

Local Market Update – September 2021

A Research Tool Provided by the Multiple Listing Service of
Hilton Head Island and the Hilton Head Area Association of REALTORS®



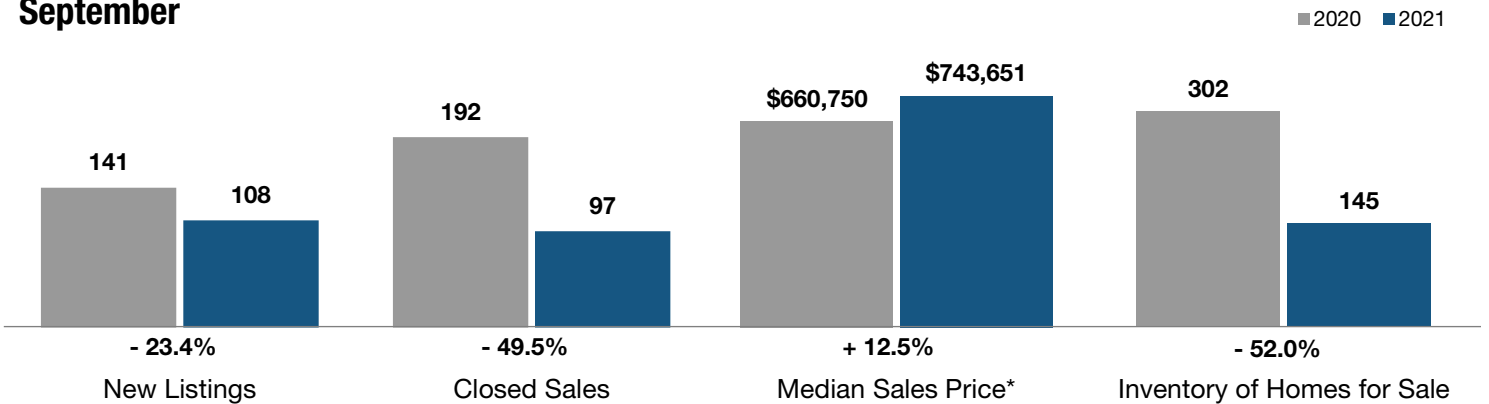
Hilton Head Totals

Detached Homes Only

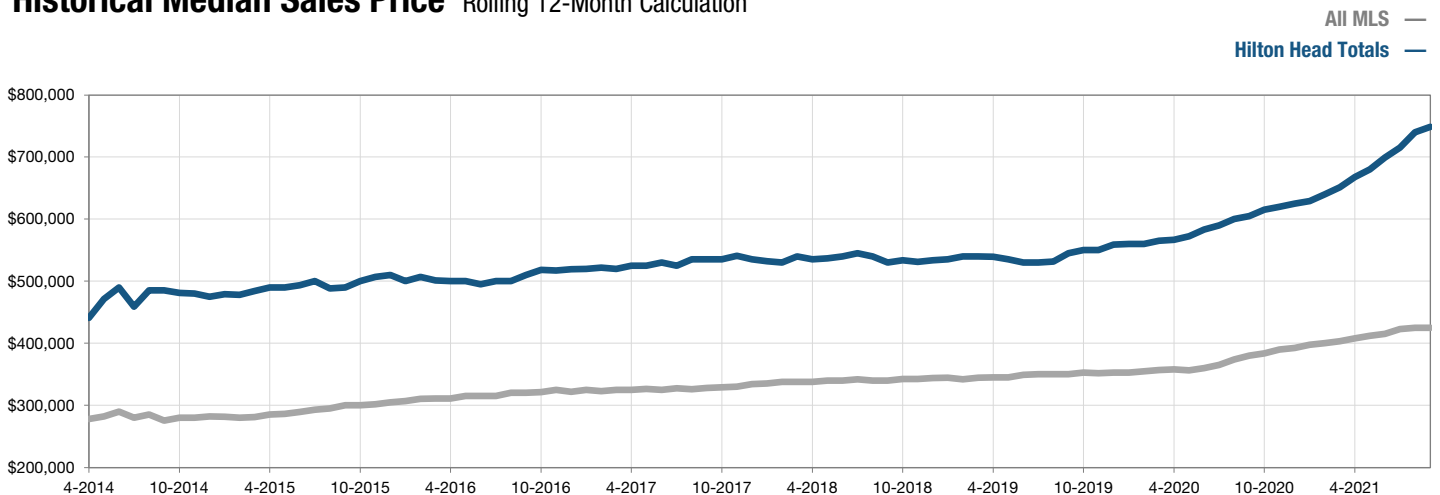
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	141	108	- 23.4%	1,277	1,178	- 7.8%
Closed Sales	192	97	- 49.5%	1,074	1,140	+ 6.1%
Median Sales Price*	\$660,750	\$743,651	+ 12.5%	\$602,500	\$775,000	+ 28.6%
Percent of List Price Received*	96.4%	98.7%	+ 2.4%	96.1%	98.4%	+ 2.4%
Days on Market Until Sale	147	76	- 48.7%	162	100	- 38.7%
Inventory of Homes for Sale	302	145	- 52.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2021

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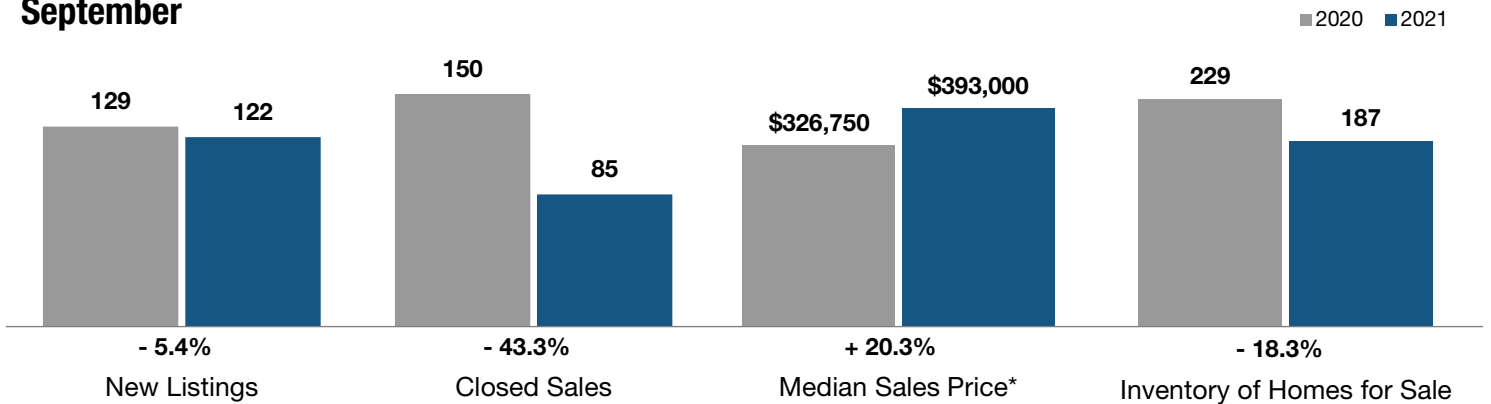
Hilton Head Totals

Condos / Villas Only

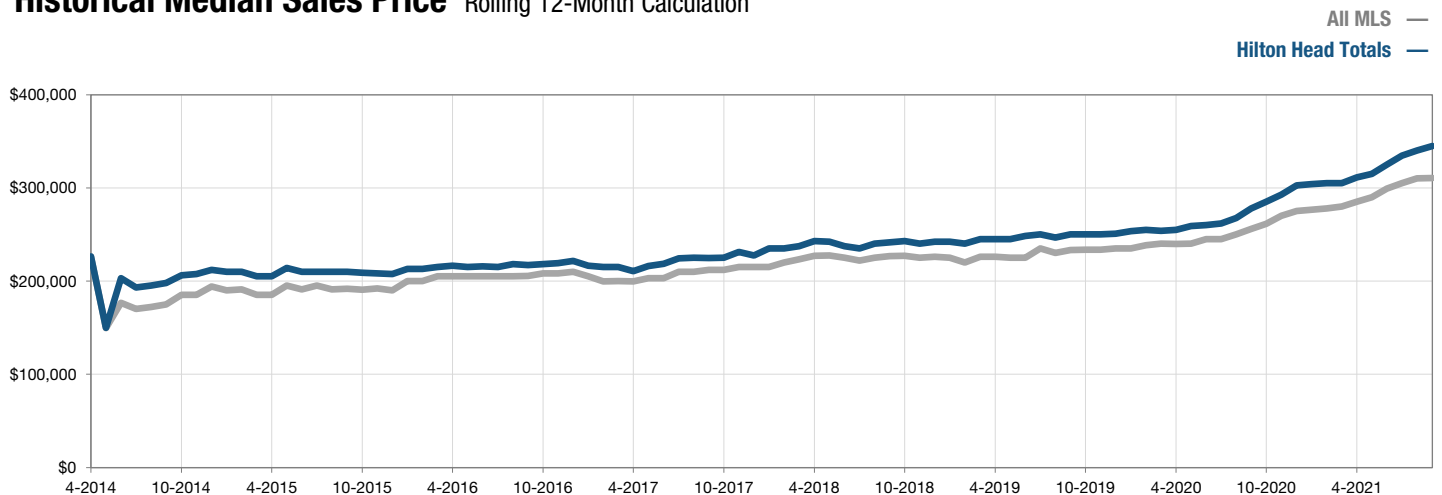
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	129	122	- 5.4%	1,091	1,314	+ 20.4%
Closed Sales	150	85	- 43.3%	926	1,157	+ 24.9%
Median Sales Price*	\$326,750	\$393,000	+ 20.3%	\$282,750	\$350,000	+ 23.8%
Percent of List Price Received*	96.9%	98.5%	+ 1.6%	96.4%	99.3%	+ 3.0%
Days on Market Until Sale	137	65	- 52.7%	128	75	- 41.2%
Inventory of Homes for Sale	229	187	- 18.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2021

A Research Tool Provided by the Multiple Listing Service of Hilton Head Island and the Hilton Head Area Association of REALTORS®

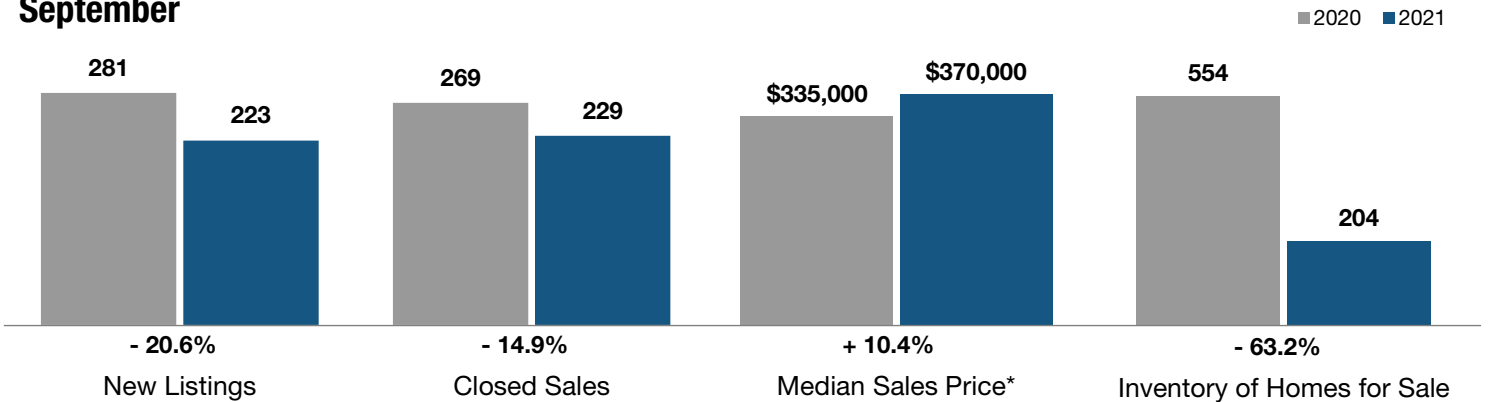


Mainland

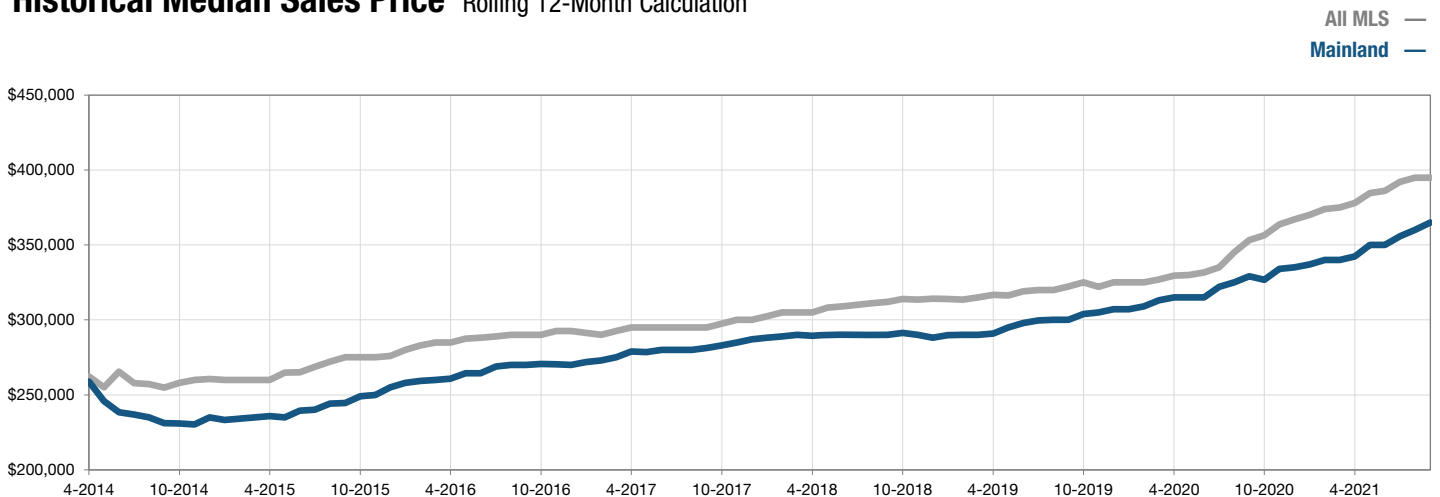
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	281	223	- 20.6%	2,353	2,346	- 0.3%
Closed Sales	269	229	- 14.9%	1,883	2,303	+ 22.3%
Median Sales Price*	\$335,000	\$370,000	+ 10.4%	\$330,000	\$371,380	+ 12.5%
Percent of List Price Received*	97.7%	100.2%	+ 2.6%	97.7%	99.5%	+ 1.8%
Days on Market Until Sale	148	81	- 45.3%	137	99	- 27.7%
Inventory of Homes for Sale	554	204	- 63.2%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2021

According to the National Association of REALTORS®, the number of first-time homebuyers declined to 29%, the lowest level in years, as bidding wars, competition from cash buyers, and a lack of affordable housing have caused some buyers to put their home plans temporarily on hold. With sales prices posting double-digit increases year-over-year, some first-time buyers have found they may lack the financial resources to buy a home and have decided to wait for a change in their personal or economic conditions before continuing their home search. For the 12-month period spanning October 2020 through September 2021, Pending Sales in the Hilton Head region were up 19.0 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 51.7 percent.

The overall Median Sales Price was up 11.8 percent to \$395,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 21.3 percent to \$310,500. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 88 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 128 days.

Market-wide, inventory levels were down 48.7 percent. The property type that lost the least inventory was the Condos segment, where it decreased 22.8 percent. That amounts to 1.0 months supply for Single-Family homes and 1.4 months supply for Condos.

Quick Facts

+ 51.7%	+ 28.7%	+ 18.7%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$650,001 and Above	2 Bedrooms or Less	Single-Family

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

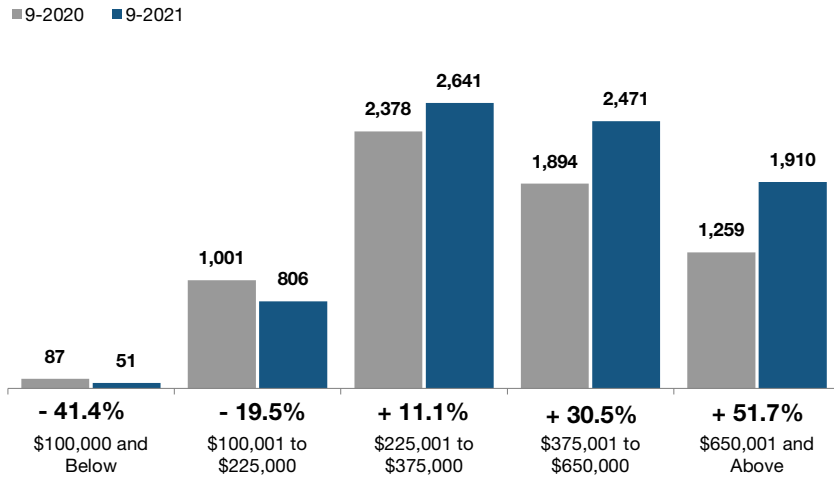


Pending Sales

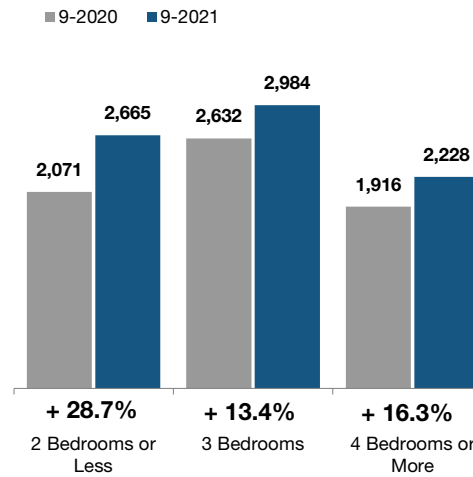
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



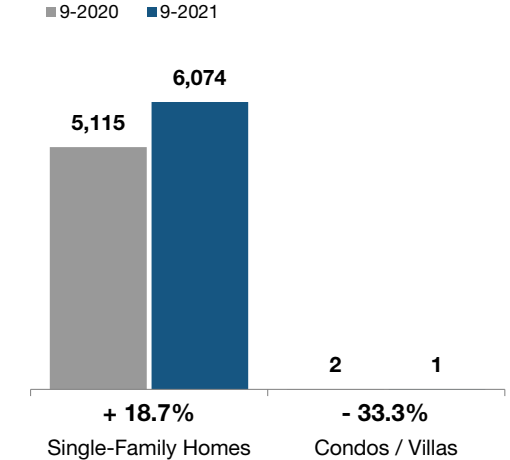
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	87	51	- 41.4%
\$100,001 to \$225,000	1,001	806	- 19.5%
\$225,001 to \$375,000	2,378	2,641	+ 11.1%
\$375,001 to \$650,000	1,894	2,471	+ 30.5%
\$650,001 and Above	1,259	1,910	+ 51.7%
All Price Ranges	6,619	7,879	+ 19.0%

Single-Family Homes

9-2020	9-2021	Change
35	16	- 54.3%
464	284	- 38.8%
1,904	2,136	+ 12.2%
1,564	1,943	+ 24.2%
1,148	1,695	+ 47.6%
5,115	6,074	+ 18.7%

Condos / Villas

9-2020	9-2021	Change
3	3	- 7.1%
2	1	- 73.7%
2	2	- 11.1%
2	2	- 28.6%
4	2	- 50.0%
2	1	- 33.3%

By Bedroom Count

9-2020	9-2021	Change
2,071	2,665	+ 28.7%
2,632	2,984	+ 13.4%
1,916	2,228	+ 16.3%
6,619	7,879	+ 19.0%

9-2020	9-2021	Change
933	1,294	+ 38.7%
2,299	2,581	+ 12.3%
1,883	2,197	+ 16.7%
5,115	6,074	+ 18.7%

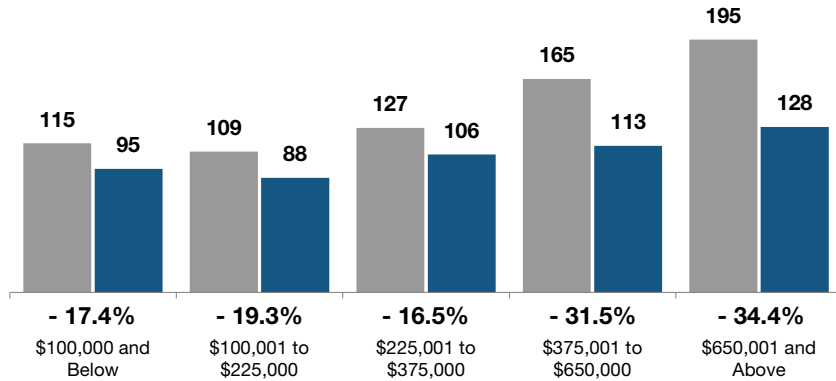
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted.
Based on a rolling 12-month average.



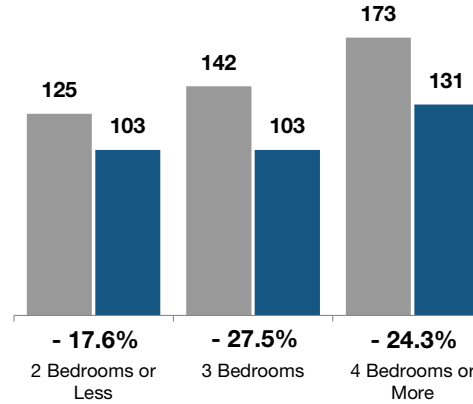
By Price Range

■ 9-2020 ■ 9-2021



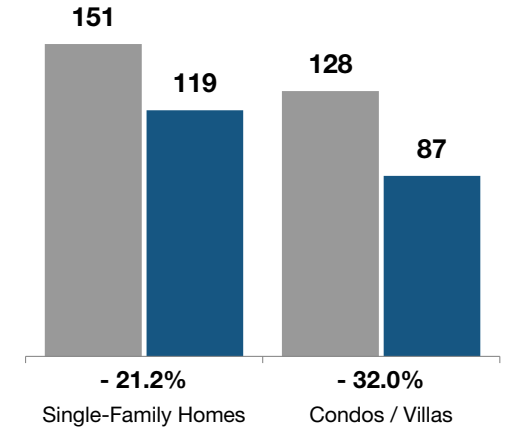
By Bedroom Count

■ 9-2020 ■ 9-2021



By Property Type

■ 9-2020 ■ 9-2021



All Properties

By Price Range

	9-2020	9-2021	Change
\$100,000 and Below	115	95	- 17.4%
\$100,001 to \$225,000	109	88	- 19.3%
\$225,001 to \$375,000	127	106	- 16.5%
\$375,001 to \$650,000	165	113	- 31.5%
\$650,001 and Above	195	128	- 34.4%
All Price Ranges	146	111	- 24.0%

Single-Family Homes

	9-2020	9-2021	Change
2 Bedrooms or Less	112	72	- 35.9%
3 Bedrooms	112	98	- 12.6%
4 Bedrooms or More	127	112	- 11.7%
	166	119	- 28.2%
	194	132	- 32.2%
All Single-Family Homes	151	119	- 21.2%

Condos / Villas

	9-2020	9-2021	Change
	117	106	- 9.4%
	105	83	- 21.0%
	125	83	- 33.6%
	157	91	- 42.0%
	208	96	- 53.8%
All Condos / Villas	128	87	- 32.0%

By Bedroom Count

	9-2020	9-2021	Change
2 Bedrooms or Less	125	103	- 17.6%
3 Bedrooms	142	103	- 27.5%
4 Bedrooms or More	173	131	- 24.3%
All Bedroom Counts	146	111	- 24.0%

	9-2020	9-2021	Change
2 Bedrooms or Less	133	127	- 4.0%
3 Bedrooms	141	104	- 26.0%
4 Bedrooms or More	172	131	- 23.7%
All Single-Family Homes	151	119	- 21.2%

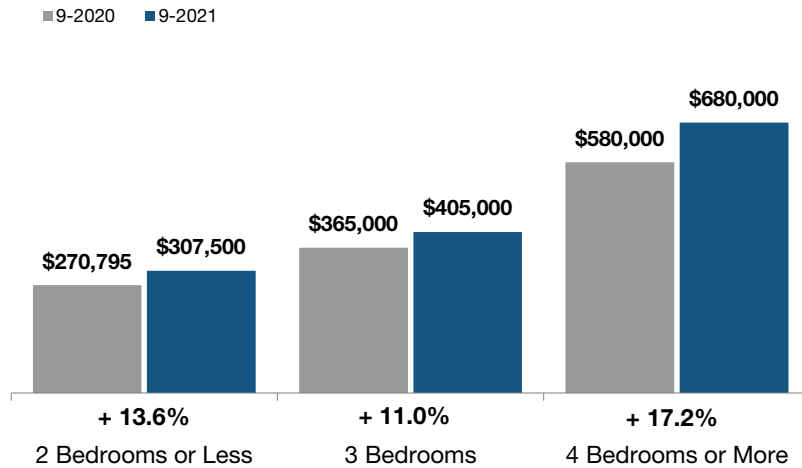
	9-2020	9-2021	Change
	119	85	- 28.6%
	153	93	- 39.2%
	195	108	- 44.6%
All Condos / Villas	128	87	- 32.0%

Median Sales Price

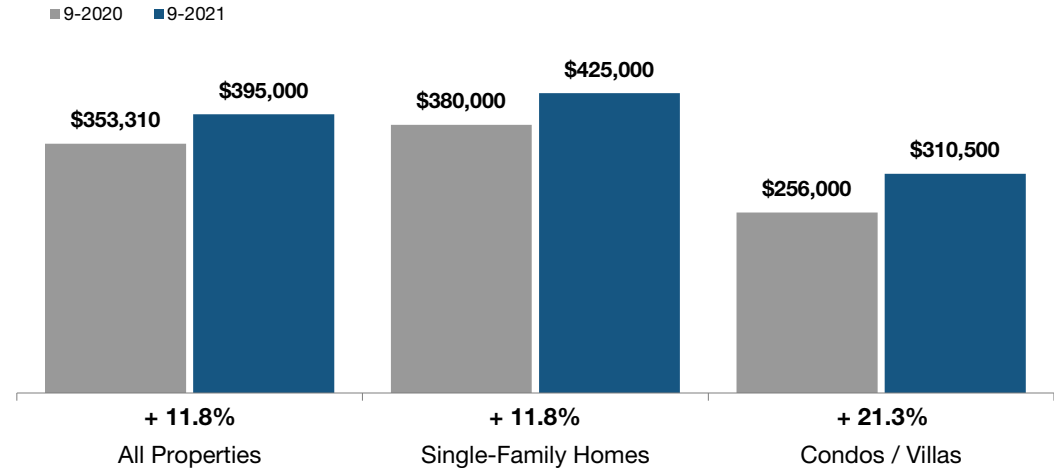
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	9-2020	9-2021	Change
2 Bedrooms or Less	\$270,795	\$307,500	+ 13.6%
3 Bedrooms	\$365,000	\$405,000	+ 11.0%
4 Bedrooms or More	\$580,000	\$680,000	+ 17.2%
All Bedroom Counts	\$353,310	\$395,000	+ 11.8%

Single-Family Homes

9-2020	9-2021	Change	9-2020	9-2021	Change
\$295,820	\$325,000	+ 9.9%	\$227,500	\$263,950	+ 16.0%
\$363,000	\$395,000	+ 8.8%	\$380,000	\$460,000	+ 21.1%
\$580,000	\$678,250	+ 16.9%	\$700,000	\$801,000	+ 14.4%
\$380,000	\$425,000	+ 11.8%	\$256,000	\$310,500	+ 21.3%

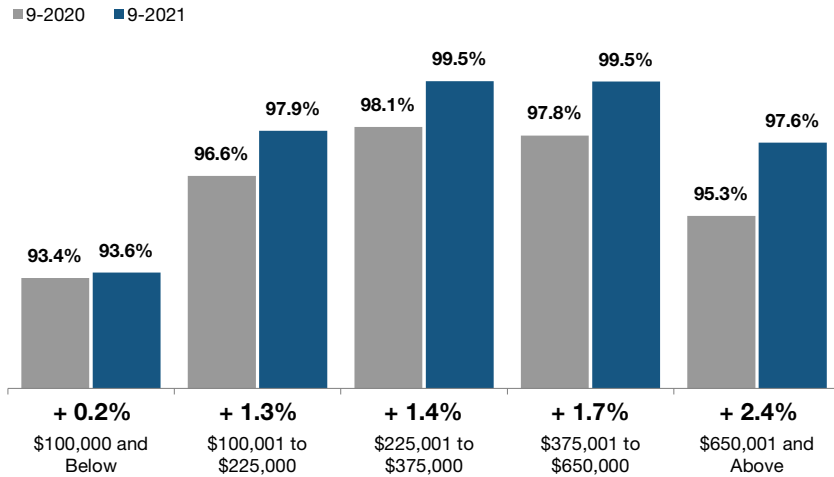
Condos / Villas

Percent of List Price Received

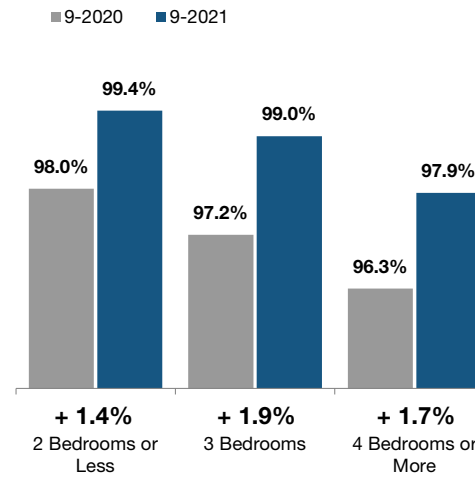
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



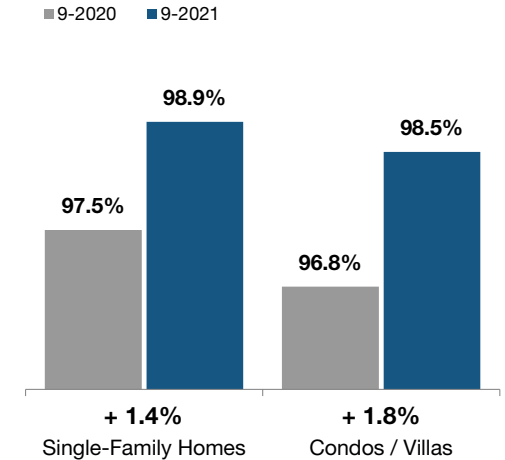
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	93.4%	93.6%	+ 0.2%
\$100,001 to \$225,000	96.6%	97.9%	+ 1.3%
\$225,001 to \$375,000	98.1%	99.5%	+ 1.4%
\$375,001 to \$650,000	97.8%	99.5%	+ 1.7%
\$650,001 and Above	95.3%	97.6%	+ 2.4%
All Price Ranges	97.2%	98.8%	+ 1.6%

Single-Family Homes

9-2020	9-2021	Change
92.7%	93.3%	+ 0.6%
96.9%	98.3%	+ 1.4%
98.5%	99.6%	+ 1.1%
98.1%	99.4%	+ 1.3%
95.3%	97.4%	+ 2.2%
97.5%	98.9%	+ 1.4%

Condos / Villas

9-2020	9-2021	Change
94.8%	74.1%	- 17.7%
97.1%	97.6%	+ 0.5%
96.5%	98.9%	+ 2.5%
97.0%	99.1%	+ 2.2%
96.5%	99.7%	+ 3.3%
96.8%	98.5%	+ 1.8%

By Bedroom Count

By Bedroom Count	9-2020	9-2021	Change
2 Bedrooms or Less	98.0%	99.4%	+ 1.4%
3 Bedrooms	97.2%	99.0%	+ 1.9%
4 Bedrooms or More	96.3%	97.9%	+ 1.7%
All Bedroom Counts	97.2%	98.8%	+ 1.6%

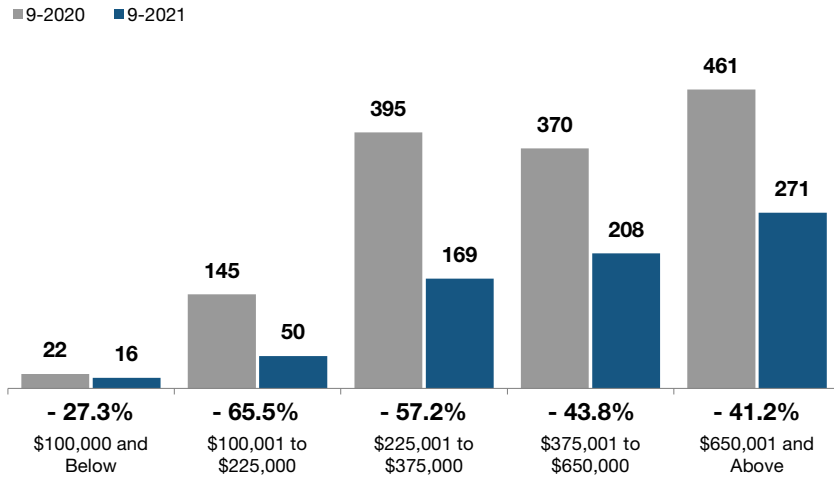
9-2020	9-2021	Change	9-2020	9-2021	Change
100.3%	100.5%	+ 0.2%	97.1%	98.3%	+ 1.2%
97.4%	99.0%	+ 1.6%	96.3%	99.2%	+ 3.0%
96.3%	98.0%	+ 1.8%	93.7%	0.0%	- 100.0%
97.5%	98.9%	+ 1.4%	96.8%	98.5%	+ 1.8%

Inventory of Homes for Sale

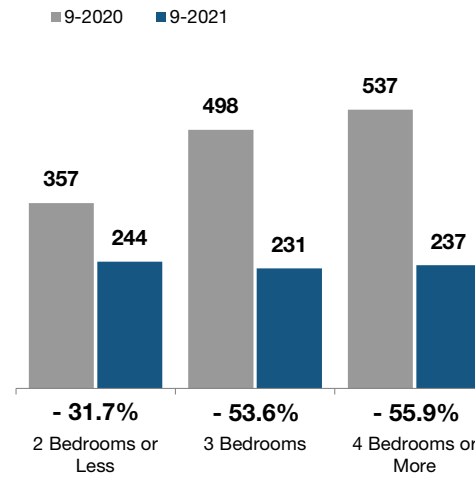
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



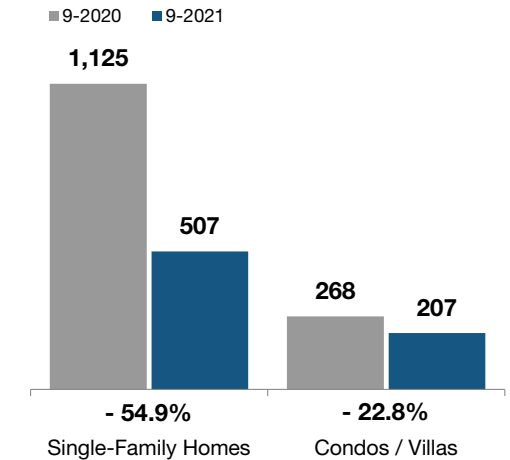
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	22	16	- 27.3%
\$100,001 to \$225,000	145	50	- 65.5%
\$225,001 to \$375,000	395	169	- 57.2%
\$375,001 to \$650,000	370	208	- 43.8%
\$650,001 and Above	461	271	- 41.2%
All Price Ranges	1,393	714	- 48.7%

Single-Family Homes

9-2020	9-2021	Change
9	7	- 22.2%
58	27	- 53.4%
325	102	- 68.6%
313	140	- 55.3%
420	231	- 45.0%
1,125	507	- 54.9%

Condos / Villas

9-2020	9-2021	Change
13	9	- 30.8%
87	23	- 73.6%
70	67	- 4.3%
57	68	+ 19.3%
41	40	- 2.4%
268	207	- 22.8%

By Bedroom Count

9-2020	9-2021	Change
357	244	- 31.7%
498	231	- 53.6%
537	237	- 55.9%
1,393	714	- 48.7%

9-2020	9-2021	Change
155	83	- 46.5%
437	187	- 57.2%
532	235	- 55.8%
1,125	507	- 54.9%

9-2020	9-2021	Change
202	161	- 20.3%
61	44	- 27.9%
5	2	- 60.0%
268	207	- 22.8%

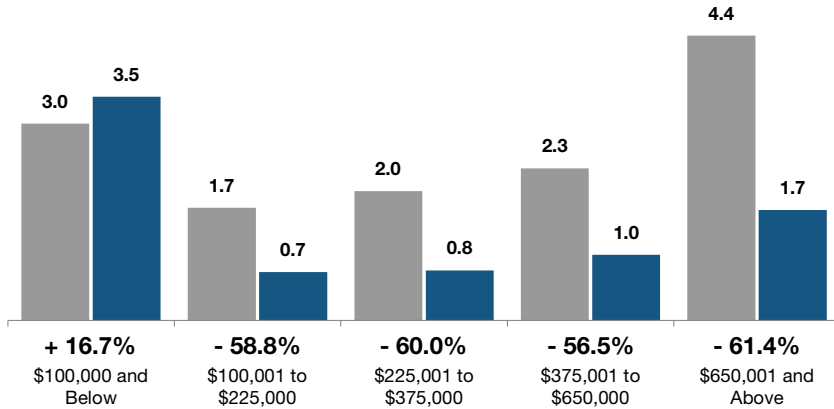
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



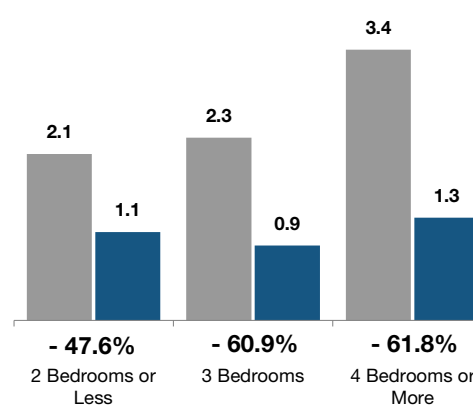
By Price Range

■ 9-2020 ■ 9-2021



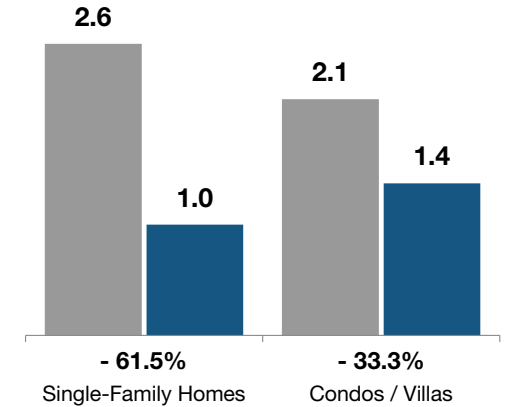
By Bedroom Count

■ 9-2020 ■ 9-2021



By Property Type

■ 9-2020 ■ 9-2021



All Properties

By Price Range

	9-2020	9-2021	Change
\$100,000 and Below	3.0	3.5	+ 16.7%
\$100,001 to \$225,000	1.7	0.7	- 58.8%
\$225,001 to \$375,000	2.0	0.8	- 60.0%
\$375,001 to \$650,000	2.3	1.0	- 56.5%
\$650,001 and Above	4.4	1.7	- 61.4%
All Price Ranges	2.5	1.1	- 56.0%

Single-Family Homes

	9-2020	9-2021	Change
2 Bedrooms or Less	3.1	3.5	+ 12.9%
3 Bedrooms	1.5	1.1	- 26.7%
4 Bedrooms or More	2.0	0.6	- 70.0%
All Single-Family Homes	2.4	0.9	- 62.5%
All Single-Family Homes	4.4	1.6	- 63.6%
All Single-Family Homes	2.6	1.0	- 61.5%

Condos / Villas

	9-2020	9-2021	Change
Single-Family Homes	2.8	2.6	- 7.1%
Condos / Villas	1.9	0.5	- 73.7%
Condos / Villas	1.8	1.6	- 11.1%
Condos / Villas	2.1	1.5	- 28.6%
Condos / Villas	4.4	2.2	- 50.0%
All Condos / Villas	2.1	1.4	- 33.3%

By Bedroom Count

	9-2020	9-2021	Change
2 Bedrooms or Less	2.1	1.1	- 47.6%
3 Bedrooms	2.3	0.9	- 60.9%
4 Bedrooms or More	3.4	1.3	- 61.8%
All Bedroom Counts	2.5	1.1	- 56.0%

	9-2020	9-2021	Change
2 Bedrooms or Less	2.0	0.8	- 60.0%
3 Bedrooms	2.3	0.9	- 60.9%
4 Bedrooms or More	3.4	1.3	- 61.8%
All Bedroom Counts	2.6	1.0	- 61.5%

	9-2020	9-2021	Change
Single-Family Homes	2.1	1.4	- 33.3%
Condos / Villas	2.2	1.3	- 40.9%
Condos / Villas	1.5	0.6	- 60.0%
All Condos / Villas	2.1	1.4	- 33.3%

Monthly Indicators



September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings were down 12.6 percent to 597. Pending Sales decreased 27.0 percent to 562. Inventory shrank 48.7 percent to 714 units.

Prices moved higher as Median Sales Price was up 1.3 percent to \$394,000. Days on Market decreased 40.8 percent to 90 days. Months Supply of Inventory was down 56.0 percent to 1.1 months, indicating that demand increased relative to supply.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Quick Facts

- 29.9% **+ 1.3%** **- 56.0%**

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 Hilton Head Association of REALTORS®. Percent changes are calculated using rounded figures.

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



Market Overview

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



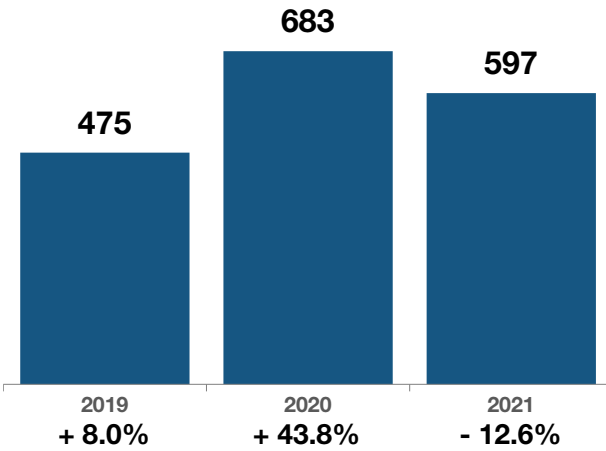
Key Metrics	Historical Sparkbars	09-2020	09-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		683	597	- 12.6%	5,804	6,188	+ 6.6%
Pending Sales		770	562	- 27.0%	5,465	5,963	+ 9.1%
Closed Sales		736	516	- 29.9%	4,668	5,617	+ 20.3%
Days on Market		152	90	- 40.8%	146	103	- 29.5%
Median Sales Price		\$388,920	\$394,000	+ 1.3%	\$356,965	\$400,000	+ 12.1%
Average Sales Price		\$557,142	\$610,450	+ 9.6%	\$490,047	\$594,647	+ 21.3%
Pct. of List Price Received		97.6%	99.4%	+ 1.8%	97.3%	99.2%	+ 2.0%
Housing Affordability Index		61	60	- 1.6%	66	59	- 10.6%
Inventory of Homes for Sale		1,393	714	- 48.7%	--	--	--
Months Supply of Inventory		2.5	1.1	- 56.0%	--	--	--

New Listings

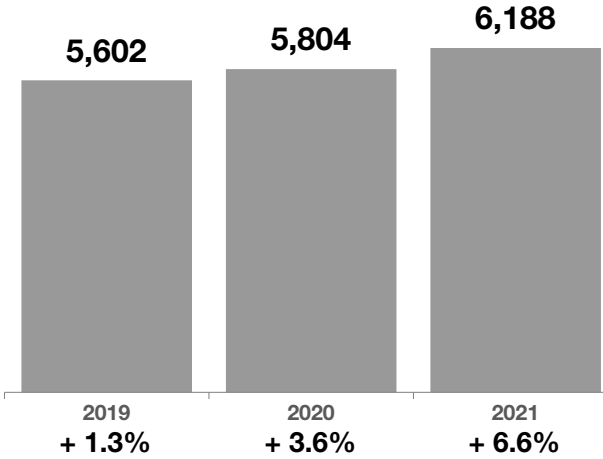
A count of the properties that have been newly listed on the market in a given month.



September

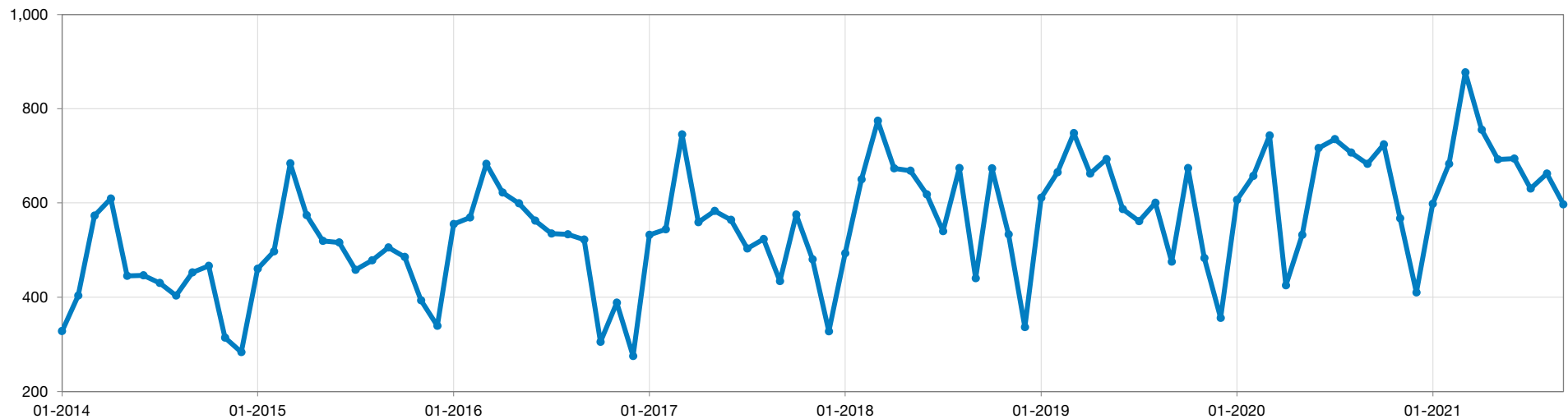


Year to Date



	New Listings	Prior Year	Percent Change
October 2020	724	674	+7.4%
November 2020	567	483	+17.4%
December 2020	410	356	+15.2%
January 2021	598	606	-1.3%
February 2021	683	657	+4.0%
March 2021	877	743	+18.0%
April 2021	755	425	+77.6%
May 2021	692	532	+30.1%
June 2021	694	716	-3.1%
July 2021	630	735	-14.3%
August 2021	662	707	-6.4%
September 2021	597	683	-12.6%
12-Month Avg	657	610	+7.8%

Historical New Listings by Month



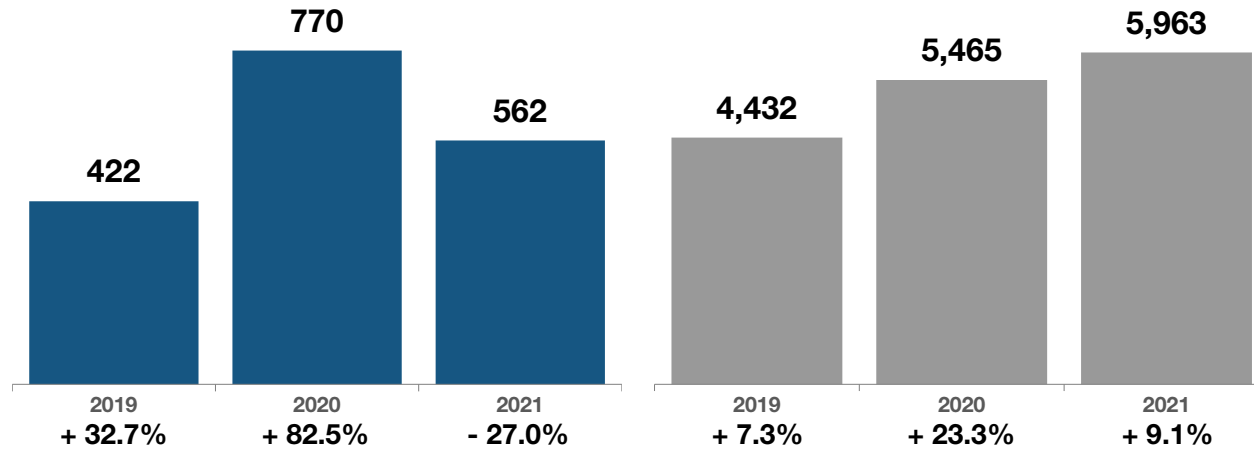
Pending Sales

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



September

Year to Date



Pending Sales	Prior Year	Percent Change	
October 2020	764	457	+67.2%
November 2020	661	391	+69.1%
December 2020	491	306	+60.5%
January 2021	672	446	+50.7%
February 2021	728	537	+35.6%
March 2021	913	407	+124.3%
April 2021	736	296	+148.6%
May 2021	625	593	+5.4%
June 2021	610	852	-28.4%
July 2021	524	799	-34.4%
August 2021	593	765	-22.5%
September 2021	562	770	-27.0%
12-Month Avg	657	552	+19.0%

Historical Pending Sales by Month

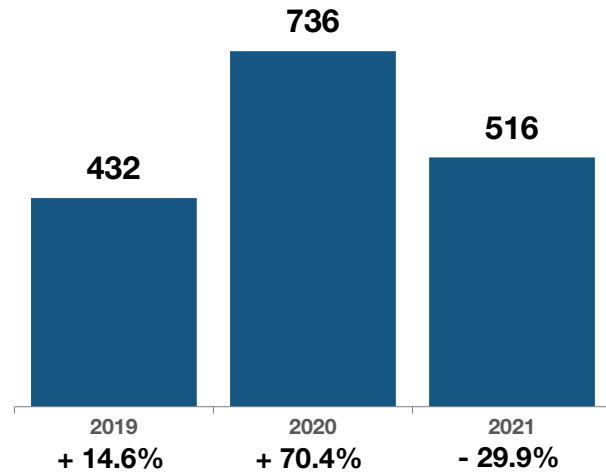


Closed Sales

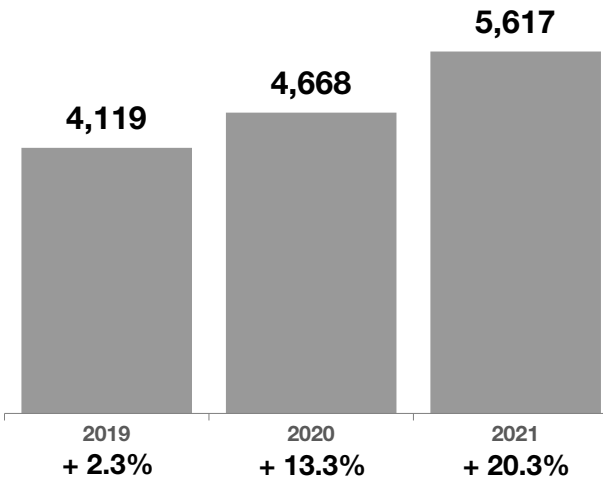
A count of the actual sales that closed in a given month.



September



Year to Date



Closed Sales	Prior Year	Percent Change
October 2020	486	+52.3%
November 2020	384	+65.6%
December 2020	481	+56.5%
January 2021	336	+59.8%
February 2021	347	+44.7%
March 2021	499	+51.7%
April 2021	416	+78.4%
May 2021	343	+99.1%
June 2021	553	+27.7%
July 2021	737	-15.3%
August 2021	701	-21.5%
September 2021	736	-29.9%
12-Month Avg	646	+28.7%

Historical Closed Sales by Month

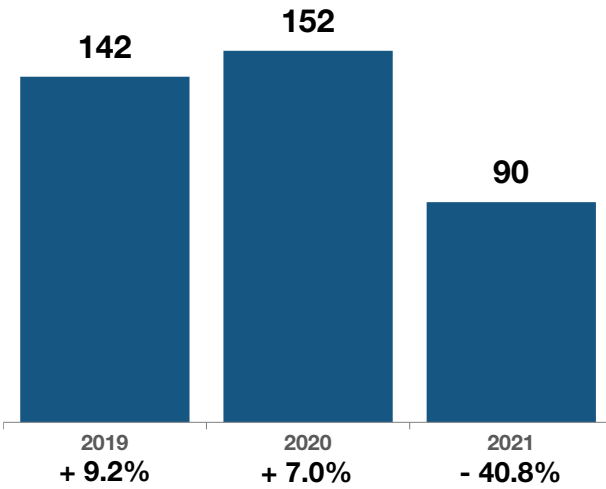


Days on Market Until Sale

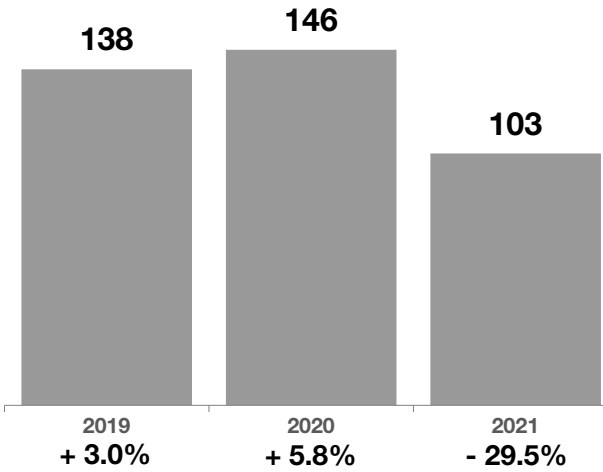
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



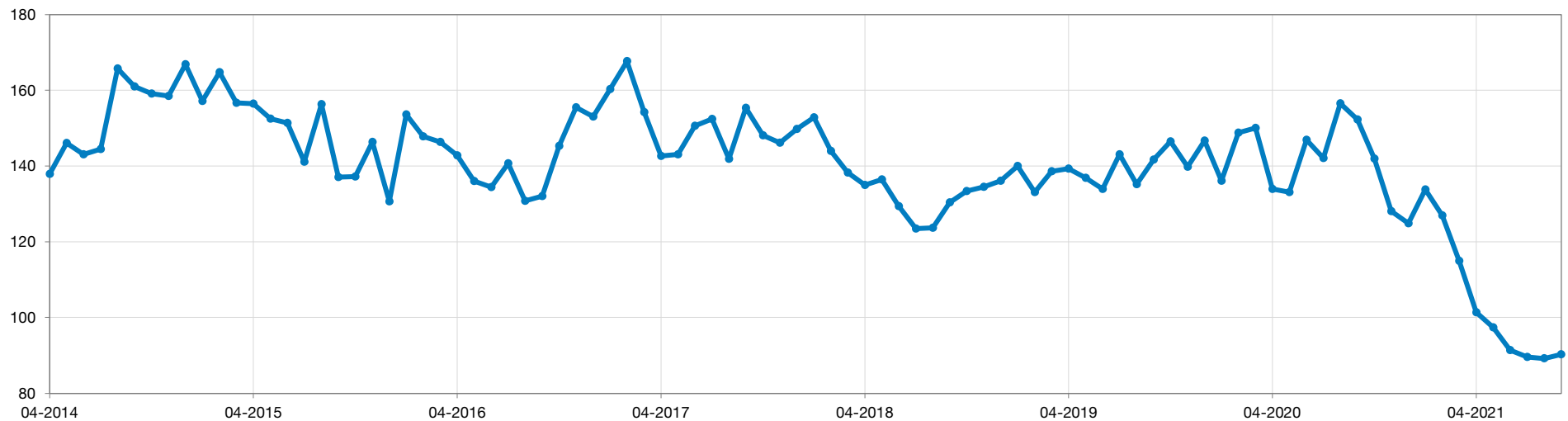
Year to Date



Days on Market	Prior Year	Percent Change
October 2020	142	-2.7%
November 2020	128	-8.6%
December 2020	125	-15.0%
January 2021	134	-1.5%
February 2021	127	-14.8%
March 2021	115	-23.3%
April 2021	101	-24.6%
May 2021	97	-27.1%
June 2021	91	-38.1%
July 2021	90	-36.6%
August 2021	89	-43.3%
September 2021	90	-40.8%
12-Month Avg*	111	-24.0%

* Average Days on Market of all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

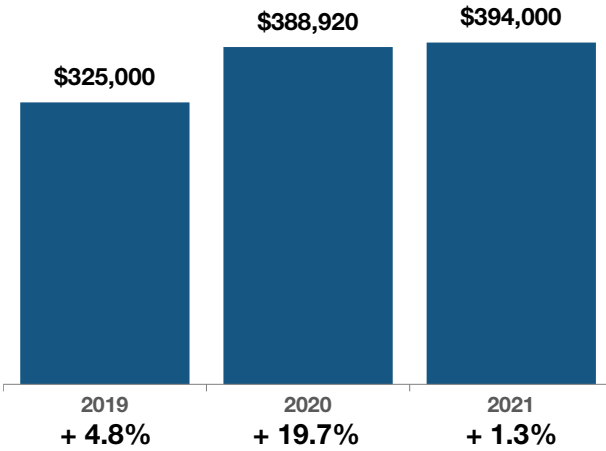


Median Sales Price

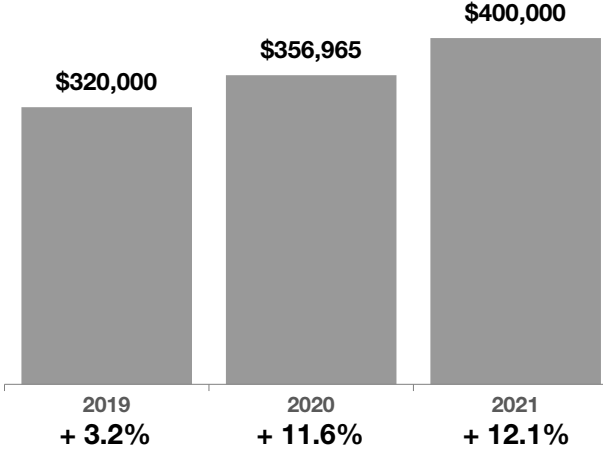
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



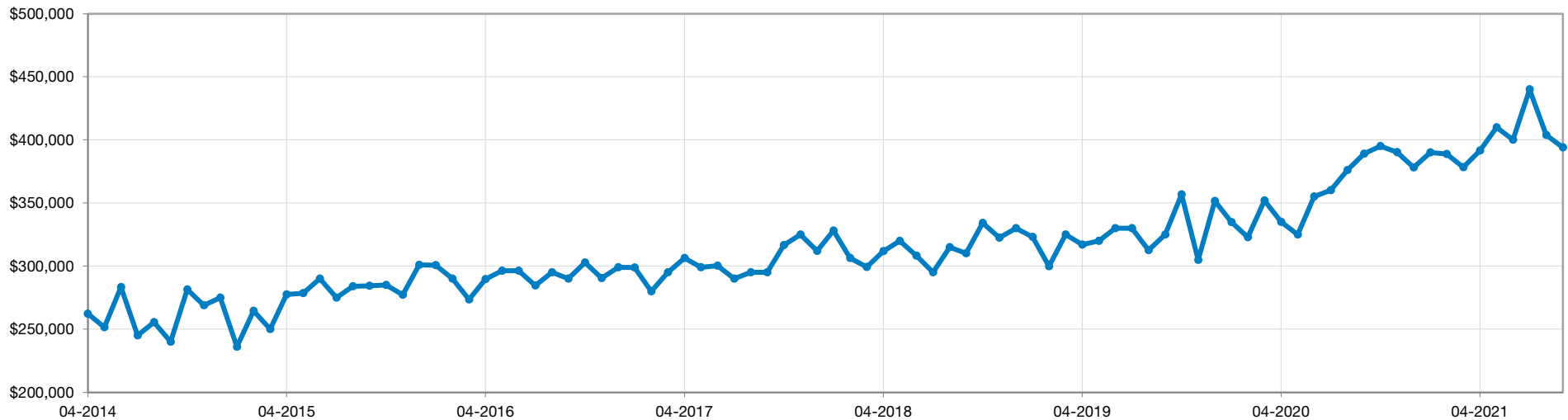
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2020	\$395,000	\$356,661	+10.7%
November 2020	\$390,165	\$304,860	+28.0%
December 2020	\$378,000	\$351,500	+7.5%
January 2021	\$390,000	\$334,710	+16.5%
February 2021	\$388,825	\$322,783	+20.5%
March 2021	\$378,300	\$352,000	+7.5%
April 2021	\$391,450	\$335,000	+16.9%
May 2021	\$410,000	\$325,000	+26.2%
June 2021	\$400,000	\$355,000	+12.7%
July 2021	\$440,000	\$360,000	+22.2%
August 2021	\$403,906	\$376,000	+7.4%
September 2021	\$394,000	\$388,920	+1.3%
12-Month Med*	\$395,000	\$353,310	+11.8%

* Median Sales Price of all properties from October 2020 through September 2021. This is not the median of the individual figures above.

Historical Median Sales Price by Month



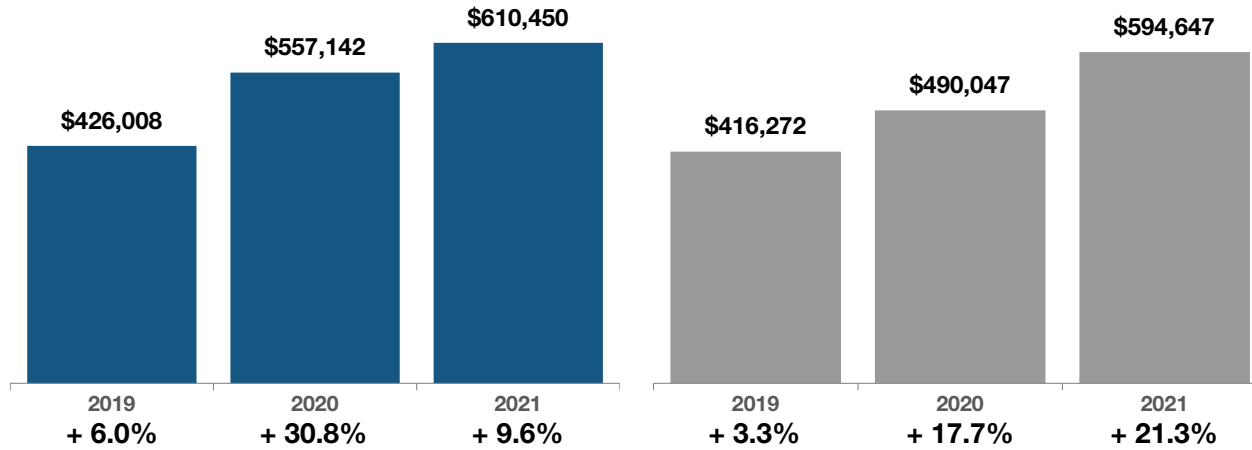
Average Sales Price

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



September

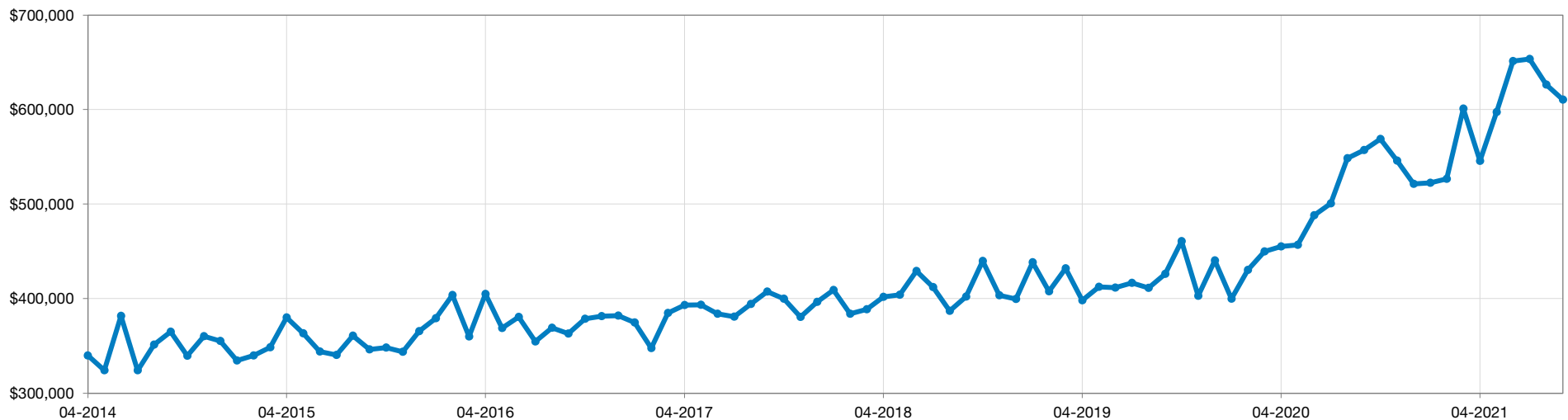
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2020	\$568,960	\$460,669	+23.5%
November 2020	\$545,831	\$402,801	+35.5%
December 2020	\$521,379	\$440,198	+18.4%
January 2021	\$522,586	\$399,645	+30.8%
February 2021	\$526,530	\$430,178	+22.4%
March 2021	\$601,011	\$449,768	+33.6%
April 2021	\$545,727	\$455,144	+19.9%
May 2021	\$597,280	\$456,844	+30.7%
June 2021	\$651,389	\$488,185	+33.4%
July 2021	\$653,496	\$500,770	+30.5%
August 2021	\$626,465	\$548,392	+14.2%
September 2021	\$610,450	\$557,142	+9.6%
12-Month Avg*	\$580,925	\$465,811	+24.7%

* Avg. Sales Price of all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

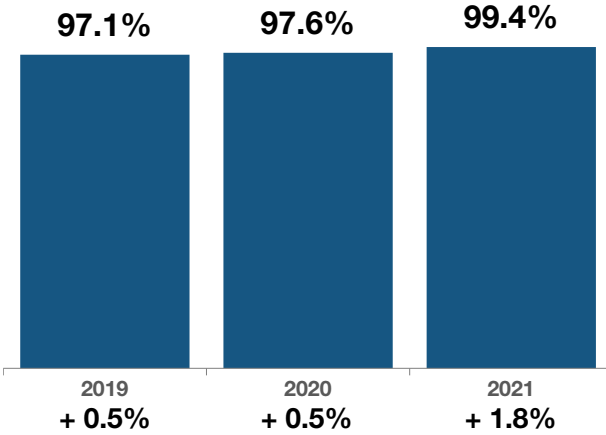


Percent of List Price Received

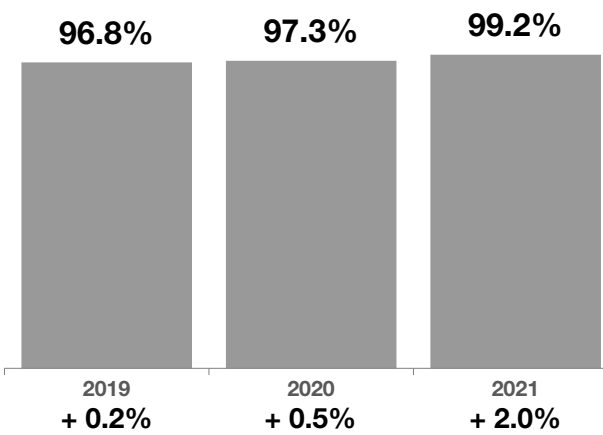
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



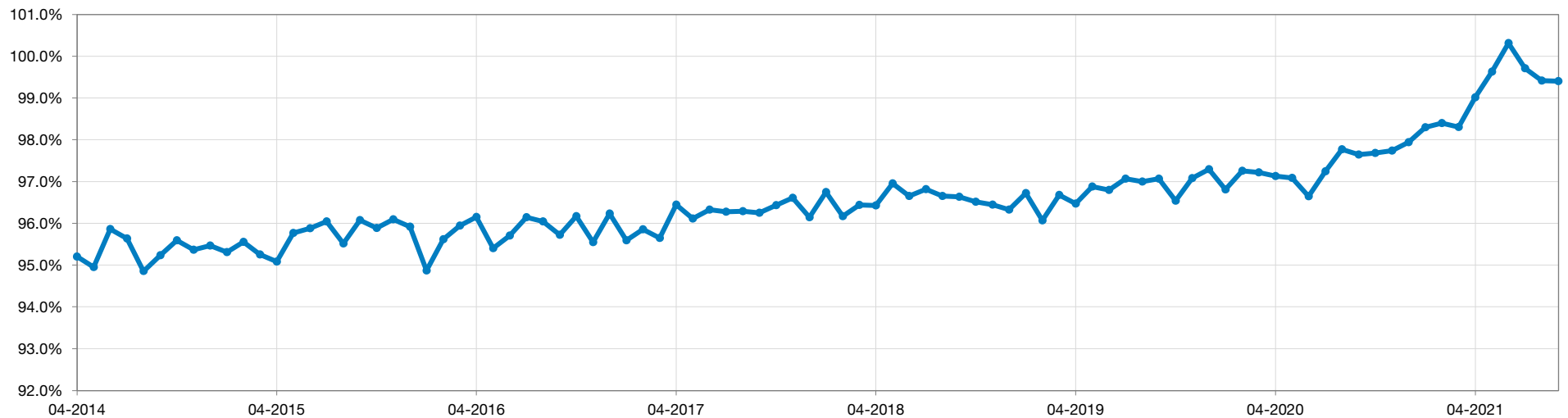
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
October 2020	97.7%	96.5%	+1.2%
November 2020	97.7%	97.1%	+0.6%
December 2020	97.9%	97.3%	+0.6%
January 2021	98.3%	96.8%	+1.5%
February 2021	98.4%	97.3%	+1.1%
March 2021	98.3%	97.2%	+1.1%
April 2021	99.0%	97.1%	+2.0%
May 2021	99.6%	97.1%	+2.6%
June 2021	100.3%	96.6%	+3.8%
July 2021	99.7%	97.2%	+2.6%
August 2021	99.4%	97.8%	+1.6%
September 2021	99.4%	97.6%	+1.8%
12-Month Avg*	98.8%	97.2%	+1.6%

* Average Pct. of List Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

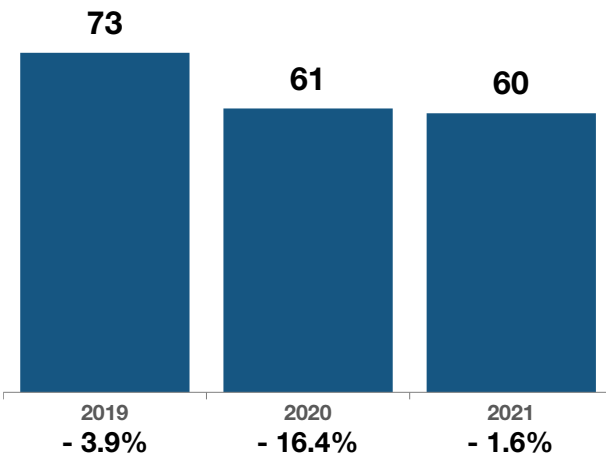


Housing Affordability Index

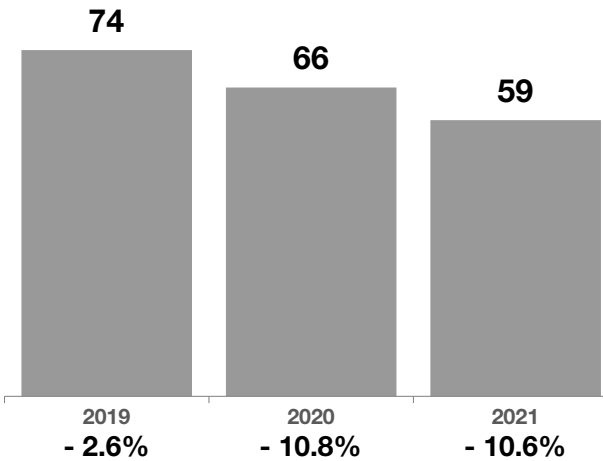
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

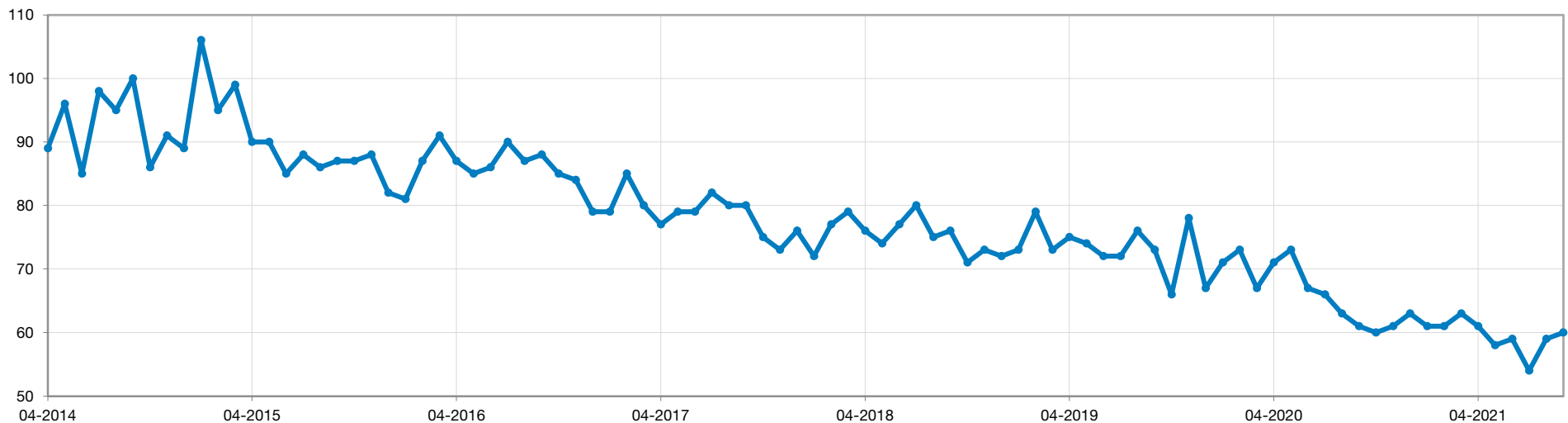


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2020	60	66	-9.1%
November 2020	61	78	-21.8%
December 2020	63	67	-6.0%
January 2021	61	71	-14.1%
February 2021	61	73	-16.4%
March 2021	63	67	-6.0%
April 2021	61	71	-14.1%
May 2021	58	73	-20.5%
June 2021	59	67	-11.9%
July 2021	54	66	-18.2%
August 2021	59	63	-6.3%
September 2021	60	61	-1.6%
12-Month Avg	60	69	-12.5%

Historical Housing Affordability Index by Month

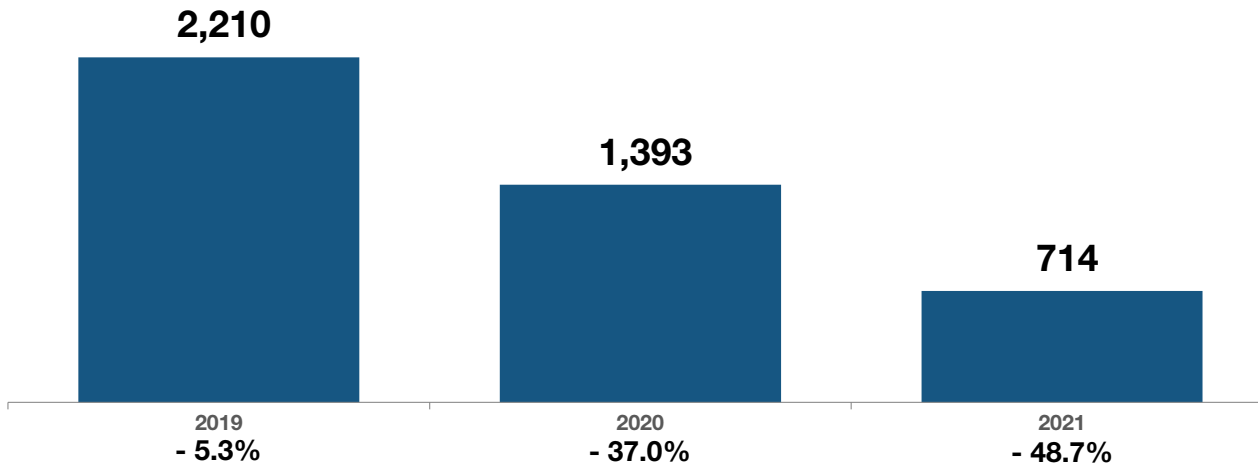


Inventory of Homes for Sale

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



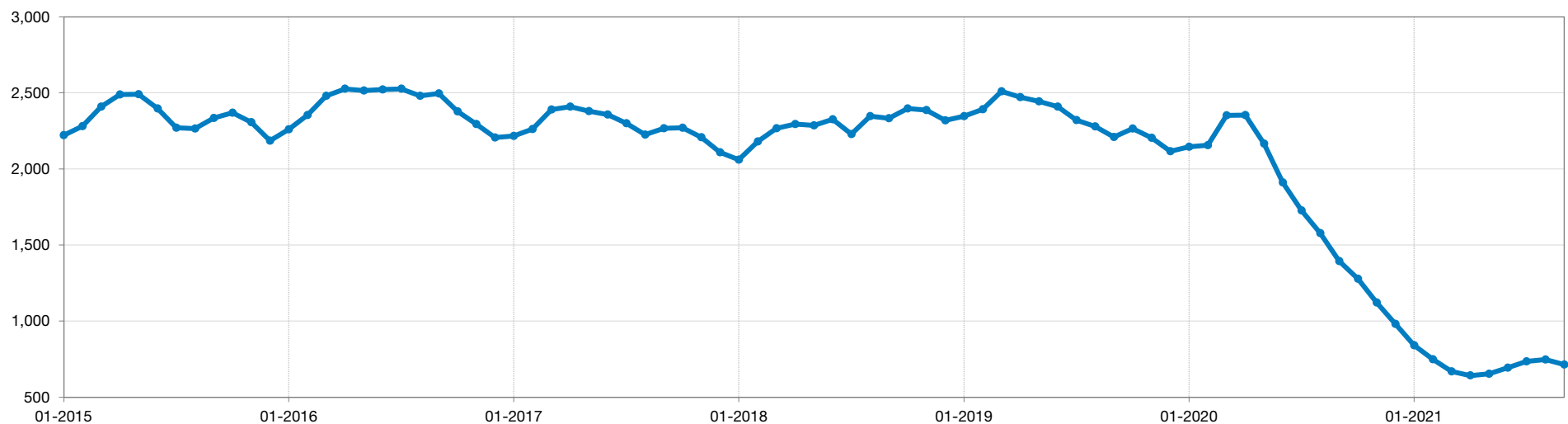
September



Homes for Sale	Prior Year	Percent Change
October 2020	2,265	-43.6%
November 2020	2,204	-49.1%
December 2020	2,116	-53.7%
January 2021	2,145	-60.8%
February 2021	2,155	-65.3%
March 2021	2,351	-71.6%
April 2021	2,354	-72.7%
May 2021	2,165	-69.8%
June 2021	1,910	-63.7%
July 2021	1,726	-57.5%
August 2021	1,578	-52.7%
September 2021	1,393	-48.7%
12-Month Avg*	818	-44.9%

* Homes for Sale for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

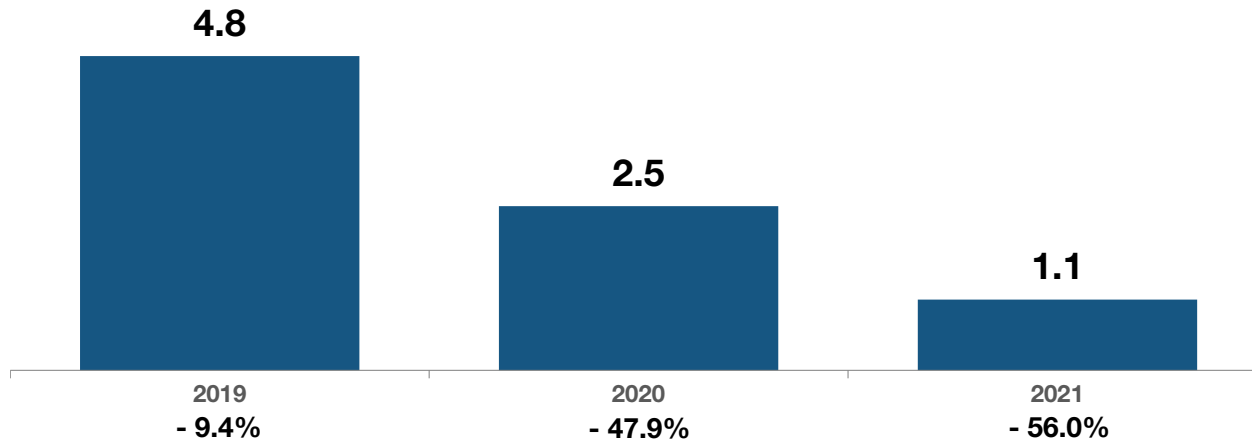


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2020	2.2	4.9	-55.1%
November 2020	1.9	4.8	-60.4%
December 2020	1.6	4.5	-64.4%
January 2021	1.3	4.6	-71.7%
February 2021	1.2	4.6	-73.9%
March 2021	1.0	5.1	-80.4%
April 2021	0.9	5.3	-83.0%
May 2021	0.9	4.9	-81.6%
June 2021	1.0	4.0	-75.0%
July 2021	1.1	3.5	-68.6%
August 2021	1.1	3.0	-63.3%
September 2021	1.1	2.5	-56.0%
12-Month Avg*	1.3	4.3	-69.8%

* Months Supply for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

