



Monthly Indicators

September 2022

The U.S. real estate market continues to slow as we move into fall, as rising consumer prices and higher mortgage interest rates squeeze homebuyer budgets and cool activity. With inflation showing little sign of abating, the Federal Reserve implemented another 75-basis-point hike in September, marking the third such rate increase this year. The cost of borrowing has reached multi-year highs on everything from credit cards to auto loans in 2022 as mortgage interest rates topped 6% for the first time since 2008, causing existing home sales to decline for the seventh consecutive month.

New Listings in the Sioux Falls region increased 1.0 percent to 578. Pending Sales were up 9.4 percent to 571. Inventory levels fell 26.0 percent to 1,122 units.

Prices continued to gain traction. The Median Sales Price increased 11.7 percent to \$304,500. Days on Market was down 2.9 percent to 66 days. Sellers were encouraged as Months Supply of Homes for Sale was down 24.2 percent to 2.5 months.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continue to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

Quick Facts

- 17.9%	+ 11.7%	- 26.0%
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.



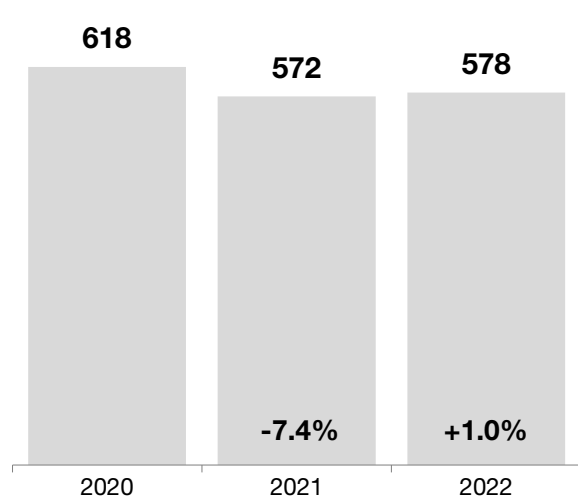
Key Metrics	Historical Sparklines	9-2021	9-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		572	578	+ 1.0%	5,175	5,011	- 3.2%
Pending Sales		522	571	+ 9.4%	4,025	3,849	- 4.4%
Closed Sales		515	423	- 17.9%	4,032	3,591	- 10.9%
Days on Market Until Sale		68	66	- 2.9%	76	71	- 6.6%
Median Sales Price		\$272,500	\$304,500	+ 11.7%	\$257,500	\$300,000	+ 16.5%
Average Sales Price		\$317,834	\$353,351	+ 11.2%	\$290,781	\$338,015	+ 16.2%
Percent of Original List Price Received		100.9%	100.3%	- 0.6%	101.0%	101.7%	+ 0.7%
Housing Affordability Index		132	86	- 34.8%	139	87	- 37.4%
Inventory of Homes for Sale		1,517	1,122	- 26.0%	--	--	--
Months Supply of Homes for Sale		3.3	2.5	- 24.2%	--	--	--

New Listings

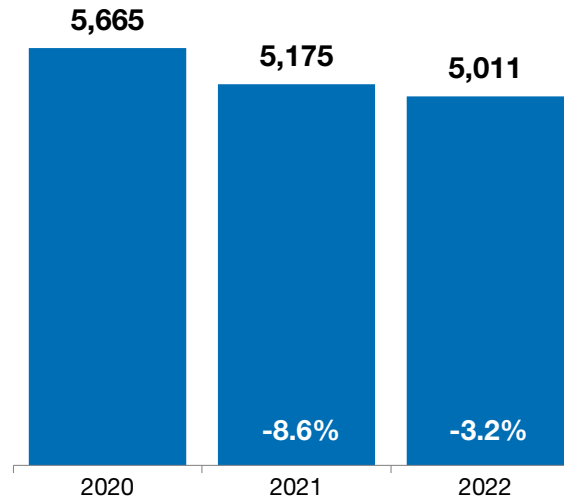
A count of the properties that have been newly listed on the market in a given month.



September

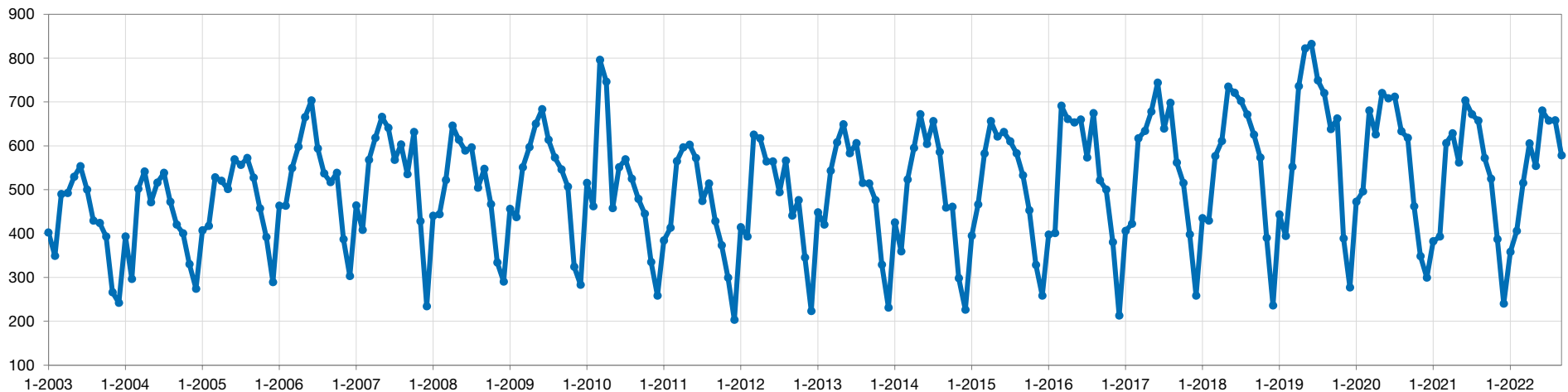


Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	462	525	+13.6%
November 2021	348	387	+11.2%
December 2021	299	240	-19.7%
January 2022	382	358	-6.3%
February 2022	393	406	+3.3%
March 2022	606	515	-15.0%
April 2022	628	605	-3.7%
May 2022	562	554	-1.4%
June 2022	703	680	-3.3%
July 2022	672	657	-2.2%
August 2022	657	658	+0.2%
September 2022	572	578	+1.0%
12-Month Avg	524	514	-1.9%

Historical New Listing Activity

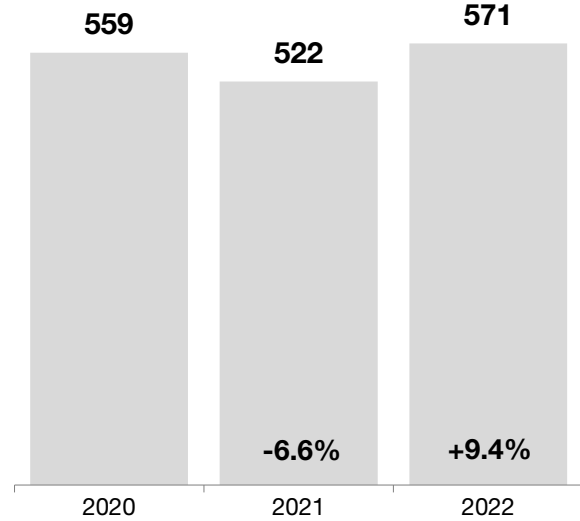


Pending Sales

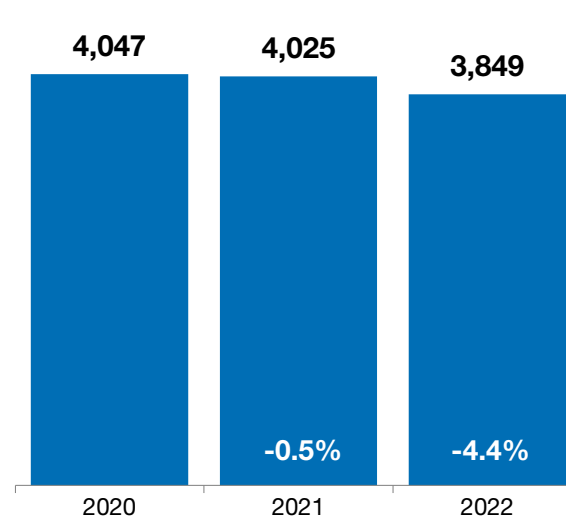
A count of the properties on which contracts have been accepted in a given month.



September

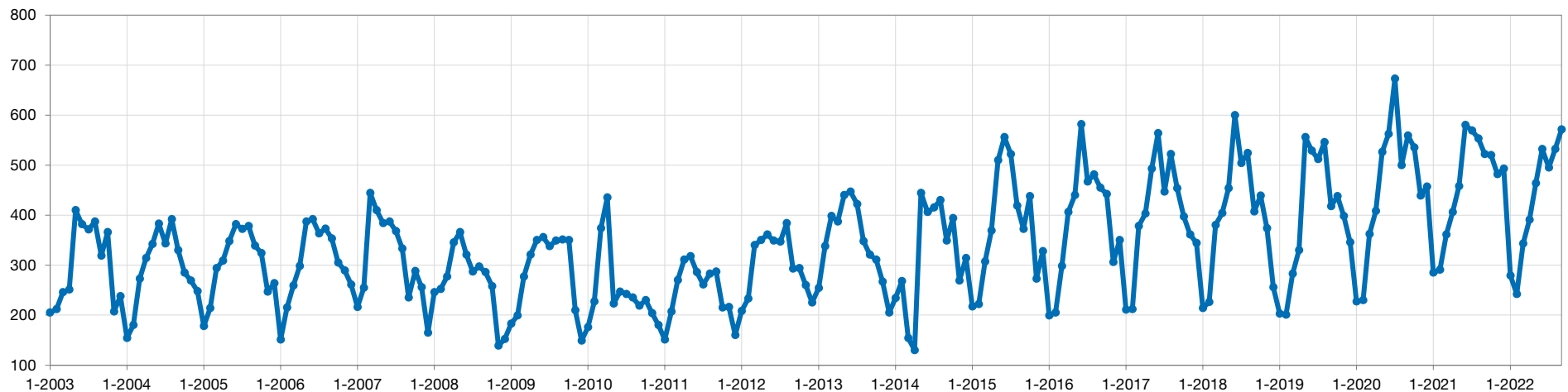


Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	535	520	-2.8%
November 2021	439	482	+9.8%
December 2021	457	493	+7.9%
January 2022	285	279	-2.1%
February 2022	291	242	-16.8%
March 2022	361	343	-5.0%
April 2022	406	391	-3.7%
May 2022	458	464	+1.3%
June 2022	580	532	-8.3%
July 2022	569	495	-13.0%
August 2022	553	532	-3.8%
September 2022	522	571	+9.4%
12-Month Avg	455	445	-2.1%

Historical Pending Sales Activity

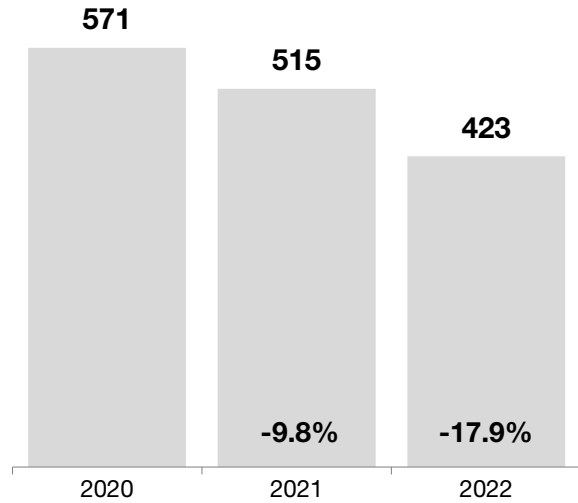


Closed Sales

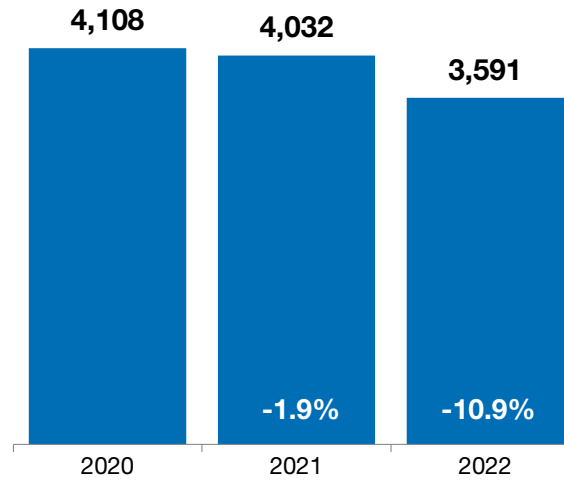
A count of the actual sales that have closed in a given month.



September

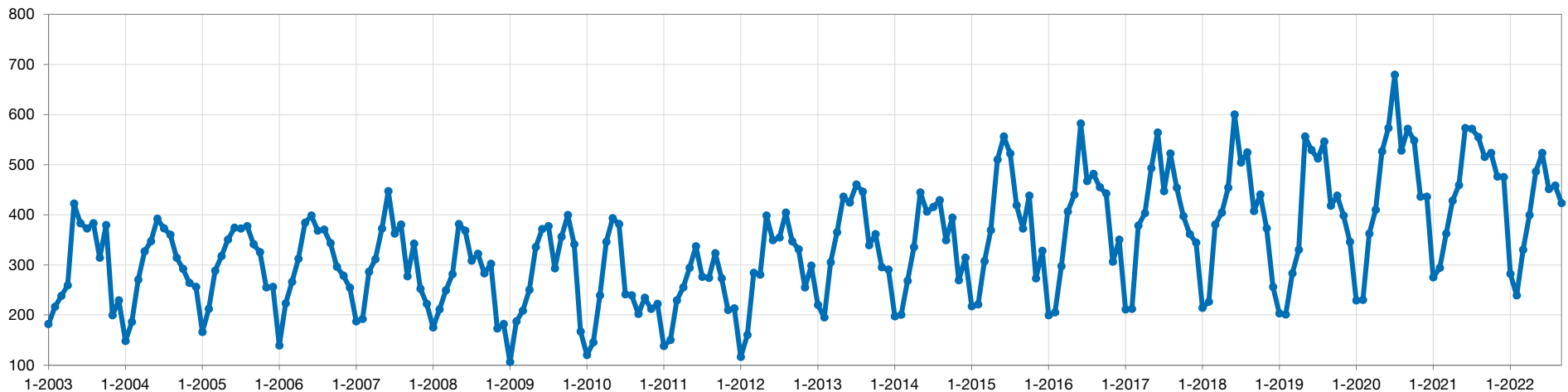


Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	548	523	-4.6%
November 2021	436	476	+9.2%
December 2021	436	475	+8.9%
January 2022	275	282	+2.5%
February 2022	294	239	-18.7%
March 2022	362	330	-8.8%
April 2022	428	399	-6.8%
May 2022	459	486	+5.9%
June 2022	573	523	-8.7%
July 2022	571	451	-21.0%
August 2022	555	458	-17.5%
September 2022	515	423	-17.9%
12-Month Avg	454	422	-6.5%

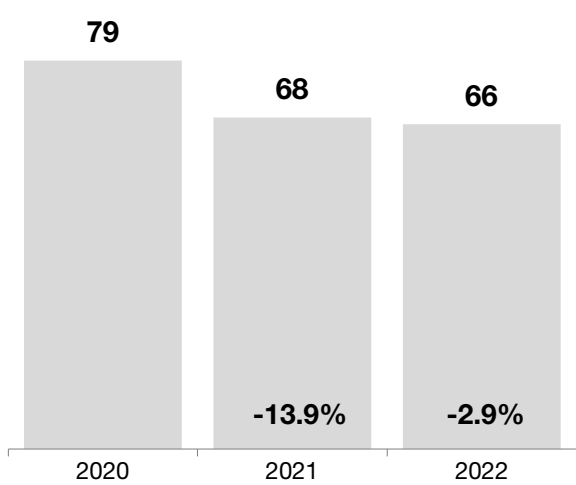
Historical Closed Sales Activity



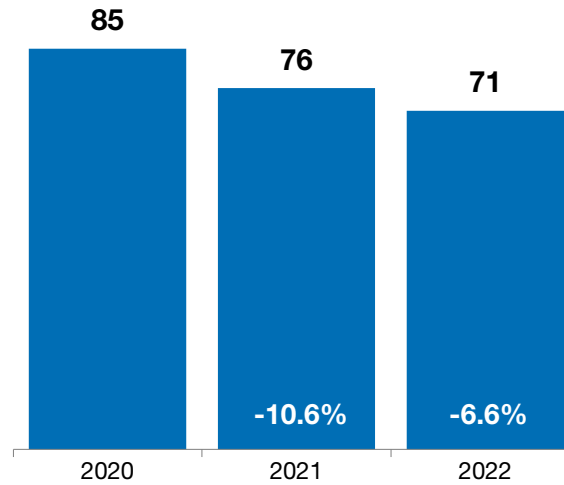
Days on Market Until Sale

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

September



Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	81	73	-9.9%
November 2021	78	76	-2.6%
December 2021	87	73	-16.1%
January 2022	91	88	-3.3%
February 2022	90	85	-5.6%
March 2022	88	79	-10.2%
April 2022	86	71	-17.4%
May 2022	70	69	-1.4%
June 2022	74	73	-1.4%
July 2022	68	65	-4.4%
August 2022	70	61	-12.9%
September 2022	68	66	-2.9%
12-Month Avg	78	72	-7.7%

Historical Days on Market Until Sale

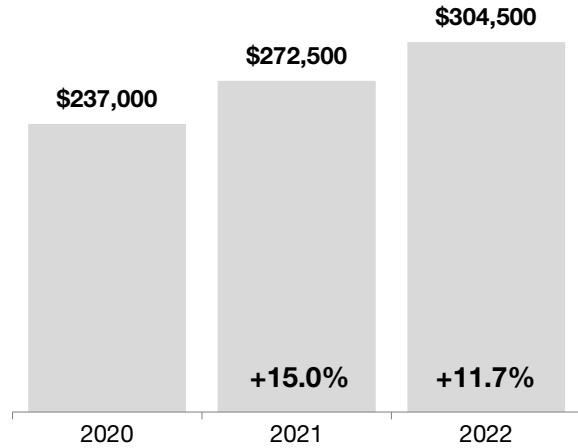


Median Sales Price

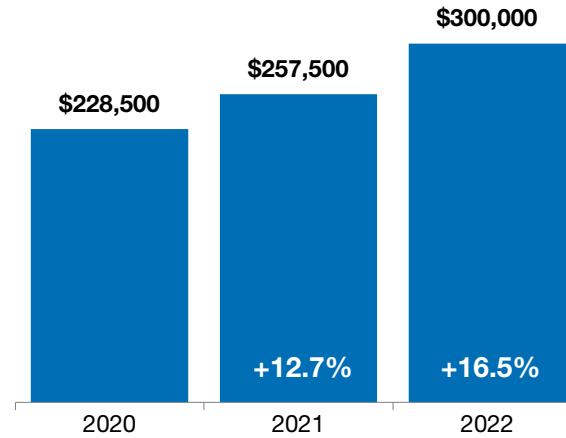
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

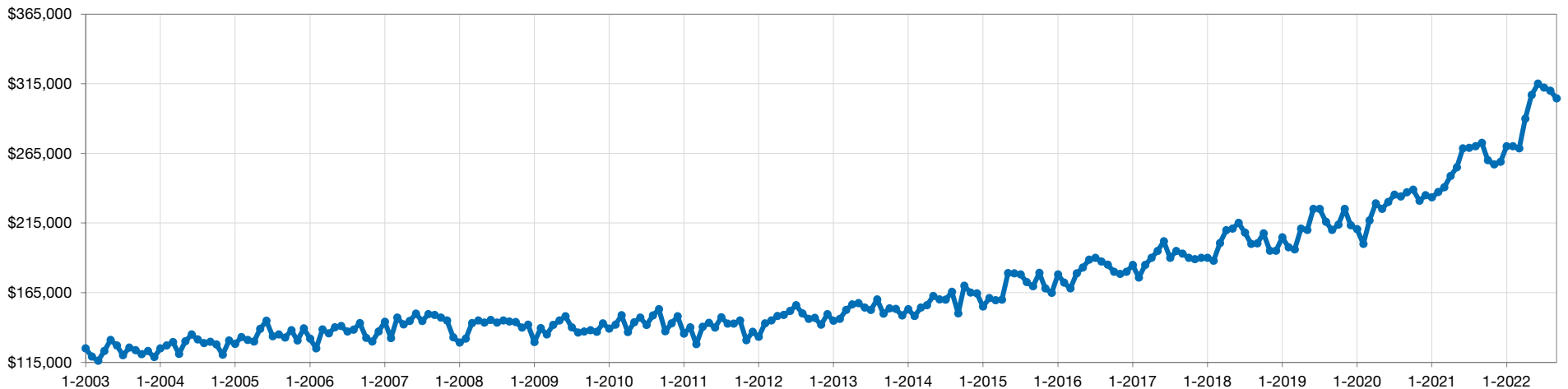


Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	\$238,950	\$260,000	+8.8%
November 2021	\$230,900	\$257,000	+11.3%
December 2021	\$234,900	\$258,950	+10.2%
January 2022	\$233,310	\$270,000	+15.7%
February 2022	\$237,250	\$270,000	+13.8%
March 2022	\$240,650	\$268,520	+11.6%
April 2022	\$248,800	\$290,000	+16.6%
May 2022	\$255,000	\$307,000	+20.4%
June 2022	\$268,500	\$315,000	+17.3%
July 2022	\$269,000	\$312,210	+16.1%
August 2022	\$270,000	\$310,000	+14.8%
September 2022	\$272,500	\$304,500	+11.7%
12-Month Med	\$250,000	\$285,000	+14.0%

Historical Median Sales Price

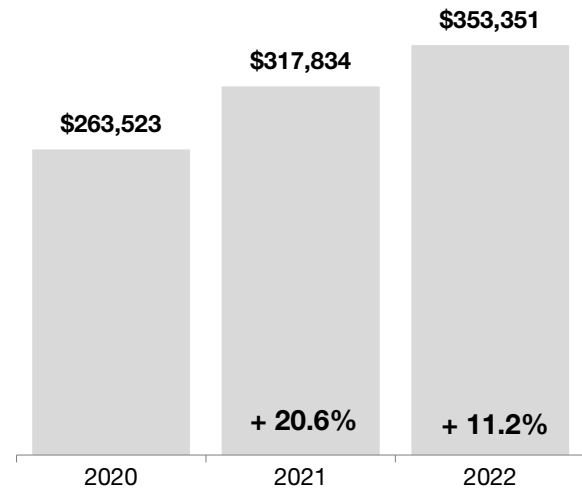


Average Sales Price

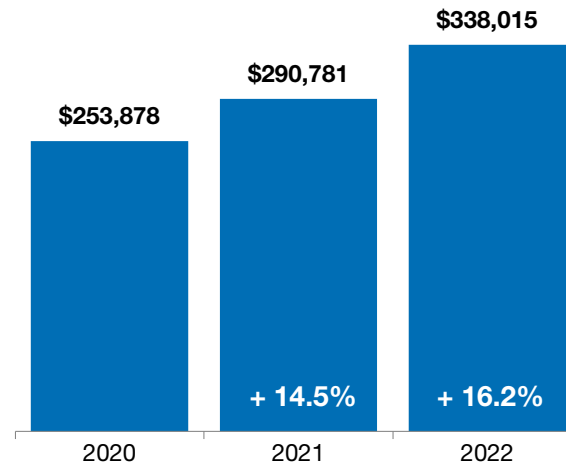
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

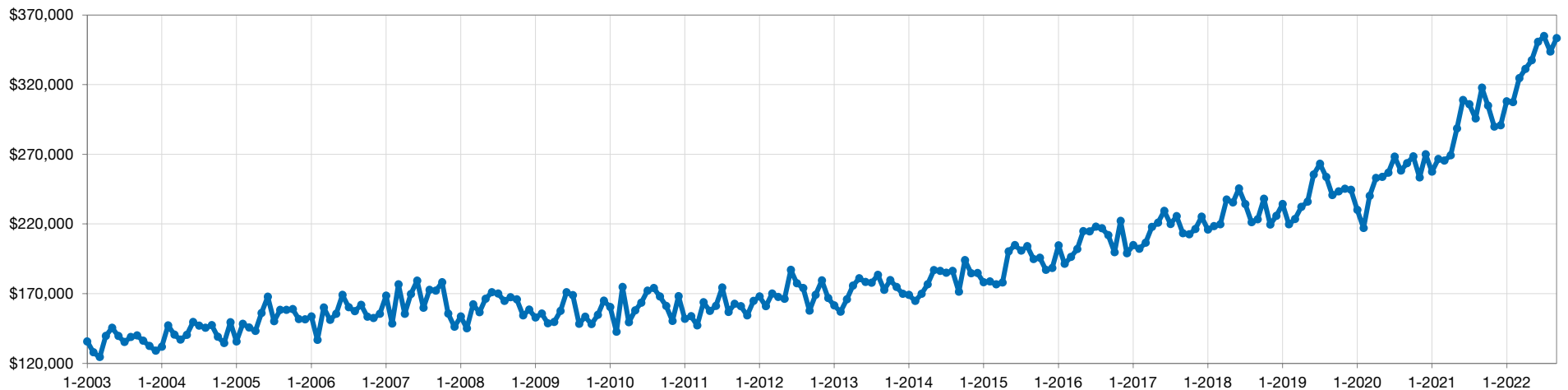


Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	\$268,445	\$304,948	+13.6%
November 2021	\$253,238	\$289,890	+14.5%
December 2021	\$269,892	\$290,828	+7.8%
January 2022	\$257,449	\$307,948	+19.6%
February 2022	\$266,534	\$307,297	+15.3%
March 2022	\$265,512	\$324,560	+22.2%
April 2022	\$269,219	\$331,279	+23.1%
May 2022	\$288,559	\$337,453	+16.9%
June 2022	\$308,937	\$350,674	+13.5%
July 2022	\$305,937	\$354,799	+16.0%
August 2022	\$295,611	\$343,604	+16.2%
September 2022	\$317,834	\$353,351	+11.2%
12-Month Avg	\$283,865	\$325,657	+14.7%

Historical Average Sales Price

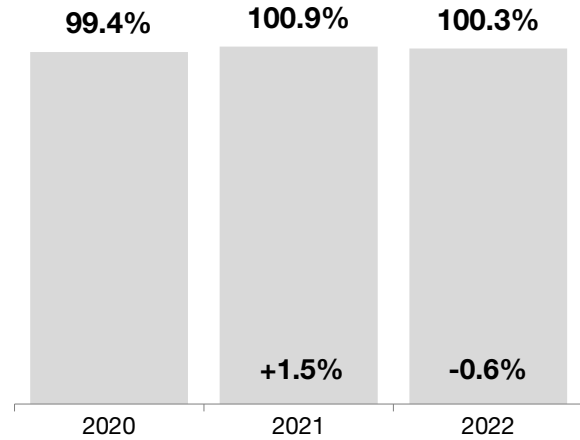


Percent of Original List Price Received

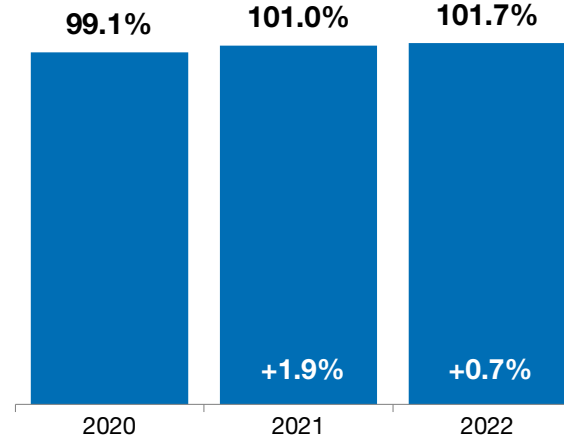


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September



Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	99.3%	100.1%	+0.8%
November 2021	99.1%	100.0%	+0.9%
December 2021	98.9%	100.1%	+1.2%
January 2022	99.1%	99.5%	+0.4%
February 2022	99.4%	100.3%	+0.9%
March 2022	99.7%	101.5%	+1.8%
April 2022	100.4%	102.1%	+1.7%
May 2022	101.2%	103.1%	+1.9%
June 2022	102.1%	102.9%	+0.8%
July 2022	102.2%	102.5%	+0.3%
August 2022	101.3%	101.0%	-0.3%
September 2022	100.9%	100.3%	-0.6%
12-Month Avg	100.5%	101.2%	+0.7%

Historical Percent of Original List Price Received

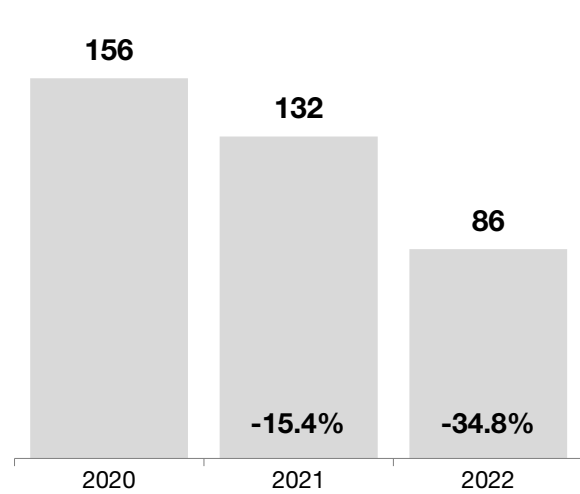


Housing Affordability Index

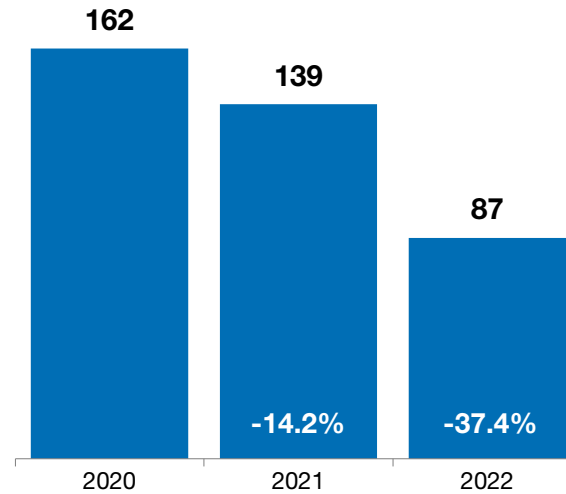


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

September

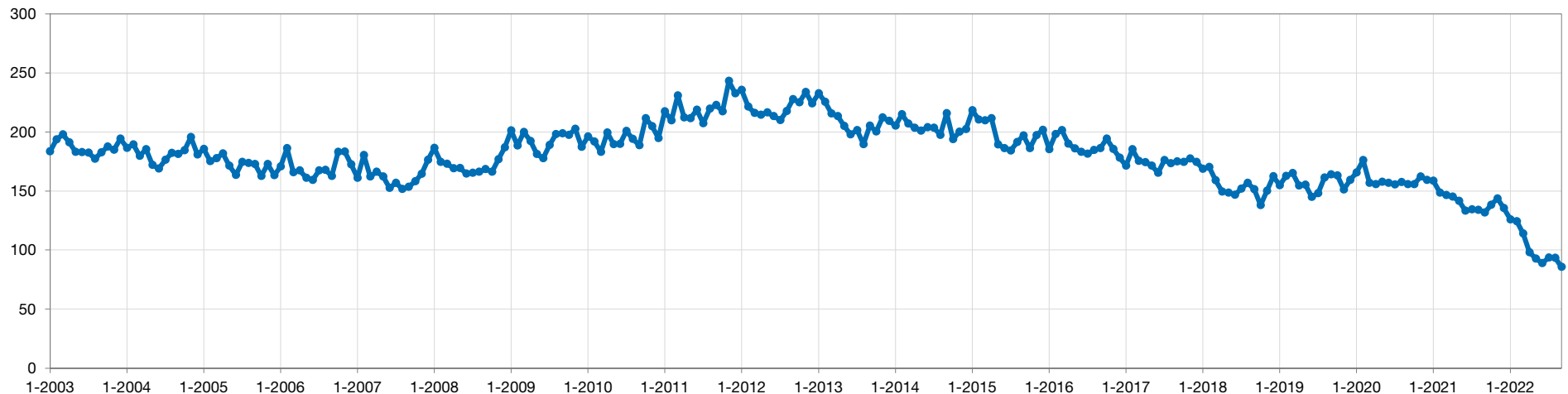


Year to Date



Month	Prior Year	Current Year	+ / -
October 2021	156	138	-11.5%
November 2021	162	144	-11.1%
December 2021	159	135	-15.1%
January 2022	159	126	-20.8%
February 2022	149	124	-16.8%
March 2022	146	114	-21.9%
April 2022	145	98	-32.4%
May 2022	142	93	-34.5%
June 2022	133	89	-33.1%
July 2022	134	94	-29.9%
August 2022	134	93	-30.6%
September 2022	132	86	-34.8%
12-Month Avg	146	111	-24.0%

Historical Housing Affordability Index

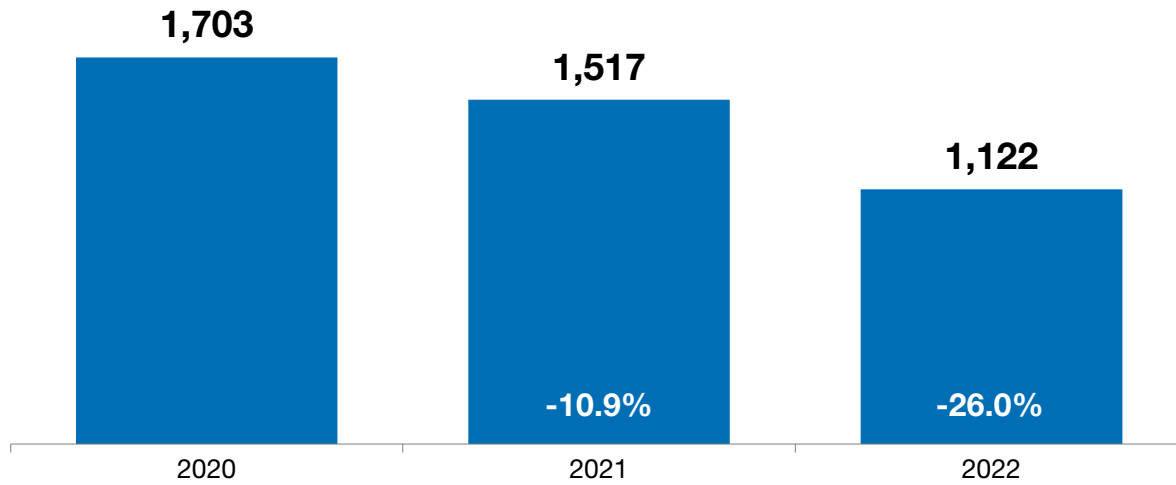


Inventory of Homes for Sale

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

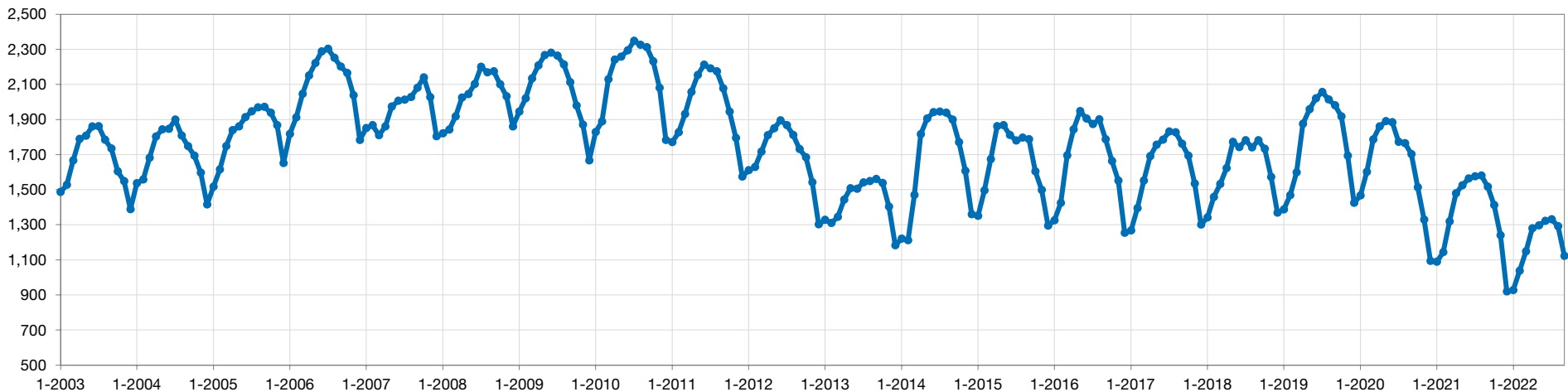


September



Month	Prior Year	Current Year	+ / -
October 2021	1,513	1,413	-6.6%
November 2021	1,330	1,240	-6.8%
December 2021	1,093	919	-15.9%
January 2022	1,089	927	-14.9%
February 2022	1,143	1,037	-9.3%
March 2022	1,319	1,148	-13.0%
April 2022	1,479	1,279	-13.5%
May 2022	1,525	1,296	-15.0%
June 2022	1,564	1,321	-15.5%
July 2022	1,576	1,331	-15.5%
August 2022	1,580	1,292	-18.2%
September 2022	1,517	1,122	-26.0%
12-Month Avg	1,394	1,194	-14.2%

Historical Inventory of Homes for Sale

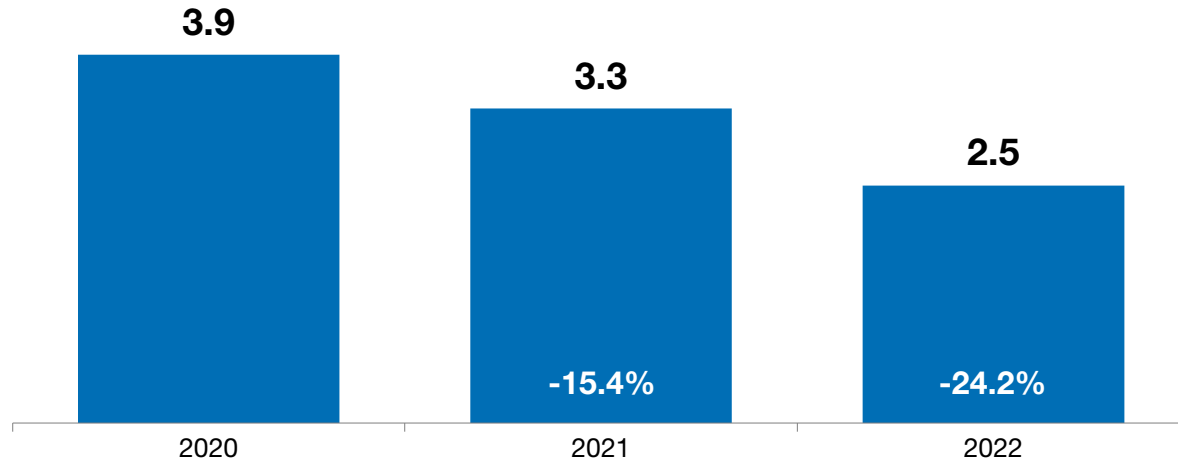


Months Supply of Homes for Sale



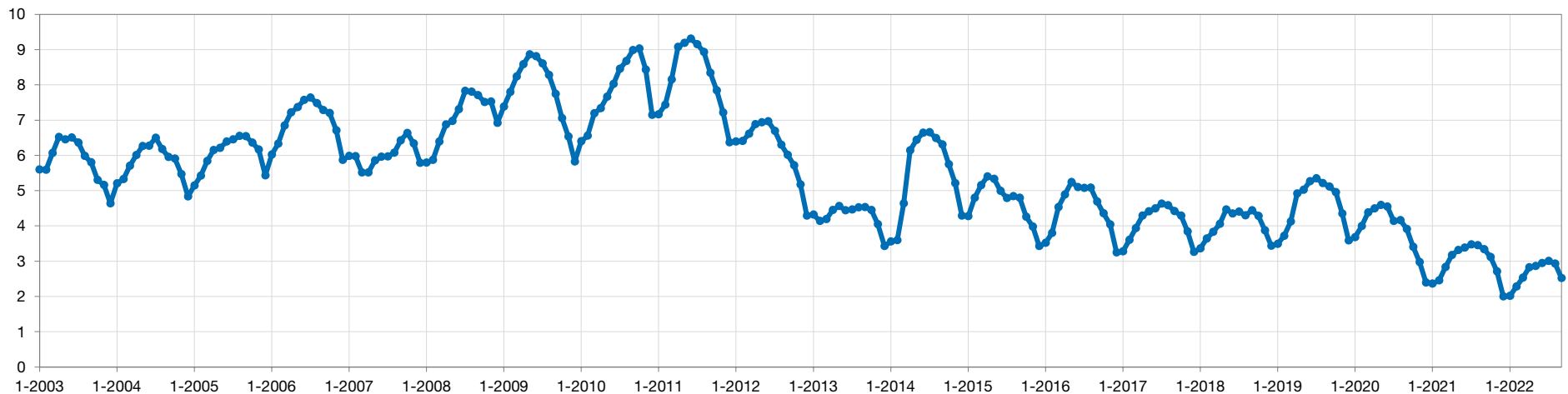
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Month	Prior Year	Current Year	+ / -
October 2021	3.4	3.1	-8.8%
November 2021	3.0	2.7	-10.0%
December 2021	2.4	2.0	-16.7%
January 2022	2.4	2.0	-16.7%
February 2022	2.5	2.3	-8.0%
March 2022	2.8	2.5	-10.7%
April 2022	3.2	2.8	-12.5%
May 2022	3.3	2.9	-12.1%
June 2022	3.4	2.9	-14.7%
July 2022	3.5	3.0	-14.3%
August 2022	3.5	2.9	-17.1%
September 2022	3.3	2.5	-24.2%
12-Month Avg	3.0	2.6	-13.3%

Historical Months Supply of Homes for Sale

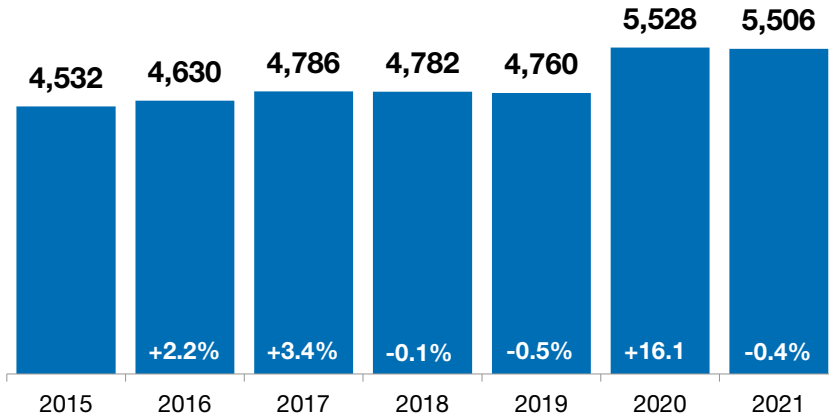


Annual Review

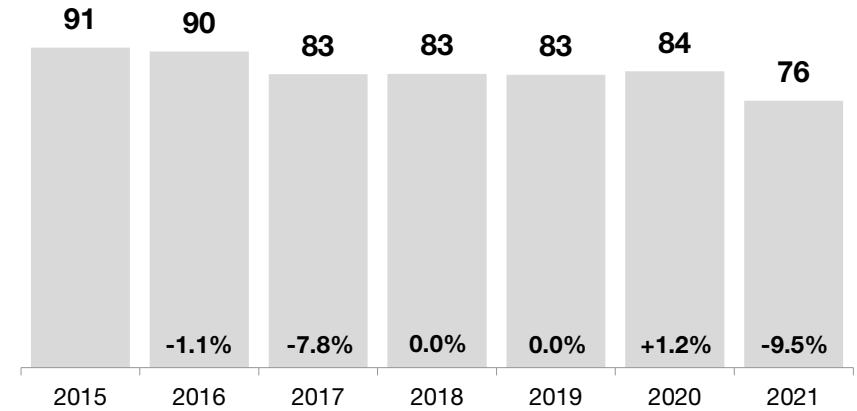
Historical look at key market metrics for the overall region.



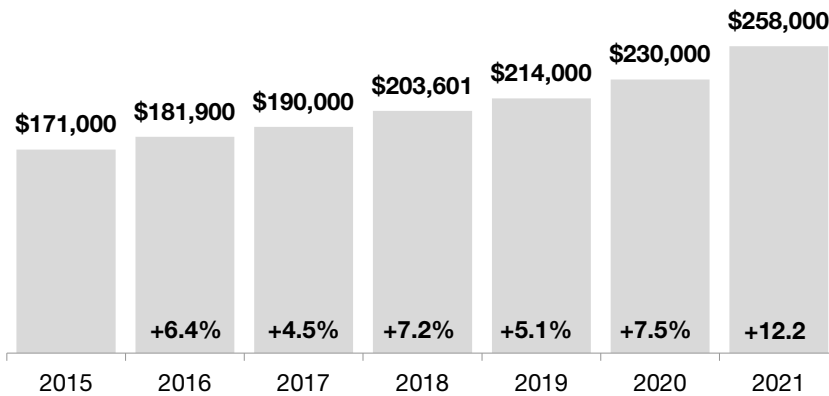
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

