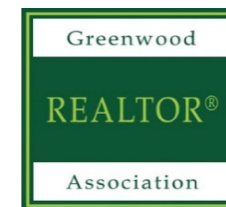


Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings were down 14.6 percent to 82. Pending Sales increased 40.0 percent to 84. Inventory shrank 20.9 percent to 291 units.

Prices moved higher as Median Sales Price was up 12.3 percent to \$157,200. Days on Market decreased 6.9 percent to 95 days. Months Supply of Inventory was down 25.0 percent to 3.6 months, indicating that demand increased relative to supply.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Quick Facts

+ 21.5% **+ 12.3%** **- 25.0%**

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.



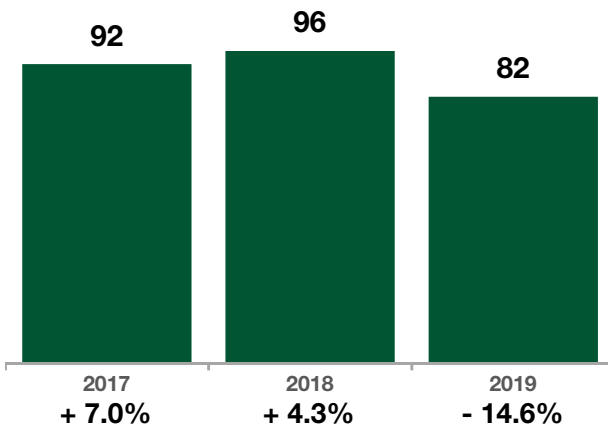
Key Metrics	Historical Sparkbars			09-2018	09-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	09-2017	09-2018	09-2019						
New Listings				96	82	- 14.6%	1,007	1,009	+ 0.2%
Pending Sales				60	84	+ 40.0%	731	777	+ 6.3%
Closed Sales				65	79	+ 21.5%	697	718	+ 3.0%
Days on Market				102	95	- 6.9%	113	99	- 12.4%
Median Sales Price				\$140,000	\$157,200	+ 12.3%	\$140,000	\$145,000	+ 3.6%
Average Sales Price				\$168,881	\$214,584	+ 27.1%	\$169,000	\$175,022	+ 3.6%
Pct. of List Price Received				96.5%	96.5%	0.0%	96.0%	97.0%	+ 1.0%
Housing Affordability Index				169	151	- 10.7%	169	163	- 3.6%
Inventory of Homes for Sale				368	291	- 20.9%	--	--	--
Months Supply of Inventory				4.8	3.6	- 25.0%	--	--	--

New Listings

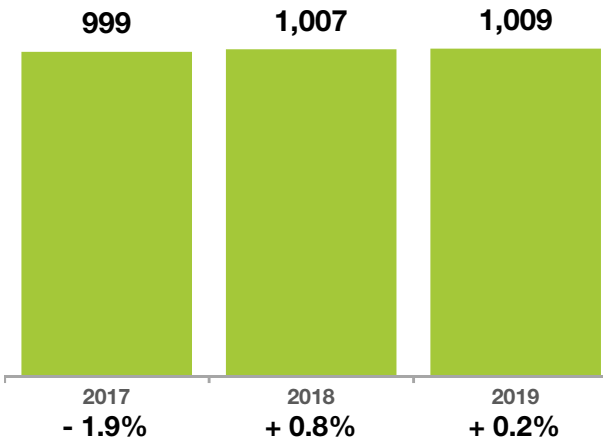
A count of the properties that have been newly listed on the market in a given month.



September

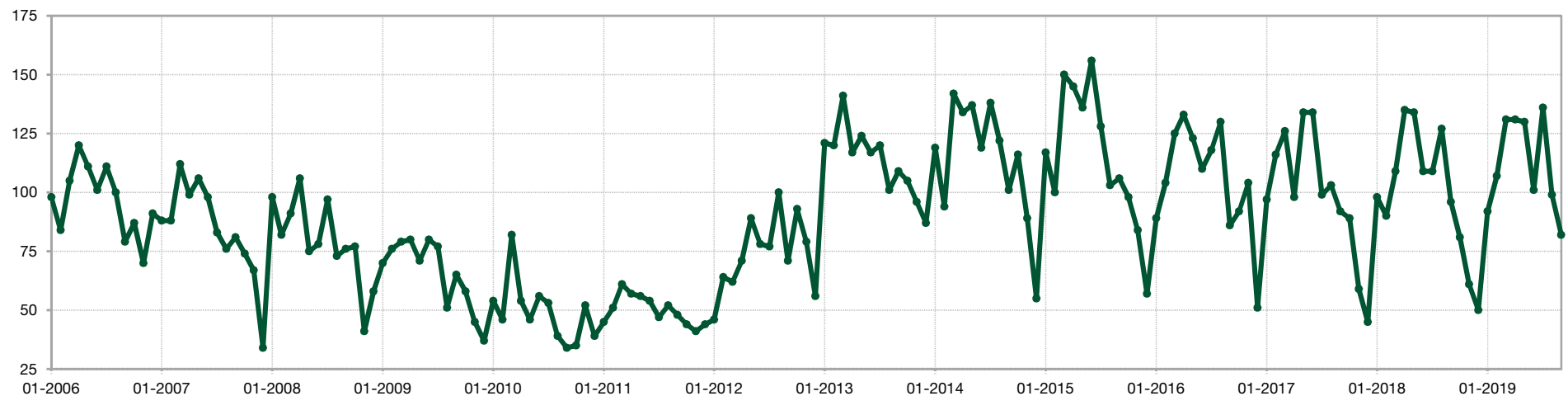


Year to Date



	New Listings	Prior Year	Percent Change
October 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	130	134	-3.0%
June 2019	101	109	-7.3%
July 2019	136	109	+24.8%
August 2019	99	127	-22.0%
September 2019	82	96	-14.6%
12-Month Avg	100	100	+0.1%

Historical New Listings by Month

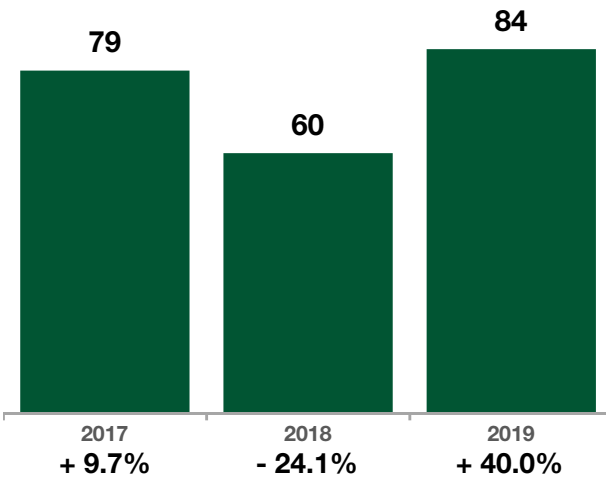


Pending Sales

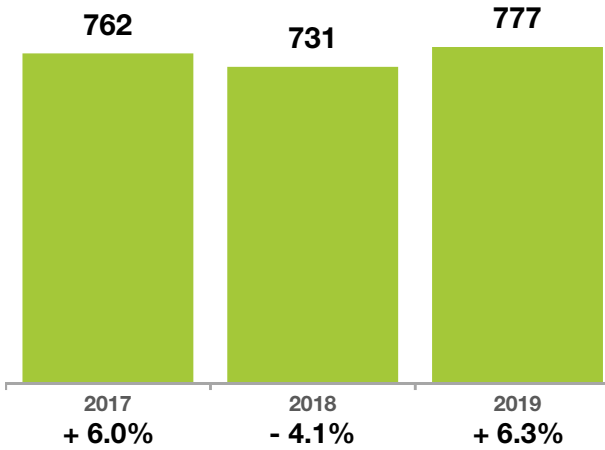
A count of the properties on which offers have been accepted in a given month.



September

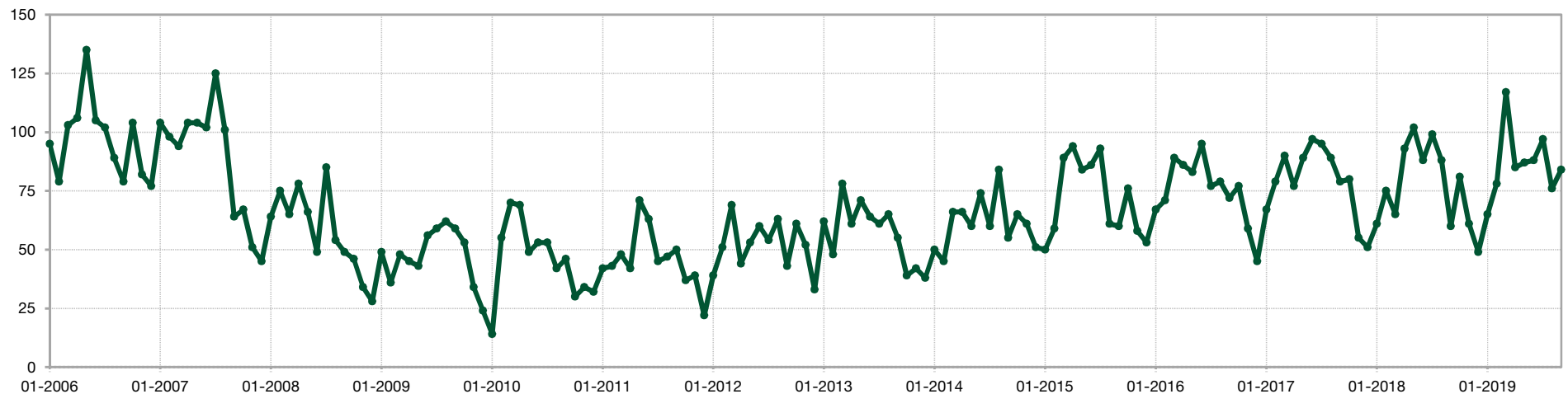


Year to Date



	Pending Sales	Prior Year	Percent Change
October 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	87	102	-14.7%
June 2019	88	88	0.0%
July 2019	97	99	-2.0%
August 2019	76	88	-13.6%
September 2019	84	60	+40.0%
12-Month Avg	81	76	+5.6%

Historical Pending Sales by Month

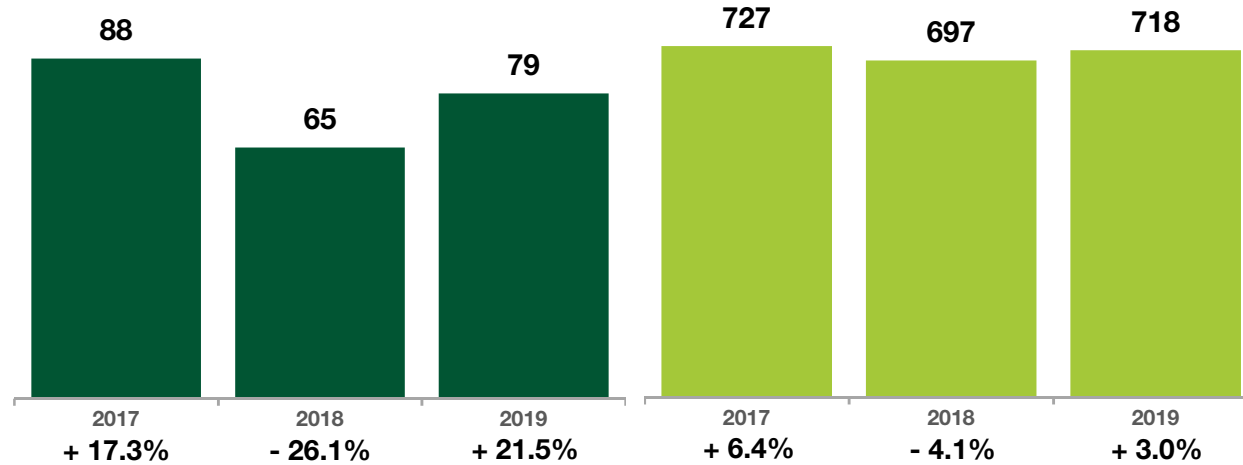


Closed Sales

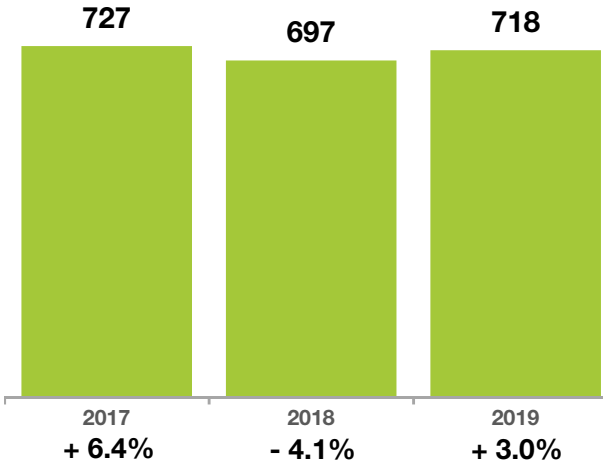
A count of the actual sales that closed in a given month.



September

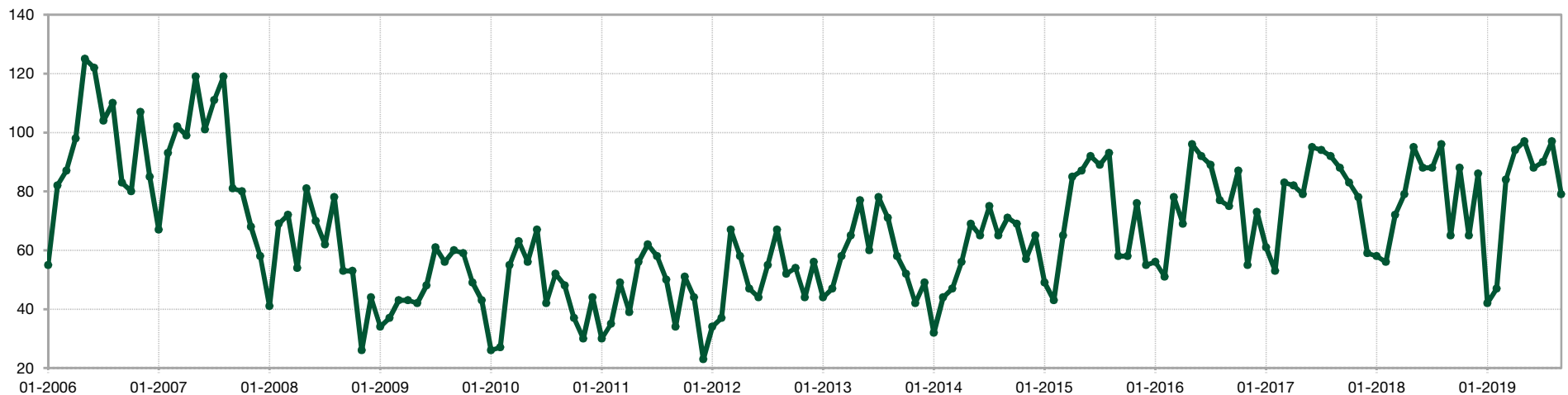


Year to Date



	Closed Sales	Prior Year	Percent Change
October 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	84	72	+16.7%
April 2019	94	79	+19.0%
May 2019	97	95	+2.1%
June 2019	88	88	0.0%
July 2019	90	88	+2.3%
August 2019	97	96	+1.0%
September 2019	79	65	+21.5%
12-Month Avg	80	76	+4.4%

Historical Closed Sales by Month

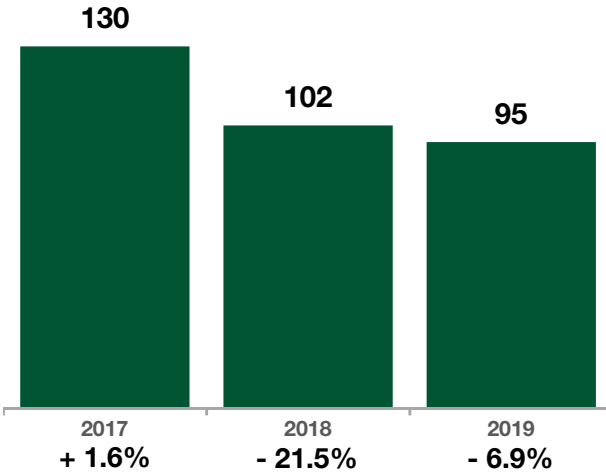


Days on Market Until Sale

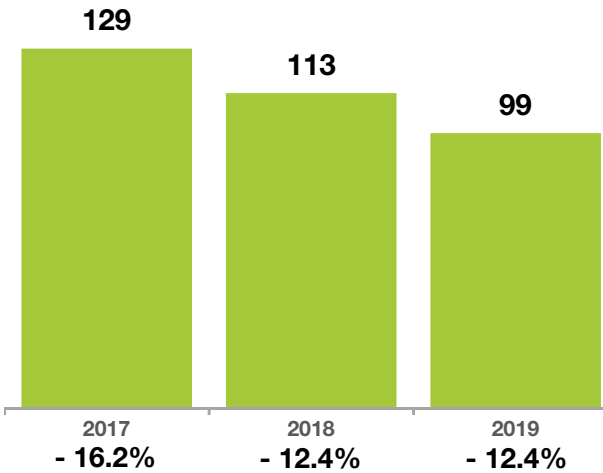
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



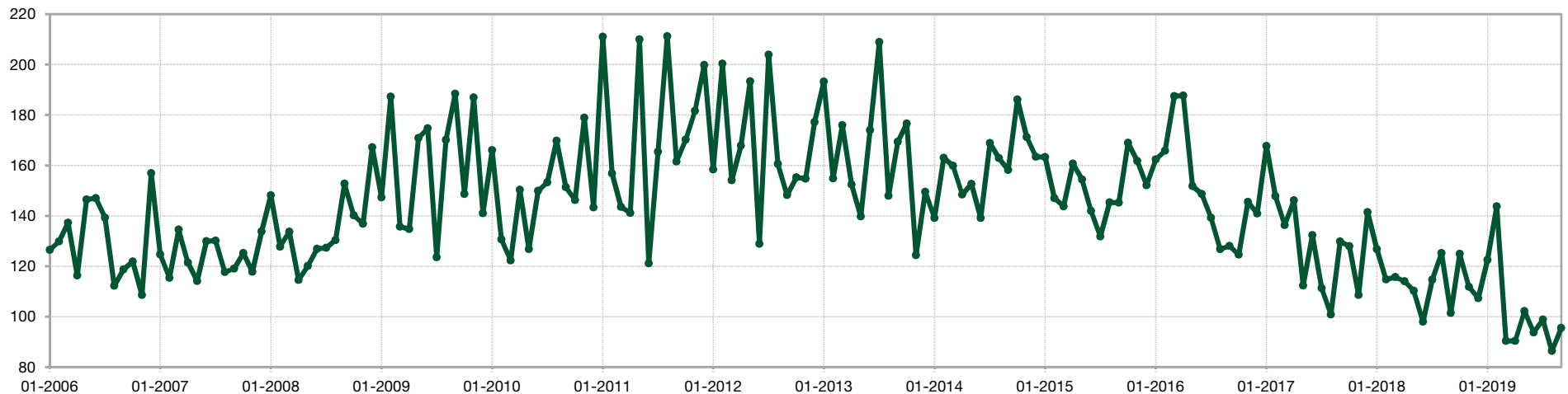
Year to Date



Days on Market	Prior Year	Percent Change
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	90	-21.1%
May 2019	102	-7.3%
June 2019	94	-4.1%
July 2019	99	-13.9%
August 2019	86	-31.2%
September 2019	95	-6.9%
12-Month Avg*	103	-11.2%

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

Historical Days on Market Until Sale by Month

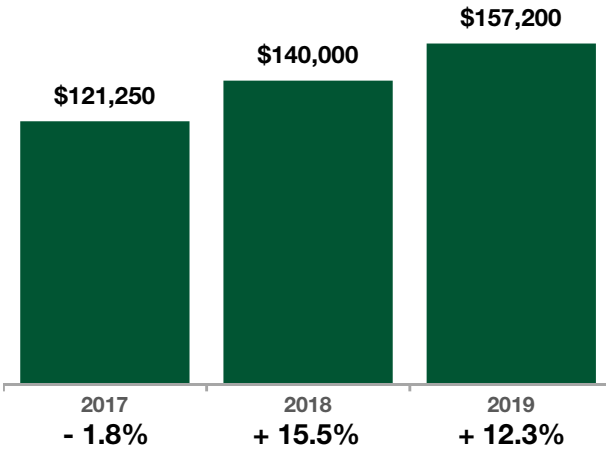


Median Sales Price

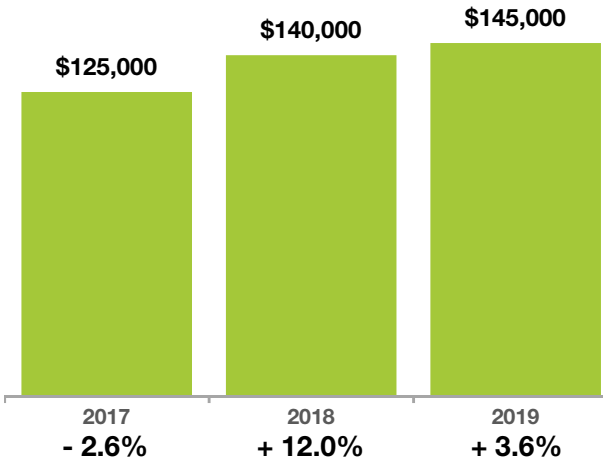
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



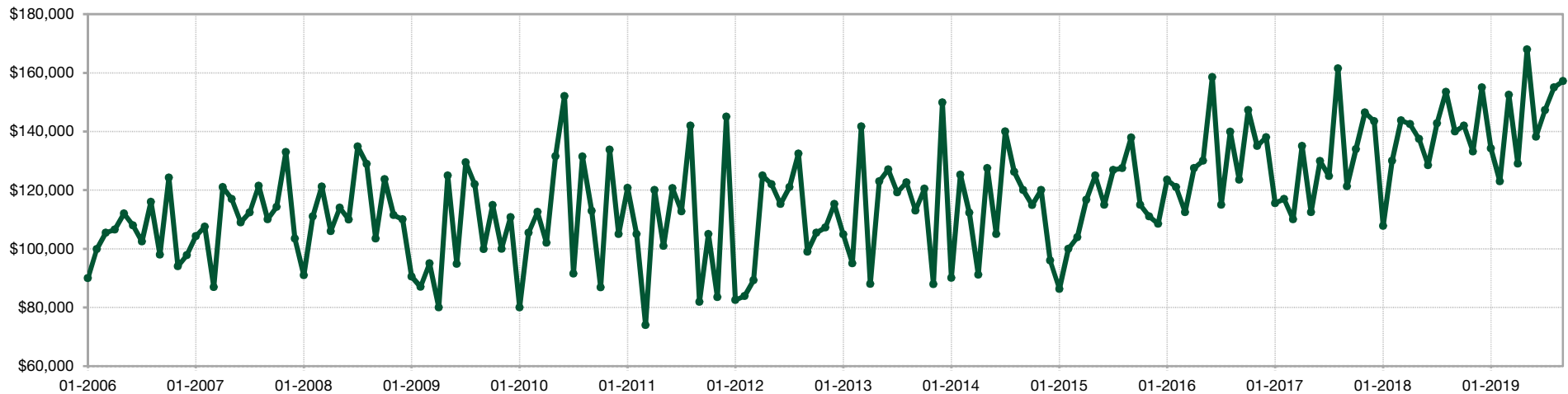
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$152,500	\$143,750	+6.1%
April 2019	\$129,000	\$142,500	-9.5%
May 2019	\$168,000	\$137,500	+22.2%
June 2019	\$138,200	\$128,500	+7.5%
July 2019	\$147,250	\$142,750	+3.2%
August 2019	\$155,000	\$153,450	+1.0%
September 2019	\$157,200	\$140,000	+12.3%
12-Month Med*	\$145,000	\$140,000	+3.6%

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

Historical Median Sales Price by Month

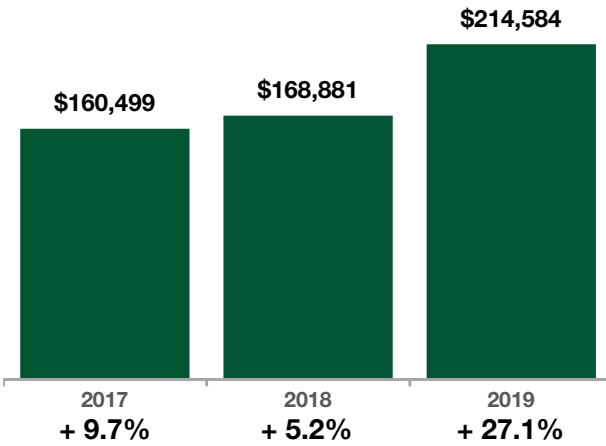


Average Sales Price

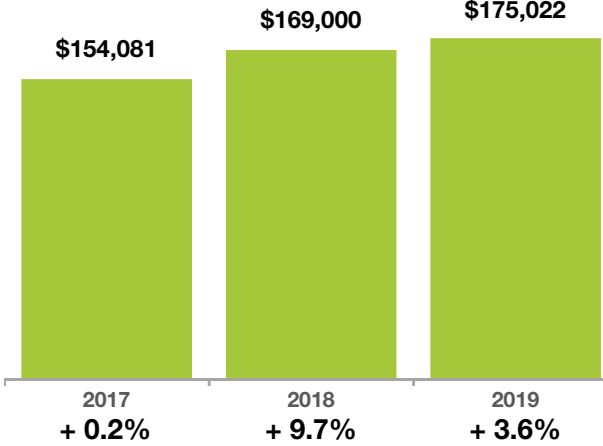
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



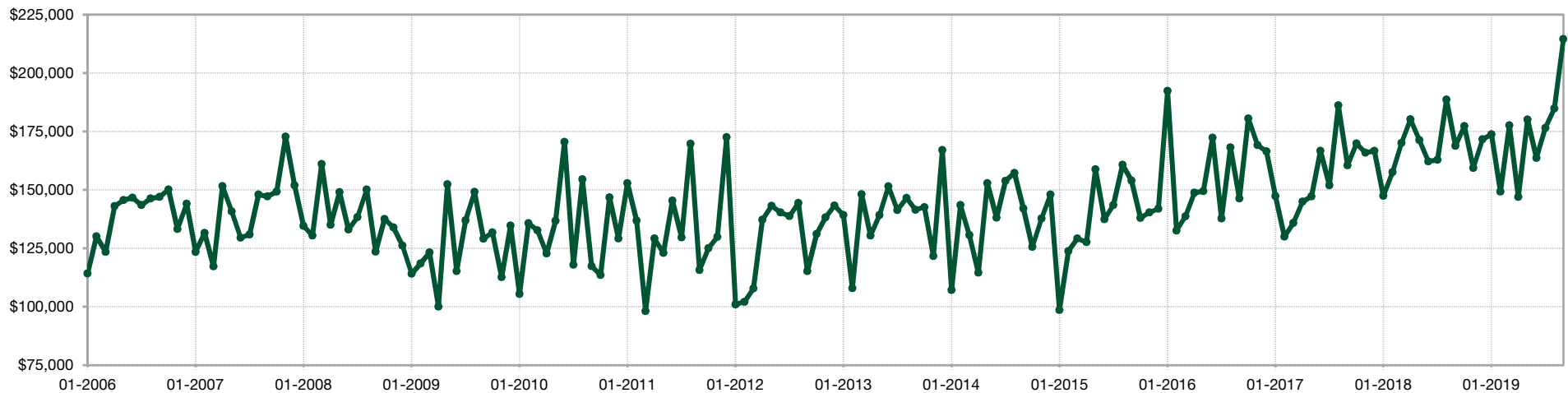
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$177,565	\$170,033	+4.4%
April 2019	\$147,031	\$180,160	-18.4%
May 2019	\$180,080	\$171,286	+5.1%
June 2019	\$163,711	\$162,180	+0.9%
July 2019	\$176,448	\$162,889	+8.3%
August 2019	\$184,812	\$188,694	-2.1%
September 2019	\$214,584	\$168,881	+27.1%
12-Month Avg*	\$172,963	\$167,631	+3.2%

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

Historical Average Sales Price by Month

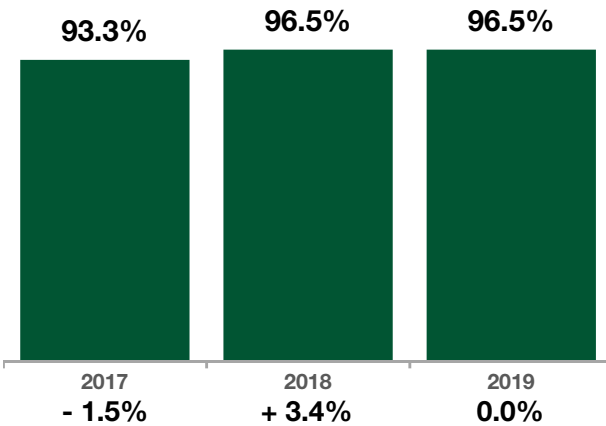


Percent of List Price Received

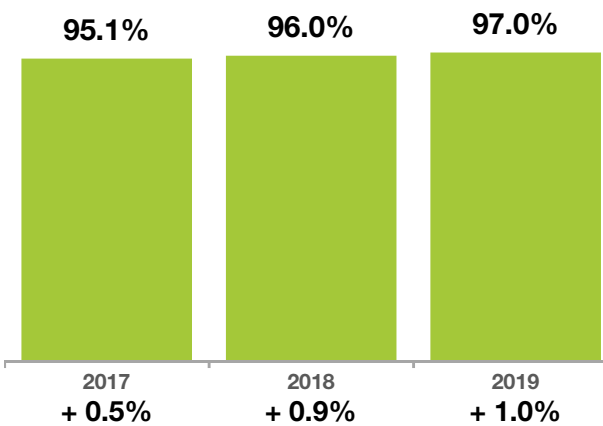
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



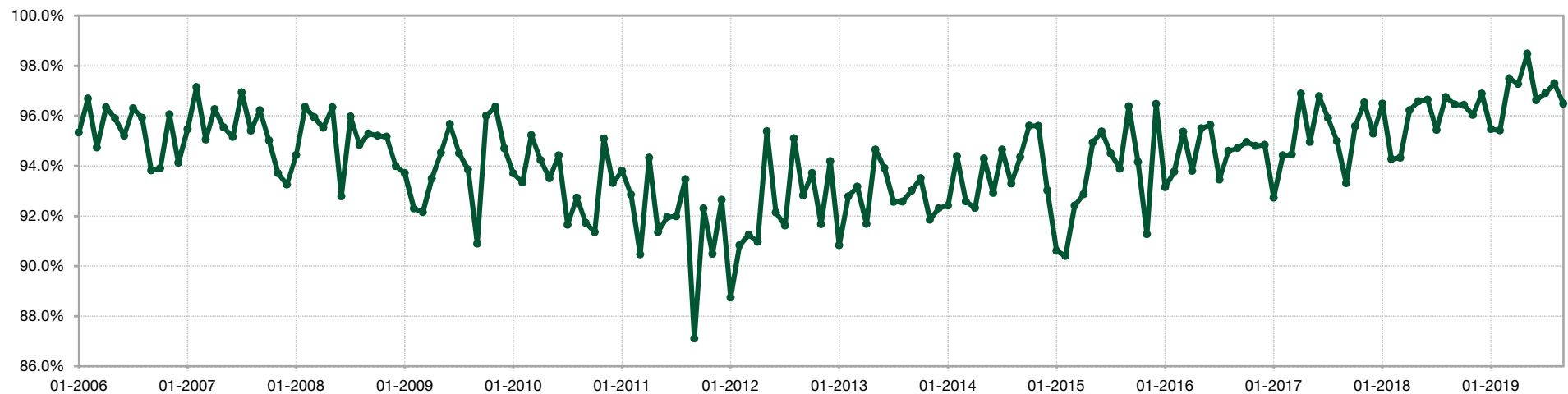
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.5%	94.3%	+3.4%
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%
August 2019	97.3%	96.8%	+0.5%
September 2019	96.5%	96.5%	0.0%
12-Month Avg*	96.9%	96.0%	+0.9%

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

Historical Percent of List Price Received by Month



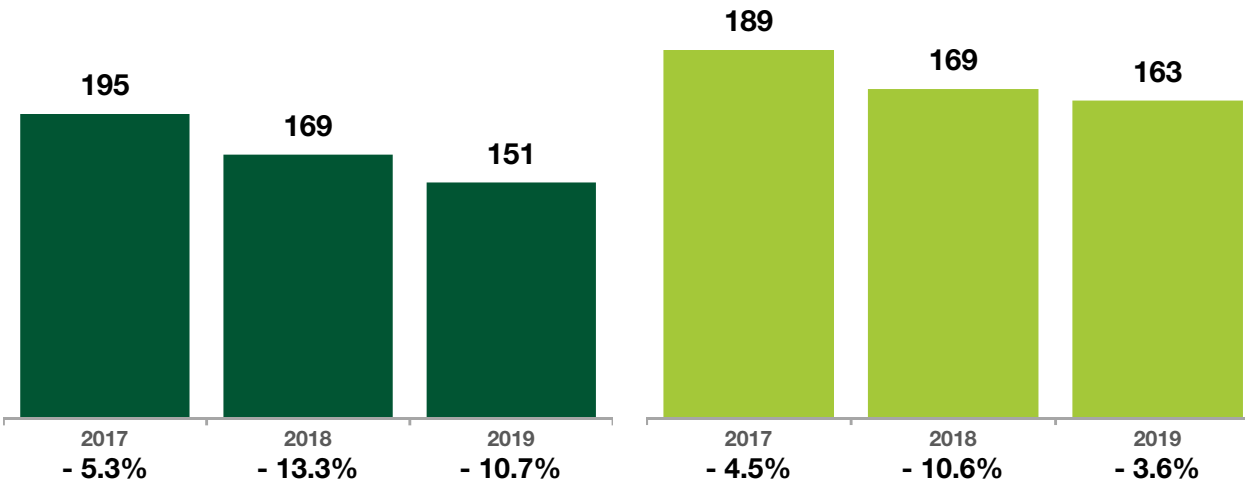
Housing Affordability Index



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.

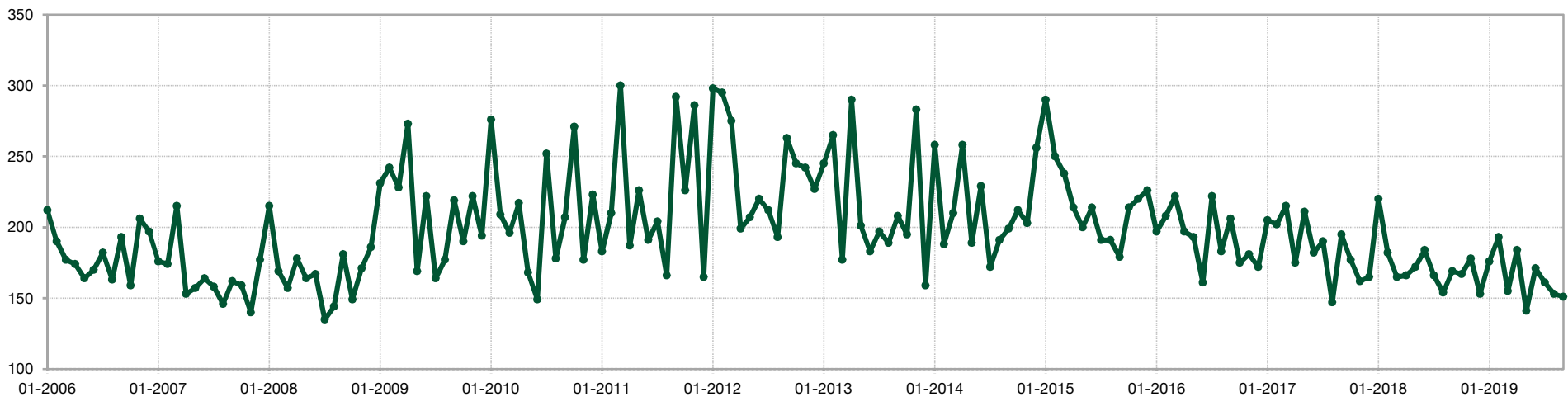
September

Year to Date



	Affordability Index	Prior Year	Percent Change
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	155	165	-6.1%
April 2019	184	166	+10.8%
May 2019	141	172	-18.0%
June 2019	171	184	-7.1%
July 2019	161	166	-3.0%
August 2019	153	154	-0.6%
September 2019	151	169	-10.7%
12-Month Avg	165	174	-4.8%

Historical Housing Affordability Index by Month

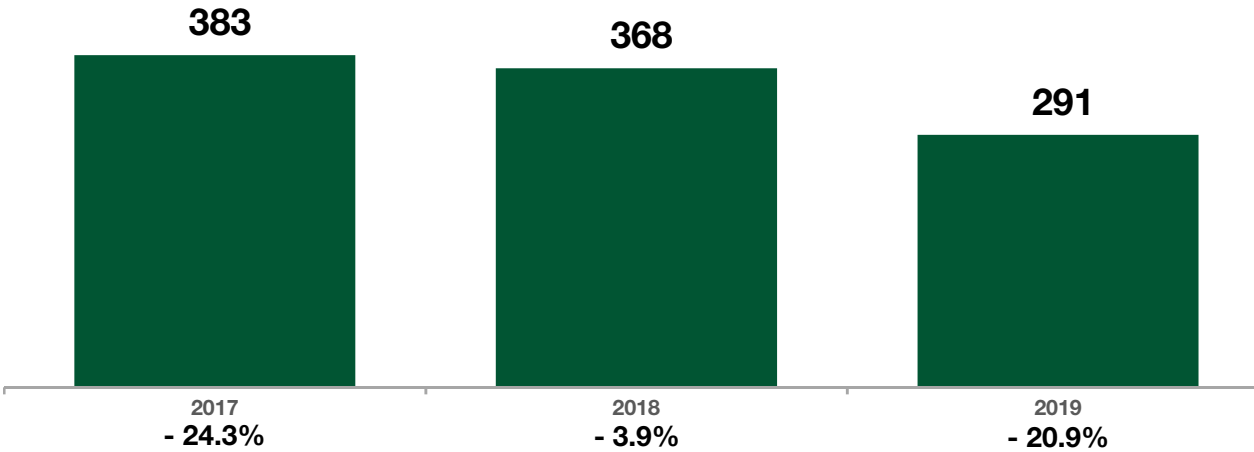


Inventory of Homes for Sale

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



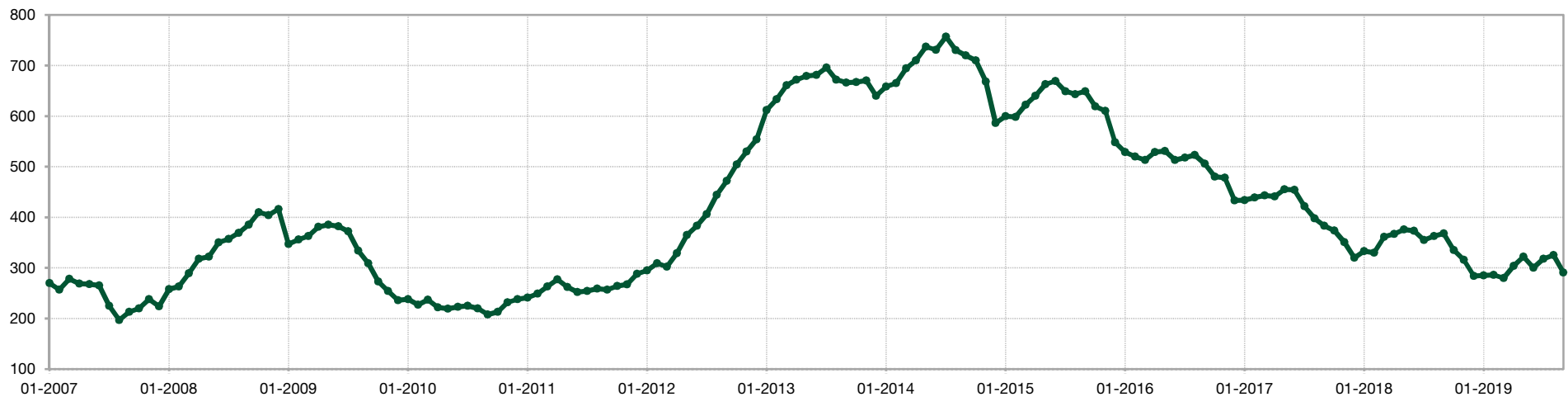
September



Homes for Sale	Prior Year	Percent Change
October 2018	374	-10.4%
November 2018	351	-10.0%
December 2018	320	-11.3%
January 2019	333	-14.4%
February 2019	330	-13.3%
March 2019	361	-22.4%
April 2019	367	-17.2%
May 2019	376	-14.4%
June 2019	373	-19.6%
July 2019	355	-10.4%
August 2019	363	-10.5%
September 2019	368	-20.9%
12-Month Avg*	304	-16.8%

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

Historical Inventory of Homes for Sale by Month

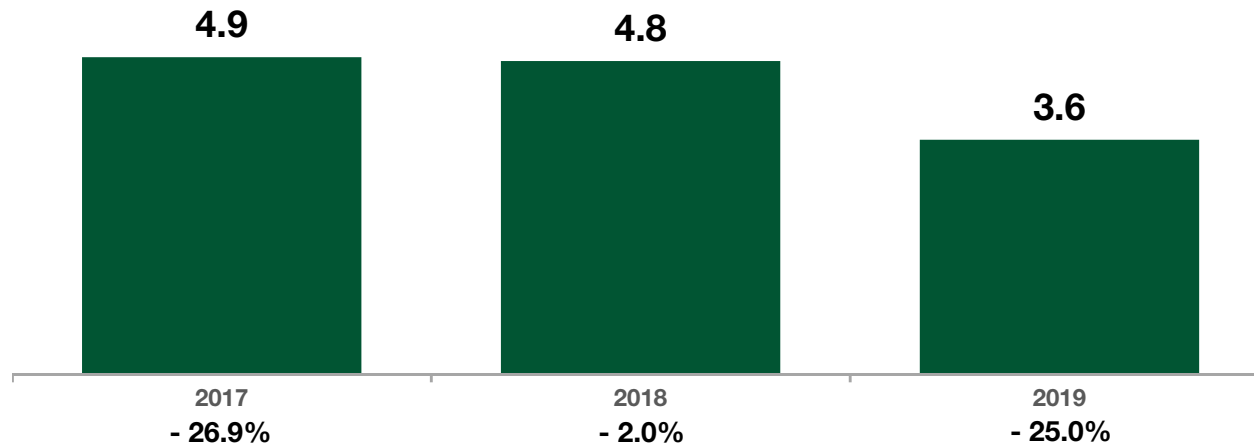


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
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	3.8	4.8	-20.8%
July 2019	4.0	4.5	-11.1%
August 2019	4.1	4.7	-12.8%
September 2019	3.6	4.8	-25.0%
12-Month Avg*	3.9	4.6	-15.2%

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

Historical Months Supply of Inventory by Month

