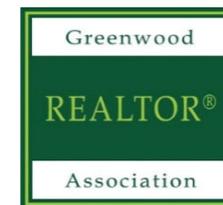


Monthly Indicators



March 2021

Normal spring increases in sales activity, coupled with relaxing COVID-19 policies, created a very busy March real estate market as buyer demand continued largely unabated in the face of rising home prices and mortgage rates. Existing home seller and new construction activity continue to remain below levels necessary to bring the market back into balance, pointing to a busy and competitive buyer market in the coming months.

New Listings were down 27.1 percent to 97. Pending Sales increased 17.9 percent to 112. Inventory shrank 65.1 percent to 105 units.

Prices moved higher as Median Sales Price was up 32.5 percent to \$184,900. Days on Market increased 2.0 percent to 102 days. Months Supply of Inventory was down 69.4 percent to 1.1 months, indicating that demand increased relative to supply.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Quick Facts

- 25.0% **+ 32.5%** **- 69.4%**

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.



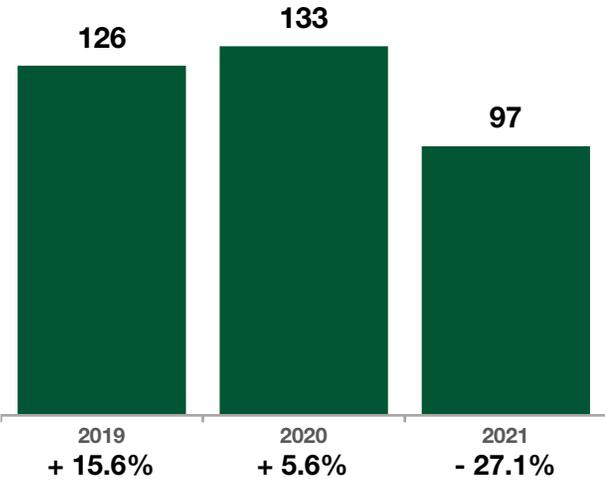
Key Metrics	Historical Sparkbars			03-2020	03-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	03-2019	03-2020	03-2021						
New Listings				133	97	- 27.1%	349	250	- 28.4%
Pending Sales				95	112	+ 17.9%	268	265	- 1.1%
Closed Sales				116	87	- 25.0%	233	221	- 5.2%
Days on Market				100	102	+ 2.0%	107	100	- 6.5%
Median Sales Price				\$139,500	\$184,900	+ 32.5%	\$149,700	\$189,900	+ 26.9%
Average Sales Price				\$174,746	\$225,606	+ 29.1%	\$182,507	\$224,971	+ 23.3%
Pct. of List Price Received				96.9%	98.1%	+ 1.2%	96.9%	98.0%	+ 1.1%
Housing Affordability Index				170	128	- 24.7%	158	125	- 20.9%
Inventory of Homes for Sale				301	105	- 65.1%	--	--	--
Months Supply of Inventory				3.6	1.1	- 69.4%	--	--	--

New Listings

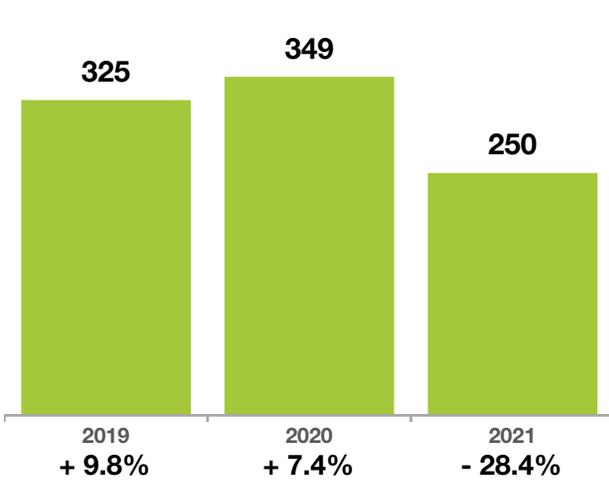
A count of the properties that have been newly listed on the market in a given month.



March

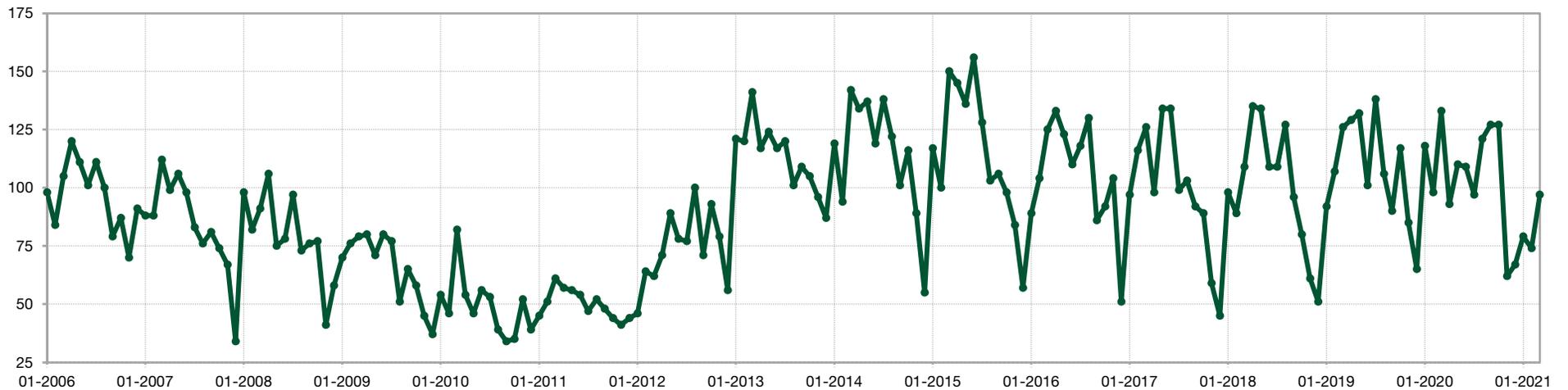


Year to Date



	New Listings	Prior Year	Percent Change
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	121	106	+14.2%
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	79	118	-33.1%
February 2021	74	98	-24.5%
March 2021	97	133	-27.1%
12-Month Avg	97	109	-11.4%

Historical New Listings by Month

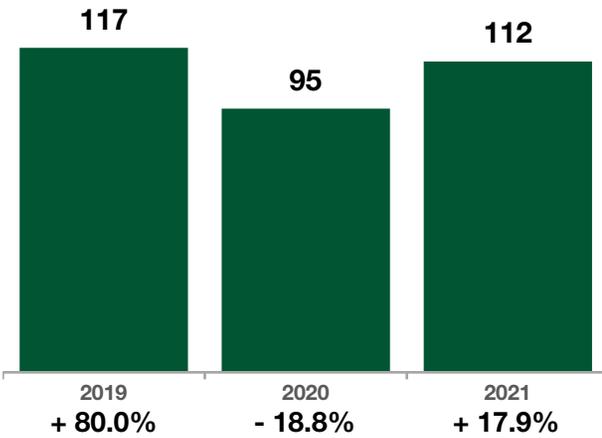


Pending Sales

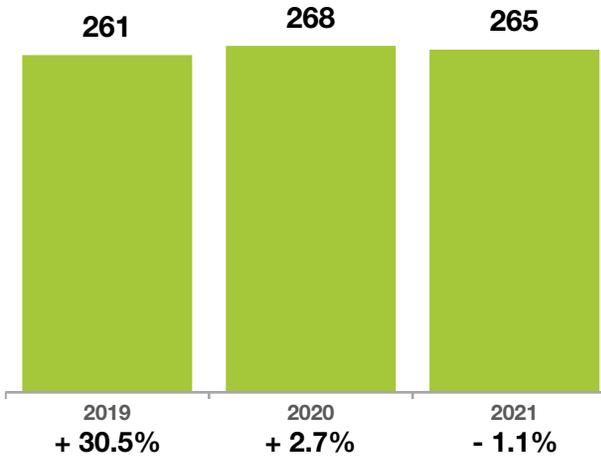
A count of the properties on which offers have been accepted in a given month.



March

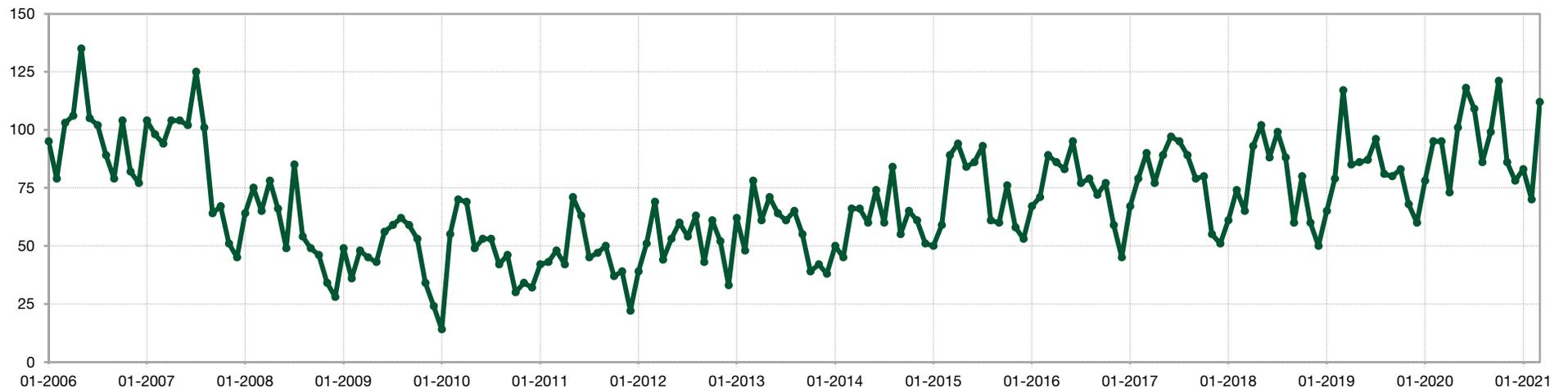


Year to Date



	Pending Sales	Prior Year	Percent Change
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	86	68	+26.5%
December 2020	78	60	+30.0%
January 2021	83	78	+6.4%
February 2021	70	95	-26.3%
March 2021	112	95	+17.9%
12-Month Avg	95	83	+14.3%

Historical Pending Sales by Month

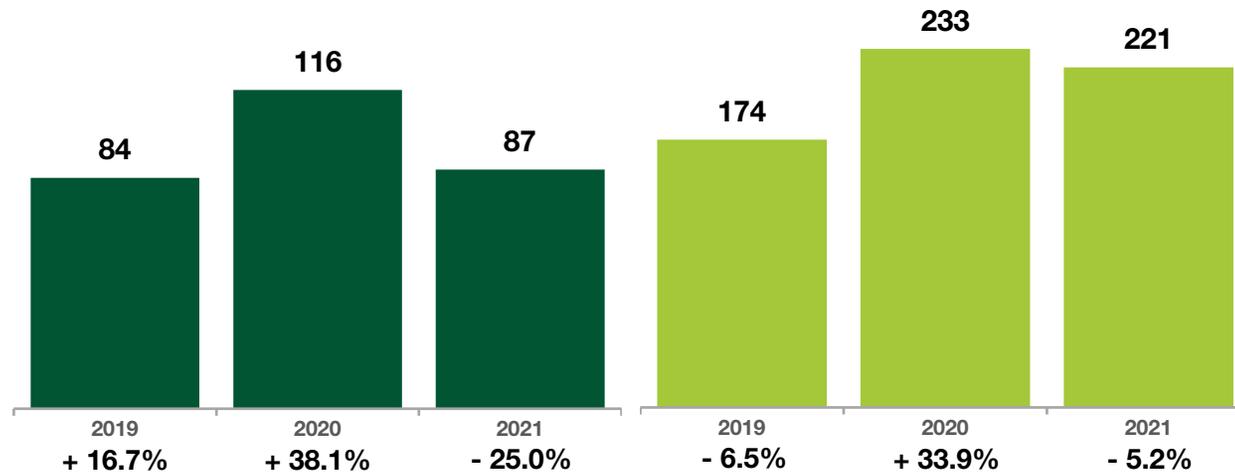


Closed Sales

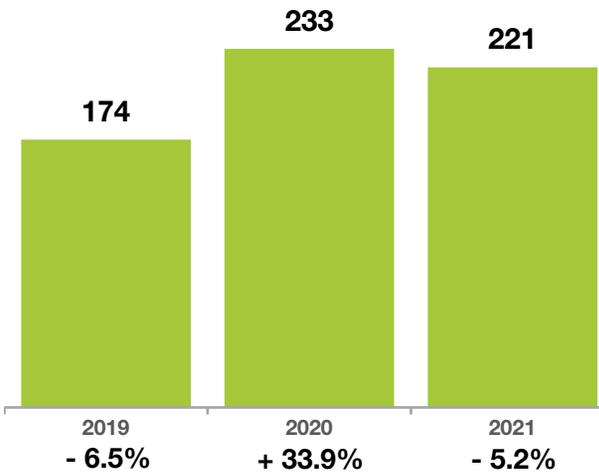
A count of the actual sales that closed in a given month.



March



Year to Date



	Closed Sales	Prior Year	Percent Change
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	69	50	+38.0%
February 2021	65	67	-3.0%
March 2021	87	116	-25.0%
12-Month Avg	91	85	+7.1%

Historical Closed Sales by Month

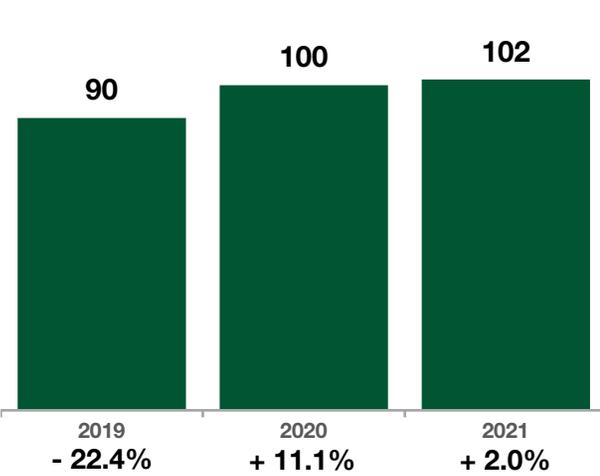


Days on Market Until Sale

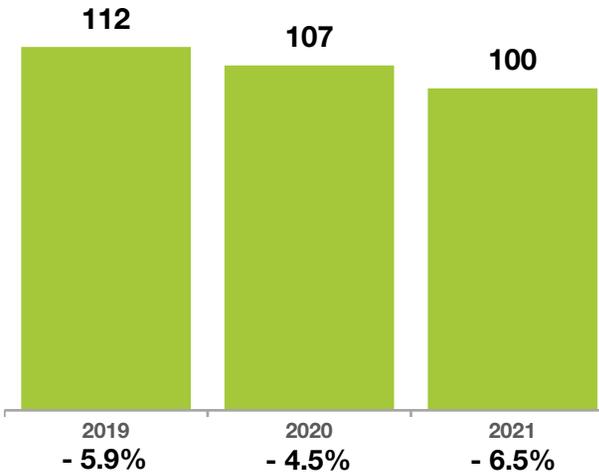
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



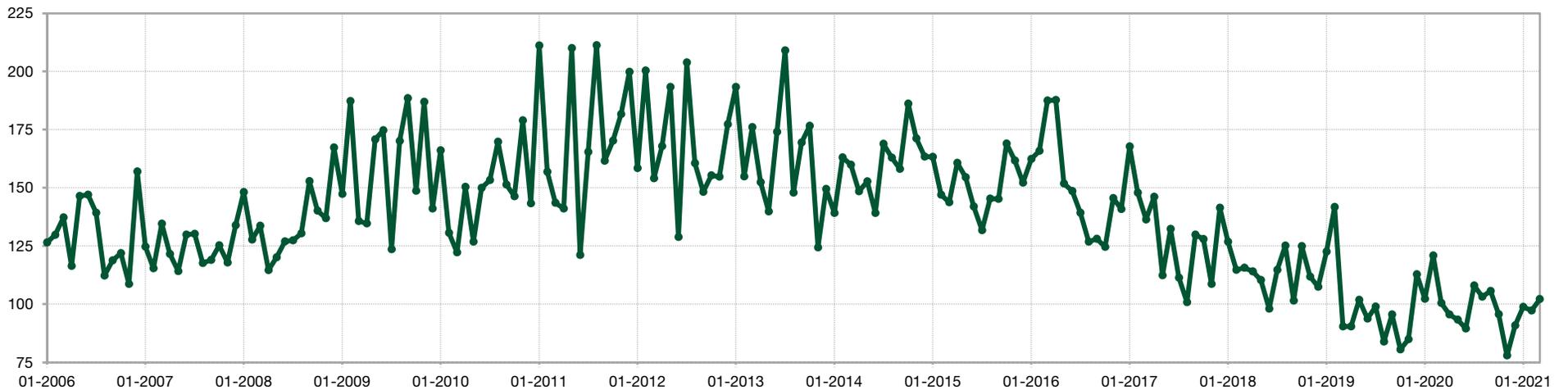
Year to Date



Days on Market	Prior Year	Percent Change	
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	99	102	-2.9%
February 2021	97	121	-19.8%
March 2021	102	100	+2.0%
12-Month Avg*	97	97	0.0%

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

Historical Days on Market Until Sale by Month

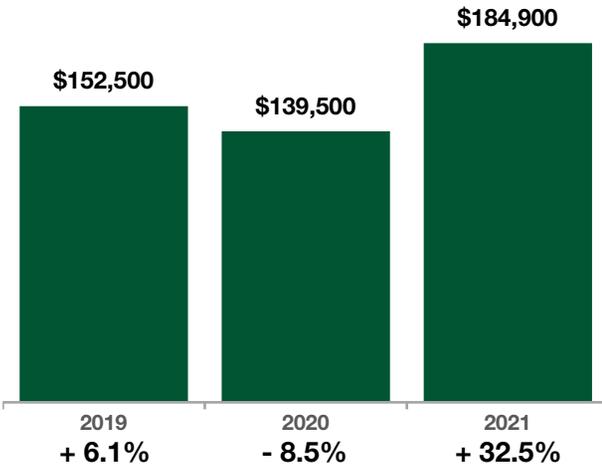


Median Sales Price

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



March



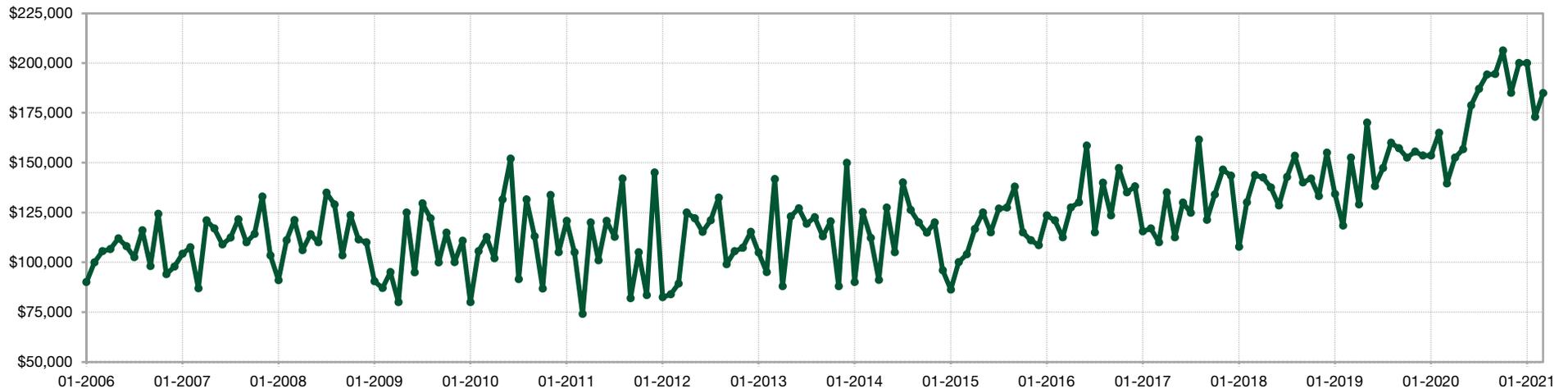
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$200,000	\$153,500	+30.3%
February 2021	\$173,000	\$165,000	+4.8%
March 2021	\$184,900	\$139,500	+32.5%
12-Month Med*	\$186,000	\$149,900	+24.1%

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

Historical Median Sales Price by Month

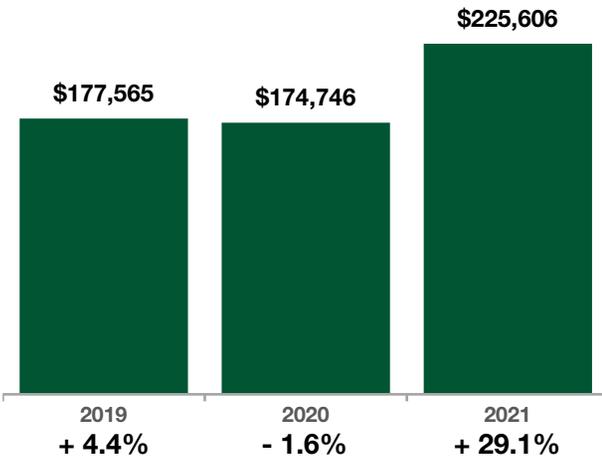


Average Sales Price

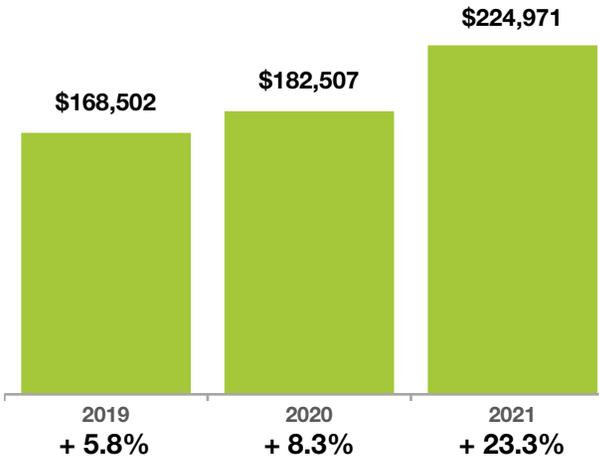
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



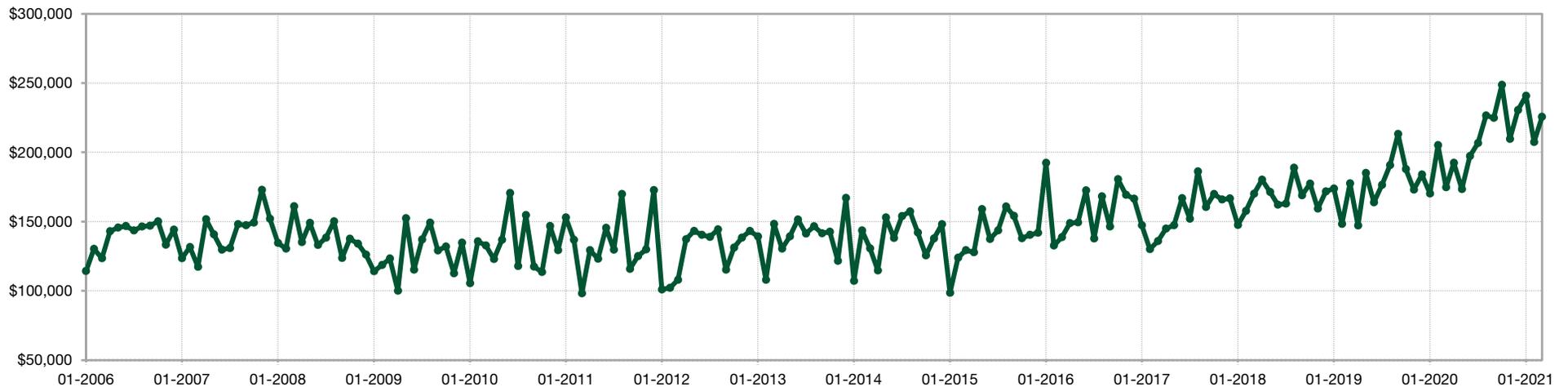
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$240,766	\$170,193	+41.5%
February 2021	\$207,355	\$205,019	+1.1%
March 2021	\$225,606	\$174,746	+29.1%
12-Month Avg*	\$215,263	\$180,874	+19.0%

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

Historical Average Sales Price by Month

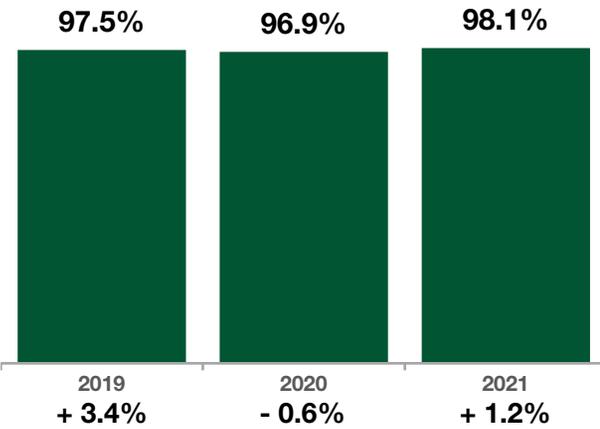


Percent of List Price Received

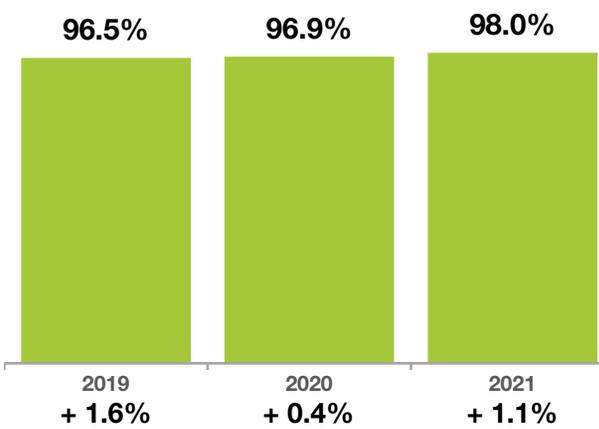
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



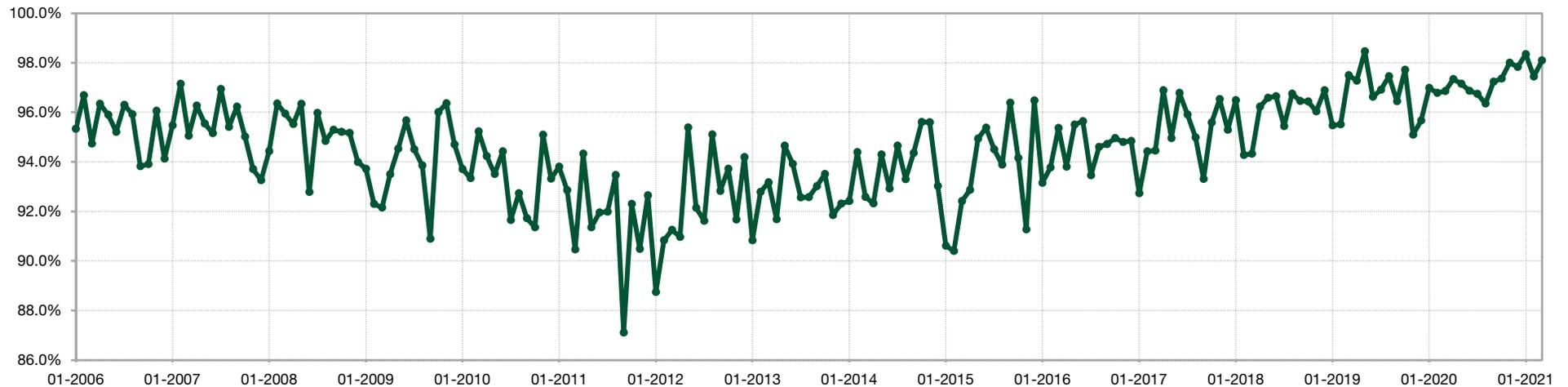
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	98.3%	97.0%	+1.3%
February 2021	97.4%	96.8%	+0.6%
March 2021	98.1%	96.9%	+1.2%
12-Month Avg*	97.3%	96.9%	+0.4%

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

Historical Percent of List Price Received by Month

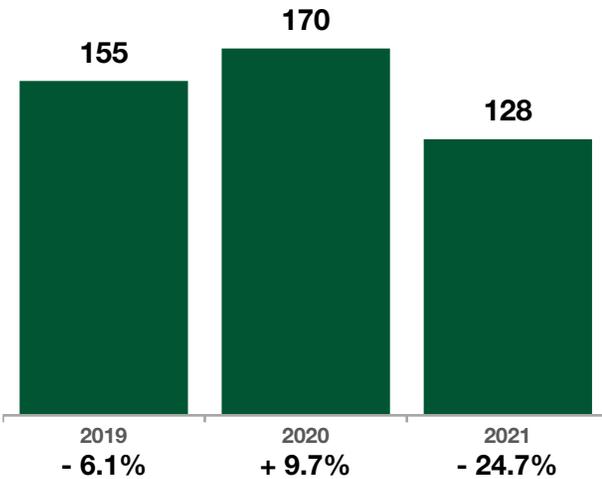


Housing Affordability Index

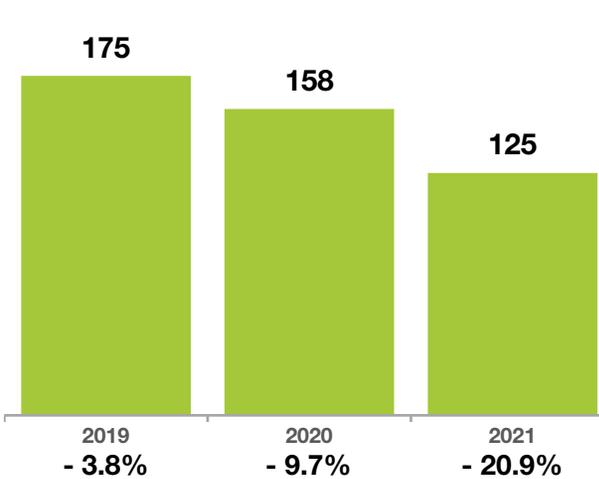


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

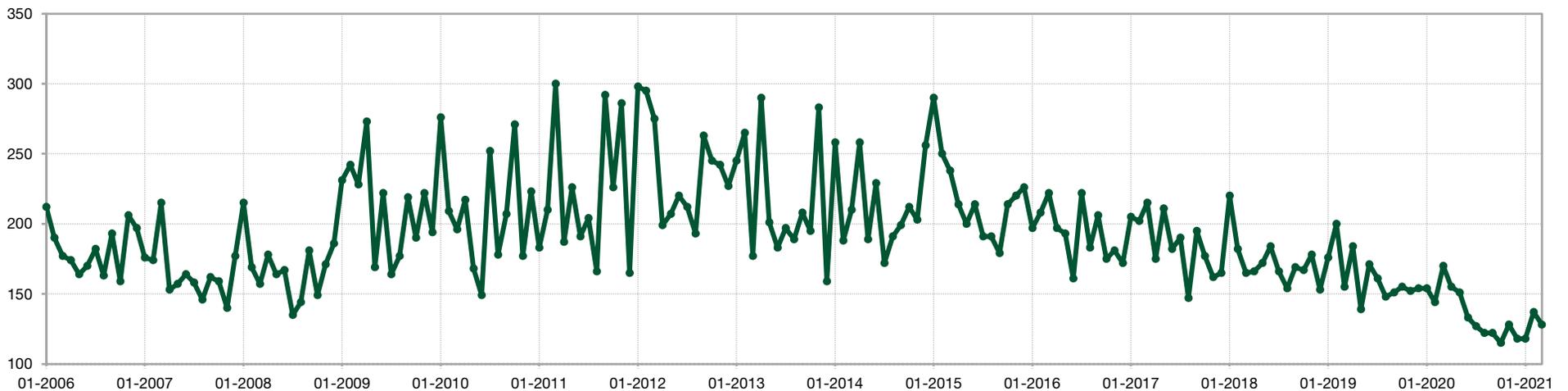


Year to Date



	Affordability Index	Prior Year	Percent Change
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	118	154	-23.4%
February 2021	137	144	-4.9%
March 2021	128	170	-24.7%
12-Month Avg	130	157	-17.5%

Historical Housing Affordability Index by Month

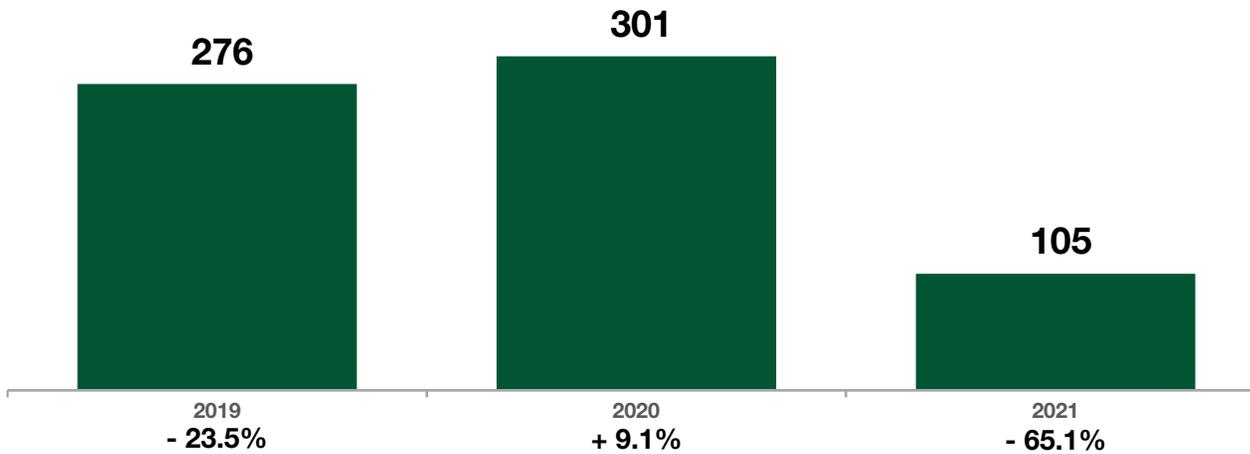


Inventory of Homes for Sale

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



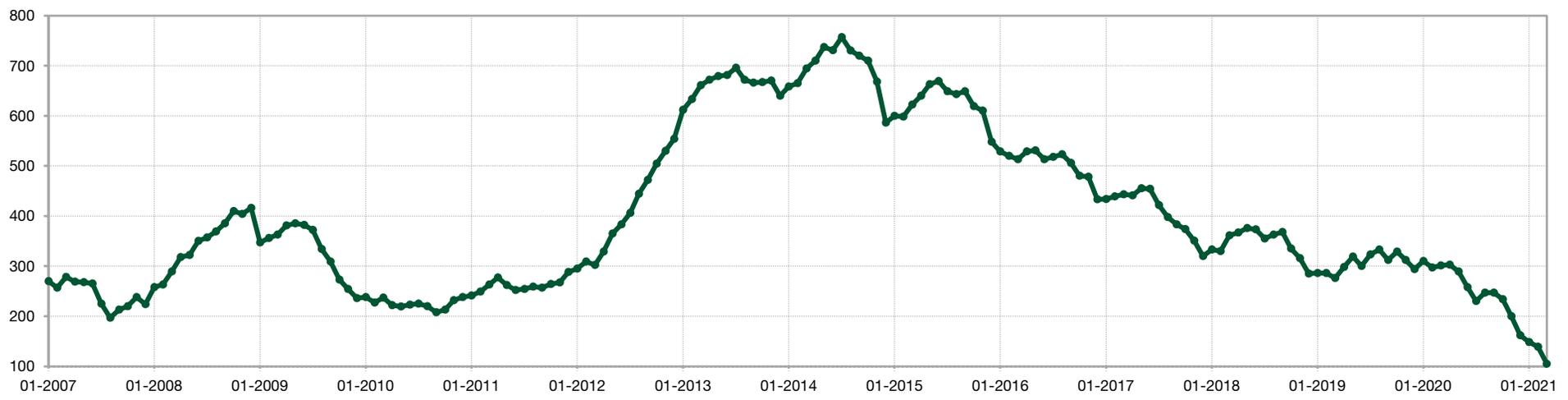
March



	Homes for Sale	Prior Year	Percent Change
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	247	333	-25.8%
September 2020	247	312	-20.8%
October 2020	234	329	-28.9%
November 2020	200	312	-35.9%
December 2020	162	294	-44.9%
January 2021	148	310	-52.3%
February 2021	139	297	-53.2%
March 2021	105	301	-65.1%
12-Month Avg*	214	299	-28.4%

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

Historical Inventory of Homes for Sale by Month

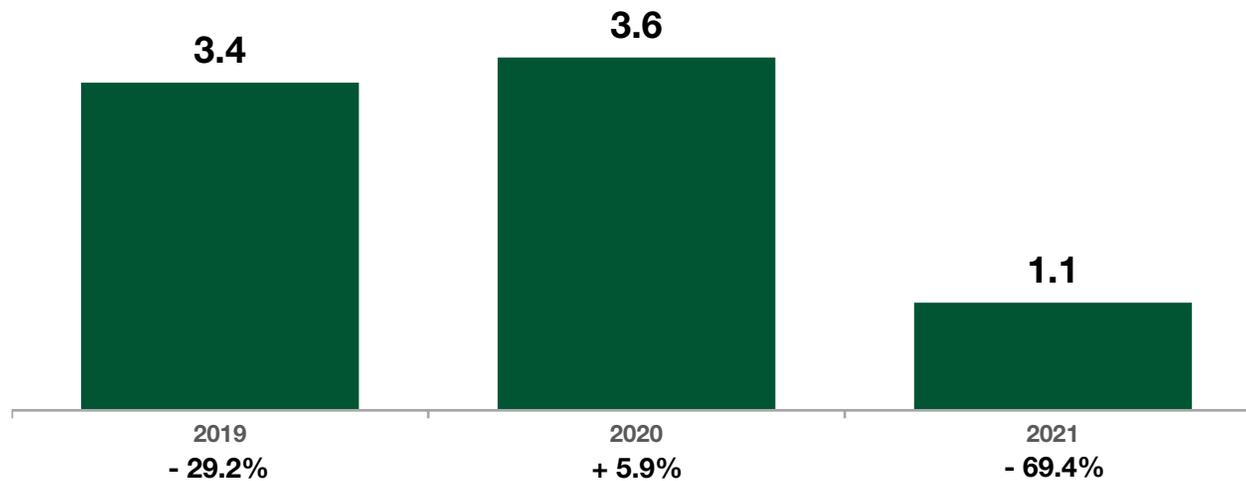


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Percent Change
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	1.6	3.7	-56.8%
February 2021	1.5	3.5	-57.1%
March 2021	1.1	3.6	-69.4%
12-Month Avg*	2.4	3.8	-36.8%

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

Historical Months Supply of Inventory by Month

