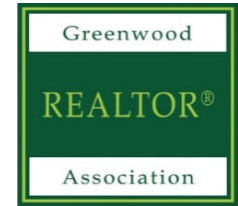


# Monthly Indicators



## February 2022

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed-rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

New Listings were up 12.2 percent to 92. Pending Sales increased 48.6 percent to 104. Inventory grew 13.2 percent to 180 units.

Prices moved higher as Median Sales Price was up 11.3 percent to \$192,500. Days on Market decreased 4.1 percent to 93 days. Months Supply of Inventory remained flat at 1.7 months.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

## Quick Facts

<b>+ 46.2%</b>	<b>+ 11.3%</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.

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

# Market Overview

Key market metrics for the current month and year-to-date figures.



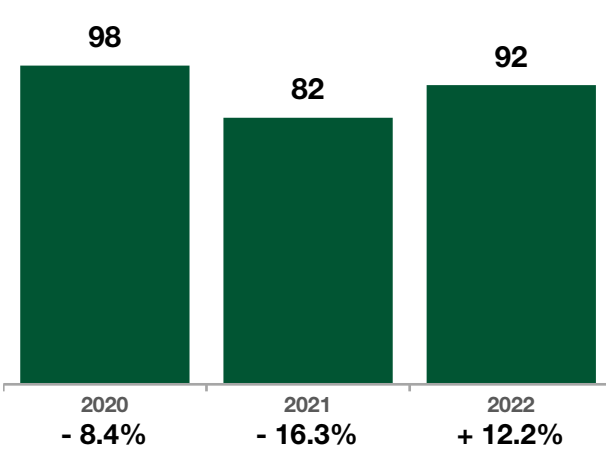
Key Metrics	Historical Sparkbars			02-2021	02-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	02-2020	02-2021	02-2022						
New Listings				82	<b>92</b>	+ 12.2%	163	<b>207</b>	+ 27.0%
Pending Sales				70	<b>104</b>	+ 48.6%	152	<b>206</b>	+ 35.5%
Closed Sales				65	<b>95</b>	+ 46.2%	136	<b>164</b>	+ 20.6%
Days on Market				97	<b>93</b>	- 4.1%	100	<b>90</b>	- 10.0%
Median Sales Price				\$173,000	<b>\$192,500</b>	+ 11.3%	\$192,750	<b>\$201,900</b>	+ 4.7%
Average Sales Price				\$207,355	<b>\$228,712</b>	+ 10.3%	\$225,154	<b>\$242,053</b>	+ 7.5%
Pct. of List Price Received				97.4%	<b>98.4%</b>	+ 1.0%	97.8%	<b>97.0%</b>	- 0.8%
Housing Affordability Index				137	<b>123</b>	- 10.2%	123	<b>117</b>	- 4.9%
Inventory of Homes for Sale				159	<b>180</b>	+ 13.2%	--	<b>--</b>	--
Months Supply of Inventory				1.7	<b>1.7</b>	0.0%	--	<b>--</b>	--

# New Listings

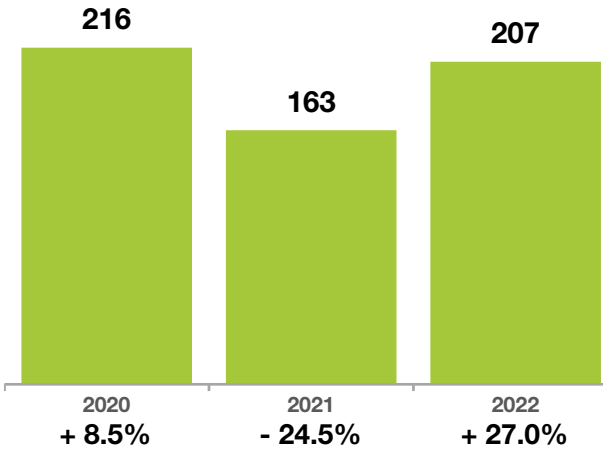
A count of the properties that have been newly listed on the market in a given month.



## February

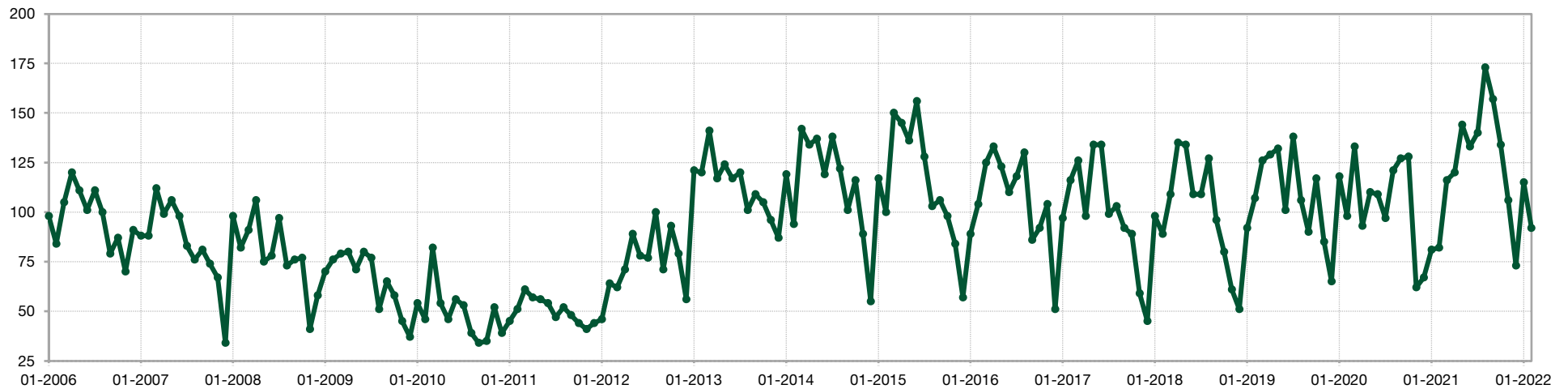


## Year to Date



	New Listings	Prior Year	Percent Change
March 2021	116	133	-12.8%
April 2021	120	93	+29.0%
May 2021	144	110	+30.9%
June 2021	133	109	+22.0%
July 2021	140	97	+44.3%
August 2021	173	121	+43.0%
September 2021	157	127	+23.6%
October 2021	134	128	+4.7%
November 2021	106	62	+71.0%
December 2021	73	67	+9.0%
January 2022	115	81	+42.0%
<b>February 2022</b>	<b>92</b>	<b>82</b>	<b>+12.2%</b>
12-Month Avg	125	101	+24.0%

## Historical New Listings by Month

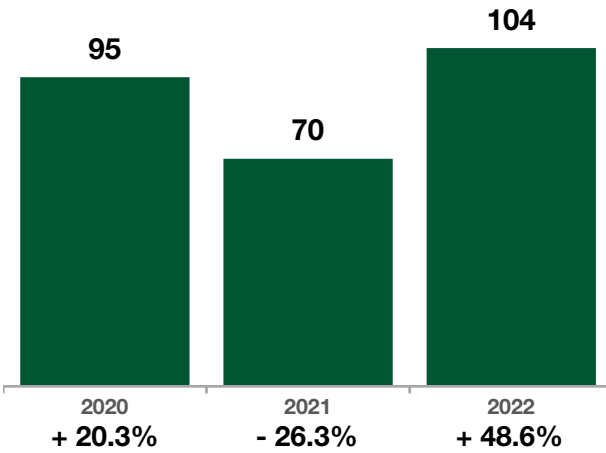


# Pending Sales

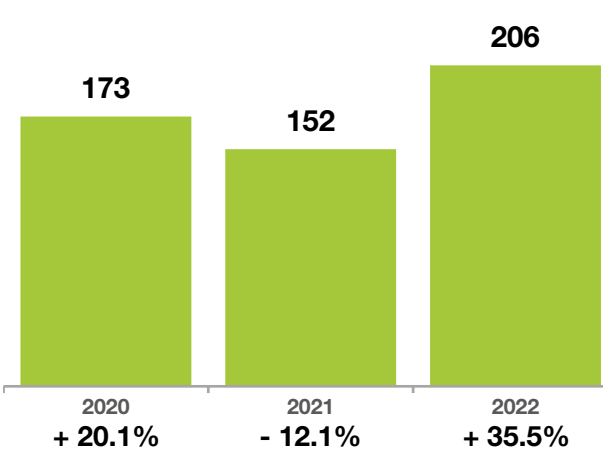
A count of the properties on which offers have been accepted in a given month.



## February

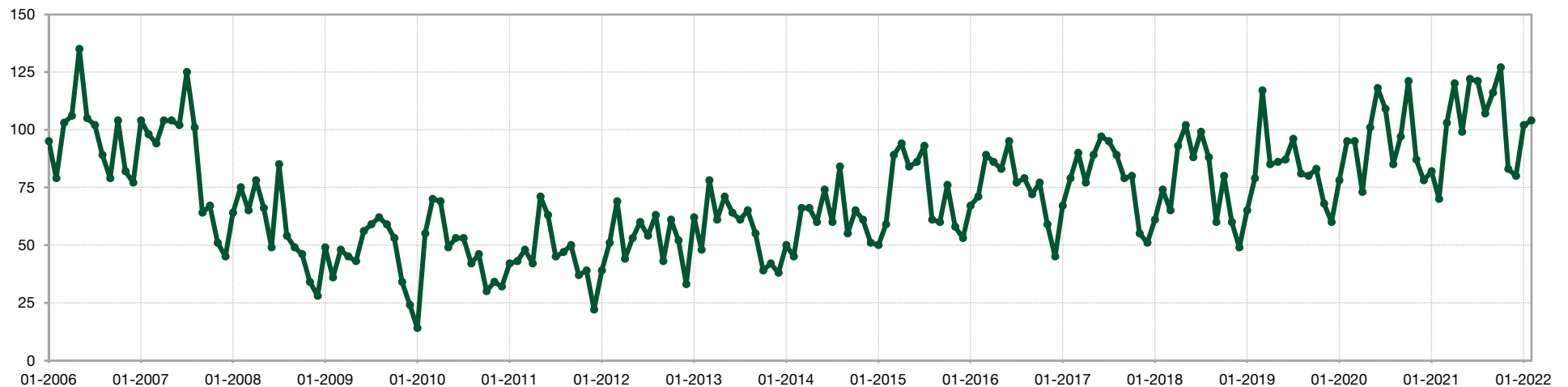


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	127	121	+5.0%
November 2021	83	87	-4.6%
December 2021	80	78	+2.6%
January 2022	102	82	+24.4%
<b>February 2022</b>	<b>104</b>	<b>70</b>	<b>+48.6%</b>
12-Month Avg	107	93	+15.1%

## Historical Pending Sales by Month

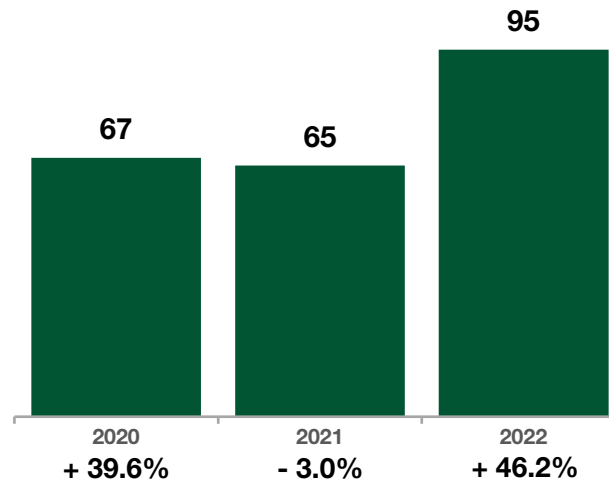


# Closed Sales

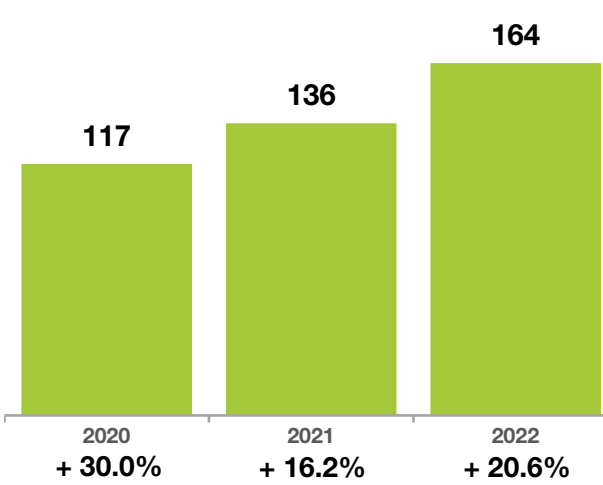
A count of the actual sales that closed in a given month.



## February

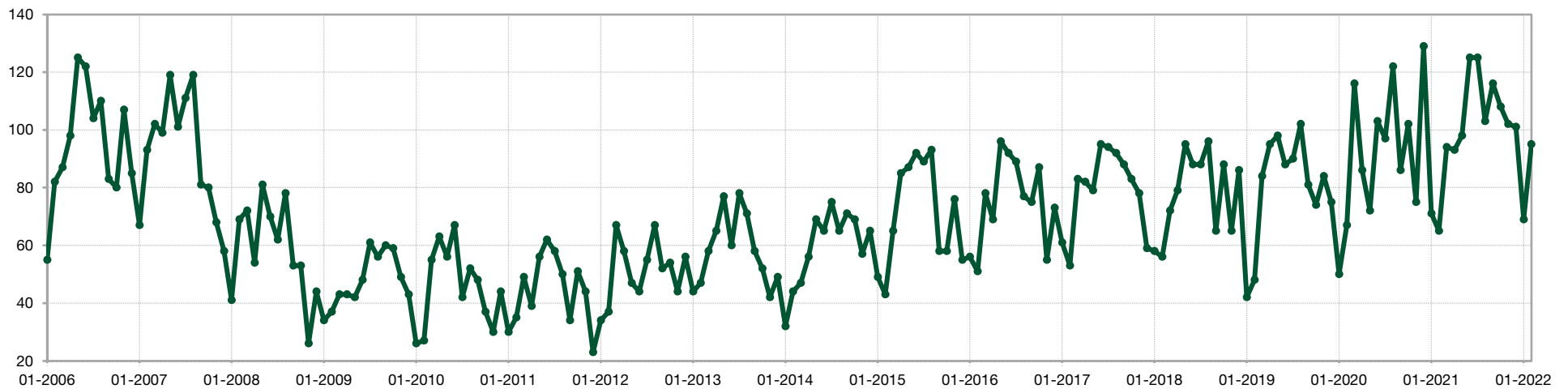


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	101	129	-21.7%
January 2022	69	71	-2.8%
<b>February 2022</b>	<b>95</b>	<b>65</b>	<b>+46.2%</b>
12-Month Avg	102	94	+9.0%

## Historical Closed Sales by Month

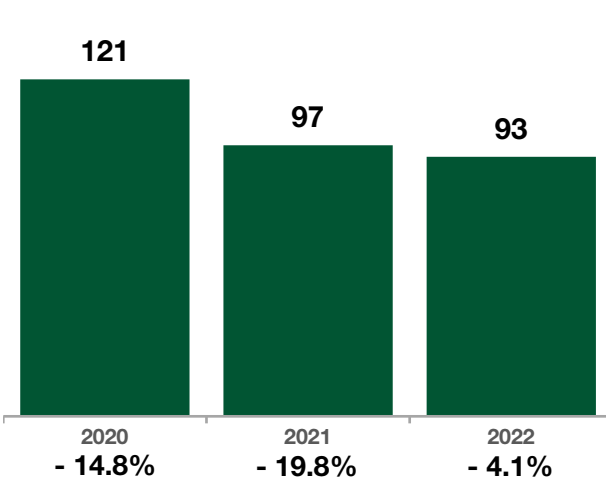


# Days on Market Until Sale

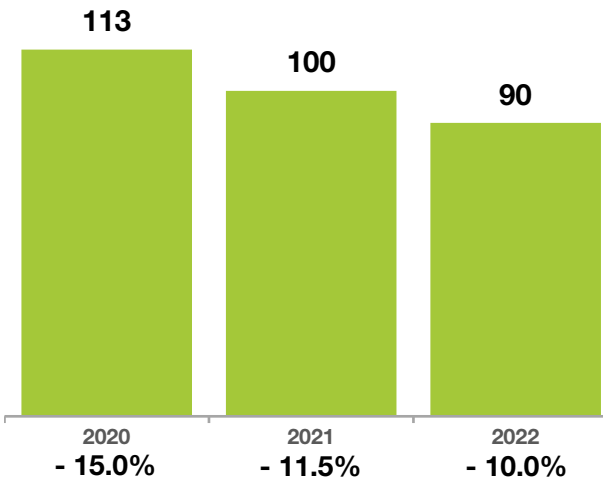
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



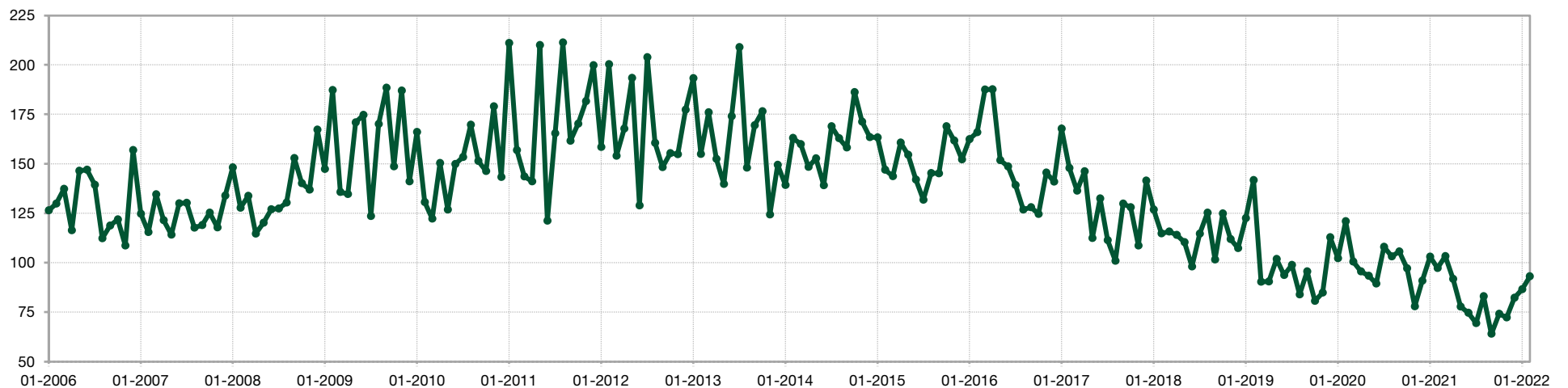
## Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
January 2022	87	103	-15.5%
<b>February 2022</b>	<b>93</b>	<b>97</b>	<b>-4.1%</b>
12-Month Avg*	80	97	-17.5%

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

## Historical Days on Market Until Sale by Month

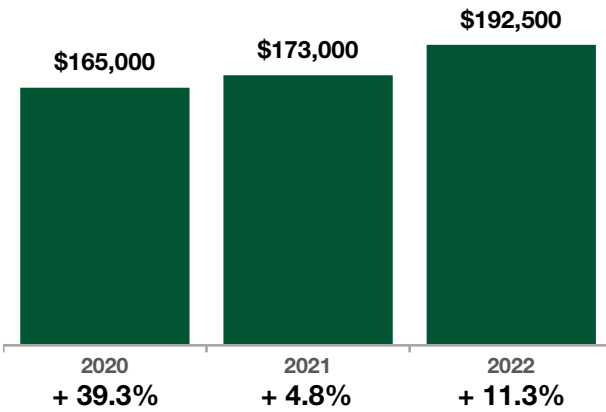


# Median Sales Price

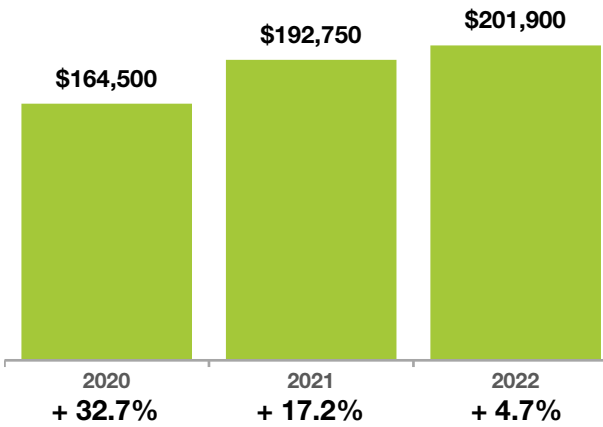
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



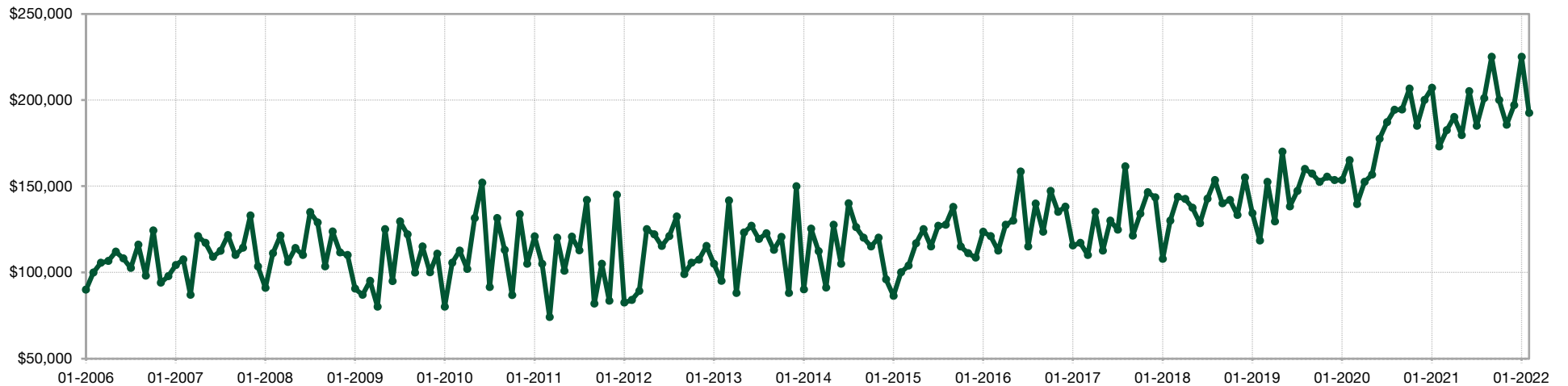
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$197,000	\$200,000	-1.5%
January 2022	\$225,000	\$207,000	+8.7%
<b>February 2022</b>	<b>\$192,500</b>	<b>\$173,000</b>	<b>+11.3%</b>
12-Month Med*	\$195,000	\$181,000	+7.7%

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

## Historical Median Sales Price by Month

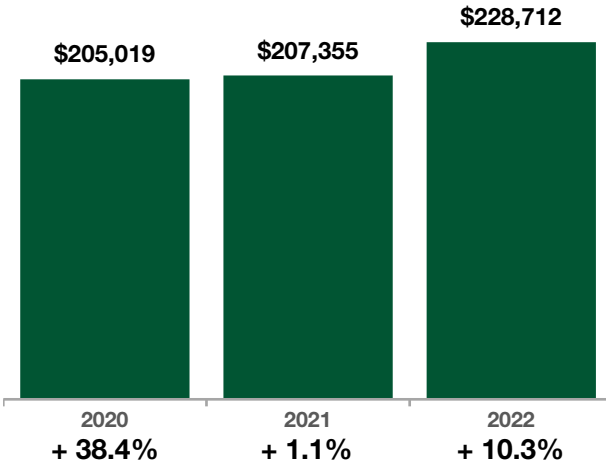


# Average Sales Price

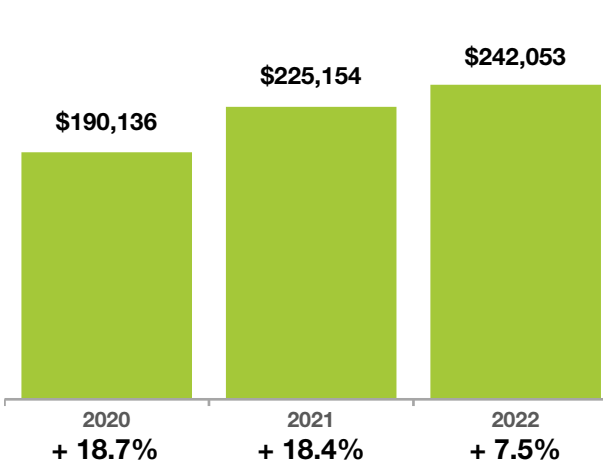
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



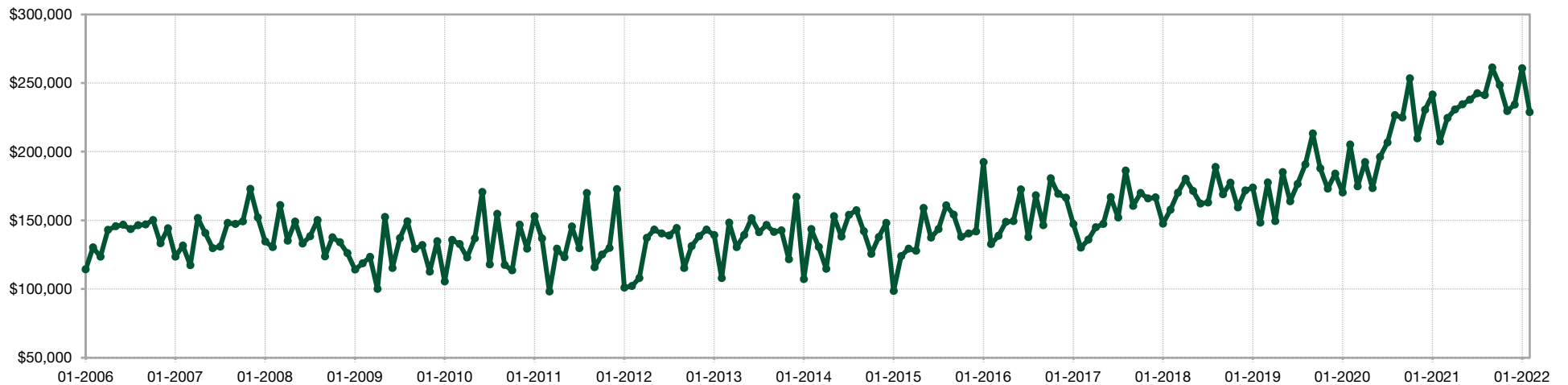
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$234,084	\$230,409	+1.6%
January 2022	\$260,690	\$241,449	+8.0%
<b>February 2022</b>	<b>\$228,712</b>	<b>\$207,355</b>	<b>+10.3%</b>
12-Month Avg*	\$239,445	\$212,082	+12.9%

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

## Historical Average Sales Price by Month



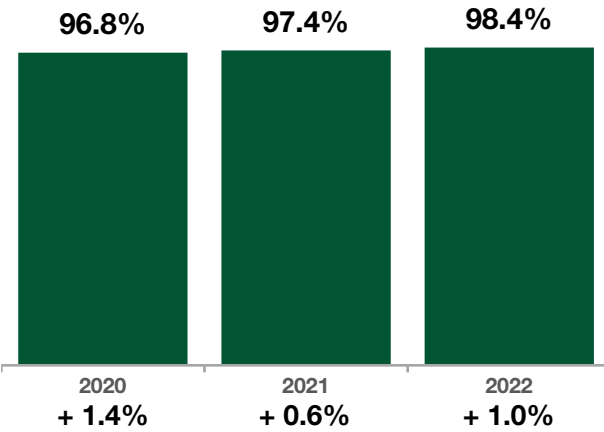


# Percent of List Price Received

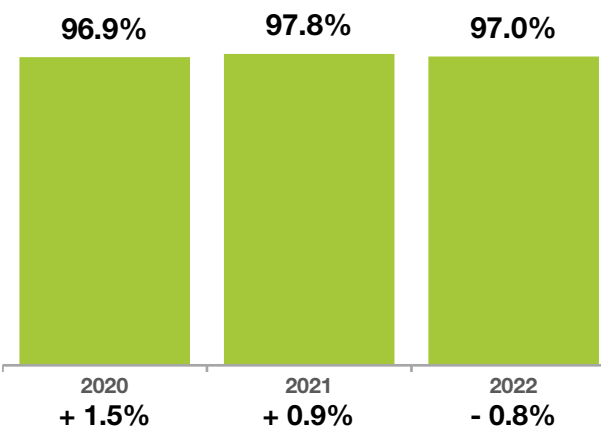
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



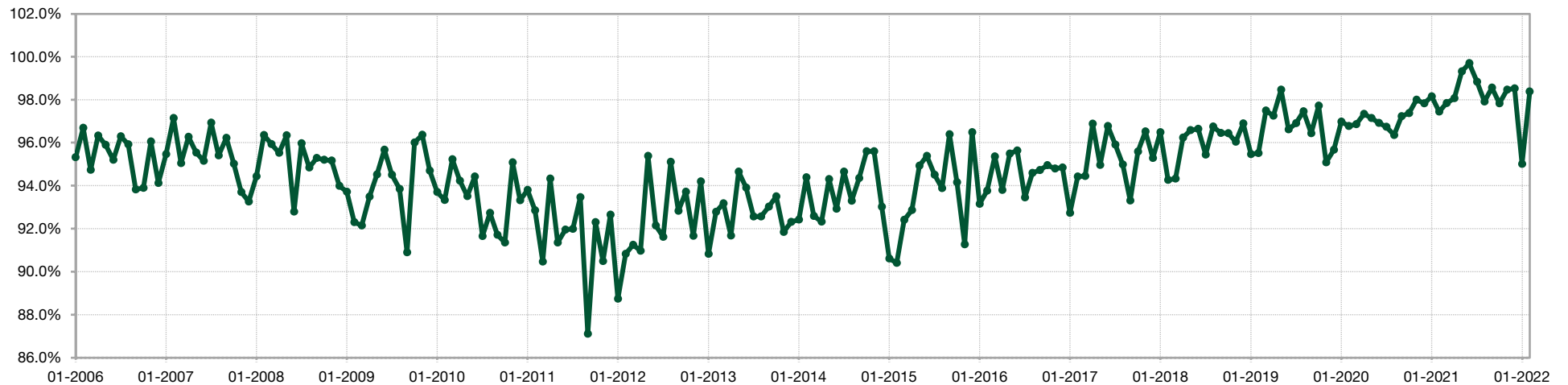
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	98.5%	97.8%	+0.7%
January 2022	95.0%	98.1%	-3.2%
<b>February 2022</b>	<b>98.4%</b>	<b>97.4%</b>	<b>+1.0%</b>
12-Month Avg*	98.3%	97.2%	+1.1%

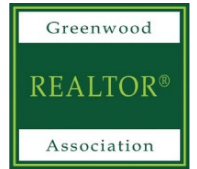
\* Average Pct. of List Price Received for all properties from March 2021 through February 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

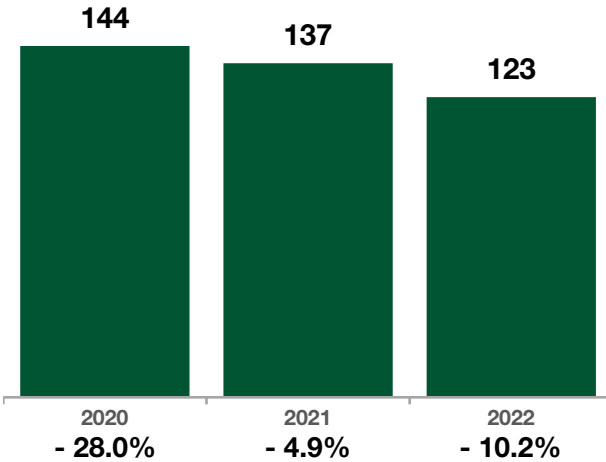


# Housing Affordability Index

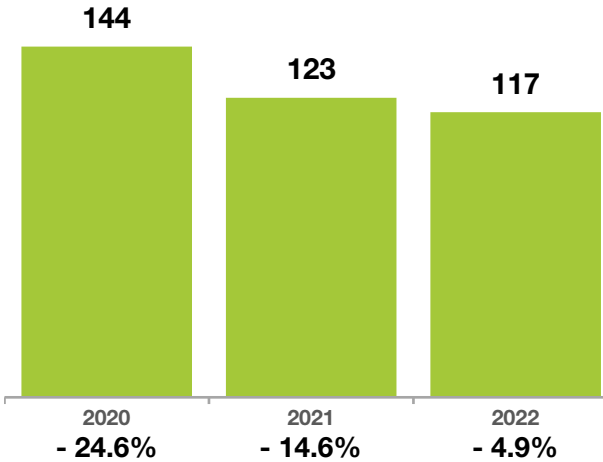
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

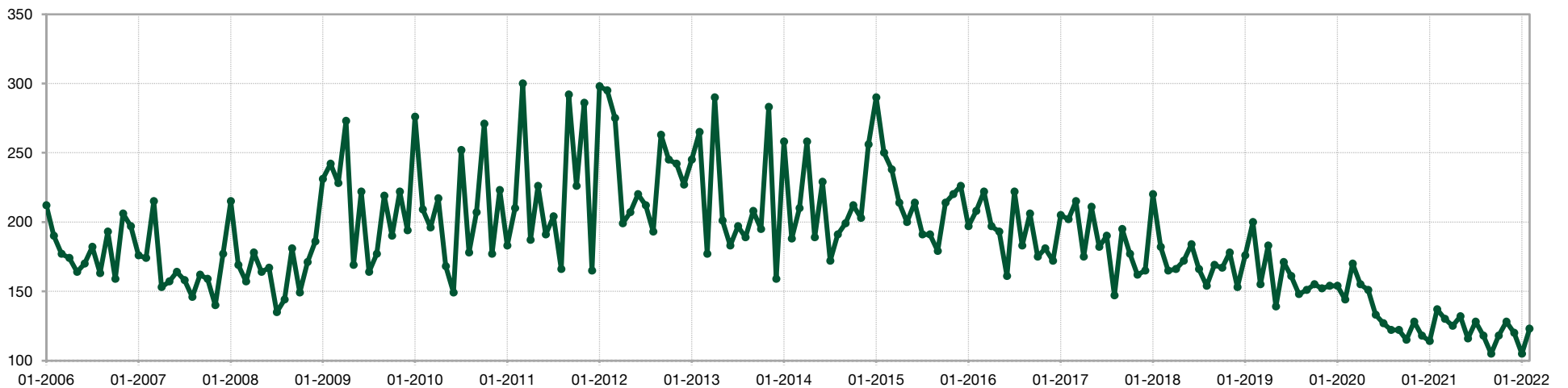


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	120	118	+1.7%
January 2022	105	114	-7.9%
<b>February 2022</b>	<b>123</b>	<b>137</b>	<b>-10.2%</b>
12-Month Avg	121	133	-9.0%

## Historical Housing Affordability Index by Month

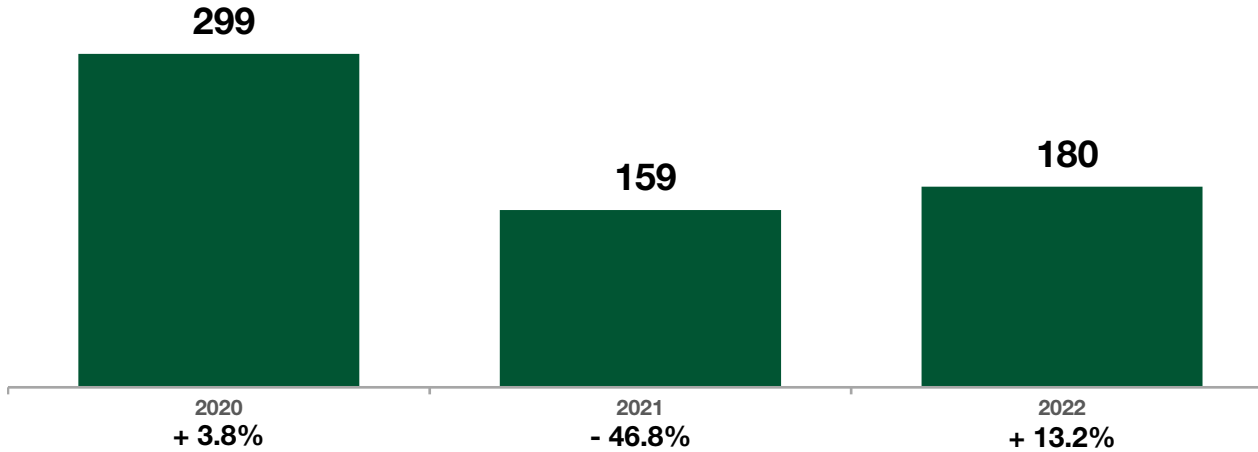


# Inventory of Homes for Sale

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



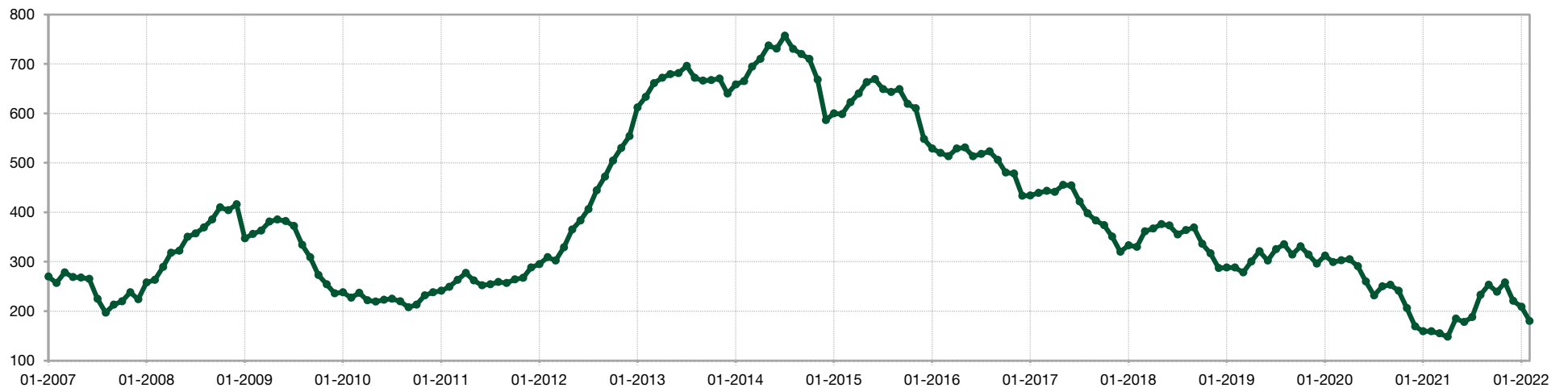
## February



Homes for Sale	Prior Year	Percent Change
March 2021	303	-48.8%
April 2021	305	-51.5%
May 2021	291	-36.4%
June 2021	260	-31.5%
July 2021	232	-19.0%
August 2021	250	-6.8%
September 2021	253	0.0%
October 2021	241	-0.8%
November 2021	206	+25.2%
December 2021	169	+30.8%
January 2022	159	+31.4%
<b>February 2022</b>	<b>159</b>	<b>+13.2%</b>
12-Month Avg*	204	-13.6%

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

## Historical Inventory of Homes for Sale by Month

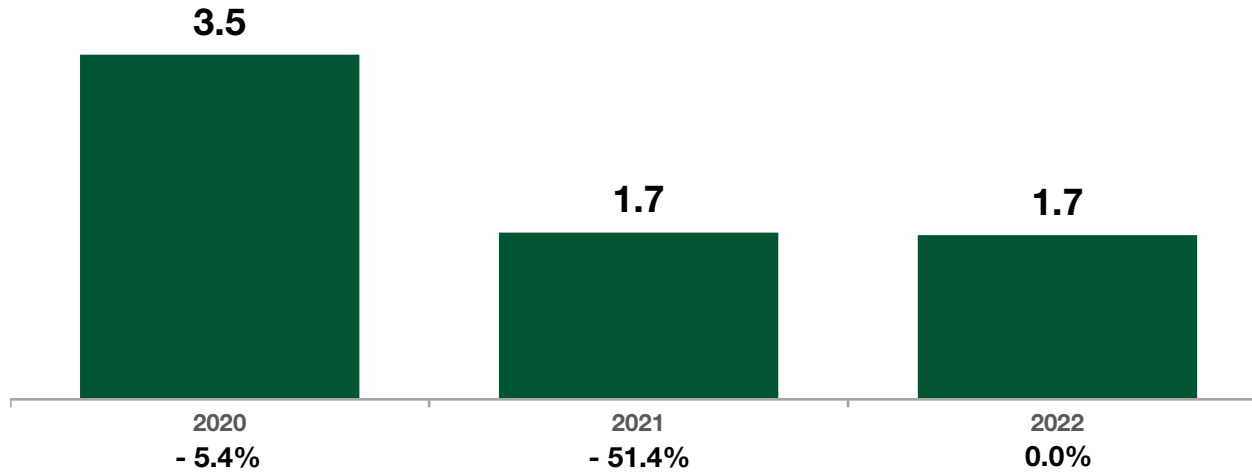


# Months Supply of Inventory

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.



## February



Months Supply		Prior Year	Percent Change
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	2.5	2.9	-13.8%
October 2021	2.3	2.6	-11.5%
November 2021	2.5	2.2	+13.6%
December 2021	2.2	1.8	+22.2%
January 2022	2.0	1.7	+17.6%
<b>February 2022</b>	<b>1.7</b>	<b>1.7</b>	<b>0.0%</b>
12-Month Avg*	2.0	2.7	-25.9%

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

## Historical Months Supply of Inventory by Month

