REALTOR® Association of the Sioux Empire Inc.

## Monthly Indicators

December 2007


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## New Listings

A Monthly Indicator from the REALTOR® Association of the Sioux Empire


## Historical Market Activity



## Pending Sales

A Monthly Indicator from the REALTOR® Association of the Sioux Empire


Closed Sales
A Monthly Indicator from the REALTOR® Association of the Sioux Empire


Historical Market Activity


## Days on Market Until Sale

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

December Year to Date


Historical Days on Market Until Sale


## Median Sales Price

A Monthly Indicator from the REALTOR® Association of the Sioux Empire


## Average Sales Price

A Monthly Indicator from the REALTOR® Association of the Sioux Empire


## Percent of Original List Price Received at Sale

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

December


2005

2006

Year to Date
The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does no account for list prices from any previous listing contracts. The sales price does not account for seller concessions.


Historical Percent of Original List Price Received at Sale


A Monthly Indicator from the REALTOR® Association of the Sioux Empire

January Mortgage rate information is gathered from HSH Associates Financial Publishers, Inc (www.hsh.com). Data represents national 30-year fixed-rate mortgages.


## Historical Interest Rates



## Housing Affordability Index

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

## January

162

2007


The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 165 means the median family income is $165 \%$ of the necessary income to qualify for the median priced home using $20 \%$ downpayment, 30 -year fixed rate mortqaqe


2006

165


Historical Housing Affordability Index


## Housing Supply Outlook

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

## Inventory of Active Listings




Up to $\$ 100,000$
$\$ 100,001$ to $\$ 150,000$
$\$ 150,001$ to $\$ 200,000$
$\$ 200,001$ to $\$ 300,000$

201


Months Supply



[^0]
## Housing Supply Outlook

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

## Under \$100,000

## Inventory



## \$100,001 to \$150,000

Inventory


Months Supply


## Months Supply

$\square$ Previously Owned
■New Construction
41.1

## Housing Supply Outlook <br> A Monthly Indicator from the REALTOR® Association of the Sioux Empire

\$150,001 to \$200,000

Inventory


Inventory



## Housing Supply Outlook

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

## \$300,001 and above

## Inventory



## Months Supply



## Market Overview

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

| December 20 |  | This Year | Previous Year | Percent Change | 5-Year Average | Three Month Forecast | This Year Year-toDate | Previous <br> Year <br> Year-toDate | Percent Change | 5-Year <br> Year-to- <br> Date <br> Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New Listings | Oct <br> Nov <br> Dec | $\begin{aligned} & 590 \\ & 418 \\ & 221 \end{aligned}$ | $\begin{aligned} & 538 \\ & 387 \\ & 303 \end{aligned}$ | $\begin{gathered} 9.7 \% \\ 8.0 \% \\ -27.1 \% \end{gathered}$ | $\begin{aligned} & 476 \\ & 359 \\ & 266 \end{aligned}$ |  | $\begin{aligned} & 5,651 \\ & 6,069 \\ & 6,290 \end{aligned}$ | $\begin{aligned} & 5,631 \\ & 6,018 \\ & 6,321 \end{aligned}$ | $\begin{aligned} & 0.4 \% \\ & 0.8 \% \\ & -0.5 \% \end{aligned}$ | NA <br> NA <br> NA |
| Listings Under Contract | Oct <br> Nov <br> Dec | $\begin{aligned} & 304 \\ & 238 \\ & 214 \end{aligned}$ | $\begin{aligned} & 258 \\ & 239 \\ & 214 \end{aligned}$ | $\begin{gathered} 17.8 \% \\ -0.4 \% \\ 0.0 \% \end{gathered}$ | $\begin{aligned} & 267 \\ & 226 \\ & 190 \end{aligned}$ |  | $\begin{aligned} & 3,223 \\ & 3,461 \\ & 3,675 \end{aligned}$ | $\begin{aligned} & 3,191 \\ & 3,430 \\ & 3,644 \end{aligned}$ | $\begin{aligned} & \text { 1.0\% } \\ & 0.9 \% \\ & 0.9 \% \end{aligned}$ | NA <br> NA <br> NA |
| Closed Sales | Oct <br> Nov Dec | $\begin{aligned} & 339 \\ & 249 \\ & 217 \end{aligned}$ | $\begin{aligned} & 296 \\ & 278 \\ & 254 \end{aligned}$ | $\begin{gathered} 14.5 \% \\ -10.4 \% \\ -14.6 \% \end{gathered}$ | $\begin{aligned} & 326 \\ & 249 \\ & 242 \end{aligned}$ |  | $\begin{aligned} & 3,146 \\ & 3,395 \\ & 3,612 \end{aligned}$ | $\begin{aligned} & 3,099 \\ & 3,377 \\ & \mathbf{3 , 6 3 1} \end{aligned}$ | $\begin{gathered} 1.5 \% \\ 0.5 \% \\ -0.5 \% \end{gathered}$ | NA <br> NA <br> NA |
| Days on Market Until Sale | Oct <br> Nov <br> Dec | $\begin{gathered} 96 \\ 98 \\ 109 \end{gathered}$ | $\begin{aligned} & 64 \\ & 69 \\ & 79 \end{aligned}$ | $\begin{aligned} & 51.2 \% \\ & 41.1 \% \\ & 38.0 \% \end{aligned}$ | $\begin{aligned} & 69 \\ & 73 \\ & \mathbf{8 1} \end{aligned}$ |  | $\begin{aligned} & 89 \\ & 90 \\ & 91 \end{aligned}$ | $\begin{aligned} & 68 \\ & 68 \\ & 69 \end{aligned}$ | $\begin{aligned} & 31.6 \% \\ & 32.3 \% \\ & 32.5 \% \end{aligned}$ | $\begin{aligned} & 72 \\ & 72 \\ & 73 \end{aligned}$ |
| Median Sales Price | Oct <br> Nov <br> Dec | $\begin{aligned} & \$ 147,500 \\ & \$ 144,900 \\ & \$ 132,900 \end{aligned}$ | $\begin{aligned} & \$ 132,450 \\ & \$ 129,900 \\ & \$ 137,000 \end{aligned}$ | $\begin{aligned} & 11.4 \% \\ & 11.5 \% \\ & -3.0 \% \end{aligned}$ | $\begin{aligned} & \$ 133,297 \\ & \$ 129,795 \\ & \$ 131,838 \end{aligned}$ |  | -- | -- | -- | -- |
| Average Sales Price | Oct <br> Nov <br> Dec | $\begin{aligned} & \$ 178,804 \\ & \$ 155,693 \\ & \$ 147,077 \end{aligned}$ | $\begin{aligned} & \$ 153,370 \\ & \$ 152,854 \\ & \$ 156,570 \end{aligned}$ | $\begin{gathered} 16.6 \% \\ 1.9 \% \\ -6.1 \% \end{gathered}$ | $\begin{aligned} & \$ 153,441 \\ & \$ 145,465 \\ & \$ 146,829 \end{aligned}$ | $\rangle$ | $\begin{aligned} & \$ 169,466 \\ & \$ 168,456 \\ & \$ 167,171 \end{aligned}$ | $\begin{aligned} & \$ 157,197 \\ & \$ 156,840 \\ & \$ 156,821 \end{aligned}$ | $\begin{aligned} & 7.8 \% \\ & 7.4 \% \\ & \mathbf{6 . 6 \%} \end{aligned}$ | $\begin{aligned} & \$ 152,175 \\ & \$ 151,674 \\ & \$ 151,390 \end{aligned}$ |
| Total Active Listings Available | Oct <br> Nov <br> Dec | $\begin{gathered} \text { NA } \\ \text { NA } \\ 1,563 \end{gathered}$ | NA <br> NA <br> NA |  | -- |  | -- | -- | -- | -- |
| Percent of Original List Price | Oct <br> Nov Dec | $\begin{aligned} & 95.4 \% \\ & 94.9 \% \\ & 94.9 \% \end{aligned}$ | $\begin{aligned} & 95.8 \% \\ & 96.0 \% \\ & 96.0 \% \end{aligned}$ | $\begin{aligned} & -0.4 \% \\ & -1.2 \% \\ & -1.1 \% \end{aligned}$ | $\begin{aligned} & 96.2 \% \\ & 95.8 \% \\ & 96.0 \% \end{aligned}$ |  | $\begin{aligned} & 96.2 \% \\ & 95.8 \% \\ & 96.0 \% \end{aligned}$ | $\begin{aligned} & 96.7 \% \\ & 96.6 \% \\ & 96.6 \% \end{aligned}$ | $\begin{aligned} & -0.5 \% \\ & -0.9 \% \\ & -0.6 \% \end{aligned}$ | $\begin{aligned} & 96.7 \% \\ & 96.5 \% \\ & 96.4 \% \end{aligned}$ |
| Mortgage Rates | Nov <br> Dec <br> Jan | $\begin{aligned} & 6.6 \\ & 6.3 \\ & 6.5 \end{aligned}$ | $\begin{aligned} & 6.0 \\ & 6.2 \\ & 6.3 \end{aligned}$ | $\begin{gathered} 10.0 \% \\ 1.6 \% \\ 3.2 \% \end{gathered}$ | $\begin{aligned} & 6.2 \\ & 6.2 \\ & 6.2 \end{aligned}$ | $\rangle$ | -- | -- | -- | -- |
| Housing Affordability Index | Nov Dec Jan | $\begin{aligned} & 150 \\ & 156 \\ & 165 \end{aligned}$ | $\begin{aligned} & 171 \\ & 171 \\ & 162 \end{aligned}$ | $\begin{gathered} -12.1 \% \\ -8.5 \% \\ 1.8 \% \end{gathered}$ | $\begin{aligned} & 163 \\ & 167 \\ & 165 \end{aligned}$ |  | -- | -- | -- | -- |
| Months Supply of Inventory | Nov <br> Dec <br> Jan | NA <br> NA $5.1$ | NA <br> NA <br> NA |  | -- |  | -- | -- | -- | -- |

## Annual Review

A free research tool from the REALTOR® Association of the Sioux Empire



[^0]:    A market is considered balanced between buyers and sellers when there is roughly a 5 to 6 -month supply of homes available for purchase

