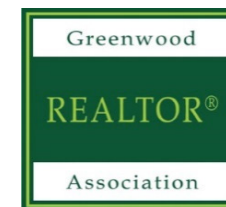


# Monthly Indicators



## August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

New Listings were up 18.4 percent to 122. Pending Sales increased 7.9 percent to 96. Inventory shrank 15.6 percent to 335 units.

Prices were still soft as Median Sales Price was down 2.8 percent to \$157,000. Days on Market increased 25.7 percent to 127 days. Months Supply of Inventory was down 15.7 percent to 4.3 months, indicating that demand increased relative to supply.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

## Quick Facts

<b>- 1.1%</b>	<b>- 2.8%</b>	<b>- 15.7%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

A research tool provided by the Greenwood Association of REALTORS®. Percent changes are calculated using rounded figures.

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

# Market Overview

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



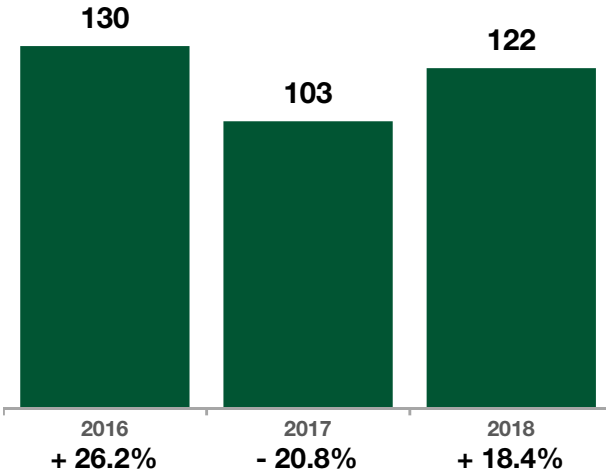
Key Metrics	Historical Sparkbars			08-2017	08-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	08-2016	08-2017	08-2018						
New Listings				103	<b>122</b>	+ 18.4%	907	<b>899</b>	- 0.9%
Pending Sales				89	<b>96</b>	+ 7.9%	683	<b>675</b>	- 1.2%
Closed Sales				92	<b>91</b>	- 1.1%	638	<b>619</b>	- 3.0%
Days on Market				101	<b>127</b>	+ 25.7%	129	<b>115</b>	- 10.9%
Median Sales Price				\$161,500	<b>\$157,000</b>	- 2.8%	\$125,100	<b>\$140,500</b>	+ 12.3%
Average Sales Price				\$186,186	<b>\$190,096</b>	+ 2.1%	\$153,190	<b>\$169,409</b>	+ 10.6%
Pct. of List Price Received				95.0%	<b>96.7%</b>	+ 1.8%	95.3%	<b>96.0%</b>	+ 0.7%
Housing Affordability Index				147	<b>151</b>	+ 2.7%	189	<b>169</b>	- 10.6%
Inventory of Homes for Sale				397	<b>335</b>	- 15.6%	--	<b>--</b>	--
Months Supply of Inventory				5.1	<b>4.3</b>	- 15.7%	--	<b>--</b>	--

# New Listings

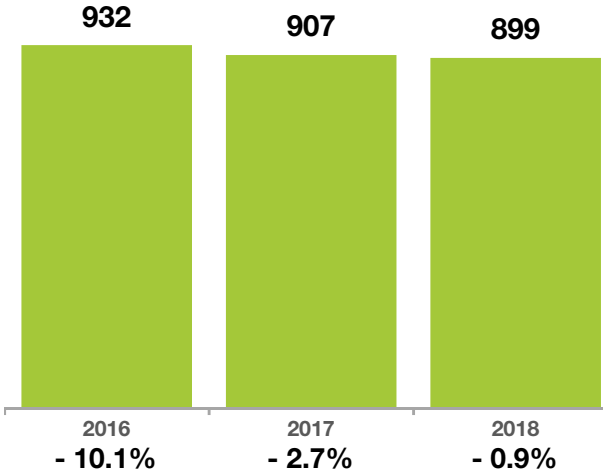
A count of the properties that have been newly listed on the market in a given month.



## August

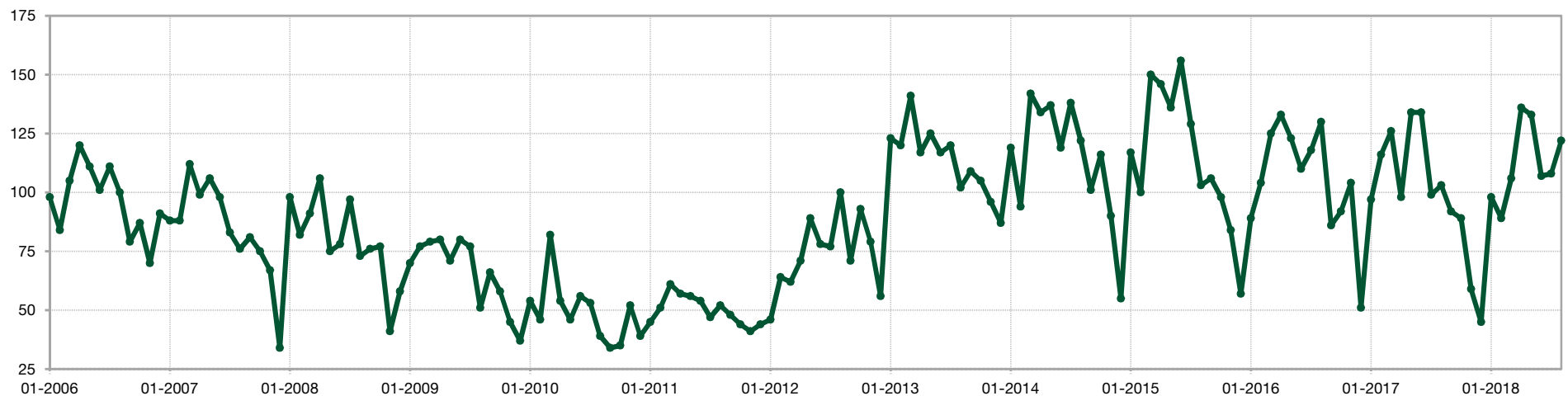


## Year to Date



	New Listings	Prior Year	Percent Change
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	98	97	+1.0%
February 2018	89	116	-23.3%
March 2018	106	126	-15.9%
April 2018	136	98	+38.8%
May 2018	133	134	-0.7%
June 2018	107	134	-20.1%
July 2018	108	99	+9.1%
<b>August 2018</b>	<b>122</b>	<b>103</b>	<b>+18.4%</b>
12-Month Avg	99	103	-4.5%

## Historical New Listings by Month

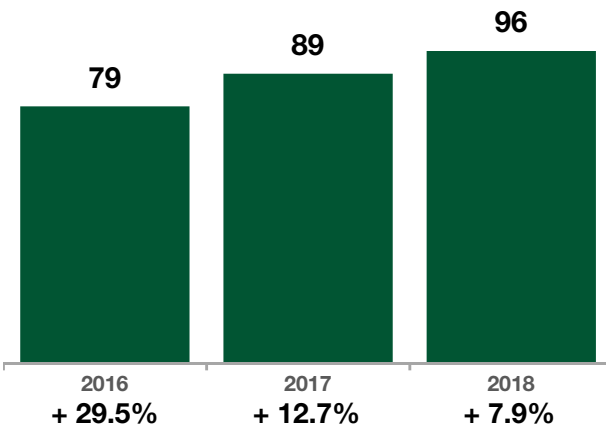


# Pending Sales

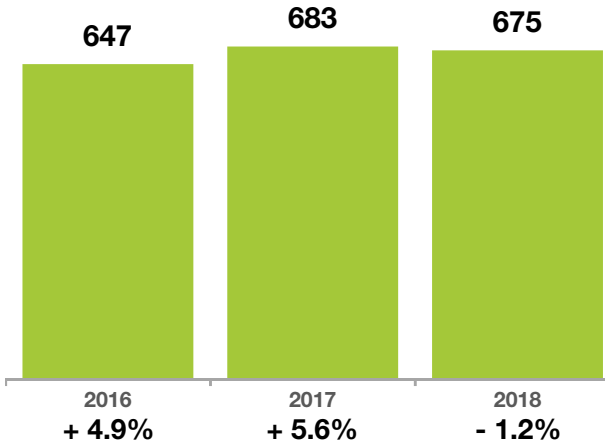
A count of the properties on which offers have been accepted in a given month.



## August



## Year to Date



	Pending Sales	Prior Year	Percent Change
September 2017	79	72	+9.7%
October 2017	80	77	+3.9%
November 2017	55	59	-6.8%
December 2017	51	45	+13.3%
January 2018	61	67	-9.0%
February 2018	75	79	-5.1%
March 2018	64	90	-28.9%
April 2018	94	77	+22.1%
May 2018	101	89	+13.5%
June 2018	85	97	-12.4%
July 2018	99	95	+4.2%
<b>August 2018</b>	<b>96</b>	<b>89</b>	<b>+7.9%</b>
12-Month Avg	78	78	+0.4%

## Historical Pending Sales by Month

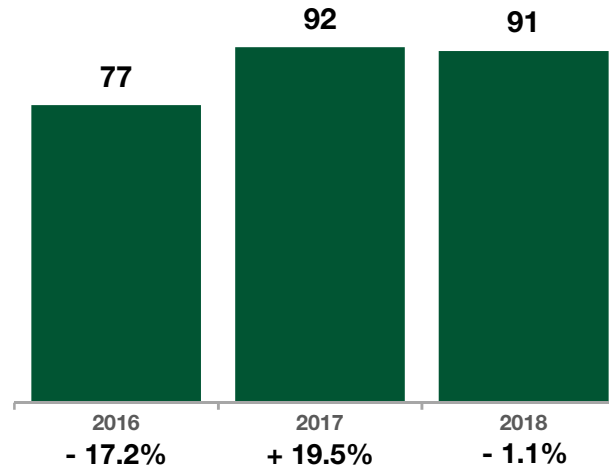


# Closed Sales

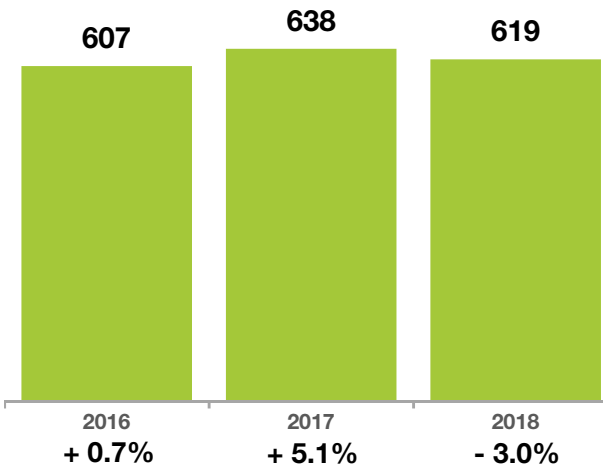
A count of the actual sales that closed in a given month.



## August

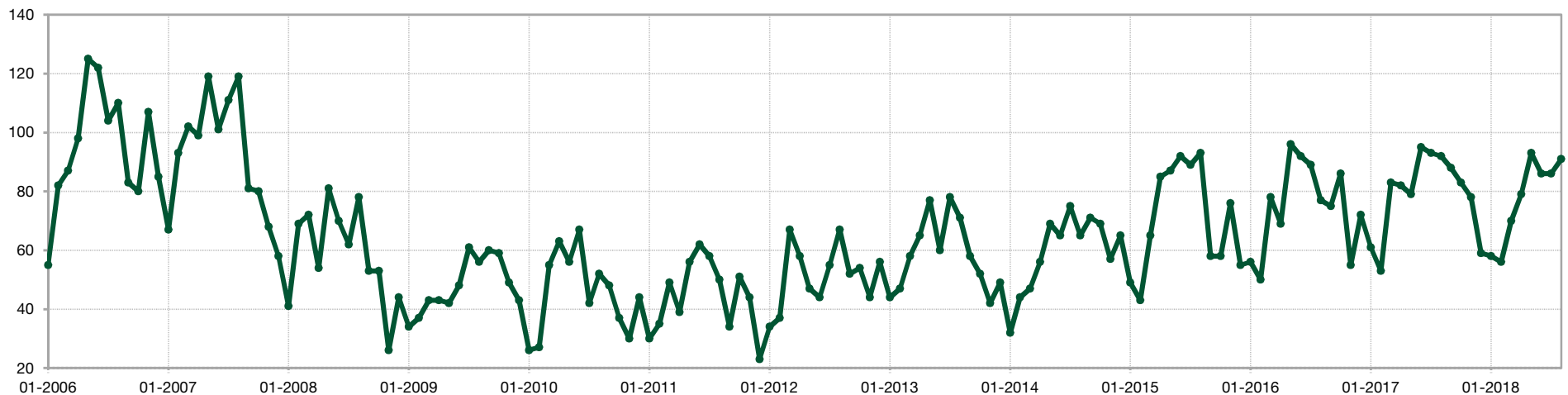


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	58	61	-4.9%
February 2018	56	53	+5.7%
March 2018	70	83	-15.7%
April 2018	79	82	-3.7%
May 2018	93	79	+17.7%
June 2018	86	95	-9.5%
July 2018	86	93	-7.5%
<b>August 2018</b>	<b>91</b>	<b>92</b>	<b>-1.1%</b>
12-Month Avg	77	77	+0.1%

## Historical Closed Sales by Month

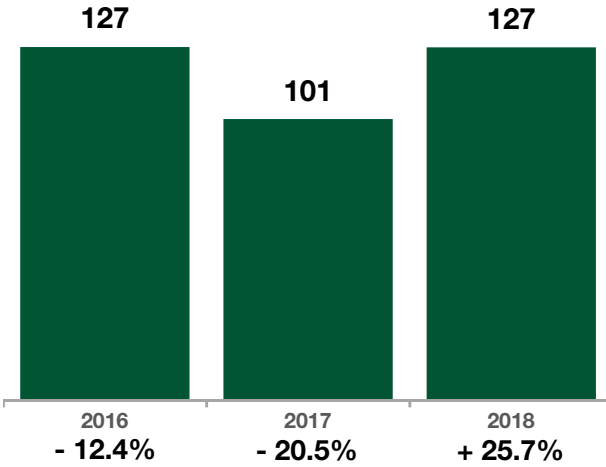


# Days on Market Until Sale

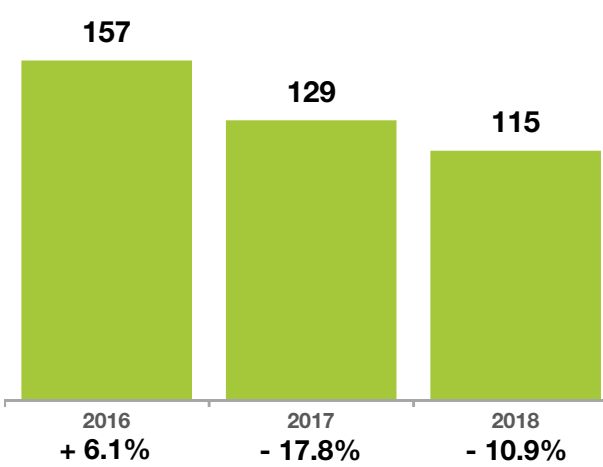
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



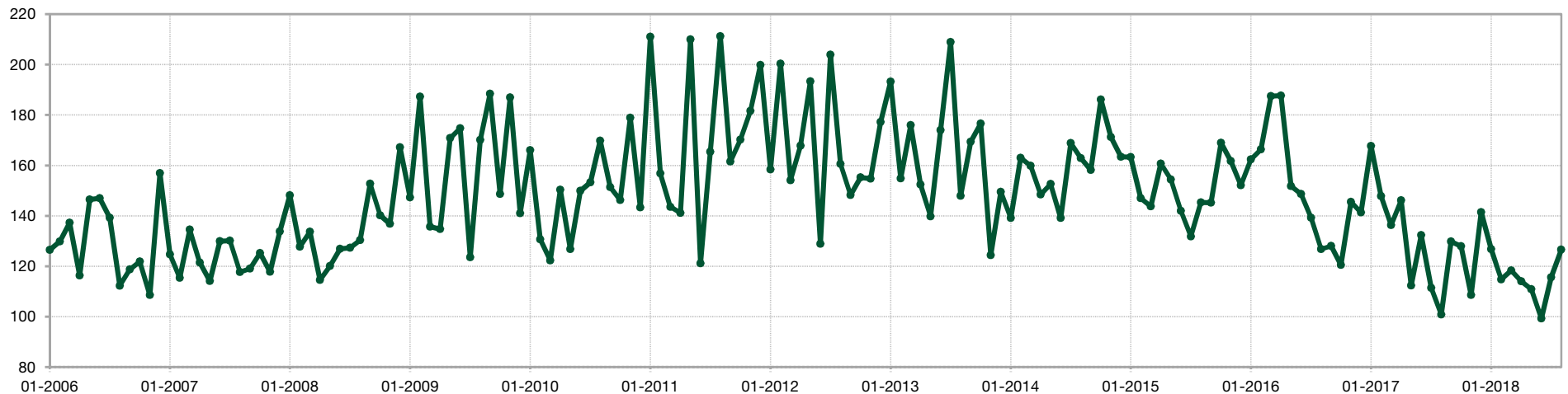
## Year to Date



	Days on Market	Prior Year	Percent Change
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	127	168	-24.4%
February 2018	115	148	-22.3%
March 2018	118	136	-13.2%
April 2018	114	146	-21.9%
May 2018	111	112	-0.9%
June 2018	99	132	-25.0%
July 2018	116	111	+4.5%
<b>August 2018</b>	<b>127</b>	<b>101</b>	<b>+25.7%</b>
12-Month Avg*	119	130	-8.5%

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

## Historical Days on Market Until Sale by Month

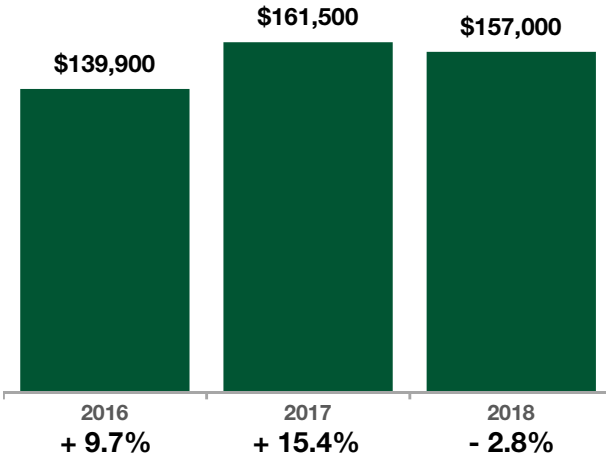


# Median Sales Price

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



## August



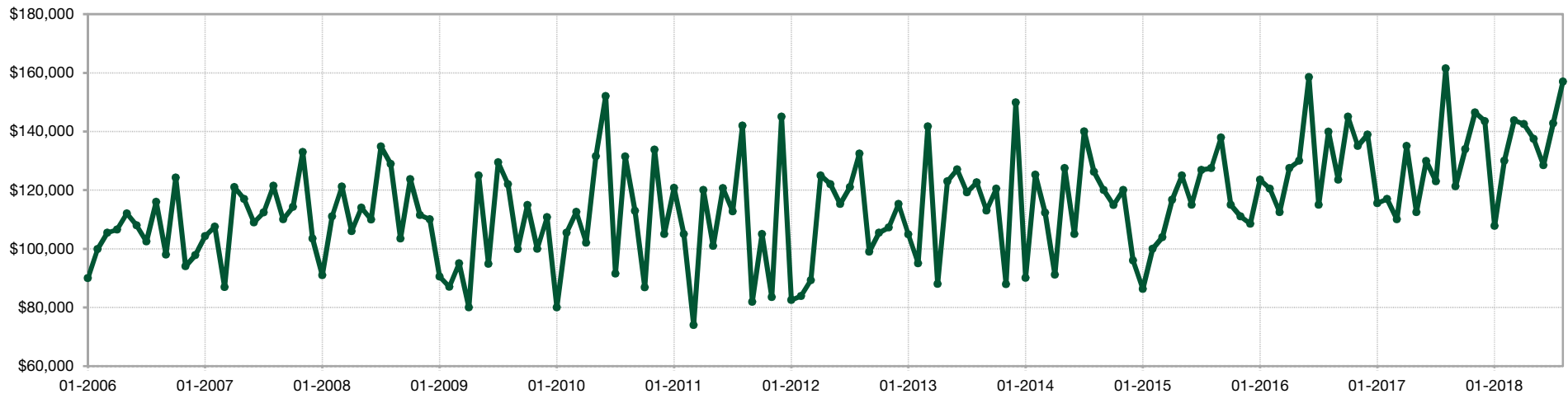
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$107,750	\$115,500	-6.7%
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	\$137,500	\$112,500	+22.2%
June 2018	\$128,500	\$129,900	-1.1%
July 2018	\$142,750	\$123,000	+16.1%
<b>August 2018</b>	<b>\$157,000</b>	<b>\$161,500</b>	<b>-2.8%</b>
12-Month Med*	\$140,000	\$127,000	+10.2%

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

## Historical Median Sales Price by Month

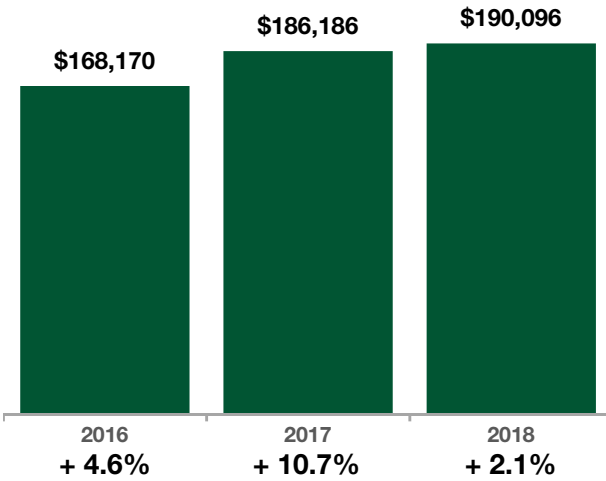


# Average Sales Price

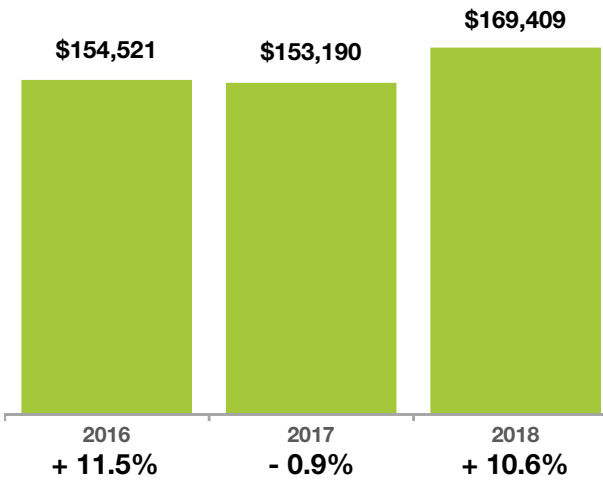
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



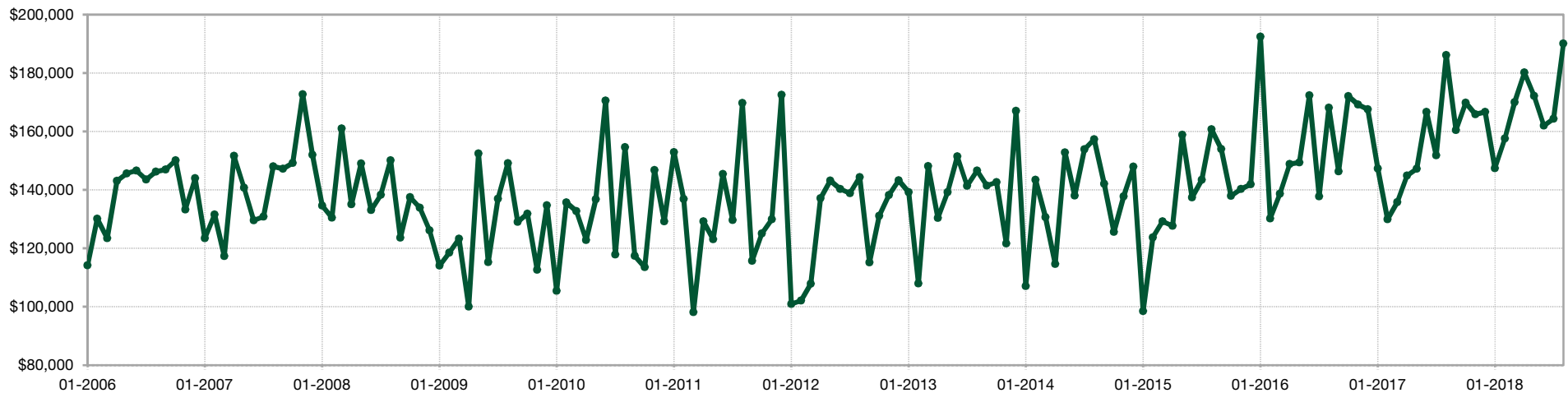
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$147,411	\$147,346	+0.0%
February 2018	\$157,611	\$129,947	+21.3%
March 2018	\$170,064	\$135,791	+25.2%
April 2018	\$180,160	\$144,918	+24.3%
May 2018	\$172,212	\$147,254	+16.9%
June 2018	\$162,033	\$166,705	-2.8%
July 2018	\$164,317	\$151,860	+8.2%
<b>August 2018</b>	<b>\$190,096</b>	<b>\$186,186</b>	<b>+2.1%</b>
12-Month Avg*	\$167,236	\$155,431	+7.6%

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

## Historical Average Sales Price by Month



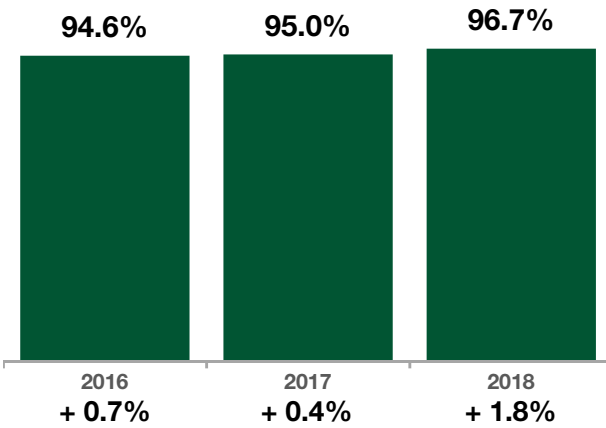


# Percent of List Price Received

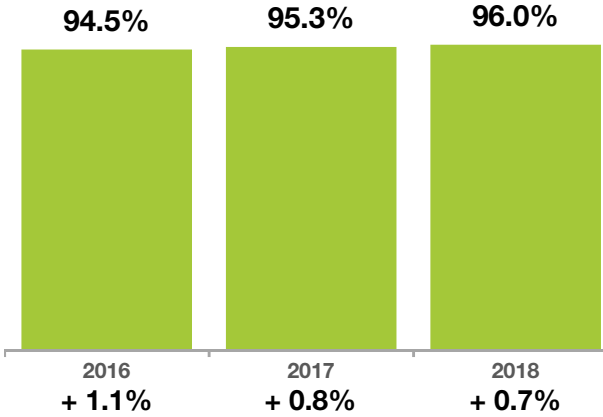
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



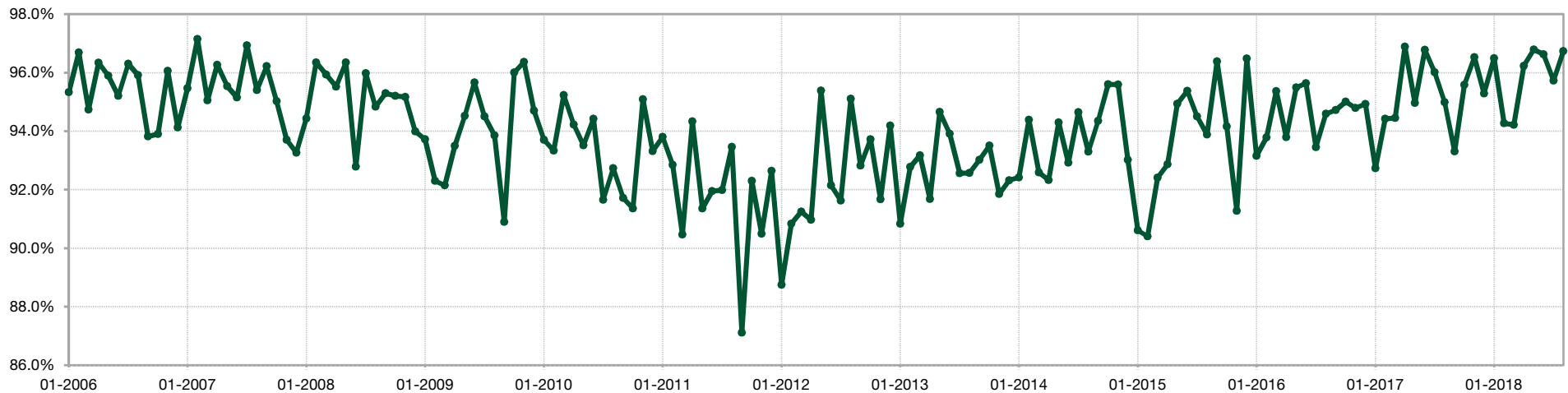
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.5%	92.7%	+4.1%
February 2018	94.3%	94.4%	-0.1%
March 2018	94.2%	94.5%	-0.3%
April 2018	96.2%	96.9%	-0.7%
May 2018	96.8%	95.0%	+1.9%
June 2018	96.6%	96.8%	-0.2%
July 2018	95.7%	96.0%	-0.3%
<b>August 2018</b>	<b>96.7%</b>	<b>95.0%</b>	<b>+1.8%</b>
12-Month Avg*	95.7%	95.2%	+0.5%

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

## Historical Percent of List Price Received by Month

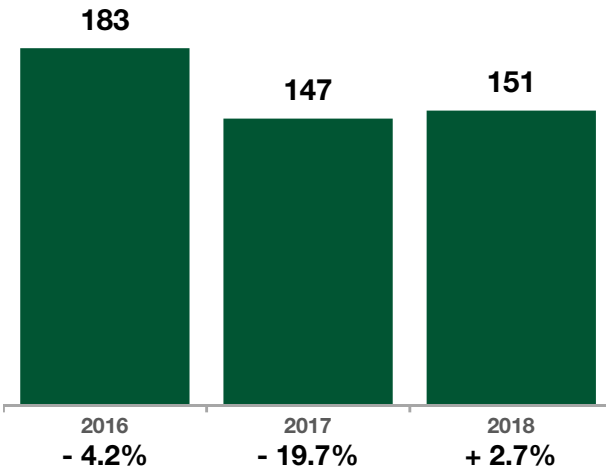


# Housing Affordability Index

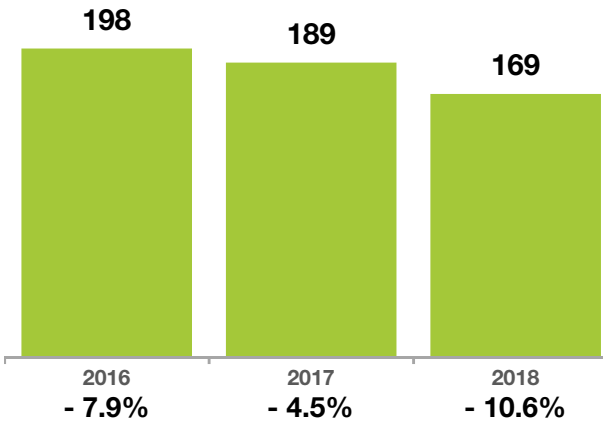


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## August

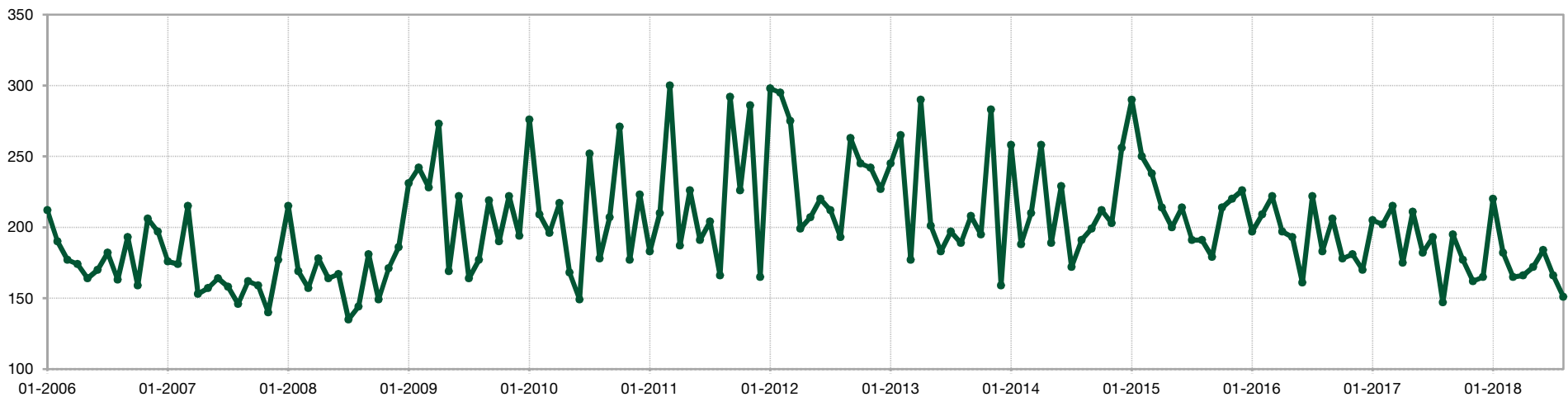


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	220	205	+7.3%
February 2018	182	202	-9.9%
March 2018	165	215	-23.3%
April 2018	166	175	-5.1%
May 2018	172	211	-18.5%
June 2018	184	182	+1.1%
July 2018	166	193	-14.0%
<b>August 2018</b>	<b>151</b>	<b>147</b>	<b>+2.7%</b>
12-Month Avg	175	189	-7.1%

## Historical Housing Affordability Index by Month

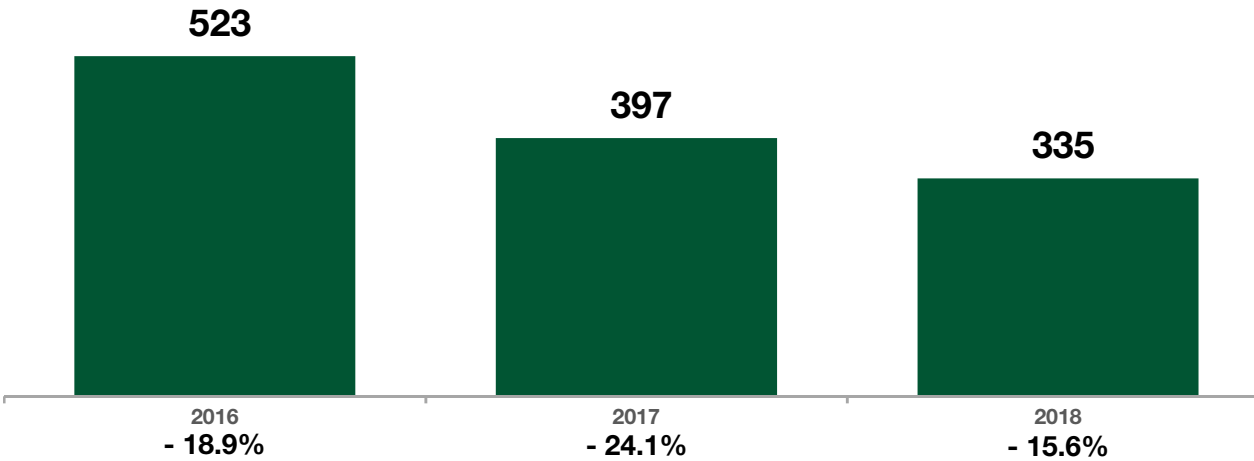


# Inventory of Homes for Sale

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



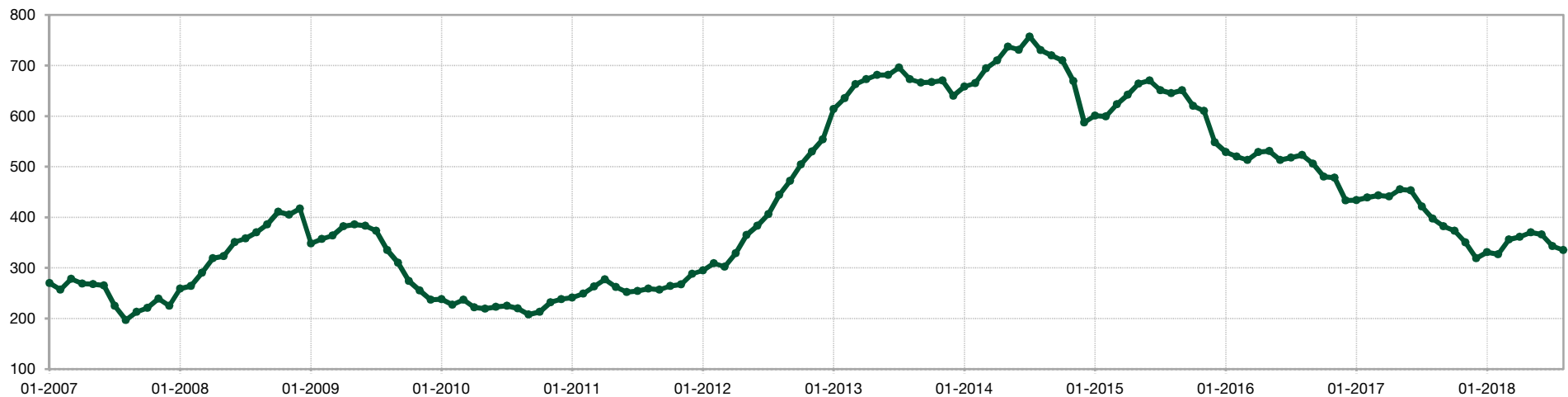
## August



	Homes for Sale	Prior Year	Percent Change
September 2017	382	506	-24.5%
October 2017	373	480	-22.3%
November 2017	350	478	-26.8%
December 2017	319	433	-26.3%
January 2018	331	434	-23.7%
February 2018	327	439	-25.5%
March 2018	356	443	-19.6%
April 2018	361	441	-18.1%
May 2018	370	455	-18.7%
June 2018	366	453	-19.2%
July 2018	343	421	-18.5%
<b>August 2018</b>	<b>335</b>	<b>397</b>	<b>-15.6%</b>
12-Month Avg*	351	409	-14.2%

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

## Historical Inventory of Homes for Sale by Month

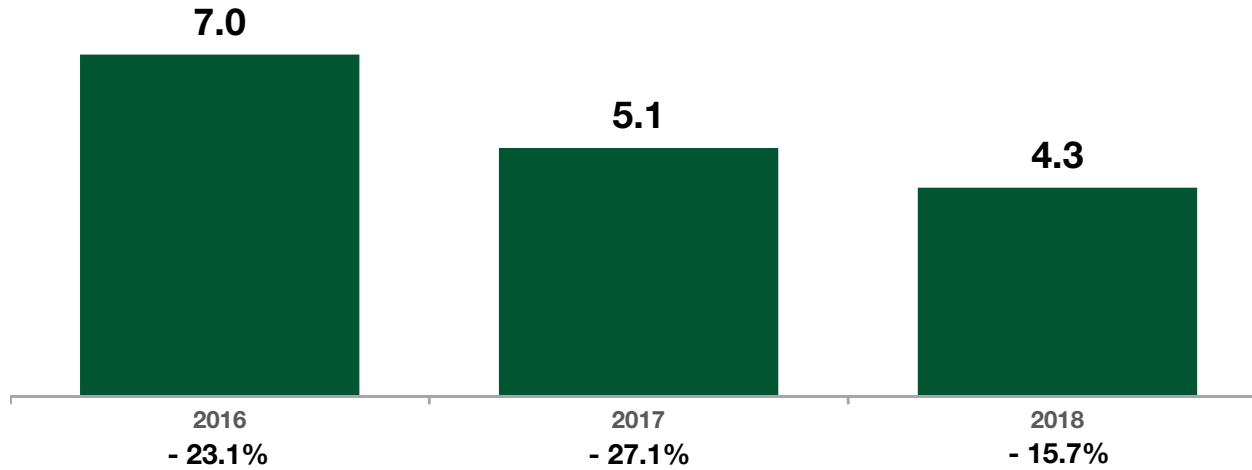


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
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	4.2	5.8	-27.6%
March 2018	4.7	5.8	-19.0%
April 2018	4.7	5.9	-20.3%
May 2018	4.7	6.0	-21.7%
June 2018	4.7	6.0	-21.7%
July 2018	4.4	5.5	-20.0%
<b>August 2018</b>	<b>4.3</b>	<b>5.1</b>	<b>-15.7%</b>
12-Month Avg*	4.5	5.9	-23.7%

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

## Historical Months Supply of Inventory by Month

