

Monthly Indicators



March 2018

New residential real estate activity has been relatively slow in the first quarter of 2018, yet housing is proving its resiliency in a consistently improving economy. Some markets have had increases in signed contracts, but the vast majority of the nation continues to experience fewer closed sales and lower inventory compared to last year at this time. Despite there being fewer homes for sale, buyer demand has remained strong enough to keep prices on the rise, which should continue for the foreseeable future.

New Listings in the Sioux Falls region decreased 10.5 percent to 552. Pending Sales were up 35.2 percent to 511. Inventory levels fell 20.7 percent to 1,229 units.

Prices continued to gain traction. The Median Sales Price increased 8.4 percent to \$200,500. Days on Market was up 1.1 percent to 93 days. Sellers were encouraged as Months Supply of Homes for Sale was down 25.6 percent to 2.9 months.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

Quick Facts

- 5.3%

+ 8.4%

- 20.7%

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.



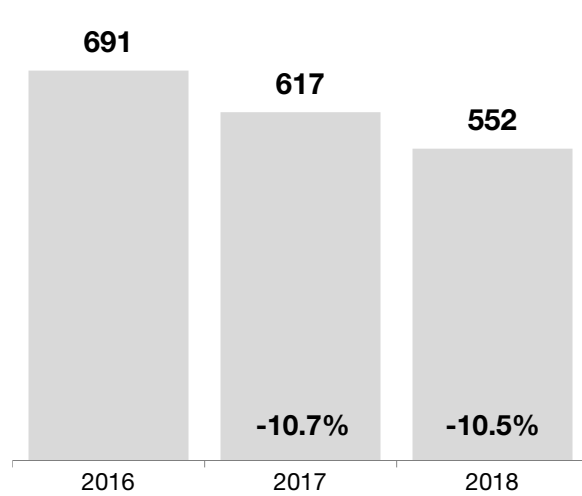
Key Metrics	Historical Sparklines	3-2017	3-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		617	552	- 10.5%	1,445	1,395	- 3.5%
Pending Sales		378	511	+ 35.2%	801	1,014	+ 26.6%
Closed Sales		378	358	- 5.3%	801	794	- 0.9%
Days on Market Until Sale		92	93	+ 1.1%	96	98	+ 2.1%
Median Sales Price		\$184,900	\$200,500	+ 8.4%	\$182,950	\$194,688	+ 6.4%
Average Sales Price		\$206,523	\$220,104	+ 6.6%	\$204,906	\$218,596	+ 6.7%
Percent of Original List Price Received		98.9%	98.6%	- 0.3%	98.3%	98.4%	+ 0.1%
Housing Affordability Index		176	159	- 9.7%	177	164	- 7.3%
Inventory of Homes for Sale		1,550	1,229	- 20.7%	--	--	--
Months Supply of Homes for Sale		3.9	2.9	- 25.6%	--	--	--

New Listings

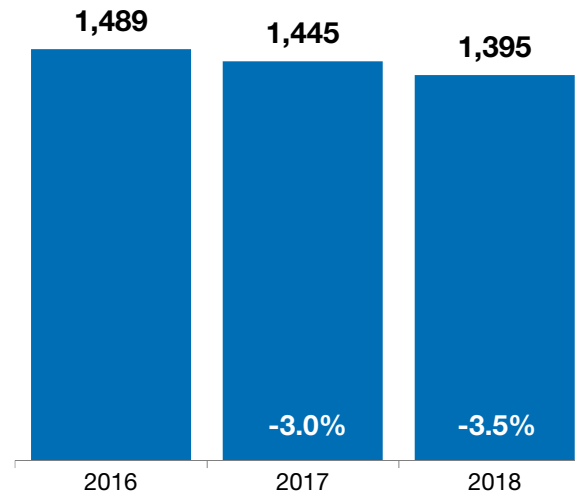
A count of the properties that have been newly listed on the market in a given month.



March

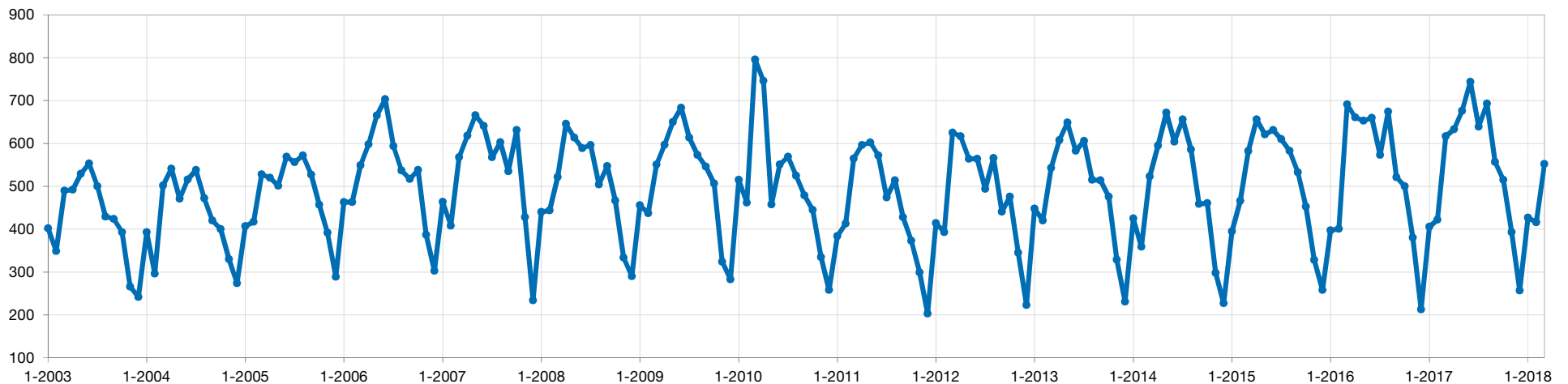


Year to Date



Month	Prior Year	Current Year	+ / -
April 2017	661	633	-4.2%
May 2017	653	676	+3.5%
June 2017	660	744	+12.7%
July 2017	573	639	+11.5%
August 2017	674	693	+2.8%
September 2017	521	557	+6.9%
October 2017	500	515	+3.0%
November 2017	380	393	+3.4%
December 2017	213	257	+20.7%
January 2018	406	427	+5.2%
February 2018	422	416	-1.4%
March 2018	617	552	-10.5%
12-Month Avg	523	542	+3.5%

Historical New Listing Activity

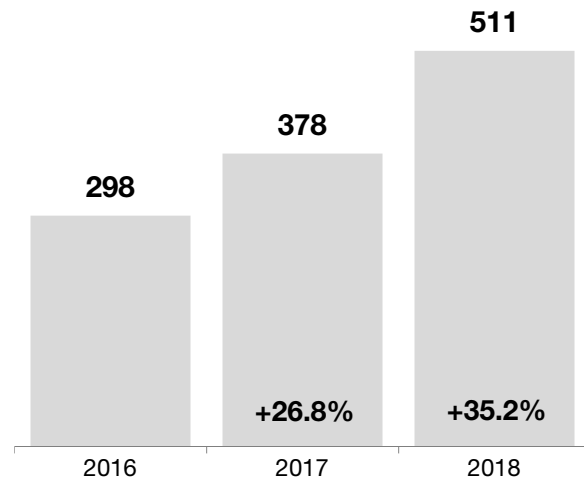


Pending Sales

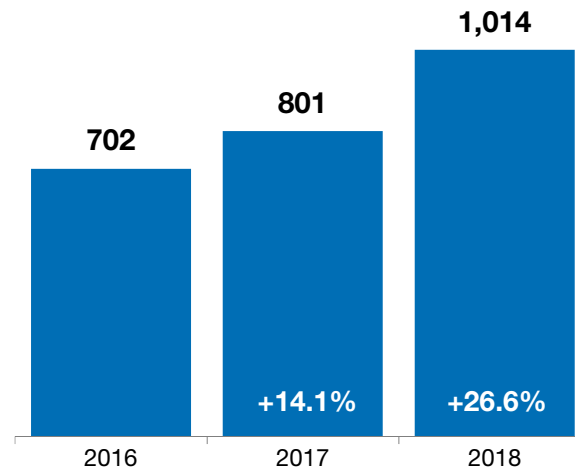
A count of the properties on which contracts have been accepted in a given month.



March

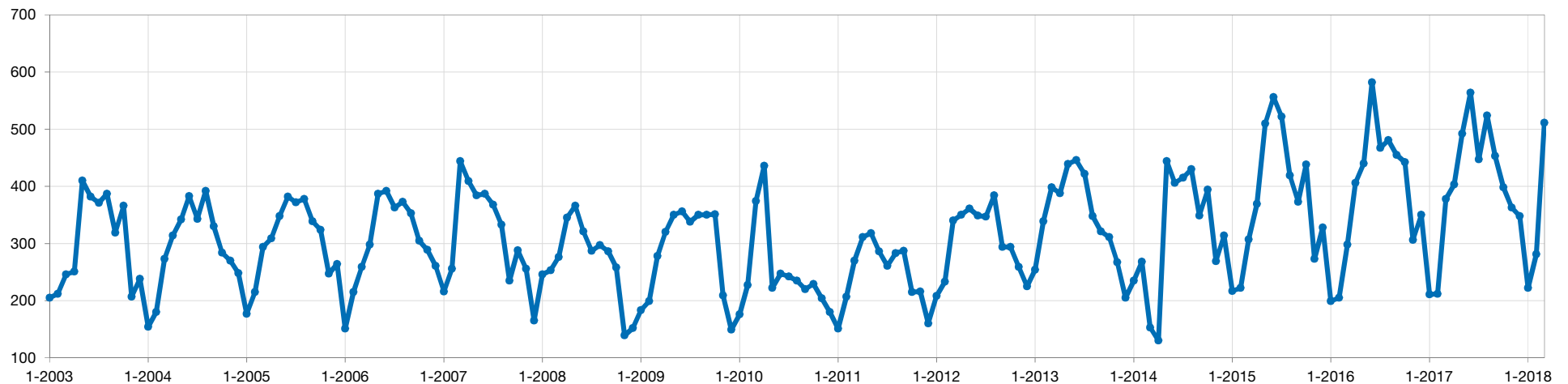


Year to Date



Month	Prior Year	Current Year	+ / -
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	524	+8.9%
September 2017	455	453	-0.4%
October 2017	442	398	-10.0%
November 2017	306	363	+18.6%
December 2017	350	348	-0.6%
January 2018	211	222	+5.2%
February 2018	212	281	+32.5%
March 2018	378	511	+35.2%
12-Month Avg	394	417	+5.8%

Historical Pending Sales Activity

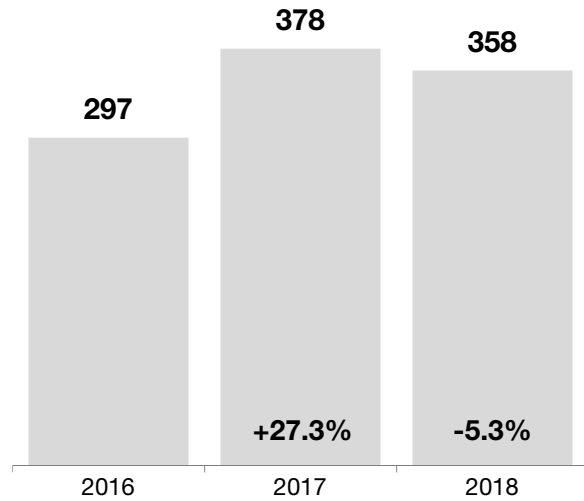


Closed Sales

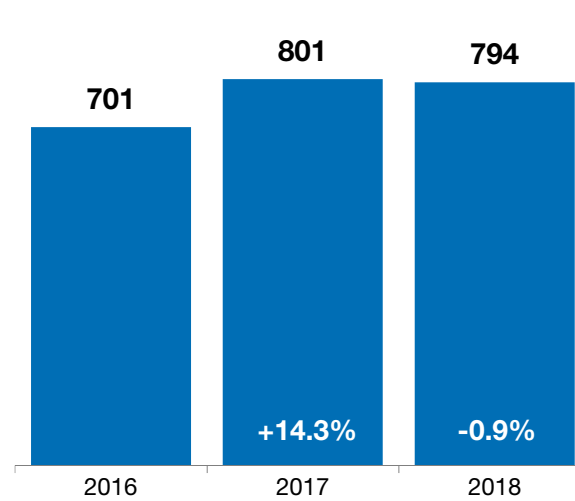
A count of the actual sales that have closed in a given month.



March

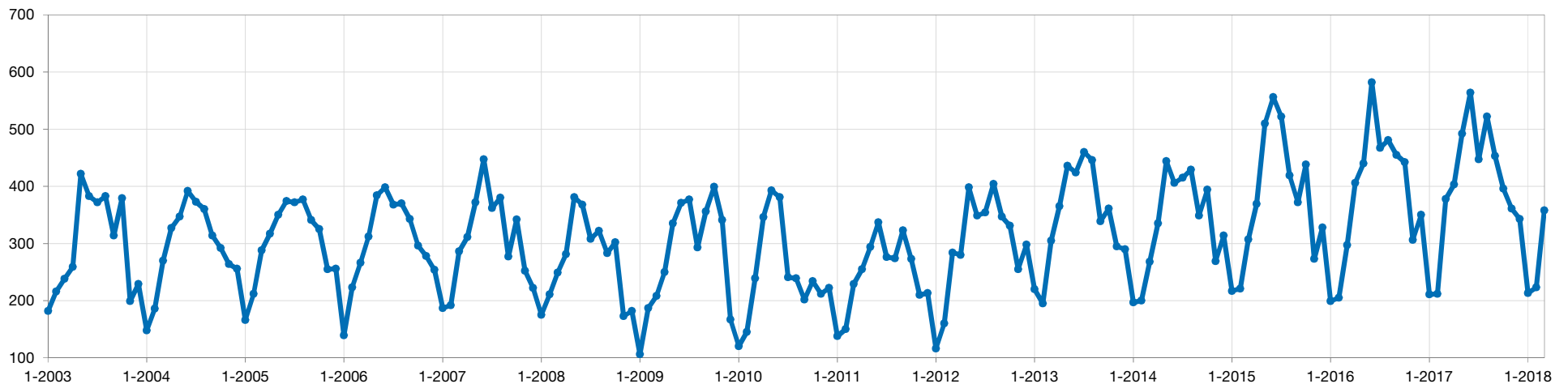


Year to Date



Month	Prior Year	Current Year	+ / -
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	453	-0.4%
October 2017	442	396	-10.4%
November 2017	306	361	+18.0%
December 2017	350	343	-2.0%
January 2018	211	213	+0.9%
February 2018	212	223	+5.2%
March 2018	378	358	-5.3%
12-Month Avg	394	398	+1.5%

Historical Closed Sales Activity

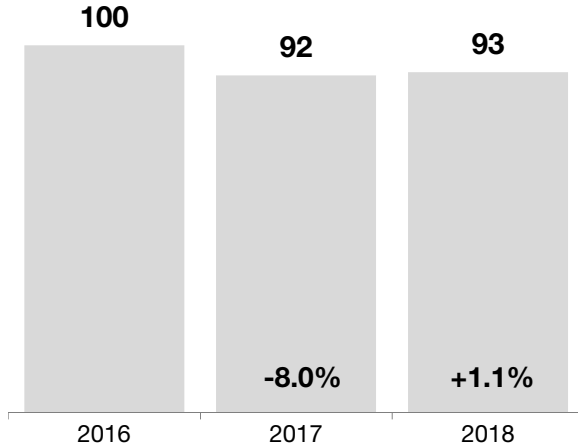


Days on Market Until Sale

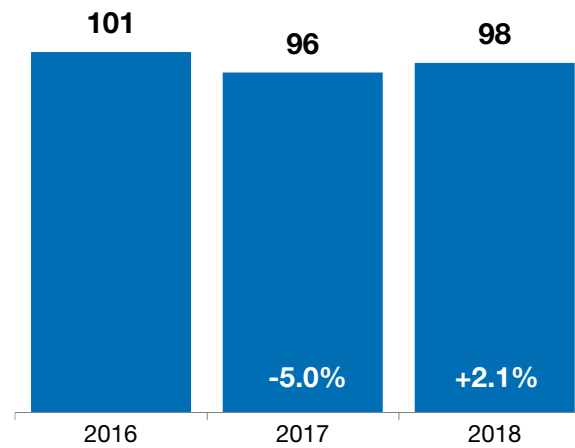
Average number of days between when a property is first listed and when a property is closed in a given month.



March

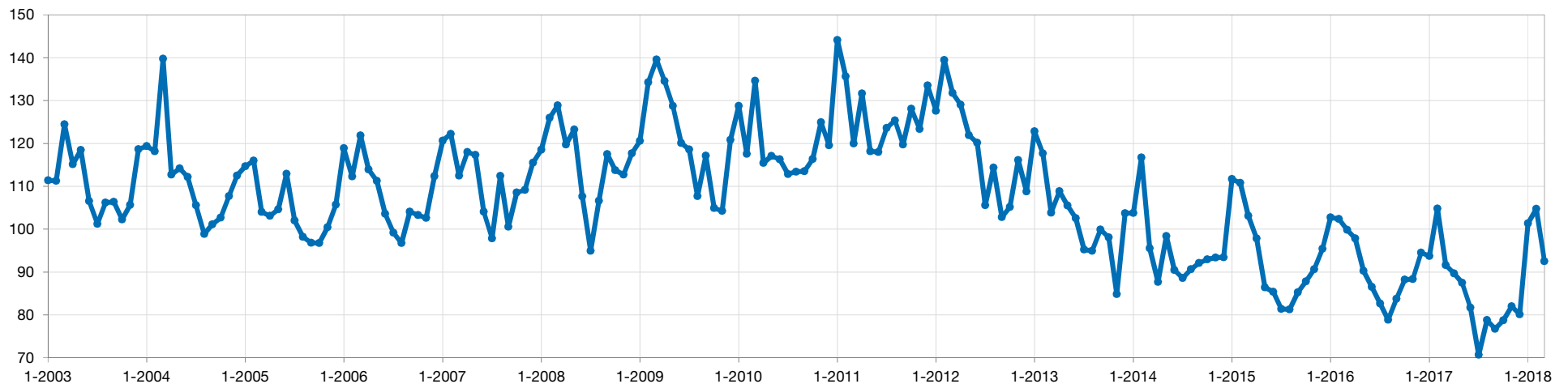


Year to Date



Month	Prior Year	Current Year	+ / -
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	80	-15.8%
January 2018	94	101	+7.4%
February 2018	105	105	0.0%
March 2018	92	93	+1.1%
12-Month Avg	89	84	-5.6%

Historical Days on Market Until Sale

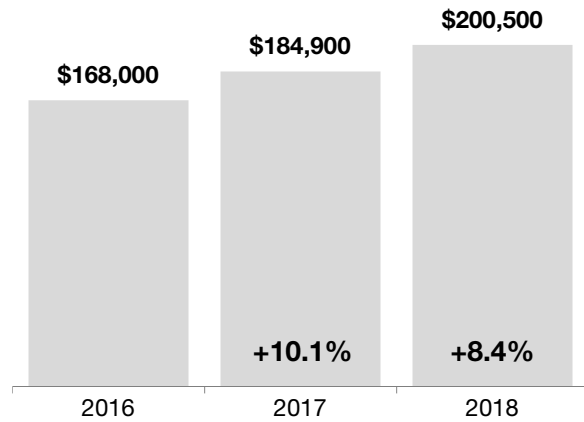


Median Sales Price

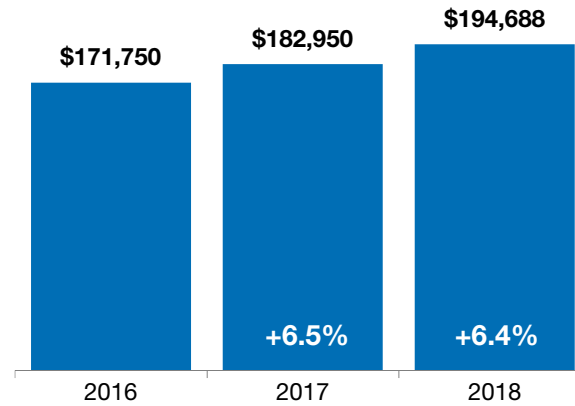
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



Month	Prior Year	Current Year	+ / -
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	\$192,900	+4.3%
October 2017	\$179,850	\$189,900	+5.6%
November 2017	\$178,450	\$188,980	+5.9%
December 2017	\$179,900	\$190,000	+5.6%
January 2018	\$184,900	\$190,000	+2.8%
February 2018	\$175,815	\$187,900	+6.9%
March 2018	\$184,900	\$200,500	+8.4%
12-Month Med	\$183,000	\$192,500	+5.2%

Historical Median Sales Price

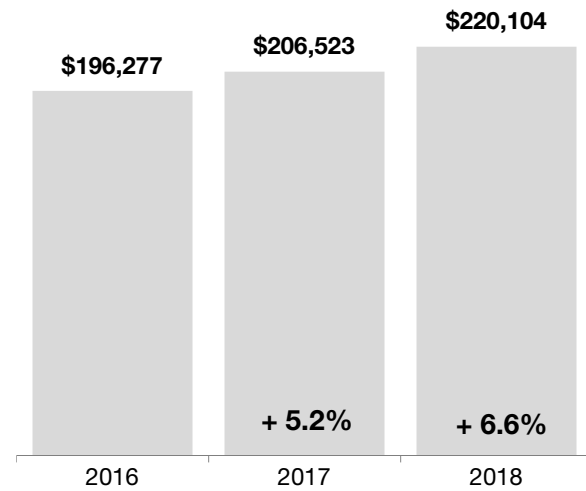


Average Sales Price

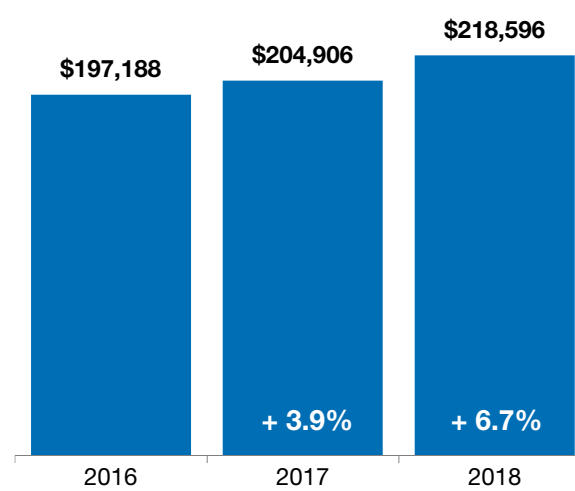
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

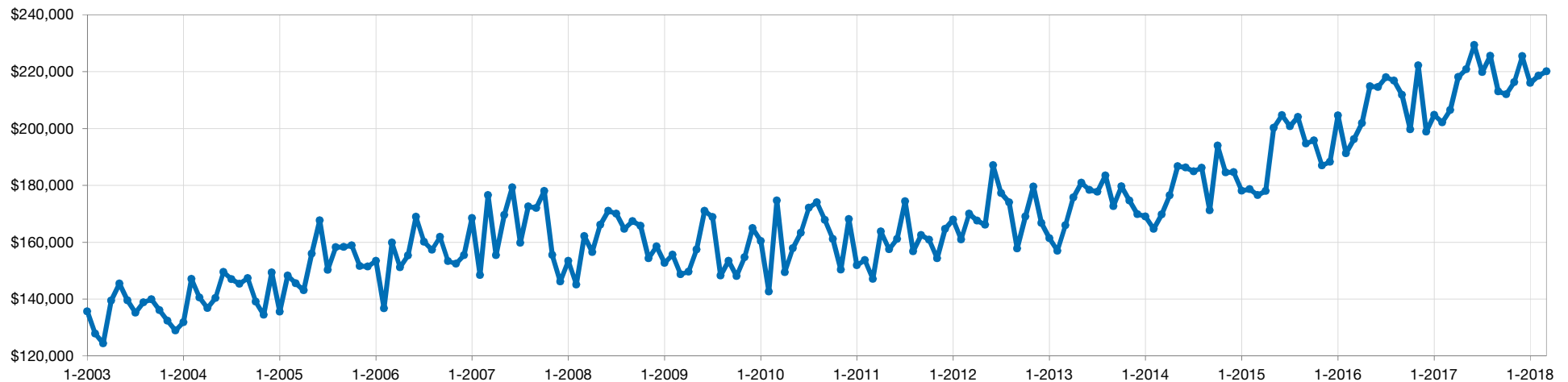


Year to Date



Month	Prior Year	Current Year	+ / -
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	\$213,002	+0.5%
October 2017	\$199,716	\$212,013	+6.2%
November 2017	\$222,217	\$216,254	-2.7%
December 2017	\$198,879	\$225,494	+13.4%
January 2018	\$204,812	\$216,060	+5.5%
February 2018	\$202,122	\$218,597	+8.2%
March 2018	\$206,523	\$220,104	+6.6%
12-Month Avg	\$210,134	\$220,176	+4.8%

Historical Average Sales Price



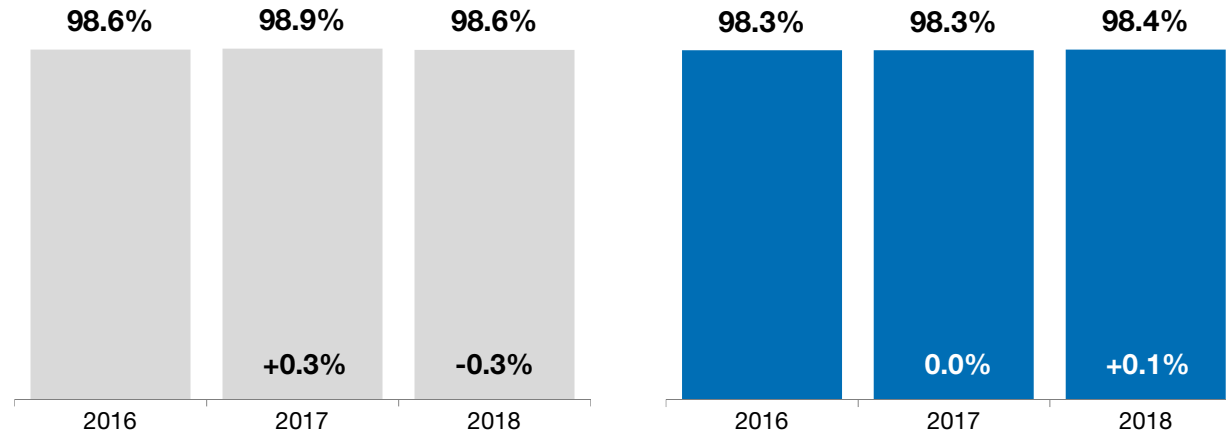
Percent of Original List Price Received

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.



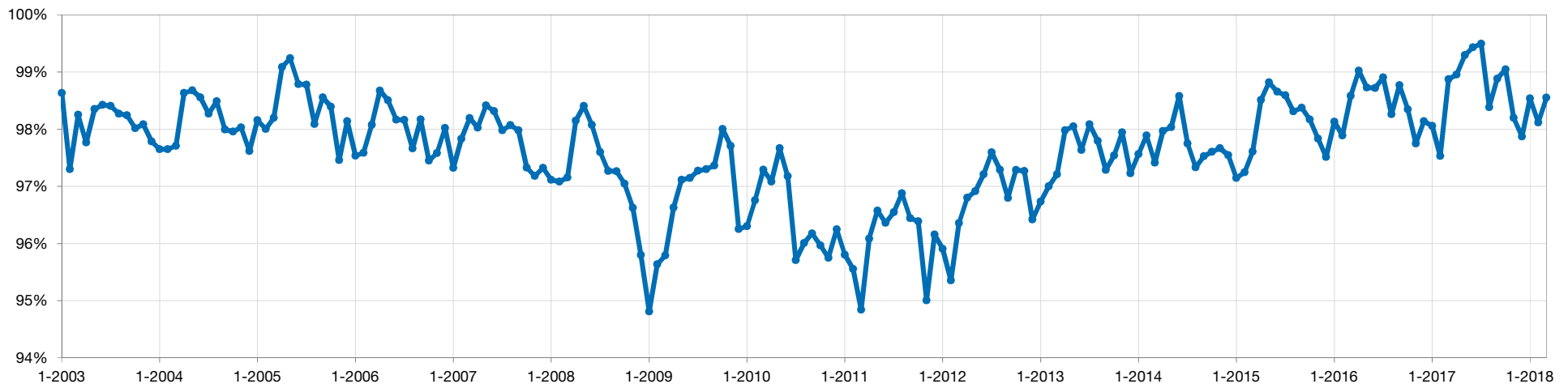
March

Year to Date



Month	Prior Year	Current Year	+ / -
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%	98.2%	+0.5%
December 2017	98.1%	97.9%	-0.2%
January 2018	98.1%	98.5%	+0.4%
February 2018	97.5%	98.1%	+0.6%
March 2018	98.9%	98.6%	-0.3%
12-Month Avg	98.5%	98.8%	+0.3%

Historical Percent of Original List Price Received



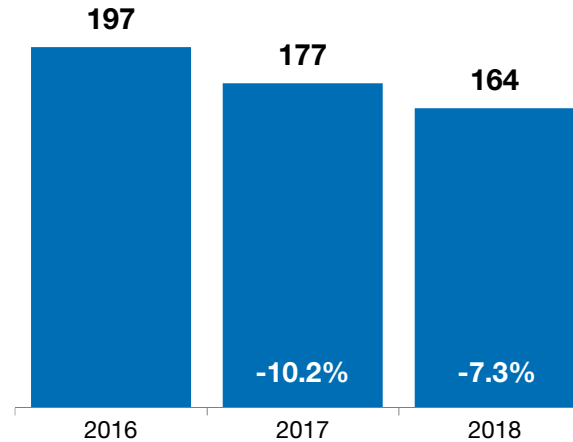
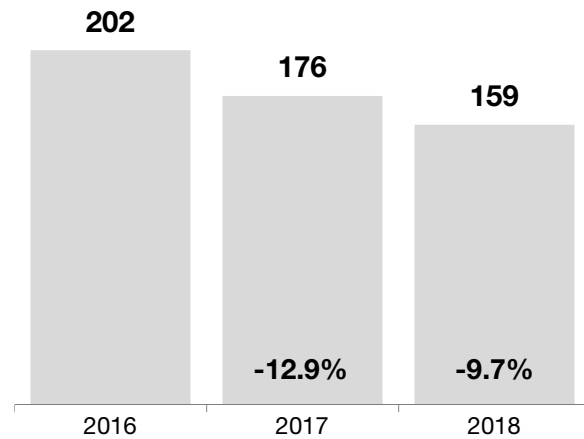
Housing Affordability Index

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.**



March

Year to Date



Month	Prior Year	Current Year	+ / -
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	177	-4.8%
December 2017	178	175	-1.7%
January 2018	171	169	-1.2%
February 2018	185	170	-8.1%
March 2018	176	159	-9.7%
12-Month Avg	183	172	-6.0%

Historical Housing Affordability Index

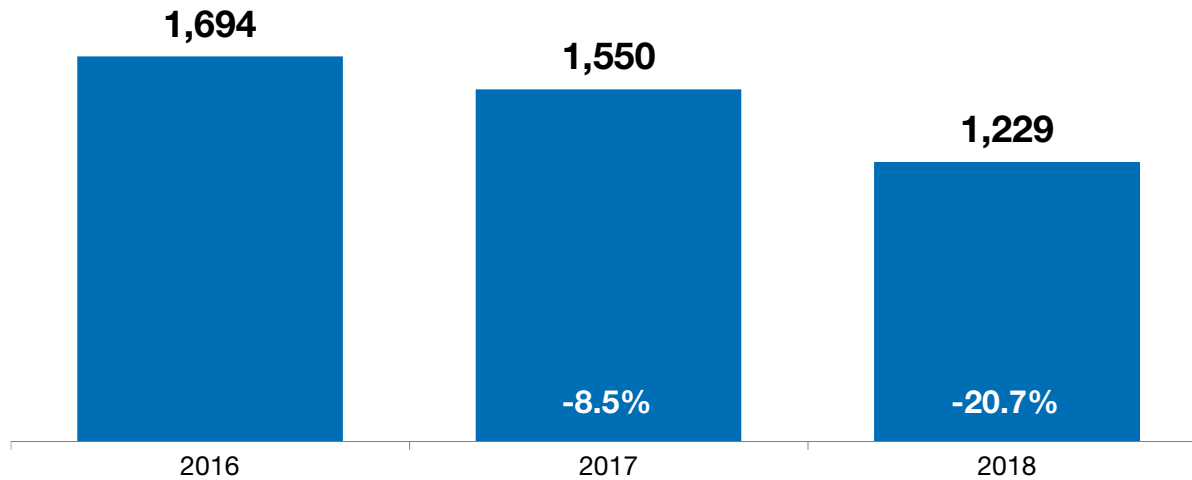


Inventory of Homes for Sale

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

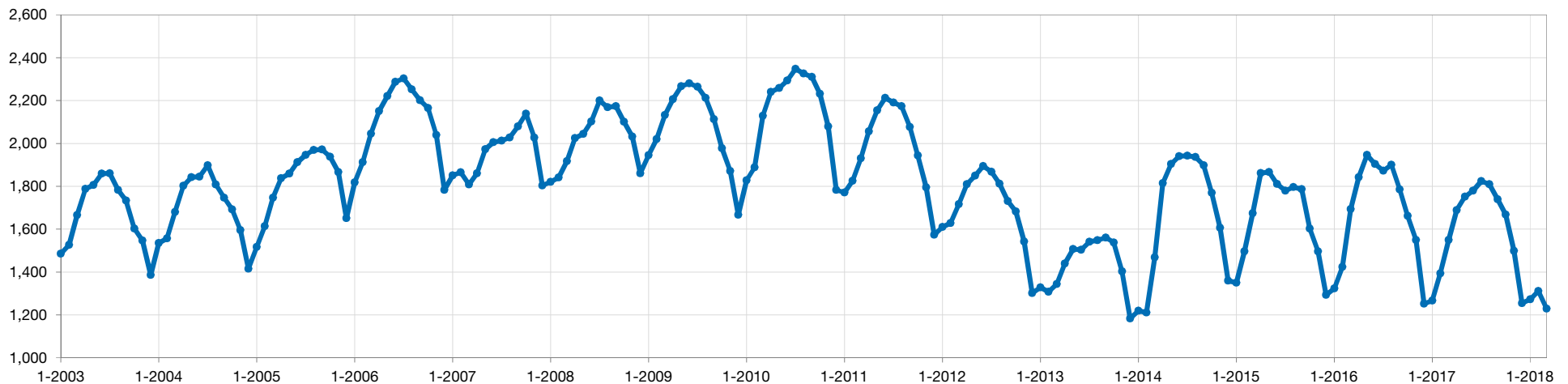


March



Month	Prior Year	Current Year	+ / -
April 2017	1,843	1,689	-8.4%
May 2017	1,947	1,752	-10.0%
June 2017	1,904	1,779	-6.6%
July 2017	1,873	1,824	-2.6%
August 2017	1,900	1,810	-4.7%
September 2017	1,786	1,740	-2.6%
October 2017	1,662	1,668	+0.4%
November 2017	1,550	1,499	-3.3%
December 2017	1,252	1,254	+0.2%
January 2018	1,267	1,273	+0.5%
February 2018	1,394	1,312	-5.9%
March 2018	1,550	1,229	-20.7%
12-Month Avg	1,661	1,569	-5.3%

Historical Inventory of Homes for Sale

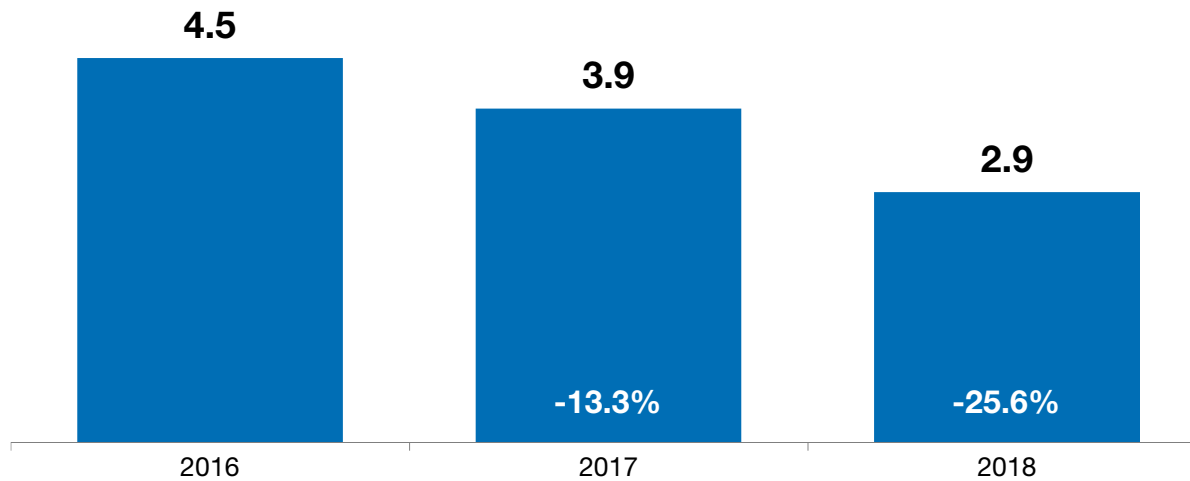


Months Supply of Homes for Sale

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.

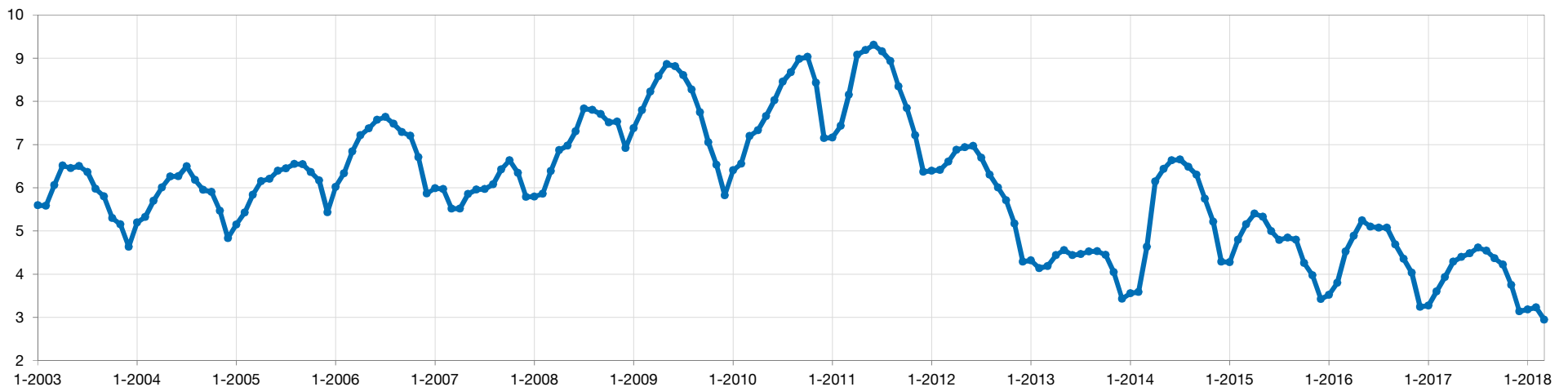


March



Month	Prior Year	Current Year	+ / -
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	4.4	-6.4%
October 2017	4.4	4.2	-4.5%
November 2017	4.0	3.8	-5.0%
December 2017	3.2	3.1	-3.1%
January 2018	3.3	3.2	-3.0%
February 2018	3.6	3.2	-11.1%
March 2018	3.9	2.9	-25.6%
12-Month Avg	4.4	3.9	-11.4%

Historical Months Supply of Homes for Sale

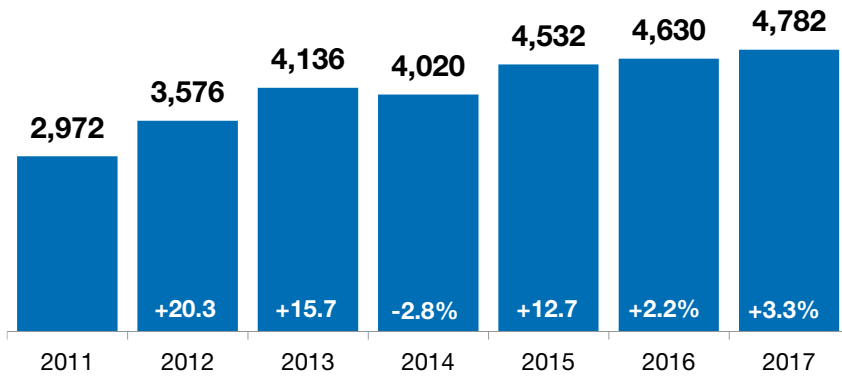


Annual Review

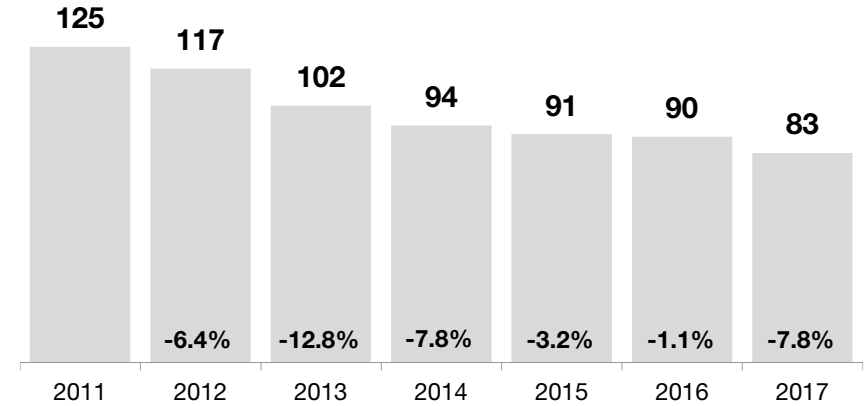
Historical look at key market metrics for the overall region.



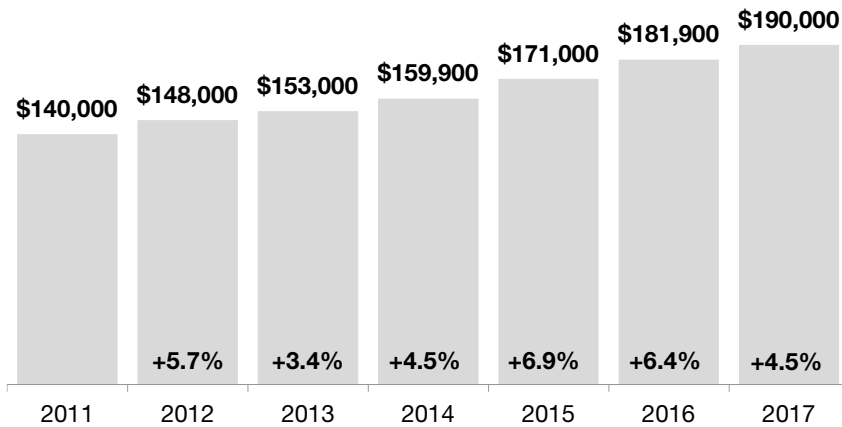
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

