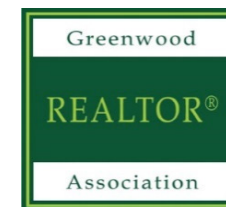


Monthly Indicators



July 2023

Affordability constraints have continued to limit homebuying activity this summer, with existing-home sales falling 3.3% month-over-month nationwide as of last measure, according to the National Association of REALTORS® (NAR). Mortgage rates have approached 7% in recent months, leading many prospective buyers to put their home purchase plans temporarily on hold. But higher rates have also kept many existing homeowners from listing their homes for fear of giving up the low-rate mortgages they locked in a few years ago, when rates were significantly lower.

New Listings were down 29.0 percent to 93. Pending Sales increased 1.1 percent to 90. Inventory shrank 31.6 percent to 171 units.

Prices moved lower as Median Sales Price was down 7.1 percent to \$236,000. Days on Market increased 1.2 percent to 83 days. Months Supply of Inventory was down 12.5 percent to 2.1 months months.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

Quick Facts

- 19.0%

- 7.1%

- 12.5%

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.



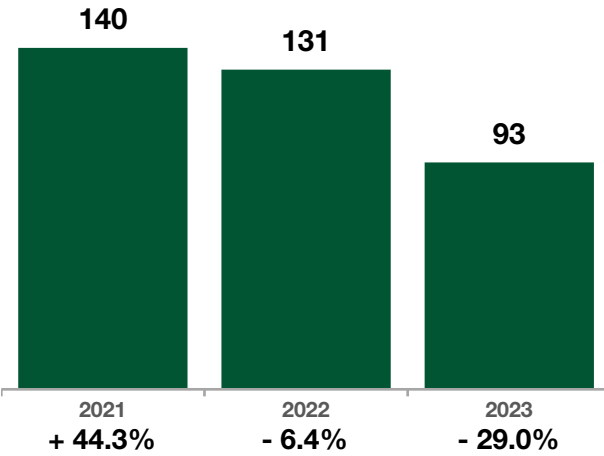
Key Metrics	Historical Sparkbars			07-2022	07-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
	07-2021	07-2022	07-2023						
New Listings				131	93	- 29.0%	894	669	- 25.2%
Pending Sales				89	90	+ 1.1%	726	604	- 16.8%
Closed Sales				100	81	- 19.0%	710	570	- 19.7%
Days on Market				82	83	+ 1.2%	84	106	+ 26.2%
Median Sales Price				\$253,900	\$236,000	- 7.1%	\$225,000	\$244,000	+ 8.4%
Average Sales Price				\$275,336	\$298,186	+ 8.3%	\$259,904	\$289,586	+ 11.4%
Pct. of List Price Received				98.2%	97.5%	- 0.7%	97.9%	97.5%	- 0.4%
Housing Affordability Index				123	118	- 4.1%	139	114	- 18.0%
Inventory of Homes for Sale				250	171	- 31.6%	--	--	--
Months Supply of Inventory				2.4	2.1	- 12.5%	--	--	--

New Listings

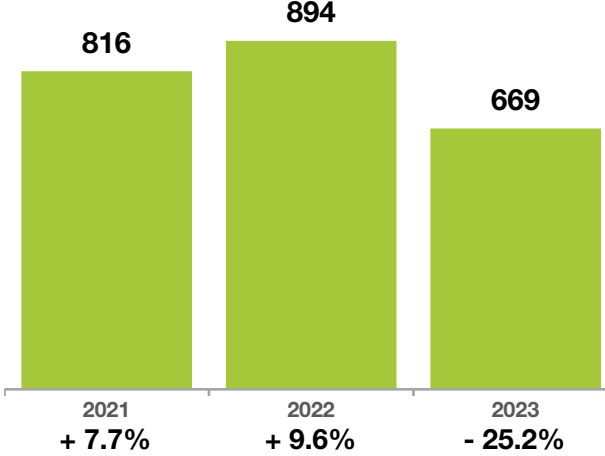
A count of the properties that have been newly listed on the market in a given month.



July

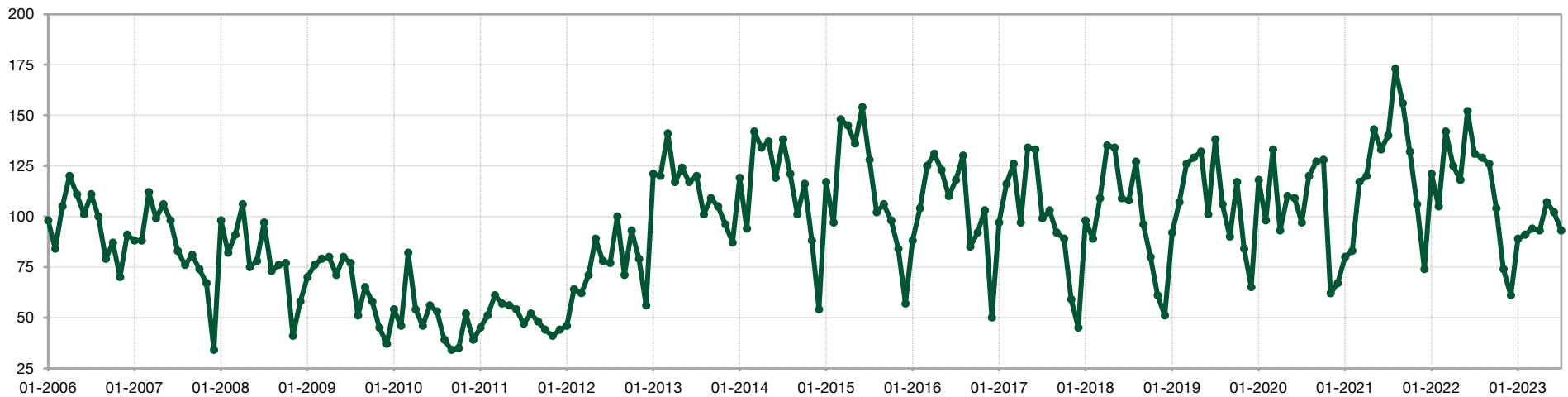


Year to Date



	New Listings	Prior Year	Percent Change
August 2022	129	173	-25.4%
September 2022	126	156	-19.2%
October 2022	104	132	-21.2%
November 2022	74	106	-30.2%
December 2022	61	74	-17.6%
January 2023	89	121	-26.4%
February 2023	91	105	-13.3%
March 2023	94	142	-33.8%
April 2023	93	125	-25.6%
May 2023	107	118	-9.3%
June 2023	102	152	-32.9%
July 2023	93	131	-29.0%
12-Month Avg	97	128	-24.3%

Historical New Listings by Month

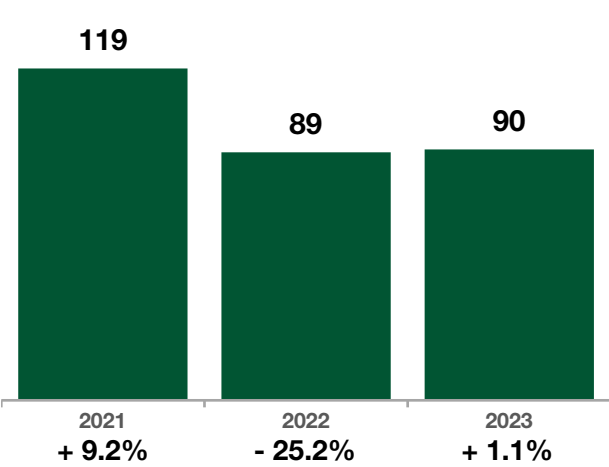


Pending Sales

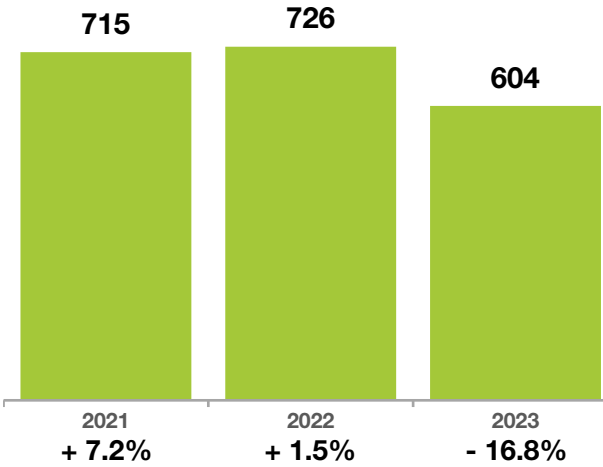
A count of the properties on which offers have been accepted in a given month.



July

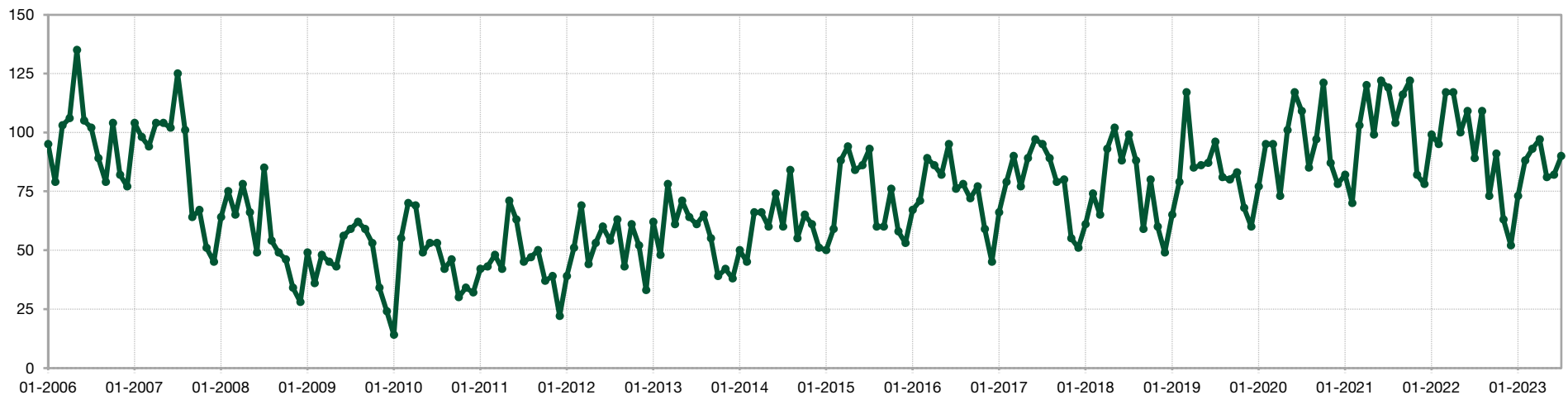


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2022	109	104	+4.8%
September 2022	73	116	-37.1%
October 2022	91	122	-25.4%
November 2022	63	82	-23.2%
December 2022	52	78	-33.3%
January 2023	73	99	-26.3%
February 2023	88	95	-7.4%
March 2023	93	117	-20.5%
April 2023	97	117	-17.1%
May 2023	81	100	-19.0%
June 2023	82	109	-24.8%
July 2023	90	89	+1.1%
12-Month Avg	83	102	-19.0%

Historical Pending Sales by Month

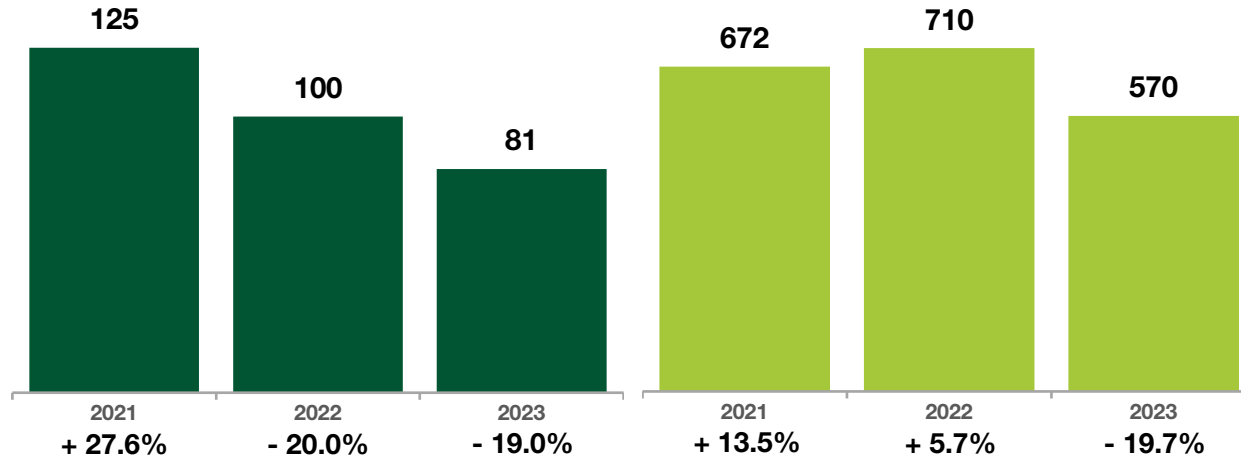


Closed Sales

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

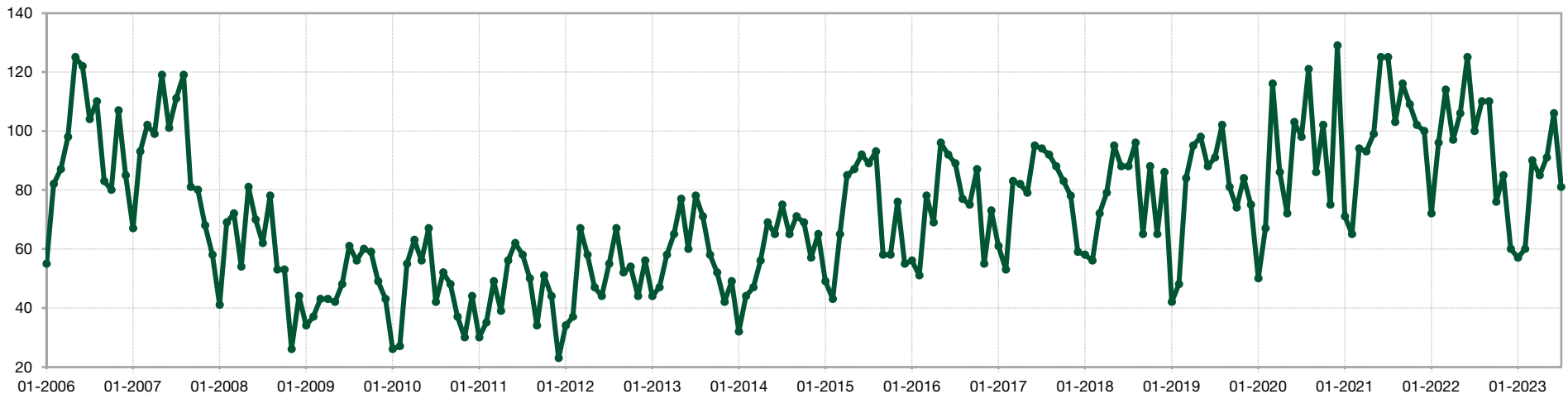


July



	Closed Sales	Prior Year	Percent Change
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	60	100	-40.0%
January 2023	57	72	-20.8%
February 2023	60	96	-37.5%
March 2023	90	114	-21.1%
April 2023	85	97	-12.4%
May 2023	91	106	-14.2%
June 2023	106	125	-15.2%
July 2023	81	100	-19.0%
12-Month Avg	84	103	-18.2%

Historical Closed Sales by Month

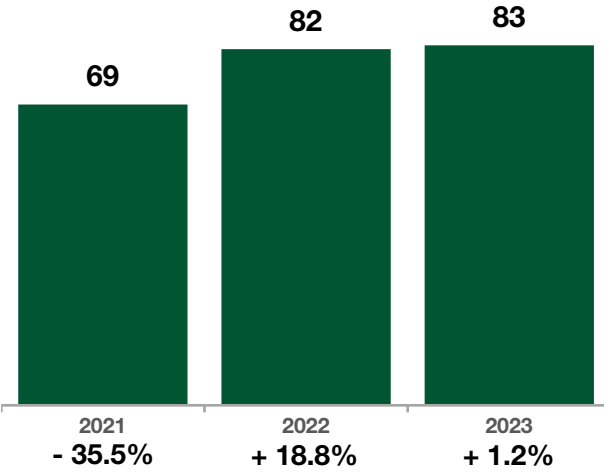


Days on Market Until Sale

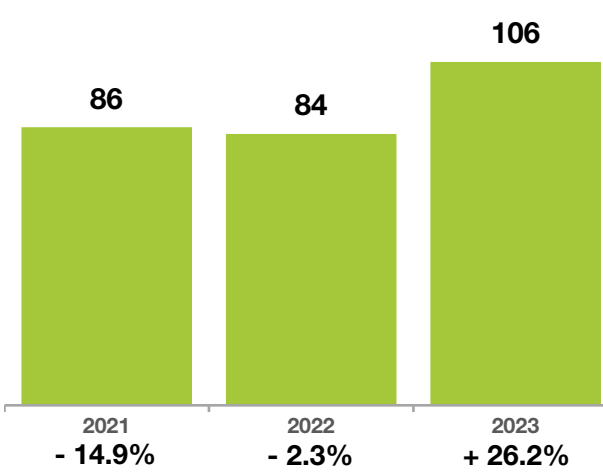
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



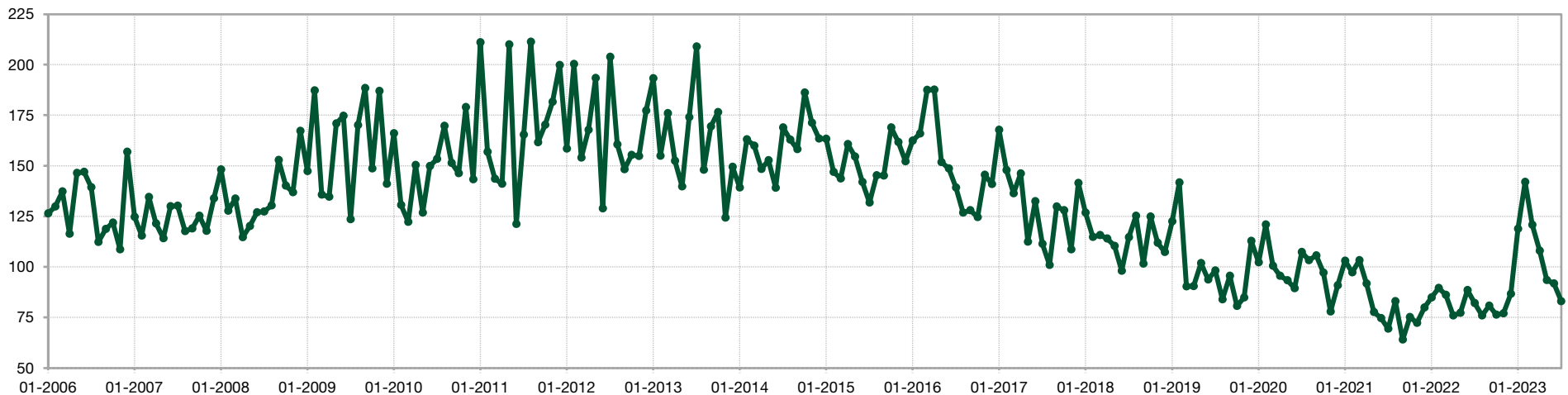
Year to Date



Month	Days on Market	Prior Year	Percent Change
August 2022	76	83	-8.4%
September 2022	81	64	+26.6%
October 2022	76	75	+1.3%
November 2022	77	72	+6.9%
December 2022	87	80	+8.7%
January 2023	119	85	+40.0%
February 2023	142	89	+59.6%
March 2023	121	86	+40.7%
April 2023	108	76	+42.1%
May 2023	93	77	+20.8%
June 2023	92	88	+4.5%
July 2023	83	82	+1.2%
12-Month Avg*	94	80	+17.5%

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

Historical Days on Market Until Sale by Month



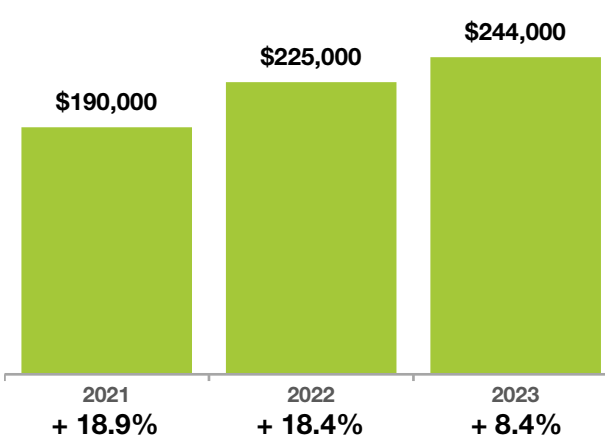
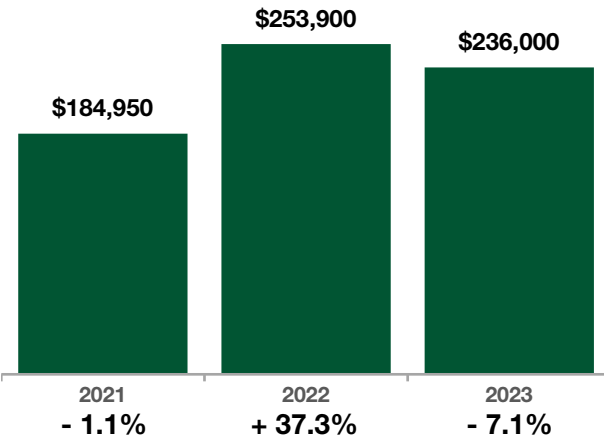
Median Sales Price

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



July

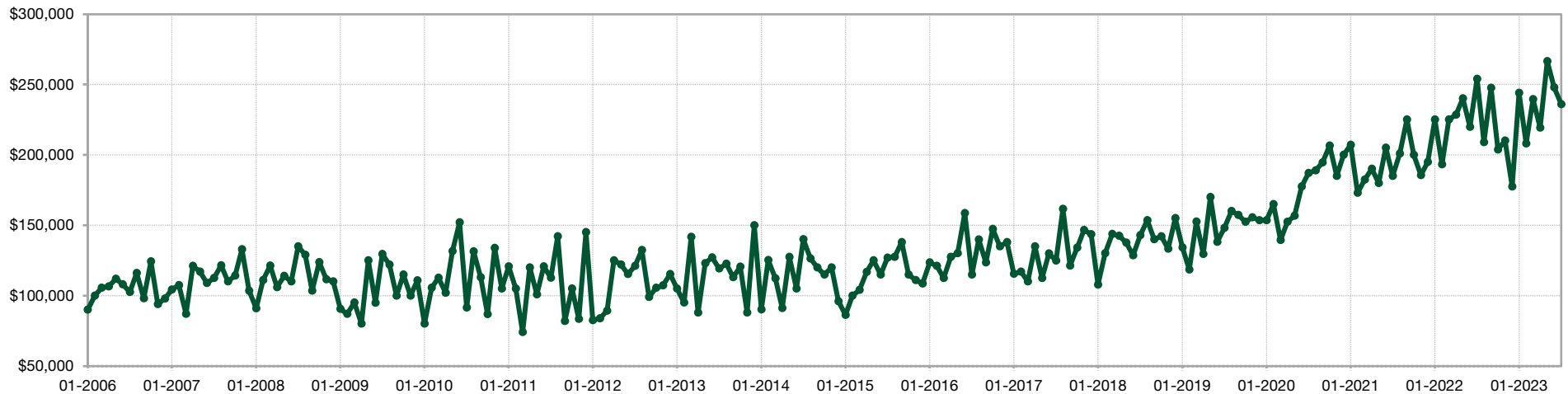
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$208,000	\$193,250	+7.6%
March 2023	\$239,500	\$225,000	+6.4%
April 2023	\$219,250	\$228,450	-4.0%
May 2023	\$266,500	\$240,000	+11.0%
June 2023	\$248,000	\$219,900	+12.8%
July 2023	\$236,000	\$253,900	-7.1%
12-Month Med*	\$227,950	\$215,000	+6.0%

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

Historical Median Sales Price by Month

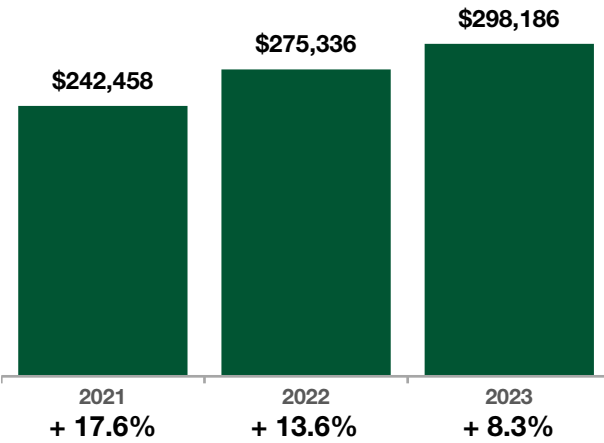


Average Sales Price

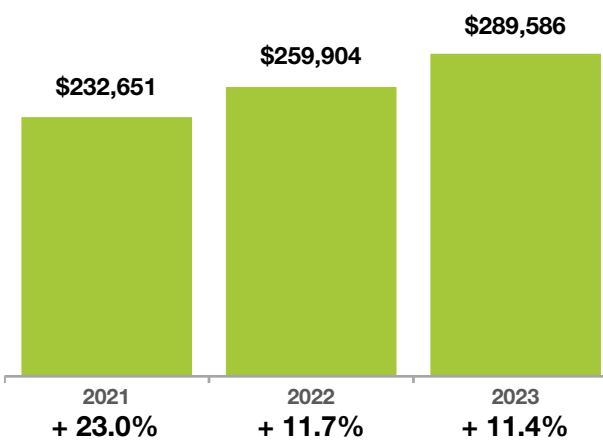
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



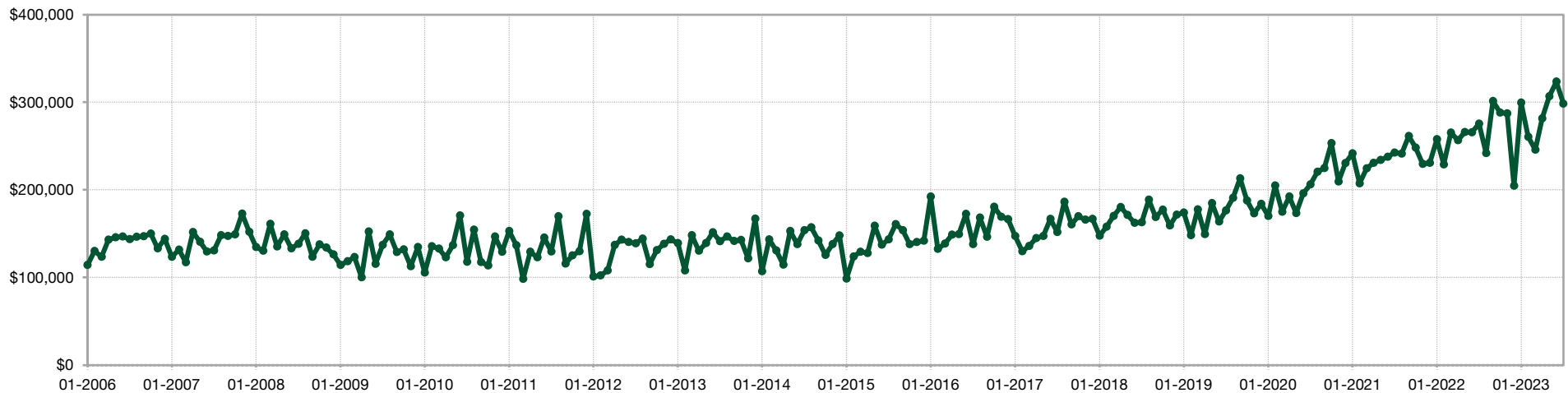
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$260,521	\$228,830	+13.8%
March 2023	\$245,706	\$265,239	-7.4%
April 2023	\$281,503	\$256,538	+9.7%
May 2023	\$306,756	\$265,744	+15.4%
June 2023	\$323,355	\$265,599	+21.7%
July 2023	\$298,186	\$275,336	+8.3%
12-Month Avg*	\$278,204	\$252,563	+10.2%

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

Historical Average Sales Price by Month



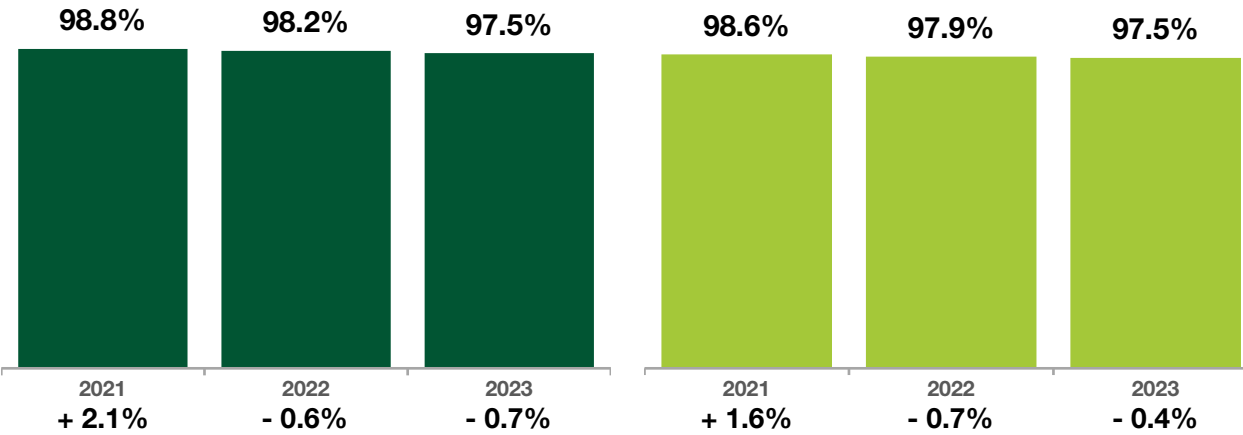
Percent of List Price Received

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.



July

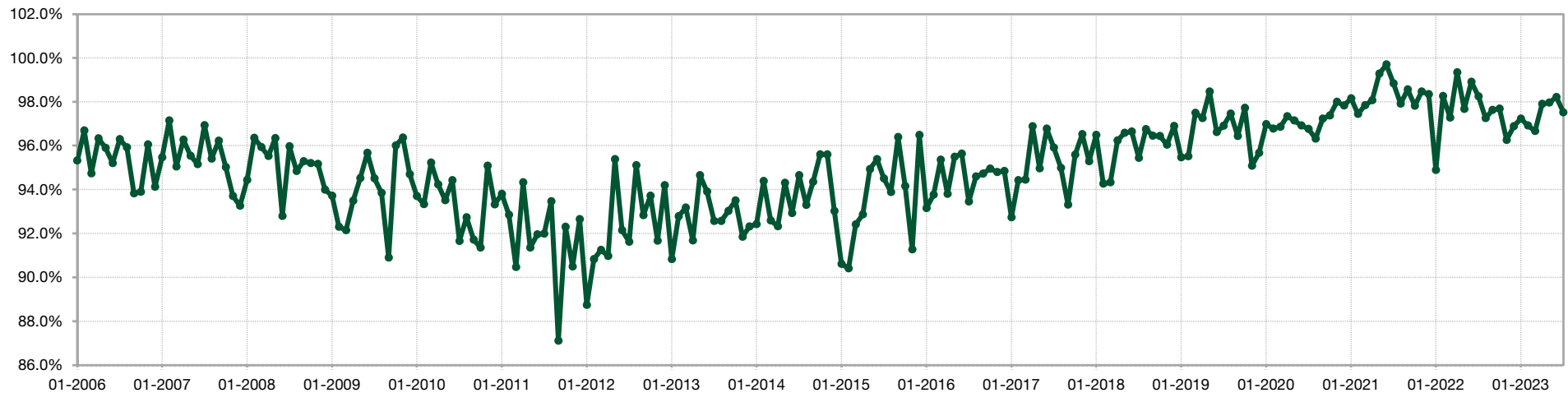
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.7%	97.3%	-0.6%
April 2023	97.9%	99.3%	-1.4%
May 2023	98.0%	97.7%	+0.3%
June 2023	98.2%	98.9%	-0.7%
July 2023	97.5%	98.2%	-0.7%
12-Month Avg*	97.4%	98.1%	-0.7%

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

Historical Percent of List Price Received by Month



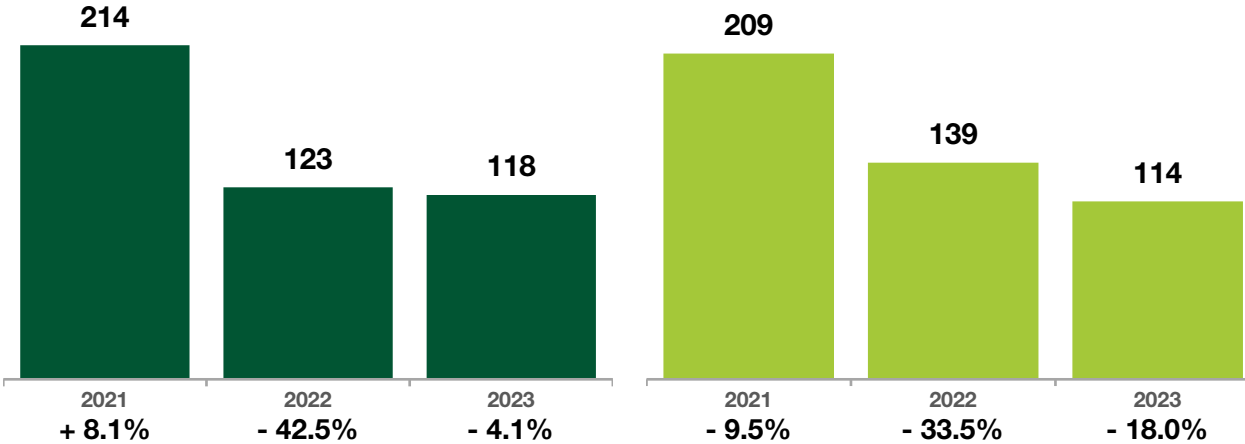
Housing Affordability Index

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.



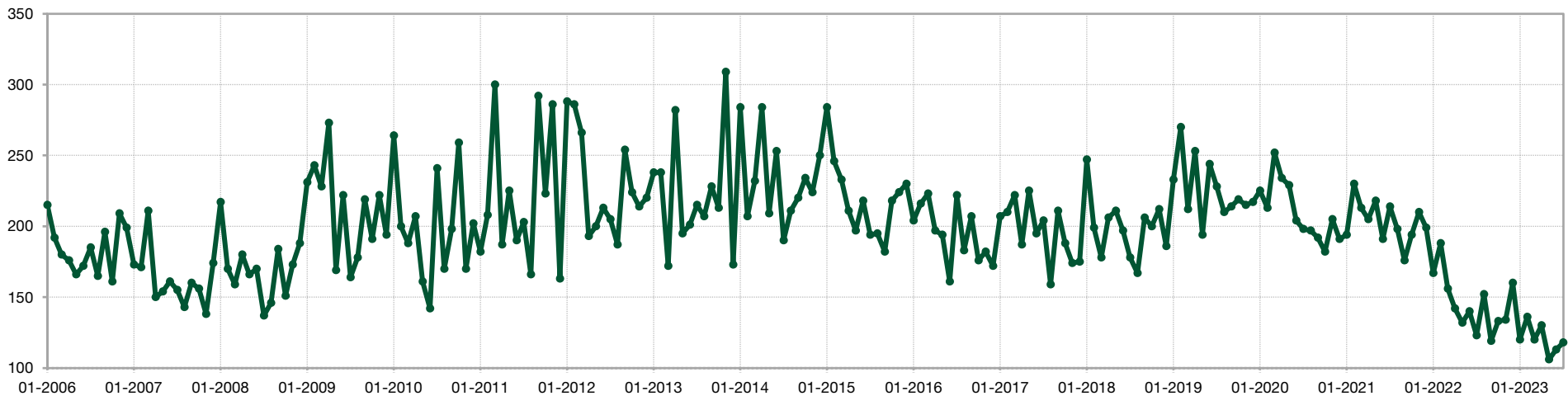
July

Year to Date



	Affordability Index	Prior Year	Percent Change
August 2022	152	198	-23.2%
September 2022	119	176	-32.4%
October 2022	133	194	-31.4%
November 2022	134	210	-36.2%
December 2022	160	199	-19.6%
January 2023	120	167	-28.1%
February 2023	136	188	-27.7%
March 2023	120	156	-23.1%
April 2023	130	142	-8.5%
May 2023	106	132	-19.7%
June 2023	113	140	-19.3%
July 2023	118	123	-4.1%
12-Month Avg	128	169	-23.9%

Historical Housing Affordability Index by Month

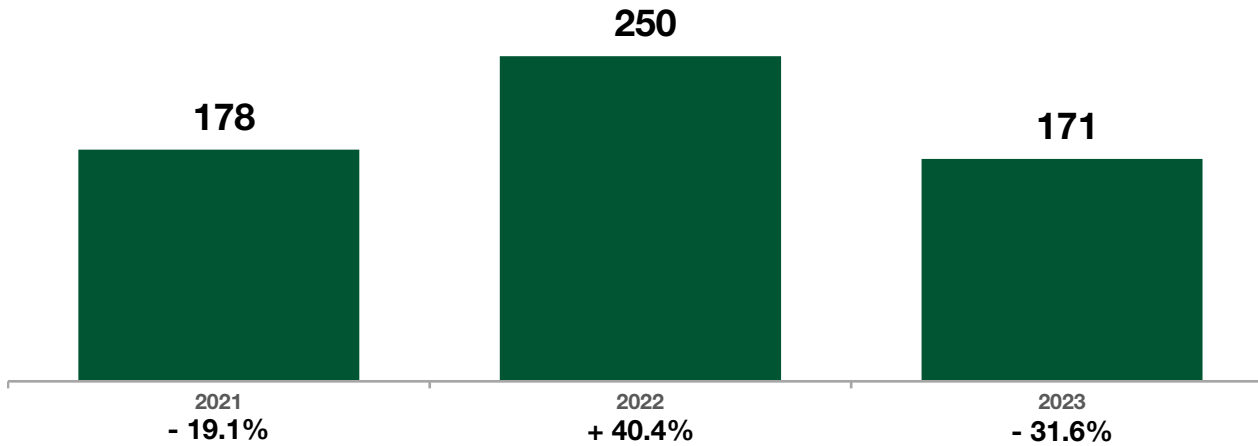


Inventory of Homes for Sale

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



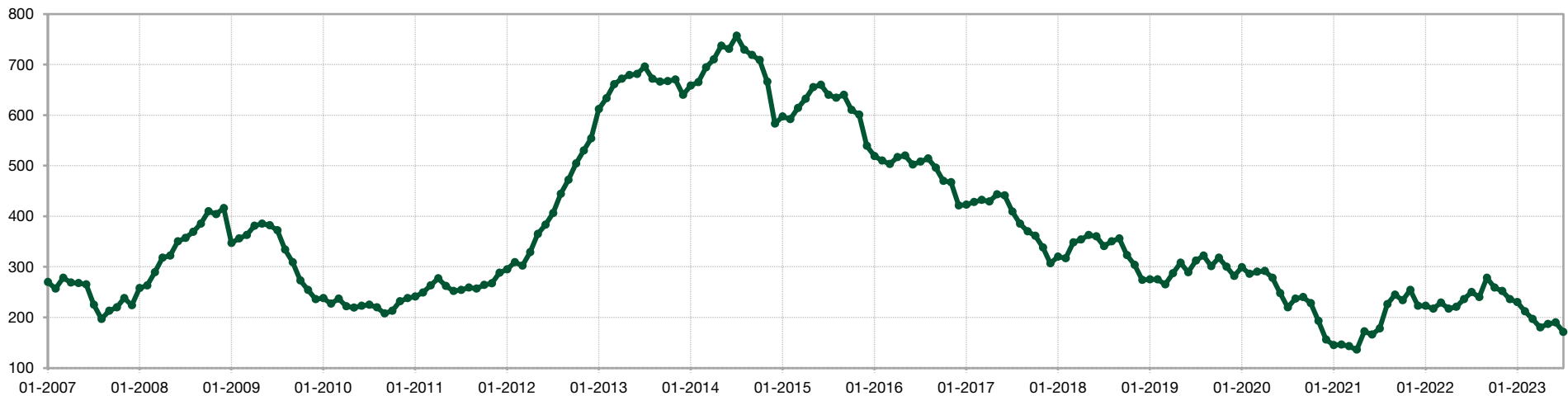
July



Homes for Sale	Prior Year	Percent Change
August 2022	240	+6.2%
September 2022	278	+13.5%
October 2022	259	+10.7%
November 2022	252	-0.8%
December 2022	236	+5.8%
January 2023	230	+3.1%
February 2023	212	-2.3%
March 2023	197	-14.0%
April 2023	180	-17.1%
May 2023	187	-15.4%
June 2023	190	-19.5%
July 2023	171	-31.6%
12-Month Avg*	219	-5.2%

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

Historical Inventory of Homes for Sale by Month

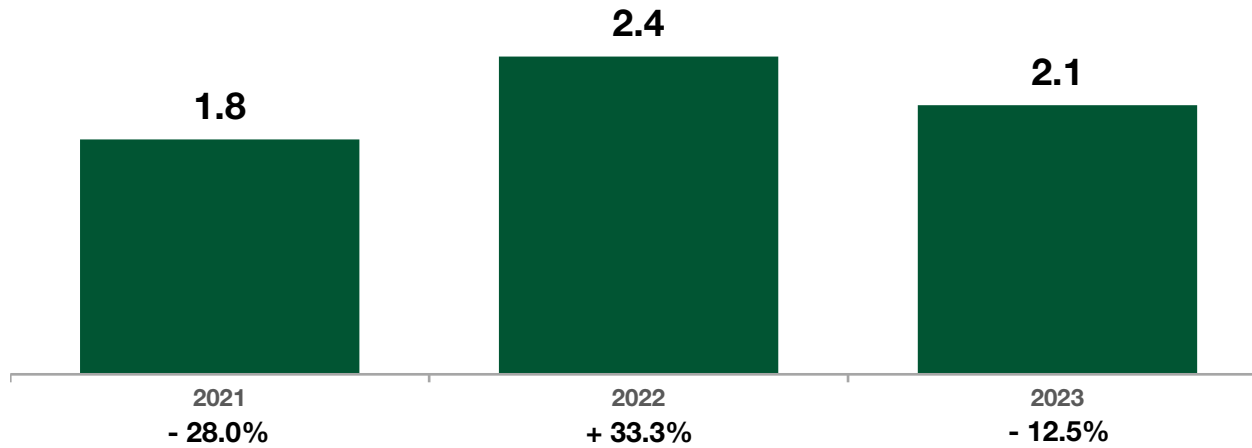


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	2.4	2.1	+14.3%
March 2023	2.2	2.2	0.0%
April 2023	2.1	2.1	0.0%
May 2023	2.2	2.1	+4.8%
June 2023	2.3	2.3	0.0%
July 2023	2.1	2.4	-12.5%
12-Month Avg*	2.4	2.2	+9.1%

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

Historical Months Supply of Inventory by Month

