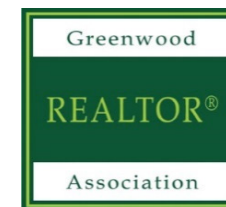


Monthly Indicators



May 2019

At this point in the year, we are getting a good sense for how the housing market is likely to perform for the foreseeable future. And although it is not a particularly exciting forecast, it is a desirable one. Markets across the country are regulating toward a middle ground between buyers and sellers. While it remains true that sales prices are running higher and that inventory options are relatively low, buyers are beginning to find wiggle room at some price points and geographies.

New Listings were down 9.7 percent to 121. Pending Sales decreased 12.7 percent to 89. Inventory shrank 21.8 percent to 294 units.

Prices moved higher as Median Sales Price was up 20.0 percent to \$165,000. Days on Market decreased 7.3 percent to 102 days. Months Supply of Inventory was down 22.9 percent to 3.7 months, indicating that demand increased relative to supply.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

Quick Facts

- 8.4%	+ 20.0%	- 22.9%
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.



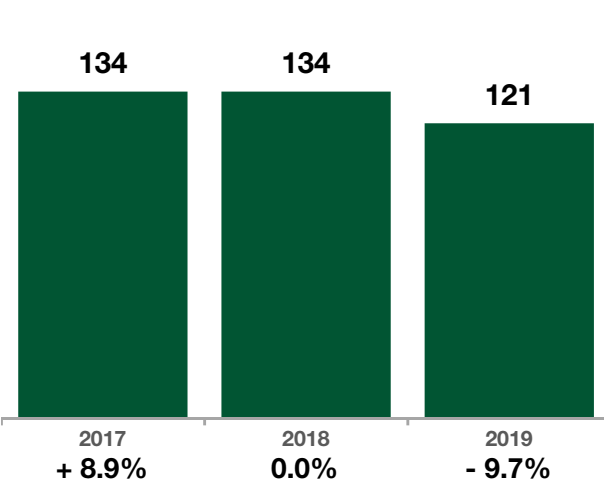
Key Metrics	Historical Sparkbars			05-2018	05-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	05-2017	05-2018	05-2019						
New Listings				134	121	- 9.7%	566	567	+ 0.2%
Pending Sales				102	89	- 12.7%	396	430	+ 8.6%
Closed Sales				95	87	- 8.4%	360	348	- 3.3%
Days on Market				110	102	- 7.3%	116	105	- 9.5%
Median Sales Price				\$137,500	\$165,000	+ 20.0%	\$135,000	\$140,000	+ 3.7%
Average Sales Price				\$171,286	\$178,857	+ 4.4%	\$167,035	\$166,247	- 0.5%
Pct. of List Price Received				96.6%	98.5%	+ 2.0%	95.7%	97.2%	+ 1.6%
Housing Affordability Index				172	144	- 16.3%	175	169	- 3.4%
Inventory of Homes for Sale				376	294	- 21.8%	--	--	--
Months Supply of Inventory				4.8	3.7	- 22.9%	--	--	--

New Listings

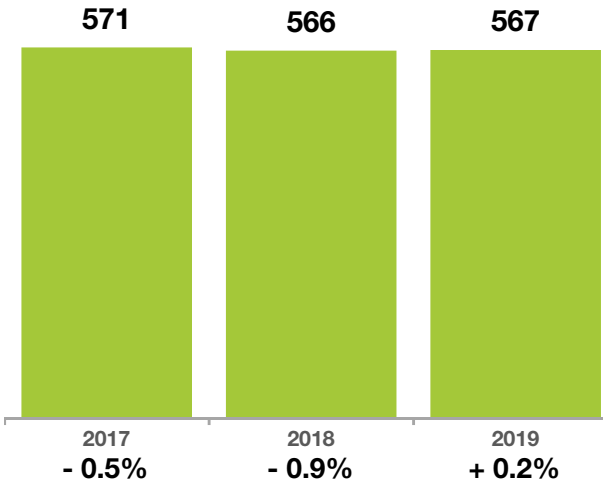
A count of the properties that have been newly listed on the market in a given month.



May

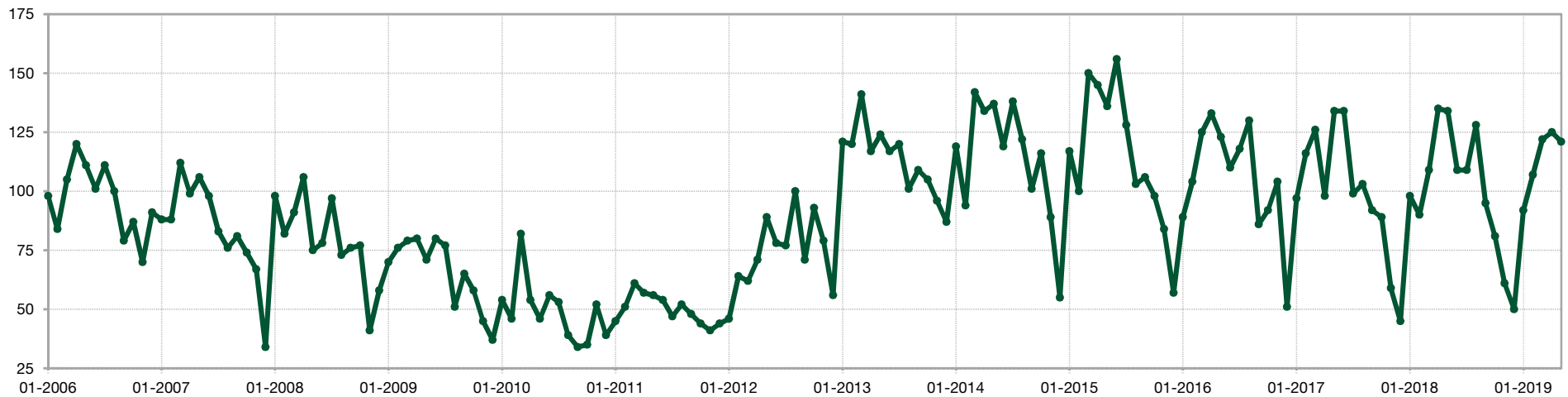


Year to Date



	New Listings	Prior Year	Percent Change
June 2018	109	134	-18.7%
July 2018	109	99	+10.1%
August 2018	128	103	+24.3%
September 2018	95	92	+3.3%
October 2018	81	89	-9.0%
November 2018	61	59	+3.4%
December 2018	50	45	+11.1%
January 2019	92	98	-6.1%
February 2019	107	90	+18.9%
March 2019	122	109	+11.9%
April 2019	125	135	-7.4%
May 2019	121	134	-9.7%
12-Month Avg	100	99	+1.1%

Historical New Listings by Month

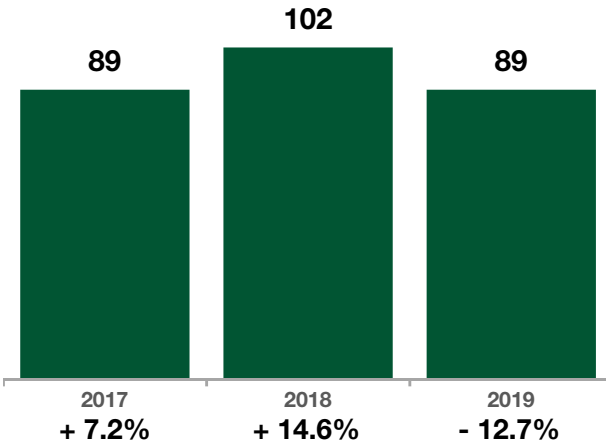


Pending Sales

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



May

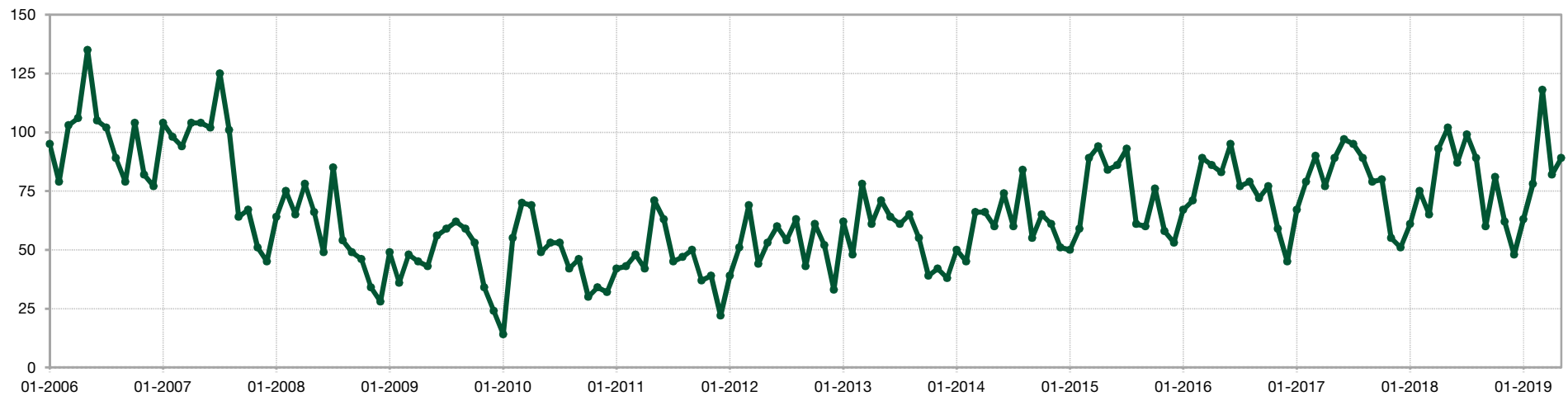


Year to Date



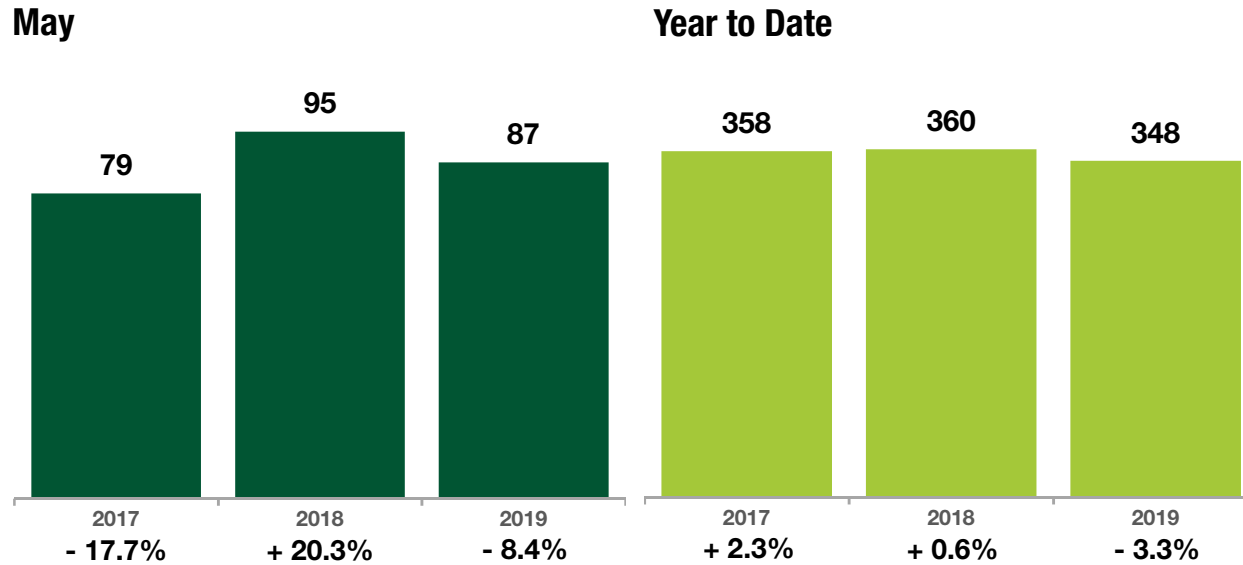
	Pending Sales	Prior Year	Percent Change
June 2018	87	97	-10.3%
July 2018	99	95	+4.2%
August 2018	89	89	0.0%
September 2018	60	79	-24.1%
October 2018	81	80	+1.3%
November 2018	62	55	+12.7%
December 2018	48	51	-5.9%
January 2019	63	61	+3.3%
February 2019	78	75	+4.0%
March 2019	118	65	+81.5%
April 2019	82	93	-11.8%
May 2019	89	102	-12.7%
12-Month Avg	80	79	+1.5%

Historical Pending Sales by Month



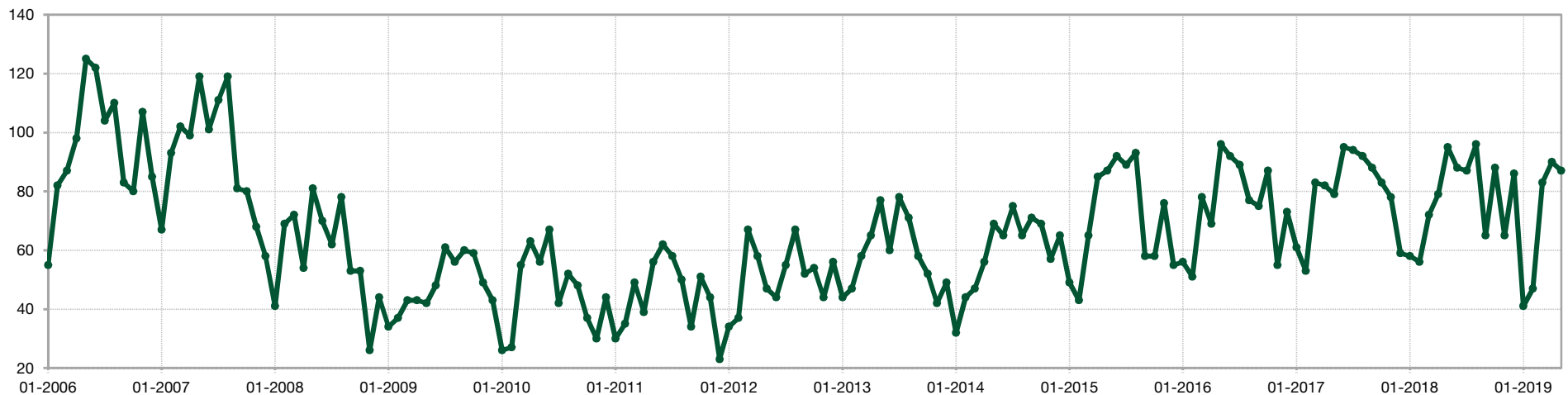
Closed Sales

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



	Closed Sales	Prior Year	Percent Change
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%
February 2019	47	56	-16.1%
March 2019	83	72	+15.3%
April 2019	90	79	+13.9%
May 2019	87	95	-8.4%
12-Month Avg	77	79	-2.7%

Historical Closed Sales by Month

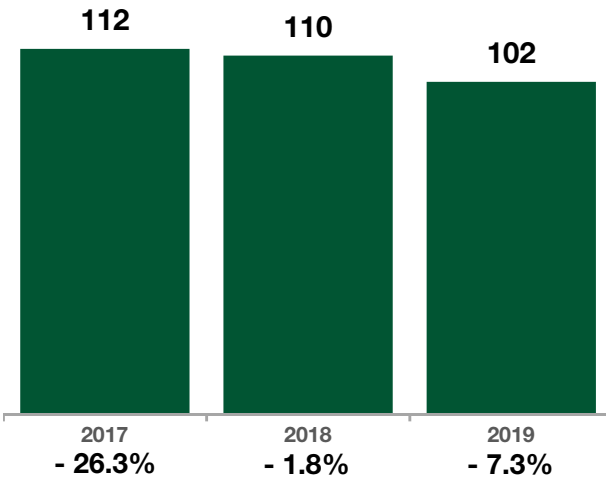


Days on Market Until Sale

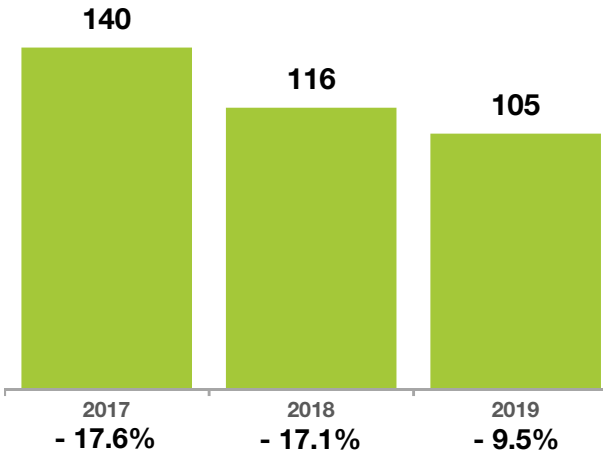
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



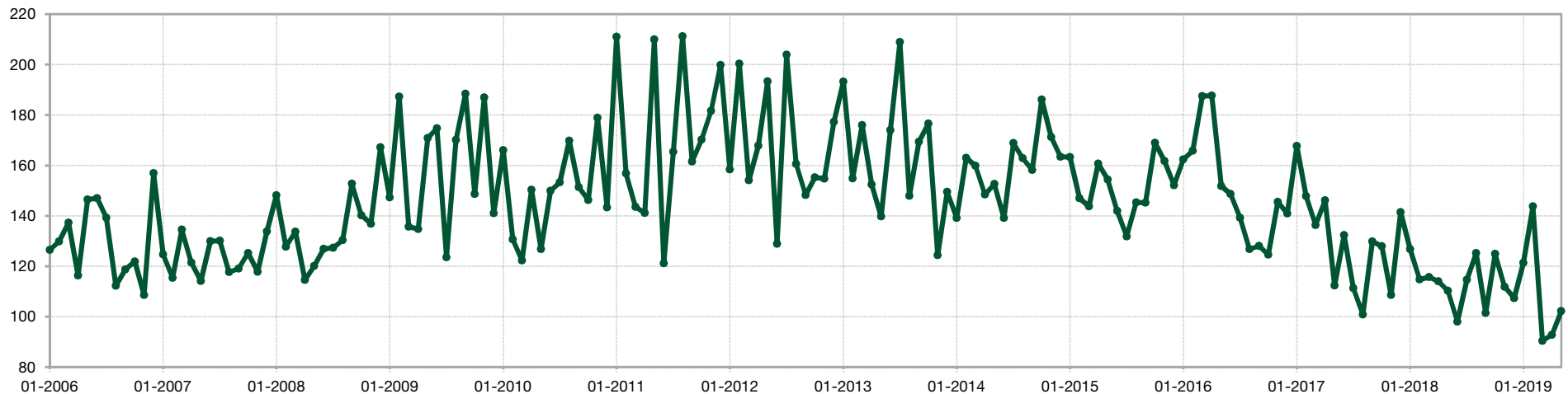
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	93	114	-18.4%
May 2019	102	110	-7.3%
12-Month Avg*	110	119	-7.6%

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

Historical Days on Market Until Sale by Month

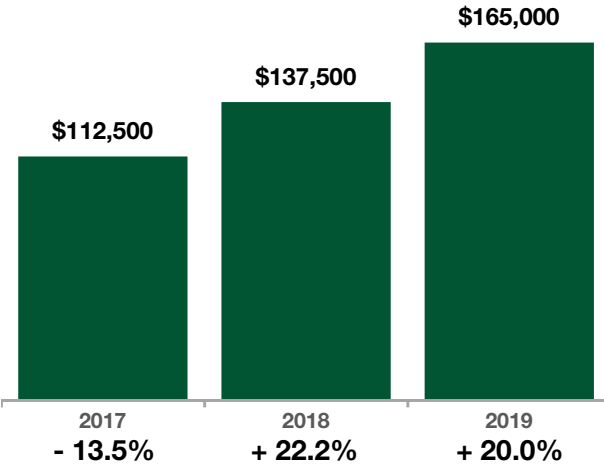


Median Sales Price

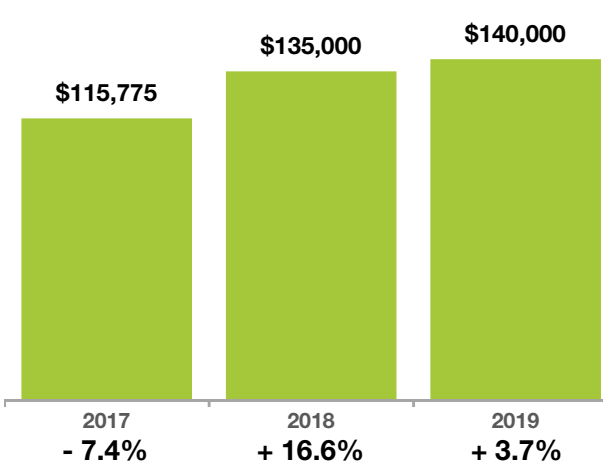
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



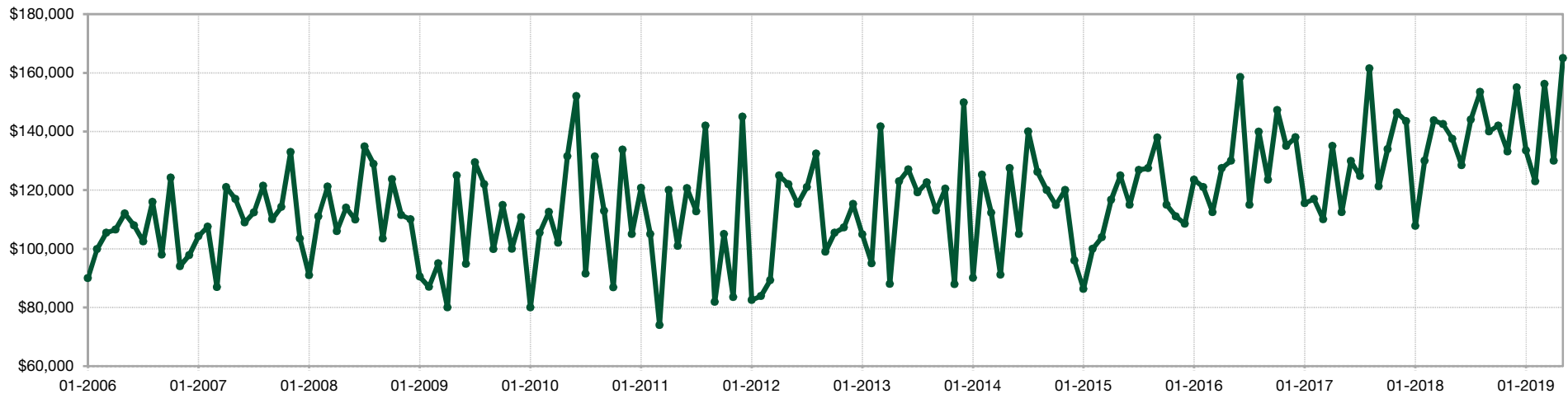
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$130,000	\$142,500	-8.8%
May 2019	\$165,000	\$137,500	+20.0%
12-Month Med*	\$142,500	\$136,200	+4.6%

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

Historical Median Sales Price by Month

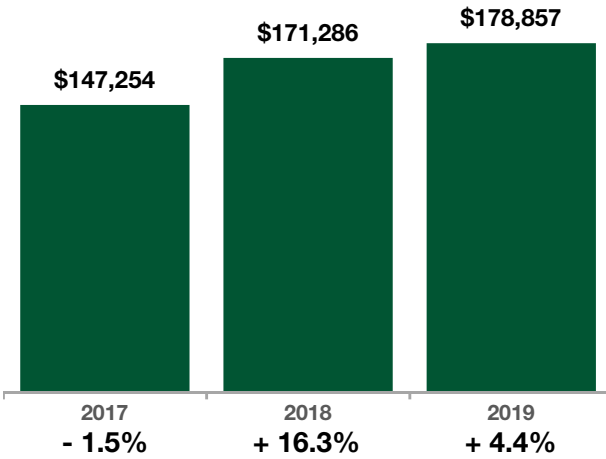


Average Sales Price

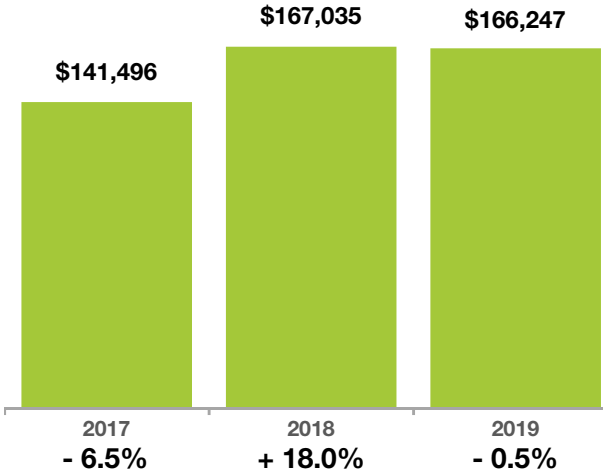
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



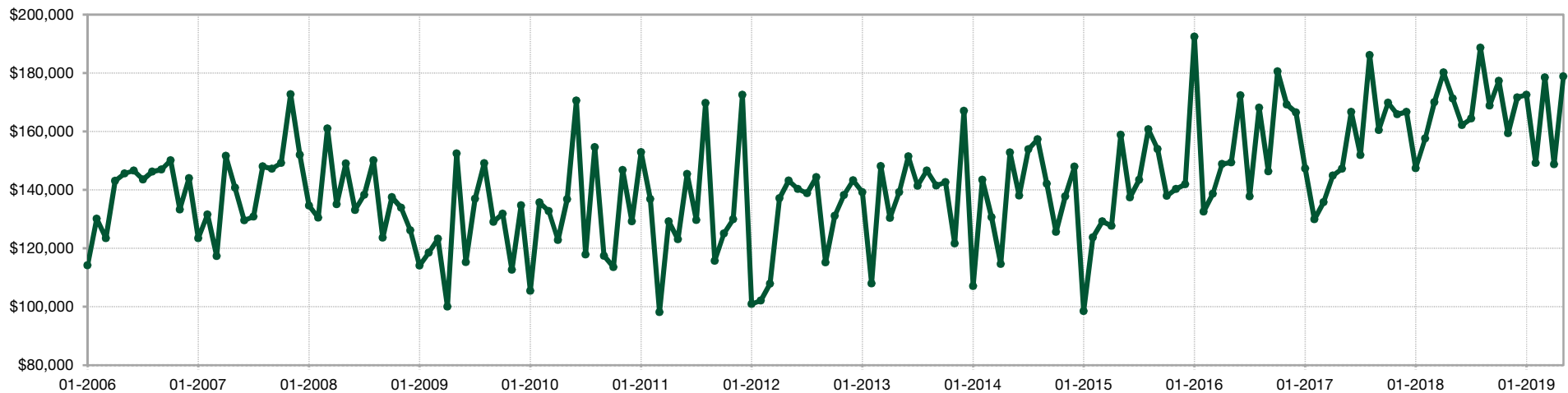
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$148,747	\$180,160	-17.4%
May 2019	\$178,857	\$171,286	+4.4%
12-Month Avg*	\$168,359	\$166,185	+1.3%

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

Historical Average Sales Price by Month

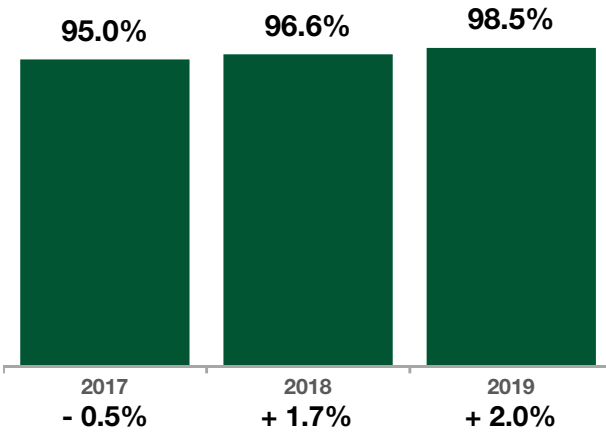


Percent of List Price Received

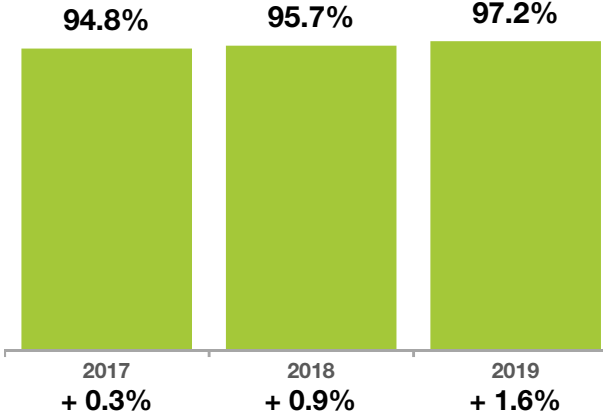
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



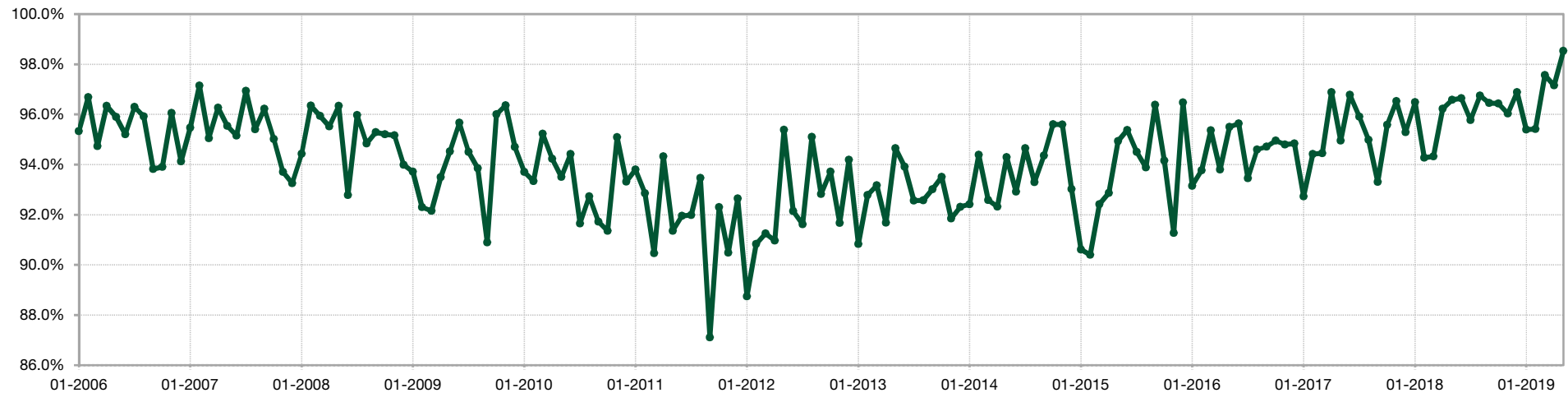
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.2%	96.2%	+1.0%
May 2019	98.5%	96.6%	+2.0%
12-Month Avg*	96.7%	95.6%	+1.2%

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

Historical Percent of List Price Received by Month

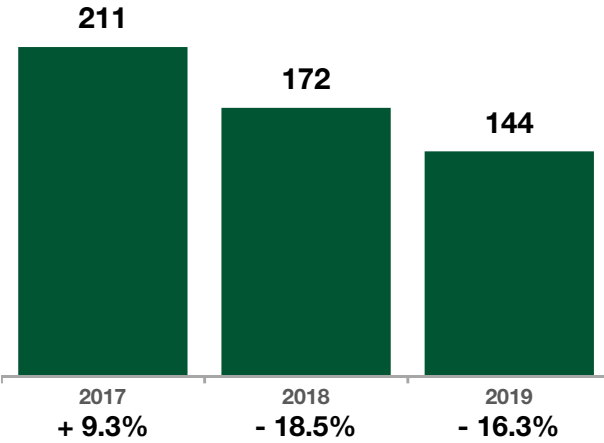


Housing Affordability Index

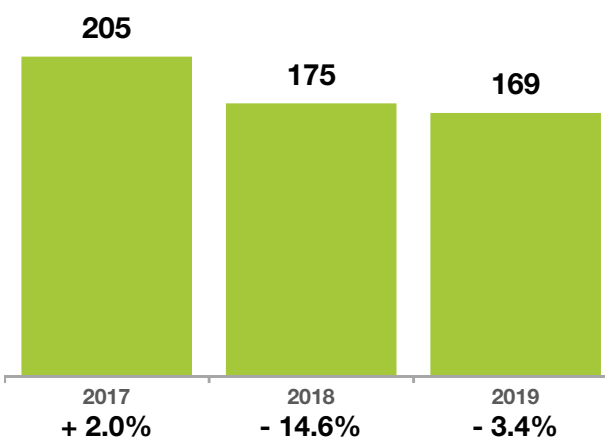


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May

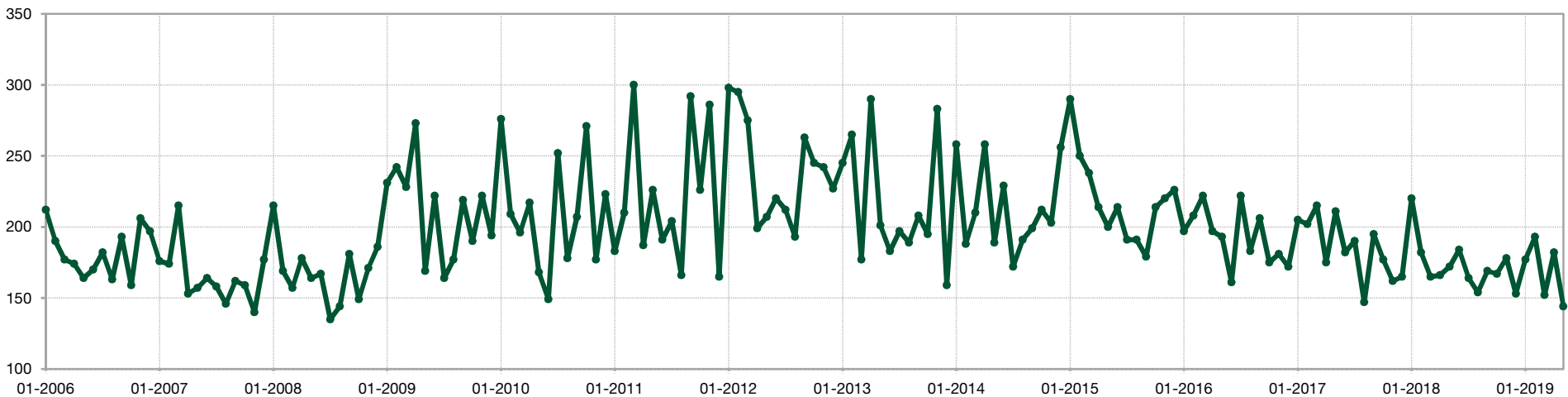


Year to Date



	Affordability Index	Prior Year	Percent Change
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	182	166	+9.6%
May 2019	144	172	-16.3%
12-Month Avg	168	177	-5.0%

Historical Housing Affordability Index by Month

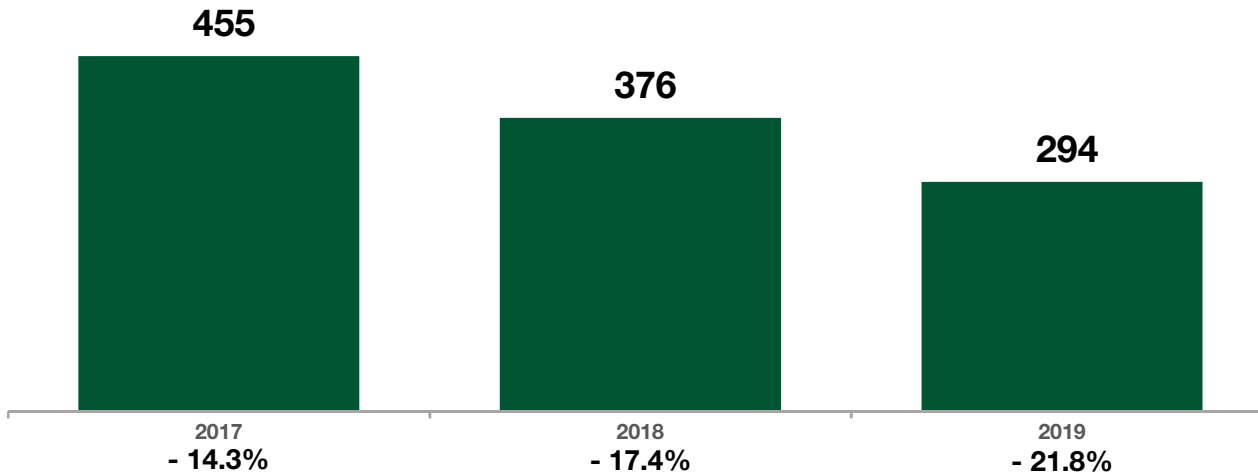


Inventory of Homes for Sale

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



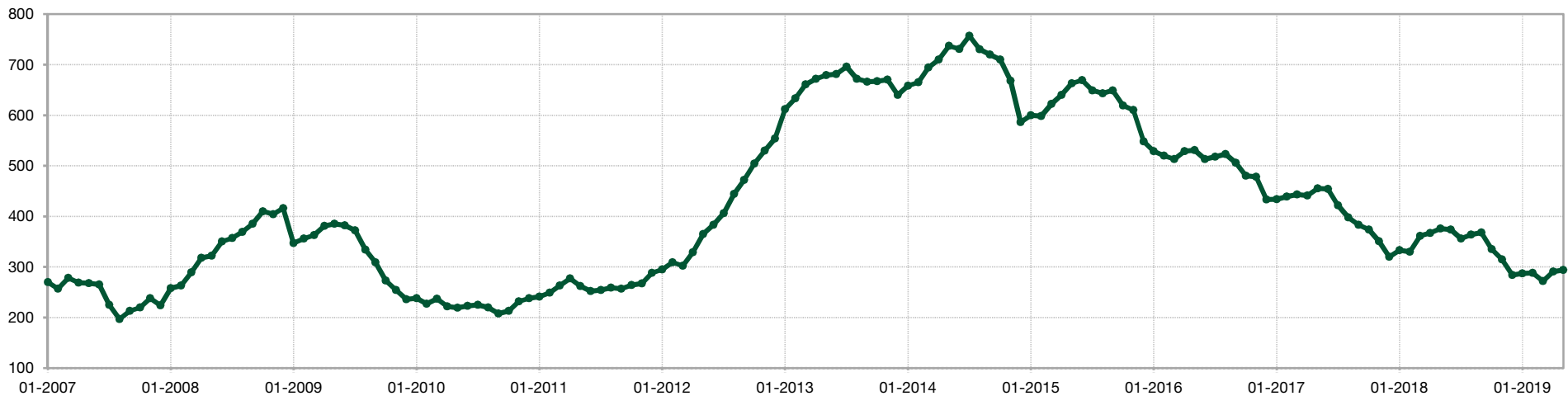
May



Homes for Sale	Prior Year	Percent Change
June 2018	454	-17.6%
July 2018	422	-15.6%
August 2018	398	-8.5%
September 2018	383	-3.9%
October 2018	374	-10.4%
November 2018	351	-10.3%
December 2018	320	-11.3%
January 2019	333	-13.8%
February 2019	330	-12.7%
March 2019	361	-24.7%
April 2019	367	-20.7%
May 2019	376	-21.8%
12-Month Avg*	319	-14.1%

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

Historical Inventory of Homes for Sale by Month

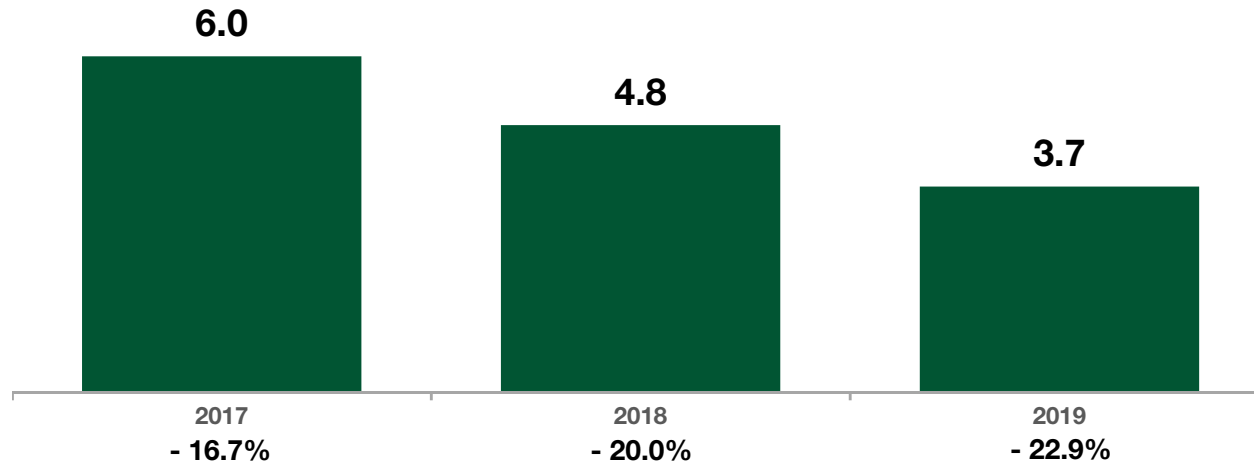


Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
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	4.1	4.5	-8.9%
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	3.3	4.7	-29.8%
April 2019	3.6	4.7	-23.4%
May 2019	3.7	4.8	-22.9%
12-Month Avg*	4.1	4.8	-14.6%

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

Historical Months Supply of Inventory by Month

