

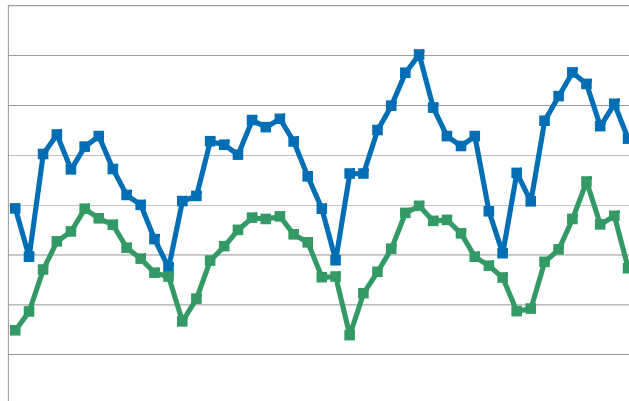


REALTOR® Association of the Sioux Empire Inc.

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# Monthly Indicators

September 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 |

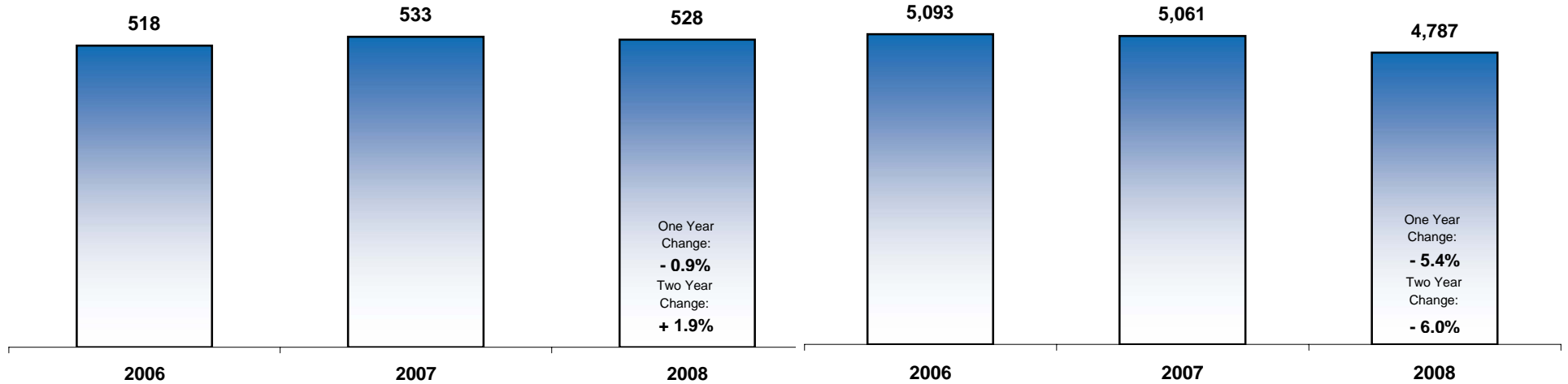
# New Listings

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

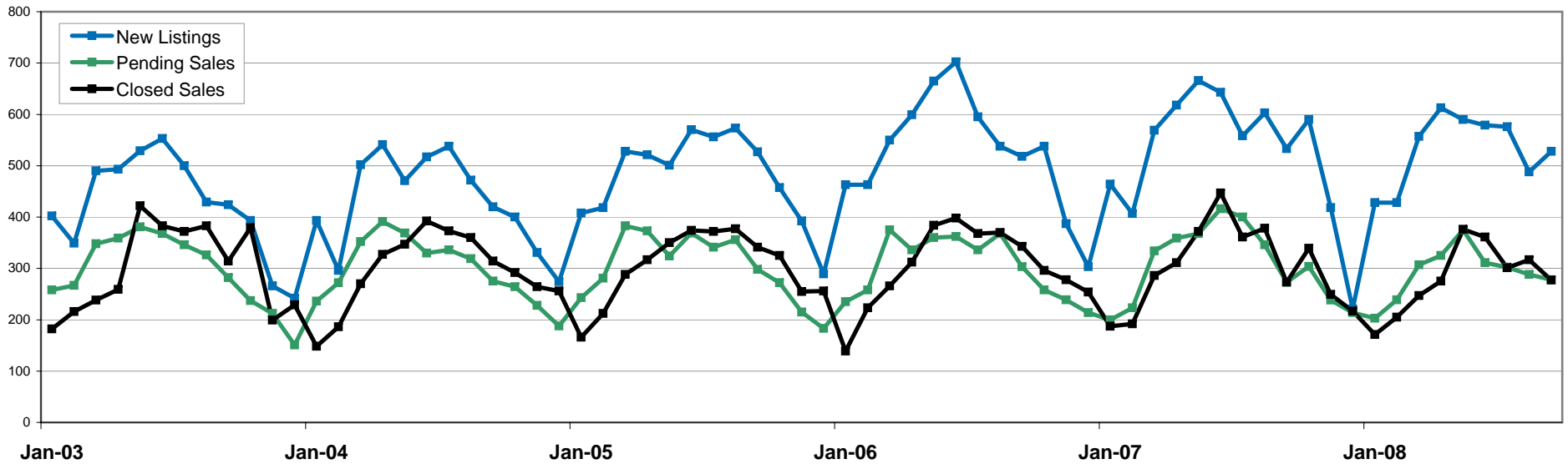


## September

## Year to Date



## Historical Market Activity

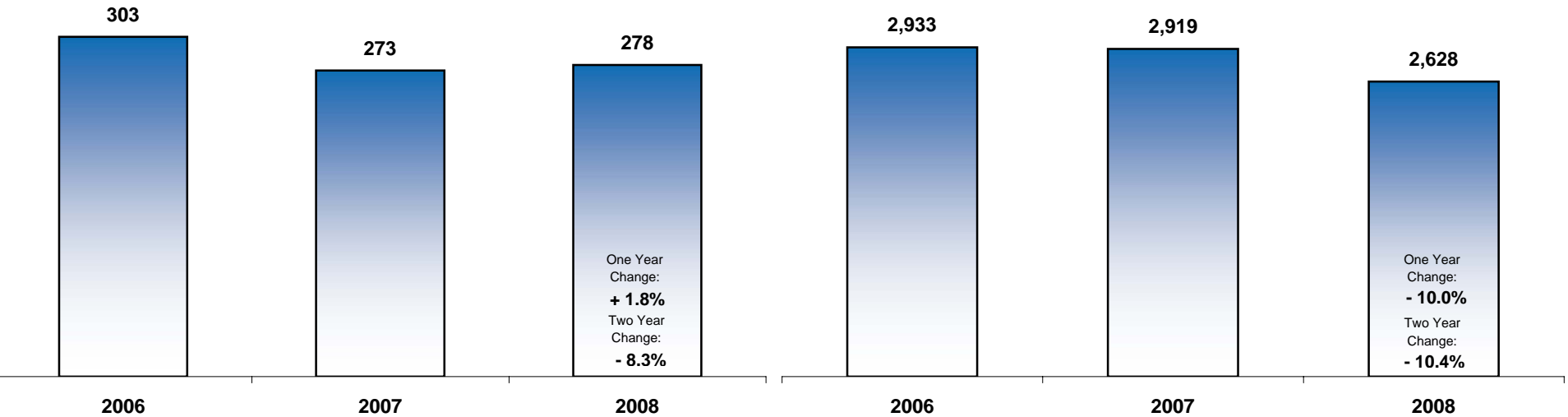


# Pending Sales

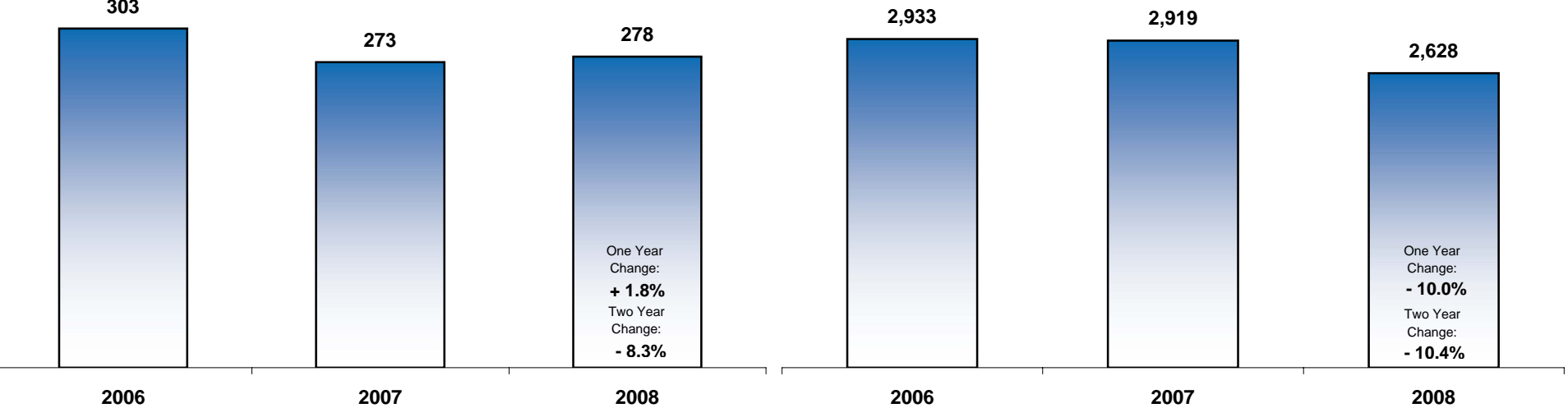
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



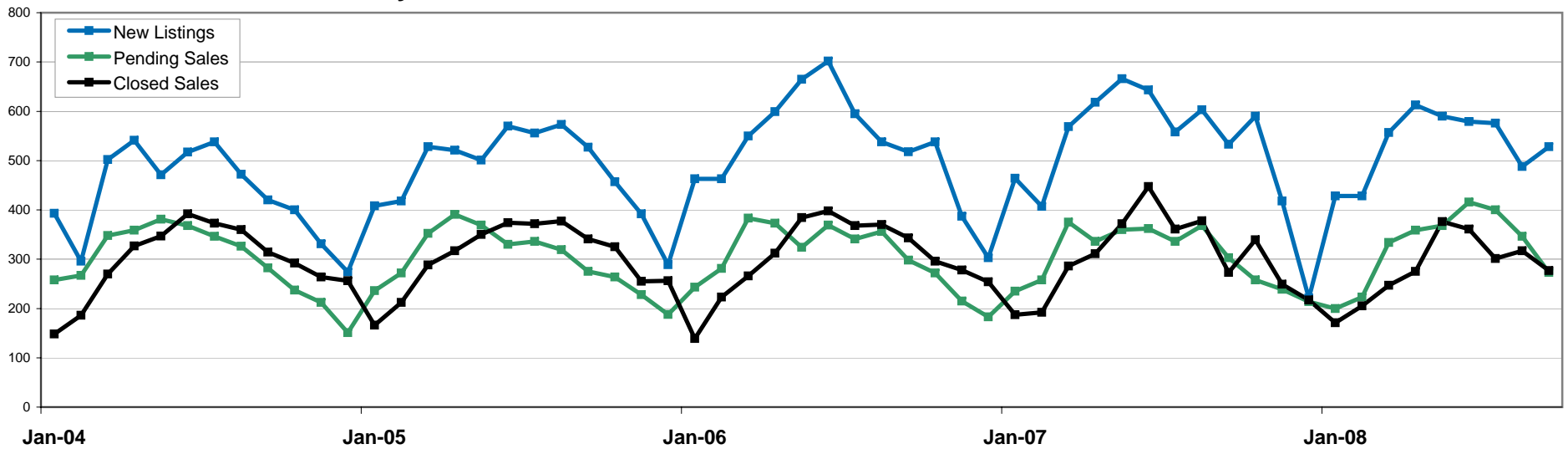
## September



## Year to Date



## Historical Market Activity

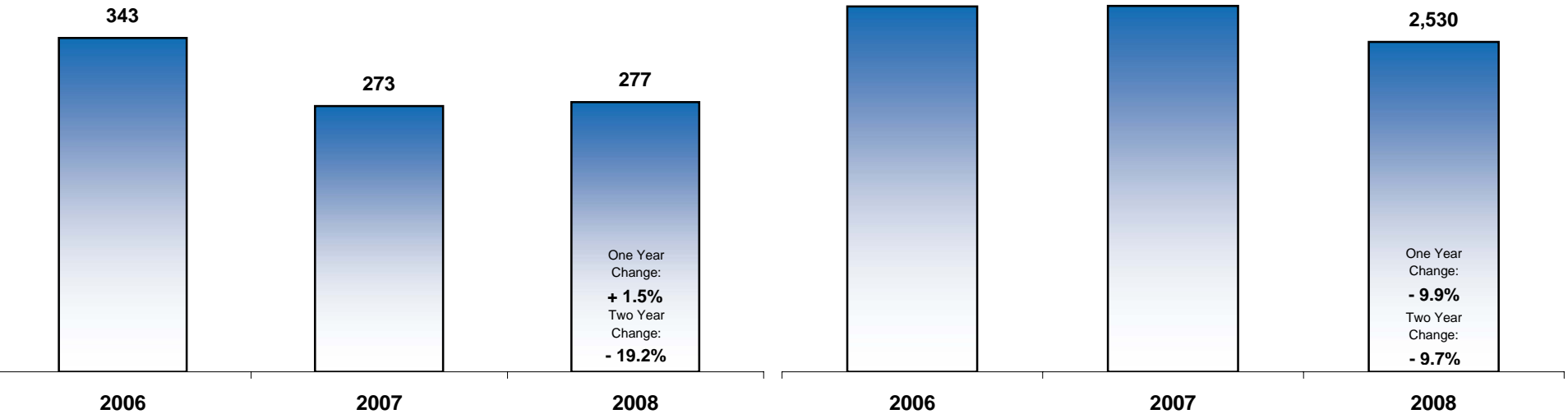


# Closed Sales

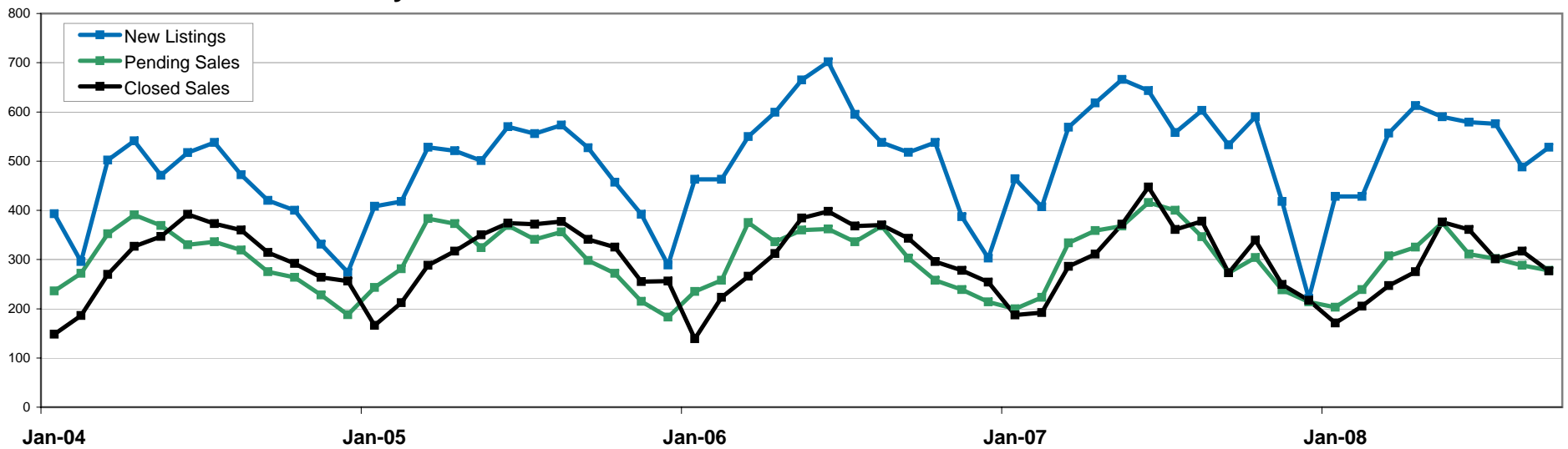
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## September



## Historical Market Activity



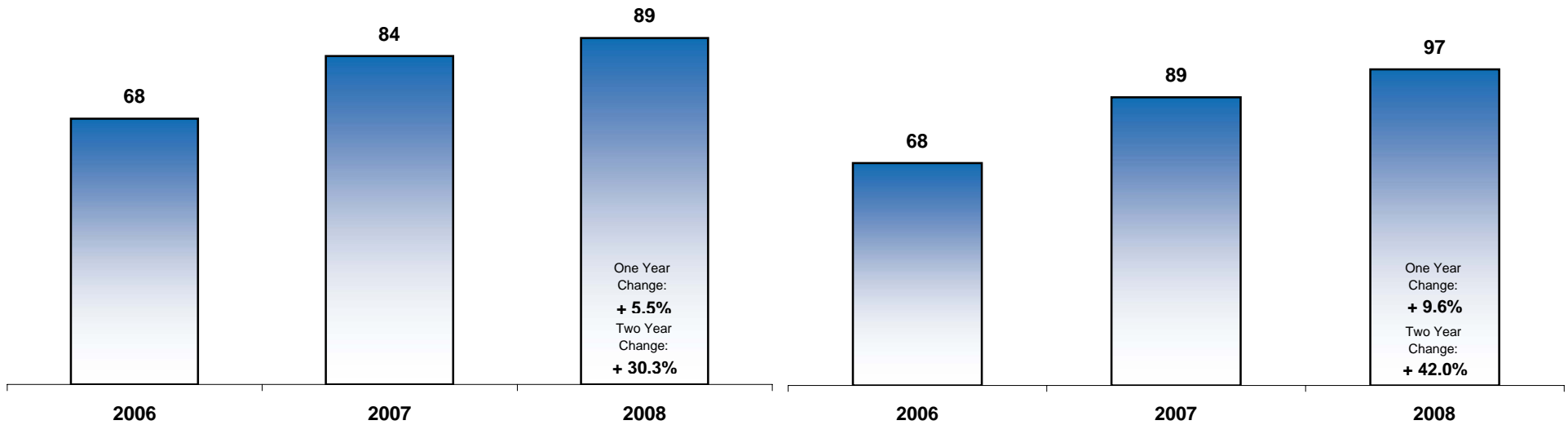
# Days on Market Until Sale

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

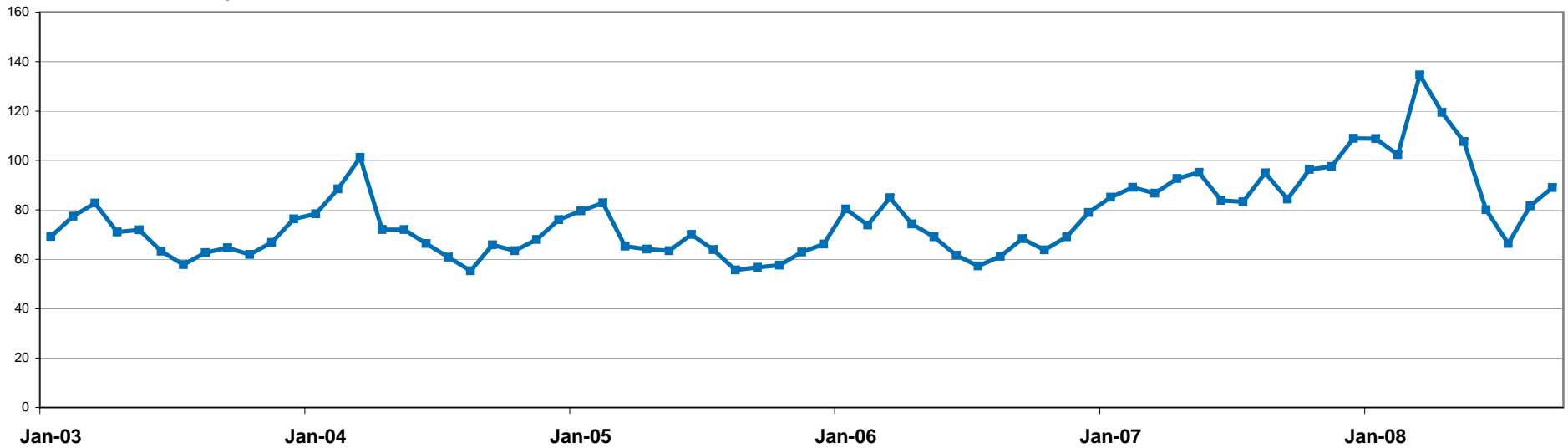


## September

## Year to Date



## Historical Days on Market Until Sale

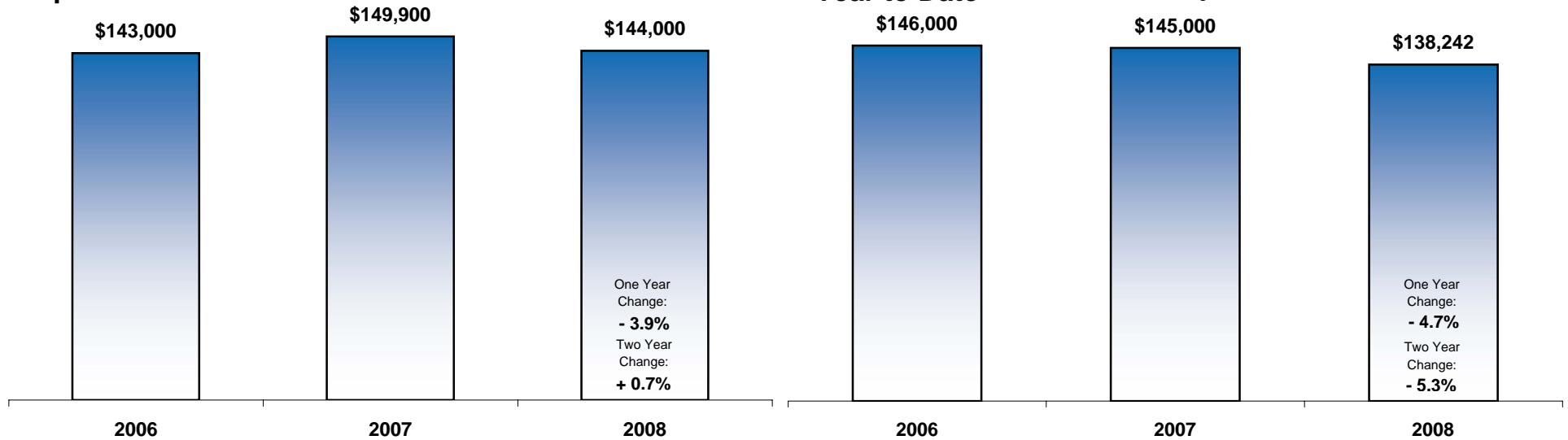


# Median Sales Price

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

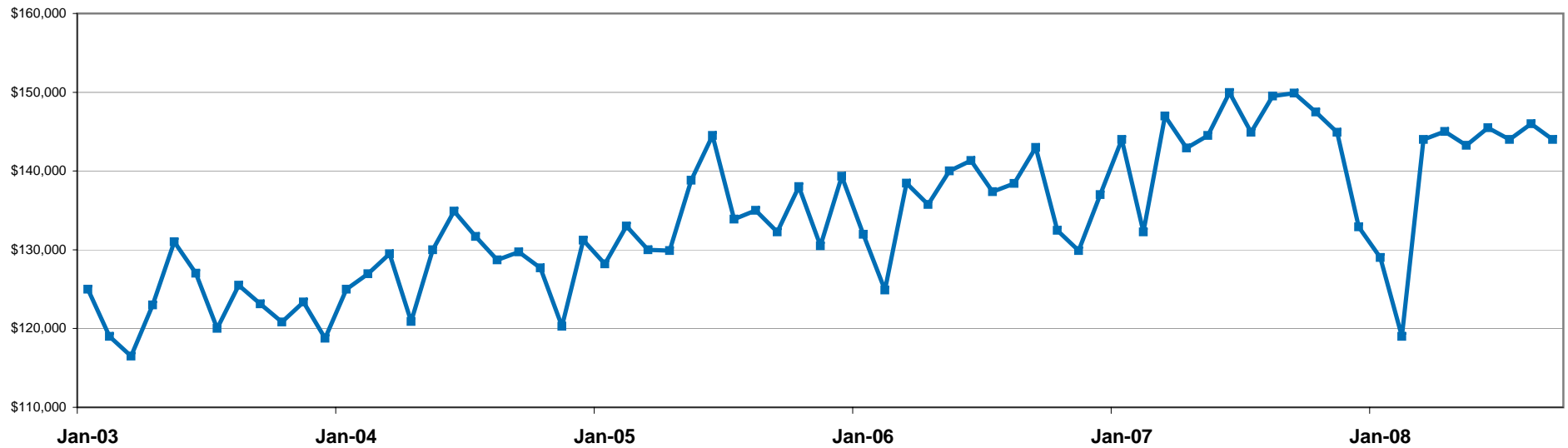


## September



Figures do not take into account seller concessions.

## Historical Median Prices

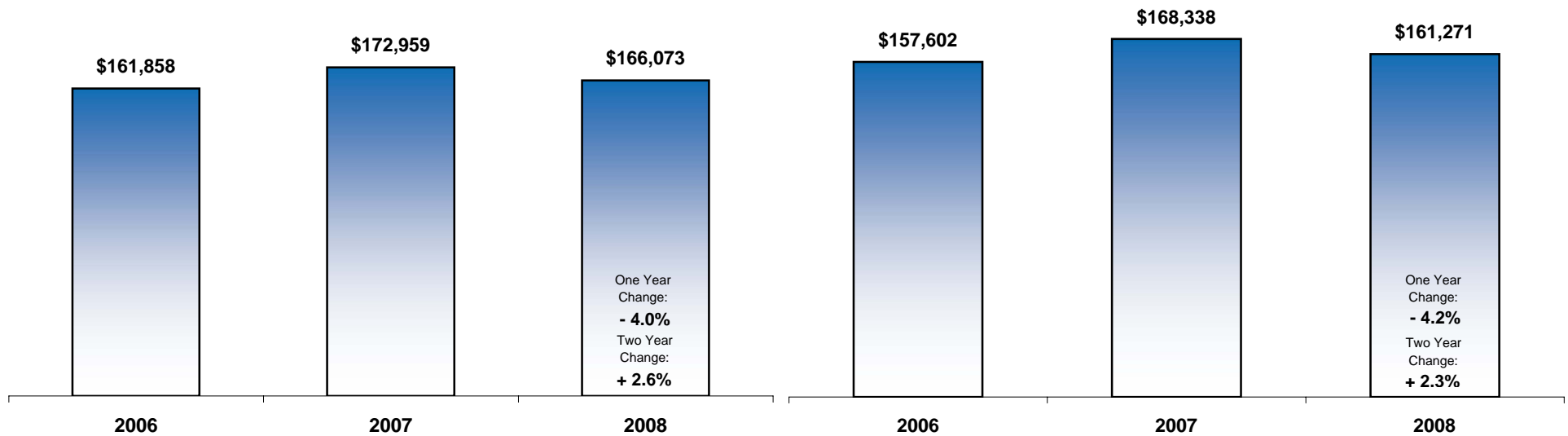


# Average Sales Price

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

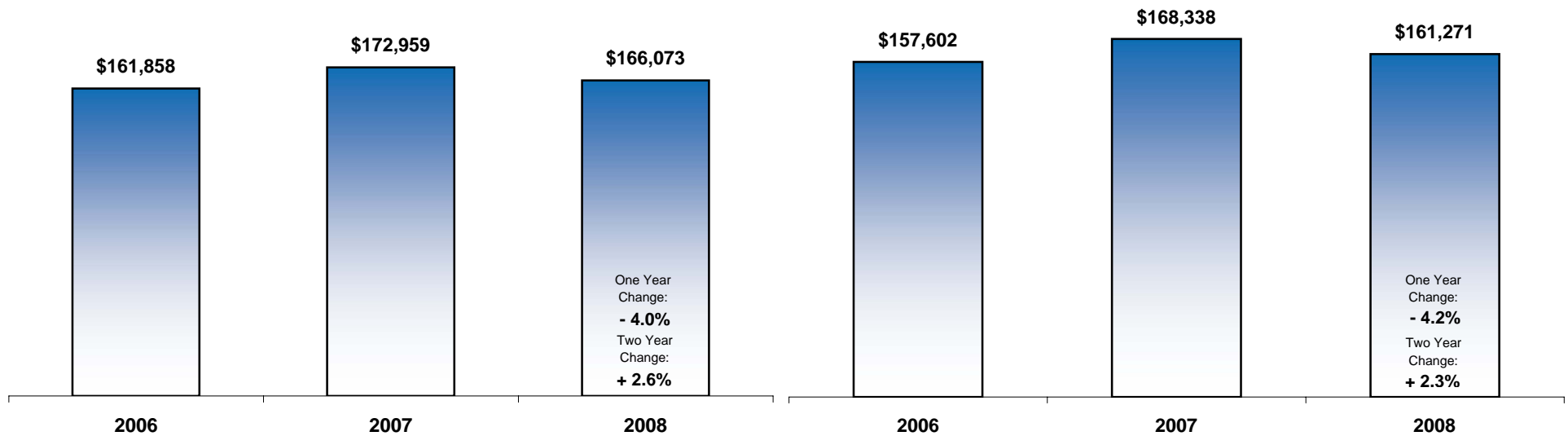


## September

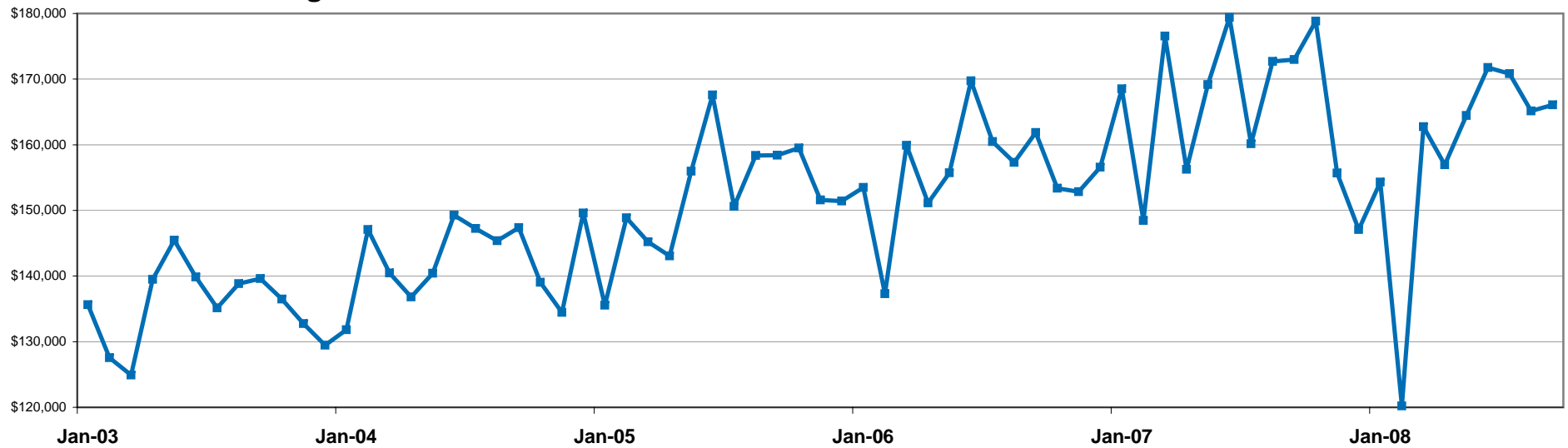


## Year to Date

Figures do not take into account seller concessions.



## Historical Average Prices



# Percent of Original List Price Received at Sale

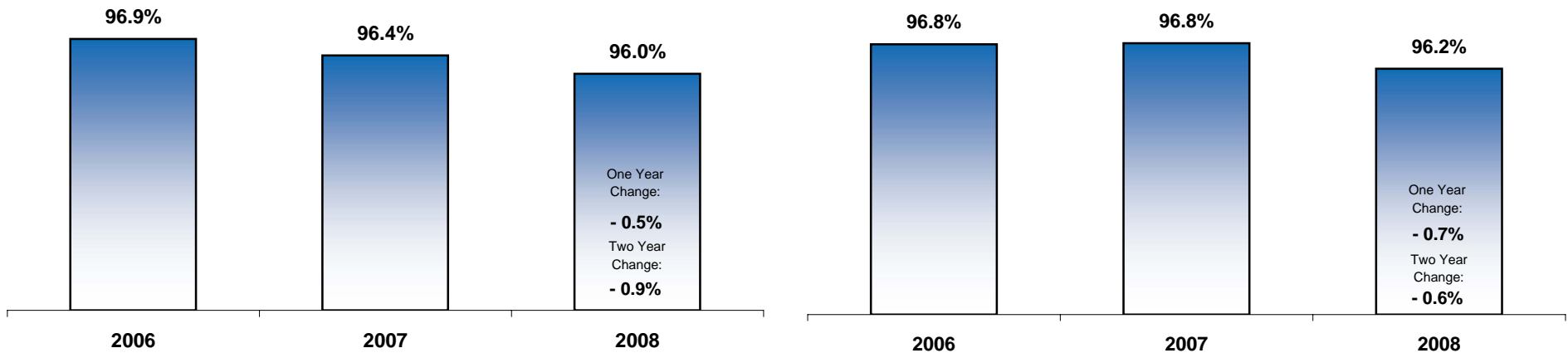
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



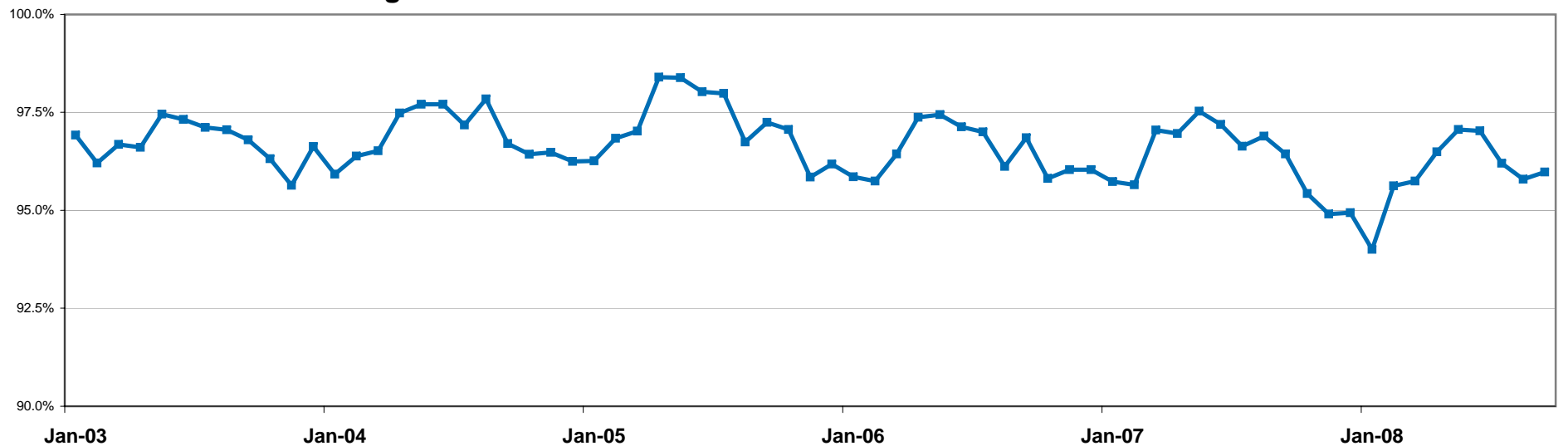
## September

## 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





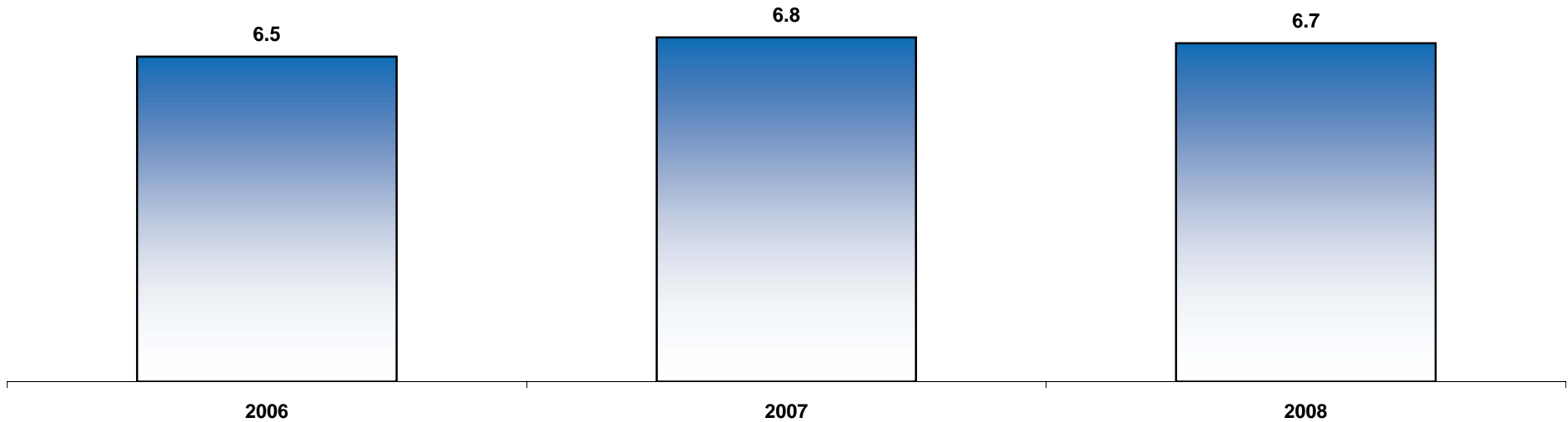
# Mortgage Rates

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

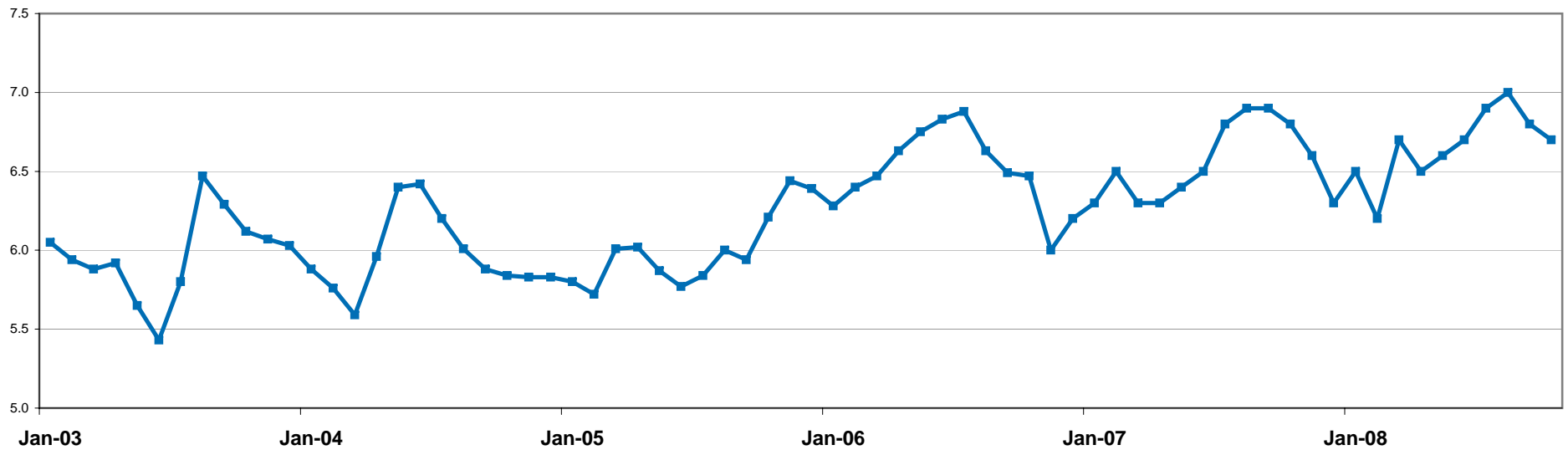


## October

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



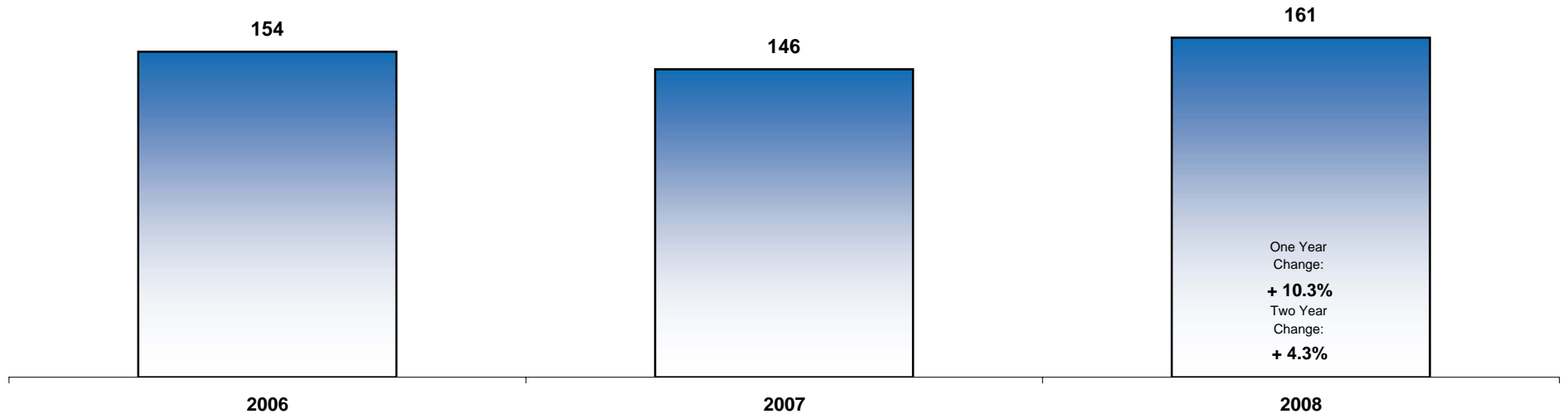
# Housing Affordability Index

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

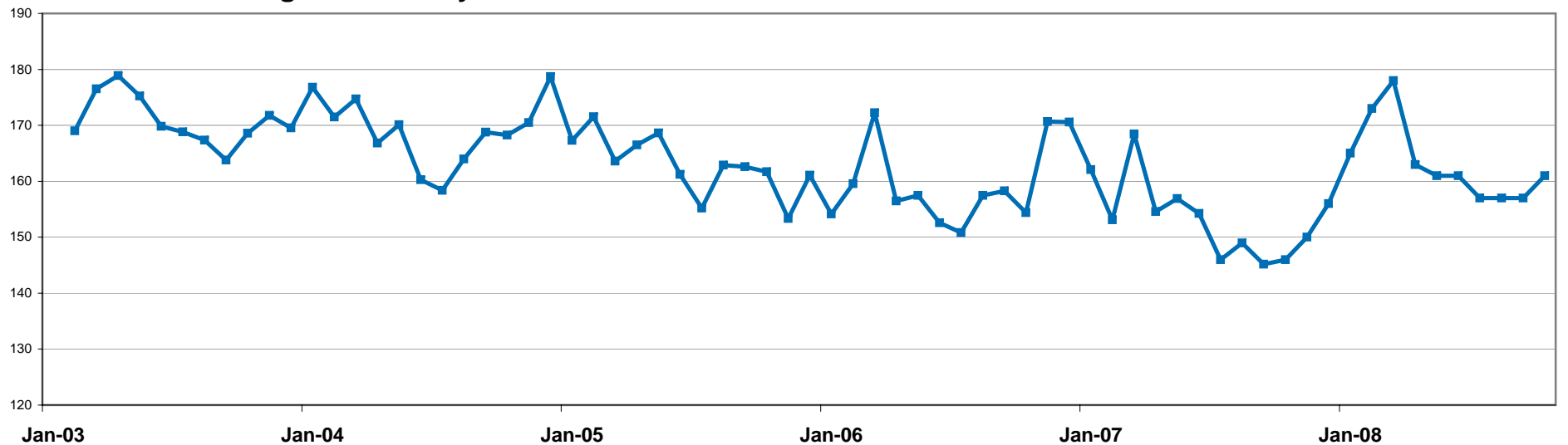


October

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

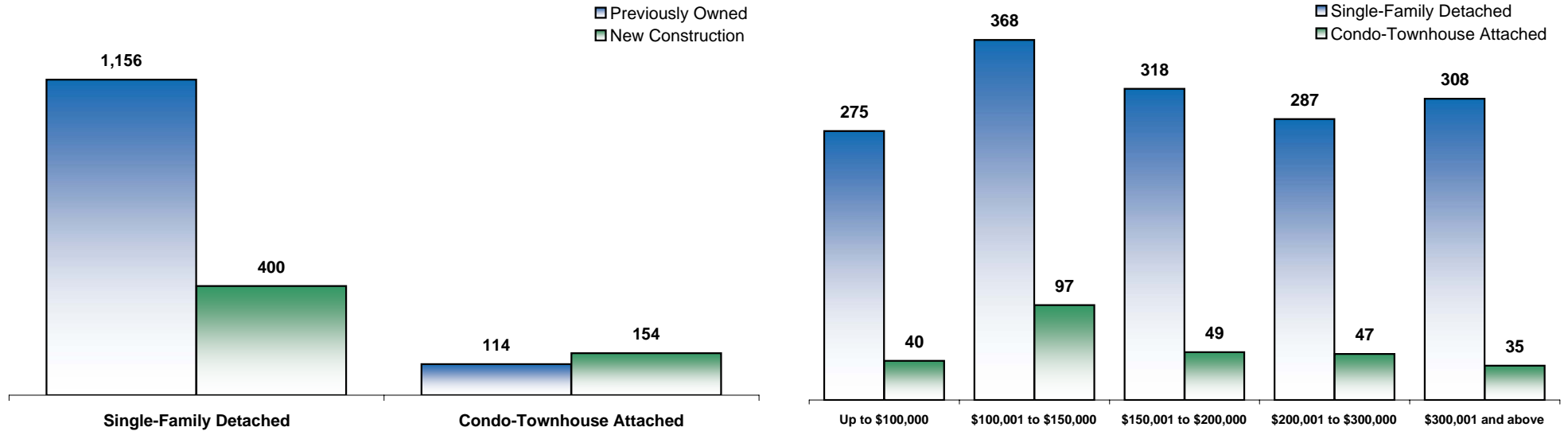


# Housing Supply Outlook

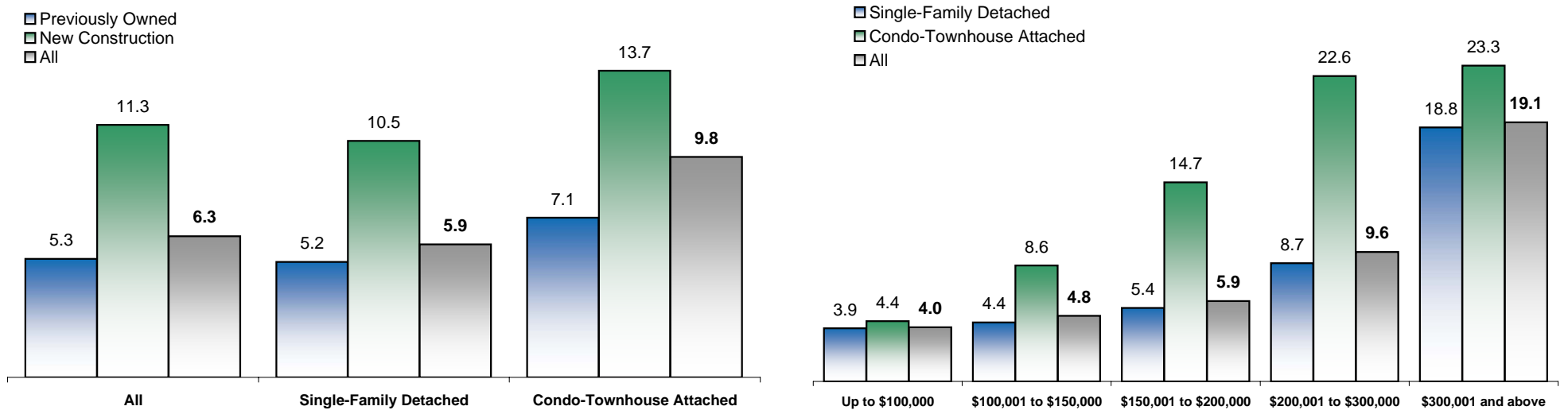
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## 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

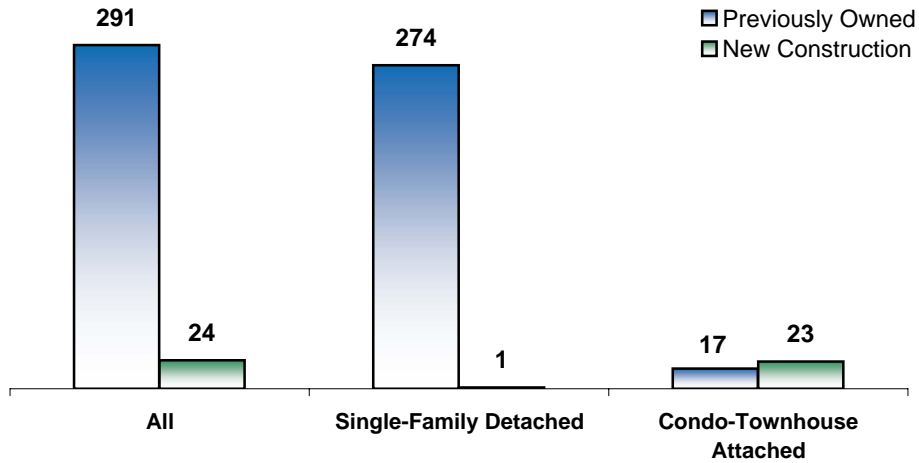
# Housing Supply Outlook

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

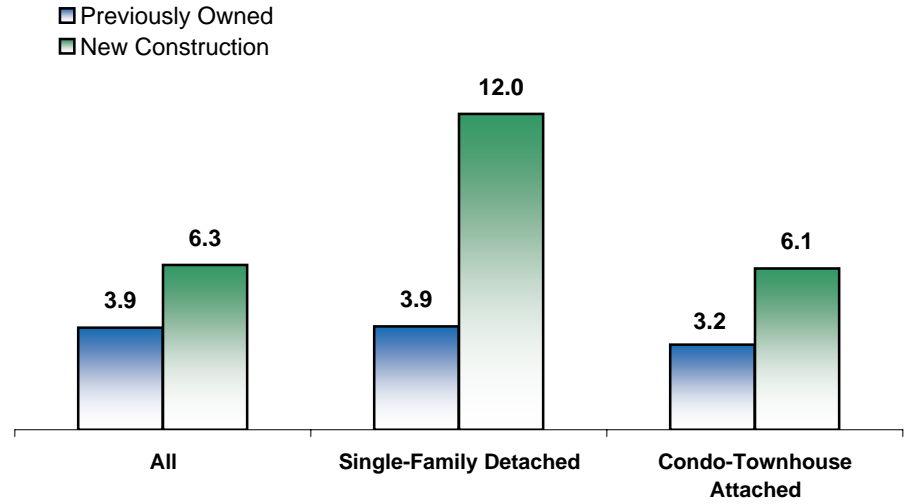


## Under \$100,000

### Inventory

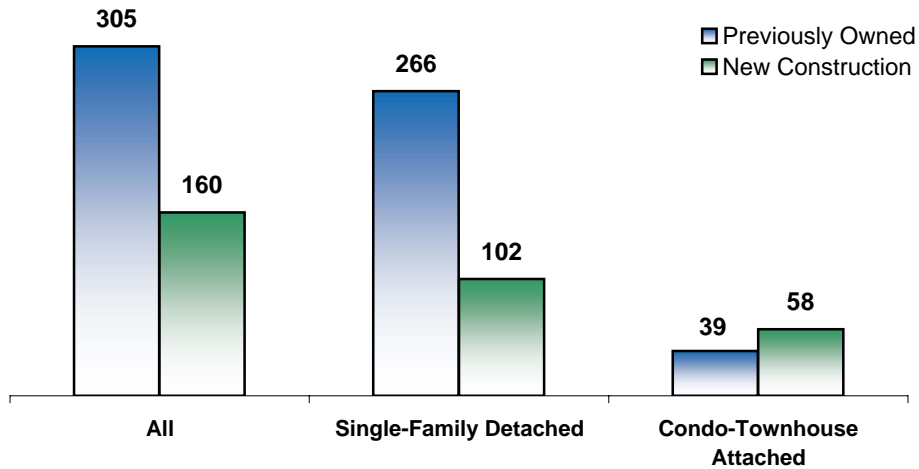


### Months Supply

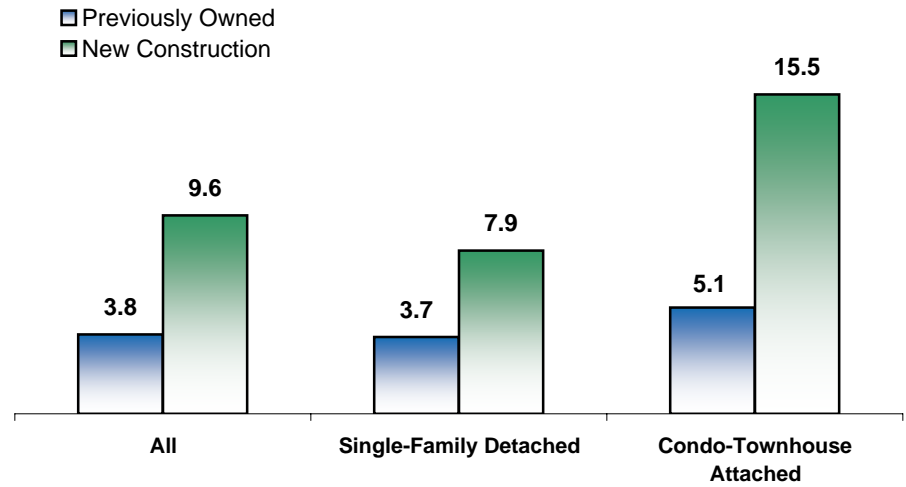


## \$100,001 to \$150,000

### Inventory



### Months Supply



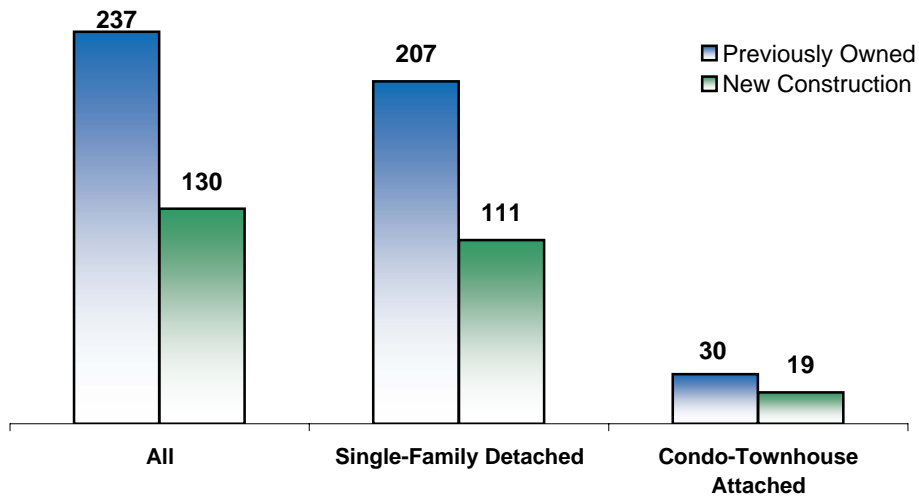
# Housing Supply Outlook

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

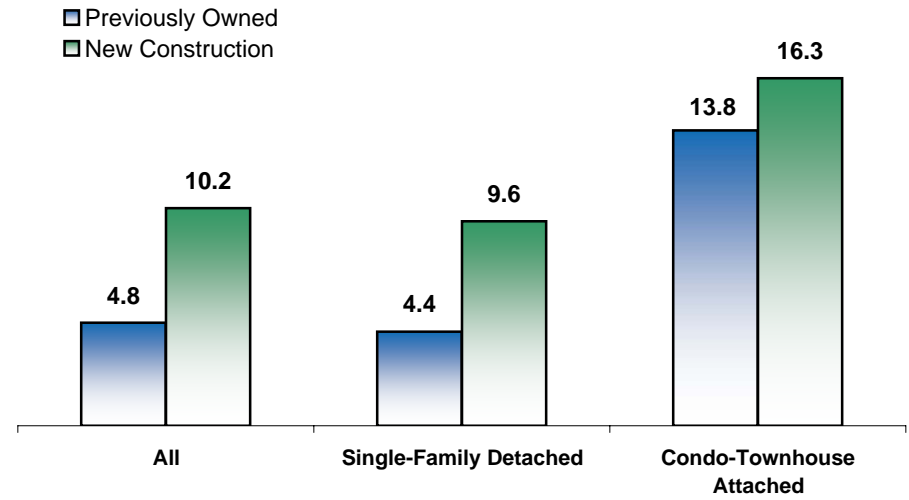


## \$150,001 to \$200,000

### Inventory

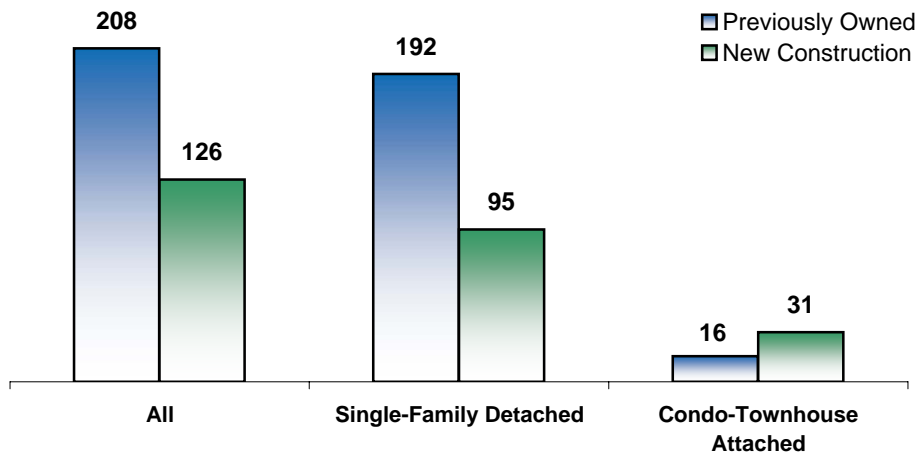


### Months Supply

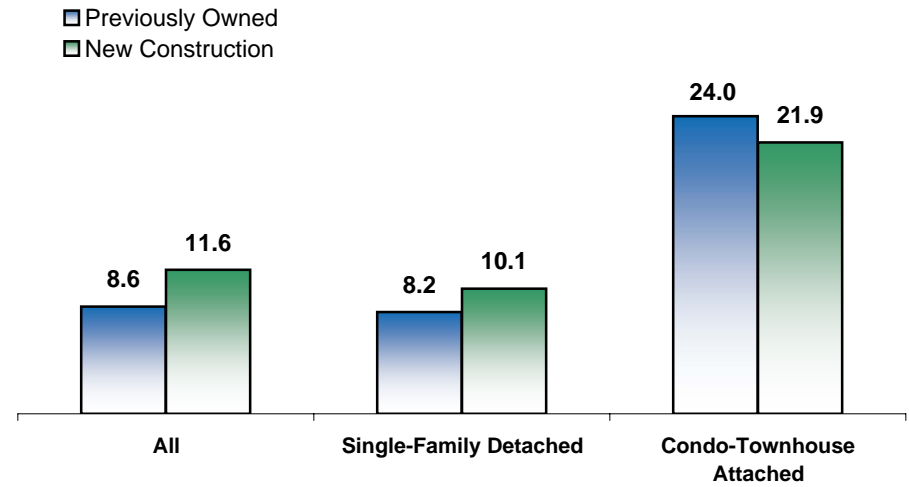


## \$200,001 to \$300,000

### Inventory



### Months Supply



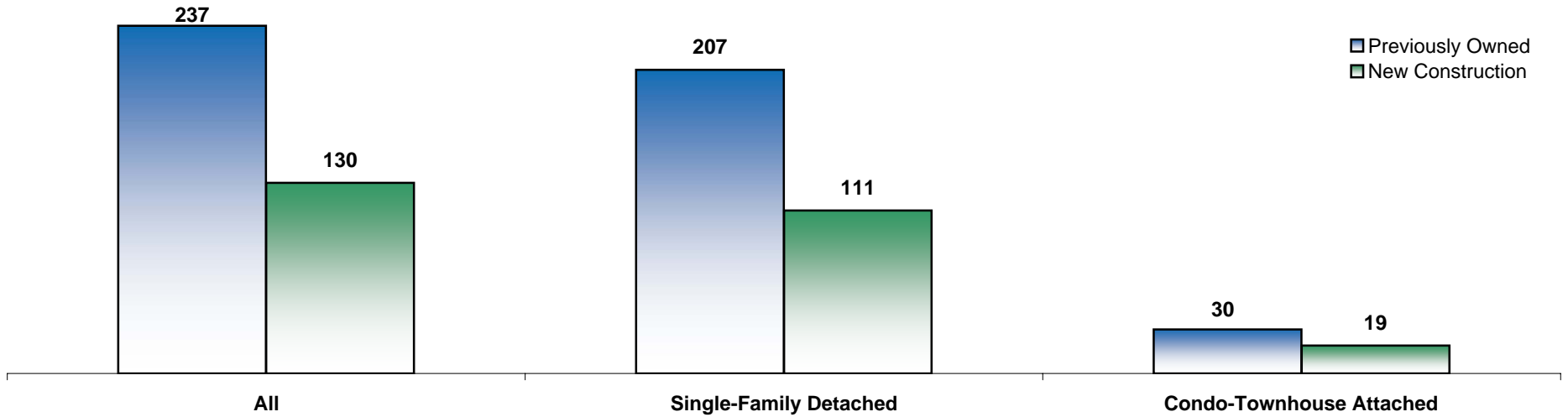
# Housing Supply Outlook

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

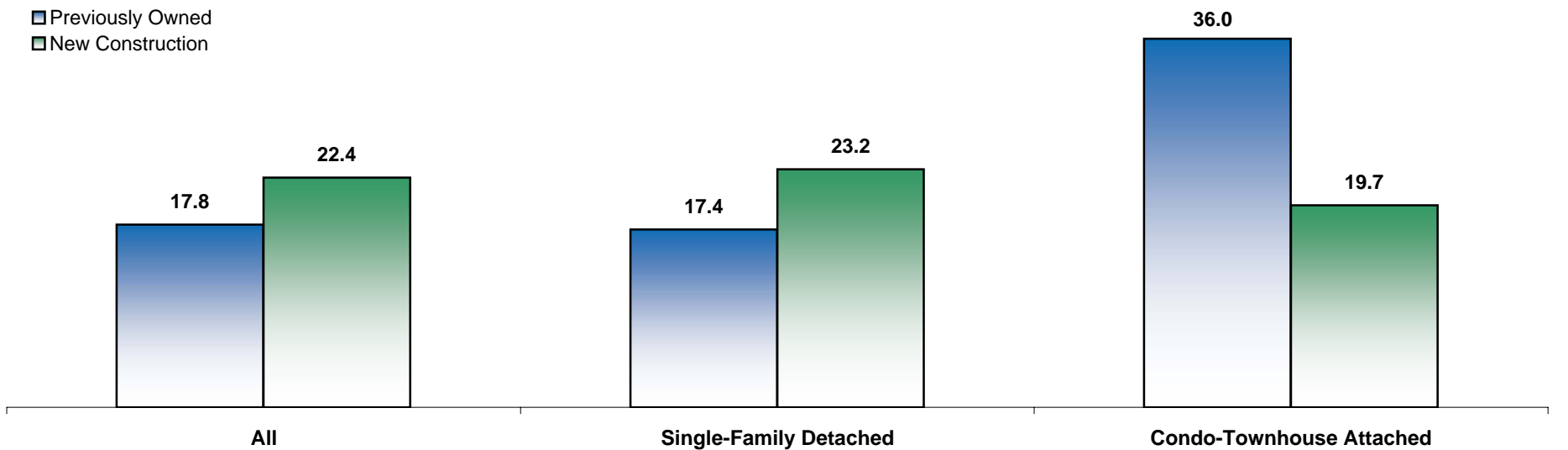


## \$300,001 and above

### Inventory



### Months Supply



# Market Overview

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



## September 2008

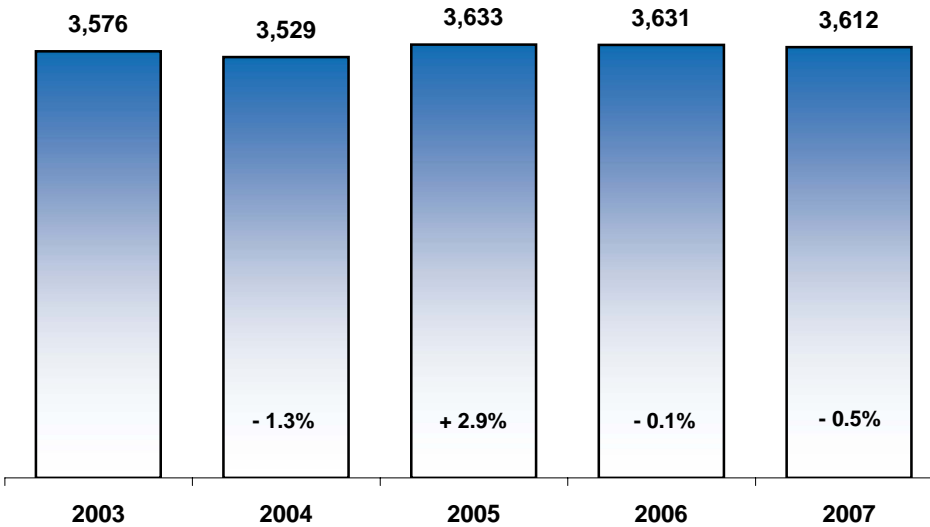
|  |            | This Year        | Previous Year    | Percent Change | 5-Year Average   | Three Month Forecast | This Year Year-to-Date | Previous Year Year-to-Date | Percent Change | 5-Year Year-to-Date Average |
|--|------------|------------------|------------------|----------------|------------------|----------------------|------------------------|----------------------------|----------------|-----------------------------|
| <b>New Listings</b>                    | Jul        | 576              | 558              | + 3.2%         | 565              | ↓                    | 3,771                  | 3,925                      | - 3.9%         | NA                          |
|  | Aug        | 488              | 603              | - 19.1%        | 535              |                      | 4,259                  | 4,528                      | - 5.9%         | NA                          |
|  | <b>Sep</b> | <b>528</b>       | <b>533</b>       | <b>- 0.9%</b>  | <b>505</b>       |                      | <b>4,787</b>           | <b>5,061</b>               | <b>- 5.4%</b>  | <b>NA</b>                   |
| <b>Pending Sales</b>                   | Jul        | 302              | 400              | - 24.5%        | 343              | ↓                    | 2,062                  | 2,300                      | - 10.3%        | NA                          |
|  | Aug        | 288              | 346              | - 16.8%        | 335              |                      | 2,350                  | 2,646                      | - 11.2%        | NA                          |
|  | <b>Sep</b> | <b>278</b>       | <b>273</b>       | <b>+ 1.8%</b>  | <b>285</b>       |                      | <b>2,628</b>           | <b>2,919</b>               | <b>- 10.0%</b> | <b>NA</b>                   |
| <b>Closed Sales</b>                    | Jul        | 301              | 361              | - 16.6%        | 355              | ↓                    | 1,936                  | 2,156                      | - 10.2%        | NA                          |
|  | Aug        | 317              | 378              | - 16.1%        | 360              |                      | 2,253                  | 2,534                      | - 11.1%        | NA                          |
|  | <b>Sep</b> | <b>277</b>       | <b>273</b>       | <b>+ 1.5%</b>  | <b>310</b>       |                      | <b>2,530</b>           | <b>2,807</b>               | <b>- 9.9%</b>  | <b>NA</b>                   |
| <b>Days on Market Until Sale</b>       | Jul        | 66               | 83               | - 20.3%        | 66               | ↓                    | 101                    | 88                         | + 14.6%        | 80                          |
|  | Aug        | 82               | 95               | - 14.0%        | 70               |                      | 98                     | 89                         | + 10.2%        | 79                          |
|  | <b>Sep</b> | <b>89</b>        | <b>84</b>        | <b>+ 5.5%</b>  | <b>73</b>        |                      | <b>97</b>              | <b>89</b>                  | <b>+ 9.6%</b>  | <b>78</b>                   |
| <b>Median Sales Price</b>              | Jul        | \$144,000        | \$144,900        | - 0.6%         | \$138,371        | ↓                    | --                     | --                         | --             | --                          |
|  | Aug        | \$146,000        | \$149,500        | - 2.3%         | \$139,520        |                      | --                     | --                         | --             | --                          |
|  | <b>Sep</b> | <b>\$144,000</b> | <b>\$149,900</b> | <b>- 3.9%</b>  | <b>\$139,775</b> |                      | --                     | --                         | --             | --                          |
| <b>Average Sales Price</b>             | Jul        | \$170,839        | \$160,129        | + 6.7%         | \$157,853        | ↓                    | \$159,950              | \$166,992                  | - 4.2%         | \$155,591                   |
|  | Aug        | \$165,139        | \$172,677        | - 4.4%         | \$159,775        |                      | \$160,680              | \$167,840                  | - 4.3%         | \$156,212                   |
|  | <b>Sep</b> | <b>\$166,073</b> | <b>\$172,959</b> | <b>- 4.0%</b>  | <b>\$161,325</b> |                      | <b>\$161,271</b>       | <b>\$168,338</b>           | <b>- 4.2%</b>  | <b>\$156,792</b>            |
| <b>Total Active Listings Available</b> | Jul        | 1,867            | NA               | --             | --               | ↓                    | --                     | --                         | --             | --                          |
|  | Aug        | 1,862            | NA               | --             | --               |                      | --                     | --                         | --             | --                          |
|  | <b>Sep</b> | <b>1,824</b>     | <b>NA</b>        | <b>--</b>      | <b>--</b>        |                      | --                     | --                         | --             | --                          |
| <b>Percent of Original List Price</b>  | Jul        | 96.2%            | 96.6%            | - 0.4%         | 97.0%            | ↓                    | 97.0%                  | 96.8%                      | + 0.2%         | 96.3%                       |
|  | Aug        | 95.8%            | 96.9%            | - 1.1%         | 96.7%            |                      | 96.7%                  | 96.8%                      | - 0.2%         | 96.2%                       |
|  | <b>Sep</b> | <b>96.0%</b>     | <b>96.4%</b>     | <b>- 0.5%</b>  | <b>96.6%</b>     |                      | <b>96.6%</b>           | <b>96.8%</b>               | <b>- 0.2%</b>  | <b>96.2%</b>                |
| <b>Mortgage Rates</b>                  | Aug        | 7.0              | 6.9              | + 1.4%         | 6.5              | ↓                    | --                     | --                         | --             | --                          |
|  | Sep        | 6.8              | 6.9              | - 1.4%         | 6.4              |                      | --                     | --                         | --             | --                          |
|  | <b>Oct</b> | <b>6.7</b>       | <b>6.8</b>       | <b>- 1.5%</b>  | <b>6.4</b>       |                      | --                     | --                         | --             | --                          |
| <b>Housing Affordability Index</b>     | Aug        | 157              | 149              | + 5.4%         | 158              | ↑                    | --                     | --                         | --             | --                          |
|  | Sep        | 157              | 145              | + 8.2%         | 158              |                      | --                     | --                         | --             | --                          |
|  | <b>Oct</b> | <b>161</b>       | <b>146</b>       | <b>+ 10.3%</b> | <b>158</b>       |                      | --                     | --                         | --             | --                          |
| <b>Months Supply of Inventory</b>      | Aug        | 6.4              | NA               | --             | --               | ↓                    | --                     | --                         | --             | --                          |
|  | Sep        | 6.5              | NA               | --             | --               |                      | --                     | --                         | --             | --                          |
|  | <b>Oct</b> | <b>6.3</b>       | <b>NA</b>        | <b>--</b>      | <b>--</b>        |                      | --                     | --                         | --             | --                          |

# Annual Review

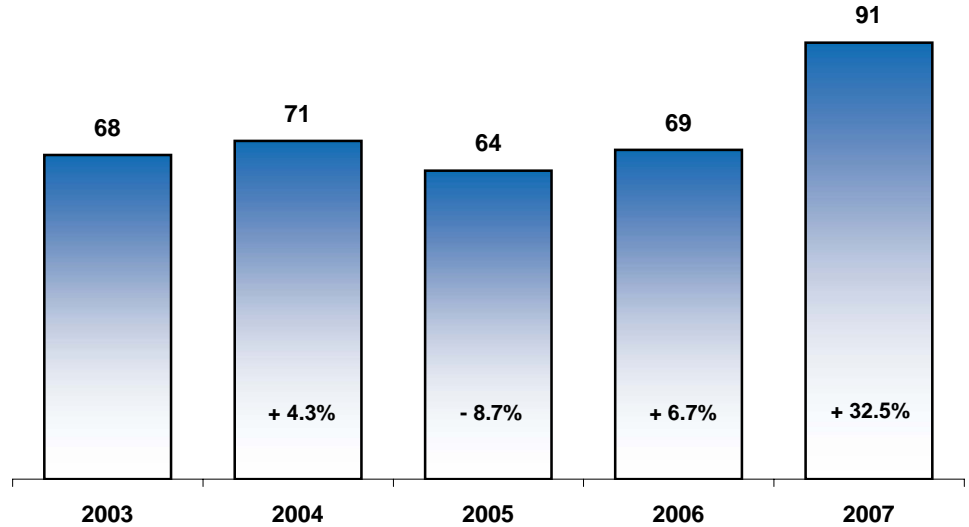
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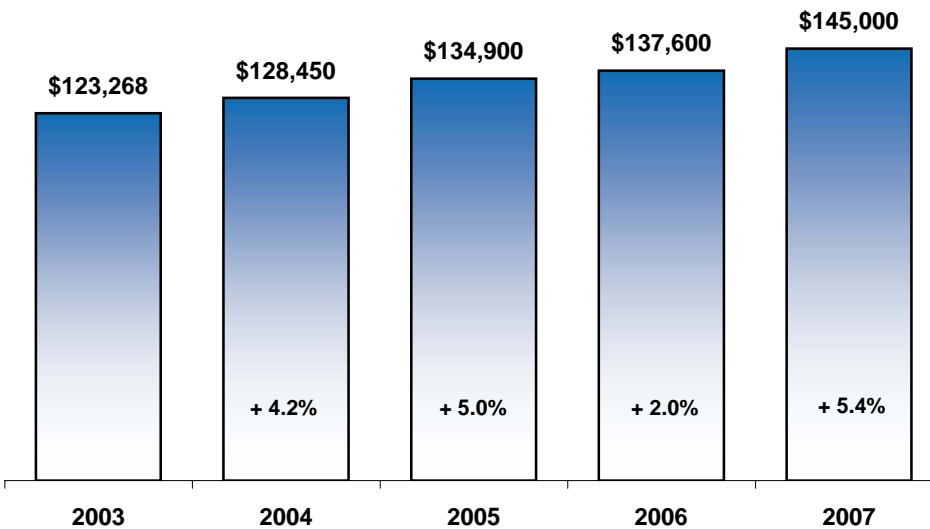
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

