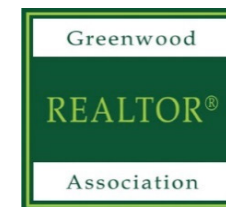


Monthly Indicators



April 2023

U.S. existing-home sales declined 2.4 percent month-over-month as of last measure, according to the National Association of REALTORS® (NAR), reversing February's sales gain of 14.5%. Fluctuations in mortgage interest rates have caused buyers to pullback, with pending sales dropping 5.2% month-over-month. Meanwhile, the median existing-home sales price declined for the second month in a row, falling 0.9% nationally from the same time last year, the largest year-over-year decline since January 2012, according to NAR.

New Listings were down 29.6 percent to 88. Pending Sales decreased 14.4 percent to 101. Inventory shrank 25.0 percent to 162 units.

Prices moved lower as Median Sales Price was down 4.0 percent to \$219,250. Days on Market increased 42.1 percent to 108 days. Months Supply of Inventory was down 5.0 percent to 1.9 months months.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Quick Facts

- 12.4%

- 4.0%

- 5.0%

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.



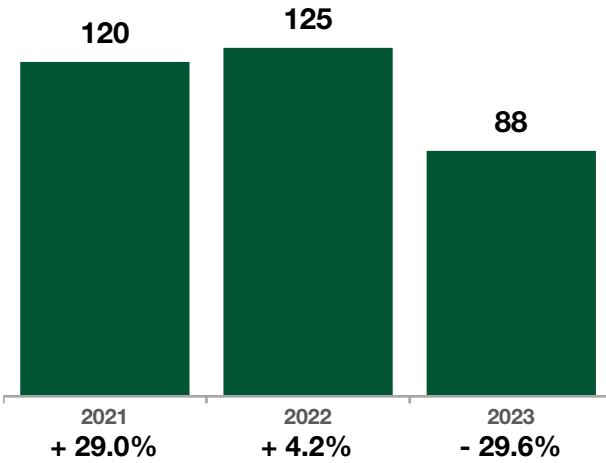
Key Metrics	Historical Sparkbars			04-2022	04-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
	04-2021	04-2022	04-2023						
New Listings				125	88	- 29.6%	493	356	- 27.8%
Pending Sales				118	101	- 14.4%	429	353	- 17.7%
Closed Sales				97	85	- 12.4%	379	285	- 24.8%
Days on Market				76	108	+ 42.1%	84	119	+ 41.7%
Median Sales Price				\$228,450	\$219,250	- 4.0%	\$215,000	\$223,500	+ 4.0%
Average Sales Price				\$256,538	\$281,503	+ 9.7%	\$252,338	\$269,792	+ 6.9%
Pct. of List Price Received				99.3%	97.9%	- 1.4%	97.6%	97.2%	- 0.4%
Housing Affordability Index				148	135	- 8.8%	157	133	- 15.3%
Inventory of Homes for Sale				216	162	- 25.0%	--	--	--
Months Supply of Inventory				2.0	1.9	- 5.0%	--	--	--

New Listings

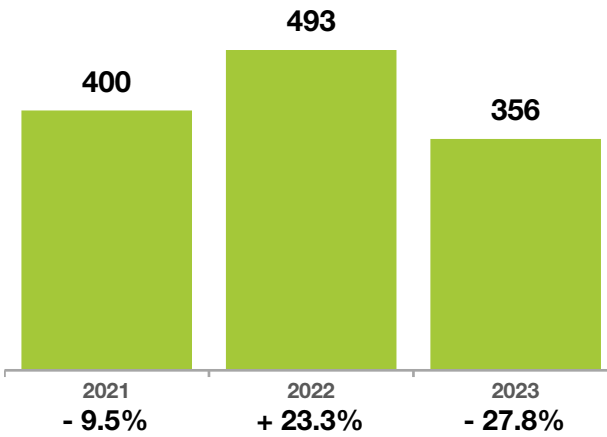
A count of the properties that have been newly listed on the market in a given month.



April

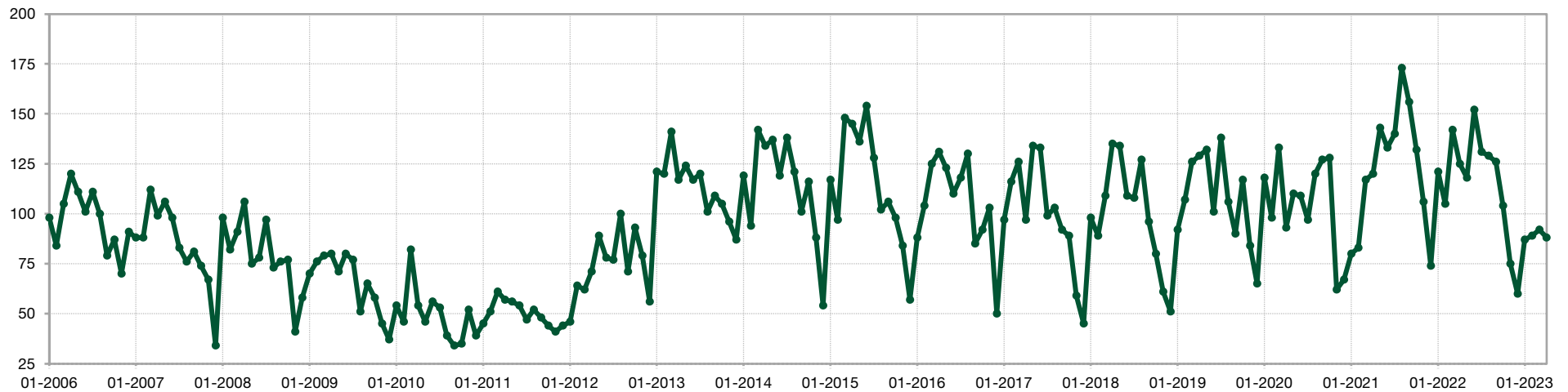


Year to Date



	New Listings	Prior Year	Percent Change
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	126	156	-19.2%
October 2022	104	132	-21.2%
November 2022	75	106	-29.2%
December 2022	60	74	-18.9%
January 2023	87	121	-28.1%
February 2023	89	105	-15.2%
March 2023	92	142	-35.2%
April 2023	88	125	-29.6%
12-Month Avg	104	129	-19.2%

Historical New Listings by Month

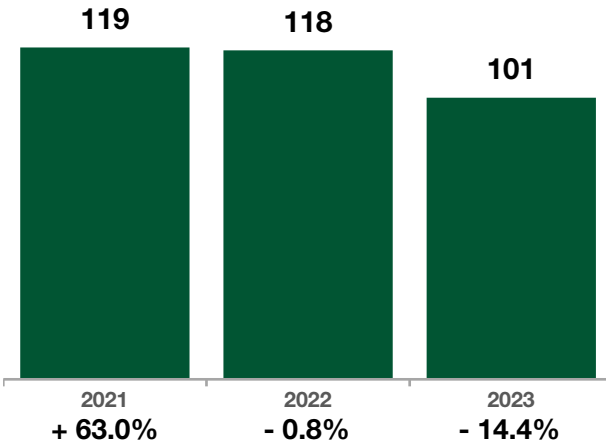


Pending Sales

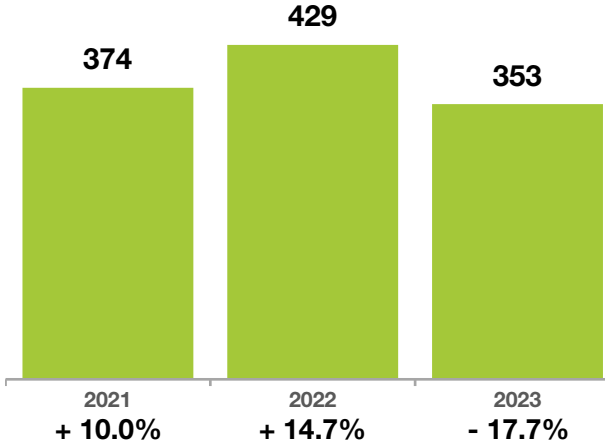
A count of the properties on which offers have been accepted in a given month.



April

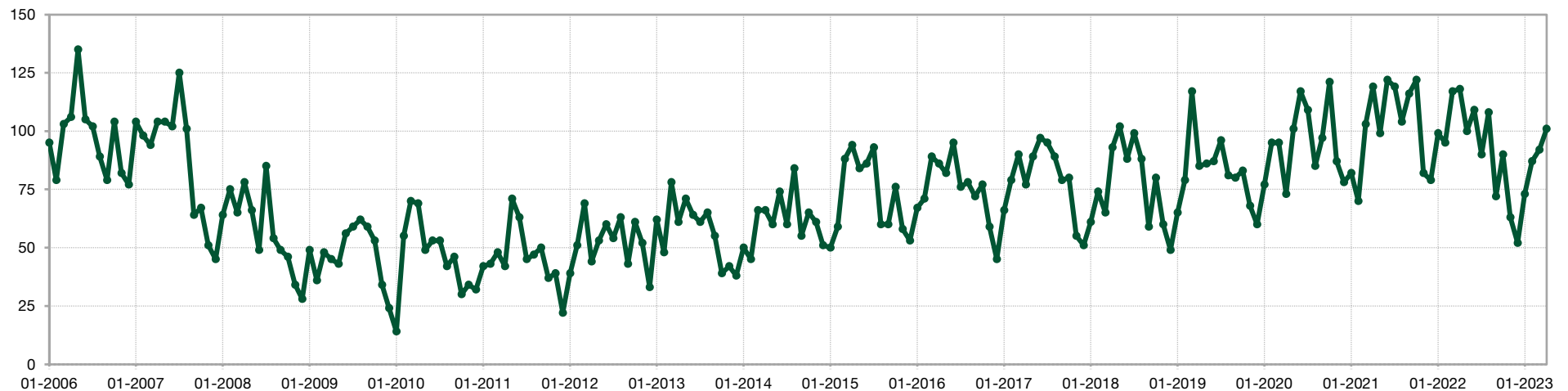


Year to Date



	Pending Sales	Prior Year	Percent Change
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	90	122	-26.2%
November 2022	63	82	-23.2%
December 2022	52	79	-34.2%
January 2023	73	99	-26.3%
February 2023	87	95	-8.4%
March 2023	92	117	-21.4%
April 2023	101	118	-14.4%
12-Month Avg	86	106	-18.5%

Historical Pending Sales by Month

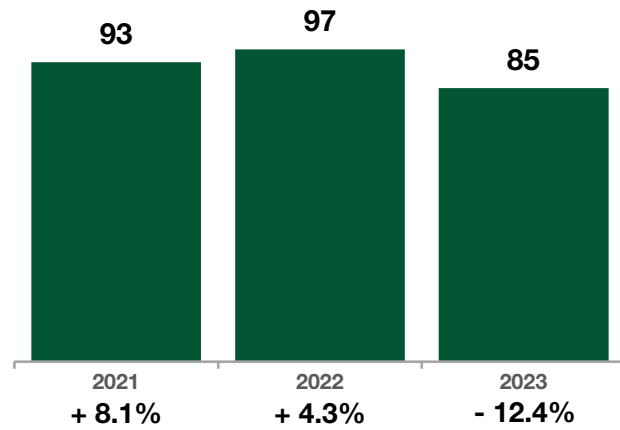


Closed Sales

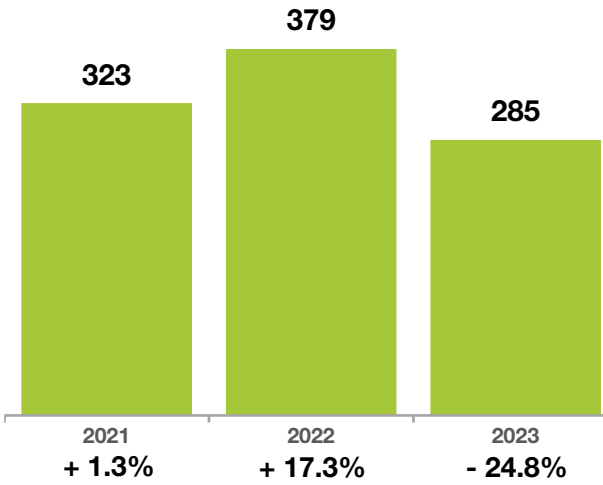
A count of the actual sales that closed in a given month.



April

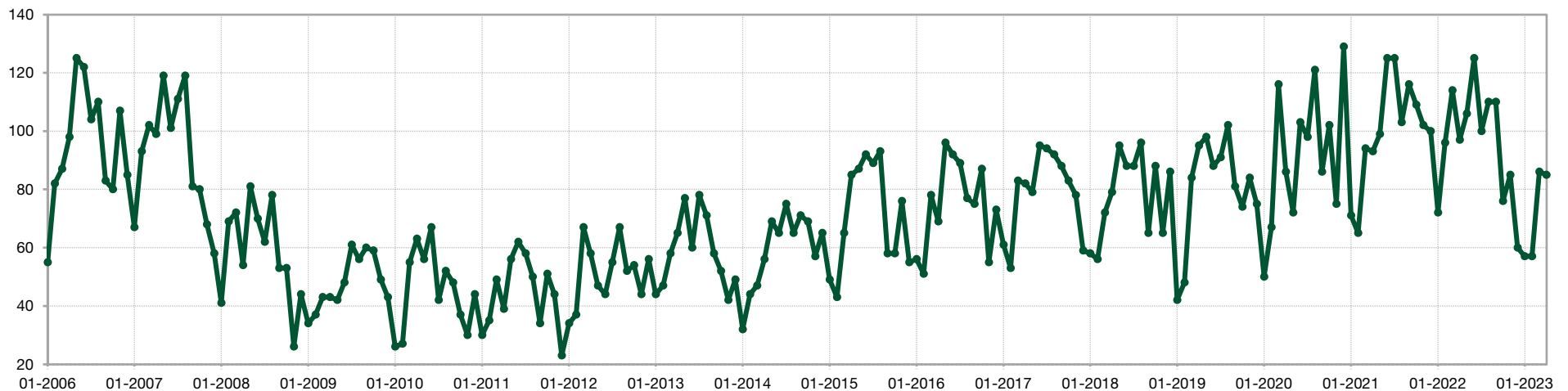


Year to Date



Closed Sales	Prior Year	Percent Change
May 2022	99	+7.1%
June 2022	125	0.0%
July 2022	125	-20.0%
August 2022	103	+6.8%
September 2022	116	-5.2%
October 2022	109	-30.3%
November 2022	102	-16.7%
December 2022	100	-40.0%
January 2023	72	-20.8%
February 2023	96	-40.6%
March 2023	114	-24.6%
April 2023	97	-12.4%
12-Month Avg	88	-16.1%

Historical Closed Sales by Month

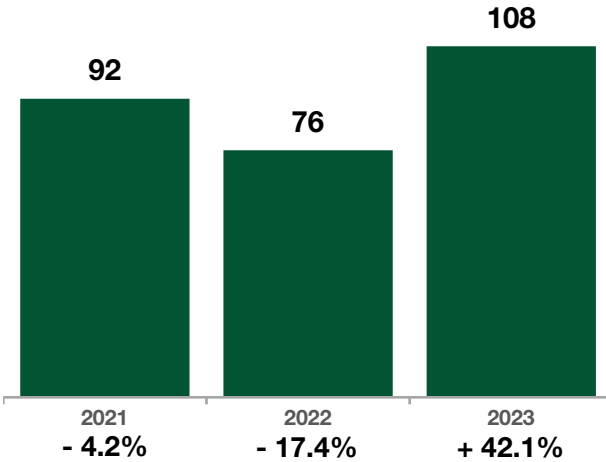


Days on Market Until Sale

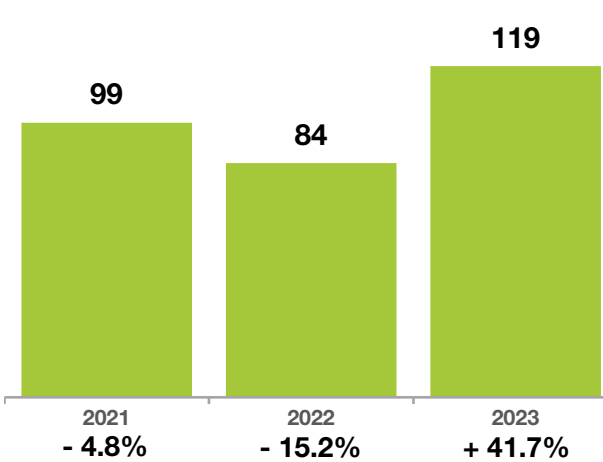
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



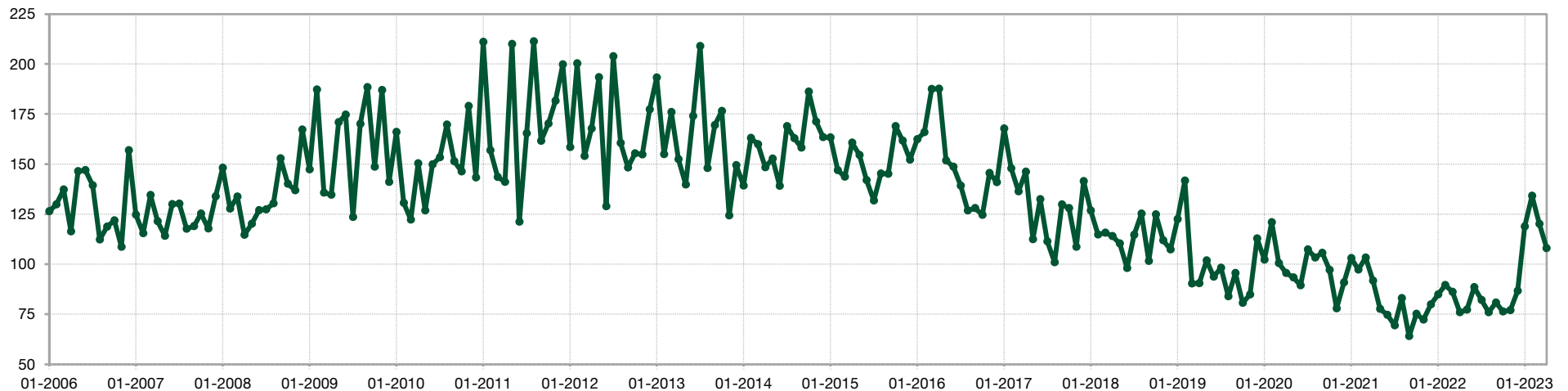
Year to Date



Days on Market	Prior Year	Percent Change
May 2022	77	-1.3%
June 2022	88	+17.3%
July 2022	82	+18.8%
August 2022	76	-8.4%
September 2022	81	+26.6%
October 2022	76	+1.3%
November 2022	77	+6.9%
December 2022	87	+8.7%
January 2023	119	+40.0%
February 2023	134	+50.6%
March 2023	120	+39.5%
April 2023	108	+42.1%
12-Month Avg*	91	+18.2%

* Average Days on Market of all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

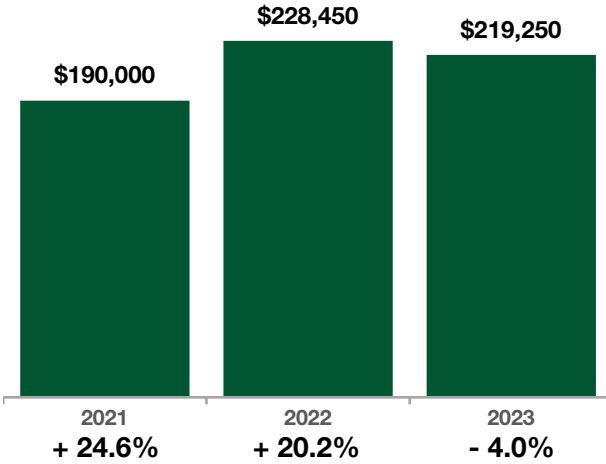


Median Sales Price

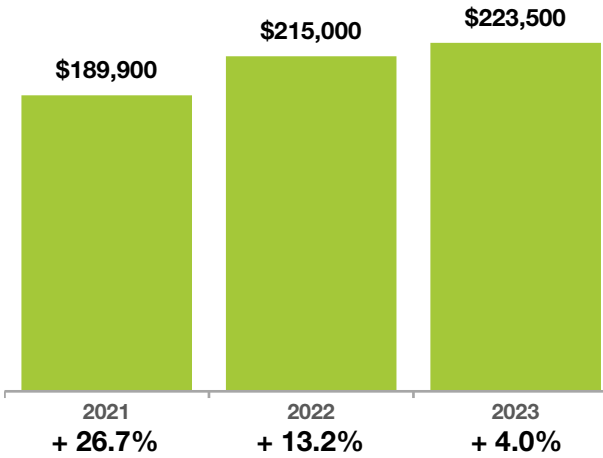
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



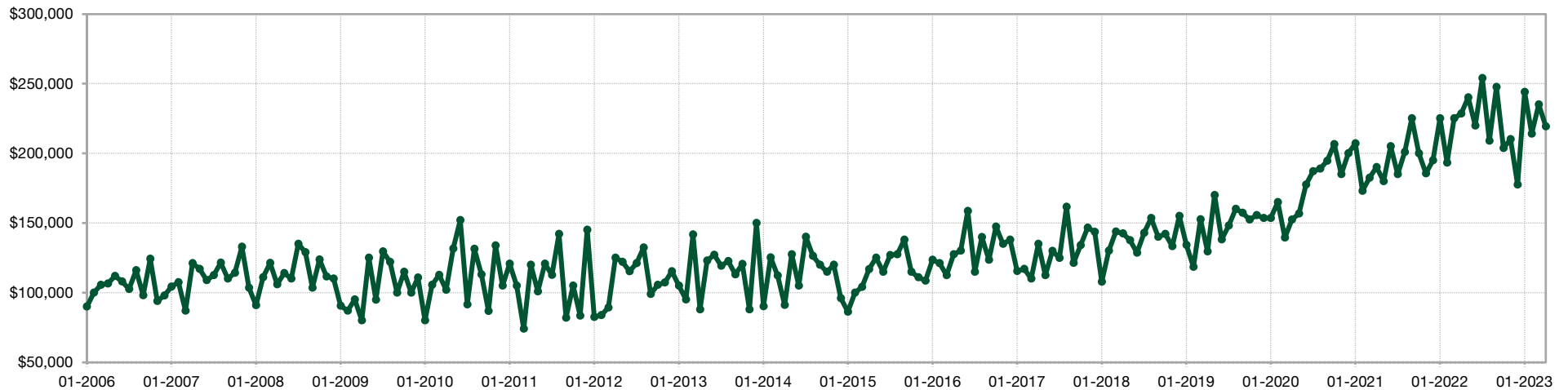
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$177,450	\$195,000	-9.0%
January 2023	\$244,000	\$225,000	+8.4%
February 2023	\$214,000	\$193,250	+10.7%
March 2023	\$235,000	\$225,000	+4.4%
April 2023	\$219,250	\$228,450	-4.0%
12-Month Med*	\$220,000	\$201,100	+9.4%

* Median Sales Price of all properties from May 2022 through April 2023. This is not the median of the individual figures above.

Historical Median Sales Price by Month

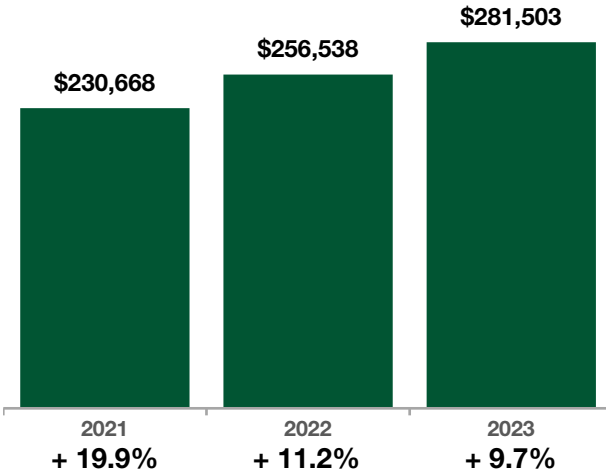


Average Sales Price

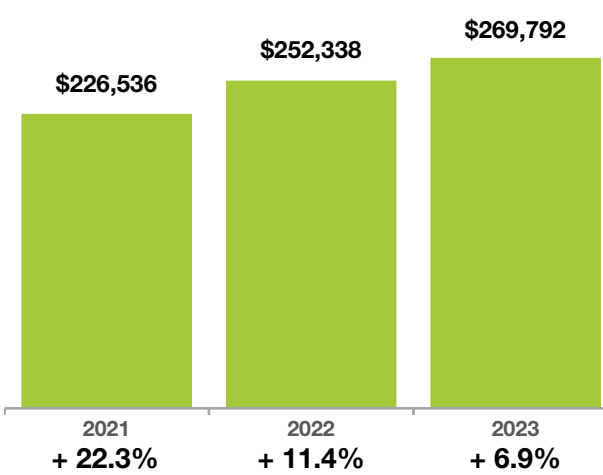
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



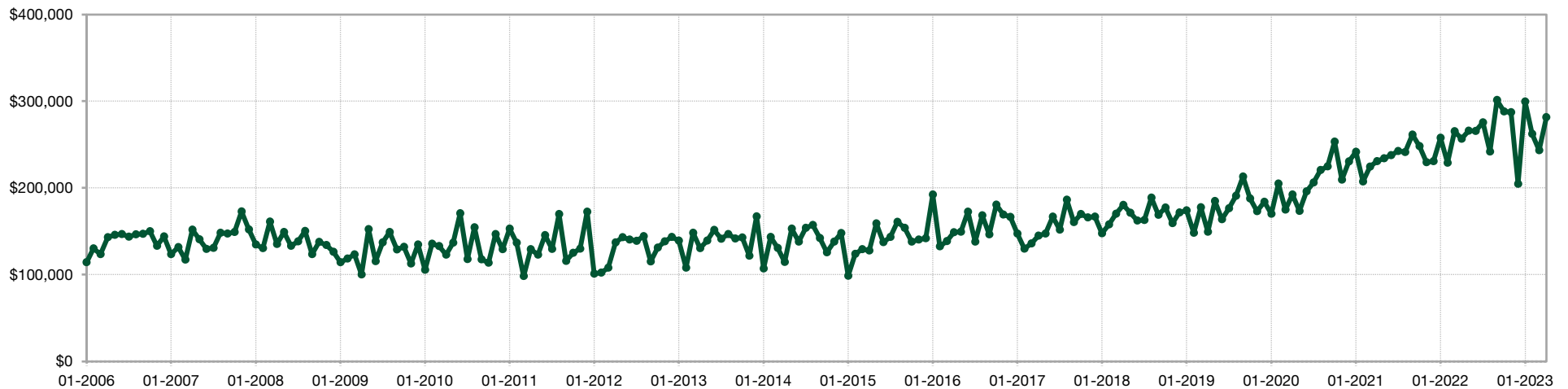
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$204,572	\$230,731	-11.3%
January 2023	\$299,487	\$257,730	+16.2%
February 2023	\$262,156	\$228,830	+14.6%
March 2023	\$243,338	\$265,239	-8.3%
April 2023	\$281,503	\$256,538	+9.7%
12-Month Avg*	\$268,008	\$244,405	+9.7%

* Avg. Sales Price of all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

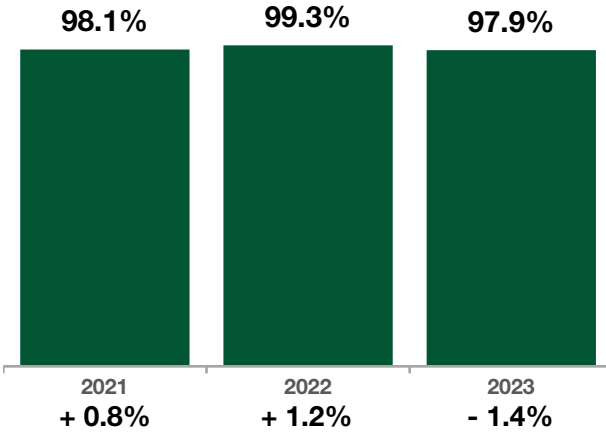


Percent of List Price Received

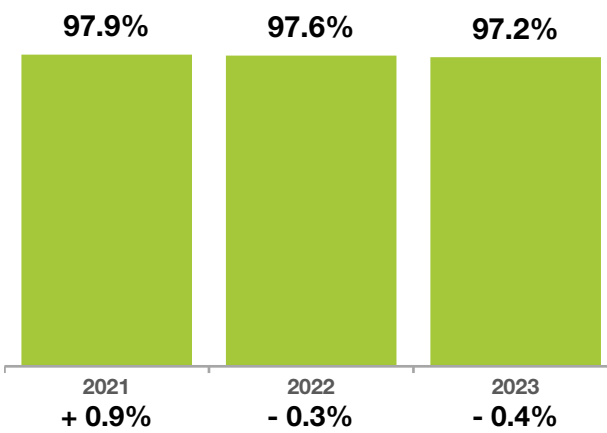


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April



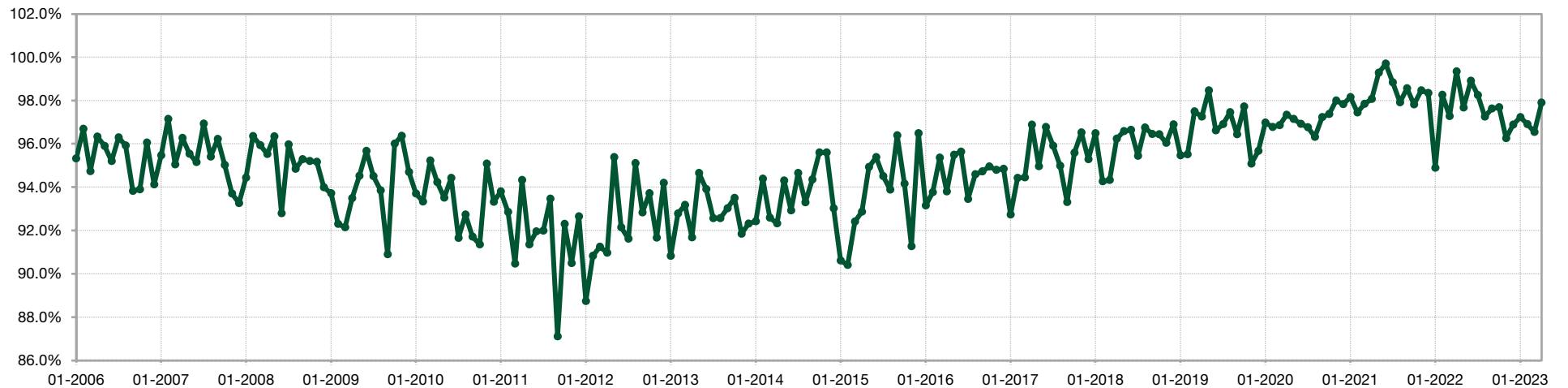
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.9%	98.3%	-1.4%
January 2023	97.2%	94.9%	+2.4%
February 2023	96.9%	98.3%	-1.4%
March 2023	96.6%	97.3%	-0.7%
April 2023	97.9%	99.3%	-1.4%
12-Month Avg*	97.5%	98.3%	-0.8%

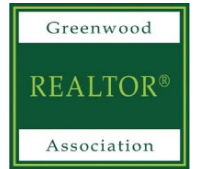
* Average Pct. of List Price Received for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



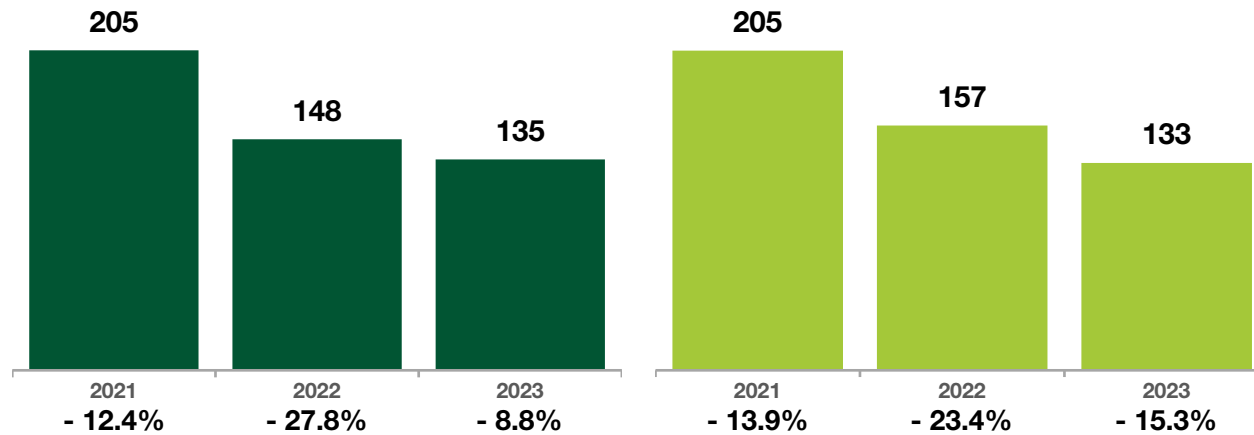
Housing Affordability Index

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.



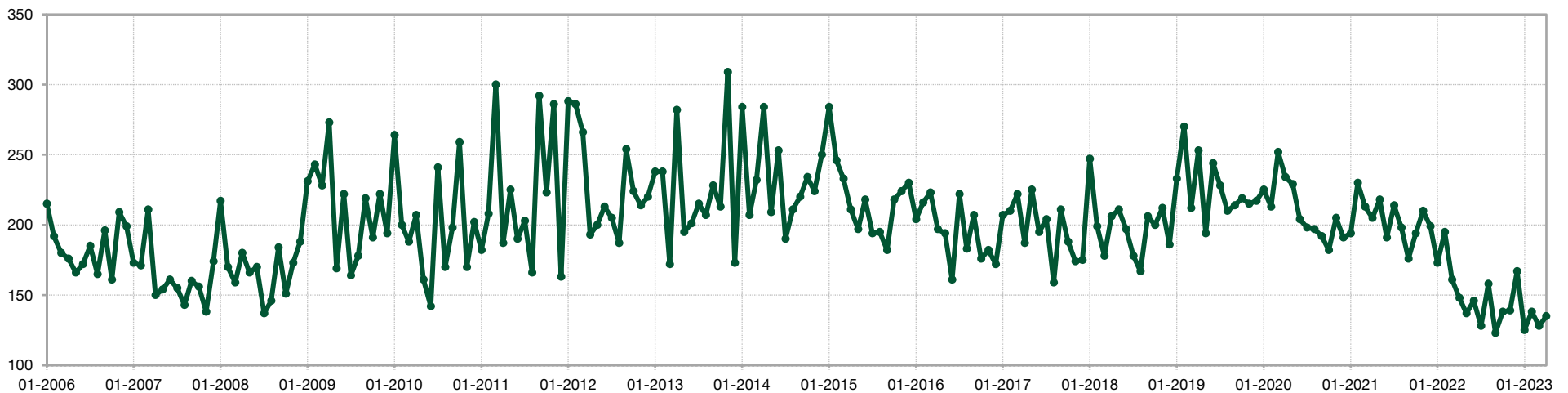
April

Year to Date



	Affordability Index	Prior Year	Percent Change
May 2022	137	218	-37.2%
June 2022	146	191	-23.6%
July 2022	128	214	-40.2%
August 2022	158	198	-20.2%
September 2022	123	176	-30.1%
October 2022	138	194	-28.9%
November 2022	139	210	-33.8%
December 2022	167	199	-16.1%
January 2023	125	173	-27.7%
February 2023	138	195	-29.2%
March 2023	128	161	-20.5%
April 2023	135	148	-8.8%
12-Month Avg	139	190	-27.0%

Historical Housing Affordability Index by Month

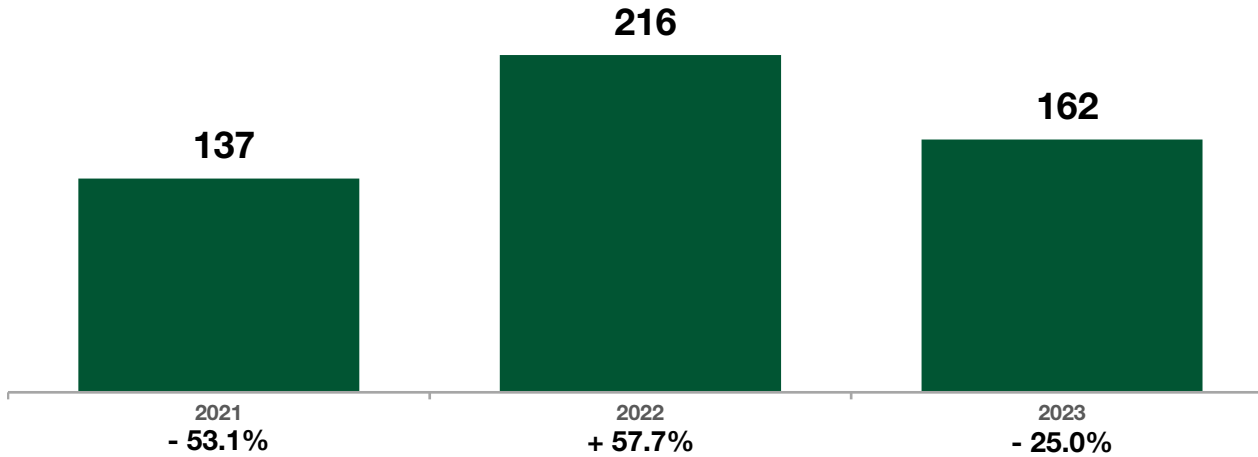


Inventory of Homes for Sale

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



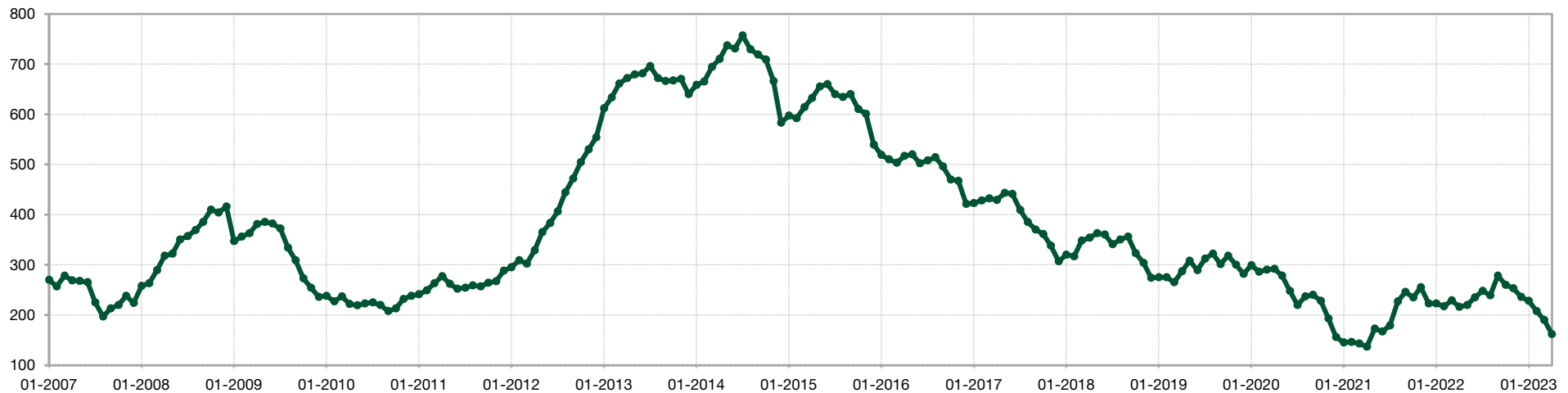
April



	Homes for Sale	Prior Year	Percent Change
May 2022	220	173	+27.2%
June 2022	235	167	+40.7%
July 2022	248	179	+38.5%
August 2022	239	227	+5.3%
September 2022	278	246	+13.0%
October 2022	260	235	+10.6%
November 2022	253	255	-0.8%
December 2022	236	223	+5.8%
January 2023	228	223	+2.2%
February 2023	208	217	-4.1%
March 2023	190	229	-17.0%
April 2023	162	216	-25.0%
12-Month Avg*	230	216	+6.5%

* Homes for Sale for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

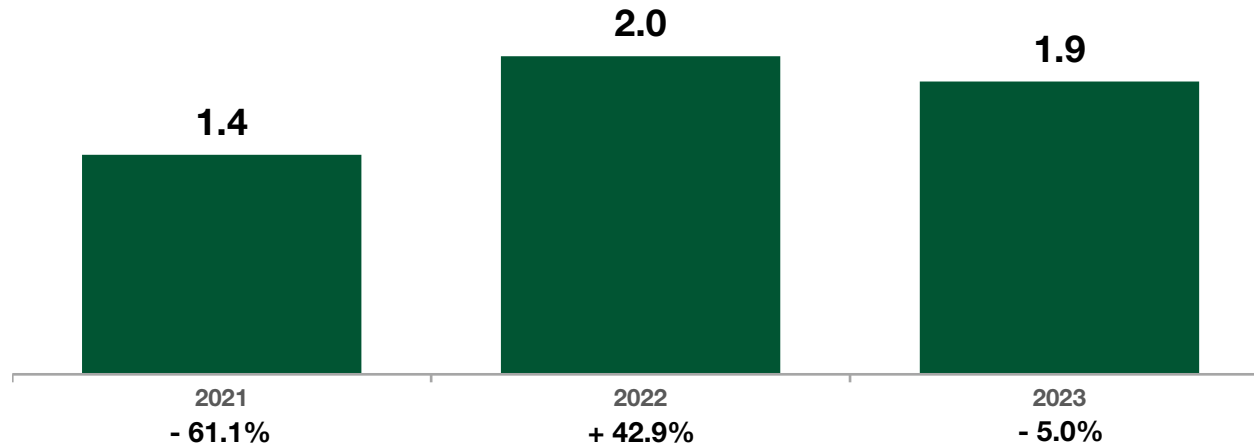


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2022	2.1	1.8	+16.7%
June 2022	2.2	1.7	+29.4%
July 2022	2.4	1.8	+33.3%
August 2022	2.3	2.3	0.0%
September 2022	2.8	2.4	+16.7%
October 2022	2.7	2.3	+17.4%
November 2022	2.7	2.5	+8.0%
December 2022	2.5	2.2	+13.6%
January 2023	2.5	2.2	+13.6%
February 2023	2.3	2.1	+9.5%
March 2023	2.2	2.2	0.0%
April 2023	1.9	2.0	-5.0%
12-Month Avg*	2.4	2.1	+14.3%

* Months Supply for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

