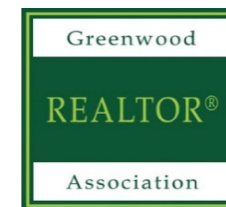


Monthly Indicators



December 2022

2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.

New Listings were down 24.3 percent to 56. Pending Sales decreased 29.1 percent to 56. Inventory shrank 7.4 percent to 225 units.

Prices moved lower as Median Sales Price was down 7.7 percent to \$180,000. Days on Market increased 10.0 percent to 88 days. Months Supply of Inventory remained flat at 2.4 months.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Quick Facts

- 43.0%

- 7.7%

0.0%

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.

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.



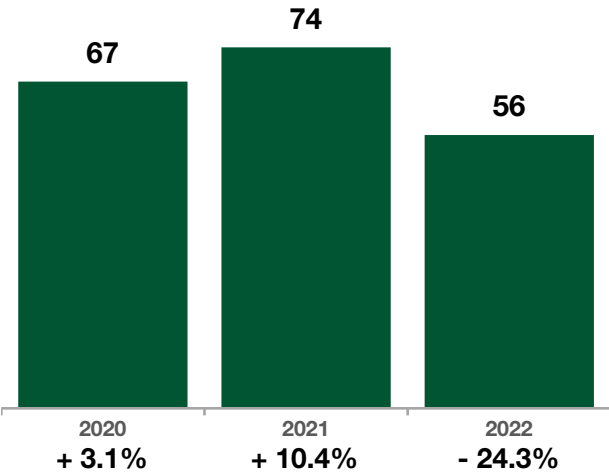
Key Metrics	Historical Sparkbars			12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
	12-2020	12-2021	12-2022						
New Listings				74	56	- 24.3%	1,461	1,371	- 6.2%
Pending Sales				79	56	- 29.1%	1,217	1,122	- 7.8%
Closed Sales				100	57	- 43.0%	1,202	1,148	- 4.5%
Days on Market				80	88	+ 10.0%	81	82	+ 1.2%
Median Sales Price				\$195,000	\$180,000	- 7.7%	\$194,900	\$219,250	+ 12.5%
Average Sales Price				\$230,731	\$207,744	- 10.0%	\$237,097	\$263,481	+ 11.1%
Pct. of List Price Received				98.3%	96.8%	- 1.5%	98.4%	97.6%	- 0.8%
Housing Affordability Index				121	132	+ 9.1%	122	108	- 11.5%
Inventory of Homes for Sale				243	225	- 7.4%	--	--	--
Months Supply of Inventory				2.4	2.4	0.0%	--	--	--

New Listings

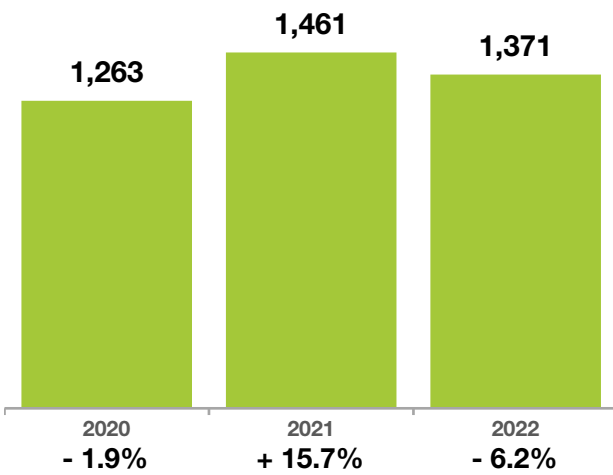
A count of the properties that have been newly listed on the market in a given month.



December

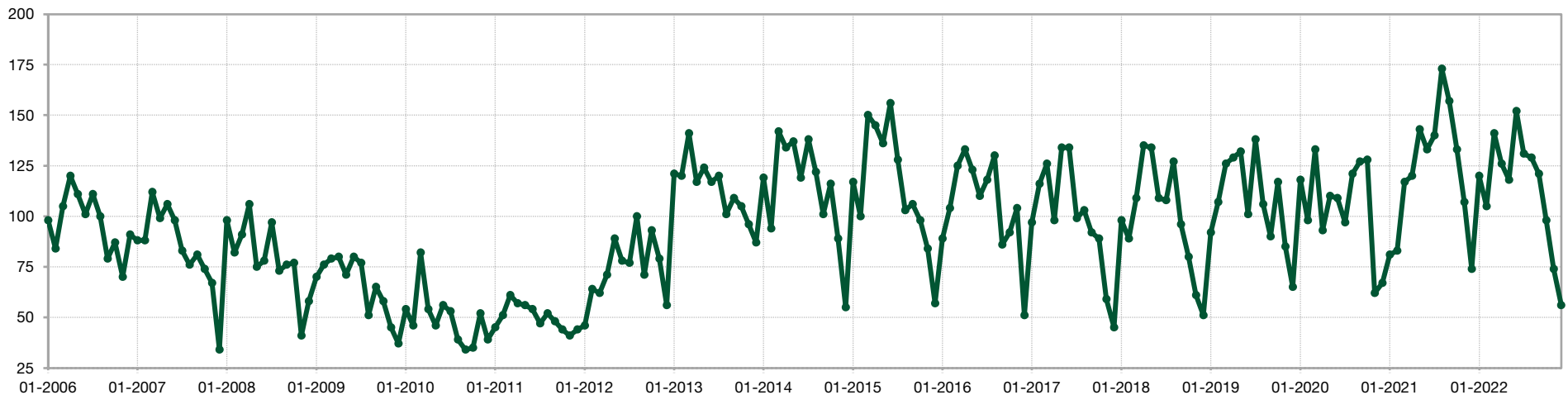


Year to Date



	New Listings	Prior Year	Percent Change
January 2022	120	81	+48.1%
February 2022	105	83	+26.5%
March 2022	141	117	+20.5%
April 2022	126	120	+5.0%
May 2022	118	143	-17.5%
June 2022	152	133	+14.3%
July 2022	131	140	-6.4%
August 2022	129	173	-25.4%
September 2022	121	157	-22.9%
October 2022	98	133	-26.3%
November 2022	74	107	-30.8%
December 2022	56	74	-24.3%
12-Month Avg	114	122	-6.4%

Historical New Listings by Month

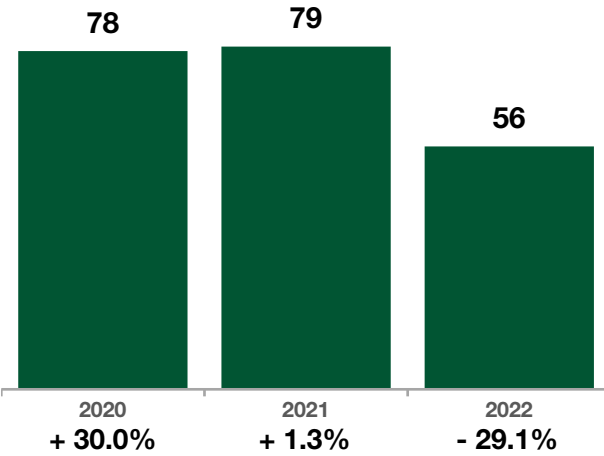


Pending Sales

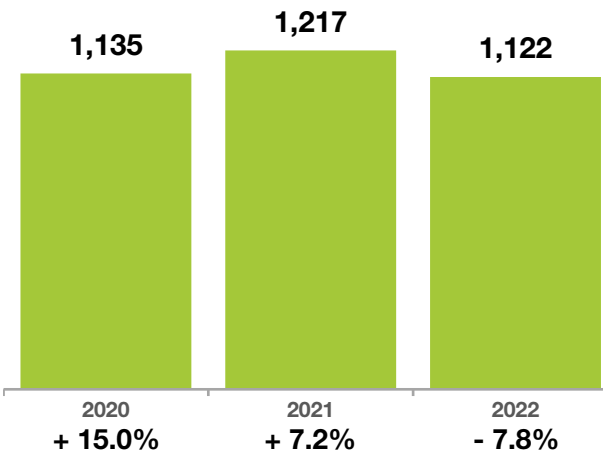
A count of the properties on which offers have been accepted in a given month.



December

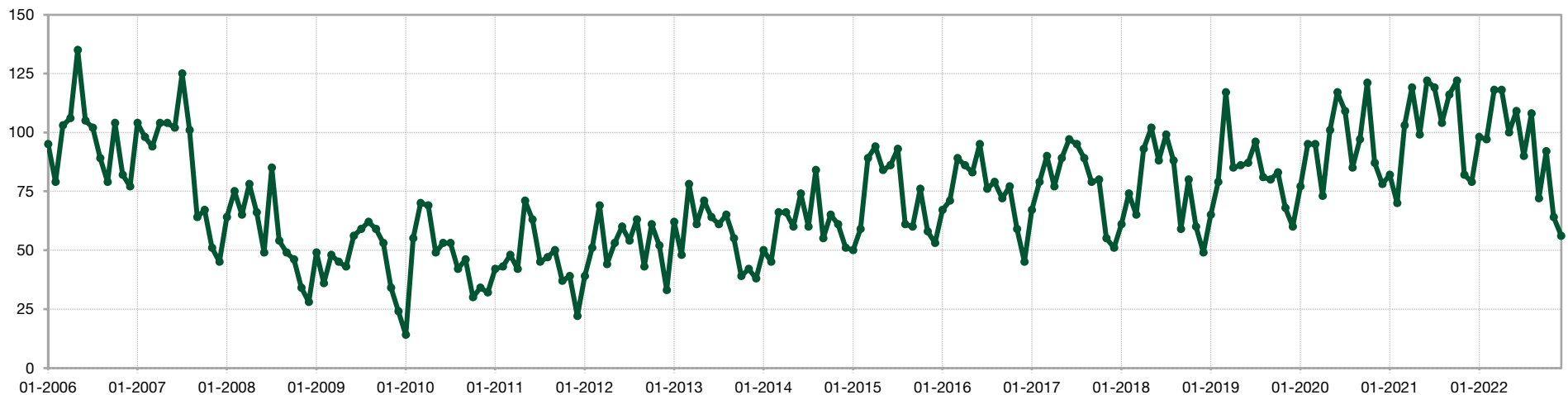


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2022	98	82	+19.5%
February 2022	97	70	+38.6%
March 2022	118	103	+14.6%
April 2022	118	119	-0.8%
May 2022	100	99	+1.0%
June 2022	109	122	-10.7%
July 2022	90	119	-24.4%
August 2022	108	104	+3.8%
September 2022	72	116	-37.9%
October 2022	92	122	-24.6%
November 2022	64	82	-22.0%
December 2022	56	79	-29.1%
12-Month Avg	94	101	-7.4%

Historical Pending Sales by Month

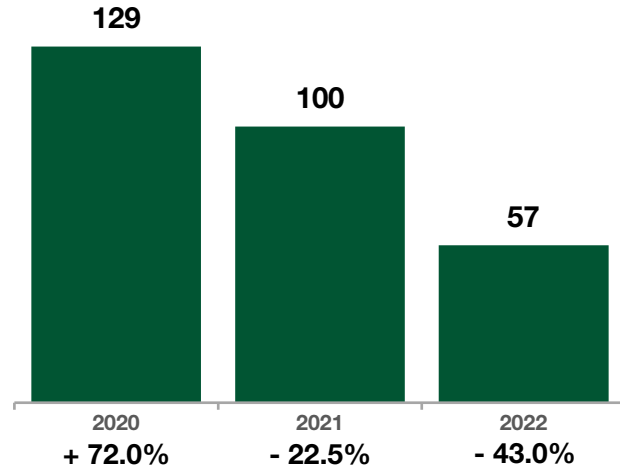


Closed Sales

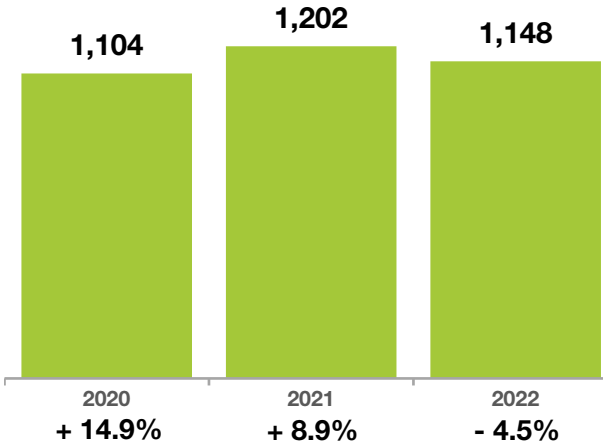
A count of the actual sales that closed in a given month.



December

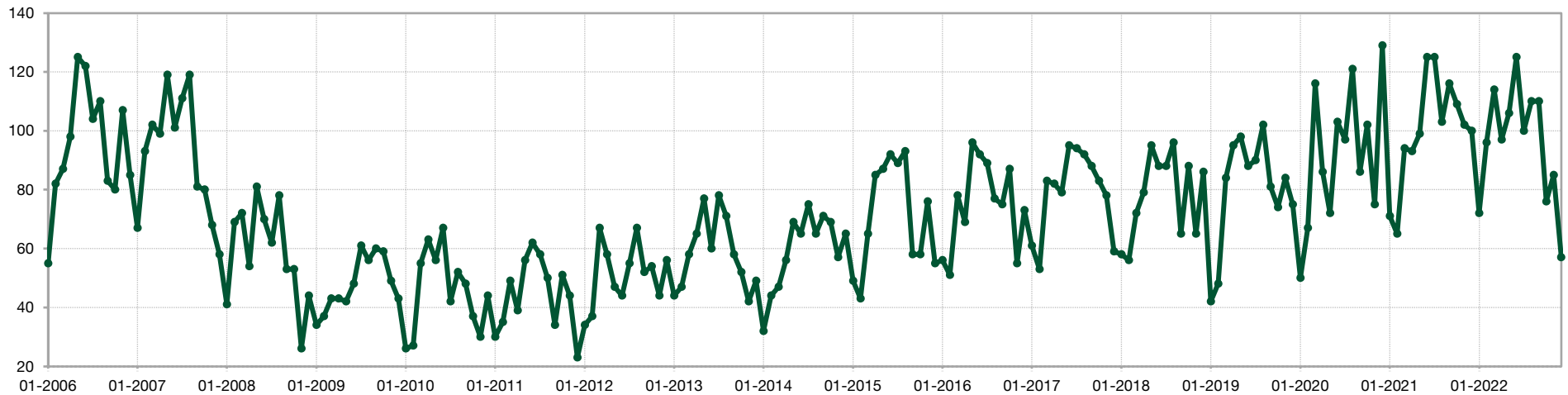


Year to Date



Closed Sales	Prior Year	Percent Change	
January 2022	72	71	+1.4%
February 2022	96	65	+47.7%
March 2022	114	94	+21.3%
April 2022	97	93	+4.3%
May 2022	106	99	+7.1%
June 2022	125	125	0.0%
July 2022	100	125	-20.0%
August 2022	110	103	+6.8%
September 2022	110	116	-5.2%
October 2022	76	109	-30.3%
November 2022	85	102	-16.7%
December 2022	57	100	-43.0%
12-Month Avg	96	100	-4.3%

Historical Closed Sales by Month

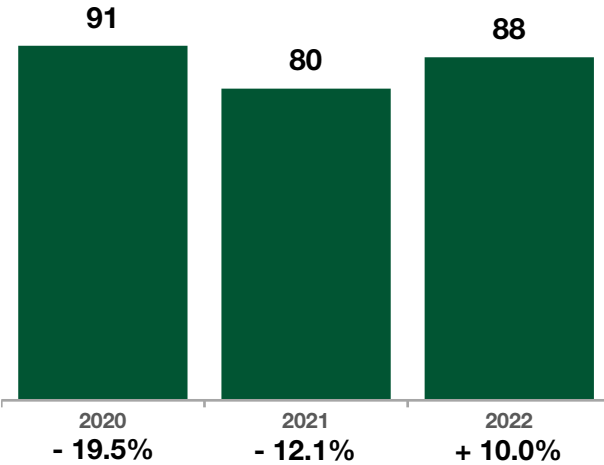


Days on Market Until Sale

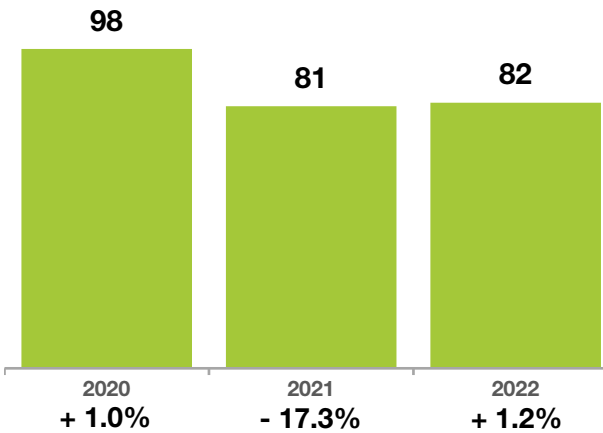
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



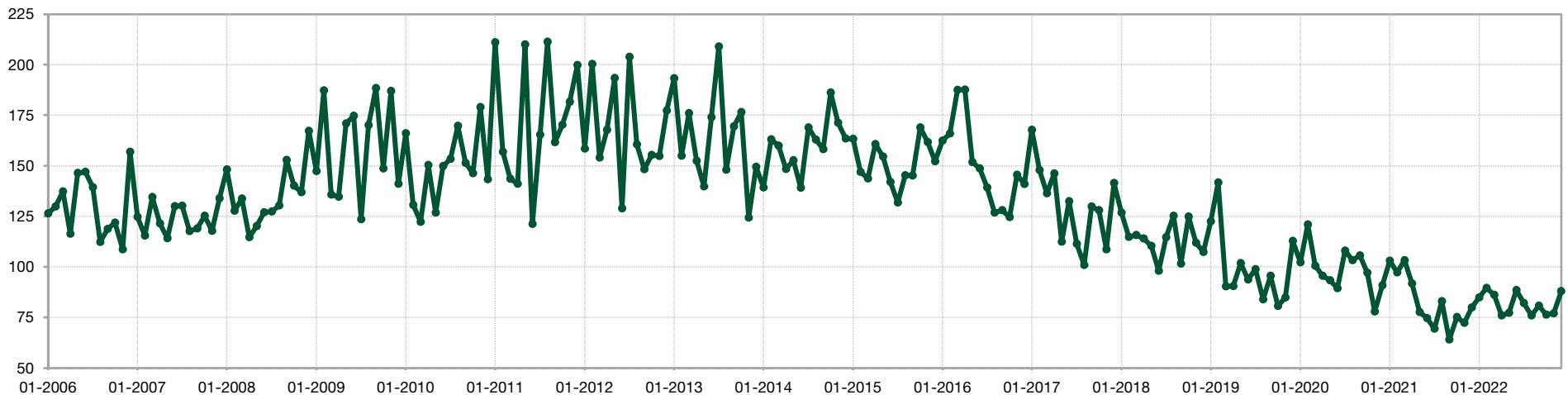
Year to Date



Days on Market	Prior Year	Percent Change
January 2022	103	-17.5%
February 2022	97	-8.2%
March 2022	103	-16.5%
April 2022	92	-17.4%
May 2022	78	-1.3%
June 2022	75	+17.3%
July 2022	69	+18.8%
August 2022	83	-8.4%
September 2022	64	+26.6%
October 2022	75	+1.3%
November 2022	72	+6.9%
December 2022	80	+10.0%
12-Month Avg*	82	+1.2%

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

Historical Days on Market Until Sale by Month

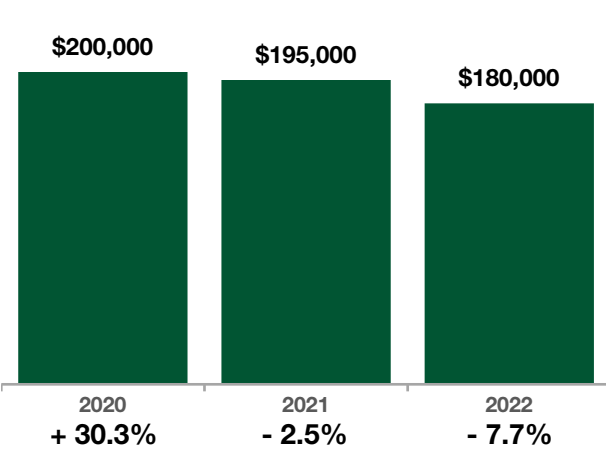


Median Sales Price

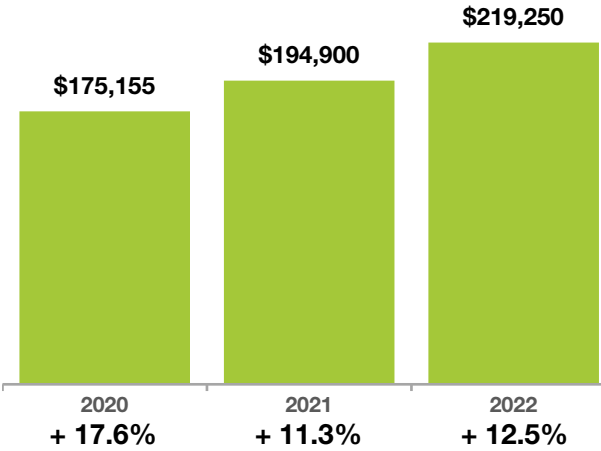
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



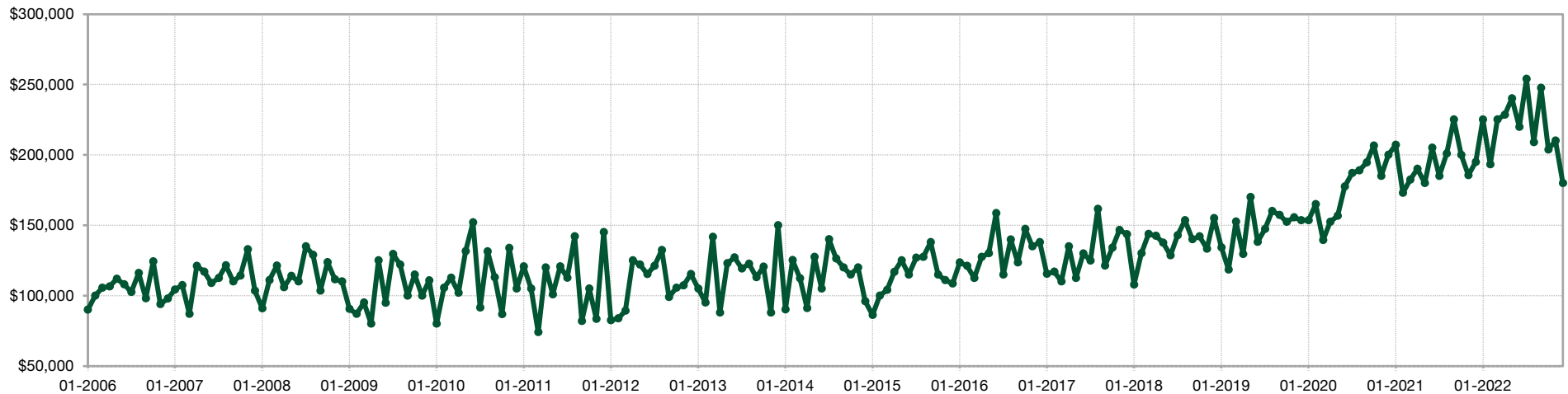
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$228,450	\$190,000	+20.2%
May 2022	\$240,000	\$180,000	+33.3%
June 2022	\$219,900	\$205,000	+7.3%
July 2022	\$253,900	\$184,950	+37.3%
August 2022	\$209,000	\$201,000	+4.0%
September 2022	\$247,500	\$225,000	+10.0%
October 2022	\$203,700	\$200,000	+1.9%
November 2022	\$210,000	\$185,500	+13.2%
December 2022	\$180,000	\$195,000	-7.7%
12-Month Med*	\$219,250	\$194,900	+12.5%

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

Historical Median Sales Price by Month

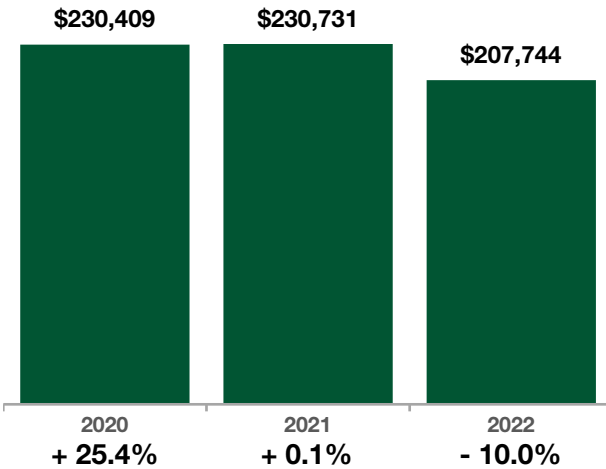


Average Sales Price

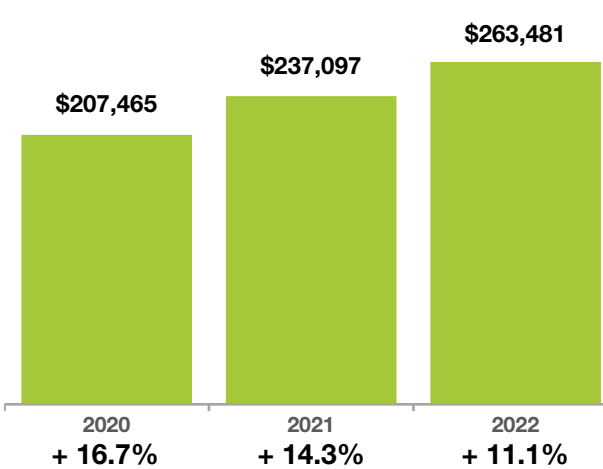
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



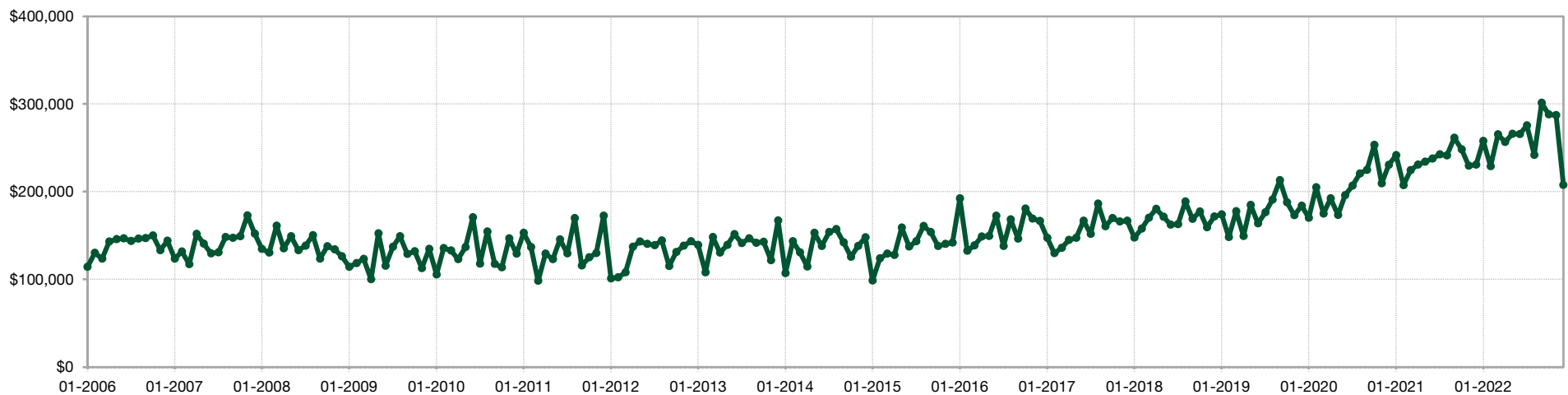
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2022	\$257,730	\$241,449	+6.7%
February 2022	\$228,830	\$207,355	+10.4%
March 2022	\$265,239	\$224,446	+18.2%
April 2022	\$256,538	\$230,668	+11.2%
May 2022	\$265,744	\$233,870	+13.6%
June 2022	\$265,599	\$237,758	+11.7%
July 2022	\$275,336	\$242,458	+13.6%
August 2022	\$241,916	\$241,111	+0.3%
September 2022	\$301,212	\$261,242	+15.3%
October 2022	\$288,190	\$248,113	+16.2%
November 2022	\$287,042	\$229,475	+25.1%
December 2022	\$207,744	\$230,731	-10.0%
12-Month Avg*	\$261,760	\$237,097	+10.4%

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

Historical Average Sales Price by Month

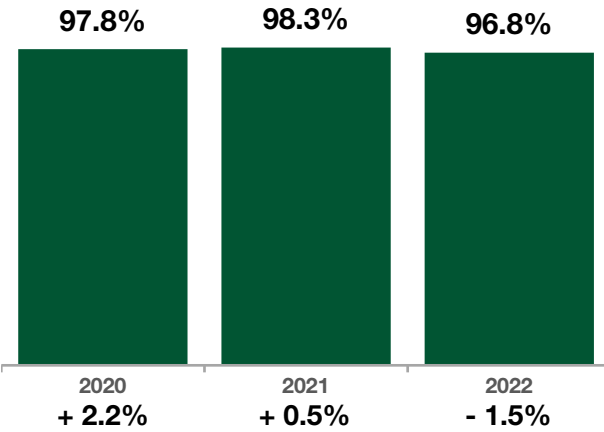


Percent of List Price Received

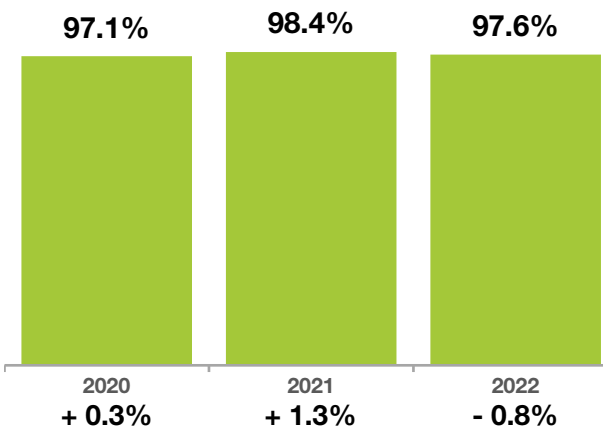
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



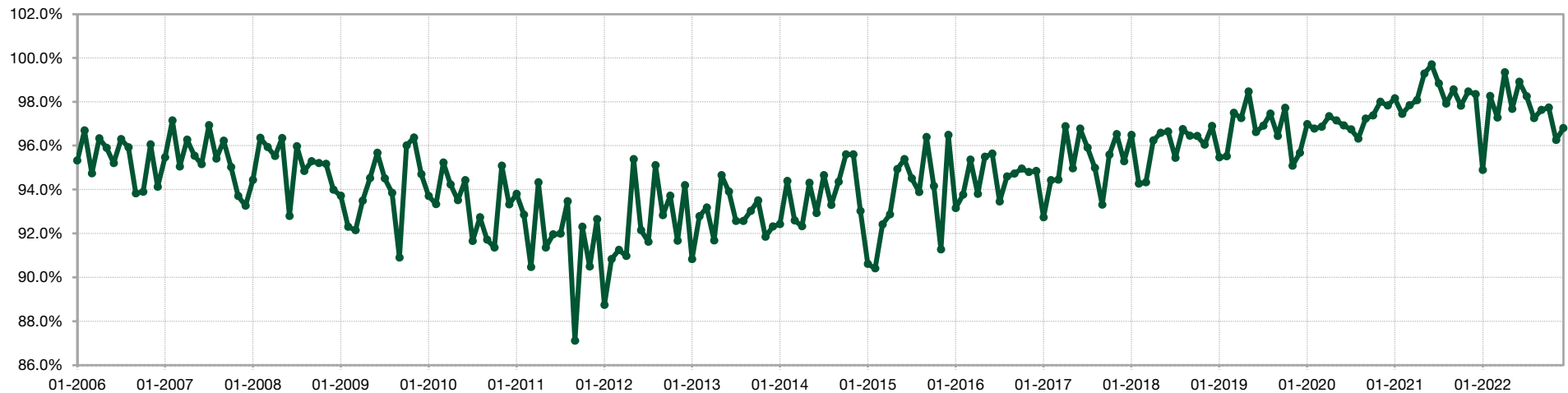
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2022	94.9%	98.1%	-3.3%
February 2022	98.3%	97.4%	+0.9%
March 2022	97.3%	97.8%	-0.5%
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	97.6%	98.6%	-1.0%
October 2022	97.7%	97.8%	-0.1%
November 2022	96.3%	98.5%	-2.2%
December 2022	96.8%	98.3%	-1.5%
12-Month Avg*	97.6%	98.4%	-0.8%

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

Historical Percent of List Price Received by Month

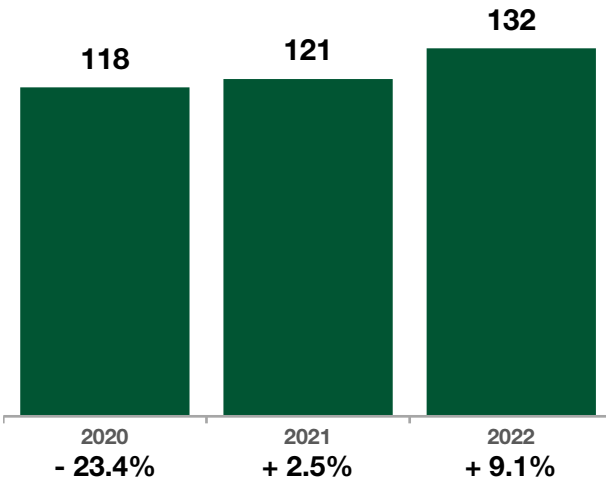


Housing Affordability Index

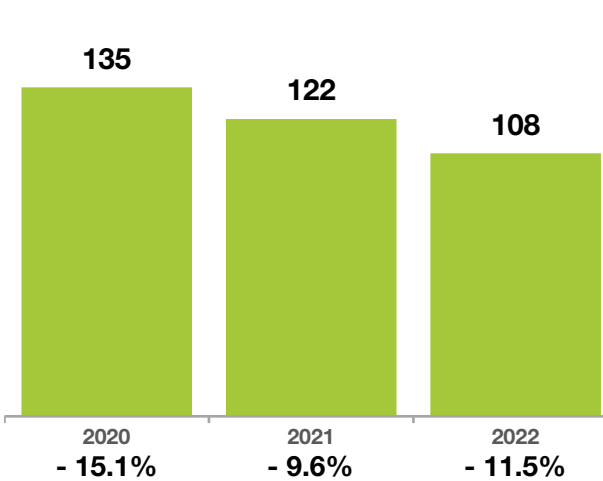


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December

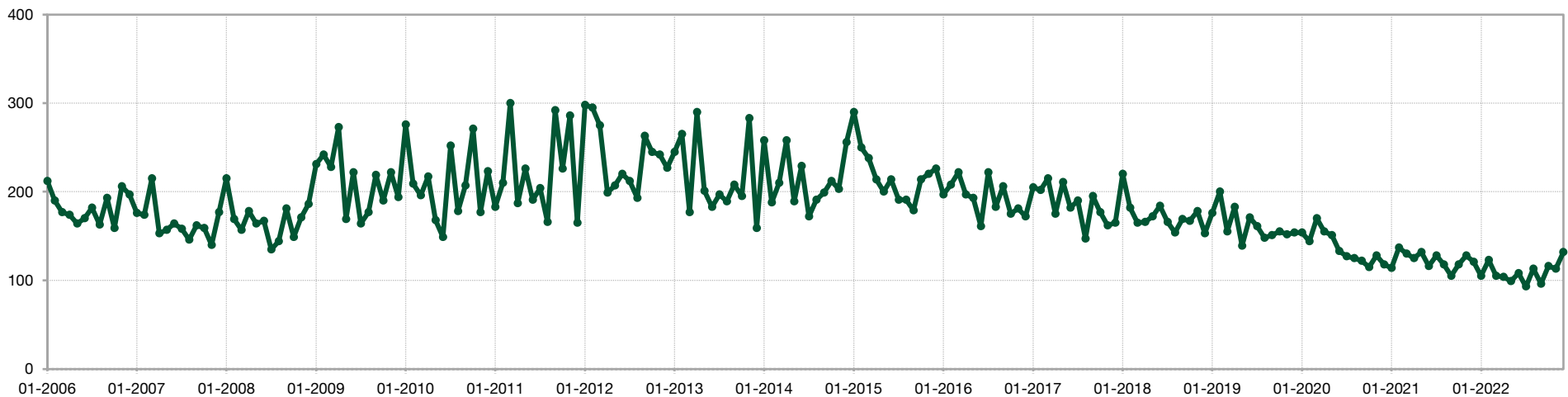


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2022	105	114	-7.9%
February 2022	123	137	-10.2%
March 2022	105	130	-19.2%
April 2022	104	125	-16.8%
May 2022	99	132	-25.0%
June 2022	108	116	-6.9%
July 2022	93	128	-27.3%
August 2022	113	118	-4.2%
September 2022	96	105	-8.6%
October 2022	116	118	-1.7%
November 2022	113	128	-11.7%
December 2022	132	121	+9.1%
12-Month Avg	109	123	-11.2%

Historical Housing Affordability Index by Month

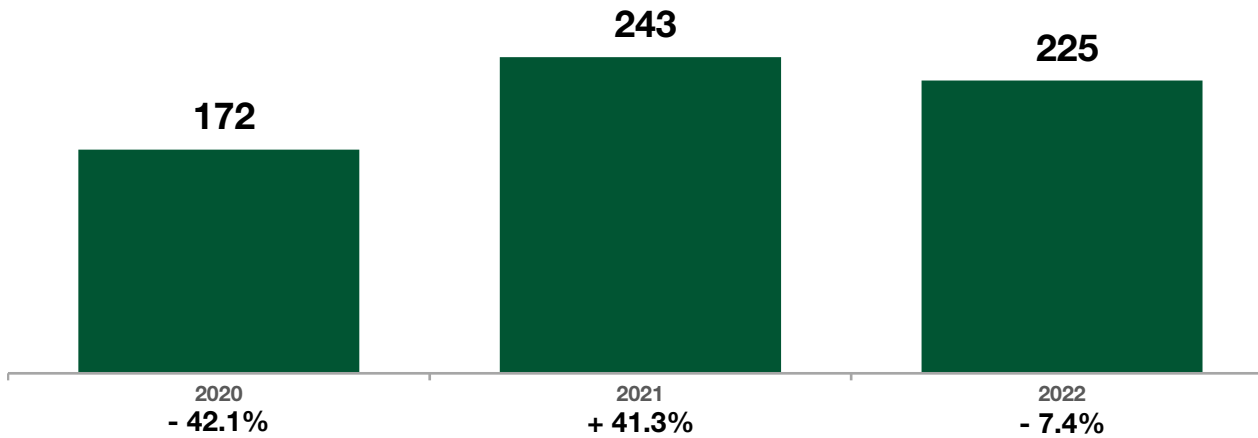


Inventory of Homes for Sale

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



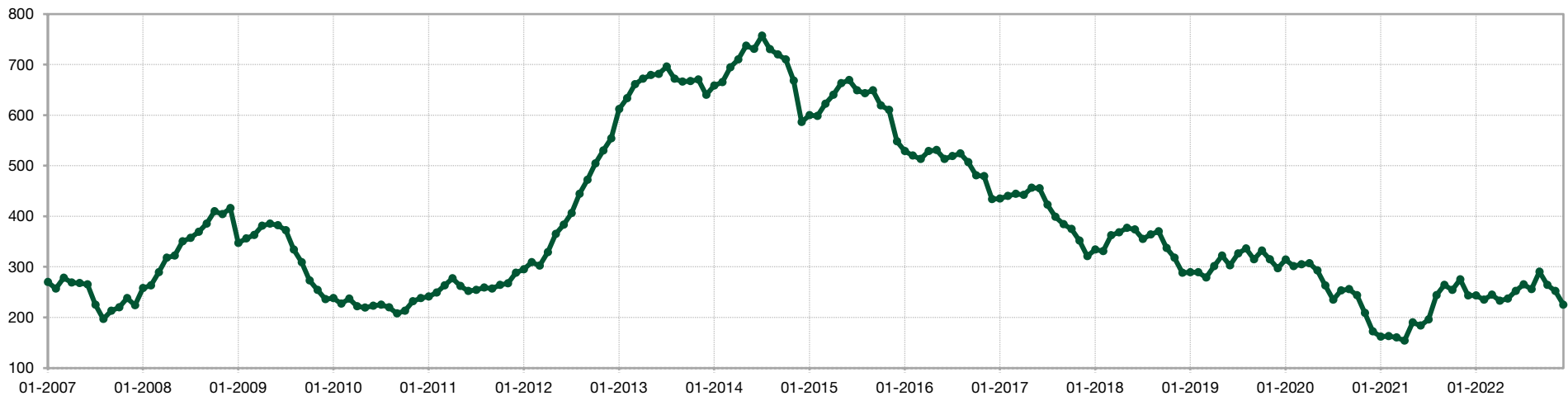
December



Homes for Sale	Prior Year	Percent Change
January 2022	162	+50.0%
February 2022	163	+44.2%
March 2022	160	+53.1%
April 2022	154	+51.3%
May 2022	190	+24.7%
June 2022	184	+37.0%
July 2022	196	+35.2%
August 2022	244	+4.9%
September 2022	264	+9.8%
October 2022	254	+3.9%
November 2022	275	-8.4%
December 2022	243	-7.4%
12-Month Avg*	250	+20.8%

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

Historical Inventory of Homes for Sale by Month

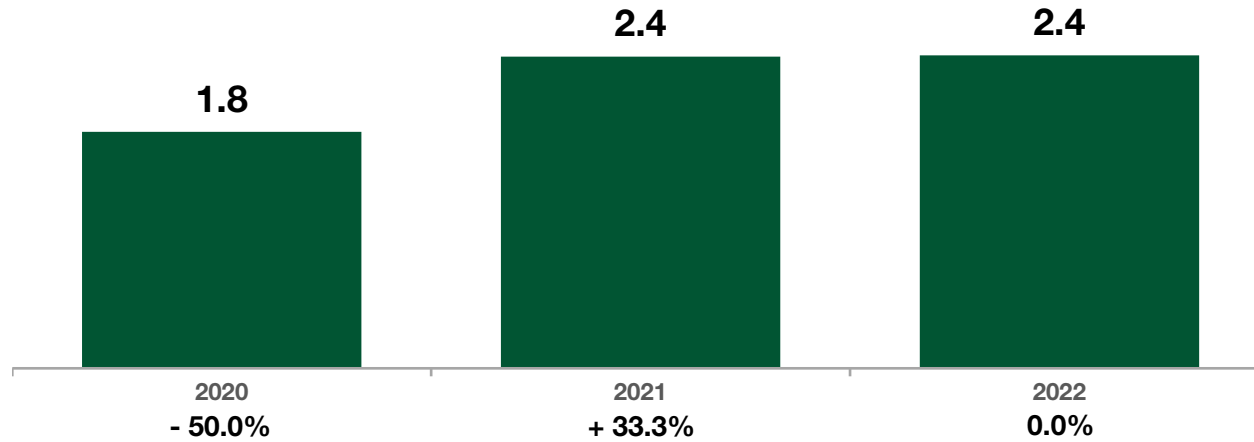


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
January 2022	2.4	1.7	+41.2%
February 2022	2.2	1.8	+22.2%
March 2022	2.3	1.7	+35.3%
April 2022	2.2	1.6	+37.5%
May 2022	2.2	2.0	+10.0%
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	2.6	2.7	-3.7%
December 2022	2.4	2.4	0.0%
12-Month Avg*	2.5	2.1	+19.0%

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

Historical Months Supply of Inventory by Month

