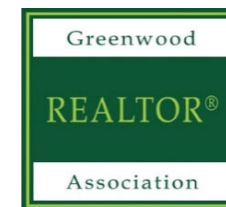


# Monthly Indicators



## July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings were up 20.6 percent to 117. Pending Sales increased 5.5 percent to 115. Inventory shrank 36.4 percent to 147 units.

Prices moved lower as Median Sales Price was down 4.6 percent to \$178,400. Days on Market decreased 34.3 percent to 71 days. Months Supply of Inventory was down 44.4 percent to 1.5 months, indicating that demand increased relative to supply.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

## Quick Facts

**+ 19.6%**

**- 4.6%**

**- 44.4%**

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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Percent of List Price Received	9
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# Market Overview

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



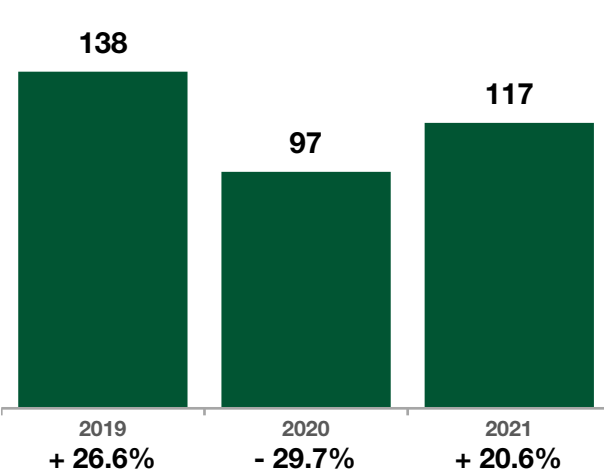
Key Metrics	Historical Sparkbars			07-2020	07-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	07-2019	07-2020	07-2021						
New Listings				97	<b>117</b>	+ 20.6%	758	<b>769</b>	+ 1.5%
Pending Sales				109	<b>115</b>	+ 5.5%	669	<b>701</b>	+ 4.8%
Closed Sales				97	<b>116</b>	+ 19.6%	590	<b>648</b>	+ 9.8%
Days on Market				108	<b>71</b>	- 34.3%	101	<b>86</b>	- 14.9%
Median Sales Price				\$187,000	<b>\$178,400</b>	- 4.6%	\$159,900	<b>\$190,000</b>	+ 18.8%
Average Sales Price				\$206,603	<b>\$232,070</b>	+ 12.3%	\$189,332	<b>\$230,766</b>	+ 21.9%
Pct. of List Price Received				96.7%	<b>98.9%</b>	+ 2.3%	96.9%	<b>98.6%</b>	+ 1.8%
Housing Affordability Index				127	<b>133</b>	+ 4.7%	148	<b>125</b>	- 15.5%
Inventory of Homes for Sale				231	<b>147</b>	- 36.4%	--	<b>--</b>	--
Months Supply of Inventory				2.7	<b>1.5</b>	- 44.4%	--	<b>--</b>	--

# New Listings

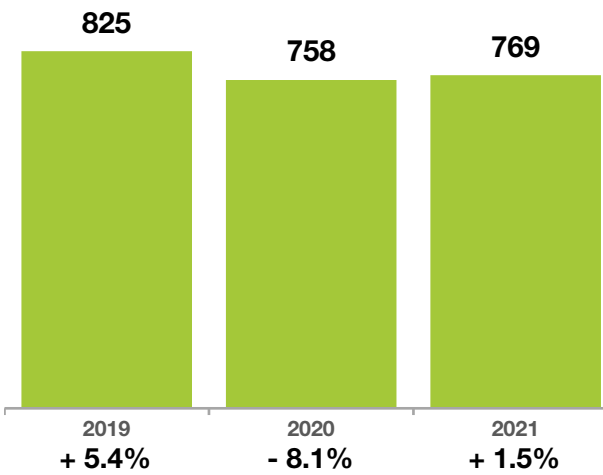
A count of the properties that have been newly listed on the market in a given month.



## July

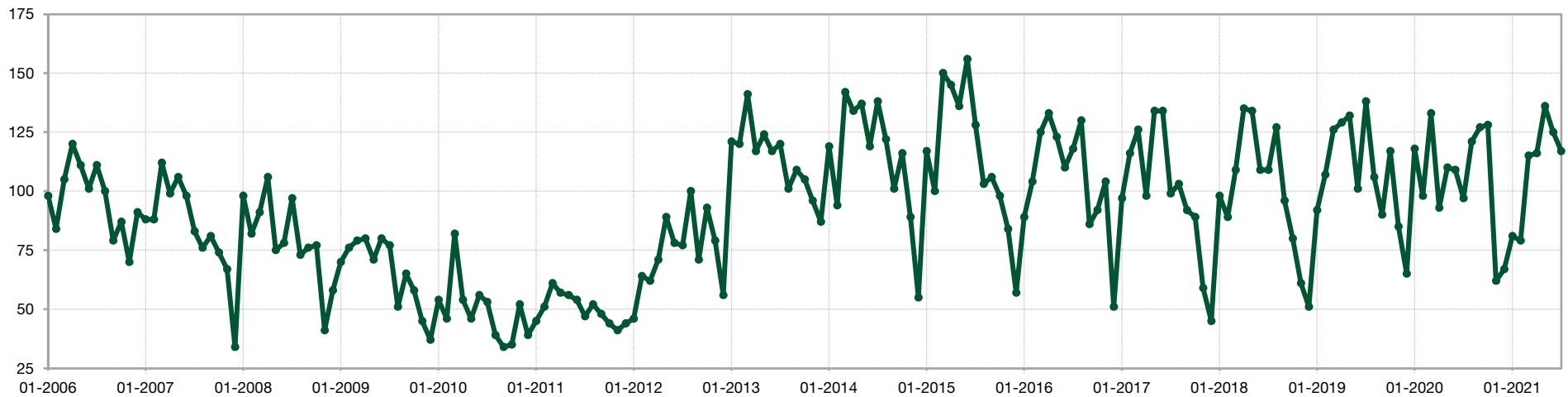


## Year to Date



	New Listings	Prior Year	Percent Change
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	79	98	-19.4%
March 2021	115	133	-13.5%
April 2021	116	93	+24.7%
May 2021	136	110	+23.6%
June 2021	125	109	+14.7%
<b>July 2021</b>	<b>117</b>	<b>97</b>	<b>+20.6%</b>
12-Month Avg	106	102	+4.3%

## Historical New Listings by Month

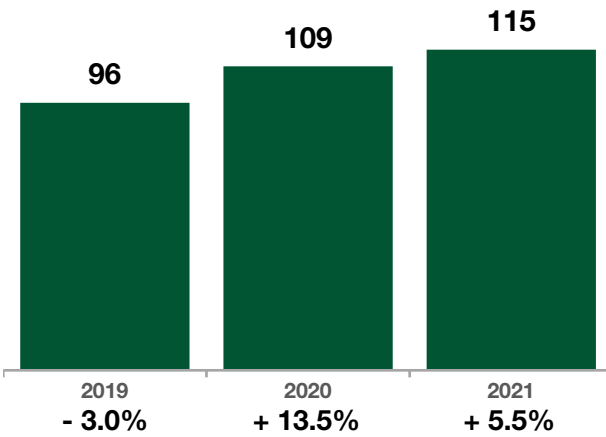


# Pending Sales

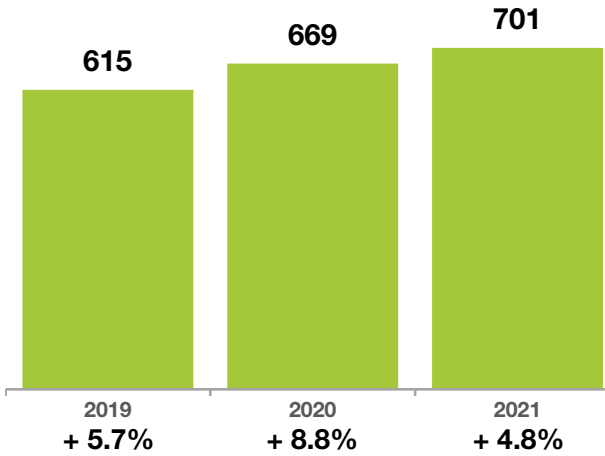
A count of the properties on which offers have been accepted in a given month.



## July

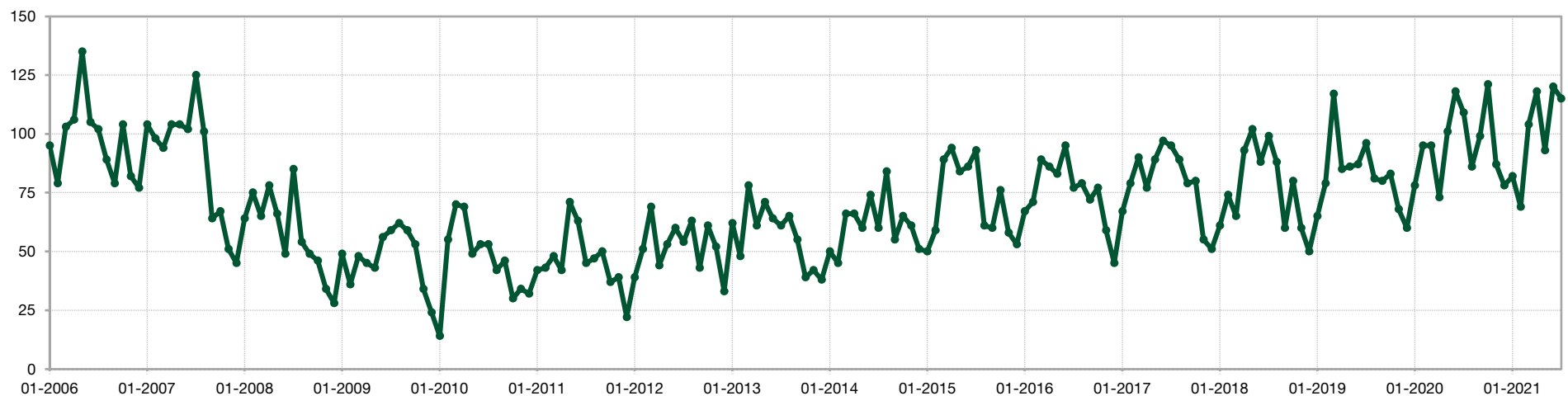


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	104	95	+9.5%
April 2021	118	73	+61.6%
May 2021	93	101	-7.9%
June 2021	120	118	+1.7%
<b>July 2021</b>	<b>115</b>	<b>109</b>	<b>+5.5%</b>
12-Month Avg	98	87	+12.6%

## Historical Pending Sales by Month

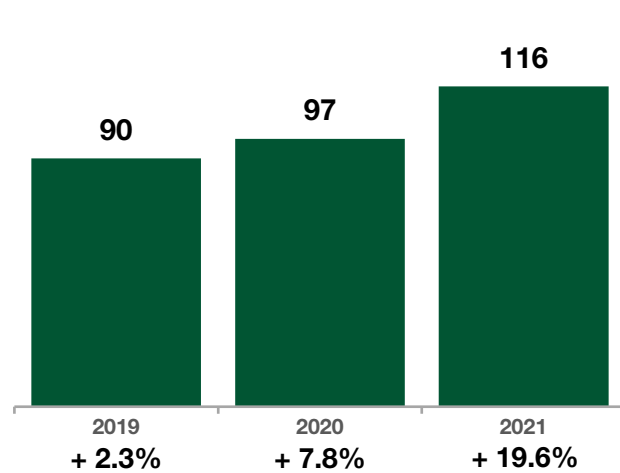


# Closed Sales

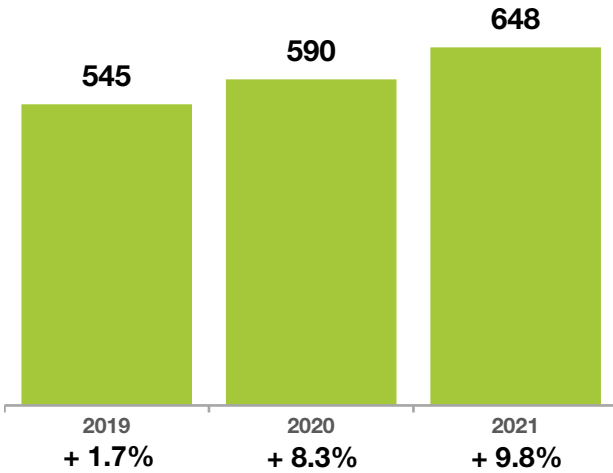
A count of the actual sales that closed in a given month.



## July

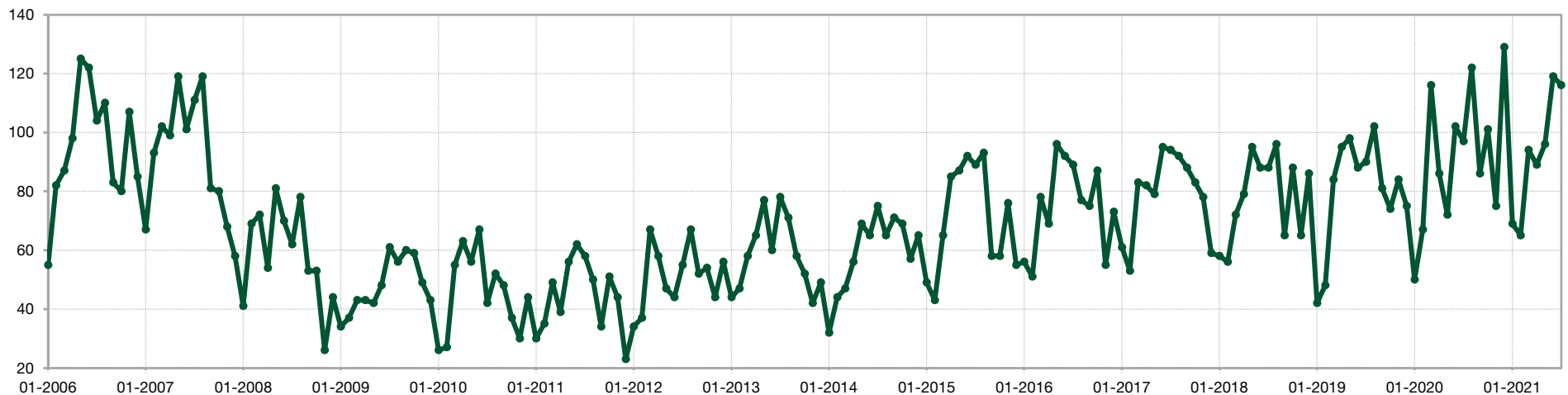


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	94	116	-19.0%
April 2021	89	86	+3.5%
May 2021	96	72	+33.3%
June 2021	119	102	+16.7%
<b>July 2021</b>	<b>116</b>	<b>97</b>	<b>+19.6%</b>
12-Month Avg	97	84	+15.4%

## Historical Closed Sales by Month

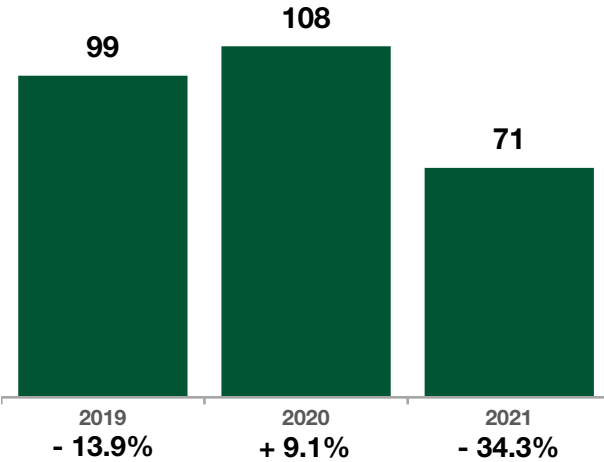


# Days on Market Until Sale

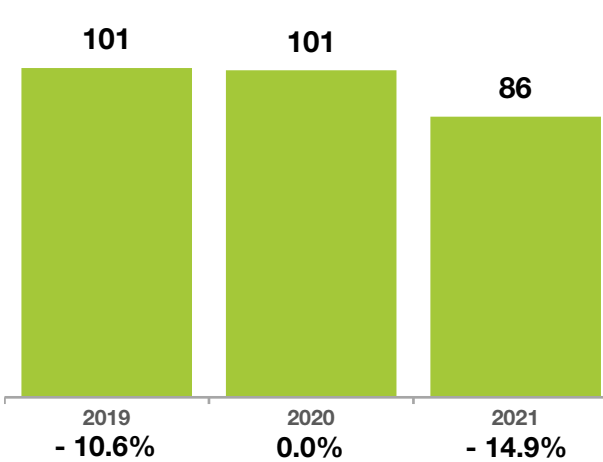
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



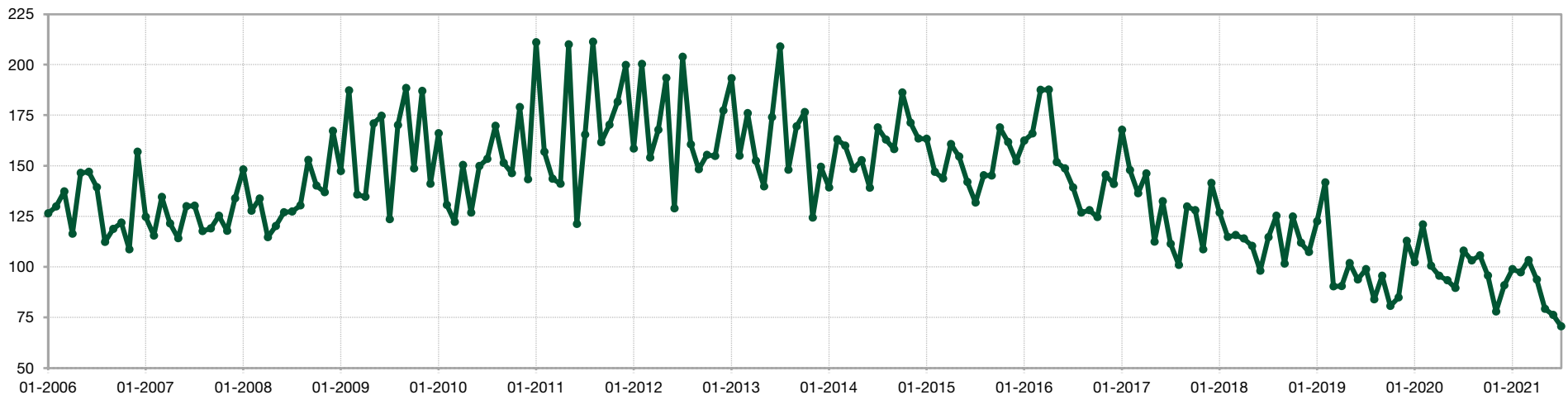
## Year to Date



Days on Market	Prior Year	Percent Change
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	94	96 -2.1%
May 2021	79	93 -15.1%
June 2021	76	89 -14.6%
<b>July 2021</b>	<b>71</b>	<b>108 -34.3%</b>
12-Month Avg*	90	97 -7.2%

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

## Historical Days on Market Until Sale by Month

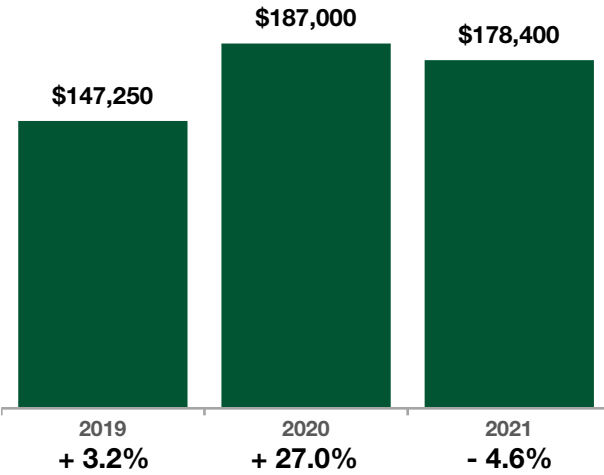


# Median Sales Price

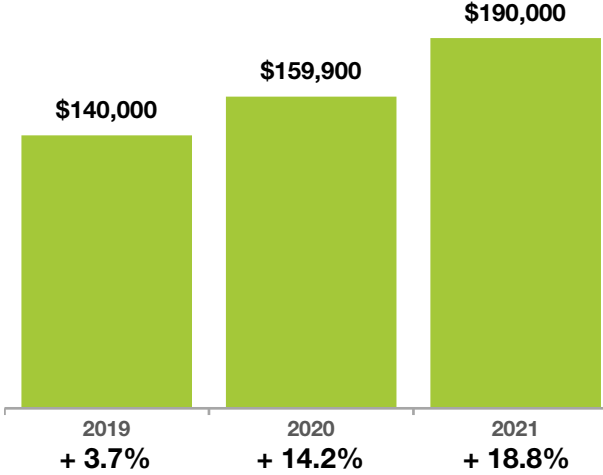
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



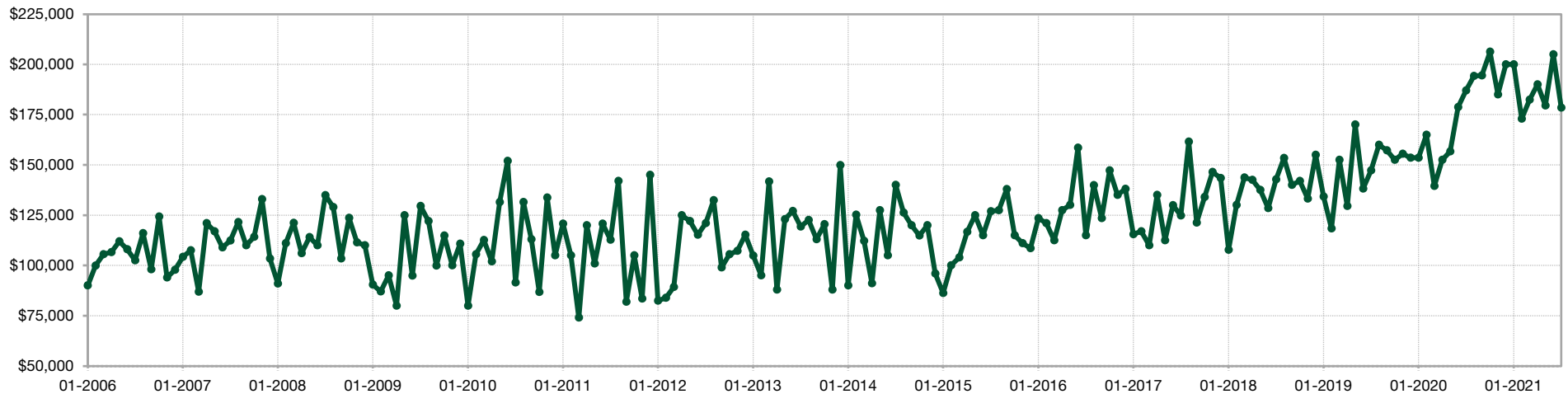
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$190,000	\$152,450	+24.6%
May 2021	\$179,500	\$156,700	+14.6%
June 2021	\$205,000	\$178,750	+14.7%
<b>July 2021</b>	<b>\$178,400</b>	<b>\$187,000</b>	<b>-4.6%</b>
12-Month Med*	\$190,560	\$157,100	+21.3%

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

## Historical Median Sales Price by Month

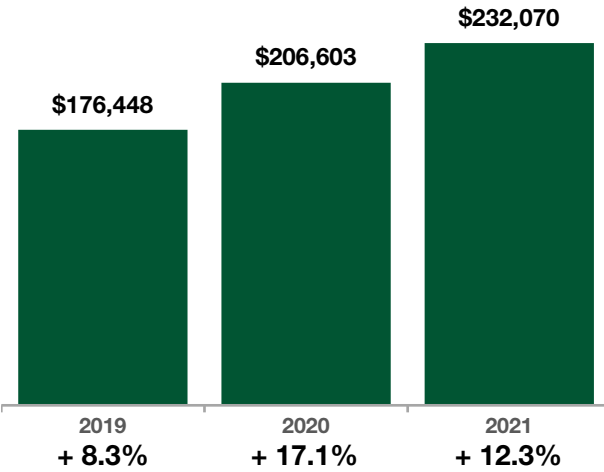


# Average Sales Price

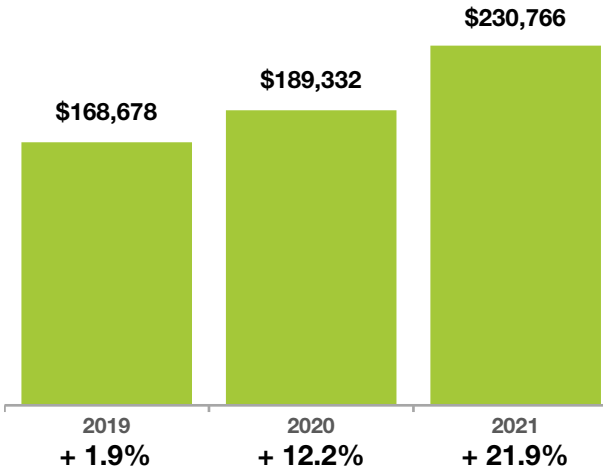
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



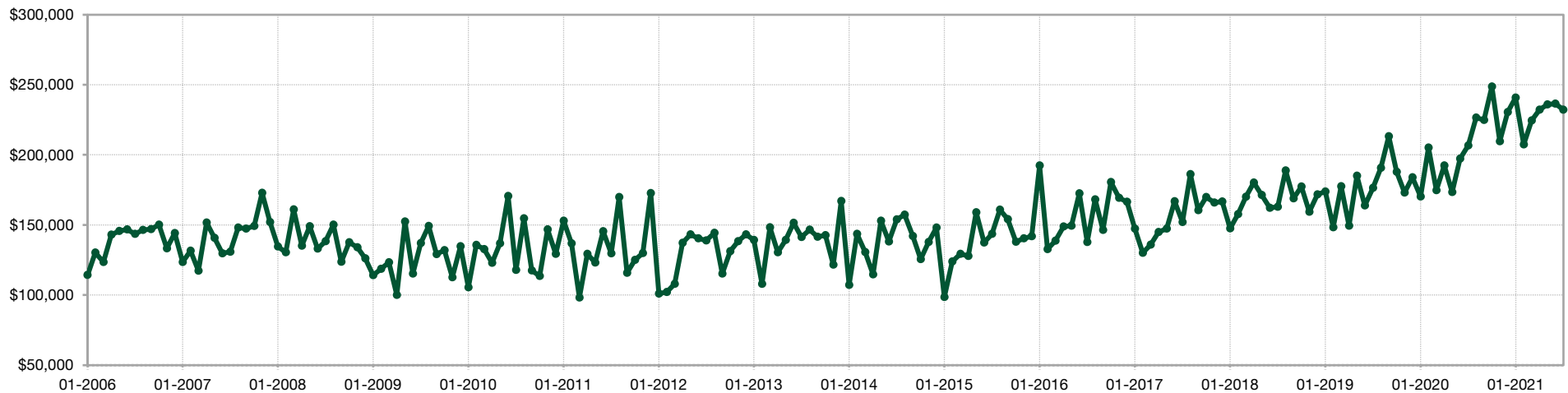
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$224,446	\$174,746	+28.4%
April 2021	\$232,025	\$192,400	+20.6%
May 2021	\$235,788	\$173,359	+36.0%
June 2021	\$236,494	\$197,118	+20.0%
<b>July 2021</b>	<b>\$232,070</b>	<b>\$206,603</b>	<b>+12.3%</b>
12-Month Avg*	\$229,075	\$188,987	+21.2%

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

## Historical Average Sales Price by Month



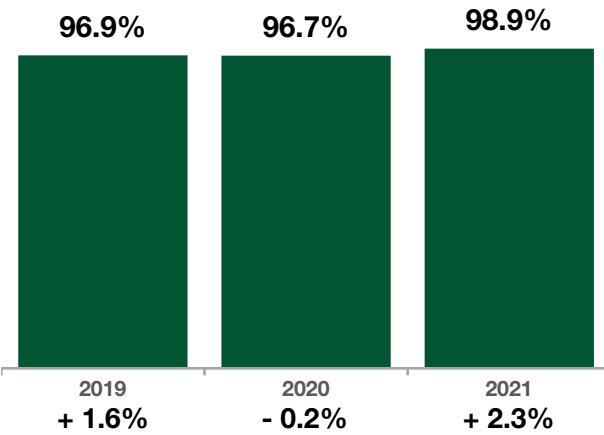


# Percent of List Price Received

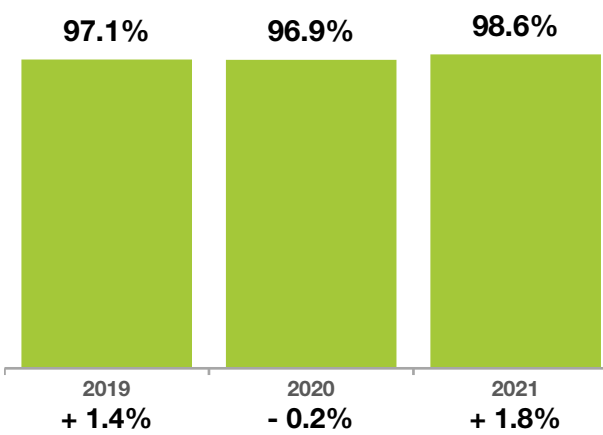
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



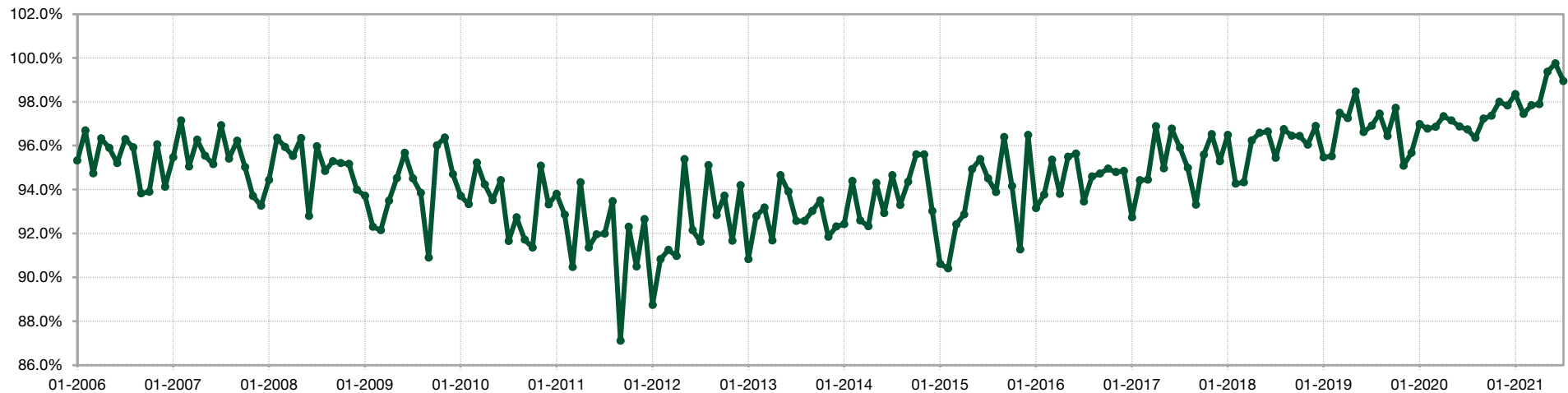
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.8%	96.9%	+0.9%
April 2021	97.9%	97.3%	+0.6%
May 2021	99.4%	97.1%	+2.4%
June 2021	99.7%	96.9%	+2.9%
<b>July 2021</b>	<b>98.9%</b>	<b>96.7%</b>	<b>+2.3%</b>
12-Month Avg*	98.0%	96.8%	+1.2%

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

## Historical Percent of List Price Received by Month



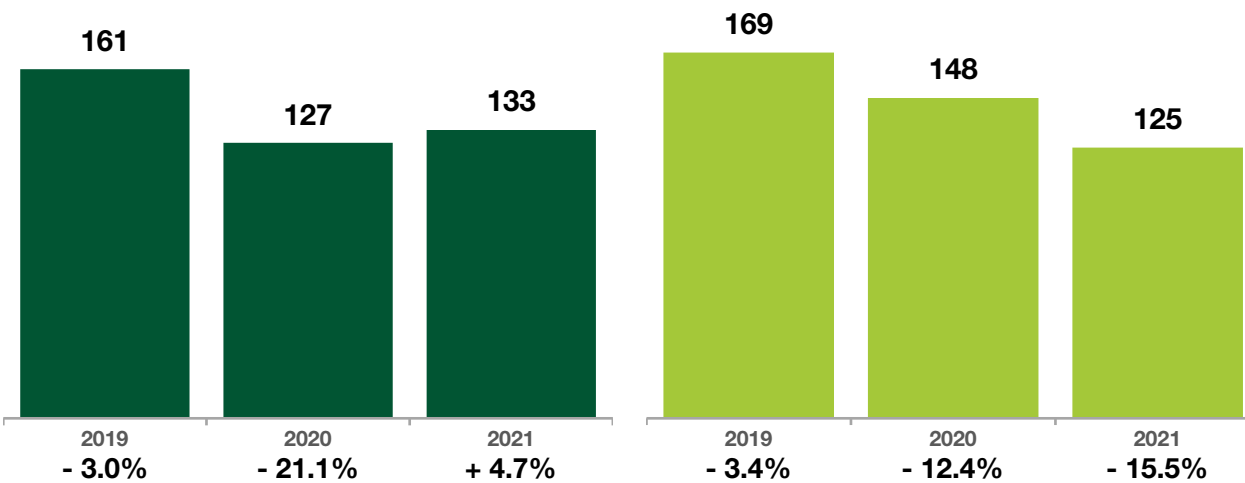
# Housing Affordability Index



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.

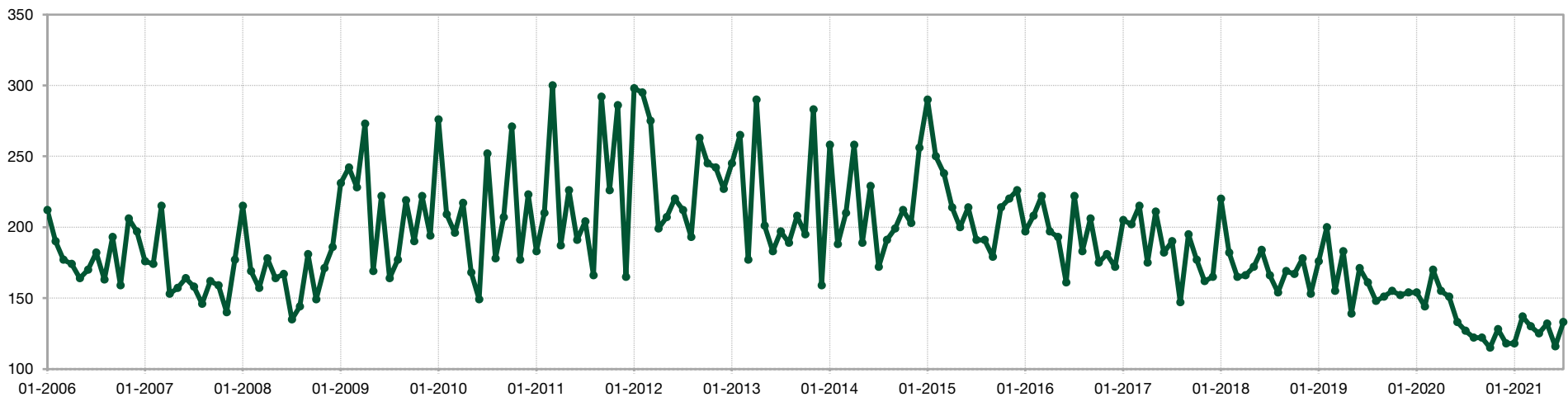
## July

## Year to Date



	Affordability Index	Prior Year	Percent Change
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	125	155	-19.4%
May 2021	132	151	-12.6%
June 2021	116	133	-12.8%
<b>July 2021</b>	<b>133</b>	<b>127</b>	<b>+4.7%</b>
12-Month Avg	125	150	-16.6%

## Historical Housing Affordability Index by Month

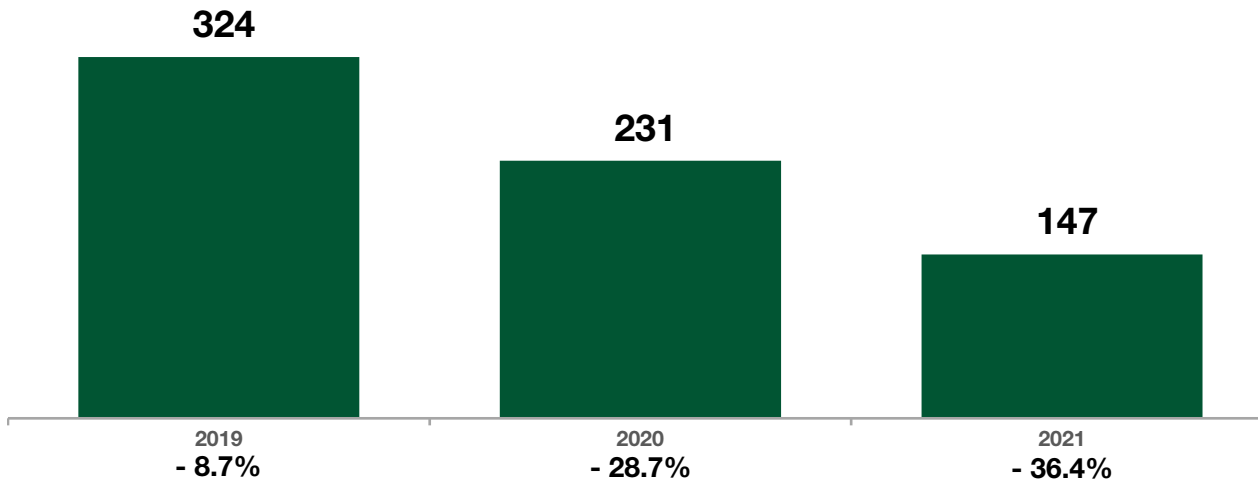


# Inventory of Homes for Sale

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



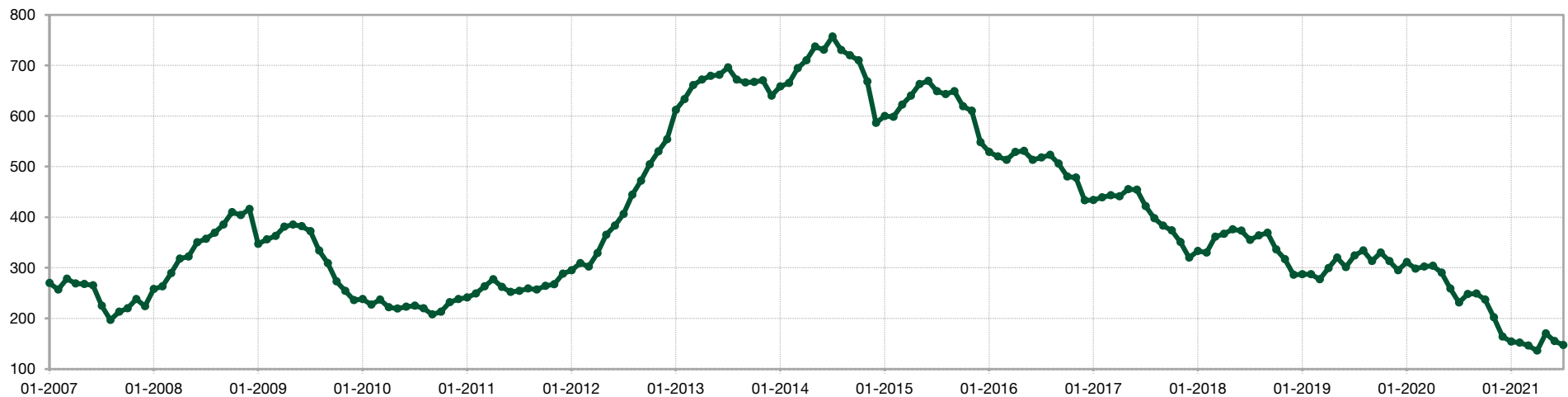
## July



Homes for Sale	Prior Year	Percent Change	
August 2020	334	-25.7%	
September 2020	313	-20.4%	
October 2020	330	-28.2%	
November 2020	313	-35.5%	
December 2020	295	-44.4%	
January 2021	311	-50.5%	
February 2021	298	-49.0%	
March 2021	302	-51.7%	
April 2021	304	-55.3%	
May 2021	290	-41.4%	
June 2021	259	-40.2%	
<b>July 2021</b>	<b>231</b>	<b>-36.4%</b>	
12-Month Avg*	180	245	-26.5%

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

## Historical Inventory of Homes for Sale by Month

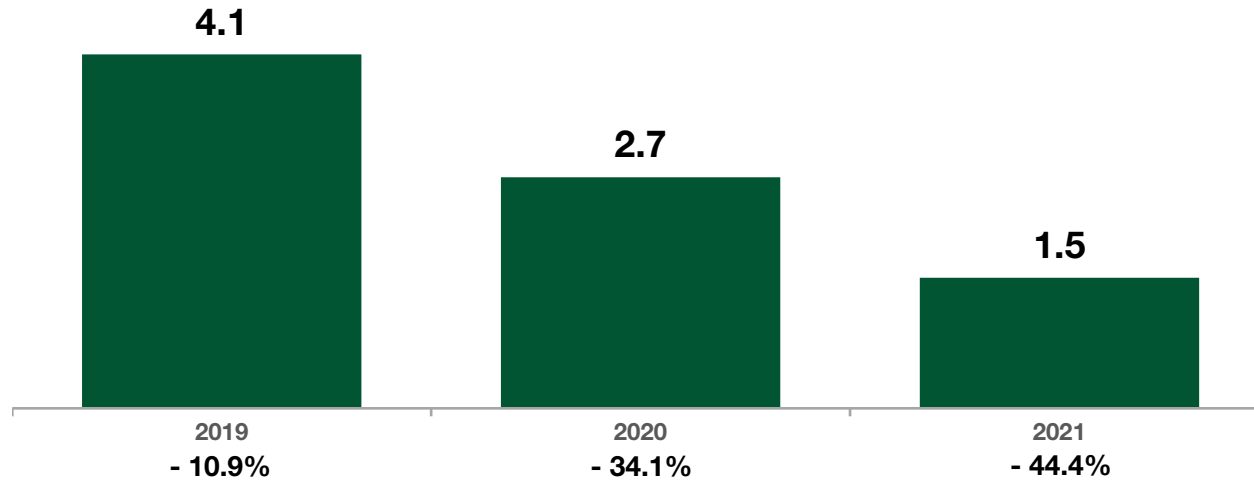


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
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	2.2	3.8	-42.1%
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	1.6	3.6	-55.6%
April 2021	1.4	3.7	-62.2%
May 2021	1.8	3.5	-48.6%
June 2021	1.6	3.0	-46.7%
<b>July 2021</b>	<b>1.5</b>	<b>2.7</b>	<b>-44.4%</b>
12-Month Avg*	1.9	3.6	-47.2%

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

## Historical Months Supply of Inventory by Month

