

# Monthly Indicators



## January 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings were up 30.9 percent to 106. Pending Sales increased 30.5 percent to 107. Inventory grew 15.1 percent to 183 units.

Prices moved higher as Median Sales Price was up 8.7 percent to \$225,000. Days on Market decreased 16.5 percent to 86 days, the tenth consecutive month of year-over-year declines. Months Supply of Inventory remained flat at 1.7

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

## Quick Facts

<b>- 7.0%</b>	<b>+ 8.7%</b>	<b>0.0%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

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.



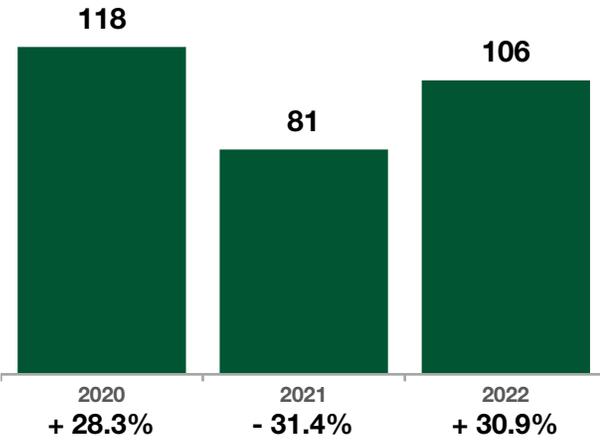
Key Metrics	Historical Sparkbars			01-2021	01-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	01-2020	01-2021	01-2022						
New Listings				81	<b>106</b>	+ 30.9%	81	<b>106</b>	+ 30.9%
Pending Sales				82	<b>107</b>	+ 30.5%	82	<b>107</b>	+ 30.5%
Closed Sales				71	<b>66</b>	- 7.0%	71	<b>66</b>	- 7.0%
Days on Market				103	<b>86</b>	- 16.5%	103	<b>86</b>	- 16.5%
Median Sales Price				\$207,000	<b>\$225,000</b>	+ 8.7%	\$207,000	<b>\$225,000</b>	+ 8.7%
Average Sales Price				\$241,449	<b>\$261,393</b>	+ 8.3%	\$241,449	<b>\$261,393</b>	+ 8.3%
Pct. of List Price Received				98.1%	<b>94.7%</b>	- 3.5%	98.1%	<b>94.7%</b>	- 3.5%
Housing Affordability Index				114	<b>105</b>	- 7.9%	114	<b>105</b>	- 7.9%
Inventory of Homes for Sale				159	<b>183</b>	+ 15.1%	--	--	--
Months Supply of Inventory				1.7	<b>1.7</b>	0.0%	--	--	--

# New Listings

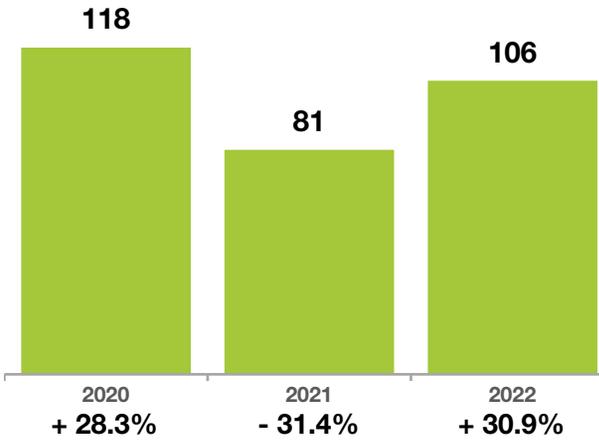
A count of the properties that have been newly listed on the market in a given month.



## January

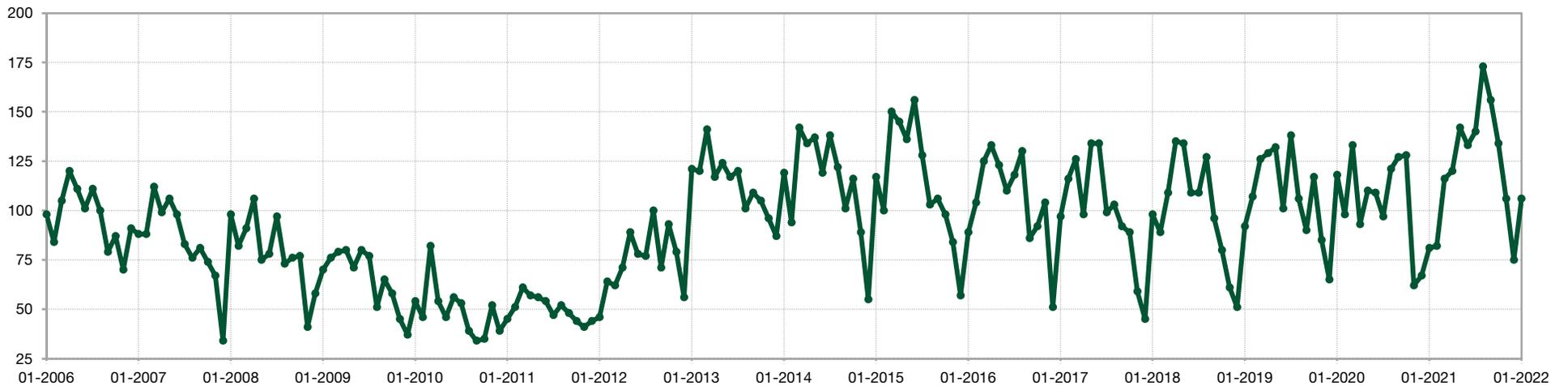


## Year to Date



	New Listings	Prior Year	Percent Change
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	133	109	+22.0%
July 2021	140	97	+44.3%
August 2021	173	121	+43.0%
September 2021	156	127	+22.8%
October 2021	134	128	+4.7%
November 2021	106	62	+71.0%
December 2021	75	67	+11.9%
<b>January 2022</b>	<b>106</b>	<b>81</b>	<b>+30.9%</b>
12-Month Avg	124	102	+21.0%

## Historical New Listings by Month

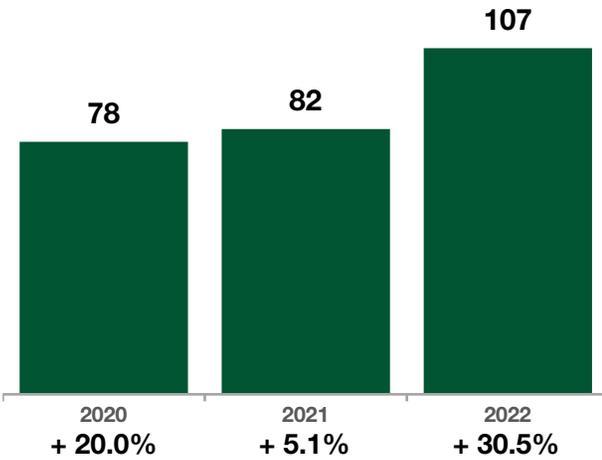


# Pending Sales

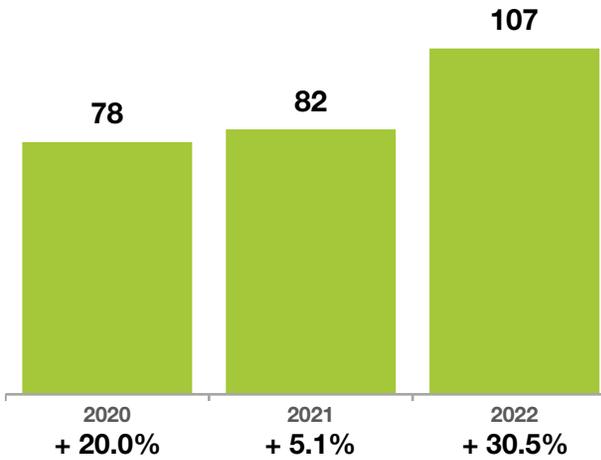
A count of the properties on which offers have been accepted in a given month.



## January

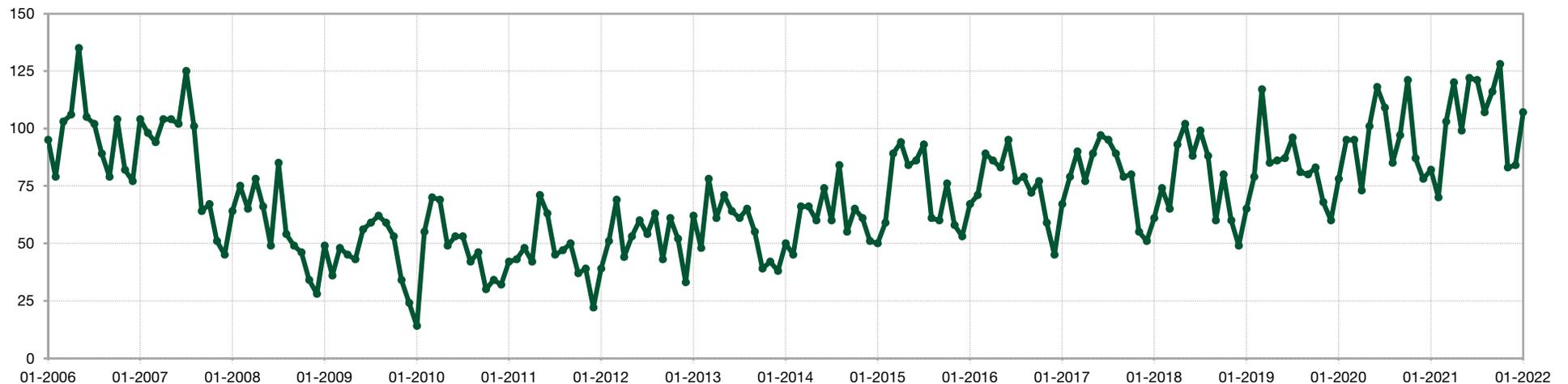


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	121	109	+11.0%
August 2021	107	85	+25.9%
September 2021	116	97	+19.6%
October 2021	128	121	+5.8%
November 2021	83	87	-4.6%
December 2021	84	78	+7.7%
<b>January 2022</b>	<b>107</b>	<b>82</b>	<b>+30.5%</b>
12-Month Avg	105	95	+10.4%

## Historical Pending Sales by Month

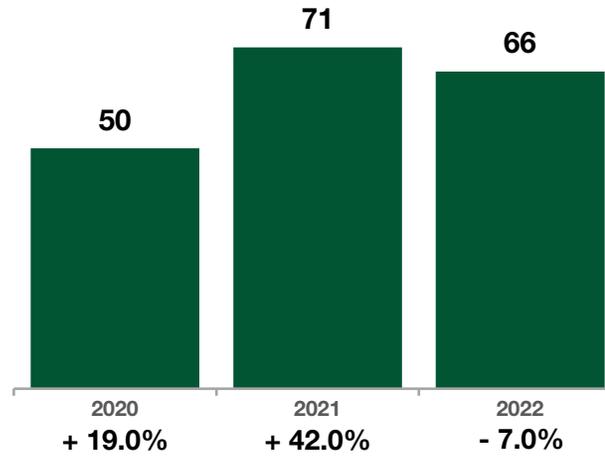


# Closed Sales

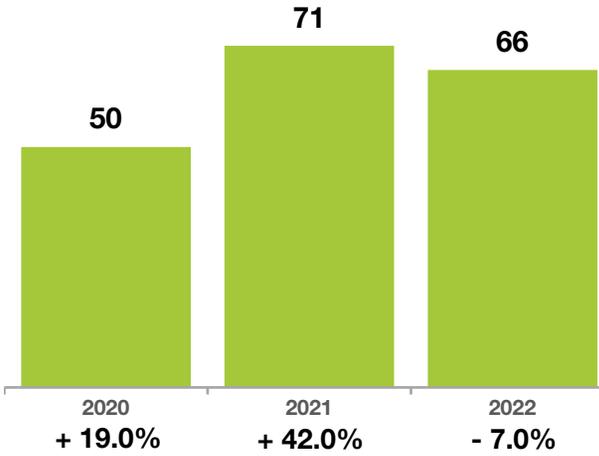
A count of the actual sales that closed in a given month.



## January

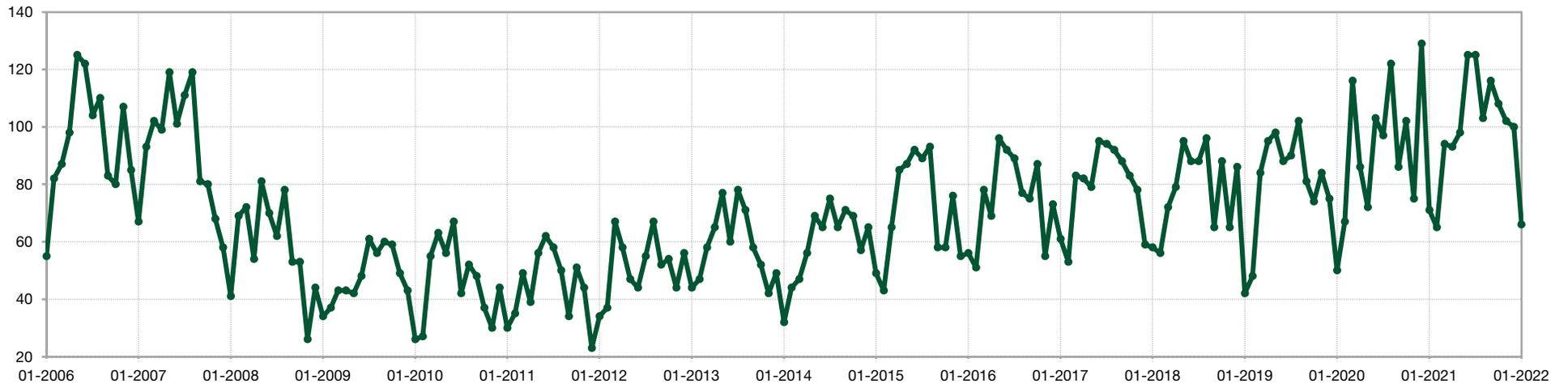


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	103	+21.4%
July 2021	125	97	+28.9%
August 2021	103	122	-15.6%
September 2021	116	86	+34.9%
October 2021	108	102	+5.9%
November 2021	102	75	+36.0%
December 2021	100	129	-22.5%
<b>January 2022</b>	<b>66</b>	<b>71</b>	<b>-7.0%</b>
12-Month Avg	100	94	+6.1%

## Historical Closed Sales by Month

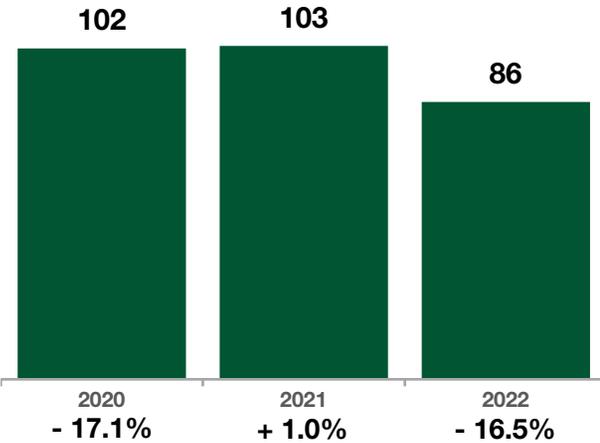


# Days on Market Until Sale

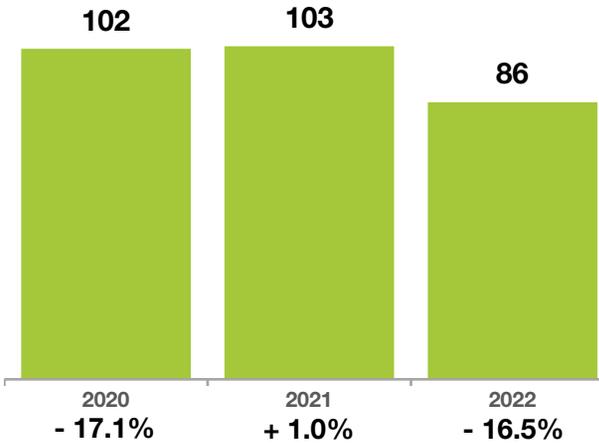
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



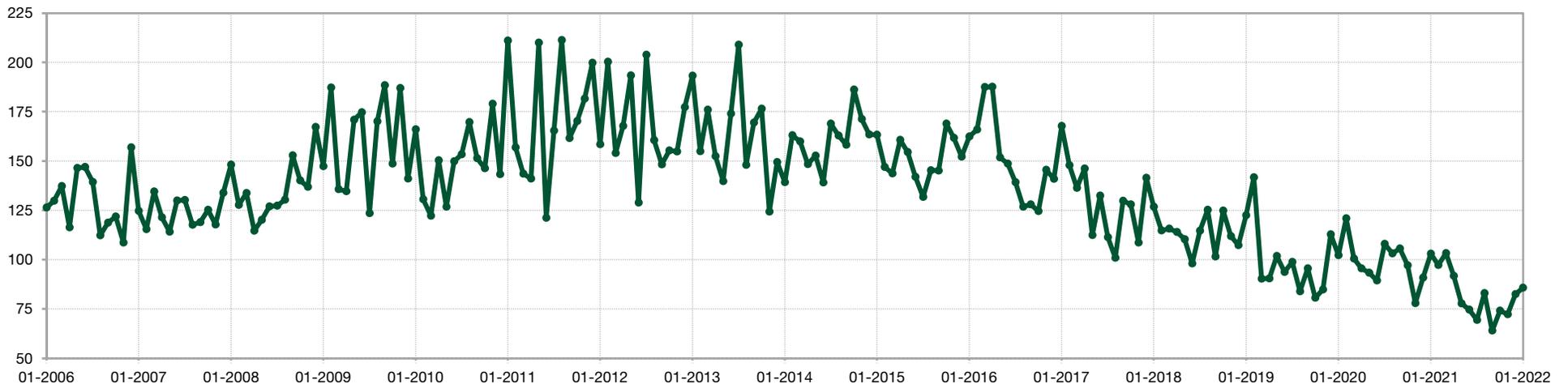
## Year to Date



	Days on Market	Prior Year	Percent Change
February 2021	97	121	-19.8%
March 2021	103	100	+3.0%
April 2021	92	96	-4.2%
May 2021	78	93	-16.1%
June 2021	75	89	-15.7%
July 2021	69	108	-36.1%
August 2021	83	103	-19.4%
September 2021	64	106	-39.6%
October 2021	74	97	-23.7%
November 2021	72	78	-7.7%
December 2021	82	91	-9.9%
<b>January 2022</b>	<b>86</b>	<b>103</b>	<b>-16.5%</b>
12-Month Avg*	80	98	-18.4%

\* Average Days on Market of all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

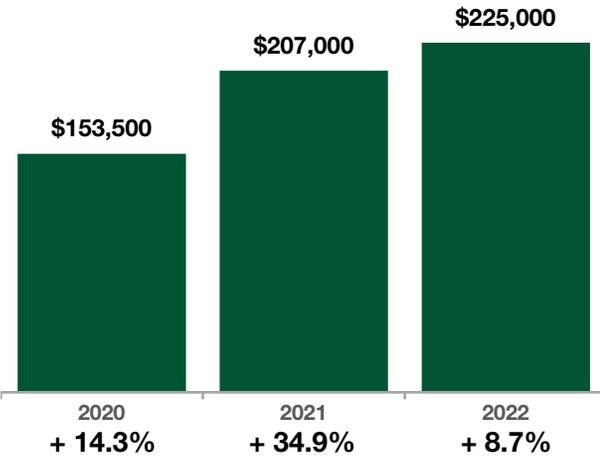


# Median Sales Price

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



## January



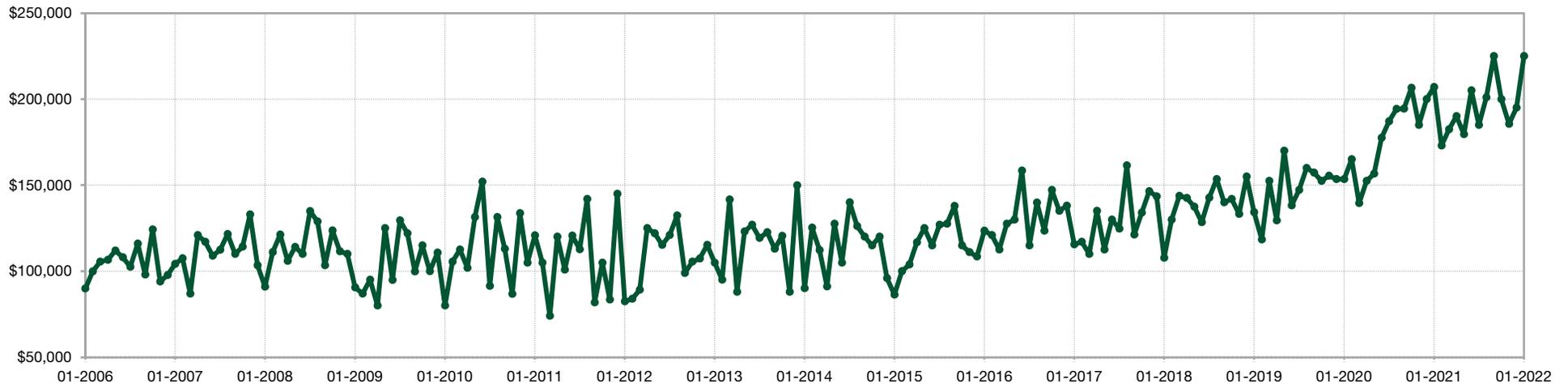
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$177,500	+15.5%
July 2021	\$184,950	\$187,000	-1.1%
August 2021	\$201,000	\$194,200	+3.5%
September 2021	\$225,000	\$194,450	+15.7%
October 2021	\$200,000	\$206,488	-3.1%
November 2021	\$185,500	\$185,000	+0.3%
December 2021	\$195,000	\$200,000	-2.5%
<b>January 2022</b>	<b>\$225,000</b>	<b>\$207,000</b>	<b>+8.7%</b>
12-Month Med*	\$194,250	\$180,000	+7.9%

\* Median Sales Price of all properties from February 2021 through January 2022. This is not the median of the individual figures above.

## Historical Median Sales Price by Month

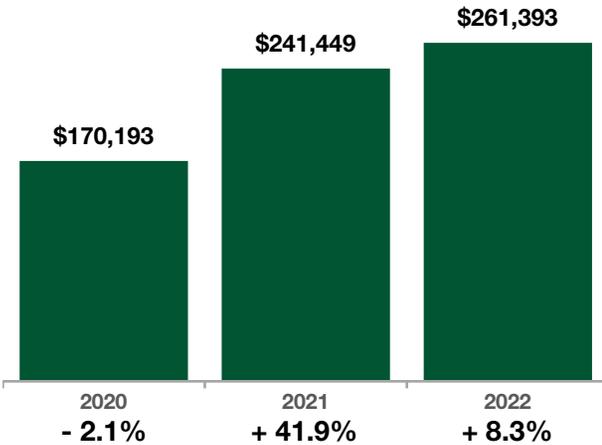


# Average Sales Price

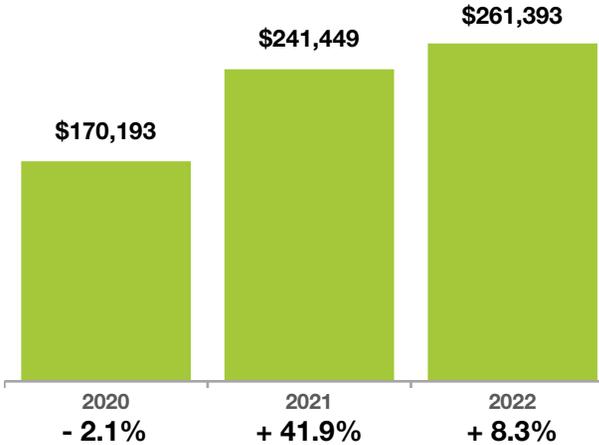
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



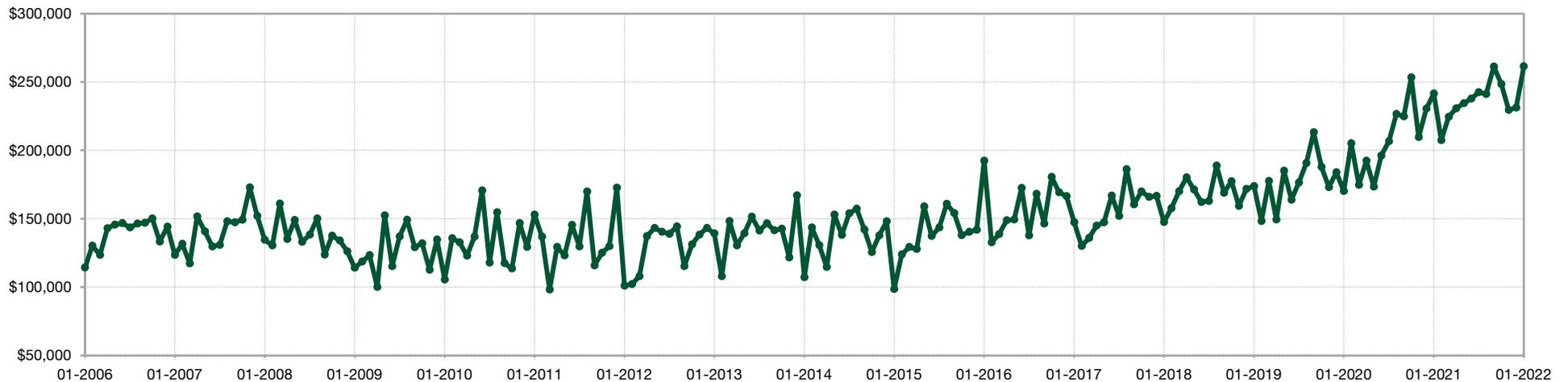
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$195,981	+21.3%
July 2021	\$242,458	\$206,603	+17.4%
August 2021	\$241,111	\$226,522	+6.4%
September 2021	\$261,242	\$224,789	+16.2%
October 2021	\$248,356	\$253,255	-1.9%
November 2021	\$229,475	\$209,532	+9.5%
December 2021	\$231,145	\$230,409	+0.3%
<b>January 2022</b>	<b>\$261,393</b>	<b>\$241,449</b>	<b>+8.3%</b>
12-Month Avg*	\$237,479	\$211,172	+12.5%

\* Avg. Sales Price of all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

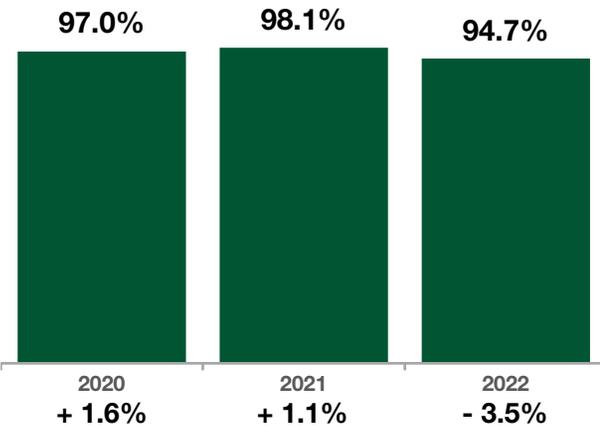


# Percent of List Price Received

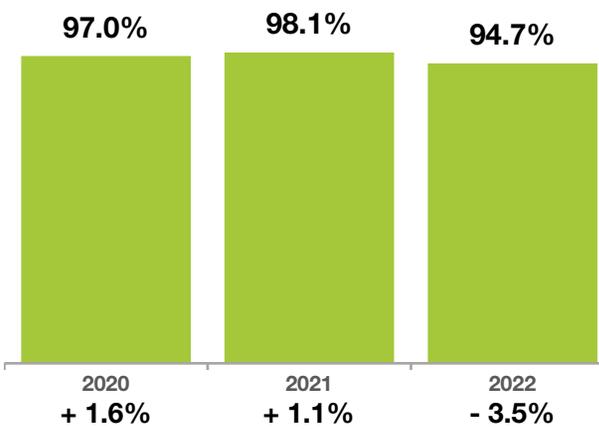
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



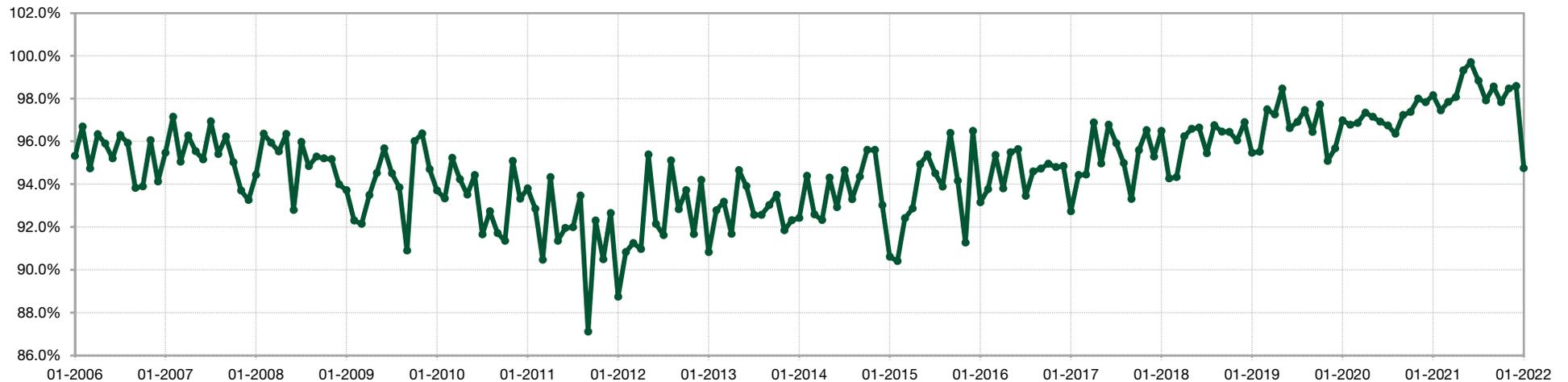
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
December 2021	98.6%	97.8%	+0.8%
<b>January 2022</b>	<b>94.7%</b>	<b>98.1%</b>	<b>-3.5%</b>
12-Month Avg*	98.3%	97.2%	+1.1%

\* Average Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



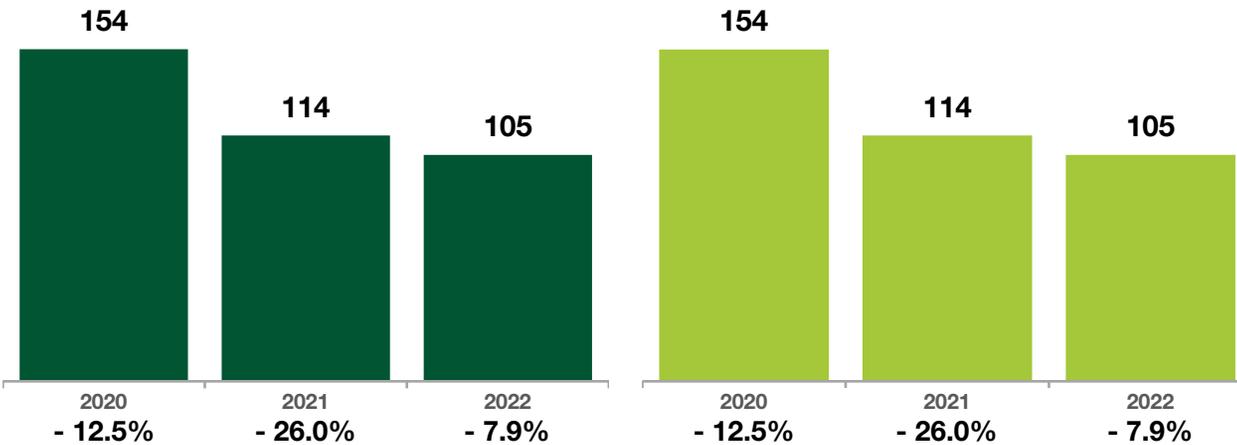
# Housing Affordability Index



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.

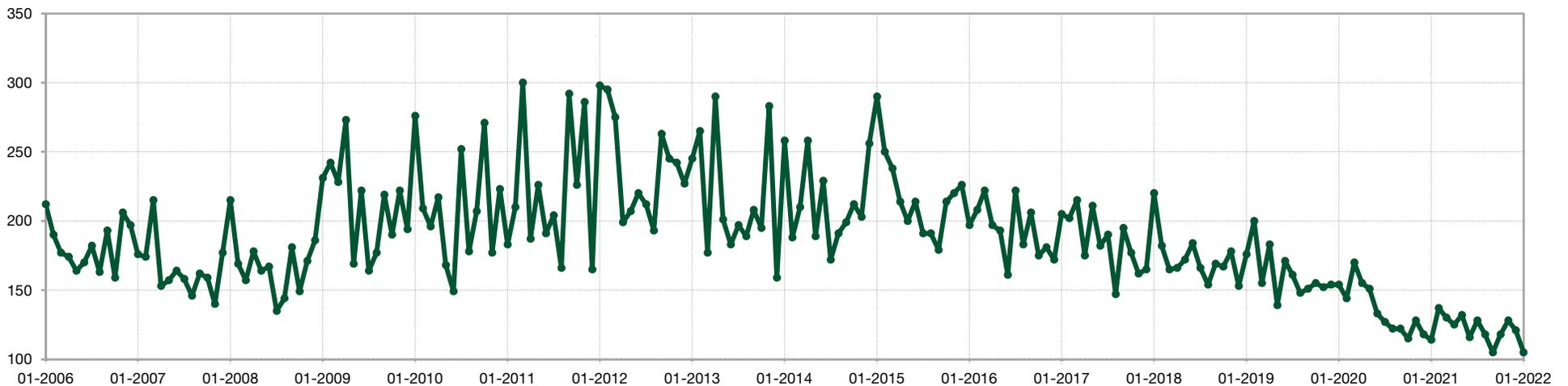
## January

## Year to Date



	Affordability Index	Prior Year	Percent Change
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	128	128	0.0%
December 2021	121	118	+2.5%
<b>January 2022</b>	<b>105</b>	<b>114</b>	<b>-7.9%</b>
12-Month Avg	122	133	-8.5%

## Historical Housing Affordability Index by Month

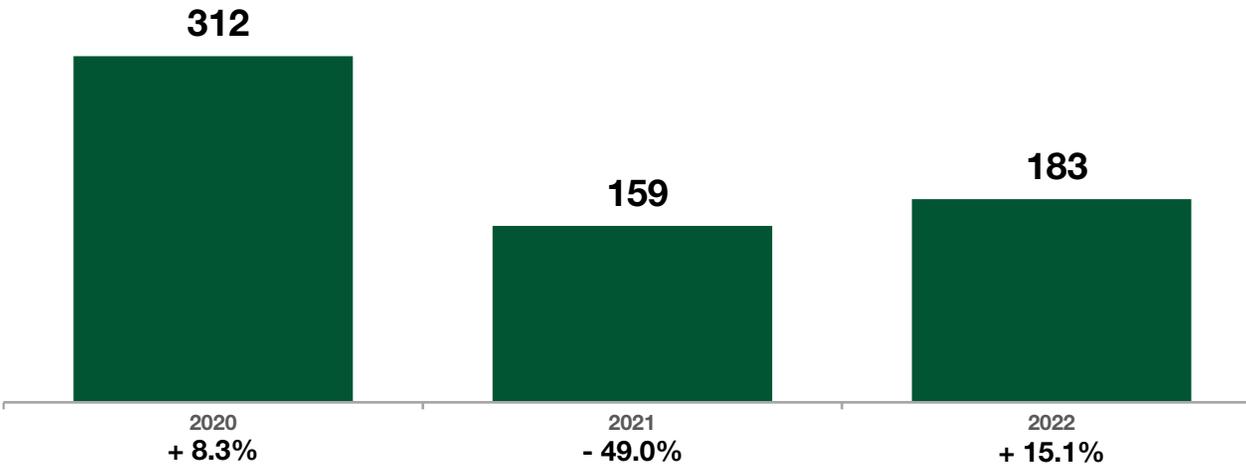


# Inventory of Homes for Sale

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



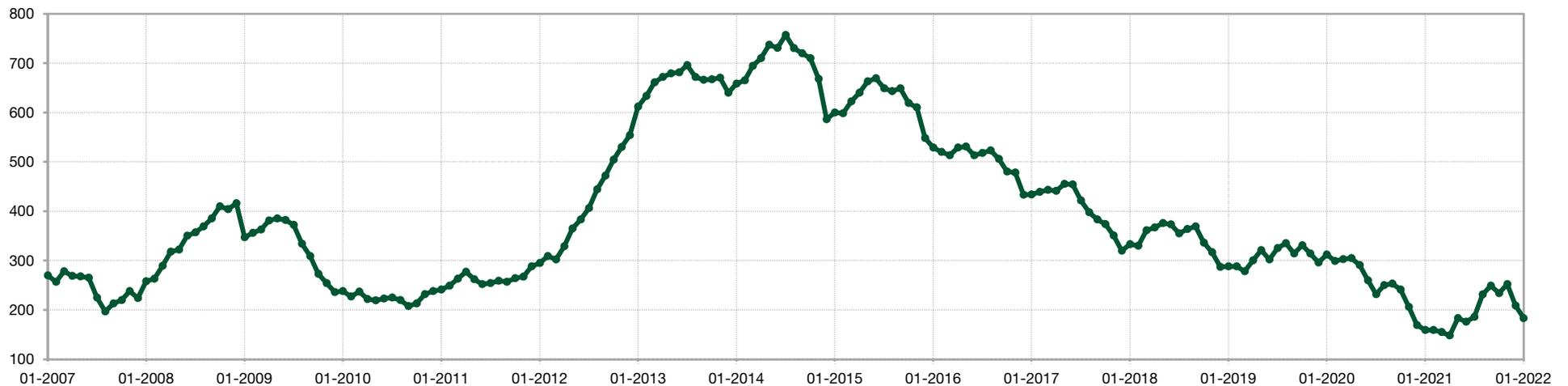
## January



Homes for Sale	Prior Year	Percent Change
February 2021	299	-46.8%
March 2021	303	-48.8%
April 2021	305	-51.5%
May 2021	291	-37.1%
June 2021	260	-32.3%
July 2021	232	-19.8%
August 2021	250	-7.6%
September 2021	253	-1.6%
October 2021	241	-2.9%
November 2021	206	+22.3%
December 2021	169	+23.7%
<b>January 2022</b>	<b>159</b>	<b>+15.1%</b>
12-Month Avg*	197	+20.1%

\* Homes for Sale for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

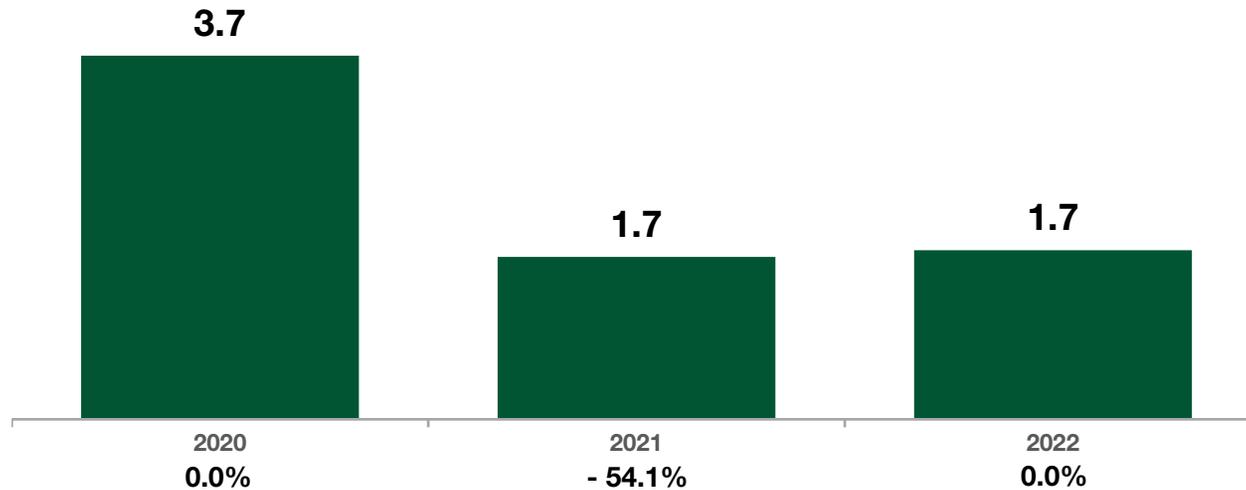


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Percent Change
February 2021	1.7	3.5	-51.4%
March 2021	1.7	3.7	-54.1%
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	1.9	2.7	-29.6%
August 2021	2.3	2.9	-20.7%
September 2021	2.4	2.9	-17.2%
October 2021	2.3	2.6	-11.5%
November 2021	2.5	2.2	+13.6%
December 2021	2.0	1.8	+11.1%
<b>January 2022</b>	<b>1.7</b>	<b>1.7</b>	<b>0.0%</b>
12-Month Avg*	2.0	2.8	-28.6%

\* Months Supply for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

