

Monthly Indicators



January 2019

Despite a strong U.S. economy, historically low unemployment and steady wage growth, home sales began to slow across the nation late last year. Blame was given to a combination of high prices and a steady stream of interest rate hikes by the Federal Reserve. This month, the Fed responded to the growing affordability conundrum. In a move described as a patient approach to further rate changes, the Fed did not increase rates during January 2019.

New Listings in the Sioux Falls region decreased 9.2 percent to 395. Pending Sales were up 33.6 percent to 286. Inventory levels fell 14.8 percent to 1,142 units.

Prices continued to gain traction. The Median Sales Price increased 8.8 percent to \$206,700. Days on Market was down 5.9 percent to 95 days. Sellers were encouraged as Months Supply of Homes for Sale was down 17.6 percent to 2.8 months.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

Quick Facts

- 10.3%

Change in
Closed Sales

+ 8.8%

Change in
Median Sales Price

- 14.8%

Change in
Inventory

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Market Overview

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



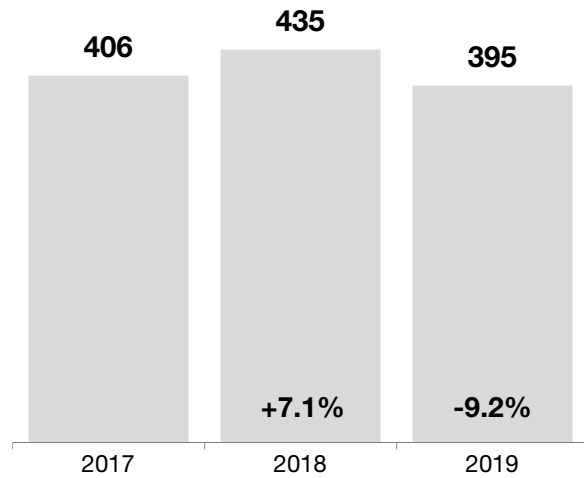
Key Metrics	Historical Sparklines	1-2018	1-2019	+ / -	YTD 2018	YTD 2019	+ / -
New Listings		435	395	- 9.2%	435	395	- 9.2%
Pending Sales		214	286	+ 33.6%	214	286	+ 33.6%
Closed Sales		214	192	- 10.3%	214	192	- 10.3%
Days on Market Until Sale		101	95	- 5.9%	101	95	- 5.9%
Median Sales Price		\$190,000	\$206,700	+ 8.8%	\$190,000	\$206,700	+ 8.8%
Average Sales Price		\$215,868	\$238,641	+ 10.5%	\$215,868	\$238,641	+ 10.5%
Percent of Original List Price Received		98.5%	97.8%	- 0.7%	98.5%	97.8%	- 0.7%
Housing Affordability Index		169	153	- 9.5%	169	153	- 9.5%
Inventory of Homes for Sale		1,340	1,142	- 14.8%	--	--	--
Months Supply of Homes for Sale		3.4	2.8	- 17.6%	--	--	--

New Listings

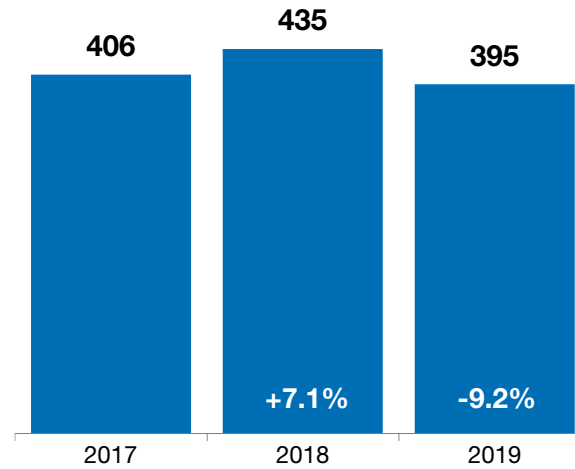
A count of the properties that have been newly listed on the market in a given month.



January

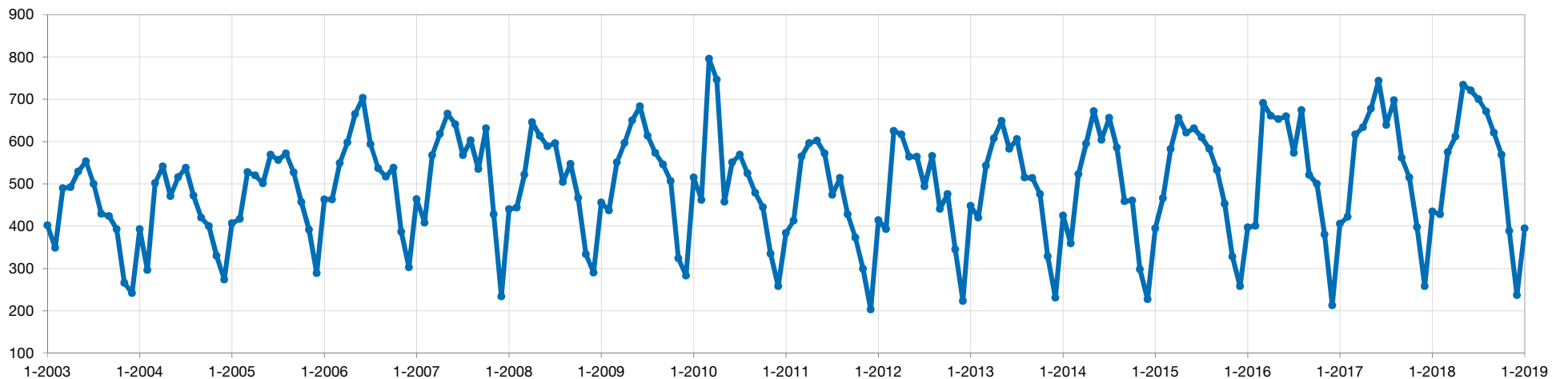


Year to Date



Month	Prior Year	Current Year	+ / -
February 2018	422	428	+1.4%
March 2018	617	575	-6.8%
April 2018	634	612	-3.5%
May 2018	678	734	+8.3%
June 2018	744	721	-3.1%
July 2018	639	700	+9.5%
August 2018	698	671	-3.9%
September 2018	562	621	+10.5%
October 2018	515	569	+10.5%
November 2018	398	389	-2.3%
December 2018	258	237	-8.1%
January 2019	435	395	-9.2%
12-Month Avg	550	554	+0.8%

Historical New Listing Activity

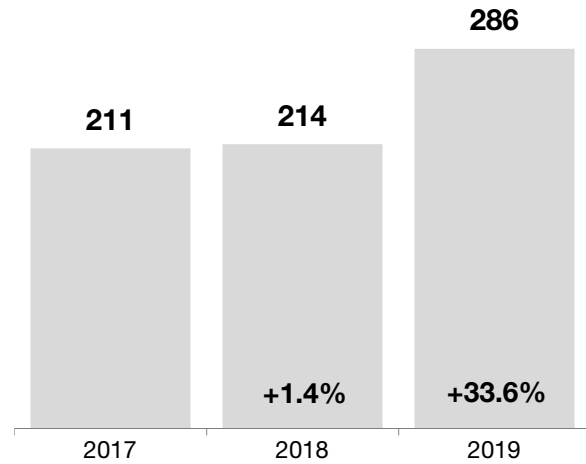


Pending Sales

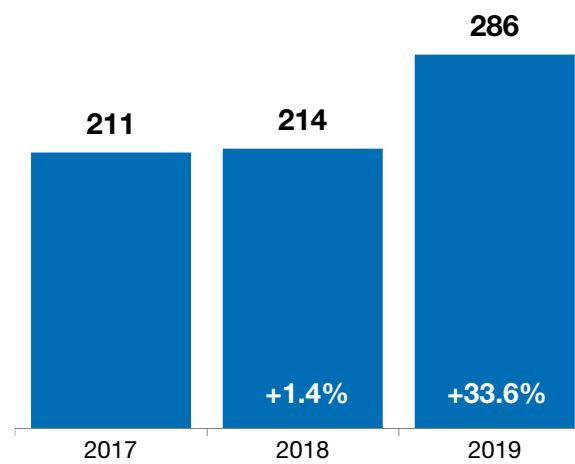
A count of the properties on which contracts have been accepted in a given month.



January

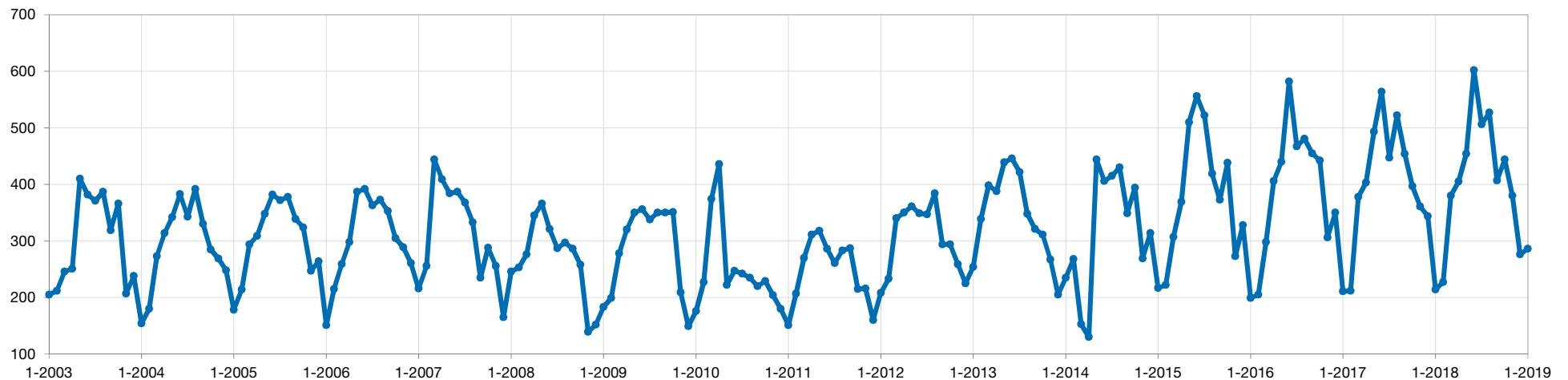


Year to Date



Month	Prior Year	Current Year	+ / -
February 2018	212	227	+7.1%
March 2018	378	380	+0.5%
April 2018	403	405	+0.5%
May 2018	493	454	-7.9%
June 2018	564	602	+6.7%
July 2018	447	506	+13.2%
August 2018	522	527	+1.0%
September 2018	454	407	-10.4%
October 2018	397	444	+11.8%
November 2018	361	380	+5.3%
December 2018	344	276	-19.8%
January 2019	214	286	+33.6%
12-Month Avg	399	408	+2.2%

Historical Pending Sales Activity

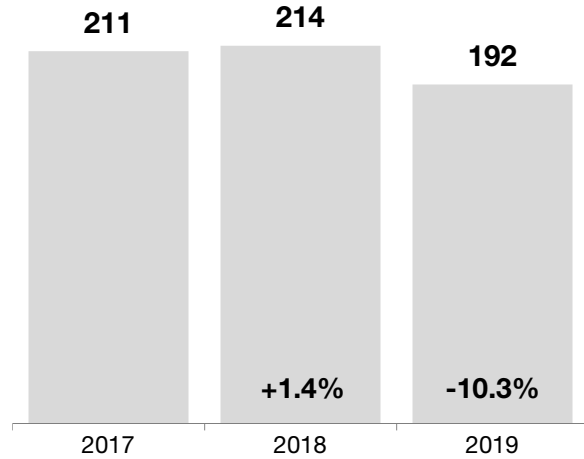


Closed Sales

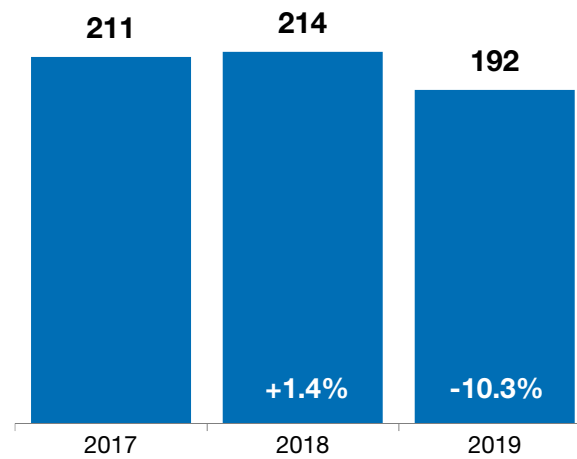
A count of the actual sales that have closed in a given month.



January

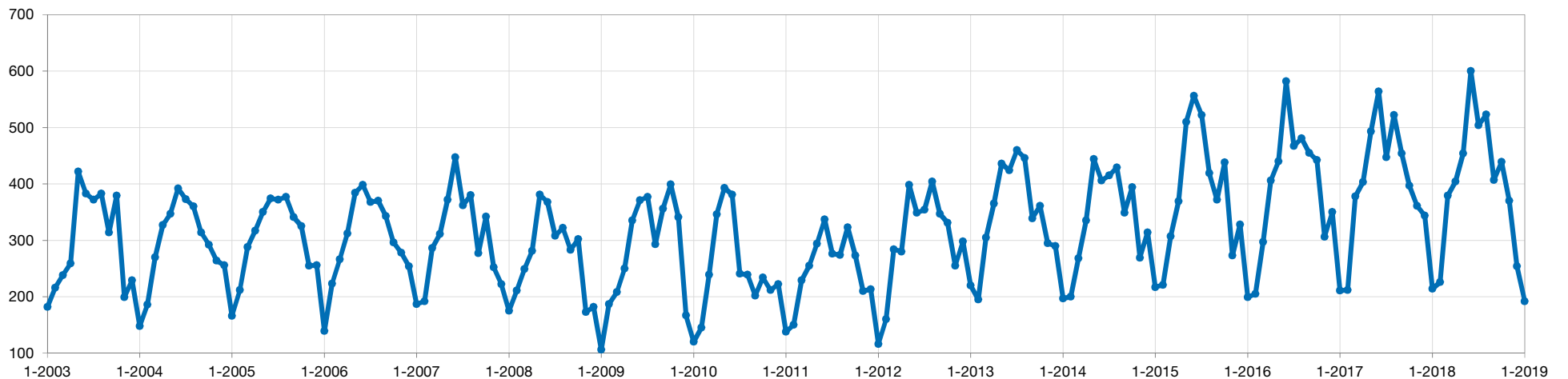


Year to Date



Month	Prior Year	Current Year	+ / -
February 2018	212	226	+6.6%
March 2018	378	379	+0.3%
April 2018	403	404	+0.2%
May 2018	493	454	-7.9%
June 2018	564	600	+6.4%
July 2018	447	504	+12.8%
August 2018	522	523	+0.2%
September 2018	454	407	-10.4%
October 2018	397	439	+10.6%
November 2018	361	370	+2.5%
December 2018	344	254	-26.2%
January 2019	214	192	-10.3%
12-Month Avg	399	396	-1.3%

Historical Closed Sales Activity

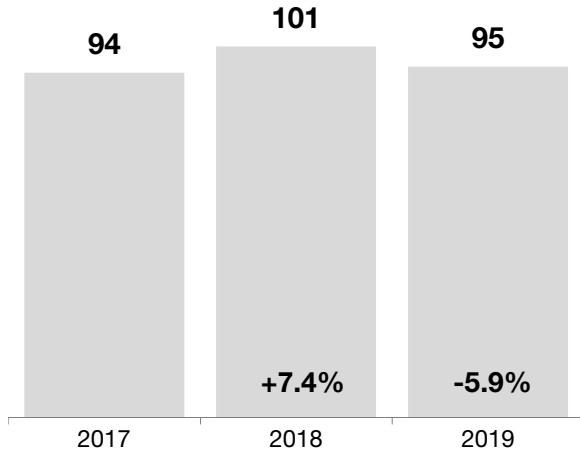


Days on Market Until Sale

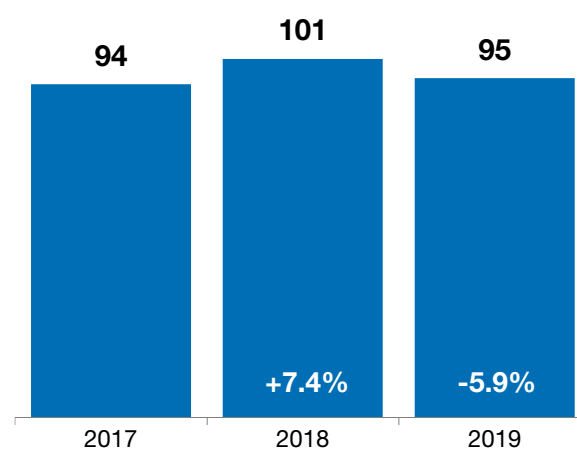
Average number of days between when a property is first listed and when a property is closed in a given month.



January

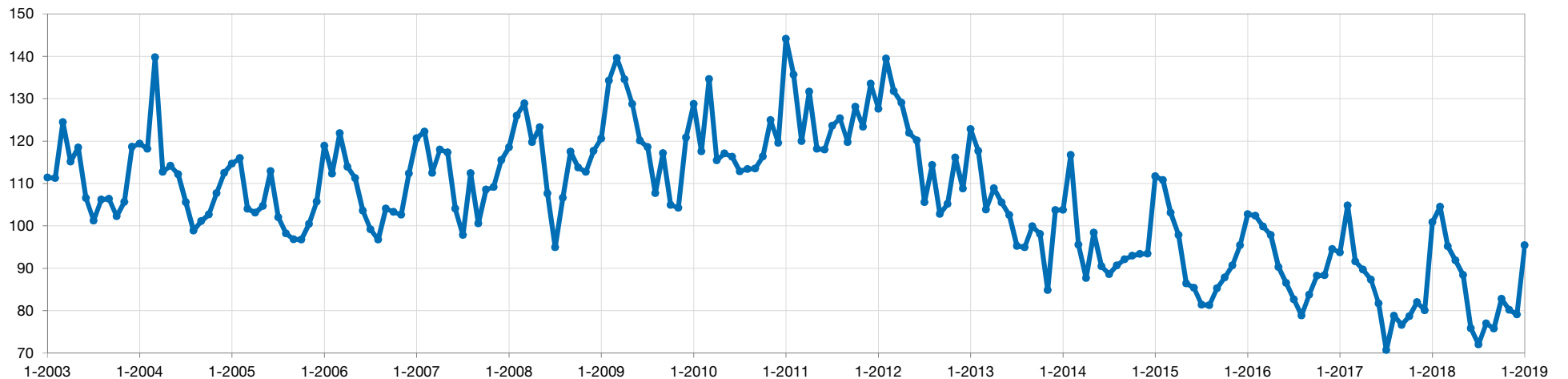


Year to Date



Month	Prior Year	Current Year	+ / -
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	77	-2.5%
September 2018	77	76	-1.3%
October 2018	79	83	+5.1%
November 2018	82	80	-2.4%
December 2018	80	79	-1.3%
January 2019	101	95	-5.9%
12-Month Avg	83	83	0.0%

Historical Days on Market Until Sale

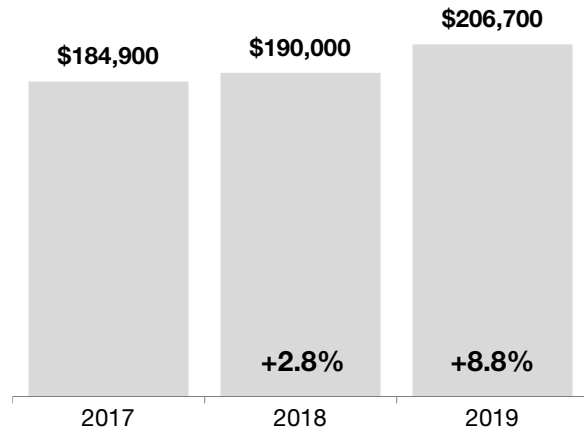


Median Sales Price

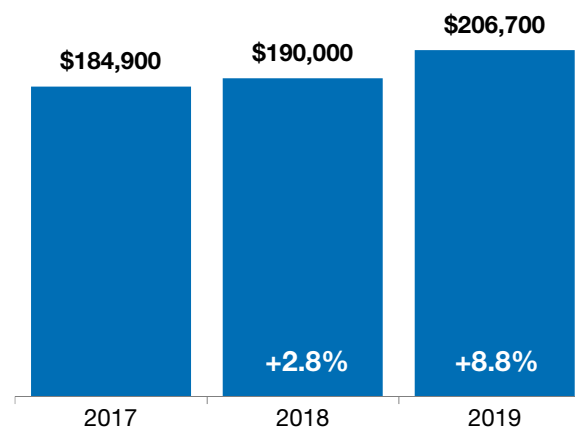
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



Month	Prior Year	Current Year	+ / -
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%
October 2018	\$189,900	\$207,000	+9.0%
November 2018	\$188,980	\$193,750	+2.5%
December 2018	\$190,000	\$194,950	+2.6%
January 2019	\$190,000	\$206,700	+8.8%
12-Month Med	\$190,450	\$204,500	+7.4%

Historical Median Sales Price

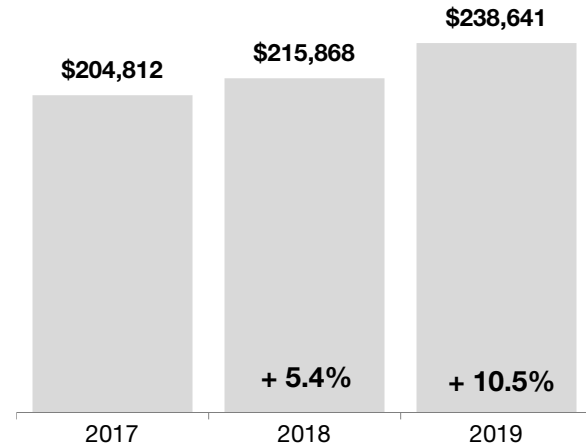


Average Sales Price

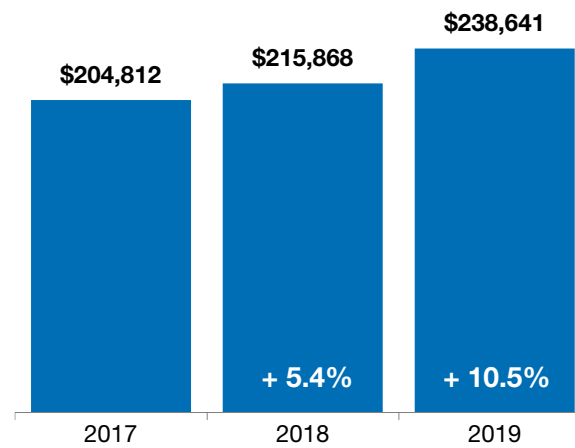
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

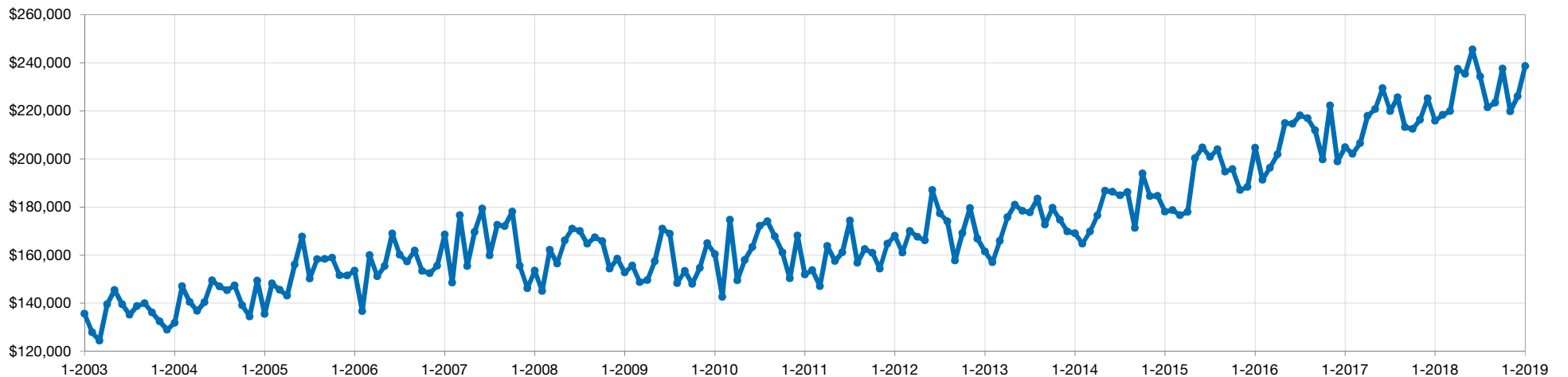


Year to Date



Month	Prior Year	Current Year	+ / -
February 2018	\$202,122	\$218,283	+8.0%
March 2018	\$206,523	\$219,877	+6.5%
April 2018	\$217,796	\$237,417	+9.0%
May 2018	\$220,735	\$235,308	+6.6%
June 2018	\$229,404	\$245,454	+7.0%
July 2018	\$219,869	\$234,279	+6.6%
August 2018	\$225,563	\$221,406	-1.8%
September 2018	\$213,186	\$223,318	+4.8%
October 2018	\$212,421	\$237,514	+11.8%
November 2018	\$216,254	\$219,791	+1.6%
December 2018	\$225,164	\$225,958	+0.4%
January 2019	\$215,868	\$238,641	+10.5%
12-Month Avg	\$218,367	\$230,692	+5.6%

Historical Average Sales Price



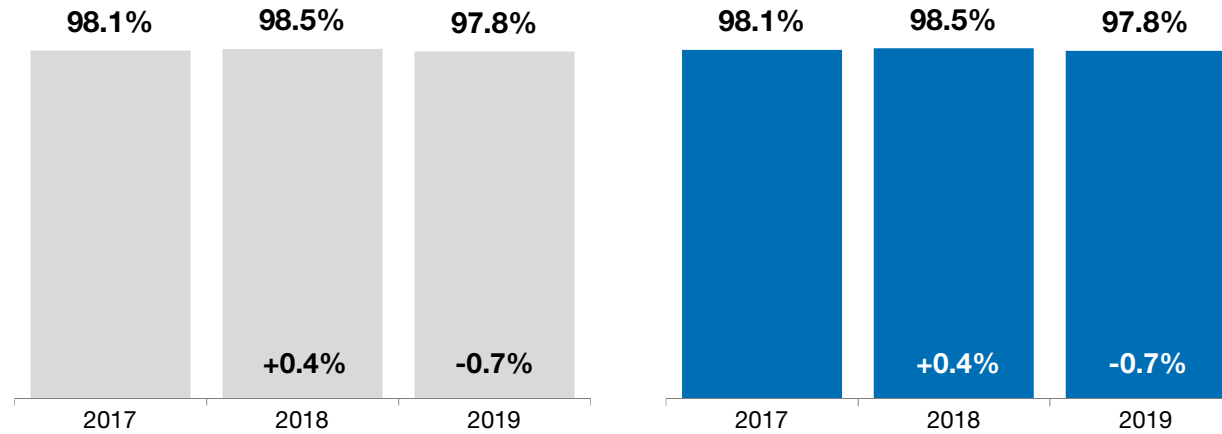
Percent of Original List Price Received

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.



January

Year to Date



Month	Prior Year	Current Year	+ / -
February 2018	97.5%	98.2%	+0.7%
March 2018	98.9%	98.4%	-0.5%
April 2018	98.7%	99.2%	+0.5%
May 2018	99.3%	99.3%	0.0%
June 2018	99.4%	99.6%	+0.2%
July 2018	99.5%	98.9%	-0.6%
August 2018	98.4%	99.0%	+0.6%
September 2018	98.9%	98.9%	0.0%
October 2018	99.0%	98.7%	-0.3%
November 2018	98.2%	98.7%	+0.5%
December 2018	97.9%	98.2%	+0.3%
January 2019	98.5%	97.8%	-0.7%
12-Month Avg	98.8%	98.9%	+0.1%

Historical Percent of Original List Price Received



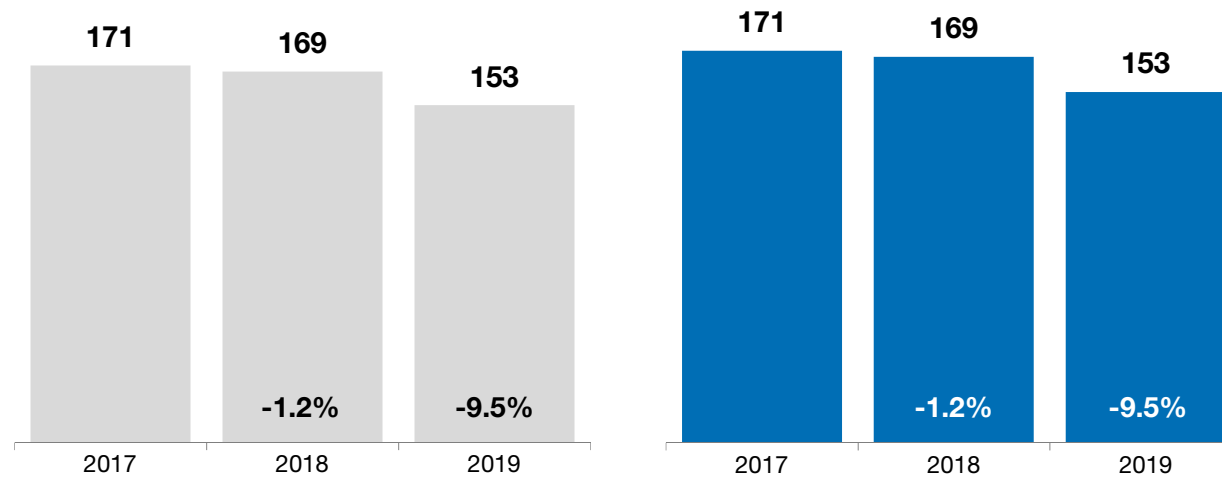
Housing Affordability Index

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.**



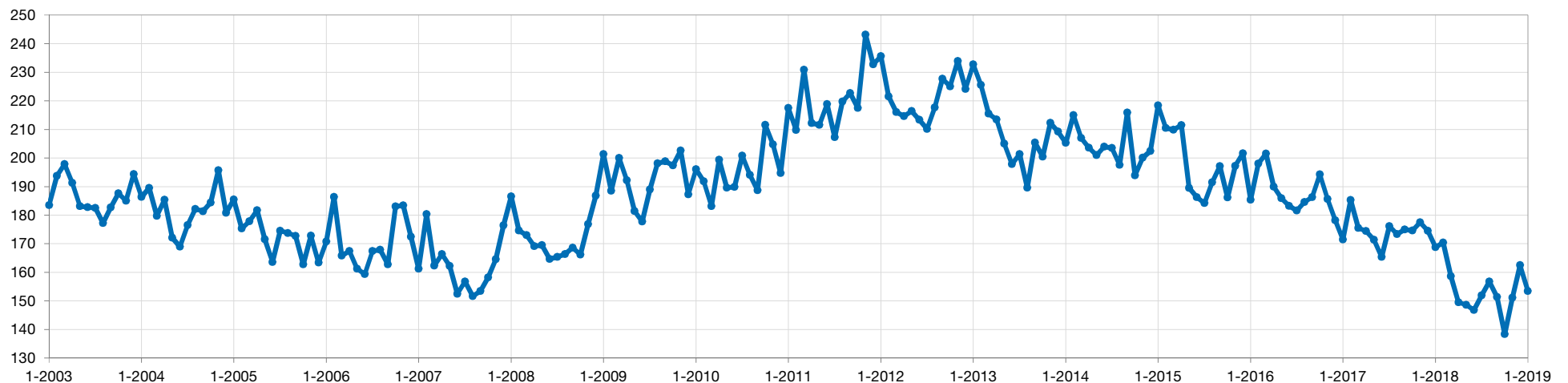
January

Year to Date



Month	Prior Year	Current Year	+ / -
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%
October 2018	175	138	-21.1%
November 2018	177	151	-14.7%
December 2018	175	162	-7.4%
January 2019	169	153	-9.5%
12-Month Avg	174	153	-12.1%

Historical Housing Affordability Index

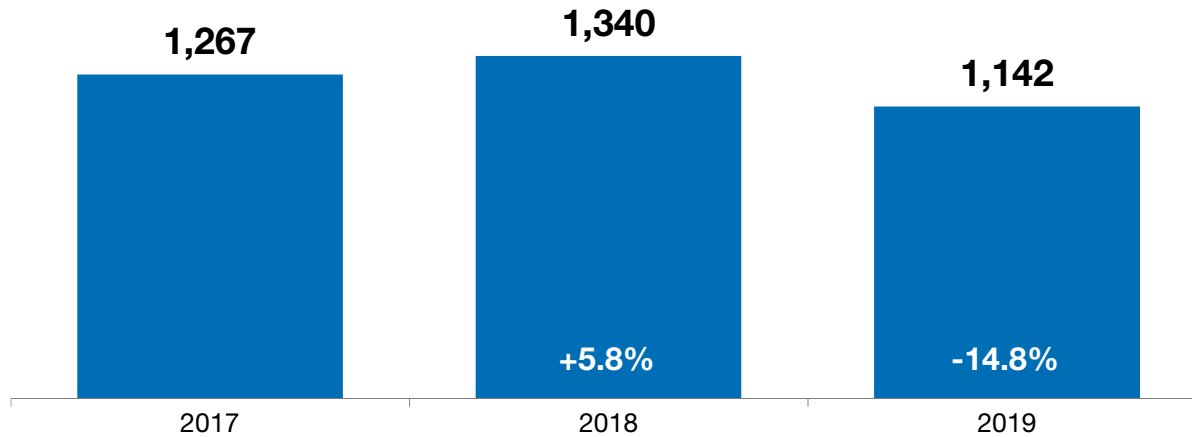


Inventory of Homes for Sale

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

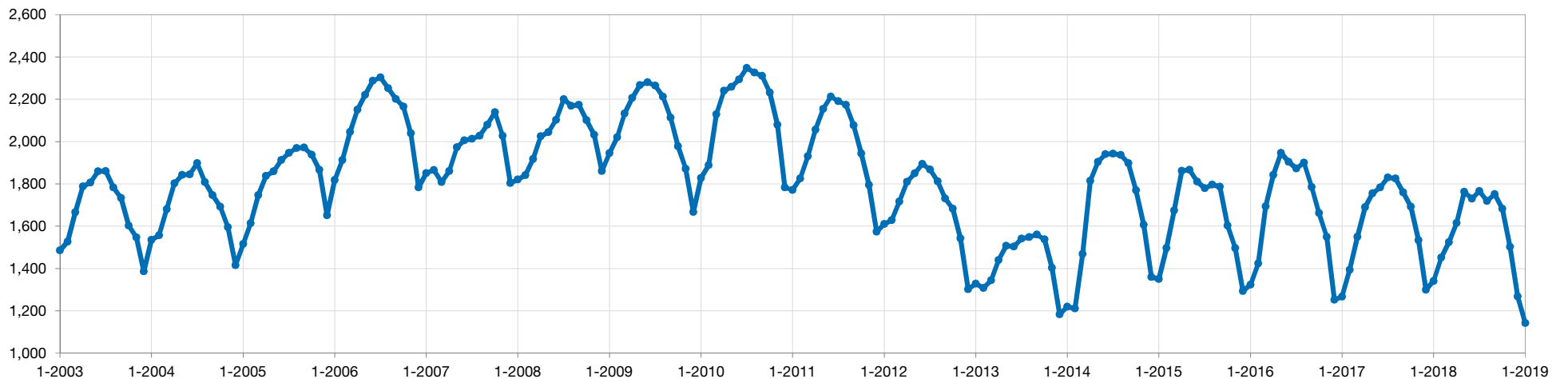


January



Month	Prior Year	Current Year	+ / -
February 2018	1,394	1,452	+4.2%
March 2018	1,550	1,524	-1.7%
April 2018	1,690	1,615	-4.4%
May 2018	1,755	1,762	+0.4%
June 2018	1,783	1,730	-3.0%
July 2018	1,830	1,766	-3.5%
August 2018	1,825	1,719	-5.8%
September 2018	1,760	1,752	-0.5%
October 2018	1,693	1,683	-0.6%
November 2018	1,534	1,503	-2.0%
December 2018	1,299	1,268	-2.4%
January 2019	1,340	1,142	-14.8%
12-Month Avg	1,621	1,576	-2.8%

Historical Inventory of Homes for Sale

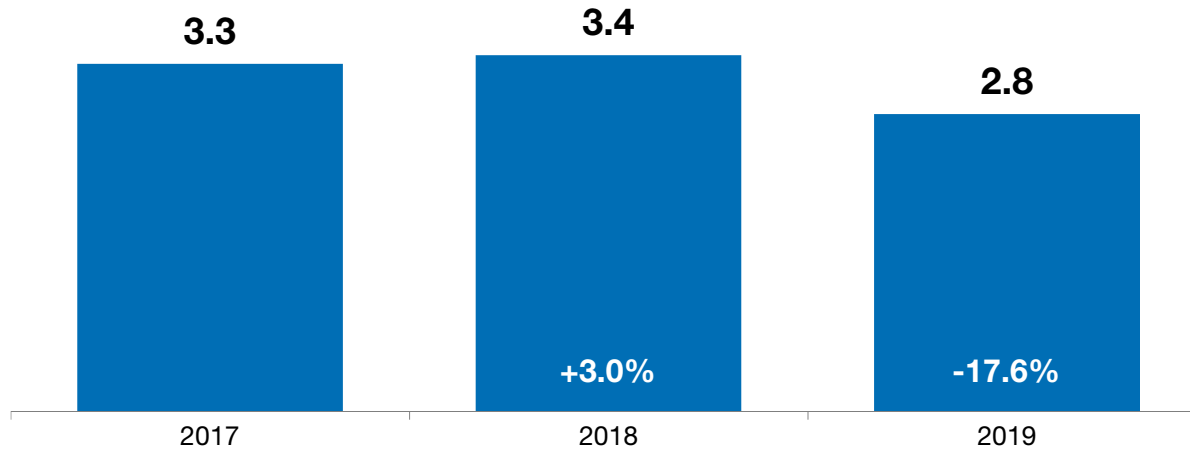


Months Supply of Homes for Sale

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.

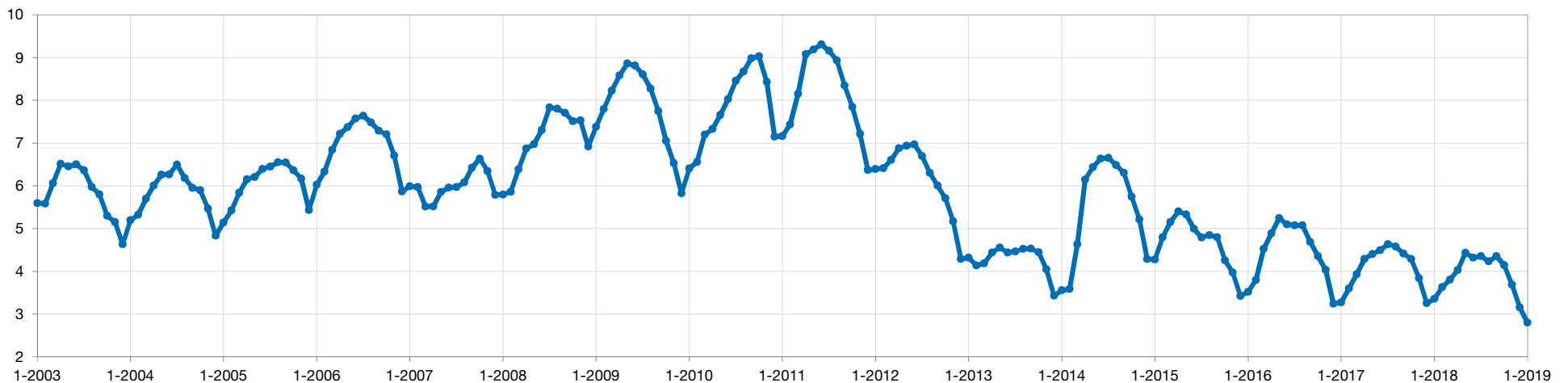


January



Month	Prior Year	Current Year	+ / -
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	4.3	-4.4%
July 2018	4.6	4.4	-4.3%
August 2018	4.6	4.2	-8.7%
September 2018	4.4	4.4	0.0%
October 2018	4.3	4.1	-4.7%
November 2018	3.8	3.7	-2.6%
December 2018	3.3	3.2	-3.0%
January 2019	3.4	2.8	-17.6%
12-Month Avg	4.1	3.9	-4.9%

Historical Months Supply of Homes for Sale

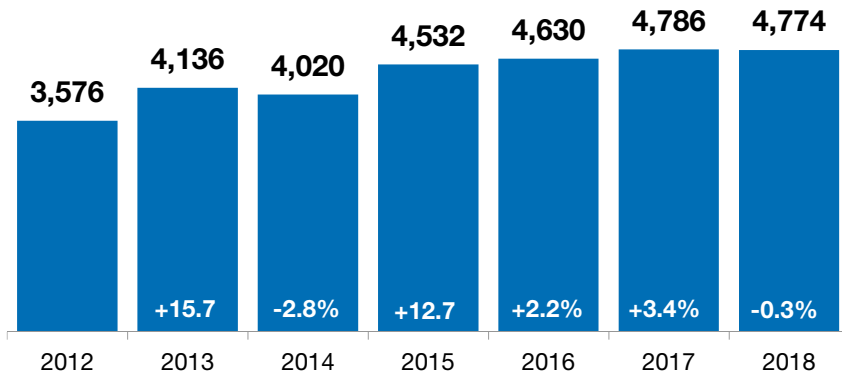


Annual Review

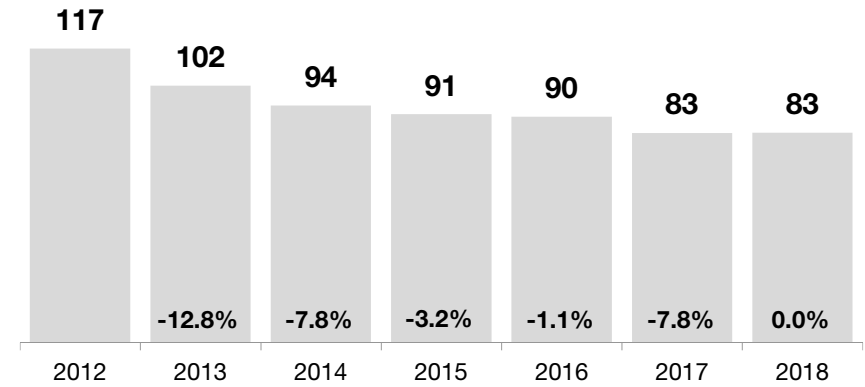
Historical look at key market metrics for the overall region.



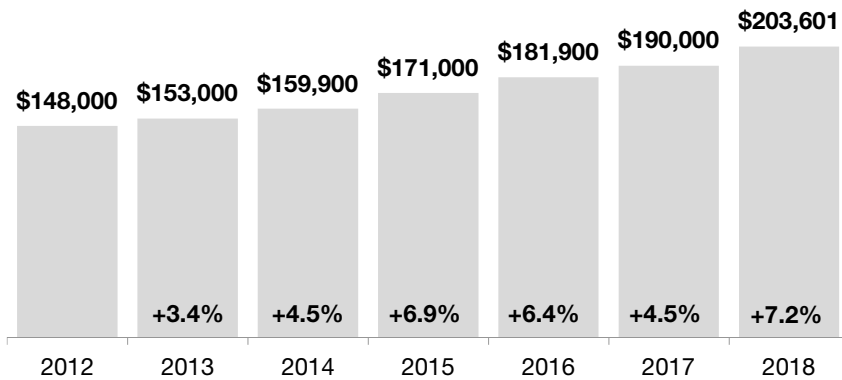
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

