Monthly Indicators

REALTOR® Association of the Sioux Empire Inc.

July 2016

Even as prices rise in many communities, homes are selling faster now than they have in the past several years. This creates a situation where buyers need to move fast in order to secure homes, and they may have to pay more for them. While increasing prices generally coax more selling activity, there has been some hesitancy among potential sellers who worry that they will not be able to buy a desirable and reasonably priced home once they sell.

New Listings in the Sioux Falls region decreased 9.2 percent to 554. Pending Sales were up 21.6 percent to 635. Inventory levels fell 15.2 percent to 1,508 units.

Prices continued to gain traction. The Median Sales Price increased 6.7 percent to $189,950. Days on Market was up 2.5 percent to 83 days. Sellers were encouraged as Months Supply of Homes for Sale was down 18.8 percent to 3.9 months.

Low housing supply has already prevented an outright national boon in sales activity, despite a continuation of near record-low mortgage rates and an unemployment rate under 5.0 percent deep into 2016. The issue is not purchasing power. Many areas are falling behind last year's closed sales totals simply because of lack of available inventory. As this continues, higher prices may put a deeper squeeze on the current buyer pool.

Quick Facts

- 13.8%	+ 6.7%	- 15.2%
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	7-2015	7-2016	+ / −	YTD 2015	YTD 2016	+ / −
New Listings		610	**554**	- 9.2%	3,961	**4,000**	+ 1.0%
Pending Sales		522	**635**	+ 21.6%	2,703	**2,859**	+ 5.8%
Closed Sales		522	**450**	- 13.8%	2,702	**2,572**	- 4.8%
Days on Market Until Sale		81	**83**	+ 2.5%	93	**92**	- 1.1%
Median Sales Price		$178,000	**$189,950**	+ 6.7%	$171,000	**$181,000**	+ 5.8%
Average Sales Price		$200,825	**$218,092**	+ 8.6%	$192,005	**$208,754**	+ 8.7%
Percent of Original List Price Received		98.6%	**98.9%**	+ 0.3%	98.3%	**98.7%**	+ 0.4%
Housing Affordability Index		184	**182**	- 1.1%	192	**191**	- 0.5%
Inventory of Homes for Sale		1,779	**1,508**	- 15.2%	--	--	--
Months Supply of Homes for Sale		4.8	**3.9**	- 18.8%	--	--	--

New Listings

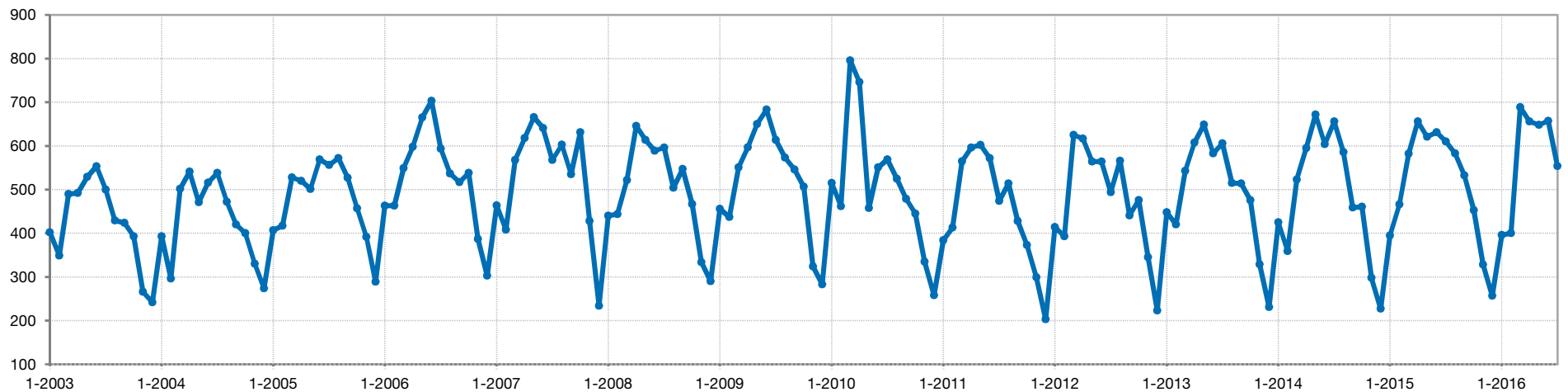A count of the properties that have been newly listed on the market in a given month.

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July

- 2014: 656
- 2015: 610 (-7.0%)
- 2016: 554 (-9.2%)

Year To Date

- 2014: 3,834
- 2015: 3,961 (+3.3%)
- 2016: 4,000 (+1.0%)
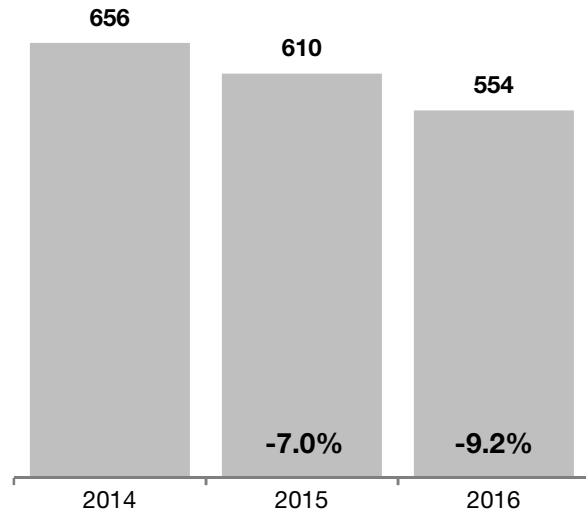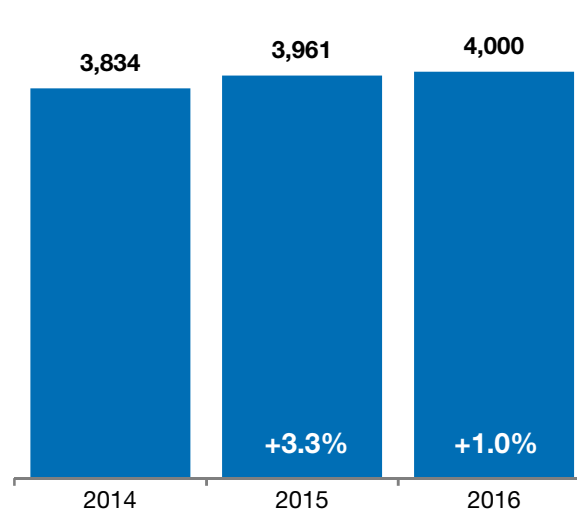
Month	Prior Year	Current Year	+ / −
August	586	583	-0.5%
September	459	533	+16.1%
October	461	453	-1.7%
November	298	328	+10.1%
December	227	257	+13.2%
January	395	396	+0.3%
February	466	400	-14.2%
March	582	689	+18.4%
April	656	656	0.0%
May	621	648	+4.3%
June	631	657	+4.1%
July	610	554	-9.2%
12-Month Avg	**499**	**513**	**+2.7%**

Historical New Listing Activity

Pending Sales

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

RASE
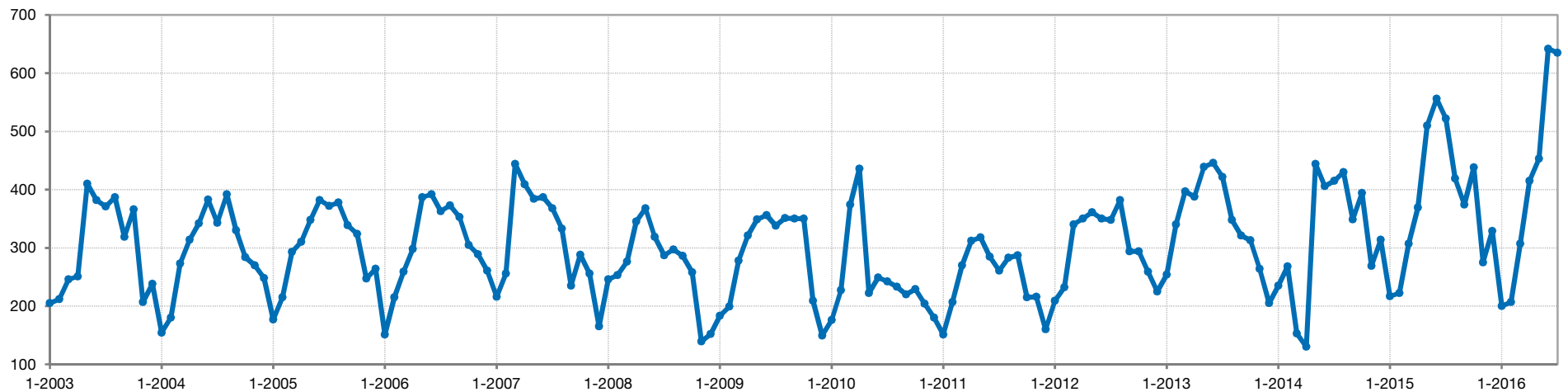REALTOR® Association of the Sioux Empire Inc.

July

- 2014: 415
- 2015: 522 (+25.8%)
- 2016: 635 (+21.6%)

Year To Date

- 2014: 2,051
- 2015: 2,703 (+31.8%)
- 2016: 2,859 (+5.8%)
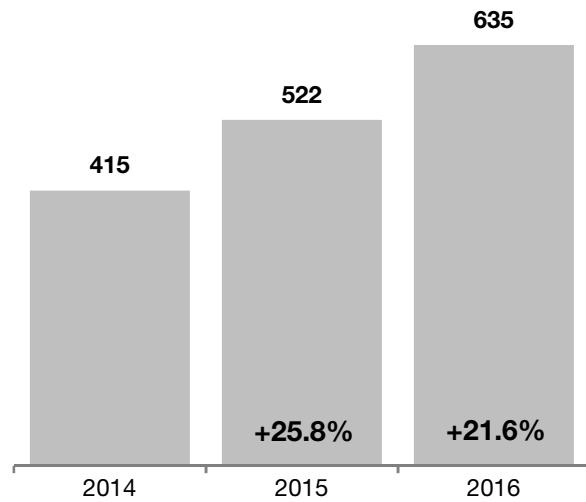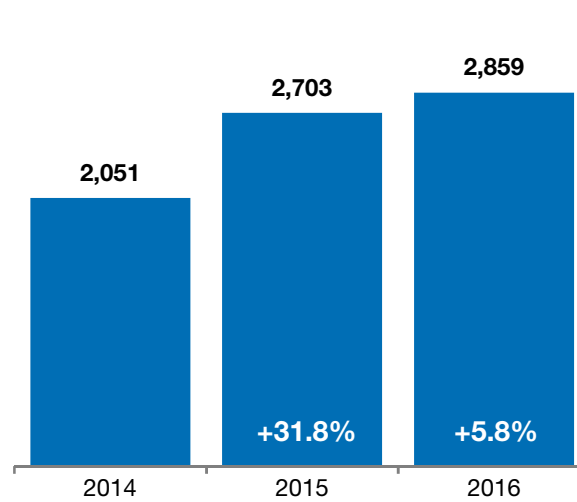
Month	Prior Year	Current Year	+ / –
August	430	419	-2.6%
September	349	374	+7.2%
October	394	438	+11.2%
November	269	275	+2.2%
December	314	329	+4.8%
January	217	200	-7.8%
February	222	207	-6.8%
March	307	307	0.0%
April	369	415	+12.5%
May	510	453	-11.2%
June	556	642	+15.5%
July	522	635	+21.6%
12-Month Avg	372	391	+5.3%

Historical Pending Sales Activity

Closed Sales

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

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July

- 2014: 415
- 2015: 522 (+25.8%)
- 2016: 450 (-13.8%)

Year To Date

- 2014: 2,265
- 2015: 2,702 (+19.3%)
- 2016: 2,572 (-4.8%)
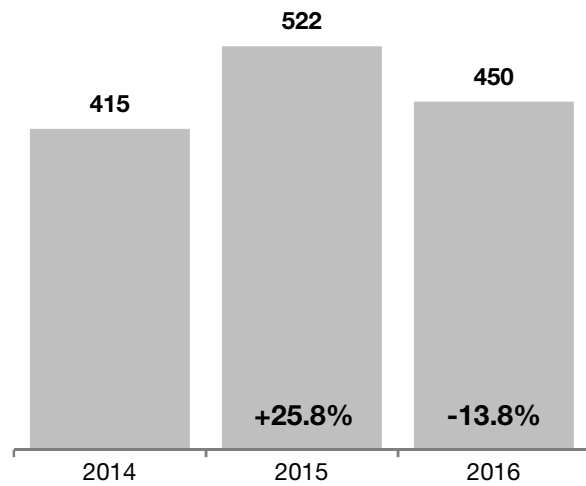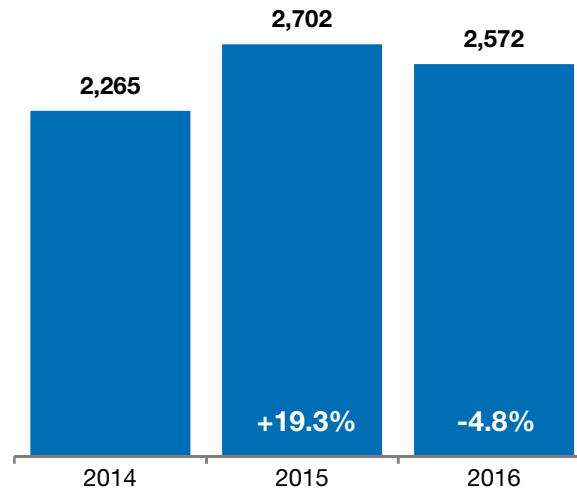
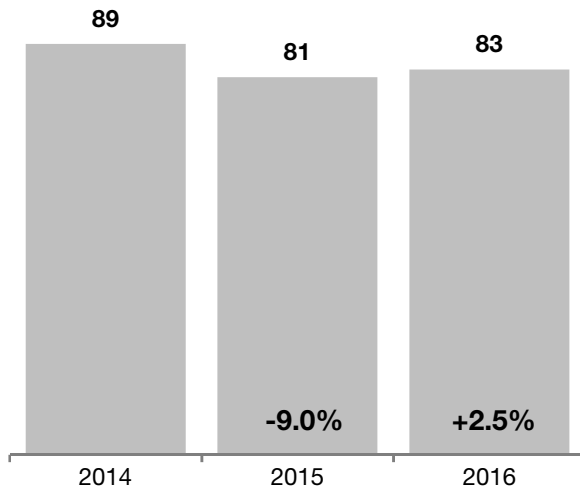| Month	Prior Year	Current Year	+ / –
August	429	419	-2.3%
September	349	371	+6.3%
October	394	438	+11.2%
November	269	273	+1.5%
December	314	328	+4.5%
January	217	199	-8.3%
February	221	205	-7.2%
March	307	296	-3.6%
April	369	407	+10.3%
May	510	438	-14.1%
June	556	577	+3.8%
July	522	450	-13.8%
12-Month Avg	371	367	-1.0%

Historical Closed Sales Activity
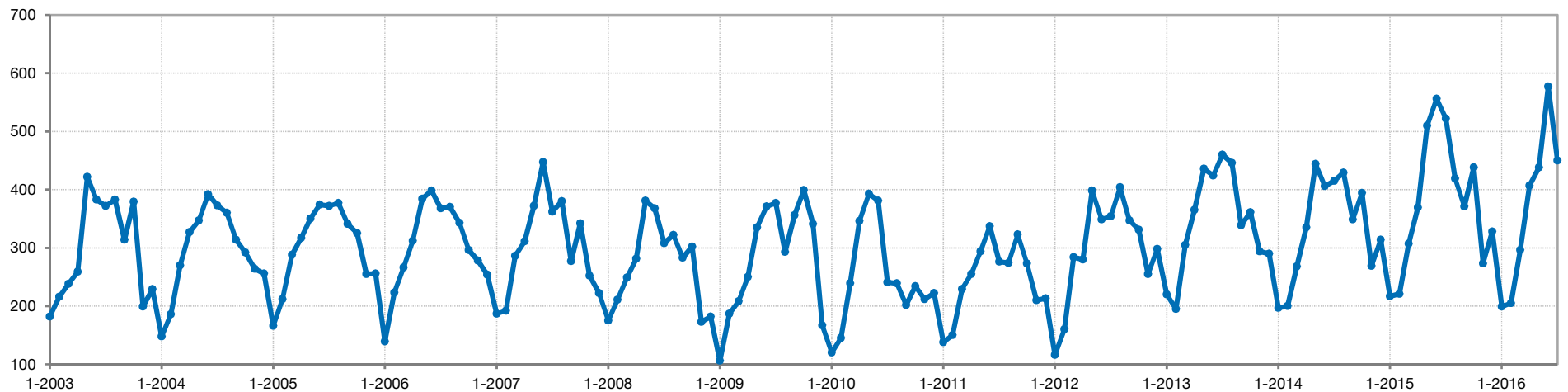
Days on Market Until Sale
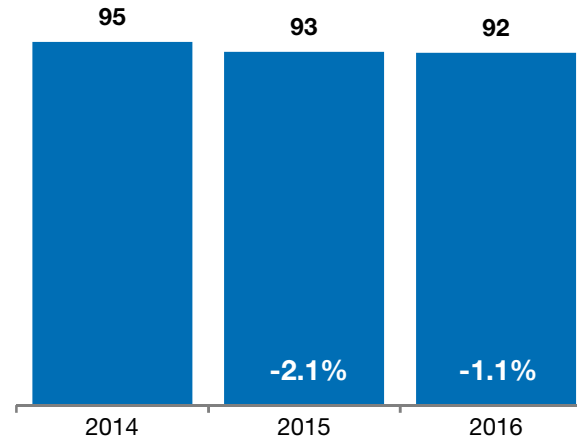
Average number of days between when a property is first listed and when a property is closed in a given month.
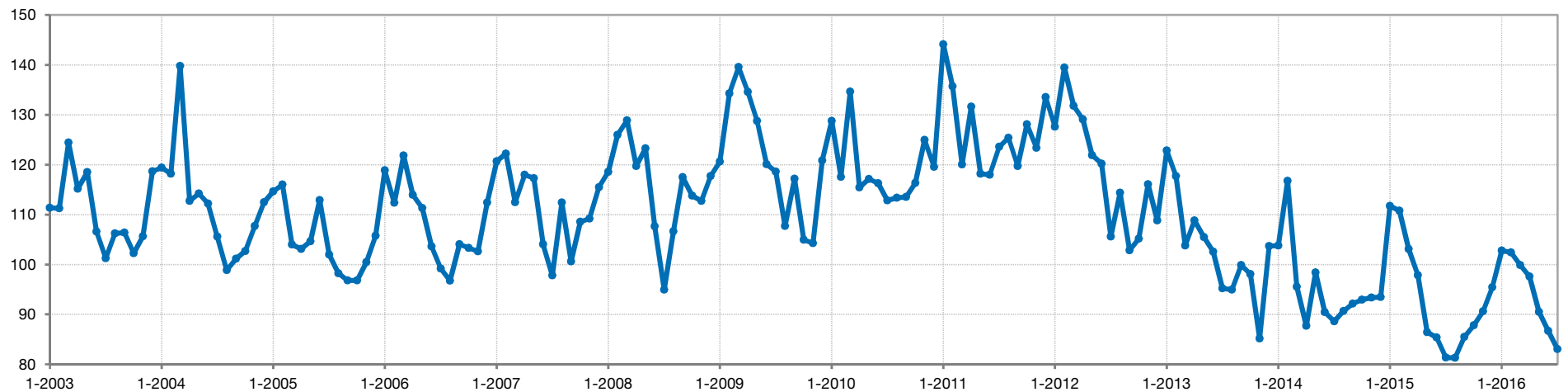
July

- 2014: 89
- 2015: 81 (-9.0%)
- 2016: 83 (+2.5%)

Year To Date

- 2014: 95
- 2015: 93 (-2.1%)
- 2016: 92 (-1.1%)

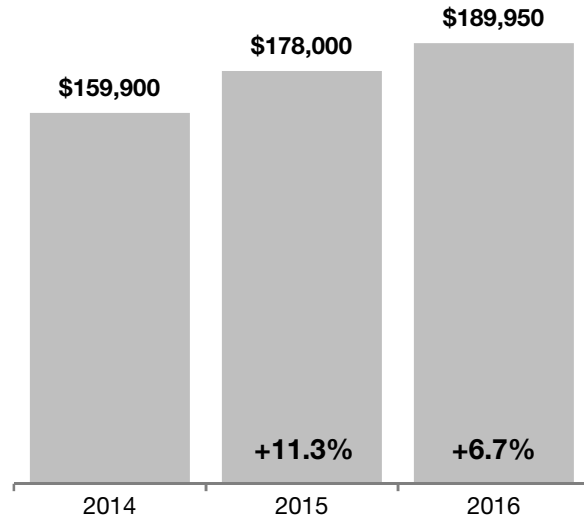| Month	Prior Year	Current Year	+ / −
August	91	81	-11.0%
September	92	85	-7.6%
October	93	88	-5.4%
November	93	91	-2.2%
December	93	95	+2.2%
January	112	103	-8.0%
February	111	102	-8.1%
March	103	100	-2.9%
April	98	98	0.0%
May	86	91	+5.8%
June	85	87	+2.4%
July	81	83	+2.5%
12-Month Avg	93	90	-3.2%

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.
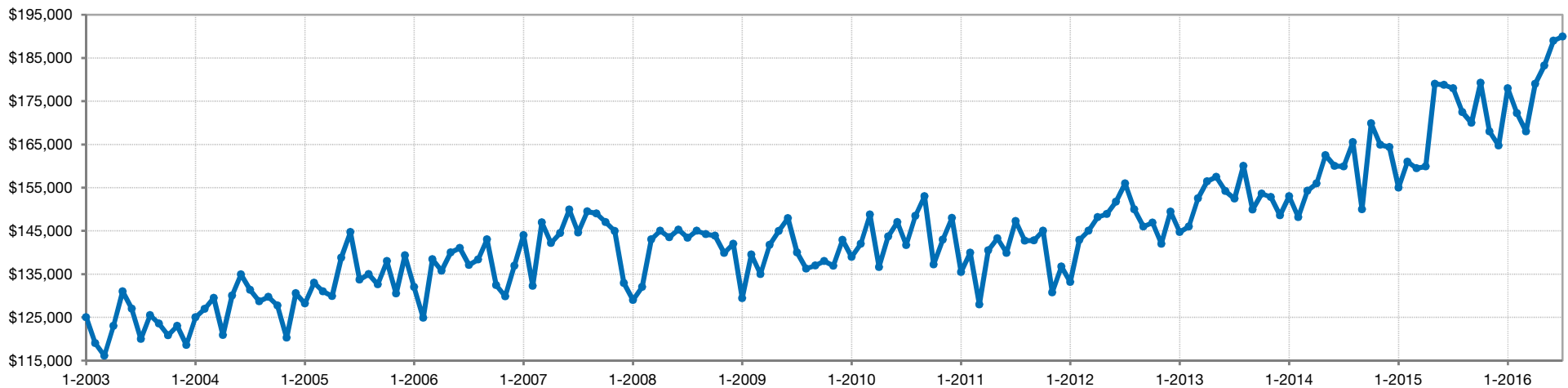
July

- 2014: $159,900
- 2015: $178,000 **+11.3%**
- 2016: $189,950 **+6.7%**

Year To Date

- 2014: $157,700
- 2015: $171,000 **+8.4%**
- 2016: $181,000 **+5.8%**
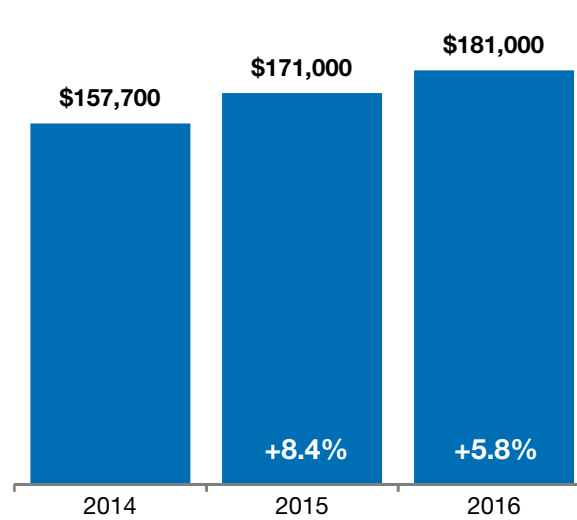
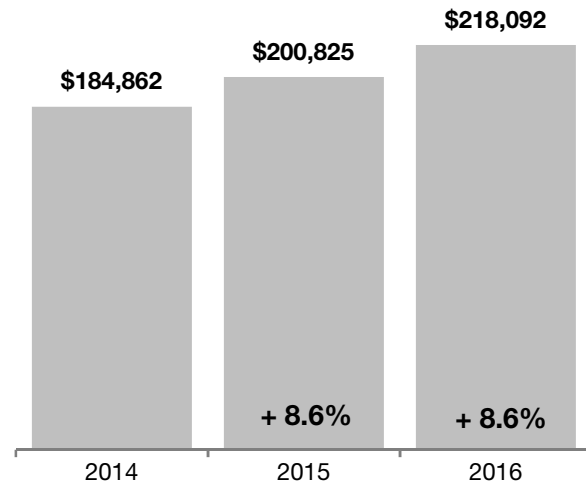| Month	Prior Year	Current Year	+ / –
August	$165,500	**$172,500**	+4.2%
September	$150,000	**$170,000**	+13.3%
October	$169,900	**$179,250**	+5.5%
November	$164,900	**$168,000**	+1.9%
December	$164,400	**$164,750**	+0.2%
January	$155,000	**$178,000**	+14.8%
February	$161,000	**$172,250**	+7.0%
March	$159,500	**$168,000**	+5.3%
April	$159,900	**$179,000**	+11.9%
May	$179,000	**$183,250**	+2.4%
June	$178,800	**$189,000**	+5.7%
July	$178,000	**$189,950**	+6.7%
12-Month Med	**$168,000**	**$177,000**	**+5.4%**

Historical Median Sales Price

Average Sales Price

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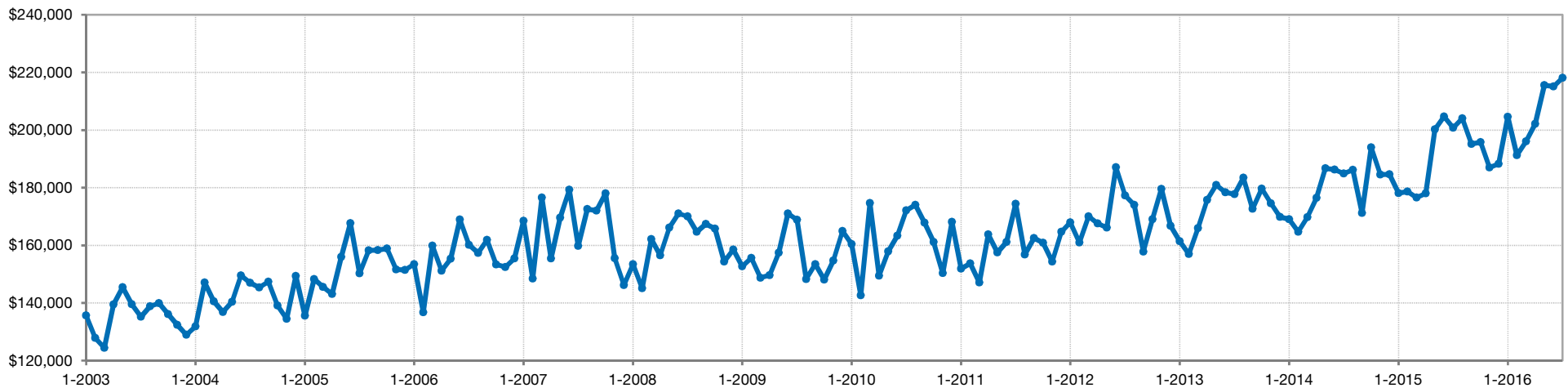
July

- 2014: $184,862
- 2015: $200,825 (+ 8.6%)
- 2016: $218,092 (+ 8.6%)

Year To Date

- 2014: $179,297
- 2015: $192,005 (+ 7.1%)
- 2016: $208,754 (+ 8.7%)
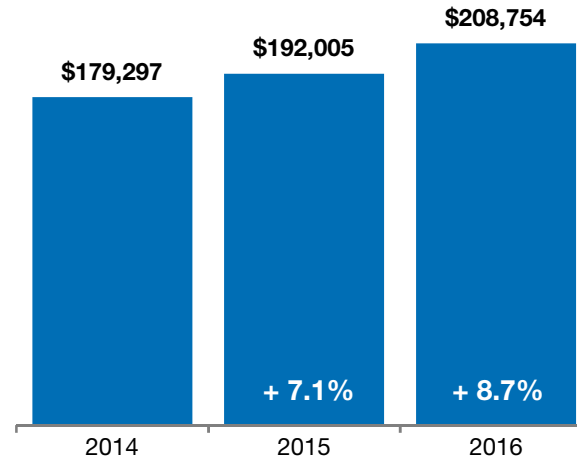
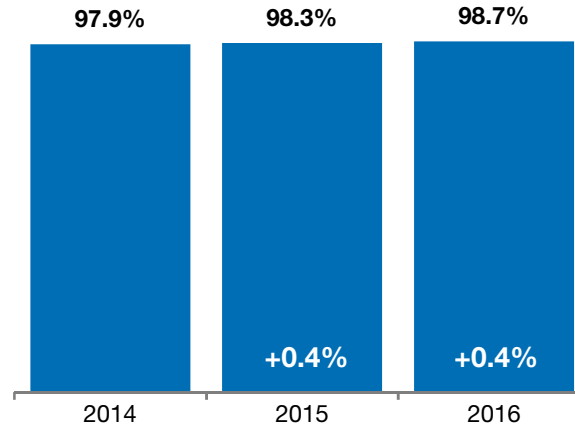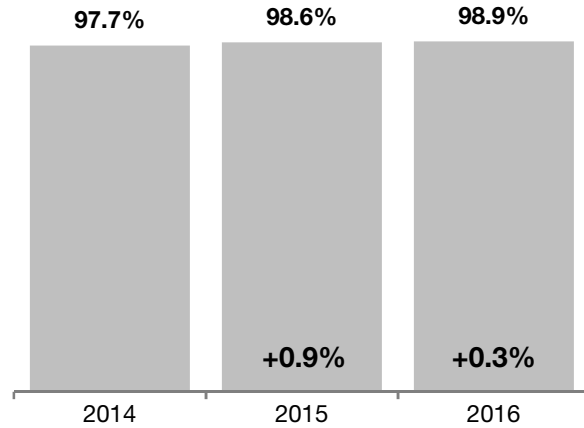| Month	Prior Year	Current Year	+ / −
August	$186,193	$204,014	+9.6%
September	$171,228	$195,200	+14.0%
October	$193,950	$195,749	+0.9%
November	$184,554	$187,012	+1.3%
December	$184,661	$188,283	+2.0%
January	$178,057	$204,601	+14.9%
February	$178,650	$191,282	+7.1%
March	$176,570	$196,062	+11.0%
April	$177,985	$202,120	+13.6%
May	$200,259	$215,578	+7.6%
June	$204,682	$215,093	+5.1%
July	$200,825	$218,092	+8.6%
12-Month Avg	$189,021	$202,992	+7.4%

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.

July

97.7%	98.6%	98.9%
	+0.9%	+0.3%
2014	2015	2016

Year To Date

97.9%	98.3%	98.7%
	+0.4%	+0.4%
2014	2015	2016

Month	Prior Year	Current Year	+ / −
August	97.3%	98.3%	+1.0%
September	97.5%	98.4%	+0.9%
October	97.6%	98.2%	+0.6%
November	97.7%	97.8%	+0.1%
December	97.5%	97.5%	0.0%
January	97.1%	98.1%	+1.0%
February	97.2%	97.9%	+0.7%
March	97.6%	98.6%	+1.0%
April	98.5%	99.0%	+0.5%
May	98.8%	98.7%	-0.1%
June	98.7%	98.7%	0.0%
July	98.6%	98.9%	+0.3%
12-Month Avg	98.0%	98.4%	+0.4%

Historical Percent of Original List Price Received
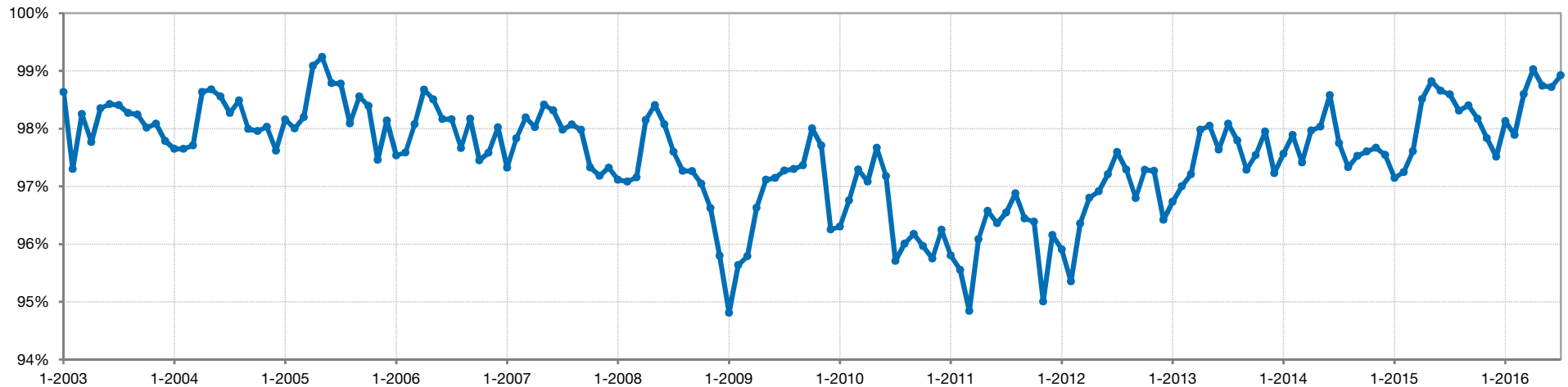
Housing Affordability Index
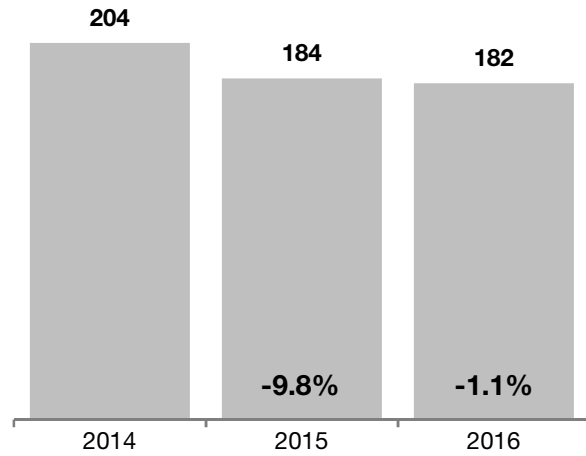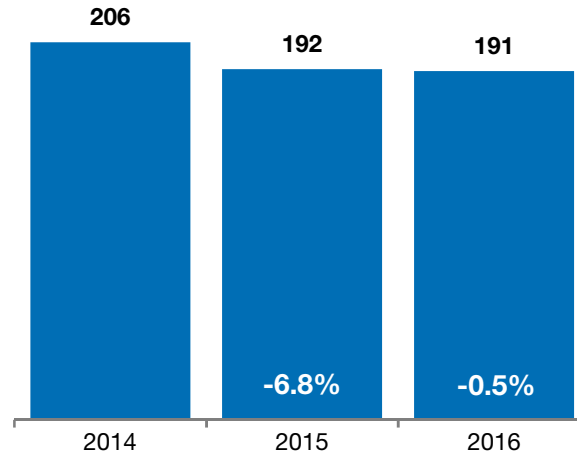
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

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July

204	**184**	**182**
	-9.8%	-1.1%
2014	2015	2016

Year To Date

206	**192**	**191**
	-6.8%	-0.5%
2014	2015	2016

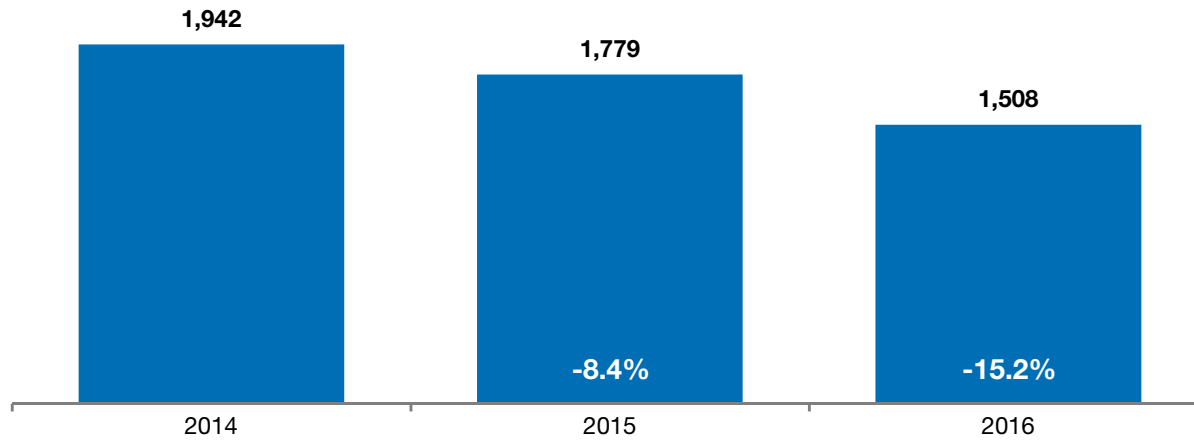| Month	Prior Year	Current Year	+ / −
August	198	**191**	-3.5%
September	216	**197**	-8.8%
October	194	**186**	-4.1%
November	200	**197**	-1.5%
December	202	**202**	0.0%
January	218	**185**	-15.1%
February	210	**198**	-5.7%
March	210	**202**	-3.8%
April	212	**190**	-10.4%
May	189	**186**	-1.6%
June	186	**183**	-1.6%
July	184	**182**	-1.1%
12-Month Avg	**202**	**191**	**-5.4%**

Historical Housing Affordability Index
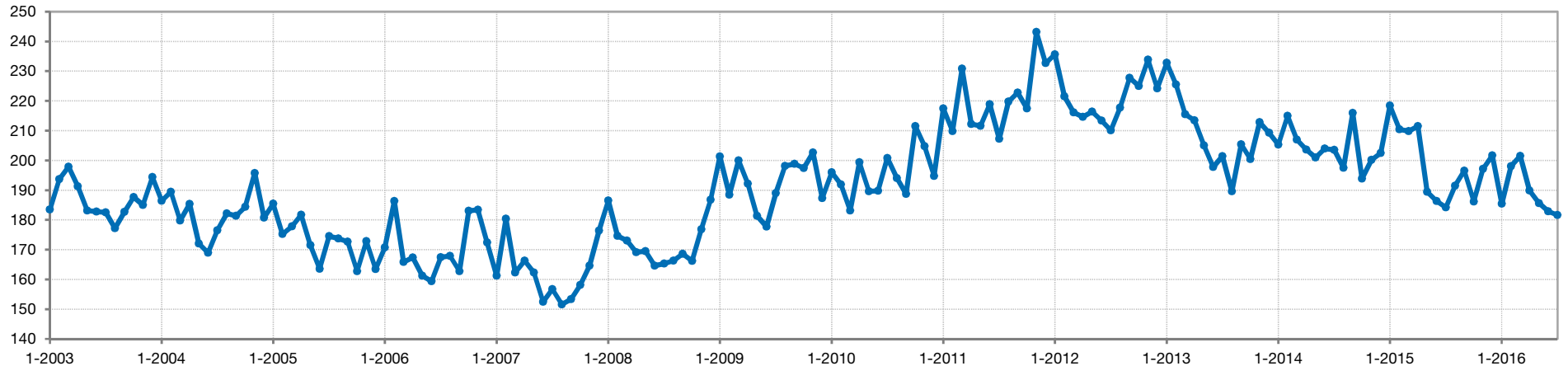
Inventory of Homes for Sale

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

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July

Month	Prior Year	Current Year	+ / −
August	1,936	**1,795**	-7.3%
September	1,897	**1,784**	-6.0%
October	1,769	**1,600**	-9.6%
November	1,605	**1,489**	-7.2%
December	1,359	**1,282**	-5.7%
January	1,349	**1,311**	-2.8%
February	1,495	**1,407**	-5.9%
March	1,673	**1,662**	-0.7%
April	1,861	**1,789**	-3.9%
May	1,866	**1,866**	0.0%
June	1,810	**1,745**	-3.6%
July	1,779	**1,508**	-15.2%
12-Month Avg	**1,700**	**1,603**	**-5.6%**

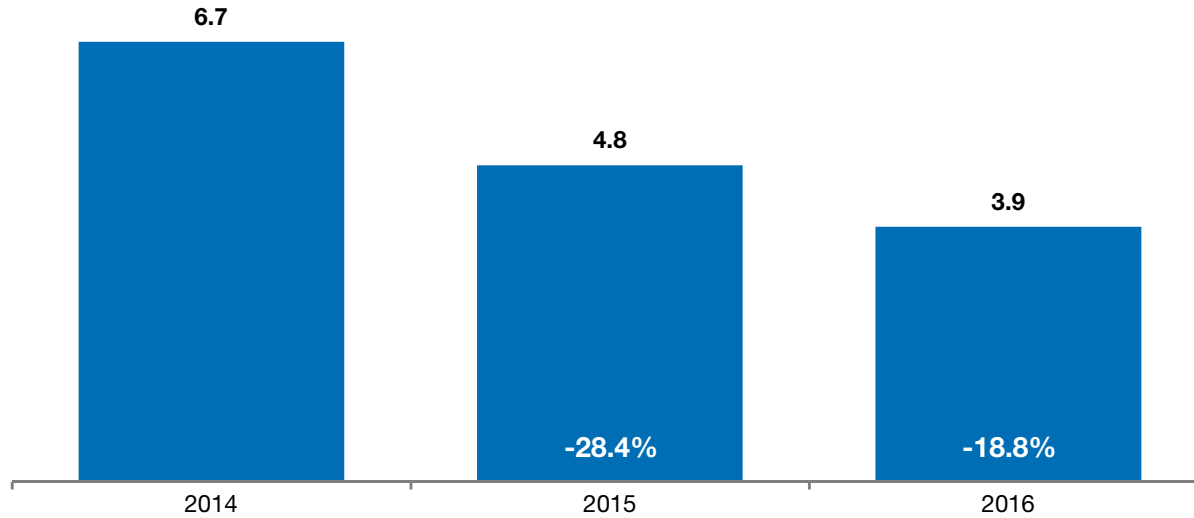## Historical Inventory of Homes for Sale
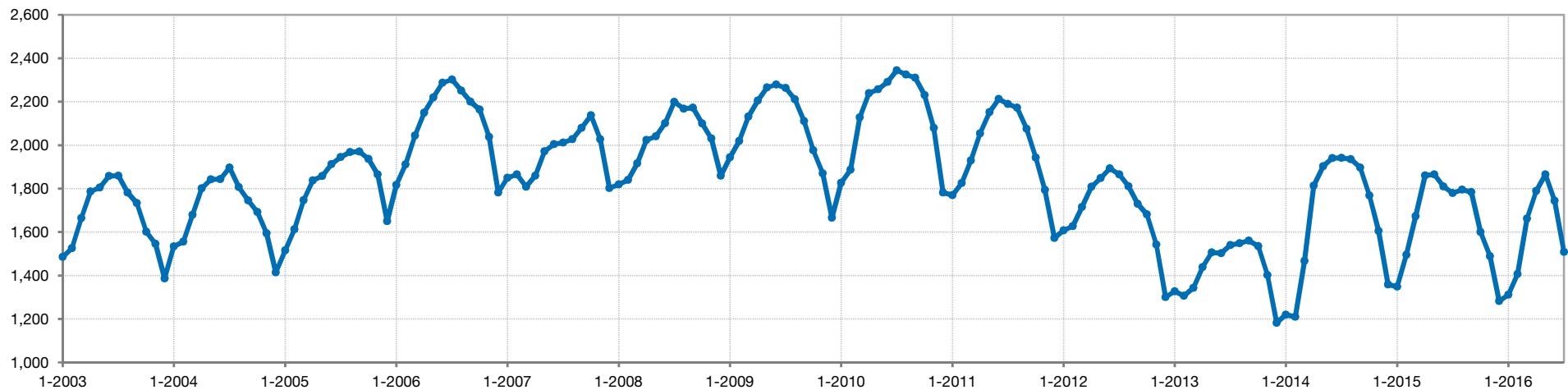
Months Supply of Homes for Sale

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.
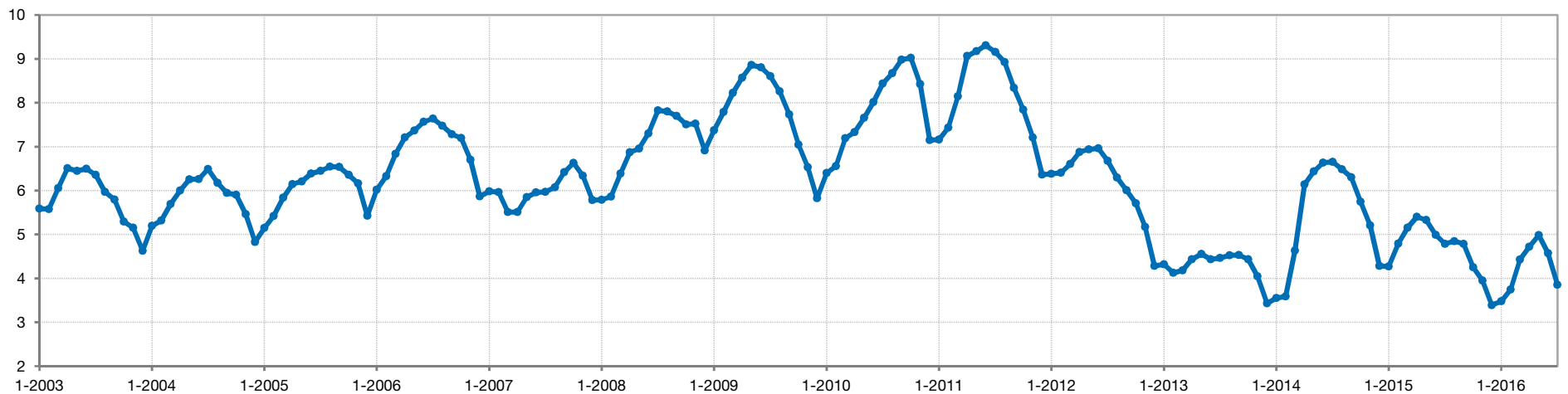
July

2014	6.7
2015	4.8 (-28.4%)
2016	3.9 (-18.8%)

Month	Prior Year	Current Year	+ / –
August	6.5	4.8	-26.2%
September	6.3	4.8	-23.8%
October	5.7	4.3	-24.6%
November	5.2	4.0	-23.1%
December	4.3	3.4	-20.9%
January	4.3	3.5	-18.6%
February	4.8	3.7	-22.9%
March	5.2	4.4	-15.4%
April	5.4	4.7	-13.0%
May	5.3	5.0	-5.7%
June	5.0	4.6	-8.0%
July	4.8	3.9	-18.8%
12-Month Avg	5.2	4.2	-19.2%

Historical Months Supply of Homes for Sale

Annual Review

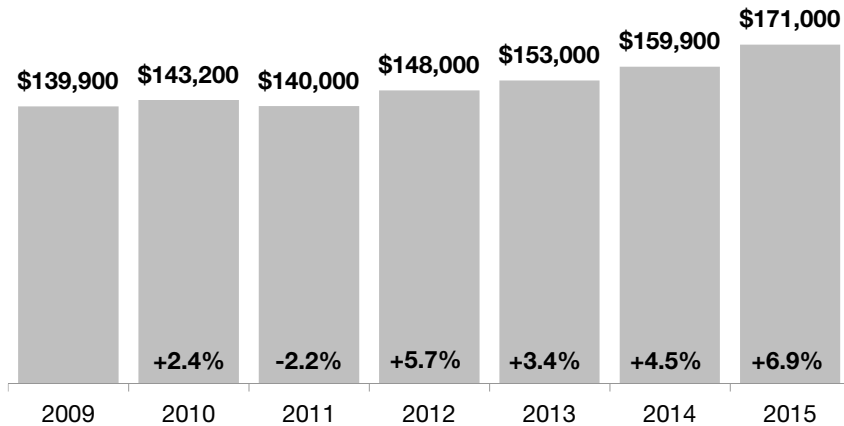Historical look at key market metrics for the overall region.

Closed Sales

2009	2010	2011	2012	2013	2014	2015
3,390	2,974	2,972	3,576	4,135	4,020	4,531
	-12.3%	-0.1%	+20.3	+15.6	-2.8%	+12.7%

Days On Market

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

Median Sales Price

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

Percent of Original List Price Received

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