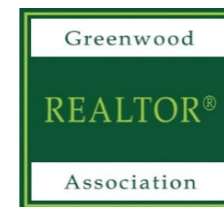


Monthly Indicators



February 2024

U.S. existing-home sales grew 3.1% month-over-month to a seasonally adjusted annual rate of 4.00 million, exceeding economists' expectations and marking the strongest sales pace since August 2023, according to the National Association of REALTORS® (NAR). Falling interest rates late last year, coupled with a recent uptick in inventory, helped existing-home sales to climb following last month's decline, with monthly gains reported in the Midwest, South, and West regions.

New Listings were down 1.1 percent to 90. Pending Sales decreased 11.1 percent to 80. Inventory grew 10.6 percent to 240 units.

Prices moved higher as Median Sales Price was up 5.1 percent to \$225,000. Days on Market decreased 29.2 percent to 97 days. Months Supply of Inventory was up 25.0 percent to 3.0 months months.

Total inventory heading into February stood at 1.01 million units, a 2% increase from the previous month and a 3.1% increase from the same time last year, for a 3 months' supply at the current sales pace, according to NAR. Although buyers may find additional options in their home search, inventory remains below the 5-6 months' supply of a balanced market, and demand is exceeding supply. As a result, existing-home sales prices have continued to rise, climbing 5.1% year-over-year to \$379,100.

Quick Facts

- 9.5%	+ 5.1%	+ 25.0%
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.



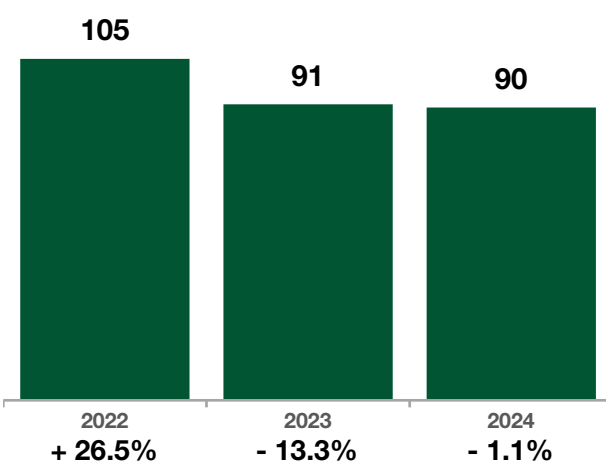
Key Metrics	Historical Sparkbars			02-2023	02-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	02-2022	02-2023	02-2024						
New Listings				91	90	- 1.1%	183	181	- 1.1%
Pending Sales				90	80	- 11.1%	164	148	- 9.8%
Closed Sales				63	57	- 9.5%	121	114	- 5.8%
Days on Market				137	97	- 29.2%	128	96	- 25.0%
Median Sales Price				\$214,000	\$225,000	+ 5.1%	\$225,250	\$228,000	+ 1.2%
Average Sales Price				\$259,102	\$314,769	+ 21.5%	\$278,538	\$288,502	+ 3.6%
Pct. of List Price Received				96.9%	96.4%	- 0.5%	97.1%	96.5%	- 0.6%
Housing Affordability Index				143	129	- 9.8%	136	128	- 5.9%
Inventory of Homes for Sale				217	240	+ 10.6%	--	--	--
Months Supply of Inventory				2.4	3.0	+ 25.0%	--	--	--

New Listings

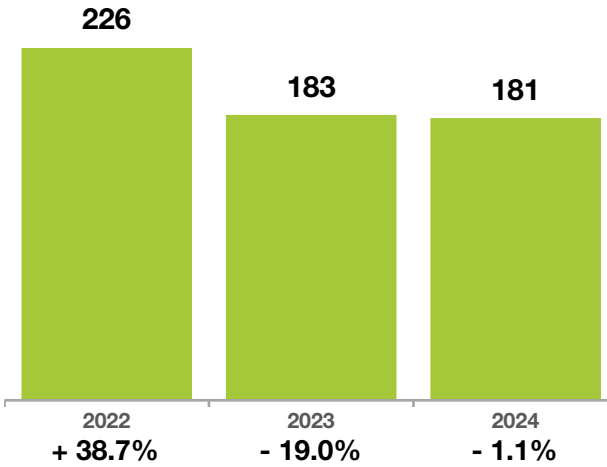
A count of the properties that have been newly listed on the market in a given month.



February

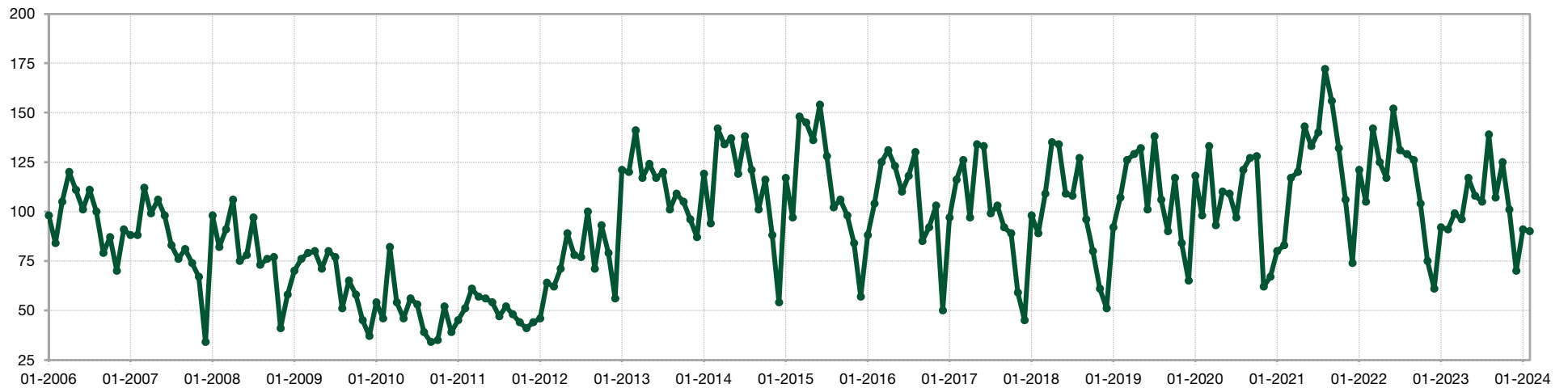


Year to Date



	New Listings	Prior Year	Percent Change
March 2023	99	142	-30.3%
April 2023	96	125	-23.2%
May 2023	117	117	0.0%
June 2023	108	152	-28.9%
July 2023	105	131	-19.8%
August 2023	139	129	+7.8%
September 2023	107	126	-15.1%
October 2023	125	104	+20.2%
November 2023	101	75	+34.7%
December 2023	70	61	+14.8%
January 2024	91	92	-1.1%
February 2024	90	91	-1.1%
12-Month Avg	104	112	-7.1%

Historical New Listings by Month

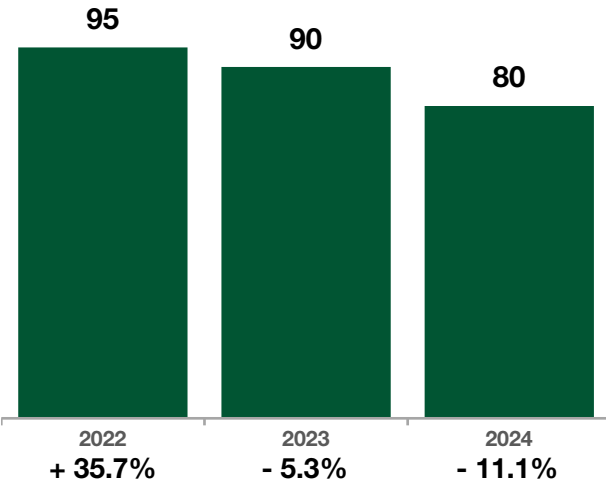


Pending Sales

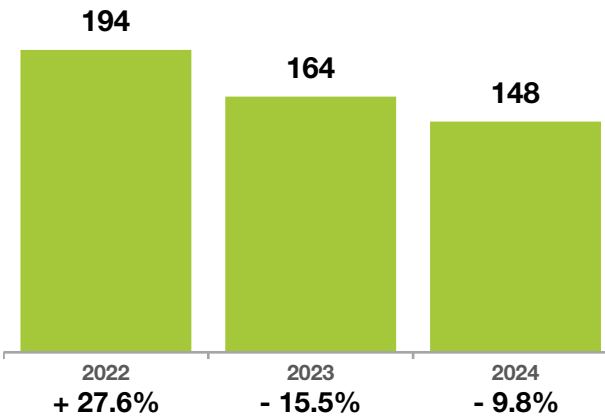
A count of the properties on which offers have been accepted in a given month.



February

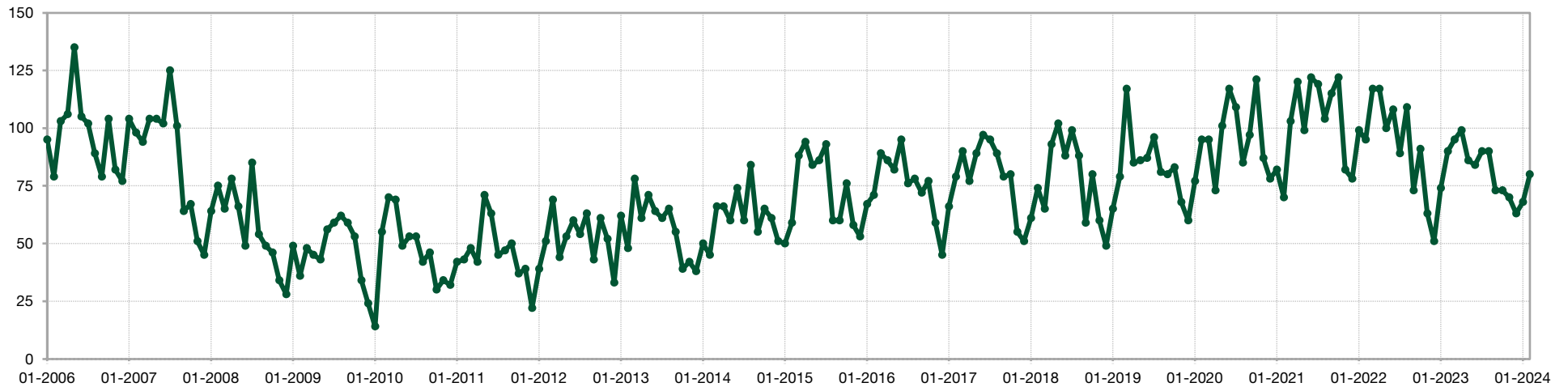


Year to Date



	Pending Sales	Prior Year	Percent Change
March 2023	95	117	-18.8%
April 2023	99	117	-15.4%
May 2023	86	100	-14.0%
June 2023	84	108	-22.2%
July 2023	90	89	+1.1%
August 2023	90	109	-17.4%
September 2023	73	73	0.0%
October 2023	73	91	-19.8%
November 2023	70	63	+11.1%
December 2023	63	51	+23.5%
January 2024	68	74	-8.1%
February 2024	80	90	-11.1%
12-Month Avg	81	90	-10.1%

Historical Pending Sales by Month

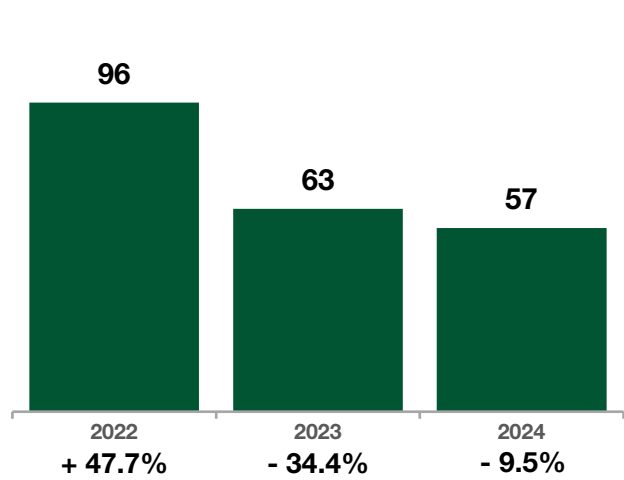


Closed Sales

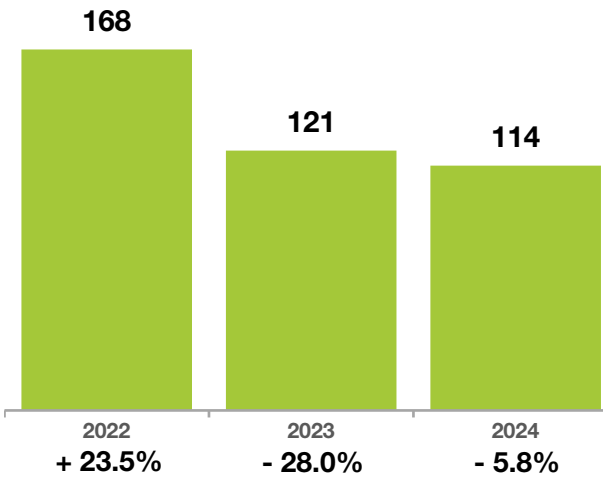
A count of the actual sales that closed in a given month.



February

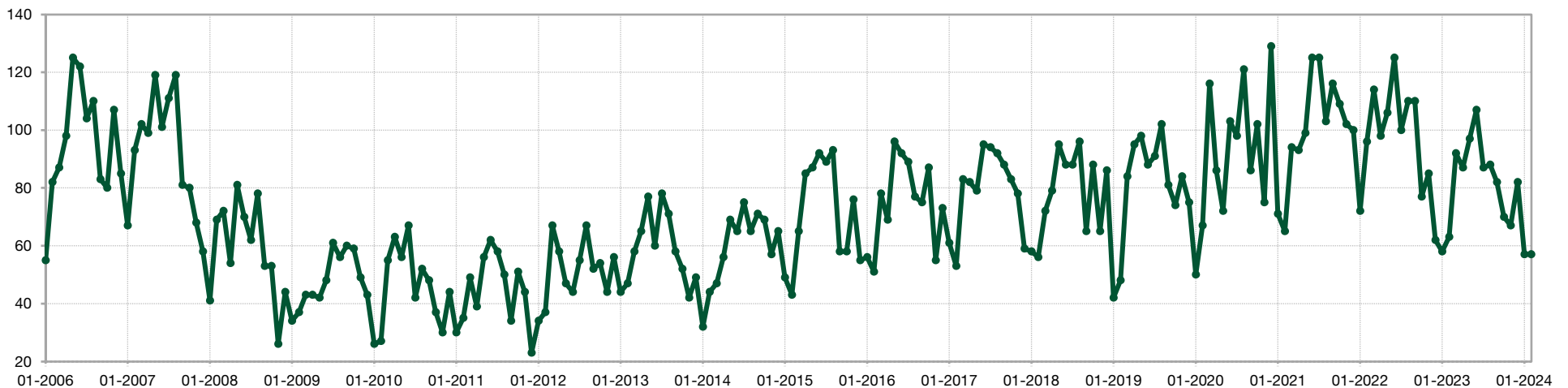


Year to Date



	Closed Sales	Prior Year	Percent Change
March 2023	92	114	-19.3%
April 2023	87	98	-11.2%
May 2023	97	106	-8.5%
June 2023	107	125	-14.4%
July 2023	87	100	-13.0%
August 2023	88	110	-20.0%
September 2023	82	110	-25.5%
October 2023	70	77	-9.1%
November 2023	67	85	-21.2%
December 2023	82	62	+32.3%
January 2024	57	58	-1.7%
February 2024	57	63	-9.5%
12-Month Avg	81	92	-11.9%

Historical Closed Sales by Month

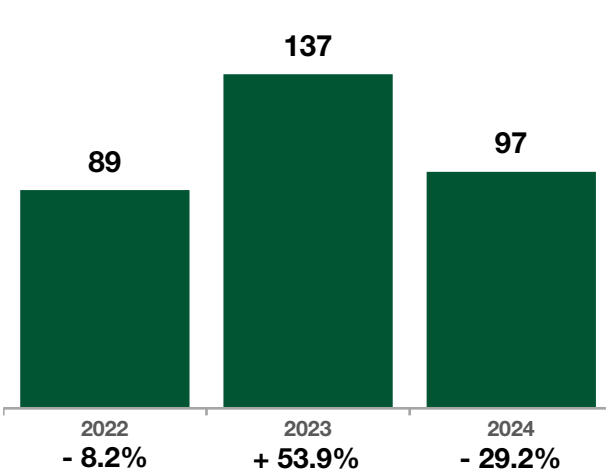


Days on Market Until Sale

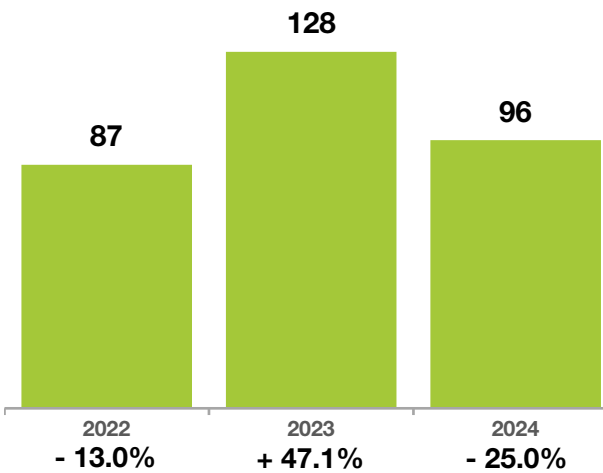
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



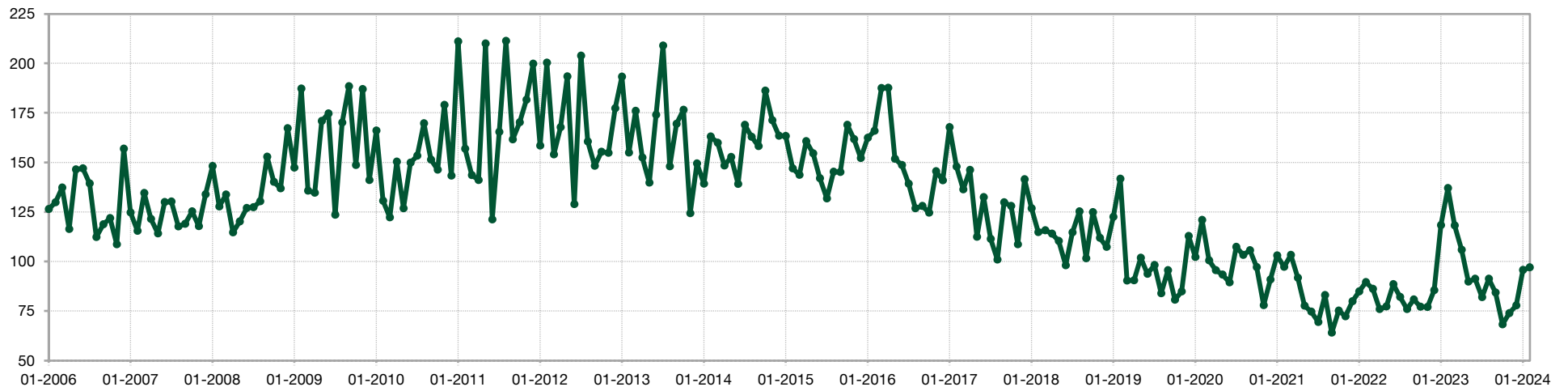
Year to Date



Days on Market	Prior Year	Percent Change	
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	91	76	+19.7%
September 2023	84	81	+3.7%
October 2023	68	77	-11.7%
November 2023	74	77	-3.9%
December 2023	78	85	-8.2%
January 2024	96	118	-18.6%
February 2024	97	137	-29.2%
12-Month Avg*	90	86	+4.7%

* Average Days on Market of all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

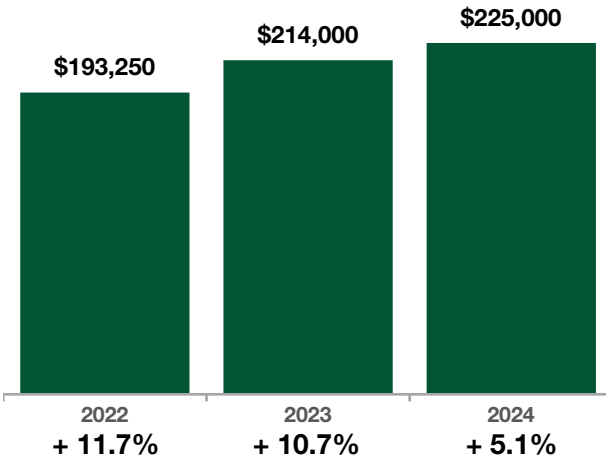


Median Sales Price

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



February



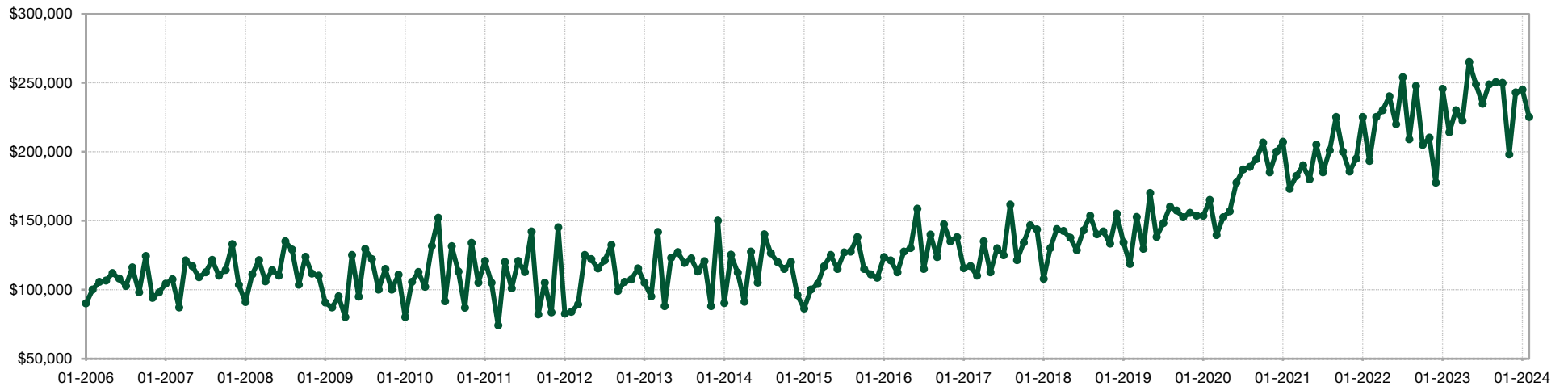
Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2023	\$229,950	\$225,000	+2.2%
April 2023	\$222,500	\$230,000	-3.3%
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	\$248,750	\$209,000	+19.0%
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	\$242,893	\$177,450	+36.9%
January 2024	\$245,000	\$245,500	-0.2%
February 2024	\$225,000	\$214,000	+5.1%
12-Month Med*	\$240,000	\$220,000	+9.1%

* Median Sales Price of all properties from March 2023 through February 2024. This is not the median of the individual figures above.

Historical Median Sales Price by Month

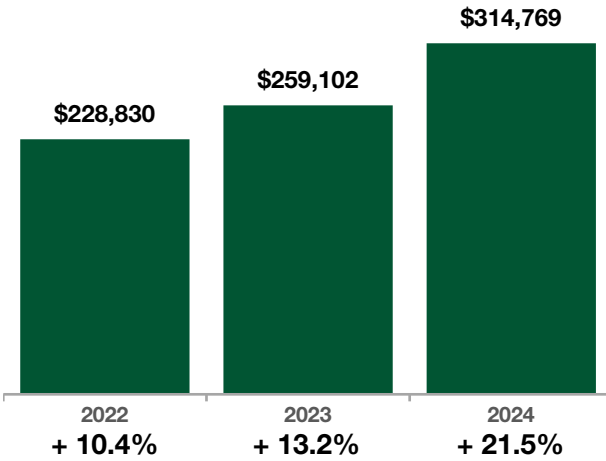


Average Sales Price

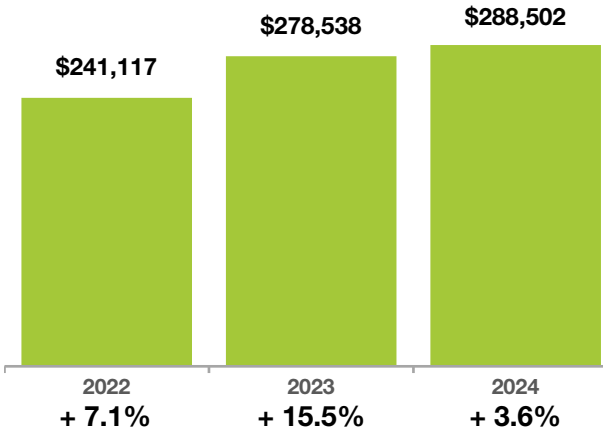
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



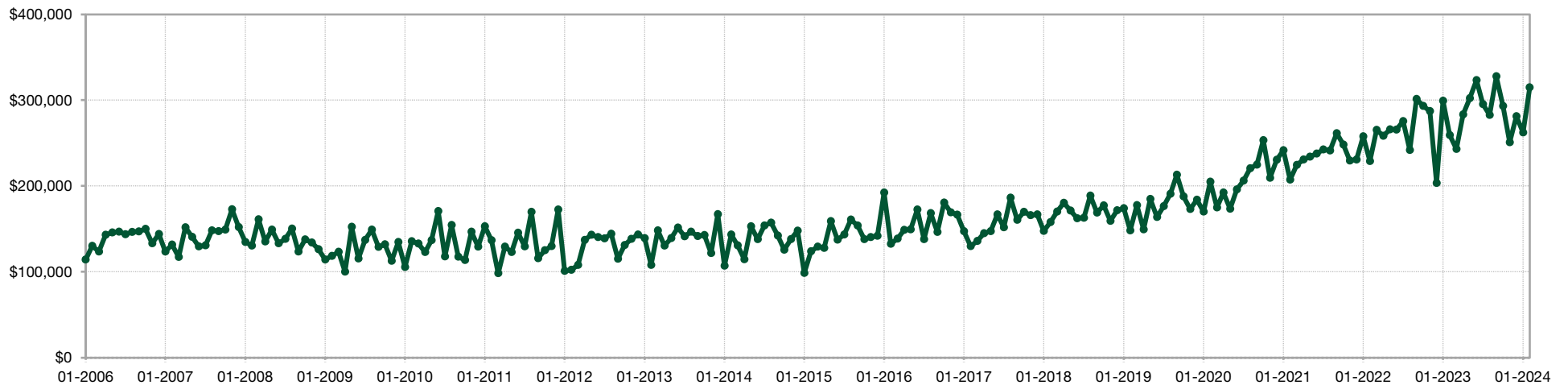
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2023	\$243,114	\$265,239	-8.3%
April 2023	\$283,299	\$258,378	+9.6%
May 2023	\$302,032	\$265,744	+13.7%
June 2023	\$323,040	\$265,599	+21.6%
July 2023	\$295,374	\$275,336	+7.3%
August 2023	\$282,519	\$241,916	+16.8%
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	\$281,050	\$203,489	+38.1%
January 2024	\$262,235	\$299,314	-12.4%
February 2024	\$314,769	\$259,102	+21.5%
12-Month Avg*	\$288,247	\$268,551	+7.3%

* Avg. Sales Price of all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Historical Average Sales Price by Month

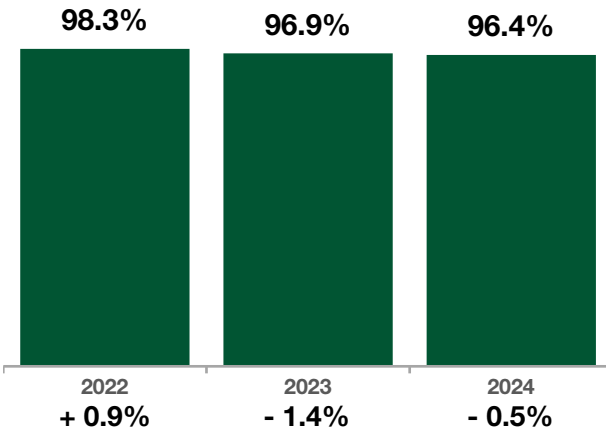


Percent of List Price Received

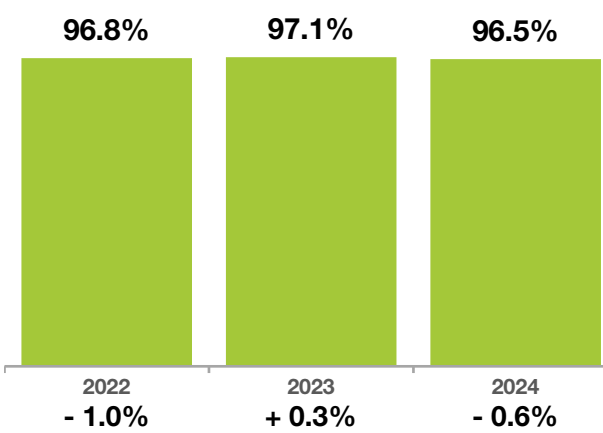
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



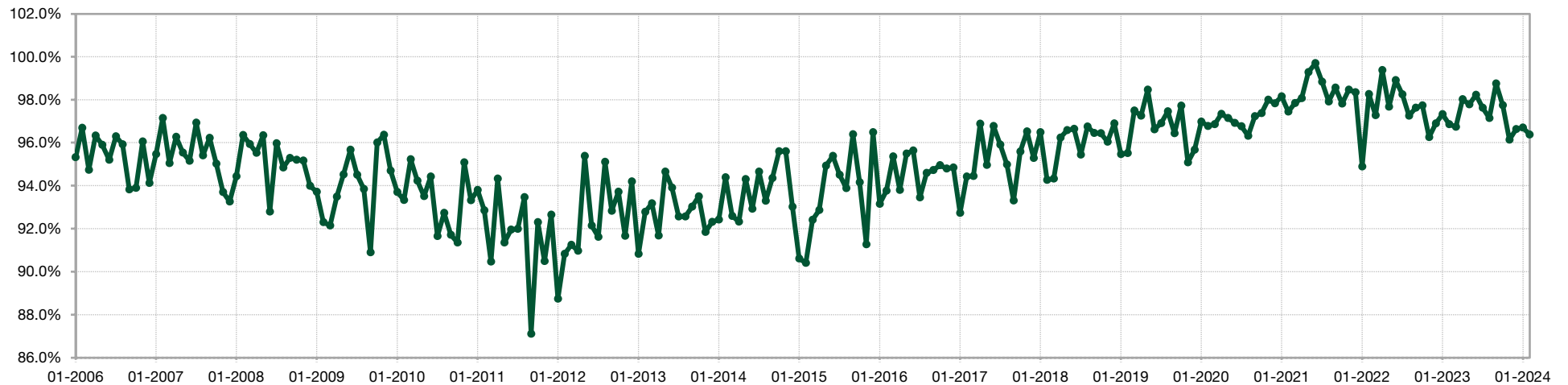
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
March 2023	96.7%	97.3%	-0.6%
April 2023	98.0%	99.4%	-1.4%
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%
January 2024	96.7%	97.3%	-0.6%
February 2024	96.4%	96.9%	-0.5%
12-Month Avg*	97.4%	97.7%	-0.3%

* Average Pct. of List Price Received for all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



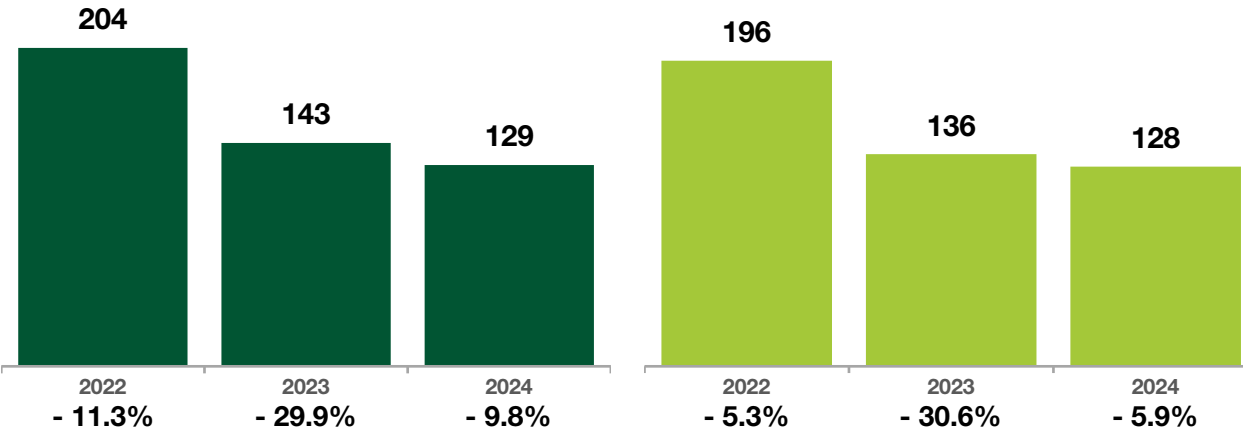
Housing Affordability Index



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.

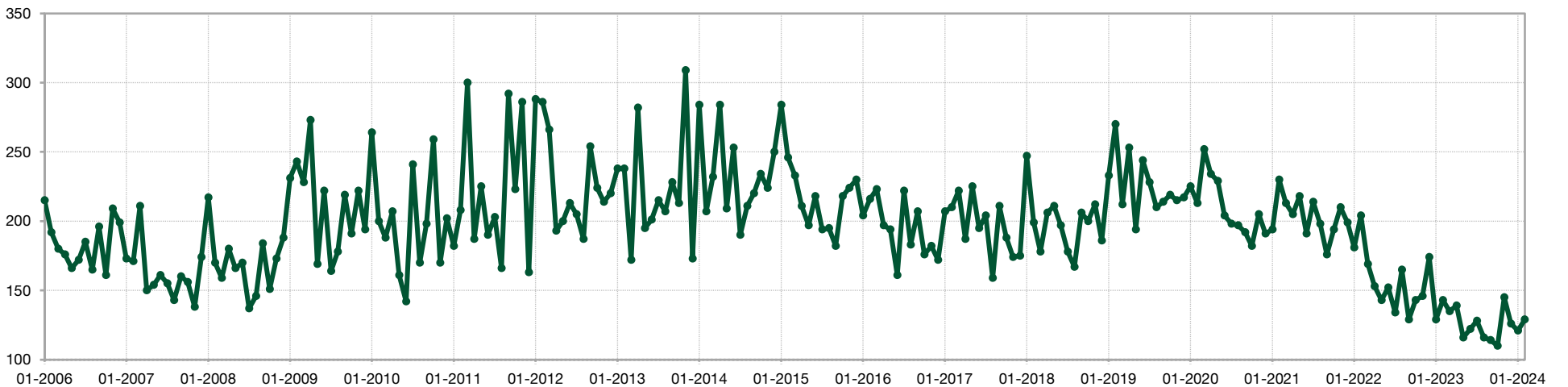
February

Year to Date



	Affordability Index	Prior Year	Percent Change
March 2023	135	169	-20.1%
April 2023	139	153	-9.2%
May 2023	116	143	-18.9%
June 2023	122	152	-19.7%
July 2023	128	134	-4.5%
August 2023	116	165	-29.7%
September 2023	114	129	-11.6%
October 2023	110	143	-23.1%
November 2023	145	146	-0.7%
December 2023	126	174	-27.6%
January 2024	121	129	-6.2%
February 2024	129	143	-9.8%
12-Month Avg	125	148	-15.7%

Historical Housing Affordability Index by Month

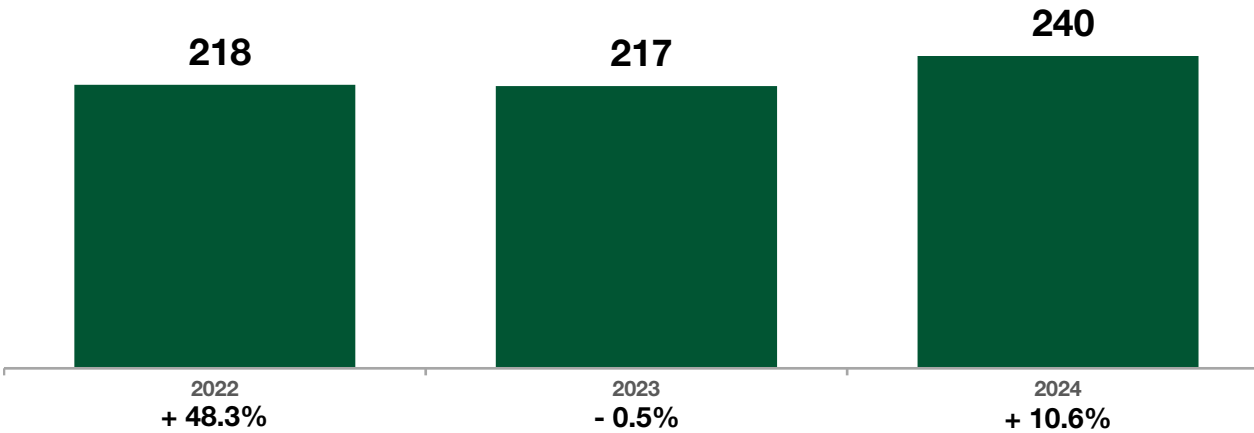


Inventory of Homes for Sale

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



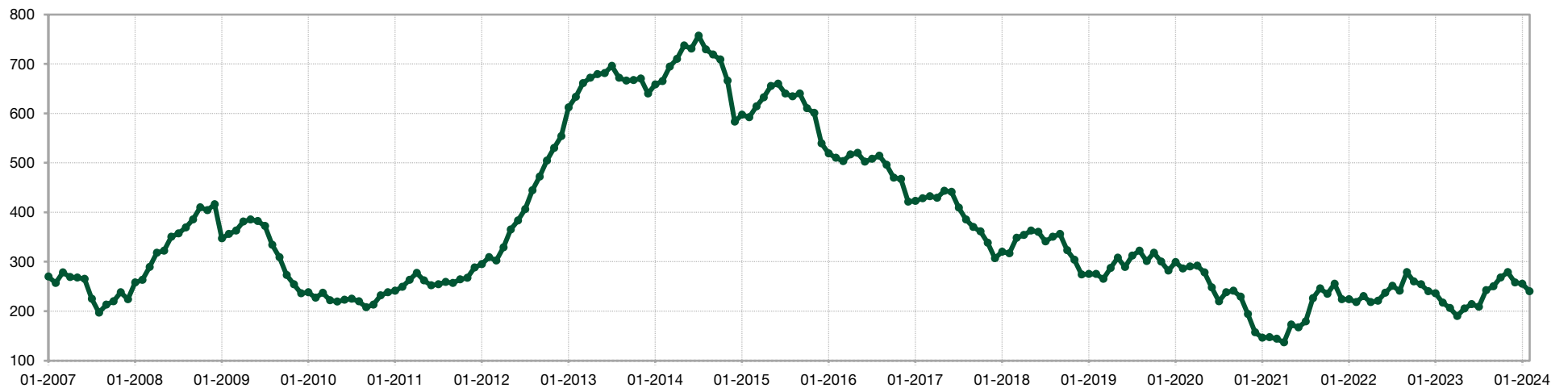
February



Homes for Sale	Prior Year	Percent Change
March 2023	230	-10.4%
April 2023	218	-12.8%
May 2023	221	-7.2%
June 2023	237	-9.7%
July 2023	251	-16.7%
August 2023	241	+0.4%
September 2023	279	-10.4%
October 2023	260	+3.1%
November 2023	254	+9.8%
December 2023	240	+7.5%
January 2024	236	+8.1%
February 2024	217	+10.6%
12-Month Avg*	235	-2.1%

* Homes for Sale for all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

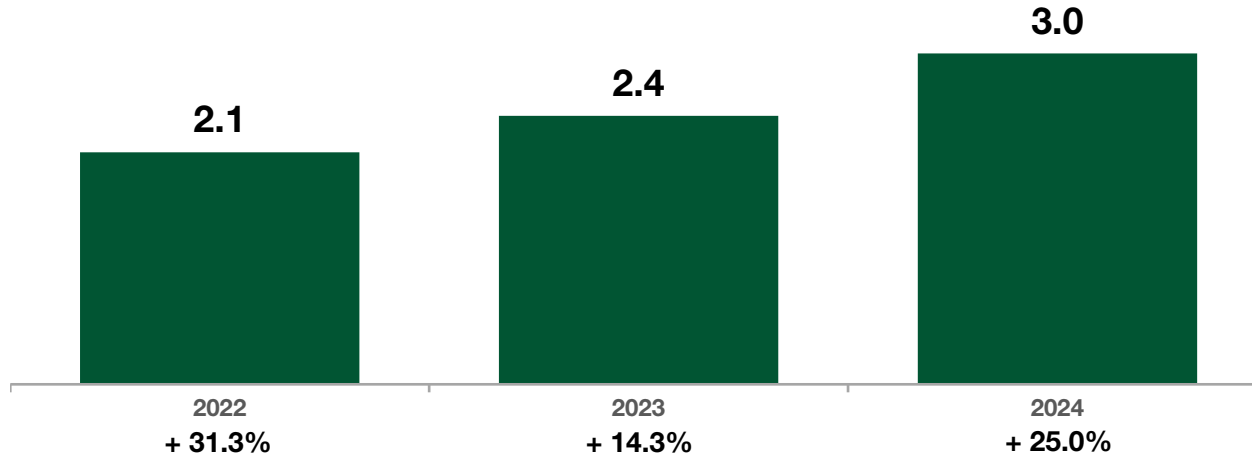


Months Supply of Inventory

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.



February



Months Supply	Prior Year	Percent Change
March 2023	2.3	+4.5%
April 2023	2.2	+4.8%
May 2023	2.1	+14.3%
June 2023	2.6	+13.0%
July 2023	2.5	0.0%
August 2023	2.9	+26.1%
September 2023	3.0	+7.1%
October 2023	3.3	+22.2%
November 2023	3.4	+25.9%
December 2023	3.1	+19.2%
January 2024	3.1	+19.2%
February 2024	3.0	+25.0%
12-Month Avg*	2.8	+16.7%

* Months Supply for all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

