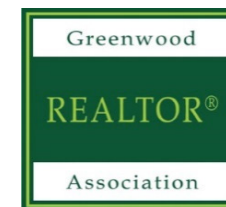


# Monthly Indicators



## January 2019

Despite a strong U.S. economy, historically low unemployment and steady wage growth, home sales began to slow across the nation late last year. Blame was given to a combination of high prices and a steady stream of interest rate hikes by the Federal Reserve. This month, the Fed responded to the growing affordability conundrum. In a move described as a patient approach to further rate changes, the Fed did not increase rates during January 2019.

New Listings were down 11.2 percent to 87. Pending Sales increased 18.0 percent to 72. Inventory shrank 20.7 percent to 264 units.

Prices moved higher as Median Sales Price was up 23.9 percent to \$133,500. Days on Market decreased 4.7 percent to 121 days. Months Supply of Inventory was down 19.0 percent to 3.4 months, indicating that demand increased relative to supply.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

## Quick Facts

**- 29.3%**      **+ 23.9%**      **- 19.0%**

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.



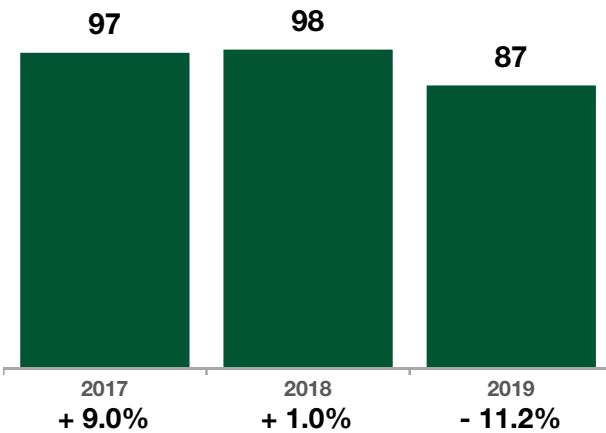
Key Metrics	Historical Sparkbars			01-2018	01-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	01-2017	01-2018	01-2019						
New Listings				98	87	- 11.2%	98	87	- 11.2%
Pending Sales				61	72	+ 18.0%	61	72	+ 18.0%
Closed Sales				58	41	- 29.3%	58	41	- 29.3%
Days on Market				127	121	- 4.7%	127	121	- 4.7%
Median Sales Price				\$107,750	\$133,500	+ 23.9%	\$107,750	\$133,500	+ 23.9%
Average Sales Price				\$147,411	\$172,562	+ 17.1%	\$147,411	\$172,562	+ 17.1%
Pct. of List Price Received				96.5%	95.4%	- 1.1%	96.5%	95.4%	- 1.1%
Housing Affordability Index				220	177	- 19.5%	220	177	- 19.5%
Inventory of Homes for Sale				333	264	- 20.7%	--	--	--
Months Supply of Inventory				4.2	3.4	- 19.0%	--	--	--

# New Listings

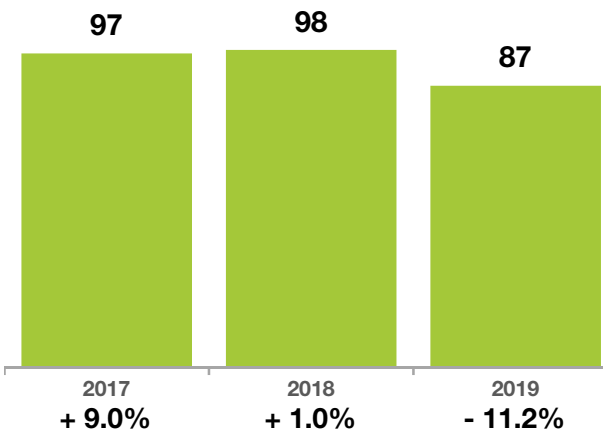
A count of the properties that have been newly listed on the market in a given month.



## January

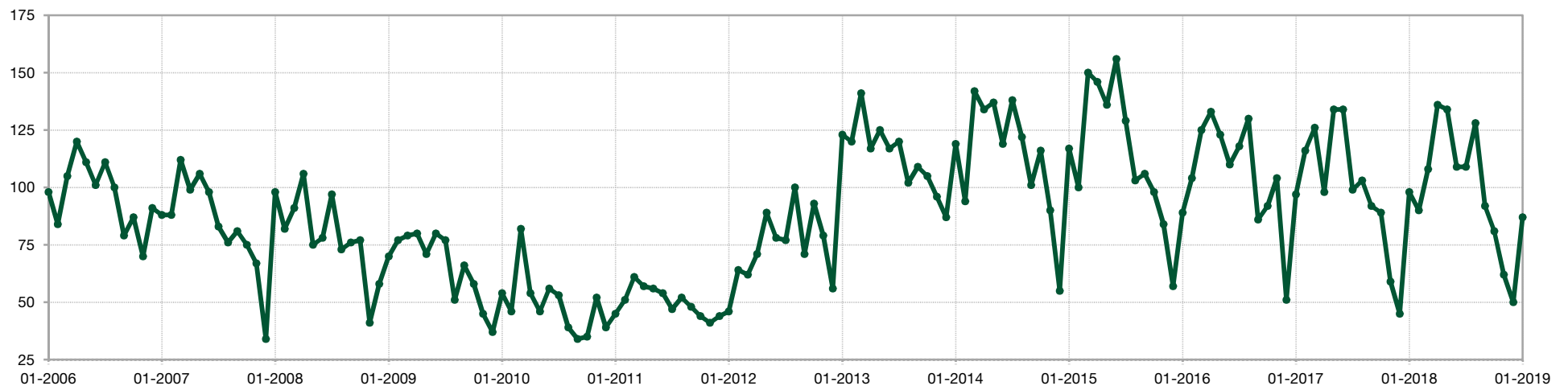


## Year to Date



	New Listings	Prior Year	Percent Change
February 2018	90	116	-22.4%
March 2018	108	126	-14.3%
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	92	92	0.0%
October 2018	81	89	-9.0%
November 2018	62	59	+5.1%
December 2018	50	45	+11.1%
<b>January 2019</b>	<b>87</b>	<b>98</b>	<b>-11.2%</b>
12-Month Avg	99	99	-0.6%

## Historical New Listings by Month

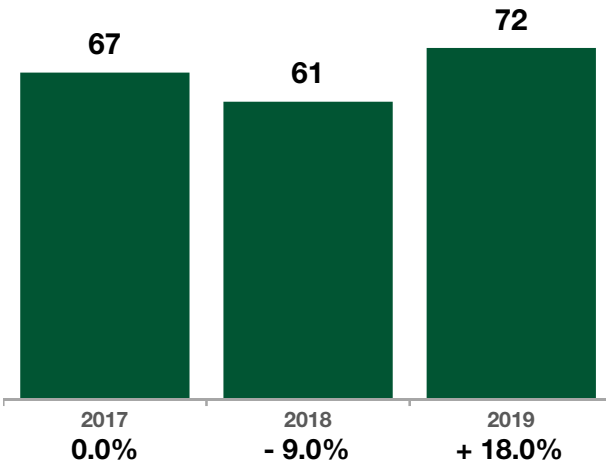


# Pending Sales

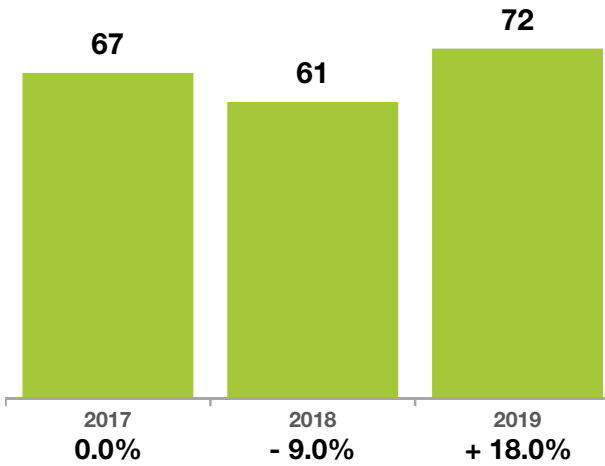
A count of the properties on which offers have been accepted in a given month.



## January

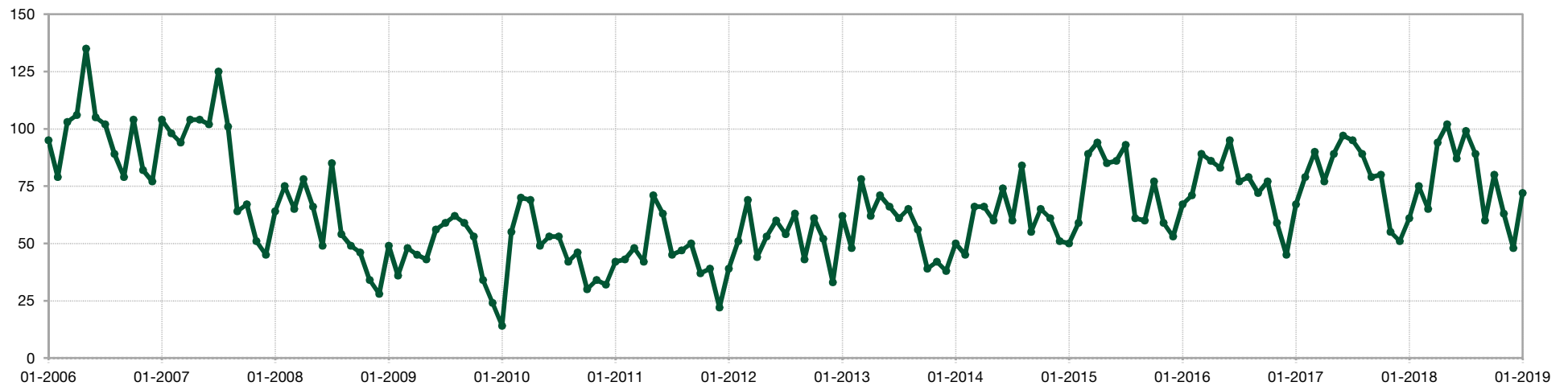


## Year to Date



	Pending Sales	Prior Year	Percent Change
February 2018	75	79	-5.1%
March 2018	65	90	-27.8%
April 2018	94	77	+22.1%
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	63	55	+14.5%
December 2018	48	51	-5.9%
<b>January 2019</b>	<b>72</b>	<b>61</b>	<b>+18.0%</b>
12-Month Avg	78	79	-0.8%

## Historical Pending Sales by Month

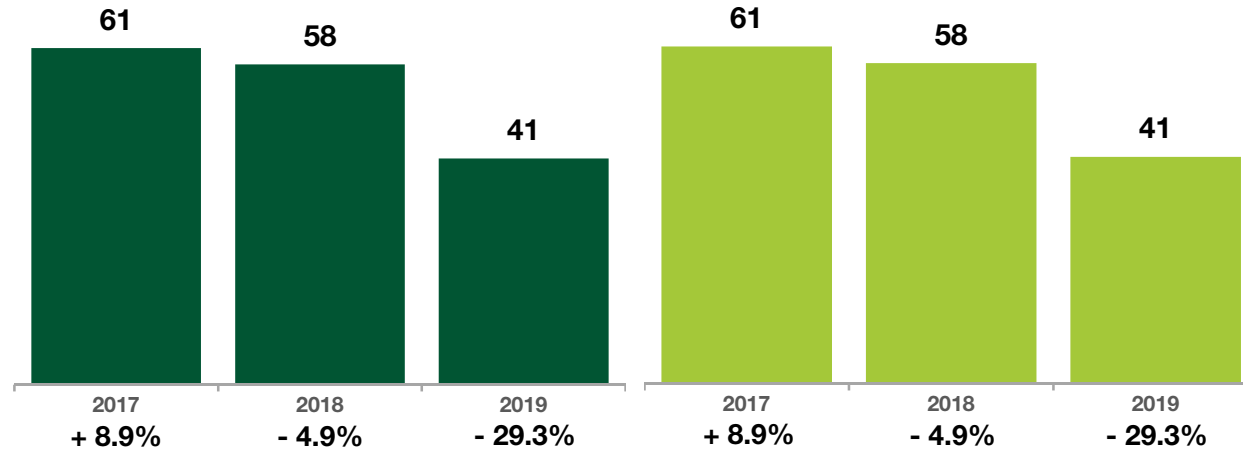


# Closed Sales

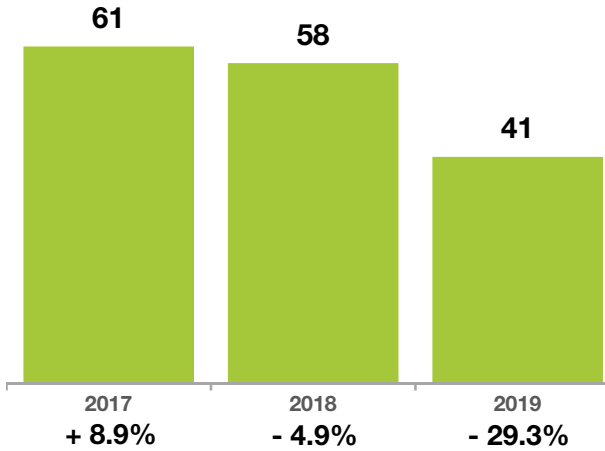
A count of the actual sales that closed in a given month.



## January

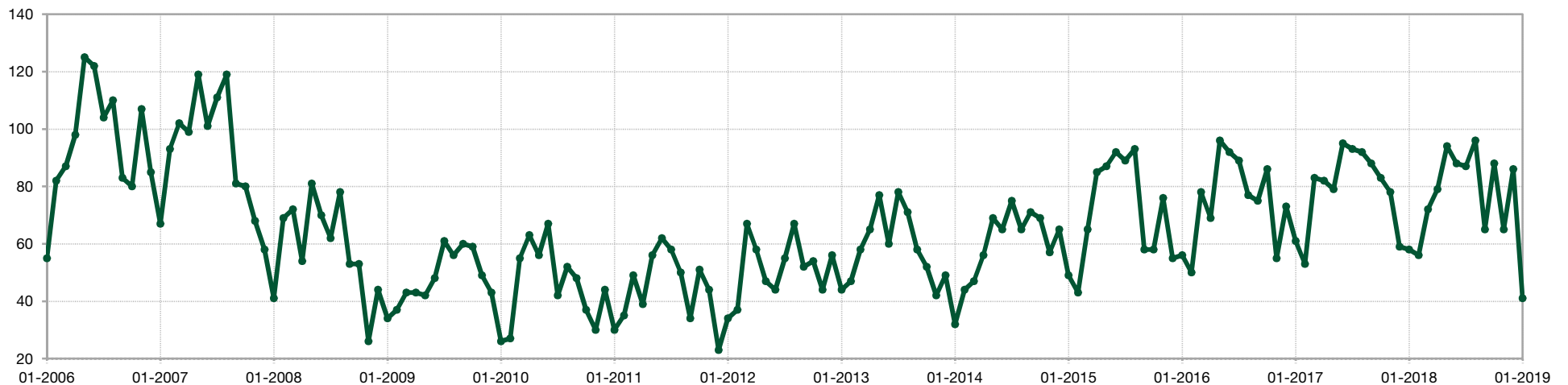


## Year to Date



Closed Sales	Prior Year	Percent Change
February 2018	56	+5.7%
March 2018	72	-13.3%
April 2018	79	-3.7%
May 2018	94	+19.0%
June 2018	88	-7.4%
July 2018	87	-6.5%
August 2018	96	+4.3%
September 2018	65	-26.1%
October 2018	88	+6.0%
November 2018	65	-16.7%
December 2018	86	+45.8%
<b>January 2019</b>	<b>41</b>	<b>-29.3%</b>
12-Month Avg	76	-2.8%

## Historical Closed Sales by Month

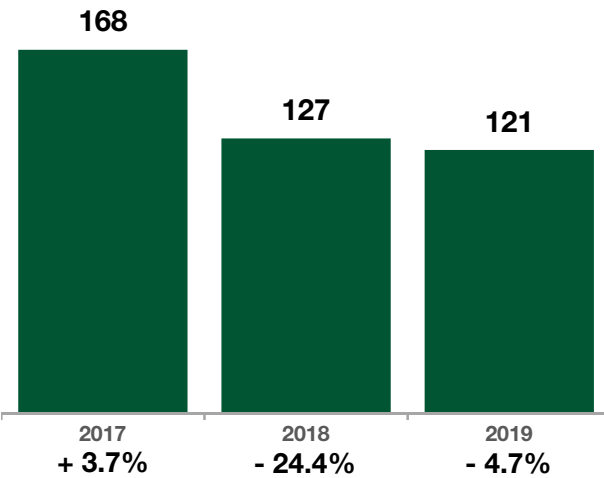


# Days on Market Until Sale

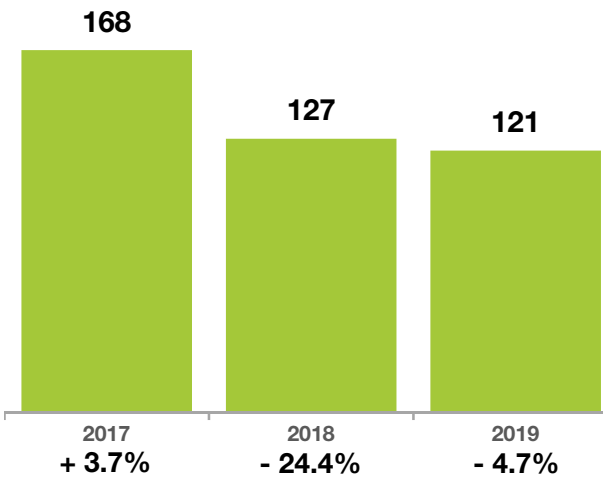
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



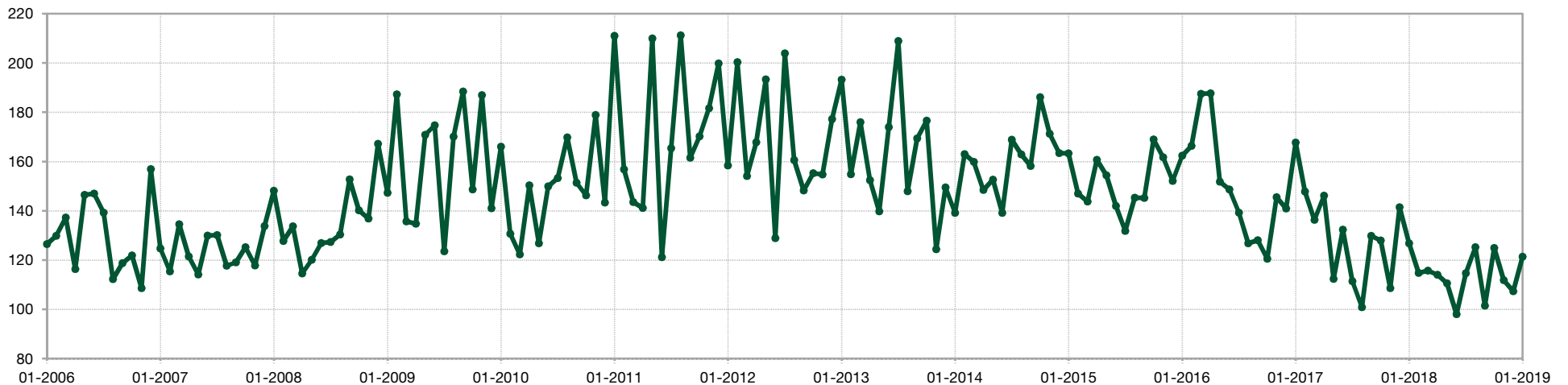
## Year to Date



Month	Days on Market	Prior Year	Percent Change
February 2018	115	148	-22.3%
March 2018	116	136	-14.7%
April 2018	114	146	-21.9%
May 2018	111	112	-0.9%
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%
<b>January 2019</b>	<b>121</b>	<b>127</b>	<b>-4.7%</b>
12-Month Avg*	113	126	-10.3%

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

## Historical Days on Market Until Sale by Month

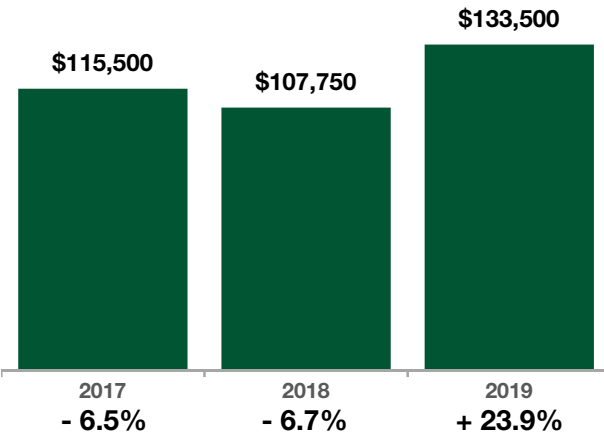


# Median Sales Price

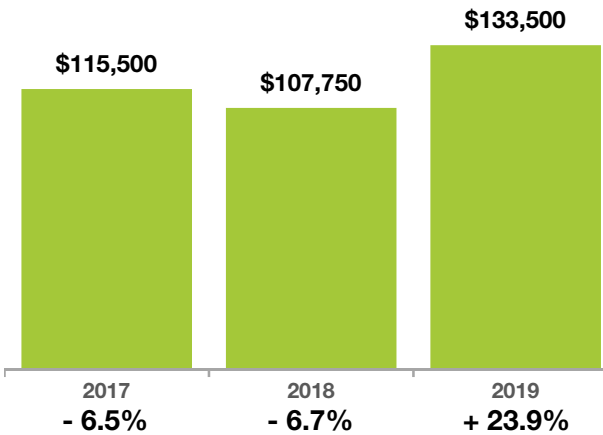
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



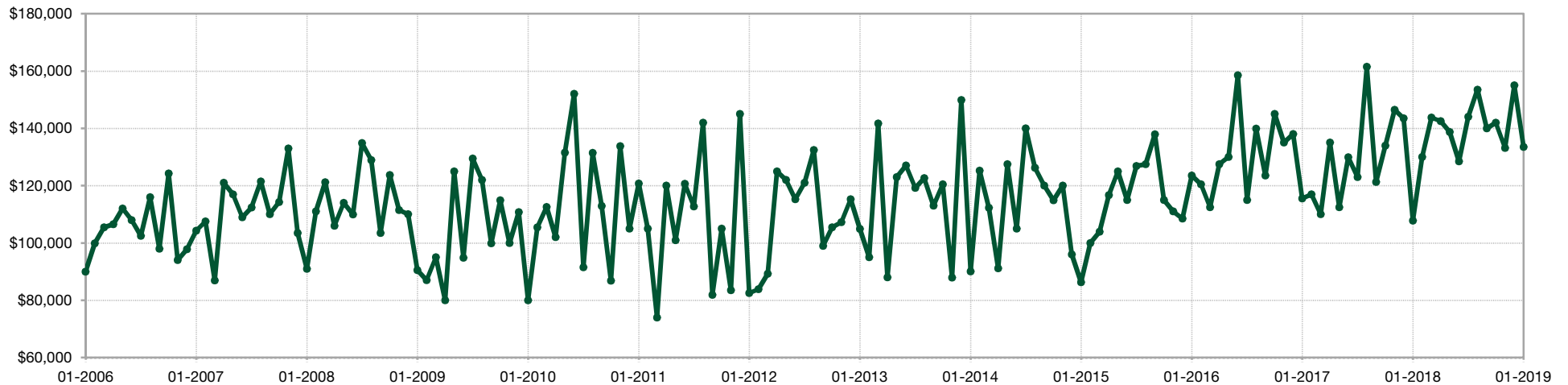
## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2018	\$130,000	\$117,000	+11.1%
March 2018	\$143,750	\$110,000	+30.7%
April 2018	\$142,500	\$135,000	+5.6%
May 2018	\$138,750	\$112,500	+23.3%
June 2018	\$128,500	\$129,900	-1.1%
July 2018	\$144,000	\$123,000	+17.1%
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%
<b>January 2019</b>	<b>\$133,500</b>	<b>\$107,750</b>	<b>+23.9%</b>
12-Month Med*	\$142,500	\$128,000	+11.3%

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

## Historical Median Sales Price by Month

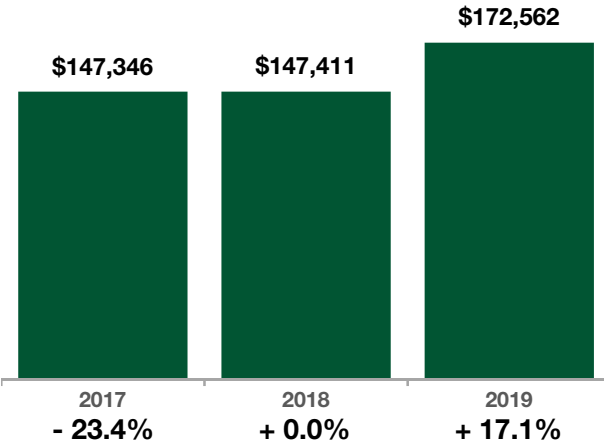


# Average Sales Price

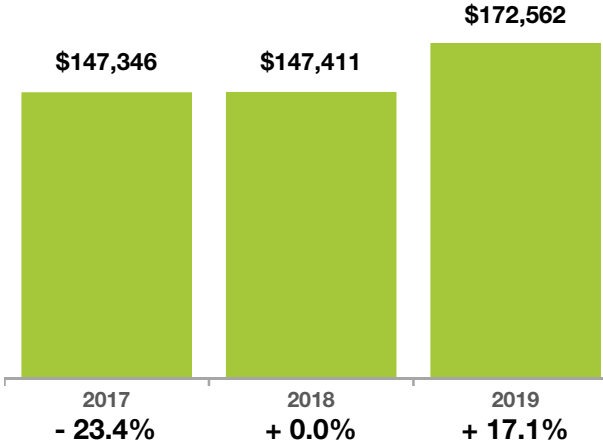
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



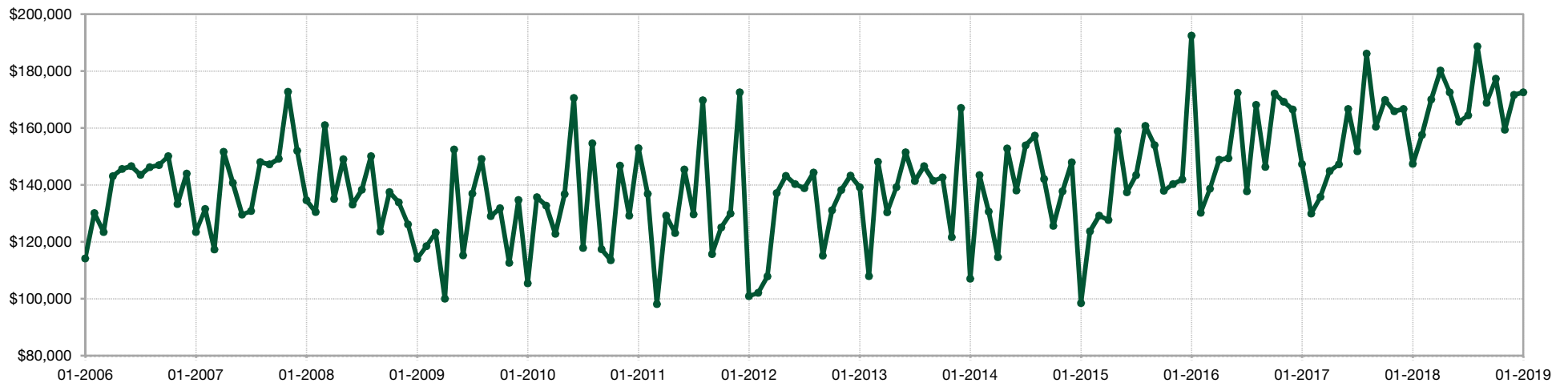
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2018	\$157,611	\$129,947	+21.3%
March 2018	\$170,033	\$135,791	+25.2%
April 2018	\$180,160	\$144,918	+24.3%
May 2018	\$172,534	\$147,254	+17.2%
June 2018	\$162,180	\$166,705	-2.7%
July 2018	\$164,416	\$151,860	+8.3%
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%
<b>January 2019</b>	<b>\$172,562</b>	<b>\$147,411</b>	<b>+17.1%</b>
12-Month Avg*	\$170,447	\$156,084	+9.2%

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

## Historical Average Sales Price by Month



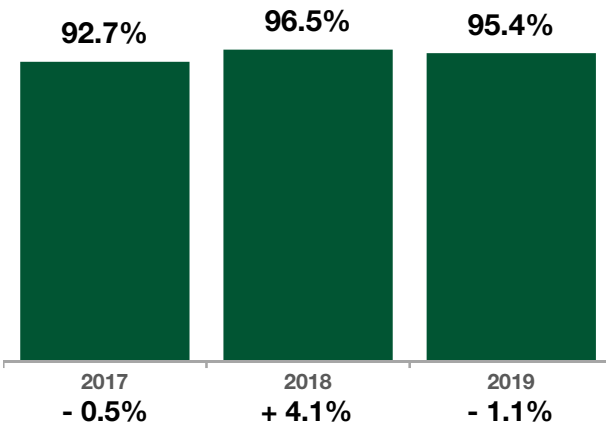


# Percent of List Price Received

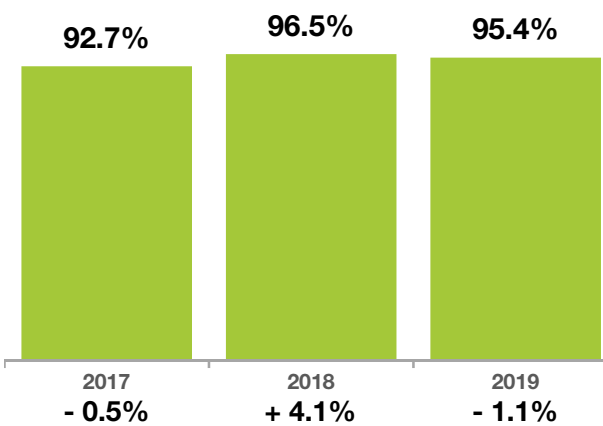
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



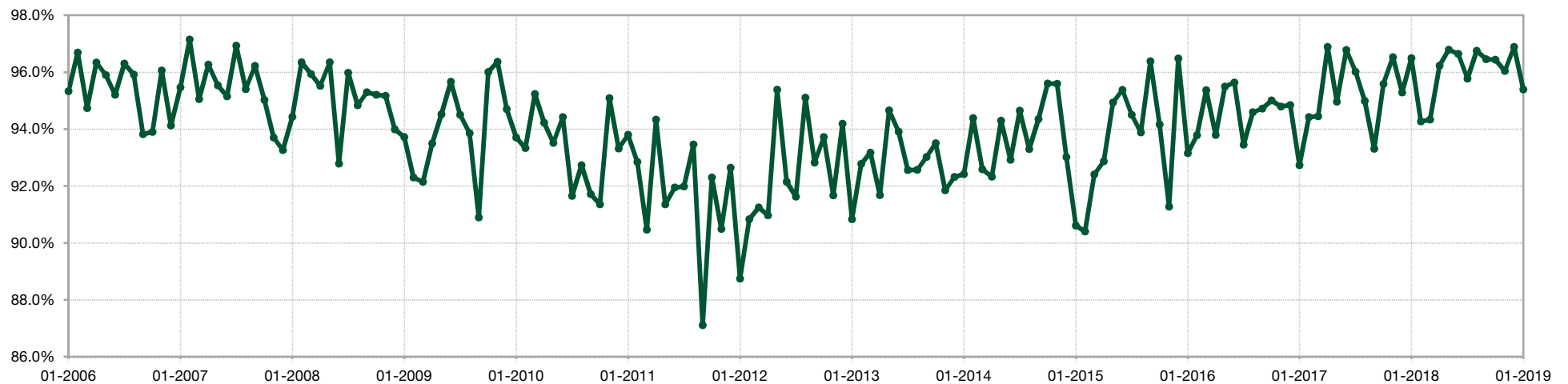
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2018	94.3%	94.4%	-0.1%
March 2018	94.3%	94.5%	-0.2%
April 2018	96.2%	96.9%	-0.7%
May 2018	96.8%	95.0%	+1.9%
June 2018	96.6%	96.8%	-0.2%
July 2018	95.8%	96.0%	-0.2%
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%
<b>January 2019</b>	<b>95.4%</b>	<b>96.5%</b>	<b>-1.1%</b>
12-Month Avg*	96.1%	95.5%	+0.6%

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

## Historical Percent of List Price Received by Month



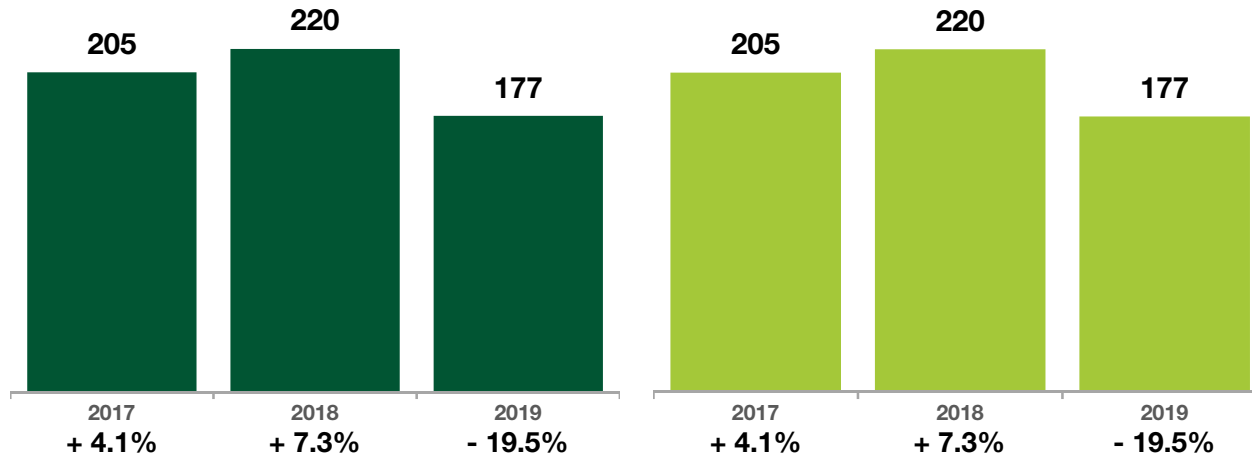
# Housing Affordability Index



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.

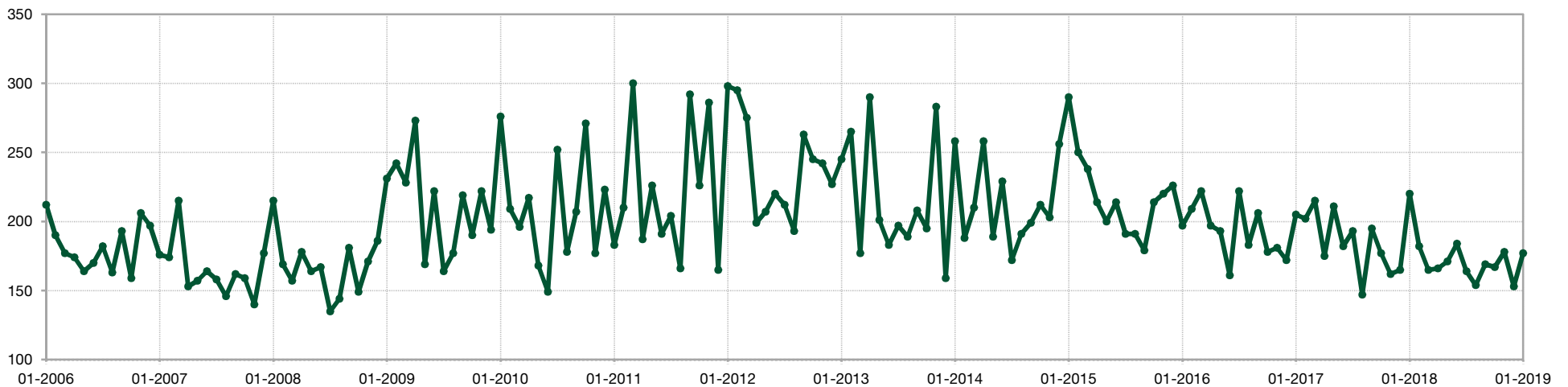
## January

## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2018	182	202	-9.9%
March 2018	165	215	-23.3%
April 2018	166	175	-5.1%
May 2018	171	211	-19.0%
June 2018	184	182	+1.1%
July 2018	164	193	-15.0%
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%
<b>January 2019</b>	<b>177</b>	<b>220</b>	<b>-19.5%</b>
12-Month Avg	169	187	-9.5%

## Historical Housing Affordability Index by Month

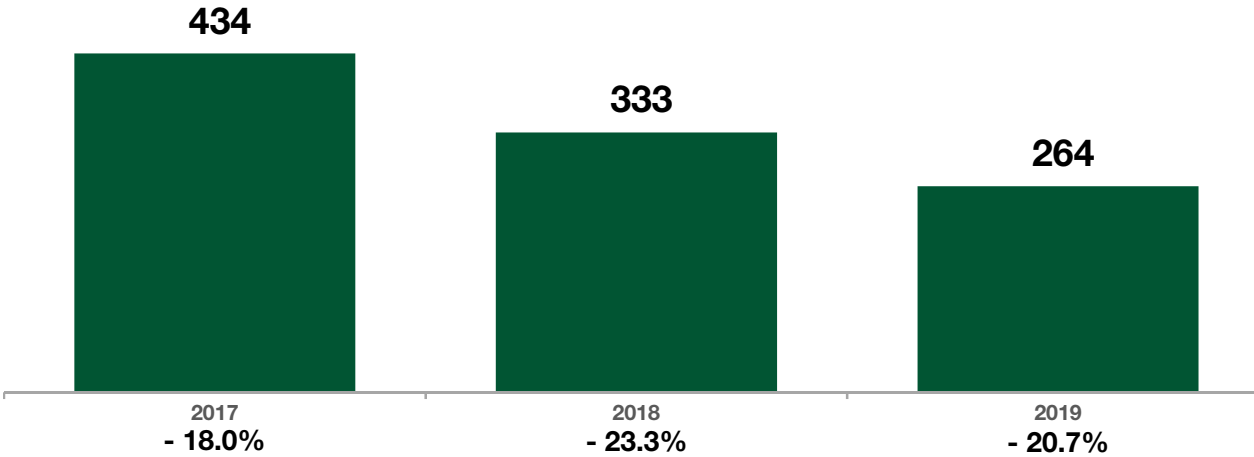


# Inventory of Homes for Sale

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



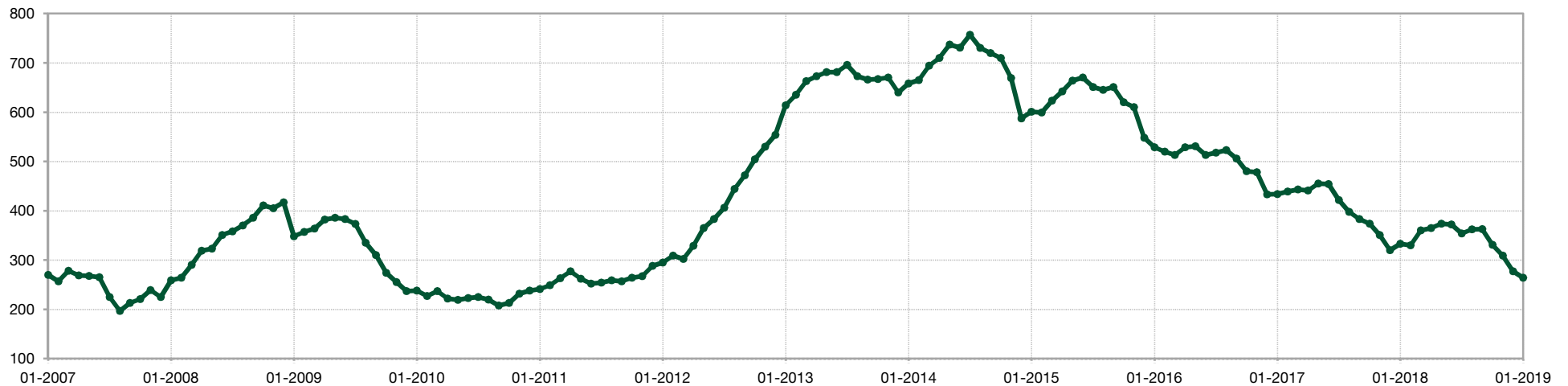
## January



Homes for Sale	Prior Year	Percent Change
February 2018	439	-24.8%
March 2018	443	-18.7%
April 2018	441	-17.2%
May 2018	455	-17.8%
June 2018	454	-18.1%
July 2018	422	-16.1%
August 2018	398	-9.0%
September 2018	383	-5.2%
October 2018	374	-11.5%
November 2018	351	-12.0%
December 2018	320	-13.4%
<b>January 2019</b>	<b>333</b>	<b>-20.7%</b>
12-Month Avg*	338	+3.5%

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

## Historical Inventory of Homes for Sale by Month

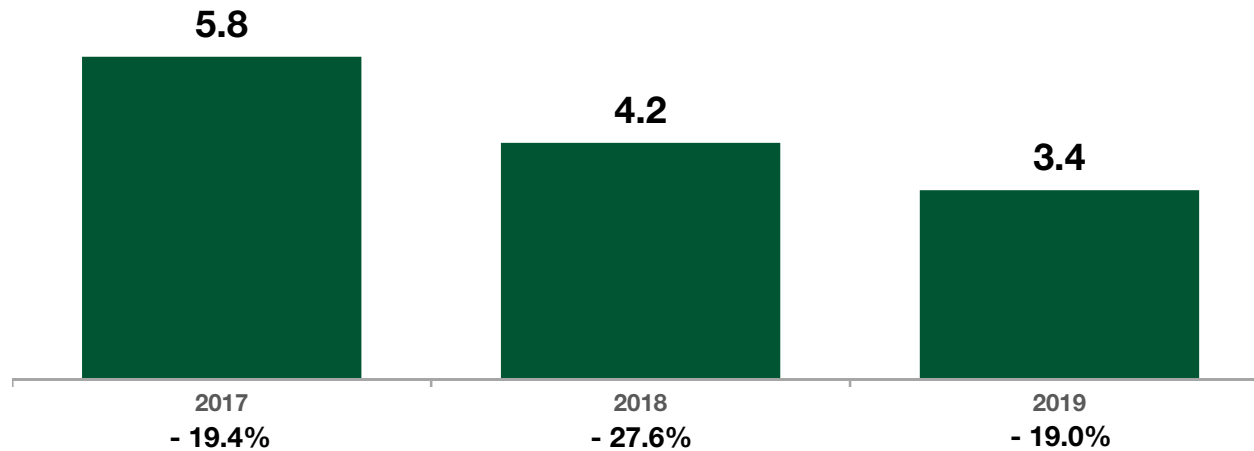


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Percent Change
February 2018	4.2	5.8	-27.6%
March 2018	4.7	5.8	-19.0%
April 2018	4.7	5.9	-20.3%
May 2018	4.8	6.0	-20.0%
June 2018	4.8	6.0	-20.0%
July 2018	4.5	5.5	-18.2%
August 2018	4.6	5.1	-9.8%
September 2018	4.7	4.9	-4.1%
October 2018	4.3	4.7	-8.5%
November 2018	4.0	4.5	-11.1%
December 2018	3.6	4.1	-12.2%
<b>January 2019</b>	<b>3.4</b>	<b>4.2</b>	<b>-19.0%</b>
12-Month Avg*	4.4	5.2	-15.4%

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

## Historical Months Supply of Inventory by Month

