

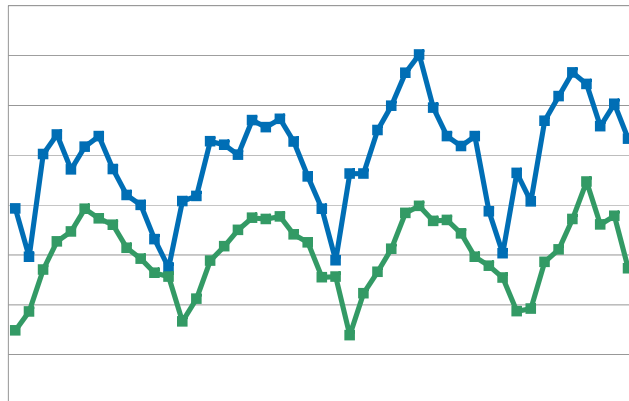


REALTOR® Association of the Sioux Empire Inc.

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

April 2008



## Contents

<b>New Listings</b>	2
<b>Pending Sales</b>	3
<b>Closed Sales</b>	4
<b>Days On Market Until Sale</b>	5
<b>Median Sales Price</b>	6
<b>Average Sales Price</b>	7
<b>Percent of Original List Price Received at Sale</b>	8
<b>Mortgage Rates</b>	9
<b>Housing Affordability Index</b>	10
<b>Housing Supply Outlook</b>	
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
<b>Market Overview</b>	15
<b>Annual Review</b>	16

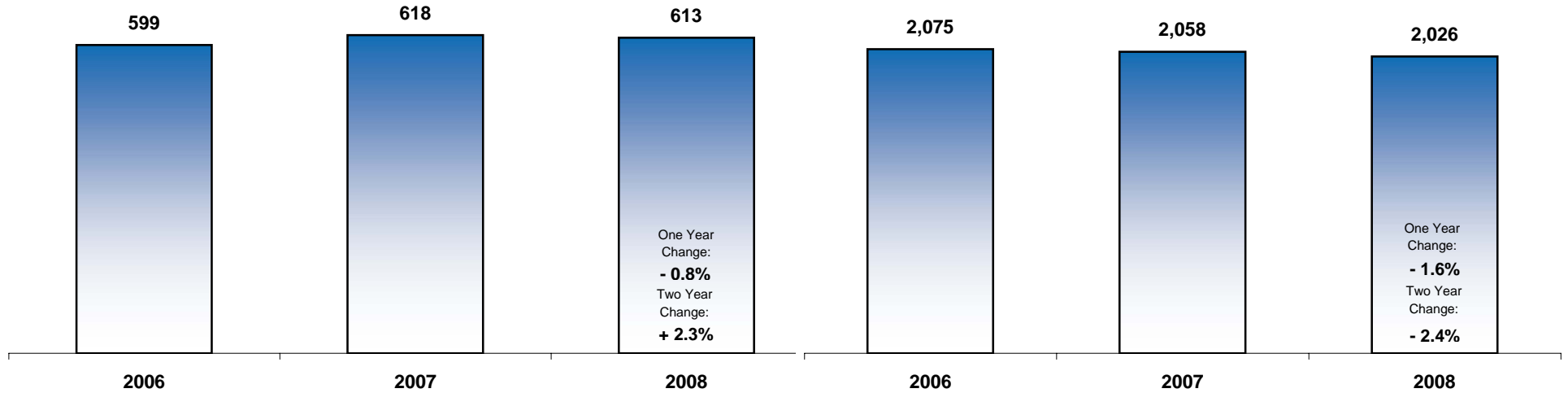
# New Listings

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

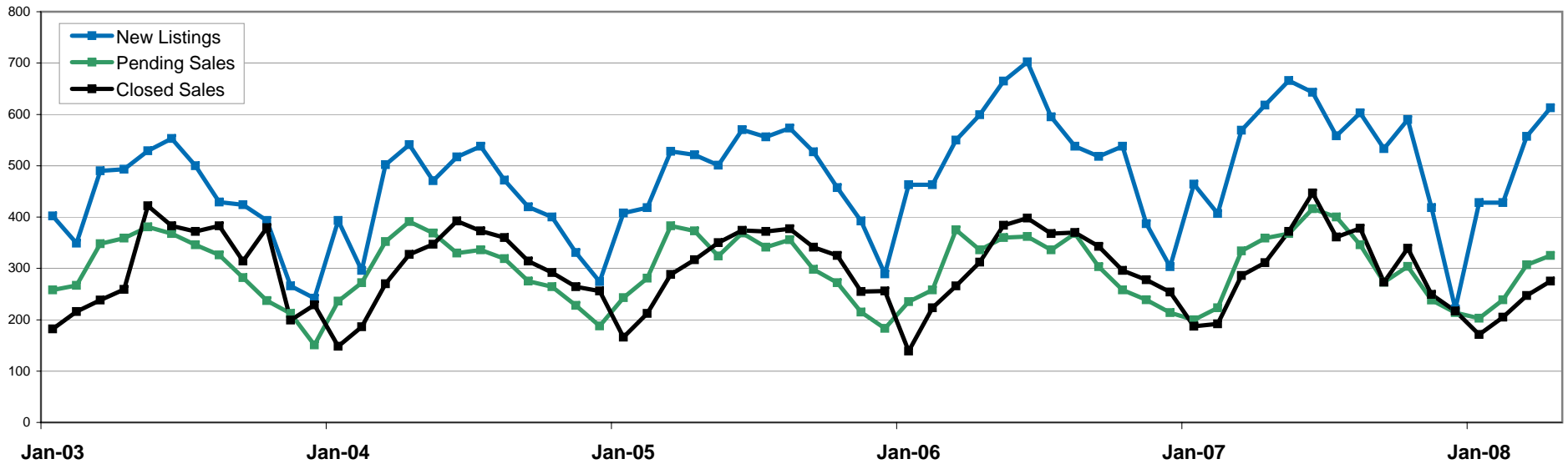


## April

## Year to Date



## Historical Market Activity

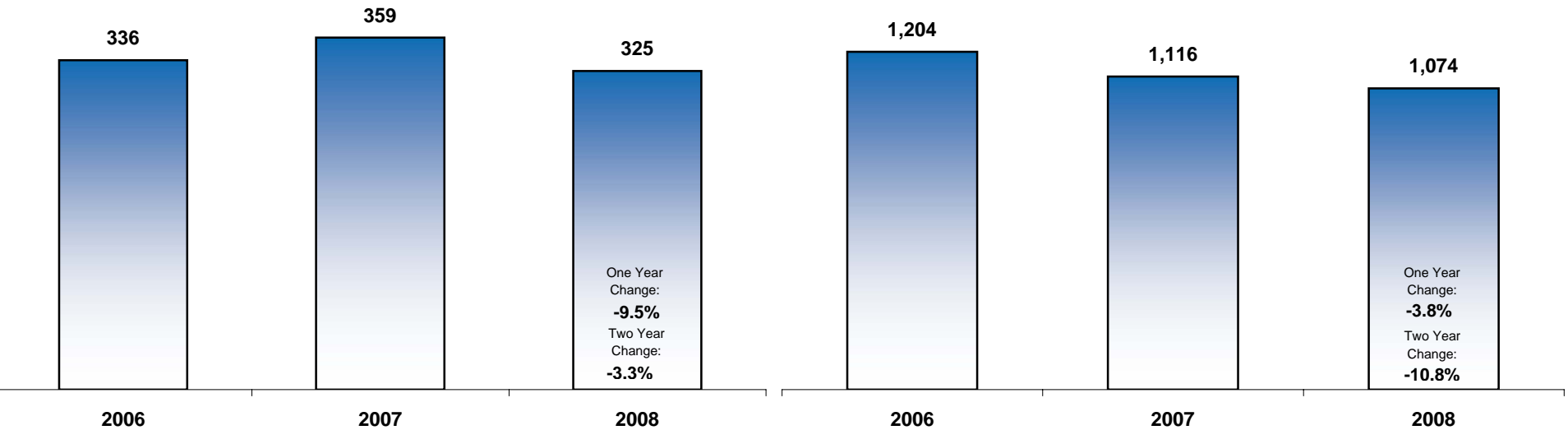


# Pending Sales

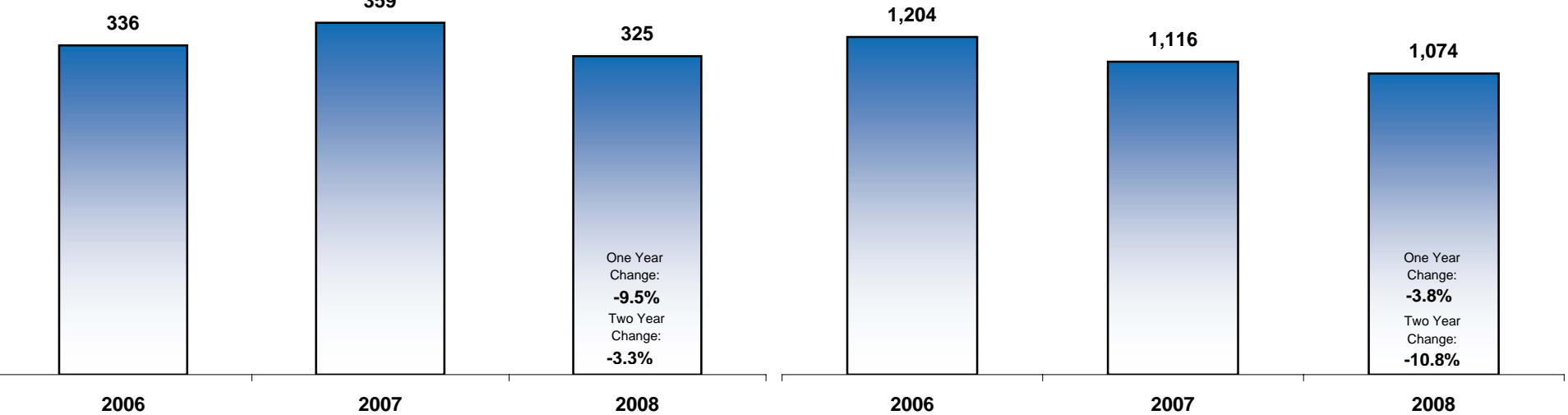
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



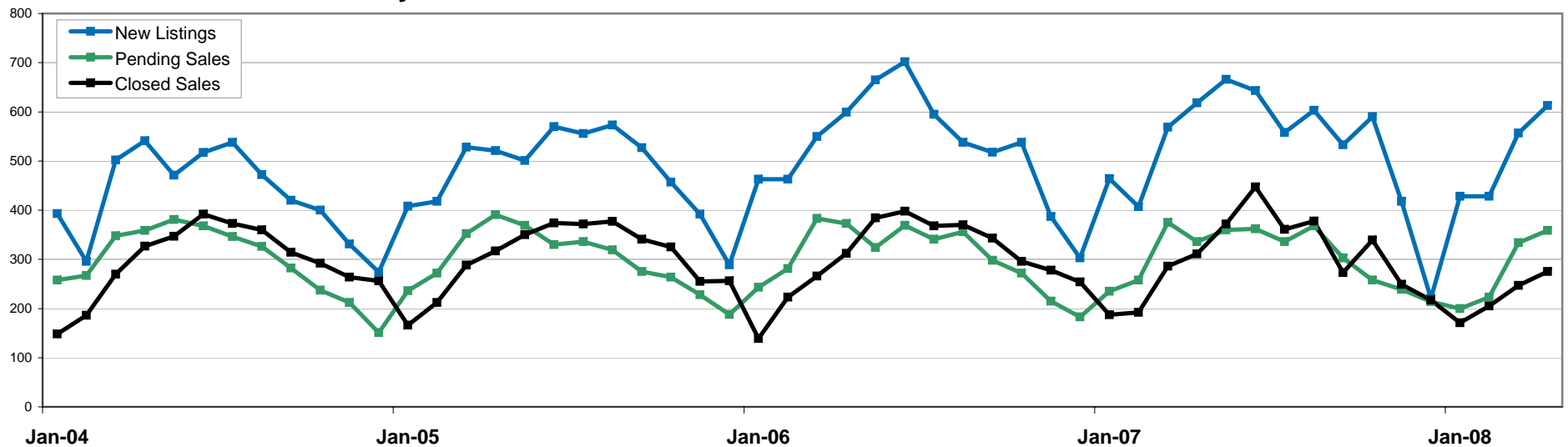
## April



## Year to Date



## Historical Market Activity

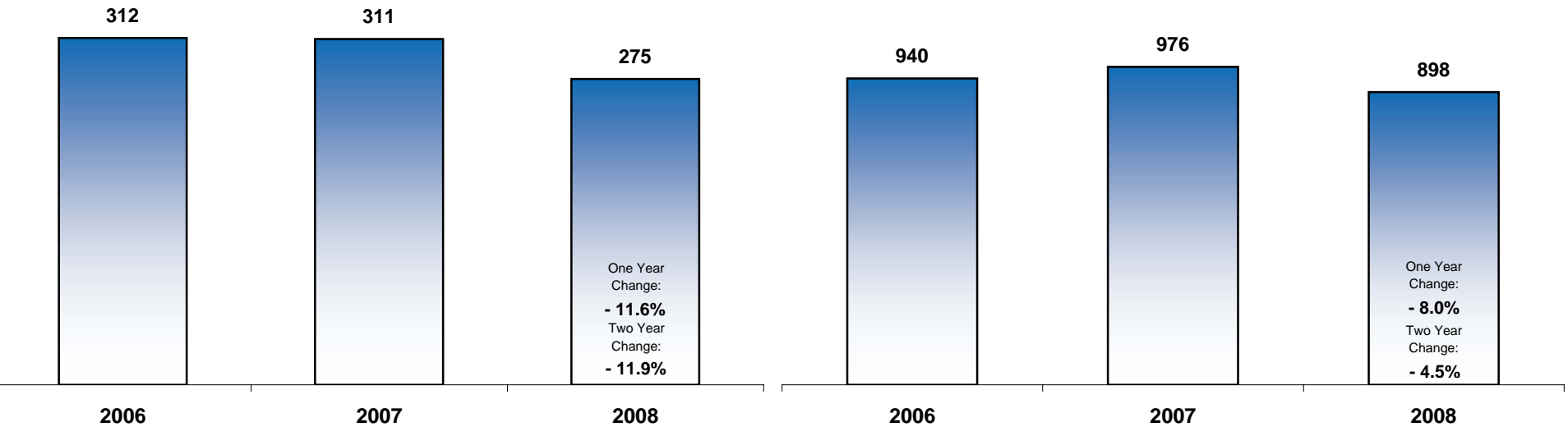


# Closed Sales

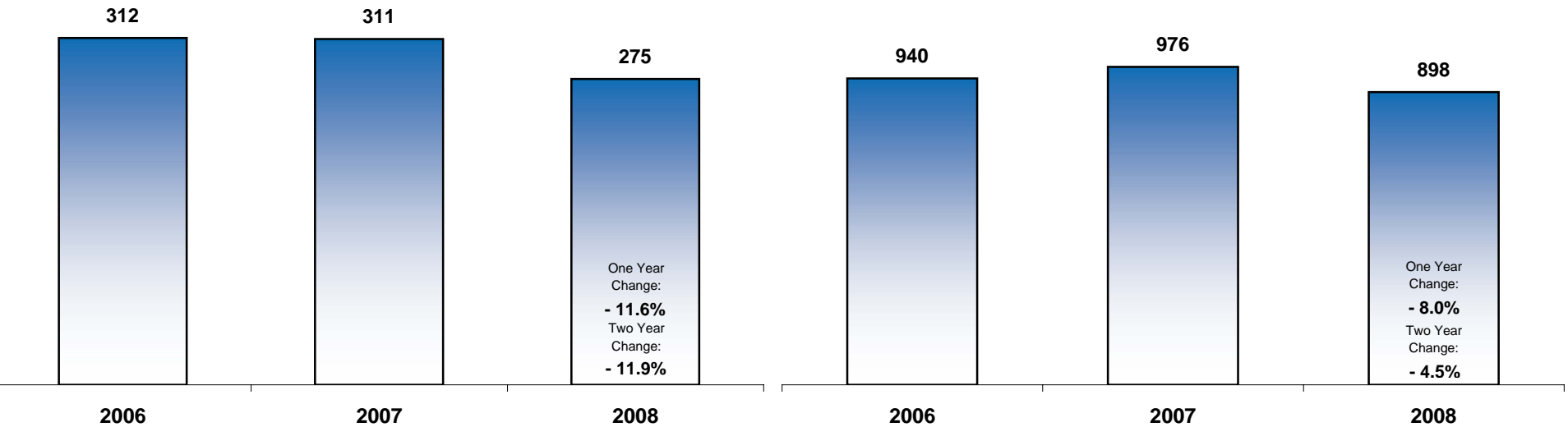
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



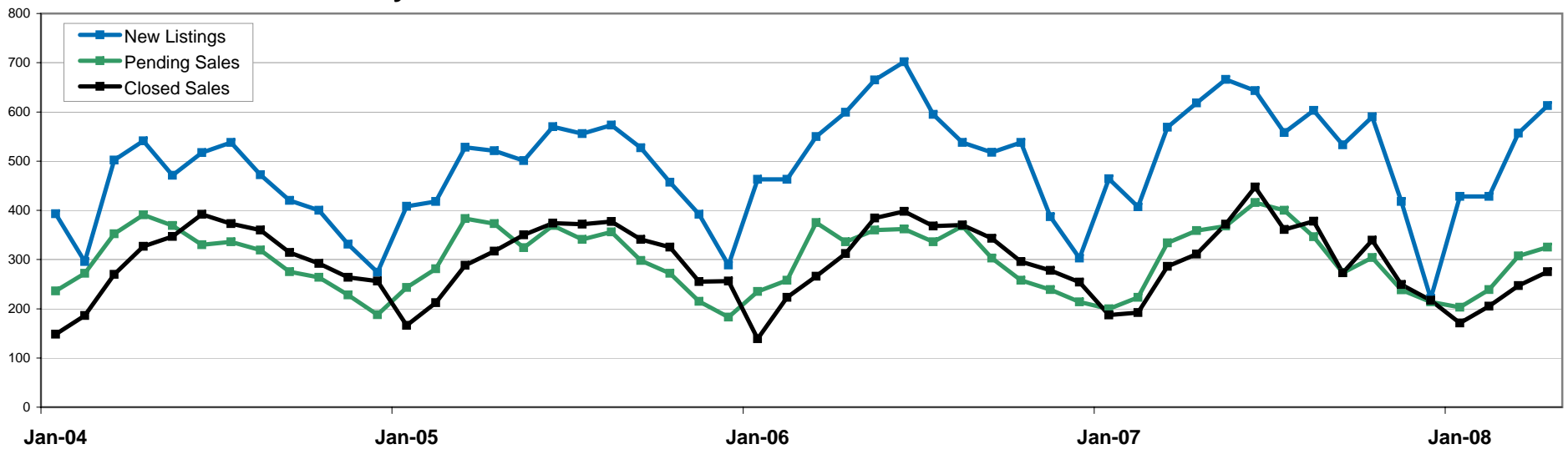
## April



## Year to Date



## Historical Market Activity



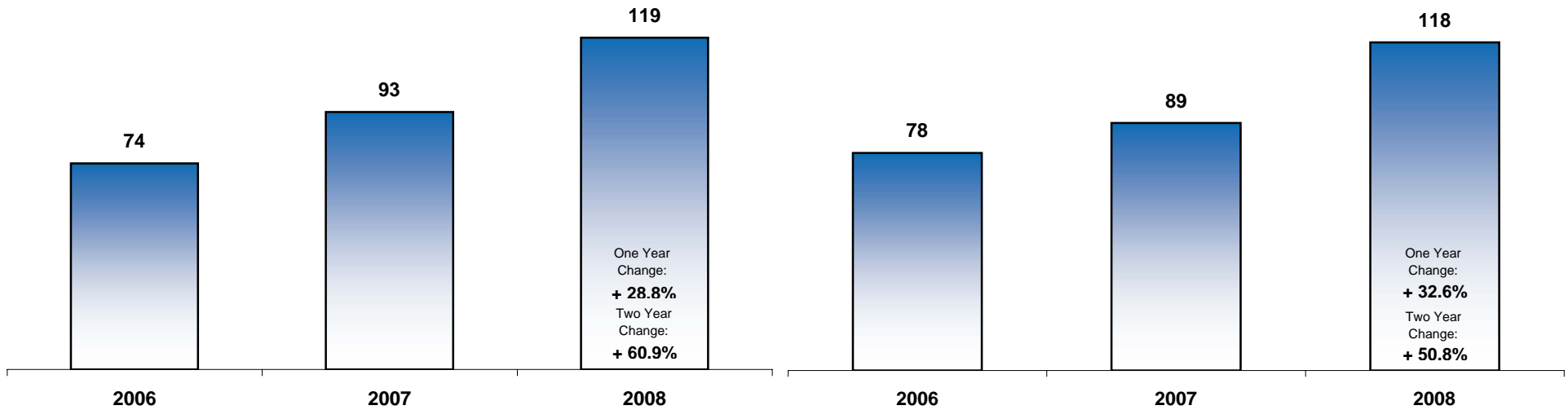
# Days on Market Until Sale

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

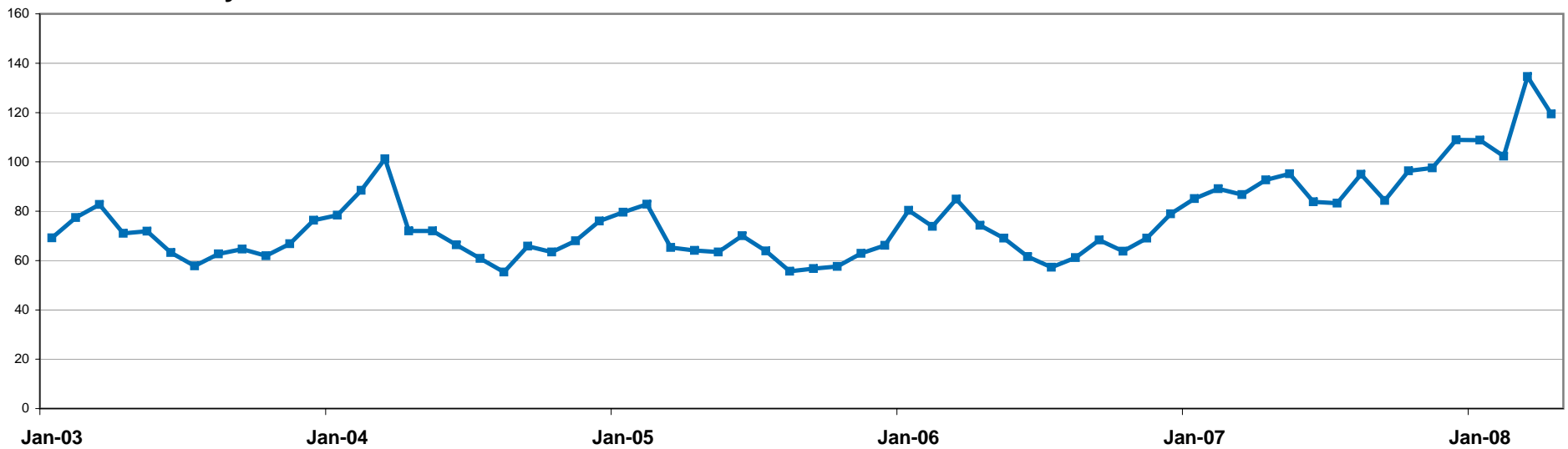


## April

## Year to Date



## Historical Days on Market Until Sale



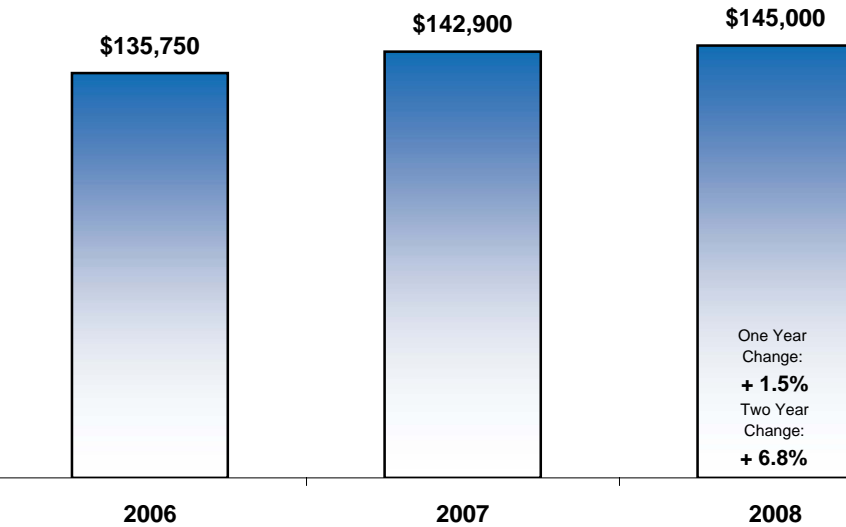
# Median Sales Price

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



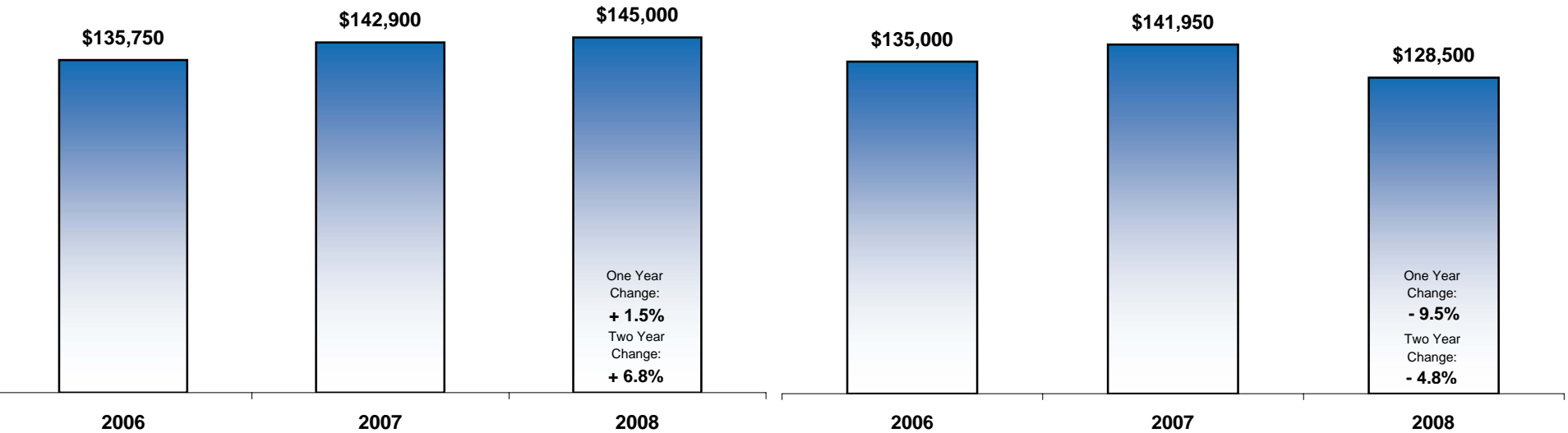
REALTOR® Association of the Sioux Empire Inc.

## April

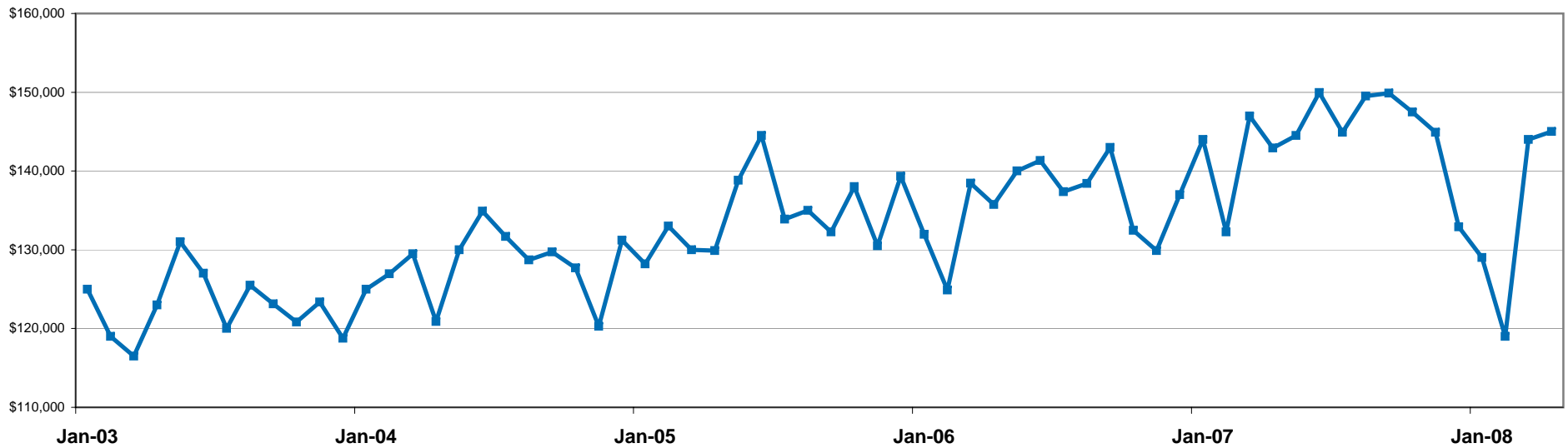


## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices



# Average Sales Price

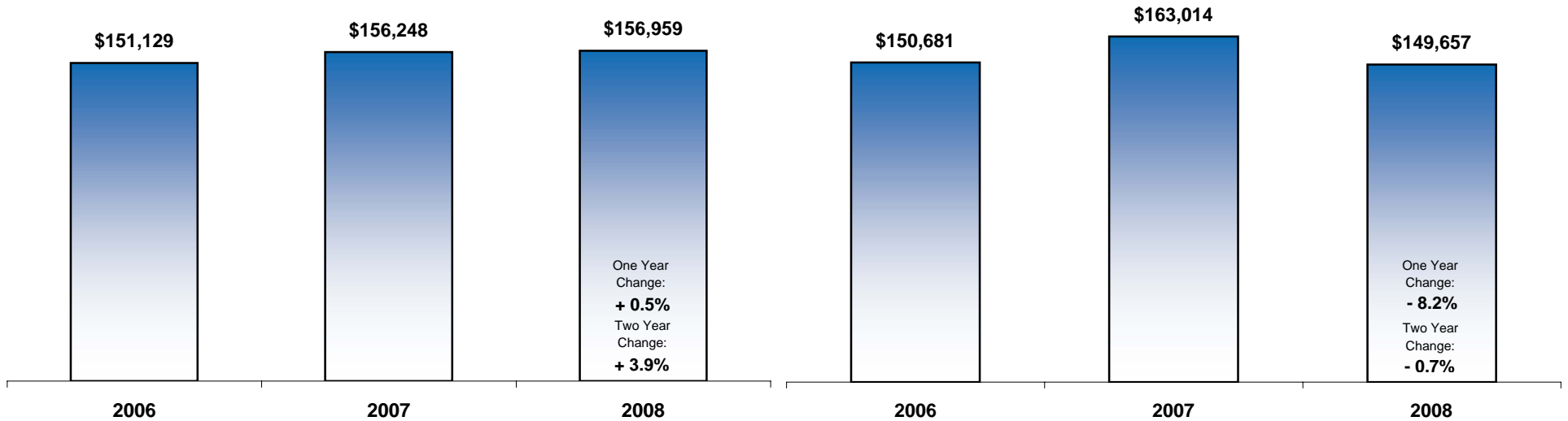
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



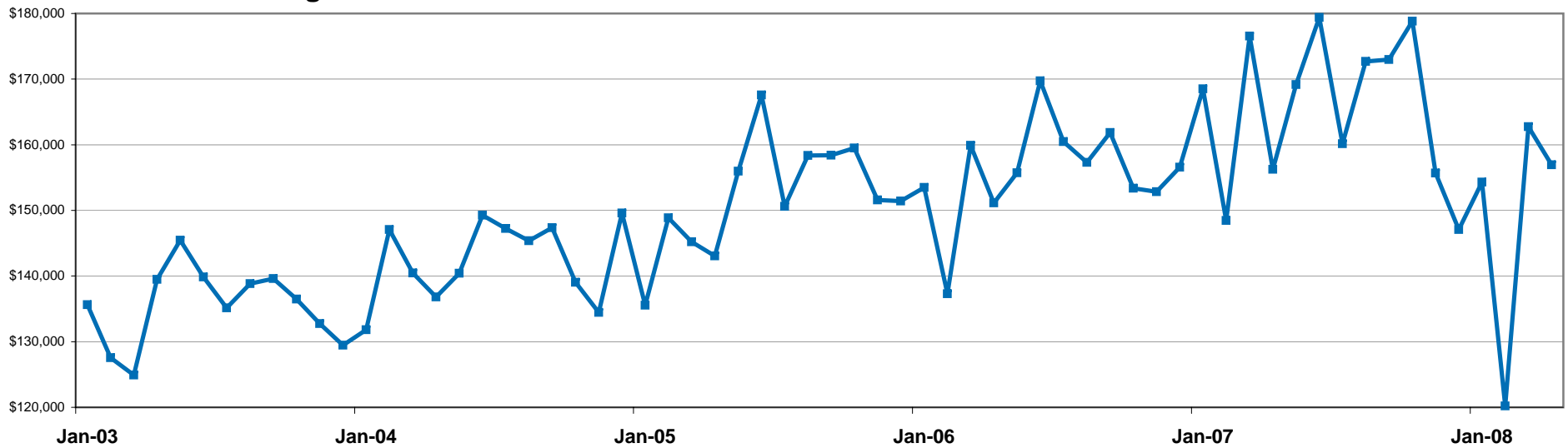
## April

## Year to Date

Figures do not take into account seller concessions.



## Historical Average Prices



# Percent of Original List Price Received at Sale

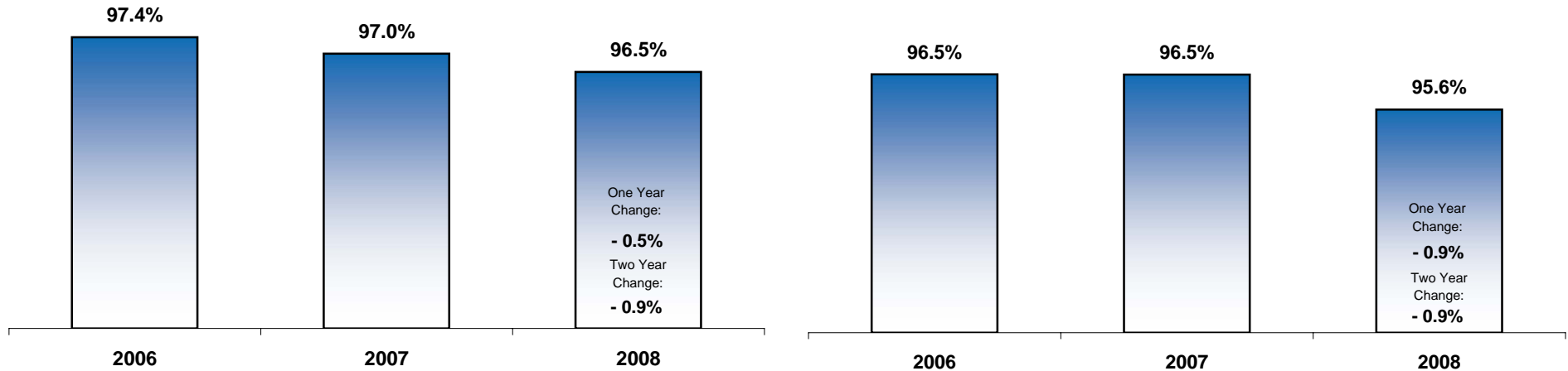
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



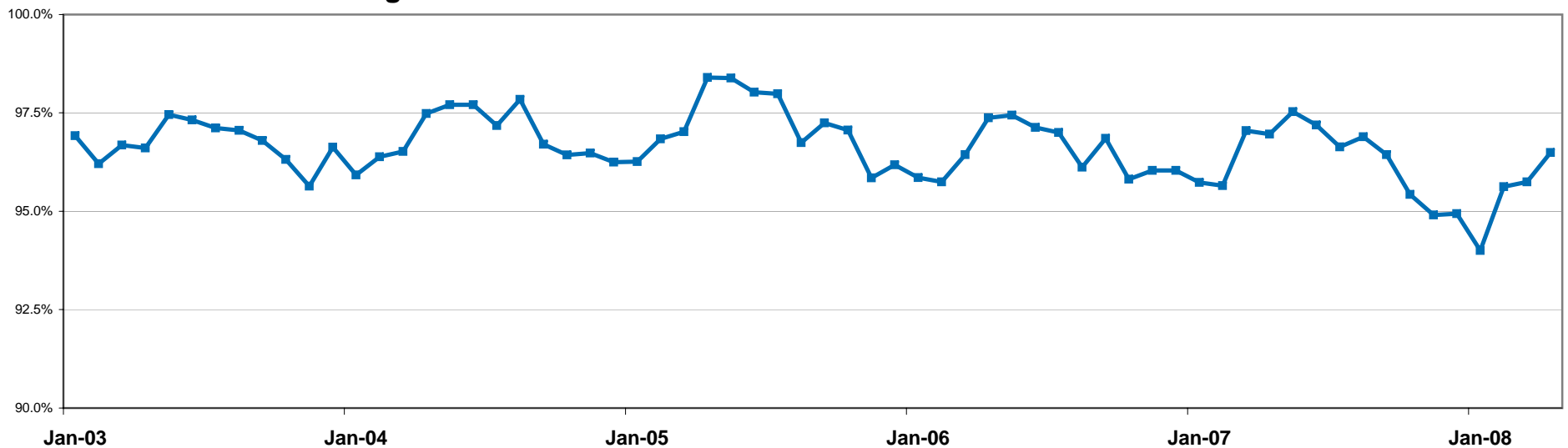
## April

## 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





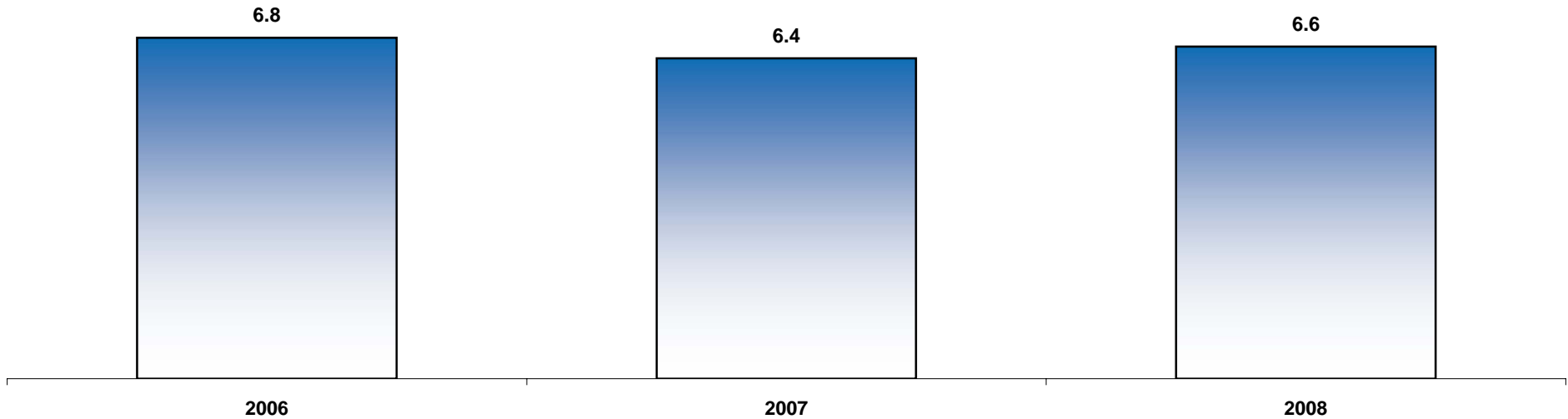
# Mortgage Rates

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

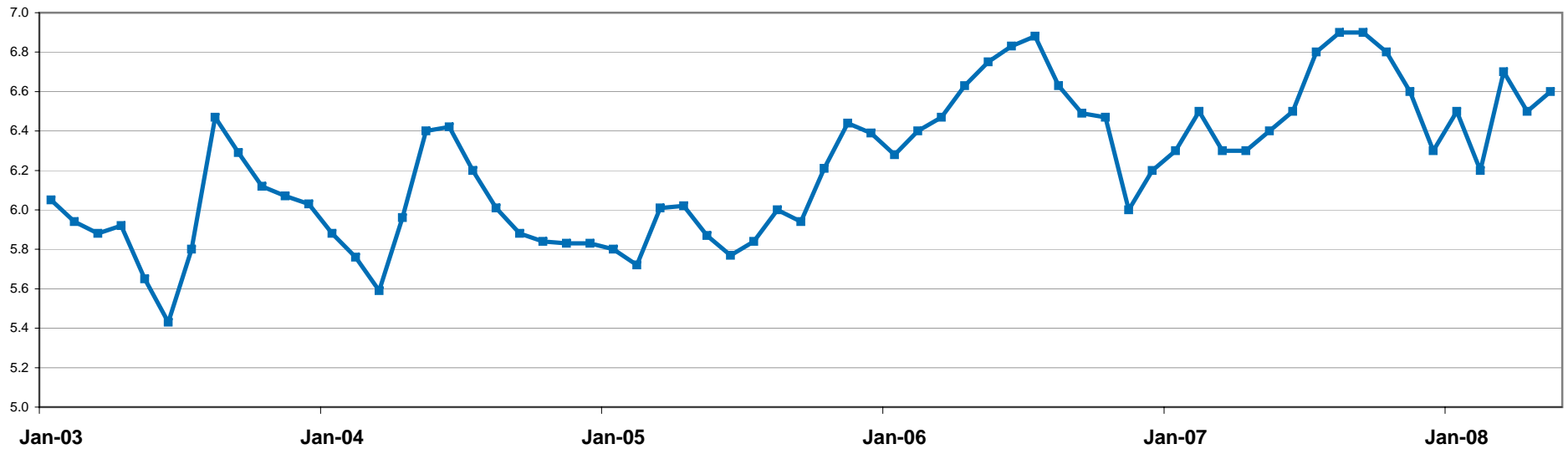


May

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



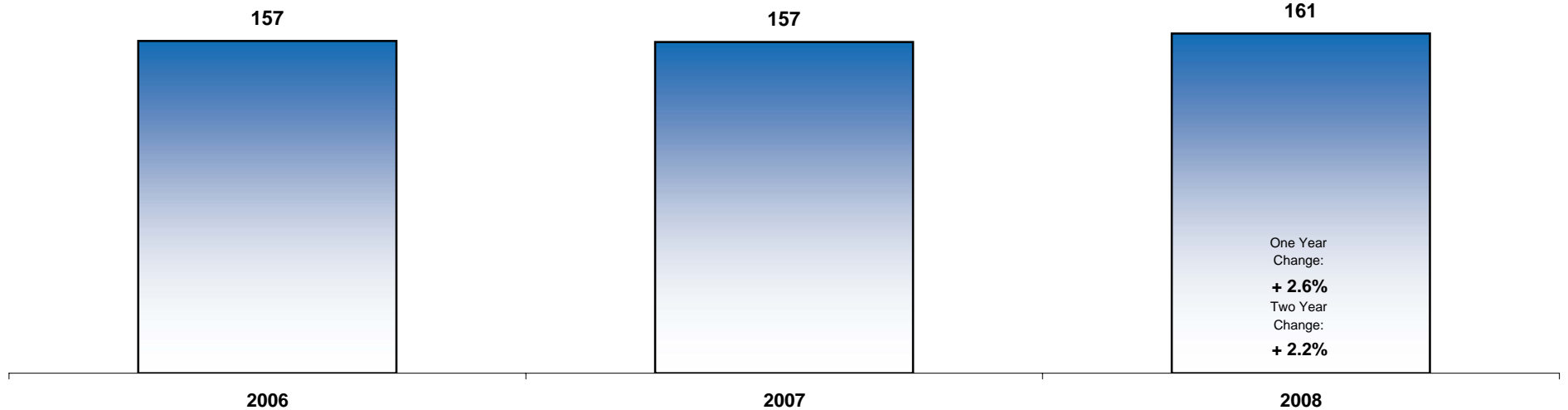
# Housing Affordability Index

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

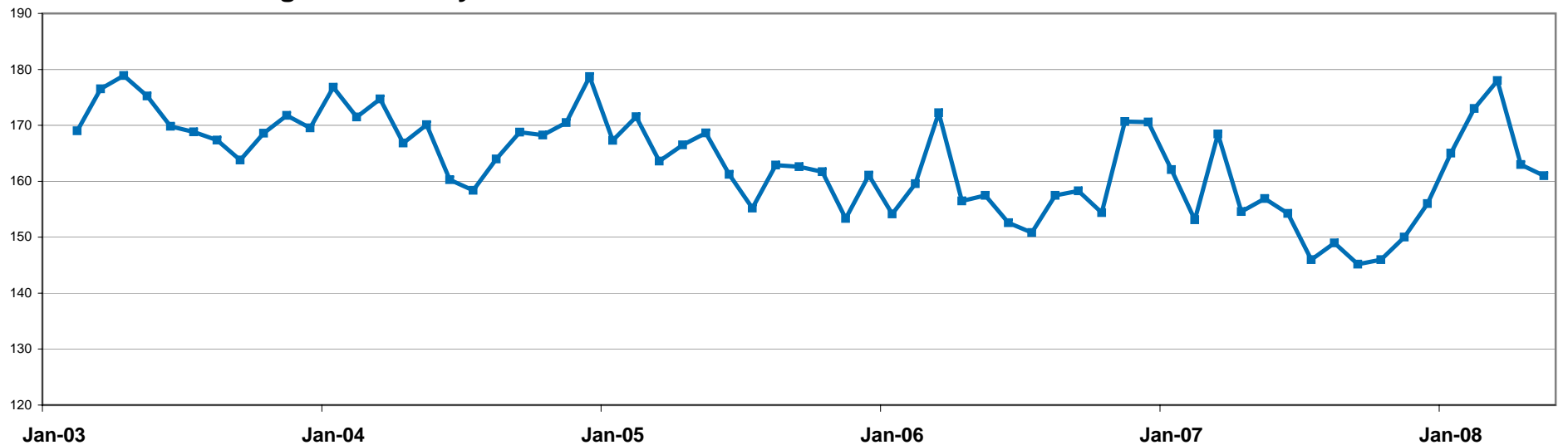


May

The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 161 means the median family income is 161% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



## Historical Housing Affordability Index

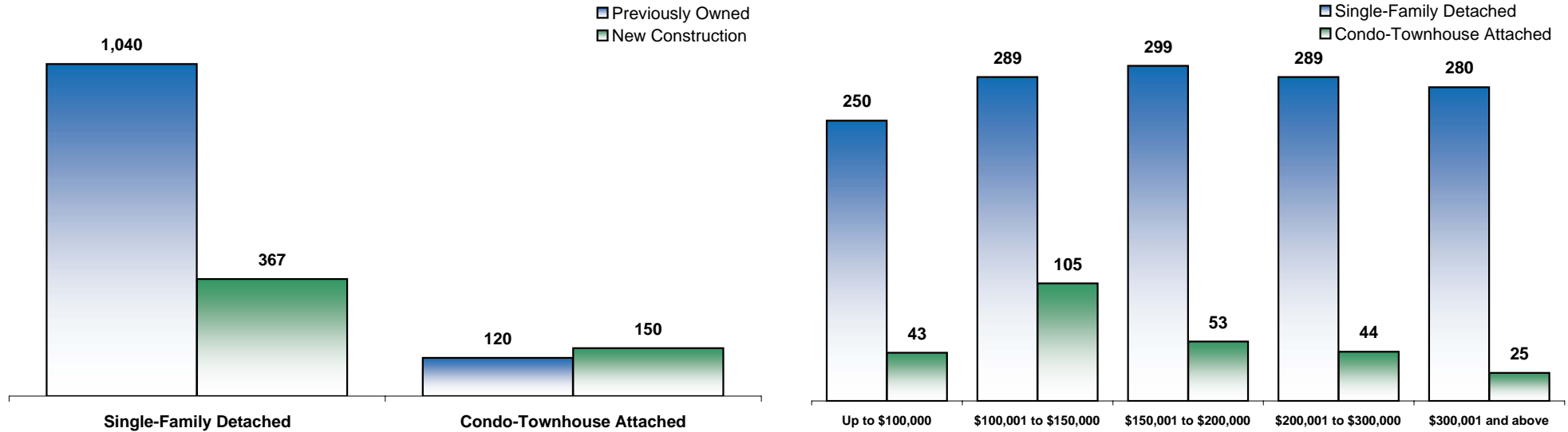


# Housing Supply Outlook

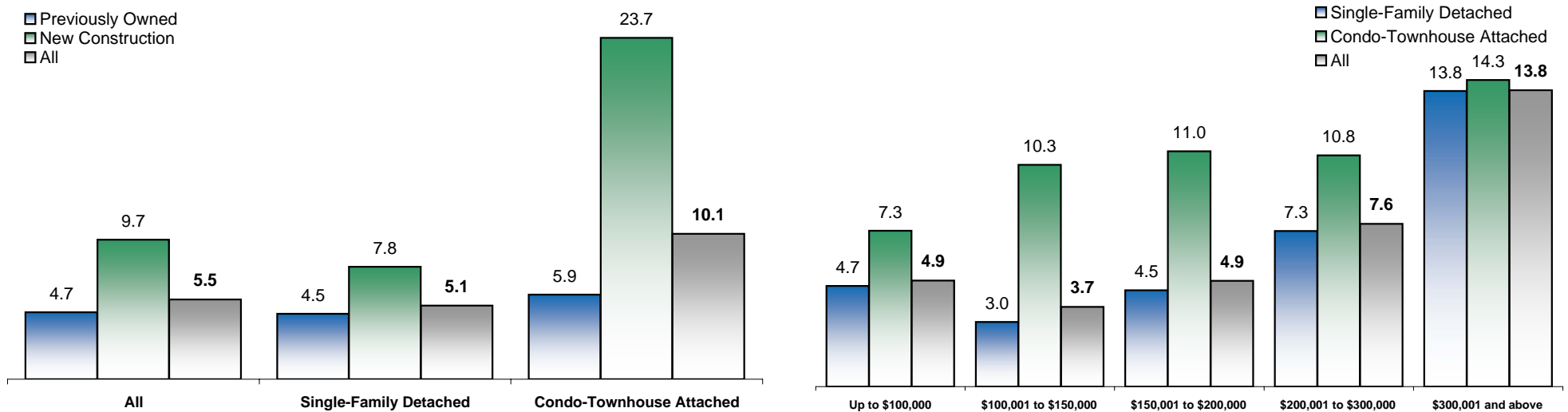
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## 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

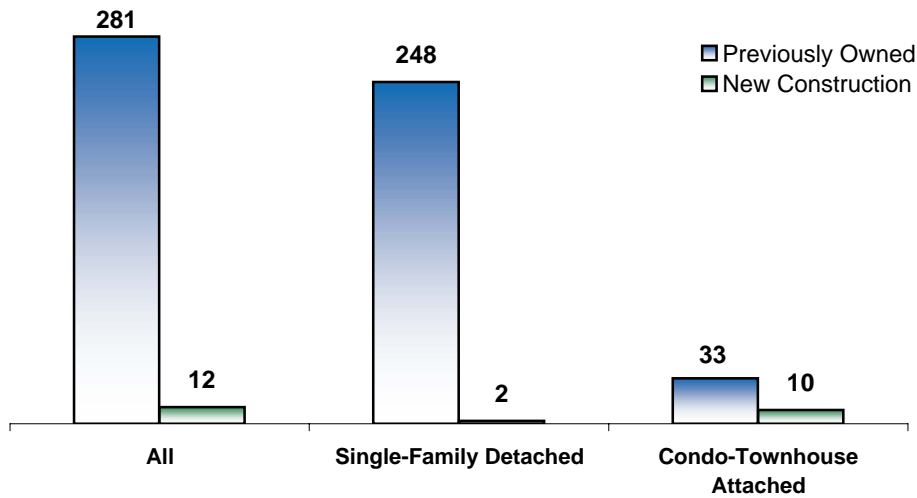
# Housing Supply Outlook

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

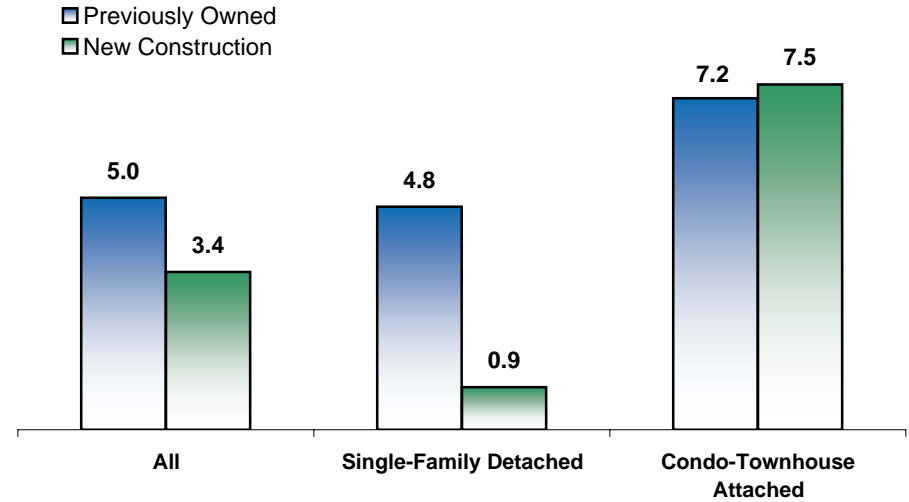


## Under \$100,000

### Inventory

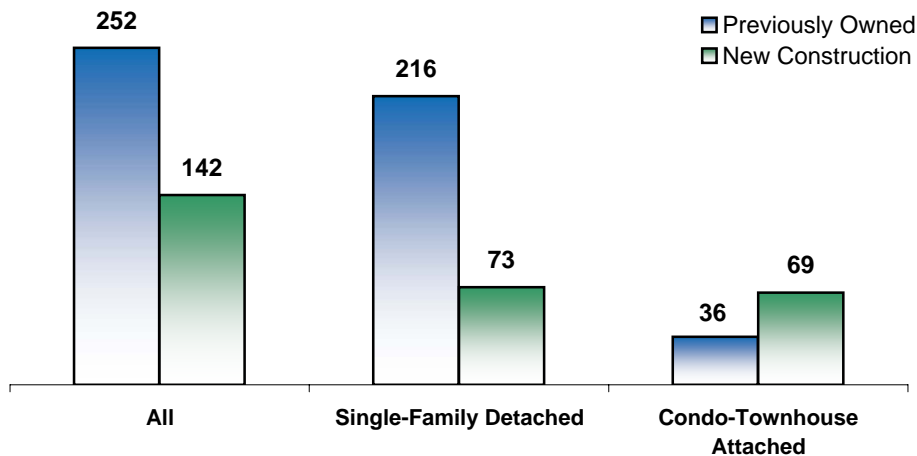


### Months Supply

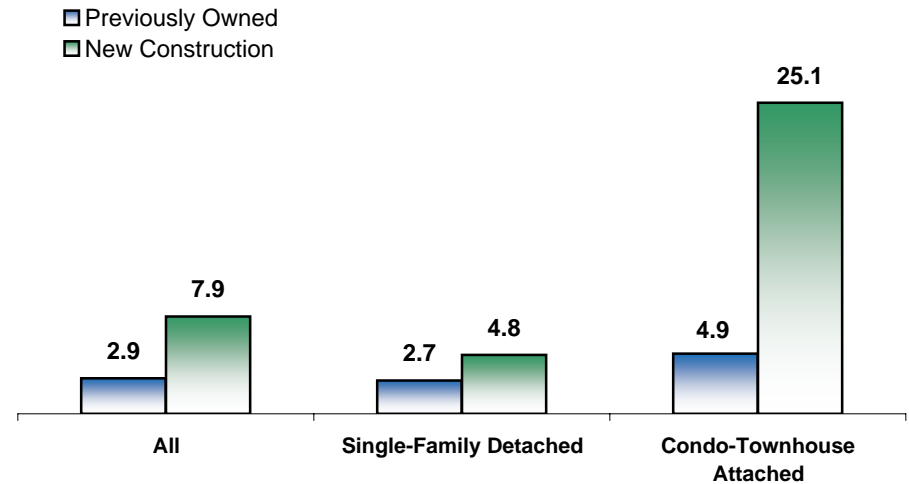


## \$100,001 to \$150,000

### Inventory



### Months Supply



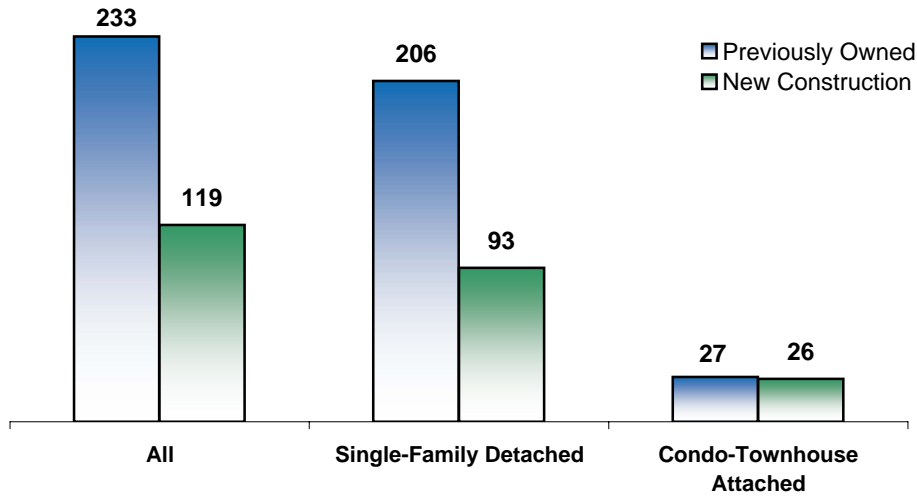
# Housing Supply Outlook

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

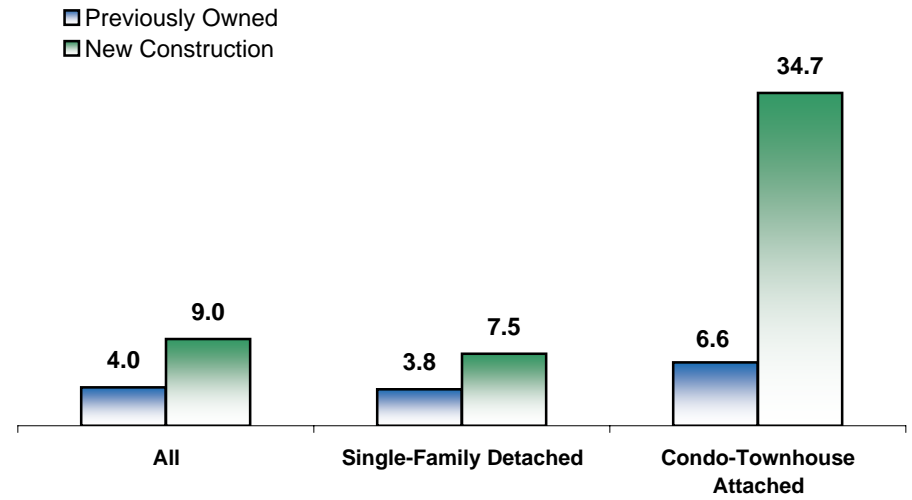


## \$150,001 to \$200,000

### Inventory

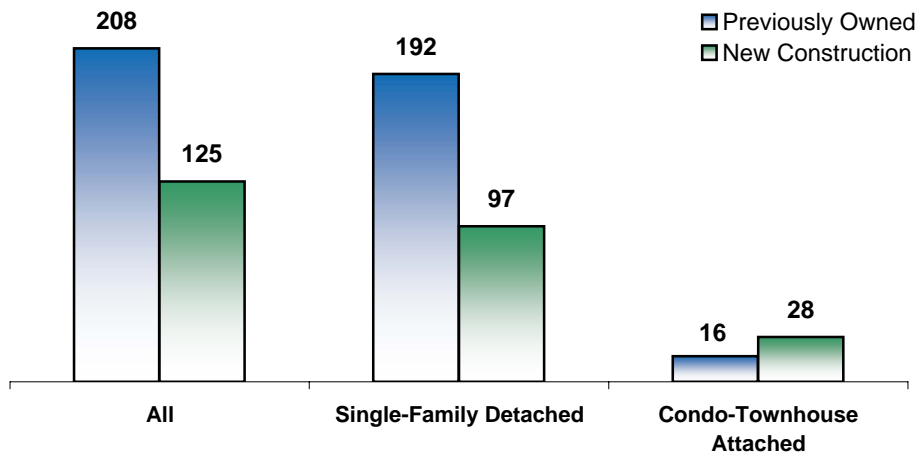


### Months Supply

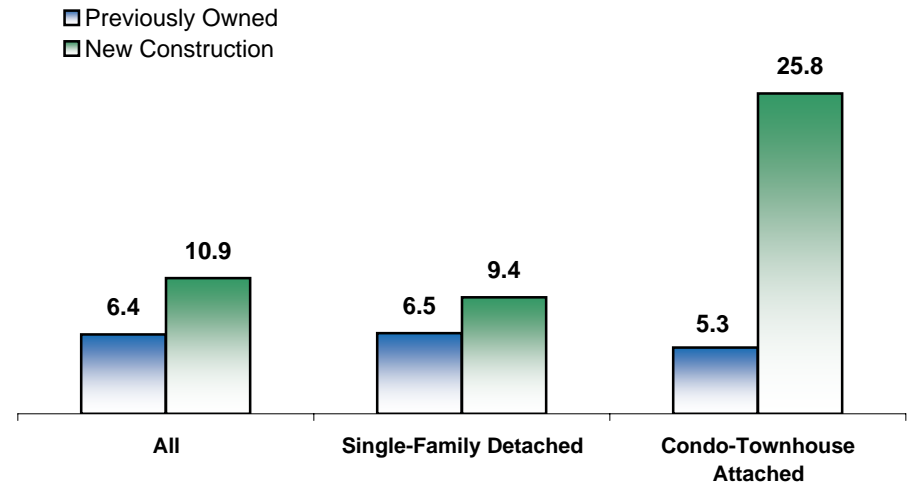


## \$200,001 to \$300,000

### Inventory



### Months Supply



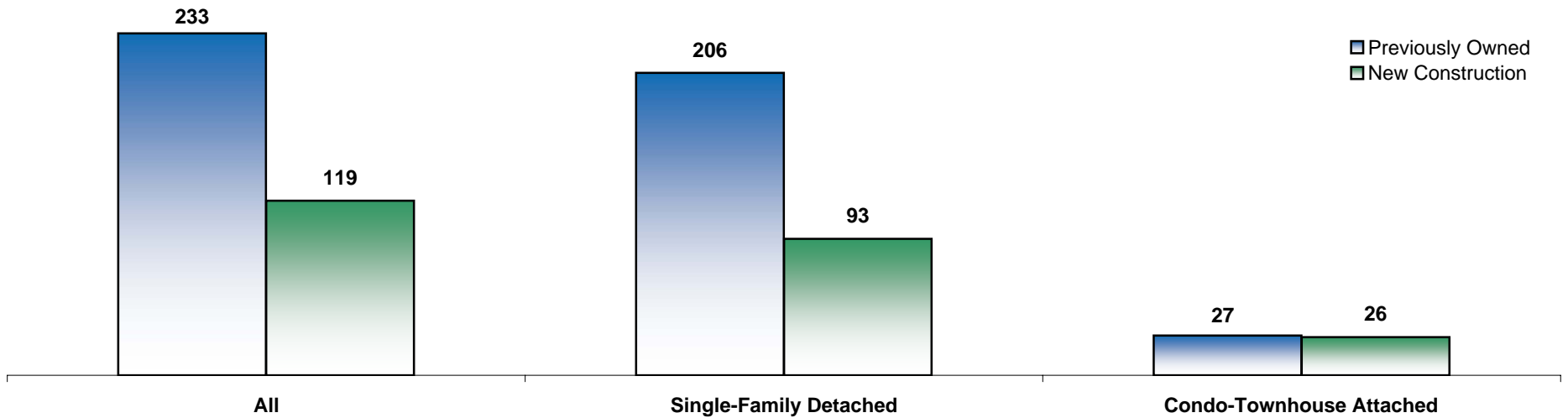
# Housing Supply Outlook

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

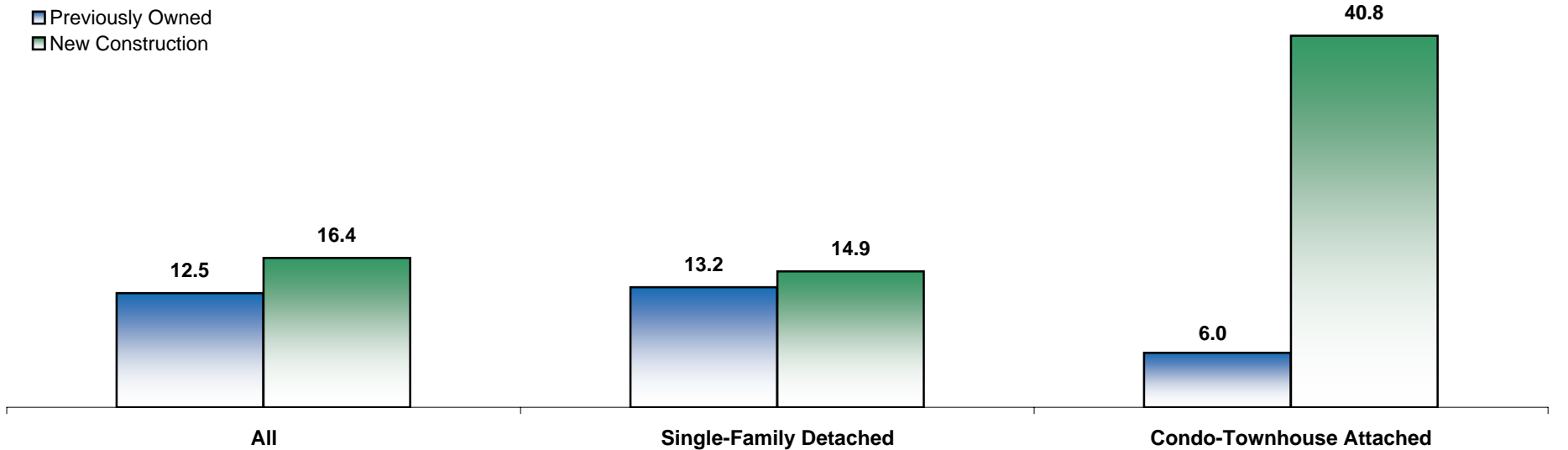


## \$300,001 and above

### Inventory



### Months Supply



# Market Overview

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



## April 2008

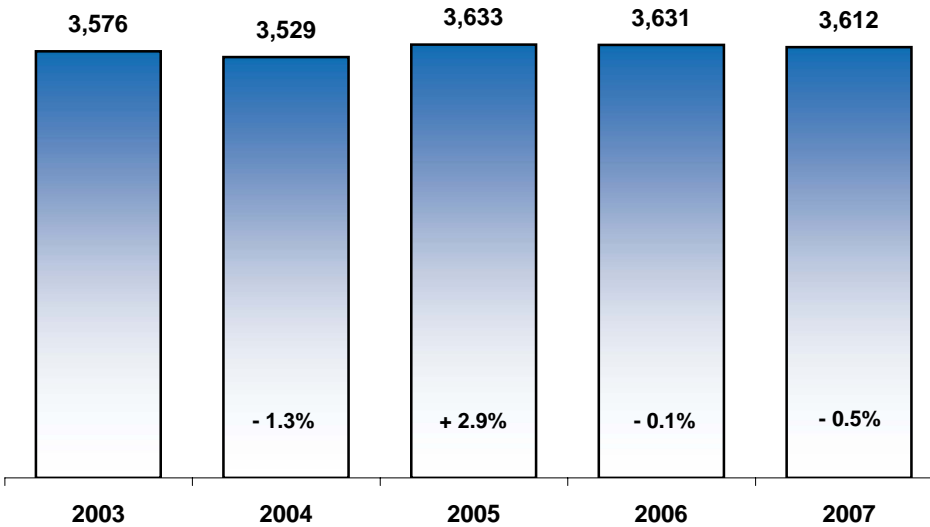
		This Year	Previous Year	Percent Change	5-Year Average	Three Month Forecast	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
<b>New Listings</b>	Feb	428	407	+ 5.2%	402	↑	856	871	- 1.7%	NA
	Mar	557	569	- 2.1%	541		1,413	1,440	- 1.9%	NA
	<b>Apr</b>	<b>613</b>	<b>618</b>	<b>- 0.8%</b>	<b>578</b>		<b>2,026</b>	<b>2,058</b>	<b>- 1.6%</b>	<b>NA</b>
<b>Pending Sales</b>	Feb	239	223	+ 7.2%	255	↑	442	423	+ 4.5%	NA
	Mar	307	334	- 8.1%	350		749	757	- 1.1%	NA
	<b>Apr</b>	<b>325</b>	<b>359</b>	<b>- 9.5%</b>	<b>357</b>		<b>1,074</b>	<b>1,116</b>	<b>- 3.8%</b>	<b>NA</b>
<b>Closed Sales</b>	Feb	205	192	+ 6.8%	204	↑	376	379	- 0.8%	NA
	Mar	247	286	- 13.6%	271		623	665	- 6.3%	NA
	<b>Apr</b>	<b>275</b>	<b>311</b>	<b>- 11.6%</b>	<b>308</b>		<b>898</b>	<b>976</b>	<b>- 8.0%</b>	<b>NA</b>
<b>Days on Market Until Sale</b>	Feb	102	89	+ 14.8%	87	↓	105	87	+ 20.9%	87
	Mar	135	87	+ 55.2%	95		117	87	+ 34.5%	90
	<b>Apr</b>	<b>119</b>	<b>93</b>	<b>+ 28.8%</b>	<b>84</b>		<b>118</b>	<b>89</b>	<b>+ 32.6%</b>	<b>88</b>
<b>Median Sales Price</b>	Feb	\$119,000	\$132,250	- 10.0%	\$127,220	↑				
	Mar	\$144,000	\$146,985	- 2.0%	\$137,787		--	--	--	--
	<b>Apr</b>	<b>\$145,000</b>	<b>\$142,900</b>	<b>+ 1.5%</b>	<b>\$134,890</b>					
<b>Average Sales Price</b>	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
	<b>Apr</b>	<b>\$156,959</b>	<b>\$156,248</b>	<b>+ 0.5%</b>	<b>\$148,846</b>		<b>\$149,657</b>	<b>\$163,014</b>	<b>- 8.2%</b>	<b>\$149,231</b>
<b>Total Active Listings Available</b>	Feb	1,526	NA	--	--	↑				
	Mar	1,615	NA	--	--		--	--	--	--
	<b>Apr</b>	<b>1,677</b>	<b>NA</b>	<b>--</b>	<b>--</b>					
<b>Percent of Original List Price</b>	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%
	<b>Apr</b>	<b>96.5%</b>	<b>97.0%</b>	<b>- 0.5%</b>	<b>97.3%</b>		<b>97.3%</b>	<b>96.5%</b>	<b>+ 0.9%</b>	<b>95.6%</b>
<b>Mortgage Rates</b>	Mar	6.7	6.3	+ 6.3%	6.2	↔				
	Apr	6.5	6.3	+ 3.2%	6.3		--	--	--	--
	<b>May</b>	<b>6.6</b>	<b>6.4</b>	<b>+ 3.1%</b>	<b>6.4</b>					
<b>Housing Affordability Index</b>	Mar	178	168	+ 5.7%	171	↓				
	Apr	163	155	+ 5.4%	161		--	--	--	--
	<b>May</b>	<b>161</b>	<b>157</b>	<b>+ 2.6%</b>	<b>163</b>					
<b>Months Supply of Inventory</b>	Mar	4.9	NA	--	--	↑				
	Apr	5.3	NA	--	--		--	--	--	--
	<b>May</b>	<b>5.5</b>	<b>NA</b>	<b>--</b>	<b>--</b>					

# Annual Review

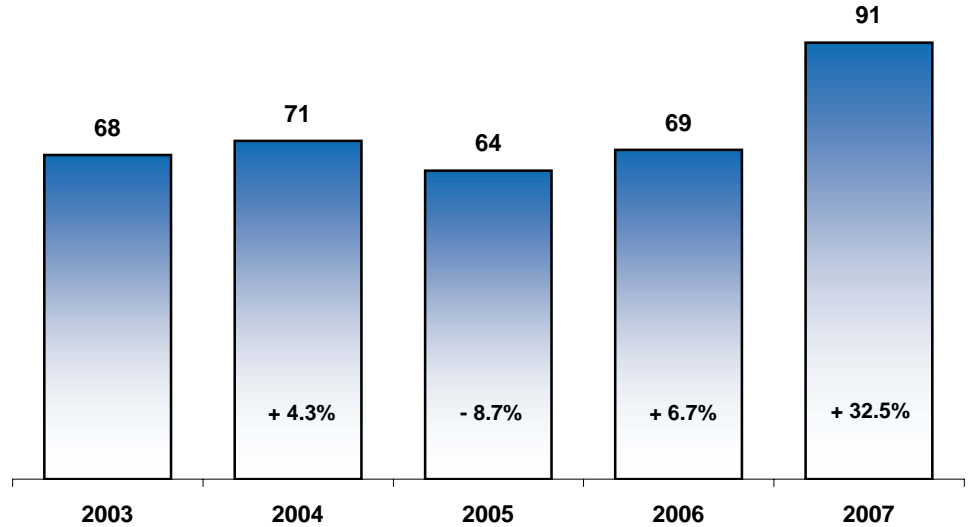
A free research tool from the REALTOR® Association of the Sioux Empire



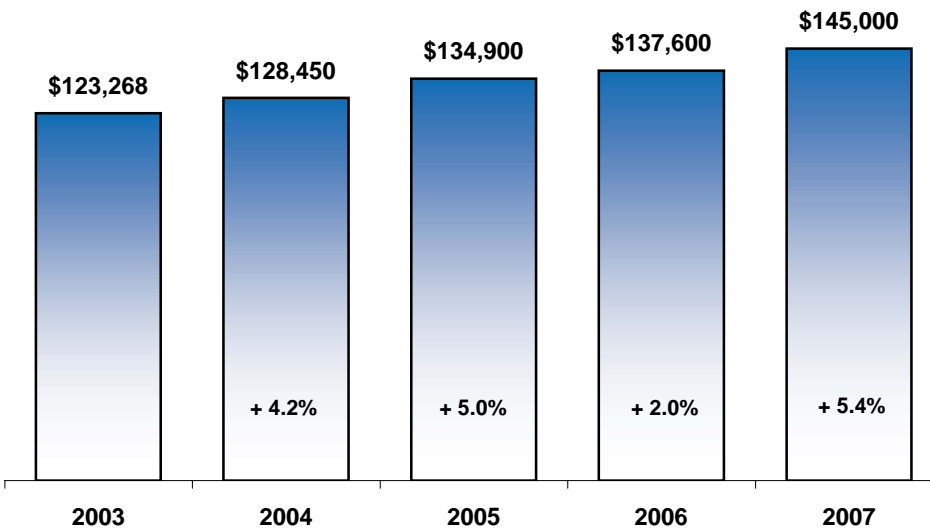
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

