

Monthly Indicators



September 2023

National sales of existing homes recently fell to a 7-month low, as surging borrowing costs, rising sales prices, and limited inventory continue to keep many would-be buyers out of the market. Borrowers have become increasingly sensitive to fluctuations in mortgage rates, which have remained above 7% since mid-August. With fewer buyers able to afford the costs of homeownership, existing-home sales declined 0.7% month-over-month and were down 15.3% year-over-year, according to the National Association of REALTORS®(NAR).

New Listings in the Sioux Falls region increased 2.2 percent to 610. Pending Sales were up 3.5 percent to 471. Inventory levels rose 3.9 percent to 1,491 units.

Prices continued to gain traction. The Median Sales Price increased 1.4 percent to \$304,000. Days on Market was up 4.3 percent to 73 days. Buyers felt empowered as Months Supply of Homes for Sale was up 20.6 percent to 4.1 months.

Prices have continued to increase this fall despite softening home sales nationwide, as a lack of inventory has kept the market competitive for prospective buyers, sparking bidding wars and causing homes to sell for above asking price in some areas. Heading into September there were only 1.1 million units available for sale, 0.9% fewer than a month ago and 14.1% fewer than the same period last year, according to NAR. As a result, the U.S. median existing-home sales price rose 3.9% year-over-year to \$407,100, marking the third consecutive month that the median sales price topped \$400,000.

Quick Facts

- 27.7% **+ 1.4%** **+ 3.9%**

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.



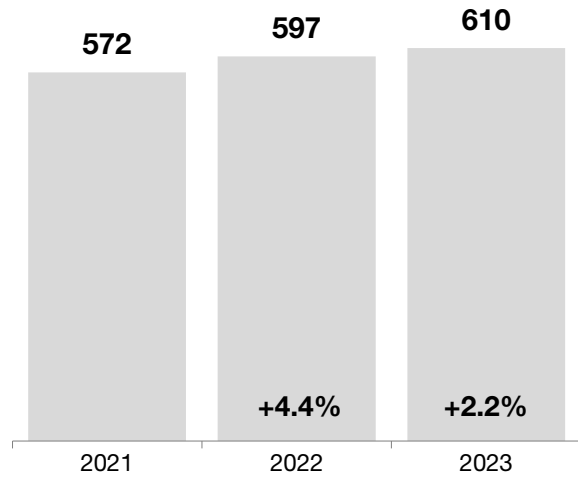
| Key Metrics | Historical Sparklines | 9-2022 | 9-2023 | + / - | YTD 2022 | YTD 2023 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 597 | 610 | + 2.2% | 5,051 | 5,297 | + 4.9% |
| Pending Sales | | 455 | 471 | + 3.5% | 3,630 | 3,329 | - 8.3% |
| Closed Sales | | 473 | 342 | - 27.7% | 3,661 | 3,095 | - 15.5% |
| Days on Market Until Sale | | 70 | 73 | + 4.3% | 72 | 76 | + 5.6% |
| Median Sales Price | | \$299,900 | \$304,000 | + 1.4% | \$300,000 | \$309,900 | + 3.3% |
| Average Sales Price | | \$346,385 | \$363,821 | + 5.0% | \$337,056 | \$349,669 | + 3.7% |
| Percent of Original List Price Received | | 100.4% | 98.8% | - 1.6% | 101.7% | 99.3% | - 2.4% |
| Housing Affordability Index | | 118 | 105 | - 11.0% | 118 | 103 | - 12.7% |
| Inventory of Homes for Sale | | 1,435 | 1,491 | + 3.9% | -- | -- | -- |
| Months Supply of Homes for Sale | | 3.4 | 4.1 | + 20.6% | -- | -- | -- |

New Listings

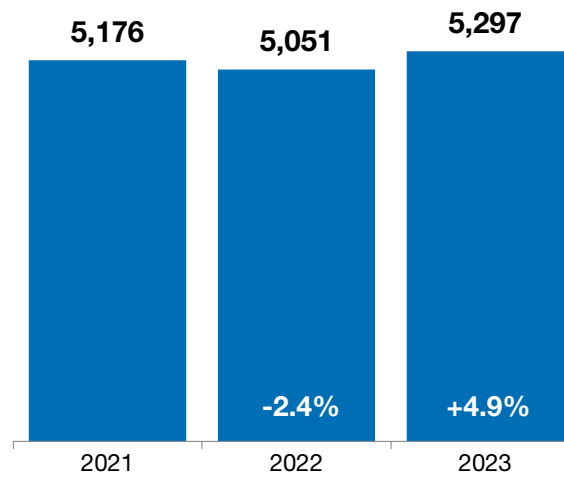
A count of the properties that have been newly listed on the market in a given month.



September

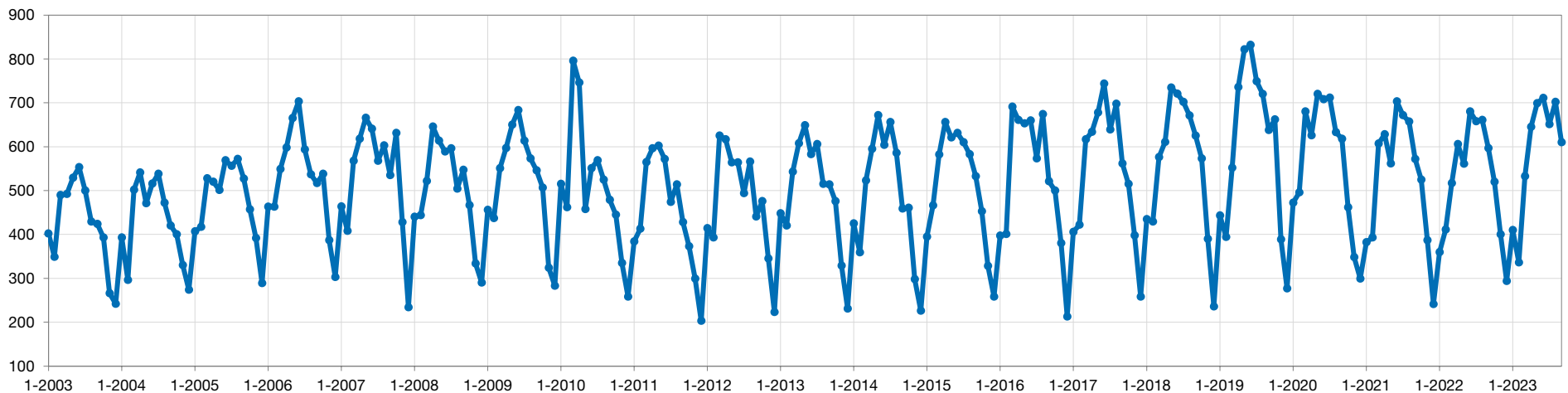


Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| October 2022 | 525 | 520 | -1.0% |
| November 2022 | 387 | 400 | +3.4% |
| December 2022 | 241 | 294 | +22.0% |
| January 2023 | 360 | 410 | +13.9% |
| February 2023 | 411 | 336 | -18.2% |
| March 2023 | 517 | 533 | +3.1% |
| April 2023 | 606 | 645 | +6.4% |
| May 2023 | 561 | 699 | +24.6% |
| June 2023 | 680 | 711 | +4.6% |
| July 2023 | 658 | 651 | -1.1% |
| August 2023 | 661 | 702 | +6.2% |
| September 2023 | 597 | 610 | +2.2% |
| 12-Month Avg | 517 | 543 | +4.9% |

Historical New Listing Activity

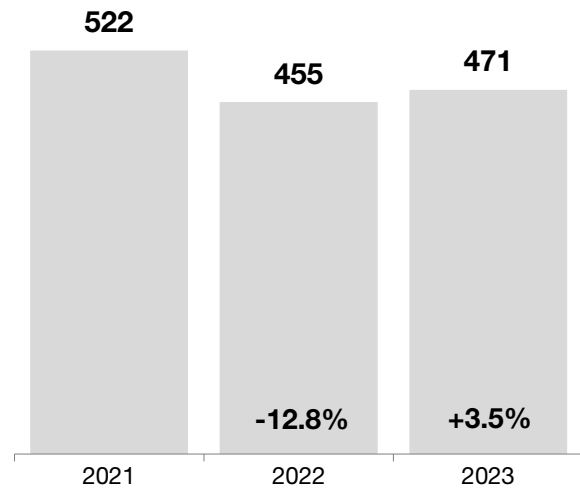


Pending Sales

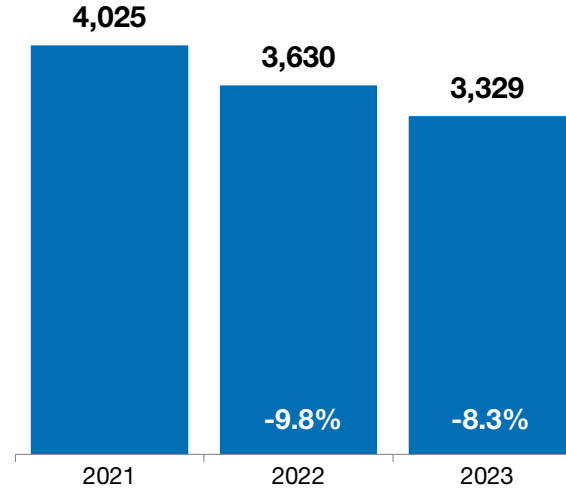
A count of the properties on which contracts have been accepted in a given month.



September



Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|---------------|
| October 2022 | 520 | 407 | -21.7% |
| November 2022 | 482 | 311 | -35.5% |
| December 2022 | 493 | 281 | -43.0% |
| January 2023 | 279 | 223 | -20.1% |
| February 2023 | 242 | 186 | -23.1% |
| March 2023 | 343 | 276 | -19.5% |
| April 2023 | 390 | 258 | -33.8% |
| May 2023 | 456 | 417 | -8.6% |
| June 2023 | 522 | 515 | -1.3% |
| July 2023 | 469 | 474 | +1.1% |
| August 2023 | 474 | 509 | +7.4% |
| September 2023 | 455 | 471 | +3.5% |
| 12-Month Avg | 427 | 361 | -15.6% |

Historical Pending Sales Activity

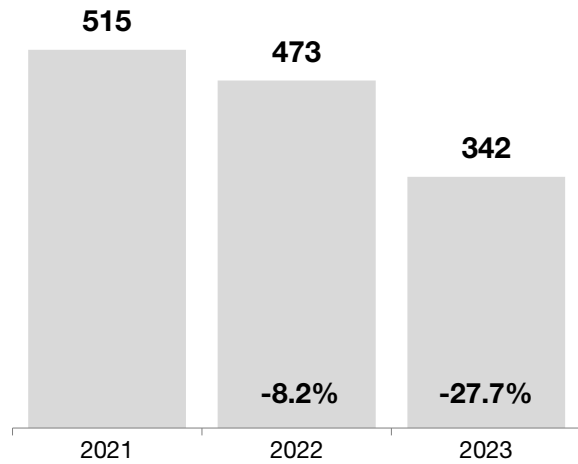


Closed Sales

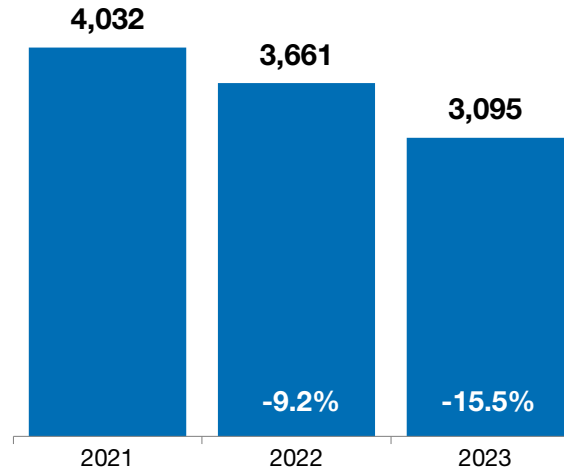
A count of the actual sales that have closed in a given month.



September

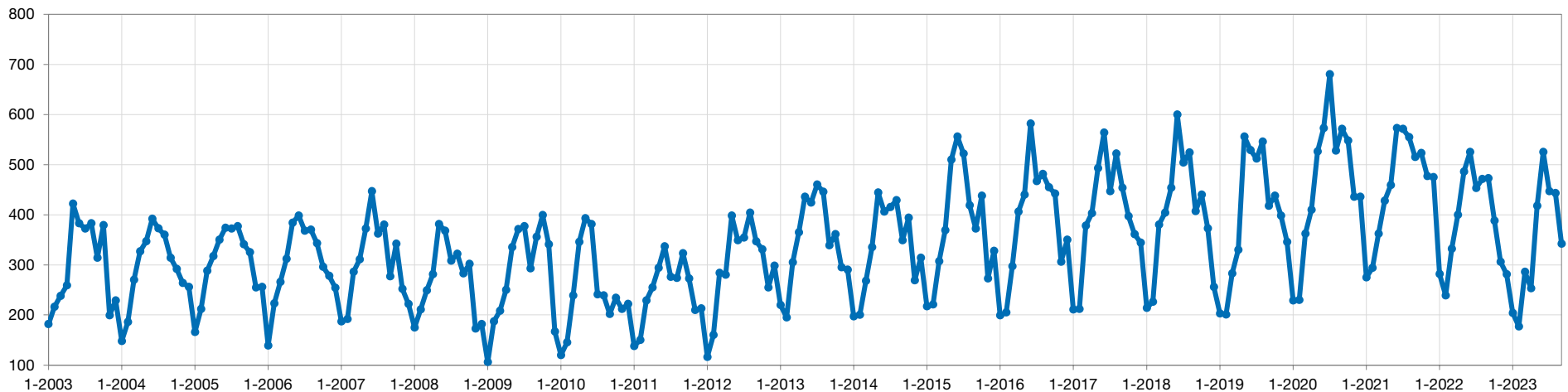


Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|---------------|
| October 2022 | 523 | 388 | -25.8% |
| November 2022 | 477 | 306 | -35.8% |
| December 2022 | 475 | 281 | -40.8% |
| January 2023 | 282 | 204 | -27.7% |
| February 2023 | 239 | 177 | -25.9% |
| March 2023 | 332 | 286 | -13.9% |
| April 2023 | 400 | 253 | -36.8% |
| May 2023 | 486 | 418 | -14.0% |
| June 2023 | 525 | 525 | 0.0% |
| July 2023 | 453 | 447 | -1.3% |
| August 2023 | 471 | 443 | -5.9% |
| September 2023 | 473 | 342 | -27.7% |
| 12-Month Avg | 428 | 339 | -21.3% |

Historical Closed Sales Activity

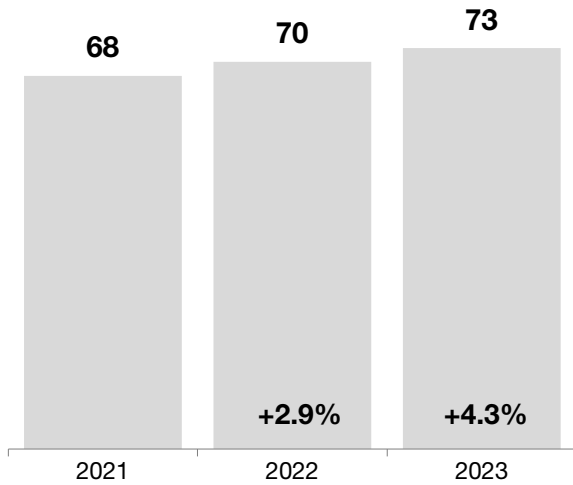


Days on Market Until Sale

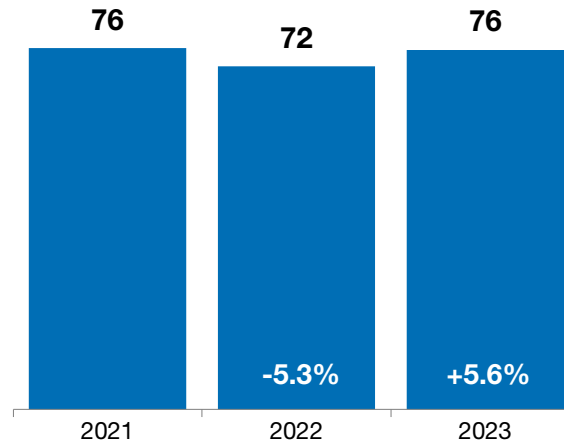
Average number of days between when a property is first listed and when a property is closed in a given month.



September



Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| October 2022 | 74 | 64 | -13.5% |
| November 2022 | 76 | 70 | -7.9% |
| December 2022 | 73 | 76 | +4.1% |
| January 2023 | 88 | 78 | -11.4% |
| February 2023 | 85 | 82 | -3.5% |
| March 2023 | 80 | 88 | +10.0% |
| April 2023 | 72 | 81 | +12.5% |
| May 2023 | 69 | 74 | +7.2% |
| June 2023 | 73 | 75 | +2.7% |
| July 2023 | 65 | 75 | +15.4% |
| August 2023 | 63 | 68 | +7.9% |
| September 2023 | 70 | 73 | +4.3% |
| 12-Month Avg | 73 | 74 | +1.4% |

Historical Days on Market Until Sale

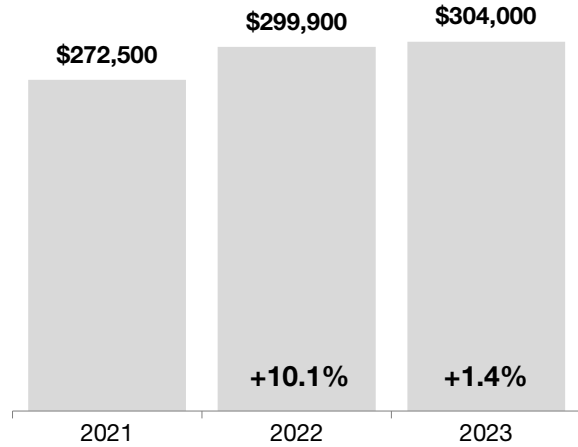


Median Sales Price

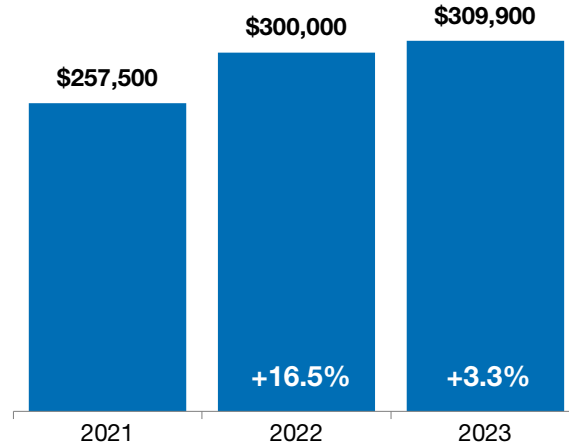
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

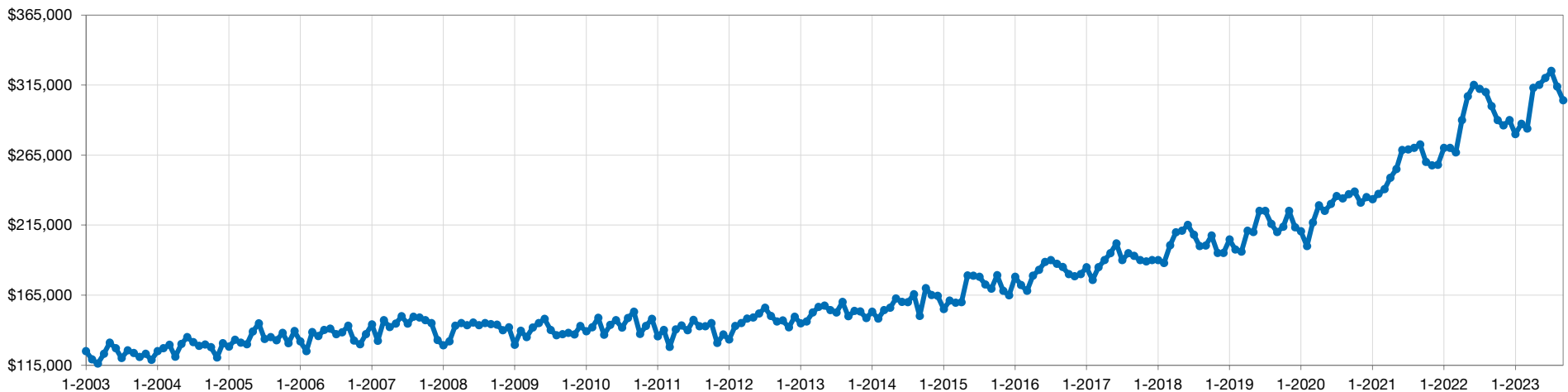


Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------------|------------------|--------------|
| October 2022 | \$260,000 | \$290,000 | +11.5% |
| November 2022 | \$257,500 | \$286,125 | +11.1% |
| December 2022 | \$258,000 | \$289,900 | +12.4% |
| January 2023 | \$270,000 | \$279,900 | +3.7% |
| February 2023 | \$270,000 | \$287,200 | +6.4% |
| March 2023 | \$266,920 | \$283,900 | +6.4% |
| April 2023 | \$290,000 | \$313,000 | +7.9% |
| May 2023 | \$307,000 | \$315,000 | +2.6% |
| June 2023 | \$315,000 | \$319,900 | +1.6% |
| July 2023 | \$312,210 | \$325,000 | +4.1% |
| August 2023 | \$310,000 | \$314,000 | +1.3% |
| September 2023 | \$299,900 | \$304,000 | +1.4% |
| 12-Month Med | \$285,000 | \$302,400 | +6.1% |

Historical Median Sales Price

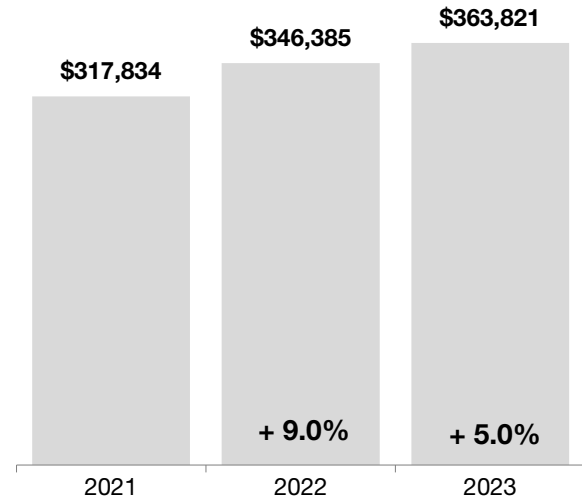


Average Sales Price

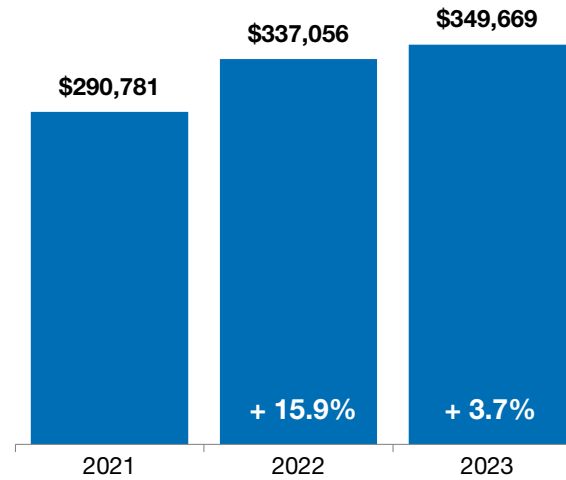
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

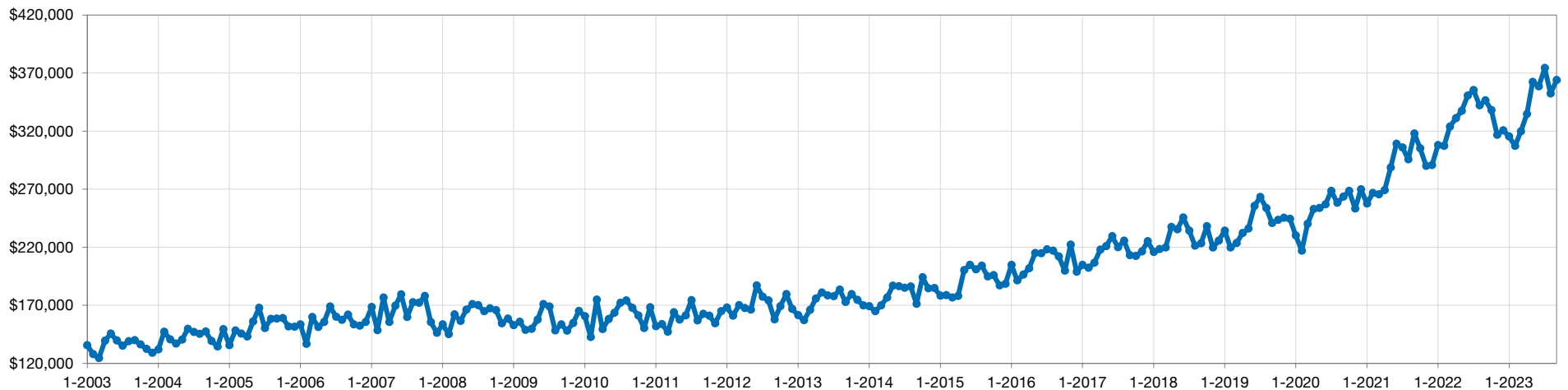


Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------------|------------------|--------------|
| October 2022 | \$305,120 | \$337,966 | +10.8% |
| November 2022 | \$289,953 | \$316,654 | +9.2% |
| December 2022 | \$290,669 | \$320,598 | +10.3% |
| January 2023 | \$307,948 | \$315,484 | +2.4% |
| February 2023 | \$307,297 | \$307,300 | +0.0% |
| March 2023 | \$323,710 | \$319,576 | -1.3% |
| April 2023 | \$331,038 | \$334,555 | +1.1% |
| May 2023 | \$337,309 | \$362,352 | +7.4% |
| June 2023 | \$350,471 | \$358,442 | +2.3% |
| July 2023 | \$355,203 | \$374,299 | +5.4% |
| August 2023 | \$342,102 | \$352,287 | +3.0% |
| September 2023 | \$346,385 | \$363,821 | +5.0% |
| 12-Month Avg | \$325,137 | \$344,062 | +5.8% |

Historical Average Sales Price

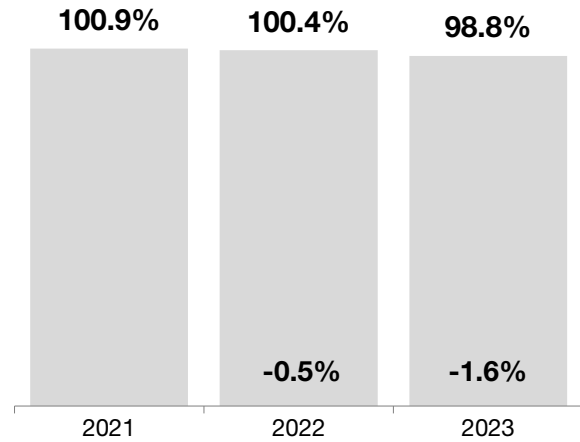


Percent of Original List Price Received

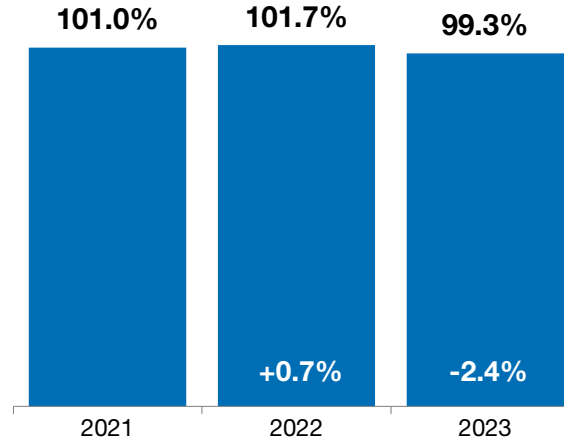
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|---------------|--------------|--------------|
| October 2022 | 100.1% | 99.3% | -0.8% |
| November 2022 | 100.0% | 98.7% | -1.3% |
| December 2022 | 100.1% | 97.8% | -2.3% |
| January 2023 | 99.5% | 98.3% | -1.2% |
| February 2023 | 100.3% | 98.4% | -1.9% |
| March 2023 | 101.5% | 98.3% | -3.2% |
| April 2023 | 102.1% | 99.7% | -2.4% |
| May 2023 | 103.1% | 100.1% | -2.9% |
| June 2023 | 102.9% | 100.1% | -2.7% |
| July 2023 | 102.5% | 99.3% | -3.1% |
| August 2023 | 101.1% | 99.3% | -1.8% |
| September 2023 | 100.4% | 98.8% | -1.6% |
| 12-Month Avg | 101.2% | 99.1% | -2.1% |

Historical Percent of Original List Price Received

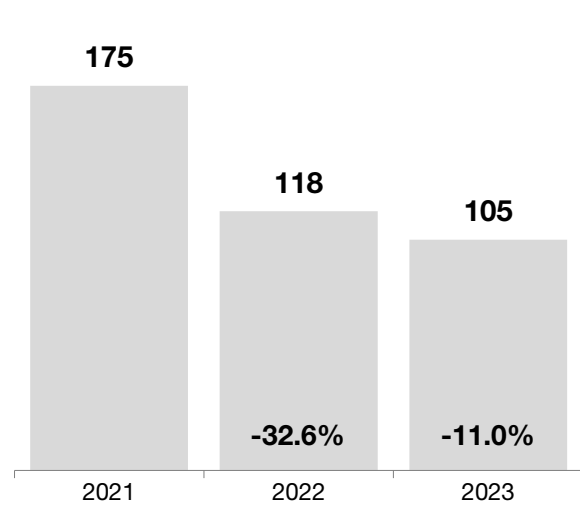


Housing Affordability Index

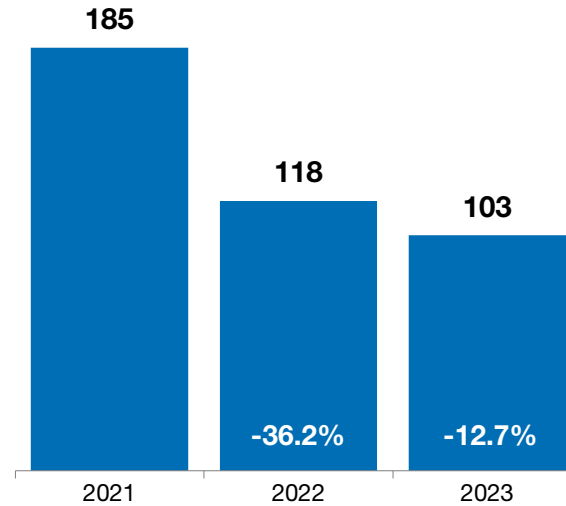
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September

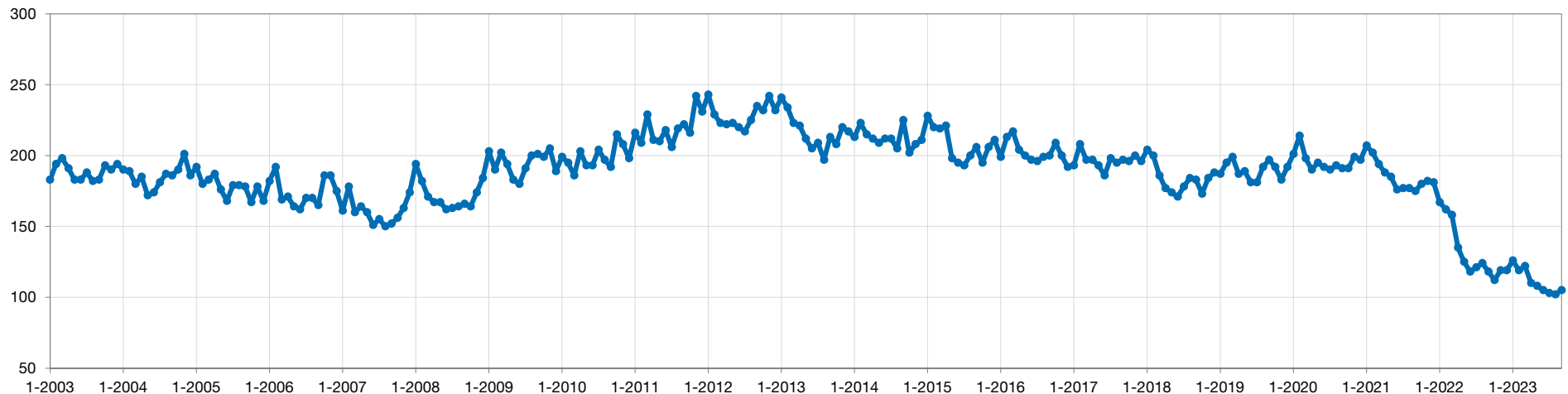


Year to Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|---------------|
| October 2022 | 180 | 112 | -37.8% |
| November 2022 | 182 | 119 | -34.6% |
| December 2022 | 181 | 119 | -34.3% |
| January 2023 | 167 | 126 | -24.6% |
| February 2023 | 162 | 119 | -26.5% |
| March 2023 | 158 | 122 | -22.8% |
| April 2023 | 135 | 110 | -18.5% |
| May 2023 | 125 | 108 | -13.6% |
| June 2023 | 118 | 105 | -11.0% |
| July 2023 | 121 | 103 | -14.9% |
| August 2023 | 124 | 102 | -17.7% |
| September 2023 | 118 | 105 | -11.0% |
| 12-Month Avg | 148 | 113 | -23.6% |

Historical Housing Affordability Index

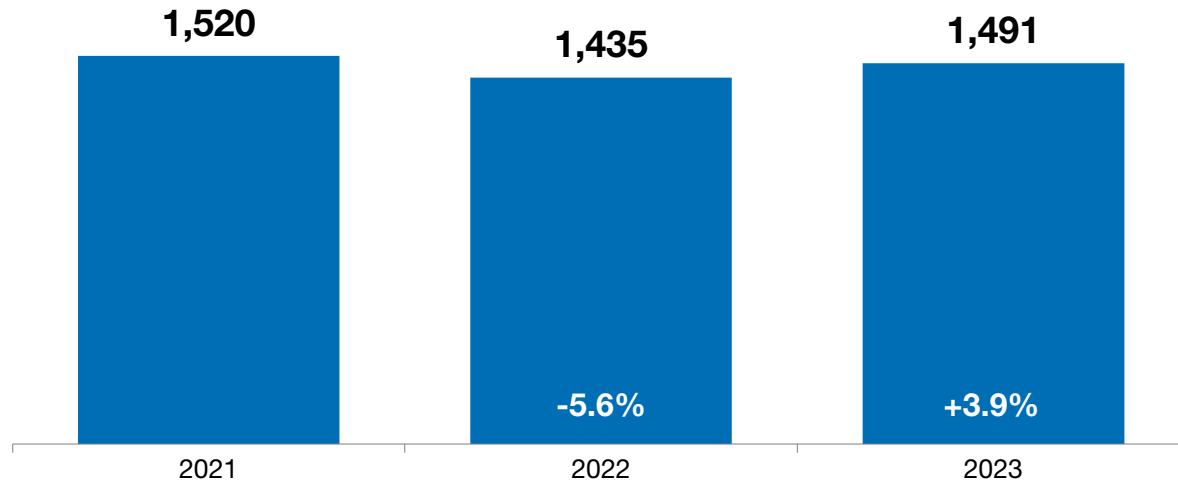


Inventory of Homes for Sale

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

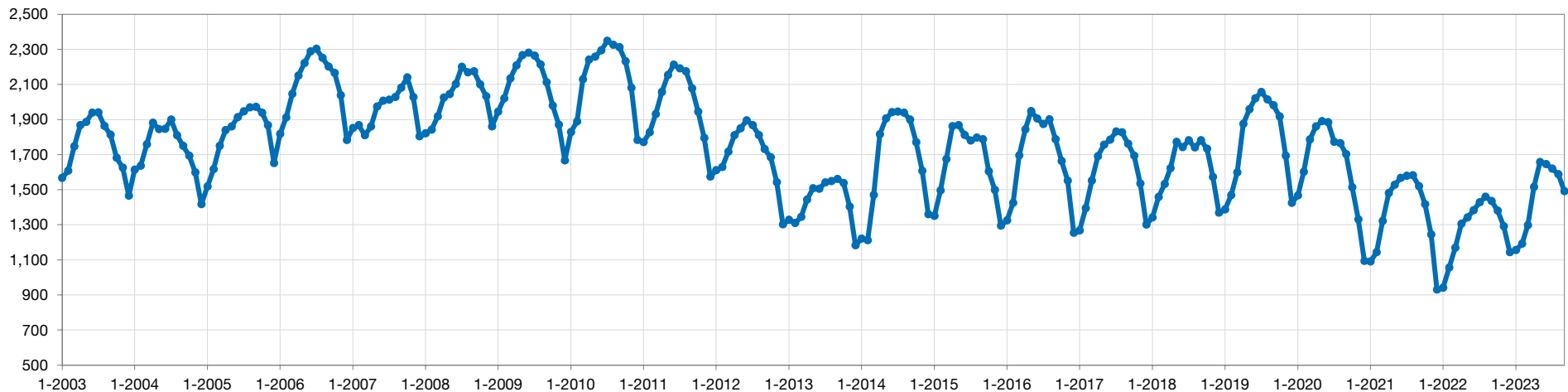


September



| Month | Prior Year | Current Year | + / - |
|-----------------------|--------------|--------------|---------------|
| October 2022 | 1,417 | 1,381 | -2.5% |
| November 2022 | 1,245 | 1,291 | +3.7% |
| December 2022 | 930 | 1,143 | +22.9% |
| January 2023 | 940 | 1,156 | +23.0% |
| February 2023 | 1,055 | 1,192 | +13.0% |
| March 2023 | 1,169 | 1,297 | +10.9% |
| April 2023 | 1,305 | 1,515 | +16.1% |
| May 2023 | 1,341 | 1,658 | +23.6% |
| June 2023 | 1,382 | 1,646 | +19.1% |
| July 2023 | 1,428 | 1,620 | +13.4% |
| August 2023 | 1,460 | 1,588 | +8.8% |
| September 2023 | 1,435 | 1,491 | +3.9% |
| 12-Month Avg | 1,259 | 1,415 | +13.0% |

Historical Inventory of Homes for Sale

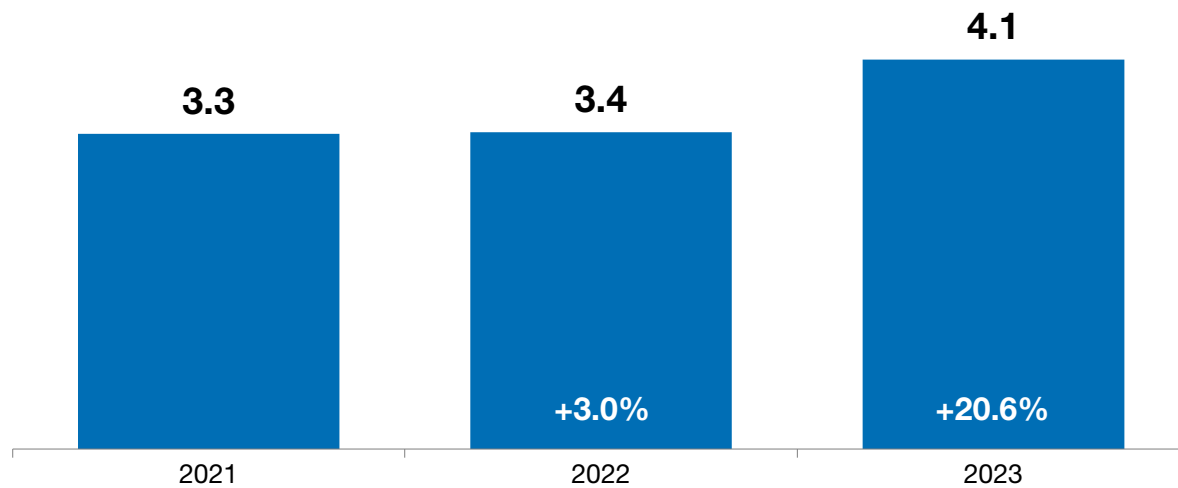


Months Supply of Homes for Sale

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 2022 | 3.1 | 3.3 | +6.5% |
| November 2022 | 2.7 | 3.2 | +18.5% |
| December 2022 | 2.0 | 3.0 | +50.0% |
| January 2023 | 2.0 | 3.0 | +50.0% |
| February 2023 | 2.3 | 3.2 | +39.1% |
| March 2023 | 2.6 | 3.5 | +34.6% |
| April 2023 | 2.9 | 4.2 | +44.8% |
| May 2023 | 3.0 | 4.6 | +53.3% |
| June 2023 | 3.1 | 4.6 | +48.4% |
| July 2023 | 3.3 | 4.5 | +36.4% |
| August 2023 | 3.4 | 4.4 | +29.4% |
| September 2023 | 3.4 | 4.1 | +20.6% |
| 12-Month Avg | 2.8 | 3.8 | +35.7% |

Historical Months Supply of Homes for Sale

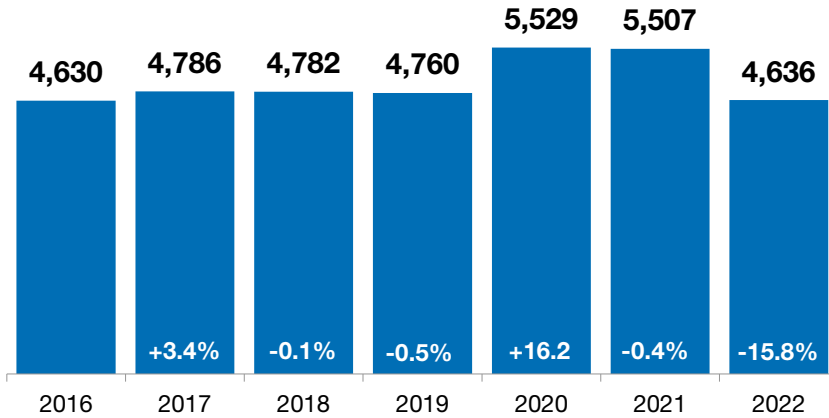


Annual Review

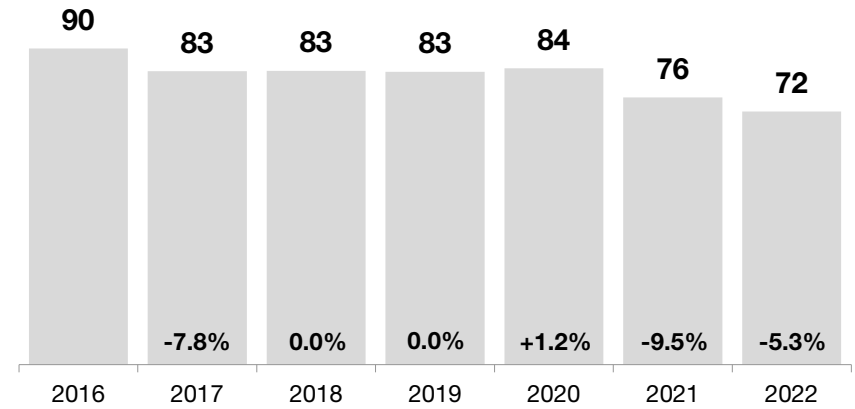
Historical look at key market metrics for the overall region.



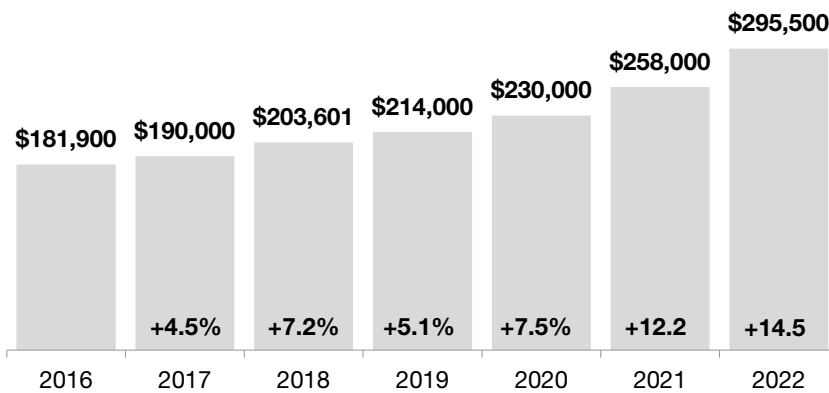
Closed Sales



Days on Market



Median Sales Price



Percent of Original List Price Received

