

Monthly Indicators



August 2019

As the summer draws to a close, multiple opposing factors and trends are competing to define the direction of the real estate market. After the Federal Reserve lowered its benchmark interest rate on July 31, 30-year mortgage rates continued to decline, approaching all-time lows last seen in 2016. Yet most experts agree these reductions are unlikely to bring sufficient relief, at least in the short term, for first-time home buyers. The lack of affordable inventory and the persistence of historically high housing prices continue to affect the housing market, leading to lower-than-expected existing home sales at the national level.

New Listings in the Sioux Falls region increased 1.2 percent to 679. Pending Sales were up 26.9 percent to 665. Inventory levels fell 4.8 percent to 1,656 units.

Prices continued to gain traction. The Median Sales Price increased 8.5 percent to \$216,900. Days on Market was down 1.3 percent to 76 days. Sellers were encouraged as Months Supply of Homes for Sale was down 4.7 percent to 4.1 months.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

Quick Facts

- 5.2%

Change in
Closed Sales

+ 8.5%

Change in
Median Sales Price

- 4.8%

Change in
Inventory

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Market Overview

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



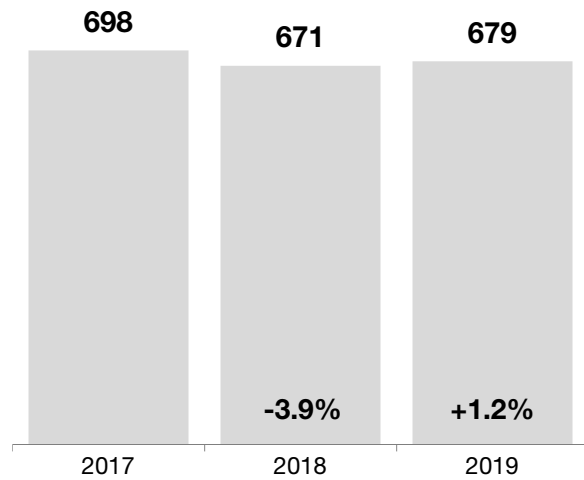
Key Metrics	Historical Sparklines	8-2018	8-2019	+ / -	YTD 2018	YTD 2019	+ / -
New Listings		671	679	+ 1.2%	4,880	5,174	+ 6.0%
Pending Sales		524	665	+ 26.9%	3,307	3,373	+ 2.0%
Closed Sales		524	497	- 5.2%	3,306	3,102	- 6.2%
Days on Market Until Sale		77	76	- 1.3%	85	83	- 2.4%
Median Sales Price		\$199,900	\$216,900	+ 8.5%	\$205,000	\$214,000	+ 4.4%
Average Sales Price		\$221,259	\$256,562	+ 16.0%	\$230,796	\$244,332	+ 5.9%
Percent of Original List Price Received		99.0%	98.4%	- 0.6%	99.0%	98.7%	- 0.3%
Housing Affordability Index		157	161	+ 2.5%	153	163	+ 6.5%
Inventory of Homes for Sale		1,739	1,656	- 4.8%	--	--	--
Months Supply of Homes for Sale		4.3	4.1	- 4.7%	--	--	--

New Listings

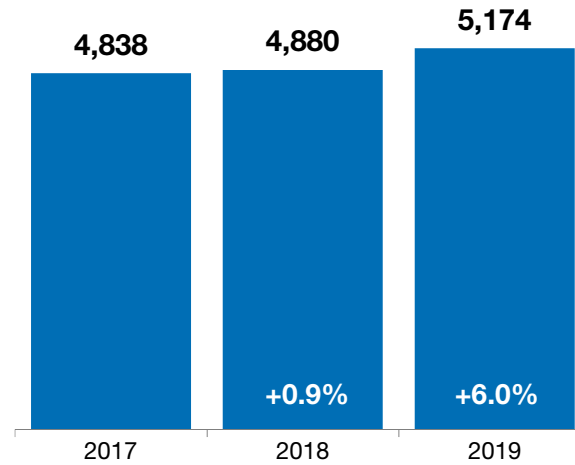
A count of the properties that have been newly listed on the market in a given month.



August

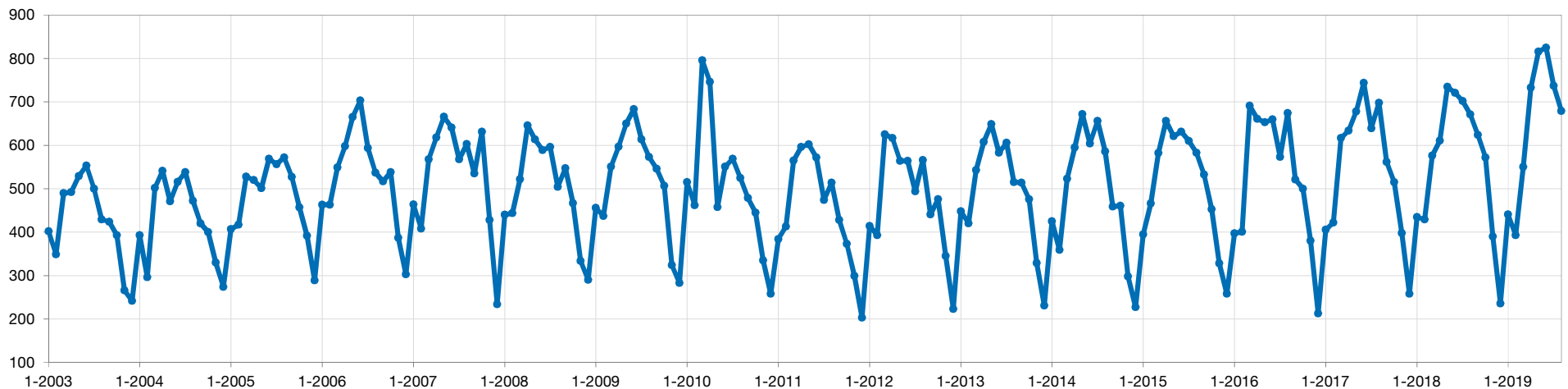


Year to Date



Month	Prior Year	Current Year	+ / -
September 2018	562	624	+11.0%
October 2018	515	572	+11.1%
November 2018	398	390	-2.0%
December 2018	258	236	-8.5%
January 2019	435	441	+1.4%
February 2019	429	393	-8.4%
March 2019	576	550	-4.5%
April 2019	611	733	+20.0%
May 2019	735	816	+11.0%
June 2019	721	825	+14.4%
July 2019	702	737	+5.0%
August 2019	671	679	+1.2%
12-Month Avg	551	583	+5.8%

Historical New Listing Activity

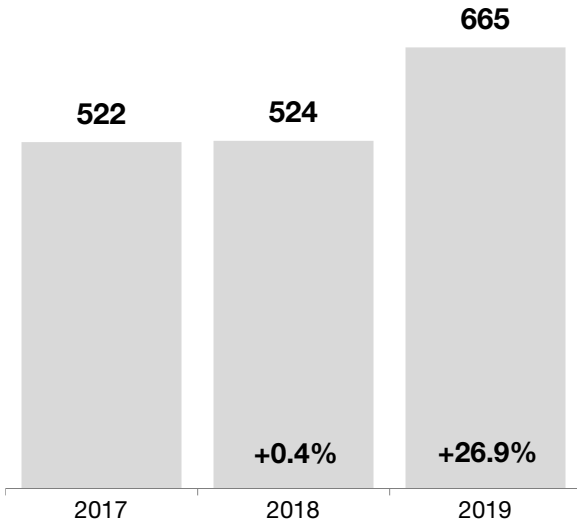


Pending Sales

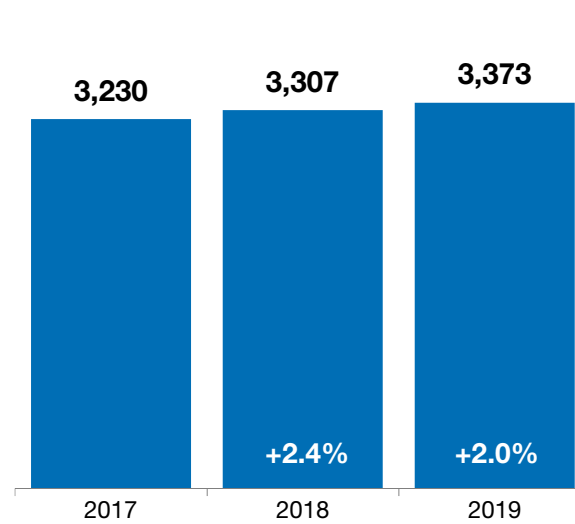
A count of the properties on which contracts have been accepted in a given month.



August

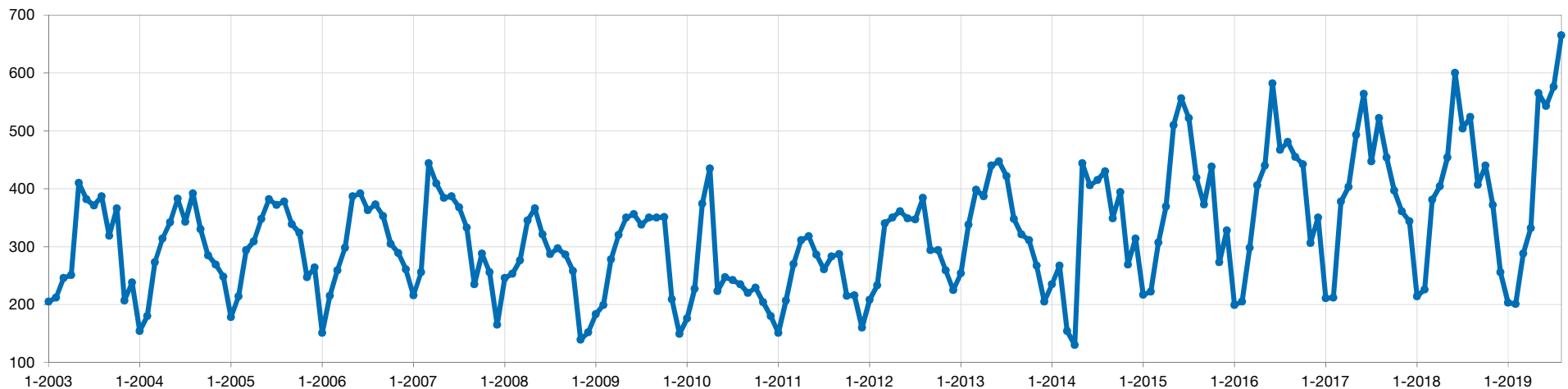


Year to Date



Month	Prior Year	Current Year	+ / -
September 2018	454	407	-10.4%
October 2018	397	440	+10.8%
November 2018	361	372	+3.0%
December 2018	344	256	-25.6%
January 2019	214	203	-5.1%
February 2019	226	201	-11.1%
March 2019	381	288	-24.4%
April 2019	404	332	-17.8%
May 2019	454	565	+24.4%
June 2019	600	543	-9.5%
July 2019	504	576	+14.3%
August 2019	524	665	+26.9%
12-Month Avg	405	404	-0.3%

Historical Pending Sales Activity

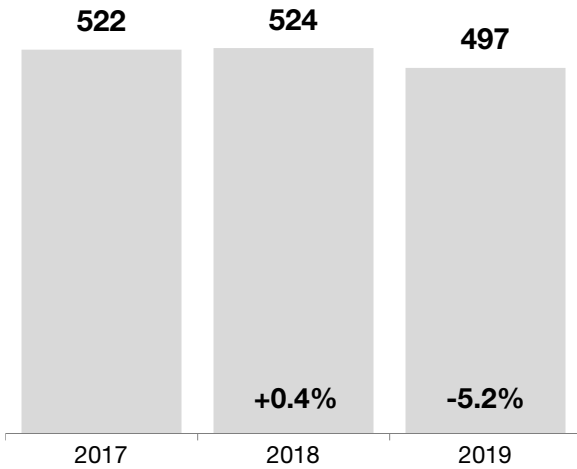


Closed Sales

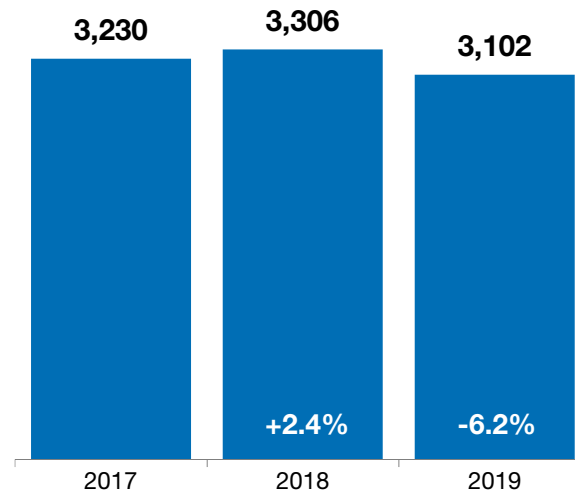
A count of the actual sales that have closed in a given month.



August

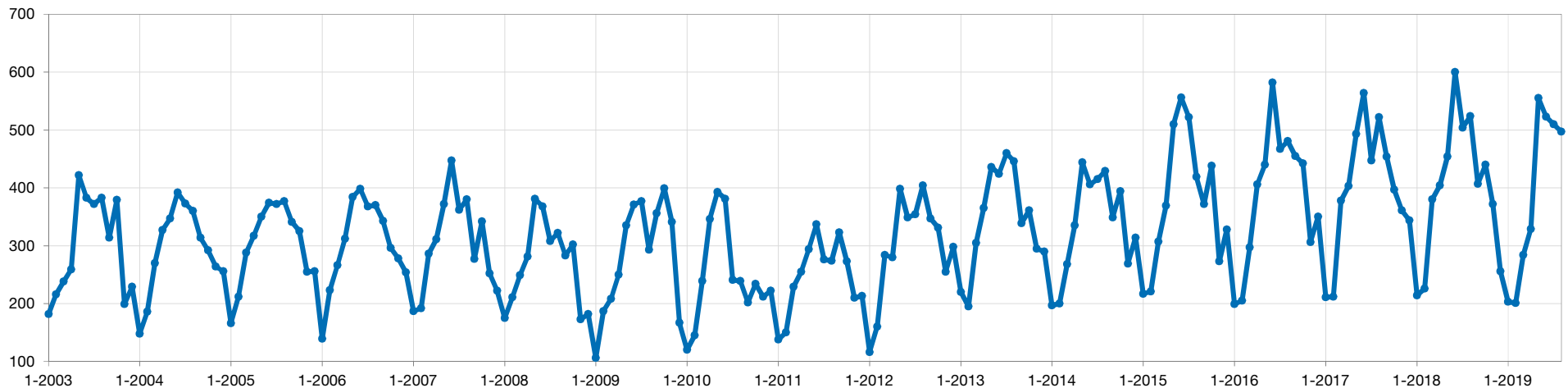


Year to Date



Month	Prior Year	Current Year	+ / -
September 2018	454	407	-10.4%
October 2018	397	440	+10.8%
November 2018	361	372	+3.0%
December 2018	344	256	-25.6%
January 2019	214	203	-5.1%
February 2019	226	201	-11.1%
March 2019	380	284	-25.3%
April 2019	404	329	-18.6%
May 2019	454	555	+22.2%
June 2019	600	523	-12.8%
July 2019	504	510	+1.2%
August 2019	524	497	-5.2%
12-Month Avg	405	381	-6.4%

Historical Closed Sales Activity

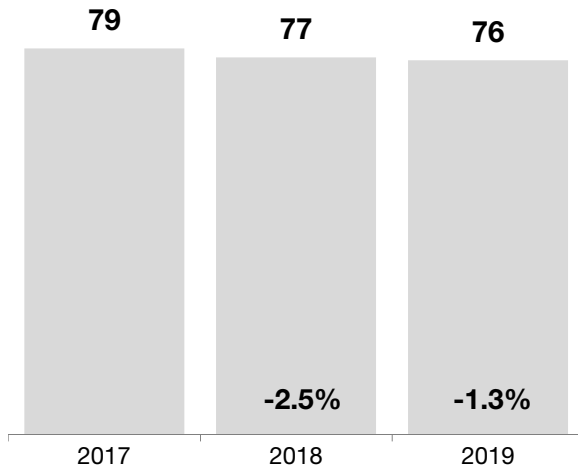


Days on Market Until Sale

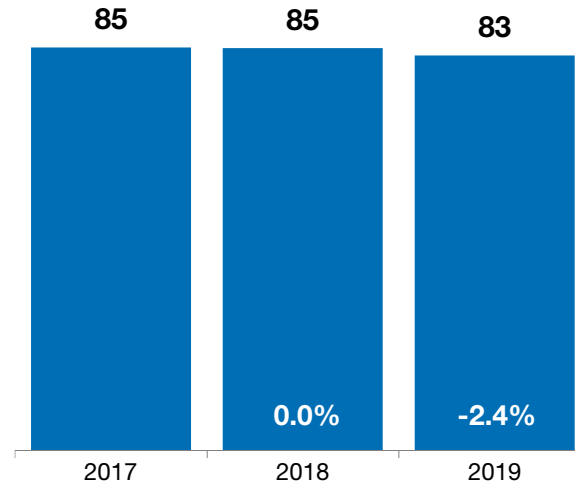
Average number of days between when a property is first listed and when a property is closed in a given month.



August

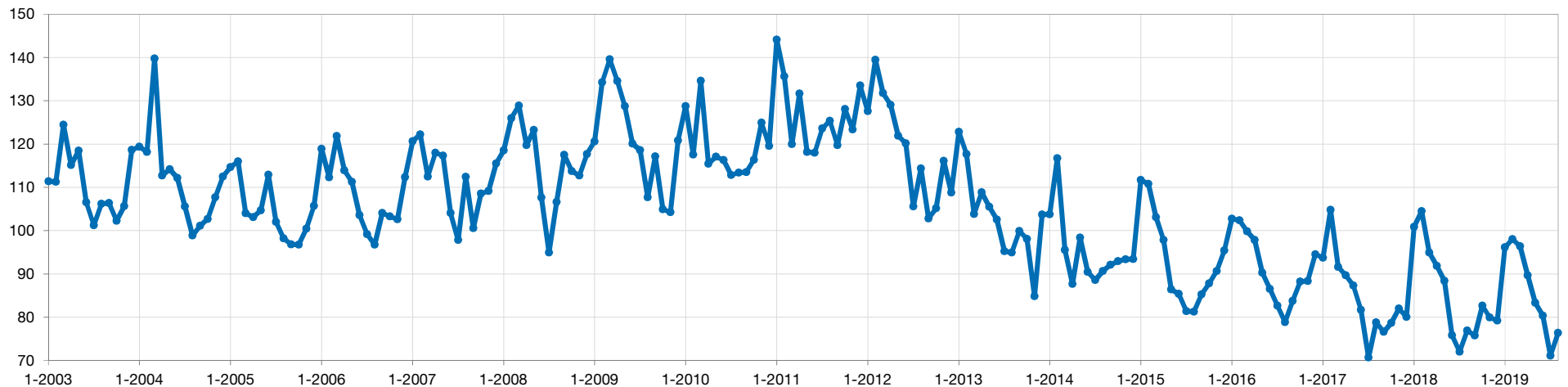


Year to Date



Month	Prior Year	Current Year	+ / -
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	96	-5.0%
February 2019	105	98	-6.7%
March 2019	95	96	+1.1%
April 2019	92	90	-2.2%
May 2019	88	83	-5.7%
June 2019	76	80	+5.3%
July 2019	72	71	-1.4%
August 2019	77	76	-1.3%
12-Month Avg	83	82	-1.2%

Historical Days on Market Until Sale

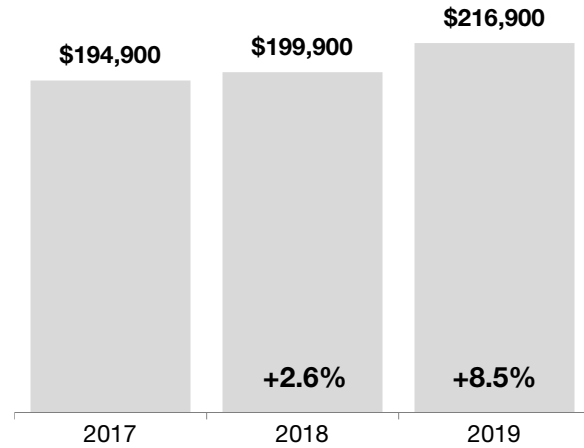


Median Sales Price

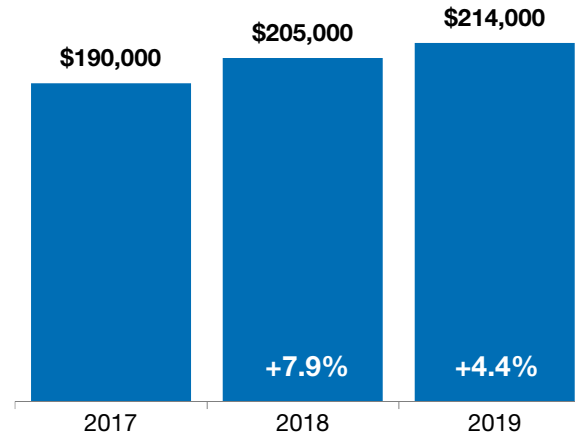
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date



Month	Prior Year	Current Year	+ / -
September 2018	\$192,950	\$200,250	+3.8%
October 2018	\$189,900	\$207,500	+9.3%
November 2018	\$188,980	\$193,750	+2.5%
December 2018	\$190,000	\$194,950	+2.6%
January 2019	\$190,000	\$204,700	+7.7%
February 2019	\$187,839	\$197,500	+5.1%
March 2019	\$200,500	\$195,900	-2.3%
April 2019	\$209,700	\$211,000	+0.6%
May 2019	\$211,000	\$210,000	-0.5%
June 2019	\$215,000	\$225,000	+4.7%
July 2019	\$208,000	\$225,000	+8.2%
August 2019	\$199,900	\$216,900	+8.5%
12-Month Med	\$199,900	\$210,000	+5.1%

Historical Median Sales Price

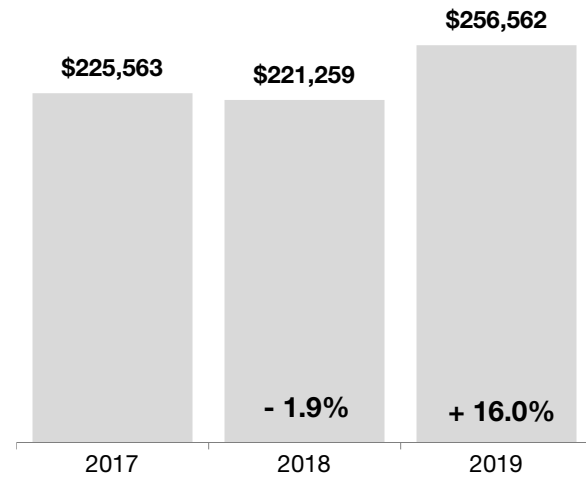


Average Sales Price

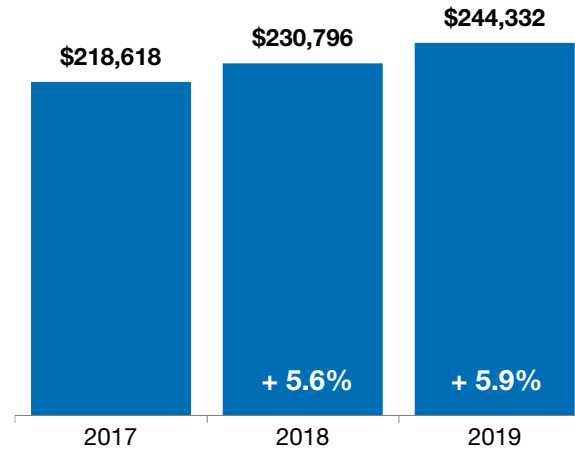
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

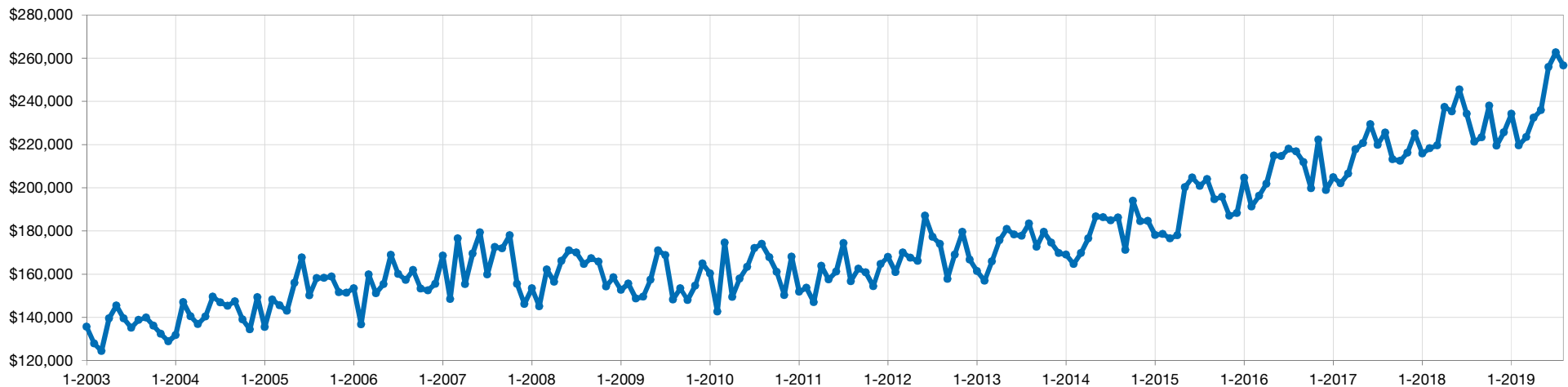


Year to Date



Month	Prior Year	Current Year	+ / -
September 2018	\$213,186	\$223,318	+4.8%
October 2018	\$212,421	\$237,940	+12.0%
November 2018	\$216,254	\$219,489	+1.5%
December 2018	\$225,164	\$225,657	+0.2%
January 2019	\$215,868	\$234,188	+8.5%
February 2019	\$218,283	\$219,659	+0.6%
March 2019	\$219,601	\$223,488	+1.8%
April 2019	\$237,417	\$232,423	-2.1%
May 2019	\$235,308	\$235,991	+0.3%
June 2019	\$245,454	\$255,908	+4.3%
July 2019	\$234,279	\$262,679	+12.1%
August 2019	\$221,259	\$256,562	+16.0%
12-Month Avg	\$226,175	\$238,782	+5.6%

Historical Average Sales Price



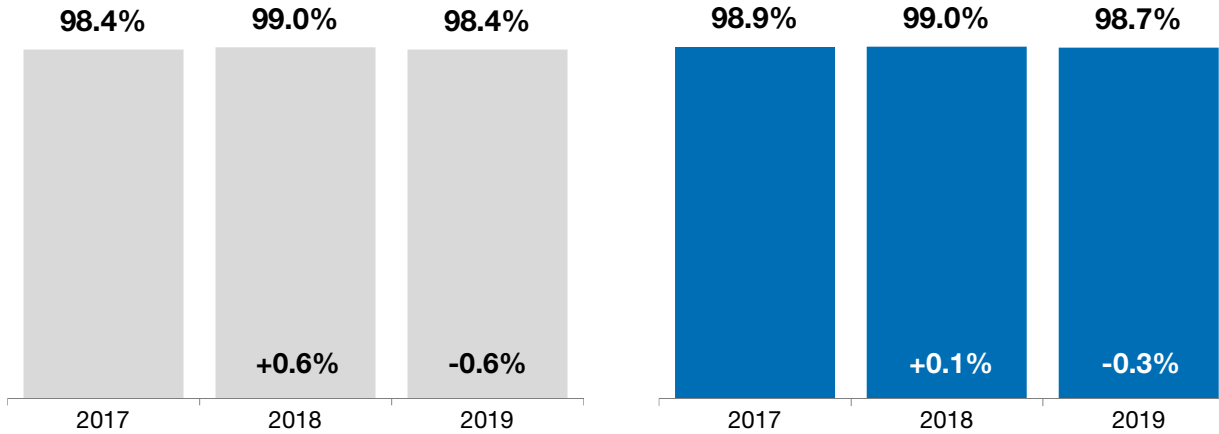
Percent of Original List Price Received

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.



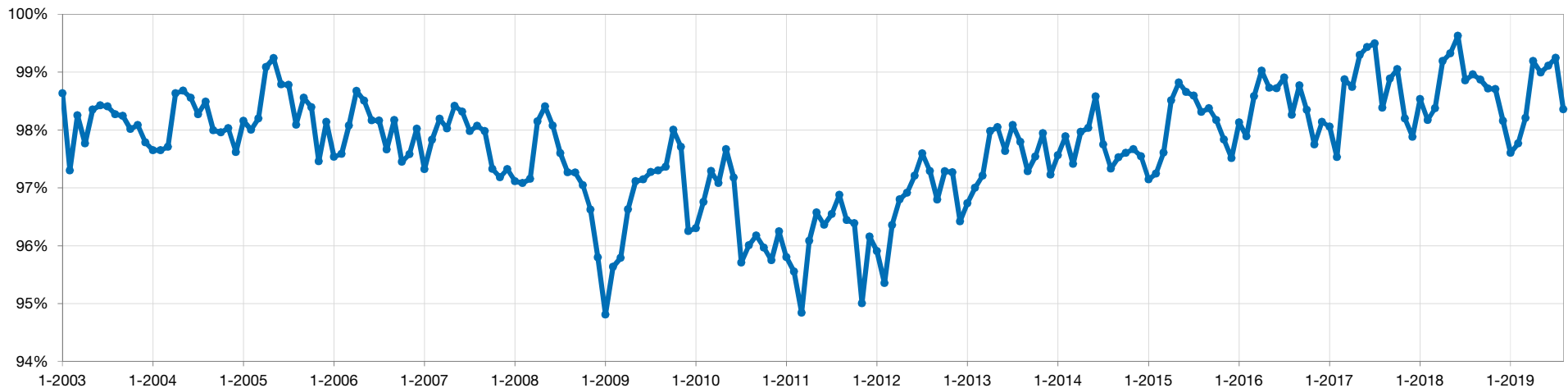
August

Year to Date



Month	Prior Year	Current Year	+ / -
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%	97.6%	-0.9%
February 2019	98.2%	97.8%	-0.4%
March 2019	98.4%	98.2%	-0.2%
April 2019	99.2%	99.2%	0.0%
May 2019	99.3%	99.0%	-0.3%
June 2019	99.6%	99.1%	-0.5%
July 2019	98.9%	99.2%	+0.3%
August 2019	99.0%	98.4%	-0.6%
12-Month Avg	98.9%	98.7%	-0.2%

Historical Percent of Original List Price Received

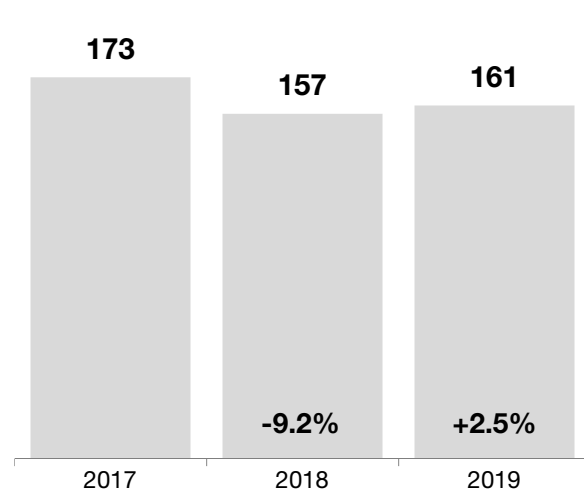


Housing Affordability Index

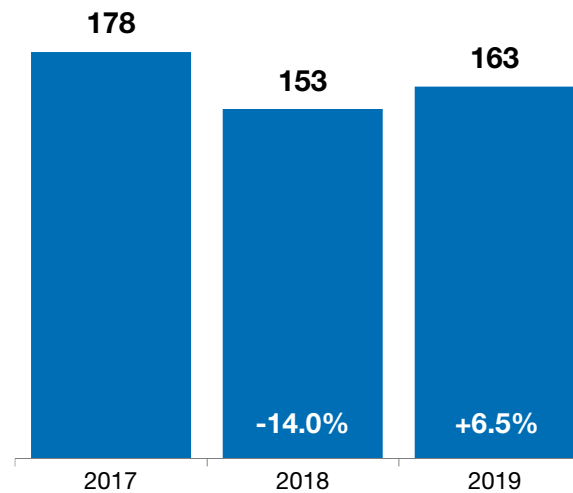
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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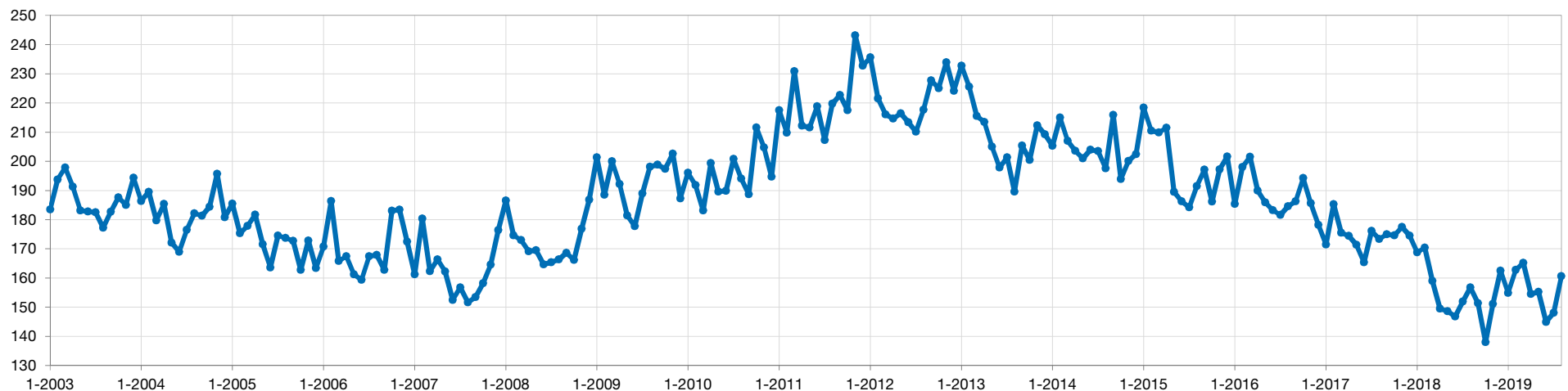


Year to Date



Month	Prior Year	Current Year	+ / -
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	155	-8.3%
February 2019	170	163	-4.1%
March 2019	159	165	+3.8%
April 2019	149	155	+4.0%
May 2019	149	155	+4.0%
June 2019	147	145	-1.4%
July 2019	152	148	-2.6%
August 2019	157	161	+2.5%
12-Month Avg	163	154	-5.5%

Historical Housing Affordability Index

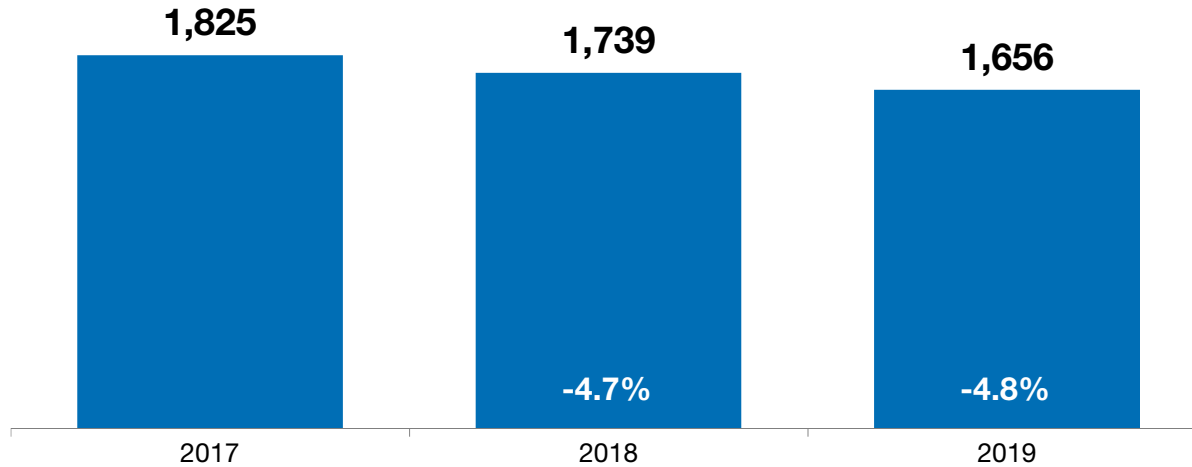


Inventory of Homes for Sale

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

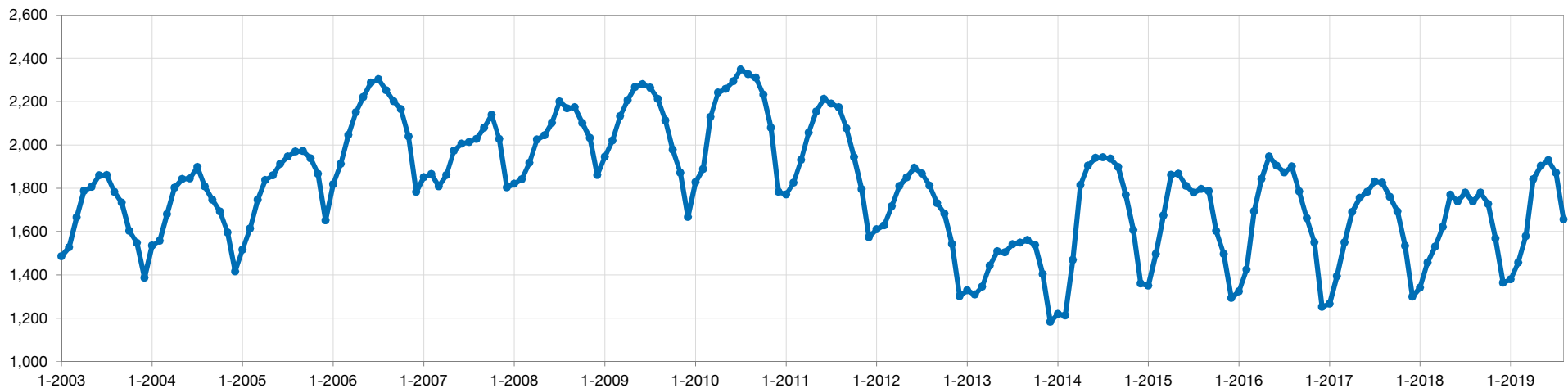


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Month	Prior Year	Current Year	+ / -
September 2018	1,760	1,779	+1.1%
October 2018	1,693	1,728	+2.1%
November 2018	1,534	1,568	+2.2%
December 2018	1,299	1,364	+5.0%
January 2019	1,340	1,379	+2.9%
February 2019	1,457	1,457	0.0%
March 2019	1,530	1,579	+3.2%
April 2019	1,621	1,841	+13.6%
May 2019	1,770	1,903	+7.5%
June 2019	1,740	1,929	+10.9%
July 2019	1,780	1,871	+5.1%
August 2019	1,739	1,656	-4.8%
12-Month Avg	1,605	1,671	+4.1%

Historical Inventory of Homes for Sale

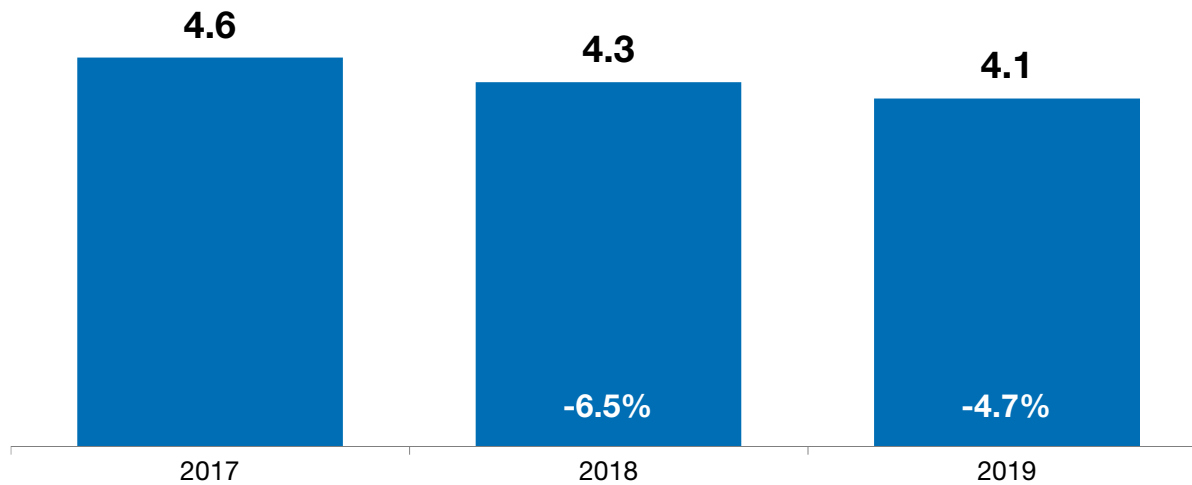


Months Supply of Homes for Sale

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.

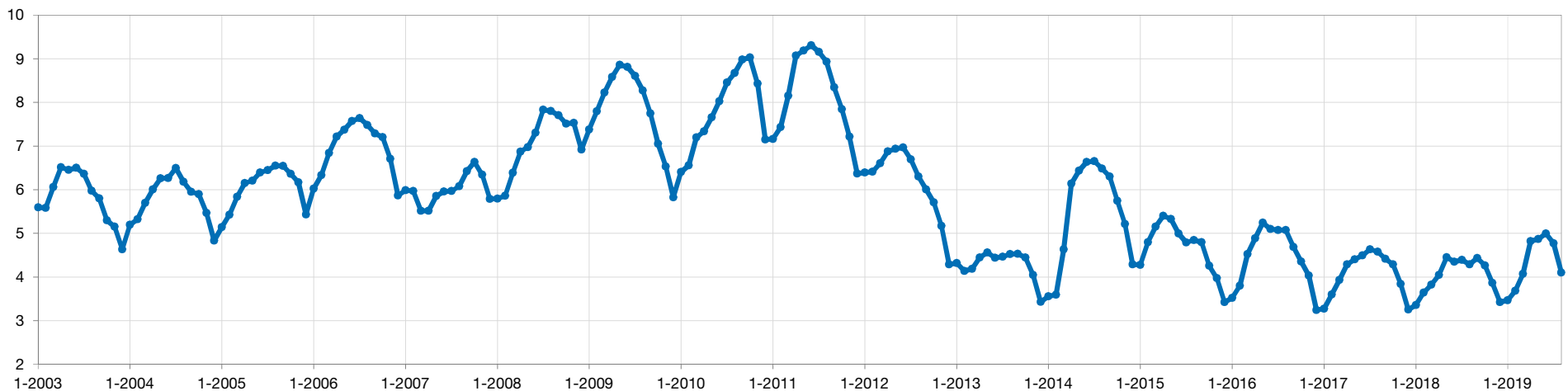


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Month	Prior Year	Current Year	+ / -
September 2018	4.4	4.4	0.0%
October 2018	4.3	4.3	0.0%
November 2018	3.8	3.9	+2.6%
December 2018	3.3	3.4	+3.0%
January 2019	3.4	3.5	+2.9%
February 2019	3.6	3.7	+2.8%
March 2019	3.8	4.1	+7.9%
April 2019	4.0	4.8	+20.0%
May 2019	4.5	4.9	+8.9%
June 2019	4.3	5.0	+16.3%
July 2019	4.4	4.8	+9.1%
August 2019	4.3	4.1	-4.7%
12-Month Avg	4.0	4.2	+5.0%

Historical Months Supply of Homes for Sale

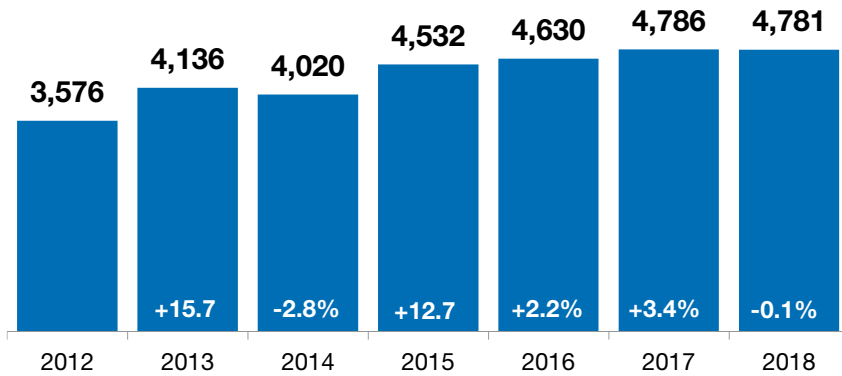


Annual Review

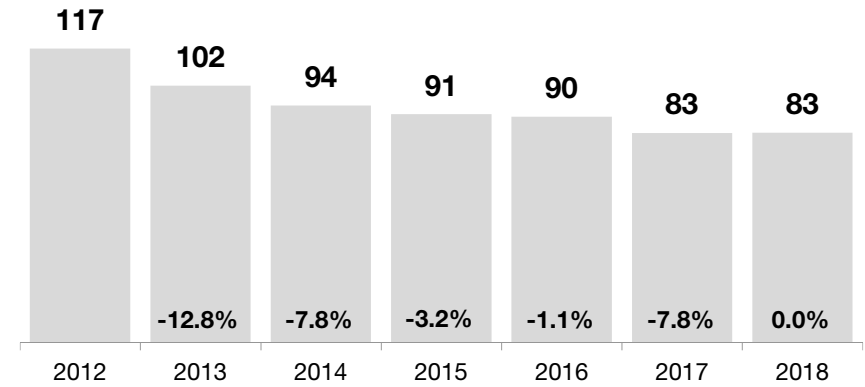
Historical look at key market metrics for the overall region.



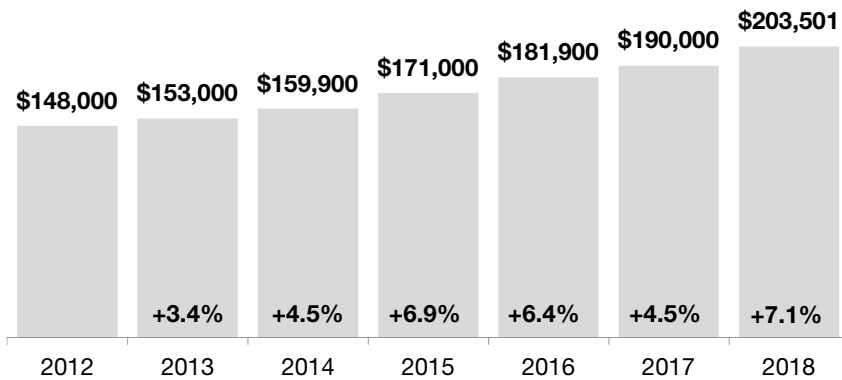
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

