



REALTOR® Association of the Sioux Empire Inc.

# Monthly Indicators

## October 2011

There's the numbers, then there's the story behind them. For months, declining inventory has been the national tale to tell. This suggests a changing narrative with different voices. A buyer might tell you that record low mortgage rates and affordable prices made homeownership more attractive than renting. A seller may say that less competition allowed them to receive more of their asking price. The moral of the story? Real estate is local both in terms of geography and personal circumstance.

New Listings in the Sioux Falls region decreased 22.0 percent to 348. Pending Sales were up 16.1 percent to 238. Inventory levels shrank 15.2 percent to 1,953 units, a trend that could indicate a changing landscape.

Prices showed signs of life. The Median Sales Price increased 5.6 percent to \$145,250. Days on Market increased 13.8 percent to 100 days. Absorption rates improved as Months Supply of Inventory was down 11.2 percent to 7.9 months.

Recent reports from the broader economy have dispelled the story of a double-dip recession. An early reading of gross domestic product (GDP) showed 2.5 percent growth. Meanwhile, national job growth, a major driver of housing demand and price support, has recently strengthened. An increasingly impatient White House has rolled out phase two of the Home Affordable Refinance Program (HARP) for Fannie- and Freddie-backed mortgages. This should help a number of consumers as they write the next chapter.

## Quick Facts

**+ 12.4%**

**+ 5.6%**

**- 15.2%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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# Market Overview

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



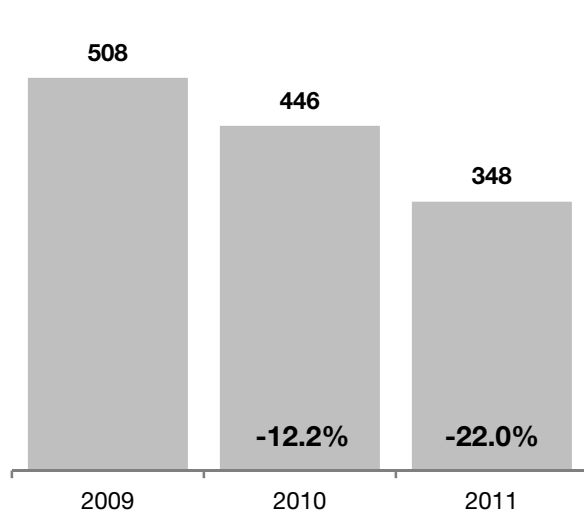
| Key Metrics                                    | Historical Sparklines | 10-2010   | 10-2011          | + / -   | YTD 2010  | YTD 2011         | + / -   |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| <b>New Listings</b>                            |                       | 446       | <b>348</b>       | - 22.0% | 5,555     | <b>4,892</b>     | - 11.9% |
| <b>Pending Sales</b>                           |                       | 205       | <b>238</b>       | + 16.1% | 2,565     | <b>2,587</b>     | + 0.9%  |
| <b>Closed Sales</b>                            |                       | 234       | <b>263</b>       | + 12.4% | 2,538     | <b>2,534</b>     | - 0.2%  |
| <b>Days on Market Until Sale</b>               |                       | 87        | <b>100</b>       | + 13.8% | 87        | <b>96</b>        | + 10.7% |
| <b>Median Sales Price</b>                      |                       | \$137,500 | <b>\$145,250</b> | + 5.6%  | \$143,560 | <b>\$141,500</b> | - 1.4%  |
| <b>Average Sales Price</b>                     |                       | \$161,754 | <b>\$162,299</b> | + 0.3%  | \$162,924 | <b>\$160,261</b> | - 1.6%  |
| <b>Percent of Original List Price Received</b> |                       | 93.9%     | <b>93.4%</b>     | - 0.6%  | 94.7%     | <b>93.8%</b>     | - 1.0%  |
| <b>Housing Affordability Index</b>             |                       | 197       | <b>205</b>       | + 3.9%  | 190       | <b>209</b>       | + 9.7%  |
| <b>Inventory of Homes for Sale</b>             |                       | 2,302     | <b>1,953</b>     | - 15.2% | --        | --               | --      |
| <b>Months Supply of Homes for Sale</b>         |                       | 8.9       | <b>7.9</b>       | - 11.2% | --        | --               | --      |

# New Listings

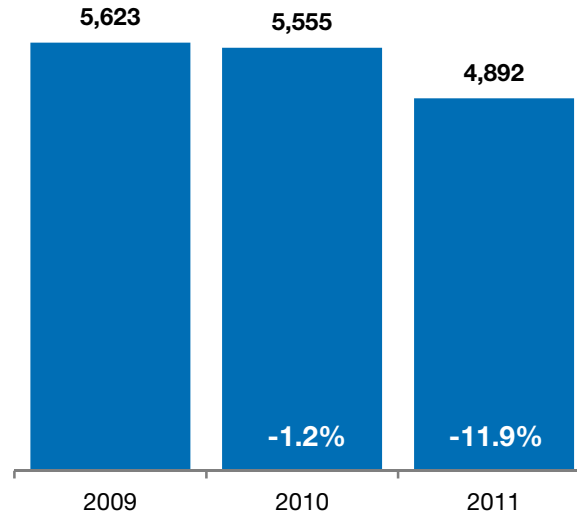
A count of the properties that have been newly listed on the market in a given month.



## October

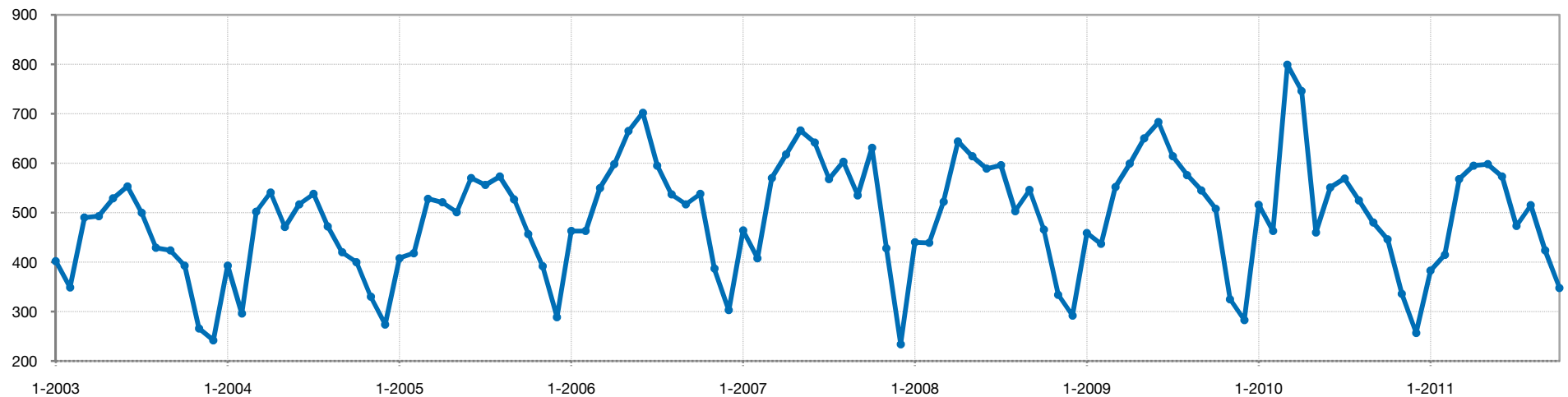


## Year To Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| November            | 325        | 336          | +3.4%         |
| December            | 283        | 257          | -9.2%         |
| January             | 516        | 383          | -25.8%        |
| February            | 463        | 415          | -10.4%        |
| March               | 799        | 568          | -28.9%        |
| April               | 746        | 595          | -20.2%        |
| May                 | 460        | 598          | +30.0%        |
| June                | 551        | 573          | +4.0%         |
| July                | 569        | 473          | -16.9%        |
| August              | 525        | 515          | -1.9%         |
| September           | 480        | 424          | -11.7%        |
| October             | 446        | 348          | -22.0%        |
| <b>12-Month Avg</b> | <b>514</b> | <b>457</b>   | <b>-11.0%</b> |

## Historical New Listing Activity

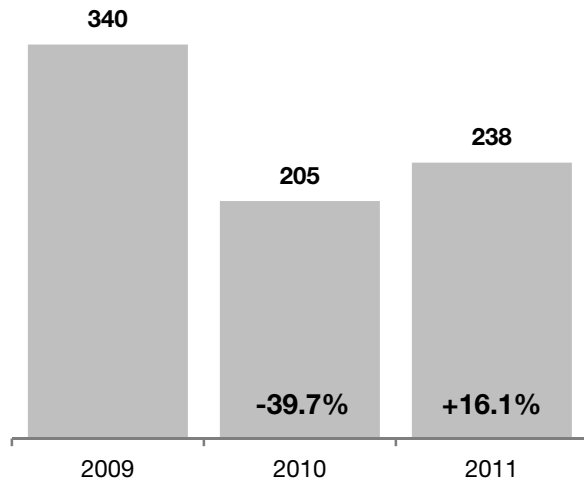


# Pending Sales

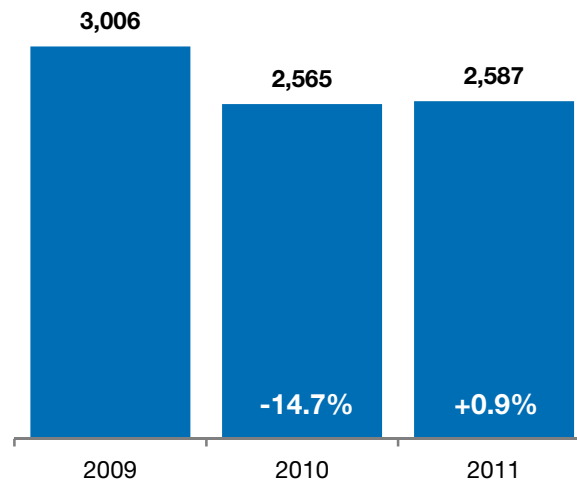
A count of the properties on which contracts have been accepted in a given month.



## October

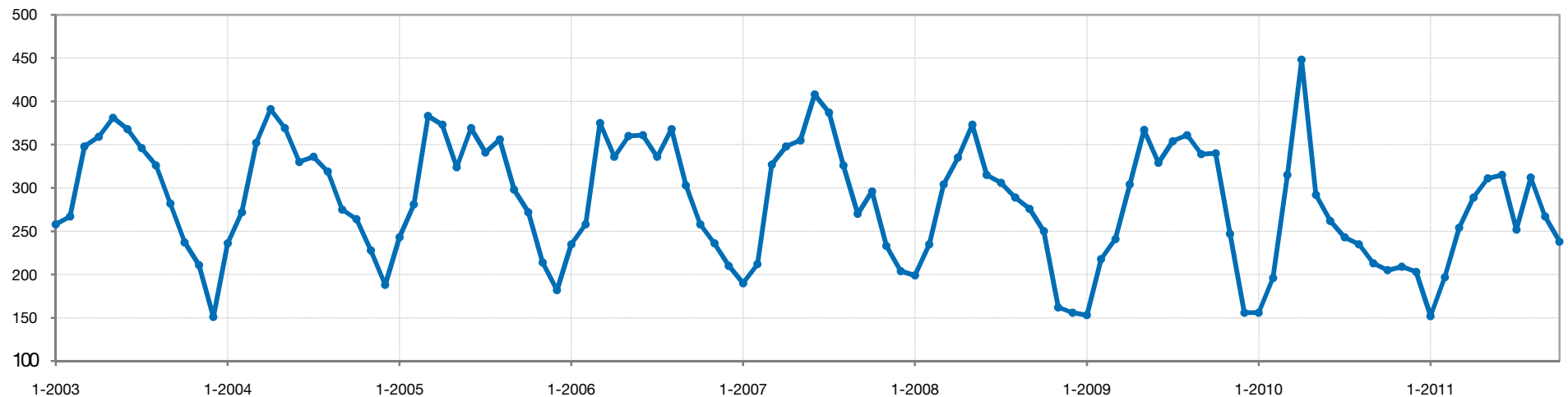


## Year To Date



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| November     | 247        | 209          | -15.4% |
| December     | 156        | 203          | +30.1% |
| January      | 156        | 152          | -2.6%  |
| February     | 196        | 197          | +0.5%  |
| March        | 315        | 254          | -19.4% |
| April        | 448        | 289          | -35.5% |
| May          | 292        | 311          | +6.5%  |
| June         | 262        | 315          | +20.2% |
| July         | 243        | 252          | +3.7%  |
| August       | 235        | 312          | +32.8% |
| September    | 213        | 267          | +25.4% |
| October      | 205        | 238          | +16.1% |
| 12-Month Avg | 247        | 250          | +1.0%  |

## Historical Pending Sales Activity

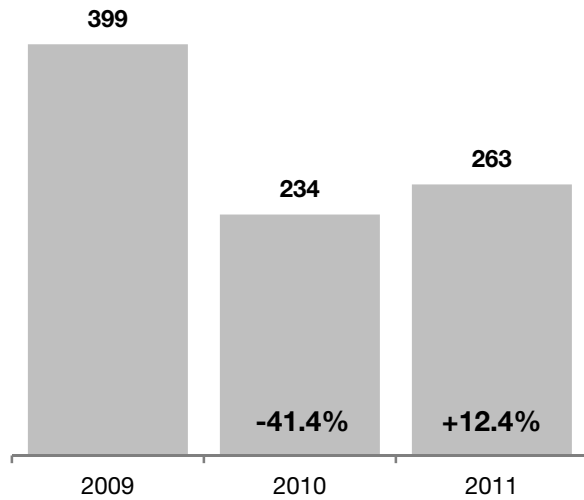


# Closed Sales

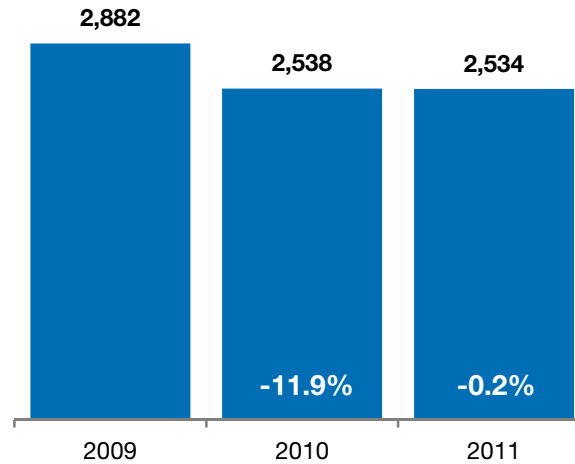
A count of the actual sales that have closed in a given month.



## October

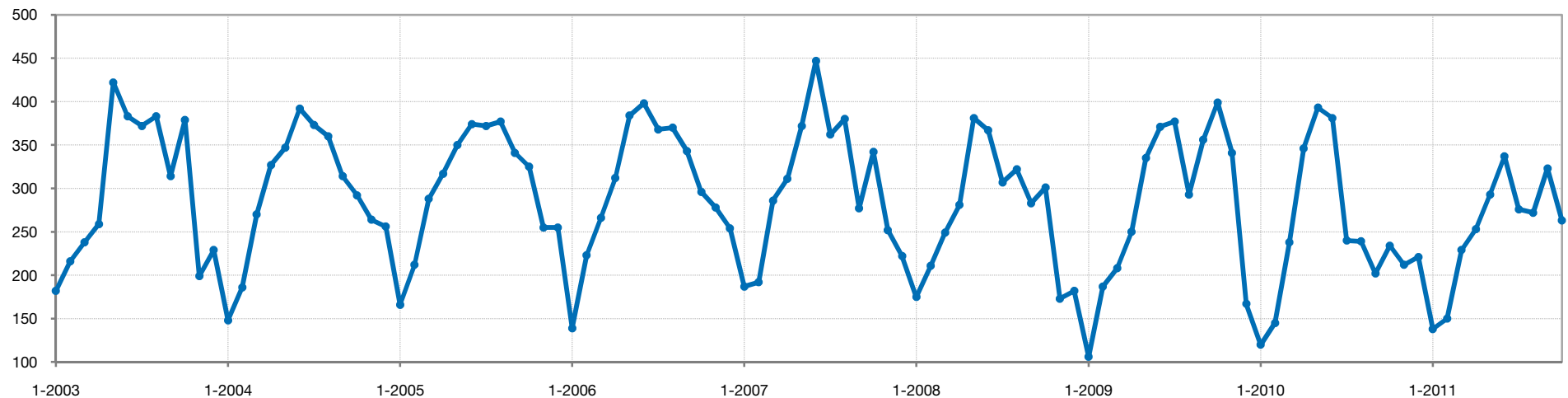


## Year To Date



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| 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        | 337          | -11.5% |
| July         | 240        | 276          | +15.0% |
| August       | 239        | 272          | +13.8% |
| September    | 202        | 323          | +59.9% |
| October      | 234        | 263          | +12.4% |
| 12-Month Avg | 254        | 247          | +3.9%  |

## Historical Closed Sales Activity

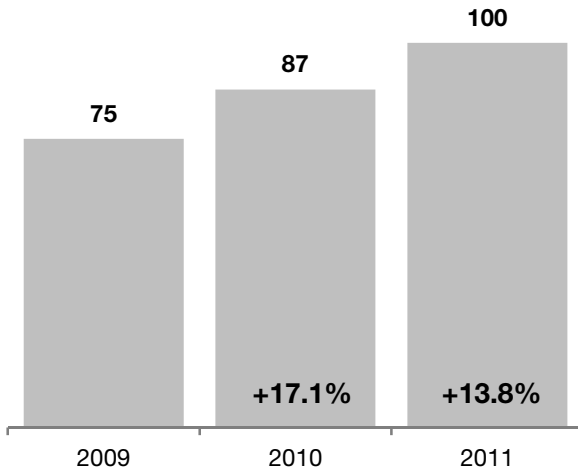


# Days on Market Until Sale

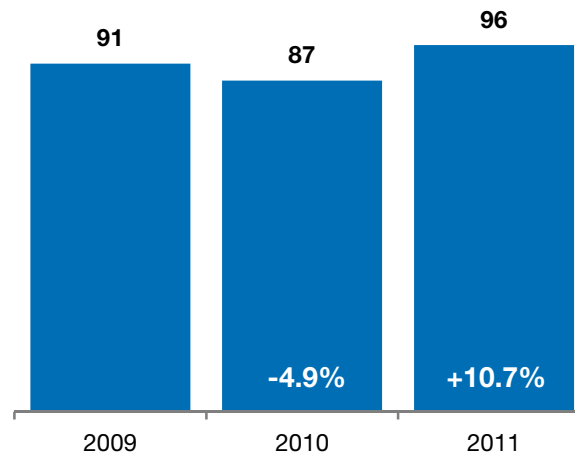
Average number of days between when a property is first listed and when an offer is accepted in a given month.



## October

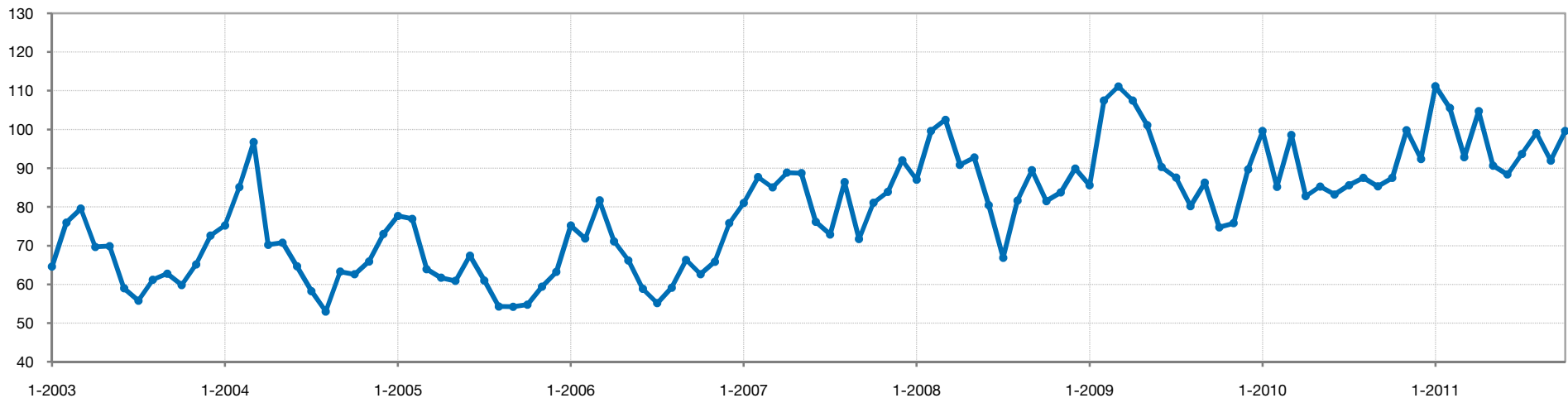


## Year To Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| 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         | 88           | +6.2%         |
| July                | 86         | 94           | +9.4%         |
| August              | 88         | 99           | +13.2%        |
| September           | 85         | 92           | +7.8%         |
| October             | 87         | 100          | +13.8%        |
| <b>12-Month Avg</b> | <b>86</b>  | <b>96</b>    | <b>+12.1%</b> |

## Historical Days on Market Until Sale

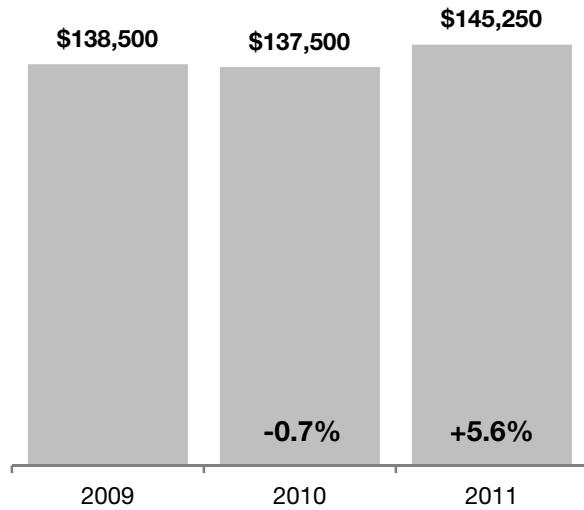


# Median Sales Price

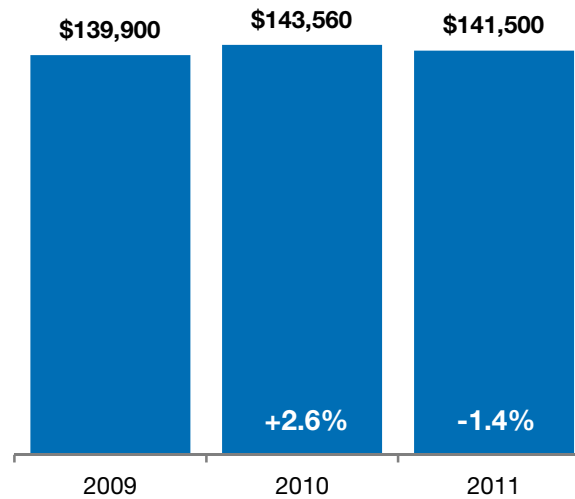
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

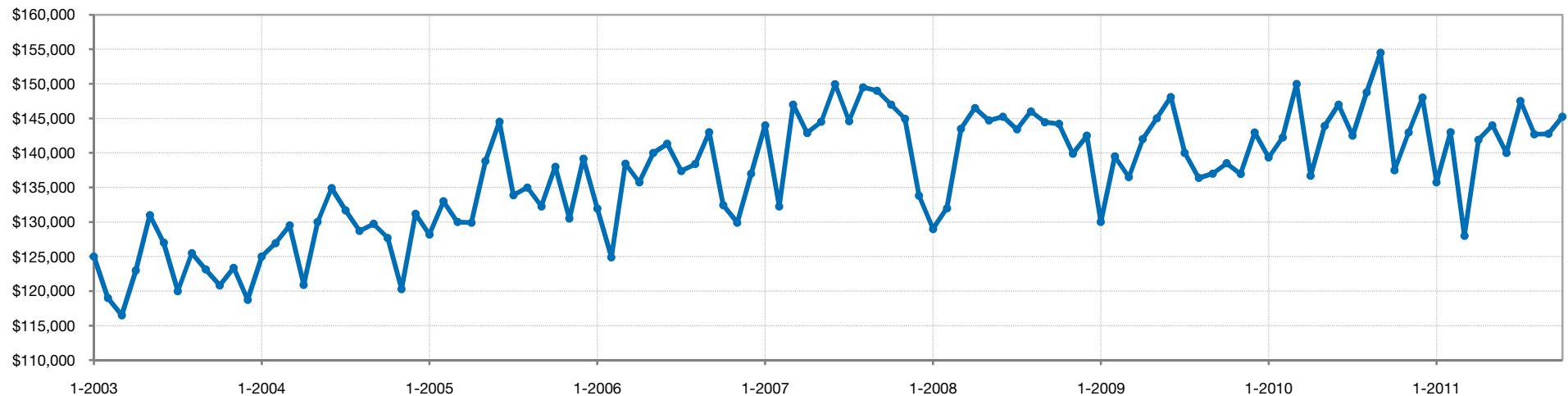


## Year To Date



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| 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  | \$140,000    | -4.8%  |
| July         | \$142,500  | \$147,500    | +3.5%  |
| August       | \$148,750  | \$142,700    | -4.1%  |
| September    | \$154,500  | \$142,763    | -7.6%  |
| October      | \$137,500  | \$145,250    | +5.6%  |
| 12-Month Med | \$142,500  | \$142,000    | -0.4%  |

## Historical Median Sales Price

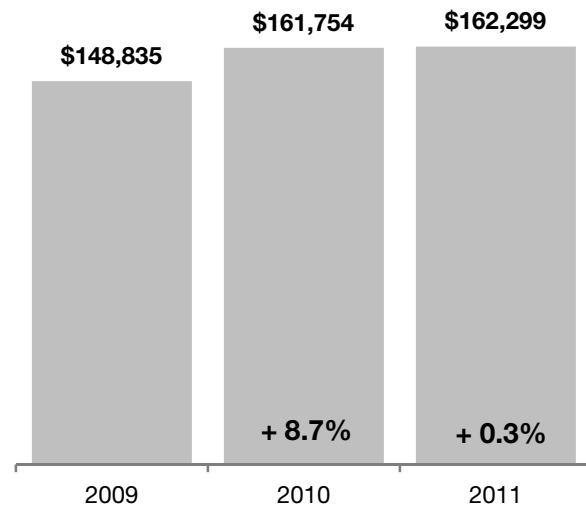


# Average Sales Price

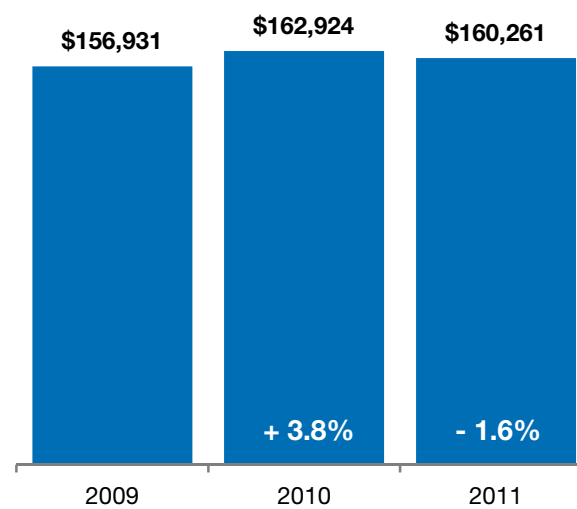
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

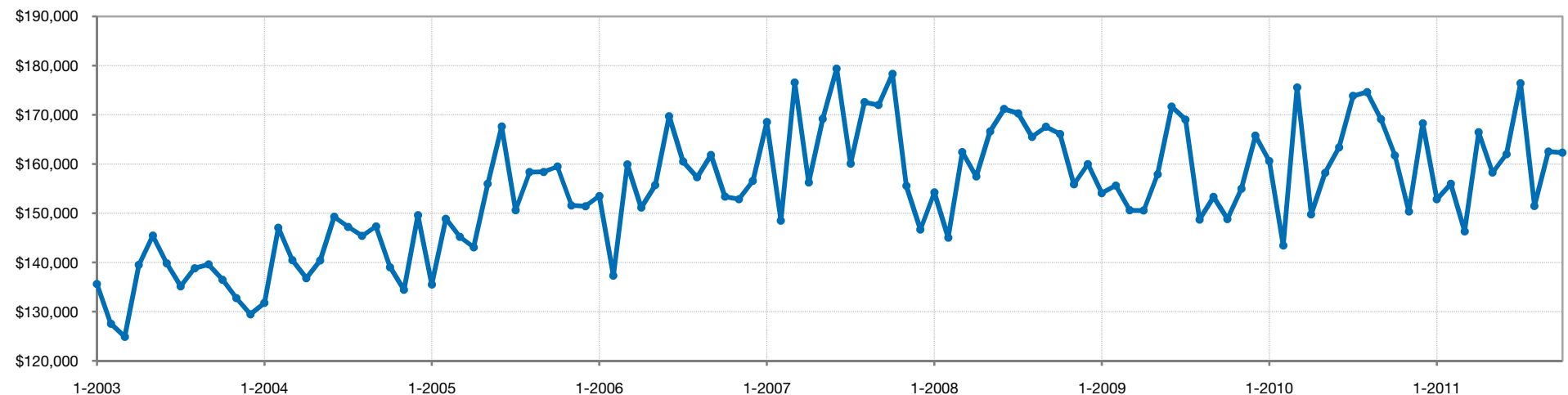


## Year To Date



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| 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        | \$175,556  | \$146,337    | -16.6% |
| April        | \$149,784  | \$166,465    | +11.1% |
| May          | \$158,226  | \$158,260    | +0.0%  |
| June         | \$163,352  | \$162,011    | -0.8%  |
| July         | \$173,831  | \$176,407    | +1.5%  |
| August       | \$174,608  | \$151,488    | -13.2% |
| September    | \$169,144  | \$162,527    | -3.9%  |
| October      | \$161,754  | \$162,299    | +0.3%  |
| 12-Month Avg | \$162,184  | \$160,146    | -1.3%  |

## Historical Average Sales Price





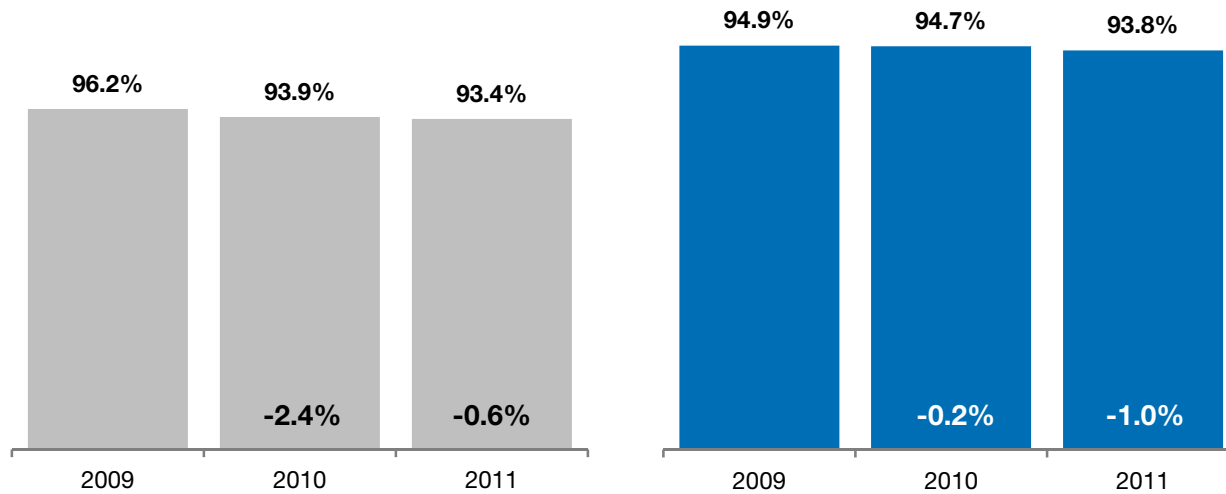
# Percent of Original List Price Received

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.



## October

## Year To Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| November            | 96.3%        | <b>93.2%</b> | -3.2%        |
| December            | 94.2%        | <b>93.5%</b> | -0.7%        |
| January             | 93.4%        | <b>91.0%</b> | -2.5%        |
| February            | 94.7%        | <b>91.6%</b> | -3.3%        |
| March               | 95.0%        | <b>92.4%</b> | -2.8%        |
| April               | 95.5%        | <b>94.0%</b> | -1.5%        |
| May                 | 96.0%        | <b>95.0%</b> | -1.1%        |
| June                | 95.2%        | <b>94.7%</b> | -0.5%        |
| July                | 93.4%        | <b>94.8%</b> | +1.5%        |
| August              | 94.1%        | <b>94.0%</b> | -0.2%        |
| September           | 93.4%        | <b>94.0%</b> | +0.7%        |
| October             | 93.9%        | <b>93.4%</b> | -0.6%        |
| <b>12-Month Avg</b> | <b>94.8%</b> | <b>93.7%</b> | <b>-1.2%</b> |

## Historical Percent of Original List Price Received

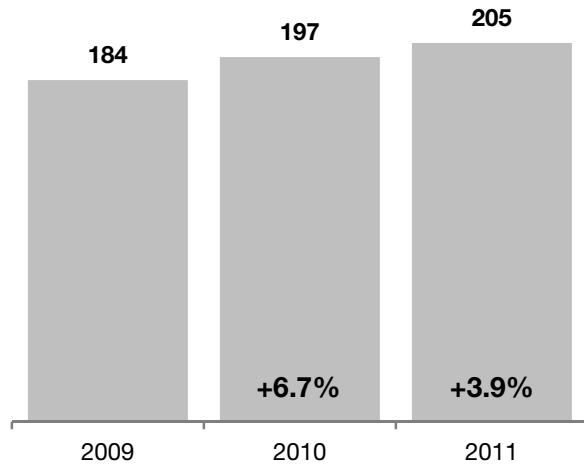


# Housing Affordability Index

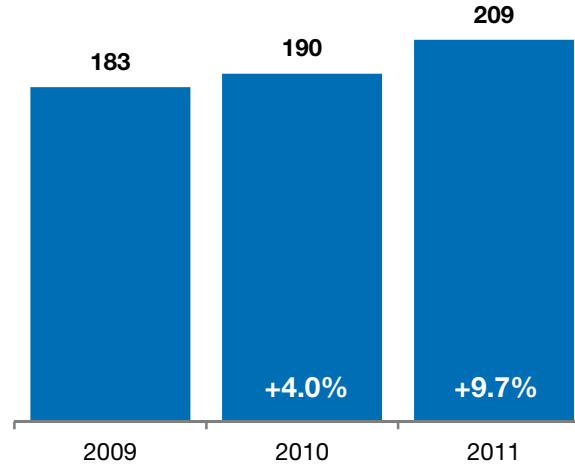


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## October

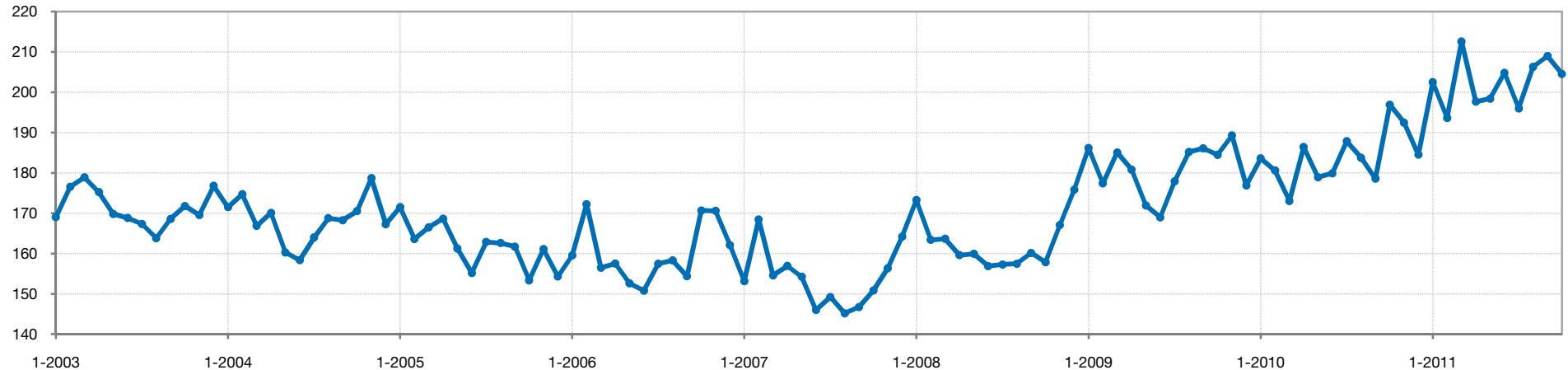


## Year To Date



| Month               | Prior Year | Current Year | + / -        |
|---------------------|------------|--------------|--------------|
| 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          | +13.8%       |
| July                | 188        | 196          | +4.3%        |
| August              | 184        | 206          | +12.3%       |
| September           | 179        | 209          | +17.0%       |
| October             | 197        | 205          | +3.9%        |
| <b>12-Month Avg</b> | <b>183</b> | <b>200</b>   | <b>+9.6%</b> |

## Historical Housing Affordability Index

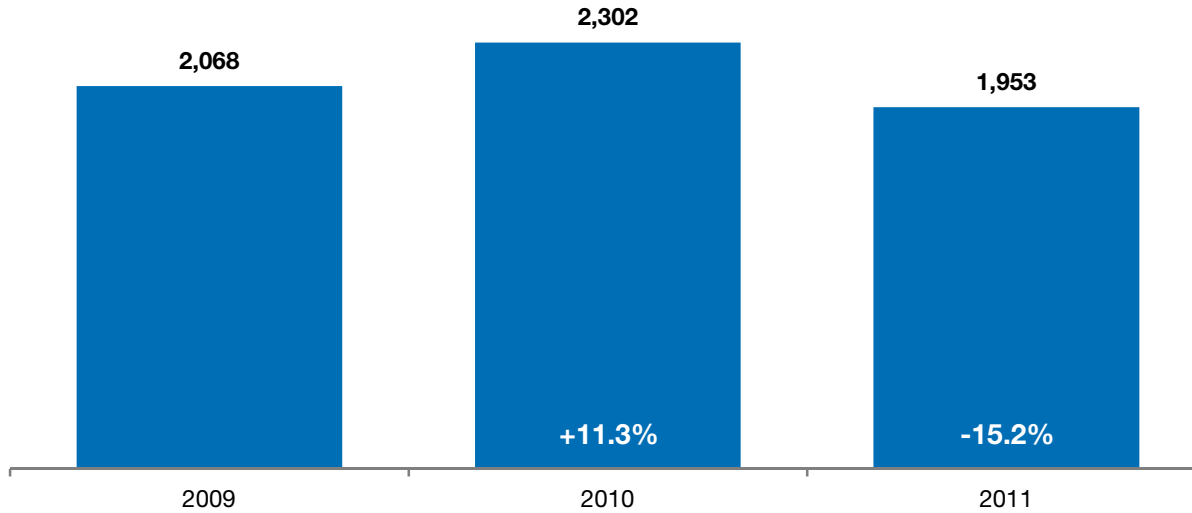


# Inventory of Homes for Sale

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

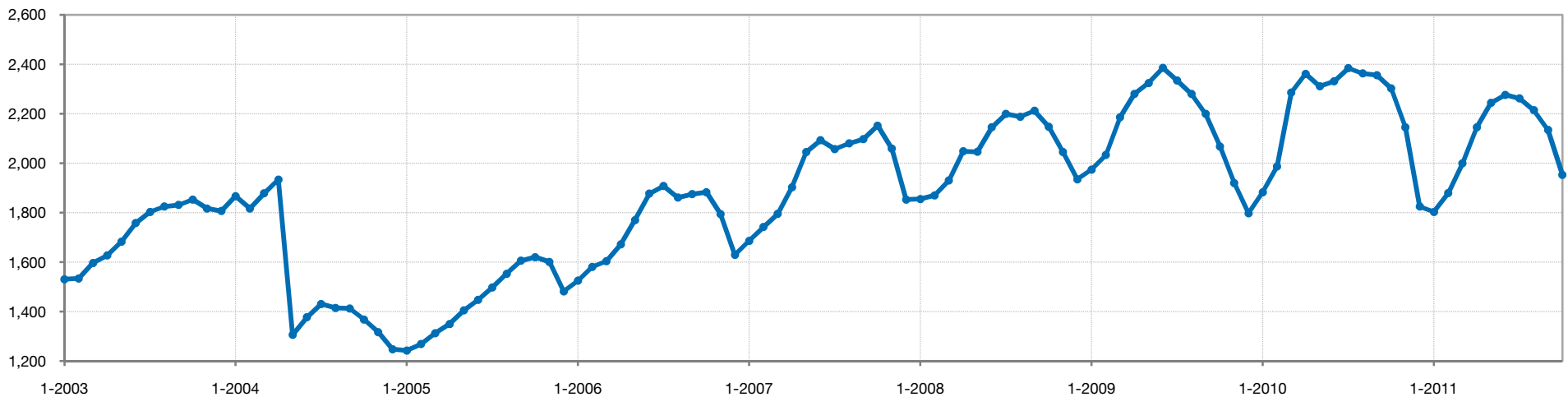


## October



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| November     | 1,920      | 2,145        | +11.7% |
| December     | 1,798      | 1,825        | +1.5%  |
| January      | 1,883      | 1,803        | -4.2%  |
| February     | 1,987      | 1,879        | -5.4%  |
| March        | 2,286      | 1,999        | -12.6% |
| April        | 2,361      | 2,145        | -9.1%  |
| May          | 2,311      | 2,244        | -2.9%  |
| June         | 2,331      | 2,276        | -2.4%  |
| July         | 2,384      | 2,262        | -5.1%  |
| August       | 2,363      | 2,214        | -6.3%  |
| September    | 2,356      | 2,134        | -9.4%  |
| October      | 2,302      | 1,953        | -15.2% |
| 12-Month Avg | 2,190      | 2,073        | -5.0%  |

## Historical Inventory of Homes for Sale

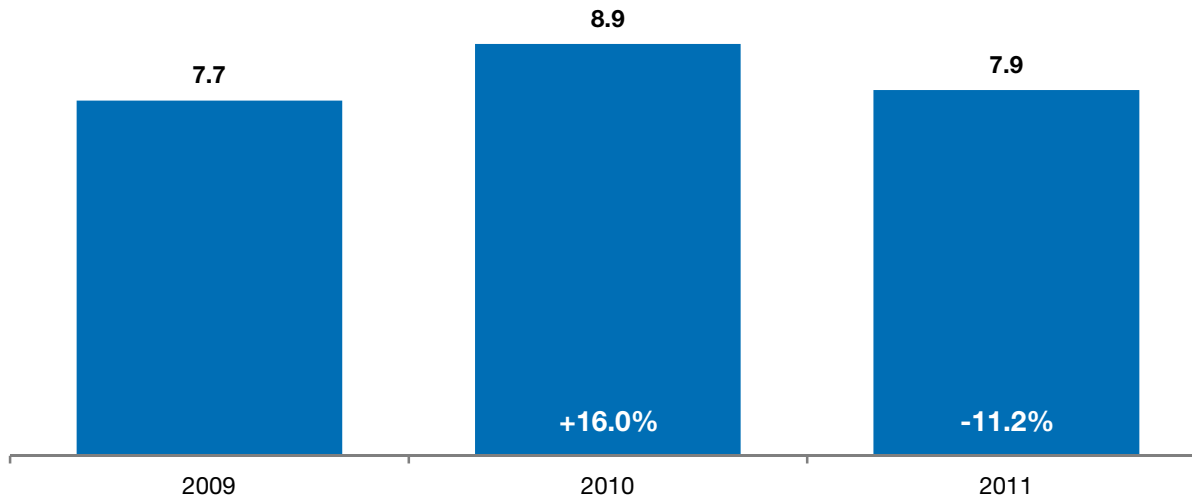


# Months Supply of Inventory

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.



## October



| Month        | Prior Year | Current Year | + / -  |
|--------------|------------|--------------|--------|
| November     | 6.9        | 8.7          | +25.1% |
| December     | 6.3        | 7.5          | +18.1% |
| January      | 6.6        | 7.3          | +9.6%  |
| February     | 7.0        | 7.6          | +8.5%  |
| March        | 8.1        | 8.1          | -0.3%  |
| April        | 8.2        | 8.8          | +8.0%  |
| May          | 7.7        | 9.8          | +27.2% |
| June         | 7.9        | 9.8          | +24.4% |
| July         | 8.3        | 9.6          | +16.4% |
| August       | 8.5        | 9.4          | +10.9% |
| September    | 8.8        | 8.8          | +0.4%  |
| October      | 8.9        | 7.9          | -11.2% |
| 12-Month Avg | 7.8        | 8.6          | +10.8% |

## Historical Months Supply of Inventory

