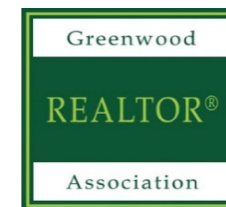


Monthly Indicators



June 2018

Housing markets across the nation are most assuredly active this summer, and buyer competition is manifesting itself into several quick sales above asking price. While the strength of the U.S. economy has helped purchase offers pile up, the Fed recently increased the federal funds rate by 0.25 percent, marking the second rate hike this year and seventh since late 2015. Although the 30-year mortgage rate did not increase, buyers often react by locking in at the current rate ahead of assumed higher rates later. When this happens, accelerated price increases are possible, causing further strain on affordability.

New Listings were down 23.9 percent to 102. Pending Sales decreased 3.1 percent to 94. Inventory shrank 23.6 percent to 346 units.

Prices were still soft as Median Sales Price was down 2.2 percent to \$127,000. Days on Market decreased 26.5 percent to 97 days. Months Supply of Inventory was down 26.7 percent to 4.4 months, indicating that demand increased relative to supply.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Quick Facts

- 10.5% **- 2.2%** **- 26.7%**

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.



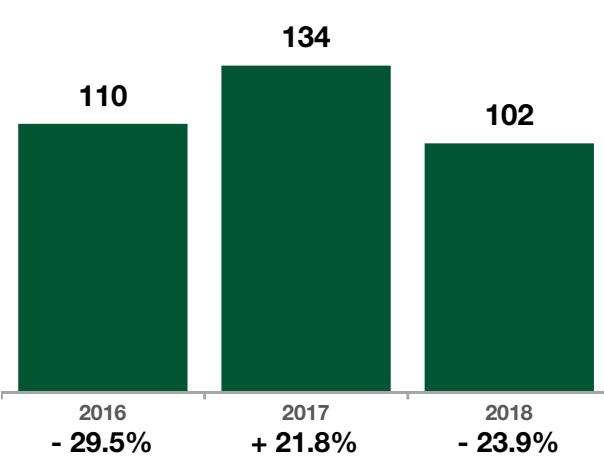
Key Metrics	Historical Sparkbars			06-2017	06-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	06-2016	06-2017	06-2018						
New Listings				134	102	- 23.9%	705	659	- 6.5%
Pending Sales				97	94	- 3.1%	499	484	- 3.0%
Closed Sales				95	85	- 10.5%	453	431	- 4.9%
Days on Market				132	97	- 26.5%	139	112	- 19.4%
Median Sales Price				\$129,900	\$127,000	- 2.2%	\$118,496	\$133,500	+ 12.7%
Average Sales Price				\$166,705	\$160,556	- 3.7%	\$146,806	\$165,380	+ 12.7%
Pct. of List Price Received				96.8%	96.6%	- 0.2%	95.2%	95.8%	+ 0.6%
Housing Affordability Index				182	187	+ 2.7%	200	177	- 11.5%
Inventory of Homes for Sale				453	346	- 23.6%	--	--	--
Months Supply of Inventory				6.0	4.4	- 26.7%	--	--	--

New Listings

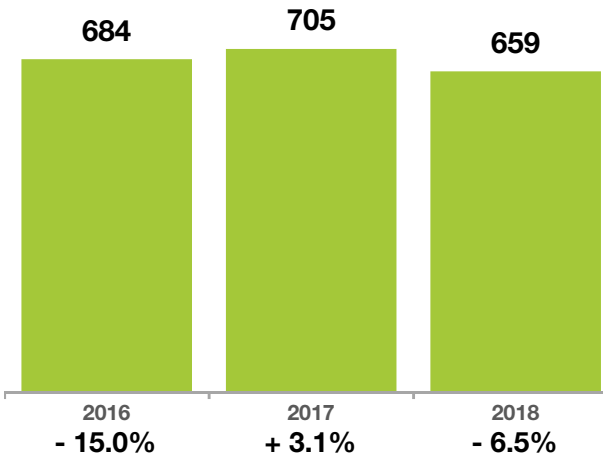
A count of the properties that have been newly listed on the market in a given month.



June

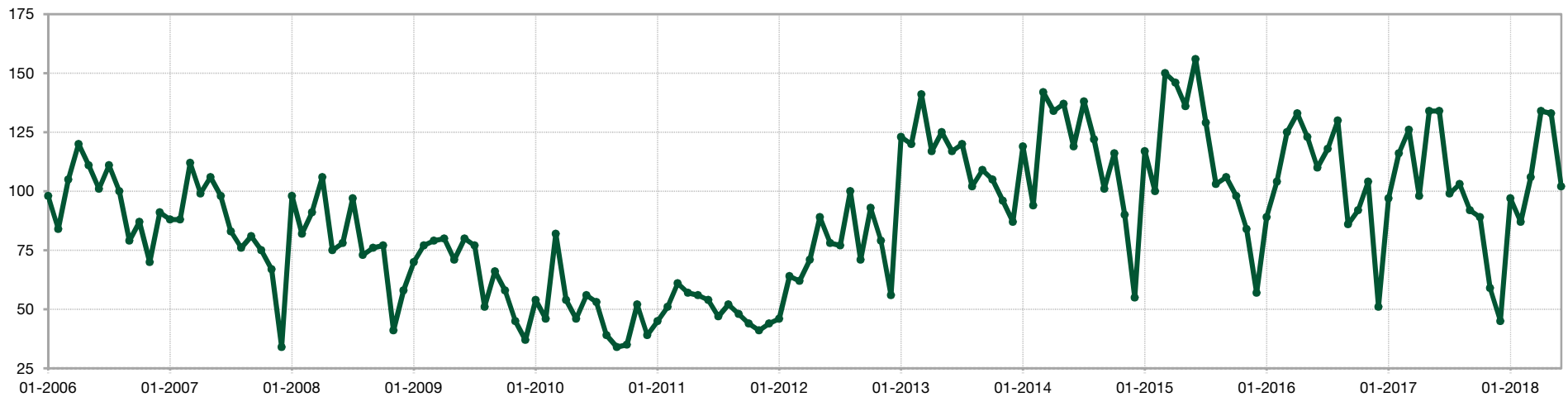


Year to Date



	New Listings	Prior Year	Percent Change
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	134	98	+36.7%
May 2018	133	134	-0.7%
June 2018	102	134	-23.9%
12-Month Avg	96	107	-10.9%

Historical New Listings by Month

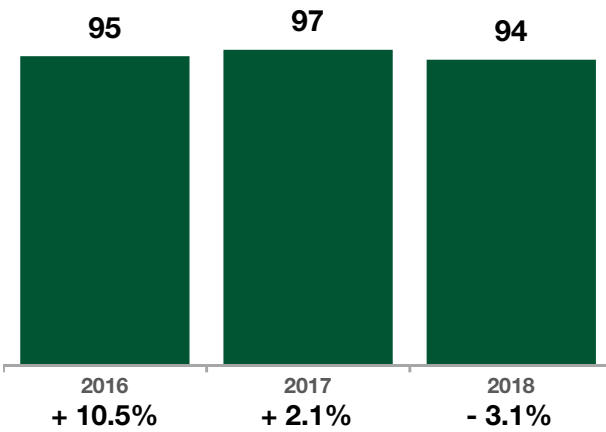


Pending Sales

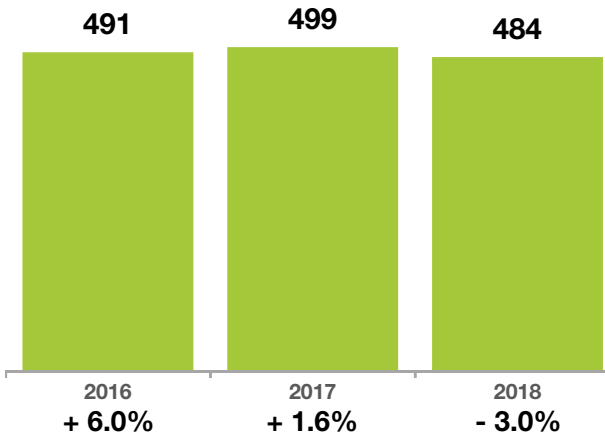
A count of the properties on which offers have been accepted in a given month.



June



Year to Date



	Pending Sales	Prior Year	Percent Change
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	52	45	+15.6%
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	100	89	+12.4%
June 2018	94	97	-3.1%
12-Month Avg	78	76	+2.9%

Historical Pending Sales by Month

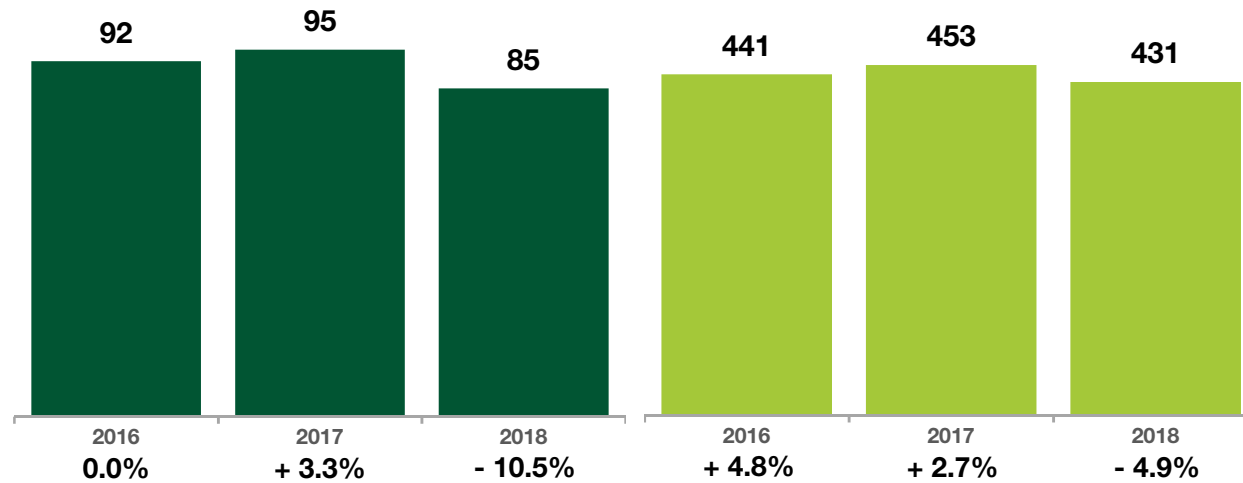


Closed Sales

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

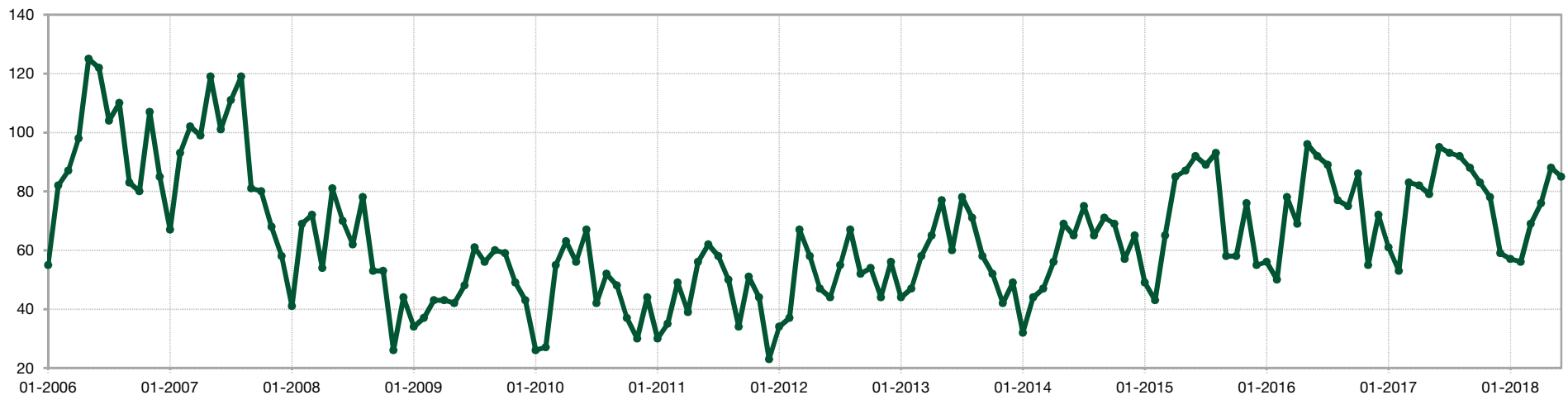


June



	Closed Sales	Prior Year	Percent Change
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	69	83	-16.9%
April 2018	76	82	-7.3%
May 2018	88	79	+11.4%
June 2018	85	95	-10.5%
12-Month Avg	77	76	+1.9%

Historical Closed Sales by Month

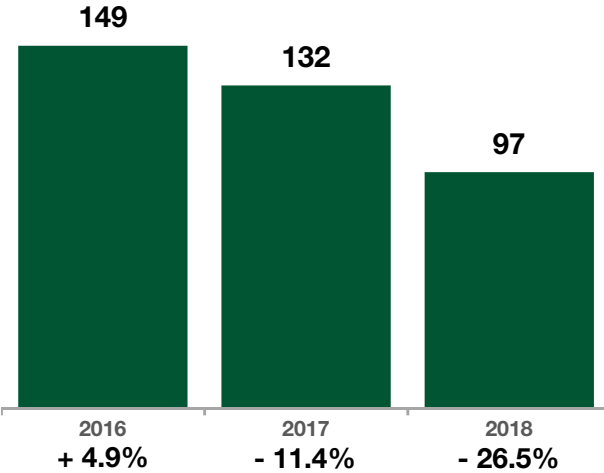


Days on Market Until Sale

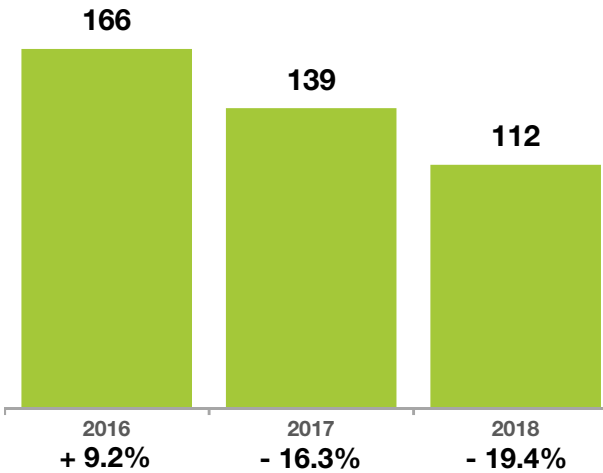
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



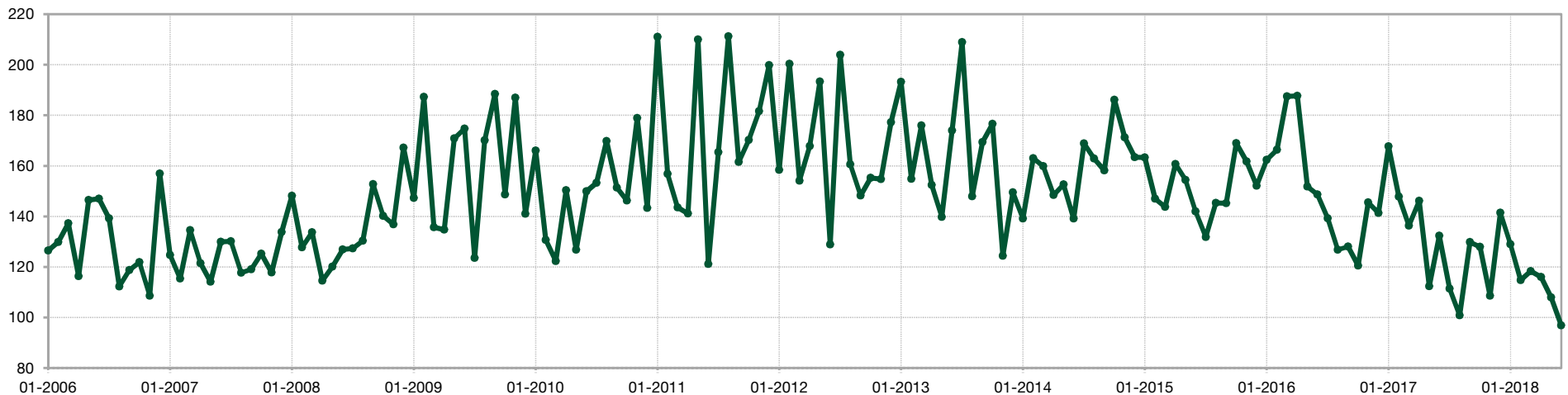
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	118	136	-13.2%
April 2018	116	146	-20.5%
May 2018	108	112	-3.6%
June 2018	97	132	-26.5%
12-Month Avg*	116	136	-14.7%

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

Historical Days on Market Until Sale by Month

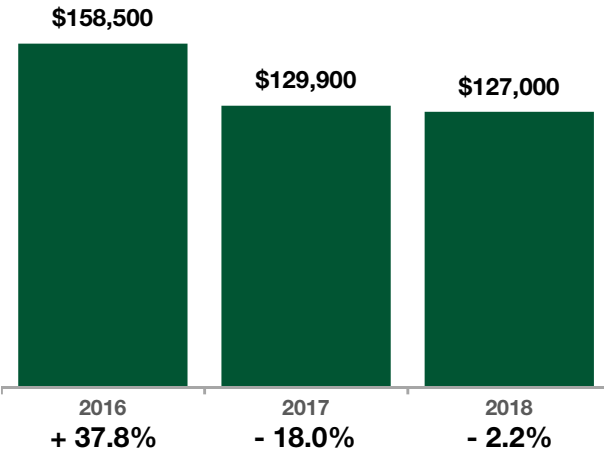


Median Sales Price

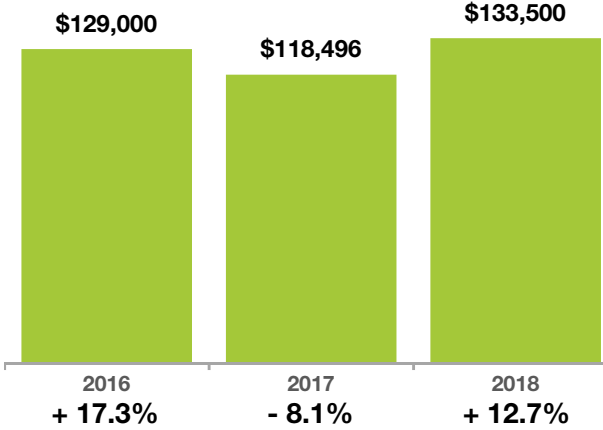
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



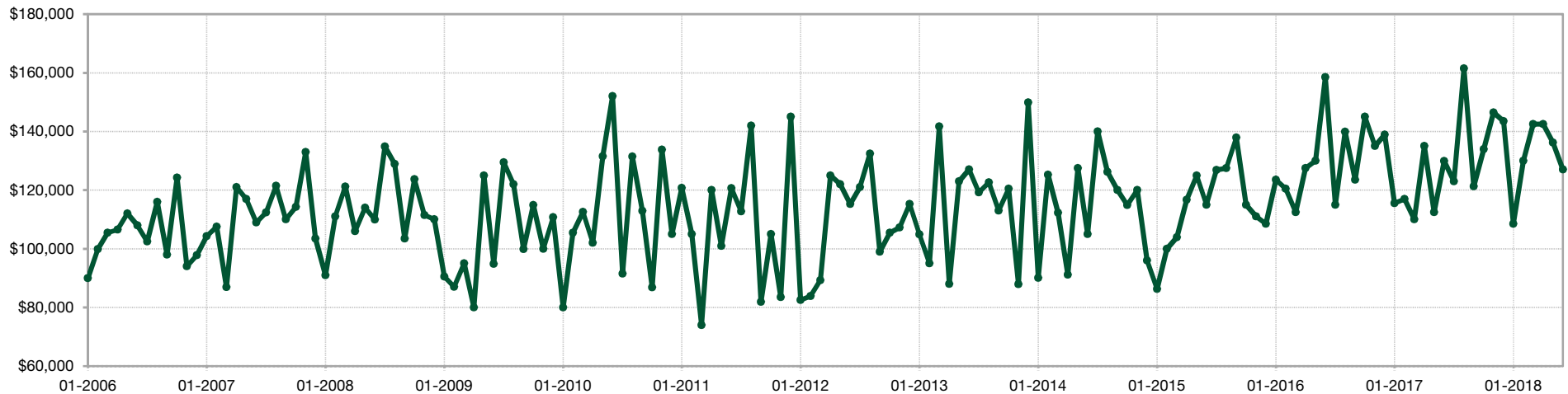
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$142,500	\$110,000	+29.5%
April 2018	\$142,500	\$135,000	+5.6%
May 2018	\$136,250	\$112,500	+21.1%
June 2018	\$127,000	\$129,900	-2.2%
12-Month Med*	\$135,000	\$124,950	+8.0%

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

Historical Median Sales Price by Month

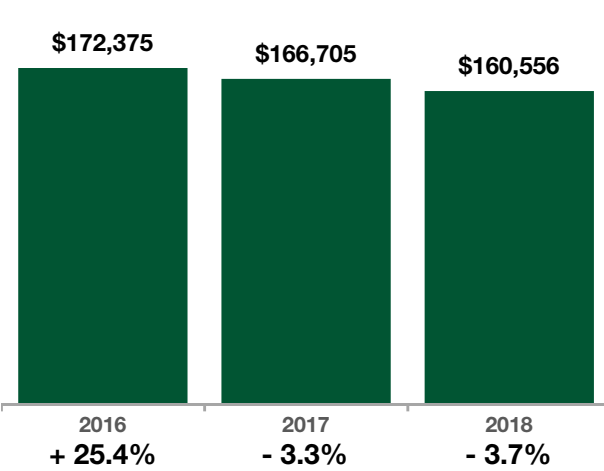


Average Sales Price

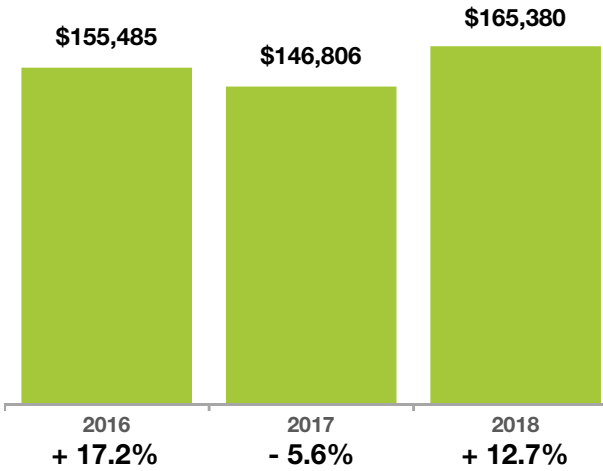
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



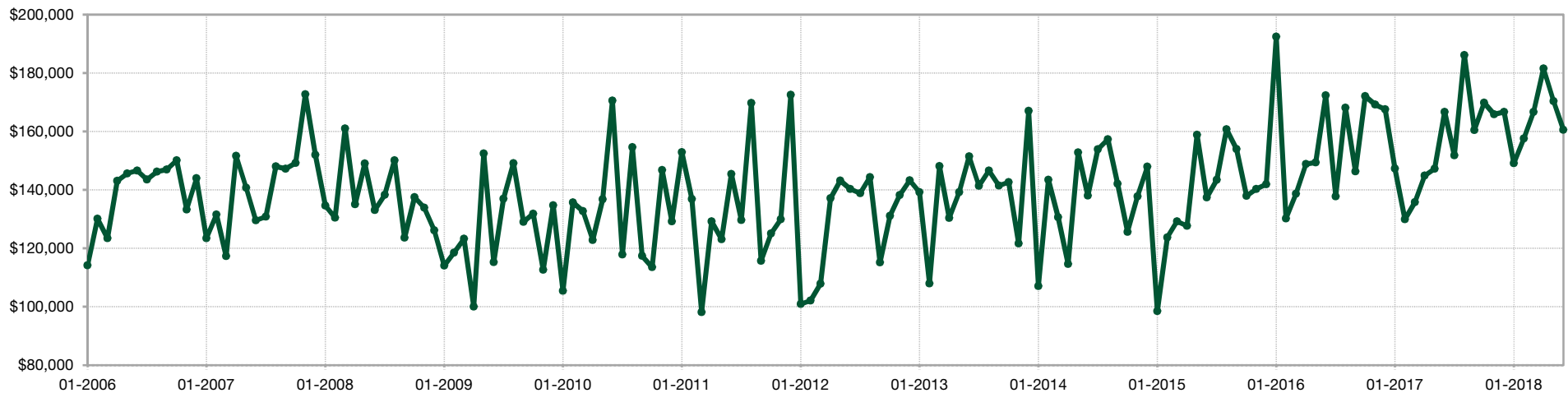
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$166,731	\$135,791	+22.8%
April 2018	\$181,567	\$144,918	+25.3%
May 2018	\$170,412	\$147,254	+15.7%
June 2018	\$160,556	\$166,705	-3.7%
12-Month Avg*	\$165,578	\$152,757	+8.4%

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

Historical Average Sales Price by Month

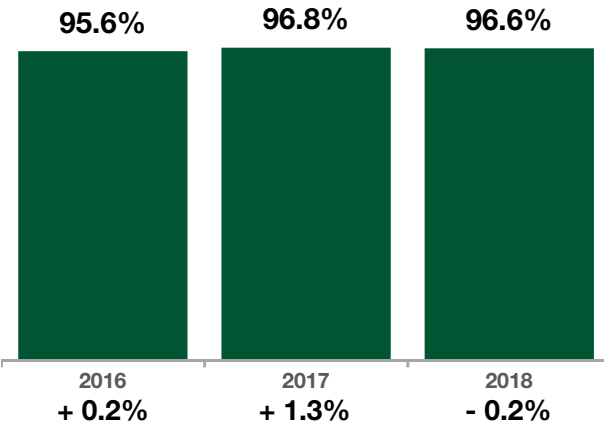


Percent of List Price Received

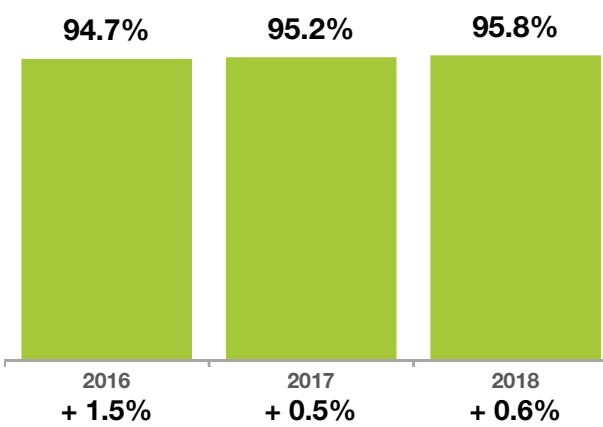
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



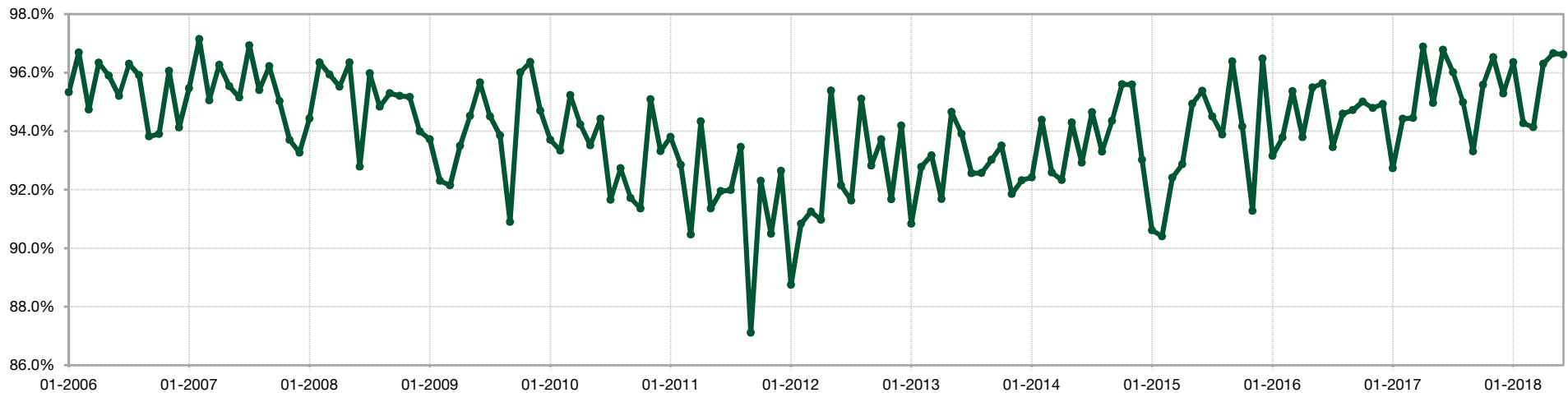
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
June 2018	96.6%	96.8%	-0.2%
12-Month Avg*	95.5%	94.9%	+0.6%

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

Historical Percent of List Price Received by Month

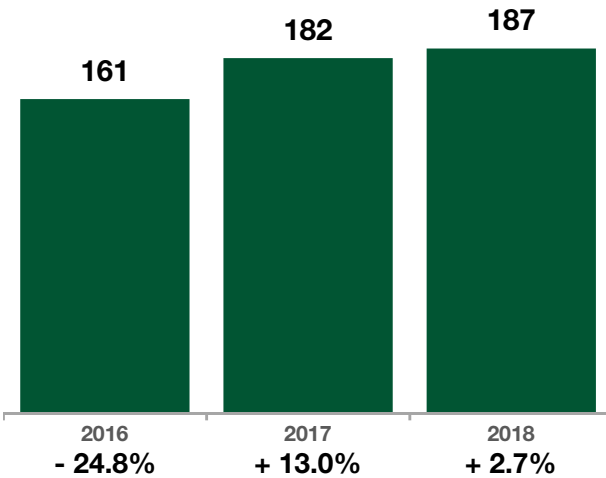


Housing Affordability Index

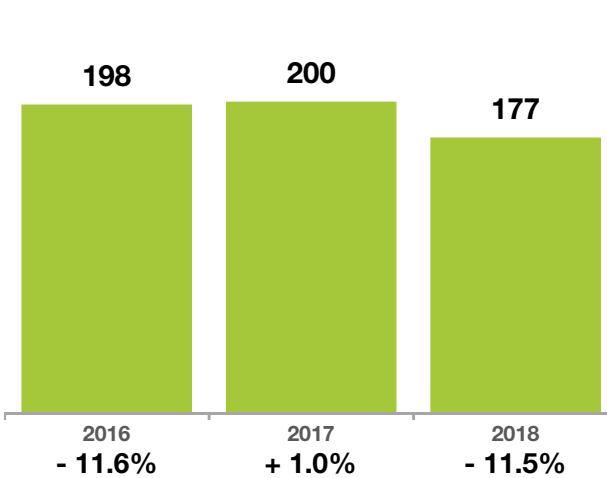
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

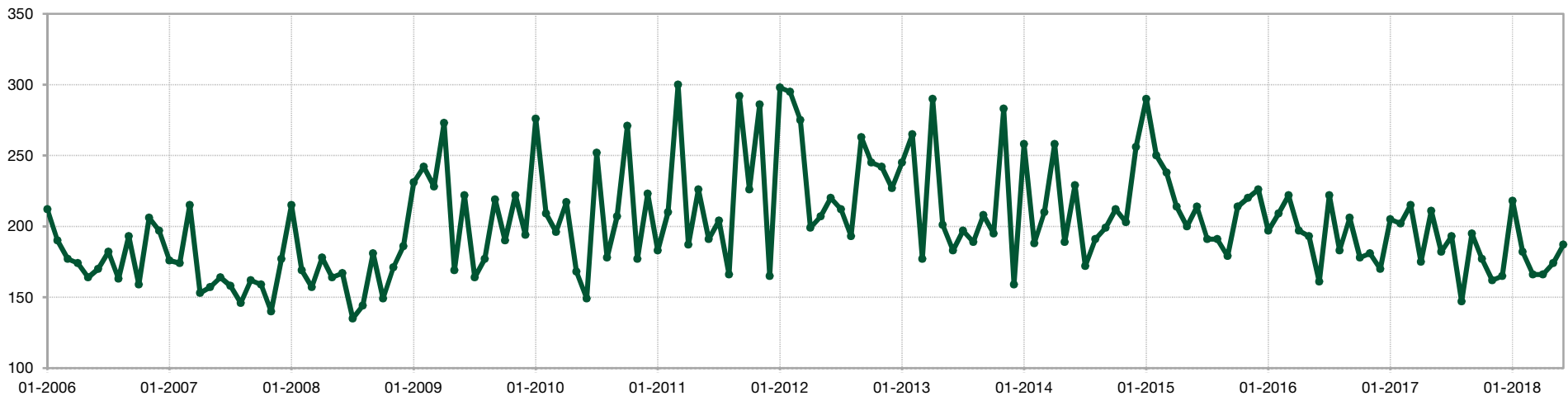


Year to Date



	Affordability Index	Prior Year	Percent Change
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	166	215	-22.8%
April 2018	166	175	-5.1%
May 2018	174	211	-17.5%
June 2018	187	182	+2.7%
12-Month Avg	178	194	-8.5%

Historical Housing Affordability Index by Month

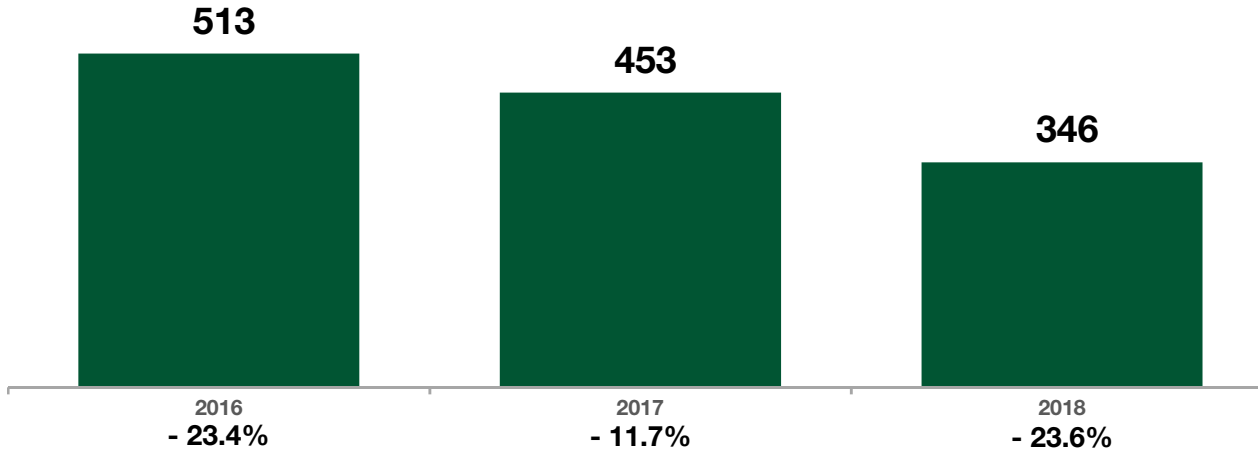


Inventory of Homes for Sale

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



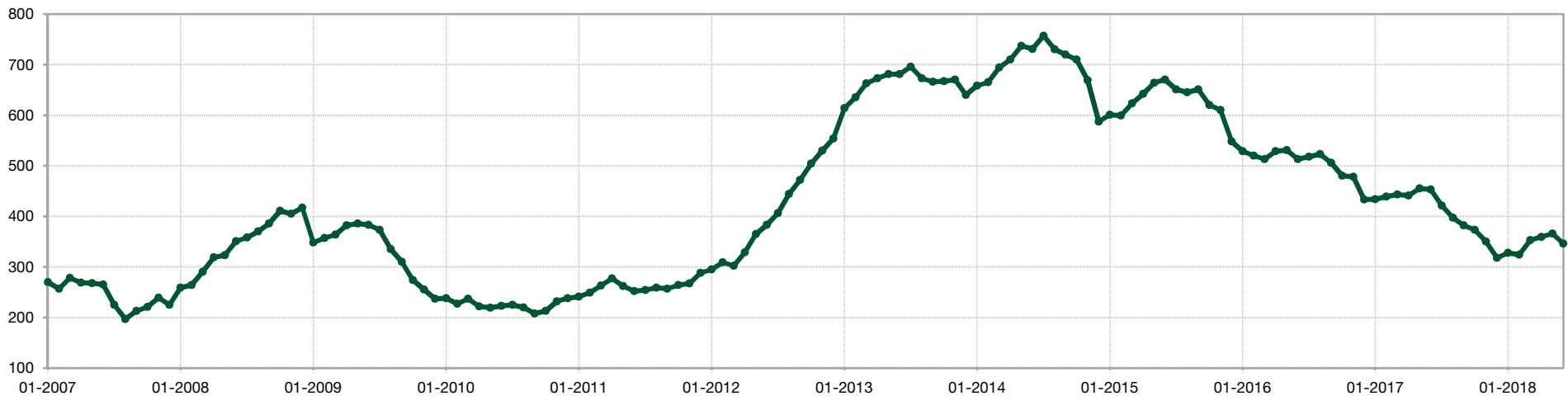
June



Homes for Sale	Prior Year	Percent Change	
July 2017	421	518	-18.7%
August 2017	397	523	-24.1%
September 2017	382	506	-24.5%
October 2017	373	480	-22.3%
November 2017	350	478	-26.8%
December 2017	318	433	-26.6%
January 2018	328	434	-24.4%
February 2018	324	439	-26.2%
March 2018	353	443	-20.3%
April 2018	359	441	-18.6%
May 2018	366	455	-19.6%
June 2018	346	453	-23.6%
12-Month Avg*	360	454	-20.7%

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

Historical Inventory of Homes for Sale by Month

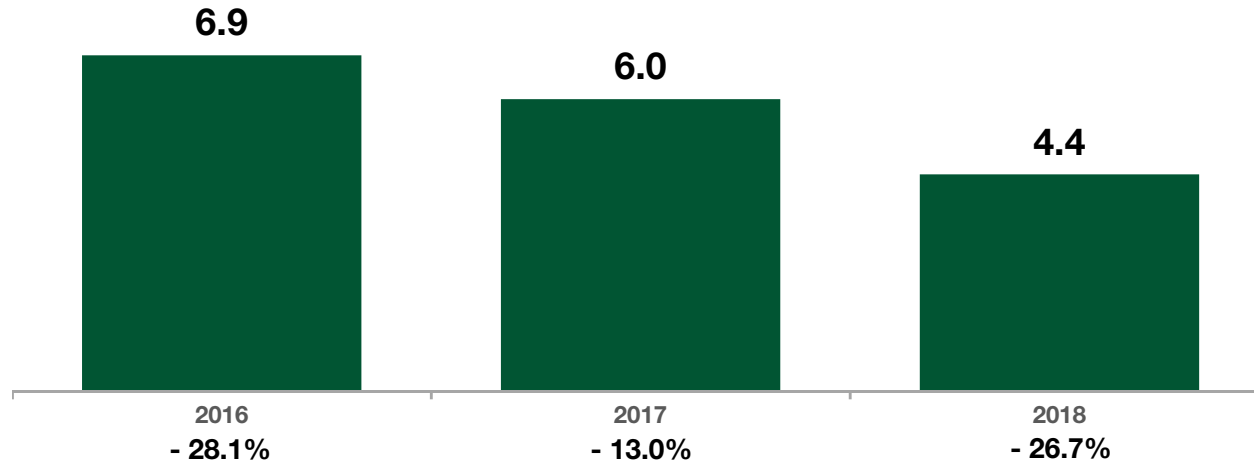


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
July 2017	5.5	7.1	-22.5%
August 2017	5.1	7.0	-27.1%
September 2017	4.9	6.7	-26.9%
October 2017	4.7	6.3	-25.4%
November 2017	4.5	6.3	-28.6%
December 2017	4.0	5.8	-31.0%
January 2018	4.2	5.8	-27.6%
February 2018	4.1	5.8	-29.3%
March 2018	4.6	5.8	-20.7%
April 2018	4.7	5.9	-20.3%
May 2018	4.7	6.0	-21.7%
June 2018	4.4	6.0	-26.7%
12-Month Avg*	4.6	6.2	-25.8%

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

Historical Months Supply of Inventory by Month

