



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 2009

The passing of the home-buyer tax credit's initial expiration date hasn't yet slowed the urgency of home buyers in the Sioux Fallsregion, as November saw a continuation of the strong sales we've seen in previous months.

There were 242 signed purchase agreements during the month, up a strong 49.4 percent from a year ago.

Because many of the homes being purchased are first-time home buyer properties, the overall median sales price was weighed down from a year ago by 1.9 percent to \$137,250. Though it's a decline, it's a much smaller decline than is being experienced in most parts of the country.

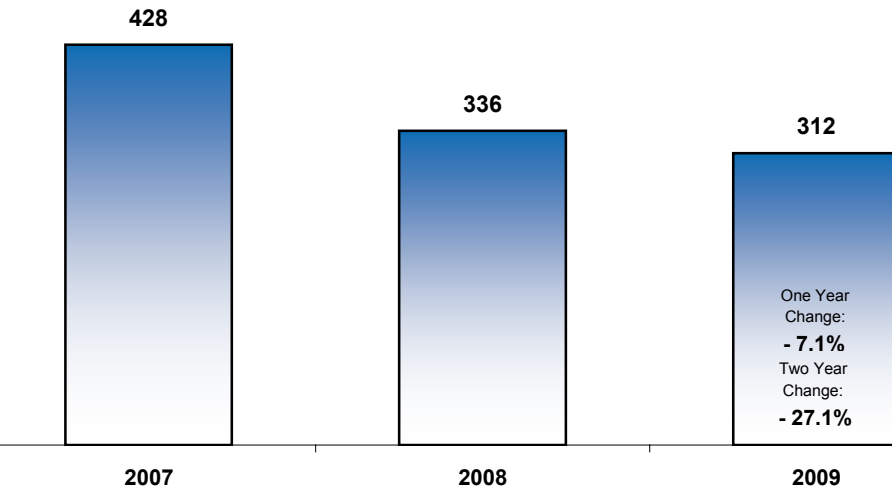
<b>New Listings</b>	<b>2</b>
<b>Pending Sales</b>	<b>3</b>
<b>Closed Sales</b>	<b>4</b>
<b>Days On Market Until Sale</b>	<b>5</b>
<b>Median Sales Price</b>	<b>6</b>
<b>Average Sales Price</b>	<b>7</b>
<b>Percent of Original List Price Received at Sale</b>	<b>8</b>
<b>Mortgage Rates</b>	<b>9</b>
<b>Housing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

# New Listings

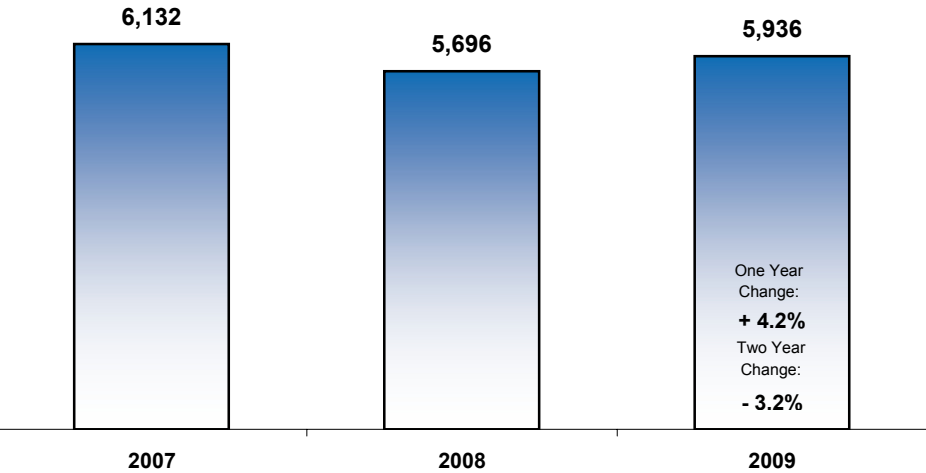
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



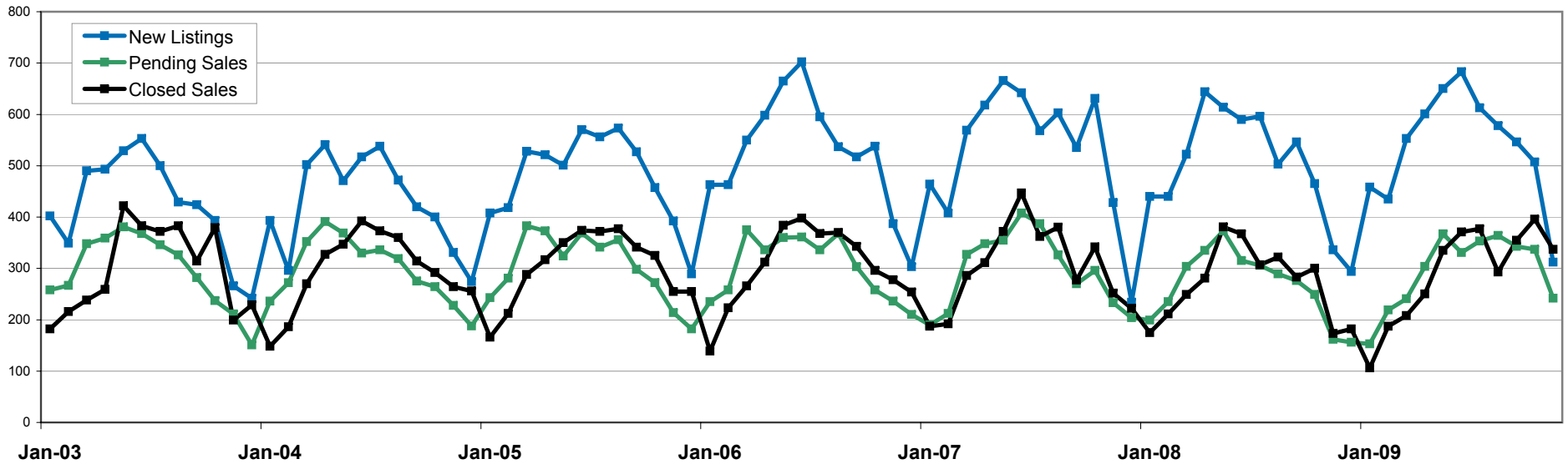
## November



## Year to Date



## Historical Market Activity



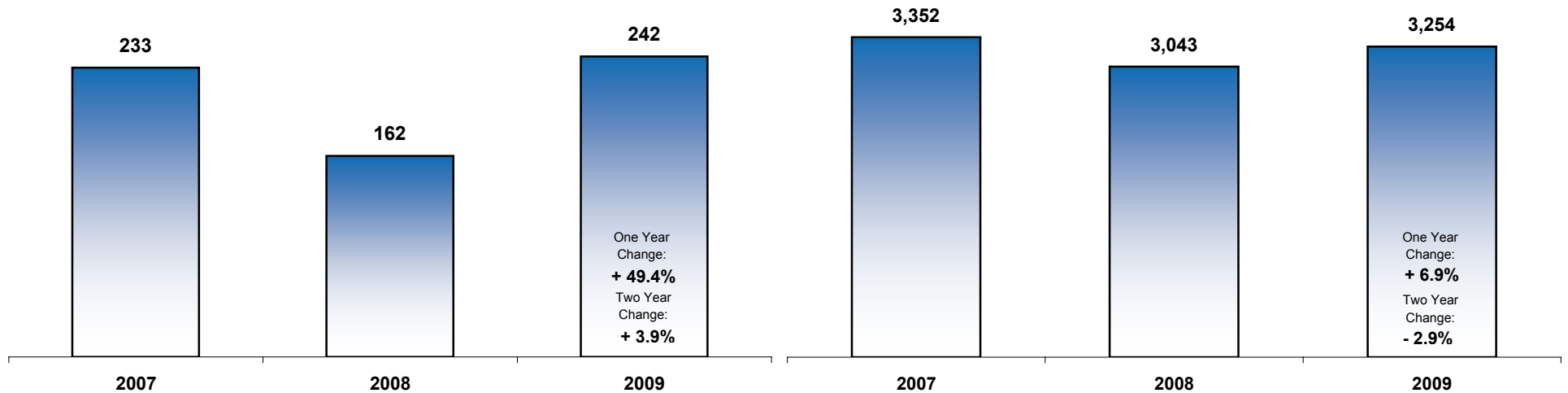
# Pending Sales

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

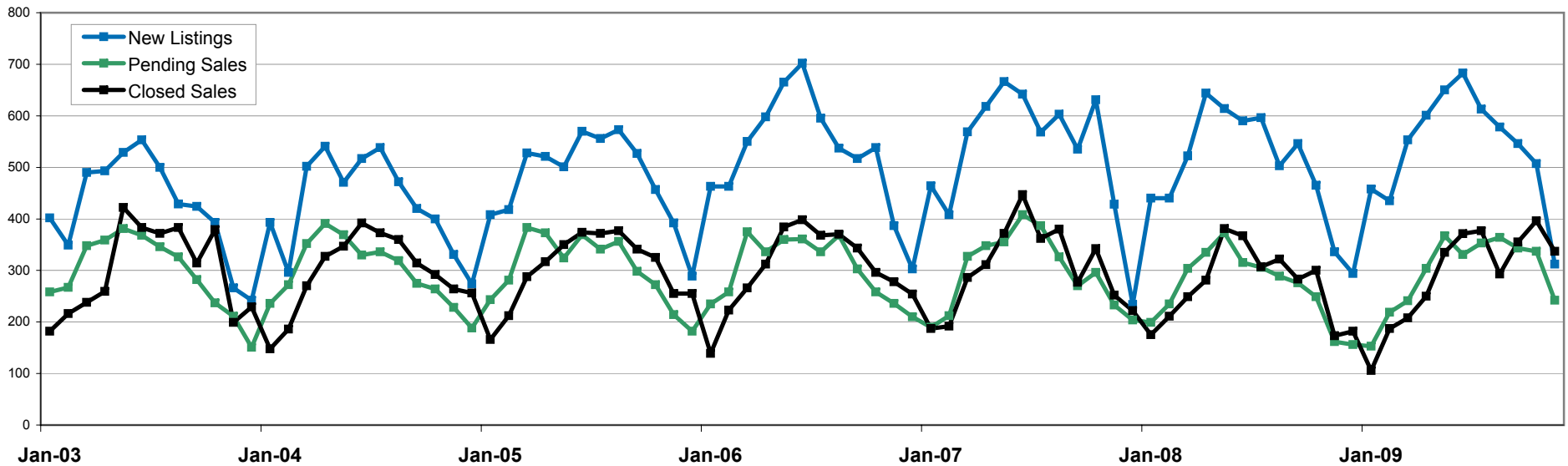


## November

## Year to Date



## Historical Market Activity



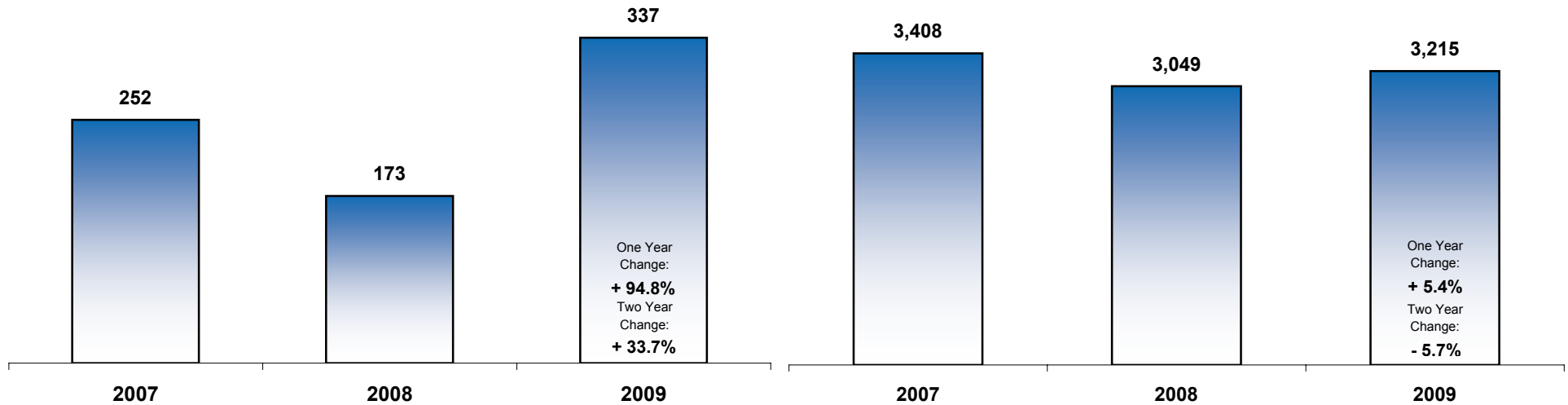
# Closed Sales

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

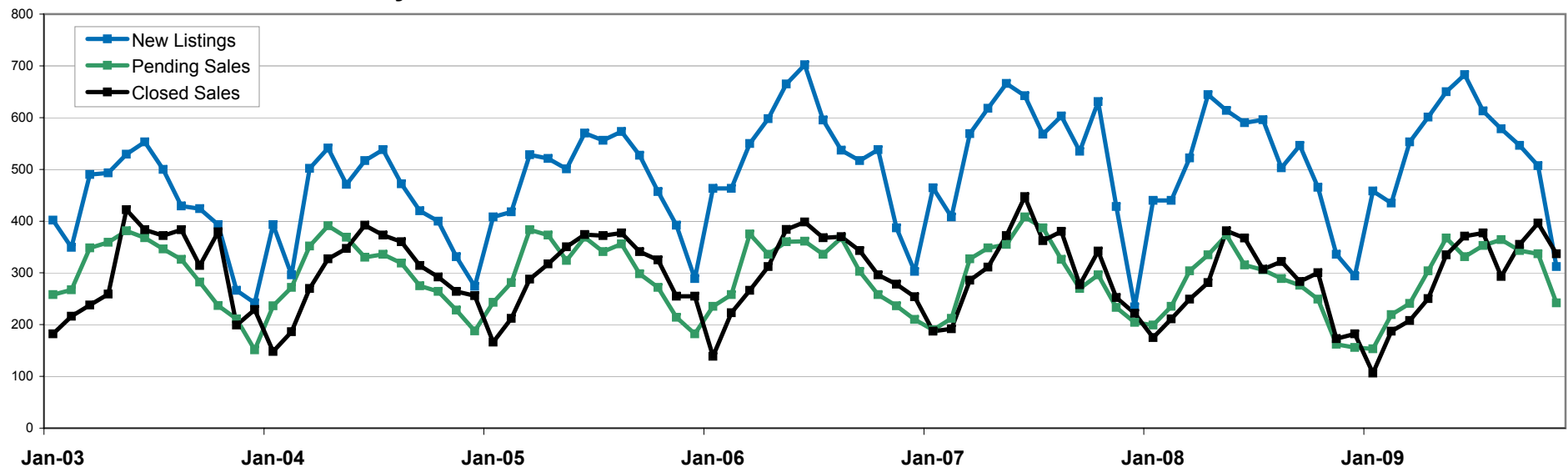


## November

## Year to Date



## Historical Market Activity

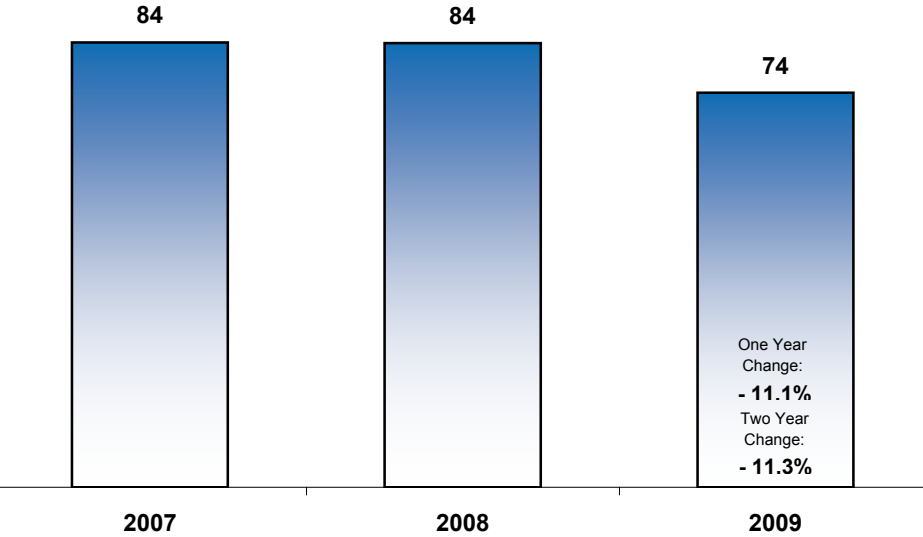


# Days on Market Until Sale

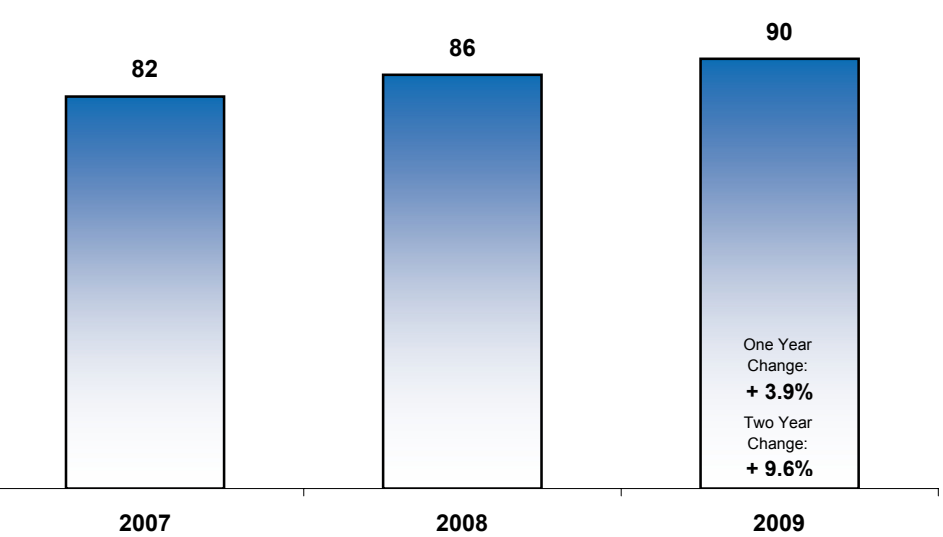
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



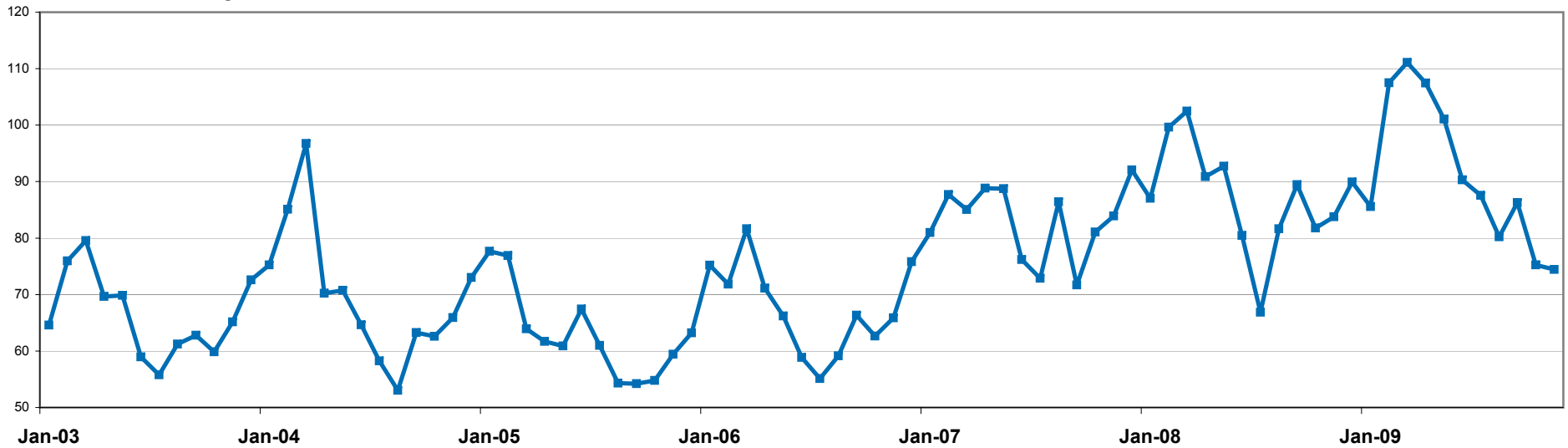
## November



## Year to Date



## Historical Days on Market Until Sale

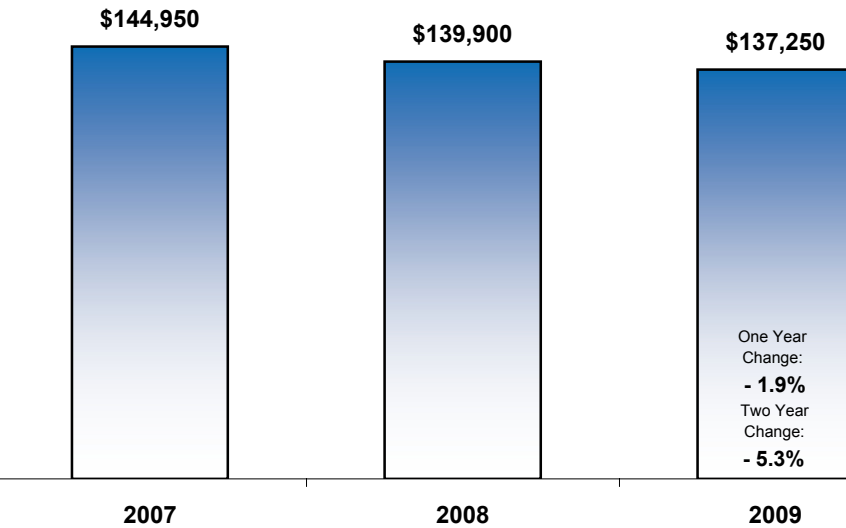


# Median Sales Price

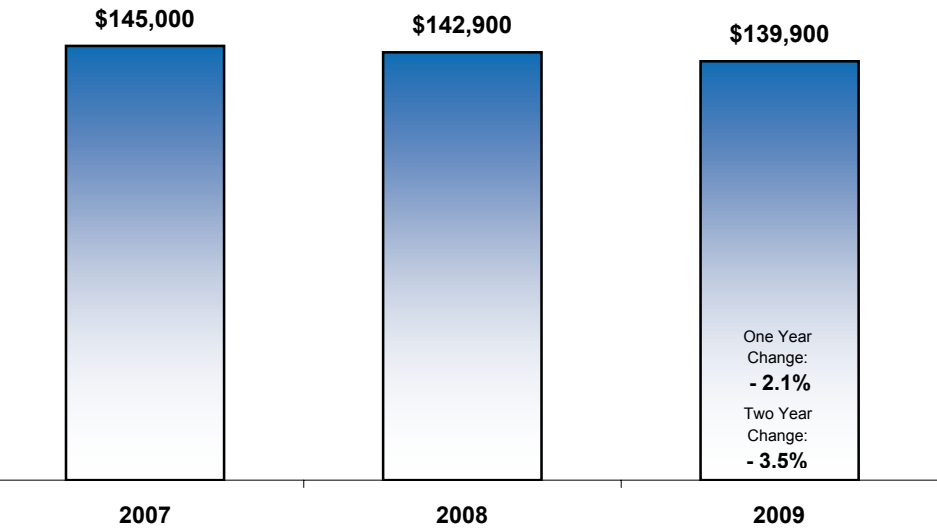
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## November

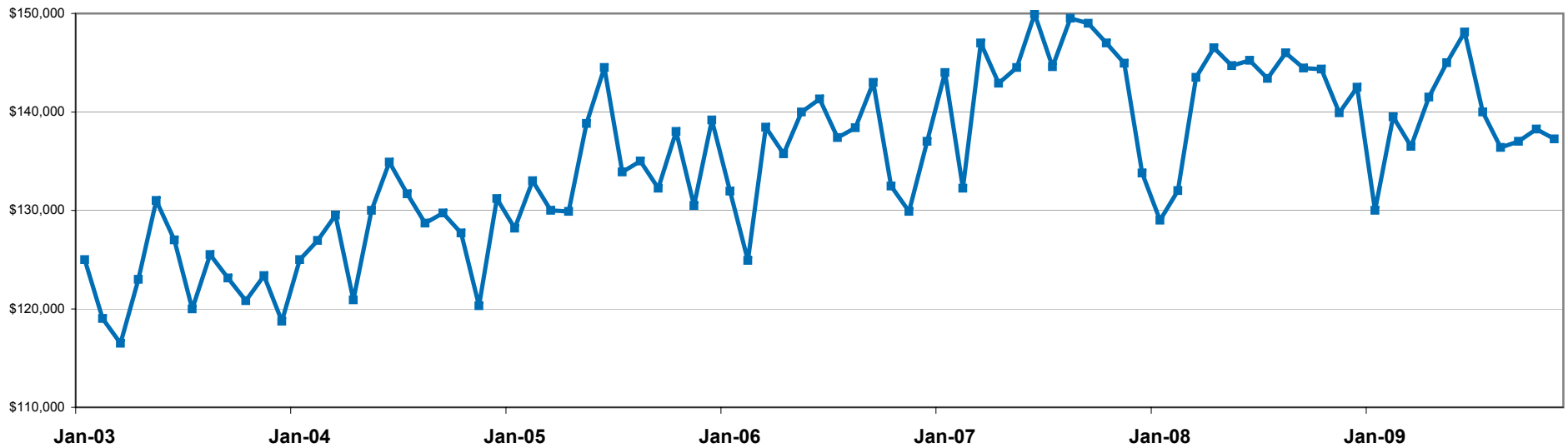


## Year to Date



Figures do not take into account seller concessions.

## Historical Median Prices

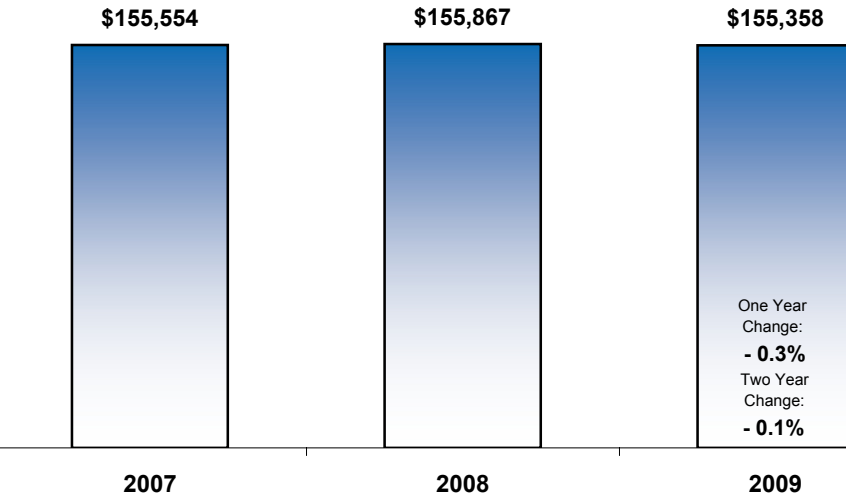


# Average Sales Price

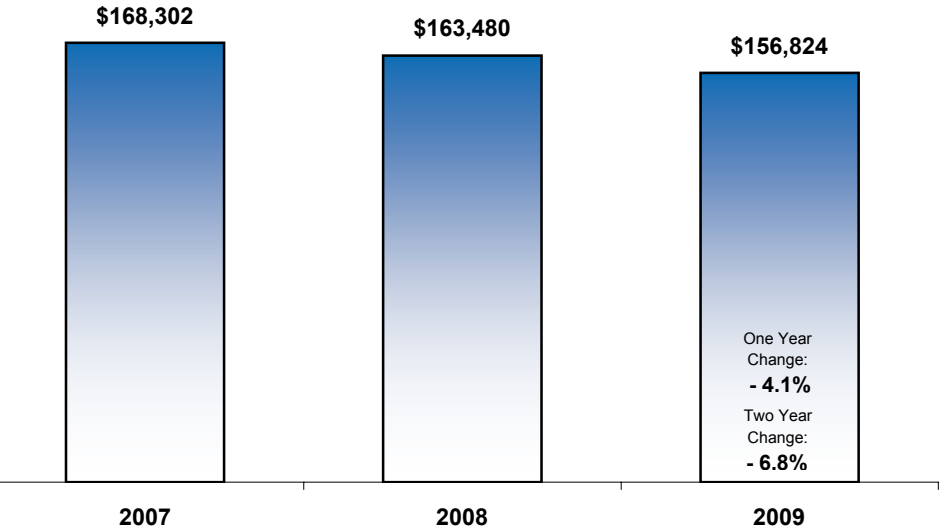
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## November

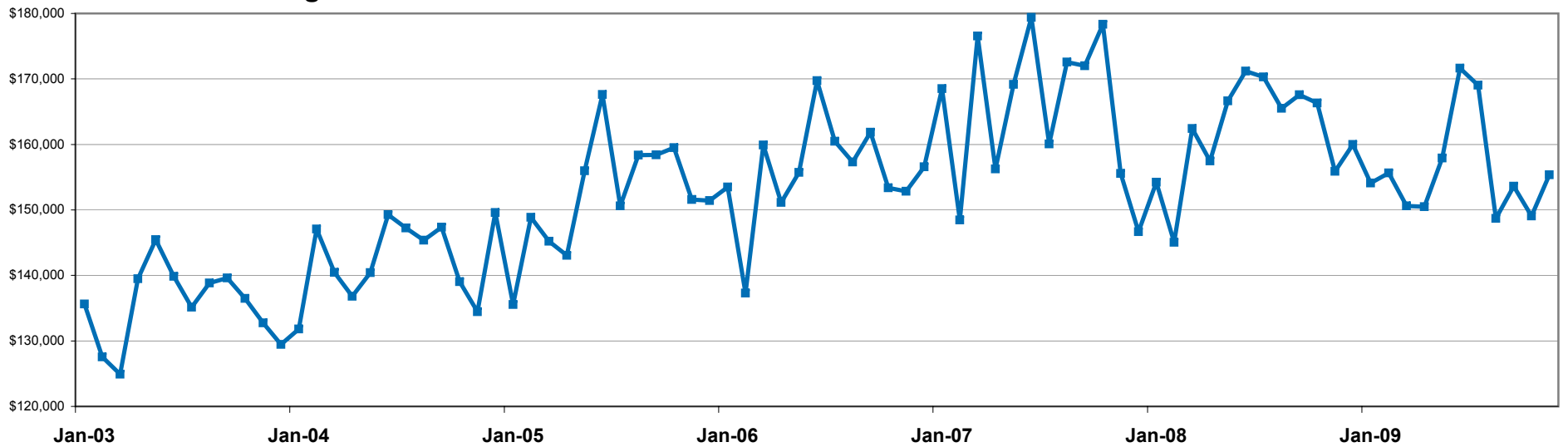


## Year to Date



Figures do not take into account seller concessions.

## Historical Average Prices

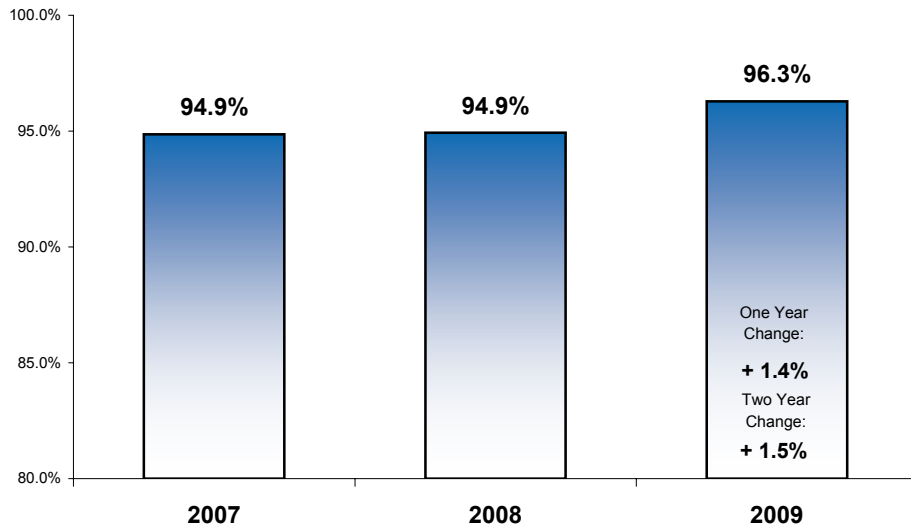


# Percent of Original List Price Received at Sale

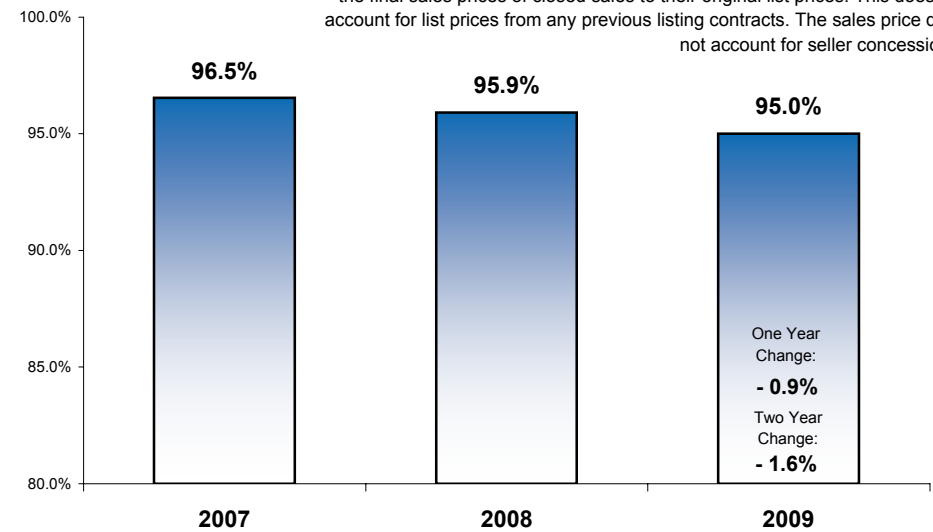
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## November

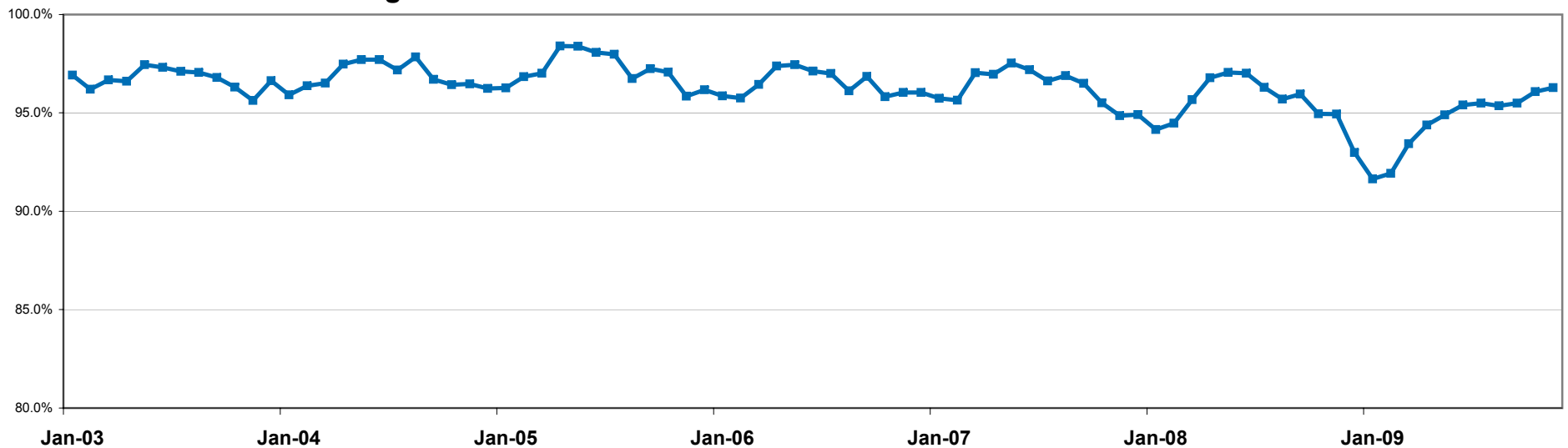


## Year to Date



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



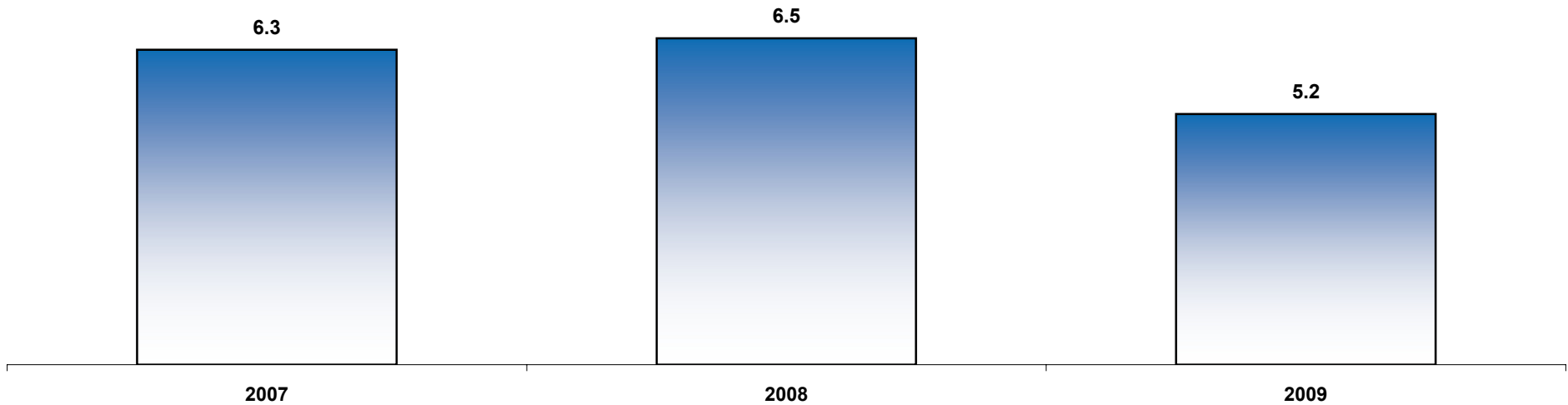


# Mortgage Rates

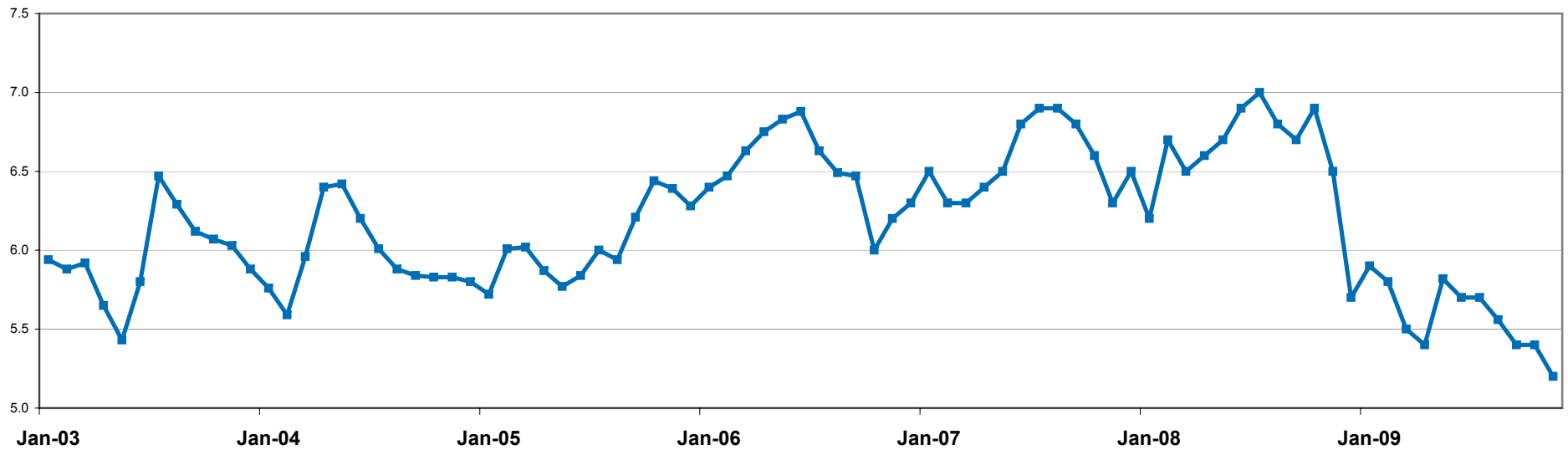
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



**November** 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



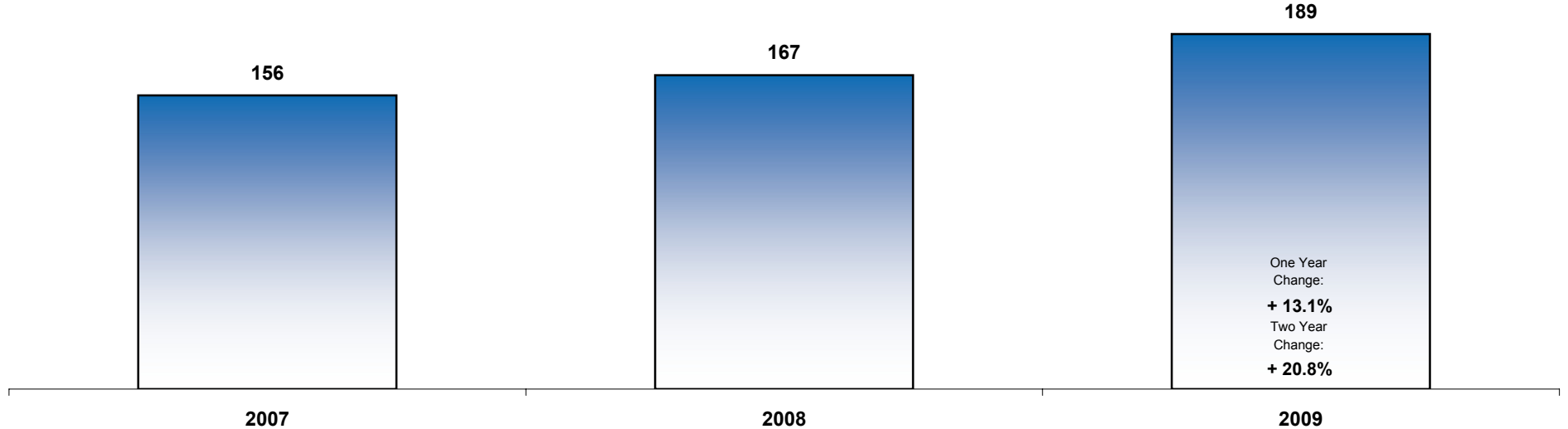
# Housing Affordability Index

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

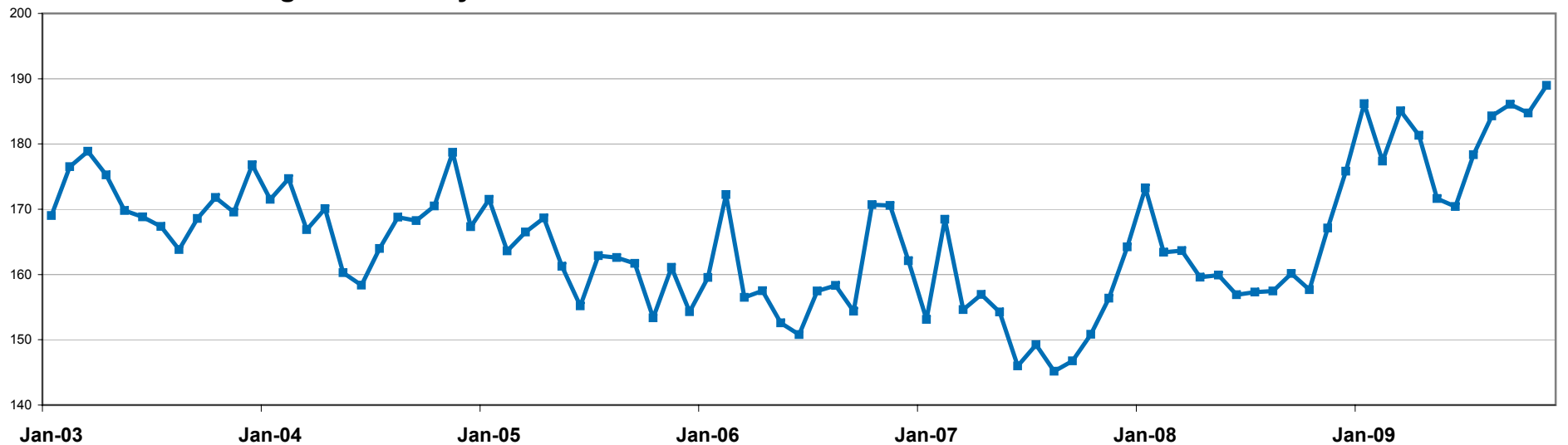


## November

The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 120 would mean the median family income is 120% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



## Historical Housing Affordability Index

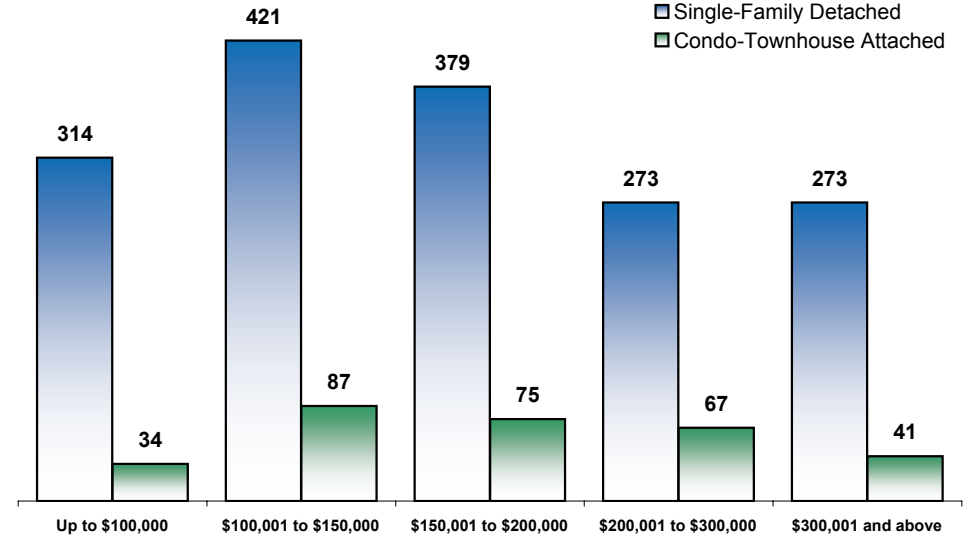
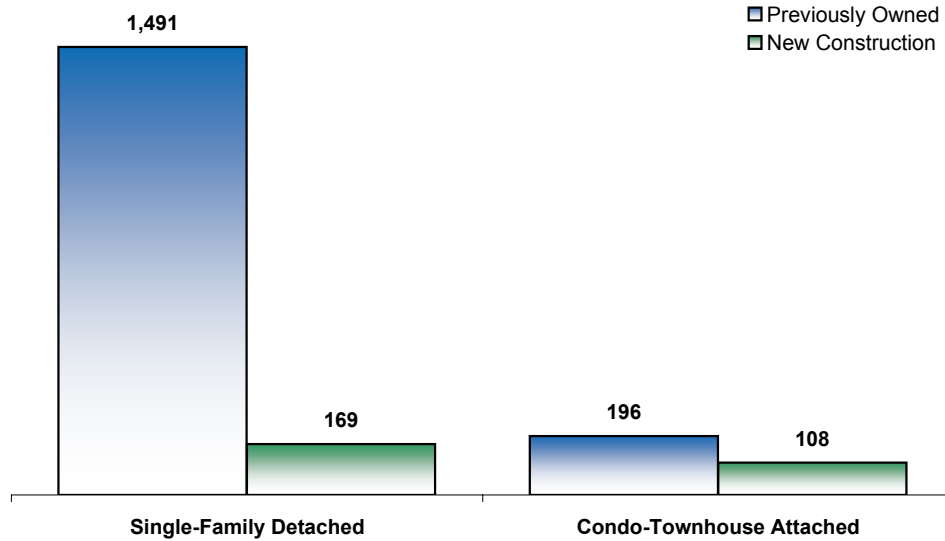


# Housing Supply Outlook

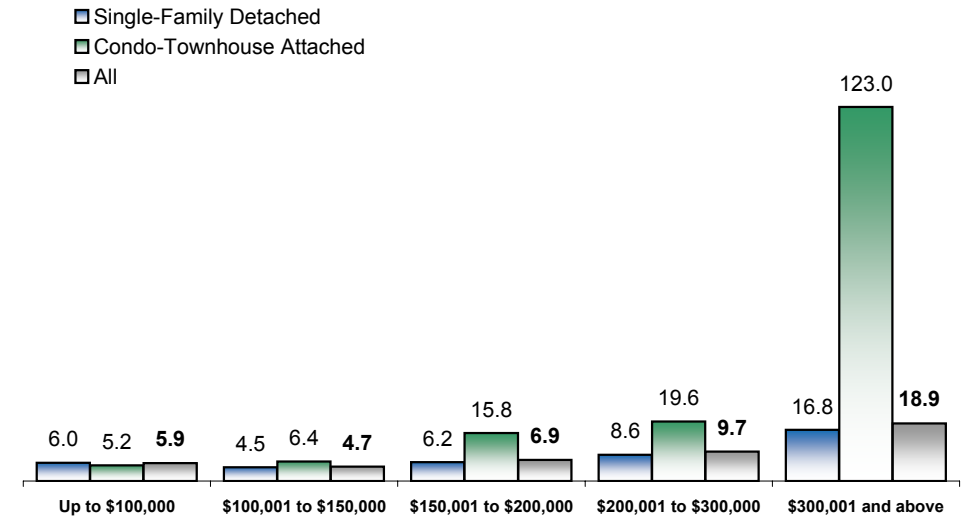
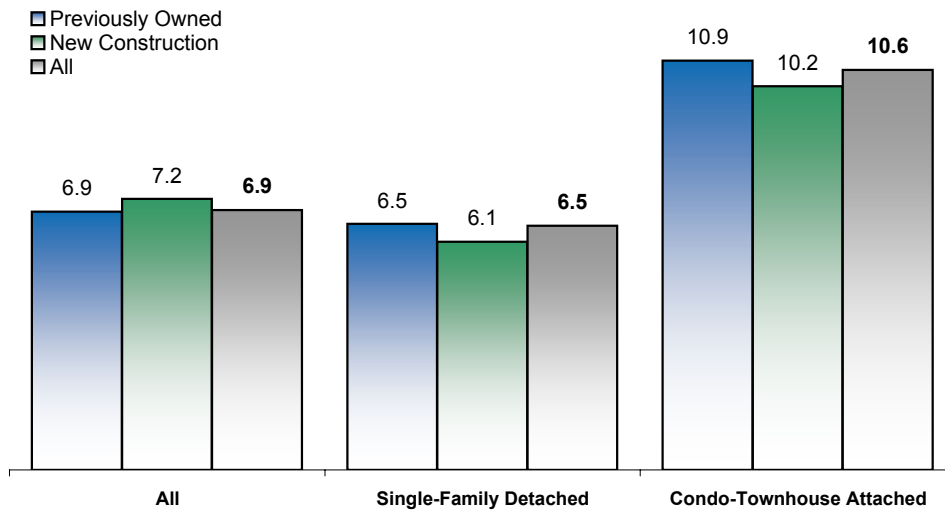
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



## 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

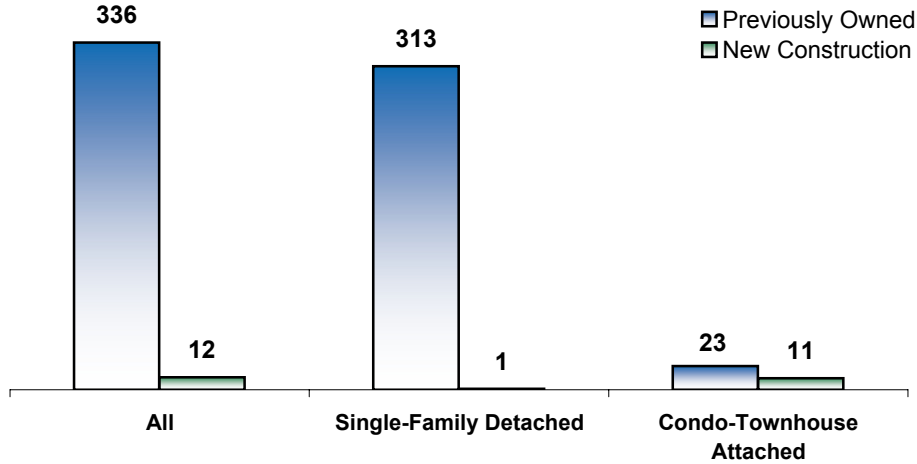
# Housing Supply Outlook

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

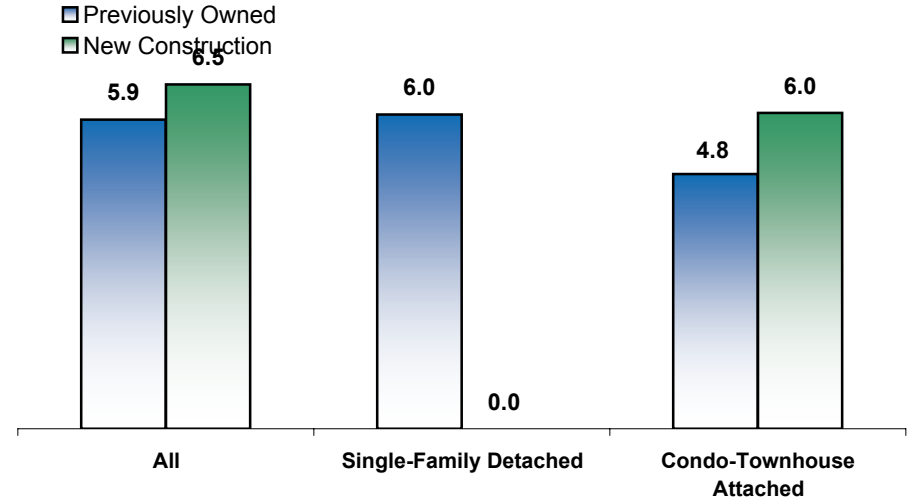


## Under \$100,000

### Inventory

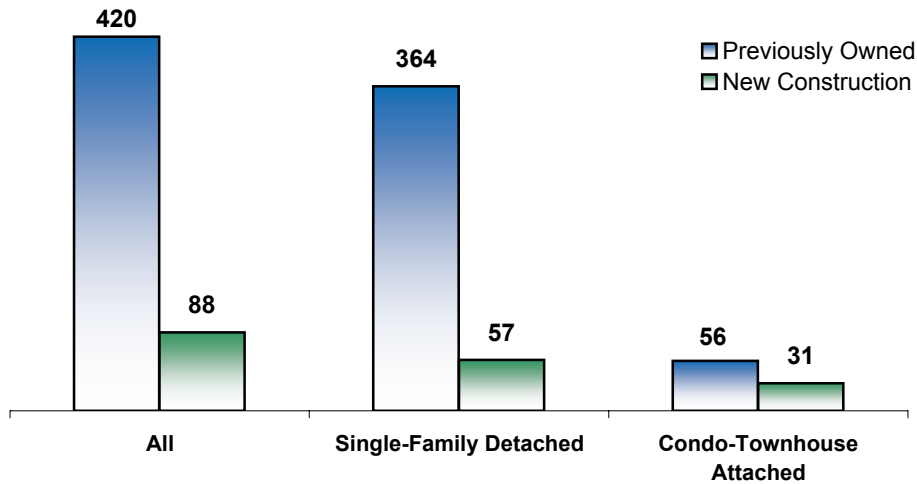


### Months Supply

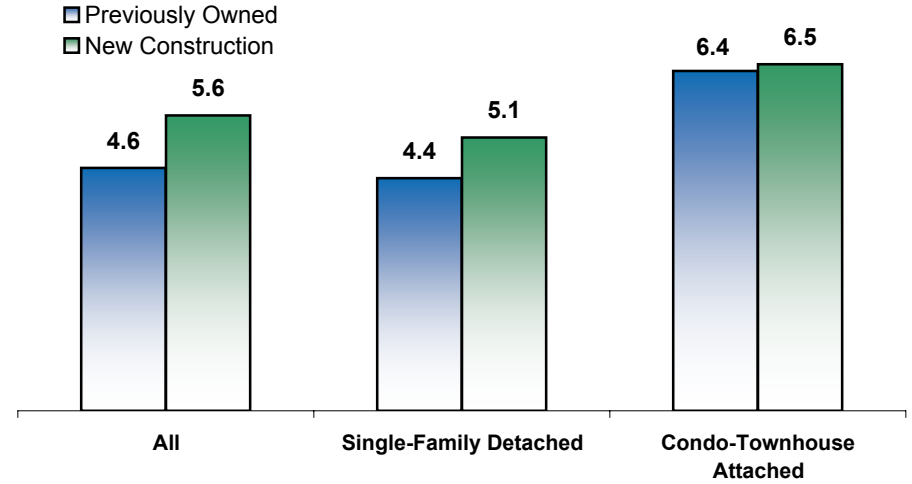


## \$100,001 to \$150,000

### Inventory



### Months Supply



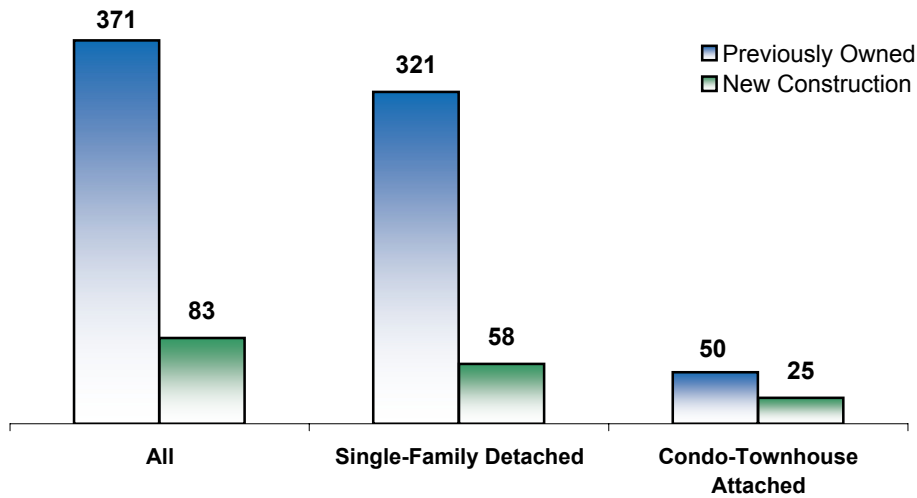
# Housing Supply Outlook

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

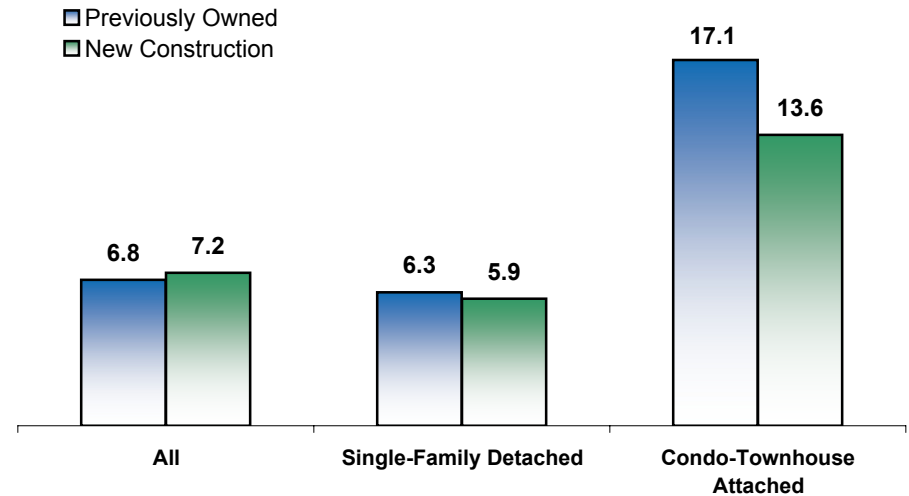


## \$150,001 to \$200,000

### Inventory

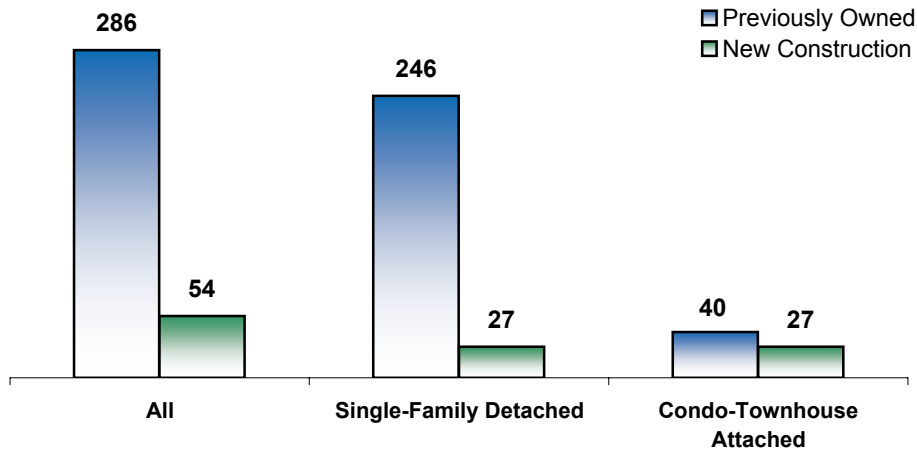


### Months Supply

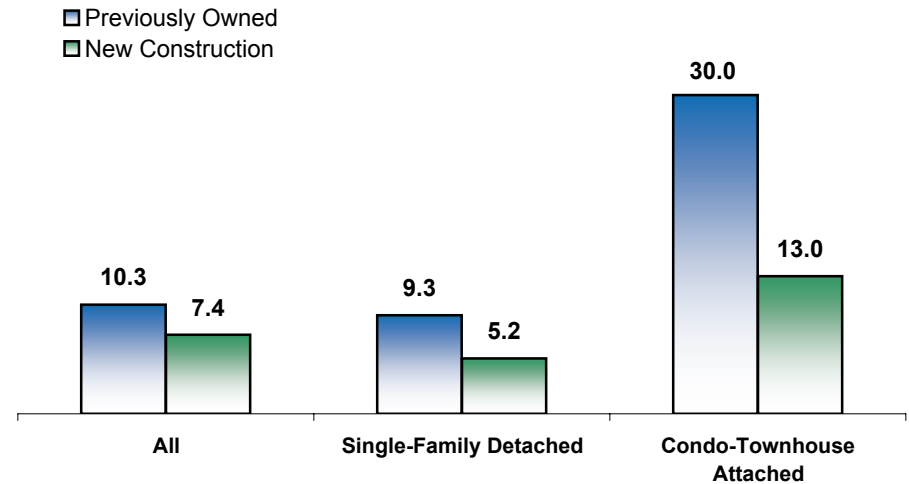


## \$200,001 to \$300,000

### Inventory



### Months Supply



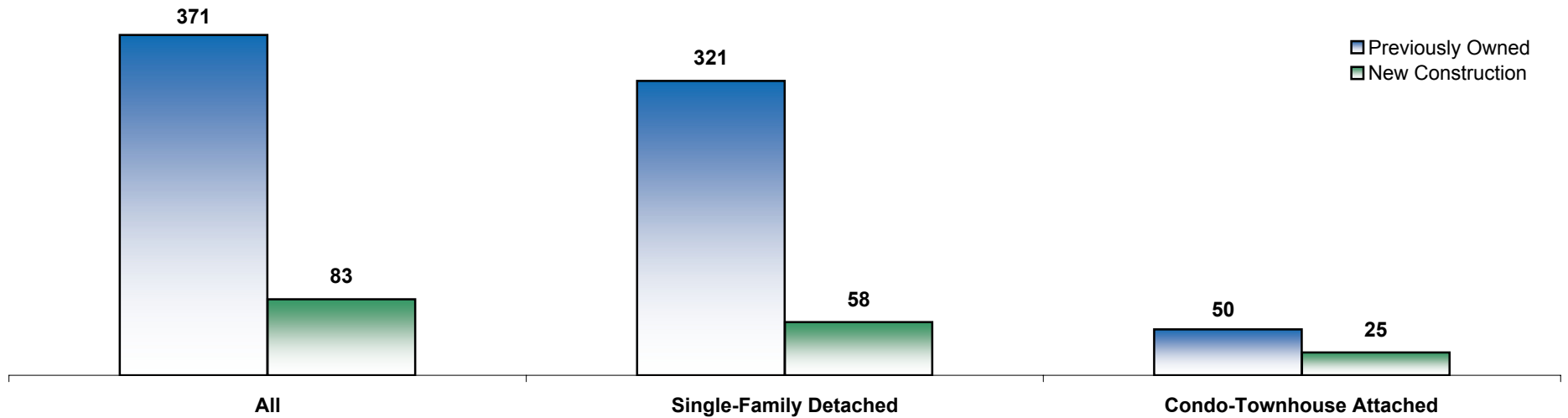
# Housing Supply Outlook

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

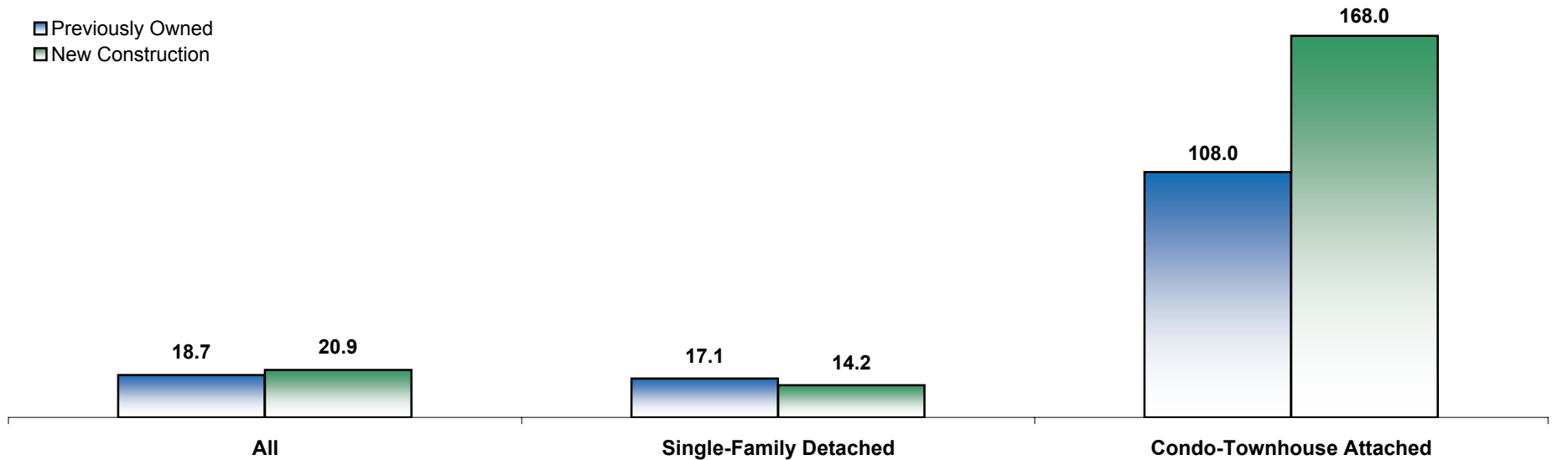


## \$300,001 and above

### Inventory



### Months Supply



# Market Overview

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



## November 2009

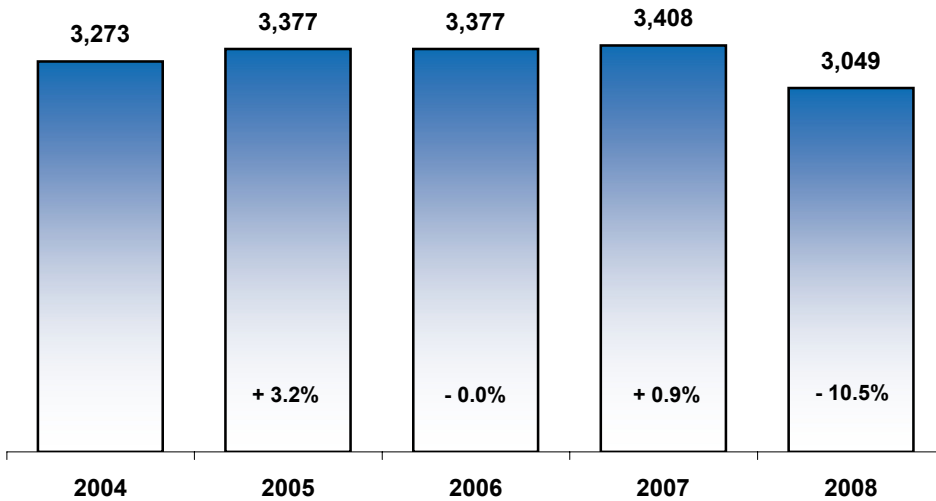
		This Year	Last Year	Percent Change	5-Year Average	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
<b>New Listings</b>	Sep	546	546	- 0.0%	534	5,117	4,895	+ 4.5%	4,955
	Oct	507	465	+ 9.0%	520	5,624	5,360	+ 4.9%	5,475
	<b>Nov</b>	<b>312</b>	<b>336</b>	<b>- 7.1%</b>	<b>371</b>	<b>5,936</b>	<b>5,696</b>	<b>+ 4.2%</b>	<b>5,846</b>
<b>Pending Sales</b>	Sep	343	276	+ 24.3%	298	2,675	2,632	+ 1.6%	2,806
	Oct	337	249	+ 35.3%	282	3,012	2,881	+ 4.5%	3,088
	<b>Nov</b>	<b>242</b>	<b>162</b>	<b>+ 49.4%</b>	<b>217</b>	<b>3,254</b>	<b>3,043</b>	<b>+ 6.9%</b>	<b>3,306</b>
<b>Closed Sales</b>	Sep	355	283	+ 25.4%	320	2,482	2,576	- 3.6%	2,694
	Oct	396	300	+ 32.0%	332	2,878	2,876	+ 0.1%	3,026
	<b>Nov</b>	<b>337</b>	<b>173</b>	<b>+ 94.8%</b>	<b>259</b>	<b>3,215</b>	<b>3,049</b>	<b>+ 5.4%</b>	<b>3,285</b>
<b>Days on Market Until Sale</b>	Sep	86	89	- 3.6%	74	94	87	+ 8.1%	78
	Oct	75	82	- 8.0%	71	92	87	+ 5.8%	77
	<b>Nov</b>	<b>74</b>	<b>84</b>	<b>- 11.1%</b>	<b>73</b>	<b>90</b>	<b>86</b>	<b>+ 3.9%</b>	<b>77</b>
<b>Median Sales Price</b>	Sep	\$137,000	\$144,455	- 5.2%	\$141,141	\$140,000	\$142,500	- 1.8%	
	Oct	\$138,250	\$144,350	- 4.2%	\$140,010	\$139,900	\$142,900	- 2.1%	--
	<b>Nov</b>	<b>\$137,250</b>	<b>\$139,900</b>	<b>- 1.9%</b>	<b>\$136,500</b>	<b>\$139,900</b>	<b>\$142,900</b>	<b>- 2.1%</b>	
<b>Average Sales Price</b>	Sep	\$153,631	\$167,576	- 8.3%	\$162,688	\$158,261	\$163,662	- 3.3%	\$160,172
	Oct	\$149,069	\$166,309	- 10.4%	\$161,312	\$156,996	\$163,938	- 4.2%	\$160,245
	<b>Nov</b>	<b>\$155,358</b>	<b>\$155,867</b>	<b>- 0.3%</b>	<b>\$154,245</b>	<b>\$156,824</b>	<b>\$163,480</b>	<b>- 4.1%</b>	<b>\$159,811</b>
<b>Total Active Listings Available</b>	Sep	2,242	2,155	+ 4.0%					
	Oct	2,108	2,180	- 3.3%	--	--	--	--	--
	<b>Nov</b>	<b>1,964</b>	<b>2,113</b>	<b>- 7.1%</b>					
<b>Percent of Original List Price</b>	Sep	95.5%	96.0%	- 0.5%	96.4%	94.7%	96.1%	- 1.5%	94.7%
	Oct	96.1%	95.0%	+ 1.2%	95.9%	94.9%	96.0%	- 1.2%	94.9%
	<b>Nov</b>	<b>96.3%</b>	<b>94.9%</b>	<b>+ 1.4%</b>	<b>95.6%</b>	<b>95.0%</b>	<b>95.9%</b>	<b>- 0.9%</b>	<b>95.0%</b>
<b>Mortgage Rates</b>	Sep	5.4	6.7	- 19.4%	6.3				
	Oct	5.4	6.9	- 21.7%	6.3	--	--	--	--
	<b>Nov</b>	<b>5.2</b>	<b>6.5</b>	<b>- 20.0%</b>	<b>6.1</b>				
<b>Housing Affordability Index</b>	Sep	186	160	+ 16.2%	162				
	Oct	185	158	+ 17.2%	163	--	--	--	--
	<b>Nov</b>	<b>189</b>	<b>167</b>	<b>+ 13.1%</b>	<b>169</b>				
<b>Months Supply of Inventory</b>	Sep	8.3	7.7	+ 8.0%					
	Oct	7.6	7.9	- 3.7%	--	--	--	--	--
	<b>Nov</b>	<b>6.9</b>	<b>7.8</b>	<b>- 11.5%</b>					

# Annual Review

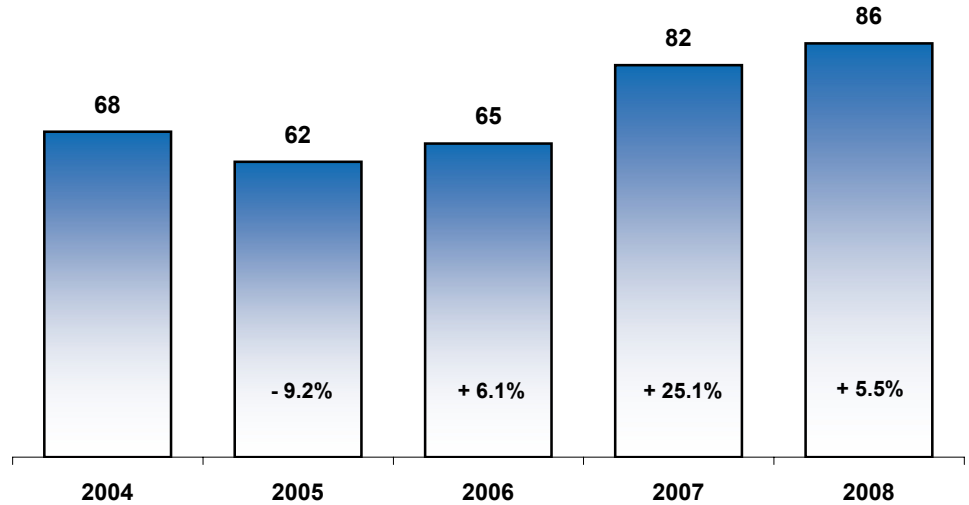
A free research tool from the REALTOR® Association of the Sioux Empire



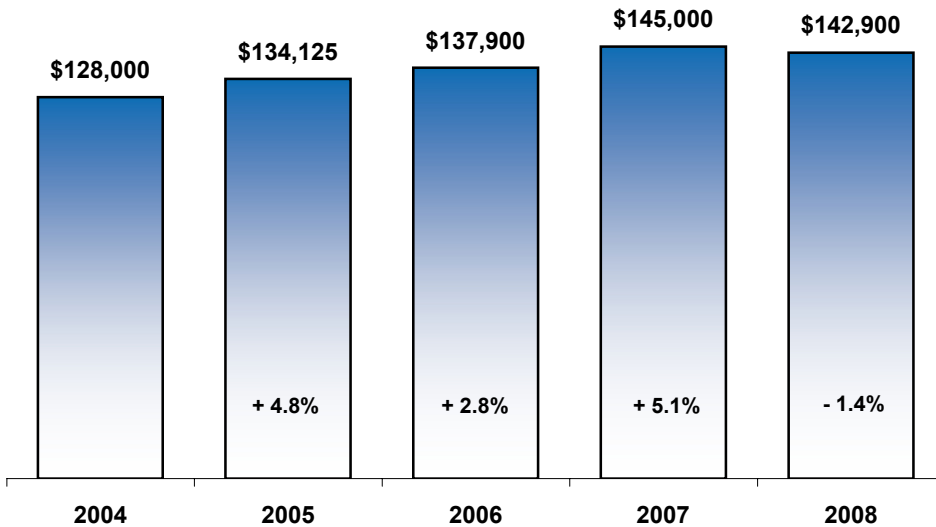
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

