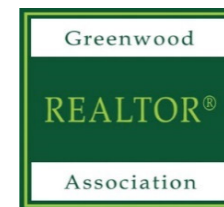


Monthly Indicators



January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

New Listings were down 1.0 percent to 96. Pending Sales increased 1.5 percent to 68. Inventory shrank 29.9 percent to 303 units.

Prices were still soft as Median Sales Price was down 6.1 percent to \$108,500. Days on Market decreased 23.2 percent to 129 days. Months Supply of Inventory was down 34.5 percent to 3.8 months, indicating that demand increased relative to supply.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Quick Facts

- 6.6%	- 6.1%	- 34.5%
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
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Market Overview

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



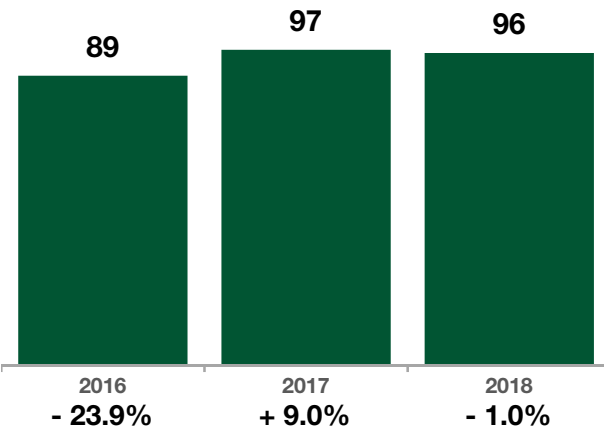
Key Metrics	Historical Sparkbars			01-2017	01-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	01-2016	01-2017	01-2018						
New Listings				97	96	- 1.0%	97	96	- 1.0%
Pending Sales				67	68	+ 1.5%	67	68	+ 1.5%
Closed Sales				61	57	- 6.6%	61	57	- 6.6%
Days on Market				168	129	- 23.2%	168	129	- 23.2%
Median Sales Price				\$115,500	\$108,500	- 6.1%	\$115,500	\$108,500	- 6.1%
Average Sales Price				\$147,346	\$149,084	+ 1.2%	\$147,346	\$149,084	+ 1.2%
Pct. of List Price Received				92.7%	96.4%	+ 4.0%	92.7%	96.4%	+ 4.0%
Housing Affordability Index				205	218	+ 6.3%	205	218	+ 6.3%
Inventory of Homes for Sale				432	303	- 29.9%	--	--	--
Months Supply of Inventory				5.8	3.8	- 34.5%	--	--	--

New Listings

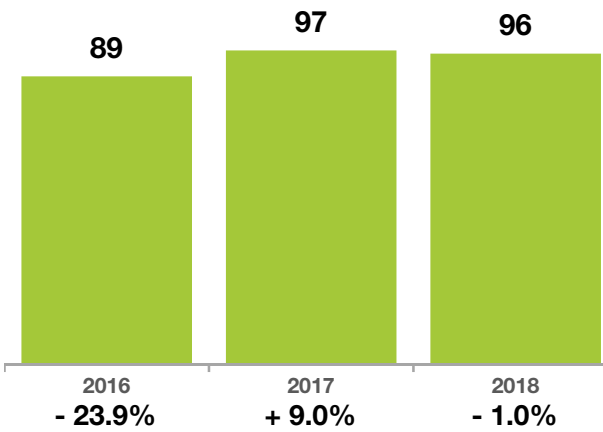
A count of the properties that have been newly listed on the market in a given month.



January

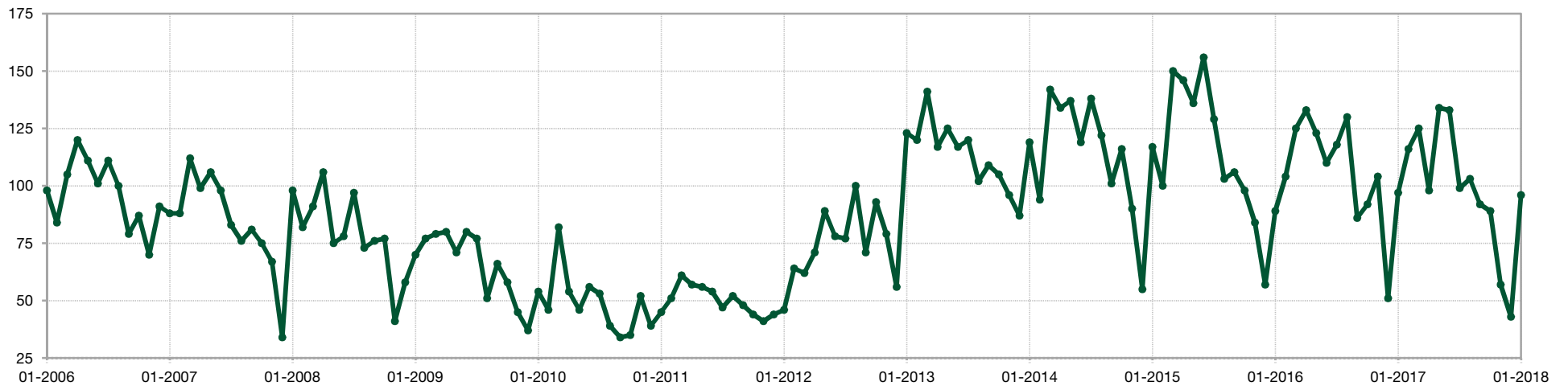


Year to Date



	New Listings	Prior Year	Percent Change
February 2017	116	104	+11.5%
March 2017	125	125	0.0%
April 2017	98	133	-26.3%
May 2017	134	123	+8.9%
June 2017	133	110	+20.9%
July 2017	99	118	-16.1%
August 2017	103	130	-20.8%
September 2017	92	86	+7.0%
October 2017	89	92	-3.3%
November 2017	57	104	-45.2%
December 2017	43	51	-15.7%
January 2018	96	97	-1.0%
12-Month Avg	99	106	-6.9%

Historical New Listings by Month

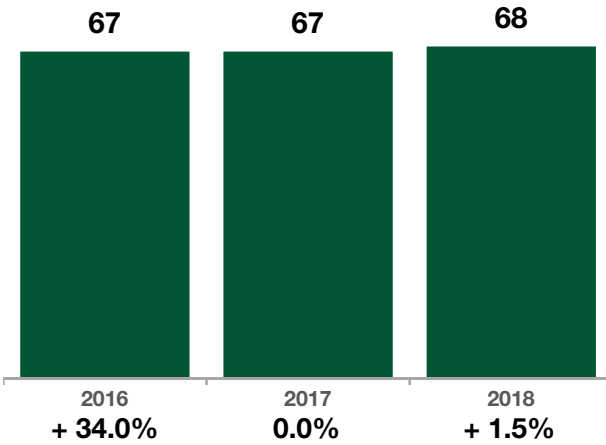


Pending Sales

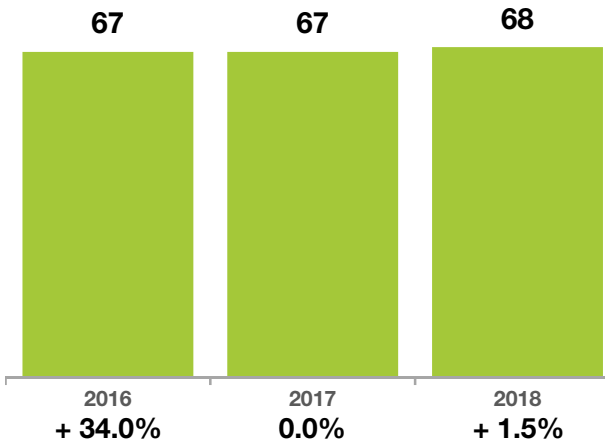
A count of the properties on which offers have been accepted in a given month.



January



Year to Date



	Pending Sales	Prior Year	Percent Change
February 2017	79	71	+11.3%
March 2017	90	89	+1.1%
April 2017	77	86	-10.5%
May 2017	89	83	+7.2%
June 2017	97	95	+2.1%
July 2017	95	77	+23.4%
August 2017	90	79	+13.9%
September 2017	79	72	+9.7%
October 2017	81	77	+5.2%
November 2017	54	59	-8.5%
December 2017	53	45	+17.8%
January 2018	68	67	+1.5%
12-Month Avg	79	75	+5.8%

Historical Pending Sales by Month

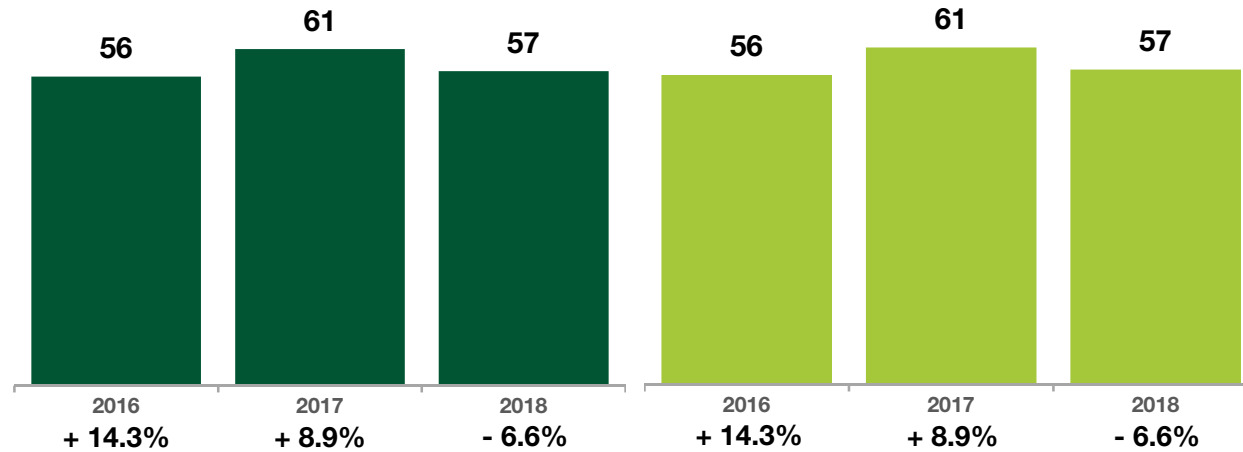


Closed Sales

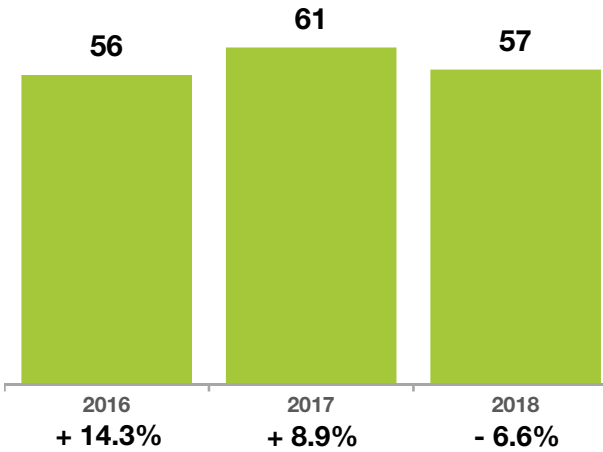
A count of the actual sales that closed in a given month.



January



Year to Date



Closed Sales	Prior Year	Percent Change
February 2017	53	+6.0%
March 2017	83	+6.4%
April 2017	69	+18.8%
May 2017	96	-17.7%
June 2017	95	+3.3%
July 2017	93	+4.5%
August 2017	92	+19.5%
September 2017	88	+17.3%
October 2017	83	-3.5%
November 2017	78	+41.8%
December 2017	59	-18.1%
January 2018	57	-6.6%
12-Month Avg	79	+4.7%

Historical Closed Sales by Month

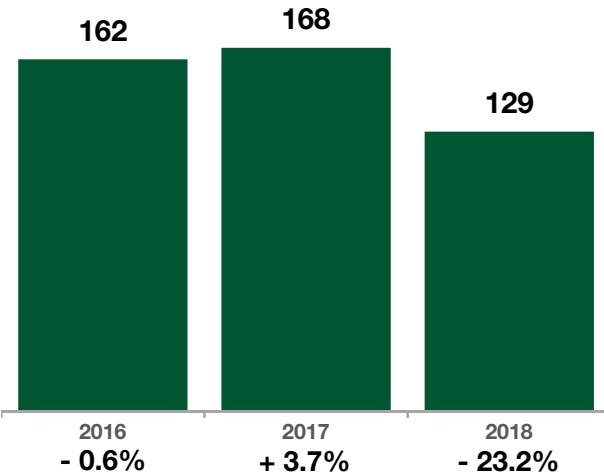


Days on Market Until Sale

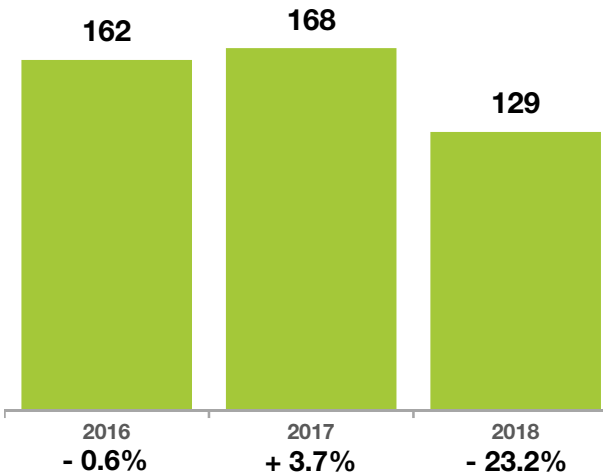
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



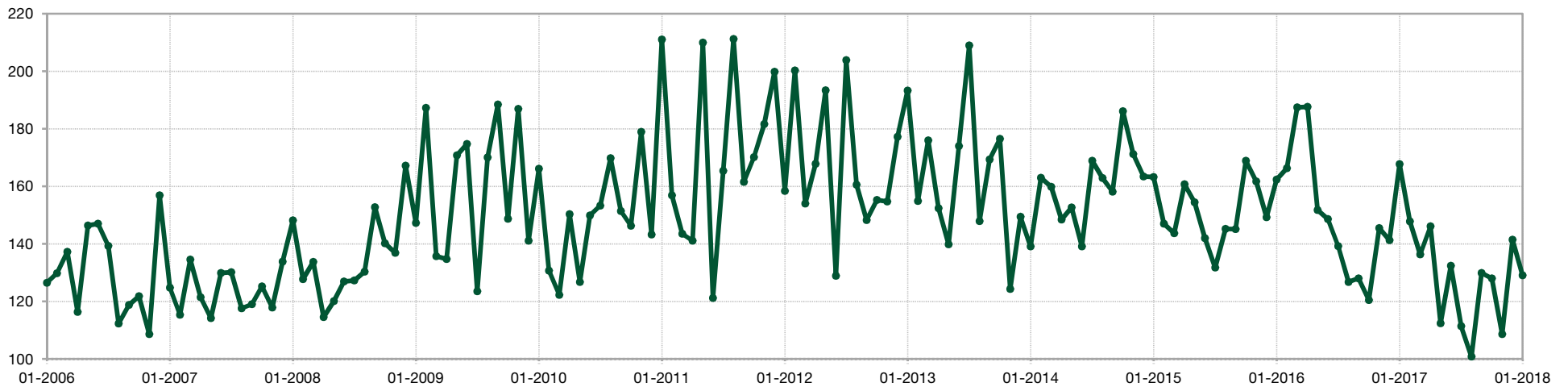
Year to Date



Days on Market	Prior Year	Percent Change	
February 2017	148	166	-10.8%
March 2017	136	187	-27.3%
April 2017	146	188	-22.3%
May 2017	112	152	-26.3%
June 2017	132	149	-11.4%
July 2017	111	139	-20.1%
August 2017	101	127	-20.5%
September 2017	130	128	+1.6%
October 2017	128	120	+6.7%
November 2017	109	145	-24.8%
December 2017	141	141	0.0%
January 2018	129	168	-23.2%
12-Month Avg*	126	150	-16.0%

* Average Days on Market of all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

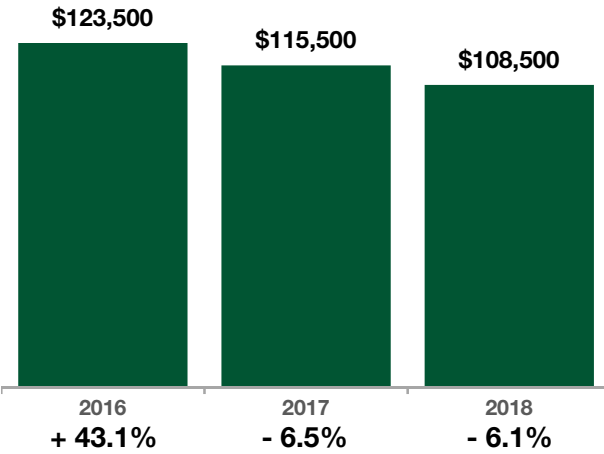


Median Sales Price

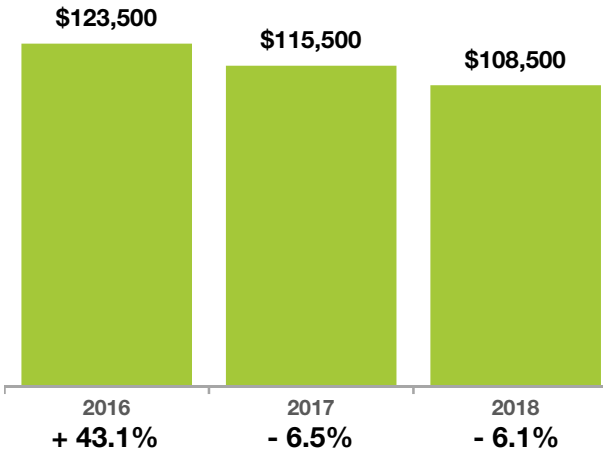
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



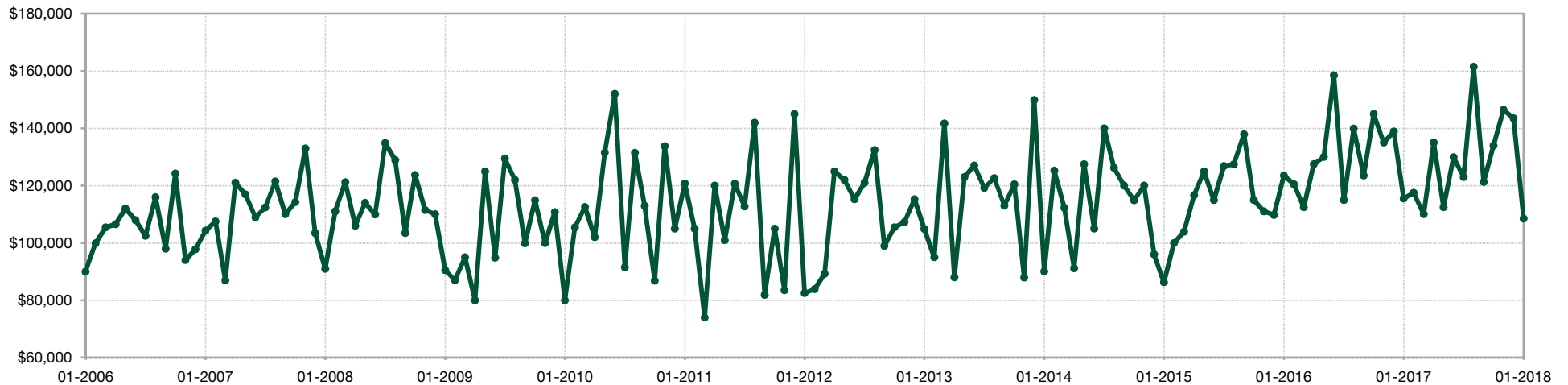
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2017	\$117,500	\$120,500	-2.5%
March 2017	\$110,000	\$112,500	-2.2%
April 2017	\$135,000	\$127,500	+5.9%
May 2017	\$112,500	\$130,000	-13.5%
June 2017	\$129,900	\$158,500	-18.0%
July 2017	\$123,000	\$114,950	+7.0%
August 2017	\$161,500	\$139,900	+15.4%
September 2017	\$121,250	\$123,500	-1.8%
October 2017	\$134,000	\$145,000	-7.6%
November 2017	\$146,500	\$135,000	+8.5%
December 2017	\$143,500	\$138,950	+3.3%
January 2018	\$108,500	\$115,500	-6.1%
12-Month Med*	\$128,200	\$129,000	-0.6%

* Median Sales Price of all properties from February 2017 through January 2018. This is not the median of the individual figures above.

Historical Median Sales Price by Month

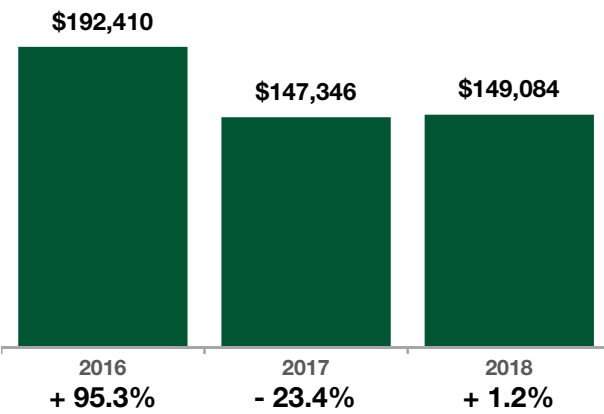


Average Sales Price

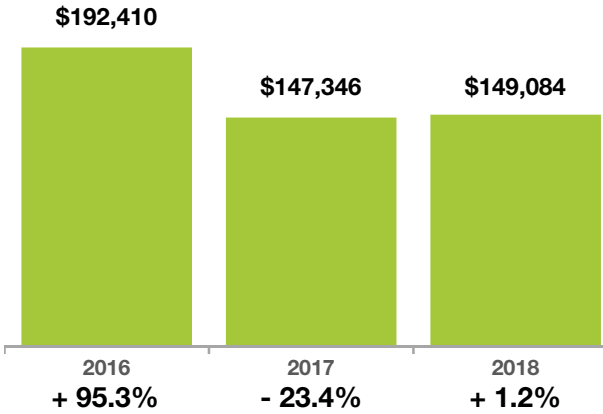
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



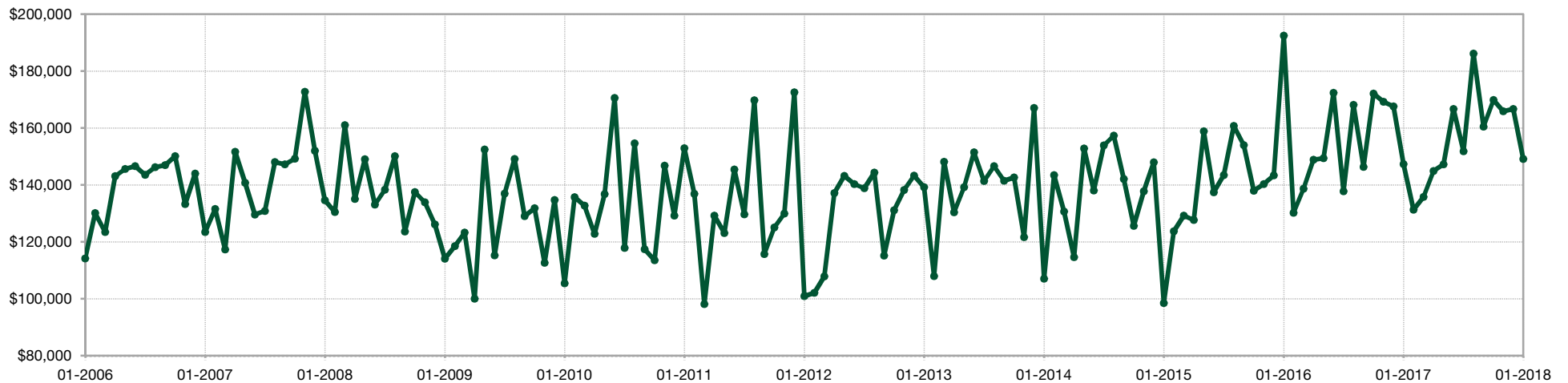
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2017	\$131,331	\$130,239	+0.8%
March 2017	\$135,791	\$138,662	-2.1%
April 2017	\$144,918	\$148,840	-2.6%
May 2017	\$147,254	\$149,431	-1.5%
June 2017	\$166,705	\$172,375	-3.3%
July 2017	\$151,860	\$137,793	+10.2%
August 2017	\$186,186	\$168,170	+10.7%
September 2017	\$160,499	\$146,315	+9.7%
October 2017	\$169,872	\$172,065	-1.3%
November 2017	\$165,880	\$169,215	-2.0%
December 2017	\$166,682	\$167,567	-0.5%
January 2018	\$149,084	\$147,346	+1.2%
12-Month Avg*	\$156,339	\$154,002	+1.5%

* Avg. Sales Price of all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

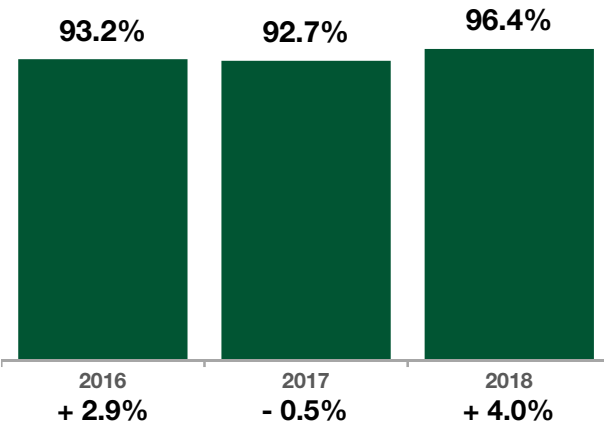


Percent of List Price Received

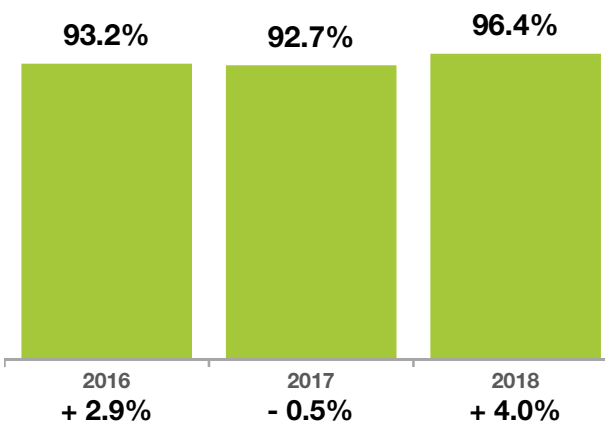
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



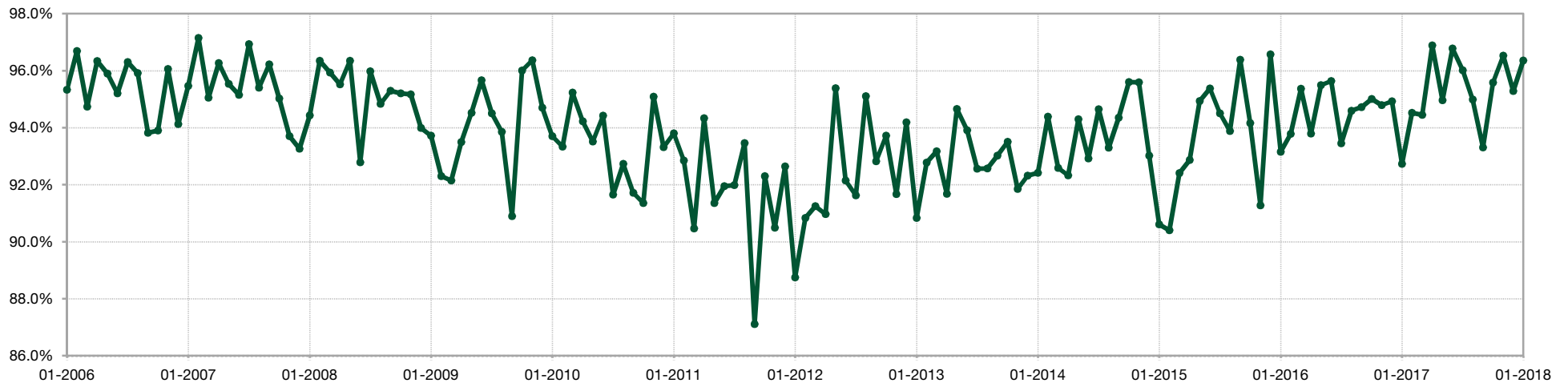
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2017	94.5%	93.8%	+0.7%
March 2017	94.5%	95.4%	-0.9%
April 2017	96.9%	93.8%	+3.3%
May 2017	95.0%	95.5%	-0.5%
June 2017	96.8%	95.6%	+1.3%
July 2017	96.0%	93.5%	+2.7%
August 2017	95.0%	94.6%	+0.4%
September 2017	93.3%	94.7%	-1.5%
October 2017	95.6%	95.0%	+0.6%
November 2017	96.5%	94.8%	+1.8%
December 2017	95.3%	94.9%	+0.4%
January 2018	96.4%	92.7%	+4.0%
12-Month Avg*	95.5%	94.6%	+1.0%

* Average Pct. of List Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

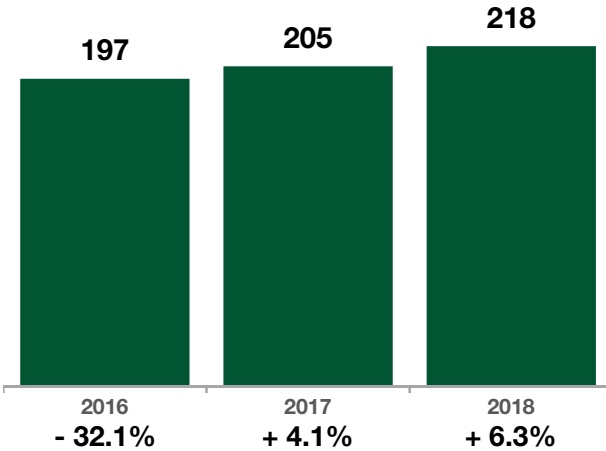


Housing Affordability Index

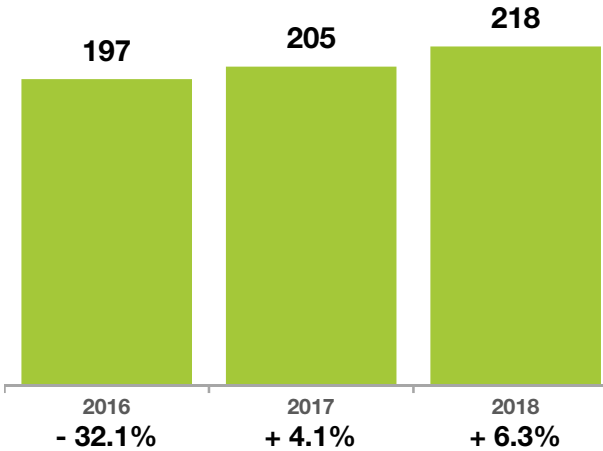
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

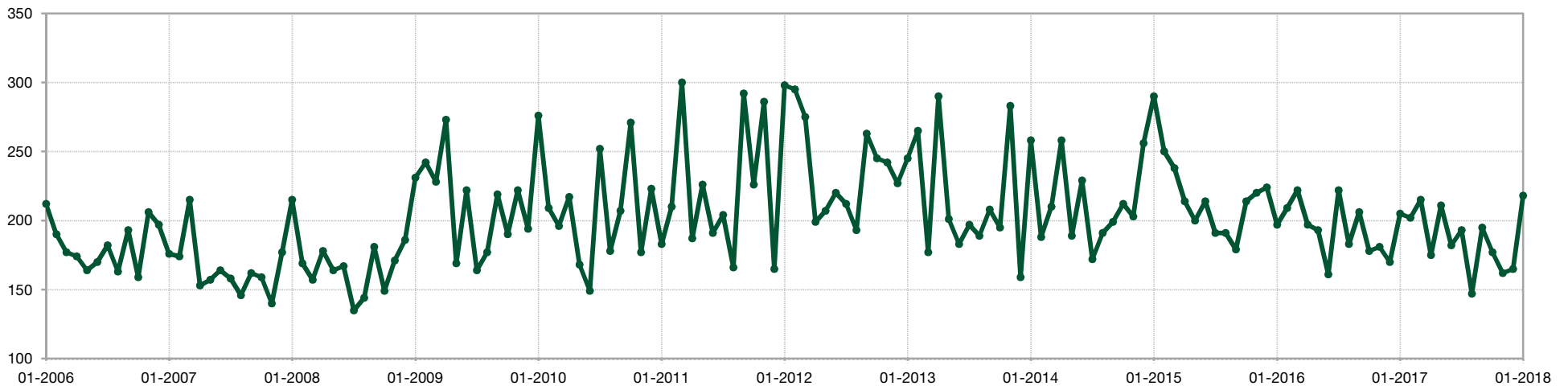


Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	202	209	-3.3%
March 2017	215	222	-3.2%
April 2017	175	197	-11.2%
May 2017	211	193	+9.3%
June 2017	182	161	+13.0%
July 2017	193	222	-13.1%
August 2017	147	183	-19.7%
September 2017	195	206	-5.3%
October 2017	177	178	-0.6%
November 2017	162	181	-10.5%
December 2017	165	170	-2.9%
January 2018	218	205	+6.3%
12-Month Avg	187	194	-3.7%

Historical Housing Affordability Index by Month

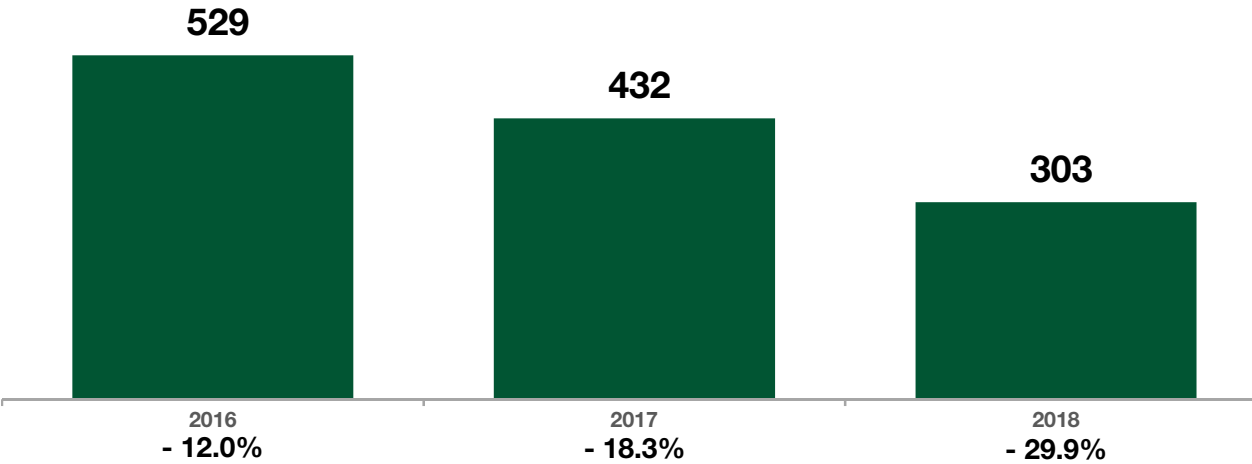


Inventory of Homes for Sale

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



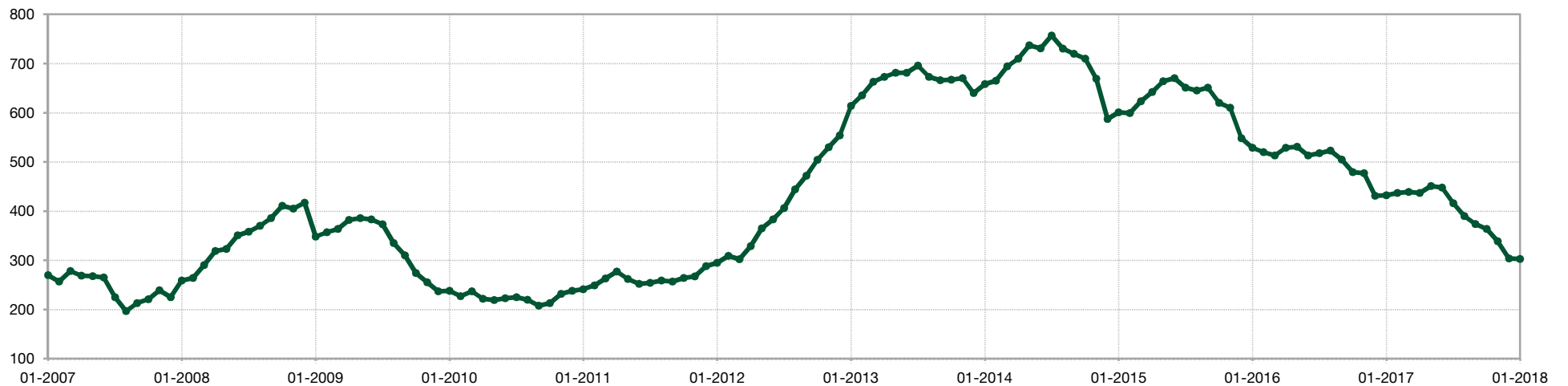
January



Homes for Sale	Prior Year	Percent Change
February 2017	520	-16.0%
March 2017	513	-14.4%
April 2017	529	-17.4%
May 2017	531	-15.1%
June 2017	513	-12.7%
July 2017	518	-19.7%
August 2017	523	-25.4%
September 2017	505	-25.9%
October 2017	479	-24.0%
November 2017	477	-28.9%
December 2017	431	-29.5%
January 2018	432	-29.9%
12-Month Avg*	392	-9.2%

* Homes for Sale for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

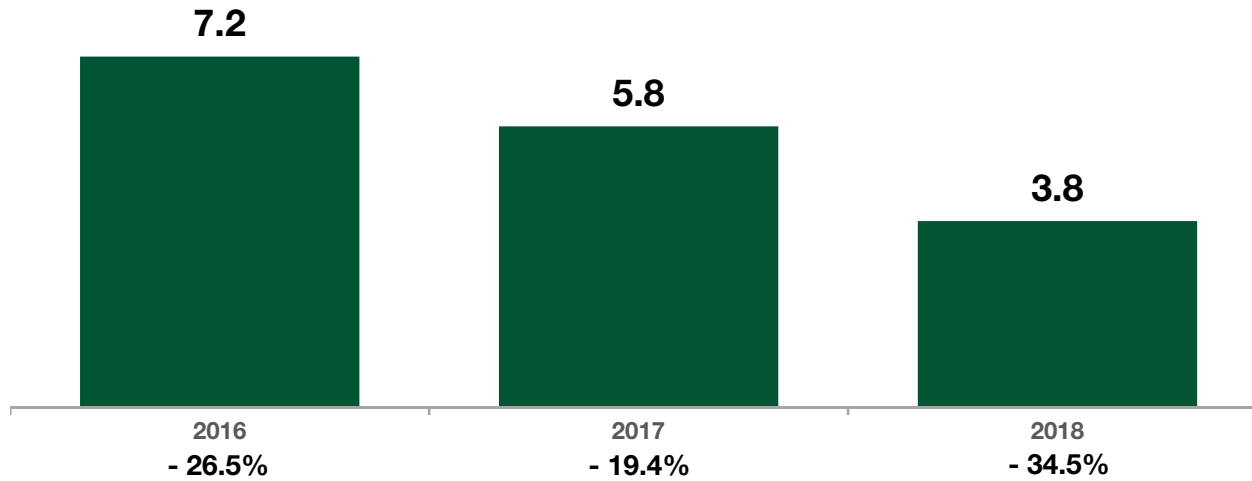


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2017	5.8	7.0	-17.1%
March 2017	5.8	6.9	-15.9%
April 2017	5.8	7.2	-19.4%
May 2017	6.0	7.2	-16.7%
June 2017	5.9	6.9	-14.5%
July 2017	5.4	7.1	-23.9%
August 2017	5.0	7.0	-28.6%
September 2017	4.8	6.7	-28.4%
October 2017	4.6	6.3	-27.0%
November 2017	4.3	6.3	-31.7%
December 2017	3.8	5.7	-33.3%
January 2018	3.8	5.8	-34.5%
12-Month Avg*	5.1	6.7	-23.9%

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

