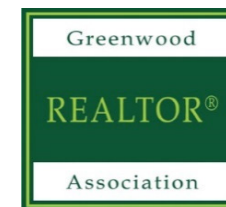


# Monthly Indicators



## December 2021

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

New Listings were up 7.5 percent to 72. Pending Sales increased 21.8 percent to 95. Inventory grew 6.5 percent to 179 units.

Prices moved lower as Median Sales Price was down 2.5 percent to \$195,000. Days on Market decreased 9.9 percent to 82 days, the ninth consecutive month of year-over-year declines. Months Supply of Inventory was down 5.6 percent to 1.7 months, indicating that demand increased relative to supply.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

## Quick Facts

**- 22.5%**

**- 2.5%**

**- 5.6%**

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.

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.



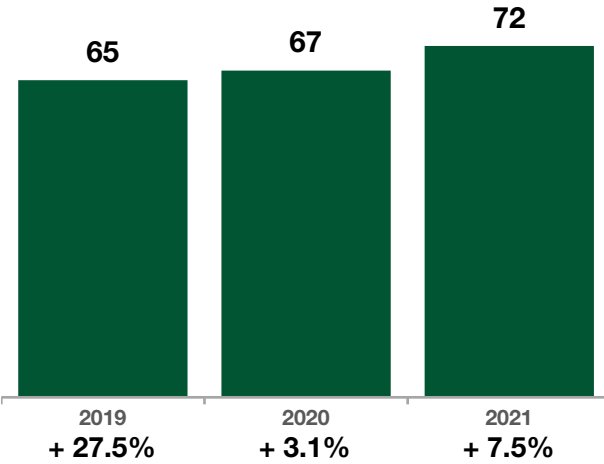
Key Metrics	Historical Sparkbars			12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	12-2019	12-2020	12-2021						
New Listings		67	<b>72</b>	+ 7.5%	1,263	<b>1,444</b>	+ 14.3%		
Pending Sales		78	<b>95</b>	+ 21.8%	1,138	<b>1,248</b>	+ 9.7%		
Closed Sales		129	<b>100</b>	- 22.5%	1,104	<b>1,196</b>	+ 8.3%		
Days on Market		91	<b>82</b>	- 9.9%	98	<b>81</b>	- 17.3%		
Median Sales Price		\$200,000	<b>\$195,000</b>	- 2.5%	\$175,655	<b>\$194,000</b>	+ 10.4%		
Average Sales Price		\$230,409	<b>\$231,145</b>	+ 0.3%	\$208,258	<b>\$236,455</b>	+ 13.5%		
Pct. of List Price Received		97.8%	<b>98.6%</b>	+ 0.8%	97.1%	<b>98.5%</b>	+ 1.4%		
Housing Affordability Index		118	<b>121</b>	+ 2.5%	135	<b>122</b>	- 9.6%		
Inventory of Homes for Sale		168	<b>179</b>	+ 6.5%	--	<b>--</b>	--		
Months Supply of Inventory		1.8	<b>1.7</b>	- 5.6%	--	<b>--</b>	--		

# New Listings

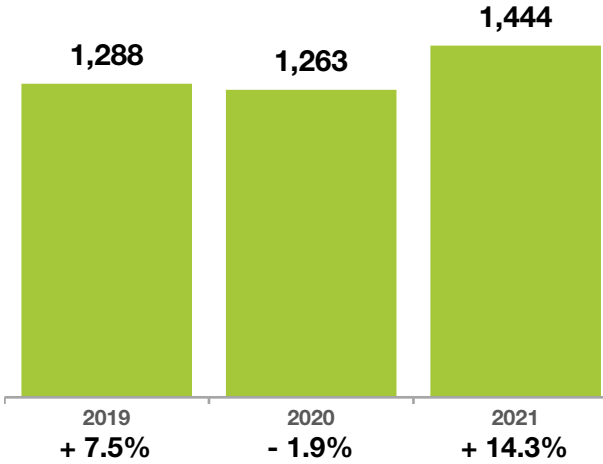
A count of the properties that have been newly listed on the market in a given month.



## December

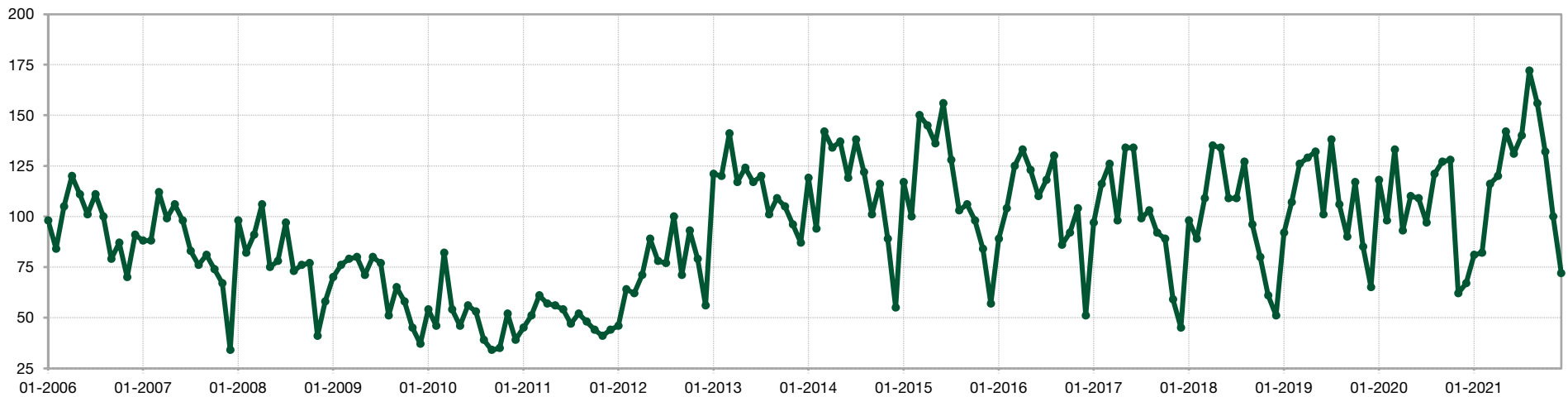


## Year to Date



	New Listings	Prior Year	Percent Change
January 2021	81	118	-31.4%
February 2021	82	98	-16.3%
March 2021	116	133	-12.8%
April 2021	120	93	+29.0%
May 2021	142	110	+29.1%
June 2021	131	109	+20.2%
July 2021	140	97	+44.3%
August 2021	172	121	+42.1%
September 2021	156	127	+22.8%
October 2021	132	128	+3.1%
November 2021	100	62	+61.3%
<b>December 2021</b>	<b>72</b>	<b>67</b>	<b>+7.5%</b>
12-Month Avg	120	105	+14.3%

## Historical New Listings by Month

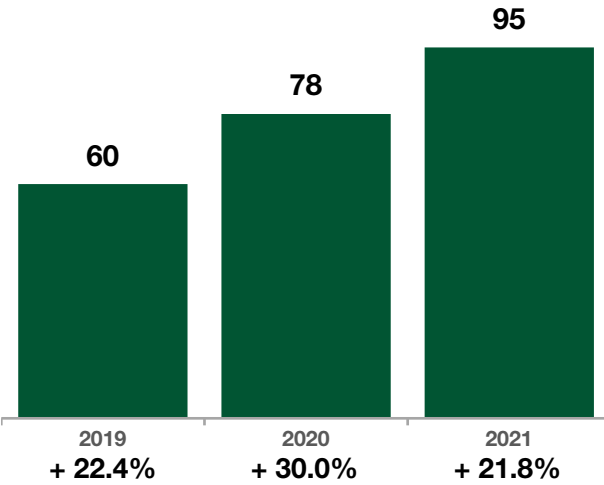


# Pending Sales

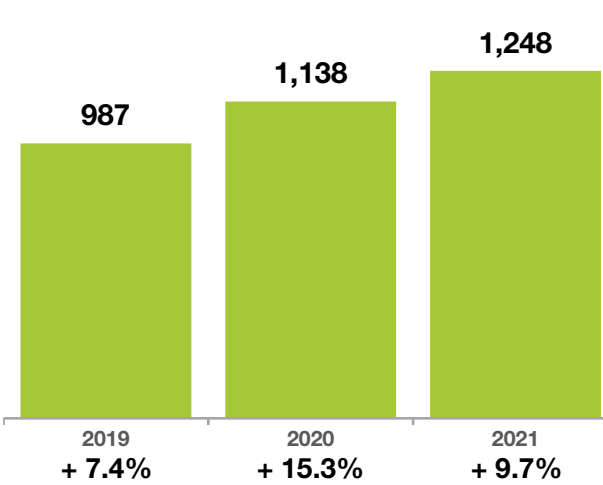
A count of the properties on which offers have been accepted in a given month.



## December

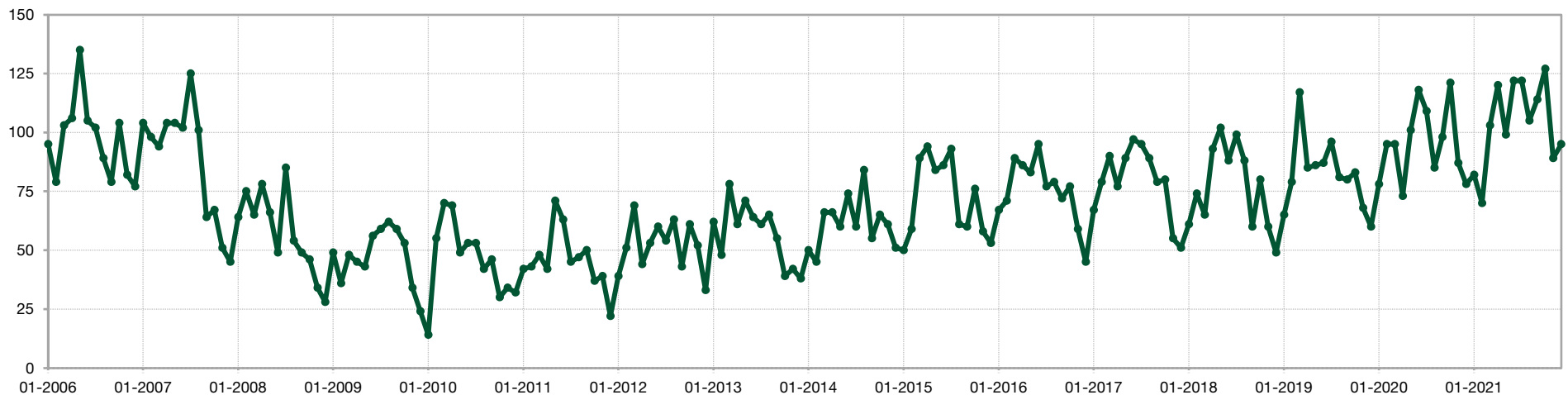


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
January 2021	82	78	+5.1%
February 2021	70	95	-26.3%
March 2021	103	95	+8.4%
April 2021	120	73	+64.4%
May 2021	99	101	-2.0%
June 2021	122	118	+3.4%
July 2021	122	109	+11.9%
August 2021	105	85	+23.5%
September 2021	114	98	+16.3%
October 2021	127	121	+5.0%
November 2021	89	87	+2.3%
<b>December 2021</b>	<b>95</b>	<b>78</b>	<b>+21.8%</b>
12-Month Avg	104	95	+9.7%

## Historical Pending Sales by Month

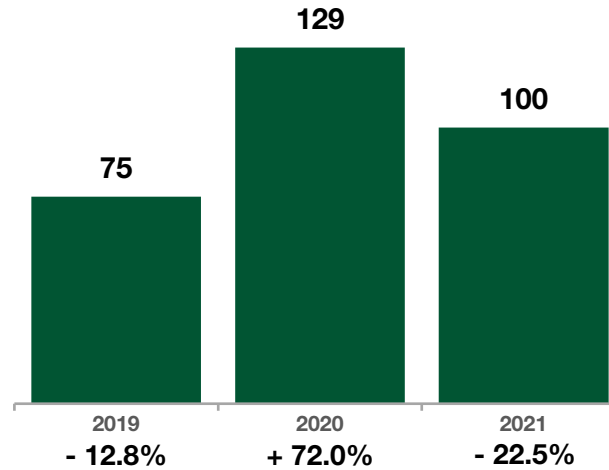


# Closed Sales

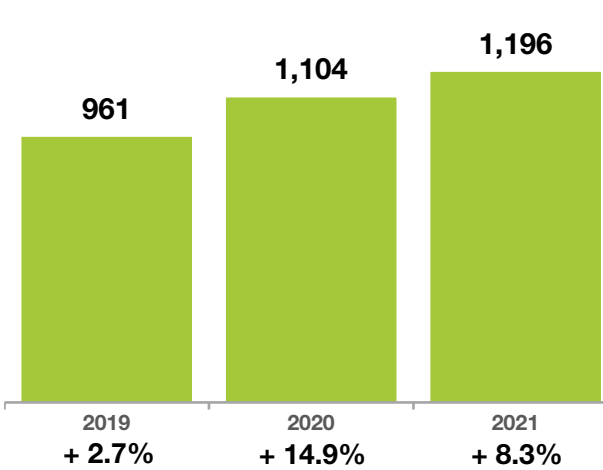
A count of the actual sales that closed in a given month.



## December

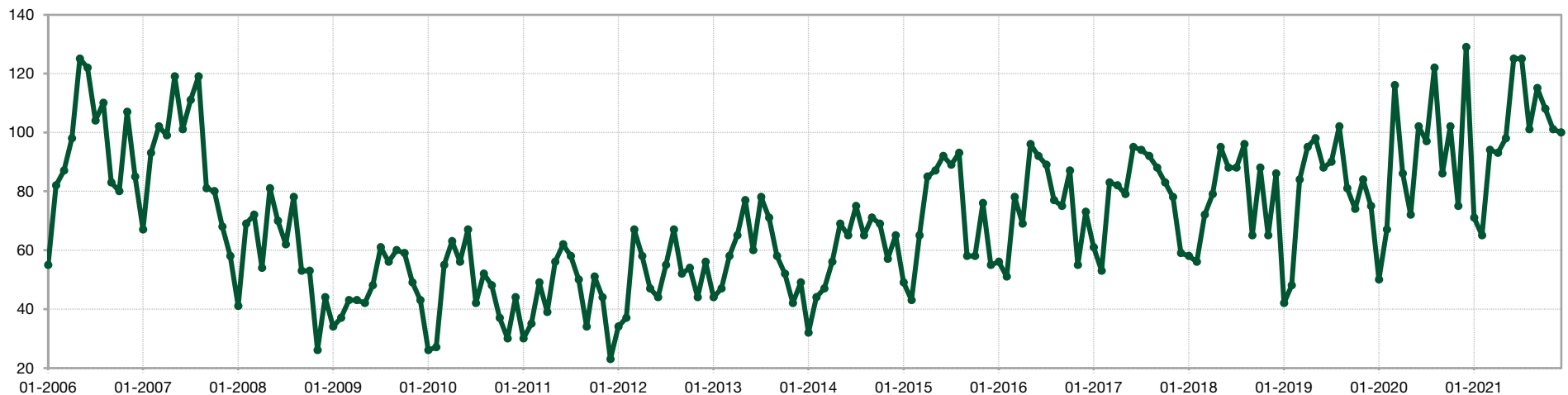


## Year to Date



	Closed Sales	Prior Year	Percent Change
January 2021	71	50	+42.0%
February 2021	65	67	-3.0%
March 2021	94	116	-19.0%
April 2021	93	86	+8.1%
May 2021	98	72	+36.1%
June 2021	125	102	+22.5%
July 2021	125	97	+28.9%
August 2021	101	122	-17.2%
September 2021	115	86	+33.7%
October 2021	108	102	+5.9%
November 2021	101	75	+34.7%
<b>December 2021</b>	<b>100</b>	<b>129</b>	<b>-22.5%</b>
12-Month Avg	100	92	+8.3%

## Historical Closed Sales by Month

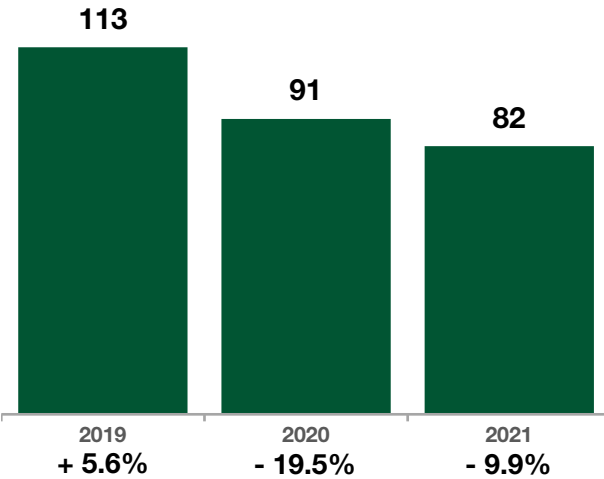


# Days on Market Until Sale

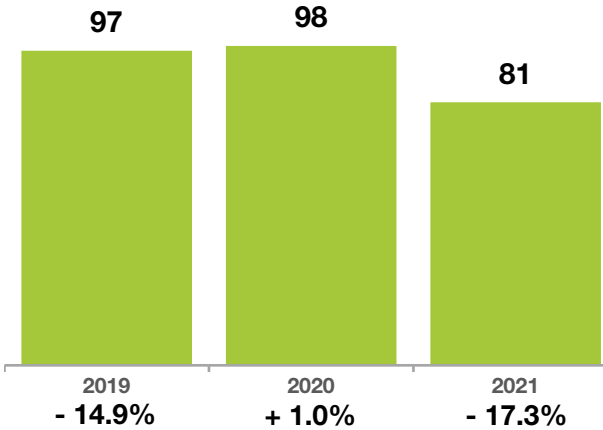
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



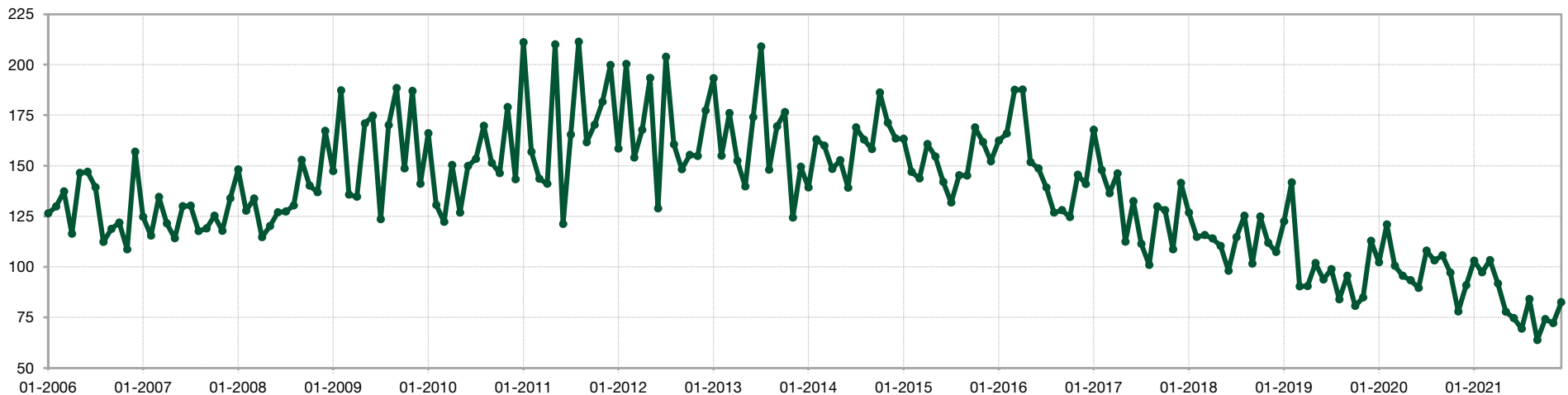
## Year to Date



Days on Market	Prior Year	Percent Change
January 2021	103	+1.0%
February 2021	97	-19.8%
March 2021	103	+3.0%
April 2021	92	-4.2%
May 2021	78	-16.1%
June 2021	75	-15.7%
July 2021	69	-36.1%
August 2021	84	-18.4%
September 2021	64	-39.6%
October 2021	74	-23.7%
November 2021	72	-7.7%
<b>December 2021</b>	<b>82</b>	<b>-9.9%</b>
12-Month Avg*	81	-17.3%

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

## Historical Days on Market Until Sale by Month

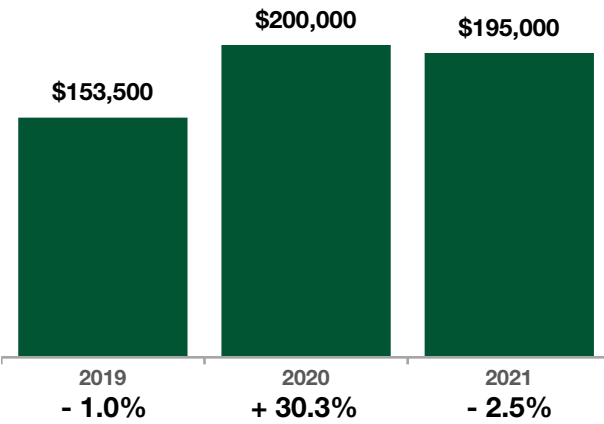


# Median Sales Price

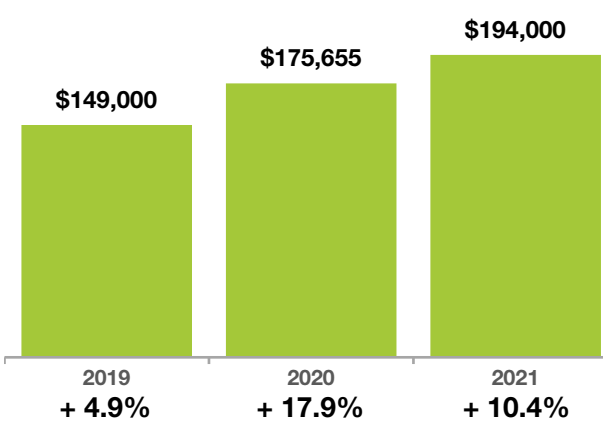
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



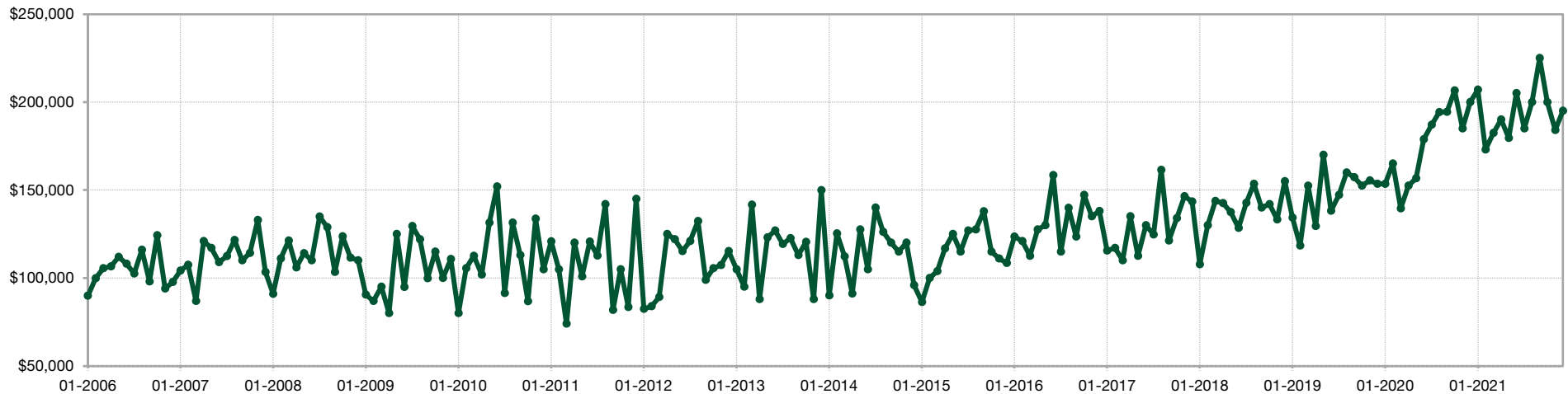
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$205,000	\$178,750	+14.7%
July 2021	\$184,950	\$187,000	-1.1%
August 2021	\$200,000	\$194,200	+3.0%
September 2021	\$225,000	\$194,450	+15.7%
October 2021	\$200,000	\$206,488	-3.1%
November 2021	\$184,000	\$185,000	-0.5%
<b>December 2021</b>	<b>\$195,000</b>	<b>\$200,000</b>	<b>-2.5%</b>
12-Month Med*	\$194,000	\$175,655	+10.4%

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

## Historical Median Sales Price by Month

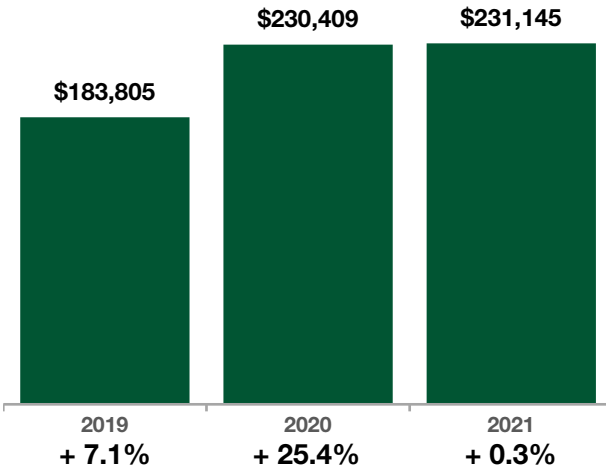


# Average Sales Price

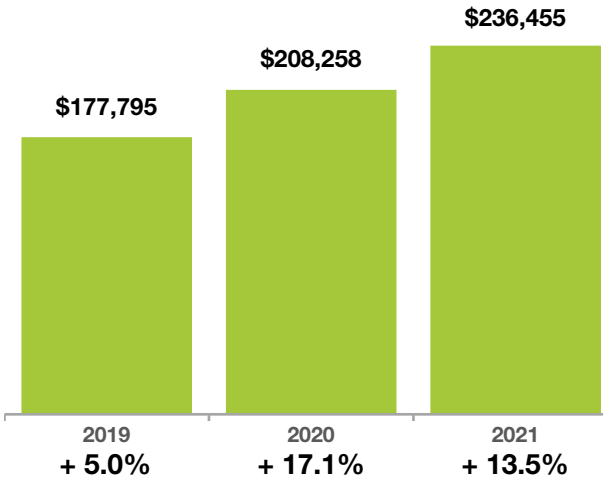
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



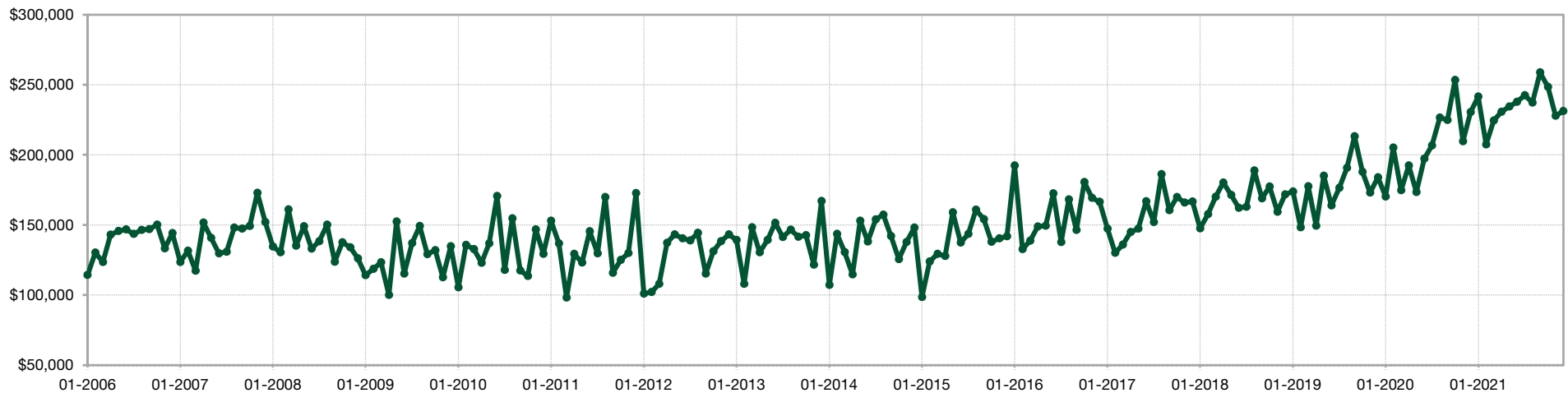
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$230,668	\$192,400	+19.9%
May 2021	\$234,343	\$173,359	+35.2%
June 2021	\$237,758	\$197,118	+20.6%
July 2021	\$242,458	\$206,603	+17.4%
August 2021	\$237,222	\$226,522	+4.7%
September 2021	\$258,680	\$224,789	+15.1%
October 2021	\$248,356	\$253,255	-1.9%
November 2021	\$227,866	\$209,532	+8.7%
<b>December 2021</b>	<b>\$231,145</b>	<b>\$230,409</b>	<b>+0.3%</b>
12-Month Avg*	\$235,145	\$205,329	+14.5%

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

## Historical Average Sales Price by Month



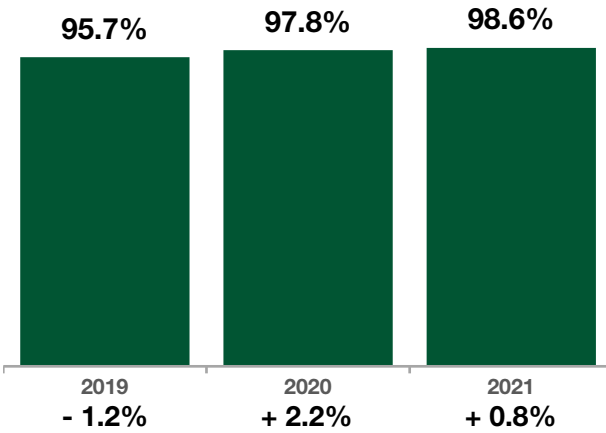


# Percent of List Price Received

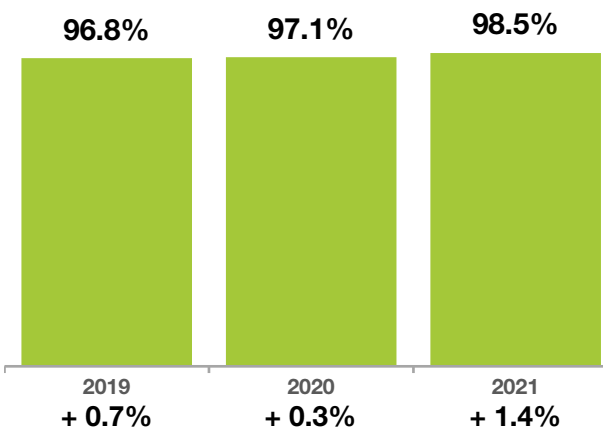
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



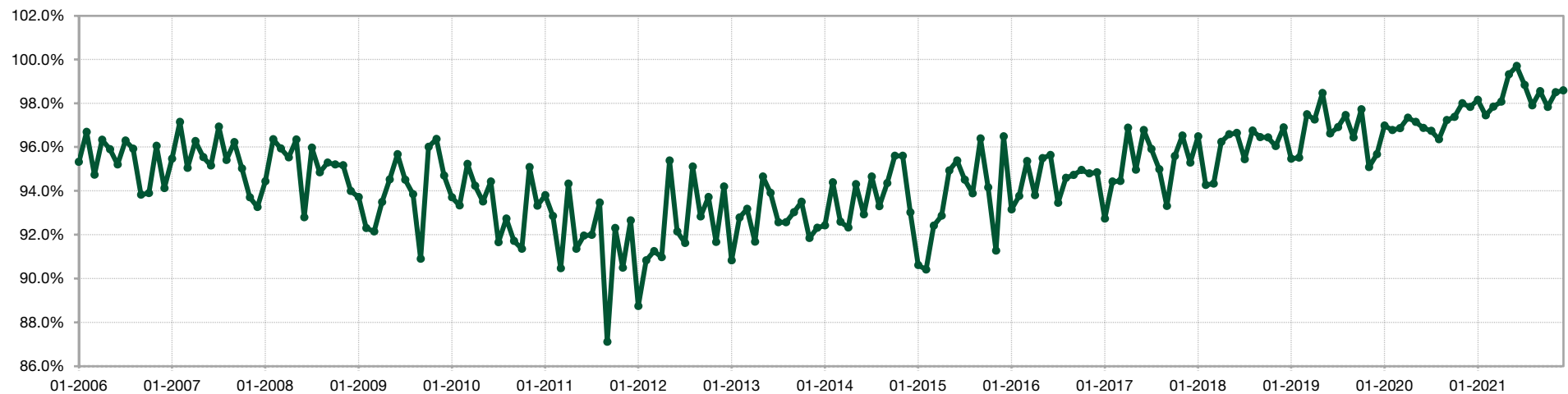
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	98.1%	97.3%	+0.8%
May 2021	99.3%	97.1%	+2.3%
June 2021	99.7%	96.9%	+2.9%
July 2021	98.8%	96.7%	+2.2%
August 2021	97.9%	96.4%	+1.6%
September 2021	98.6%	97.2%	+1.4%
October 2021	97.8%	97.4%	+0.4%
November 2021	98.5%	98.0%	+0.5%
<b>December 2021</b>	<b>98.6%</b>	<b>97.8%</b>	<b>+0.8%</b>
12-Month Avg*	98.5%	97.1%	+1.4%

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

## Historical Percent of List Price Received by Month

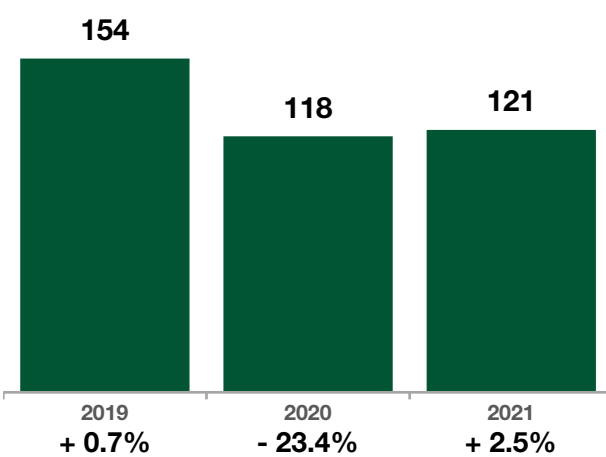


# Housing Affordability Index

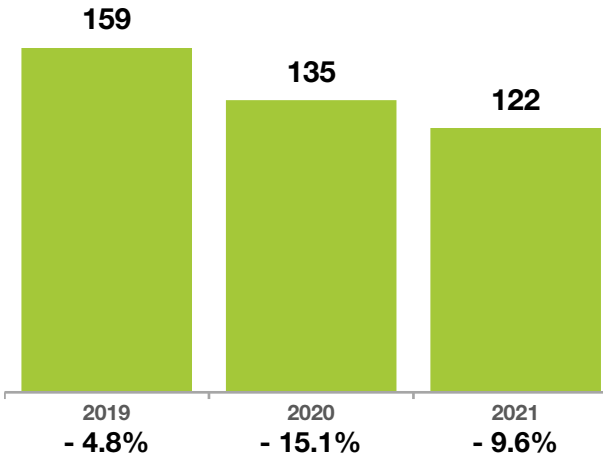
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

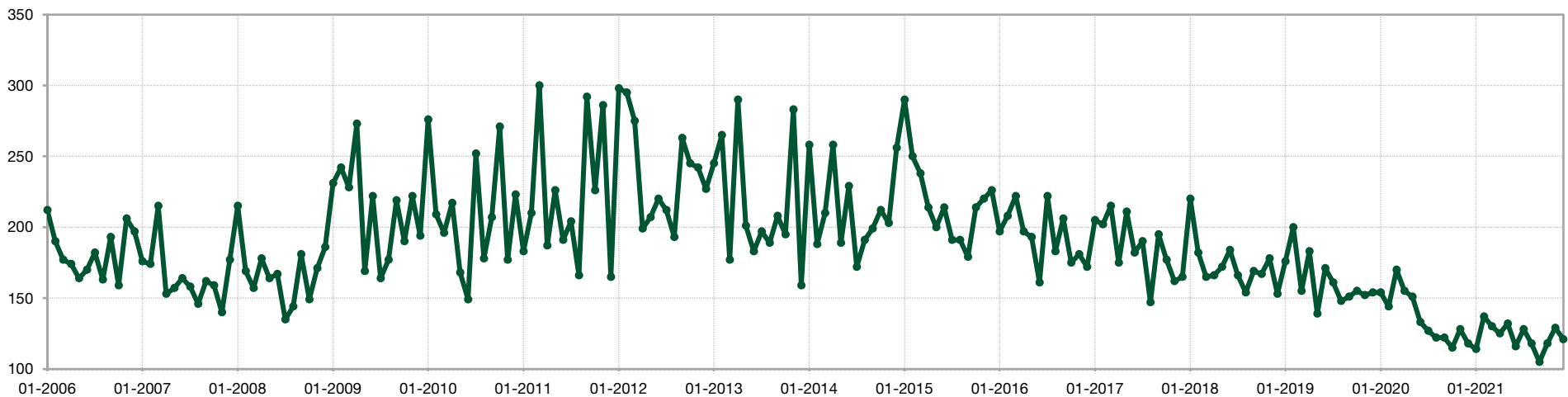


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	118	115	+2.6%
November 2021	129	128	+0.8%
<b>December 2021</b>	<b>121</b>	<b>118</b>	<b>+2.5%</b>
12-Month Avg	123	137	-10.1%

## Historical Housing Affordability Index by Month

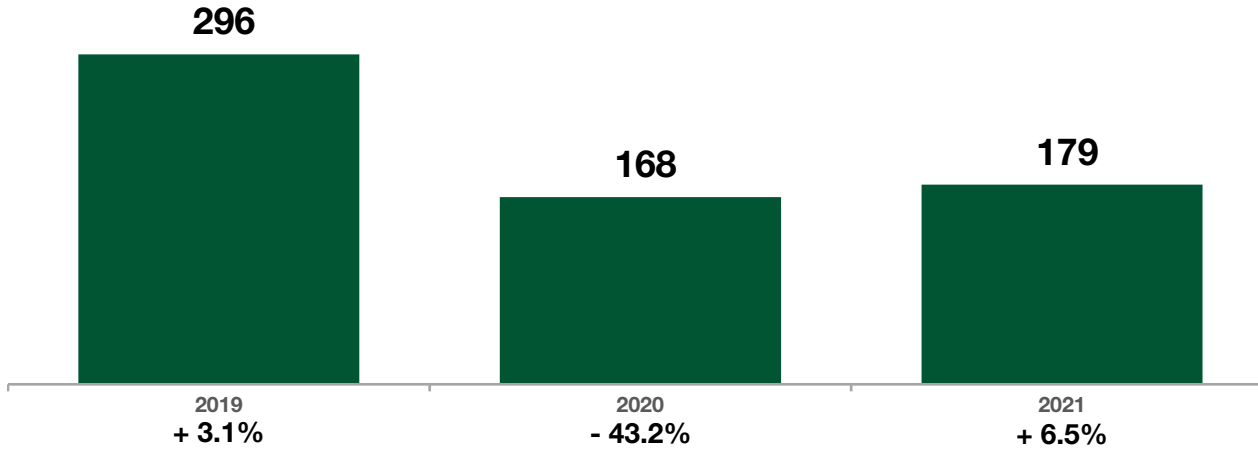


# Inventory of Homes for Sale

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



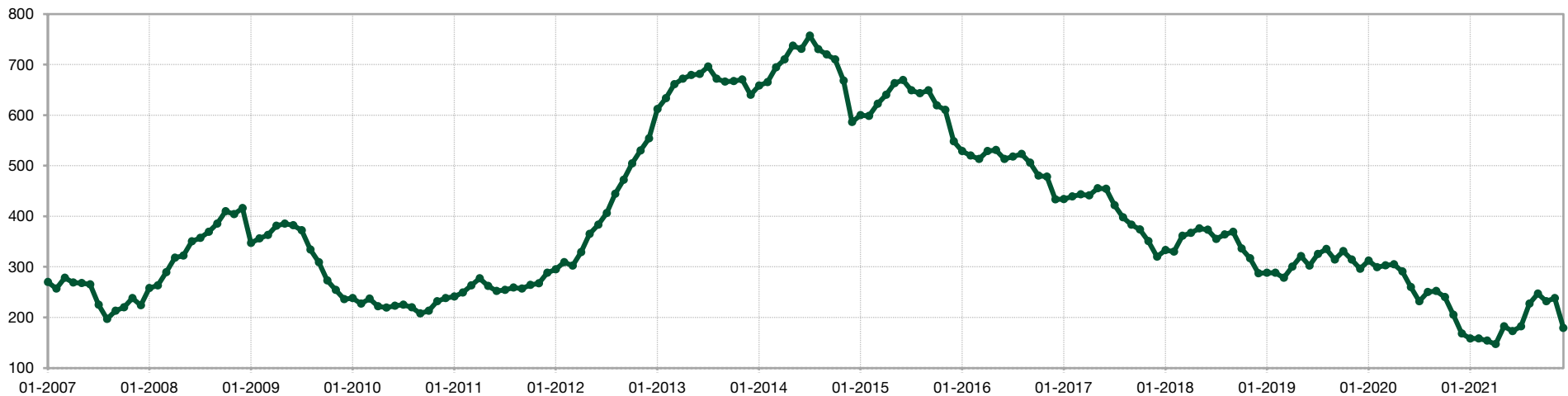
## December



Homes for Sale	Prior Year	Percent Change
January 2021	312	-49.4%
February 2021	299	-47.2%
March 2021	303	-49.2%
April 2021	305	-51.8%
May 2021	291	-37.5%
June 2021	260	-33.5%
July 2021	232	-21.6%
August 2021	250	-9.2%
September 2021	252	-2.0%
October 2021	240	-3.3%
November 2021	205	+16.1%
<b>December 2021</b>	<b>168</b>	<b>+6.5%</b>
12-Month Avg*	190	+1.9%

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

## Historical Inventory of Homes for Sale by Month

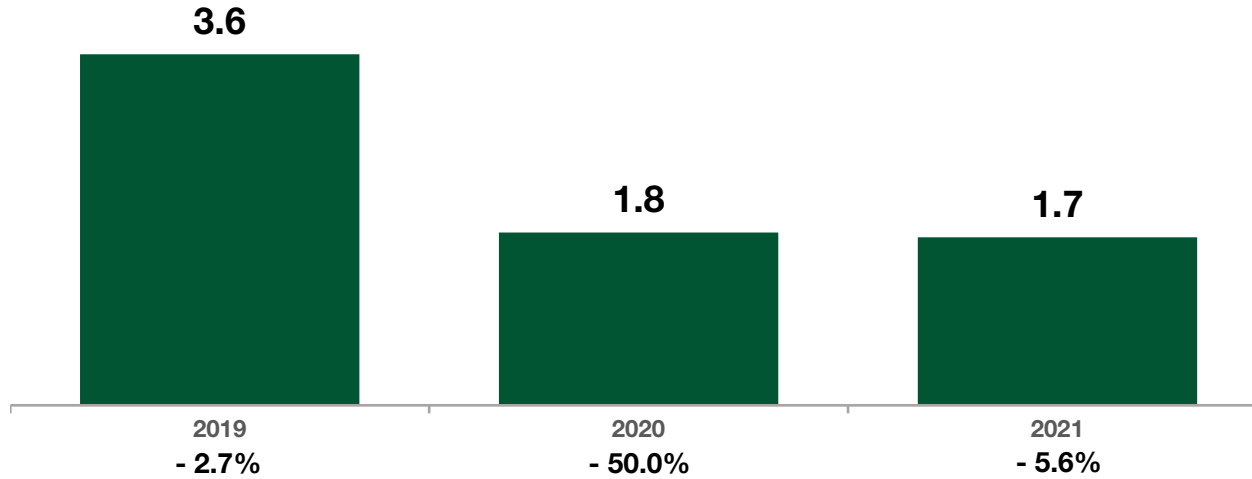


# Months Supply of Inventory

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.



## December



Months Supply		Prior Year	Percent Change
January 2021	1.7	3.7	-54.1%
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	1.9	3.5	-45.7%
June 2021	1.8	3.0	-40.0%
July 2021	1.8	2.7	-33.3%
August 2021	2.3	2.9	-20.7%
September 2021	2.4	2.8	-14.3%
October 2021	2.3	2.6	-11.5%
November 2021	2.3	2.2	+4.5%
<b>December 2021</b>	<b>1.7</b>	<b>1.8</b>	<b>-5.6%</b>
12-Month Avg*	1.9	3.0	-36.7%

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

## Historical Months Supply of Inventory by Month

