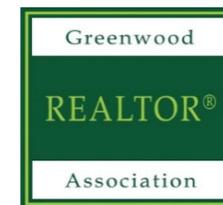


# Monthly Indicators



## June 2022

Rising inflation, soaring home prices, and increased mortgage interest rates have combined to cause a slowdown in the U.S. housing market. To help quell inflation, which reached 8.6% as of last measure in May, the Federal Reserve raised interest rates by three quarters of a percentage point in June, the largest interest rate hike since 1994. Higher prices, coupled with 30-year fixed mortgage rates approaching 6%, have exacerbated affordability challenges and rapidly cooled demand, with home sales and mortgage applications falling sharply from a year ago.

New Listings were up 3.0 percent to 137. Pending Sales decreased 4.1 percent to 117. Inventory grew 8.8 percent to 197 units.

Prices moved higher as Median Sales Price was up 7.1 percent to \$219,500. Days on Market increased 17.3 percent to 88 days. Months Supply of Inventory remained flat at 1.9 months.

With monthly mortgage payments up more than 50% compared to this time last year, the rising costs of homeownership have sidelined many prospective buyers. Nationally, the median sales price of existing homes recently exceeded \$400,000 for the first time ever, a 15% increase from the same period a year ago, according to the National Association of REALTORS®. As existing home sales continue to soften nationwide, housing supply is slowly improving, with inventory up for the second straight month. In time, price growth is expected to moderate as supply grows; for now, however, inventory remains low, and buyers are feeling the squeeze of higher prices all around.

## Quick Facts

<b>- 6.4%</b>	<b>+ 7.1%</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.



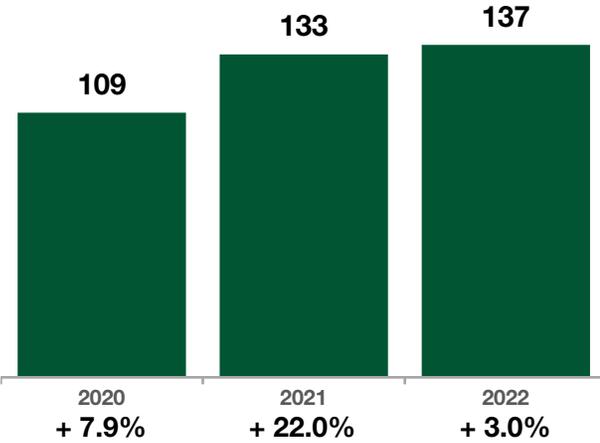
Key Metrics	Historical Sparkbars			06-2021	06-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	06-2020	06-2021	06-2022						
New Listings				133	<b>137</b>	+ 3.0%	676	<b>733</b>	+ 8.4%
Pending Sales				122	<b>117</b>	- 4.1%	595	<b>649</b>	+ 9.1%
Closed Sales				125	<b>117</b>	- 6.4%	547	<b>594</b>	+ 8.6%
Days on Market				75	<b>88</b>	+ 17.3%	89	<b>84</b>	- 5.6%
Median Sales Price				\$205,000	<b>\$219,500</b>	+ 7.1%	\$190,560	<b>\$220,000</b>	+ 15.4%
Average Sales Price				\$237,758	<b>\$267,955</b>	+ 12.7%	\$230,428	<b>\$257,927</b>	+ 11.9%
Pct. of List Price Received				99.7%	<b>98.9%</b>	- 0.8%	98.6%	<b>97.9%</b>	- 0.7%
Housing Affordability Index				116	<b>108</b>	- 6.9%	124	<b>108</b>	- 12.9%
Inventory of Homes for Sale				181	<b>197</b>	+ 8.8%	--	<b>--</b>	--
Months Supply of Inventory				1.9	<b>1.9</b>	0.0%	--	<b>--</b>	--

# New Listings

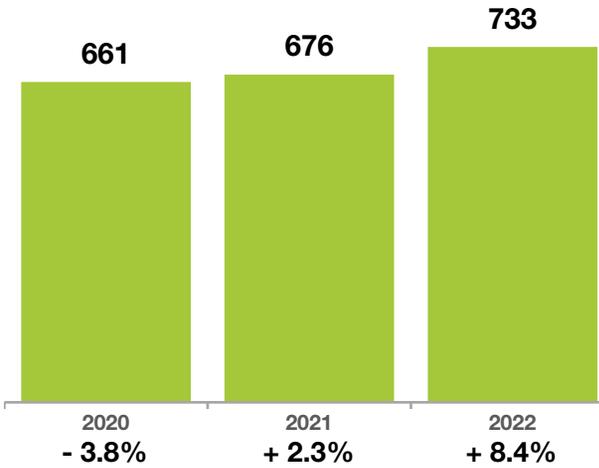
A count of the properties that have been newly listed on the market in a given month.



## June

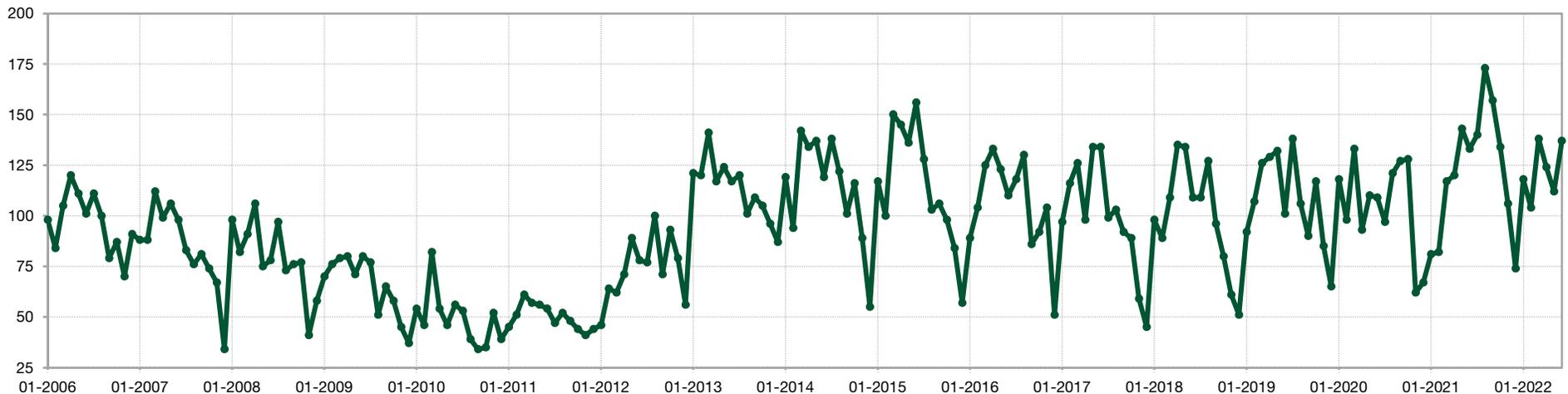


## Year to Date



	New Listings	Prior Year	Percent Change
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	104	82	+26.8%
March 2022	138	117	+17.9%
April 2022	124	120	+3.3%
May 2022	112	143	-21.7%
<b>June 2022</b>	<b>137</b>	<b>133</b>	<b>+3.0%</b>
12-Month Avg	126	107	+18.1%

## Historical New Listings by Month

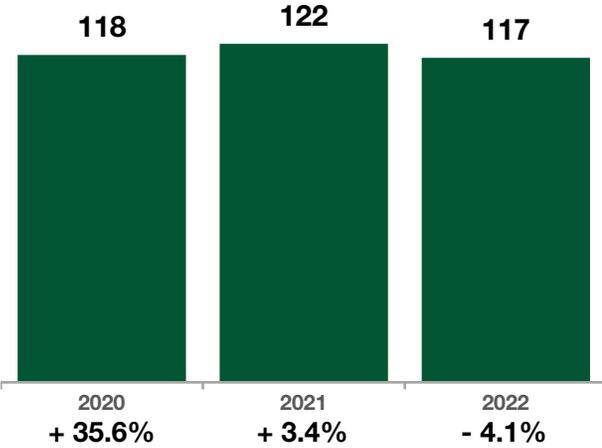


# Pending Sales

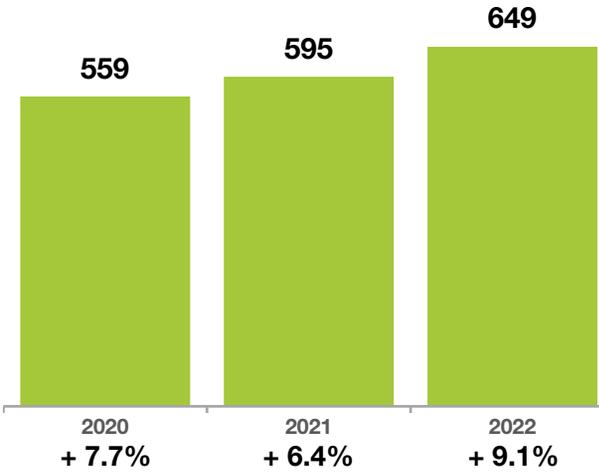
A count of the properties on which offers have been accepted in a given month.



## June

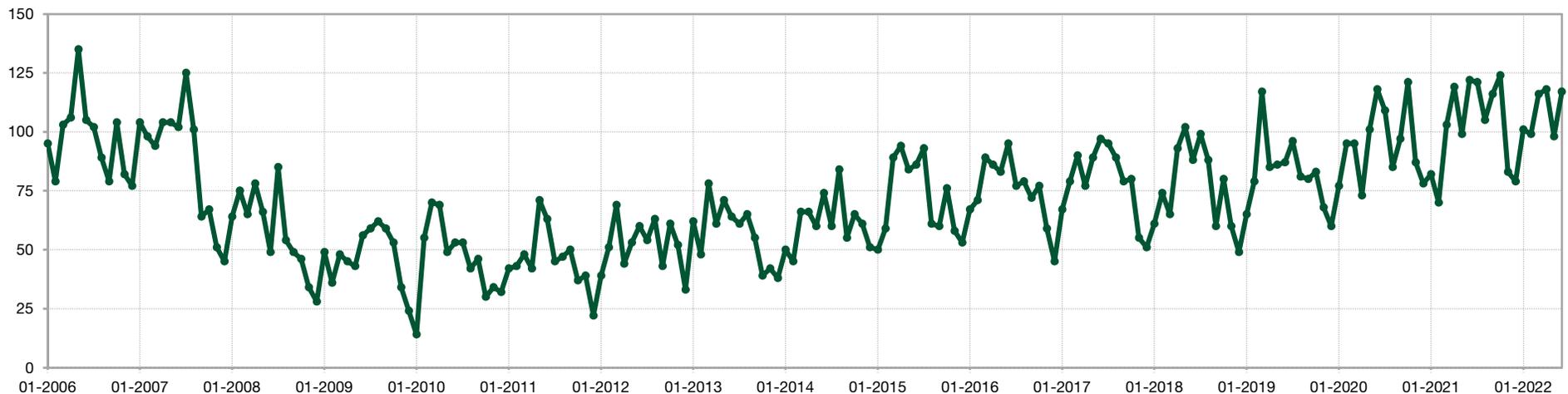


## Year to Date



	Pending Sales	Prior Year	Percent Change
July 2021	121	109	+11.0%
August 2021	105	85	+23.5%
September 2021	116	97	+19.6%
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	116	103	+12.6%
April 2022	118	119	-0.8%
May 2022	98	99	-1.0%
<b>June 2022</b>	<b>117</b>	<b>122</b>	<b>-4.1%</b>
12-Month Avg	106	98	+8.6%

## Historical Pending Sales by Month

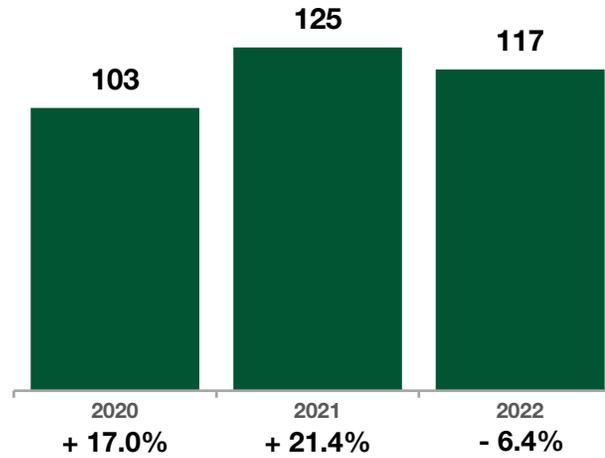


# Closed Sales

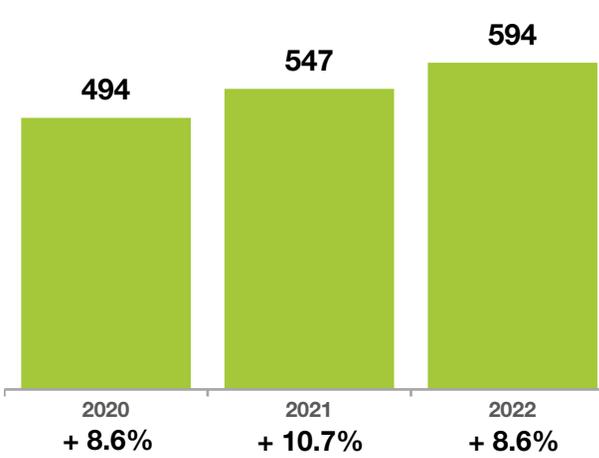
A count of the actual sales that closed in a given month.



## June

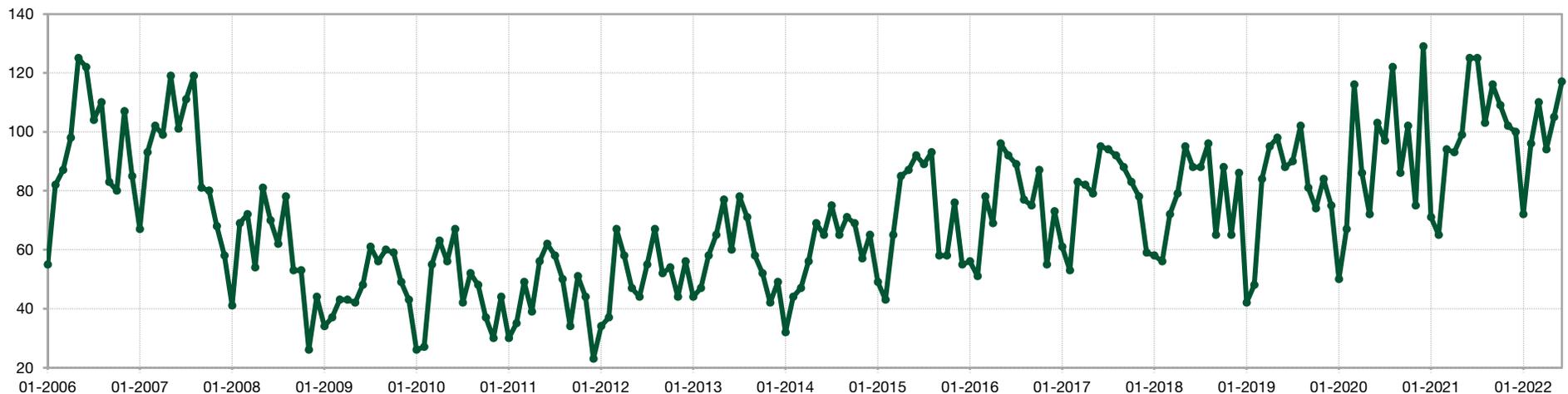


## Year to Date



Closed Sales	Prior Year	Percent Change	
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	110	94	+17.0%
April 2022	94	93	+1.1%
May 2022	105	99	+6.1%
<b>June 2022</b>	<b>117</b>	<b>125</b>	<b>-6.4%</b>
12-Month Avg	104	97	+7.3%

## Historical Closed Sales by Month

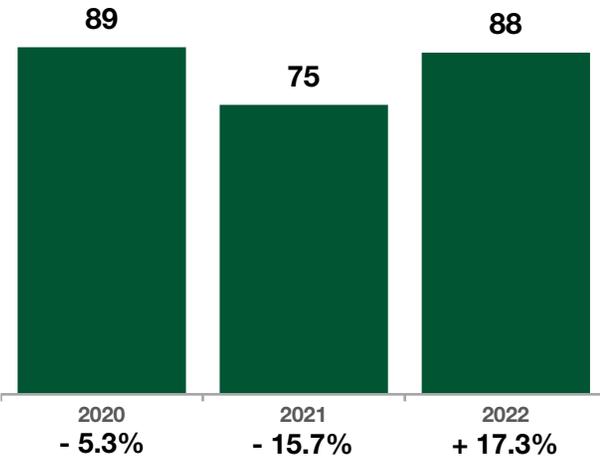


# Days on Market Until Sale

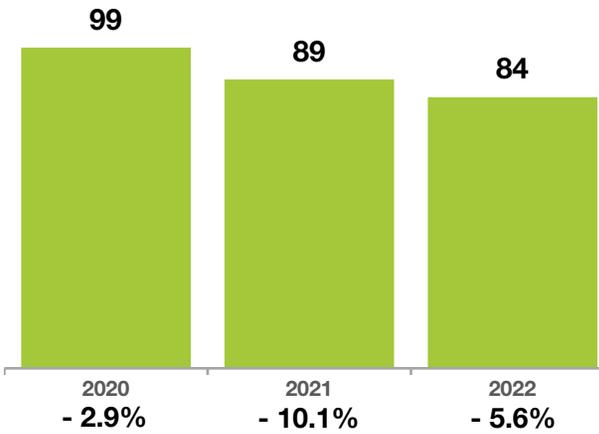
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



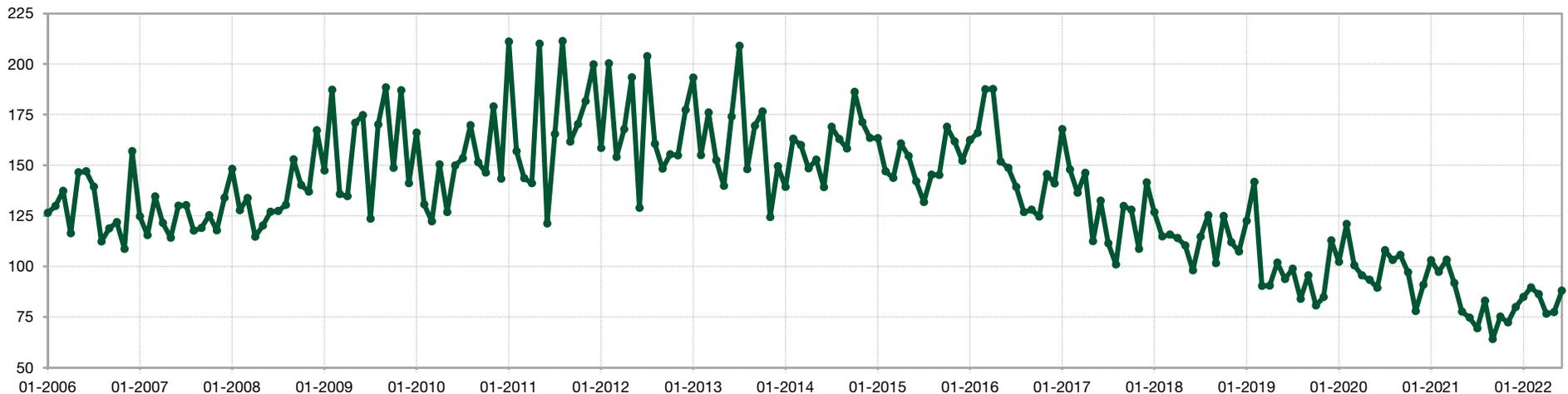
## Year to Date



Days on Market	Prior Year	Percent Change	
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	86	103	-16.5%
April 2022	77	92	-16.3%
May 2022	77	78	-1.3%
<b>June 2022</b>	<b>88</b>	<b>75</b>	<b>+17.3%</b>
12-Month Avg*	78	94	-17.0%

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

## Historical Days on Market Until Sale by Month

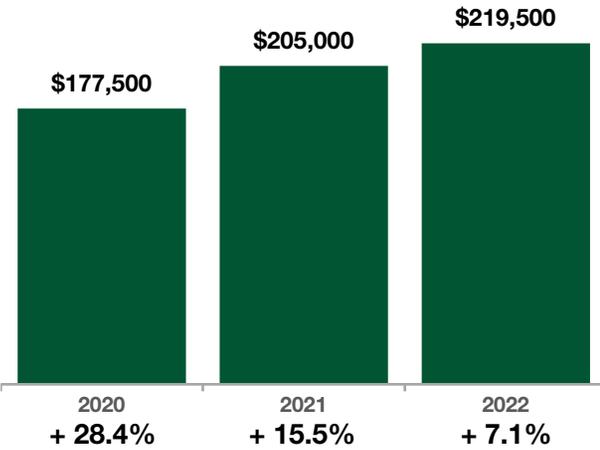


# Median Sales Price

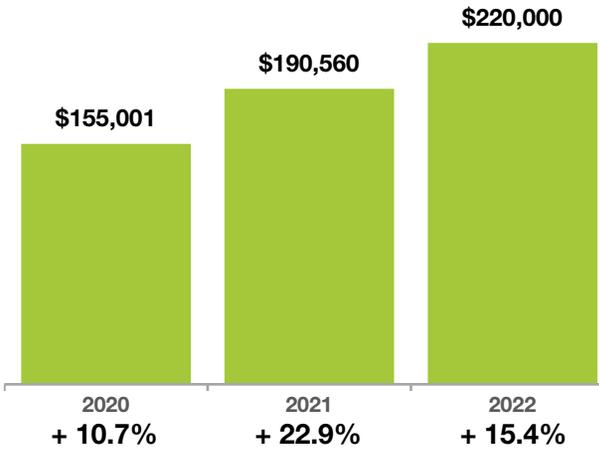
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



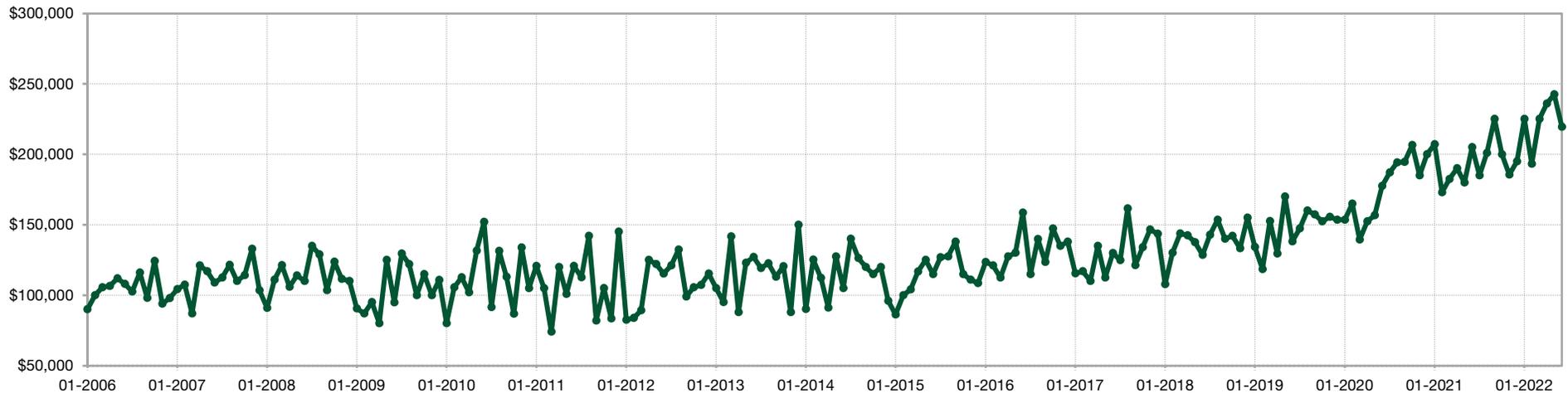
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
April 2022	\$236,000	\$190,000	+24.2%
May 2022	\$242,500	\$180,000	+34.7%
<b>June 2022</b>	<b>\$219,500</b>	<b>\$205,000</b>	<b>+7.1%</b>
12-Month Med*	\$207,500	\$191,700	+8.2%

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

## Historical Median Sales Price by Month

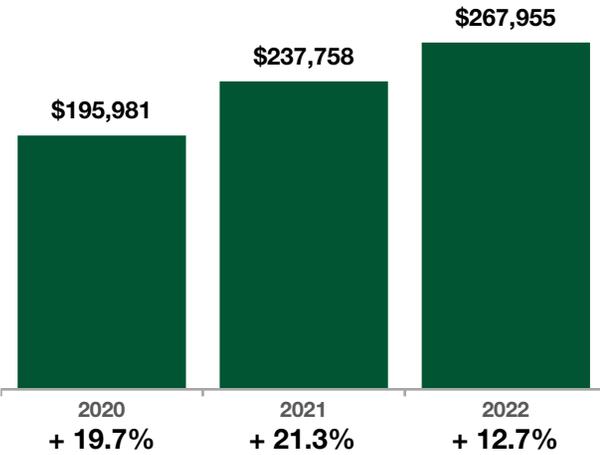


# Average Sales Price

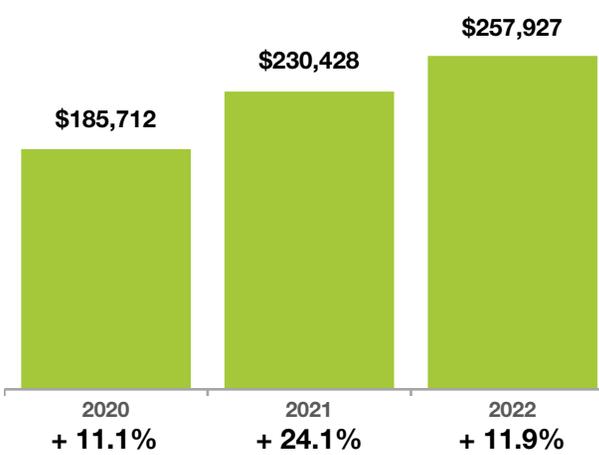
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



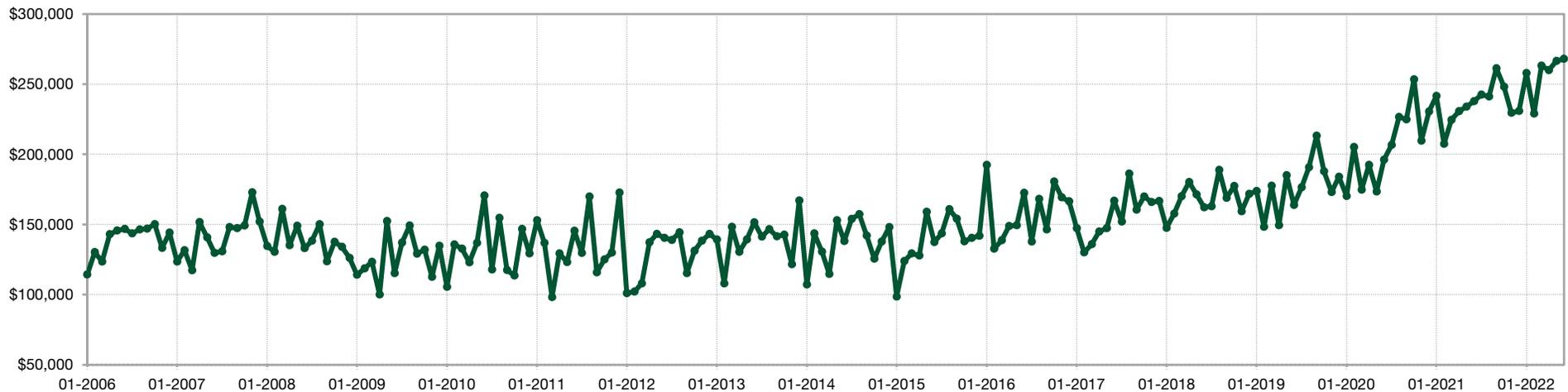
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$263,144	\$224,446	+17.2%
April 2022	\$259,824	\$230,668	+12.6%
May 2022	\$266,424	\$233,870	+13.9%
<b>June 2022</b>	<b>\$267,955</b>	<b>\$237,758</b>	<b>+12.7%</b>
12-Month Avg*	\$249,753	\$228,235	+9.4%

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

## Historical Average Sales Price by Month

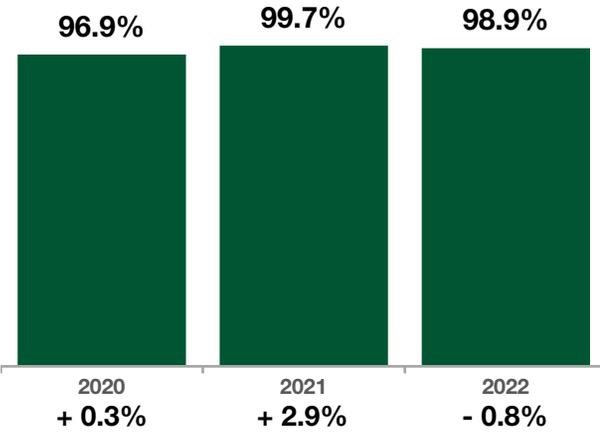


# Percent of List Price Received

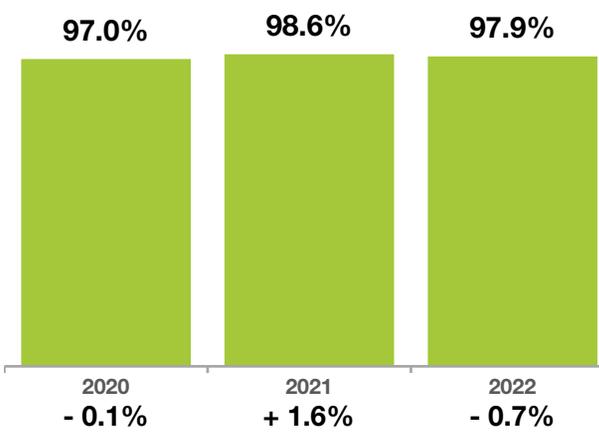
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June



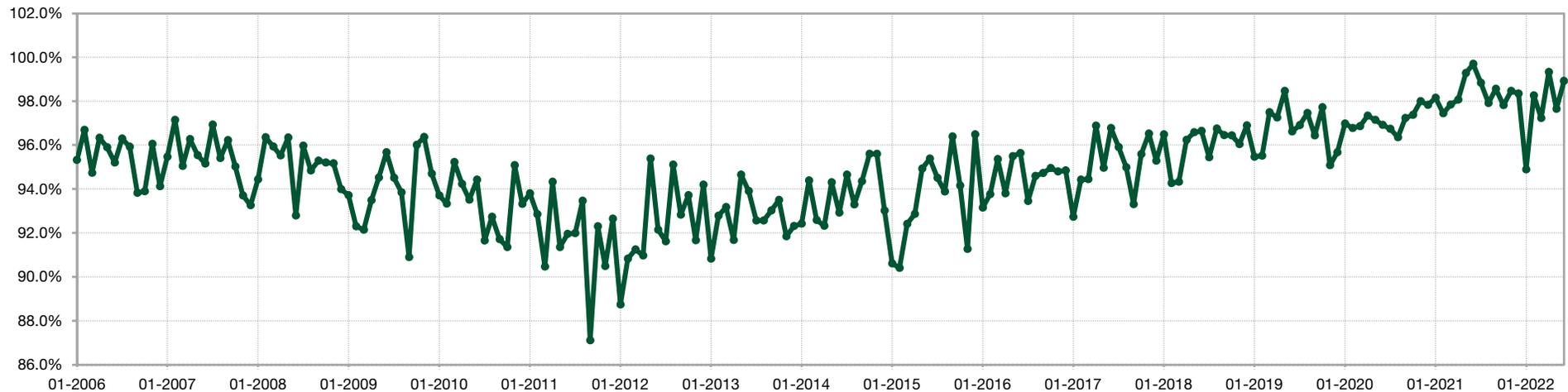
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
April 2022	99.3%	98.1%	+1.2%
May 2022	97.7%	99.3%	-1.6%
<b>June 2022</b>	<b>98.9%</b>	<b>99.7%</b>	<b>-0.8%</b>
12-Month Avg*	98.1%	97.9%	+0.2%

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

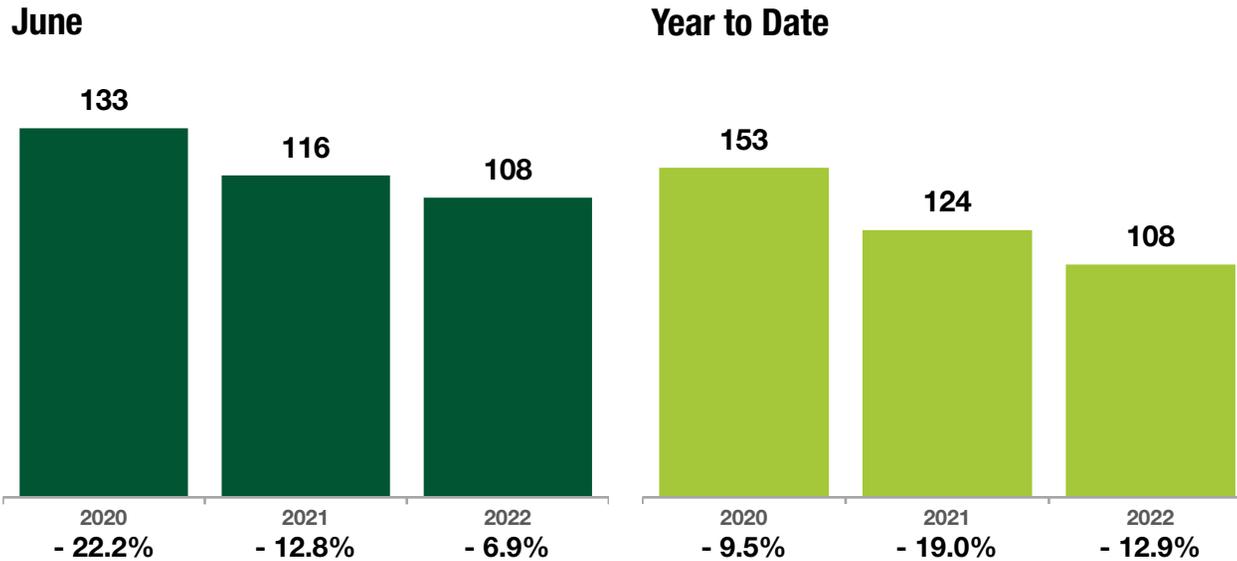
## Historical Percent of List Price Received by Month



# Housing Affordability Index

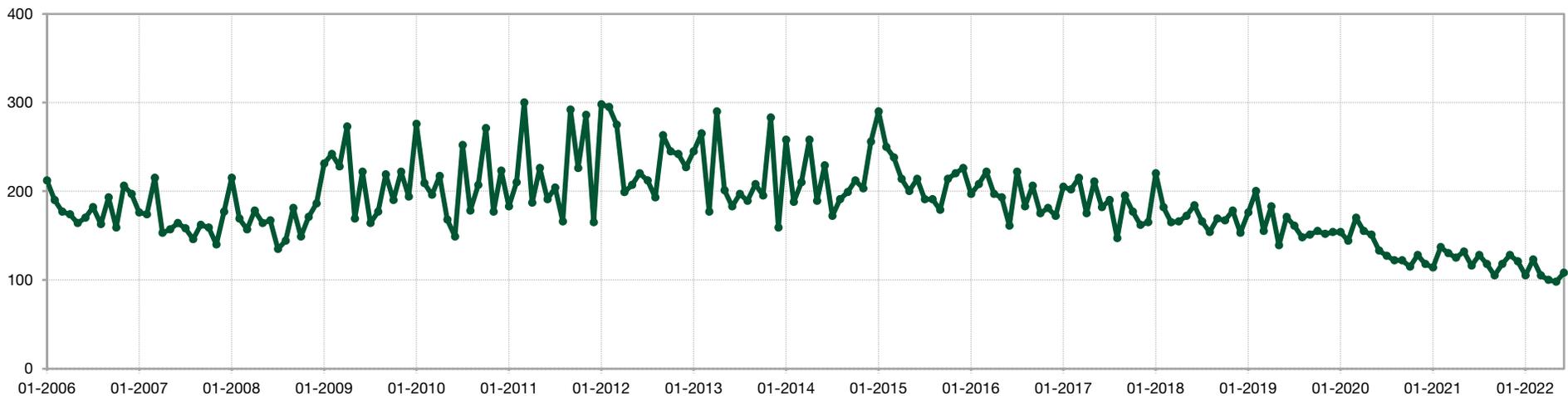


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



	Affordability Index	Prior Year	Percent Change
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%
April 2022	100	125	-20.0%
May 2022	98	132	-25.8%
<b>June 2022</b>	<b>108</b>	<b>116</b>	<b>-6.9%</b>
12-Month Avg	113	124	-8.7%

## Historical Housing Affordability Index by Month

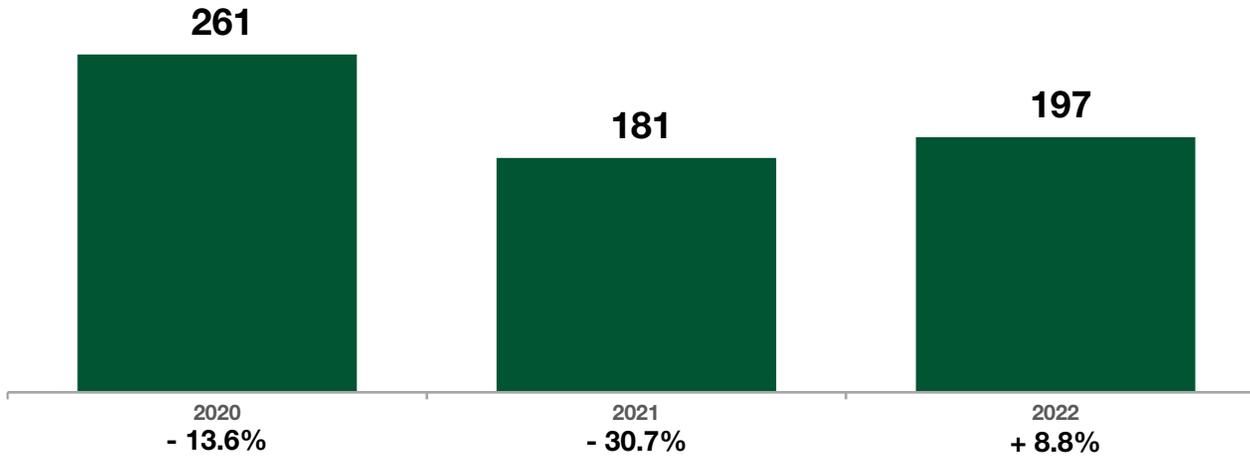


# Inventory of Homes for Sale

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



## June



Homes for Sale	Prior Year	Percent Change
July 2021	233	-18.0%
August 2021	251	-5.2%
September 2021	254	+1.6%
October 2021	242	+2.1%
November 2021	207	+28.5%
December 2021	170	+37.6%
January 2022	160	+43.1%
February 2022	160	+36.3%
March 2022	157	+43.9%
April 2022	151	+39.1%
May 2022	187	+12.3%
<b>June 2022</b>	<b>181</b>	<b>+8.8%</b>
12-Month Avg*	227	+15.8%

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

## Historical Inventory of Homes for Sale by Month

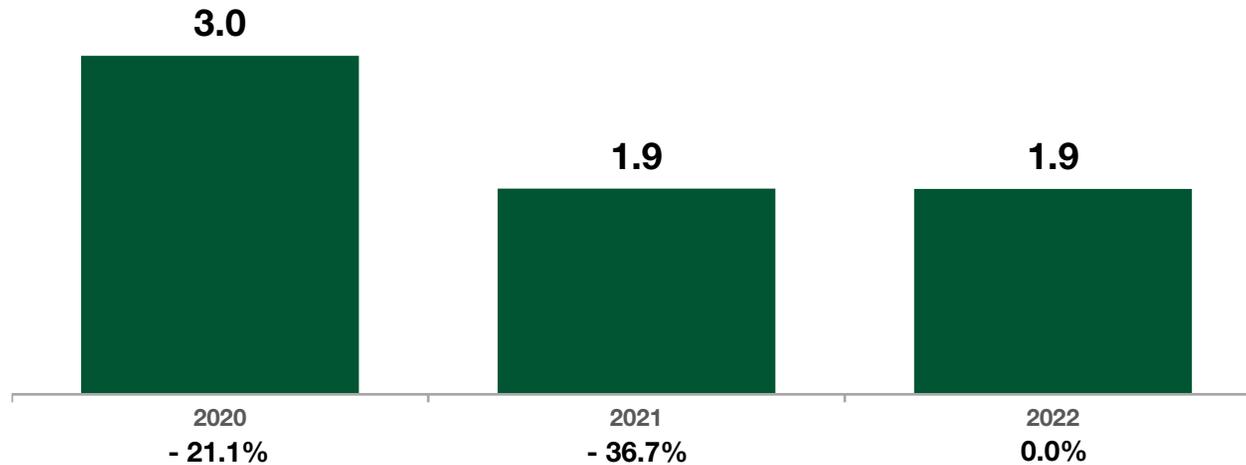


# Months Supply of Inventory

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.



## June



Months Supply		Prior Year	Percent Change
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	2.1	1.7	+23.5%
March 2022	2.1	1.7	+23.5%
April 2022	2.0	1.5	+33.3%
May 2022	2.0	1.9	+5.3%
<b>June 2022</b>	<b>1.9</b>	<b>1.9</b>	<b>0.0%</b>
12-Month Avg*	2.2	2.1	+4.8%

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

## Historical Months Supply of Inventory by Month

