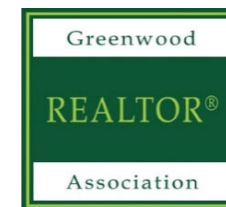


Monthly Indicators



August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings were up 25.6 percent to 152. Pending Sales increased 29.1 percent to 111. Inventory shrank 26.2 percent to 183 units.

Prices moved higher as Median Sales Price was up 3.2 percent to \$200,500. Days on Market decreased 27.2 percent to 75 days. Months Supply of Inventory was down 35.7 percent to 1.8 months, indicating that demand increased relative to supply.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

Quick Facts

- 21.3% **+ 3.2%** **- 35.7%**

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.



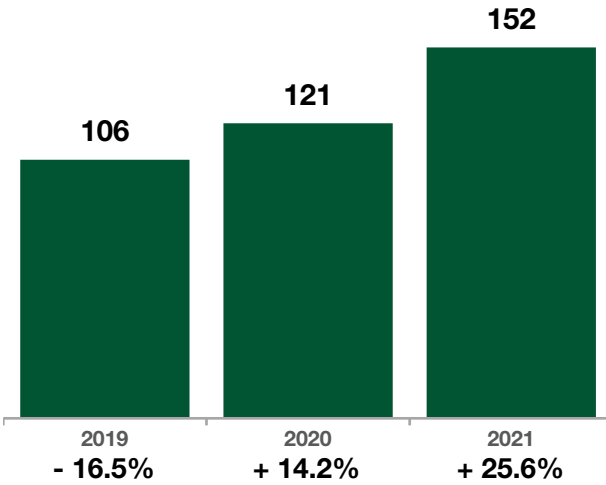
Key Metrics	Historical Sparkbars			08-2020	08-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	08-2019	08-2020	08-2021						
New Listings				121	152	+ 25.6%	879	935	+ 6.4%
Pending Sales				86	111	+ 29.1%	755	812	+ 7.5%
Closed Sales				122	96	- 21.3%	712	752	+ 5.6%
Days on Market				103	75	- 27.2%	101	85	- 15.8%
Median Sales Price				\$194,200	\$200,500	+ 3.2%	\$164,900	\$190,000	+ 15.2%
Average Sales Price				\$226,522	\$240,065	+ 6.0%	\$195,713	\$232,256	+ 18.7%
Pct. of List Price Received				96.4%	97.8%	+ 1.5%	96.8%	98.5%	+ 1.8%
Housing Affordability Index				122	118	- 3.3%	144	125	- 13.2%
Inventory of Homes for Sale				248	183	- 26.2%	--	--	--
Months Supply of Inventory				2.8	1.8	- 35.7%	--	--	--

New Listings

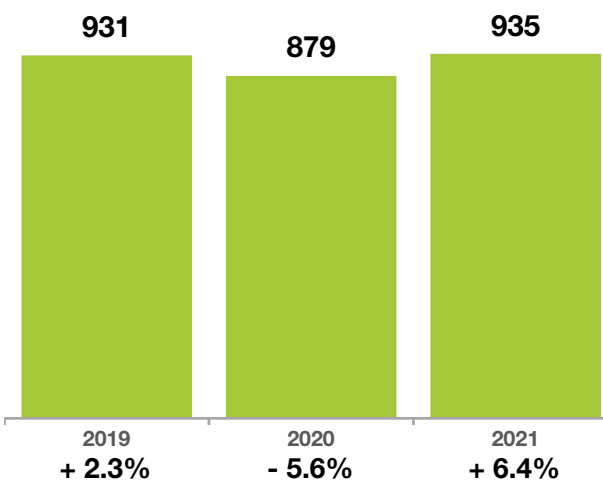
A count of the properties that have been newly listed on the market in a given month.



August

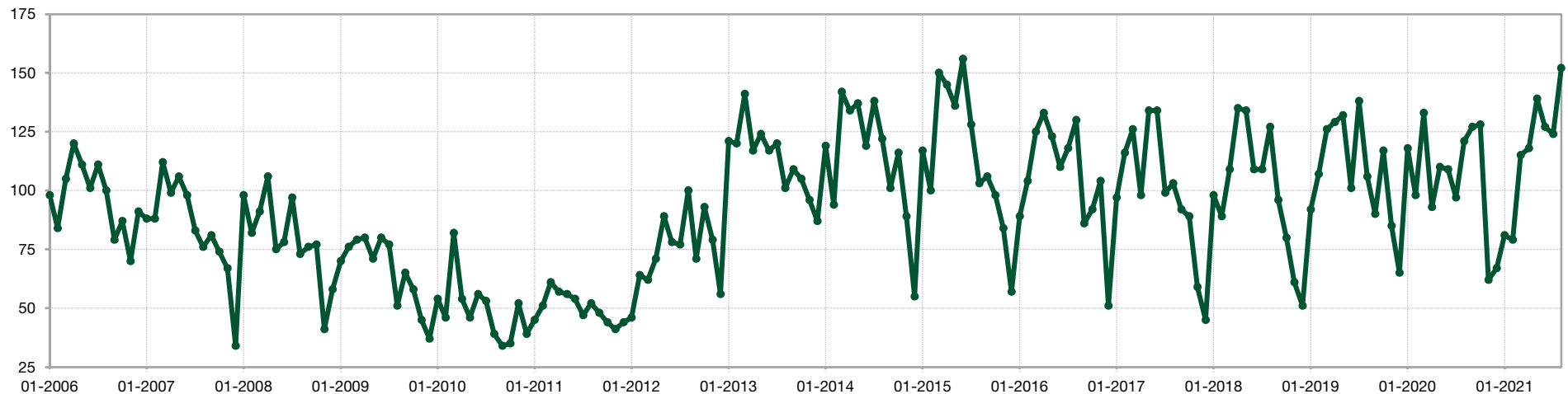


Year to Date



	New Listings	Prior Year	Percent Change
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	118	93	+26.9%
May 2021	139	110	+26.4%
June 2021	127	109	+16.5%
July 2021	124	97	+27.8%
August 2021	152	121	+25.6%
12-Month Avg	110	103	+6.7%

Historical New Listings by Month

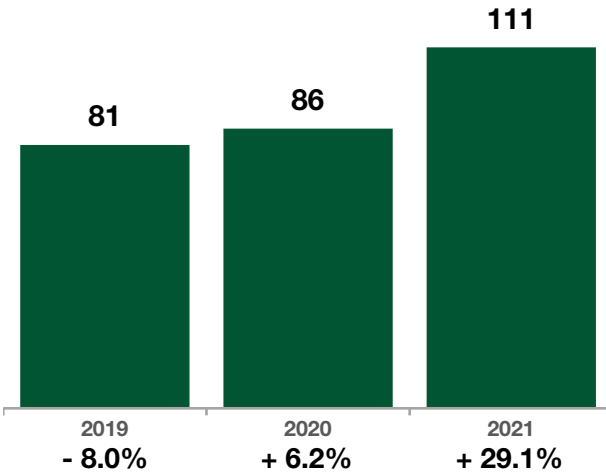


Pending Sales

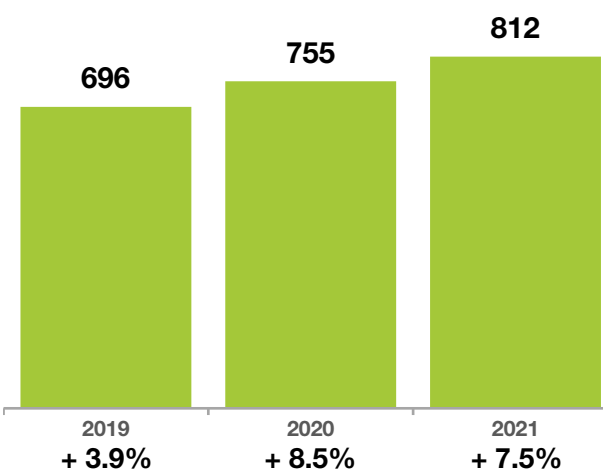
A count of the properties on which offers have been accepted in a given month.



August

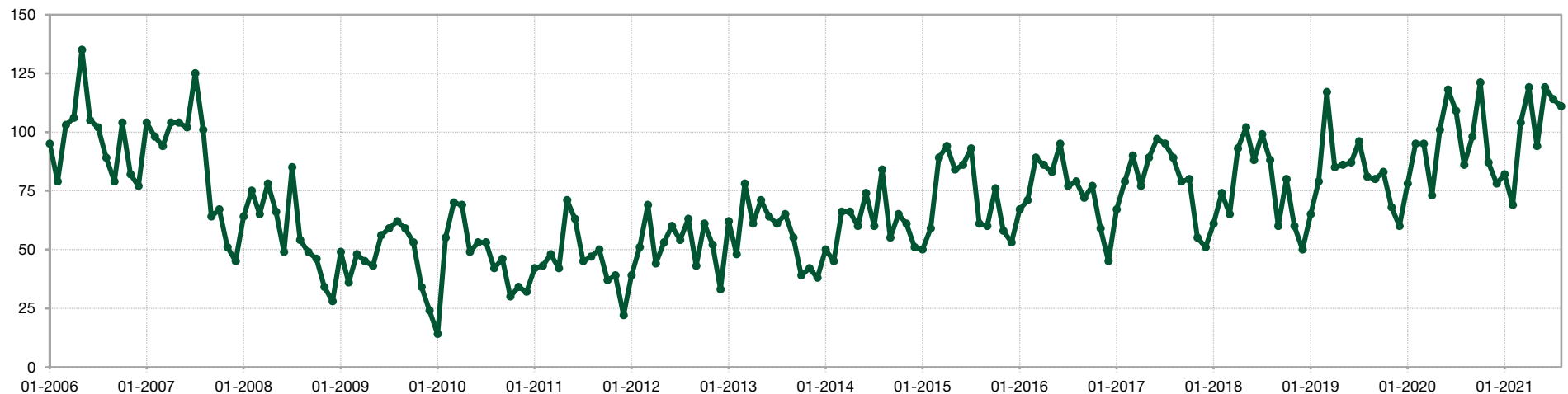


Year to Date



	Pending Sales	Prior Year	Percent Change
September 2020	98	80	+22.5%
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	119	73	+63.0%
May 2021	94	101	-6.9%
June 2021	119	118	+0.8%
July 2021	114	109	+4.6%
August 2021	111	86	+29.1%
12-Month Avg	100	87	+14.3%

Historical Pending Sales by Month

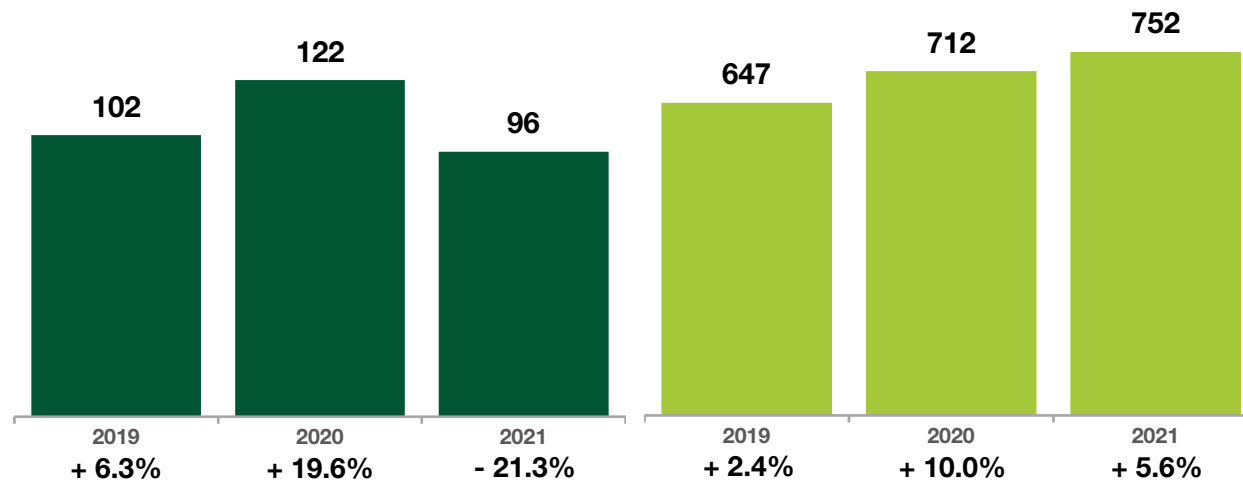


Closed Sales

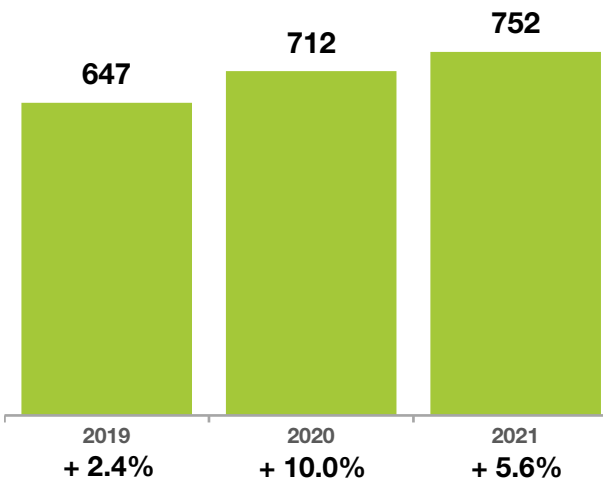
A count of the actual sales that closed in a given month.



August

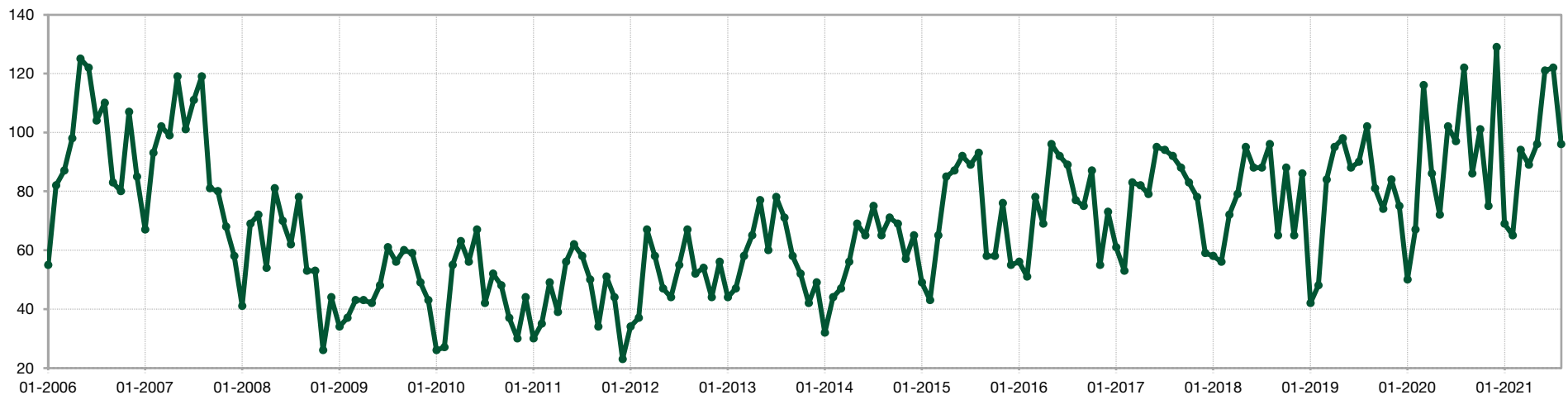


Year to Date



Closed Sales	Prior Year	Percent Change
September 2020	86	+6.2%
October 2020	101	+36.5%
November 2020	75	-10.7%
December 2020	129	+72.0%
January 2021	69	+38.0%
February 2021	65	-3.0%
March 2021	94	-19.0%
April 2021	89	+3.5%
May 2021	96	+33.3%
June 2021	121	+18.6%
July 2021	122	+25.8%
August 2021	96	-21.3%
12-Month Avg	95	+11.4%

Historical Closed Sales by Month

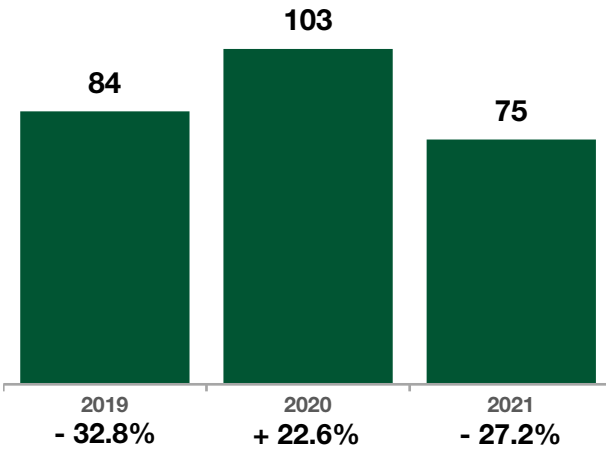


Days on Market Until Sale

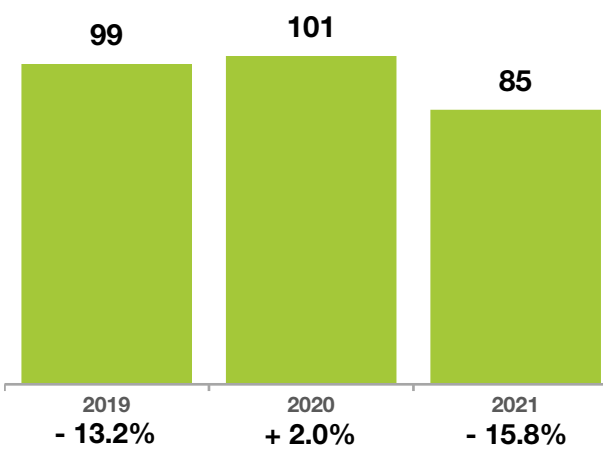
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



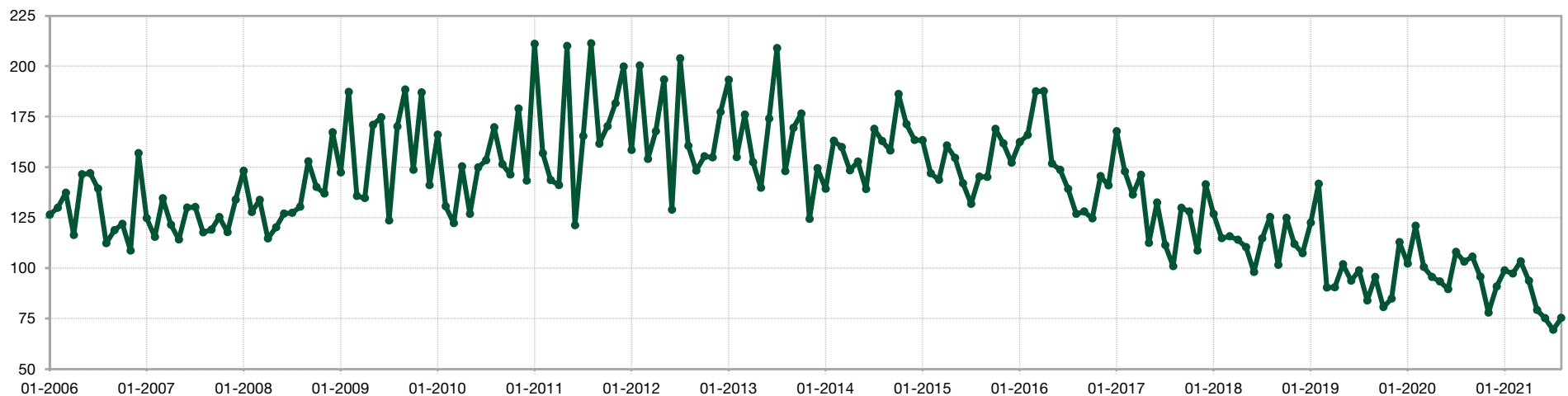
Year to Date



Days on Market	Prior Year	Percent Change
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	75	89 -15.7%
July 2021	69	108 -36.1%
August 2021	75	103 -27.2%
12-Month Avg*	87	99 -12.1%

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

Historical Days on Market Until Sale by Month

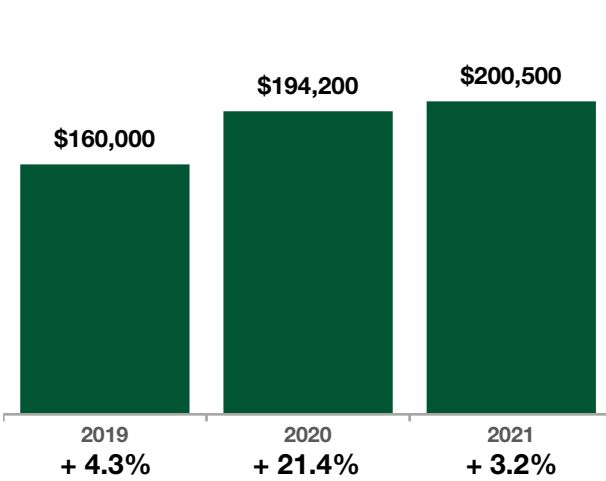


Median Sales Price

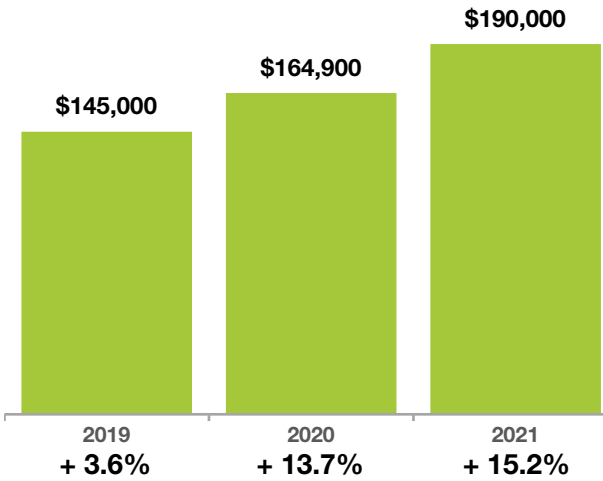
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



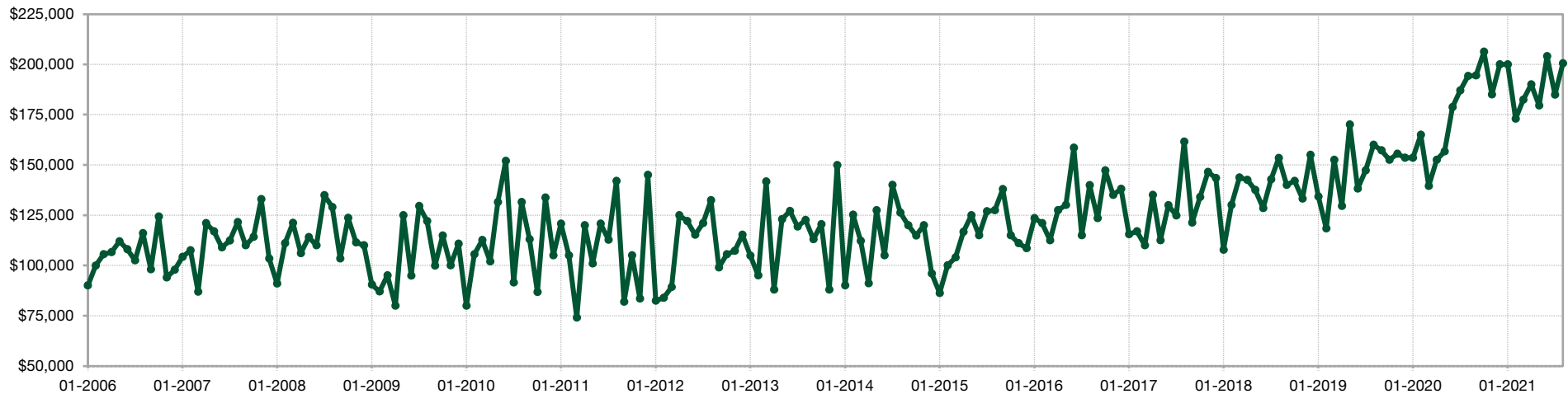
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$204,000	\$178,750	+14.1%
July 2021	\$184,900	\$187,000	-1.1%
August 2021	\$200,500	\$194,200	+3.2%
12-Month Med*	\$191,500	\$161,000	+18.9%

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

Historical Median Sales Price by Month

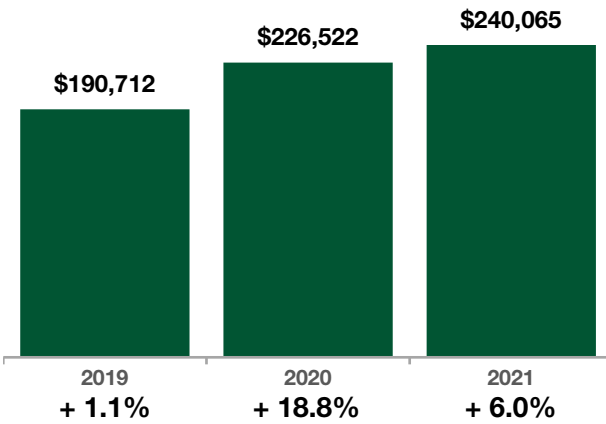


Average Sales Price

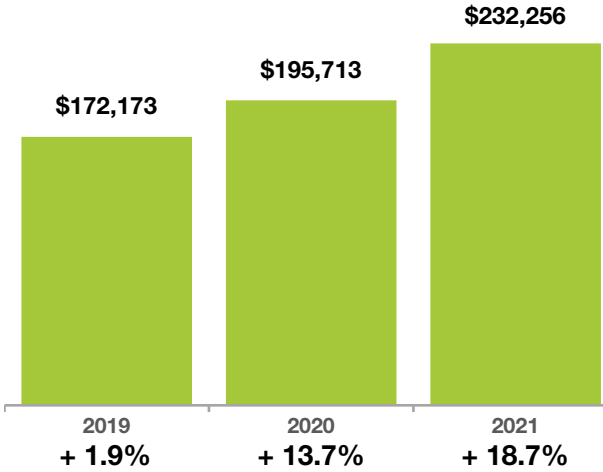
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



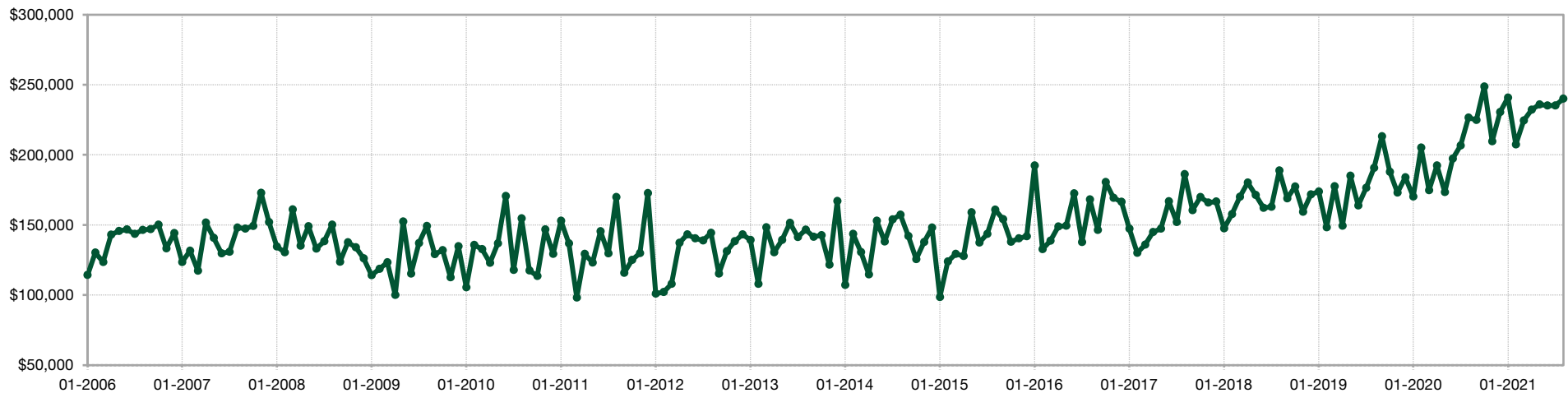
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$235,122	\$197,118	+19.3%
July 2021	\$235,151	\$206,603	+13.8%
August 2021	\$240,065	\$226,522	+6.0%
12-Month Avg*	\$230,346	\$191,971	+20.0%

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

Historical Average Sales Price by Month

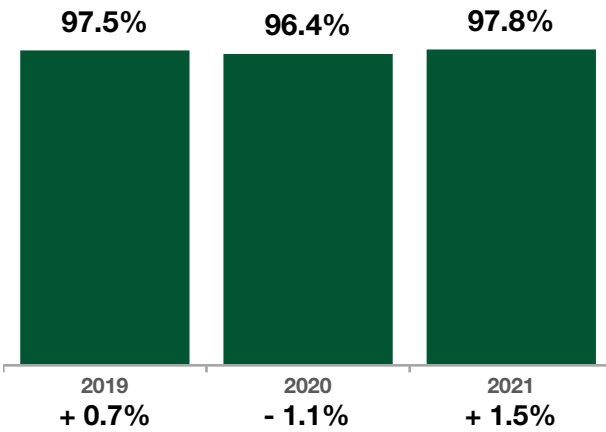


Percent of List Price Received

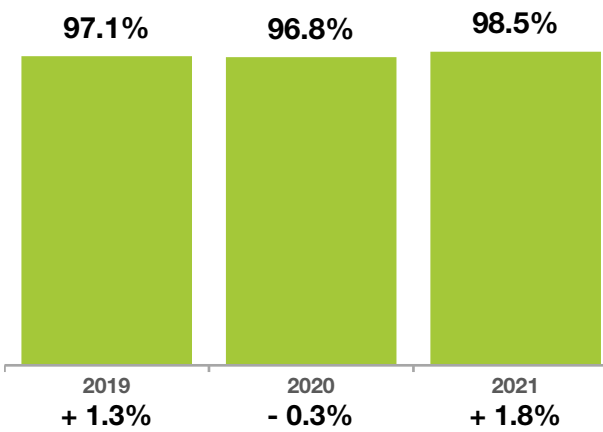
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



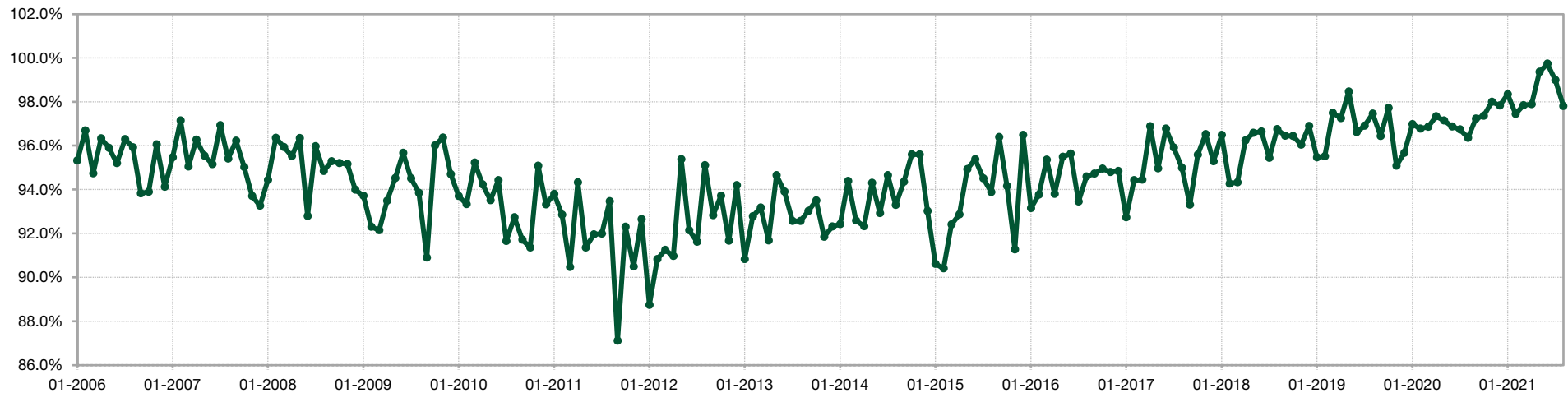
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
July 2021	99.0%	96.7%	+2.4%
August 2021	97.8%	96.4%	+1.5%
12-Month Avg*	98.2%	96.6%	+1.7%

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

Historical Percent of List Price Received by Month

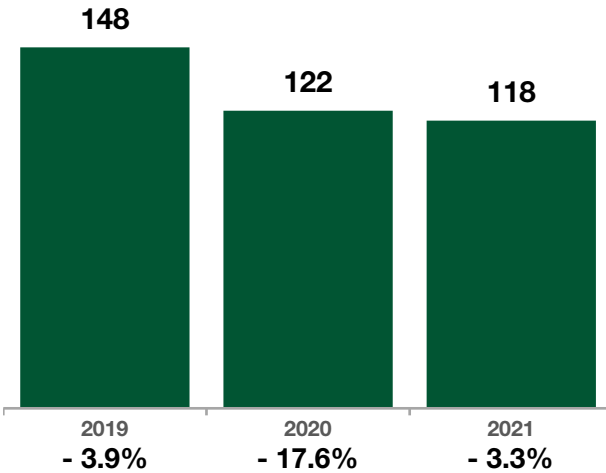


Housing Affordability Index

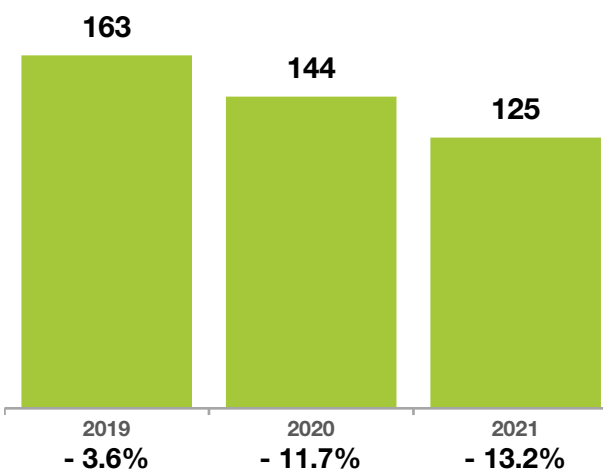
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

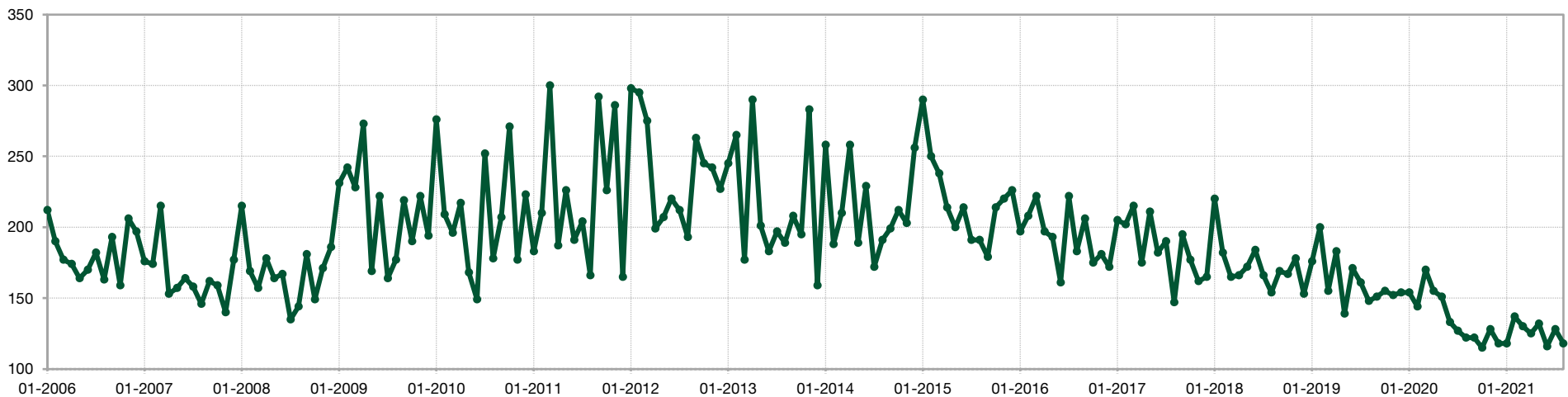


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2021	128	127	+0.8%
August 2021	118	122	-3.3%
12-Month Avg	124	147	-15.9%

Historical Housing Affordability Index by Month

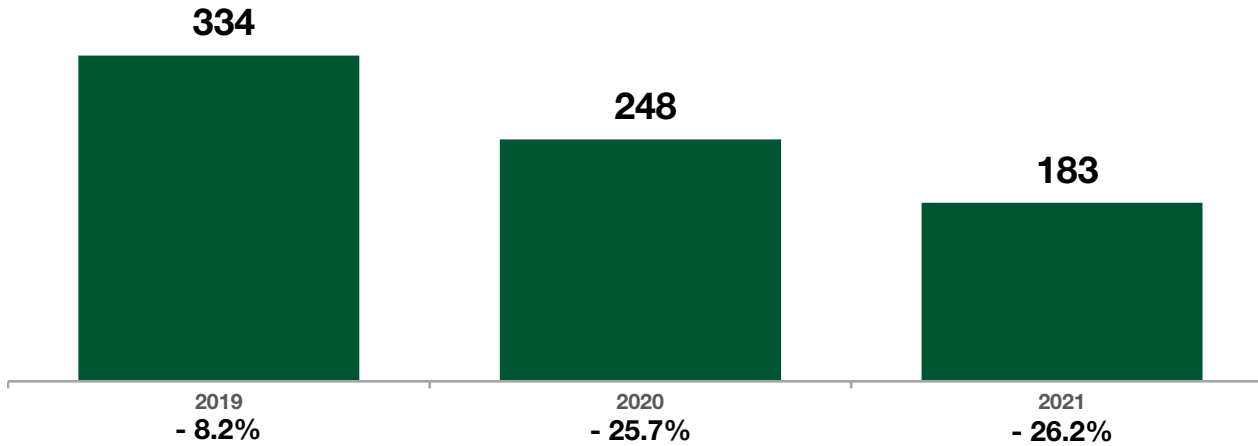


Inventory of Homes for Sale

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



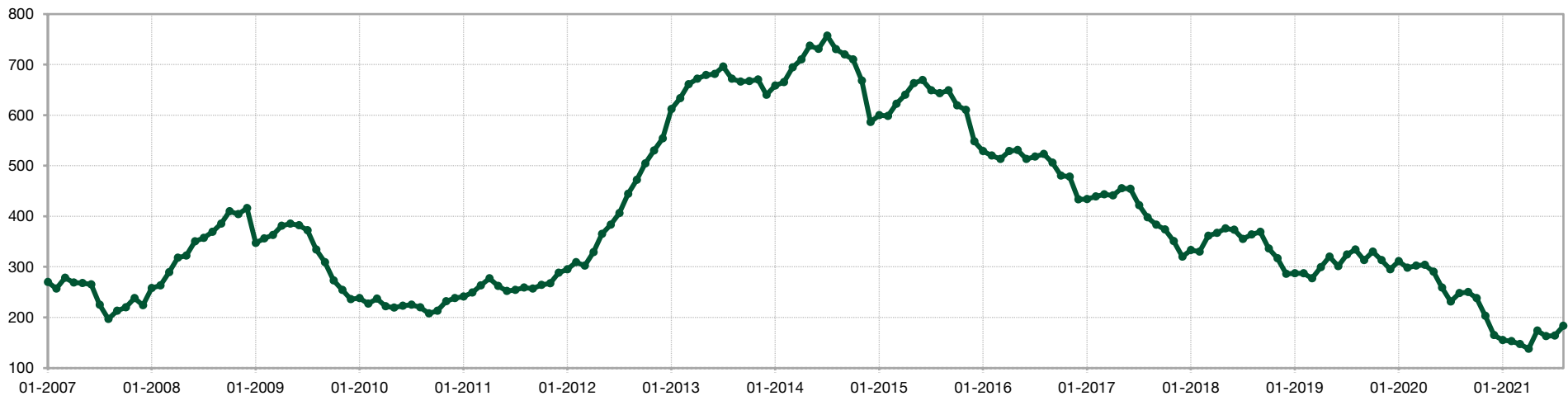
August



	Homes for Sale	Prior Year	Percent Change
September 2020	250	313	-20.1%
October 2020	238	330	-27.9%
November 2020	203	313	-35.1%
December 2020	165	295	-44.1%
January 2021	155	311	-50.2%
February 2021	153	298	-48.7%
March 2021	147	302	-51.3%
April 2021	138	304	-54.6%
May 2021	174	290	-40.0%
June 2021	163	259	-37.1%
July 2021	164	231	-29.0%
August 2021	183	248	-26.2%
12-Month Avg*	178	240	-25.7%

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

Historical Inventory of Homes for Sale by Month

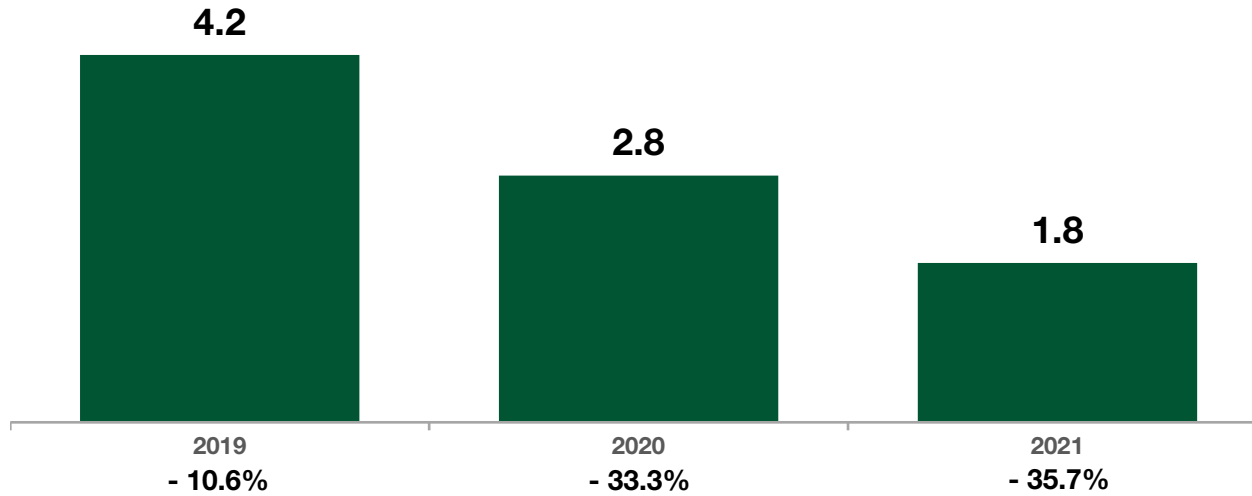


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Percent Change
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	1.7	3.0	-43.3%
July 2021	1.7	2.7	-37.0%
August 2021	1.8	2.8	-35.7%
12-Month Avg*	1.9	3.5	-45.7%

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

Historical Months Supply of Inventory by Month

