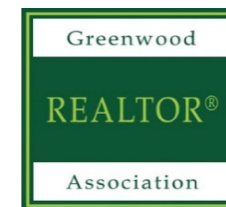


# Monthly Indicators



## August 2019

As the summer draws to a close, multiple opposing factors and trends are competing to define the direction of the real estate market. After the Federal Reserve lowered its benchmark interest rate on July 31, 30-year mortgage rates continued to decline, approaching all-time lows last seen in 2016. Yet most experts agree these reductions are unlikely to bring sufficient relief, at least in the short term, for first-time home buyers. The lack of affordable inventory and the persistence of historically high housing prices continue to affect the housing market, leading to lower-than-expected existing home sales at the national level.

New Listings were down 24.4 percent to 96. Pending Sales decreased 10.2 percent to 79. Inventory shrank 14.3 percent to 311 units.

Prices moved higher as Median Sales Price was up 4.3 percent to \$160,000. Days on Market decreased 30.4 percent to 87 days. Months Supply of Inventory was down 17.0 percent to 3.9 months, indicating that demand increased relative to supply.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

## Quick Facts

<b>0.0%</b>	<b>+ 4.3%</b>	<b>- 17.0%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

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

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>



# Market Overview

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



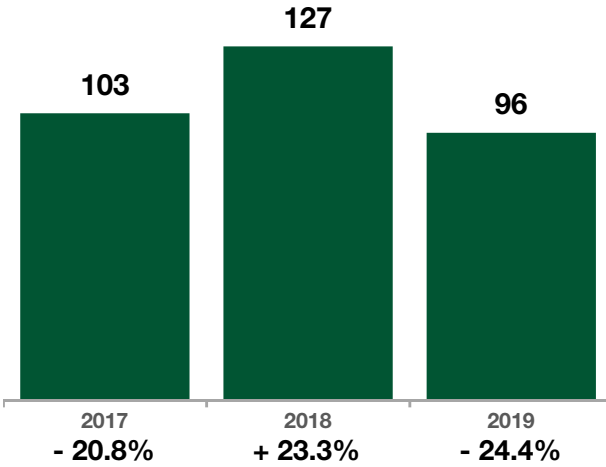
Key Metrics	Historical Sparkbars			08-2018	08-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	08-2017	08-2018	08-2019						
New Listings				127	<b>96</b>	- 24.4%	911	<b>921</b>	+ 1.1%
Pending Sales				88	<b>79</b>	- 10.2%	671	<b>696</b>	+ 3.7%
Closed Sales				96	<b>96</b>	0.0%	632	<b>636</b>	+ 0.6%
Days on Market				125	<b>87</b>	- 30.4%	114	<b>99</b>	- 13.2%
Median Sales Price				\$153,450	<b>\$160,000</b>	+ 4.3%	\$140,000	<b>\$144,950</b>	+ 3.5%
Average Sales Price				\$188,694	<b>\$185,221</b>	- 1.8%	\$169,012	<b>\$169,995</b>	+ 0.6%
Pct. of List Price Received				96.8%	<b>97.3%</b>	+ 0.5%	95.9%	<b>97.1%</b>	+ 1.3%
Housing Affordability Index				154	<b>148</b>	- 3.9%	169	<b>163</b>	- 3.6%
Inventory of Homes for Sale				363	<b>311</b>	- 14.3%	--	<b>--</b>	--
Months Supply of Inventory				4.7	<b>3.9</b>	- 17.0%	--	<b>--</b>	--

# New Listings

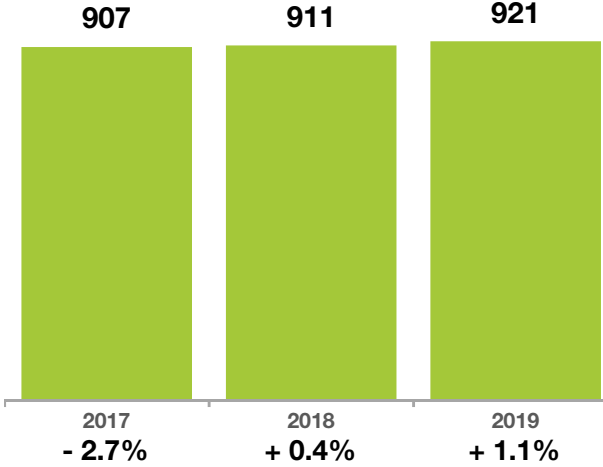
A count of the properties that have been newly listed on the market in a given month.



## August

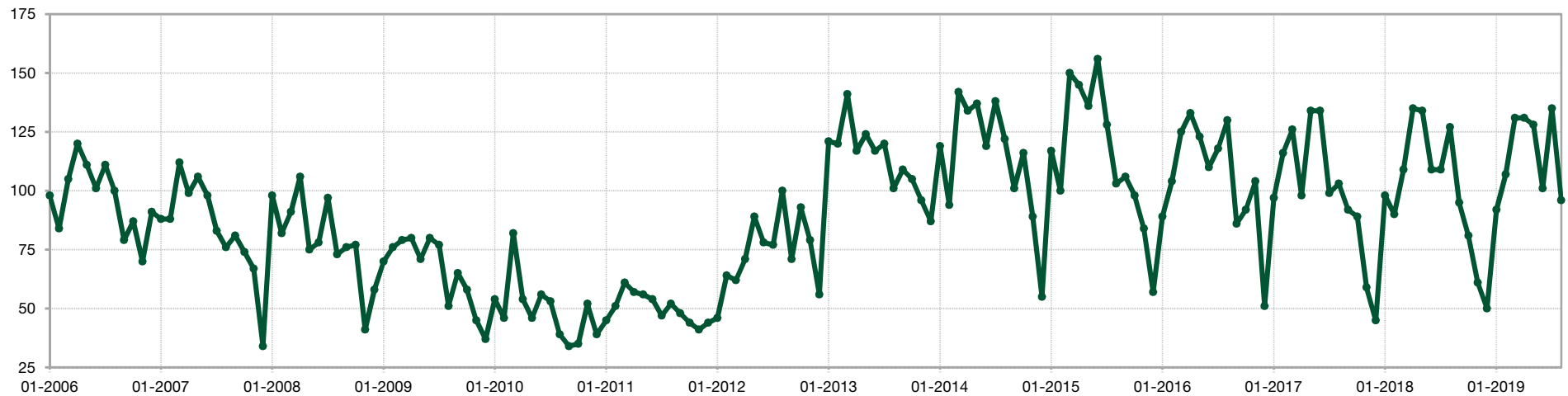


## Year to Date



	New Listings	Prior Year	Percent Change
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	131	109	+20.2%
April 2019	131	135	-3.0%
May 2019	128	134	-4.5%
June 2019	101	109	-7.3%
July 2019	135	109	+23.9%
<b>August 2019</b>	<b>96</b>	<b>127</b>	<b>-24.4%</b>
12-Month Avg	101	100	+1.0%

## Historical New Listings by Month

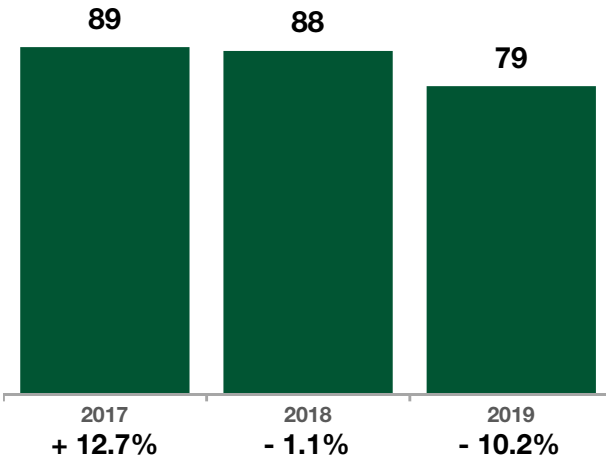


# Pending Sales

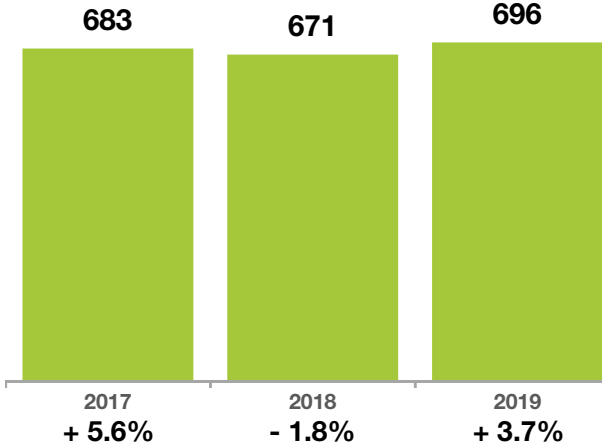
A count of the properties on which offers have been accepted in a given month.



## August

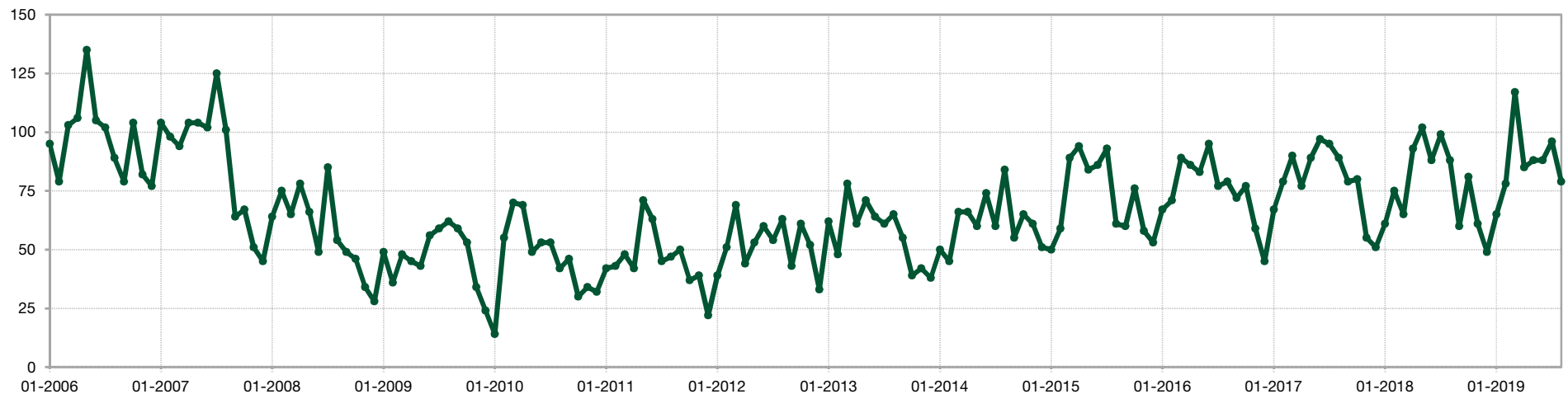


## Year to Date



	Pending Sales	Prior Year	Percent Change
September 2018	60	79	-24.1%
October 2018	81	80	+1.3%
November 2018	61	55	+10.9%
December 2018	49	51	-3.9%
January 2019	65	61	+6.6%
February 2019	78	75	+4.0%
March 2019	117	65	+80.0%
April 2019	85	93	-8.6%
May 2019	88	102	-13.7%
June 2019	88	88	0.0%
July 2019	96	99	-3.0%
<b>August 2019</b>	<b>79</b>	<b>88</b>	<b>-10.2%</b>
12-Month Avg	79	78	+1.2%

## Historical Pending Sales by Month

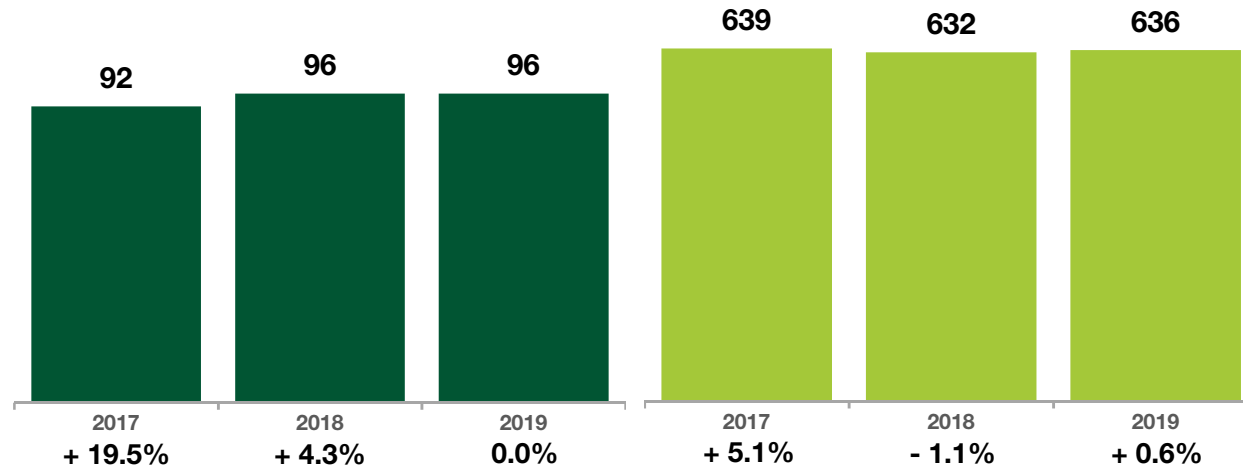


# Closed Sales

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

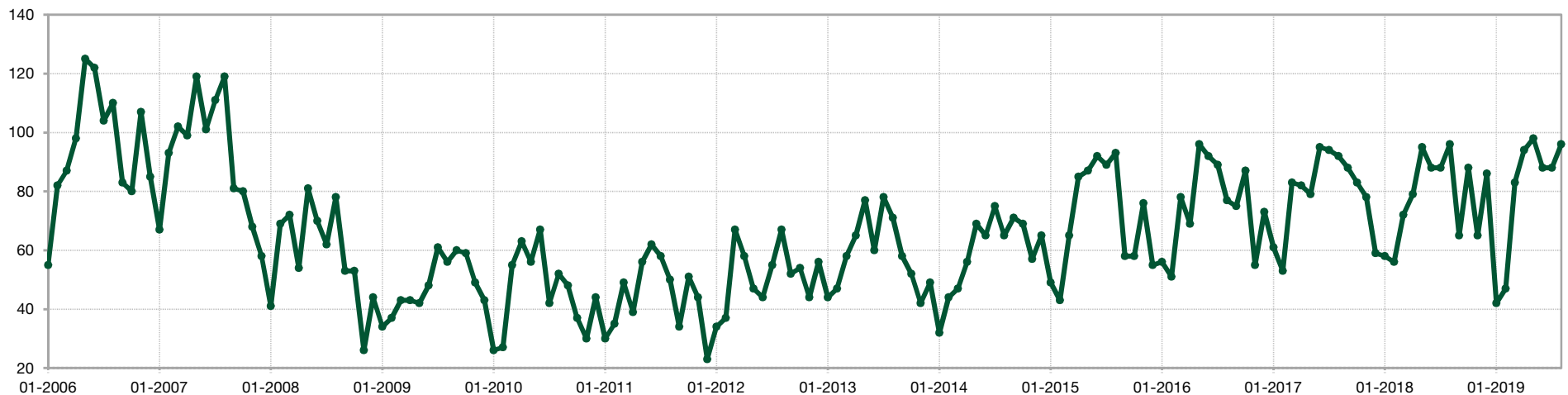


## August



	Closed Sales	Prior Year	Percent Change
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	42	58	-27.6%
February 2019	47	56	-16.1%
March 2019	83	72	+15.3%
April 2019	94	79	+19.0%
May 2019	98	95	+3.2%
June 2019	88	88	0.0%
July 2019	88	88	0.0%
<b>August 2019</b>	<b>96</b>	<b>96</b>	<b>0.0%</b>
12-Month Avg	78	78	0.0%

## Historical Closed Sales by Month

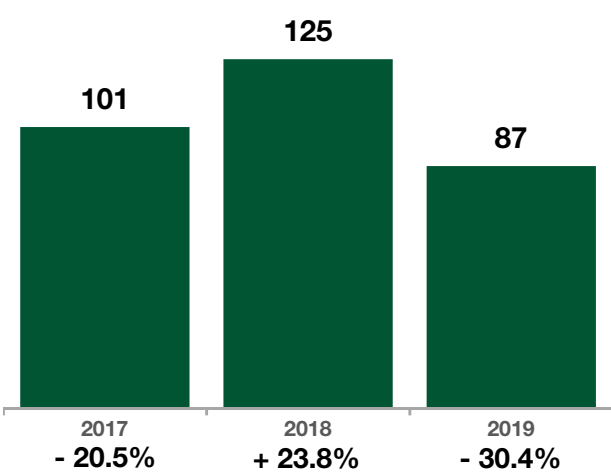


# Days on Market Until Sale

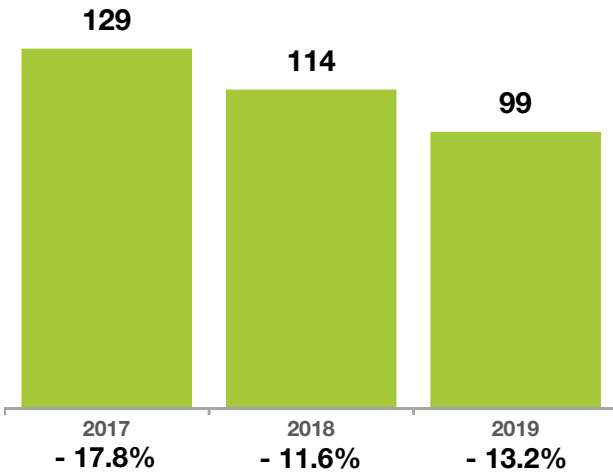
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



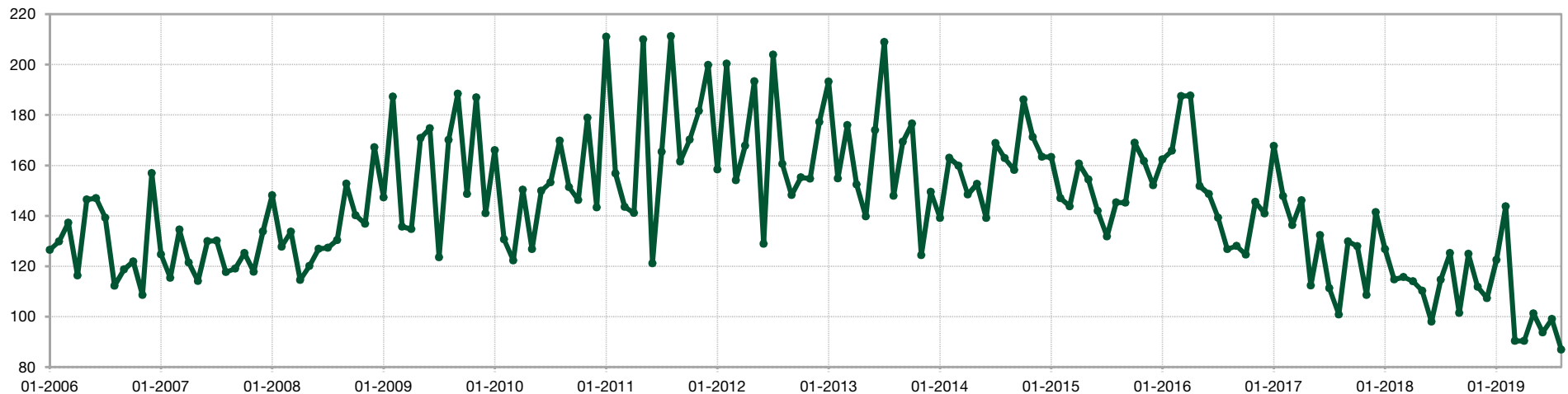
## Year to Date



	Days on Market	Prior Year	Percent Change
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	123	127	-3.1%
February 2019	144	115	+25.2%
March 2019	90	116	-22.4%
April 2019	90	114	-21.1%
May 2019	101	110	-8.2%
June 2019	94	98	-4.1%
July 2019	99	115	-13.9%
<b>August 2019</b>	<b>87</b>	<b>125</b>	<b>-30.4%</b>
12-Month Avg*	103	118	-12.7%

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

## Historical Days on Market Until Sale by Month

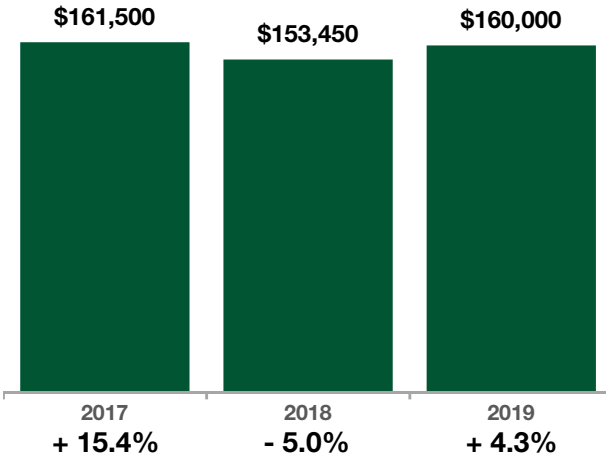


# Median Sales Price

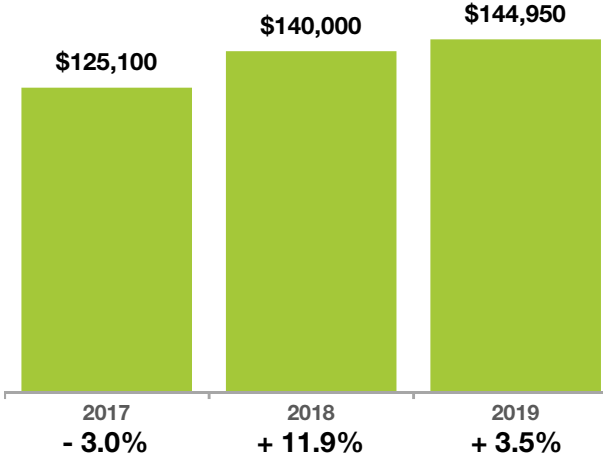
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



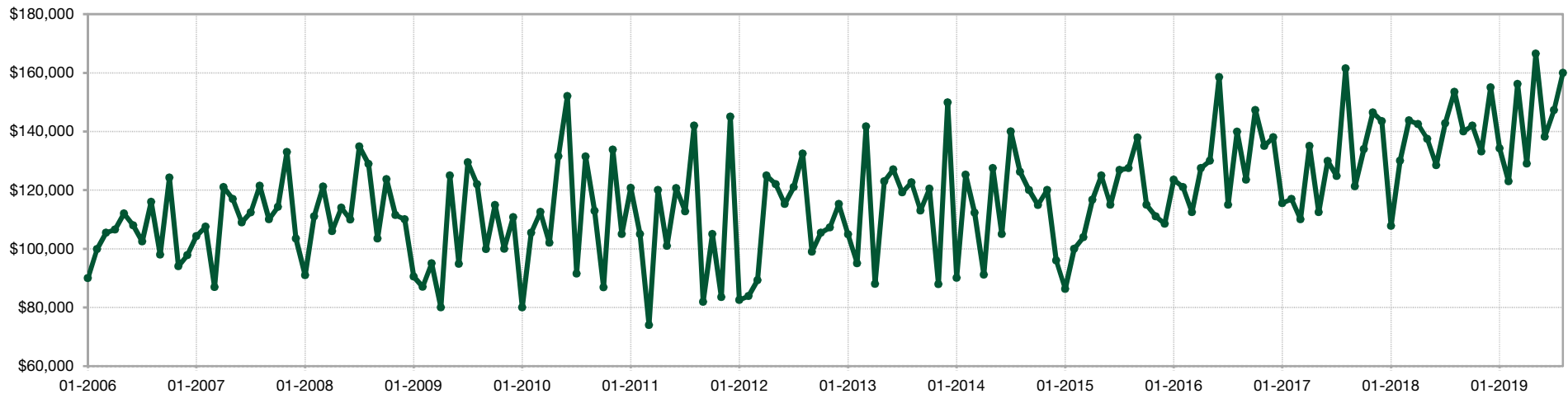
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$134,250	\$107,750	+24.6%
February 2019	\$123,000	\$130,000	-5.4%
March 2019	\$156,200	\$143,750	+8.7%
April 2019	\$129,000	\$142,500	-9.5%
May 2019	\$166,500	\$137,500	+21.1%
June 2019	\$138,200	\$128,500	+7.5%
July 2019	\$147,250	\$142,750	+3.2%
<b>August 2019</b>	<b>\$160,000</b>	<b>\$153,450</b>	<b>+4.3%</b>
12-Month Med*	\$144,000	\$140,000	+2.9%

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

## Historical Median Sales Price by Month

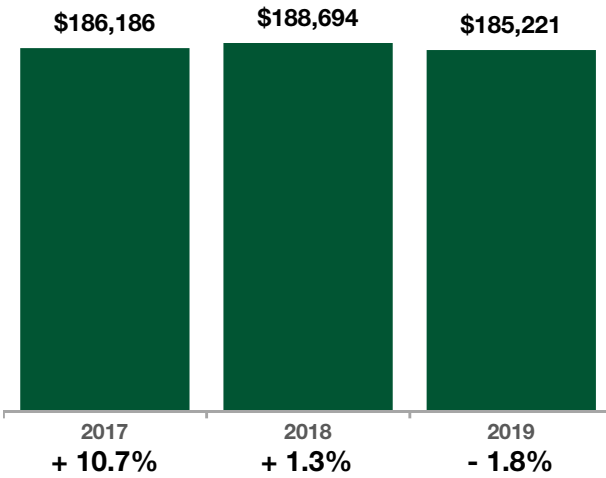


# Average Sales Price

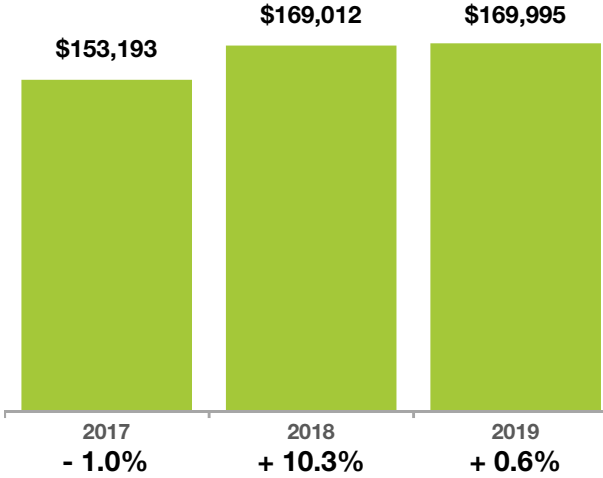
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



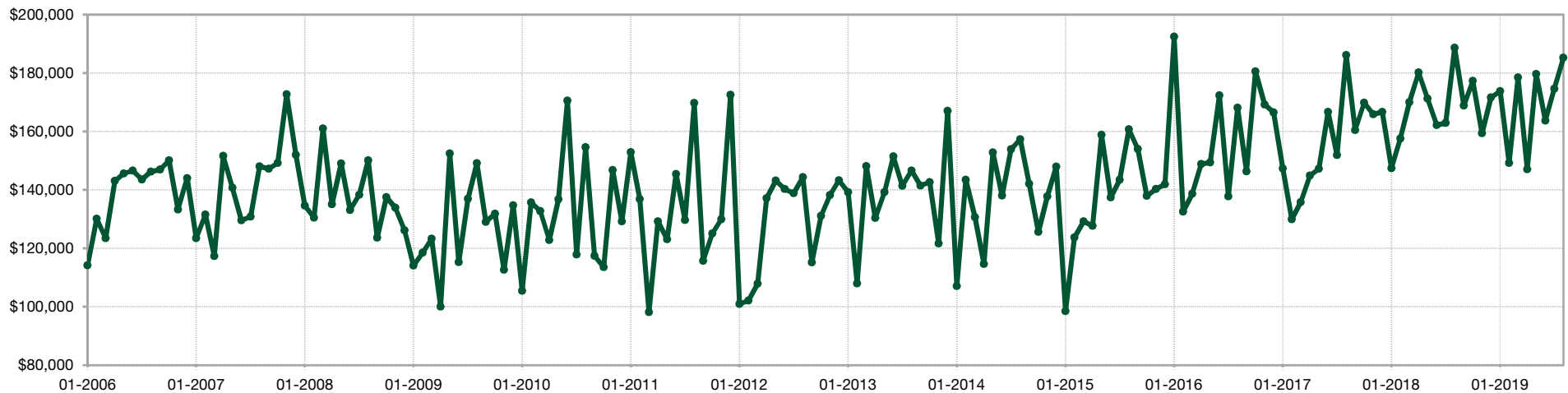
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$173,823	\$147,411	+17.9%
February 2019	\$149,202	\$157,611	-5.3%
March 2019	\$178,474	\$170,033	+5.0%
April 2019	\$147,031	\$180,160	-18.4%
May 2019	\$179,671	\$171,286	+4.9%
June 2019	\$163,711	\$162,180	+0.9%
July 2019	\$174,647	\$162,889	+7.2%
<b>August 2019</b>	<b>\$185,221</b>	<b>\$188,694</b>	<b>-1.8%</b>
12-Month Avg*	\$169,080	\$166,933	+1.3%

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

## Historical Average Sales Price by Month



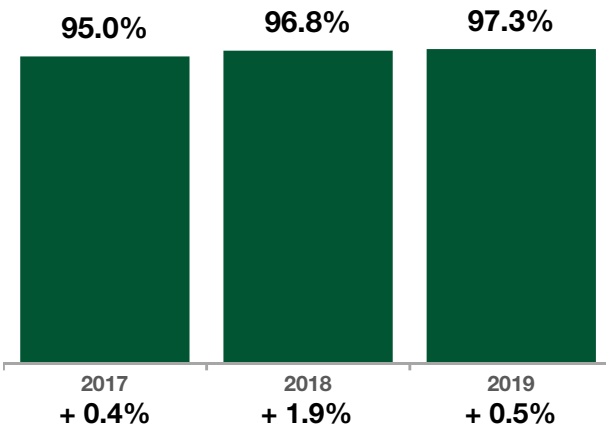


# Percent of List Price Received

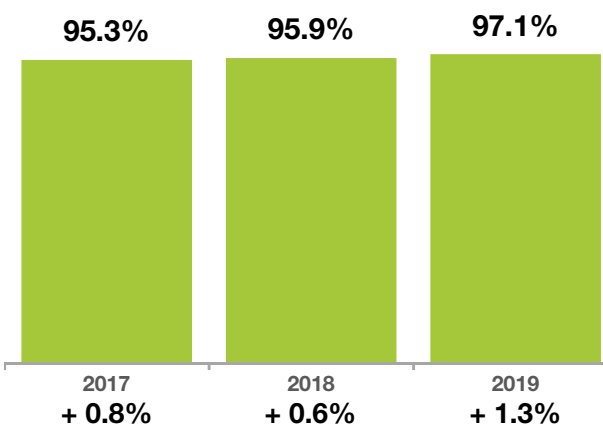
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



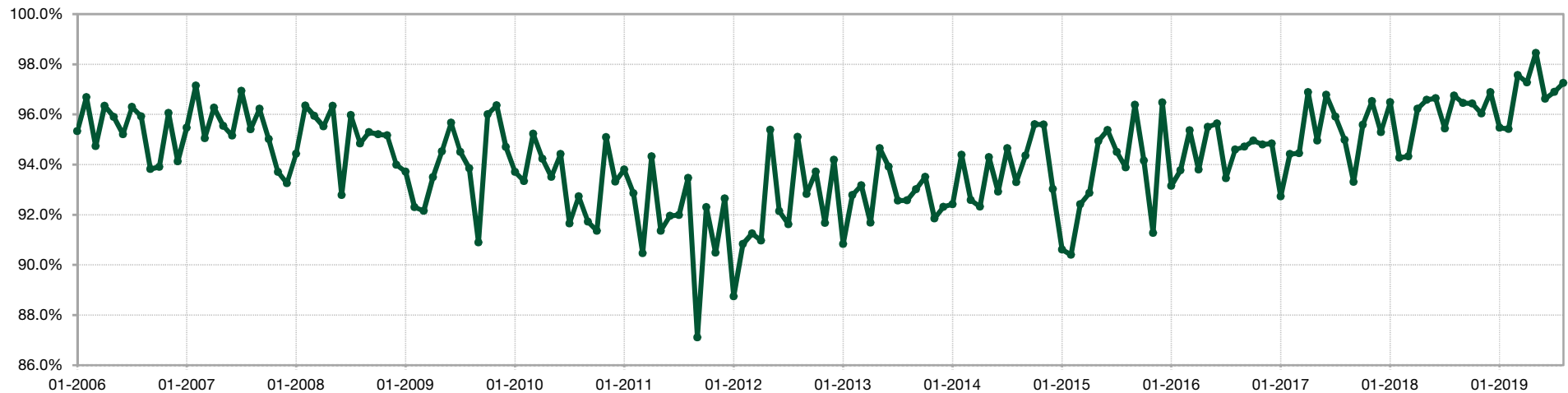
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	95.5%	96.5%	-1.0%
February 2019	95.4%	94.3%	+1.2%
March 2019	97.6%	94.3%	+3.5%
April 2019	97.3%	96.2%	+1.1%
May 2019	98.5%	96.6%	+2.0%
June 2019	96.6%	96.6%	0.0%
July 2019	96.9%	95.4%	+1.6%
<b>August 2019</b>	<b>97.3%</b>	<b>96.8%</b>	<b>+0.5%</b>
12-Month Avg*	96.9%	95.7%	+1.3%

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

## Historical Percent of List Price Received by Month

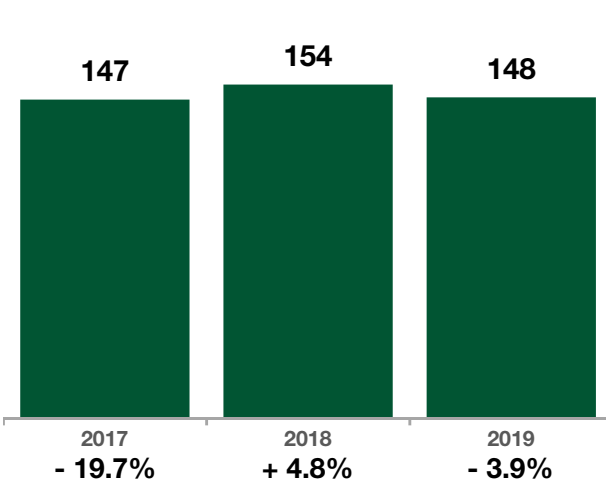


# Housing Affordability Index

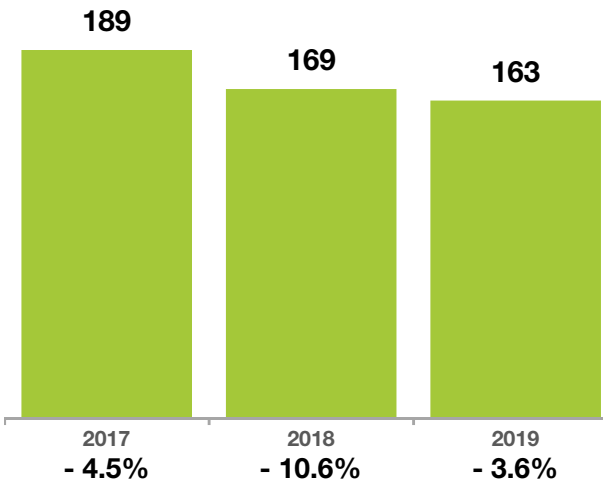


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## August

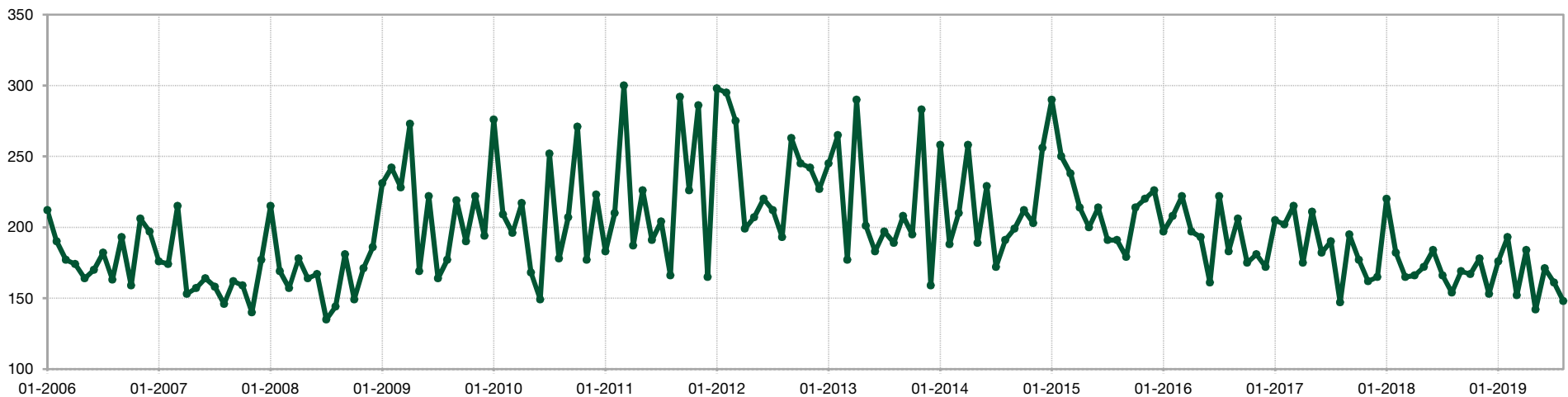


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	176	220	-20.0%
February 2019	193	182	+6.0%
March 2019	152	165	-7.9%
April 2019	184	166	+10.8%
May 2019	142	172	-17.4%
June 2019	171	184	-7.1%
July 2019	161	166	-3.0%
<b>August 2019</b>	<b>148</b>	<b>154</b>	<b>-3.9%</b>
12-Month Avg	166	176	-5.4%

## Historical Housing Affordability Index by Month

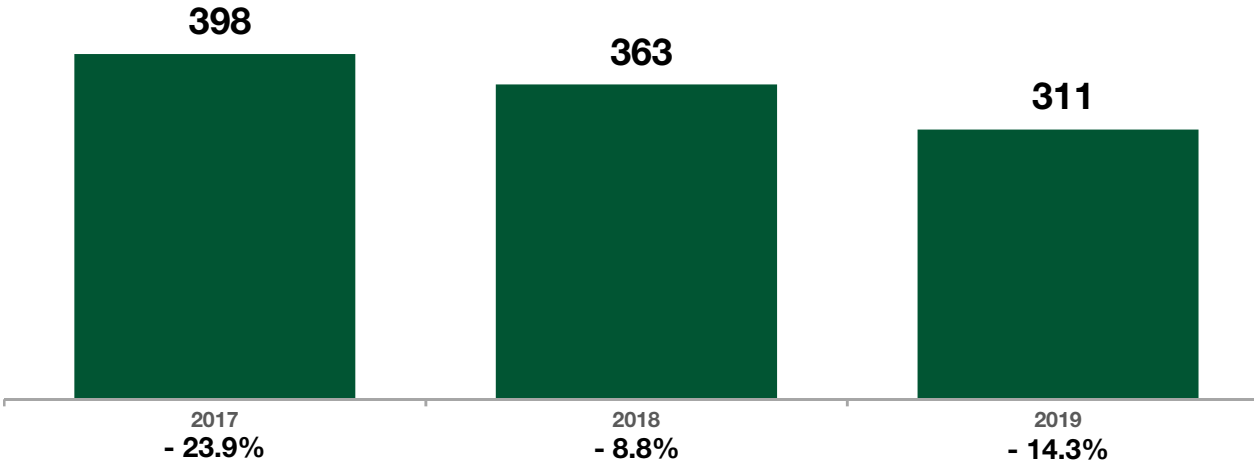


# Inventory of Homes for Sale

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



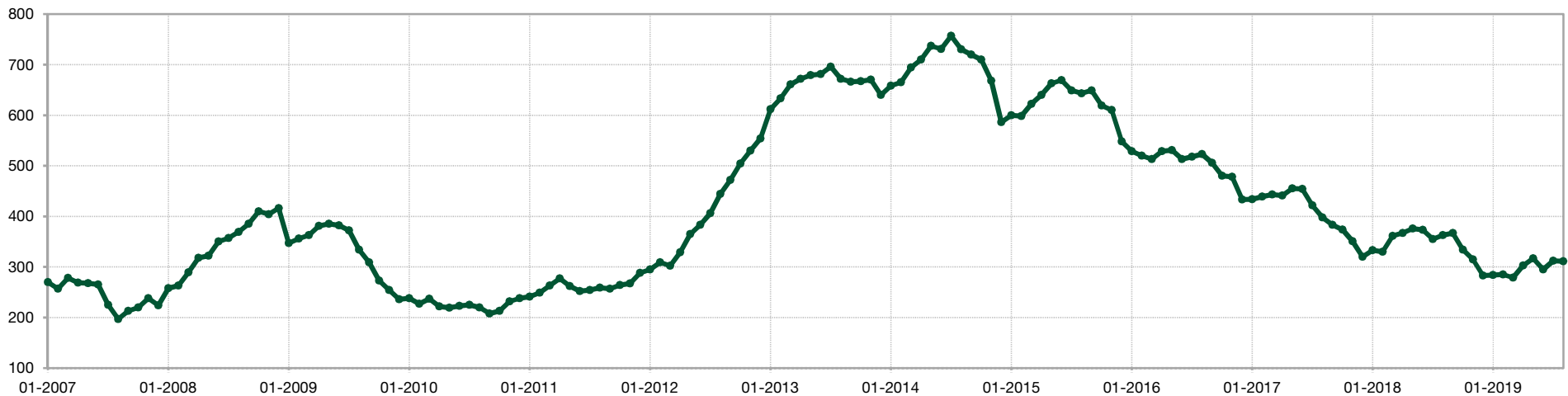
## August



	Homes for Sale	Prior Year	Percent Change
September 2018	367	383	-4.2%
October 2018	334	374	-10.7%
November 2018	315	351	-10.3%
December 2018	283	320	-11.6%
January 2019	284	333	-14.7%
February 2019	285	330	-13.6%
March 2019	279	361	-22.7%
April 2019	303	367	-17.4%
May 2019	317	376	-15.7%
June 2019	295	373	-20.9%
July 2019	312	355	-12.1%
<b>August 2019</b>	<b>311</b>	<b>363</b>	<b>-14.3%</b>
12-Month Avg*	307	359	-14.5%

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

## Historical Inventory of Homes for Sale by Month

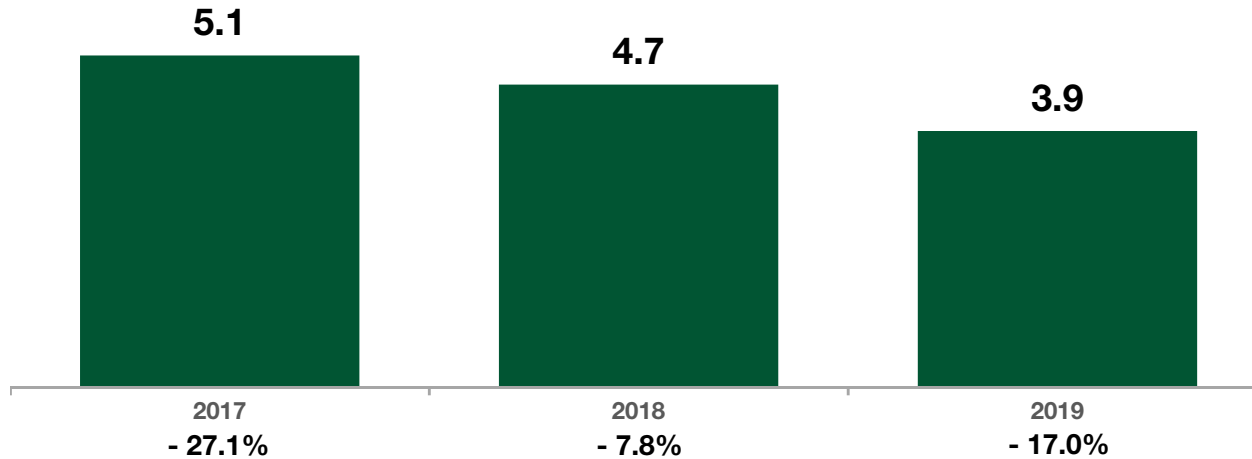


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
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	3.4	4.7	-27.7%
April 2019	3.7	4.7	-21.3%
May 2019	4.0	4.8	-16.7%
June 2019	3.7	4.8	-22.9%
July 2019	3.9	4.5	-13.3%
<b>August 2019</b>	<b>3.9</b>	<b>4.7</b>	<b>-17.0%</b>
12-Month Avg*	3.9	4.6	-15.2%

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

## Historical Months Supply of Inventory by Month

