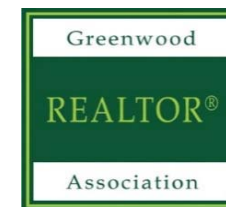


Monthly Indicators



July 2020

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

New Listings were down 34.8 percent to 90. Pending Sales increased 24.0 percent to 119. Inventory shrank 41.5 percent to 189 units.

Prices moved higher as Median Sales Price was up 27.0 percent to \$187,000. Days on Market increased 3.0 percent to 102 days. Months Supply of Inventory was down 46.3 percent to 2.2 months, indicating that demand increased relative to supply.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Quick Facts

+ 2.2% **+ 27.0%** **- 46.3%**

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.



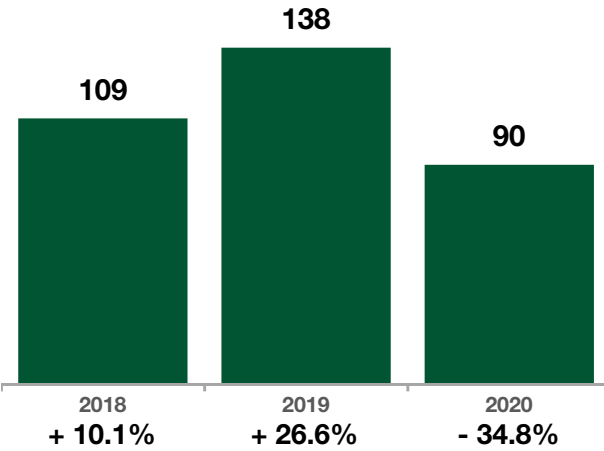
Key Metrics	Historical Sparkbars			07-2019	07-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	07-2018	07-2019	07-2020						
New Listings				138	90	- 34.8%	825	733	- 11.2%
Pending Sales				96	119	+ 24.0%	615	671	+ 9.1%
Closed Sales				90	92	+ 2.2%	544	578	+ 6.3%
Days on Market				99	102	+ 3.0%	101	100	- 1.0%
Median Sales Price				\$147,250	\$187,000	+ 27.0%	\$140,000	\$157,500	+ 12.5%
Average Sales Price				\$176,448	\$201,859	+ 14.4%	\$168,299	\$188,255	+ 11.9%
Pct. of List Price Received				96.9%	96.5%	- 0.4%	97.1%	96.9%	- 0.2%
Housing Affordability Index				161	127	- 21.1%	169	150	- 11.2%
Inventory of Homes for Sale				323	189	- 41.5%	--	--	--
Months Supply of Inventory				4.1	2.2	- 46.3%	--	--	--

New Listings

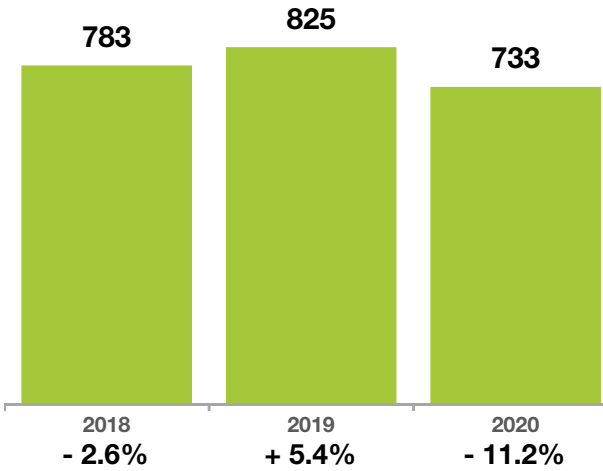
A count of the properties that have been newly listed on the market in a given month.



July

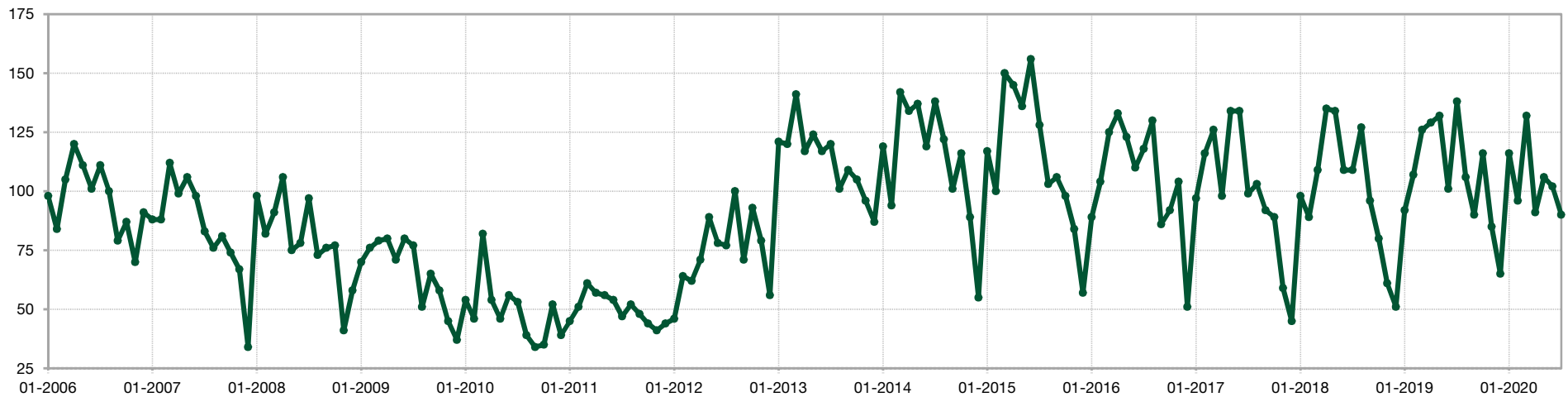


Year to Date



	New Listings	Prior Year	Percent Change
August 2019	106	127	-16.5%
September 2019	90	96	-6.3%
October 2019	116	80	+45.0%
November 2019	85	61	+39.3%
December 2019	65	51	+27.5%
January 2020	116	92	+26.1%
February 2020	96	107	-10.3%
March 2020	132	126	+4.8%
April 2020	91	129	-29.5%
May 2020	106	132	-19.7%
June 2020	102	101	+1.0%
July 2020	90	138	-34.8%
12-Month Avg	100	103	-3.6%

Historical New Listings by Month

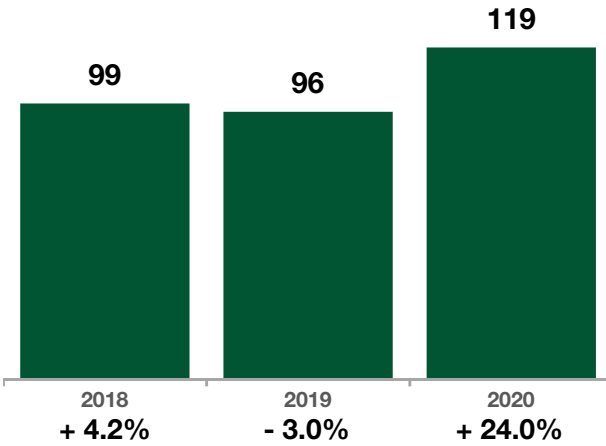


Pending Sales

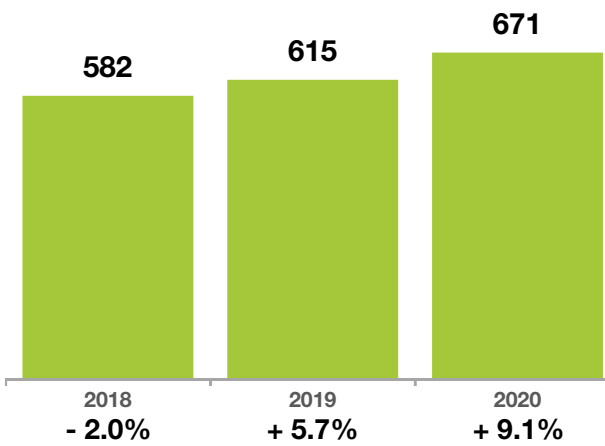
A count of the properties on which offers have been accepted in a given month.



July

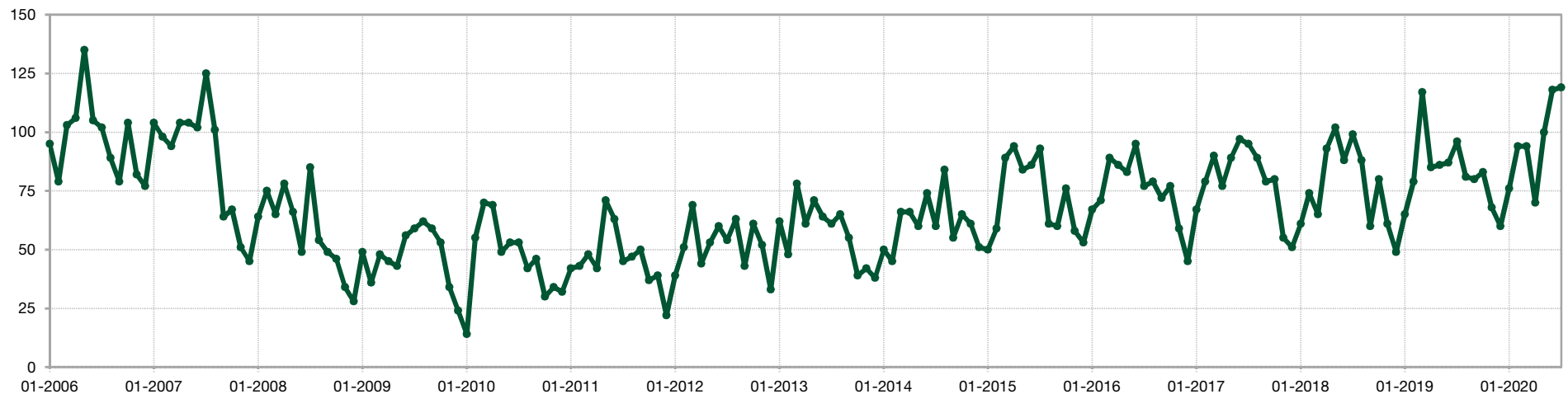


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2019	81	88	-8.0%
September 2019	80	60	+33.3%
October 2019	83	80	+3.8%
November 2019	68	61	+11.5%
December 2019	60	49	+22.4%
January 2020	76	65	+16.9%
February 2020	94	79	+19.0%
March 2020	94	117	-19.7%
April 2020	70	85	-17.6%
May 2020	100	86	+16.3%
June 2020	118	87	+35.6%
July 2020	119	96	+24.0%
12-Month Avg	87	79	+9.4%

Historical Pending Sales by Month

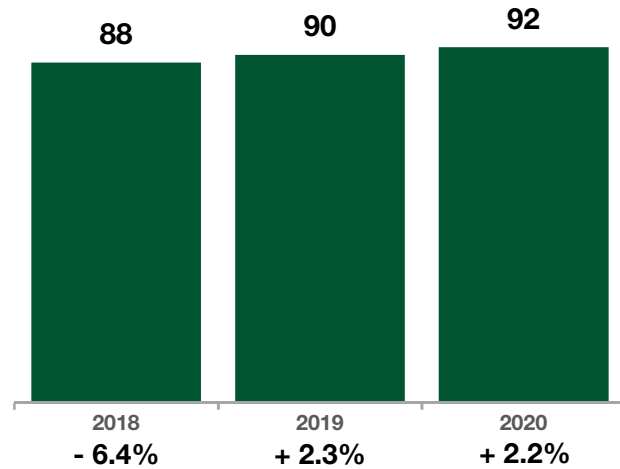


Closed Sales

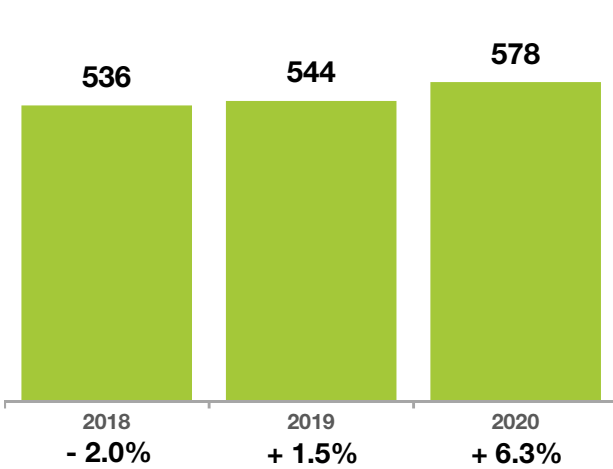
A count of the actual sales that closed in a given month.



July

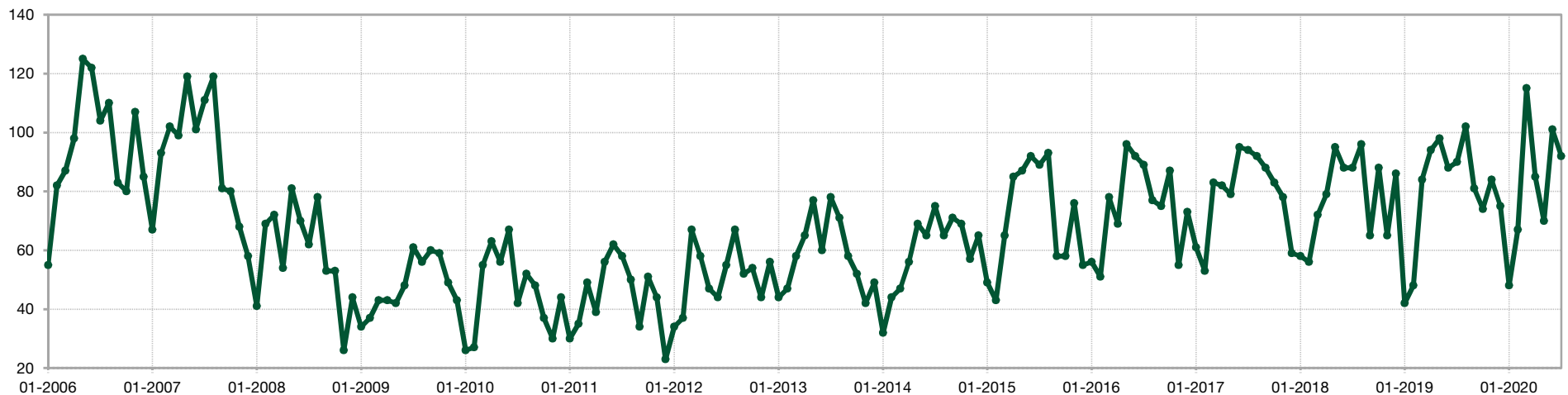


Year to Date



	Closed Sales	Prior Year	Percent Change
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	115	84	+36.9%
April 2020	85	94	-9.6%
May 2020	70	98	-28.6%
June 2020	101	88	+14.8%
July 2020	92	90	+2.2%
12-Month Avg	83	79	+5.3%

Historical Closed Sales by Month

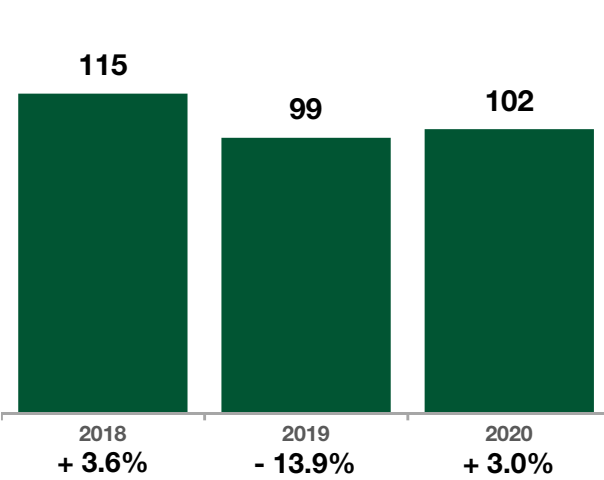


Days on Market Until Sale

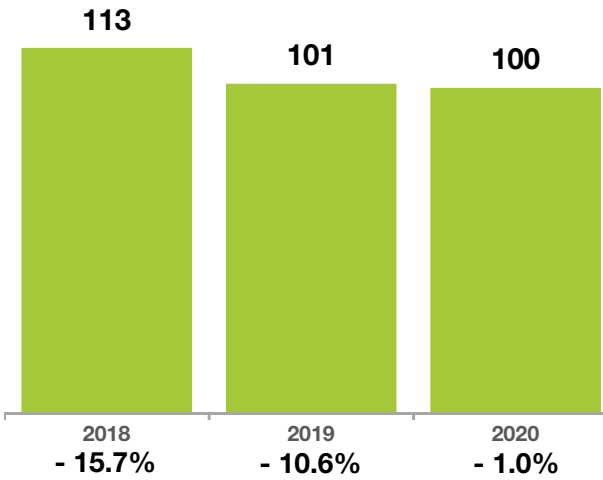
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



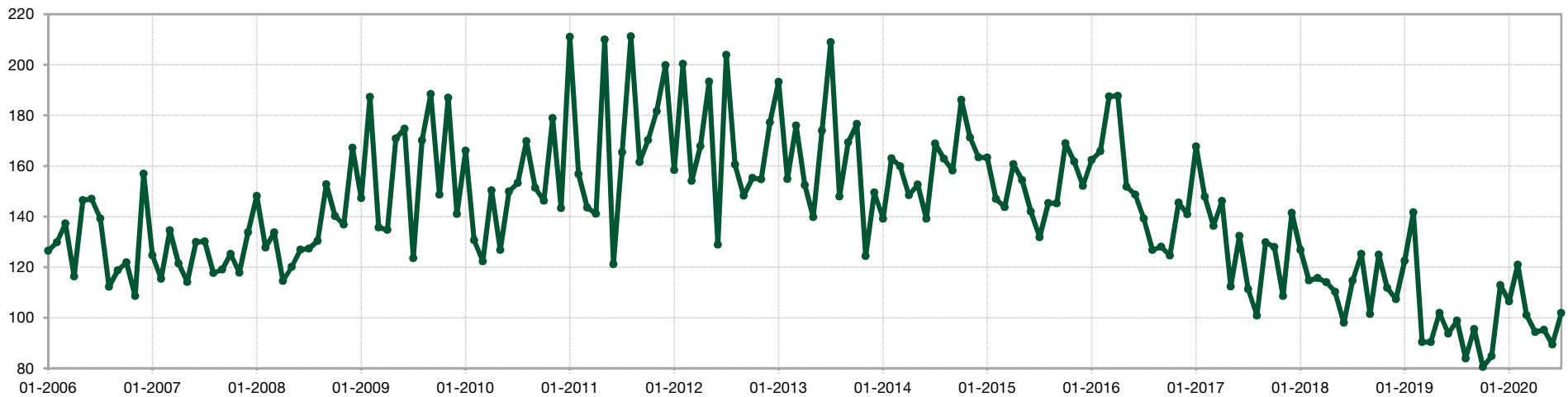
Year to Date



Days on Market	Prior Year	Percent Change	
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	101	90	+12.2%
April 2020	94	90	+4.4%
May 2020	95	102	-6.9%
June 2020	89	94	-5.3%
July 2020	102	99	+3.0%
12-Month Avg*	96	107	-10.3%

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

Historical Days on Market Until Sale by Month



Median Sales Price

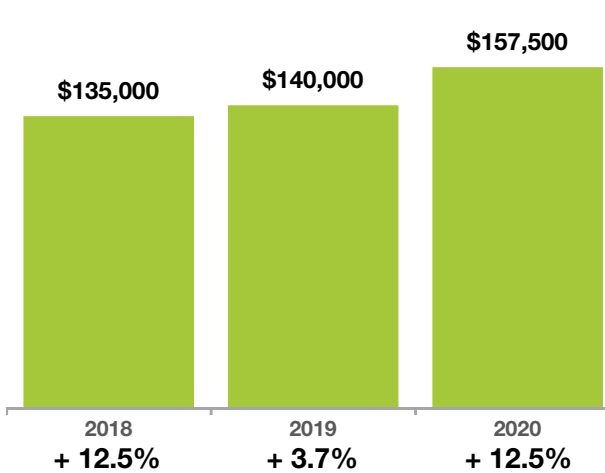
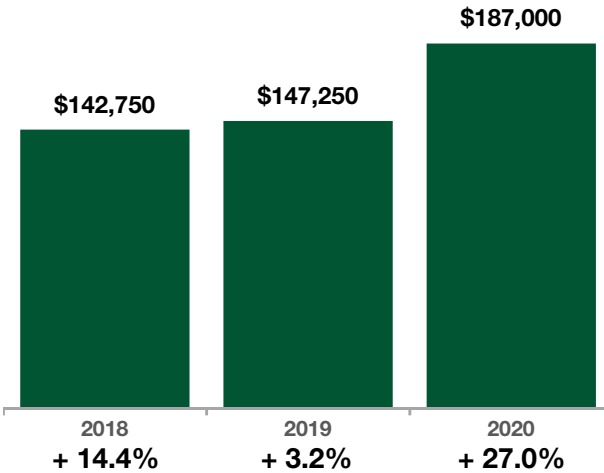
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



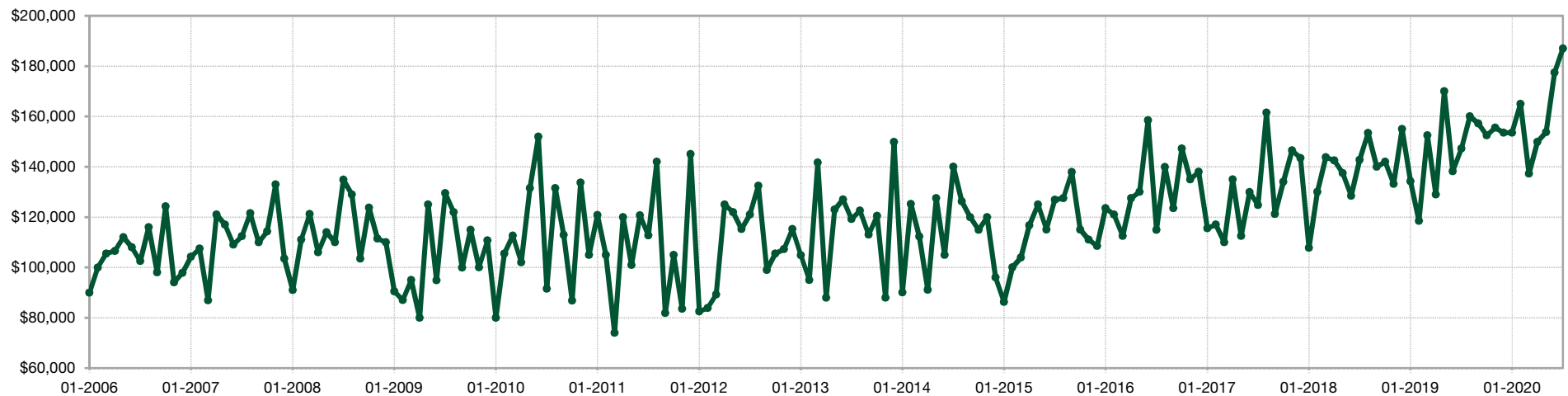
July

Year to Date

	Median Sales Price	Prior Year	Percent Change
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	\$149,900	\$129,000	+16.2%
May 2020	\$153,750	\$170,000	-9.6%
June 2020	\$177,500	\$138,200	+28.4%
July 2020	\$187,000	\$147,250	+27.0%
12-Month Med*	\$156,000	\$144,000	+8.3%



Historical Median Sales Price by Month



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

Average Sales Price

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



July

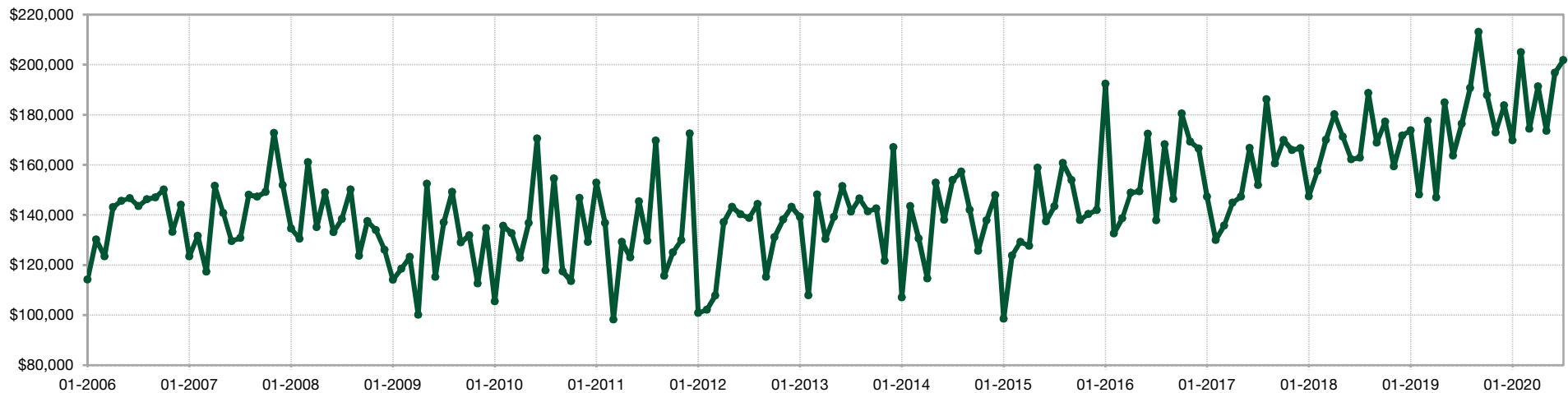
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$174,410	\$177,565	-1.8%
April 2020	\$191,287	\$147,031	+30.1%
May 2020	\$173,585	\$184,926	-6.1%
June 2020	\$196,743	\$163,711	+20.2%
July 2020	\$201,859	\$176,448	+14.4%
12-Month Avg*	\$188,428	\$169,796	+11.0%

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

Historical Average Sales Price by Month



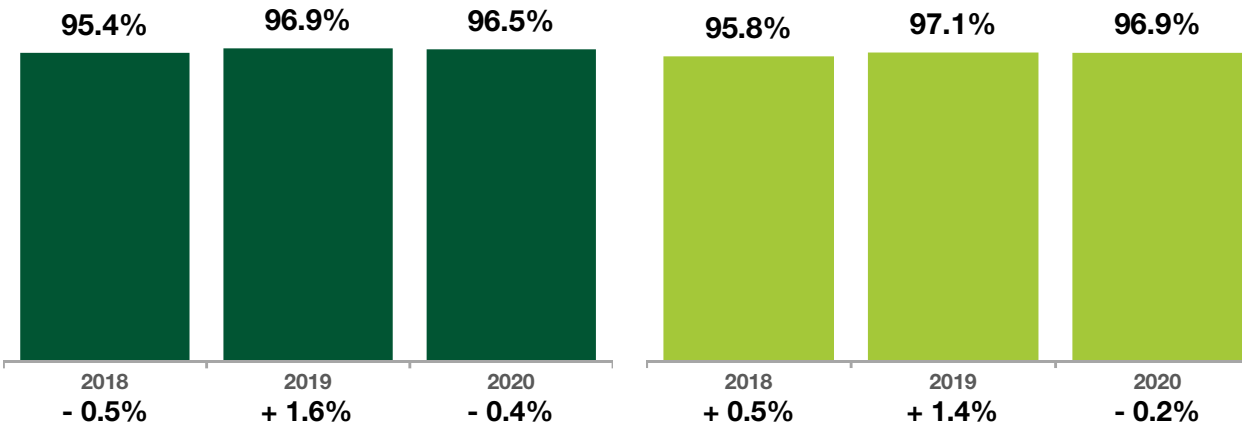
Percent of List Price Received

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.



July

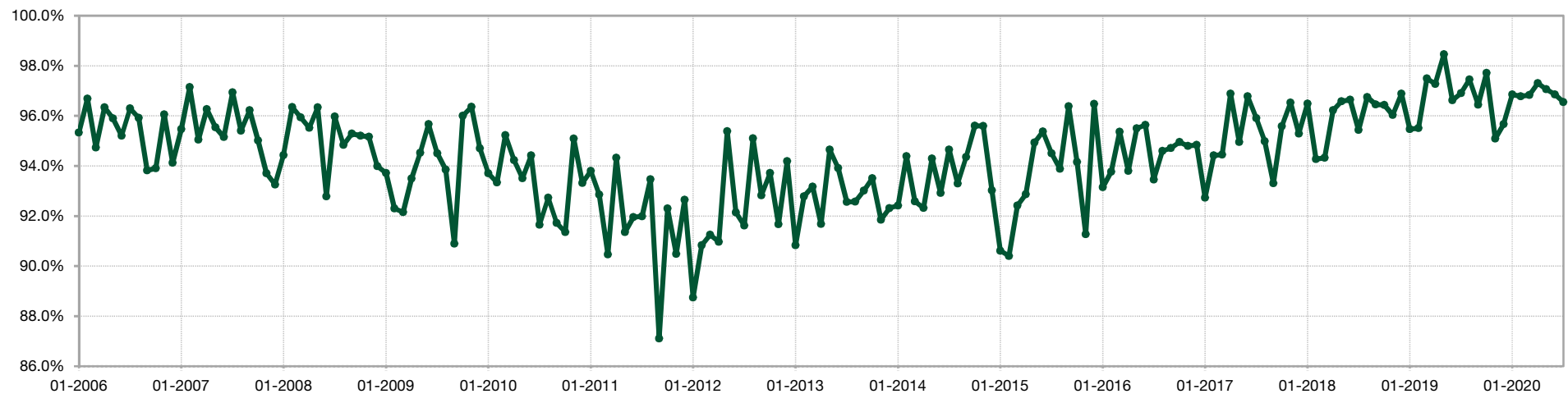
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.8%	97.5%	-0.7%
April 2020	97.3%	97.3%	0.0%
May 2020	97.1%	98.5%	-1.4%
June 2020	96.9%	96.6%	+0.3%
July 2020	96.5%	96.9%	-0.4%
12-Month Avg*	96.7%	96.8%	-0.1%

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

Historical Percent of List Price Received by Month

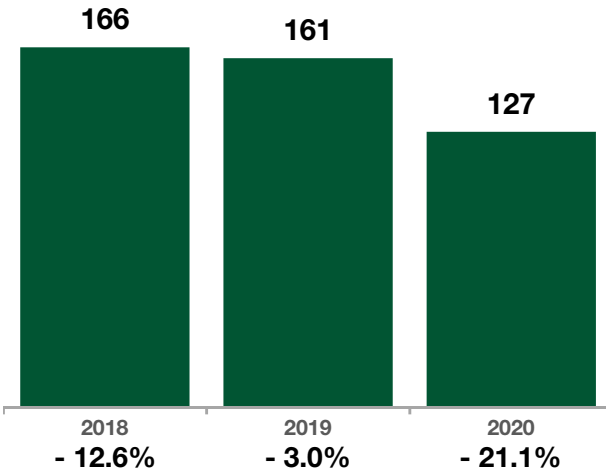


Housing Affordability Index

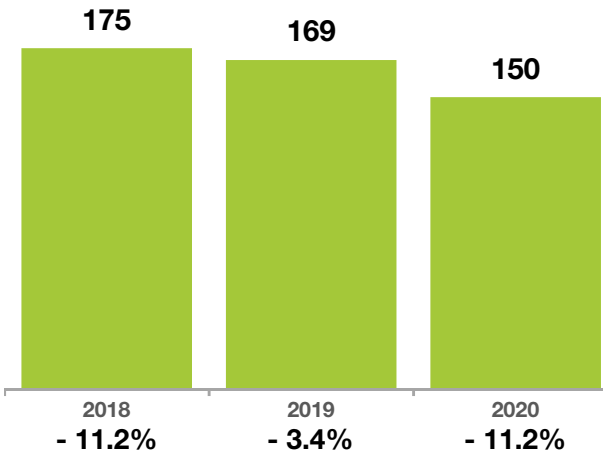
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

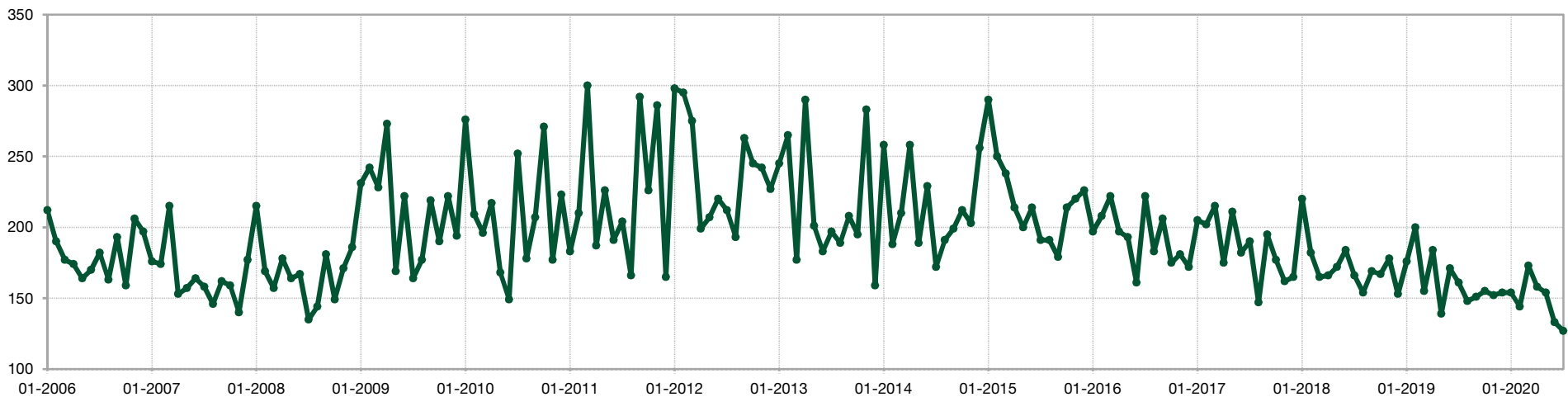


Year to Date



	Affordability Index	Prior Year	Percent Change
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	158	184	-14.1%
May 2020	154	139	+10.8%
June 2020	133	171	-22.2%
July 2020	127	161	-21.1%
12-Month Avg	150	167	-10.2%

Historical Housing Affordability Index by Month

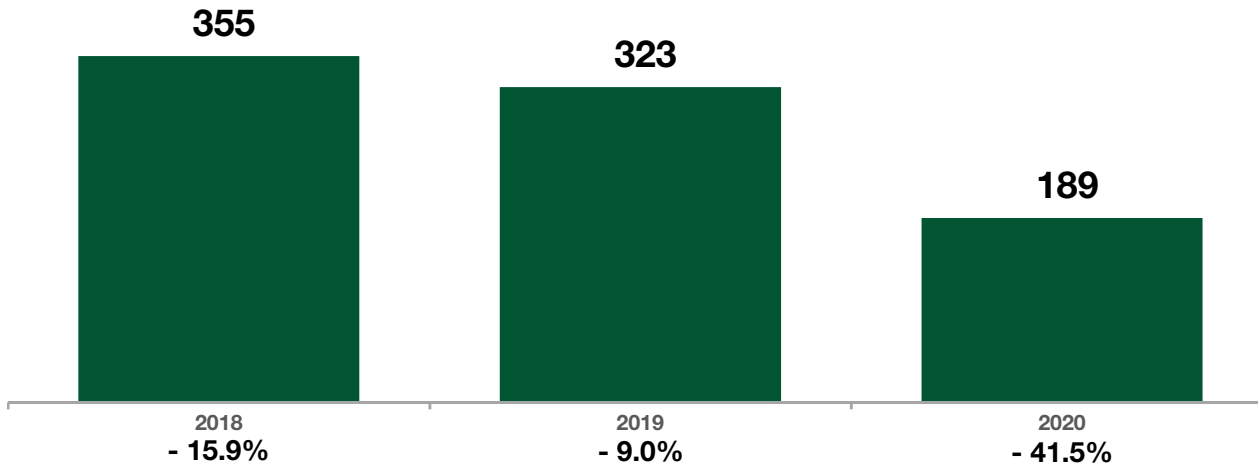


Inventory of Homes for Sale

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



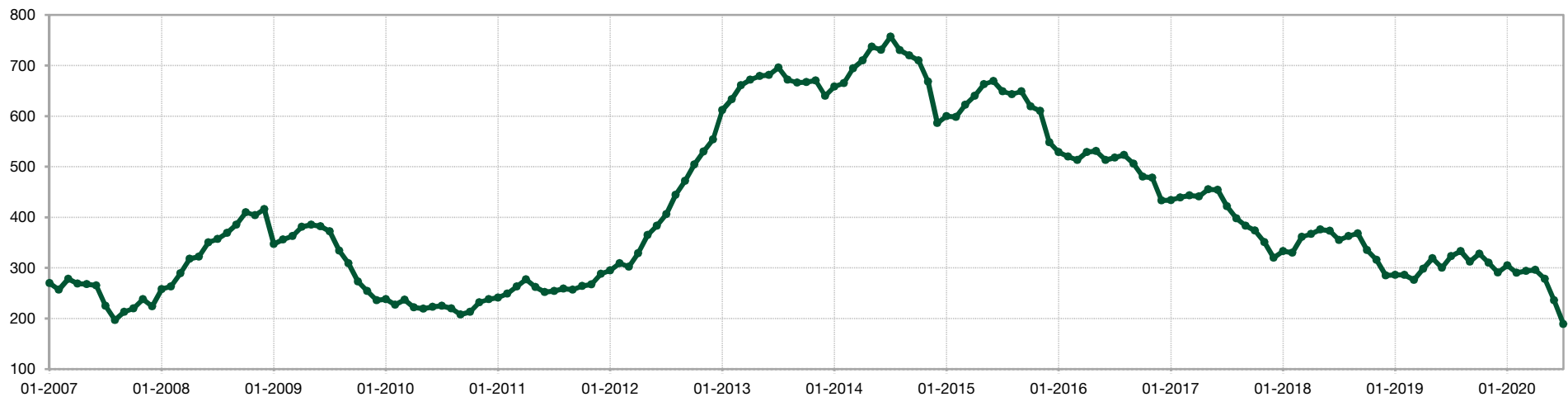
July



	Homes for Sale	Prior Year	Percent Change
August 2019	333	363	-8.3%
September 2019	312	368	-15.2%
October 2019	328	335	-2.1%
November 2019	310	316	-1.9%
December 2019	291	285	+2.1%
January 2020	305	286	+6.6%
February 2020	290	286	+1.4%
March 2020	294	276	+6.5%
April 2020	296	298	-0.7%
May 2020	278	319	-12.9%
June 2020	236	300	-21.3%
July 2020	189	323	-41.5%
12-Month Avg*	289	312	-7.2%

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

Historical Inventory of Homes for Sale by Month

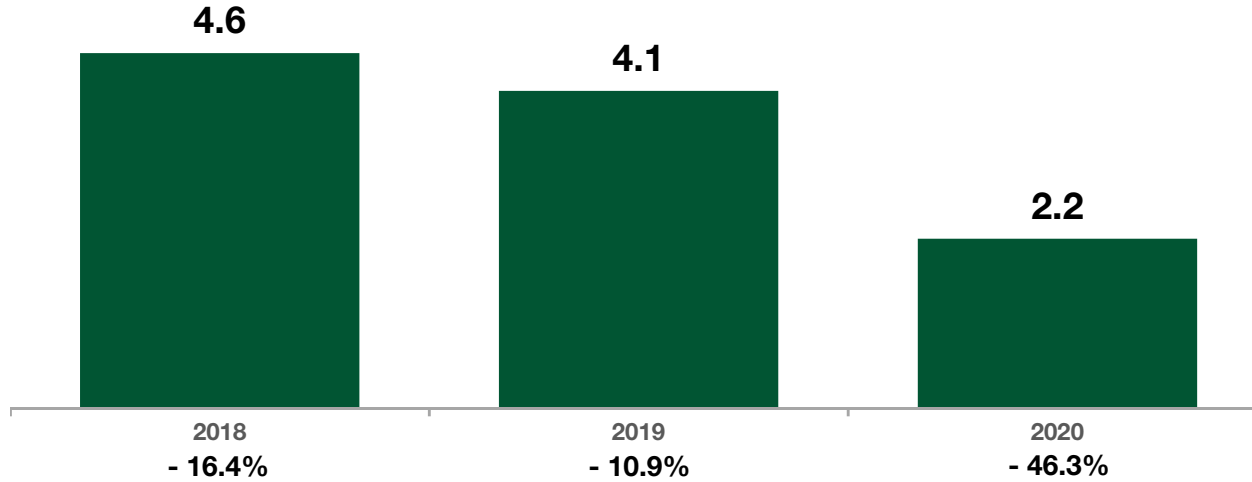


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
August 2019	4.2	4.7	-10.6%
September 2019	3.9	4.8	-18.8%
October 2019	4.1	4.4	-6.8%
November 2019	3.8	4.1	-7.3%
December 2019	3.5	3.7	-5.4%
January 2020	3.7	3.7	0.0%
February 2020	3.4	3.7	-8.1%
March 2020	3.6	3.4	+5.9%
April 2020	3.6	3.7	-2.7%
May 2020	3.4	4.0	-15.0%
June 2020	2.8	3.8	-26.3%
July 2020	2.2	4.1	-46.3%
12-Month Avg*	3.5	4.0	-12.5%

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

Historical Months Supply of Inventory by Month

