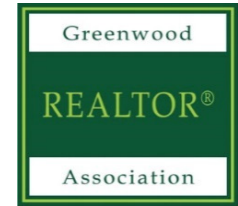


Monthly Indicators



June 2024

U.S. existing-home sales declined for the third consecutive month, as higher mortgage rates and rising sales prices hindered market activity during what has traditionally been one of the busiest months of the year. According to the National Association of REALTORS® (NAR), sales of previously owned homes dipped 0.7% month-over-month and 2.8% year-over-year, to a seasonally adjusted annual rate of 4.11 million units.

New Listings were up 28.7 percent to 139. Pending Sales increased 12.9 percent to 96. Inventory grew 36.2 percent to 290 units.

Prices moved higher as Median Sales Price was up 4.4 percent to \$260,000. Days on Market held steady at 91. Months Supply of Inventory was up 44.0 percent to 3.6 months months.

Nationally, total housing inventory grew 6.7% month-over-month to 1.28 million units heading into June, for a 3.7 months' supply at the current sales pace, according to NAR. However, the increase in supply has yet to temper home prices, which have continued to rise nationwide. At last measure, the median existing-home price climbed to \$419,300, a 5.8% increase from the same period last year and a record high for the month.

Quick Facts

- 15.9%

+ 4.4%

+ 44.0%

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.

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Market Overview

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



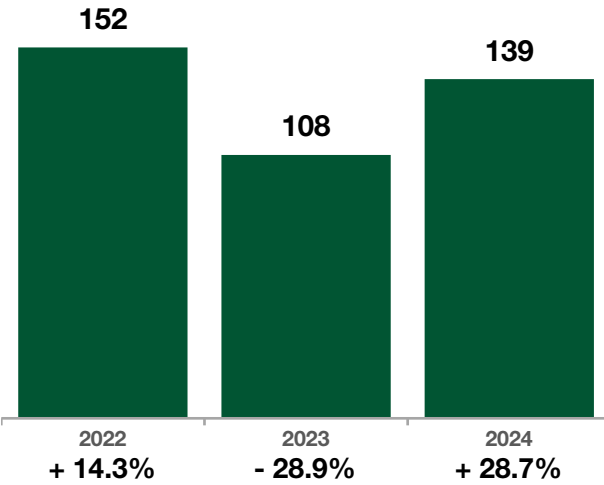
Key Metrics	Historical Sparkbars			06-2023	06-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	06-2022	06-2023	06-2024						
New Listings				108	139	+ 28.7%	603	721	+ 19.6%
Pending Sales				85	96	+ 12.9%	529	512	- 3.2%
Closed Sales				107	90	- 15.9%	504	446	- 11.5%
Days on Market				91	91	0.0%	107	96	- 10.3%
Median Sales Price				\$248,950	\$260,000	+ 4.4%	\$244,000	\$250,000	+ 2.5%
Average Sales Price				\$323,040	\$347,264	+ 7.5%	\$286,784	\$322,139	+ 12.3%
Pct. of List Price Received				98.2%	96.7%	- 1.5%	97.6%	97.0%	- 0.6%
Housing Affordability Index				122	113	- 7.4%	124	117	- 5.6%
Inventory of Homes for Sale				213	290	+ 36.2%	--	--	--
Months Supply of Inventory				2.5	3.6	+ 44.0%	--	--	--

New Listings

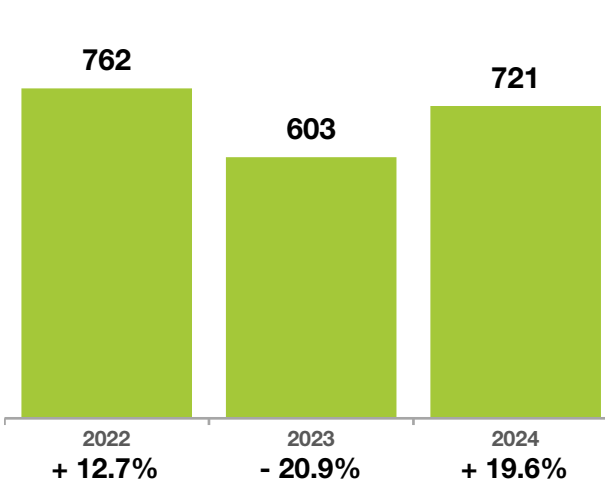
A count of the properties that have been newly listed on the market in a given month.



June

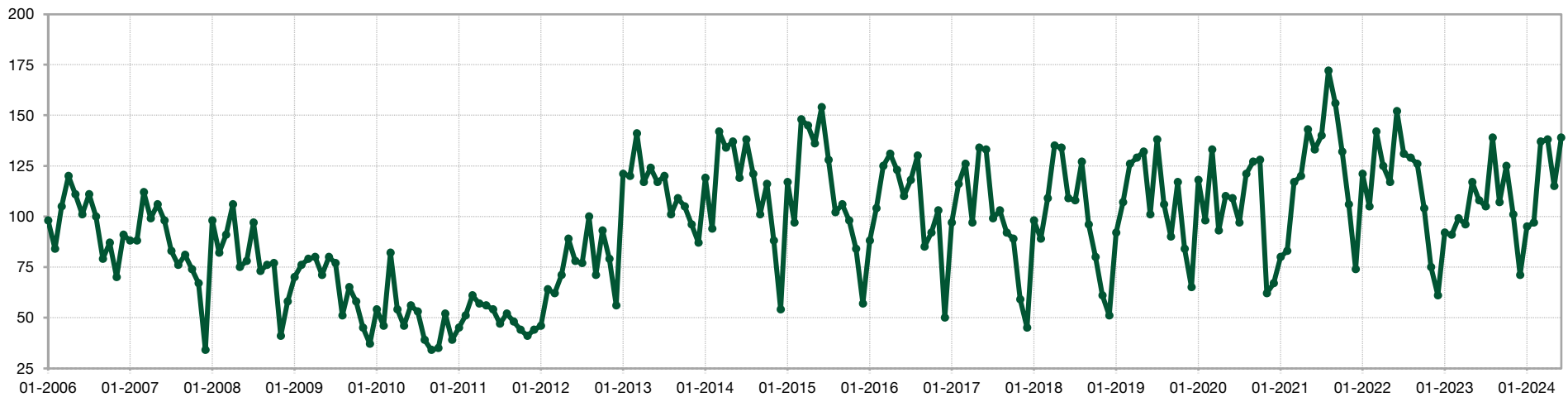


Year to Date



	New Listings	Prior Year	Percent Change
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	71	61	+16.4%
January 2024	95	92	+3.3%
February 2024	97	91	+6.6%
March 2024	137	99	+38.4%
April 2024	138	96	+43.8%
May 2024	115	117	-1.7%
June 2024	139	108	+28.7%
12-Month Avg	114	102	+11.8%

Historical New Listings by Month

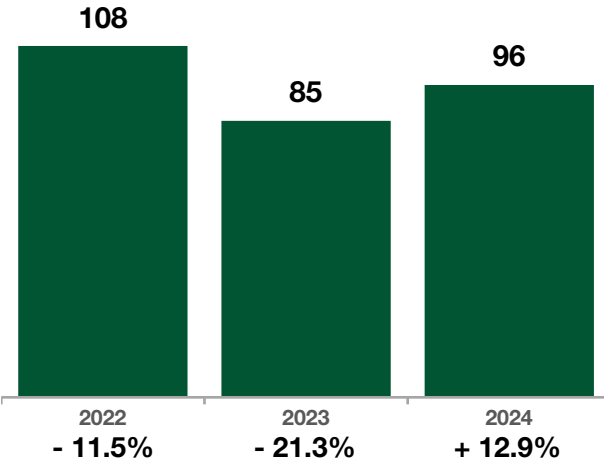


Pending Sales

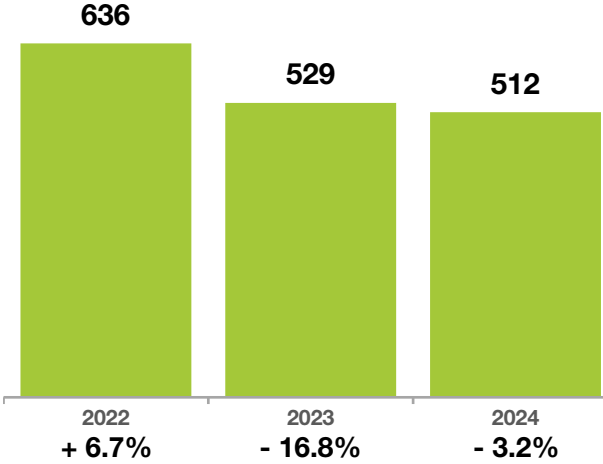
A count of the properties on which offers have been accepted in a given month.



June

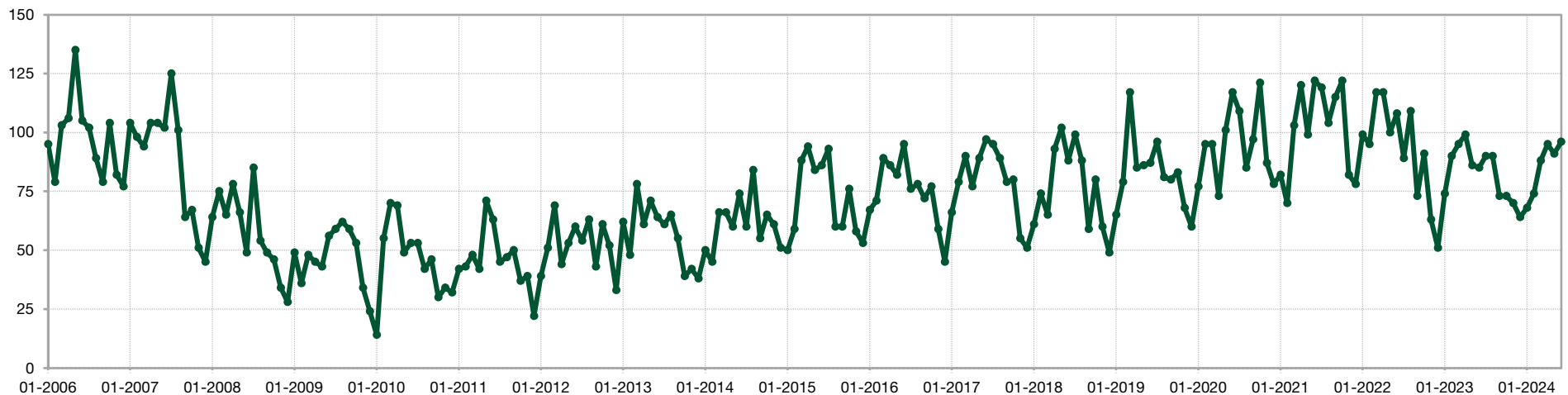


Year to Date



	Pending Sales	Prior Year	Percent Change
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	64	51	+25.5%
January 2024	68	74	-8.1%
February 2024	74	90	-17.8%
March 2024	88	95	-7.4%
April 2024	95	99	-4.0%
May 2024	91	86	+5.8%
June 2024	96	85	+12.9%
12-Month Avg	81	84	-3.6%

Historical Pending Sales by Month

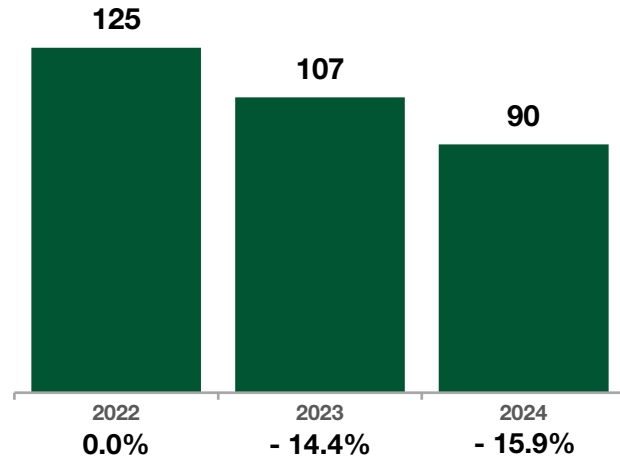


Closed Sales

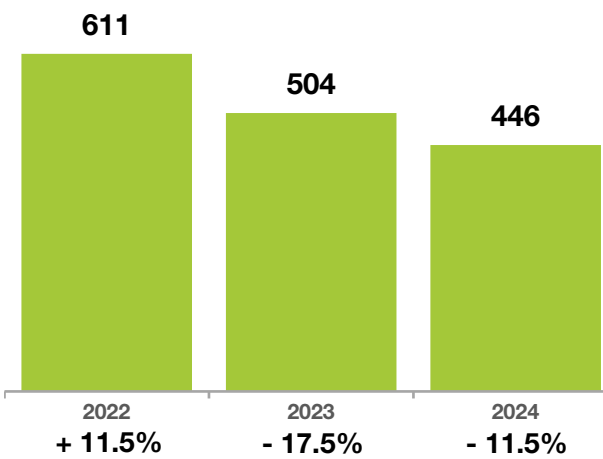
A count of the actual sales that closed in a given month.



June

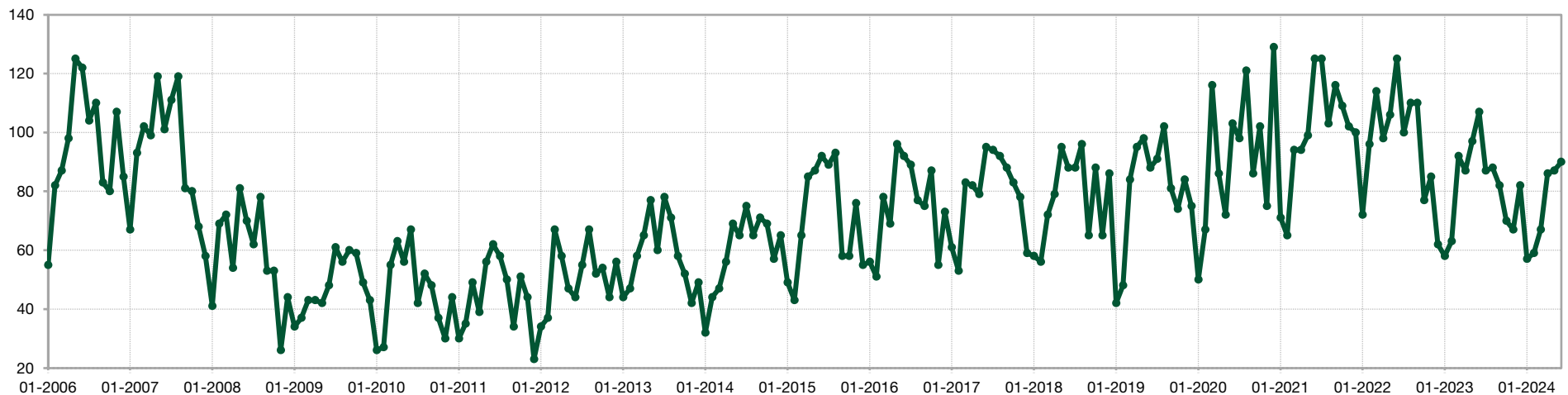


Year to Date



	Closed Sales	Prior Year	Percent Change
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	59	63	-6.3%
March 2024	67	92	-27.2%
April 2024	86	87	-1.1%
May 2024	87	97	-10.3%
June 2024	90	107	-15.9%
12-Month Avg	77	87	-11.7%

Historical Closed Sales by Month

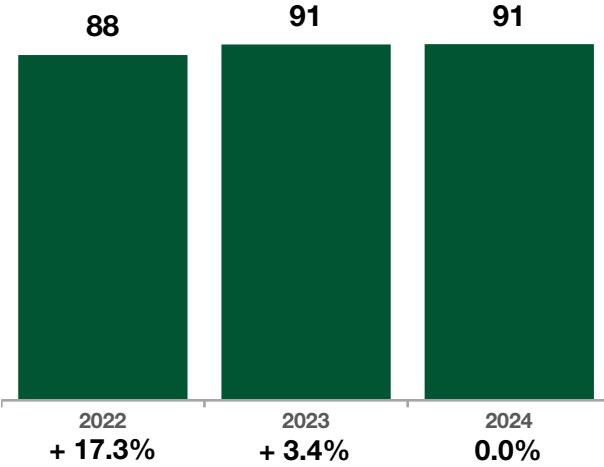


Days on Market Until Sale

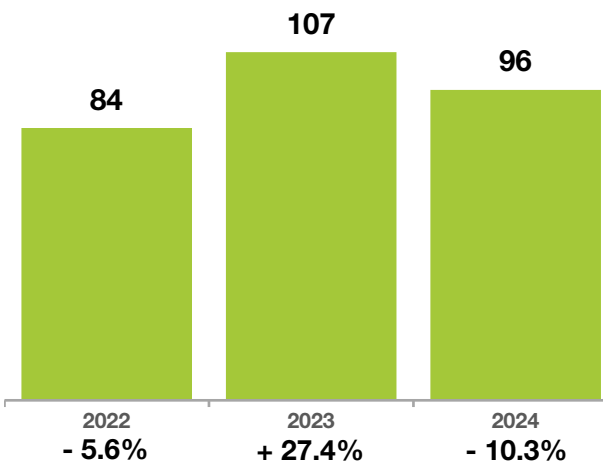
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



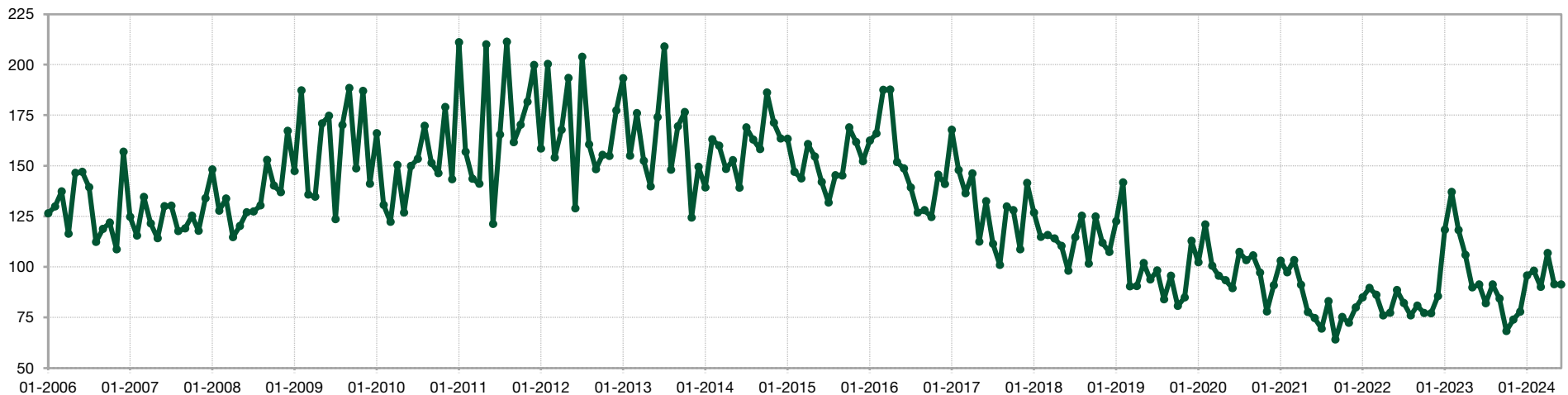
Year to Date



Days on Market	Prior Year	Percent Change
July 2023	82	0.0%
August 2023	76	+19.7%
September 2023	81	+3.7%
October 2023	77	-11.7%
November 2023	77	-3.9%
December 2023	85	-8.2%
January 2024	118	-18.6%
February 2024	137	-28.5%
March 2024	118	-23.7%
April 2024	106	+0.9%
May 2024	90	+1.1%
June 2024	91	0.0%
12-Month Avg*	88	-5.4%

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

Historical Days on Market Until Sale by Month

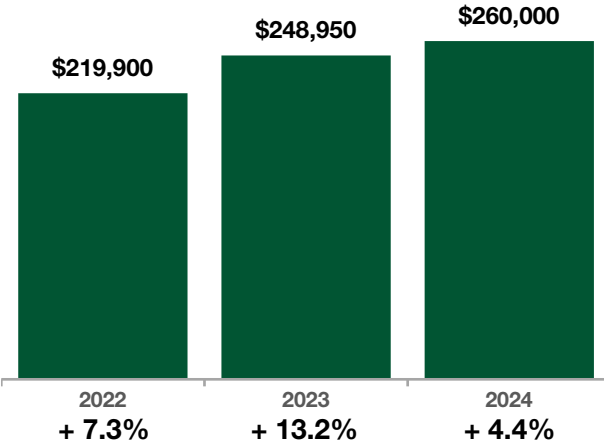


Median Sales Price

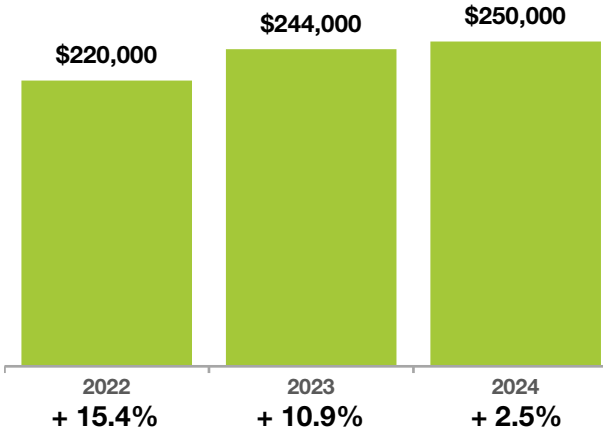
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



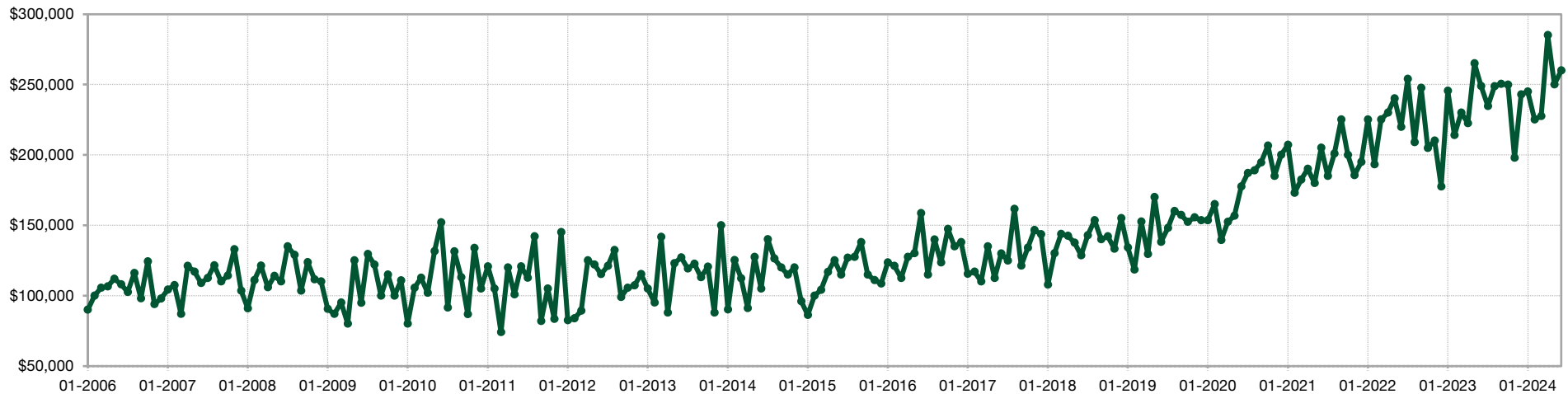
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
March 2024	\$227,500	\$229,950	-1.1%
April 2024	\$285,000	\$222,500	+28.1%
May 2024	\$250,000	\$265,000	-5.7%
June 2024	\$260,000	\$248,950	+4.4%
12-Month Med*	\$244,600	\$230,000	+6.3%

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

Historical Median Sales Price by Month

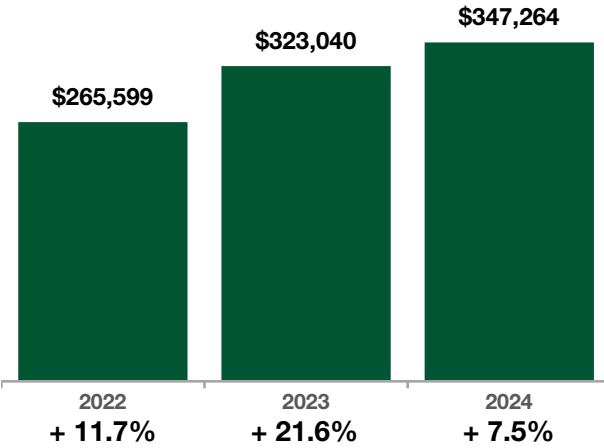


Average Sales Price

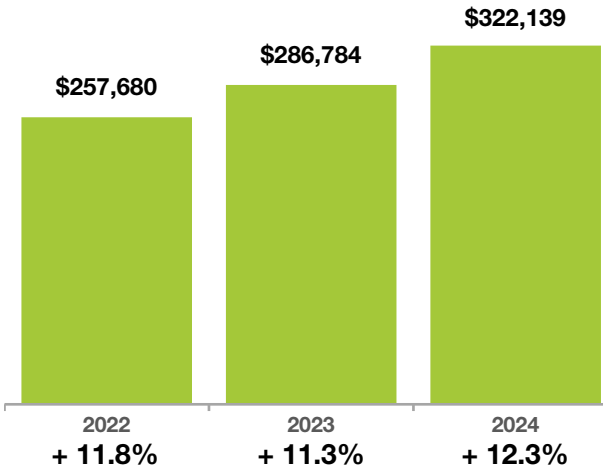
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



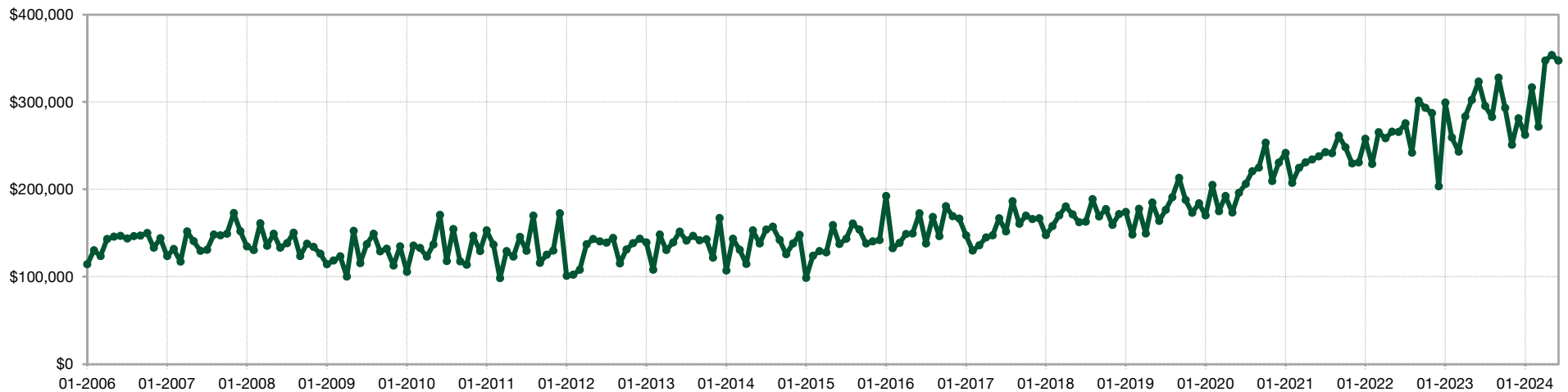
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$316,625	\$259,102	+22.2%
March 2024	\$271,544	\$243,114	+11.7%
April 2024	\$347,217	\$283,299	+22.6%
May 2024	\$353,599	\$302,032	+17.1%
June 2024	\$347,264	\$323,040	+7.5%
12-Month Avg*	\$302,413	\$278,106	+8.7%

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

Historical Average Sales Price by Month

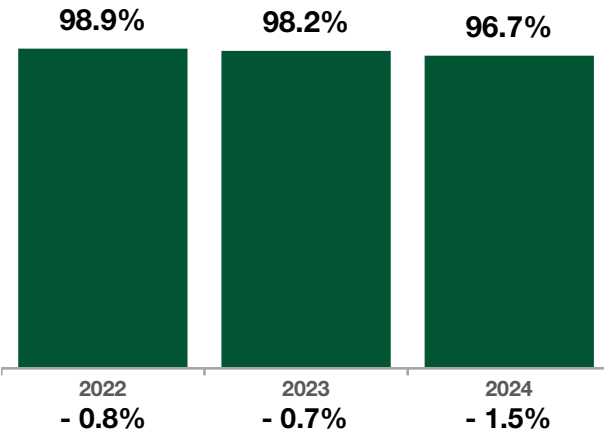


Percent of List Price Received

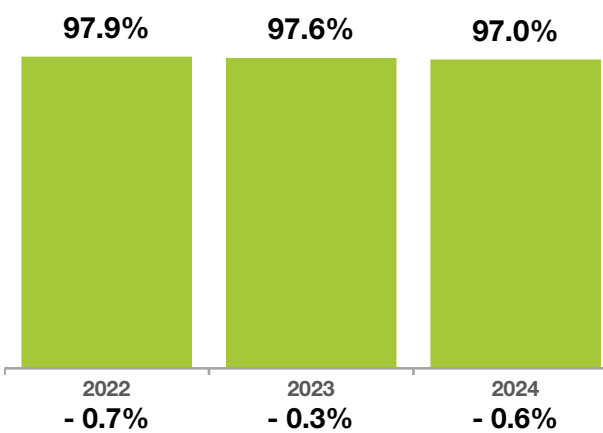
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



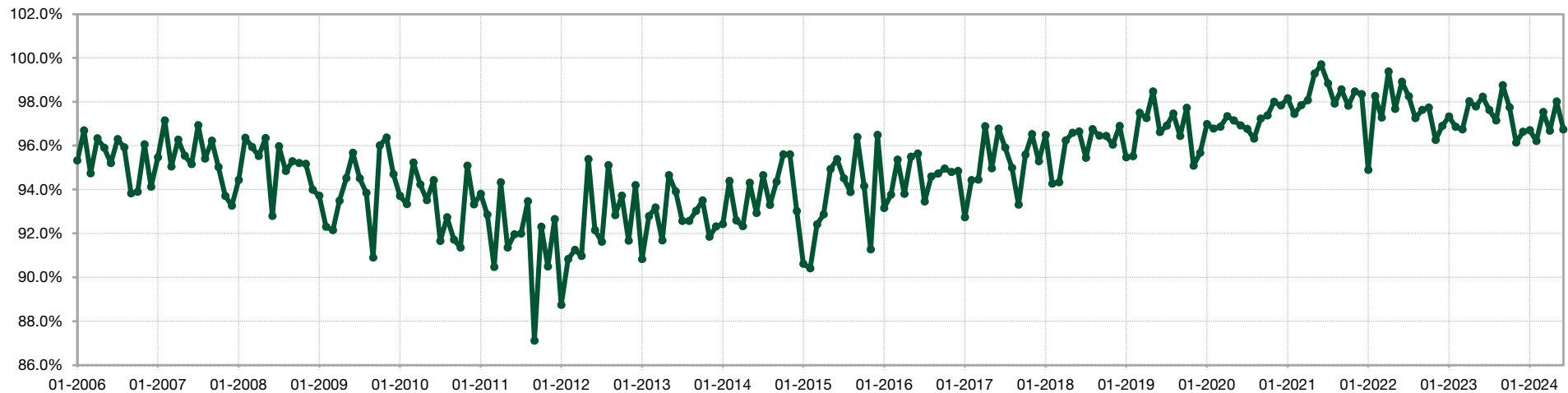
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.2%	96.9%	-0.7%
March 2024	97.5%	96.7%	+0.8%
April 2024	96.7%	98.0%	-1.3%
May 2024	98.0%	97.8%	+0.2%
June 2024	96.7%	98.2%	-1.5%
12-Month Avg*	97.2%	97.5%	-0.3%

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

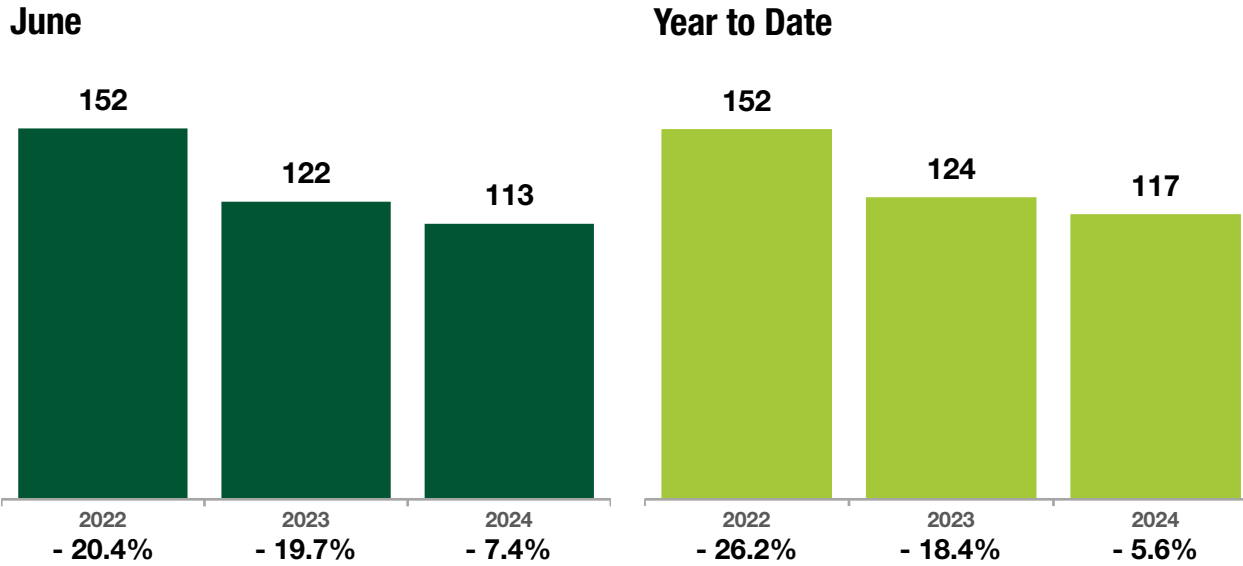
Historical Percent of List Price Received by Month



Housing Affordability Index

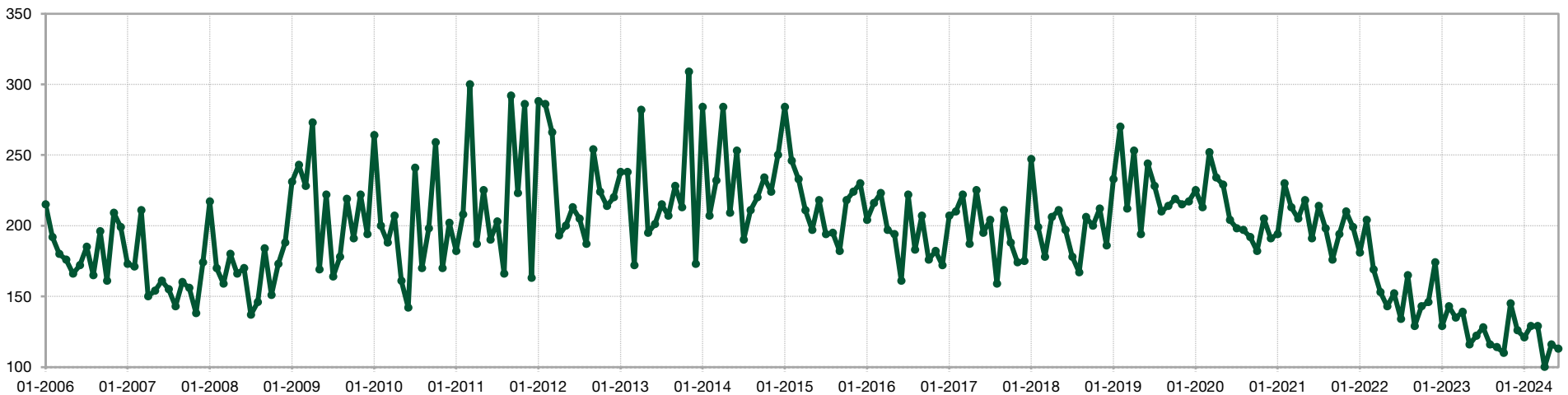


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



	Affordability Index	Prior Year	Percent Change
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%
April 2024	100	139	-28.1%
May 2024	116	116	0.0%
June 2024	113	122	-7.4%
12-Month Avg	121	140	-13.6%

Historical Housing Affordability Index by Month

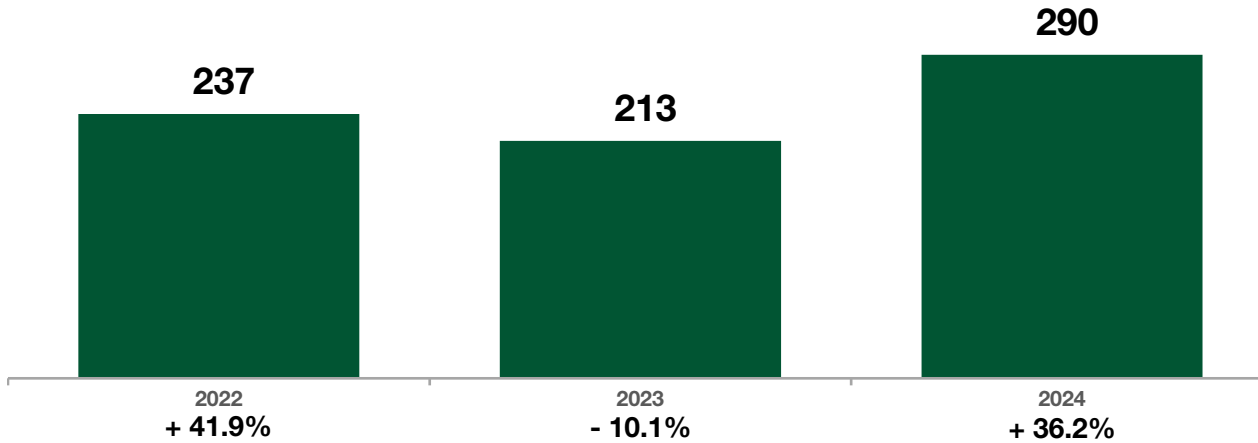


Inventory of Homes for Sale

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



June



	Homes for Sale	Prior Year	Percent Change
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	279	254	+9.8%
December 2023	258	240	+7.5%
January 2024	262	236	+11.0%
February 2024	261	217	+20.3%
March 2024	285	206	+38.3%
April 2024	291	190	+53.2%
May 2024	278	205	+35.6%
June 2024	290	213	+36.2%
12-Month Avg*	264	233	+13.3%

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

Historical Inventory of Homes for Sale by Month

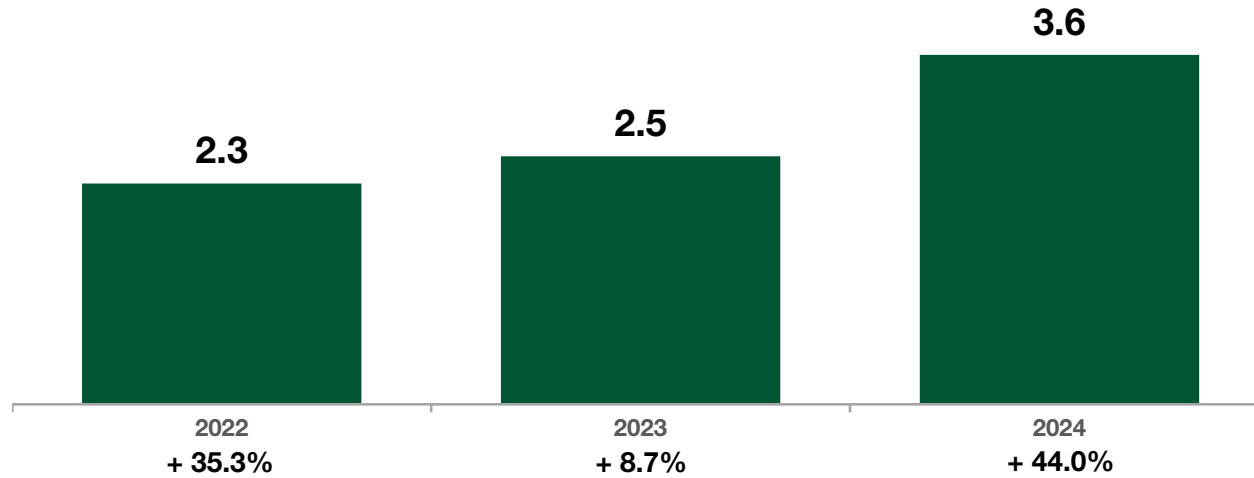


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	3.6	2.3	+56.5%
April 2024	3.7	2.2	+68.2%
May 2024	3.5	2.4	+45.8%
June 2024	3.6	2.5	+44.0%
12-Month Avg*	3.3	2.5	+32.0%

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

Historical Months Supply of Inventory by Month

