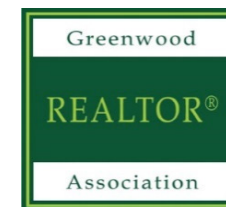


Monthly Indicators



April 2020

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

New Listings were down 34.1 percent to 85. Pending Sales decreased 3.5 percent to 82. Inventory shrank 12.1 percent to 262 units.

Prices moved higher as Median Sales Price was up 18.2 percent to \$152,450. Days on Market increased 4.4 percent to 94 days. Months Supply of Inventory was down 13.5 percent to 3.2 months, indicating that demand increased relative to supply.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Quick Facts

- 11.7% **+ 18.2%** **- 13.5%**

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.



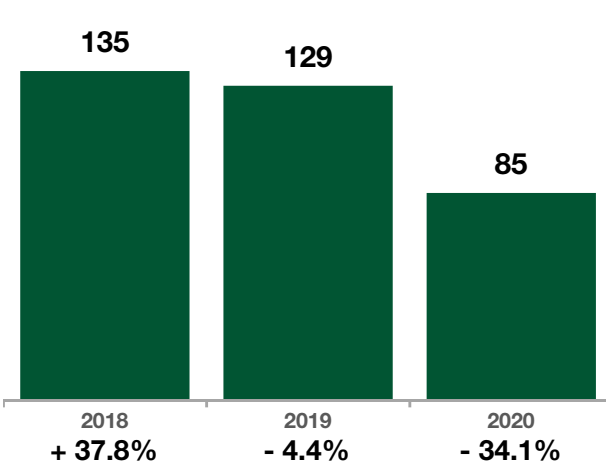
Key Metrics	Historical Sparkbars			04-2019	04-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	04-2018	04-2019	04-2020						
New Listings				129	85	- 34.1%	454	423	- 6.8%
Pending Sales				85	82	- 3.5%	346	345	- 0.3%
Closed Sales				94	83	- 11.7%	268	305	+ 13.8%
Days on Market				90	94	+ 4.4%	105	104	- 1.0%
Median Sales Price				\$129,000	\$152,450	+ 18.2%	\$134,200	\$149,900	+ 11.7%
Average Sales Price				\$147,031	\$194,396	+ 32.2%	\$160,995	\$186,966	+ 16.1%
Pct. of List Price Received				97.3%	97.5%	+ 0.2%	96.7%	97.0%	+ 0.3%
Housing Affordability Index				184	155	- 15.8%	176	158	- 10.2%
Inventory of Homes for Sale				298	262	- 12.1%	--	--	--
Months Supply of Inventory				3.7	3.2	- 13.5%	--	--	--

New Listings

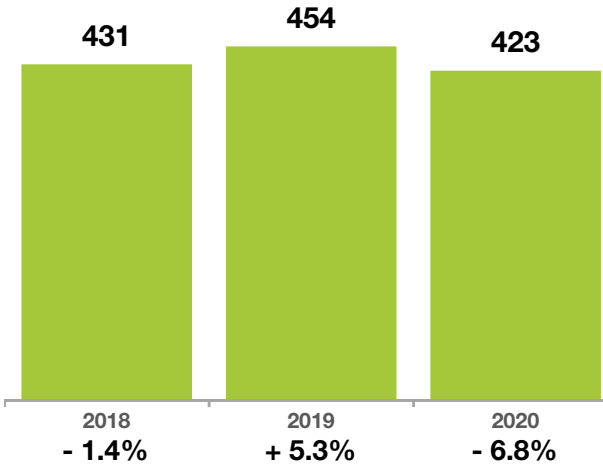
A count of the properties that have been newly listed on the market in a given month.



April

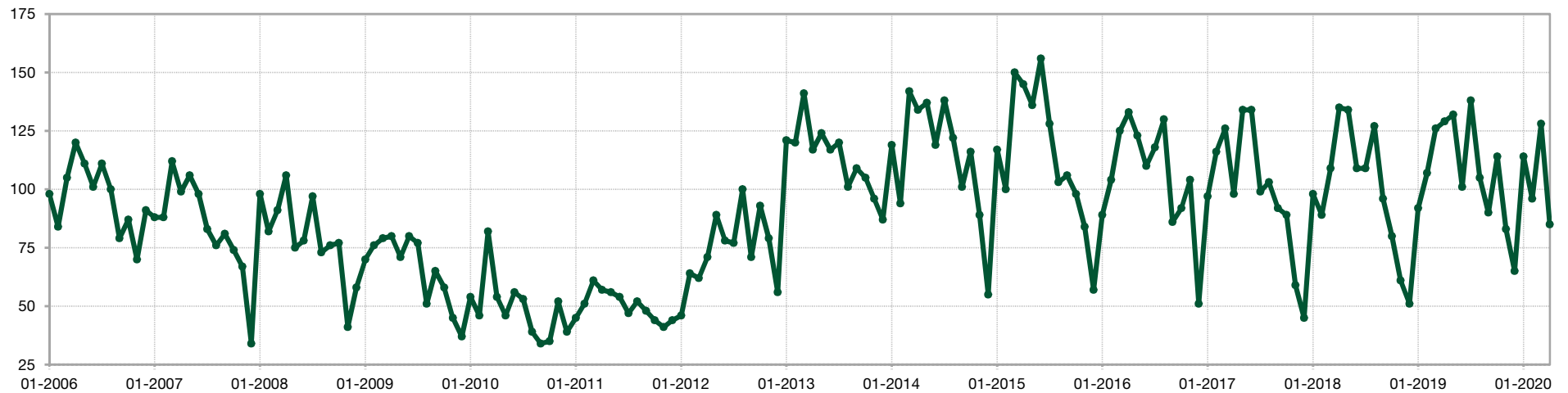


Year to Date



	New Listings	Prior Year	Percent Change
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	114	92	+23.9%
February 2020	96	107	-10.3%
March 2020	128	126	+1.6%
April 2020	85	129	-34.1%
12-Month Avg	104	102	+2.5%

Historical New Listings by Month

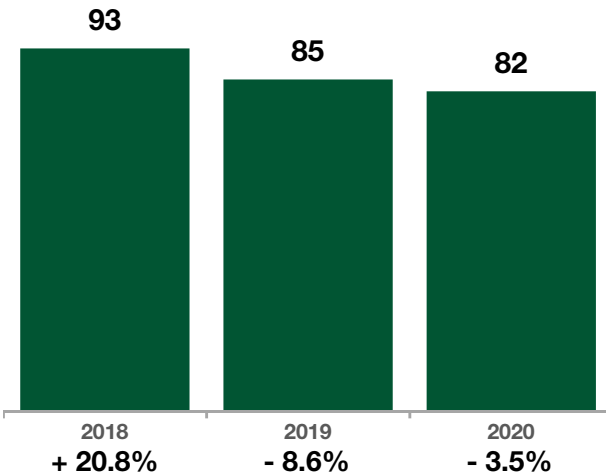


Pending Sales

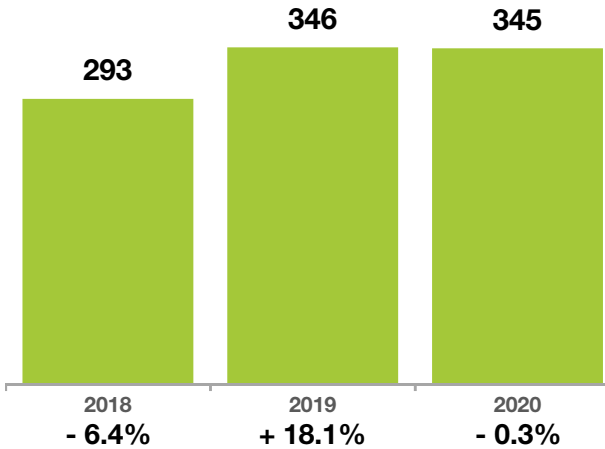
A count of the properties on which offers have been accepted in a given month.



April

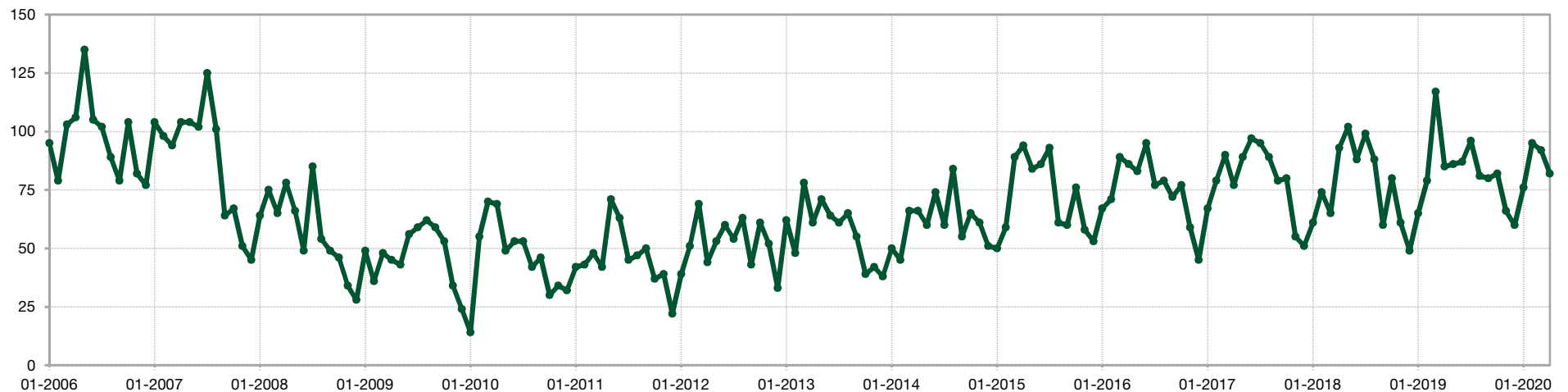


Year to Date



	Pending Sales	Prior Year	Percent Change
May 2019	86	102	-15.7%
June 2019	87	88	-1.1%
July 2019	96	99	-3.0%
August 2019	81	88	-8.0%
September 2019	80	60	+33.3%
October 2019	82	80	+2.5%
November 2019	66	61	+8.2%
December 2019	60	49	+22.4%
January 2020	76	65	+16.9%
February 2020	95	79	+20.3%
March 2020	92	117	-21.4%
April 2020	82	85	-3.5%
12-Month Avg	82	81	+1.0%

Historical Pending Sales by Month

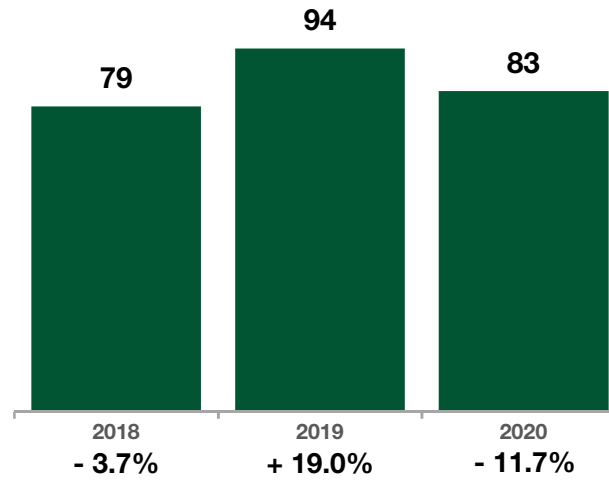


Closed Sales

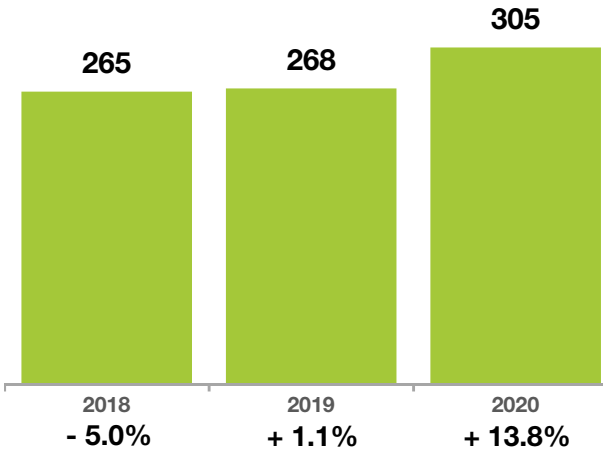
A count of the actual sales that closed in a given month.



April

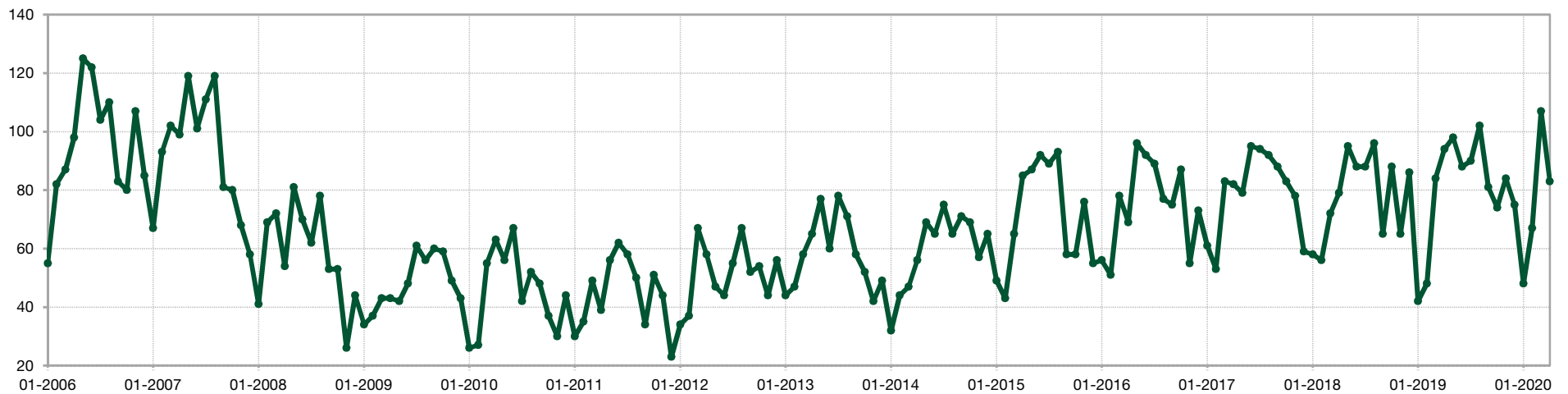


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
February 2020	67	48	+39.6%
March 2020	107	84	+27.4%
April 2020	83	94	-11.7%
12-Month Avg	83	78	+6.2%

Historical Closed Sales by Month

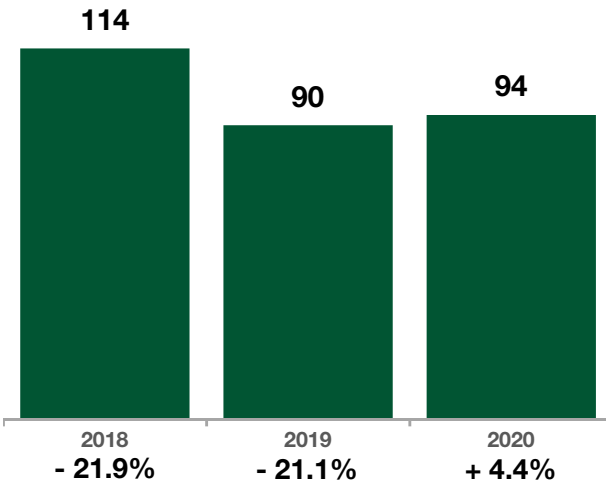


Days on Market Until Sale

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



April



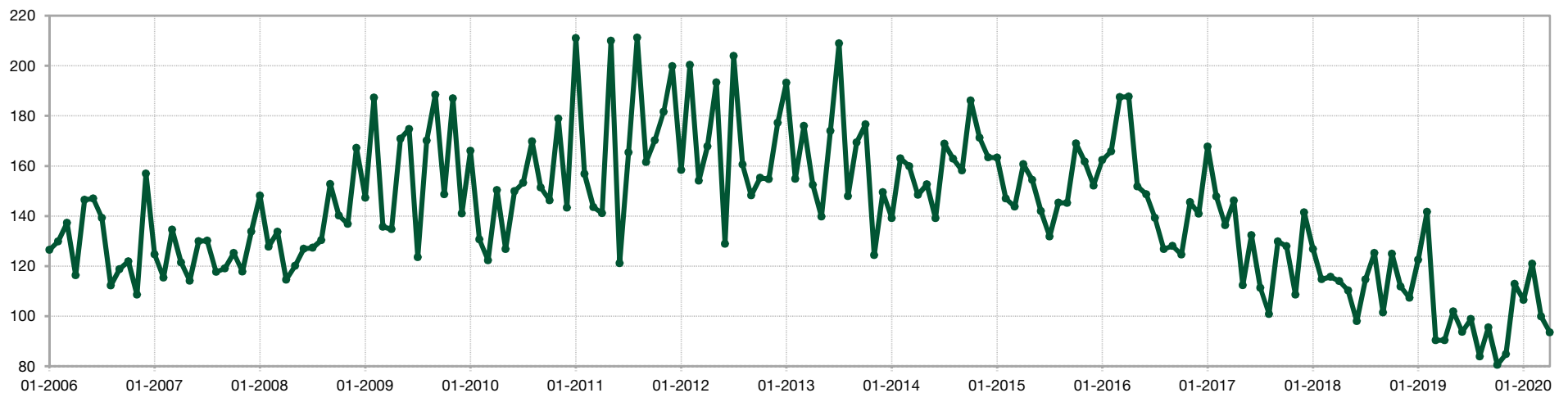
Year to Date



Days on Market	Prior Year	Percent Change
May 2019	102	-7.3%
June 2019	94	-4.1%
July 2019	115	-13.9%
August 2019	84	-32.8%
September 2019	95	-6.9%
October 2019	81	-35.2%
November 2019	85	-24.1%
December 2019	113	+5.6%
January 2020	107	-13.0%
February 2020	121	-14.8%
March 2020	100	+11.1%
April 2020	94	+4.4%
12-Month Avg*	97	-11.8%

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

Historical Days on Market Until Sale by Month



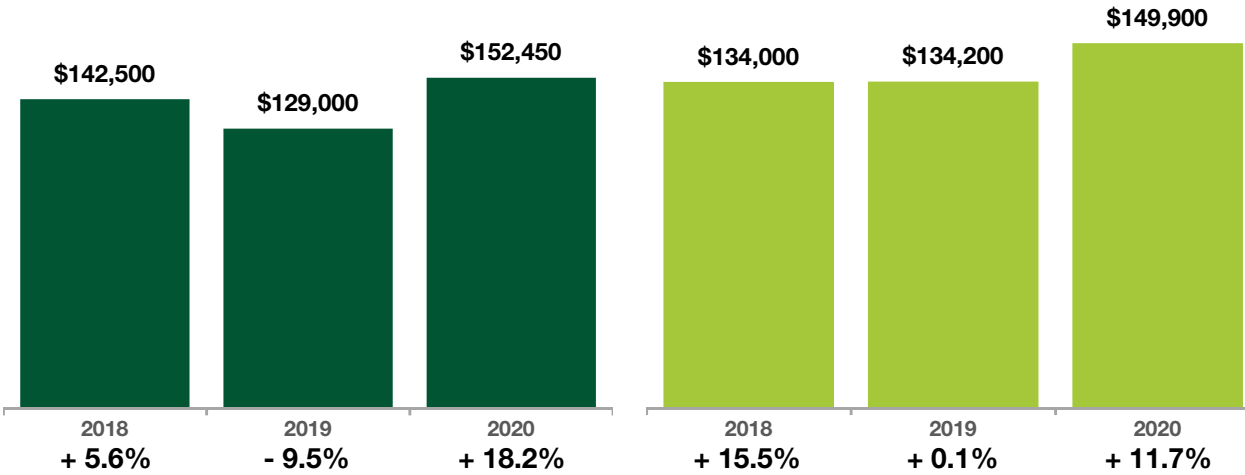
Median Sales Price

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



April

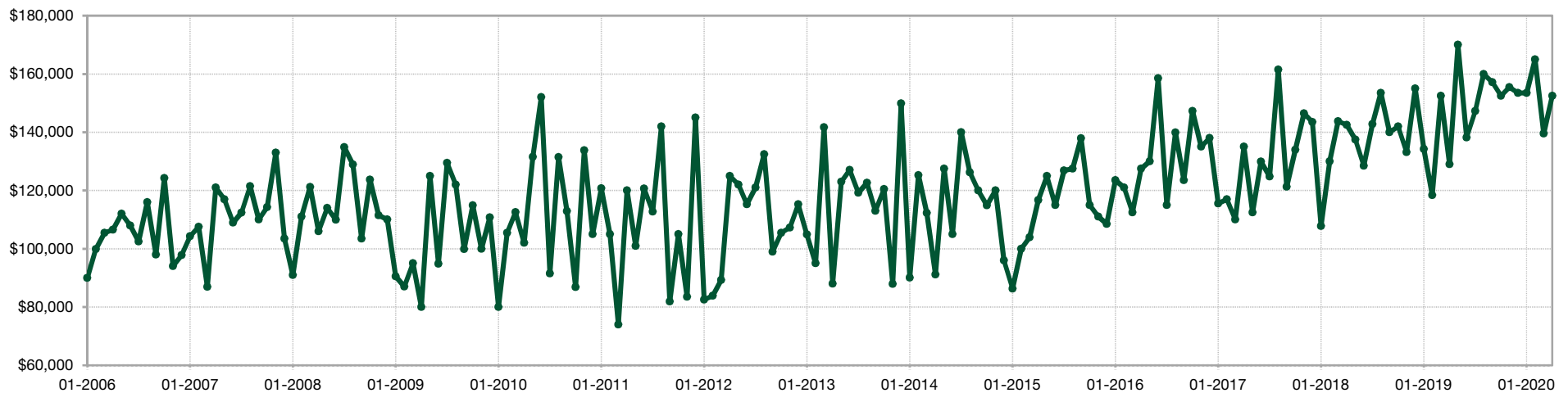
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2020	\$165,000	\$118,450	+39.3%
March 2020	\$139,500	\$152,500	-8.5%
April 2020	\$152,450	\$129,000	+18.2%
12-Month Med*	\$152,500	\$140,000	+8.9%

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

Historical Median Sales Price by Month

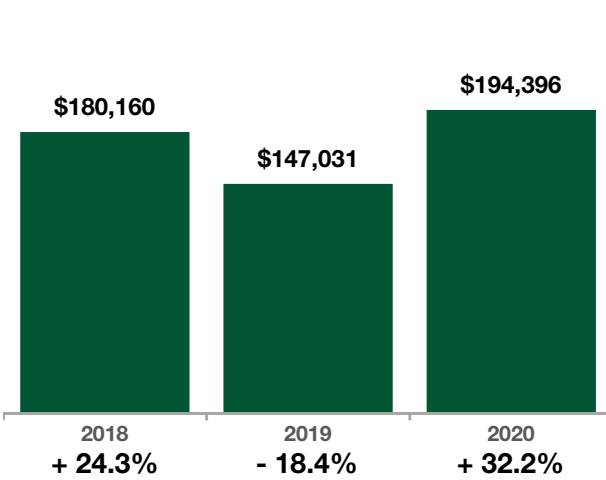


Average Sales Price

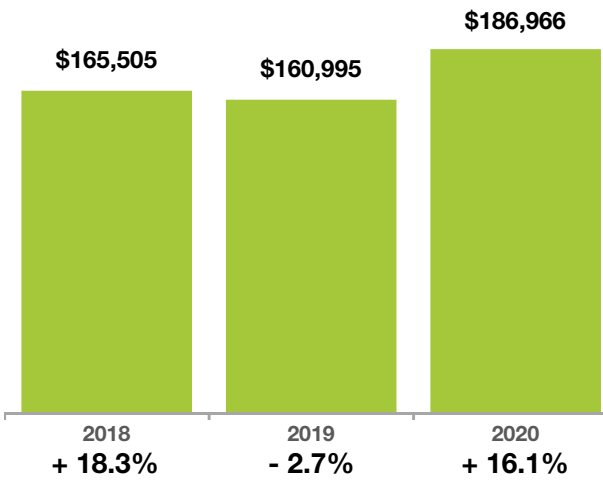
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



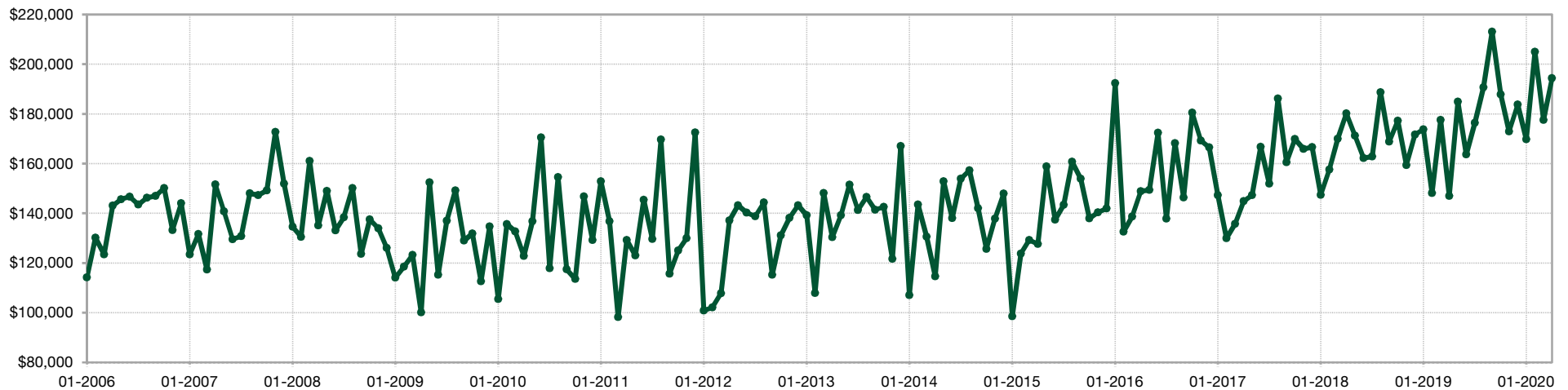
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
February 2020	\$205,019	\$148,177	+38.4%
March 2020	\$177,569	\$177,565	+0.0%
April 2020	\$194,396	\$147,031	+32.2%
12-Month Avg*	\$185,025	\$167,402	+10.5%

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

Historical Average Sales Price by Month

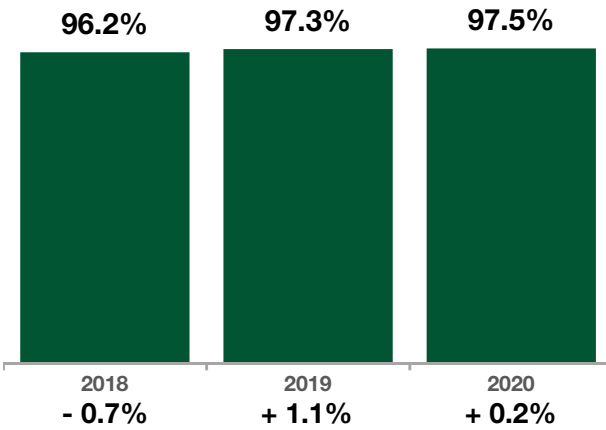


Percent of List Price Received

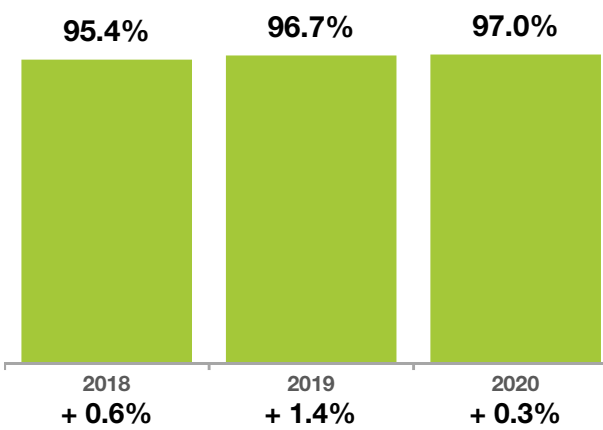
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



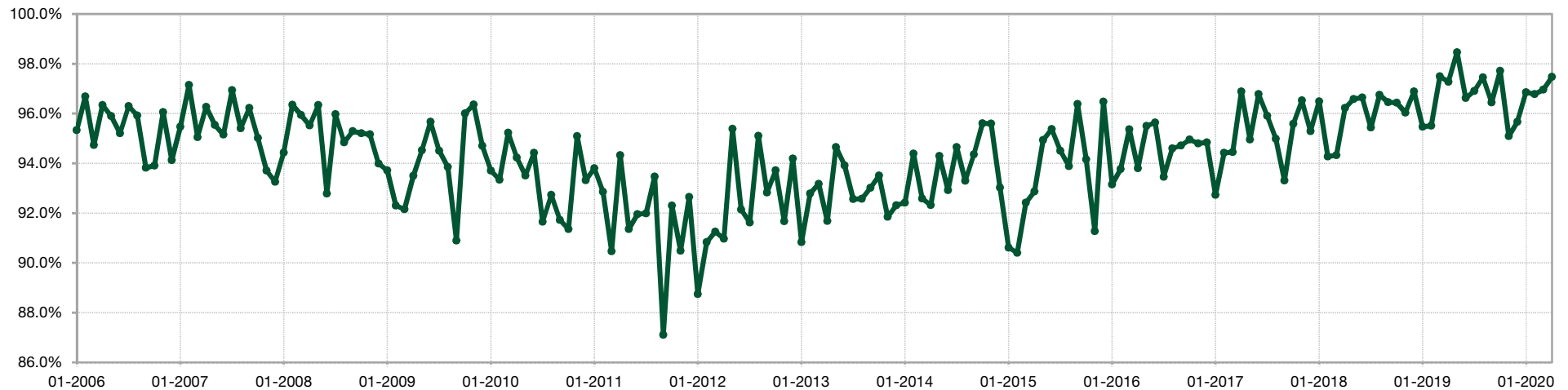
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
February 2020	96.8%	95.5%	+1.4%
March 2020	97.0%	97.5%	-0.5%
April 2020	97.5%	97.3%	+0.2%
12-Month Avg*	96.9%	96.5%	+0.4%

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

Historical Percent of List Price Received by Month

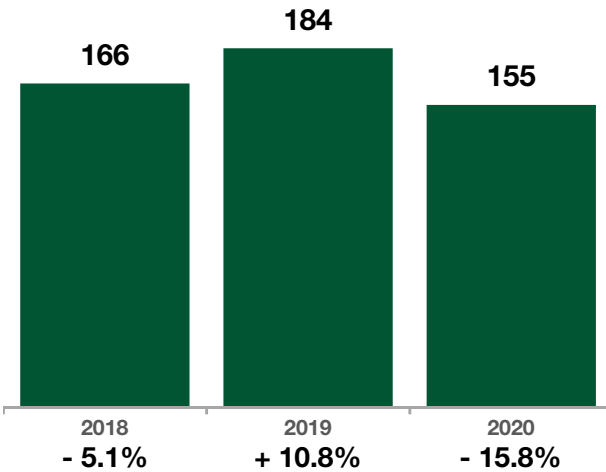


Housing Affordability Index

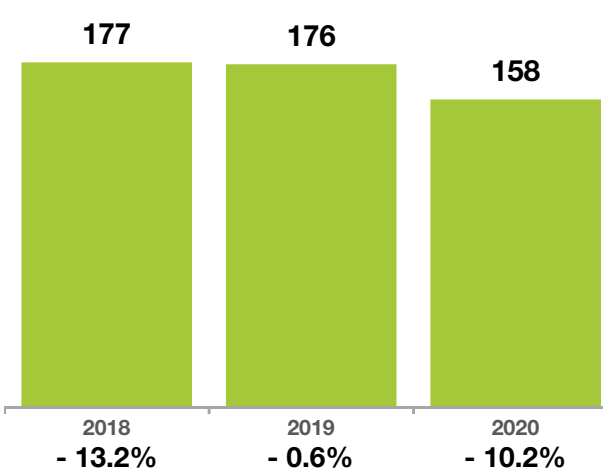
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

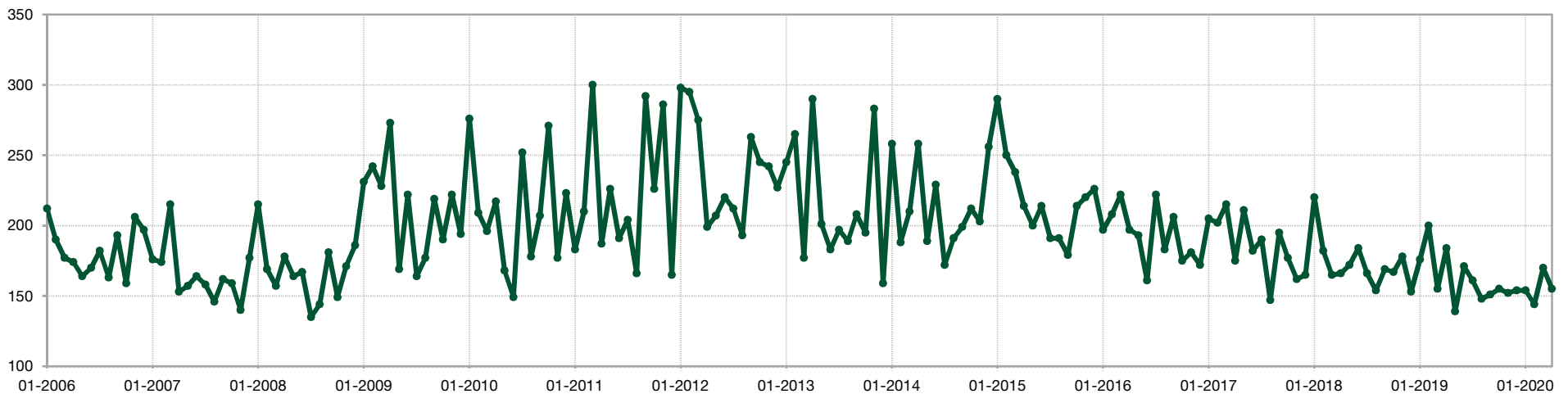


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2020	144	200	-28.0%
March 2020	170	155	+9.7%
April 2020	155	184	-15.8%
12-Month Avg	155	172	-9.9%

Historical Housing Affordability Index by Month

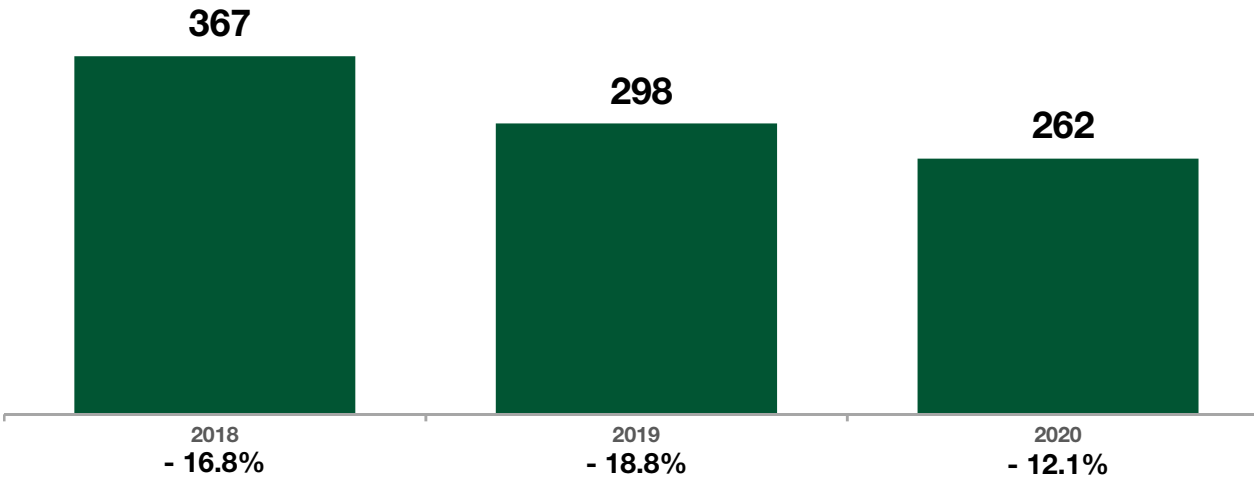


Inventory of Homes for Sale

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



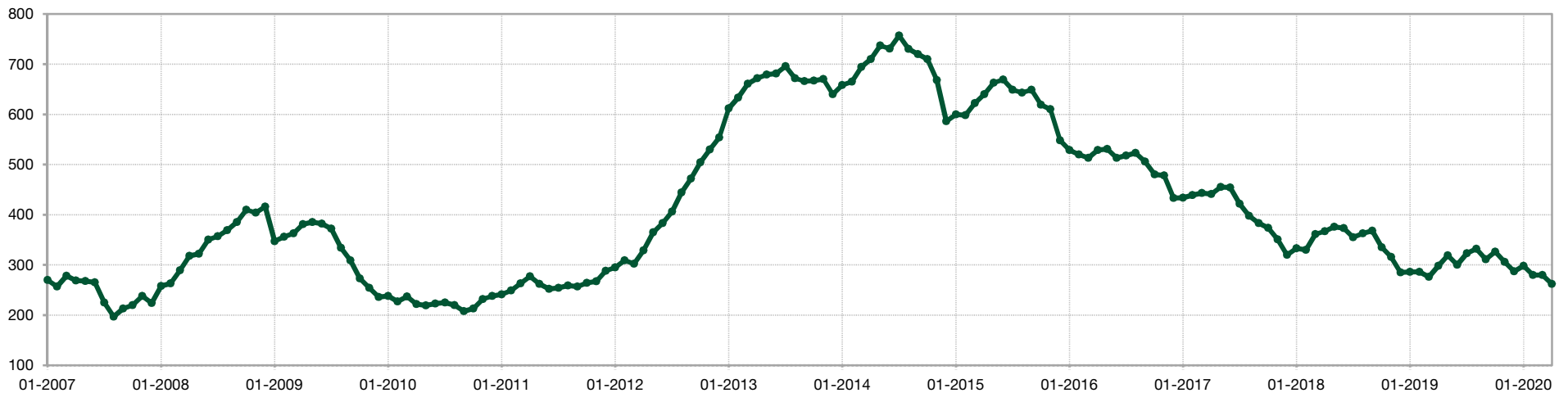
April



	Homes for Sale	Prior Year	Percent Change
May 2019	319	376	-15.2%
June 2019	300	373	-19.6%
July 2019	323	355	-9.0%
August 2019	332	363	-8.5%
September 2019	311	368	-15.5%
October 2019	326	335	-2.7%
November 2019	306	316	-3.2%
December 2019	287	285	+0.7%
January 2020	298	286	+4.2%
February 2020	280	286	-2.1%
March 2020	280	276	+1.4%
April 2020	262	298	-12.1%
12-Month Avg*	302	287	+5.2%

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

Historical Inventory of Homes for Sale by Month

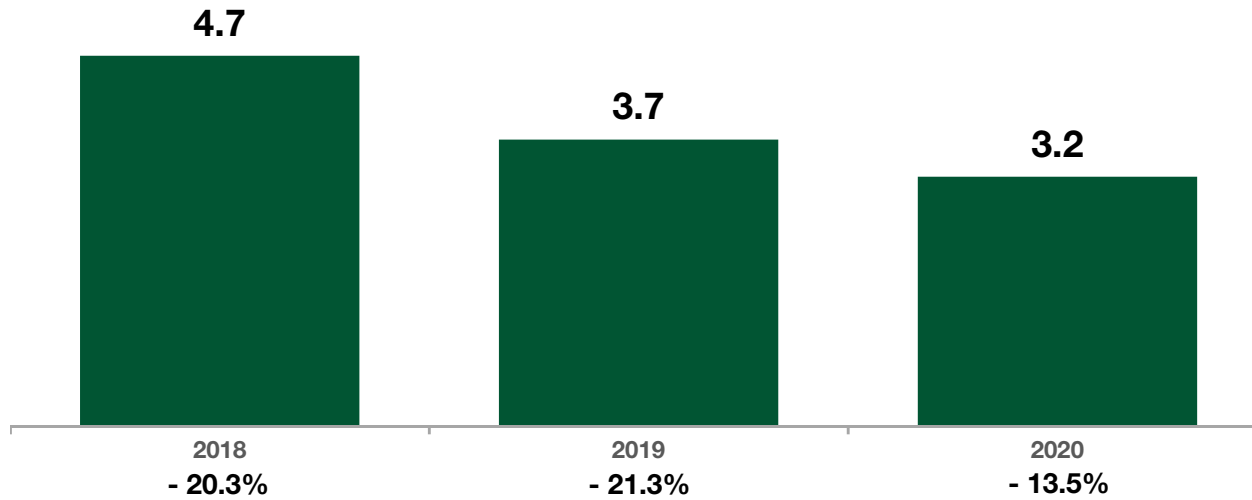


Months Supply of Inventory

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.



April



Months Supply	Prior Year	Percent Change	
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	3.6	3.7	-2.7%
February 2020	3.3	3.7	-10.8%
March 2020	3.4	3.4	0.0%
April 2020	3.2	3.7	-13.5%
12-Month Avg*	3.7	4.2	-11.9%

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

Historical Months Supply of Inventory by Month

