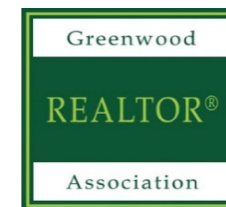


Monthly Indicators



June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings were down 4.0 percent to 97. Pending Sales increased 43.7 percent to 125. Inventory shrank 30.7 percent to 208 units.

Prices moved higher as Median Sales Price was up 29.3 percent to \$178,750. Days on Market decreased 4.3 percent to 90 days. Months Supply of Inventory was down 36.8 percent to 2.4 months, indicating that demand increased relative to supply.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Quick Facts

+ 13.6% **+ 29.3%** **- 36.8%**

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 |
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| 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.



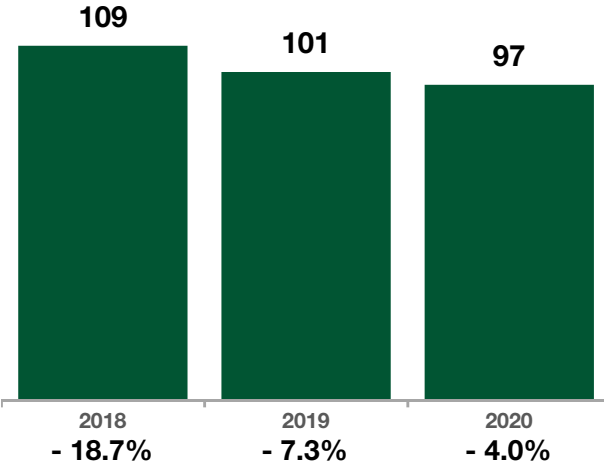
| Key Metrics | Historical Sparkbars | | | 06-2019 | 06-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|-----------------------------|----------------------|---------|---------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 06-2018 | 06-2019 | 06-2020 | | | | | | |
| New Listings | | | | 101 | 97 | - 4.0% | 687 | 627 | - 8.7% |
| Pending Sales | | | | 87 | 125 | + 43.7% | 519 | 559 | + 7.7% |
| Closed Sales | | | | 88 | 100 | + 13.6% | 454 | 481 | + 5.9% |
| Days on Market | | | | 94 | 90 | - 4.3% | 102 | 100 | - 2.0% |
| Median Sales Price | | | | \$138,200 | \$178,750 | + 29.3% | \$140,000 | \$157,000 | + 12.1% |
| Average Sales Price | | | | \$163,711 | \$197,918 | + 20.9% | \$166,713 | \$187,129 | + 12.2% |
| Pct. of List Price Received | | | | 96.6% | 96.8% | + 0.2% | 97.1% | 97.0% | - 0.1% |
| Housing Affordability Index | | | | 171 | 133 | - 22.2% | 169 | 151 | - 10.7% |
| Inventory of Homes for Sale | | | | 300 | 208 | - 30.7% | -- | -- | -- |
| Months Supply of Inventory | | | | 3.8 | 2.4 | - 36.8% | -- | -- | -- |

New Listings

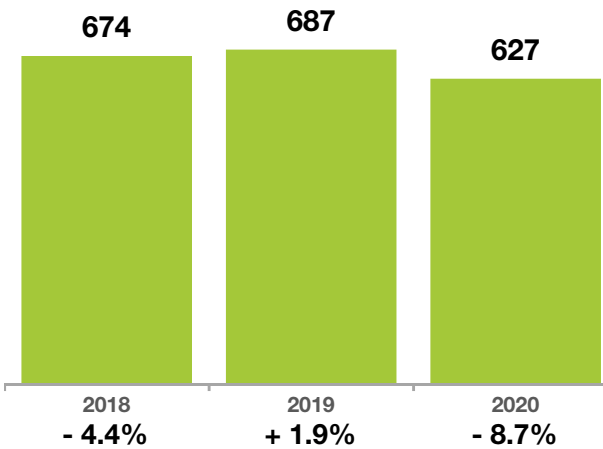
A count of the properties that have been newly listed on the market in a given month.



June

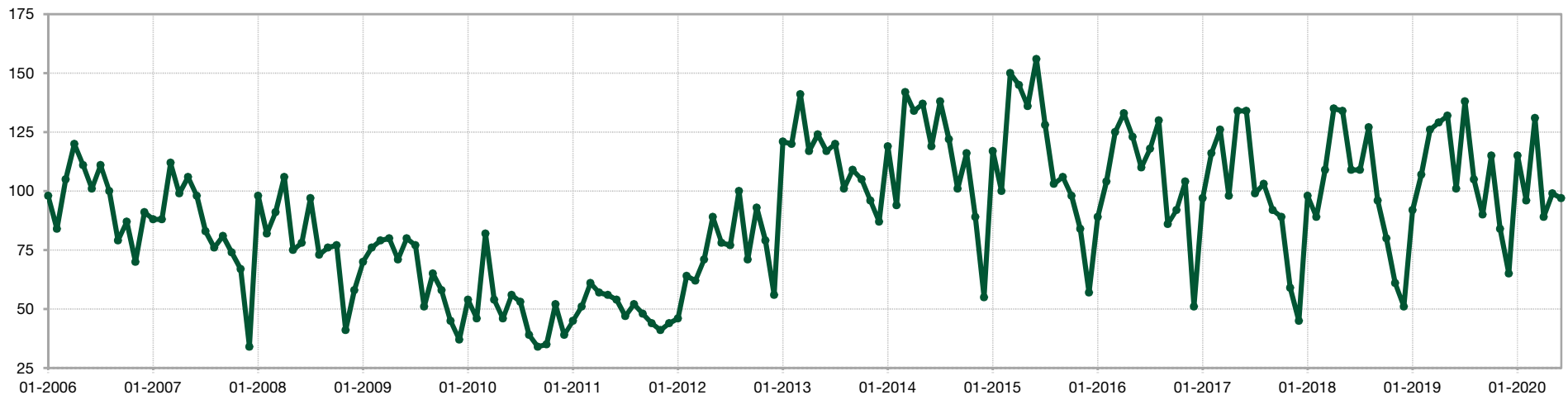


Year to Date



| | New Listings | Prior Year | Percent Change |
|------------------|--------------|------------|----------------|
| July 2019 | 138 | 109 | +26.6% |
| August 2019 | 105 | 127 | -17.3% |
| September 2019 | 90 | 96 | -6.3% |
| October 2019 | 115 | 80 | +43.8% |
| November 2019 | 84 | 61 | +37.7% |
| December 2019 | 65 | 51 | +27.5% |
| January 2020 | 115 | 92 | +25.0% |
| February 2020 | 96 | 107 | -10.3% |
| March 2020 | 131 | 126 | +4.0% |
| April 2020 | 89 | 129 | -31.0% |
| May 2020 | 99 | 132 | -25.0% |
| June 2020 | 97 | 101 | -4.0% |
| 12-Month Avg | 102 | 101 | +1.1% |

Historical New Listings by Month

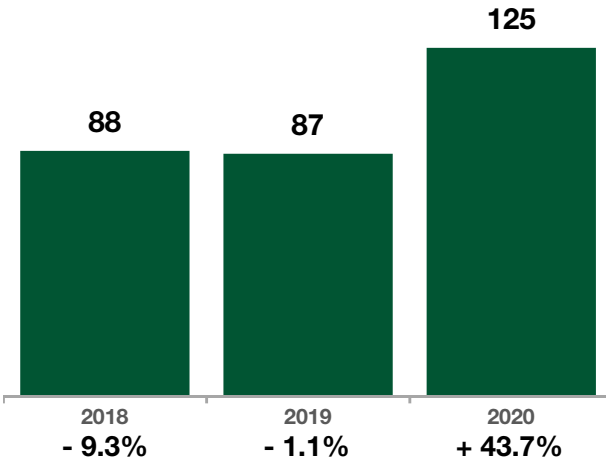


Pending Sales

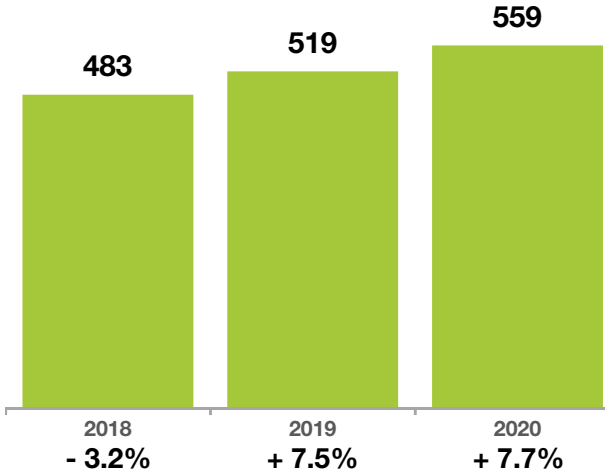
A count of the properties on which offers have been accepted in a given month.



June

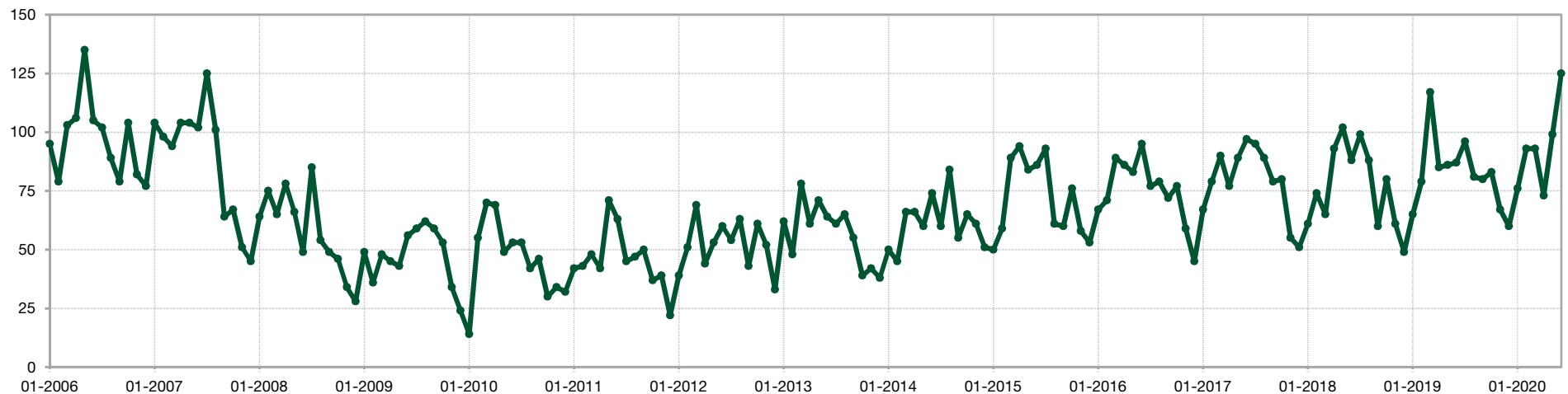


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|------------------|---------------|------------|----------------|
| July 2019 | 96 | 99 | -3.0% |
| August 2019 | 81 | 88 | -8.0% |
| September 2019 | 80 | 60 | +33.3% |
| October 2019 | 83 | 80 | +3.8% |
| November 2019 | 67 | 61 | +9.8% |
| 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 | 73 | 85 | -14.1% |
| May 2020 | 99 | 86 | +15.1% |
| June 2020 | 125 | 87 | +43.7% |
| 12-Month Avg | 86 | 80 | +7.3% |

Historical Pending Sales by Month

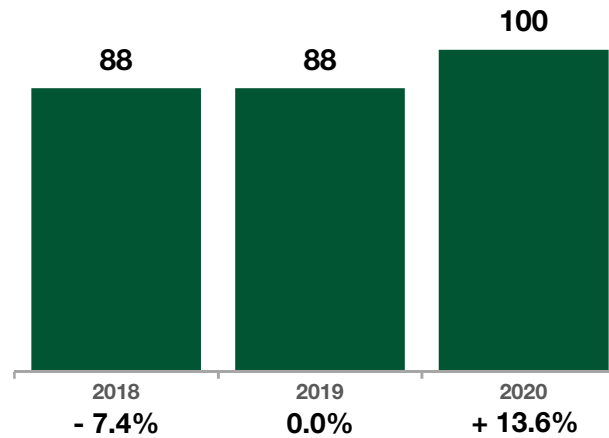


Closed Sales

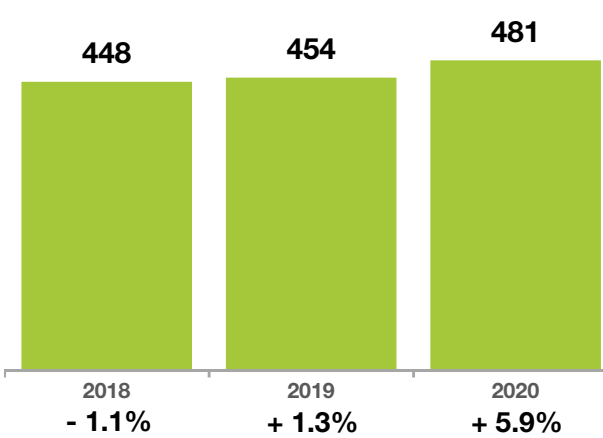
A count of the actual sales that closed in a given month.



June

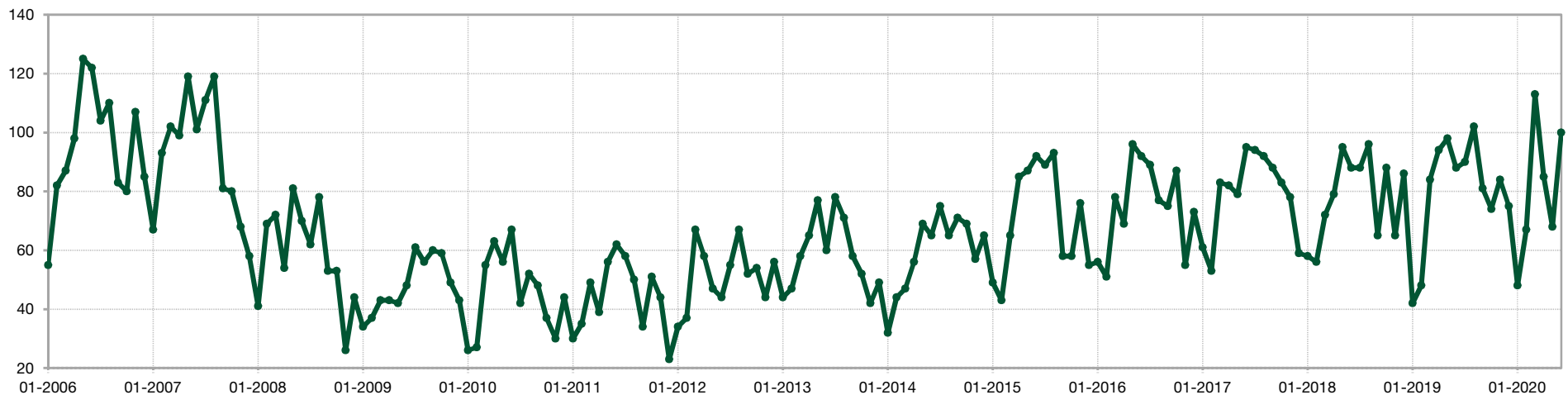


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|------------------|--------------|------------|----------------|
| 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 | 113 | 84 | +34.5% |
| April 2020 | 85 | 94 | -9.6% |
| May 2020 | 68 | 98 | -30.6% |
| June 2020 | 100 | 88 | +13.6% |
| 12-Month Avg | 82 | 79 | +4.8% |

Historical Closed Sales by Month

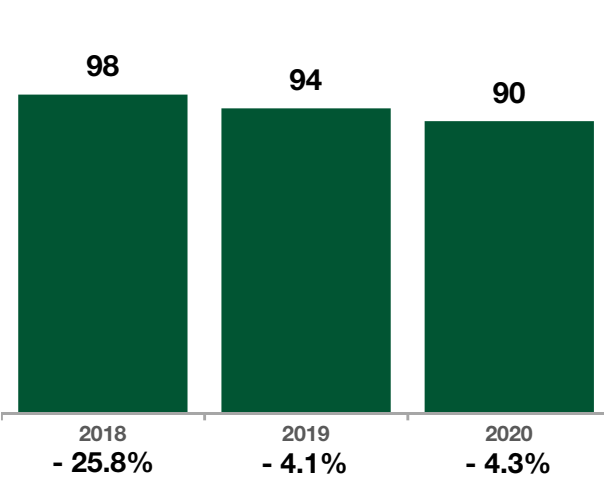


Days on Market Until Sale

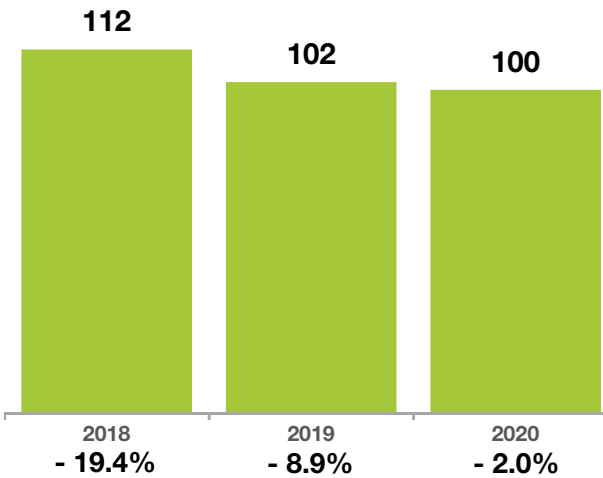
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



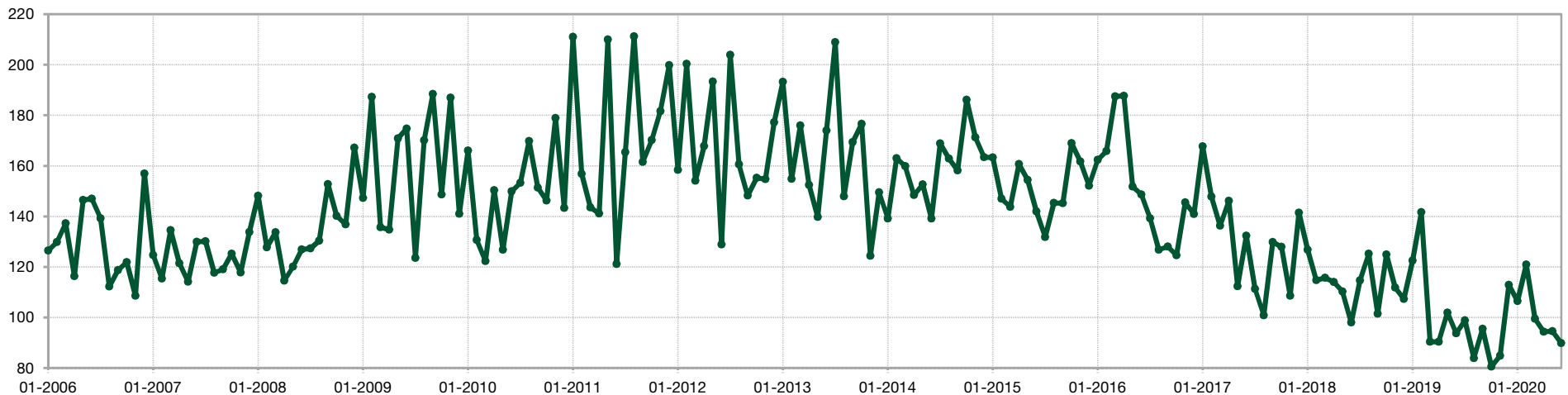
Year to Date



| Days on Market | Prior Year | Percent Change | |
|------------------|------------|----------------|--------------|
| 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 | 100 | 90 | +11.1% |
| April 2020 | 94 | 90 | +4.4% |
| May 2020 | 95 | 102 | -6.9% |
| June 2020 | 90 | 94 | -4.3% |
| 12-Month Avg* | 96 | 109 | -11.9% |

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

Historical Days on Market Until Sale by Month

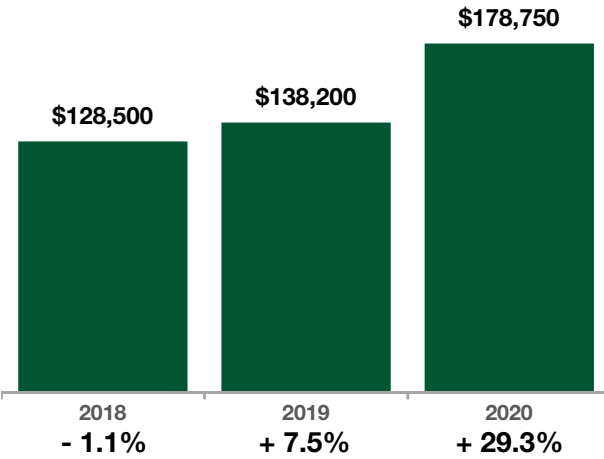


Median Sales Price

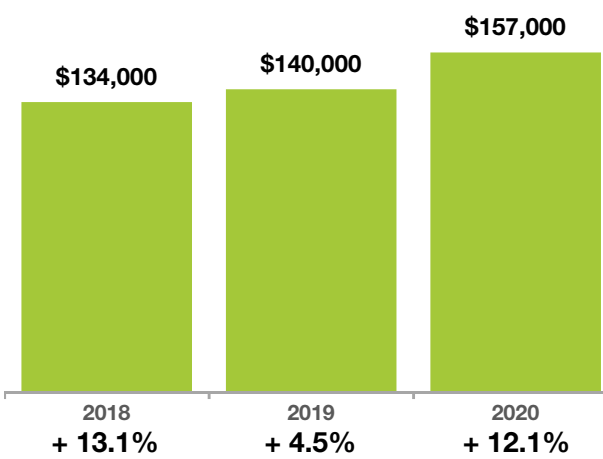
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



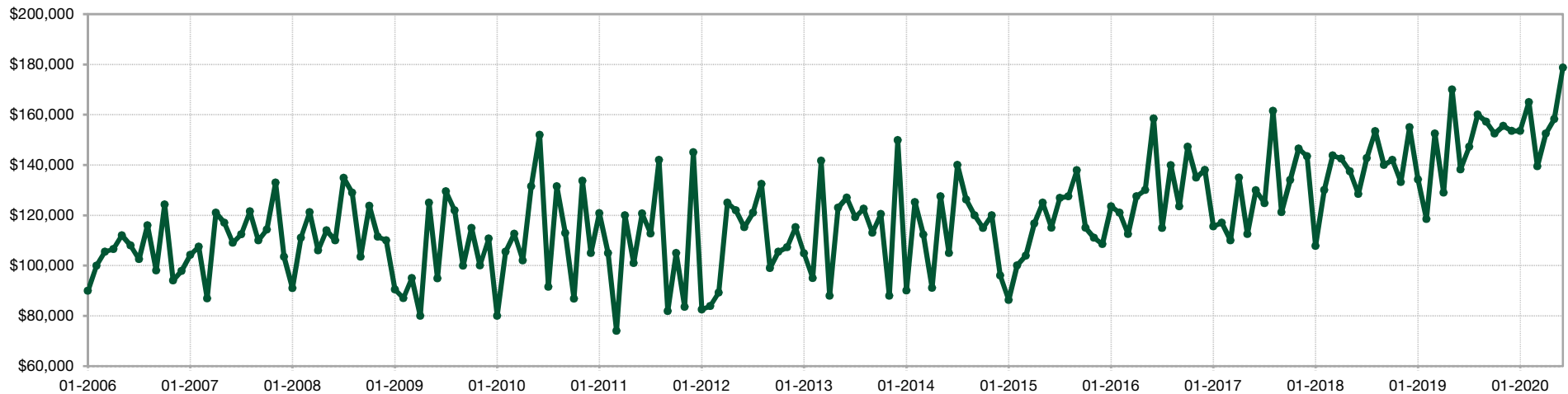
Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|------------------|--------------------|------------------|----------------|
| 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% |
| May 2020 | \$158,250 | \$170,000 | -6.9% |
| June 2020 | \$178,750 | \$138,200 | +29.3% |
| 12-Month Med* | \$155,000 | \$144,000 | +7.6% |

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

Historical Median Sales Price by Month

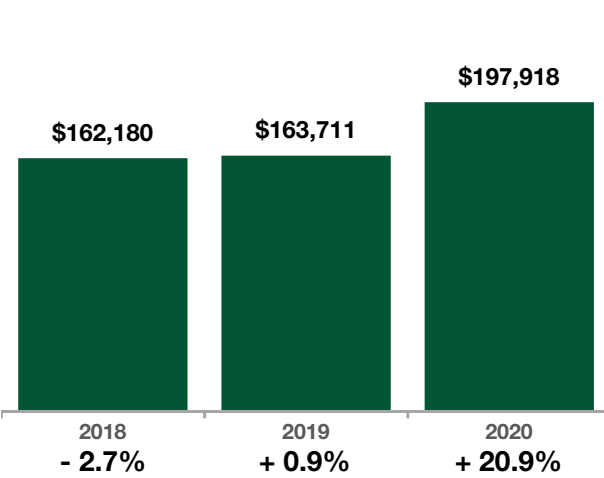


Average Sales Price

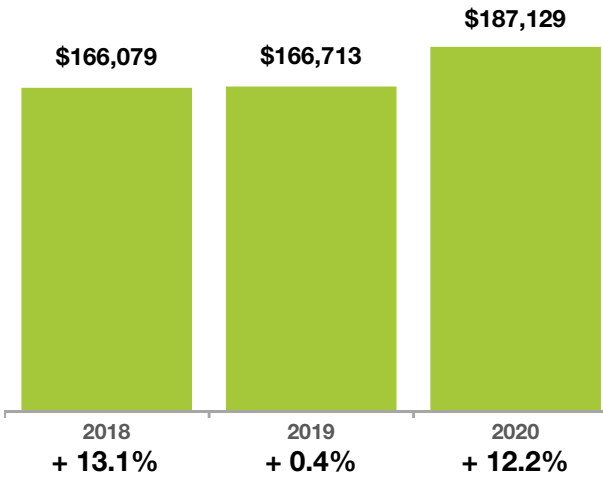
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



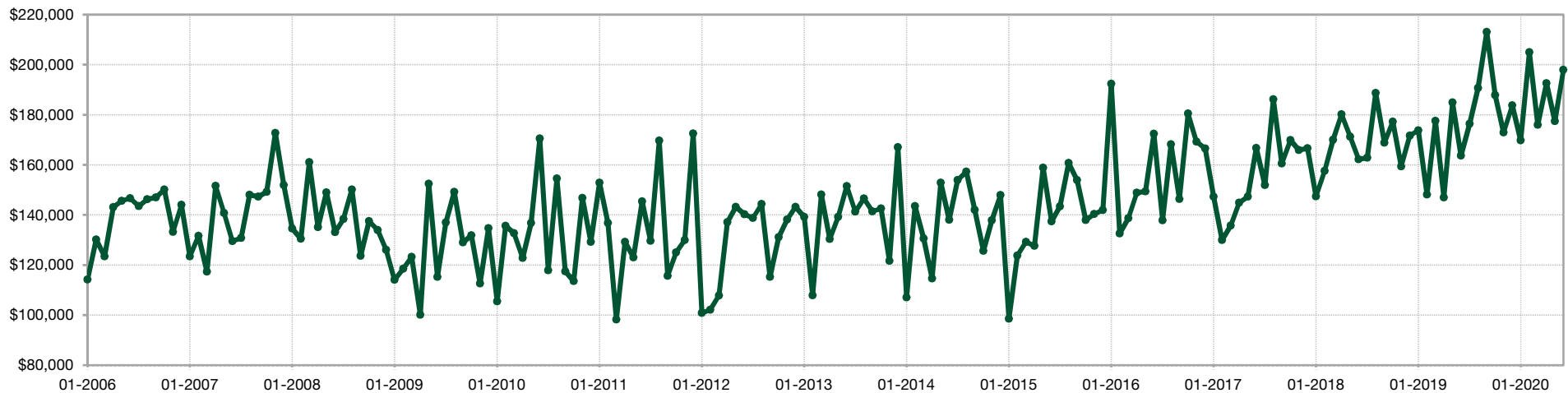
Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|------------------|------------------|------------------|----------------|
| 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 | \$175,993 | \$177,565 | -0.9% |
| April 2020 | \$192,589 | \$147,031 | +31.0% |
| May 2020 | \$177,448 | \$184,926 | -4.0% |
| June 2020 | \$197,918 | \$163,711 | +20.9% |
| 12-Month Avg* | \$186,971 | \$168,666 | +10.9% |

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

Historical Average Sales Price by Month

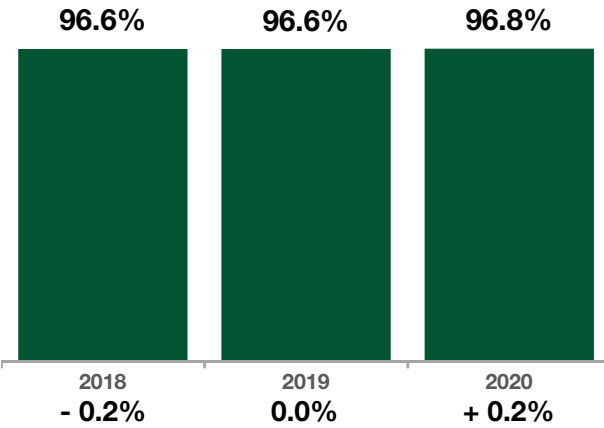


Percent of List Price Received

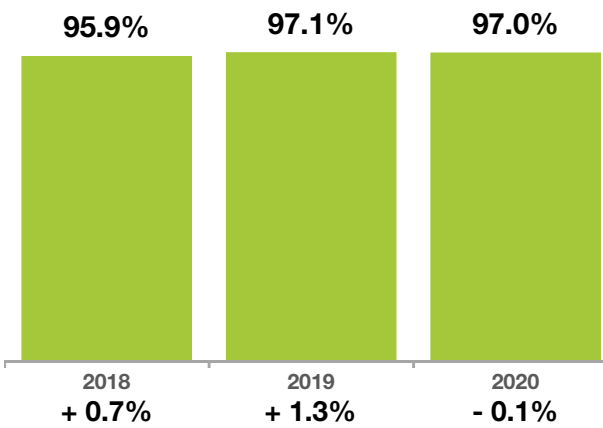
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



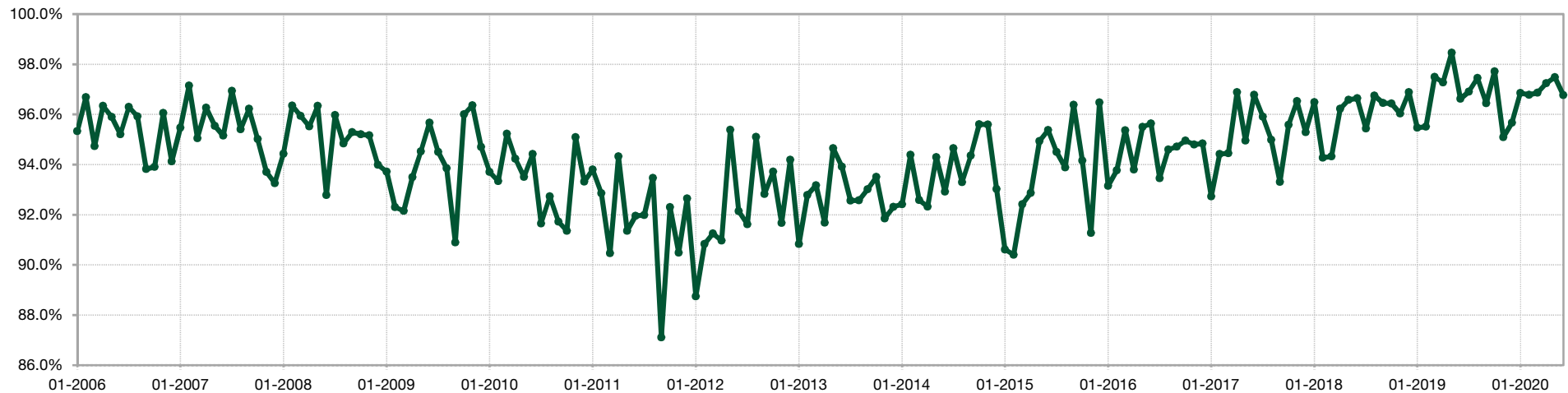
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|------------------|-----------------------------|--------------|----------------|
| 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 | 97.2% | 97.3% | -0.1% |
| May 2020 | 97.5% | 98.5% | -1.0% |
| June 2020 | 96.8% | 96.6% | +0.2% |
| 12-Month Avg* | 96.8% | 96.7% | +0.1% |

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

Historical Percent of List Price Received by Month

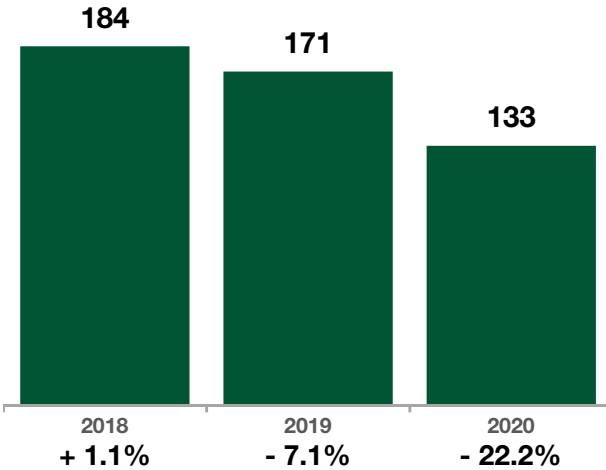


Housing Affordability Index

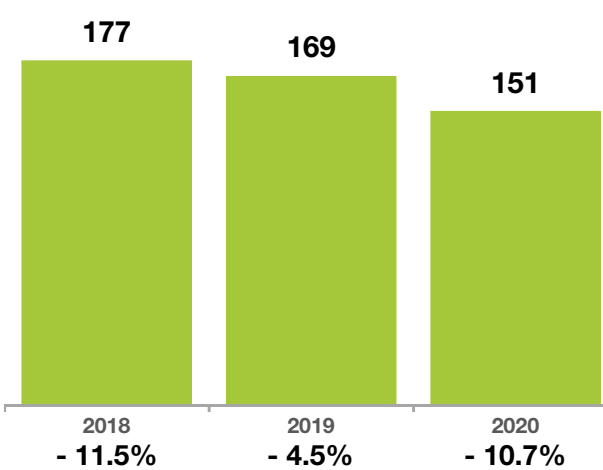


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

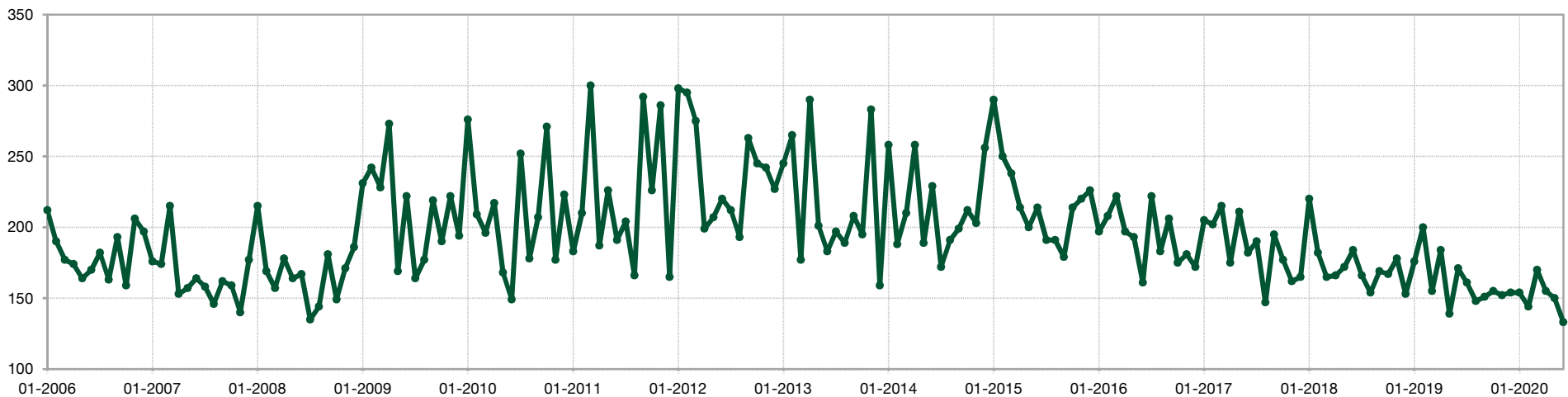


Year to Date



| | Affordability Index | Prior Year | Percent Change |
|------------------|---------------------|------------|----------------|
| 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% |
| May 2020 | 150 | 139 | +7.9% |
| June 2020 | 133 | 171 | -22.2% |
| 12-Month Avg | 152 | 168 | -9.2% |

Historical Housing Affordability Index by Month

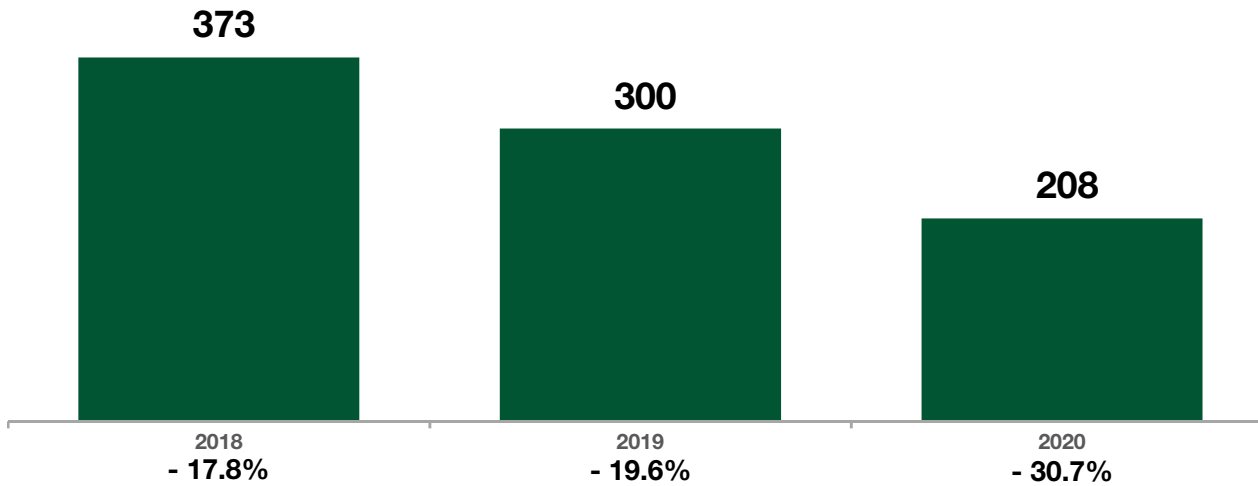


Inventory of Homes for Sale

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



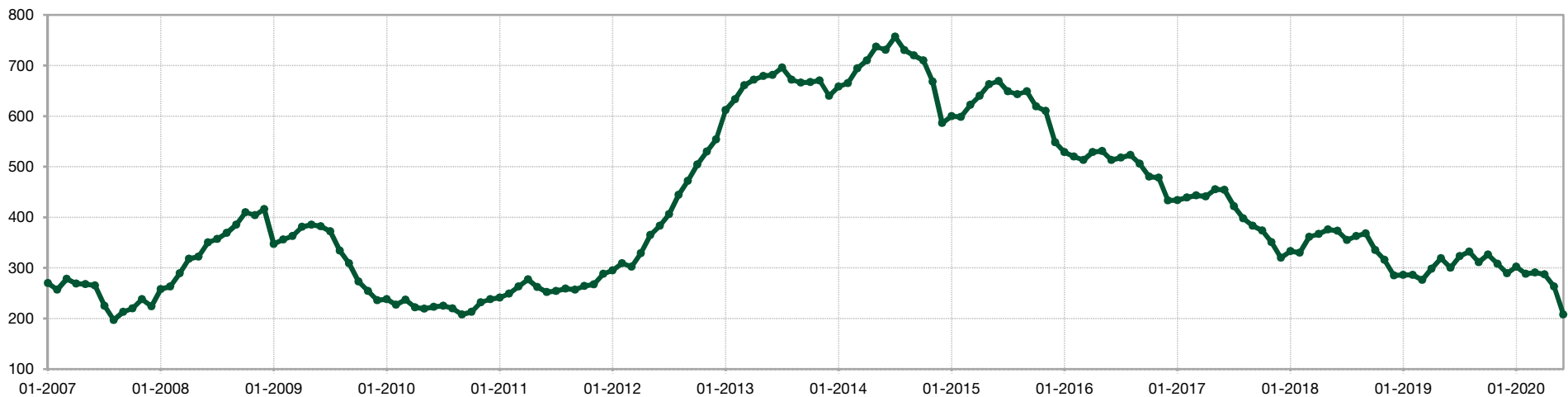
June



| | Homes for Sale | Prior Year | Percent Change |
|------------------|----------------|------------|----------------|
| 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 | 308 | 316 | -2.5% |
| December 2019 | 289 | 285 | +1.4% |
| January 2020 | 302 | 286 | +5.6% |
| February 2020 | 288 | 286 | +0.7% |
| March 2020 | 291 | 276 | +5.4% |
| April 2020 | 287 | 298 | -3.7% |
| May 2020 | 263 | 319 | -17.6% |
| June 2020 | 208 | 300 | -30.7% |
| 12-Month Avg* | 294 | 310 | -5.0% |

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

Historical Inventory of Homes for Sale by Month

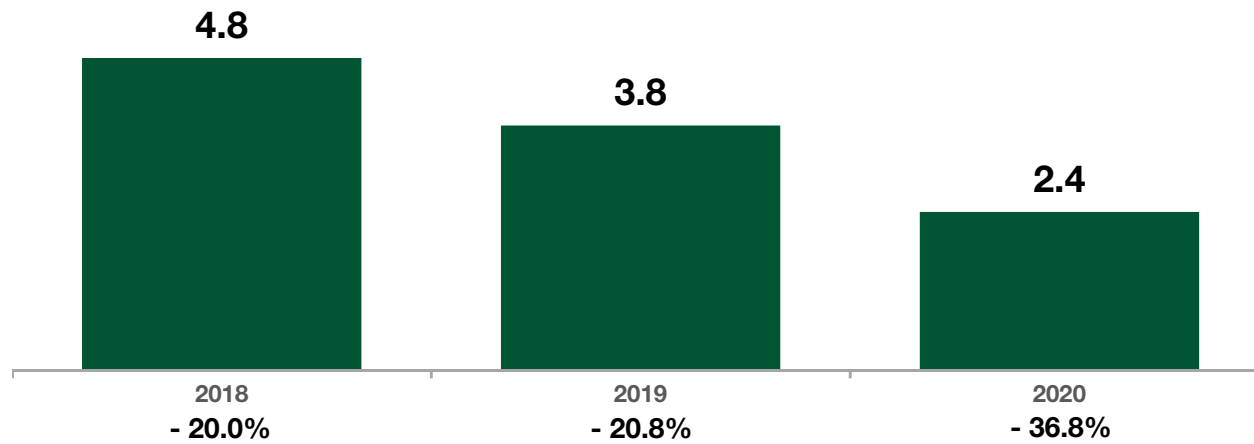


Months Supply of Inventory

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.



June



| Months Supply | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| 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 | 3.5 | 3.7 | -5.4% |
| May 2020 | 3.2 | 4.0 | -20.0% |
| June 2020 | 2.4 | 3.8 | -36.8% |
| 12-Month Avg* | 3.6 | 4.0 | -10.0% |

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

Historical Months Supply of Inventory by Month

