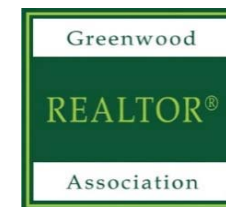


# Monthly Indicators



## May 2020

While the effects of COVID-19 in the broader economy continue, real estate activity is beginning to recover across much of the country. According to Freddie Mac, mortgage rates have been below 3.3 percent for more than four weeks and are hovering near all-time lows, spurring strong interest by buyers and lifting showing activity up 4% nationally versus a year ago in the final week of May.

New Listings were down 28.8 percent to 94. Pending Sales increased 16.3 percent to 100. Inventory shrank 22.9 percent to 246 units.

Prices moved lower as Median Sales Price was down 7.4 percent to \$157,500. Days on Market decreased 4.9 percent to 97 days. Months Supply of Inventory was down 25.0 percent to 3.0 months, indicating that demand increased relative to supply.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

## Quick Facts

**- 33.7%**      **- 7.4%**      **- 25.0%**

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.



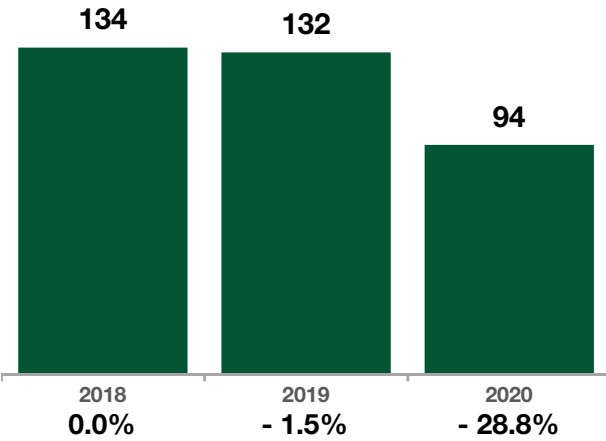
Key Metrics	Historical Sparkbars			05-2019	05-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	05-2018	05-2019	05-2020						
New Listings				132	<b>94</b>	- 28.8%	586	<b>521</b>	- 11.1%
Pending Sales				86	<b>100</b>	+ 16.3%	432	<b>438</b>	+ 1.4%
Closed Sales				98	<b>65</b>	- 33.7%	366	<b>375</b>	+ 2.5%
Days on Market				102	<b>97</b>	- 4.9%	104	<b>102</b>	- 1.9%
Median Sales Price				\$170,000	<b>\$157,500</b>	- 7.4%	\$140,000	<b>\$150,000</b>	+ 7.1%
Average Sales Price				\$184,926	<b>\$175,961</b>	- 4.8%	\$167,438	<b>\$184,496</b>	+ 10.2%
Pct. of List Price Received				98.5%	<b>97.4%</b>	- 1.1%	97.2%	<b>97.1%</b>	- 0.1%
Housing Affordability Index				139	<b>150</b>	+ 7.9%	169	<b>158</b>	- 6.5%
Inventory of Homes for Sale				319	<b>246</b>	- 22.9%	--	<b>--</b>	--
Months Supply of Inventory				4.0	<b>3.0</b>	- 25.0%	--	<b>--</b>	--

# New Listings

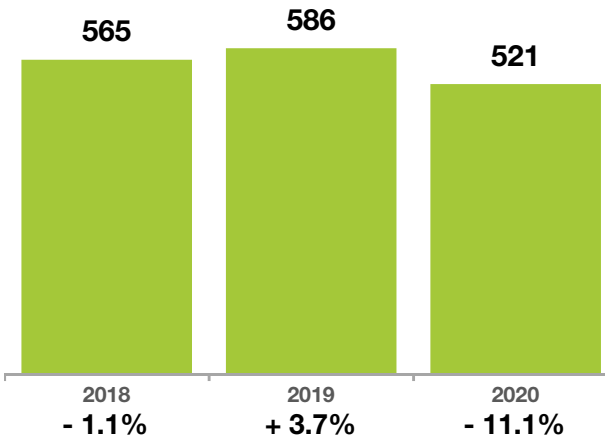
A count of the properties that have been newly listed on the market in a given month.



## May

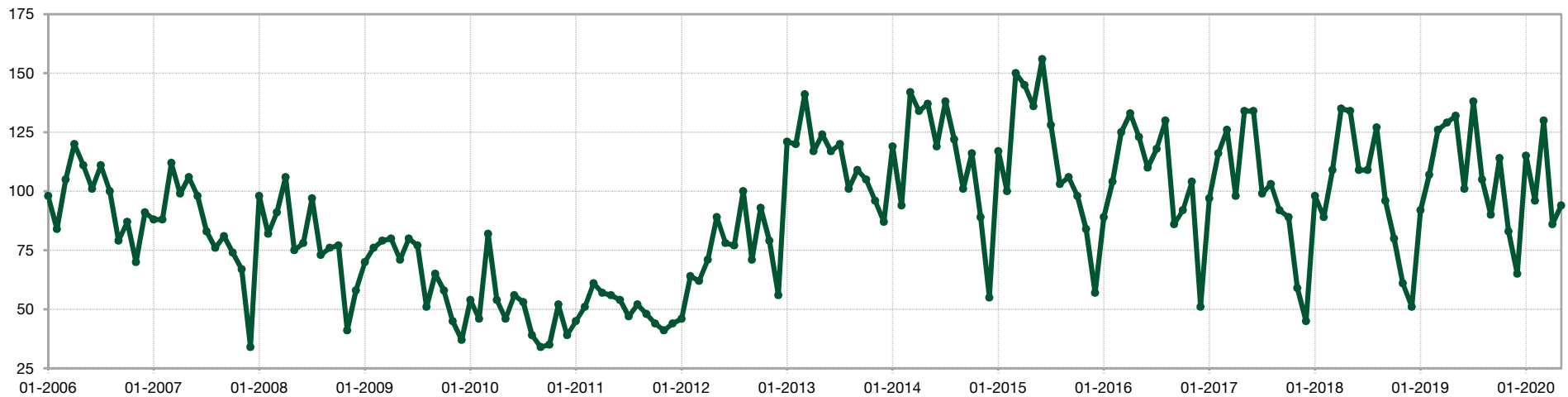


## Year to Date



	New Listings	Prior Year	Percent Change
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	115	92	+25.0%
February 2020	96	107	-10.3%
March 2020	130	126	+3.2%
April 2020	86	129	-33.3%
<b>May 2020</b>	<b>94</b>	<b>132</b>	<b>-28.8%</b>
12-Month Avg	101	102	-0.2%

## Historical New Listings by Month

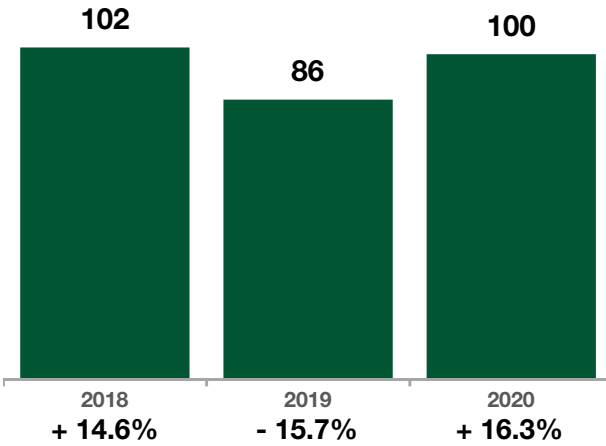


# Pending Sales

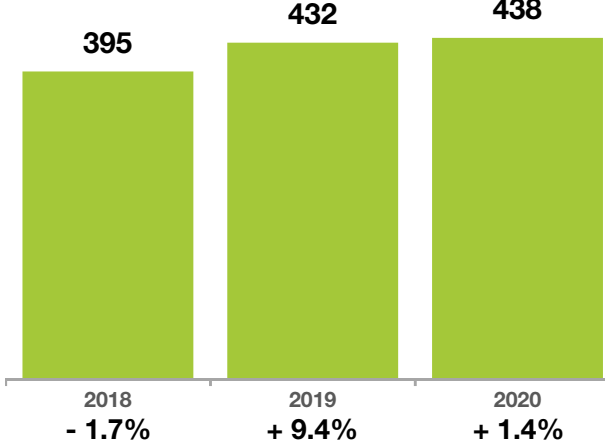
A count of the properties on which offers have been accepted in a given month.



## May

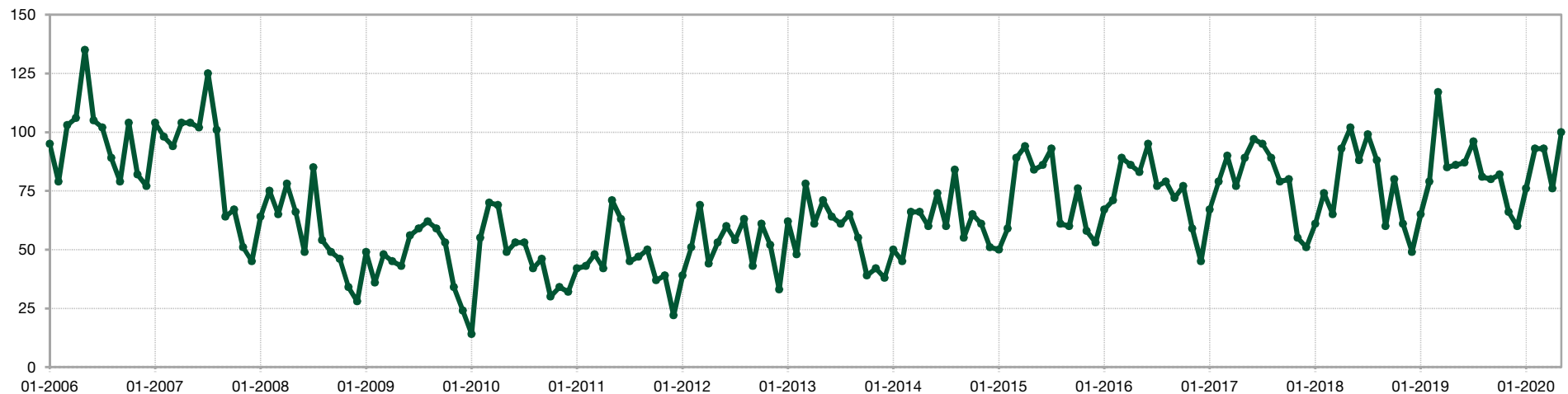


## Year to Date



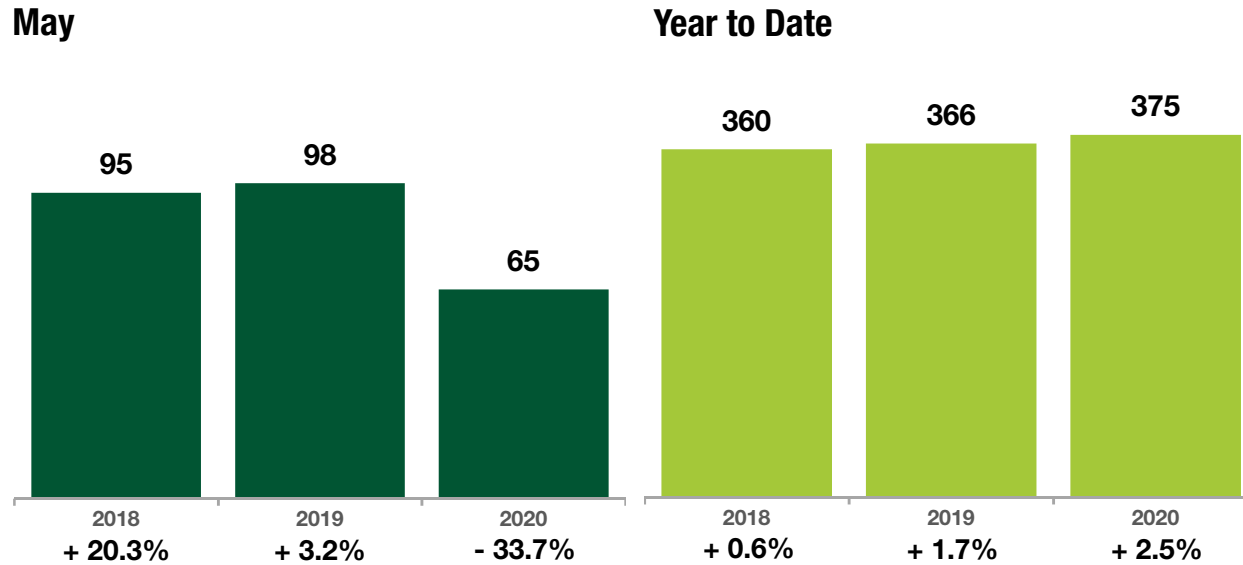
	Pending Sales	Prior Year	Percent Change
June 2019	87	88	-1.1%
July 2019	96	99	-3.0%
August 2019	81	88	-8.0%
September 2019	80	60	+33.3%
October 2019	82	80	+2.5%
November 2019	66	61	+8.2%
December 2019	60	49	+22.4%
January 2020	76	65	+16.9%
February 2020	93	79	+17.7%
March 2020	93	117	-20.5%
April 2020	76	85	-10.6%
<b>May 2020</b>	<b>100</b>	<b>86</b>	<b>+16.3%</b>
12-Month Avg	83	80	+3.4%

## Historical Pending Sales by Month



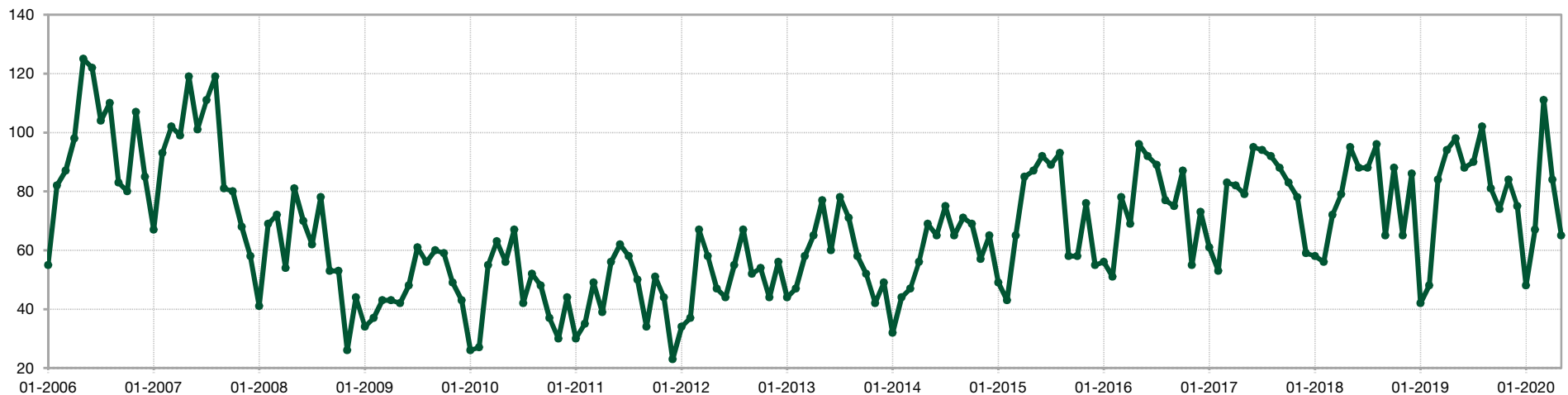
# Closed Sales

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



	Closed Sales	Prior Year	Percent Change
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	111	84	+32.1%
April 2020	84	94	-10.6%
<b>May 2020</b>	<b>65</b>	<b>98</b>	<b>-33.7%</b>
12-Month Avg	81	79	+2.9%

## Historical Closed Sales by Month

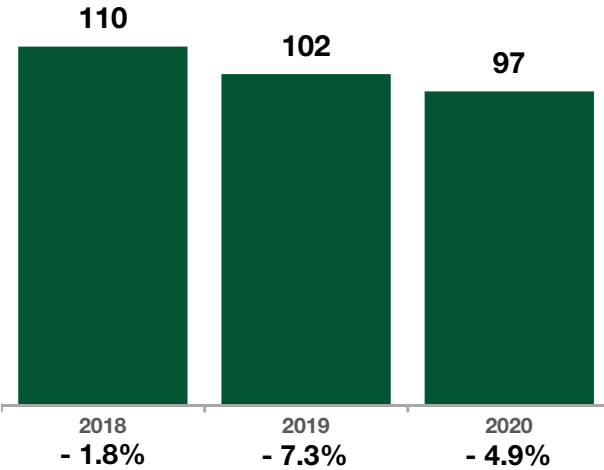


# Days on Market Until Sale

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



## May



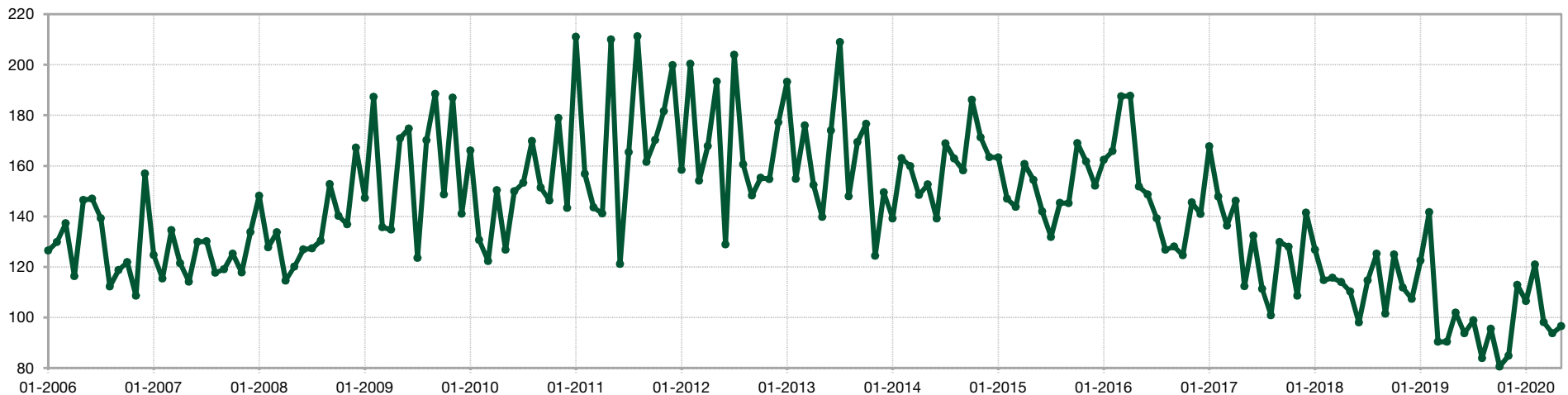
## Year to Date



	Days on Market	Prior Year	Percent Change
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%
February 2020	121	142	-14.8%
March 2020	98	90	+8.9%
April 2020	94	90	+4.4%
<b>May 2020</b>	<b>97</b>	<b>102</b>	<b>-4.9%</b>
12-Month Avg*	96	109	-11.9%

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

## Historical Days on Market Until Sale by Month

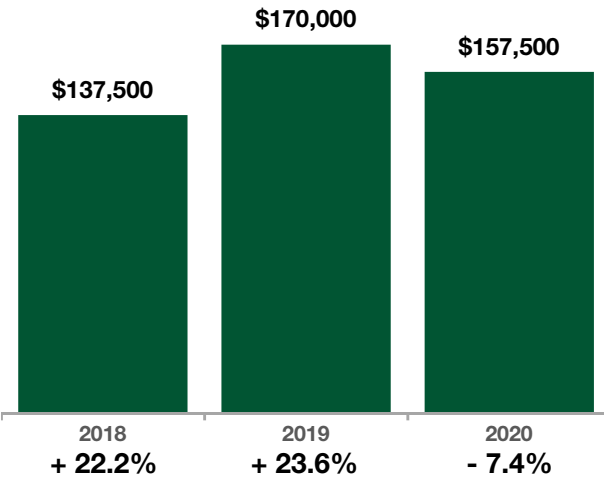


# Median Sales Price

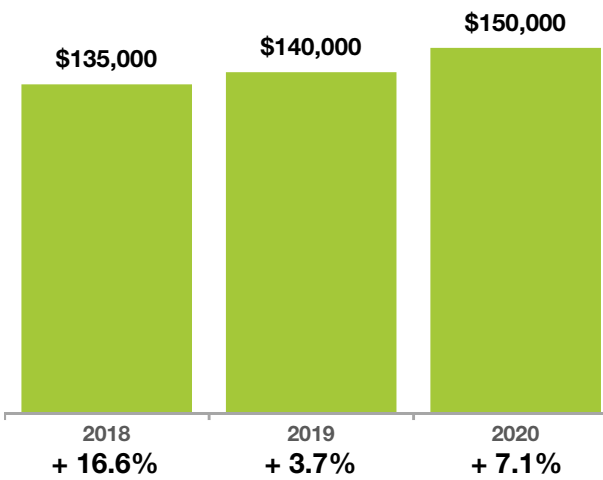
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



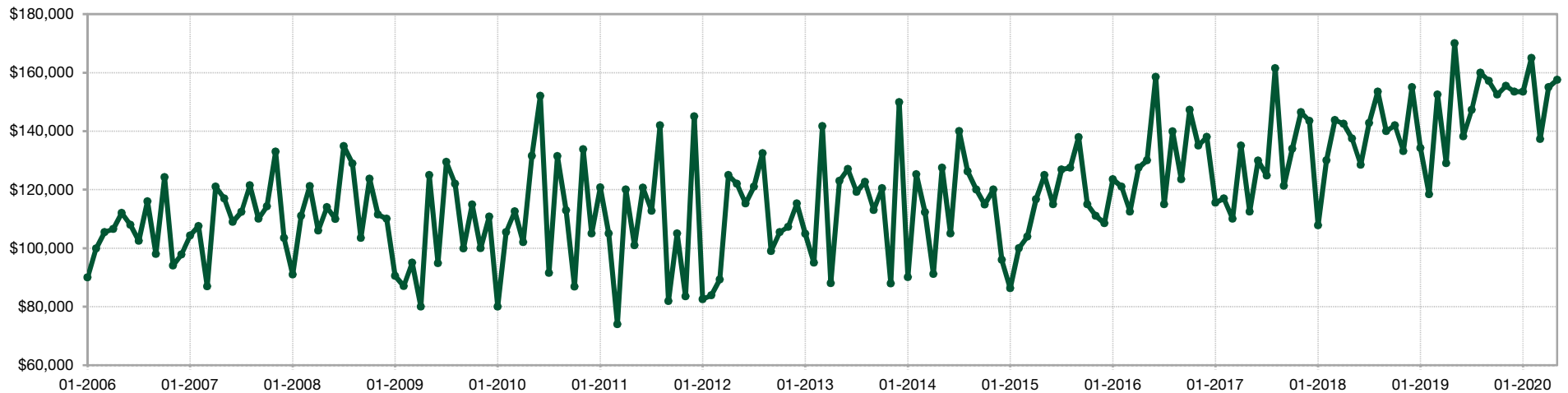
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$137,250	\$152,500	-10.0%
April 2020	\$155,000	\$129,000	+20.2%
<b>May 2020</b>	<b>\$157,500</b>	<b>\$170,000</b>	<b>-7.4%</b>
12-Month Med*	\$151,000	\$142,500	+6.0%

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

## Historical Median Sales Price by Month

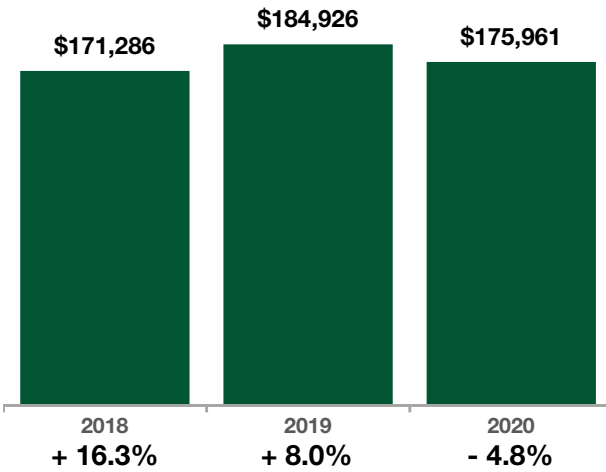


# Average Sales Price

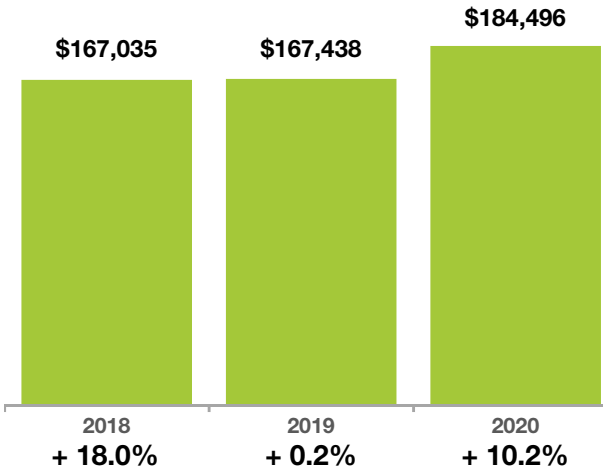
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



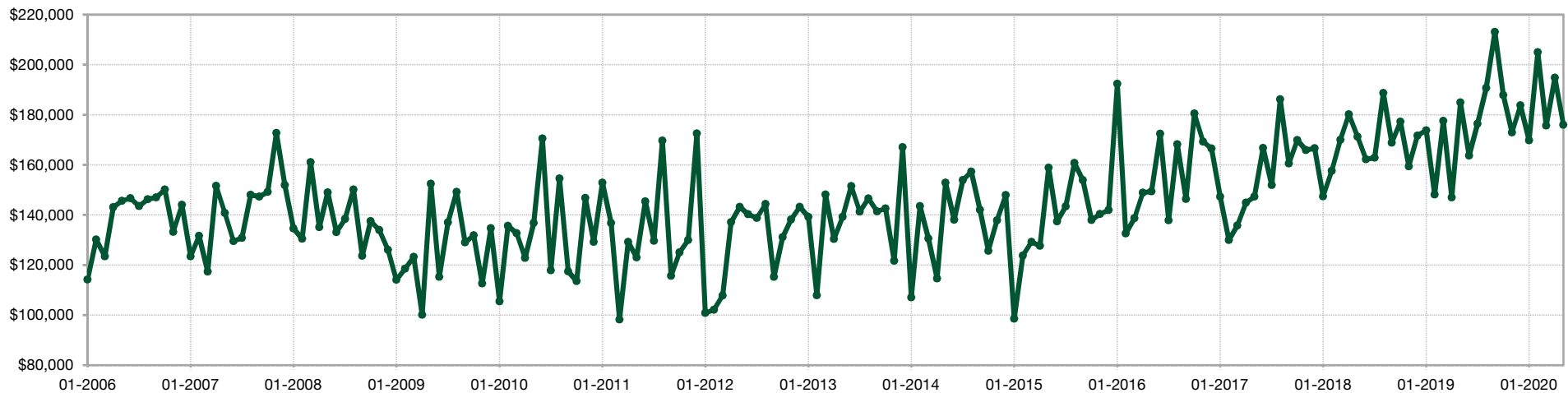
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$175,693	\$177,565	-1.1%
April 2020	\$194,764	\$147,031	+32.5%
<b>May 2020</b>	<b>\$175,961</b>	<b>\$184,926</b>	<b>-4.8%</b>
12-Month Avg*	\$184,153	\$168,539	+9.3%

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

## Historical Average Sales Price by Month



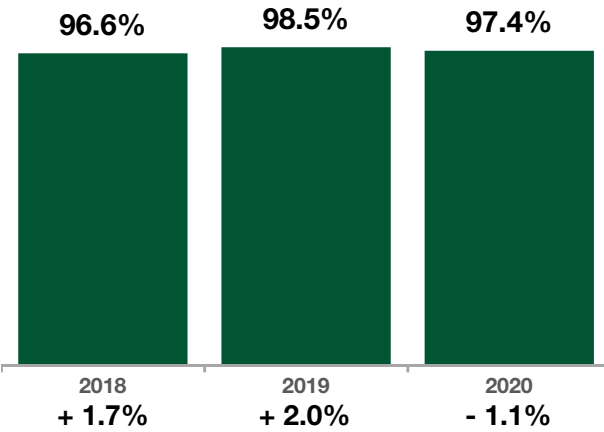


# Percent of List Price Received

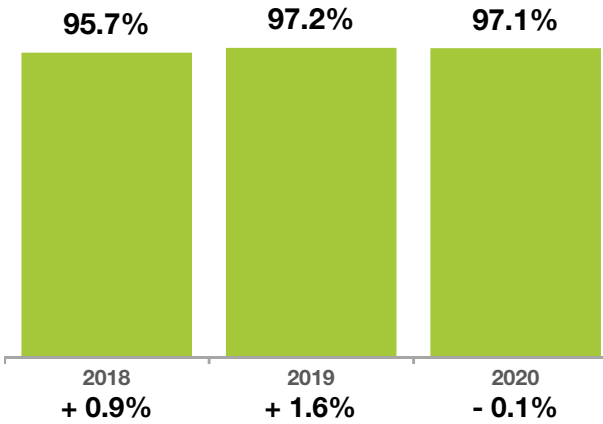
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



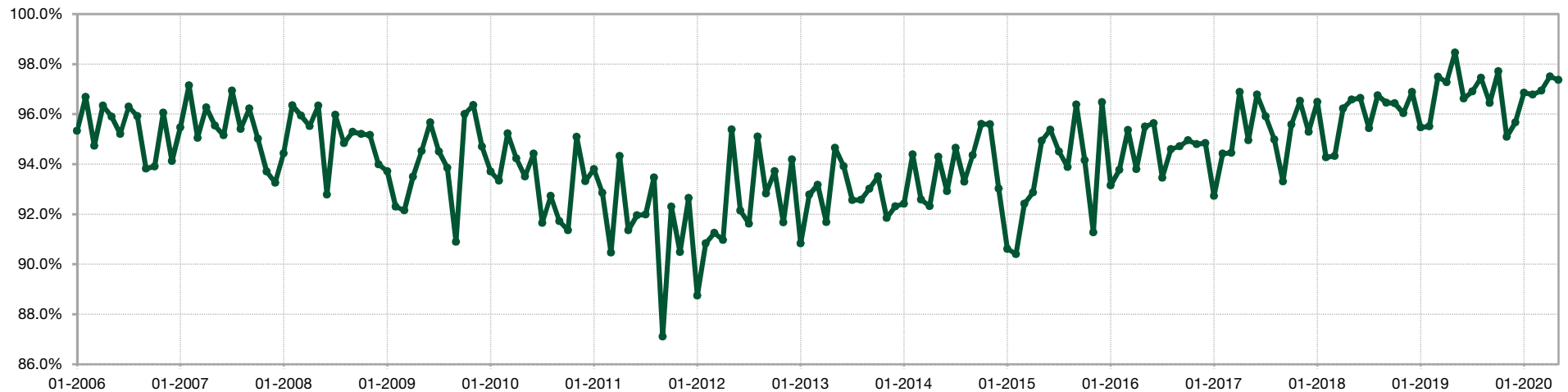
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.9%	97.5%	-0.6%
April 2020	97.5%	97.3%	+0.2%
<b>May 2020</b>	<b>97.4%</b>	<b>98.5%</b>	<b>-1.1%</b>
12-Month Avg*	96.8%	96.7%	+0.1%

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

## Historical Percent of List Price Received by Month



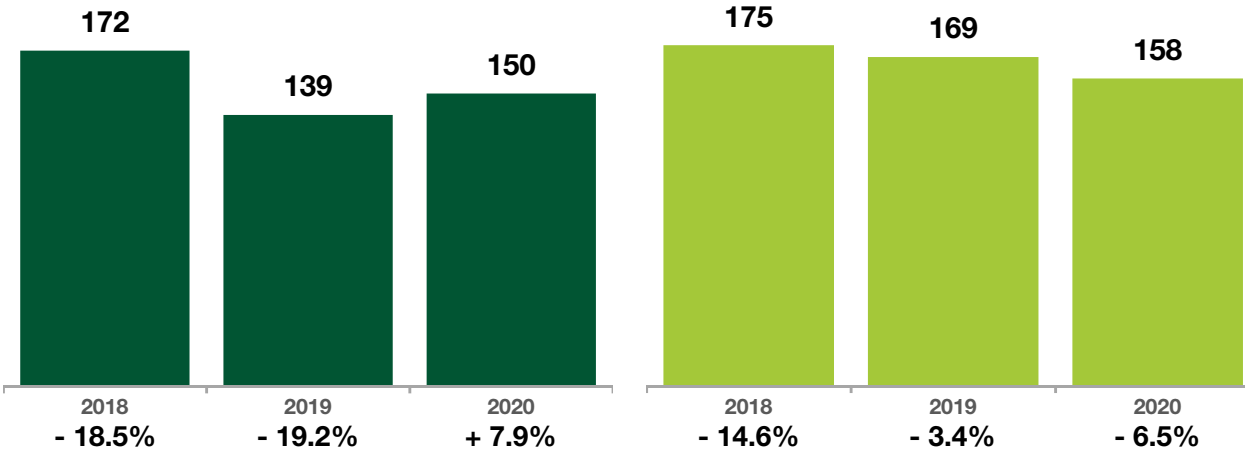
# Housing Affordability Index

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.



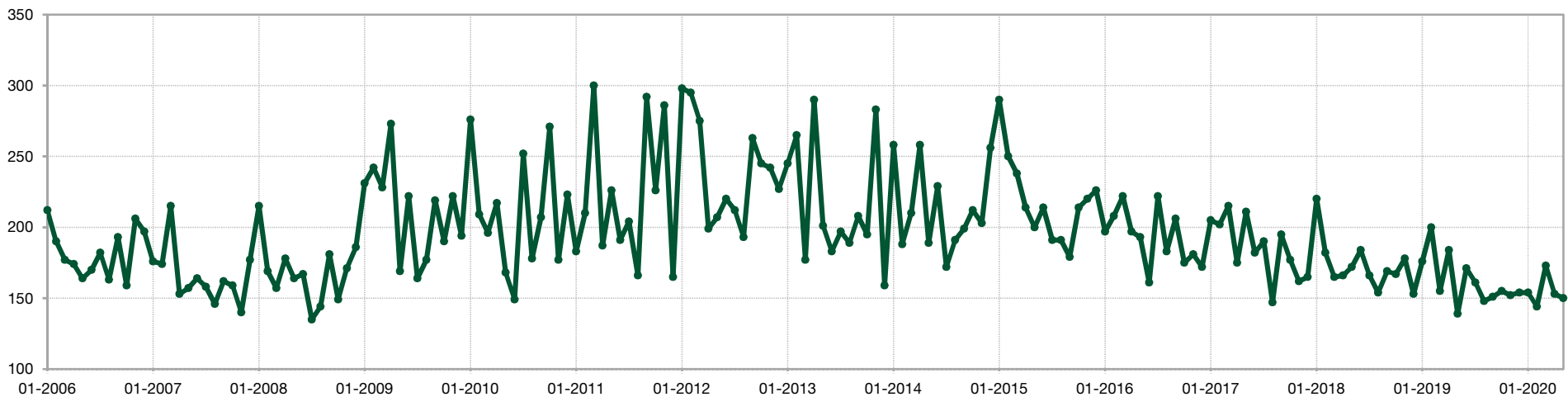
## May

## Year to Date



	Affordability Index	Prior Year	Percent Change
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	173	155	+11.6%
April 2020	153	184	-16.8%
<b>May 2020</b>	<b>150</b>	<b>139</b>	<b>+7.9%</b>
12-Month Avg	156	169	-7.9%

## Historical Housing Affordability Index by Month

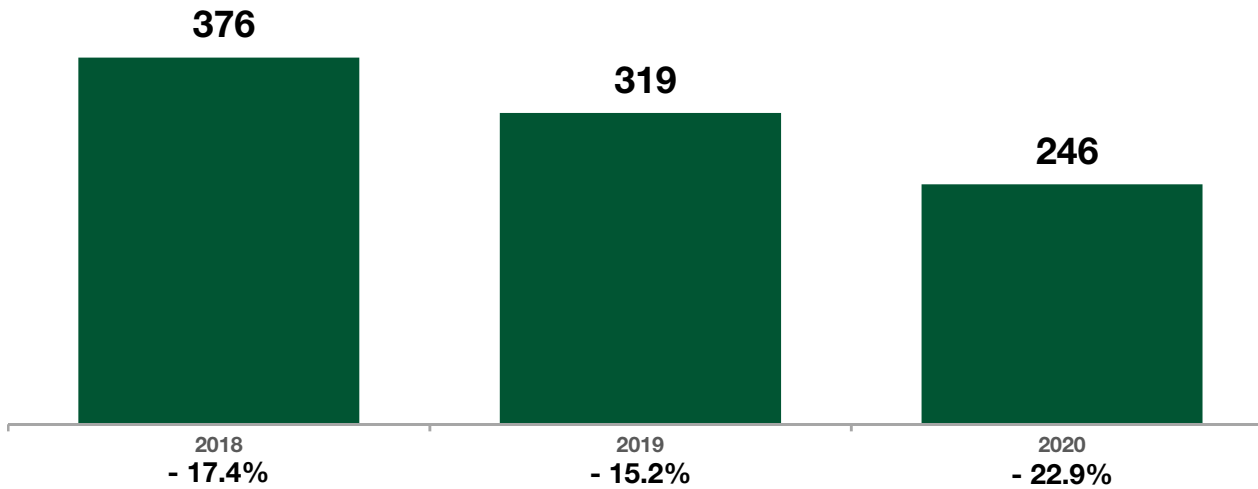


# Inventory of Homes for Sale

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



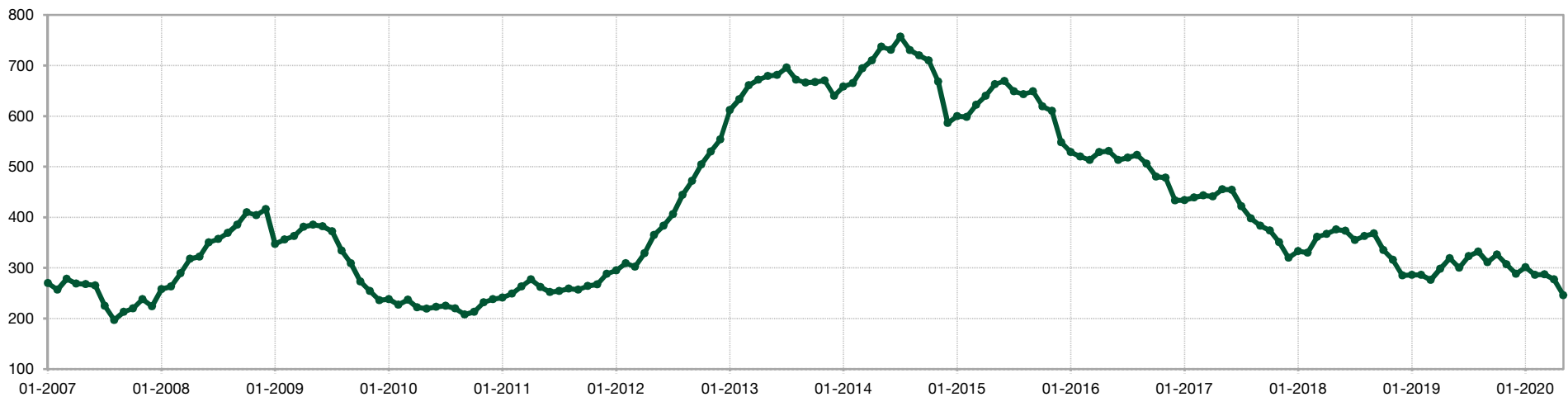
## May



	Homes for Sale	Prior Year	Percent Change
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	307	316	-2.8%
December 2019	288	285	+1.1%
January 2020	301	286	+5.2%
February 2020	286	286	0.0%
March 2020	287	276	+4.0%
April 2020	277	298	-7.0%
<b>May 2020</b>	<b>246</b>	<b>319</b>	<b>-22.9%</b>
12-Month Avg*	299	309	-3.1%

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

## Historical Inventory of Homes for Sale by Month

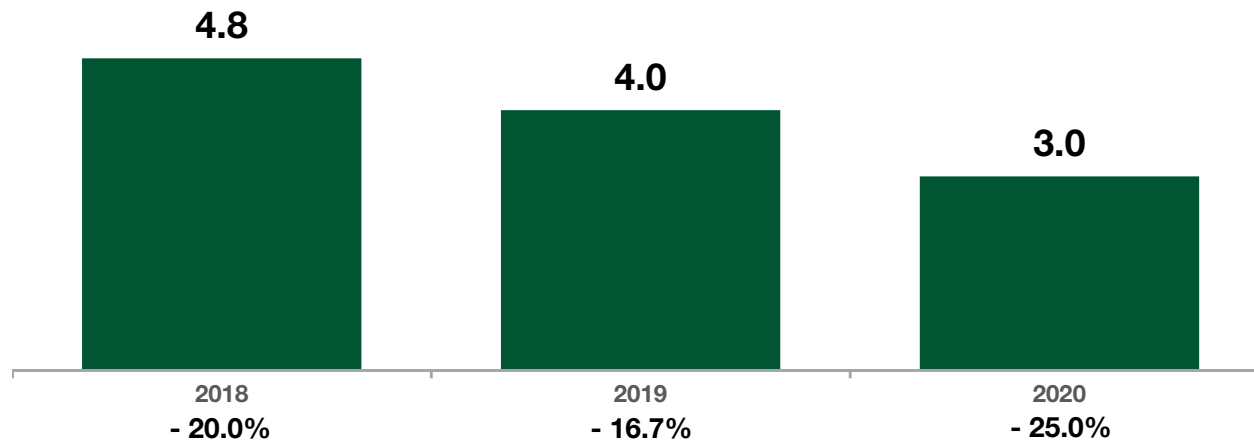


# Months Supply of Inventory

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.



## May



Months Supply		Prior Year	Percent Change
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	3.4	3.7	-8.1%
March 2020	3.5	3.4	+2.9%
April 2020	3.4	3.7	-8.1%
<b>May 2020</b>	<b>3.0</b>	<b>4.0</b>	<b>-25.0%</b>
12-Month Avg*	3.7	4.1	-9.8%

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

## Historical Months Supply of Inventory by Month

