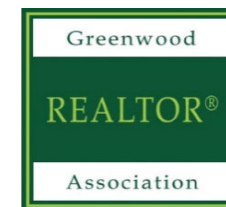


# Monthly Indicators



## January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings were down 42.4 percent to 68. Pending Sales increased 11.7 percent to 86. Inventory shrank 61.5 percent to 119 units.

Prices moved higher as Median Sales Price was up 36.2 percent to \$207,000. Days on Market decreased 2.9 percent to 101 days. Months Supply of Inventory was down 67.6 percent to 1.2 months, indicating that demand increased relative to supply.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Quick Facts

**+ 36.7%**      **+ 36.2%**      **- 67.6%**

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.



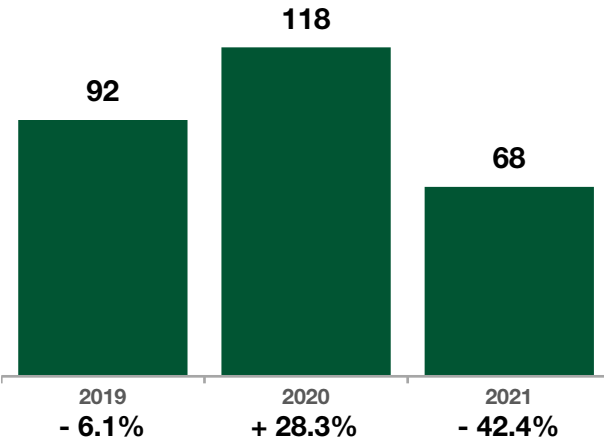
Key Metrics	Historical Sparkbars			01-2020	01-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	01-2019	01-2020	01-2021						
New Listings				118	68	- 42.4%	118	68	- 42.4%
Pending Sales				77	86	+ 11.7%	77	86	+ 11.7%
Closed Sales				49	67	+ 36.7%	49	67	+ 36.7%
Days on Market				104	101	- 2.9%	104	101	- 2.9%
Median Sales Price				\$152,000	\$207,000	+ 36.2%	\$152,000	\$207,000	+ 36.2%
Average Sales Price				\$168,606	\$242,891	+ 44.1%	\$168,606	\$242,891	+ 44.1%
Pct. of List Price Received				96.9%	98.3%	+ 1.4%	96.9%	98.3%	+ 1.4%
Housing Affordability Index				156	114	- 26.9%	156	114	- 26.9%
Inventory of Homes for Sale				309	119	- 61.5%	--	--	--
Months Supply of Inventory				3.7	1.2	- 67.6%	--	--	--

# New Listings

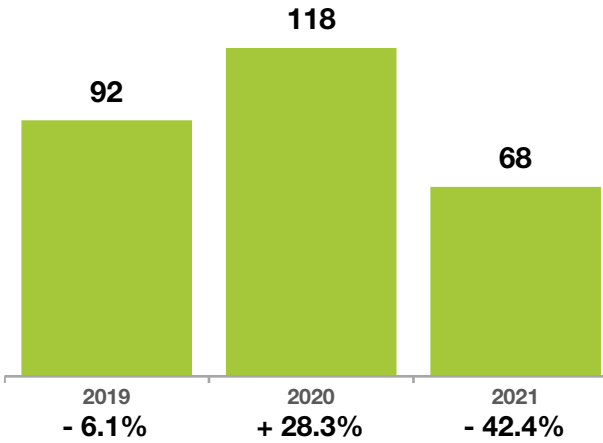
A count of the properties that have been newly listed on the market in a given month.



## January

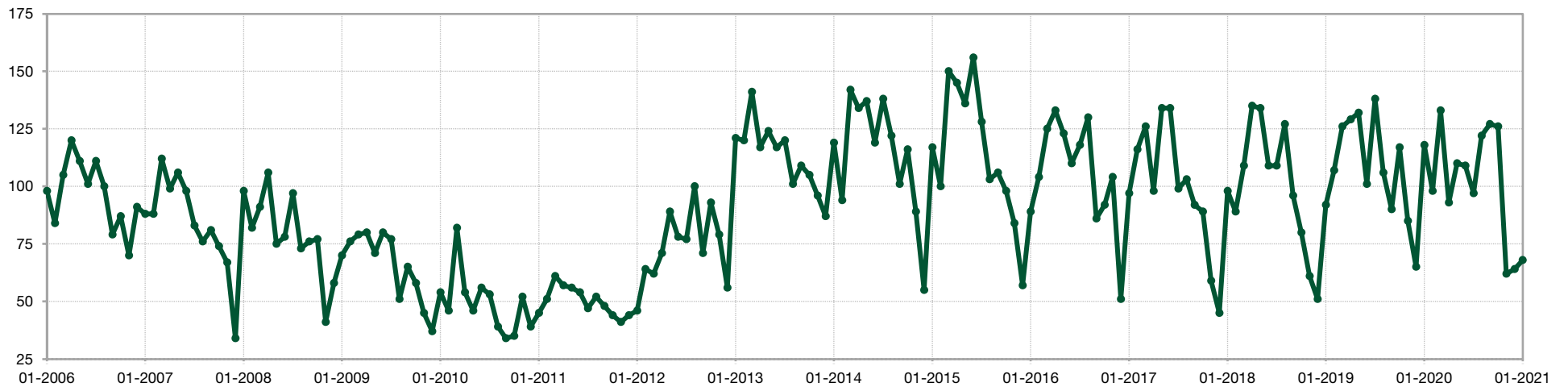


## Year to Date



	New Listings	Prior Year	Percent Change
February 2020	98	107	-8.4%
March 2020	133	126	+5.6%
April 2020	93	129	-27.9%
May 2020	110	132	-16.7%
June 2020	109	101	+7.9%
July 2020	97	138	-29.7%
August 2020	122	106	+15.1%
September 2020	127	90	+41.1%
October 2020	126	117	+7.7%
November 2020	62	85	-27.1%
December 2020	64	65	-1.5%
<b>January 2021</b>	<b>68</b>	<b>118</b>	<b>-42.4%</b>
12-Month Avg	101	110	-8.0%

## Historical New Listings by Month

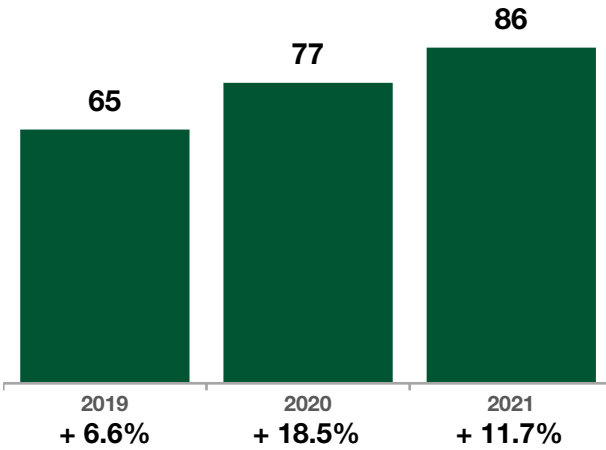


# Pending Sales

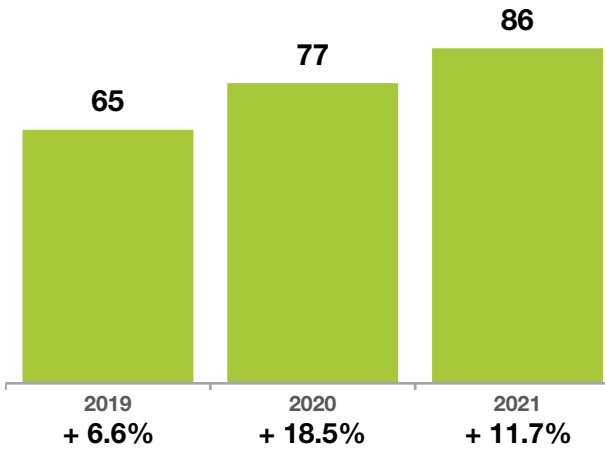
A count of the properties on which offers have been accepted in a given month.



## January

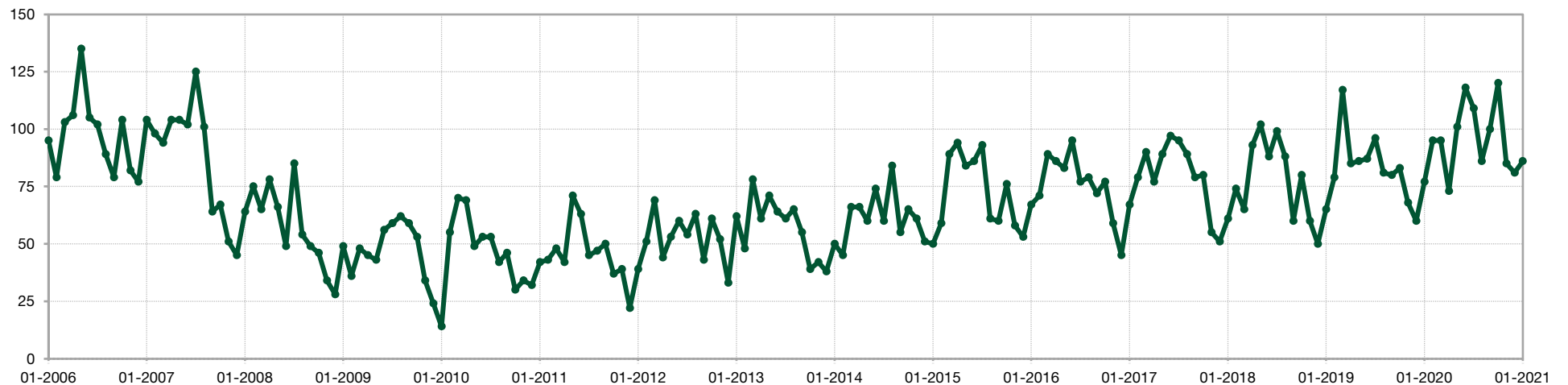


## Year to Date



	Pending Sales	Prior Year	Percent Change
February 2020	95	79	+20.3%
March 2020	95	117	-18.8%
April 2020	73	85	-14.1%
May 2020	101	86	+17.4%
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	120	83	+44.6%
November 2020	85	68	+25.0%
December 2020	81	60	+35.0%
<b>January 2021</b>	<b>86</b>	<b>77</b>	<b>+11.7%</b>
12-Month Avg	96	83	+15.0%

## Historical Pending Sales by Month

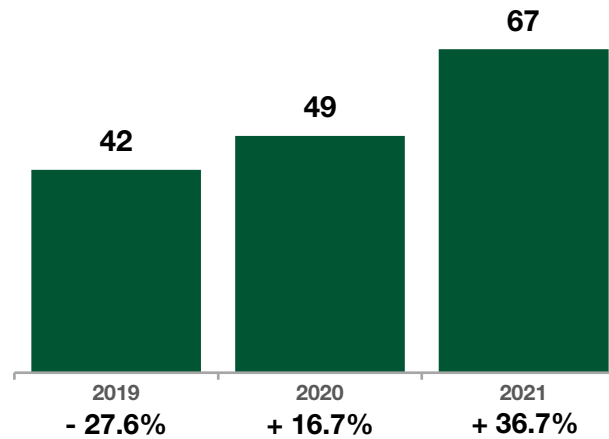


# Closed Sales

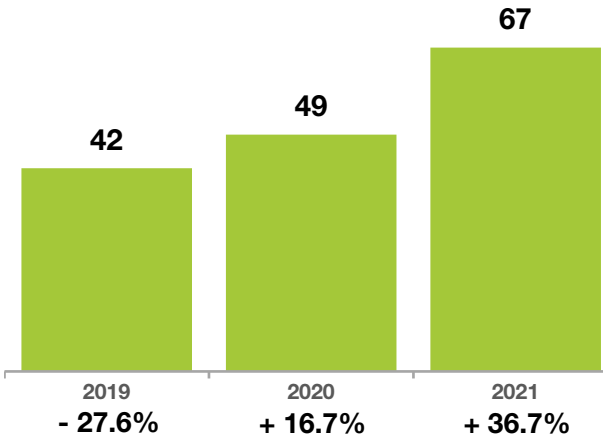
A count of the actual sales that closed in a given month.



## January

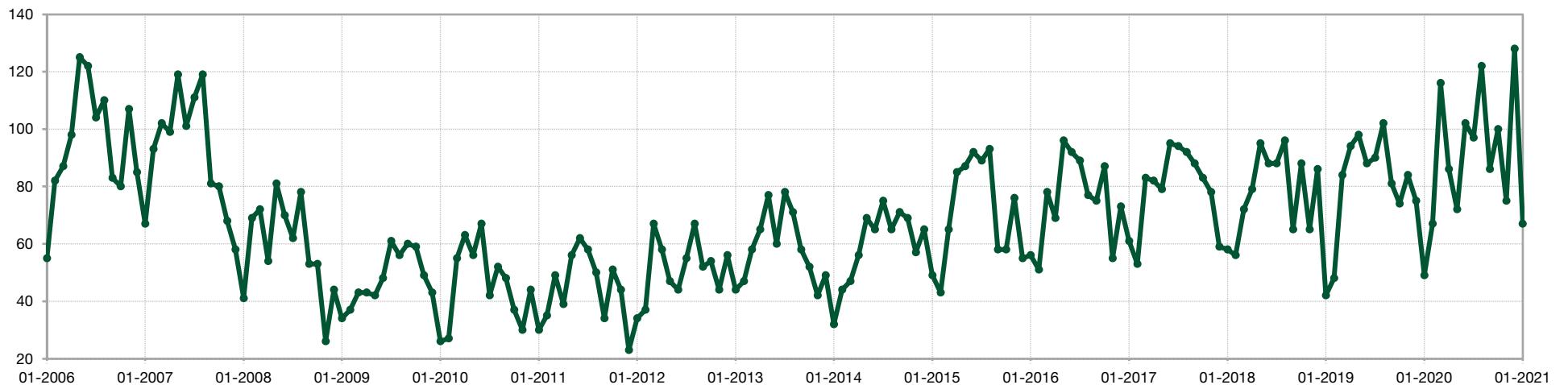


## Year to Date



Closed Sales	Prior Year	Percent Change	
February 2020	67	48	+39.6%
March 2020	116	84	+38.1%
April 2020	86	94	-8.5%
May 2020	72	98	-26.5%
June 2020	102	88	+15.9%
July 2020	97	90	+7.8%
August 2020	122	102	+19.6%
September 2020	86	81	+6.2%
October 2020	100	74	+35.1%
November 2020	75	84	-10.7%
December 2020	128	75	+70.7%
<b>January 2021</b>	<b>67</b>	<b>49</b>	<b>+36.7%</b>
12-Month Avg	93	81	+15.6%

## Historical Closed Sales by Month

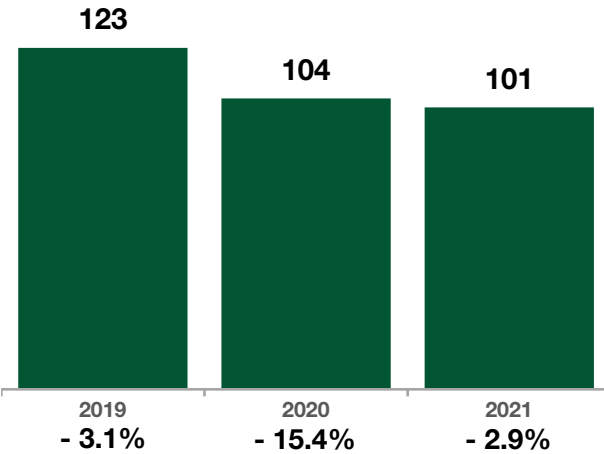


# Days on Market Until Sale

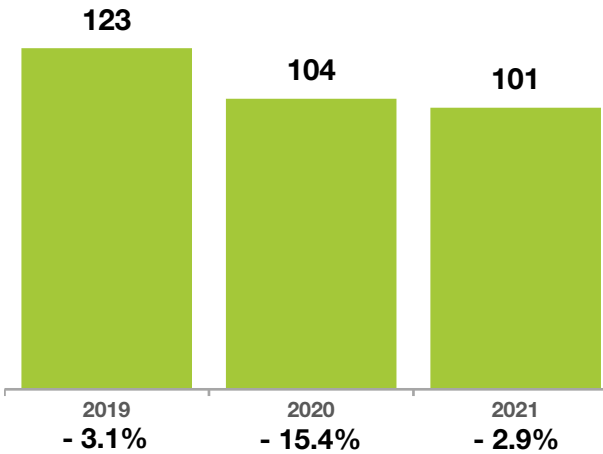
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



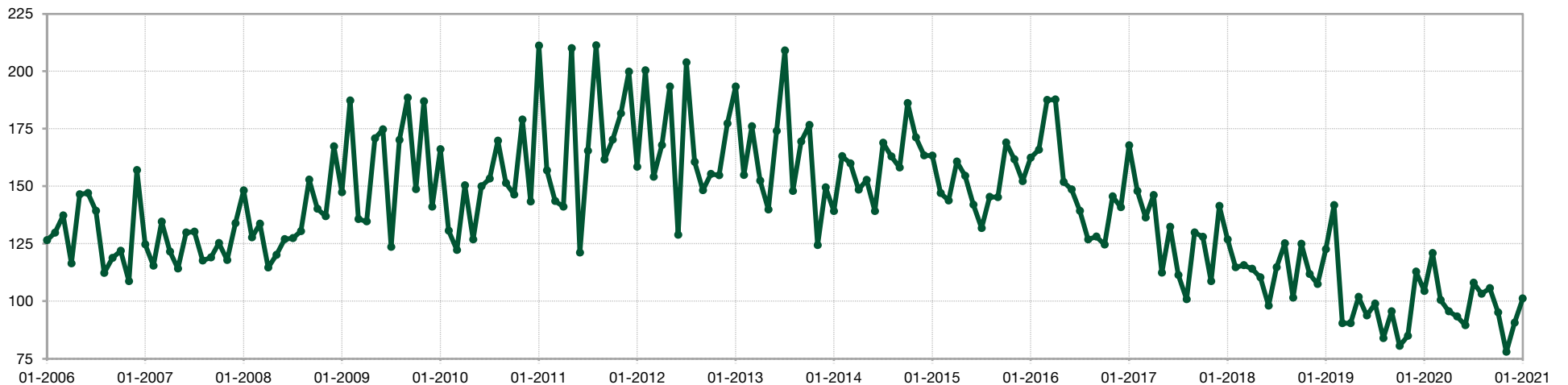
## Year to Date



Days on Market	Prior Year	Percent Change	
February 2020	121	142	-14.8%
March 2020	100	90	+11.1%
April 2020	96	90	+6.7%
May 2020	93	102	-8.8%
June 2020	89	94	-5.3%
July 2020	108	99	+9.1%
August 2020	103	84	+22.6%
September 2020	106	95	+11.6%
October 2020	95	81	+17.3%
November 2020	78	85	-8.2%
December 2020	91	113	-19.5%
<b>January 2021</b>	<b>101</b>	<b>104</b>	<b>-2.9%</b>
12-Month Avg*	98	96	+2.1%

\* Average Days on Market of all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

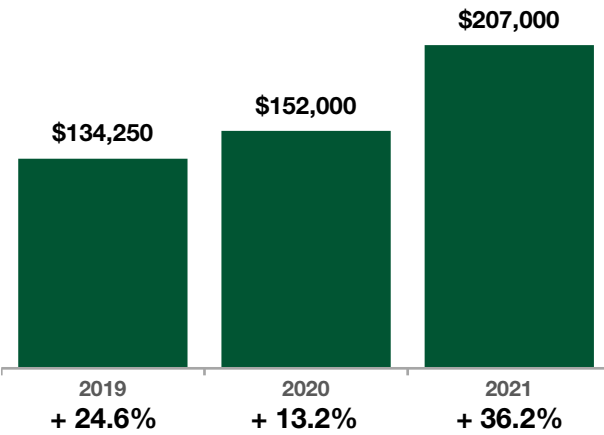


# Median Sales Price

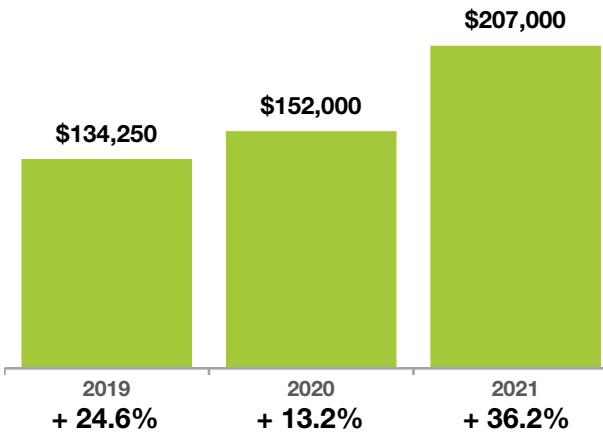
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



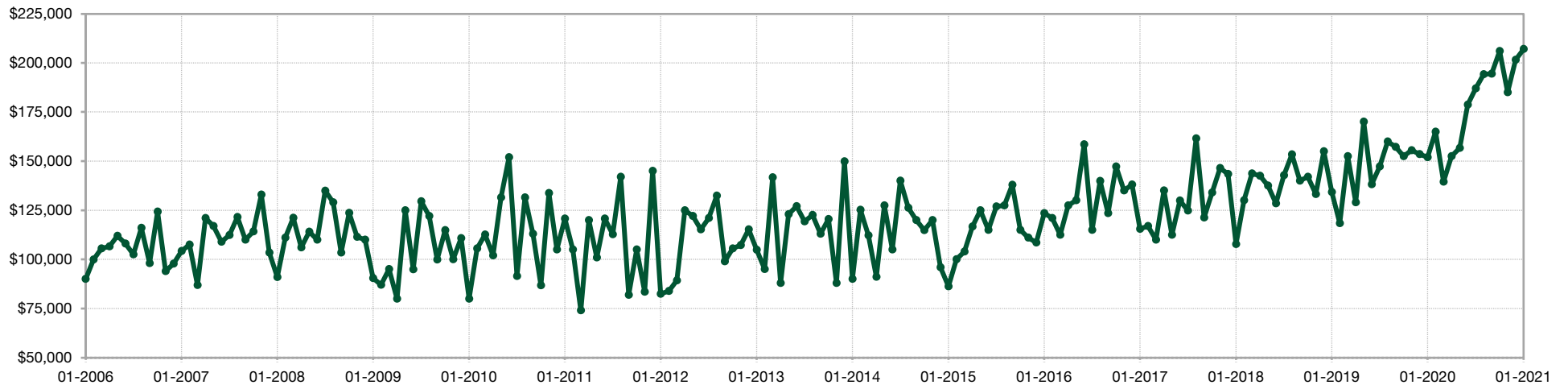
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$156,700	\$170,000	-7.8%
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	\$194,450	\$157,200	+23.7%
October 2020	\$206,000	\$152,450	+35.1%
November 2020	\$185,000	\$155,500	+19.0%
December 2020	\$201,500	\$153,500	+31.3%
<b>January 2021</b>	<b>\$207,000</b>	<b>\$152,000</b>	<b>+36.2%</b>
12-Month Med*	\$180,000	\$149,500	+20.4%

\* Median Sales Price of all properties from February 2020 through January 2021. This is not the median of the individual figures above.

## Historical Median Sales Price by Month



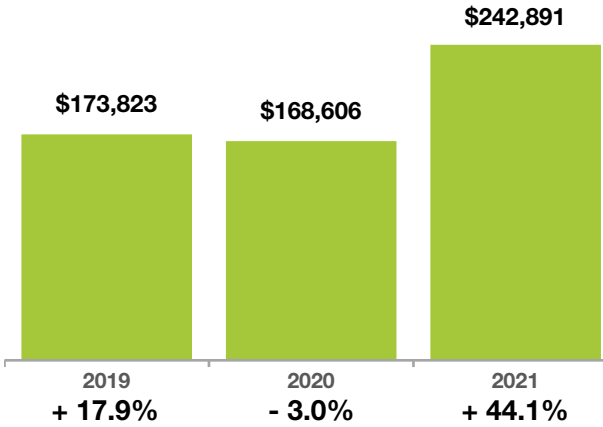
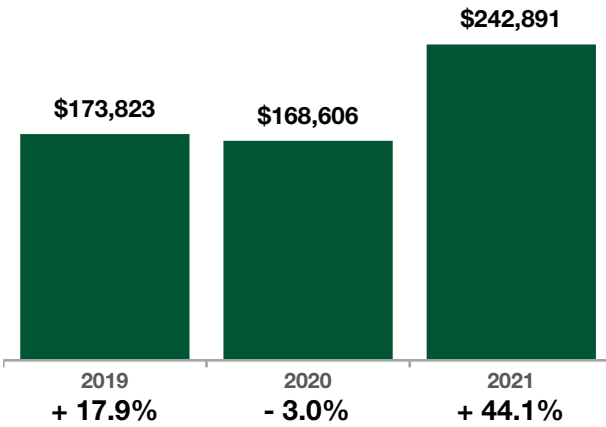
# Average Sales Price

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



## January

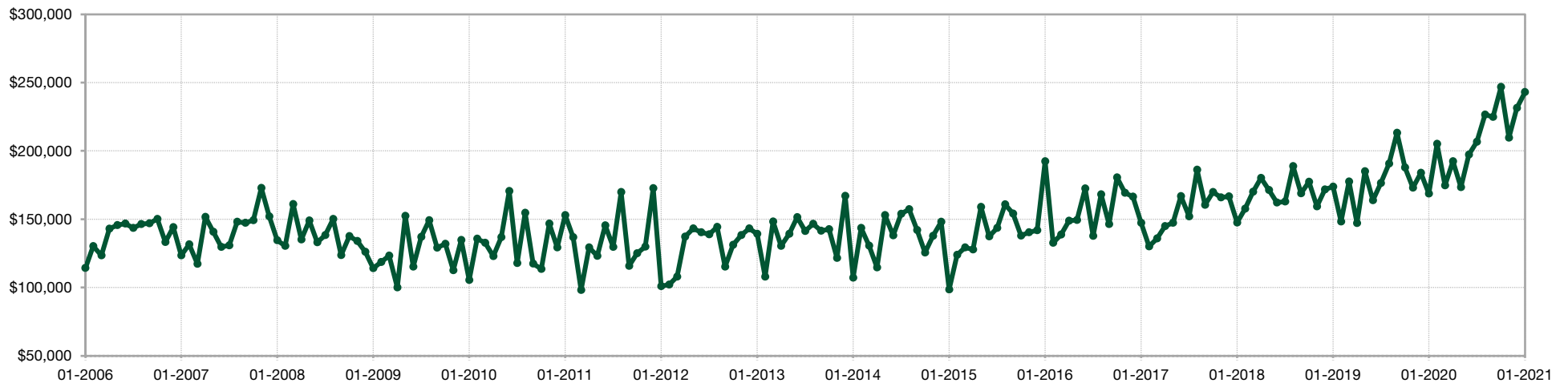
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$173,359	\$184,926	-6.3%
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	\$224,789	\$213,069	+5.5%
October 2020	\$246,664	\$187,836	+31.3%
November 2020	\$209,532	\$172,987	+21.1%
December 2020	\$231,276	\$183,805	+25.8%
<b>January 2021</b>	<b>\$242,891</b>	<b>\$168,606</b>	<b>+44.1%</b>
12-Month Avg*	\$210,910	\$176,239	+19.7%

\* Avg. Sales Price of all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



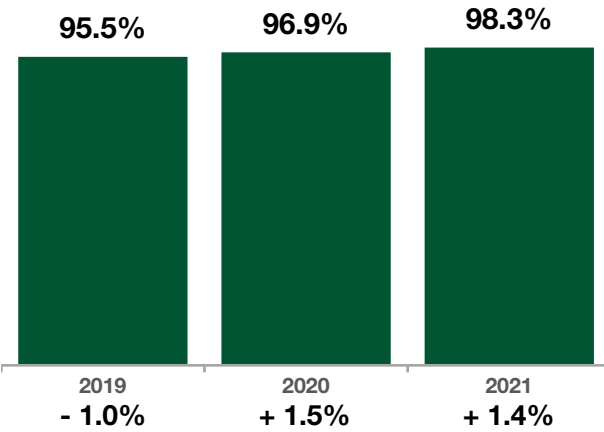


# Percent of List Price Received

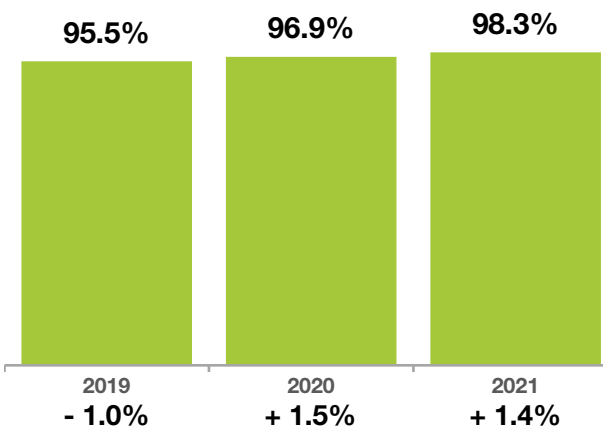
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



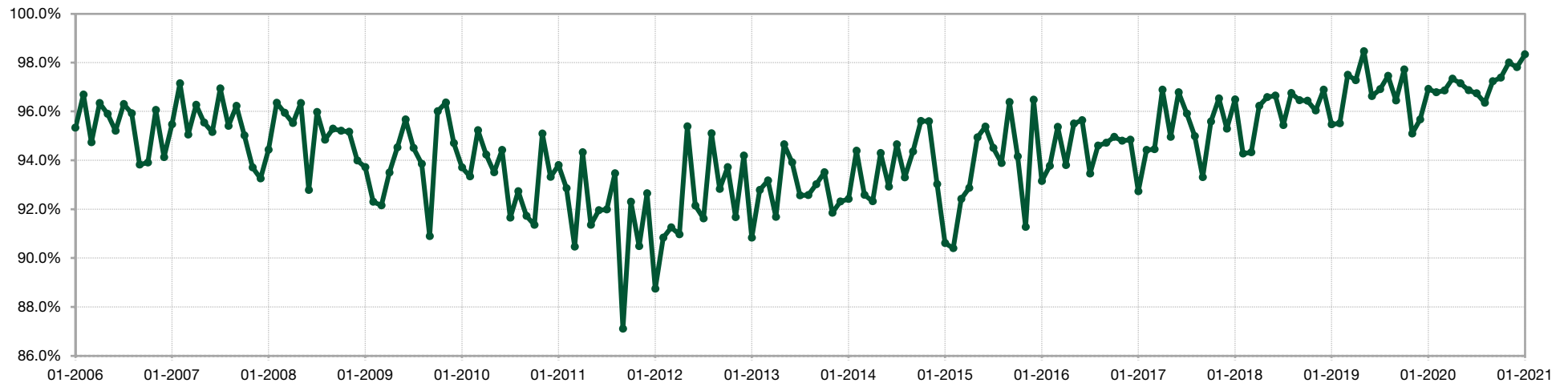
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.2%	96.4%	+0.8%
October 2020	97.4%	97.7%	-0.3%
November 2020	98.0%	95.1%	+3.0%
December 2020	97.8%	95.7%	+2.2%
<b>January 2021</b>	<b>98.3%</b>	<b>96.9%</b>	<b>+1.4%</b>
12-Month Avg*	97.2%	96.9%	+0.3%

\* Average Pct. of List Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

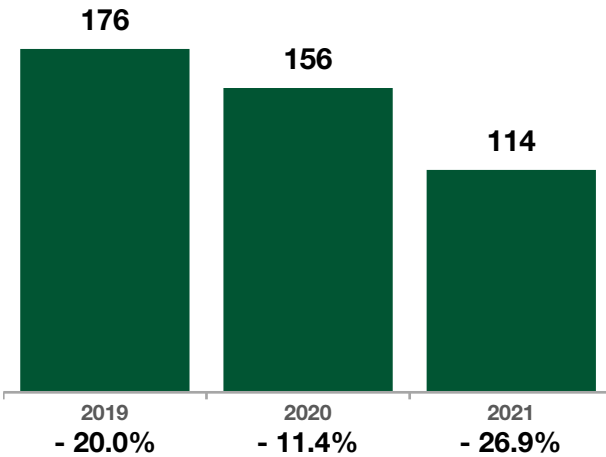


# Housing Affordability Index

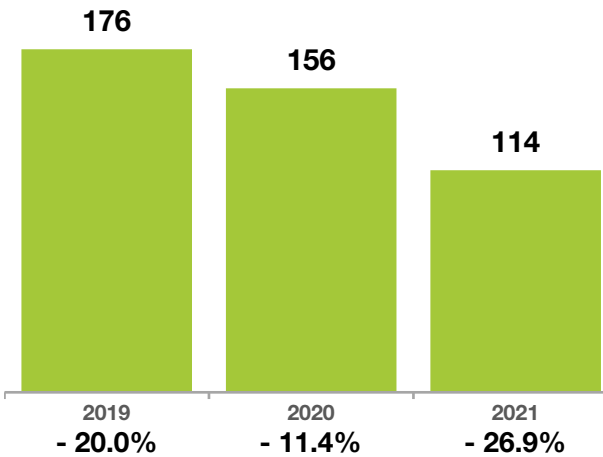
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

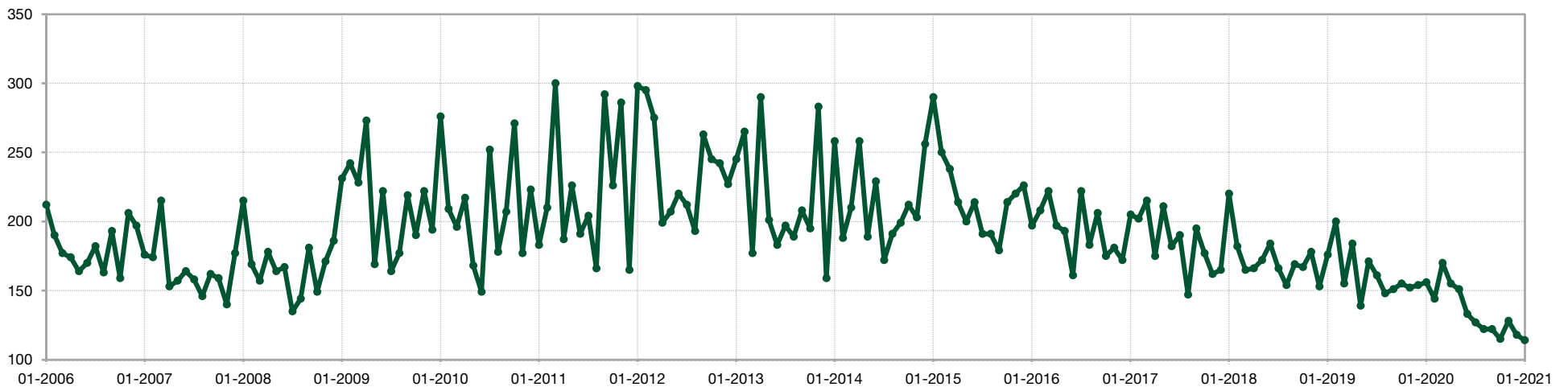


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2020	144	200	-28.0%
March 2020	170	155	+9.7%
April 2020	155	184	-15.8%
May 2020	151	139	+8.6%
June 2020	133	171	-22.2%
July 2020	127	161	-21.1%
August 2020	122	148	-17.6%
September 2020	122	151	-19.2%
October 2020	115	155	-25.8%
November 2020	128	152	-15.8%
December 2020	118	154	-23.4%
<b>January 2021</b>	<b>114</b>	<b>156</b>	<b>-26.9%</b>
12-Month Avg	133	161	-17.0%

## Historical Housing Affordability Index by Month

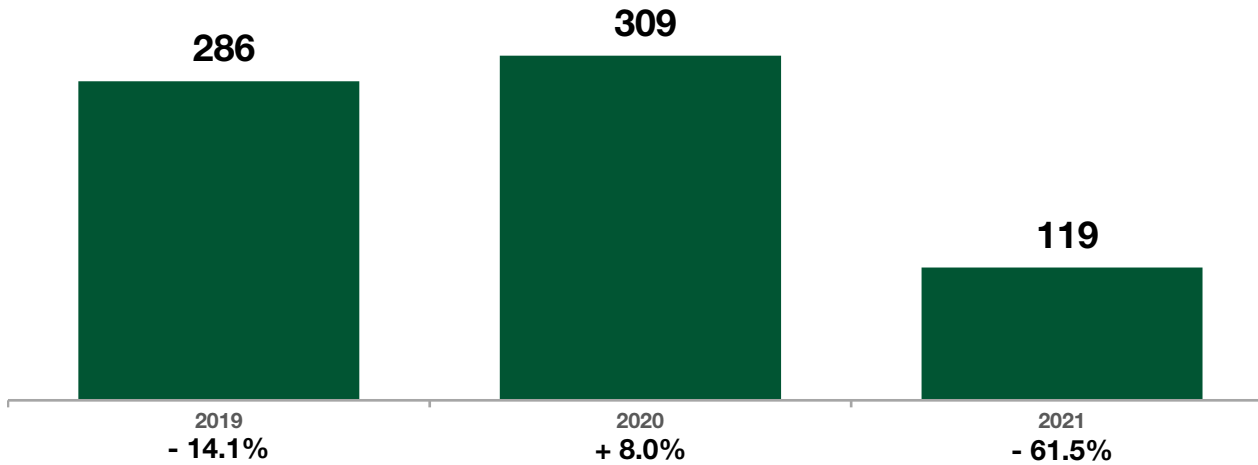


# Inventory of Homes for Sale

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



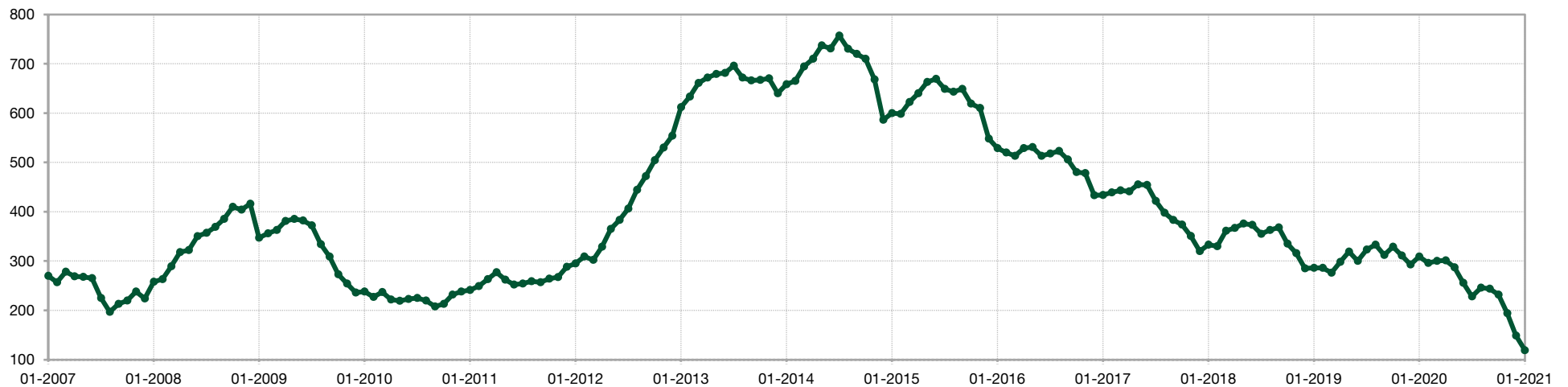
## January



Homes for Sale	Prior Year	Percent Change
February 2020	296	+3.5%
March 2020	300	+8.7%
April 2020	301	+1.0%
May 2020	287	-10.0%
June 2020	256	-14.7%
July 2020	228	-29.4%
August 2020	246	-26.1%
September 2020	244	-21.8%
October 2020	232	-29.5%
November 2020	194	-37.6%
December 2020	149	-49.1%
<b>January 2021</b>	<b>119</b>	<b>-61.5%</b>
12-Month Avg*	238	-20.9%

\* Homes for Sale for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

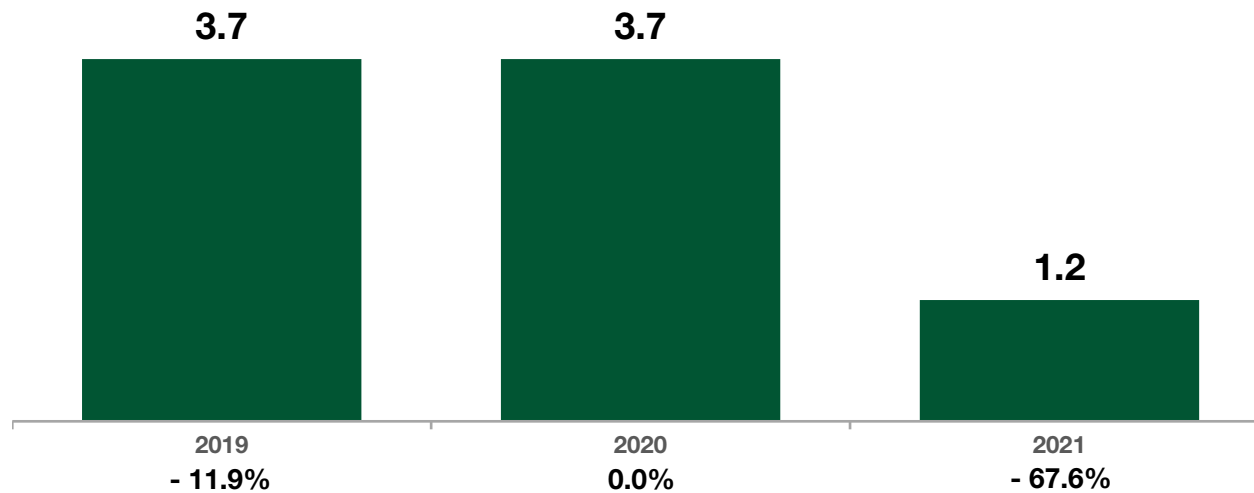


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Percent Change
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	2.1	3.8	-44.7%
December 2020	1.6	3.6	-55.6%
<b>January 2021</b>	<b>1.2</b>	<b>3.7</b>	<b>-67.6%</b>
12-Month Avg*	2.7	3.8	-28.9%

\* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

