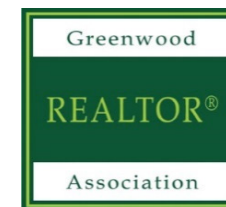


Monthly Indicators



March 2024

U.S. existing-home sales improved for the second month in a row, jumping 9.5% to a seasonally adjusted annual rate of 4.38 million units, exceeding economists' expectations and marking the largest monthly gain in a year, according to the National Association of REALTORS®(NAR). The rebound in home sales comes amid fluctuating mortgage rates and elevated sales prices, indicating there is plenty of buyer demand heading into the spring selling season.

New Listings were up 30.3 percent to 129. Pending Sales decreased 5.3 percent to 90. Inventory grew 30.1 percent to 268 units.

Prices moved lower as Median Sales Price was down 1.1 percent to \$227,500. Days on Market decreased 22.0 percent to 92 days. Months Supply of Inventory was up 47.8 percent to 3.4 months months.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over-year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

Quick Facts

- 31.5% **- 1.1%** **+ 47.8%**

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.



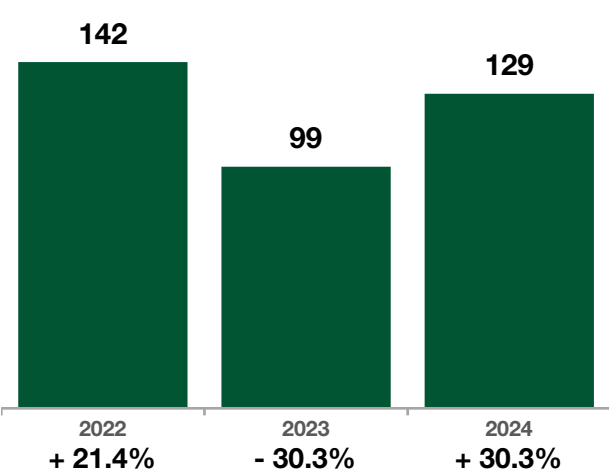
Key Metrics	Historical Sparkbars			03-2023	03-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	03-2022	03-2023	03-2024						
New Listings				99	129	+ 30.3%	282	316	+ 12.1%
Pending Sales				95	90	- 5.3%	259	230	- 11.2%
Closed Sales				92	63	- 31.5%	213	178	- 16.4%
Days on Market				118	92	- 22.0%	124	95	- 23.4%
Median Sales Price				\$229,950	\$227,500	- 1.1%	\$225,250	\$228,750	+ 1.6%
Average Sales Price				\$243,114	\$273,508	+ 12.5%	\$263,165	\$284,659	+ 8.2%
Pct. of List Price Received				96.7%	97.5%	+ 0.8%	96.9%	96.9%	0.0%
Housing Affordability Index				135	129	- 4.4%	138	128	- 7.2%
Inventory of Homes for Sale				206	268	+ 30.1%	--	--	--
Months Supply of Inventory				2.3	3.4	+ 47.8%	--	--	--

New Listings

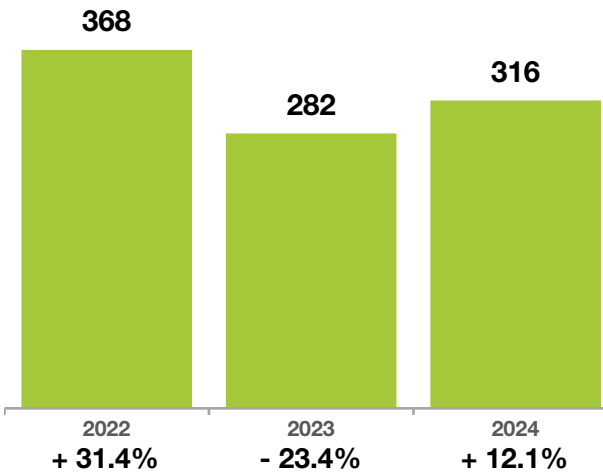
A count of the properties that have been newly listed on the market in a given month.



March

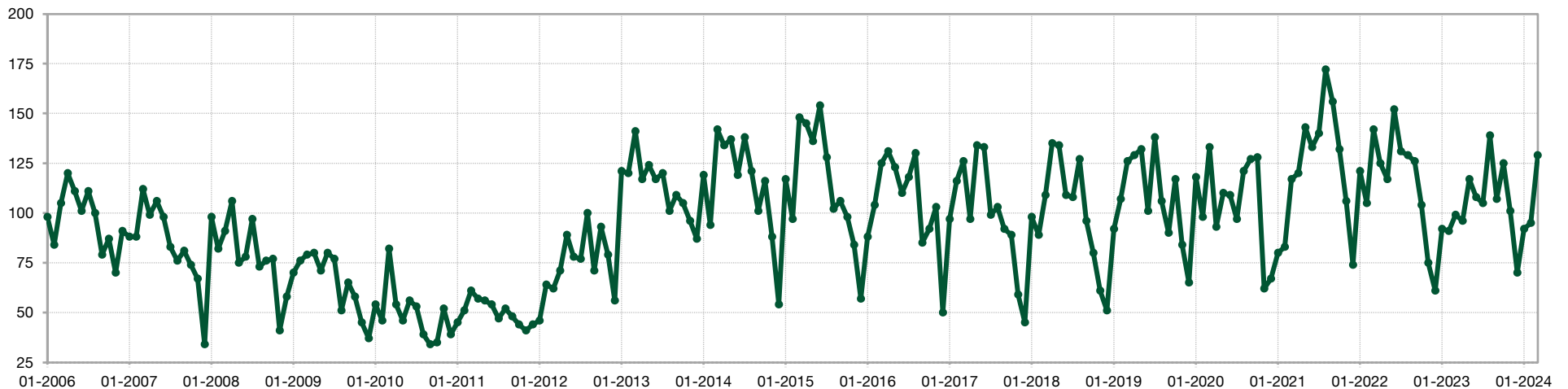


Year to Date



	New Listings	Prior Year	Percent Change
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	92	92	0.0%
February 2024	95	91	+4.4%
March 2024	129	99	+30.3%
12-Month Avg	107	109	-1.8%

Historical New Listings by Month

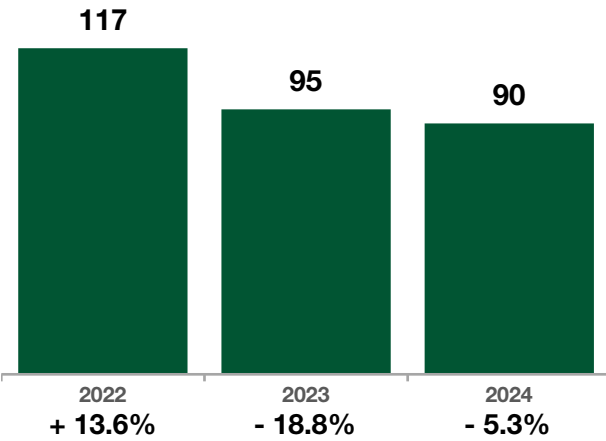


Pending Sales

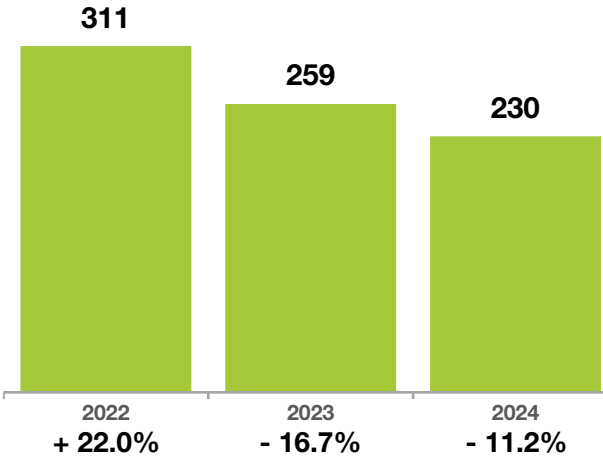
A count of the properties on which offers have been accepted in a given month.



March

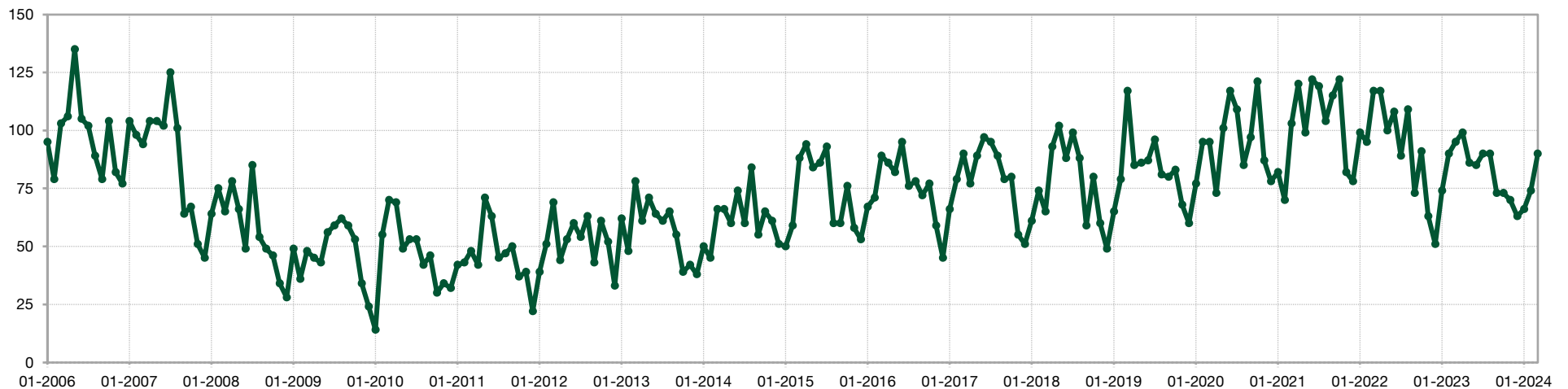


Year to Date



	Pending Sales	Prior Year	Percent Change
April 2023	99	117	-15.4%
May 2023	86	100	-14.0%
June 2023	85	108	-21.3%
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	66	74	-10.8%
February 2024	74	90	-17.8%
March 2024	90	95	-5.3%
12-Month Avg	80	88	-9.2%

Historical Pending Sales by Month

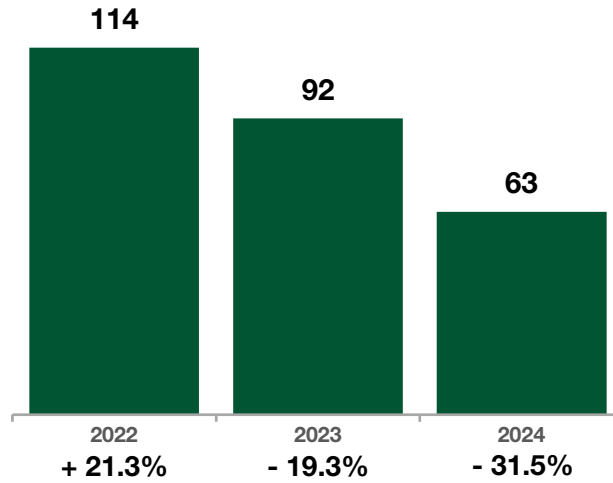


Closed Sales

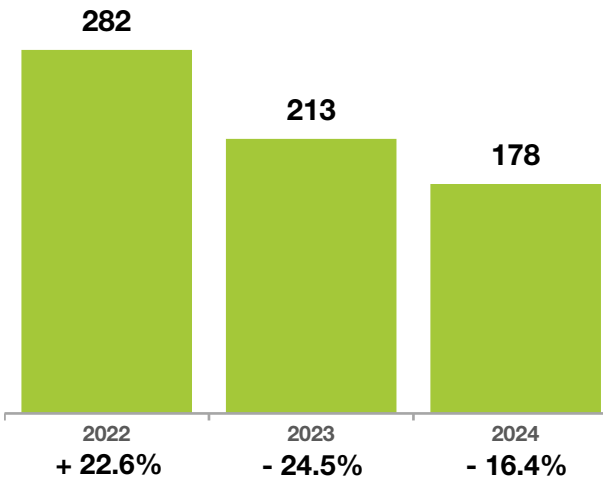
A count of the actual sales that closed in a given month.



March

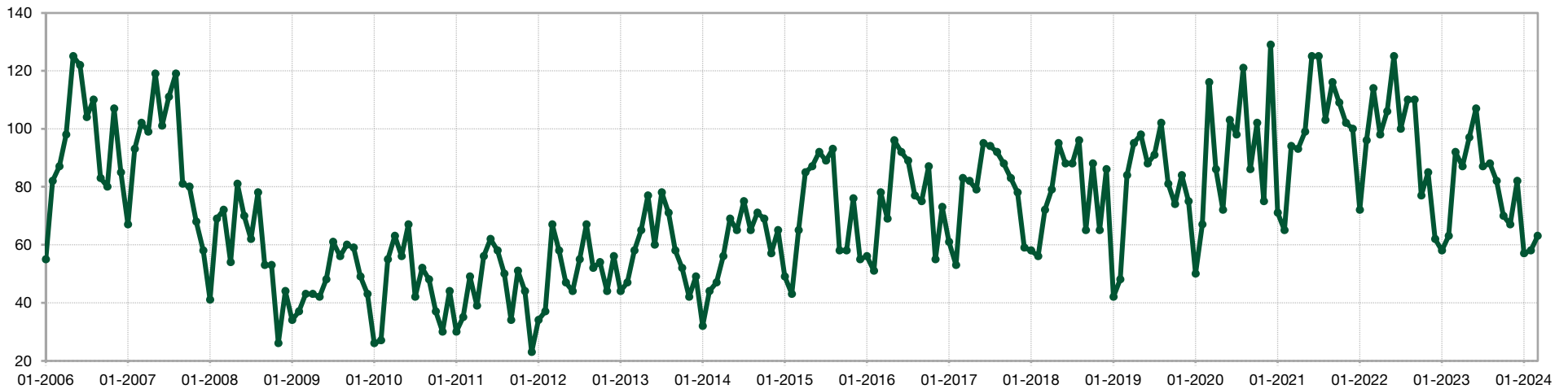


Year to Date



	Closed Sales	Prior Year	Percent Change
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	58	63	-7.9%
March 2024	63	92	-31.5%
12-Month Avg	79	91	-13.5%

Historical Closed Sales by Month

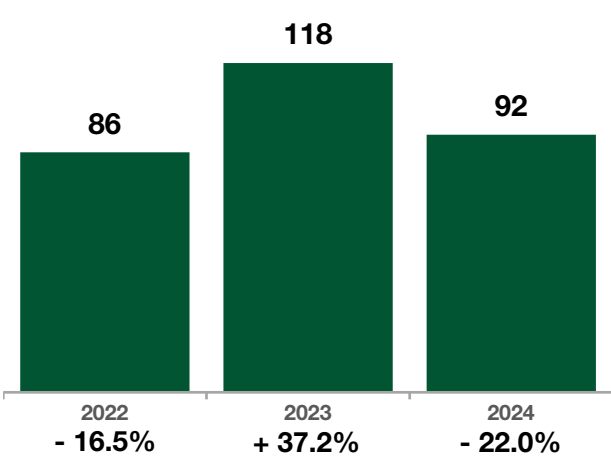


Days on Market Until Sale

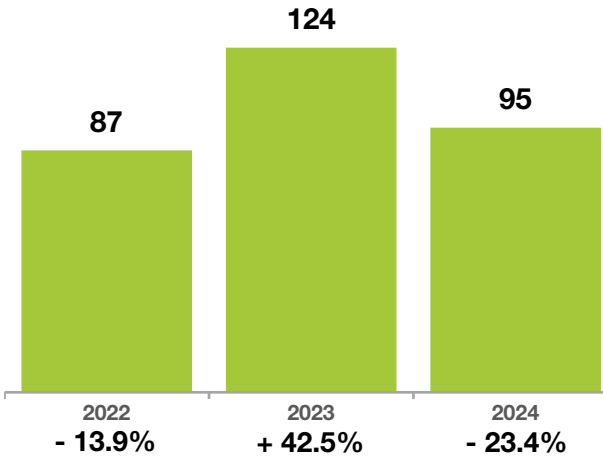
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



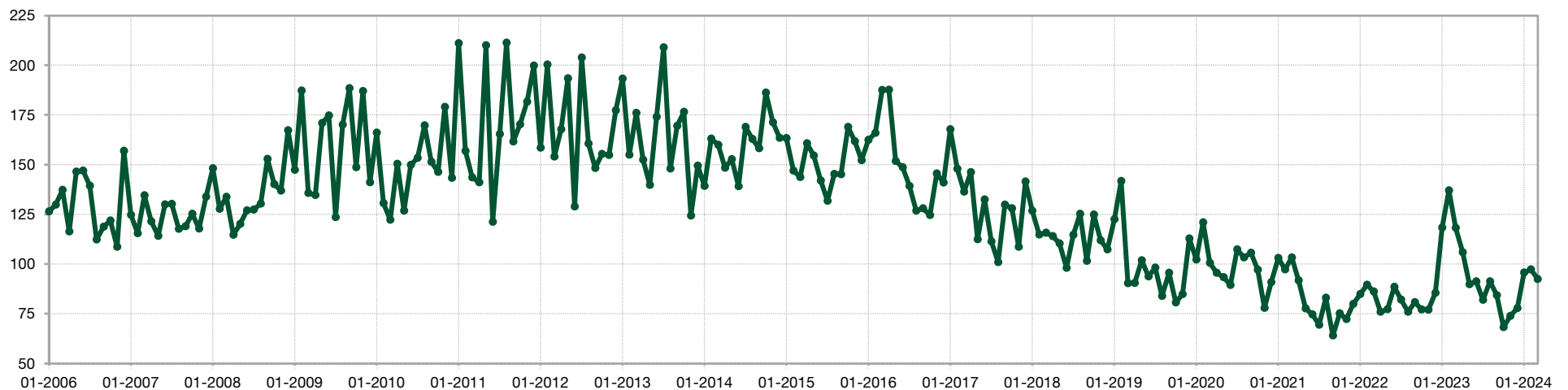
Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2024	92	118	-22.0%
12-Month Avg*	88	89	-1.1%

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

Historical Days on Market Until Sale by Month

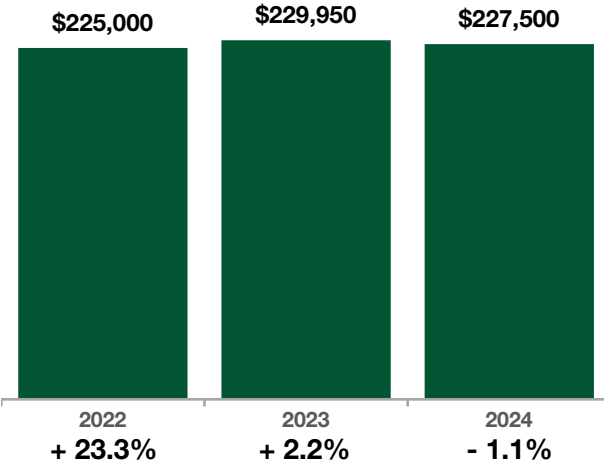


Median Sales Price

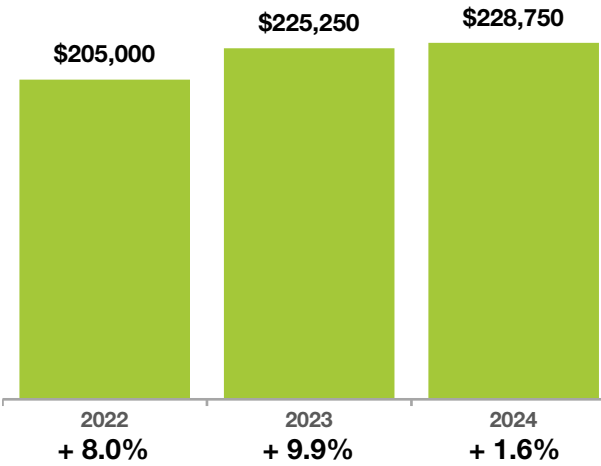
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



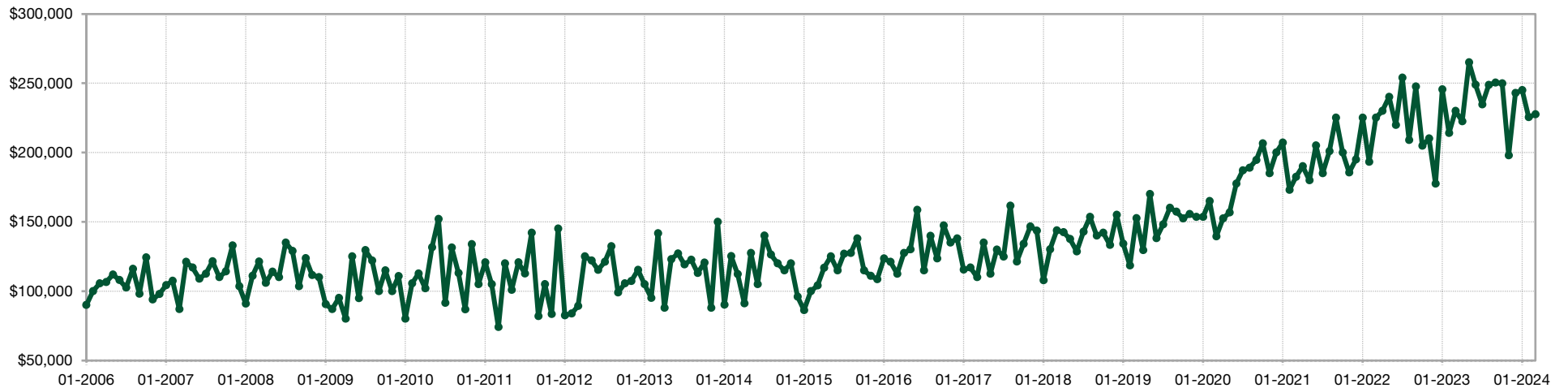
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$225,500	\$214,000	+5.4%
March 2024	\$227,500	\$229,950	-1.1%
12-Month Med*	\$240,000	\$220,000	+9.1%

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

Historical Median Sales Price by Month

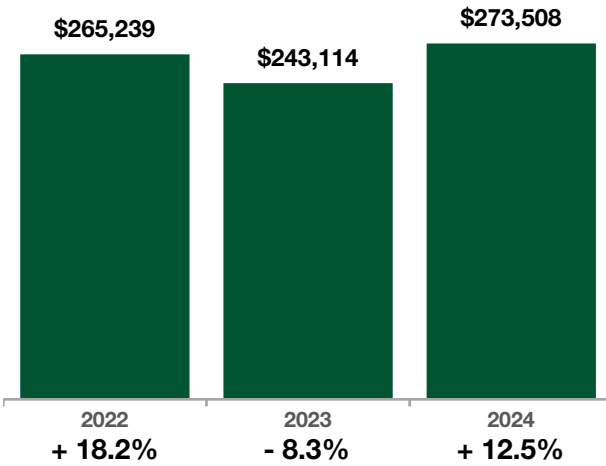


Average Sales Price

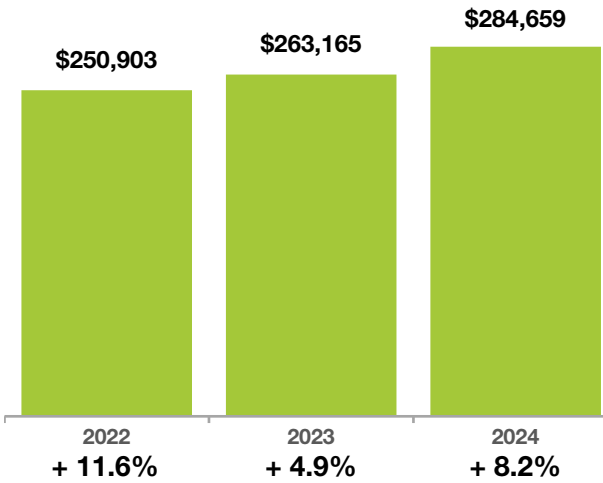
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



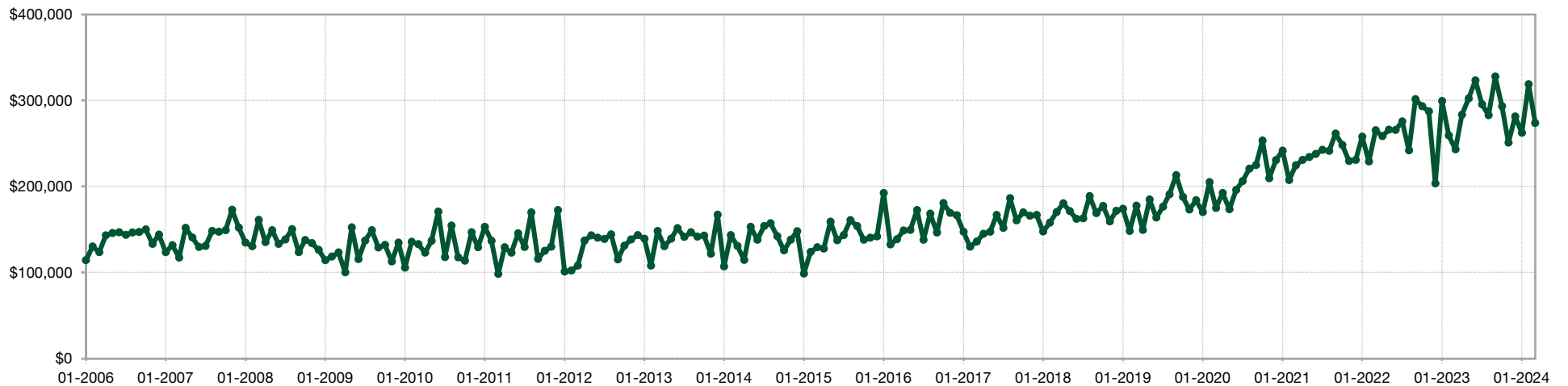
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$318,808	\$259,102	+23.0%
March 2024	\$273,508	\$243,114	+12.5%
12-Month Avg*	\$291,116	\$266,734	+9.1%

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

Historical Average Sales Price by Month

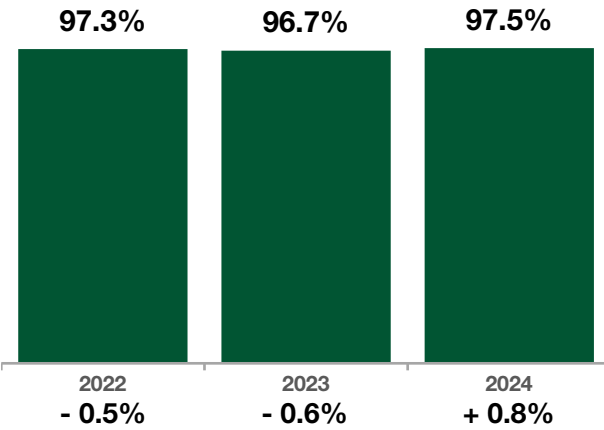


Percent of List Price Received

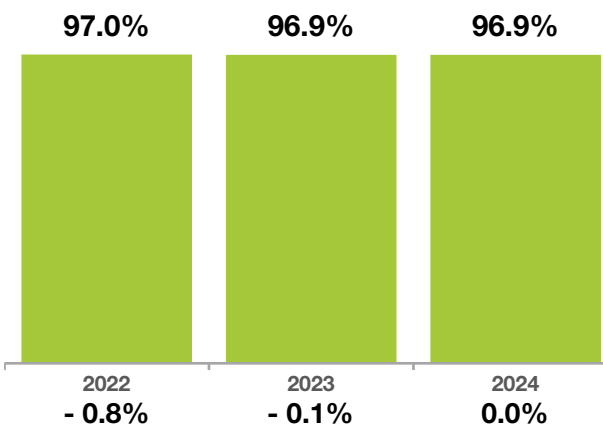
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



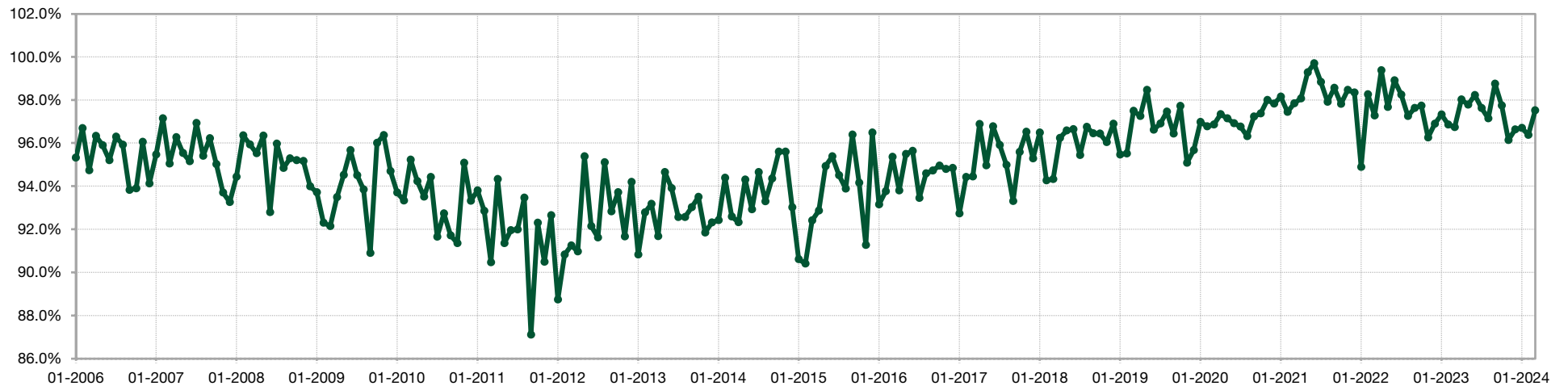
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
March 2024	97.5%	96.7%	+0.8%
12-Month Avg*	97.5%	97.7%	-0.2%

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

Historical Percent of List Price Received by Month

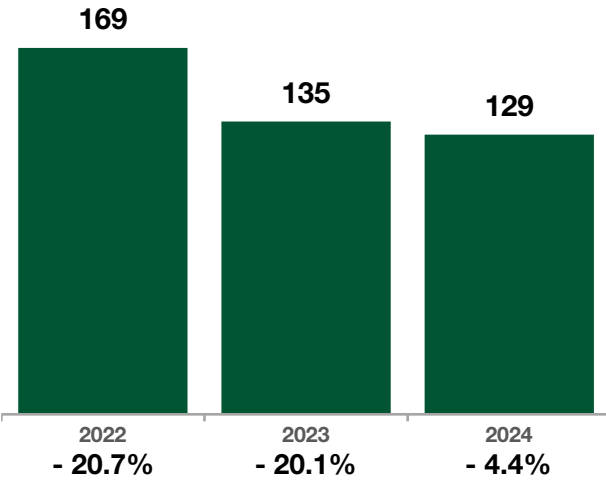


Housing Affordability Index

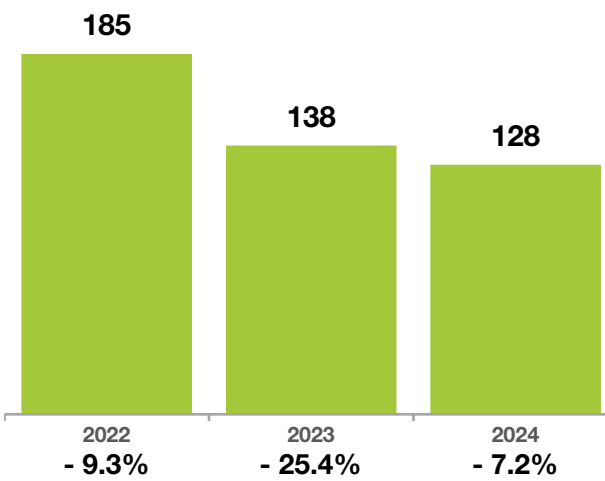


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

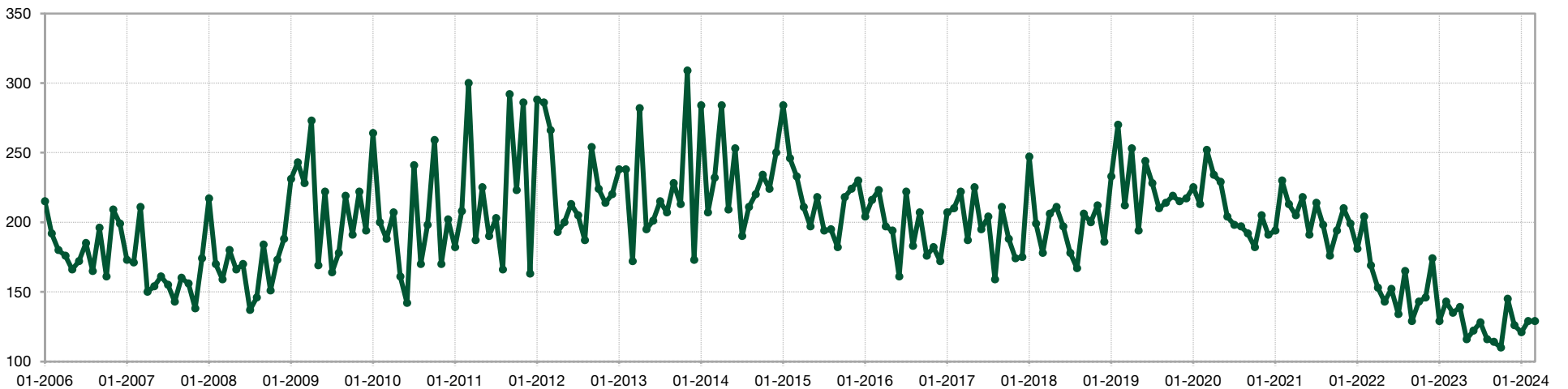


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2024	129	135	-4.4%
12-Month Avg	125	146	-14.4%

Historical Housing Affordability Index by Month

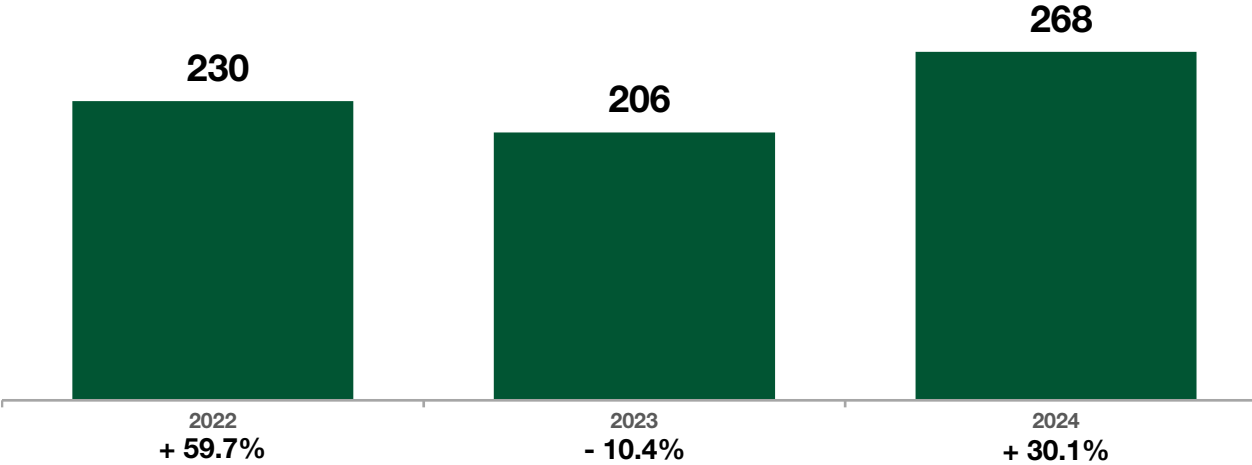


Inventory of Homes for Sale

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



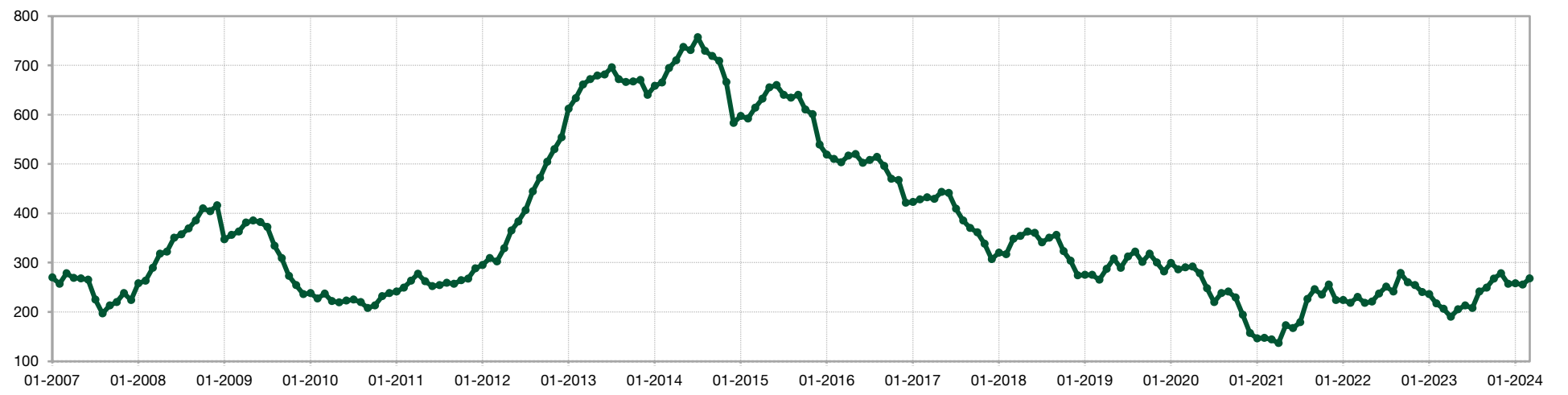
March



Homes for Sale	Prior Year	Percent Change	
April 2023	190	218	-12.8%
May 2023	205	221	-7.2%
June 2023	213	237	-10.1%
July 2023	208	251	-17.1%
August 2023	241	241	0.0%
September 2023	249	279	-10.8%
October 2023	267	260	+2.7%
November 2023	278	254	+9.4%
December 2023	257	240	+7.1%
January 2024	258	236	+9.3%
February 2024	255	217	+17.5%
March 2024	268	206	+30.1%
12-Month Avg*	241	238	+1.3%

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

Historical Inventory of Homes for Sale by Month

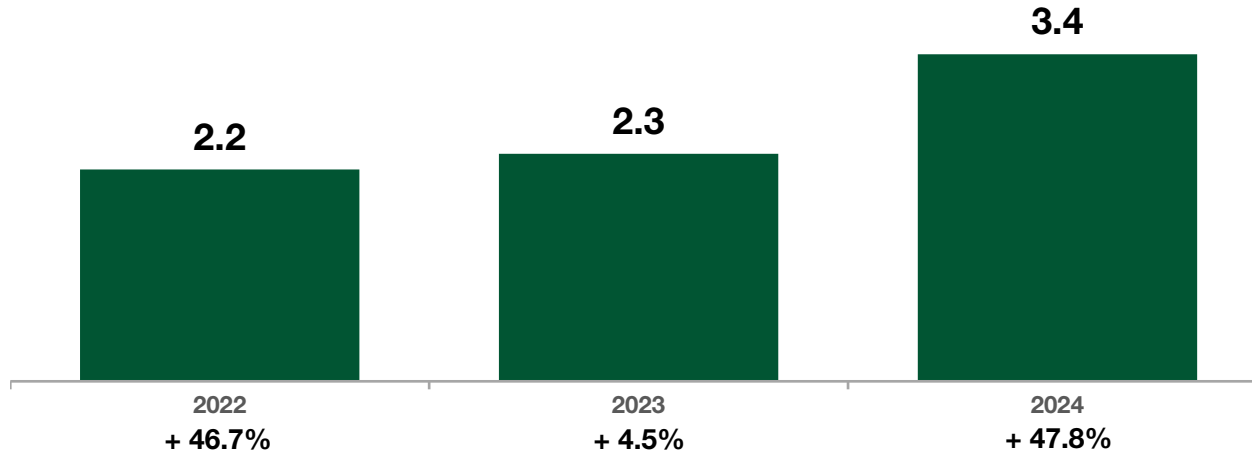


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Percent Change
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	3.3	2.7	+22.2%
November 2023	3.4	2.7	+25.9%
December 2023	3.1	2.6	+19.2%
January 2024	3.2	2.6	+23.1%
February 2024	3.2	2.4	+33.3%
March 2024	3.4	2.3	+47.8%
12-Month Avg*	2.9	2.4	+20.8%

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

Historical Months Supply of Inventory by Month

