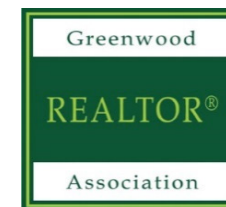


Monthly Indicators



December 2019

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

New Listings were up 19.6 percent to 61. Pending Sales increased 32.7 percent to 65. Inventory shrank 2.5 percent to 278 units.

Prices moved higher as Median Sales Price was up 4.5 percent to \$162,000. Days on Market increased 5.6 percent to 113 days. Months Supply of Inventory was down 8.1 percent to 3.4 months, indicating that demand increased relative to supply.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

Quick Facts

- 15.1%

+ 4.5%

- 8.1%

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.



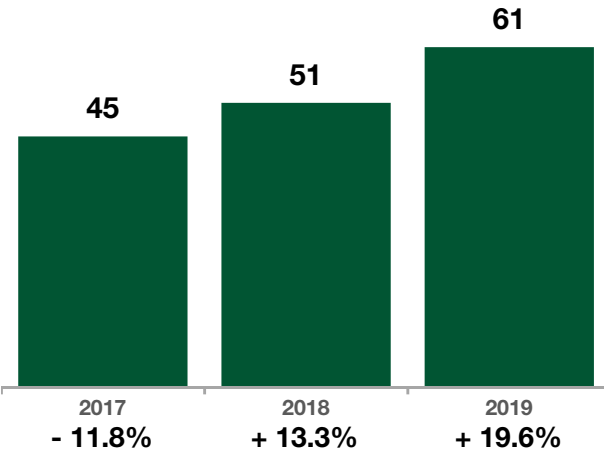
Key Metrics	Historical Sparkbars			12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	12-2017	12-2018	12-2019						
New Listings				51	61	+ 19.6%	1,199	1,282	+ 6.9%
Pending Sales				49	65	+ 32.7%	921	988	+ 7.3%
Closed Sales				86	73	- 15.1%	936	957	+ 2.2%
Days on Market				107	113	+ 5.6%	114	97	- 14.9%
Median Sales Price				\$155,000	\$162,000	+ 4.5%	\$142,000	\$149,000	+ 4.9%
Average Sales Price				\$171,635	\$187,223	+ 9.1%	\$169,354	\$177,686	+ 4.9%
Pct. of List Price Received				96.9%	95.5%	- 1.4%	96.1%	96.8%	+ 0.7%
Housing Affordability Index				153	146	- 4.6%	167	159	- 4.8%
Inventory of Homes for Sale				285	278	- 2.5%	--	--	--
Months Supply of Inventory				3.7	3.4	- 8.1%	--	--	--

New Listings

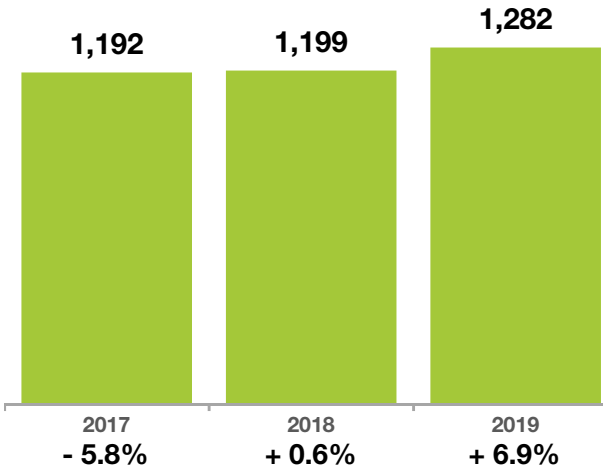
A count of the properties that have been newly listed on the market in a given month.



December

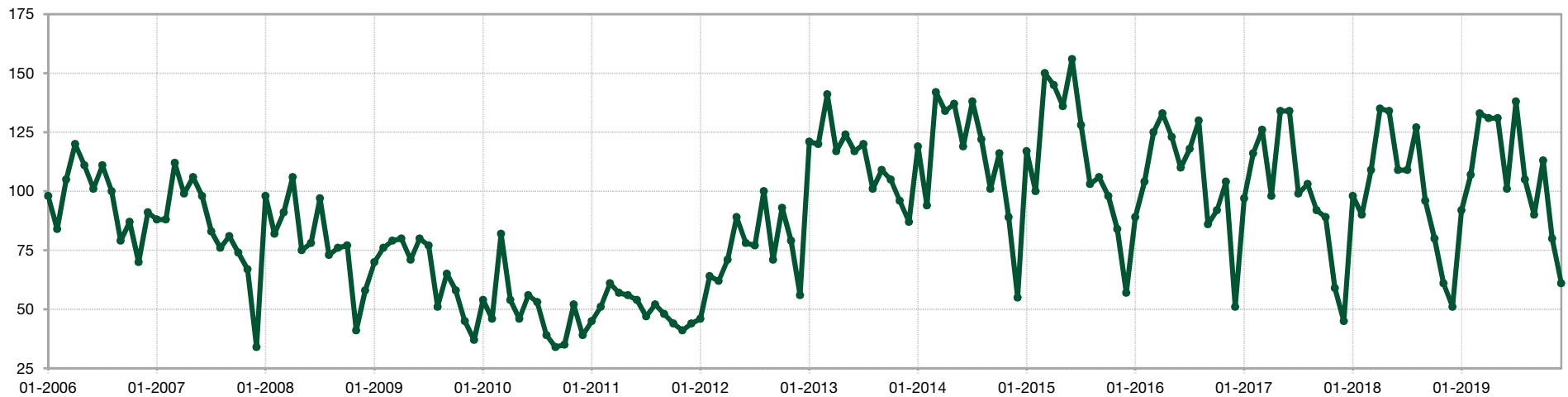


Year to Date



	New Listings	Prior Year	Percent Change
January 2019	92	98	-6.1%
February 2019	107	90	+18.9%
March 2019	133	109	+22.0%
April 2019	131	135	-3.0%
May 2019	131	134	-2.2%
June 2019	101	109	-7.3%
July 2019	138	109	+26.6%
August 2019	105	127	-17.3%
September 2019	90	96	-6.3%
October 2019	113	80	+41.3%
November 2019	80	61	+31.1%
December 2019	61	51	+19.6%
12-Month Avg	107	100	+6.9%

Historical New Listings by Month

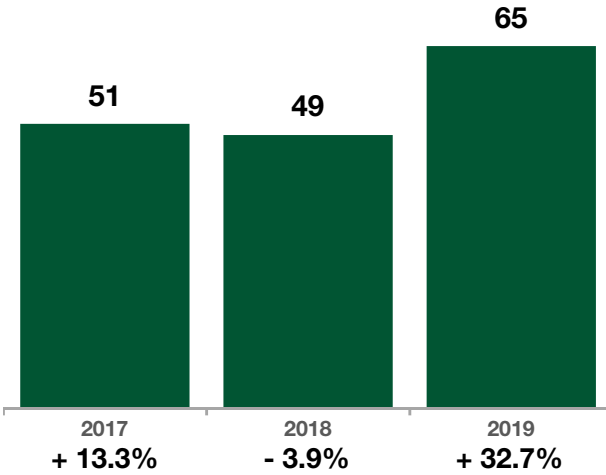


Pending Sales

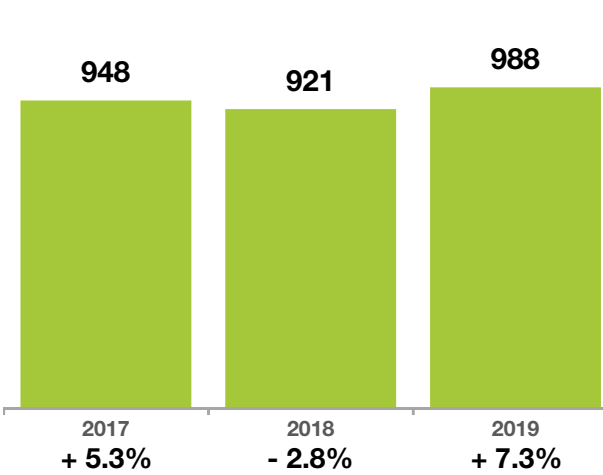
A count of the properties on which offers have been accepted in a given month.



December

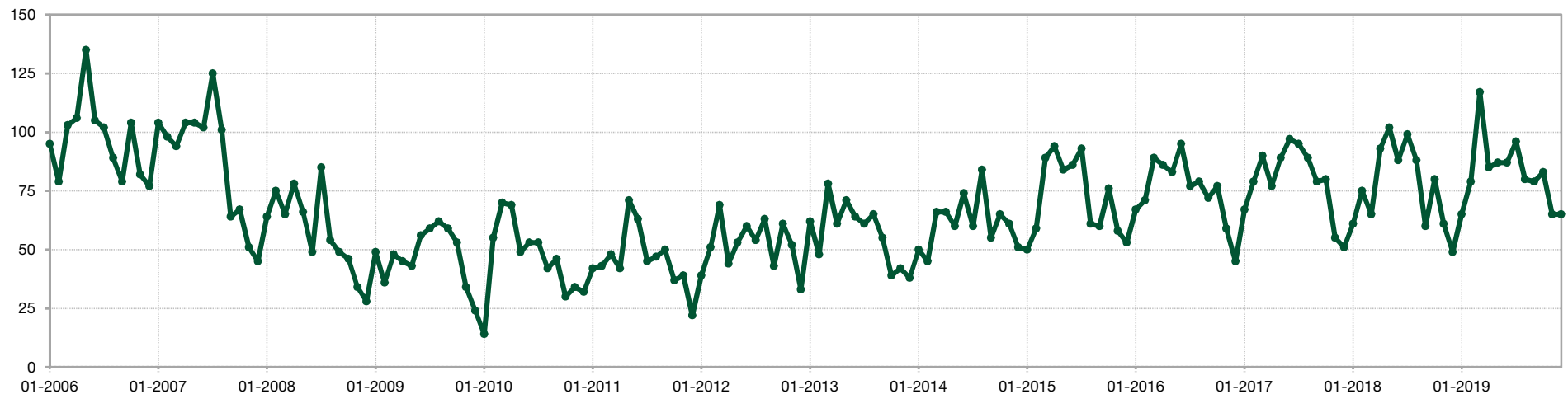


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2019	65	61	+6.6%
February 2019	79	75	+5.3%
March 2019	117	65	+80.0%
April 2019	85	93	-8.6%
May 2019	87	102	-14.7%
June 2019	87	88	-1.1%
July 2019	96	99	-3.0%
August 2019	80	88	-9.1%
September 2019	79	60	+31.7%
October 2019	83	80	+3.8%
November 2019	65	61	+6.6%
December 2019	65	49	+32.7%
12-Month Avg	82	77	+7.3%

Historical Pending Sales by Month

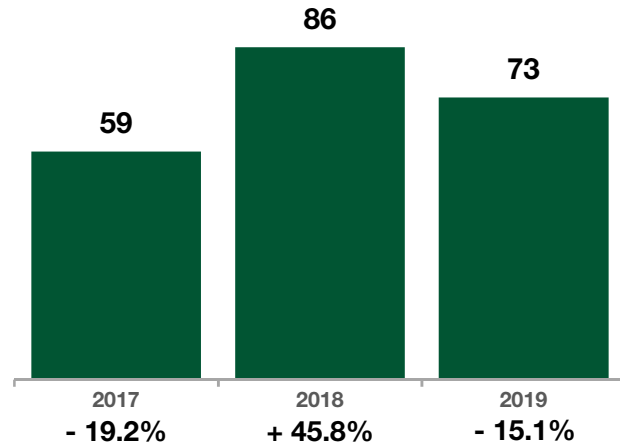


Closed Sales

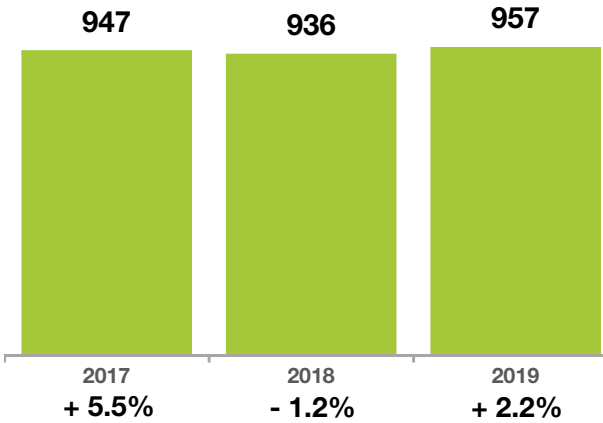
A count of the actual sales that closed in a given month.



December



Year to Date



	Closed Sales	Prior Year	Percent Change
January 2019	42	58	-27.6%
February 2019	48	56	-14.3%
March 2019	84	72	+16.7%
April 2019	94	79	+19.0%
May 2019	98	95	+3.2%
June 2019	88	88	0.0%
July 2019	90	88	+2.3%
August 2019	102	96	+6.3%
September 2019	80	65	+23.1%
October 2019	74	88	-15.9%
November 2019	84	65	+29.2%
December 2019	73	86	-15.1%
12-Month Avg	80	78	+2.2%

Historical Closed Sales by Month

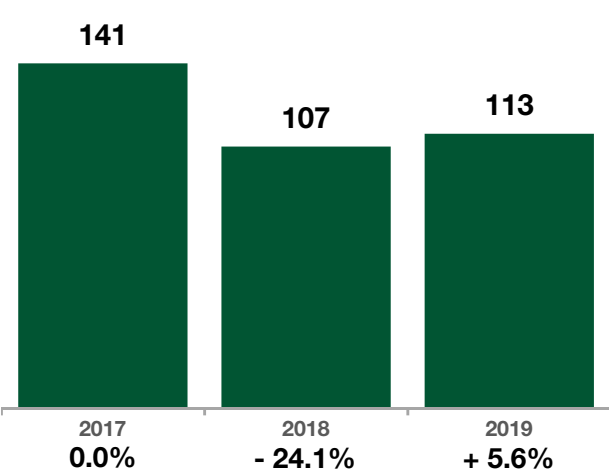


Days on Market Until Sale

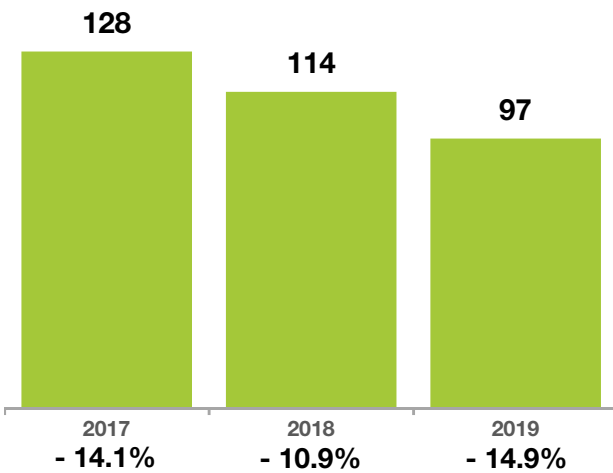
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



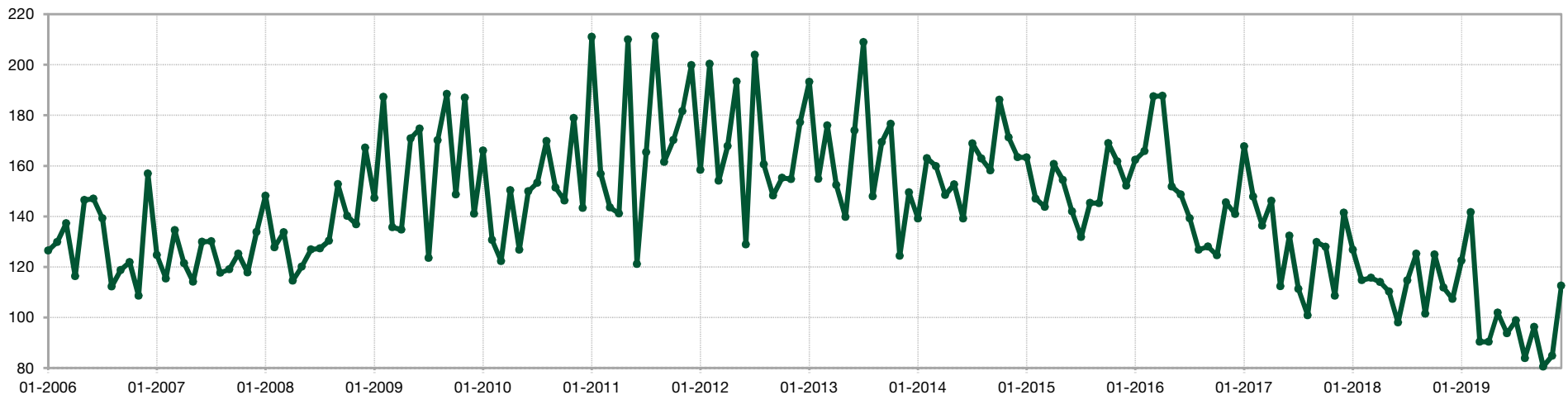
Year to Date



Month	Days on Market	Prior Year	Percent Change
January 2019	123	127	-3.1%
February 2019	142	115	+23.5%
March 2019	90	116	-22.4%
April 2019	90	114	-21.1%
May 2019	102	110	-7.3%
June 2019	94	98	-4.1%
July 2019	99	115	-13.9%
August 2019	84	125	-32.8%
September 2019	96	102	-5.9%
October 2019	81	125	-35.2%
November 2019	85	112	-24.1%
December 2019	113	107	+5.6%
12-Month Avg*	97	114	-14.9%

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

Historical Days on Market Until Sale by Month

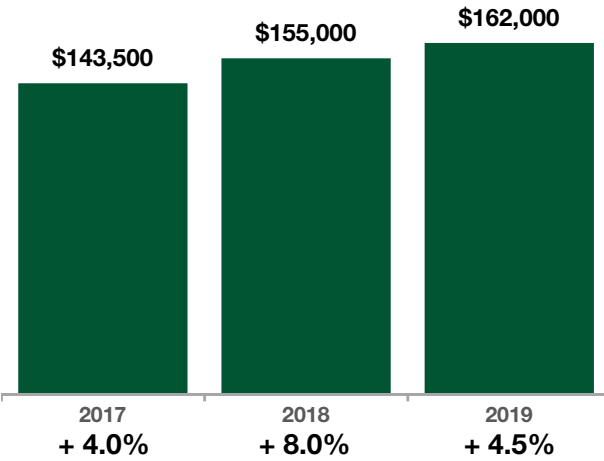


Median Sales Price

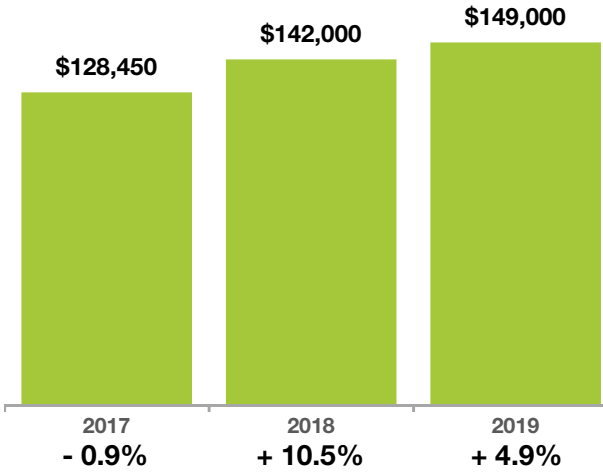
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



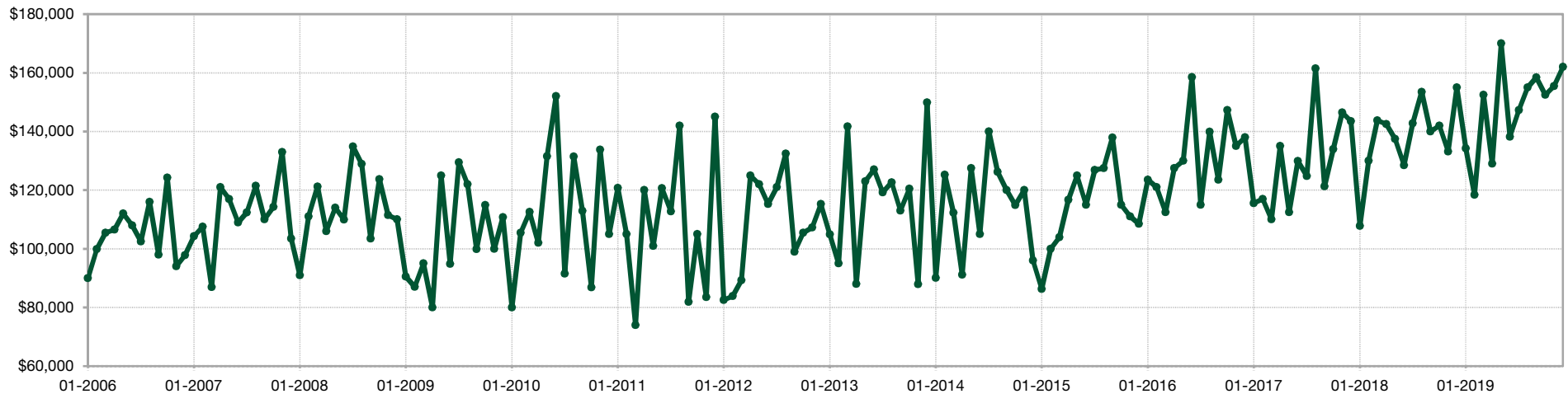
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2019	\$134,250	\$107,750	+24.6%
February 2019	\$118,450	\$130,000	-8.9%
March 2019	\$152,500	\$143,750	+6.1%
April 2019	\$129,000	\$142,500	-9.5%
May 2019	\$170,000	\$137,500	+23.6%
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	\$152,450	\$142,000	+7.4%
November 2019	\$155,500	\$133,200	+16.7%
December 2019	\$162,000	\$155,000	+4.5%
12-Month Med*	\$149,000	\$142,000	+4.9%

* Median Sales Price of all properties from January 2019 through December 2019. This is not the median of the individual figures above.

Historical Median Sales Price by Month

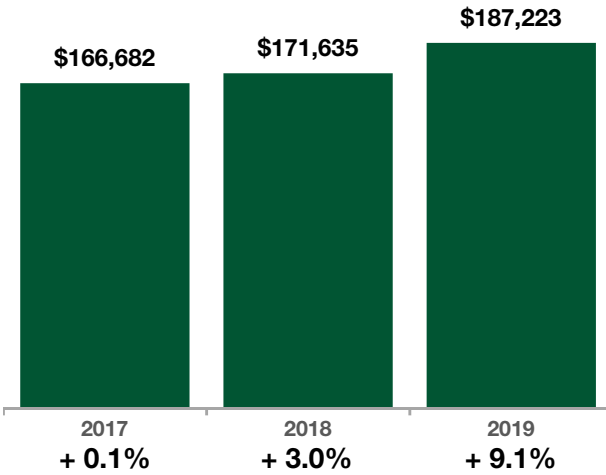


Average Sales Price

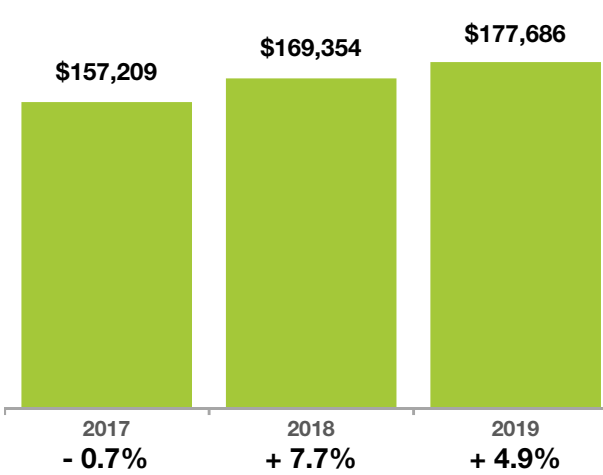
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



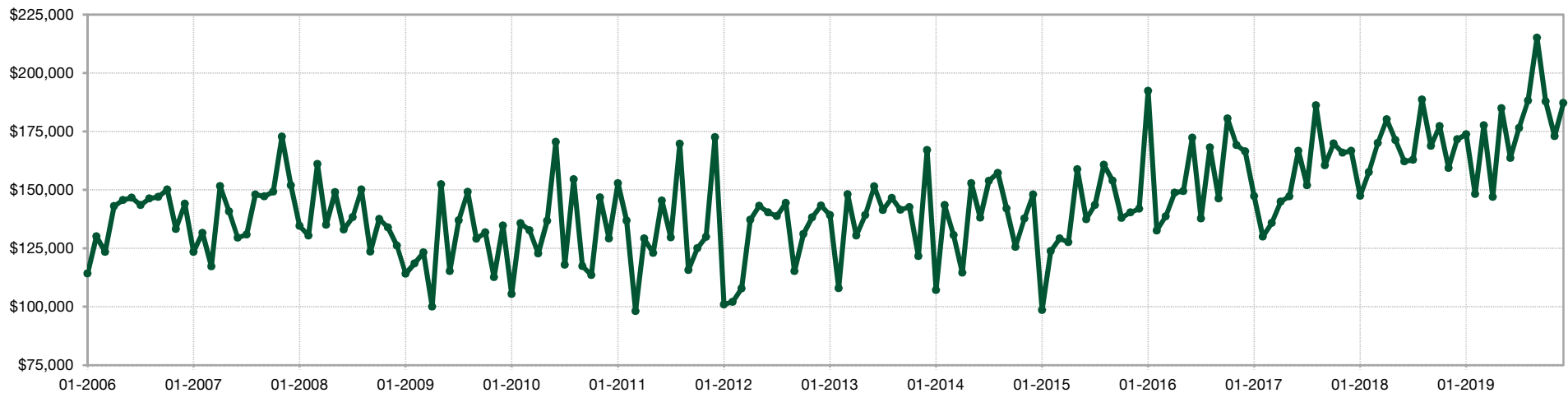
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2019	\$173,823	\$147,411	+17.9%
February 2019	\$148,177	\$157,611	-6.0%
March 2019	\$177,565	\$170,033	+4.4%
April 2019	\$147,031	\$180,160	-18.4%
May 2019	\$184,926	\$171,286	+8.0%
June 2019	\$163,711	\$162,180	+0.9%
July 2019	\$176,448	\$162,889	+8.3%
August 2019	\$188,194	\$188,694	-0.3%
September 2019	\$215,089	\$168,881	+27.4%
October 2019	\$187,836	\$177,287	+6.0%
November 2019	\$172,987	\$159,377	+8.5%
December 2019	\$187,223	\$171,635	+9.1%
12-Month Avg*	\$176,917	\$168,120	+5.2%

* Avg. Sales Price of all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

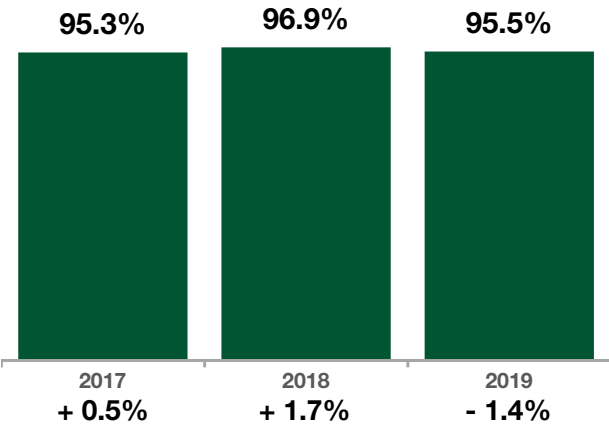


Percent of List Price Received

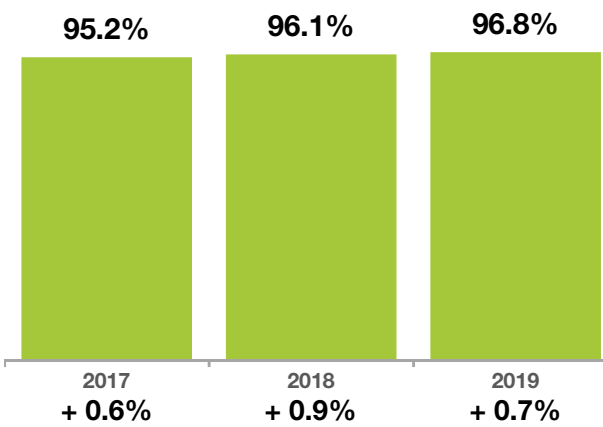
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



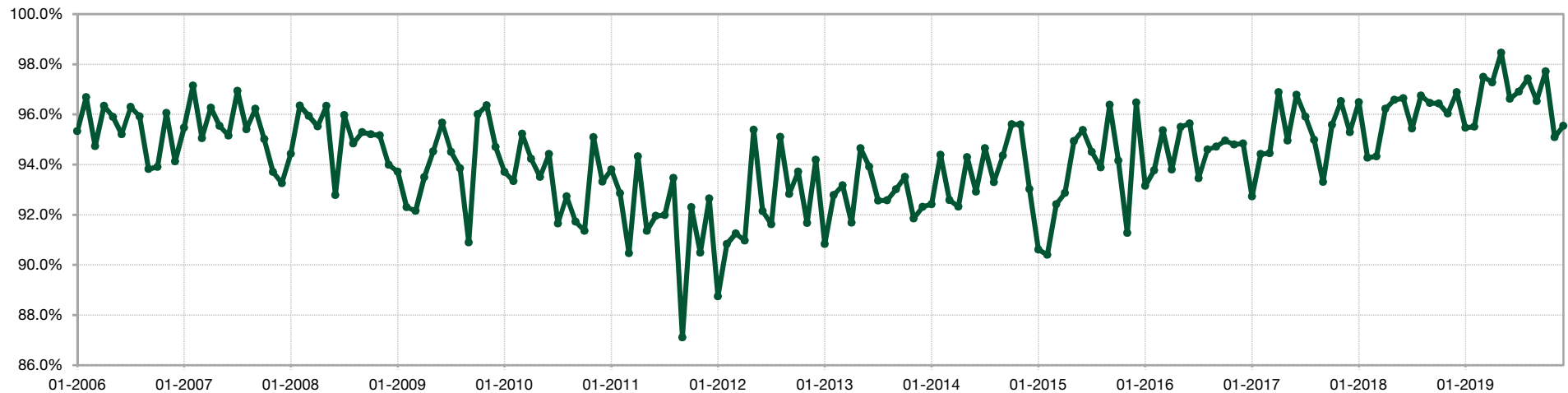
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2019	95.5%	96.5%	-1.0%
February 2019	95.5%	94.3%	+1.3%
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	97.7%	96.4%	+1.3%
November 2019	95.1%	96.0%	-0.9%
December 2019	95.5%	96.9%	-1.4%
12-Month Avg*	96.8%	96.1%	+0.7%

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

Historical Percent of List Price Received by Month

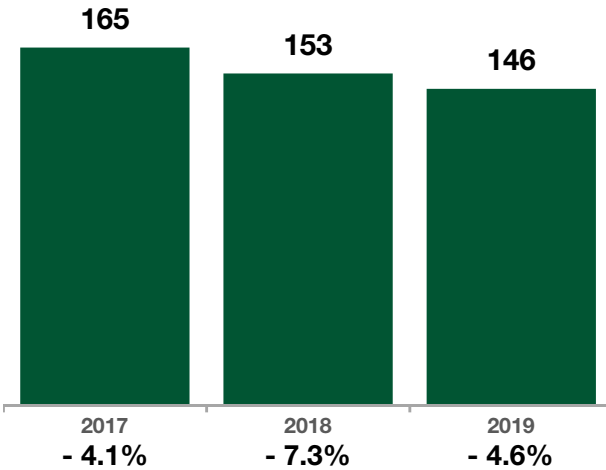


Housing Affordability Index

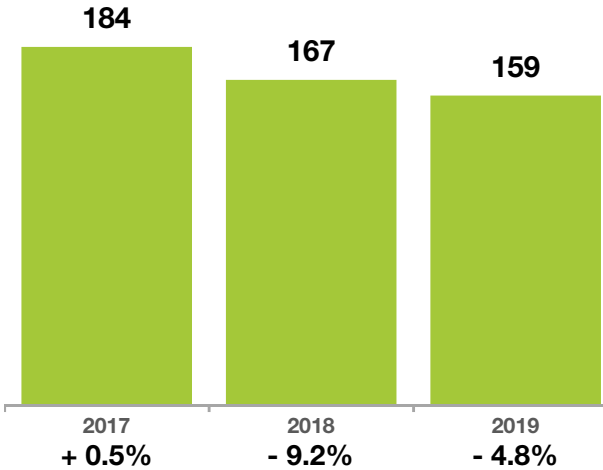
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

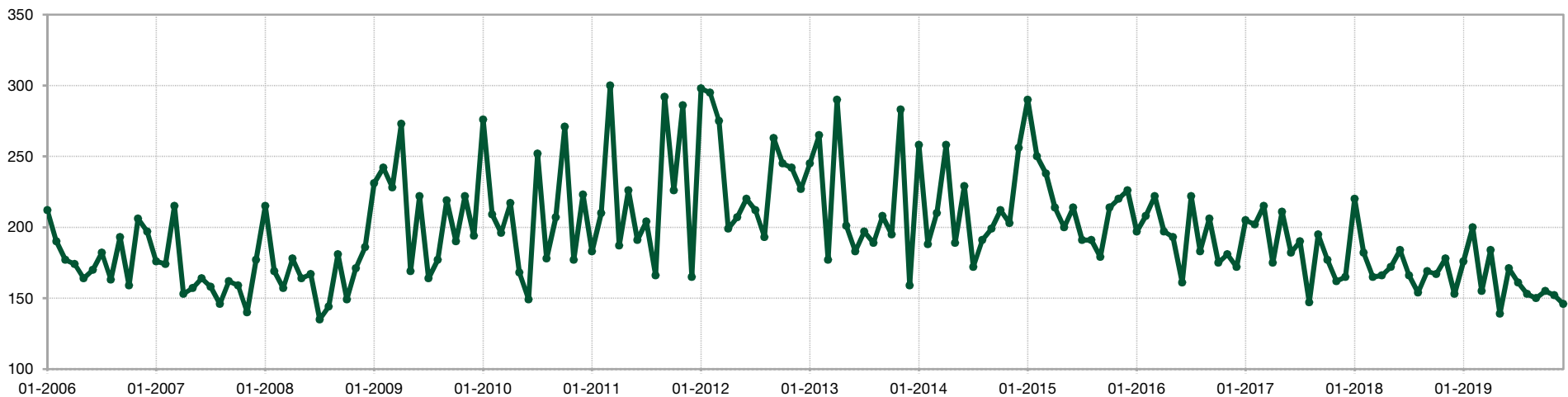


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2019	176	220	-20.0%
February 2019	200	182	+9.9%
March 2019	155	165	-6.1%
April 2019	184	166	+10.8%
May 2019	139	172	-19.2%
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	155	167	-7.2%
November 2019	152	178	-14.6%
December 2019	146	153	-4.6%
12-Month Avg	162	173	-6.5%

Historical Housing Affordability Index by Month

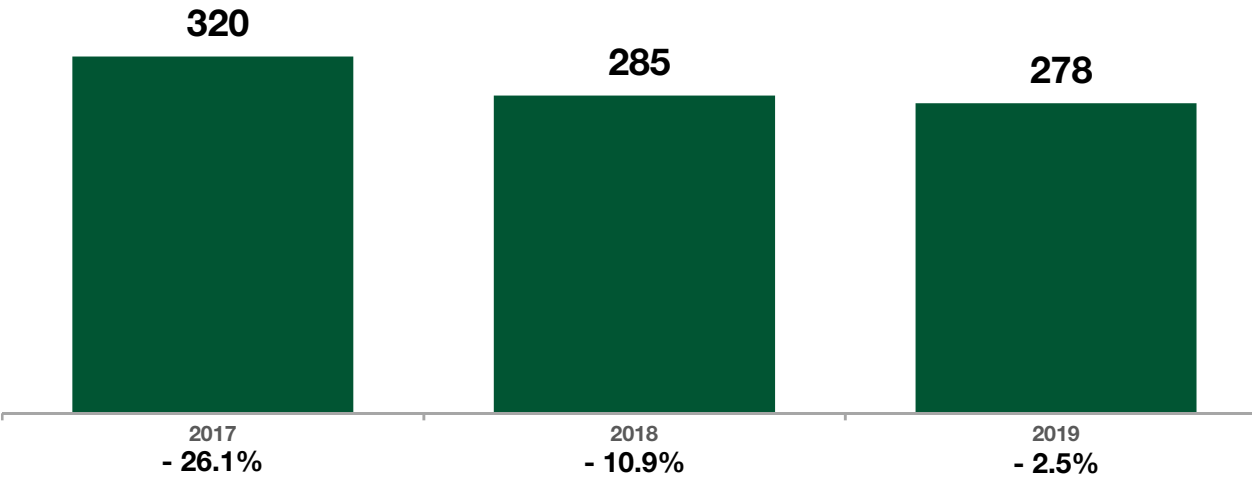


Inventory of Homes for Sale

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



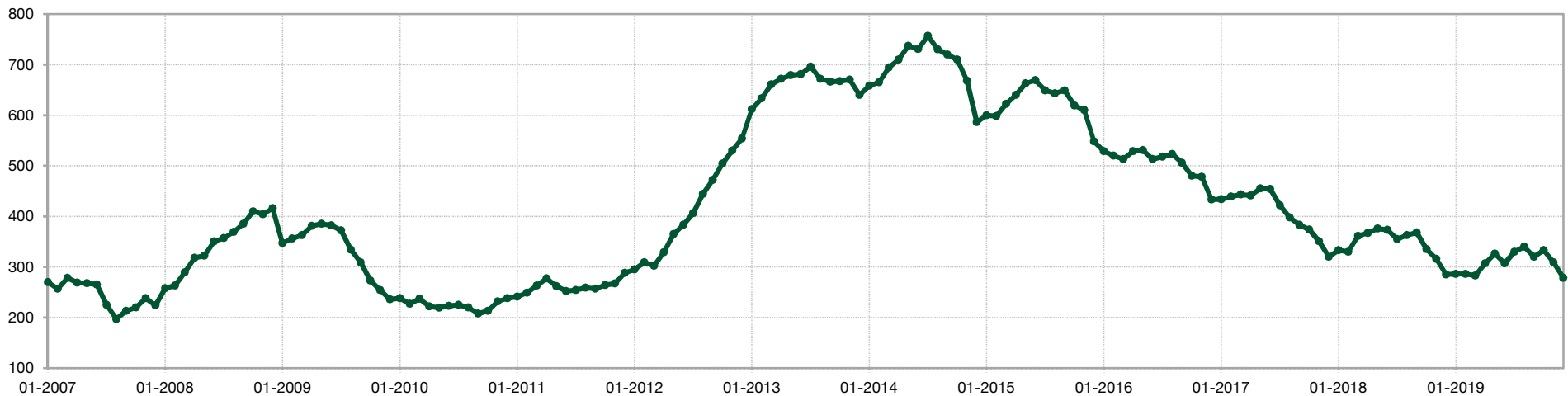
December



	Homes for Sale	Prior Year	Percent Change
January 2019	286	333	-14.1%
February 2019	286	330	-13.3%
March 2019	283	361	-21.6%
April 2019	307	367	-16.3%
May 2019	326	376	-13.3%
June 2019	307	373	-17.7%
July 2019	330	355	-7.0%
August 2019	340	363	-6.3%
September 2019	320	368	-13.0%
October 2019	333	335	-0.6%
November 2019	309	316	-2.2%
December 2019	278	285	-2.5%
12-Month Avg*	309	301	+2.8%

* Homes for Sale for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

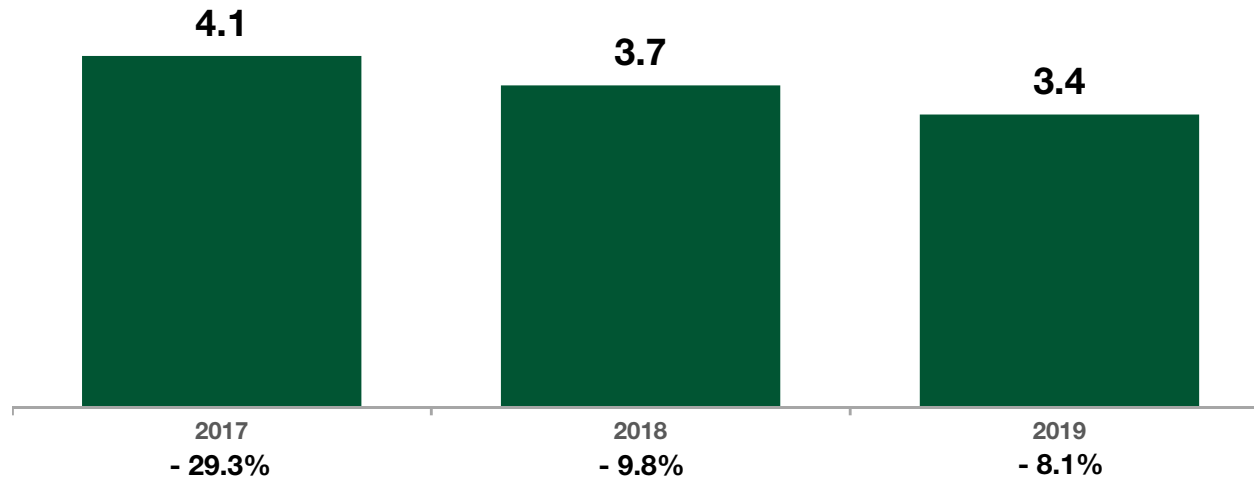


Months Supply of Inventory

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.



December



Months Supply	Prior Year	Percent Change
January 2019	4.2	-11.9%
February 2019	4.2	-11.9%
March 2019	4.7	-25.5%
April 2019	4.7	-19.1%
May 2019	4.8	-14.6%
June 2019	4.8	-20.8%
July 2019	4.5	-6.7%
August 2019	4.7	-8.5%
September 2019	4.8	-16.7%
October 2019	4.4	-6.8%
November 2019	4.1	-7.3%
December 2019	3.7	-8.1%
12-Month Avg*	4.5	-13.3%

* Months Supply for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

