

Monthly Indicators

June 2011

You may have noticed some "noise" lately about where the market is heading. Some accounts are optimistic while others, well, aren't. The good news is that local data provides a more reliable tone than national sound bites can offer. When it comes to hearing the market's true message, it may not necessarily be from the expected indicators, it may not be heard evenly across all segments and it may arrive in disjointed bursts. Let's listen.

The rate of inventory absorption in the Sioux Falls region slowed as Months Supply of Inventory was up 22.6 percent to 9.7 months. New Listings decreased 2.0 percent to 539. Pending Sales were up 14.5 percent to 300. Inventory levels shrank 3.9 percent to 2,238 units, but even choosy buyers can still find top-notch homes.

The price needle wouldn't budge this time. The Median Sales Price declined 4.8 percent to \$139,950. Days on Market increased 3.9 percent to 86 days. Affordability also improved.

On the national front, the interest rate dropped to 4.79 percent on a 30-year fixed conventional and 4.44 percent for FHA. The unemployment rate has been stable around 9.0 percent and initial unemployment claims have continued to fall. Wages and payroll jobs are also improving slowly. Debt ceiling negotiations and other background noises persist, while prolonged job growth is still the missing verse in the recovery song.

Quick Facts

- 13.4% **- 4.8%** **- 3.9%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

| | |
|---|-----------|
| Market Overview | 2 |
| New Listings | 3 |
| Pending Sales | 4 |
| Closed Sales | 5 |
| Days On Market Until Sale | 6 |
| Median Sales Price | 7 |
| Average Sales Price | 8 |
| Percent of Original List Price Received | 9 |
| Housing Affordability Index | 10 |
| Inventory of Homes for Sale | 11 |
| Months Supply of Inventory | 12 |

[Click on desired metric to jump to that page.](#)

Market Overview

Key market metrics for the current month and year-to-date.



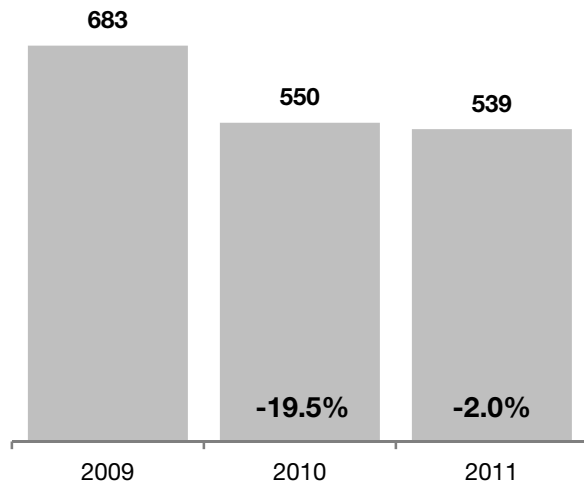
| Key Metrics | Historical Sparklines | 6-2010 | 6-2011 | + / - | YTD 2010 | YTD 2011 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 550 | 539 | - 2.0% | 3,535 | 3,087 | - 12.7% |
| Pending Sales | | 262 | 300 | + 14.5% | 1,670 | 1,498 | - 10.3% |
| Closed Sales | | 381 | 330 | - 13.4% | 1,623 | 1,393 | - 14.2% |
| Days on Market Until Sale | | 83 | 86 | + 3.9% | 87 | 96 | + 10.3% |
| Median Sales Price | | \$147,000 | \$139,950 | - 4.8% | \$142,500 | \$139,480 | - 2.1% |
| Average Sales Price | | \$163,352 | \$162,475 | - 0.5% | \$159,014 | \$157,994 | - 0.6% |
| Percent of Original List Price Received | | 95.2% | 94.8% | - 0.4% | 95.3% | 93.6% | - 1.7% |
| Housing Affordability Index | | 180 | 205 | + 13.9% | 184 | 205 | + 11.4% |
| Inventory of Homes for Sale | | 2,328 | 2,238 | - 3.9% | -- | -- | -- |
| Months Supply of Homes for Sale | | 7.9 | 9.7 | + 22.6% | -- | -- | -- |

New Listings

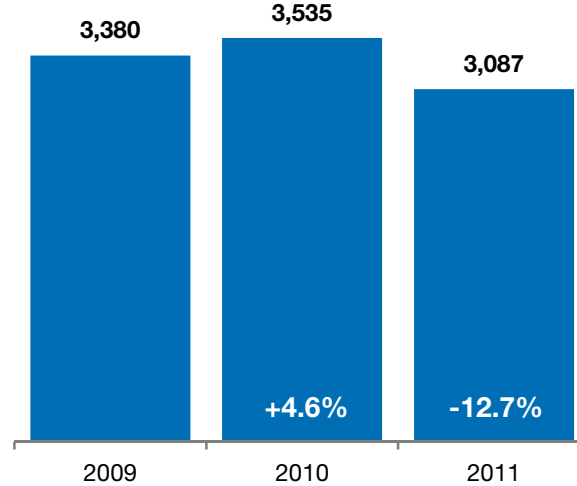
A count of the properties that have been newly listed on the market in a given month.



June



Year To Date



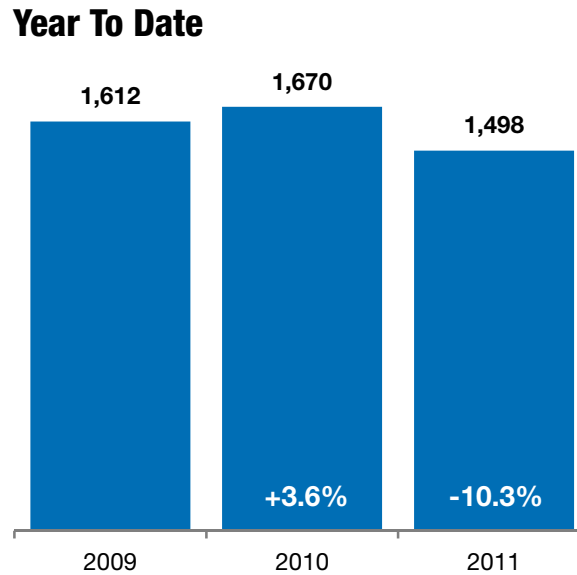
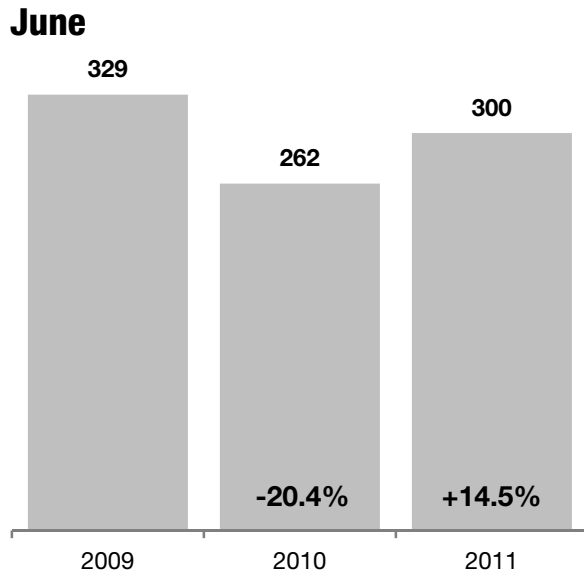
| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| July | 614 | 569 | -7.3% |
| August | 576 | 526 | -8.7% |
| September | 545 | 480 | -11.9% |
| October | 508 | 446 | -12.2% |
| November | 325 | 335 | +3.1% |
| December | 283 | 256 | -9.5% |
| January | 516 | 385 | -25.4% |
| February | 464 | 415 | -10.6% |
| March | 799 | 563 | -29.5% |
| April | 746 | 594 | -20.4% |
| May | 460 | 591 | +28.5% |
| June | 550 | 539 | -2.0% |
| 12-Month Avg | 532 | 475 | -10.8% |

Historical New Listing Activity



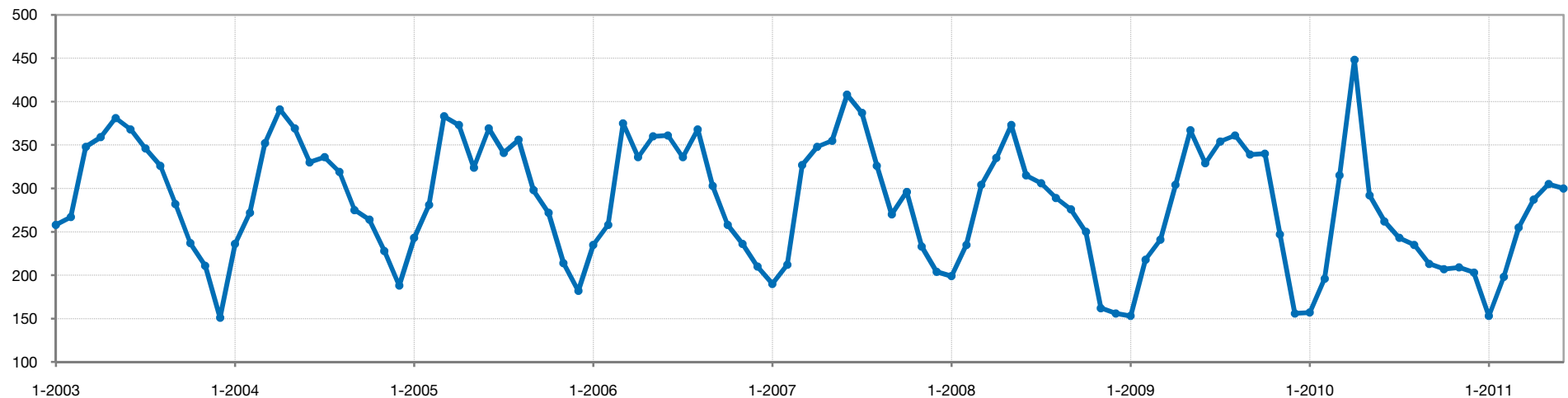
Pending Sales

A count of the properties on which contracts have been accepted in a given month.



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| July | 354 | 243 | -31.4% |
| August | 361 | 235 | -34.9% |
| September | 339 | 213 | -37.2% |
| October | 340 | 207 | -39.1% |
| November | 247 | 209 | -15.4% |
| December | 156 | 203 | +30.1% |
| January | 157 | 153 | -2.5% |
| February | 196 | 198 | +1.0% |
| March | 315 | 255 | -19.0% |
| April | 448 | 287 | -35.9% |
| May | 292 | 305 | +4.5% |
| June | 262 | 300 | +14.5% |
| 12-Month Avg | 289 | 234 | -19.0% |

Historical Pending Sales Activity

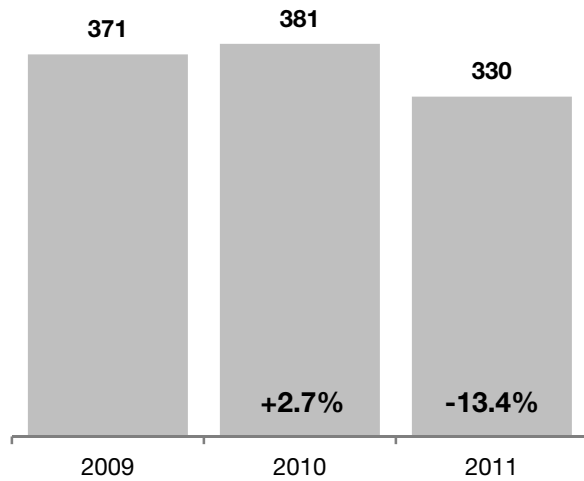


Closed Sales

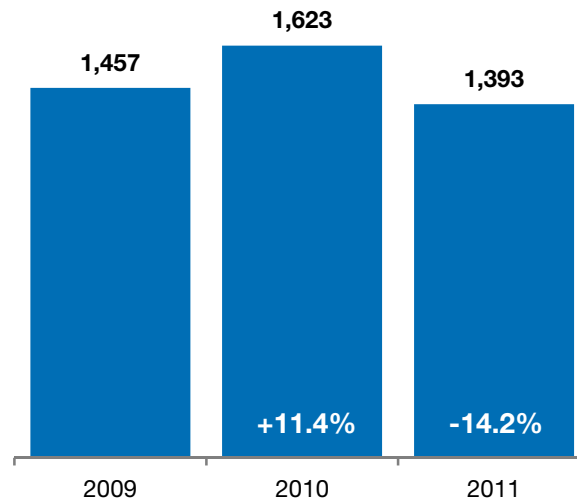
A count of the actual sales that have closed in a given month.



June



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| July | 377 | 240 | -36.3% |
| August | 293 | 239 | -18.4% |
| September | 356 | 202 | -43.3% |
| October | 399 | 234 | -41.4% |
| November | 341 | 212 | -37.8% |
| December | 167 | 221 | +32.3% |
| January | 120 | 138 | +15.0% |
| February | 145 | 150 | +3.4% |
| March | 238 | 229 | -3.8% |
| April | 346 | 253 | -26.9% |
| May | 393 | 293 | -25.4% |
| June | 381 | 330 | -13.4% |
| 12-Month Avg | 296 | 228 | -16.3% |

Historical Closed Sales Activity

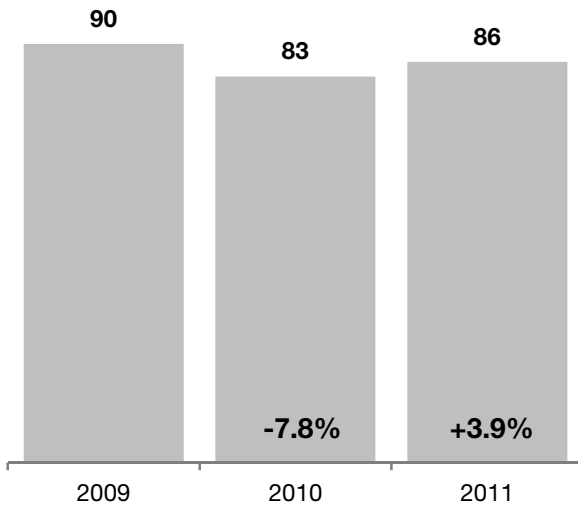


Days on Market Until Sale

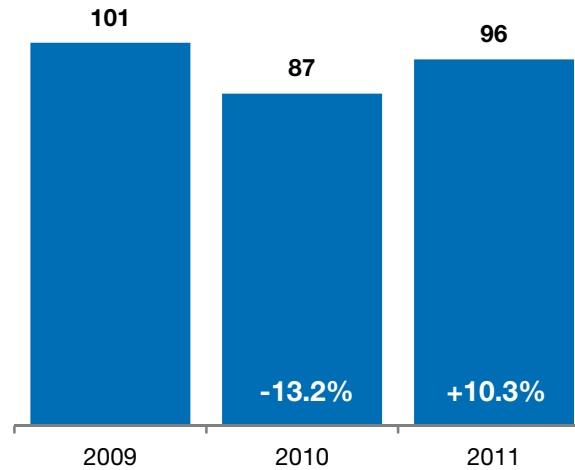
Average number of days between when a property is first listed and when an offer is accepted in a given month.



June



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| July | 88 | 86 | -2.2% |
| August | 80 | 88 | +9.1% |
| September | 86 | 85 | -1.1% |
| October | 75 | 87 | +17.1% |
| November | 76 | 100 | +31.7% |
| December | 90 | 92 | +3.0% |
| January | 100 | 111 | +11.6% |
| February | 85 | 106 | +23.9% |
| March | 99 | 93 | -5.8% |
| April | 83 | 105 | +26.5% |
| May | 85 | 91 | +6.4% |
| June | 83 | 86 | +3.9% |
| 12-Month Avg | 84 | 93 | +10.4% |

Historical Days on Market Until Sale

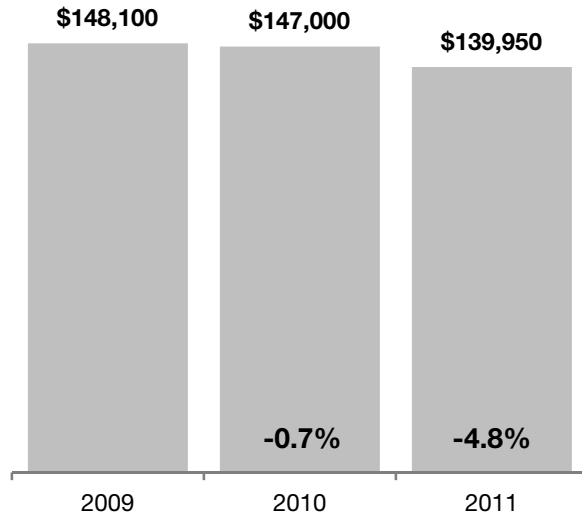


Median Sales Price

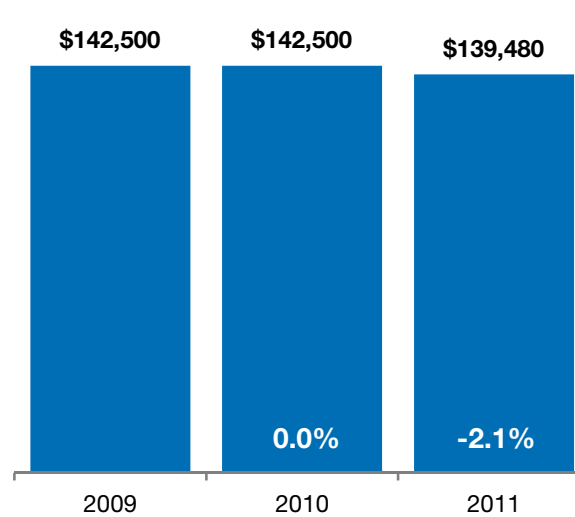
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

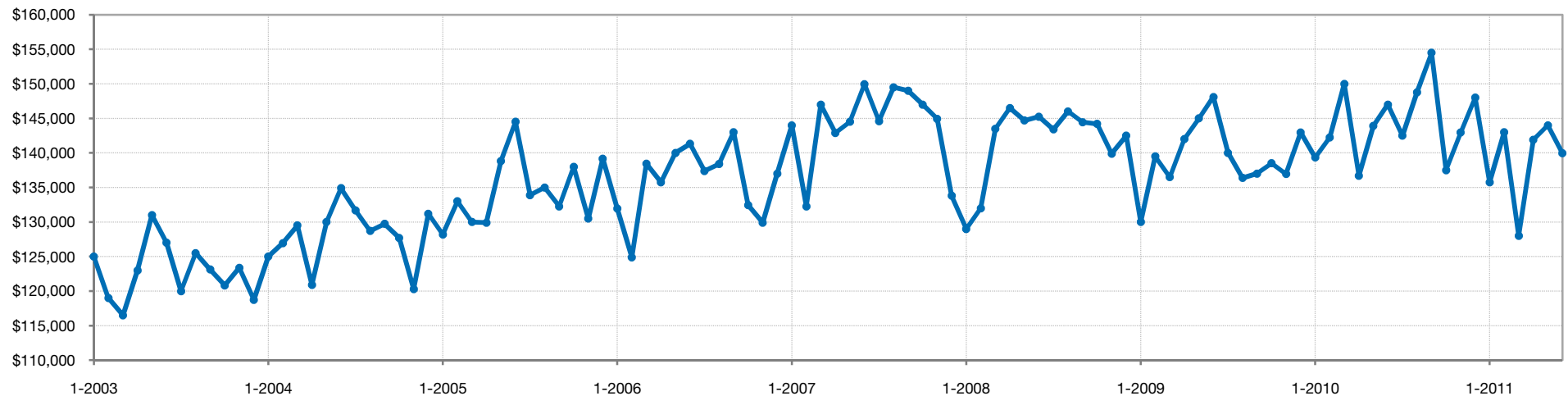


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| July | \$140,000 | \$142,500 | +1.8% |
| August | \$136,381 | \$148,750 | +9.1% |
| September | \$137,000 | \$154,500 | +12.8% |
| October | \$138,500 | \$137,500 | -0.7% |
| November | \$136,950 | \$142,950 | +4.4% |
| December | \$142,950 | \$148,000 | +3.5% |
| January | \$139,350 | \$135,750 | -2.6% |
| February | \$142,250 | \$143,000 | +0.5% |
| March | \$150,000 | \$128,000 | -14.7% |
| April | \$136,700 | \$141,900 | +3.8% |
| May | \$143,900 | \$144,000 | +0.1% |
| June | \$147,000 | \$139,950 | -4.8% |
| 12-Month Avg | \$139,900 | \$141,900 | +1.4% |

Historical Median Sales Price

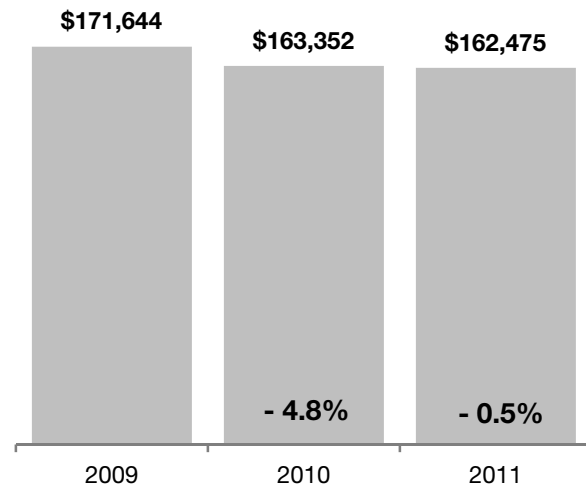


Average Sales Price

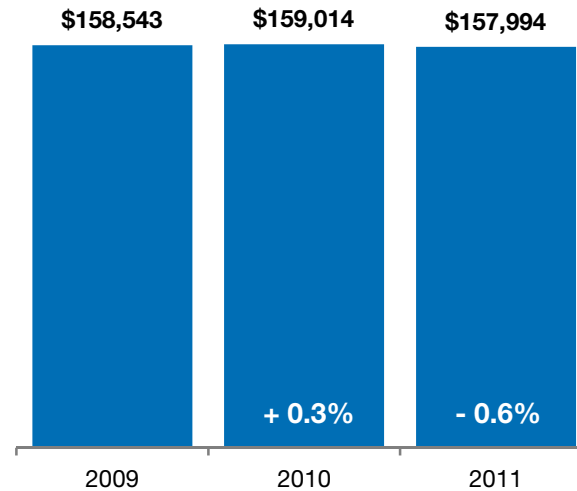
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

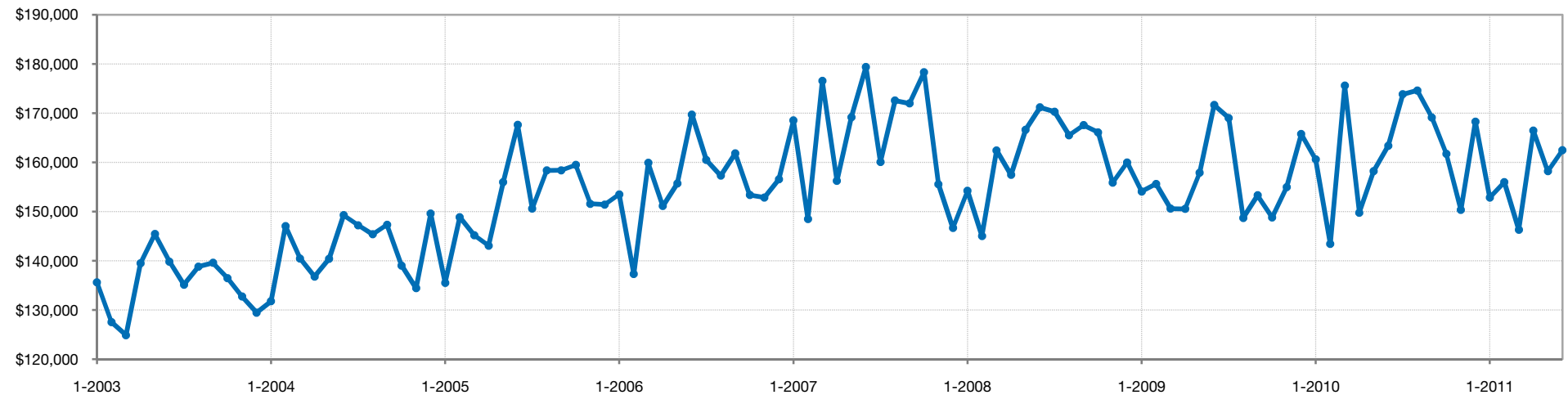


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| July | \$169,035 | \$173,831 | +2.8% |
| August | \$148,717 | \$174,608 | +17.4% |
| September | \$153,318 | \$169,144 | +10.3% |
| October | \$148,835 | \$161,754 | +8.7% |
| November | \$154,966 | \$150,344 | -3.0% |
| December | \$165,746 | \$168,277 | +1.5% |
| January | \$160,601 | \$152,846 | -4.8% |
| February | \$143,424 | \$155,980 | +8.8% |
| March | \$175,598 | \$146,337 | -16.7% |
| April | \$149,784 | \$166,465 | +11.1% |
| May | \$158,226 | \$158,212 | -0.0% |
| June | \$163,352 | \$162,475 | -0.5% |
| 12-Month Avg | \$157,448 | \$162,200 | +3.0% |

Historical Average Sales Price



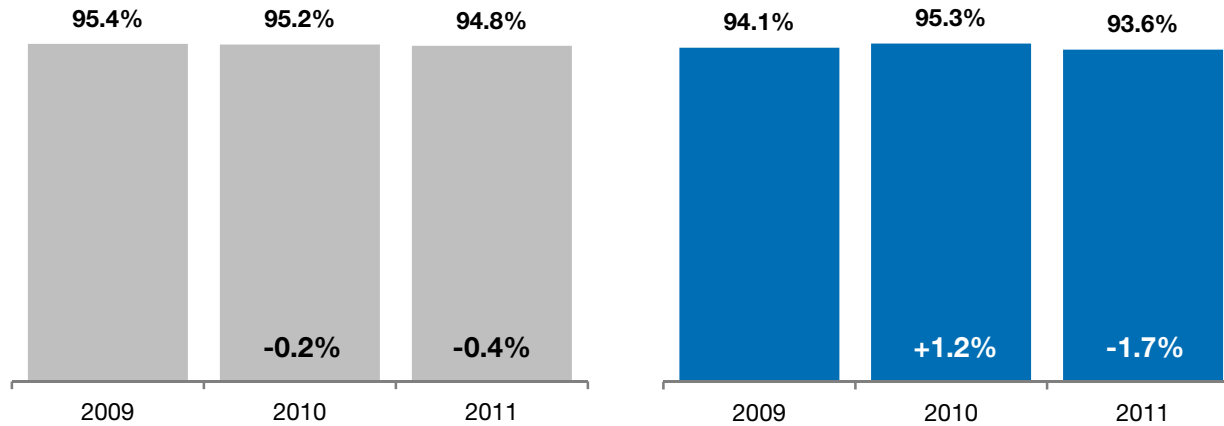
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



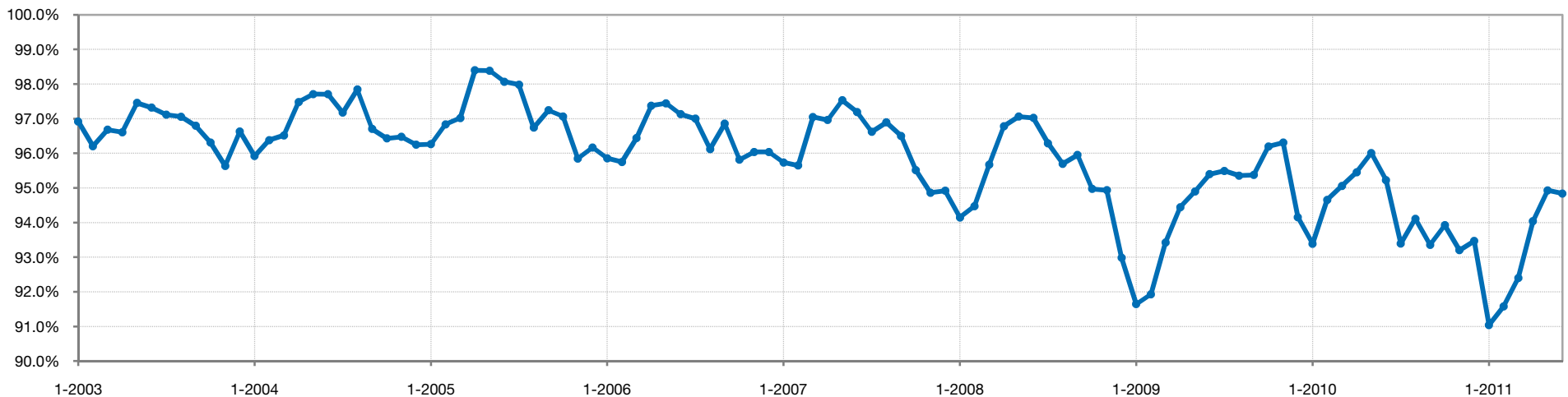
June

Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|-------|
| July | 95.5% | 93.4% | -2.2% |
| August | 95.4% | 94.1% | -1.3% |
| September | 95.4% | 93.4% | -2.1% |
| October | 96.2% | 93.9% | -2.4% |
| November | 96.3% | 93.2% | -3.2% |
| December | 94.2% | 93.5% | -0.7% |
| January | 93.4% | 91.0% | -2.5% |
| February | 94.7% | 91.6% | -3.3% |
| March | 95.1% | 92.4% | -2.8% |
| April | 95.5% | 94.0% | -1.5% |
| May | 96.0% | 94.9% | -1.1% |
| June | 95.2% | 94.8% | -0.4% |
| 12-Month Avg | 95.5% | 93.6% | -2.0% |

Historical Percent of Original List Price Received

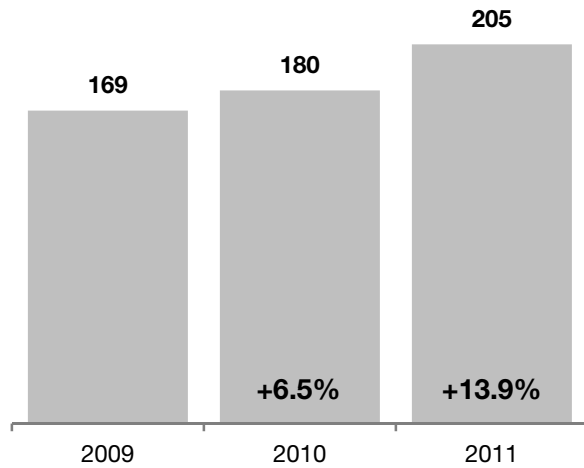


Housing Affordability Index

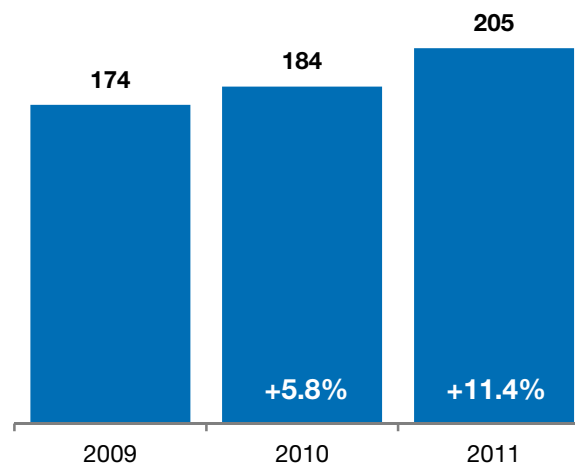


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June

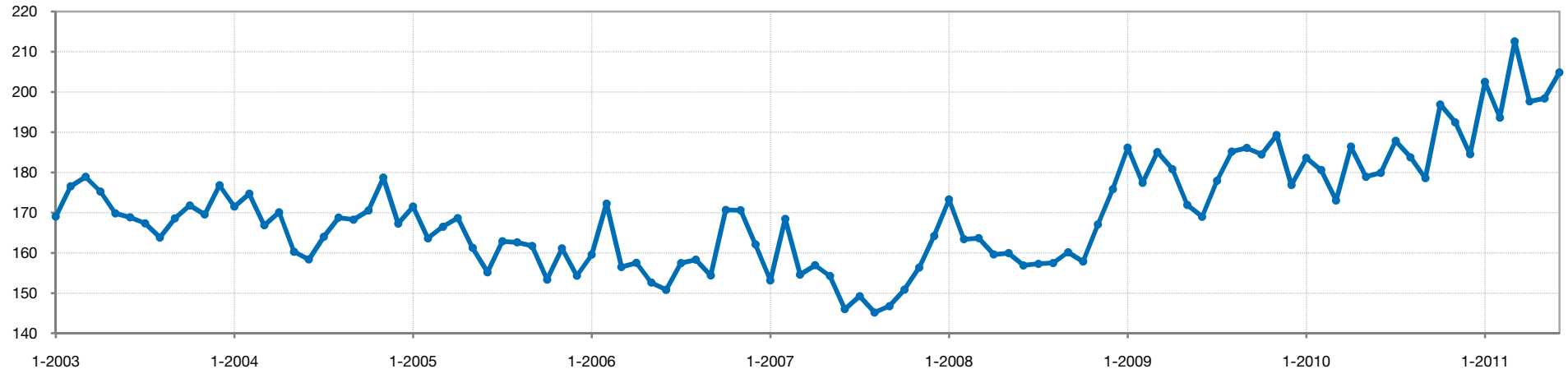


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| July | 178 | 188 | +5.6% |
| August | 185 | 184 | -0.8% |
| September | 186 | 179 | -4.0% |
| October | 184 | 197 | +6.7% |
| November | 189 | 192 | +1.7% |
| December | 177 | 184 | +4.3% |
| January | 184 | 202 | +10.3% |
| February | 181 | 194 | +7.2% |
| March | 173 | 213 | +22.9% |
| April | 186 | 198 | +6.0% |
| May | 179 | 198 | +10.9% |
| June | 180 | 205 | +13.9% |
| 12-Month Avg | 182 | 194 | +7.1% |

Historical Housing Affordability Index

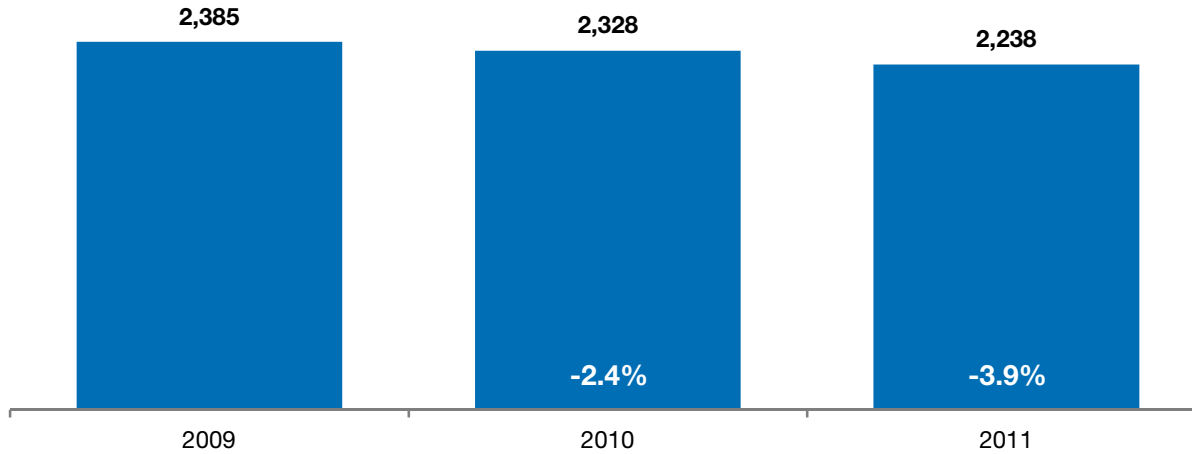


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

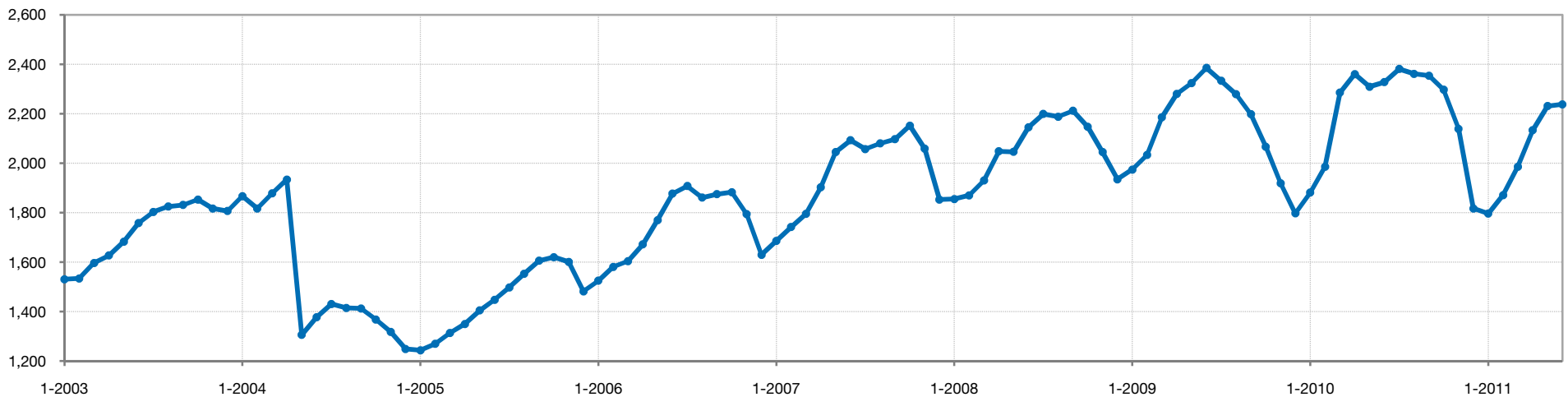


June



| Month | Prior Year | Current Year | + / - |
|--------------|--------------|--------------|--------------|
| July | 2,333 | 2,381 | +2.1% |
| August | 2,279 | 2,361 | +3.6% |
| September | 2,198 | 2,354 | +7.1% |
| October | 2,067 | 2,297 | +11.1% |
| November | 1,919 | 2,139 | +11.5% |
| December | 1,797 | 1,817 | +1.1% |
| January | 1,881 | 1,796 | -4.5% |
| February | 1,986 | 1,871 | -5.8% |
| March | 2,285 | 1,986 | -13.1% |
| April | 2,360 | 2,133 | -9.6% |
| May | 2,309 | 2,231 | -3.4% |
| June | 2,328 | 2,238 | -3.9% |
| 12-Month Avg | 2,145 | 2,134 | -0.3% |

Historical Inventory of Homes for Sale

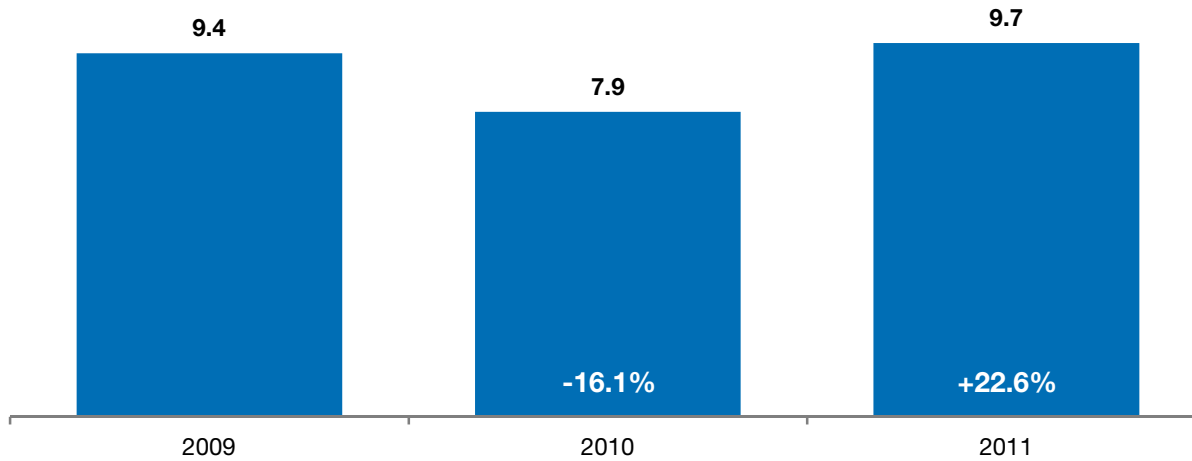


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



June



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| July | 9.2 | 8.2 | -10.2% |
| August | 8.8 | 8.4 | -4.3% |
| September | 8.3 | 8.7 | +5.1% |
| October | 7.7 | 8.9 | +15.8% |
| November | 6.9 | 8.6 | +24.7% |
| December | 6.3 | 7.4 | +17.5% |
| January | 6.6 | 7.2 | +9.2% |
| February | 7.0 | 7.5 | +8.0% |
| March | 8.1 | 8.0 | -1.0% |
| April | 8.2 | 8.8 | +7.3% |
| May | 7.7 | 9.7 | +26.5% |
| June | 7.9 | 9.7 | +22.6% |
| 12-Month Avg | 7.7 | 8.4 | +9.3% |

Historical Months Supply of Inventory

