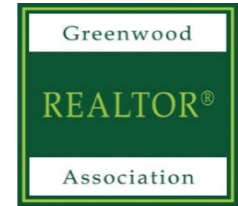


# Monthly Indicators



## April 2024

U.S. existing-home sales recently fell from a one-year high, dropping 4.3% month-over-month to a seasonally adjusted annual rate of 4.19 million, according to the National Association of REALTORS® (NAR), as higher interest rates and rising sales prices continue to keep some prospective buyers on the sidelines. Average 30-year mortgage rates have topped 7% in recent weeks, while the median existing-home sales price hit \$393,500 as of last measure, a 4.8% increase from the previous month, according to NAR.

New Listings were up 40.6 percent to 135. Pending Sales decreased 6.1 percent to 93. Inventory grew 49.5 percent to 284 units.

Prices moved higher as Median Sales Price was up 32.3 percent to \$294,450. Days on Market increased 1.9 percent to 108 days. Months Supply of Inventory was up 63.6 percent to 3.6 months months.

Warmer temperatures appear to have helped bring some sellers back to the market, providing additional options to home shoppers during the spring buying season. Total inventory was up 4.7% month-over-month and 14.4% year-over-year, for a 3.2 months' supply at the current sales pace, according to NAR. Nevertheless, demand continues to outpace supply and properties are selling quickly, with the typical home spending 33 days on market nationwide, down from 38 days the month before.

## Quick Facts

<b>- 5.7%</b>	<b>+ 32.3%</b>	<b>+ 63.6%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

A research tool provided by the Greenwood Association of REALTORS®. Percent changes are calculated using rounded figures.

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>



# Market Overview

Key market metrics for the current month and year-to-date figures.



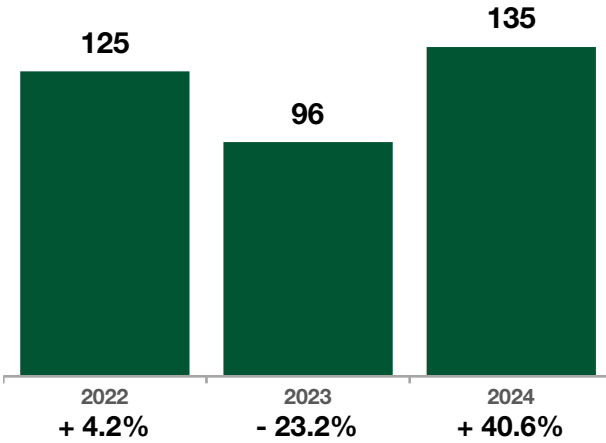
Key Metrics	Historical Sparkbars			04-2023	04-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	04-2022	04-2023	04-2024						
New Listings				96	<b>135</b>	+ 40.6%	378	<b>458</b>	+ 21.2%
Pending Sales				99	<b>93</b>	- 6.1%	358	<b>320</b>	- 10.6%
Closed Sales				87	<b>82</b>	- 5.7%	300	<b>264</b>	- 12.0%
Days on Market				106	<b>108</b>	+ 1.9%	119	<b>98</b>	- 17.6%
Median Sales Price				\$222,500	<b>\$294,450</b>	+ 32.3%	\$225,000	<b>\$248,650</b>	+ 10.5%
Average Sales Price				\$283,299	<b>\$352,935</b>	+ 24.6%	\$268,976	<b>\$305,198</b>	+ 13.5%
Pct. of List Price Received				98.0%	<b>96.7%</b>	- 1.3%	97.2%	<b>96.8%</b>	- 0.4%
Housing Affordability Index				139	<b>97</b>	- 30.2%	137	<b>115</b>	- 16.1%
Inventory of Homes for Sale				190	<b>284</b>	+ 49.5%	--	<b>--</b>	--
Months Supply of Inventory				2.2	<b>3.6</b>	+ 63.6%	--	<b>--</b>	--

# New Listings

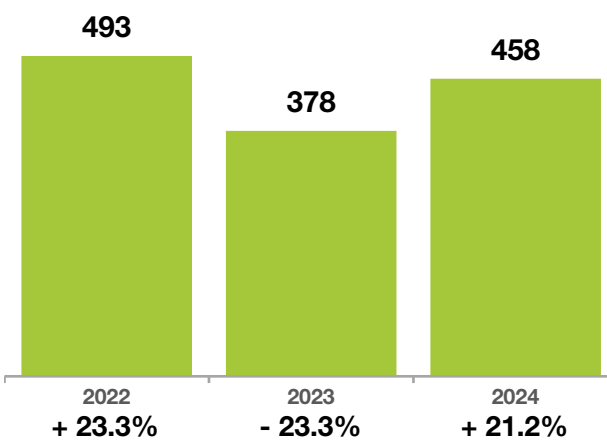
A count of the properties that have been newly listed on the market in a given month.



## April

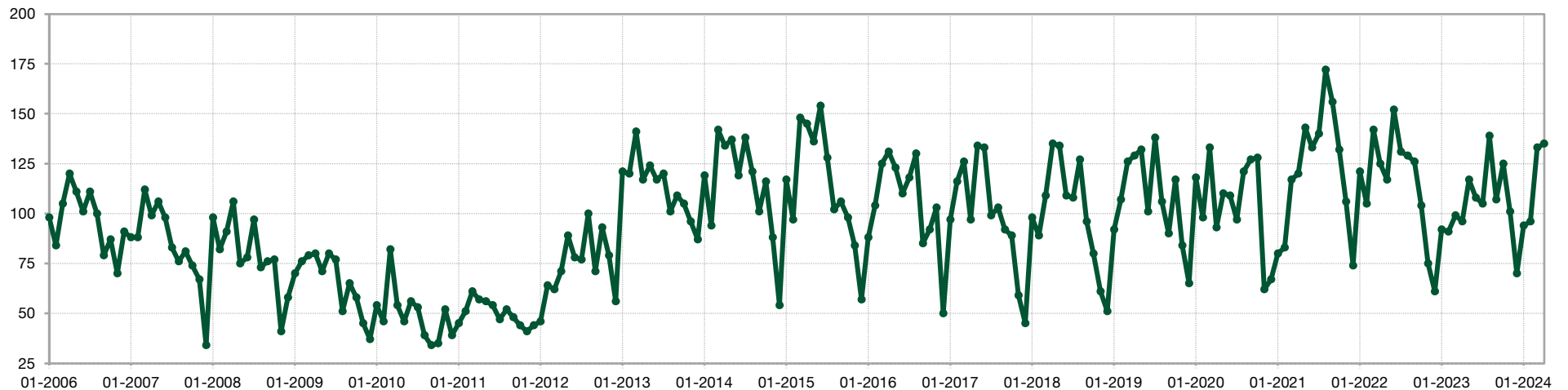


## Year to Date



	New Listings	Prior Year	Percent Change
May 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	94	92	+2.2%
February 2024	96	91	+5.5%
March 2024	133	99	+34.3%
<b>April 2024</b>	<b>135</b>	<b>96</b>	<b>+40.6%</b>
12-Month Avg	111	106	+4.6%

## Historical New Listings by Month

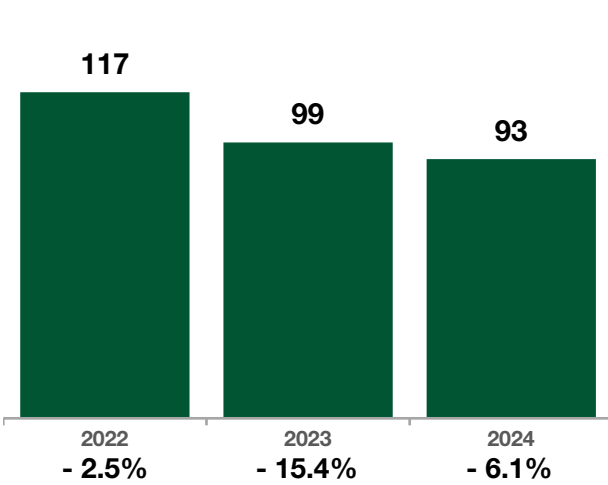


# Pending Sales

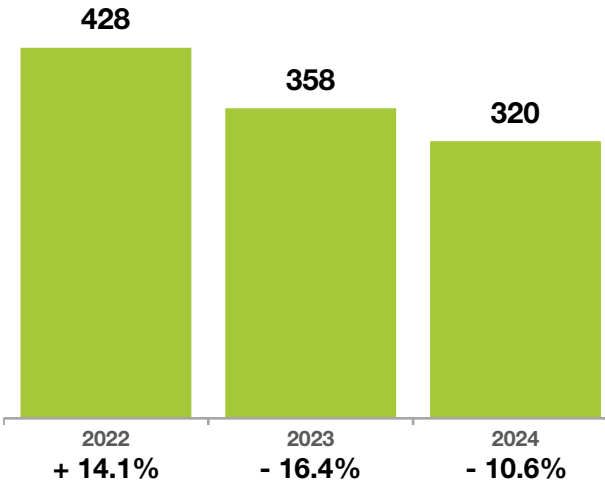
A count of the properties on which offers have been accepted in a given month.



## April

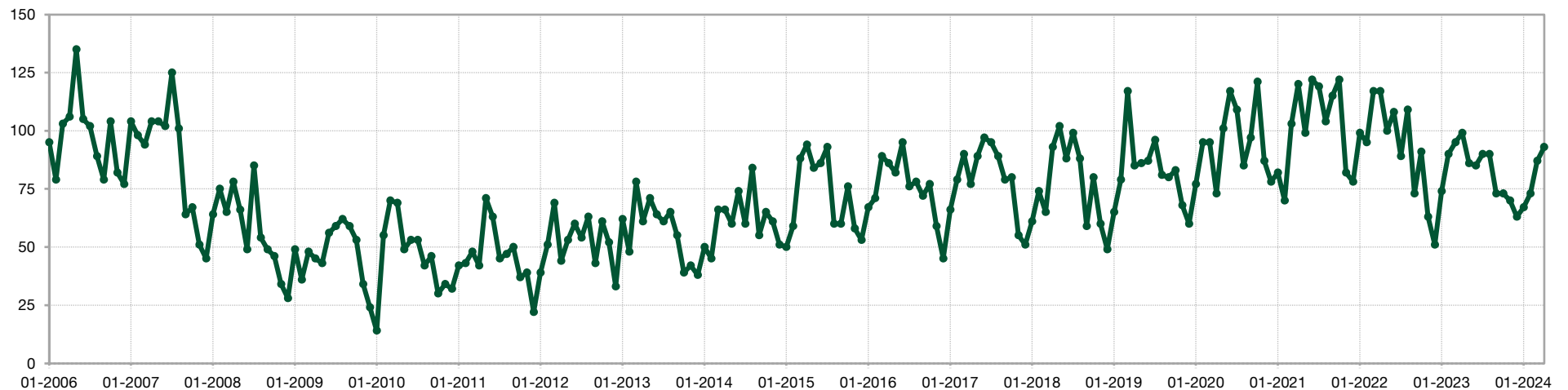


## Year to Date



	Pending Sales	Prior Year	Percent Change
May 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	67	74	-9.5%
February 2024	73	90	-18.9%
March 2024	87	95	-8.4%
<b>April 2024</b>	<b>93</b>	<b>99</b>	<b>-6.1%</b>
12-Month Avg	79	87	-9.0%

## Historical Pending Sales by Month

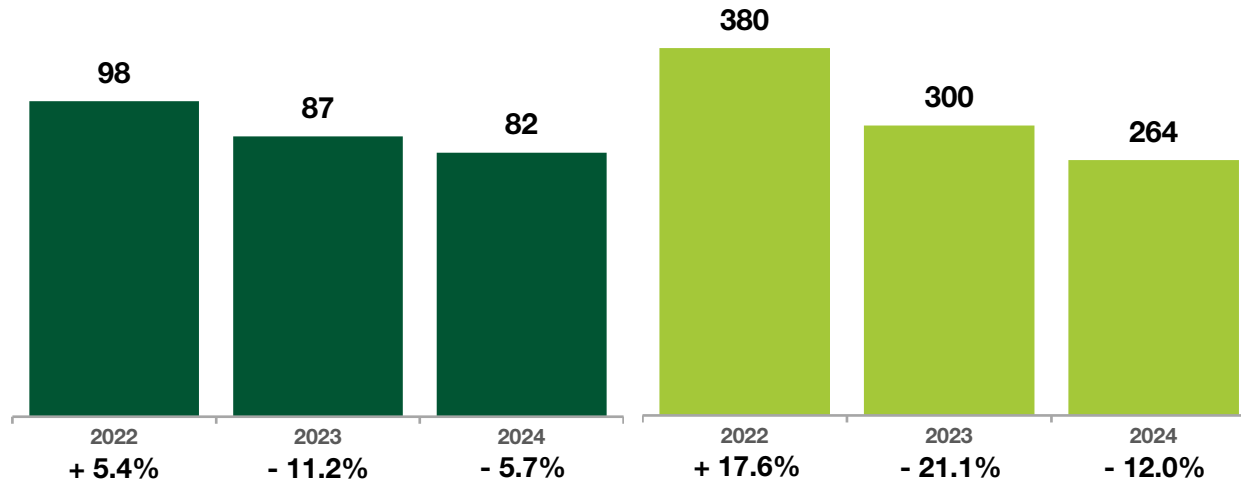


# Closed Sales

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

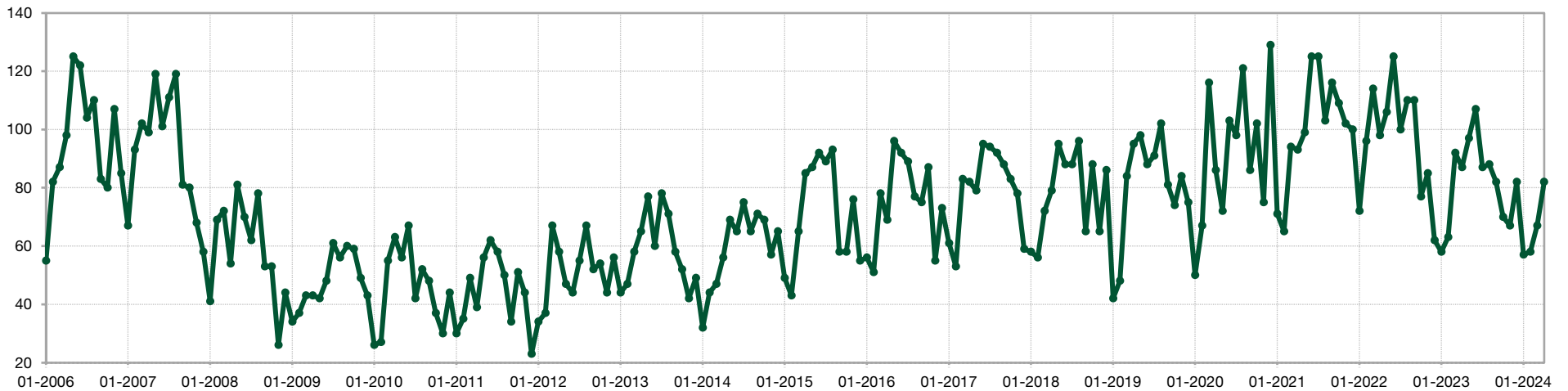


## April



	Closed Sales	Prior Year	Percent Change
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	67	92	-27.2%
<b>April 2024</b>	<b>82</b>	<b>87</b>	<b>-5.7%</b>
12-Month Avg	79	90	-12.6%

## Historical Closed Sales by Month

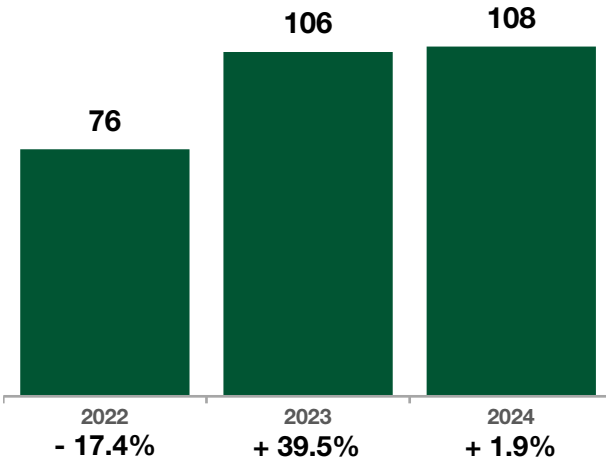


# Days on Market Until Sale

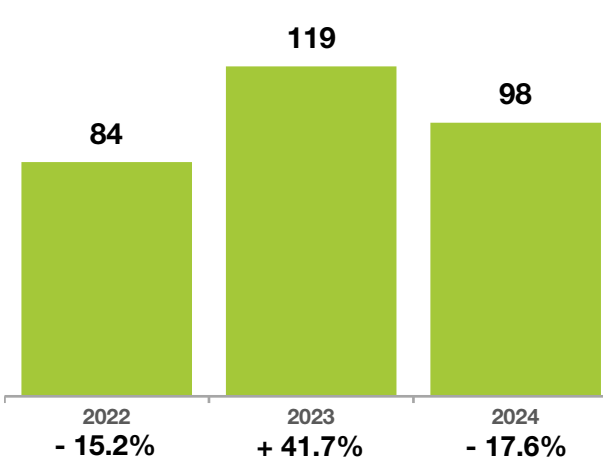
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



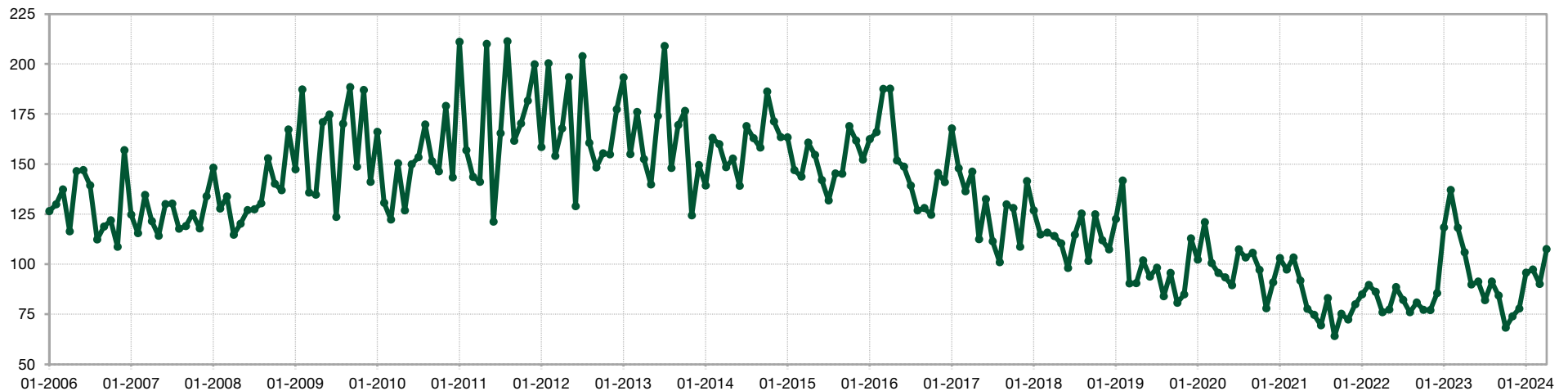
## Year to Date



Month	Days on Market	Prior Year	Percent Change
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	90	118	-23.7%
<b>April 2024</b>	<b>108</b>	<b>106</b>	<b>+1.9%</b>
12-Month Avg*	87	91	-4.4%

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

## Historical Days on Market Until Sale by Month

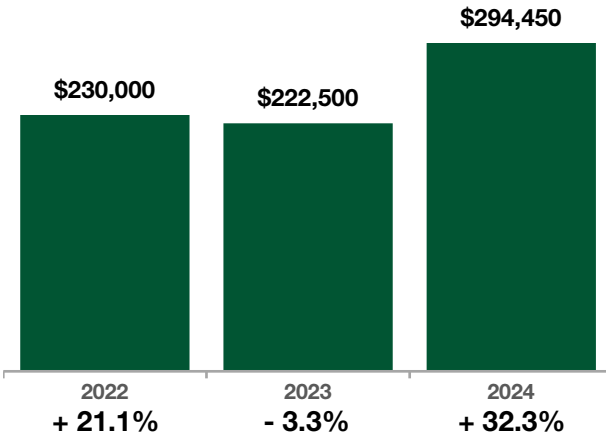


# Median Sales Price

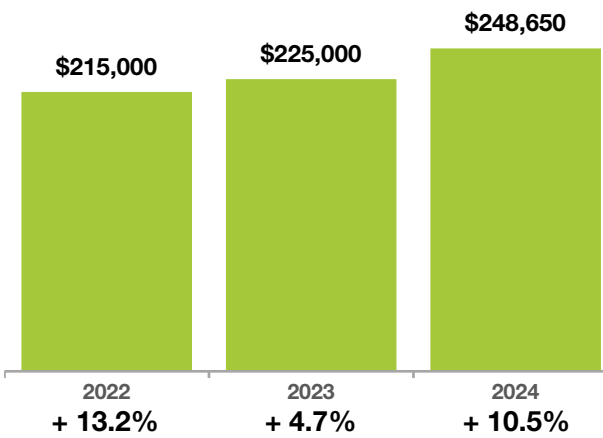
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



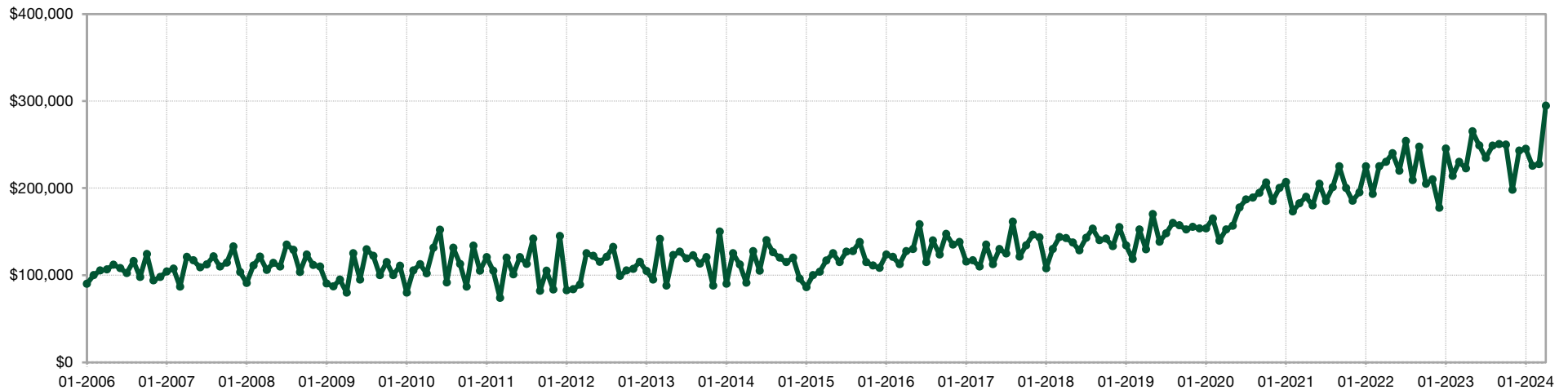
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
<b>April 2024</b>	<b>\$294,450</b>	<b>\$222,500</b>	<b>+32.3%</b>
12-Month Med*	\$245,000	\$220,000	+11.4%

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

## Historical Median Sales Price by Month



# Average Sales Price

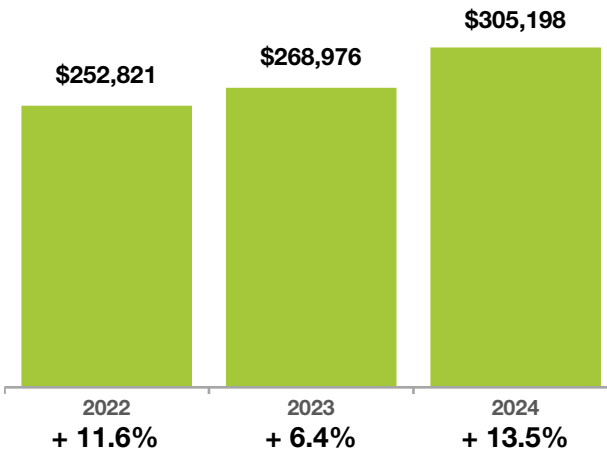
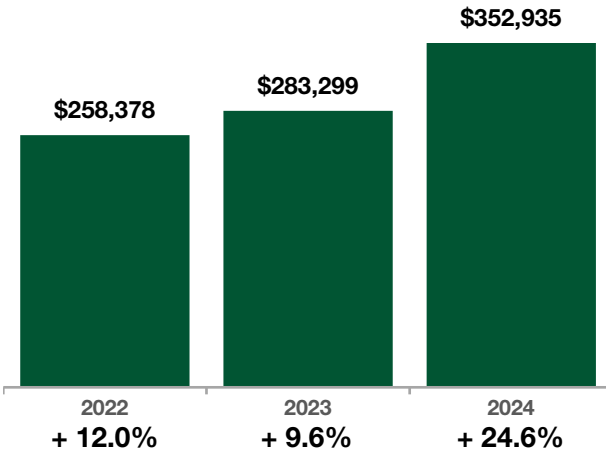
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

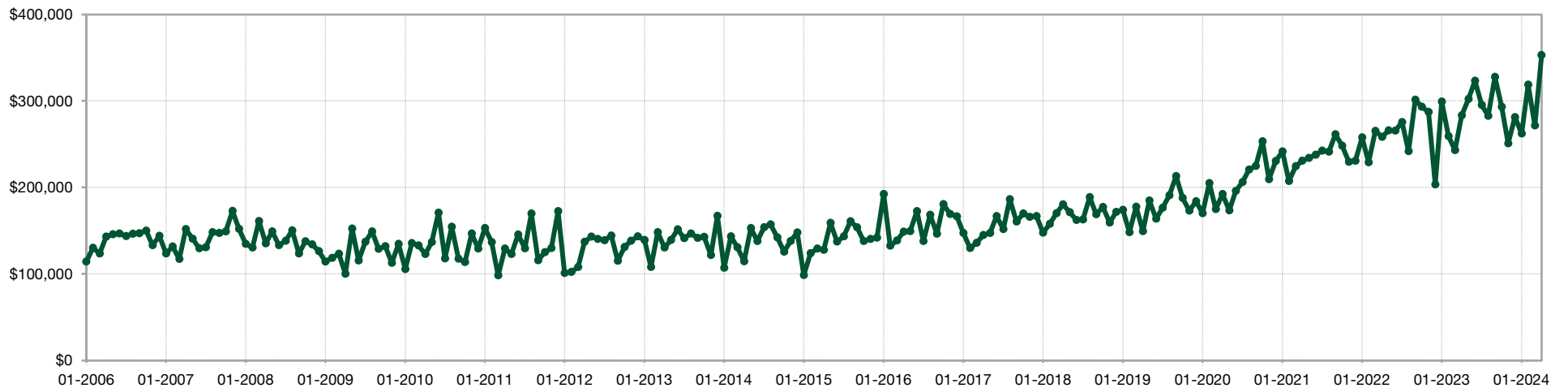
## Year to Date

Avg. Sales Price	Prior Year	Percent Change
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	\$271,544	\$243,114 +11.7%
<b>April 2024</b>	<b>\$352,935</b>	<b>\$283,299 +24.6%</b>
12-Month Avg*	\$296,755	\$268,825 +10.4%



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

## Historical Average Sales Price by Month



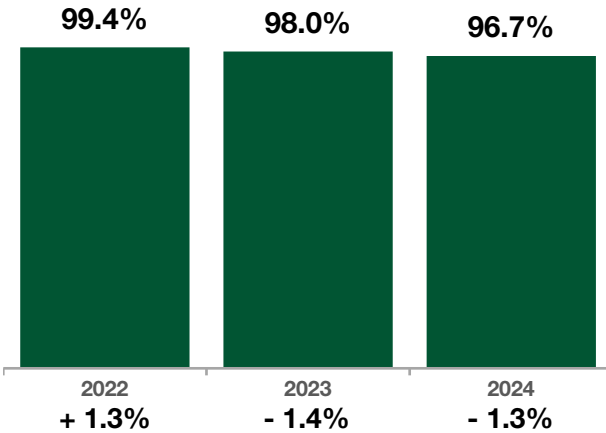


# Percent of List Price Received

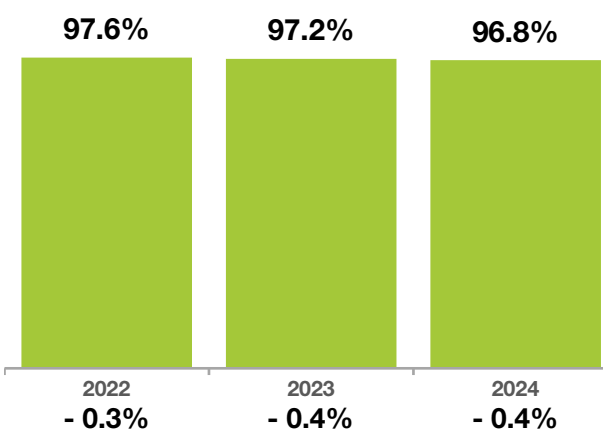
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



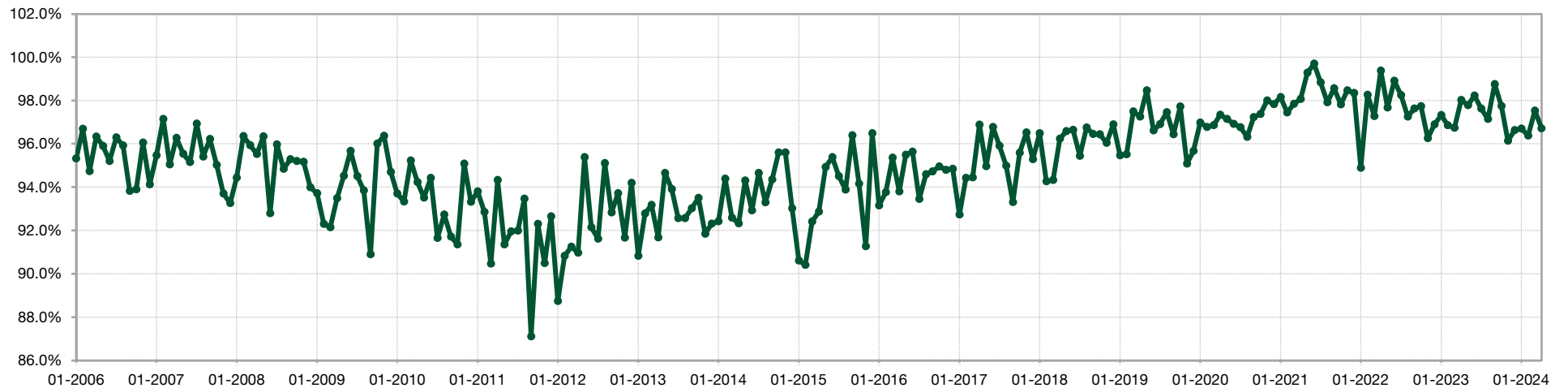
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
<b>April 2024</b>	<b>96.7%</b>	<b>98.0%</b>	<b>-1.3%</b>
12-Month Avg*	97.4%	97.6%	-0.2%

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

## Historical Percent of List Price Received by Month

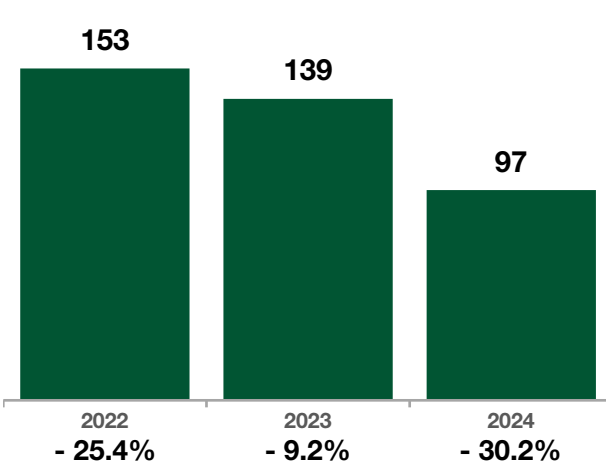


# Housing Affordability Index

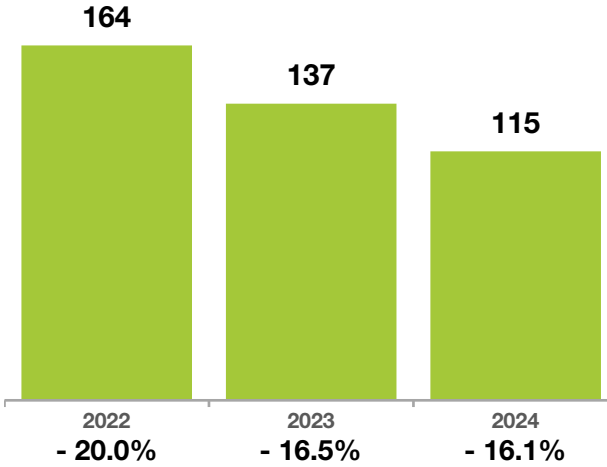


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April

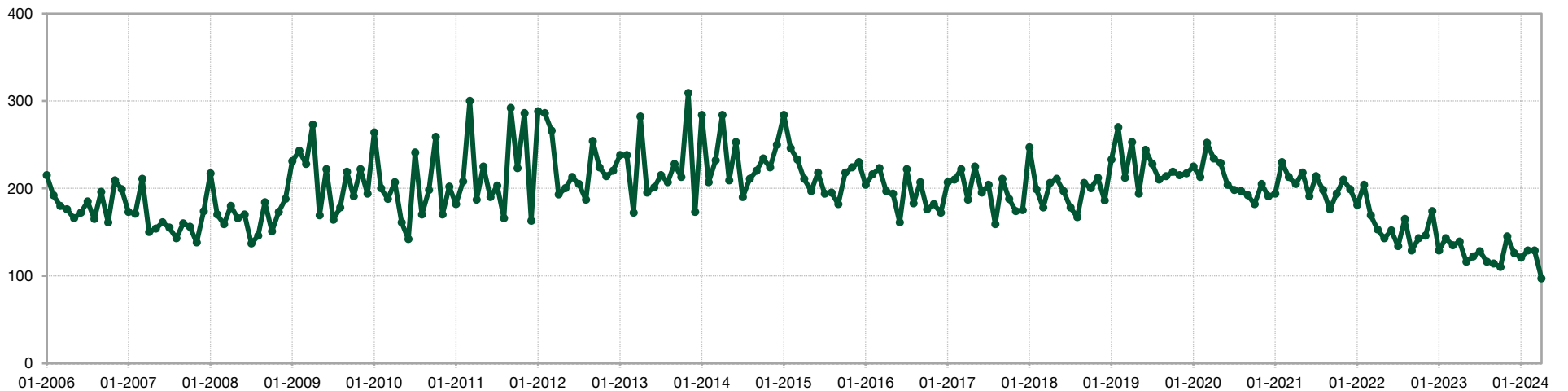


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>April 2024</b>	<b>97</b>	<b>139</b>	<b>-30.2%</b>
12-Month Avg	121	144	-16.1%

## Historical Housing Affordability Index by Month

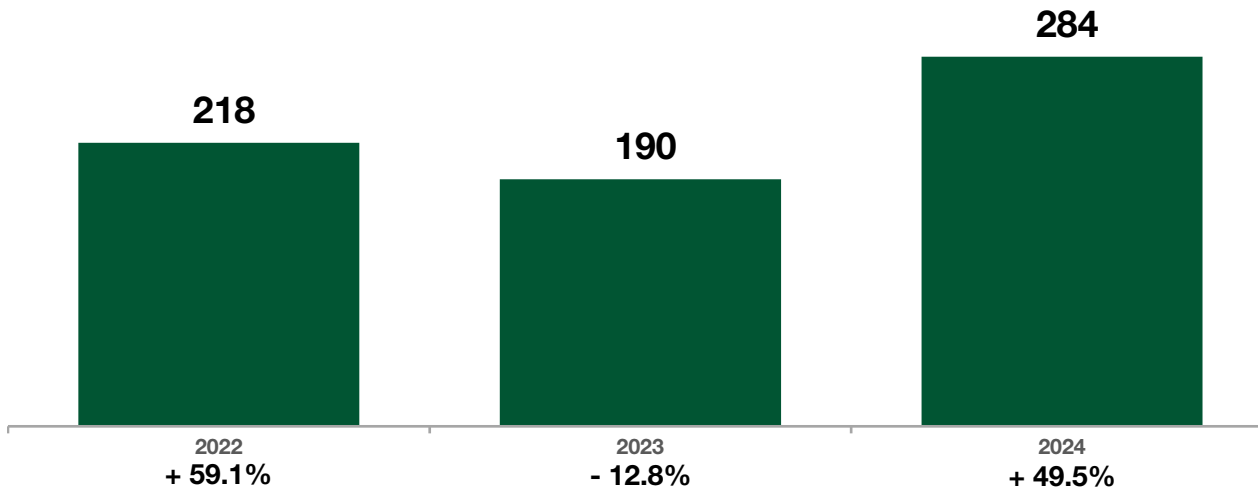


# Inventory of Homes for Sale

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



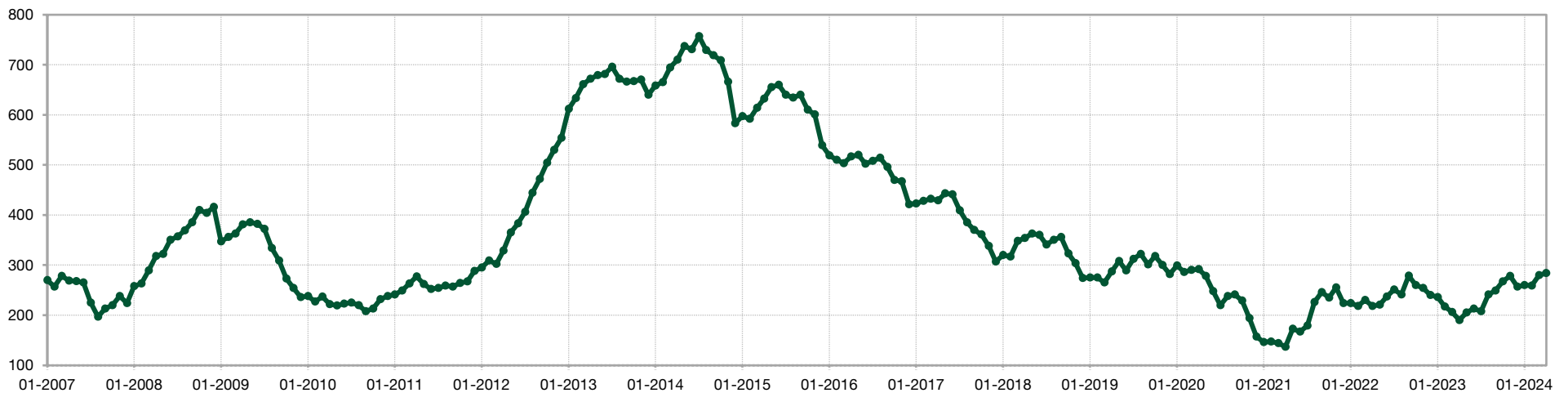
## April



Homes for Sale	Prior Year	Percent Change
May 2023	205	-7.2%
June 2023	213	-10.1%
July 2023	208	-17.1%
August 2023	241	0.0%
September 2023	249	-10.8%
October 2023	267	+2.7%
November 2023	278	+9.4%
December 2023	257	+7.1%
January 2024	260	+10.2%
February 2024	259	+19.4%
March 2024	280	+35.9%
<b>April 2024</b>	<b>284</b>	<b>+49.5%</b>
12-Month Avg*	250	+5.9%

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

## Historical Inventory of Homes for Sale by Month

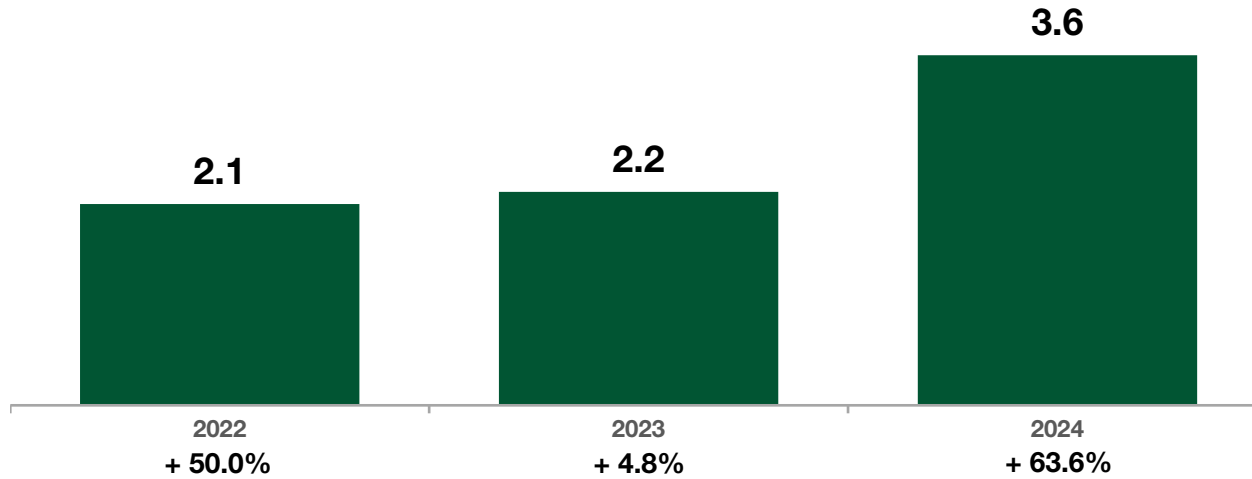


# Months Supply of Inventory

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.



## April



Months Supply	Prior Year	Percent Change
May 2023	2.1	+14.3%
June 2023	2.3	+8.7%
July 2023	2.5	0.0%
August 2023	2.3	+26.1%
September 2023	2.8	+7.1%
October 2023	2.7	+22.2%
November 2023	2.7	+25.9%
December 2023	2.6	+19.2%
January 2024	2.6	+23.1%
February 2024	2.4	+33.3%
March 2024	2.3	+52.2%
<b>April 2024</b>	<b>2.2</b>	<b>+63.6%</b>
12-Month Avg*	3.1	+24.0%

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

## Historical Months Supply of Inventory by Month

