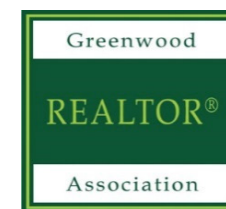


Monthly Indicators



April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings were down 9.6 percent to 122. Pending Sales decreased 8.6 percent to 85. Inventory shrank 24.8 percent to 276 units.

Prices were still soft as Median Sales Price was down 5.3 percent to \$134,900. Days on Market decreased 16.7 percent to 95 days. Months Supply of Inventory was down 27.7 percent to 3.4 months, indicating that demand increased relative to supply.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

Quick Facts

+ 8.9%	- 5.3%	- 27.7%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Greenwood Association of REALTORS®. Percent changes are calculated using rounded figures.

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 List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



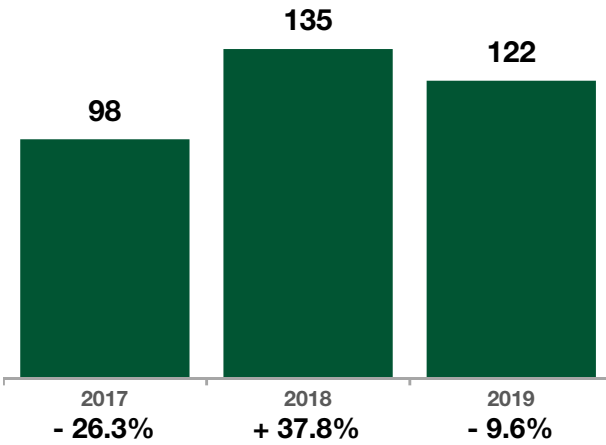
Key Metrics	Historical Sparkbars			04-2018	04-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	04-2017	04-2018	04-2019						
New Listings				135	122	- 9.6%	432	435	+ 0.7%
Pending Sales				93	85	- 8.6%	294	342	+ 16.3%
Closed Sales				79	86	+ 8.9%	265	257	- 3.0%
Days on Market				114	95	- 16.7%	117	107	- 8.5%
Median Sales Price				\$142,500	\$134,900	- 5.3%	\$134,000	\$135,000	+ 0.7%
Average Sales Price				\$180,160	\$151,082	- 16.1%	\$165,505	\$162,998	- 1.5%
Pct. of List Price Received				96.2%	97.0%	+ 0.8%	95.4%	96.6%	+ 1.3%
Housing Affordability Index				166	176	+ 6.0%	177	175	- 1.1%
Inventory of Homes for Sale				367	276	- 24.8%	--	--	--
Months Supply of Inventory				4.7	3.4	- 27.7%	--	--	--

New Listings

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



April

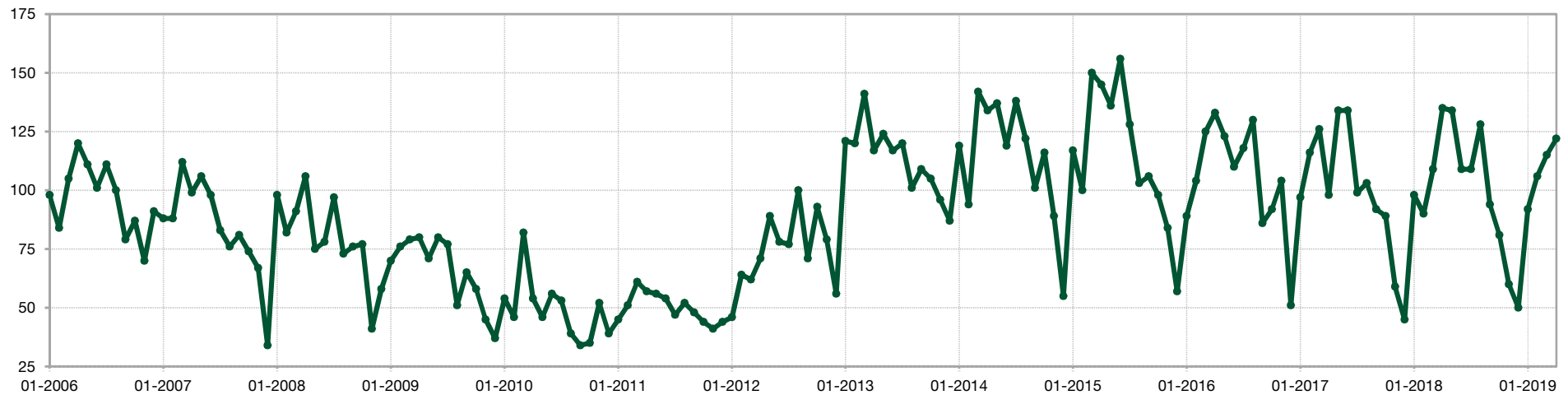


Year to Date



	New Listings	Prior Year	Percent Change
May 2018	134	134	0.0%
June 2018	109	134	-18.7%
July 2018	109	99	+10.1%
August 2018	128	103	+24.3%
September 2018	94	92	+2.2%
October 2018	81	89	-9.0%
November 2018	60	59	+1.7%
December 2018	50	45	+11.1%
January 2019	92	98	-6.1%
February 2019	106	90	+17.8%
March 2019	115	109	+5.5%
April 2019	122	135	-9.6%
12-Month Avg	100	99	+1.1%

Historical New Listings by Month

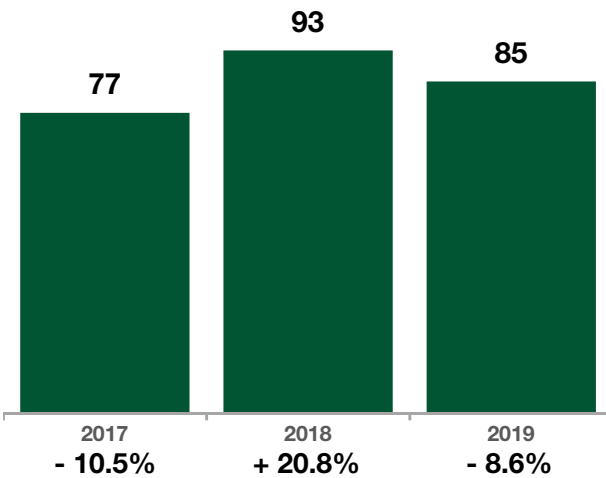


Pending Sales

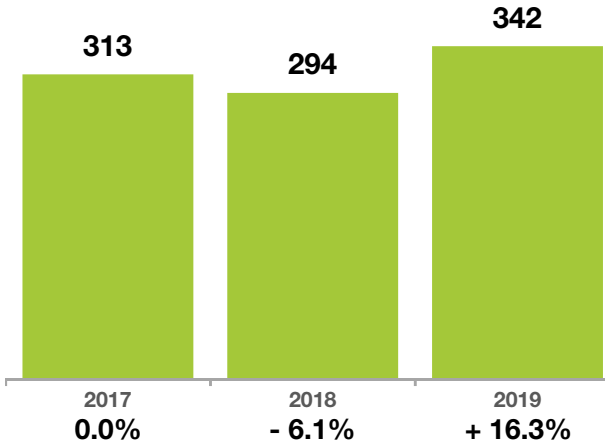
A count of the properties on which offers have been accepted in a given month.



April

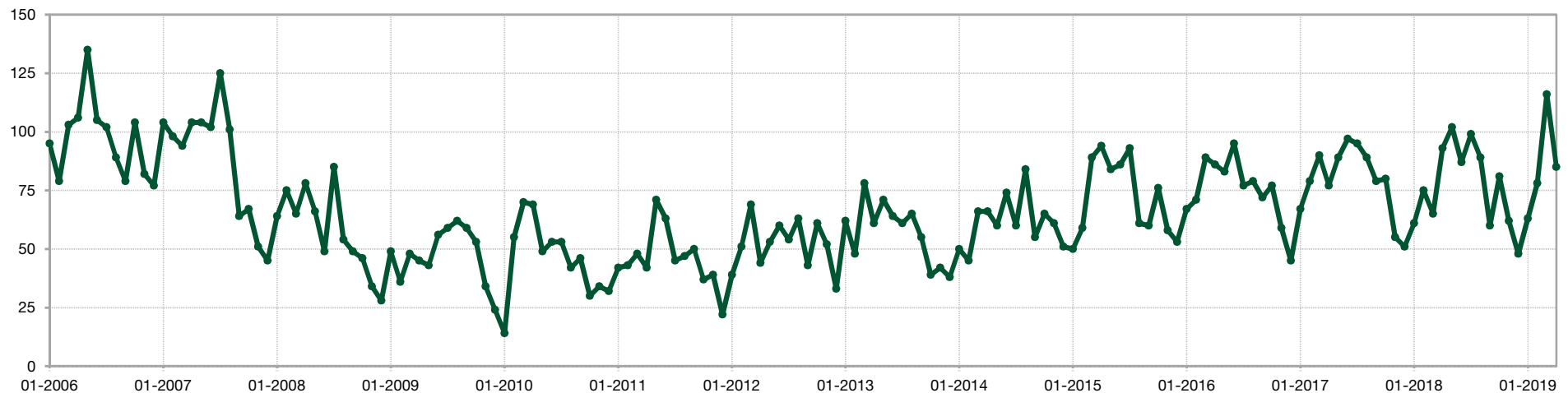


Year to Date



	Pending Sales	Prior Year	Percent Change
May 2018	102	89	+14.6%
June 2018	87	97	-10.3%
July 2018	99	95	+4.2%
August 2018	89	89	0.0%
September 2018	60	79	-24.1%
October 2018	81	80	+1.3%
November 2018	62	55	+12.7%
December 2018	48	51	-5.9%
January 2019	63	61	+3.3%
February 2019	78	75	+4.0%
March 2019	116	65	+78.5%
April 2019	85	93	-8.6%
12-Month Avg	81	77	+4.4%

Historical Pending Sales by Month



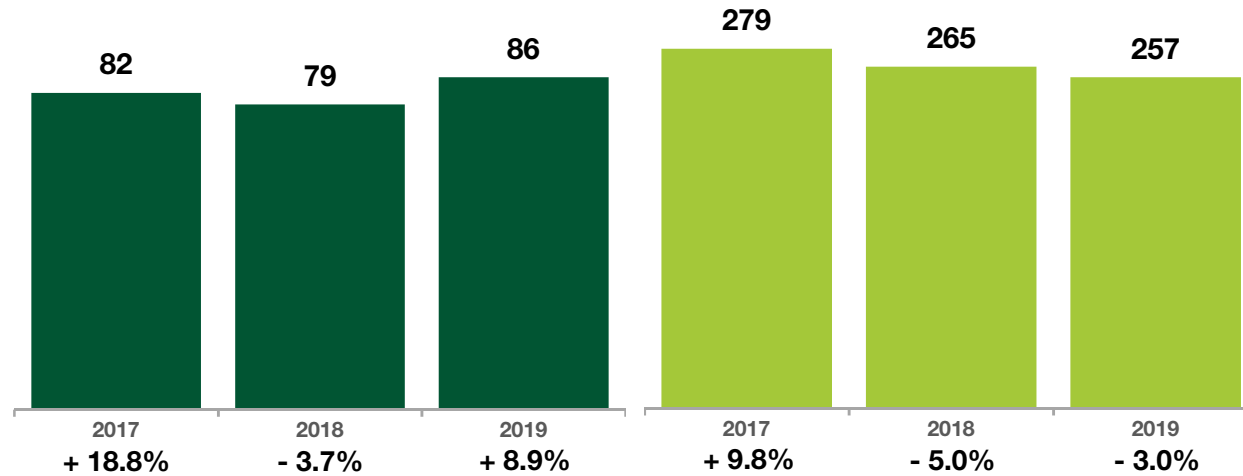
Closed Sales

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



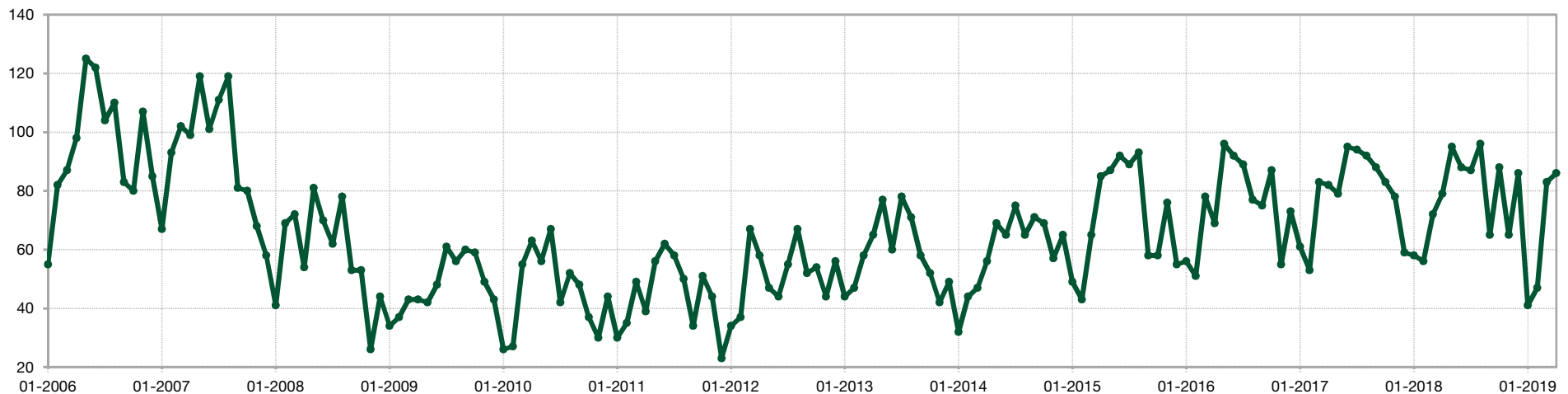
April

Year to Date



Closed Sales	Prior Year	Percent Change
May 2018	79	+20.3%
June 2018	95	-7.4%
July 2018	94	-7.4%
August 2018	92	+4.3%
September 2018	88	-26.1%
October 2018	83	+6.0%
November 2018	78	-16.7%
December 2018	59	+45.8%
January 2019	58	-29.3%
February 2019	56	-16.1%
March 2019	72	+15.3%
April 2019	79	+8.9%
12-Month Avg	77	-0.6%

Historical Closed Sales by Month

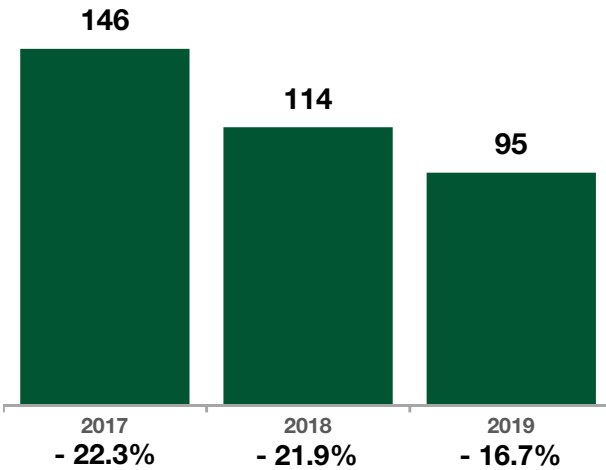


Days on Market Until Sale

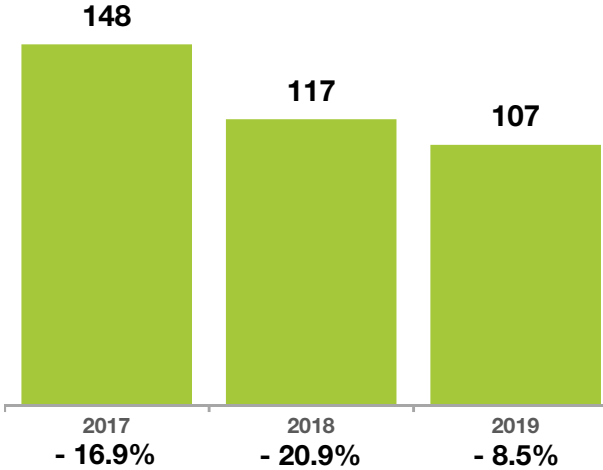
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



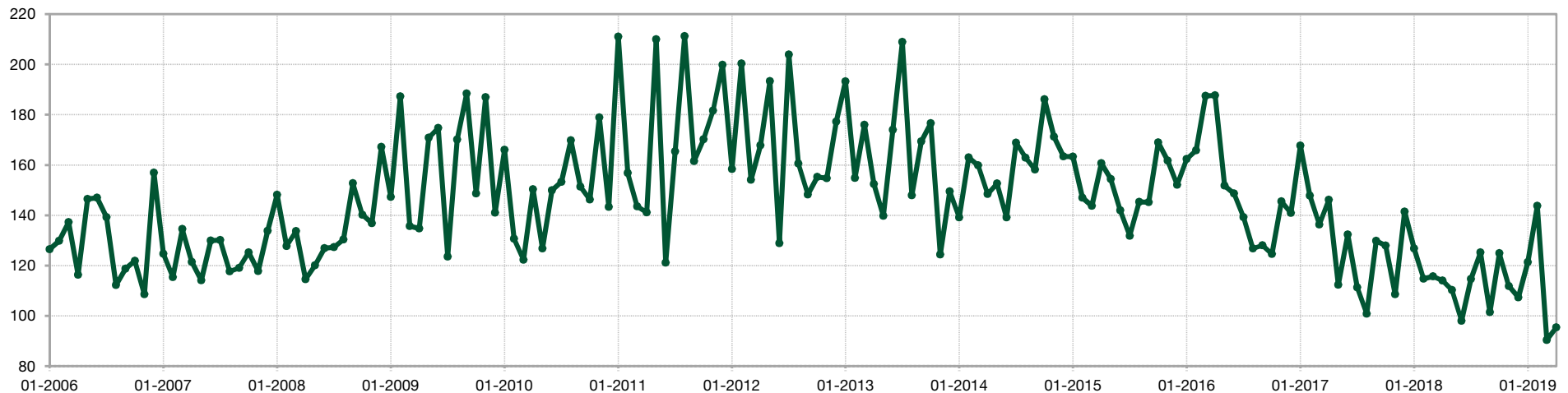
Year to Date



Month	Days on Market	Prior Year	Percent Change
May 2018	110	112	-1.8%
June 2018	98	132	-25.8%
July 2018	115	111	+3.6%
August 2018	125	101	+23.8%
September 2018	102	130	-21.5%
October 2018	125	128	-2.3%
November 2018	112	109	+2.8%
December 2018	107	141	-24.1%
January 2019	121	127	-4.7%
February 2019	144	115	+25.2%
March 2019	90	116	-22.4%
April 2019	95	114	-16.7%
12-Month Avg*	111	119	-6.7%

* Average Days on Market of all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

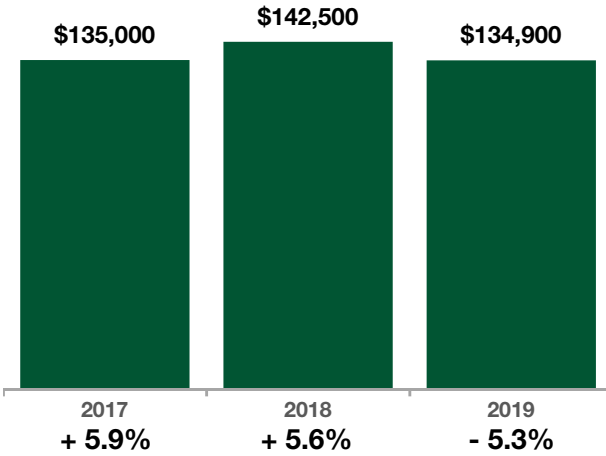


Median Sales Price

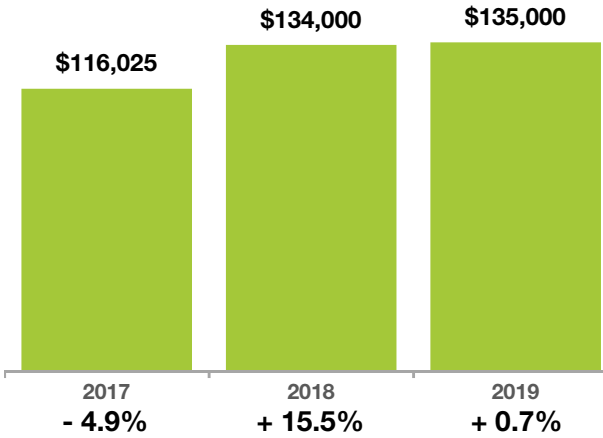
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



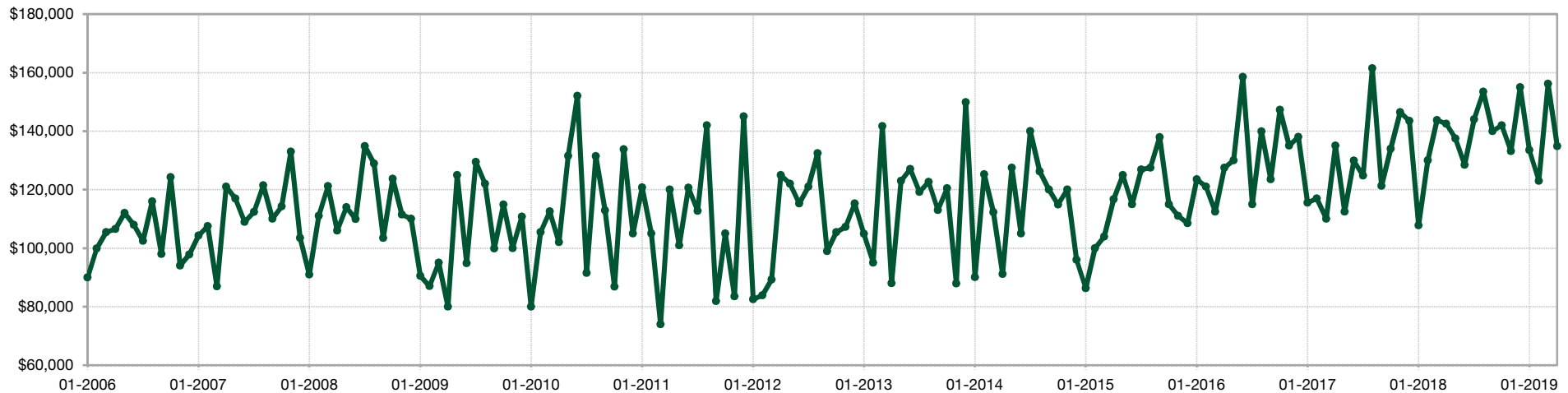
Year to Date



	Median Sales Price	Prior Year	Percent Change
May 2018	\$137,500	\$112,500	+22.2%
June 2018	\$128,500	\$129,900	-1.1%
July 2018	\$144,000	\$124,750	+15.4%
August 2018	\$153,450	\$161,500	-5.0%
September 2018	\$140,000	\$121,250	+15.5%
October 2018	\$142,000	\$134,000	+6.0%
November 2018	\$133,200	\$146,500	-9.1%
December 2018	\$155,000	\$143,500	+8.0%
January 2019	\$133,500	\$107,750	+23.9%
February 2019	\$123,000	\$130,000	-5.4%
March 2019	\$156,200	\$143,750	+8.7%
April 2019	\$134,900	\$142,500	-5.3%
12-Month Med*	\$140,000	\$135,000	+3.7%

* Median Sales Price of all properties from May 2018 through April 2019. This is not the median of the individual figures above.

Historical Median Sales Price by Month

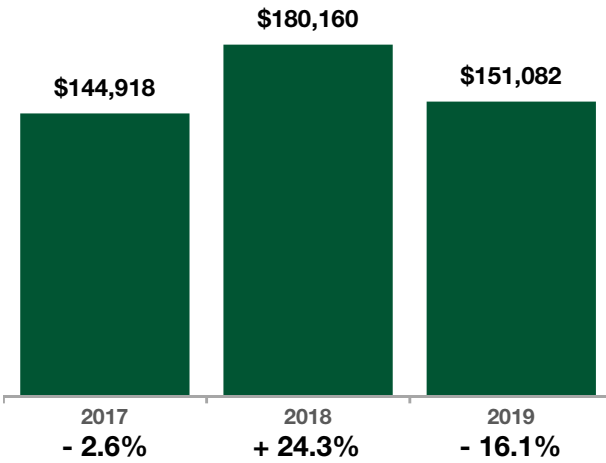


Average Sales Price

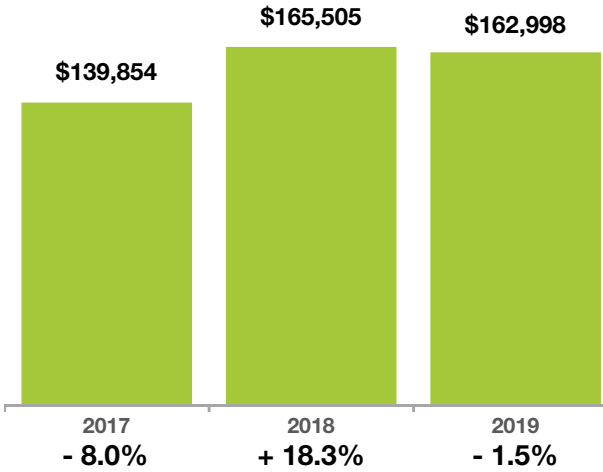
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



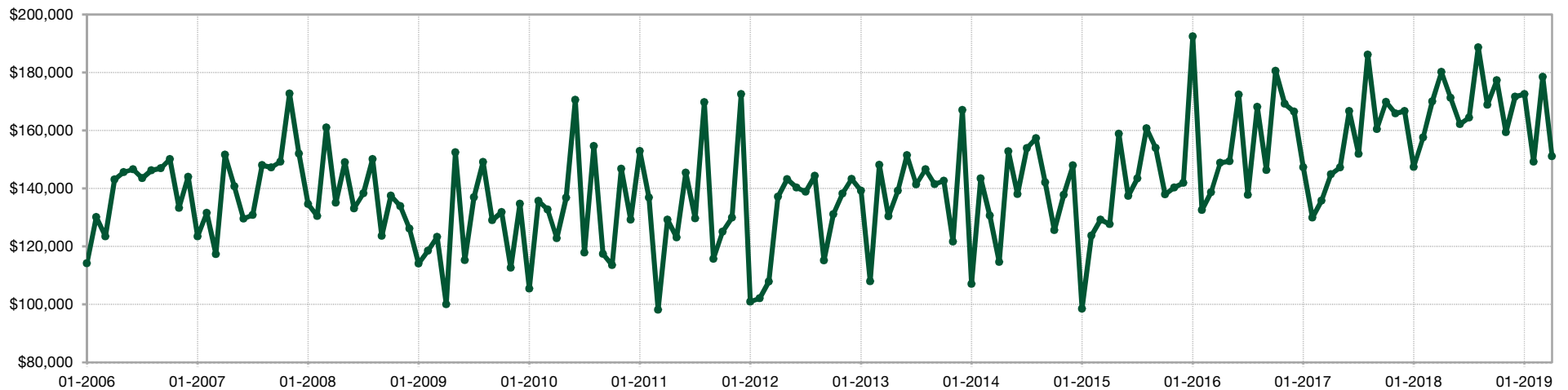
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2018	\$171,286	\$147,254	+16.3%
June 2018	\$162,180	\$166,705	-2.7%
July 2018	\$164,416	\$151,893	+8.2%
August 2018	\$188,694	\$186,186	+1.3%
September 2018	\$168,881	\$160,499	+5.2%
October 2018	\$177,287	\$169,872	+4.4%
November 2018	\$159,377	\$165,880	-3.9%
December 2018	\$171,635	\$166,682	+3.0%
January 2019	\$172,562	\$147,411	+17.1%
February 2019	\$149,202	\$157,611	-5.3%
March 2019	\$178,474	\$170,033	+5.0%
April 2019	\$151,082	\$180,160	-16.1%
12-Month Avg*	\$167,923	\$164,182	+2.3%

* Avg. Sales Price of all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

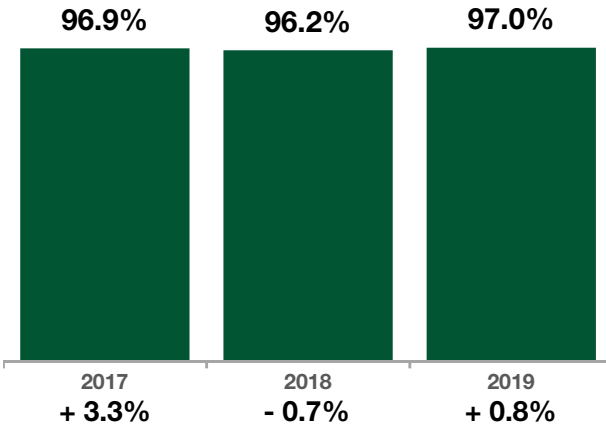


Percent of List Price Received

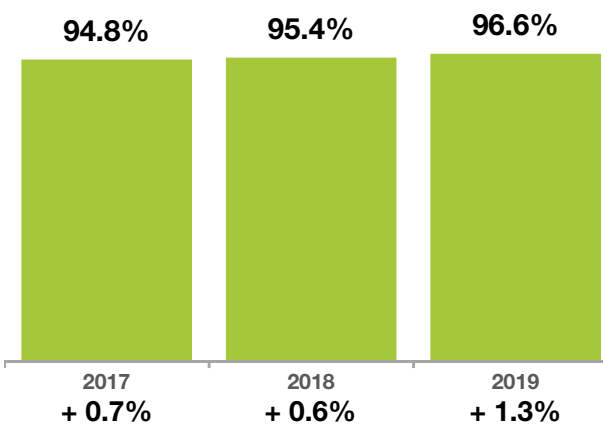
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



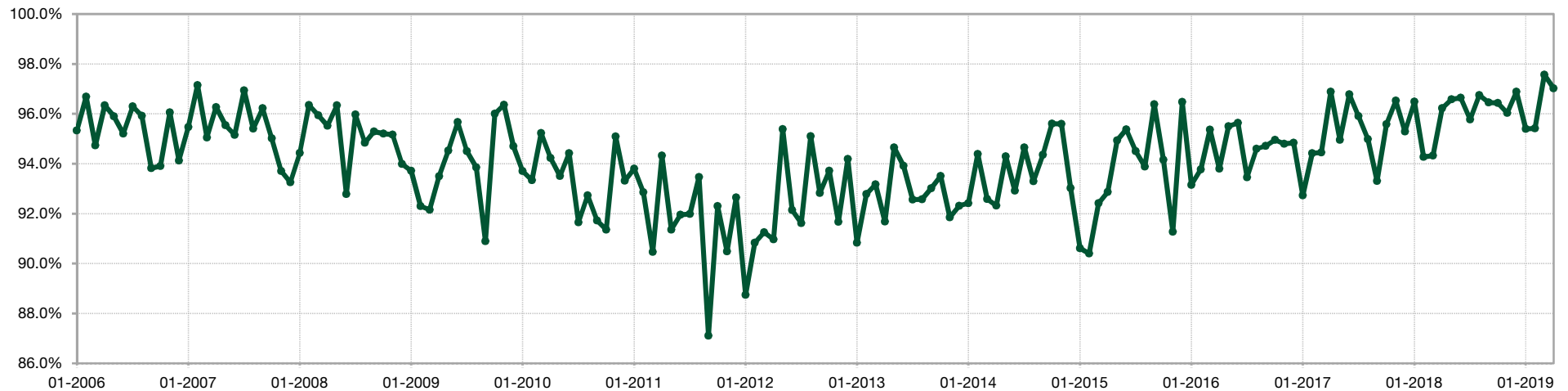
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
May 2018	96.6%	95.0%	+1.7%
June 2018	96.6%	96.8%	-0.2%
July 2018	95.8%	95.9%	-0.1%
August 2018	96.8%	95.0%	+1.9%
September 2018	96.5%	93.3%	+3.4%
October 2018	96.4%	95.6%	+0.8%
November 2018	96.0%	96.5%	-0.5%
December 2018	96.9%	95.3%	+1.7%
January 2019	95.4%	96.5%	-1.1%
February 2019	95.4%	94.3%	+1.2%
March 2019	97.6%	94.3%	+3.5%
April 2019	97.0%	96.2%	+0.8%
12-Month Avg*	96.5%	95.4%	+1.2%

* Average Pct. of List Price Received for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

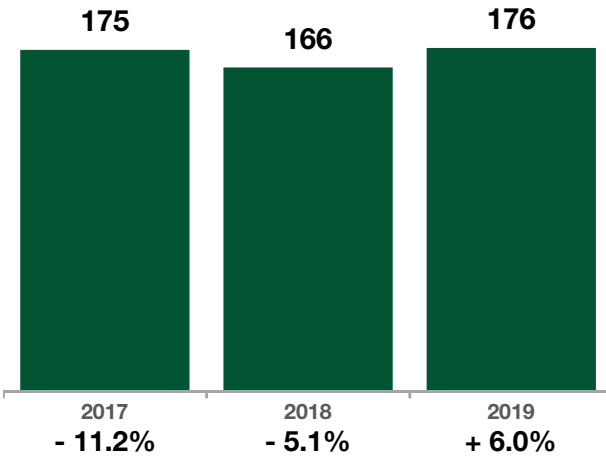


Housing Affordability Index

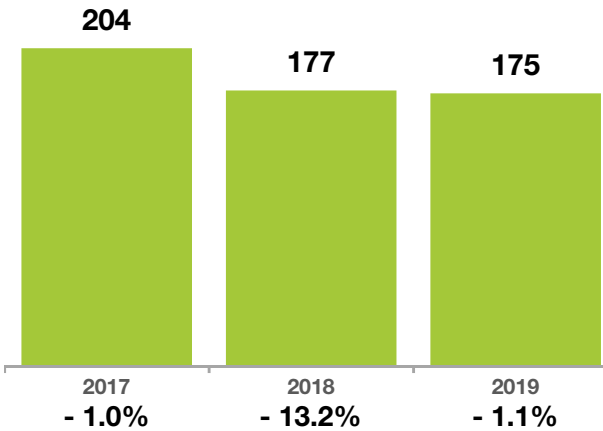
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

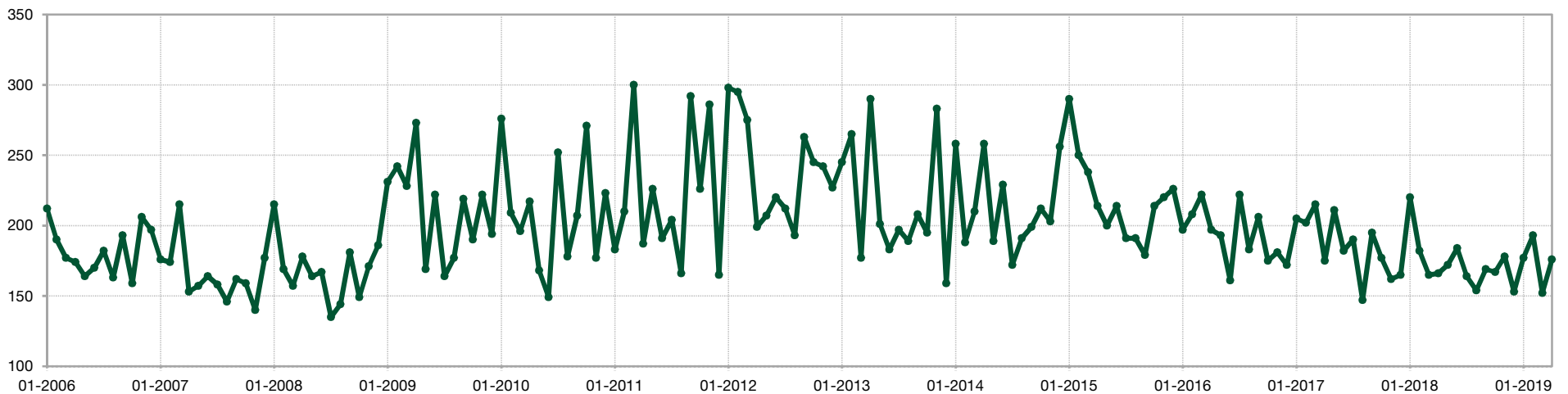


Year to Date



	Affordability Index	Prior Year	Percent Change
May 2018	172	211	-18.5%
June 2018	184	182	+1.1%
July 2018	164	190	-13.7%
August 2018	154	147	+4.8%
September 2018	169	195	-13.3%
October 2018	167	177	-5.6%
November 2018	178	162	+9.9%
December 2018	153	165	-7.3%
January 2019	177	220	-19.5%
February 2019	193	182	+6.0%
March 2019	152	165	-7.9%
April 2019	176	166	+6.0%
12-Month Avg	170	180	-5.7%

Historical Housing Affordability Index by Month

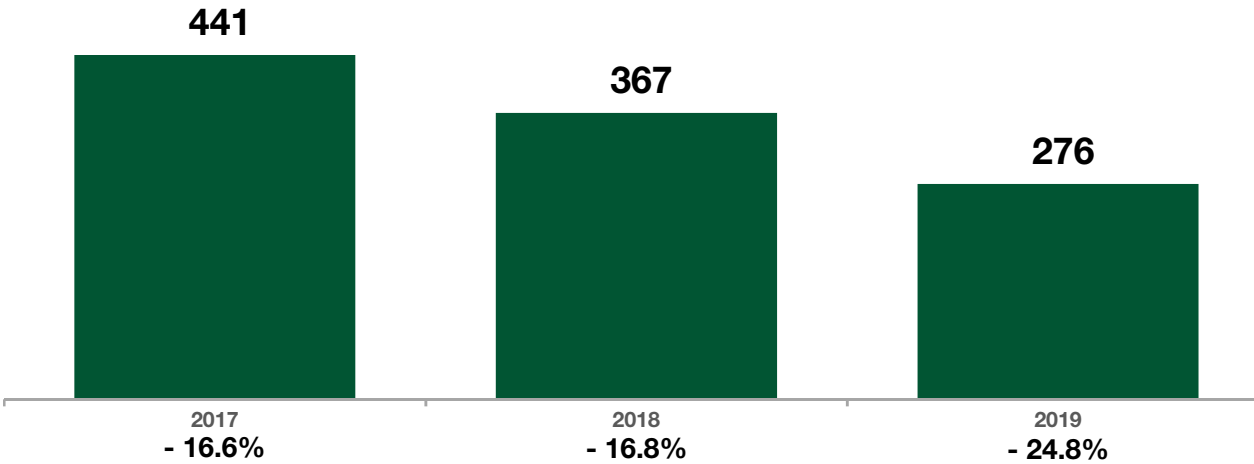


Inventory of Homes for Sale

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



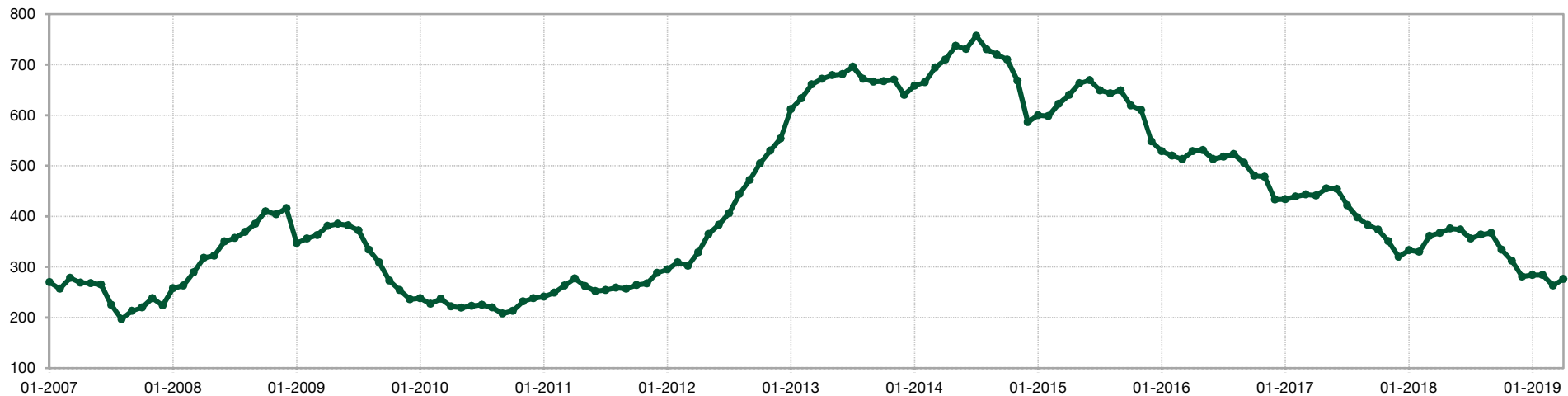
April



Homes for Sale	Prior Year	Percent Change
May 2018	455	-17.4%
June 2018	454	-17.6%
July 2018	422	-15.6%
August 2018	398	-8.5%
September 2018	383	-4.2%
October 2018	374	-10.7%
November 2018	351	-11.1%
December 2018	320	-12.2%
January 2019	333	-14.7%
February 2019	330	-13.9%
March 2019	361	-27.1%
April 2019	367	-24.8%
12-Month Avg*	323	-11.3%

* Homes for Sale for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

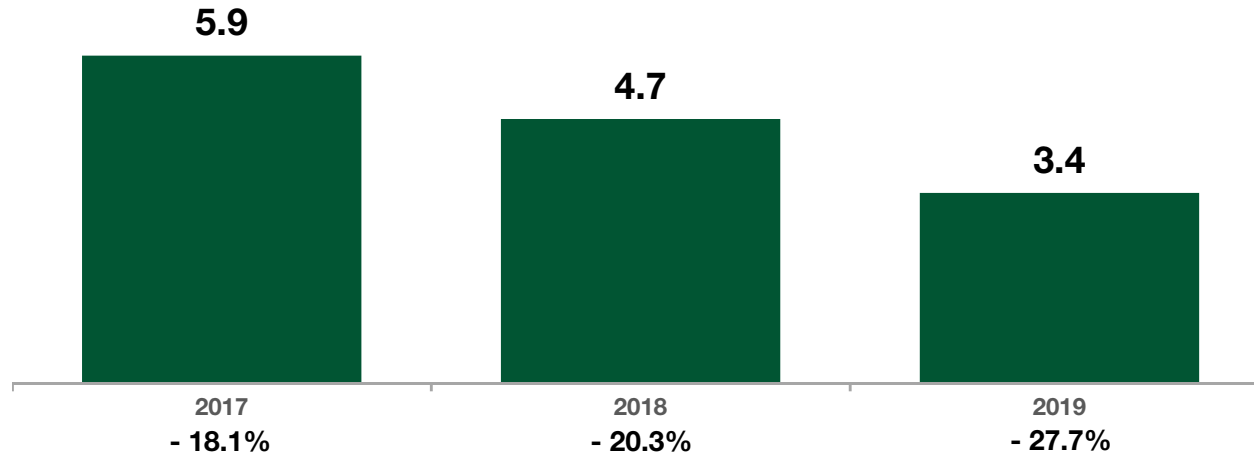


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2018	4.8	6.0	-20.0%
June 2018	4.8	6.0	-20.0%
July 2018	4.6	5.5	-16.4%
August 2018	4.7	5.1	-7.8%
September 2018	4.8	4.9	-2.0%
October 2018	4.4	4.7	-6.4%
November 2018	4.0	4.5	-11.1%
December 2018	3.7	4.1	-9.8%
January 2019	3.7	4.2	-11.9%
February 2019	3.7	4.2	-11.9%
March 2019	3.2	4.7	-31.9%
April 2019	3.4	4.7	-27.7%
12-Month Avg*	4.1	4.9	-16.3%

* Months Supply for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

