

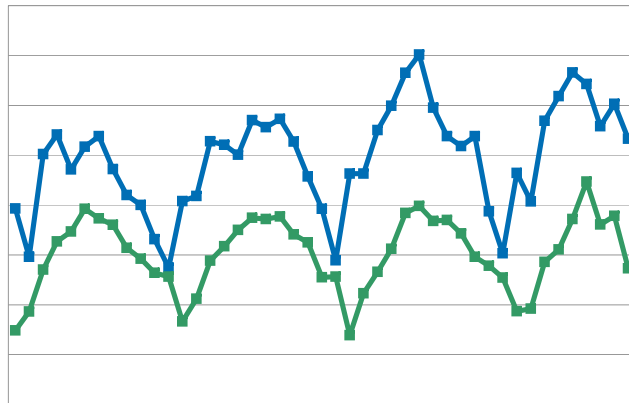


REALTOR® Association of the Sioux Empire Inc.

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

November 2008



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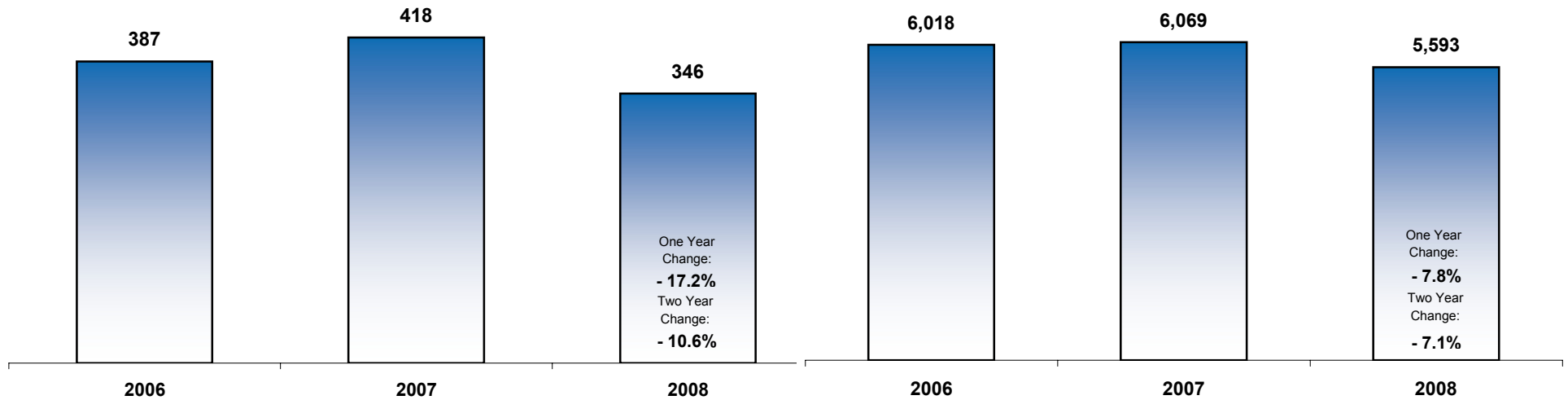
New Listings

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

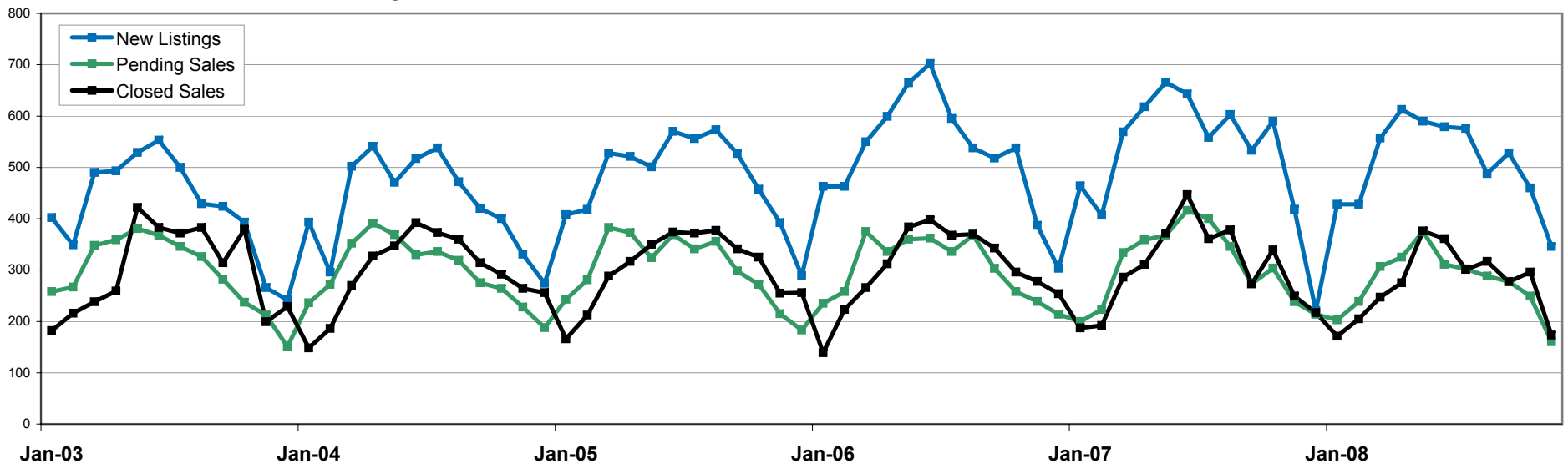


November

Year to Date



Historical Market Activity

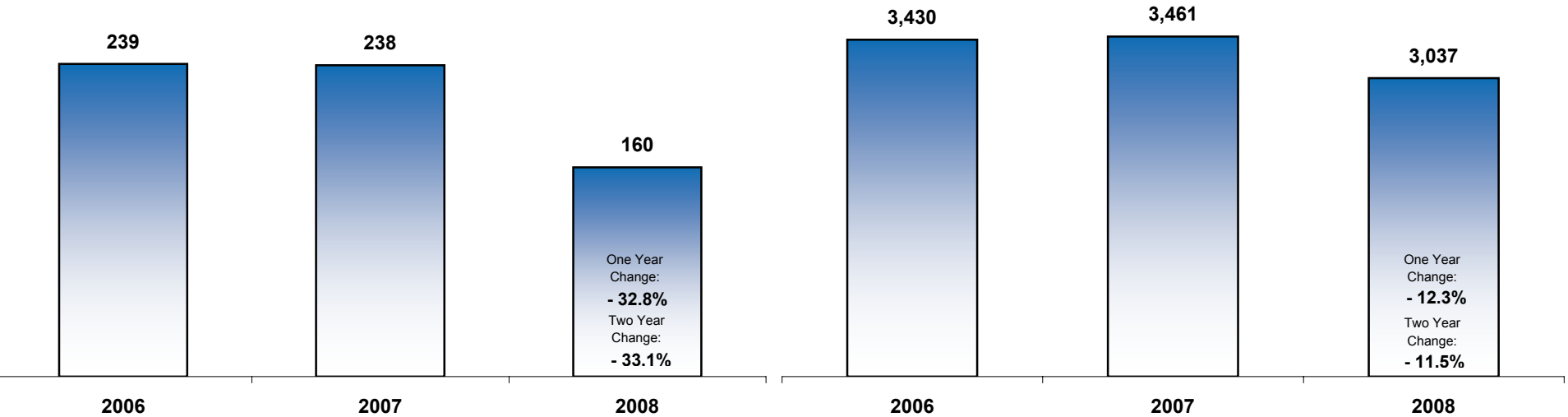


Pending Sales

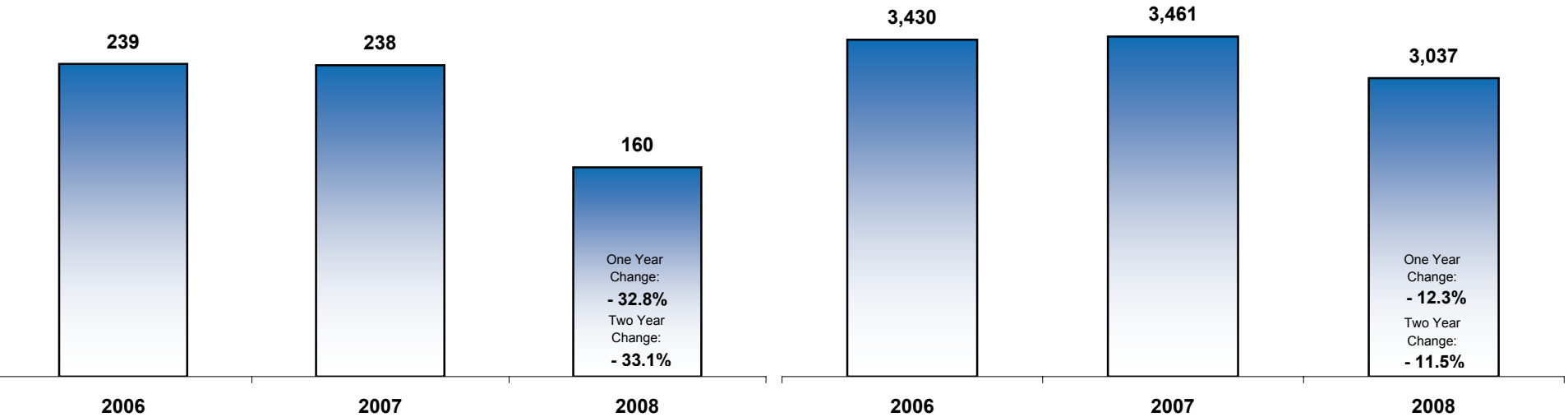
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



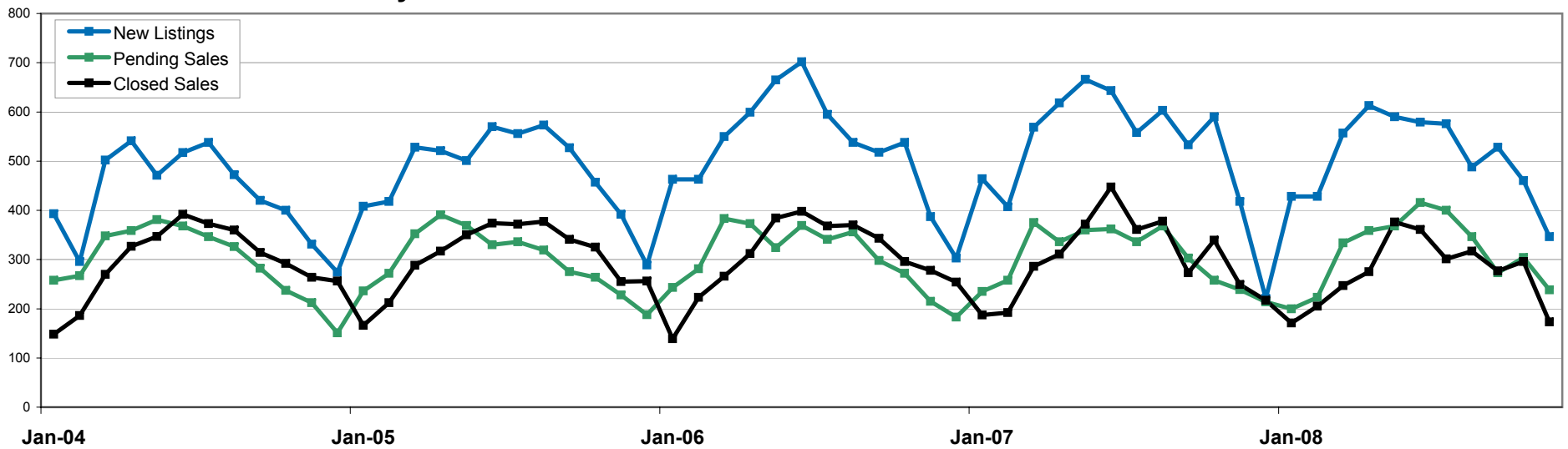
November



Year to Date



Historical Market Activity



Closed Sales

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

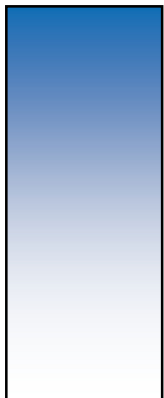


November

278



249



173



One Year Change:
- 30.5%
Two Year Change:
- 37.8%

Year to Date

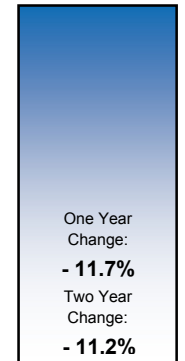
3,377



3,395



2,999



One Year Change:
- 11.7%
Two Year Change:
- 11.2%

2006

2007

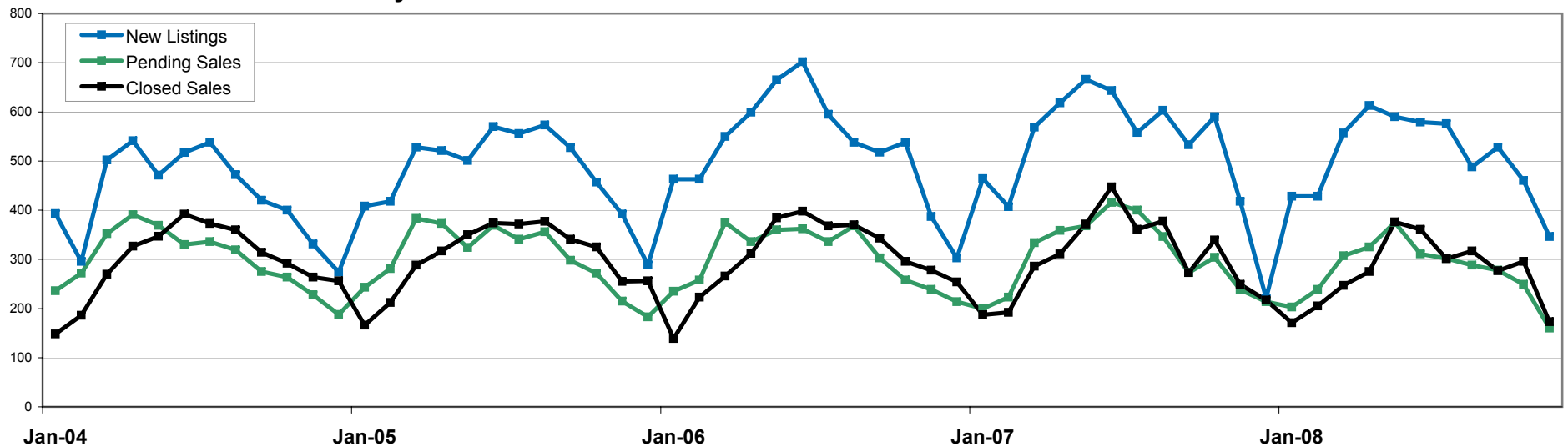
2008

2006

2007

2008

Historical Market Activity



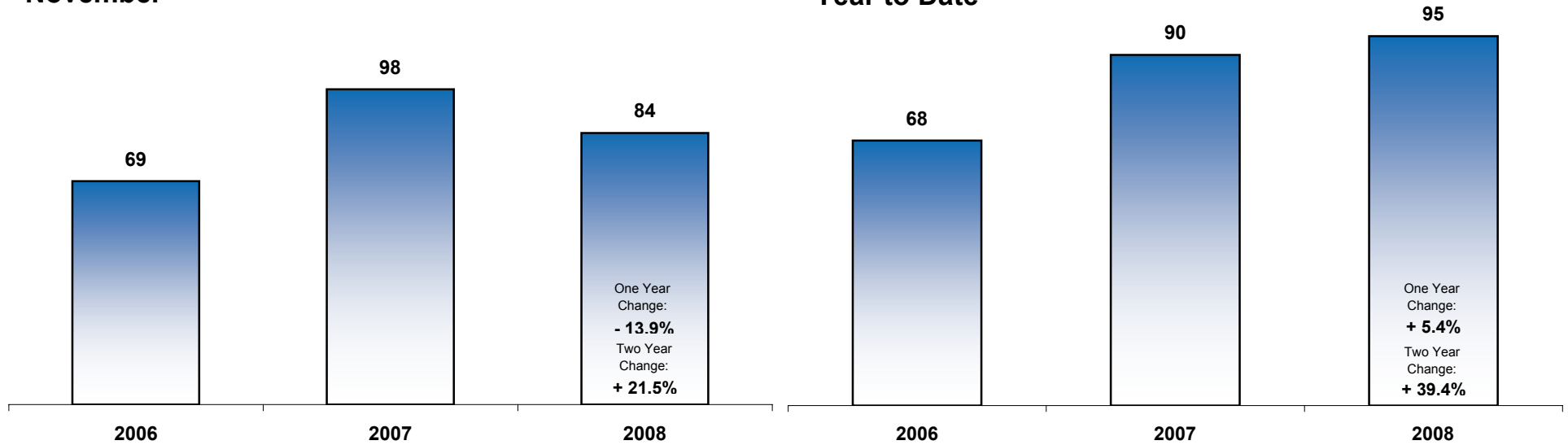
Days on Market Until Sale

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

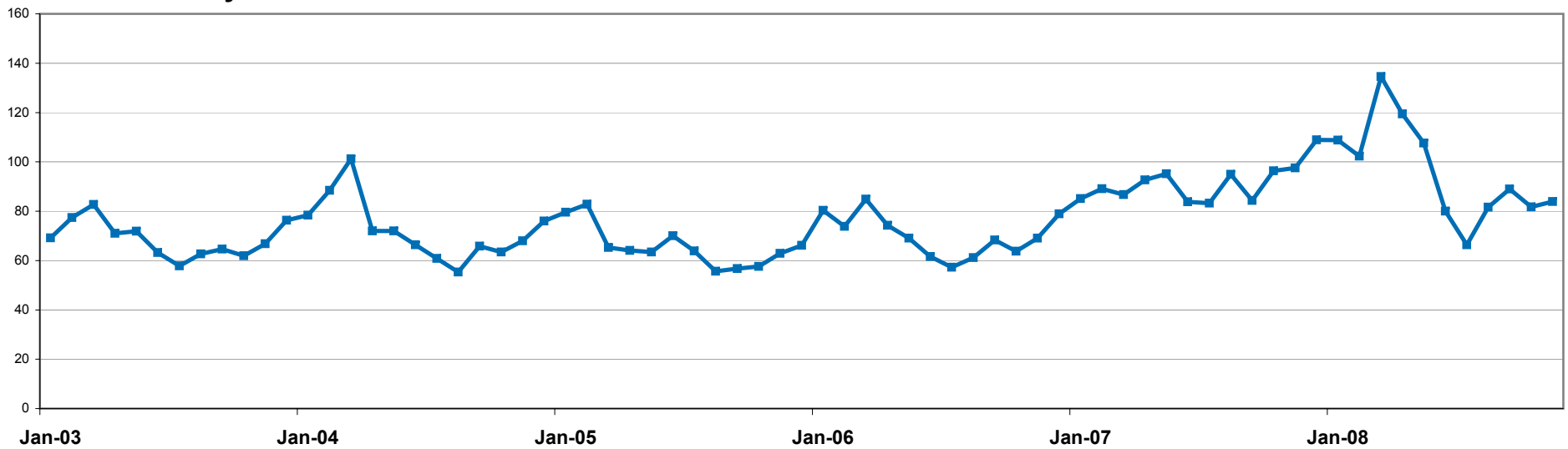


November

Year to Date



Historical Days on Market Until Sale



Median Sales Price

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

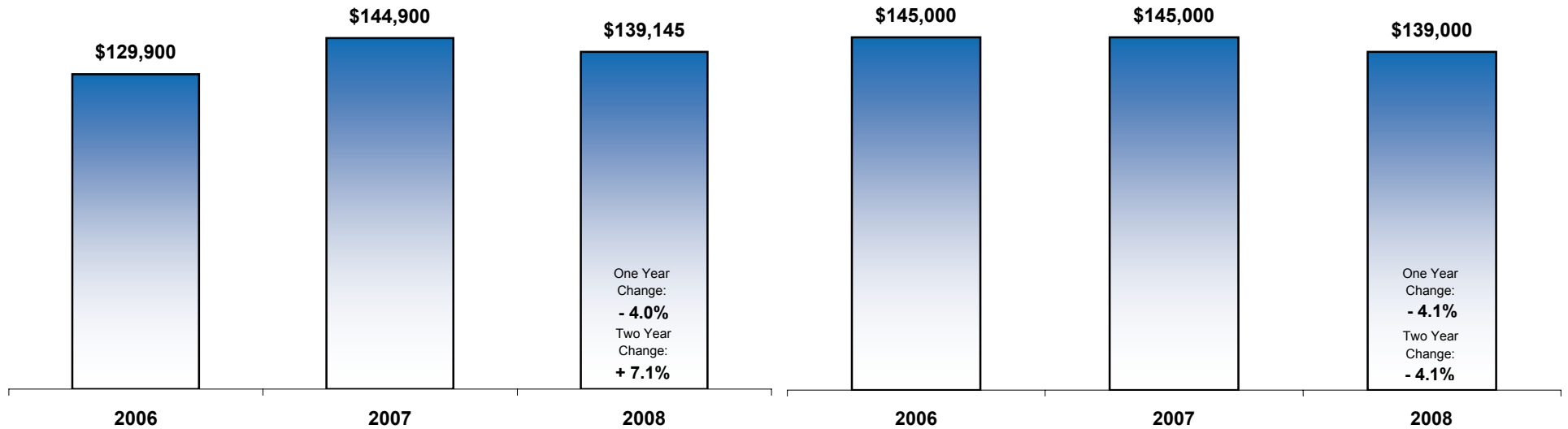


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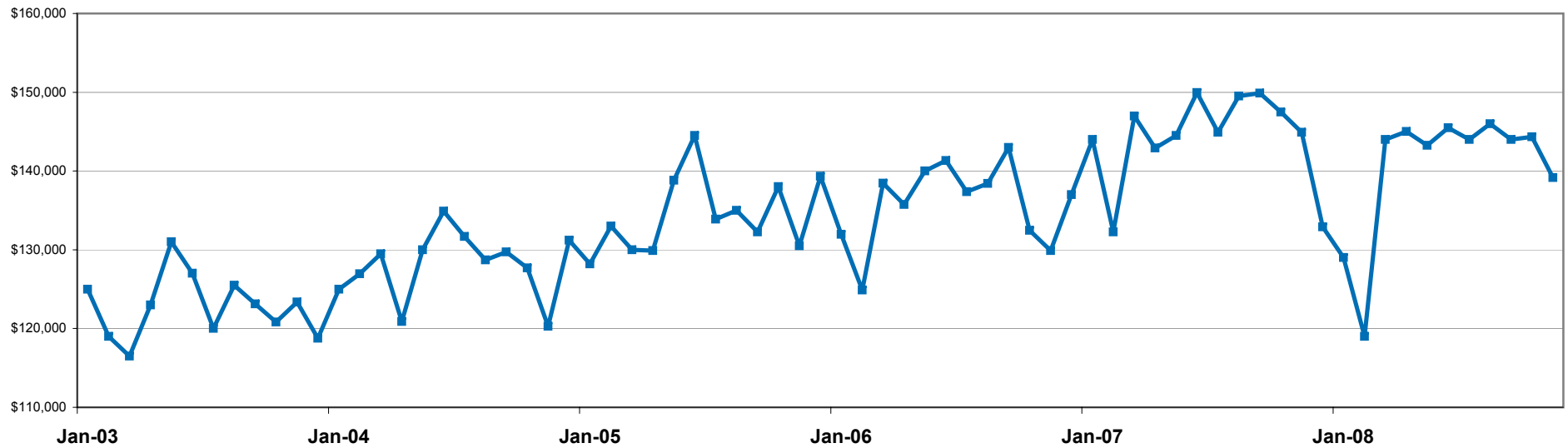
November

Year to Date

Figures do not take into account seller concessions.



Historical Median Prices

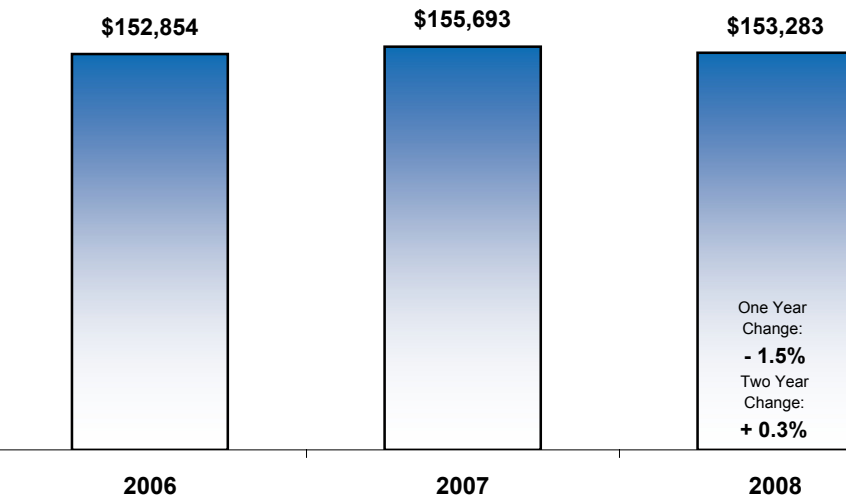


Average Sales Price

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

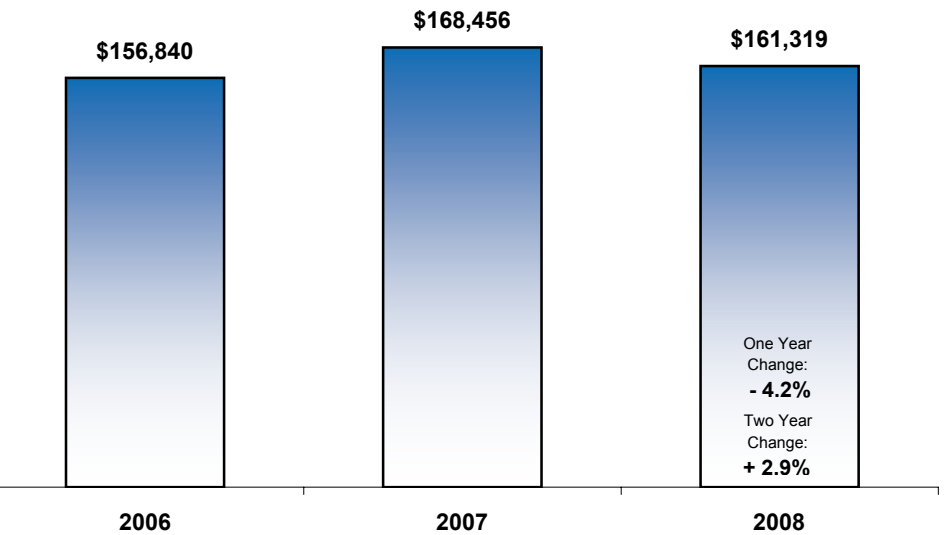


November

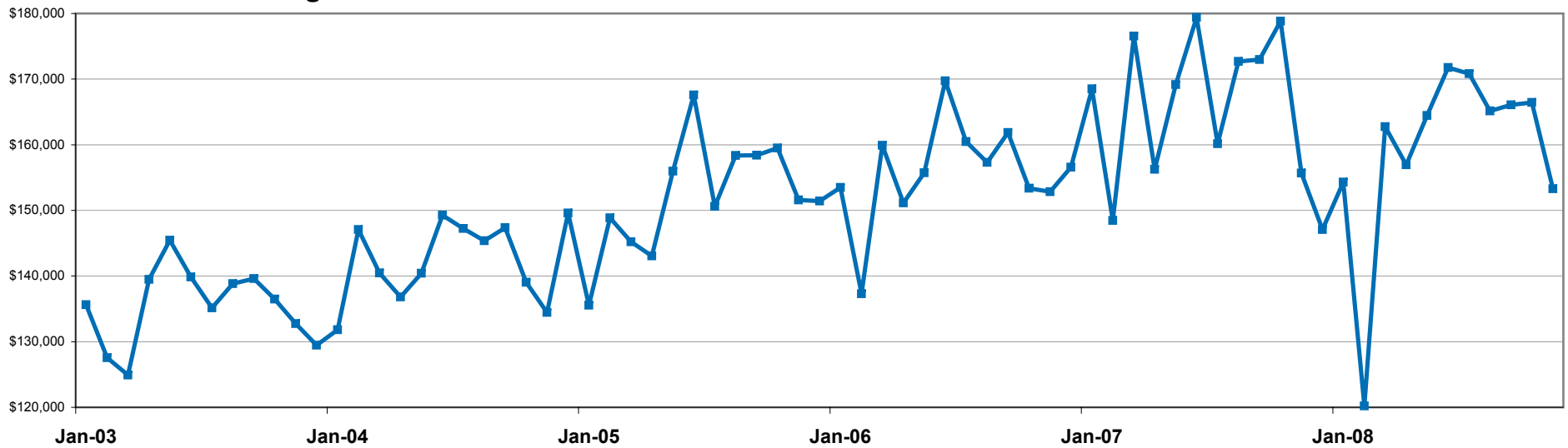


Year to Date

Figures do not take into account seller concessions.



Historical Average Prices



Percent of Original List Price Received at Sale

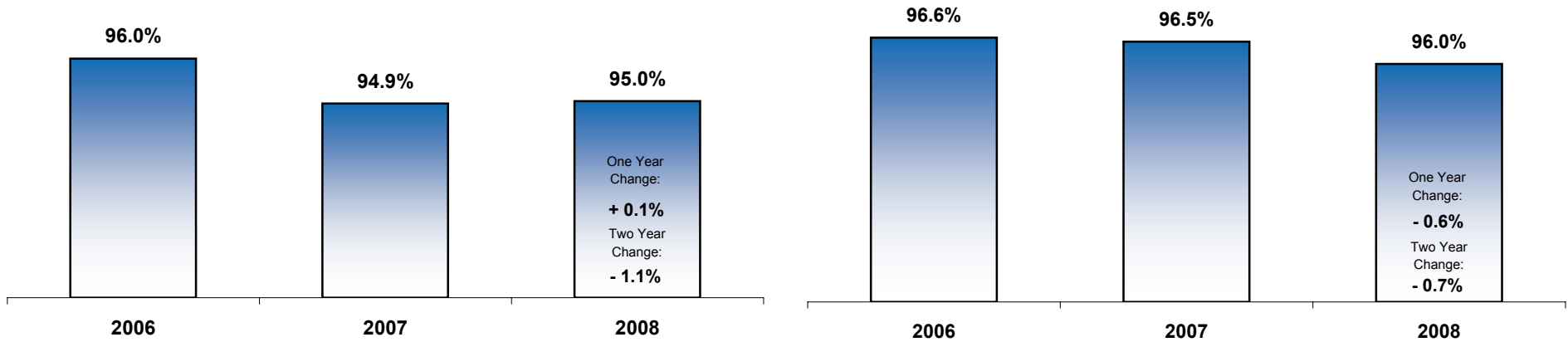
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



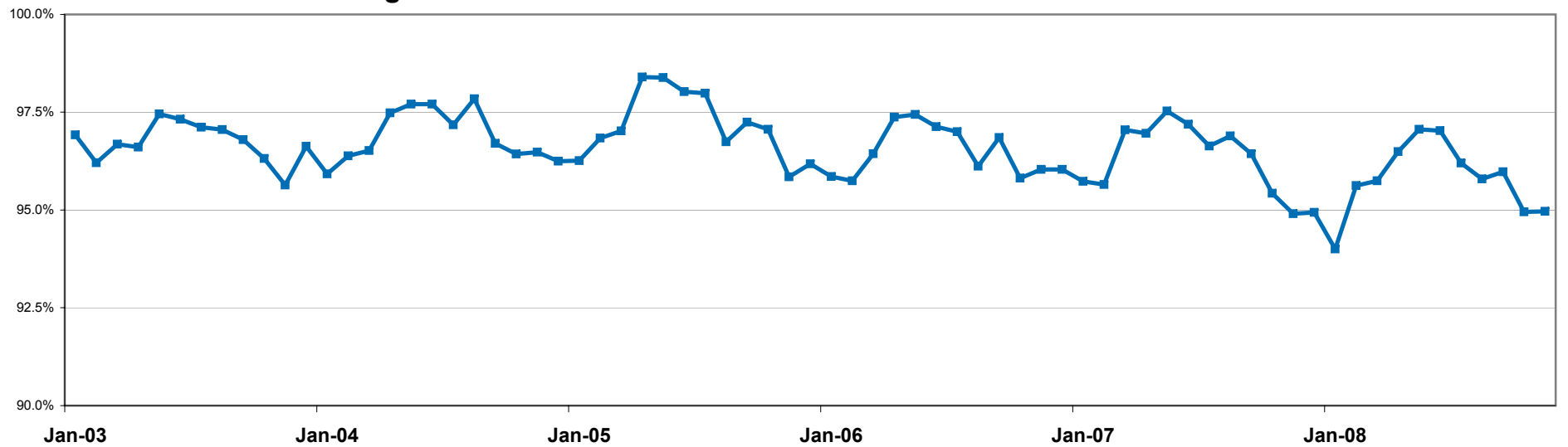
November

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

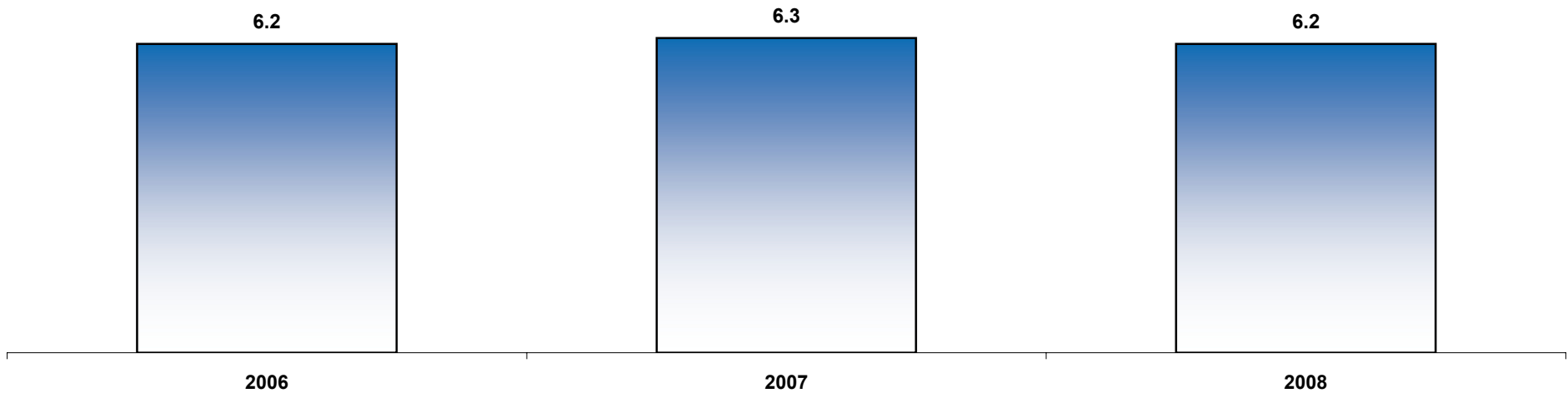


Mortgage Rates

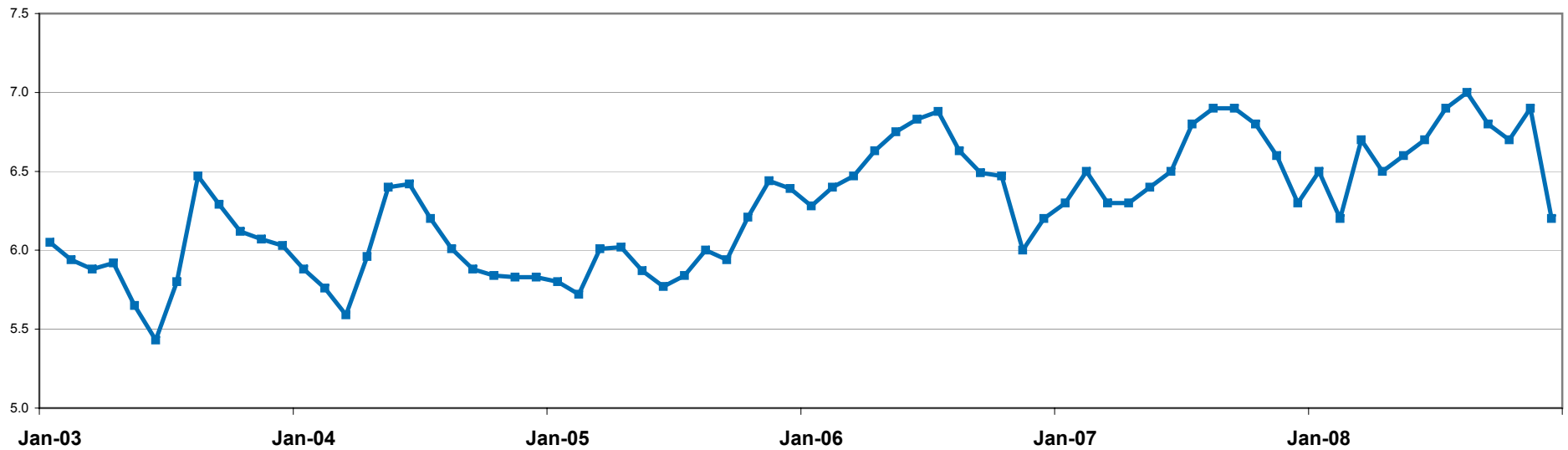
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



December 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



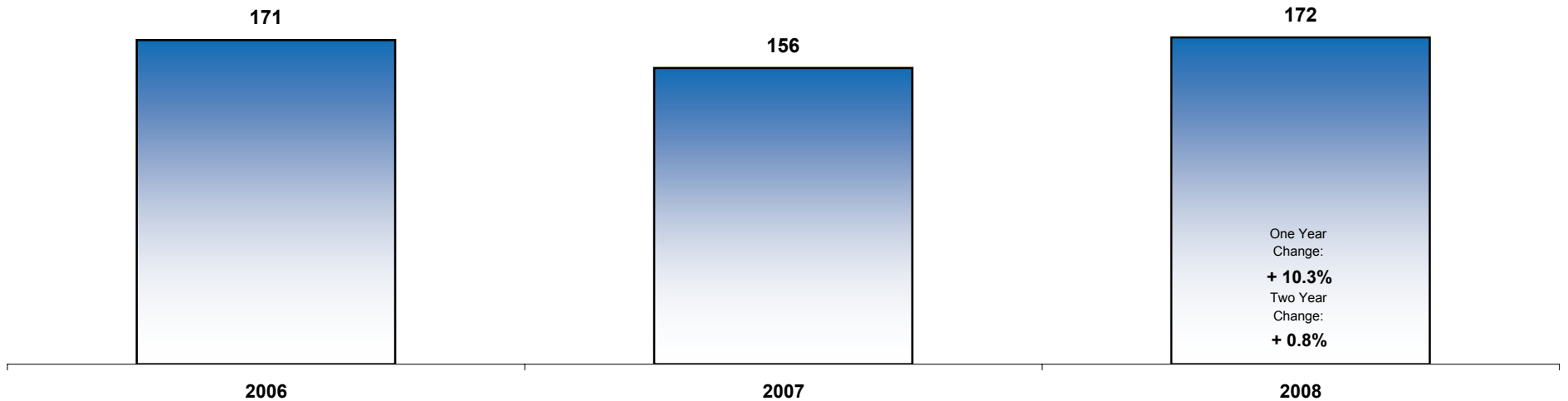
Housing Affordability Index

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

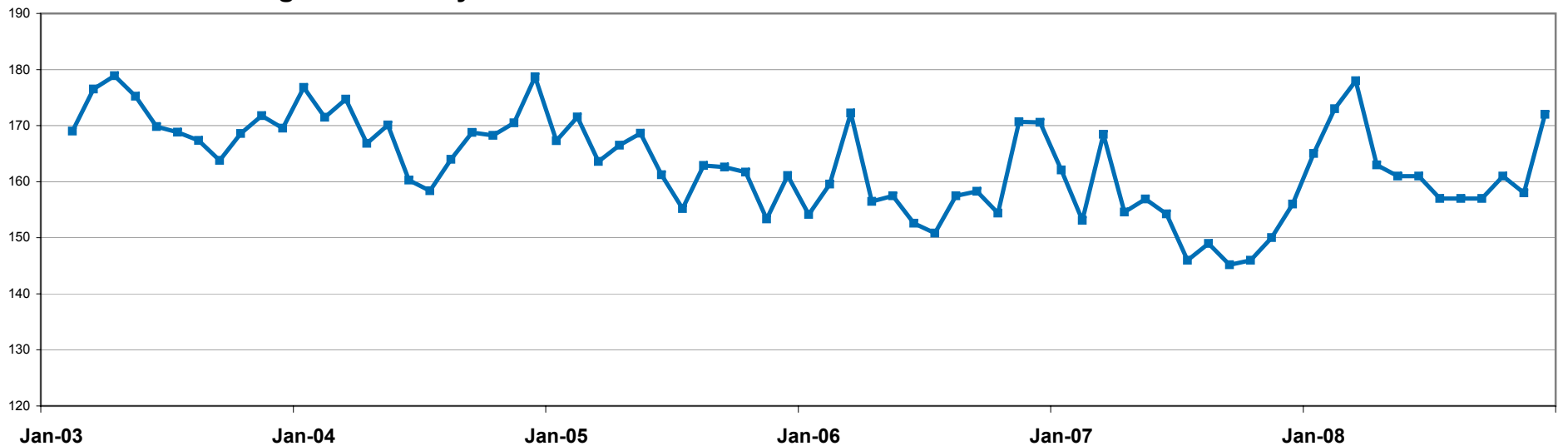


December

The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 172 means the median family income is 172% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



Historical Housing Affordability Index

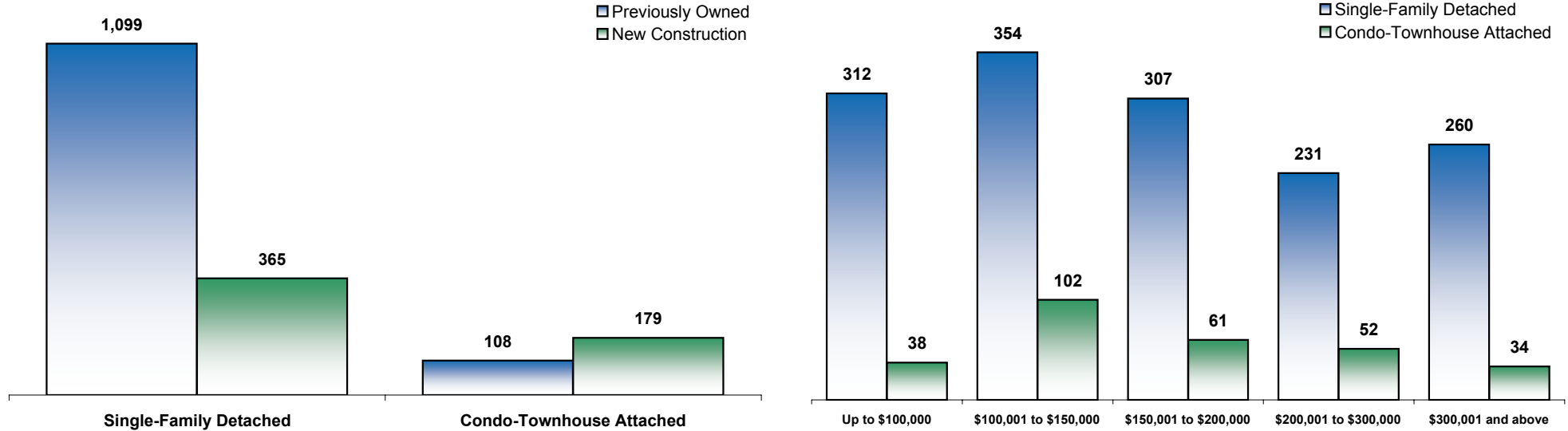


Housing Supply Outlook

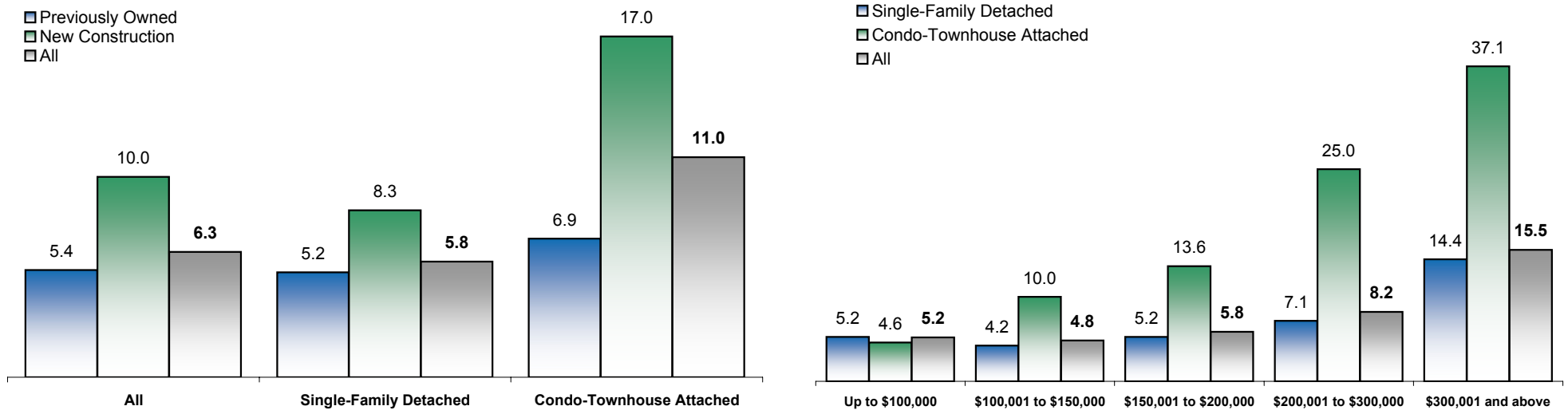
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



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

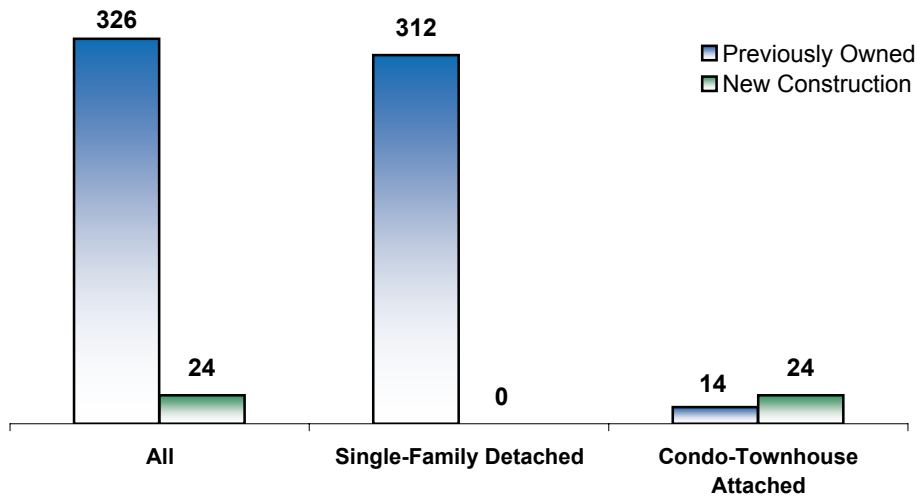
Housing Supply Outlook

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

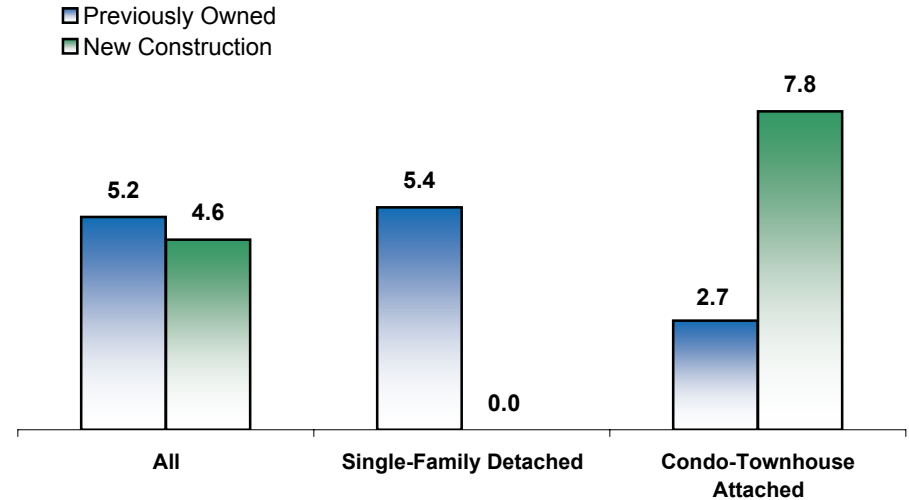


Under \$100,000

Inventory

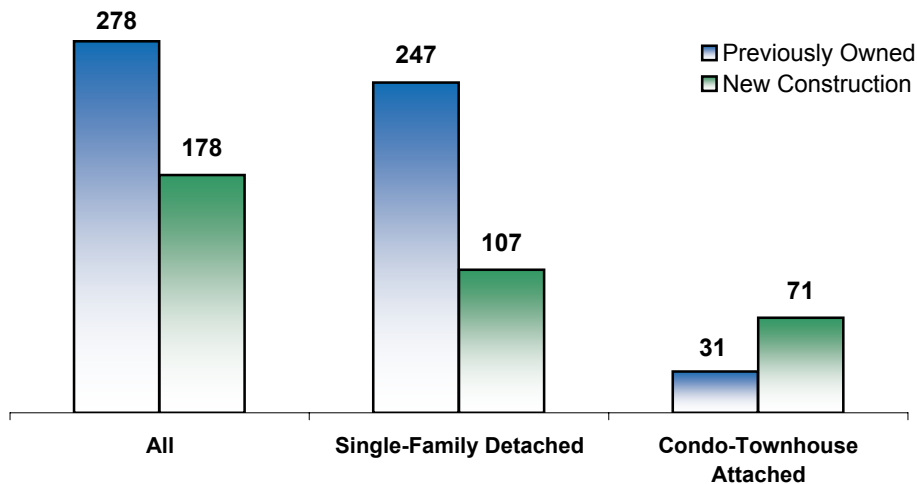


Months Supply

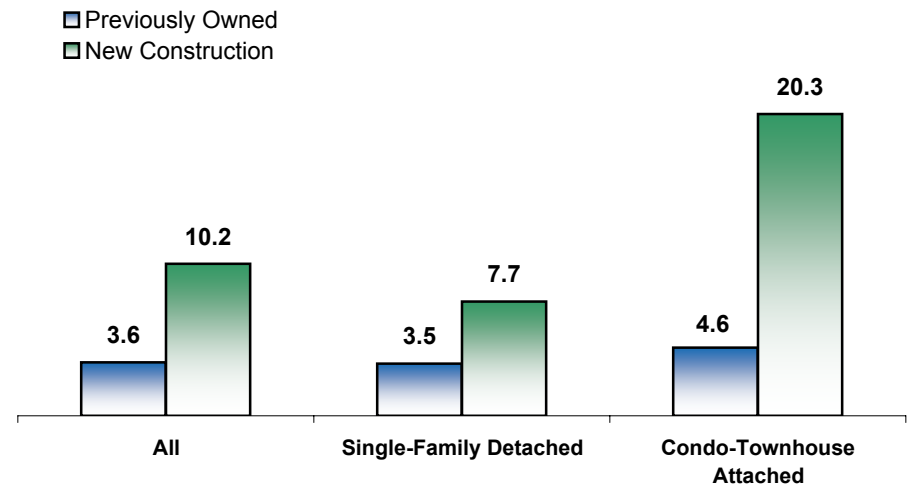


\$100,001 to \$150,000

Inventory



Months Supply



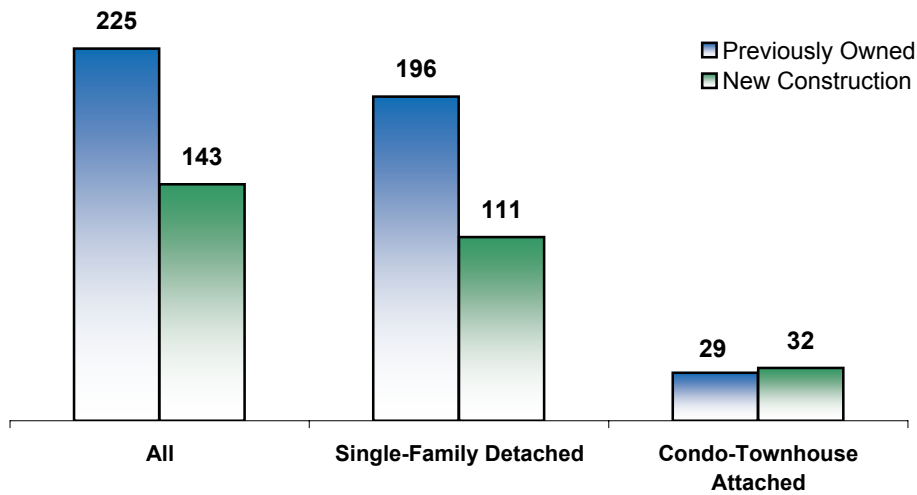
Housing Supply Outlook

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

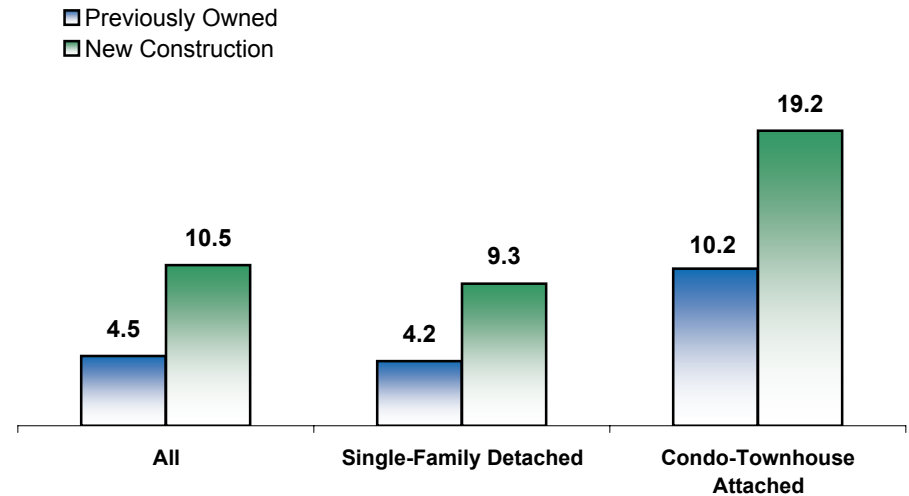


\$150,001 to \$200,000

Inventory

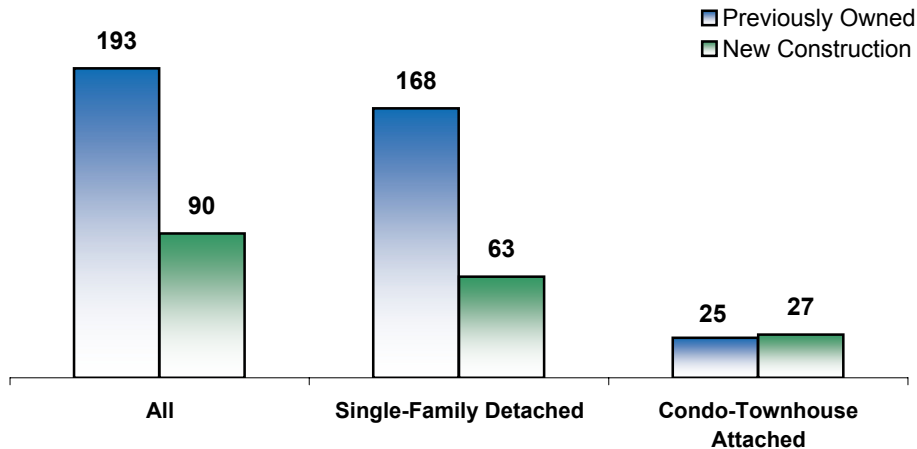


Months Supply

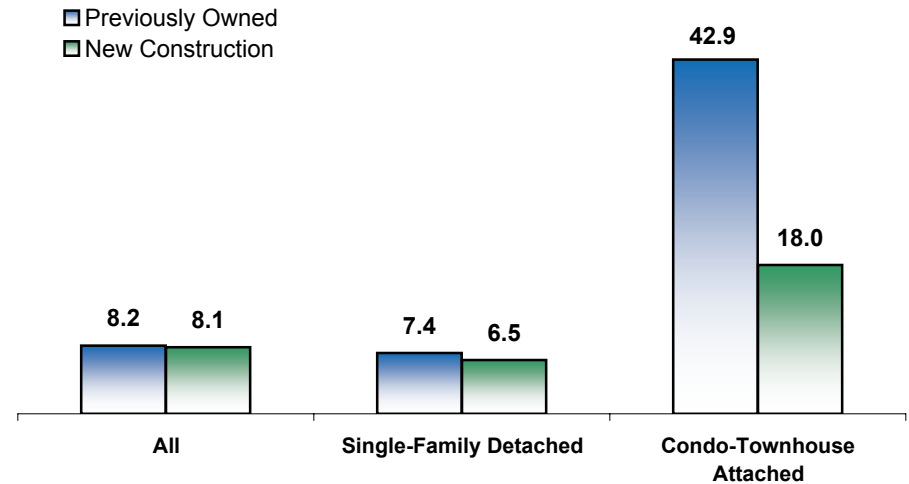


\$200,001 to \$300,000

Inventory



Months Supply



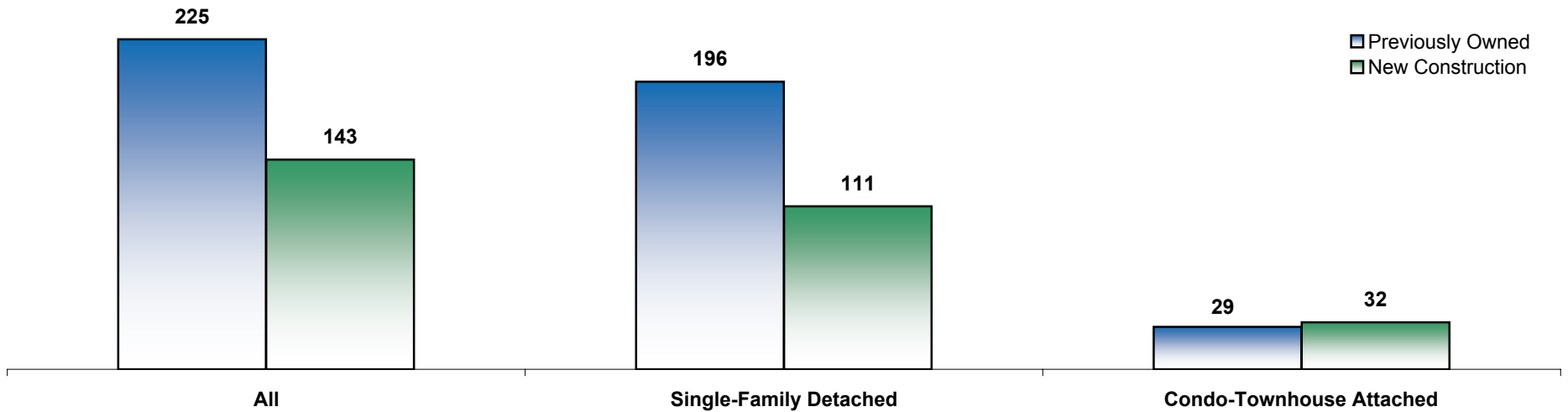
Housing Supply Outlook

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

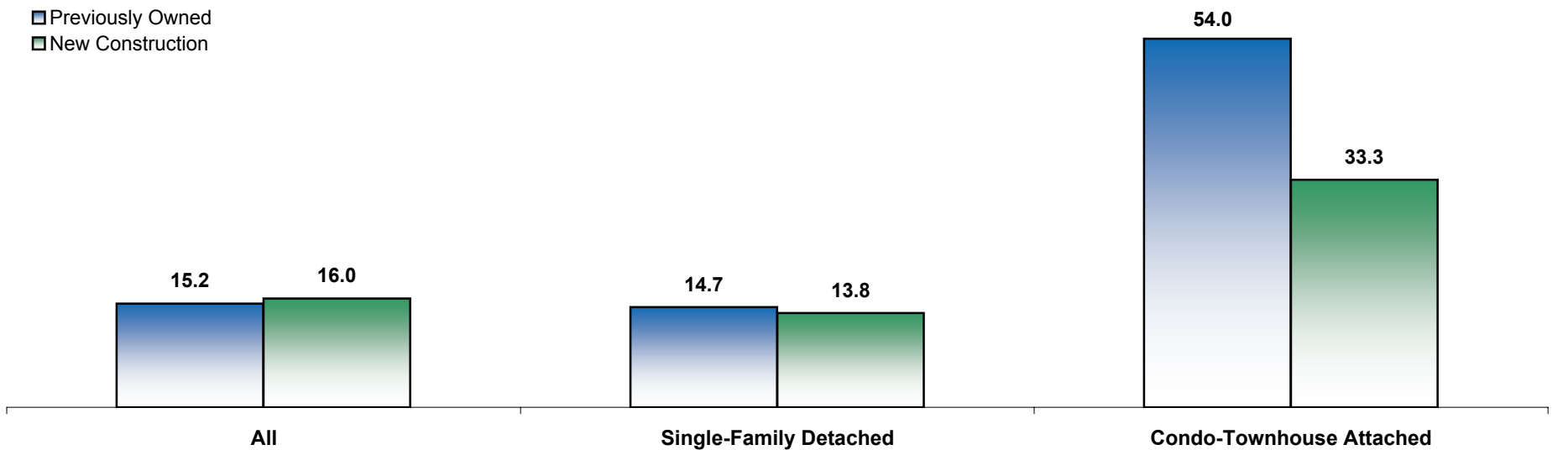


\$300,001 and above

Inventory



Months Supply



Market Overview



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

November 2008

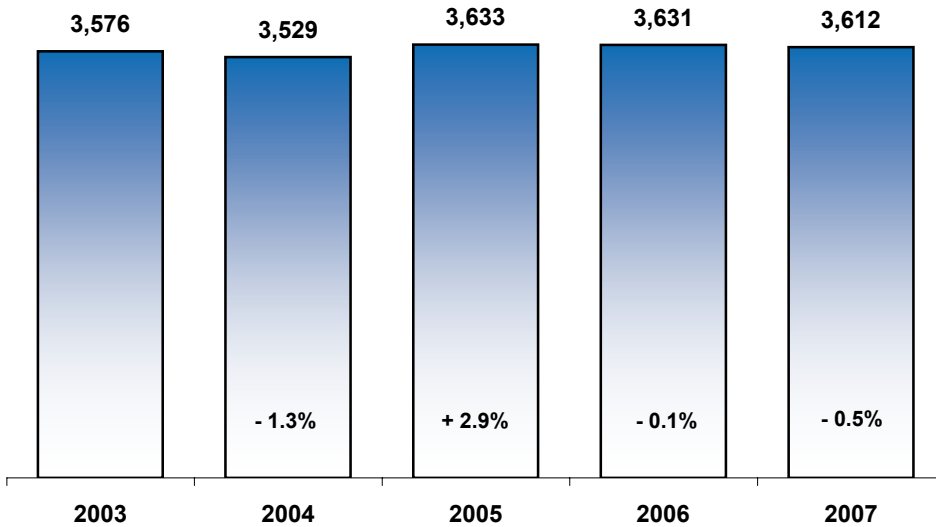
		This Year	Previous Year	Percent Change	5-Year Average	Three Month Forecast	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Sep	528	533	- 0.9%	505	↓	4,787	5,061	- 5.4%	NA
	Oct	460	590	- 22.0%	489		5,247	5,651	- 7.1%	NA
	Nov	346	418	- 17.2%	375		5,593	6,069	- 7.8%	NA
Pending Sales	Sep	278	273	+ 1.8%	285	↓	2,628	2,919	- 10.0%	NA
	Oct	249	304	- 18.1%	269		2,877	3,223	- 10.7%	NA
	Nov	160	238	- 32.8%	216		3,037	3,461	- 12.3%	NA
Closed Sales	Sep	277	273	+ 1.5%	310	↓	2,530	2,807	- 9.9%	NA
	Oct	296	339	- 12.7%	310		2,826	3,146	- 10.2%	NA
	Nov	173	249	- 30.5%	244		2,999	3,395	- 11.7%	NA
Days on Market Until Sale	Sep	89	84	+ 5.5%	73	↓	97	89	+ 9.6%	78
	Oct	82	96	- 15.1%	73		95	89	+ 6.8%	77
	Nov	84	98	- 13.9%	76		95	90	+ 5.4%	77
Median Sales Price	Sep	\$144,000	\$149,900	- 3.9%	\$139,775	↓				
	Oct	\$144,350	\$147,500	- 2.1%	\$138,000		--	--	--	--
	Nov	\$139,145	\$144,900	- 4.0%	\$132,949					
Average Sales Price	Sep	\$166,073	\$172,959	- 4.0%	\$161,325	↓	\$161,271	\$168,338	- 4.2%	\$156,792
	Oct	\$166,427	\$178,804	- 6.9%	\$159,428		\$161,811	\$169,466	- 4.5%	\$157,089
	Nov	\$153,283	\$155,693	- 1.5%	\$149,575		\$161,319	\$168,456	- 4.2%	\$156,543
Total Active Listings Available	Sep	1,824	NA	--	--	↓				
	Oct	1,821	NA	--	--		--	--	--	--
	Nov	1,751	NA	--	--					
Percent of Original List Price	Sep	96.0%	96.4%	- 0.5%	96.6%	↓	96.6%	96.8%	- 0.2%	96.2%
	Oct	95.0%	95.4%	- 0.5%	95.9%		95.9%	96.7%	- 0.7%	96.0%
	Nov	95.0%	94.9%	+ 0.1%	95.6%		95.6%	96.5%	- 0.9%	96.0%
Mortgage Rates	Oct	6.7	6.8	- 1.5%	6.4	↓				
	Nov	6.9	6.6	+ 4.5%	6.4		--	--	--	--
	Dec	6.2	6.3	- 1.6%	6.2					
Housing Affordability Index	Oct	161	146	+ 10.3%	158	↑				
	Nov	158	150	+ 5.3%	161		--	--	--	--
	Dec	172	156	+ 10.3%	168					
Months Supply of Inventory	Oct	6.3	NA	--	--	↓				
	Nov	6.4	NA	--	--		--	--	--	--
	Dec	6.3	NA	--	--					

Annual Review

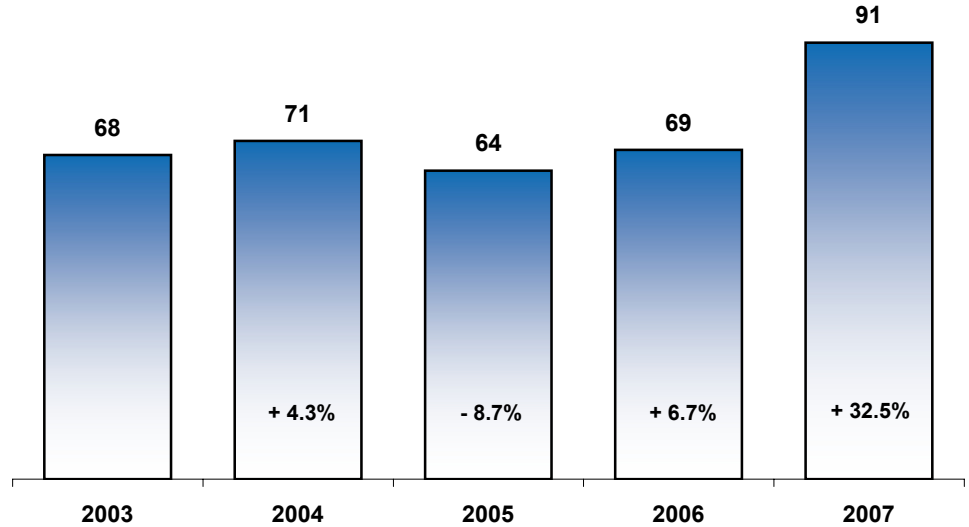
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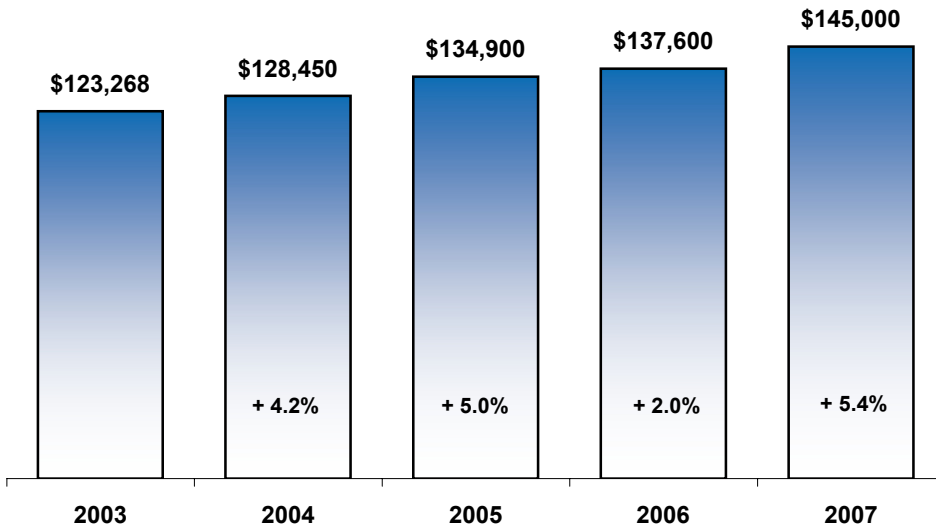
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

