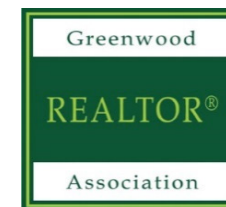


# Monthly Indicators



## July 2019

In July, the U.S. economic expansion that began in June 2009 became the longest in the nation's history, marking 121 straight months of gross domestic product growth and surpassing the 120-month expansion from 1991 to 2001. The average rate of growth during this expansion has been a milder 2.3 percent per year compared to 3.6 percent during the 1990s. Although the economy should continue to perform well for the rest of 2019, most economists see a mild recession on the horizon.

New Listings were up 20.2 percent to 131. Pending Sales increased 3.0 percent to 102. Inventory shrank 15.5 percent to 300 units.

Prices moved higher as Median Sales Price was up 2.6 percent to \$146,500. Days on Market decreased 15.7 percent to 97 days. Months Supply of Inventory was down 15.6 percent to 3.8 months, indicating that demand increased relative to supply.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

## Quick Facts

<b>- 3.4%</b>	<b>+ 2.6%</b>	<b>- 15.6%</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

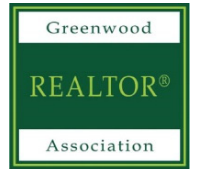
Key market metrics for the current month and year-to-date figures.



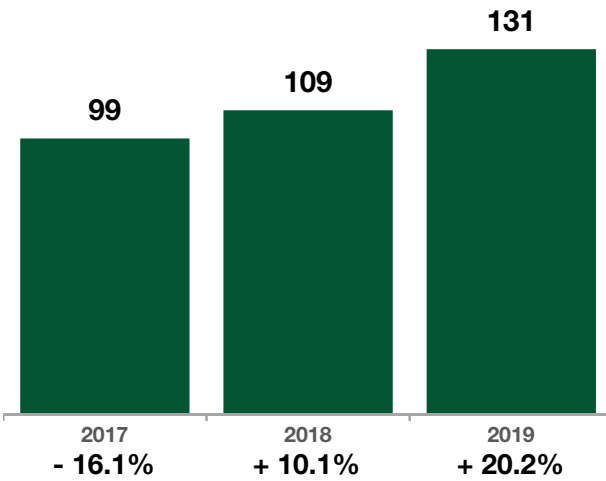
Key Metrics	Historical Sparkbars			07-2018	07-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	07-2017	07-2018	07-2019						
New Listings				109	<b>131</b>	+ 20.2%	784	<b>817</b>	+ 4.2%
Pending Sales				99	<b>102</b>	+ 3.0%	583	<b>617</b>	+ 5.8%
Closed Sales				88	<b>85</b>	- 3.4%	536	<b>533</b>	- 0.6%
Days on Market				115	<b>97</b>	- 15.7%	113	<b>101</b>	- 10.6%
Median Sales Price				\$142,750	<b>\$146,500</b>	+ 2.6%	\$135,000	<b>\$140,000</b>	+ 3.7%
Average Sales Price				\$162,889	<b>\$171,757</b>	+ 5.4%	\$165,555	<b>\$166,626</b>	+ 0.6%
Pct. of List Price Received				95.4%	<b>96.7%</b>	+ 1.4%	95.8%	<b>97.0%</b>	+ 1.3%
Housing Affordability Index				166	<b>162</b>	- 2.4%	175	<b>169</b>	- 3.4%
Inventory of Homes for Sale				355	<b>300</b>	- 15.5%	--	<b>--</b>	--
Months Supply of Inventory				4.5	<b>3.8</b>	- 15.6%	--	<b>--</b>	--

# New Listings

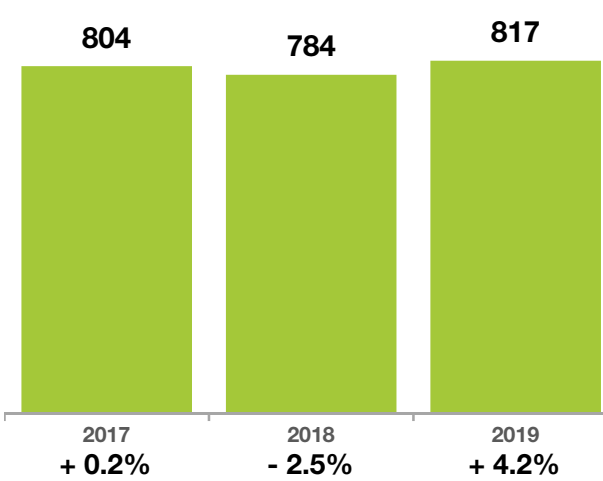
A count of the properties that have been newly listed on the market in a given month.



## July

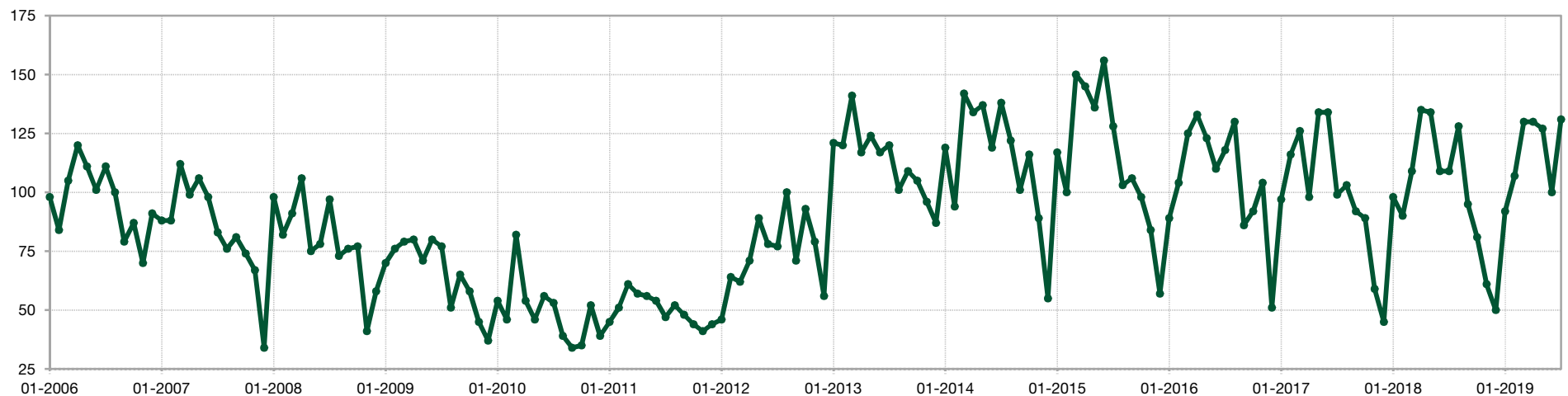


## Year to Date



	New Listings	Prior Year	Percent Change
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	130	109	+19.3%
April 2019	130	135	-3.7%
May 2019	127	134	-5.2%
June 2019	100	109	-8.3%
<b>July 2019</b>	<b>131</b>	<b>109</b>	<b>+20.2%</b>
12-Month Avg	103	98	+5.1%

## Historical New Listings by Month

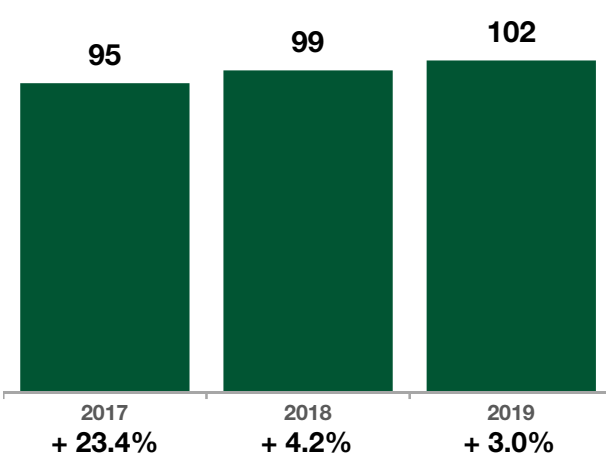


# Pending Sales

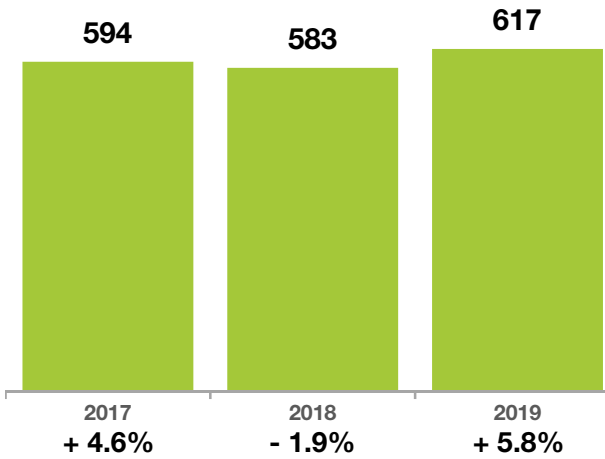
A count of the properties on which offers have been accepted in a given month.



## July

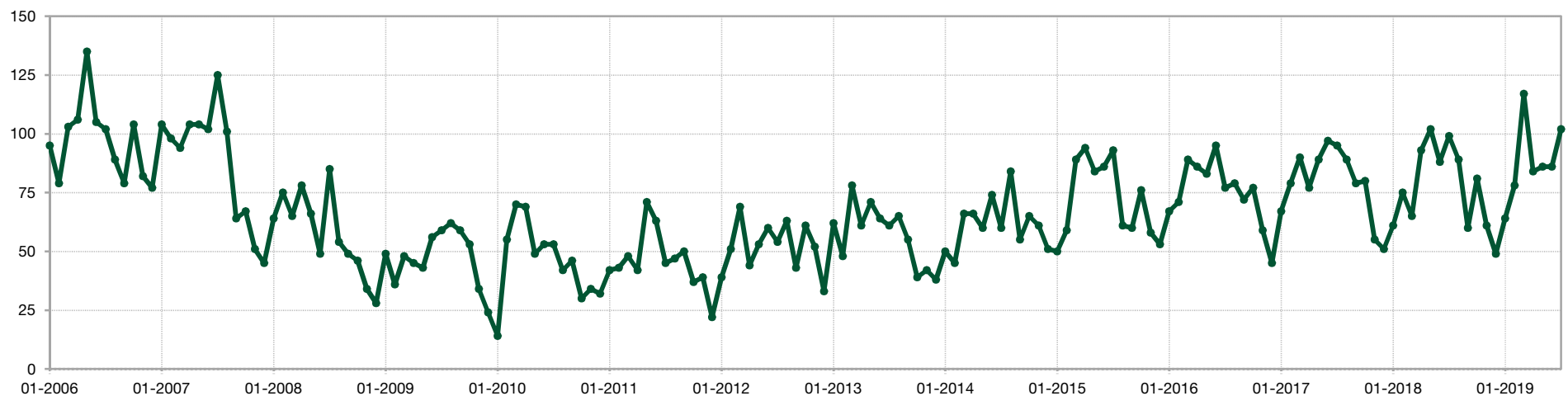


## Year to Date



	Pending Sales	Prior Year	Percent Change
August 2018	89	89	0.0%
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	64	61	+4.9%
February 2019	78	75	+4.0%
March 2019	117	65	+80.0%
April 2019	84	93	-9.7%
May 2019	86	102	-15.7%
June 2019	86	88	-2.3%
<b>July 2019</b>	<b>102</b>	<b>99</b>	<b>+3.0%</b>
12-Month Avg	80	78	+2.1%

## Historical Pending Sales by Month

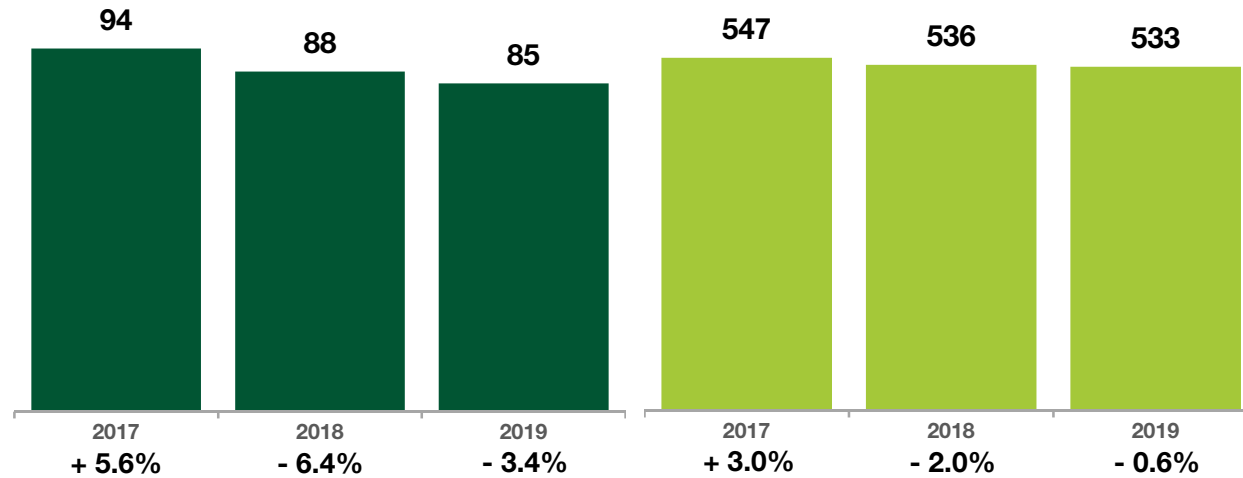


# Closed Sales

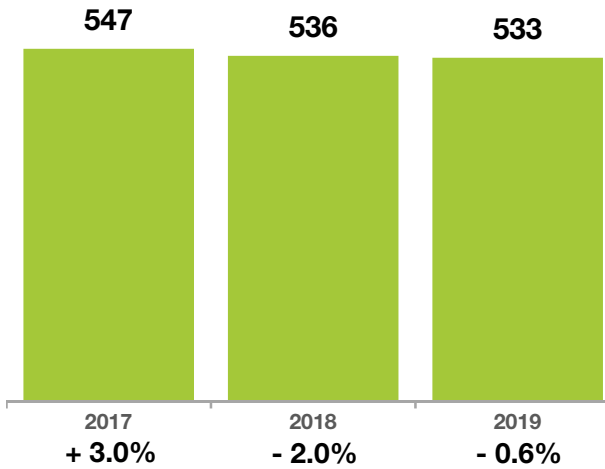
A count of the actual sales that closed in a given month.



## July

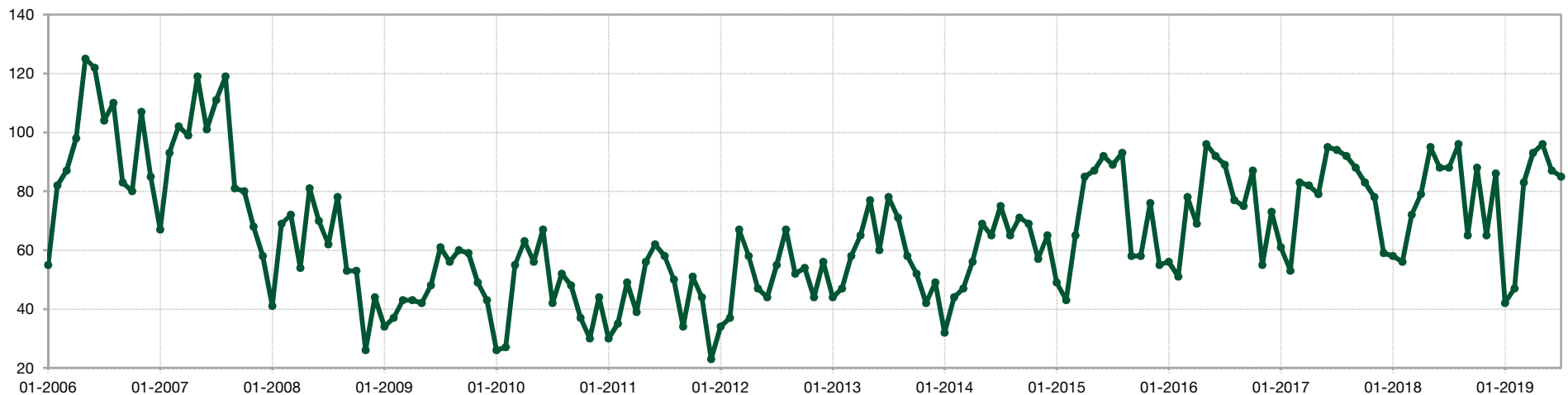


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	42	58	-27.6%
February 2019	47	56	-16.1%
March 2019	83	72	+15.3%
April 2019	93	79	+17.7%
May 2019	96	95	+1.1%
June 2019	87	88	-1.1%
<b>July 2019</b>	<b>85</b>	<b>88</b>	<b>-3.4%</b>
12-Month Avg	78	78	-0.3%

## Historical Closed Sales by Month



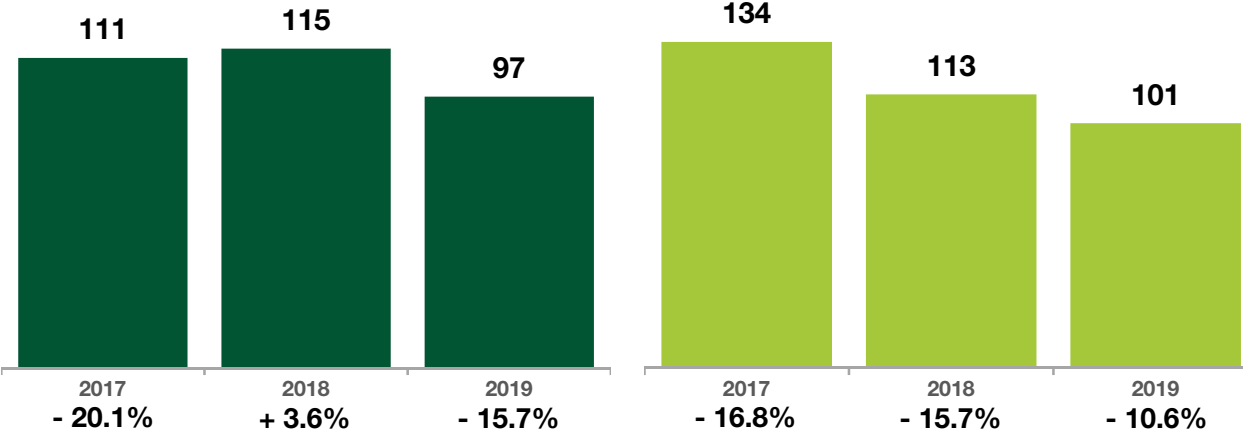
# Days on Market Until Sale

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



## July

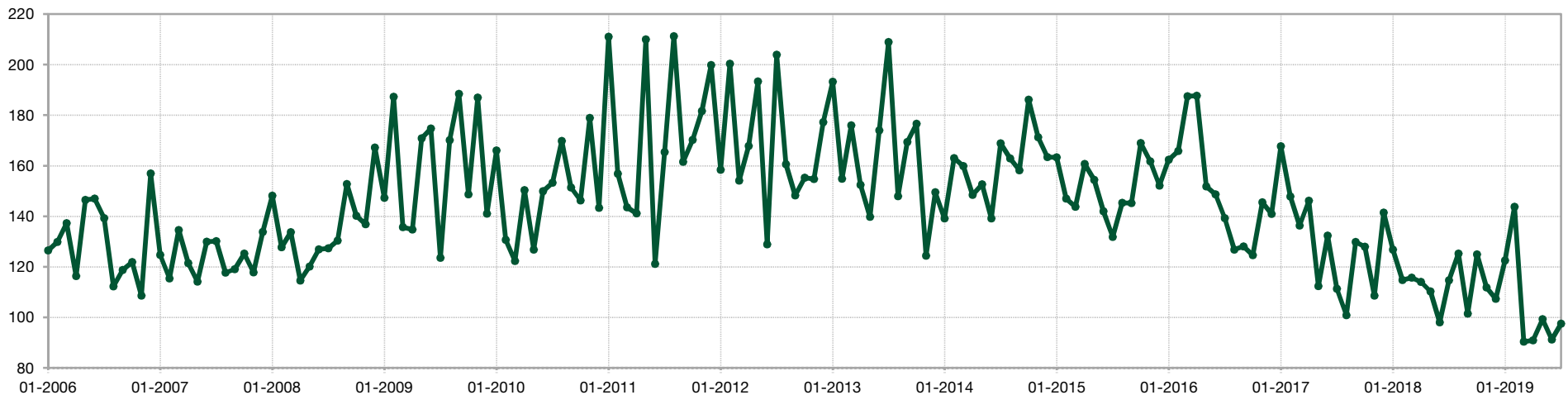
## Year to Date



Days on Market	Prior Year	Percent Change
August 2018	125	+23.8%
September 2018	102	-21.5%
October 2018	125	-2.3%
November 2018	112	+2.8%
December 2018	107	-24.1%
January 2019	123	-3.1%
February 2019	144	+25.2%
March 2019	90	-22.4%
April 2019	91	-20.2%
May 2019	99	-10.0%
June 2019	91	-7.1%
<b>July 2019</b>	<b>97</b>	<b>-15.7%</b>
12-Month Avg*	107	-7.8%

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

## Historical Days on Market Until Sale by Month

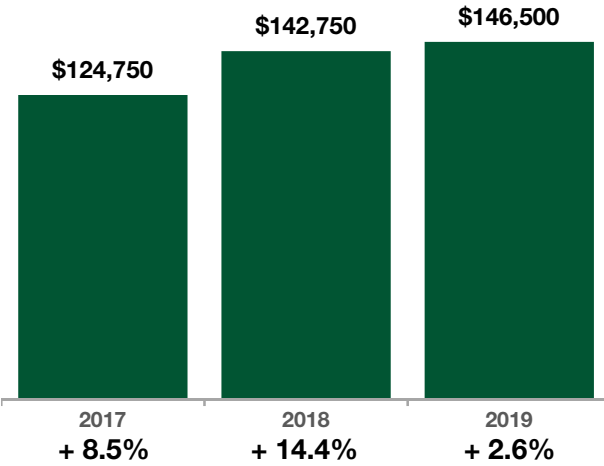


# Median Sales Price

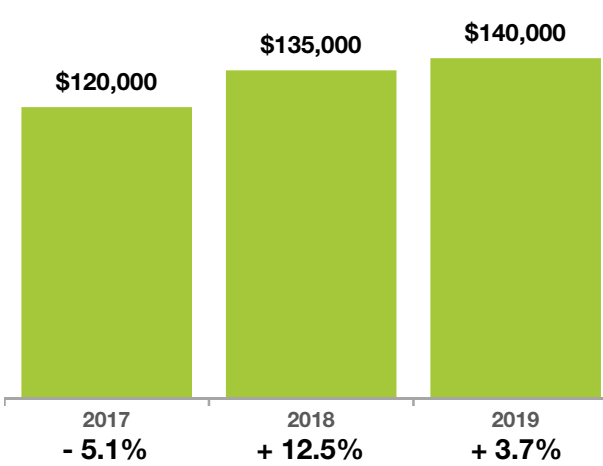
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



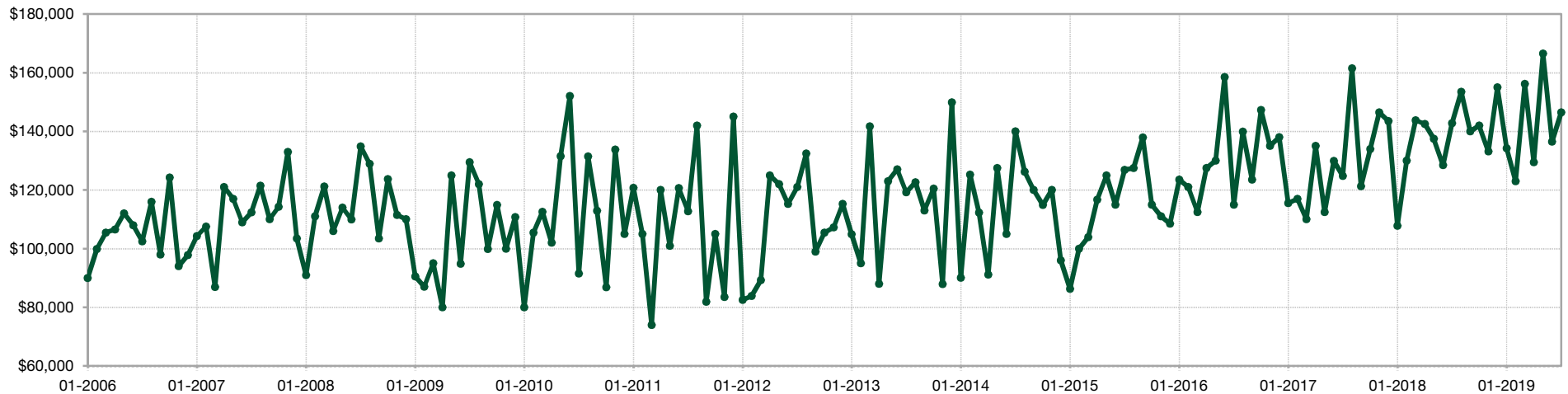
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$134,250	\$107,750	+24.6%
February 2019	\$123,000	\$130,000	-5.4%
March 2019	\$156,200	\$143,750	+8.7%
April 2019	\$129,500	\$142,500	-9.1%
May 2019	\$166,500	\$137,500	+21.1%
June 2019	\$136,500	\$128,500	+6.2%
<b>July 2019</b>	<b>\$146,500</b>	<b>\$142,750</b>	<b>+2.6%</b>
12-Month Med*	\$144,000	\$139,450	+3.3%

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

## Historical Median Sales Price by Month

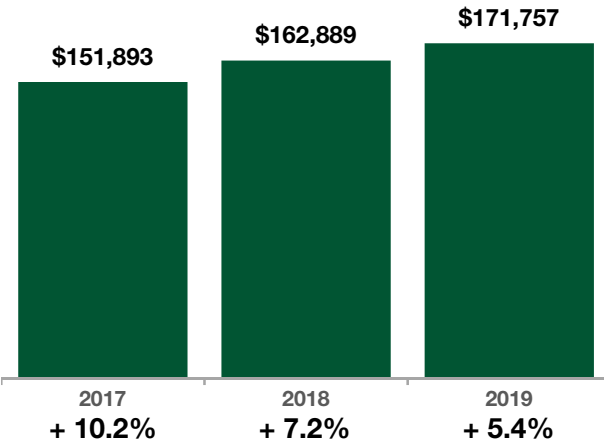


# Average Sales Price

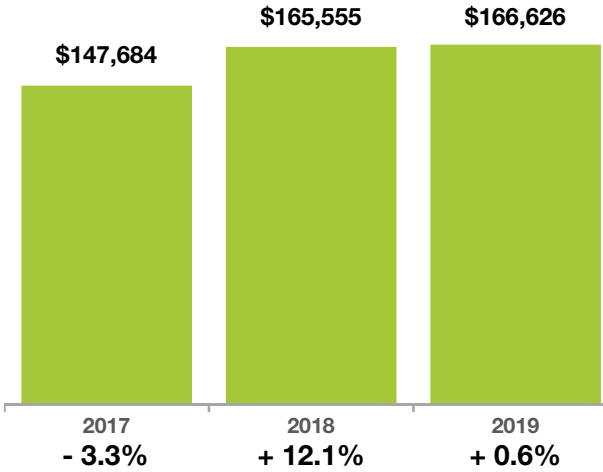
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



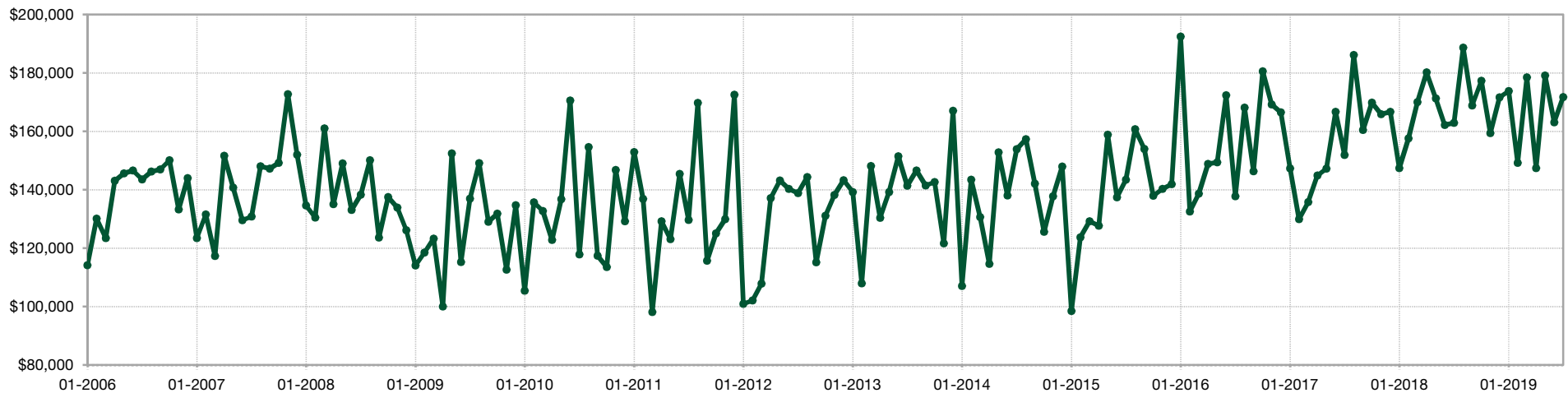
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$173,823	\$147,411	+17.9%
February 2019	\$149,202	\$157,611	-5.3%
March 2019	\$178,474	\$170,033	+5.0%
April 2019	\$147,433	\$180,160	-18.2%
May 2019	\$179,091	\$171,286	+4.6%
June 2019	\$163,041	\$162,180	+0.5%
<b>July 2019</b>	<b>\$171,757</b>	<b>\$162,889</b>	<b>+5.4%</b>
12-Month Avg*	\$169,058	\$166,724	+1.4%

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

## Historical Average Sales Price by Month



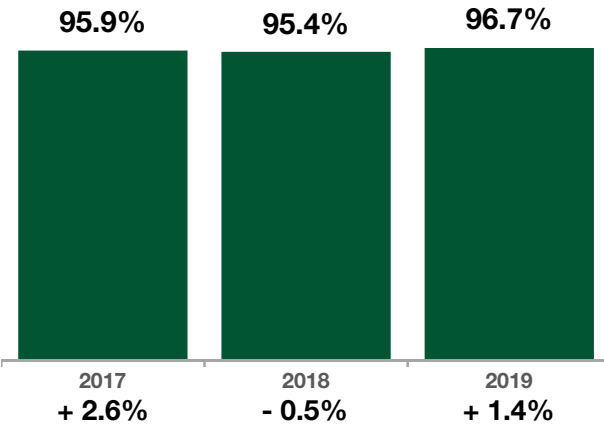


# Percent of List Price Received

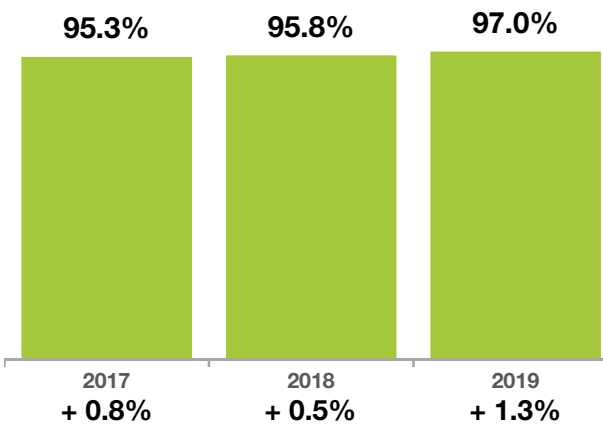
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



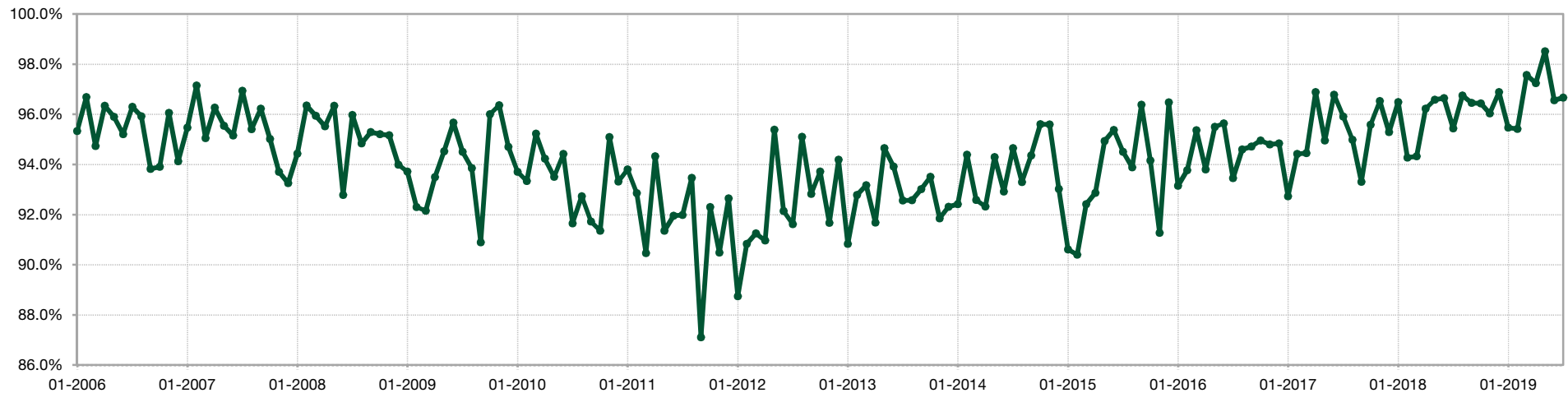
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	95.5%	96.5%	-1.0%
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%
June 2019	96.6%	96.6%	0.0%
<b>July 2019</b>	<b>96.7%</b>	<b>95.4%</b>	<b>+1.4%</b>
12-Month Avg*	96.8%	95.5%	+1.4%

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

## Historical Percent of List Price Received by Month

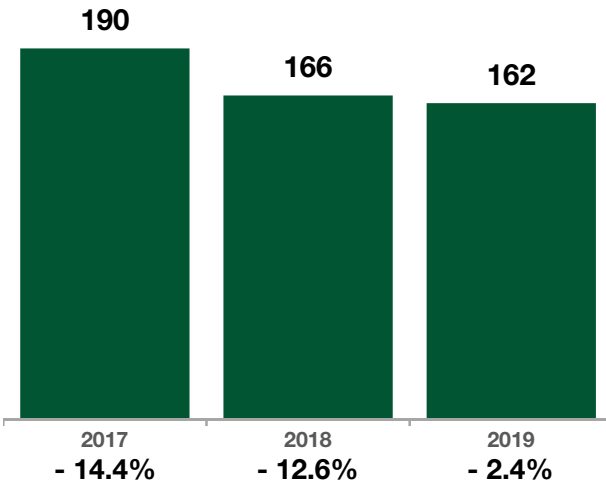


# Housing Affordability Index

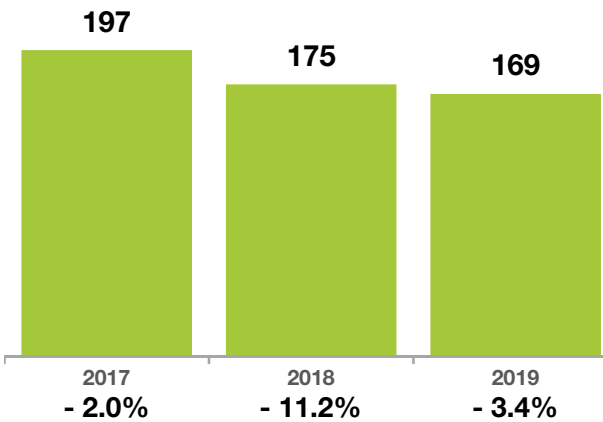
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

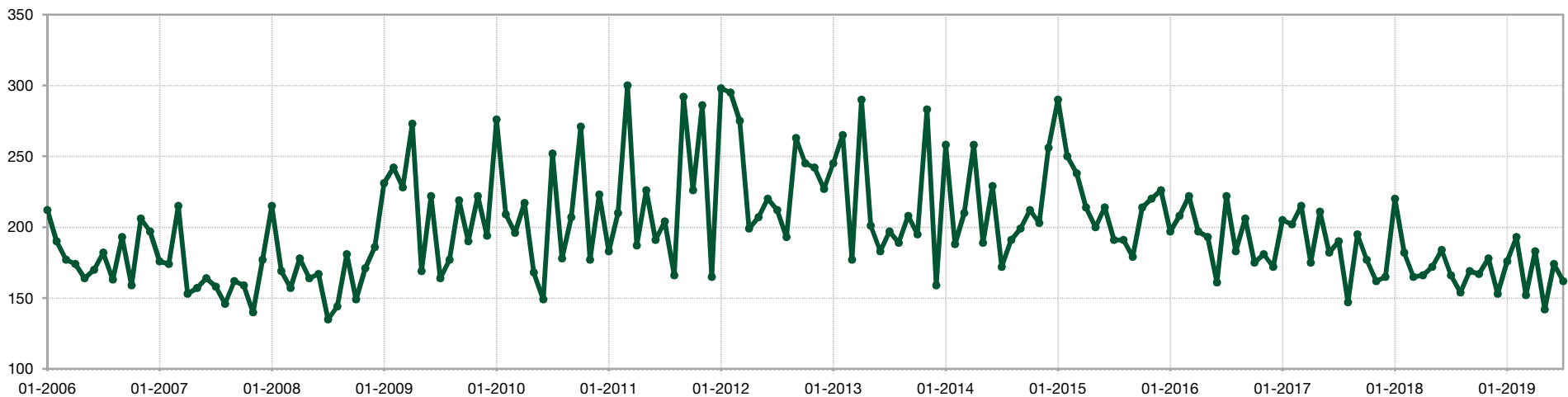


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	176	220	-20.0%
February 2019	193	182	+6.0%
March 2019	152	165	-7.9%
April 2019	183	166	+10.2%
May 2019	142	172	-17.4%
June 2019	174	184	-5.4%
<b>July 2019</b>	<b>162</b>	<b>166</b>	<b>-2.4%</b>
12-Month Avg	167	175	-4.7%

## Historical Housing Affordability Index by Month

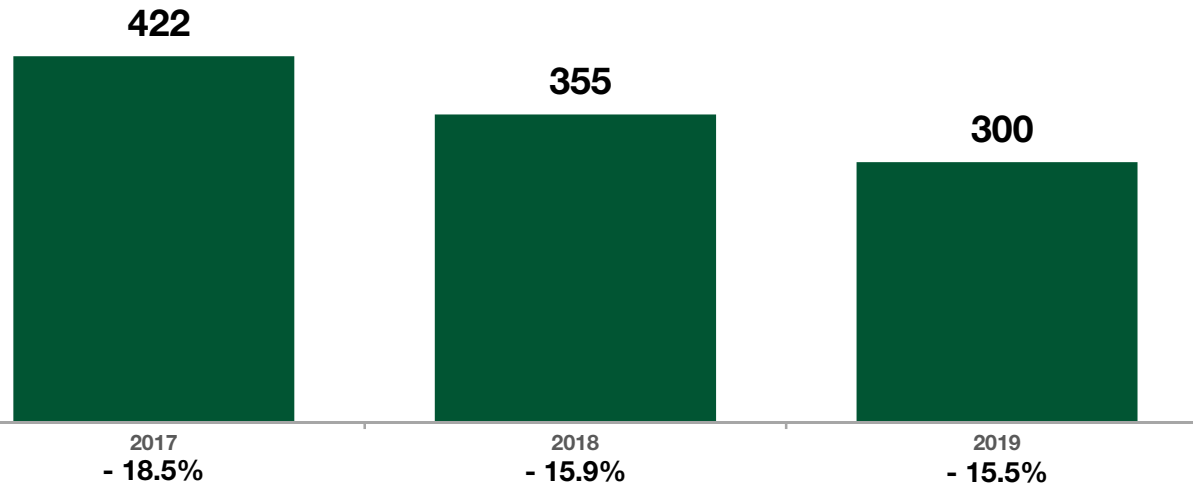


# Inventory of Homes for Sale

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



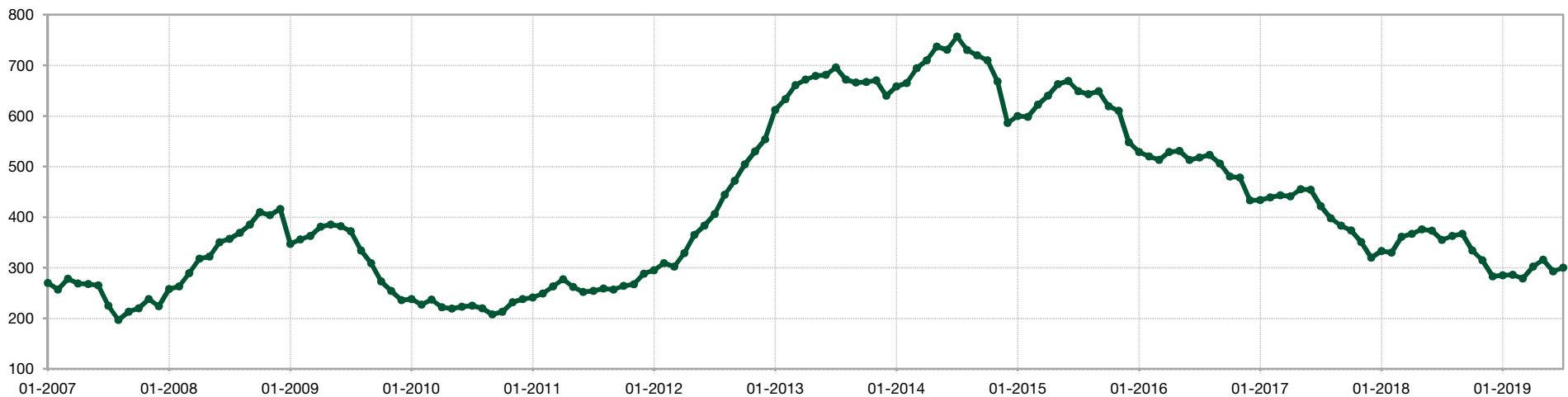
## July



	Homes for Sale	Prior Year	Percent Change
August 2018	363	398	-8.8%
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	285	333	-14.4%
February 2019	286	330	-13.3%
March 2019	279	361	-22.7%
April 2019	302	367	-17.7%
May 2019	316	376	-16.0%
June 2019	293	373	-21.4%
<b>July 2019</b>	<b>300</b>	<b>355</b>	<b>-15.5%</b>
12-Month Avg*	310	364	-14.8%

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

## Historical Inventory of Homes for Sale by Month

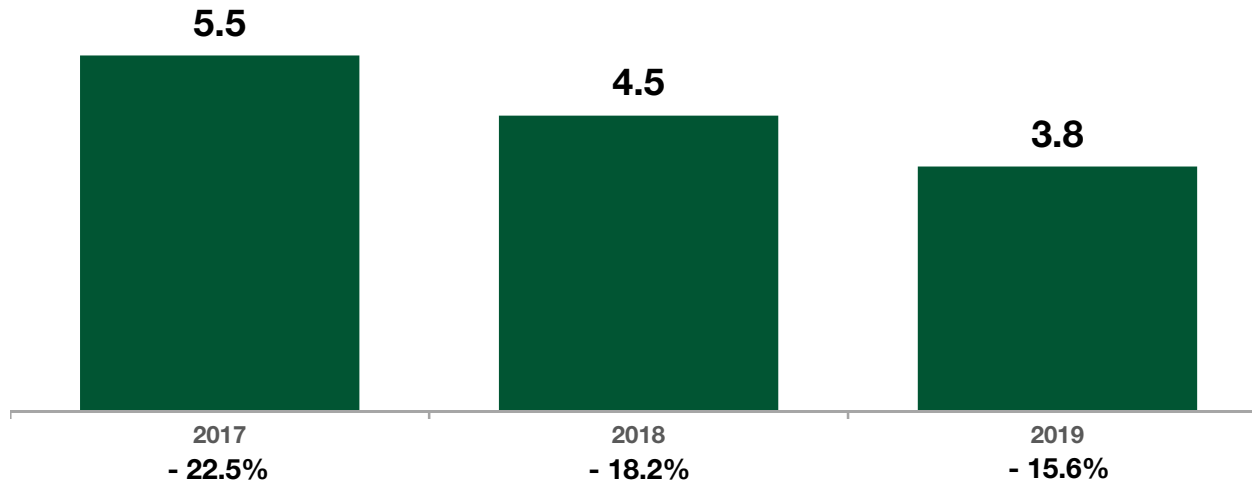


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
August 2018	4.6	5.1	-9.8%
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	3.4	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%
<b>July 2019</b>	<b>3.8</b>	<b>4.5</b>	<b>-15.6%</b>
12-Month Avg*	4.0	4.6	-13.0%

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

## Historical Months Supply of Inventory by Month

