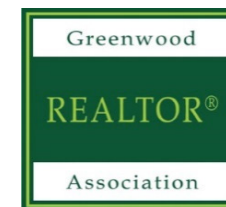


Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings were up 27.6 percent to 125. Pending Sales increased 18.2 percent to 91. Inventory shrank 24.5 percent to 333 units.

Prices moved higher as Median Sales Price was up 5.6 percent to \$142,500. Days on Market decreased 20.5 percent to 116 days. Months Supply of Inventory was down 27.1 percent to 4.3 months, indicating that demand increased relative to supply.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Quick Facts

- 7.3%	+ 5.6%	- 27.1%
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.



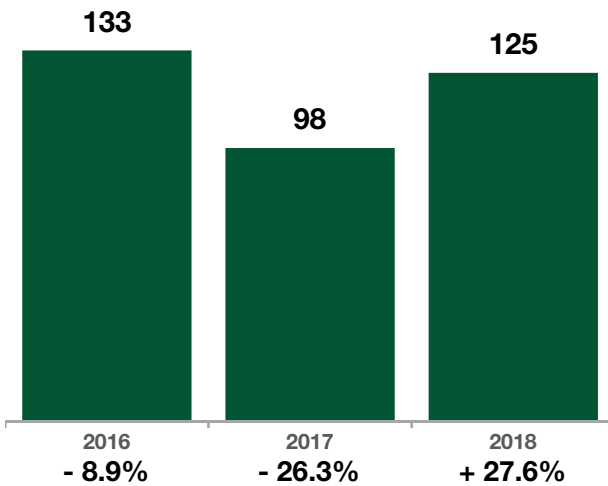
Key Metrics	Historical Sparkbars			04-2017	04-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	04-2016	04-2017	04-2018						
New Listings				98	125	+ 27.6%	437	412	- 5.7%
Pending Sales				77	91	+ 18.2%	313	293	- 6.4%
Closed Sales				82	76	- 7.3%	279	257	- 7.9%
Days on Market				146	116	- 20.5%	148	119	- 19.6%
Median Sales Price				\$135,000	\$142,500	+ 5.6%	\$116,025	\$134,000	+ 15.5%
Average Sales Price				\$144,918	\$181,567	+ 25.3%	\$139,854	\$165,558	+ 18.4%
Pct. of List Price Received				96.9%	96.3%	- 0.6%	94.8%	95.3%	+ 0.5%
Housing Affordability Index				175	166	- 5.1%	204	177	- 13.2%
Inventory of Homes for Sale				441	333	- 24.5%	--	--	--
Months Supply of Inventory				5.9	4.3	- 27.1%	--	--	--

New Listings

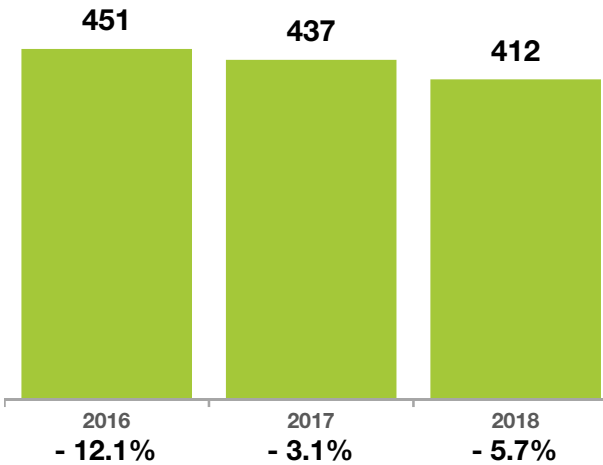
A count of the properties that have been newly listed on the market in a given month.



April



Year to Date



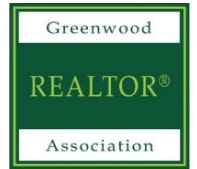
	New Listings	Prior Year	Percent Change
May 2017	134	123	+8.9%
June 2017	134	110	+21.8%
July 2017	99	118	-16.1%
August 2017	103	130	-20.8%
September 2017	92	86	+7.0%
October 2017	89	92	-3.3%
November 2017	58	104	-44.2%
December 2017	45	51	-11.8%
January 2018	96	97	-1.0%
February 2018	87	116	-25.0%
March 2018	104	126	-17.5%
April 2018	125	98	+27.6%
12-Month Avg	97	104	-6.8%

Historical New Listings by Month

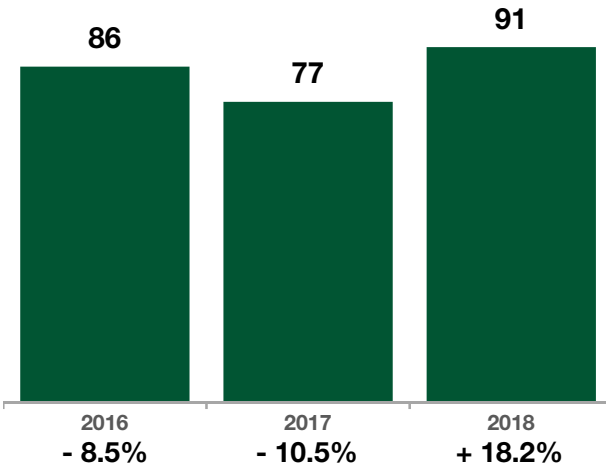


Pending Sales

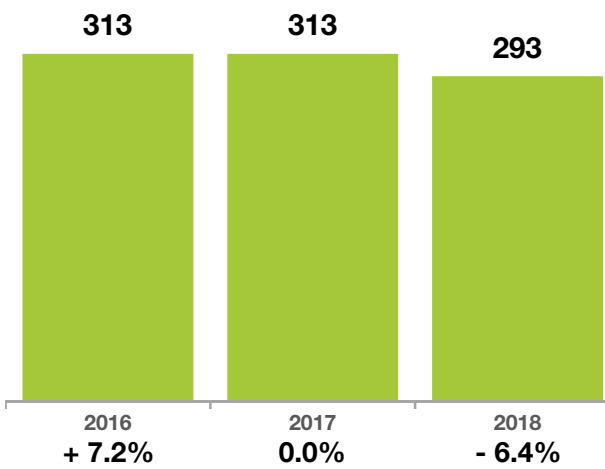
A count of the properties on which offers have been accepted in a given month.



April



Year to Date



Pending Sales	Prior Year	Percent Change	
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	80	77	+3.9%
November 2017	55	59	-6.8%
December 2017	53	45	+17.8%
January 2018	62	67	-7.5%
February 2018	72	79	-8.9%
March 2018	68	90	-24.4%
April 2018	91	77	+18.2%
12-Month Avg	78	75	+3.4%

Historical Pending Sales by Month

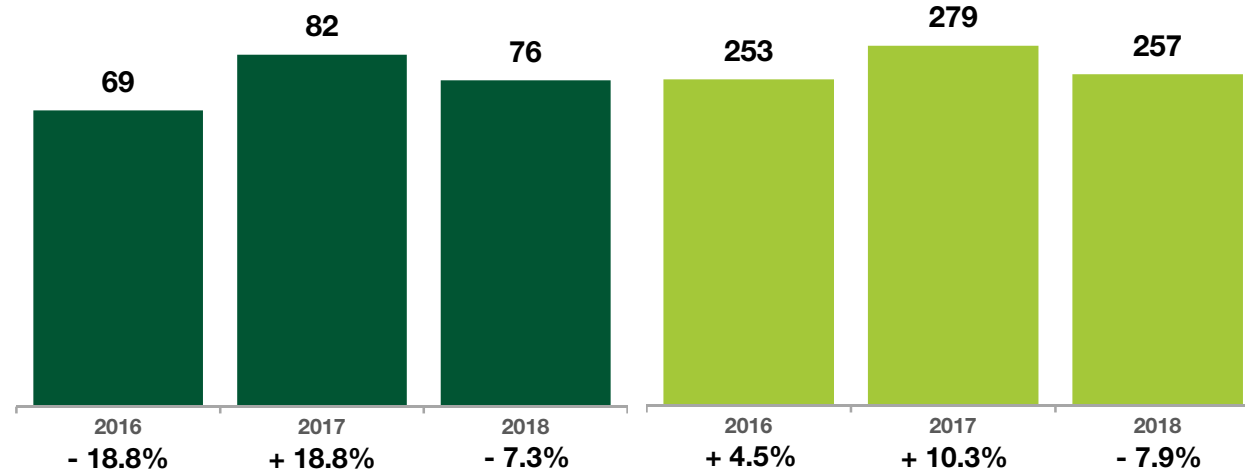


Closed Sales

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

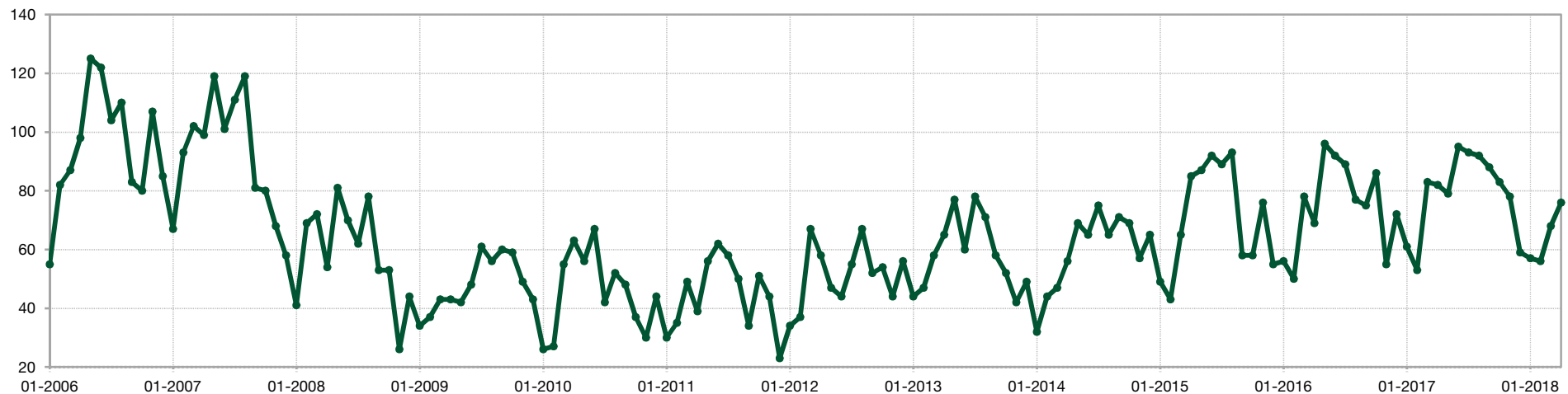


April



Closed Sales	Prior Year	Percent Change	
May 2017	79	96	-17.7%
June 2017	95	92	+3.3%
July 2017	93	89	+4.5%
August 2017	92	77	+19.5%
September 2017	88	75	+17.3%
October 2017	83	86	-3.5%
November 2017	78	55	+41.8%
December 2017	59	72	-18.1%
January 2018	57	61	-6.6%
February 2018	56	53	+5.7%
March 2018	68	83	-18.1%
April 2018	76	82	-7.3%
12-Month Avg	77	77	+0.3%

Historical Closed Sales by Month

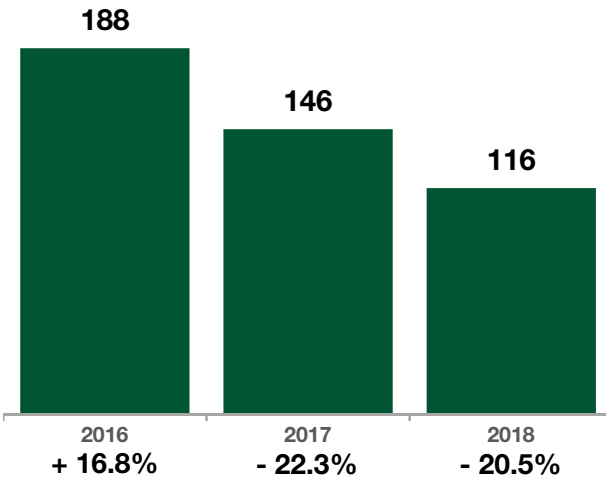


Days on Market Until Sale

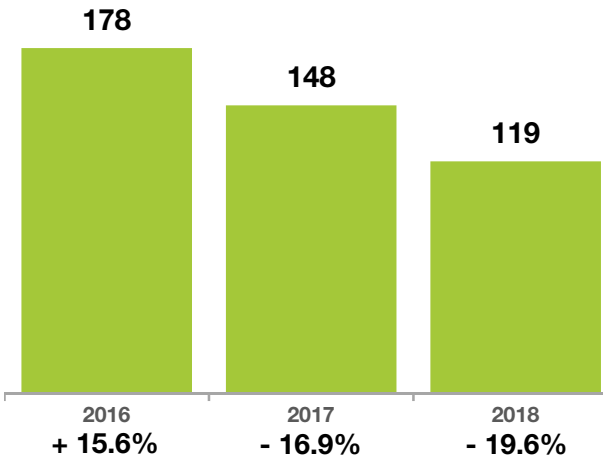
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



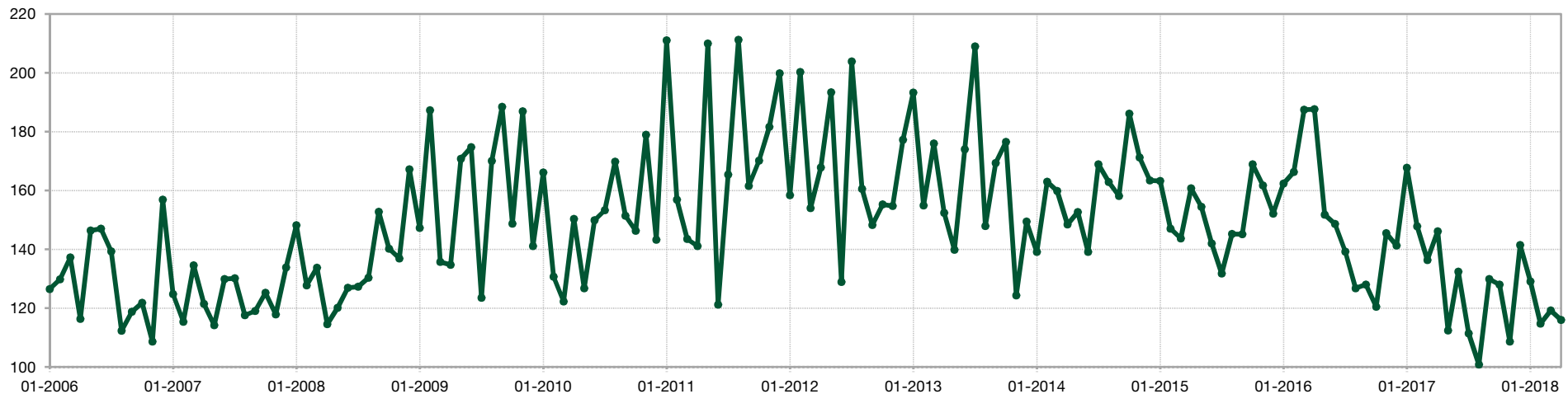
Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
February 2018	115	148	-22.3%
March 2018	119	136	-12.5%
April 2018	116	146	-20.5%
12-Month Avg*	120	141	-14.9%

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

Historical Days on Market Until Sale by Month

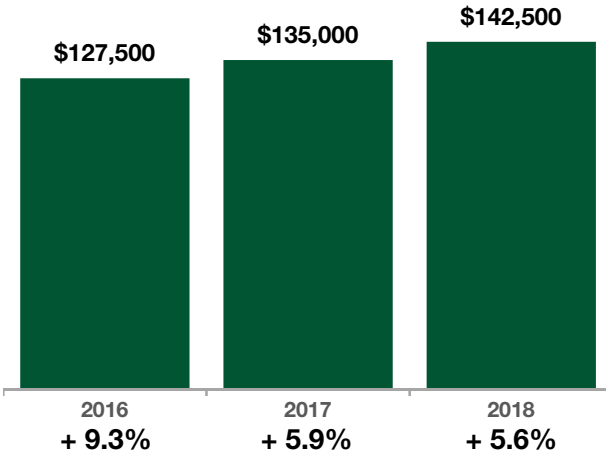


Median Sales Price

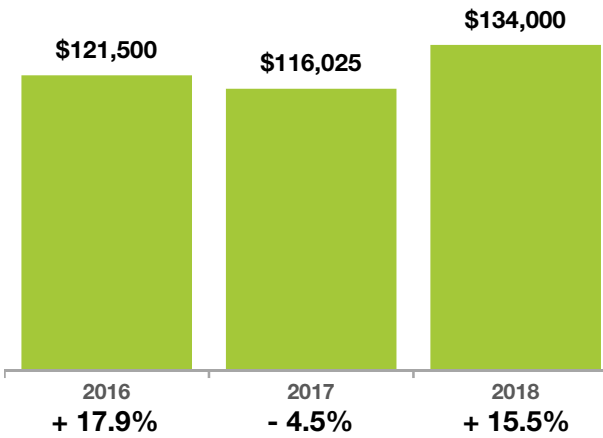
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



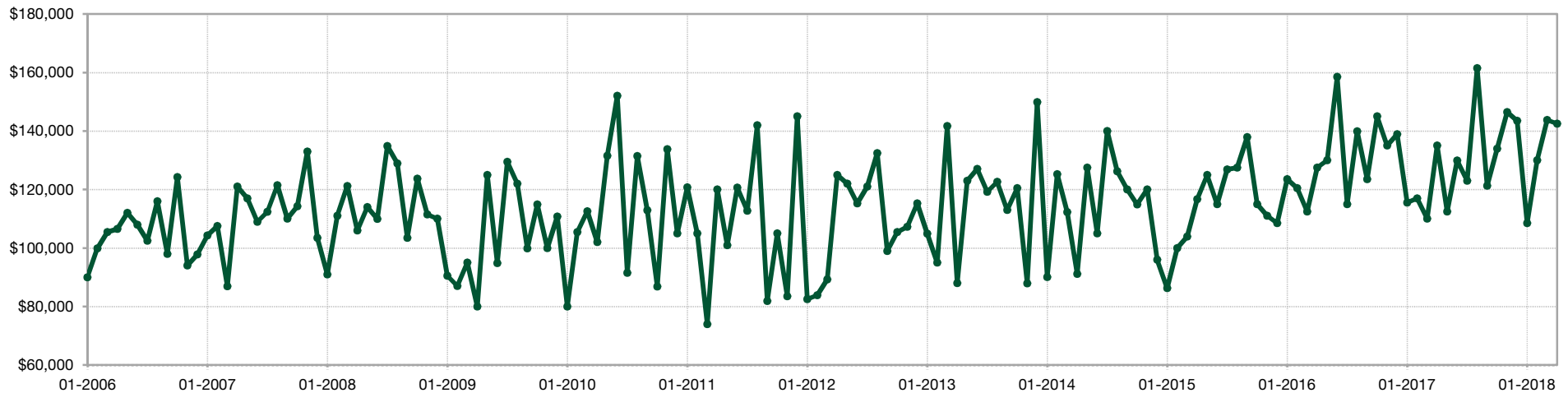
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2018	\$130,000	\$117,000	+11.1%
March 2018	\$143,750	\$110,000	+30.7%
April 2018	\$142,500	\$135,000	+5.6%
12-Month Med*	\$134,750	\$129,000	+4.5%

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

Historical Median Sales Price by Month

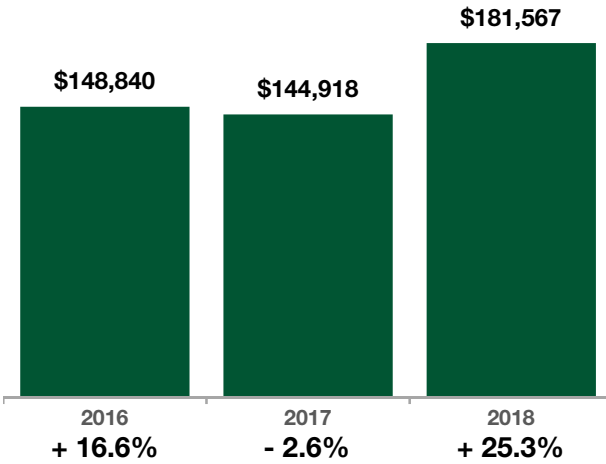


Average Sales Price

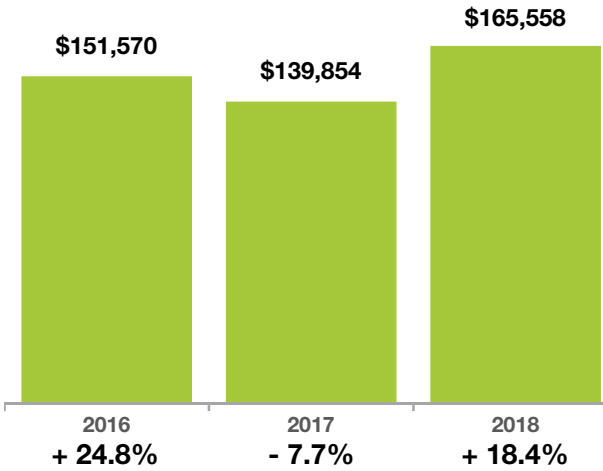
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



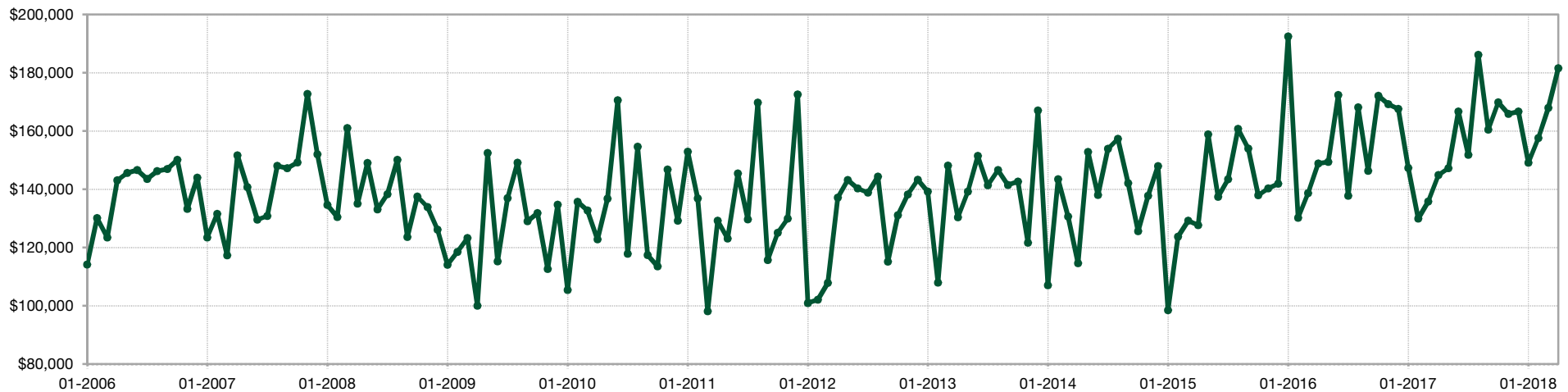
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
February 2018	\$157,611	\$129,947	+21.3%
March 2018	\$167,904	\$135,791	+23.6%
April 2018	\$181,567	\$144,918	+25.3%
12-Month Avg*	\$164,259	\$153,411	+7.1%

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

Historical Average Sales Price by Month

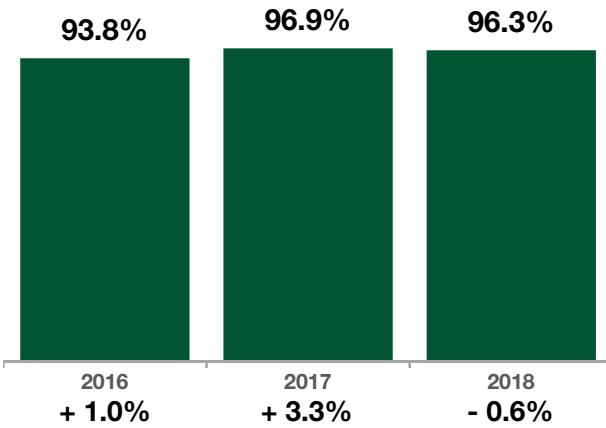


Percent of List Price Received

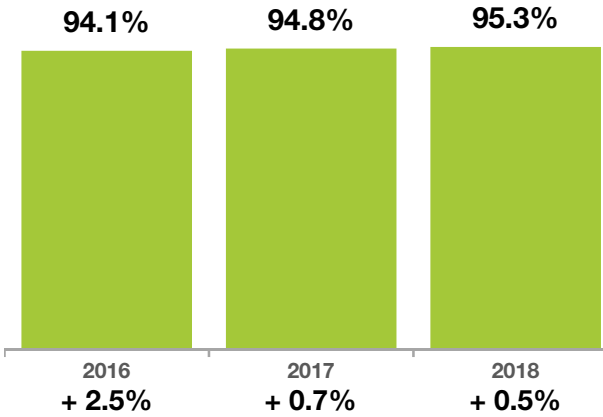
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



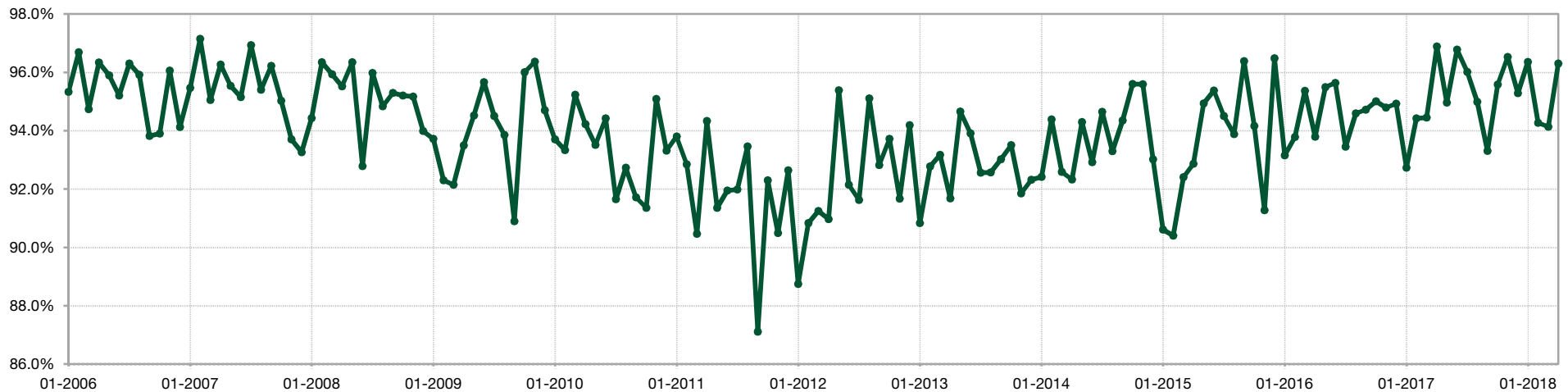
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
February 2018	94.3%	94.4%	-0.1%
March 2018	94.1%	94.5%	-0.4%
April 2018	96.3%	96.9%	-0.6%
12-Month Avg*	95.4%	94.8%	+0.6%

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

Historical Percent of List Price Received by Month



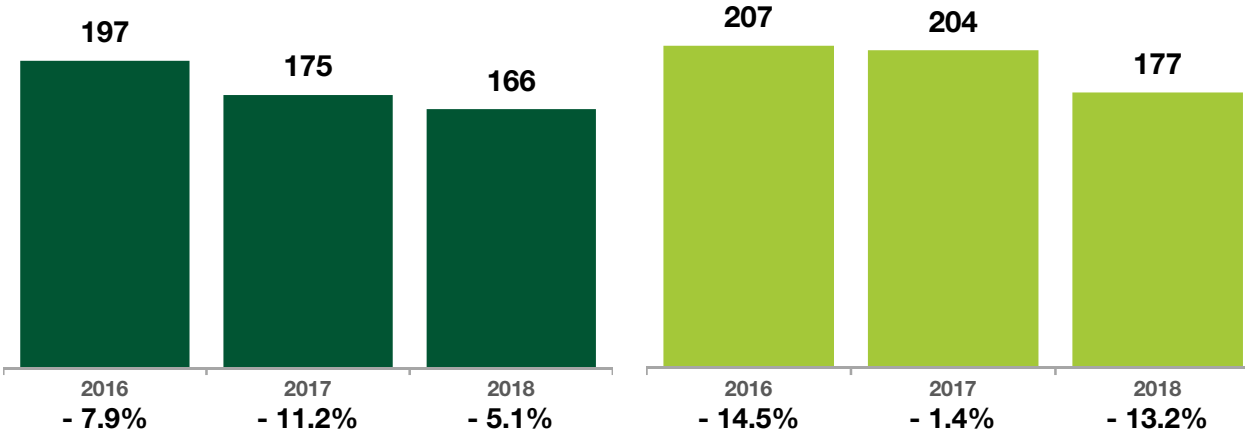
Housing Affordability Index



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.

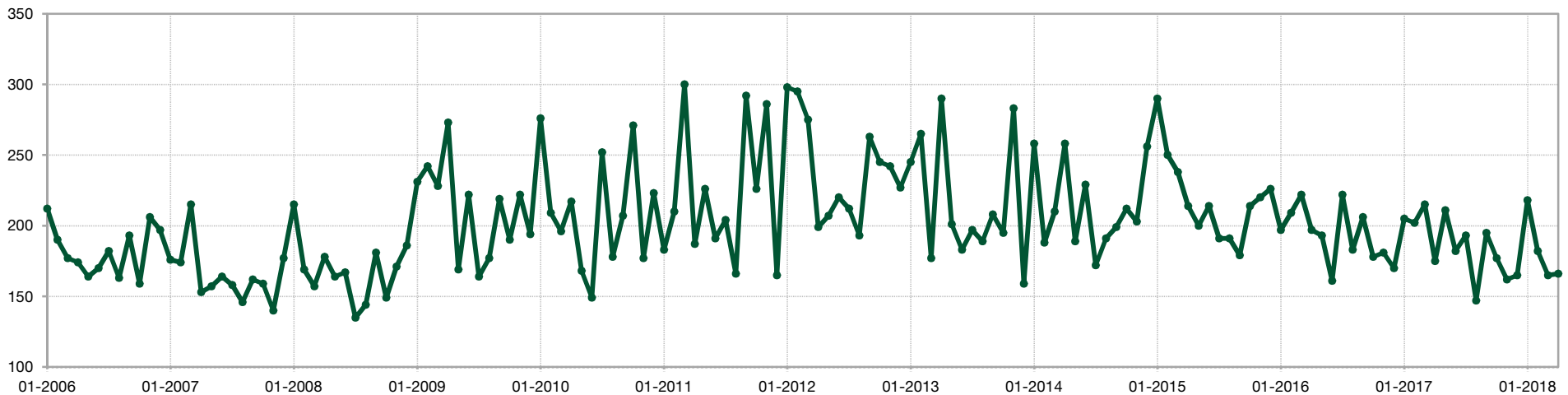
April

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2018	182	202	-9.9%
March 2018	165	215	-23.3%
April 2018	166	175	-5.1%
12-Month Avg	180	191	-5.6%

Historical Housing Affordability Index by Month

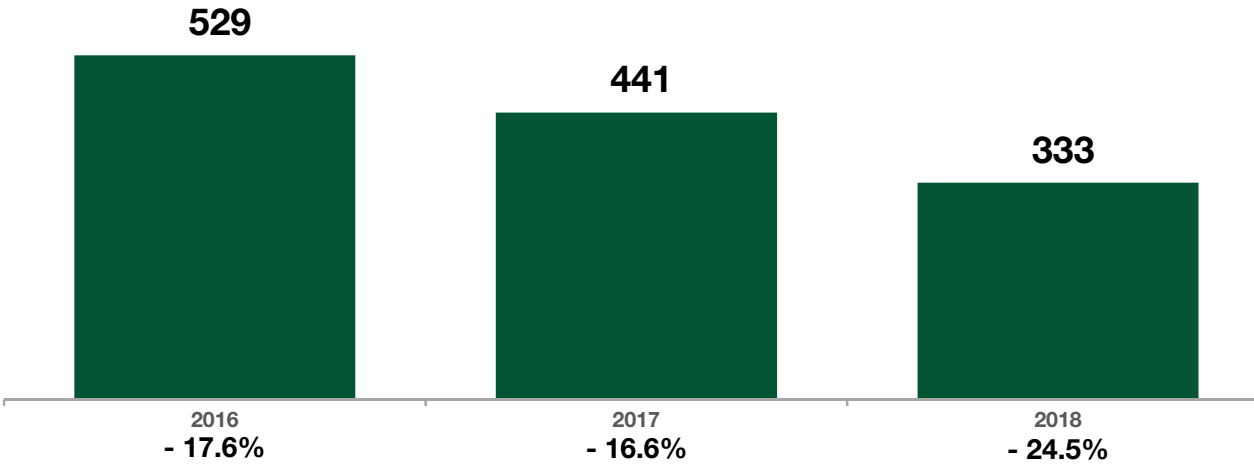


Inventory of Homes for Sale

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



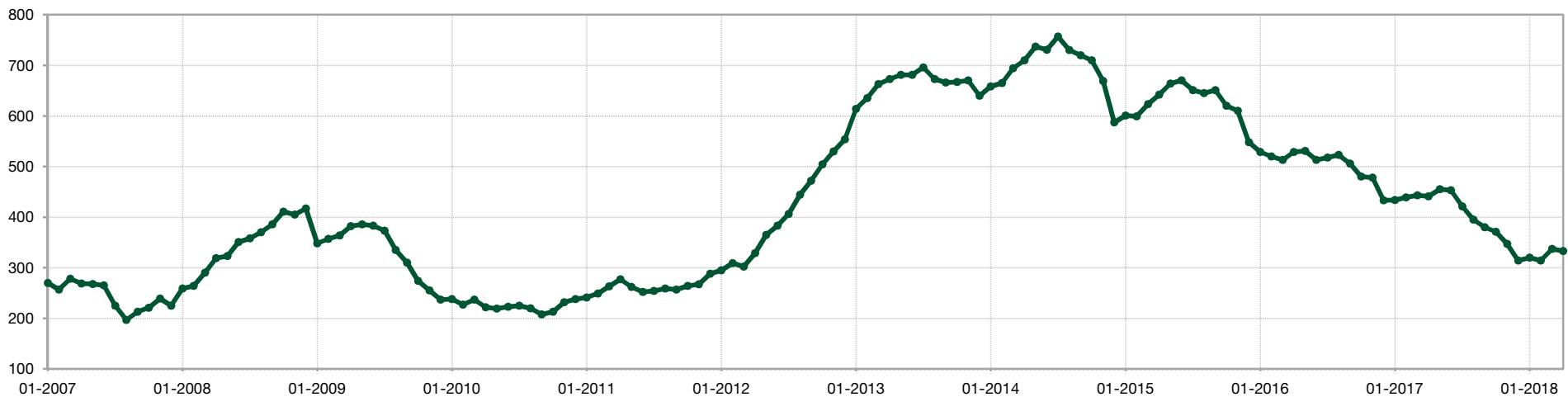
April



	Homes for Sale	Prior Year	Percent Change
May 2017	455	531	-14.3%
June 2017	453	513	-11.7%
July 2017	421	518	-18.7%
August 2017	395	523	-24.5%
September 2017	380	506	-24.9%
October 2017	371	480	-22.7%
November 2017	347	478	-27.4%
December 2017	314	433	-27.5%
January 2018	320	434	-26.3%
February 2018	314	439	-28.5%
March 2018	337	443	-23.9%
April 2018	333	441	-24.5%
12-Month Avg*	370	442	-16.3%

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

Historical Inventory of Homes for Sale by Month

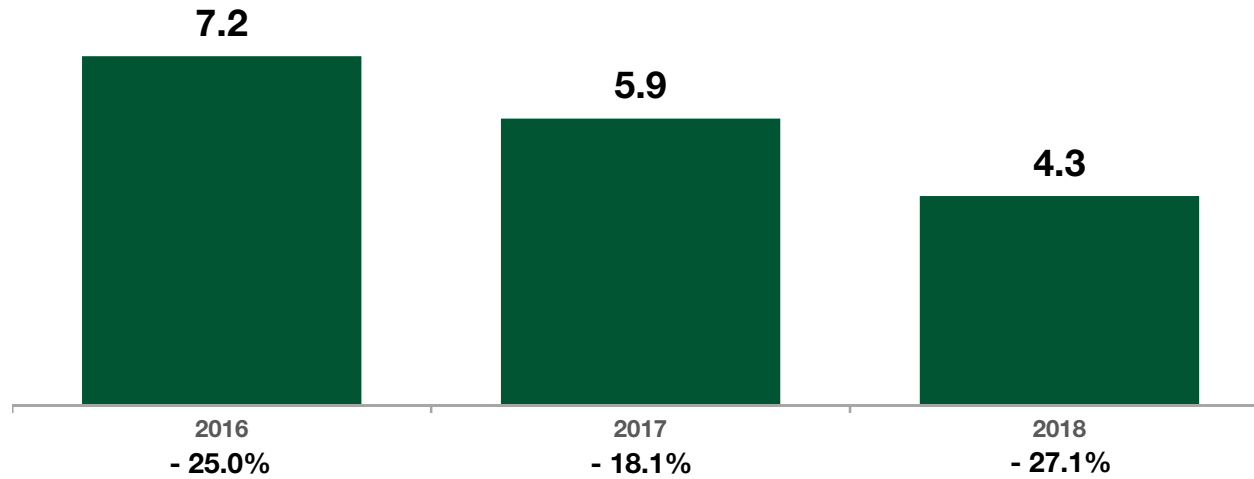


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2017	6.0	7.2	-16.7%
June 2017	6.0	6.9	-13.0%
July 2017	5.5	7.1	-22.5%
August 2017	5.1	7.0	-27.1%
September 2017	4.8	6.7	-28.4%
October 2017	4.7	6.3	-25.4%
November 2017	4.4	6.3	-30.2%
December 2017	4.0	5.8	-31.0%
January 2018	4.1	5.8	-29.3%
February 2018	4.0	5.8	-31.0%
March 2018	4.4	5.8	-24.1%
April 2018	4.3	5.9	-27.1%
12-Month Avg*	4.8	6.4	-25.0%

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

Historical Months Supply of Inventory by Month

