

Monthly Indicators



December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings in the Sioux Falls region increased 18.3 percent to 252. Pending Sales were up 16.0 percent to 406. Inventory levels fell 11.3 percent to 1,110 units.

Prices continued to gain traction. The Median Sales Price increased 5.6 percent to \$190,000. Days on Market was down 14.7 percent to 81 days. Sellers were encouraged as Months Supply of Homes for Sale was down 15.6 percent to 2.7 months.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

Quick Facts

- 4.3%

Change in
Closed Sales

+ 5.6%

Change in
Median Sales Price

- 11.3%

Change in
Inventory

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Market Overview

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



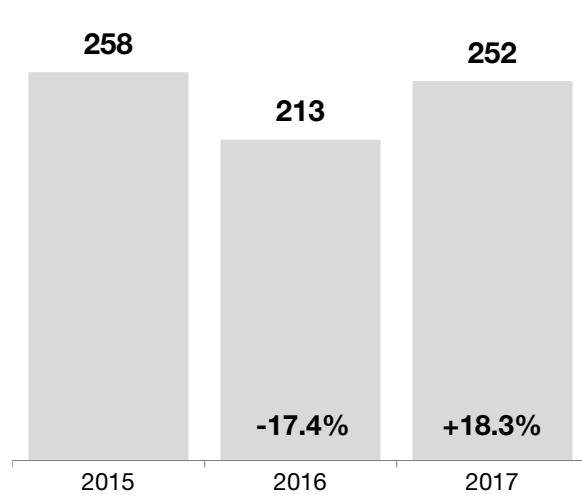
Key Metrics	Historical Sparklines	12-2016	12-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		213	252	+ 18.3%	6,324	6,533	+ 3.3%
Pending Sales		350	406	+ 16.0%	4,631	4,888	+ 5.5%
Closed Sales		350	335	- 4.3%	4,630	4,767	+ 3.0%
Days on Market Until Sale		95	81	- 14.7%	90	83	- 7.8%
Median Sales Price		\$179,900	\$190,000	+ 5.6%	\$181,900	\$190,000	+ 4.5%
Average Sales Price		\$198,879	\$226,445	+ 13.9%	\$209,080	\$217,994	+ 4.3%
Percent of Original List Price Received		98.1%	97.9%	- 0.2%	98.5%	98.8%	+ 0.3%
Housing Affordability Index		178	175	- 1.7%	176	175	- 0.6%
Inventory of Homes for Sale		1,252	1,110	- 11.3%	--	--	--
Months Supply of Homes for Sale		3.2	2.7	- 15.6%	--	--	--

New Listings

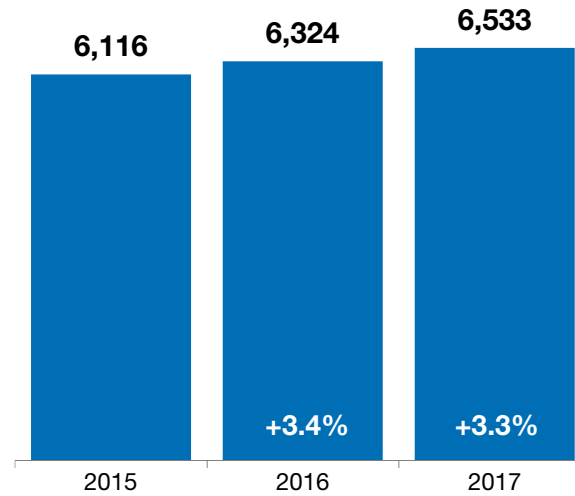
A count of the properties that have been newly listed on the market in a given month.



December

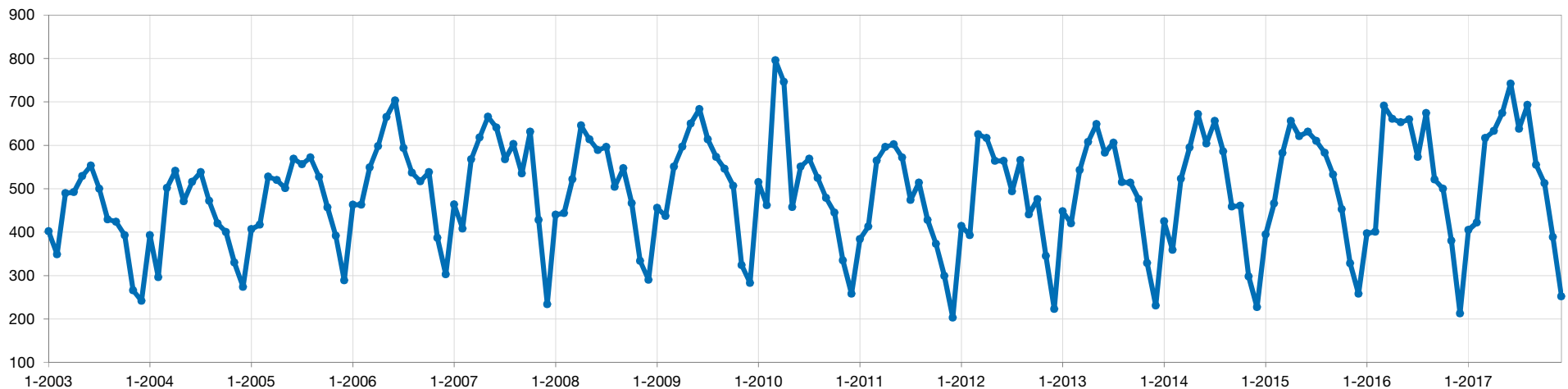


Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	397	405	+2.0%
February 2017	401	422	+5.2%
March 2017	691	617	-10.7%
April 2017	661	633	-4.2%
May 2017	653	674	+3.2%
June 2017	660	742	+12.4%
July 2017	573	638	+11.3%
August 2017	674	693	+2.8%
September 2017	521	555	+6.5%
October 2017	500	513	+2.6%
November 2017	380	389	+2.4%
December 2017	213	252	+18.3%
12-Month Avg	527	544	+3.3%

Historical New Listing Activity

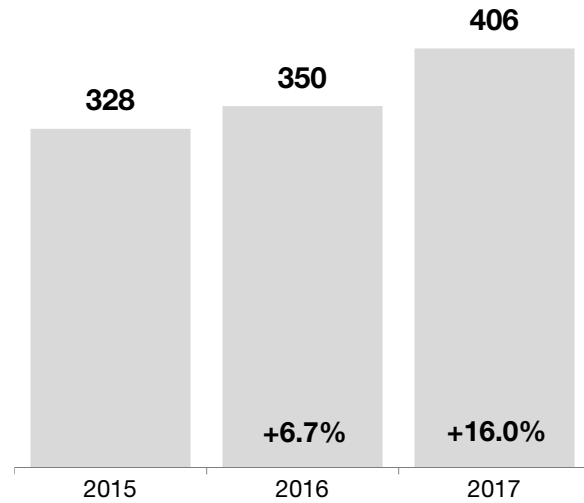


Pending Sales

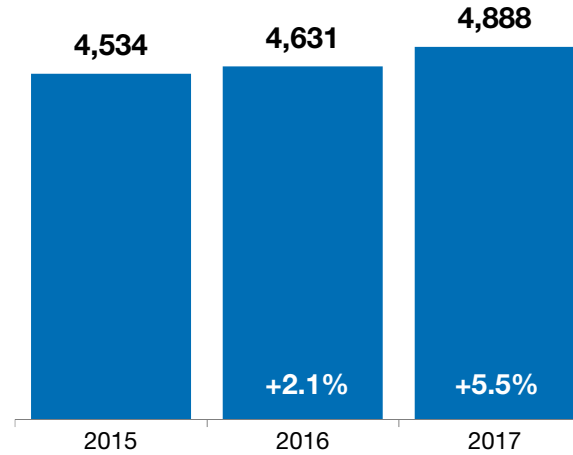
A count of the properties on which contracts have been accepted in a given month.



December



Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	199	211	+6.0%
February 2017	205	211	+2.9%
March 2017	298	378	+26.8%
April 2017	406	403	-0.7%
May 2017	440	492	+11.8%
June 2017	582	565	-2.9%
July 2017	467	452	-3.2%
August 2017	481	527	+9.6%
September 2017	455	454	-0.2%
October 2017	442	406	-8.1%
November 2017	306	383	+25.2%
December 2017	350	406	+16.0%
12-Month Avg	386	407	+5.5%

Historical Pending Sales Activity

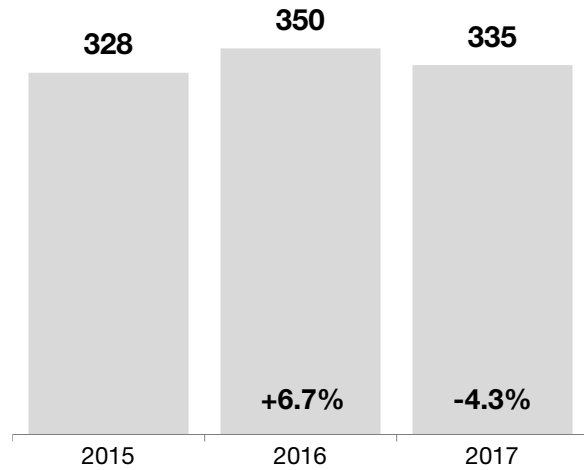


Closed Sales

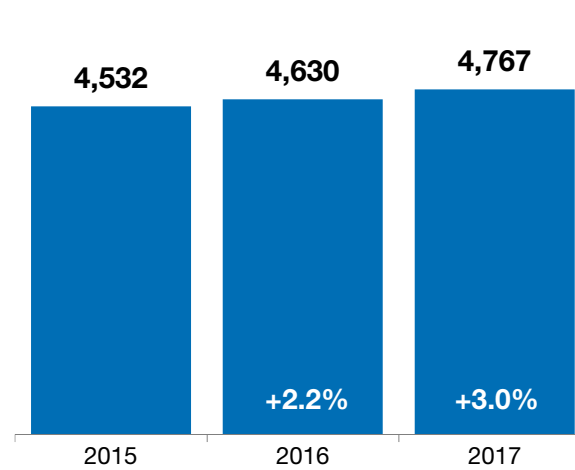
A count of the actual sales that have closed in a given month.



December



Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	199	211	+6.0%
February 2017	205	211	+2.9%
March 2017	297	378	+27.3%
April 2017	406	403	-0.7%
May 2017	440	492	+11.8%
June 2017	582	564	-3.1%
July 2017	467	447	-4.3%
August 2017	481	522	+8.5%
September 2017	455	452	-0.7%
October 2017	442	396	-10.4%
November 2017	306	356	+16.3%
December 2017	350	335	-4.3%
12-Month Avg	386	397	+4.1%

Historical Closed Sales Activity

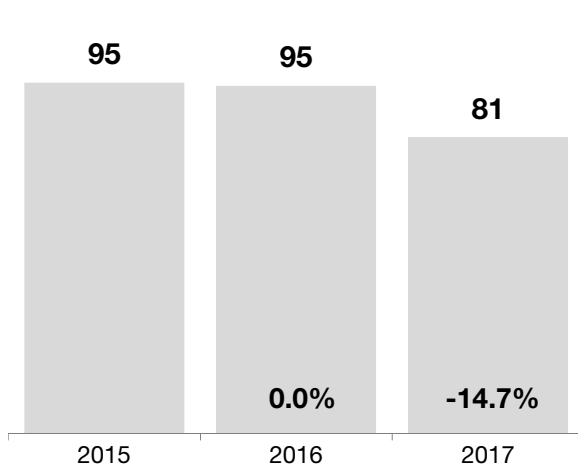


Days on Market Until Sale

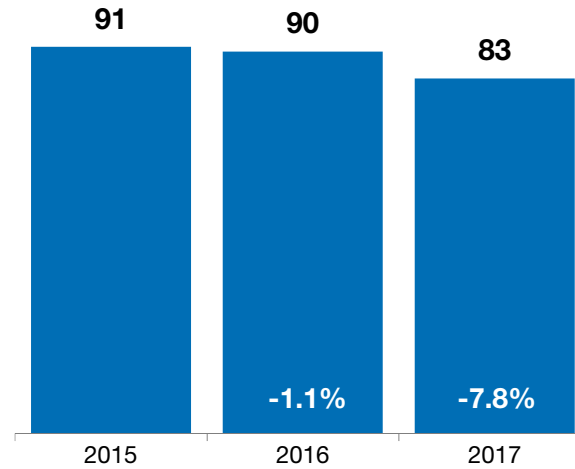
Average number of days between when a property is first listed and when a property is closed in a given month.



December

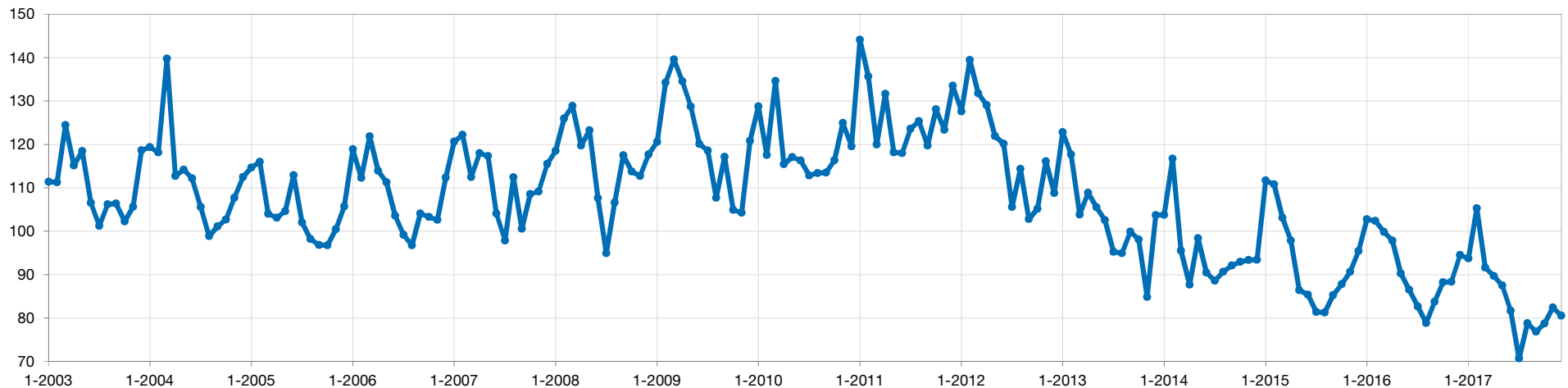


Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	103	94	-8.7%
February 2017	102	105	+2.9%
March 2017	100	92	-8.0%
April 2017	98	90	-8.2%
May 2017	90	88	-2.2%
June 2017	87	82	-5.7%
July 2017	83	71	-14.5%
August 2017	79	79	0.0%
September 2017	84	77	-8.3%
October 2017	88	79	-10.2%
November 2017	88	82	-6.8%
December 2017	95	81	-14.7%
12-Month Avg	90	83	-7.8%

Historical Days on Market Until Sale

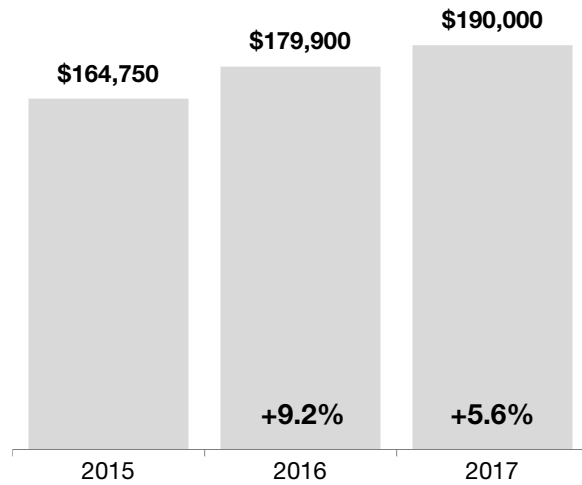


Median Sales Price

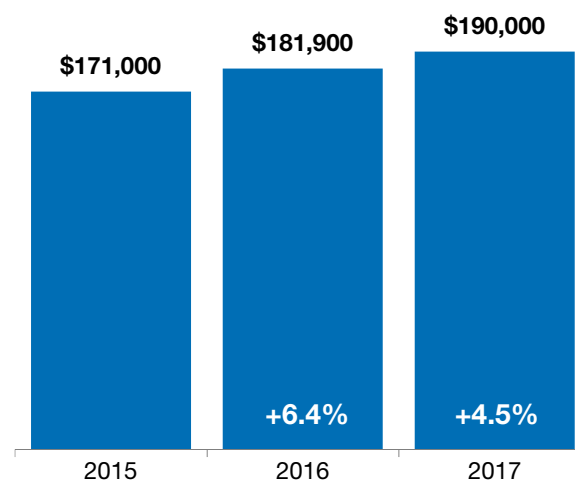
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	\$178,000	\$184,900	+3.9%
February 2017	\$172,250	\$175,000	+1.6%
March 2017	\$168,000	\$184,900	+10.1%
April 2017	\$178,850	\$190,000	+6.2%
May 2017	\$182,950	\$194,450	+6.3%
June 2017	\$188,700	\$201,800	+6.9%
July 2017	\$190,000	\$190,000	0.0%
August 2017	\$187,250	\$194,900	+4.1%
September 2017	\$185,000	\$192,950	+4.3%
October 2017	\$179,850	\$189,900	+5.6%
November 2017	\$178,450	\$188,900	+5.9%
December 2017	\$179,900	\$190,000	+5.6%
12-Month Med	\$181,900	\$190,000	+4.5%

Historical Median Sales Price

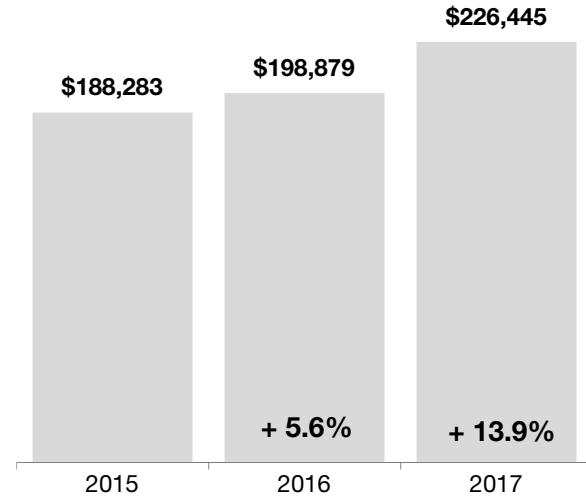


Average Sales Price

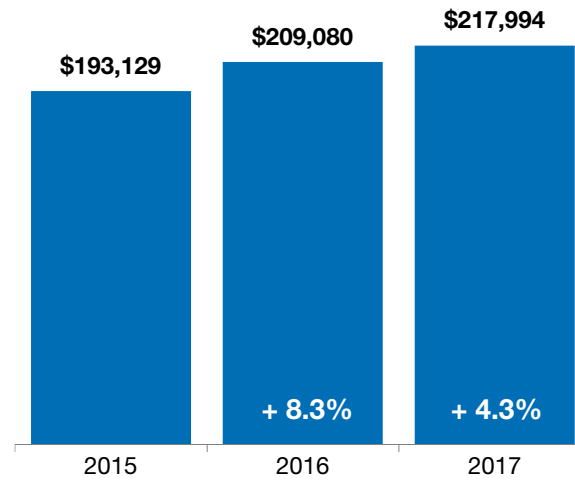
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

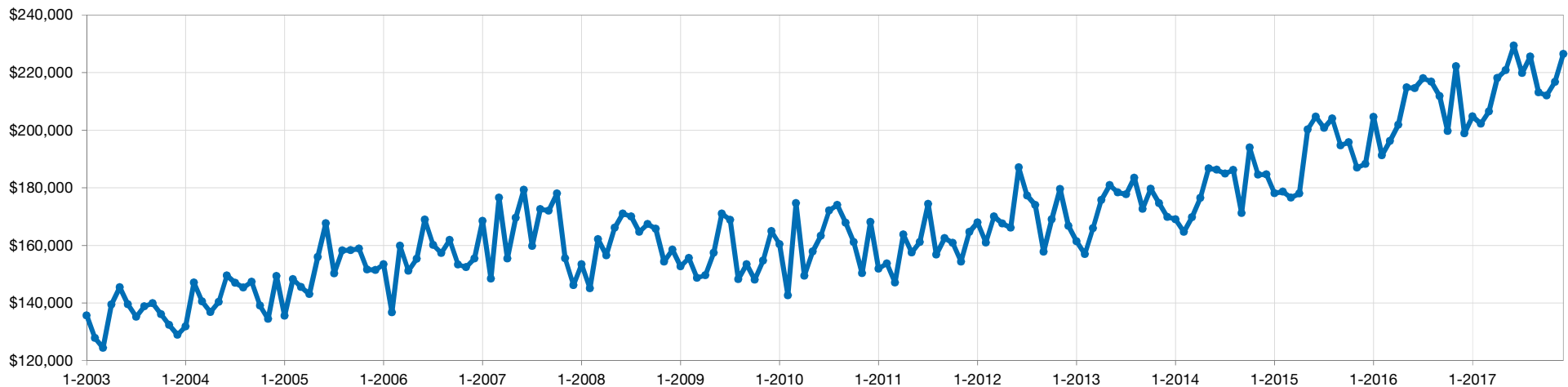


Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	\$204,601	\$204,812	+0.1%
February 2017	\$191,282	\$202,214	+5.7%
March 2017	\$196,277	\$206,523	+5.2%
April 2017	\$201,829	\$218,082	+8.1%
May 2017	\$214,863	\$220,787	+2.8%
June 2017	\$214,598	\$229,404	+6.9%
July 2017	\$218,050	\$219,869	+0.8%
August 2017	\$216,878	\$225,563	+4.0%
September 2017	\$211,870	\$213,130	+0.6%
October 2017	\$199,716	\$212,013	+6.2%
November 2017	\$222,217	\$216,729	-2.5%
December 2017	\$198,879	\$226,445	+13.9%
12-Month Avg	\$209,080	\$217,994	+4.3%

Historical Average Sales Price



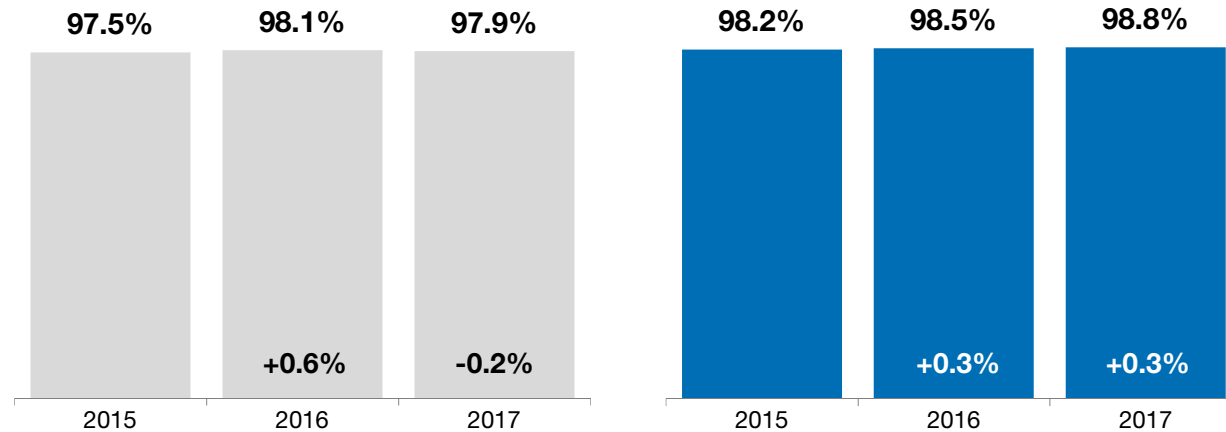
Percent of Original List Price Received

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.



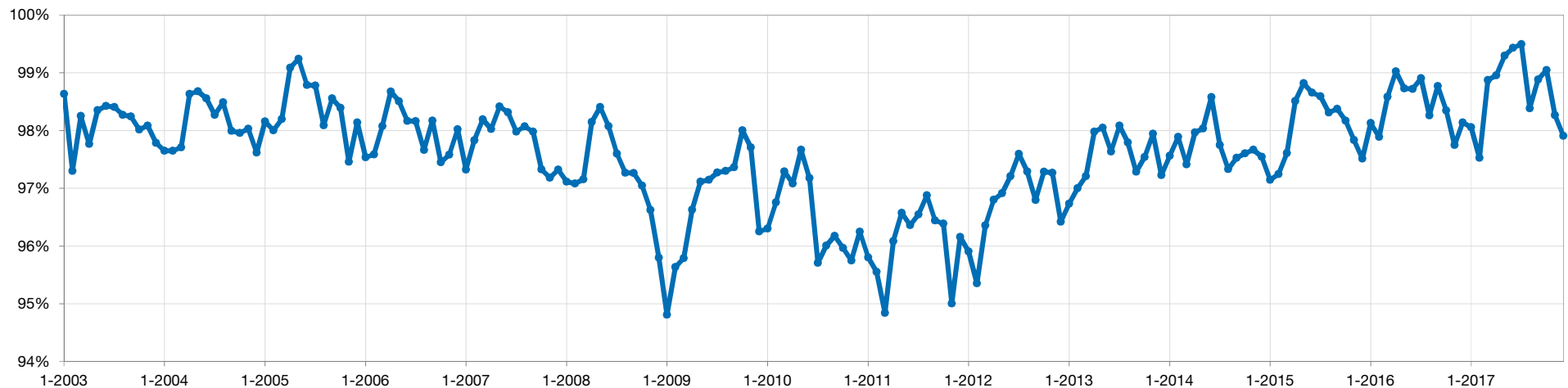
December

Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	98.1%	98.1%	0.0%
February 2017	97.9%	97.5%	-0.4%
March 2017	98.6%	98.9%	+0.3%
April 2017	99.0%	99.0%	0.0%
May 2017	98.7%	99.3%	+0.6%
June 2017	98.7%	99.4%	+0.7%
July 2017	98.9%	99.5%	+0.6%
August 2017	98.3%	98.4%	+0.1%
September 2017	98.8%	98.9%	+0.1%
October 2017	98.3%	99.0%	+0.7%
November 2017	97.7%	98.3%	+0.6%
December 2017	98.1%	97.9%	-0.2%
12-Month Avg	98.5%	98.8%	+0.3%

Historical Percent of Original List Price Received



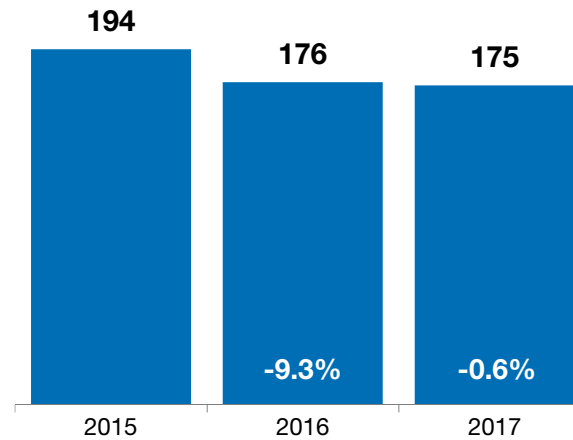
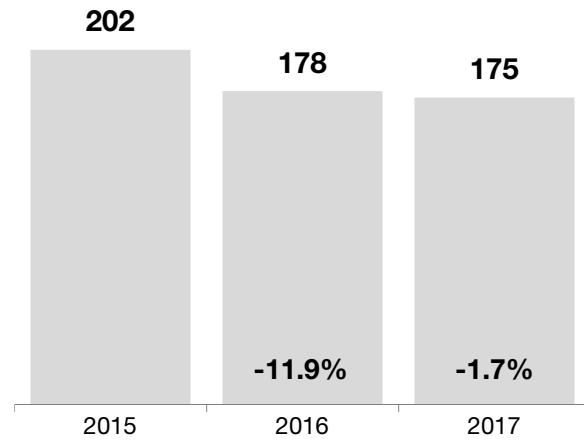
Housing Affordability Index

This index measures housing affordability for the region. For example, 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.**



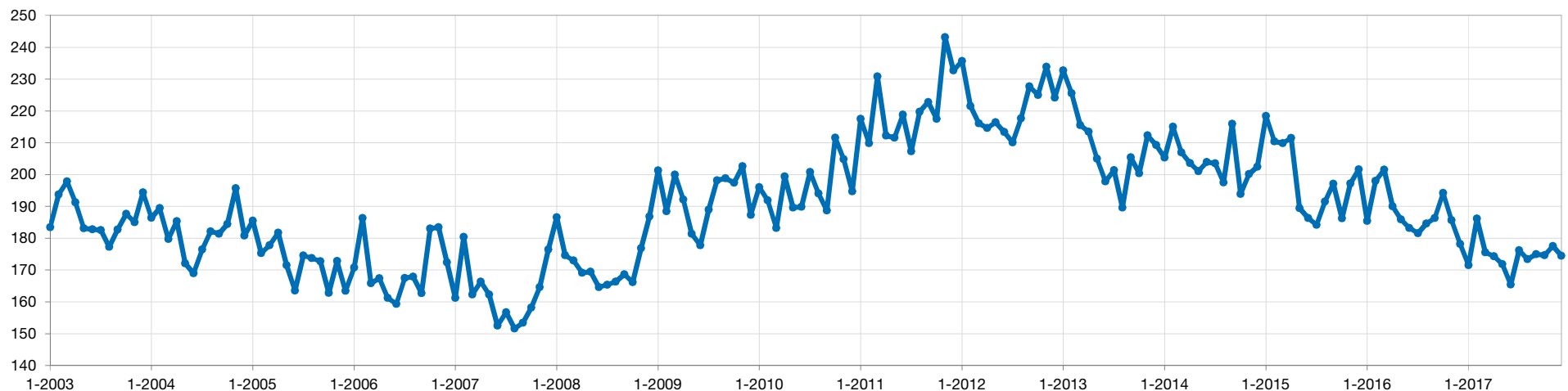
December

Year to Date



Month	Prior Year	Current Year	+ / -
January 2017	185	171	-7.6%
February 2017	198	186	-6.1%
March 2017	202	176	-12.9%
April 2017	190	174	-8.4%
May 2017	186	172	-7.5%
June 2017	183	165	-9.8%
July 2017	182	176	-3.3%
August 2017	185	173	-6.5%
September 2017	186	175	-5.9%
October 2017	194	175	-9.8%
November 2017	186	178	-4.3%
December 2017	178	175	-1.7%
12-Month Avg	188	175	-6.9%

Historical Housing Affordability Index

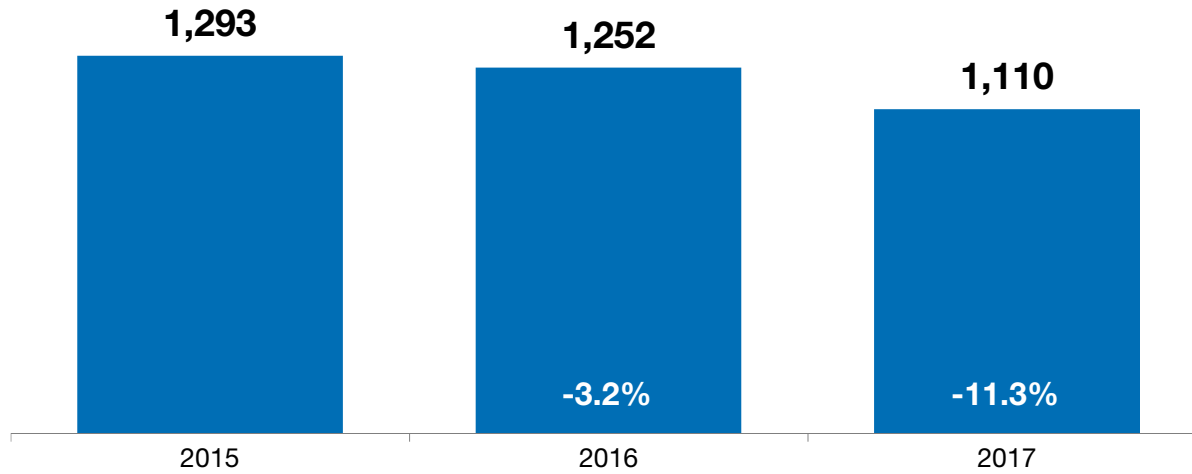


Inventory of Homes for Sale

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

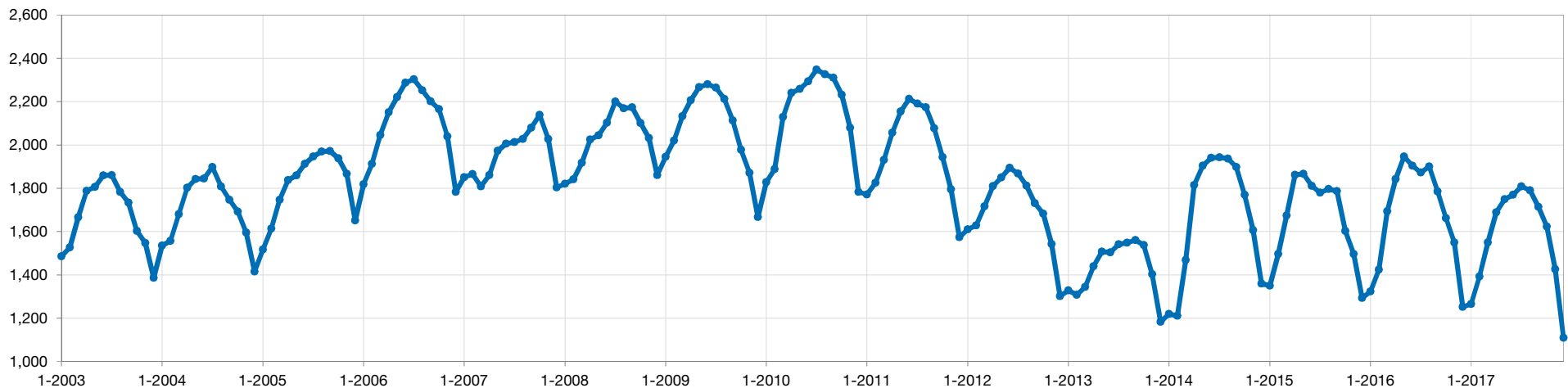


December



Month	Prior Year	Current Year	+ / -
January 2017	1,324	1,266	-4.4%
February 2017	1,424	1,393	-2.2%
March 2017	1,694	1,550	-8.5%
April 2017	1,843	1,689	-8.4%
May 2017	1,947	1,749	-10.2%
June 2017	1,904	1,770	-7.0%
July 2017	1,873	1,809	-3.4%
August 2017	1,900	1,790	-5.8%
September 2017	1,786	1,714	-4.0%
October 2017	1,662	1,623	-2.3%
November 2017	1,550	1,426	-8.0%
December 2017	1,252	1,110	-11.3%
12-Month Avg	1,680	1,574	-6.3%

Historical Inventory of Homes for Sale

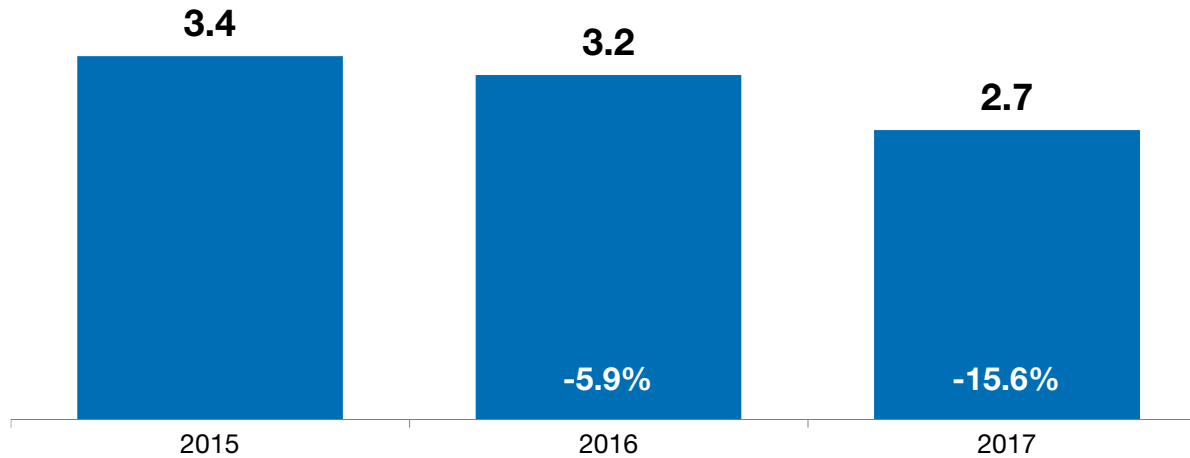


Months Supply of Homes for Sale

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.

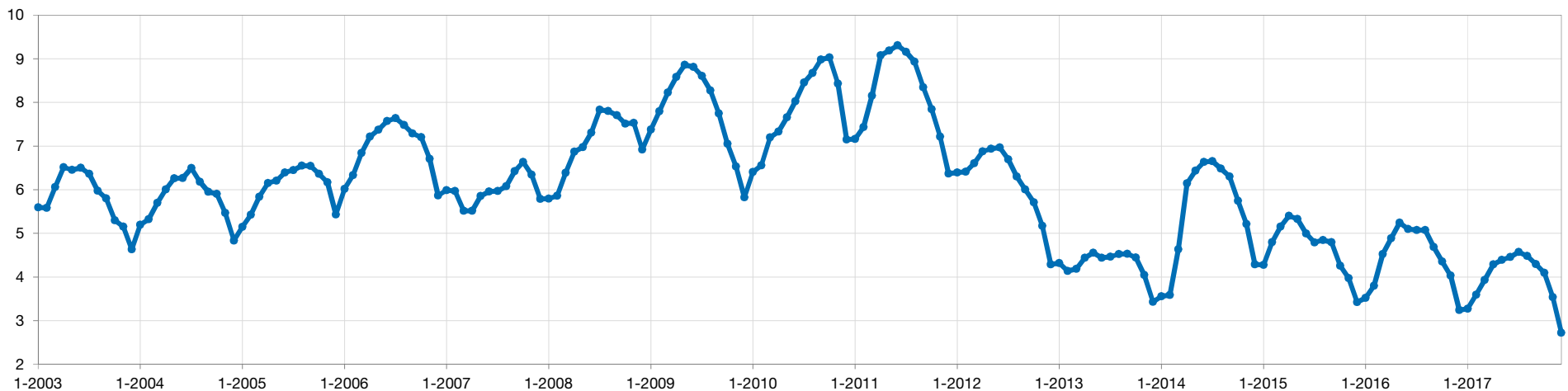


December



Month	Prior Year	Current Year	+ / -
January 2017	3.5	3.3	-5.7%
February 2017	3.8	3.6	-5.3%
March 2017	4.5	3.9	-13.3%
April 2017	4.9	4.3	-12.2%
May 2017	5.2	4.4	-15.4%
June 2017	5.1	4.5	-11.8%
July 2017	5.1	4.6	-9.8%
August 2017	5.1	4.5	-11.8%
September 2017	4.7	4.3	-8.5%
October 2017	4.4	4.1	-6.8%
November 2017	4.0	3.5	-12.5%
December 2017	3.2	2.7	-15.6%
12-Month Avg	4.5	4.0	-11.1%

Historical Months Supply of Homes for Sale

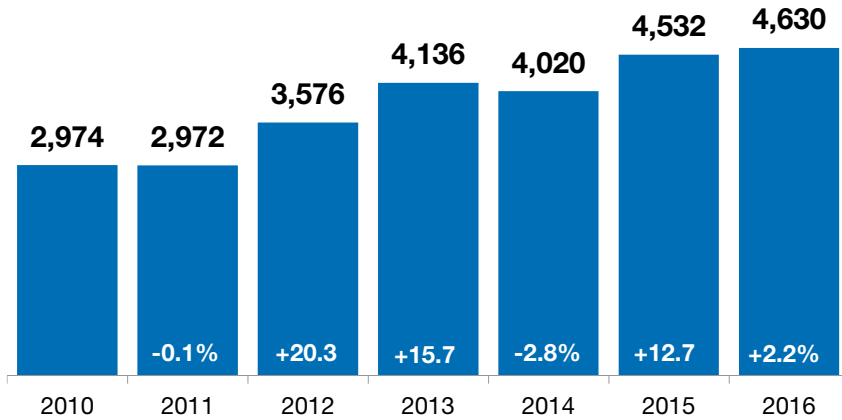


Annual Review

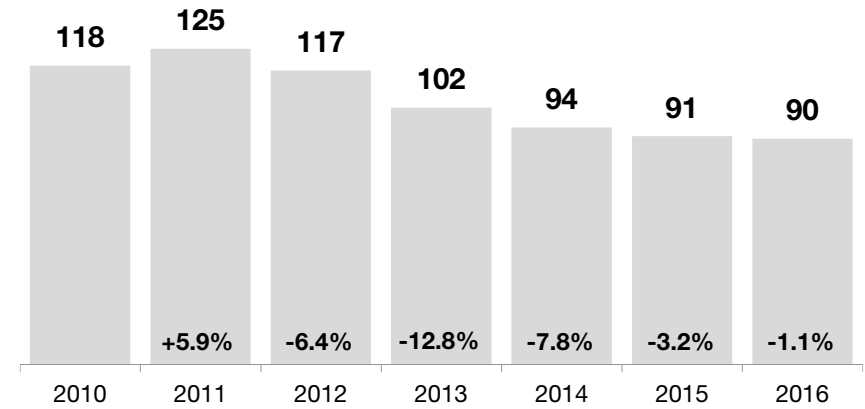
Historical look at key market metrics for the overall region.



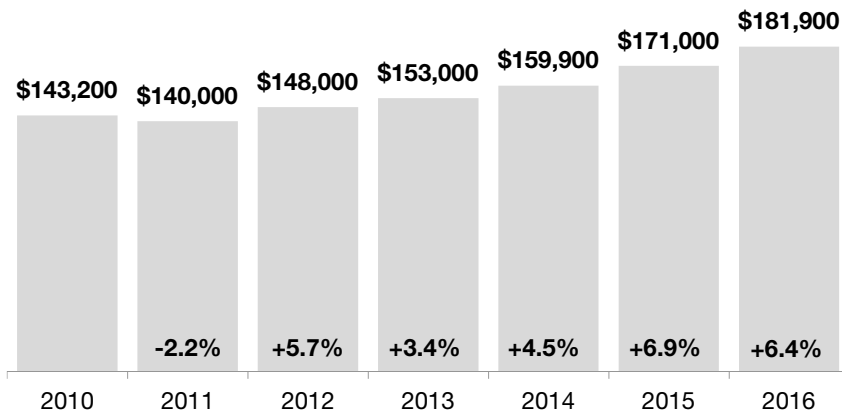
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

