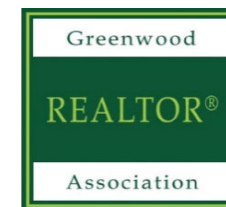


Monthly Indicators



February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings were down 25.5 percent to 73. Pending Sales decreased 20.0 percent to 76. Inventory shrank 57.9 percent to 125 units.

Prices moved higher as Median Sales Price was up 4.2 percent to \$172,000. Days on Market decreased 17.4 percent to 100 days. Months Supply of Inventory was down 62.9 percent to 1.3 months, indicating that demand increased relative to supply.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

Quick Facts

- 6.0%	+ 4.2%	- 62.9%
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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



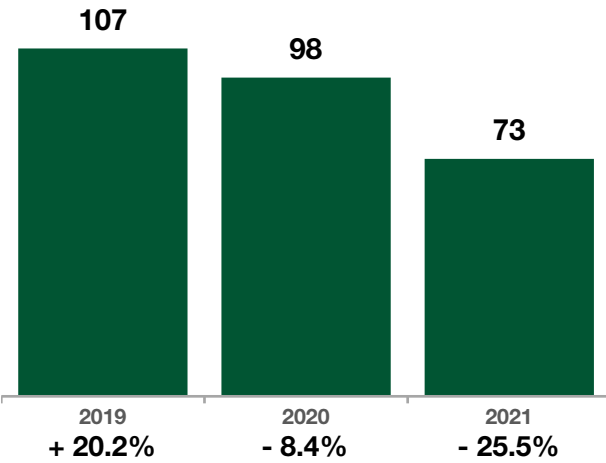
Key Metrics	Historical Sparkbars			02-2020	02-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	02-2019	02-2020	02-2021						
New Listings				98	73	- 25.5%	216	146	- 32.4%
Pending Sales				95	76	- 20.0%	173	157	- 9.2%
Closed Sales				67	63	- 6.0%	117	131	+ 12.0%
Days on Market				121	100	- 17.4%	113	100	- 11.5%
Median Sales Price				\$165,000	\$172,000	+ 4.2%	\$164,500	\$192,500	+ 17.0%
Average Sales Price				\$205,019	\$207,414	+ 1.2%	\$190,136	\$225,229	+ 18.5%
Pct. of List Price Received				96.8%	97.3%	+ 0.5%	96.9%	97.8%	+ 0.9%
Housing Affordability Index				144	138	- 4.2%	144	123	- 14.6%
Inventory of Homes for Sale				297	125	- 57.9%	--	--	--
Months Supply of Inventory				3.5	1.3	- 62.9%	--	--	--

New Listings

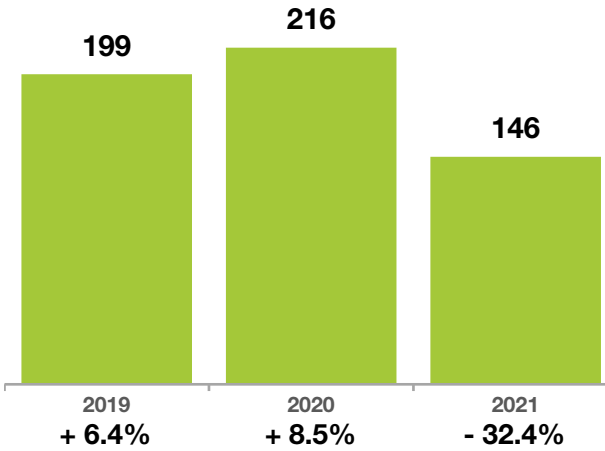
A count of the properties that have been newly listed on the market in a given month.



February

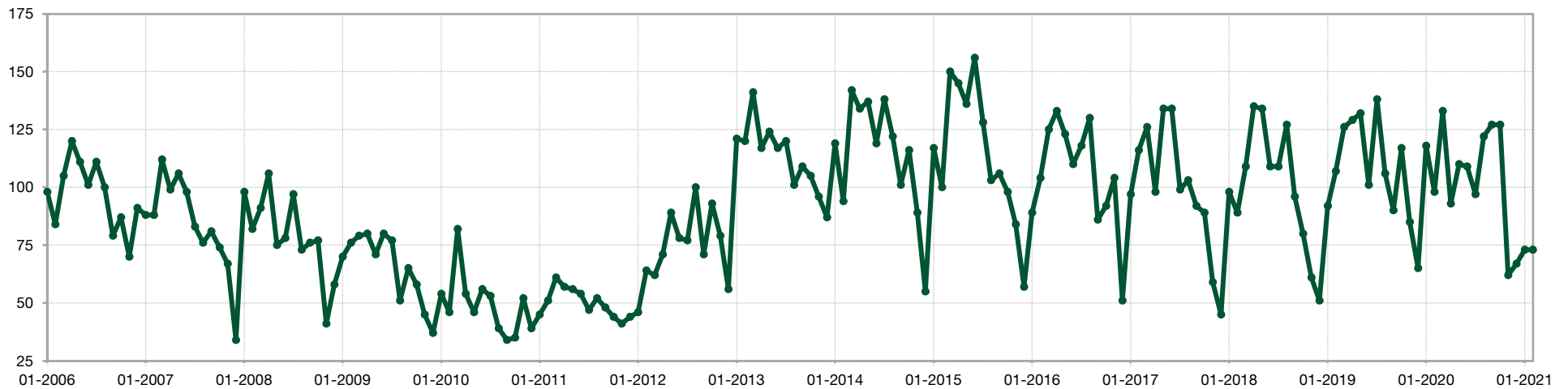


Year to Date



	New Listings	Prior Year	Percent Change
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	127	117	+8.5%
November 2020	62	85	-27.1%
December 2020	67	65	+3.1%
January 2021	73	118	-38.1%
February 2021	73	98	-25.5%
12-Month Avg	99	109	-8.6%

Historical New Listings by Month

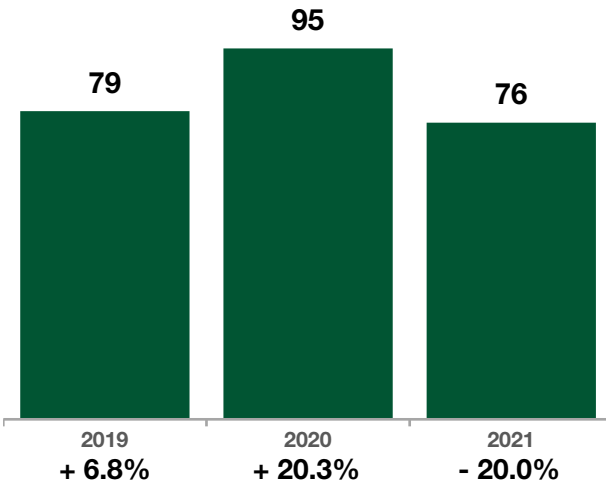


Pending Sales

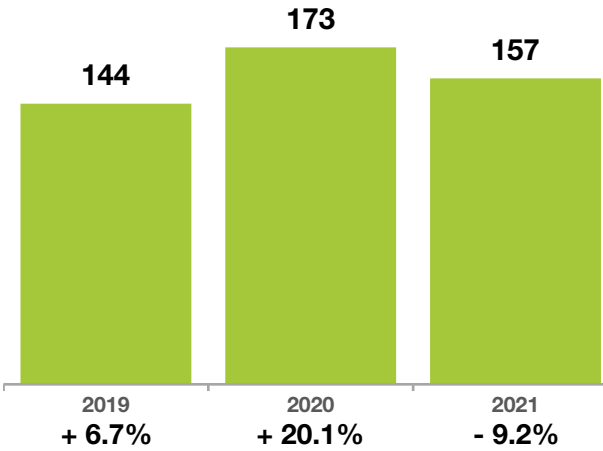
A count of the properties on which offers have been accepted in a given month.



February

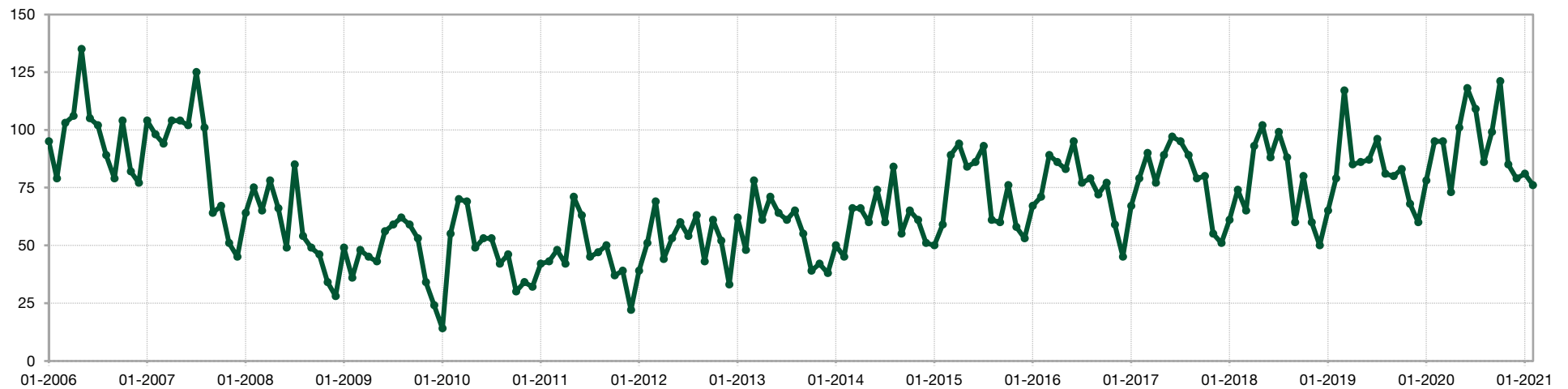


Year to Date



	Pending Sales	Prior Year	Percent Change
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	99	80	+23.8%
October 2020	121	83	+45.8%
November 2020	85	68	+25.0%
December 2020	79	60	+31.7%
January 2021	81	78	+3.8%
February 2021	76	95	-20.0%
12-Month Avg	94	85	+10.5%

Historical Pending Sales by Month

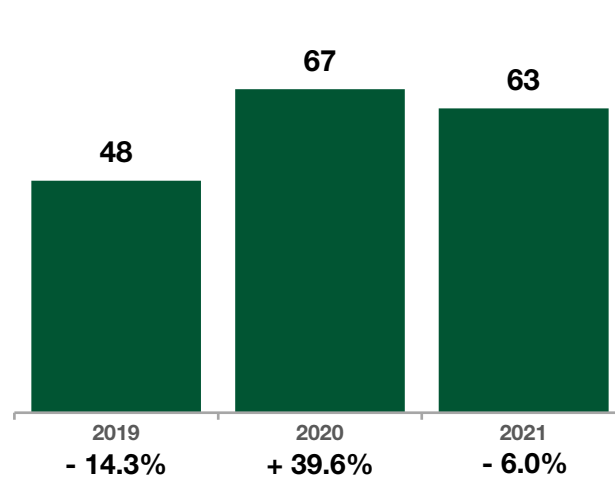


Closed Sales

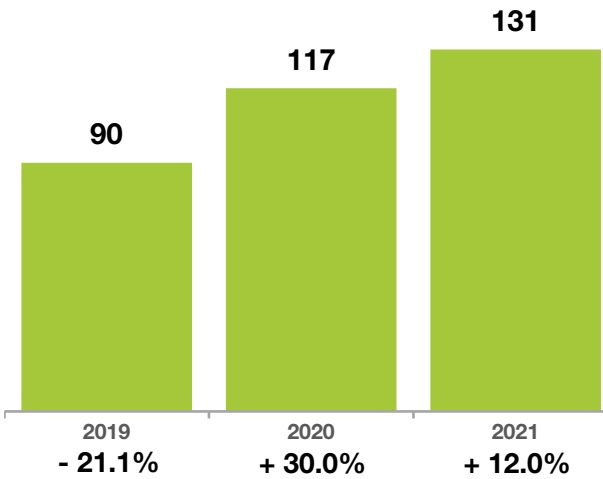
A count of the actual sales that closed in a given month.



February

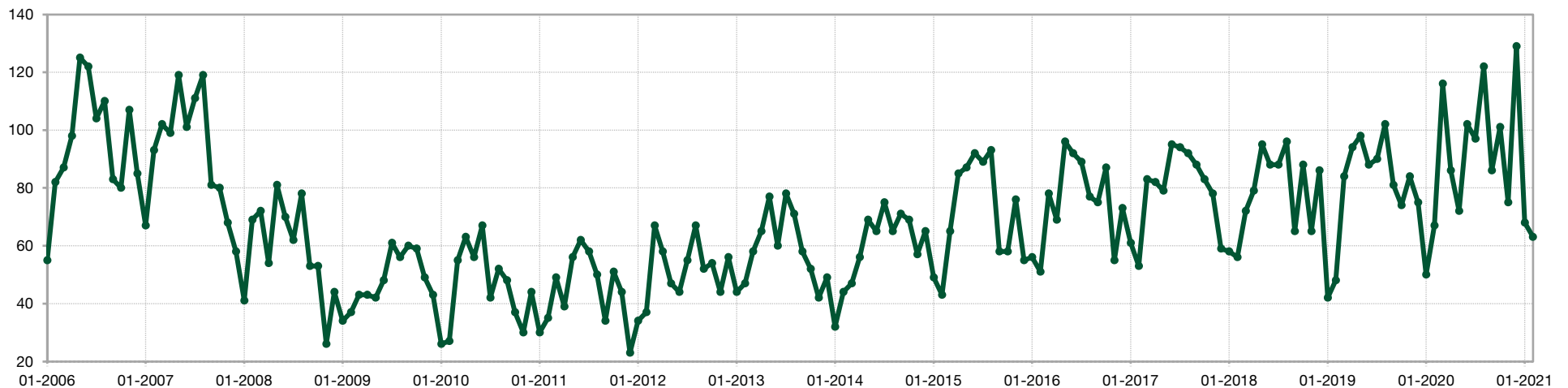


Year to Date



	Closed Sales	Prior Year	Percent Change
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	101	74	+36.5%
November 2020	75	84	-10.7%
December 2020	129	75	+72.0%
January 2021	68	50	+36.0%
February 2021	63	67	-6.0%
12-Month Avg	93	82	+13.2%

Historical Closed Sales by Month

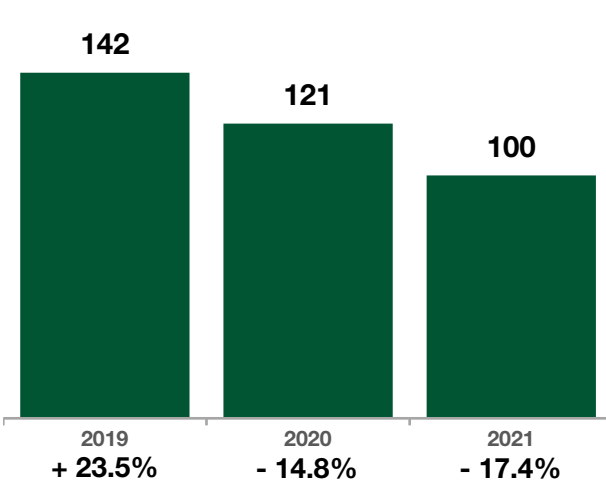


Days on Market Until Sale

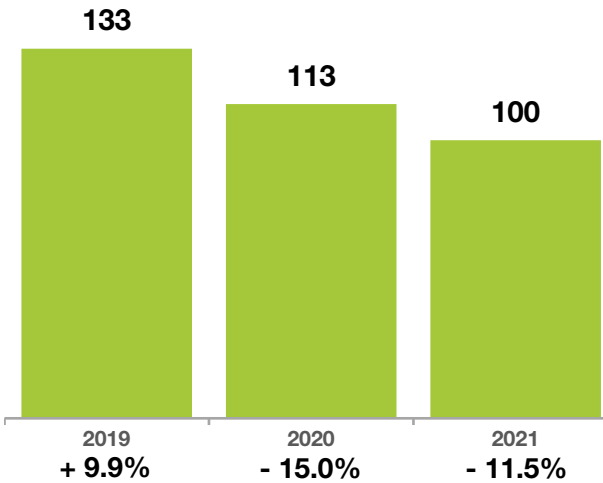
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



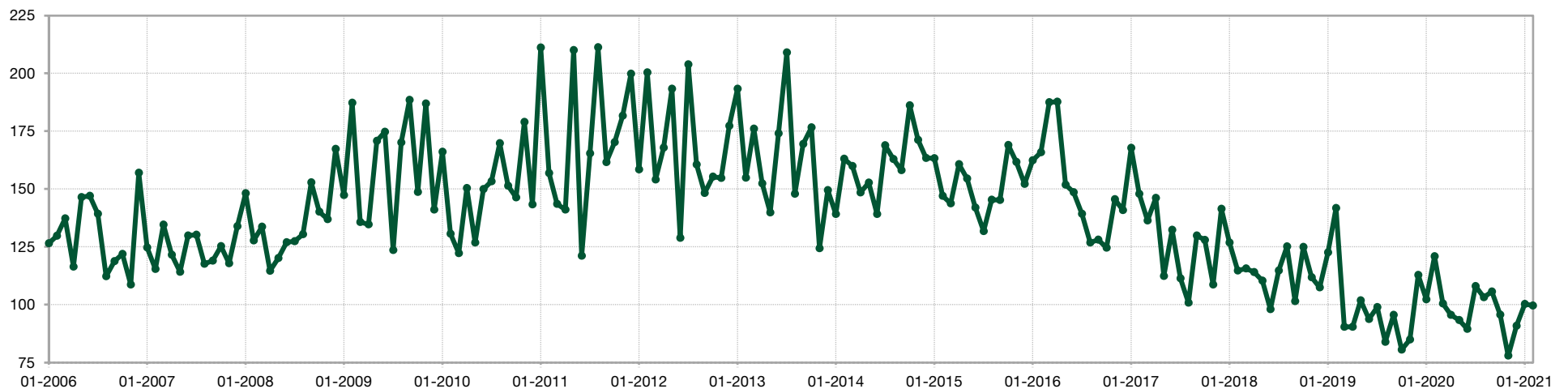
Year to Date



Days on Market	Prior Year	Percent Change	
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	96	81	+18.5%
November 2020	78	85	-8.2%
December 2020	91	113	-19.5%
January 2021	100	102	-2.0%
February 2021	100	121	-17.4%
12-Month Avg*	97	96	+1.0%

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

Historical Days on Market Until Sale by Month

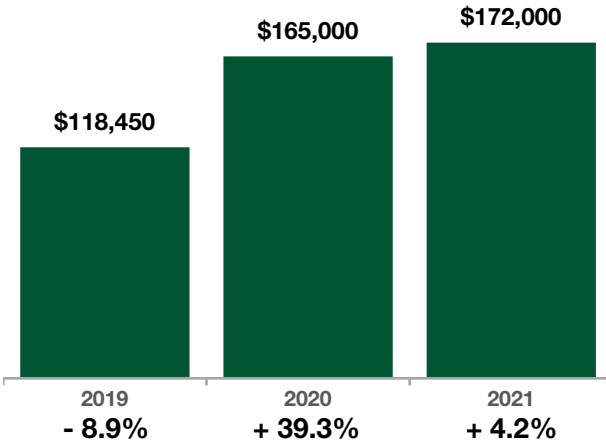


Median Sales Price

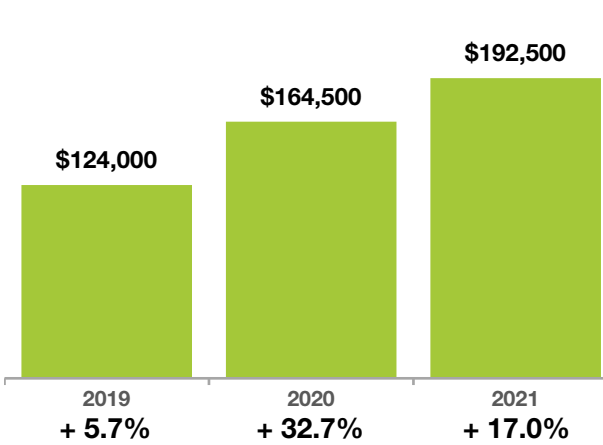
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



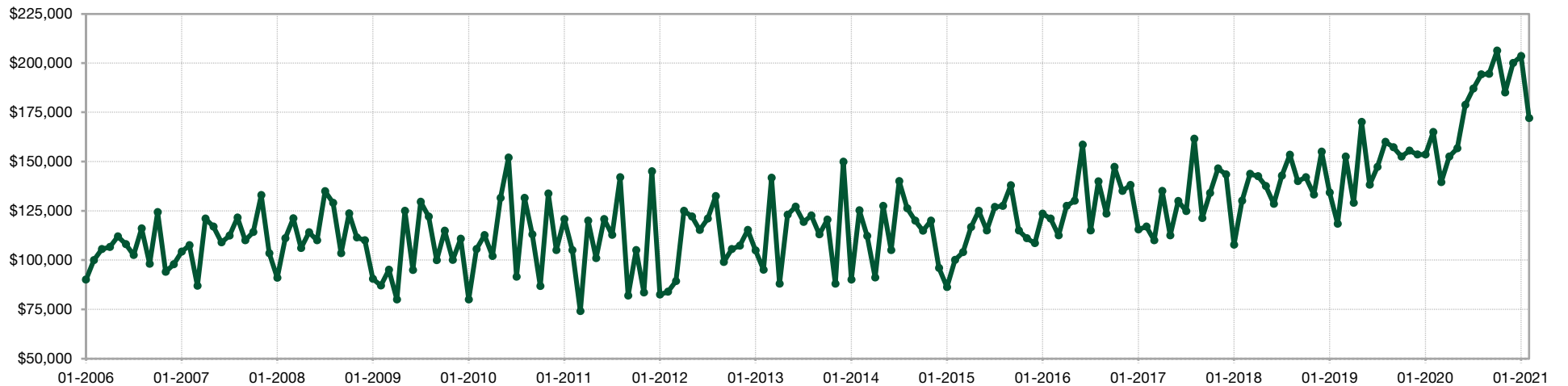
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$206,244	\$152,450	+35.3%
November 2020	\$185,000	\$155,500	+19.0%
December 2020	\$200,000	\$153,500	+30.3%
January 2021	\$203,500	\$153,500	+32.6%
February 2021	\$172,000	\$165,000	+4.2%
12-Month Med*	\$181,000	\$150,500	+20.3%

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

Historical Median Sales Price by Month

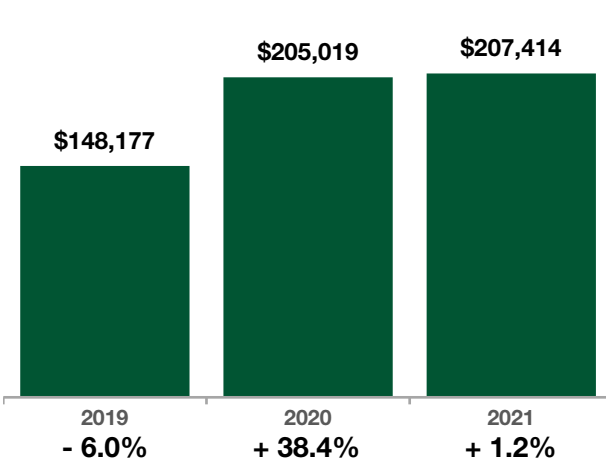


Average Sales Price

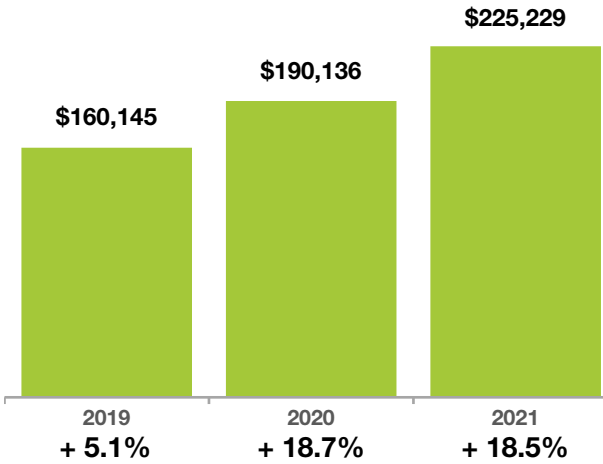
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



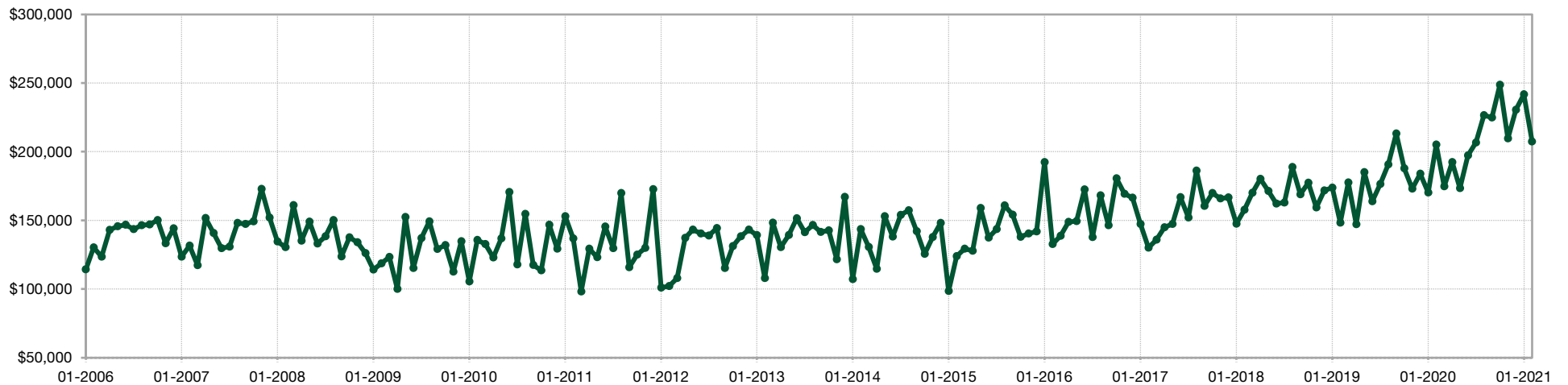
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$248,698	\$187,836	+32.4%
November 2020	\$209,532	\$172,987	+21.1%
December 2020	\$230,409	\$183,805	+25.4%
January 2021	\$241,733	\$170,193	+42.0%
February 2021	\$207,414	\$205,019	+1.2%
12-Month Avg*	\$211,110	\$181,109	+16.6%

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

Historical Average Sales Price by Month

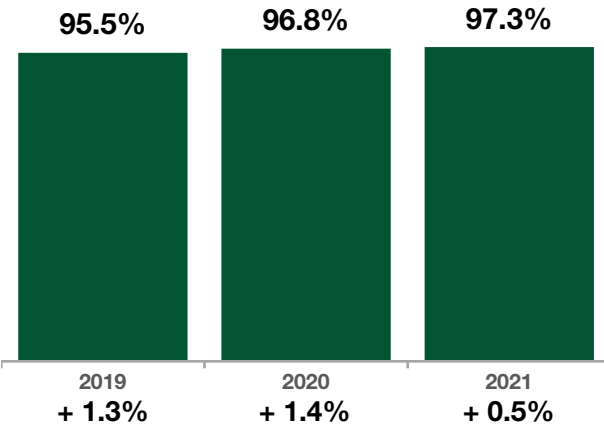


Percent of List Price Received

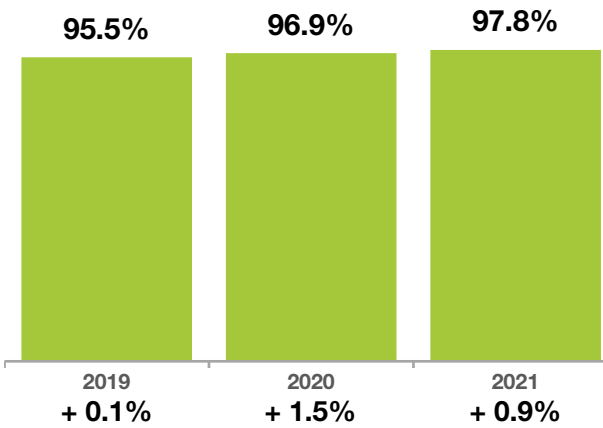
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



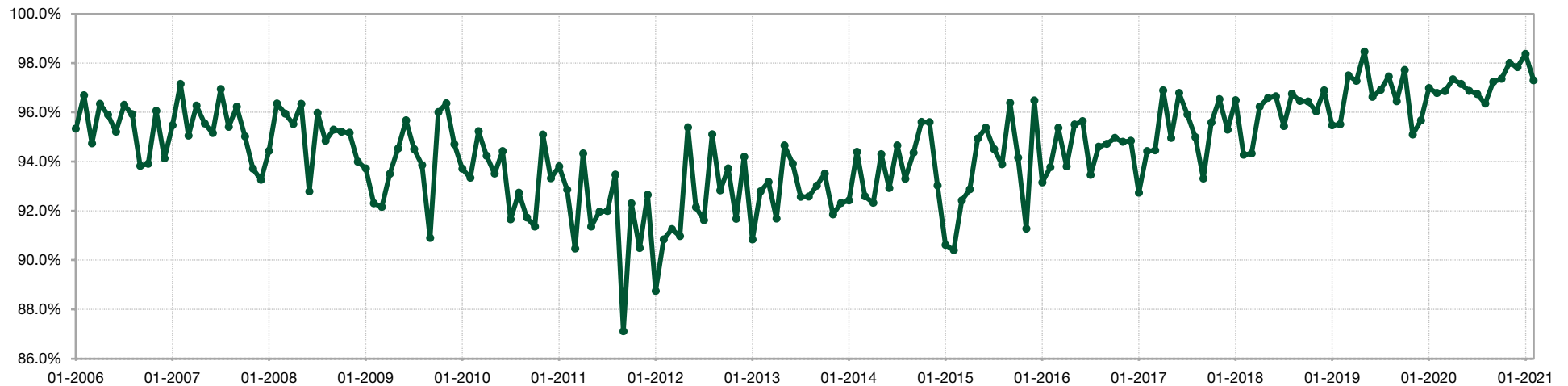
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
January 2021	98.4%	97.0%	+1.4%
February 2021	97.3%	96.8%	+0.5%
12-Month Avg*	97.2%	96.9%	+0.3%

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

Historical Percent of List Price Received by Month



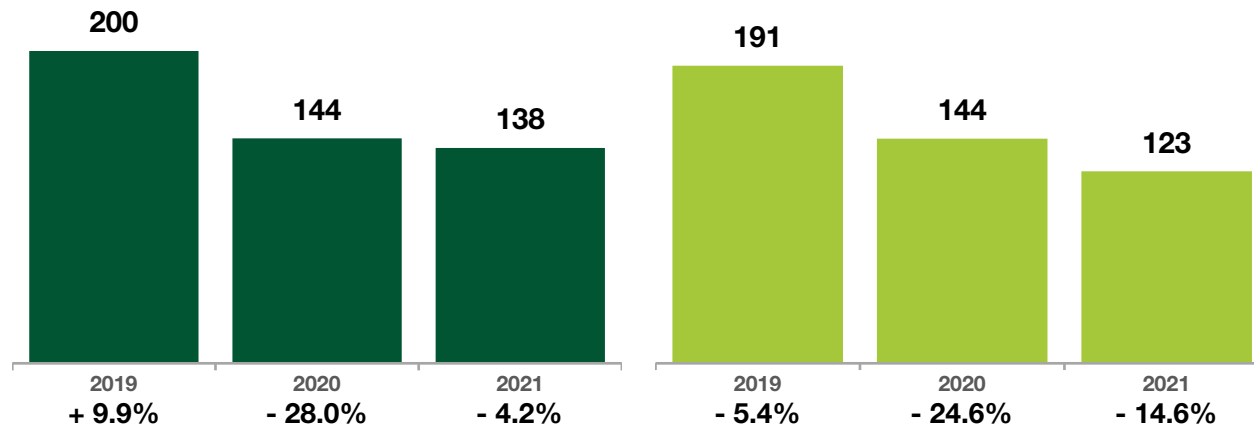
Housing Affordability Index

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.



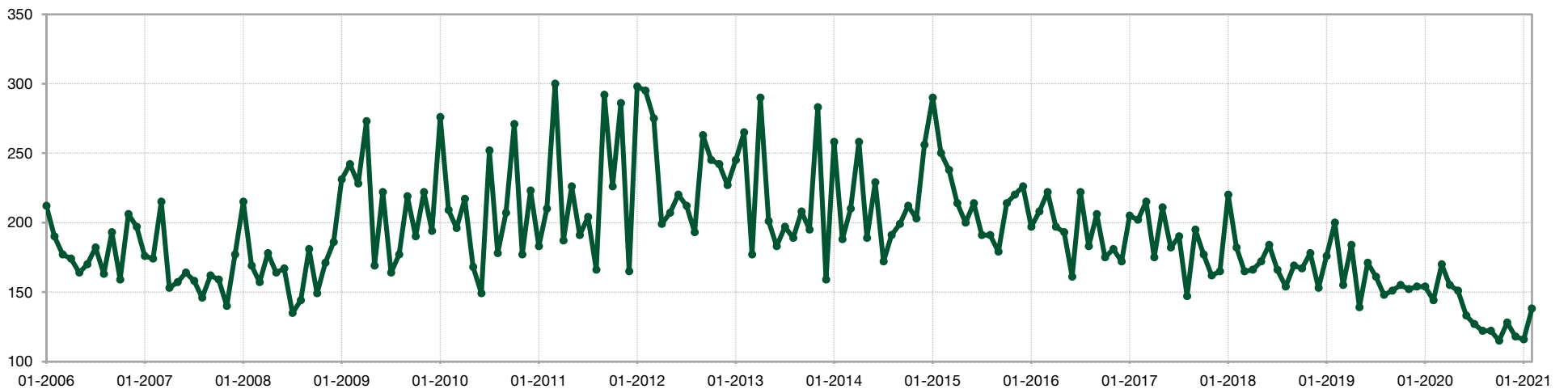
February

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2021	116	154	-24.7%
February 2021	138	144	-4.2%
12-Month Avg	133	156	-14.6%

Historical Housing Affordability Index by Month

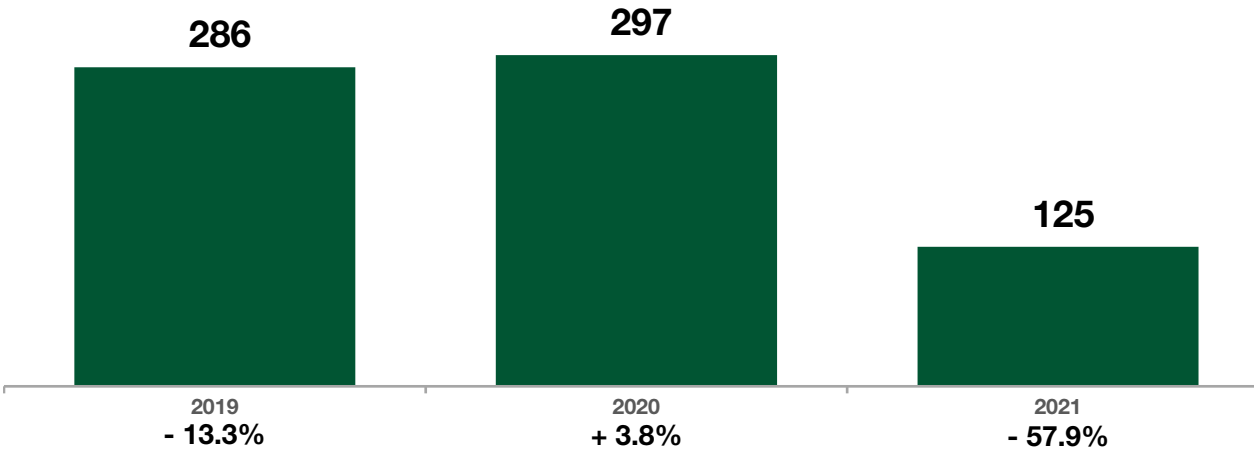


Inventory of Homes for Sale

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



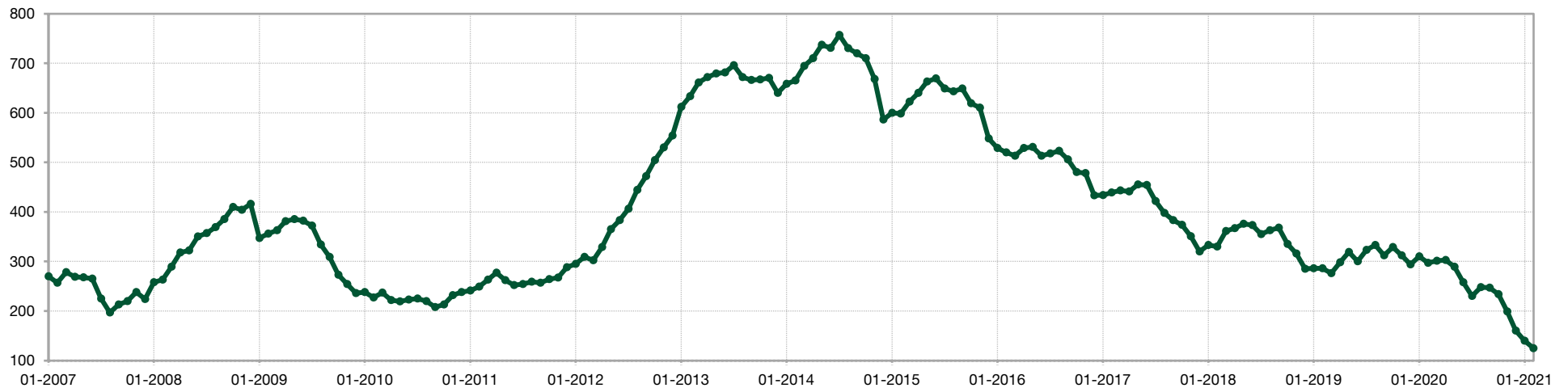
February



	Homes for Sale	Prior Year	Percent Change
March 2020	301	276	+9.1%
April 2020	303	298	+1.7%
May 2020	289	319	-9.4%
June 2020	258	300	-14.0%
July 2020	230	323	-28.8%
August 2020	248	333	-25.5%
September 2020	247	312	-20.8%
October 2020	234	329	-28.9%
November 2020	199	312	-36.2%
December 2020	160	294	-45.6%
January 2021	140	310	-54.8%
February 2021	125	297	-57.9%
12-Month Avg*	228	304	-24.9%

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

Historical Inventory of Homes for Sale by Month

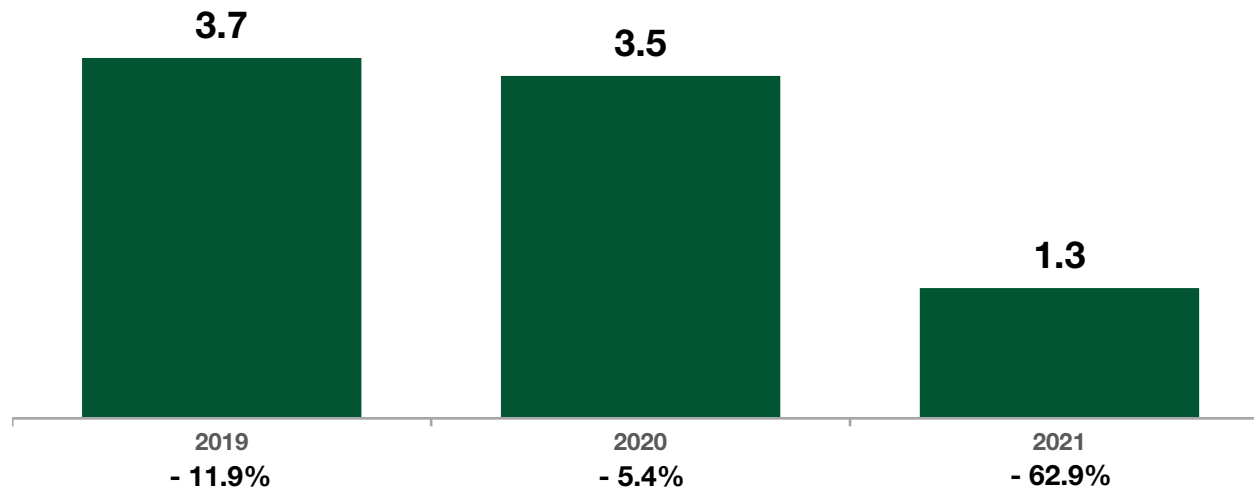


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
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	2.7	4.1	-34.1%
August 2020	2.8	4.2	-33.3%
September 2020	2.8	3.9	-28.2%
October 2020	2.5	4.1	-39.0%
November 2020	2.1	3.8	-44.7%
December 2020	1.7	3.6	-52.8%
January 2021	1.5	3.7	-59.5%
February 2021	1.3	3.5	-62.9%
12-Month Avg*	2.6	3.8	-31.6%

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

Historical Months Supply of Inventory by Month

