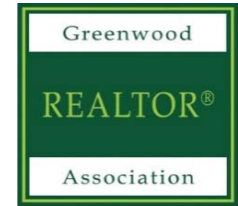


Monthly Indicators



September 2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

New Listings were down 5.4 percent to 87. Pending Sales decreased 17.7 percent to 65. Inventory shrank 9.9 percent to 344 units.

Prices moved higher as Median Sales Price was up 10.5 percent to \$134,000. Days on Market decreased 23.1 percent to 100 days. Months Supply of Inventory was down 8.2 percent to 4.5 months, indicating that demand increased relative to supply.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

Quick Facts

- 29.5%

+ 10.5%

- 8.2%

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.



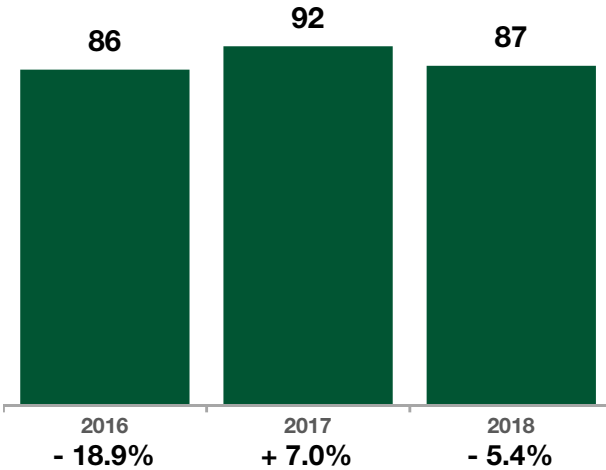
Key Metrics	Historical Sparkbars			09-2017	09-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	09-2016	09-2017	09-2018						
New Listings				92	87	- 5.4%	999	990	- 0.9%
Pending Sales				79	65	- 17.7%	762	733	- 3.8%
Closed Sales				88	62	- 29.5%	726	686	- 5.5%
Days on Market				130	100	- 23.1%	129	114	- 11.6%
Median Sales Price				\$121,250	\$134,000	+ 10.5%	\$125,000	\$140,000	+ 12.0%
Average Sales Price				\$160,499	\$167,778	+ 4.5%	\$154,079	\$169,247	+ 9.8%
Pct. of List Price Received				93.3%	96.4%	+ 3.3%	95.1%	96.0%	+ 0.9%
Housing Affordability Index				195	177	- 9.2%	189	169	- 10.6%
Inventory of Homes for Sale				382	344	- 9.9%	--	--	--
Months Supply of Inventory				4.9	4.5	- 8.2%	--	--	--

New Listings

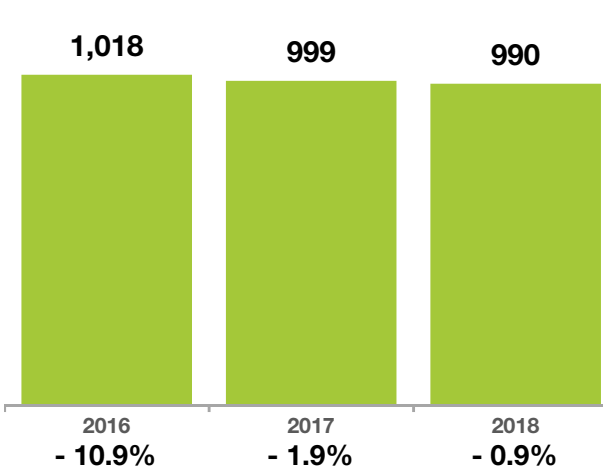
A count of the properties that have been newly listed on the market in a given month.



September

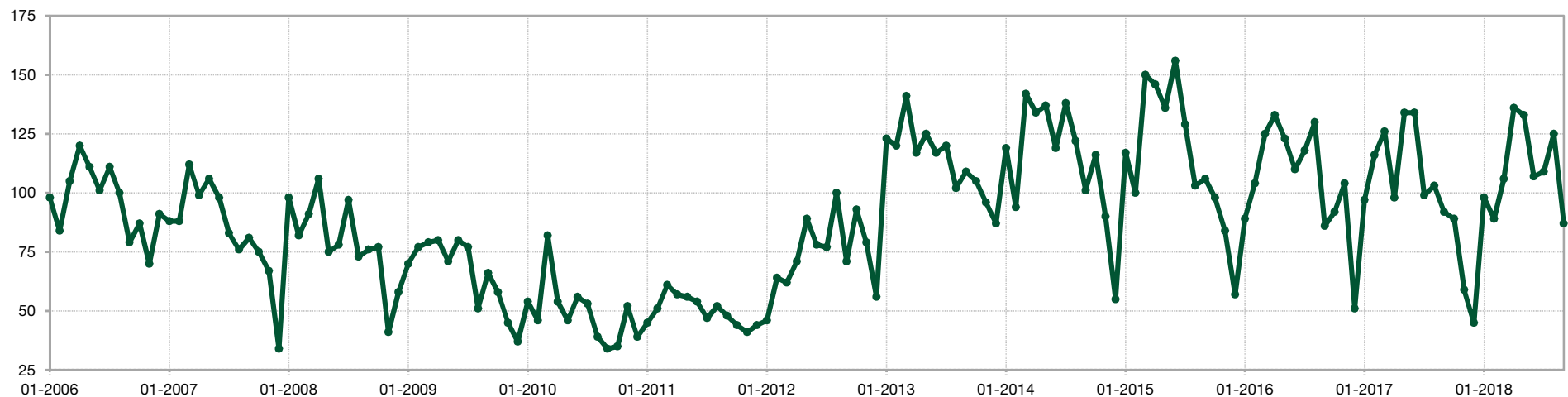


Year to Date



	New Listings	Prior Year	Percent Change
October 2017	89	92	-3.3%
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	106	126	-15.9%
April 2018	136	98	+38.8%
May 2018	133	134	-0.7%
June 2018	107	134	-20.1%
July 2018	109	99	+10.1%
August 2018	125	103	+21.4%
September 2018	87	92	-5.4%
12-Month Avg	99	104	-5.1%

Historical New Listings by Month

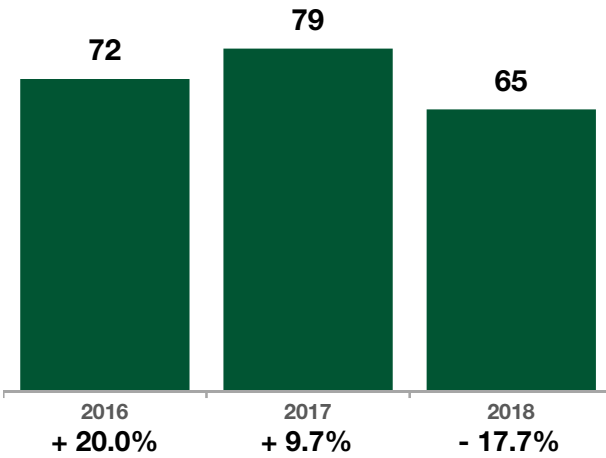


Pending Sales

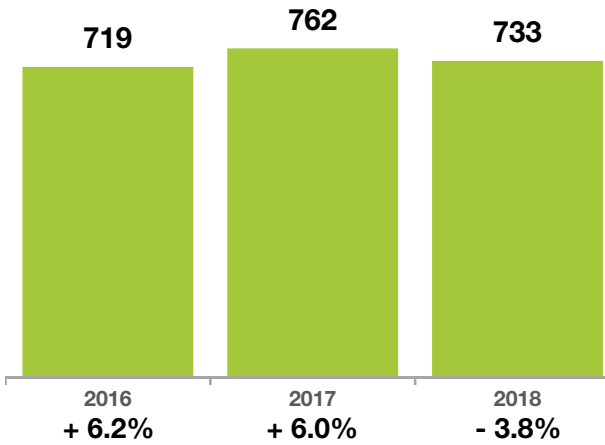
A count of the properties on which offers have been accepted in a given month.



September



Year to Date



	Pending Sales	Prior Year	Percent Change
October 2017	80	77	+3.9%
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	64	90	-28.9%
April 2018	94	77	+22.1%
May 2018	100	89	+12.4%
June 2018	86	97	-11.3%
July 2018	99	95	+4.2%
August 2018	89	89	0.0%
September 2018	65	79	-17.7%
12-Month Avg	77	79	-2.5%

Historical Pending Sales by Month

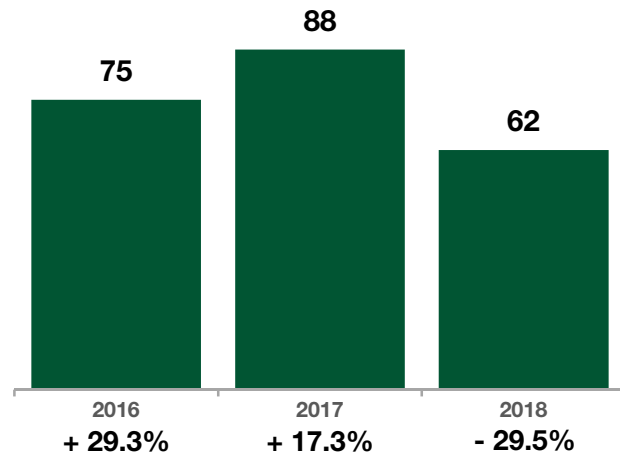


Closed Sales

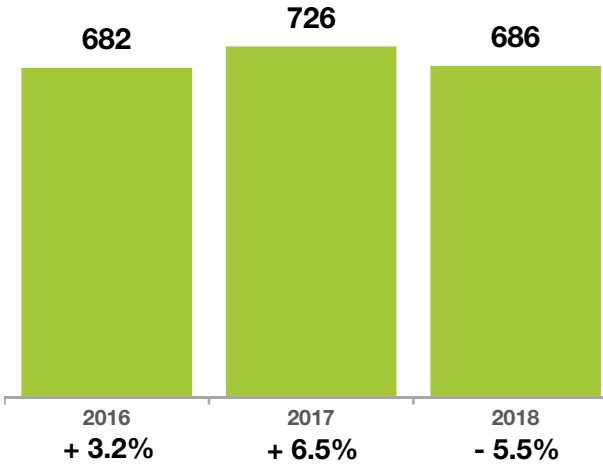
A count of the actual sales that closed in a given month.



September

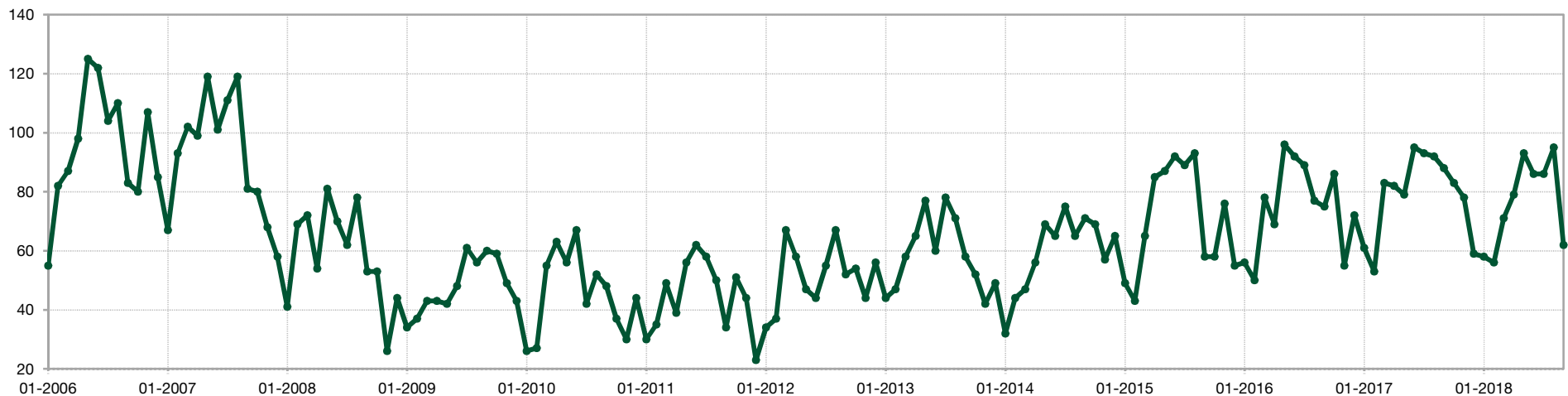


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2017	83	86	-3.5%
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	93	79	+17.7%
June 2018	86	95	-9.5%
July 2018	86	93	-7.5%
August 2018	95	92	+3.3%
September 2018	62	88	-29.5%
12-Month Avg	76	78	-3.5%

Historical Closed Sales by Month

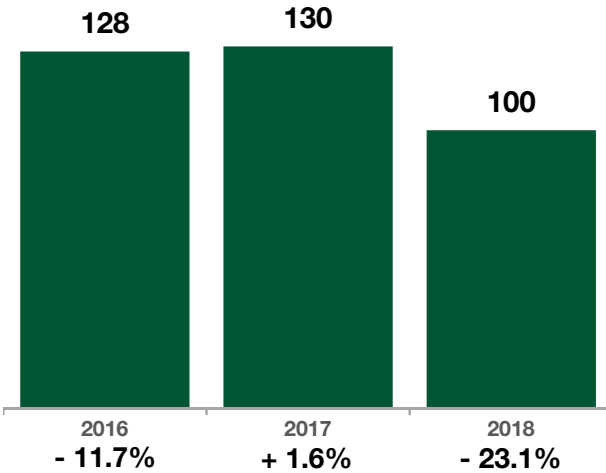


Days on Market Until Sale

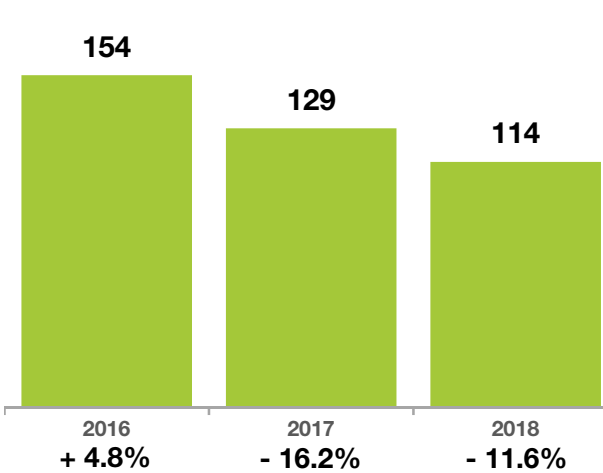
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



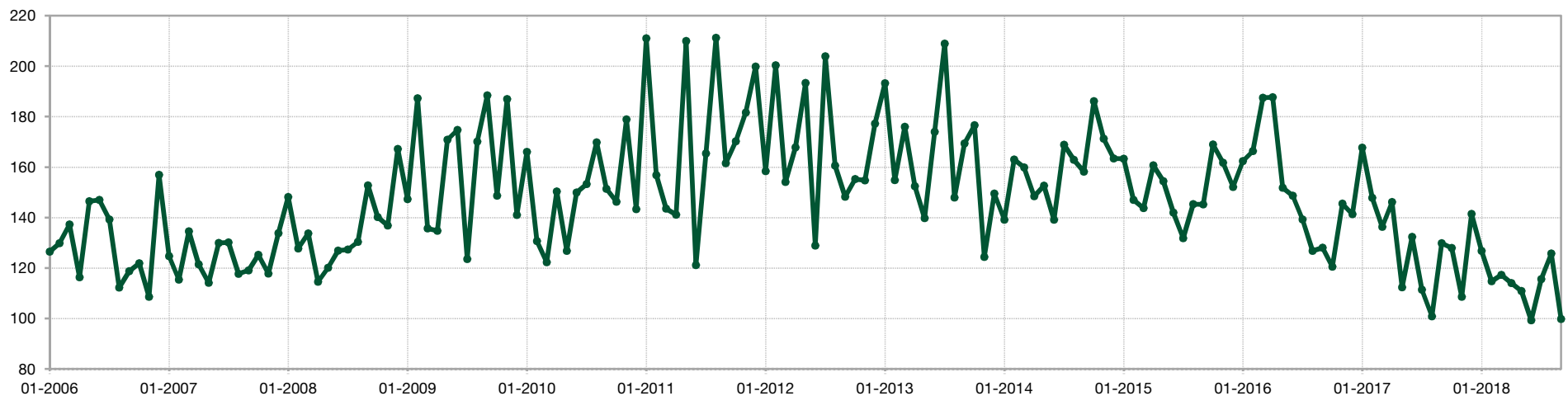
Year to Date



Days on Market	Prior Year	Percent Change
October 2017	128	+6.7%
November 2017	109	-24.8%
December 2017	141	0.0%
January 2018	127	-24.4%
February 2018	115	-22.3%
March 2018	117	-14.0%
April 2018	114	-21.9%
May 2018	111	-0.9%
June 2018	99	-25.0%
July 2018	116	+4.5%
August 2018	126	+24.8%
September 2018	100	-23.1%
12-Month Avg*	116	-10.8%

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

Historical Days on Market Until Sale by Month

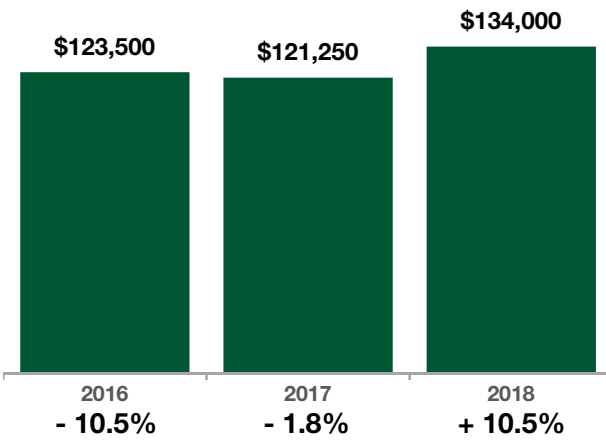


Median Sales Price

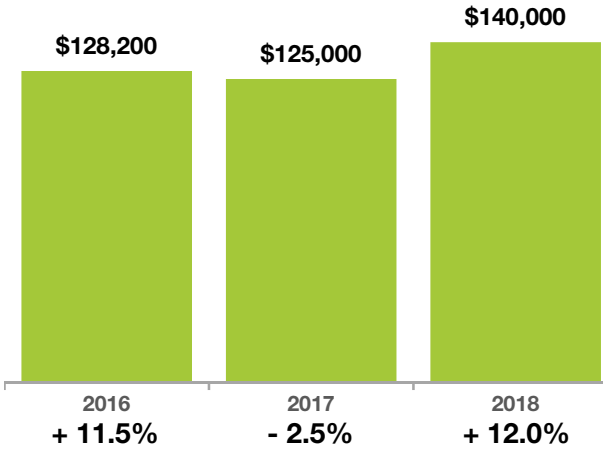
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



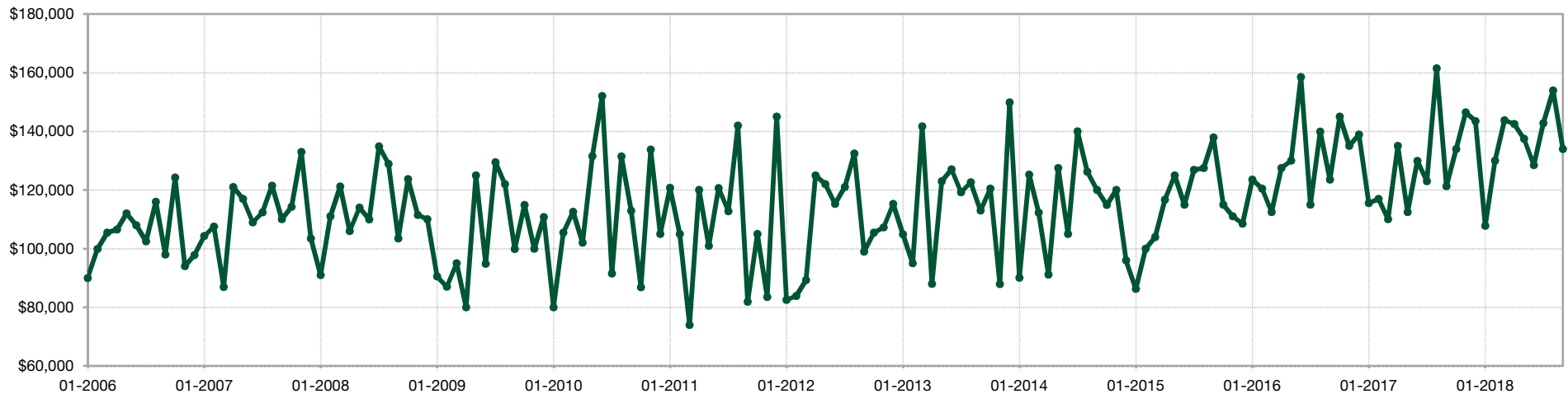
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2017	\$134,000	\$145,000	-7.6%
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	\$143,750	\$110,000	+30.7%
April 2018	\$142,500	\$135,000	+5.6%
May 2018	\$137,500	\$112,500	+22.2%
June 2018	\$128,500	\$129,900	-1.1%
July 2018	\$142,750	\$123,000	+16.1%
August 2018	\$153,900	\$161,500	-4.7%
September 2018	\$134,000	\$121,250	+10.5%
12-Month Med*	\$140,000	\$127,000	+10.2%

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

Historical Median Sales Price by Month

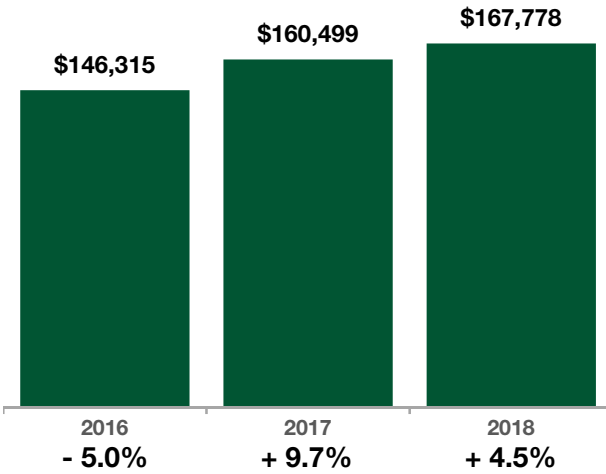


Average Sales Price

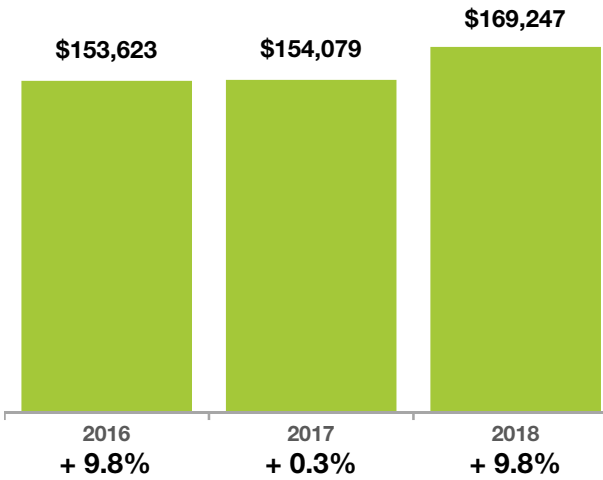
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



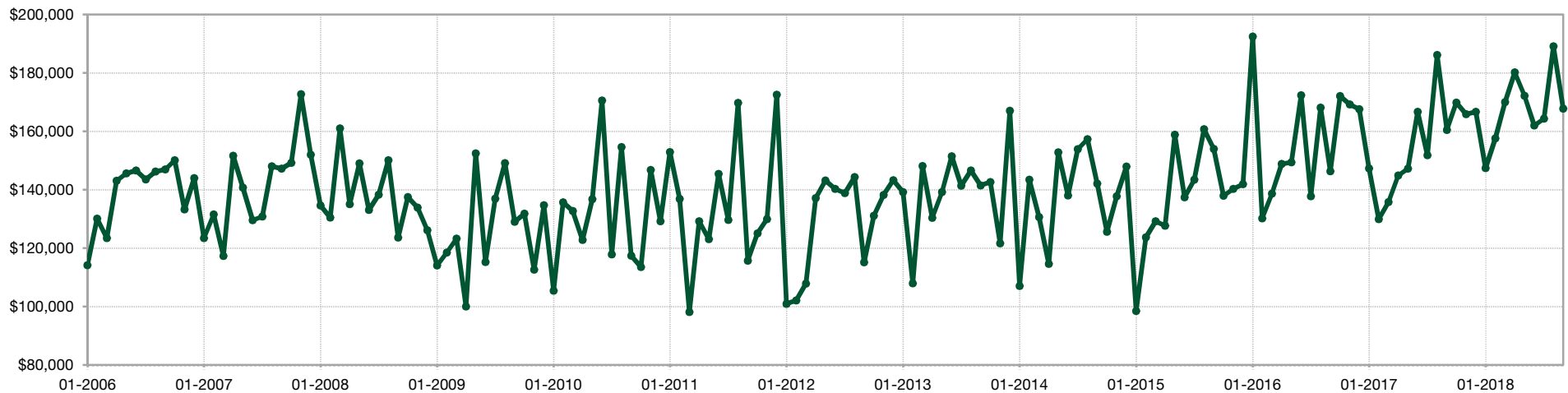
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2017	\$169,872	\$172,065	-1.3%
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	\$170,064	\$135,791	+25.2%
April 2018	\$180,160	\$144,918	+24.3%
May 2018	\$172,212	\$147,254	+16.9%
June 2018	\$162,033	\$166,705	-2.8%
July 2018	\$164,317	\$151,860	+8.2%
August 2018	\$189,110	\$186,186	+1.6%
September 2018	\$167,778	\$160,499	+4.5%
12-Month Avg*	\$167,761	\$156,613	+7.1%

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

Historical Average Sales Price by Month

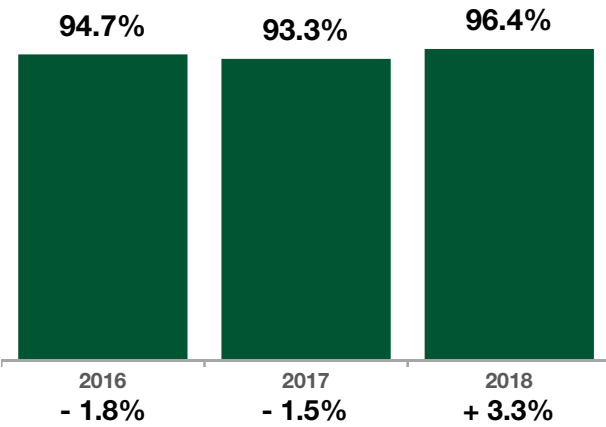


Percent of List Price Received

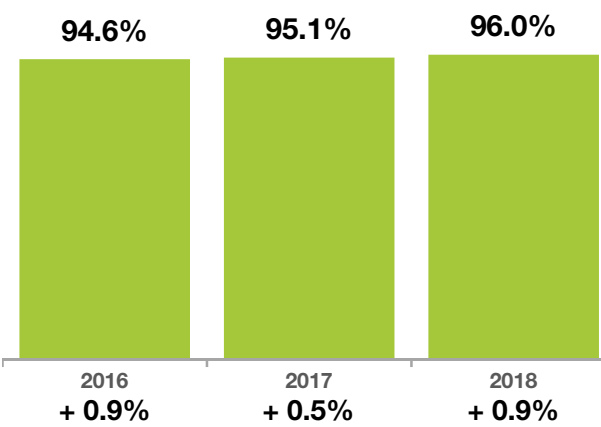
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



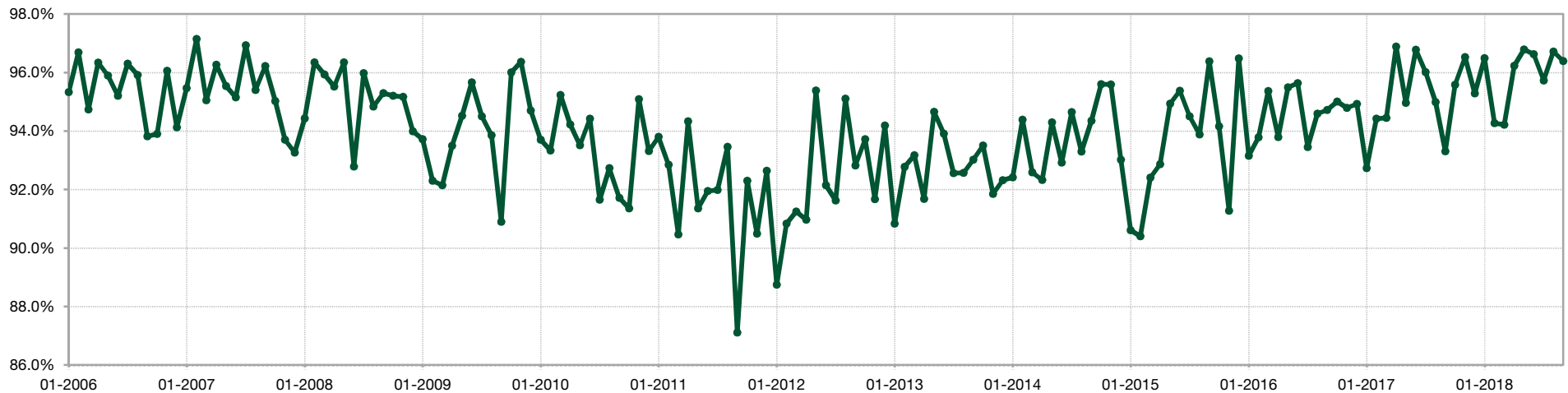
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
October 2017	95.6%	95.0%	+0.6%
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	96.7%	95.0%	+1.8%
September 2018	96.4%	93.3%	+3.3%
12-Month Avg*	96.0%	95.0%	+1.1%

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

Historical Percent of List Price Received by Month

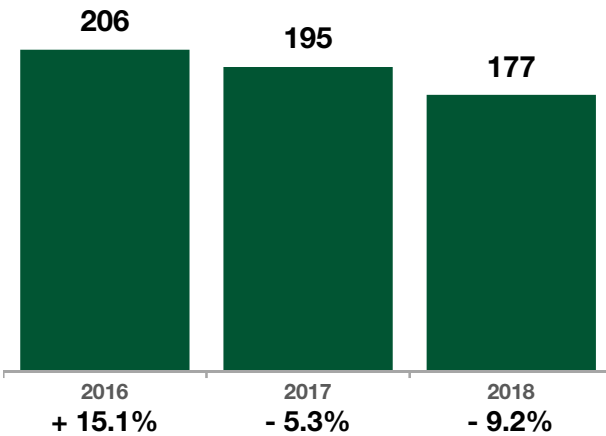


Housing Affordability Index

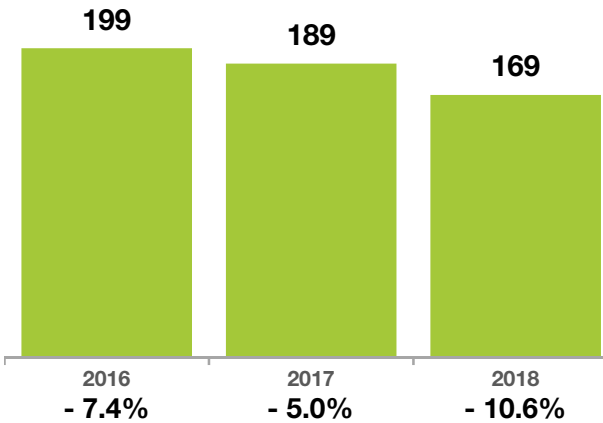


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

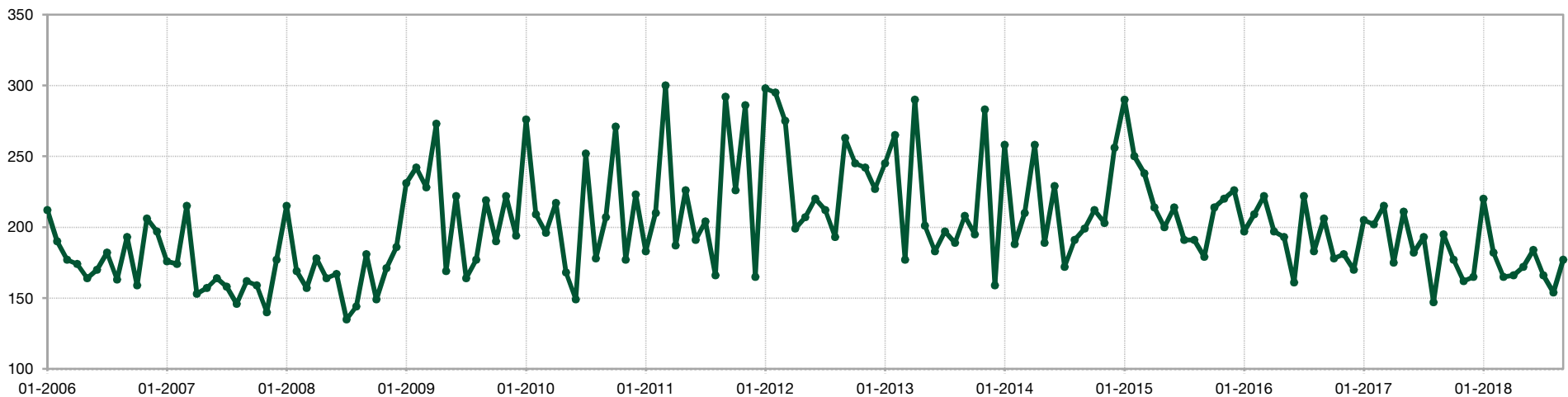


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2017	177	178	-0.6%
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	165	215	-23.3%
April 2018	166	175	-5.1%
May 2018	172	211	-18.5%
June 2018	184	182	+1.1%
July 2018	166	193	-14.0%
August 2018	154	147	+4.8%
September 2018	177	195	-9.2%
12-Month Avg	174	188	-7.3%

Historical Housing Affordability Index by Month

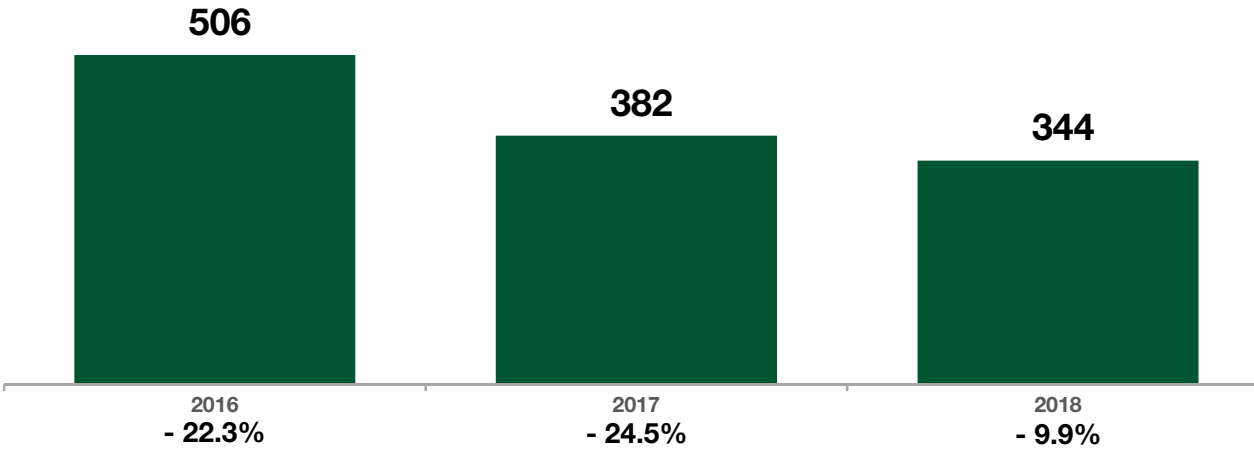


Inventory of Homes for Sale

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



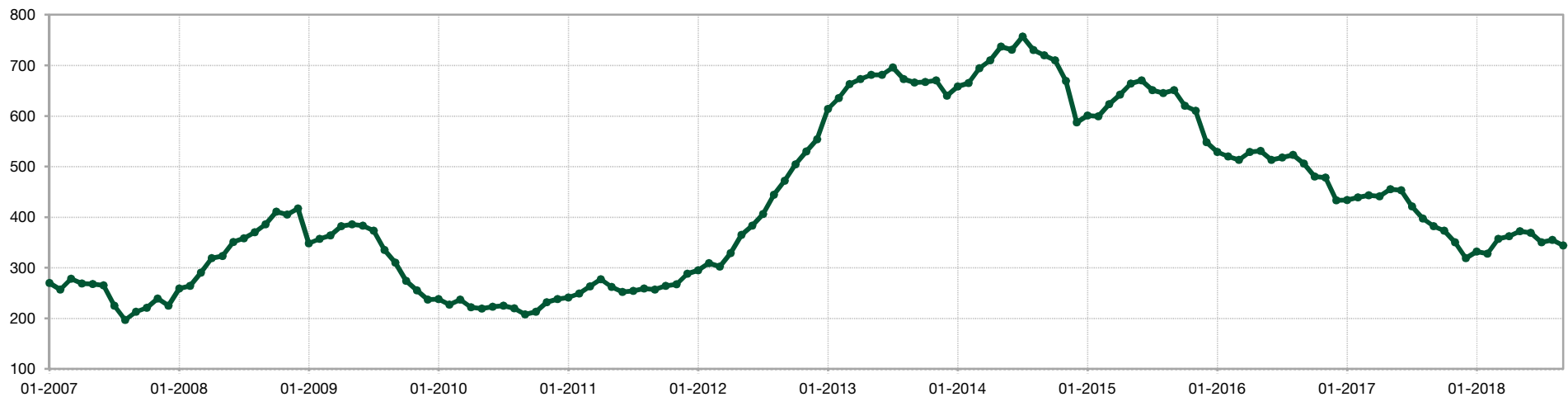
September



Homes for Sale	Prior Year	Percent Change
October 2017	480	-22.3%
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	-18.5%
July 2018	421	-16.9%
August 2018	397	-10.6%
September 2018	382	-9.9%
12-Month Avg*	351	-9.9%

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

Historical Inventory of Homes for Sale by Month

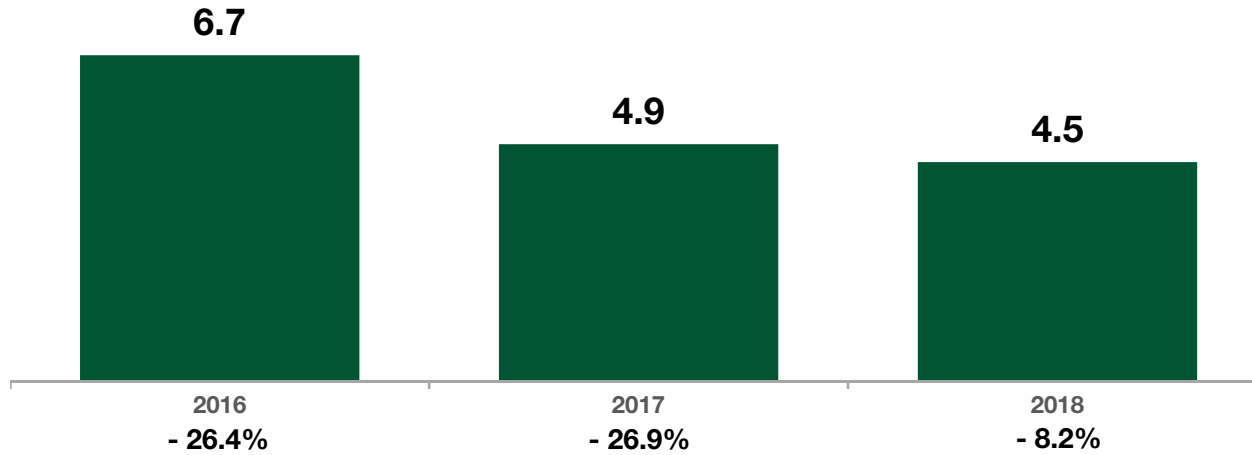


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2017	4.7	6.3	-25.4%
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	4.8	6.0	-20.0%
July 2018	4.5	5.5	-18.2%
August 2018	4.6	5.1	-9.8%
September 2018	4.5	4.9	-8.2%
12-Month Avg*	4.5	5.8	-22.4%

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

Historical Months Supply of Inventory by Month

