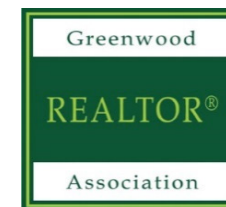


Monthly Indicators



October 2022

Existing home sales declined nationwide for the eighth consecutive month, falling 1.5% as of last measure, according to the National Association of REALTORS® (NAR), with sales down nearly 24% from the same period last year. Pending home sales also declined, dropping 10.9% month-to-month, exceeding economists' expectations. Stubbornly high inflation and soaring borrowing costs have eroded buyer purchasing power and have caused the market to cool rapidly this year.

New Listings were down 29.3 percent to 94. Pending Sales decreased 28.7 percent to 87. Inventory grew 0.8 percent to 254 units.

Prices moved higher as Median Sales Price was up 1.9 percent to \$203,700. Days on Market increased 4.0 percent to 78 days. Months Supply of Inventory was up 8.0 percent to 2.7 months.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

Quick Facts

- 33.9% **+ 1.9%** **+ 8.0%**

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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Market Overview

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



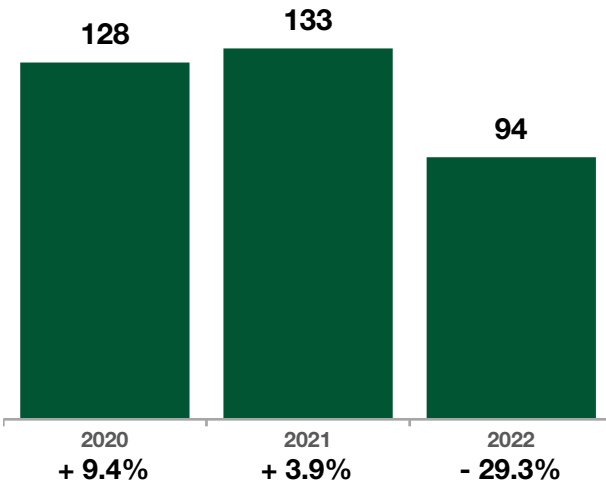
Key Metrics	Historical Sparkbars			10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	10-2020	10-2021	10-2022						
New Listings				133	94	- 29.3%	1,279	1,216	- 4.9%
Pending Sales				122	87	- 28.7%	1,056	983	- 6.9%
Closed Sales				109	72	- 33.9%	1,000	983	- 1.7%
Days on Market				75	78	+ 4.0%	82	82	0.0%
Median Sales Price				\$200,000	\$203,700	+ 1.9%	\$195,000	\$222,900	+ 14.3%
Average Sales Price				\$248,113	\$288,576	+ 16.3%	\$238,507	\$265,277	+ 11.2%
Pct. of List Price Received				97.8%	97.7%	- 0.1%	98.4%	97.8%	- 0.6%
Housing Affordability Index				118	116	- 1.7%	121	106	- 12.4%
Inventory of Homes for Sale				252	254	+ 0.8%	--	--	--
Months Supply of Inventory				2.5	2.7	+ 8.0%	--	--	--

New Listings

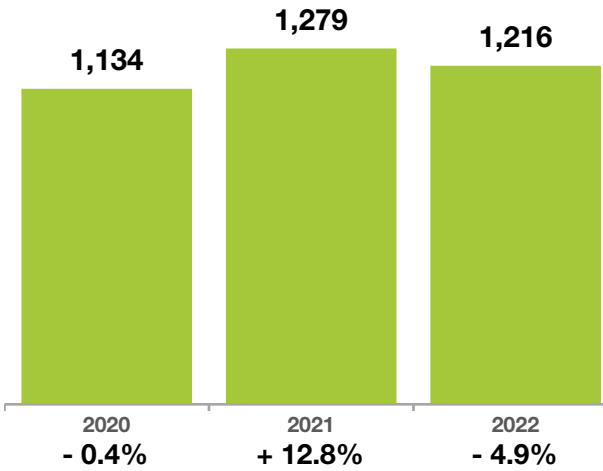
A count of the properties that have been newly listed on the market in a given month.



October

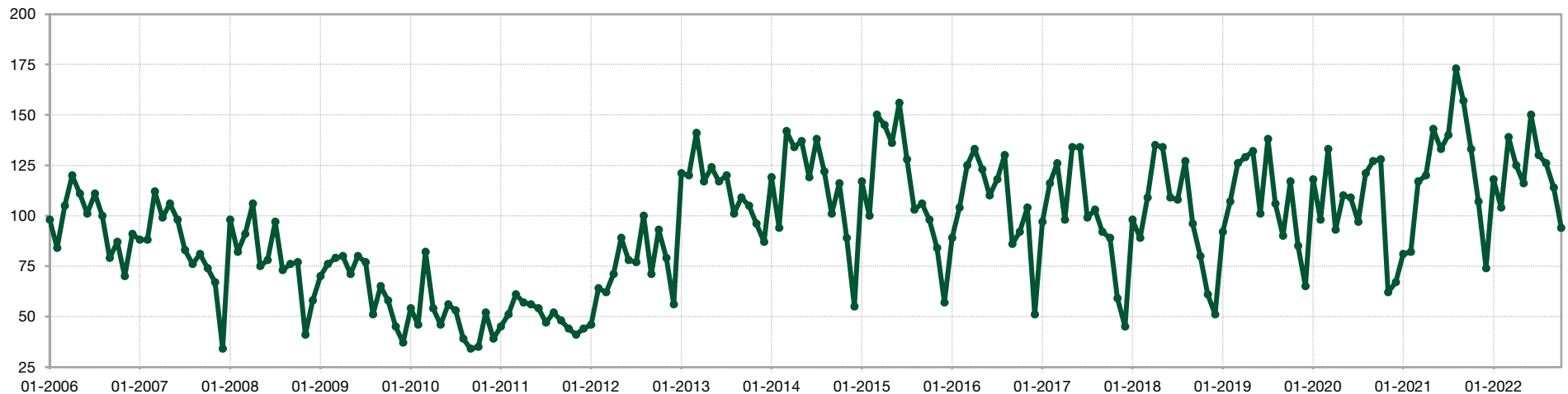


Year to Date



	New Listings	Prior Year	Percent Change
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	125	120	+4.2%
May 2022	116	143	-18.9%
June 2022	150	133	+12.8%
July 2022	130	140	-7.1%
August 2022	126	173	-27.2%
September 2022	114	157	-27.4%
October 2022	94	133	-29.3%
12-Month Avg	116	117	-0.5%

Historical New Listings by Month

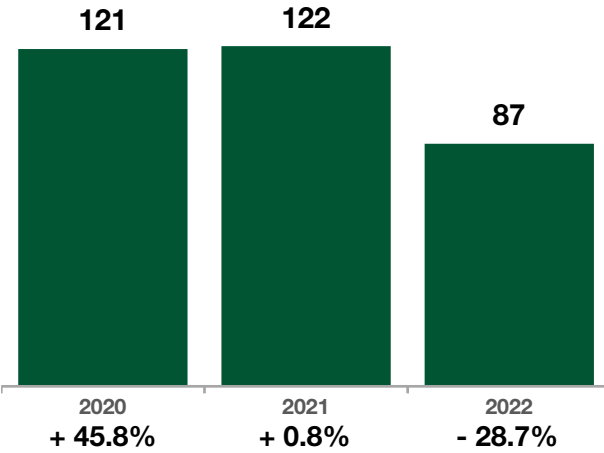


Pending Sales

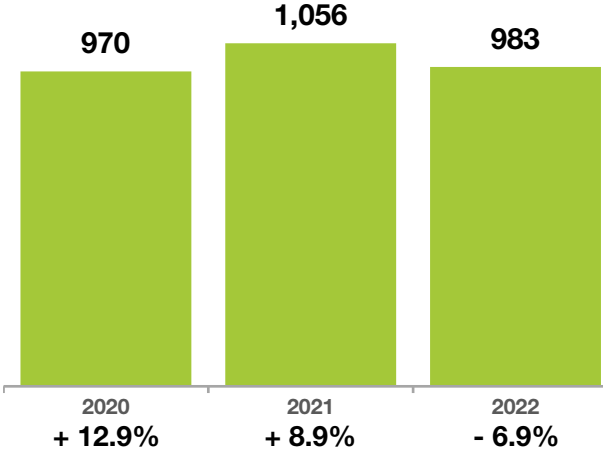
A count of the properties on which offers have been accepted in a given month.



October

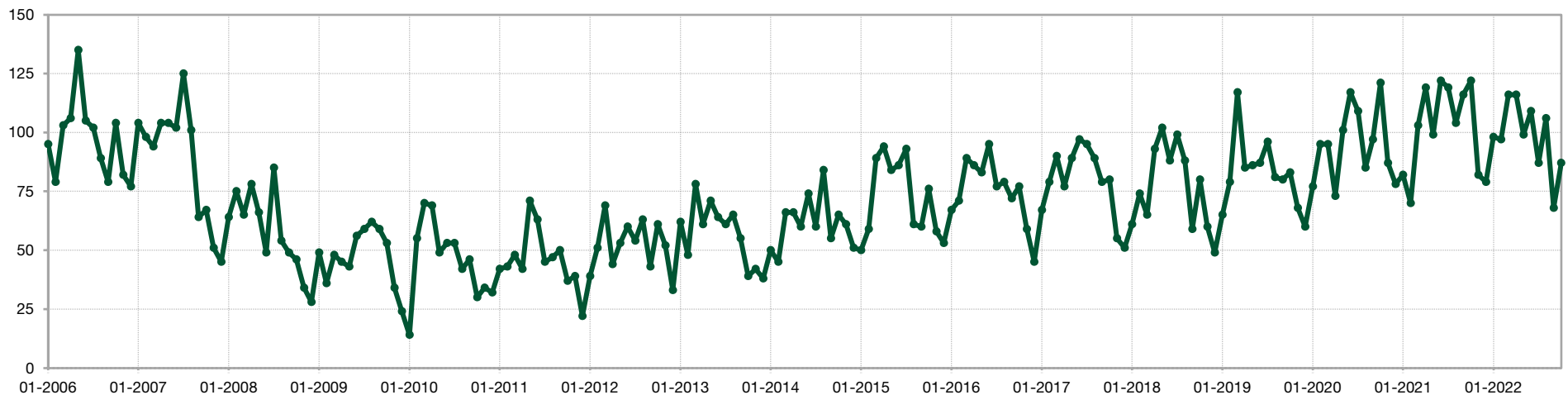


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2021	82	87	-5.7%
December 2021	79	78	+1.3%
January 2022	98	82	+19.5%
February 2022	97	70	+38.6%
March 2022	116	103	+12.6%
April 2022	116	119	-2.5%
May 2022	99	99	0.0%
June 2022	109	122	-10.7%
July 2022	87	119	-26.9%
August 2022	106	104	+1.9%
September 2022	68	116	-41.4%
October 2022	87	122	-28.7%
12-Month Avg	95	102	-6.5%

Historical Pending Sales by Month

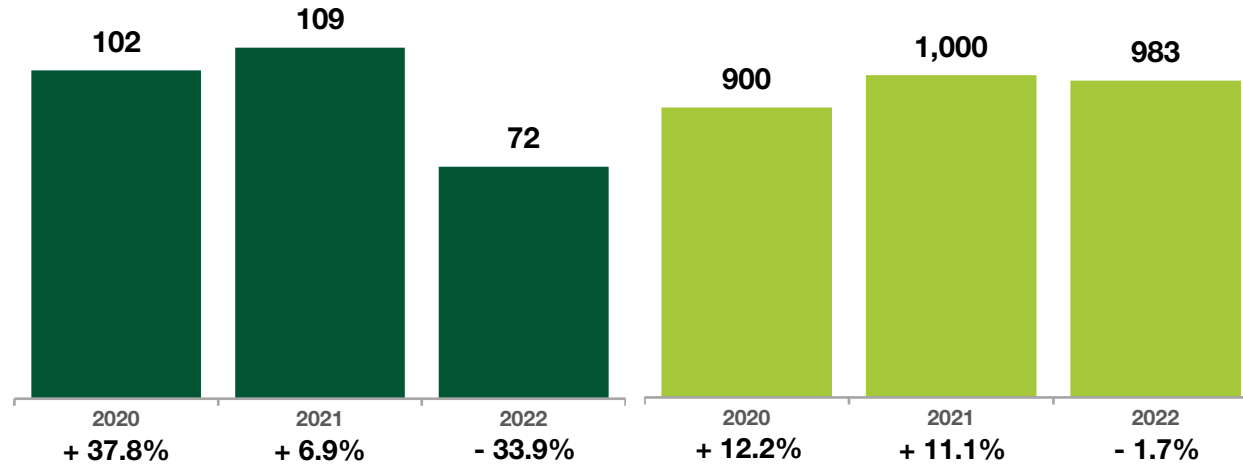


Closed Sales

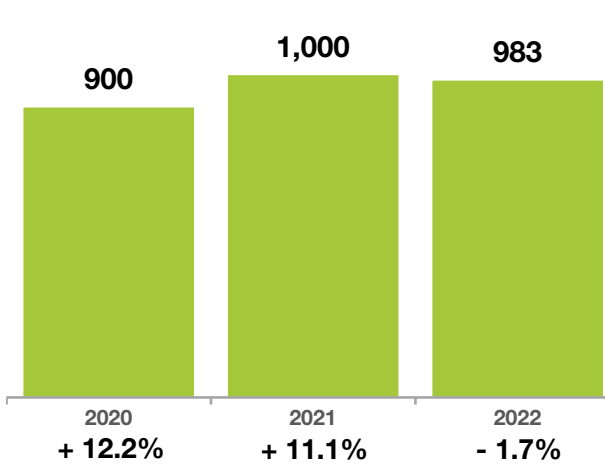
A count of the actual sales that closed in a given month.



October

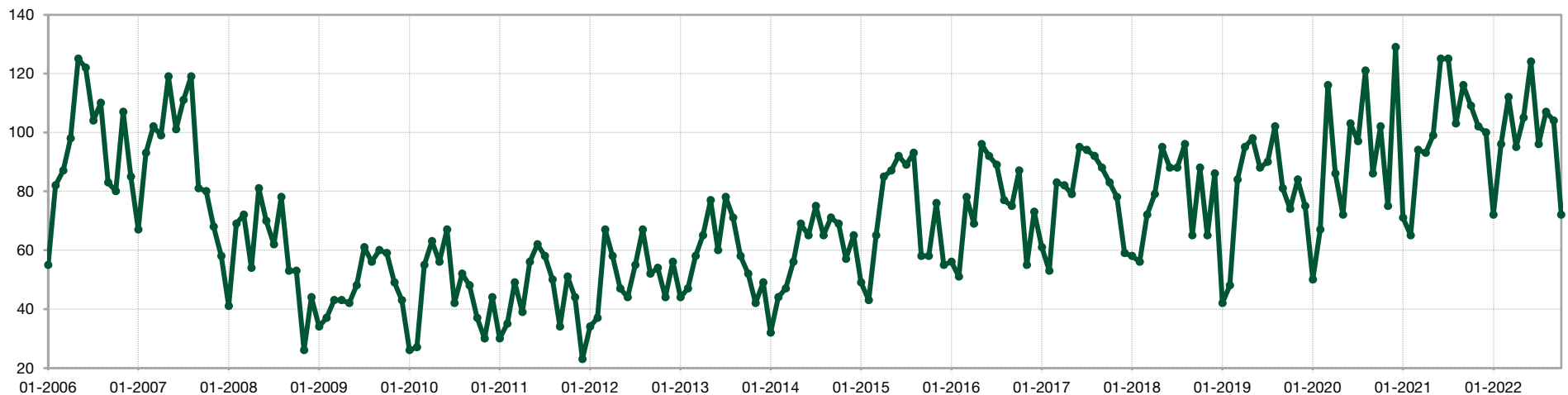


Year to Date



	Closed Sales	Prior Year	Percent Change
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	95	93	+2.2%
May 2022	105	99	+6.1%
June 2022	124	125	-0.8%
July 2022	96	125	-23.2%
August 2022	107	103	+3.9%
September 2022	104	116	-10.3%
October 2022	72	109	-33.9%
12-Month Avg	99	100	-1.3%

Historical Closed Sales by Month

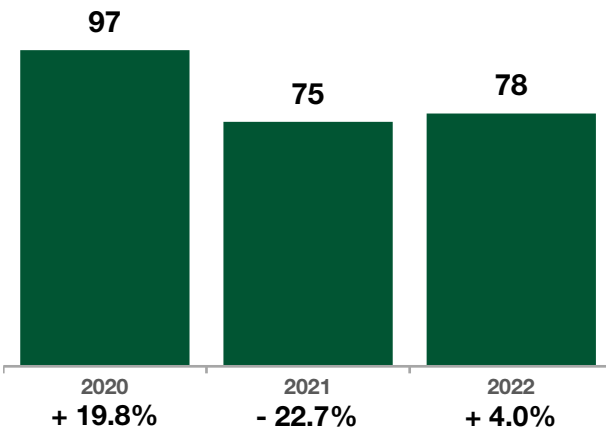


Days on Market Until Sale

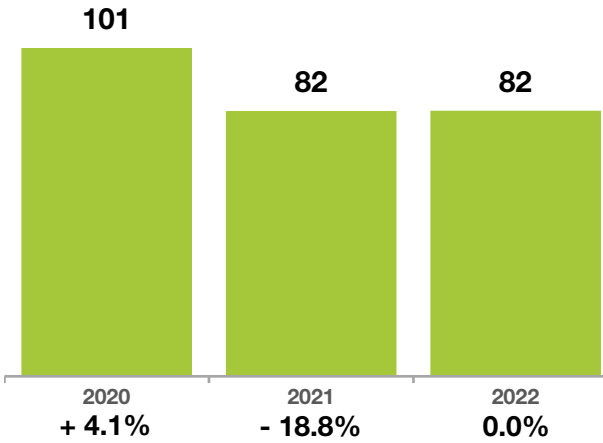
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



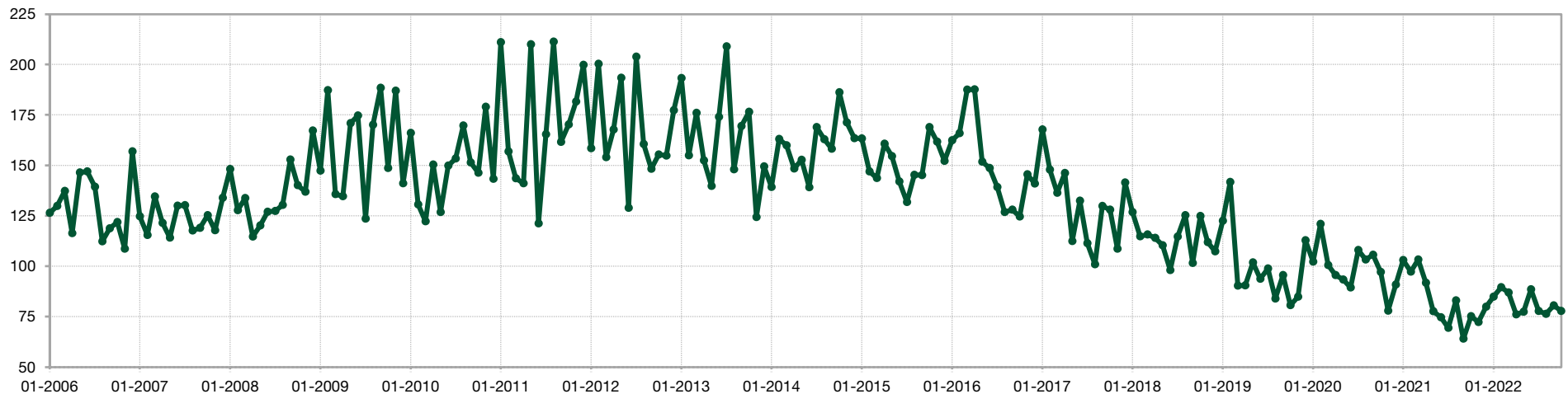
Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
April 2022	76	92	-17.4%
May 2022	77	78	-1.3%
June 2022	89	75	+18.7%
July 2022	78	69	+13.0%
August 2022	76	83	-8.4%
September 2022	81	64	+26.6%
October 2022	78	75	+4.0%
12-Month Avg*	81	82	-1.2%

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

Historical Days on Market Until Sale by Month

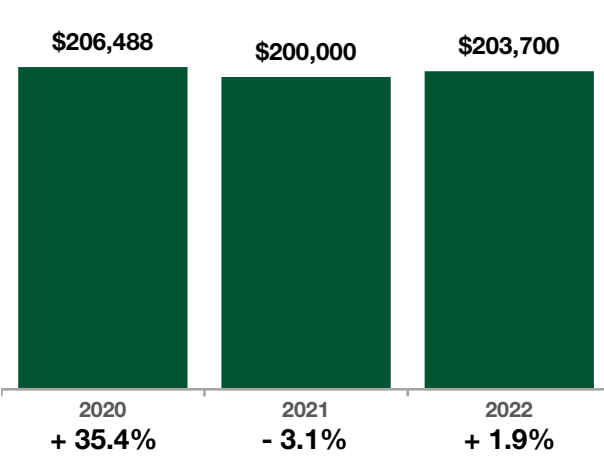


Median Sales Price

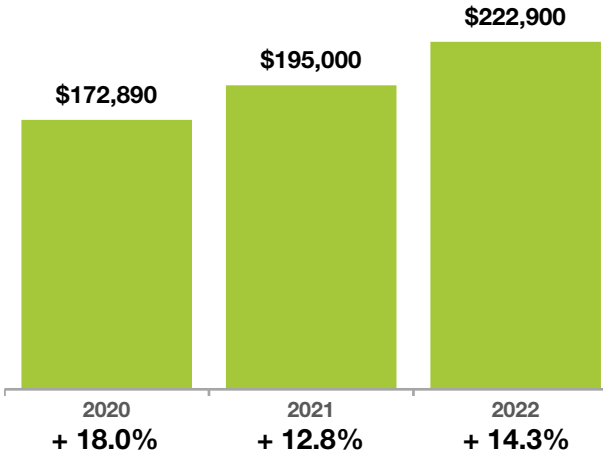
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



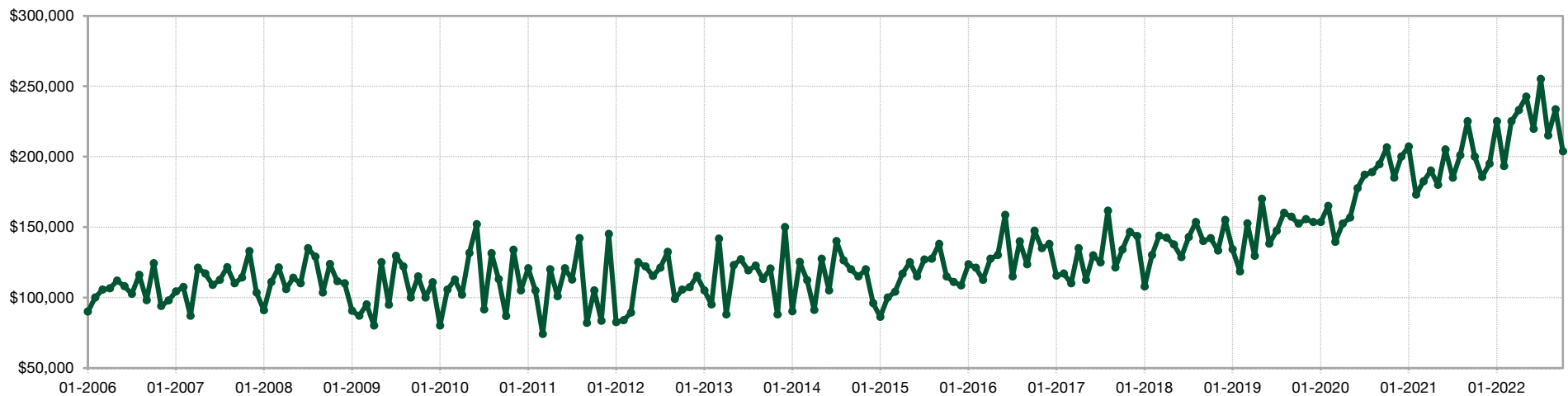
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$233,000	\$190,000	+22.6%
May 2022	\$242,500	\$180,000	+34.7%
June 2022	\$219,700	\$205,000	+7.2%
July 2022	\$255,000	\$184,950	+37.9%
August 2022	\$215,000	\$201,000	+7.0%
September 2022	\$233,500	\$225,000	+3.8%
October 2022	\$203,700	\$200,000	+1.9%
12-Month Med*	\$215,000	\$195,000	+10.3%

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

Historical Median Sales Price by Month

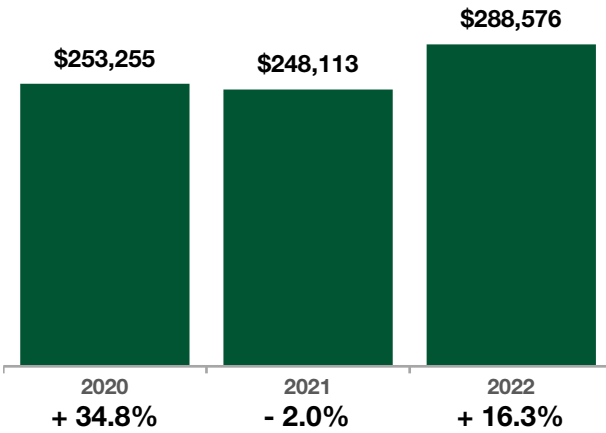


Average Sales Price

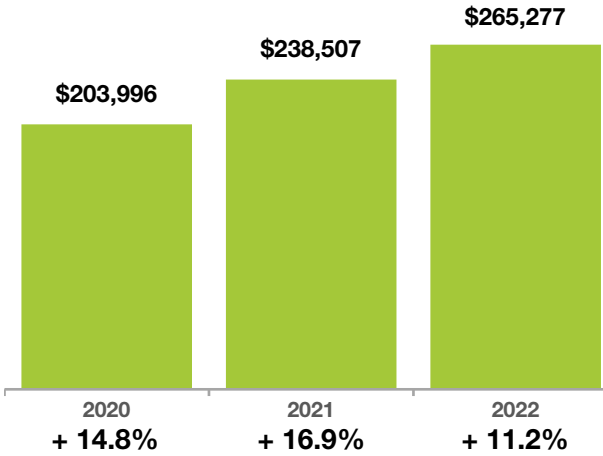
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



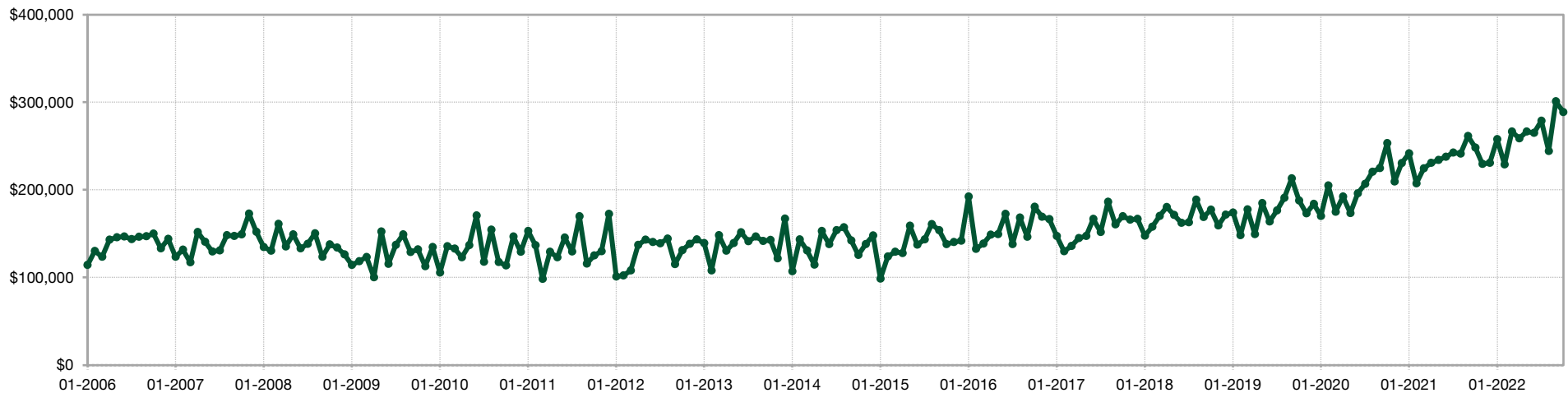
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$258,592	\$230,668	+12.1%
May 2022	\$266,424	\$233,870	+13.9%
June 2022	\$264,983	\$237,758	+11.5%
July 2022	\$278,883	\$242,458	+15.0%
August 2022	\$244,104	\$241,111	+1.2%
September 2022	\$300,885	\$261,242	+15.2%
October 2022	\$288,576	\$248,113	+16.3%
12-Month Avg*	\$259,637	\$235,830	+10.1%

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

Historical Average Sales Price by Month

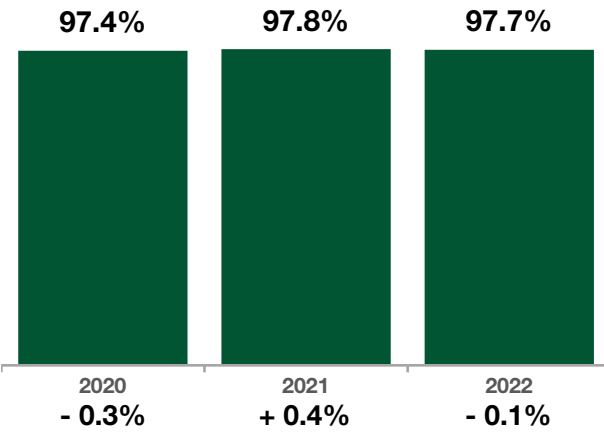


Percent of List Price Received

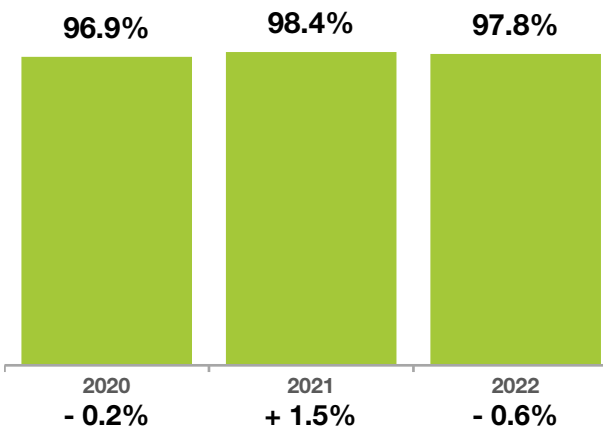
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



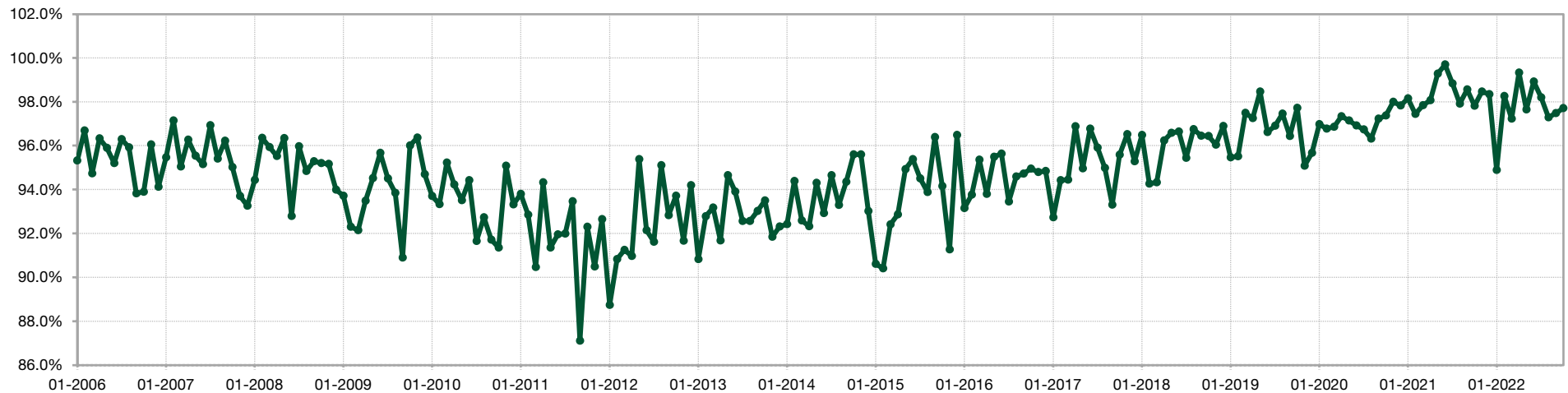
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
August 2022	97.3%	97.9%	-0.6%
September 2022	97.5%	98.6%	-1.1%
October 2022	97.7%	97.8%	-0.1%
12-Month Avg*	97.9%	98.4%	-0.5%

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

Historical Percent of List Price Received by Month



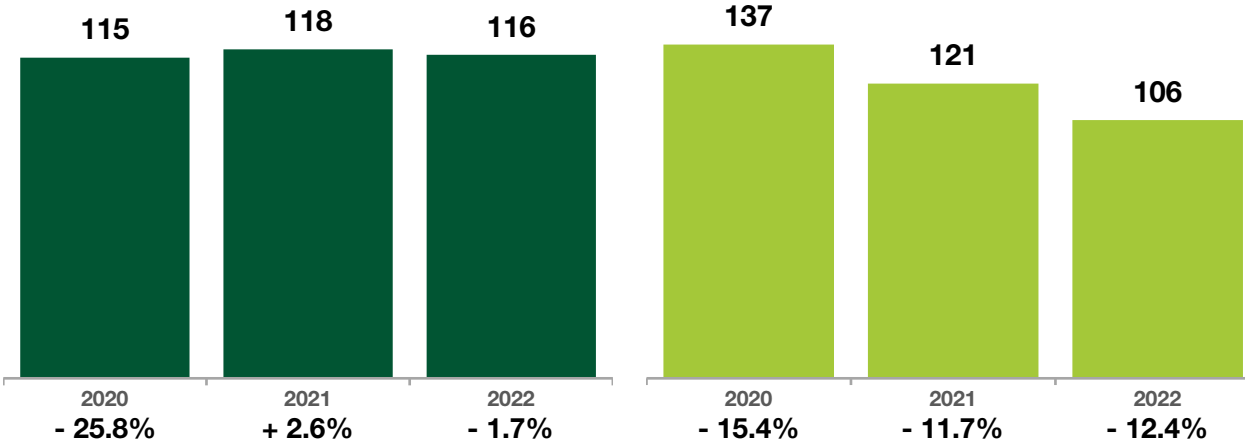
Housing Affordability Index



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.

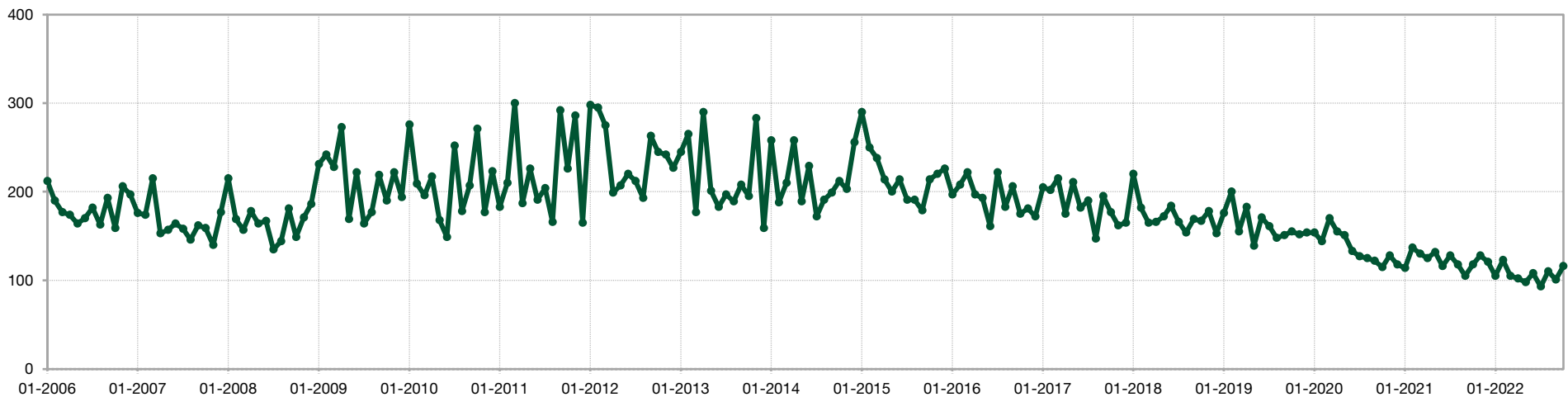
October

Year to Date



	Affordability Index	Prior Year	Percent Change
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	102	125	-18.4%
May 2022	98	132	-25.8%
June 2022	108	116	-6.9%
July 2022	93	128	-27.3%
August 2022	110	118	-6.8%
September 2022	101	105	-3.8%
October 2022	116	118	-1.7%
12-Month Avg	109	122	-10.8%

Historical Housing Affordability Index by Month

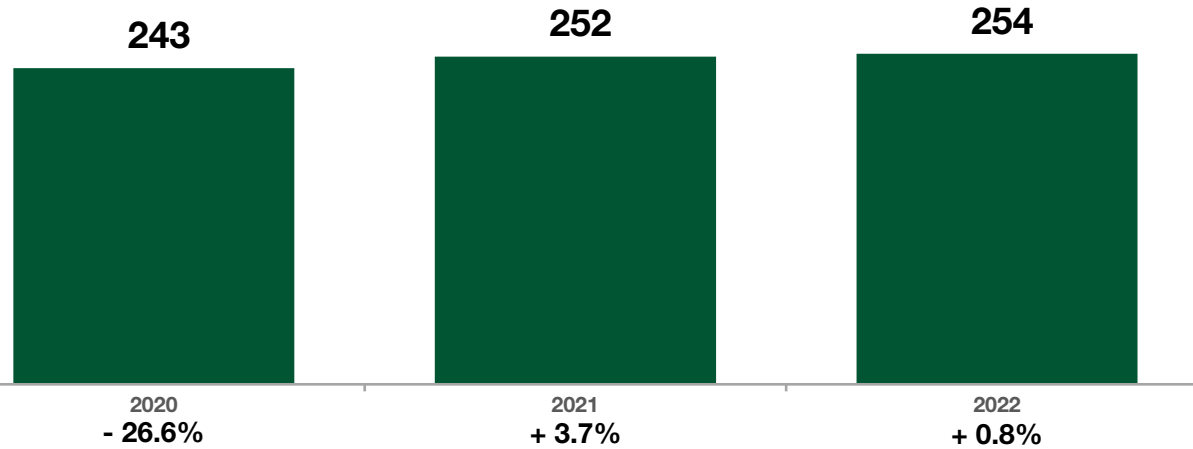


Inventory of Homes for Sale

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



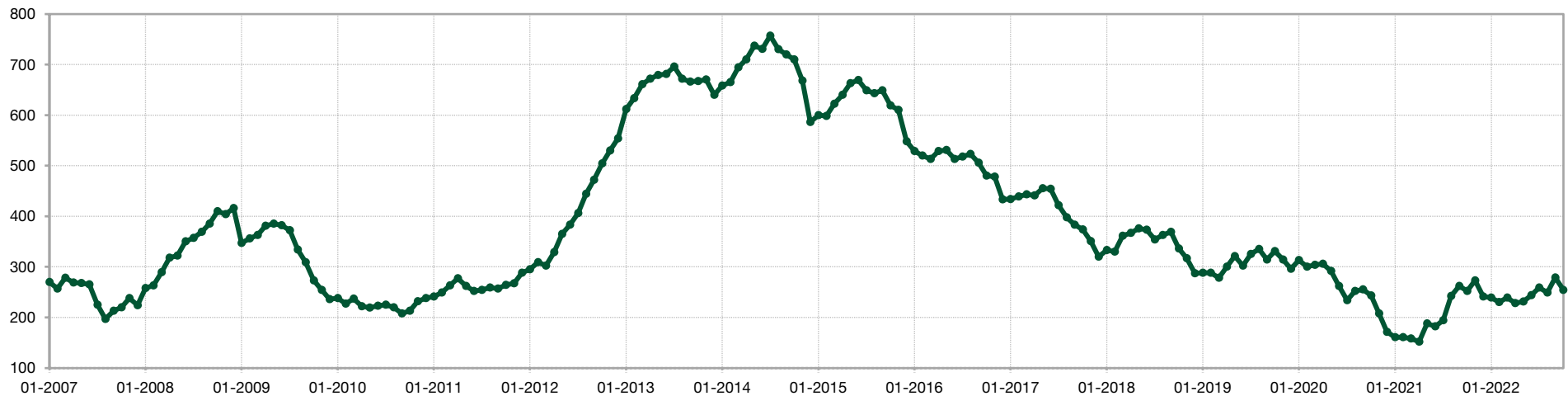
October



	Homes for Sale	Prior Year	Percent Change
November 2021	273	208	+31.3%
December 2021	241	171	+40.9%
January 2022	239	161	+48.4%
February 2022	230	161	+42.9%
March 2022	239	158	+51.3%
April 2022	228	152	+50.0%
May 2022	231	188	+22.9%
June 2022	244	182	+34.1%
July 2022	259	194	+33.5%
August 2022	249	242	+2.9%
September 2022	279	262	+6.5%
October 2022	254	252	+0.8%
12-Month Avg*	247	194	+27.3%

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

Historical Inventory of Homes for Sale by Month

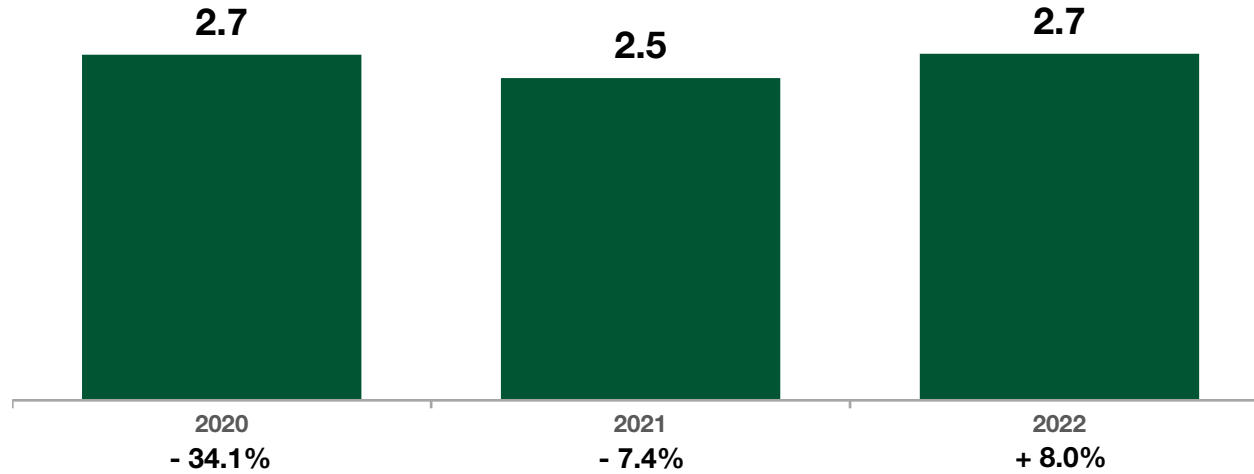


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
November 2021	2.7	2.2	+22.7%
December 2021	2.4	1.8	+33.3%
January 2022	2.3	1.7	+35.3%
February 2022	2.2	1.7	+29.4%
March 2022	2.3	1.7	+35.3%
April 2022	2.2	1.6	+37.5%
May 2022	2.2	1.9	+15.8%
June 2022	2.3	1.9	+21.1%
July 2022	2.5	2.0	+25.0%
August 2022	2.4	2.4	0.0%
September 2022	2.8	2.6	+7.7%
October 2022	2.7	2.5	+8.0%
12-Month Avg*	2.4	2.0	+20.0%

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

Historical Months Supply of Inventory by Month

