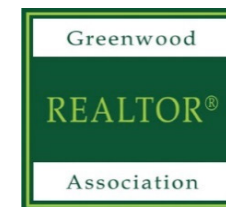


# Monthly Indicators



## November 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

New Listings were down 17.0 percent to 83. Pending Sales decreased 35.7 percent to 45. Inventory shrank 37.4 percent to 275 units.

Prices moved higher as Median Sales Price was up 28.3 percent to \$254,000. Days on Market increased 59.5 percent to 118 days. Months Supply of Inventory was down 35.2 percent to 3.5 months months.

The number of homes for sale continues to improve nationwide, climbing 0.7% month-over-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

## Quick Facts

**- 20.9%**      **+ 28.3%**      **- 35.2%**

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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Percent of List Price Received	9
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# Market Overview

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



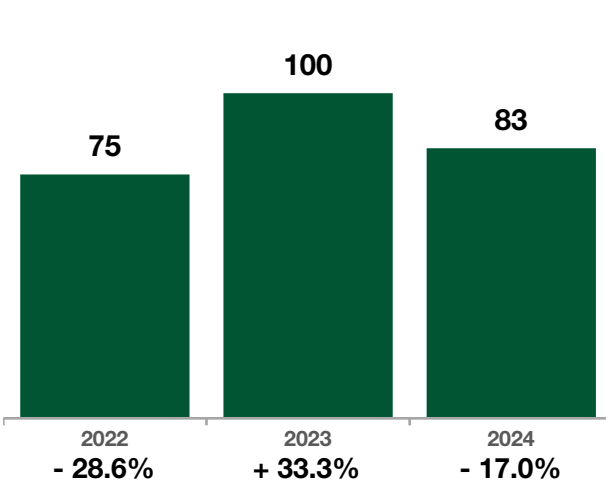
Key Metrics	Historical Sparkbars			11-2023	11-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	11-2022	11-2023	11-2024						
New Listings				100	<b>83</b>	- 17.0%	1,181	<b>1,241</b>	+ 5.1%
Pending Sales				70	<b>45</b>	- 35.7%	926	<b>878</b>	- 5.2%
Closed Sales				67	<b>53</b>	- 20.9%	898	<b>849</b>	- 5.5%
Days on Market				74	<b>118</b>	+ 59.5%	96	<b>97</b>	+ 1.0%
Median Sales Price				\$198,000	<b>\$254,000</b>	+ 28.3%	\$240,000	<b>\$253,150</b>	+ 5.5%
Average Sales Price				\$250,687	<b>\$316,607</b>	+ 26.3%	\$288,731	<b>\$320,552</b>	+ 11.0%
Pct. of List Price Received				96.1%	<b>96.5%</b>	+ 0.4%	97.5%	<b>97.2%</b>	- 0.3%
Housing Affordability Index				145	<b>118</b>	- 18.6%	120	<b>118</b>	- 1.7%
Inventory of Homes for Sale				439	<b>275</b>	- 37.4%	--	<b>--</b>	--
Months Supply of Inventory				5.4	<b>3.5</b>	- 35.2%	--	<b>--</b>	--

# New Listings

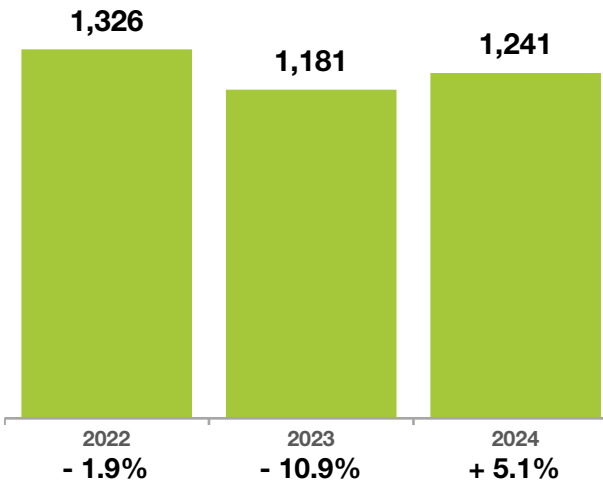
A count of the properties that have been newly listed on the market in a given month.



## November

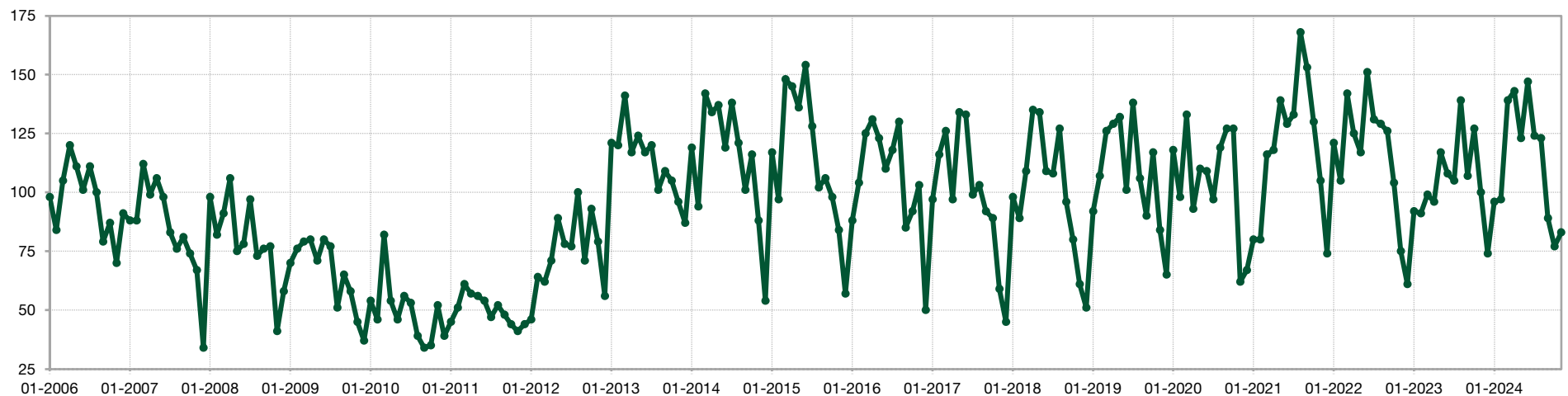


## Year to Date



	New Listings	Prior Year	Percent Change
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	123	117	+5.1%
June 2024	147	108	+36.1%
July 2024	124	105	+18.1%
August 2024	123	139	-11.5%
September 2024	89	107	-16.8%
October 2024	77	127	-39.4%
<b>November 2024</b>	<b>83</b>	<b>100</b>	<b>-17.0%</b>
12-Month Avg	110	104	+5.4%

## Historical New Listings by Month

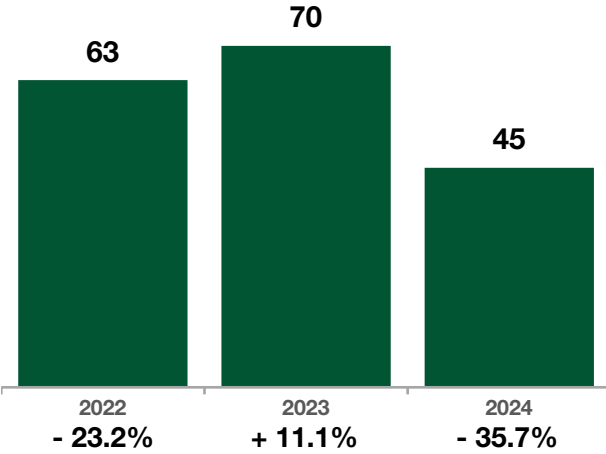


# Pending Sales

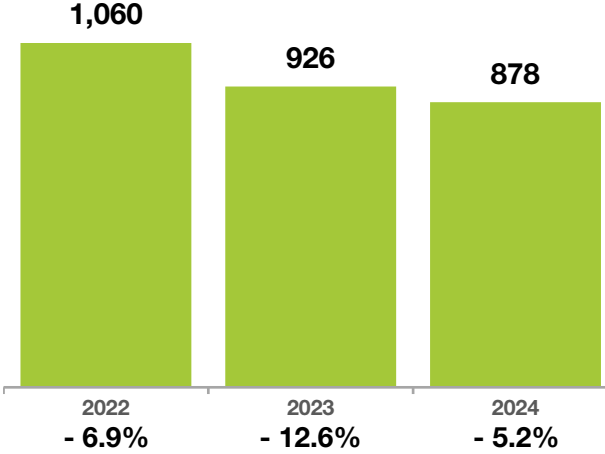
A count of the properties on which offers have been accepted in a given month.



## November

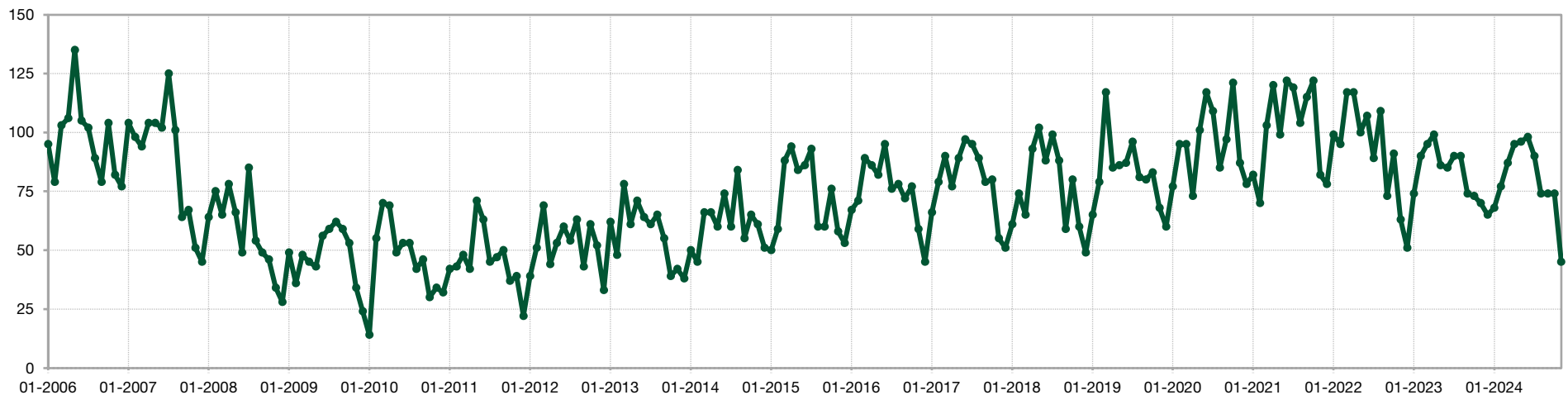


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	98	85	+15.3%
July 2024	90	90	0.0%
August 2024	74	90	-17.8%
September 2024	74	74	0.0%
October 2024	74	73	+1.4%
<b>November 2024</b>	<b>45</b>	<b>70</b>	<b>-35.7%</b>
12-Month Avg	79	81	-3.0%

## Historical Pending Sales by Month

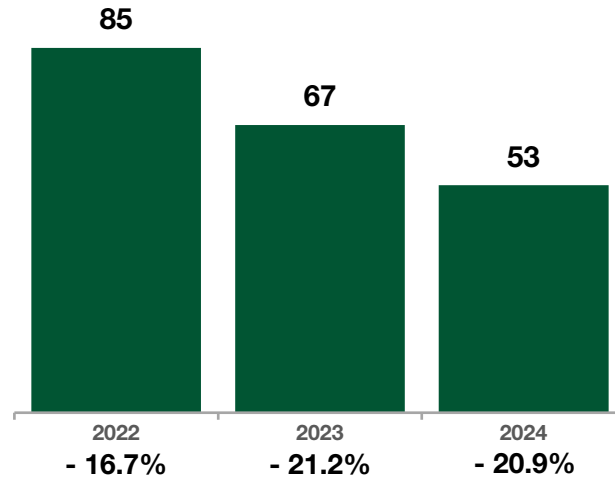


# Closed Sales

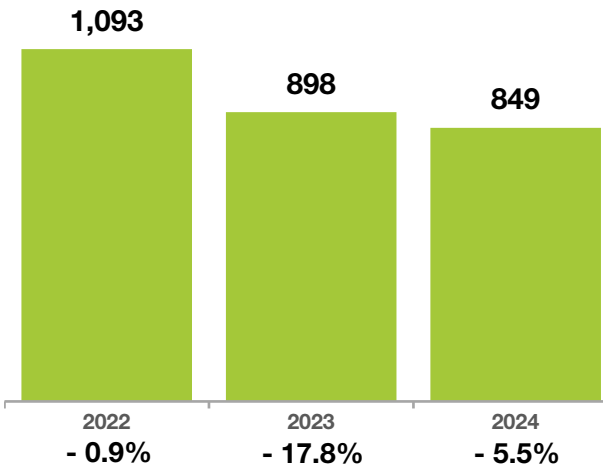
A count of the actual sales that closed in a given month.



## November

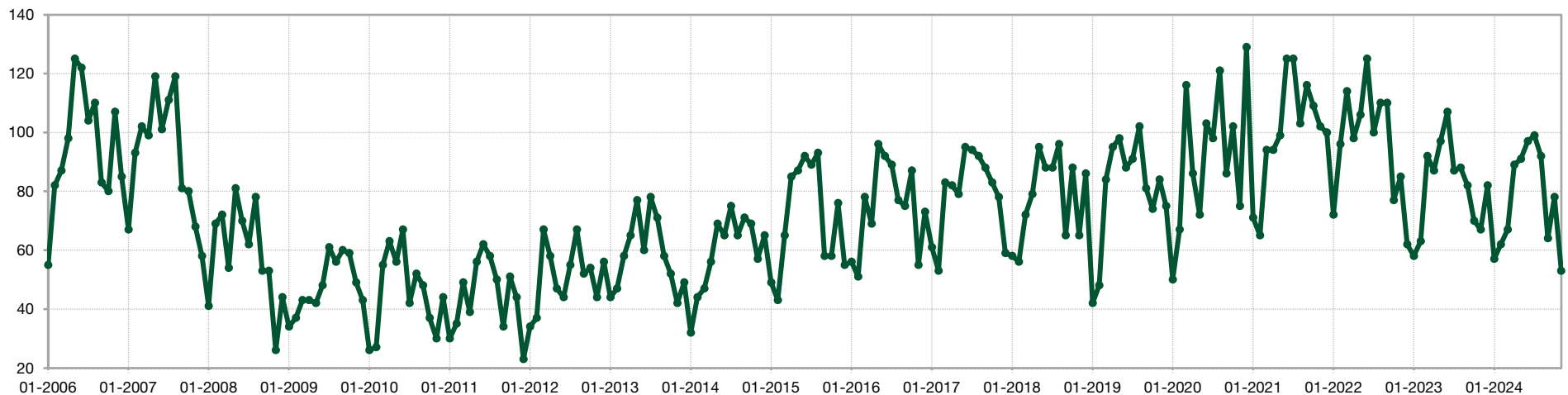


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2023	82	62	+32.3%
January 2024	57	58	-1.7%
February 2024	62	63	-1.6%
March 2024	67	92	-27.2%
April 2024	89	87	+2.3%
May 2024	91	97	-6.2%
June 2024	97	107	-9.3%
July 2024	99	87	+13.8%
August 2024	92	88	+4.5%
September 2024	64	82	-22.0%
October 2024	78	70	+11.4%
<b>November 2024</b>	<b>53</b>	<b>67</b>	<b>-20.9%</b>
12-Month Avg	78	80	-3.0%

## Historical Closed Sales by Month

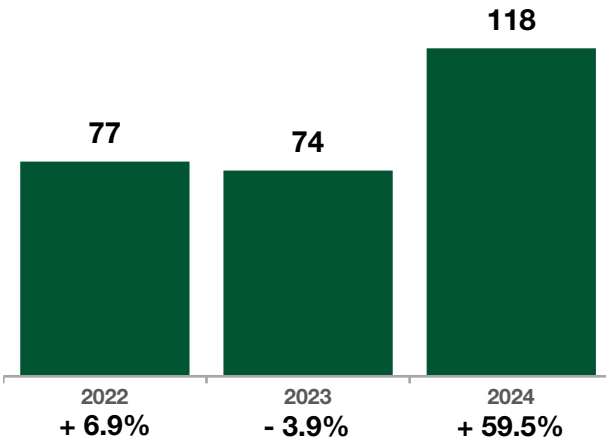


# Days on Market Until Sale

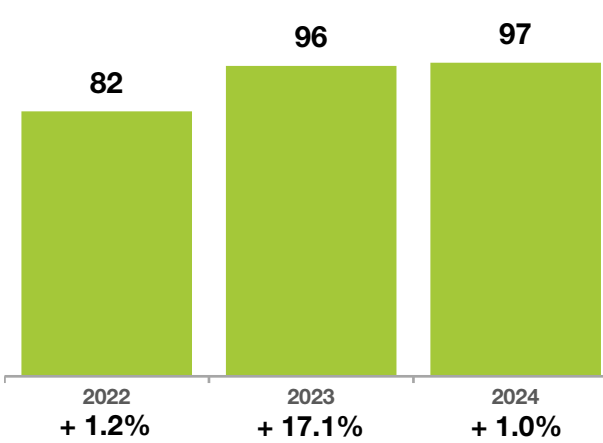
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



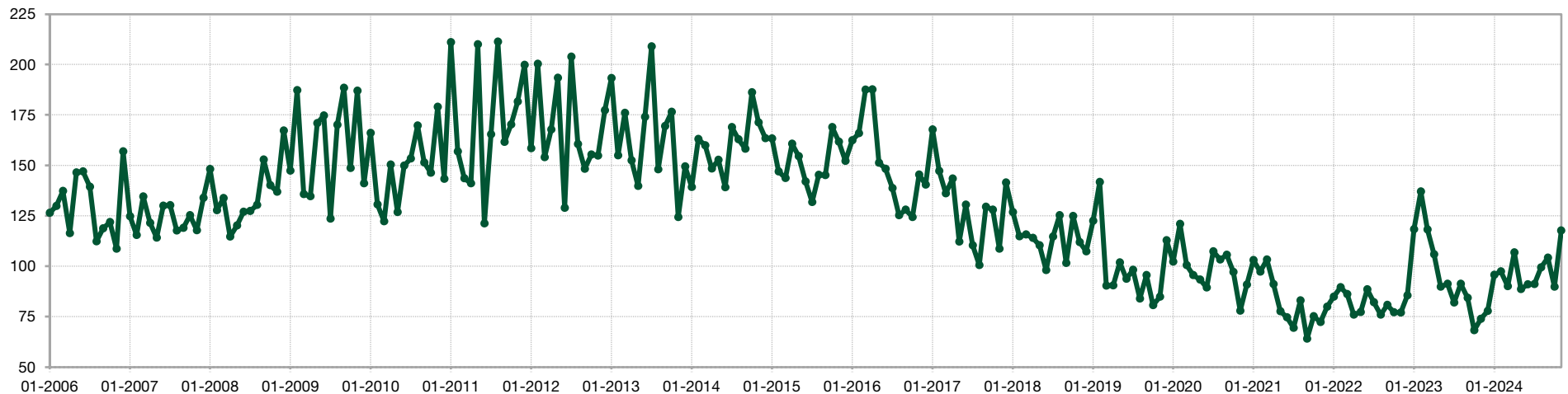
## Year to Date



Days on Market	Prior Year	Percent Change	
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	91	82	+11.0%
August 2024	99	91	+8.8%
September 2024	104	84	+23.8%
October 2024	90	68	+32.4%
<b>November 2024</b>	<b>118</b>	<b>74</b>	<b>+59.5%</b>
12-Month Avg*	95	95	0.0%

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

## Historical Days on Market Until Sale by Month

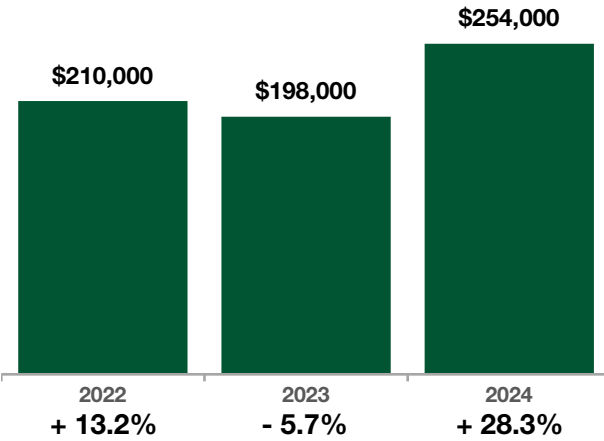


# Median Sales Price

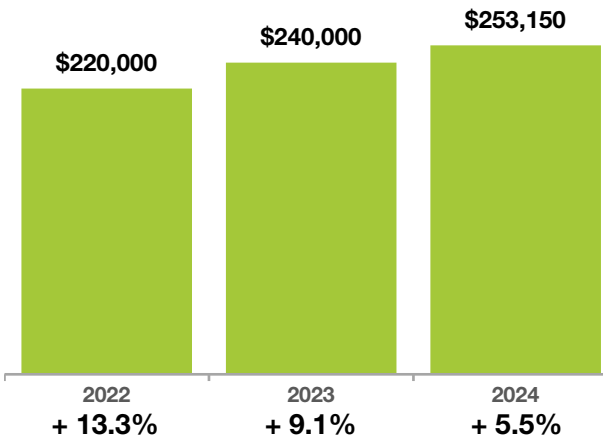
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



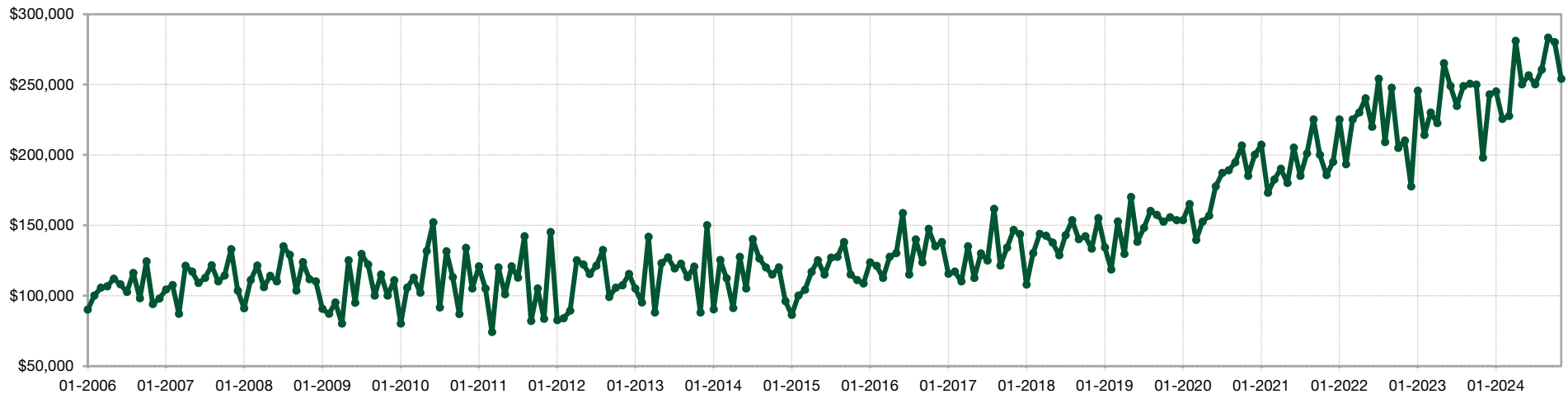
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2024	\$281,000	\$222,500	+26.3%
May 2024	\$250,000	\$265,000	-5.7%
June 2024	\$256,450	\$248,950	+3.0%
July 2024	\$250,000	\$234,700	+6.5%
August 2024	\$260,450	\$248,750	+4.7%
September 2024	\$283,100	\$250,450	+13.0%
October 2024	\$280,000	\$249,900	+12.0%
<b>November 2024</b>	<b>\$254,000</b>	<b>\$198,000</b>	<b>+28.3%</b>
12-Month Med*	\$251,000	\$235,000	+6.8%

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

## Historical Median Sales Price by Month

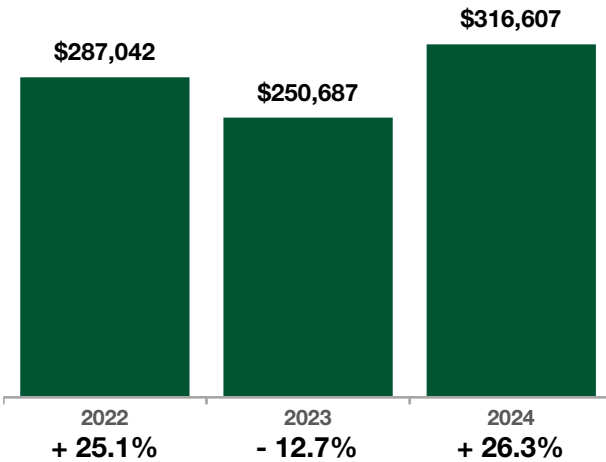


# Average Sales Price

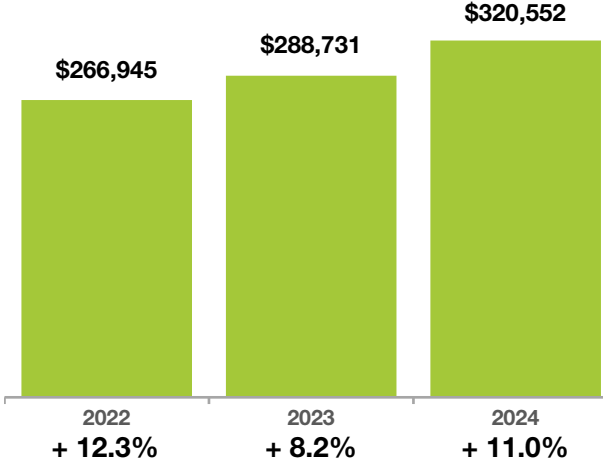
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



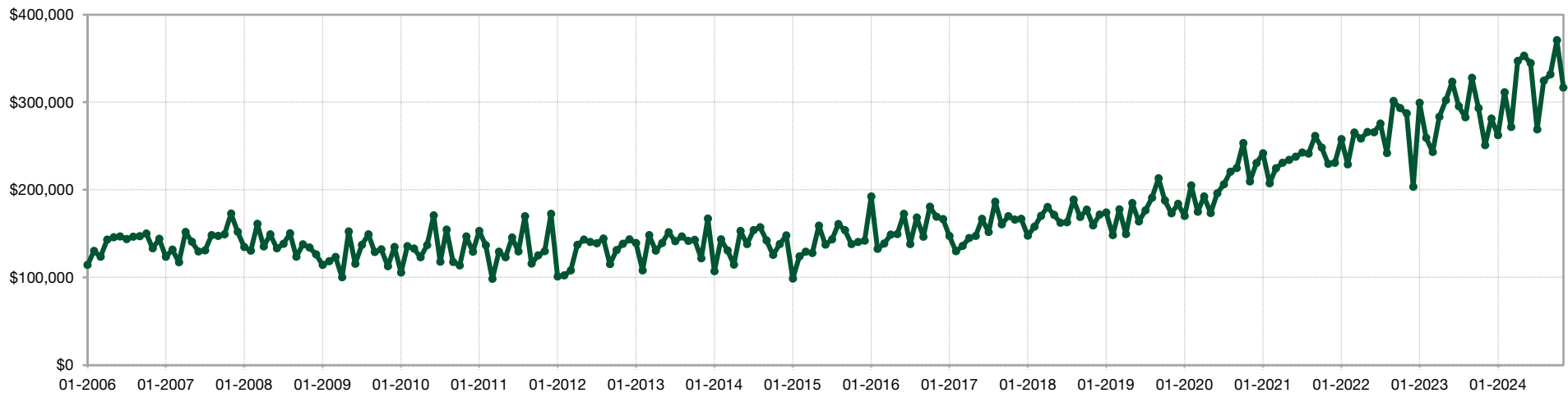
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2023	\$281,050	\$203,489	+38.1%
January 2024	\$262,235	\$299,314	-12.4%
February 2024	\$311,135	\$259,102	+20.1%
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	\$344,404	\$323,040	+6.6%
July 2024	\$268,852	\$295,374	-9.0%
August 2024	\$324,434	\$282,519	+14.8%
September 2024	\$331,479	\$327,540	+1.2%
October 2024	\$370,536	\$293,300	+26.3%
<b>November 2024</b>	<b>\$316,607</b>	<b>\$250,687</b>	<b>+26.3%</b>
12-Month Avg*	\$315,159	\$283,191	+11.3%

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

## Historical Average Sales Price by Month



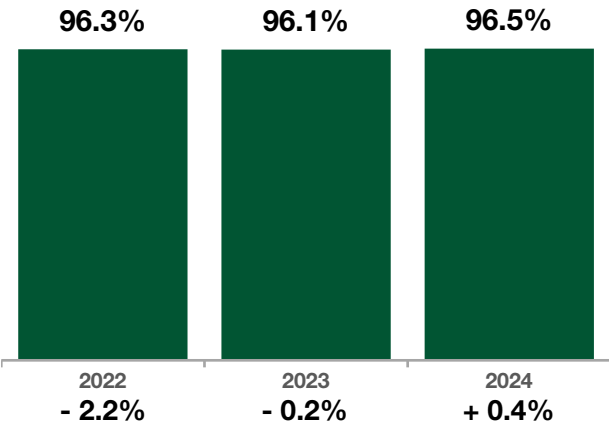


# Percent of List Price Received

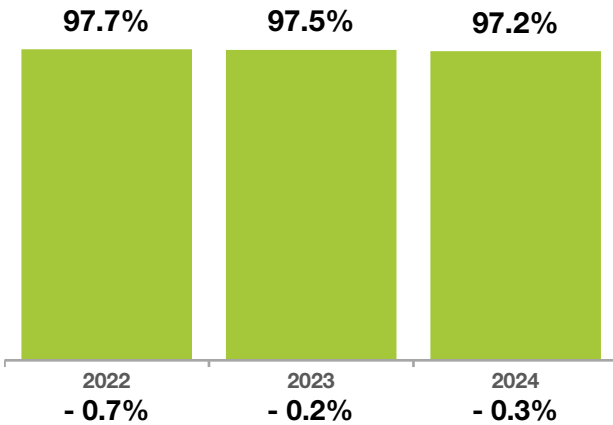
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



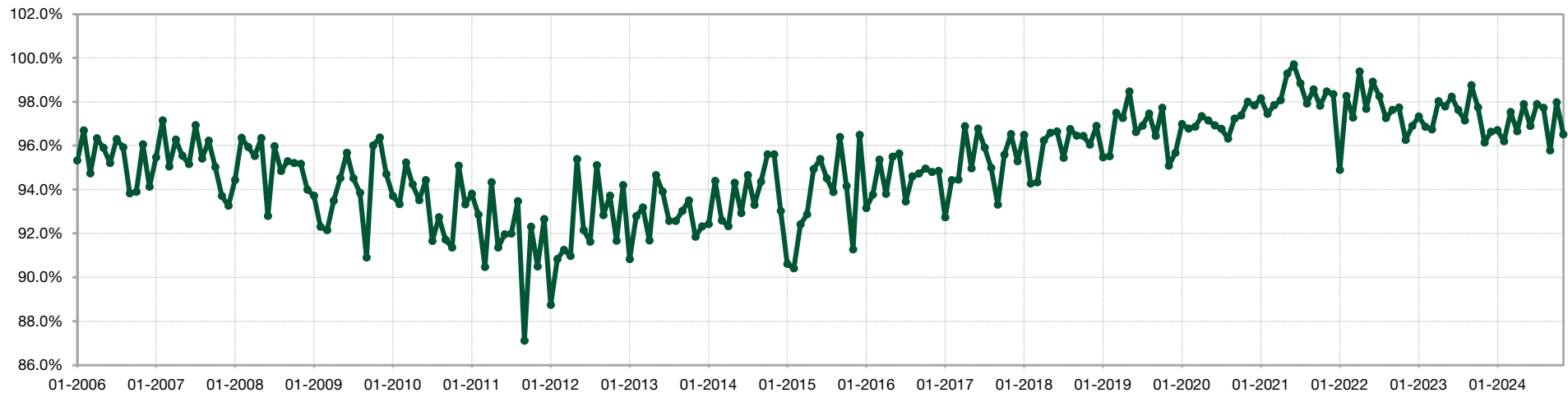
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.9%	97.8%	+0.1%
June 2024	96.9%	98.2%	-1.3%
July 2024	97.9%	97.6%	+0.3%
August 2024	97.7%	97.1%	+0.6%
September 2024	95.8%	98.8%	-3.0%
October 2024	98.0%	97.7%	+0.3%
<b>November 2024</b>	<b>96.5%</b>	<b>96.1%</b>	<b>+0.4%</b>
12-Month Avg*	97.1%	97.5%	-0.4%

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

## Historical Percent of List Price Received by Month

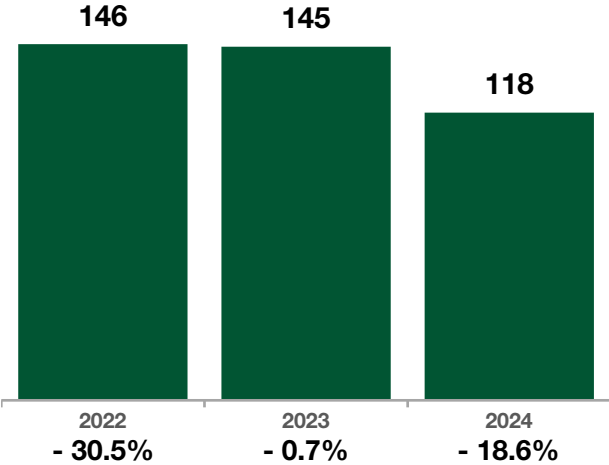


# Housing Affordability Index

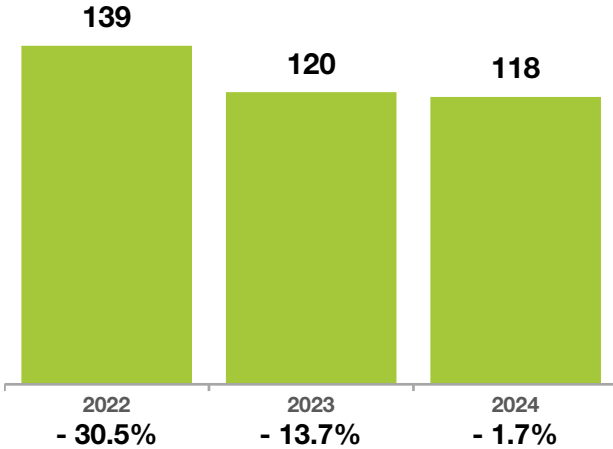


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November

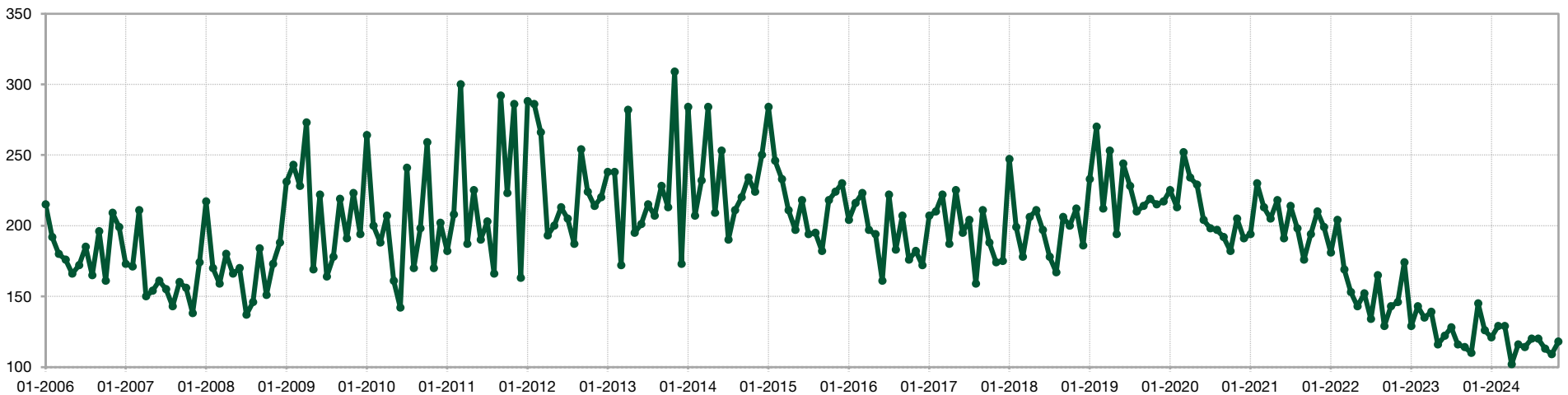


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	114	122	-6.6%
July 2024	120	128	-6.3%
August 2024	120	116	+3.4%
September 2024	113	114	-0.9%
October 2024	109	110	-0.9%
<b>November 2024</b>	<b>118</b>	<b>145</b>	<b>-18.6%</b>
12-Month Avg	118	131	-9.8%

## Historical Housing Affordability Index by Month

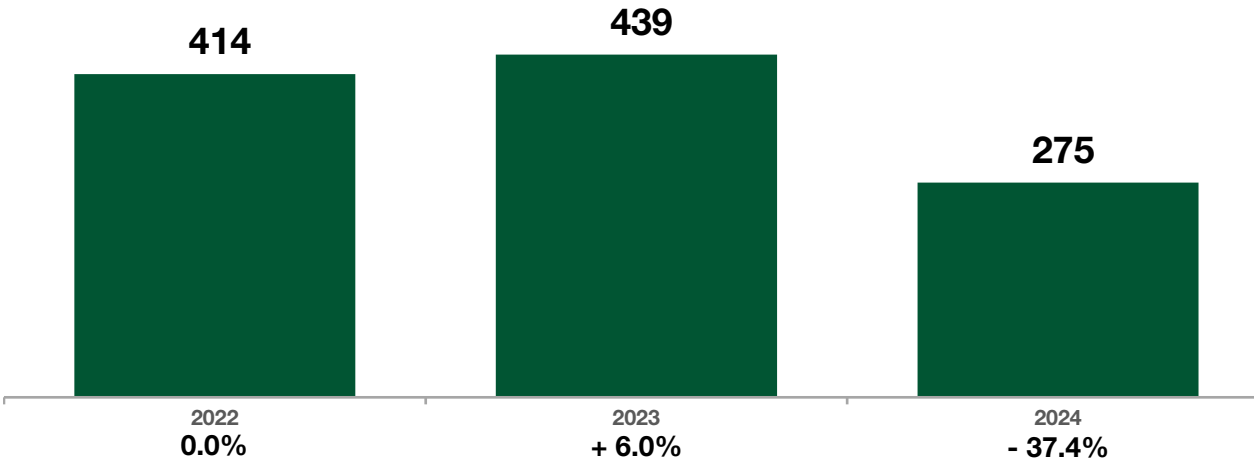


# Inventory of Homes for Sale

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



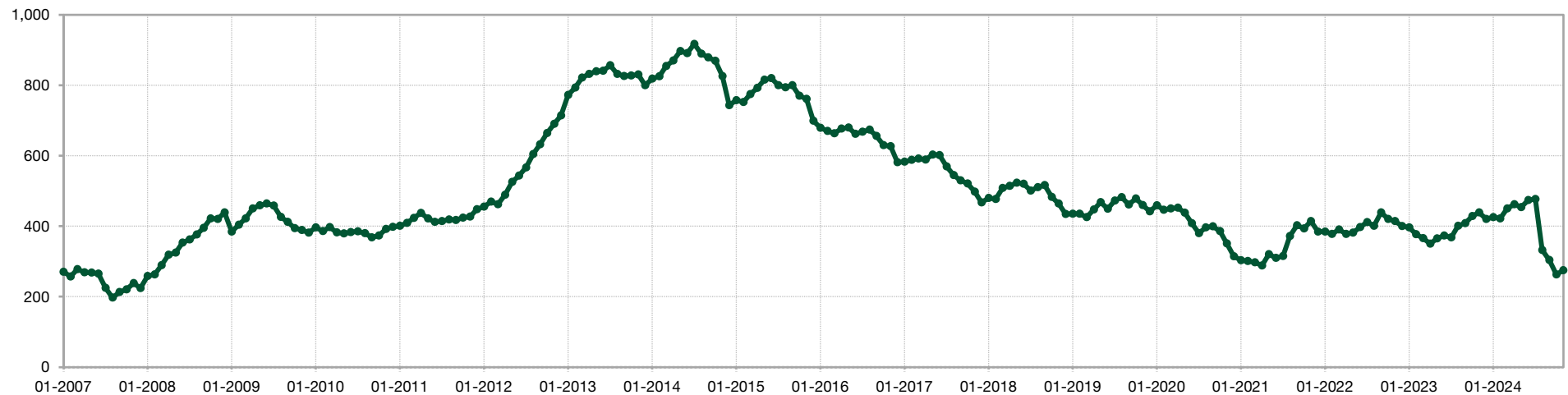
## November



Homes for Sale	Prior Year	Percent Change
December 2023	420	+5.0%
January 2024	425	+7.3%
February 2024	422	+11.9%
March 2024	450	+23.0%
April 2024	462	+32.0%
May 2024	454	+24.4%
June 2024	474	+27.1%
July 2024	477	+29.6%
August 2024	332	-17.2%
September 2024	304	-25.5%
October 2024	263	-38.6%
<b>November 2024</b>	<b>275</b>	<b>-37.4%</b>
12-Month Avg*	397	+2.1%

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

## Historical Inventory of Homes for Sale by Month

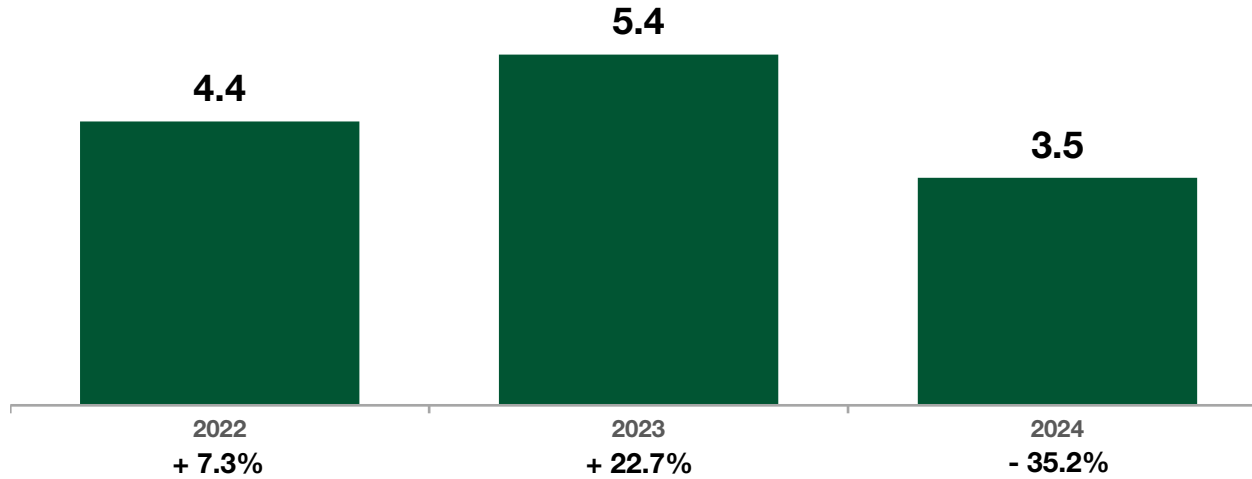


# Months Supply of Inventory

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.



## November



Months Supply	Prior Year	Percent Change
December 2023	4.3	+18.6%
January 2024	4.4	+18.2%
February 2024	4.2	+23.8%
March 2024	4.1	+36.6%
April 2024	4.0	+45.0%
May 2024	4.3	+30.2%
June 2024	4.5	+28.9%
July 2024	4.4	+31.8%
August 2024	4.9	-16.3%
September 2024	5.0	-24.0%
October 2024	5.3	-37.7%
<b>November 2024</b>	<b>5.4</b>	<b>-35.2%</b>
12-Month Avg*	4.9	+6.5%

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

## Historical Months Supply of Inventory by Month

