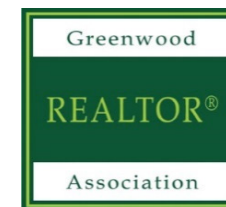


Monthly Indicators



October 2024

U.S. existing-home sales unexpectedly slipped 1.0% month-over-month and 3.5% year-over-year to a seasonally adjusted annual rate of 3.84 million, the lowest level in more than a decade, according to the National Association of REALTORS® (NAR). Prospective buyers have pulled back in recent months, despite lower mortgage rates and more home choices compared to the same time last year.

New Listings were down 39.2 percent to 76. Pending Sales decreased 1.4 percent to 72. Inventory shrank 39.4 percent to 258 units.

Prices moved higher as Median Sales Price was up 12.0 percent to \$280,000. Days on Market increased 33.8 percent to 91 days. Months Supply of Inventory was down 39.6 percent to 3.2 months.

There were 1.39 million homes for sale heading into October, a 1.5% increase from the previous month and a 23% increase from the same period last year, for a 4.3-month supply at the current sales pace, according to NAR. Even with improving supply and the slower sales pace, home prices have continued to rise nationwide, with NAR reporting a median existing-home price of \$404,500 as of last measure, a 3% increase from one year ago.

Quick Facts

| | | |
|---|---|--|
| + 8.6% | + 12.0% | - 39.6% |
| 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 |
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| Average Sales Price | 8 |
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| Housing Affordability Index | 10 |
| Inventory of Homes for Sale | 11 |
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Market Overview

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



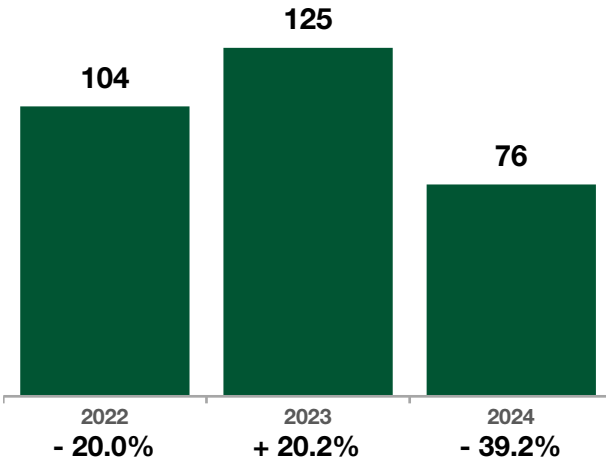
| Key Metrics | Historical Sparkbars | | | 10-2023 | 10-2024 | Percent Change | YTD 2023 | YTD 2024 | Percent Change |
|-----------------------------|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 10-2022 | 10-2023 | 10-2024 | | | | | | |
| New Listings | | | | 125 | 76 | - 39.2% | 1,079 | 1,147 | + 6.3% |
| Pending Sales | | | | 73 | 72 | - 1.4% | 856 | 821 | - 4.1% |
| Closed Sales | | | | 70 | 76 | + 8.6% | 831 | 781 | - 6.0% |
| Days on Market | | | | 68 | 91 | + 33.8% | 97 | 96 | - 1.0% |
| Median Sales Price | | | | \$249,900 | \$280,000 | + 12.0% | \$245,000 | \$254,123 | + 3.7% |
| Average Sales Price | | | | \$293,300 | \$372,985 | + 27.2% | \$291,820 | \$322,151 | + 10.4% |
| Pct. of List Price Received | | | | 97.7% | 97.9% | + 0.2% | 97.7% | 97.2% | - 0.5% |
| Housing Affordability Index | | | | 110 | 109 | - 0.9% | 112 | 121 | + 8.0% |
| Inventory of Homes for Sale | | | | 426 | 258 | - 39.4% | -- | -- | -- |
| Months Supply of Inventory | | | | 5.3 | 3.2 | - 39.6% | -- | -- | -- |

New Listings

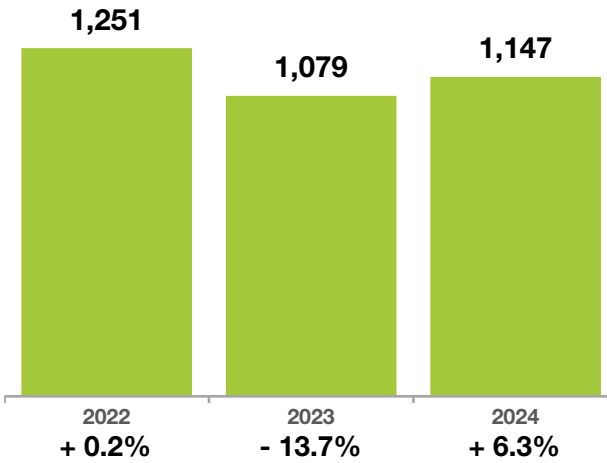
A count of the properties that have been newly listed on the market in a given month.



October

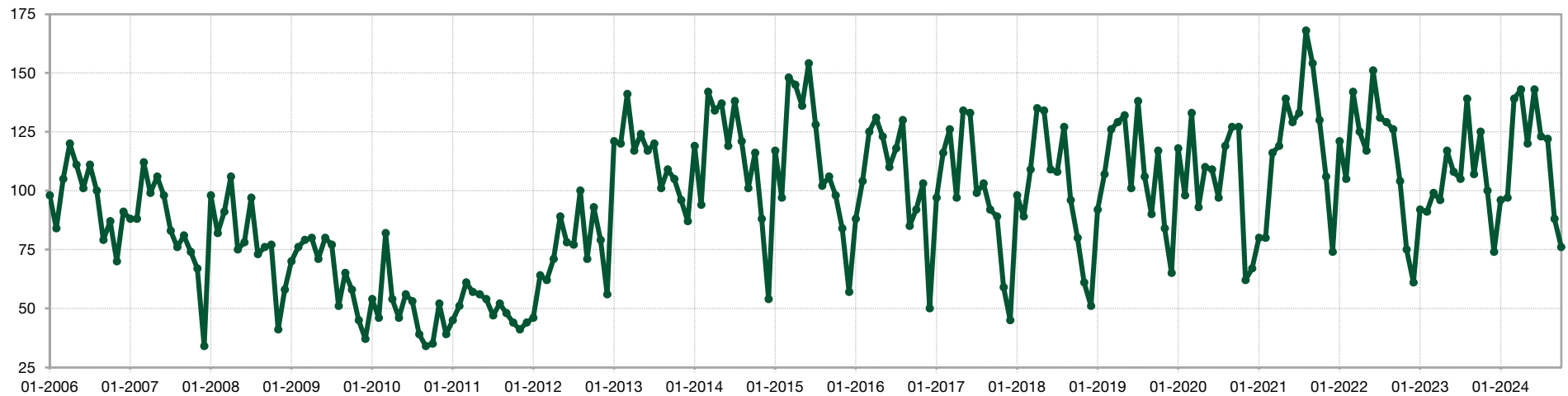


Year to Date



| | New Listings | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| November 2023 | 100 | 75 | +33.3% |
| December 2023 | 74 | 61 | +21.3% |
| January 2024 | 96 | 92 | +4.3% |
| February 2024 | 97 | 91 | +6.6% |
| March 2024 | 139 | 99 | +40.4% |
| April 2024 | 143 | 96 | +49.0% |
| May 2024 | 120 | 117 | +2.6% |
| June 2024 | 143 | 108 | +32.4% |
| July 2024 | 123 | 105 | +17.1% |
| August 2024 | 122 | 139 | -12.2% |
| September 2024 | 88 | 107 | -17.8% |
| October 2024 | 76 | 125 | -39.2% |
| 12-Month Avg | 110 | 101 | +9.0% |

Historical New Listings by Month

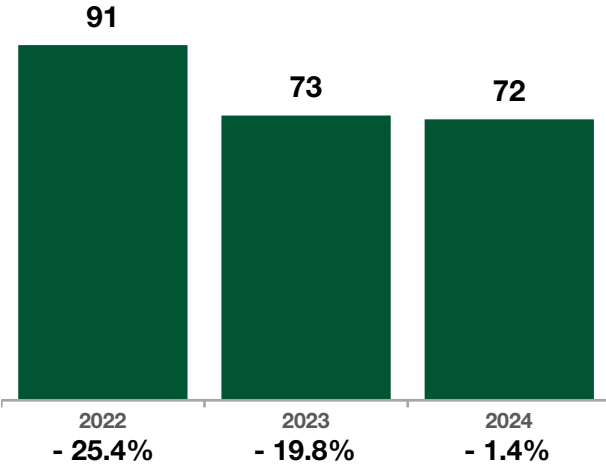


Pending Sales

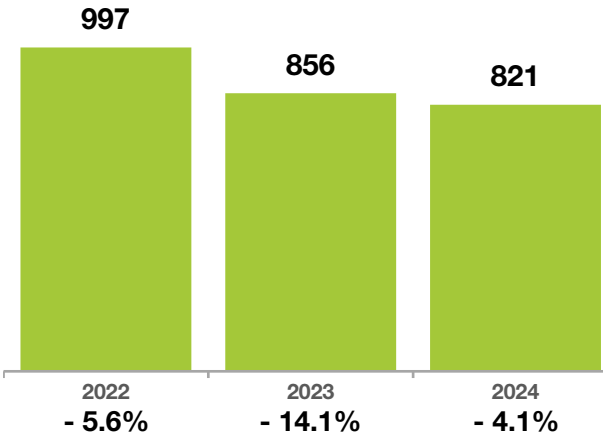
A count of the properties on which offers have been accepted in a given month.



October

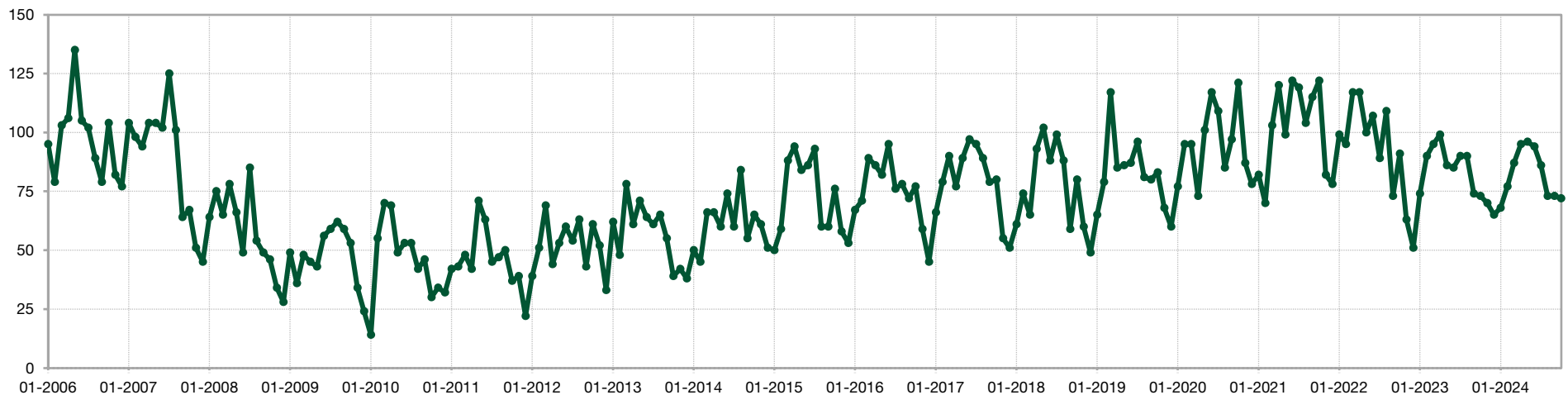


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|---------------------|---------------|------------|----------------|
| November 2023 | 70 | 63 | +11.1% |
| December 2023 | 65 | 51 | +27.5% |
| January 2024 | 68 | 74 | -8.1% |
| February 2024 | 77 | 90 | -14.4% |
| March 2024 | 87 | 95 | -8.4% |
| April 2024 | 95 | 99 | -4.0% |
| May 2024 | 96 | 86 | +11.6% |
| June 2024 | 94 | 85 | +10.6% |
| July 2024 | 86 | 90 | -4.4% |
| August 2024 | 73 | 90 | -18.9% |
| September 2024 | 73 | 74 | -1.4% |
| October 2024 | 72 | 73 | -1.4% |
| 12-Month Avg | 80 | 81 | -1.6% |

Historical Pending Sales by Month

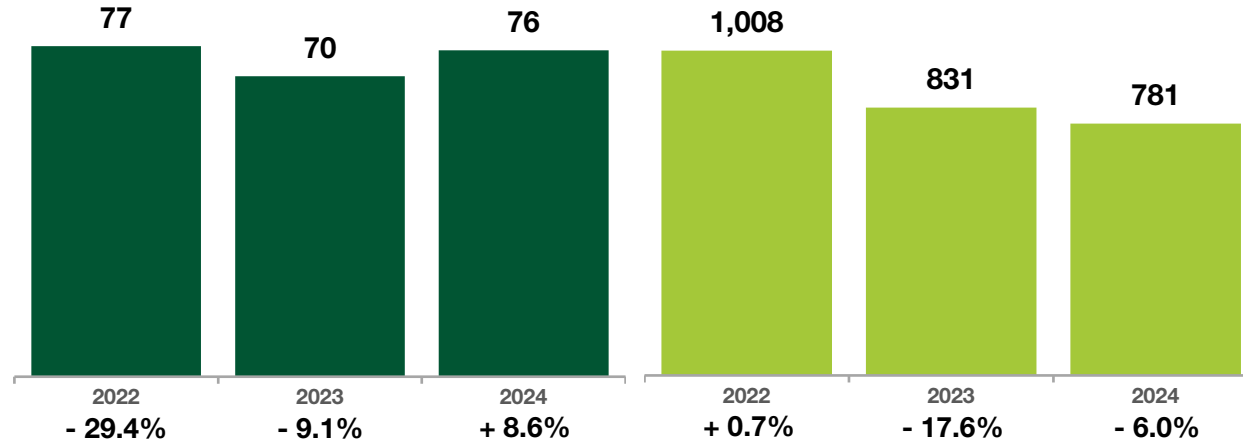


Closed Sales

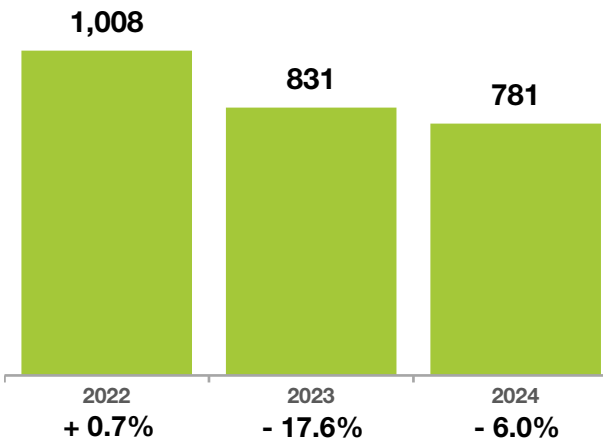
A count of the actual sales that closed in a given month.



October

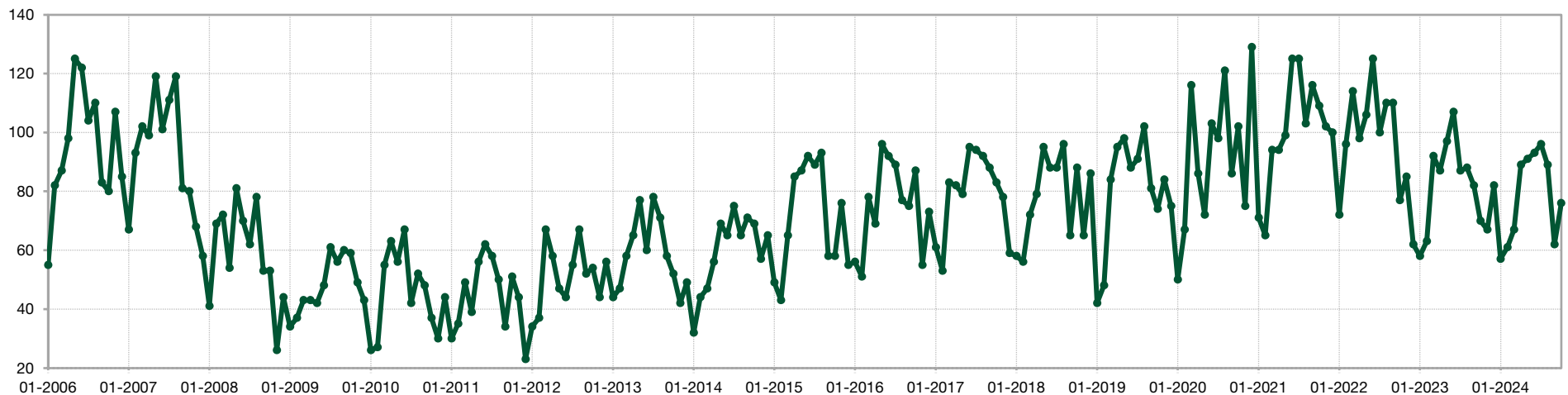


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| November 2023 | 67 | 85 | -21.2% |
| December 2023 | 82 | 62 | +32.3% |
| January 2024 | 57 | 58 | -1.7% |
| February 2024 | 61 | 63 | -3.2% |
| March 2024 | 67 | 92 | -27.2% |
| April 2024 | 89 | 87 | +2.3% |
| May 2024 | 91 | 97 | -6.2% |
| June 2024 | 93 | 107 | -13.1% |
| July 2024 | 96 | 87 | +10.3% |
| August 2024 | 89 | 88 | +1.1% |
| September 2024 | 62 | 82 | -24.4% |
| October 2024 | 76 | 70 | +8.6% |
| 12-Month Avg | 78 | 82 | -5.5% |

Historical Closed Sales by Month

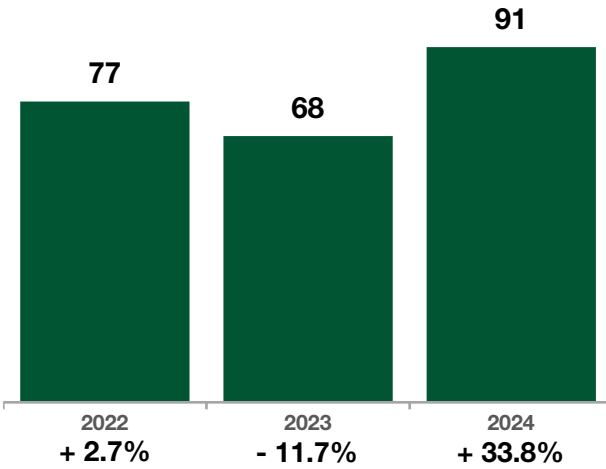


Days on Market Until Sale

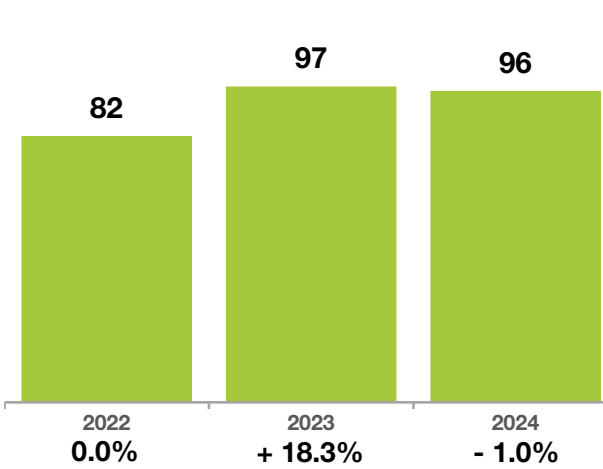
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



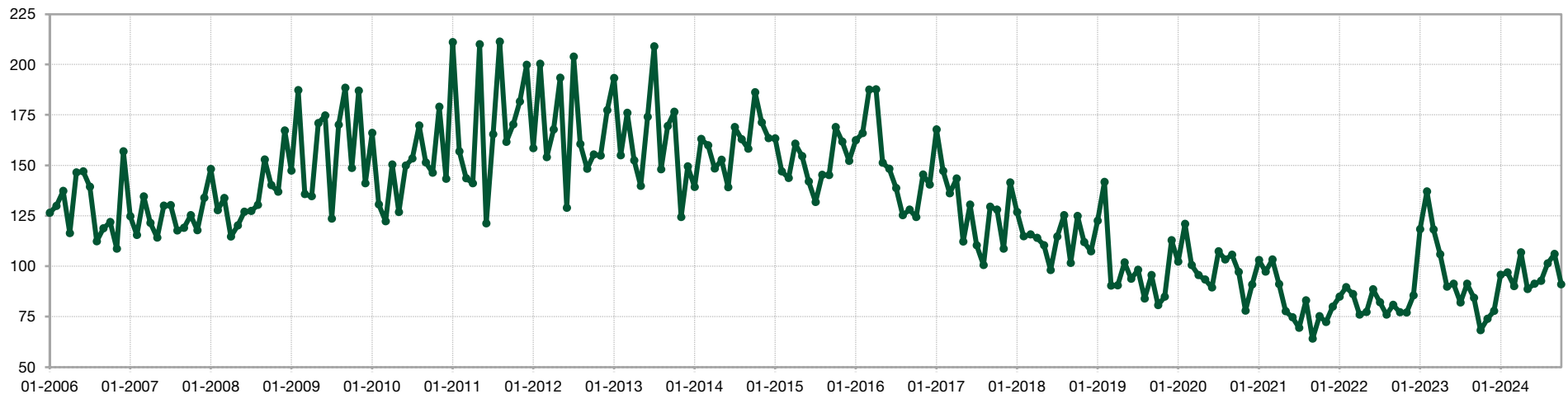
Year to Date



| Days on Market | Prior Year | Percent Change | |
|---------------------|------------|----------------|---------------|
| 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% |
| April 2024 | 107 | 106 | +0.9% |
| May 2024 | 89 | 90 | -1.1% |
| June 2024 | 91 | 91 | 0.0% |
| July 2024 | 93 | 82 | +13.4% |
| August 2024 | 101 | 91 | +11.0% |
| September 2024 | 106 | 84 | +26.2% |
| October 2024 | 91 | 68 | +33.8% |
| 12-Month Avg* | 93 | 95 | -2.1% |

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

Historical Days on Market Until Sale by Month

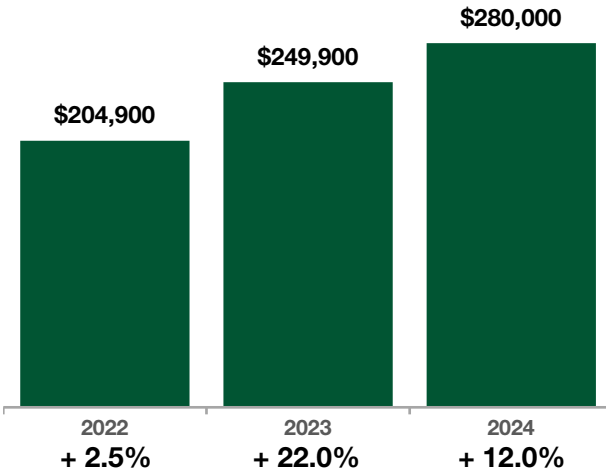


Median Sales Price

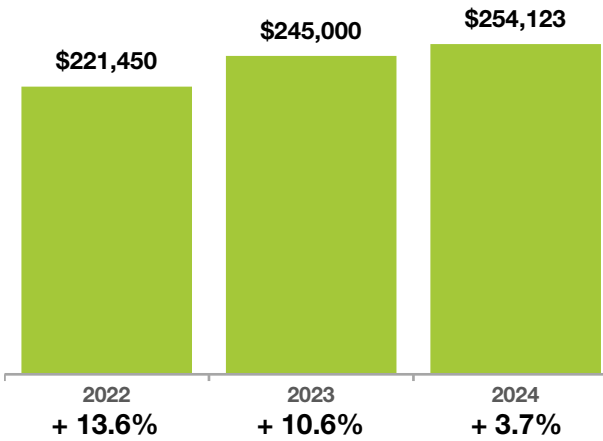
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



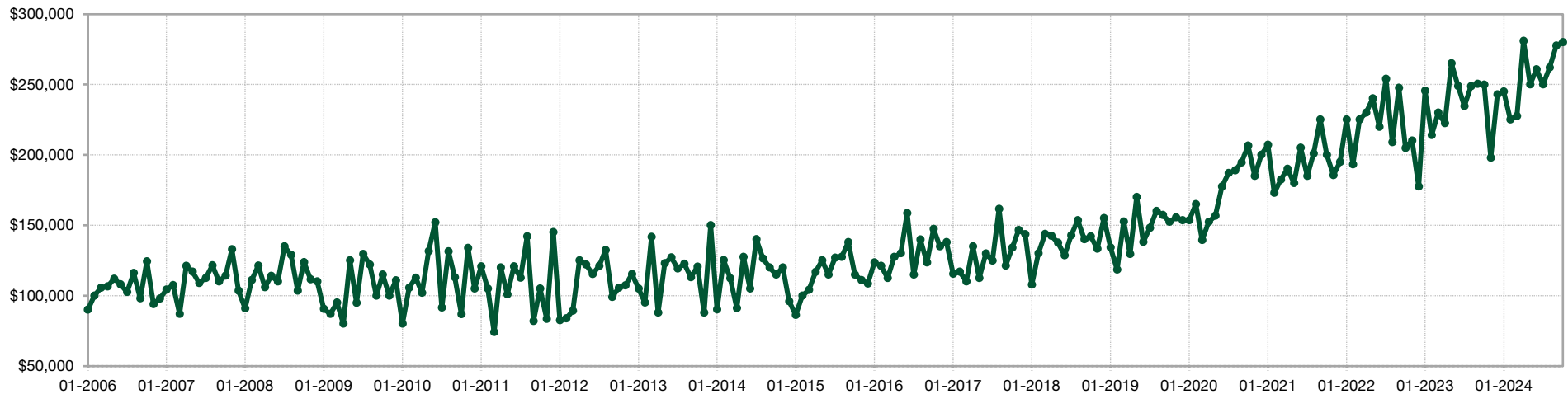
Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|---------------------|--------------------|------------------|----------------|
| 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 | \$281,000 | \$222,500 | +26.3% |
| May 2024 | \$250,000 | \$265,000 | -5.7% |
| June 2024 | \$260,750 | \$248,950 | +4.7% |
| July 2024 | \$250,000 | \$234,700 | +6.5% |
| August 2024 | \$262,000 | \$248,750 | +5.3% |
| September 2024 | \$277,500 | \$250,450 | +10.8% |
| October 2024 | \$280,000 | \$249,900 | +12.0% |
| 12-Month Med* | \$250,000 | \$238,450 | +4.8% |

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

Historical Median Sales Price by Month

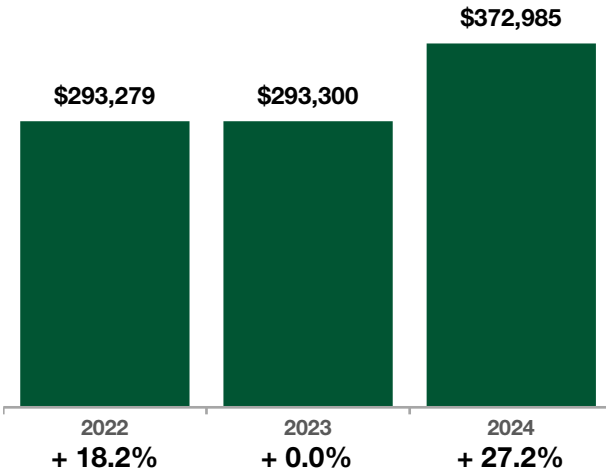


Average Sales Price

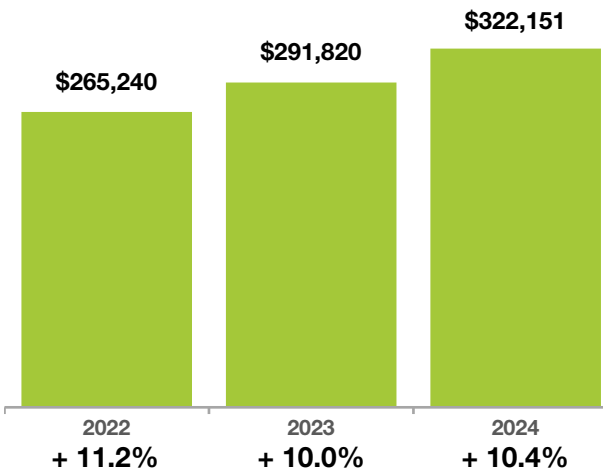
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



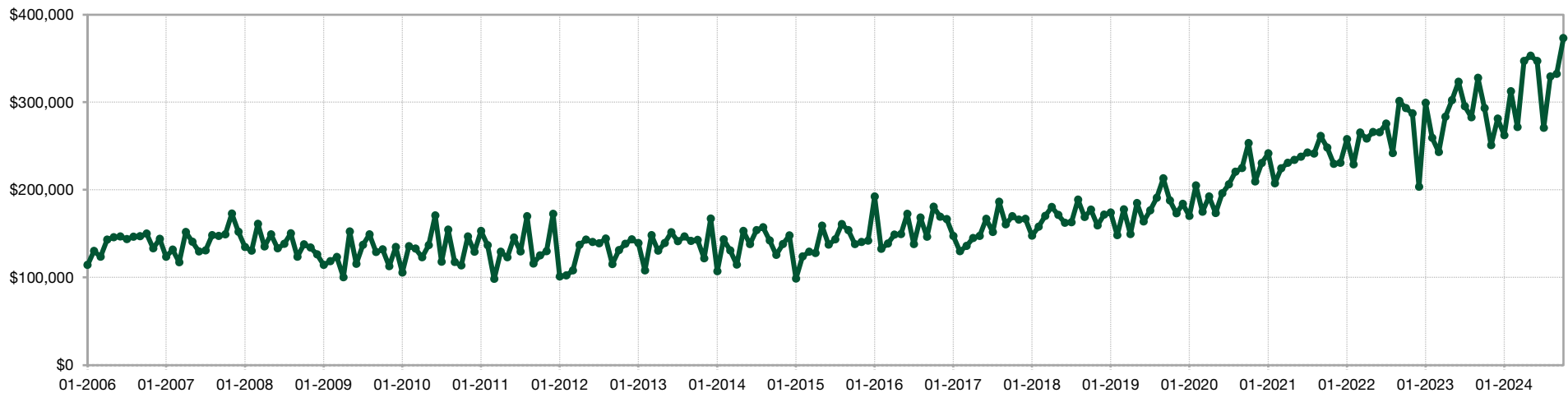
Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|---------------------|------------------|------------------|----------------|
| 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 | \$312,432 | \$259,102 | +20.6% |
| March 2024 | \$271,544 | \$243,114 | +11.7% |
| April 2024 | \$346,850 | \$283,299 | +22.4% |
| May 2024 | \$352,781 | \$302,032 | +16.8% |
| June 2024 | \$346,863 | \$323,040 | +7.4% |
| July 2024 | \$270,516 | \$295,374 | -8.4% |
| August 2024 | \$329,041 | \$282,519 | +16.5% |
| September 2024 | \$332,152 | \$327,540 | +1.4% |
| October 2024 | \$372,985 | \$293,300 | +27.2% |
| 12-Month Avg* | \$310,761 | \$285,768 | +8.7% |

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

Historical Average Sales Price by Month

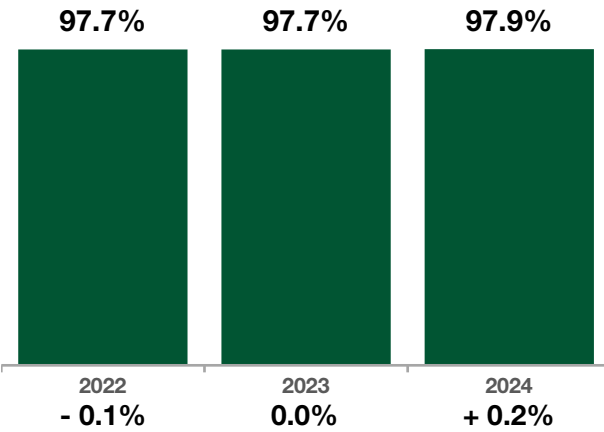


Percent of List Price Received

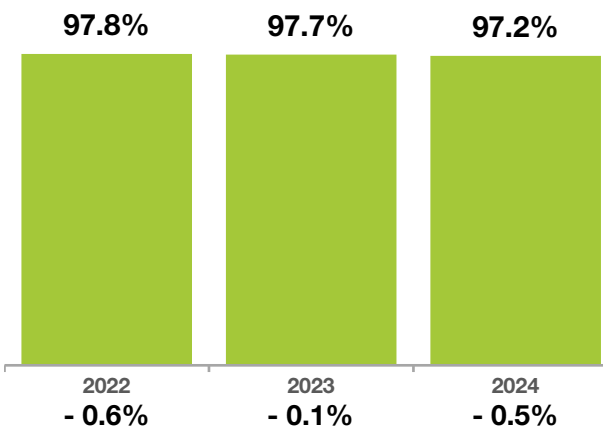
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



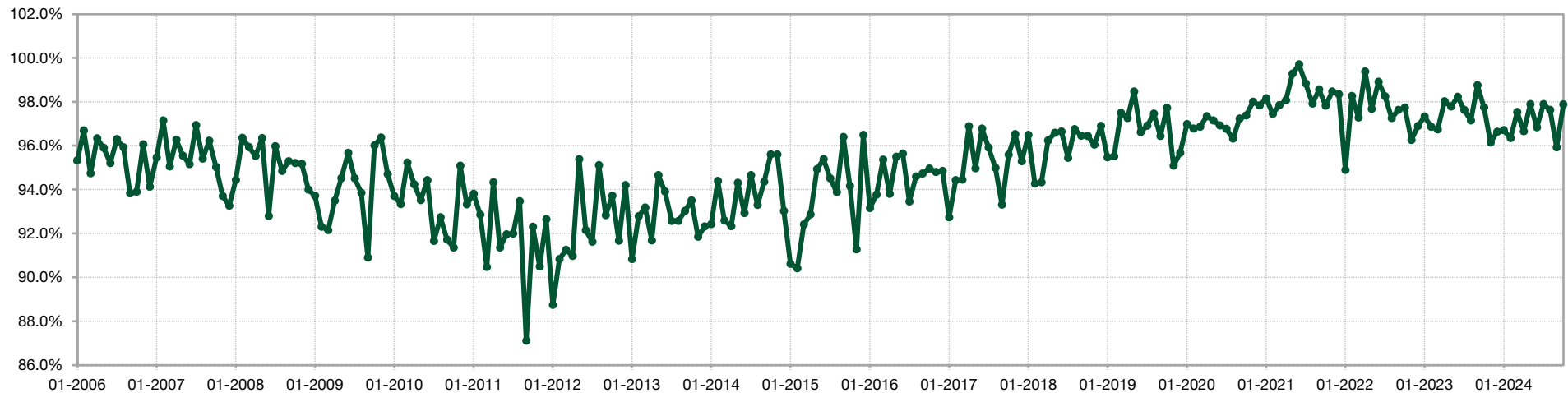
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|---------------------|-----------------------------|--------------|----------------|
| 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 | 96.3% | 96.9% | -0.6% |
| March 2024 | 97.5% | 96.7% | +0.8% |
| April 2024 | 96.7% | 98.0% | -1.3% |
| May 2024 | 97.9% | 97.8% | +0.1% |
| June 2024 | 96.8% | 98.2% | -1.4% |
| July 2024 | 97.9% | 97.6% | +0.3% |
| August 2024 | 97.6% | 97.1% | +0.5% |
| September 2024 | 95.9% | 98.8% | -2.9% |
| October 2024 | 97.9% | 97.7% | +0.2% |
| 12-Month Avg* | 97.1% | 97.5% | -0.4% |

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

Historical Percent of List Price Received by Month

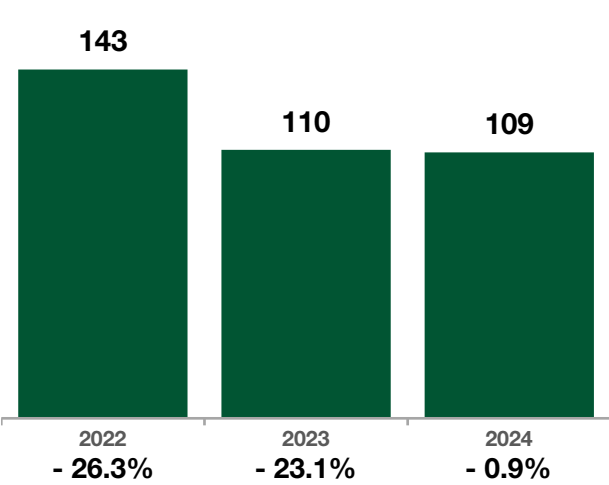


Housing Affordability Index

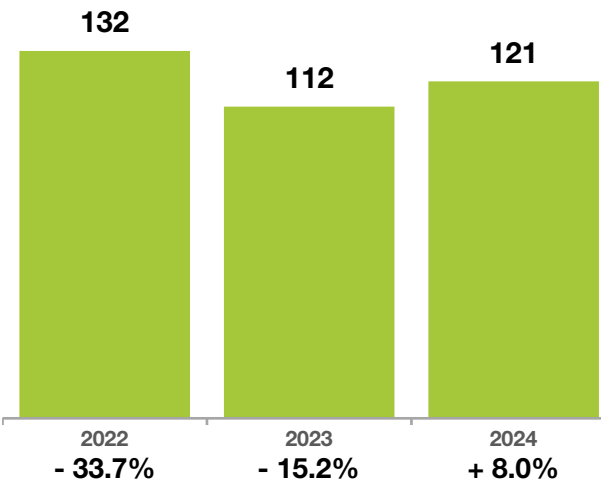


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

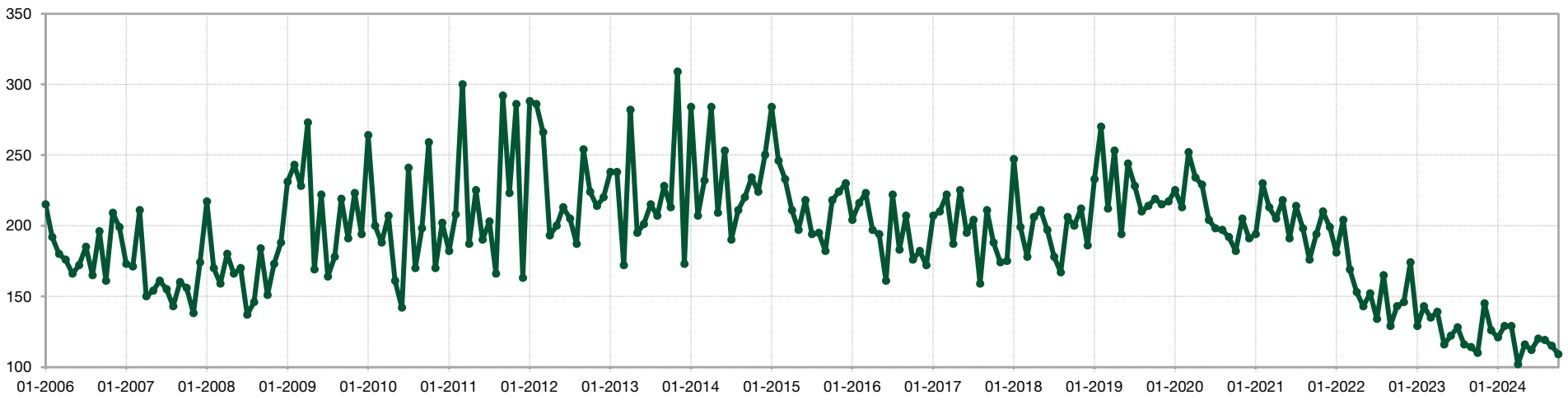


Year to Date



| | Affordability Index | Prior Year | Percent Change |
|---------------------|---------------------|------------|----------------|
| 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 | 102 | 139 | -26.6% |
| May 2024 | 116 | 116 | 0.0% |
| June 2024 | 112 | 122 | -8.2% |
| July 2024 | 120 | 128 | -6.3% |
| August 2024 | 119 | 116 | +2.6% |
| September 2024 | 115 | 114 | +0.9% |
| October 2024 | 109 | 110 | -0.9% |
| 12-Month Avg | 120 | 131 | -8.2% |

Historical Housing Affordability Index by Month

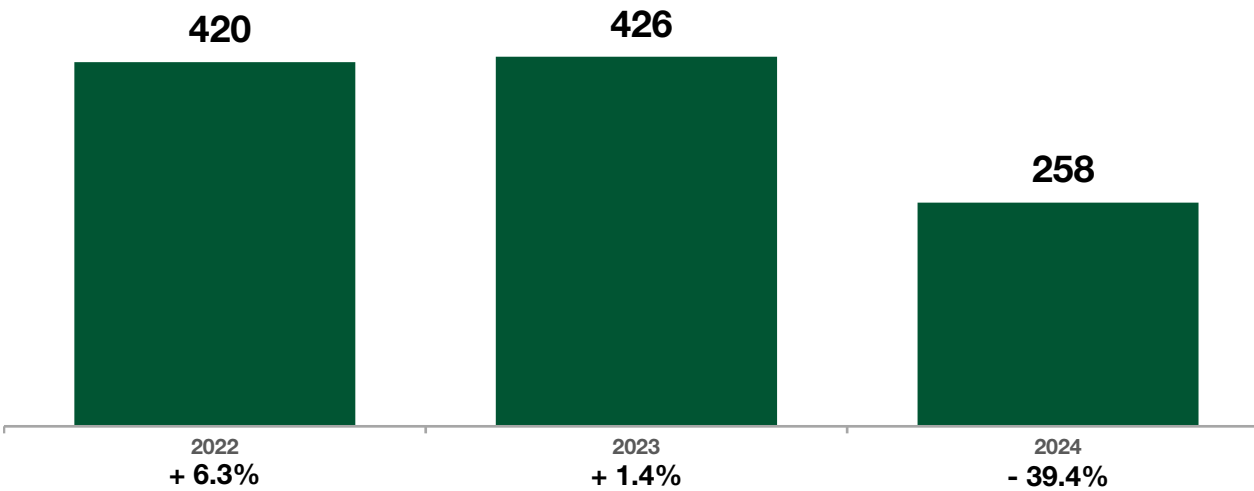


Inventory of Homes for Sale

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



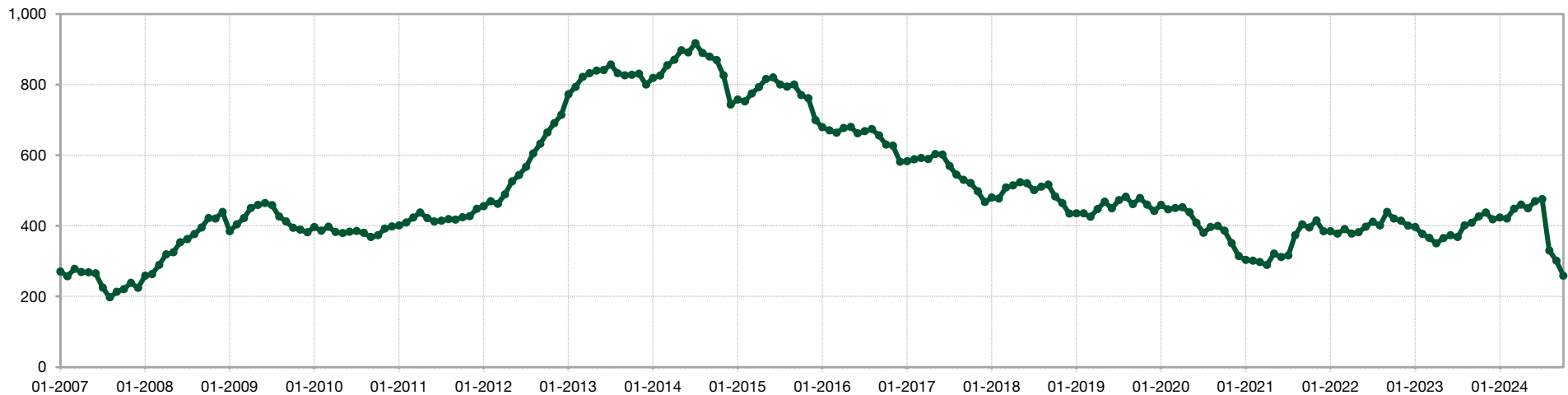
October



| | Homes for Sale | Prior Year | Percent Change |
|---------------------|----------------|------------|----------------|
| November 2023 | 437 | 414 | +5.6% |
| December 2023 | 418 | 400 | +4.5% |
| January 2024 | 423 | 396 | +6.8% |
| February 2024 | 420 | 377 | +11.4% |
| March 2024 | 448 | 366 | +22.4% |
| April 2024 | 460 | 350 | +31.4% |
| May 2024 | 449 | 365 | +23.0% |
| June 2024 | 469 | 373 | +25.7% |
| July 2024 | 475 | 368 | +29.1% |
| August 2024 | 330 | 401 | -17.7% |
| September 2024 | 301 | 408 | -26.2% |
| October 2024 | 258 | 426 | -39.4% |
| 12-Month Avg* | 407 | 387 | +5.2% |

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

Historical Inventory of Homes for Sale by Month

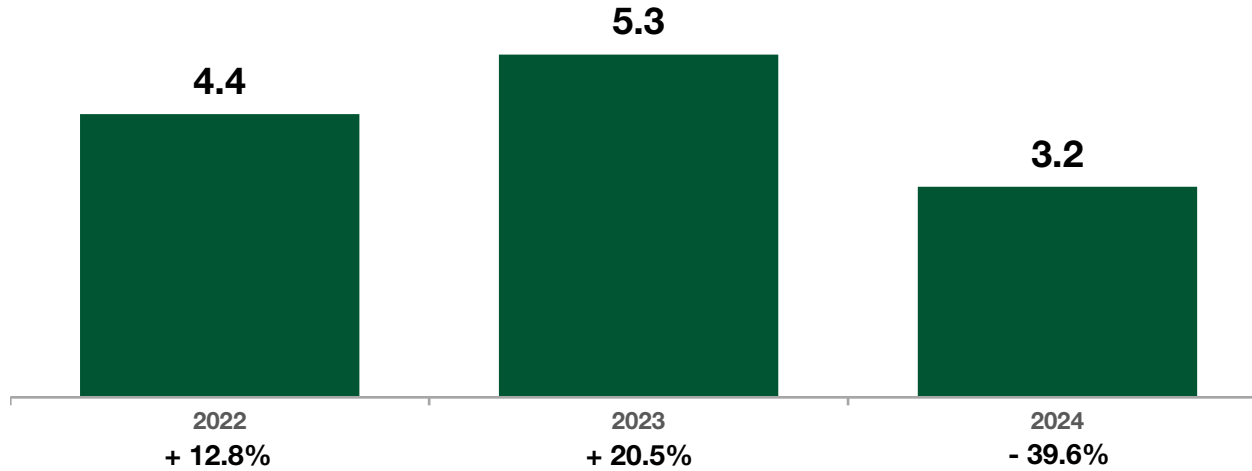


Months Supply of Inventory

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.



October



| Months Supply | | Prior Year | Percent Change |
|---------------------|------------|------------|----------------|
| November 2023 | 5.4 | 4.4 | +22.7% |
| December 2023 | 5.1 | 4.3 | +18.6% |
| January 2024 | 5.2 | 4.4 | +18.2% |
| February 2024 | 5.2 | 4.2 | +23.8% |
| March 2024 | 5.6 | 4.1 | +36.6% |
| April 2024 | 5.8 | 4.0 | +45.0% |
| May 2024 | 5.6 | 4.3 | +30.2% |
| June 2024 | 5.7 | 4.5 | +26.7% |
| July 2024 | 5.8 | 4.4 | +31.8% |
| August 2024 | 4.1 | 4.9 | -16.3% |
| September 2024 | 3.8 | 5.0 | -24.0% |
| October 2024 | 3.2 | 5.3 | -39.6% |
| 12-Month Avg* | 5.0 | 4.5 | +11.1% |

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

Historical Months Supply of Inventory by Month

