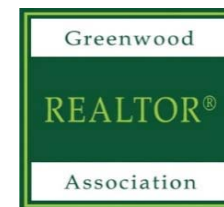


Monthly Indicators



September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

New Listings were up 33.3 percent to 120. Pending Sales increased 25.0 percent to 100. Inventory shrank 31.1 percent to 215 units.

Prices moved higher as Median Sales Price was up 26.6 percent to \$199,000. Days on Market increased 12.6 percent to 107 days. Months Supply of Inventory was down 38.5 percent to 2.4 months, indicating that demand increased relative to supply.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Quick Facts

0.0%	+ 26.6%	- 38.5%
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.



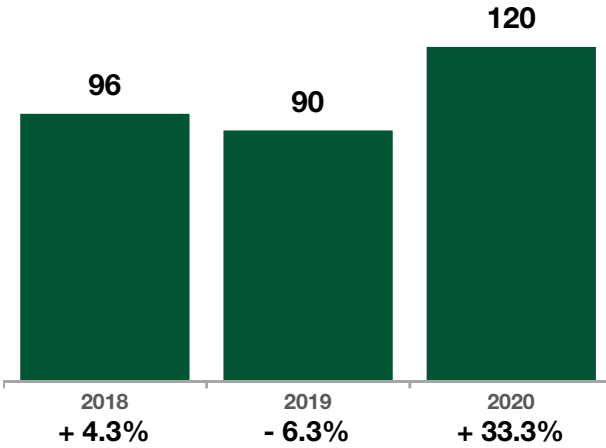
Key Metrics	Historical Sparkbars			09-2019	09-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	09-2018	09-2019	09-2020						
New Listings				90	120	+ 33.3%	1,021	980	- 4.0%
Pending Sales				80	100	+ 25.0%	776	848	+ 9.3%
Closed Sales				81	81	0.0%	727	777	+ 6.9%
Days on Market				95	107	+ 12.6%	98	102	+ 4.1%
Median Sales Price				\$157,200	\$199,000	+ 26.6%	\$146,000	\$165,000	+ 13.0%
Average Sales Price				\$213,069	\$228,690	+ 7.3%	\$176,426	\$198,495	+ 12.5%
Pct. of List Price Received				96.4%	97.3%	+ 0.9%	97.0%	96.8%	- 0.2%
Housing Affordability Index				151	119	- 21.2%	162	144	- 11.1%
Inventory of Homes for Sale				312	215	- 31.1%	--	--	--
Months Supply of Inventory				3.9	2.4	- 38.5%	--	--	--

New Listings

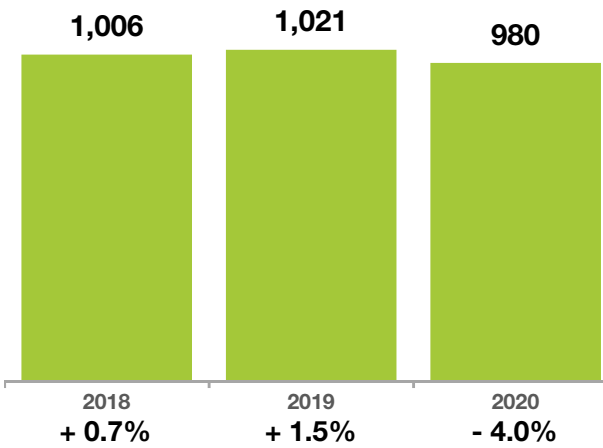
A count of the properties that have been newly listed on the market in a given month.



September

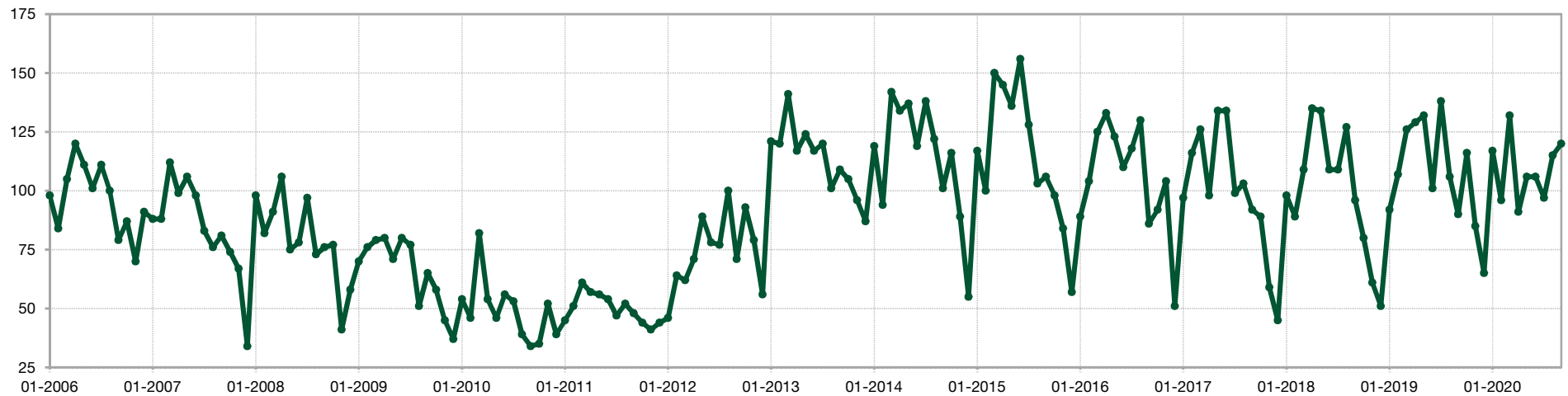


Year to Date



	New Listings	Prior Year	Percent Change
October 2019	116	80	+45.0%
November 2019	85	61	+39.3%
December 2019	65	51	+27.5%
January 2020	117	92	+27.2%
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	106	101	+5.0%
July 2020	97	138	-29.7%
August 2020	115	106	+8.5%
September 2020	120	90	+33.3%
12-Month Avg	104	101	+2.7%

Historical New Listings by Month

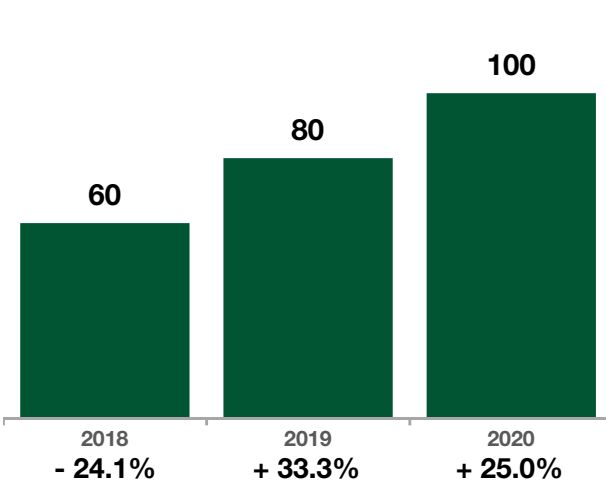


Pending Sales

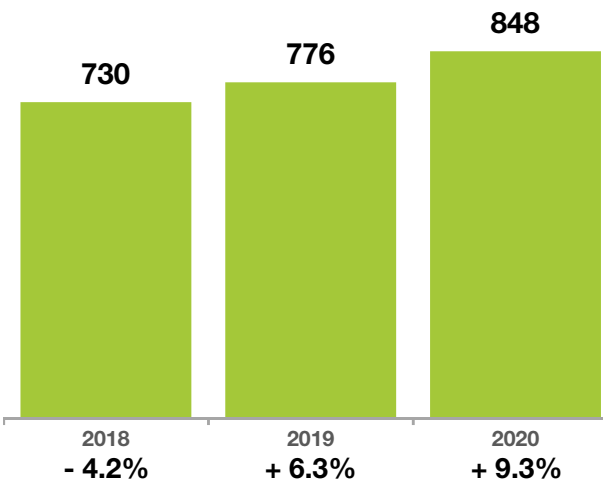
A count of the properties on which offers have been accepted in a given month.



September

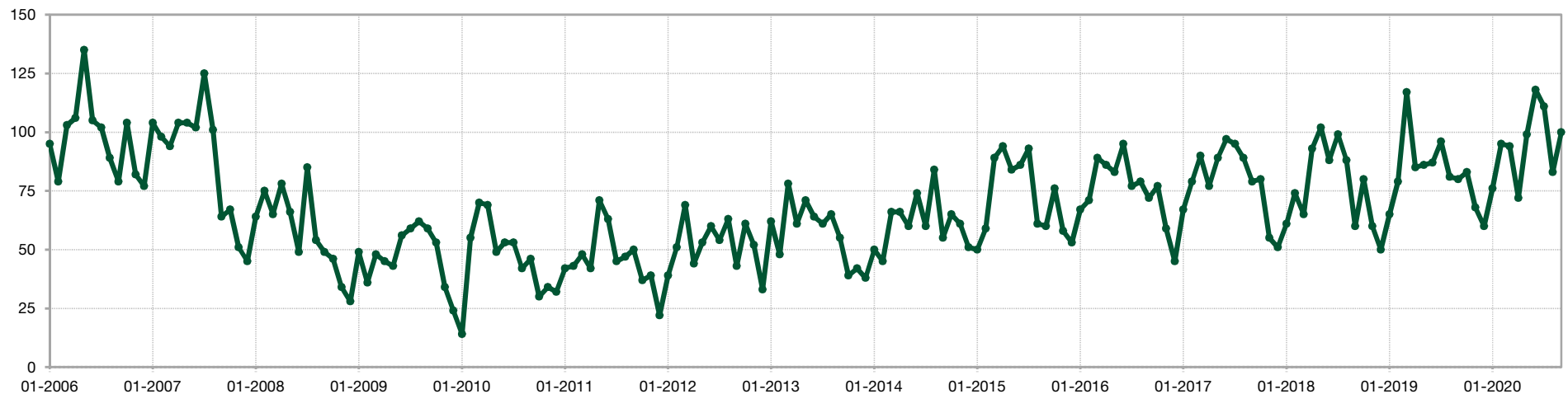


Year to Date



	Pending Sales	Prior Year	Percent Change
October 2019	83	80	+3.8%
November 2019	68	60	+13.3%
December 2019	60	50	+20.0%
January 2020	76	65	+16.9%
February 2020	95	79	+20.3%
March 2020	94	117	-19.7%
April 2020	72	85	-15.3%
May 2020	99	86	+15.1%
June 2020	118	87	+35.6%
July 2020	111	96	+15.6%
August 2020	83	81	+2.5%
September 2020	100	80	+25.0%
12-Month Avg	88	81	+9.6%

Historical Pending Sales by Month

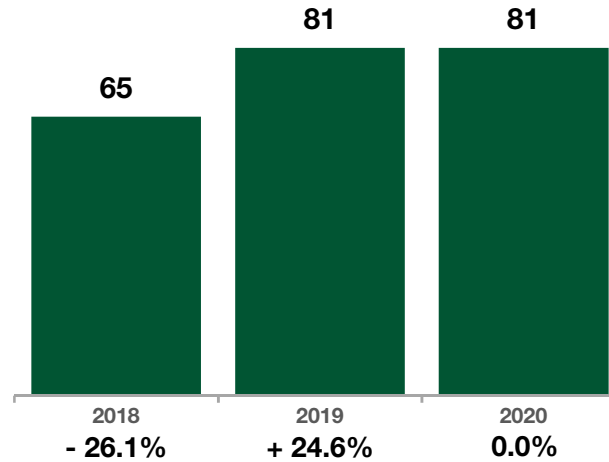


Closed Sales

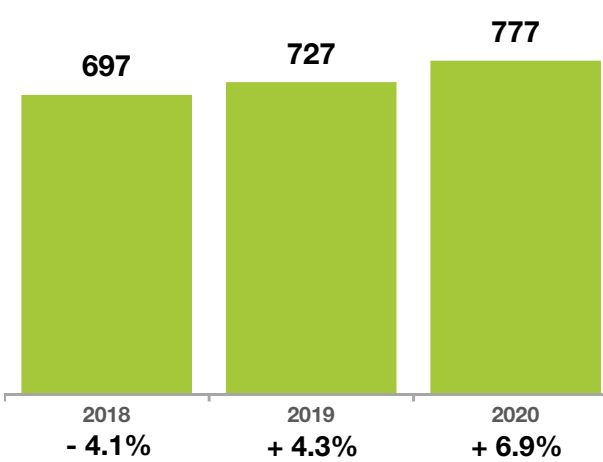
A count of the actual sales that closed in a given month.



September

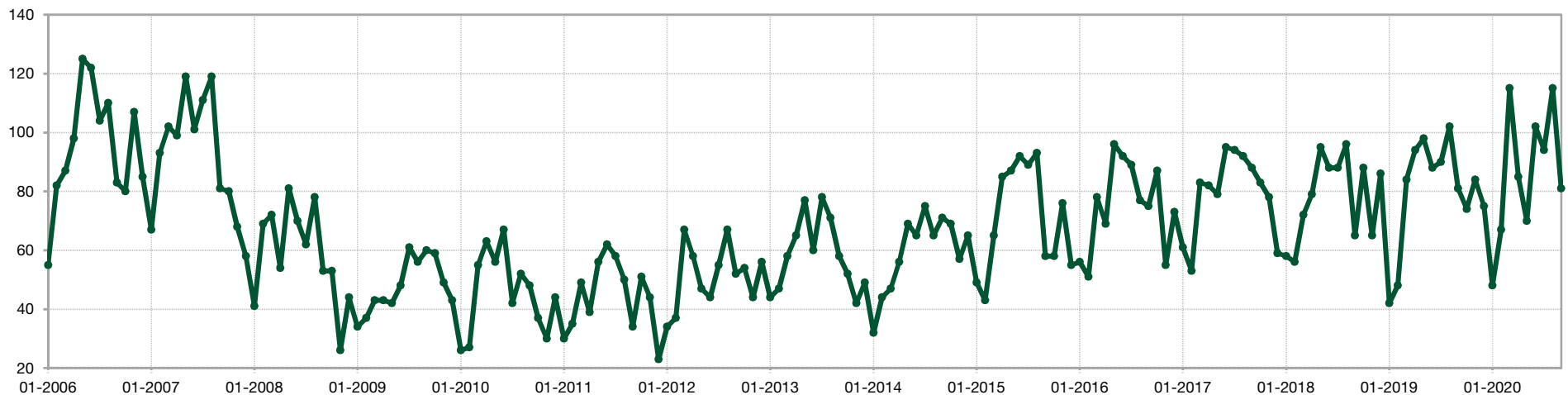


Year to Date



	Closed Sales	Prior Year	Percent Change
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	102	88	+15.9%
July 2020	94	90	+4.4%
August 2020	115	102	+12.7%
September 2020	81	81	0.0%
12-Month Avg	84	81	+4.6%

Historical Closed Sales by Month

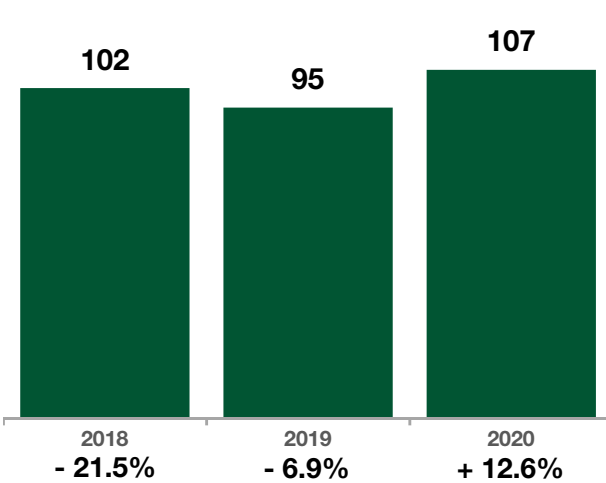


Days on Market Until Sale

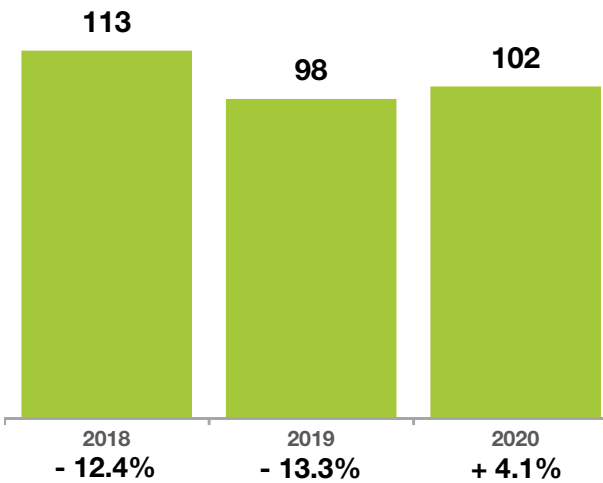
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



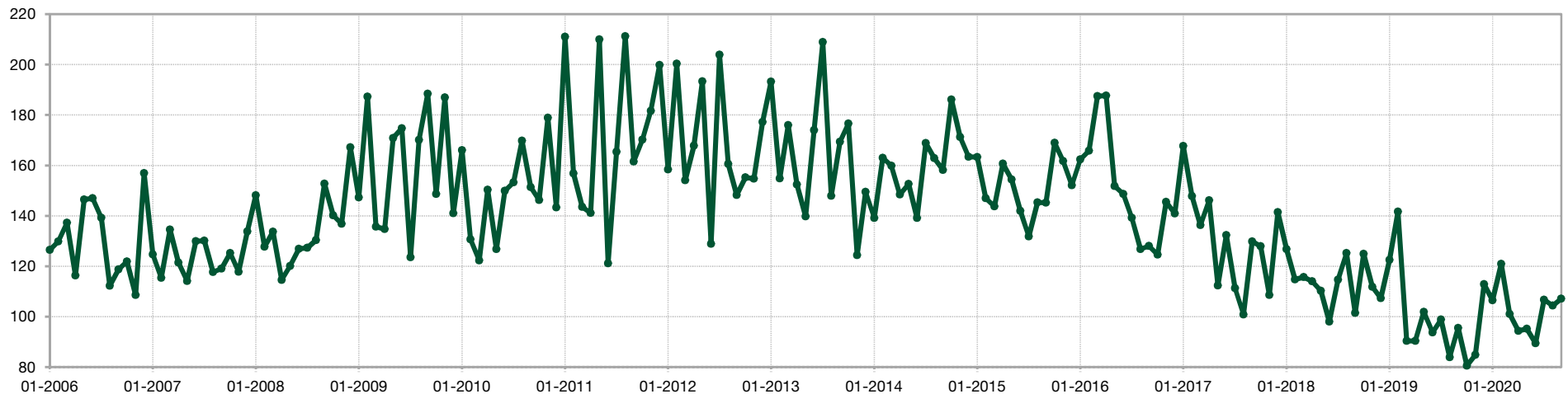
Year to Date



Days on Market	Prior Year	Percent Change
October 2019	81	-35.2%
November 2019	85	-24.1%
December 2019	113	+5.6%
January 2020	107	-13.0%
February 2020	121	-14.8%
March 2020	101	+12.2%
April 2020	94	+4.4%
May 2020	95	-6.9%
June 2020	89	-5.3%
July 2020	107	+8.1%
August 2020	104	+23.8%
September 2020	107	+12.6%
12-Month Avg*	100	-2.0%

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

Historical Days on Market Until Sale by Month

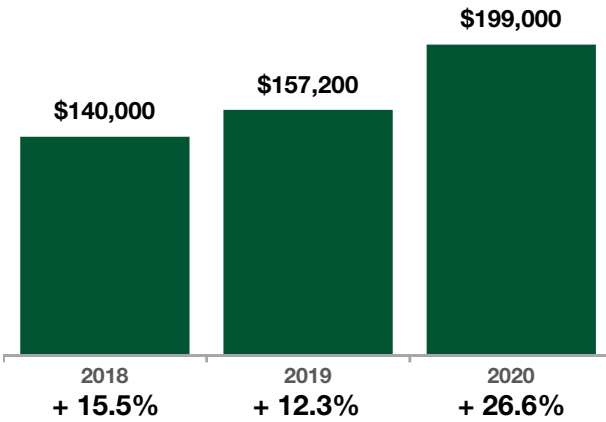


Median Sales Price

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



September



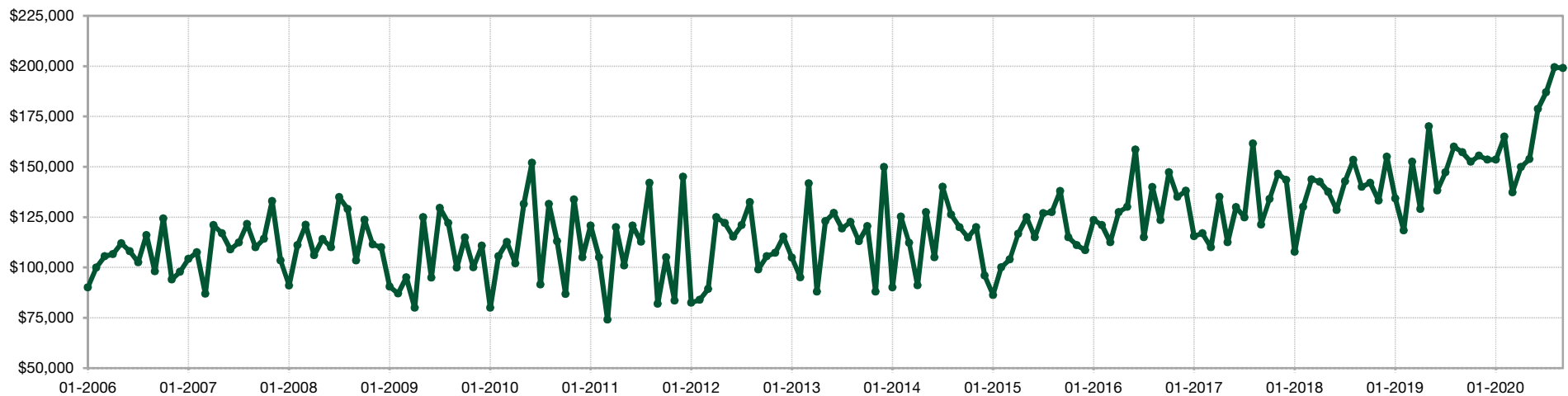
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$178,750	\$138,200	+29.3%
July 2020	\$187,000	\$147,250	+27.0%
August 2020	\$199,500	\$160,000	+24.7%
September 2020	\$199,000	\$157,200	+26.6%
12-Month Med*	\$163,750	\$145,000	+12.9%

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

Historical Median Sales Price by Month

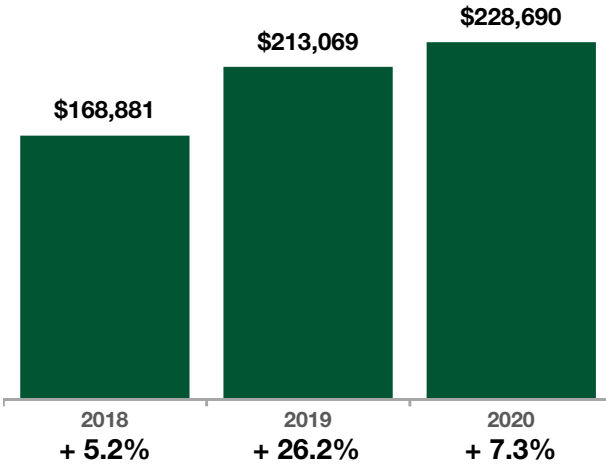


Average Sales Price

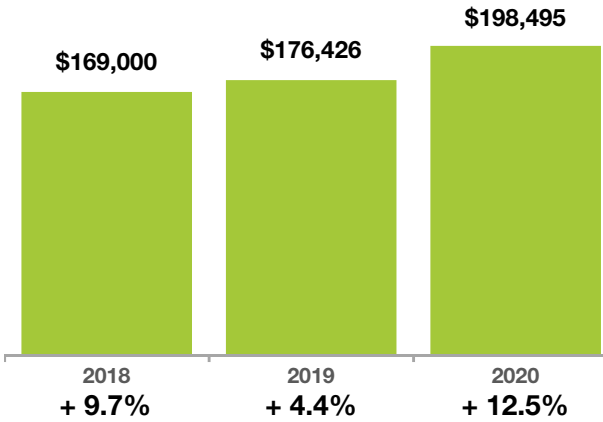
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



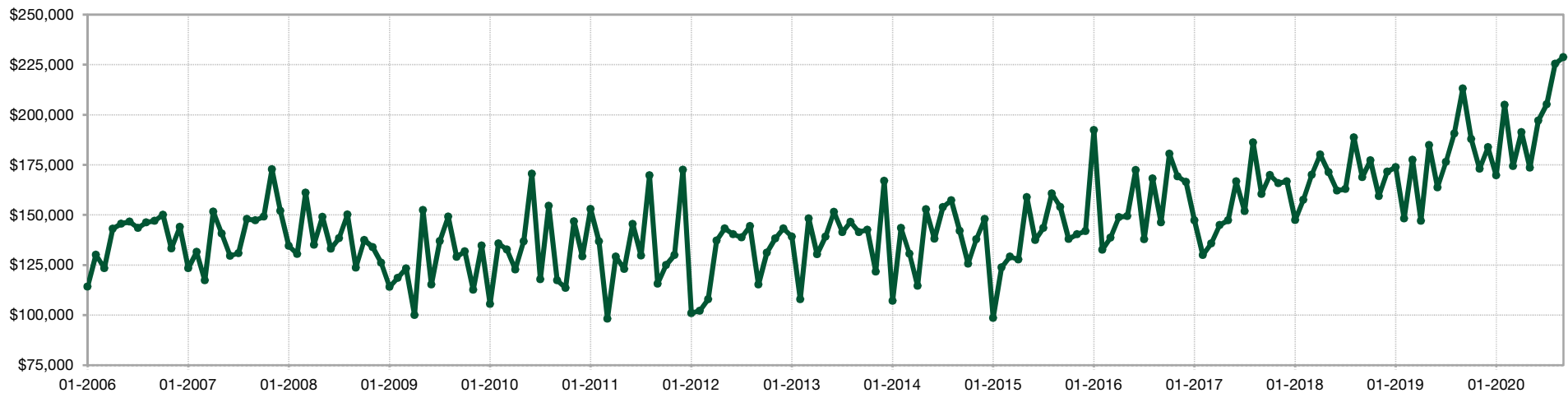
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$197,118	\$163,711	+20.4%
July 2020	\$205,255	\$176,448	+16.3%
August 2020	\$225,457	\$190,712	+18.2%
September 2020	\$228,690	\$213,069	+7.3%
12-Month Avg*	\$192,940	\$173,647	+11.1%

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

Historical Average Sales Price by Month

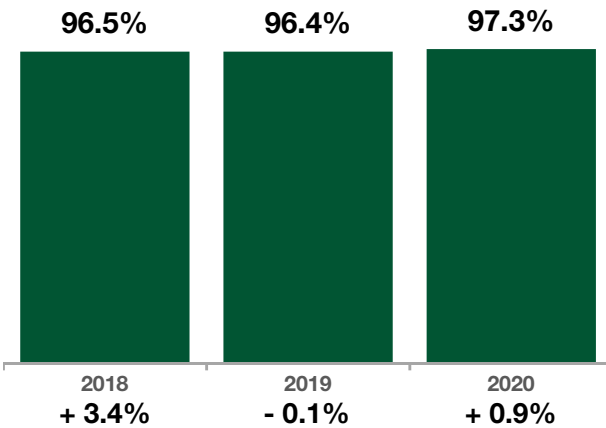


Percent of List Price Received

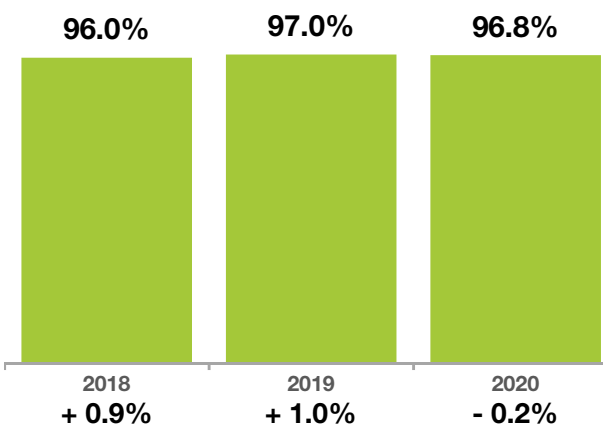
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



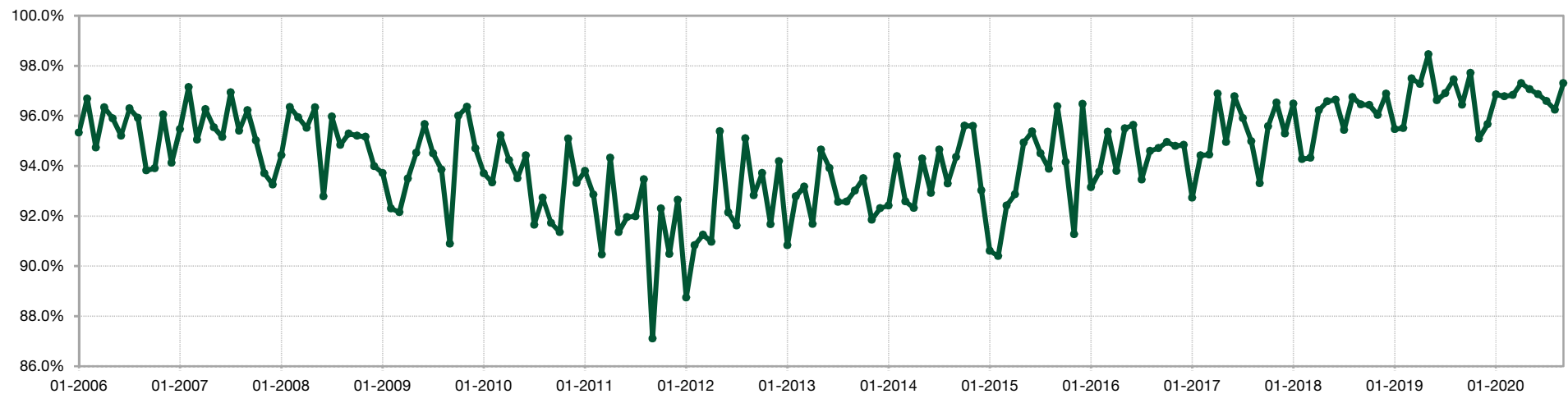
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.6%	96.9%	-0.3%
August 2020	96.2%	97.5%	-1.3%
September 2020	97.3%	96.4%	+0.9%
12-Month Avg*	96.7%	96.9%	-0.2%

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

Historical Percent of List Price Received by Month

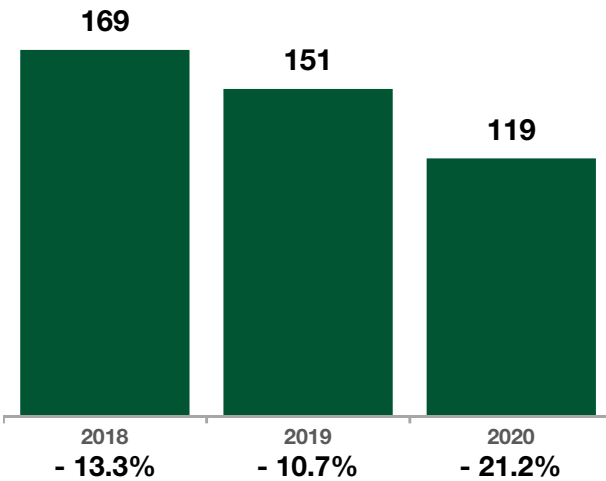


Housing Affordability Index

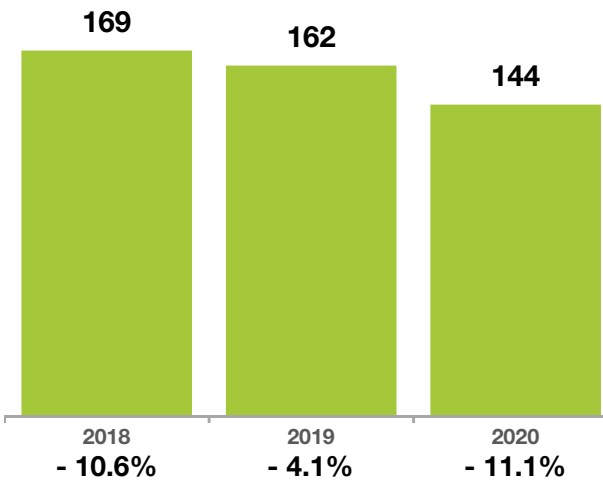


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

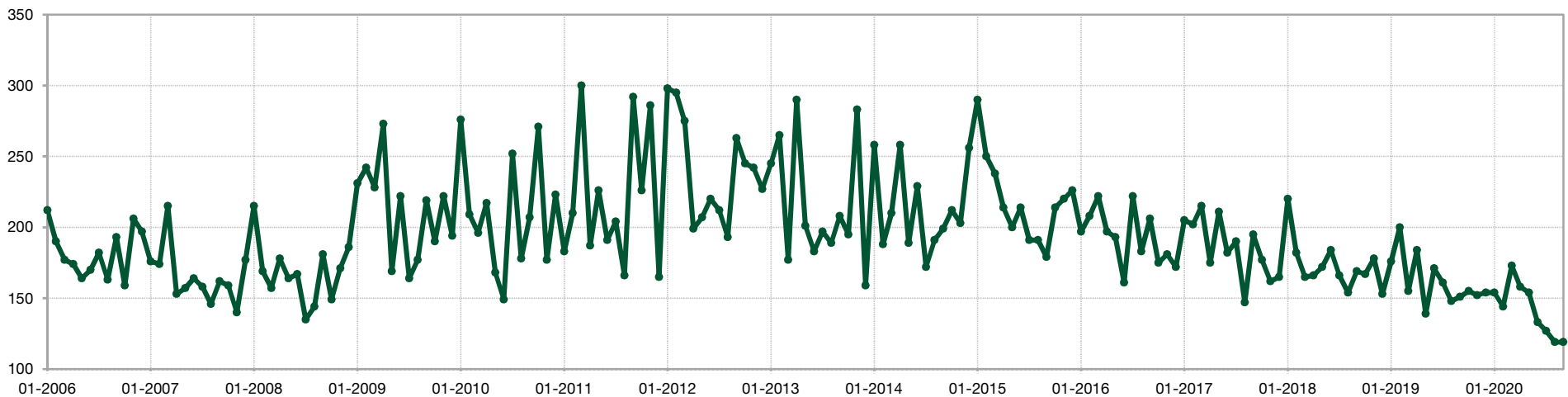


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2020	119	148	-19.6%
September 2020	119	151	-21.2%
12-Month Avg	145	165	-12.2%

Historical Housing Affordability Index by Month

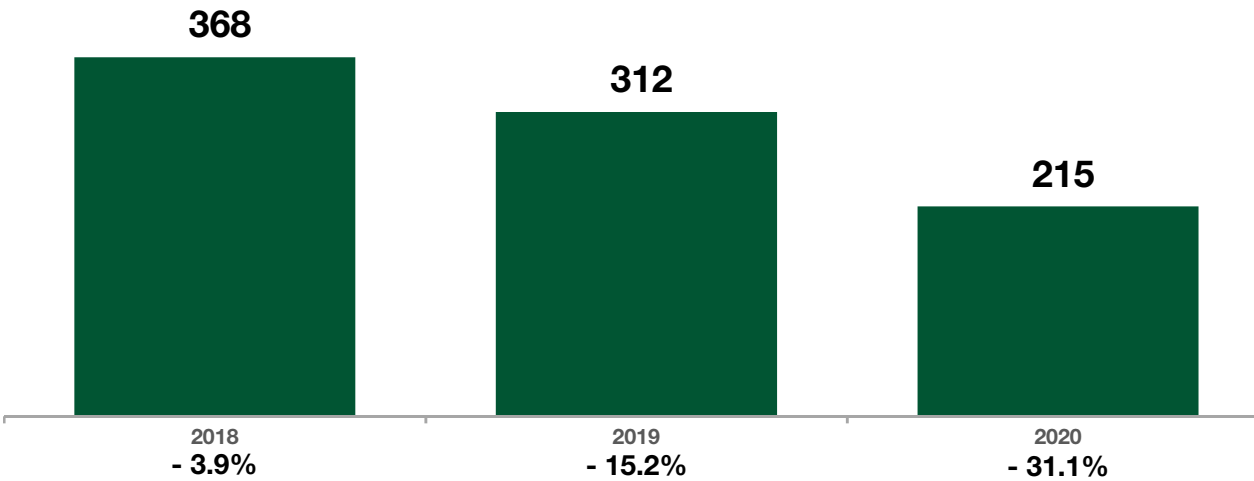


Inventory of Homes for Sale

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



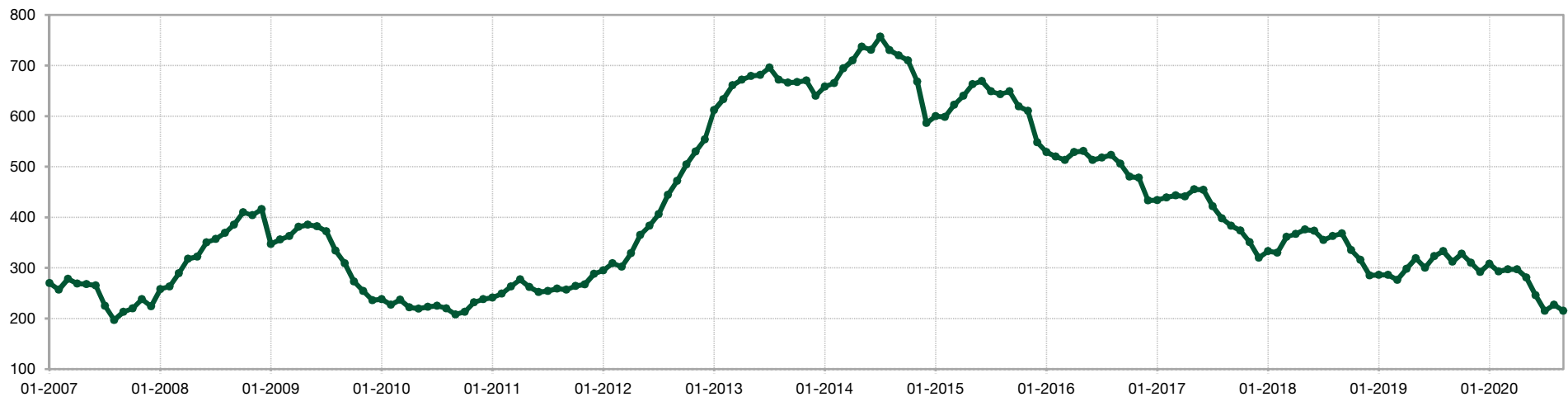
September



	Homes for Sale	Prior Year	Percent Change
October 2019	328	335	-2.1%
November 2019	310	316	-1.9%
December 2019	292	285	+2.5%
January 2020	308	286	+7.7%
February 2020	293	286	+2.4%
March 2020	297	276	+7.6%
April 2020	297	298	-0.3%
May 2020	281	319	-11.9%
June 2020	246	300	-18.0%
July 2020	215	323	-33.4%
August 2020	227	333	-31.8%
September 2020	215	312	-31.1%
12-Month Avg*	276	323	-14.4%

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

Historical Inventory of Homes for Sale by Month

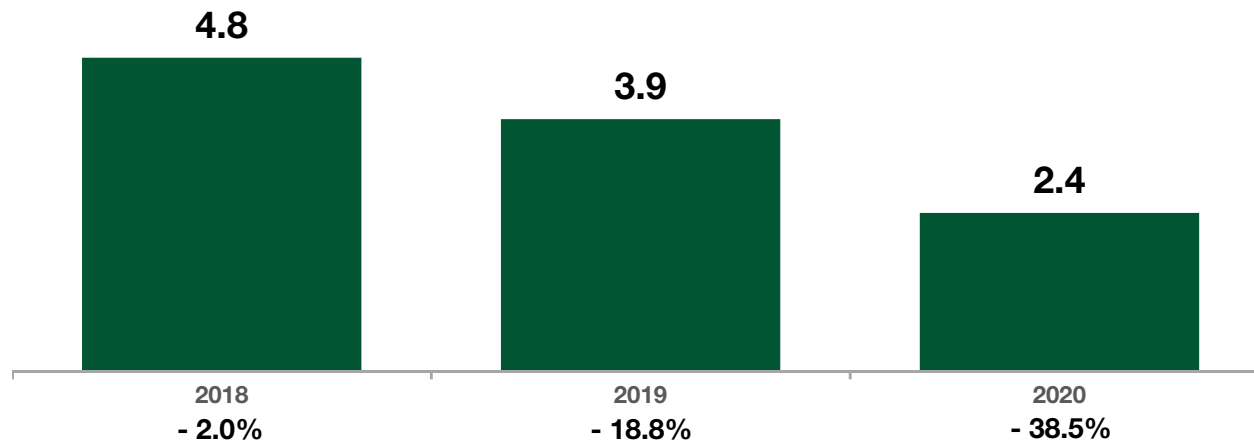


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2019	4.1	4.4	-6.8%
November 2019	3.8	4.1	-7.3%
December 2019	3.6	3.7	-2.7%
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	3.6	3.7	-2.7%
May 2020	3.4	4.0	-15.0%
June 2020	2.9	3.8	-23.7%
July 2020	2.5	4.1	-39.0%
August 2020	2.6	4.2	-38.1%
September 2020	2.4	3.9	-38.5%
12-Month Avg*	3.3	3.9	-15.4%

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

Historical Months Supply of Inventory by Month

