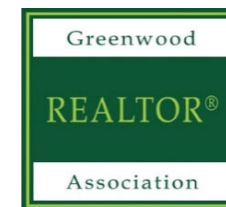


# Monthly Indicators



## April 2022

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

New Listings were down 3.3 percent to 116. Pending Sales increased 10.1 percent to 131. Inventory grew 19.9 percent to 181 units.

Prices moved higher as Median Sales Price was up 24.3 percent to \$236,250. Days on Market decreased 16.3 percent to 77 days. Months Supply of Inventory was up 13.3 percent to 1.7 months.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

## Quick Facts

<b>0.0%</b>	<b>+ 24.3%</b>	<b>+ 13.3%</b>
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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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.



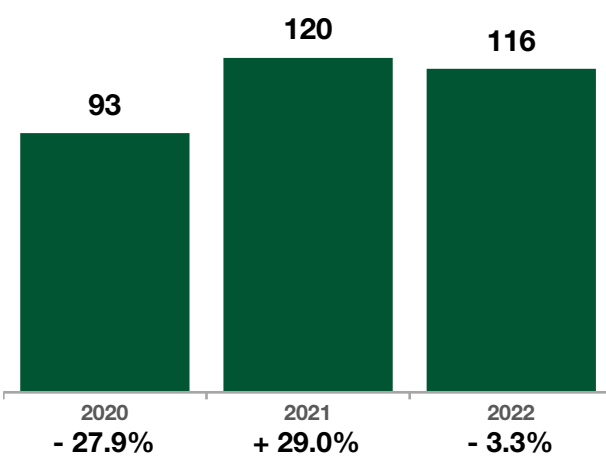
Key Metrics	Historical Sparkbars			04-2021	04-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	04-2020	04-2021	04-2022						
New Listings				120	116	- 3.3%	400	470	+ 17.5%
Pending Sales				119	131	+ 10.1%	374	443	+ 18.4%
Closed Sales				93	93	0.0%	323	370	+ 14.6%
Days on Market				92	77	- 16.3%	99	85	- 14.1%
Median Sales Price				\$190,000	\$236,250	+ 24.3%	\$189,900	\$215,000	+ 13.2%
Average Sales Price				\$230,668	\$260,164	+ 12.8%	\$226,536	\$252,806	+ 11.6%
Pct. of List Price Received				98.1%	99.2%	+ 1.1%	97.9%	97.5%	- 0.4%
Housing Affordability Index				125	100	- 20.0%	125	110	- 12.0%
Inventory of Homes for Sale				151	181	+ 19.9%	--	--	--
Months Supply of Inventory				1.5	1.7	+ 13.3%	--	--	--

# New Listings

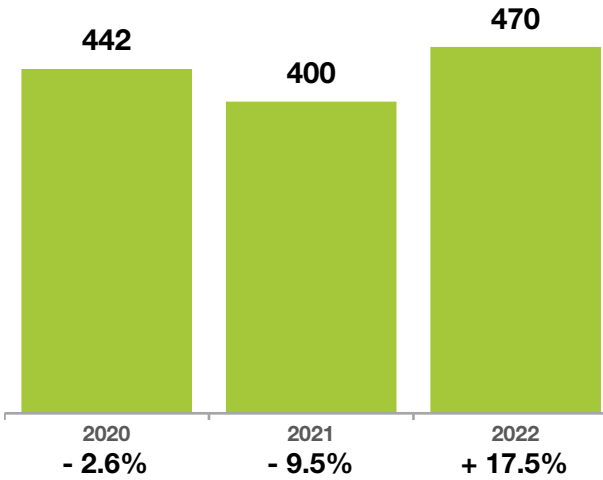
A count of the properties that have been newly listed on the market in a given month.



## April

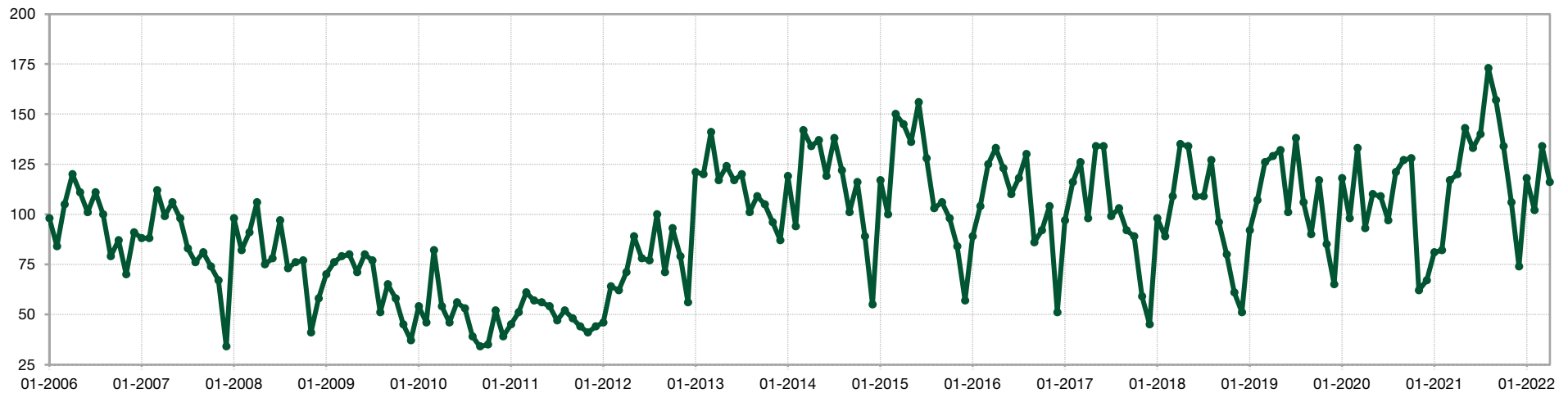


## Year to Date



	New Listings	Prior Year	Percent Change
May 2021	143	110	+30.0%
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	74	67	+10.4%
January 2022	118	81	+45.7%
February 2022	102	82	+24.4%
March 2022	134	117	+14.5%
<b>April 2022</b>	<b>116</b>	<b>120</b>	<b>-3.3%</b>
12-Month Avg	128	102	+25.0%

## Historical New Listings by Month

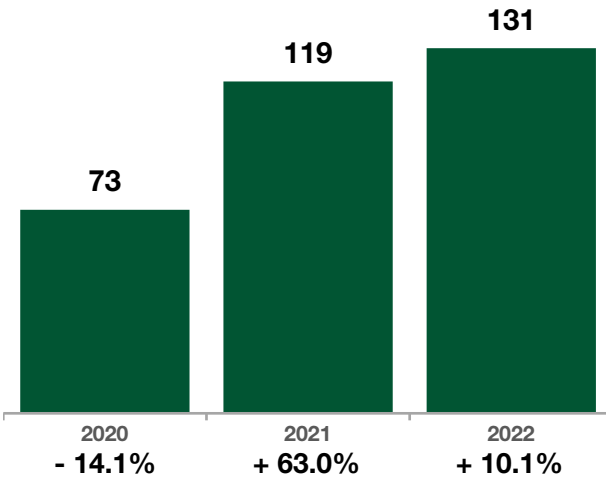


# Pending Sales

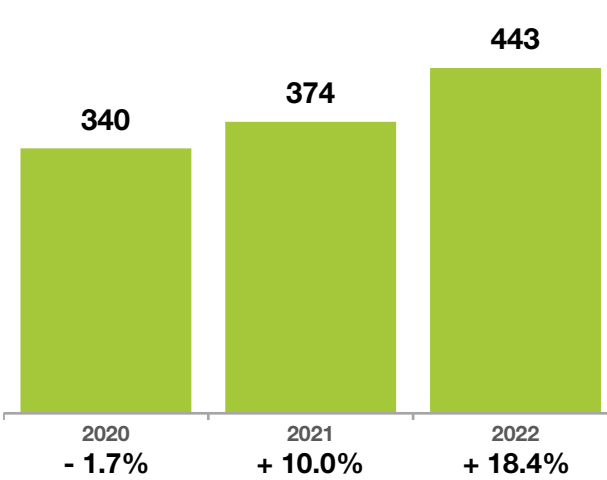
A count of the properties on which offers have been accepted in a given month.



## April

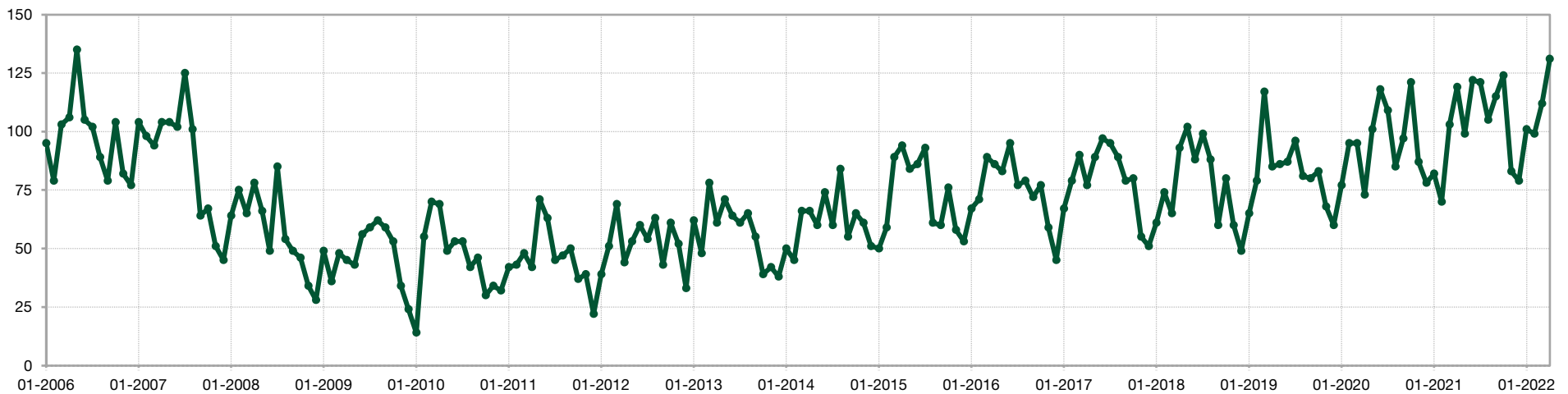


## Year to Date



	Pending Sales	Prior Year	Percent Change
May 2021	99	101	-2.0%
June 2021	122	118	+3.4%
July 2021	121	109	+11.0%
August 2021	105	85	+23.5%
September 2021	115	97	+18.6%
October 2021	124	121	+2.5%
November 2021	83	87	-4.6%
December 2021	79	78	+1.3%
January 2022	101	82	+23.2%
February 2022	99	70	+41.4%
March 2022	112	103	+8.7%
<b>April 2022</b>	<b>131</b>	<b>119</b>	<b>+10.1%</b>
12-Month Avg	108	98	+9.8%

## Historical Pending Sales by Month

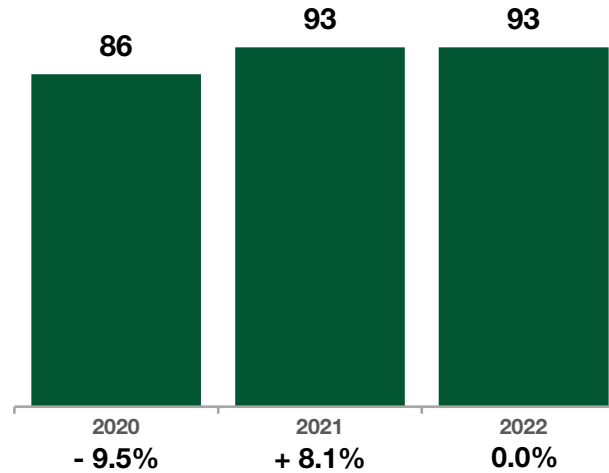


# Closed Sales

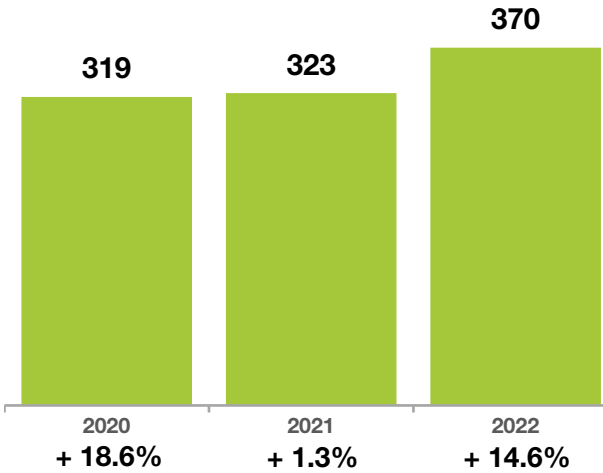
A count of the actual sales that closed in a given month.



## April

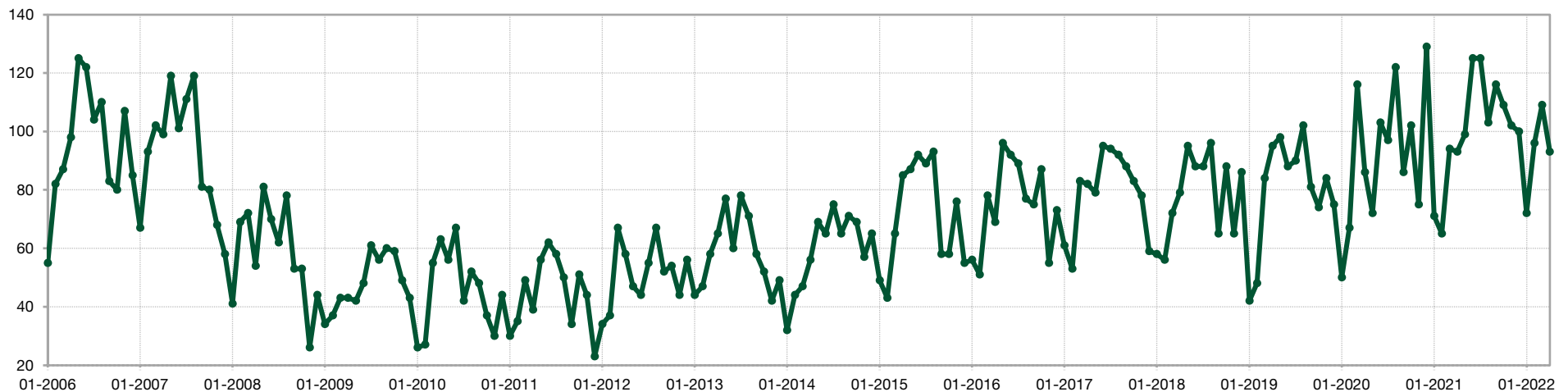


## Year to Date



	Closed Sales	Prior Year	Percent Change
May 2021	99	72	+37.5%
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	109	102	+6.9%
November 2021	102	75	+36.0%
December 2021	100	129	-22.5%
January 2022	72	71	+1.4%
February 2022	96	65	+47.7%
March 2022	109	94	+16.0%
<b>April 2022</b>	<b>93</b>	<b>93</b>	<b>0.0%</b>
12-Month Avg	104	92	+13.1%

## Historical Closed Sales by Month

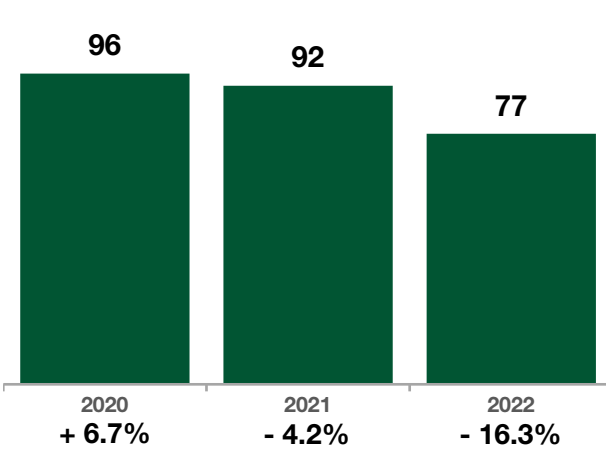


# Days on Market Until Sale

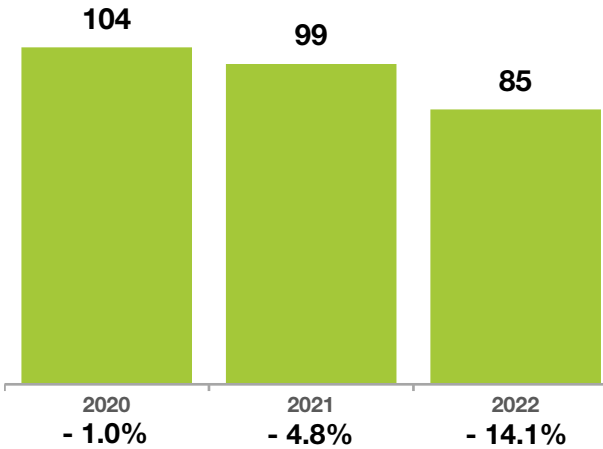
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



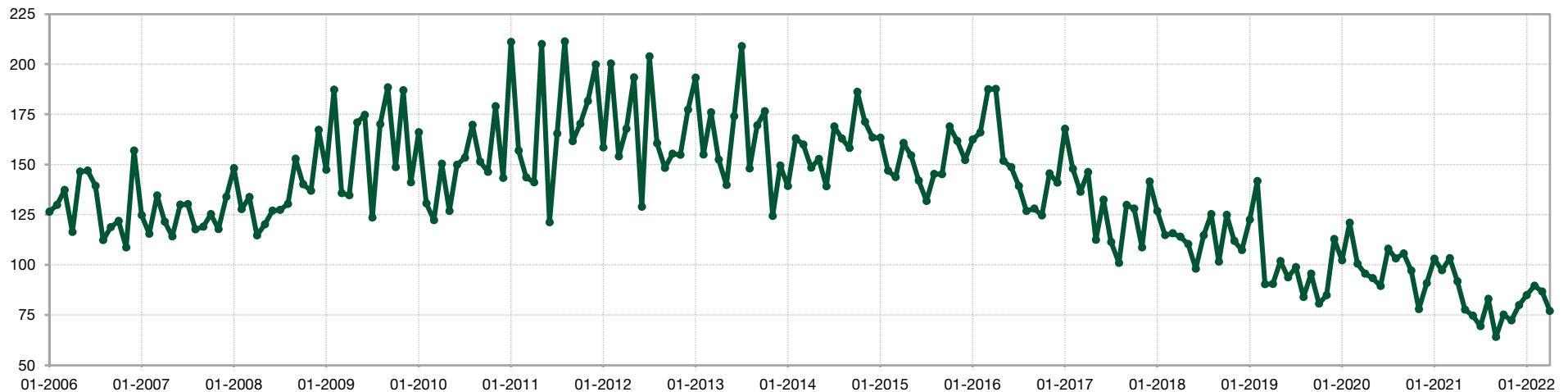
## Year to Date



Month	Days on Market	Prior Year	Percent Change
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	75	97	-22.7%
November 2021	72	78	-7.7%
December 2021	80	91	-12.1%
January 2022	85	103	-17.5%
February 2022	89	97	-8.2%
March 2022	87	103	-15.5%
<b>April 2022</b>	<b>77</b>	<b>92</b>	<b>-16.3%</b>
12-Month Avg*	77	97	-20.6%

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

## Historical Days on Market Until Sale by Month

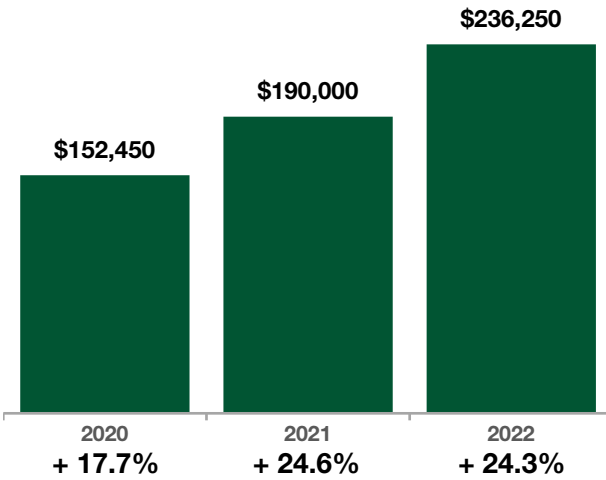


# Median Sales Price

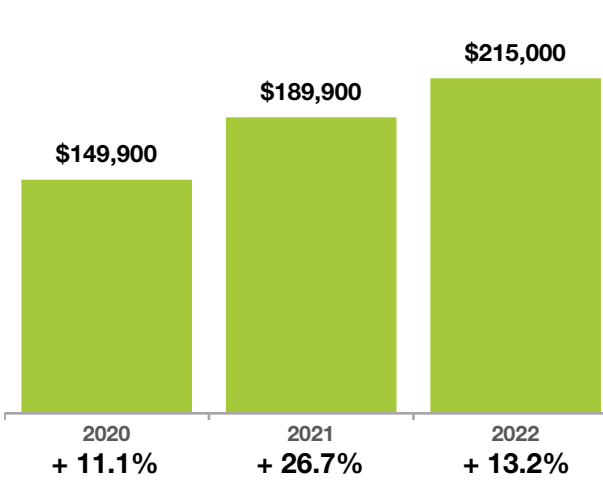
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



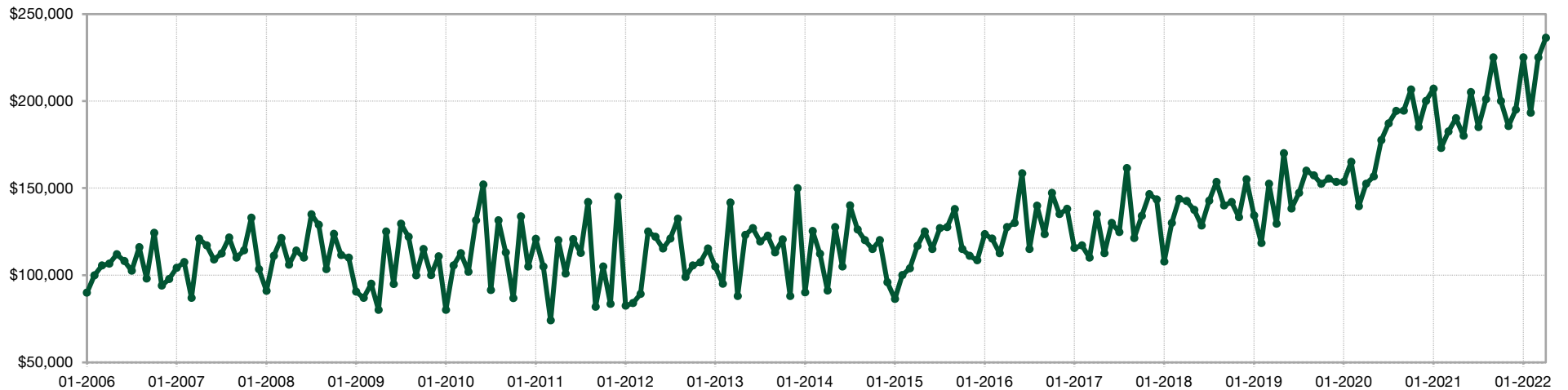
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
May 2021	\$180,000	\$156,700	+14.9%
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%
January 2022	\$225,000	\$207,000	+8.7%
February 2022	\$193,250	\$173,000	+11.7%
March 2022	\$225,000	\$182,450	+23.3%
<b>April 2022</b>	<b>\$236,250</b>	<b>\$190,000</b>	<b>+24.3%</b>
12-Month Med*	\$201,500	\$188,450	+6.9%

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

## Historical Median Sales Price by Month

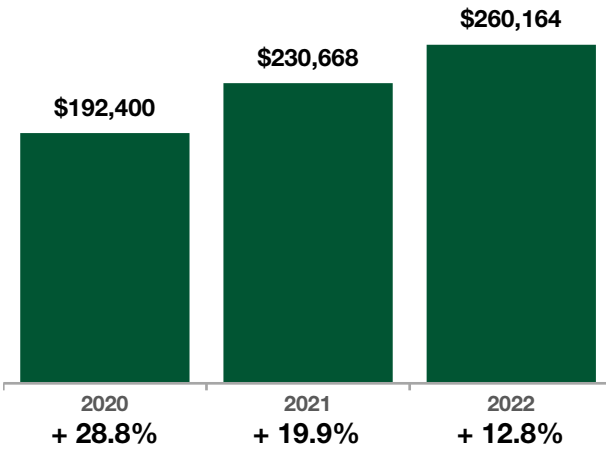


# Average Sales Price

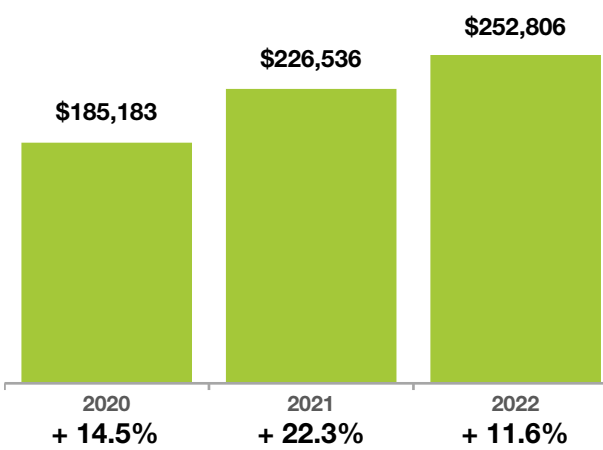
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



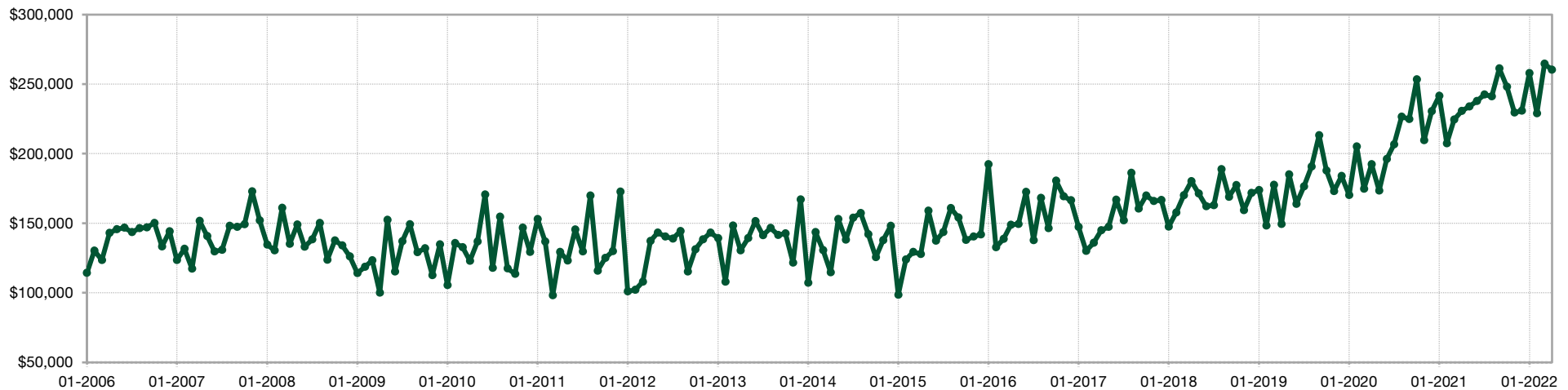
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2021	\$233,870	\$173,359	+34.9%
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	\$248,113	\$253,255	-2.0%
November 2021	\$229,475	\$209,532	+9.5%
December 2021	\$230,731	\$230,409	+0.1%
January 2022	\$257,730	\$241,449	+6.7%
February 2022	\$228,830	\$207,355	+10.4%
March 2022	\$264,504	\$224,446	+17.8%
<b>April 2022</b>	<b>\$260,164</b>	<b>\$230,668</b>	<b>+12.8%</b>
12-Month Avg*	\$244,665	\$220,093	+11.2%

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

## Historical Average Sales Price by Month





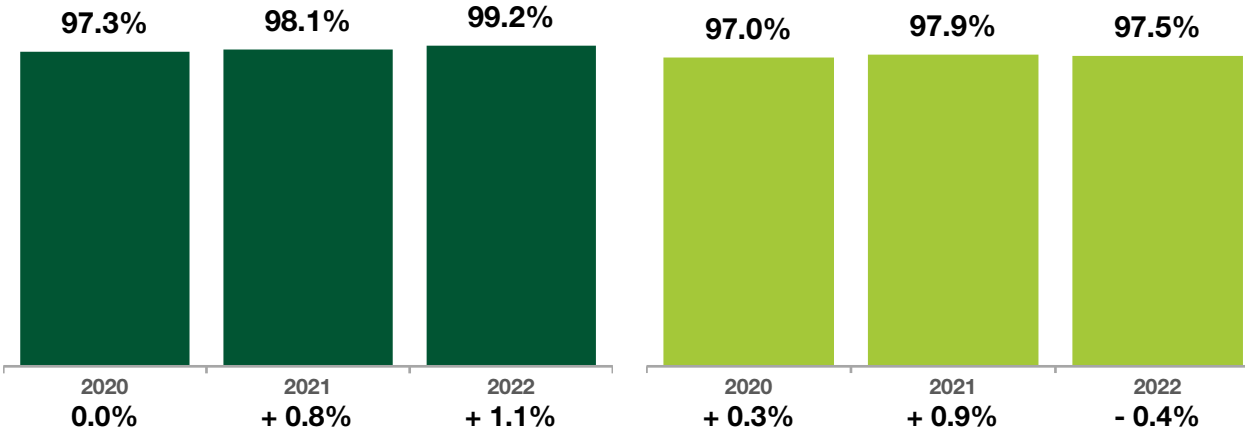
# Percent of List Price Received

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.



## April

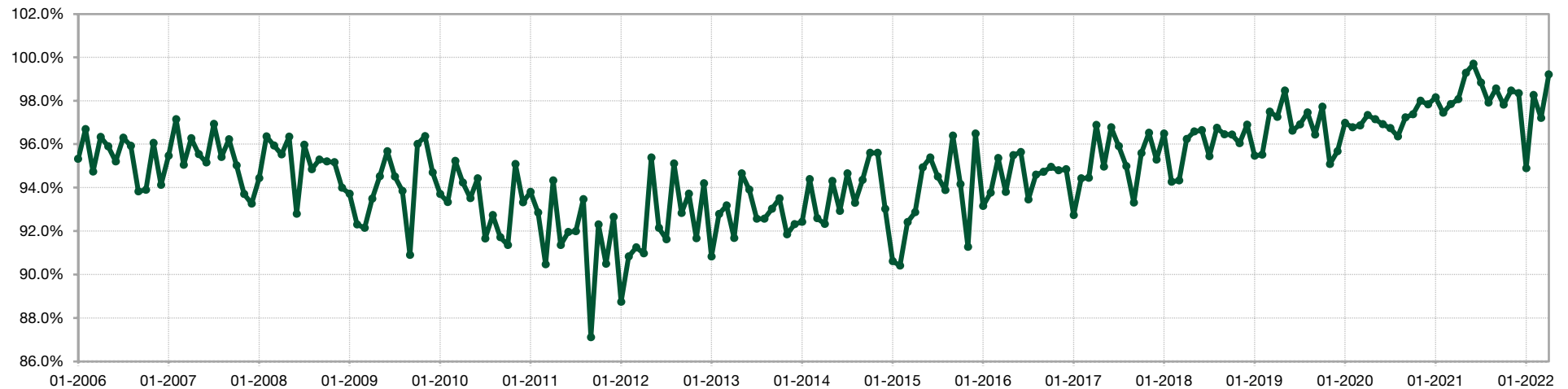
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	98.3%	97.8%	+0.5%
January 2022	94.9%	98.1%	-3.3%
February 2022	98.3%	97.4%	+0.9%
March 2022	97.2%	97.8%	-0.6%
<b>April 2022</b>	<b>99.2%</b>	<b>98.1%</b>	<b>+1.1%</b>
12-Month Avg*	98.3%	97.4%	+0.9%

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

## Historical Percent of List Price Received by Month

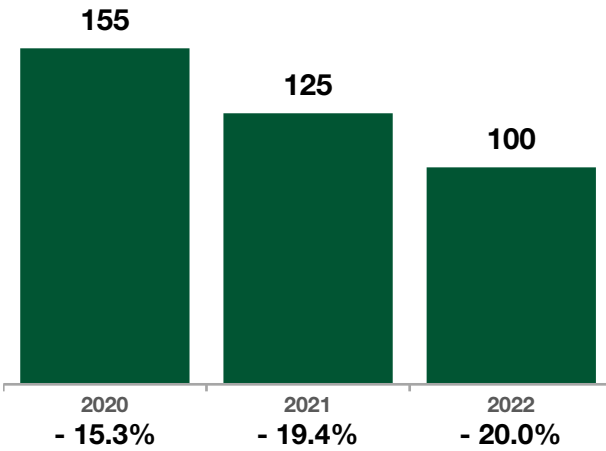


# Housing Affordability Index

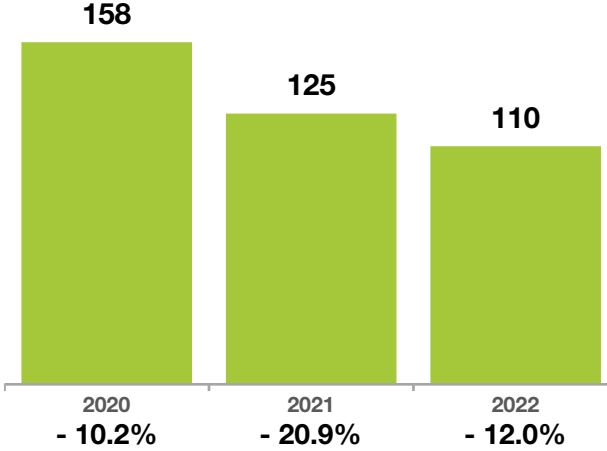


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April

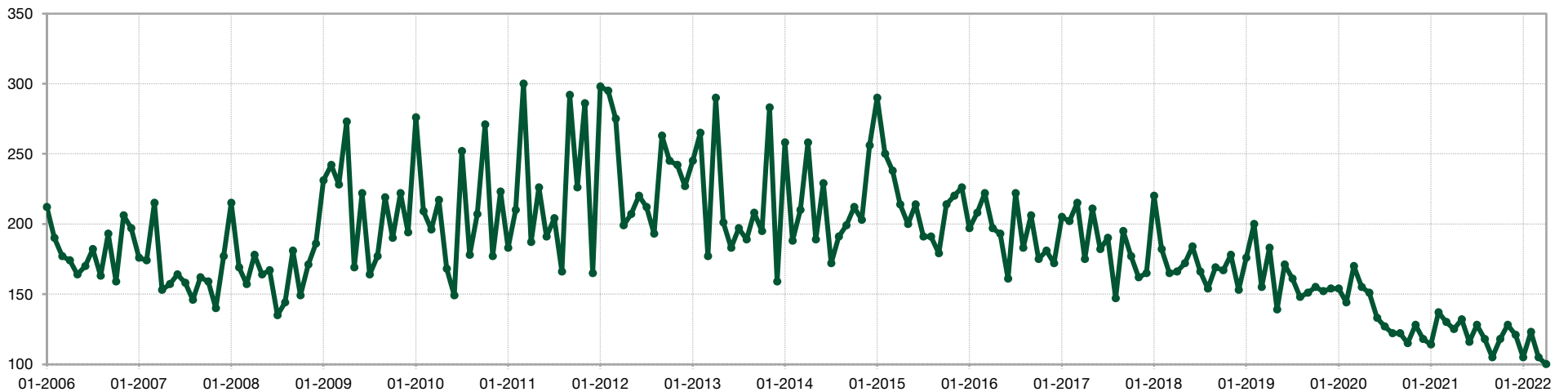


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2022	105	114	-7.9%
February 2022	123	137	-10.2%
March 2022	105	130	-19.2%
<b>April 2022</b>	<b>100</b>	<b>125</b>	<b>-20.0%</b>
12-Month Avg	117	127	-8.1%

## Historical Housing Affordability Index by Month

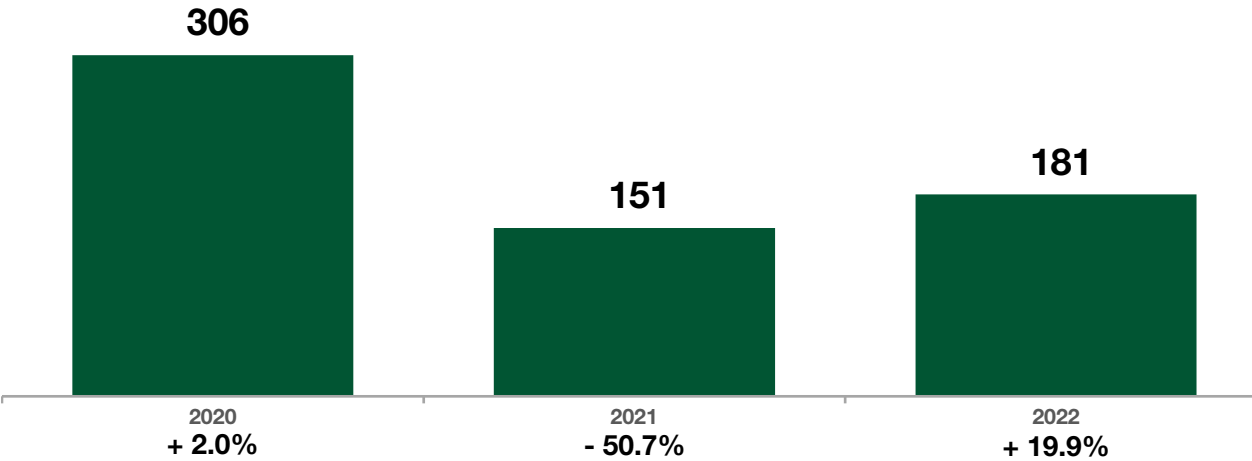


# Inventory of Homes for Sale

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



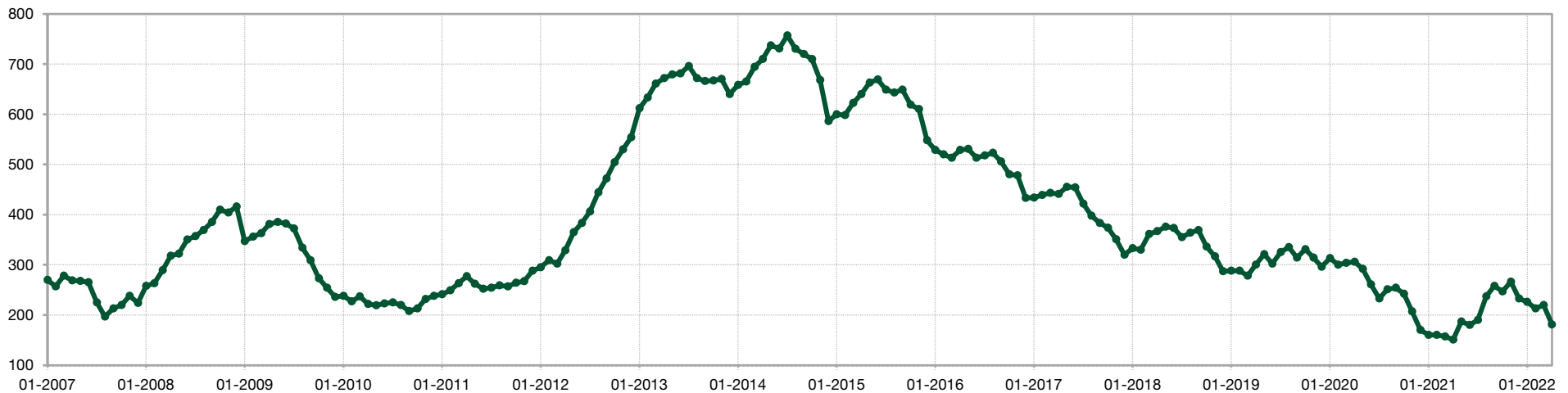
## April



Homes for Sale	Prior Year	Percent Change
May 2021	292	-36.0%
June 2021	261	-31.0%
July 2021	233	-18.5%
August 2021	251	-5.6%
September 2021	254	+1.6%
October 2021	242	+2.1%
November 2021	207	+28.5%
December 2021	170	+37.1%
January 2022	160	+41.3%
February 2022	160	+33.1%
March 2022	157	+40.1%
<b>April 2022</b>	<b>151</b>	<b>+19.9%</b>
12-Month Avg*	220	+3.8%

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

## Historical Inventory of Homes for Sale by Month

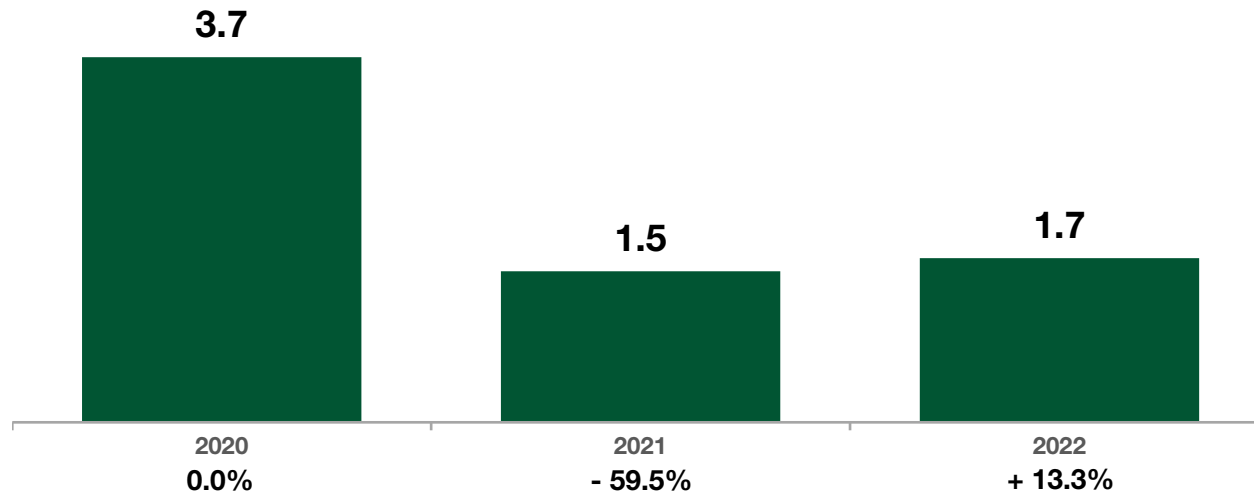


# Months Supply of Inventory

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.



## April



Months Supply		Prior Year	Percent Change
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	2.4	2.9	-17.2%
September 2021	2.5	2.9	-13.8%
October 2021	2.4	2.6	-7.7%
November 2021	2.6	2.2	+18.2%
December 2021	2.3	1.8	+27.8%
January 2022	2.2	1.7	+29.4%
February 2022	2.0	1.7	+17.6%
March 2022	2.1	1.7	+23.5%
<b>April 2022</b>	<b>1.7</b>	<b>1.5</b>	<b>+13.3%</b>
12-Month Avg*	2.2	2.4	-8.3%

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

## Historical Months Supply of Inventory by Month

