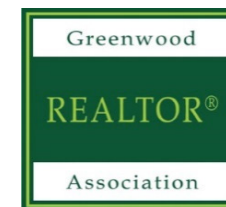


Monthly Indicators



October 2019

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

New Listings were up 35.8 percent to 110. Pending Sales increased 12.3 percent to 91. Inventory shrank 8.1 percent to 308 units.

Prices moved higher as Median Sales Price was up 9.2 percent to \$155,000. Days on Market decreased 34.4 percent to 82 days. Months Supply of Inventory was down 13.6 percent to 3.8 months, indicating that demand increased relative to supply.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

Quick Facts

- 19.3%

+ 9.2%

- 13.6%

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

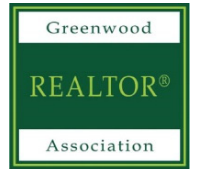
Key market metrics for the current month and year-to-date figures.



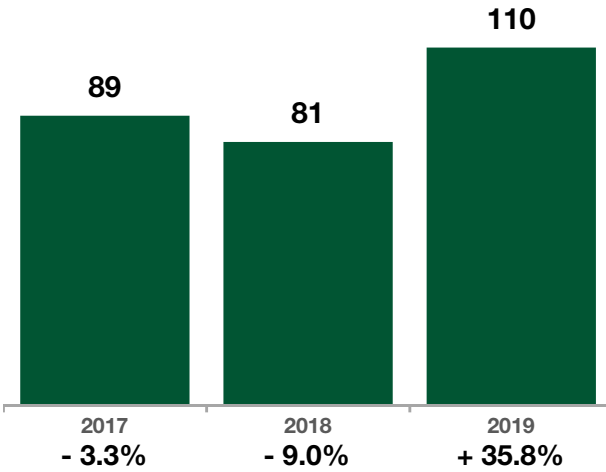
Key Metrics	Historical Sparkbars			10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	10-2017	10-2018	10-2019						
New Listings				81	110	+ 35.8%	1,088	1,129	+ 3.8%
Pending Sales				81	91	+ 12.3%	812	865	+ 6.5%
Closed Sales				88	71	- 19.3%	785	792	+ 0.9%
Days on Market				125	82	- 34.4%	115	97	- 15.7%
Median Sales Price				\$142,000	\$155,000	+ 9.2%	\$141,000	\$146,500	+ 3.9%
Average Sales Price				\$177,287	\$192,406	+ 8.5%	\$169,923	\$177,217	+ 4.3%
Pct. of List Price Received				96.4%	97.5%	+ 1.1%	96.0%	97.1%	+ 1.1%
Housing Affordability Index				167	153	- 8.4%	168	162	- 3.6%
Inventory of Homes for Sale				335	308	- 8.1%	--	--	--
Months Supply of Inventory				4.4	3.8	- 13.6%	--	--	--

New Listings

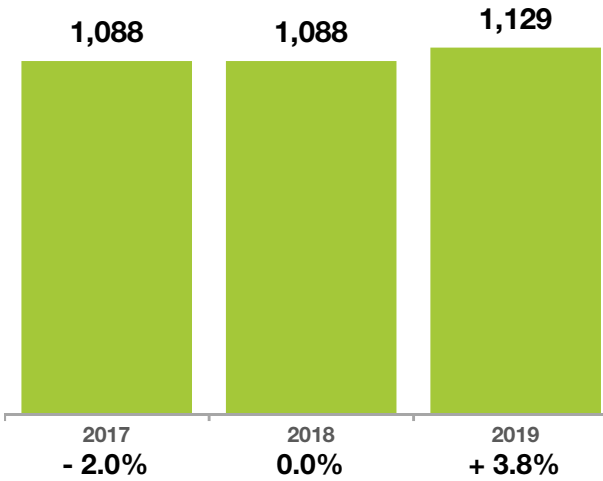
A count of the properties that have been newly listed on the market in a given month.



October

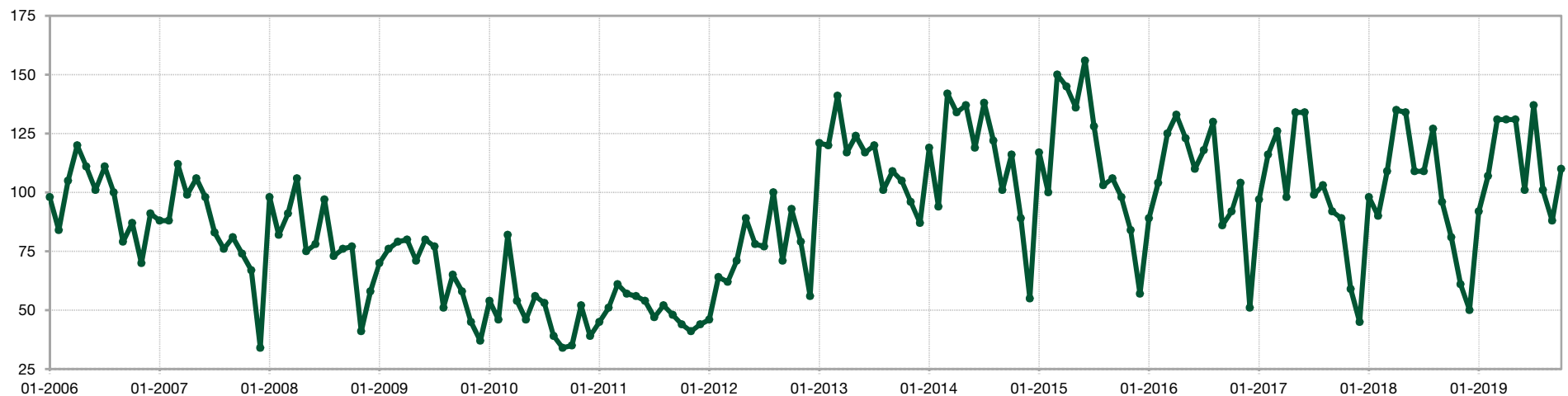


Year to Date



	New Listings	Prior Year	Percent Change
November 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	131	134	-2.2%
June 2019	101	109	-7.3%
July 2019	137	109	+25.7%
August 2019	101	127	-20.5%
September 2019	88	96	-8.3%
October 2019	110	81	+35.8%
12-Month Avg	103	99	+4.0%

Historical New Listings by Month

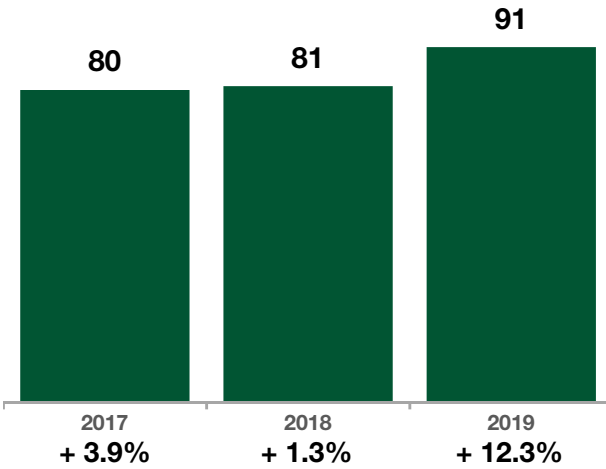


Pending Sales

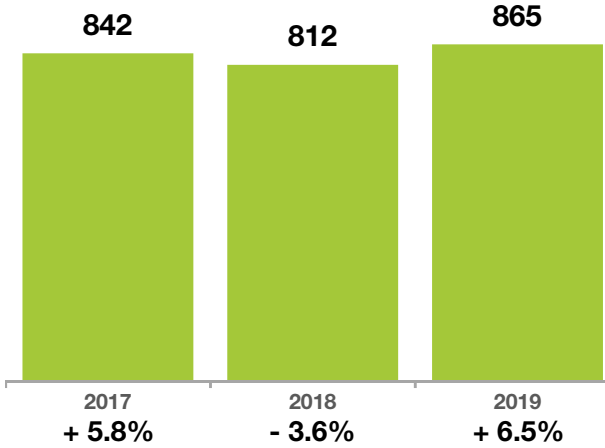
A count of the properties on which offers have been accepted in a given month.



October

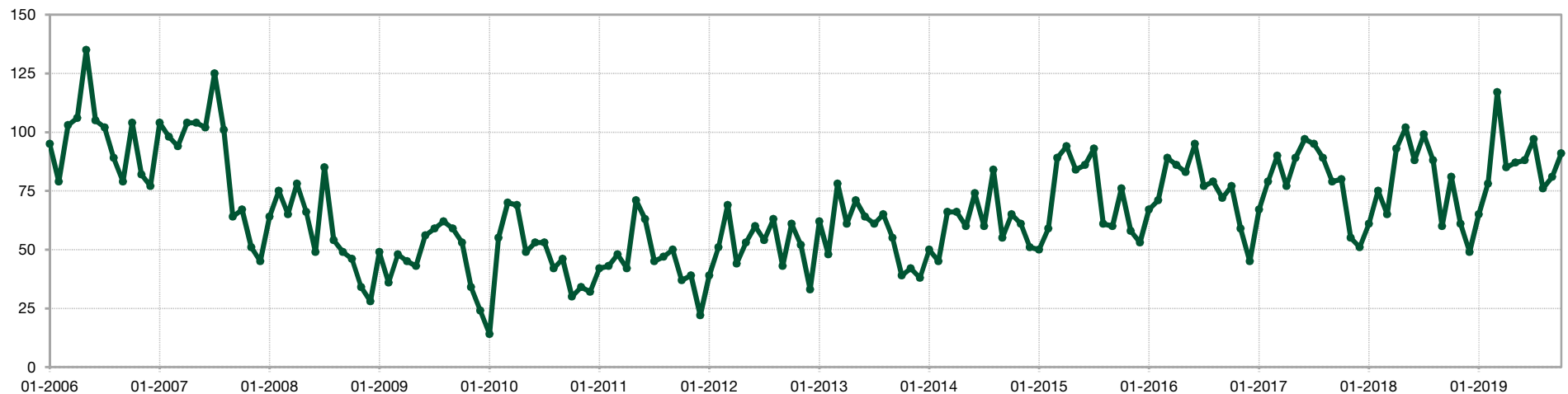


Year to Date



	Pending Sales	Prior Year	Percent Change
November 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	81	60	+35.0%
October 2019	91	81	+12.3%
12-Month Avg	81	77	+6.2%

Historical Pending Sales by Month

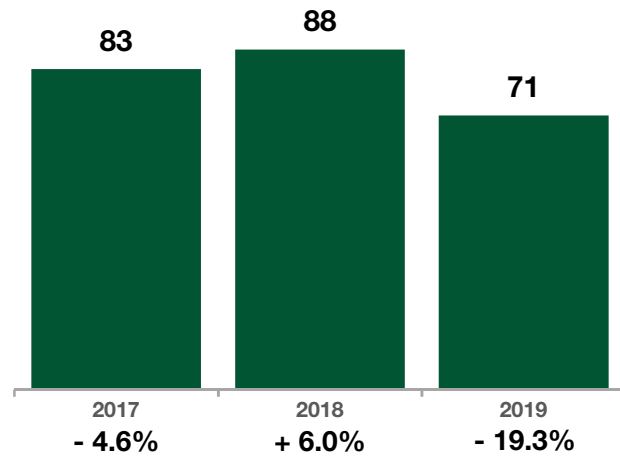


Closed Sales

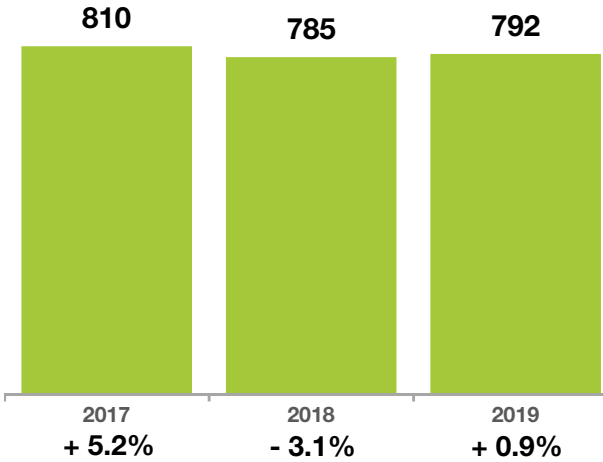
A count of the actual sales that closed in a given month.



October

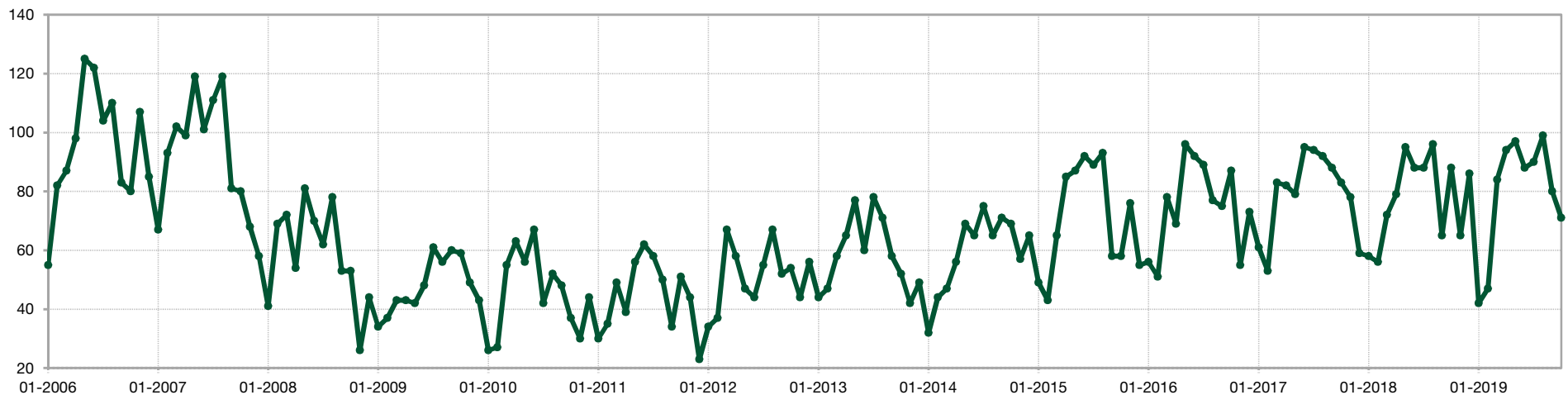


Year to Date



	Closed Sales	Prior Year	Percent Change
November 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	99	96	+3.1%
September 2019	80	65	+23.1%
October 2019	71	88	-19.3%
12-Month Avg	79	77	+2.3%

Historical Closed Sales by Month

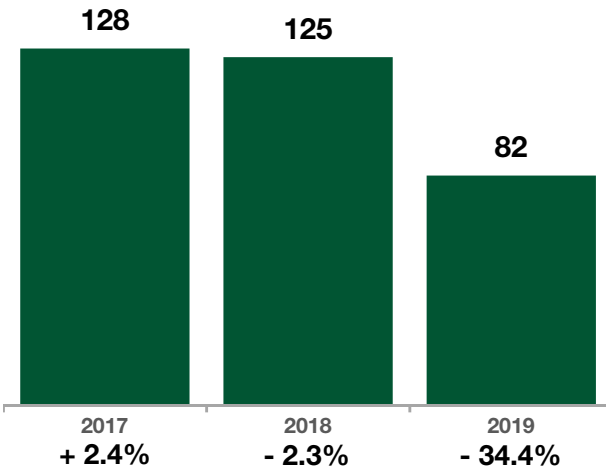


Days on Market Until Sale

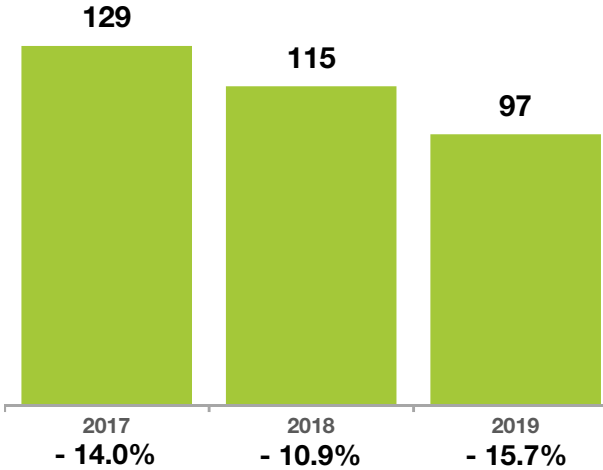
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



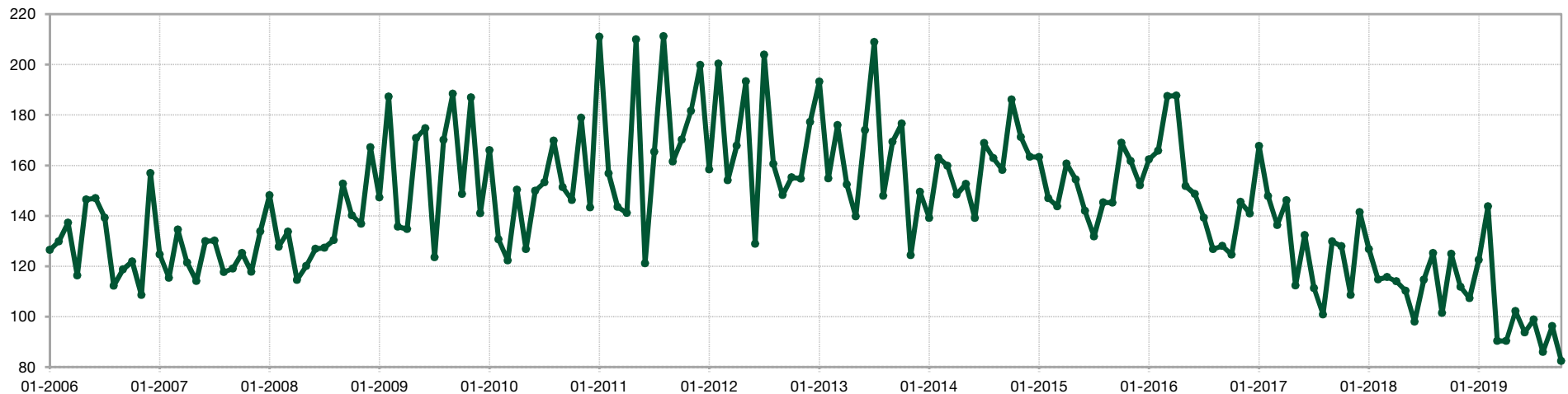
Year to Date



Days on Market	Prior Year	Percent Change
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	96	-5.9%
October 2019	82	-34.4%
12-Month Avg*	99	-14.7%

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

Historical Days on Market Until Sale by Month

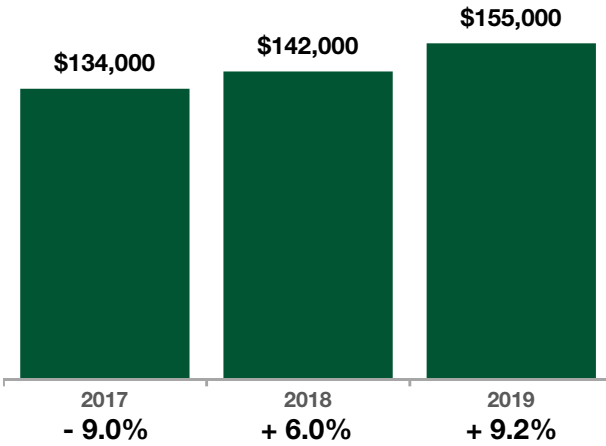


Median Sales Price

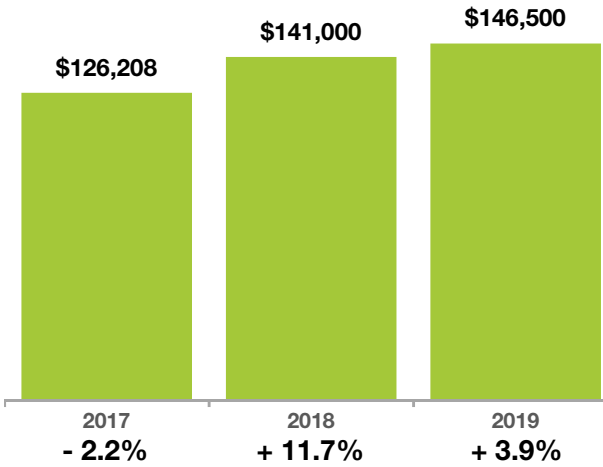
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



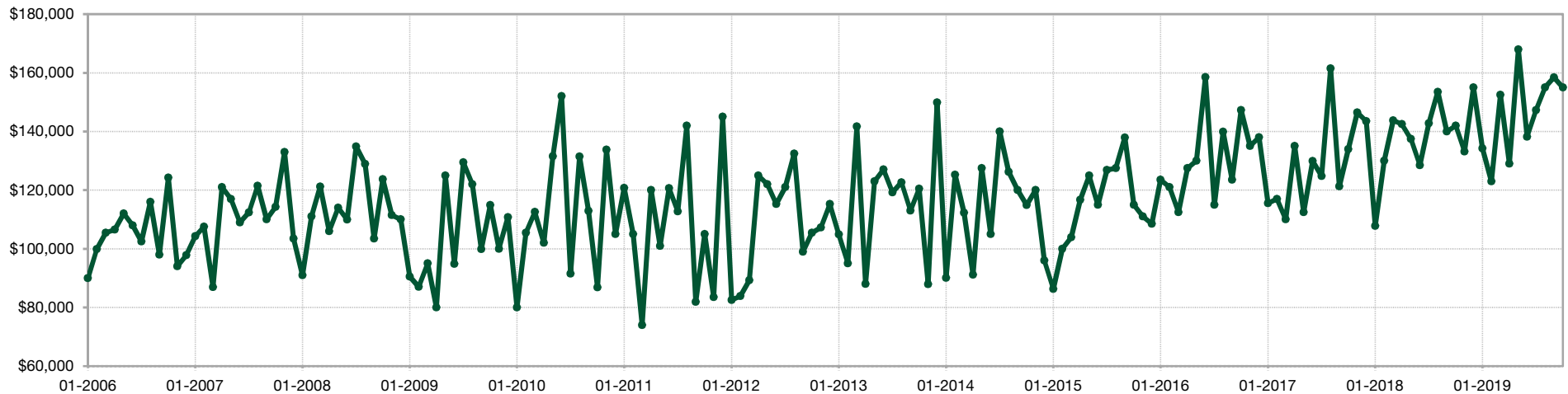
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$158,400	\$140,000	+13.1%
October 2019	\$155,000	\$142,000	+9.2%
12-Month Med*	\$146,500	\$141,900	+3.2%

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

Historical Median Sales Price by Month

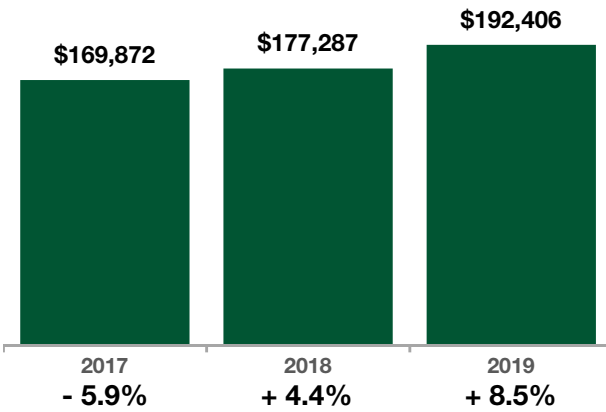


Average Sales Price

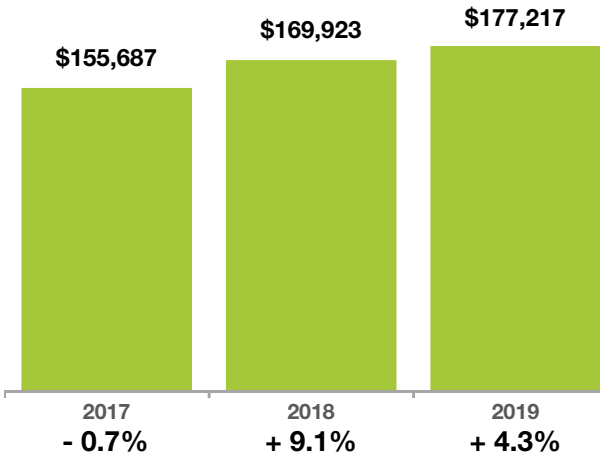
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



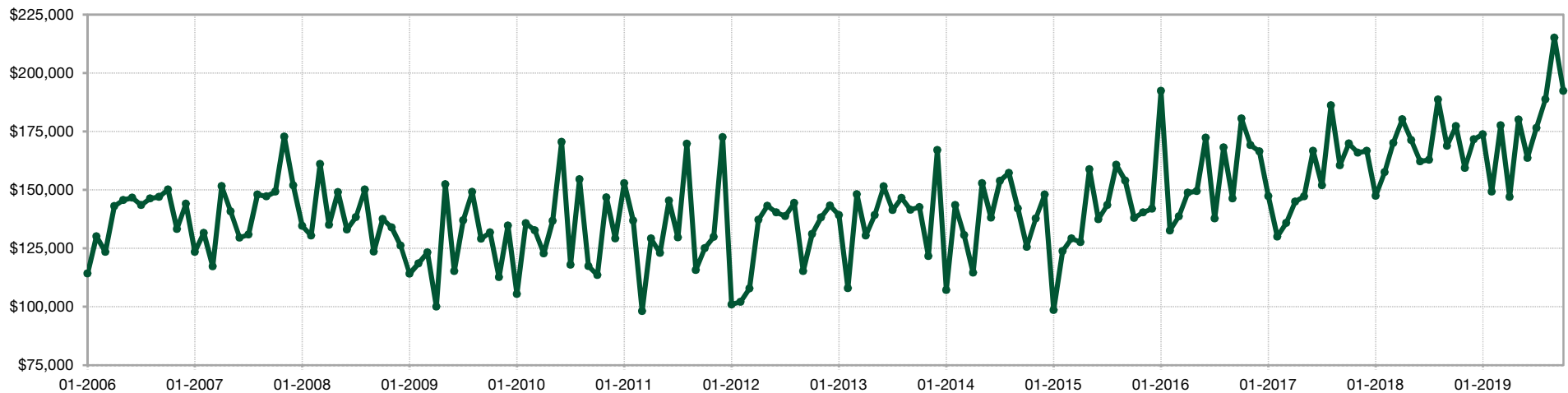
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$188,789	\$188,694	+0.1%
September 2019	\$215,089	\$168,881	+27.4%
October 2019	\$192,406	\$177,287	+8.5%
12-Month Avg*	\$174,596	\$168,249	+3.8%

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

Historical Average Sales Price by Month

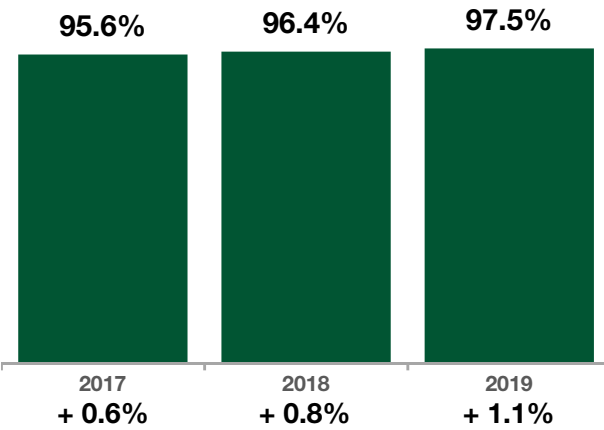


Percent of List Price Received

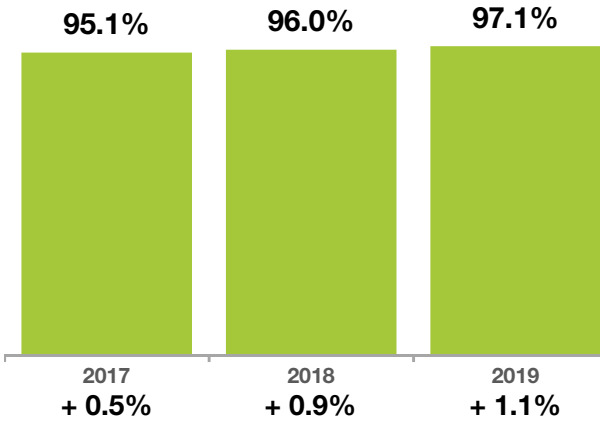
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



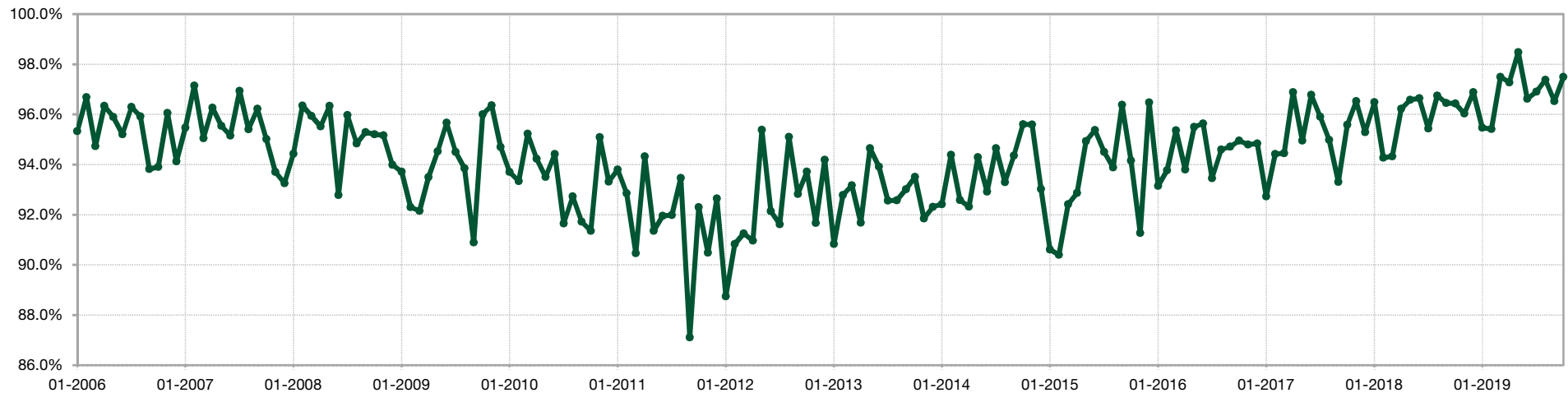
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.4%	96.8%	+0.6%
September 2019	96.5%	96.5%	0.0%
October 2019	97.5%	96.4%	+1.1%
12-Month Avg*	97.0%	96.0%	+1.0%

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

Historical Percent of List Price Received by Month

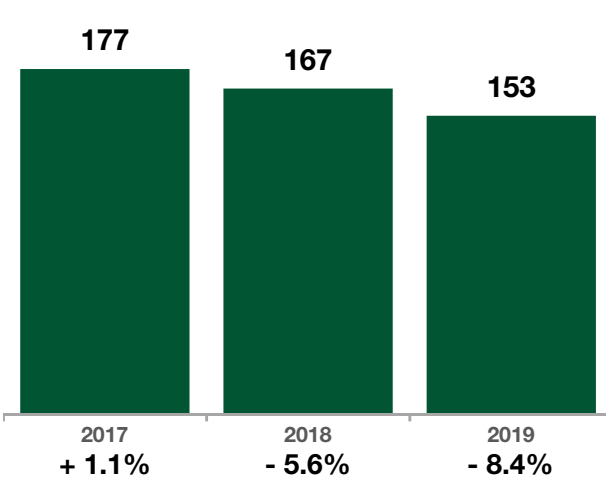


Housing Affordability Index

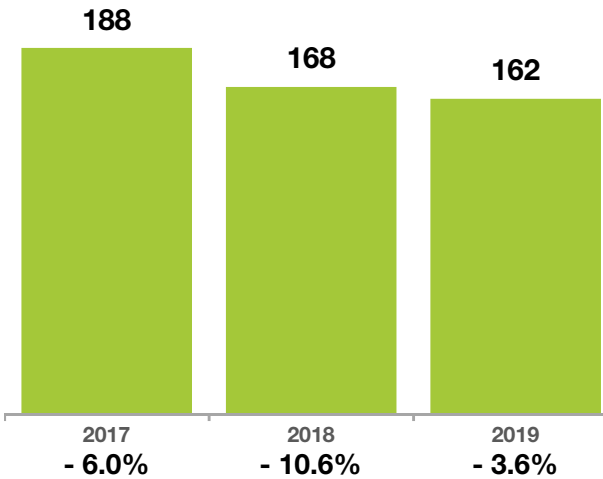
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

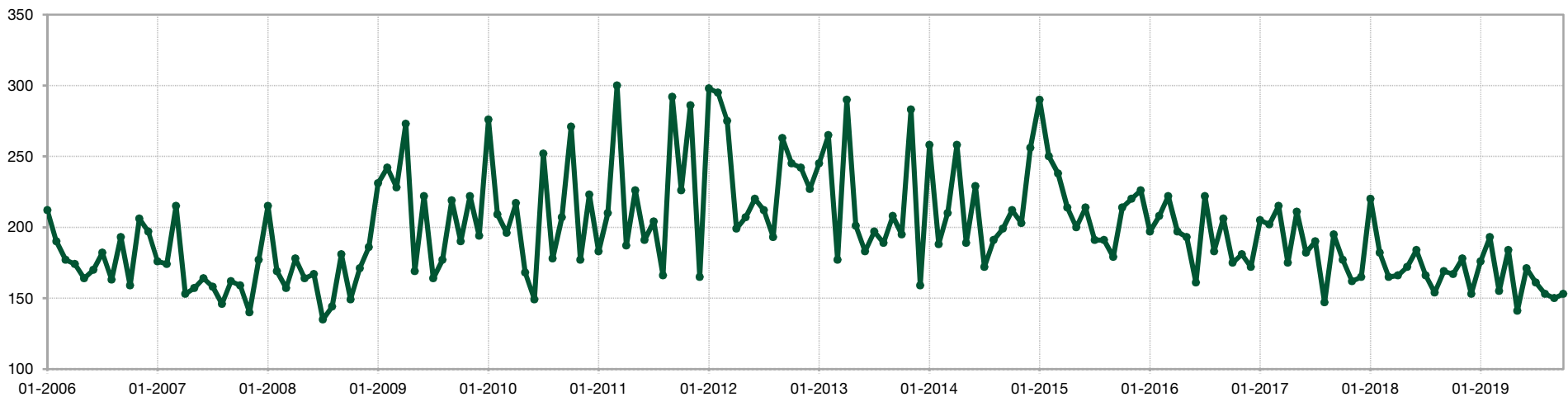


Year to Date



	Affordability Index	Prior Year	Percent Change
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	150	169	-11.2%
October 2019	153	167	-8.4%
12-Month Avg	164	173	-5.0%

Historical Housing Affordability Index by Month

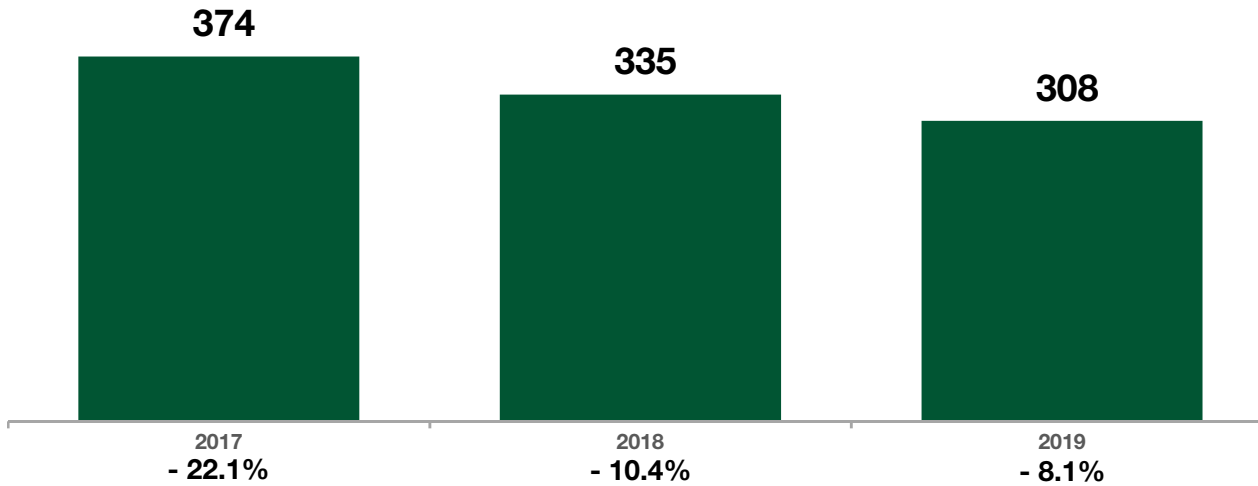


Inventory of Homes for Sale

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



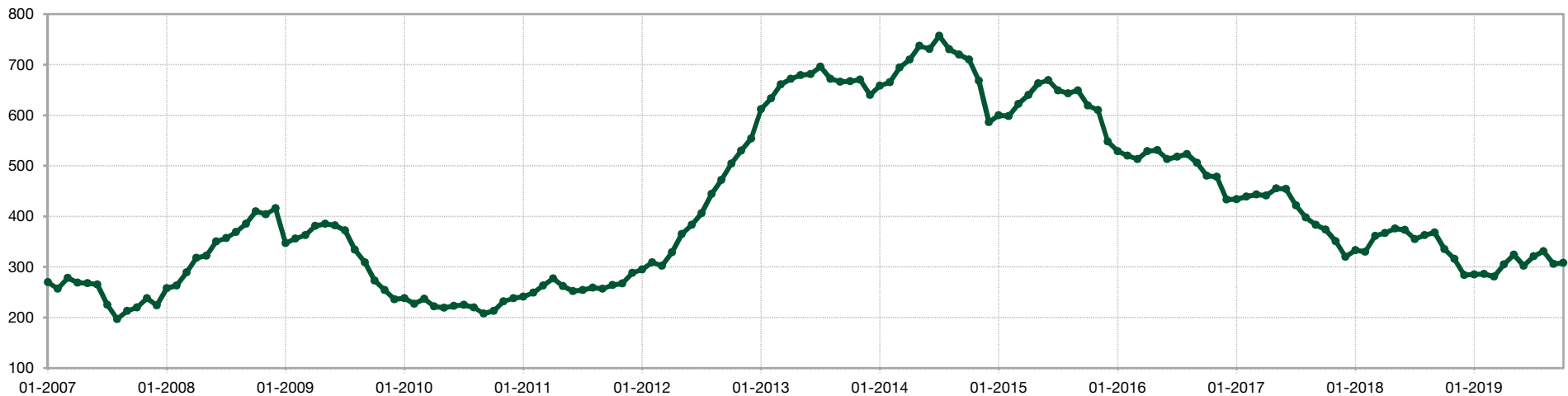
October



	Homes for Sale	Prior Year	Percent Change
November 2018	316	351	-10.0%
December 2018	284	320	-11.3%
January 2019	285	333	-14.4%
February 2019	286	330	-13.3%
March 2019	281	361	-22.2%
April 2019	305	367	-16.9%
May 2019	324	376	-13.8%
June 2019	302	373	-19.0%
July 2019	321	355	-9.6%
August 2019	331	363	-8.8%
September 2019	306	368	-16.8%
October 2019	308	335	-8.1%
12-Month Avg*	304	352	-13.5%

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

Historical Inventory of Homes for Sale by Month

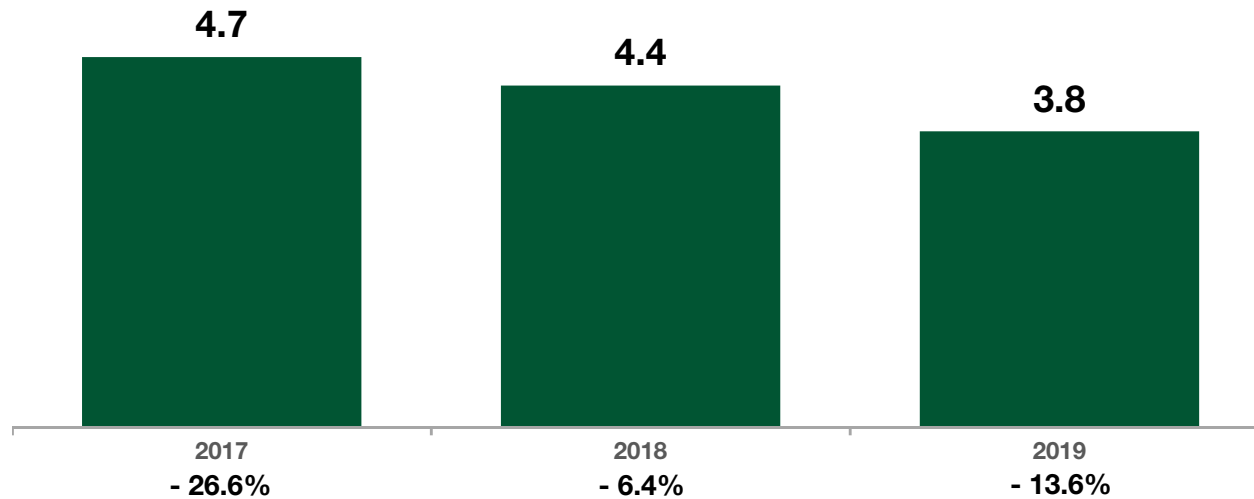


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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	3.8	4.7	-19.1%
May 2019	4.1	4.8	-14.6%
June 2019	3.8	4.8	-20.8%
July 2019	4.0	4.5	-11.1%
August 2019	4.2	4.7	-10.6%
September 2019	3.8	4.8	-20.8%
October 2019	3.8	4.4	-13.6%
12-Month Avg*	3.8	4.5	-15.6%

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

Historical Months Supply of Inventory by Month

