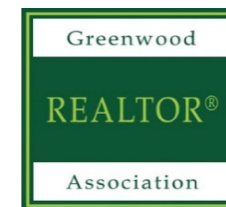


Monthly Indicators



July 2022

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

New Listings were down 12.9 percent to 122. Pending Sales decreased 21.5 percent to 95. Inventory grew 14.6 percent to 220 units.

Prices moved higher as Median Sales Price was up 36.2 percent to \$251,950. Days on Market increased 10.1 percent to 76 days. Months Supply of Inventory was up 10.5 percent to 2.1 months.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Quick Facts

- 27.2% **+ 36.2%** **+ 10.5%**

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.



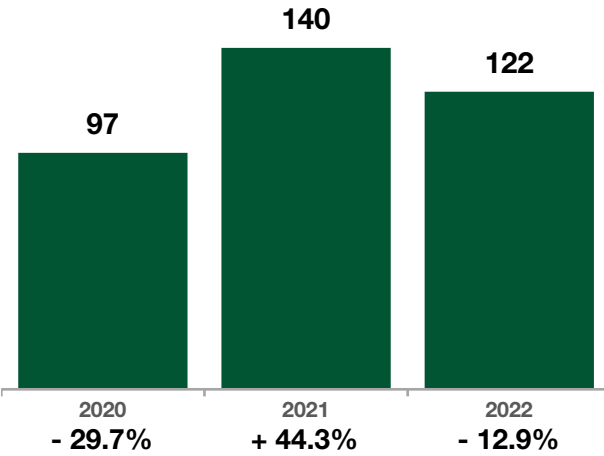
Key Metrics	Historical Sparkbars			07-2021	07-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	07-2020	07-2021	07-2022						
New Listings				140	122	- 12.9%	816	867	+ 6.3%
Pending Sales				121	95	- 21.5%	716	736	+ 2.8%
Closed Sales				125	91	- 27.2%	672	692	+ 3.0%
Days on Market				69	76	+ 10.1%	86	83	- 3.5%
Median Sales Price				\$184,950	\$251,950	+ 36.2%	\$190,000	\$225,000	+ 18.4%
Average Sales Price				\$242,458	\$276,772	+ 14.2%	\$232,651	\$260,947	+ 12.2%
Pct. of List Price Received				98.8%	98.2%	- 0.6%	98.6%	97.9%	- 0.7%
Housing Affordability Index				128	94	- 26.6%	125	105	- 16.0%
Inventory of Homes for Sale				192	220	+ 14.6%	--	--	--
Months Supply of Inventory				1.9	2.1	+ 10.5%	--	--	--

New Listings

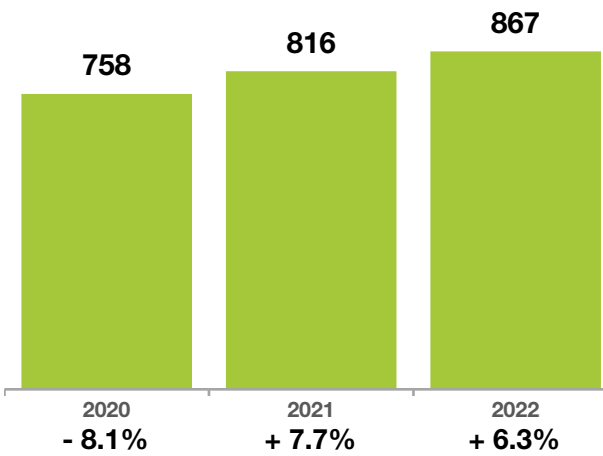
A count of the properties that have been newly listed on the market in a given month.



July

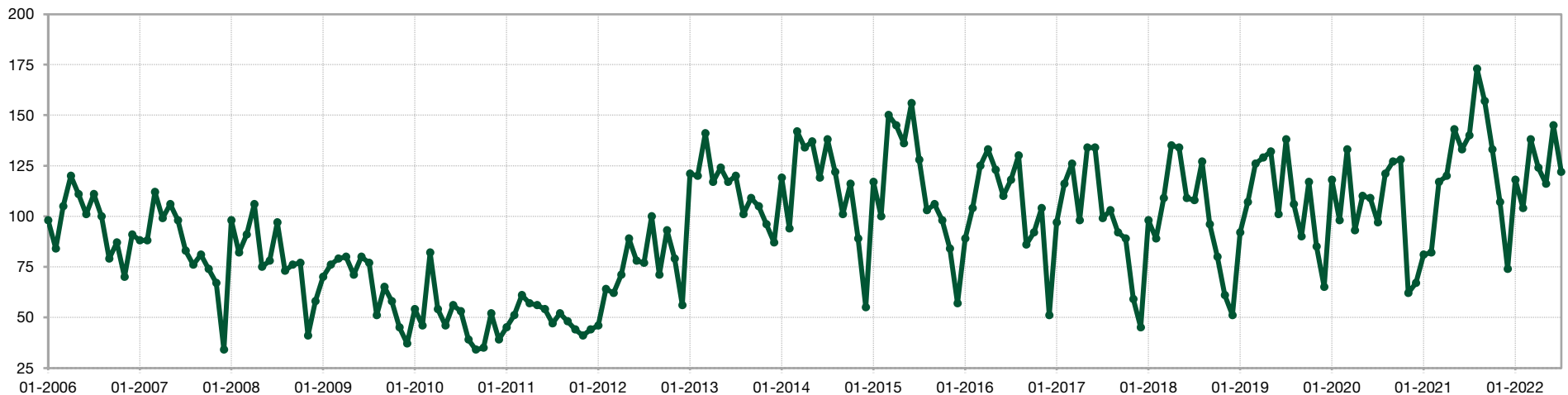


Year to Date



	New Listings	Prior Year	Percent Change
August 2021	173	121	+43.0%
September 2021	157	127	+23.6%
October 2021	133	128	+3.9%
November 2021	107	62	+72.6%
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	116	143	-18.9%
June 2022	145	133	+9.0%
July 2022	122	140	-12.9%
12-Month Avg	126	110	+14.5%

Historical New Listings by Month

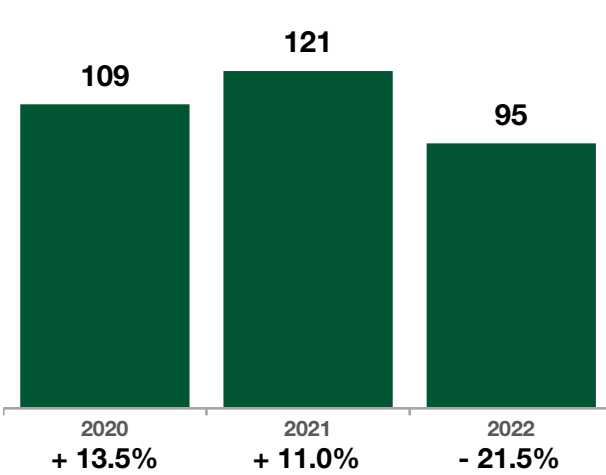


Pending Sales

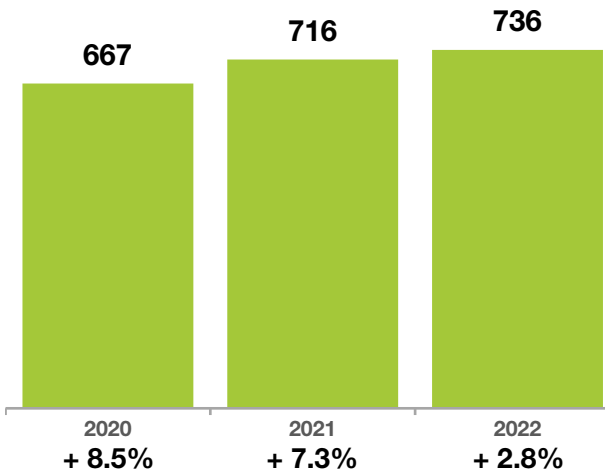
A count of the properties on which offers have been accepted in a given month.



July

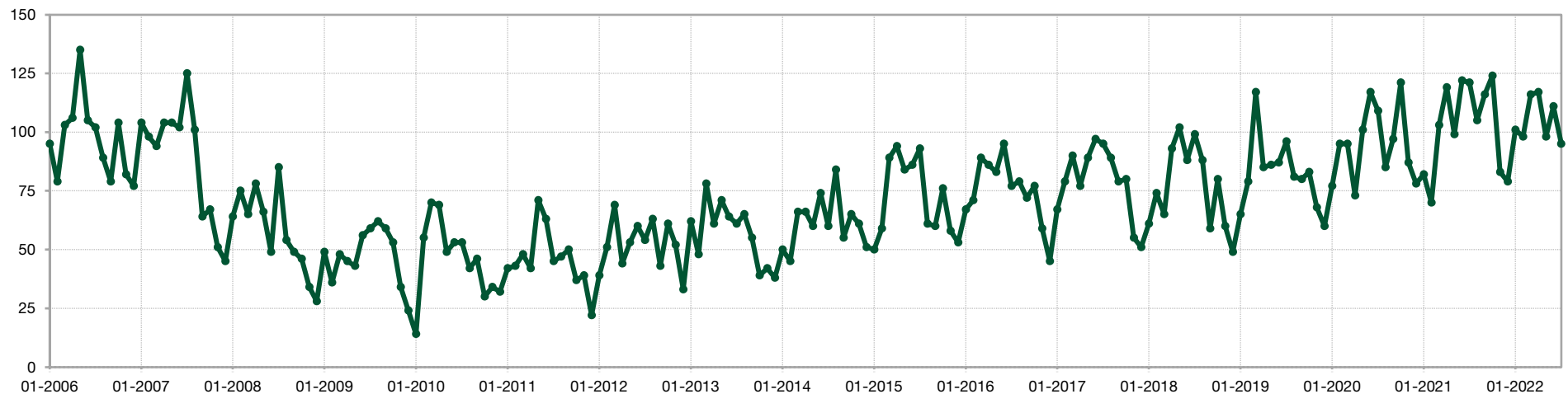


Year to Date



	Pending Sales	Prior Year	Percent Change
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	98	70	+40.0%
March 2022	116	103	+12.6%
April 2022	117	119	-1.7%
May 2022	98	99	-1.0%
June 2022	111	122	-9.0%
July 2022	95	121	-21.5%
12-Month Avg	104	99	+4.6%

Historical Pending Sales by Month

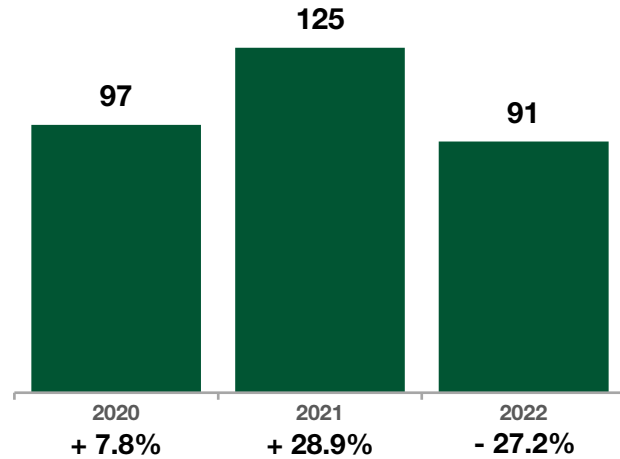


Closed Sales

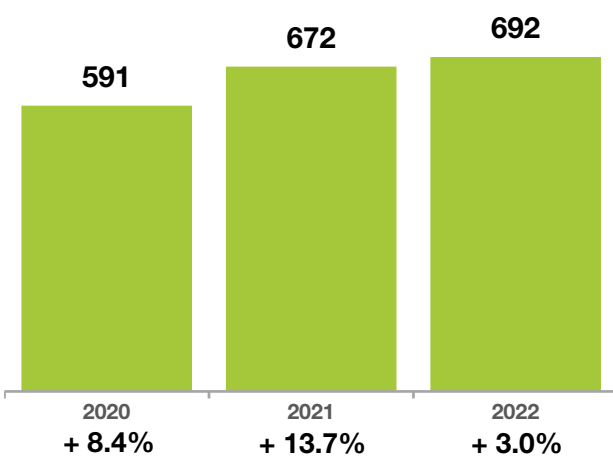
A count of the actual sales that closed in a given month.



July

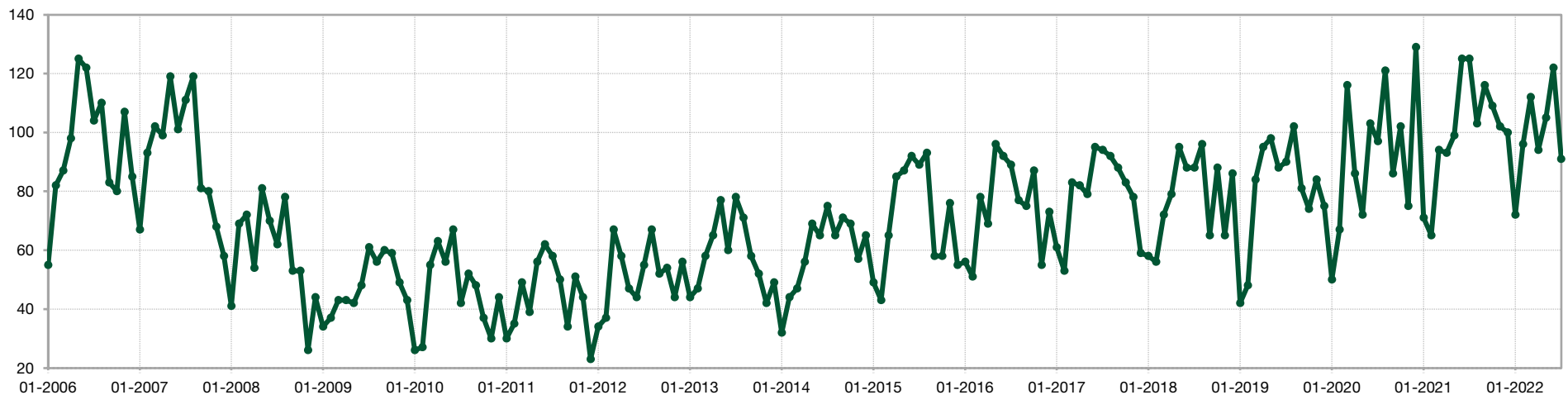


Year to Date



	Closed Sales	Prior Year	Percent Change
August 2021	103	121	-14.9%
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	112	94	+19.1%
April 2022	94	93	+1.1%
May 2022	105	99	+6.1%
June 2022	122	125	-2.4%
July 2022	91	125	-27.2%
12-Month Avg	102	99	+2.9%

Historical Closed Sales by Month

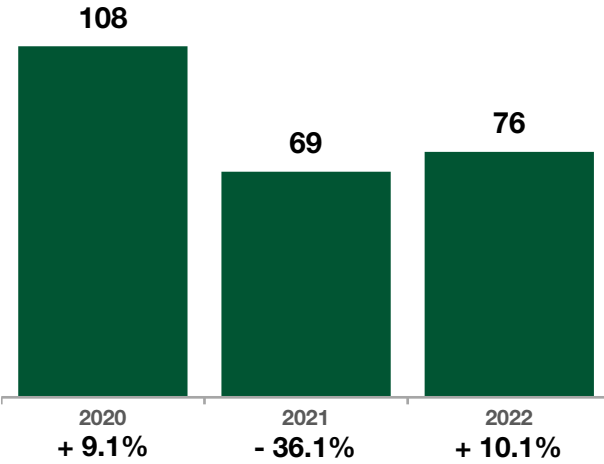


Days on Market Until Sale

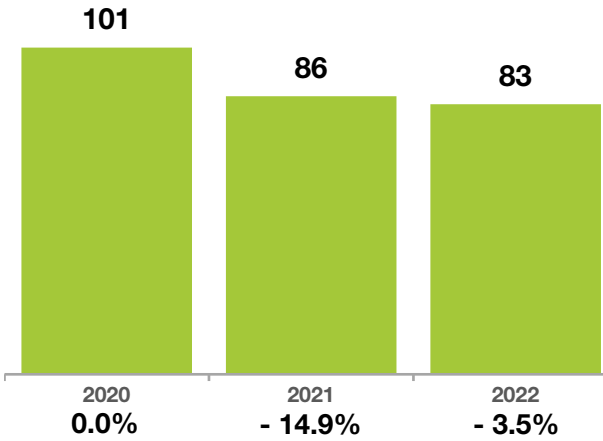
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



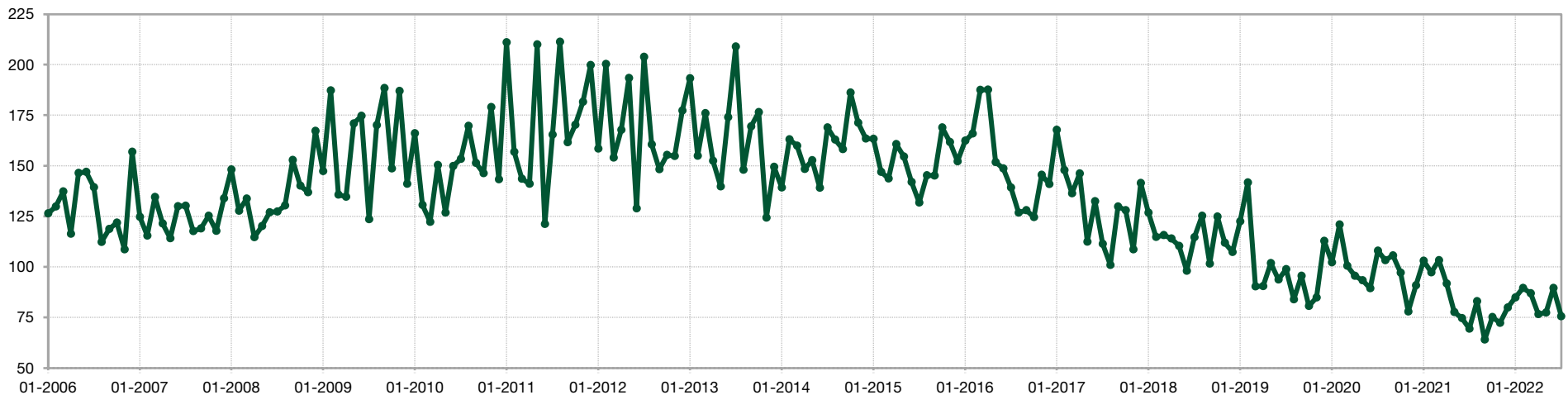
Year to Date



Days on Market	Prior Year	Percent Change
August 2021	83	-19.4%
September 2021	64	-39.6%
October 2021	75	-22.7%
November 2021	72	-7.7%
December 2021	80	-12.1%
January 2022	85	-17.5%
February 2022	89	-8.2%
March 2022	87	-15.5%
April 2022	77	-16.3%
May 2022	77	-1.3%
June 2022	90	+20.0%
July 2022	76	+10.1%
12-Month Avg*	79	-12.2%

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

Historical Days on Market Until Sale by Month

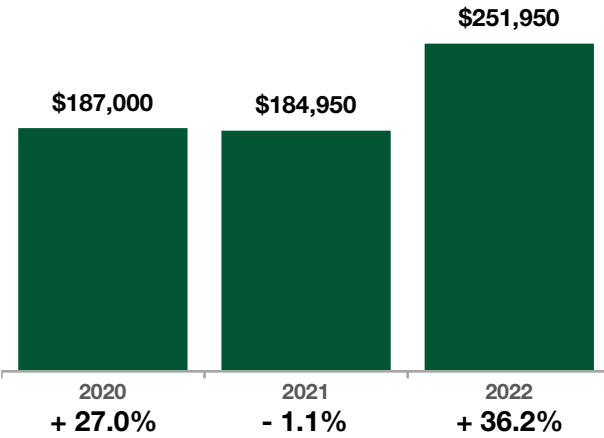


Median Sales Price

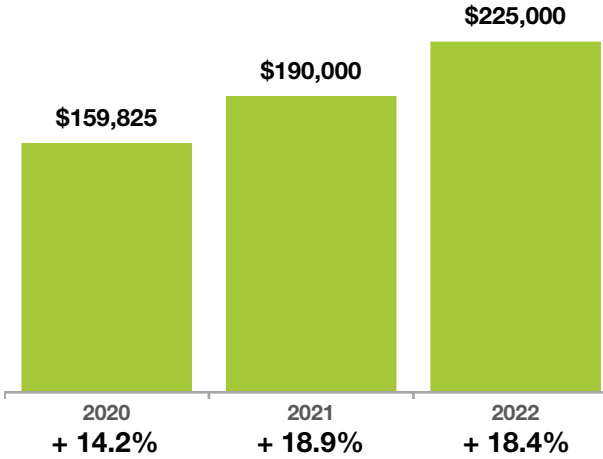
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



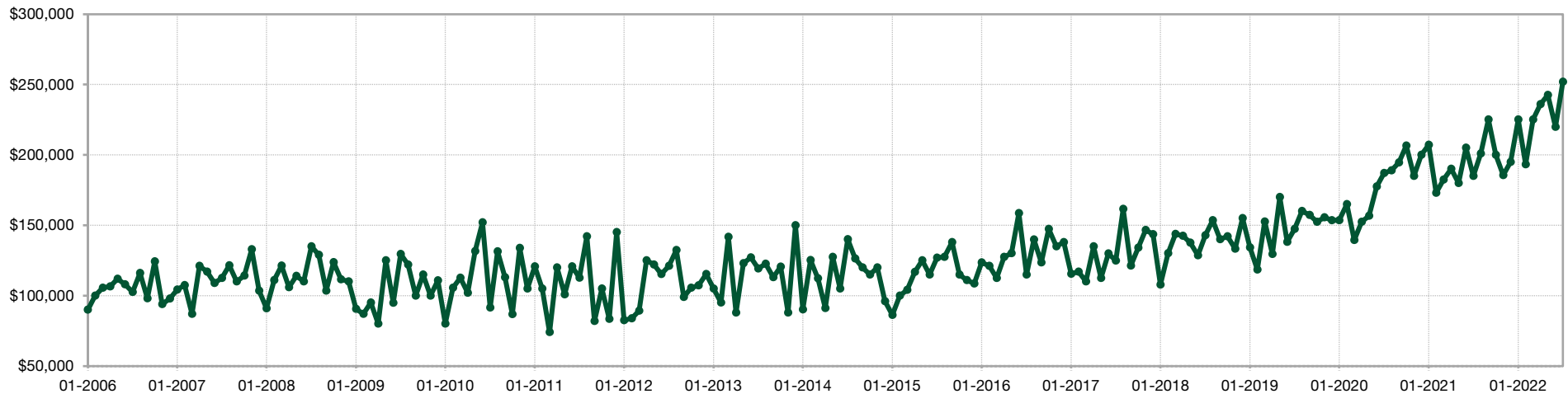
Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2021	\$201,000	\$188,900	+6.4%
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%
June 2022	\$219,900	\$205,000	+7.3%
July 2022	\$251,950	\$184,950	+36.2%
12-Month Med*	\$215,000	\$190,900	+12.6%

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

Historical Median Sales Price by Month

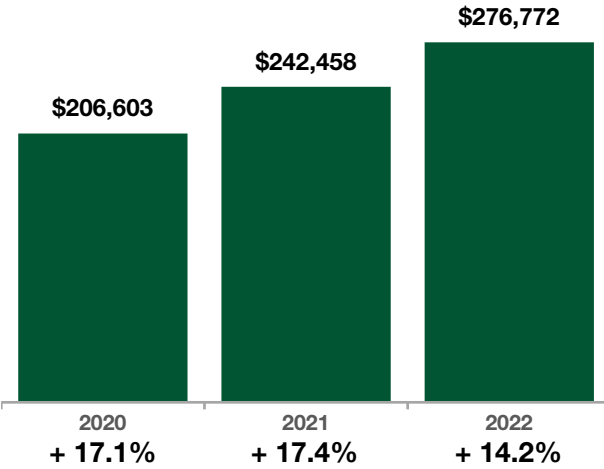


Average Sales Price

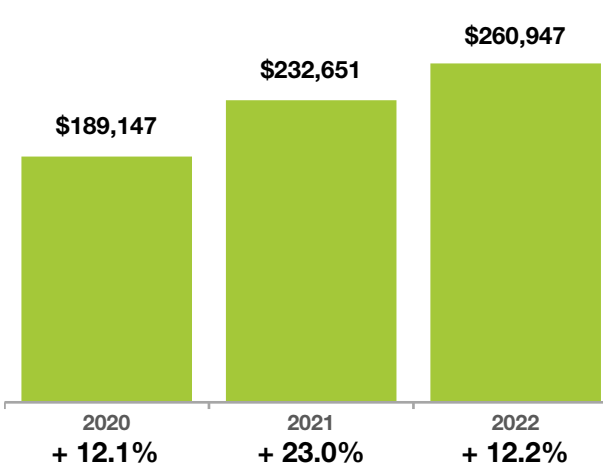
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



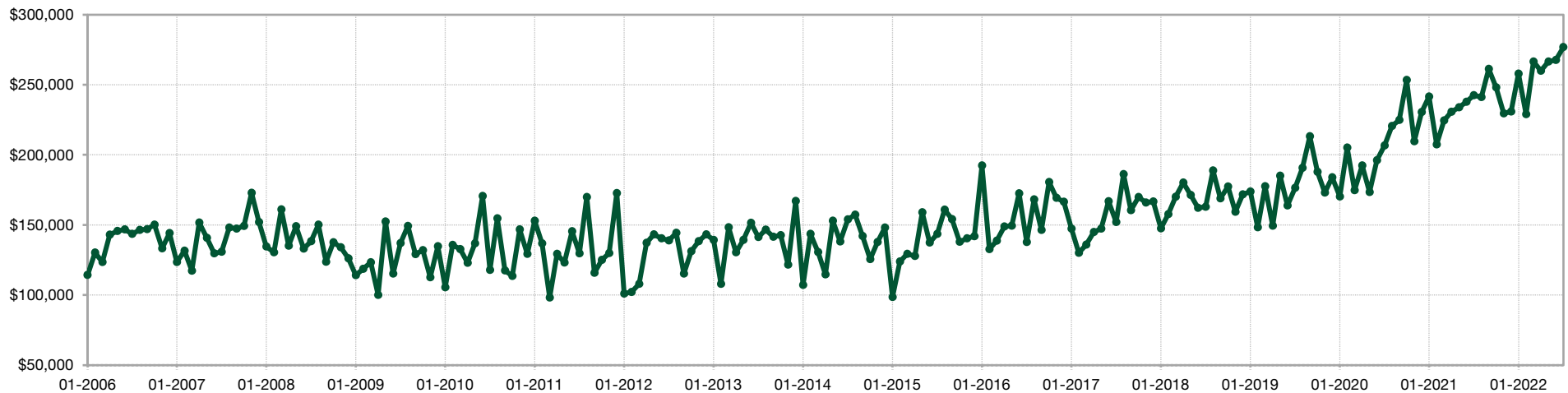
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2021	\$241,111	\$220,510	+9.3%
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	\$266,438	\$224,446	+18.7%
April 2022	\$259,824	\$230,668	+12.6%
May 2022	\$266,424	\$233,870	+13.9%
June 2022	\$267,615	\$237,758	+12.6%
July 2022	\$276,772	\$242,458	+14.2%
12-Month Avg*	\$252,859	\$230,887	+9.5%

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

Historical Average Sales Price by Month

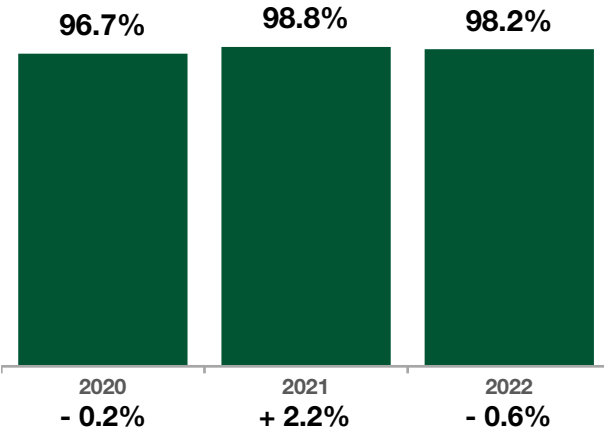


Percent of List Price Received

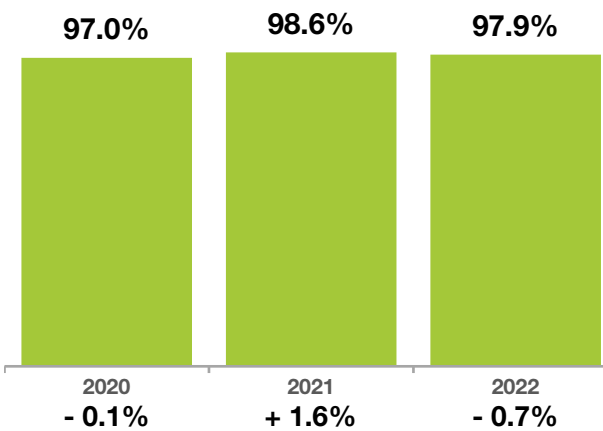
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



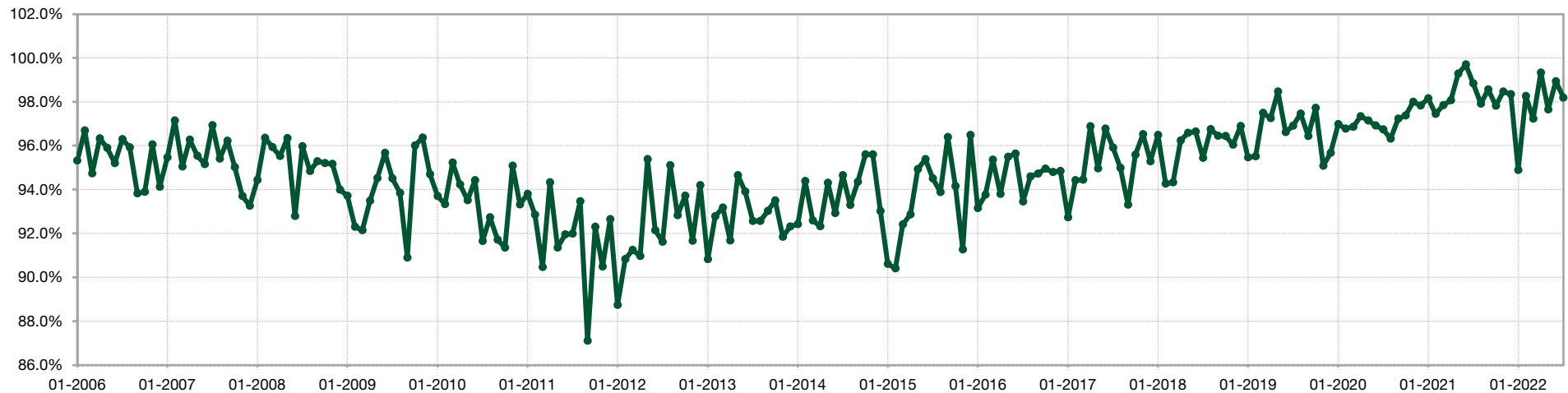
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
August 2021	97.9%	96.3%	+1.7%
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%
June 2022	98.9%	99.7%	-0.8%
July 2022	98.2%	98.8%	-0.6%
12-Month Avg*	98.0%	98.0%	0.0%

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

Historical Percent of List Price Received by Month

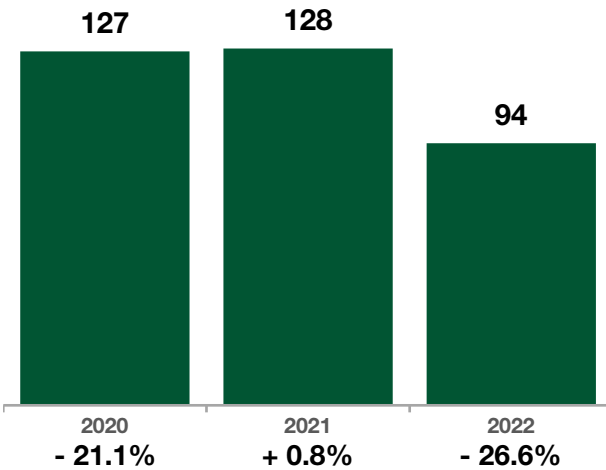


Housing Affordability Index

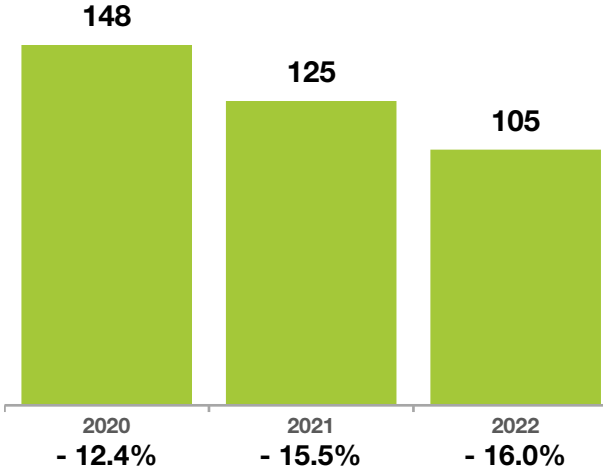
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

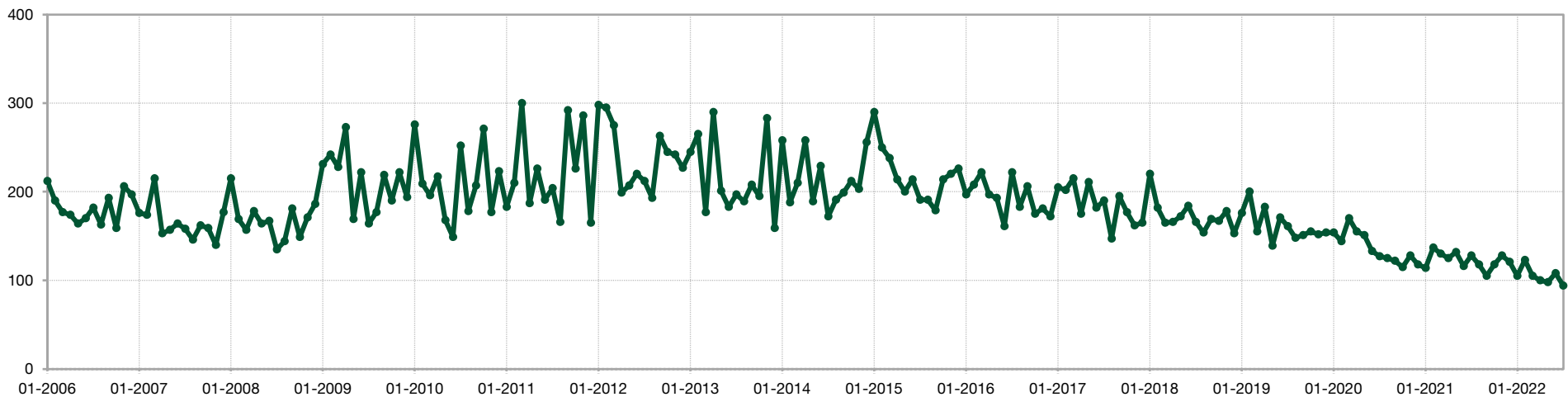


Year to Date



	Affordability Index	Prior Year	Percent Change
August 2021	118	125	-5.6%
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%
June 2022	108	116	-6.9%
July 2022	94	128	-26.6%
12-Month Avg	110	124	-11.2%

Historical Housing Affordability Index by Month

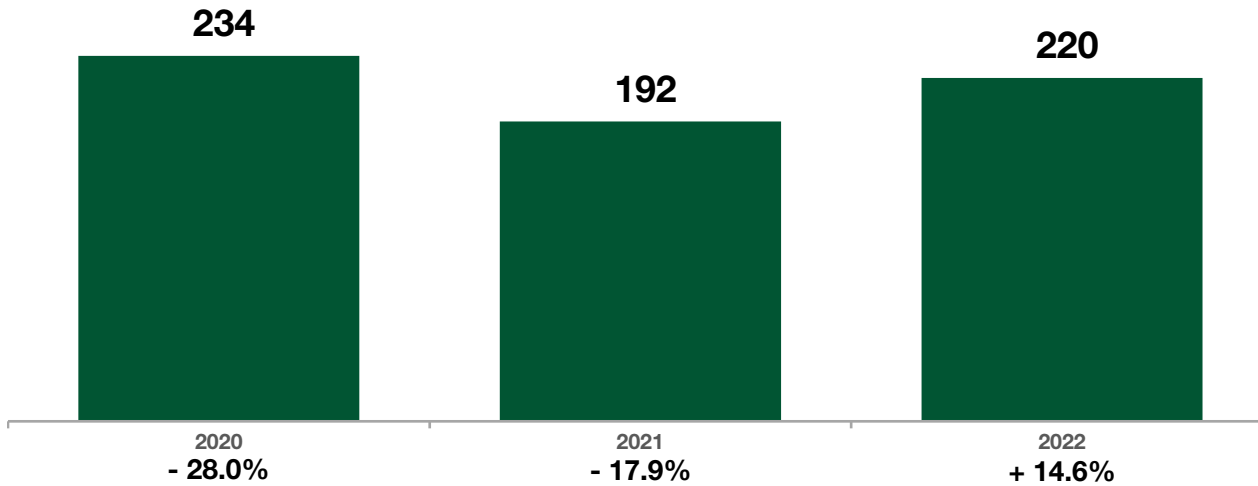


Inventory of Homes for Sale

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



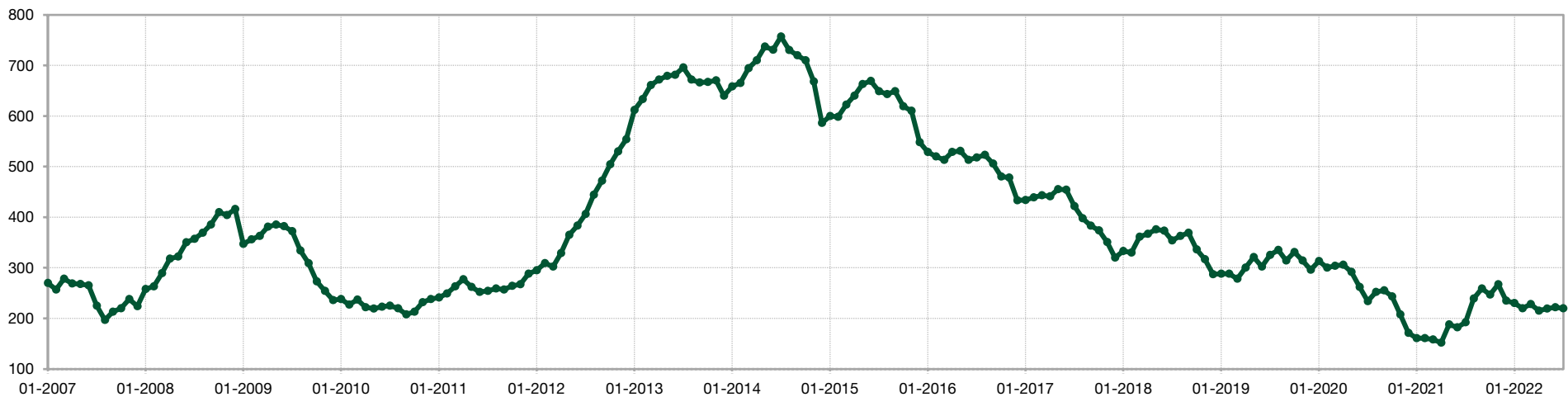
July



Homes for Sale		Prior Year	Percent Change
August 2021	239	252	-5.2%
September 2021	259	255	+1.6%
October 2021	247	243	+1.6%
November 2021	267	208	+28.4%
December 2021	235	171	+37.4%
January 2022	230	161	+42.9%
February 2022	220	161	+36.6%
March 2022	228	158	+44.3%
April 2022	215	152	+41.4%
May 2022	219	188	+16.5%
June 2022	222	182	+22.0%
July 2022	220	192	+14.6%
12-Month Avg*	233	194	+20.1%

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

Historical Inventory of Homes for Sale by Month

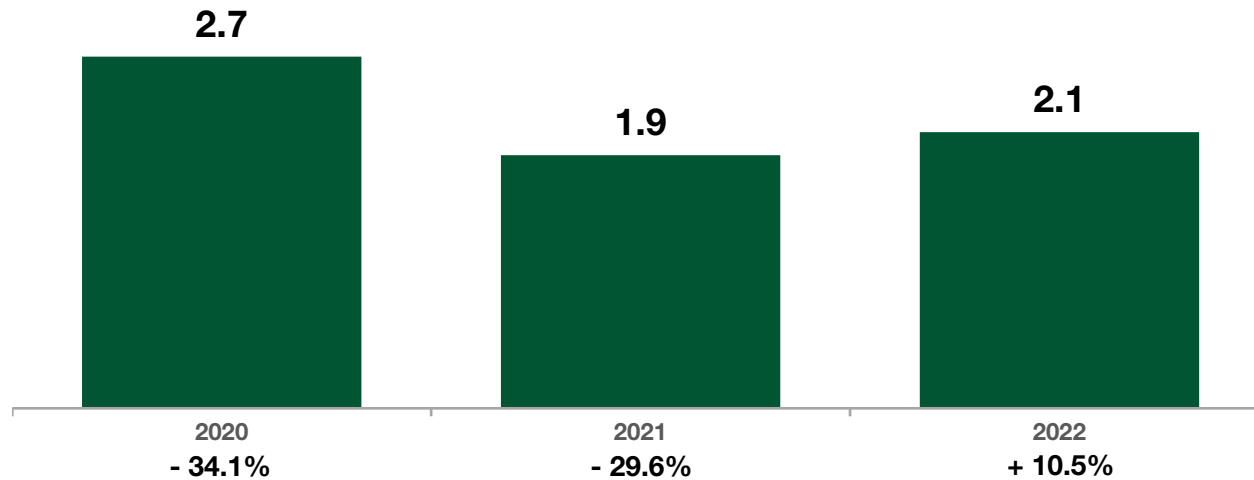


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
August 2021	2.4	2.9	-17.2%
September 2021	2.5	2.9	-13.8%
October 2021	2.4	2.7	-11.1%
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	1.6	+25.0%
May 2022	2.1	1.9	+10.5%
June 2022	2.1	1.9	+10.5%
July 2022	2.1	1.9	+10.5%
12-Month Avg*	2.2	2.1	+4.8%

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

Historical Months Supply of Inventory by Month

