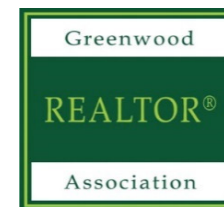


# Monthly Indicators



## August 2022

Summer 2022 has been a season of change for the U.S. real estate market. With housing affordability at a 33-year low, existing-home sales have continued to soften nationwide, falling 5.9% month-to-month and 20.9% year-over-year as of last measure, according to the National Association of REALTORS® (NAR). Pending home sales have also continued to decline, while new listings have steadily increased, with unsold inventory reaching 3.3 months' supply at the start of August. The pullback in demand has been particularly hard on homebuilders, causing new-home sales and construction to slow.

New Listings were down 30.1 percent to 121. Pending Sales increased 2.9 percent to 108. Inventory shrank 8.8 percent to 218 units.

Prices moved higher as Median Sales Price was up 2.5 percent to \$206,000. Days on Market decreased 7.2 percent to 77 days. Months Supply of Inventory was down 12.5 percent to 2.1 months.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

## Quick Facts

<b>+ 1.0%</b>	<b>+ 2.5%</b>	<b>- 12.5%</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.



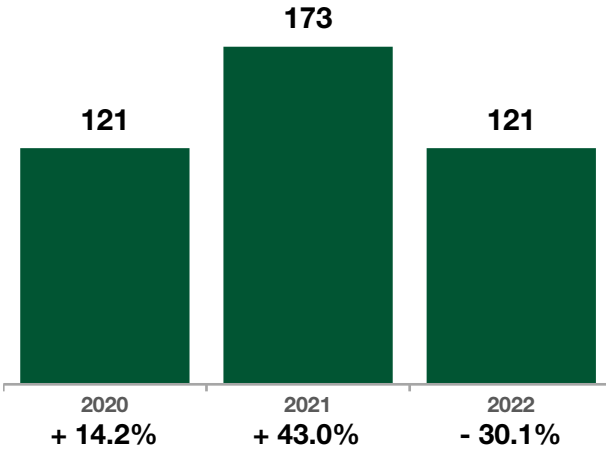
Key Metrics	Historical Sparkbars			08-2021	08-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	08-2020	08-2021	08-2022						
New Listings				173	121	- 30.1%	989	996	+ 0.7%
Pending Sales				105	108	+ 2.9%	821	836	+ 1.8%
Closed Sales				103	104	+ 1.0%	775	799	+ 3.1%
Days on Market				83	77	- 7.2%	85	83	- 2.4%
Median Sales Price				\$201,000	\$206,000	+ 2.5%	\$190,595	\$224,000	+ 17.5%
Average Sales Price				\$241,111	\$241,749	+ 0.3%	\$233,777	\$258,803	+ 10.7%
Pct. of List Price Received				97.9%	97.4%	- 0.5%	98.5%	97.8%	- 0.7%
Housing Affordability Index				118	115	- 2.5%	124	106	- 14.5%
Inventory of Homes for Sale				239	218	- 8.8%	--	--	--
Months Supply of Inventory				2.4	2.1	- 12.5%	--	--	--

# New Listings

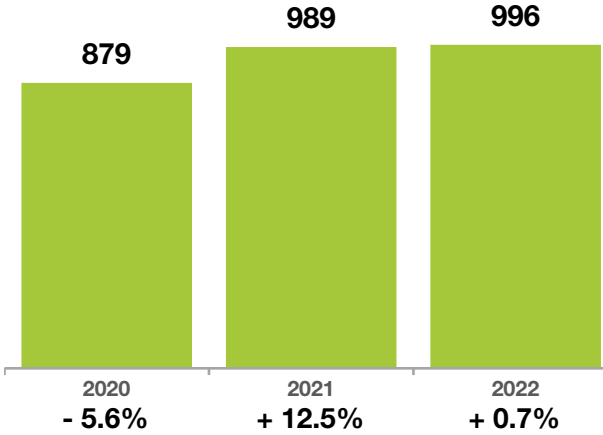
A count of the properties that have been newly listed on the market in a given month.



## August

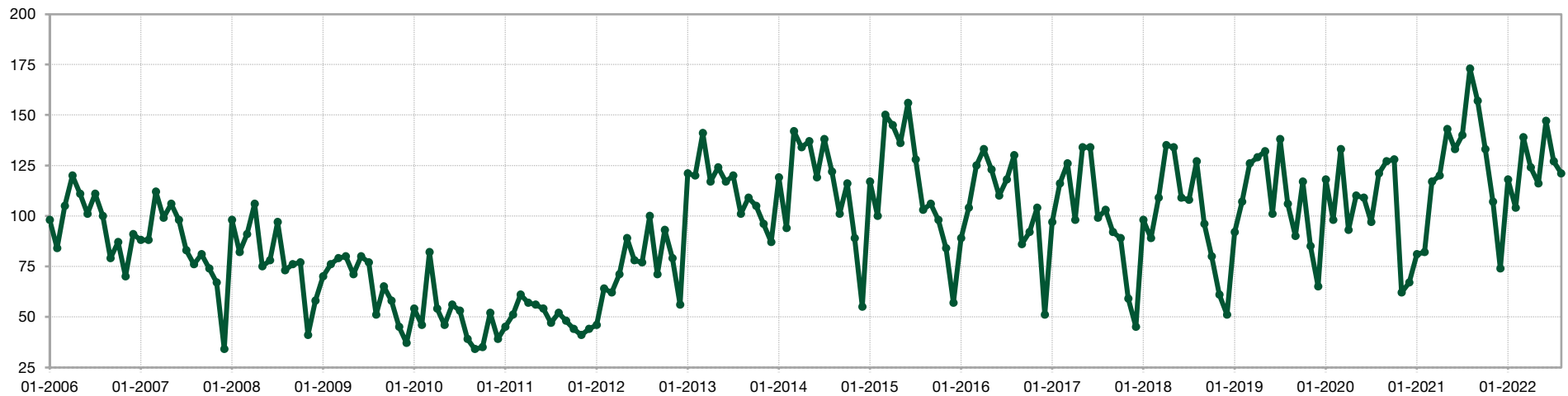


## Year to Date



	New Listings	Prior Year	Percent Change
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	139	117	+18.8%
April 2022	124	120	+3.3%
May 2022	116	143	-18.9%
June 2022	147	133	+10.5%
July 2022	127	140	-9.3%
<b>August 2022</b>	<b>121</b>	<b>173</b>	<b>-30.1%</b>
12-Month Avg	122	114	+7.2%

## Historical New Listings by Month

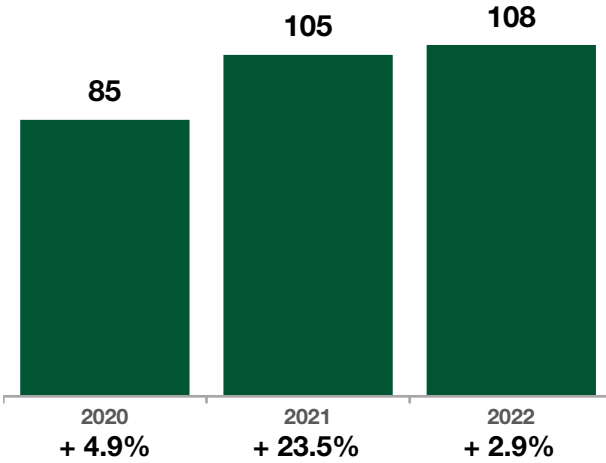


# Pending Sales

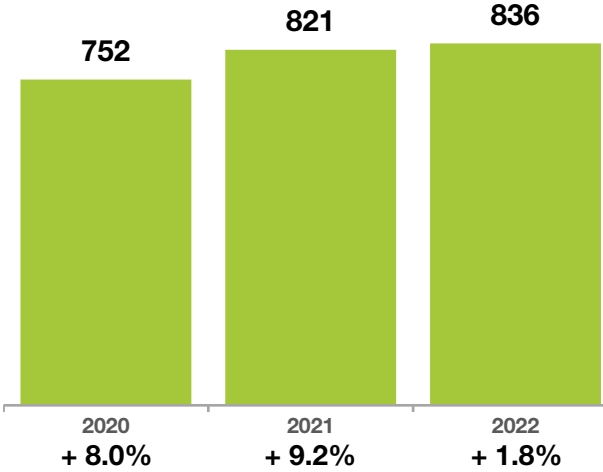
A count of the properties on which offers have been accepted in a given month.



## August

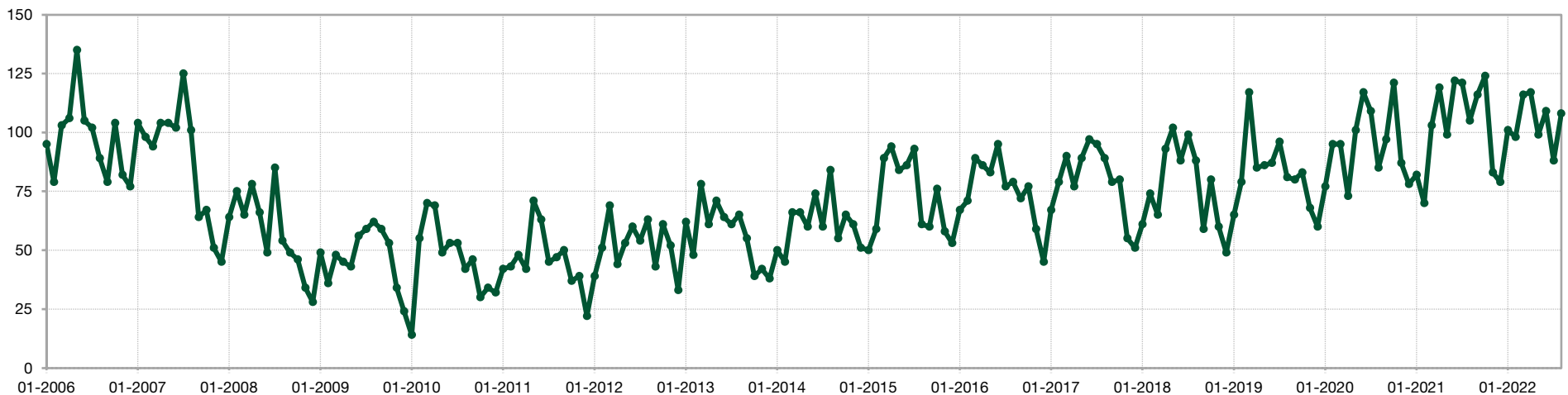


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	99	99	0.0%
June 2022	109	122	-10.7%
July 2022	88	121	-27.3%
<b>August 2022</b>	<b>108</b>	<b>105</b>	<b>+2.9%</b>
12-Month Avg	103	100	+3.2%

## Historical Pending Sales by Month

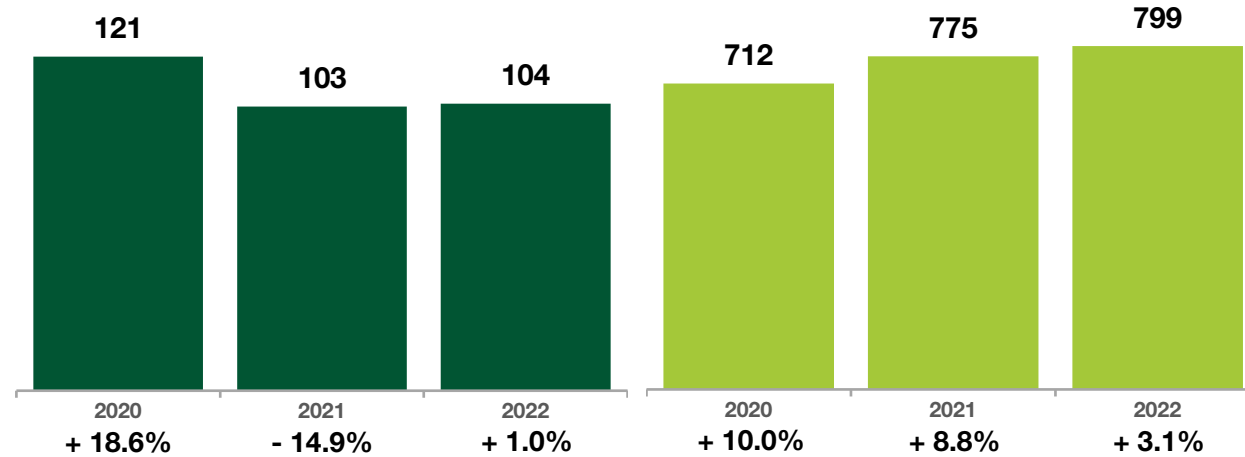


# Closed Sales

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

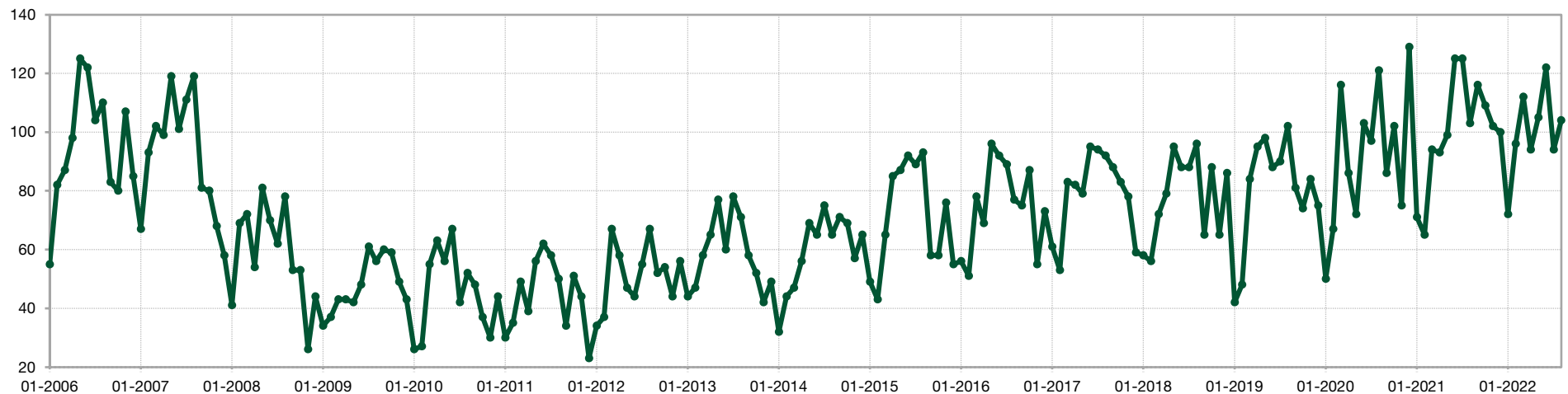


## August



	Closed Sales	Prior Year	Percent Change
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	94	125	-24.8%
<b>August 2022</b>	<b>104</b>	<b>103</b>	<b>+1.0%</b>
12-Month Avg	102	97	+5.3%

## Historical Closed Sales by Month

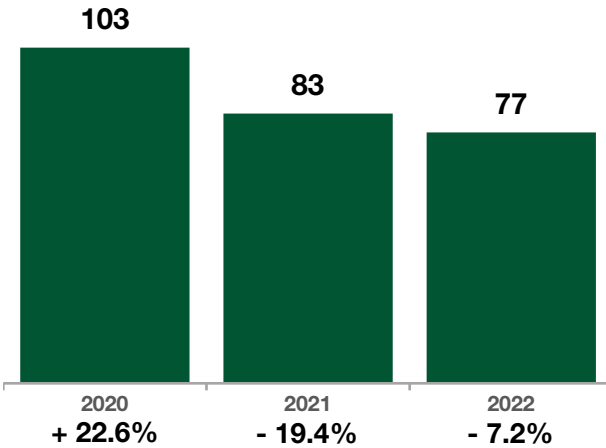


# Days on Market Until Sale

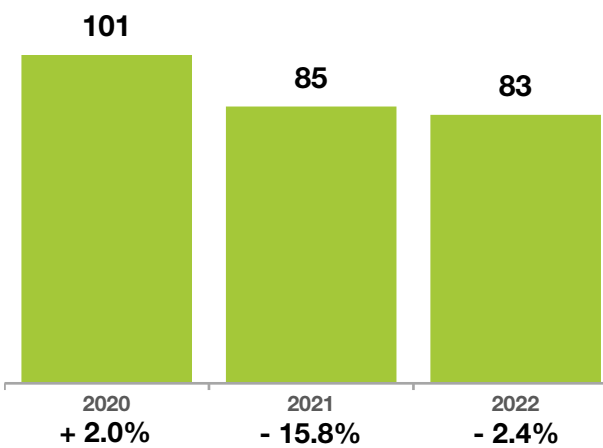
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



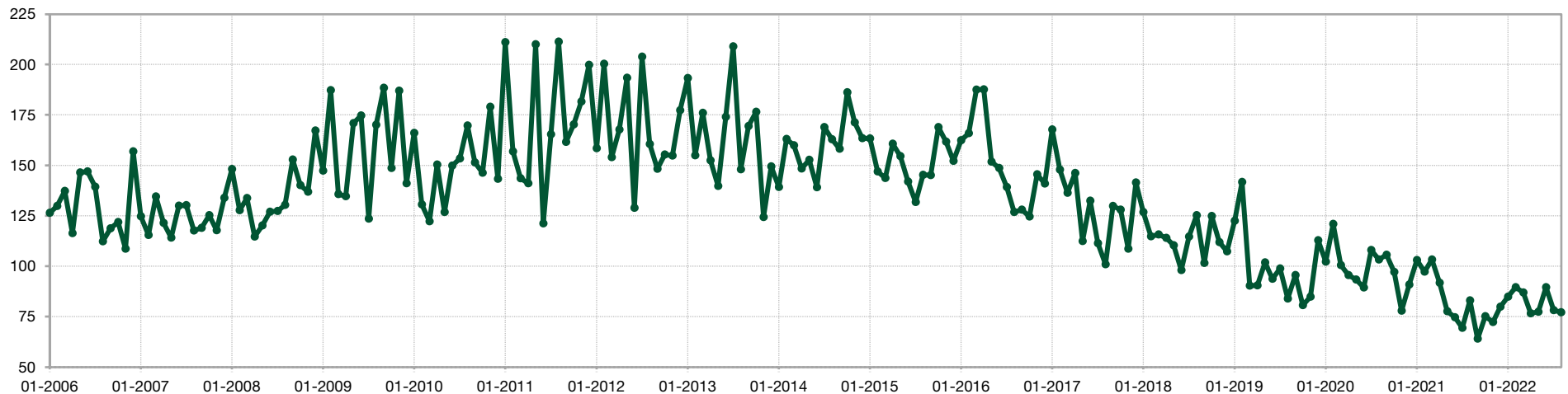
## Year to Date



Days on Market	Prior Year	Percent Change
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	78	+13.0%
<b>August 2022</b>	<b>77</b>	<b>-7.2%</b>
12-Month Avg*	79	-10.2%

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

## Historical Days on Market Until Sale by Month

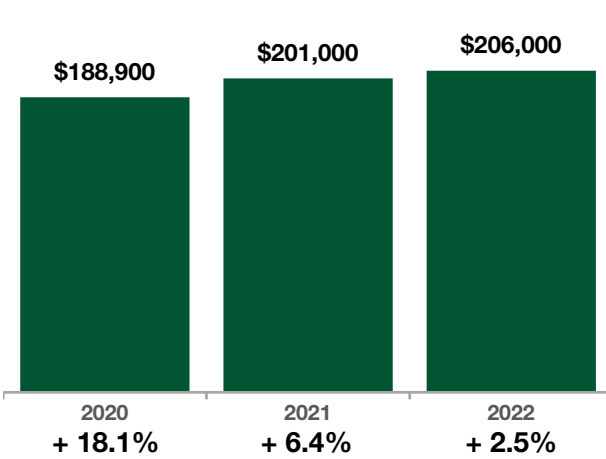


# Median Sales Price

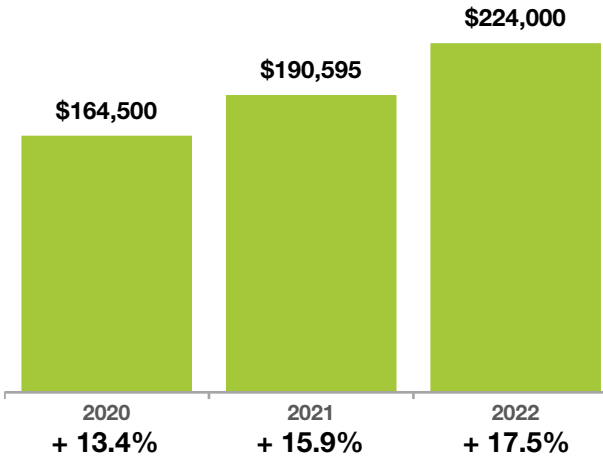
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



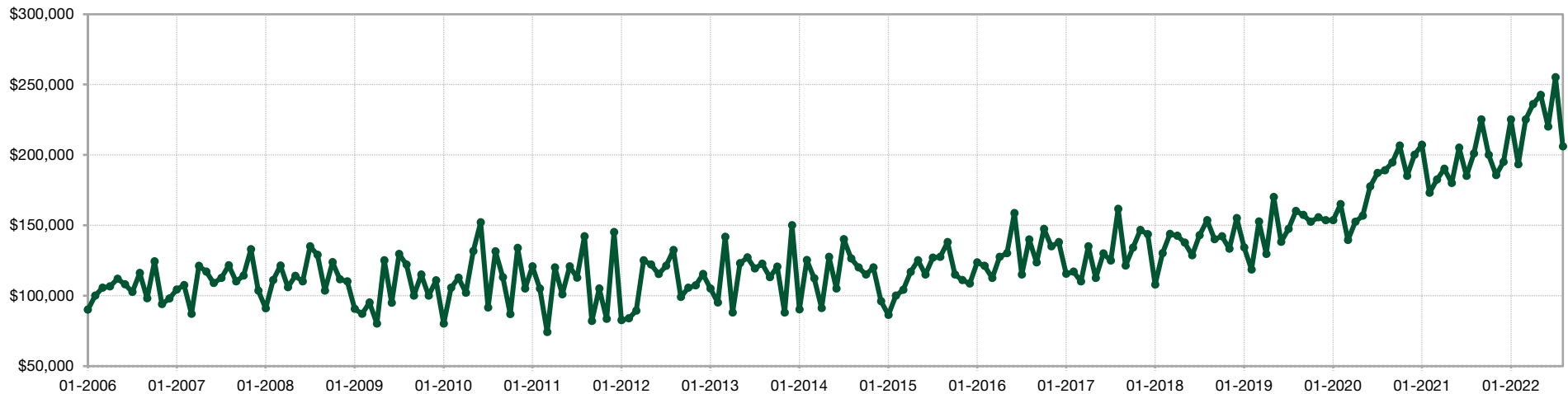
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$219,950	\$205,000	+7.3%
July 2022	\$255,000	\$184,950	+37.9%
<b>August 2022</b>	<b>\$206,000</b>	<b>\$201,000</b>	<b>+2.5%</b>
12-Month Med*	\$215,000	\$192,500	+11.7%

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

## Historical Median Sales Price by Month

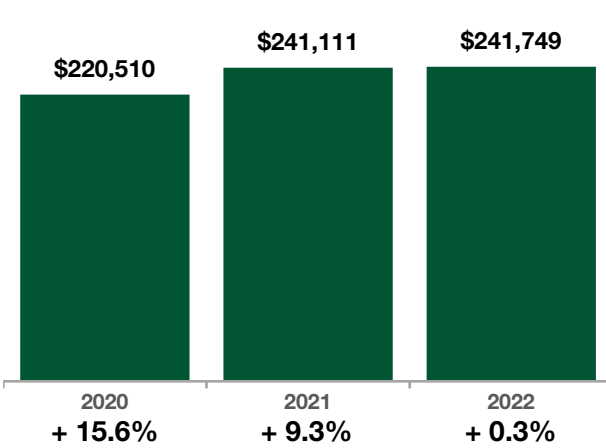


# Average Sales Price

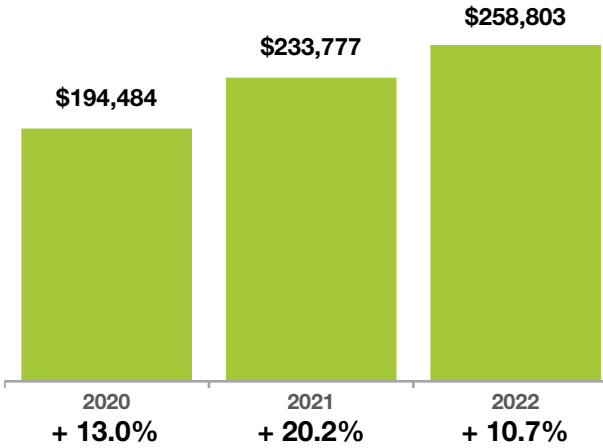
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



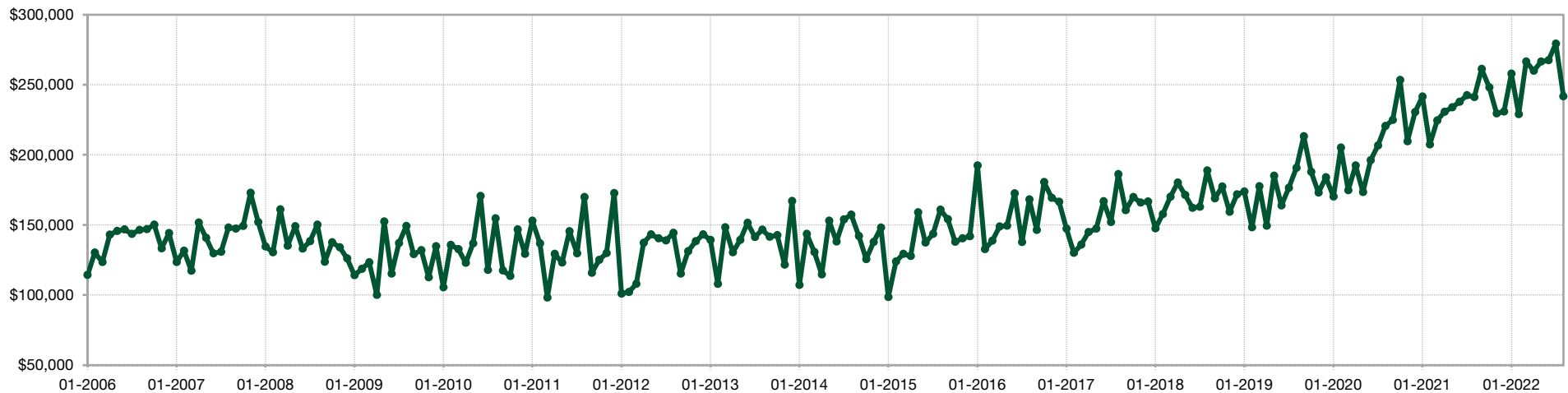
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$267,388	\$237,758	+12.5%
July 2022	\$279,266	\$242,458	+15.2%
<b>August 2022</b>	<b>\$241,749</b>	<b>\$241,111</b>	<b>+0.3%</b>
12-Month Avg*	\$253,101	\$232,868	+8.7%

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

## Historical Average Sales Price by Month



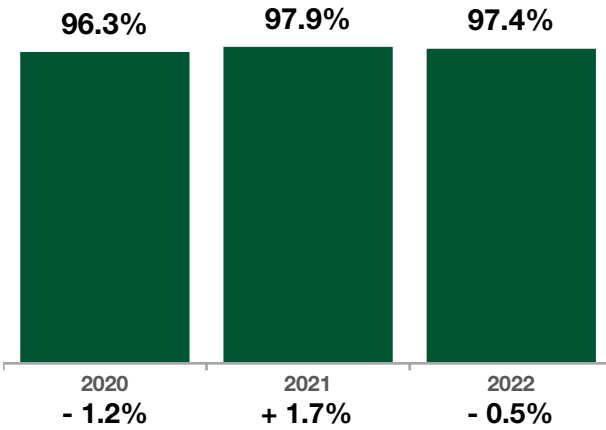


# Percent of List Price Received

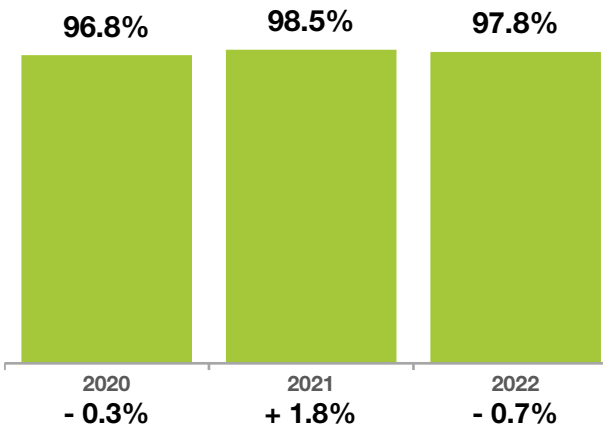
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



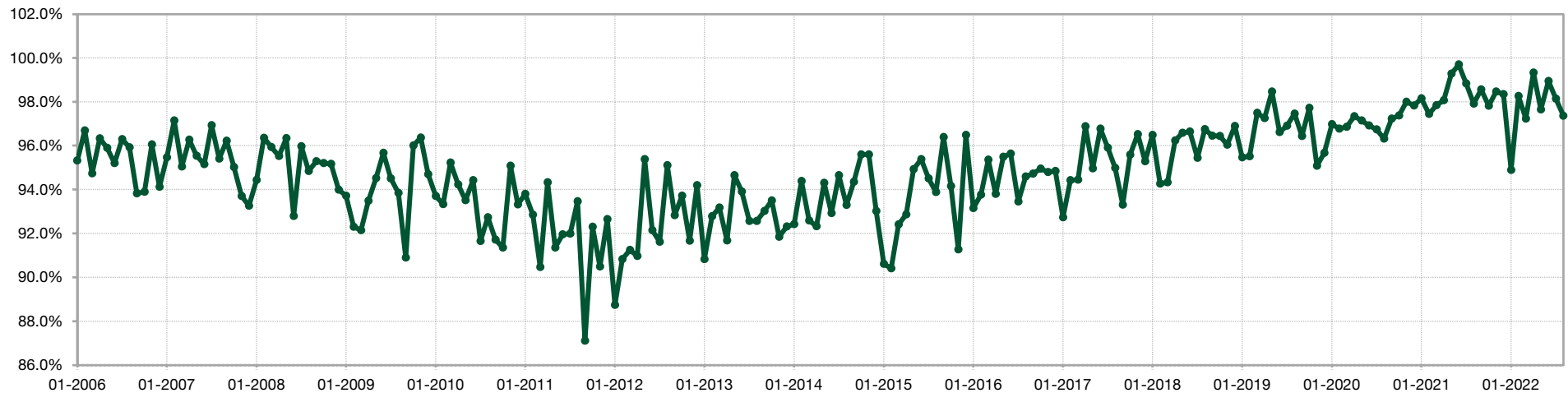
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	98.1%	98.8%	-0.7%
<b>August 2022</b>	<b>97.4%</b>	<b>97.9%</b>	<b>-0.5%</b>
12-Month Avg*	98.0%	98.2%	-0.2%

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

## Historical Percent of List Price Received by Month

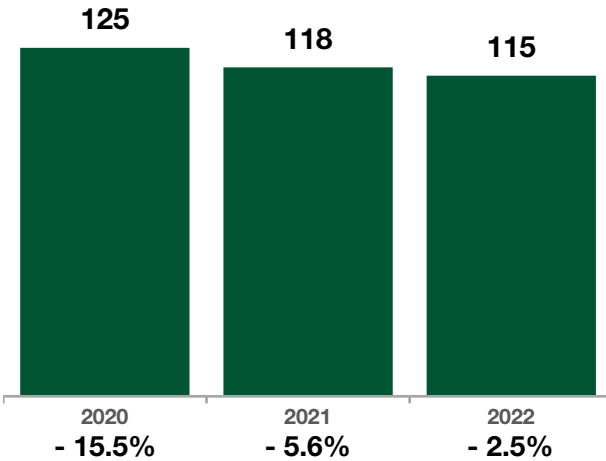


# Housing Affordability Index

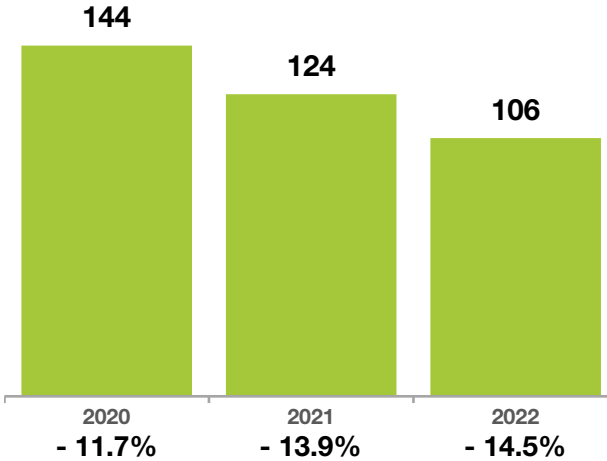
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

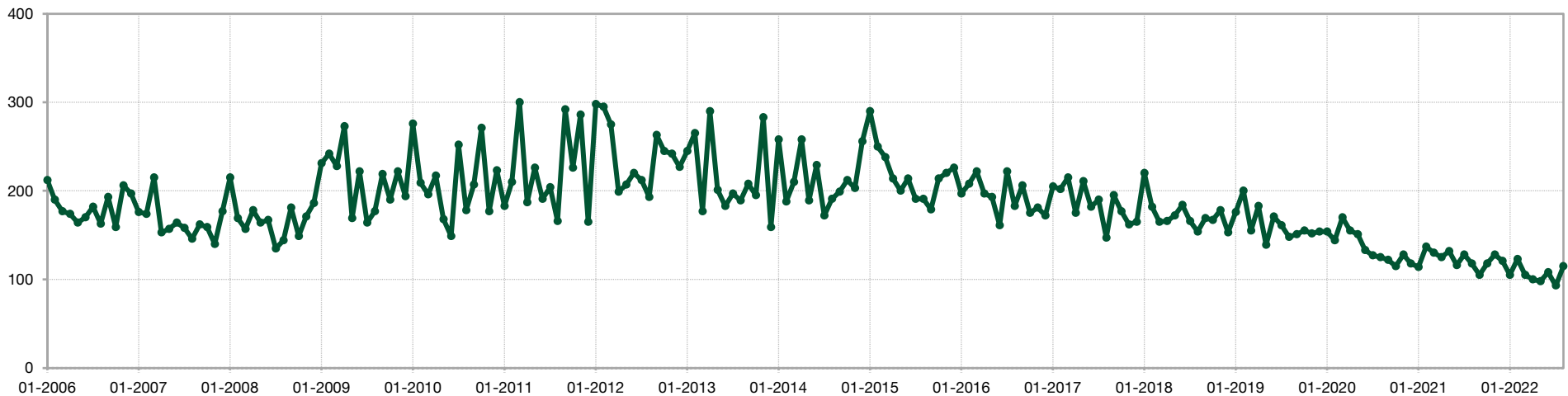


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	93	128	-27.3%
<b>August 2022</b>	<b>115</b>	<b>118</b>	<b>-2.5%</b>
12-Month Avg	110	124	-11.1%

## Historical Housing Affordability Index by Month

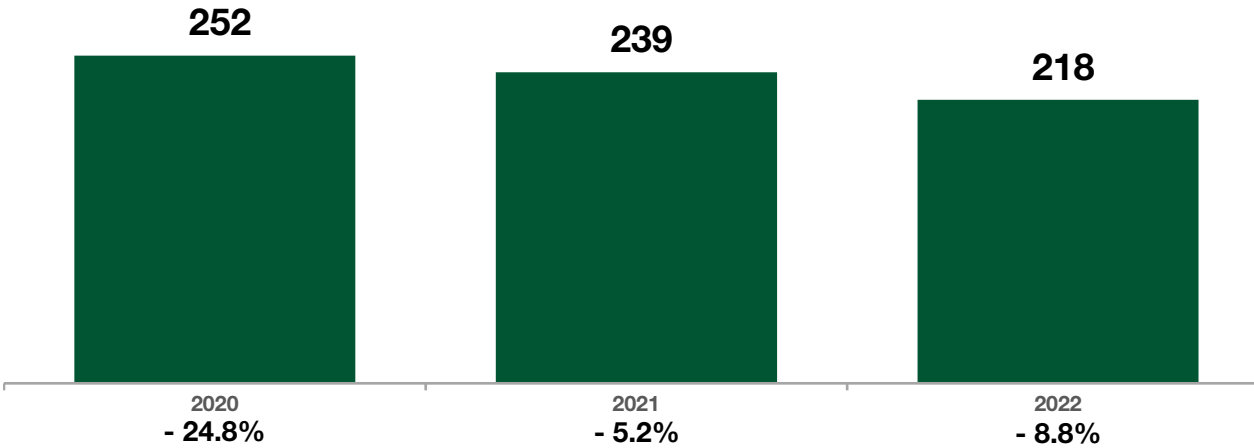


# Inventory of Homes for Sale

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



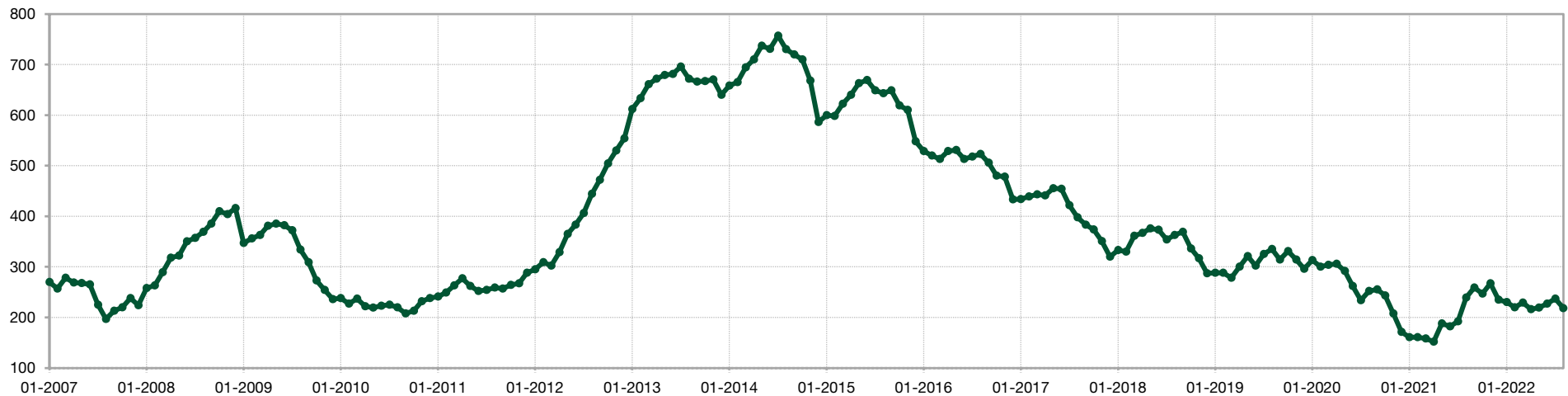
## August



	Homes for Sale	Prior Year	Percent Change
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	229	158	+44.9%
April 2022	216	152	+42.1%
May 2022	219	188	+16.5%
June 2022	227	182	+24.7%
July 2022	237	192	+23.4%
<b>August 2022</b>	<b>218</b>	<b>239</b>	<b>-8.8%</b>
12-Month Avg*	234	193	+21.2%

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

## Historical Inventory of Homes for Sale by Month

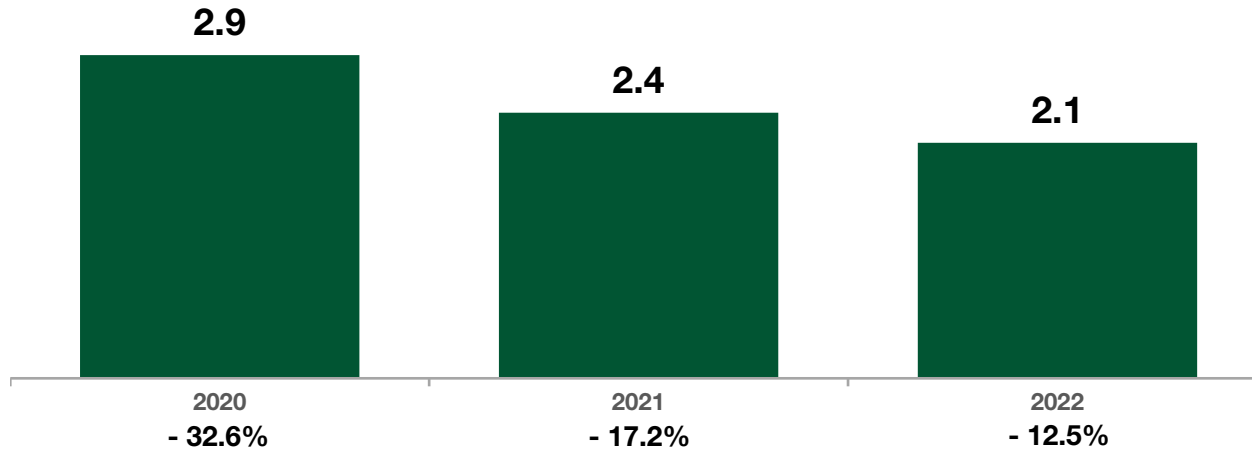


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
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	2.3	1.9	+21.1%
<b>August 2022</b>	<b>2.1</b>	<b>2.4</b>	<b>-12.5%</b>
12-Month Avg*	2.2	2.0	+10.0%

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

## Historical Months Supply of Inventory by Month

