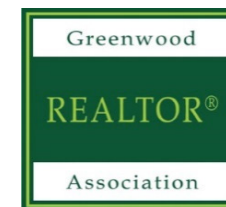


Monthly Indicators



October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings were down 12.4 percent to 78. Pending Sales increased 7.5 percent to 86. Inventory shrank 15.0 percent to 317 units.

Prices moved higher as Median Sales Price was up 6.2 percent to \$142,250. Days on Market decreased 2.3 percent to 125 days. Months Supply of Inventory was down 12.8 percent to 4.1 months, indicating that demand increased relative to supply.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Quick Facts

+ 6.0%	+ 6.2%	- 12.8%
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.



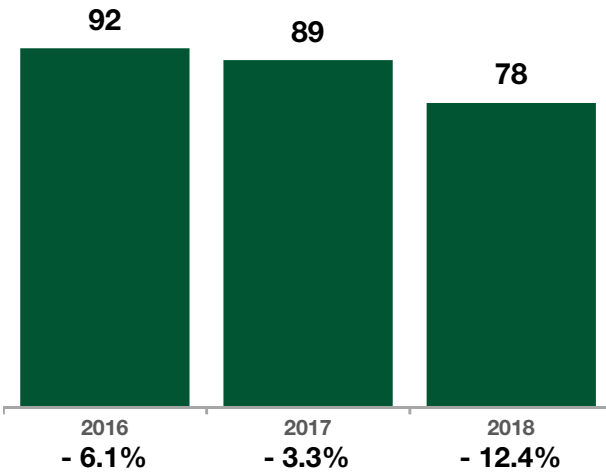
Key Metrics	Historical Sparkbars			10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	10-2016	10-2017	10-2018						
New Listings				89	78	- 12.4%	1,088	1,075	- 1.2%
Pending Sales				80	86	+ 7.5%	842	811	- 3.7%
Closed Sales				83	88	+ 6.0%	809	777	- 4.0%
Days on Market				128	125	- 2.3%	129	115	- 10.9%
Median Sales Price				\$134,000	\$142,250	+ 6.2%	\$126,000	\$140,500	+ 11.5%
Average Sales Price				\$169,872	\$178,147	+ 4.9%	\$155,688	\$170,186	+ 9.3%
Pct. of List Price Received				95.6%	96.4%	+ 0.8%	95.1%	96.1%	+ 1.1%
Housing Affordability Index				177	167	- 5.6%	188	169	- 10.1%
Inventory of Homes for Sale				373	317	- 15.0%	--	--	--
Months Supply of Inventory				4.7	4.1	- 12.8%	--	--	--

New Listings

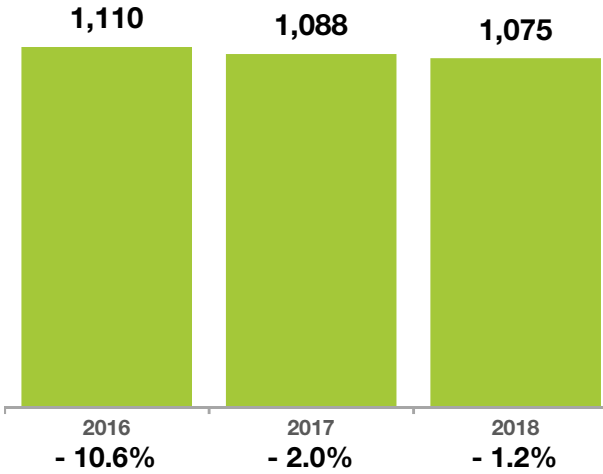
A count of the properties that have been newly listed on the market in a given month.



October



Year to Date



	New Listings	Prior Year	Percent Change
November 2017	59	104	-43.3%
December 2017	45	51	-11.8%
January 2018	98	97	+1.0%
February 2018	89	116	-23.3%
March 2018	107	126	-15.1%
April 2018	136	98	+38.8%
May 2018	133	134	-0.7%
June 2018	107	134	-20.1%
July 2018	110	99	+11.1%
August 2018	127	103	+23.3%
September 2018	90	92	-2.2%
October 2018	78	89	-12.4%
12-Month Avg	98	104	-5.1%

Historical New Listings by Month

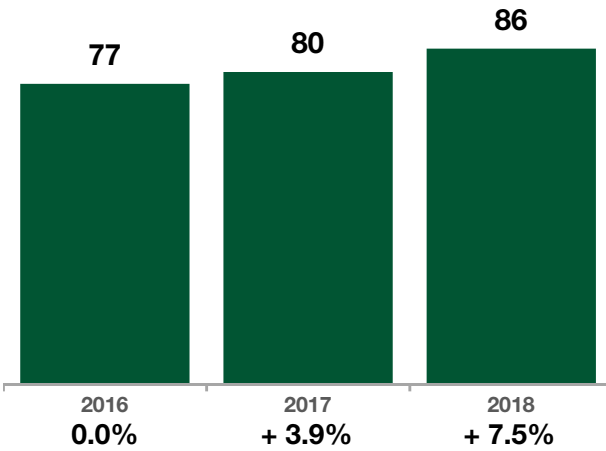


Pending Sales

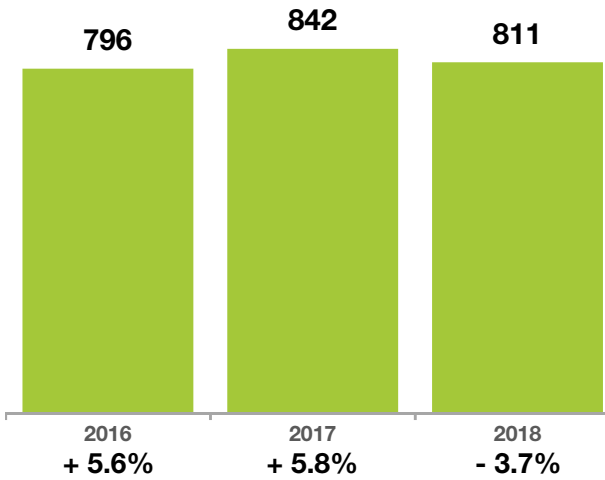
A count of the properties on which offers have been accepted in a given month.



October



Year to Date



	Pending Sales	Prior Year	Percent Change
November 2017	55	59	-6.8%
December 2017	51	45	+13.3%
January 2018	61	67	-9.0%
February 2018	75	79	-5.1%
March 2018	65	90	-27.8%
April 2018	94	77	+22.1%
May 2018	100	89	+12.4%
June 2018	87	97	-10.3%
July 2018	97	95	+2.1%
August 2018	89	89	0.0%
September 2018	57	79	-27.8%
October 2018	86	80	+7.5%
12-Month Avg	76	79	-3.1%

Historical Pending Sales by Month

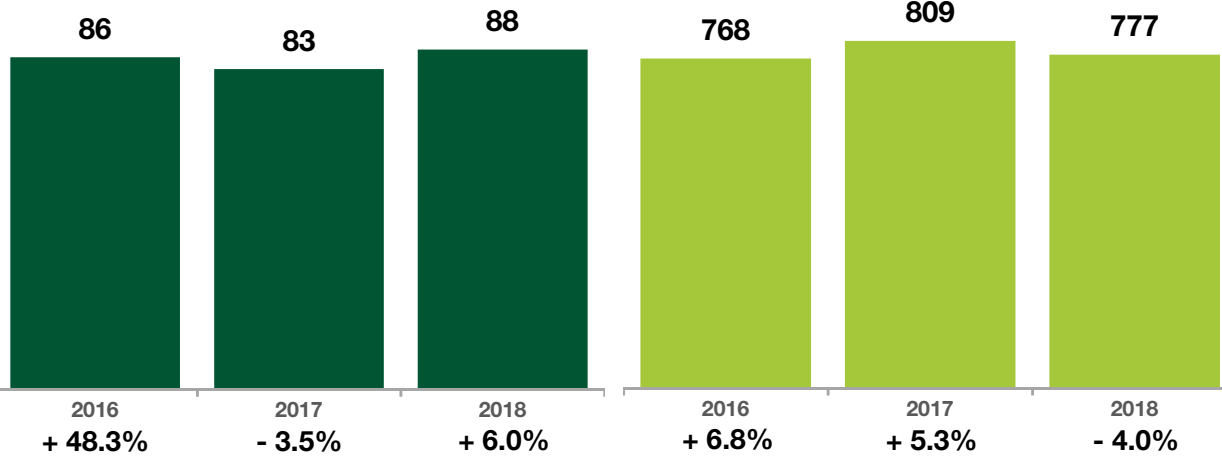


Closed Sales

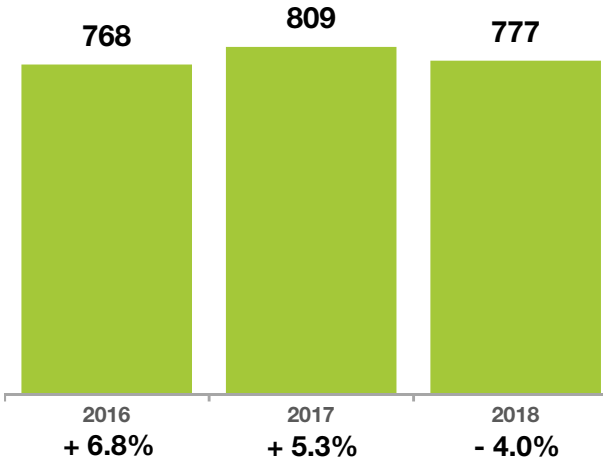
A count of the actual sales that closed in a given month.



October



Year to Date



	Closed Sales	Prior Year	Percent Change
November 2017	78	55	+41.8%
December 2017	59	72	-18.1%
January 2018	58	61	-4.9%
February 2018	56	53	+5.7%
March 2018	71	83	-14.5%
April 2018	79	82	-3.7%
May 2018	94	79	+19.0%
June 2018	87	95	-8.4%
July 2018	86	93	-7.5%
August 2018	96	92	+4.3%
September 2018	62	88	-29.5%
October 2018	88	83	+6.0%
12-Month Avg	76	78	-2.4%

Historical Closed Sales by Month

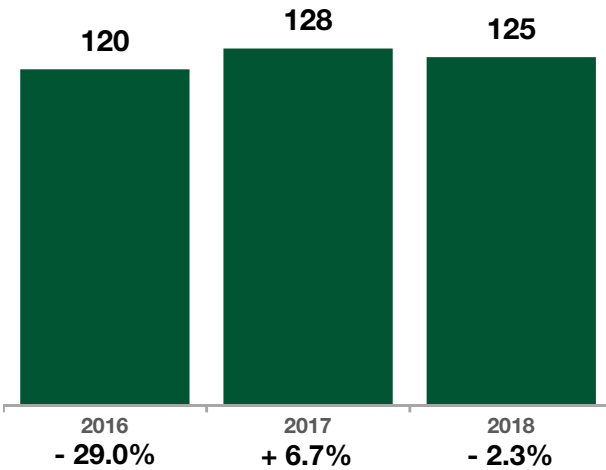


Days on Market Until Sale

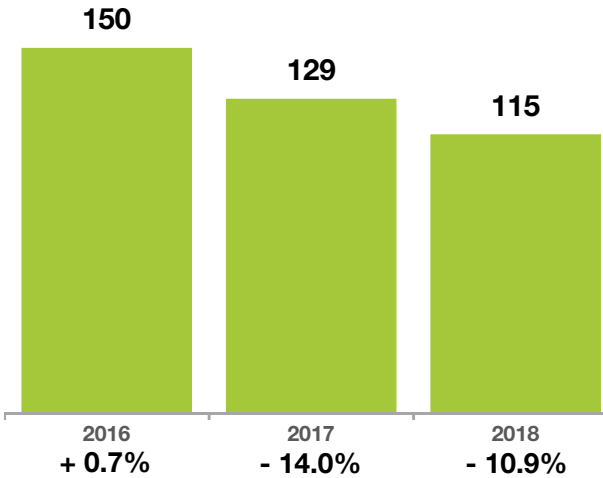
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



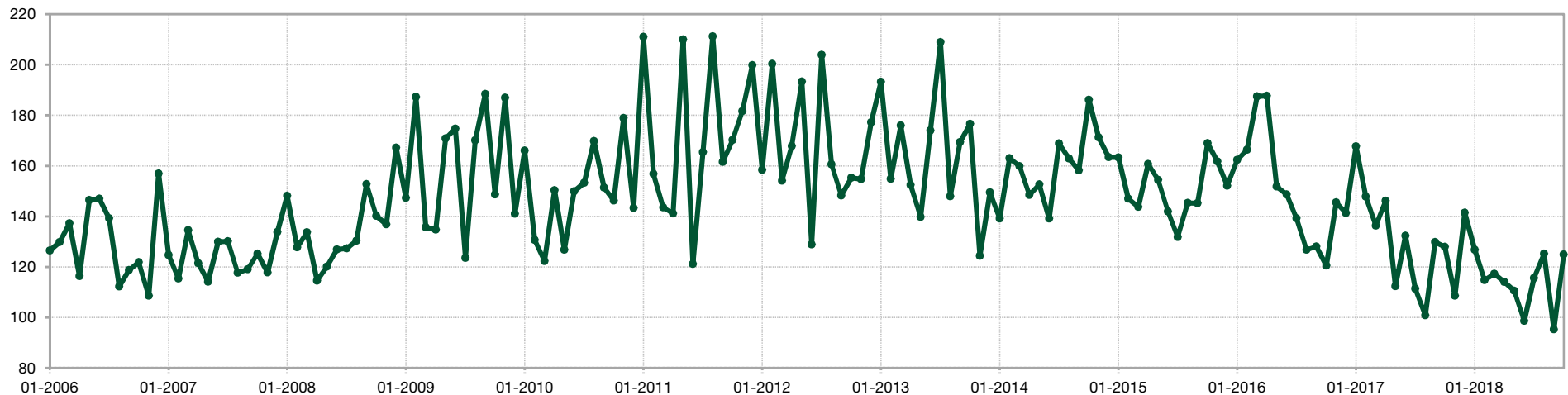
Year to Date



	Days on Market	Prior Year	Percent Change
November 2017	109	145	-24.8%
December 2017	141	141	0.0%
January 2018	127	168	-24.4%
February 2018	115	148	-22.3%
March 2018	117	136	-14.0%
April 2018	114	146	-21.9%
May 2018	111	112	-0.9%
June 2018	99	132	-25.0%
July 2018	116	111	+4.5%
August 2018	125	101	+23.8%
September 2018	95	130	-26.9%
October 2018	125	128	-2.3%
12-Month Avg*	116	131	-11.5%

* Average Days on Market of all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

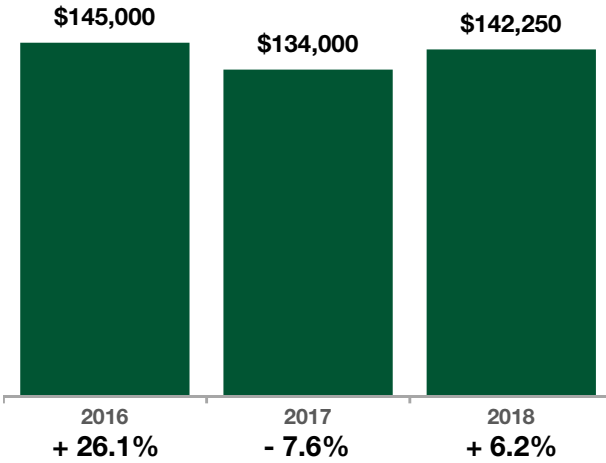


Median Sales Price

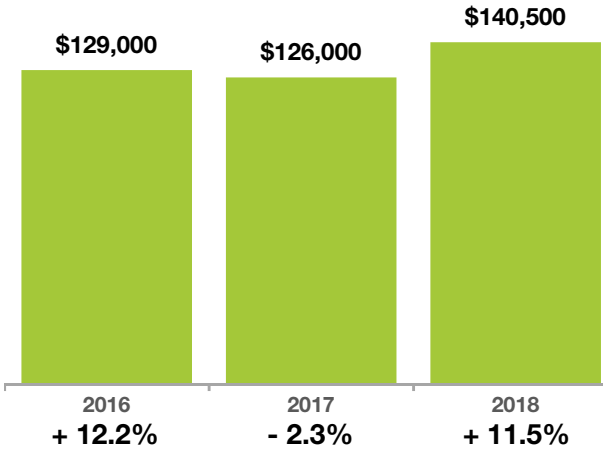
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



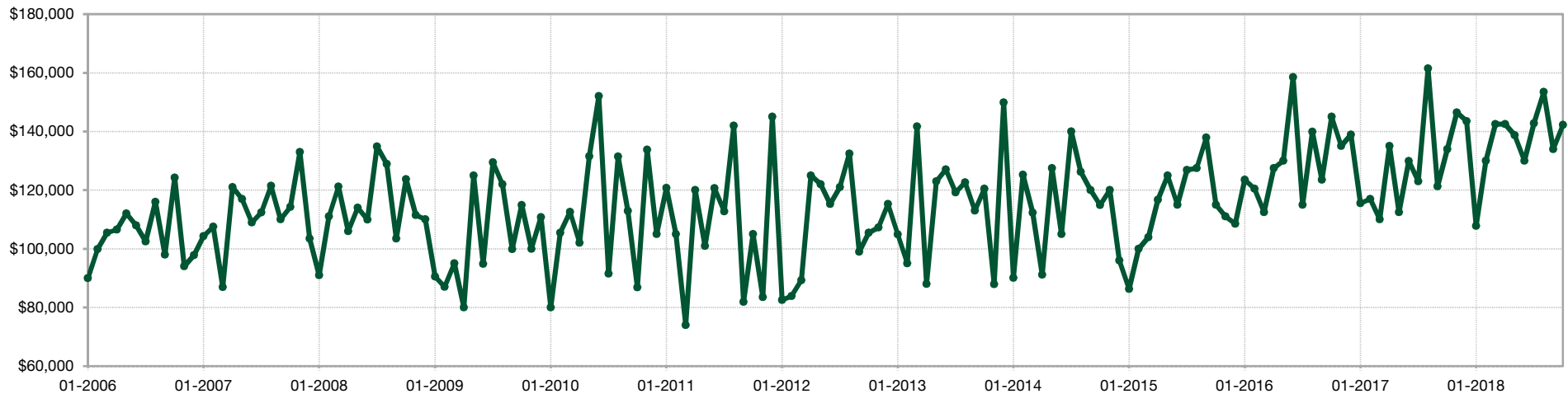
Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2017	\$146,500	\$135,000	+8.5%
December 2017	\$143,500	\$138,950	+3.3%
January 2018	\$107,750	\$115,500	-6.7%
February 2018	\$130,000	\$117,000	+11.1%
March 2018	\$142,500	\$110,000	+29.5%
April 2018	\$142,500	\$135,000	+5.6%
May 2018	\$138,750	\$112,500	+23.3%
June 2018	\$130,000	\$129,900	+0.1%
July 2018	\$142,750	\$123,000	+16.1%
August 2018	\$153,450	\$161,500	-5.0%
September 2018	\$134,000	\$121,250	+10.5%
October 2018	\$142,250	\$134,000	+6.2%
12-Month Med*	\$141,700	\$126,458	+12.1%

* Median Sales Price of all properties from November 2017 through October 2018. This is not the median of the individual figures above.

Historical Median Sales Price by Month

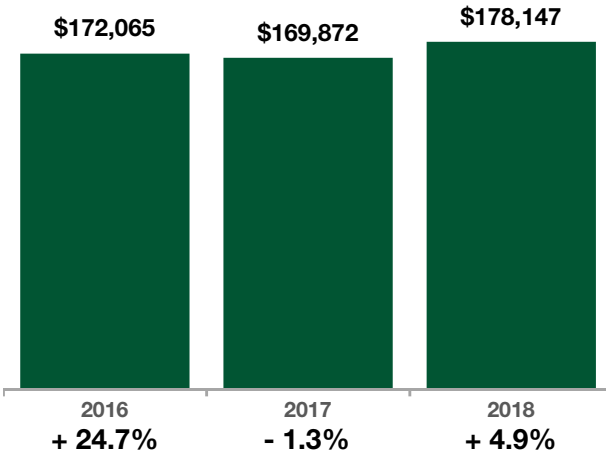


Average Sales Price

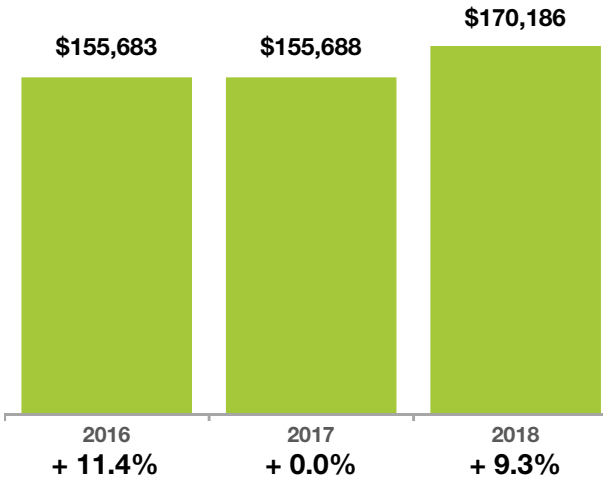
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



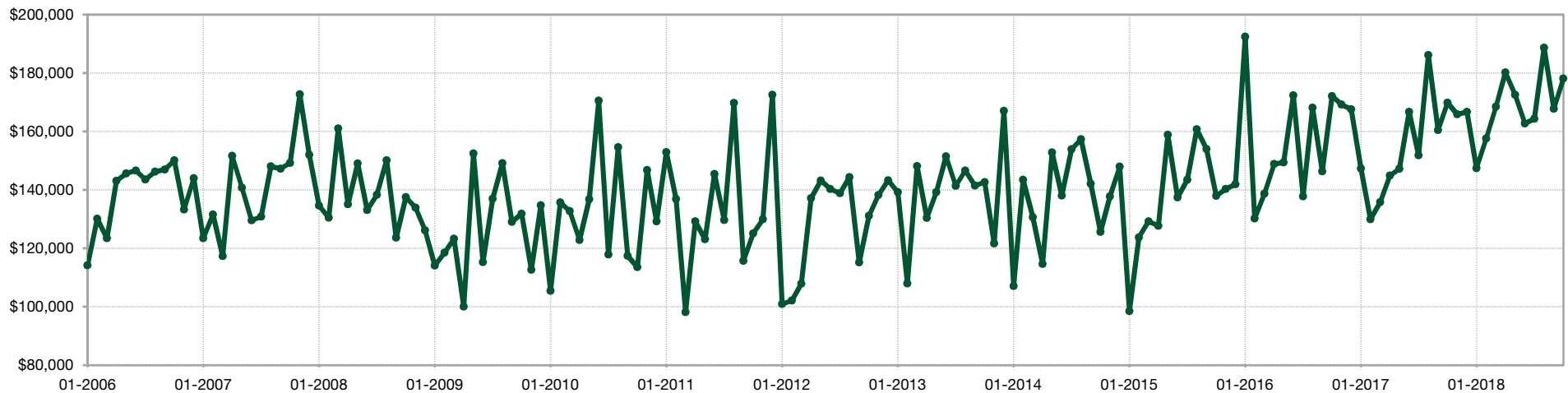
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2017	\$165,880	\$169,215	-2.0%
December 2017	\$166,682	\$167,567	-0.5%
January 2018	\$147,411	\$147,346	+0.0%
February 2018	\$157,611	\$129,947	+21.3%
March 2018	\$168,484	\$135,791	+24.1%
April 2018	\$180,160	\$144,918	+24.3%
May 2018	\$172,534	\$147,254	+17.2%
June 2018	\$162,768	\$166,705	-2.4%
July 2018	\$164,317	\$151,860	+8.2%
August 2018	\$188,694	\$186,186	+1.3%
September 2018	\$167,778	\$160,499	+4.5%
October 2018	\$178,147	\$169,872	+4.9%
12-Month Avg*	\$168,372	\$156,430	+7.6%

* Avg. Sales Price of all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

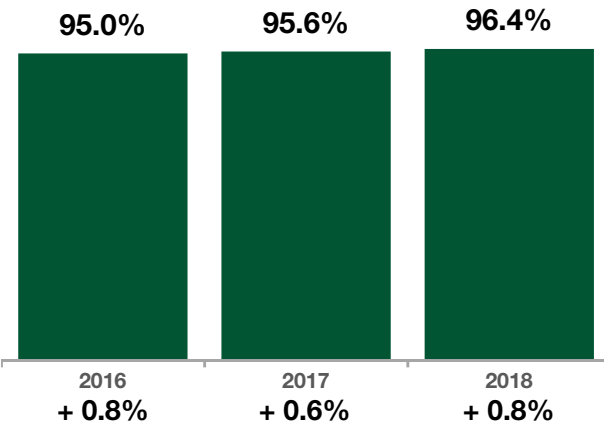


Percent of List Price Received

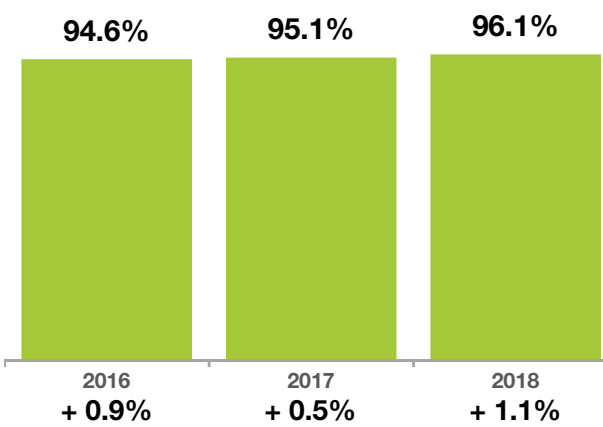
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



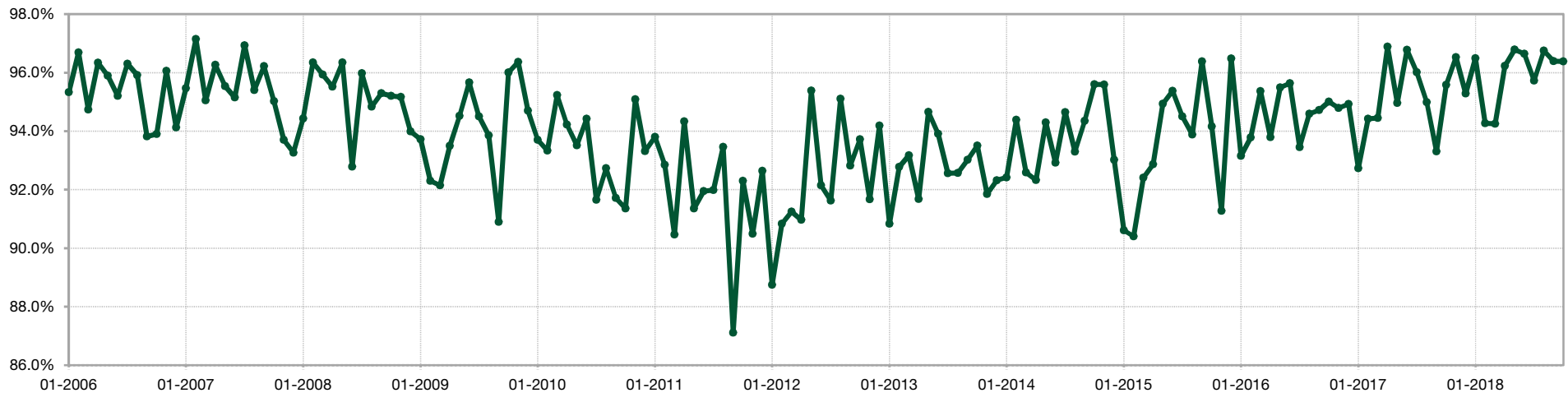
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
November 2017	96.5%	94.8%	+1.8%
December 2017	95.3%	94.9%	+0.4%
January 2018	96.5%	92.7%	+4.1%
February 2018	94.3%	94.4%	-0.1%
March 2018	94.2%	94.5%	-0.3%
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	95.7%	96.0%	-0.3%
August 2018	96.8%	95.0%	+1.9%
September 2018	96.4%	93.3%	+3.3%
October 2018	96.4%	95.6%	+0.8%
12-Month Avg*	96.1%	95.1%	+1.1%

* Average Pct. of List Price Received for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

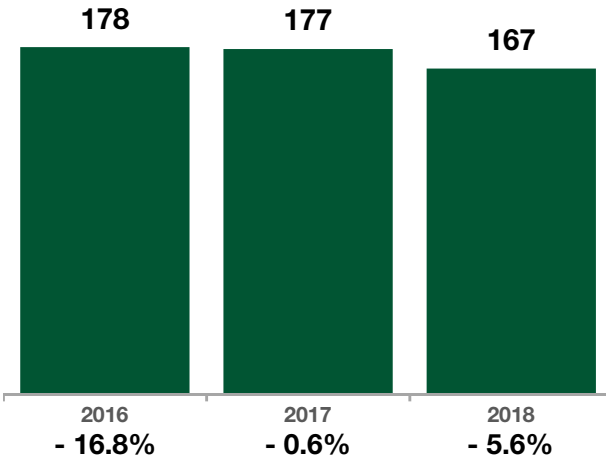


Housing Affordability Index

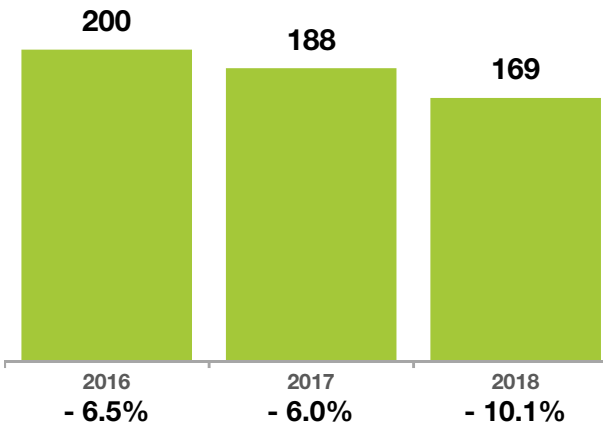


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

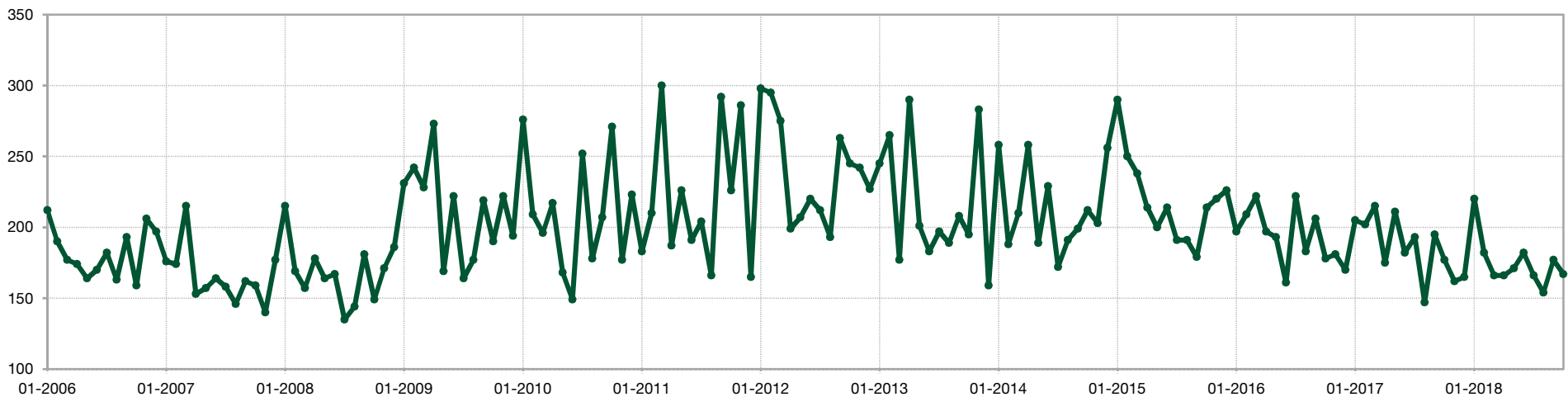


Year to Date



	Affordability Index	Prior Year	Percent Change
November 2017	162	181	-10.5%
December 2017	165	170	-2.9%
January 2018	220	205	+7.3%
February 2018	182	202	-9.9%
March 2018	166	215	-22.8%
April 2018	166	175	-5.1%
May 2018	171	211	-19.0%
June 2018	182	182	0.0%
July 2018	166	193	-14.0%
August 2018	154	147	+4.8%
September 2018	177	195	-9.2%
October 2018	167	177	-5.6%
12-Month Avg	173	188	-7.8%

Historical Housing Affordability Index by Month

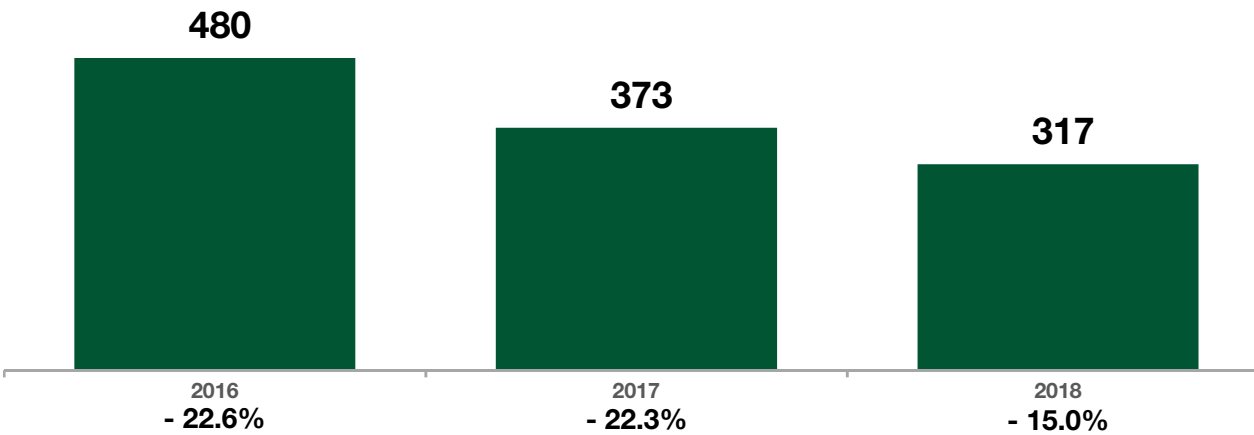


Inventory of Homes for Sale

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



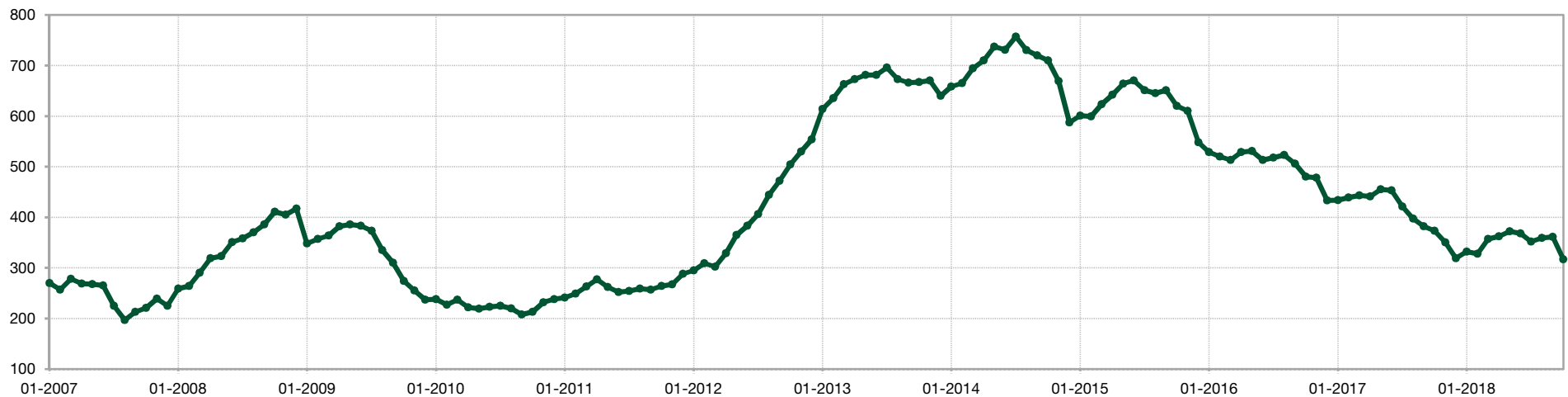
October



Homes for Sale	Prior Year	Percent Change
November 2017	478	-26.8%
December 2017	433	-26.3%
January 2018	434	-23.5%
February 2018	439	-25.3%
March 2018	443	-19.4%
April 2018	441	-17.9%
May 2018	455	-18.2%
June 2018	453	-18.8%
July 2018	421	-16.4%
August 2018	397	-9.6%
September 2018	382	-5.5%
October 2018	373	-15.0%
12-Month Avg*	348	-7.8%

* Homes for Sale for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

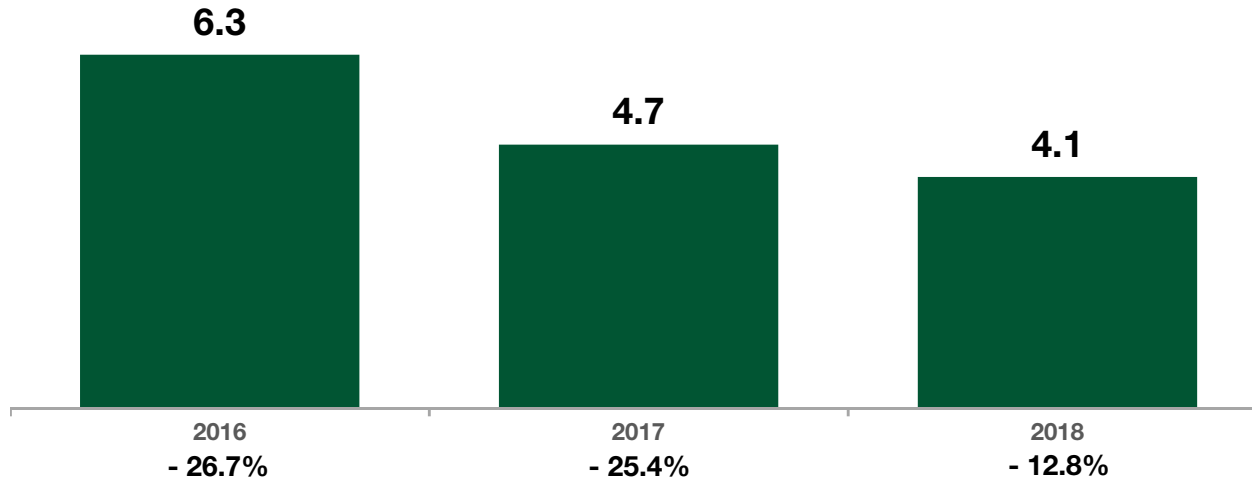


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
November 2017	4.5	6.3	-28.6%
December 2017	4.0	5.8	-31.0%
January 2018	4.2	5.8	-27.6%
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	4.7	6.0	-21.7%
June 2018	4.7	6.0	-21.7%
July 2018	4.5	5.5	-18.2%
August 2018	4.6	5.1	-9.8%
September 2018	4.8	4.9	-2.0%
October 2018	4.1	4.7	-12.8%
12-Month Avg*	4.5	5.6	-19.6%

* Months Supply for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

