

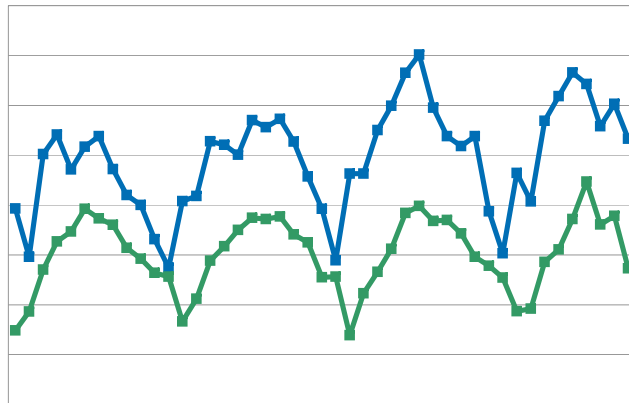


REALTOR® Association of the Sioux Empire Inc.

A free research tool from the REALTOR® Association of the Sioux Empire, Inc. brought to you by the unique data-sharing traditions of the REALTOR® community

Monthly Indicators

March 2008

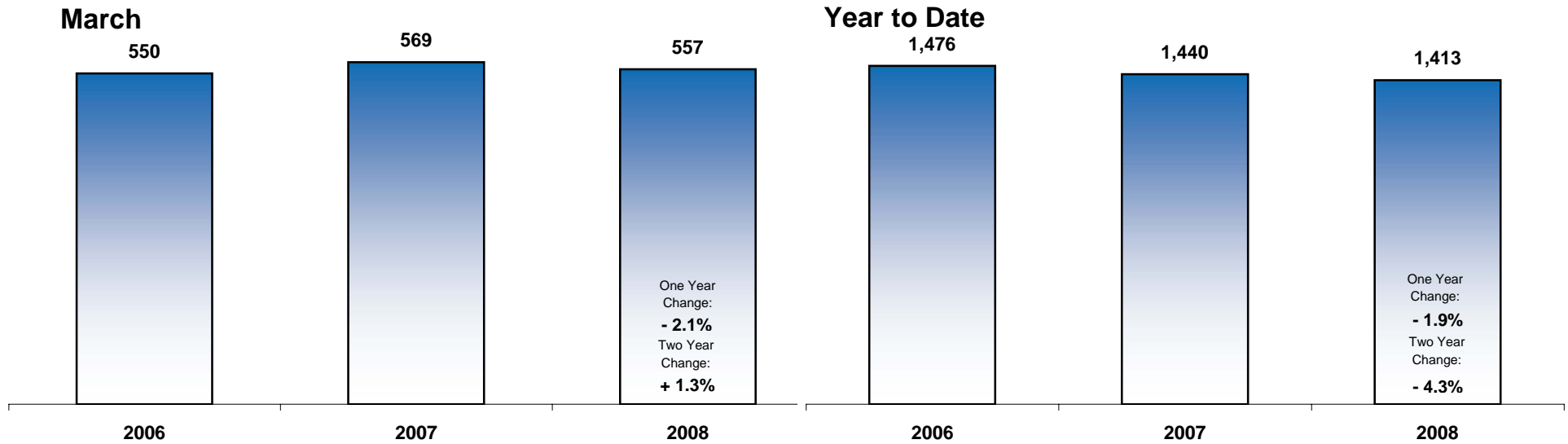


Contents

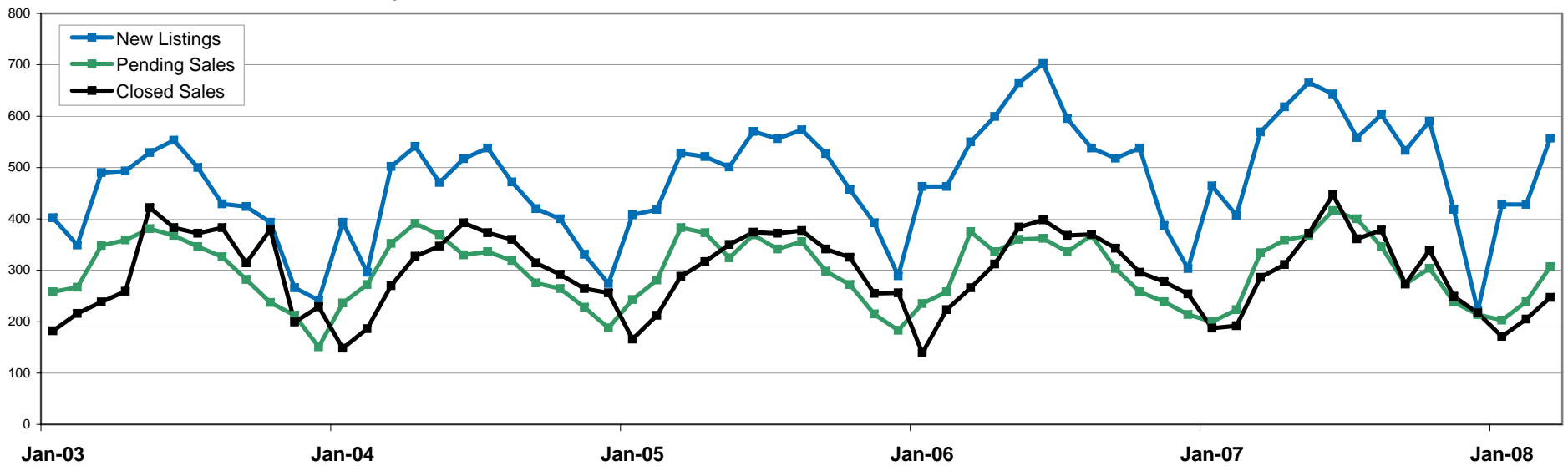
New Listings	2
Pending Sales	3
Closed Sales	4
Days On Market Until Sale	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received at Sale	8
Mortgage Rates	9
Housing Affordability Index	10
Housing Supply Outlook	
All Residential Properties	11
<i>Under \$100,000 and \$100,001 to \$150,000</i>	12
<i>\$150,001 to \$200,000 and \$200,001 to \$300,000</i>	13
<i>\$300,001 and above</i>	14
Market Overview	15
Annual Review	16

New Listings

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

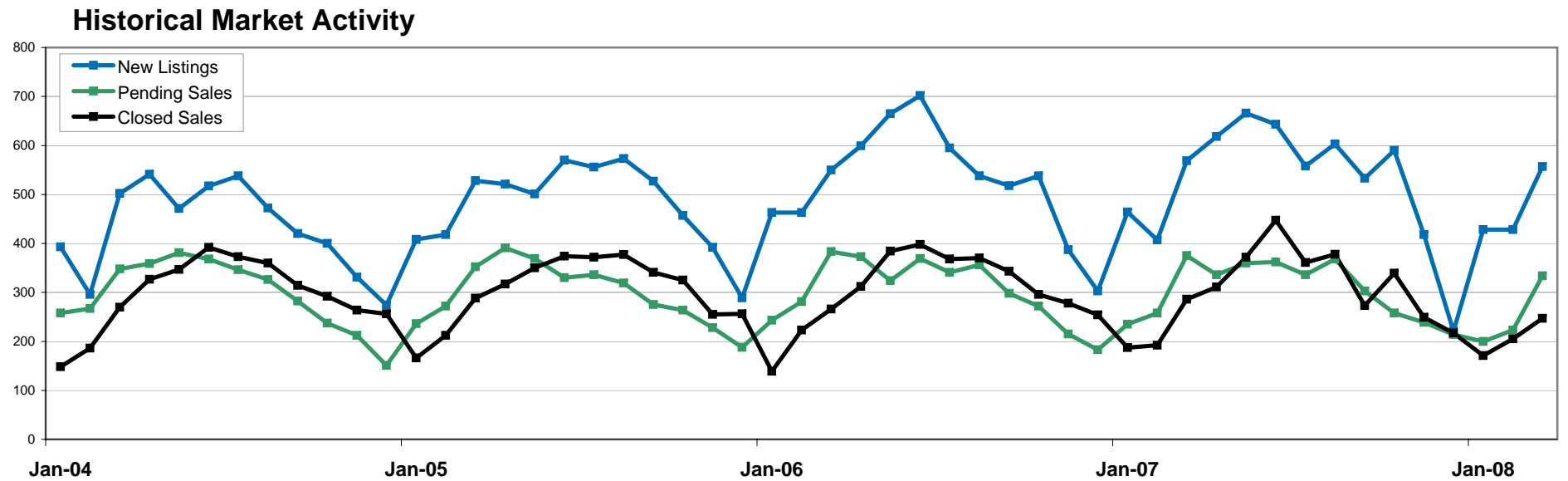
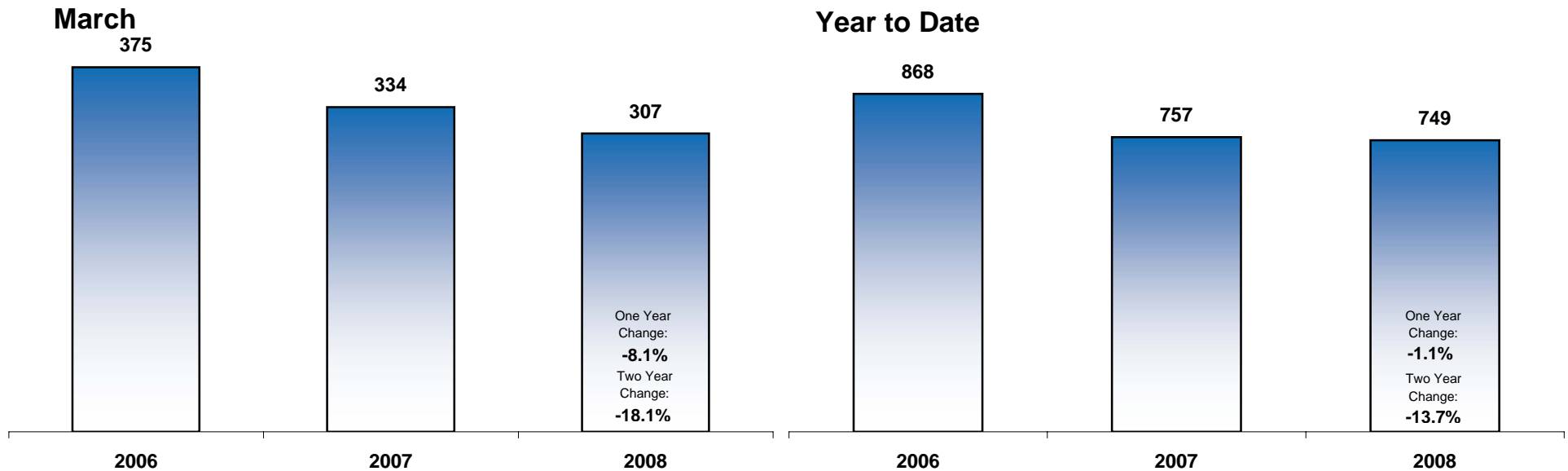


Historical Market Activity



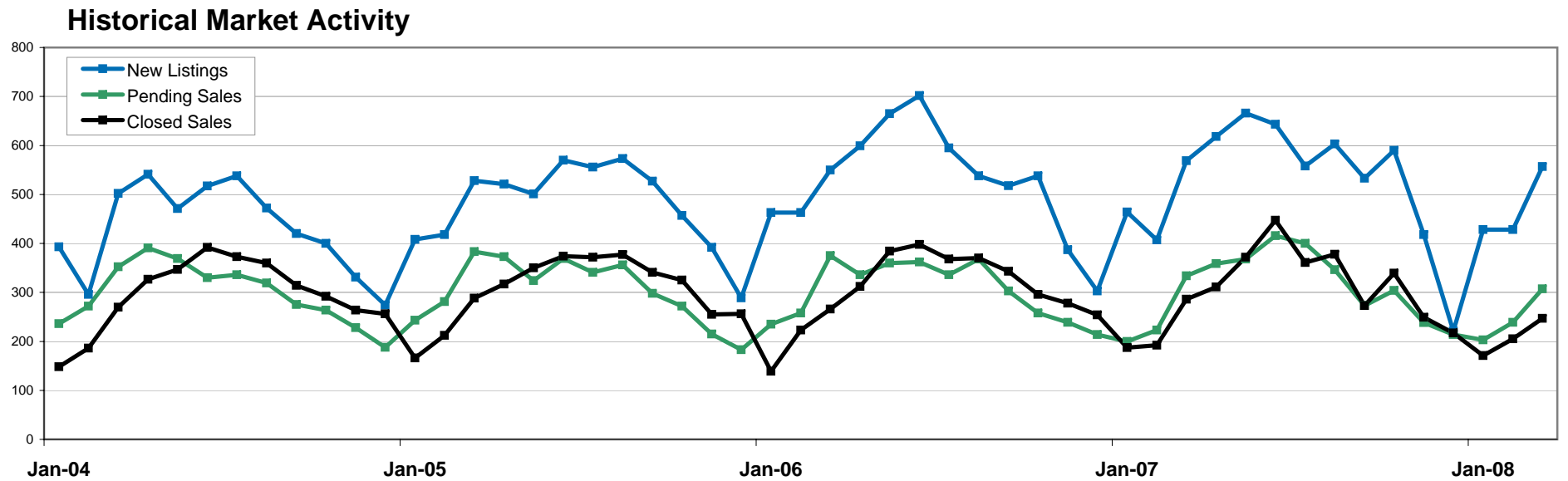
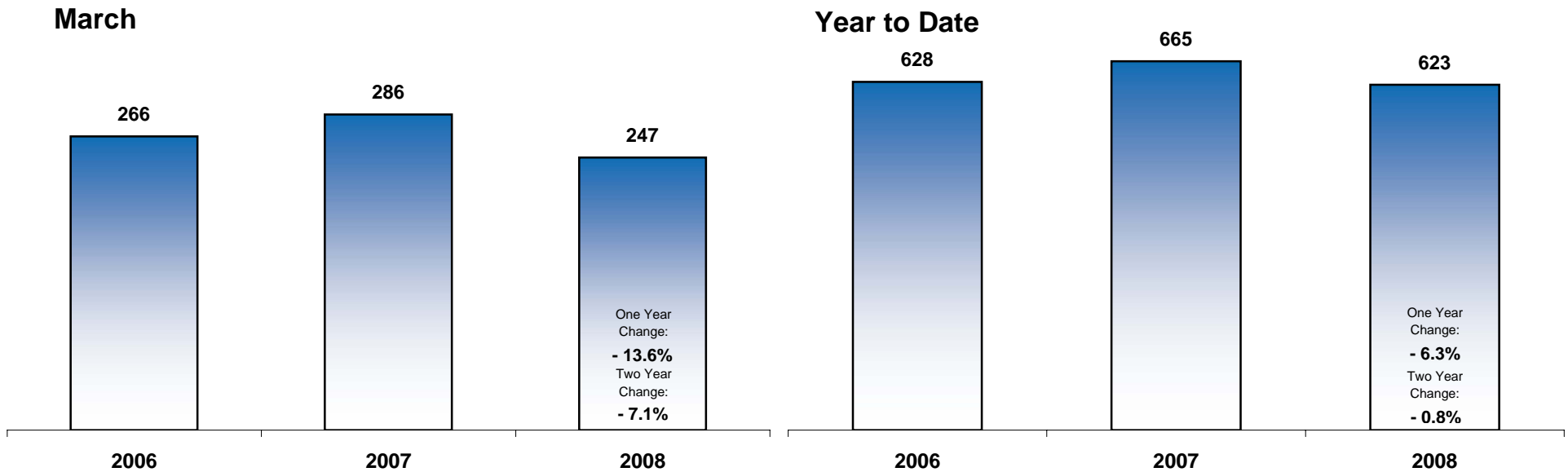
Pending Sales

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



Closed Sales

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

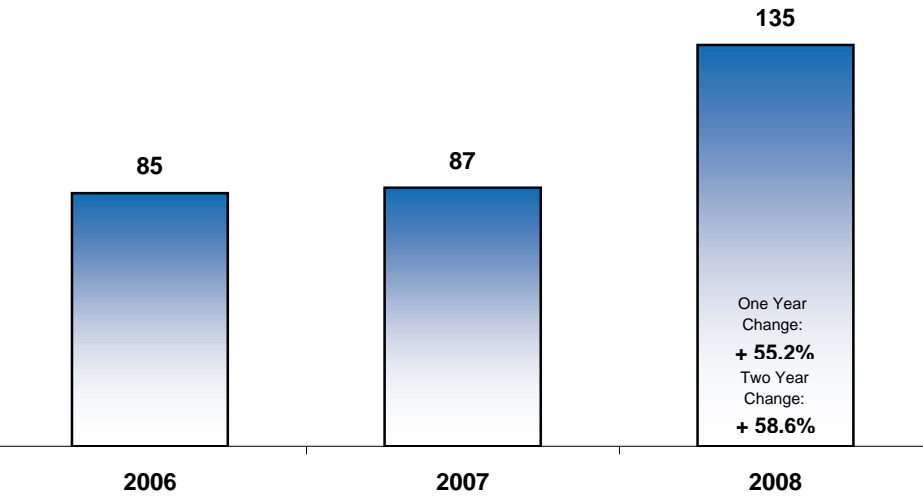


Days on Market Until Sale

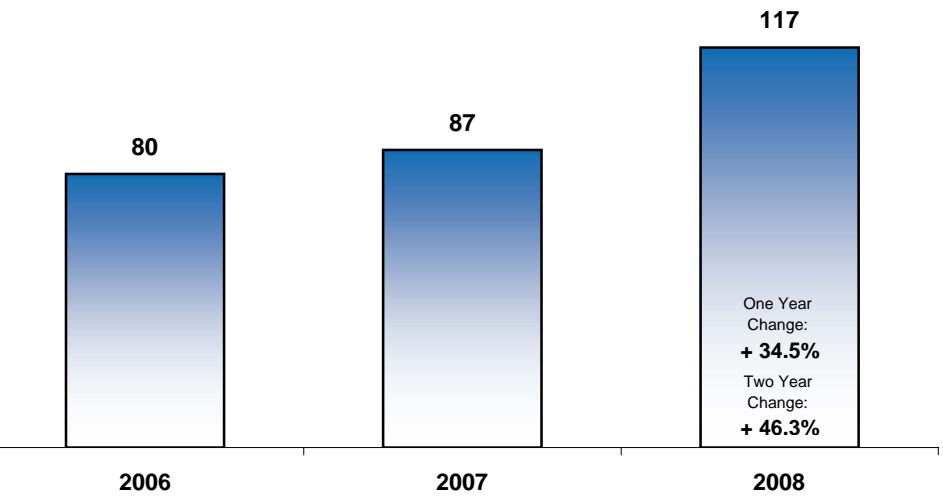
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



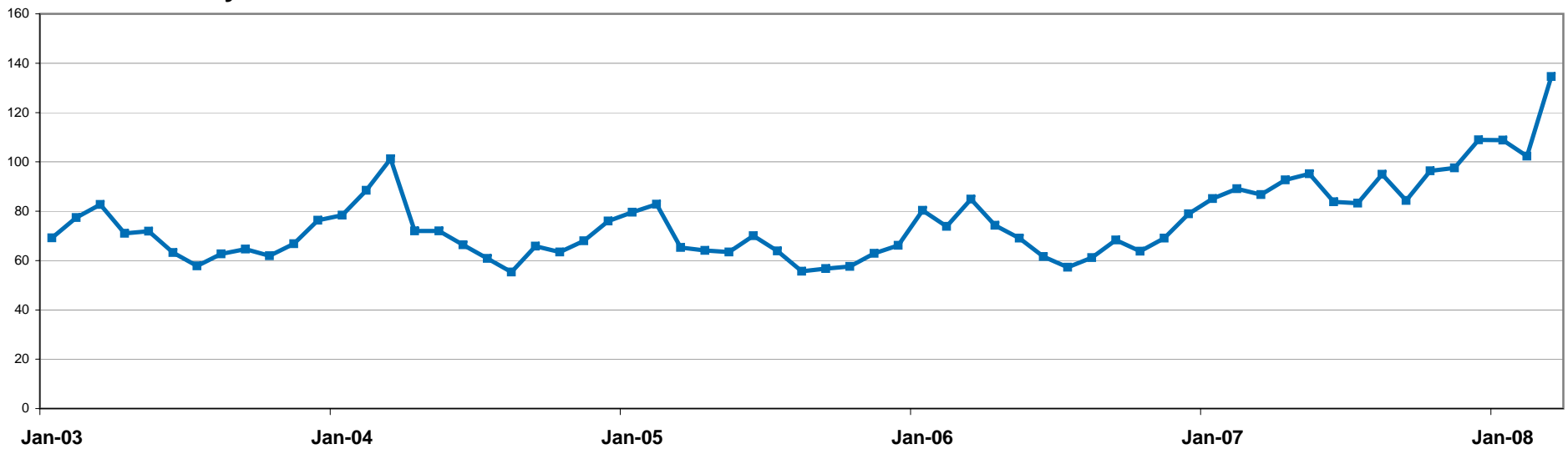
March



Year to Date



Historical Days on Market Until Sale



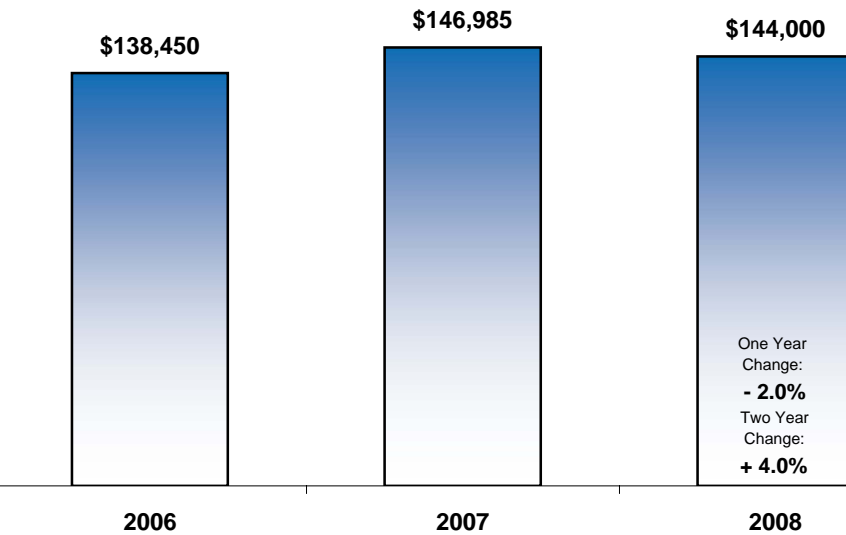
Median Sales Price

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



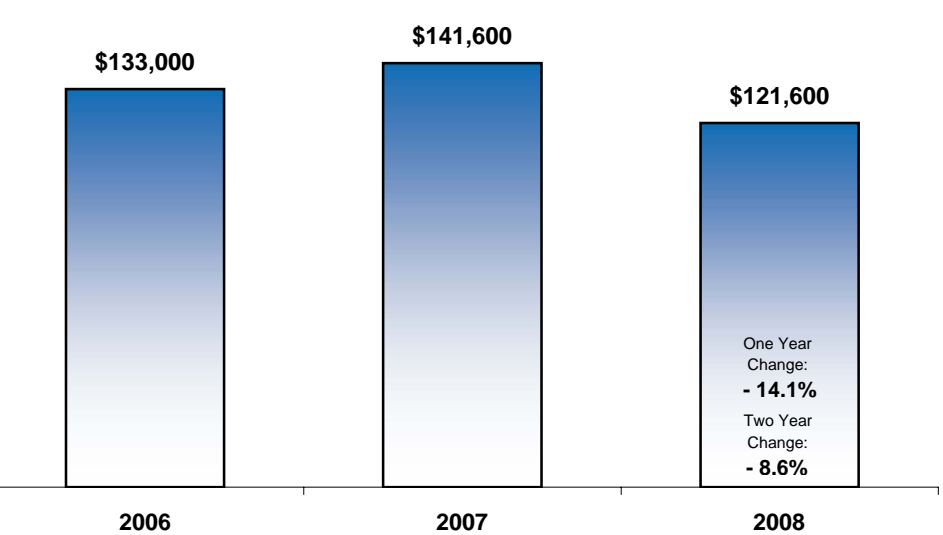
REALTOR® Association of the Sioux Empire Inc.

March

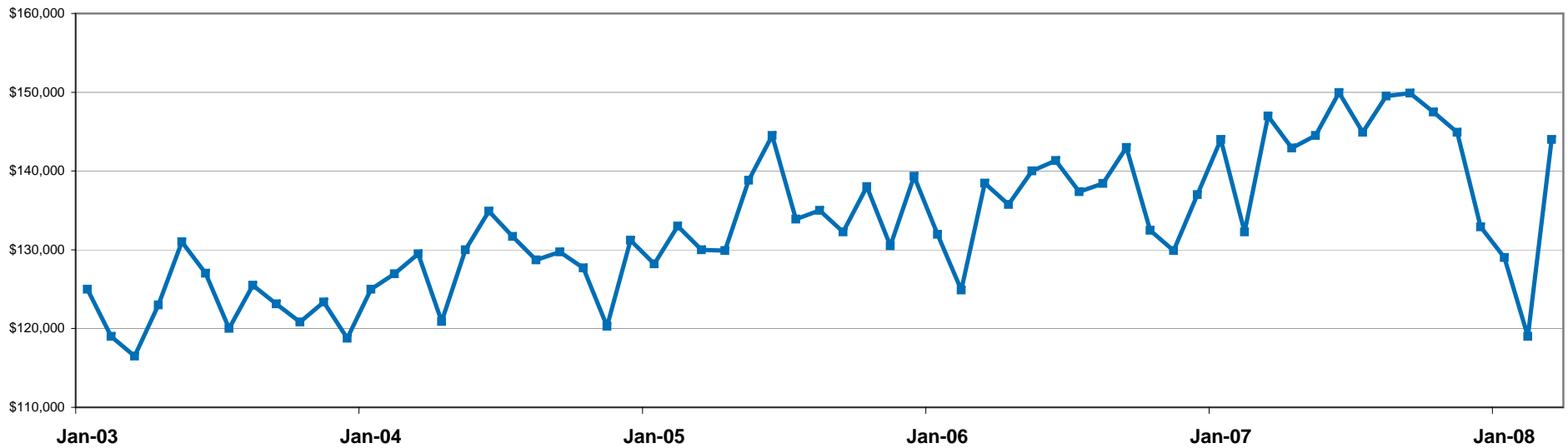


Year to Date

Figures do not take into account seller concessions.



Historical Median Prices

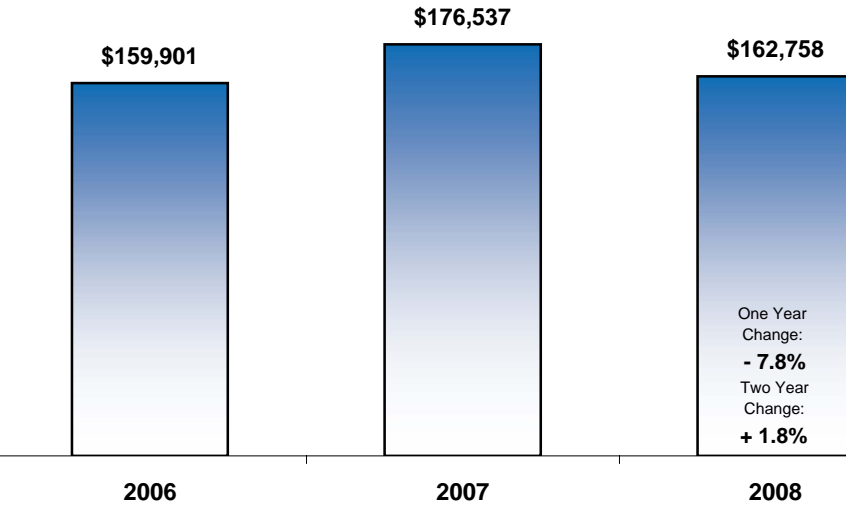


Average Sales Price

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

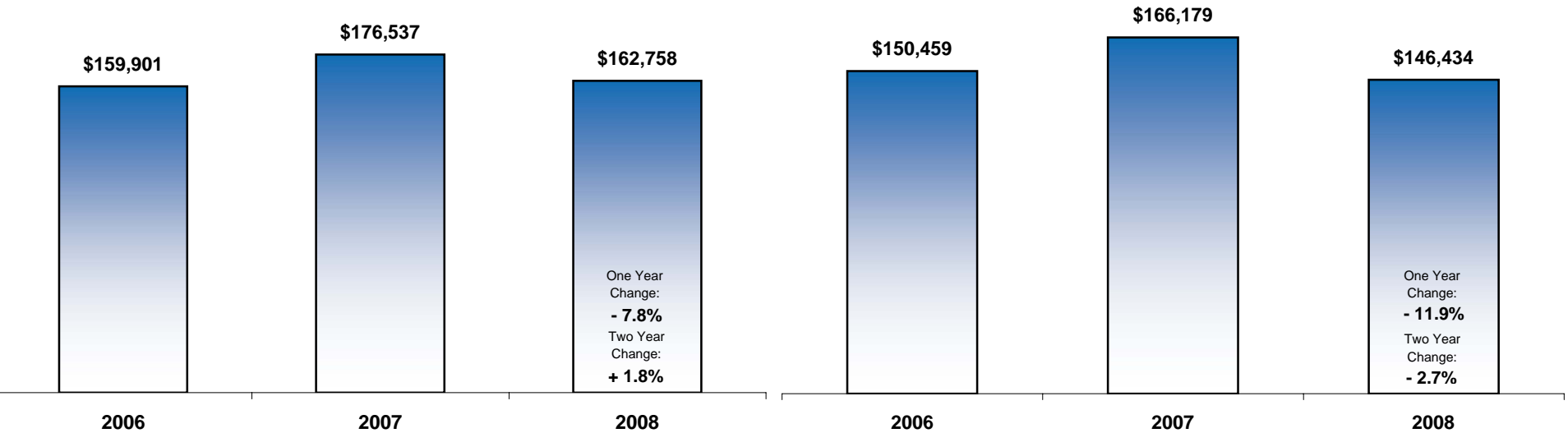


March

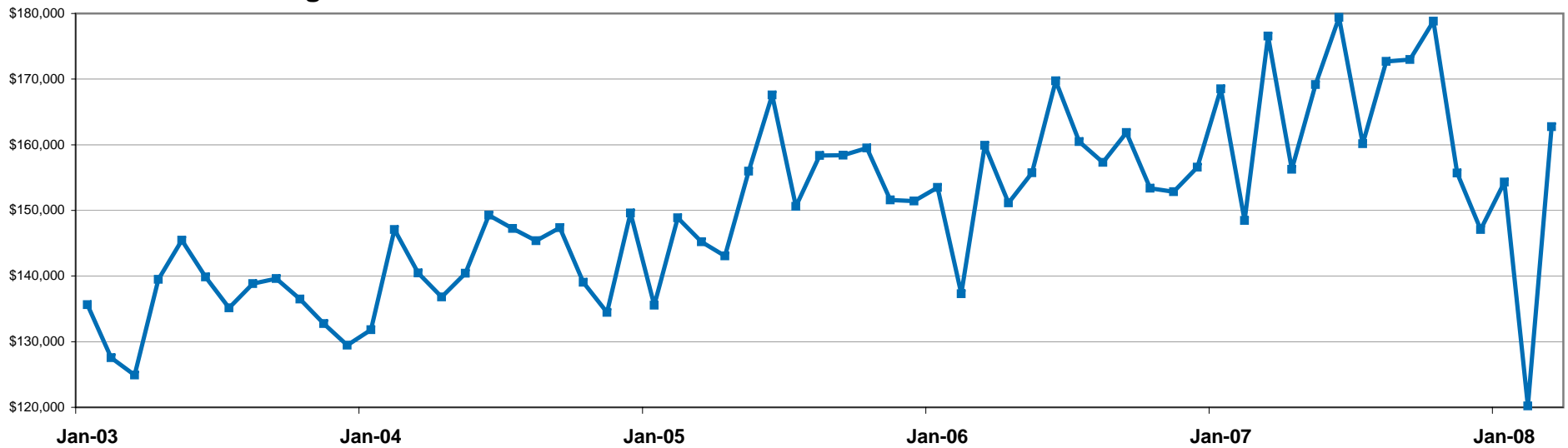


Year to Date

Figures do not take into account seller concessions.



Historical Average Prices



Percent of Original List Price Received at Sale

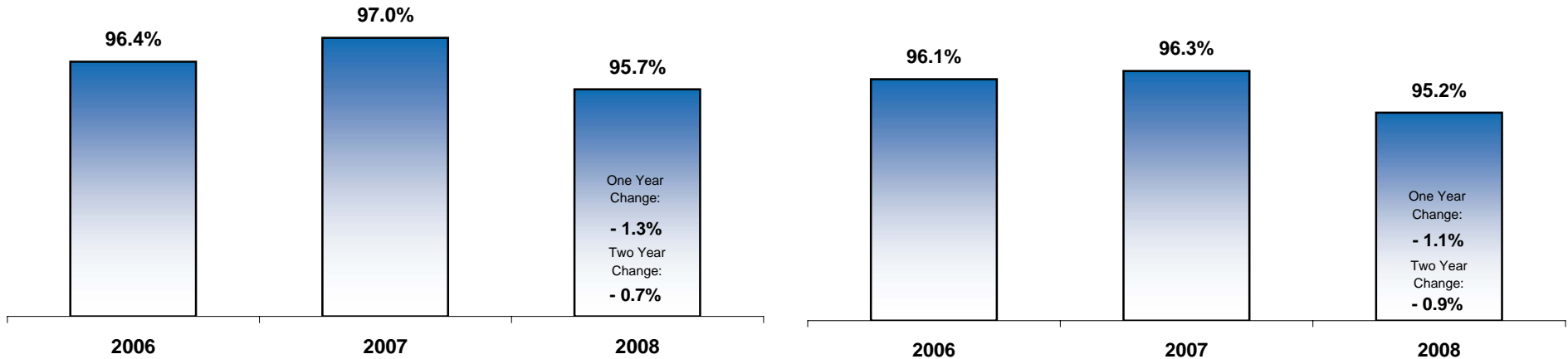
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



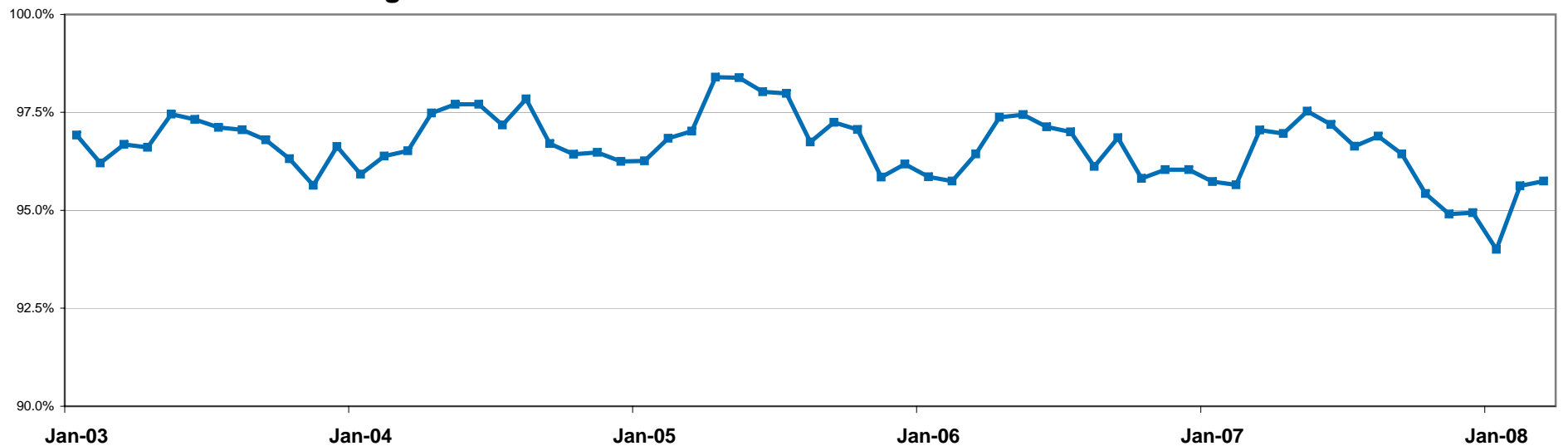
March

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 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



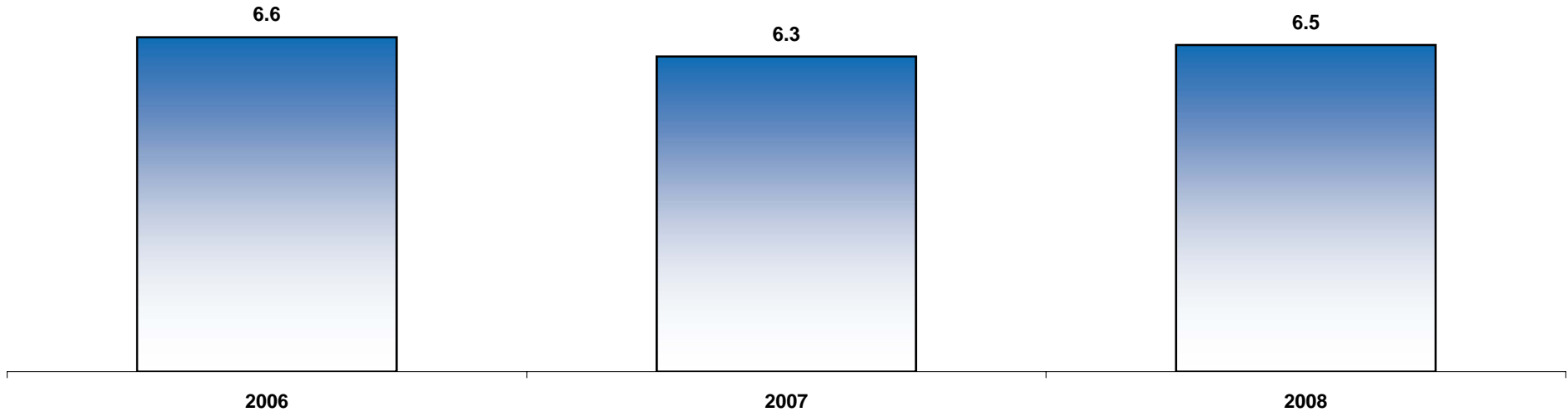
Mortgage Rates

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

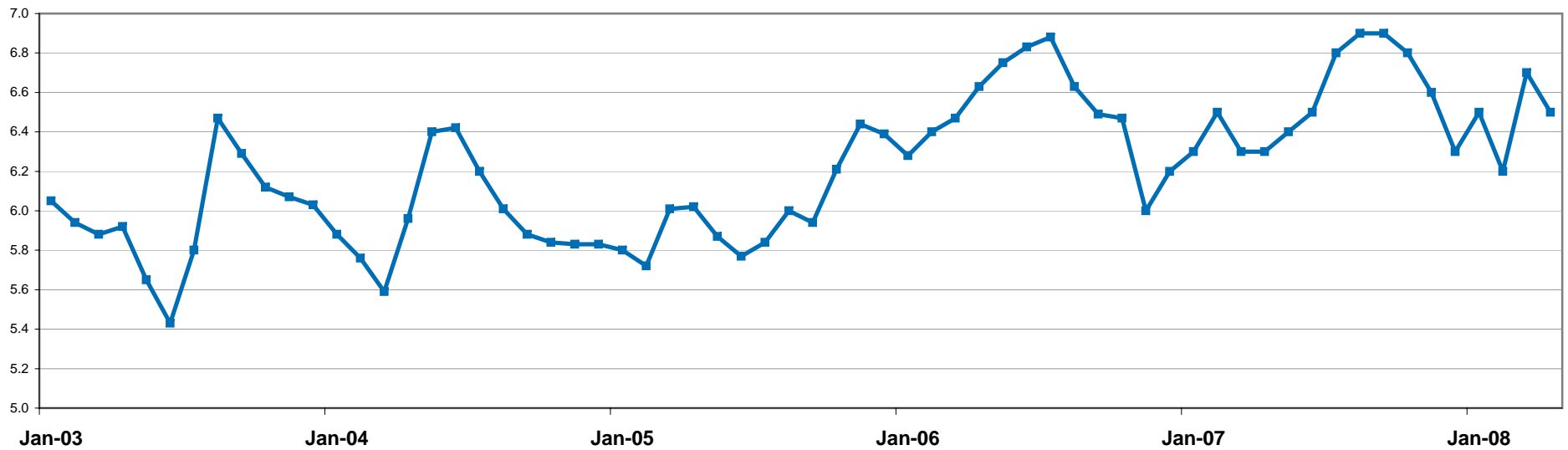


April

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



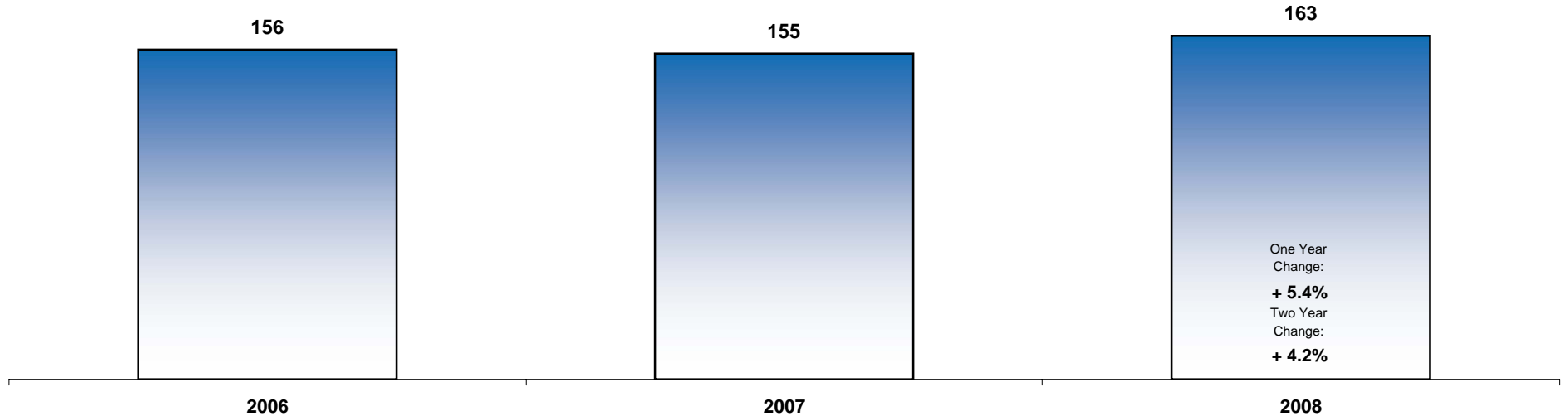
Housing Affordability Index

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

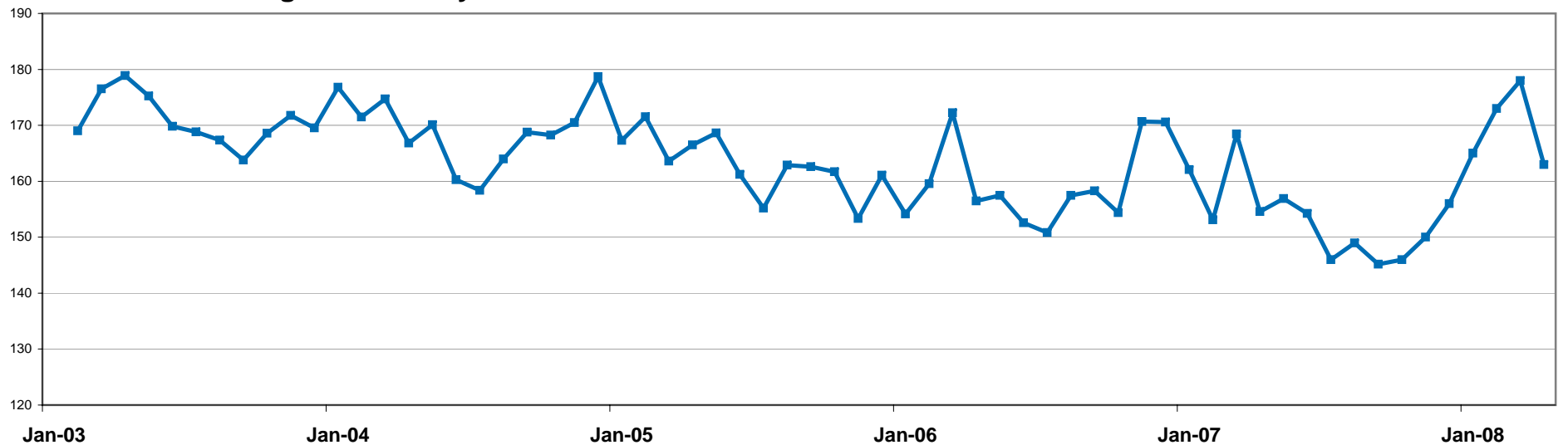


April

The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 163 means the median family income is 163% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



Historical Housing Affordability Index

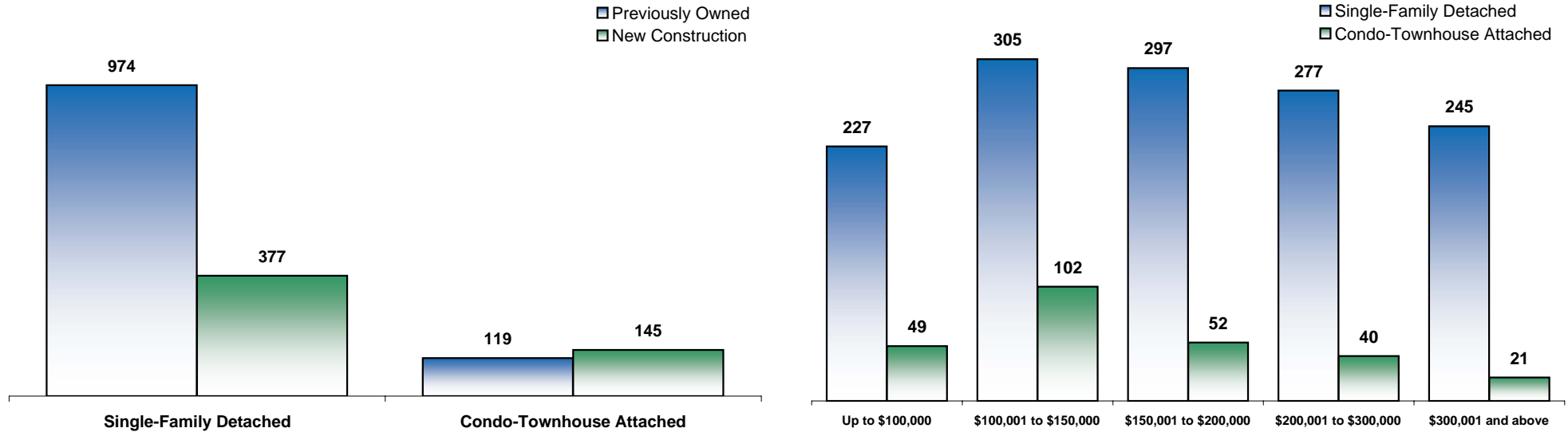


Housing Supply Outlook

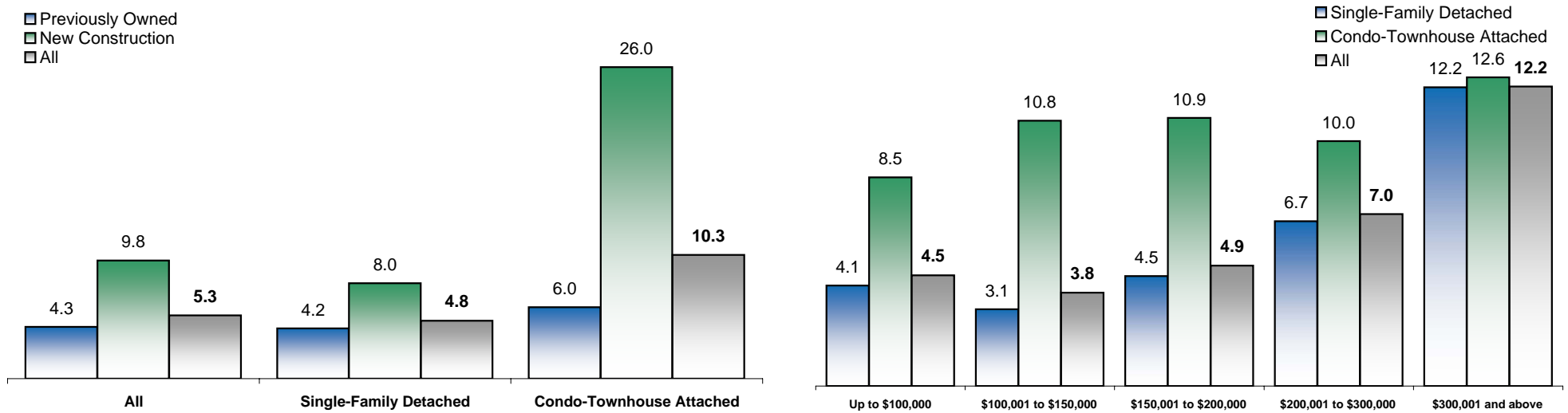
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



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

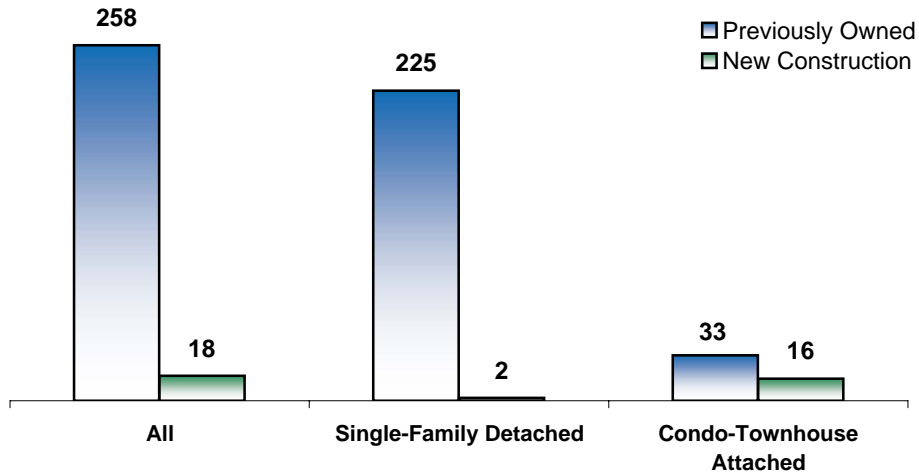
Housing Supply Outlook

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

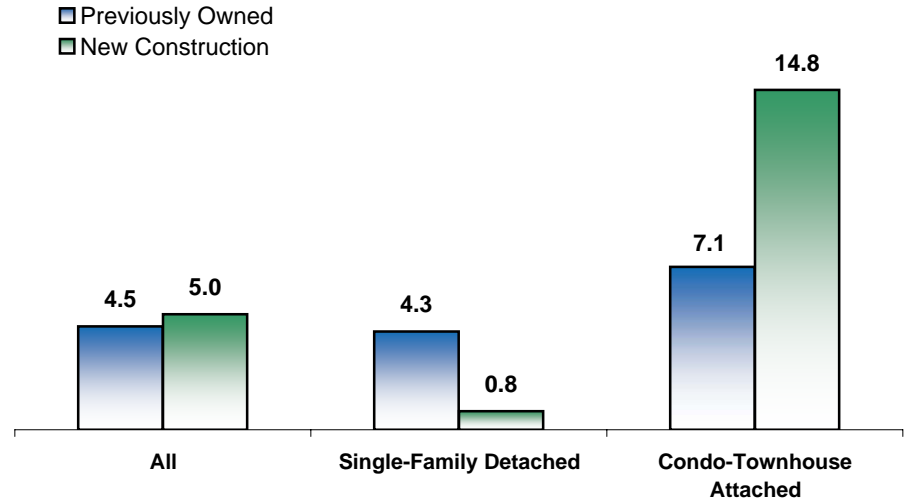


Under \$100,000

Inventory

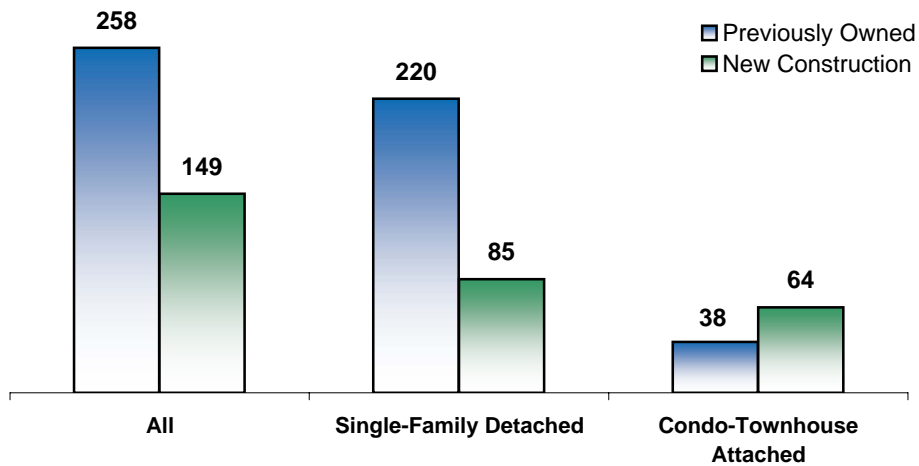


Months Supply

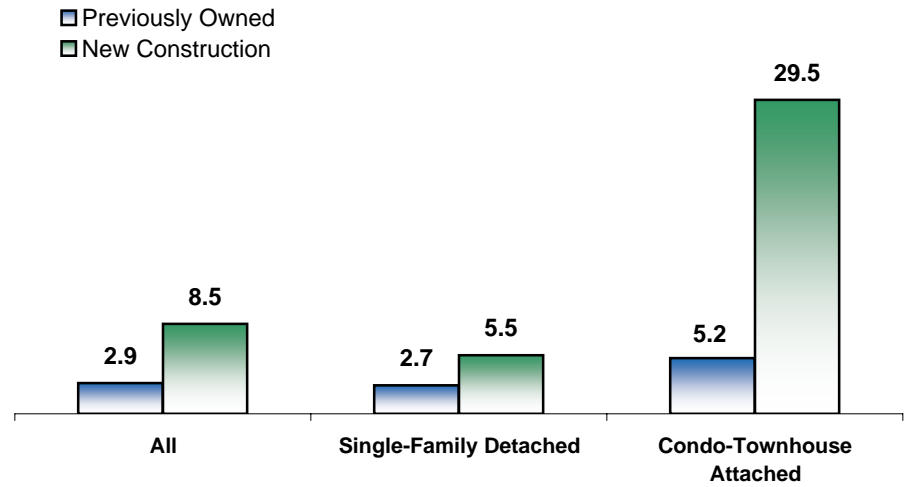


\$100,001 to \$150,000

Inventory



Months Supply



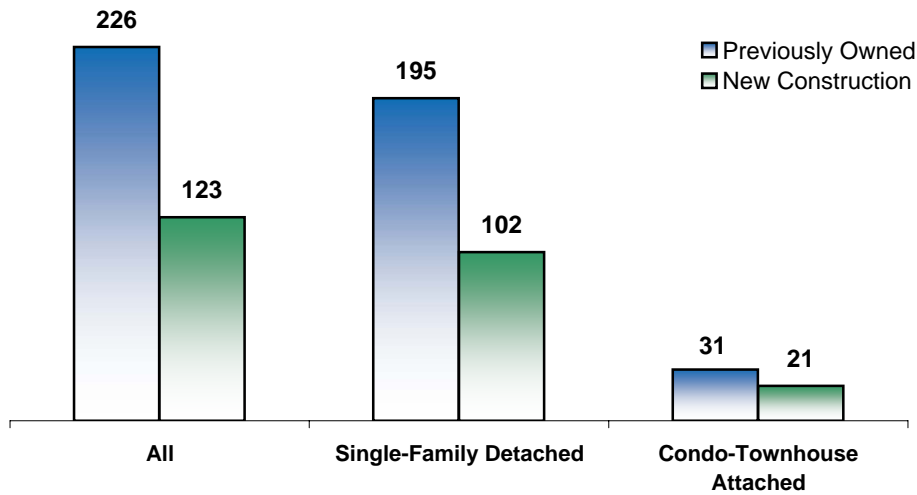
Housing Supply Outlook

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

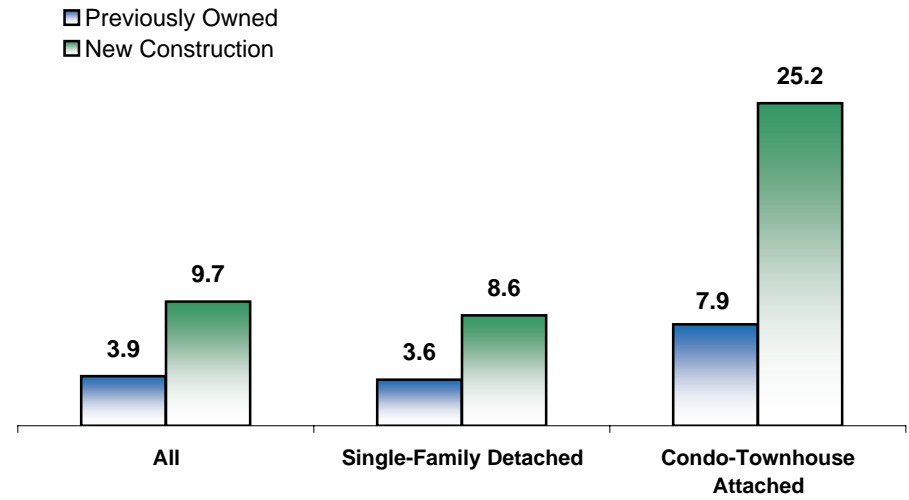


\$150,001 to \$200,000

Inventory

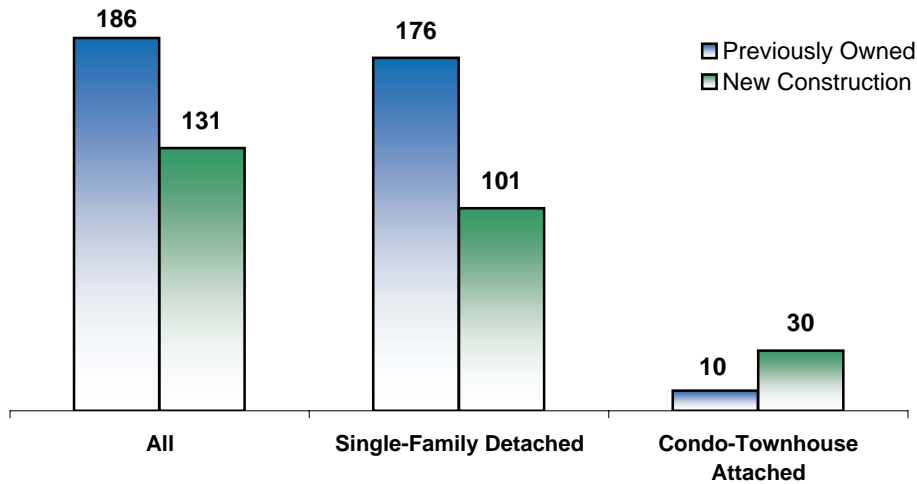


Months Supply

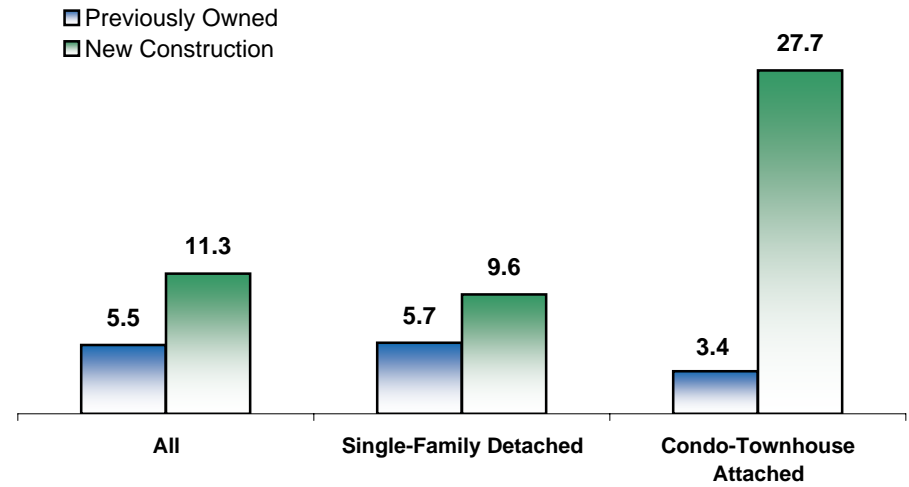


\$200,001 to \$300,000

Inventory



Months Supply



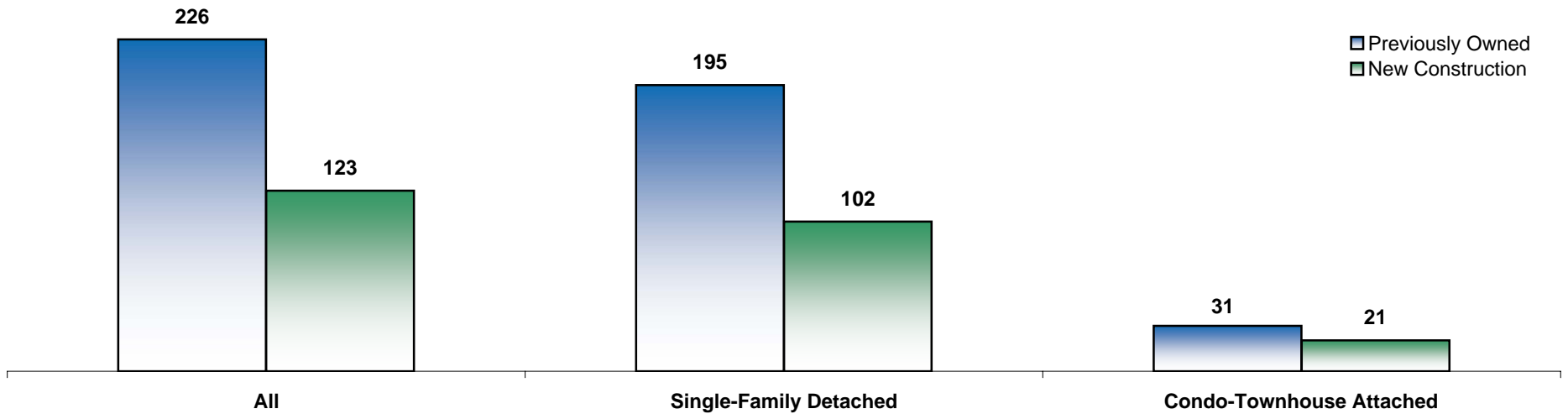
Housing Supply Outlook

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

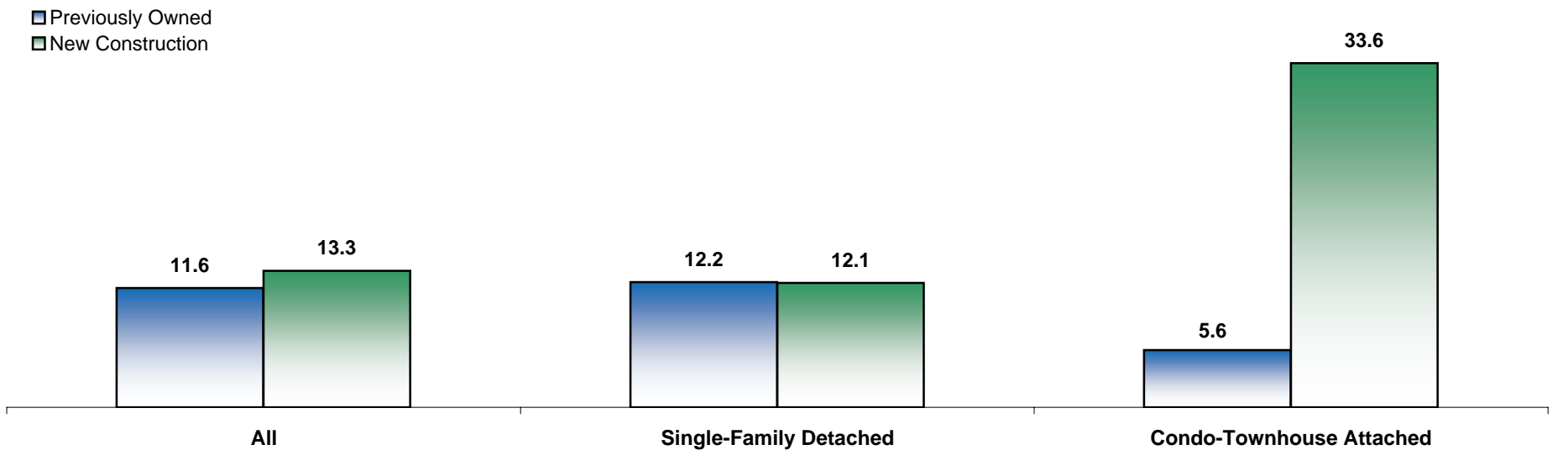


\$300,001 and above

Inventory



Months Supply



Market Overview

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



March 2008

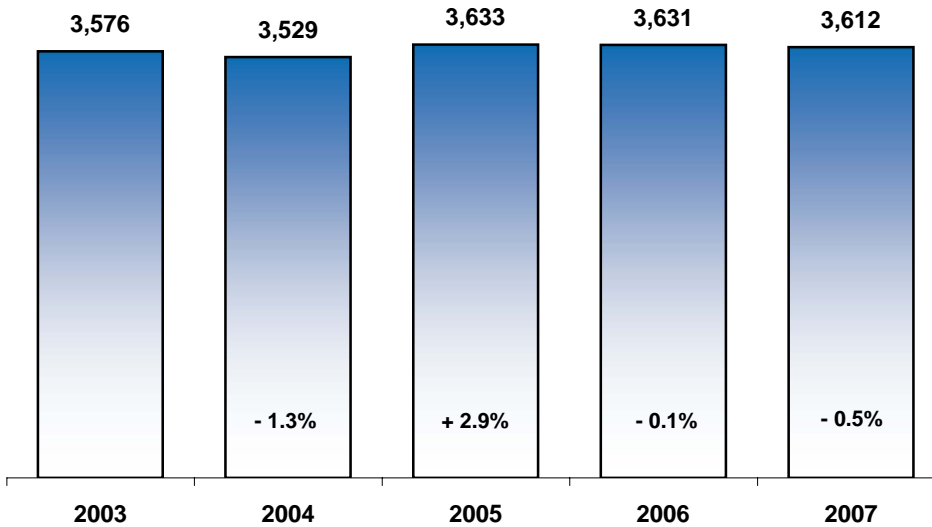
		This Year	Previous Year	Percent Change	5-Year Average	Three Month Forecast	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Jan	428	464	- 7.8%	431	↑	428	464	- 7.8%	NA
	Feb	428	407	+ 5.2%	402		856	871	- 1.7%	NA
	Mar	557	569	- 2.1%	541		1,413	1,440	- 1.9%	NA
Pending Sales	Jan	203	200	+ 1.5%	223	↑	203	200	+ 1.5%	NA
	Feb	239	223	+ 7.2%	255		442	423	+ 4.5%	NA
	Mar	307	334	- 8.1%	350		749	757	- 1.1%	NA
Closed Sales	Jan	171	187	- 8.6%	162	↑	171	187	- 8.6%	NA
	Feb	205	192	+ 6.8%	204		376	379	- 0.8%	NA
	Mar	247	286	- 13.6%	271		623	665	- 6.3%	NA
Days on Market Until Sale	Jan	109	85	+ 27.9%	86	↓	109	85	+ 28.1%	86
	Feb	102	89	+ 14.8%	87		105	87	+ 20.9%	87
	Mar	135	87	+ 55.2%	95		117	87	+ 34.5%	90
Median Sales Price	Jan	\$129,000	\$144,000	- 10.4%	\$131,630	↔	--	--	--	--
	Feb	\$119,000	\$132,250	- 10.0%	\$127,220		--	--	--	--
	Mar	\$144,000	\$146,985	- 2.0%	\$137,787		--	--	--	--
Average Sales Price	Jan	\$154,300	\$168,518	- 8.4%	\$148,731	↔	\$154,300	\$168,518	- 8.4%	\$148,731
	Feb	\$120,204	\$148,470	- 19.0%	\$140,383		\$135,710	\$158,362	- 14.3%	\$144,182
	Mar	\$162,758	\$176,537	- 7.8%	\$156,975		\$146,434	\$166,179	- 11.9%	\$149,483
Total Active Listings Available	Jan	1,530	NA	--	--	↓	--	--	--	--
	Feb	1,526	NA	--	--		--	--	--	--
	Mar	1,615	NA	--	--		--	--	--	--
Percent of Original List Price	Jan	94.0%	95.7%	- 1.8%	95.6%	↓	95.6%	95.7%	- 0.2%	94.0%
	Feb	95.6%	95.6%	- 0.0%	96.0%		96.0%	95.7%	+ 0.4%	94.9%
	Mar	95.7%	97.0%	- 1.3%	96.6%		96.6%	96.3%	+ 0.3%	95.2%
Mortgage Rates	Feb	6.2	6.5	- 4.6%	6.1	↔	--	--	--	--
	Mar	6.7	6.3	+ 6.3%	6.2		--	--	--	--
	Apr	6.5	6.3	+ 3.2%	6.3		--	--	--	--
Housing Affordability Index	Feb	173	153	+ 13.0%	166	↔	--	--	--	--
	Mar	178	168	+ 5.7%	171		--	--	--	--
	Apr	163	155	+ 5.4%	161		--	--	--	--
Months Supply of Inventory	Feb	NA	NA	--	--	↔	--	--	--	--
	Mar	4.9	NA	--	--		--	--	--	--
	Apr	5.3	NA	--	--		--	--	--	--

Annual Review

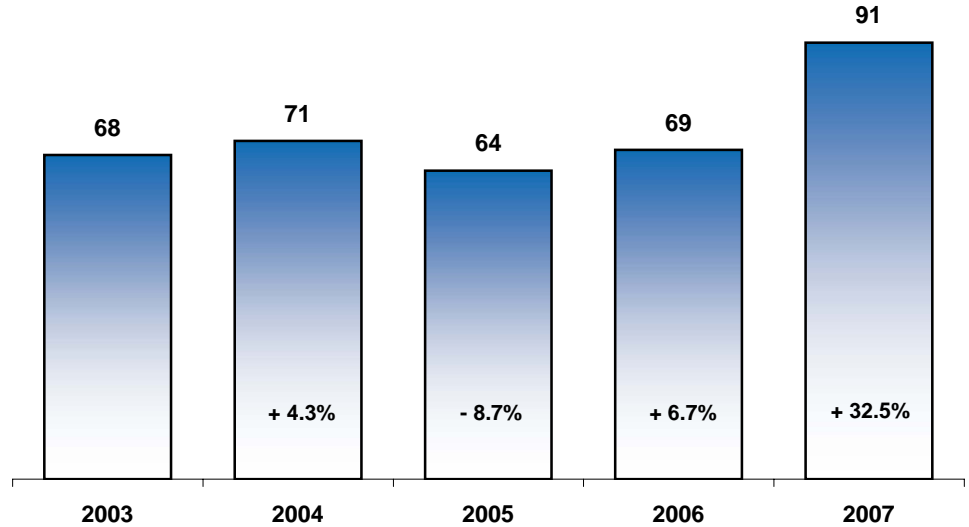
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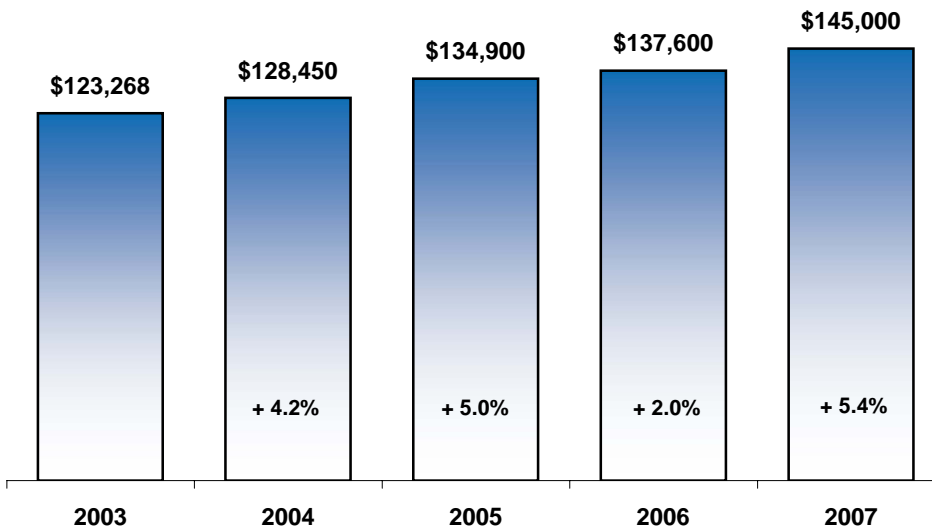
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

