



REALTOR® Association of the Sioux Empire Inc.

Monthly Indicators

September 2016

As anticipated at the outset of the year, demand has remained high through the first three quarters of 2016, propping up sales and prices despite heavy reductions in inventory and months of supply across the country. With rental prices and employment opportunities in a consistent climb, year-over-year increases in home buying are probable for the rest of the year but not guaranteed.

New Listings in the Sioux Falls region decreased 5.1 percent to 506. Pending Sales were up 57.8 percent to 590. Inventory levels fell 18.4 percent to 1,456 units.

Prices continued to gain traction. The Median Sales Price increased 8.8 percent to \$185,000. Days on Market was down 1.2 percent to 84 days. Sellers were encouraged as Months Supply of Homes for Sale was down 25.0 percent to 3.6 months.

In general, today's demand is driven by three factors: Millennials are reaching prime home-buying age, growing families are looking for larger homes and empty nesters are downsizing. However, intriguingly low interest rates often prompt refinancing instead of listing, contributing to lower inventory. Recent studies have also shown that short-term rentals are keeping a collection of homes off the market.

Quick Facts

+ 18.3% **+ 8.8%** **- 18.4%**

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.



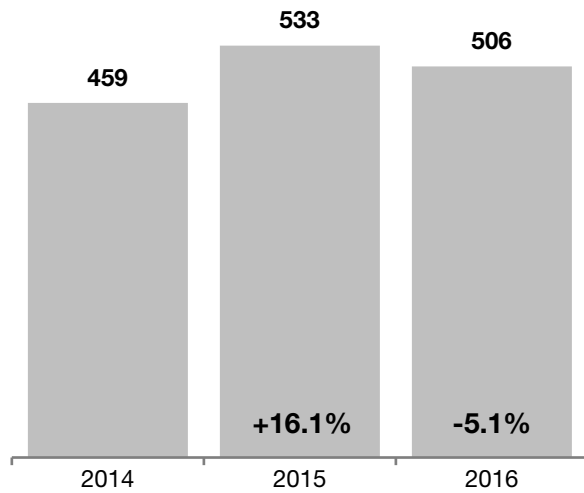
Key Metrics	Historical Sparklines	9-2015	9-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		533	506	- 5.1%	5,077	5,197	+ 2.4%
Pending Sales		374	590	+ 57.8%	3,496	3,762	+ 7.6%
Closed Sales		371	439	+ 18.3%	3,492	3,506	+ 0.4%
Days on Market Until Sale		85	84	- 1.2%	91	89	- 2.2%
Median Sales Price		\$170,000	\$185,000	+ 8.8%	\$171,000	\$182,950	+ 7.0%
Average Sales Price		\$195,200	\$212,110	+ 8.7%	\$193,786	\$210,280	+ 8.5%
Percent of Original List Price Received		98.4%	98.7%	+ 0.3%	98.3%	98.6%	+ 0.3%
Housing Affordability Index		197	186	- 5.6%	195	188	- 3.6%
Inventory of Homes for Sale		1,784	1,456	- 18.4%	--	--	--
Months Supply of Homes for Sale		4.8	3.6	- 25.0%	--	--	--

New Listings

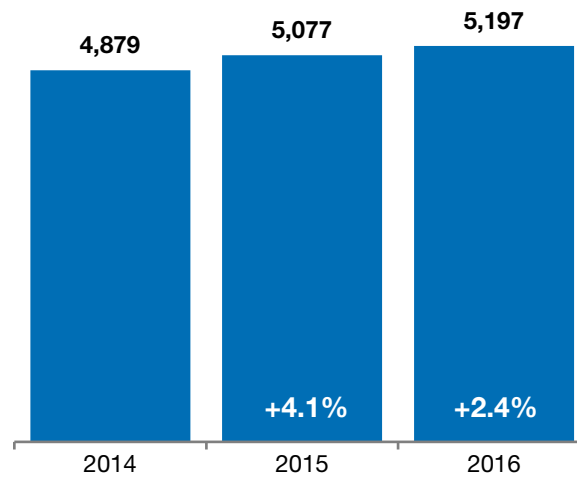
A count of the properties that have been newly listed on the market in a given month.



September

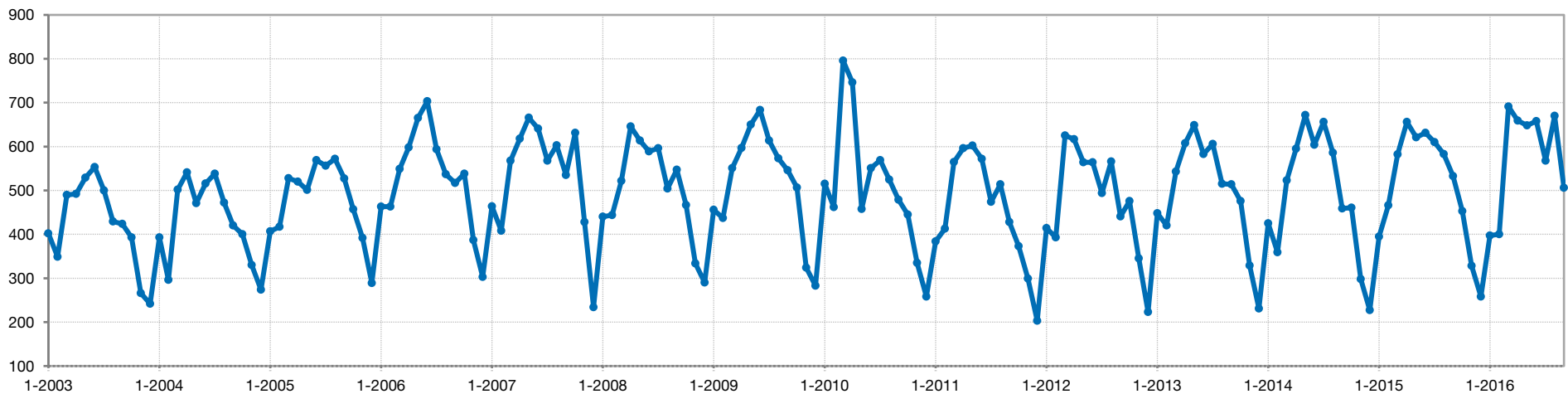


Year To Date



Month	Prior Year	Current Year	+ / -
October	461	453	-1.7%
November	298	328	+10.1%
December	227	258	+13.7%
January	395	397	+0.5%
February	466	400	-14.2%
March	582	691	+18.7%
April	656	659	+0.5%
May	621	648	+4.3%
June	631	658	+4.3%
July	610	568	-6.9%
August	583	670	+14.9%
September	533	506	-5.1%
12-Month Avg	505	520	+2.9%

Historical New Listing Activity

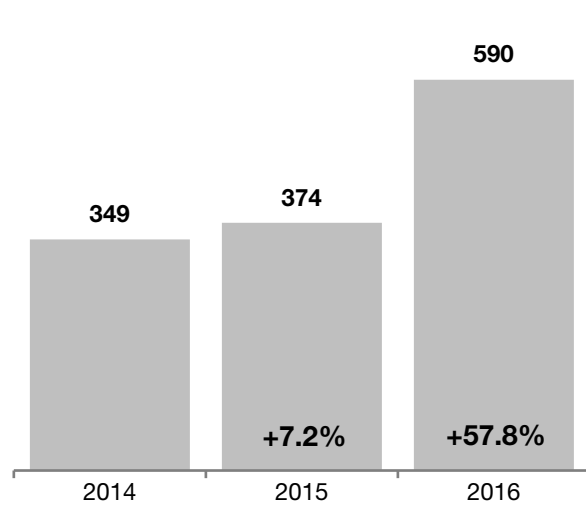


Pending Sales

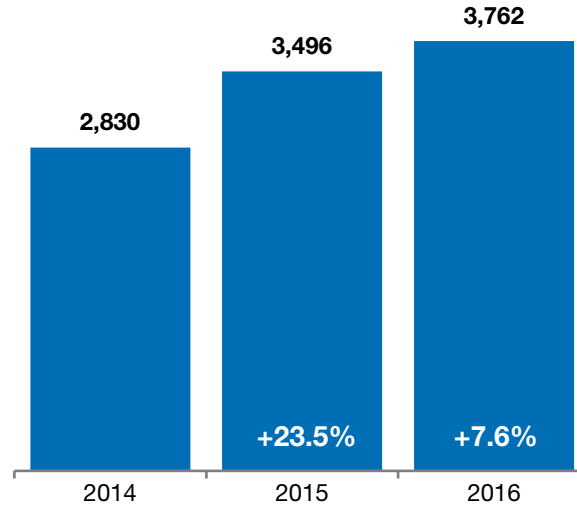
A count of the properties on which contracts have been accepted in a given month.



September

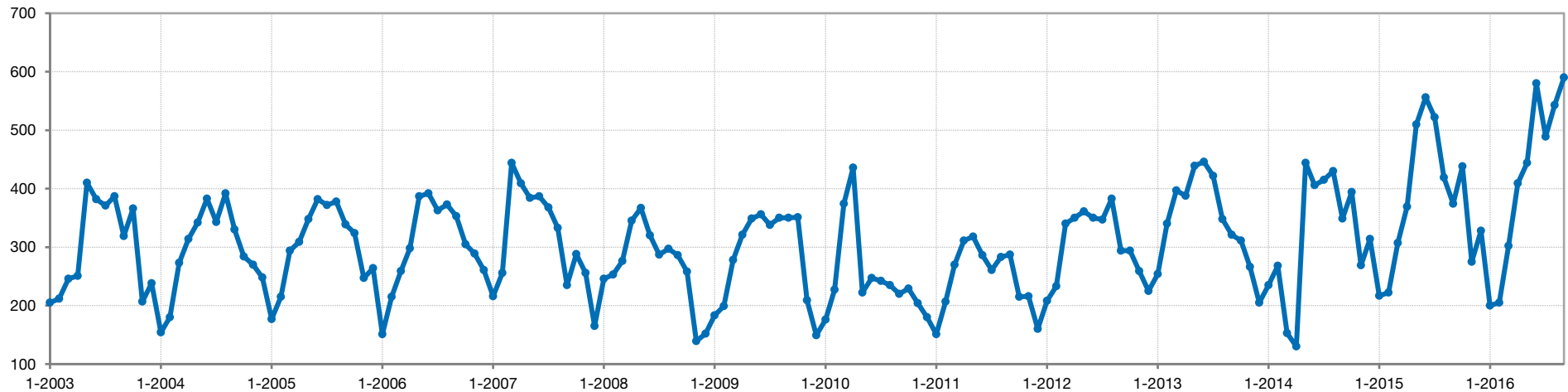


Year To Date



Month	Prior Year	Current Year	+ / -
October	394	438	+11.2%
November	269	275	+2.2%
December	314	328	+4.5%
January	217	200	-7.8%
February	222	205	-7.7%
March	307	302	-1.6%
April	369	409	+10.8%
May	510	444	-12.9%
June	556	580	+4.3%
July	522	489	-6.3%
August	419	543	+29.6%
September	374	590	+57.8%
12-Month Avg	373	400	+7.4%

Historical Pending Sales Activity

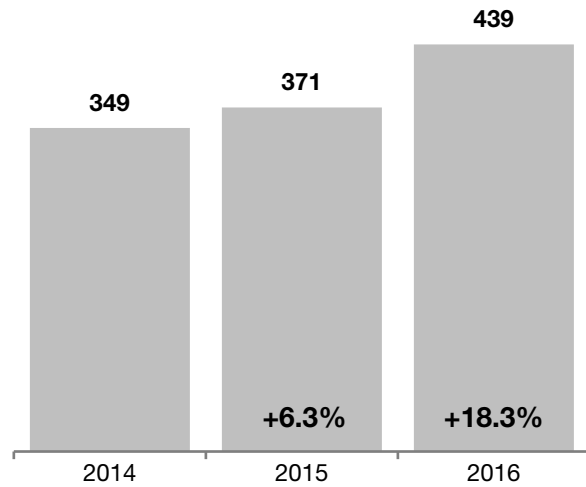


Closed Sales

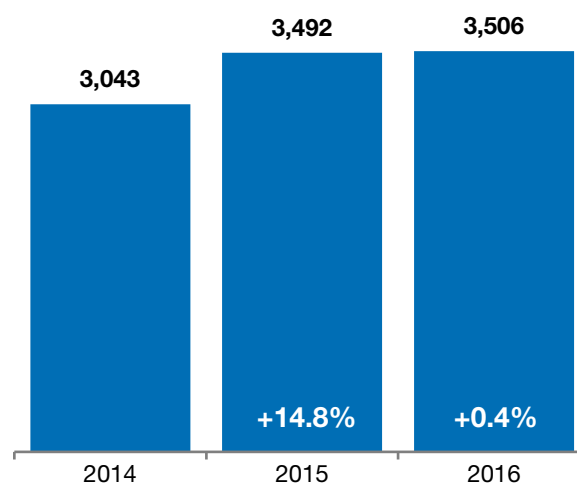
A count of the actual sales that have closed in a given month.



September

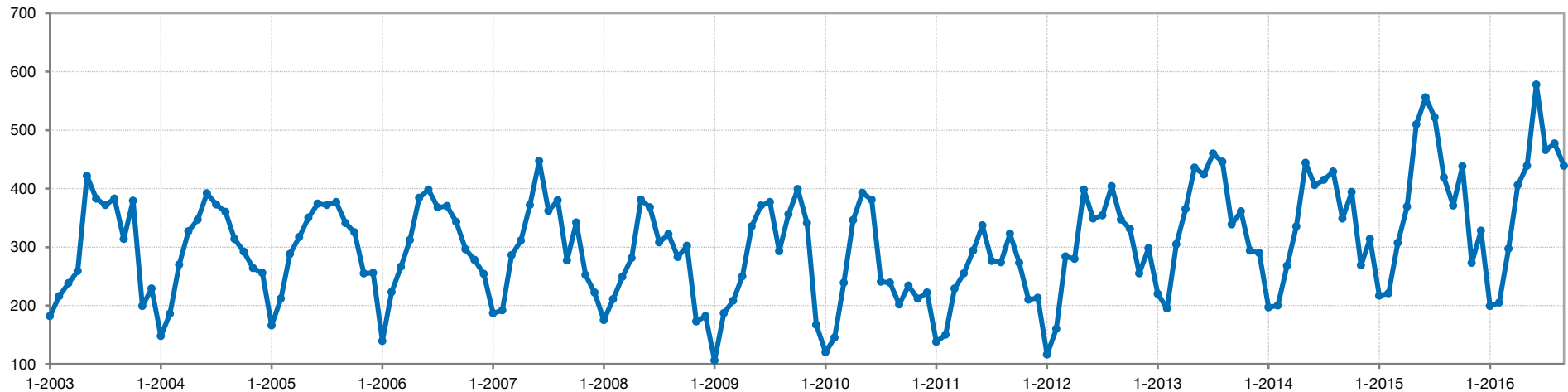


Year To Date



Month	Prior Year	Current Year	+ / -
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	297	-3.3%
April	369	406	+10.0%
May	510	439	-13.9%
June	556	578	+4.0%
July	522	466	-10.7%
August	419	477	+13.8%
September	371	439	+18.3%
12-Month Avg	372	379	+1.7%

Historical Closed Sales Activity

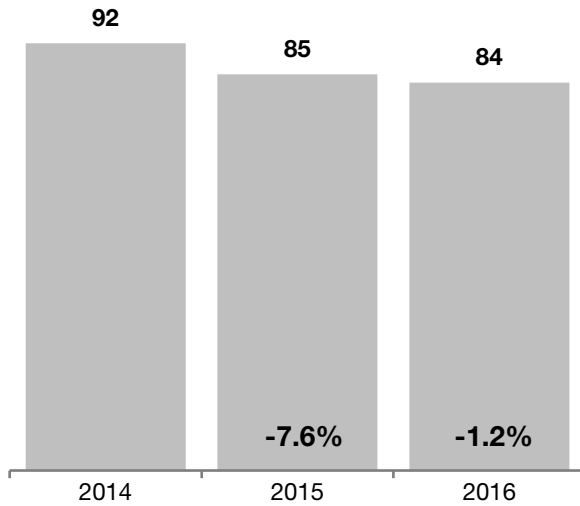


Days on Market Until Sale

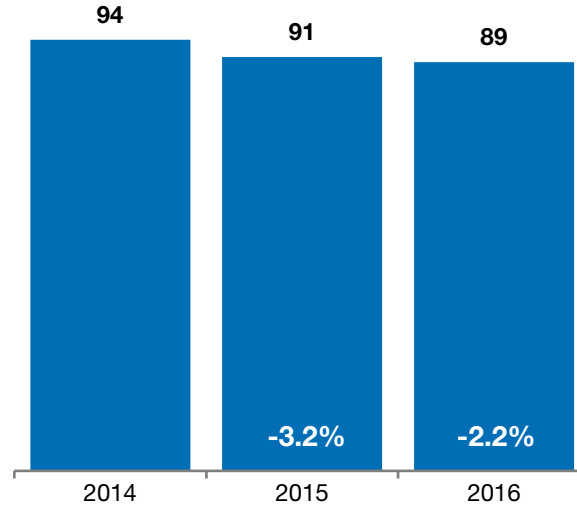
Average number of days between when a property is first listed and when a property is closed in a given month.



September

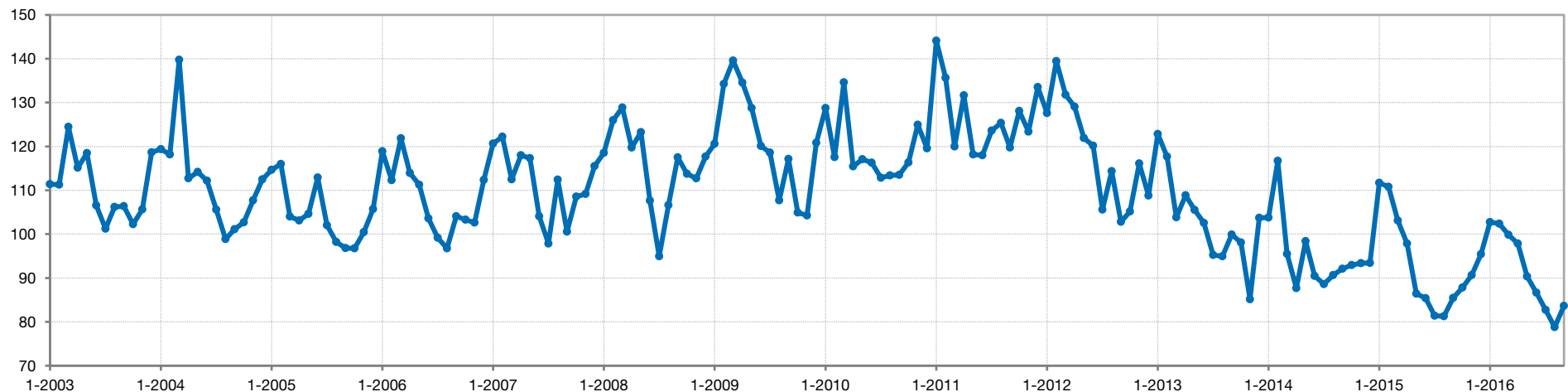


Year To Date



Month	Prior Year	Current Year	+ / -
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	90	+4.7%
June	85	87	+2.4%
July	81	83	+2.5%
August	81	79	-2.5%
September	85	84	-1.2%
12-Month Avg	91	90	-1.1%

Historical Days on Market Until Sale

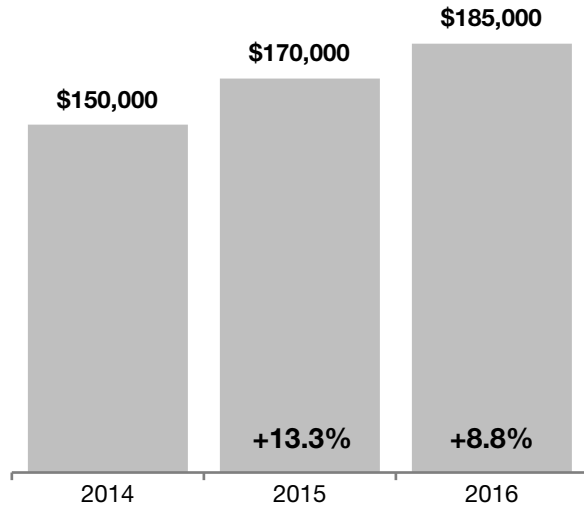


Median Sales Price

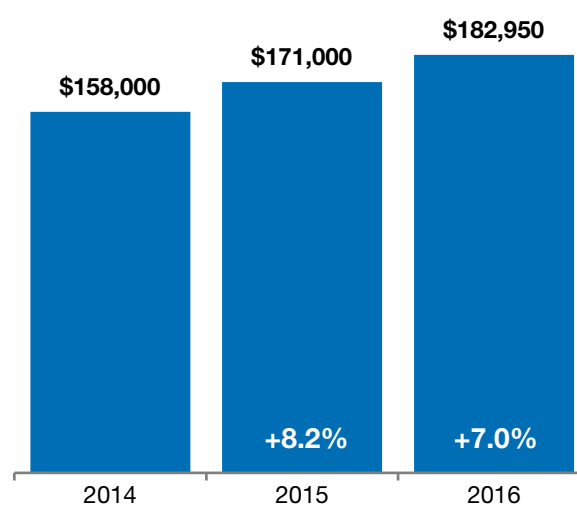
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

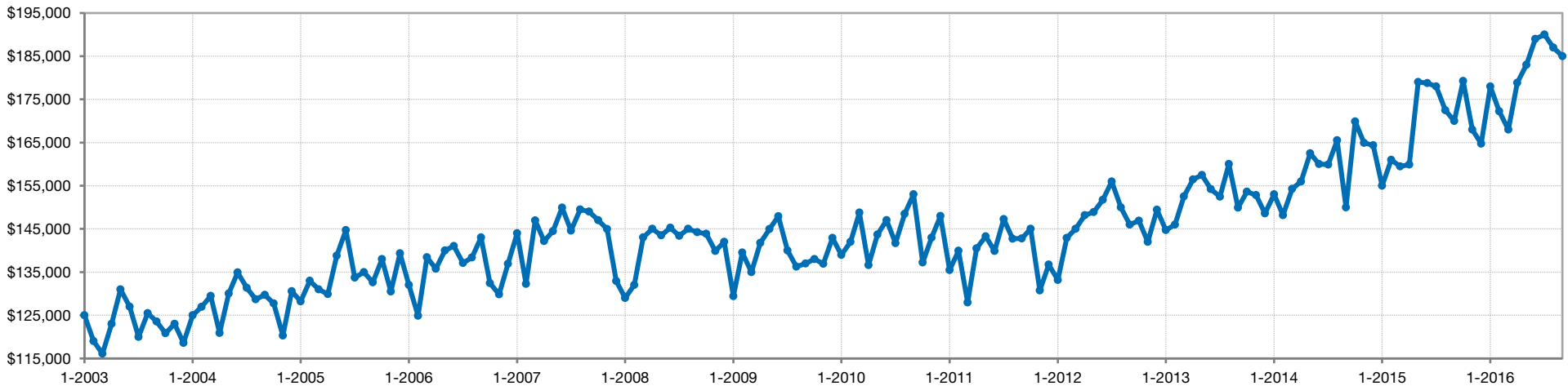


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$178,850	+11.9%
May	\$179,000	\$183,000	+2.2%
June	\$178,800	\$189,000	+5.7%
July	\$178,000	\$190,000	+6.7%
August	\$172,500	\$187,000	+8.4%
September	\$170,000	\$185,000	+8.8%
12-Month Med	\$170,000	\$180,000	+5.9%

Historical Median Sales Price

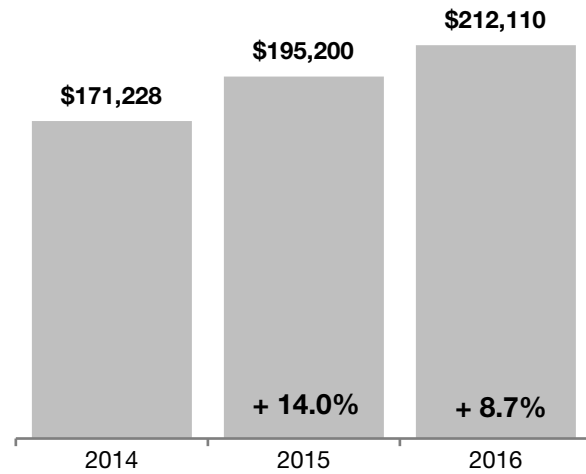


Average Sales Price

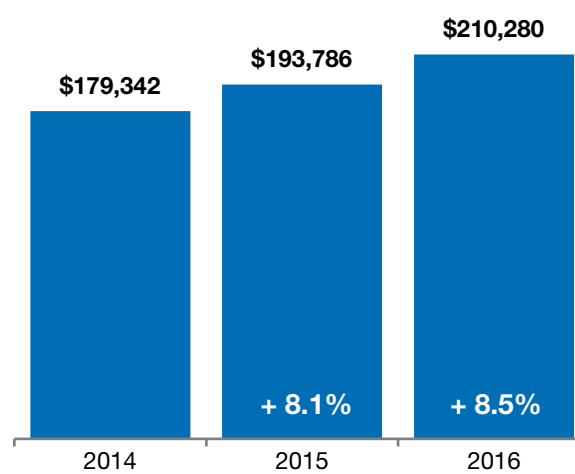
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

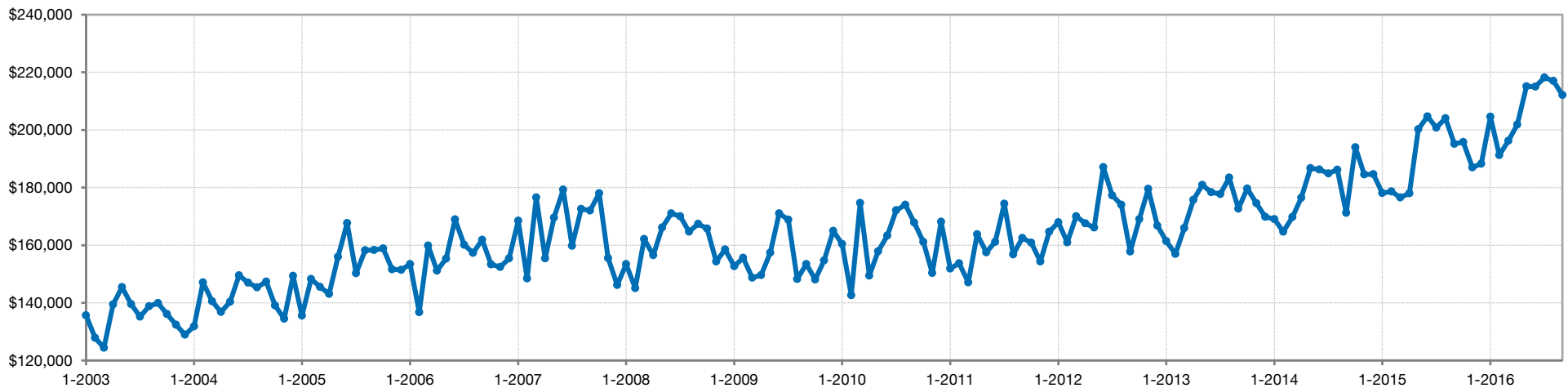


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$196,277	+11.2%
April	\$177,985	\$201,829	+13.4%
May	\$200,259	\$215,150	+7.4%
June	\$204,682	\$215,036	+5.1%
July	\$200,825	\$218,185	+8.6%
August	\$204,014	\$217,045	+6.4%
September	\$195,200	\$212,110	+8.7%
12-Month Avg	\$192,602	\$205,892	+6.9%

Historical Average Sales Price



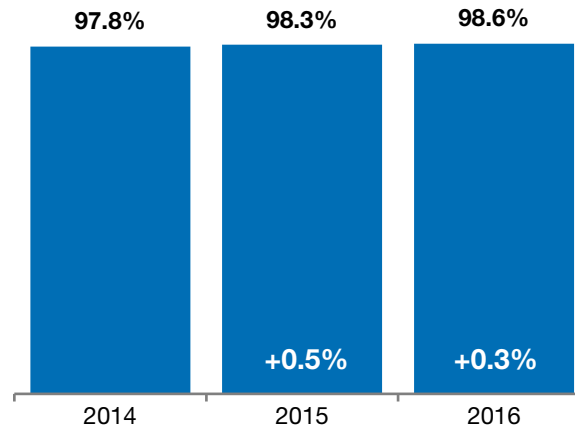
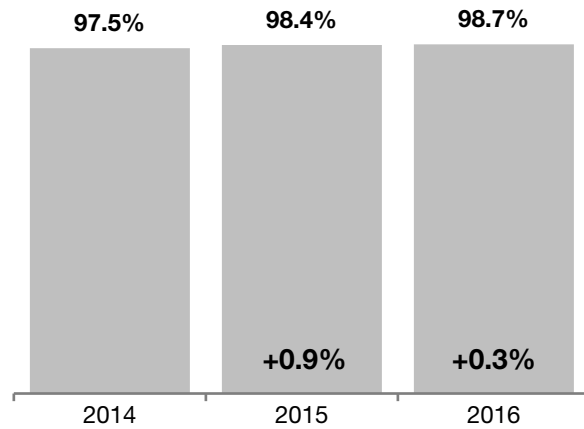
Percent of Original List Price Received

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.



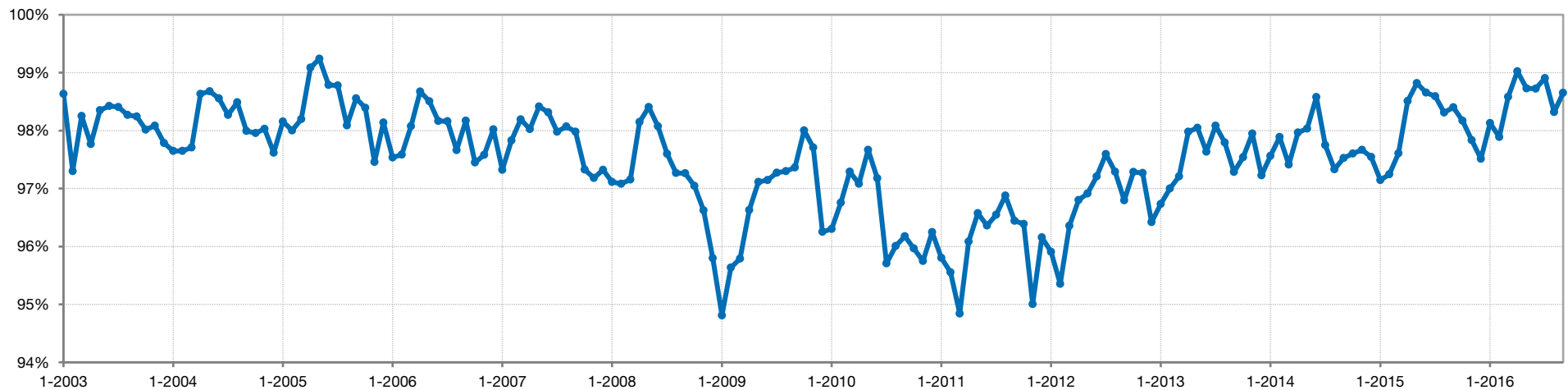
September

Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	98.3%	98.3%	0.0%
September	98.4%	98.7%	+0.3%
12-Month Avg	98.2%	98.5%	+0.3%

Historical Percent of Original List Price Received

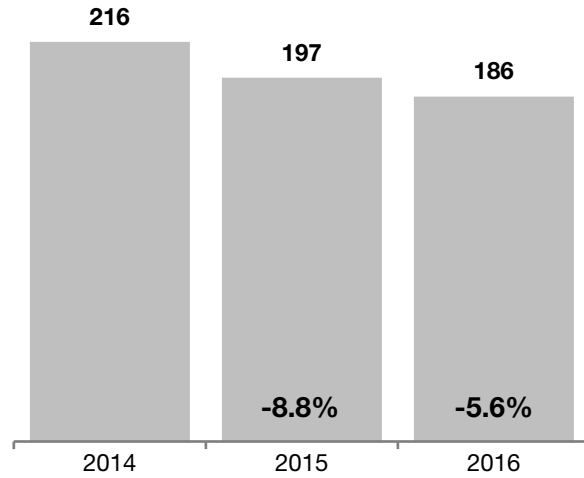


Housing Affordability Index

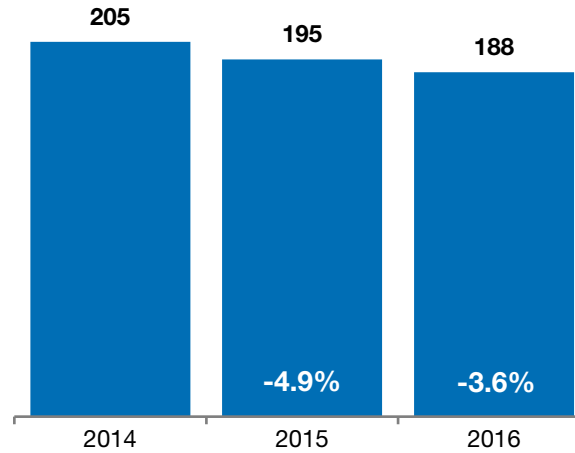


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

September

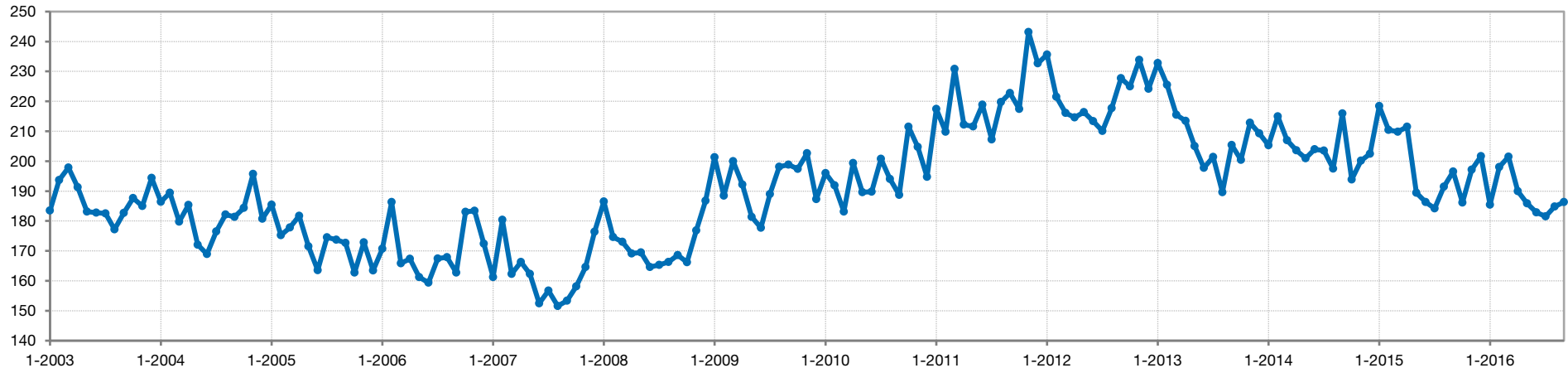


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	191	185	-3.1%
September	197	186	-5.6%
12-Month Avg	200	190	-5.0%

Historical Housing Affordability Index

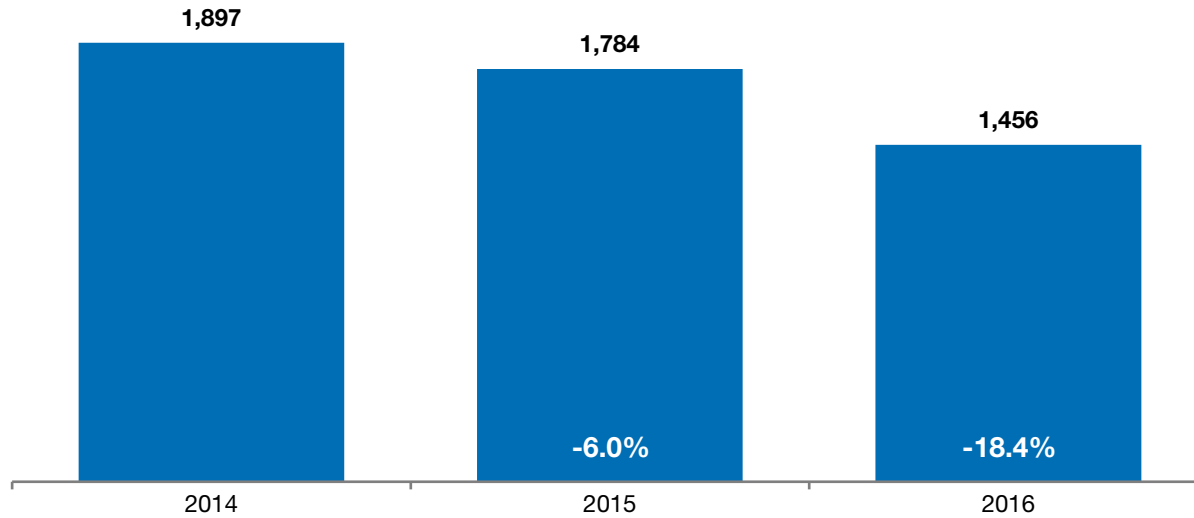


Inventory of Homes for Sale

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

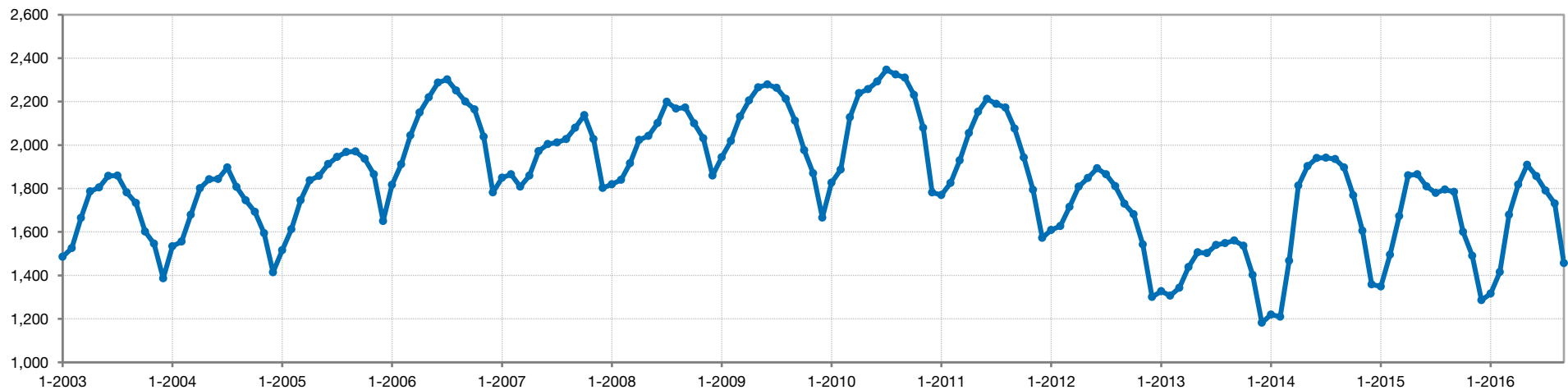


September



Month	Prior Year	Current Year	+ / -
October	1,769	1,600	-9.6%
November	1,605	1,490	-7.2%
December	1,359	1,286	-5.4%
January	1,349	1,316	-2.4%
February	1,495	1,415	-5.4%
March	1,673	1,679	+0.4%
April	1,861	1,818	-2.3%
May	1,866	1,909	+2.3%
June	1,810	1,857	+2.6%
July	1,779	1,790	+0.6%
August	1,795	1,731	-3.6%
September	1,784	1,456	-18.4%
12-Month Avg	1,679	1,612	-4.0%

Historical Inventory of Homes for Sale

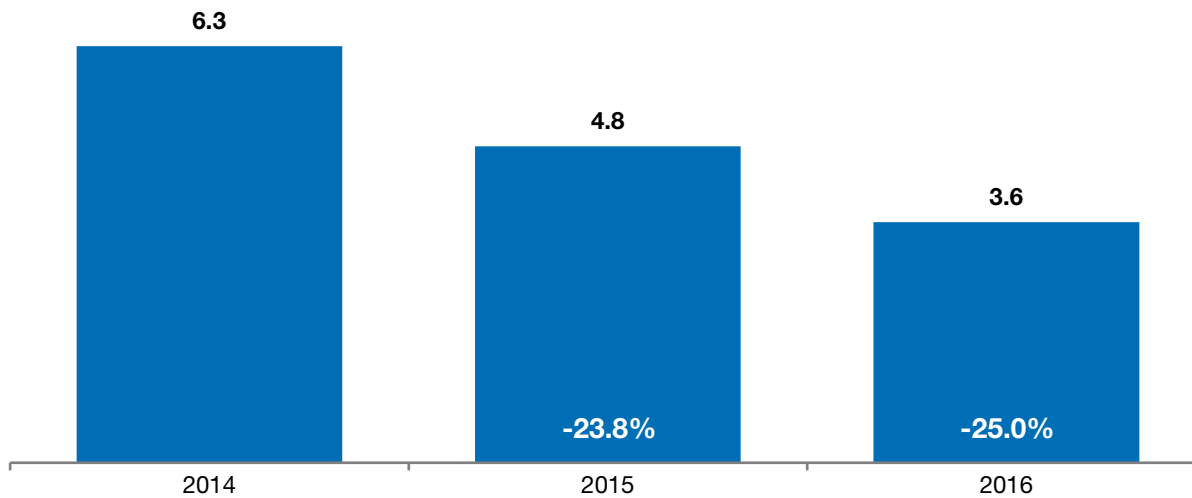


Months Supply of Homes for Sale

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.

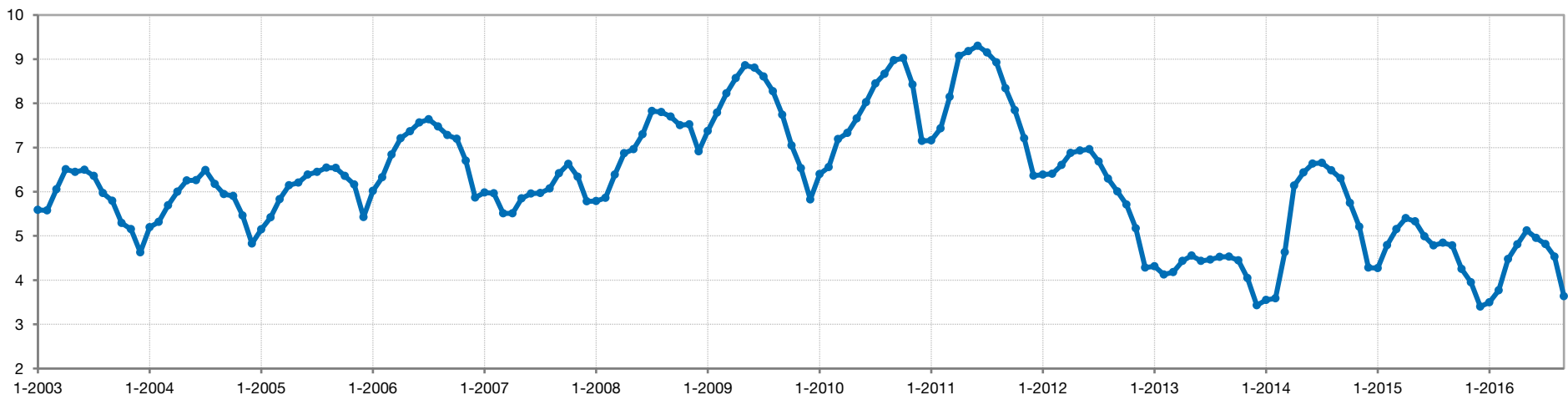


September



Month	Prior Year	Current Year	+ / -
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	3.8	-20.8%
March	5.2	4.5	-13.5%
April	5.4	4.8	-11.1%
May	5.3	5.1	-3.8%
June	5.0	5.0	0.0%
July	4.8	4.8	0.0%
August	4.8	4.5	-6.3%
September	4.8	3.6	-25.0%
12-Month Avg	5.0	4.3	-14.0%

Historical Months Supply of Homes for Sale

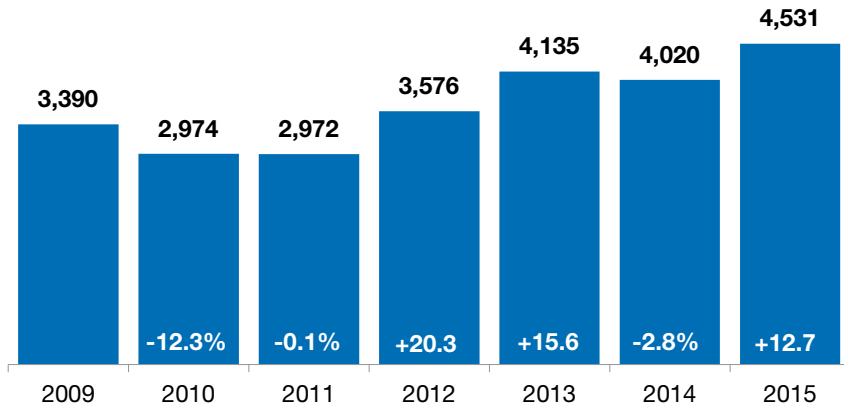


Annual Review

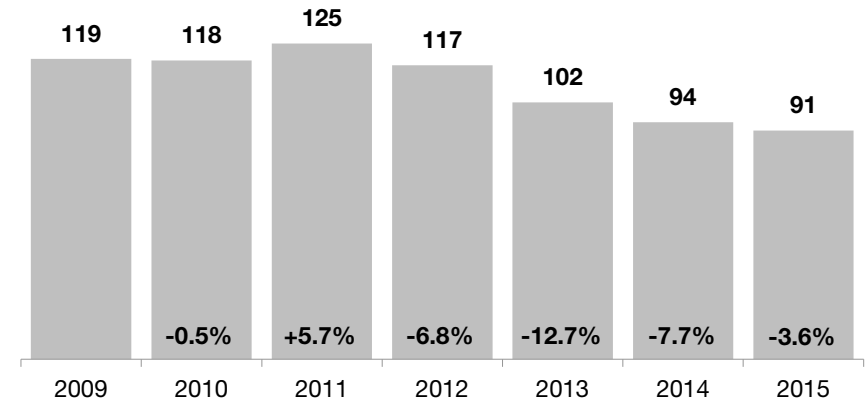
Historical look at key market metrics for the overall region.



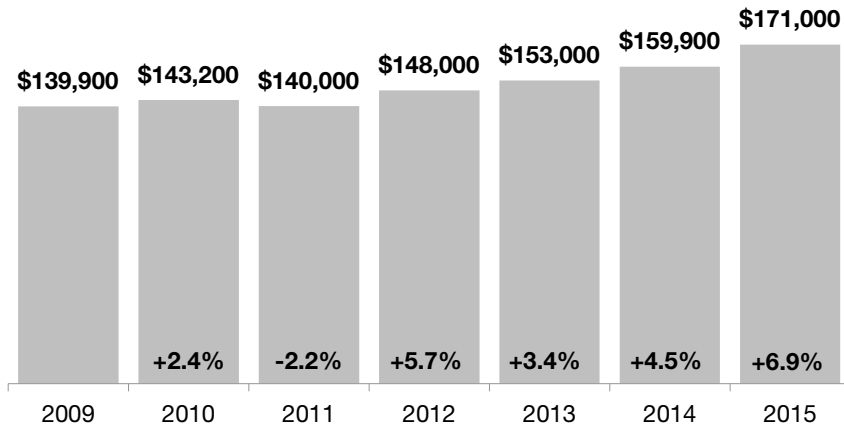
Closed Sales



Days On Market



Median Sales Price



Percent of Original List Price Received

