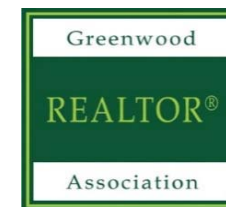


Monthly Indicators



May 2018

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

New Listings were down 6.0 percent to 126. Pending Sales increased 22.5 percent to 109. Inventory shrank 25.3 percent to 340 units.

Prices moved higher as Median Sales Price was up 21.1 percent to \$136,250. Days on Market decreased 6.3 percent to 105 days. Months Supply of Inventory was down 28.3 percent to 4.3 months, indicating that demand increased relative to supply.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Quick Facts

+ 8.9%	+ 21.1%	- 28.3%
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.



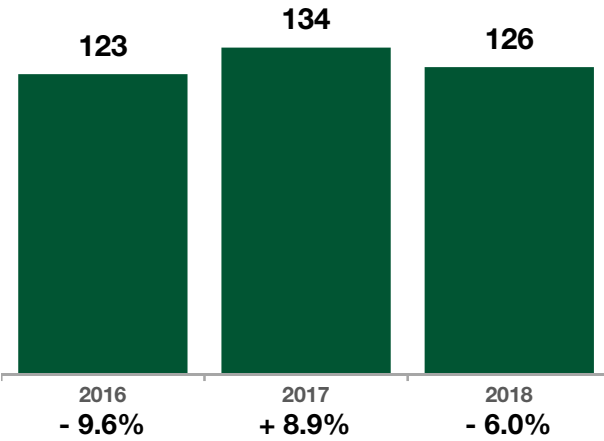
Key Metrics	Historical Sparkbars			05-2017	05-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	05-2016	05-2017	05-2018						
New Listings				134	126	- 6.0%	571	546	- 4.4%
Pending Sales				89	109	+ 22.5%	402	399	- 0.7%
Closed Sales				79	86	+ 8.9%	358	343	- 4.2%
Days on Market				112	105	- 6.3%	140	116	- 17.1%
Median Sales Price				\$112,500	\$136,250	+ 21.1%	\$115,775	\$134,500	+ 16.2%
Average Sales Price				\$147,254	\$170,828	+ 16.0%	\$141,496	\$166,884	+ 17.9%
Pct. of List Price Received				95.0%	96.7%	+ 1.8%	94.8%	95.7%	+ 0.9%
Housing Affordability Index				211	174	- 17.5%	205	176	- 14.1%
Inventory of Homes for Sale				455	340	- 25.3%	--	--	--
Months Supply of Inventory				6.0	4.3	- 28.3%	--	--	--

New Listings

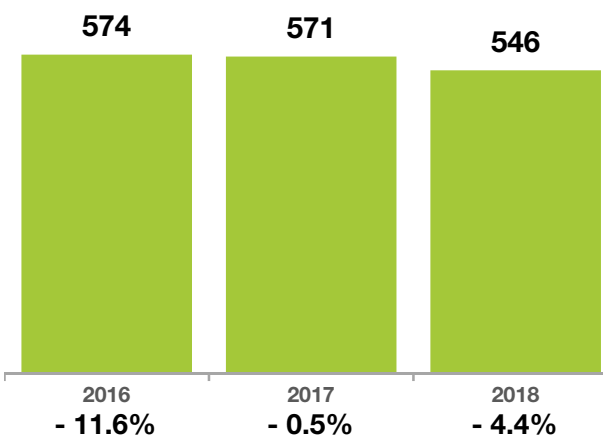
A count of the properties that have been newly listed on the market in a given month.



May

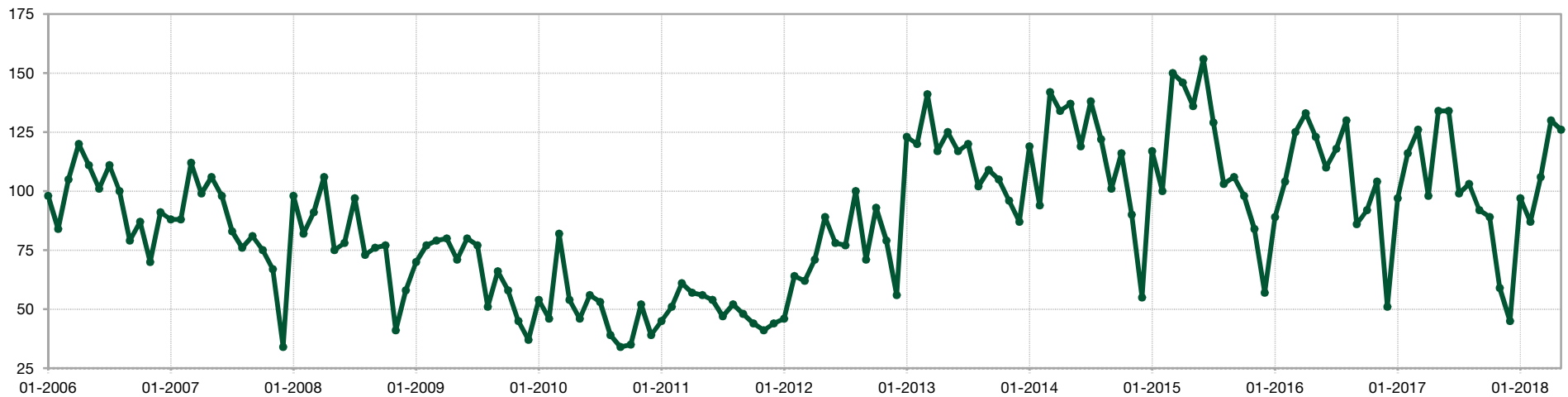


Year to Date



	New Listings	Prior Year	Percent Change
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	59	104	-43.3%
December 2017	45	51	-11.8%
January 2018	97	97	0.0%
February 2018	87	116	-25.0%
March 2018	106	126	-15.9%
April 2018	130	98	+32.7%
May 2018	126	134	-6.0%
12-Month Avg	97	105	-7.5%

Historical New Listings by Month

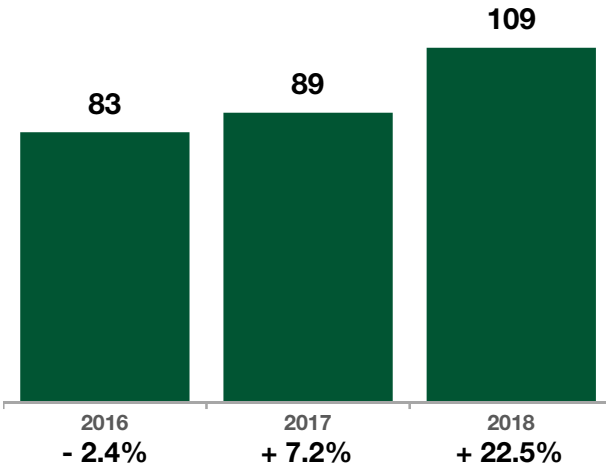


Pending Sales

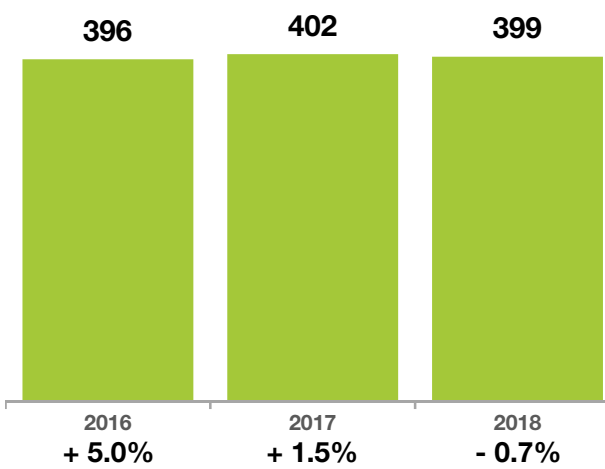
A count of the properties on which offers have been accepted in a given month.



May



Year to Date



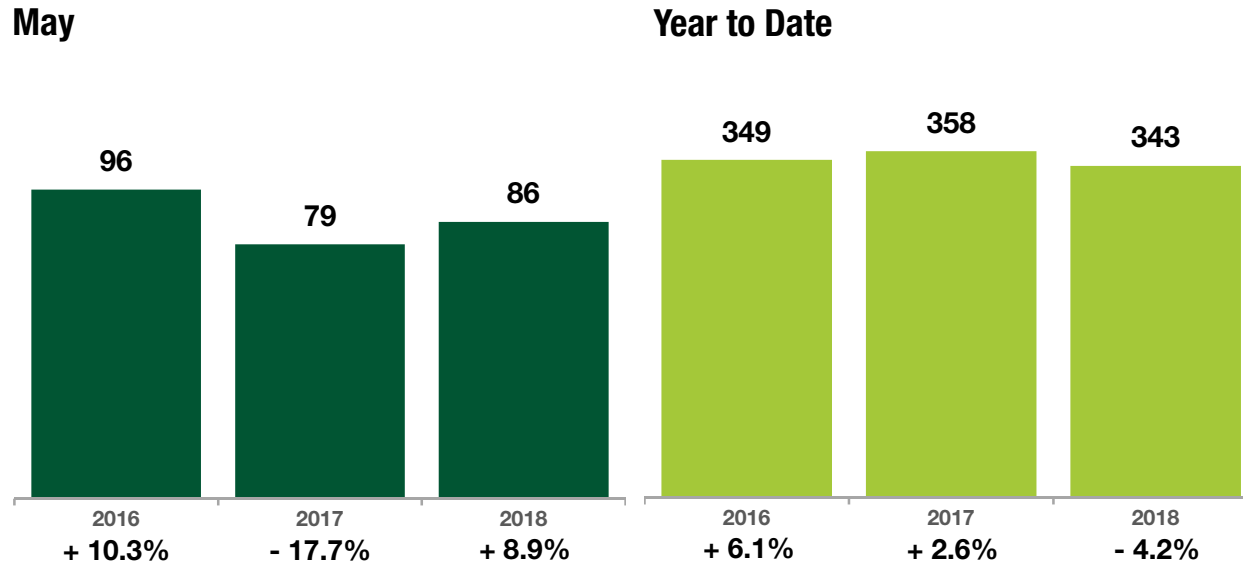
	Pending Sales	Prior Year	Percent Change
June 2017	97	95	+2.1%
July 2017	95	77	+23.4%
August 2017	89	79	+12.7%
September 2017	79	72	+9.7%
October 2017	80	77	+3.9%
November 2017	55	59	-6.8%
December 2017	53	45	+17.8%
January 2018	62	67	-7.5%
February 2018	73	79	-7.6%
March 2018	64	90	-28.9%
April 2018	91	77	+18.2%
May 2018	109	89	+22.5%
12-Month Avg	79	76	+4.5%

Historical Pending Sales by Month



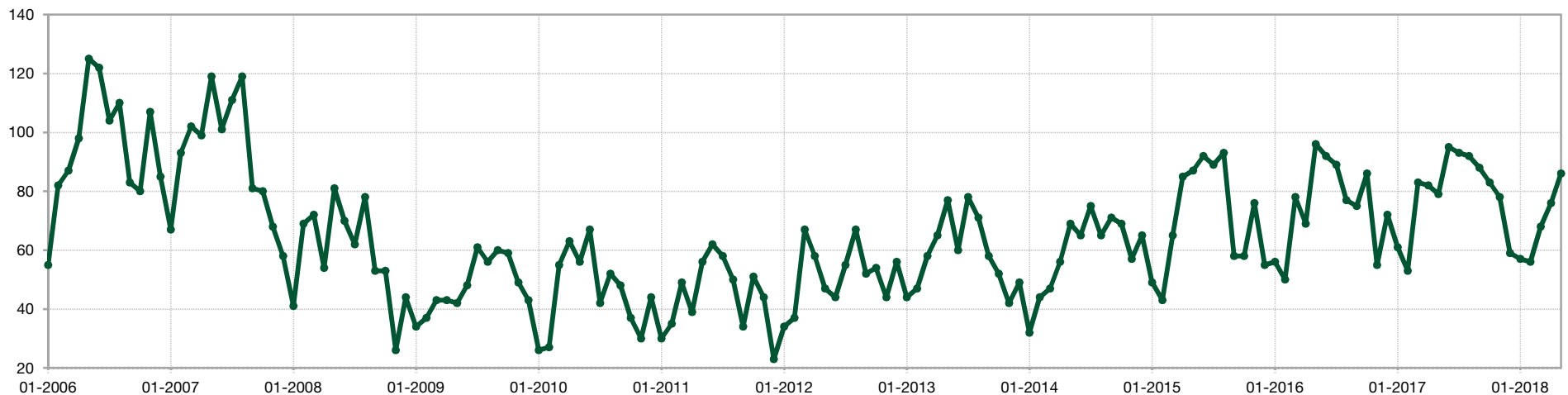
Closed Sales

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



	Closed Sales	Prior Year	Percent Change
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%
May 2018	86	79	+8.9%
12-Month Avg	78	75	+3.0%

Historical Closed Sales by Month

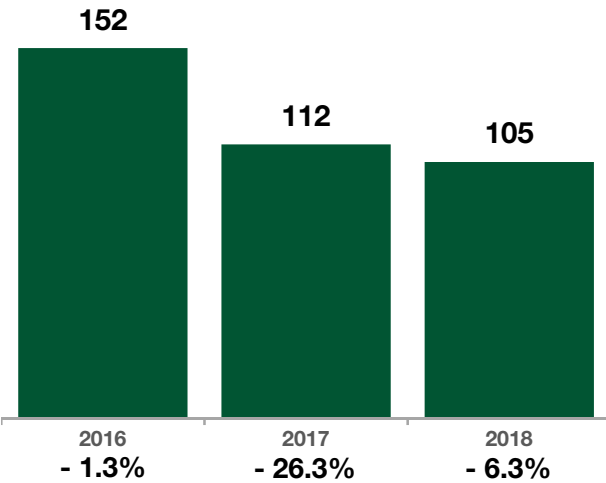


Days on Market Until Sale

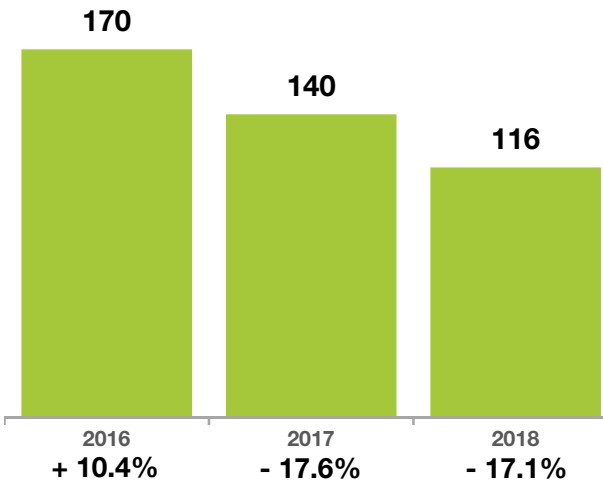
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



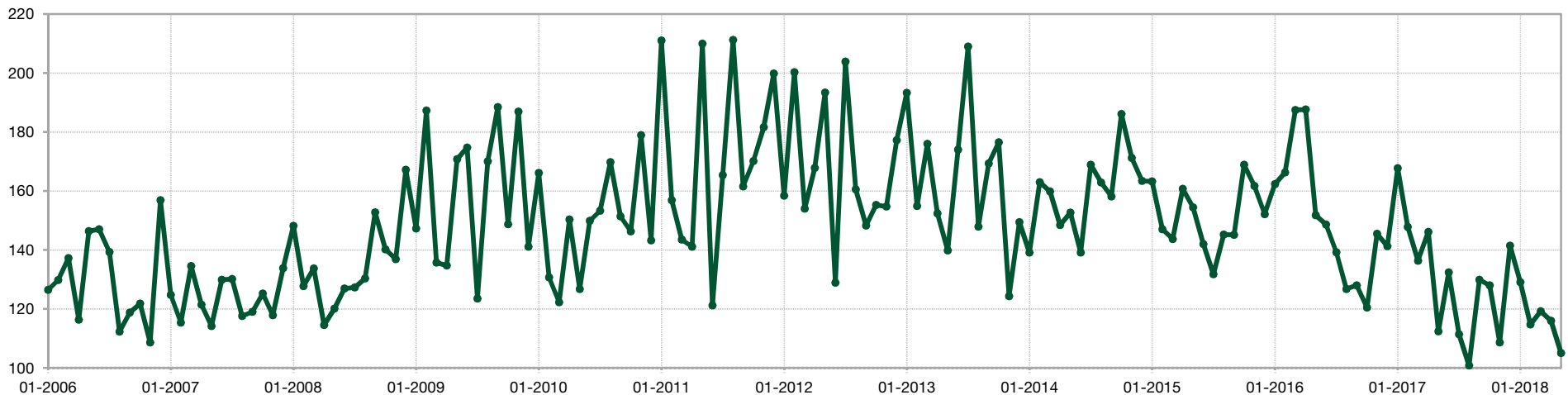
Year to Date



Days on Market	Prior Year	Percent Change	
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%
May 2018	105	112	-6.3%
12-Month Avg*	119	137	-13.1%

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

Historical Days on Market Until Sale by Month

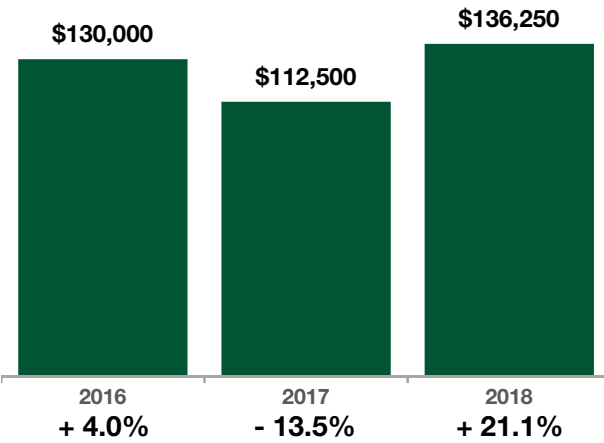


Median Sales Price

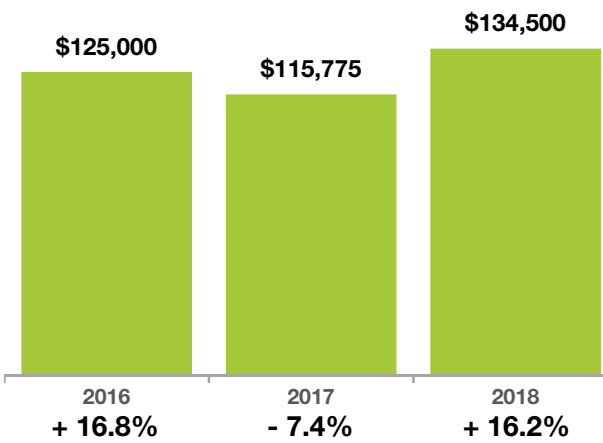
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



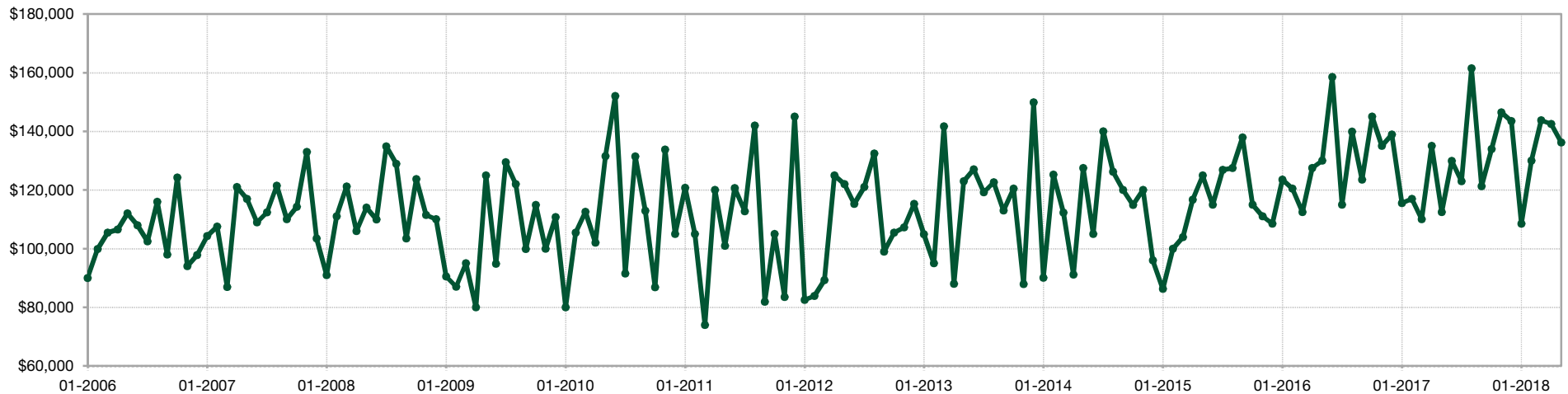
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
May 2018	\$136,250	\$112,500	+21.1%
12-Month Med*	\$135,500	\$126,000	+7.5%

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

Historical Median Sales Price by Month

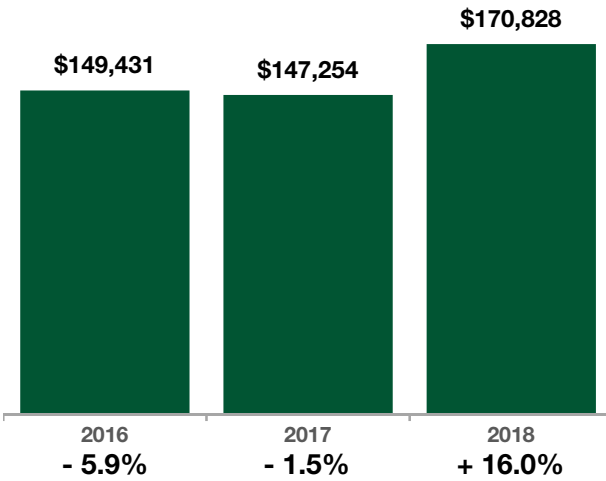


Average Sales Price

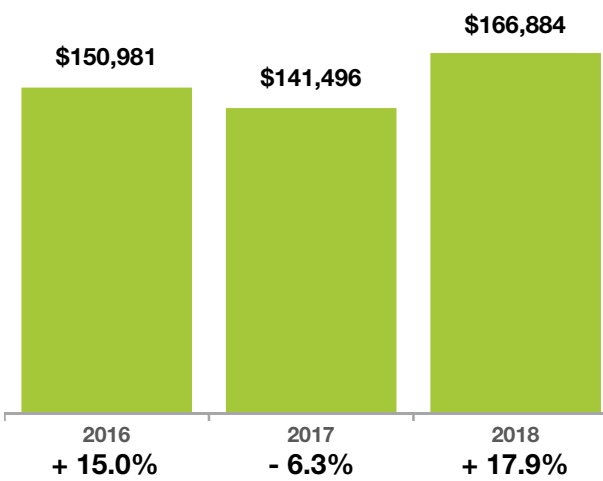
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



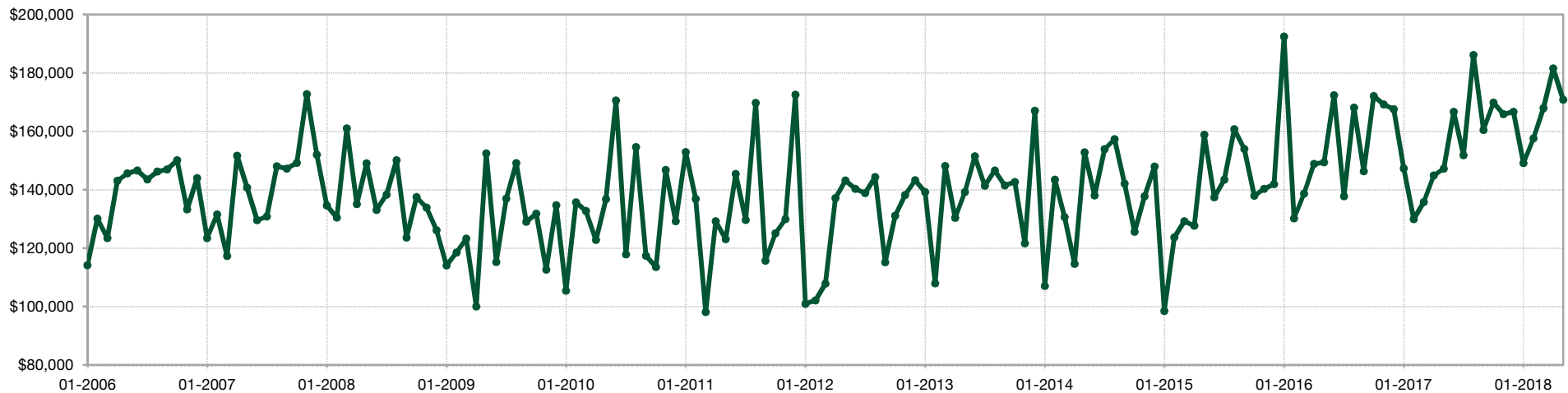
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
May 2018	\$170,828	\$147,254	+16.0%
12-Month Avg*	\$166,223	\$153,230	+8.5%

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

Historical Average Sales Price by Month

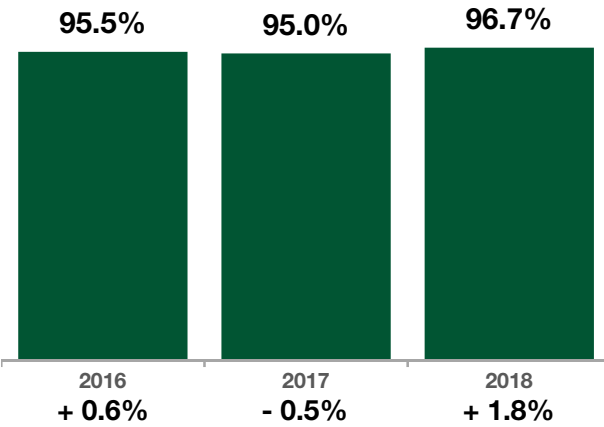


Percent of List Price Received

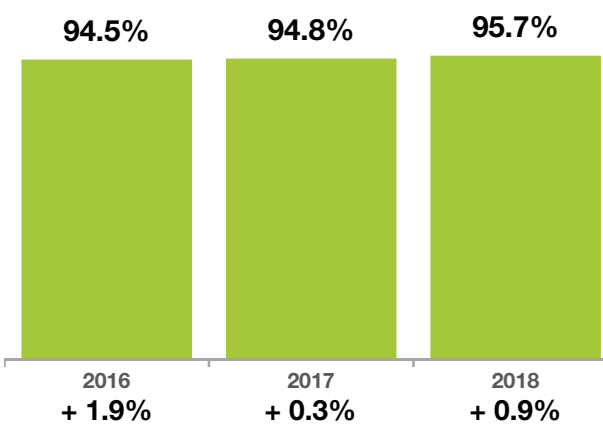
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



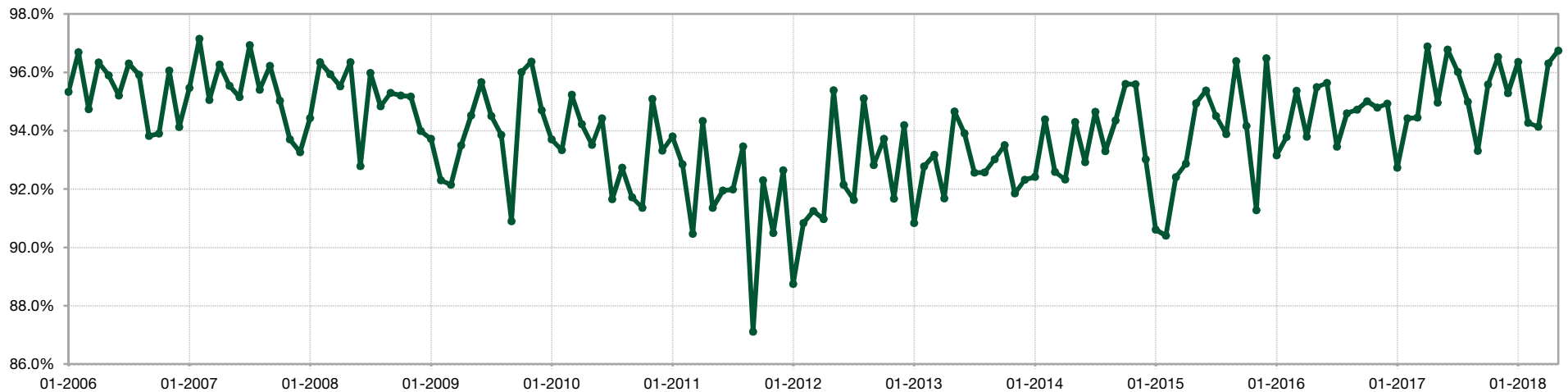
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
May 2018	96.7%	95.0%	+1.8%
12-Month Avg*	95.6%	94.8%	+0.8%

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

Historical Percent of List Price Received by Month



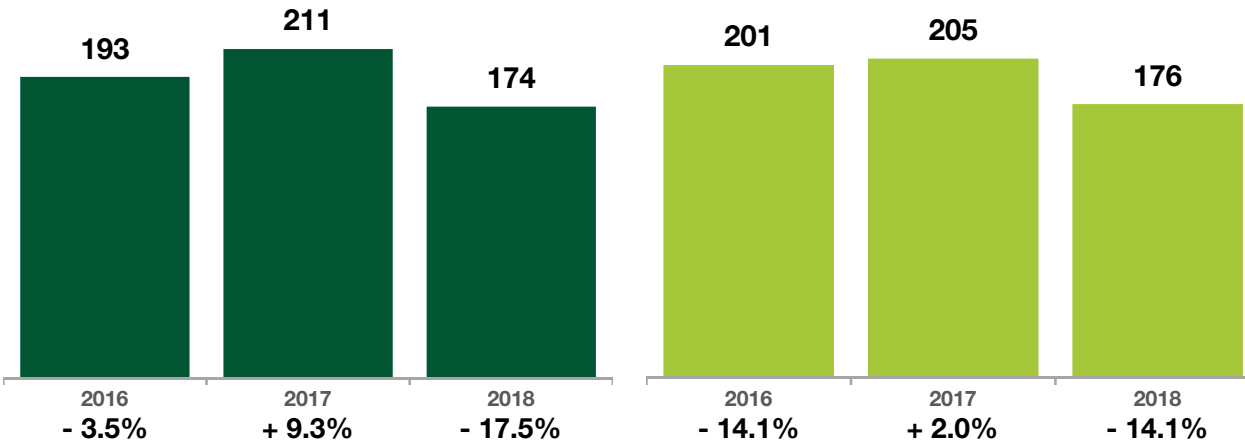
Housing Affordability Index



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.

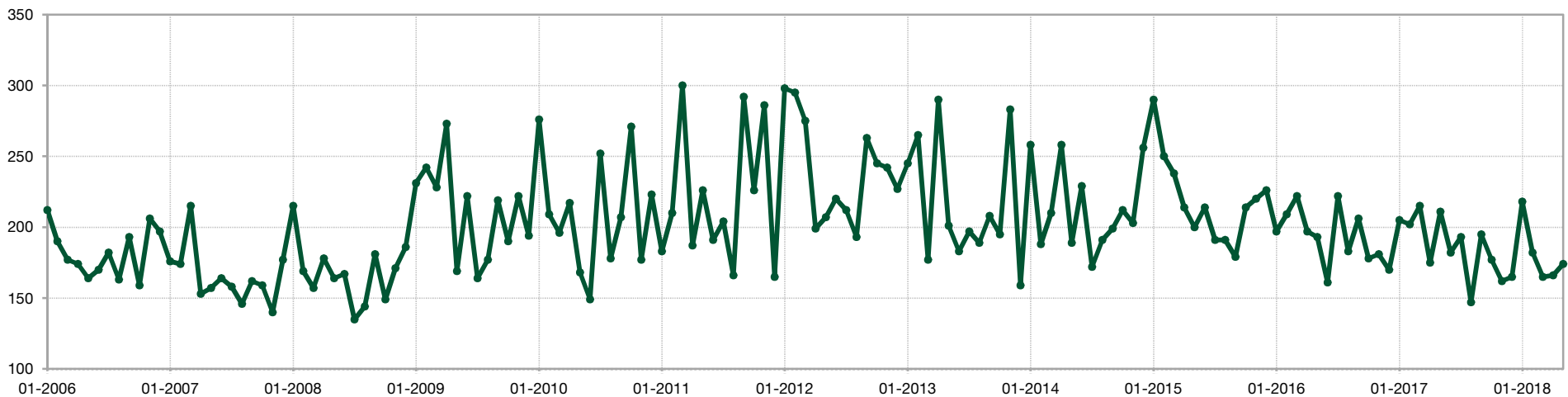
May

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
May 2018	174	211	-17.5%
12-Month Avg	177	192	-7.9%

Historical Housing Affordability Index by Month

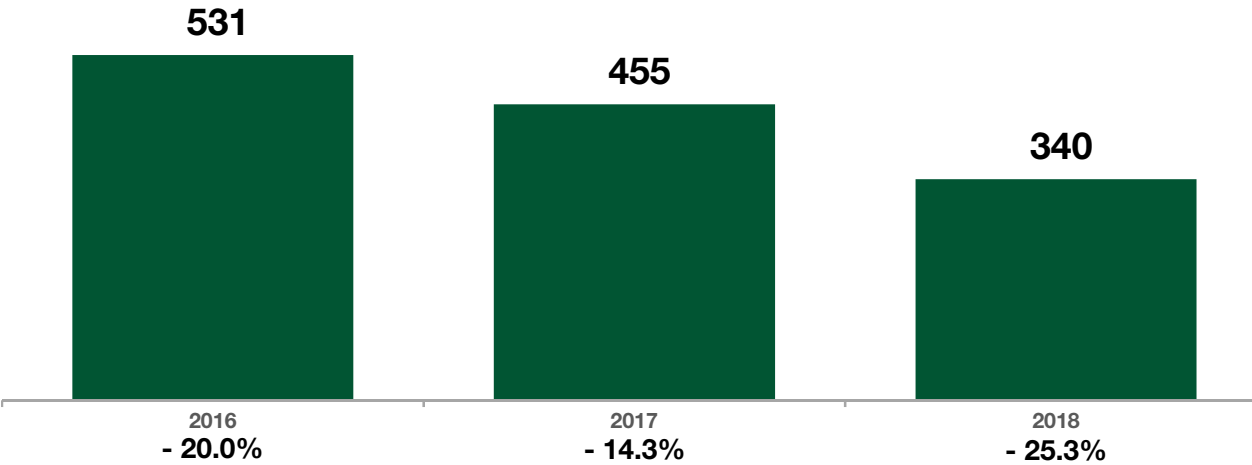


Inventory of Homes for Sale

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



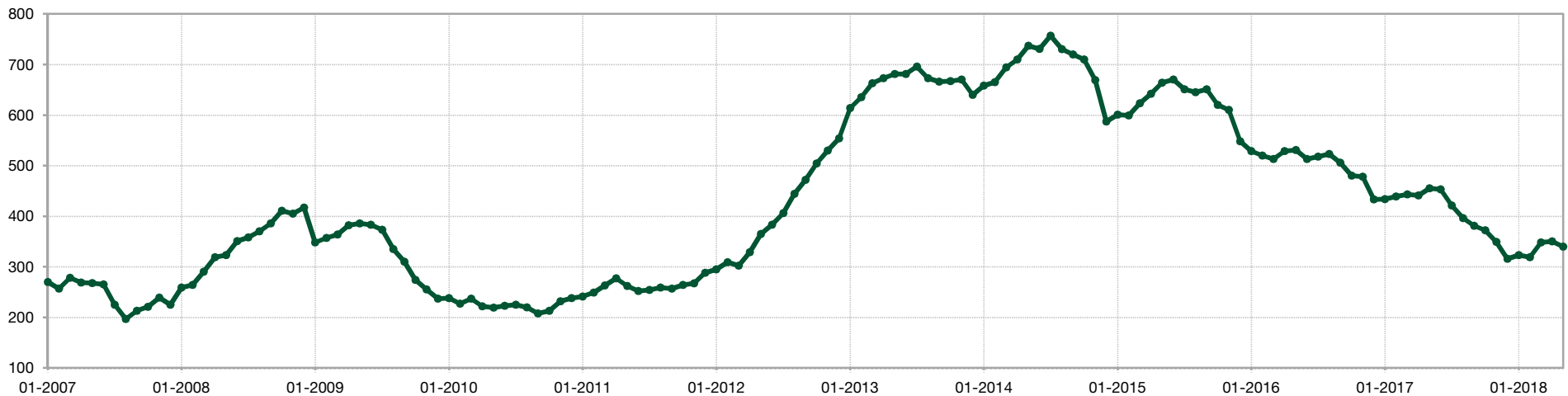
May



Homes for Sale	Prior Year	Percent Change
June 2017	513	-11.7%
July 2017	518	-18.7%
August 2017	523	-24.3%
September 2017	506	-24.7%
October 2017	480	-22.5%
November 2017	478	-27.0%
December 2017	433	-27.0%
January 2018	434	-25.6%
February 2018	439	-27.3%
March 2018	443	-21.4%
April 2018	441	-20.6%
May 2018	455	-25.3%
12-Month Avg*	364	-18.8%

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

Historical Inventory of Homes for Sale by Month

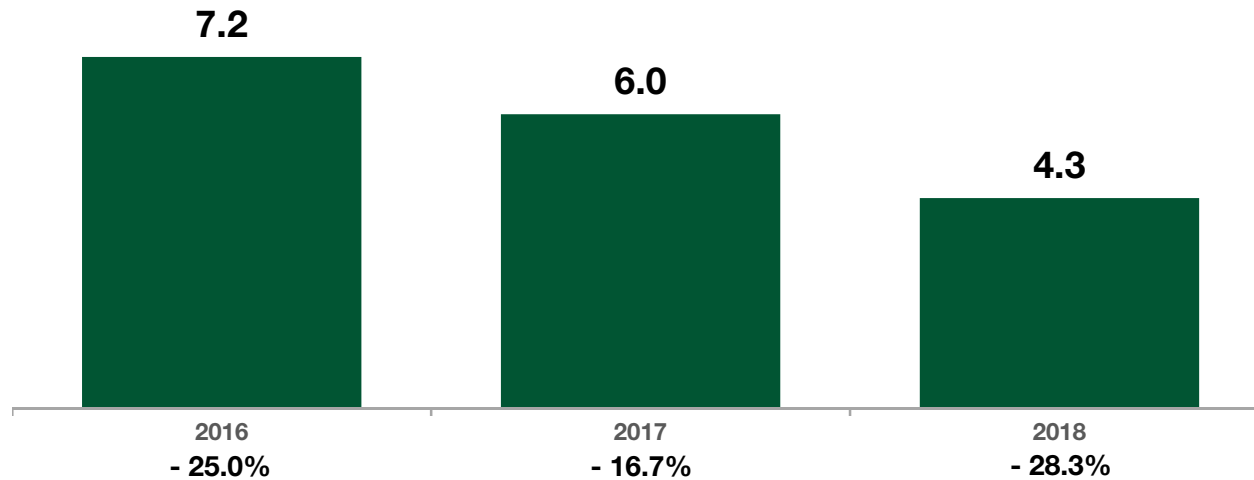


Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
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	4.1	5.8	-29.3%
March 2018	4.6	5.8	-20.7%
April 2018	4.5	5.9	-23.7%
May 2018	4.3	6.0	-28.3%
12-Month Avg*	4.7	6.3	-25.4%

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

Historical Months Supply of Inventory by Month

