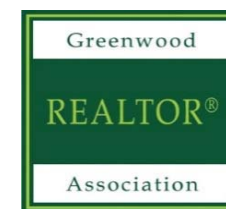


Monthly Indicators



January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

New Listings were up 9.8 percent to 101. Pending Sales increased 20.0 percent to 78. Inventory shrank 1.4 percent to 282 units.

Prices moved higher as Median Sales Price was up 14.3 percent to \$153,500. Days on Market decreased 13.0 percent to 107 days. Months Supply of Inventory was down 8.1 percent to 3.4 months, indicating that demand increased relative to supply.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Quick Facts

+ 14.3%	+ 14.3%	- 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.

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.



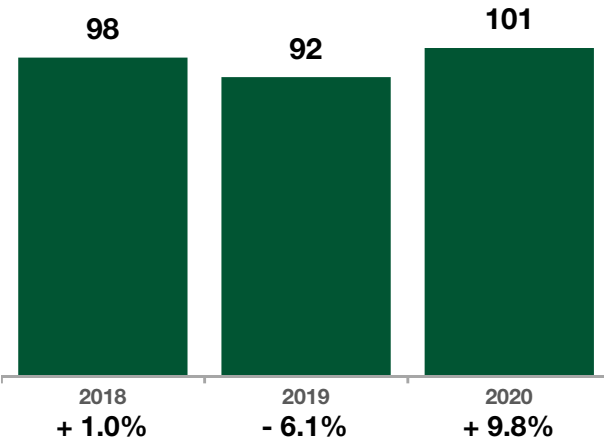
Key Metrics	Historical Sparkbars			01-2019	01-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	01-2018	01-2019	01-2020						
New Listings				92	101	+ 9.8%	92	101	+ 9.8%
Pending Sales				65	78	+ 20.0%	65	78	+ 20.0%
Closed Sales				42	48	+ 14.3%	42	48	+ 14.3%
Days on Market				123	107	- 13.0%	123	107	- 13.0%
Median Sales Price				\$134,250	\$153,500	+ 14.3%	\$134,250	\$153,500	+ 14.3%
Average Sales Price				\$173,823	\$169,827	- 2.3%	\$173,823	\$169,827	- 2.3%
Pct. of List Price Received				95.5%	96.8%	+ 1.4%	95.5%	96.8%	+ 1.4%
Housing Affordability Index				176	154	- 12.5%	176	154	- 12.5%
Inventory of Homes for Sale				286	282	- 1.4%	--	--	--
Months Supply of Inventory				3.7	3.4	- 8.1%	--	--	--

New Listings

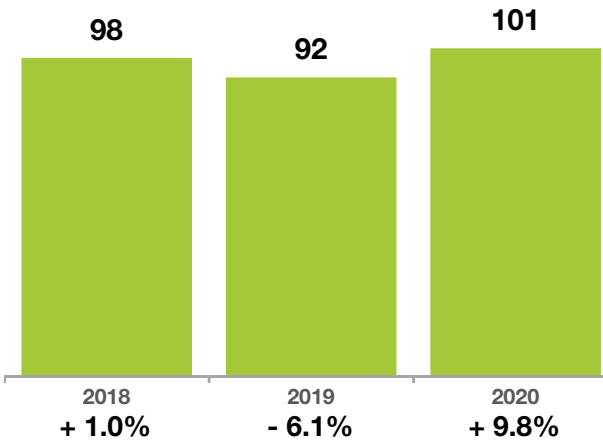
A count of the properties that have been newly listed on the market in a given month.



January

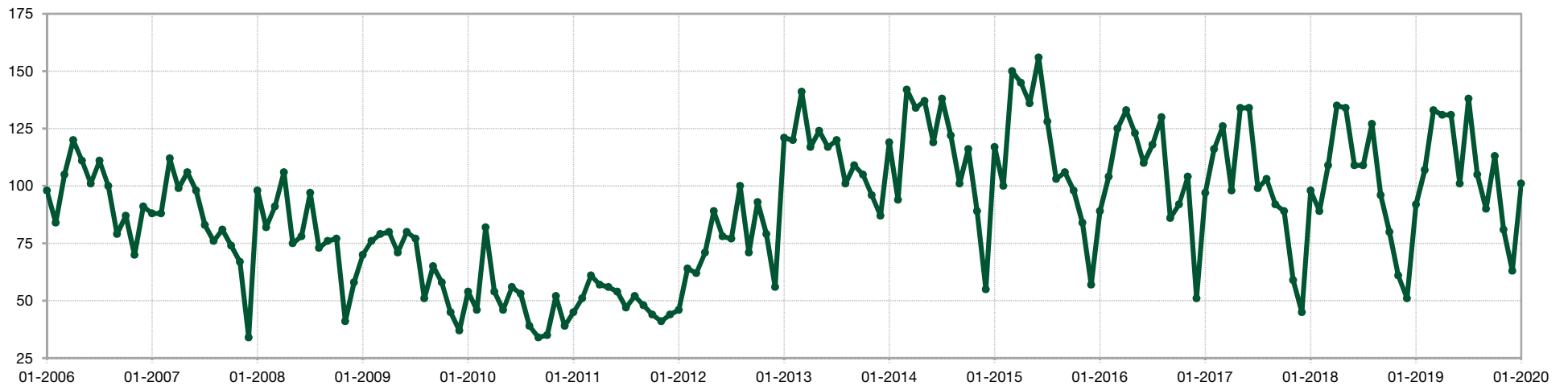


Year to Date



	New Listings	Prior Year	Percent Change
February 2019	107	89	+20.2%
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	81	61	+32.8%
December 2019	63	51	+23.5%
January 2020	101	92	+9.8%
12-Month Avg	108	99	+8.6%

Historical New Listings by Month

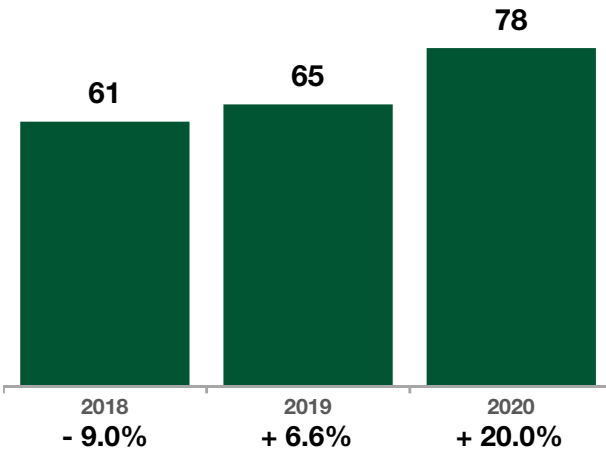


Pending Sales

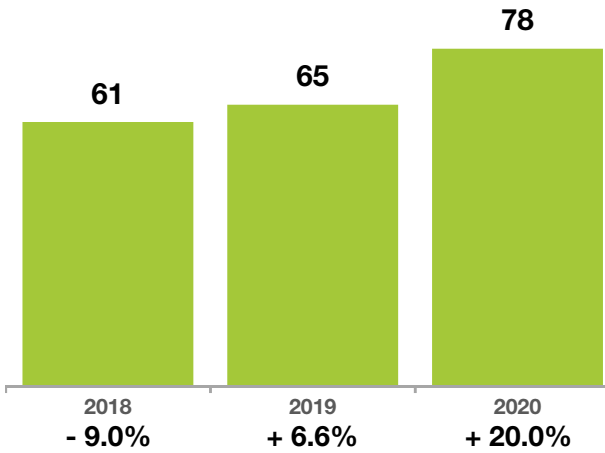
A count of the properties on which offers have been accepted in a given month.



January

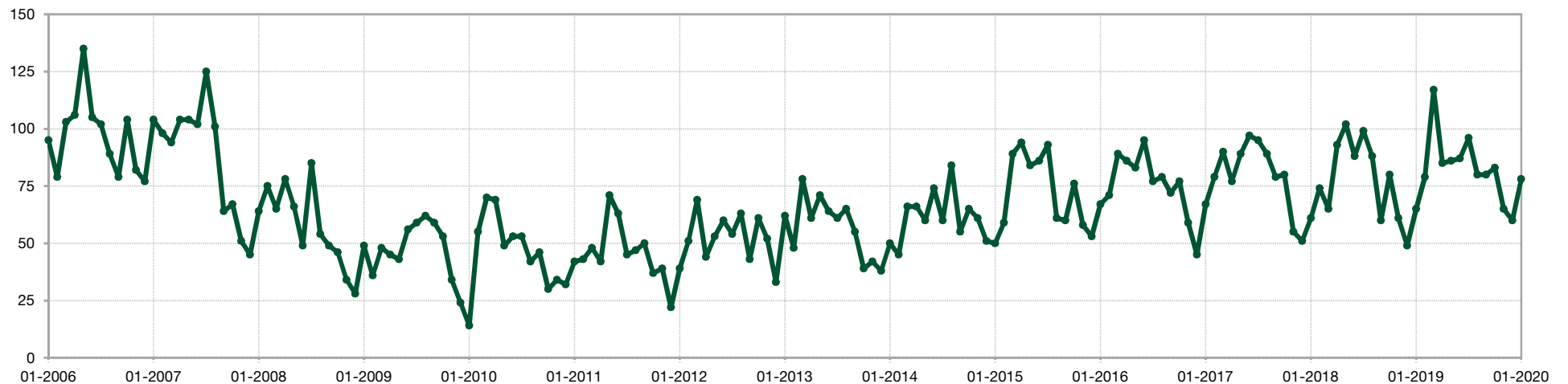


Year to Date



	Pending Sales	Prior Year	Percent Change
February 2019	79	74	+6.8%
March 2019	117	65	+80.0%
April 2019	85	93	-8.6%
May 2019	86	102	-15.7%
June 2019	87	88	-1.1%
July 2019	96	99	-3.0%
August 2019	80	88	-9.1%
September 2019	80	60	+33.3%
October 2019	83	80	+3.8%
November 2019	65	61	+6.6%
December 2019	60	49	+22.4%
January 2020	78	65	+20.0%
12-Month Avg	83	77	+7.8%

Historical Pending Sales by Month

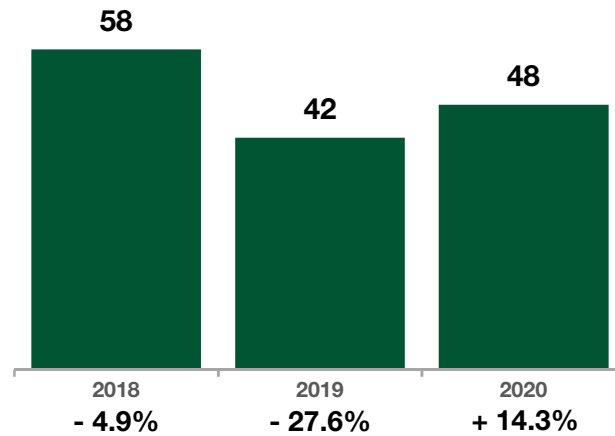


Closed Sales

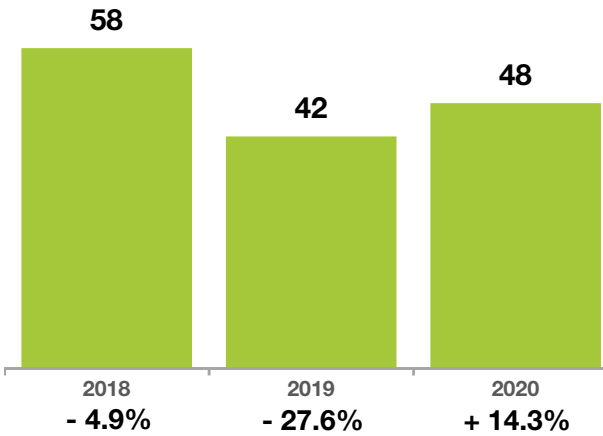
A count of the actual sales that closed in a given month.



January

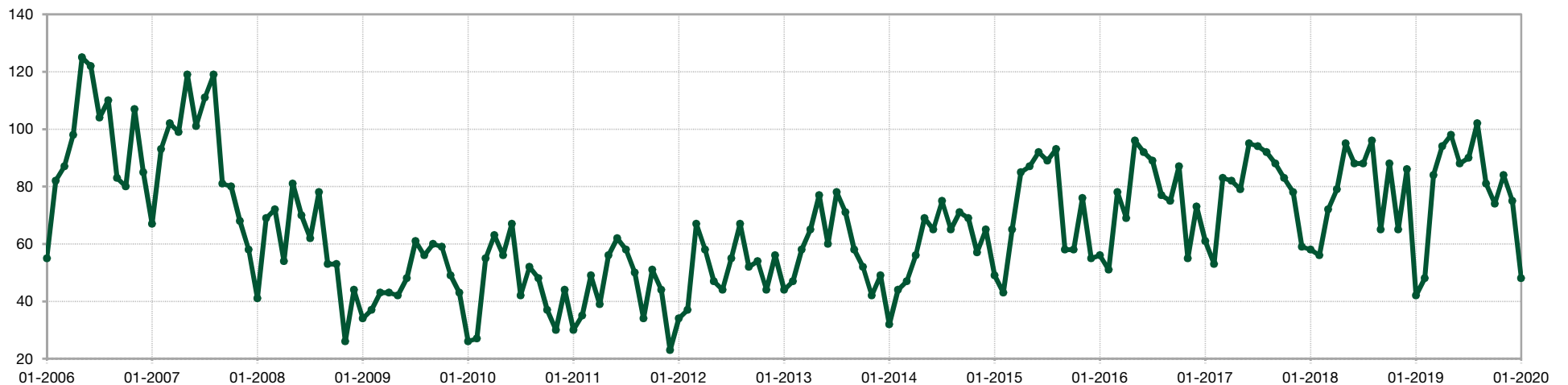


Year to Date



	Closed Sales	Prior Year	Percent Change
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	81	65	+24.6%
October 2019	74	88	-15.9%
November 2019	84	65	+29.2%
December 2019	75	86	-12.8%
January 2020	48	42	+14.3%
12-Month Avg	81	77	+5.0%

Historical Closed Sales by Month

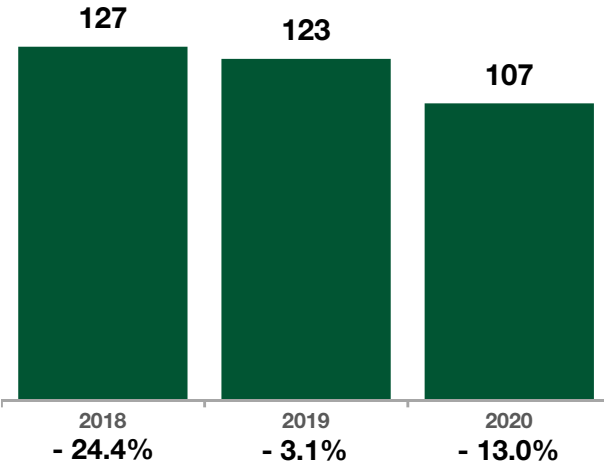


Days on Market Until Sale

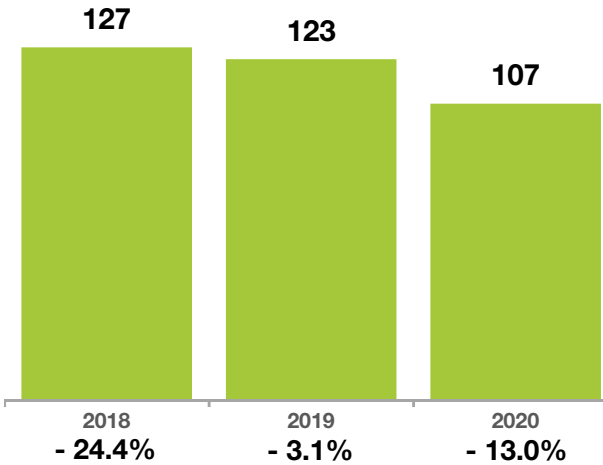
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



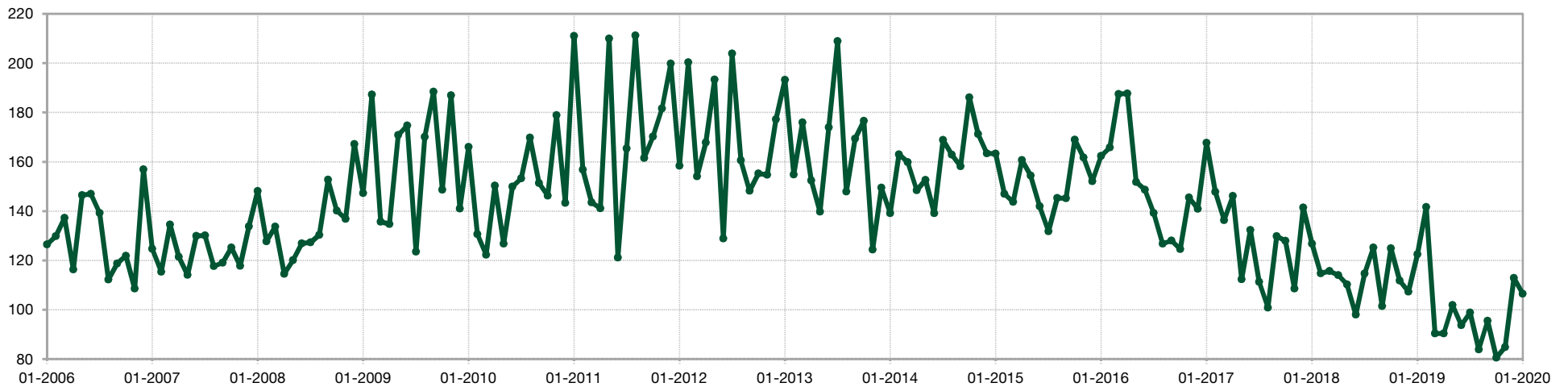
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	95	102	-6.9%
October 2019	81	125	-35.2%
November 2019	85	112	-24.1%
December 2019	113	107	+5.6%
January 2020	107	123	-13.0%
12-Month Avg*	96	113	-15.0%

* Average Days on Market of all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

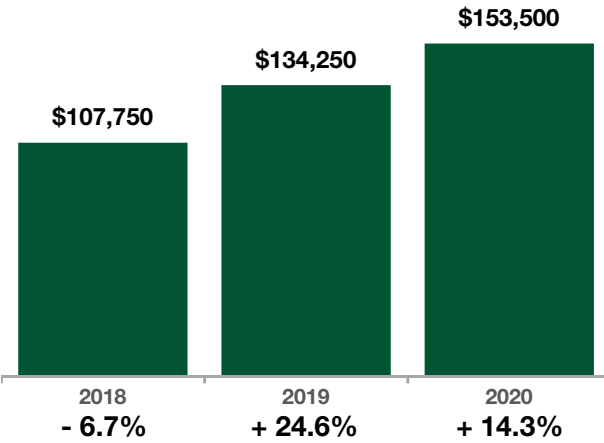


Median Sales Price

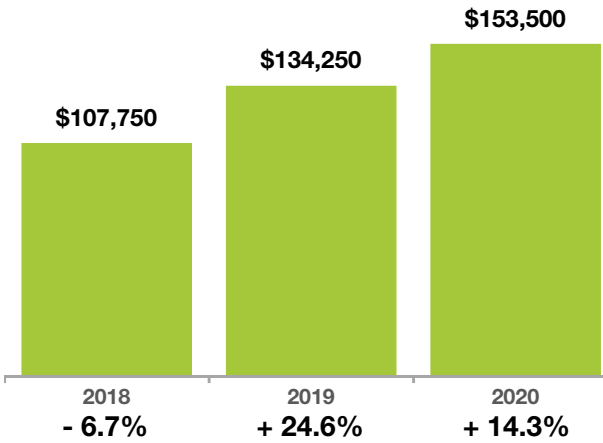
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



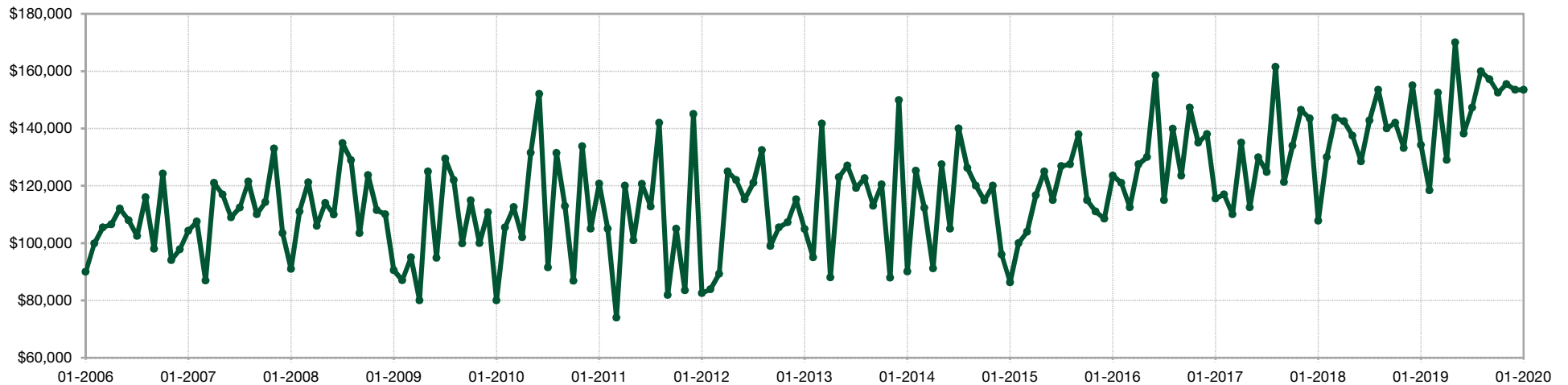
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$160,000	\$153,450	+4.3%
September 2019	\$157,200	\$140,000	+12.3%
October 2019	\$152,450	\$142,000	+7.4%
November 2019	\$155,500	\$133,200	+16.7%
December 2019	\$153,500	\$155,000	-1.0%
January 2020	\$153,500	\$134,250	+14.3%
12-Month Med*	\$149,650	\$142,500	+5.0%

* Median Sales Price of all properties from February 2019 through January 2020. This is not the median of the individual figures above.

Historical Median Sales Price by Month

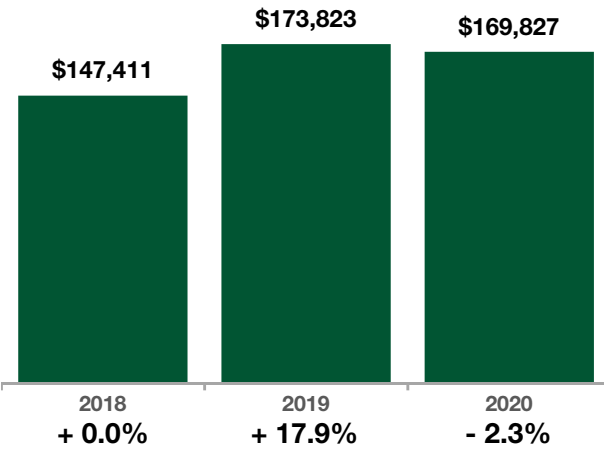


Average Sales Price

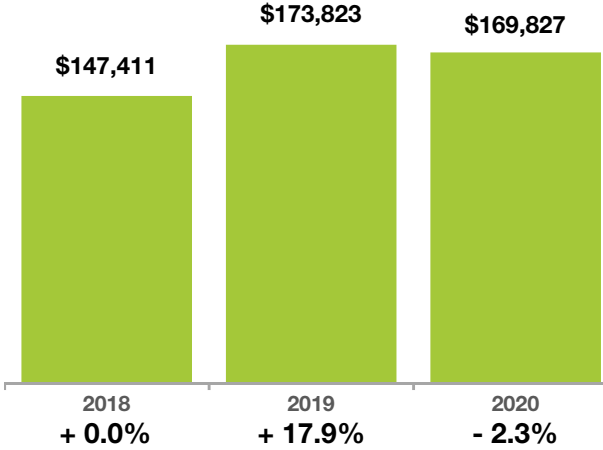
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



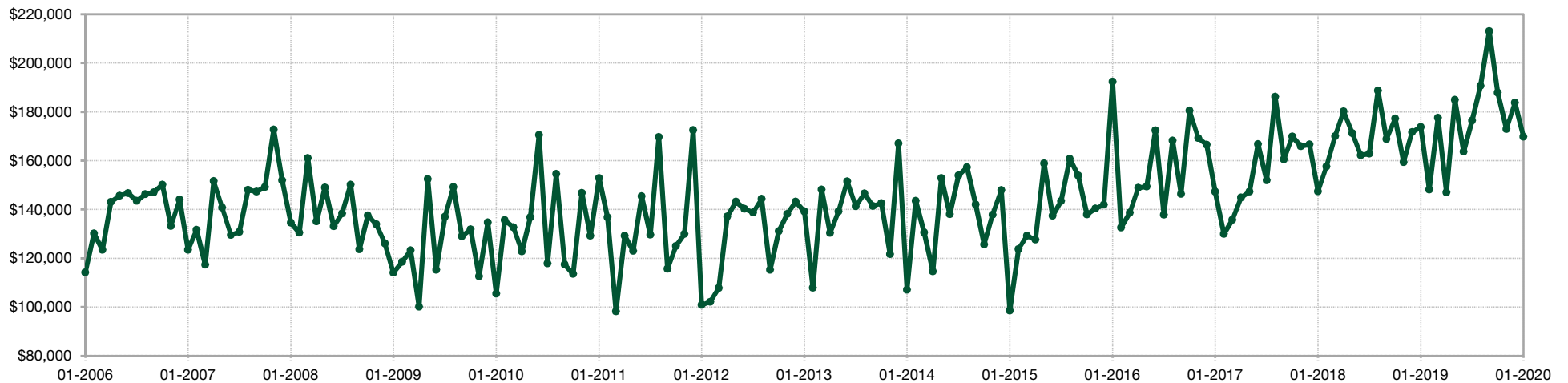
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$190,712	\$188,694	+1.1%
September 2019	\$213,069	\$168,881	+26.2%
October 2019	\$187,836	\$177,287	+6.0%
November 2019	\$172,987	\$159,377	+8.5%
December 2019	\$183,805	\$171,635	+7.1%
January 2020	\$169,827	\$173,823	-2.3%
12-Month Avg*	\$176,341	\$170,321	+3.5%

* Avg. Sales Price of all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

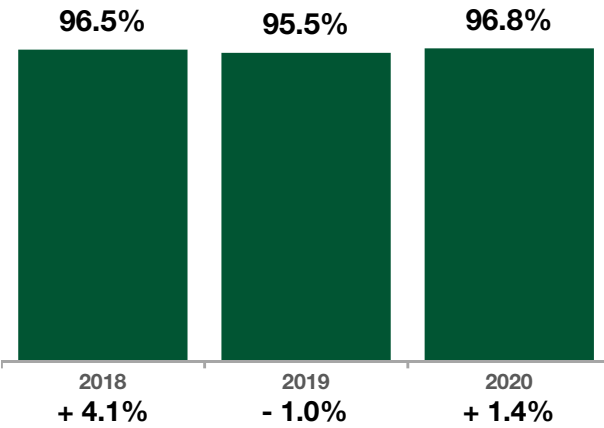


Percent of List Price Received

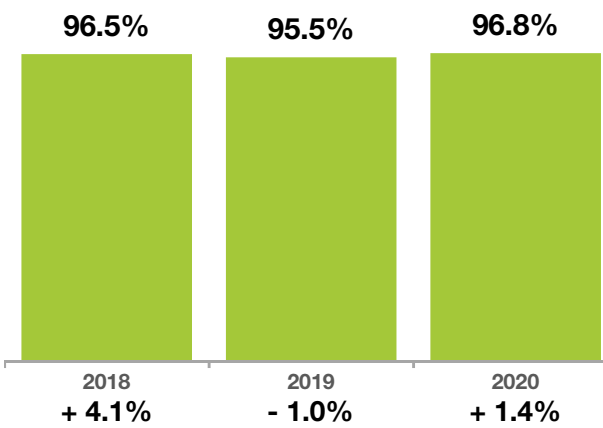
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



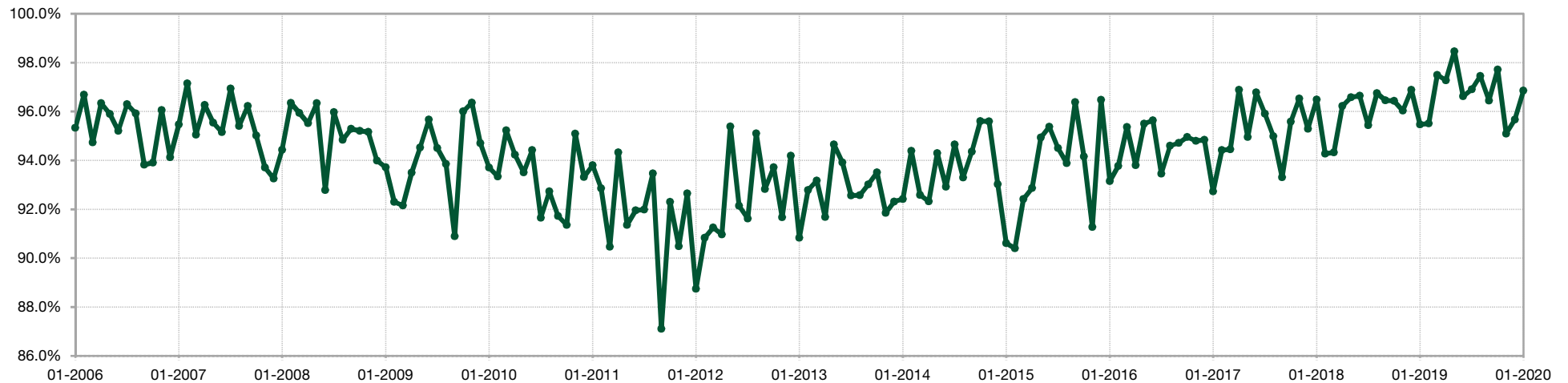
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.5%	96.8%	+0.7%
September 2019	96.4%	96.5%	-0.1%
October 2019	97.7%	96.4%	+1.3%
November 2019	95.1%	96.0%	-0.9%
December 2019	95.7%	96.9%	-1.2%
January 2020	96.8%	95.5%	+1.4%
12-Month Avg*	96.9%	96.1%	+0.8%

* Average Pct. of List Price Received for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



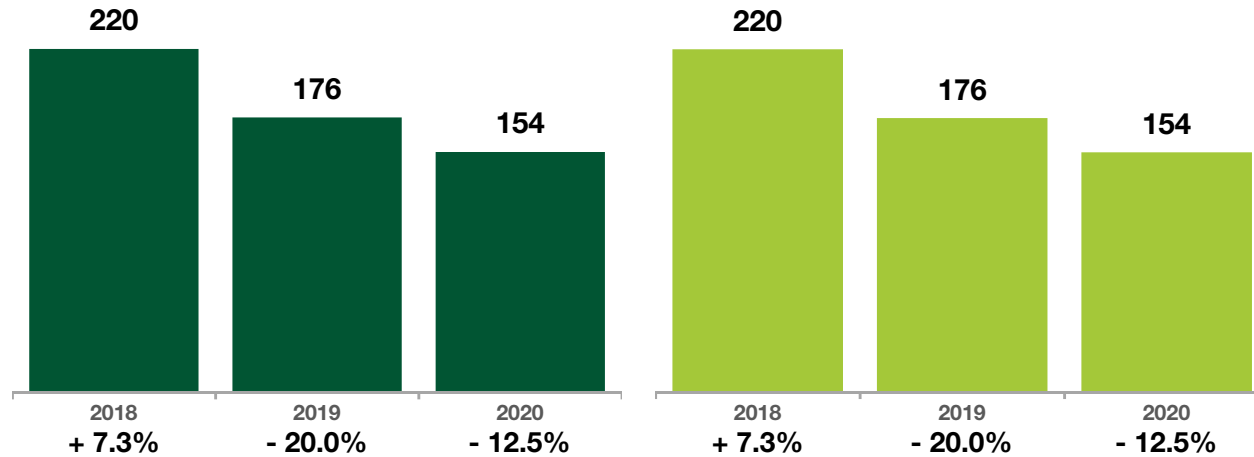
Housing Affordability Index

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.



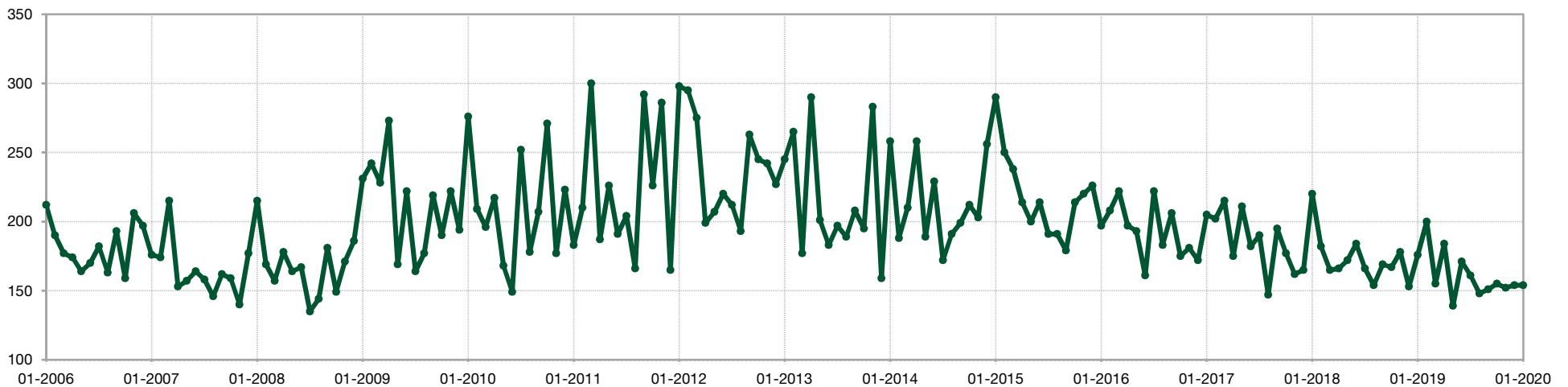
January

Year to Date



	Affordability Index	Prior Year	Percent Change
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	148	154	-3.9%
September 2019	151	169	-10.7%
October 2019	155	167	-7.2%
November 2019	152	178	-14.6%
December 2019	154	153	+0.7%
January 2020	154	176	-12.5%
12-Month Avg	160	169	-5.3%

Historical Housing Affordability Index by Month

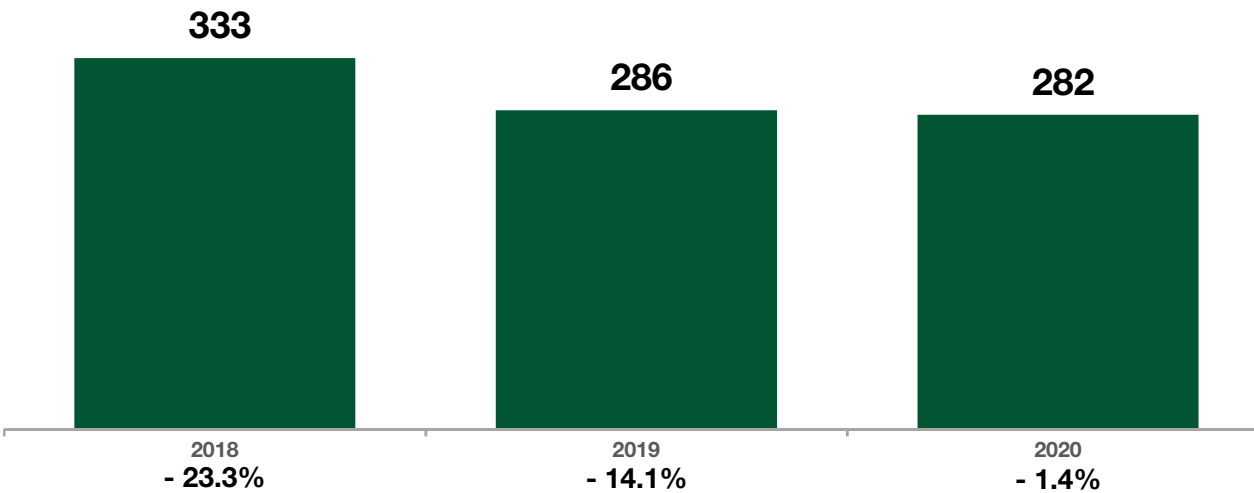


Inventory of Homes for Sale

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



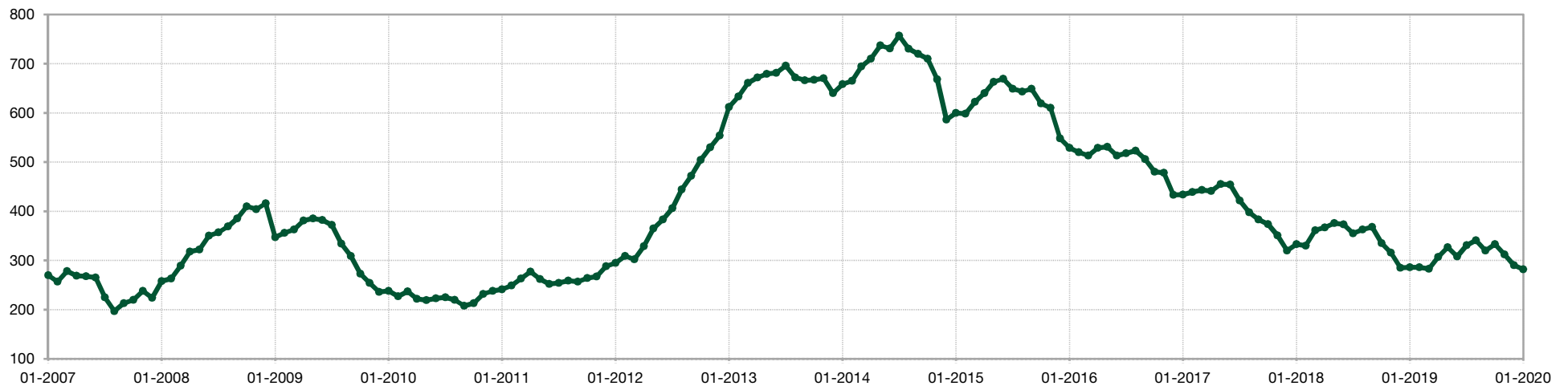
January



	Homes for Sale	Prior Year	Percent Change
February 2019	286	330	-13.3%
March 2019	283	361	-21.6%
April 2019	307	367	-16.3%
May 2019	327	376	-13.0%
June 2019	308	373	-17.4%
July 2019	331	355	-6.8%
August 2019	341	363	-6.1%
September 2019	320	368	-13.0%
October 2019	333	335	-0.6%
November 2019	312	316	-1.3%
December 2019	290	285	+1.8%
January 2020	282	286	-1.4%
12-Month Avg*	310	286	+8.6%

* Homes for Sale for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

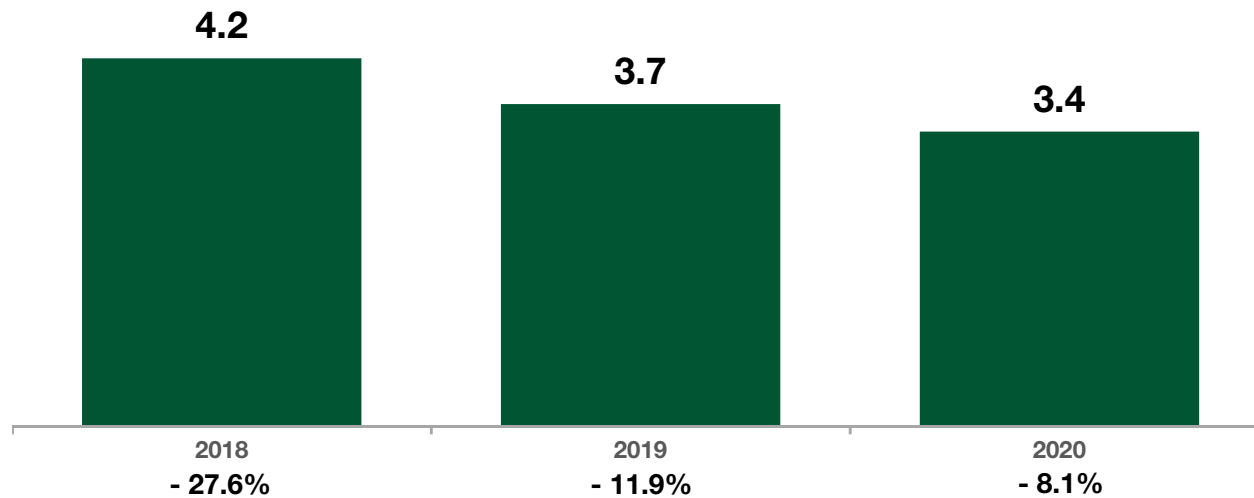


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2019	3.7	4.2	-11.9%
March 2019	3.5	4.8	-27.1%
April 2019	3.8	4.7	-19.1%
May 2019	4.1	4.8	-14.6%
June 2019	3.9	4.8	-18.8%
July 2019	4.2	4.6	-8.7%
August 2019	4.3	4.7	-8.5%
September 2019	4.0	4.8	-16.7%
October 2019	4.1	4.4	-6.8%
November 2019	3.9	4.1	-4.9%
December 2019	3.5	3.7	-5.4%
January 2020	3.4	3.7	-8.1%
12-Month Avg*	3.9	4.4	-11.4%

* Months Supply for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

