

# Monthly Indicators



## February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings were up 10.0 percent to 99. Pending Sales increased 17.3 percent to 88. Inventory shrank 22.1 percent to 257 units.

Prices were still soft as Median Sales Price was down 8.9 percent to \$118,450. Days on Market increased 24.3 percent to 143 days. Months Supply of Inventory was down 21.4 percent to 3.3 months, indicating that demand increased relative to supply.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

## Quick Facts

**- 17.9%**

**- 8.9%**

**- 21.4%**

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.

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# Market Overview

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



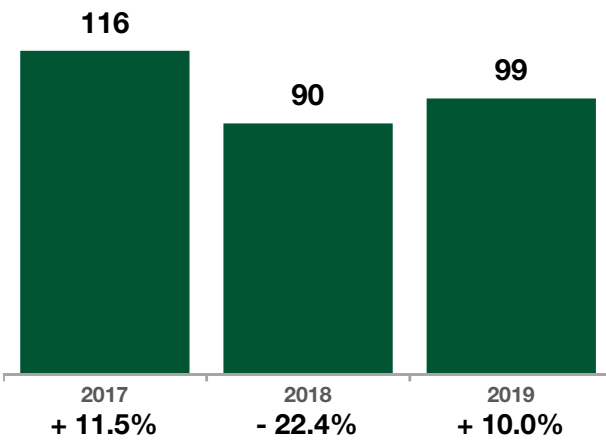
Key Metrics	Historical Sparkbars			02-2018	02-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	02-2017	02-2018	02-2019						
New Listings				90	<b>99</b>	+ 10.0%	188	<b>187</b>	- 0.5%
Pending Sales				75	<b>88</b>	+ 17.3%	136	<b>151</b>	+ 11.0%
Closed Sales				56	<b>46</b>	- 17.9%	114	<b>87</b>	- 23.7%
Days on Market				115	<b>143</b>	+ 24.3%	121	<b>133</b>	+ 9.9%
Median Sales Price				\$130,000	<b>\$118,450</b>	- 8.9%	\$117,330	<b>\$123,000</b>	+ 4.8%
Average Sales Price				\$157,611	<b>\$144,793</b>	- 8.1%	\$152,375	<b>\$157,880</b>	+ 3.6%
Pct. of List Price Received				94.3%	<b>95.3%</b>	+ 1.1%	95.4%	<b>95.4%</b>	0.0%
Housing Affordability Index				182	<b>200</b>	+ 9.9%	202	<b>193</b>	- 4.5%
Inventory of Homes for Sale				330	<b>257</b>	- 22.1%	--	<b>--</b>	--
Months Supply of Inventory				4.2	<b>3.3</b>	- 21.4%	--	<b>--</b>	--

# New Listings

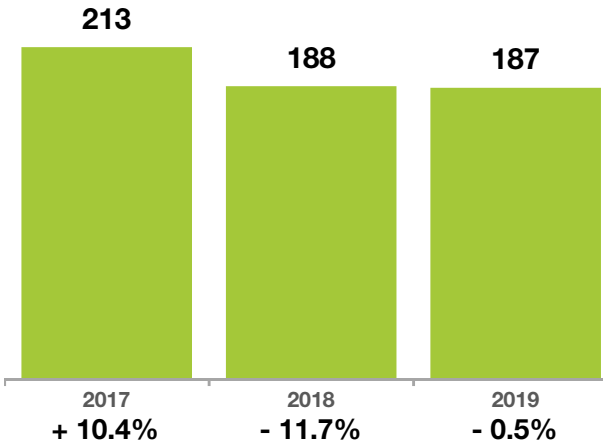
A count of the properties that have been newly listed on the market in a given month.



## February

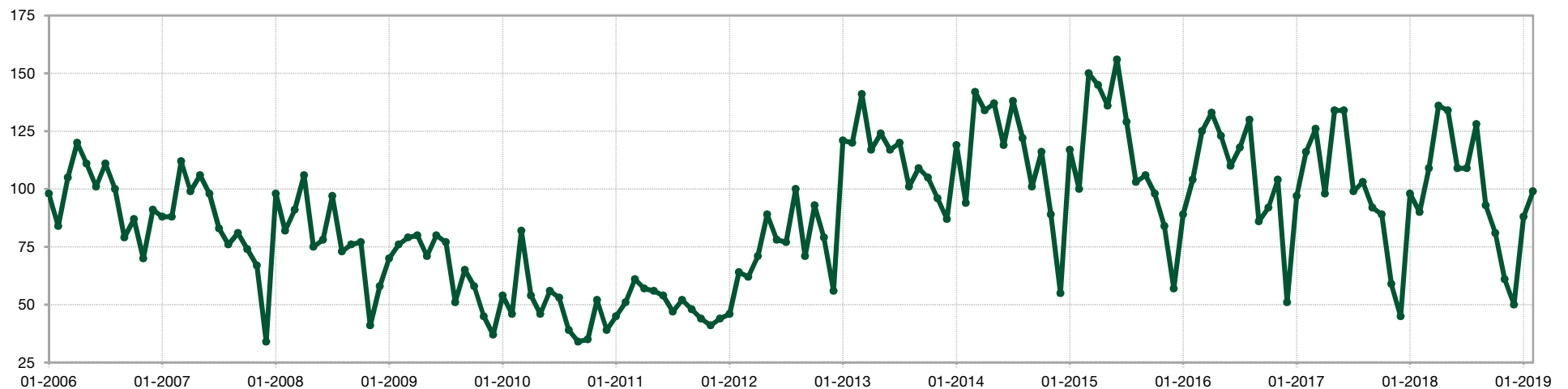


## Year to Date



	New Listings	Prior Year	Percent Change
March 2018	109	126	-13.5%
April 2018	136	98	+38.8%
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	93	92	+1.1%
October 2018	81	89	-9.0%
November 2018	61	59	+3.4%
December 2018	50	45	+11.1%
January 2019	88	98	-10.2%
<b>February 2019</b>	<b>99</b>	<b>90</b>	<b>+10.0%</b>
12-Month Avg	100	97	+2.6%

## Historical New Listings by Month

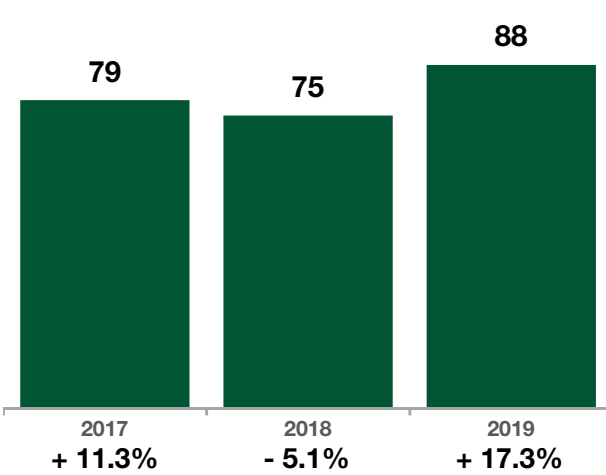


# Pending Sales

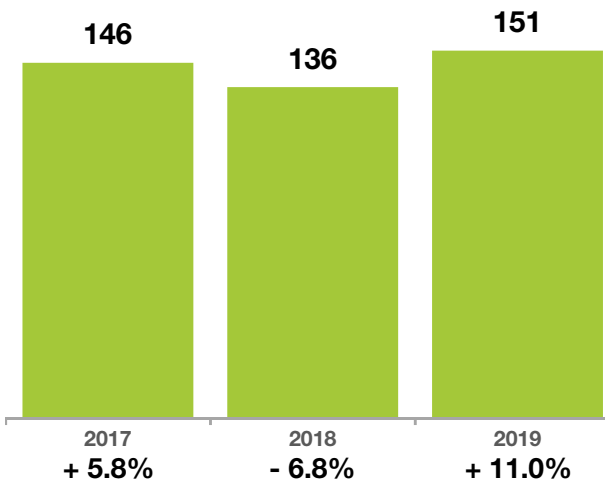
A count of the properties on which offers have been accepted in a given month.



## February

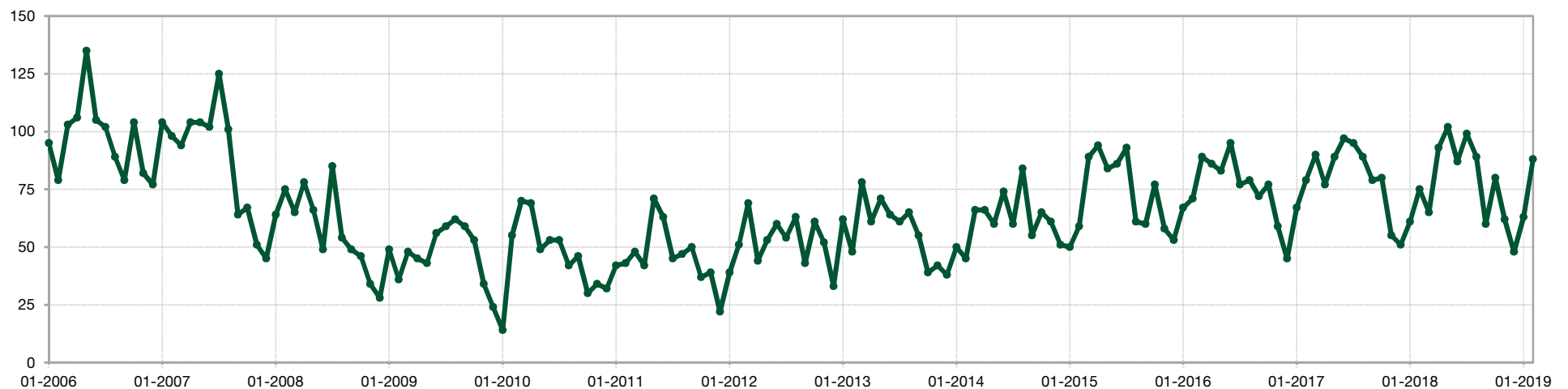


## Year to Date



	Pending Sales	Prior Year	Percent Change
March 2018	65	90	-27.8%
April 2018	93	77	+20.8%
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	80	80	0.0%
November 2018	62	55	+12.7%
December 2018	48	51	-5.9%
January 2019	63	61	+3.3%
<b>February 2019</b>	<b>88</b>	<b>75</b>	<b>+17.3%</b>
12-Month Avg	78	78	-0.2%

## Historical Pending Sales by Month

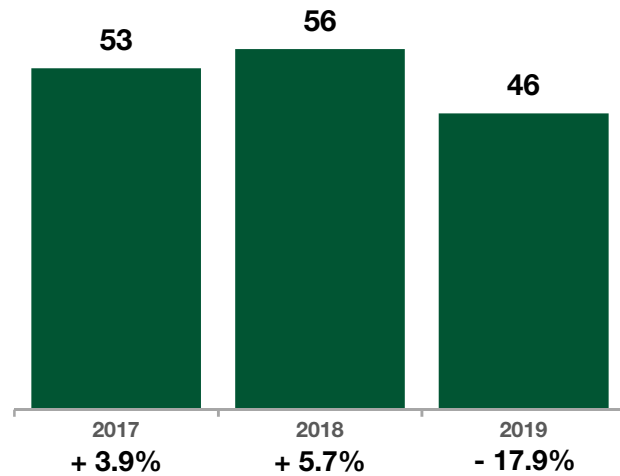


# Closed Sales

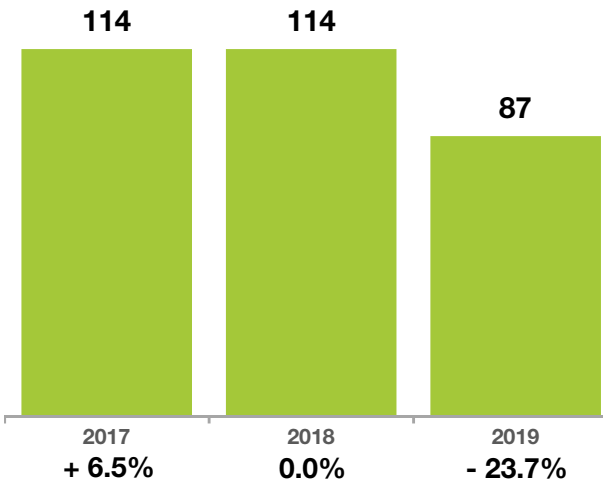
A count of the actual sales that closed in a given month.



## February

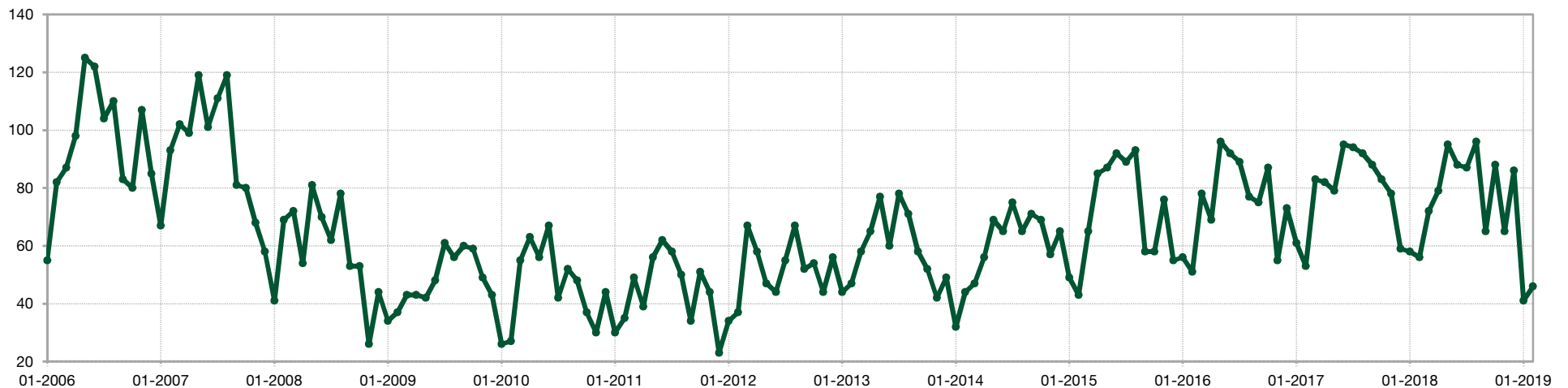


## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2018	72	83	-13.3%
April 2018	79	82	-3.7%
May 2018	95	79	+20.3%
June 2018	88	95	-7.4%
July 2018	87	94	-7.4%
August 2018	96	92	+4.3%
September 2018	65	88	-26.1%
October 2018	88	83	+6.0%
November 2018	65	78	-16.7%
December 2018	86	59	+45.8%
January 2019	41	58	-29.3%
<b>February 2019</b>	<b>46</b>	<b>56</b>	<b>-17.9%</b>
12-Month Avg	76	79	-4.1%

## Historical Closed Sales by Month

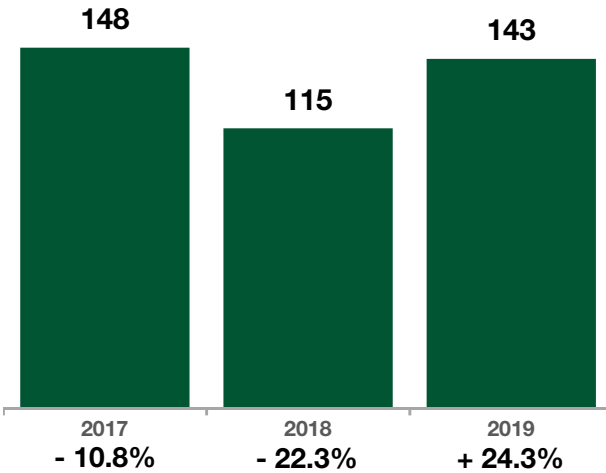


# Days on Market Until Sale

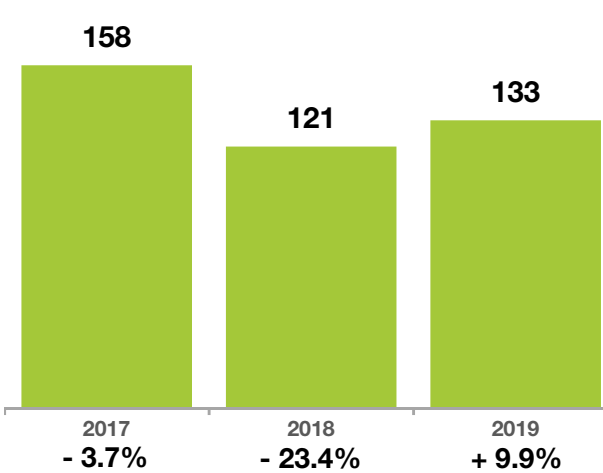
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



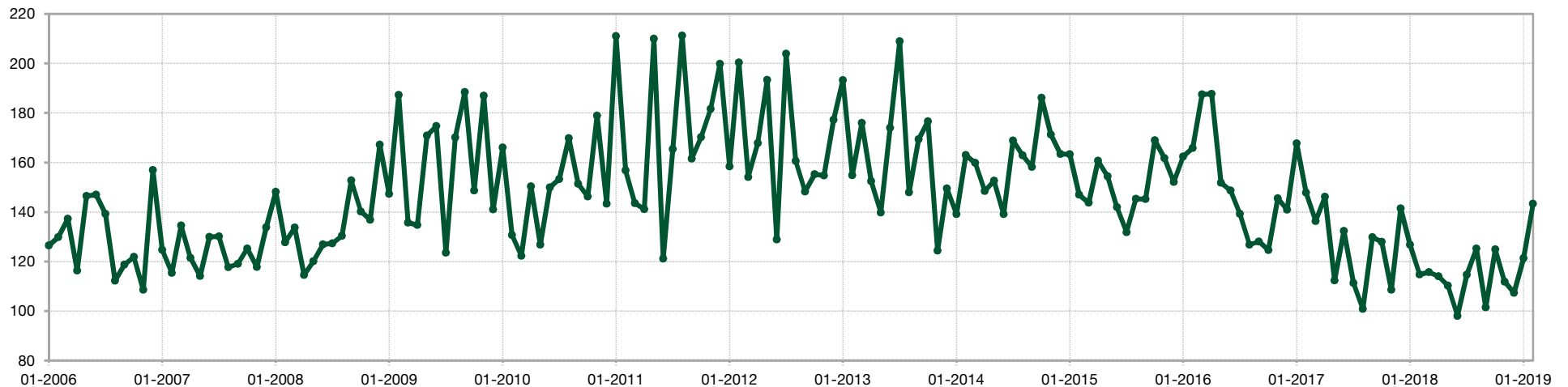
## Year to Date



	Days on Market	Prior Year	Percent Change
March 2018	116	136	-14.7%
April 2018	114	146	-21.9%
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%
<b>February 2019</b>	<b>143</b>	<b>115</b>	<b>+24.3%</b>
12-Month Avg*	115	124	-7.3%

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

## Historical Days on Market Until Sale by Month

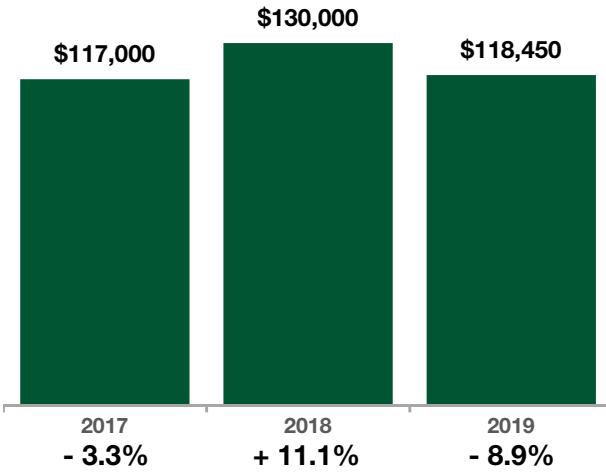


# Median Sales Price

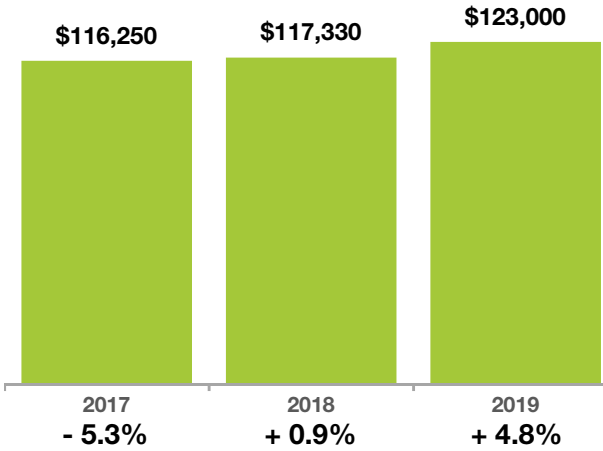
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



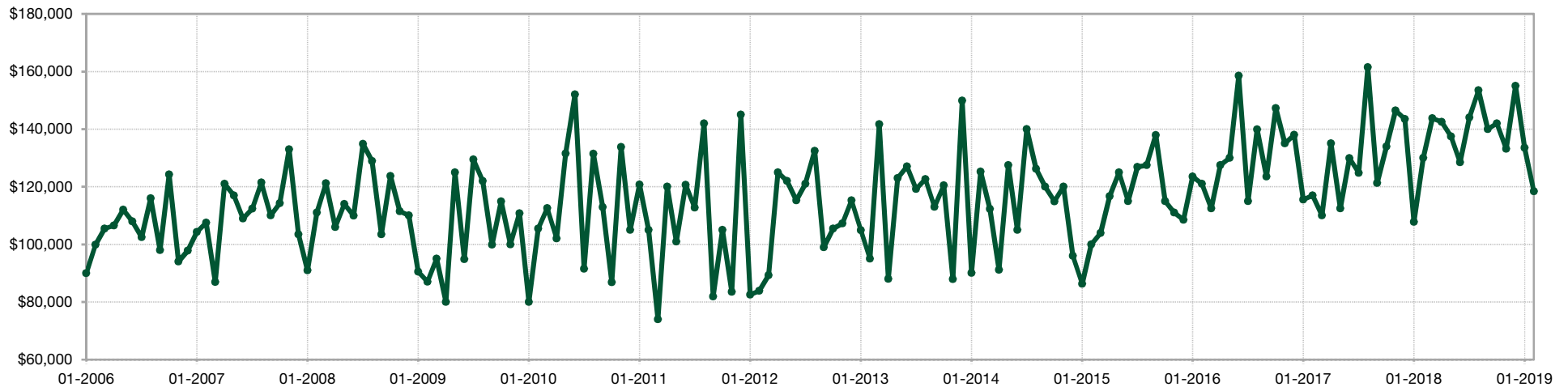
## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2018	\$143,750	\$110,000	+30.7%
April 2018	\$142,500	\$135,000	+5.6%
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%
<b>February 2019</b>	<b>\$118,450</b>	<b>\$130,000</b>	<b>-8.9%</b>
12-Month Med*	\$142,000	\$129,900	+9.3%

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

## Historical Median Sales Price by Month

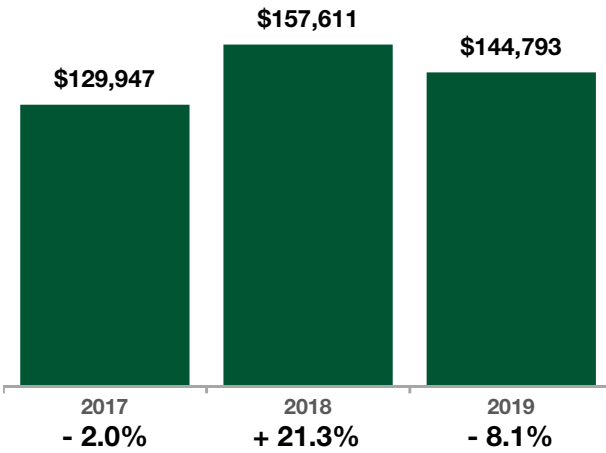


# Average Sales Price

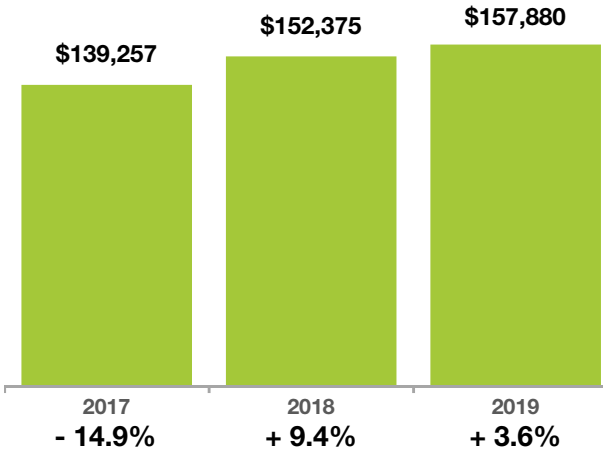
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



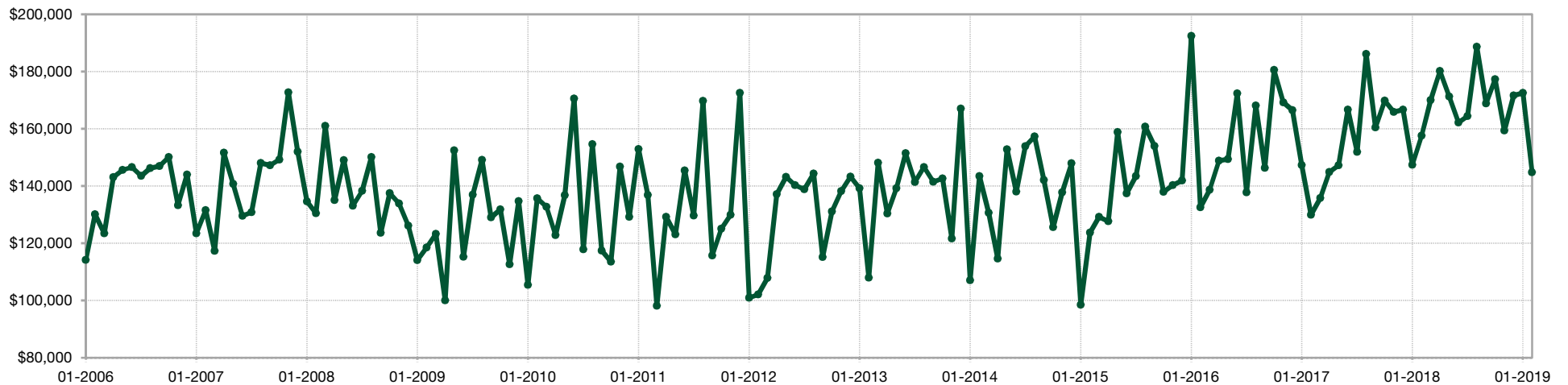
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2018	\$170,033	\$135,791	+25.2%
April 2018	\$180,160	\$144,918	+24.3%
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%
<b>February 2019</b>	<b>\$144,793</b>	<b>\$157,611</b>	<b>-8.1%</b>
12-Month Avg*	\$169,275	\$158,392	+6.9%

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

## Historical Average Sales Price by Month



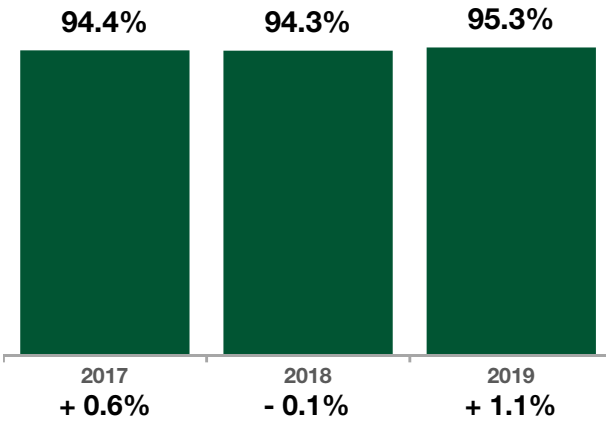


# Percent of List Price Received

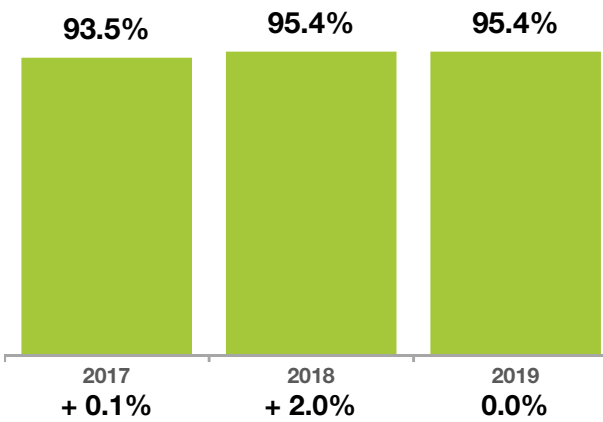
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



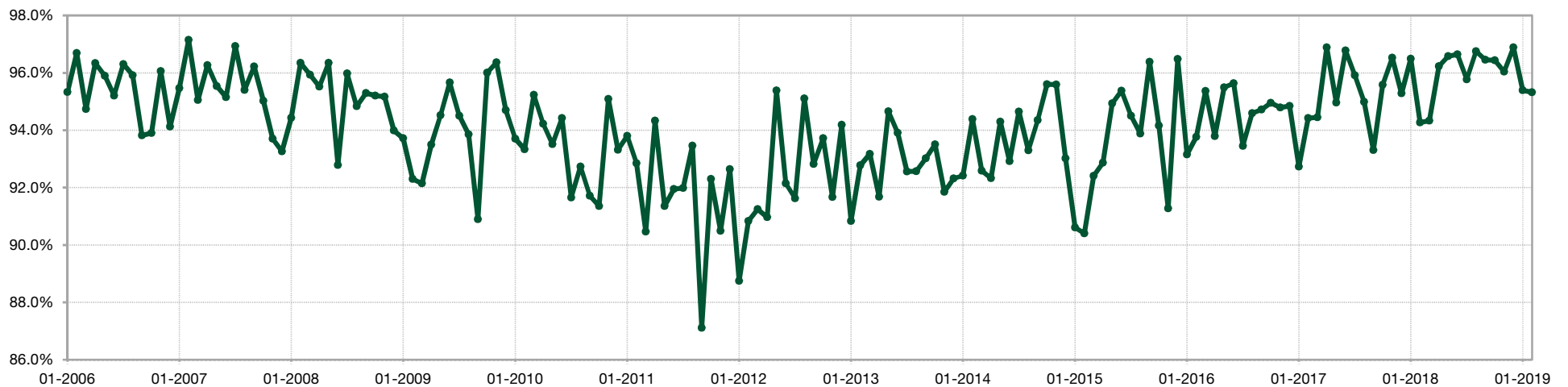
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
March 2018	94.3%	94.5%	-0.2%
April 2018	96.2%	96.9%	-0.7%
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%
<b>February 2019</b>	<b>95.3%</b>	<b>94.3%</b>	<b>+1.1%</b>
12-Month Avg*	96.2%	95.5%	+0.7%

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

## Historical Percent of List Price Received by Month



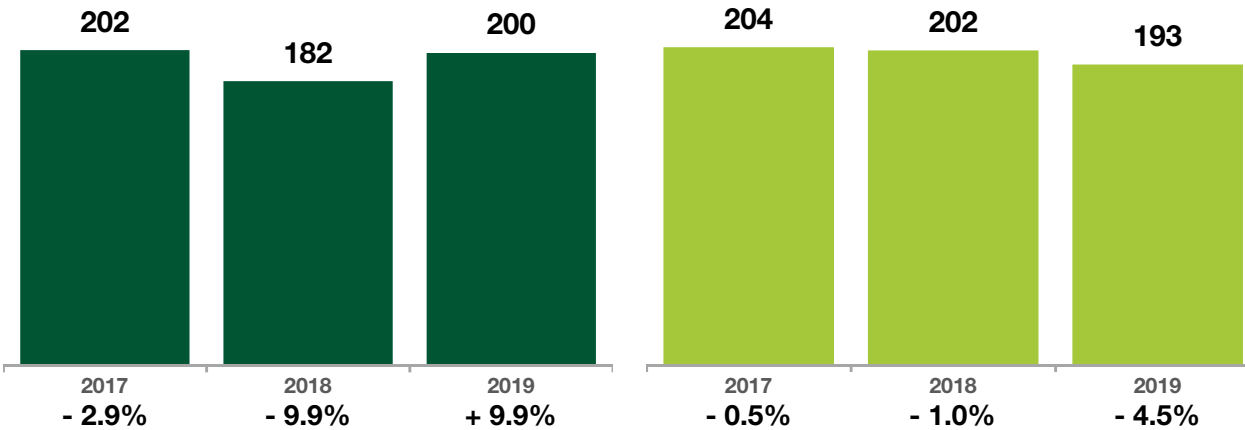
# Housing Affordability Index

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.



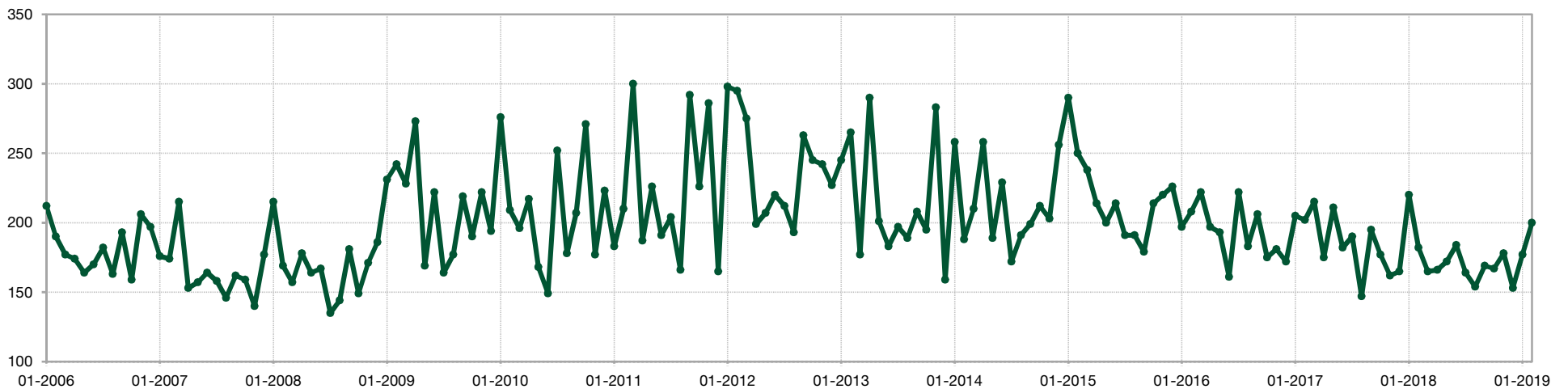
## February

## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2018	165	215	-23.3%
April 2018	166	175	-5.1%
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%
<b>February 2019</b>	<b>200</b>	<b>182</b>	<b>+9.9%</b>
12-Month Avg	171	185	-7.7%

## Historical Housing Affordability Index by Month

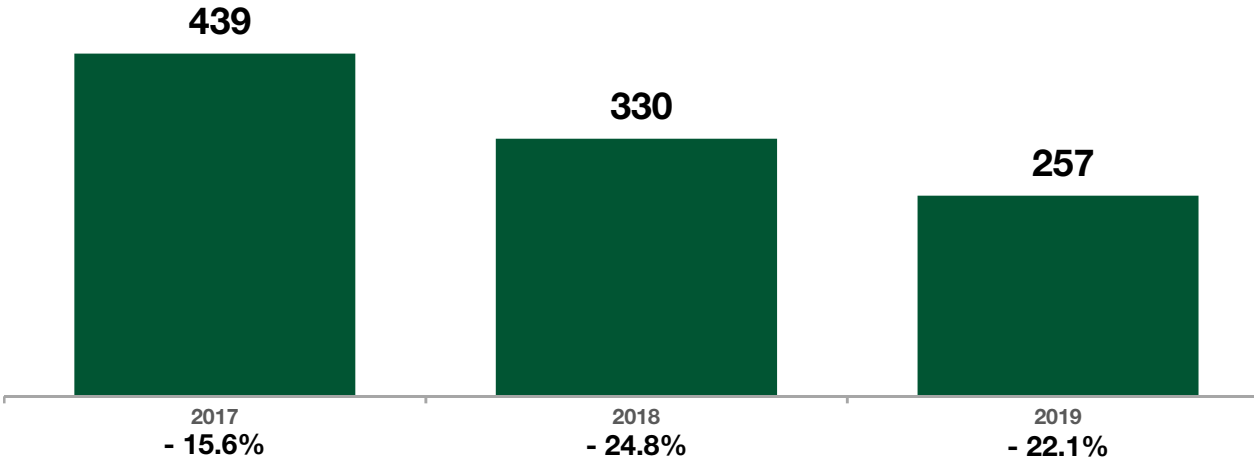


# Inventory of Homes for Sale

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



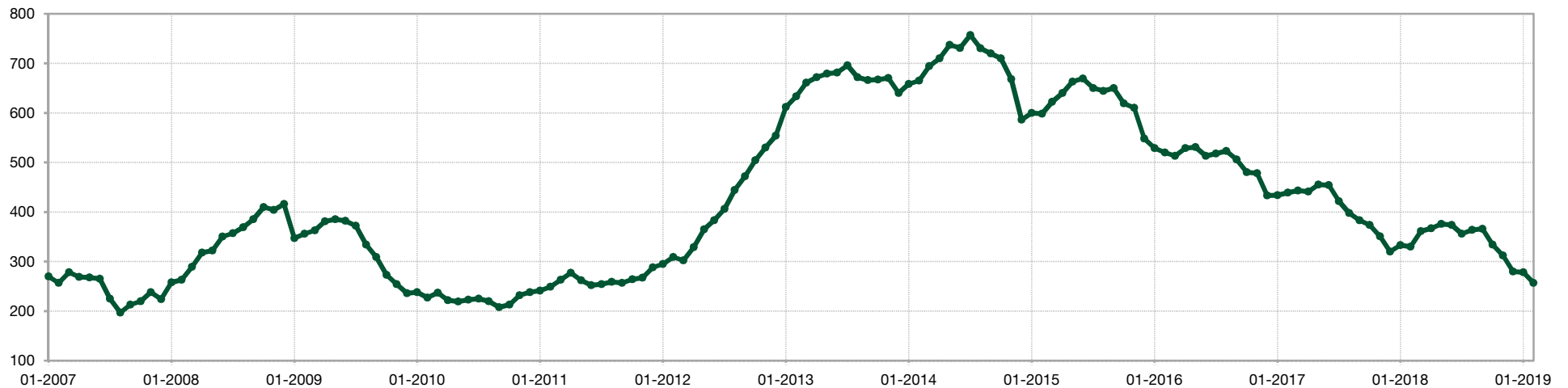
## February



Homes for Sale	Prior Year	Percent Change
March 2018	443	-18.5%
April 2018	441	-16.8%
May 2018	455	-17.4%
June 2018	454	-17.6%
July 2018	422	-15.6%
August 2018	398	-8.5%
September 2018	383	-4.4%
October 2018	374	-10.7%
November 2018	351	-11.1%
December 2018	320	-12.5%
January 2019	333	-16.5%
<b>February 2019</b>	<b>330</b>	<b>-22.1%</b>
12-Month Avg*	335	+1.1%

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

## Historical Inventory of Homes for Sale by Month

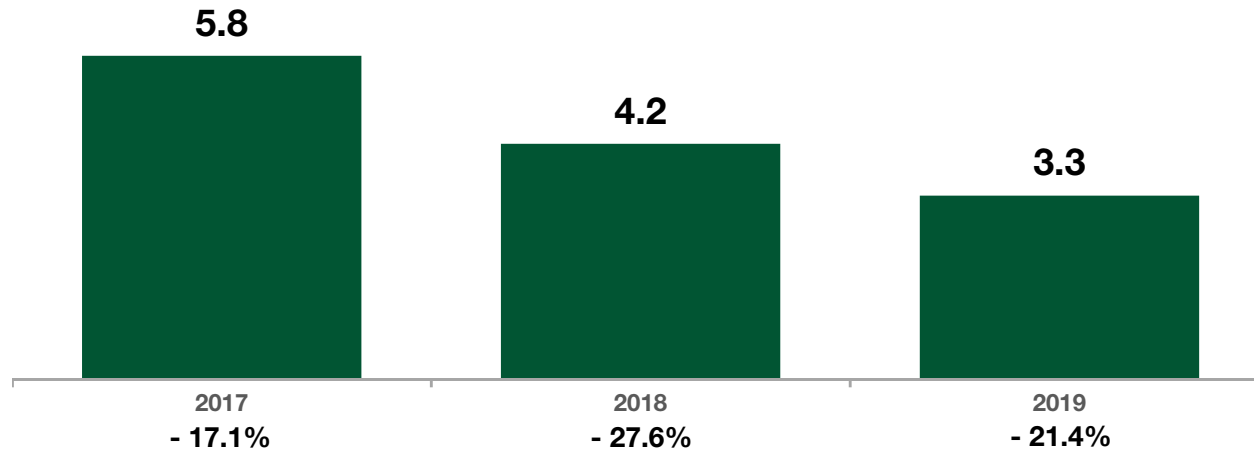


# Months Supply of Inventory

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.



## February



Months Supply	Prior Year	Percent Change
March 2018	5.8	-19.0%
April 2018	5.9	-20.3%
May 2018	6.0	-20.0%
June 2018	6.0	-20.0%
July 2018	5.5	-16.4%
August 2018	5.1	-7.8%
September 2018	4.9	-2.0%
October 2018	4.7	-6.4%
November 2018	4.5	-8.9%
December 2018	4.1	-12.2%
January 2019	4.2	-14.3%
<b>February 2019</b>	<b>4.2</b>	<b>-21.4%</b>
12-Month Avg*	5.1	-15.7%

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

## Historical Months Supply of Inventory by Month

