



REALTOR® Association of the Sioux Empire Inc.

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Monthly Indicators

January 2010

Home sales in the Sioux Falls region in January were down from a year ago at 148 purchase agreements signed—a drop of 3.3 percent. The recent hot streak in buyer activity seems to have slowed somewhat.

January's median sales price of \$139,700 was 7.5 percent higher than a year ago. Yes, rising prices are ordinarily a pretty ho-hum and normal thing, but in light of the drop in prices that most parts of the country have seen over the last several years, "ho-hum" is a welcome phrase these days.

The Months Supply of Inventory in the region has dropped in the last year to 5.7, down 19.0 percent from the mark of 7.0 seen a year ago. That's an improvement, but sellers still face challenging conditions that require smart pricing and marketing.

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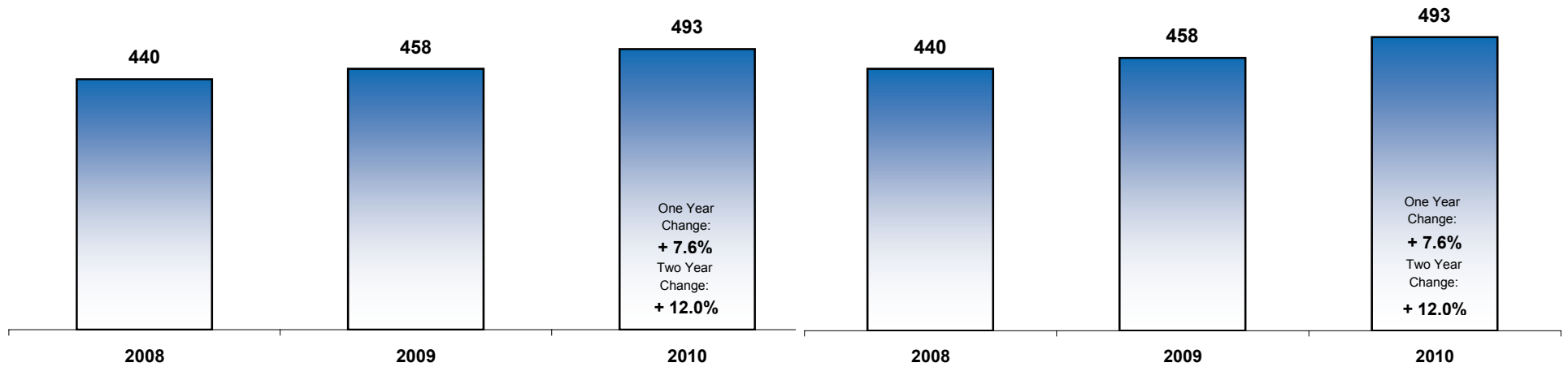
New Listings

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

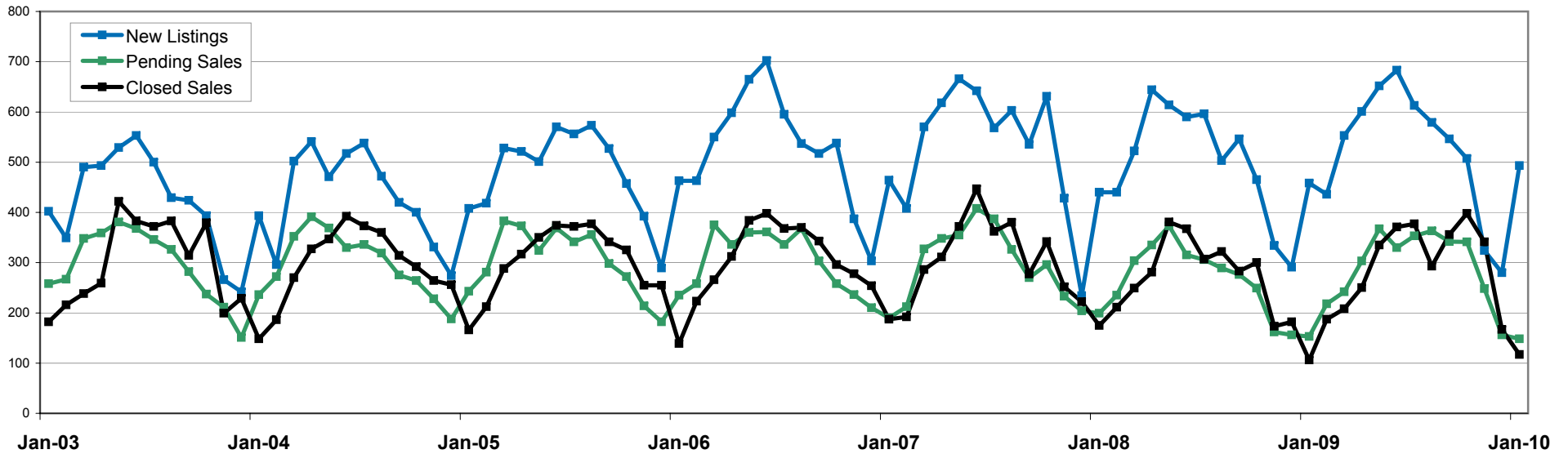


January

Year to Date



Historical Market Activity



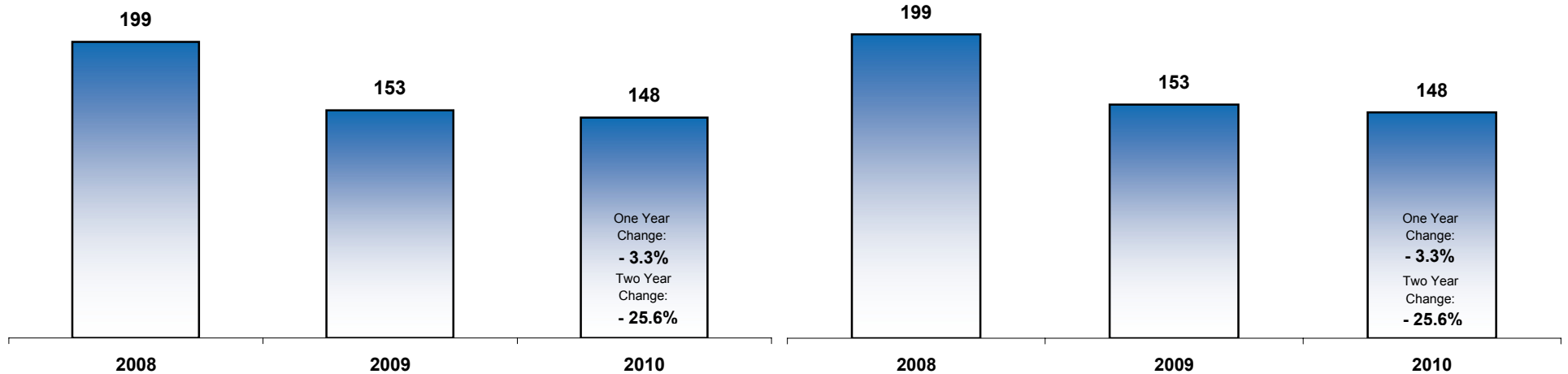
Pending Sales

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

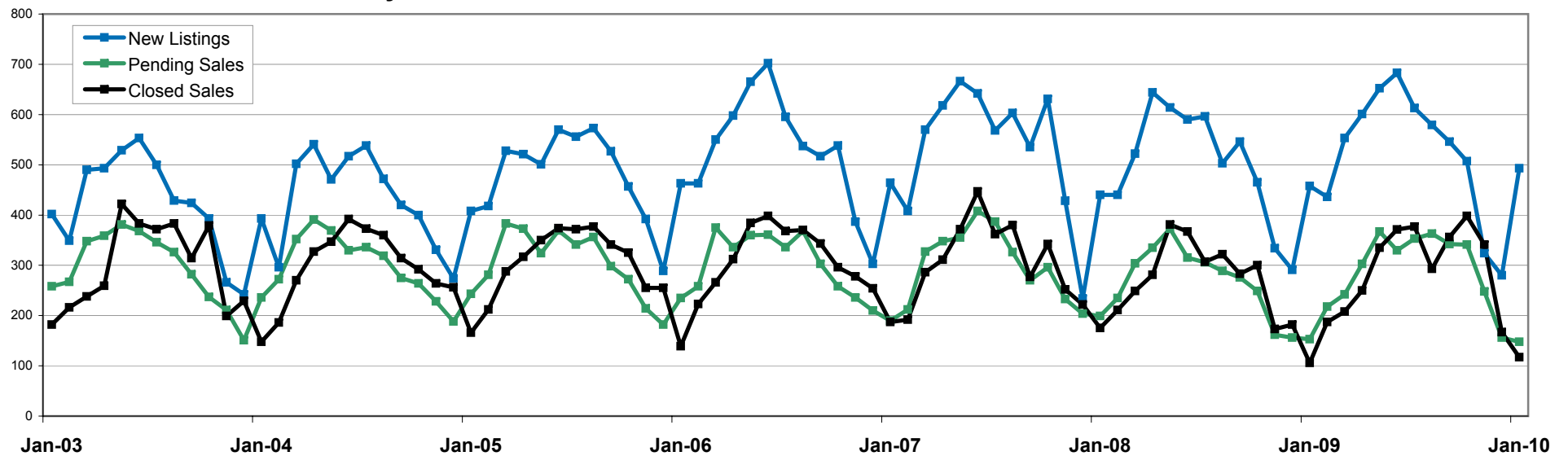


January

Year to Date



Historical Market Activity

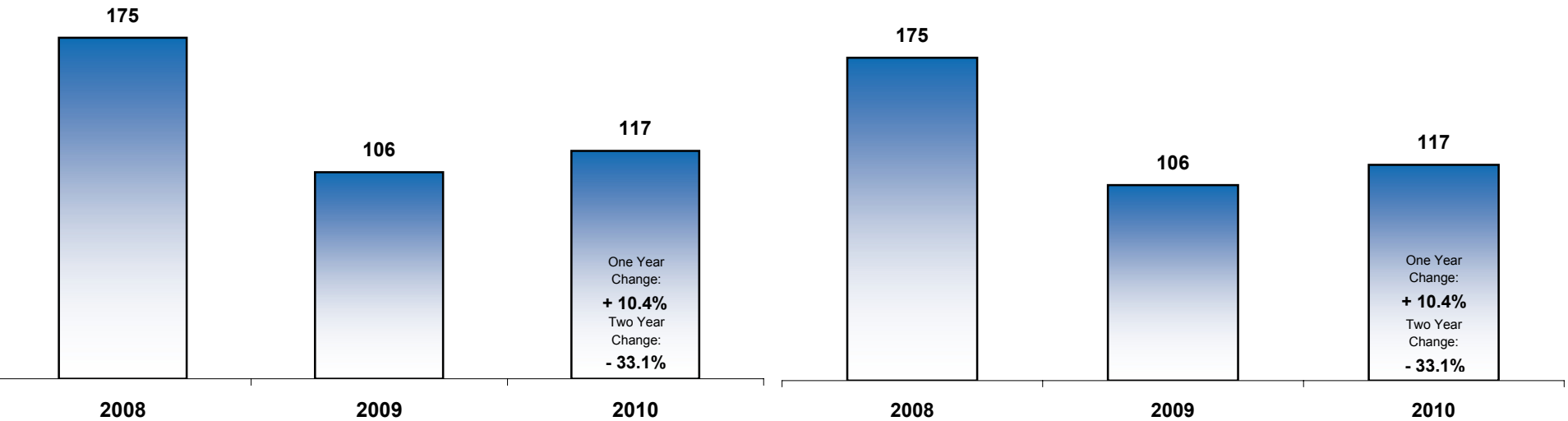


Closed Sales

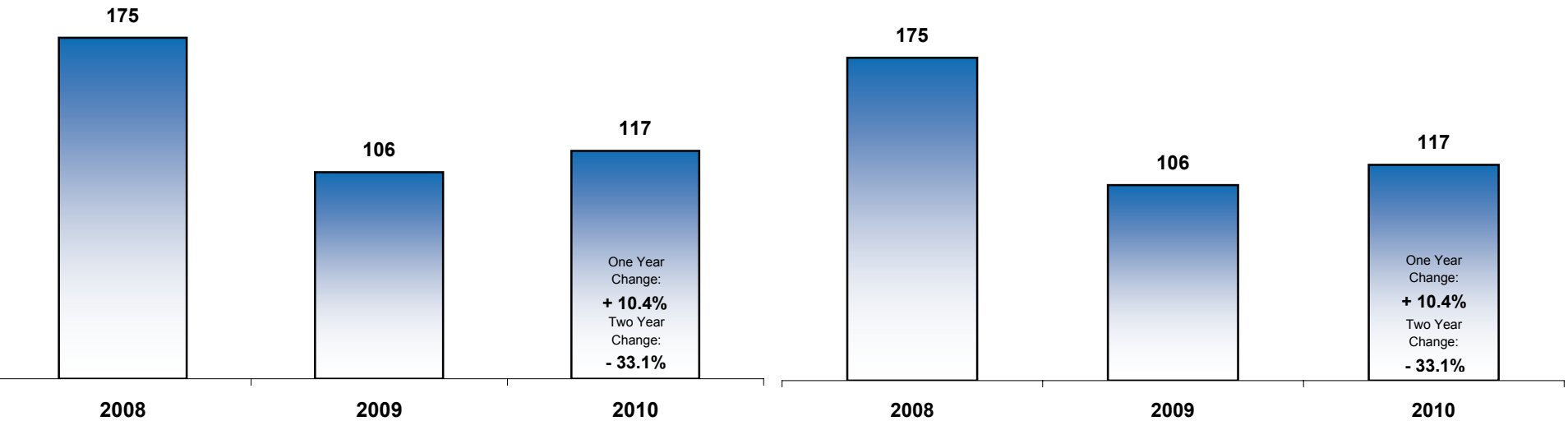
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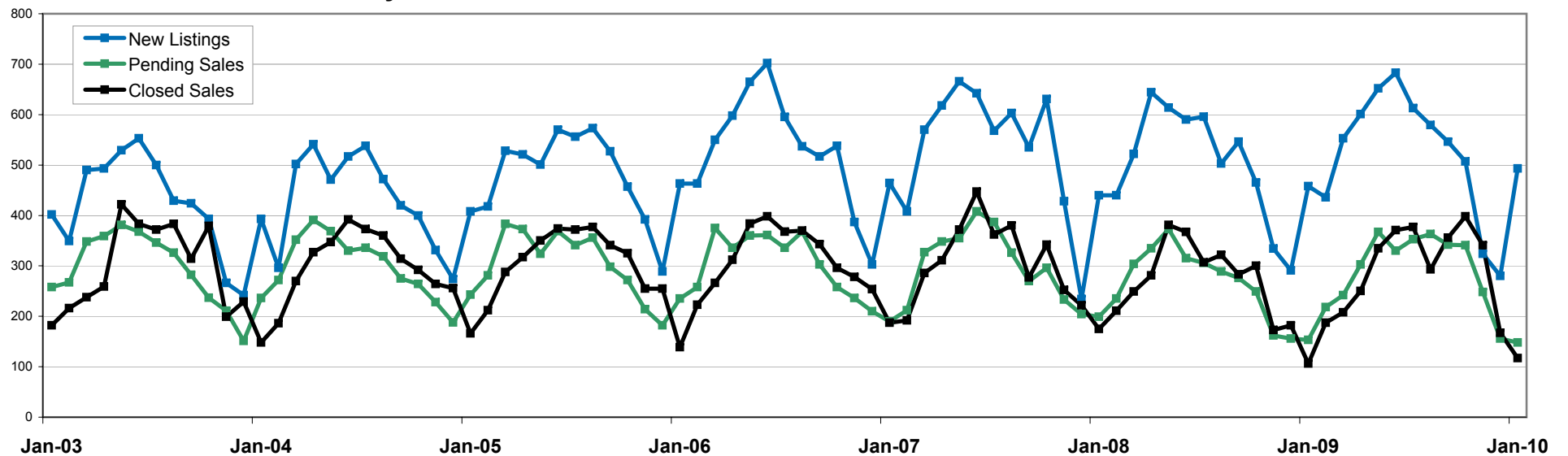
January



Year to Date



Historical Market Activity



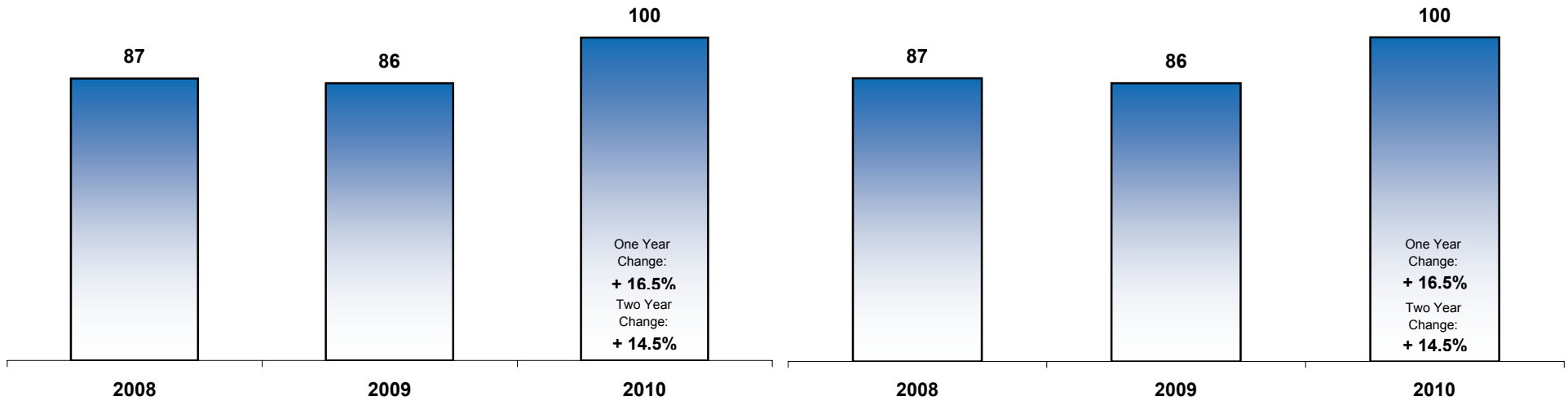
Days on Market Until Sale

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

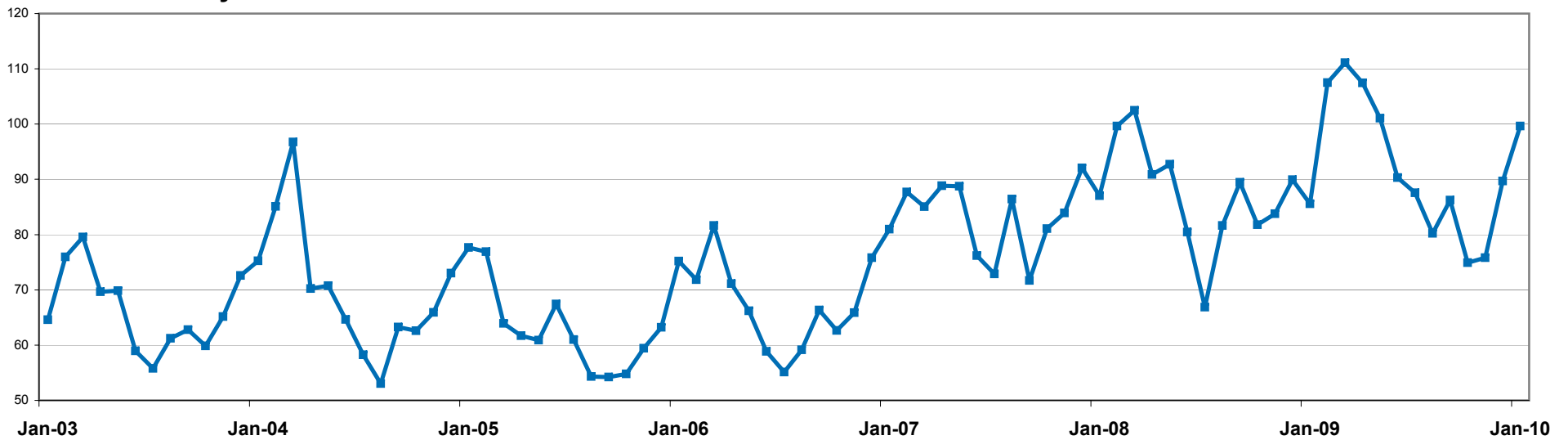


January

Year to Date



Historical Days on Market Until Sale



Median Sales Price

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

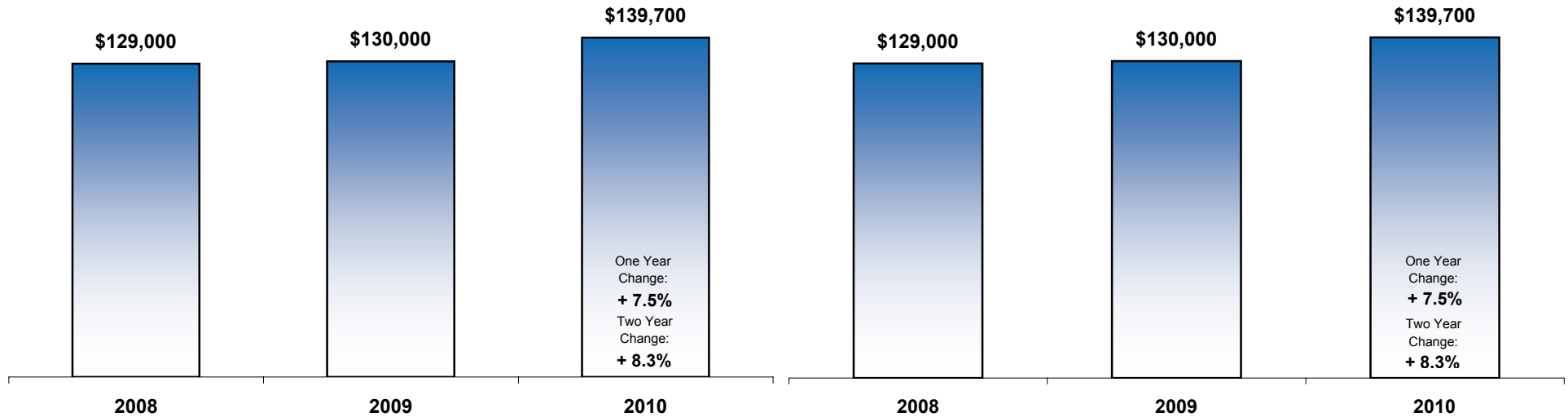


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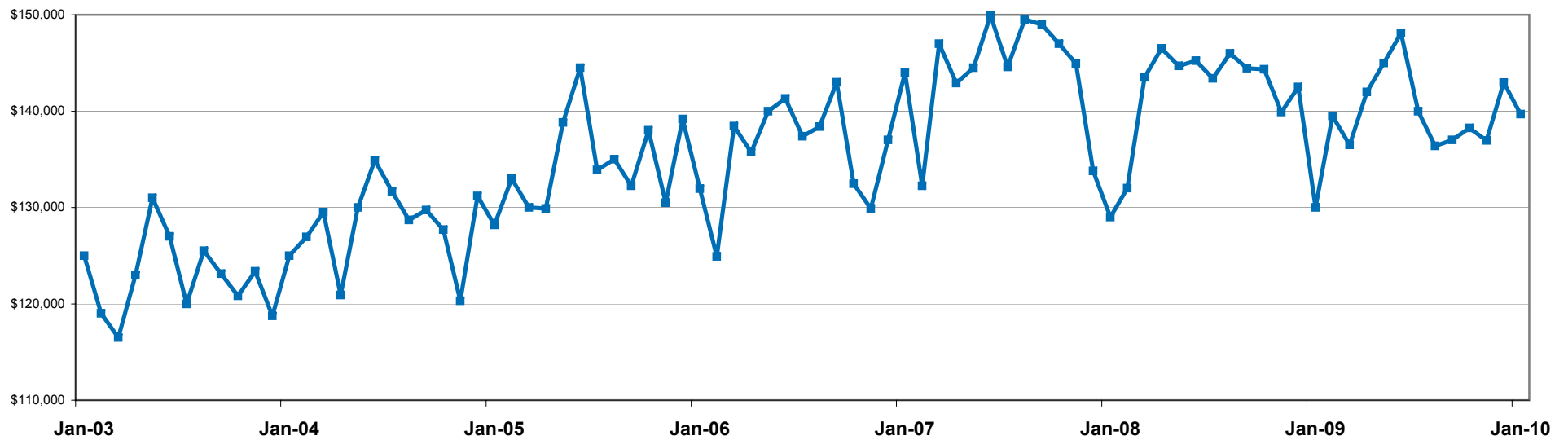
January

Year to Date

Figures do not take into account seller concessions.



Historical Median Prices

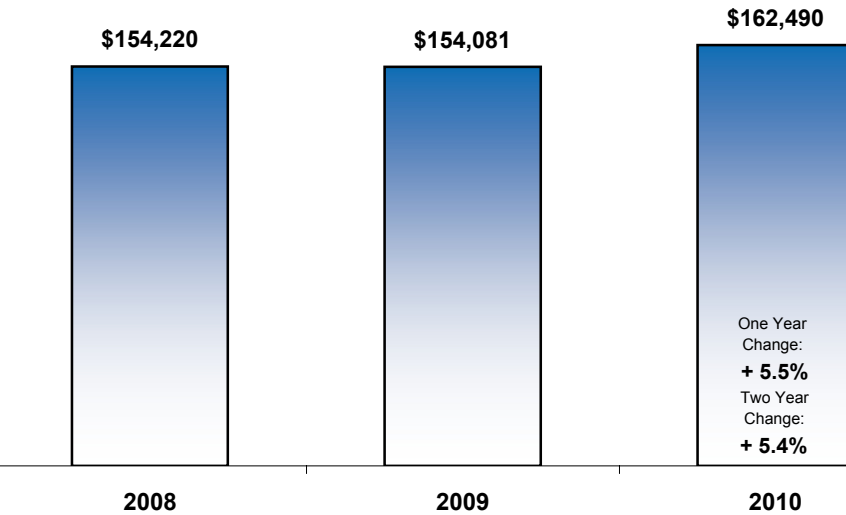


Average Sales Price

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

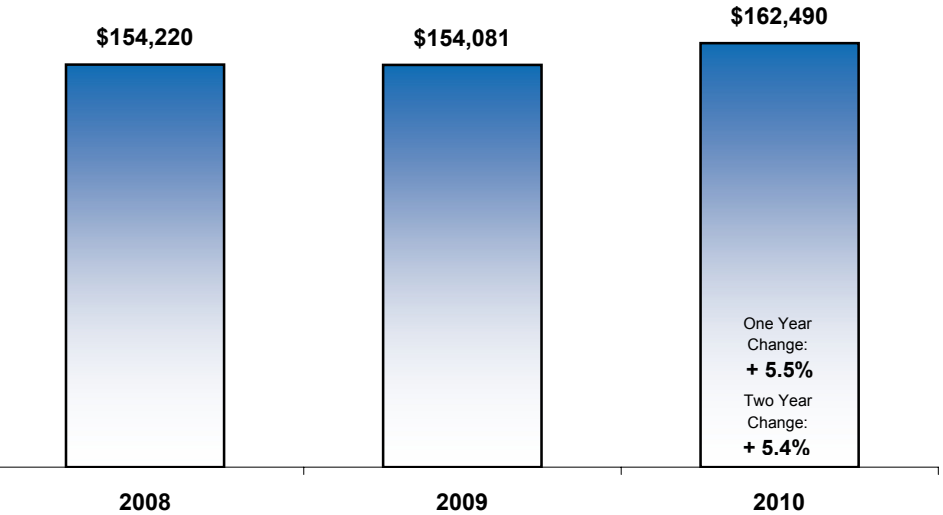


January

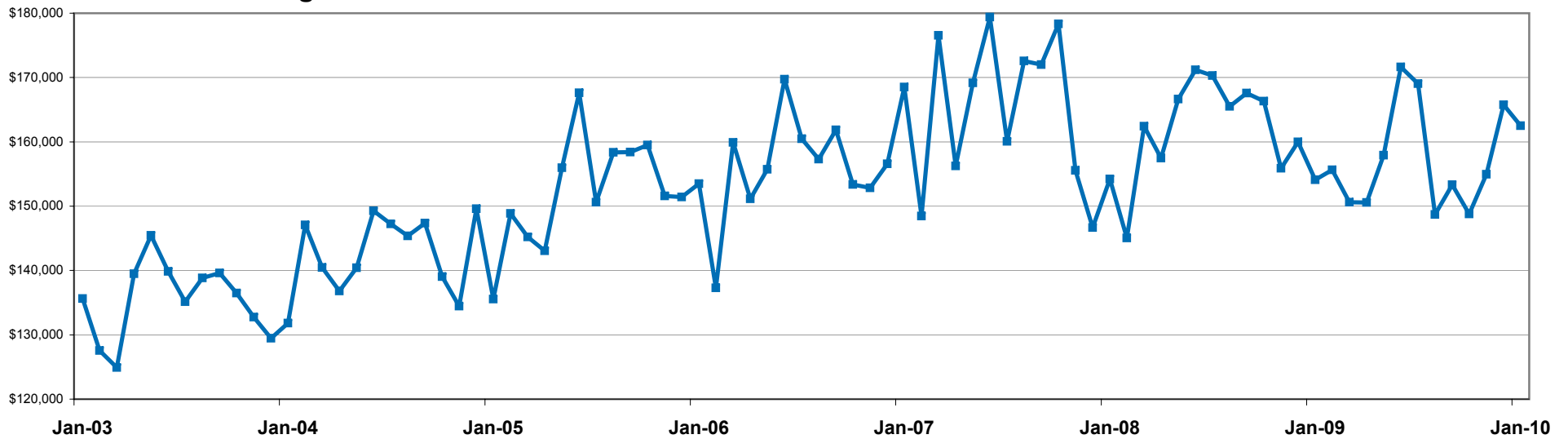


Year to Date

Figures do not take into account seller concessions.



Historical Average Prices

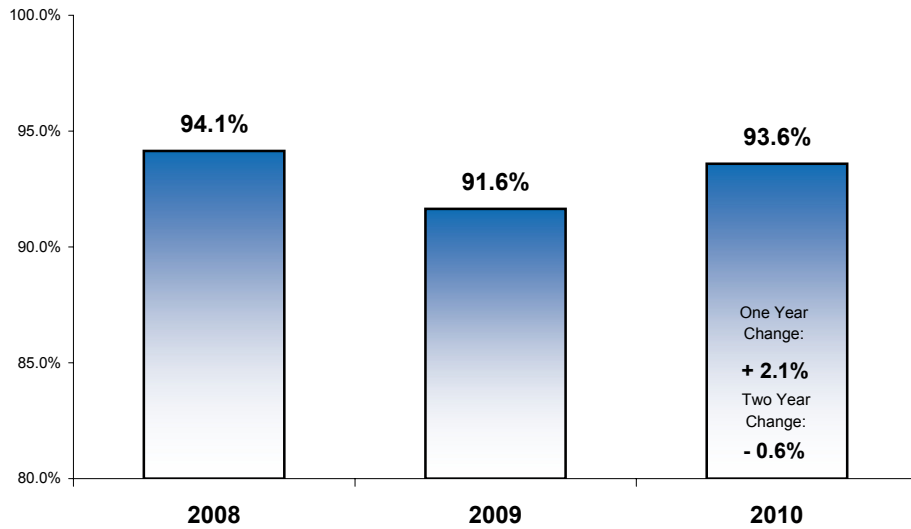


Percent of Original List Price Received at Sale

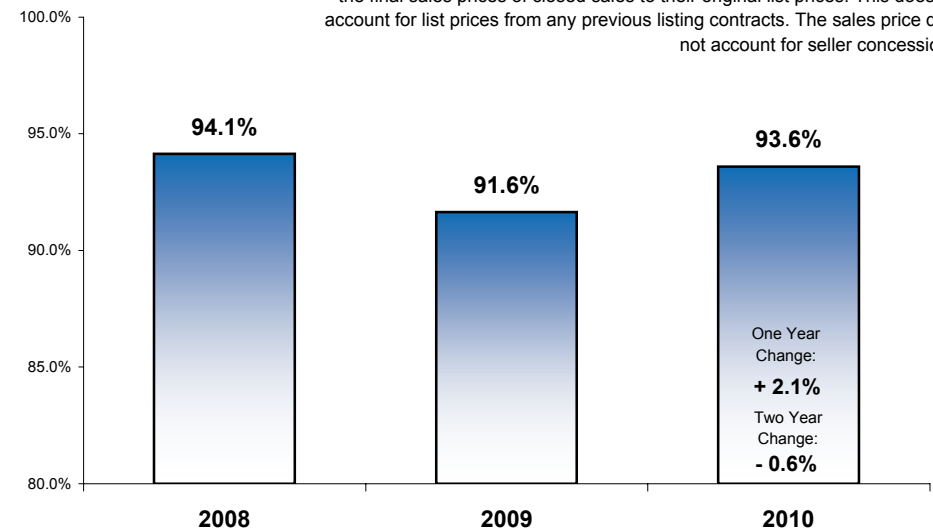
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



January

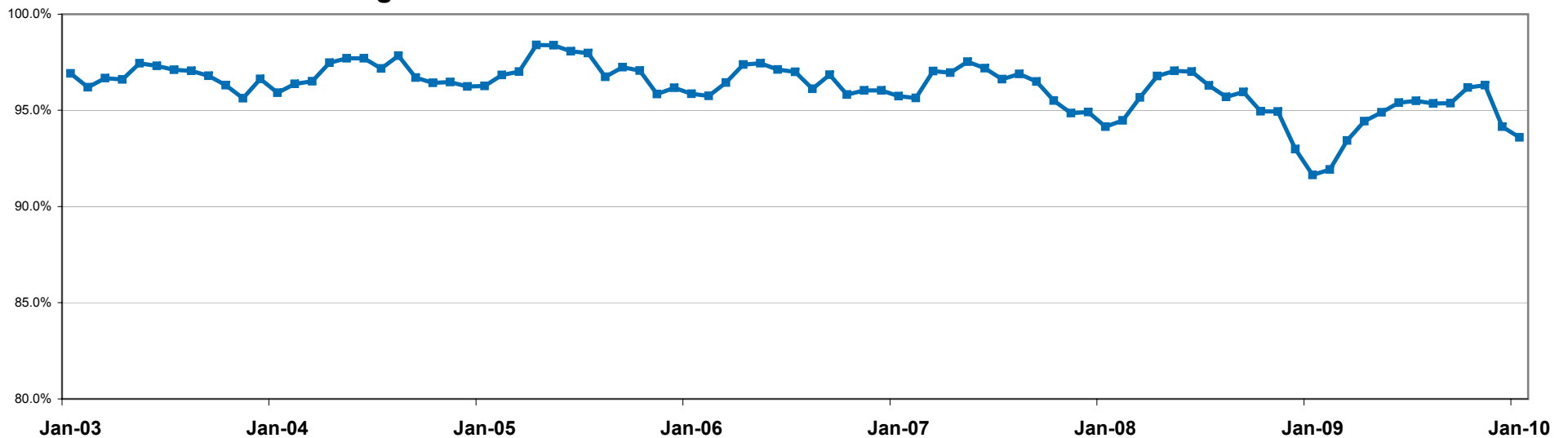


Year to Date



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



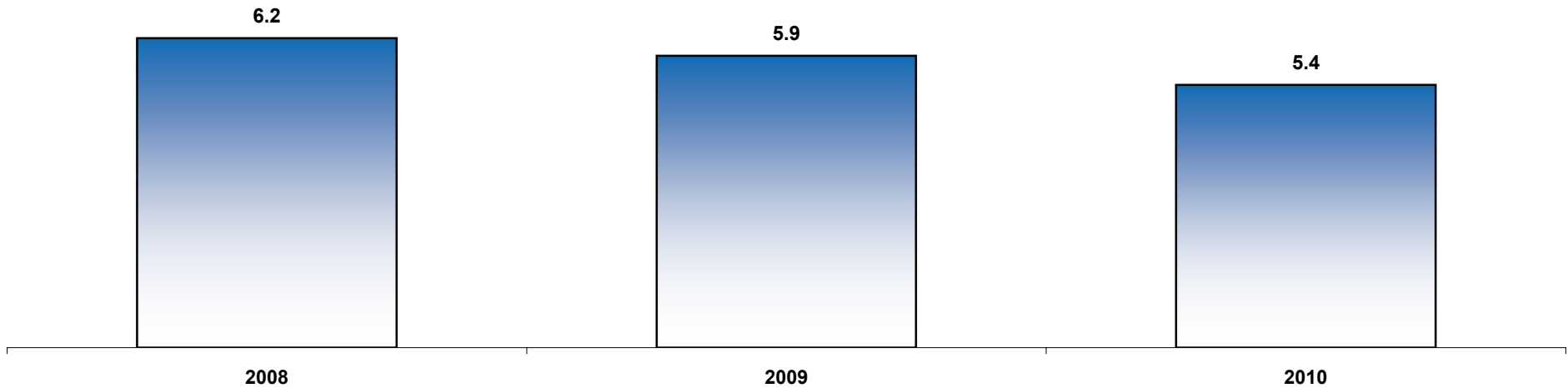
Mortgage Rates

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

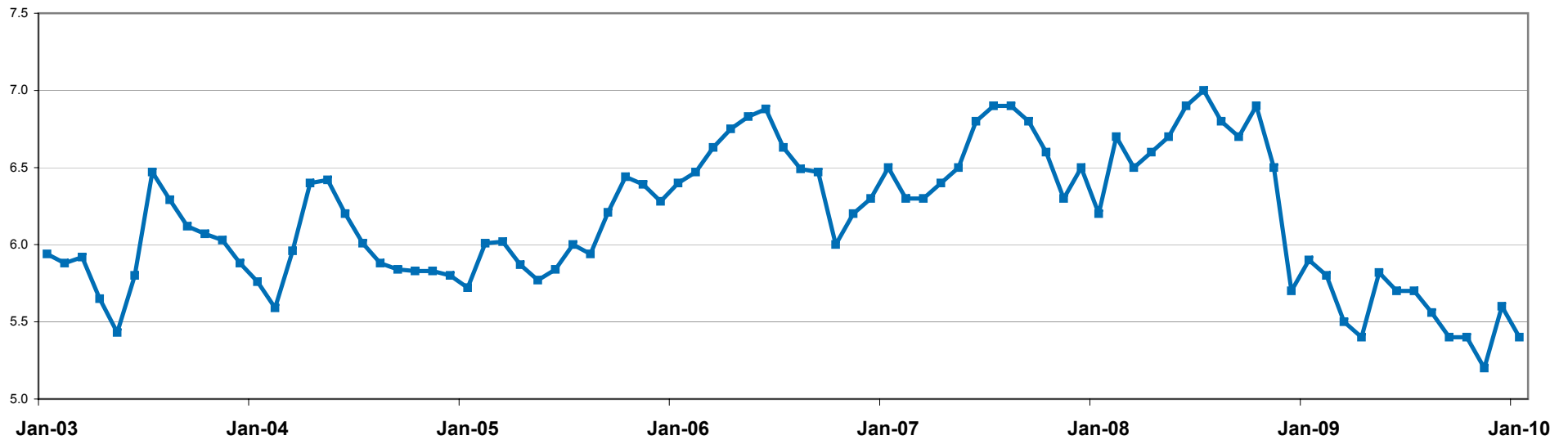


January

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



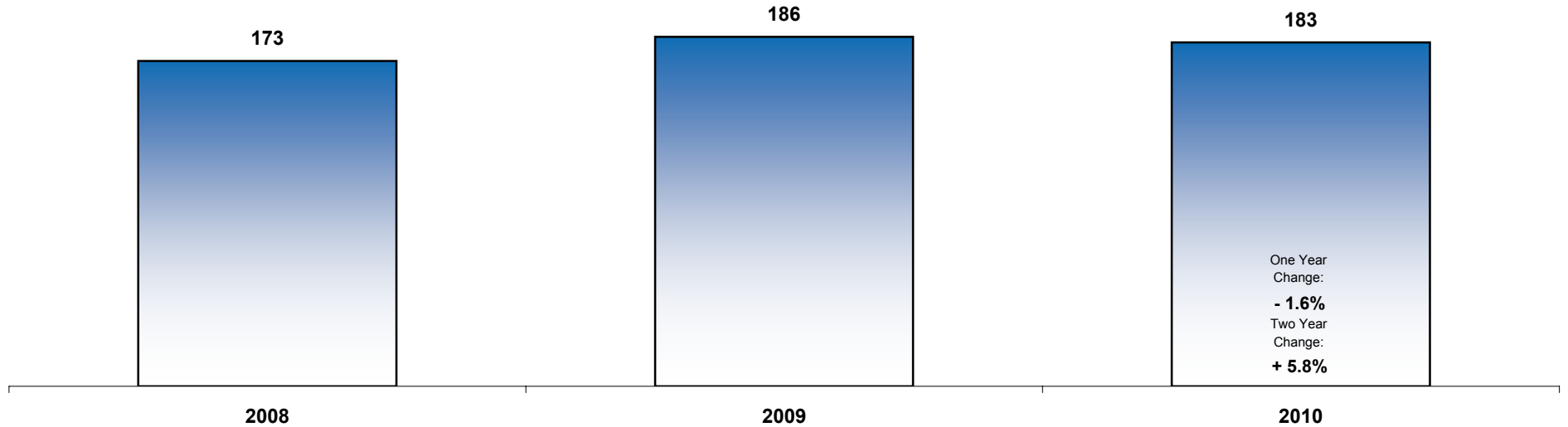
Housing Affordability Index

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

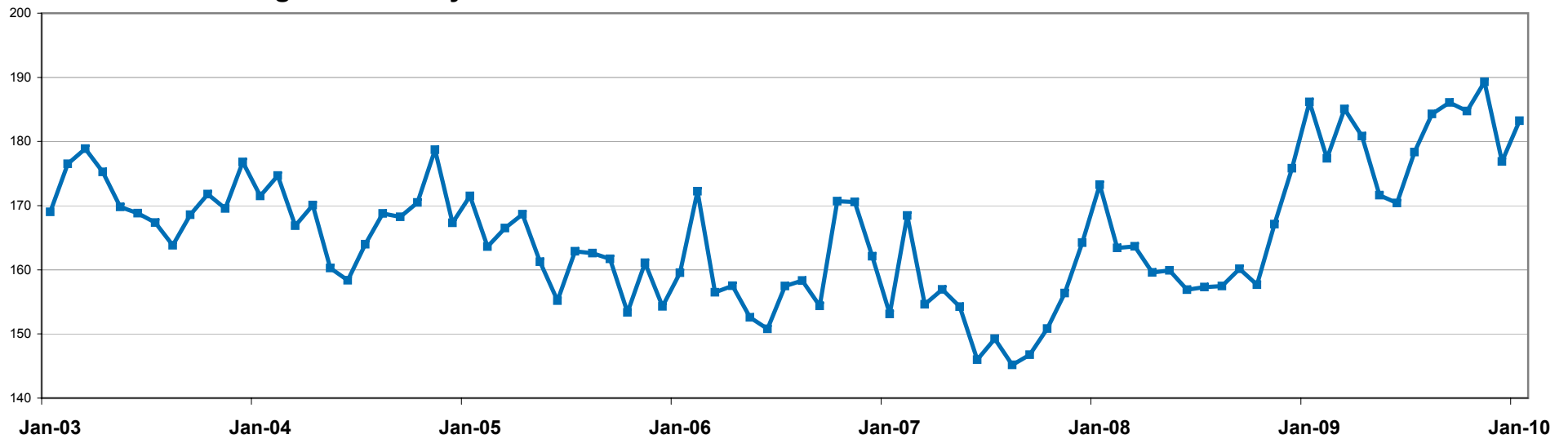


January

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

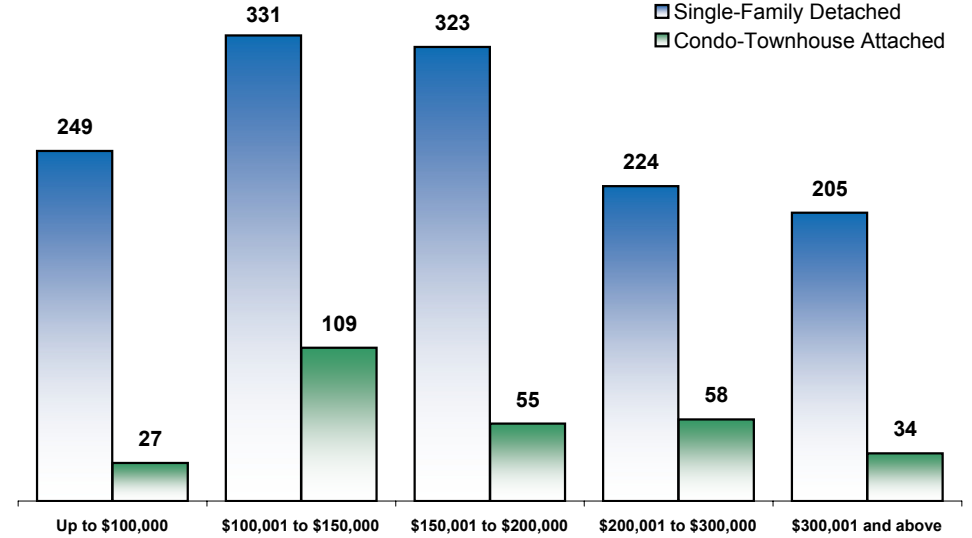
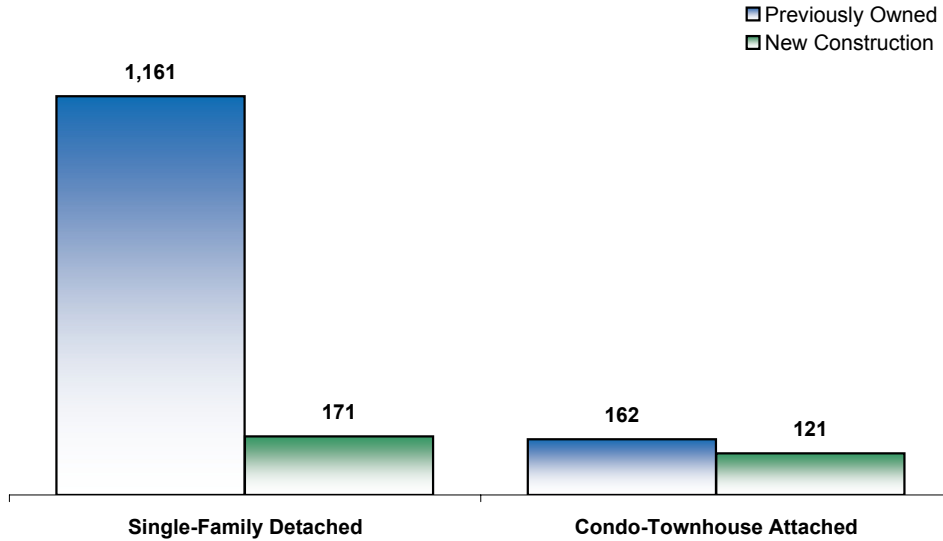


Housing Supply Outlook

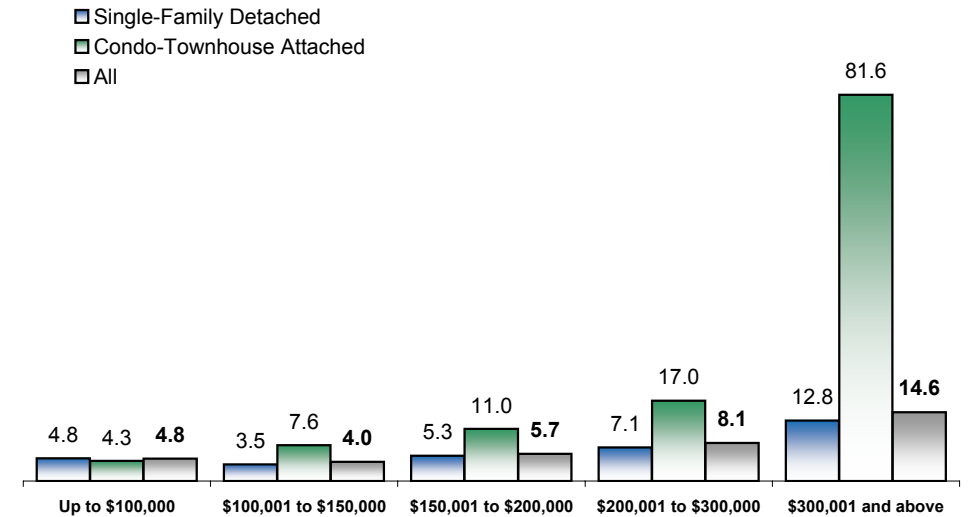
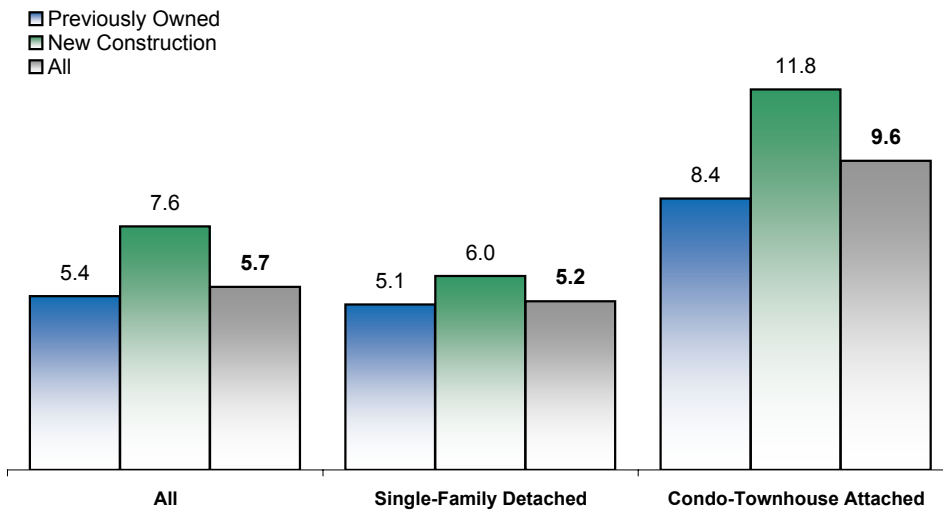
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



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

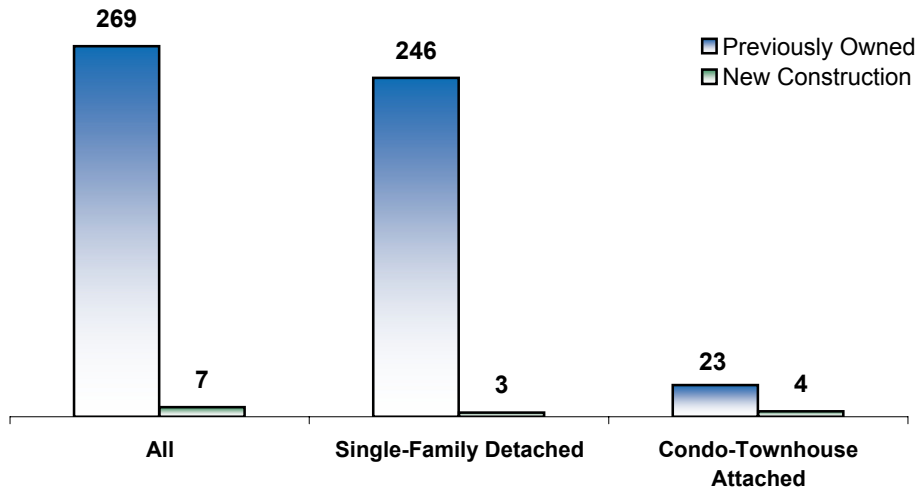
Housing Supply Outlook

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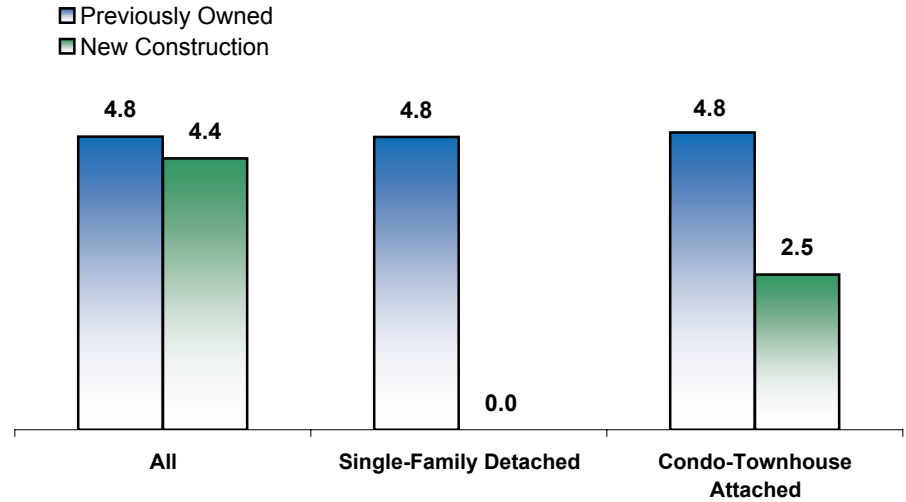


Under \$100,000

Inventory

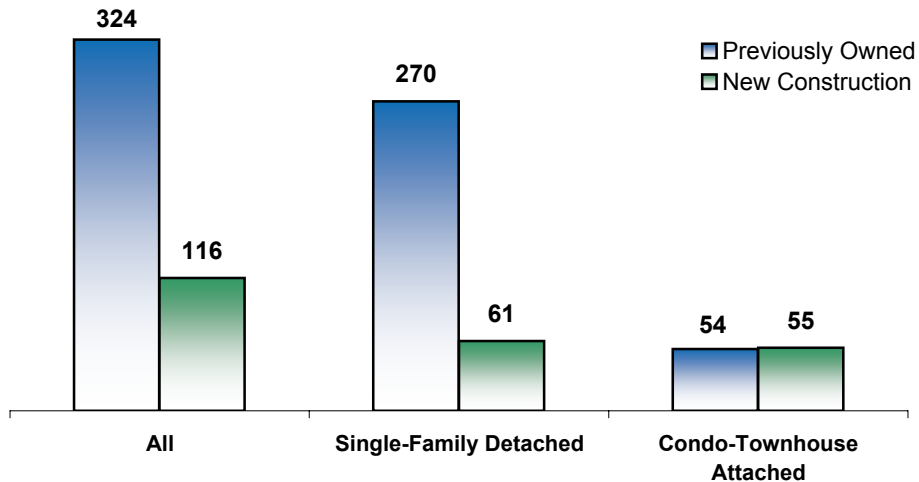


Months Supply

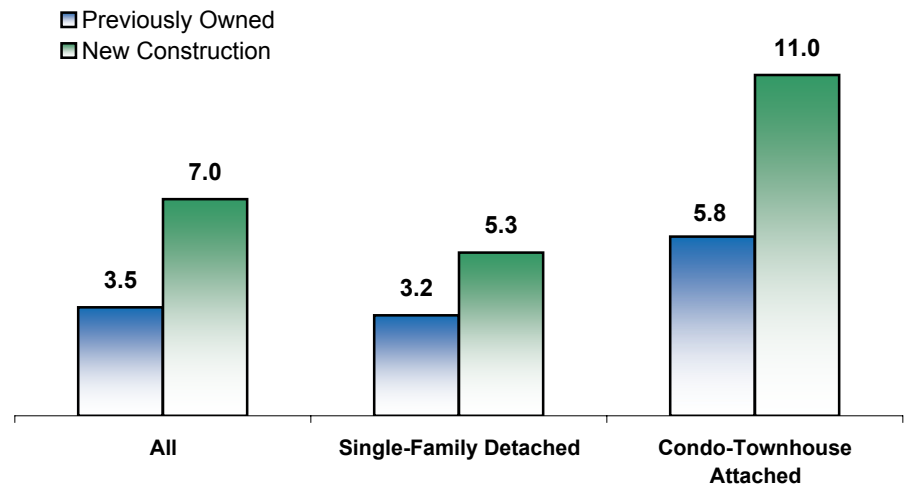


\$100,001 to \$150,000

Inventory



Months Supply



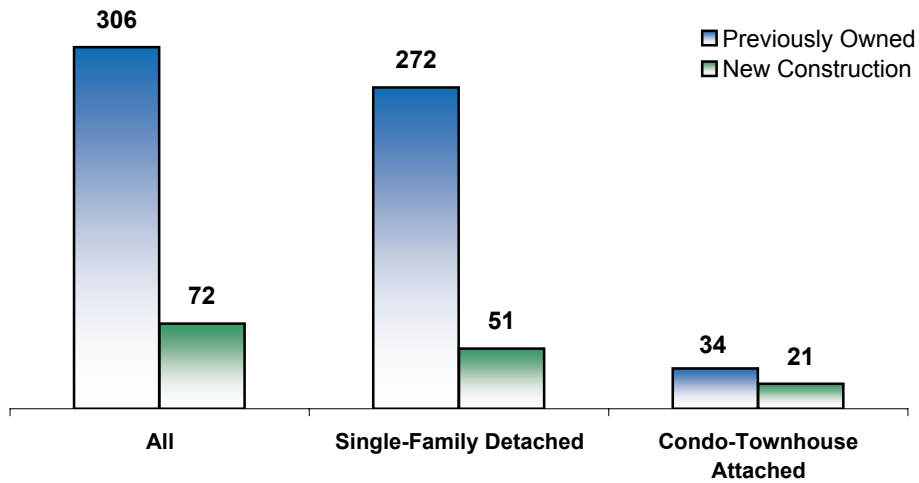
Housing Supply Outlook

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

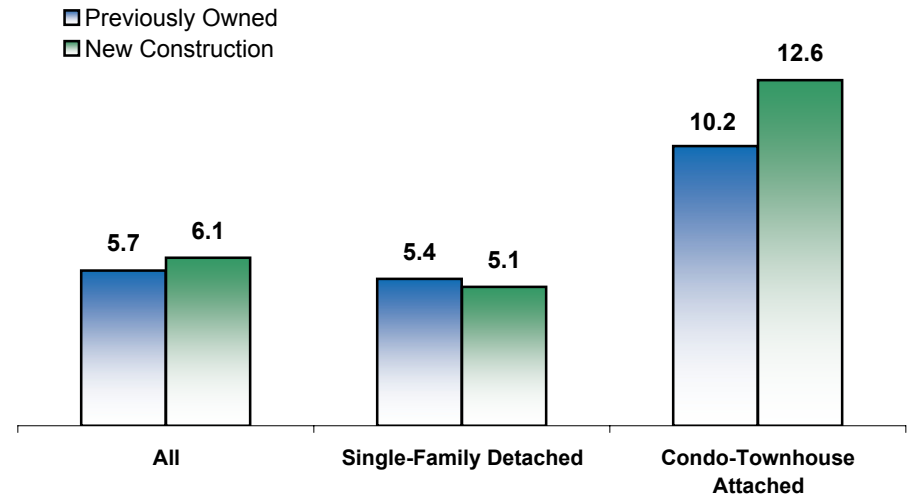


\$150,001 to \$200,000

Inventory

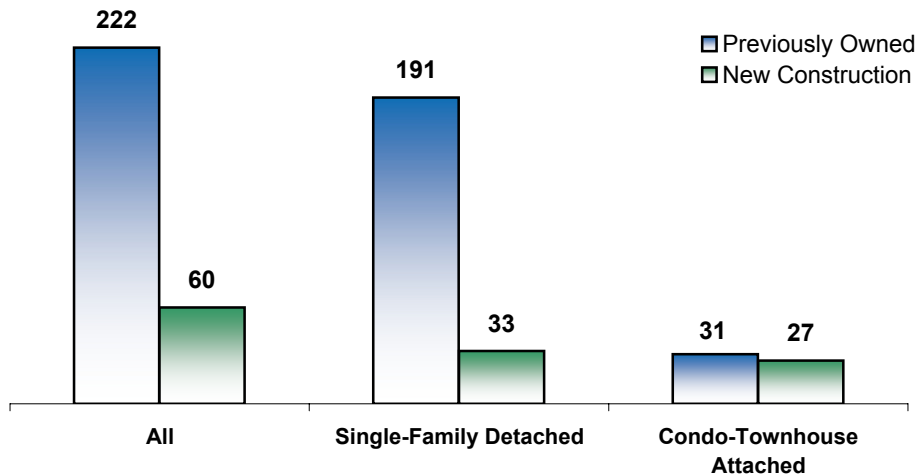


Months Supply

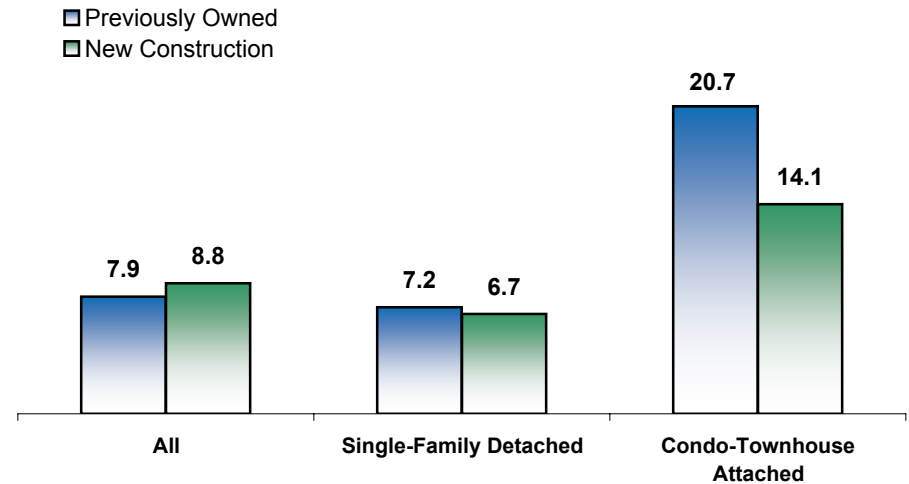


\$200,001 to \$300,000

Inventory



Months Supply



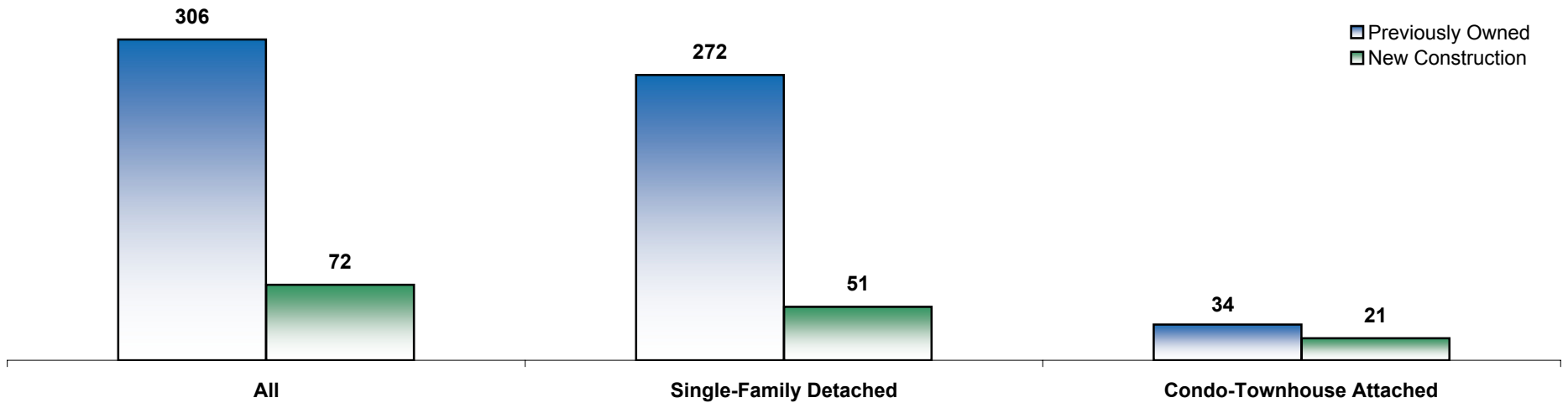
Housing Supply Outlook

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

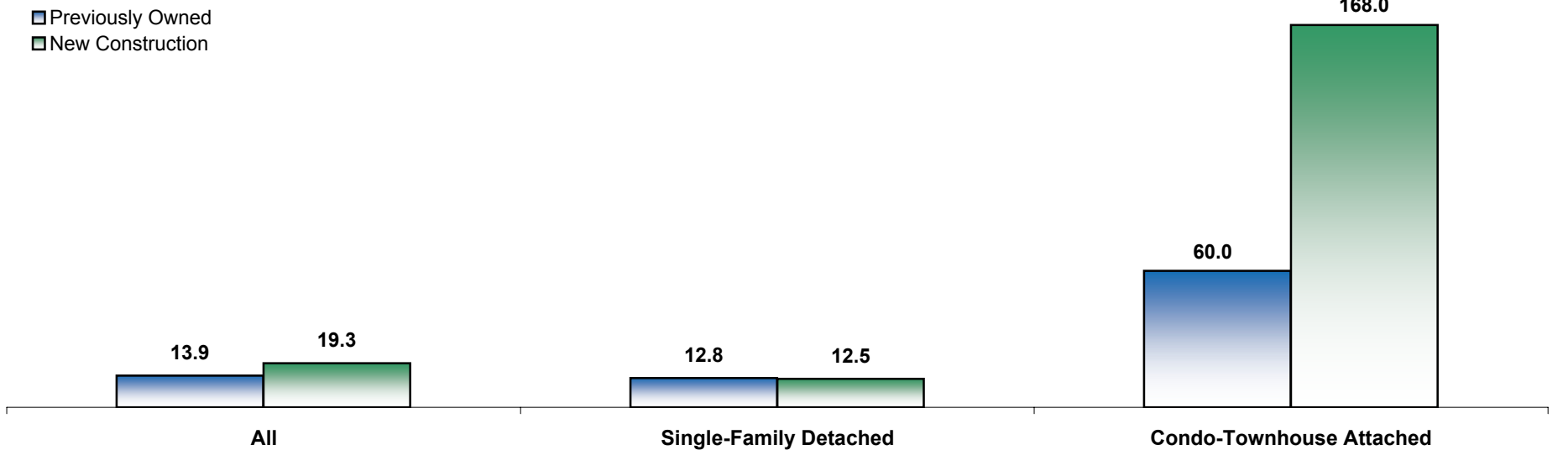


\$300,001 and above

Inventory



Months Supply



Market Overview



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

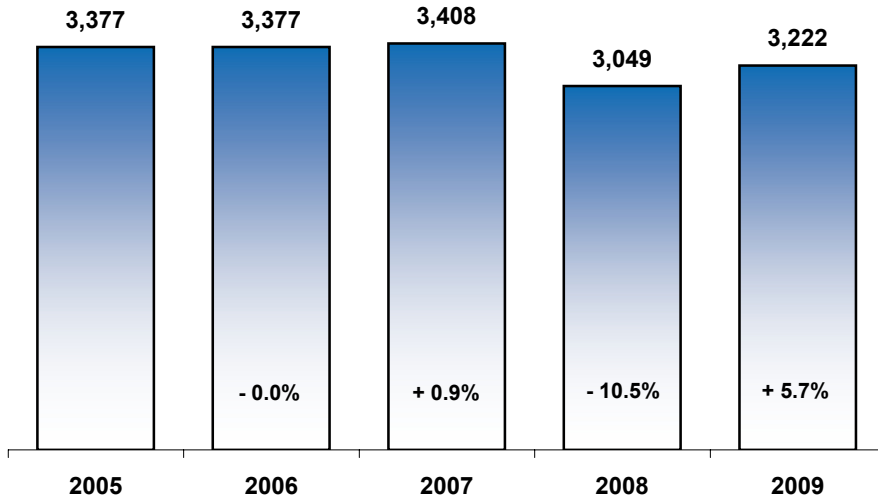
		January 2010							
		This Year	Last Year	Percent Change	5-Year Average	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Nov	324	334	- 3.0%	373	5,952	5,694	+ 4.5%	5,849
	Dec	280	291	- 3.8%	279	6,232	5,985	+ 4.1%	6,128
	Jan	493	458	+ 7.6%	464	493	458	+ 7.6%	464
Pending Sales	Nov	248	162	+ 53.1%	219	3,260	3,043	+ 7.1%	3,307
	Dec	156	156	- 0.0%	182	3,416	3,199	+ 6.8%	3,489
	Jan	148	153	- 3.3%	185	148	153	- 3.3%	185
Closed Sales	Nov	341	173	+ 97.1%	260	3,222	3,049	+ 5.7%	3,287
	Dec	167	182	- 8.2%	216	3,389	3,231	+ 4.9%	3,503
	Jan	117	106	+ 10.4%	145	117	106	+ 10.4%	145
Days on Market Until Sale	Nov	76	84	- 9.5%	74	90	86	+ 4.0%	77
	Dec	90	90	- 0.3%	82	90	87	+ 3.7%	77
	Jan	100	86	+ 16.5%	86	100	86	+ 16.5%	86
Median Sales Price	Nov	\$136,950	\$139,900	- 2.1%	\$136,440	\$139,900	\$142,900	- 2.1%	
	Dec	\$142,950	\$142,500	+ 0.3%	\$139,085	\$139,900	\$142,900	- 2.1%	--
	Jan	\$139,700	\$130,000	+ 7.5%	\$134,930	\$139,700	\$130,000	+ 7.5%	
Average Sales Price	Nov	\$154,960	\$155,867	- 0.6%	\$154,165	\$156,713	\$163,480	- 4.1%	\$159,789
	Dec	\$165,746	\$159,991	+ 3.6%	\$156,077	\$157,158	\$163,283	- 3.8%	\$159,539
	Jan	\$162,490	\$154,081	+ 5.5%	\$158,561	\$162,490	\$154,081	+ 5.5%	\$158,561
Total Active Listings Available	Nov	1,986	2,114	- 6.1%					
	Dec	1,851	2,018	- 8.3%	--	--	--	--	--
	Jan	1,615	1,843	- 12.4%					
Percent of Original List Price	Nov	96.3%	94.9%	+ 1.4%	95.6%	95.0%	95.9%	- 0.9%	95.0%
	Dec	94.2%	93.0%	+ 1.3%	94.9%	95.0%	95.8%	- 0.8%	95.0%
	Jan	93.6%	91.6%	+ 2.1%	94.2%	93.6%	91.6%	+ 2.1%	93.6%
Mortgage Rates	Nov	5.2	6.5	- 20.0%	6.1				
	Dec	5.6	5.7	- 1.8%	6.1	--	--	--	--
	Jan	5.4	5.9	- 8.5%	6.1				
Housing Affordability Index	Nov	189	167	+ 13.3%	169				
	Dec	177	176	+ 0.6%	167	--	--	--	--
	Jan	183	186	- 1.6%	171				
Months Supply of Inventory	Nov	7.0	7.8	- 10.7%					
	Dec	6.5	7.6	- 14.1%	--	--	--	--	--
	Jan	5.7	7.0	- 19.0%					

Annual Review

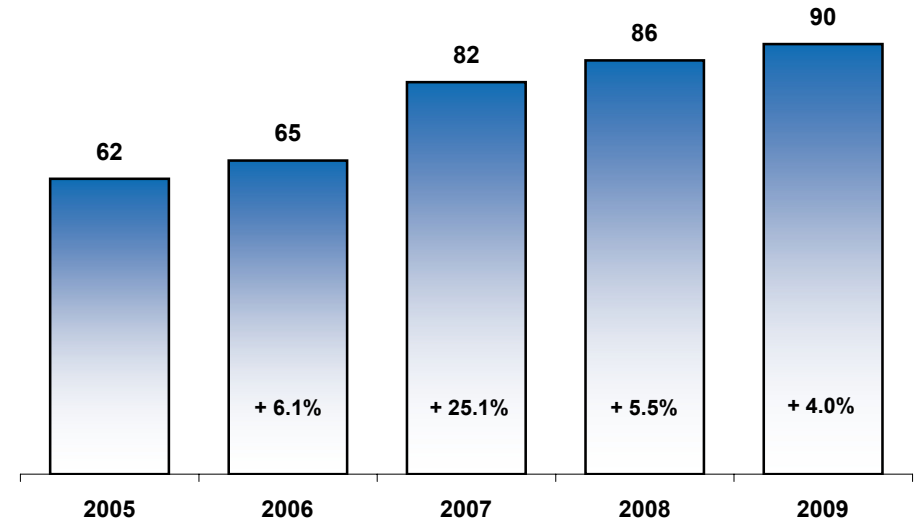
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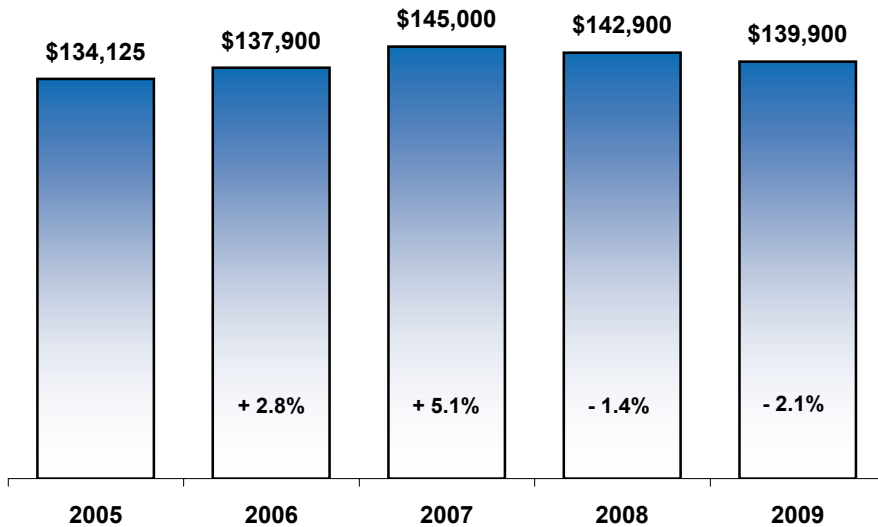
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

