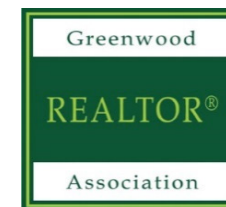


Monthly Indicators



October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings were down 14.1 percent to 110. Pending Sales decreased 5.8 percent to 114. Inventory shrank 18.0 percent to 196 units.

Prices moved higher as Median Sales Price was up 4.1 percent to \$215,000. Days on Market decreased 25.8 percent to 72 days. Months Supply of Inventory was down 23.1 percent to 2.0 months, indicating that demand increased relative to supply.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Quick Facts

- 10.8% **+ 4.1%** **- 23.1%**

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.



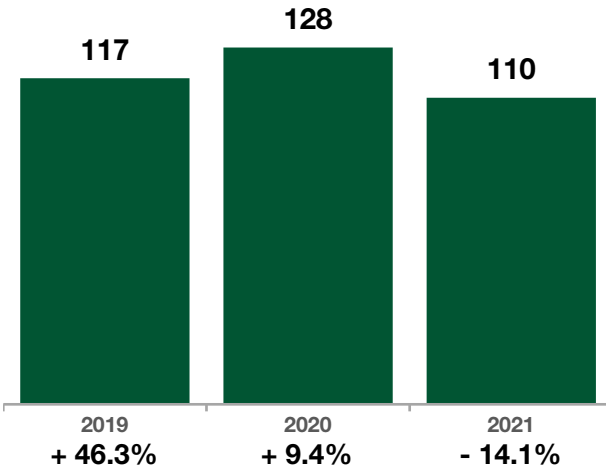
Key Metrics	Historical Sparkbars			10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	10-2019	10-2020	10-2021						
New Listings				128	110	- 14.1%	1,134	1,218	+ 7.4%
Pending Sales				121	114	- 5.8%	974	1,041	+ 6.9%
Closed Sales				102	91	- 10.8%	900	972	+ 8.0%
Days on Market				97	72	- 25.8%	101	82	- 18.8%
Median Sales Price				\$206,488	\$215,000	+ 4.1%	\$173,250	\$195,000	+ 12.6%
Average Sales Price				\$253,255	\$250,123	- 1.2%	\$204,970	\$237,800	+ 16.0%
Pct. of List Price Received				97.4%	97.5%	+ 0.1%	96.9%	98.4%	+ 1.5%
Housing Affordability Index				115	110	- 4.3%	137	121	- 11.7%
Inventory of Homes for Sale				239	196	- 18.0%	--	--	--
Months Supply of Inventory				2.6	2.0	- 23.1%	--	--	--

New Listings

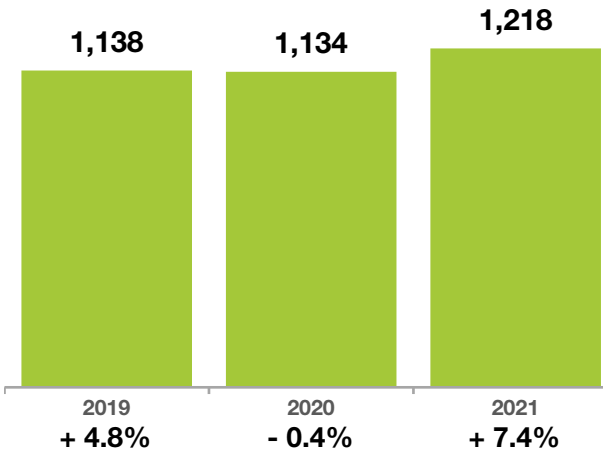
A count of the properties that have been newly listed on the market in a given month.



October

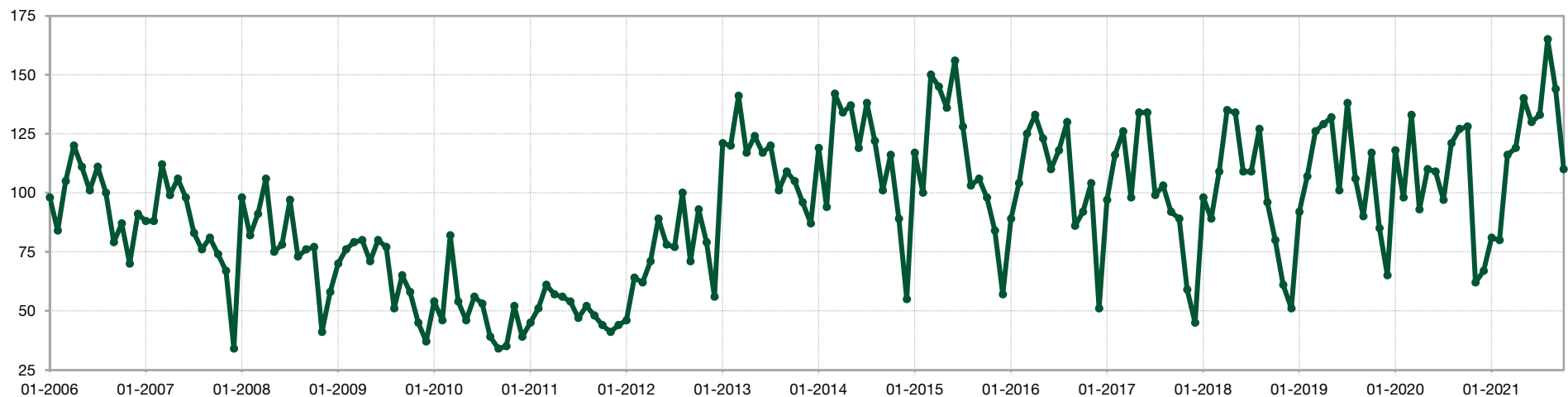


Year to Date



	New Listings	Prior Year	Percent Change
November 2020	62	85	-27.1%
December 2020	67	65	+3.1%
January 2021	81	118	-31.4%
February 2021	80	98	-18.4%
March 2021	116	133	-12.8%
April 2021	119	93	+28.0%
May 2021	140	110	+27.3%
June 2021	130	109	+19.3%
July 2021	133	97	+37.1%
August 2021	165	121	+36.4%
September 2021	144	127	+13.4%
October 2021	110	128	-14.1%
12-Month Avg	112	107	+4.9%

Historical New Listings by Month

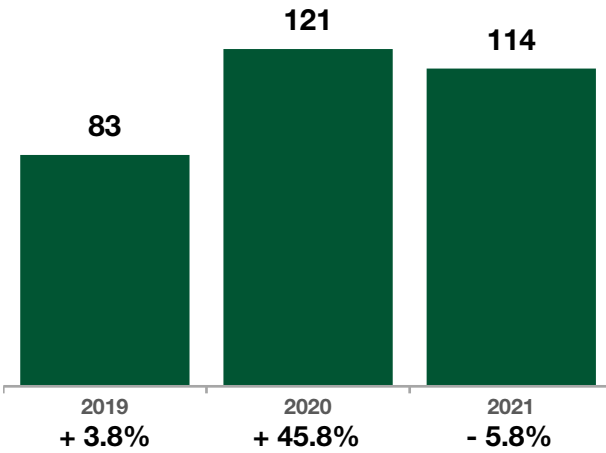


Pending Sales

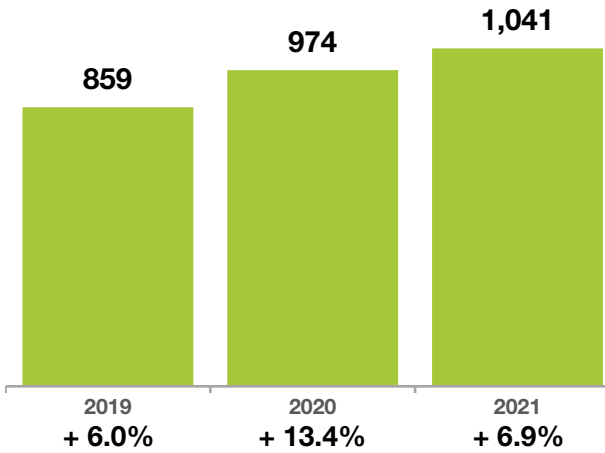
A count of the properties on which offers have been accepted in a given month.



October

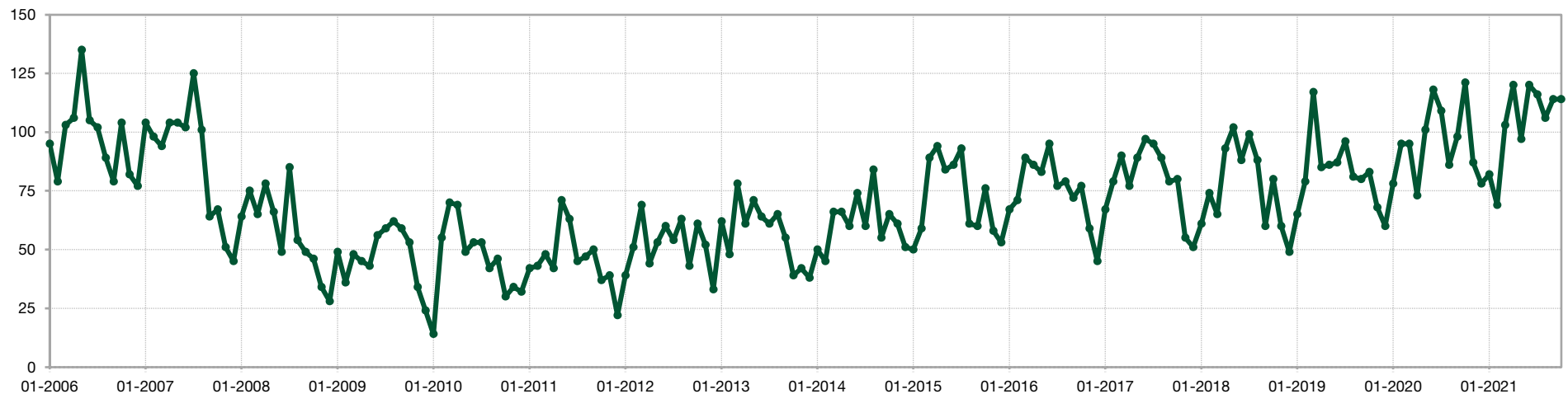


Year to Date



Pending Sales	Prior Year	Percent Change
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	120	73 +64.4%
May 2021	97	101 -4.0%
June 2021	120	118 +1.7%
July 2021	116	109 +6.4%
August 2021	106	86 +23.3%
September 2021	114	98 +16.3%
October 2021	114	121 -5.8%
12-Month Avg	101	92 +9.4%

Historical Pending Sales by Month

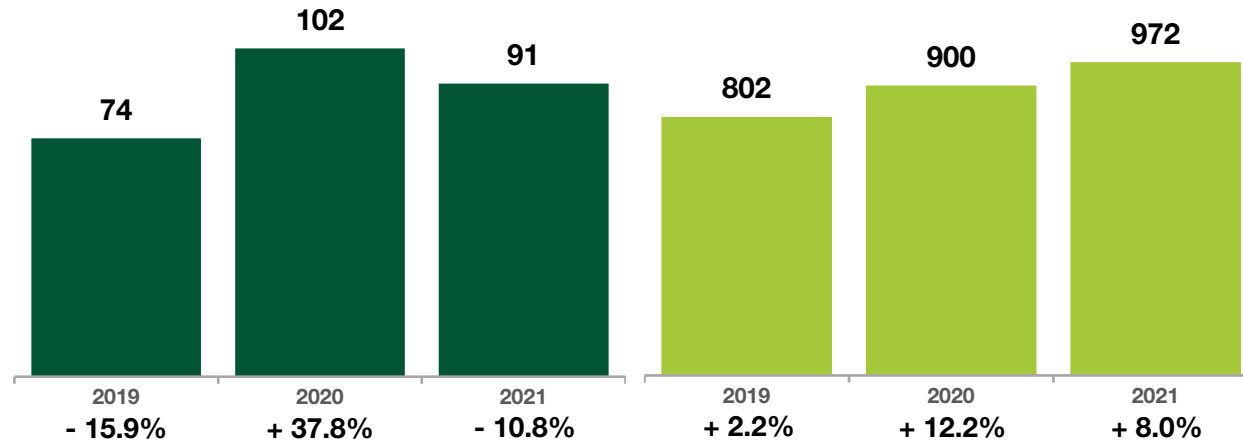


Closed Sales

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

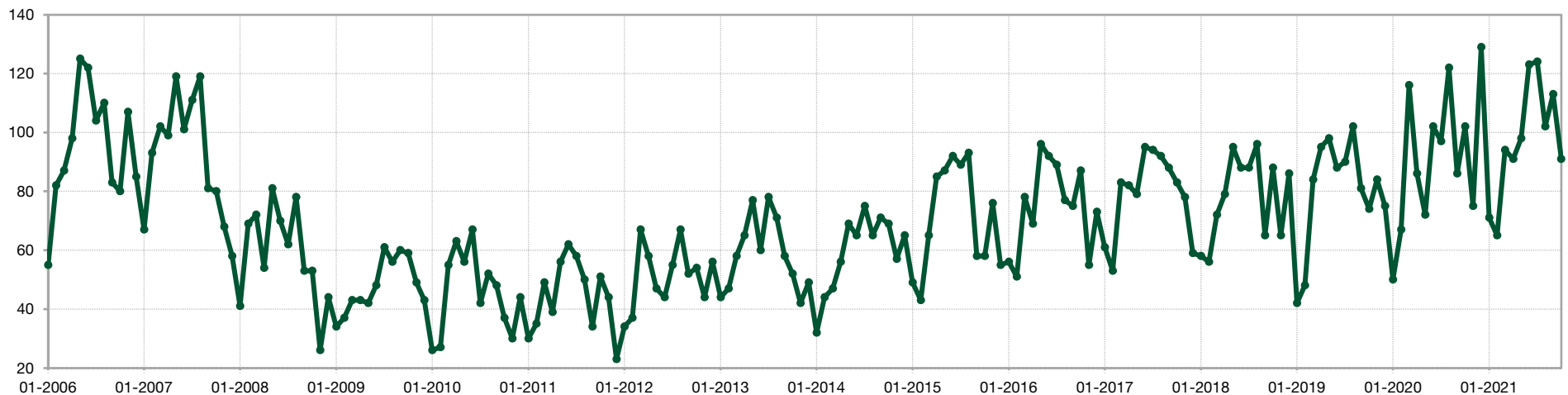


October



Closed Sales	Prior Year	Percent Change	
November 2020	75	84	-10.7%
December 2020	129	75	+72.0%
January 2021	71	50	+42.0%
February 2021	65	67	-3.0%
March 2021	94	116	-19.0%
April 2021	91	86	+5.8%
May 2021	98	72	+36.1%
June 2021	123	102	+20.6%
July 2021	124	97	+27.8%
August 2021	102	122	-16.4%
September 2021	113	86	+31.4%
October 2021	91	102	-10.8%
12-Month Avg	98	88	+11.0%

Historical Closed Sales by Month

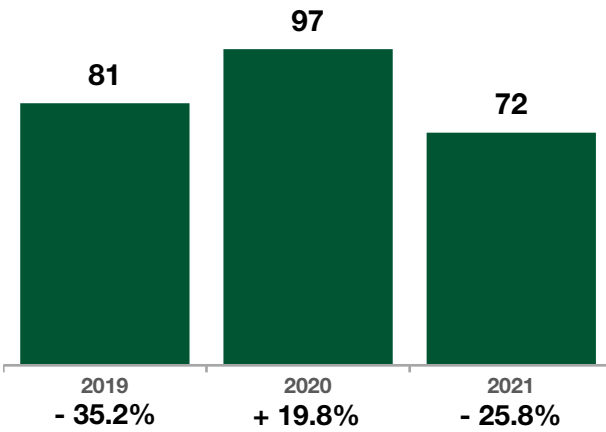


Days on Market Until Sale

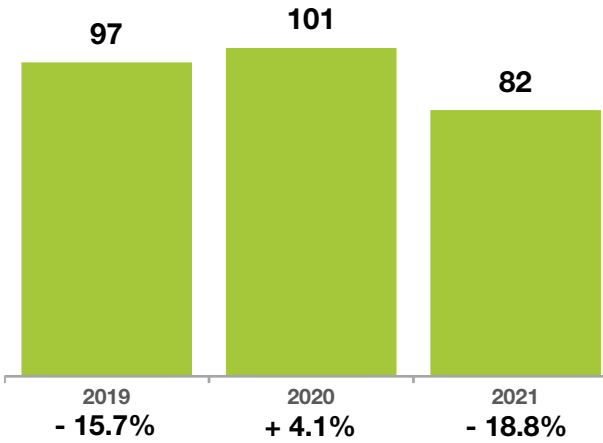
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



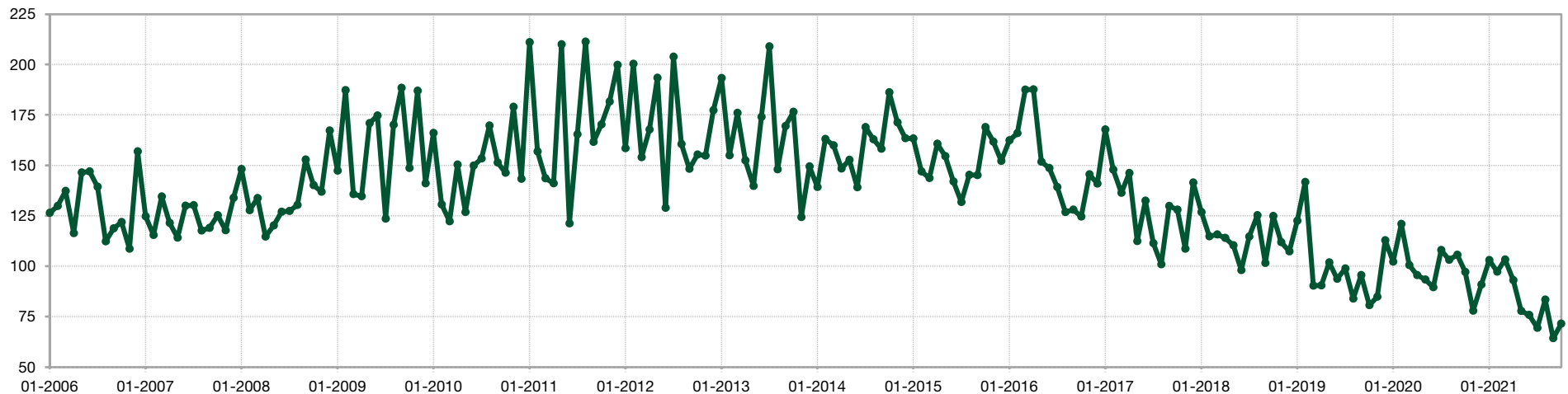
Year to Date



Days on Market	Prior Year	Percent Change	
November 2020	78	85	-8.2%
December 2020	91	113	-19.5%
January 2021	103	102	+1.0%
February 2021	97	121	-19.8%
March 2021	103	100	+3.0%
April 2021	93	96	-3.1%
May 2021	78	93	-16.1%
June 2021	76	89	-14.6%
July 2021	69	108	-36.1%
August 2021	83	103	-19.4%
September 2021	64	106	-39.6%
October 2021	72	97	-25.8%
12-Month Avg*	83	101	-17.8%

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

Historical Days on Market Until Sale by Month

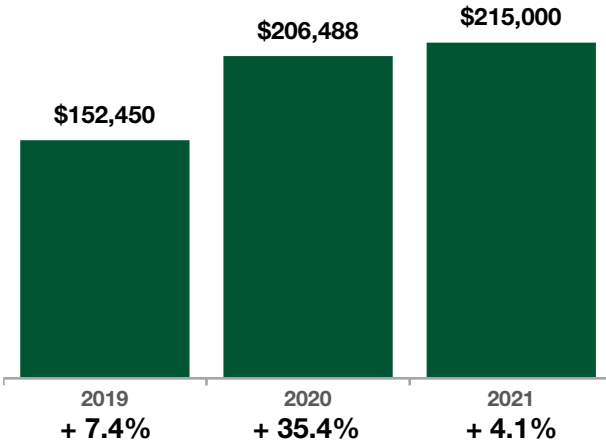


Median Sales Price

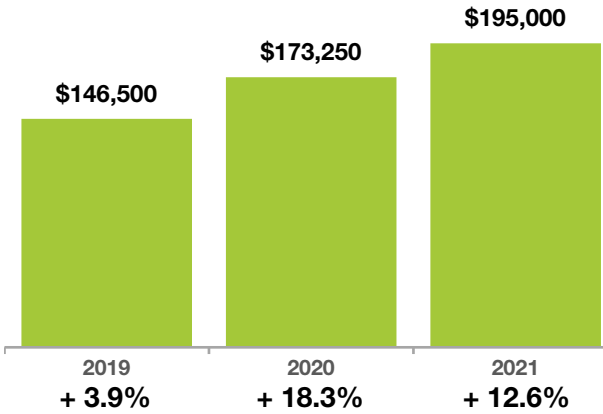
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



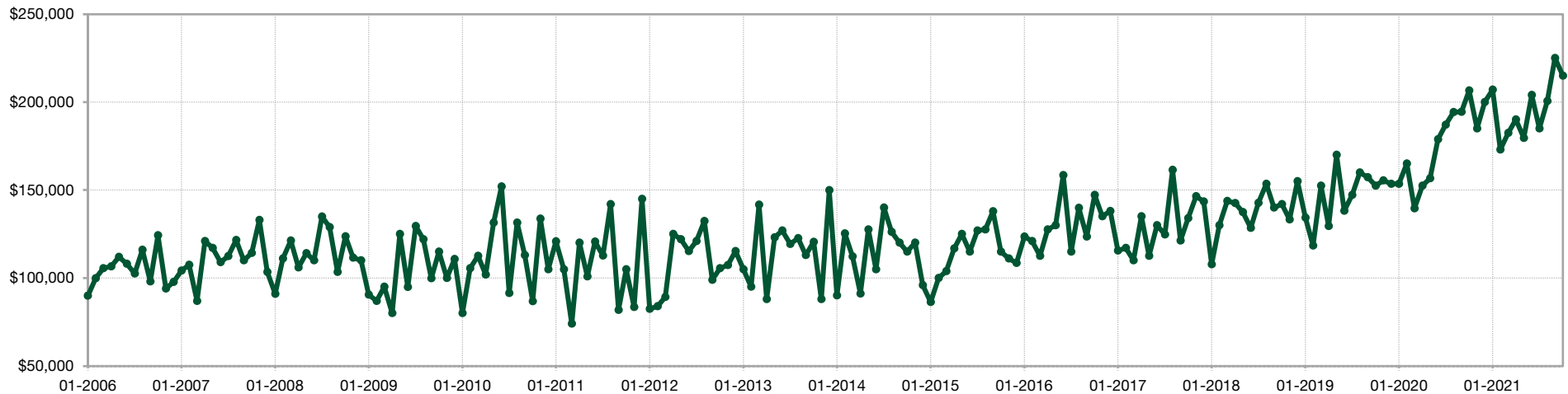
Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2020	\$185,000	\$155,500	+19.0%
December 2020	\$200,000	\$153,500	+30.3%
January 2021	\$207,000	\$153,500	+34.9%
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%
September 2021	\$225,000	\$194,450	+15.7%
October 2021	\$215,000	\$206,488	+4.1%
12-Month Med*	\$195,000	\$171,250	+13.9%

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

Historical Median Sales Price by Month

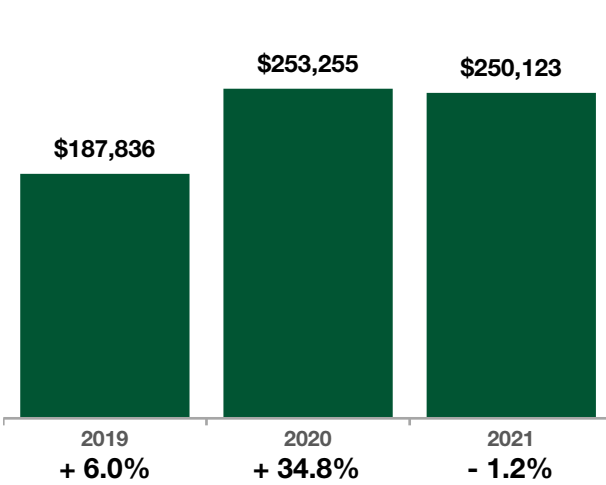


Average Sales Price

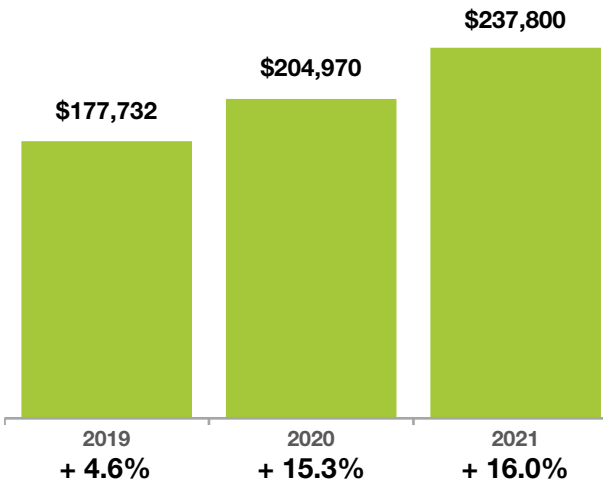
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



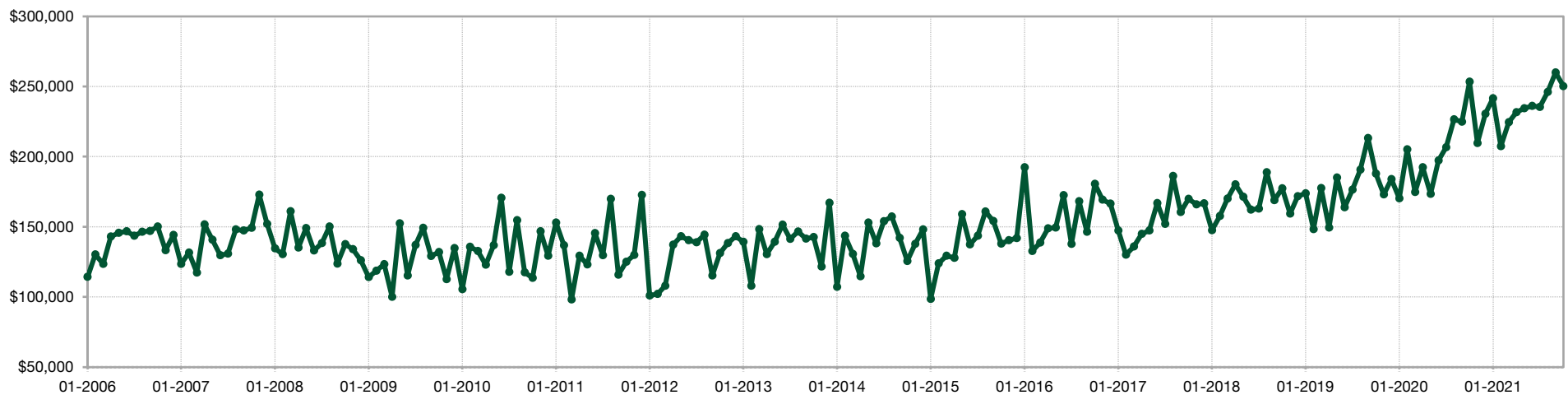
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2020	\$209,532	\$172,987	+21.1%
December 2020	\$230,409	\$183,805	+25.4%
January 2021	\$241,449	\$170,193	+41.9%
February 2021	\$207,355	\$205,019	+1.1%
March 2021	\$224,446	\$174,746	+28.4%
April 2021	\$231,452	\$192,400	+20.3%
May 2021	\$234,343	\$173,359	+35.2%
June 2021	\$235,973	\$197,118	+19.7%
July 2021	\$235,283	\$206,603	+13.9%
August 2021	\$245,926	\$226,522	+8.6%
September 2021	\$259,906	\$224,789	+15.6%
October 2021	\$250,123	\$253,255	-1.2%
12-Month Avg*	\$233,850	\$198,400	+17.9%

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

Historical Average Sales Price by Month

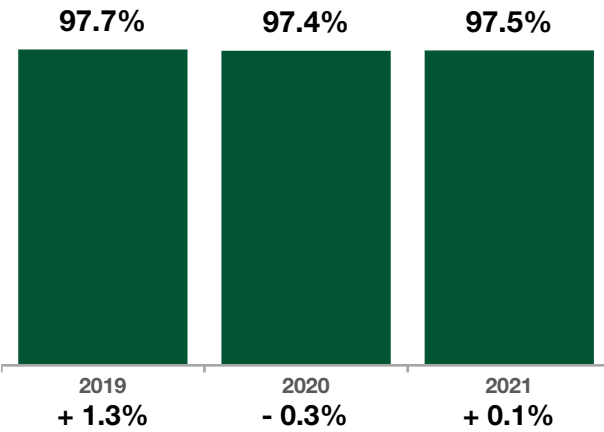


Percent of List Price Received

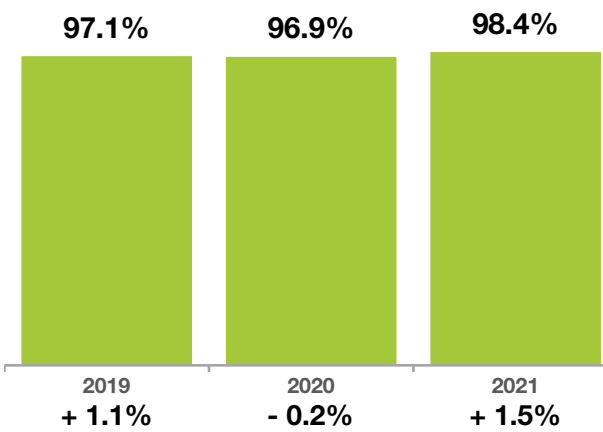
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



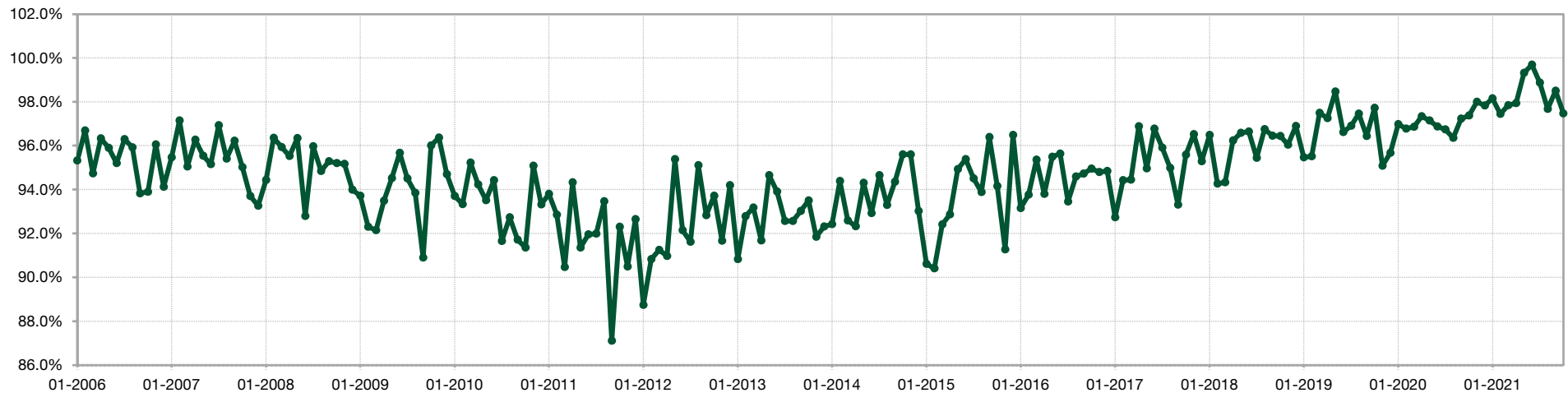
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
November 2020	98.0%	95.1%	+3.0%
December 2020	97.8%	95.7%	+2.2%
January 2021	98.1%	97.0%	+1.1%
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	99.3%	97.1%	+2.3%
June 2021	99.7%	96.9%	+2.9%
July 2021	98.9%	96.7%	+2.3%
August 2021	97.7%	96.4%	+1.3%
September 2021	98.5%	97.2%	+1.3%
October 2021	97.5%	97.4%	+0.1%
12-Month Avg*	98.3%	96.7%	+1.7%

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

Historical Percent of List Price Received by Month

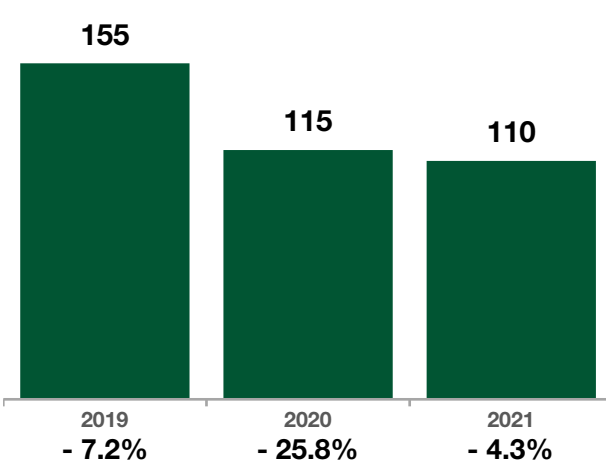


Housing Affordability Index

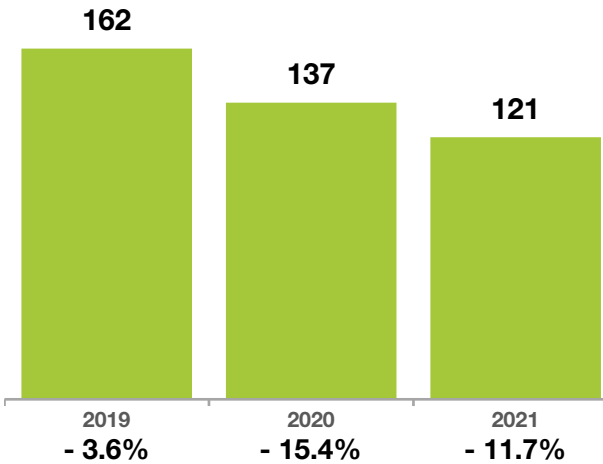


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

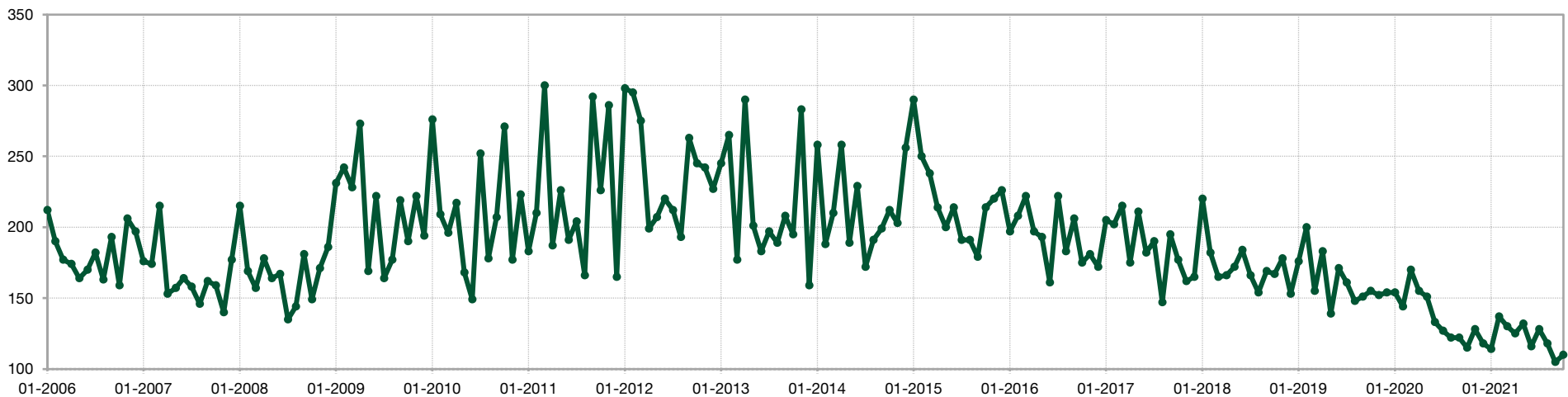


Year to Date



	Affordability Index	Prior Year	Percent Change
November 2020	128	152	-15.8%
December 2020	118	154	-23.4%
January 2021	114	154	-26.0%
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%
October 2021	110	115	-4.3%
12-Month Avg	122	142	-14.0%

Historical Housing Affordability Index by Month

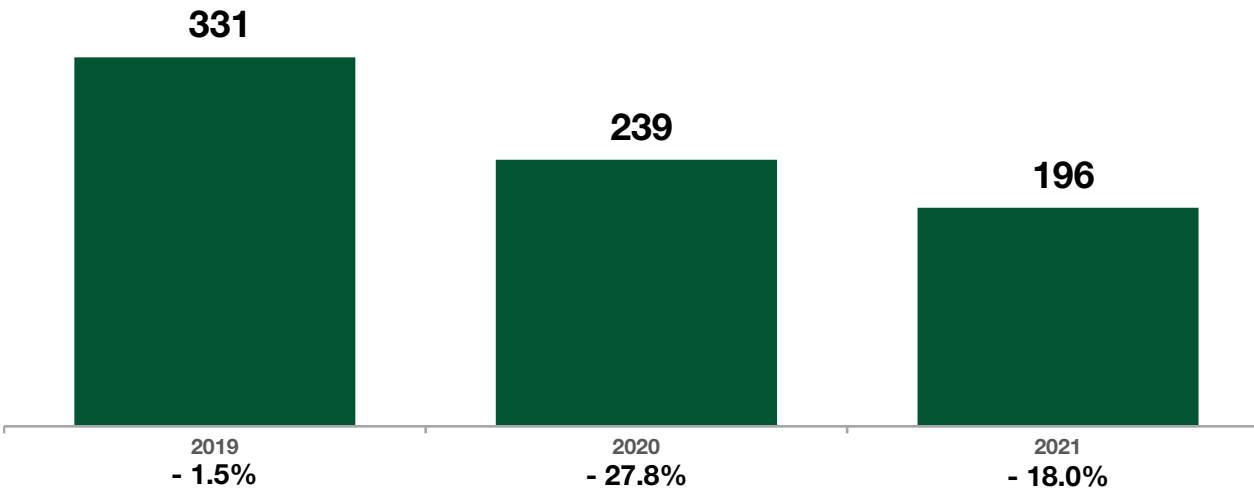


Inventory of Homes for Sale

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



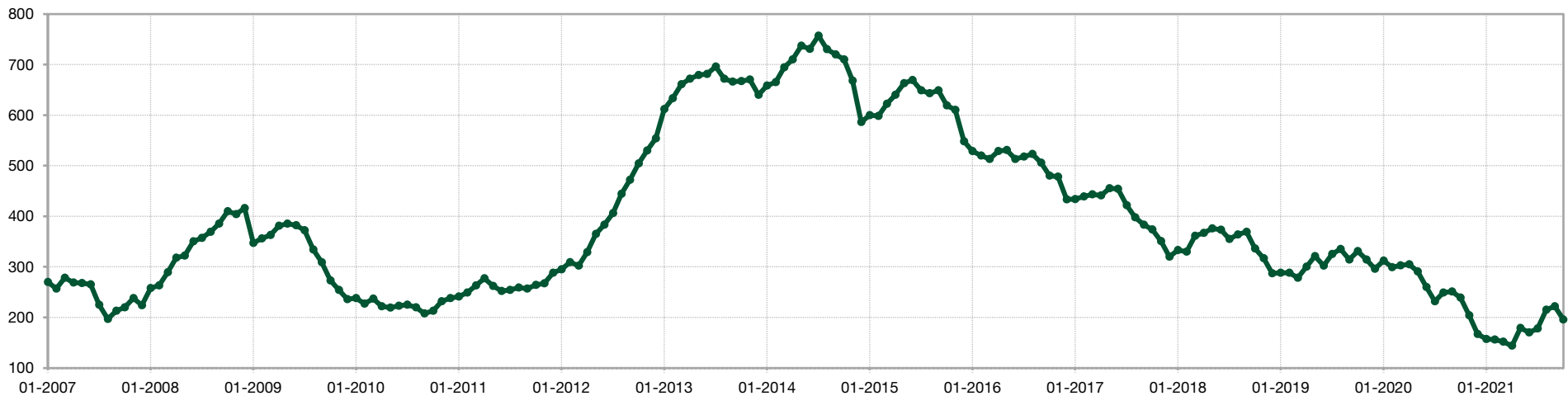
October



	Homes for Sale	Prior Year	Percent Change
November 2020	204	314	-35.0%
December 2020	167	296	-43.6%
January 2021	157	312	-49.7%
February 2021	156	299	-47.8%
March 2021	152	303	-49.8%
April 2021	144	305	-52.8%
May 2021	179	291	-38.5%
June 2021	170	260	-34.6%
July 2021	178	232	-23.3%
August 2021	215	249	-13.7%
September 2021	222	251	-11.6%
October 2021	196	239	-18.0%
12-Month Avg*	178	245	-27.3%

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

Historical Inventory of Homes for Sale by Month

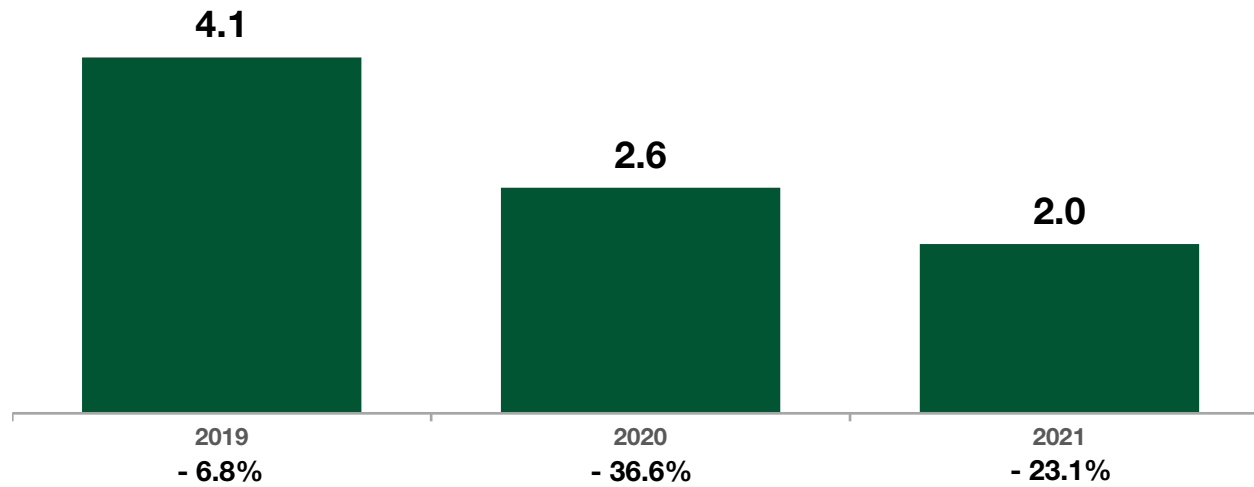


Months Supply of Inventory

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.



October



Months Supply	Prior Year	Percent Change	
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	1.5	3.7	-59.5%
May 2021	1.8	3.5	-48.6%
June 2021	1.7	3.0	-43.3%
July 2021	1.8	2.7	-33.3%
August 2021	2.2	2.9	-24.1%
September 2021	2.2	2.8	-21.4%
October 2021	2.0	2.6	-23.1%
12-Month Avg*	1.8	3.3	-45.5%

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

Historical Months Supply of Inventory by Month

