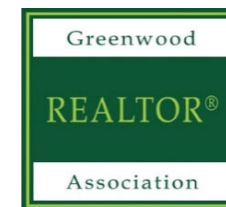


# Monthly Indicators



## April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings were up 7.5 percent to 100. Pending Sales increased 57.5 percent to 115. Inventory shrank 65.7 percent to 104 units.

Prices moved higher as Median Sales Price was up 21.4 percent to \$185,000. Days on Market decreased 3.1 percent to 93 days. Months Supply of Inventory was down 70.3 percent to 1.1 months, indicating that demand increased relative to supply.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Quick Facts

|                                    |  |                                     |
|------------------------------------|--|-------------------------------------|
| <b>- 5.8%</b>                      | <b>+ 21.4%</b>                           | <b>- 70.3%</b>                      |
| One-Year Change in<br>Closed Sales | One-Year Change in<br>Median Sales Price | One-Year Change in<br>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.



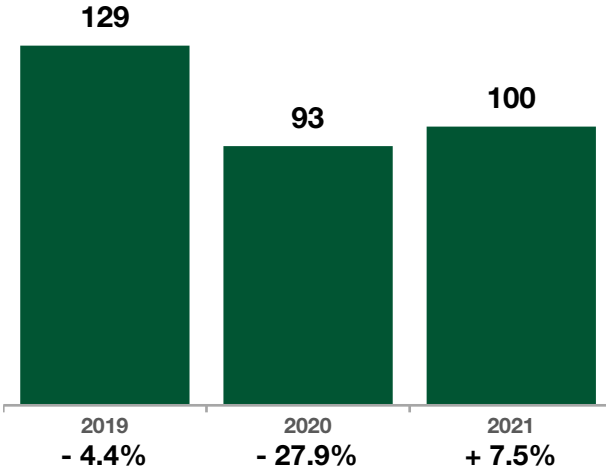
| Key Metrics                 | Historical Sparkbars |         |         | 04-2020   | 04-2021          | Percent Change | YTD 2020  | YTD 2021         | Percent Change |
|-----------------------------|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
|                             | 04-2019              | 04-2020 | 04-2021 |           |                  |                |           |                  |                |
| New Listings                |                      |         |         | 93        | <b>100</b>       | + 7.5%         | 442       | <b>365</b>       | - 17.4%        |
| Pending Sales               |                      |         |         | 73        | <b>115</b>       | + 57.5%        | 341       | <b>371</b>       | + 8.8%         |
| Closed Sales                |                      |         |         | 86        | <b>81</b>        | - 5.8%         | 319       | <b>306</b>       | - 4.1%         |
| Days on Market              |                      |         |         | 96        | <b>93</b>        | - 3.1%         | 104       | <b>98</b>        | - 5.8%         |
| Median Sales Price          |                      |         |         | \$152,450 | <b>\$185,000</b> | + 21.4%        | \$149,900 | <b>\$188,500</b> | + 25.8%        |
| Average Sales Price         |                      |         |         | \$192,400 | <b>\$222,884</b> | + 15.8%        | \$185,183 | <b>\$224,545</b> | + 21.3%        |
| Pct. of List Price Received |                      |         |         | 97.3%     | <b>97.7%</b>     | + 0.4%         | 97.0%     | <b>97.8%</b>     | + 0.8%         |
| Housing Affordability Index |                      |         |         | 155       | <b>128</b>       | - 17.4%        | 158       | <b>126</b>       | - 20.3%        |
| Inventory of Homes for Sale |                      |         |         | 303       | <b>104</b>       | - 65.7%        | --        | <b>--</b>        | --             |
| Months Supply of Inventory  |                      |         |         | 3.7       | <b>1.1</b>       | - 70.3%        | --        | <b>--</b>        | --             |

# New Listings

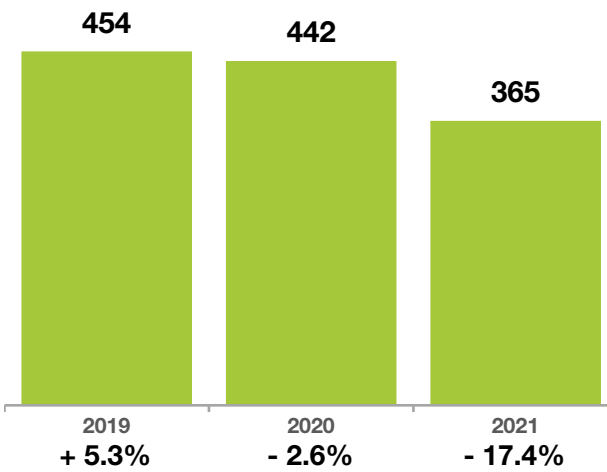
A count of the properties that have been newly listed on the market in a given month.



## April

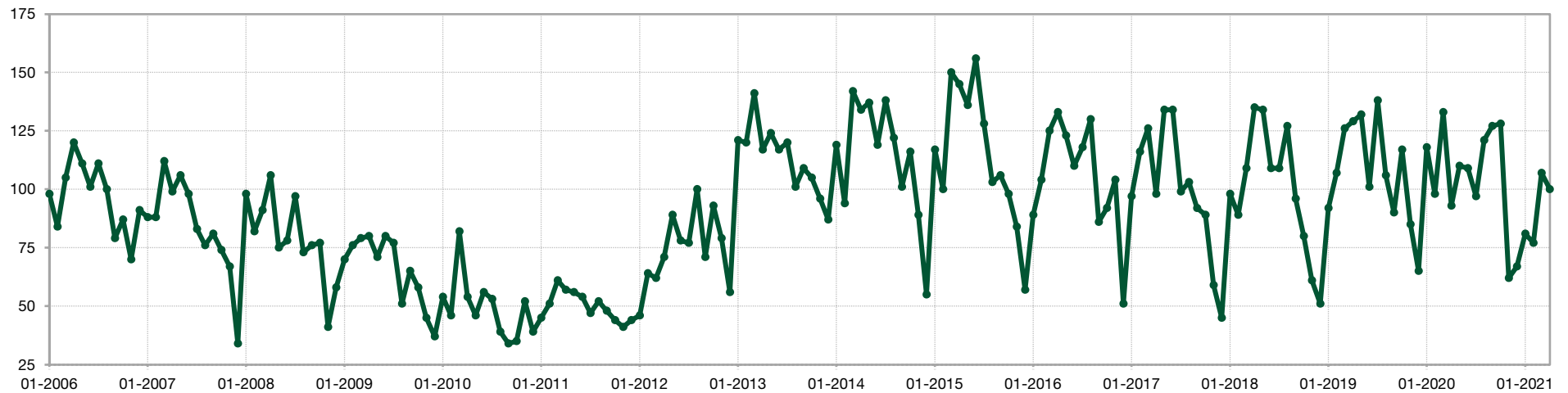


## Year to Date



|                   | New Listings | Prior Year | Percent Change |
|-------------------|--------------|------------|----------------|
| 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      | 128          | 117        | +9.4%          |
| November 2020     | 62           | 85         | -27.1%         |
| December 2020     | 67           | 65         | +3.1%          |
| January 2021      | 81           | 118        | -31.4%         |
| February 2021     | 77           | 98         | -21.4%         |
| March 2021        | 107          | 133        | -19.5%         |
| <b>April 2021</b> | <b>100</b>   | <b>93</b>  | <b>+7.5%</b>   |
| 12-Month Avg      | 99           | 106        | -7.1%          |

## Historical New Listings by Month

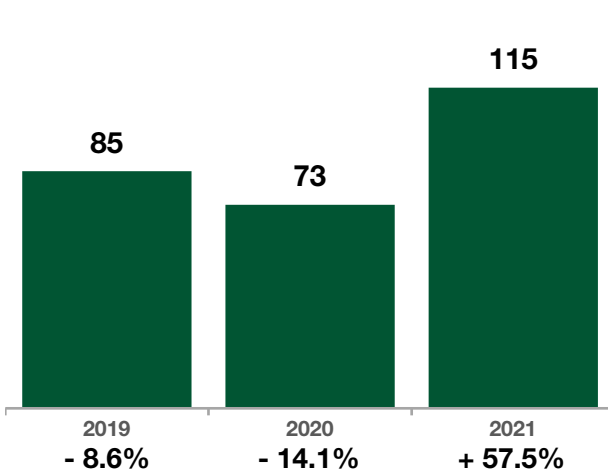


# Pending Sales

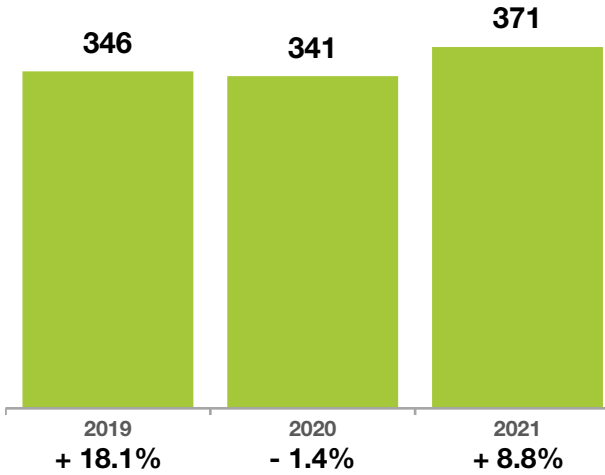
A count of the properties on which offers have been accepted in a given month.



## April

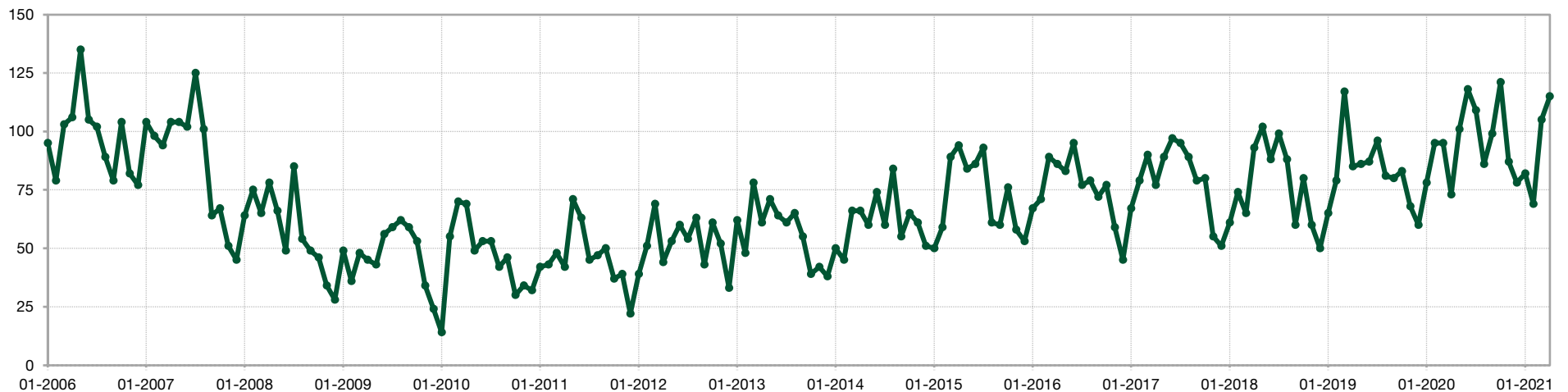


## Year to Date



|                   | Pending Sales | Prior Year | Percent Change |
|-------------------|---------------|------------|----------------|
| 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     | 87            | 68         | +27.9%         |
| December 2020     | 78            | 60         | +30.0%         |
| January 2021      | 82            | 78         | +5.1%          |
| February 2021     | 69            | 95         | -27.4%         |
| March 2021        | 105           | 95         | +10.5%         |
| <b>April 2021</b> | <b>115</b>    | <b>73</b>  | <b>+57.5%</b>  |
| 12-Month Avg      | 98            | 82         | +19.1%         |

## Historical Pending Sales by Month

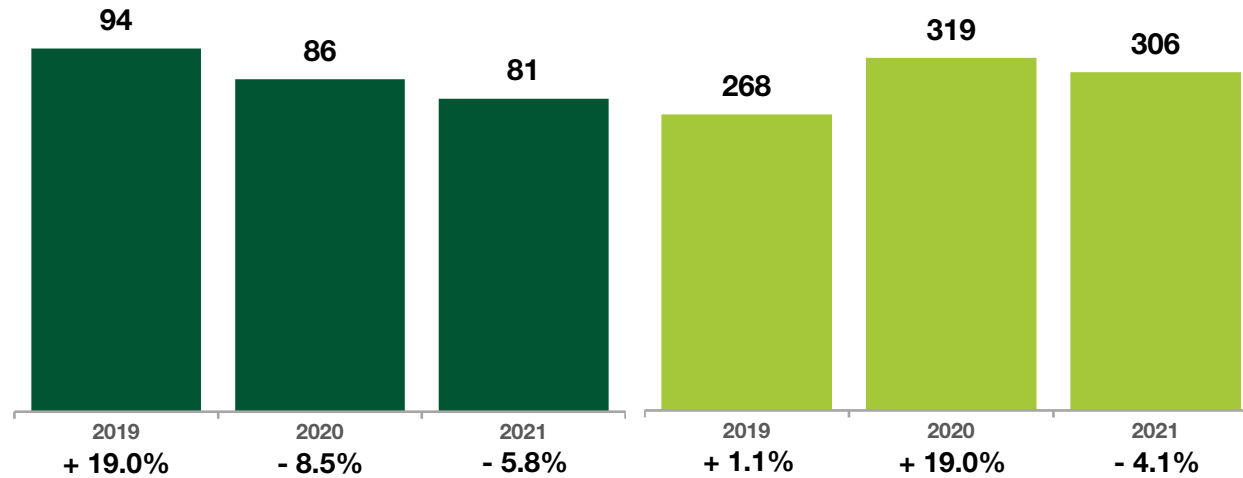


# Closed Sales

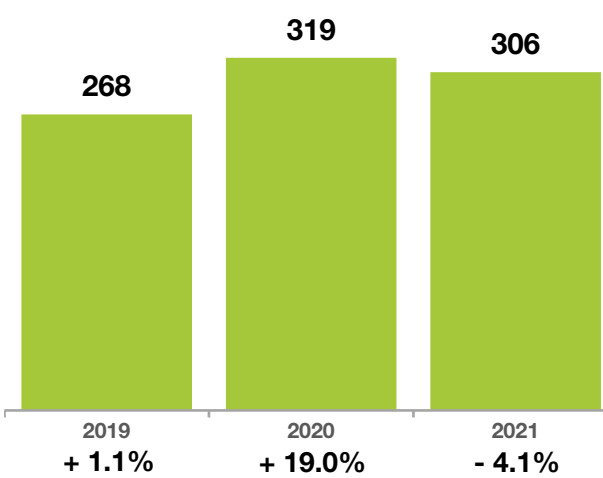
A count of the actual sales that closed in a given month.



## April

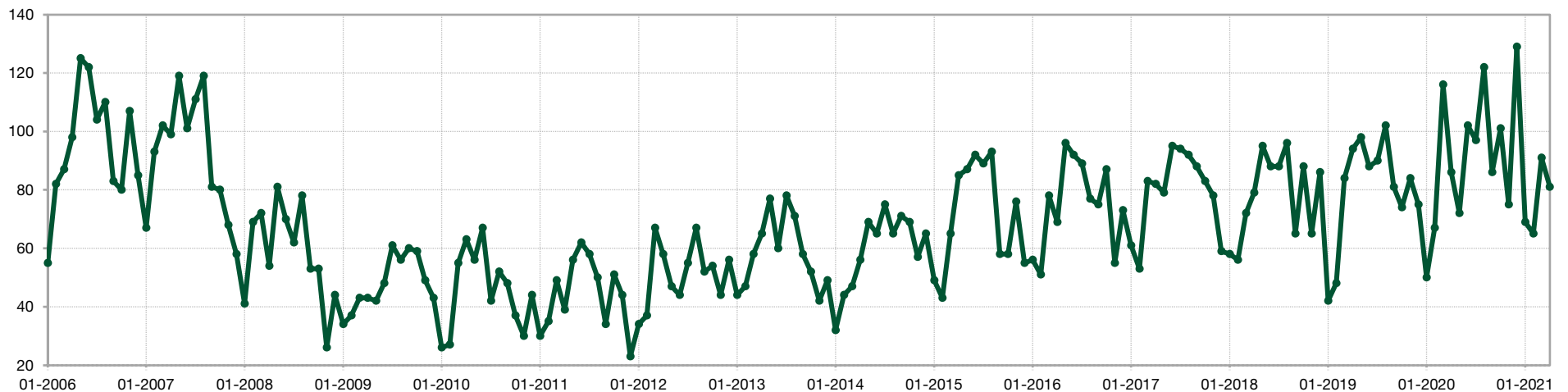


## Year to Date



|                   | Closed Sales | Prior Year | Percent Change |
|-------------------|--------------|------------|----------------|
| 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        | 91           | 116        | -21.6%         |
| <b>April 2021</b> | <b>81</b>    | <b>86</b>  | <b>-5.8%</b>   |
| 12-Month Avg      | 91           | 84         | +7.8%          |

## Historical Closed Sales by Month

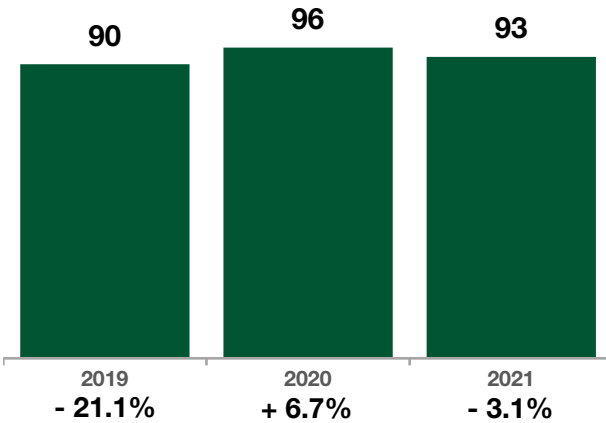


# Days on Market Until Sale

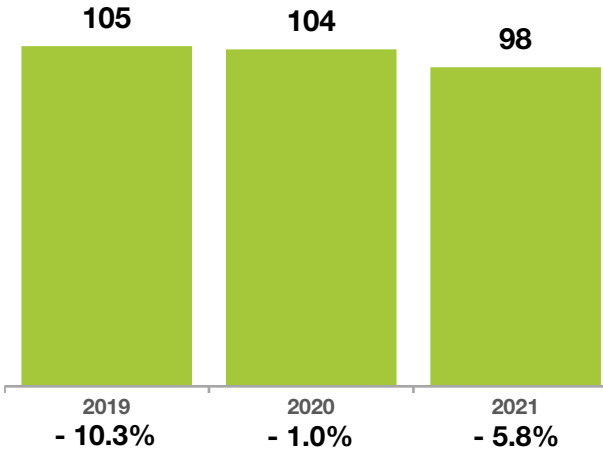
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



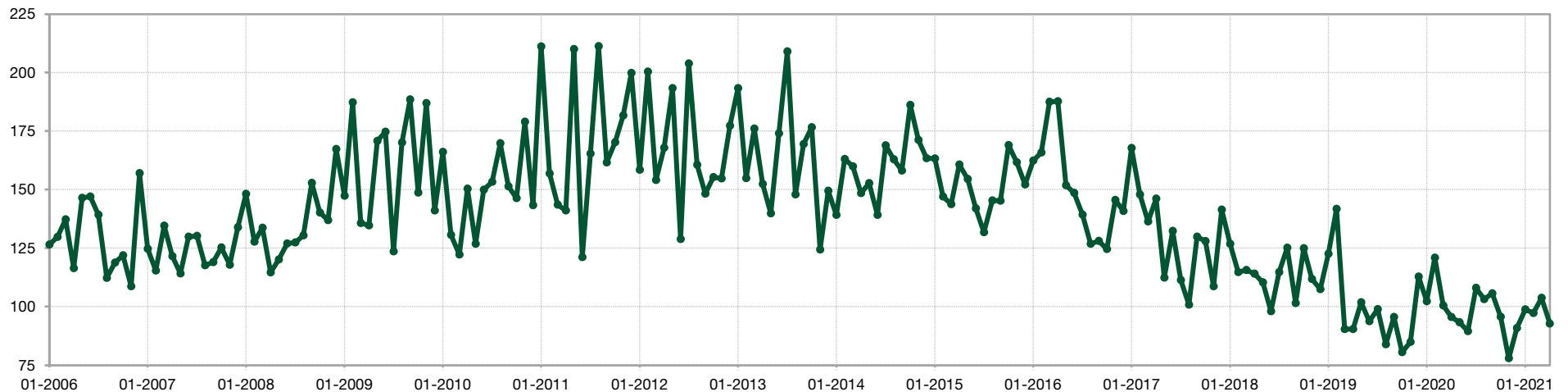
## Year to Date



| Month             | Days on Market | Prior Year | Percent Change |
|-------------------|----------------|------------|----------------|
| 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        | 104            | 100        | +4.0%          |
| <b>April 2021</b> | <b>93</b>      | <b>96</b>  | <b>-3.1%</b>   |
| 12-Month Avg*     | 97             | 97         | 0.0%           |

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

## Historical Days on Market Until Sale by Month

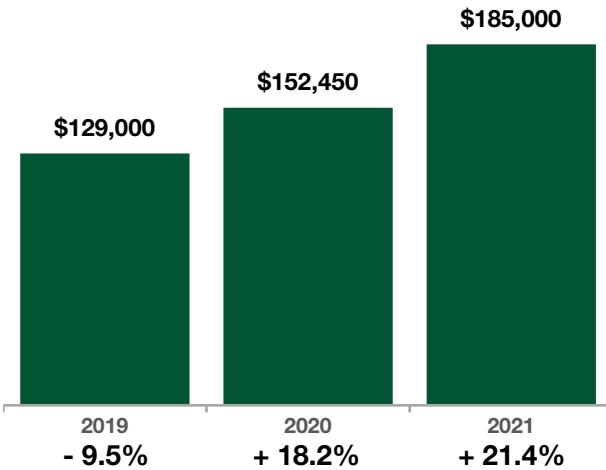


# Median Sales Price

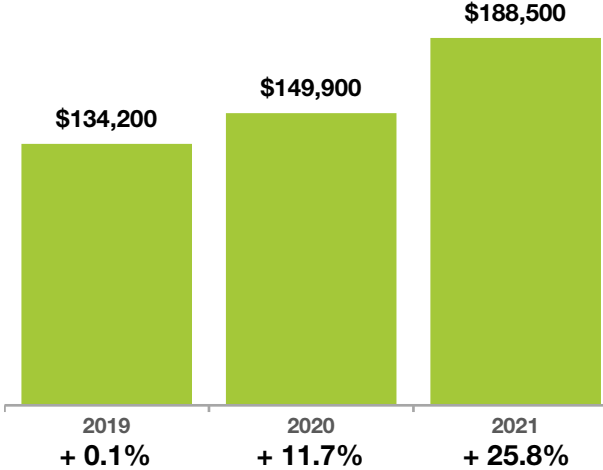
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



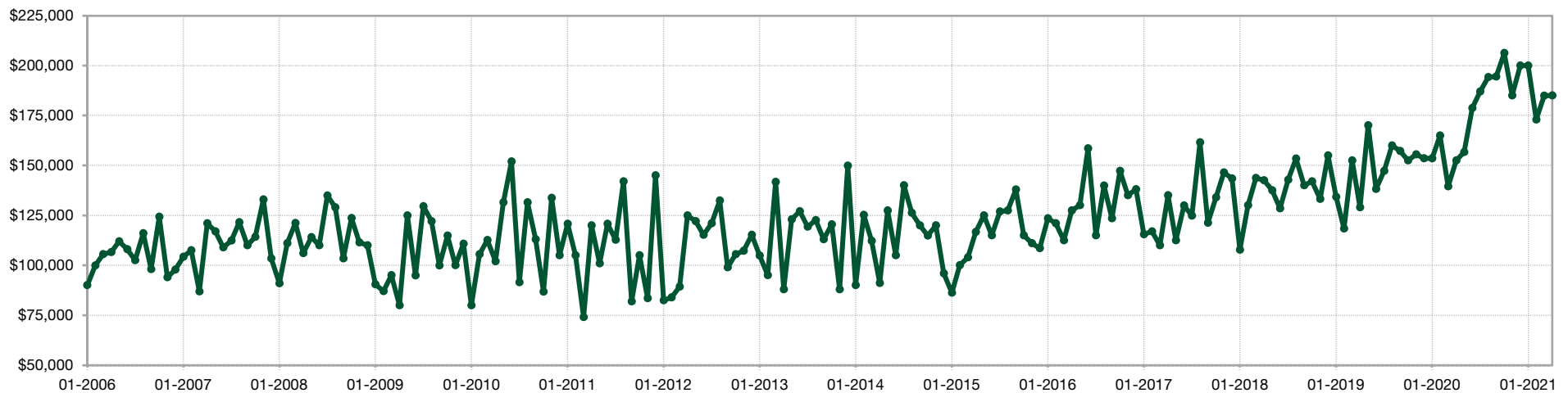
## Year to Date



|                   | Median Sales Price | Prior Year       | Percent Change |
|-------------------|--------------------|------------------|----------------|
| 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%         |
| <b>April 2021</b> | <b>\$185,000</b>   | <b>\$152,450</b> | <b>+21.4%</b>  |
| 12-Month Med*     | \$187,500          | \$152,250        | +23.2%         |

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

## Historical Median Sales Price by Month

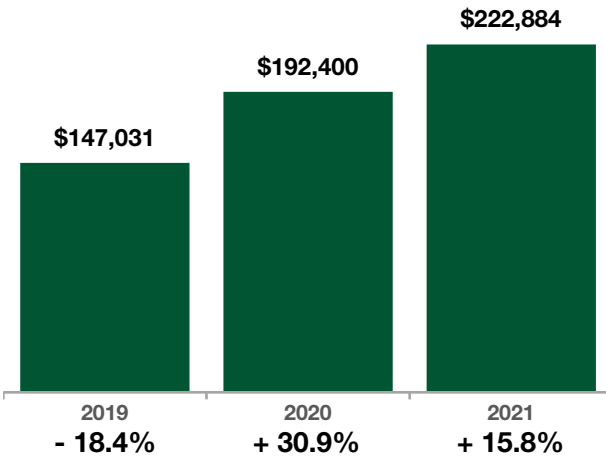


# Average Sales Price

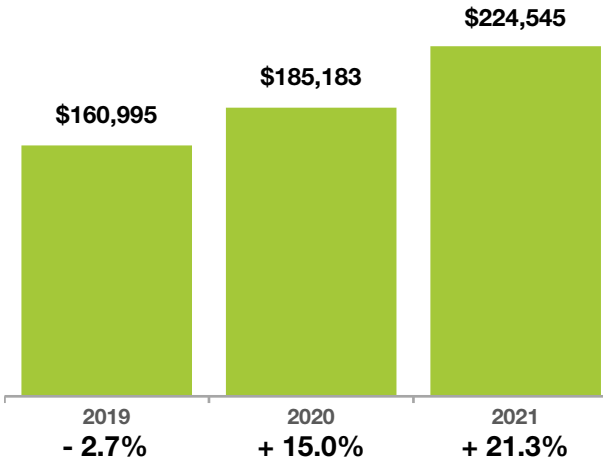
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



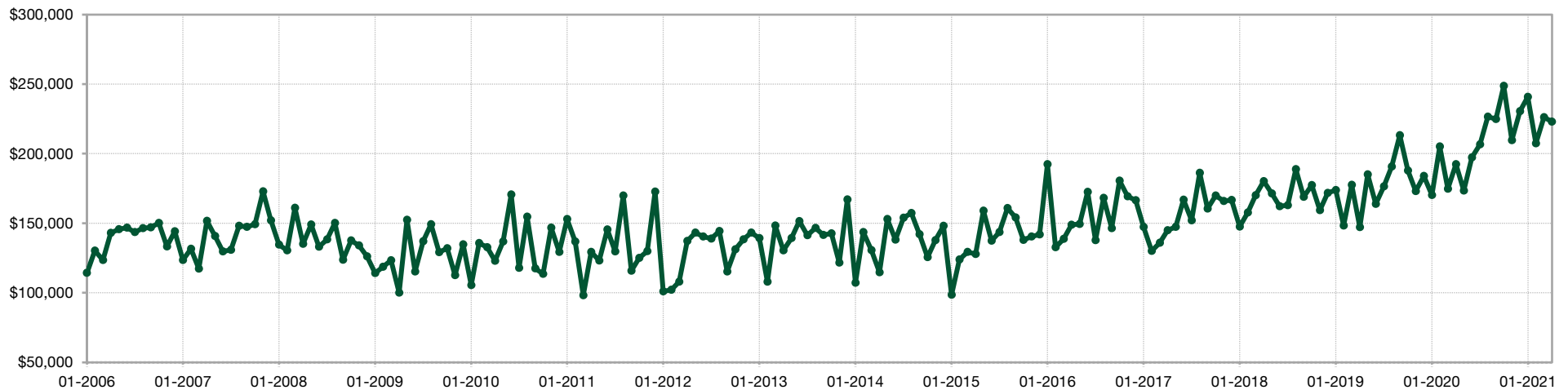
## Year to Date



|                   | Avg. Sales Price | Prior Year       | Percent Change |
|-------------------|------------------|------------------|----------------|
| 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        | \$226,003        | \$174,746        | +29.3%         |
| <b>April 2021</b> | <b>\$222,884</b> | <b>\$192,400</b> | <b>+15.8%</b>  |
| 12-Month Avg*     | \$217,837        | \$184,654        | +18.0%         |

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

## Historical Average Sales Price by Month



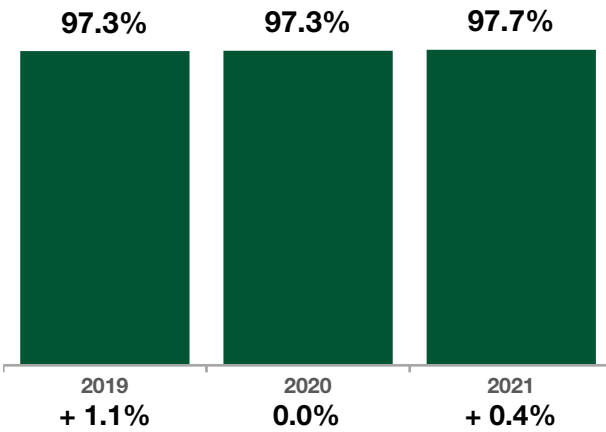


# Percent of List Price Received

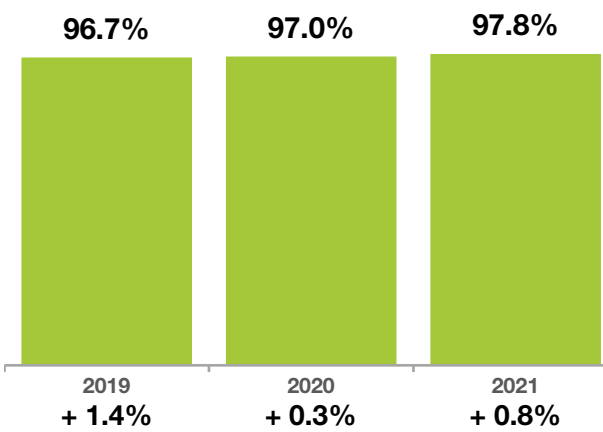
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



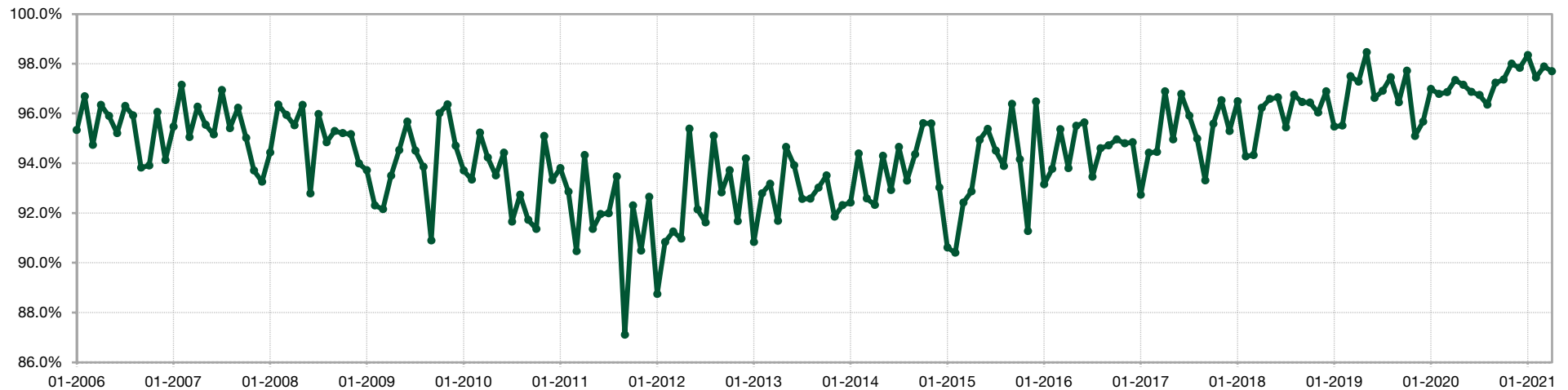
## Year to Date



|                   | Pct. of List Price Received | Prior Year   | Percent Change |
|-------------------|-----------------------------|--------------|----------------|
| 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        | 97.9%                       | 96.9%        | +1.0%          |
| <b>April 2021</b> | <b>97.7%</b>                | <b>97.3%</b> | <b>+0.4%</b>   |
| 12-Month Avg*     | 97.4%                       | 96.9%        | +0.5%          |

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

## Historical Percent of List Price Received by Month

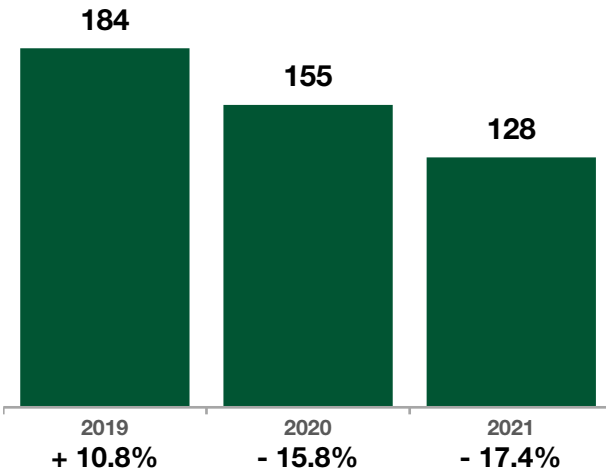


# Housing Affordability Index

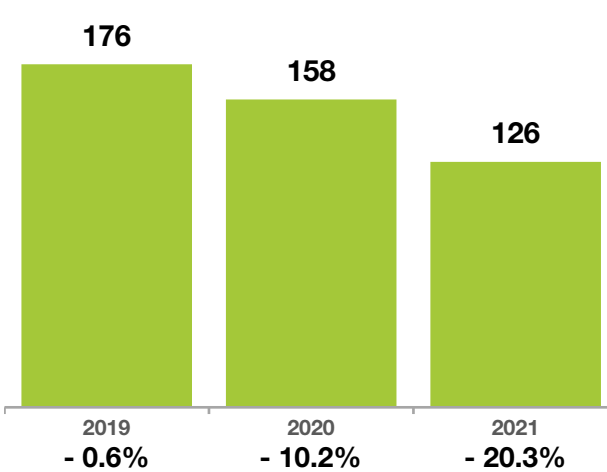
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

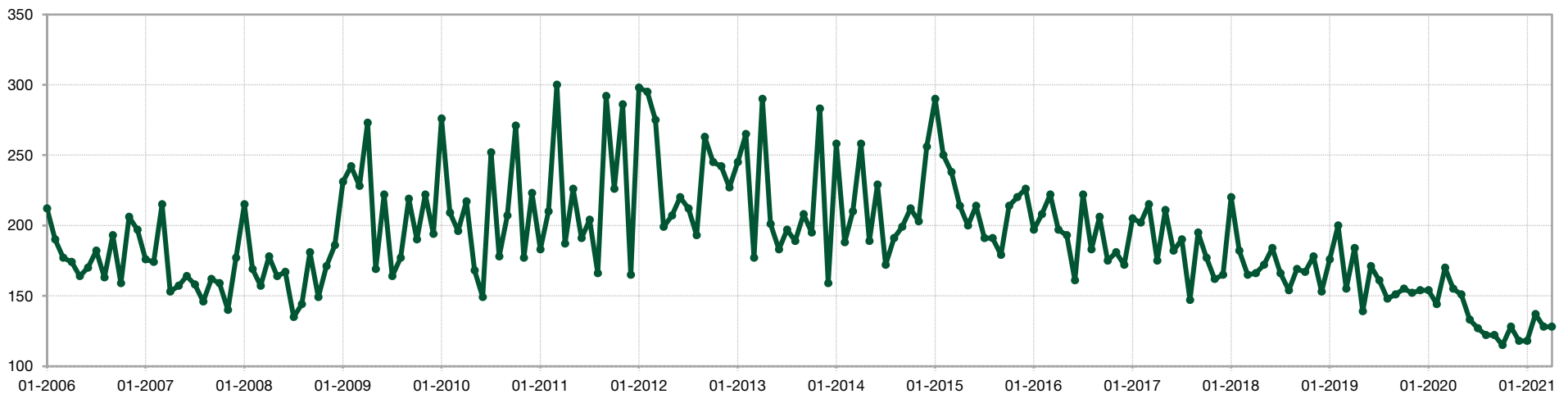


## Year to Date



|                   | Affordability Index | Prior Year | Percent Change |
|-------------------|---------------------|------------|----------------|
| 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%         |
| <b>April 2021</b> | <b>128</b>          | <b>155</b> | <b>-17.4%</b>  |
| 12-Month Avg      | 127                 | 155        | -17.6%         |

## Historical Housing Affordability Index by Month

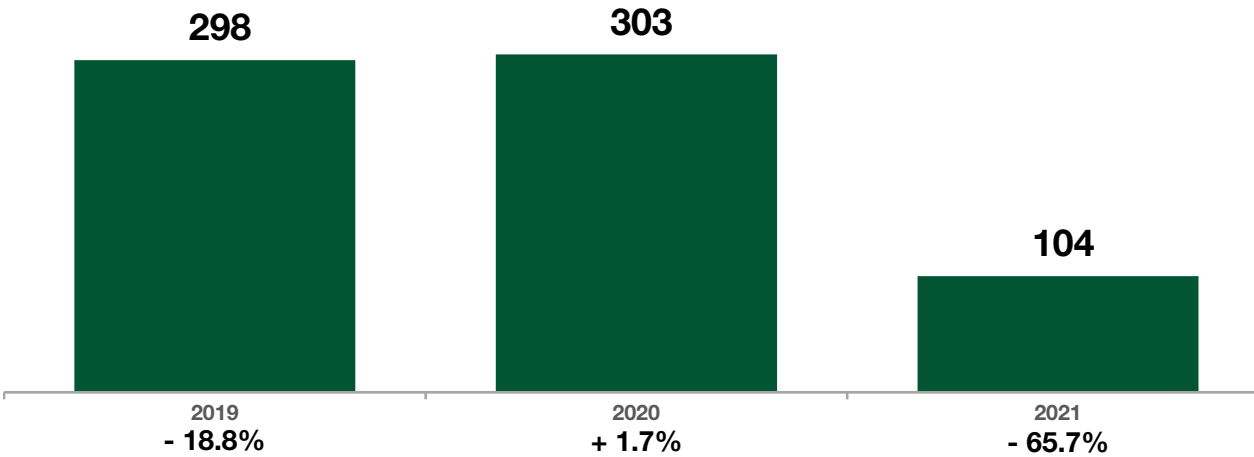


# Inventory of Homes for Sale

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



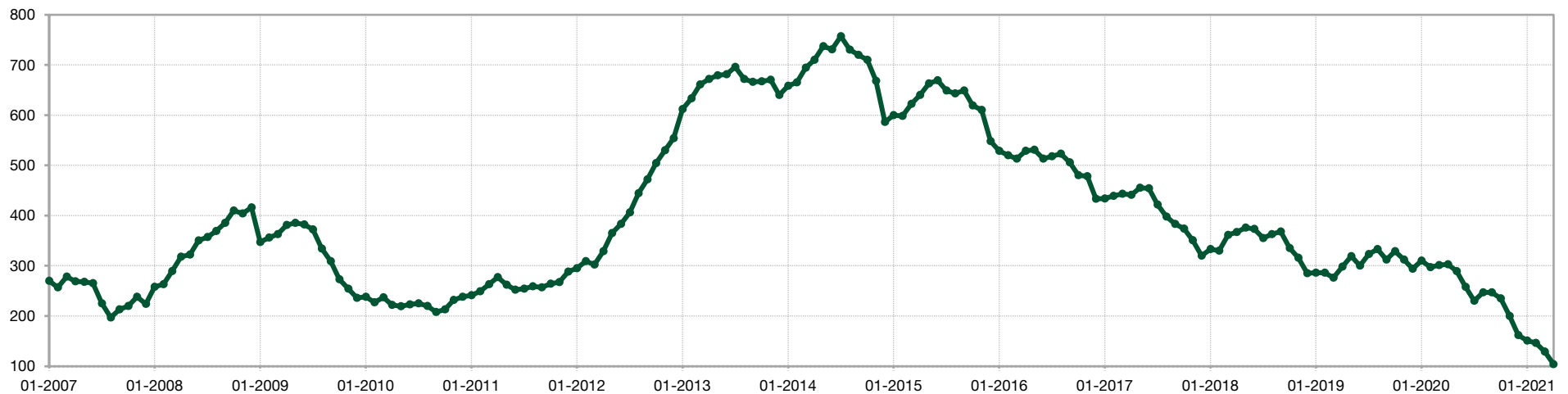
## April



| Homes for Sale    | Prior Year | Percent Change |               |
|-------------------|------------|----------------|---------------|
| 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      | 235        | 329            | -28.6%        |
| November 2020     | 200        | 312            | -35.9%        |
| December 2020     | 162        | 294            | -44.9%        |
| January 2021      | 151        | 310            | -51.3%        |
| February 2021     | 146        | 297            | -50.8%        |
| March 2021        | 129        | 301            | -57.1%        |
| <b>April 2021</b> | <b>104</b> | <b>303</b>     | <b>-65.7%</b> |
| 12-Month Avg*     | 200        | 302            | -33.8%        |

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

## Historical Inventory of Homes for Sale by Month

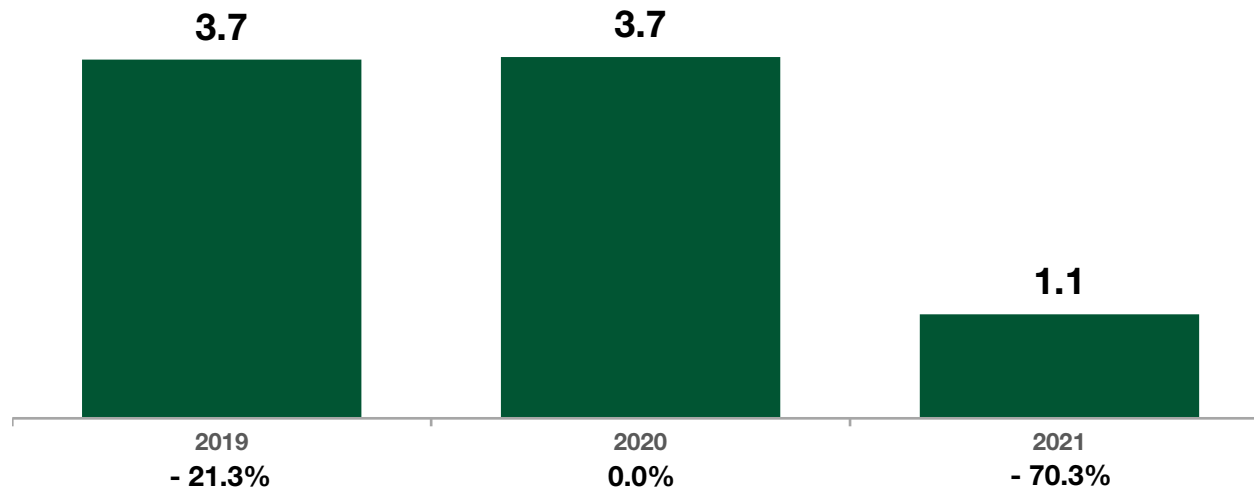


# Months Supply of Inventory

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.



## April



| Months Supply     | Prior Year | Percent Change |
|-------------------|------------|----------------|
| May 2020          | 4.0        | -12.5%         |
| June 2020         | 3.8        | -21.1%         |
| July 2020         | 4.1        | -34.1%         |
| August 2020       | 4.2        | -33.3%         |
| September 2020    | 3.9        | -28.2%         |
| October 2020      | 4.1        | -36.6%         |
| November 2020     | 3.8        | -44.7%         |
| December 2020     | 3.6        | -52.8%         |
| January 2021      | 3.7        | -56.8%         |
| February 2021     | 3.5        | -54.3%         |
| March 2021        | 3.6        | -61.1%         |
| <b>April 2021</b> | <b>3.7</b> | <b>-70.3%</b>  |
| 12-Month Avg*     | 3.8        | -42.1%         |

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

## Historical Months Supply of Inventory by Month

