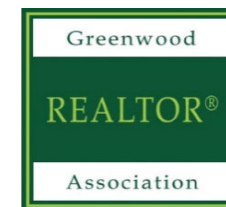


# Monthly Indicators



## May 2021

As the weather warms and pandemic restrictions ease across much of the country, the U.S. housing market shows little sign of cooling. Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at this time last year, and sales prices are surging as a result.

New Listings were up 10.9 percent to 122. Pending Sales increased 1.0 percent to 102. Inventory shrank 55.7 percent to 128 units.

Prices moved higher as Median Sales Price was up 14.9 percent to \$180,000. Days on Market decreased 12.9 percent to 81 days. Months Supply of Inventory was down 62.9 percent to 1.3 months, indicating that demand increased relative to supply.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders passing these costs on to homebuyers. And while the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time.

## Quick Facts

**+ 29.2%**      **+ 14.9%**      **- 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.

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# Market Overview

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



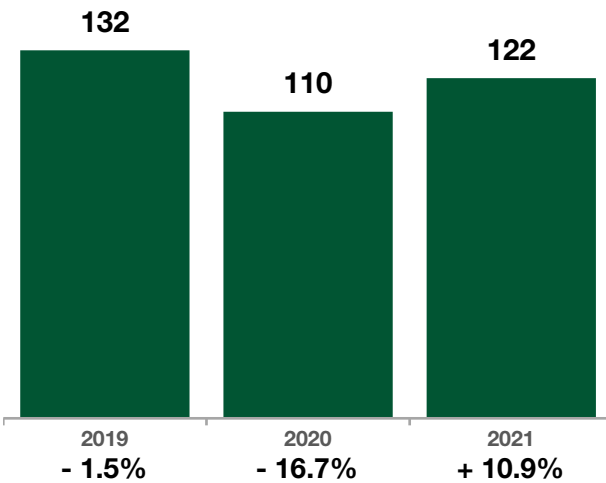
Key Metrics	Historical Sparkbars			05-2020	05-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	05-2019	05-2020	05-2021						
New Listings				110	<b>122</b>	+ 10.9%	552	<b>499</b>	- 9.6%
Pending Sales				101	<b>102</b>	+ 1.0%	442	<b>477</b>	+ 7.9%
Closed Sales				72	<b>93</b>	+ 29.2%	391	<b>407</b>	+ 4.1%
Days on Market				93	<b>81</b>	- 12.9%	102	<b>94</b>	- 7.8%
Median Sales Price				\$156,700	<b>\$180,000</b>	+ 14.9%	\$150,000	<b>\$189,900</b>	+ 26.6%
Average Sales Price				\$173,359	<b>\$239,030</b>	+ 37.9%	\$183,000	<b>\$229,780</b>	+ 25.6%
Pct. of List Price Received				97.1%	<b>99.3%</b>	+ 2.3%	97.0%	<b>98.2%</b>	+ 1.2%
Housing Affordability Index				151	<b>132</b>	- 12.6%	158	<b>125</b>	- 20.9%
Inventory of Homes for Sale				289	<b>128</b>	- 55.7%	--	--	--
Months Supply of Inventory				3.5	<b>1.3</b>	- 62.9%	--	--	--

# New Listings

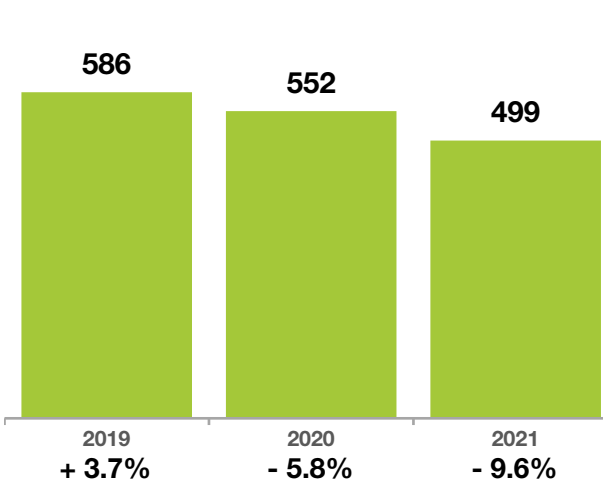
A count of the properties that have been newly listed on the market in a given month.



## May

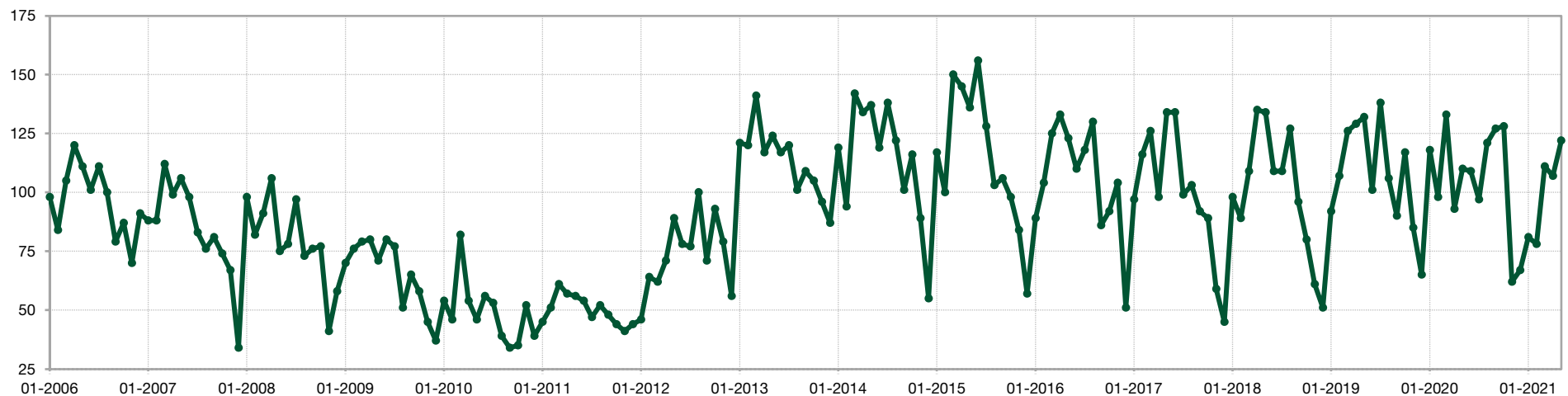


## Year to Date



	New Listings	Prior Year	Percent Change
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	78	98	-20.4%
March 2021	111	133	-16.5%
April 2021	107	93	+15.1%
<b>May 2021</b>	<b>122</b>	<b>110</b>	<b>+10.9%</b>
12-Month Avg	101	105	-3.5%

## Historical New Listings by Month

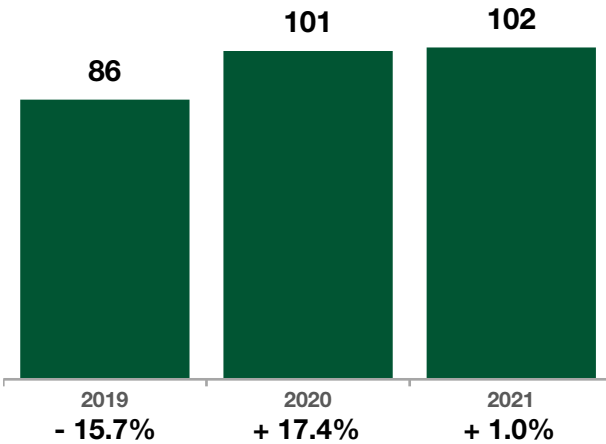


# Pending Sales

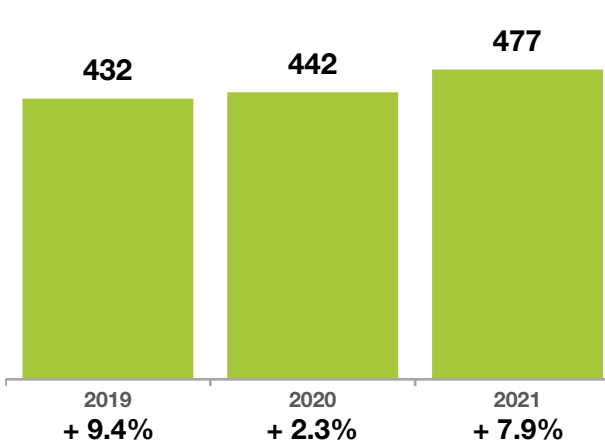
A count of the properties on which offers have been accepted in a given month.



## May

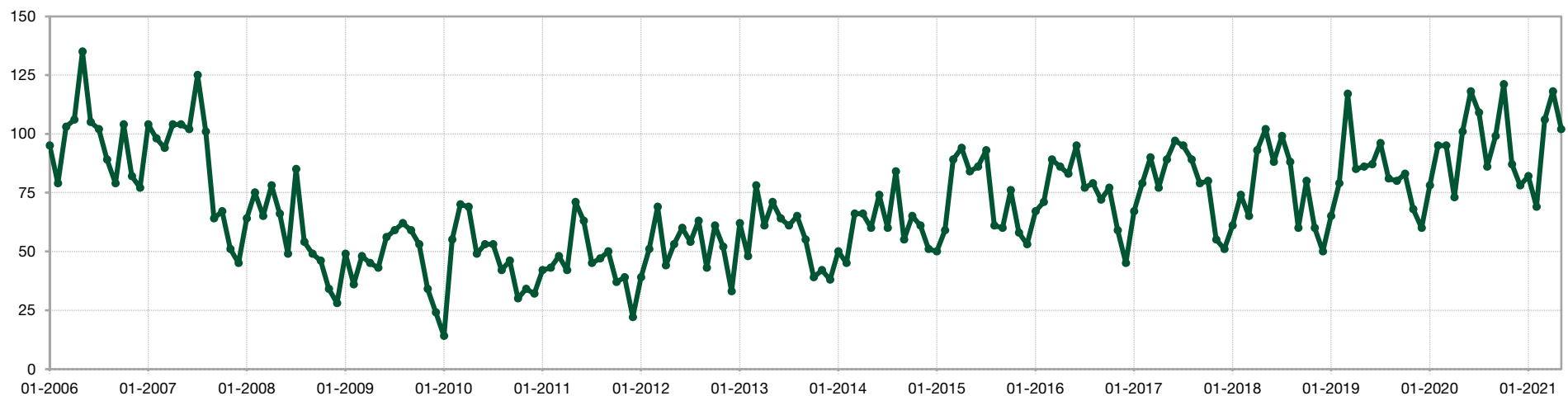


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	106	95	+11.6%
April 2021	118	73	+61.6%
<b>May 2021</b>	<b>102</b>	<b>101</b>	<b>+1.0%</b>
12-Month Avg	98	83	+17.9%

## Historical Pending Sales by Month

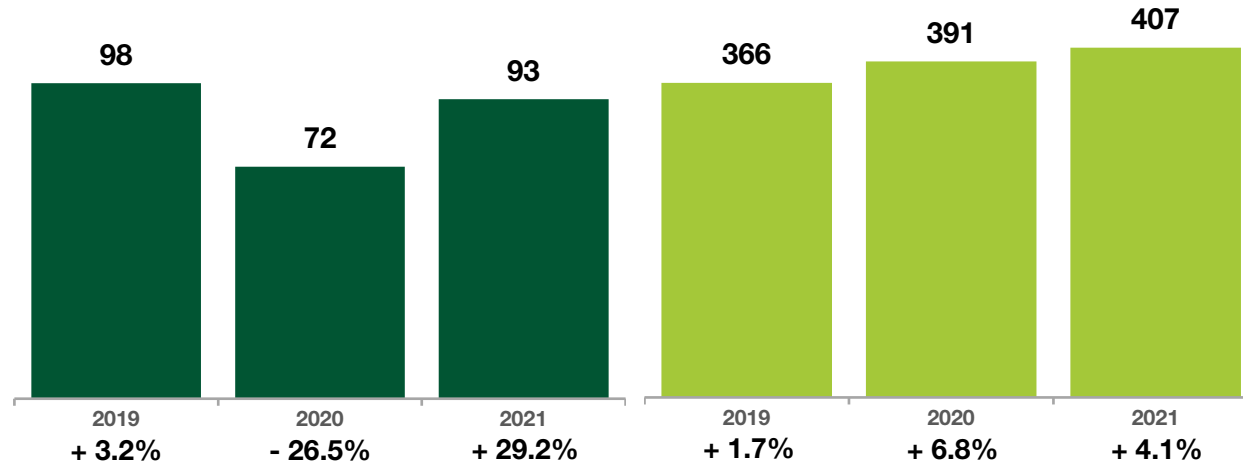


# Closed Sales

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



## May



Closed Sales	Prior Year	Percent Change
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	92	116 -20.7%
April 2021	88	86 +2.3%
<b>May 2021</b>	<b>93</b>	<b>72 +29.2%</b>
12-Month Avg	93	82 +13.6%

## Historical Closed Sales by Month

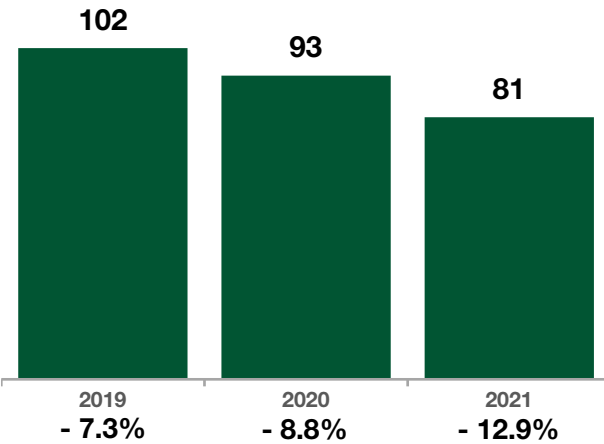


# Days on Market Until Sale

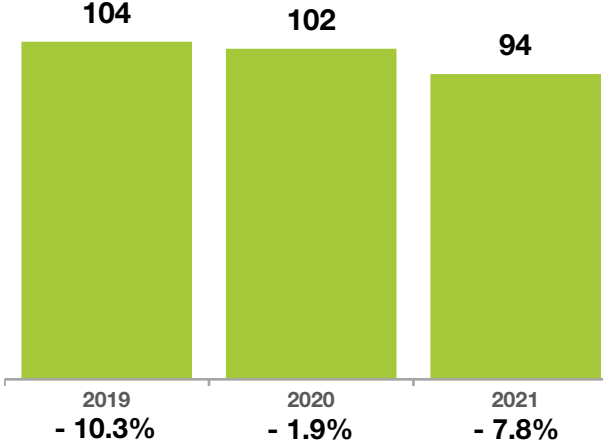
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May



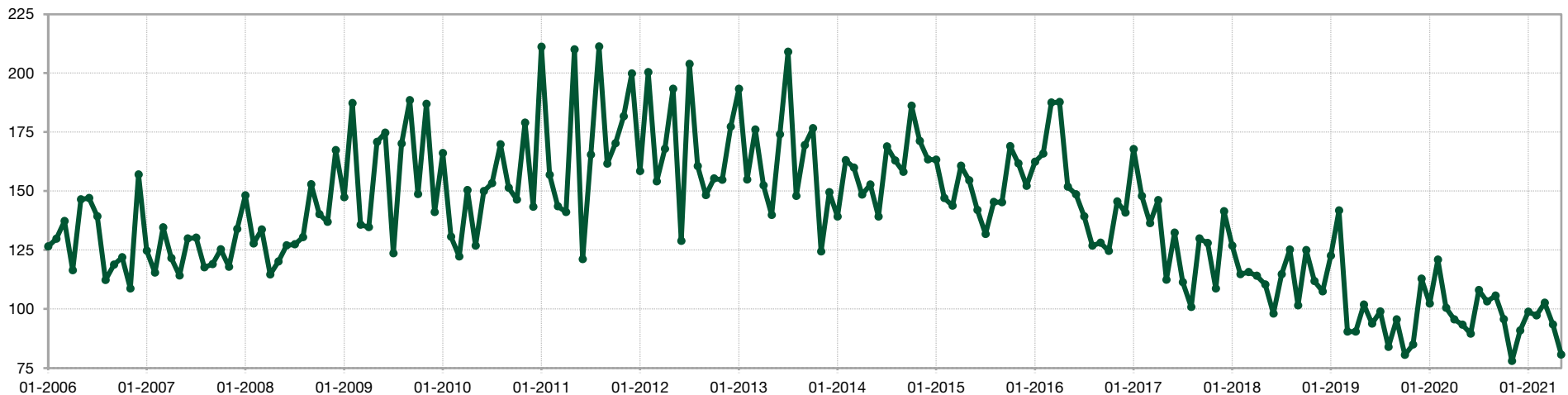
## Year to Date



Month	Days on Market	Prior Year	Percent Change
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	103	100	+3.0%
April 2021	93	96	-3.1%
<b>May 2021</b>	<b>81</b>	<b>93</b>	<b>-12.9%</b>
12-Month Avg*	95	96	-1.0%

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

## Historical Days on Market Until Sale by Month

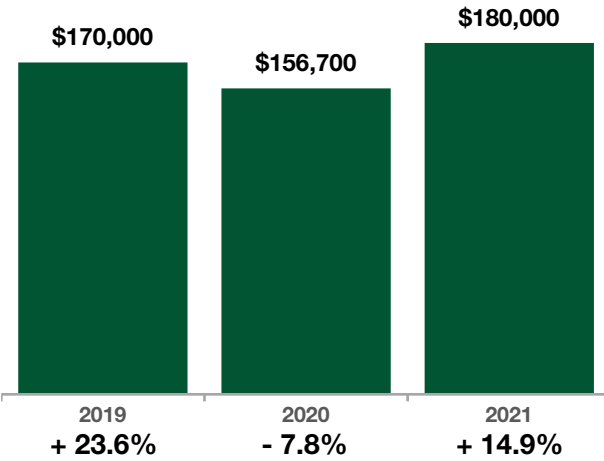


# Median Sales Price

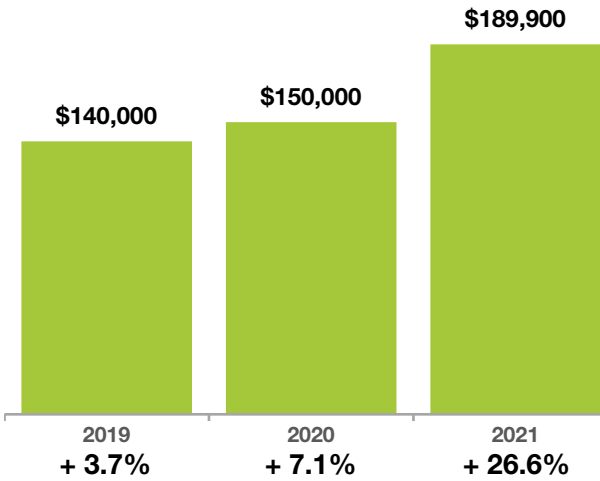
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



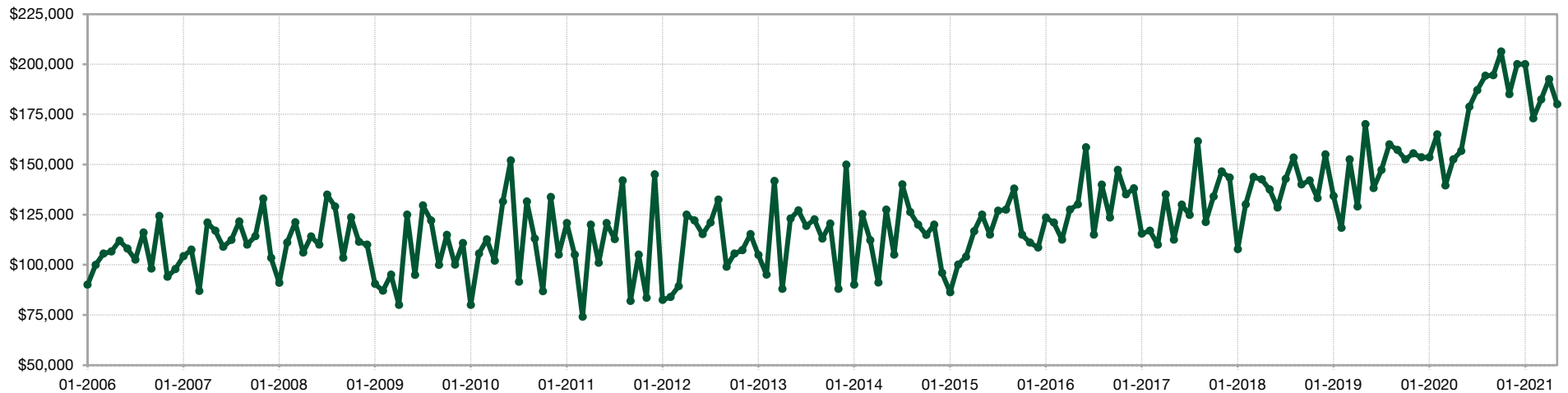
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$182,450	\$139,500	+30.8%
April 2021	\$192,500	\$152,450	+26.3%
<b>May 2021</b>	<b>\$180,000</b>	<b>\$156,700</b>	<b>+14.9%</b>
12-Month Med*	\$190,000	\$151,000	+25.8%

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

## Historical Median Sales Price by Month

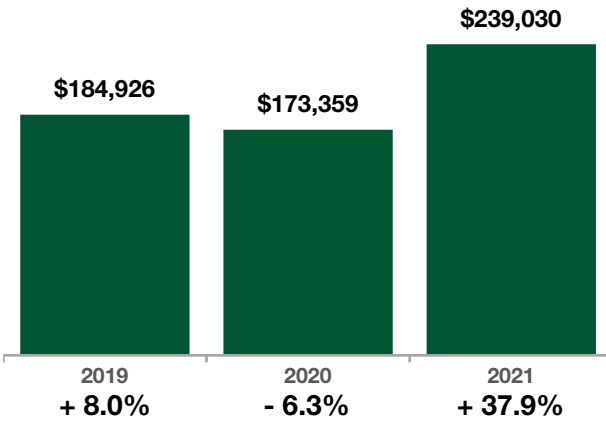


# Average Sales Price

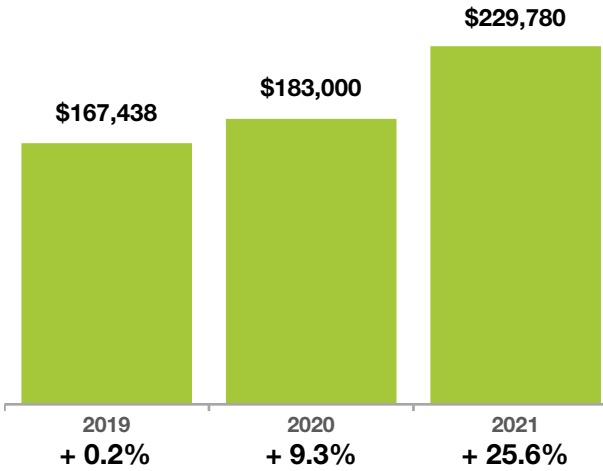
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



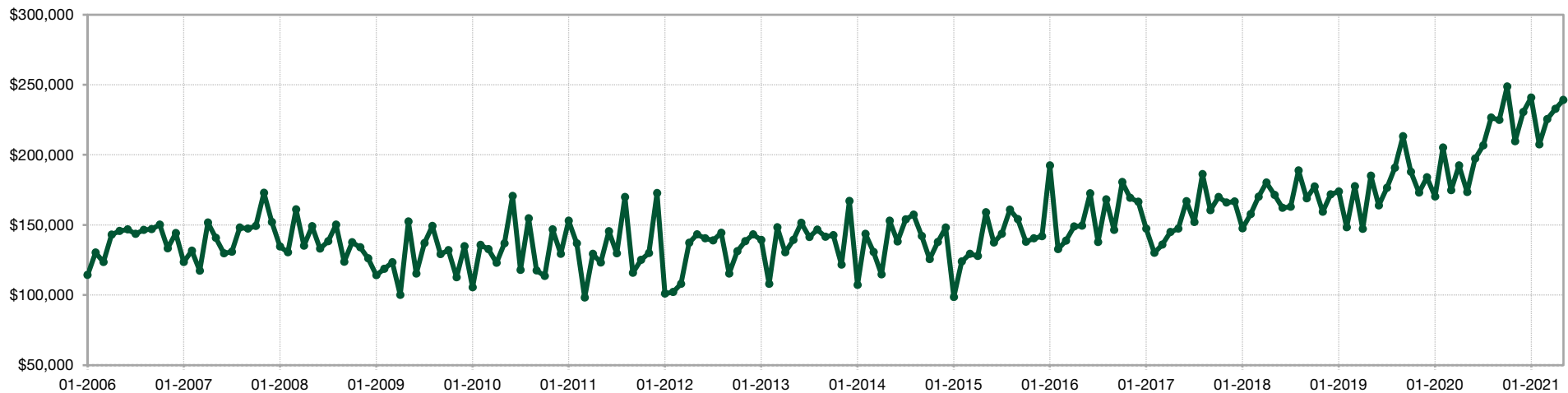
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$225,351	\$174,746	+29.0%
April 2021	\$232,583	\$192,400	+20.9%
<b>May 2021</b>	<b>\$239,030</b>	<b>\$173,359</b>	<b>+37.9%</b>
12-Month Avg*	\$224,063	\$183,690	+22.0%

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

## Historical Average Sales Price by Month



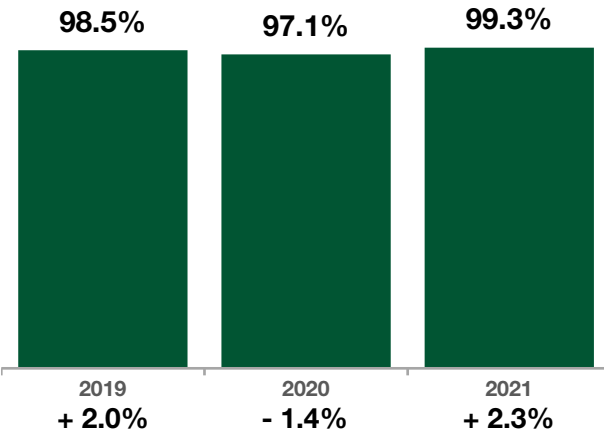


# Percent of List Price Received

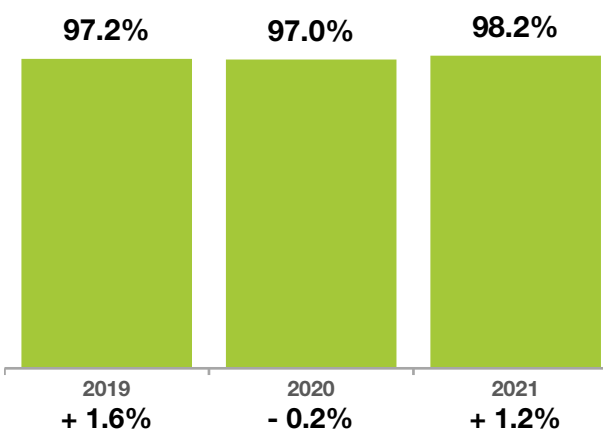
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



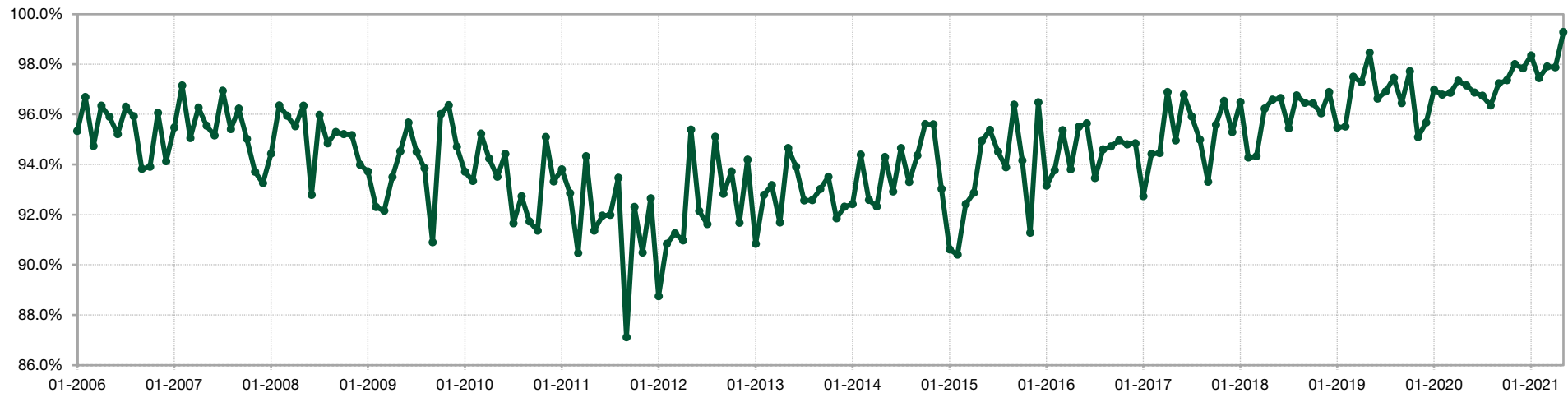
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
April 2021	97.9%	97.3%	+0.6%
<b>May 2021</b>	<b>99.3%</b>	<b>97.1%</b>	<b>+2.3%</b>
12-Month Avg*	97.5%	96.8%	+0.7%

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

## Historical Percent of List Price Received by Month

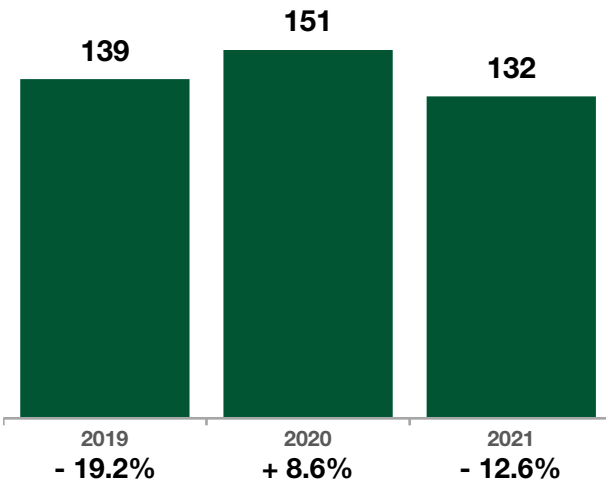


# Housing Affordability Index

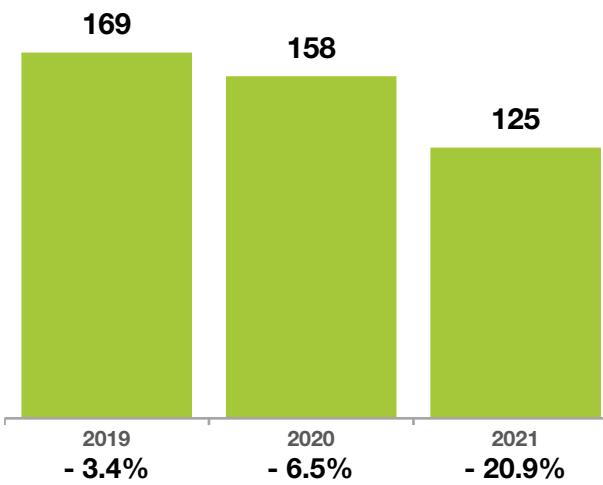
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## May

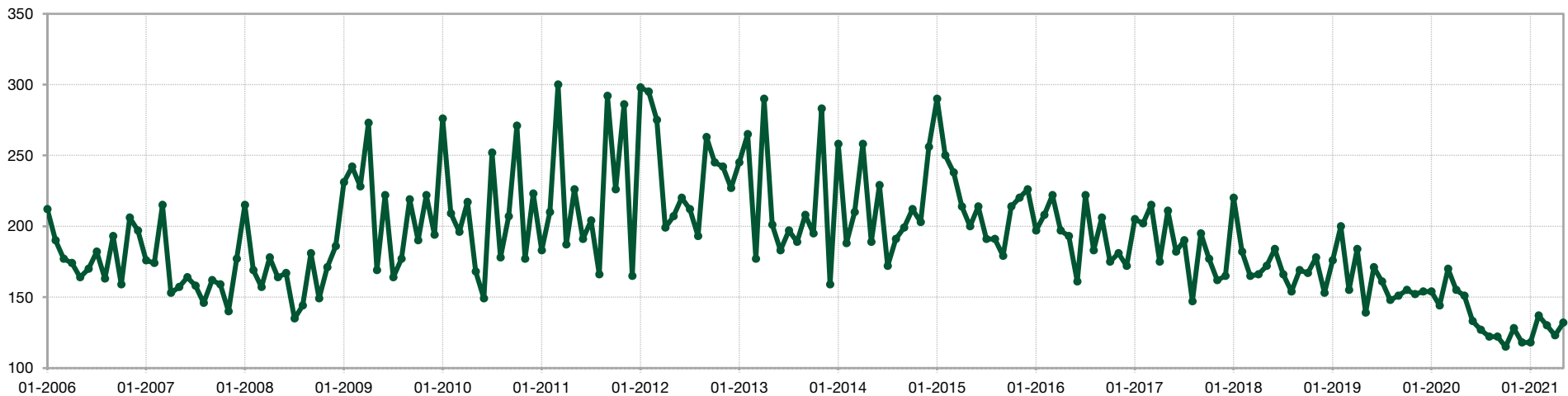


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	130	170	-23.5%
April 2021	123	155	-20.6%
<b>May 2021</b>	<b>132</b>	<b>151</b>	<b>-12.6%</b>
12-Month Avg	125	156	-19.3%

## Historical Housing Affordability Index by Month

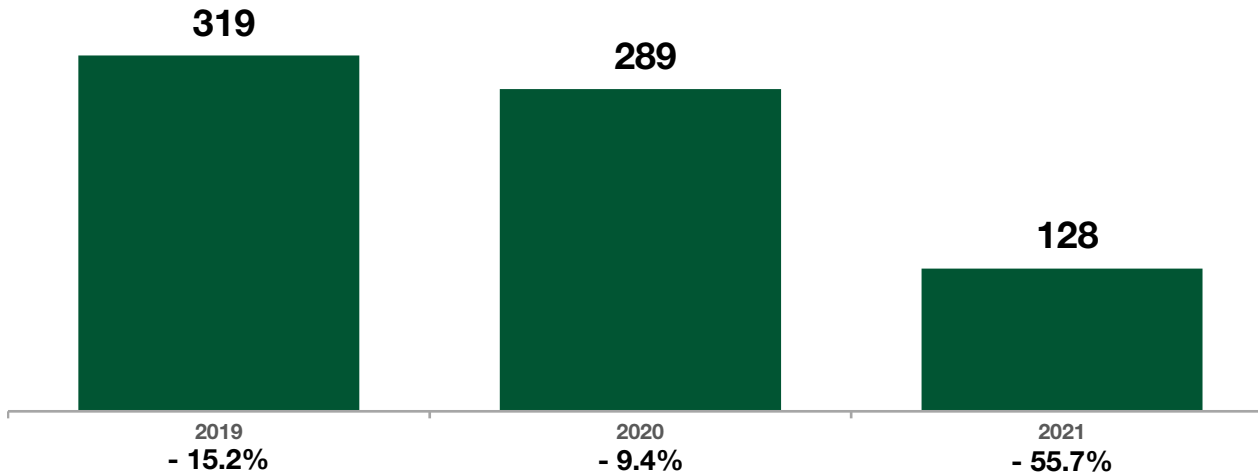


# Inventory of Homes for Sale

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



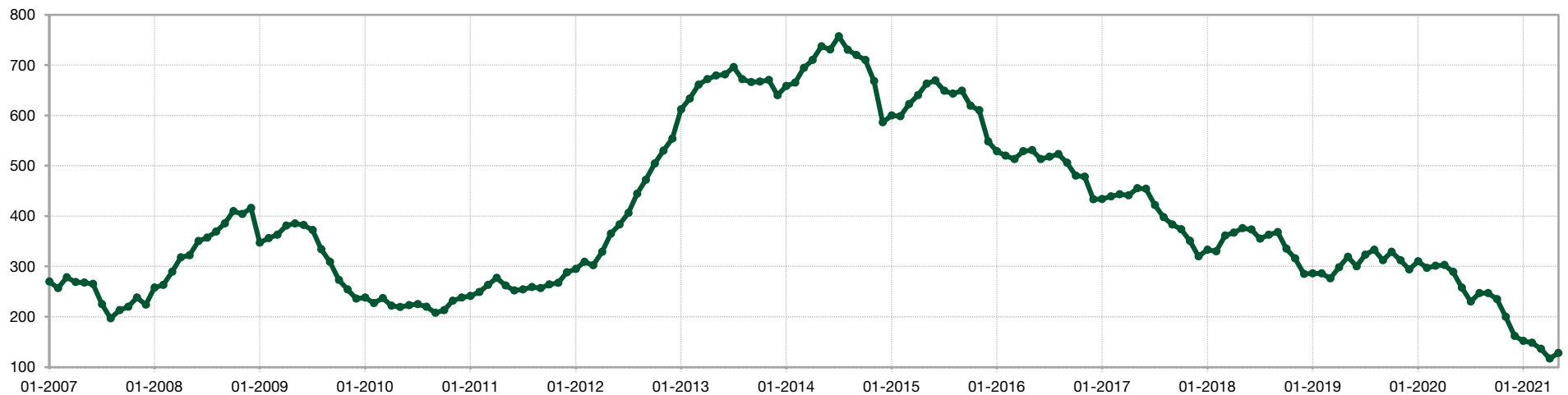
## May



	Homes for Sale	Prior Year	Percent Change
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	152	310	-51.0%
February 2021	148	297	-50.2%
March 2021	136	301	-54.8%
April 2021	117	303	-61.4%
<b>May 2021</b>	<b>128</b>	<b>289</b>	<b>-55.7%</b>
12-Month Avg*	188	296	-36.5%

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

## Historical Inventory of Homes for Sale by Month

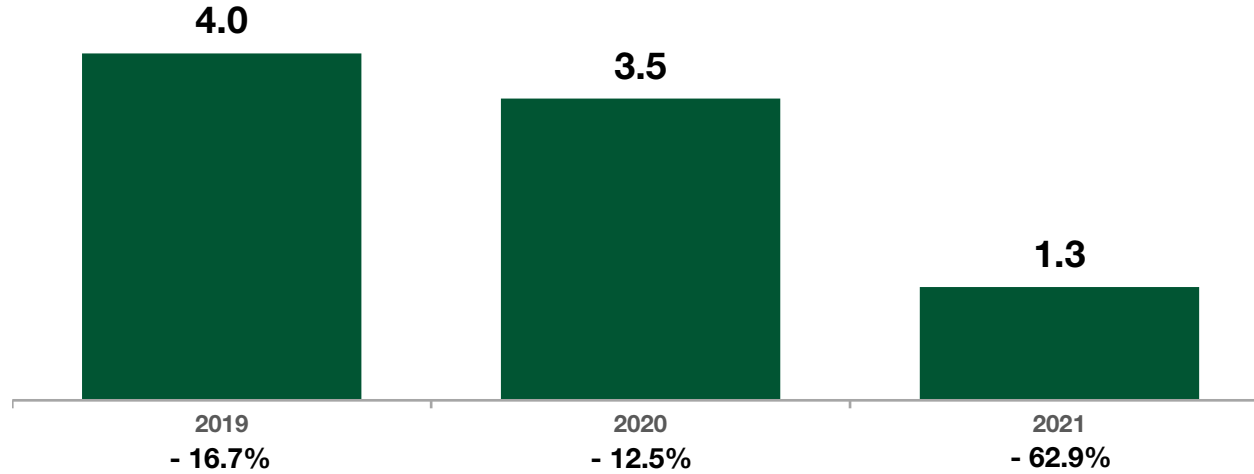


# Months Supply of Inventory

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.



## May



Months Supply		Prior Year	Percent Change
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	2.6	4.1	-36.6%
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	1.6	3.5	-54.3%
March 2021	1.4	3.6	-61.1%
April 2021	1.2	3.7	-67.6%
<b>May 2021</b>	<b>1.3</b>	<b>3.5</b>	<b>-62.9%</b>
12-Month Avg*	2.1	3.8	-44.7%

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

## Historical Months Supply of Inventory by Month

