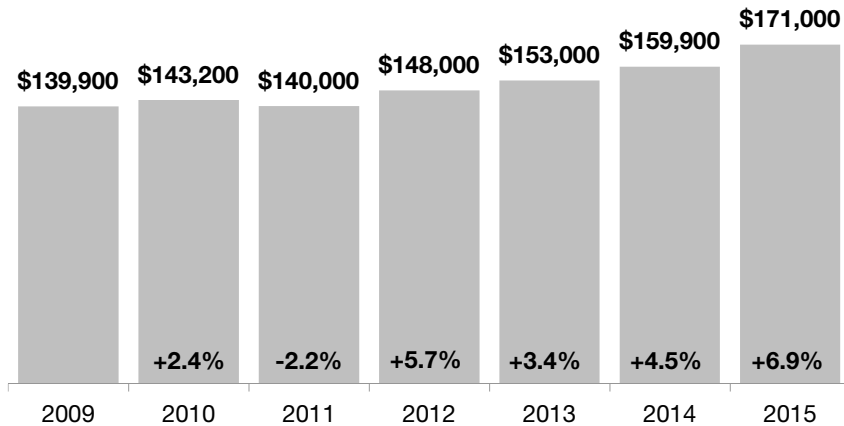Historical look at key market metrics for the overall region.

Closed Sales

Year	Value	Change
2009	3,390	
2010	2,974	-12.3%
2011	2,972	-0.1%
2012	3,576	+20.3
2013	4,135	+15.6
2014	4,020	-2.8%
2015	4,523	+12.5

Days On Market

Year	Value	Change
2009	119	
2010	118	-0.5%
2011	125	+5.7%
2012	117	-6.8%
2013	102	-12.7%
2014	94	-7.7%
2015	91	-3.6%

Median Sales Price

Year	Value	Change
2009	$139,900	
2010	$143,200	+2.4%
2011	$140,000	-2.2%
2012	$148,000	+5.7%
2013	$153,000	+3.4%
2014	$159,900	+4.5%
2015	$171,000	+6.9%

Percent of Original List Price Received

Year	Value	Change
2009	97.0%	
2010	96.6%	-0.4%
2011	96.1%	-0.5%
2012	96.9%	+0.8%
2013	97.6%	+0.7%
2014	97.8%	+0.1%
2015	98.2%	+0.5%