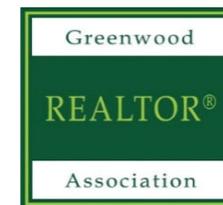


Monthly Indicators



December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings were down 9.2 percent to 59. Pending Sales increased 45.0 percent to 87. Inventory shrank 55.6 percent to 130 units.

Prices moved higher as Median Sales Price was up 31.3 percent to \$201,500. Days on Market decreased 19.5 percent to 91 days. Months Supply of Inventory was down 61.1 percent to 1.4 months, indicating that demand increased relative to supply.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Quick Facts

+ 68.0% **+ 31.3%** **- 61.1%**

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.



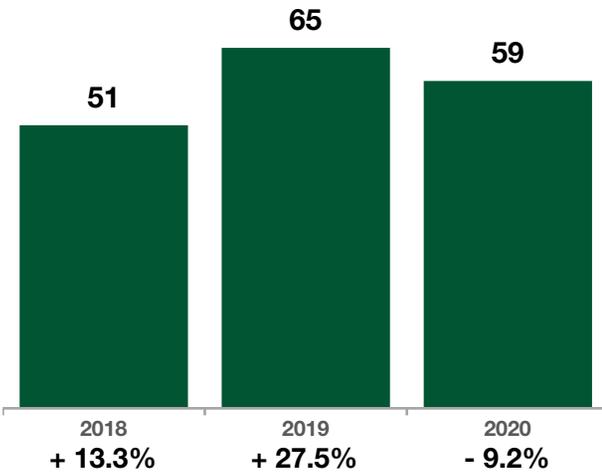
Key Metrics	Historical Sparkbars			12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	12-2018	12-2019	12-2020						
New Listings				65	59	- 9.2%	1,288	1,248	- 3.1%
Pending Sales				60	87	+ 45.0%	987	1,143	+ 15.8%
Closed Sales				75	126	+ 68.0%	960	1,096	+ 14.2%
Days on Market				113	91	- 19.5%	97	98	+ 1.0%
Median Sales Price				\$153,500	\$201,500	+ 31.3%	\$148,500	\$175,655	+ 18.3%
Average Sales Price				\$183,805	\$232,011	+ 26.2%	\$177,590	\$207,759	+ 17.0%
Pct. of List Price Received				95.7%	97.8%	+ 2.2%	96.8%	97.1%	+ 0.3%
Housing Affordability Index				154	118	- 23.4%	159	135	- 15.1%
Inventory of Homes for Sale				293	130	- 55.6%	--	--	--
Months Supply of Inventory				3.6	1.4	- 61.1%	--	--	--

New Listings

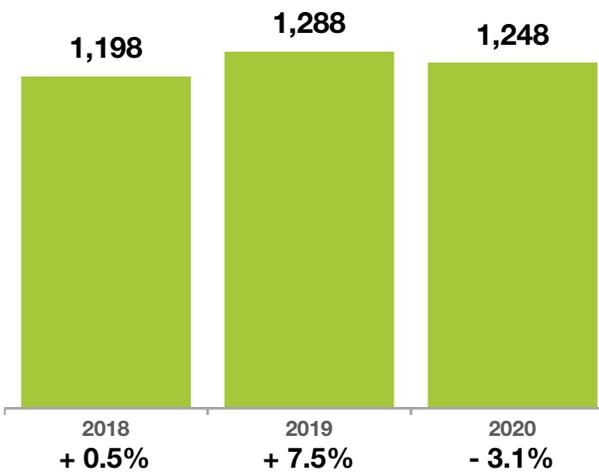
A count of the properties that have been newly listed on the market in a given month.



December

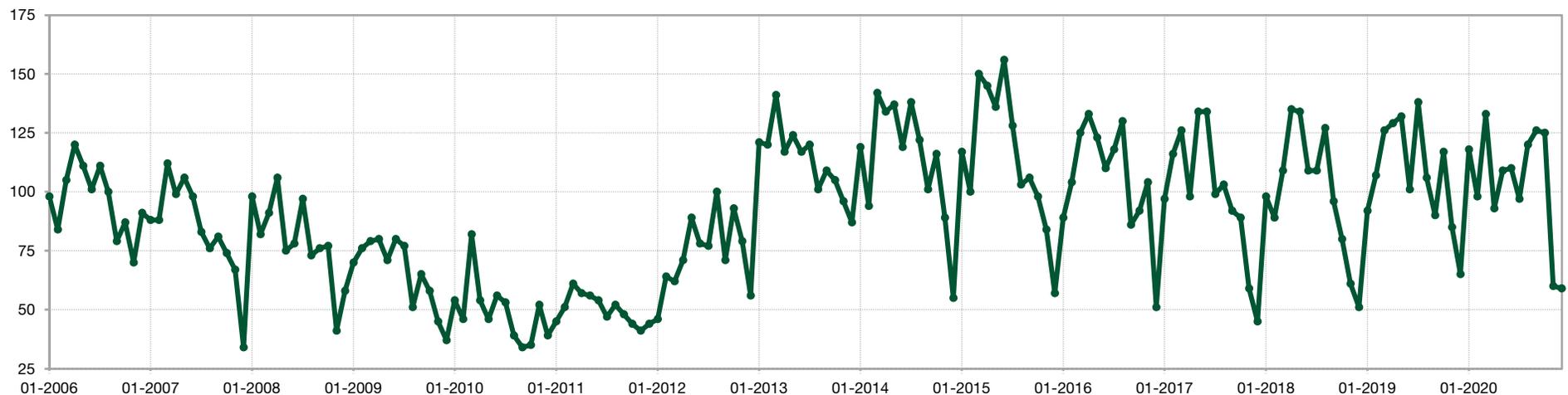


Year to Date



	New Listings	Prior Year	Percent Change
January 2020	118	92	+28.3%
February 2020	98	107	-8.4%
March 2020	133	126	+5.6%
April 2020	93	129	-27.9%
May 2020	109	132	-17.4%
June 2020	110	101	+8.9%
July 2020	97	138	-29.7%
August 2020	120	106	+13.2%
September 2020	126	90	+40.0%
October 2020	125	117	+6.8%
November 2020	60	85	-29.4%
December 2020	59	65	-9.2%
12-Month Avg	104	107	-3.1%

Historical New Listings by Month

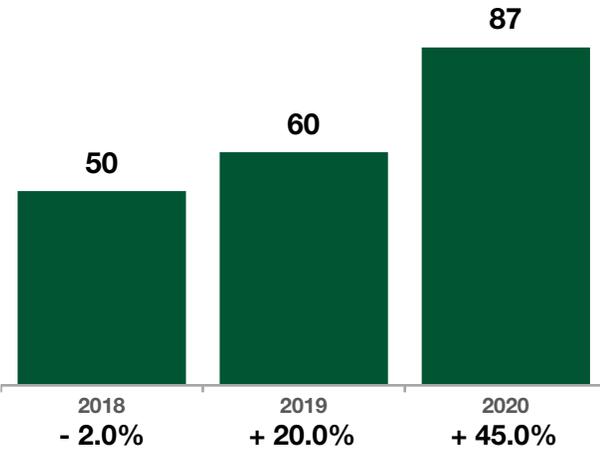


Pending Sales

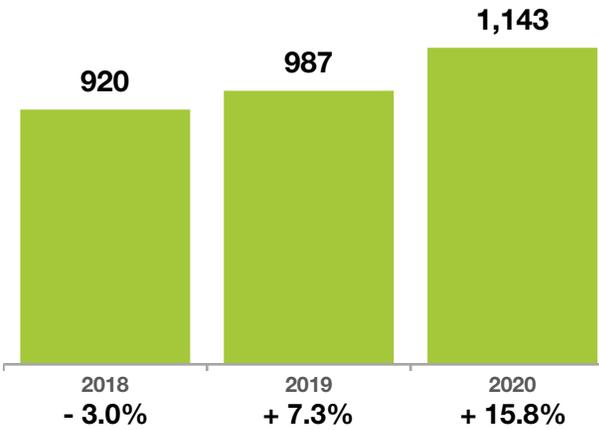
A count of the properties on which offers have been accepted in a given month.



December

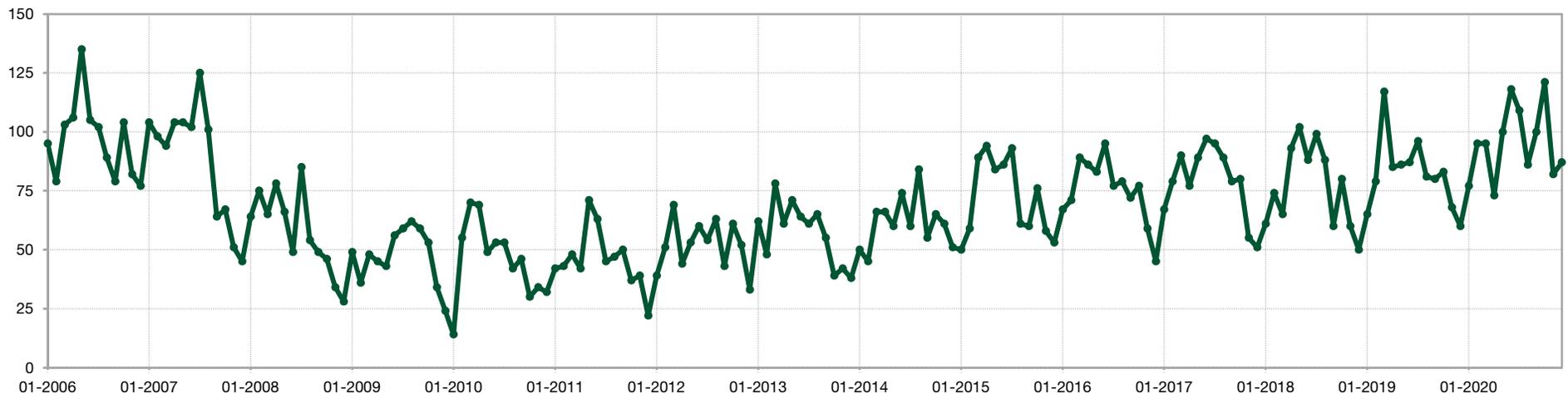


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2020	77	65	+18.5%
February 2020	95	79	+20.3%
March 2020	95	117	-18.8%
April 2020	73	85	-14.1%
May 2020	100	86	+16.3%
June 2020	118	87	+35.6%
July 2020	109	96	+13.5%
August 2020	86	81	+6.2%
September 2020	100	80	+25.0%
October 2020	121	83	+45.8%
November 2020	82	68	+20.6%
December 2020	87	60	+45.0%
12-Month Avg	95	82	+15.8%

Historical Pending Sales by Month

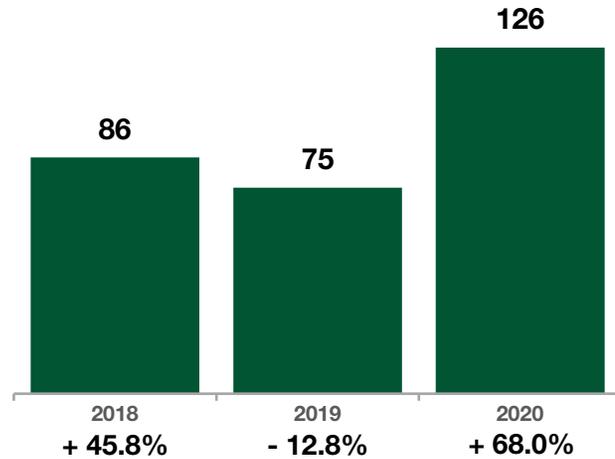


Closed Sales

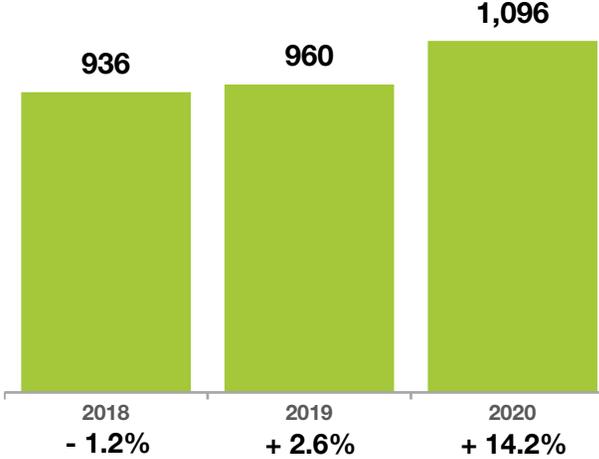
A count of the actual sales that closed in a given month.



December

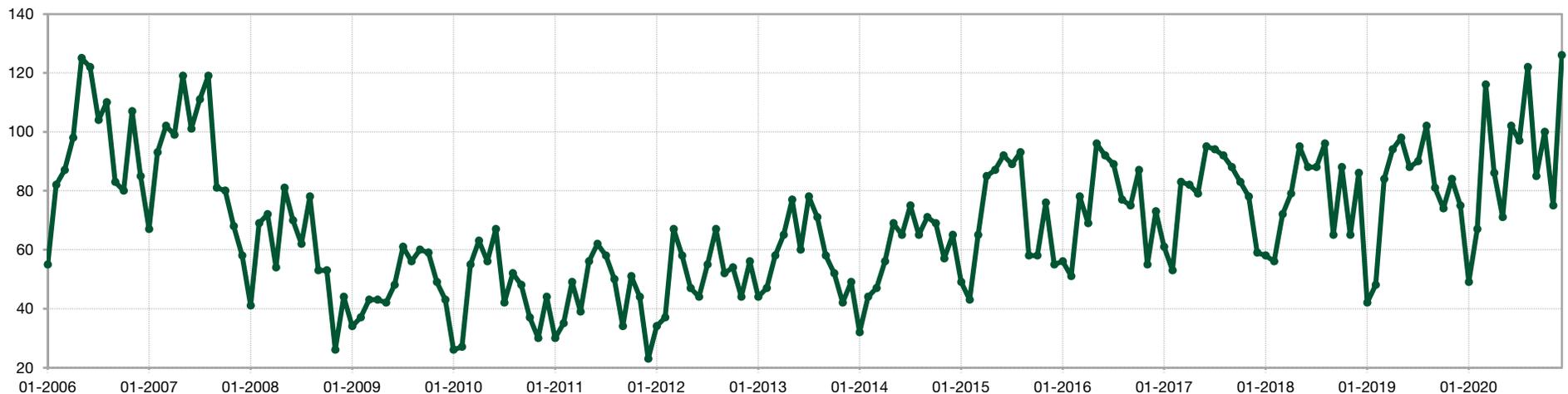


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2020	49	42	+16.7%
February 2020	67	48	+39.6%
March 2020	116	84	+38.1%
April 2020	86	94	-8.5%
May 2020	71	98	-27.6%
June 2020	102	88	+15.9%
July 2020	97	90	+7.8%
August 2020	122	102	+19.6%
September 2020	85	81	+4.9%
October 2020	100	74	+35.1%
November 2020	75	84	-10.7%
December 2020	126	75	+68.0%
12-Month Avg	91	80	+14.2%

Historical Closed Sales by Month

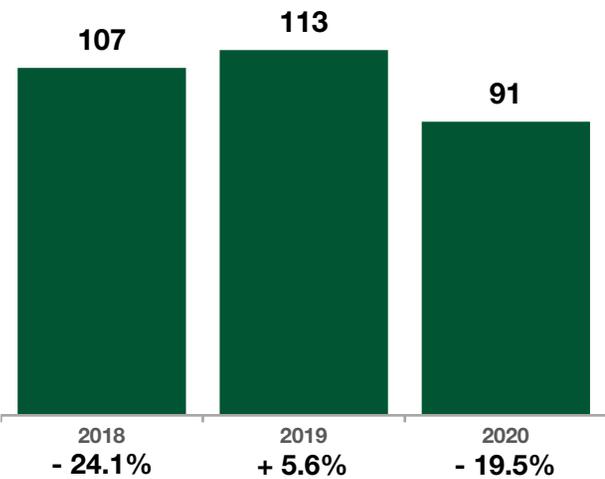


Days on Market Until Sale

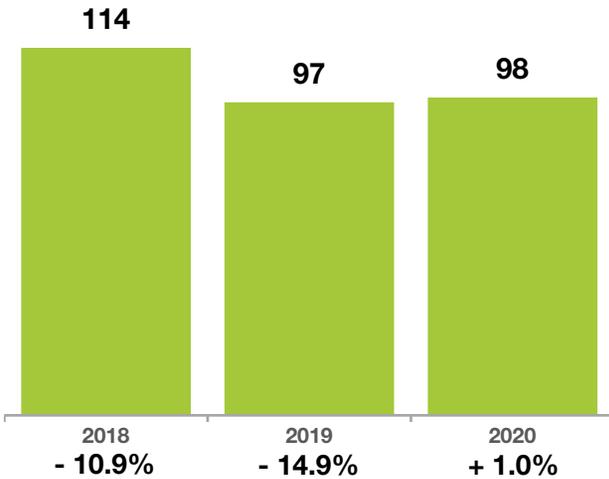
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



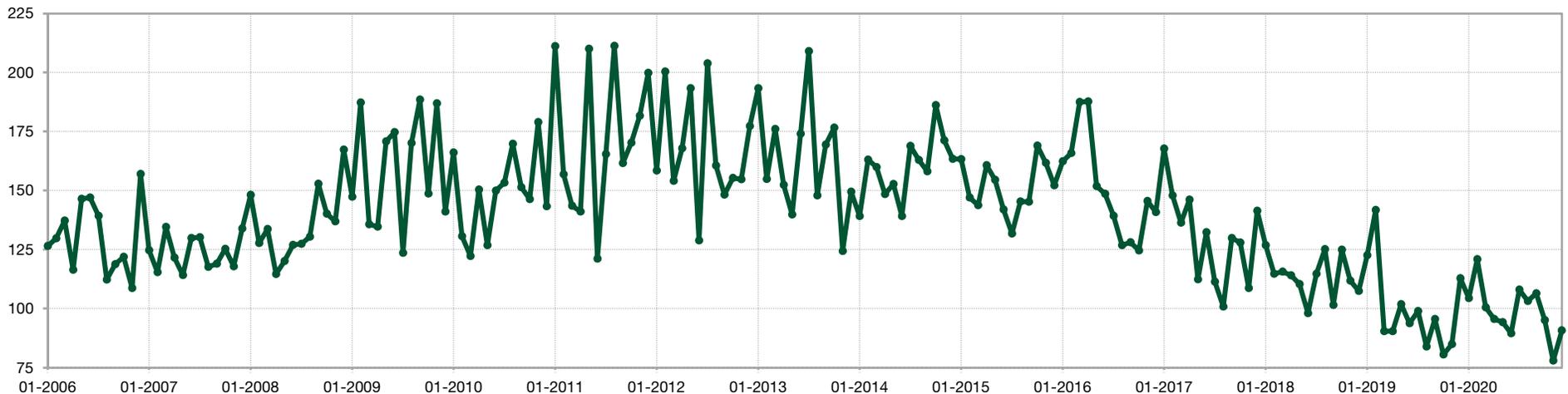
Year to Date



Days on Market	Prior Year	Percent Change
January 2020	104	-15.4%
February 2020	121	-14.8%
March 2020	100	+11.1%
April 2020	96	+6.7%
May 2020	94	-7.8%
June 2020	89	-5.3%
July 2020	108	+9.1%
August 2020	103	+22.6%
September 2020	106	+11.6%
October 2020	95	+17.3%
November 2020	78	-8.2%
December 2020	91	-19.5%
12-Month Avg*	98	+1.0%

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

Historical Days on Market Until Sale by Month

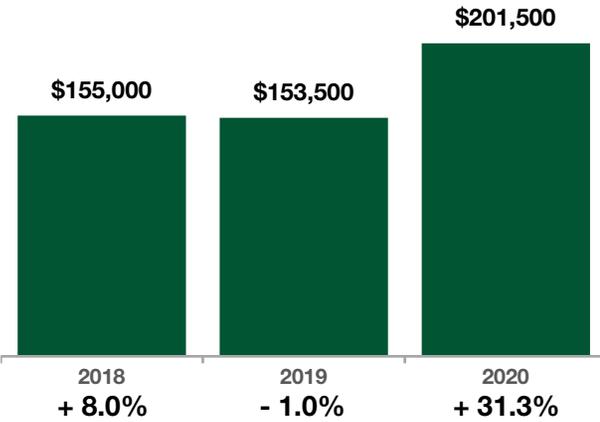


Median Sales Price

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



December



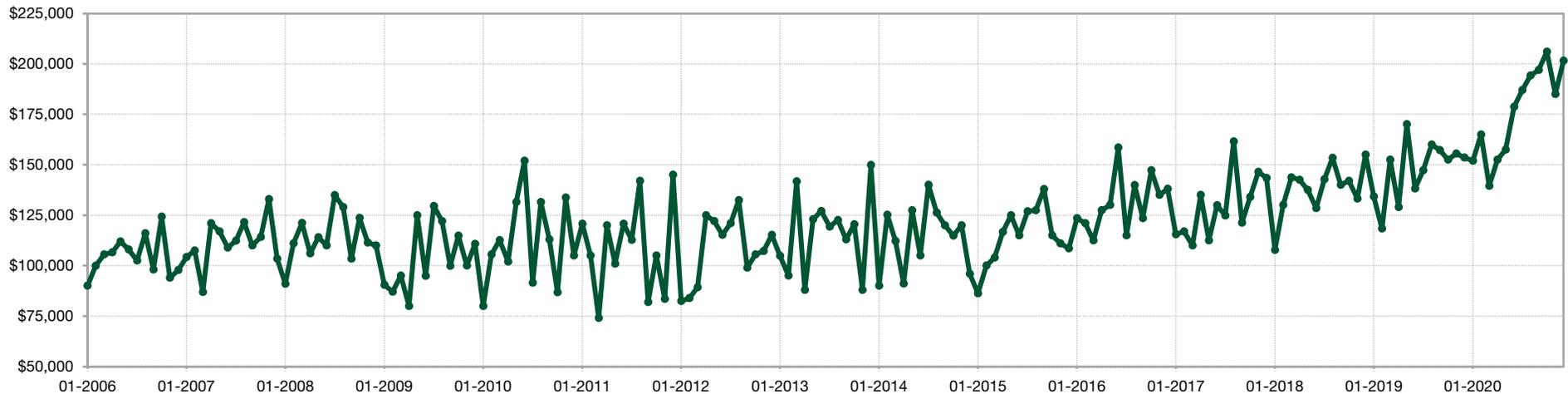
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2020	\$152,000	\$134,250	+13.2%
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	\$157,500	\$170,000	-7.4%
June 2020	\$178,750	\$138,200	+29.3%
July 2020	\$187,000	\$147,250	+27.0%
August 2020	\$194,200	\$160,000	+21.4%
September 2020	\$197,000	\$157,200	+25.3%
October 2020	\$206,000	\$152,450	+35.1%
November 2020	\$185,000	\$155,500	+19.0%
December 2020	\$201,500	\$153,500	+31.3%
12-Month Med*	\$175,655	\$148,500	+18.3%

* Median Sales Price of all properties from January 2020 through December 2020. This is not the median of the individual figures above.

Historical Median Sales Price by Month

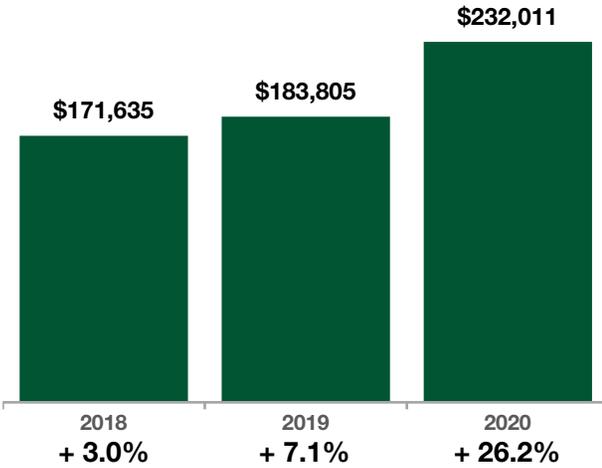


Average Sales Price

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



December



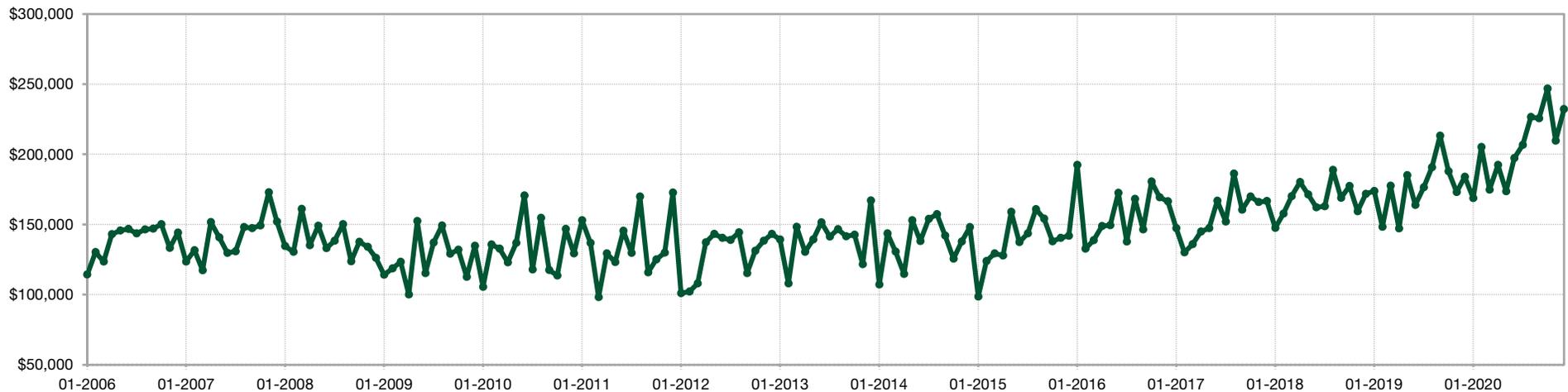
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2020	\$168,606	\$173,823	-3.0%
February 2020	\$205,019	\$148,177	+38.4%
March 2020	\$174,746	\$177,565	-1.6%
April 2020	\$192,400	\$147,031	+30.9%
May 2020	\$173,605	\$184,926	-6.1%
June 2020	\$197,118	\$163,711	+20.4%
July 2020	\$206,603	\$176,448	+17.1%
August 2020	\$226,522	\$190,712	+18.8%
September 2020	\$225,551	\$213,069	+5.9%
October 2020	\$246,664	\$187,836	+31.3%
November 2020	\$209,532	\$172,987	+21.1%
December 2020	\$232,011	\$183,805	+26.2%
12-Month Avg*	\$204,865	\$176,674	+16.0%

* Avg. Sales Price of all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

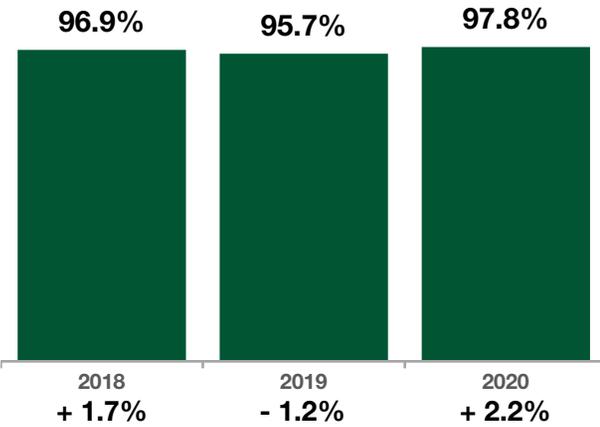


Percent of List Price Received

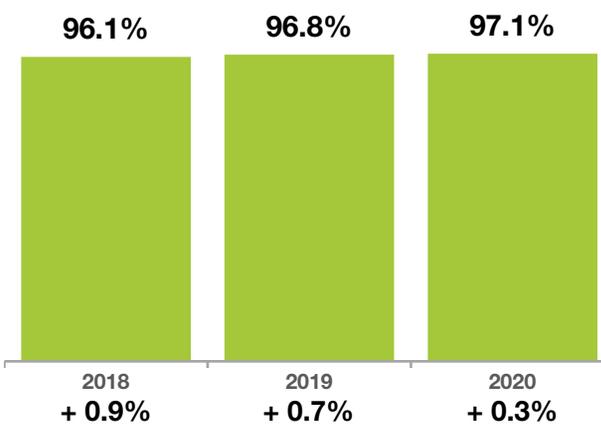
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



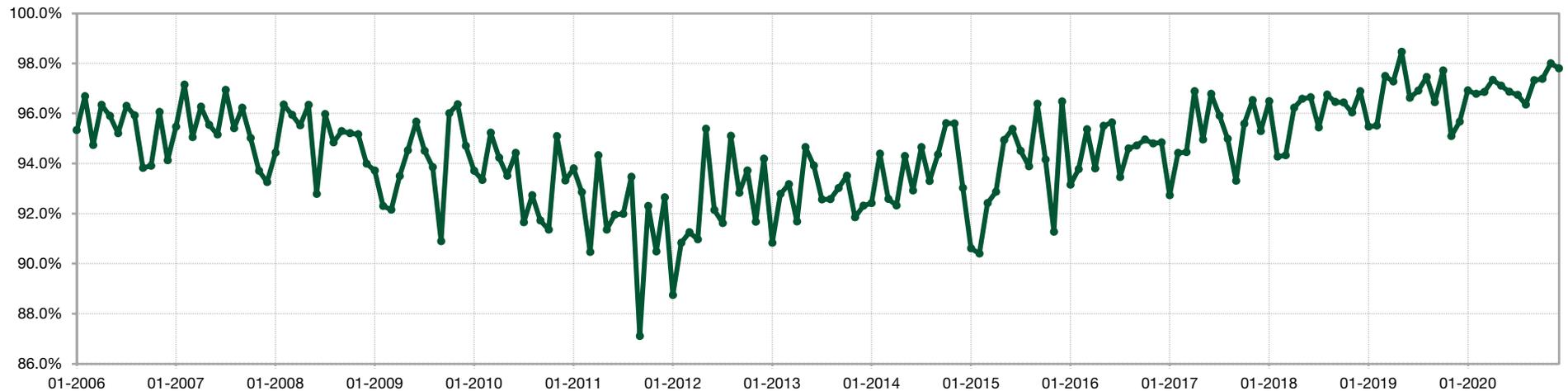
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2020	96.9%	95.5%	+1.5%
February 2020	96.8%	95.5%	+1.4%
March 2020	96.9%	97.5%	-0.6%
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	96.7%	96.9%	-0.2%
August 2020	96.4%	97.5%	-1.1%
September 2020	97.3%	96.4%	+0.9%
October 2020	97.4%	97.7%	-0.3%
November 2020	98.0%	95.1%	+3.0%
December 2020	97.8%	95.7%	+2.2%
12-Month Avg*	97.1%	96.8%	+0.3%

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

Historical Percent of List Price Received by Month

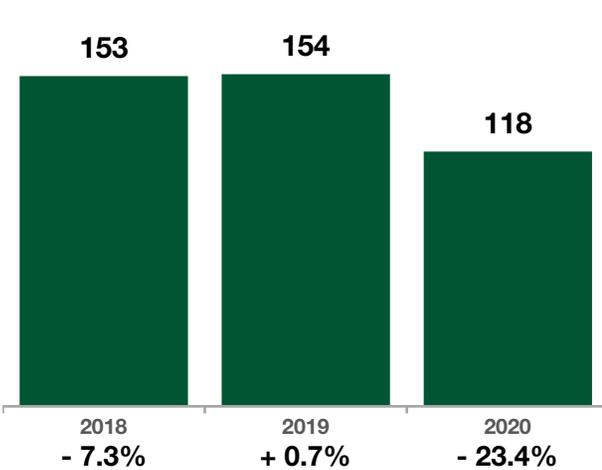


Housing Affordability Index

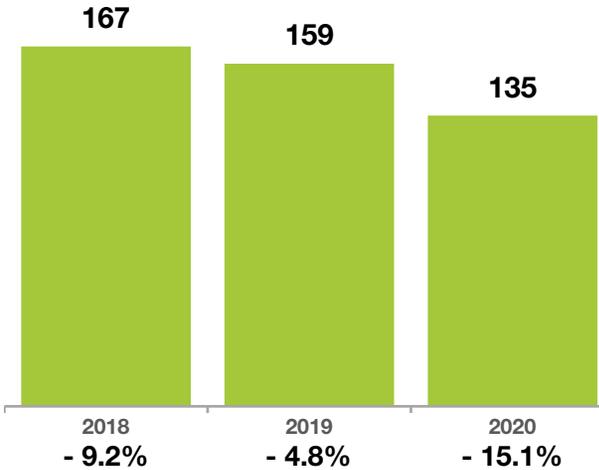
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

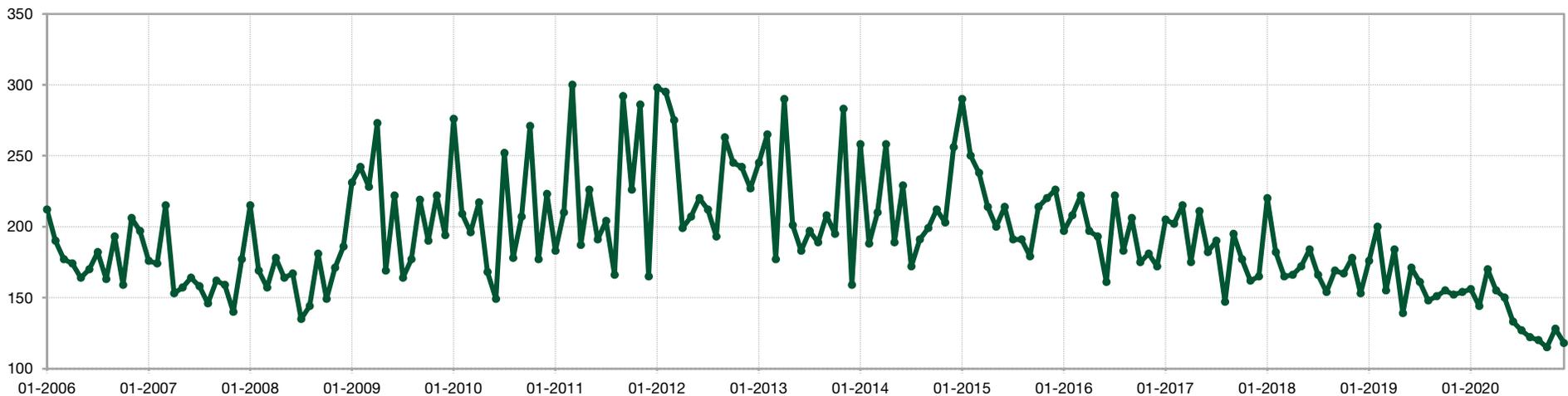


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2020	156	176	-11.4%
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%
July 2020	127	161	-21.1%
August 2020	122	148	-17.6%
September 2020	120	151	-20.5%
October 2020	115	155	-25.8%
November 2020	128	152	-15.8%
December 2020	118	154	-23.4%
12-Month Avg	137	162	-15.8%

Historical Housing Affordability Index by Month

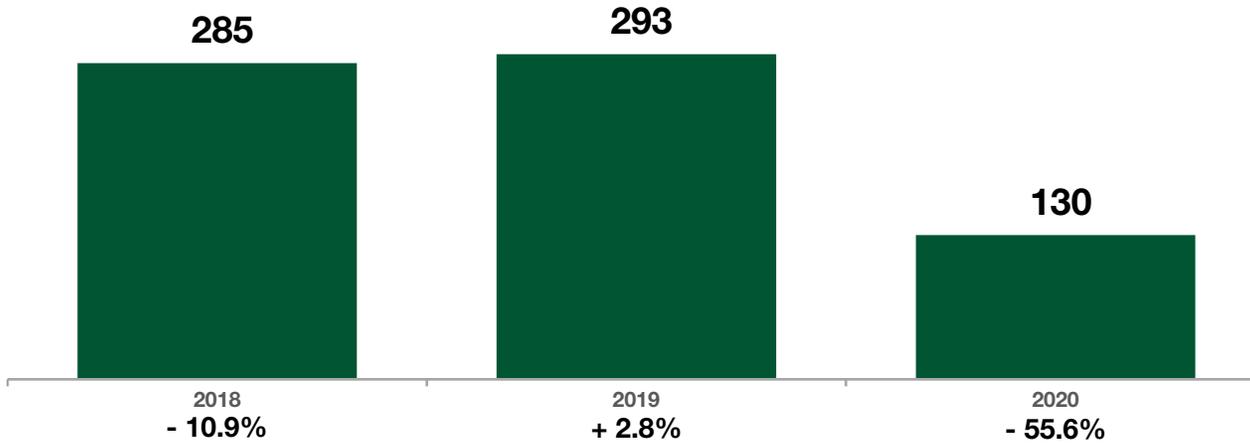


Inventory of Homes for Sale

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



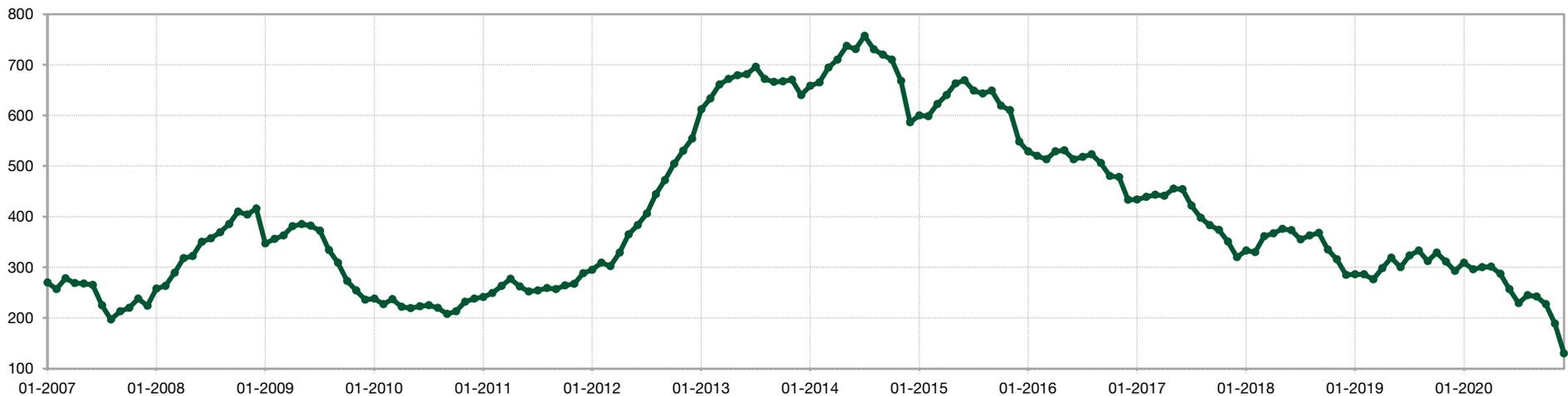
December



Homes for Sale	Prior Year	Percent Change
January 2020	286	+8.0%
February 2020	286	+3.5%
March 2020	276	+8.7%
April 2020	298	+1.0%
May 2020	319	-10.0%
June 2020	300	-14.3%
July 2020	323	-29.1%
August 2020	333	-26.4%
September 2020	312	-22.4%
October 2020	329	-31.0%
November 2020	311	-39.2%
December 2020	293	-55.6%
12-Month Avg*	251	-16.9%

* Homes for Sale for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

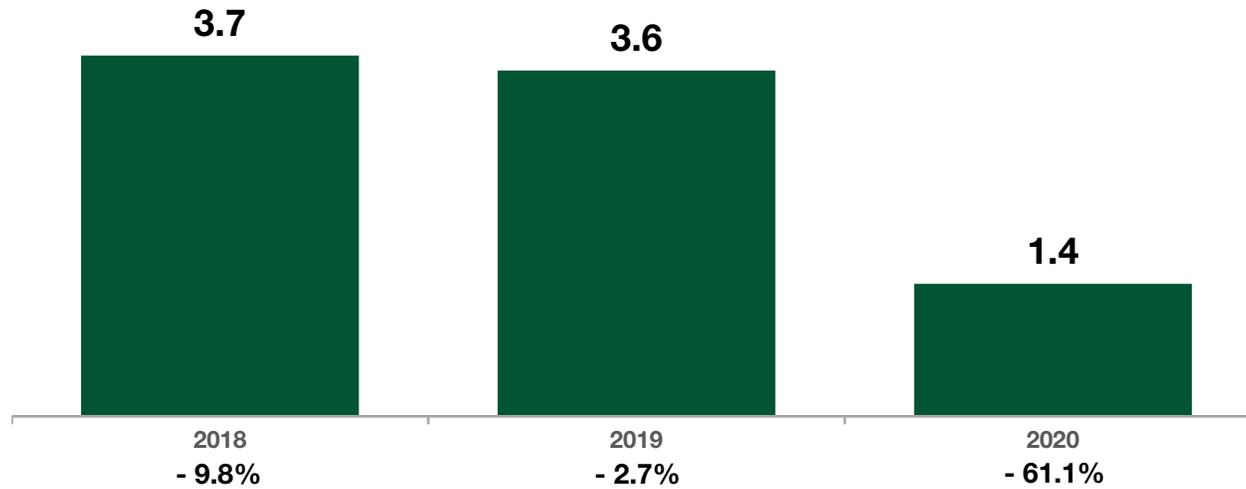


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
January 2020	3.7	3.7	0.0%
February 2020	3.5	3.7	-5.4%
March 2020	3.6	3.4	+5.9%
April 2020	3.7	3.7	0.0%
May 2020	3.5	4.0	-12.5%
June 2020	3.0	3.8	-21.1%
July 2020	2.6	4.1	-36.6%
August 2020	2.8	4.2	-33.3%
September 2020	2.7	3.9	-30.8%
October 2020	2.5	4.1	-39.0%
November 2020	2.0	3.8	-47.4%
December 2020	1.4	3.6	-61.1%
12-Month Avg*	2.9	3.8	-23.7%

* Months Supply for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

