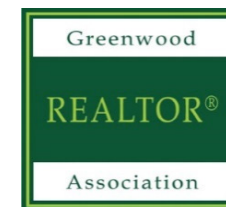


# Monthly Indicators



## February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

New Listings were down 17.8 percent to 88. Pending Sales increased 26.6 percent to 100. Inventory shrank 9.4 percent to 259 units.

Prices moved higher as Median Sales Price was up 39.3 percent to \$165,000. Days on Market decreased 14.8 percent to 121 days. Months Supply of Inventory was down 16.2 percent to 3.1 months, indicating that demand increased relative to supply.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

## Quick Facts

**+ 39.6%**      **+ 39.3%**      **- 16.2%**

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.

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# Market Overview

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



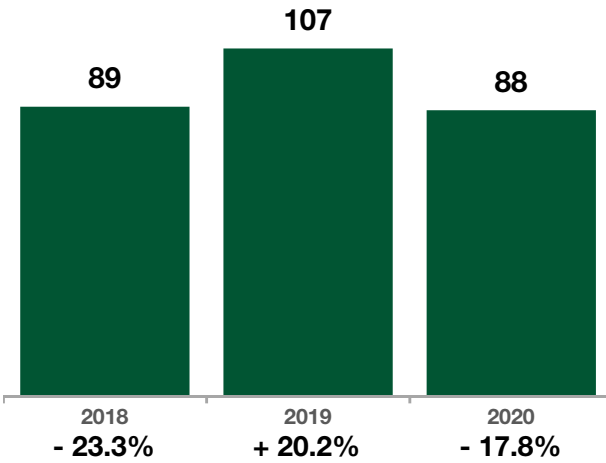
Key Metrics	Historical Sparkbars			02-2019	02-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	02-2018	02-2019	02-2020						
New Listings				107	<b>88</b>	- 17.8%	199	<b>198</b>	- 0.5%
Pending Sales				79	<b>100</b>	+ 26.6%	144	<b>175</b>	+ 21.5%
Closed Sales				48	<b>67</b>	+ 39.6%	90	<b>115</b>	+ 27.8%
Days on Market				142	<b>121</b>	- 14.8%	133	<b>115</b>	- 13.5%
Median Sales Price				\$118,450	<b>\$165,000</b>	+ 39.3%	\$124,000	<b>\$164,500</b>	+ 32.7%
Average Sales Price				\$148,177	<b>\$205,019</b>	+ 38.4%	\$160,145	<b>\$190,330</b>	+ 18.8%
Pct. of List Price Received				95.5%	<b>96.8%</b>	+ 1.4%	95.5%	<b>96.8%</b>	+ 1.4%
Housing Affordability Index				200	<b>144</b>	- 28.0%	191	<b>144</b>	- 24.6%
Inventory of Homes for Sale				286	<b>259</b>	- 9.4%	--	<b>--</b>	--
Months Supply of Inventory				3.7	<b>3.1</b>	- 16.2%	--	<b>--</b>	--

# New Listings

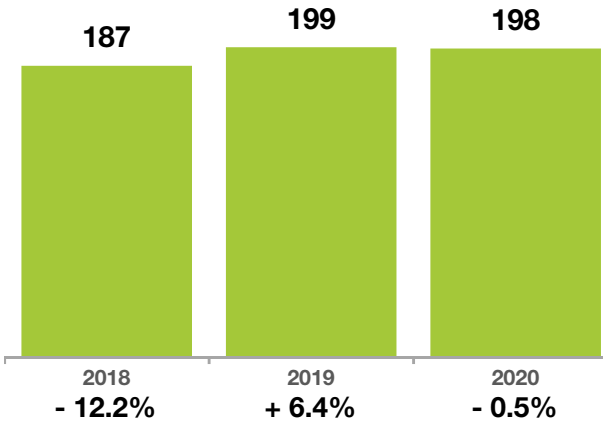
A count of the properties that have been newly listed on the market in a given month.



## February

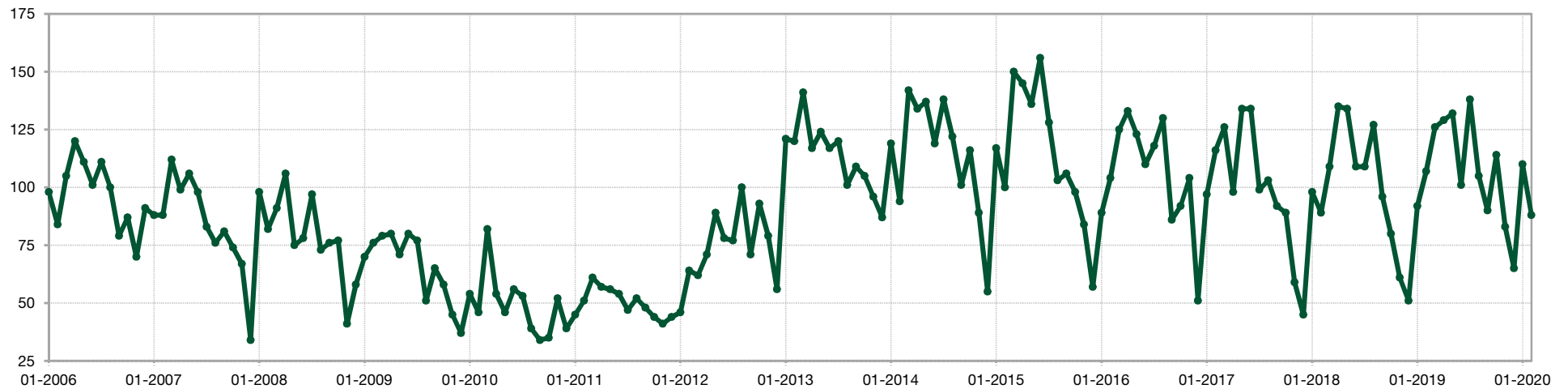


## Year to Date



	New Listings	Prior Year	Percent Change
March 2019	126	109	+15.6%
April 2019	129	135	-4.4%
May 2019	132	134	-1.5%
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	114	80	+42.5%
November 2019	83	61	+36.1%
December 2019	65	51	+27.5%
January 2020	110	92	+19.6%
<b>February 2020</b>	<b>88</b>	<b>107</b>	<b>-17.8%</b>
12-Month Avg	107	101	+5.9%

## Historical New Listings by Month

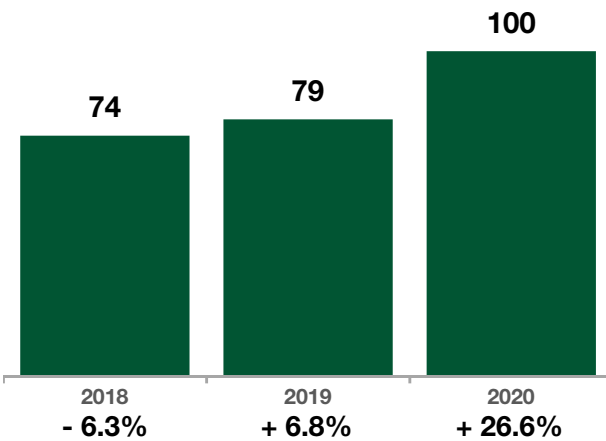


# Pending Sales

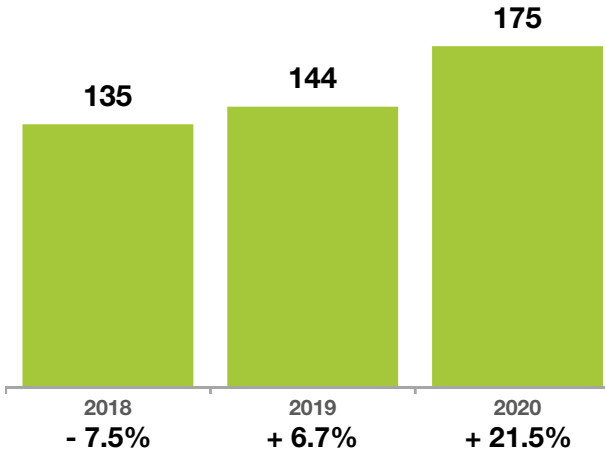
A count of the properties on which offers have been accepted in a given month.



## February

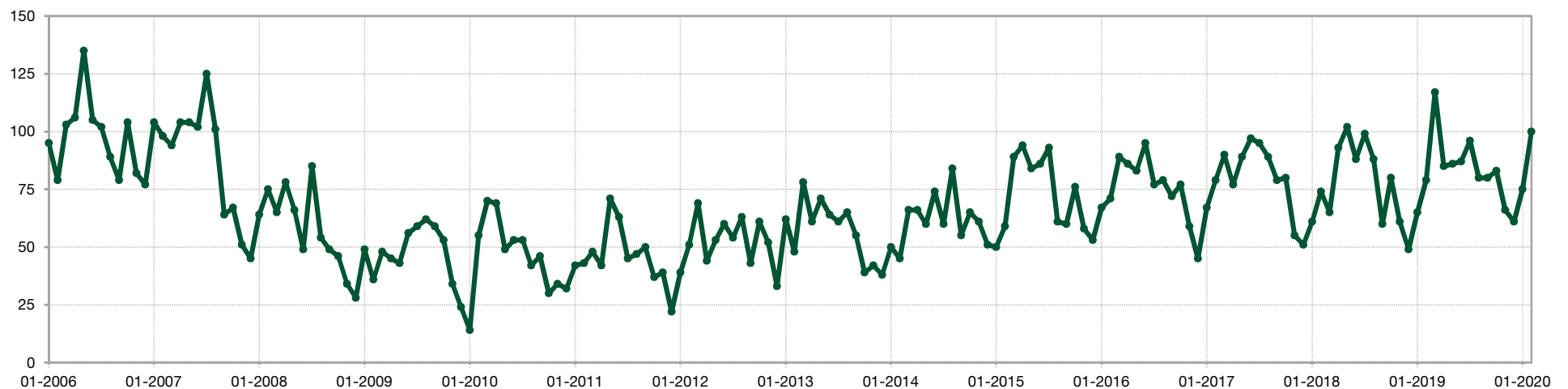


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	66	61	+8.2%
December 2019	61	49	+24.5%
January 2020	75	65	+15.4%
<b>February 2020</b>	<b>100</b>	<b>79</b>	<b>+26.6%</b>
12-Month Avg	85	77	+9.4%

## Historical Pending Sales by Month

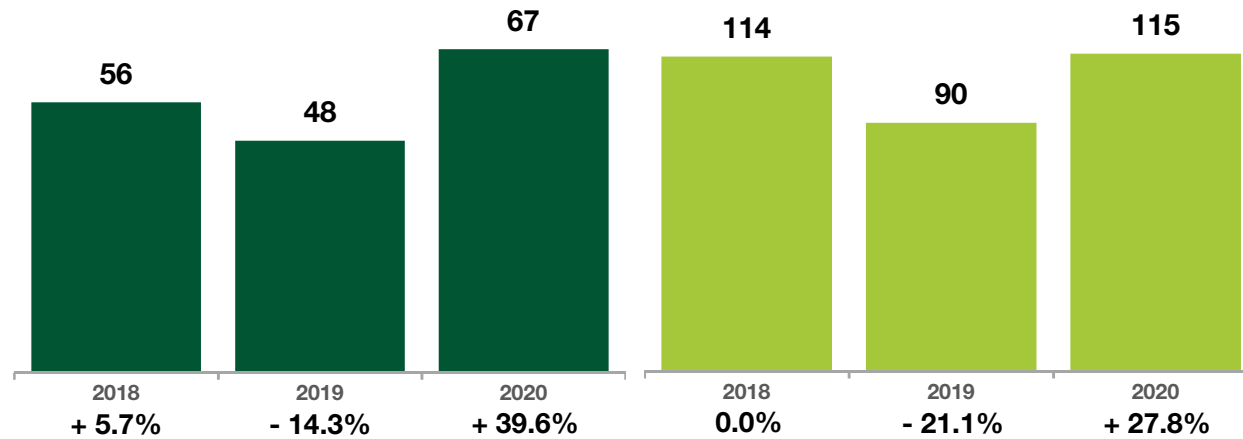


# Closed Sales

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

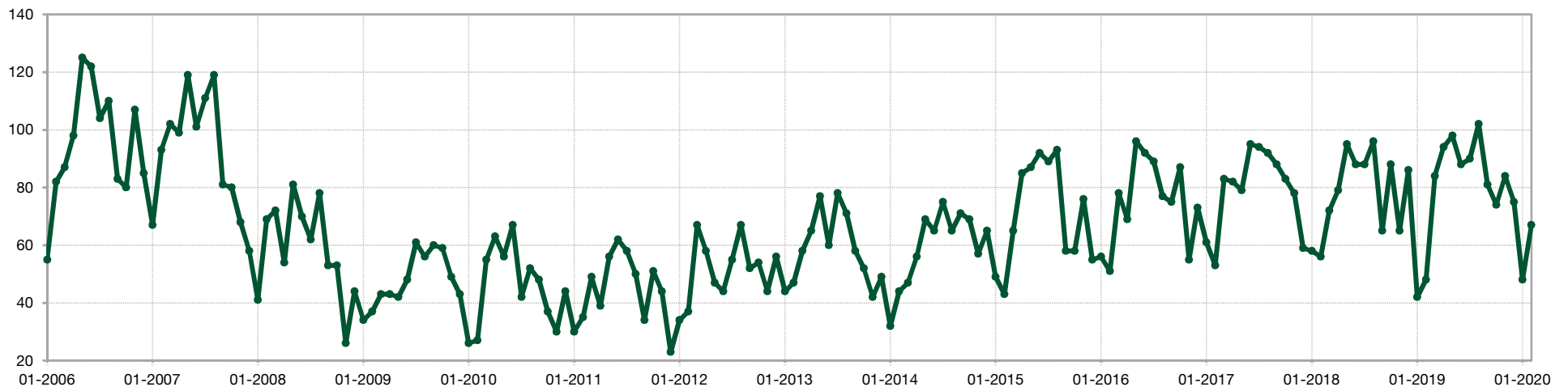


## February



	Closed Sales	Prior Year	Percent Change
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%
<b>February 2020</b>	<b>67</b>	<b>48</b>	<b>+39.6%</b>
12-Month Avg	82	76	+8.0%

## Historical Closed Sales by Month

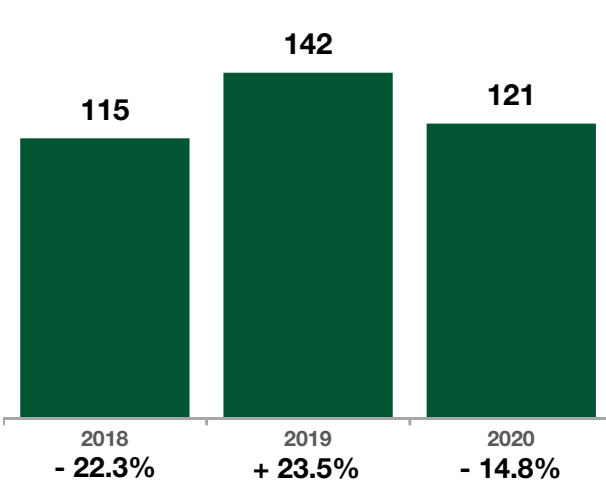


# Days on Market Until Sale

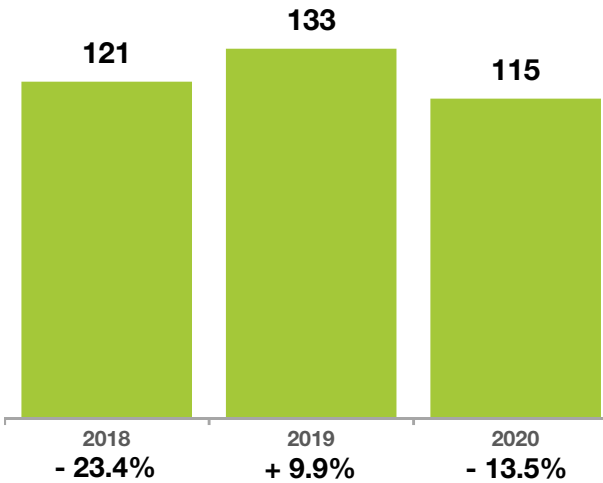
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



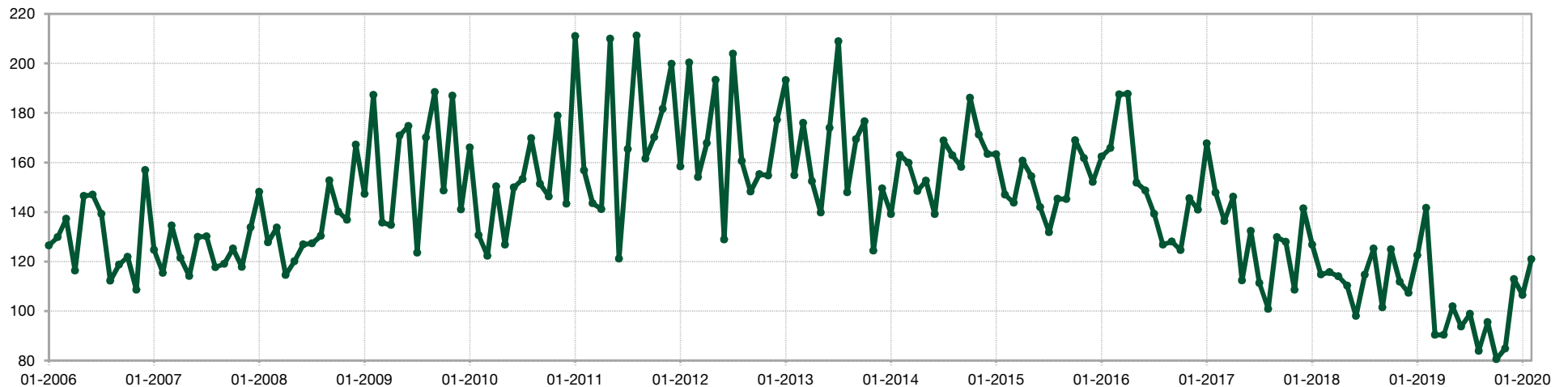
## Year to Date



Days on Market	Prior Year	Percent Change	
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%
<b>February 2020</b>	<b>121</b>	<b>142</b>	<b>-14.8%</b>
12-Month Avg*	96	115	-16.5%

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

## Historical Days on Market Until Sale by Month

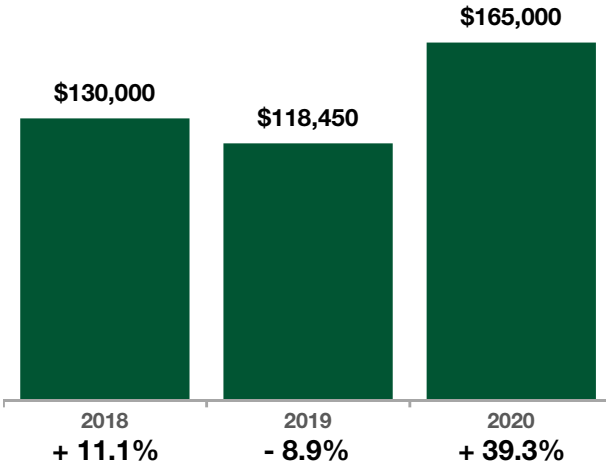


# Median Sales Price

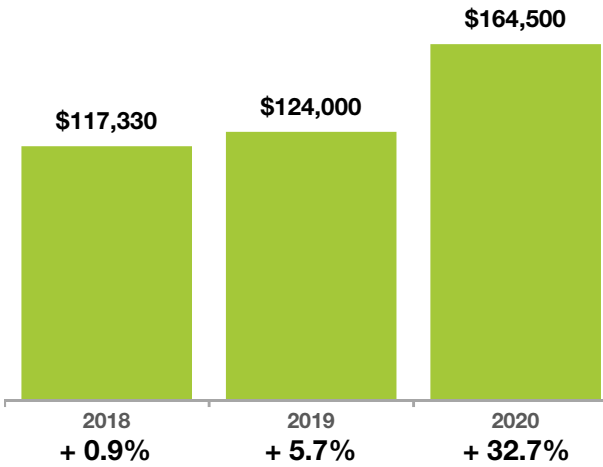
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



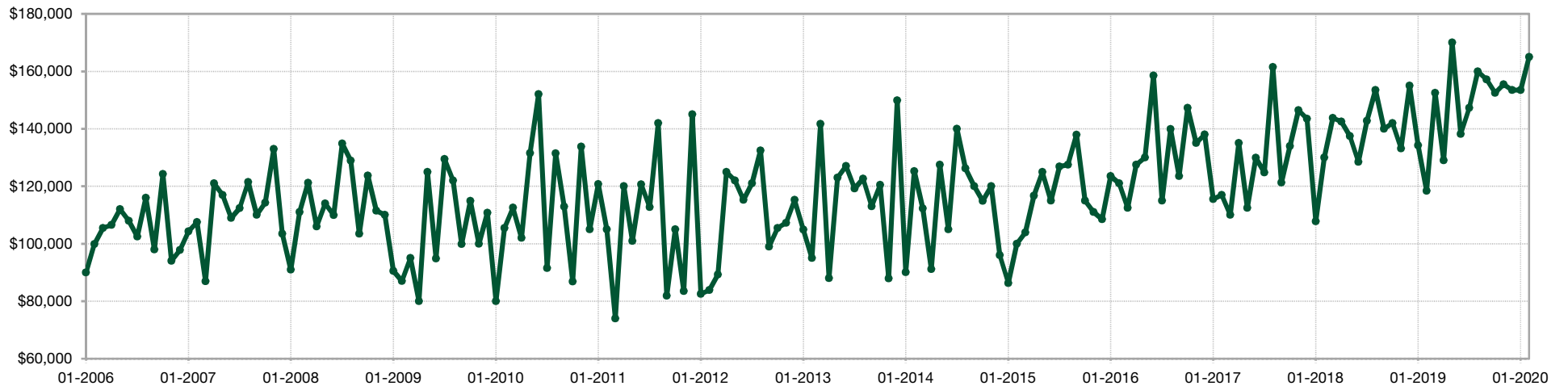
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>February 2020</b>	<b>\$165,000</b>	<b>\$118,450</b>	<b>+39.3%</b>
12-Month Med*	\$150,500	\$142,000	+6.0%

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

## Historical Median Sales Price by Month



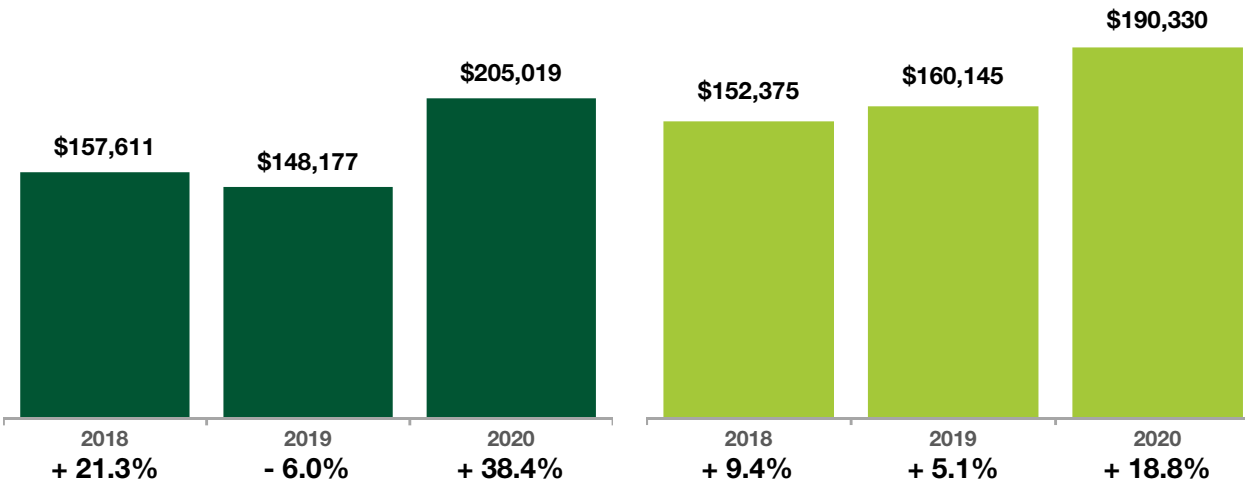
# Average Sales Price

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



## February

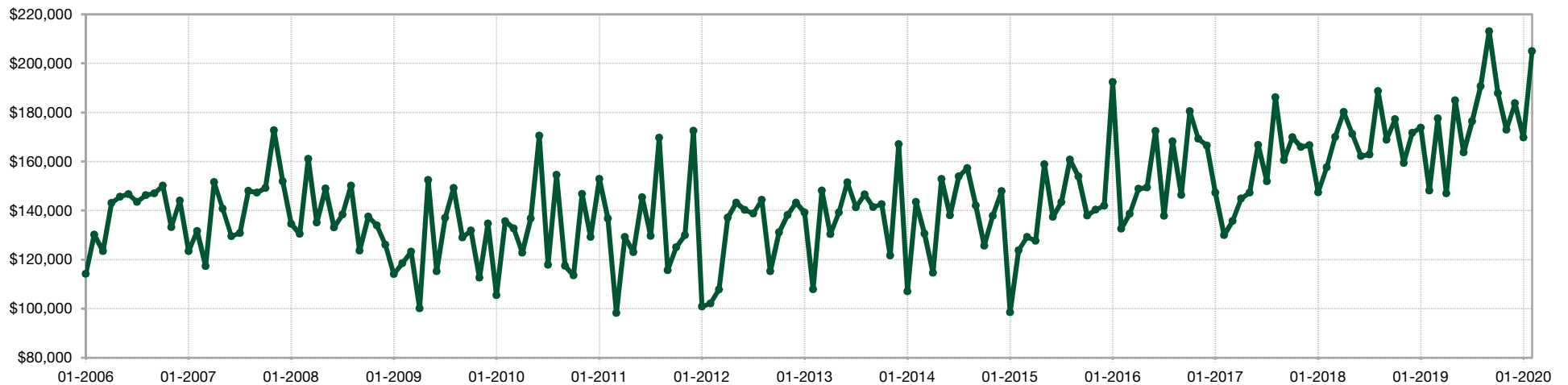
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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%
<b>February 2020</b>	<b>\$205,019</b>	<b>\$148,177 +38.4%</b>
12-Month Avg*	\$181,078	\$169,535 +6.8%

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

## Historical Average Sales Price by Month



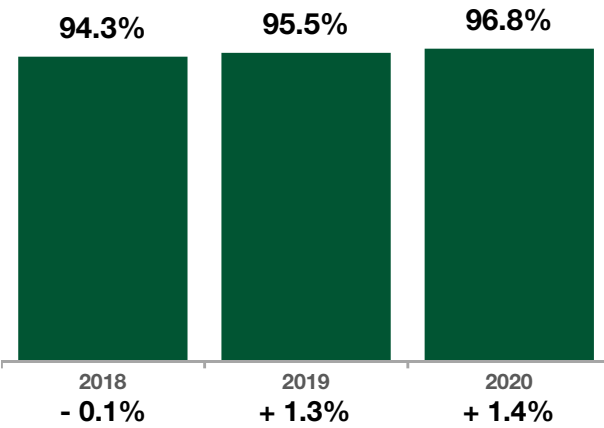


# Percent of List Price Received

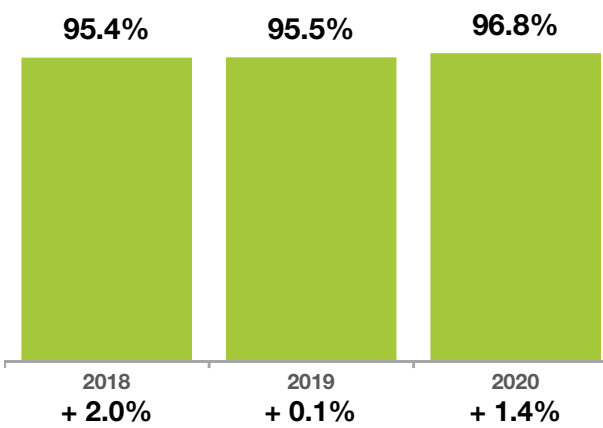
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



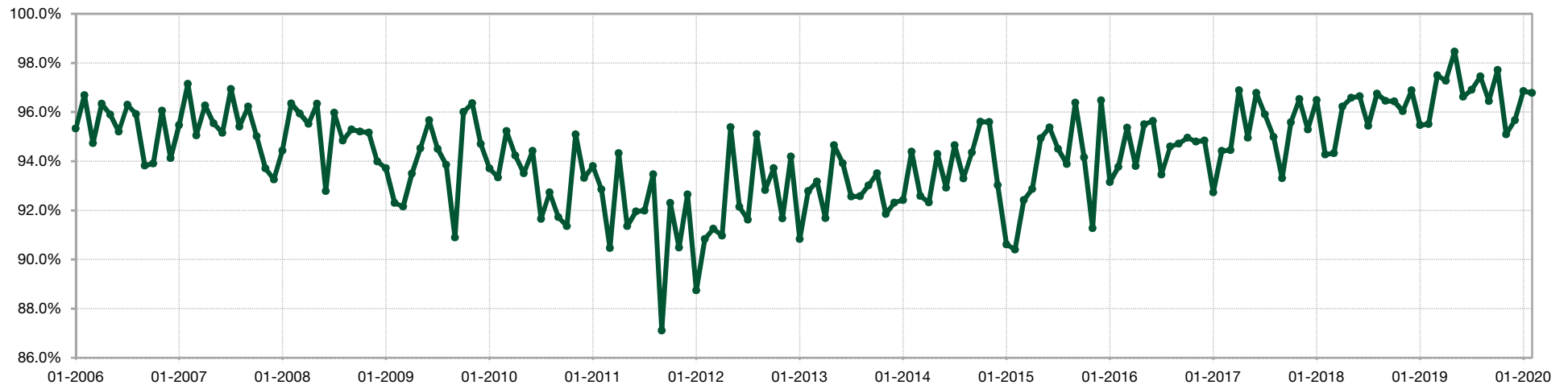
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
<b>February 2020</b>	<b>96.8%</b>	<b>95.5%</b>	<b>+1.4%</b>
12-Month Avg*	96.9%	96.1%	+0.8%

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

## Historical Percent of List Price Received by Month



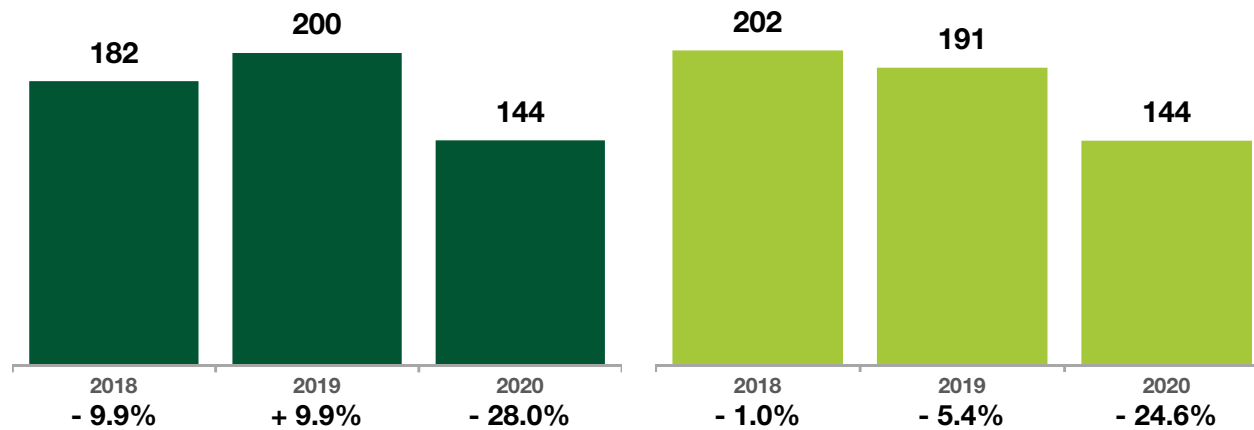
# Housing Affordability Index

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.



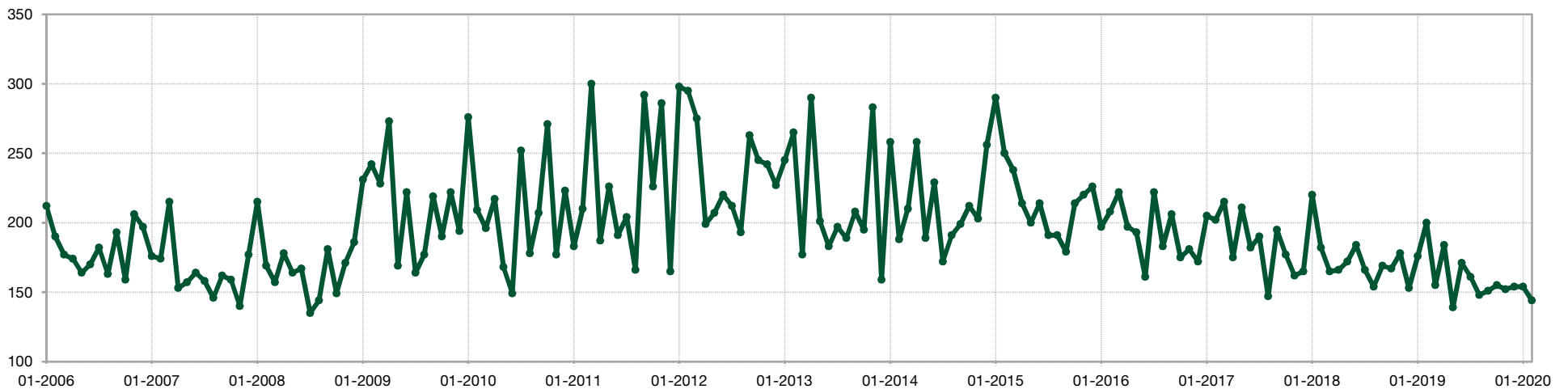
## February

## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>February 2020</b>	<b>144</b>	<b>200</b>	<b>-28.0%</b>
12-Month Avg	156	171	-8.9%

## Historical Housing Affordability Index by Month

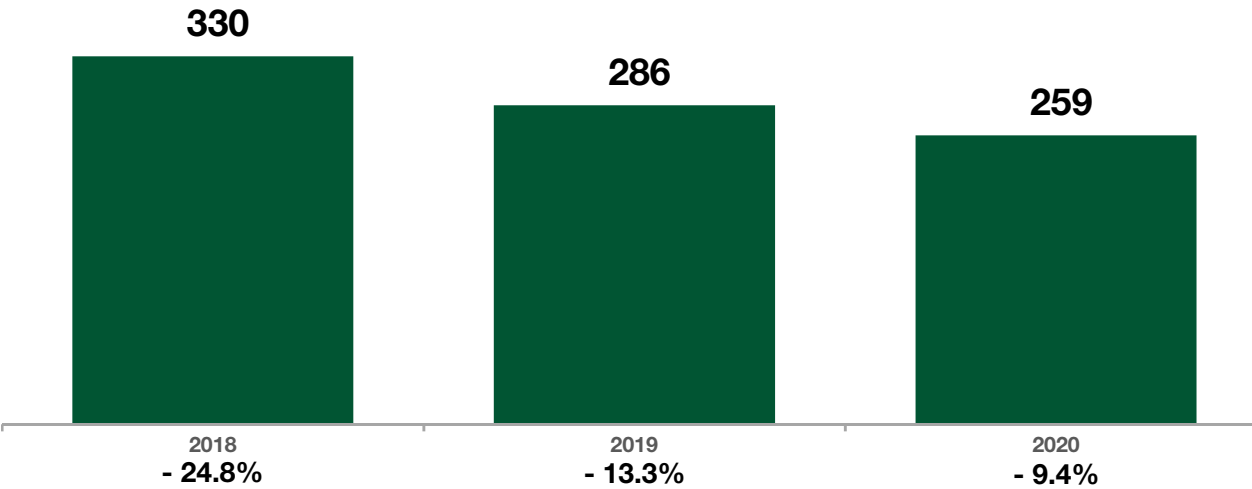


# Inventory of Homes for Sale

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



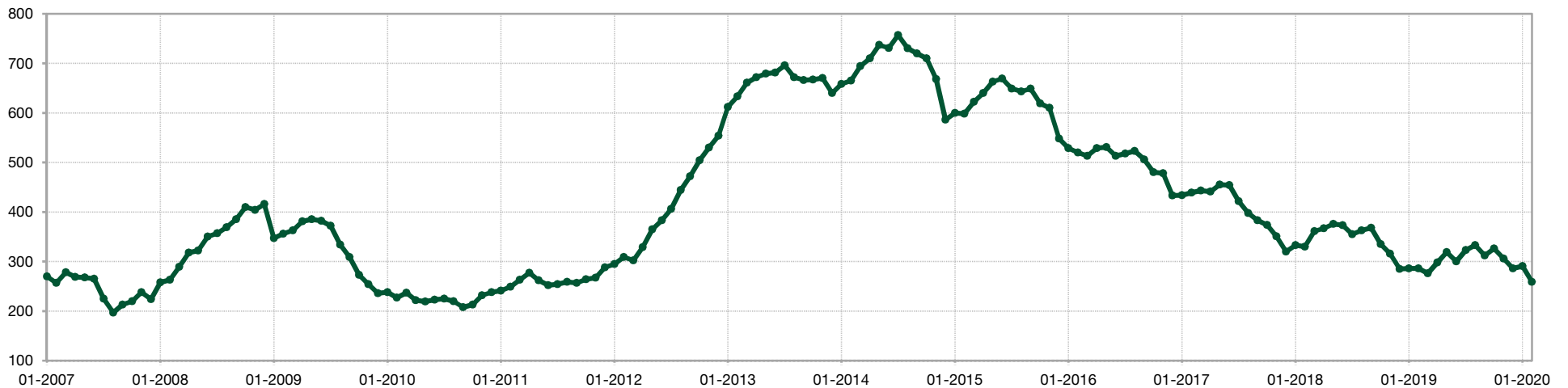
## February



	Homes for Sale	Prior Year	Percent Change
March 2019	276	361	-23.5%
April 2019	298	367	-18.8%
May 2019	319	376	-15.2%
June 2019	300	373	-19.6%
July 2019	323	355	-9.0%
August 2019	333	363	-8.3%
September 2019	312	368	-15.2%
October 2019	326	335	-2.7%
November 2019	306	316	-3.2%
December 2019	286	285	+0.4%
January 2020	291	286	+1.7%
<b>February 2020</b>	<b>259</b>	<b>286</b>	<b>-9.4%</b>
12-Month Avg*	302	286	+5.6%

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

## Historical Inventory of Homes for Sale by Month

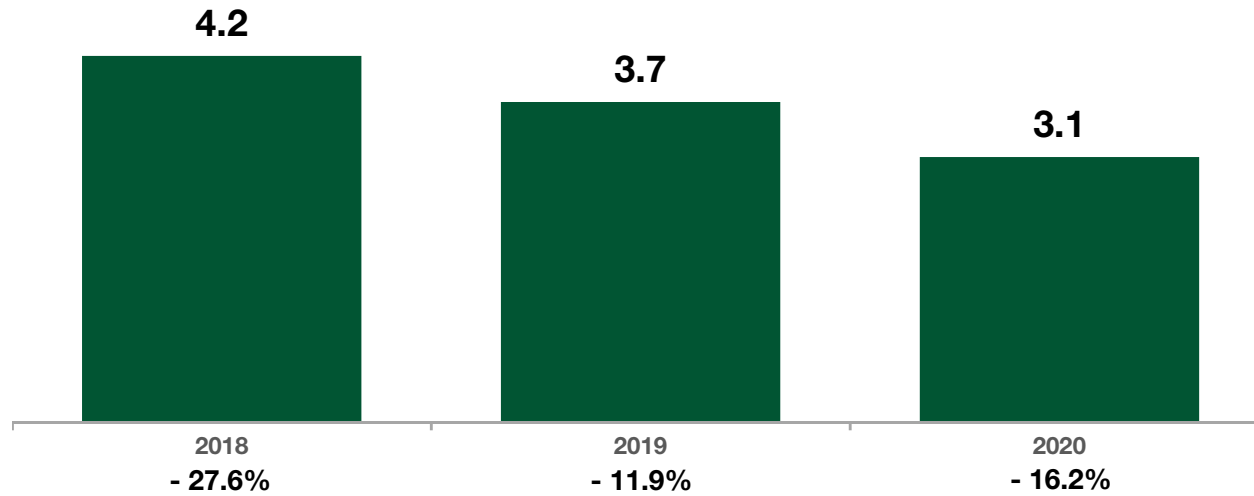


# Months Supply of Inventory

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.



## February



Months Supply		Prior Year	Percent Change
March 2019	3.4	4.8	-29.2%
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	4.1	4.6	-10.9%
August 2019	4.2	4.7	-10.6%
September 2019	3.9	4.8	-18.8%
October 2019	4.0	4.4	-9.1%
November 2019	3.8	4.1	-7.3%
December 2019	3.5	3.7	-5.4%
January 2020	3.5	3.7	-5.4%
<b>February 2020</b>	<b>3.1</b>	<b>3.7</b>	<b>-16.2%</b>
12-Month Avg*	3.7	4.4	-15.9%

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

## Historical Months Supply of Inventory by Month

