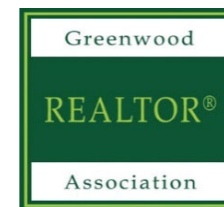


Monthly Indicators



September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings were up 8.7 percent to 138. Pending Sales increased 25.5 percent to 123. Inventory shrank 18.7 percent to 204 units.

Prices moved higher as Median Sales Price was up 15.7 percent to \$225,000. Days on Market decreased 39.6 percent to 64 days. Months Supply of Inventory was down 28.6 percent to 2.0 months, indicating that demand increased relative to supply.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Quick Facts

+ 31.4% **+ 15.7%** **- 28.6%**

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.



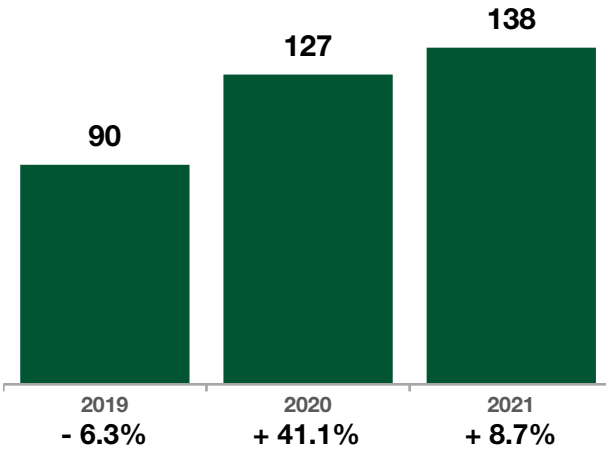
Key Metrics	Historical Sparkbars			09-2020	09-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	09-2019	09-2020	09-2021						
New Listings				127	138	+ 8.7%	1,006	1,097	+ 9.0%
Pending Sales				98	123	+ 25.5%	853	931	+ 9.1%
Closed Sales				86	113	+ 31.4%	798	871	+ 9.1%
Days on Market				106	64	- 39.6%	102	83	- 18.6%
Median Sales Price				\$194,450	\$225,000	+ 15.7%	\$166,900	\$194,500	+ 16.5%
Average Sales Price				\$224,789	\$259,906	+ 15.6%	\$198,851	\$236,565	+ 19.0%
Pct. of List Price Received				97.2%	98.5%	+ 1.3%	96.9%	98.5%	+ 1.7%
Housing Affordability Index				122	105	- 13.9%	142	122	- 14.1%
Inventory of Homes for Sale				251	204	- 18.7%	--	--	--
Months Supply of Inventory				2.8	2.0	- 28.6%	--	--	--

New Listings

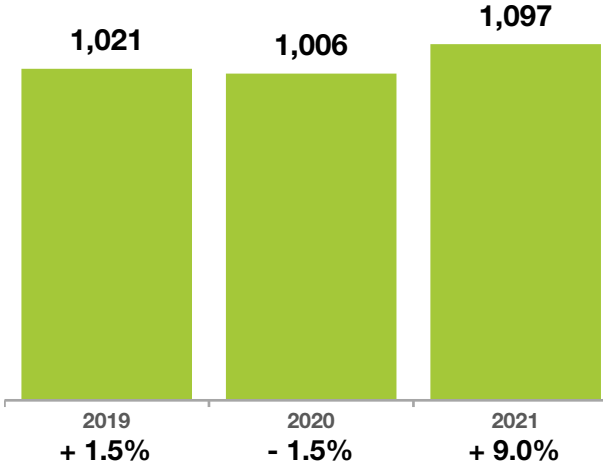
A count of the properties that have been newly listed on the market in a given month.



September

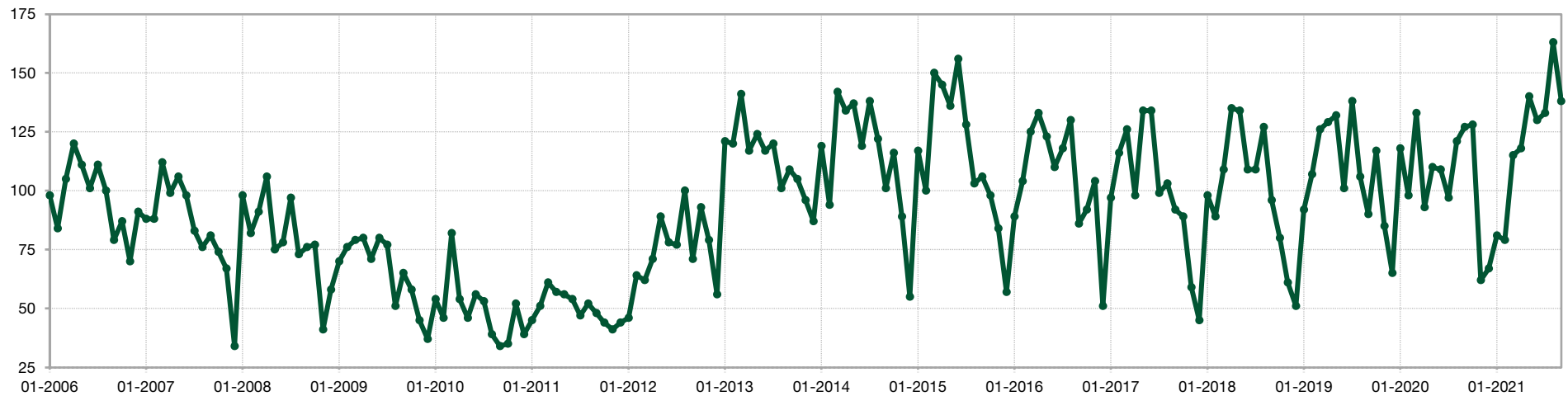


Year to Date



	New Listings	Prior Year	Percent Change
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	140	110	+27.3%
June 2021	130	109	+19.3%
July 2021	133	97	+37.1%
August 2021	163	121	+34.7%
September 2021	138	127	+8.7%
12-Month Avg	113	106	+6.4%

Historical New Listings by Month

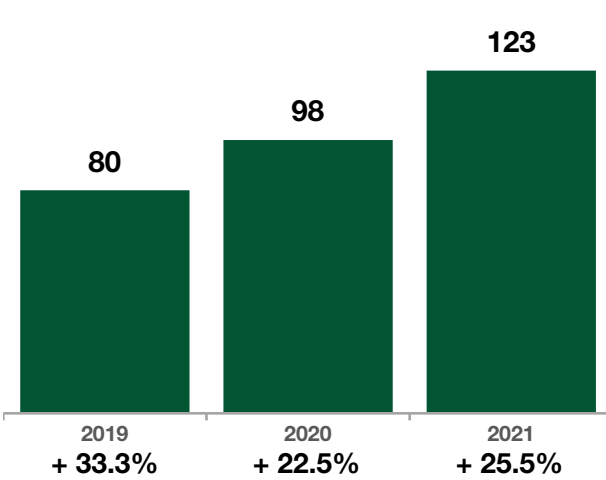


Pending Sales

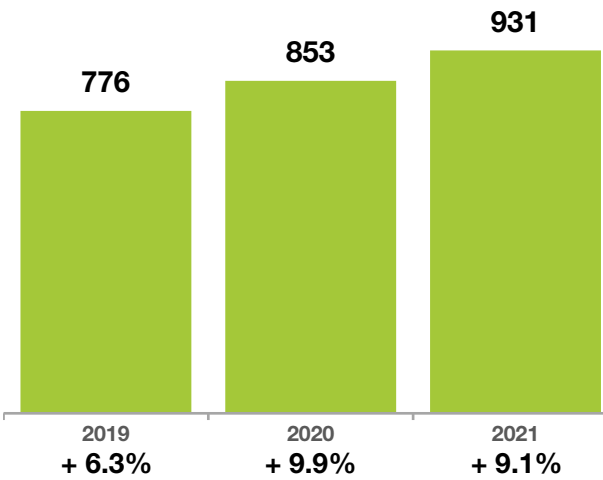
A count of the properties on which offers have been accepted in a given month.



September

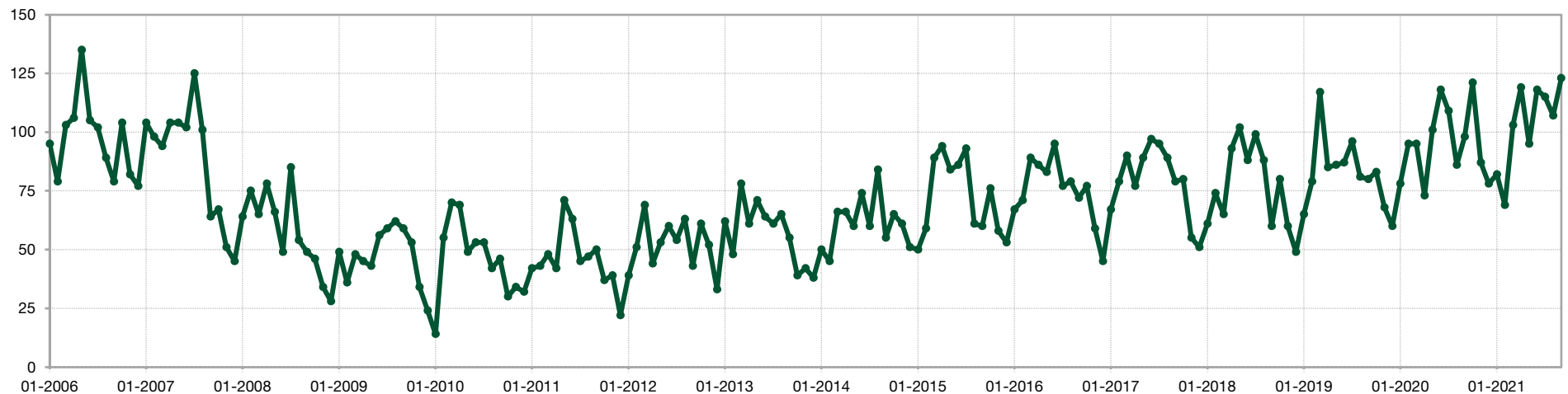


Year to Date



Pending Sales	Prior Year	Percent Change	
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	103	95	+8.4%
April 2021	119	73	+63.0%
May 2021	95	101	-5.9%
June 2021	118	118	0.0%
July 2021	115	109	+5.5%
August 2021	107	86	+24.4%
September 2021	123	98	+25.5%
12-Month Avg	101	89	+14.4%

Historical Pending Sales by Month

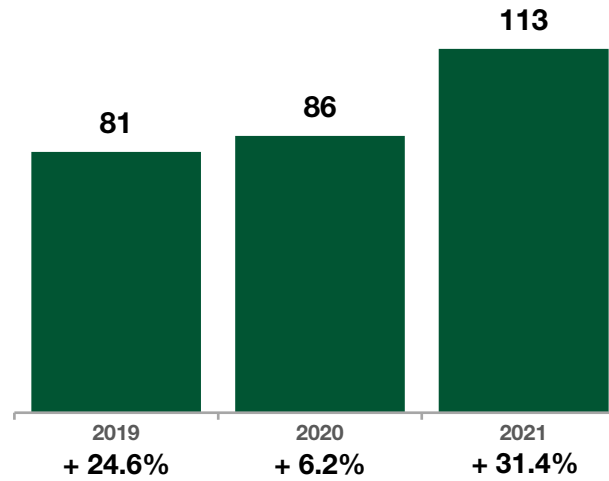


Closed Sales

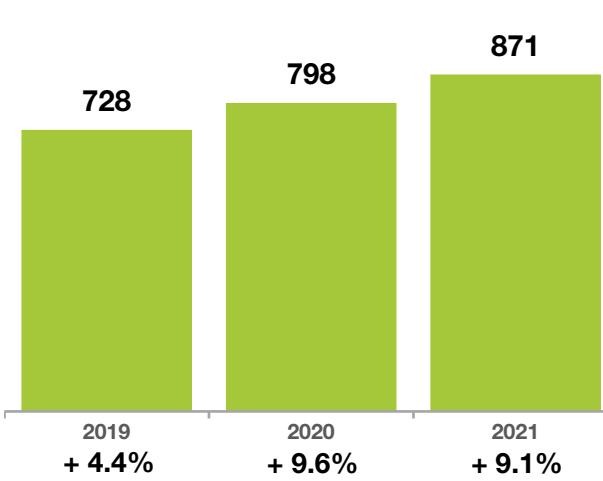
A count of the actual sales that closed in a given month.



September

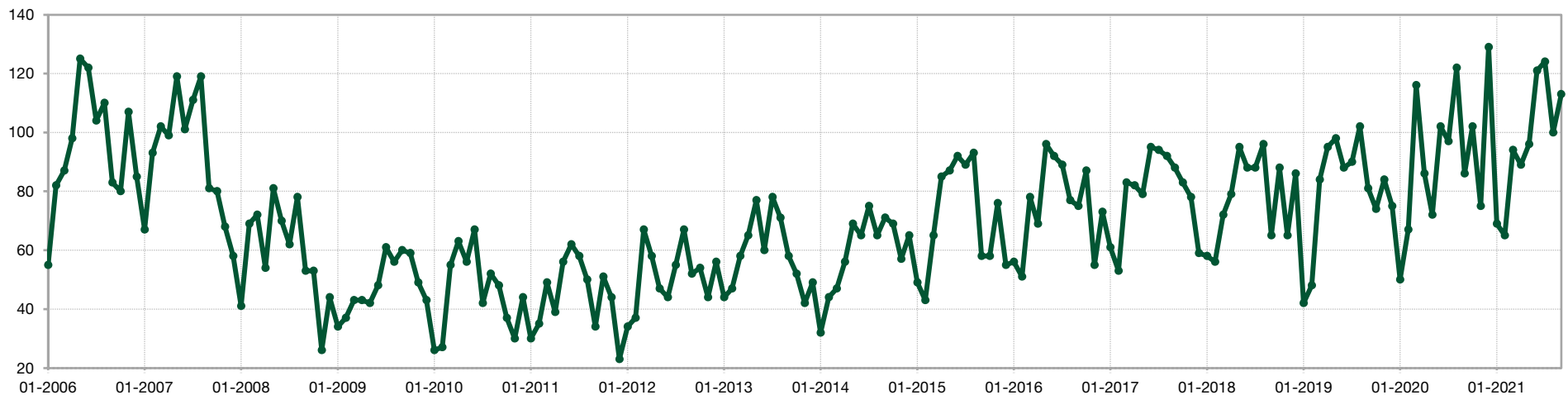


Year to Date



Closed Sales	Prior Year	Percent Change
October 2020	74	+37.8%
November 2020	84	-10.7%
December 2020	75	+72.0%
January 2021	50	+38.0%
February 2021	67	-3.0%
March 2021	116	-19.0%
April 2021	86	+3.5%
May 2021	72	+33.3%
June 2021	102	+18.6%
July 2021	97	+27.8%
August 2021	122	-18.0%
September 2021	86	+31.4%
12-Month Avg	98	+14.2%

Historical Closed Sales by Month

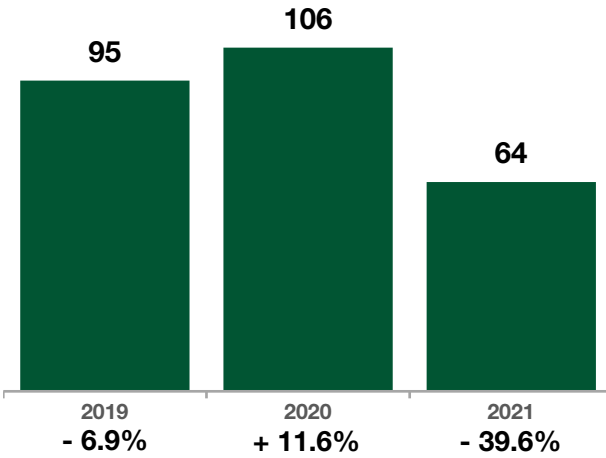


Days on Market Until Sale

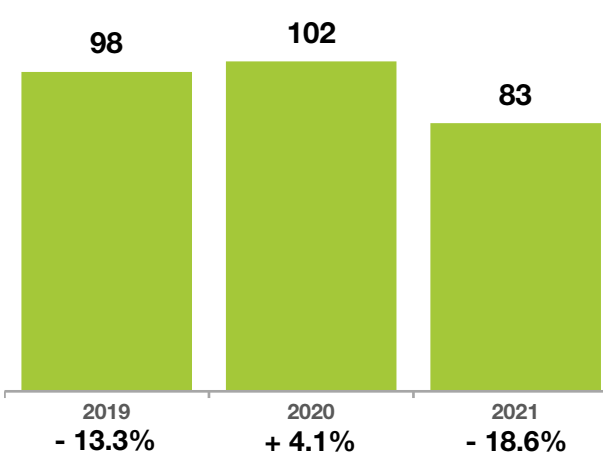
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



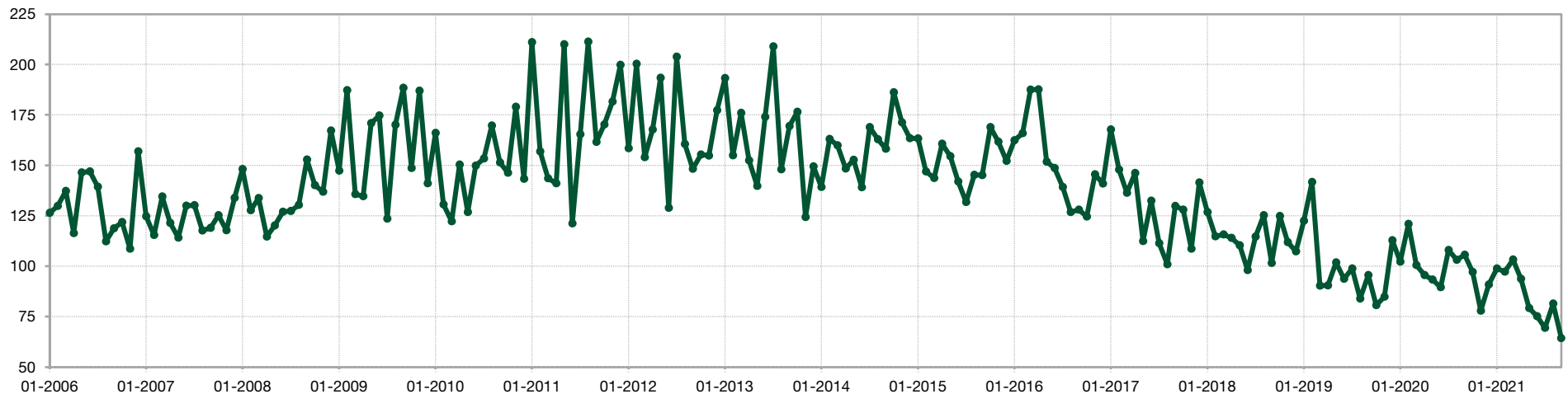
Year to Date



Days on Market	Prior Year	Percent Change	
October 2020	97	81	+19.8%
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	81	103	-21.4%
September 2021	64	106	-39.6%
12-Month Avg*	84	100	-16.0%

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

Historical Days on Market Until Sale by Month

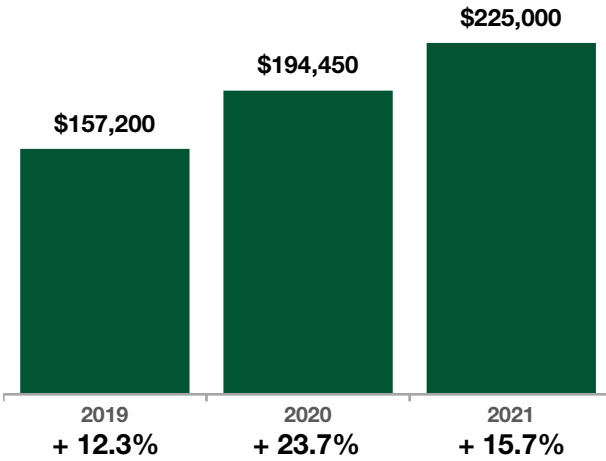


Median Sales Price

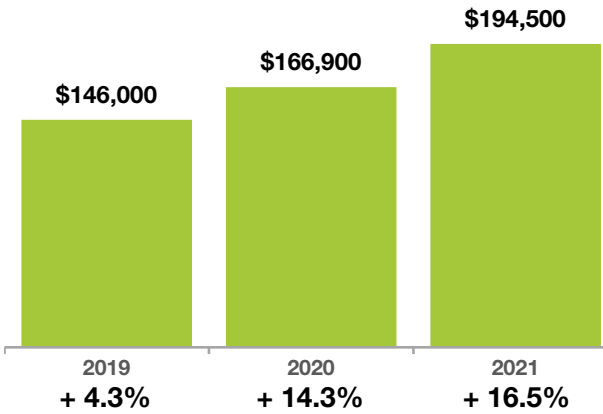
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



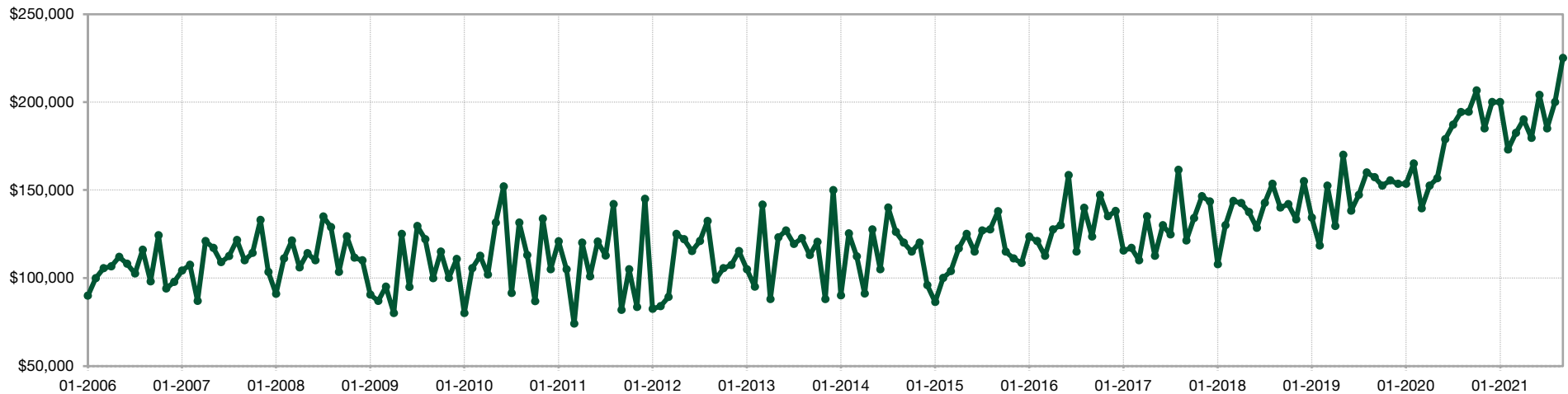
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2020	\$206,488	\$152,450	+35.4%
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	\$200,000	\$194,200	+3.0%
September 2021	\$225,000	\$194,450	+15.7%
12-Month Med*	\$194,950	\$164,900	+18.2%

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

Historical Median Sales Price by Month

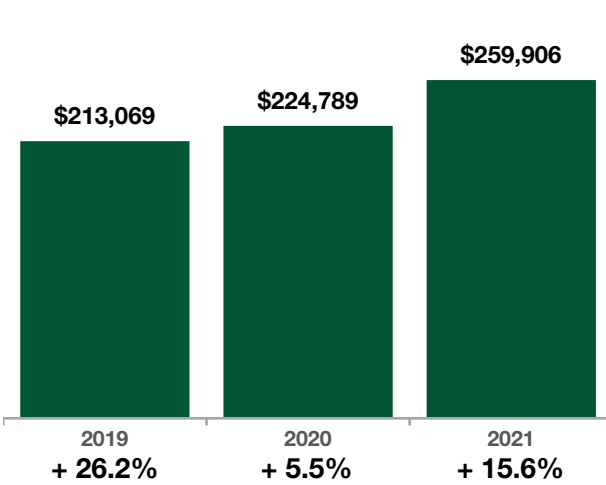


Average Sales Price

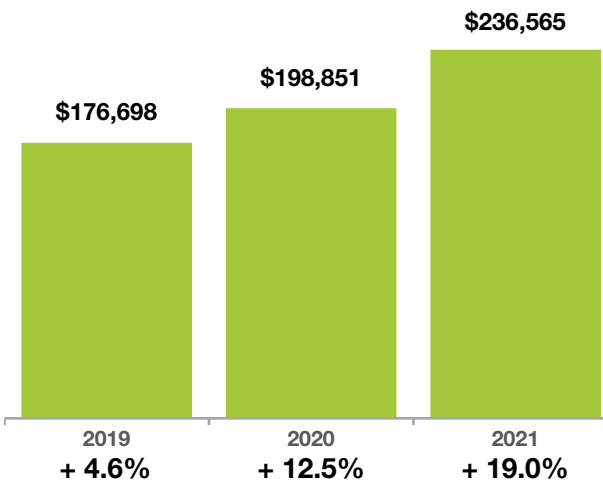
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



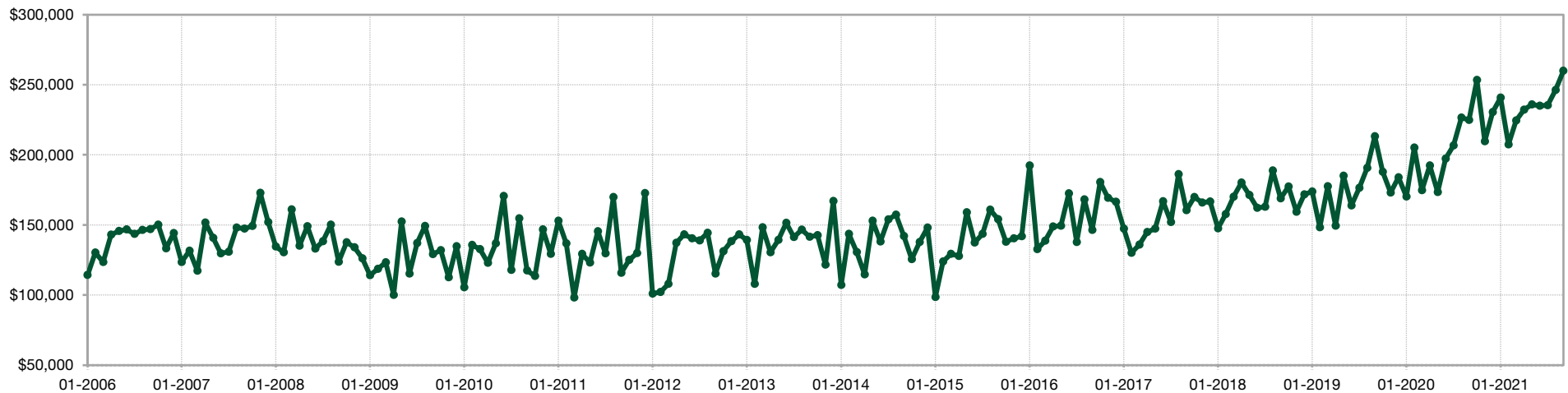
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2020	\$253,255	\$187,836	+34.8%
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	\$234,915	\$197,118	+19.2%
July 2021	\$235,283	\$206,603	+13.9%
August 2021	\$246,265	\$226,522	+8.7%
September 2021	\$259,906	\$224,789	+15.6%
12-Month Avg*	\$234,162	\$192,948	+21.4%

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

Historical Average Sales Price by Month

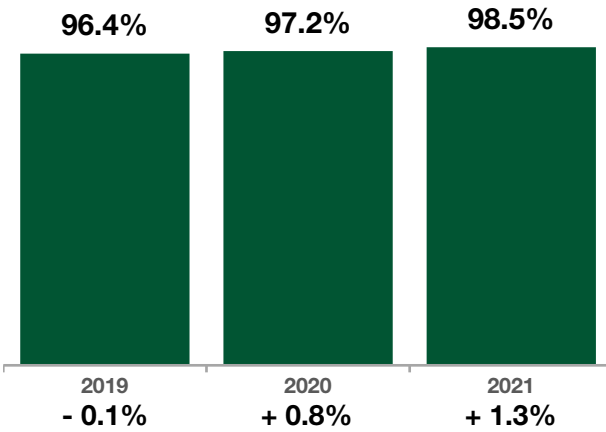


Percent of List Price Received

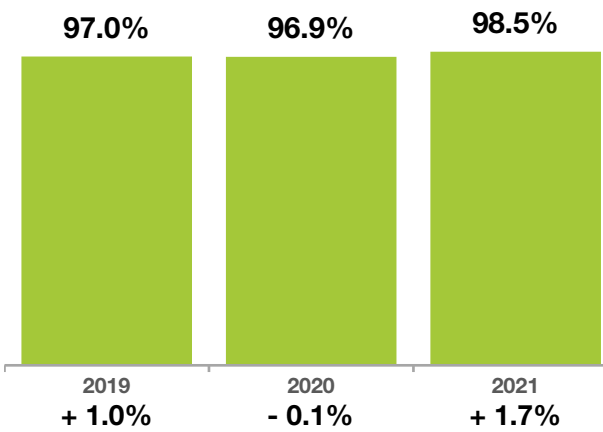
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



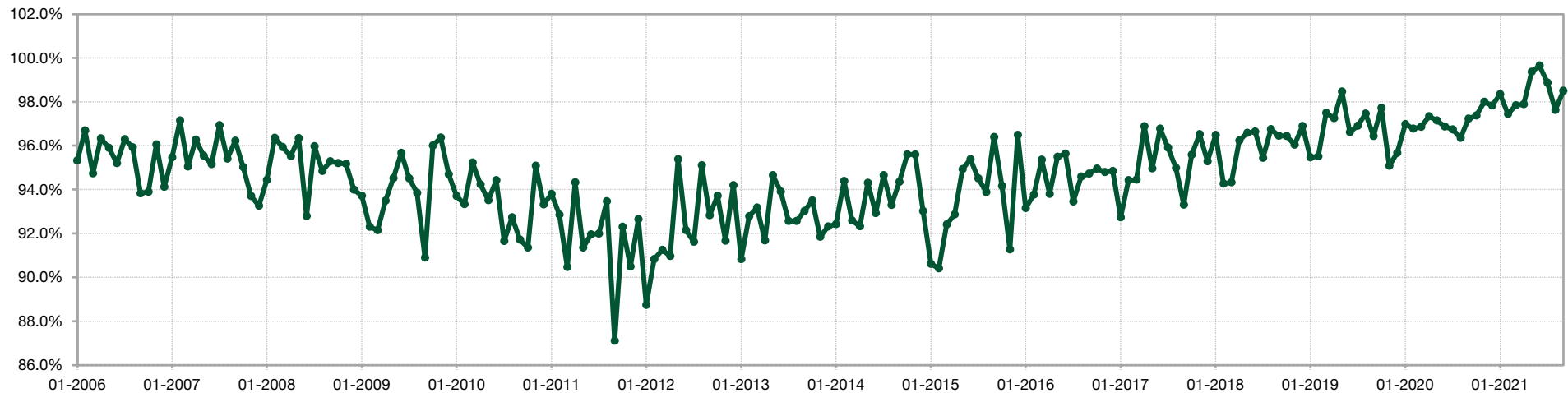
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	99.6%	96.9%	+2.8%
July 2021	98.9%	96.7%	+2.3%
August 2021	97.6%	96.4%	+1.2%
September 2021	98.5%	97.2%	+1.3%
12-Month Avg*	98.3%	96.7%	+1.7%

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

Historical Percent of List Price Received by Month

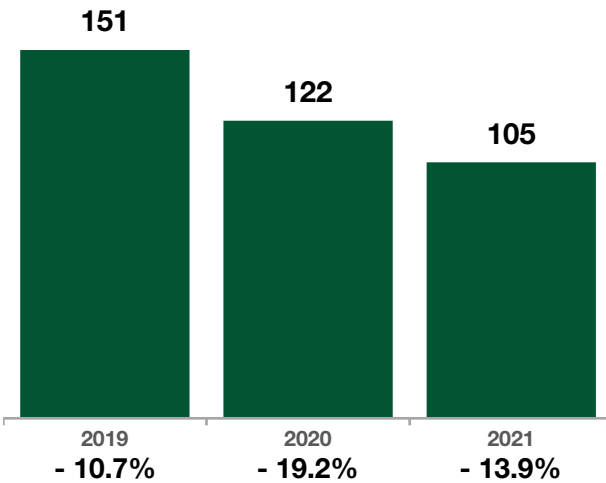


Housing Affordability Index

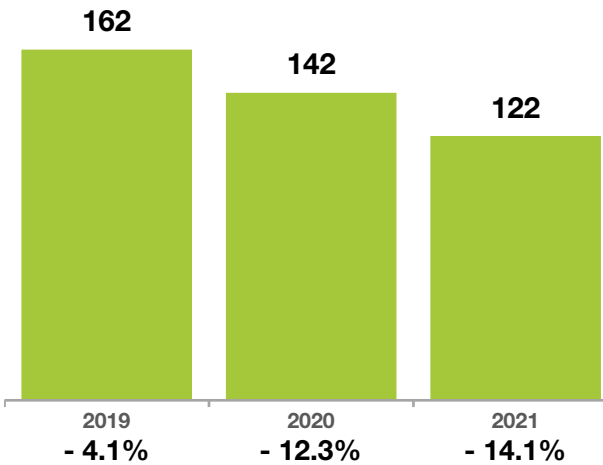


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

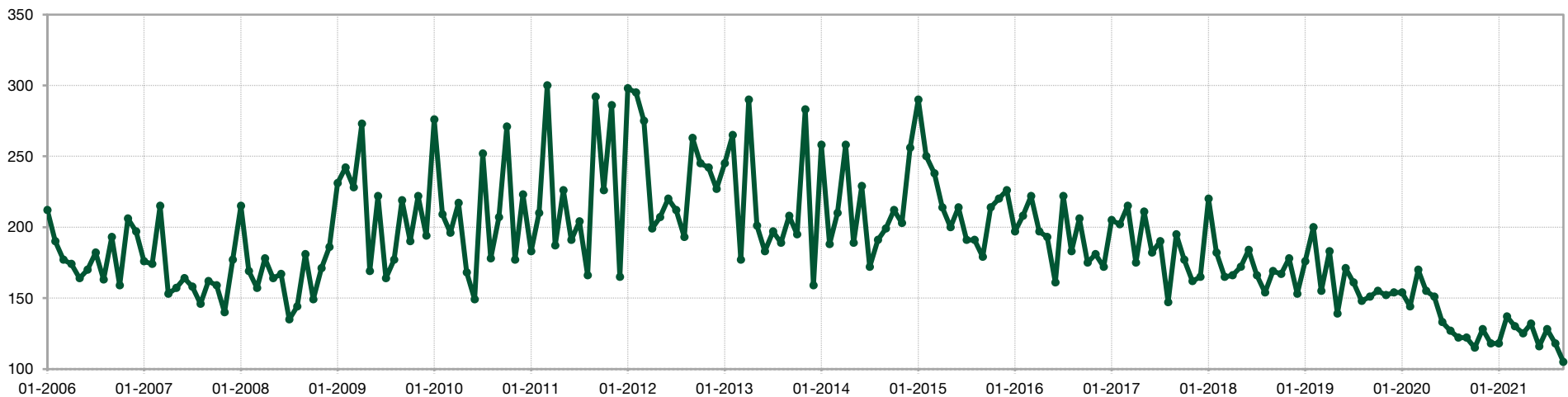


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2021	105	122	-13.9%
12-Month Avg	123	145	-15.5%

Historical Housing Affordability Index by Month

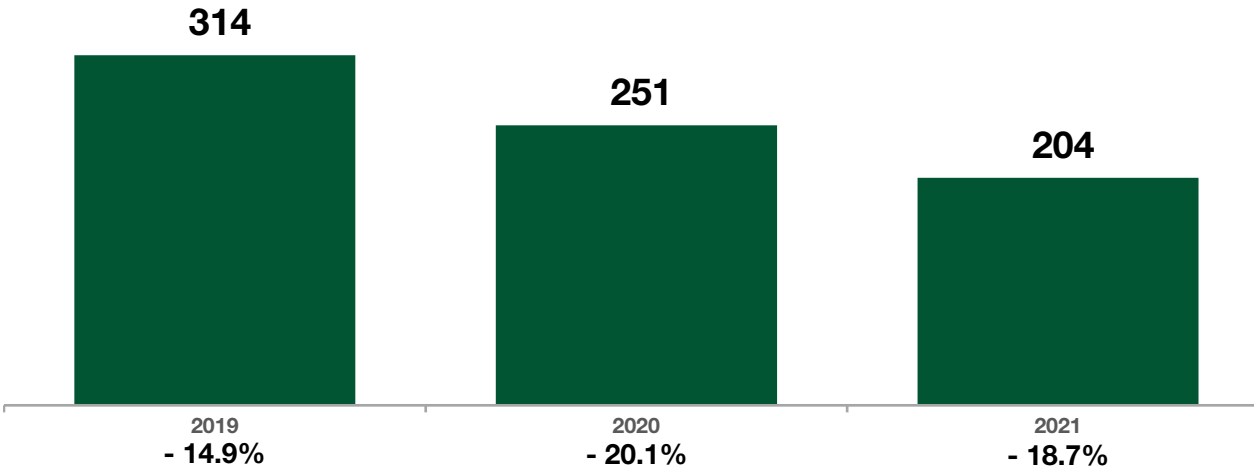


Inventory of Homes for Sale

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



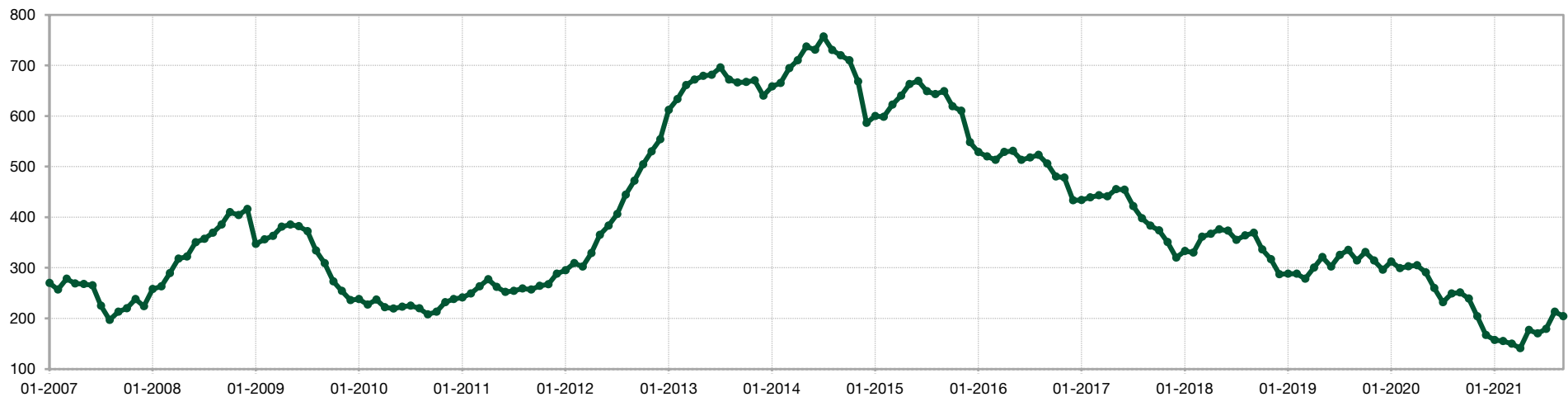
September



Homes for Sale	Prior Year	Percent Change
October 2020	331	-27.8%
November 2020	314	-35.0%
December 2020	296	-43.6%
January 2021	312	-49.7%
February 2021	299	-48.2%
March 2021	303	-50.5%
April 2021	305	-53.8%
May 2021	291	-39.2%
June 2021	260	-34.6%
July 2021	232	-22.8%
August 2021	249	-14.5%
September 2021	251	-18.7%
12-Month Avg*	180	-28.0%

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

Historical Inventory of Homes for Sale by Month

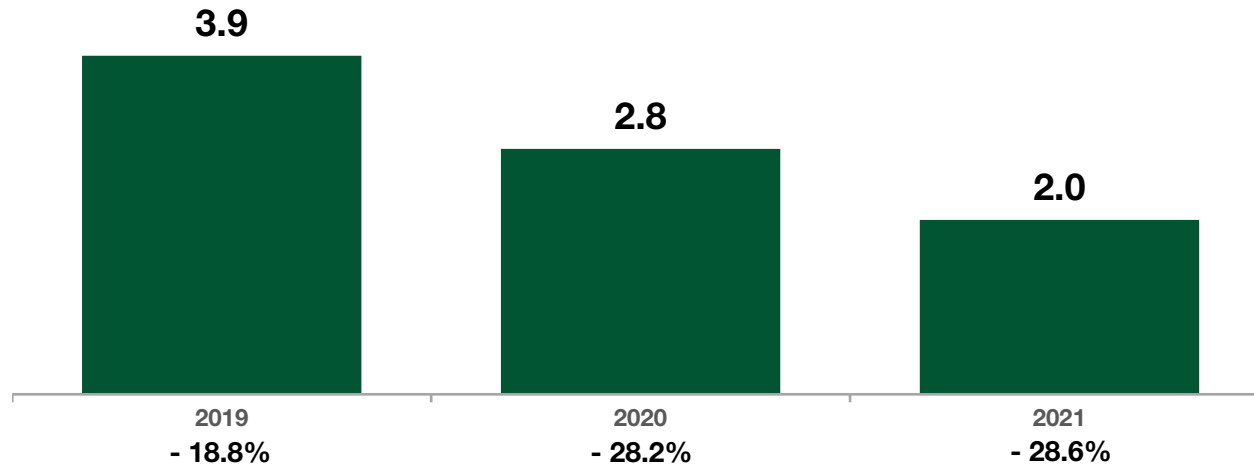


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2020	2.6	4.1	-36.6%
November 2020	2.2	3.9	-43.6%
December 2020	1.8	3.6	-50.0%
January 2021	1.6	3.7	-56.8%
February 2021	1.7	3.5	-51.4%
March 2021	1.6	3.7	-56.8%
April 2021	1.4	3.7	-62.2%
May 2021	1.8	3.5	-48.6%
June 2021	1.8	3.0	-40.0%
July 2021	1.8	2.7	-33.3%
August 2021	2.1	2.9	-27.6%
September 2021	2.0	2.8	-28.6%
12-Month Avg*	1.9	3.4	-44.1%

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

Historical Months Supply of Inventory by Month

