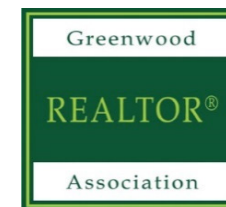


Monthly Indicators



November 2022

Housing affordability continues to be a major roadblock for market participants, with mortgage rates more than double compared to this time last year. Buyers are delaying home purchases in hopes rates will drop, while many sellers are holding off on listing their homes due to weakening buyer demand, unwilling to trade in their current lower rates for significantly higher borrowing costs on their next property. As a result, existing-home and pending home sales have continued to slow as we move into winter.

New Listings were down 33.6 percent to 71. Pending Sales decreased 15.9 percent to 69. Inventory shrank 12.7 percent to 240 units.

Prices moved higher as Median Sales Price was up 11.9 percent to \$207,600. Days on Market increased 9.7 percent to 79 days. Months Supply of Inventory was down 7.4 percent to 2.5 months.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Quick Facts

- 20.6% **+ 11.9%** **- 7.4%**

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.



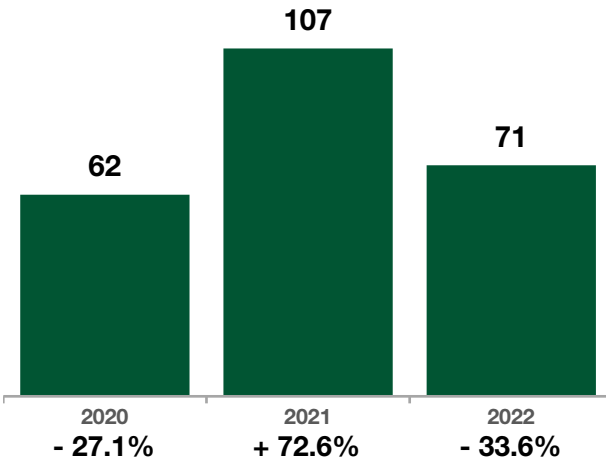
Key Metrics	Historical Sparkbars			11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	11-2020	11-2021	11-2022						
New Listings				107	71	- 33.6%	1,386	1,298	- 6.3%
Pending Sales				82	69	- 15.9%	1,137	1,059	- 6.9%
Closed Sales				102	81	- 20.6%	1,102	1,072	- 2.7%
Days on Market				72	79	+ 9.7%	81	81	0.0%
Median Sales Price				\$185,500	\$207,600	+ 11.9%	\$194,250	\$220,000	+ 13.3%
Average Sales Price				\$229,475	\$284,525	+ 24.0%	\$237,670	\$266,867	+ 12.3%
Pct. of List Price Received				98.5%	96.3%	- 2.2%	98.4%	97.7%	- 0.7%
Housing Affordability Index				128	114	- 10.9%	122	108	- 11.5%
Inventory of Homes for Sale				275	240	- 12.7%	--	--	--
Months Supply of Inventory				2.7	2.5	- 7.4%	--	--	--

New Listings

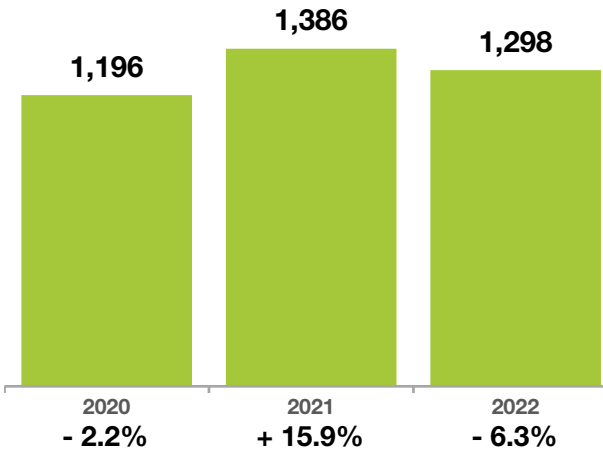
A count of the properties that have been newly listed on the market in a given month.



November

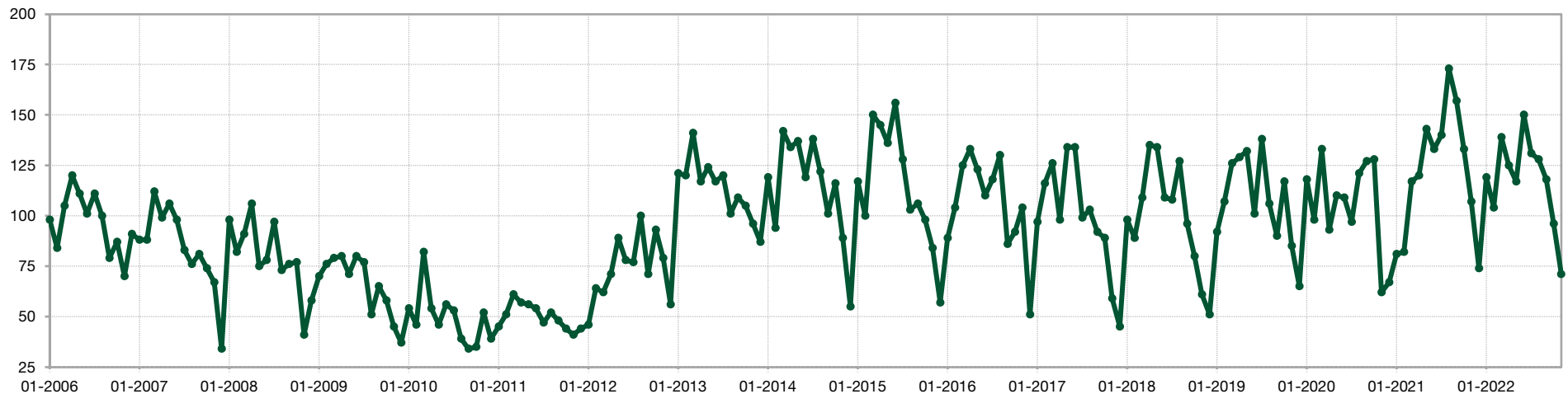


Year to Date



	New Listings	Prior Year	Percent Change
December 2021	74	67	+10.4%
January 2022	119	81	+46.9%
February 2022	104	82	+26.8%
March 2022	139	117	+18.8%
April 2022	125	120	+4.2%
May 2022	117	143	-18.2%
June 2022	150	133	+12.8%
July 2022	131	140	-6.4%
August 2022	128	173	-26.0%
September 2022	118	157	-24.8%
October 2022	96	133	-27.8%
November 2022	71	107	-33.6%
12-Month Avg	114	121	-5.5%

Historical New Listings by Month

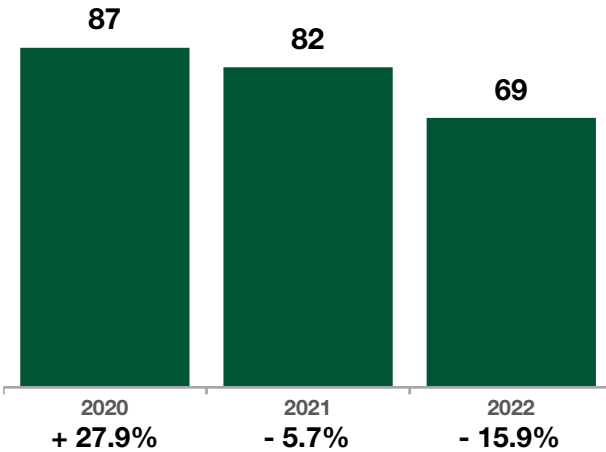


Pending Sales

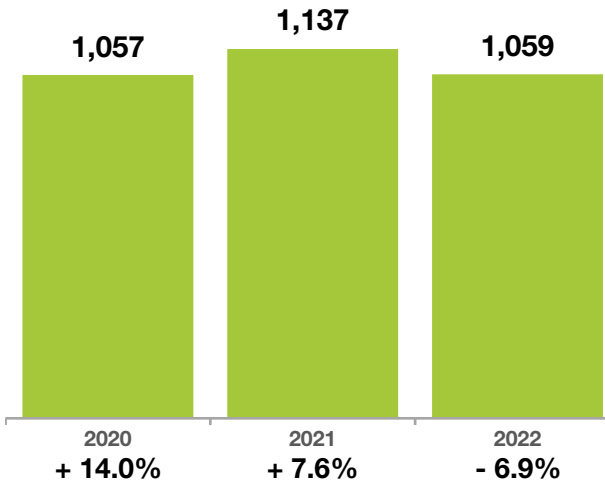
A count of the properties on which offers have been accepted in a given month.



November

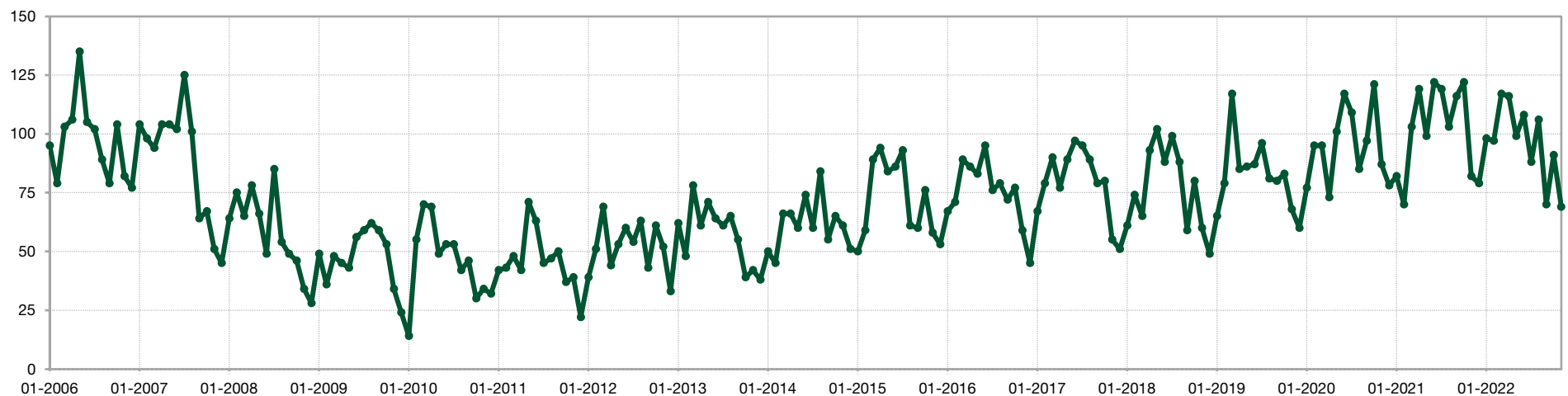


Year to Date



Pending Sales	Prior Year	Percent Change
December 2021	79	+1.3%
January 2022	98	+19.5%
February 2022	97	+38.6%
March 2022	117	+13.6%
April 2022	116	-2.5%
May 2022	99	0.0%
June 2022	108	-11.5%
July 2022	88	-26.1%
August 2022	106	+2.9%
September 2022	70	-39.7%
October 2022	91	-25.4%
November 2022	69	-15.9%
12-Month Avg	95	-6.1%

Historical Pending Sales by Month

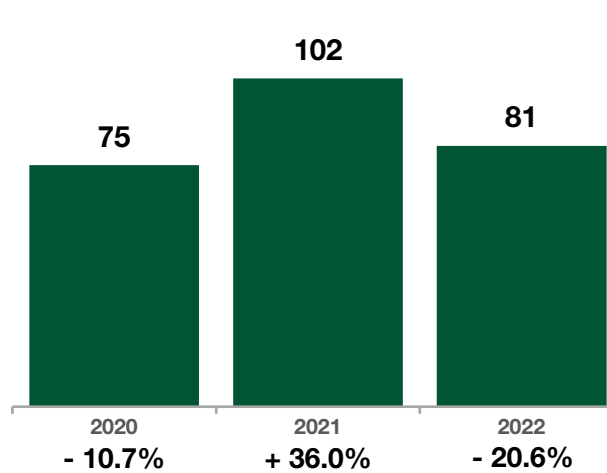


Closed Sales

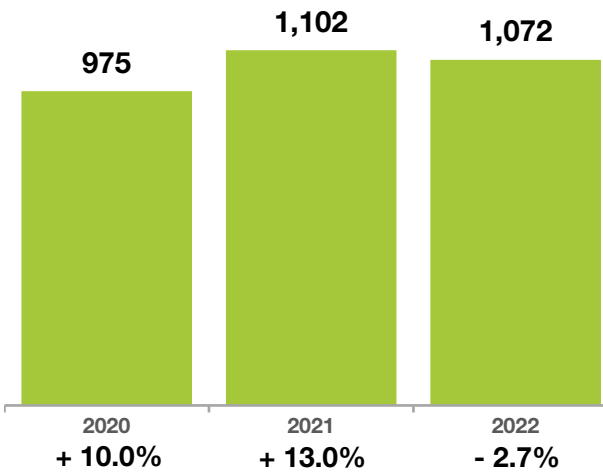
A count of the actual sales that closed in a given month.



November

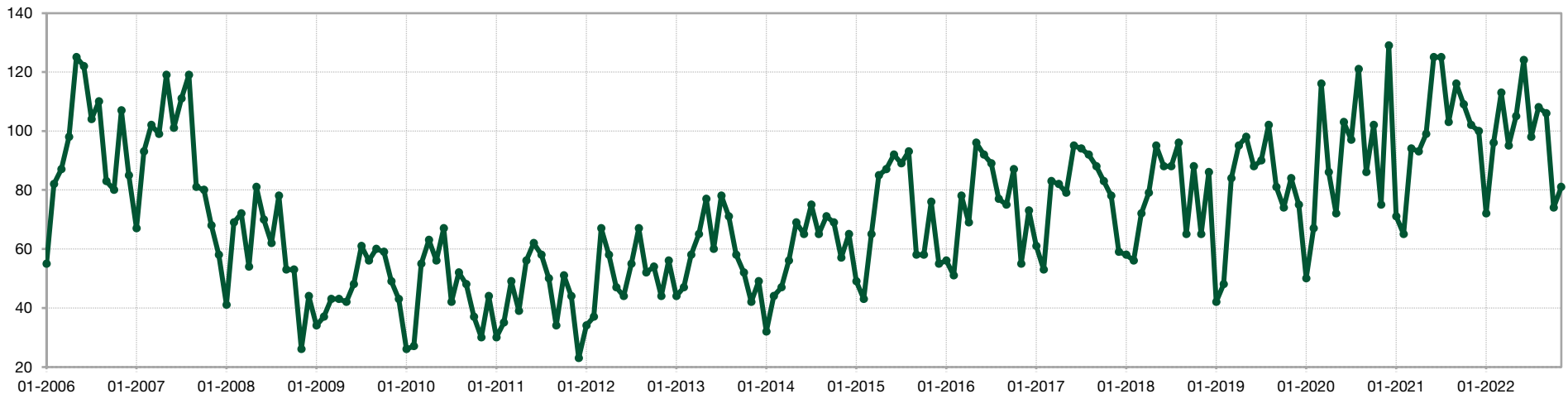


Year to Date



	Closed Sales	Prior Year	Percent Change
December 2021	100	129	-22.5%
January 2022	72	71	+1.4%
February 2022	96	65	+47.7%
March 2022	113	94	+20.2%
April 2022	95	93	+2.2%
May 2022	105	99	+6.1%
June 2022	124	125	-0.8%
July 2022	98	125	-21.6%
August 2022	108	103	+4.9%
September 2022	106	116	-8.6%
October 2022	74	109	-32.1%
November 2022	81	102	-20.6%
12-Month Avg	98	103	-5.2%

Historical Closed Sales by Month

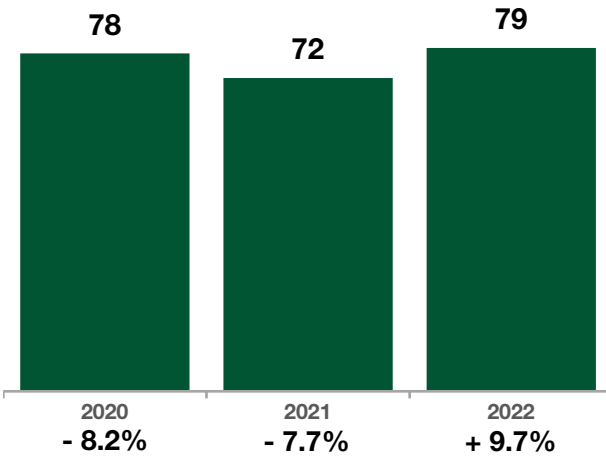


Days on Market Until Sale

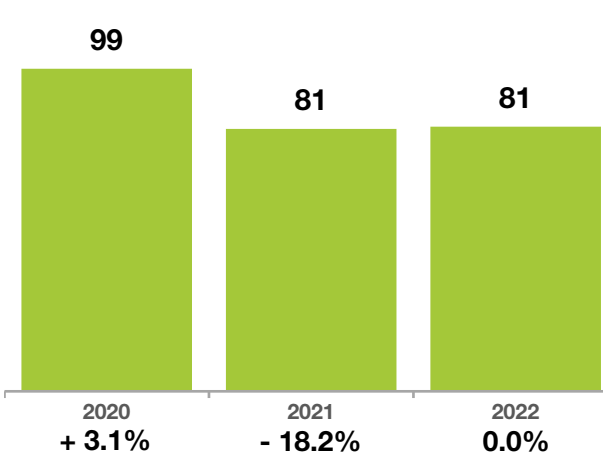
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



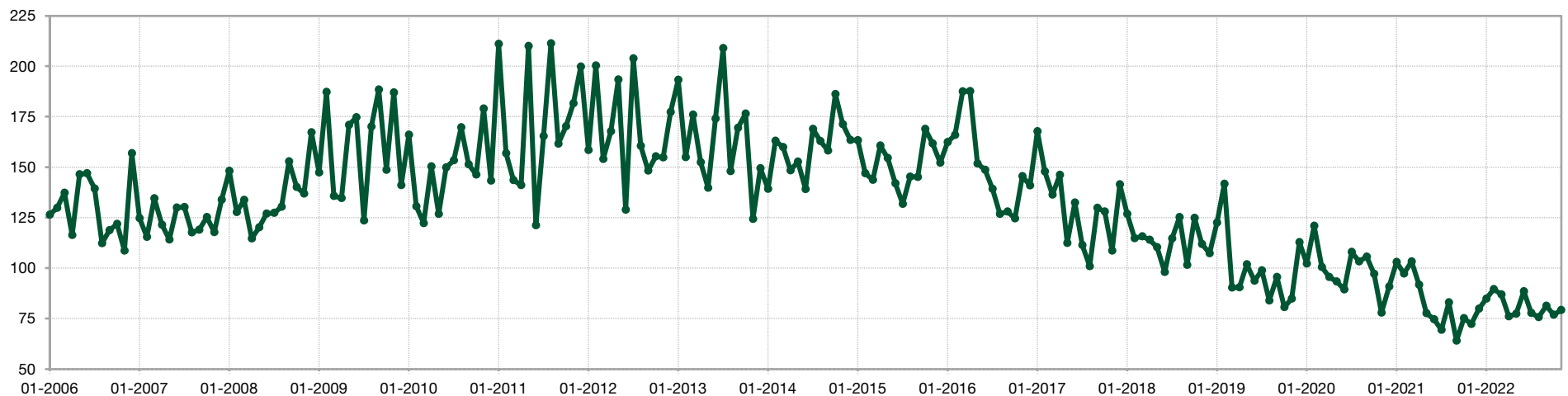
Year to Date



Days on Market	Prior Year	Percent Change	
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	77	75	+2.7%
November 2022	79	72	+9.7%
12-Month Avg*	81	82	-1.2%

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

Historical Days on Market Until Sale by Month

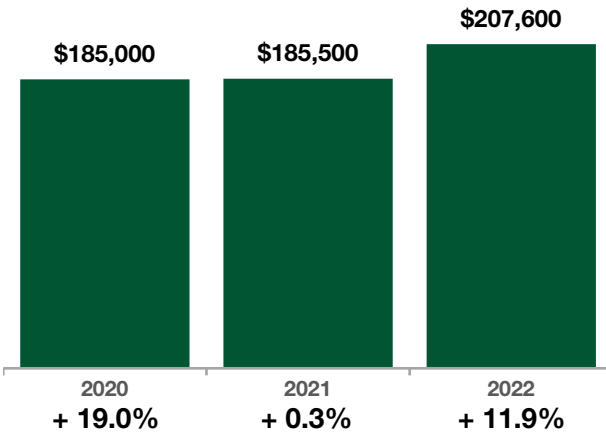


Median Sales Price

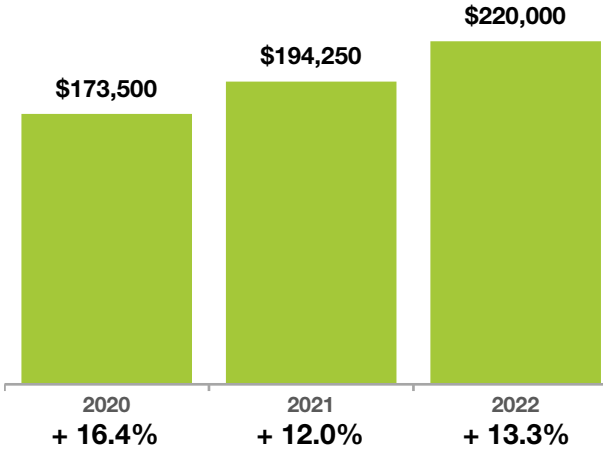
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



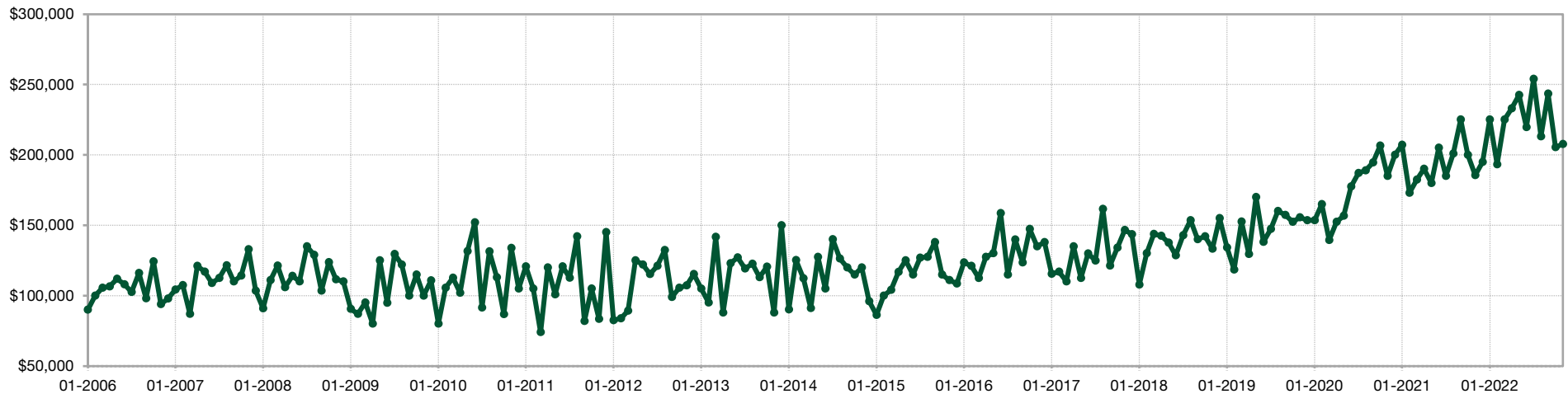
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$253,900	\$184,950	+37.3%
August 2022	\$213,000	\$201,000	+6.0%
September 2022	\$243,500	\$225,000	+8.2%
October 2022	\$205,450	\$200,000	+2.7%
November 2022	\$207,600	\$185,500	+11.9%
12-Month Med*	\$219,500	\$195,000	+12.6%

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

Historical Median Sales Price by Month

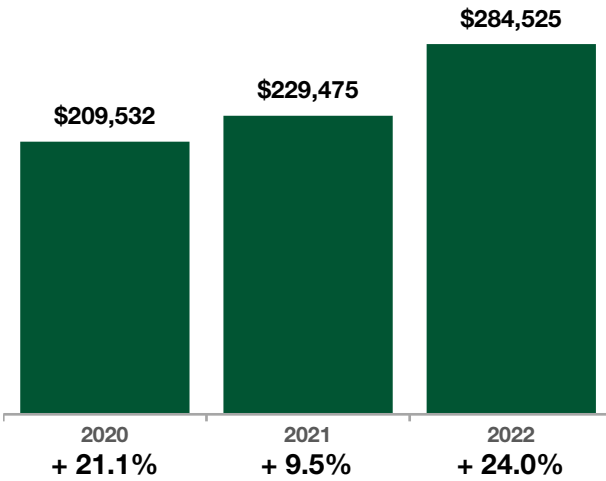


Average Sales Price

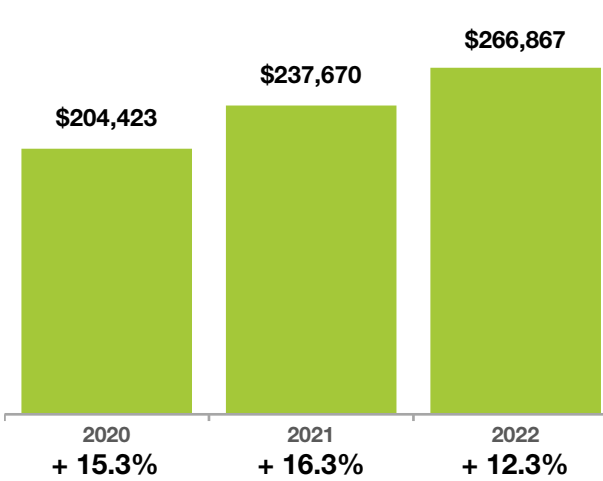
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



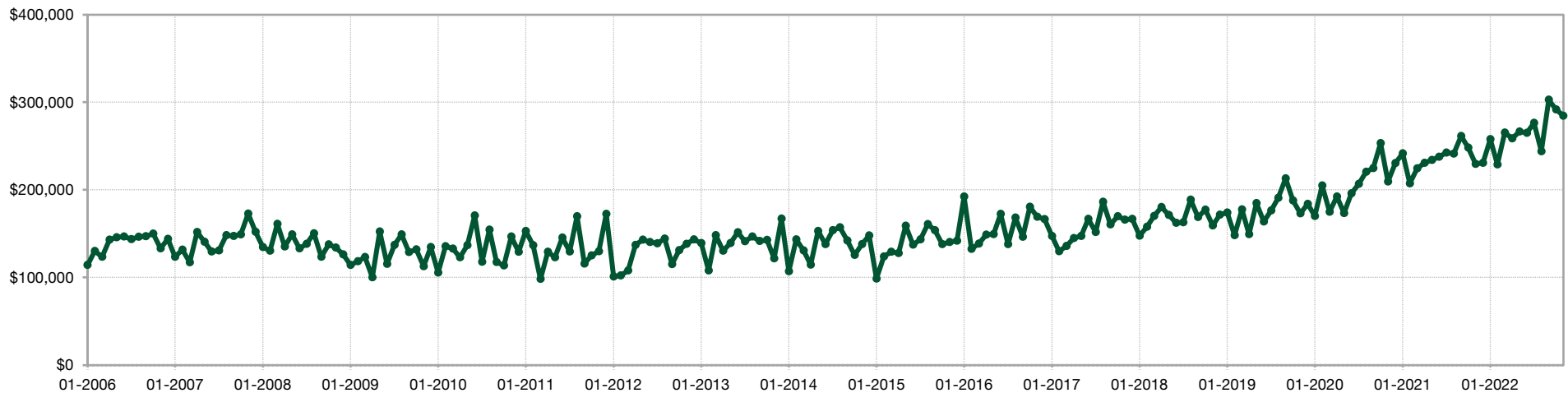
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$265,271	\$224,446	+18.2%
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	\$276,275	\$242,458	+13.9%
August 2022	\$243,791	\$241,111	+1.1%
September 2022	\$302,689	\$261,242	+15.9%
October 2022	\$291,790	\$248,113	+17.6%
November 2022	\$284,525	\$229,475	+24.0%
12-Month Avg*	\$264,303	\$236,908	+11.6%

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

Historical Average Sales Price by Month

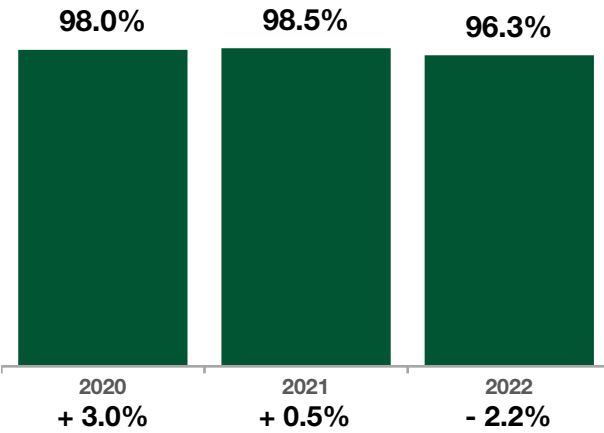


Percent of List Price Received

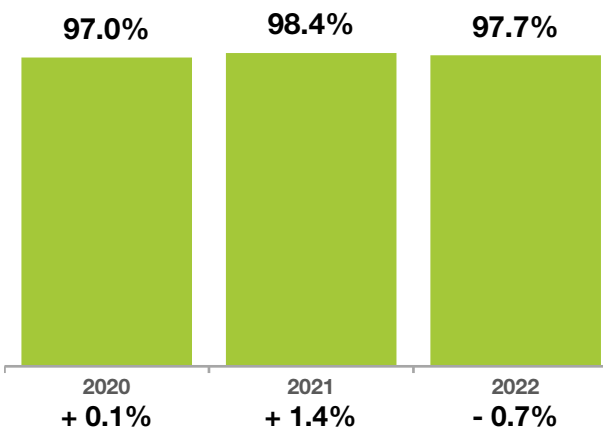
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



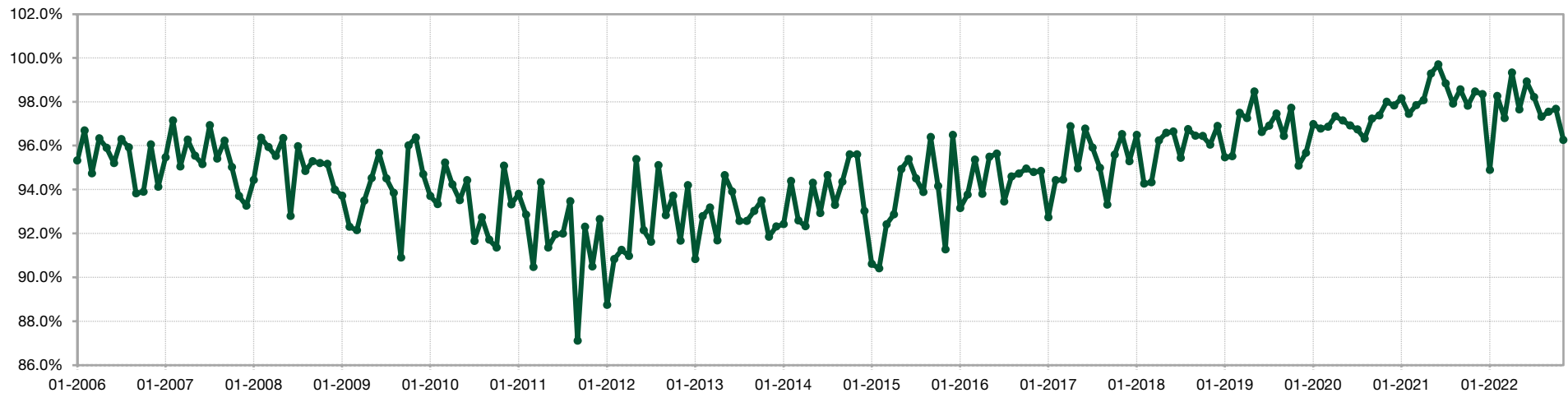
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
November 2022	96.3%	98.5%	-2.2%
12-Month Avg*	97.7%	98.4%	-0.7%

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

Historical Percent of List Price Received by Month

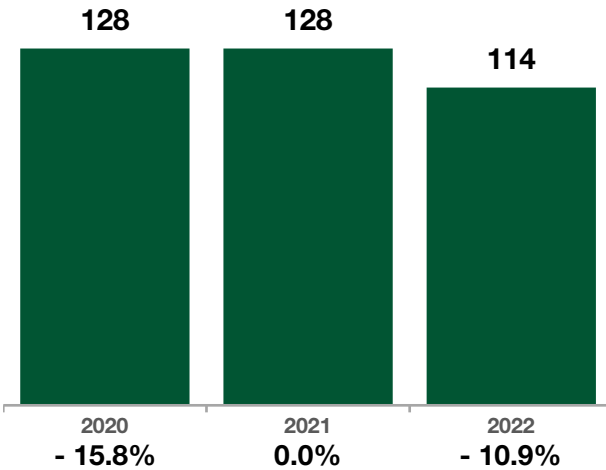


Housing Affordability Index

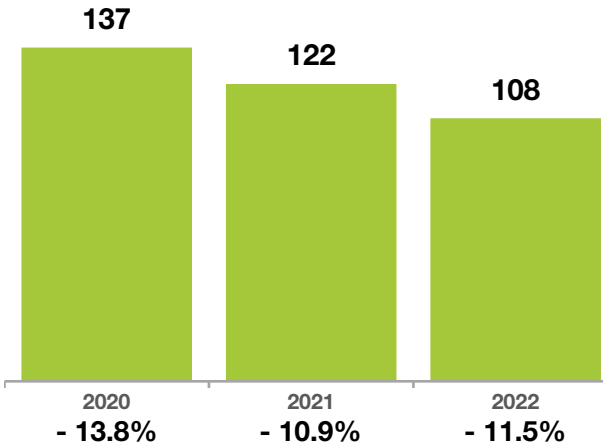


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

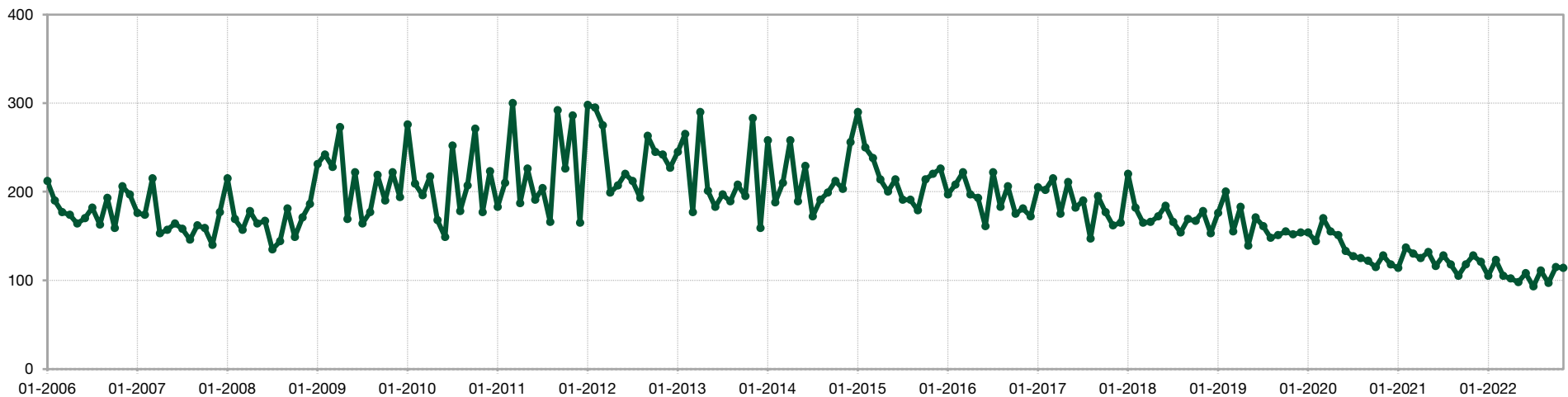


Year to Date



	Affordability Index	Prior Year	Percent Change
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	111	118	-5.9%
September 2022	97	105	-7.6%
October 2022	115	118	-2.5%
November 2022	114	128	-10.9%
12-Month Avg	108	122	-12.0%

Historical Housing Affordability Index by Month

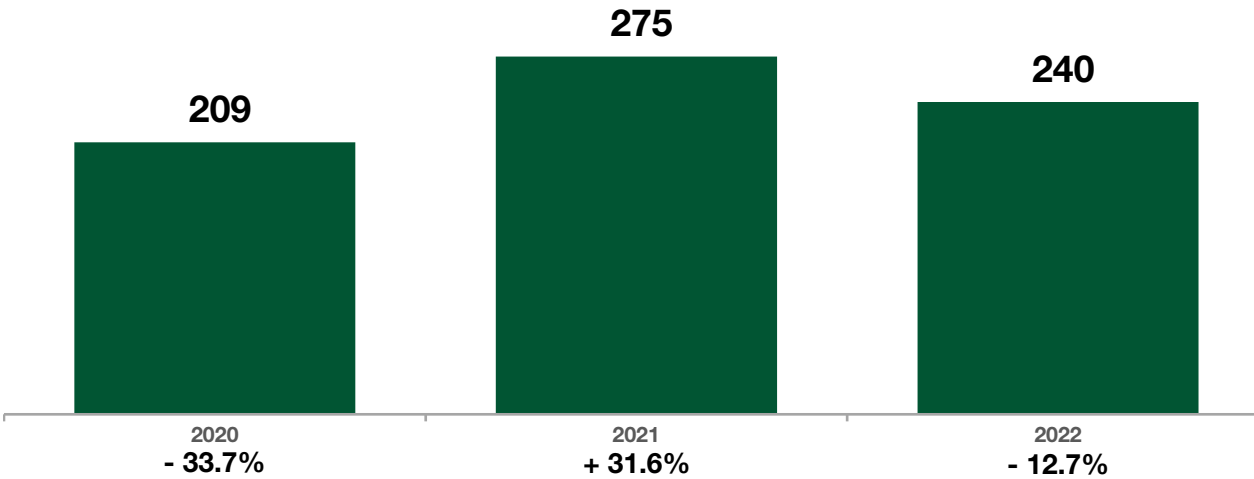


Inventory of Homes for Sale

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



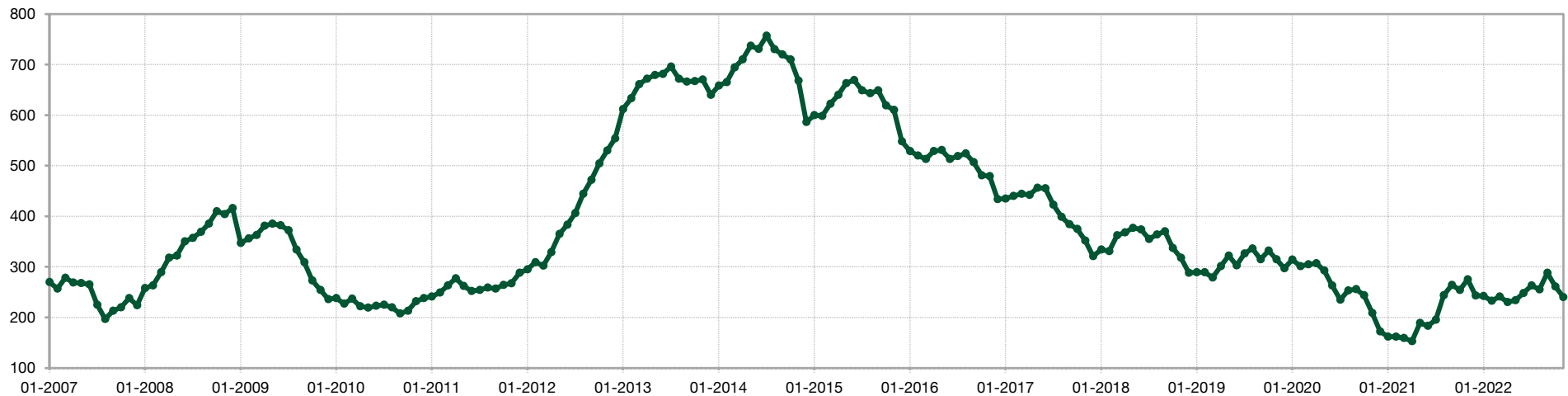
November



	Homes for Sale	Prior Year	Percent Change
December 2021	243	172	+41.3%
January 2022	242	162	+49.4%
February 2022	233	162	+43.8%
March 2022	241	159	+51.6%
April 2022	230	153	+50.3%
May 2022	234	189	+23.8%
June 2022	248	183	+35.5%
July 2022	263	195	+34.9%
August 2022	255	244	+4.5%
September 2022	288	264	+9.1%
October 2022	261	254	+2.8%
November 2022	240	275	-12.7%
12-Month Avg*	248	201	+23.4%

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

Historical Inventory of Homes for Sale by Month

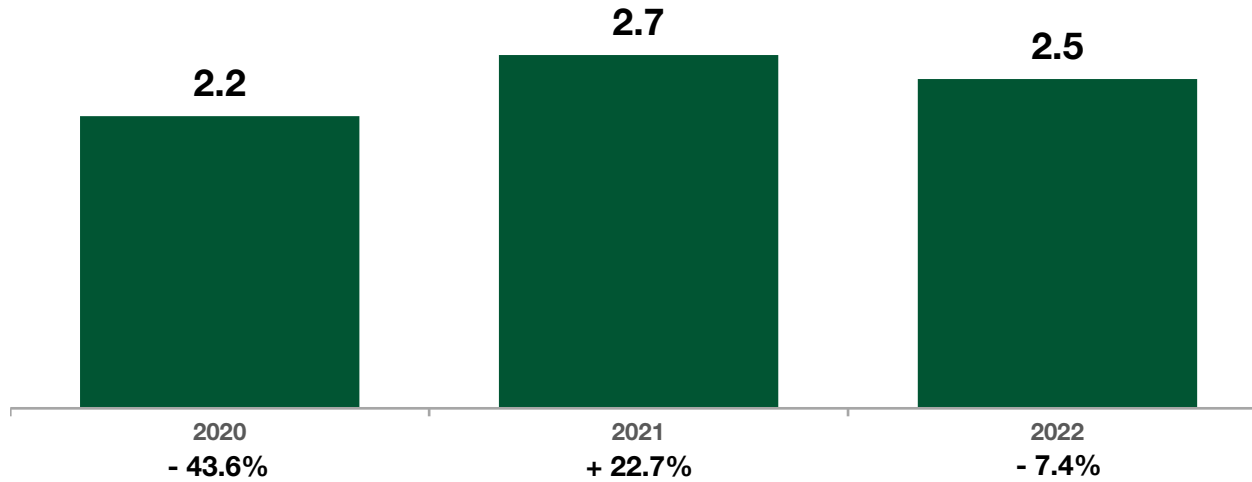


Months Supply of Inventory

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.



November



Months Supply		Prior Year	Percent Change
December 2021	2.4	1.8	+33.3%
January 2022	2.4	1.7	+41.2%
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	2.4	1.9	+26.3%
July 2022	2.6	2.0	+30.0%
August 2022	2.5	2.4	+4.2%
September 2022	2.9	2.6	+11.5%
October 2022	2.7	2.5	+8.0%
November 2022	2.5	2.7	-7.4%
12-Month Avg*	2.4	2.0	+20.0%

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

Historical Months Supply of Inventory by Month

