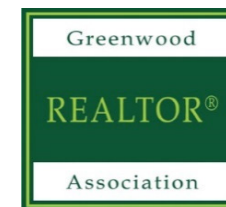


Monthly Indicators



December 2023

U.S. existing-home sales rose from a 13-year low, climbing 0.8% from the previous month and breaking a five-month streak in which sales declined, according to the National Association of REALTORS® (NAR). Despite the increase, sales were down 7.3% compared to the same period last year, as affordability challenges continue to hinder prospective buyers. Most of this period's closed sales went under contract in October, when mortgage rates were at a two-decade high. With rates having dropped more than a full percentage point since then, existing-home sales may continue to pick up in the months ahead.

New Listings were up 8.2 percent to 66. Pending Sales increased 25.5 percent to 64. Inventory grew 0.4 percent to 241 units.

Prices moved higher as Median Sales Price was up 35.4 percent to \$240,250. Days on Market decreased 7.1 percent to 79 days. Months Supply of Inventory was up 11.5 percent to 2.9 months months.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

Quick Facts

+ 29.0% **+ 35.4%** **+ 11.5%**

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.



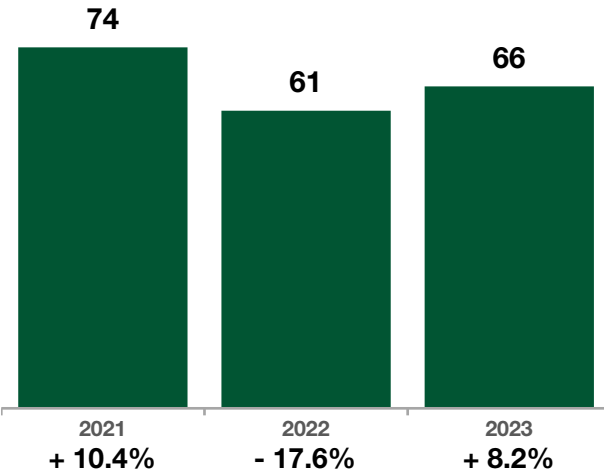
Key Metrics	Historical Sparkbars			12-2022	12-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
	12-2021	12-2022	12-2023						
New Listings				61	66	+ 8.2%	1,389	1,238	- 10.9%
Pending Sales				51	64	+ 25.5%	1,113	986	- 11.4%
Closed Sales				62	80	+ 29.0%	1,154	976	- 15.4%
Days on Market				85	79	- 7.1%	82	94	+ 14.6%
Median Sales Price				\$177,450	\$240,250	+ 35.4%	\$217,000	\$240,000	+ 10.6%
Average Sales Price				\$203,489	\$281,307	+ 38.2%	\$263,371	\$288,023	+ 9.4%
Pct. of List Price Received				96.9%	96.6%	- 0.3%	97.6%	97.5%	- 0.1%
Housing Affordability Index				160	117	- 26.9%	131	117	- 10.7%
Inventory of Homes for Sale				240	241	+ 0.4%	--	--	--
Months Supply of Inventory				2.6	2.9	+ 11.5%	--	--	--

New Listings

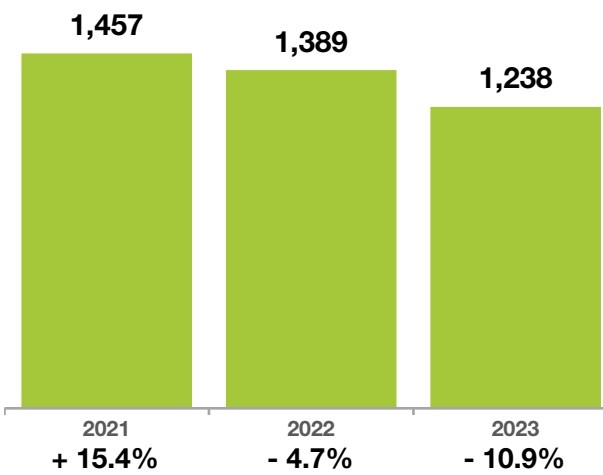
A count of the properties that have been newly listed on the market in a given month.



December

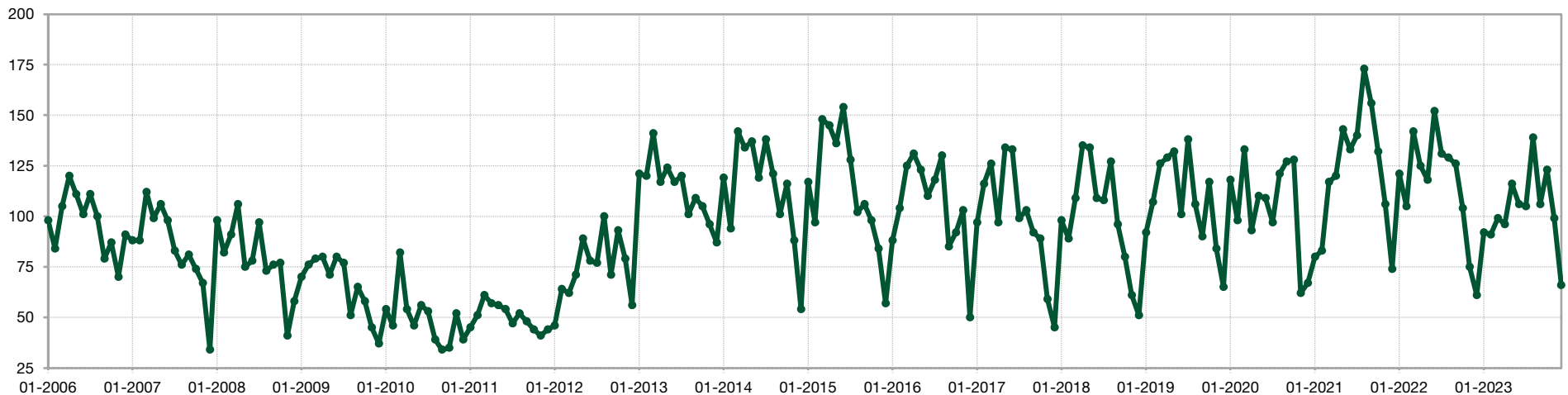


Year to Date



	New Listings	Prior Year	Percent Change
January 2023	92	121	-24.0%
February 2023	91	105	-13.3%
March 2023	99	142	-30.3%
April 2023	96	125	-23.2%
May 2023	116	118	-1.7%
June 2023	106	152	-30.3%
July 2023	105	131	-19.8%
August 2023	139	129	+7.8%
September 2023	106	126	-15.9%
October 2023	123	104	+18.3%
November 2023	99	75	+32.0%
December 2023	66	61	+8.2%
12-Month Avg	103	116	-11.1%

Historical New Listings by Month

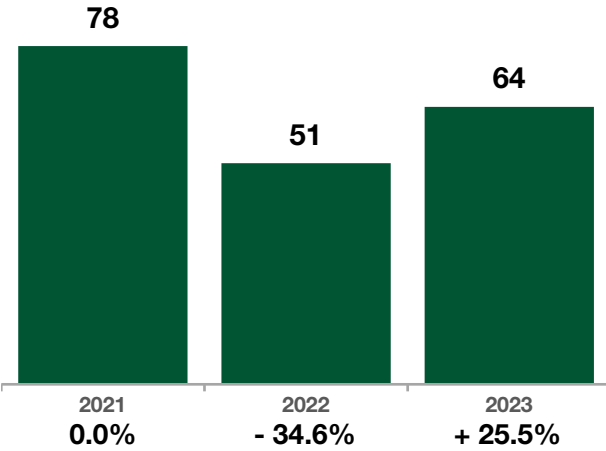


Pending Sales

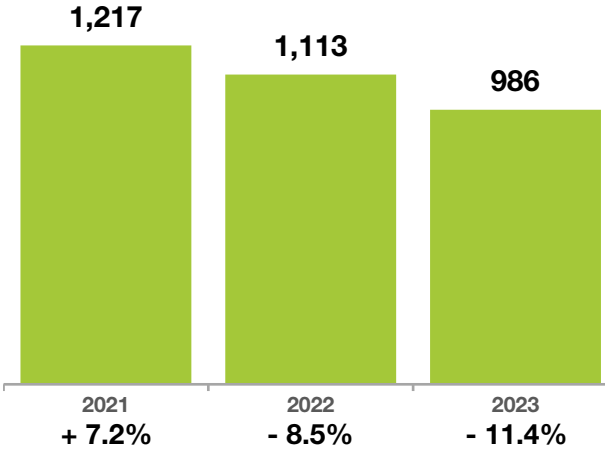
A count of the properties on which offers have been accepted in a given month.



December

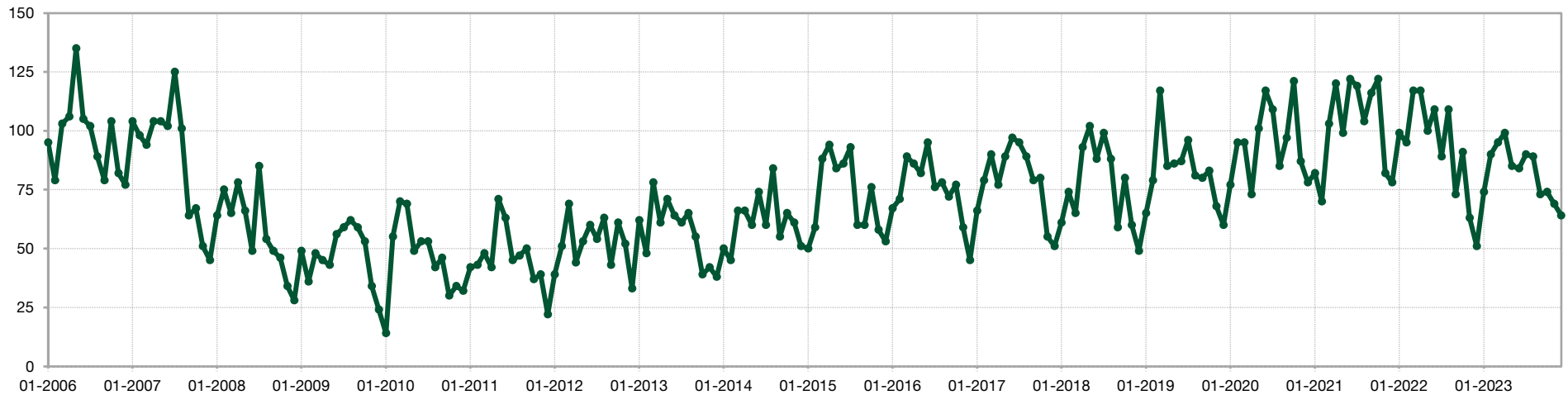


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2023	74	99	-25.3%
February 2023	90	95	-5.3%
March 2023	95	117	-18.8%
April 2023	99	117	-15.4%
May 2023	85	100	-15.0%
June 2023	84	109	-22.9%
July 2023	90	89	+1.1%
August 2023	89	109	-18.3%
September 2023	73	73	0.0%
October 2023	74	91	-18.7%
November 2023	69	63	+9.5%
December 2023	64	51	+25.5%
12-Month Avg	82	93	-11.6%

Historical Pending Sales by Month

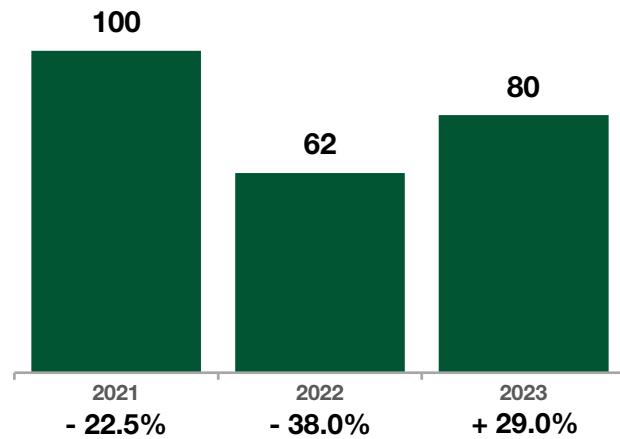


Closed Sales

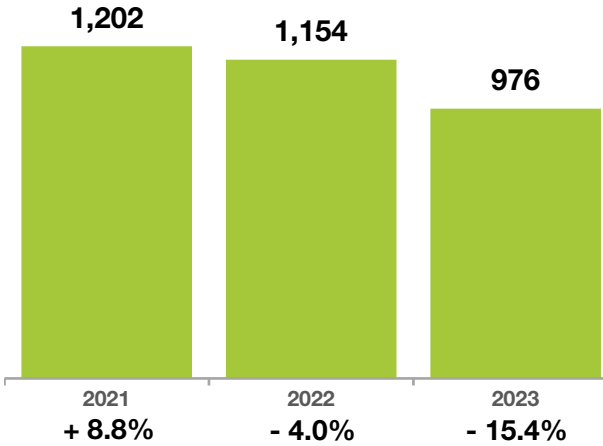
A count of the actual sales that closed in a given month.



December

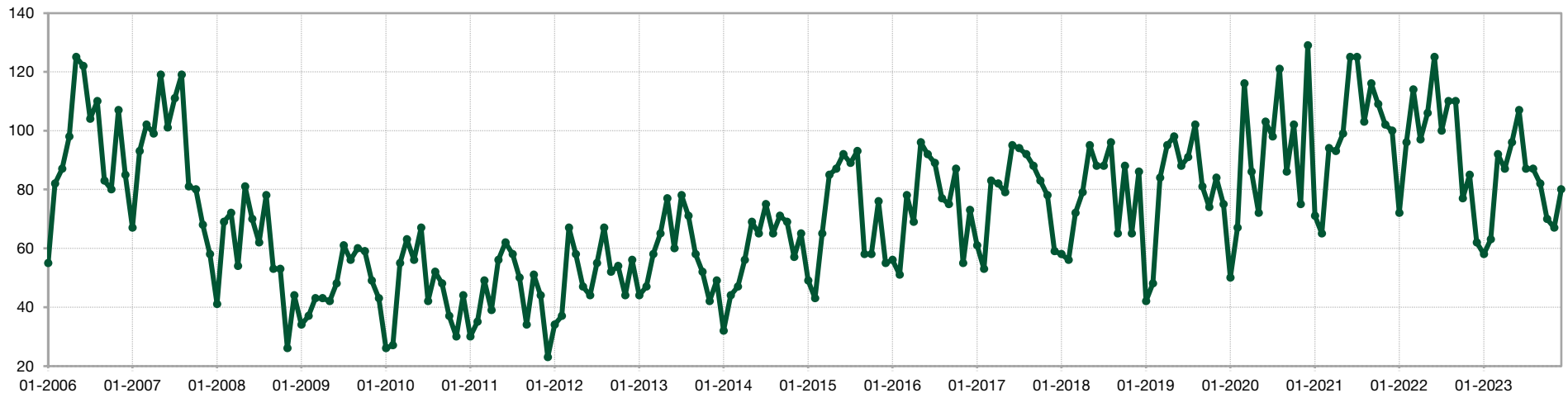


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2023	58	72	-19.4%
February 2023	63	96	-34.4%
March 2023	92	114	-19.3%
April 2023	87	97	-10.3%
May 2023	96	106	-9.4%
June 2023	107	125	-14.4%
July 2023	87	100	-13.0%
August 2023	87	110	-20.9%
September 2023	82	110	-25.5%
October 2023	70	77	-9.1%
November 2023	67	85	-21.2%
December 2023	80	62	+29.0%
12-Month Avg	81	96	-15.3%

Historical Closed Sales by Month

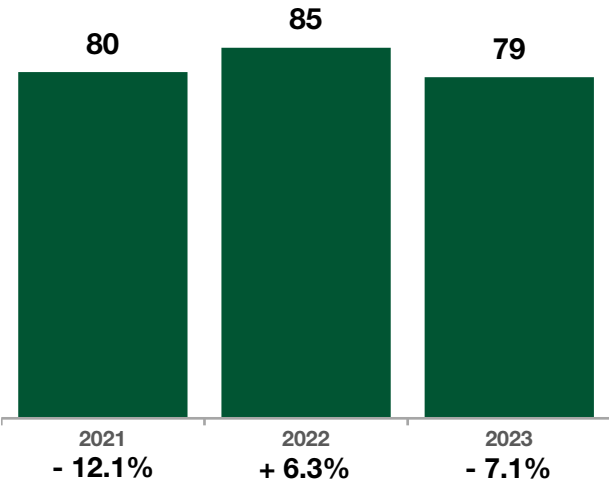


Days on Market Until Sale

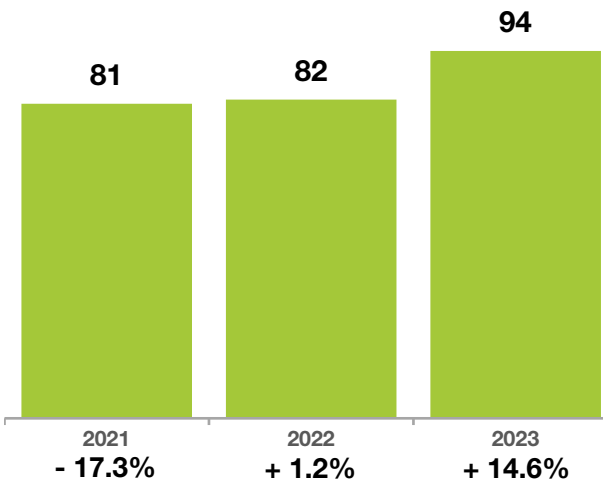
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



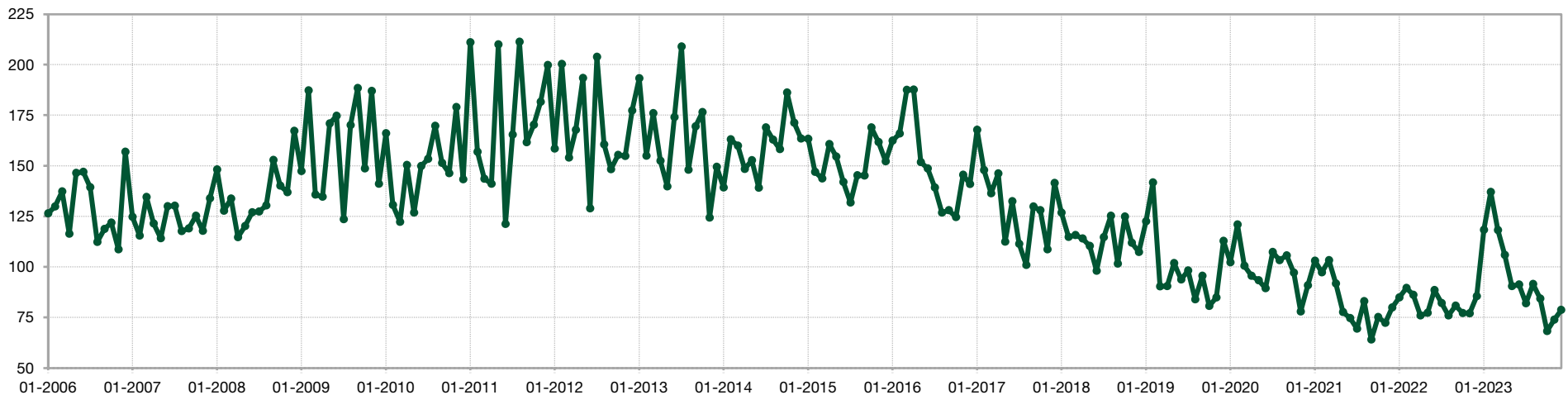
Year to Date



Month	Days on Market	Prior Year	Percent Change
January 2023	118	85	+38.8%
February 2023	137	89	+53.9%
March 2023	118	86	+37.2%
April 2023	106	76	+39.5%
May 2023	90	77	+16.9%
June 2023	91	88	+3.4%
July 2023	82	82	0.0%
August 2023	92	76	+21.1%
September 2023	84	81	+3.7%
October 2023	68	77	-11.7%
November 2023	74	77	-3.9%
December 2023	79	85	-7.1%
12-Month Avg*	94	82	+14.6%

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

Historical Days on Market Until Sale by Month

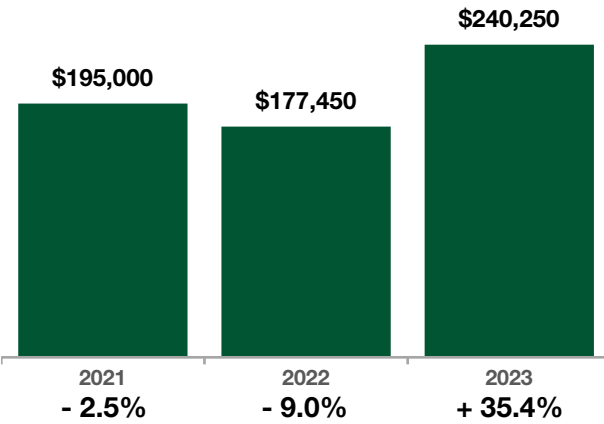


Median Sales Price

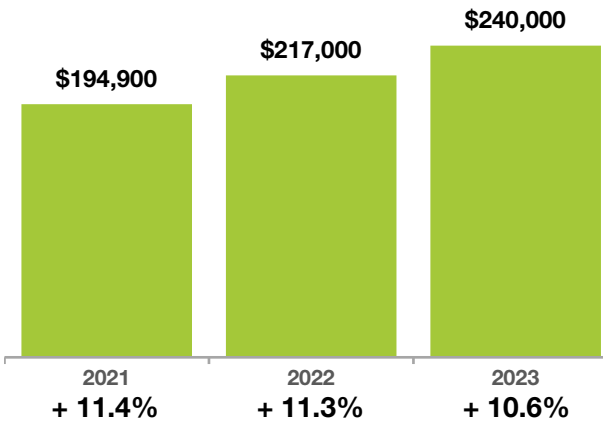
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



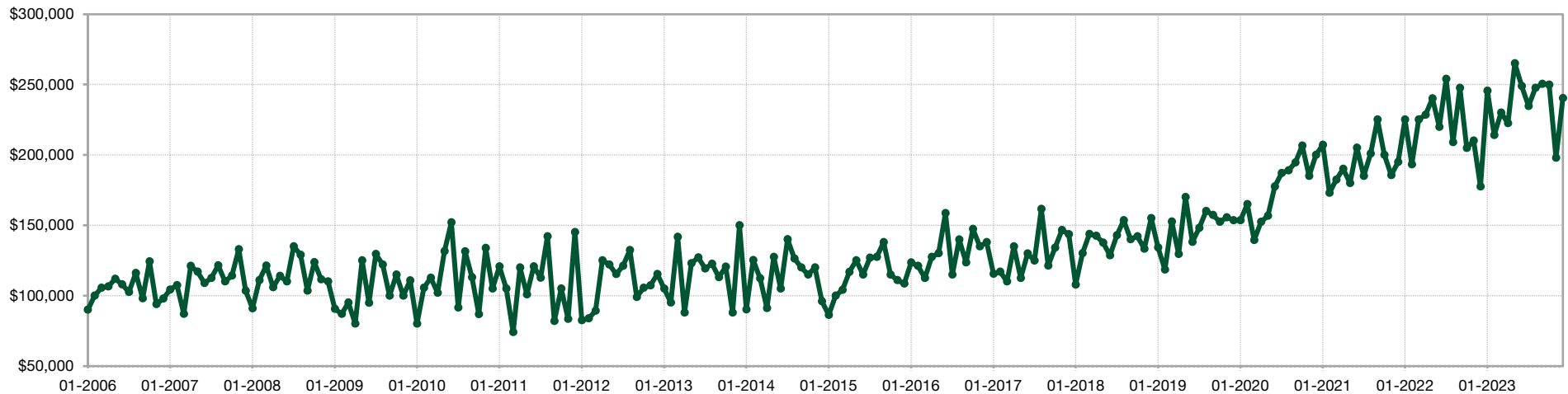
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2023	\$245,500	\$225,000	+9.1%
February 2023	\$214,000	\$193,250	+10.7%
March 2023	\$229,950	\$225,000	+2.2%
April 2023	\$222,500	\$228,450	-2.6%
May 2023	\$265,000	\$240,000	+10.4%
June 2023	\$248,950	\$219,900	+13.2%
July 2023	\$234,700	\$253,900	-7.6%
August 2023	\$247,500	\$209,000	+18.4%
September 2023	\$250,450	\$247,500	+1.2%
October 2023	\$249,900	\$204,900	+22.0%
November 2023	\$198,000	\$210,000	-5.7%
December 2023	\$240,250	\$177,450	+35.4%
12-Month Med*	\$240,000	\$217,000	+10.6%

* Median Sales Price of all properties from January 2023 through December 2023. This is not the median of the individual figures above.

Historical Median Sales Price by Month

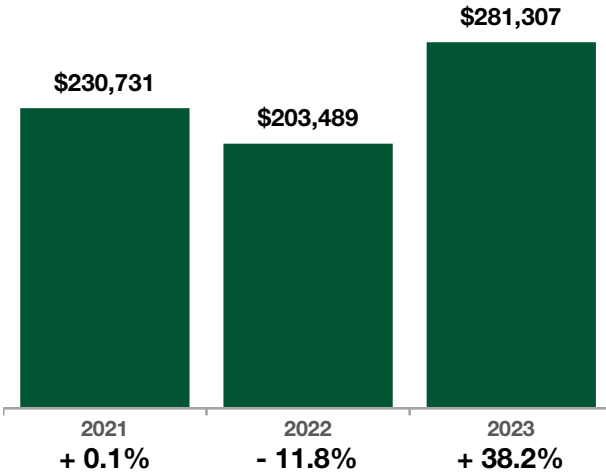


Average Sales Price

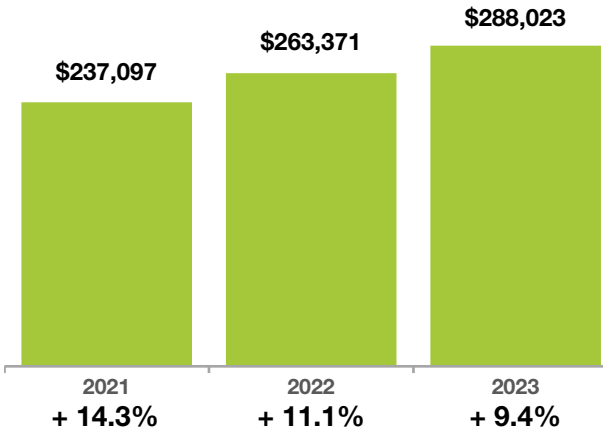
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



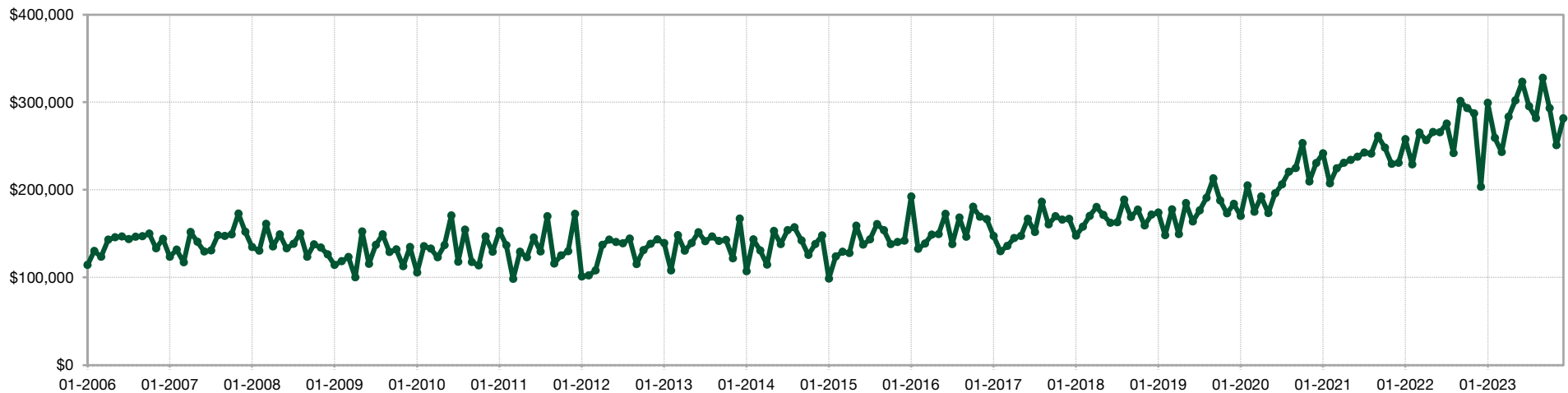
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2023	\$299,314	\$257,730	+16.1%
February 2023	\$259,102	\$228,830	+13.2%
March 2023	\$243,114	\$265,239	-8.3%
April 2023	\$283,299	\$256,538	+10.4%
May 2023	\$301,843	\$265,744	+13.6%
June 2023	\$323,040	\$265,599	+21.6%
July 2023	\$295,374	\$275,336	+7.3%
August 2023	\$281,744	\$241,916	+16.5%
September 2023	\$327,540	\$301,212	+8.7%
October 2023	\$293,300	\$293,279	+0.0%
November 2023	\$250,687	\$287,042	-12.7%
December 2023	\$281,307	\$203,489	+38.2%
12-Month Avg*	\$286,639	\$263,371	+8.8%

* Avg. Sales Price of all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

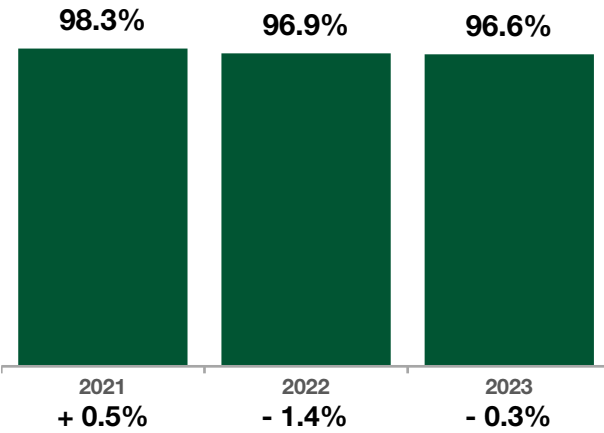


Percent of List Price Received

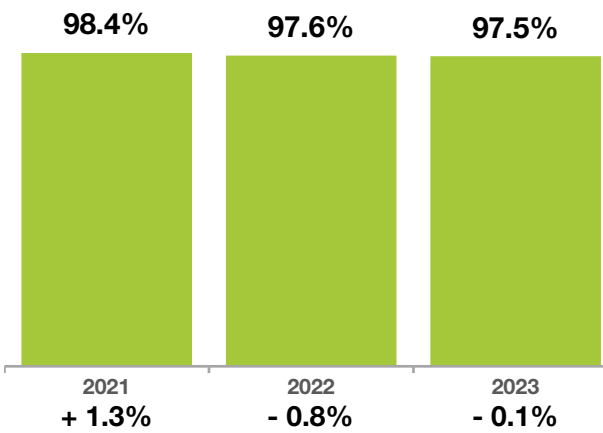
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



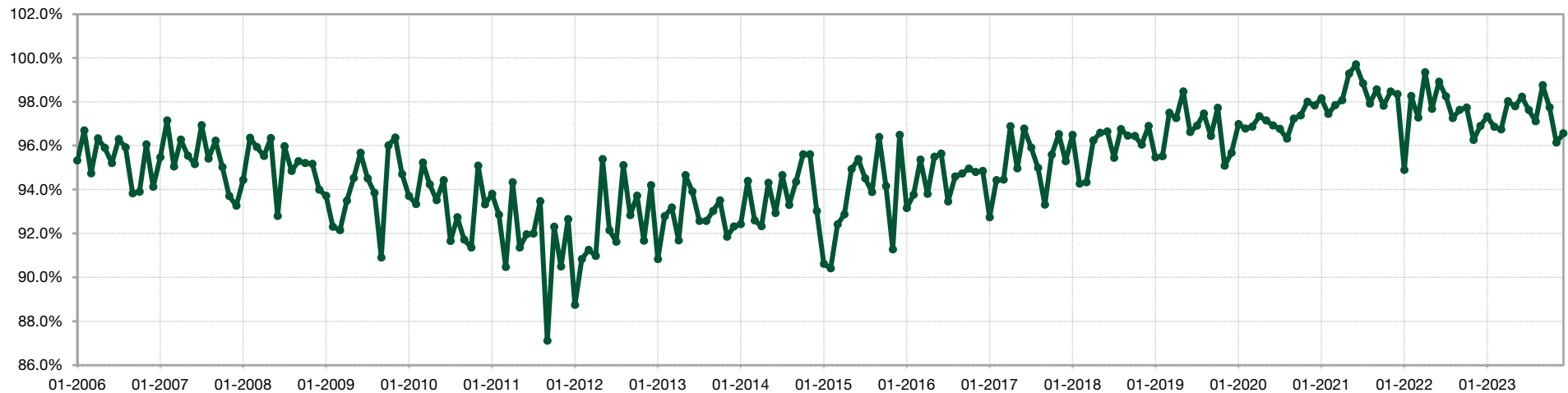
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2023	97.3%	94.9%	+2.5%
February 2023	96.9%	98.3%	-1.4%
March 2023	96.7%	97.3%	-0.6%
April 2023	98.0%	99.3%	-1.3%
May 2023	97.8%	97.7%	+0.1%
June 2023	98.2%	98.9%	-0.7%
July 2023	97.6%	98.2%	-0.6%
August 2023	97.1%	97.3%	-0.2%
September 2023	98.8%	97.6%	+1.2%
October 2023	97.7%	97.7%	0.0%
November 2023	96.1%	96.3%	-0.2%
December 2023	96.6%	96.9%	-0.3%
12-Month Avg*	97.5%	97.6%	-0.1%

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

Historical Percent of List Price Received by Month



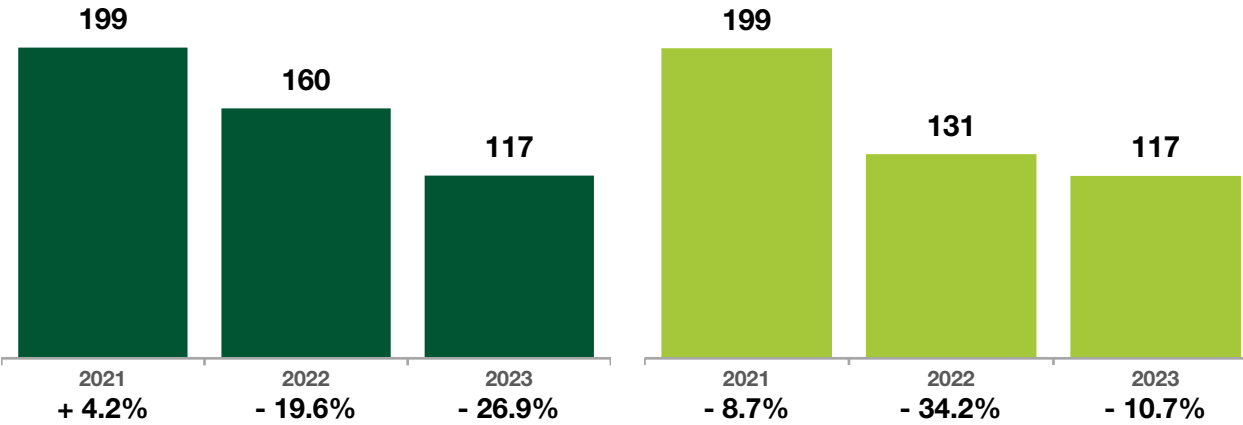
Housing Affordability Index



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.

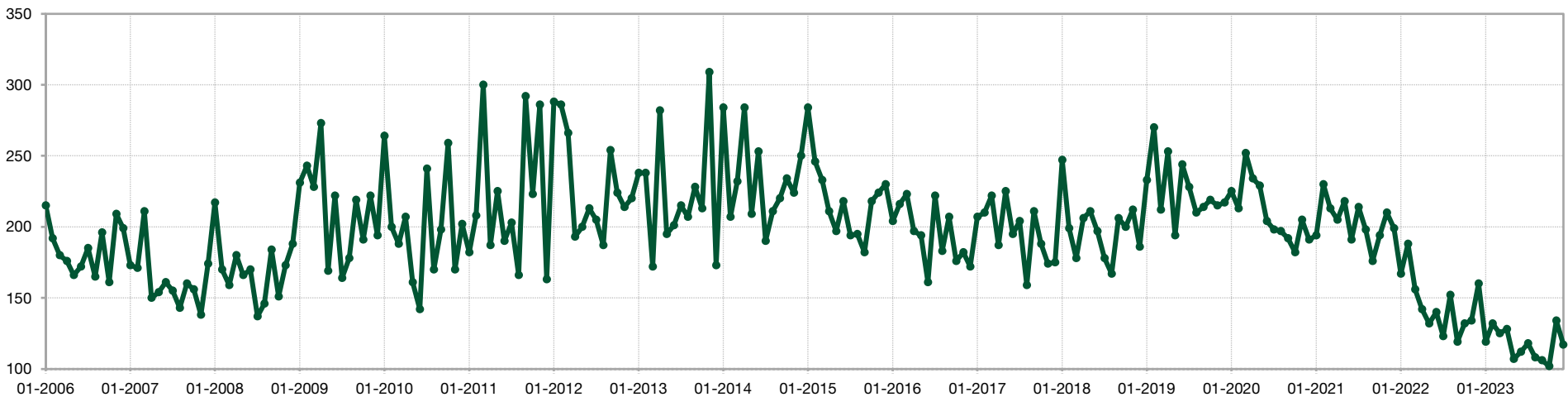
December

Year to Date



	Affordability Index	Prior Year	Percent Change
January 2023	119	167	-28.7%
February 2023	132	188	-29.8%
March 2023	125	156	-19.9%
April 2023	128	142	-9.9%
May 2023	107	132	-18.9%
June 2023	112	140	-20.0%
July 2023	118	123	-4.1%
August 2023	108	152	-28.9%
September 2023	106	119	-10.9%
October 2023	102	132	-22.7%
November 2023	134	134	0.0%
December 2023	117	160	-26.9%
12-Month Avg	117	145	-19.3%

Historical Housing Affordability Index by Month

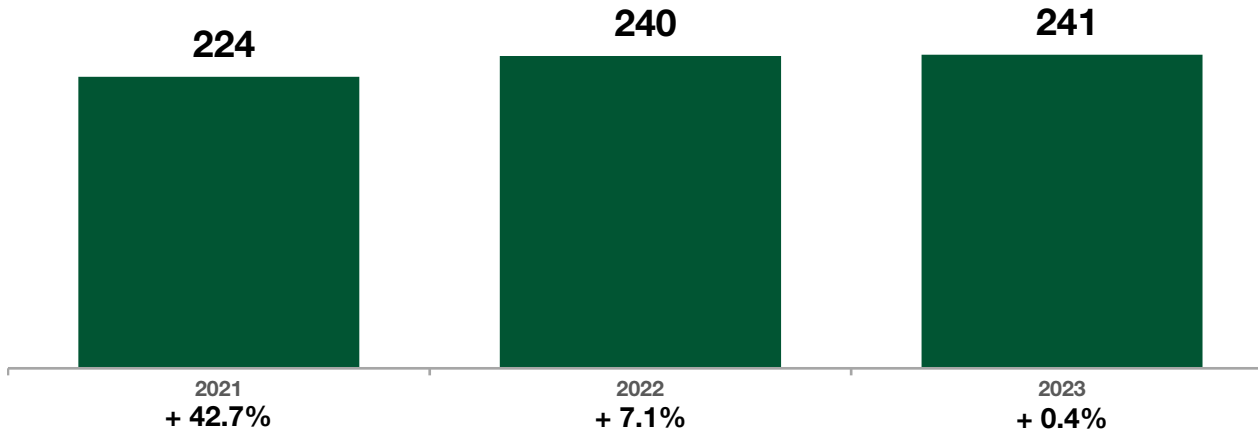


Inventory of Homes for Sale

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



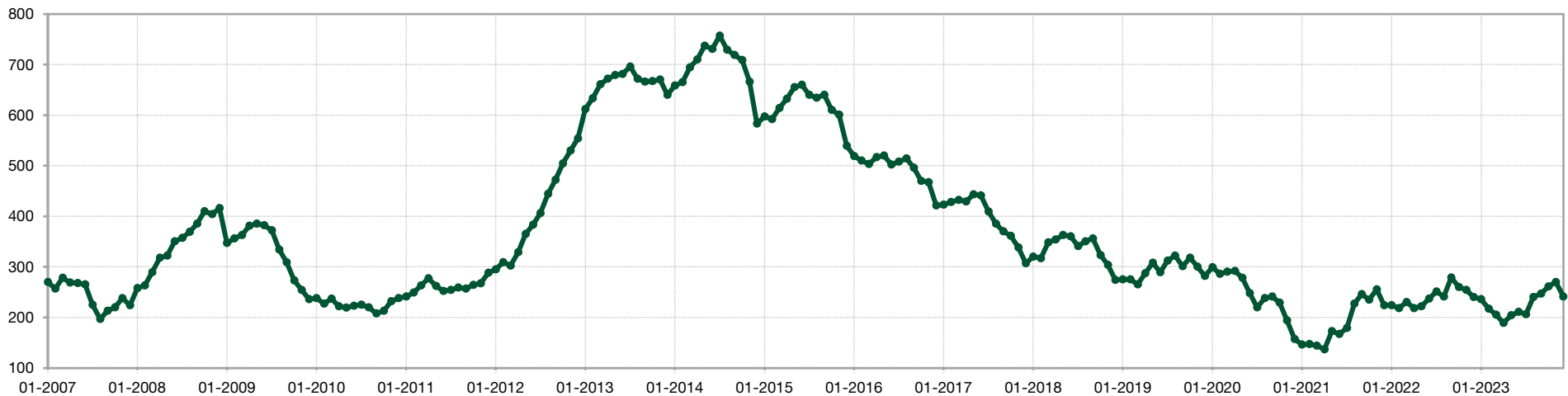
December



Homes for Sale	Prior Year	Percent Change
January 2023	236	+5.4%
February 2023	217	-0.5%
March 2023	205	-10.9%
April 2023	189	-13.3%
May 2023	204	-8.1%
June 2023	211	-11.0%
July 2023	206	-17.9%
August 2023	240	-0.4%
September 2023	247	-11.5%
October 2023	261	+0.4%
November 2023	270	+6.3%
December 2023	241	+0.4%
12-Month Avg*	227	-5.4%

* Homes for Sale for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

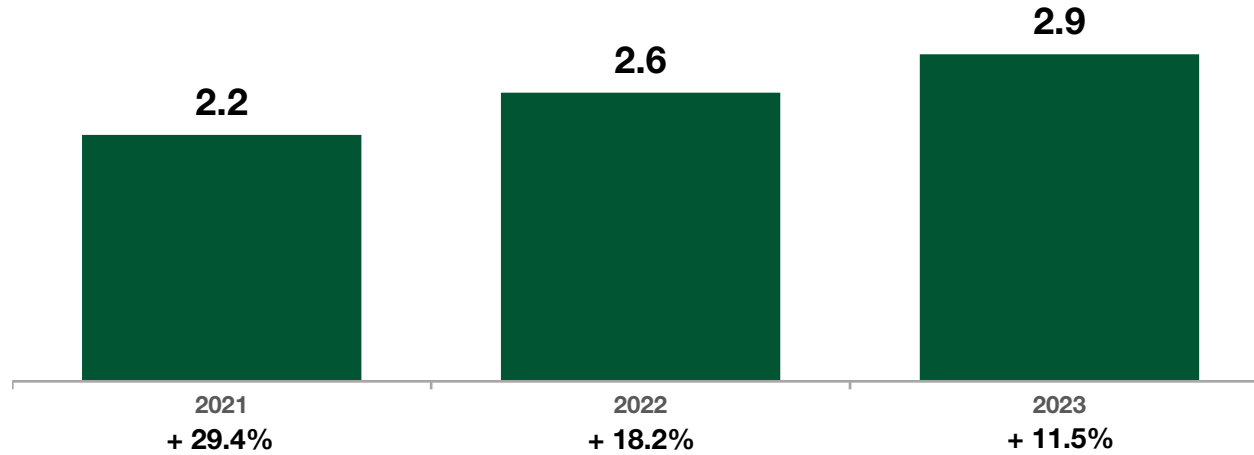


Months Supply of Inventory

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.



December



Months Supply	Prior Year	Percent Change	
January 2023	2.6	2.2	+18.2%
February 2023	2.4	2.1	+14.3%
March 2023	2.3	2.2	+4.5%
April 2023	2.2	2.1	+4.8%
May 2023	2.4	2.1	+14.3%
June 2023	2.5	2.3	+8.7%
July 2023	2.5	2.5	0.0%
August 2023	2.9	2.3	+26.1%
September 2023	3.0	2.8	+7.1%
October 2023	3.2	2.7	+18.5%
November 2023	3.3	2.7	+22.2%
December 2023	2.9	2.6	+11.5%
12-Month Avg*	2.7	2.4	+12.5%

* Months Supply for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

