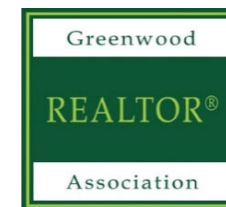


# Monthly Indicators



## October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings were down 3.4 percent to 112. Pending Sales increased 50.6 percent to 125. Inventory shrank 39.3 percent to 199 units.

Prices moved higher as Median Sales Price was up 35.1 percent to \$206,000. Days on Market increased 17.3 percent to 95 days. Months Supply of Inventory was down 46.3 percent to 2.2 months, indicating that demand increased relative to supply.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Quick Facts

**+ 35.1%**      **+ 35.1%**      **- 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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Percent of List Price Received	9
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# Market Overview

Key market metrics for the current month and year-to-date figures.



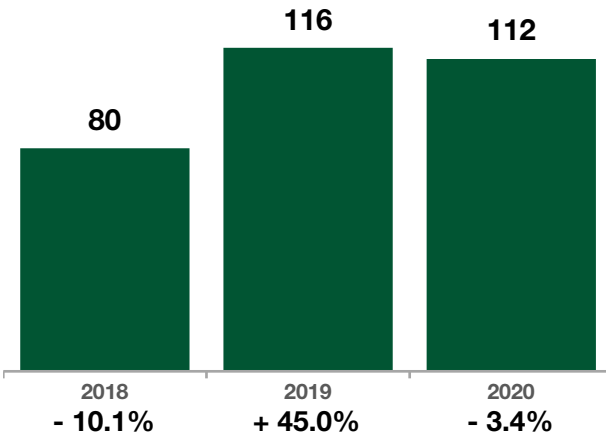
Key Metrics	Historical Sparkbars			10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	10-2018	10-2019	10-2020						
New Listings				116	<b>112</b>	- 3.4%	1,137	<b>1,103</b>	- 3.0%
Pending Sales				83	<b>125</b>	+ 50.6%	859	<b>972</b>	+ 13.2%
Closed Sales				74	<b>100</b>	+ 35.1%	801	<b>885</b>	+ 10.5%
Days on Market				81	<b>95</b>	+ 17.3%	97	<b>101</b>	+ 4.1%
Median Sales Price				\$152,450	<b>\$206,000</b>	+ 35.1%	\$146,250	<b>\$172,780</b>	+ 18.1%
Average Sales Price				\$187,836	<b>\$246,664</b>	+ 31.3%	\$177,487	<b>\$204,422</b>	+ 15.2%
Pct. of List Price Received				97.7%	<b>97.4%</b>	- 0.3%	97.1%	<b>96.9%</b>	- 0.2%
Housing Affordability Index				155	<b>115</b>	- 25.8%	162	<b>137</b>	- 15.4%
Inventory of Homes for Sale				328	<b>199</b>	- 39.3%	--	<b>--</b>	--
Months Supply of Inventory				4.1	<b>2.2</b>	- 46.3%	--	<b>--</b>	--

# New Listings

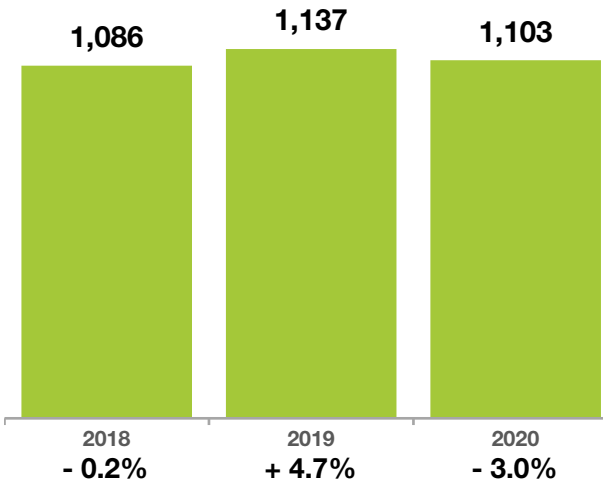
A count of the properties that have been newly listed on the market in a given month.



## October

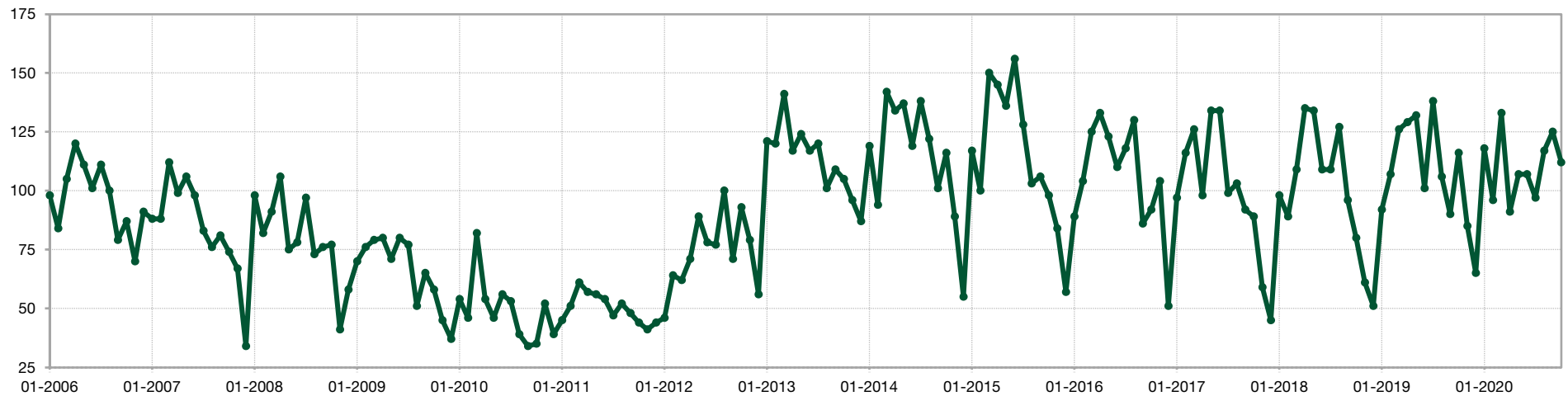


## Year to Date



	New Listings	Prior Year	Percent Change
November 2019	85	61	+39.3%
December 2019	65	51	+27.5%
January 2020	118	92	+28.3%
February 2020	96	107	-10.3%
March 2020	133	126	+5.6%
April 2020	91	129	-29.5%
May 2020	107	132	-18.9%
June 2020	107	101	+5.9%
July 2020	97	138	-29.7%
August 2020	117	106	+10.4%
September 2020	125	90	+38.9%
<b>October 2020</b>	<b>112</b>	<b>116</b>	<b>-3.4%</b>
12-Month Avg	104	104	+0.3%

## Historical New Listings by Month

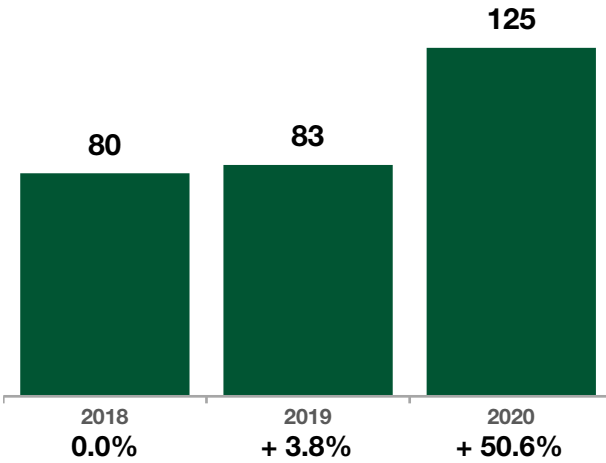


# Pending Sales

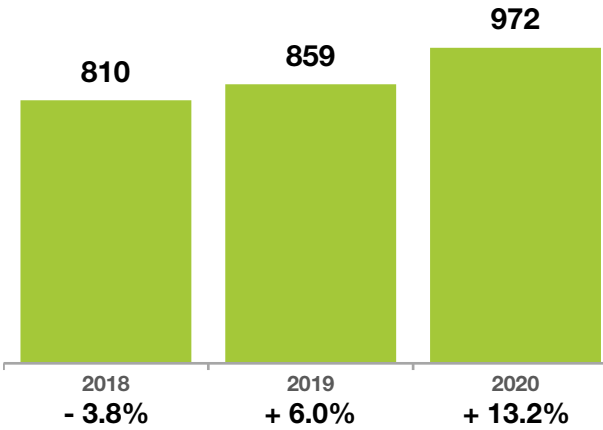
A count of the properties on which offers have been accepted in a given month.



## October

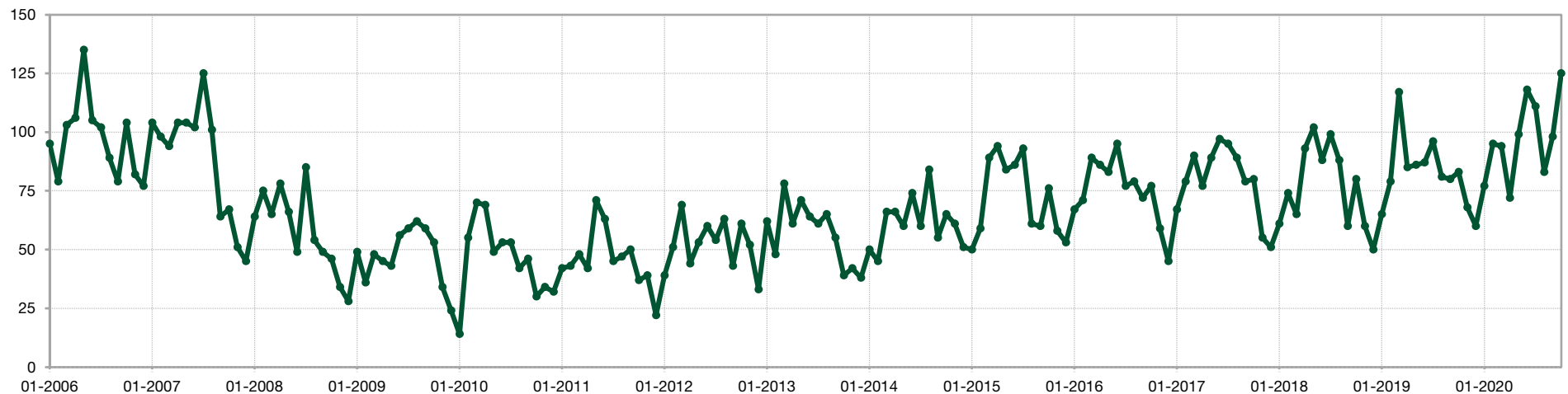


## Year to Date



	Pending Sales	Prior Year	Percent Change
November 2019	68	60	+13.3%
December 2019	60	50	+20.0%
January 2020	77	65	+18.5%
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	98	80	+22.5%
<b>October 2020</b>	<b>125</b>	<b>83</b>	<b>+50.6%</b>
12-Month Avg	92	81	+13.5%

## Historical Pending Sales by Month

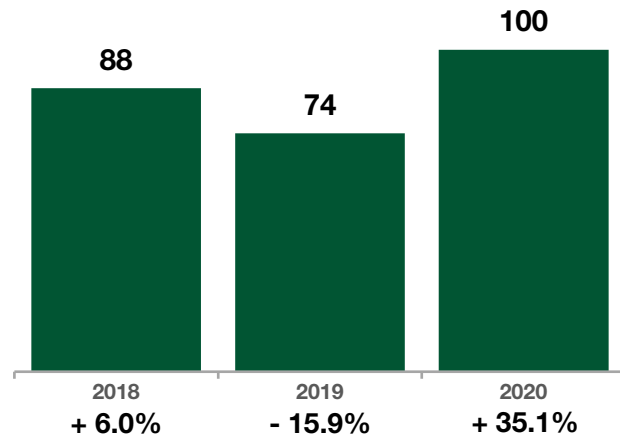


# Closed Sales

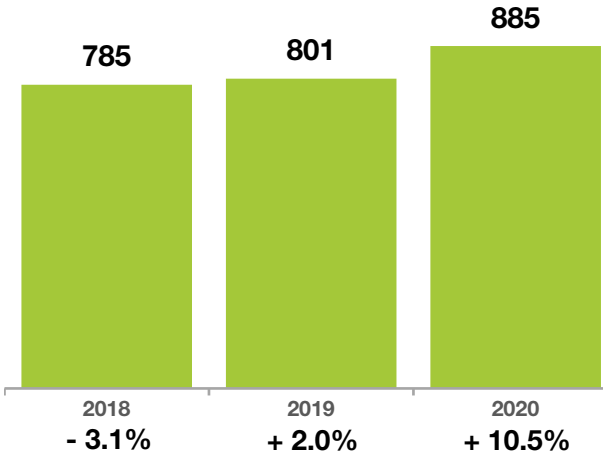
A count of the actual sales that closed in a given month.



## October

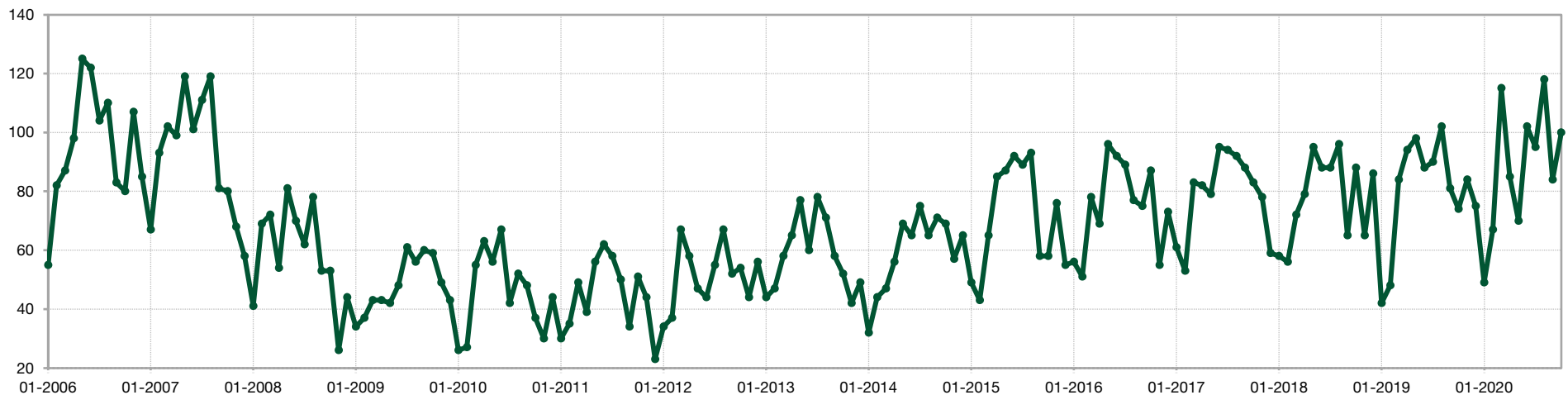


## Year to Date



	Closed Sales	Prior Year	Percent Change
November 2019	84	65	+29.2%
December 2019	75	86	-12.8%
January 2020	49	42	+16.7%
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	95	90	+5.6%
August 2020	118	102	+15.7%
September 2020	84	81	+3.7%
<b>October 2020</b>	<b>100</b>	<b>74</b>	<b>+35.1%</b>
12-Month Avg	87	79	+9.7%

## Historical Closed Sales by Month

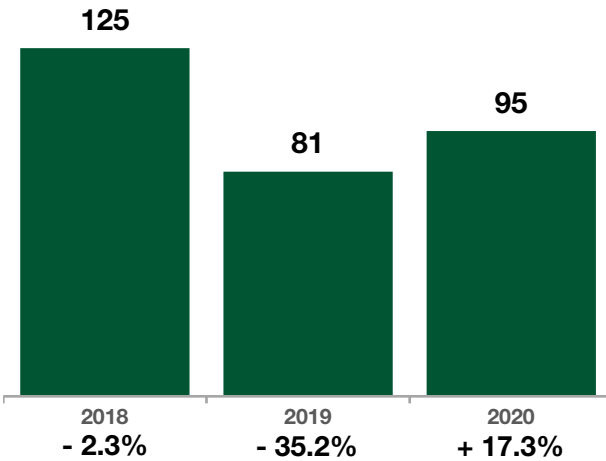


# Days on Market Until Sale

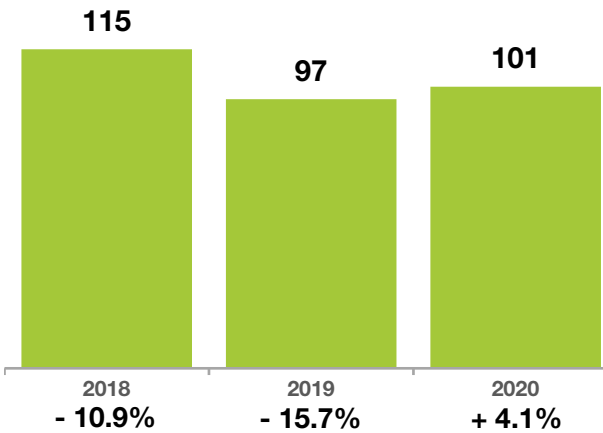
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



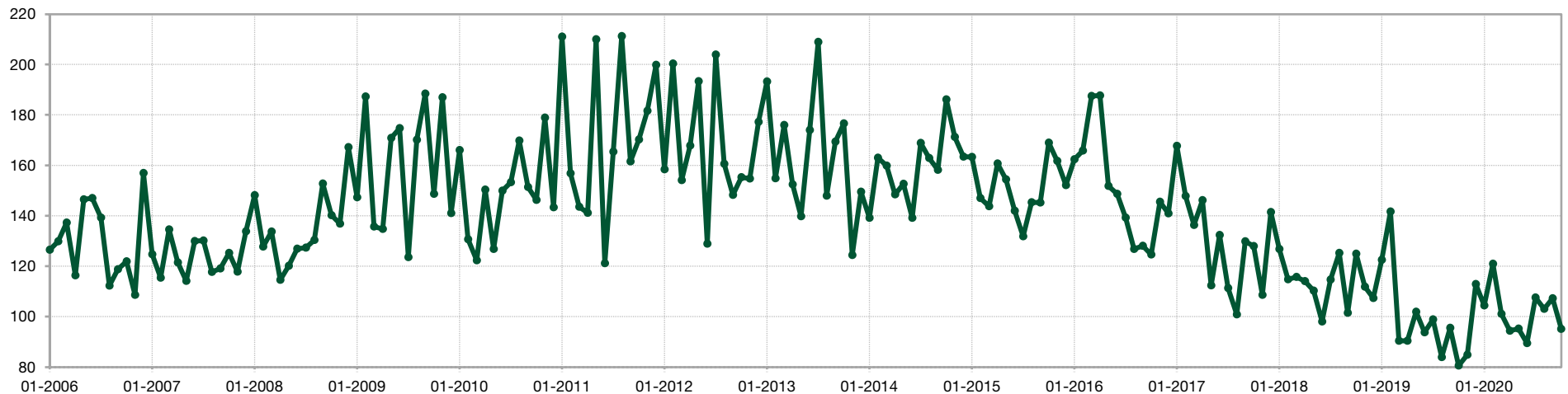
## Year to Date



Days on Market	Prior Year	Percent Change	
November 2019	85	112	-24.1%
December 2019	113	107	+5.6%
January 2020	104	123	-15.4%
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	108	99	+9.1%
August 2020	103	84	+22.6%
September 2020	107	95	+12.6%
<b>October 2020</b>	<b>95</b>	<b>81</b>	<b>+17.3%</b>
12-Month Avg*	101	99	+2.0%

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

## Historical Days on Market Until Sale by Month

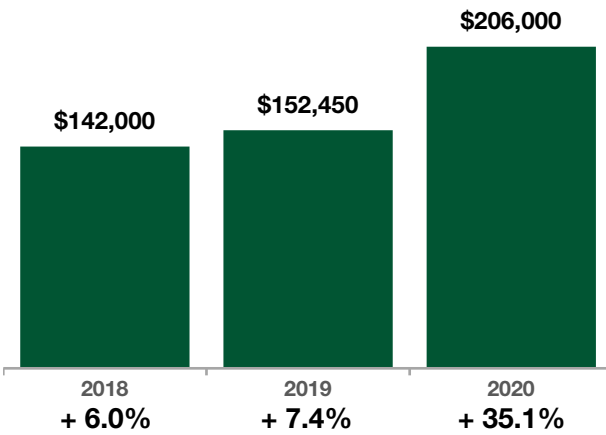


# Median Sales Price

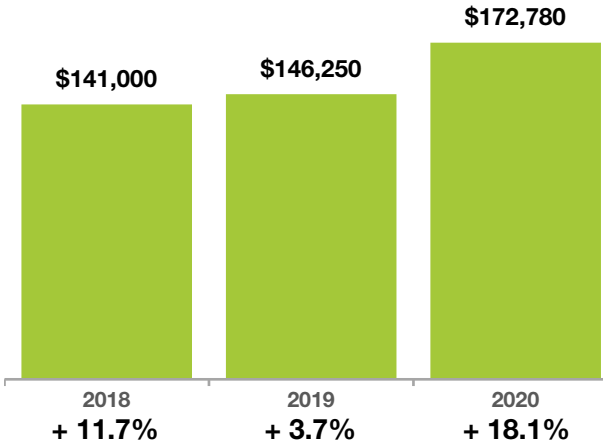
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



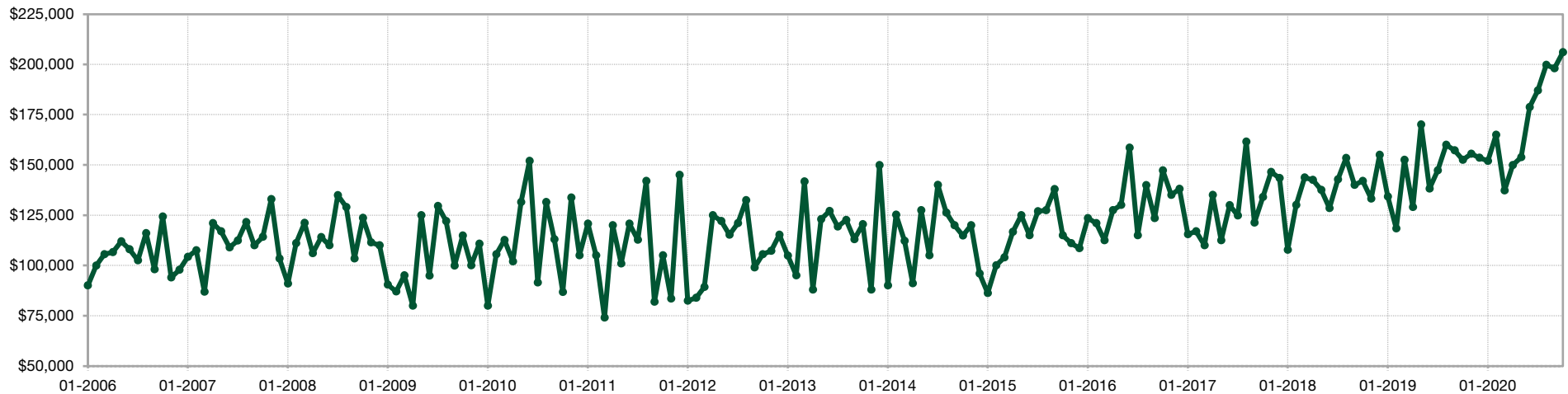
## Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2019	\$155,500	\$133,200	+16.7%
December 2019	\$153,500	\$155,000	-1.0%
January 2020	\$152,000	\$134,250	+13.2%
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	\$199,745	\$160,000	+24.8%
September 2020	\$198,000	\$157,200	+26.0%
<b>October 2020</b>	<b>\$206,000</b>	<b>\$152,450</b>	<b>+35.1%</b>
12-Month Med*	\$170,000	\$146,500	+16.0%

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

## Historical Median Sales Price by Month

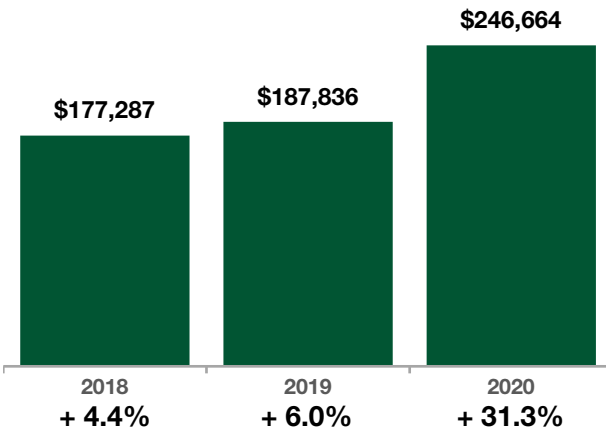


# Average Sales Price

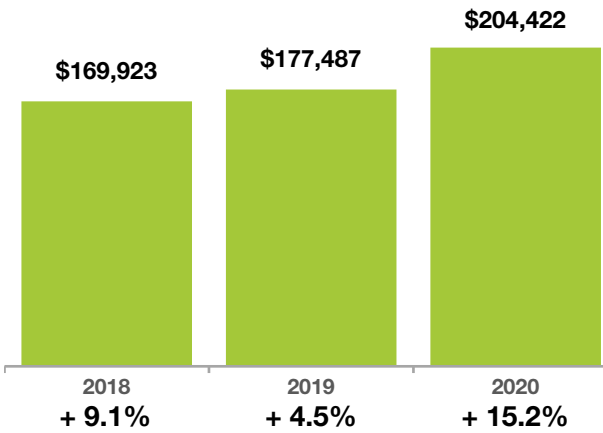
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



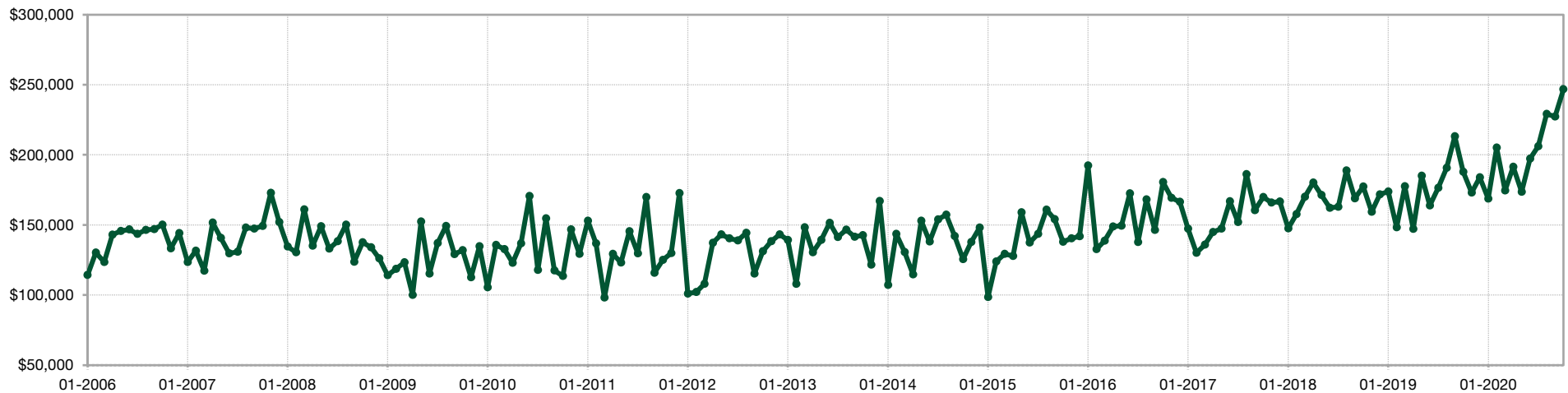
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2019	\$172,987	\$159,377	+8.5%
December 2019	\$183,805	\$171,635	+7.1%
January 2020	\$168,606	\$173,823	-3.0%
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	\$205,979	\$176,448	+16.7%
August 2020	\$229,153	\$190,712	+20.2%
September 2020	\$227,135	\$213,069	+6.6%
<b>October 2020</b>	<b>\$246,664</b>	<b>\$187,836</b>	<b>+31.3%</b>
12-Month Avg*	\$197,979	\$174,526	+13.4%

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

## Historical Average Sales Price by Month



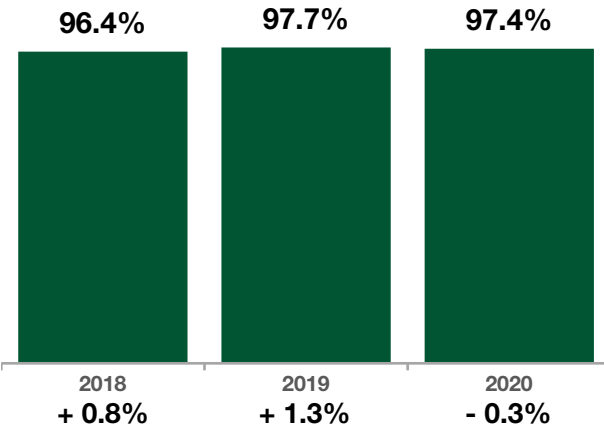


# Percent of List Price Received

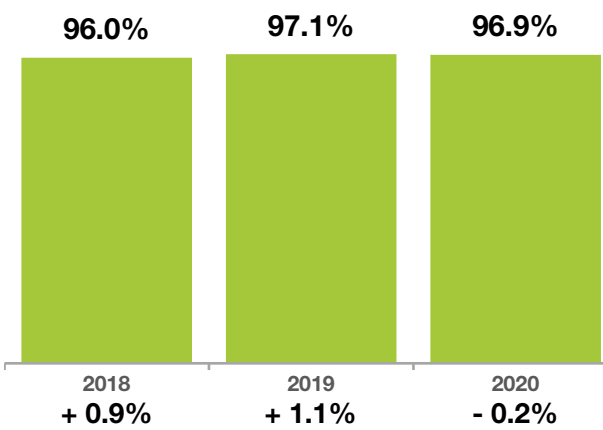
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



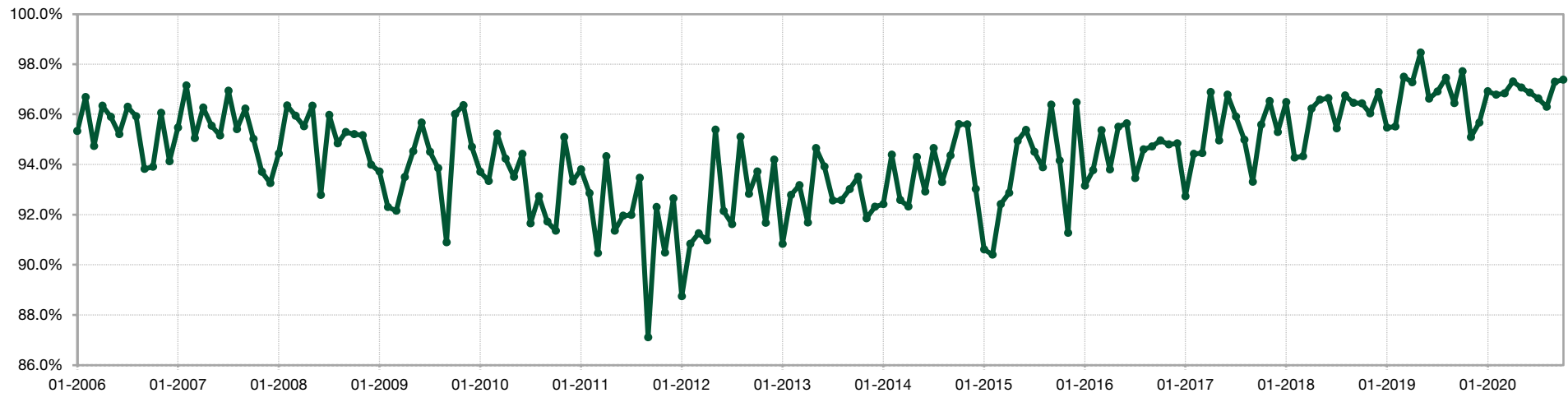
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
November 2019	95.1%	96.0%	-0.9%
December 2019	95.7%	96.9%	-1.2%
January 2020	96.9%	95.5%	+1.5%
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	96.3%	97.5%	-1.2%
September 2020	97.3%	96.4%	+0.9%
<b>October 2020</b>	<b>97.4%</b>	<b>97.7%</b>	<b>-0.3%</b>
12-Month Avg*	96.7%	97.0%	-0.3%

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

## Historical Percent of List Price Received by Month

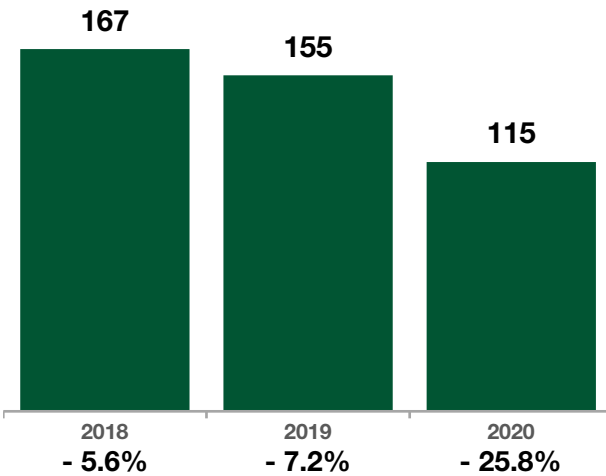


# Housing Affordability Index

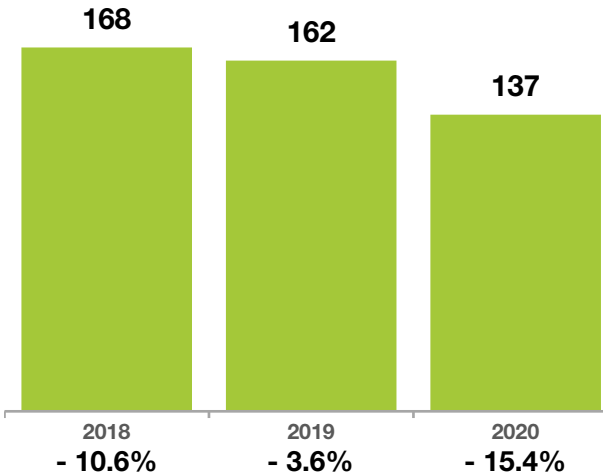


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October

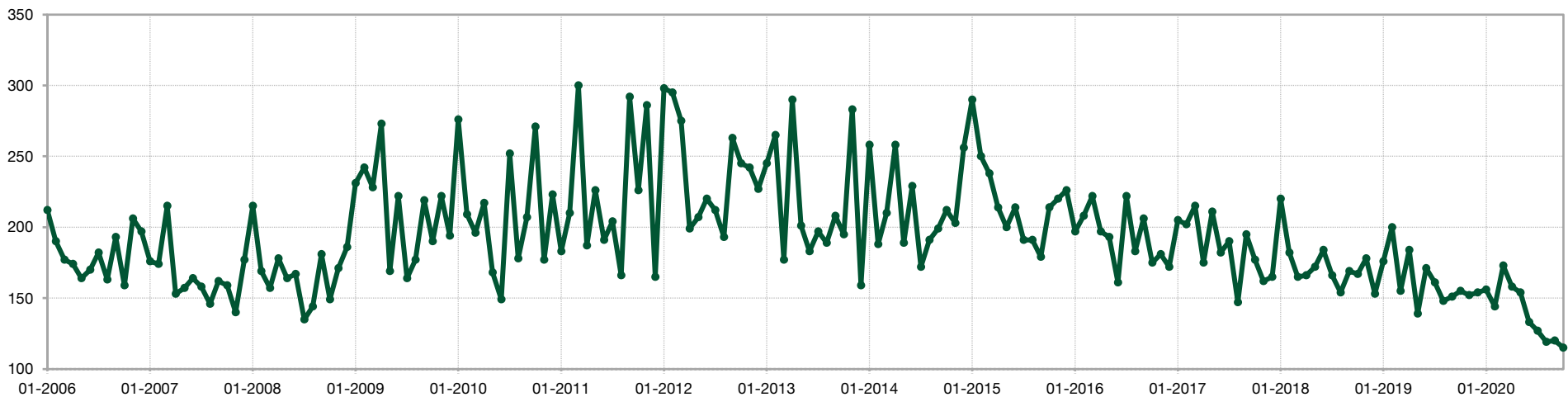


## Year to Date



	Affordability Index	Prior Year	Percent Change
November 2019	152	178	-14.6%
December 2019	154	153	+0.7%
January 2020	156	176	-11.4%
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	120	151	-20.5%
<b>October 2020</b>	<b>115</b>	<b>155</b>	<b>-25.8%</b>
12-Month Avg	142	164	-13.5%

## Historical Housing Affordability Index by Month

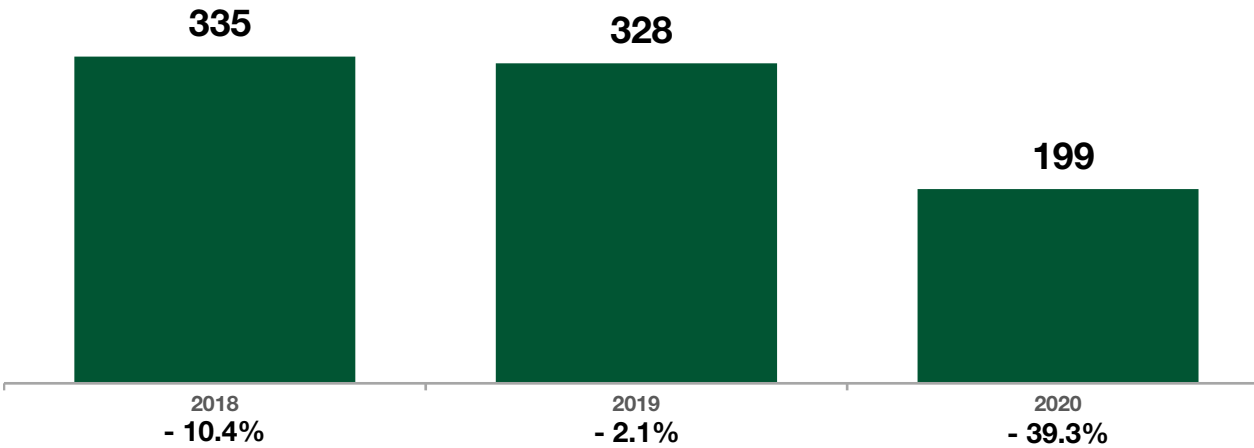


# Inventory of Homes for Sale

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



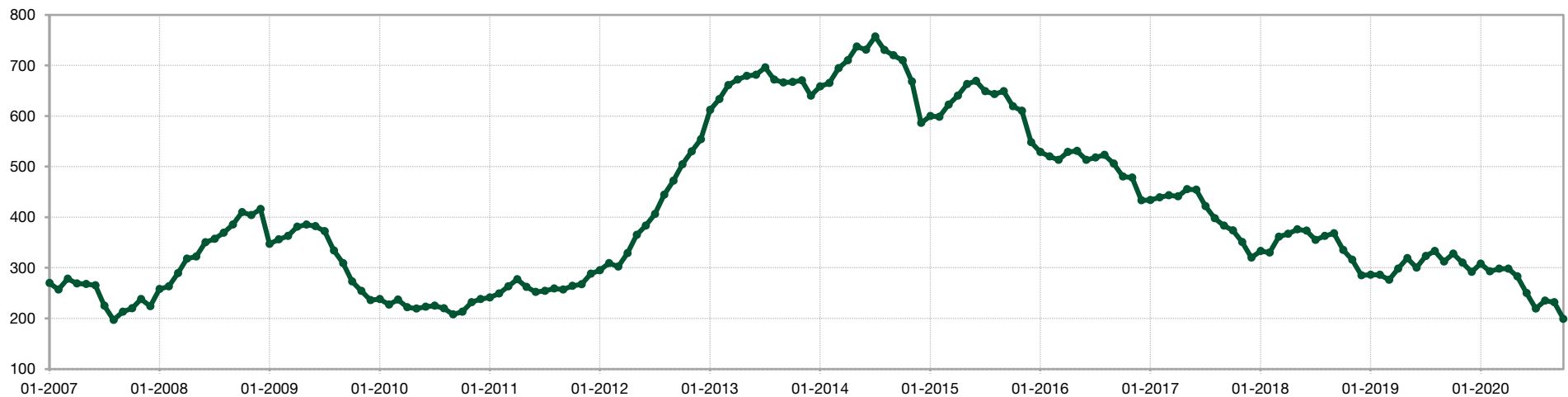
## October



	Homes for Sale	Prior Year	Percent Change
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	298	276	+8.0%
April 2020	298	298	0.0%
May 2020	283	319	-11.3%
June 2020	250	300	-16.7%
July 2020	219	323	-32.2%
August 2020	235	333	-29.4%
September 2020	232	312	-25.6%
<b>October 2020</b>	<b>199</b>	<b>328</b>	<b>-39.3%</b>
12-Month Avg*	268	320	-16.3%

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

## Historical Inventory of Homes for Sale by Month

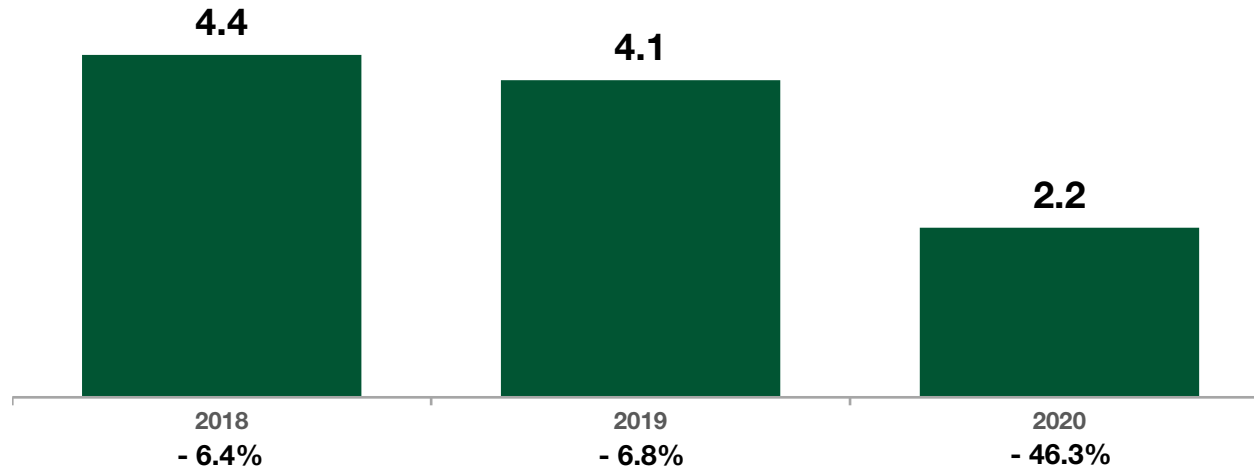


# Months Supply of Inventory

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.



## October



Months Supply		Prior Year	Percent Change
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	3.7	3.7	0.0%
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	2.7	4.2	-35.7%
September 2020	2.6	3.9	-33.3%
<b>October 2020</b>	<b>2.2</b>	<b>4.1</b>	<b>-46.3%</b>
12-Month Avg*	3.2	3.9	-17.9%

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

## Historical Months Supply of Inventory by Month

