

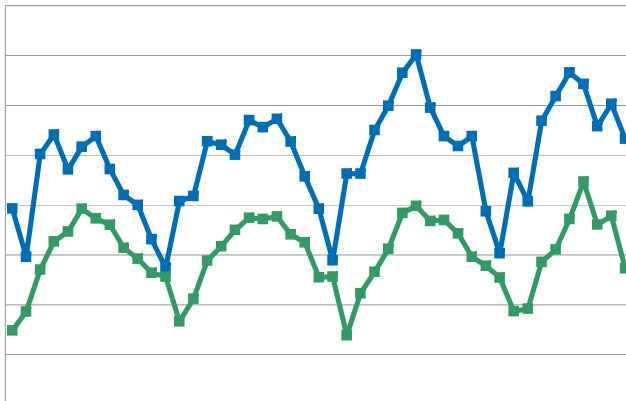


REALTOR® Association of the Sioux Empire Inc.

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# Monthly Indicators

## January 2008

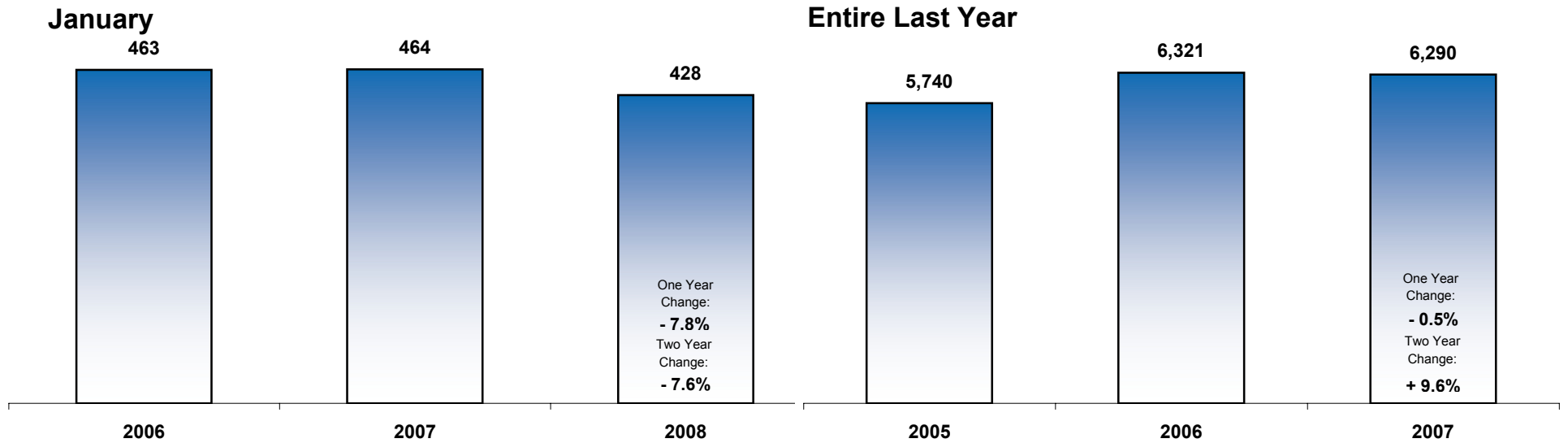


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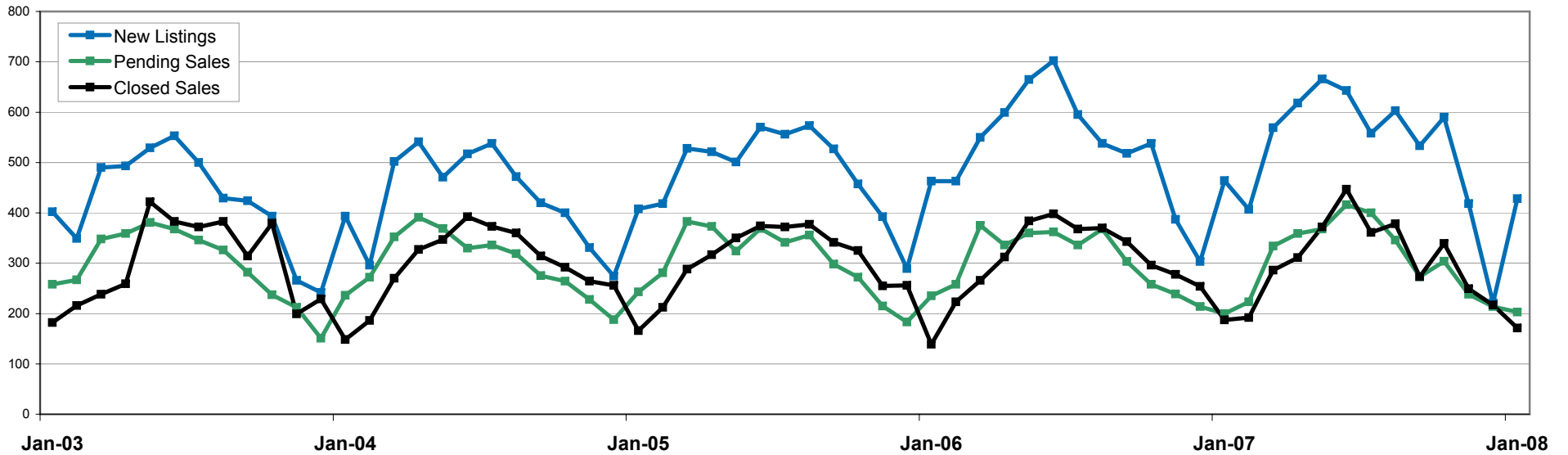
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# New Listings

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

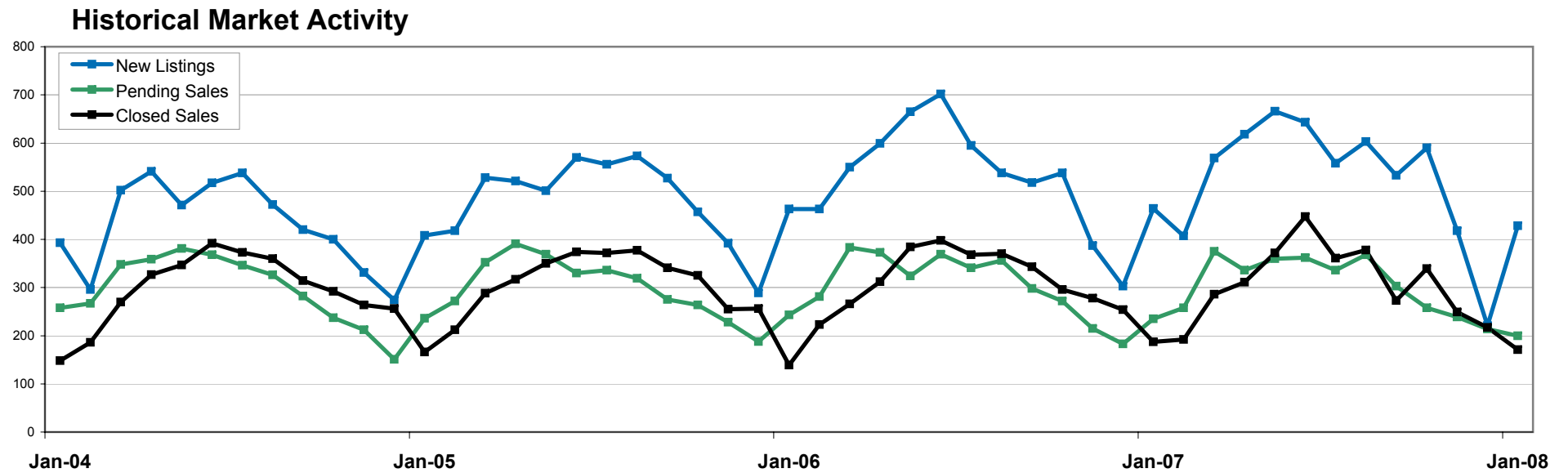
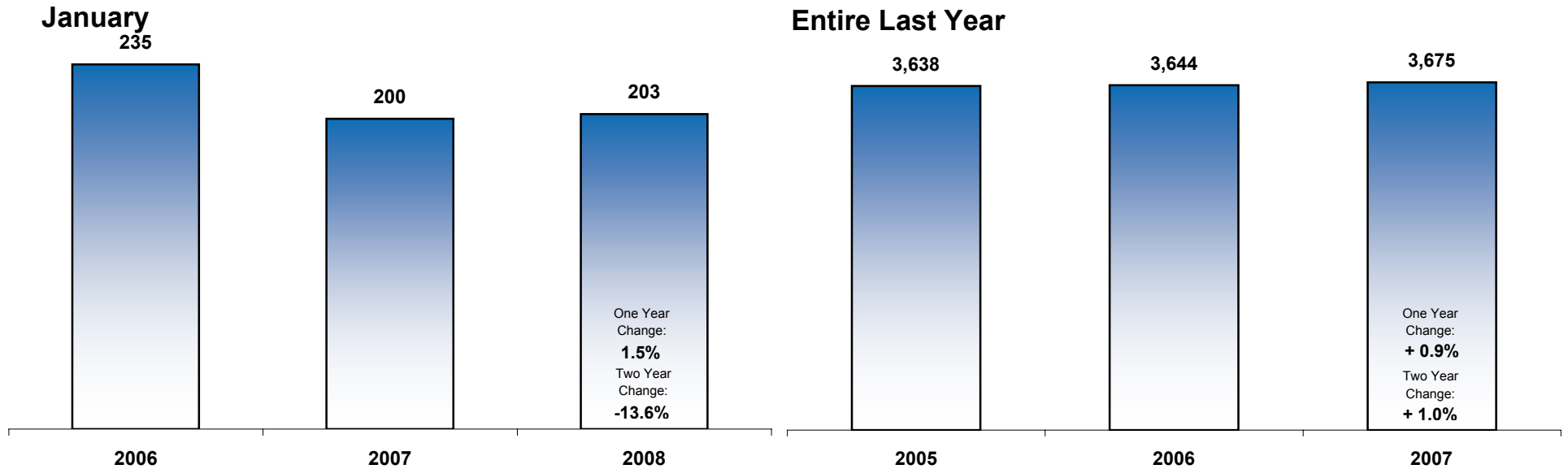


## Historical Market Activity



# Pending Sales

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



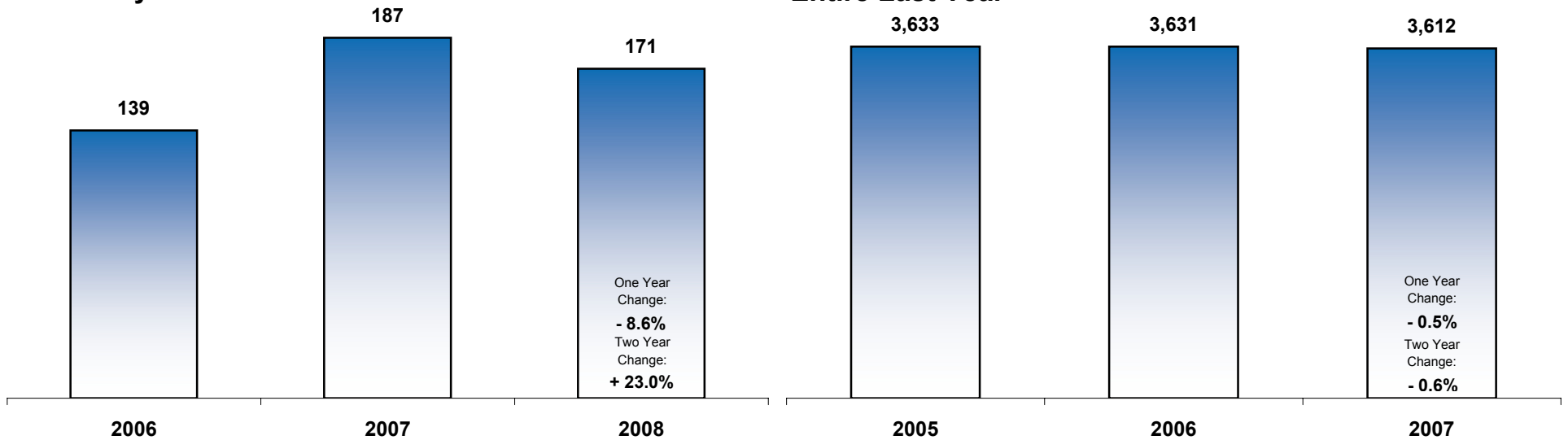
# Closed Sales

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

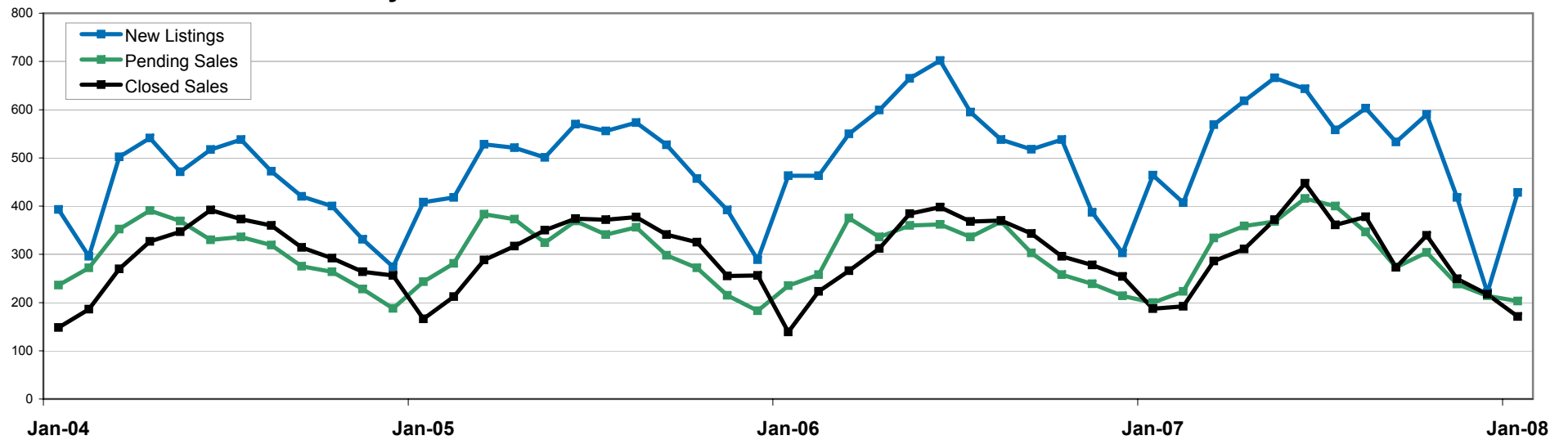


## January

## Entire Last Year



## Historical Market Activity



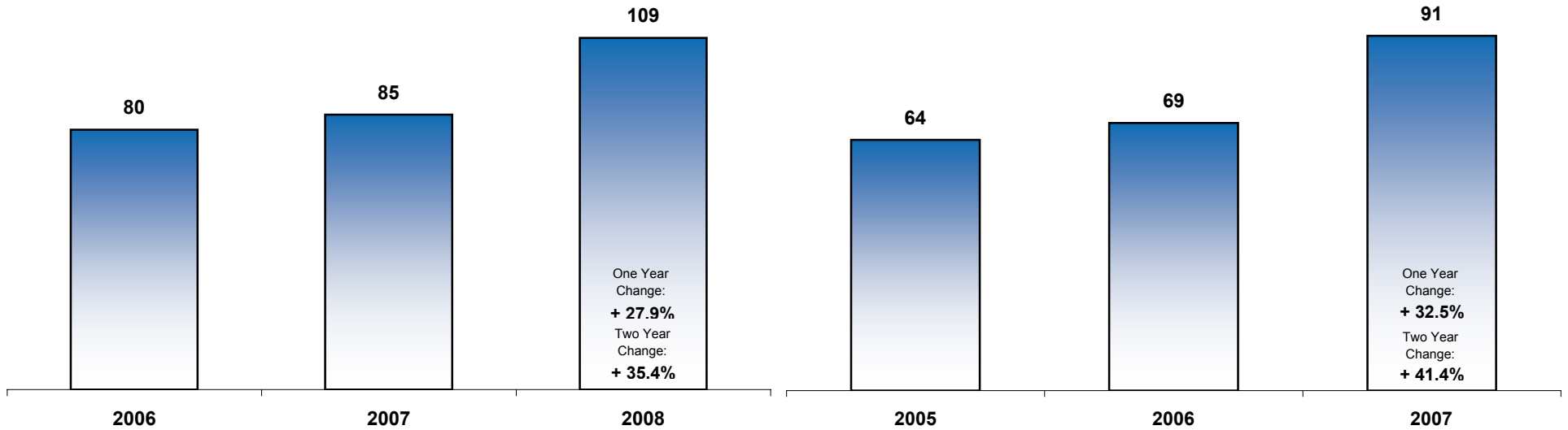
# Days on Market Until Sale

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

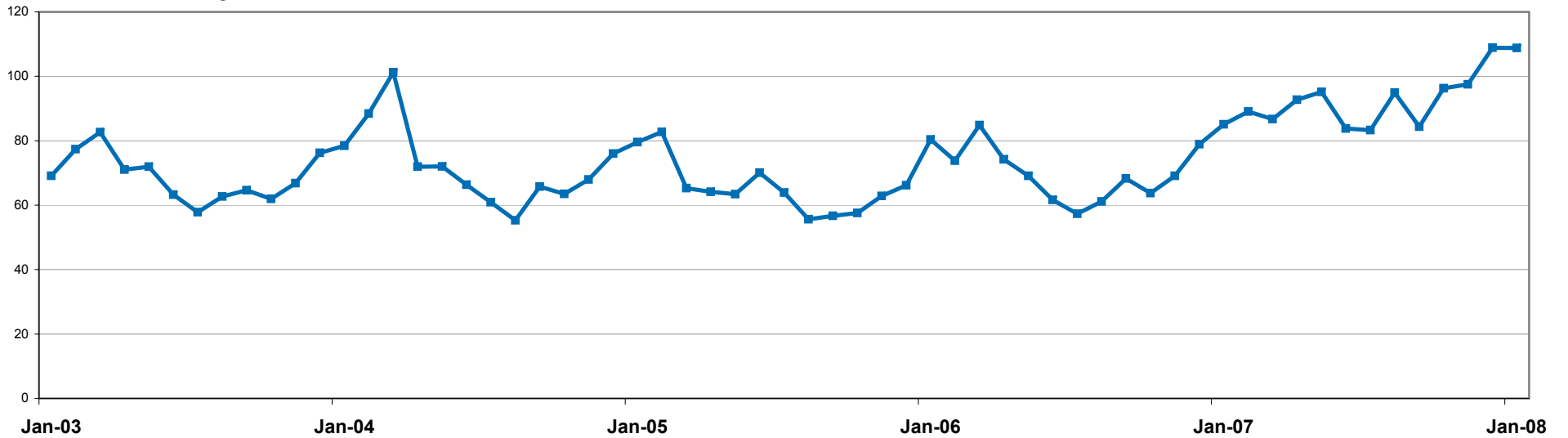


## January

## Entire Last Year



## Historical Days on Market Until Sale



# Median Sales Price

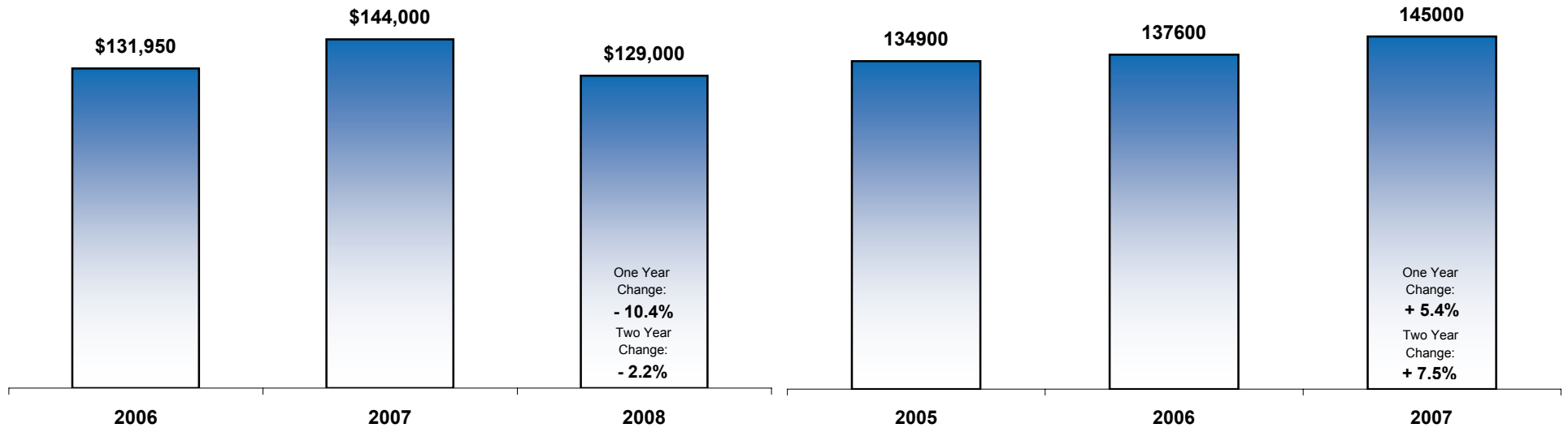
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



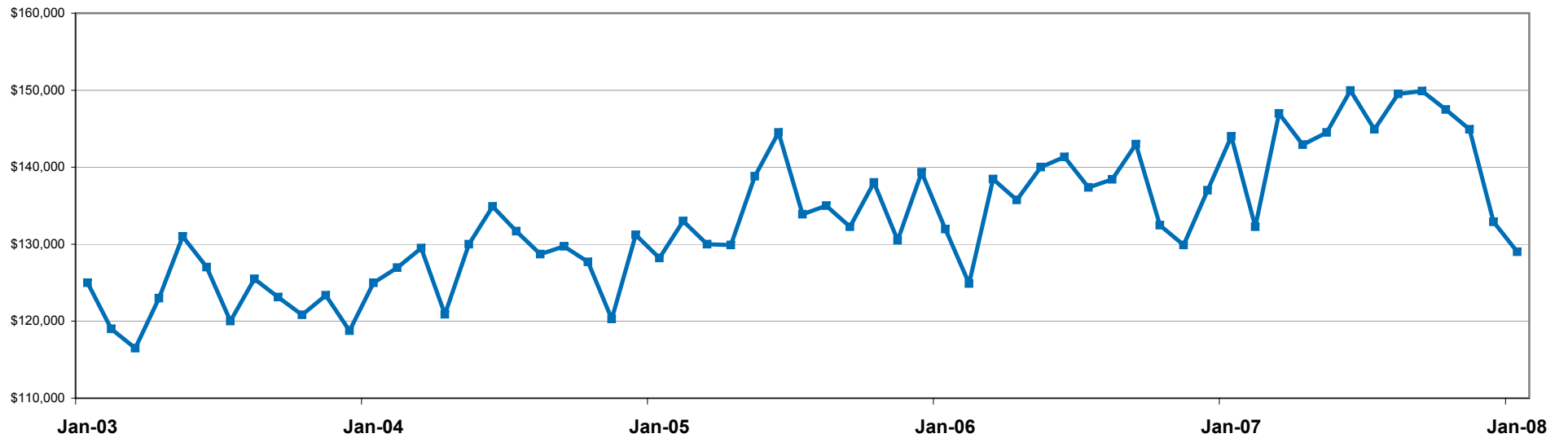
## January

## Entire Last Year

Figures do not take into account seller concessions.



## Historical Median Prices



# Average Sales Price

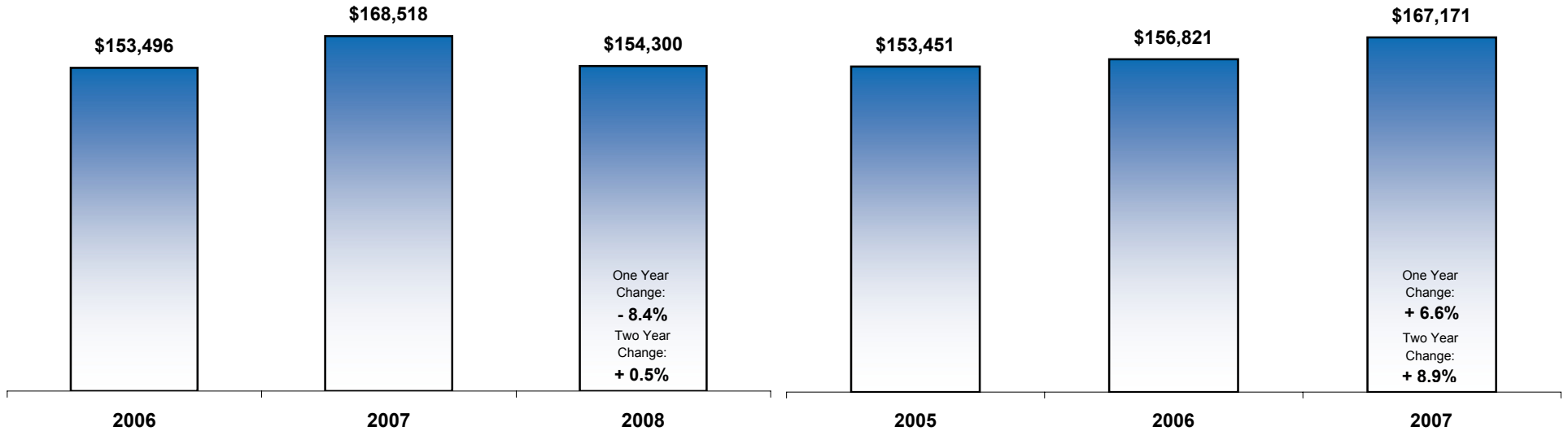
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



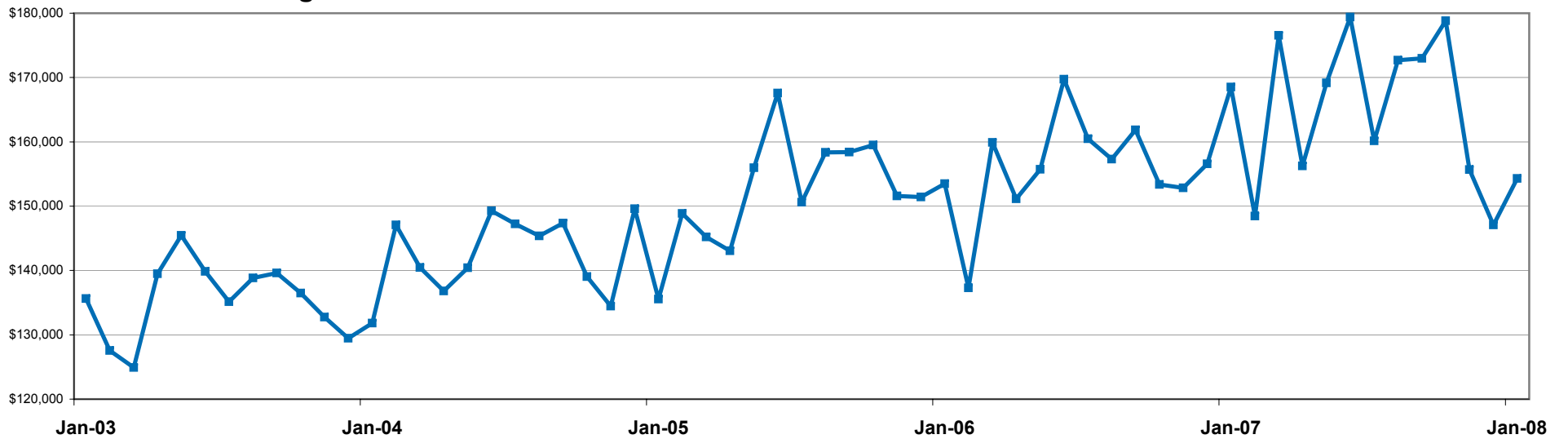
## January

## Entire Last Year

Figures do not take into account seller concessions.



## Historical Average Prices



# Percent of Original List Price Received at Sale

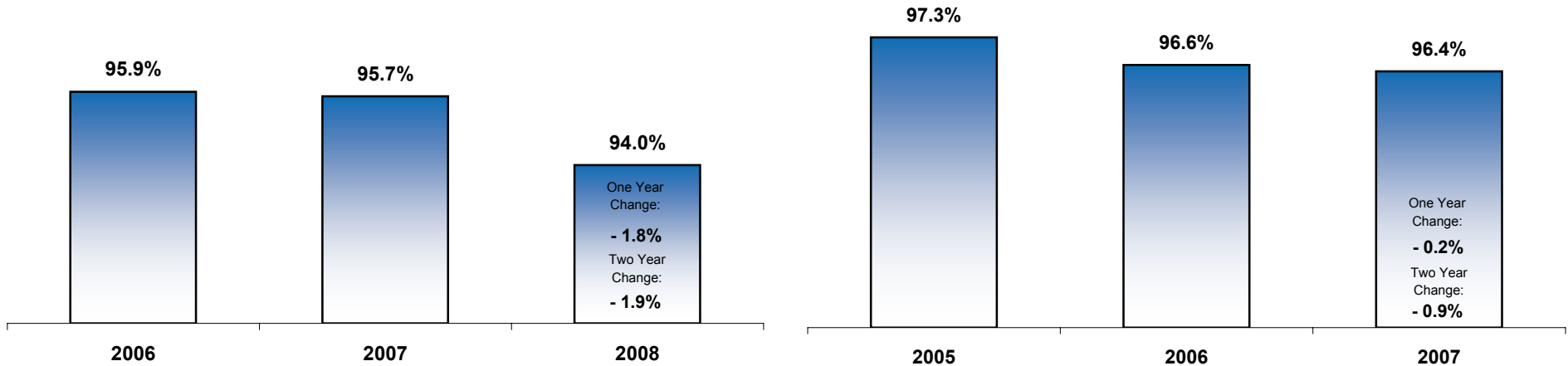
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



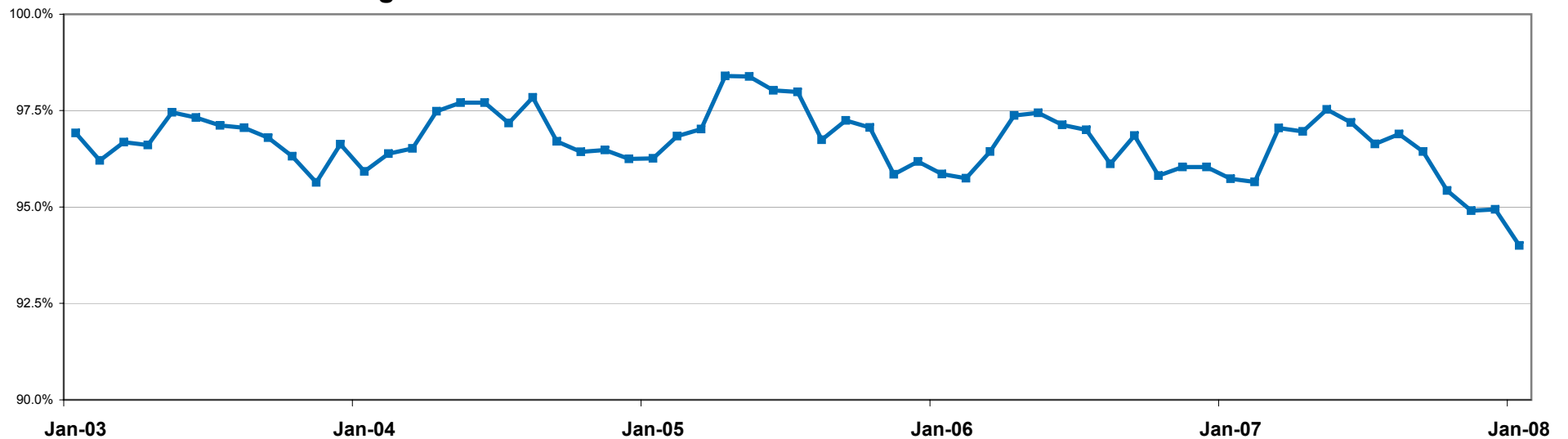
## January

## Entire Last Year

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 not 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



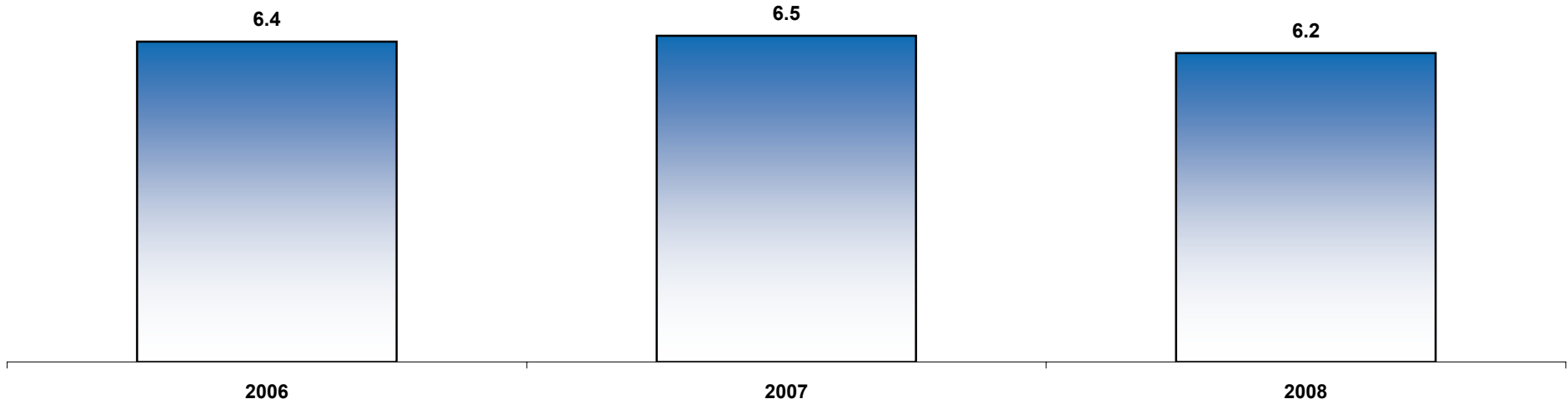


# Mortgage Rates

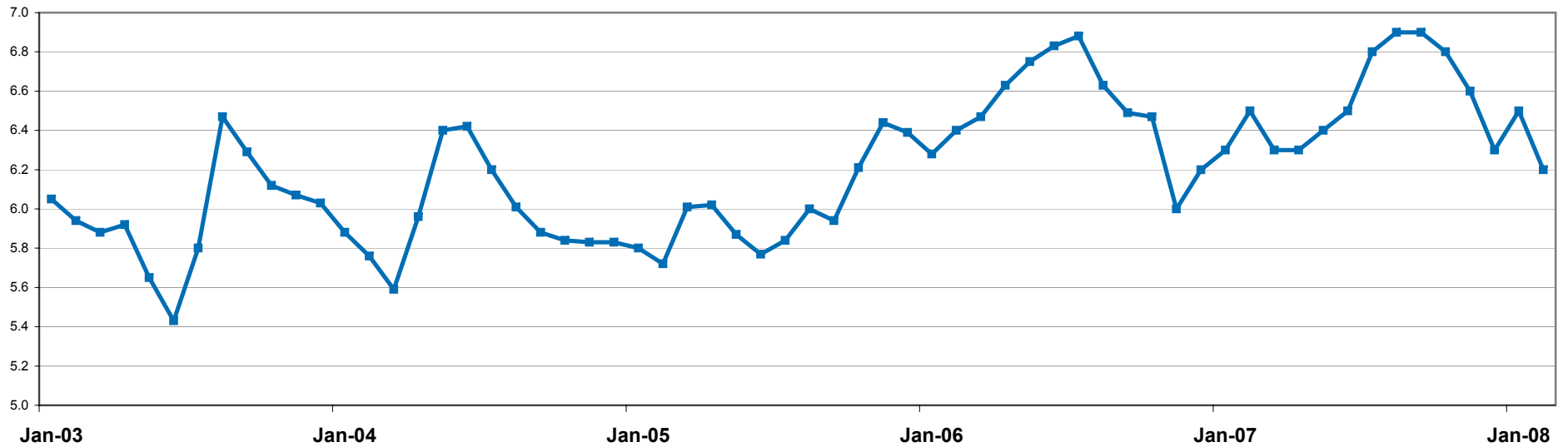
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



**February** 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



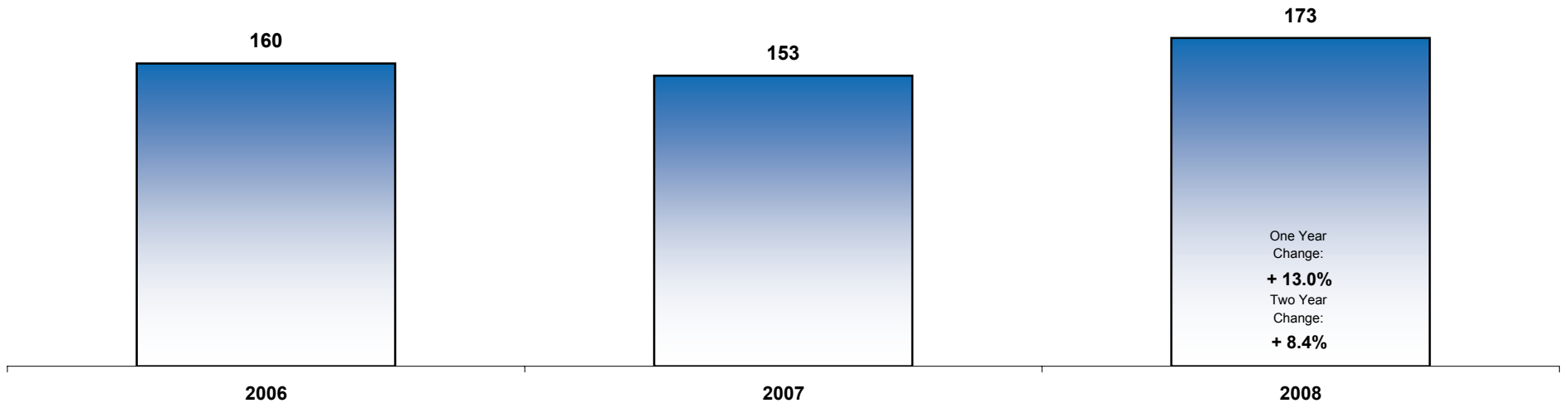
# Housing Affordability Index

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

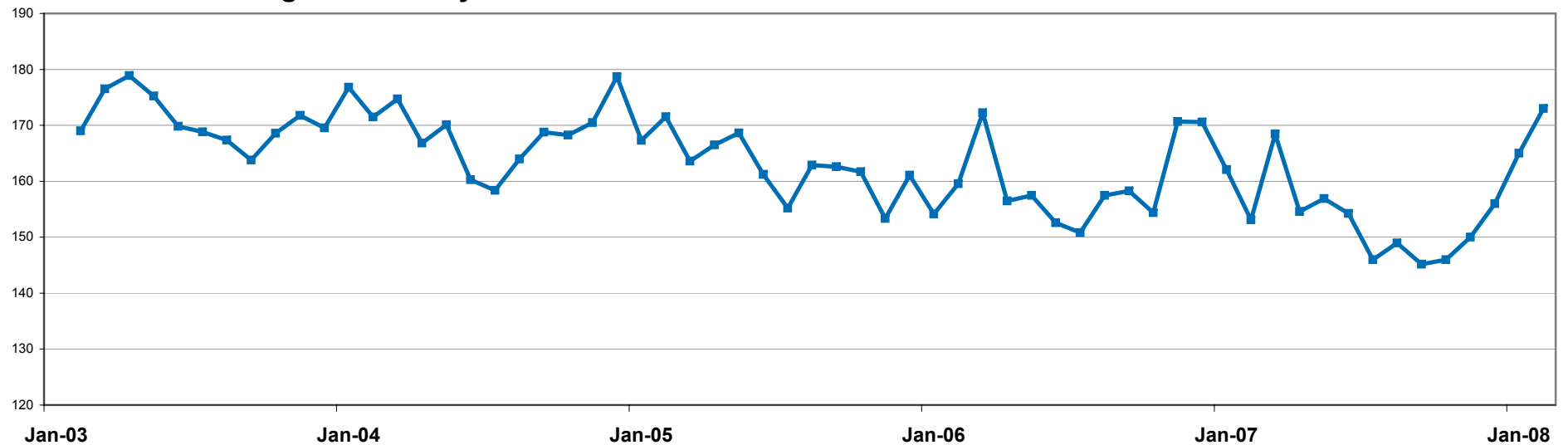


February

The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 173 means the median family income is 173% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



## Historical Housing Affordability Index

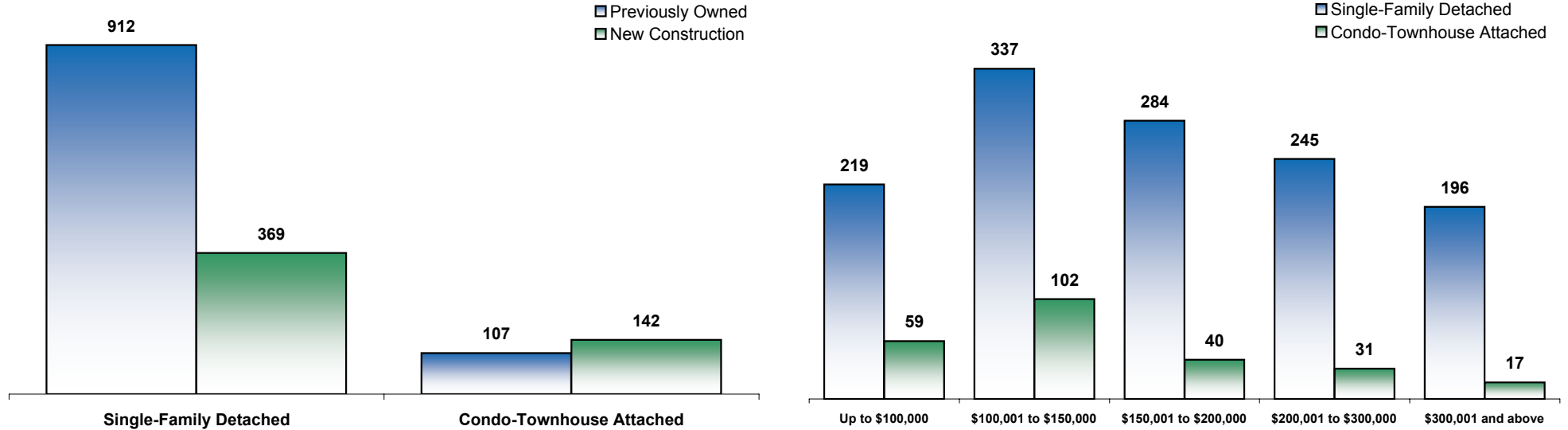


# Housing Supply Outlook

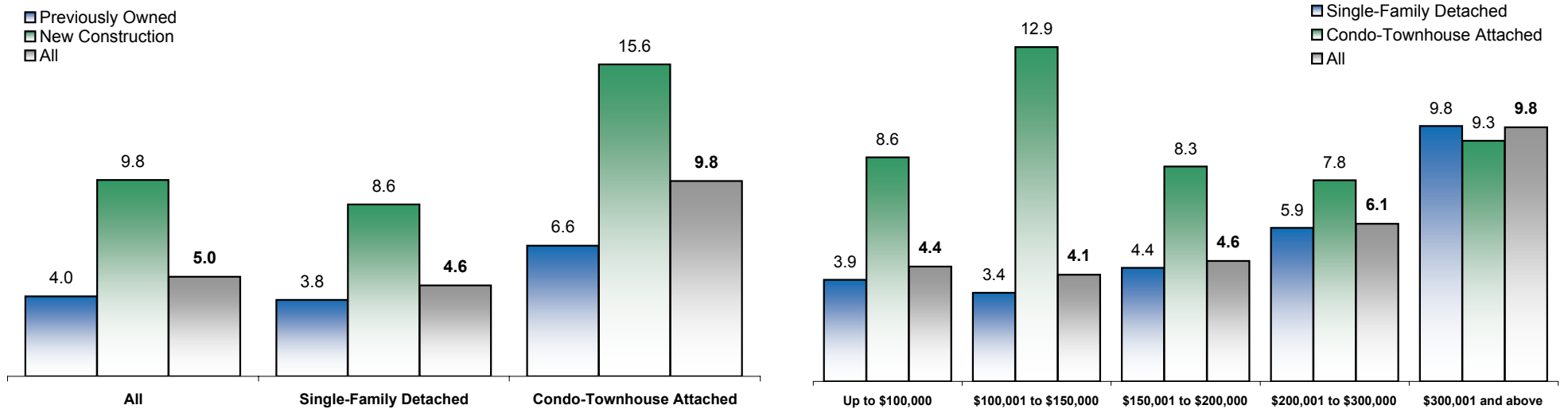
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## Inventory of Active Listings



## Months Supply



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

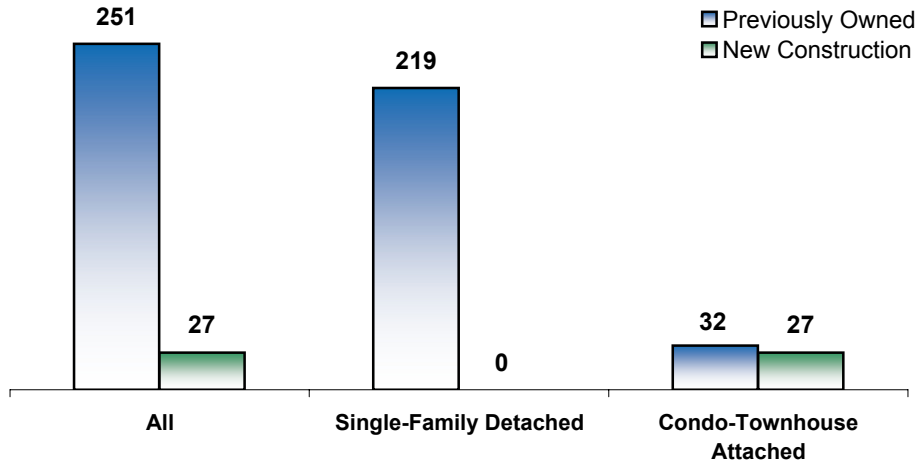
# Housing Supply Outlook

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

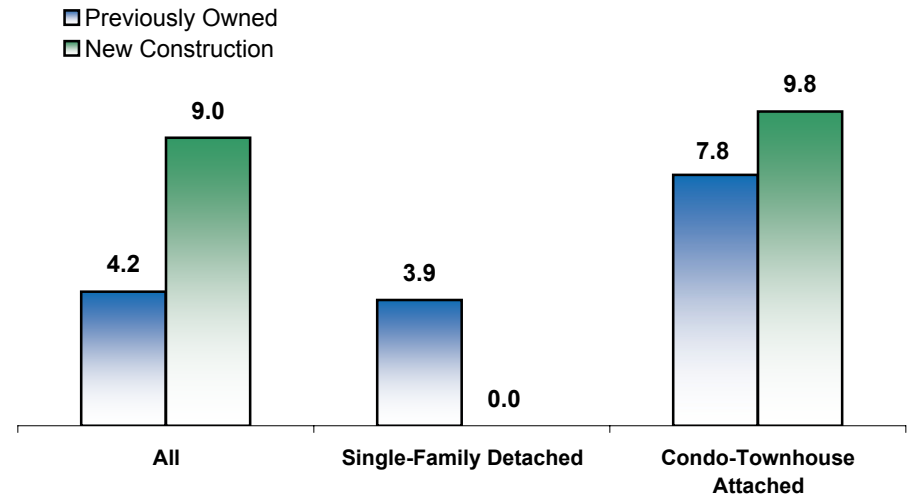


## Under \$100,000

### Inventory

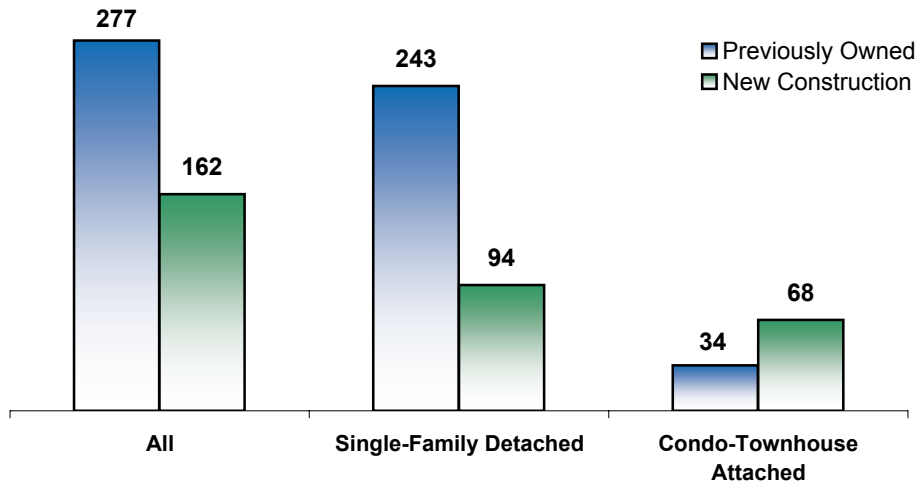


### Months Supply

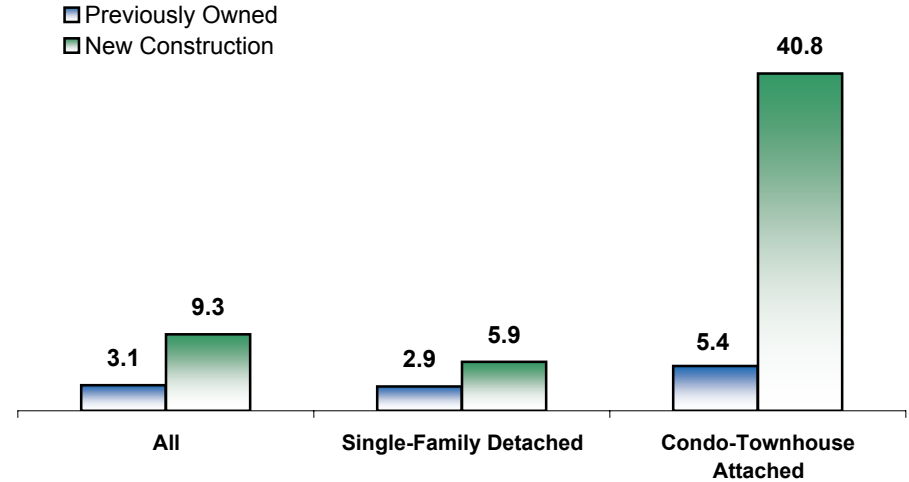


## \$100,001 to \$150,000

### Inventory



### Months Supply



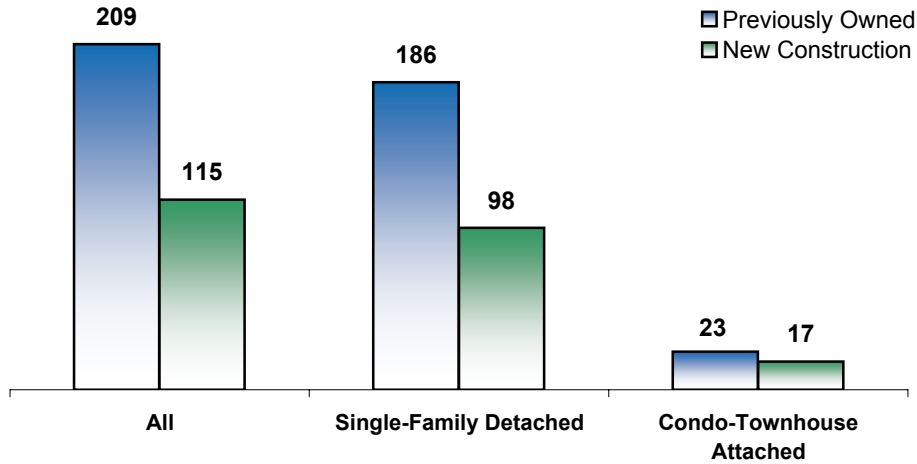
# Housing Supply Outlook

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

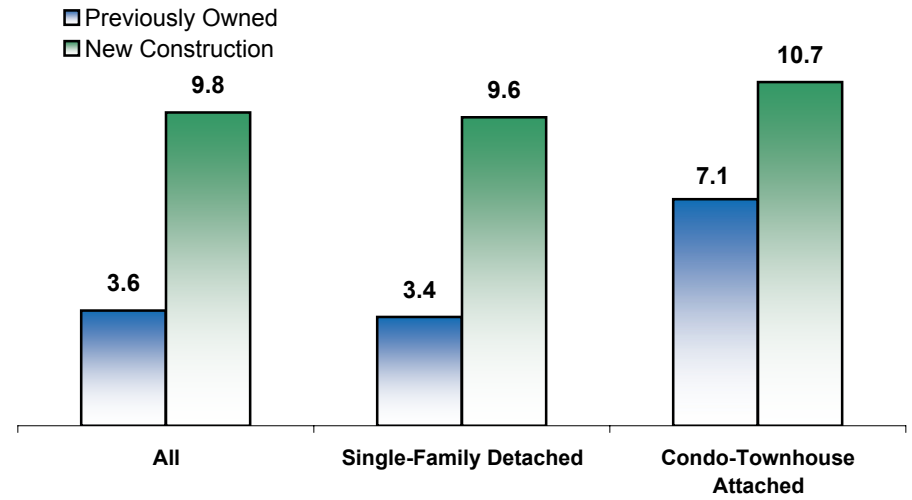


## \$150,001 to \$200,000

### Inventory

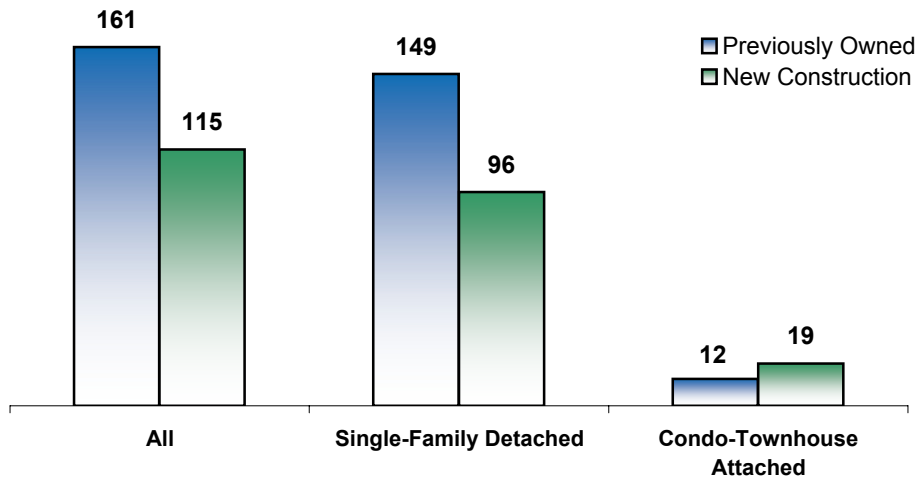


### Months Supply

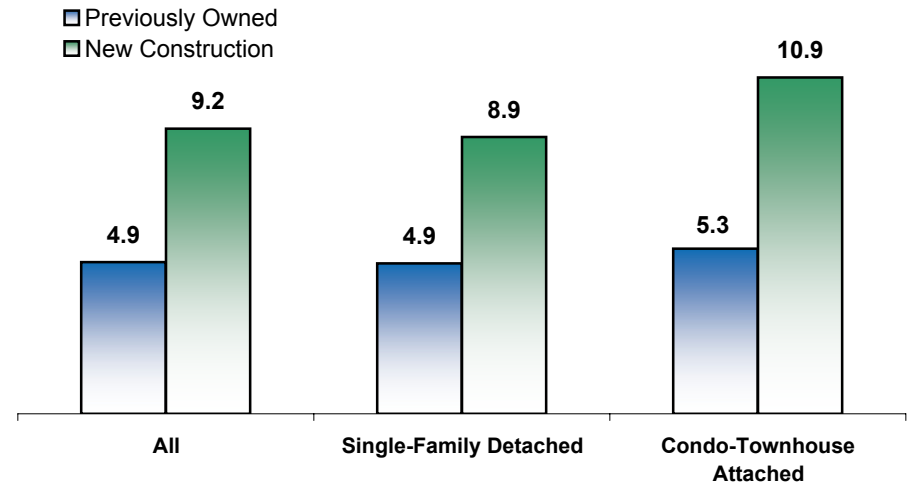


## \$200,001 to \$300,000

### Inventory



### Months Supply



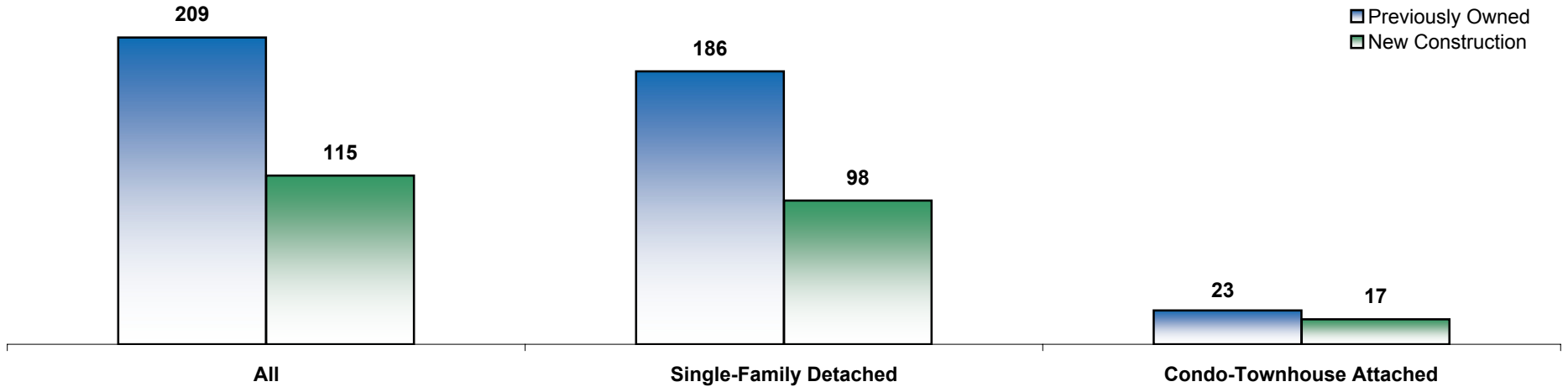
# Housing Supply Outlook

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

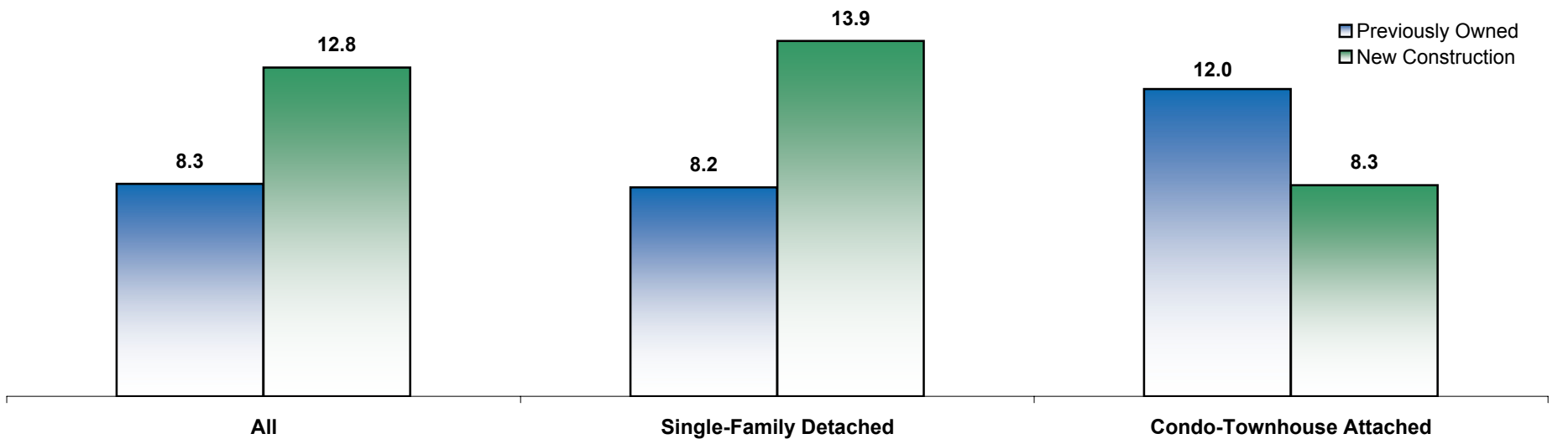


## \$300,001 and above

### Inventory



### Months Supply



# Market Overview

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



## January 2008

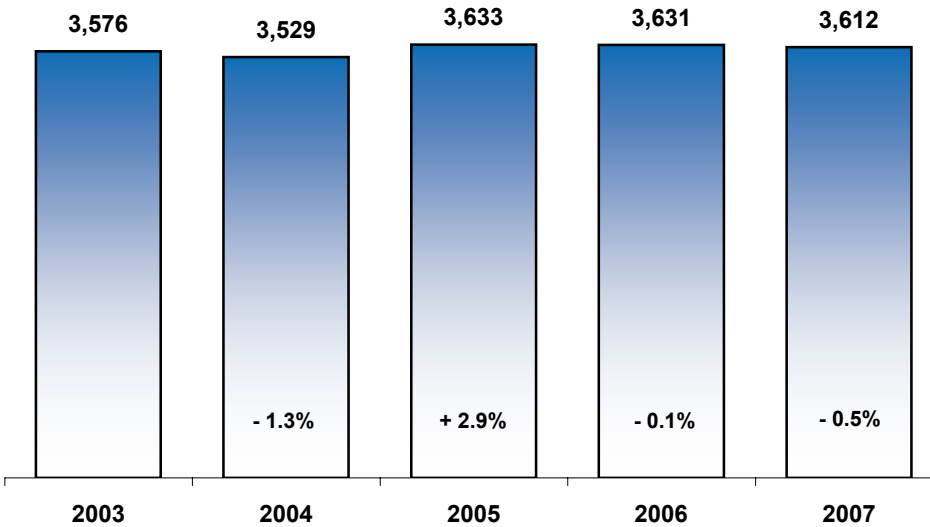
		This Year	Previous Year	Percent Change	5-Year Average	Three Month Forecast	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
<b>New Listings</b>	Nov	418	387	+ 8.0%	359	↑	6,069	6,018	+ 0.8%	NA
	Dec	221	303	- 27.1%	266		6,290	6,321	- 0.5%	NA
	<b>Jan</b>	<b>428</b>	<b>464</b>	<b>- 7.8%</b>	<b>431</b>		<b>428</b>	<b>464</b>	<b>- 7.8%</b>	<b>NA</b>
<b>Pending Sales</b>	Nov	238	239	- 0.4%	226	↑	3,461	3,430	+ 0.9%	NA
	Dec	214	214	- 0.0%	190		3,675	3,644	+ 0.9%	NA
	<b>Jan</b>	<b>203</b>	<b>200</b>	<b>+ 1.5%</b>	<b>223</b>		<b>203</b>	<b>200</b>	<b>+ 1.5%</b>	<b>NA</b>
<b>Closed Sales</b>	Nov	249	278	- 10.4%	249	↑	3,395	3,377	+ 0.5%	NA
	Dec	217	254	- 14.6%	242		3,612	3,631	- 0.5%	NA
	<b>Jan</b>	<b>171</b>	<b>187</b>	<b>- 8.6%</b>	<b>162</b>		<b>171</b>	<b>187</b>	<b>- 8.6%</b>	<b>NA</b>
<b>Days on Market Until Sale</b>	Nov	98	69	+ 41.1%	73	↓	90	68	+ 32.3%	72
	Dec	109	79	+ 38.0%	81		91	69	+ 32.5%	73
	<b>Jan</b>	<b>109</b>	<b>85</b>	<b>+ 27.9%</b>	<b>86</b>		<b>109</b>	<b>85</b>	<b>+ 28.1%</b>	<b>86</b>
<b>Median Sales Price</b>	Nov	\$144,900	\$129,900	+ 11.5%	\$129,795	↔	--	--	--	--
	Dec	\$132,900	\$137,000	- 3.0%	\$131,838		--	--	--	--
	<b>Jan</b>	<b>\$129,000</b>	<b>\$144,000</b>	<b>- 10.4%</b>	<b>\$131,630</b>		--	--	--	--
<b>Average Sales Price</b>	Nov	\$155,693	\$152,854	+ 1.9%	\$145,465	↔	\$168,456	\$156,840	+ 7.4%	\$151,674
	Dec	\$147,077	\$156,570	- 6.1%	\$146,829		\$167,171	\$156,821	+ 6.6%	\$151,390
	<b>Jan</b>	<b>\$154,300</b>	<b>\$168,518</b>	<b>- 8.4%</b>	<b>\$148,731</b>		<b>\$154,300</b>	<b>\$168,518</b>	<b>- 8.4%</b>	<b>\$148,731</b>
<b>Total Active Listings Available</b>	Nov	NA	NA	--	--	↓	--	--	--	--
	Dec	1,563	NA	--	--		--	--	--	--
	<b>Jan</b>	<b>1,530</b>	<b>NA</b>	<b>--</b>	<b>--</b>		<b>1,530</b>	<b>NA</b>	<b>--</b>	<b>--</b>
<b>Percent of Original List Price</b>	Nov	94.9%	96.0%	- 1.2%	95.8%	↓	95.8%	96.6%	- 0.9%	96.5%
	Dec	94.9%	96.0%	- 1.1%	96.0%		96.0%	96.6%	- 0.6%	96.4%
	<b>Jan</b>	<b>94.0%</b>	<b>95.7%</b>	<b>- 1.8%</b>	<b>95.6%</b>		<b>95.6%</b>	<b>95.7%</b>	<b>- 0.2%</b>	<b>94.0%</b>
<b>Mortgage Rates</b>	Dec	6.3	6.2	+ 1.6%	6.2	↔	--	--	--	--
	Jan	6.5	6.3	+ 3.2%	6.2		--	--	--	--
	<b>Feb</b>	<b>6.2</b>	<b>6.5</b>	<b>- 4.6%</b>	<b>6.1</b>		--	--	--	--
<b>Housing Affordability Index</b>	Dec	156	171	- 8.5%	167	↔	--	--	--	--
	Jan	165	162	+ 1.8%	165		--	--	--	--
	<b>Feb</b>	<b>173</b>	<b>153</b>	<b>+ 13.0%</b>	<b>166</b>		--	--	--	--
<b>Months Supply of Inventory</b>	Dec	NA	NA	--	--	↔	--	--	--	--
	Jan	5.1	NA	--	--		--	--	--	--
	<b>Feb</b>	<b>5.0</b>	<b>NA</b>	<b>--</b>	<b>--</b>		<b>5.0</b>	<b>NA</b>	<b>--</b>	<b>--</b>

# Annual Review

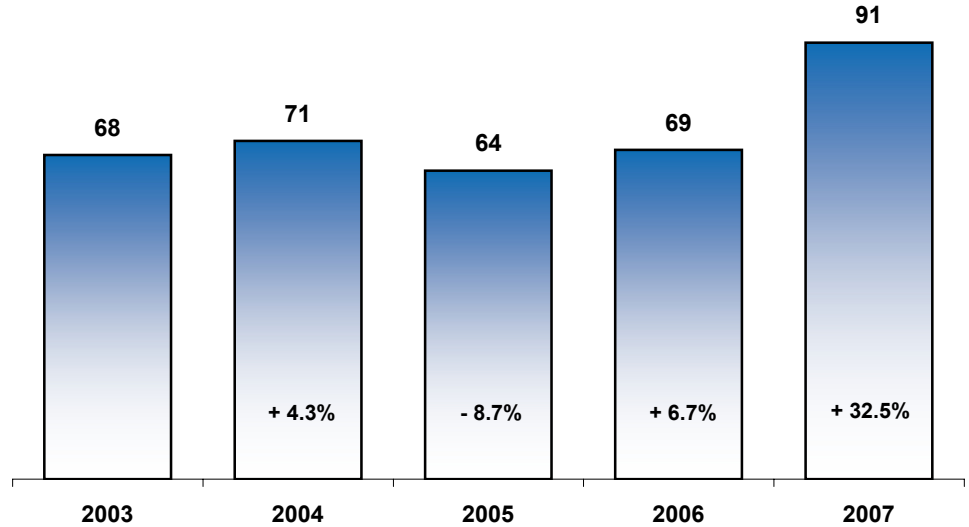
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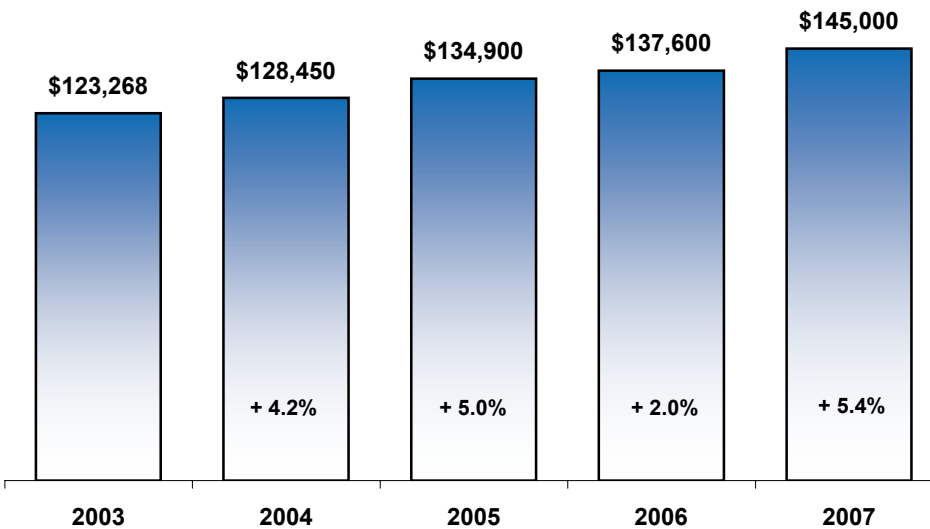
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

