



REALTOR® Association of the Sioux Empire Inc.

Monthly Indicators

February 2017

The start of the year ushered in a wave of good news about a hot stock market, higher wages and an active home sales environment. At the same time, housing prices have continued to rise, and the low inventory situation and affordability crunch has been particularly hard on first-time buyers struggling to get into the market. Nevertheless, buyer activity is easily outpacing seller activity in much of the country, culminating in relatively quick sales and low supply. Demand definitely remained strong this month.

New Listings in the Sioux Falls region decreased 0.7 percent to 398. Pending Sales were up 75.1 percent to 359. Inventory levels fell 24.2 percent to 1,078 units.

Prices continued to gain traction. The Median Sales Price increased 3.3 percent to \$178,000. Days on Market was up 3.9 percent to 106 days. Sellers were encouraged as Months Supply of Homes for Sale was down 28.9 percent to 2.7 months.

Unemployment has reached pre-recession levels, and Americans remain optimistic about finding quality employment. This matters because job growth and higher paychecks fuel home purchases. Unfortunately, that won't matter for potential buyers if price appreciation outpaces income growth and if mortgage rates continue their upward trend. Sellers are getting a generous number of offers in this market. The worry for sellers then becomes that there will not be a generous number of homes to choose from when they become buyers.

Quick Facts

- 1.5% **+ 3.3%** **- 24.2%**

Change in Closed Sales Change in Median Sales Price Change in Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Homes for Sale	12
Annual Review	13



Market Overview

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



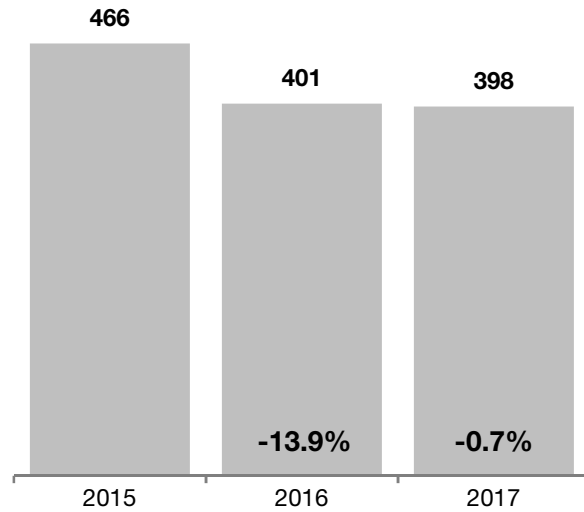
Key Metrics	Historical Sparklines	2-2016	2-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		401	398	- 0.7%	798	797	- 0.1%
Pending Sales		205	359	+ 75.1%	405	616	+ 52.1%
Closed Sales		205	202	- 1.5%	404	407	+ 0.7%
Days on Market Until Sale		102	106	+ 3.9%	103	99	- 3.9%
Median Sales Price		\$172,250	\$178,000	+ 3.3%	\$174,900	\$183,000	+ 4.6%
Average Sales Price		\$191,282	\$206,174	+ 7.8%	\$197,859	\$206,329	+ 4.3%
Percent of Original List Price Received		97.9%	97.7%	- 0.2%	98.0%	97.9%	- 0.1%
Housing Affordability Index		198	183	- 7.6%	195	178	- 8.7%
Inventory of Homes for Sale		1,422	1,078	- 24.2%	--	--	--
Months Supply of Homes for Sale		3.8	2.7	- 28.9%	--	--	--

New Listings

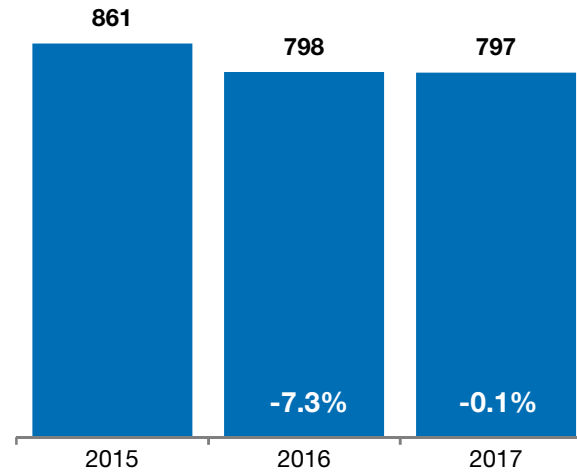
A count of the properties that have been newly listed on the market in a given month.



February

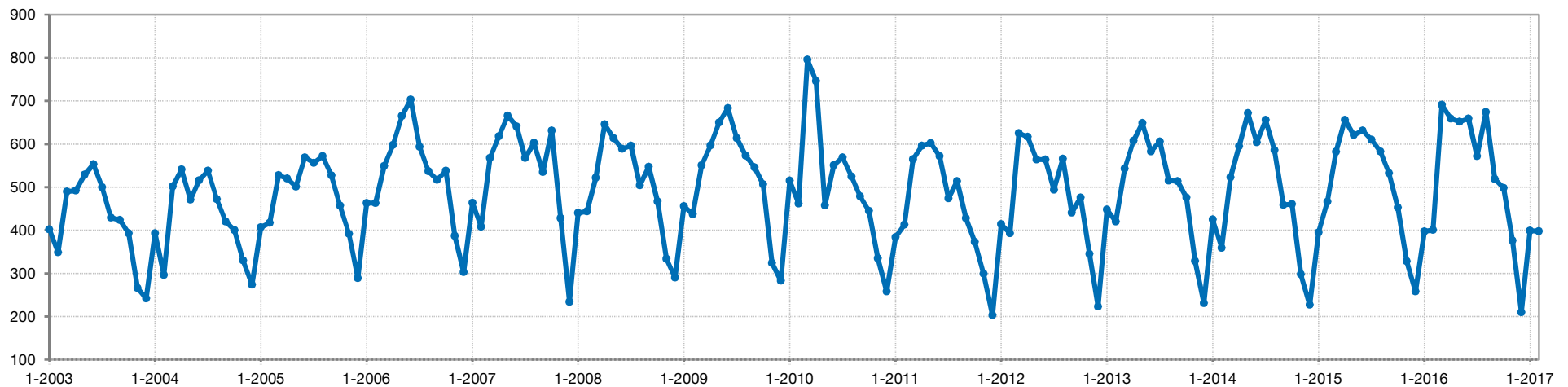


Year To Date



Month	Prior Year	Current Year	+ / -
March	582	691	+18.7%
April	656	659	+0.5%
May	621	652	+5.0%
June	631	659	+4.4%
July	610	572	-6.2%
August	583	674	+15.6%
September	533	519	-2.6%
October	453	498	+9.9%
November	328	376	+14.6%
December	258	210	-18.6%
January	397	399	+0.5%
February	401	398	-0.7%
12-Month Avg	504	526	+4.2%

Historical New Listing Activity

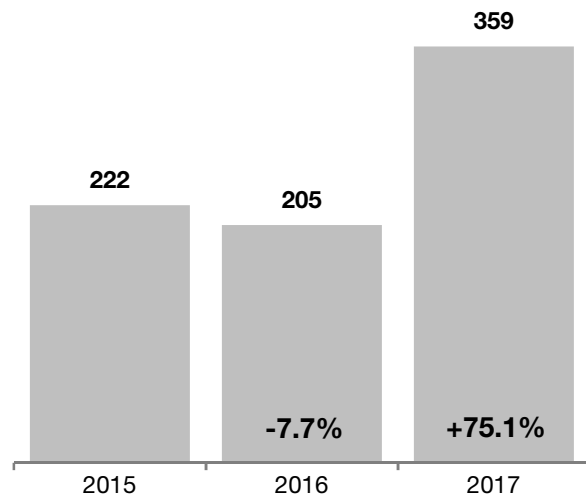


Pending Sales

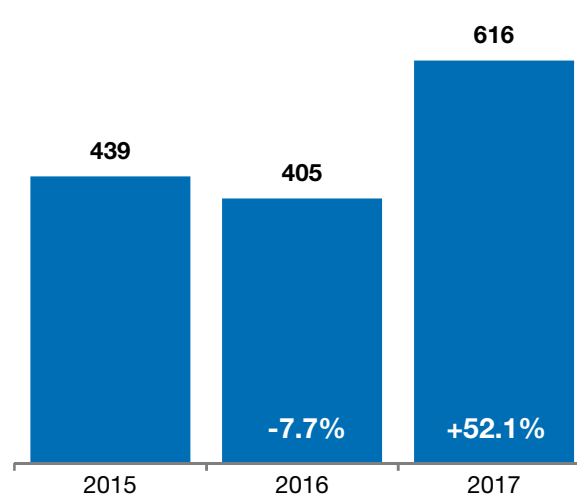
A count of the properties on which contracts have been accepted in a given month.



February

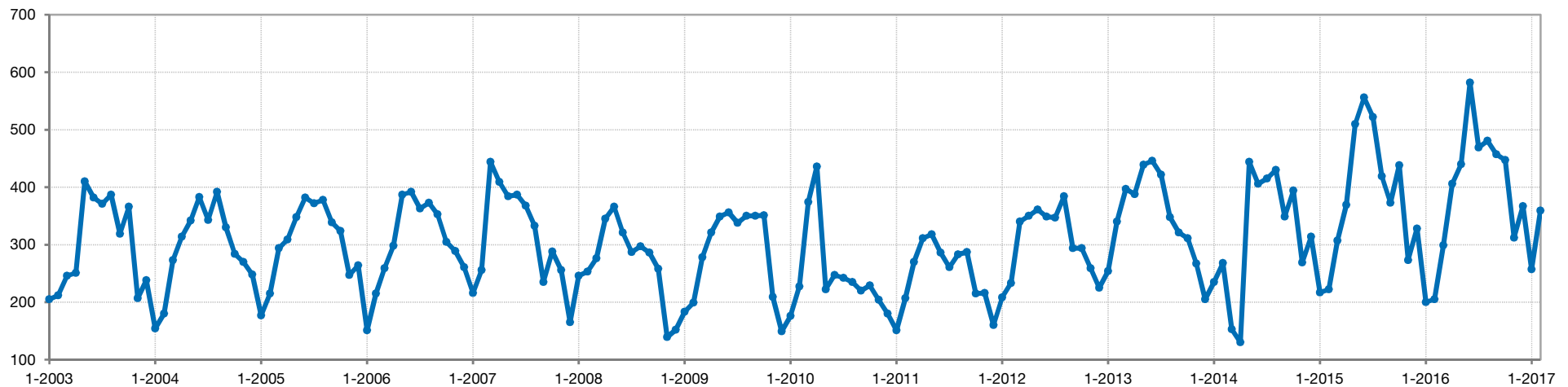


Year To Date



Month	Prior Year	Current Year	+ / -
March	307	299	-2.6%
April	369	406	+10.0%
May	510	440	-13.7%
June	556	582	+4.7%
July	522	469	-10.2%
August	419	481	+14.8%
September	373	457	+22.5%
October	438	447	+2.1%
November	273	312	+14.3%
December	328	367	+11.9%
January	200	257	+28.5%
February	205	359	+75.1%
12-Month Avg	375	406	+8.4%

Historical Pending Sales Activity

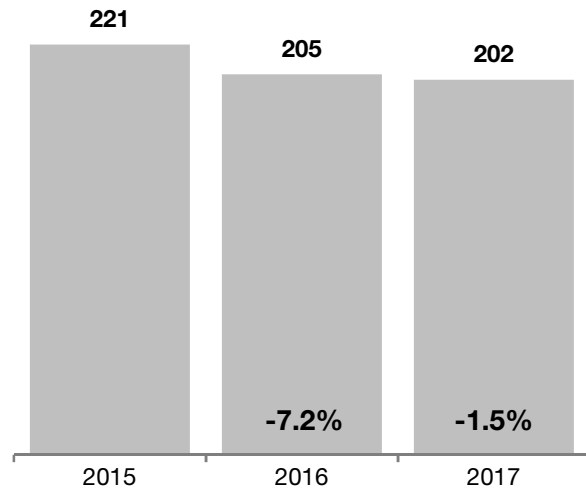


Closed Sales

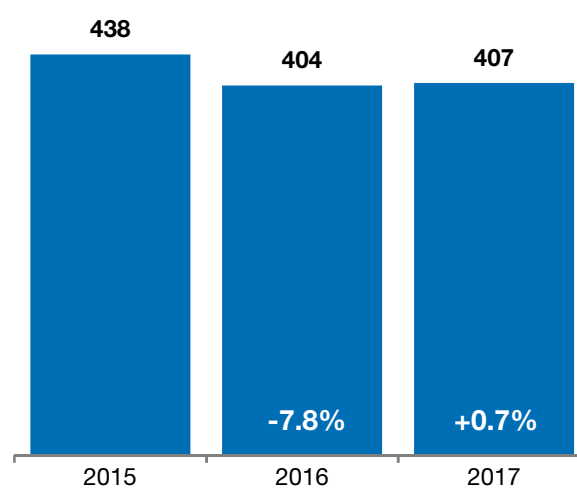
A count of the actual sales that have closed in a given month.



February

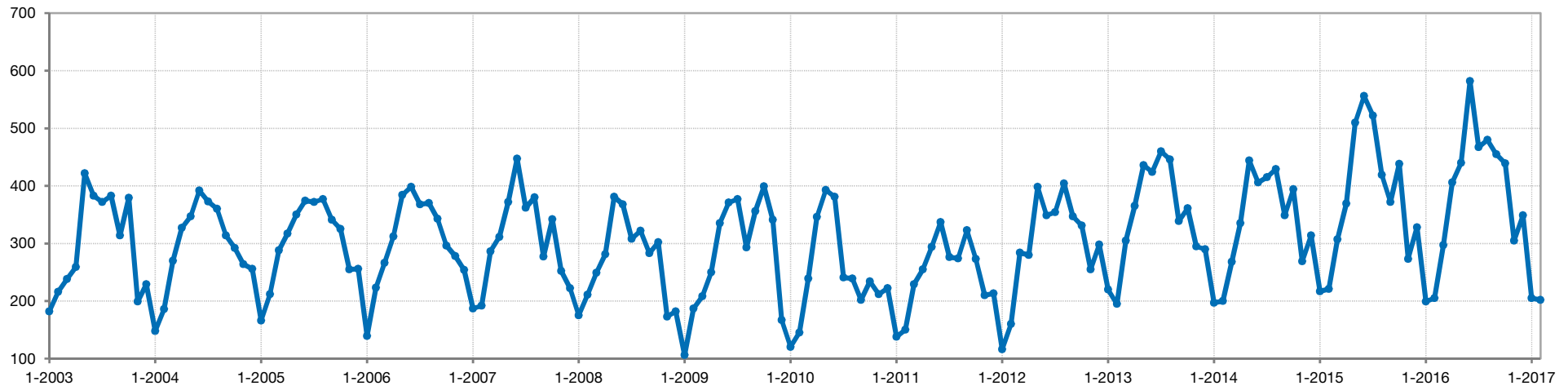


Year To Date



Month	Prior Year	Current Year	+ / -
March	307	297	-3.3%
April	369	406	+10.0%
May	510	440	-13.7%
June	556	582	+4.7%
July	522	467	-10.5%
August	419	480	+14.6%
September	372	455	+22.3%
October	438	439	+0.2%
November	273	305	+11.7%
December	328	349	+6.4%
January	199	205	+3.0%
February	205	202	-1.5%
12-Month Avg	375	386	+3.7%

Historical Closed Sales Activity

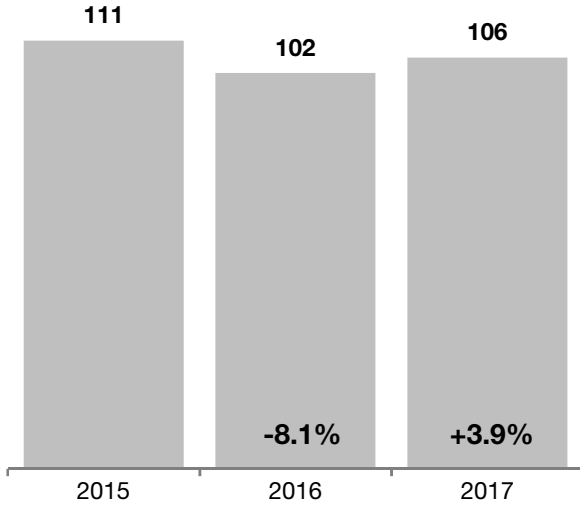


Days on Market Until Sale

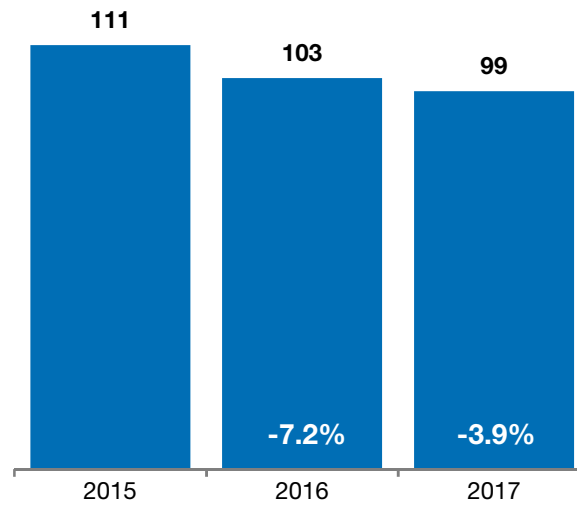
Average number of days between when a property is first listed and when a property is closed in a given month.



February

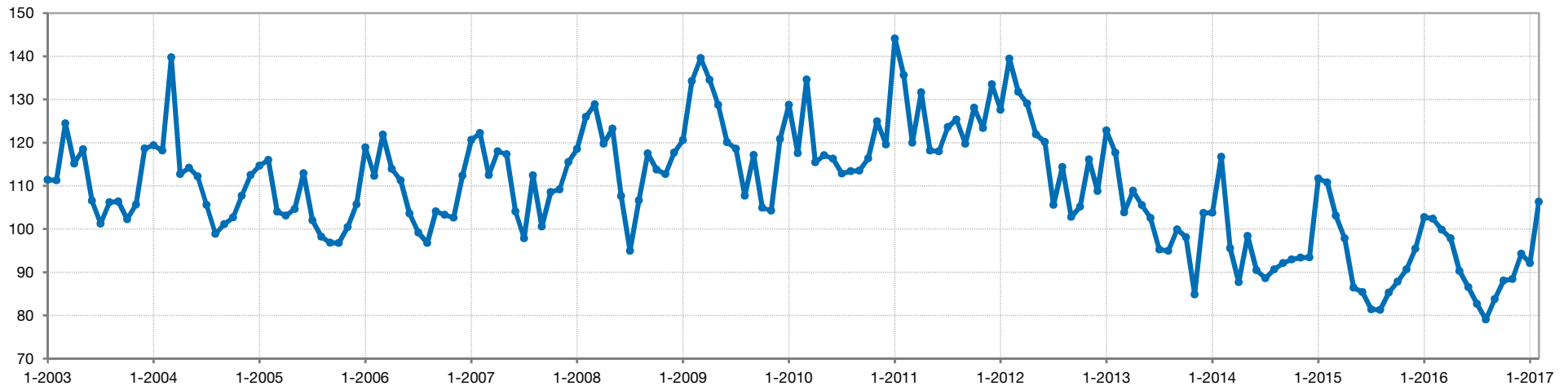


Year To Date



Month	Prior Year	Current Year	+ / -
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	88	-3.3%
December	95	94	-1.1%
January	103	92	-10.7%
February	102	106	+3.9%
12-Month Avg	90	89	-1.1%

Historical Days on Market Until Sale

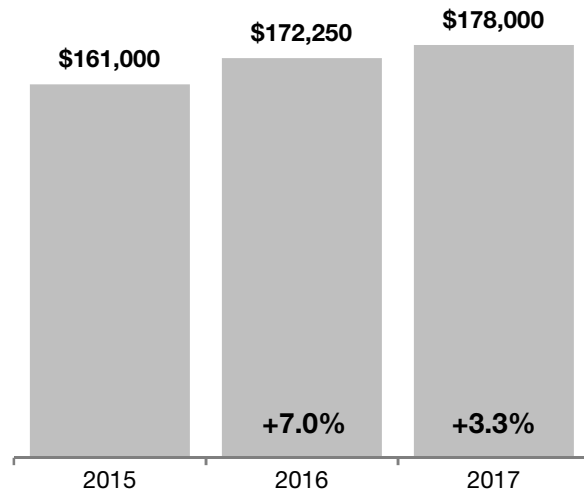


Median Sales Price

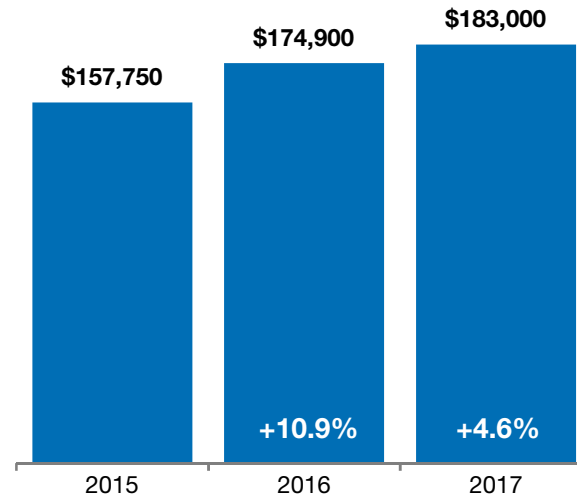
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

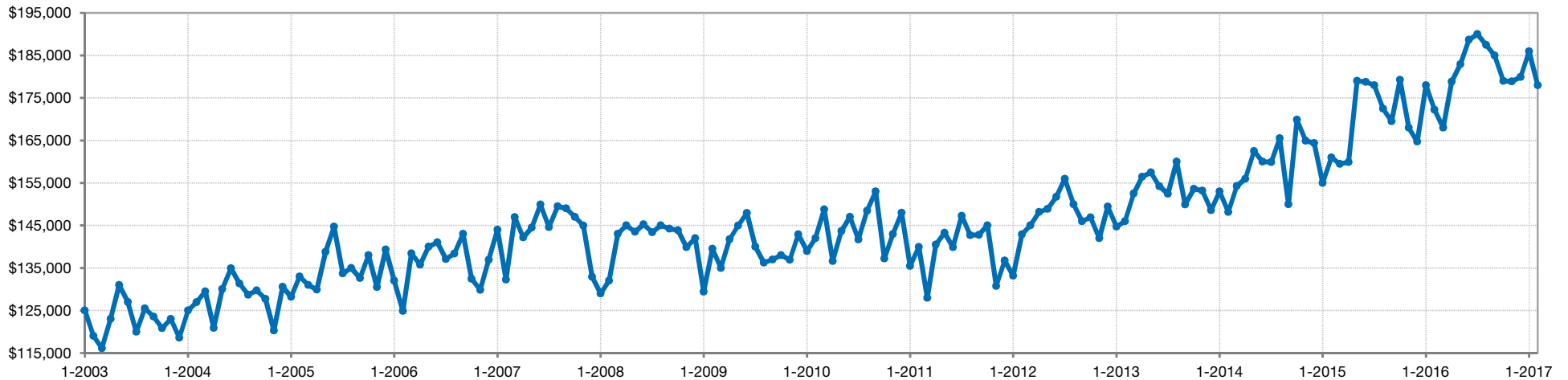


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$178,900	+6.5%
December	\$164,750	\$179,900	+9.2%
January	\$178,000	\$186,000	+4.5%
February	\$172,250	\$178,000	+3.3%
12-Month Med	\$173,000	\$182,200	+5.3%

Historical Median Sales Price

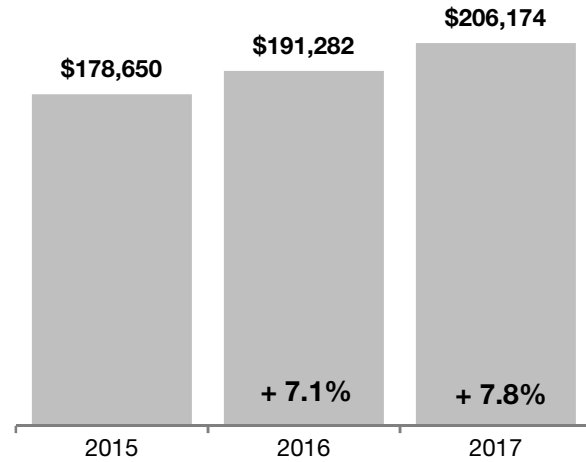


Average Sales Price

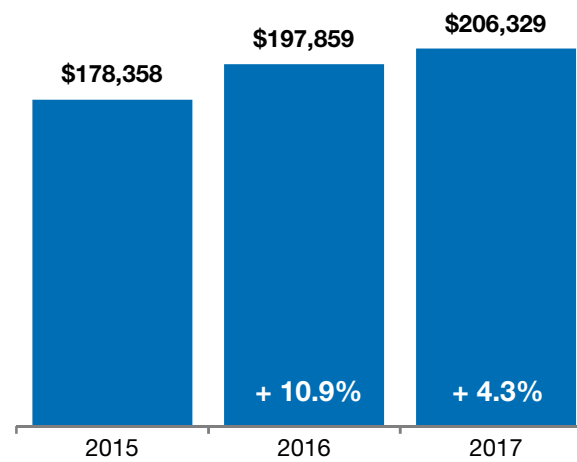
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

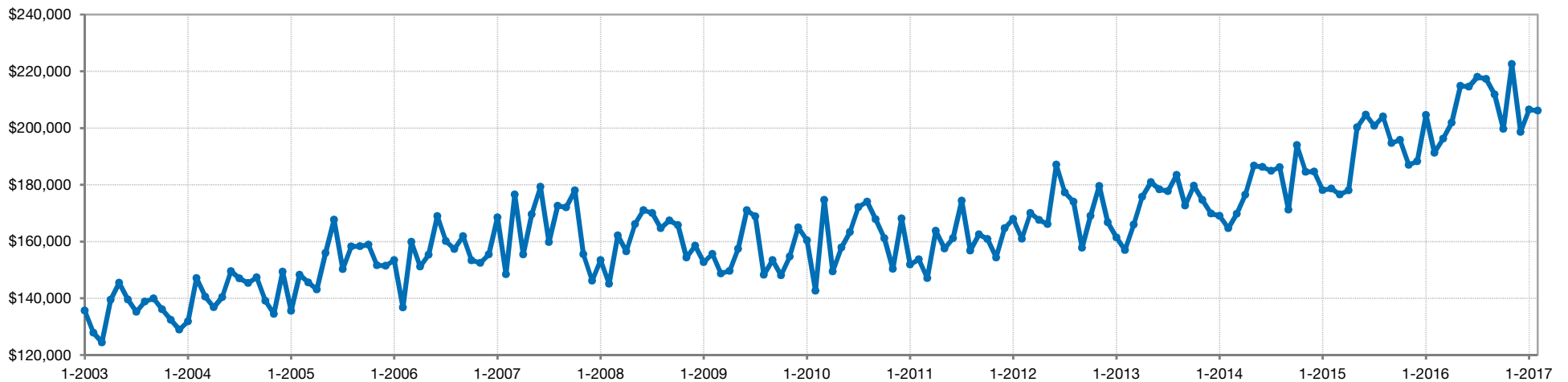


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$218,050	+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	\$222,516	+19.0%
December	\$188,283	\$198,575	+5.5%
January	\$204,601	\$206,481	+0.9%
February	\$191,282	\$206,174	+7.8%
12-Month Avg	\$194,986	\$209,858	+7.6%

Historical Average Sales Price



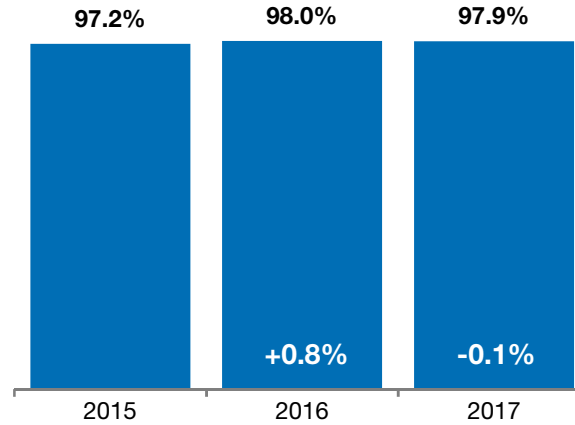
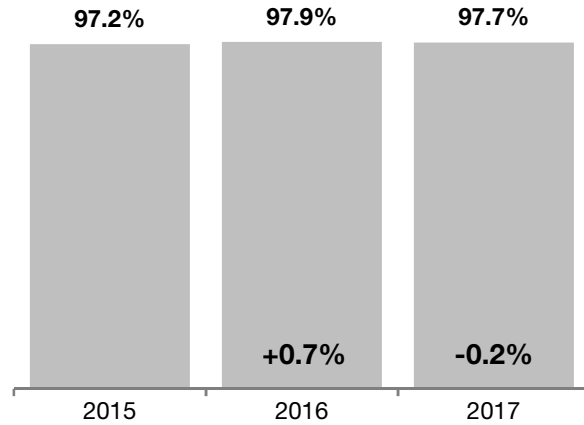
Percent of Original List Price Received

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.



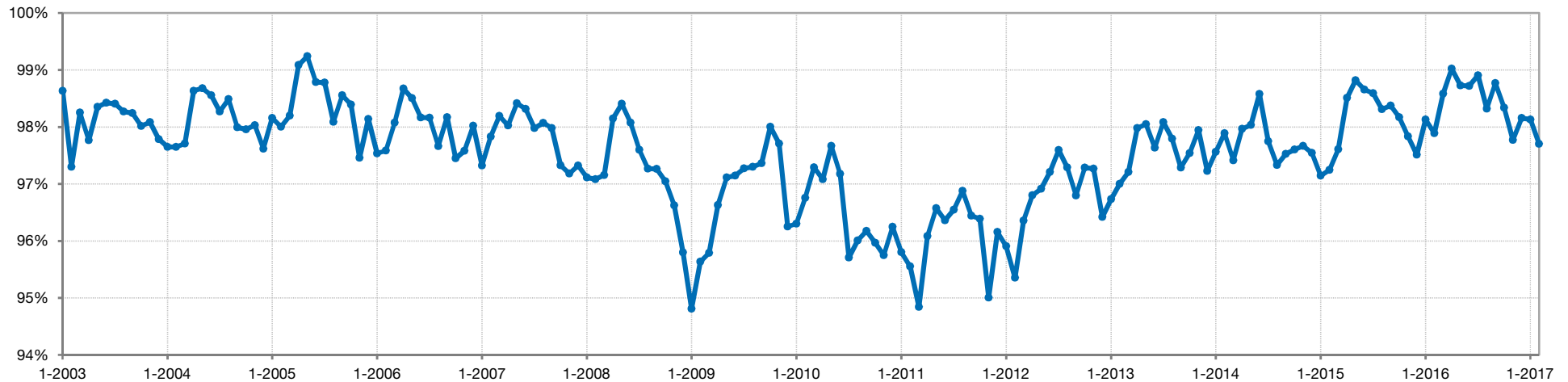
February

Year To Date



Month	Prior Year	Current Year	+ / -
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%	98.1%	0.0%
February	97.9%	97.7%	-0.2%
12-Month Avg	98.3%	98.5%	+0.2%

Historical Percent of Original List Price Received

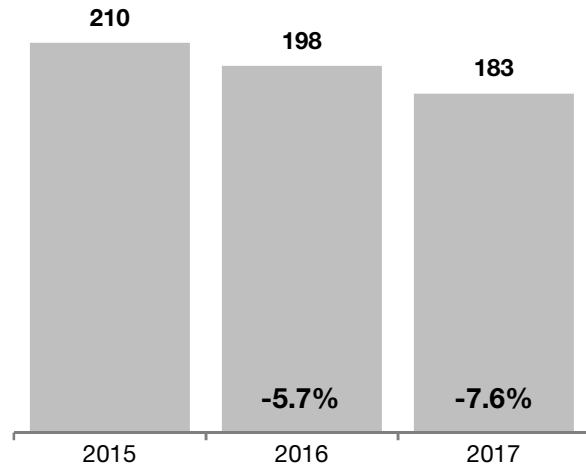


Housing Affordability Index

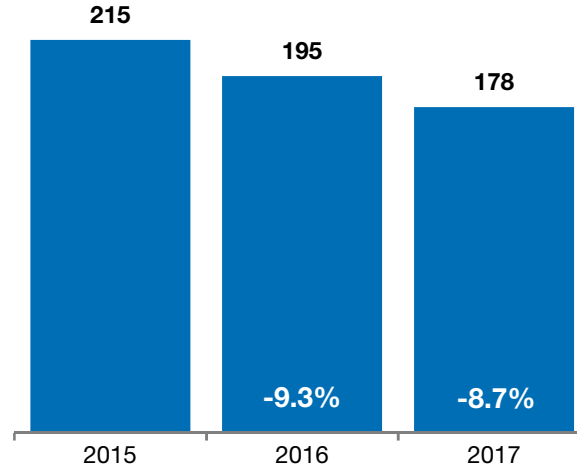


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

February

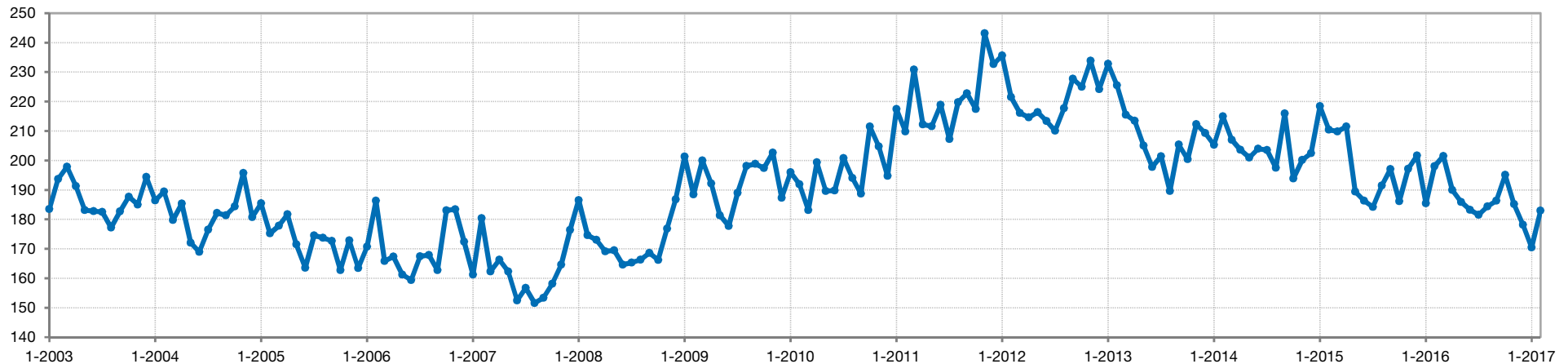


Year To Date



Month	Prior Year	Current Year	+ / -
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	170	-8.1%
February	198	183	-7.6%
12-Month Avg	195	185	-5.1%

Historical Housing Affordability Index

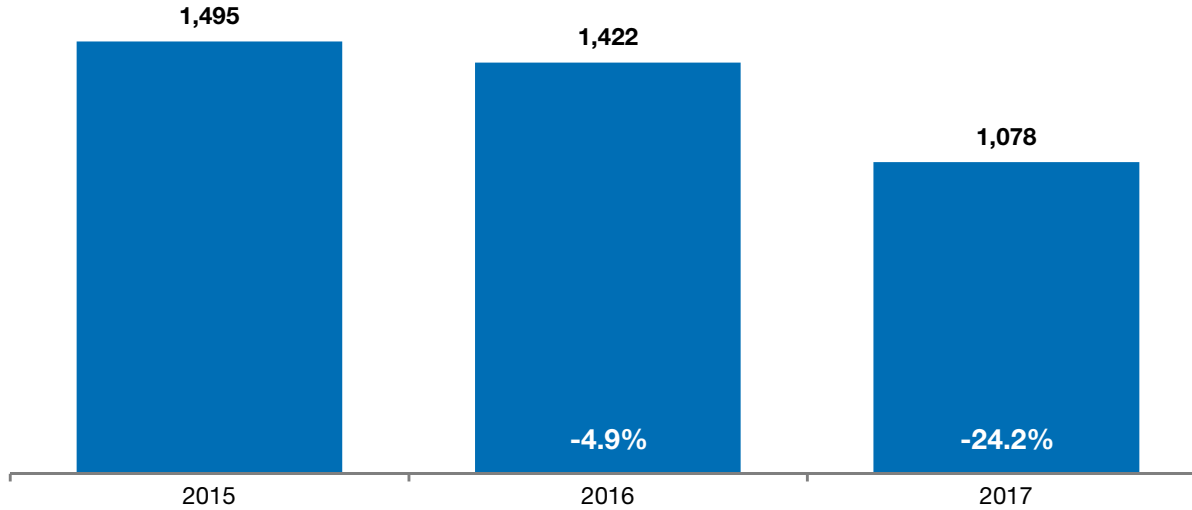


Inventory of Homes for Sale

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

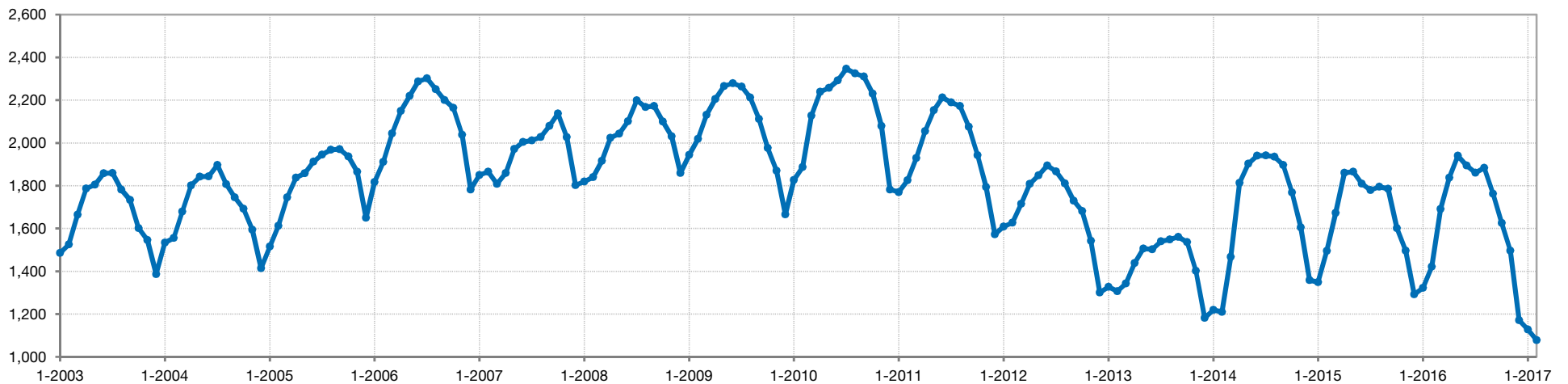


February



Month	Prior Year	Current Year	+ / -
March	1,673	1,691	+1.1%
April	1,861	1,838	-1.2%
May	1,866	1,941	+4.0%
June	1,810	1,895	+4.7%
July	1,779	1,861	+4.6%
August	1,795	1,884	+5.0%
September	1,786	1,763	-1.3%
October	1,602	1,626	+1.5%
November	1,496	1,497	+0.1%
December	1,292	1,171	-9.4%
January	1,322	1,127	-14.8%
February	1,422	1,078	-24.2%
12-Month Avg	1,642	1,614	-2.5%

Historical Inventory of Homes for Sale

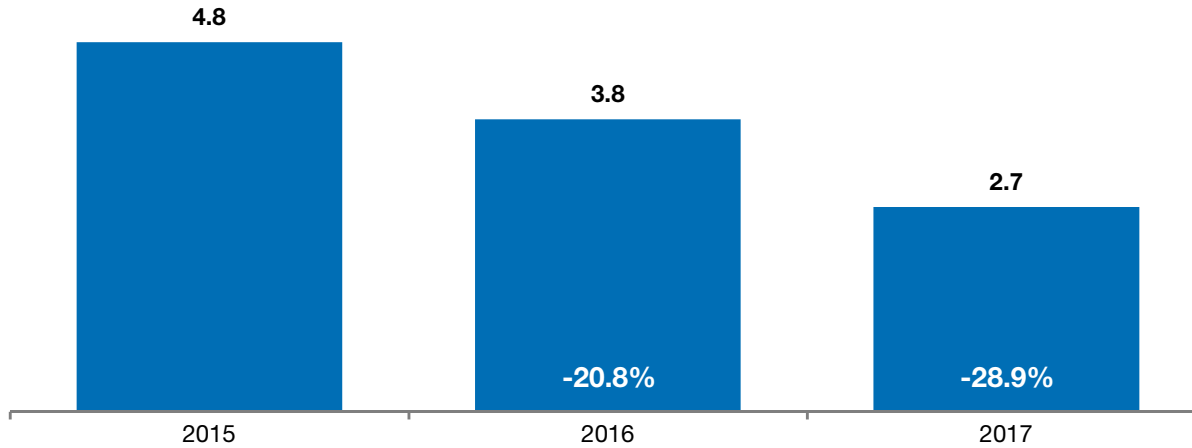


Months Supply of Homes for Sale

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.

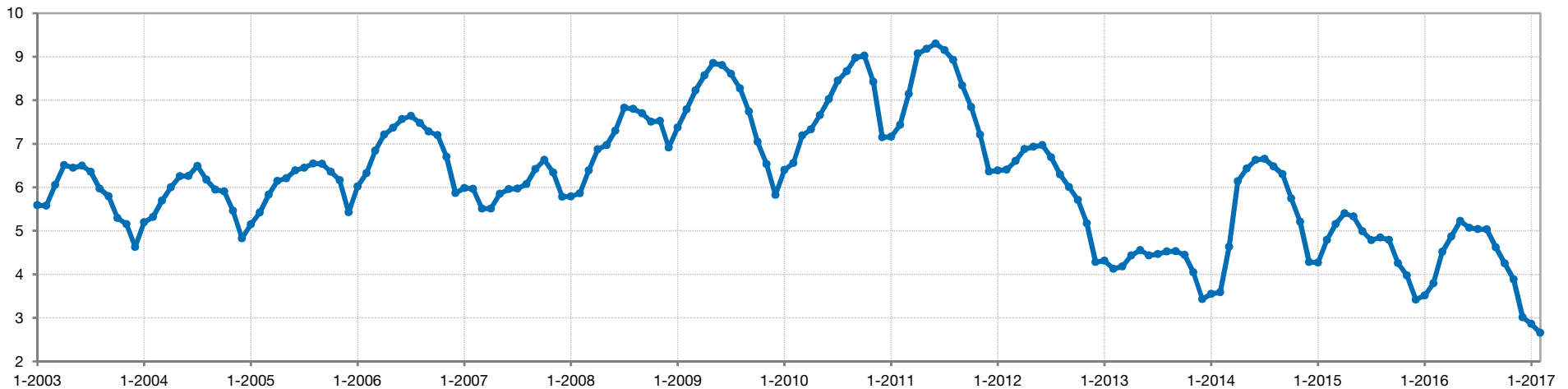


February



Month	Prior Year	Current Year	+ / -
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	4.3	0.0%
November	4.0	3.9	-2.5%
December	3.4	3.0	-11.8%
January	3.5	2.9	-17.1%
February	3.8	2.7	-28.9%
12-Month Avg	4.5	4.3	-4.4%

Historical Months Supply of Homes for Sale

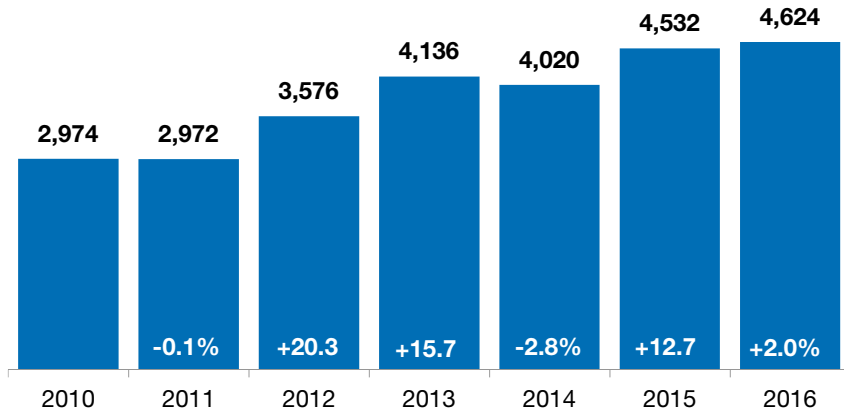


Annual Review

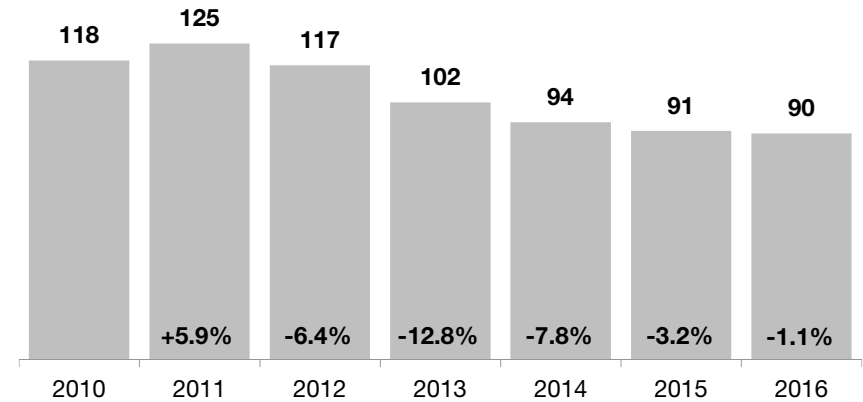
Historical look at key market metrics for the overall region.



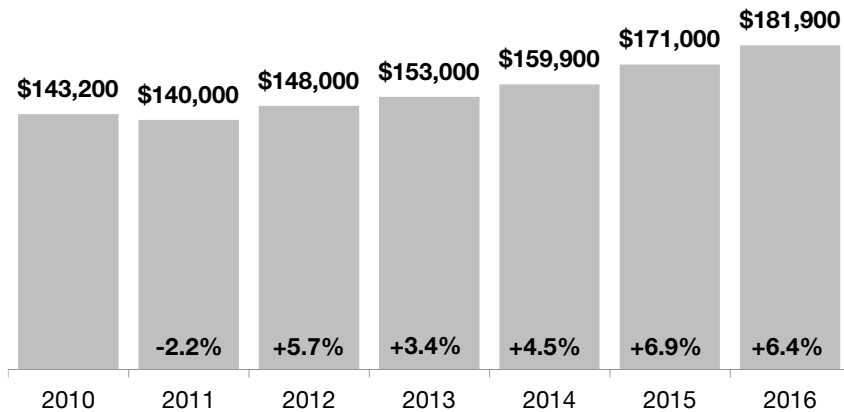
Closed Sales



Days On Market



Median Sales Price



Percent of Original List Price Received

