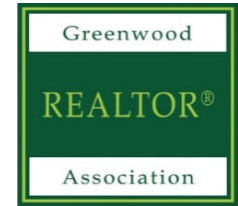


# Monthly Indicators



## December 2024

U.S. existing-home sales improved for the second consecutive month, rising 4.8% to a seasonally adjusted annual rate of 4.15 million units, an eight-month high, according to the National Association of REALTORS® (NAR). Sales were up 6.1% compared to the same time last year, marking the largest year-over-year increase since June 2021. Economists had forecast existing-home sales would come in at an annual rate of 4.07 million units for the month.

New Listings were up 1.3 percent to 76. Pending Sales decreased 16.9 percent to 54. Inventory shrank 35.3 percent to 273 units.

Prices moved higher as Median Sales Price was up 10.3 percent to \$267,838. Days on Market increased 43.6 percent to 112 days. Months Supply of Inventory was down 31.4 percent to 3.5 months months.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

## Quick Facts

**- 32.9%**      **+ 10.3%**      **- 31.4%**

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
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



# Market Overview

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



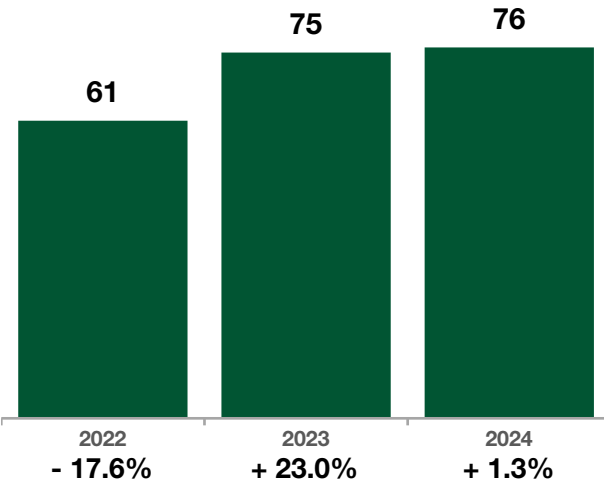
Key Metrics	Historical Sparkbars			12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	12-2022	12-2023	12-2024						
New Listings				75	<b>76</b>	+ 1.3%	1,256	<b>1,332</b>	+ 6.1%
Pending Sales				65	<b>54</b>	- 16.9%	990	<b>941</b>	- 4.9%
Closed Sales				82	<b>55</b>	- 32.9%	980	<b>916</b>	- 6.5%
Days on Market				78	<b>112</b>	+ 43.6%	94	<b>97</b>	+ 3.2%
Median Sales Price				\$242,893	<b>\$267,838</b>	+ 10.3%	\$240,000	<b>\$255,000</b>	+ 6.3%
Average Sales Price				\$281,050	<b>\$296,949</b>	+ 5.7%	\$288,084	<b>\$319,250</b>	+ 10.8%
Pct. of List Price Received				96.6%	<b>97.2%</b>	+ 0.6%	97.5%	<b>97.2%</b>	- 0.3%
Housing Affordability Index				126	<b>98</b>	- 22.2%	127	<b>103</b>	- 18.9%
Inventory of Homes for Sale				422	<b>273</b>	- 35.3%	--	<b>--</b>	--
Months Supply of Inventory				5.1	<b>3.5</b>	- 31.4%	--	<b>--</b>	--

# New Listings

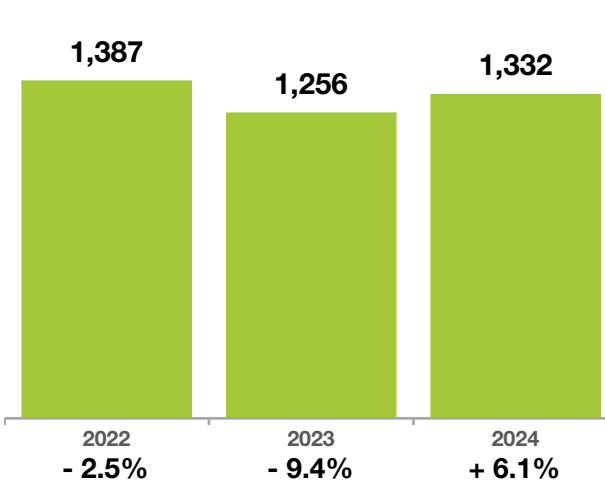
A count of the properties that have been newly listed on the market in a given month.



## December

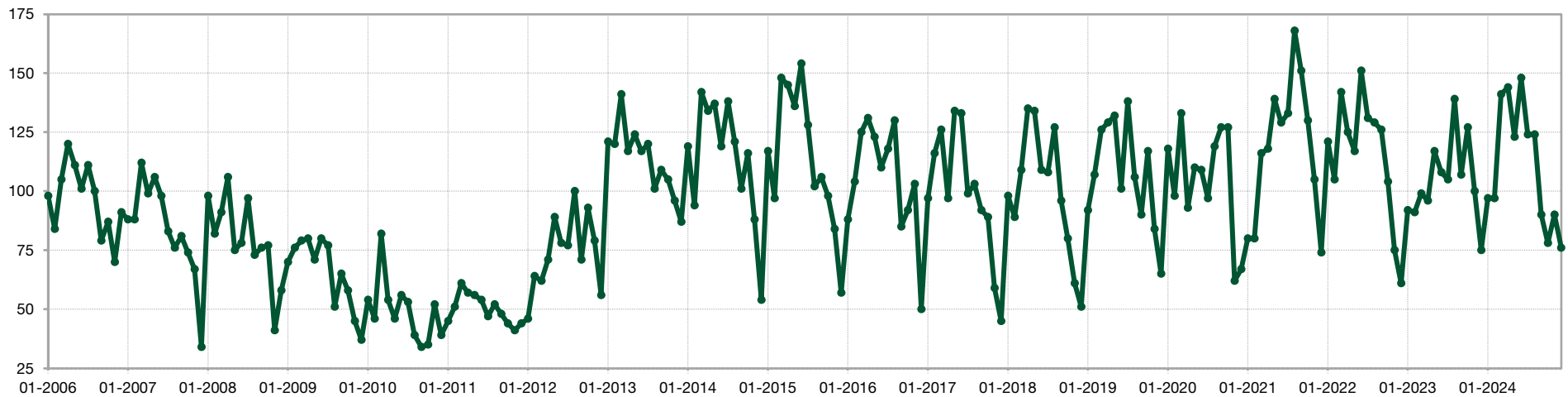


## Year to Date



	New Listings	Prior Year	Percent Change
January 2024	97	92	+5.4%
February 2024	97	91	+6.6%
March 2024	141	99	+42.4%
April 2024	144	96	+50.0%
May 2024	123	117	+5.1%
June 2024	148	108	+37.0%
July 2024	124	105	+18.1%
August 2024	124	139	-10.8%
September 2024	90	107	-15.9%
October 2024	78	127	-38.6%
November 2024	90	100	-10.0%
<b>December 2024</b>	<b>76</b>	<b>75</b>	<b>+1.3%</b>
12-Month Avg	111	105	+5.7%

## Historical New Listings by Month

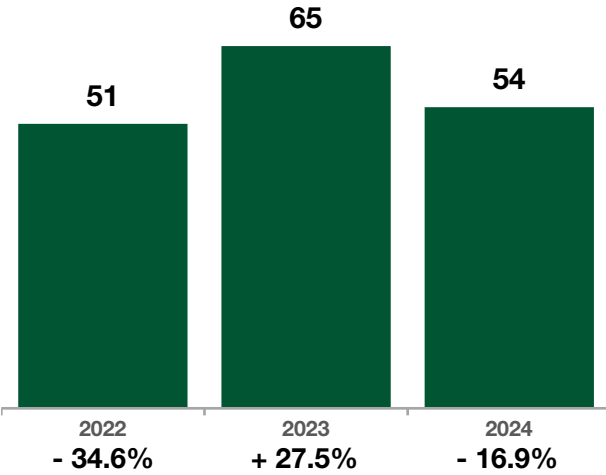


# Pending Sales

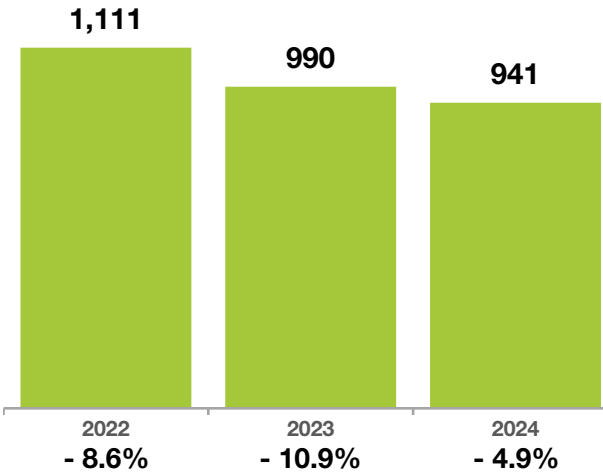
A count of the properties on which offers have been accepted in a given month.



## December

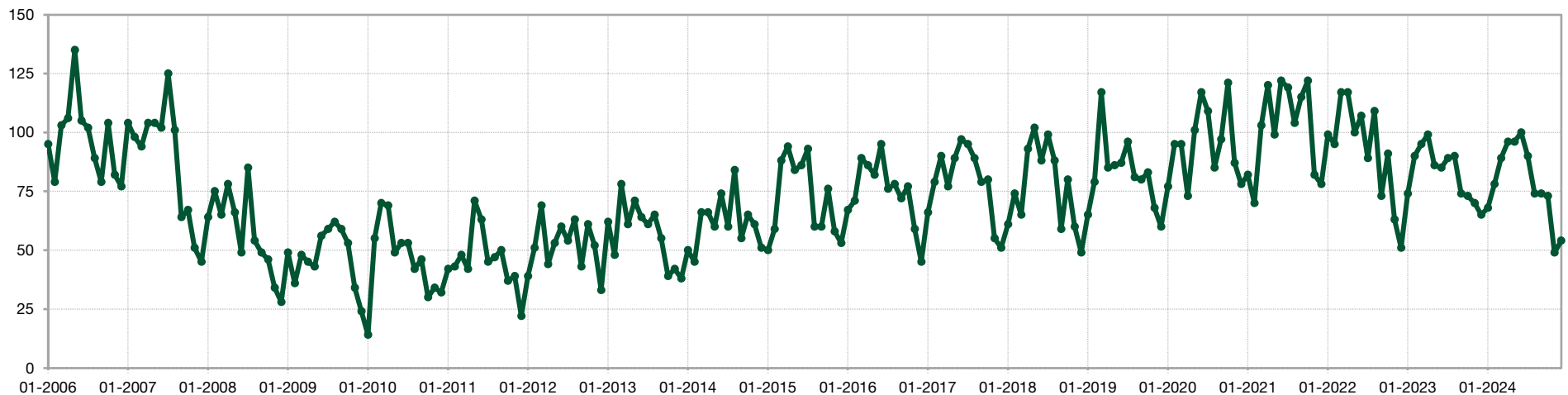


## Year to Date



	Pending Sales	Prior Year	Percent Change
January 2024	68	74	-8.1%
February 2024	78	90	-13.3%
March 2024	89	95	-6.3%
April 2024	96	99	-3.0%
May 2024	96	86	+11.6%
June 2024	100	85	+17.6%
July 2024	90	89	+1.1%
August 2024	74	90	-17.8%
September 2024	74	74	0.0%
October 2024	73	73	0.0%
November 2024	49	70	-30.0%
<b>December 2024</b>	<b>54</b>	<b>65</b>	<b>-16.9%</b>
12-Month Avg	78	83	-5.5%

## Historical Pending Sales by Month

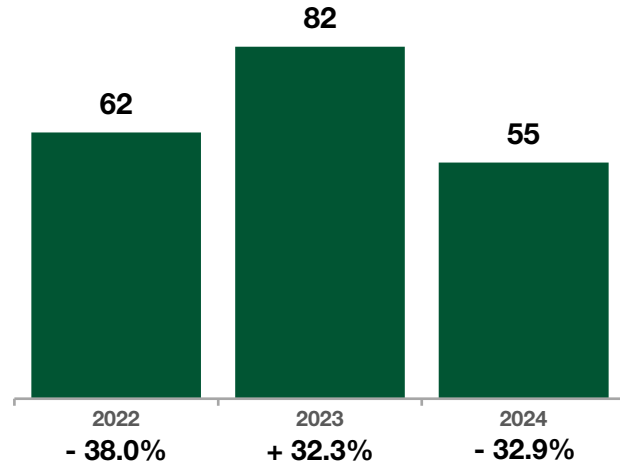


# Closed Sales

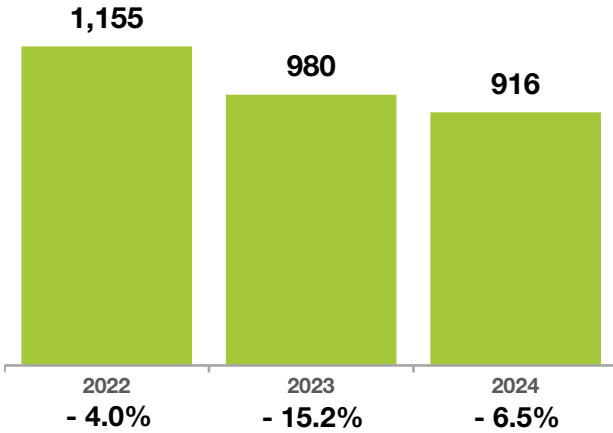
A count of the actual sales that closed in a given month.



## December

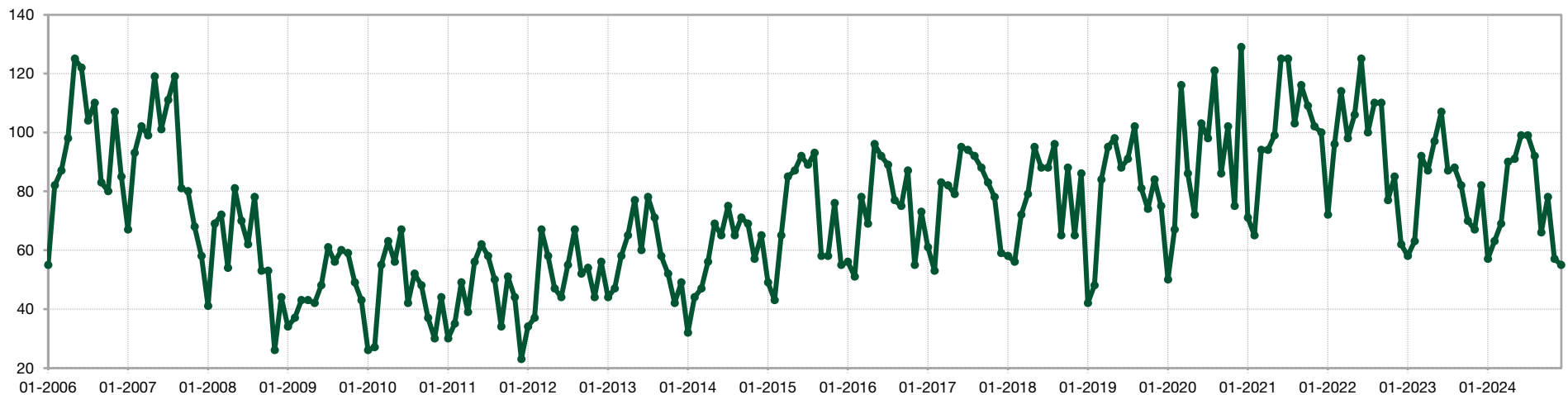


## Year to Date



	Closed Sales	Prior Year	Percent Change
January 2024	57	58	-1.7%
February 2024	63	63	0.0%
March 2024	69	92	-25.0%
April 2024	90	87	+3.4%
May 2024	91	97	-6.2%
June 2024	99	107	-7.5%
July 2024	99	87	+13.8%
August 2024	92	88	+4.5%
September 2024	66	82	-19.5%
October 2024	78	70	+11.4%
November 2024	57	67	-14.9%
<b>December 2024</b>	<b>55</b>	<b>82</b>	<b>-32.9%</b>
12-Month Avg	76	82	-6.9%

## Historical Closed Sales by Month

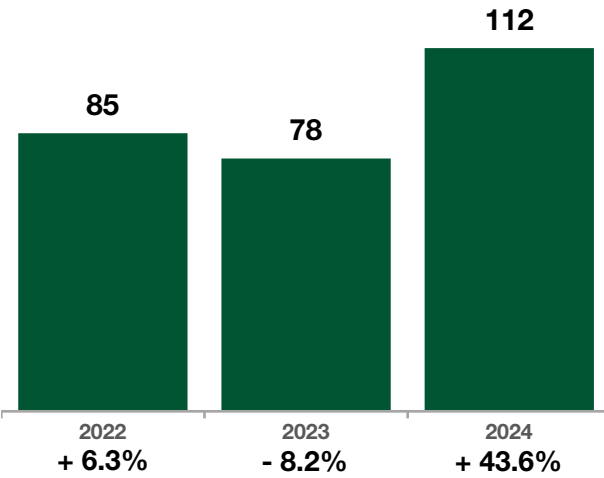


# Days on Market Until Sale

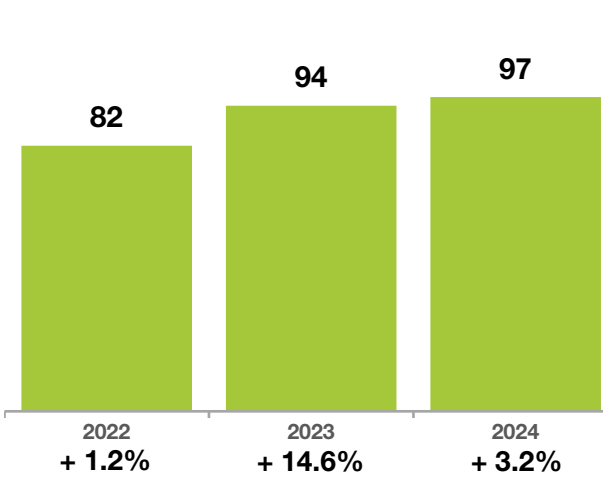
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



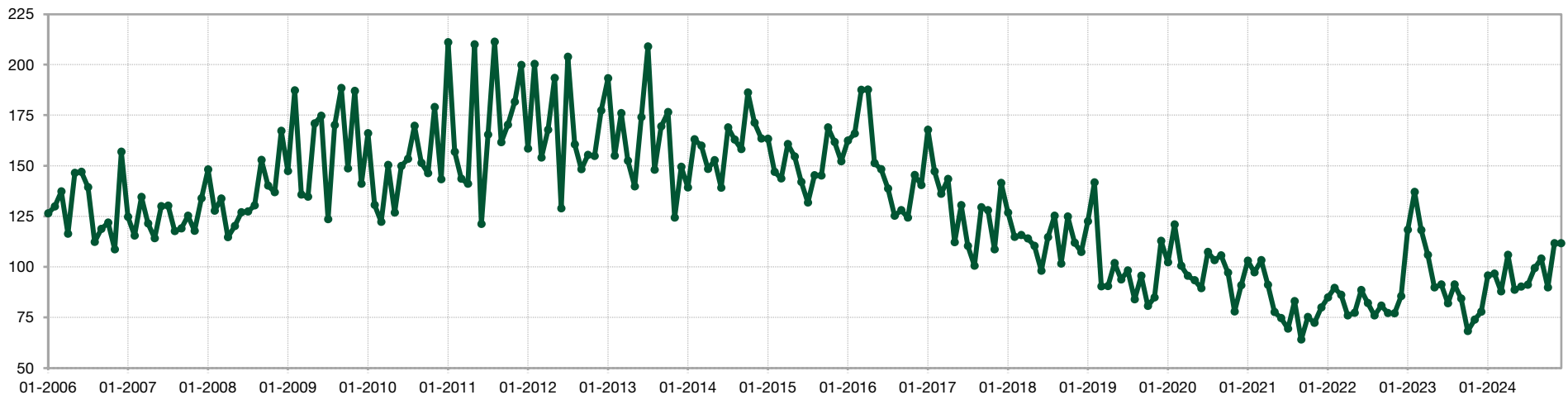
## Year to Date



Days on Market	Prior Year	Percent Change	
January 2024	96	118	-18.6%
February 2024	97	137	-29.2%
March 2024	88	118	-25.4%
April 2024	106	106	0.0%
May 2024	89	90	-1.1%
June 2024	90	91	-1.1%
July 2024	91	82	+11.0%
August 2024	99	91	+8.8%
September 2024	104	84	+23.8%
October 2024	90	68	+32.4%
November 2024	112	74	+51.4%
<b>December 2024</b>	<b>112</b>	<b>78</b>	<b>+43.6%</b>
12-Month Avg*	97	94	+3.2%

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

## Historical Days on Market Until Sale by Month

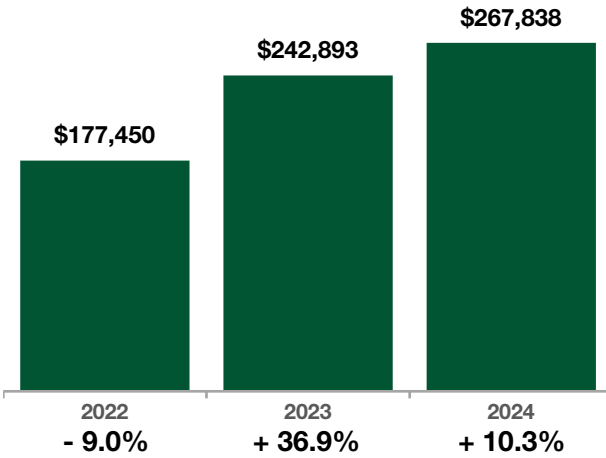


# Median Sales Price

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



## December



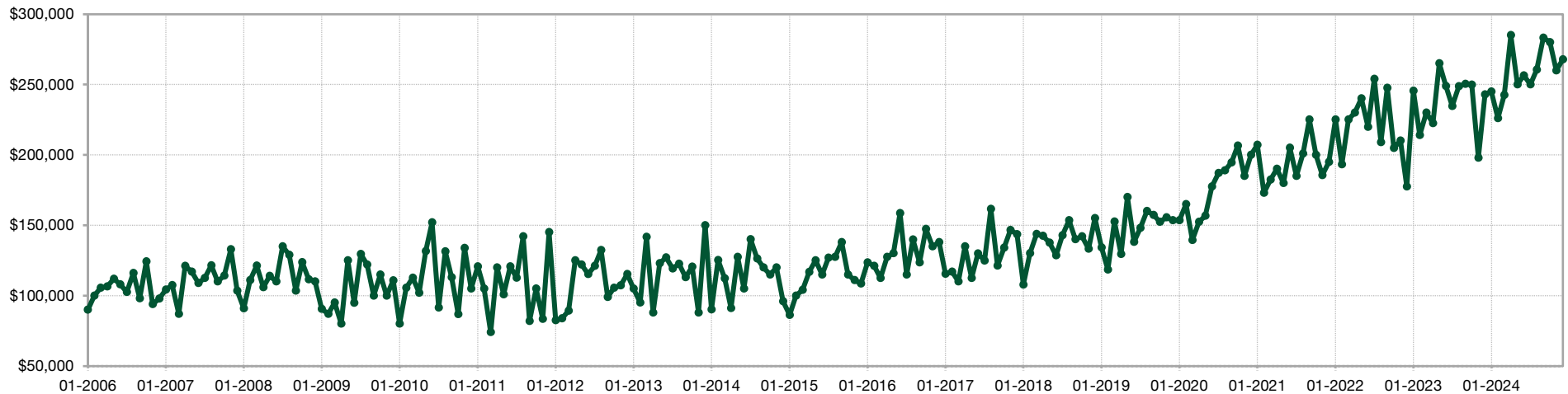
## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2024	\$245,000	\$245,500	-0.2%
February 2024	\$226,000	\$214,000	+5.6%
March 2024	\$242,500	\$229,950	+5.5%
April 2024	\$285,000	\$222,500	+28.1%
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%
November 2024	\$260,000	\$198,000	+31.3%
<b>December 2024</b>	<b>\$267,838</b>	<b>\$242,893</b>	<b>+10.3%</b>
12-Month Med*	\$255,000	\$240,000	+6.3%

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

## Historical Median Sales Price by Month



# Average Sales Price

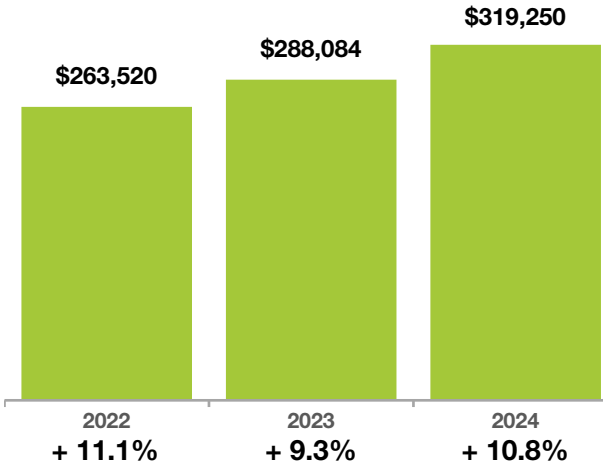
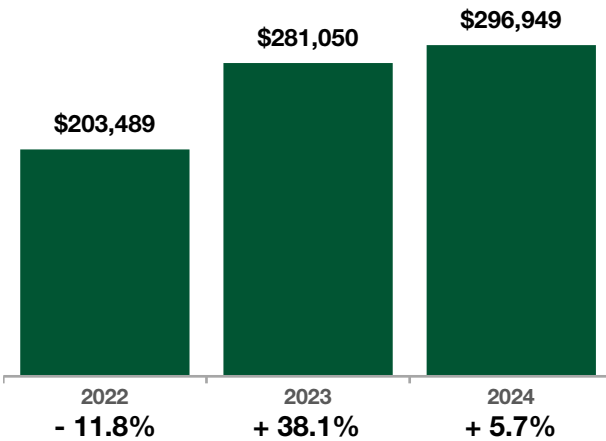
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

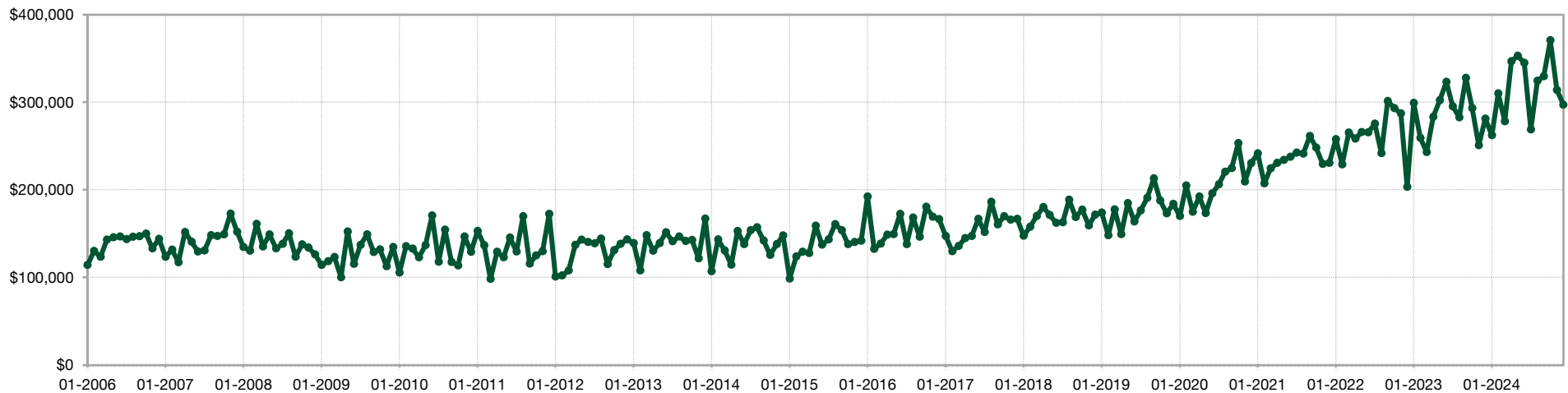
## Year to Date

Avg. Sales Price	Prior Year	Percent Change
January 2024	\$262,235	\$299,314 -12.4%
February 2024	\$310,006	\$259,102 +19.6%
March 2024	\$278,123	\$243,114 +14.4%
April 2024	\$346,663	\$283,299 +22.4%
May 2024	\$352,781	\$302,032 +16.8%
June 2024	\$344,722	\$323,040 +6.7%
July 2024	\$268,852	\$295,374 -9.0%
August 2024	\$324,434	\$282,519 +14.8%
September 2024	\$329,586	\$327,540 +0.6%
October 2024	\$370,536	\$293,300 +26.3%
November 2024	\$313,802	\$250,687 +25.2%
<b>December 2024</b>	<b>\$296,949</b>	<b>\$281,050 +5.7%</b>
12-Month Avg*	\$316,557	\$288,084 +9.9%



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

## Historical Average Sales Price by Month



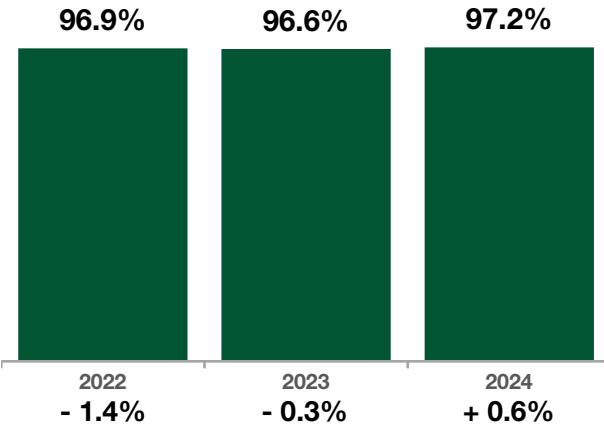


# Percent of List Price Received

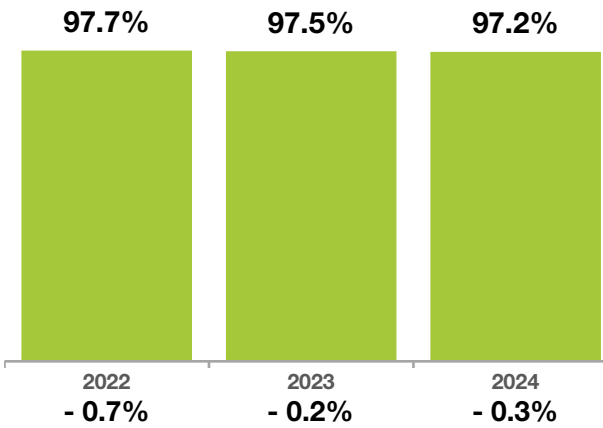
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



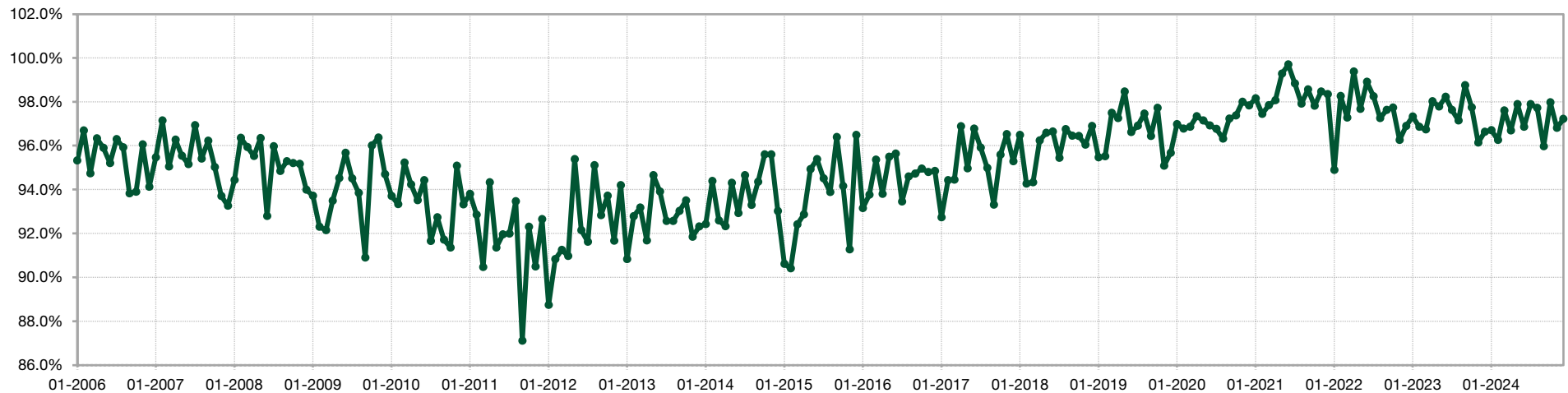
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2024	96.7%	97.3%	-0.6%
February 2024	96.3%	96.9%	-0.6%
March 2024	97.6%	96.7%	+0.9%
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	96.0%	98.8%	-2.8%
October 2024	98.0%	97.7%	+0.3%
November 2024	96.8%	96.1%	+0.7%
<b>December 2024</b>	<b>97.2%</b>	<b>96.6%</b>	<b>+0.6%</b>
12-Month Avg*	97.2%	97.5%	-0.3%

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

## Historical Percent of List Price Received by Month

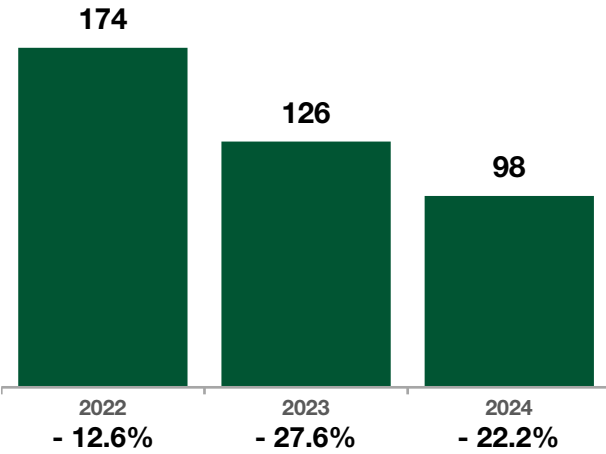


# Housing Affordability Index

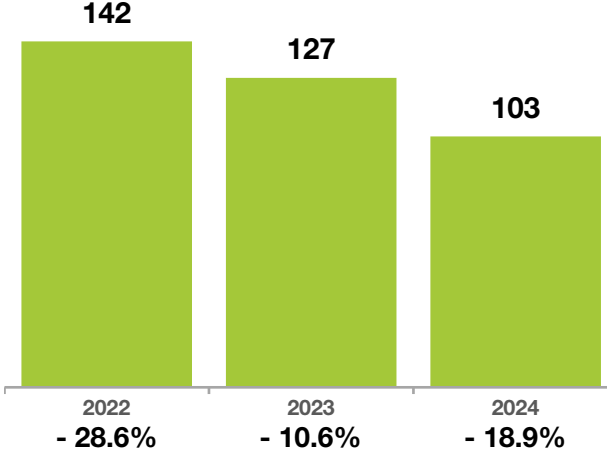


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December

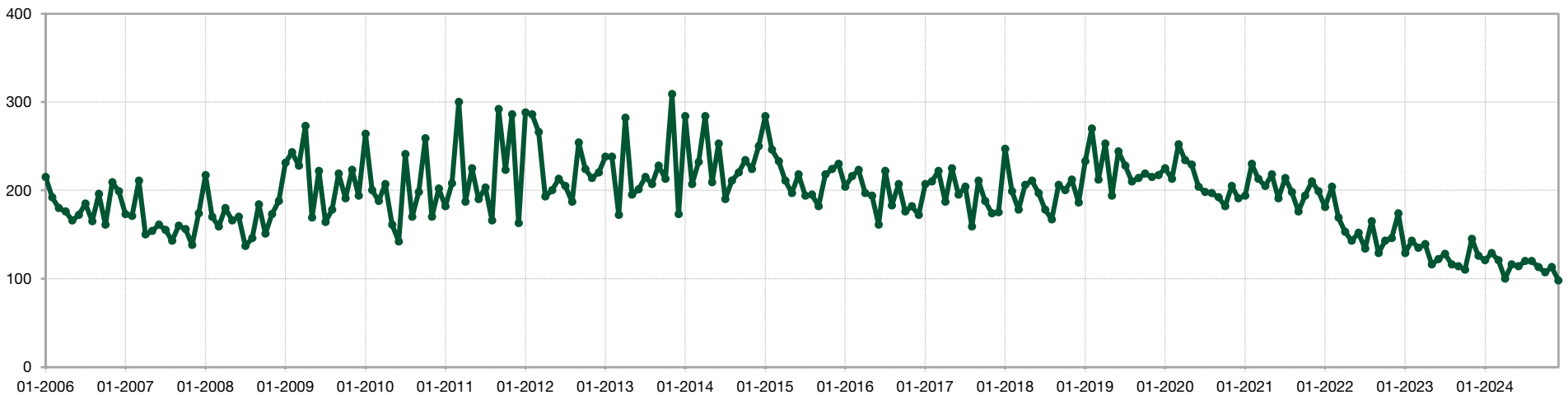


## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2024	121	129	-6.2%
February 2024	129	143	-9.8%
March 2024	121	135	-10.4%
April 2024	100	139	-28.1%
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	107	110	-2.7%
November 2024	113	145	-22.1%
<b>December 2024</b>	<b>98</b>	<b>126</b>	<b>-22.2%</b>
12-Month Avg	114	127	-9.9%

## Historical Housing Affordability Index by Month

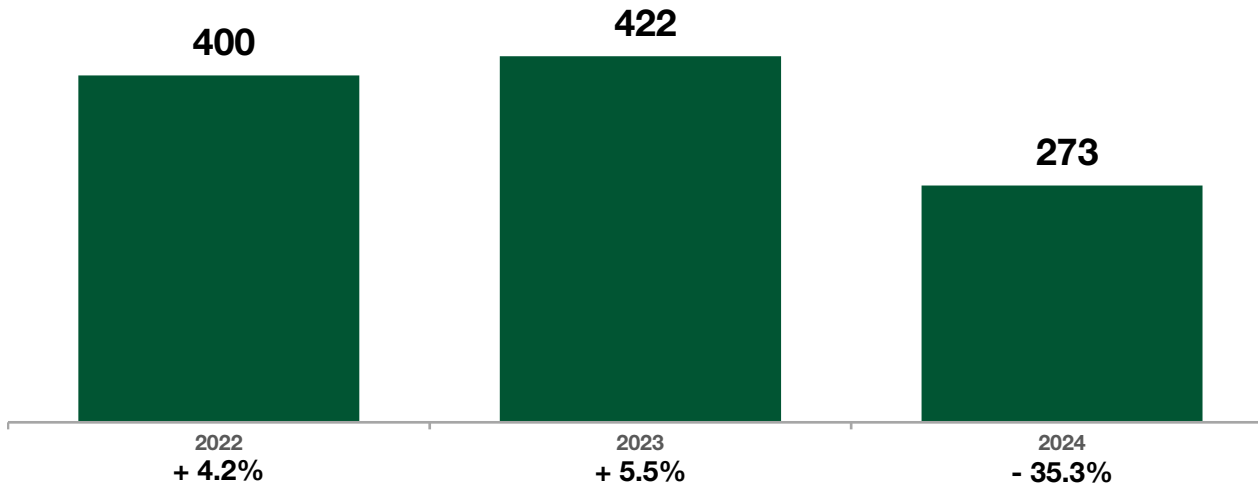


# Inventory of Homes for Sale

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



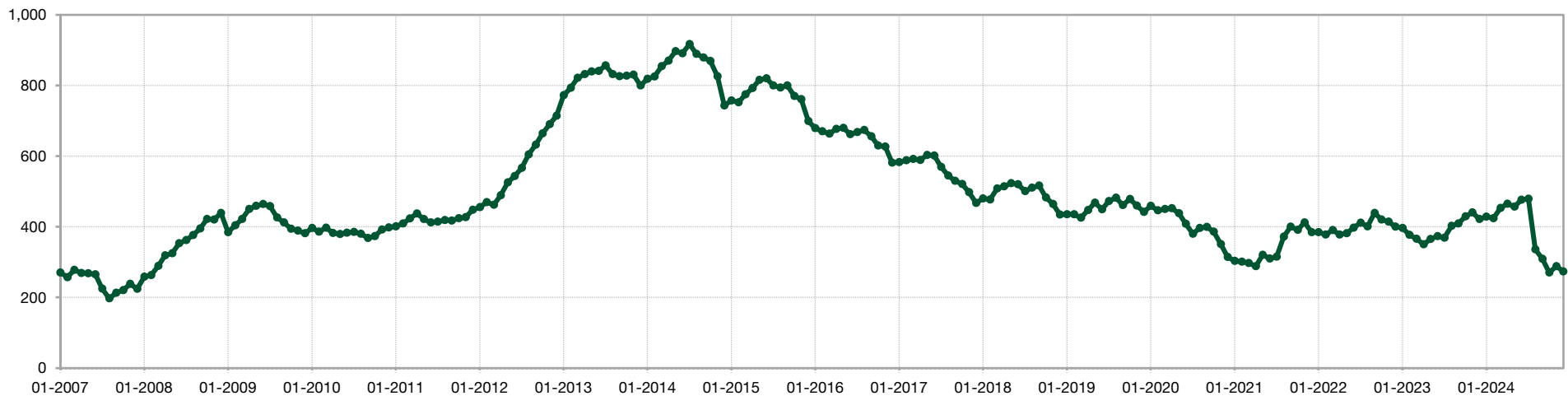
## December



Homes for Sale	Prior Year	Percent Change
January 2024	396	+8.1%
February 2024	377	+12.5%
March 2024	366	+23.8%
April 2024	350	+32.9%
May 2024	365	+25.2%
June 2024	373	+27.6%
July 2024	369	+29.8%
August 2024	402	-16.4%
September 2024	409	-24.4%
October 2024	429	-37.1%
November 2024	440	-34.5%
<b>December 2024</b>	<b>422</b>	<b>-35.3%</b>
12-Month Avg*	388	-1.0%

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

## Historical Inventory of Homes for Sale by Month

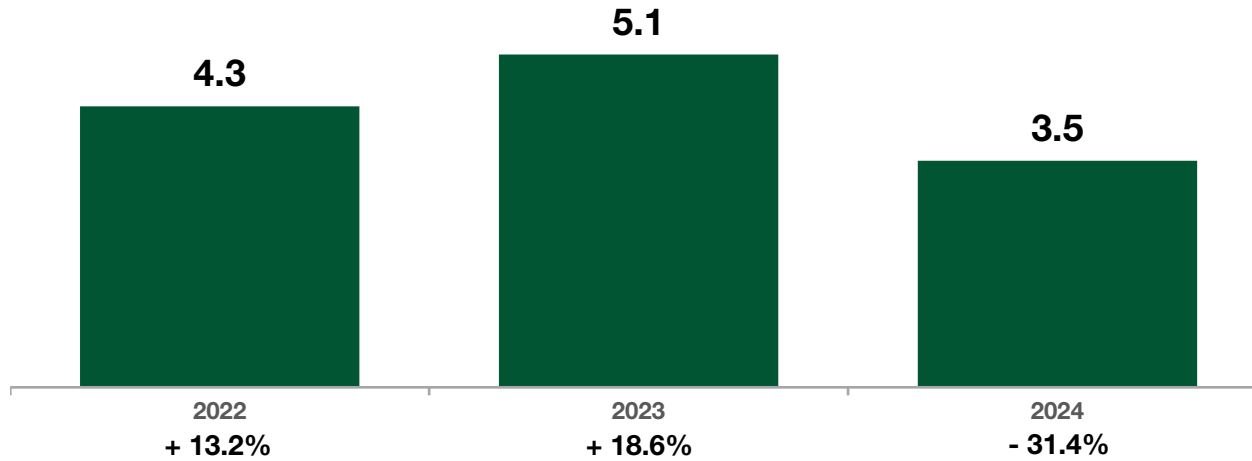


# Months Supply of Inventory

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.



## December



Months Supply		Prior Year	Percent Change
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	5.8	4.5	+28.9%
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	3.3	5.3	-37.7%
November 2024	3.6	5.4	-33.3%
<b>December 2024</b>	<b>3.5</b>	<b>5.1</b>	<b>-31.4%</b>
12-Month Avg*	4.8	4.6	+4.3%

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

## Historical Months Supply of Inventory by Month

