

Monthly Indicators



May 2018

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

New Listings in the Sioux Falls region increased 2.9 percent to 698. Pending Sales were up 22.6 percent to 603. Inventory levels fell 18.2 percent to 1,435 units.

Prices were even with last year. The Median Sales Price increased 8.0 percent to \$210,000. Days on Market was down 1.1 percent to 87 days. Sellers were encouraged as Months Supply of Homes for Sale was down 22.7 percent to 3.4 months.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Quick Facts

- 11.0%

+ 8.0%

- 18.2%

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.



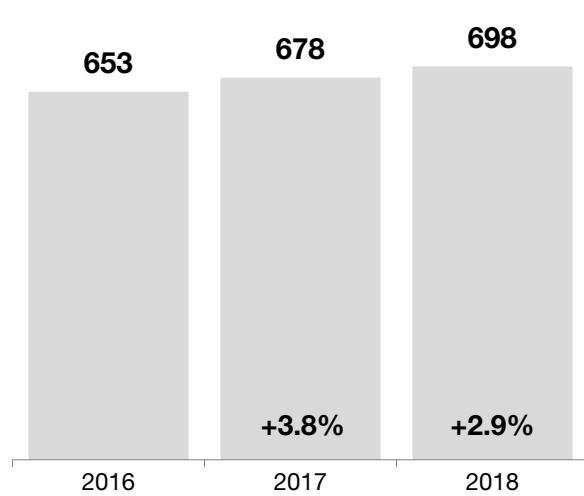
Key Metrics	Historical Sparklines	5-2017	5-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		678	698	+ 2.9%	2,757	2,723	- 1.2%
Pending Sales		492	603	+ 22.6%	1,696	1,905	+ 12.3%
Closed Sales		492	438	- 11.0%	1,696	1,654	- 2.5%
Days on Market Until Sale		88	87	- 1.1%	92	94	+ 2.2%
Median Sales Price		\$194,450	\$210,000	+ 8.0%	\$186,500	\$200,000	+ 7.2%
Average Sales Price		\$220,787	\$235,327	+ 6.6%	\$212,580	\$227,401	+ 7.0%
Percent of Original List Price Received		99.3%	99.2%	- 0.1%	98.7%	98.8%	+ 0.1%
Housing Affordability Index		172	149	- 13.4%	179	157	- 12.3%
Inventory of Homes for Sale		1,755	1,435	- 18.2%	--	--	--
Months Supply of Homes for Sale		4.4	3.4	- 22.7%	--	--	--

New Listings

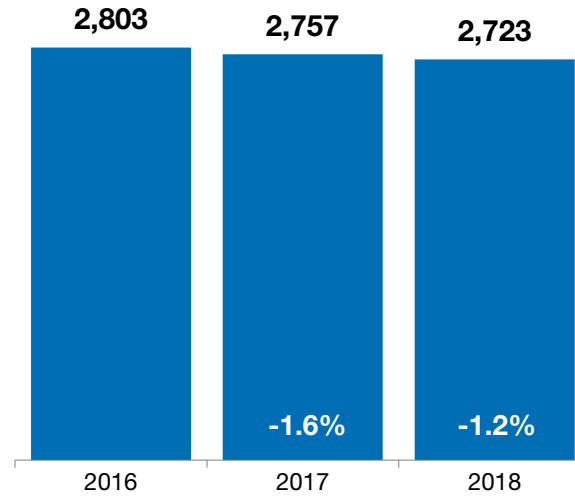
A count of the properties that have been newly listed on the market in a given month.



May

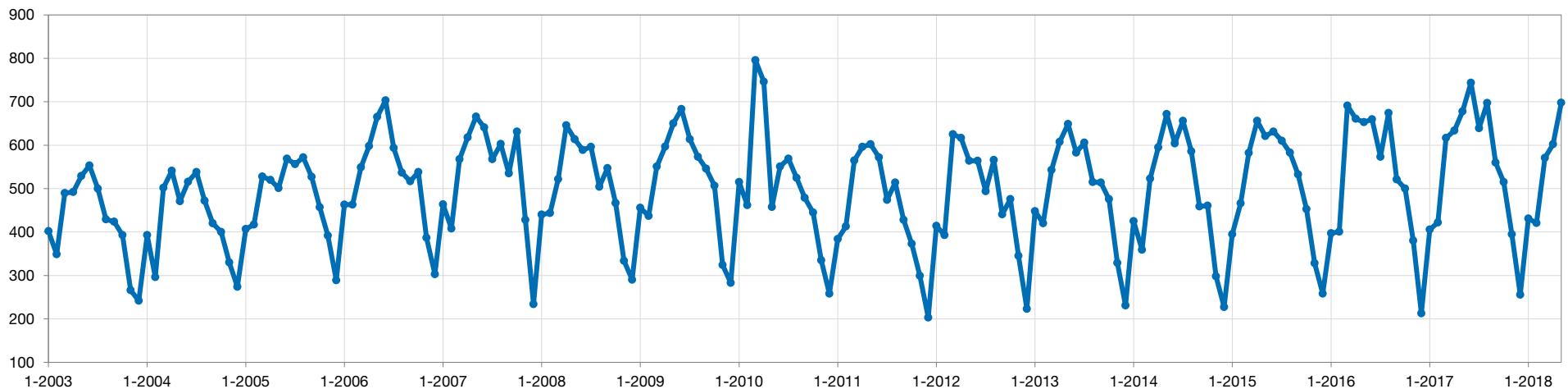


Year to Date



Month	Prior Year	Current Year	+ / -
June 2017	660	744	+12.7%
July 2017	573	639	+11.5%
August 2017	674	697	+3.4%
September 2017	521	560	+7.5%
October 2017	500	515	+3.0%
November 2017	380	395	+3.9%
December 2017	213	256	+20.2%
January 2018	406	431	+6.2%
February 2018	422	421	-0.2%
March 2018	617	571	-7.5%
April 2018	634	602	-5.0%
May 2018	678	698	+2.9%
12-Month Avg	523	544	+4.0%

Historical New Listing Activity

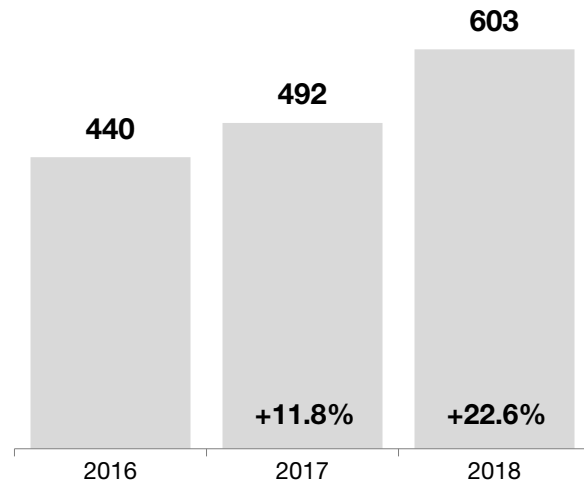


Pending Sales

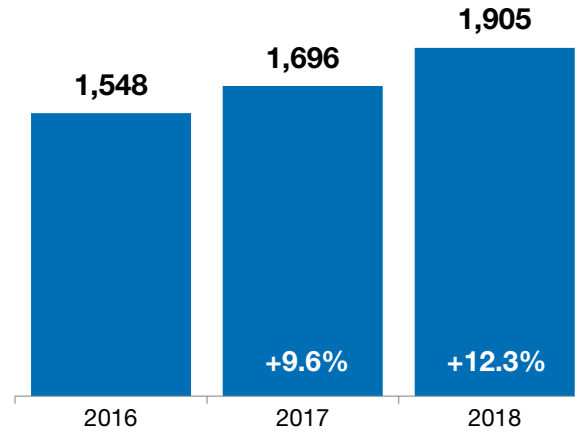
A count of the properties on which contracts have been accepted in a given month.



May

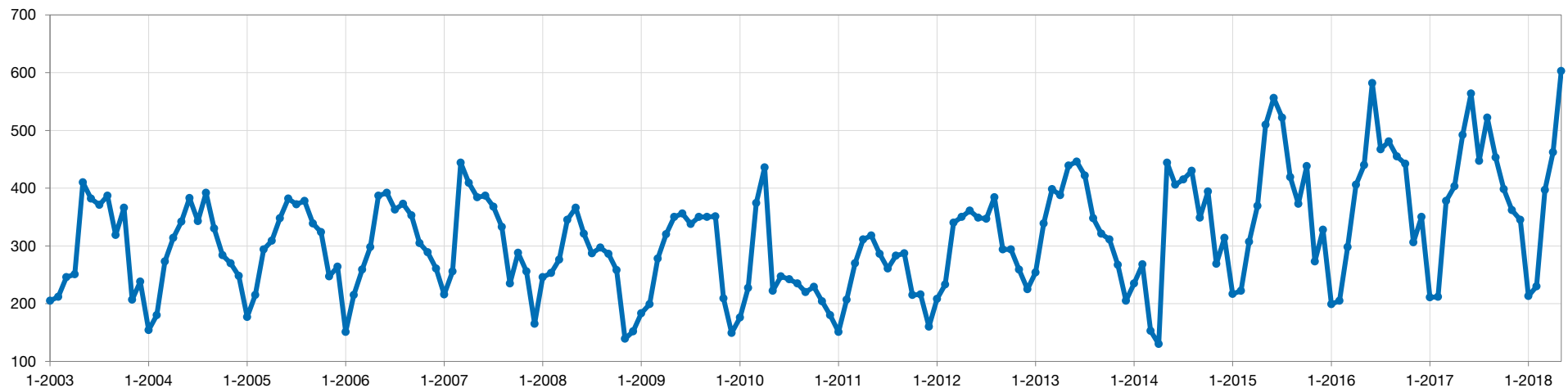


Year to Date



Month	Prior Year	Current Year	+ / -
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	398	-10.0%
November 2017	306	362	+18.3%
December 2017	350	345	-1.4%
January 2018	211	213	+0.9%
February 2018	212	230	+8.5%
March 2018	378	397	+5.0%
April 2018	403	462	+14.6%
May 2018	492	603	+22.6%
12-Month Avg	398	416	+4.5%

Historical Pending Sales Activity

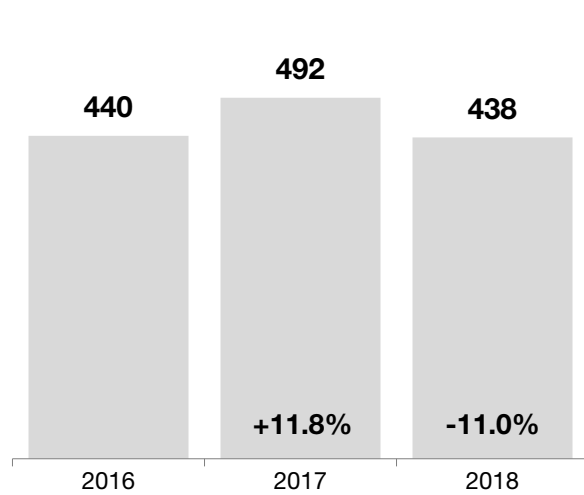


Closed Sales

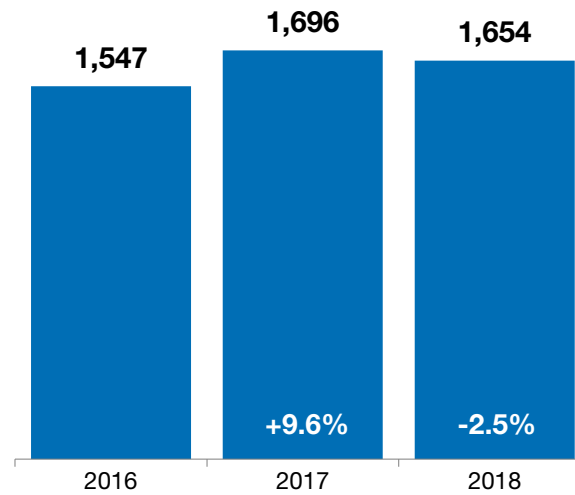
A count of the actual sales that have closed in a given month.



May

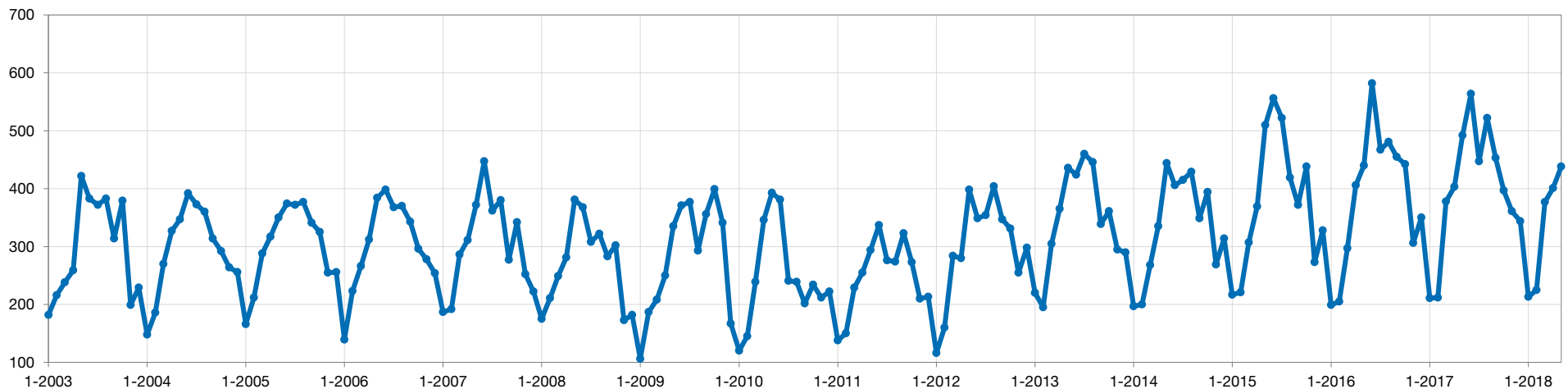


Year to Date



Month	Prior Year	Current Year	+ / -
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	397	-10.2%
November 2017	306	361	+18.0%
December 2017	350	344	-1.7%
January 2018	211	213	+0.9%
February 2018	212	225	+6.1%
March 2018	378	377	-0.3%
April 2018	403	401	-0.5%
May 2018	492	438	-11.0%
12-Month Avg	398	395	+0.2%

Historical Closed Sales Activity

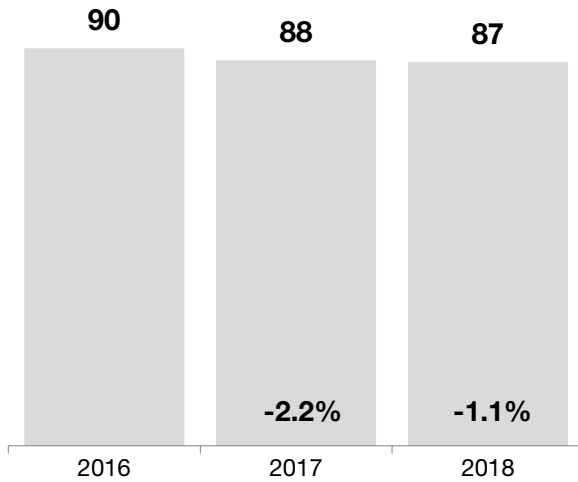


Days on Market Until Sale

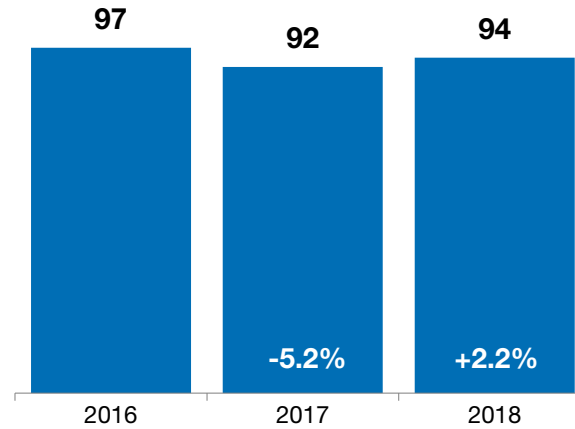
Average number of days between when a property is first listed and when a property is closed in a given month.



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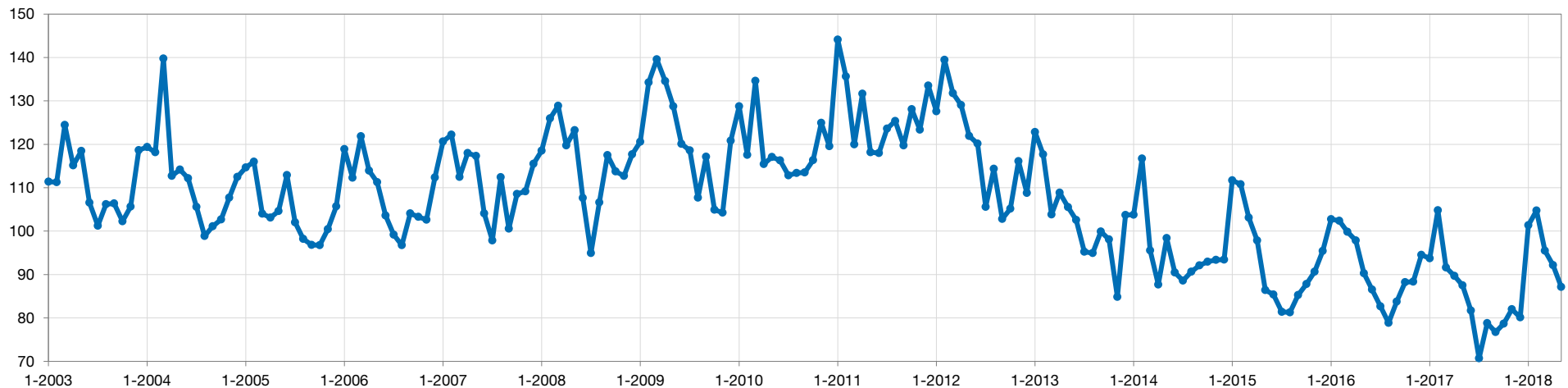


Year to Date



Month	Prior Year	Current Year	+ / -
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	95	+3.3%
April 2018	90	92	+2.2%
May 2018	88	87	-1.1%
12-Month Avg	88	84	-4.5%

Historical Days on Market Until Sale



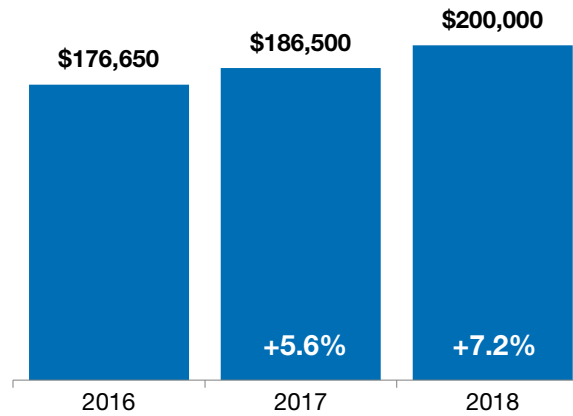
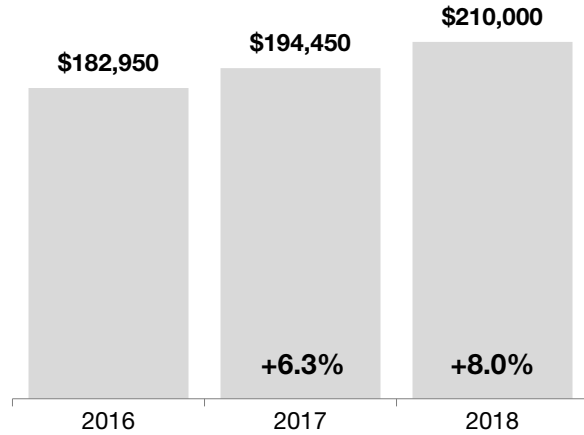
Median Sales Price

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



May

Year to Date



Month	Prior Year	Current Year	+ / -
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	\$187,777	+6.8%
March 2018	\$184,900	\$201,000	+8.7%
April 2018	\$189,900	\$209,500	+10.3%
May 2018	\$194,450	\$210,000	+8.0%
12-Month Med	\$185,000	\$195,000	+5.4%

Historical Median Sales Price

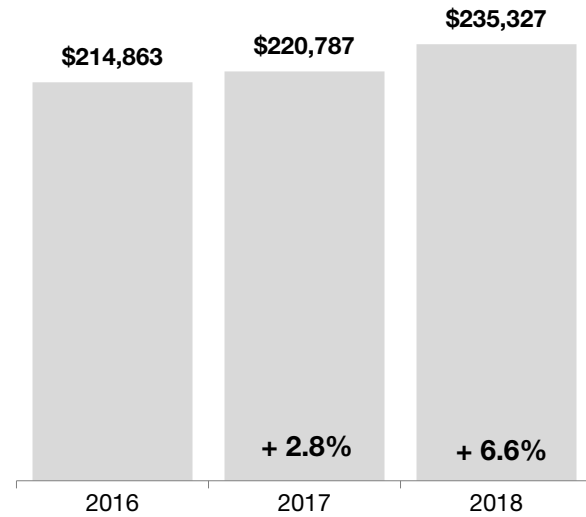


Average Sales Price

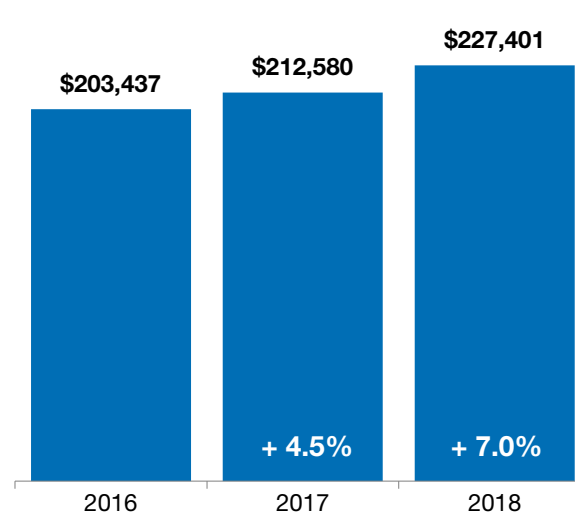
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May

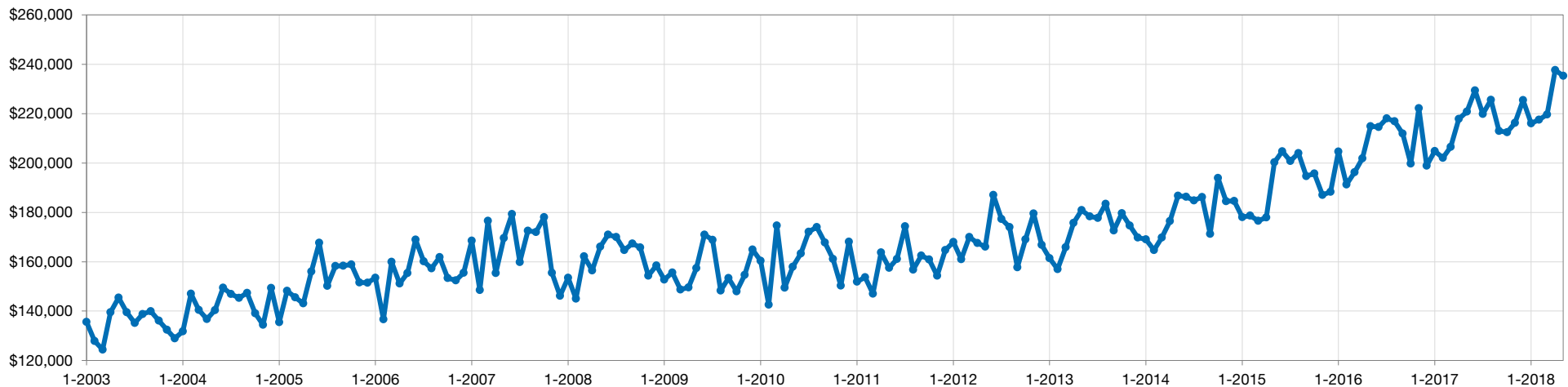


Year to Date



Month	Prior Year	Current Year	+ / -
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	\$212,421	+6.4%
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	\$217,475	+7.6%
March 2018	\$206,523	\$219,665	+6.4%
April 2018	\$217,796	\$237,628	+9.1%
May 2018	\$220,787	\$235,327	+6.6%
12-Month Avg	\$212,148	\$223,109	+5.2%

Historical Average Sales Price



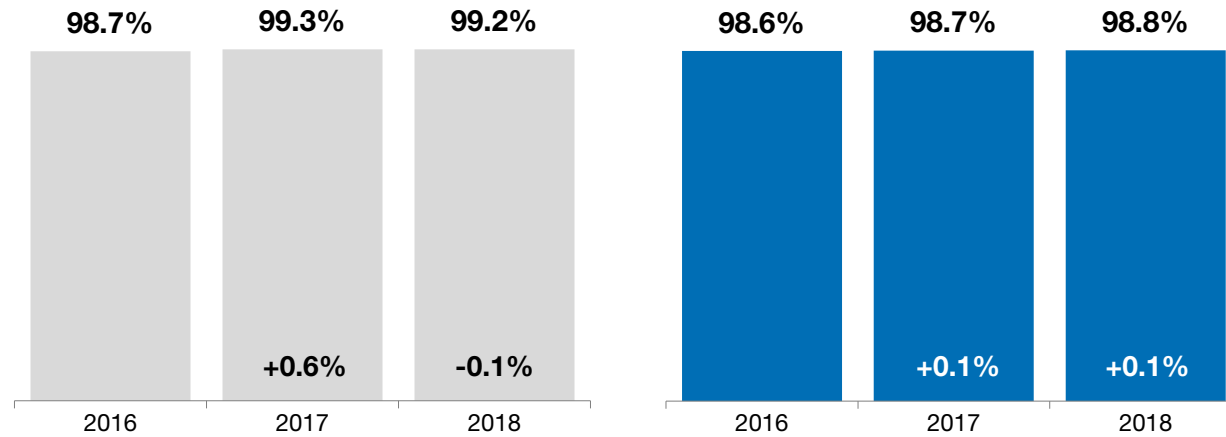
Percent of Original List Price Received

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.



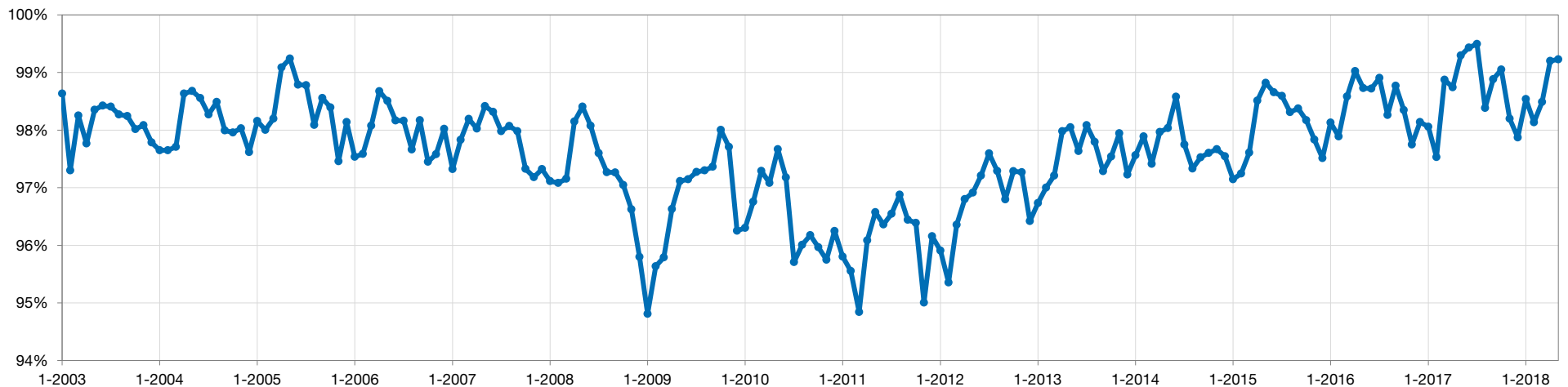
May

Year to Date



Month	Prior Year	Current Year	+ / -
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%	98.5%	-0.4%
April 2018	98.7%	99.2%	+0.5%
May 2018	99.3%	99.2%	-0.1%
12-Month Avg	98.5%	98.8%	+0.3%

Historical Percent of Original List Price Received



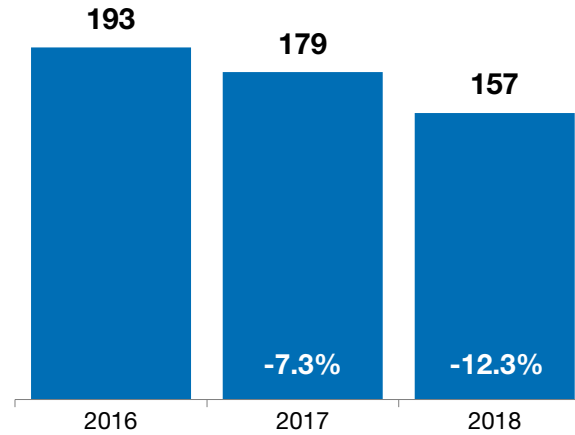
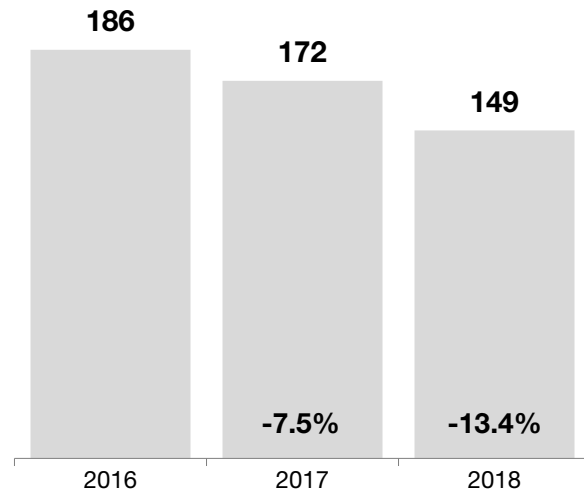
Housing Affordability Index

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.**



May

Year to Date



Month	Prior Year	Current Year	+ / -
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%
April 2018	174	150	-13.8%
May 2018	172	149	-13.4%
12-Month Avg	181	168	-7.2%

Historical Housing Affordability Index

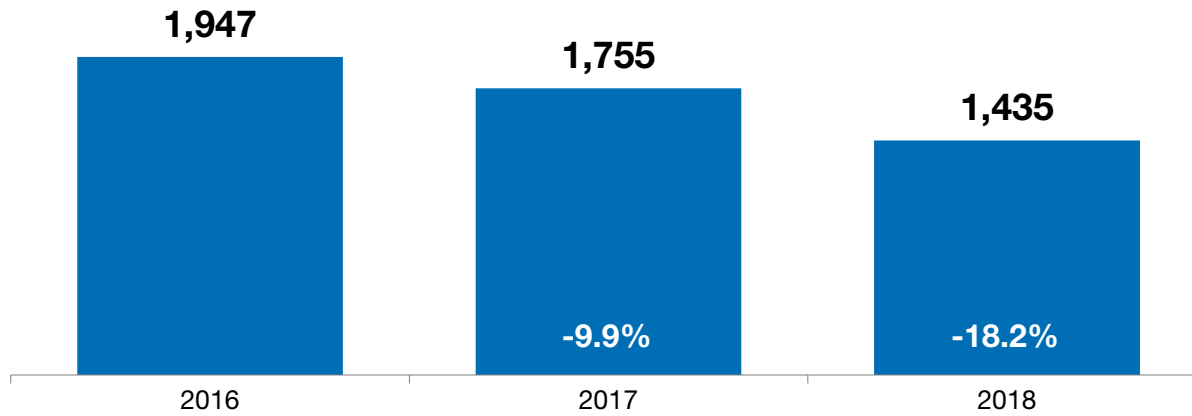


Inventory of Homes for Sale

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

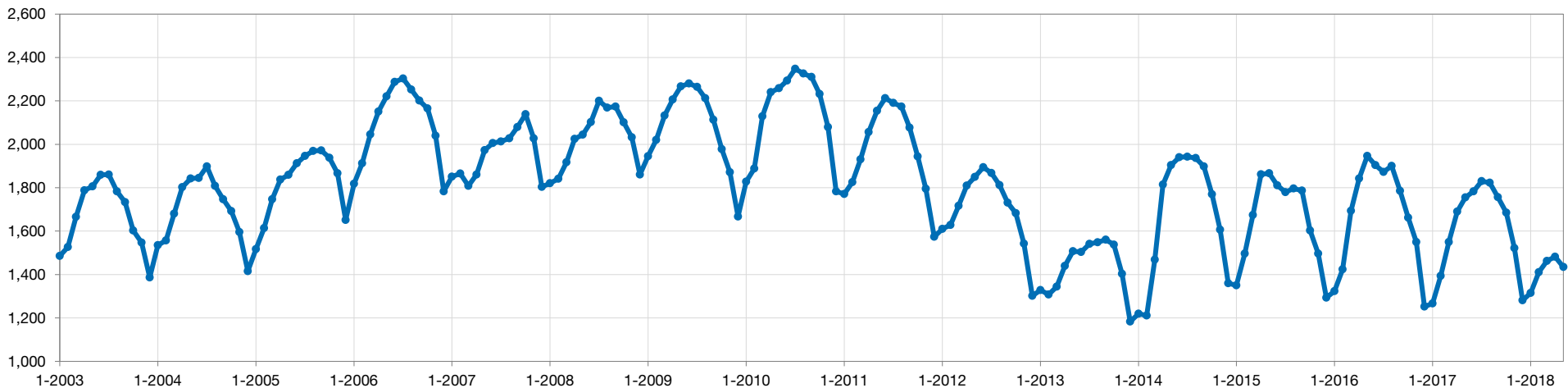


May



Month	Prior Year	Current Year	+ / -
June 2017	1,904	1,783	-6.4%
July 2017	1,873	1,830	-2.3%
August 2017	1,900	1,823	-4.1%
September 2017	1,786	1,756	-1.7%
October 2017	1,662	1,685	+1.4%
November 2017	1,550	1,522	-1.8%
December 2017	1,252	1,281	+2.3%
January 2018	1,267	1,315	+3.8%
February 2018	1,394	1,411	+1.2%
March 2018	1,550	1,463	-5.6%
April 2018	1,690	1,482	-12.3%
May 2018	1,755	1,435	-18.2%
12-Month Avg	1,632	1,566	-3.6%

Historical Inventory of Homes for Sale

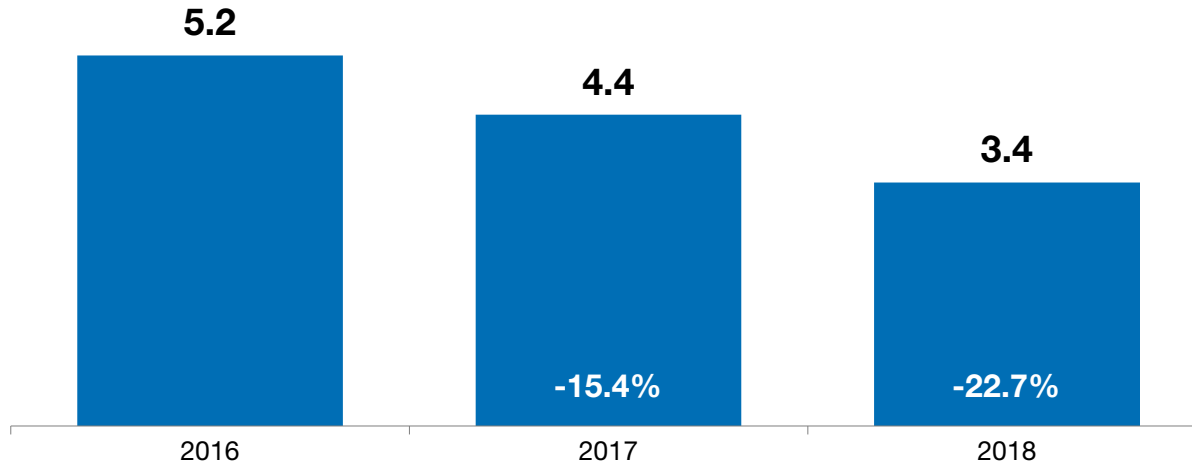


Months Supply of Homes for Sale

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.

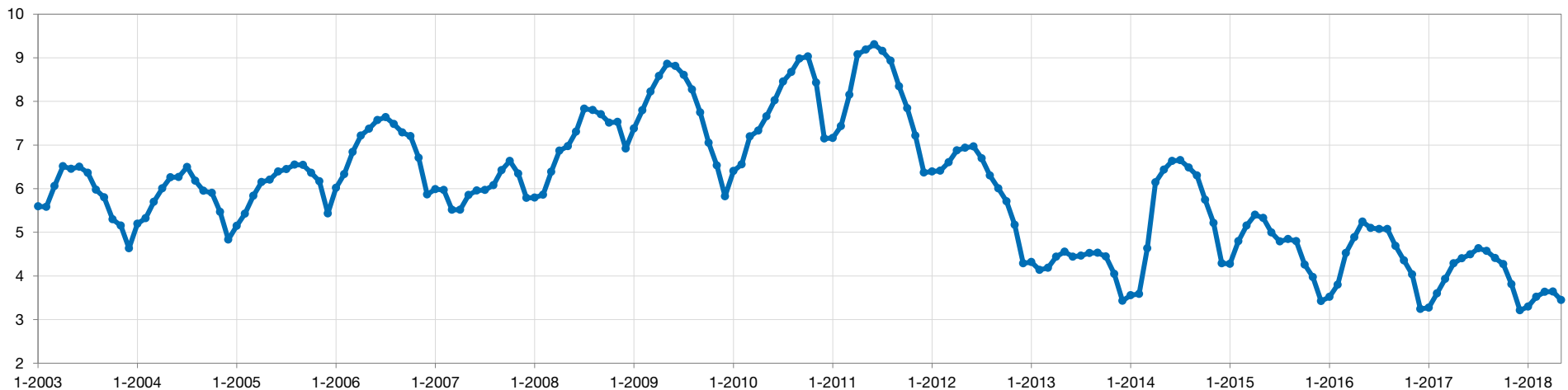


May



Month	Prior Year	Current Year	+ / -
June 2017	5.1	4.5	-11.8%
July 2017	5.1	4.6	-9.8%
August 2017	5.1	4.6	-9.8%
September 2017	4.7	4.4	-6.4%
October 2017	4.4	4.3	-2.3%
November 2017	4.0	3.8	-5.0%
December 2017	3.2	3.2	0.0%
January 2018	3.3	3.3	0.0%
February 2018	3.6	3.5	-2.8%
March 2018	3.9	3.6	-7.7%
April 2018	4.3	3.6	-16.3%
May 2018	4.4	3.4	-22.7%
12-Month Avg	4.3	3.9	-9.3%

Historical Months Supply of Homes for Sale

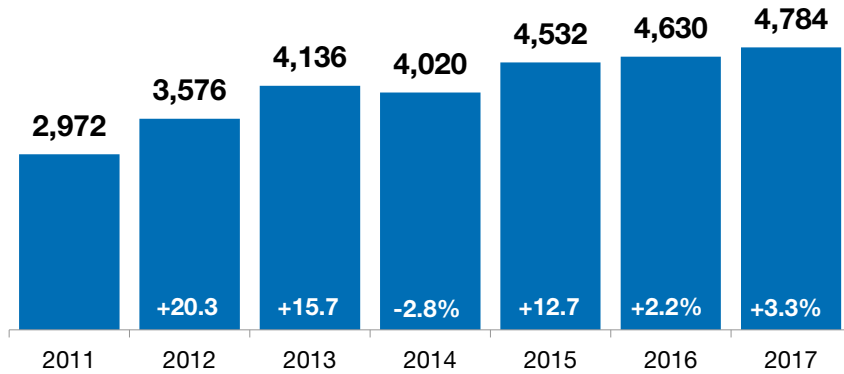


Annual Review

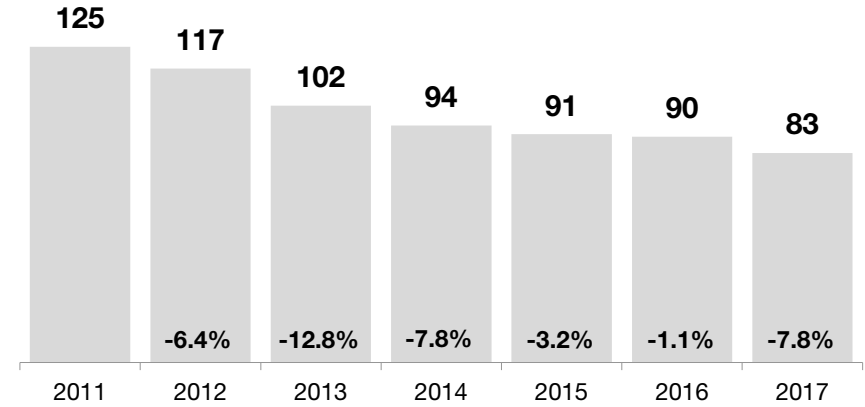
Historical look at key market metrics for the overall region.



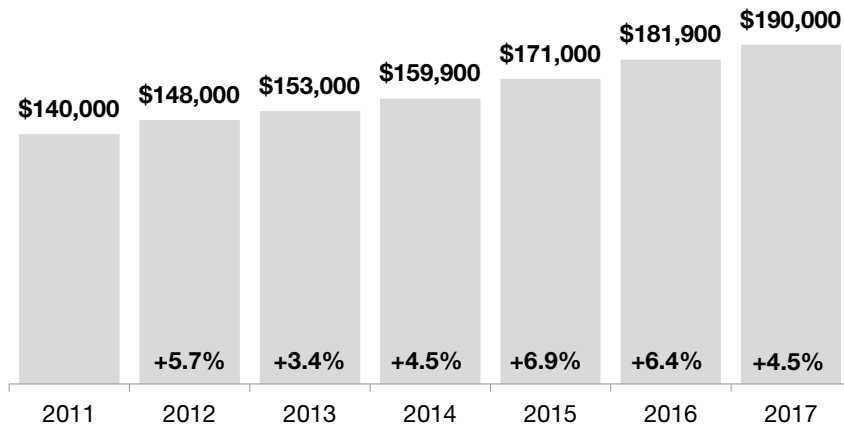
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

