



REALTOR® Association of the Sioux Empire Inc.

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Monthly Indicators

March 2010

Buyers in the Sioux Falls Region were active in March with a strong 13.9 percent year-over-year increase in closed sales to bring the figure to 237 for this month.

Home prices are stabilizing, as the March median sales price of \$147,200 represents a 7.8 percent increase over March 2009.

Percent of Original List Price Received also provides reason for cautious optimism as transactions slowly creep back toward the seller's favor. The 94.9 mark for March has consistently been inching upwards in 2010.

Low mortgage rates and the final days of the tax credit continue to create a favorable buying environment and affordability continues to soar. This may change; but we're on top of it.

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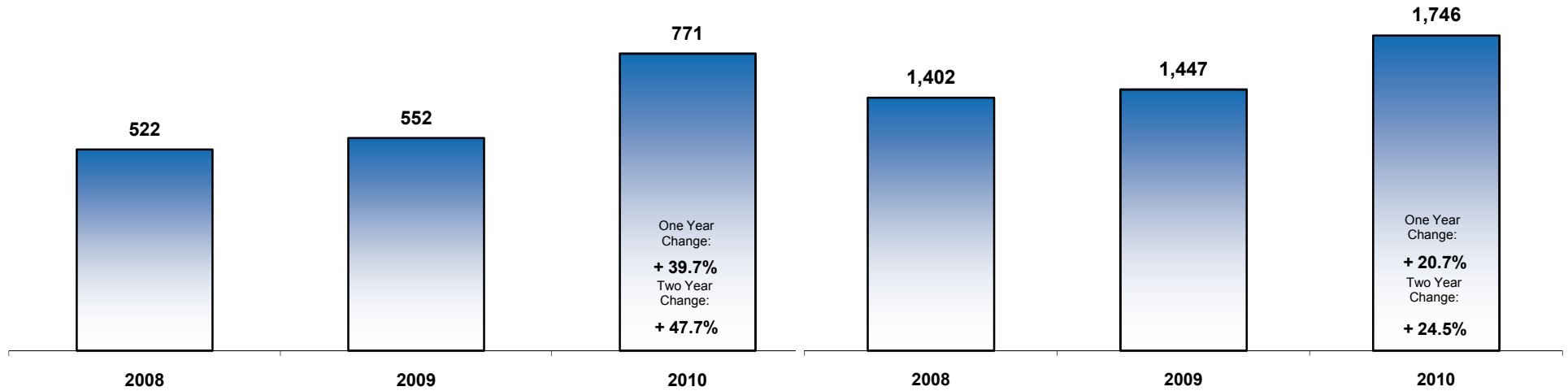
New Listings

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

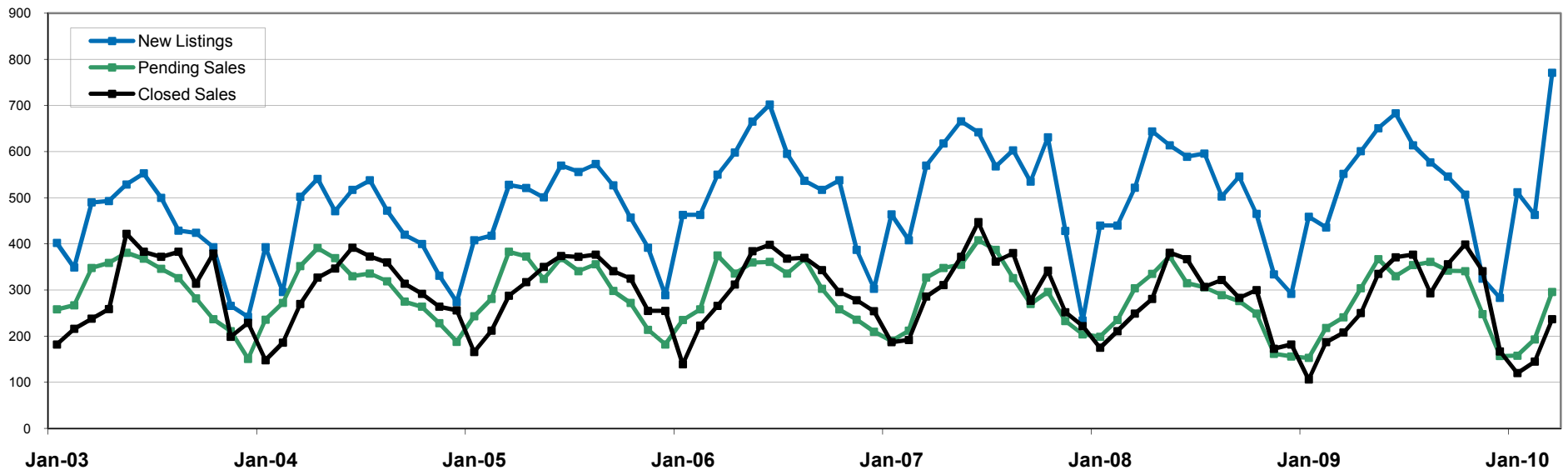


March

Year to Date



Historical Market Activity

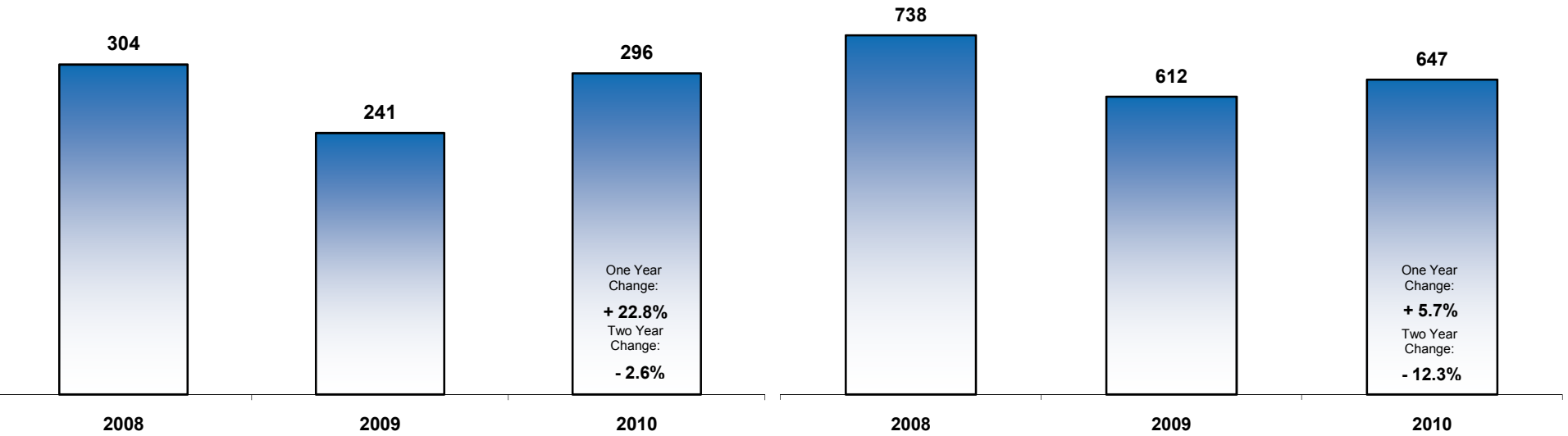


Pending Sales

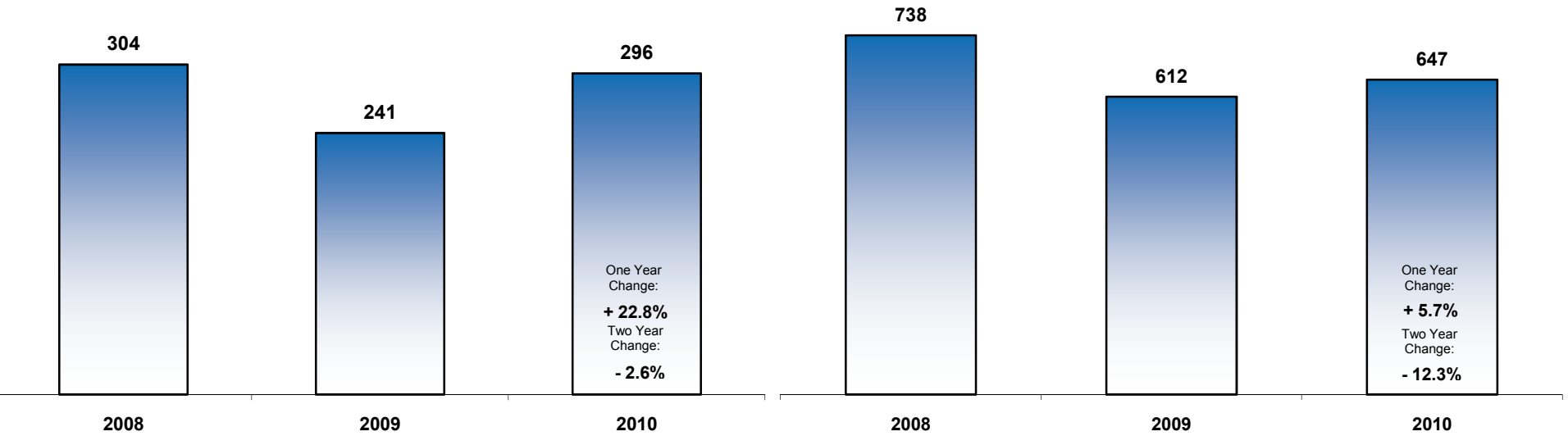
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



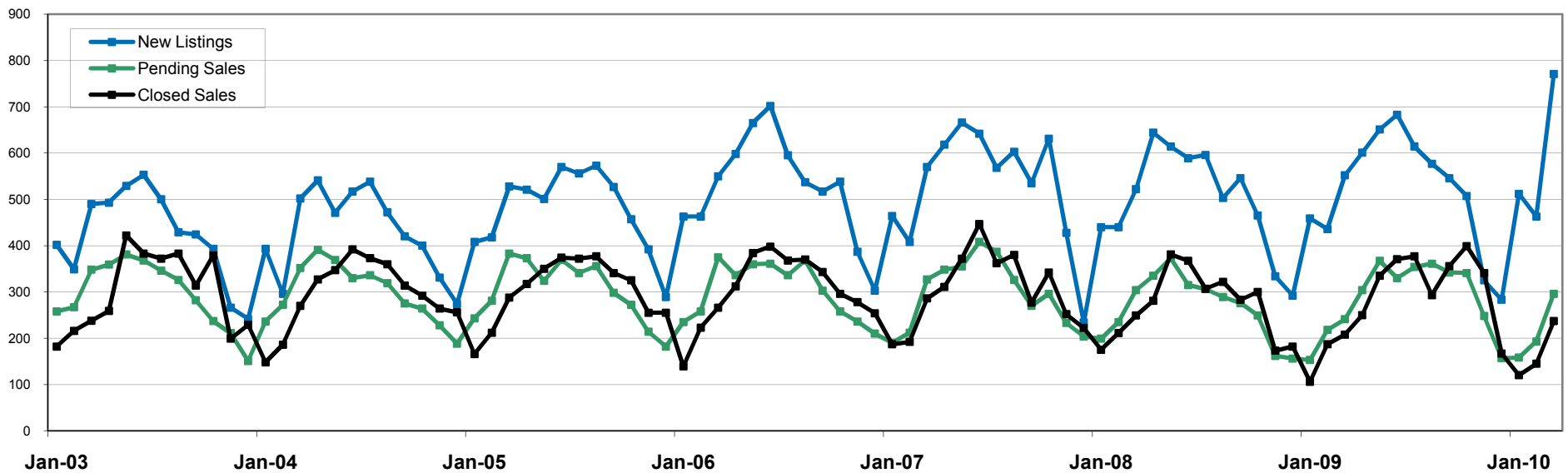
March



Year to Date



Historical Market Activity

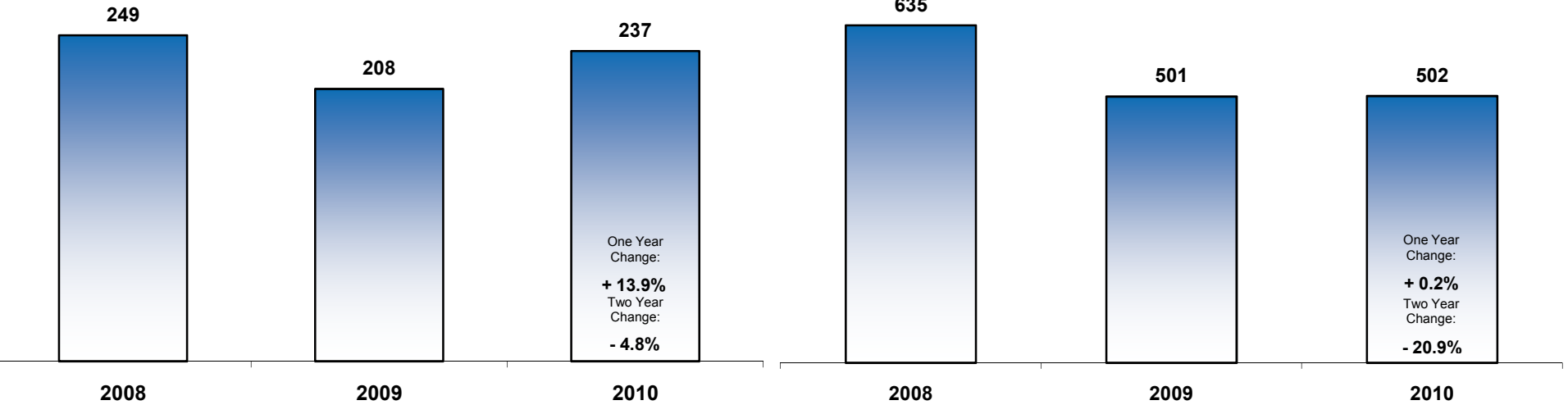


Closed Sales

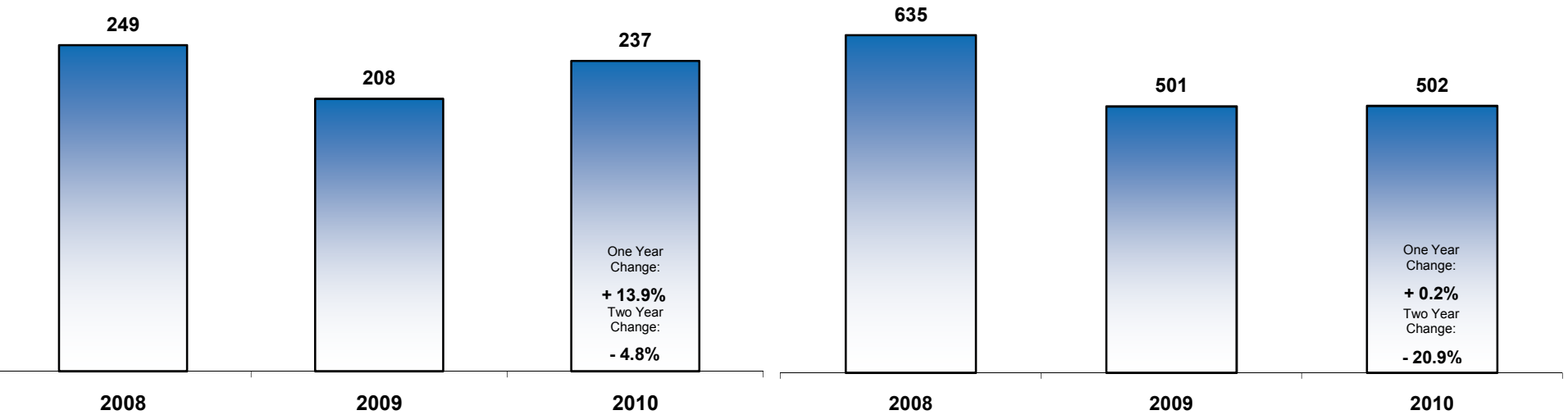
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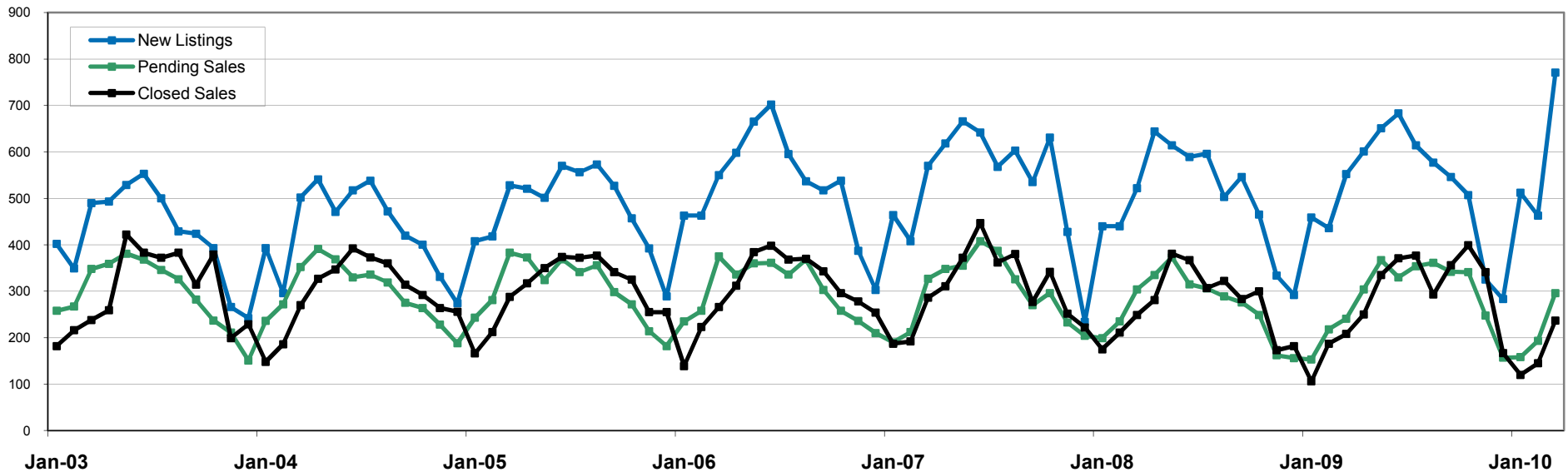
March



Year to Date



Historical Market Activity

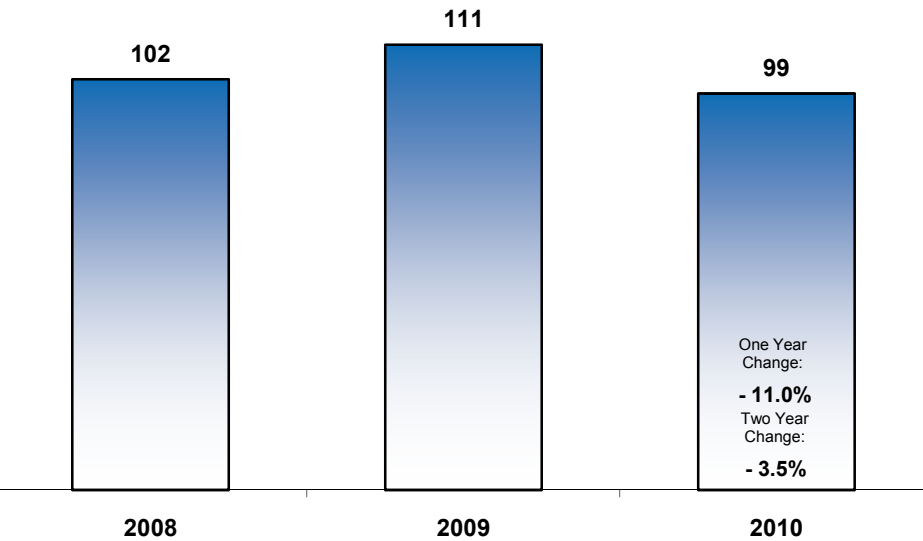


Days on Market Until Sale

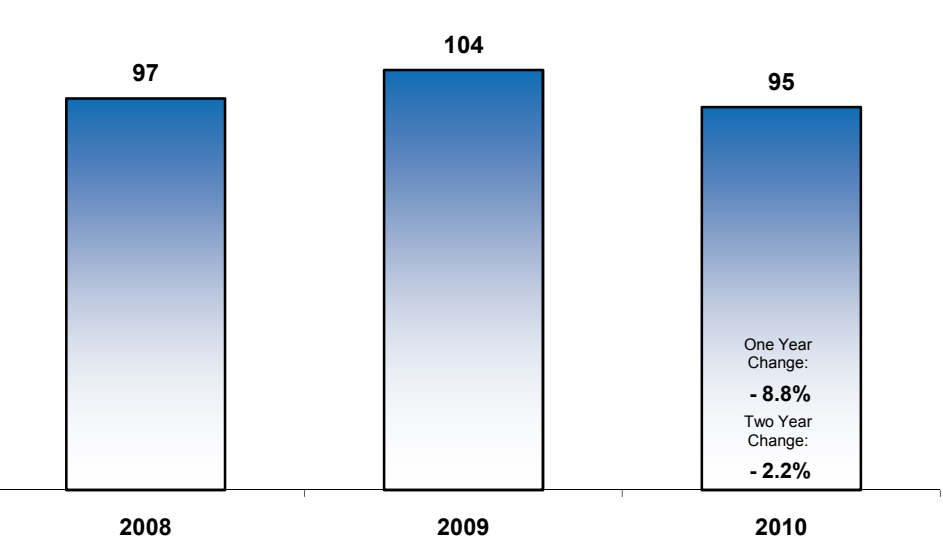
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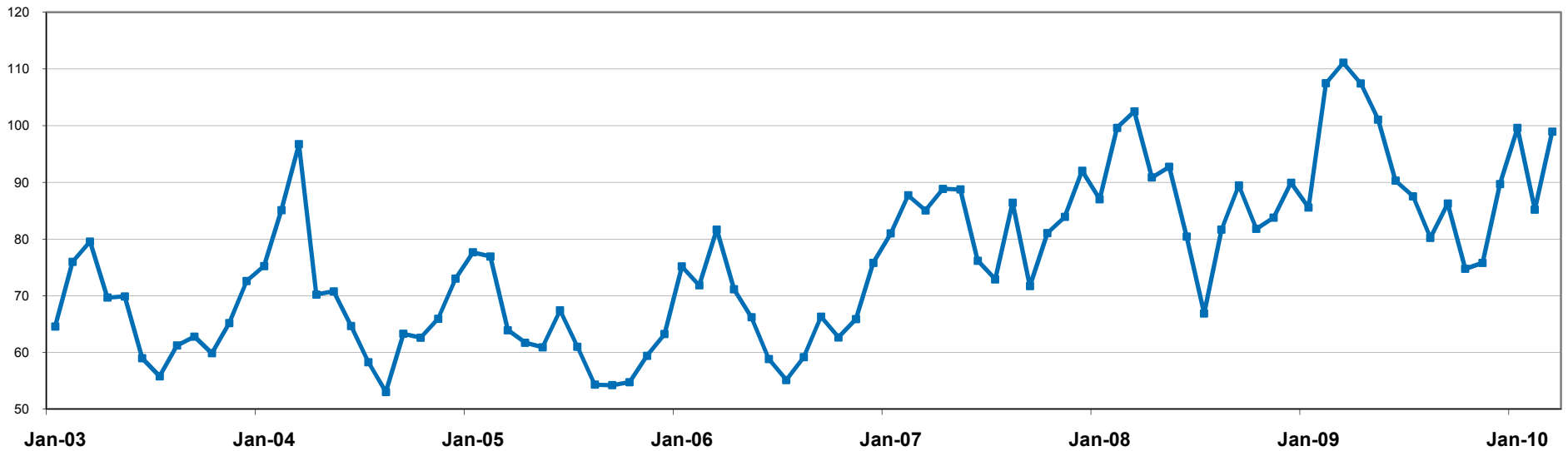
March



Year to Date



Historical Days on Market Until Sale

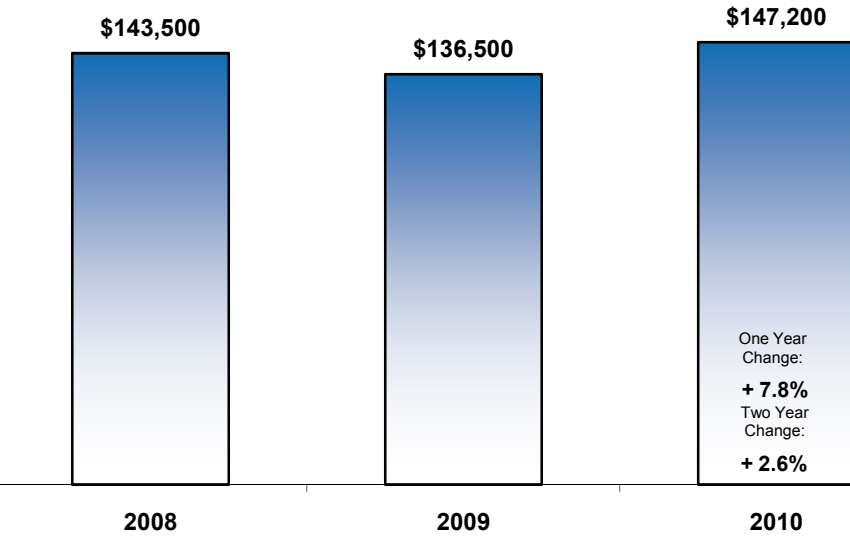


Median Sales Price

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

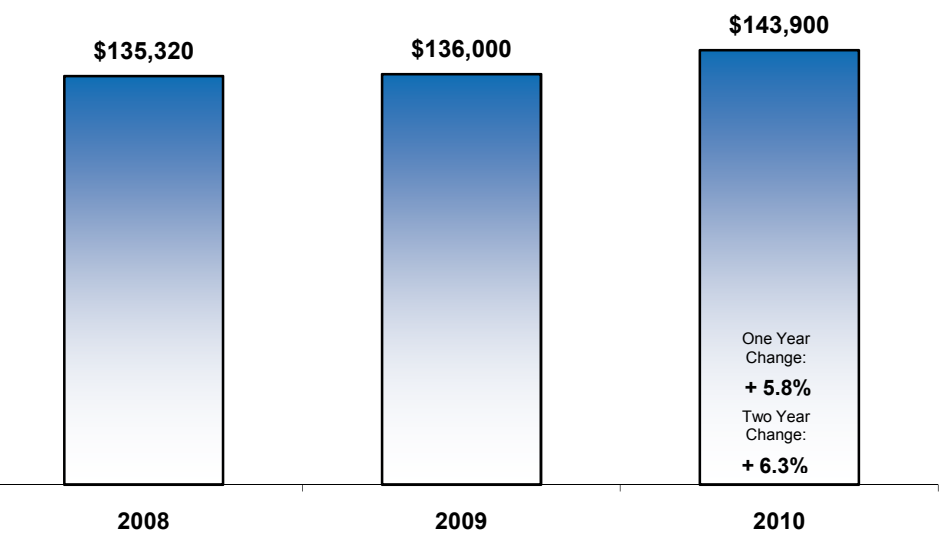


March

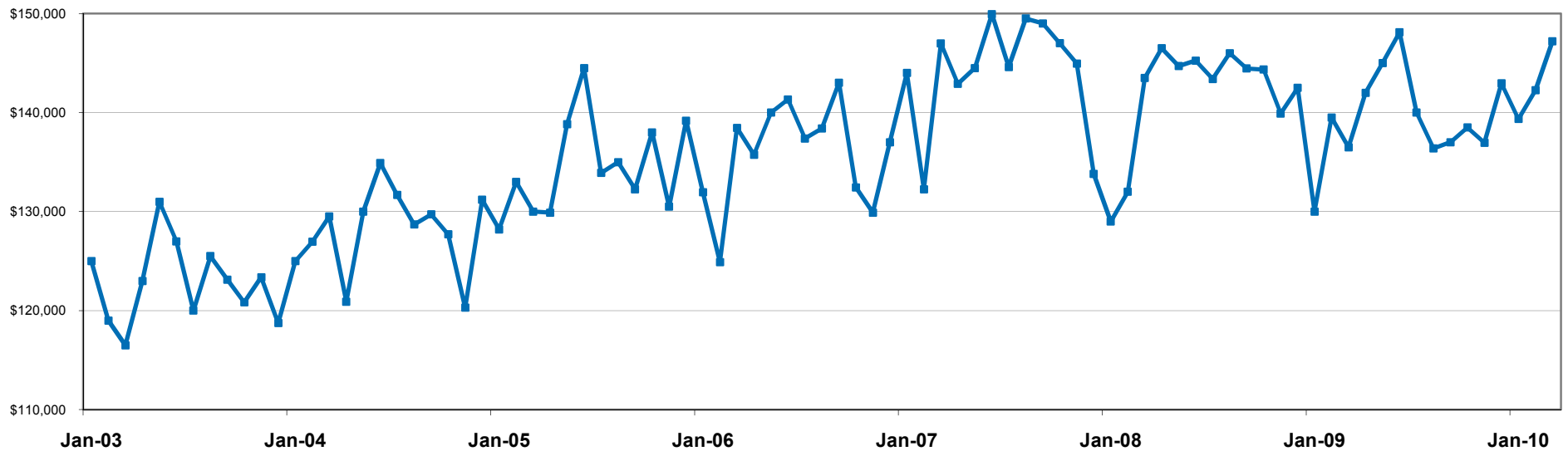


Year to Date

Figures do not take into account seller concessions.



Historical Median Prices



Average Sales Price

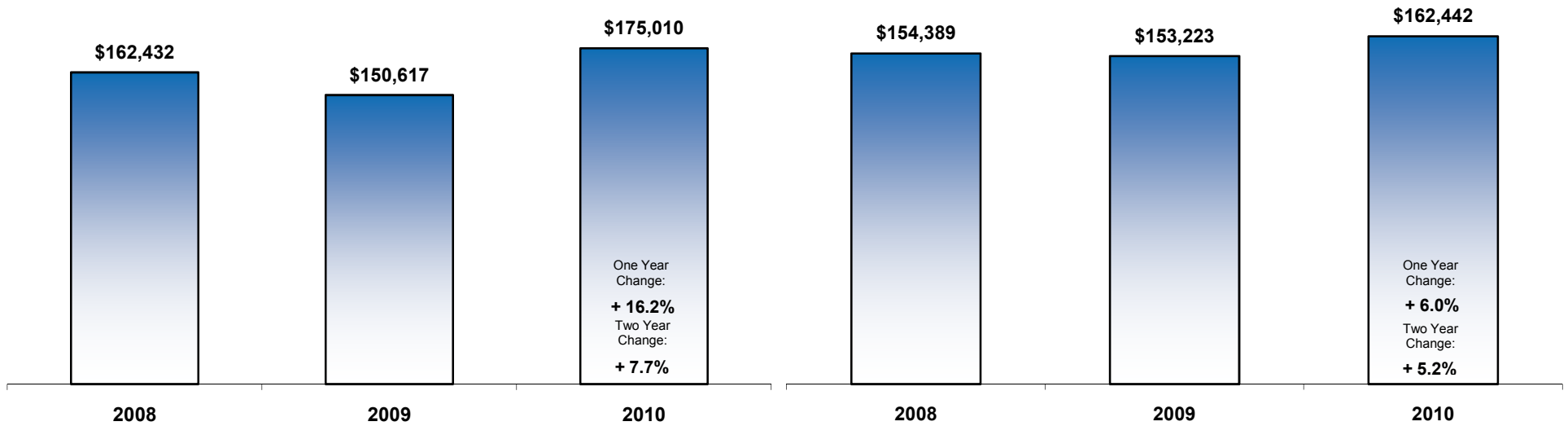
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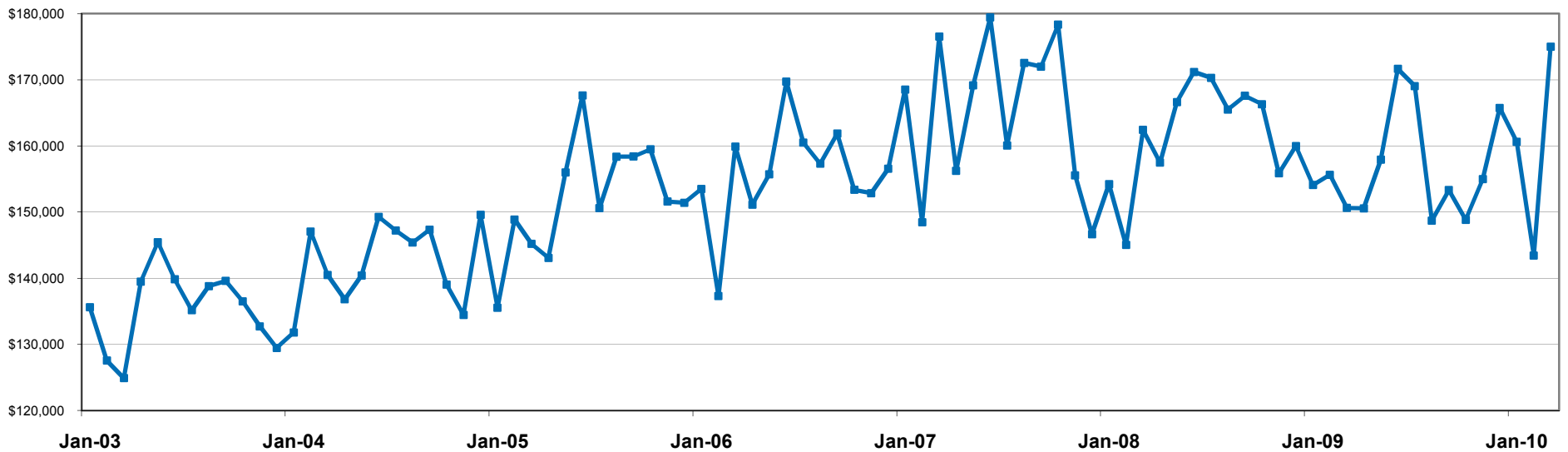
March

Year to Date

Figures do not take into account seller concessions.



Historical Average Prices

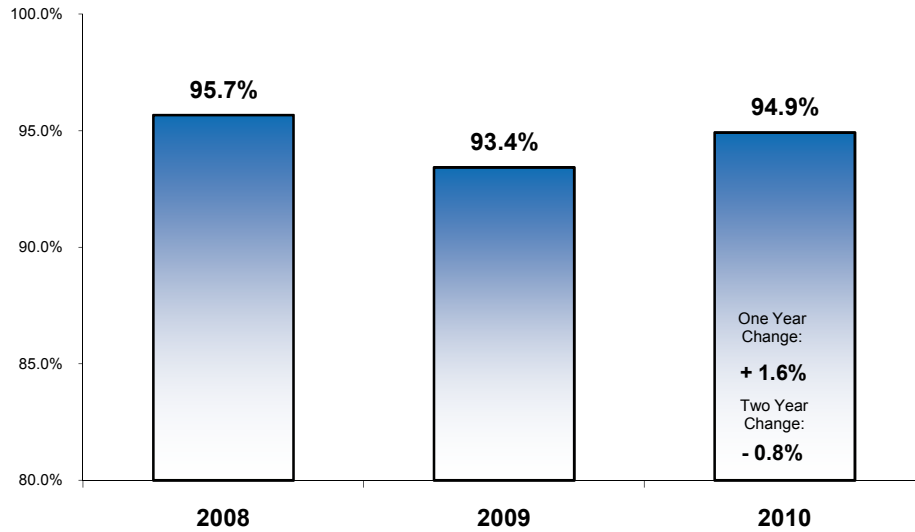


Percent of Original List Price Received at Sale

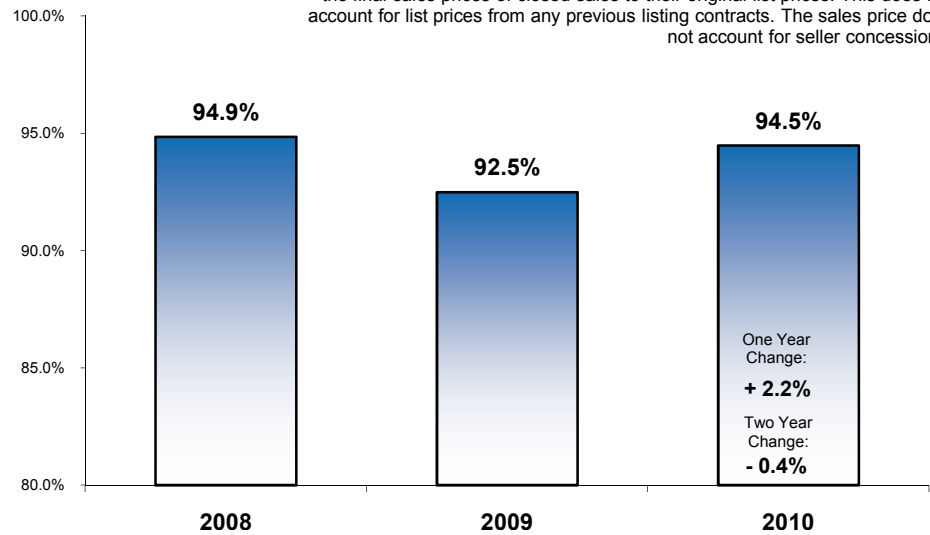
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



March

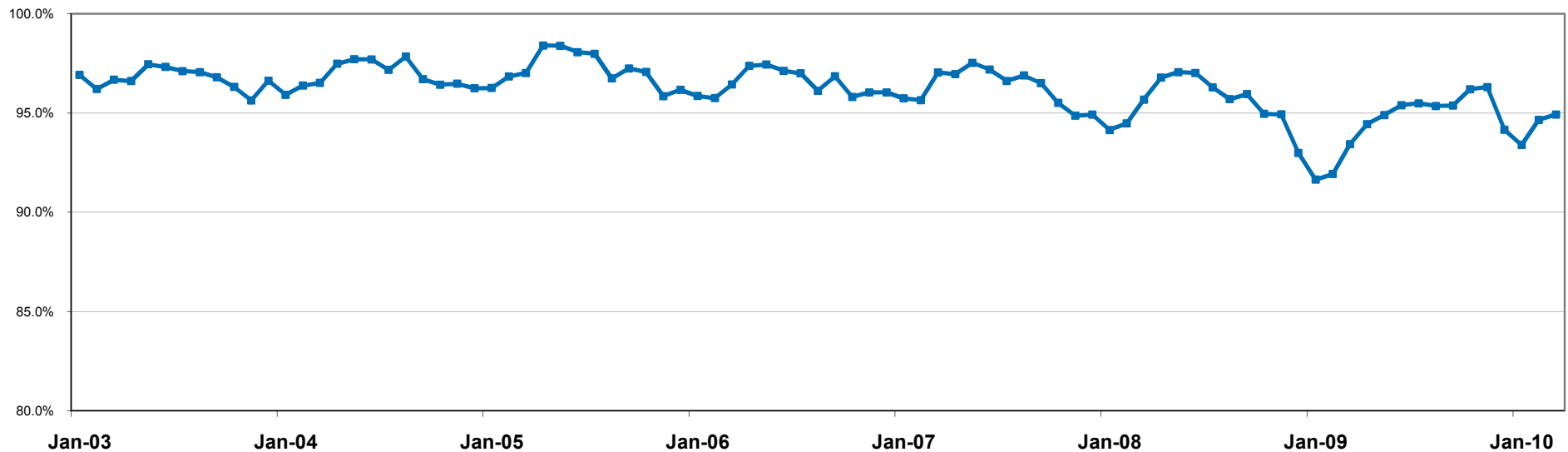


Year to Date



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



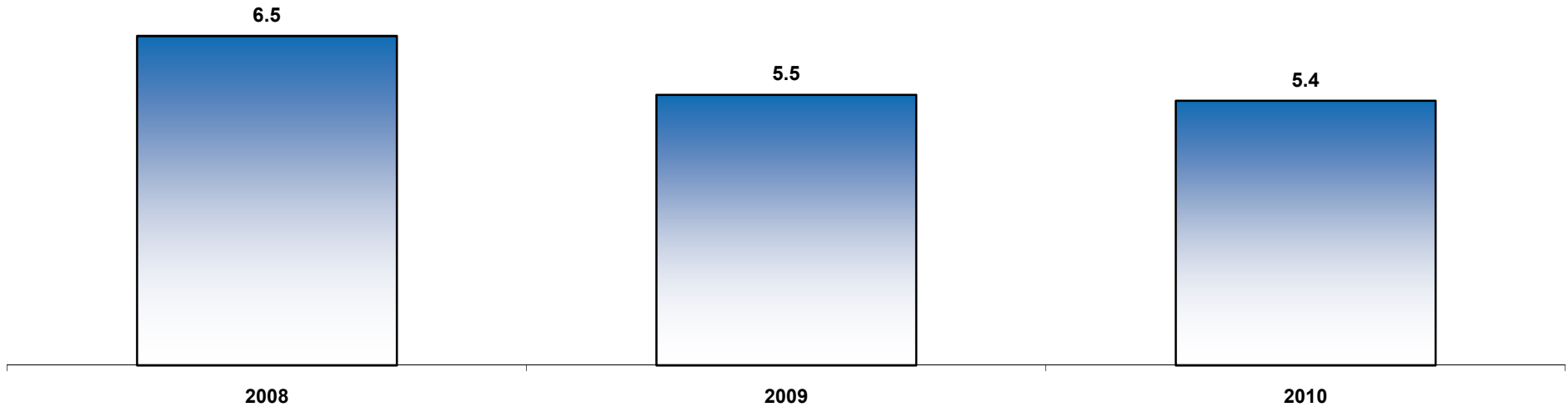
Mortgage Rates

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

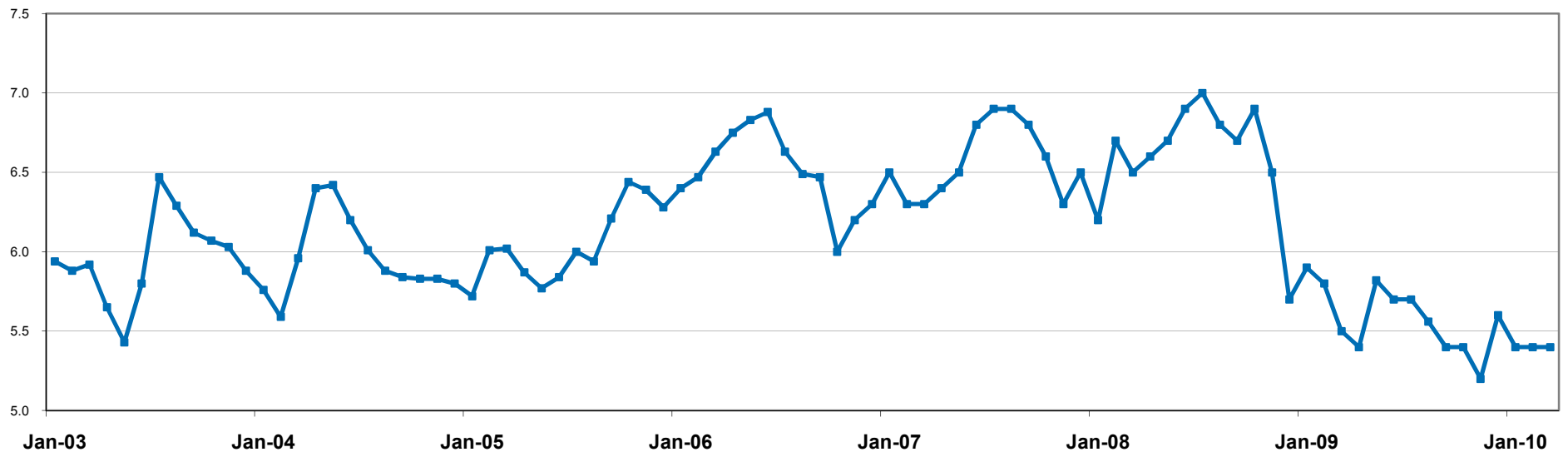


March

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



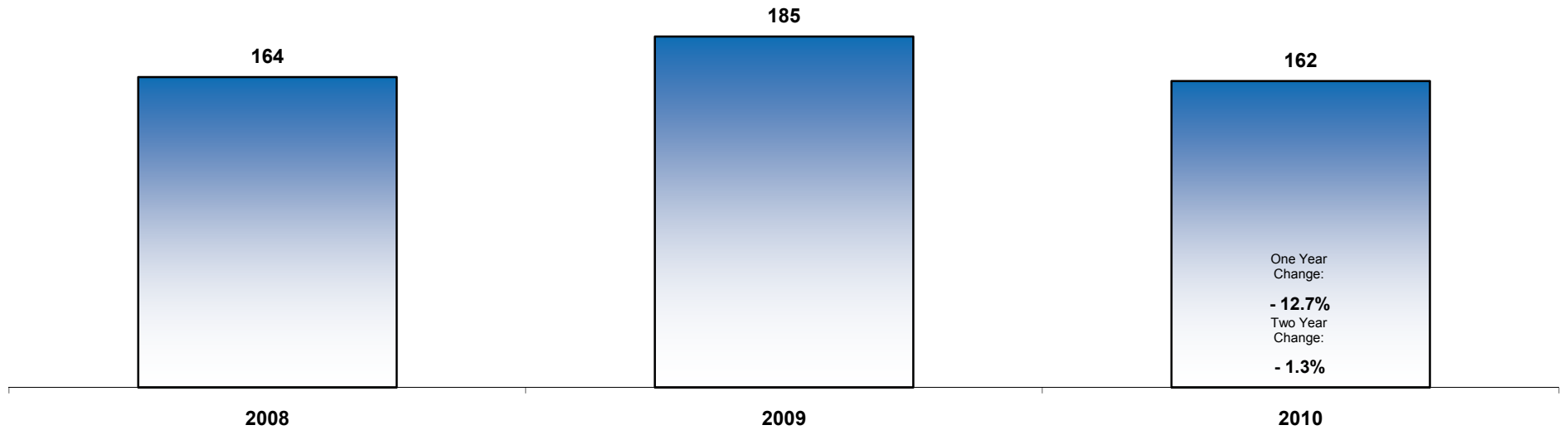
Housing Affordability Index

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

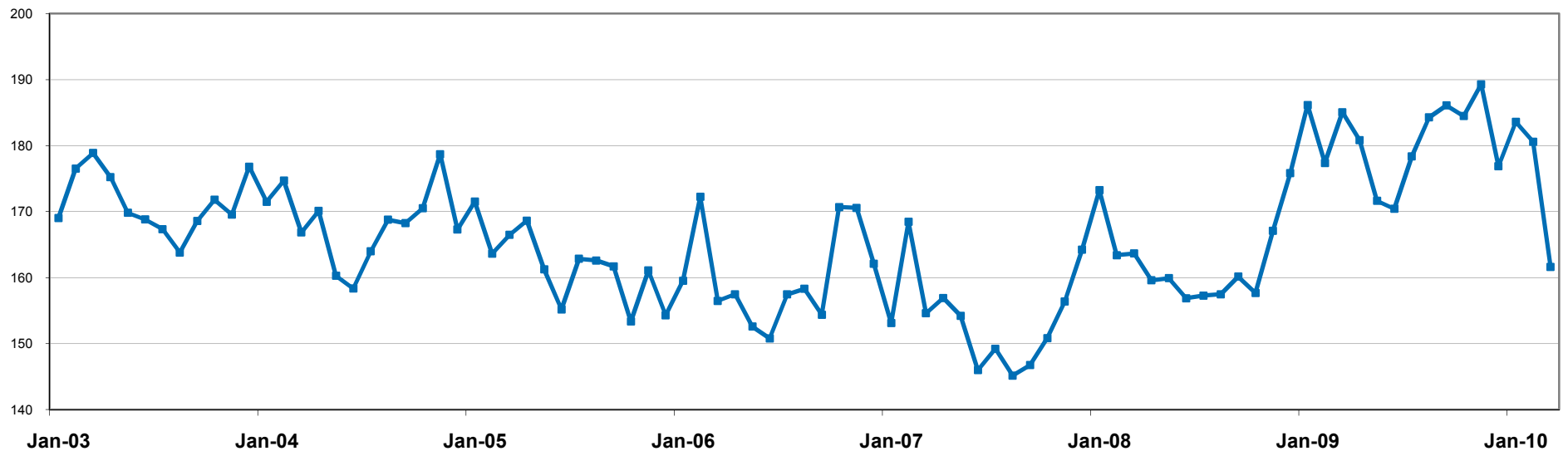


March

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

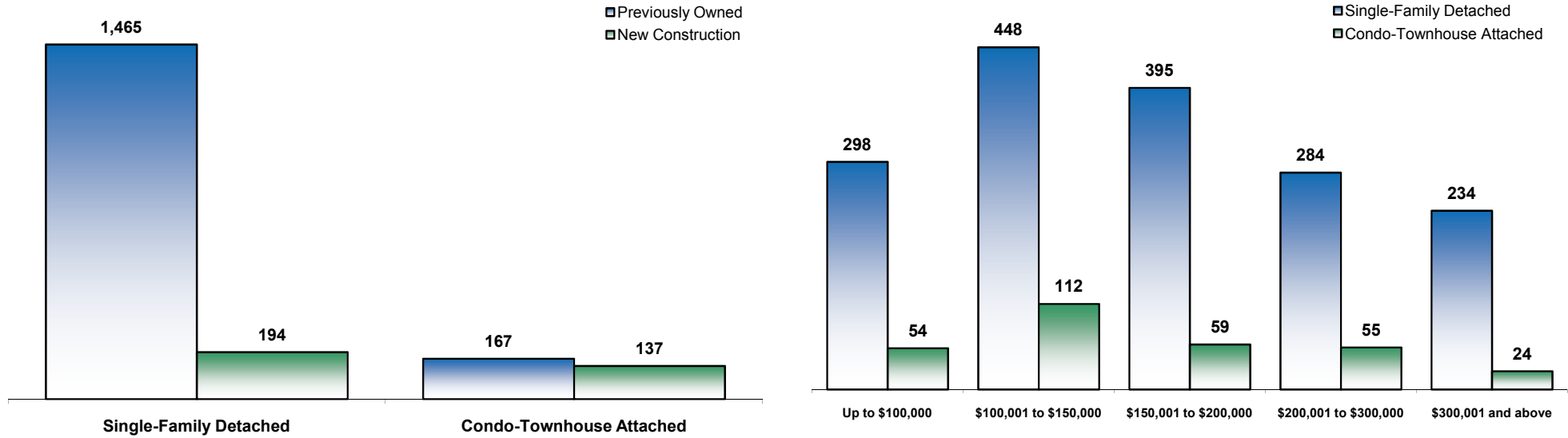


Housing Supply Outlook

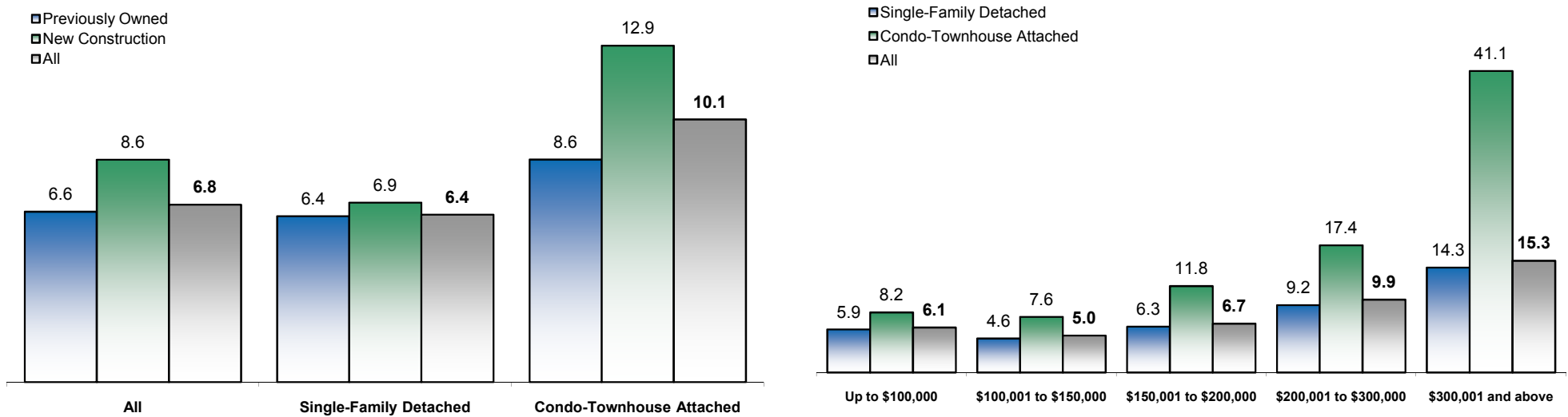
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



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

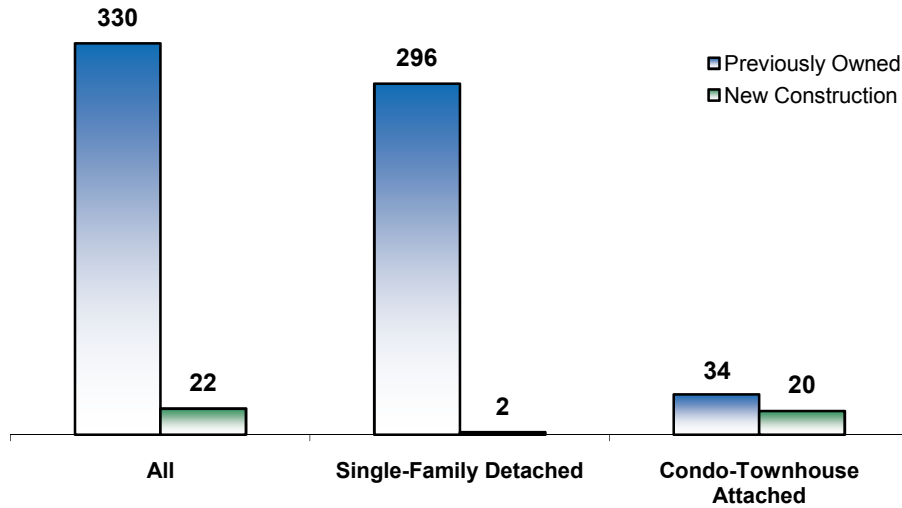
Housing Supply Outlook

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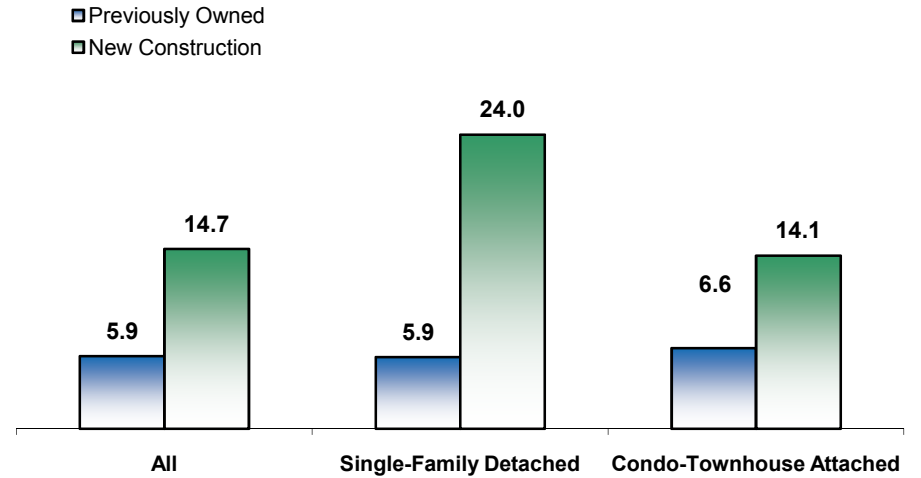


Under \$100,000

Inventory

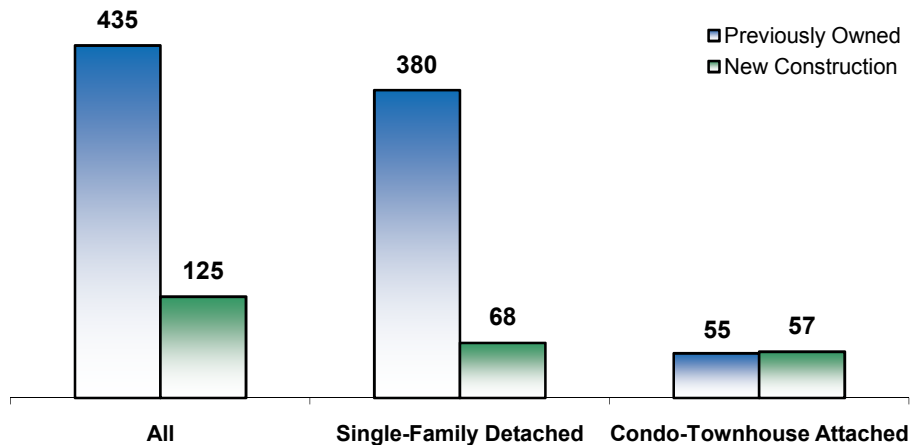


Months Supply

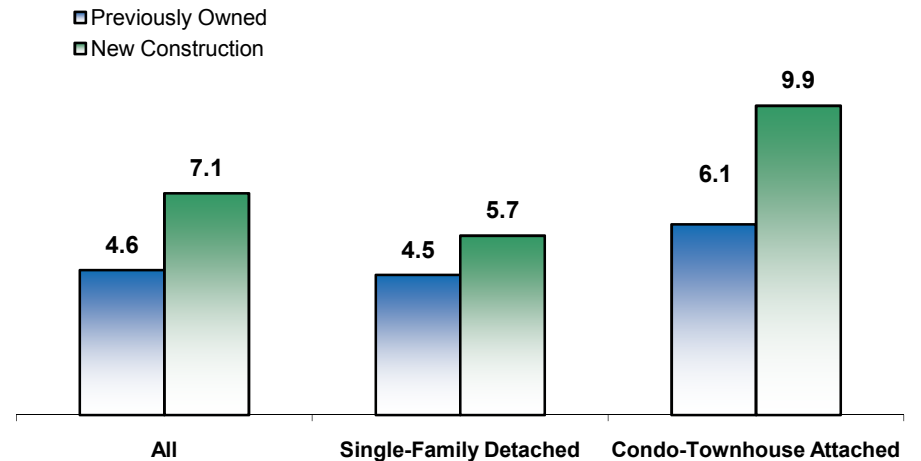


\$100,001 to \$150,000

Inventory



Months Supply



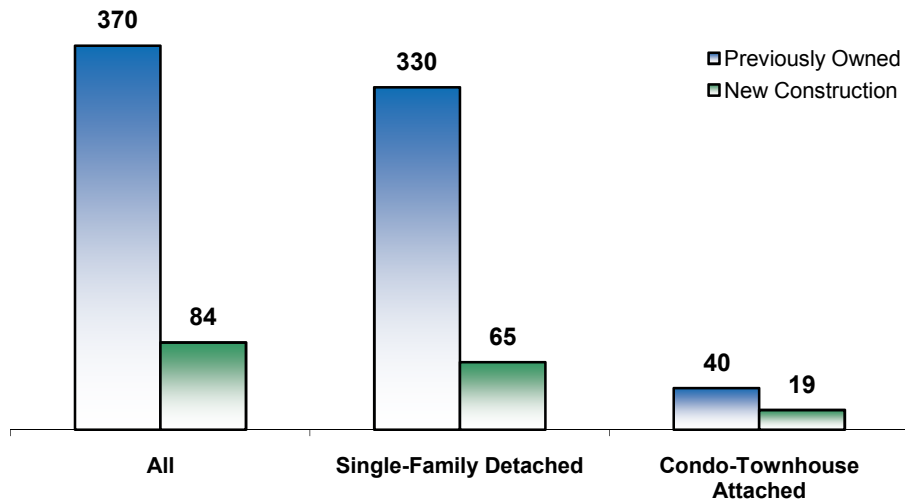
Housing Supply Outlook

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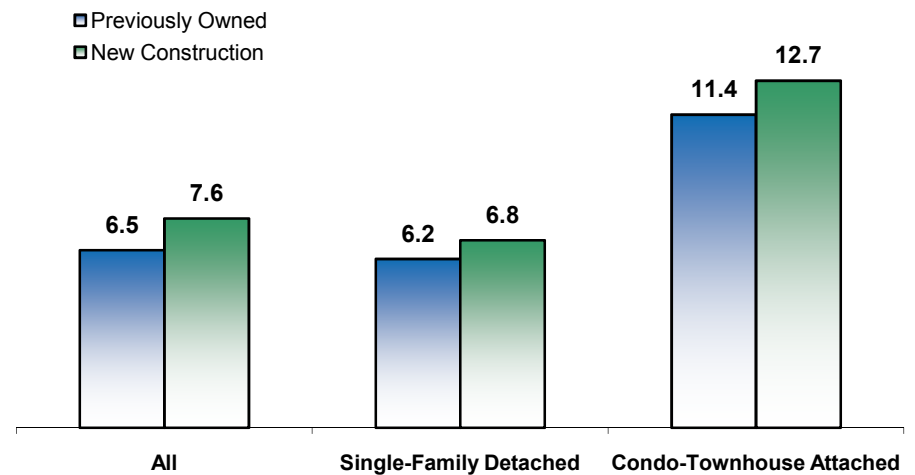


\$150,001 to \$200,000

Inventory

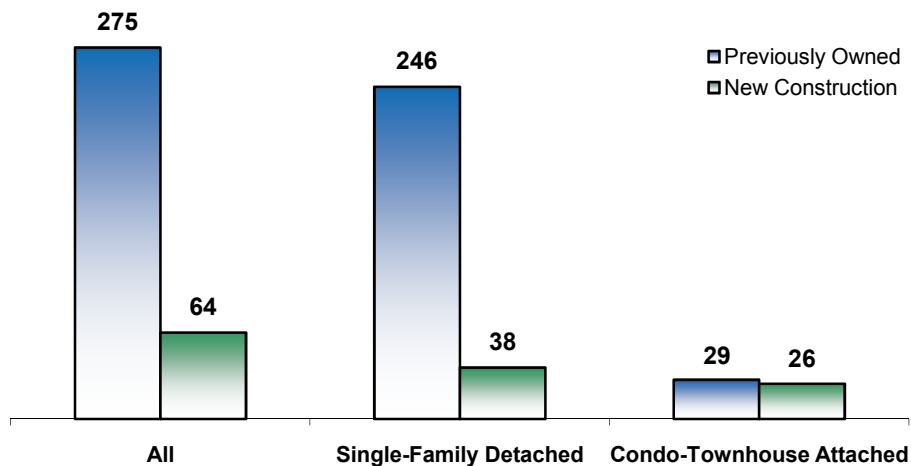


Months Supply

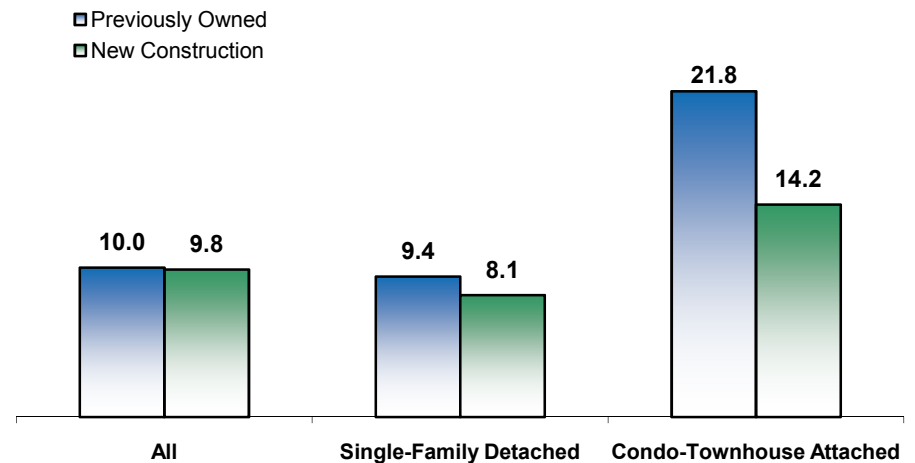


\$200,001 to \$300,000

Inventory



Months Supply



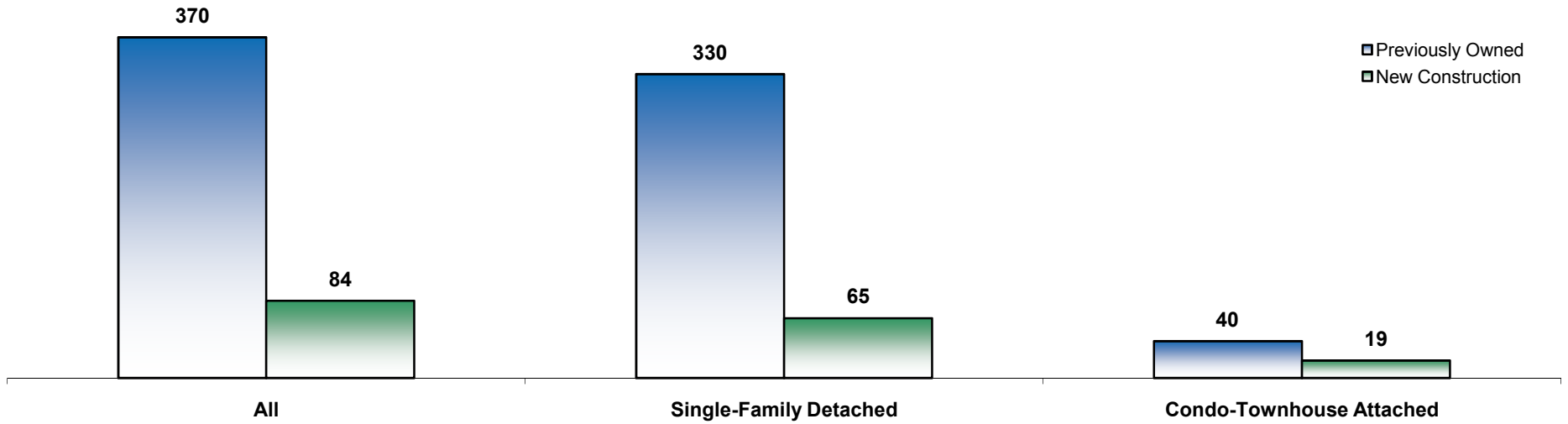
Housing Supply Outlook

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



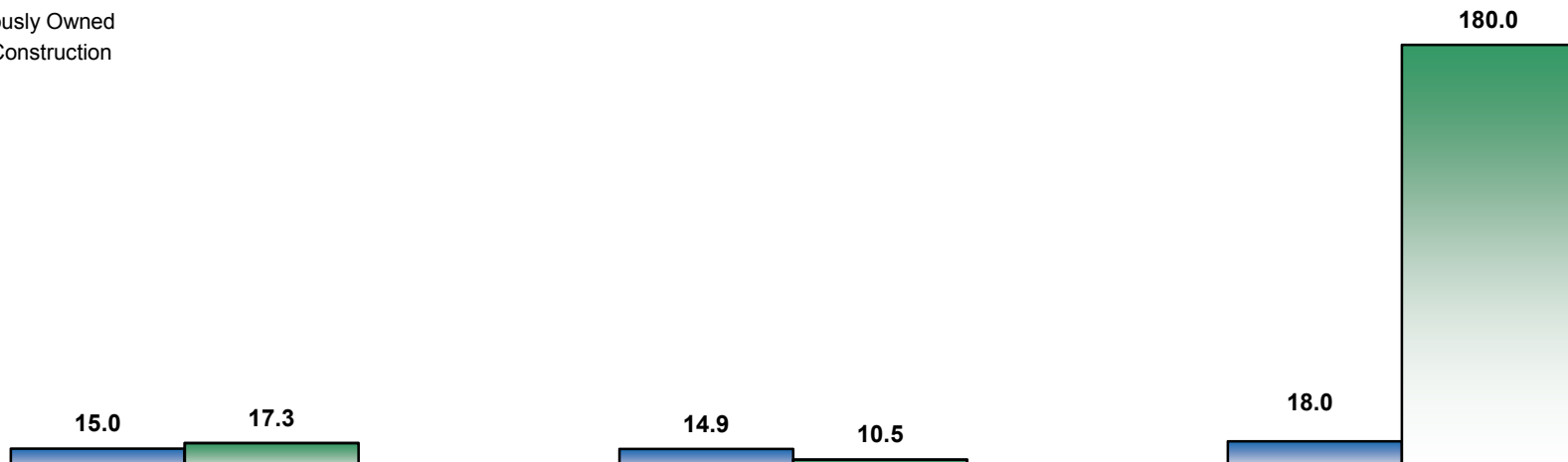
\$300,001 and above

Inventory



Months Supply

■ Previously Owned
■ New Construction



Market Overview

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



March 2010

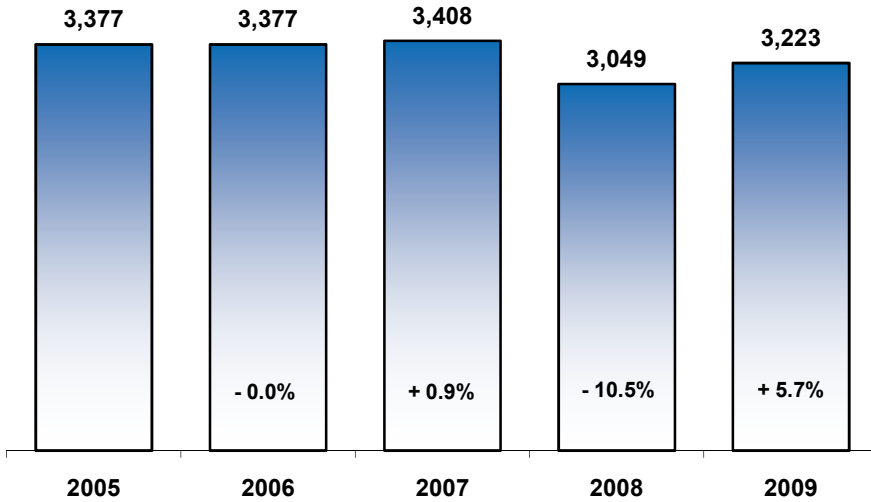
		This Year	Last Year	Percent Change	5-Year Average	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Jan	512	459	+ 11.5%	468	512	459	+ 11.5%	468
	Feb	463	436	+ 6.2%	442	975	895	+ 8.9%	910
	Mar	771	552	+ 39.7%	593	1,746	1,447	+ 20.7%	1,503
Pending Sales	Jan	158	153	+ 3.3%	187	158	153	+ 3.3%	187
	Feb	193	218	- 11.5%	223	351	371	- 5.4%	410
	Mar	296	241	+ 22.8%	309	647	612	+ 5.7%	719
Closed Sales	Jan	120	106	+ 13.2%	145	120	106	+ 13.2%	145
	Feb	145	187	- 22.5%	192	265	293	- 9.6%	337
	Mar	237	208	+ 13.9%	249	502	501	+ 0.2%	586
Days on Market Until Sale	Jan	100	86	+ 16.4%	86	100	86	+ 16.4%	86
	Feb	85	107	- 20.7%	90	92	100	- 7.9%	89
	Mar	99	111	- 11.0%	96	95	104	- 8.8%	92
Median Sales Price	Jan	\$139,350	\$130,000	+ 7.2%	\$134,860	\$139,350	\$130,000	+ 7.2%	
	Feb	\$142,250	\$139,500	+ 2.0%	\$134,180	\$140,000	\$135,800	+ 3.1%	--
	Mar	\$147,200	\$136,500	+ 7.8%	\$142,527	\$143,900	\$136,000	+ 5.8%	
Average Sales Price	Jan	\$160,601	\$154,081	+ 4.2%	\$158,183	\$160,601	\$154,081	+ 4.2%	\$158,183
	Feb	\$143,424	\$155,636	- 7.8%	\$145,975	\$151,202	\$155,073	- 2.5%	\$151,472
	Mar	\$175,010	\$150,617	+ 16.2%	\$164,899	\$162,442	\$153,223	+ 6.0%	\$157,338
Total Active Listings Available	Jan	1,666	1,846	- 9.8%					
	Feb	1,848	1,959	- 5.7%	--	--	--	--	--
	Mar	1,963	2,016	- 2.6%					
Percent of Original List Price	Jan	93.4%	91.6%	+ 1.9%	94.2%	93.4%	91.6%	+ 1.9%	93.4%
	Feb	94.7%	91.9%	+ 3.0%	94.5%	94.1%	91.8%	+ 2.5%	94.1%
	Mar	94.9%	93.4%	+ 1.6%	95.5%	94.5%	92.5%	+ 2.2%	94.5%
Mortgage Rates	Jan	5.4	5.9	- 8.5%	6.1				
	Feb	5.4	5.8	- 6.9%	6.1	--	--	--	--
	Mar	5.4	5.5	- 1.8%	6.1				
Housing Affordability Index	Jan	184	186	- 1.4%	171				
	Feb	181	177	+ 1.8%	172	--	--	--	--
	Mar	162	185	- 12.7%	164				
Months Supply of Inventory	Jan	5.9	6.9	- 15.5%					
	Feb	6.5	7.5	- 13.1%	--	--	--	--	--
	Mar	6.9	7.7	- 10.1%					

Annual Review

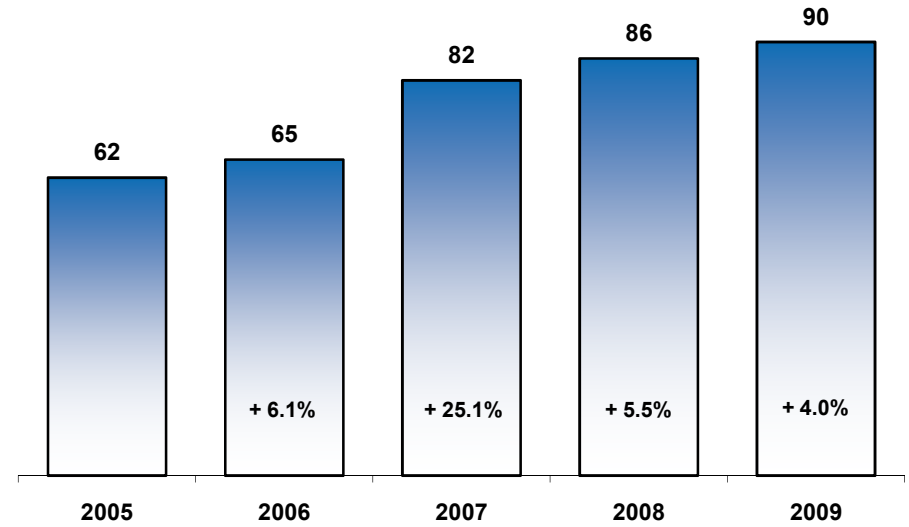
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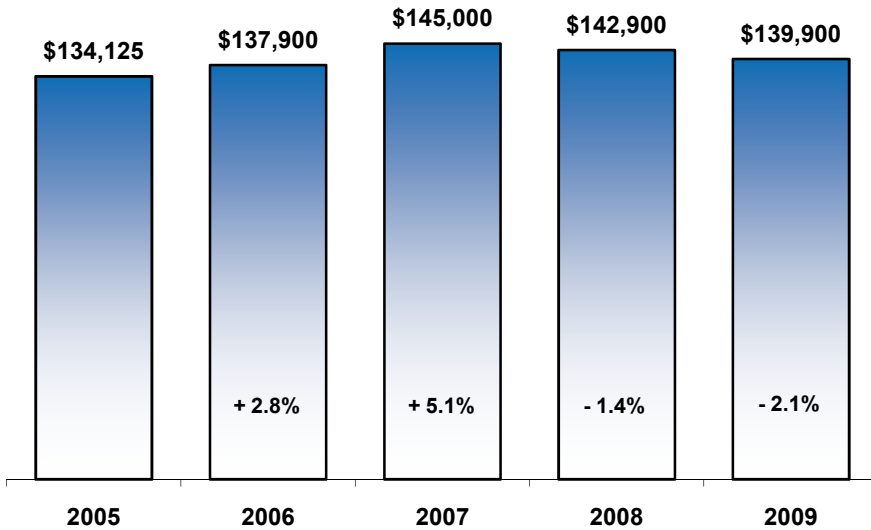
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

