

Monthly Indicators

January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings in the Sioux Falls region decreased 3.8 percent to 382. Pending Sales were up 55.5 percent to 311. Inventory levels fell 22.4 percent to 1,026 units.

Prices continued to gain traction. The Median Sales Price increased 5.3 percent to \$187,500. Days on Market was down 11.7 percent to 91 days. Sellers were encouraged as Months Supply of Homes for Sale was down 25.7 percent to 2.6 months.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Quick Facts

+ 1.5%	+ 5.3%	- 22.4%
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.



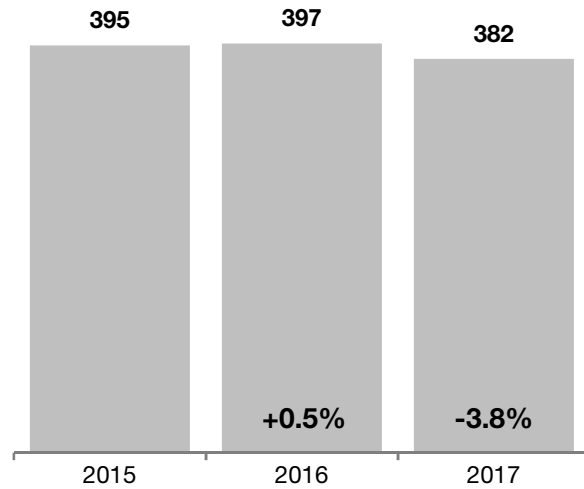
Key Metrics	Historical Sparklines	1-2016	1-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		397	382	- 3.8%	397	382	- 3.8%
Pending Sales		200	311	+ 55.5%	200	311	+ 55.5%
Closed Sales		199	202	+ 1.5%	199	202	+ 1.5%
Days on Market Until Sale		103	91	- 11.7%	103	91	- 11.7%
Median Sales Price		\$178,000	\$187,500	+ 5.3%	\$178,000	\$187,500	+ 5.3%
Average Sales Price		\$204,601	\$207,827	+ 1.6%	\$204,601	\$207,827	+ 1.6%
Percent of Original List Price Received		98.1%	98.2%	+ 0.1%	98.1%	98.2%	+ 0.1%
Housing Affordability Index		185	169	- 8.6%	185	169	- 8.6%
Inventory of Homes for Sale		1,322	1,026	- 22.4%	--	--	--
Months Supply of Homes for Sale		3.5	2.6	- 25.7%	--	--	--

New Listings

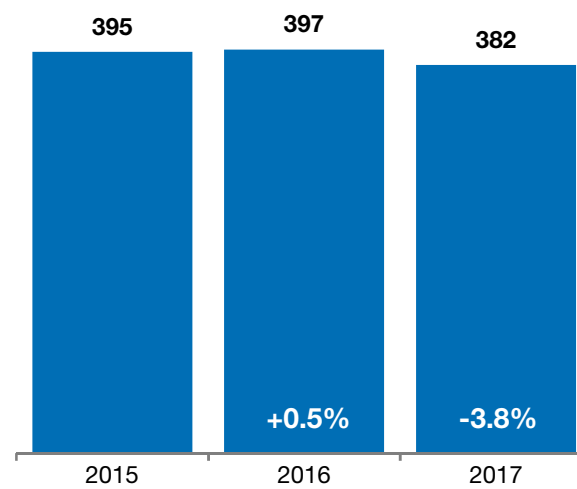
A count of the properties that have been newly listed on the market in a given month.



January

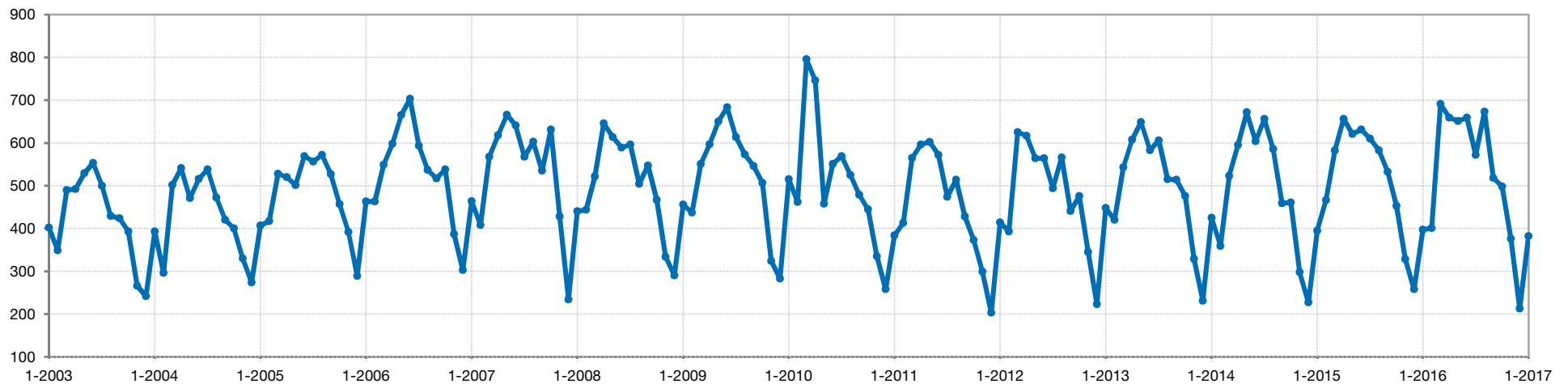


Year To Date



Month	Prior Year	Current Year	+ / -
February	466	401	-13.9%
March	582	691	+18.7%
April	656	659	+0.5%
May	621	651	+4.8%
June	631	659	+4.4%
July	610	572	-6.2%
August	583	673	+15.4%
September	533	518	-2.8%
October	453	498	+9.9%
November	328	376	+14.6%
December	258	213	-17.4%
January	397	382	-3.8%
12-Month Avg	510	524	+2.9%

Historical New Listing Activity

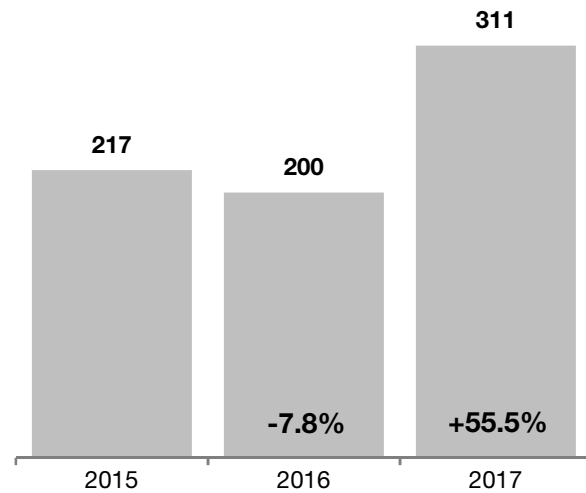


Pending Sales

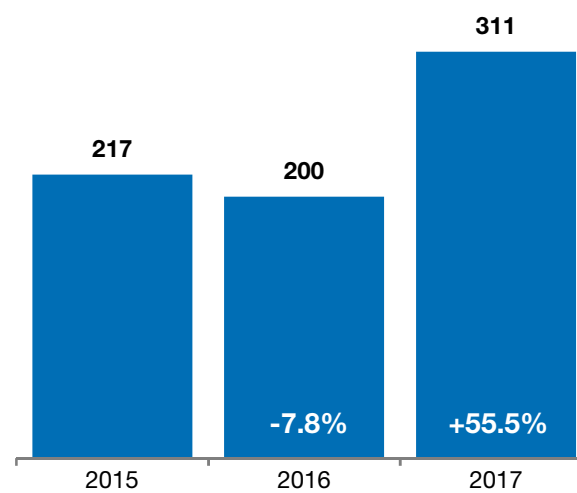
A count of the properties on which contracts have been accepted in a given month.



January

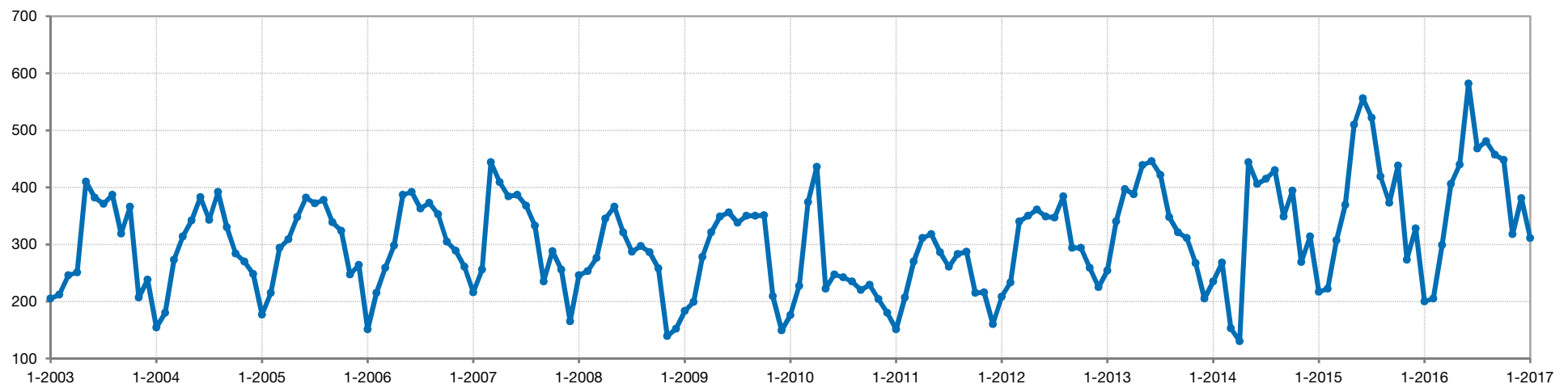


Year To Date



Month	Prior Year	Current Year	+ / -
February	222	205	-7.7%
March	307	299	-2.6%
April	369	406	+10.0%
May	510	440	-13.7%
June	556	582	+4.7%
July	522	468	-10.3%
August	419	481	+14.8%
September	373	457	+22.5%
October	438	448	+2.3%
November	273	318	+16.5%
December	328	381	+16.2%
January	200	311	+55.5%
12-Month Avg	376	400	+6.2%

Historical Pending Sales Activity

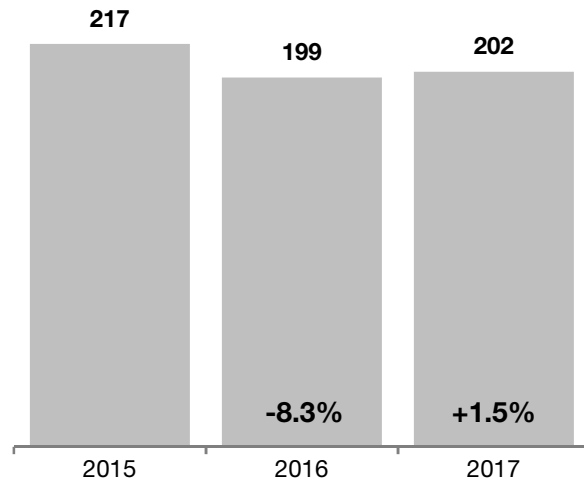


Closed Sales

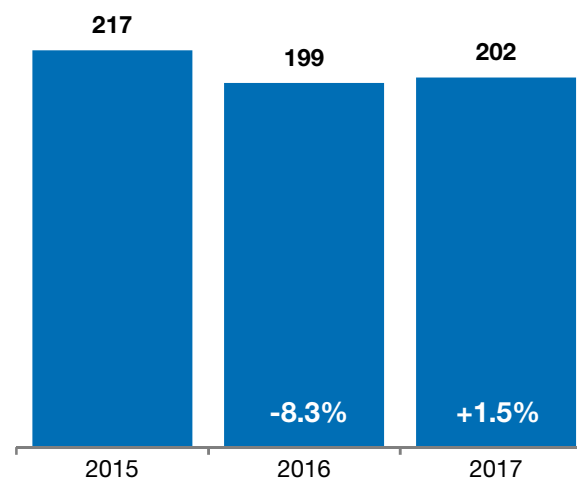
A count of the actual sales that have closed in a given month.



January

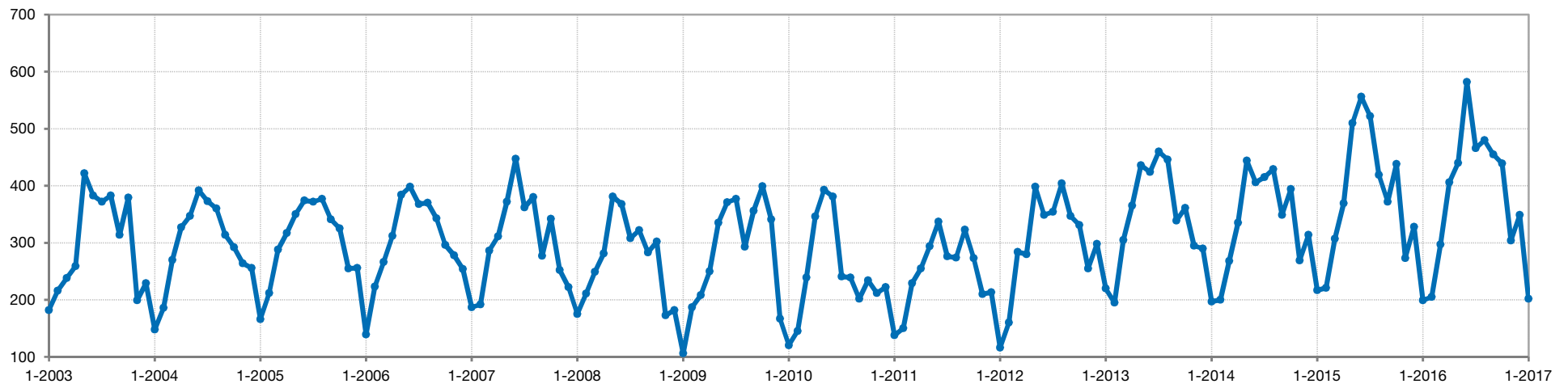


Year To Date



Month	Prior Year	Current Year	+ / -
February	221	205	-7.2%
March	307	297	-3.3%
April	369	406	+10.0%
May	510	440	-13.7%
June	556	582	+4.7%
July	522	466	-10.7%
August	419	480	+14.6%
September	372	455	+22.3%
October	438	439	+0.2%
November	273	304	+11.4%
December	328	349	+6.4%
January	199	202	+1.5%
12-Month Avg	376	385	+3.0%

Historical Closed Sales Activity

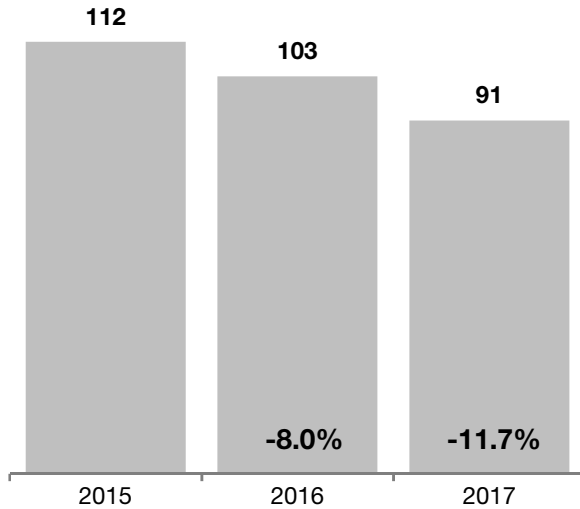


Days on Market Until Sale

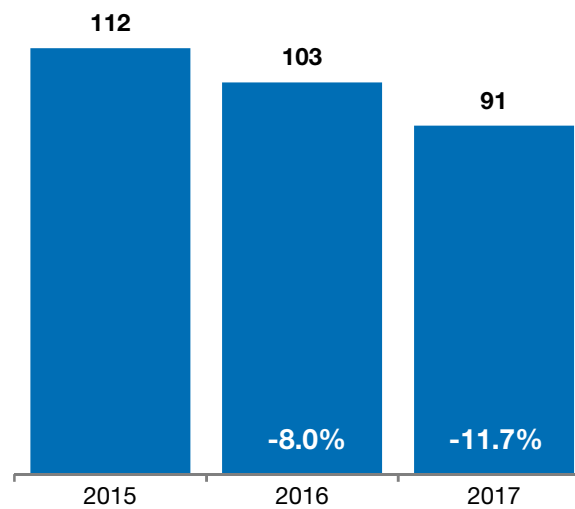
Average number of days between when a property is first listed and when a property is closed in a given month.



January

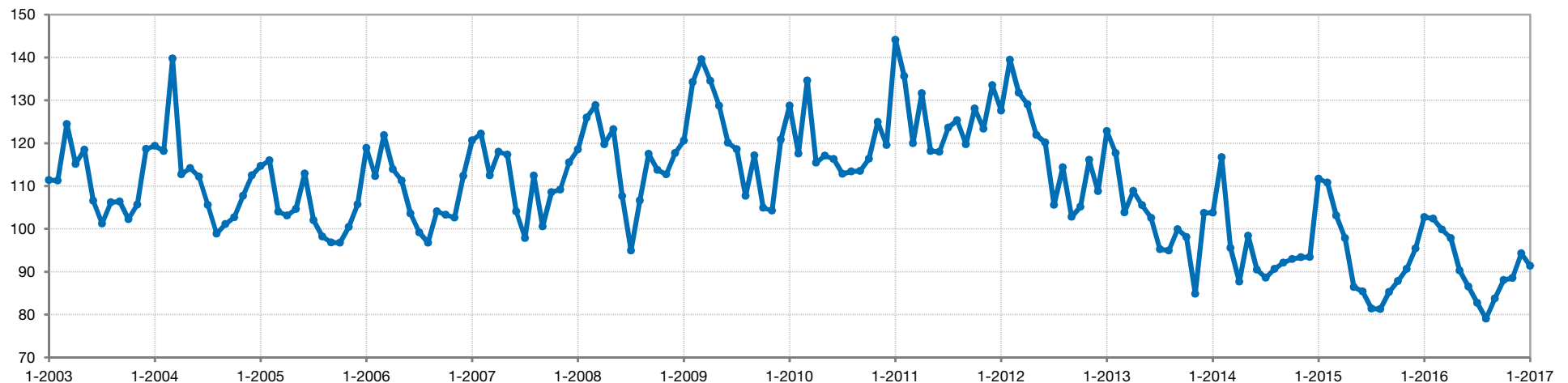


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	88	88	0.0%
November	91	89	-2.2%
December	95	94	-1.1%
January	103	91	-11.7%
12-Month Avg	90	89	-1.1%

Historical Days on Market Until Sale

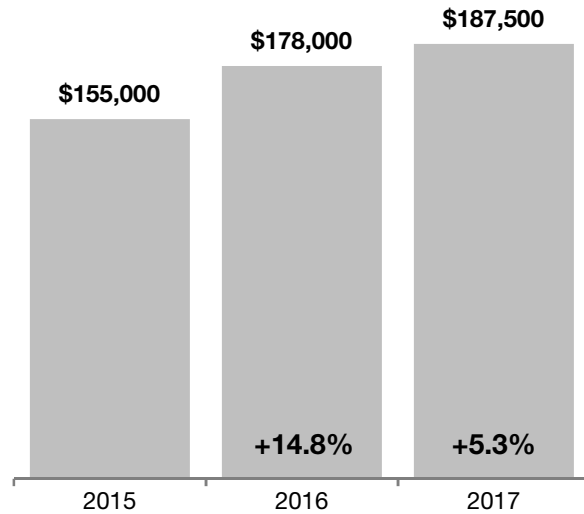


Median Sales Price

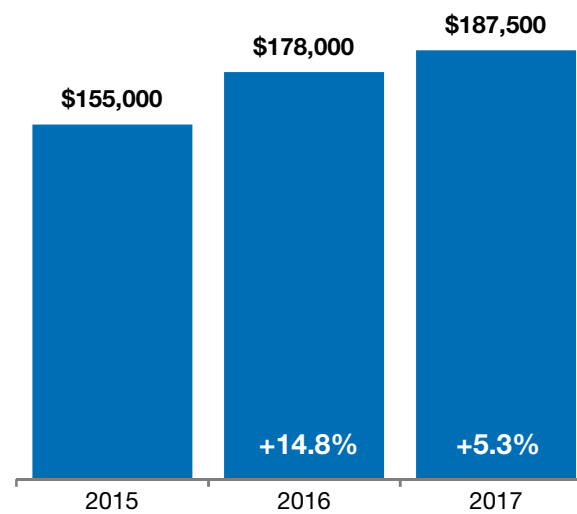
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

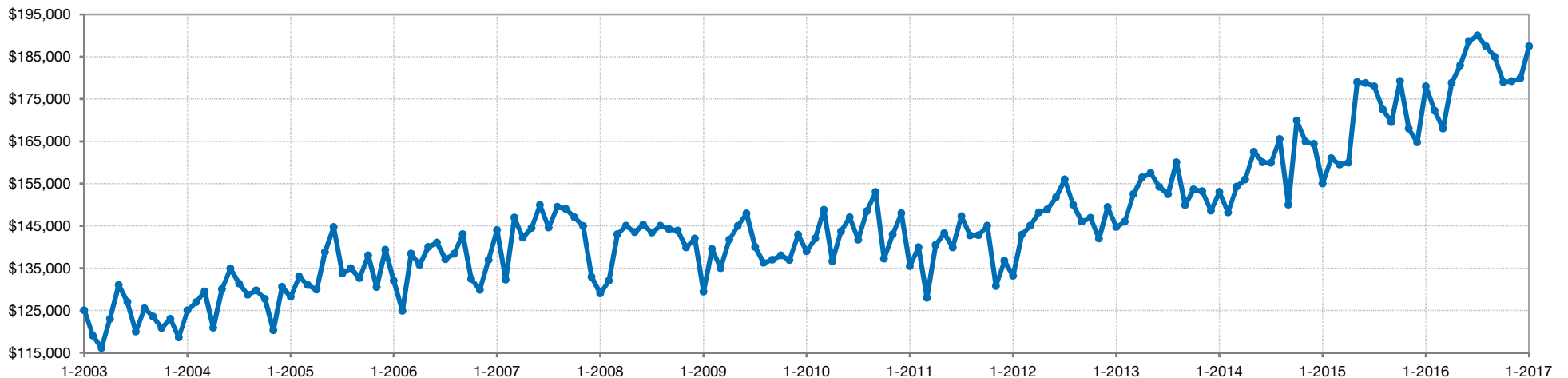


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$161,000	\$172,250	+7.0%
March	\$159,500	\$168,000	+5.3%
April	\$159,900	\$178,850	+11.9%
May	\$179,000	\$182,950	+2.2%
June	\$178,800	\$188,700	+5.5%
July	\$178,000	\$190,000	+6.7%
August	\$172,500	\$187,500	+8.7%
September	\$169,500	\$185,000	+9.1%
October	\$179,250	\$179,000	-0.1%
November	\$168,000	\$179,200	+6.7%
December	\$164,750	\$179,900	+9.2%
January	\$178,000	\$187,500	+5.3%
12-Month Med	\$172,500	\$182,000	+5.5%

Historical Median Sales Price

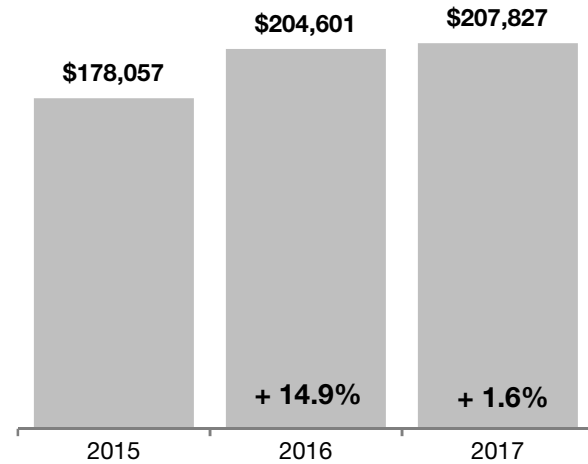


Average Sales Price

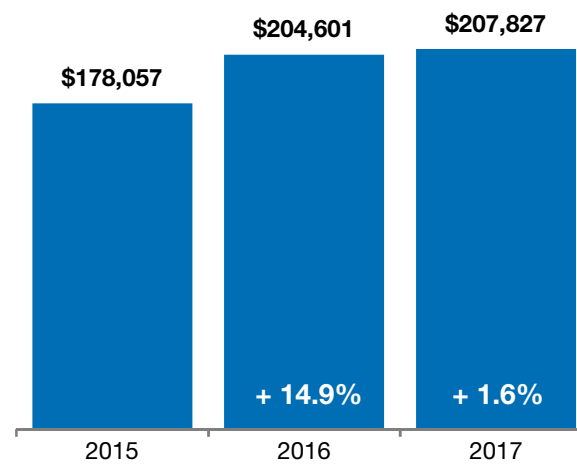
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

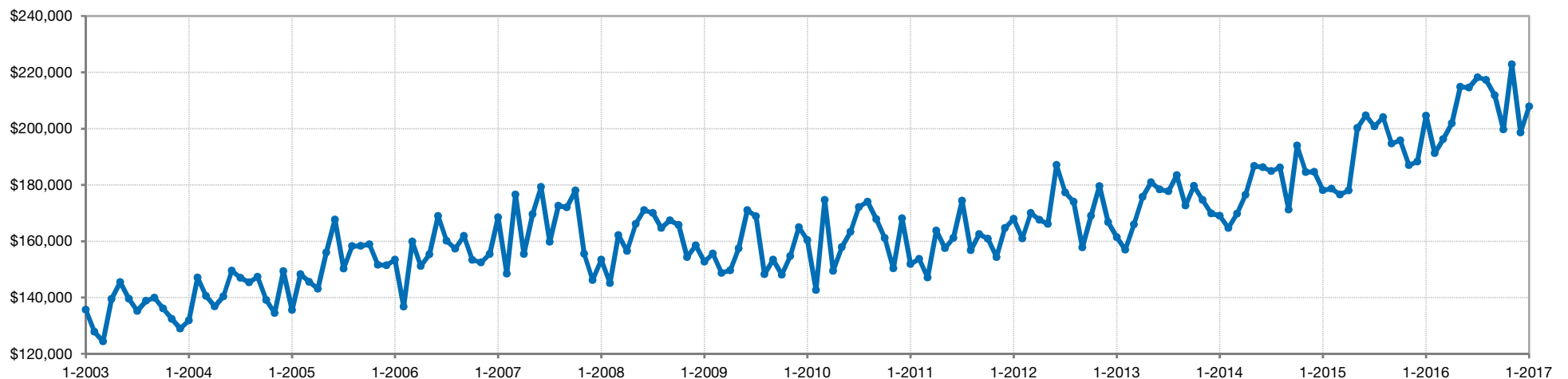


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$178,650	\$191,282	+7.1%
March	\$176,570	\$196,277	+11.2%
April	\$177,985	\$201,829	+13.4%
May	\$200,259	\$214,863	+7.3%
June	\$204,682	\$214,598	+4.8%
July	\$200,825	\$218,185	+8.6%
August	\$204,014	\$217,287	+6.5%
September	\$194,711	\$211,870	+8.8%
October	\$195,749	\$199,714	+2.0%
November	\$187,012	\$222,827	+19.2%
December	\$188,283	\$198,575	+5.5%
January	\$204,601	\$207,827	+1.6%
12-Month Avg	\$194,353	\$209,290	+7.7%

Historical Average Sales Price



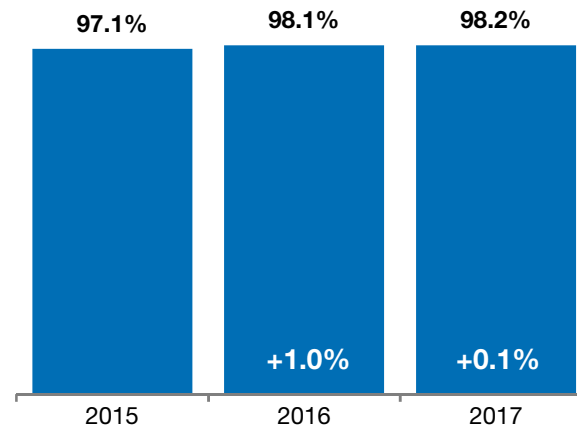
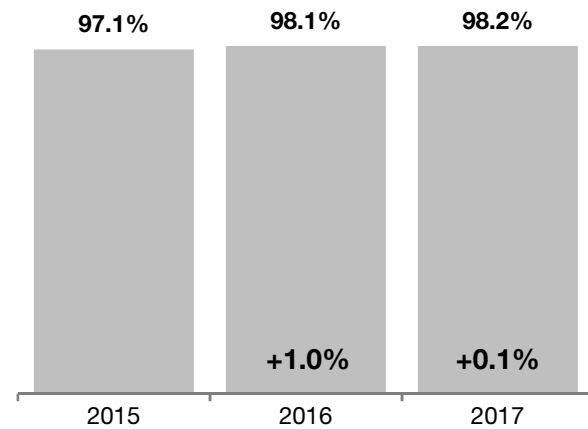
Percent of Original List Price Received

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.



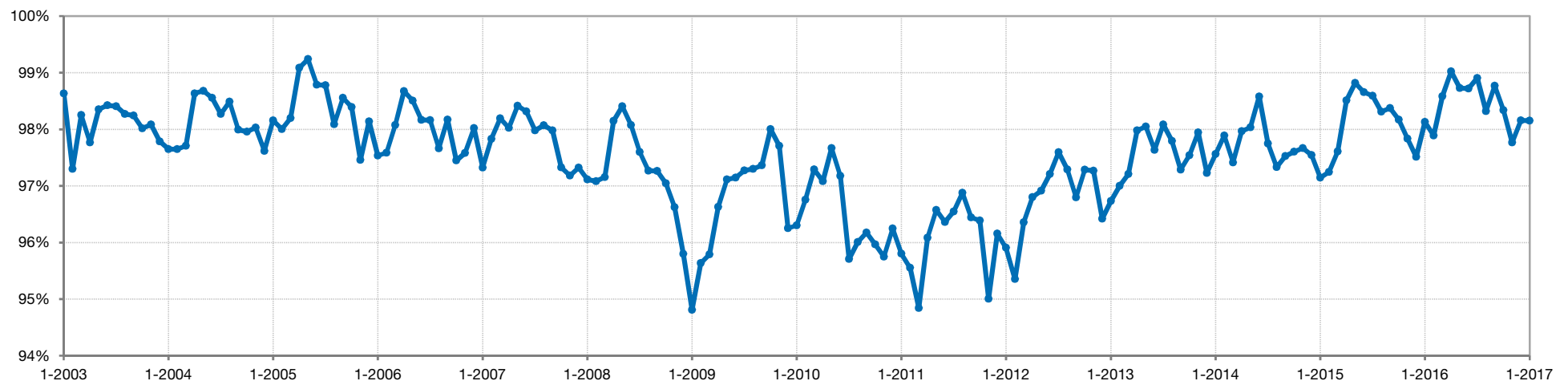
January

Year To Date



Month	Prior Year	Current Year	+ / -
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%	98.8%	+0.4%
October	98.2%	98.3%	+0.1%
November	97.8%	97.8%	0.0%
December	97.5%	98.2%	+0.7%
January	98.1%	98.2%	+0.1%
12-Month Avg	98.3%	98.5%	+0.2%

Historical Percent of Original List Price Received

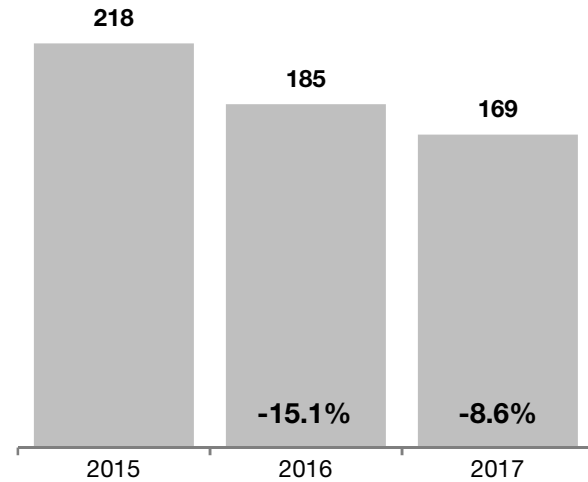


Housing Affordability Index

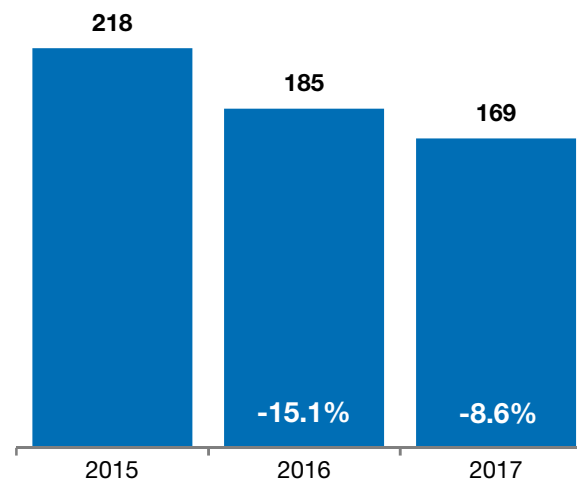
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

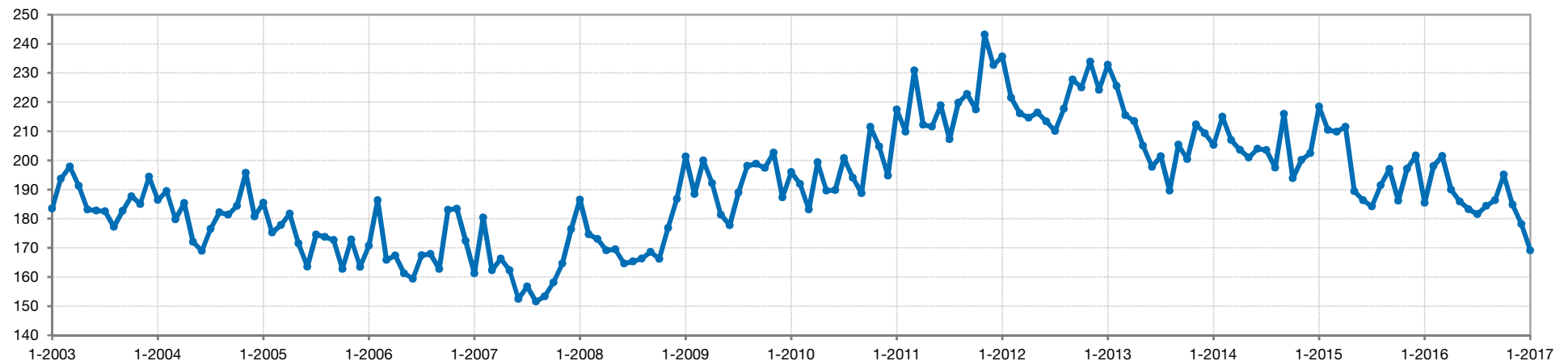


Year To Date



Month	Prior Year	Current Year	+ / -
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	184	-3.7%
September	197	186	-5.6%
October	186	195	+4.8%
November	197	185	-6.1%
December	202	178	-11.9%
January	185	169	-8.6%
12-Month Avg	196	187	-4.6%

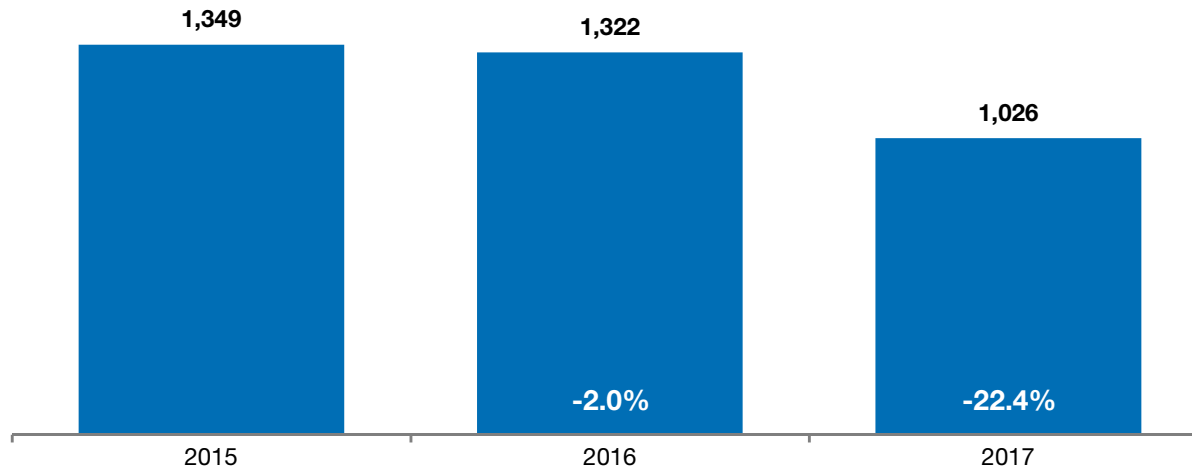
Historical Housing Affordability Index



Inventory of Homes for Sale

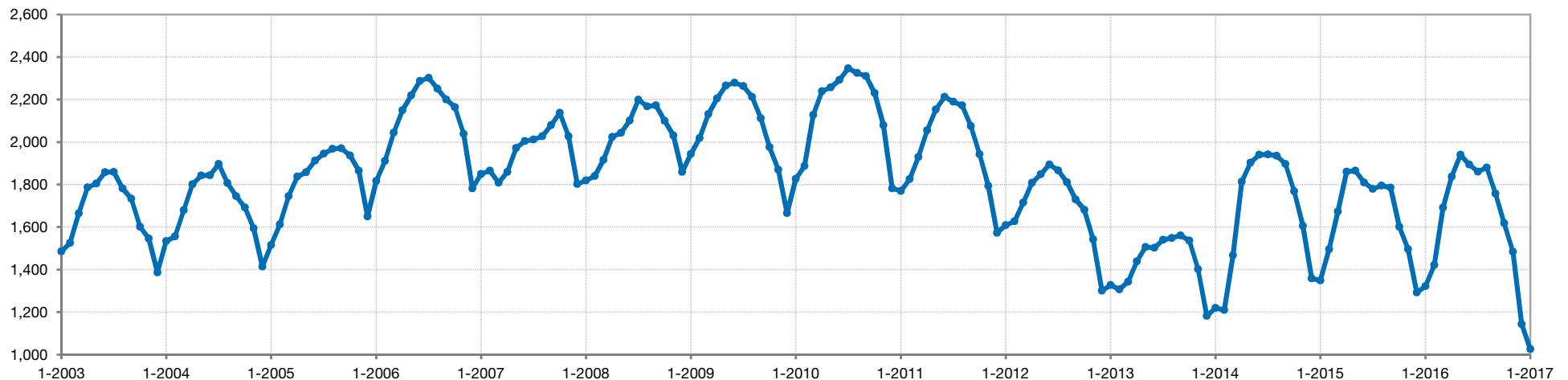
The number of properties available for sale in active status at the end of a given month.

January



Month	Prior Year	Current Year	+ / -
February	1,495	1,422	-4.9%
March	1,673	1,691	+1.1%
April	1,861	1,838	-1.2%
May	1,866	1,940	+4.0%
June	1,810	1,894	+4.6%
July	1,779	1,860	+4.6%
August	1,795	1,880	+4.7%
September	1,786	1,758	-1.6%
October	1,602	1,619	+1.1%
November	1,496	1,484	-0.8%
December	1,292	1,143	-11.5%
January	1,322	1,026	-22.4%
12-Month Avg	1,648	1,630	-1.9%

Historical Inventory of Homes for Sale

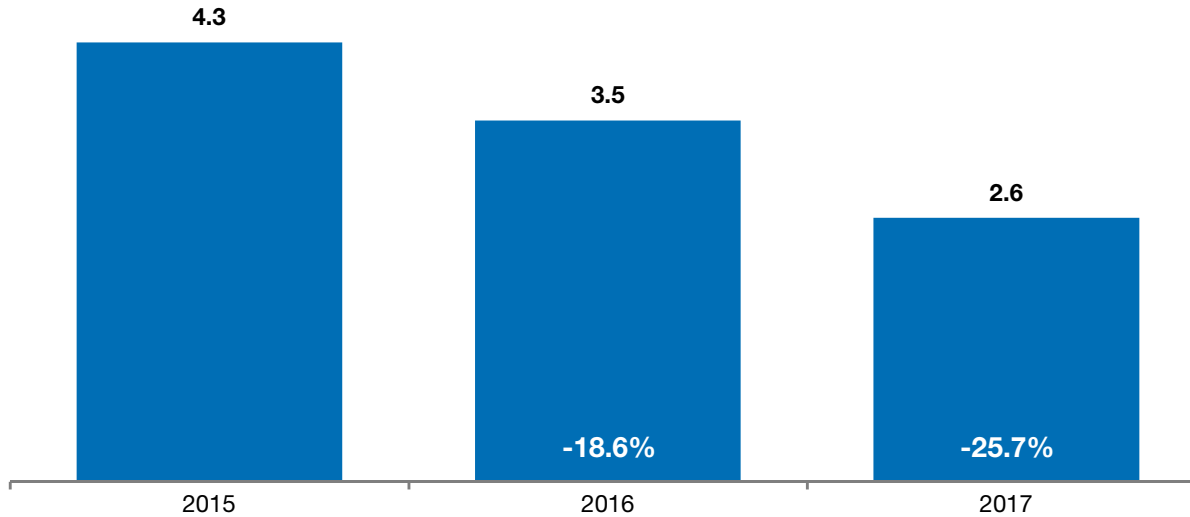


Months Supply of Homes for Sale

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.

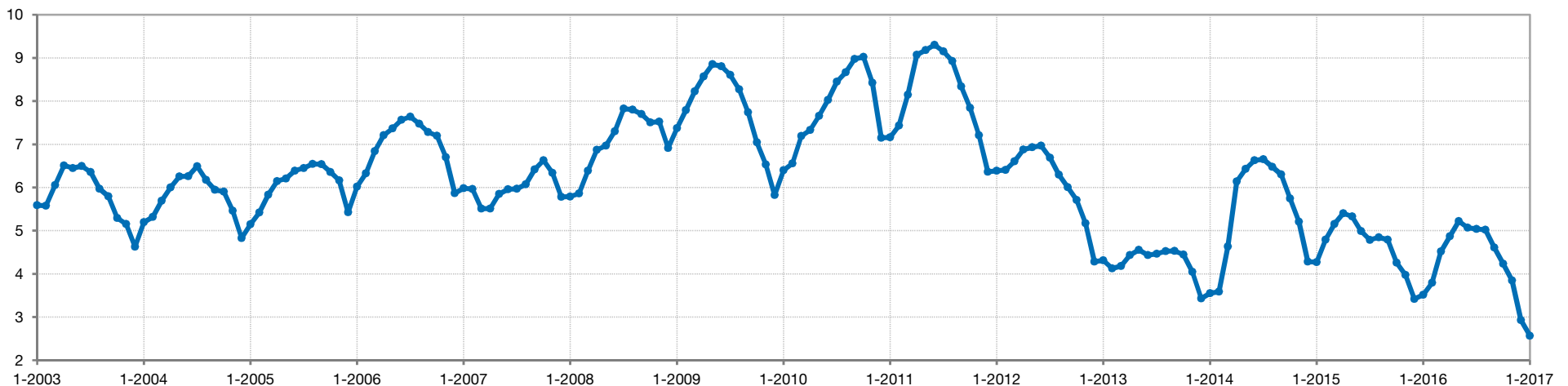


January



Month	Prior Year	Current Year	+ / -
February	4.8	3.8	-20.8%
March	5.2	4.5	-13.5%
April	5.4	4.9	-9.3%
May	5.3	5.2	-1.9%
June	5.0	5.1	+2.0%
July	4.8	5.0	+4.2%
August	4.8	5.0	+4.2%
September	4.8	4.6	-4.2%
October	4.3	4.2	-2.3%
November	4.0	3.8	-5.0%
December	3.4	2.9	-14.7%
January	3.5	2.6	-25.7%
12-Month Avg	4.6	4.3	-6.5%

Historical Months Supply of Homes for Sale

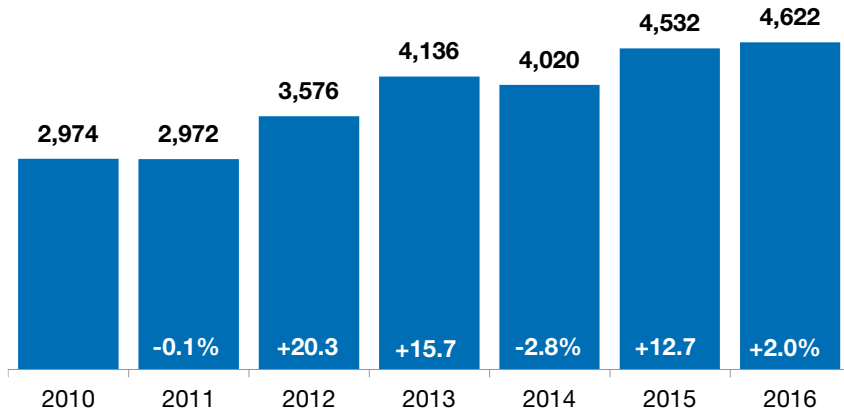


Annual Review

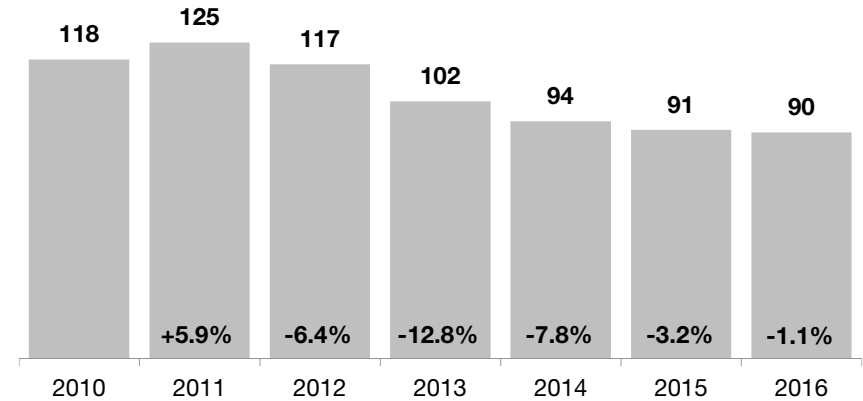
Historical look at key market metrics for the overall region.



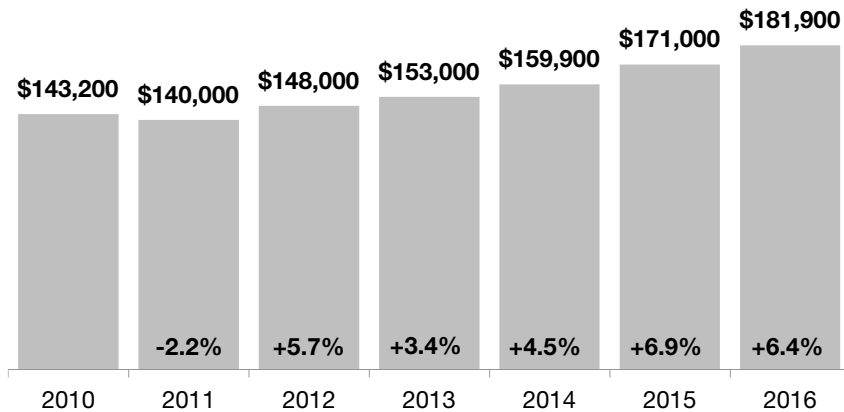
Closed Sales



Days On Market



Median Sales Price



Percent of Original List Price Received

