

Monthly Indicators



September 2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

New Listings in the Sioux Falls region increased 6.9 percent to 601. Pending Sales were up 15.4 percent to 524. Inventory levels fell 14.9 percent to 1,498 units.

Prices continued to gain traction. The Median Sales Price increased 3.8 percent to \$200,250. Days on Market was down 1.3 percent to 76 days. Sellers were encouraged as Months Supply of Homes for Sale was down 18.2 percent to 3.6 months.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

Quick Facts

- 14.5%

Change in
Closed Sales

+ 3.8%

Change in
Median Sales Price

- 14.9%

Change in
Inventory

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Market Overview

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



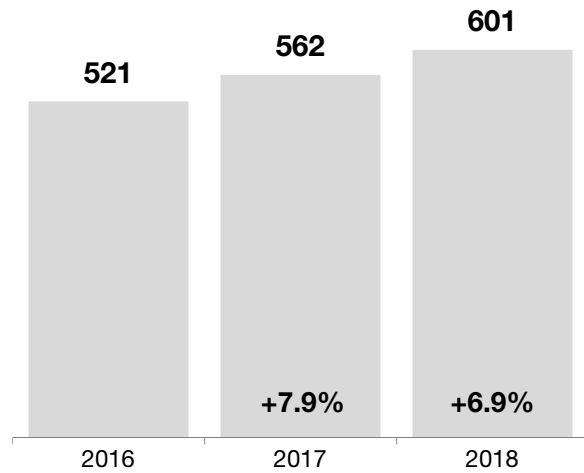
Key Metrics	Historical Sparklines	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		562	601	+ 6.9%	5,400	5,459	+ 1.1%
Pending Sales		454	524	+ 15.4%	3,684	3,897	+ 5.8%
Closed Sales		454	388	- 14.5%	3,684	3,676	- 0.2%
Days on Market Until Sale		77	76	- 1.3%	84	84	0.0%
Median Sales Price		\$192,950	\$200,250	+ 3.8%	\$190,500	\$205,000	+ 7.6%
Average Sales Price		\$213,186	\$223,586	+ 4.9%	\$217,948	\$230,127	+ 5.6%
Percent of Original List Price Received		98.9%	98.9%	0.0%	98.9%	99.0%	+ 0.1%
Housing Affordability Index		175	151	- 13.7%	177	148	- 16.4%
Inventory of Homes for Sale		1,760	1,498	- 14.9%	--	--	--
Months Supply of Homes for Sale		4.4	3.6	- 18.2%	--	--	--

New Listings

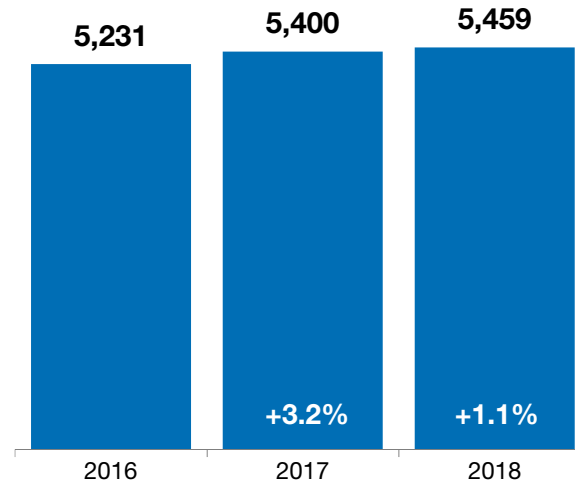
A count of the properties that have been newly listed on the market in a given month.



September

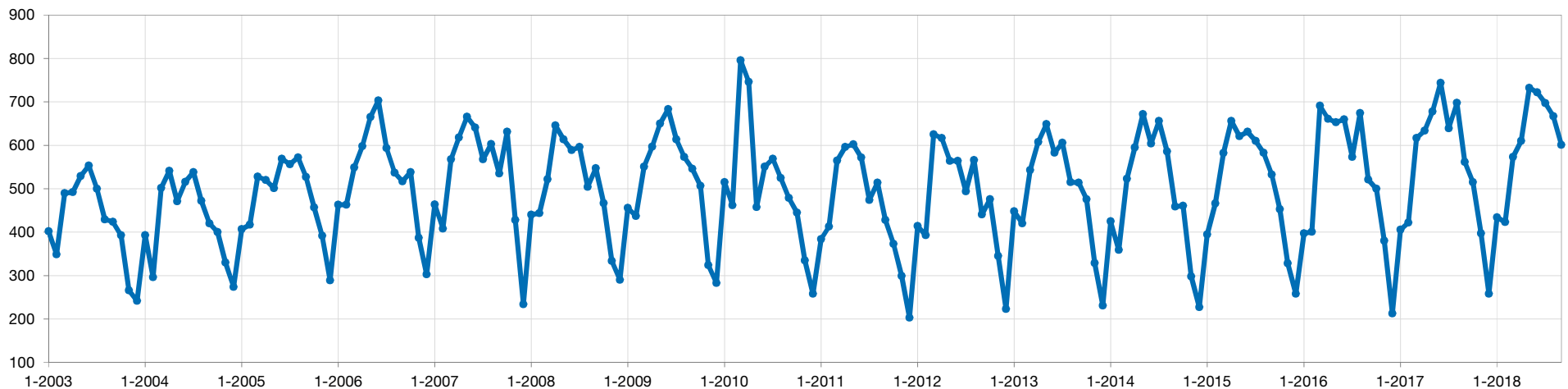


Year to Date



Month	Prior Year	Current Year	+ / -
October 2017	500	515	+3.0%
November 2017	380	397	+4.5%
December 2017	213	258	+21.1%
January 2018	406	434	+6.9%
February 2018	422	423	+0.2%
March 2018	617	573	-7.1%
April 2018	634	610	-3.8%
May 2018	678	732	+8.0%
June 2018	744	722	-3.0%
July 2018	639	697	+9.1%
August 2018	698	667	-4.4%
September 2018	562	601	+6.9%
12-Month Avg	541	552	+2.1%

Historical New Listing Activity

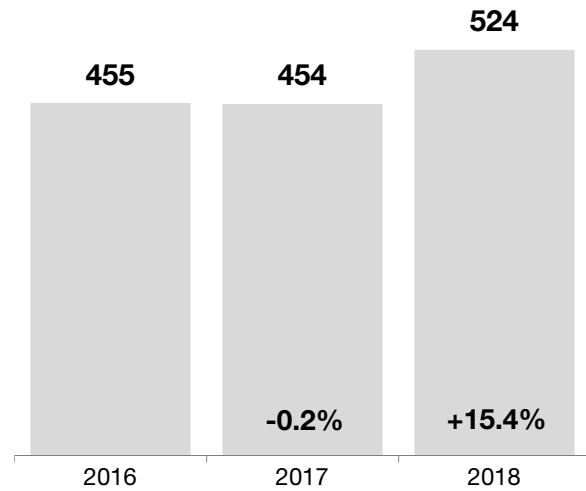


Pending Sales

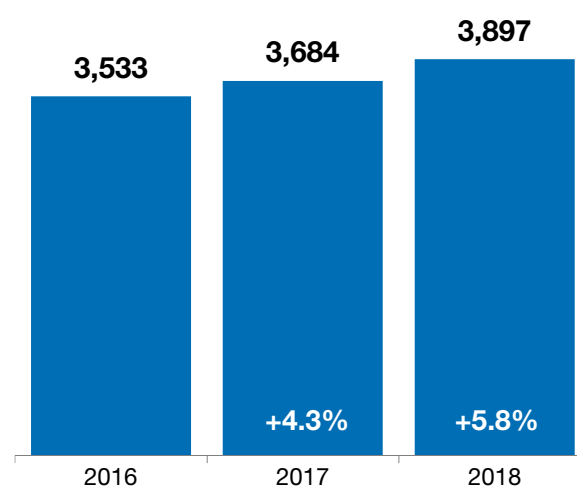
A count of the properties on which contracts have been accepted in a given month.



September



Year to Date



Month	Prior Year	Current Year	+ / -
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	227	+7.1%
March 2018	378	378	0.0%
April 2018	403	407	+1.0%
May 2018	493	456	-7.5%
June 2018	564	604	+7.1%
July 2018	447	524	+17.2%
August 2018	522	564	+8.0%
September 2018	454	524	+15.4%
12-Month Avg	399	417	+4.5%

Historical Pending Sales Activity

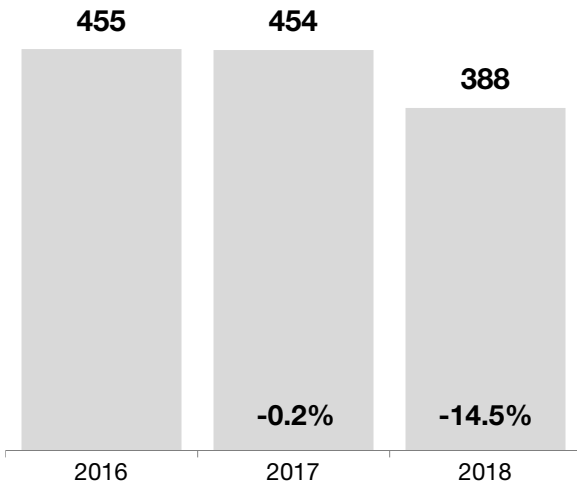


Closed Sales

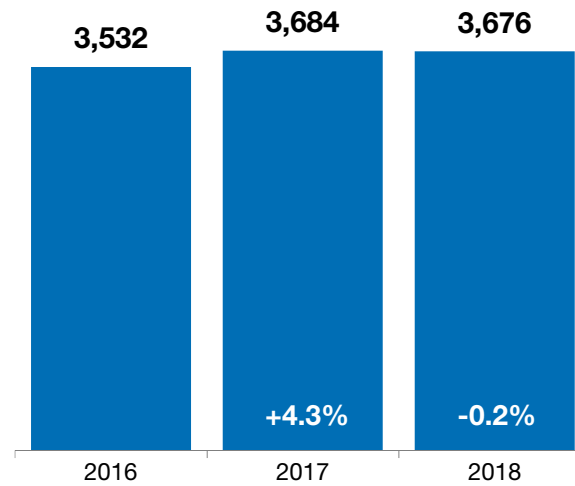
A count of the actual sales that have closed in a given month.



September



Year to Date



Month	Prior Year	Current Year	+ / -
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	226	+6.6%
March 2018	378	377	-0.3%
April 2018	403	404	+0.2%
May 2018	493	454	-7.9%
June 2018	564	597	+5.9%
July 2018	447	501	+12.1%
August 2018	522	516	-1.1%
September 2018	454	388	-14.5%
12-Month Avg	399	398	+0.7%

Historical Closed Sales Activity

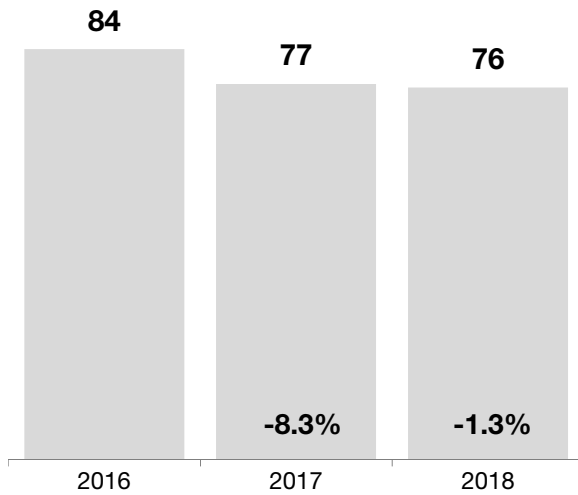


Days on Market Until Sale

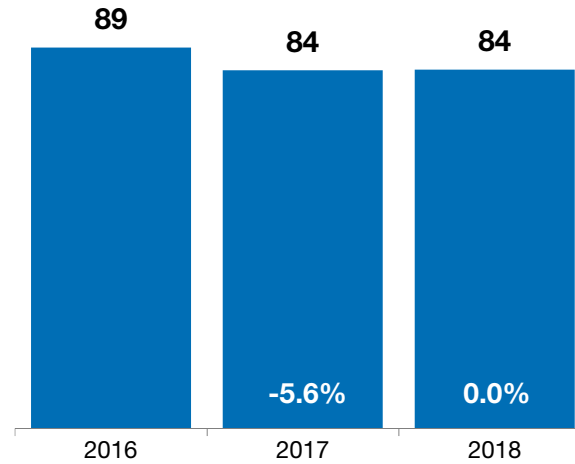
Average number of days between when a property is first listed and when a property is closed in a given month.



September



Year to Date



Month	Prior Year	Current Year	+ / -
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	87	88	+1.1%
June 2018	82	76	-7.3%
July 2018	71	72	+1.4%
August 2018	79	78	-1.3%
September 2018	77	76	-1.3%
12-Month Avg	85	83	-2.4%

Historical Days on Market Until Sale

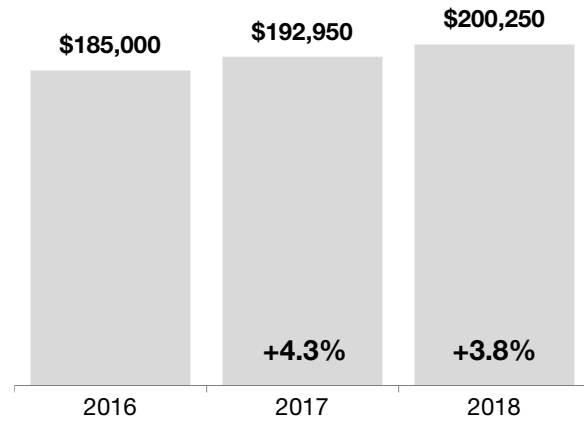


Median Sales Price

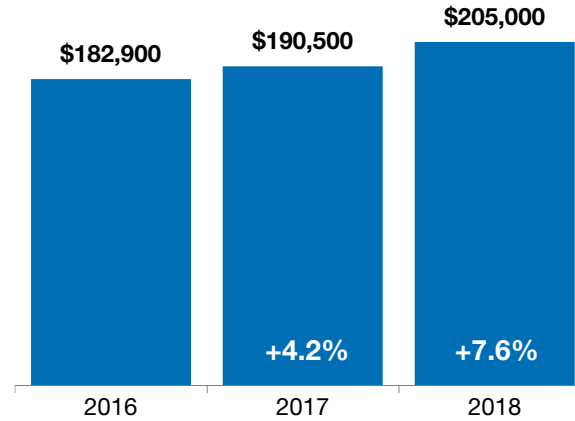
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



Month	Prior Year	Current Year	+ / -
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	\$187,839	+6.8%
March 2018	\$184,900	\$201,000	+8.7%
April 2018	\$189,900	\$209,700	+10.4%
May 2018	\$194,900	\$211,000	+8.3%
June 2018	\$201,800	\$215,000	+6.5%
July 2018	\$190,000	\$208,000	+9.5%
August 2018	\$194,900	\$199,900	+2.6%
September 2018	\$192,950	\$200,250	+3.8%
12-Month Med	\$188,650	\$200,000	+6.0%

Historical Median Sales Price

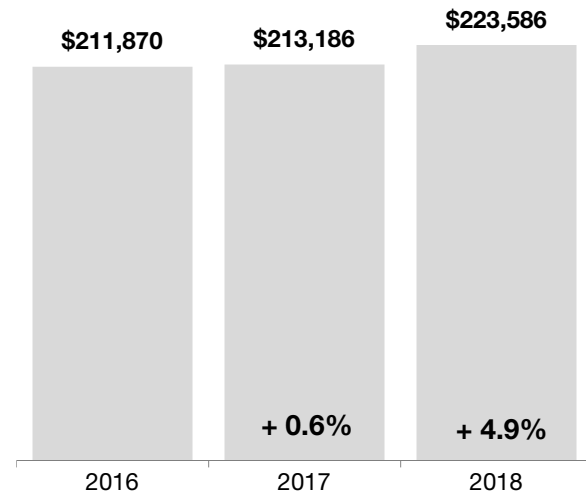


Average Sales Price

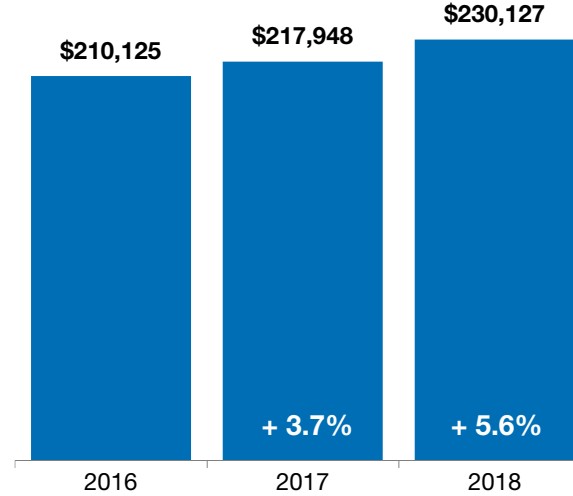
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

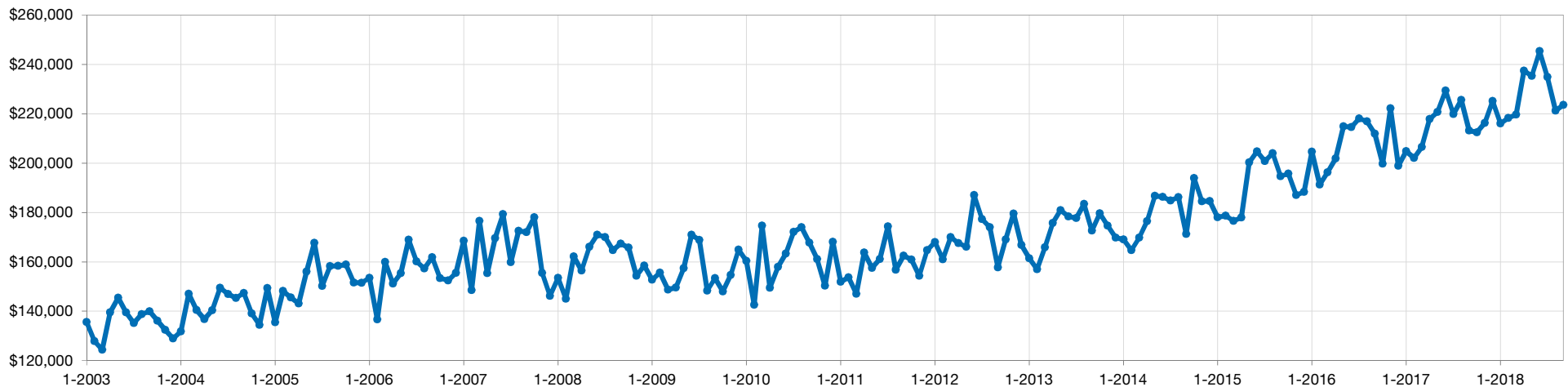


Year to Date



Month	Prior Year	Current Year	+ / -
October 2017	\$199,716	\$212,421	+6.4%
November 2017	\$222,217	\$216,254	-2.7%
December 2017	\$198,879	\$225,164	+13.2%
January 2018	\$204,812	\$216,060	+5.5%
February 2018	\$202,122	\$218,283	+8.0%
March 2018	\$206,523	\$219,665	+6.4%
April 2018	\$217,796	\$237,417	+9.0%
May 2018	\$220,735	\$235,308	+6.6%
June 2018	\$229,404	\$245,360	+7.0%
July 2018	\$219,869	\$234,837	+6.8%
August 2018	\$225,563	\$221,208	-1.9%
September 2018	\$213,186	\$223,586	+4.9%
12-Month Avg	\$215,139	\$227,252	+5.6%

Historical Average Sales Price



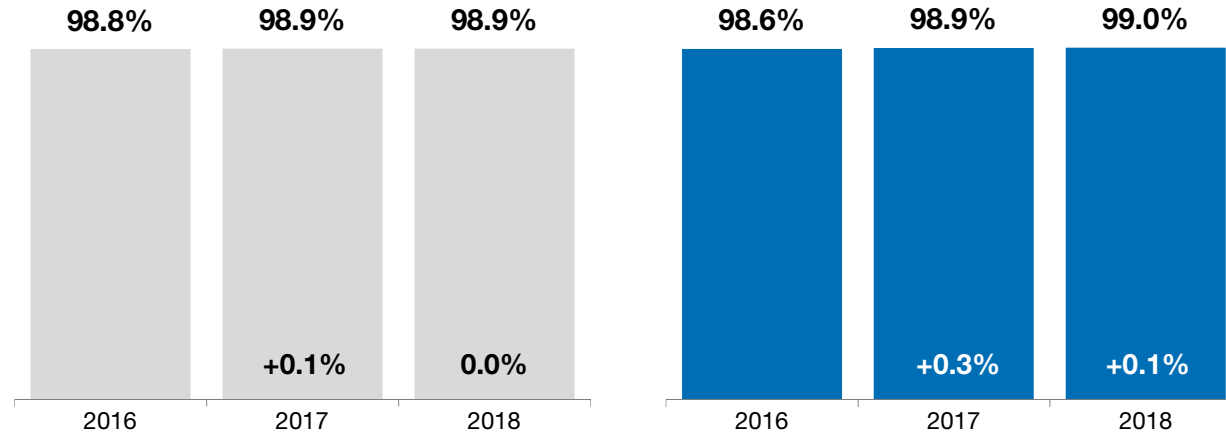
Percent of Original List Price Received

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.



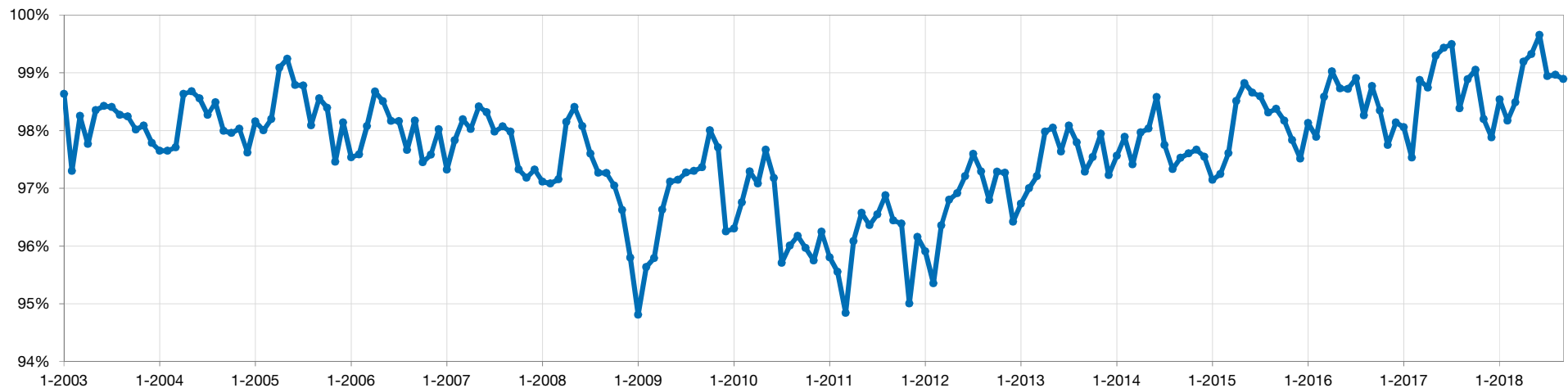
September

Year to Date



Month	Prior Year	Current Year	+ / -
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%	98.2%	+0.7%
March 2018	98.9%	98.5%	-0.4%
April 2018	98.7%	99.2%	+0.5%
May 2018	99.3%	99.3%	0.0%
June 2018	99.4%	99.7%	+0.3%
July 2018	99.5%	98.9%	-0.6%
August 2018	98.4%	99.0%	+0.6%
September 2018	98.9%	98.9%	0.0%
12-Month Avg	98.7%	98.9%	+0.2%

Historical Percent of Original List Price Received

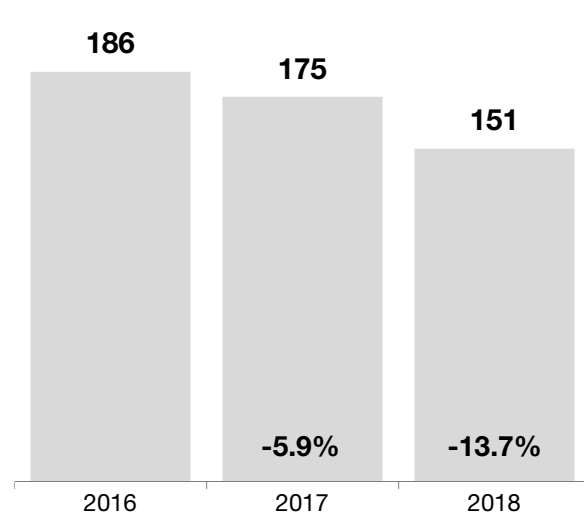


Housing Affordability Index

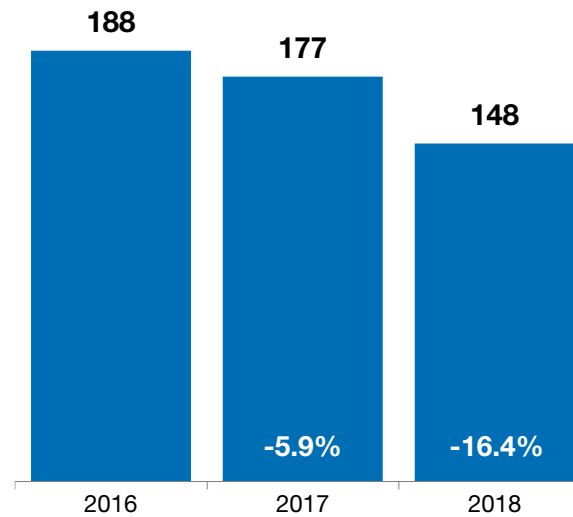
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September

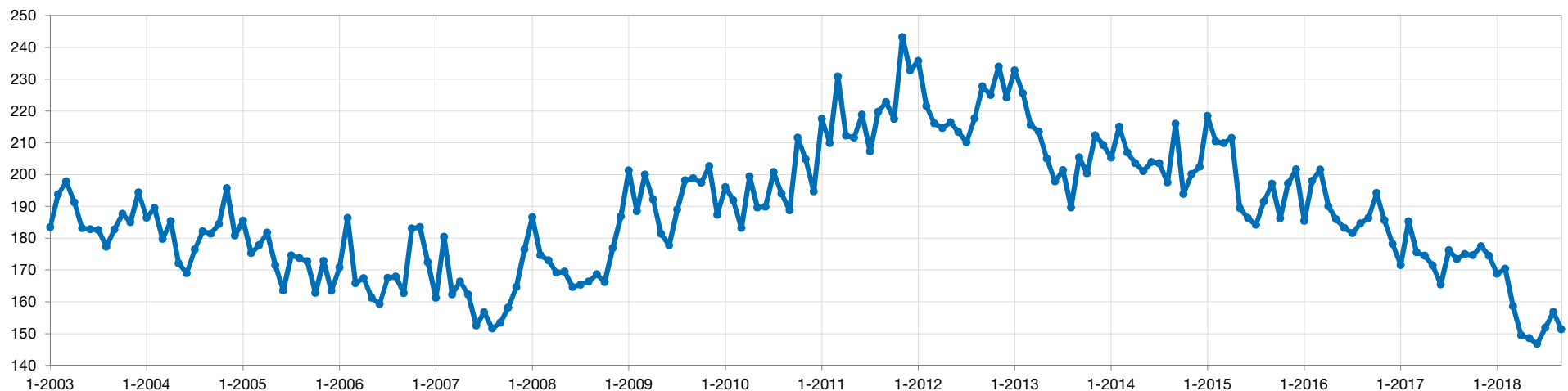


Year to Date



Month	Prior Year	Current Year	+ / -
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	149	-14.4%
May 2018	171	149	-12.9%
June 2018	165	147	-10.9%
July 2018	176	152	-13.6%
August 2018	173	157	-9.2%
September 2018	175	151	-13.7%
12-Month Avg	177	161	-9.0%

Historical Housing Affordability Index

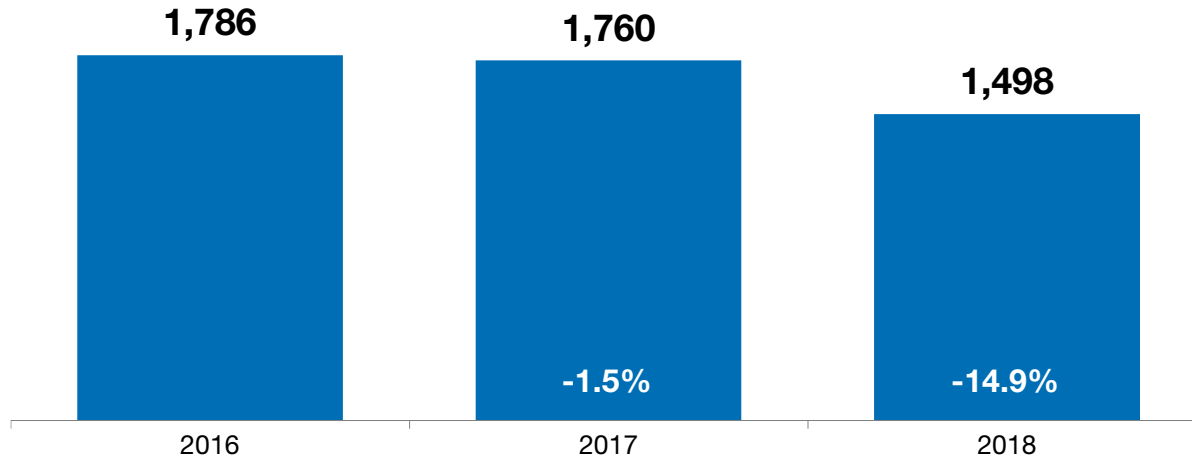


Inventory of Homes for Sale

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

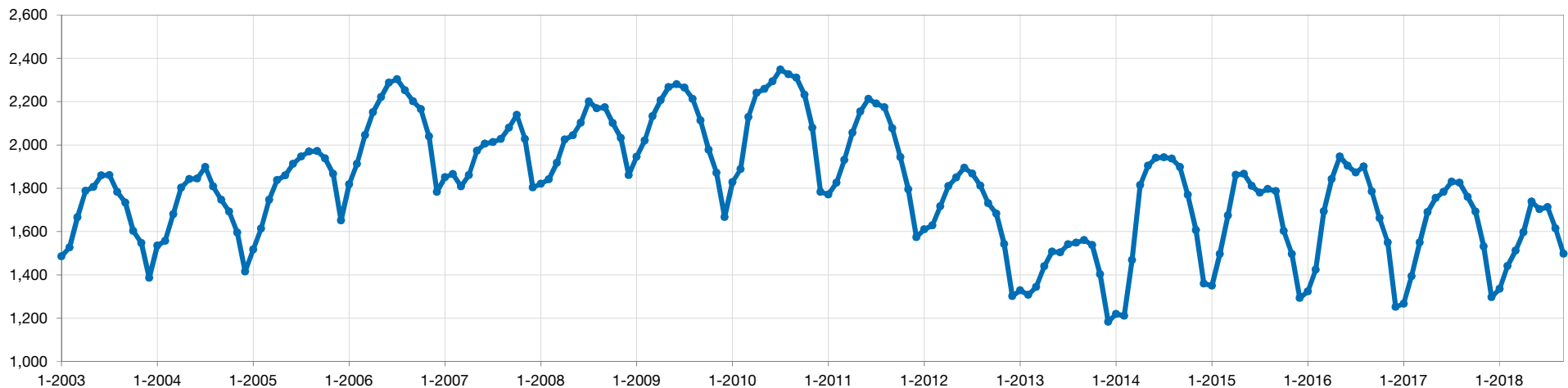


September



Month	Prior Year	Current Year	+ / -
October 2017	1,662	1,692	+1.8%
November 2017	1,550	1,532	-1.2%
December 2017	1,252	1,297	+3.6%
January 2018	1,267	1,336	+5.4%
February 2018	1,394	1,441	+3.4%
March 2018	1,550	1,512	-2.5%
April 2018	1,690	1,597	-5.5%
May 2018	1,755	1,739	-0.9%
June 2018	1,783	1,703	-4.5%
July 2018	1,830	1,713	-6.4%
August 2018	1,825	1,615	-11.5%
September 2018	1,760	1,498	-14.9%
12-Month Avg	1,610	1,556	-2.8%

Historical Inventory of Homes for Sale

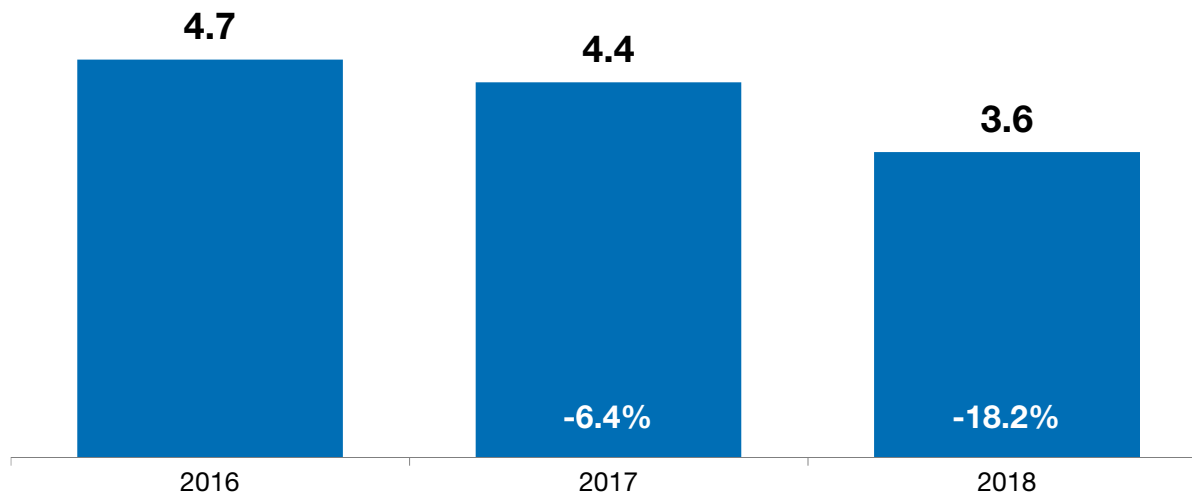


Months Supply of Homes for Sale

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.

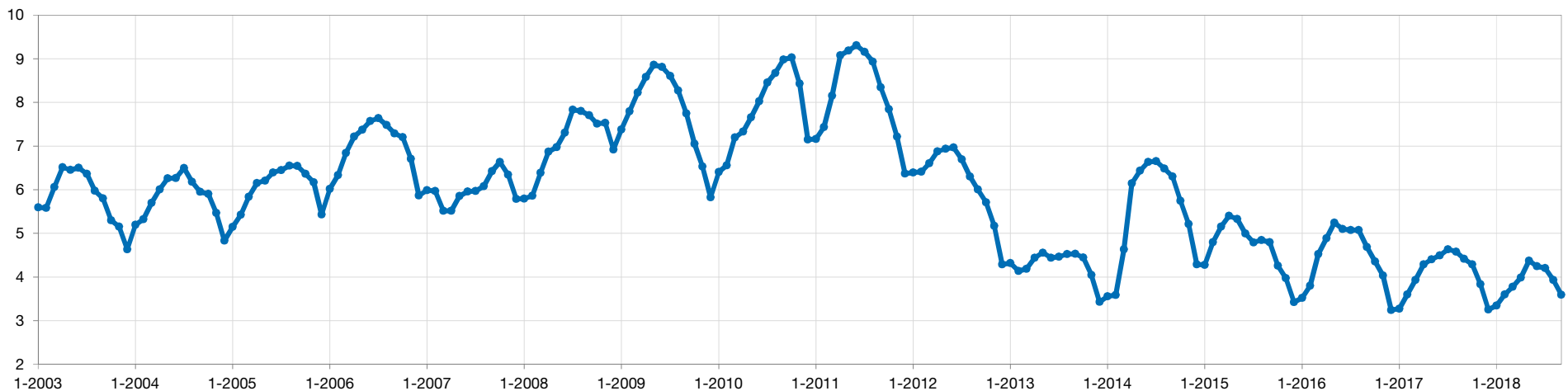


September



Month	Prior Year	Current Year	+ / -
October 2017	4.4	4.3	-2.3%
November 2017	4.0	3.8	-5.0%
December 2017	3.2	3.3	+3.1%
January 2018	3.3	3.3	0.0%
February 2018	3.6	3.6	0.0%
March 2018	3.9	3.8	-2.6%
April 2018	4.3	4.0	-7.0%
May 2018	4.4	4.4	0.0%
June 2018	4.5	4.2	-6.7%
July 2018	4.6	4.2	-8.7%
August 2018	4.6	3.9	-15.2%
September 2018	4.4	3.6	-18.2%
12-Month Avg	4.1	3.9	-4.9%

Historical Months Supply of Homes for Sale

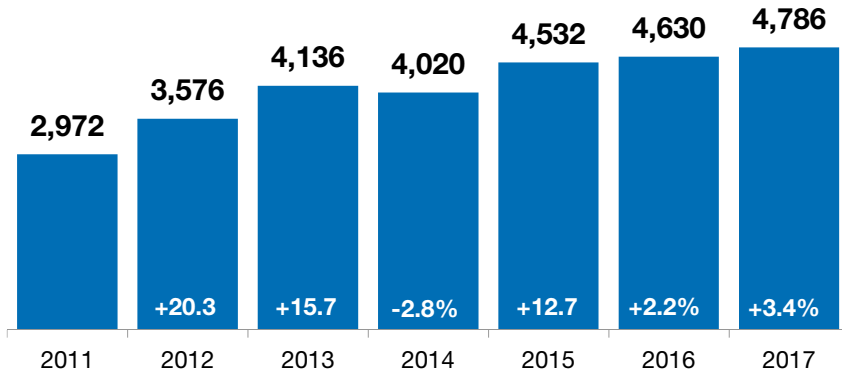


Annual Review

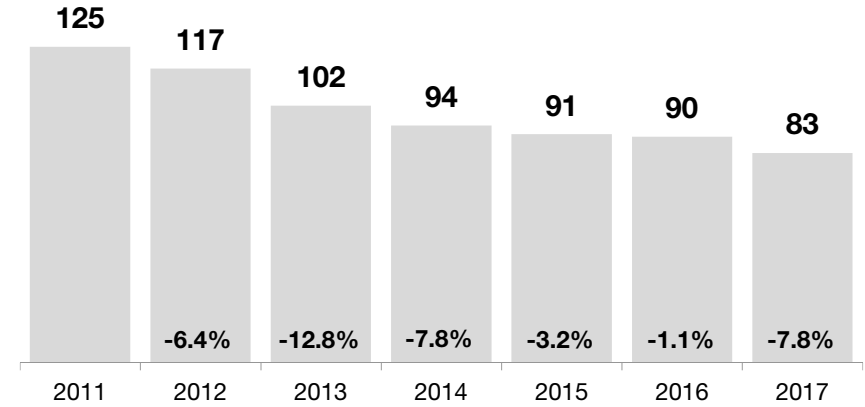
Historical look at key market metrics for the overall region.



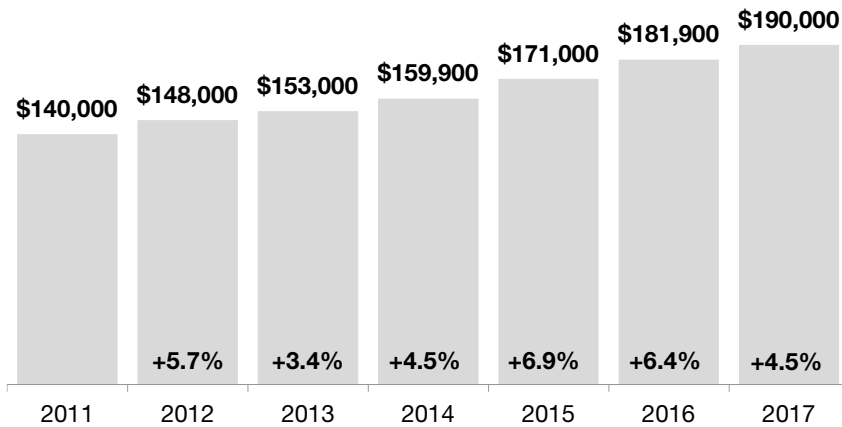
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

