

Local Market Update – June 2020

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



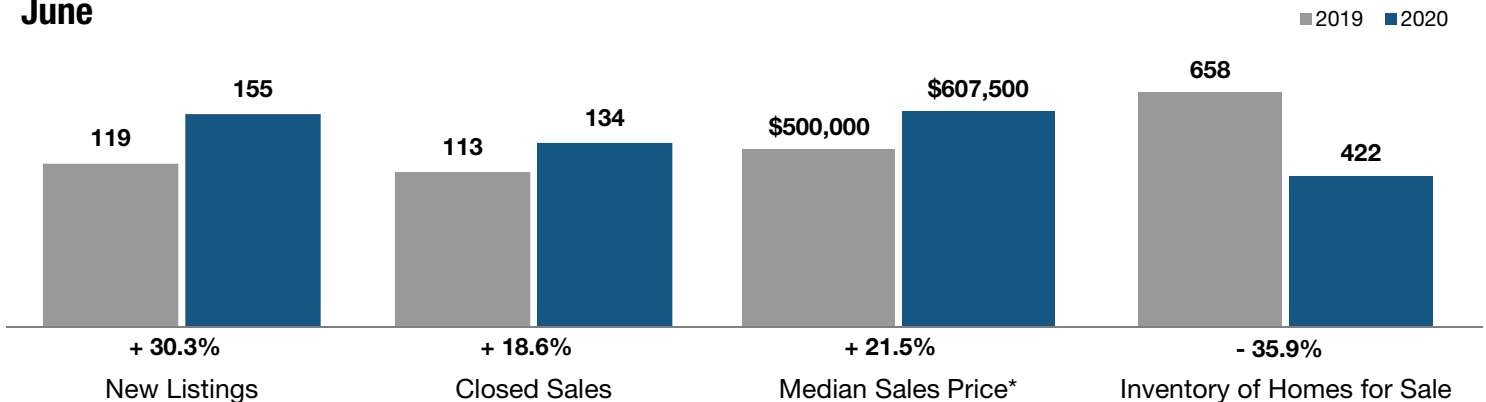
Hilton Head Totals

Detached Homes Only

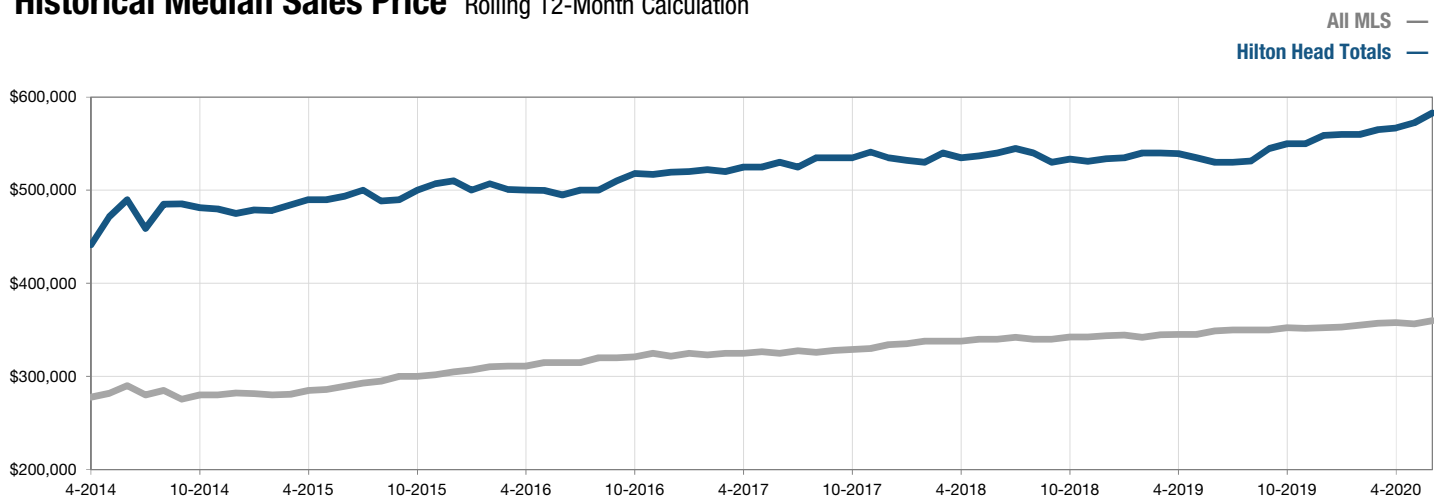
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	119	155	+ 30.3%	848	794	- 6.4%
Closed Sales	113	134	+ 18.6%	541	533	- 1.5%
Median Sales Price*	\$500,000	\$607,500	+ 21.5%	\$532,500	\$580,000	+ 8.9%
Percent of List Price Received*	95.7%	95.7%	- 0.0%	95.9%	95.6%	- 0.3%
Days on Market Until Sale	164	155	- 5.4%	164	161	- 1.5%
Inventory of Homes for Sale	658	422	- 35.9%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

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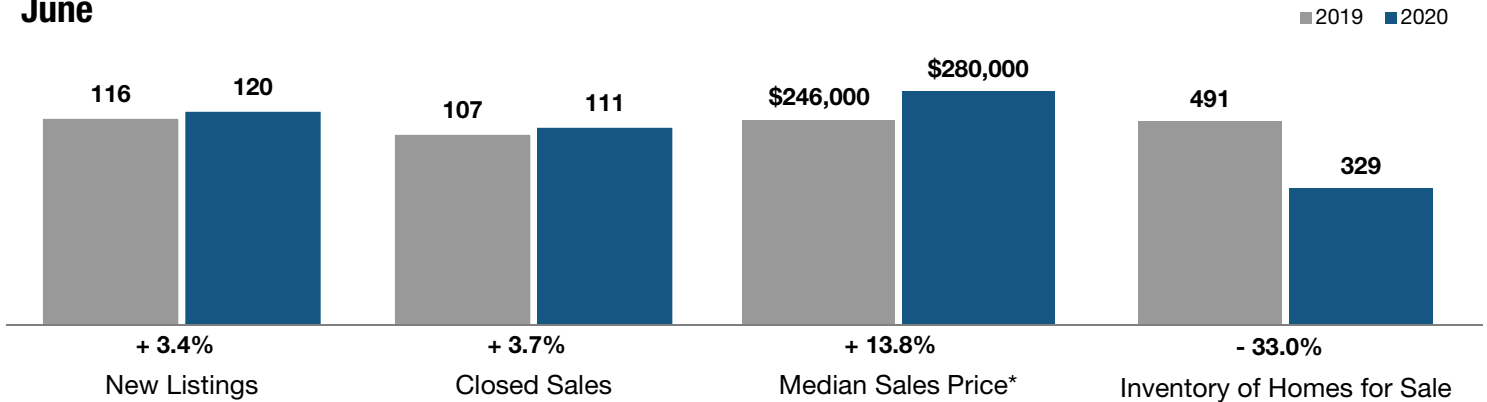
Hilton Head Totals

Condos / Villas Only

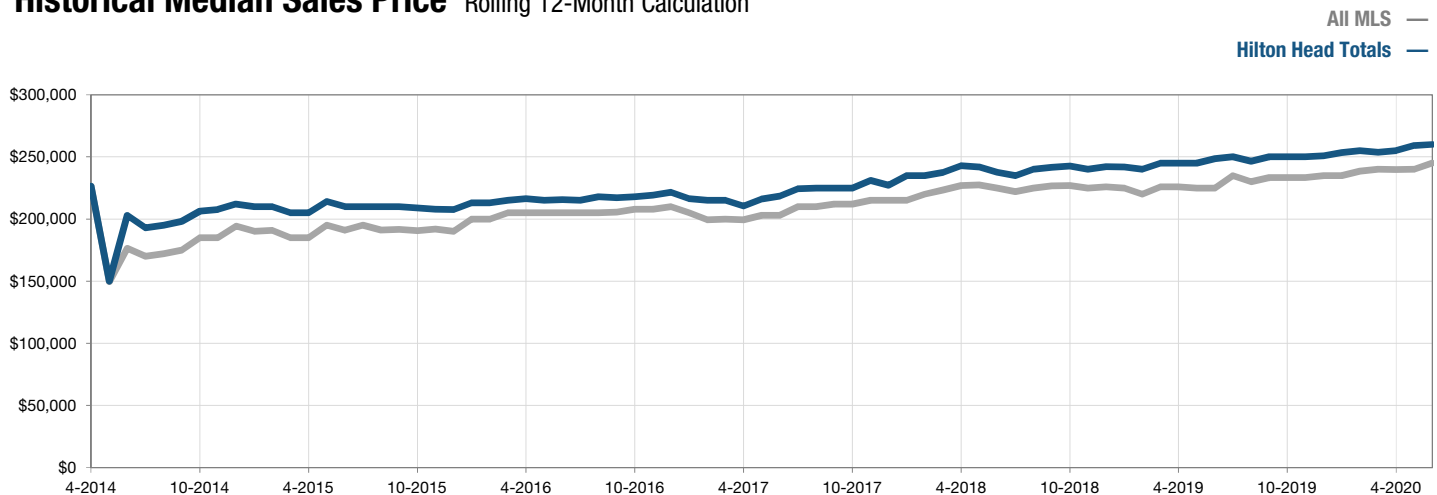
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	116	120	+ 3.4%	825	679	- 17.7%
Closed Sales	107	111	+ 3.7%	610	469	- 23.1%
Median Sales Price*	\$246,000	\$280,000	+ 13.8%	\$250,000	\$270,000	+ 8.0%
Percent of List Price Received*	95.5%	96.1%	+ 0.6%	95.7%	95.9%	+ 0.2%
Days on Market Until Sale	124	126	+ 1.1%	132	121	- 8.5%
Inventory of Homes for Sale	491	329	- 33.0%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



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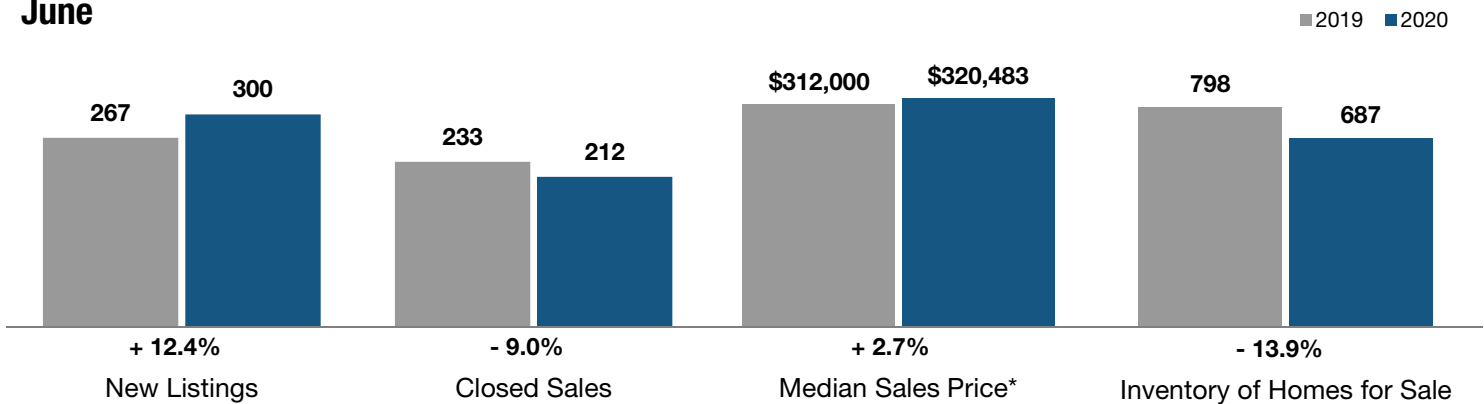


Mainland

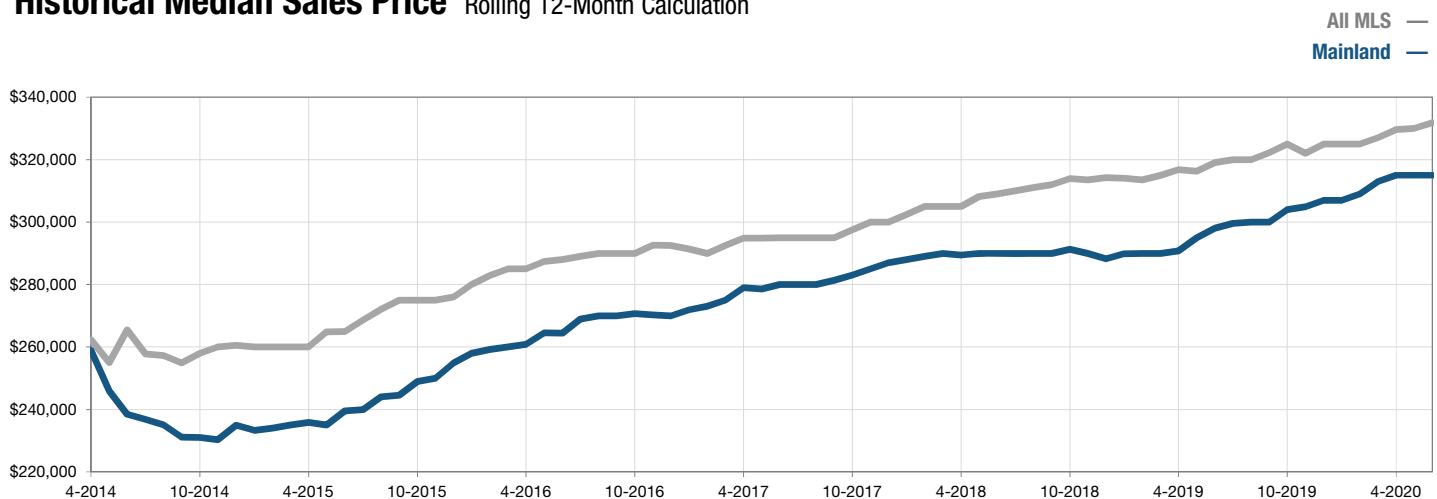
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	267	300	+ 12.4%	1,686	1,517	- 10.0%
Closed Sales	233	212	- 9.0%	1,198	1,060	- 11.5%
Median Sales Price*	\$312,000	\$320,483	+ 2.7%	\$300,000	\$320,000	+ 6.7%
Percent of List Price Received*	98.0%	97.5%	- 0.5%	97.5%	97.6%	+ 0.1%
Days on Market Until Sale	123	141	+ 15.0%	126	135	+ 7.2%
Inventory of Homes for Sale	798	687	- 13.9%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



June 2020

Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers. While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season. For the 12-month period spanning July 2019 through June 2020, Pending Sales in the Hilton Head region were up 7.8 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 41.6 percent.

The overall Median Sales Price was up 4.0 percent to \$331,825. The property type with the largest price gain was the Condos / Villas segment, where prices increased 8.9 percent to \$245,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 108 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 195 days.

Market-wide, inventory levels were down 25.1 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 22.8 percent. That amounts to 3.9 months supply for Single-Family homes and 3.3 months supply for Condos.

Quick Facts

+ 41.6%

+ 24.5%

+ 10.1%

Price Range With the
Strongest Sales:

\$650,001 and Above

Bedroom Count With
Strongest Sales:

4 Bedrooms or More

Property Type With
Strongest Sales:

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

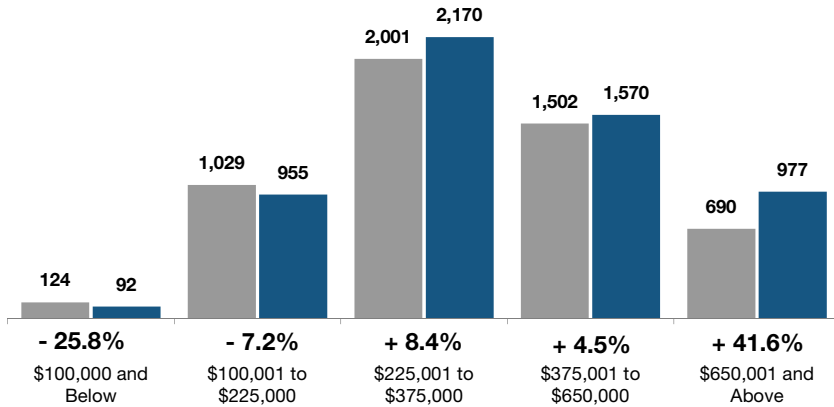
Pending Sales

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



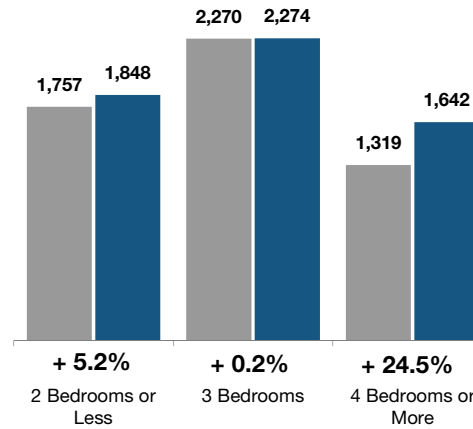
By Price Range

■ 6-2019 ■ 6-2020



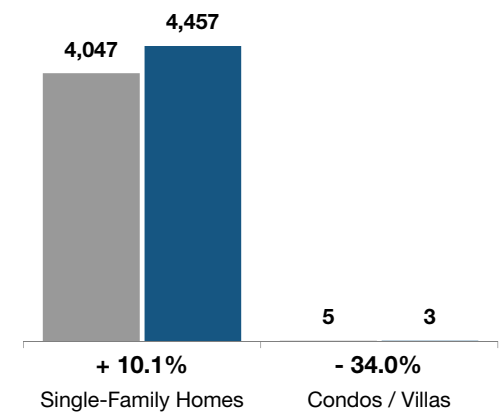
By Bedroom Count

■ 6-2019 ■ 6-2020



By Property Type

■ 6-2019 ■ 6-2020



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	124	92	- 25.8%
\$100,001 to \$225,000	1,029	955	- 7.2%
\$225,001 to \$375,000	2,001	2,170	+ 8.4%
\$375,001 to \$650,000	1,502	1,570	+ 4.5%
\$650,001 and Above	690	977	+ 41.6%
All Price Ranges	5,346	5,764	+ 7.8%

Single-Family Homes

6-2019	6-2020	Change
36	38	+ 5.6%
505	456	- 9.7%
1,632	1,757	+ 7.7%
1,252	1,304	+ 4.2%
622	902	+ 45.0%
4,047	4,457	+ 10.1%

Condos / Villas

6-2019	6-2020	Change
3	3	- 23.5%
3	2	- 33.3%
5	3	- 38.3%
7	4	- 36.8%
15	10	- 33.8%
5	3	- 34.0%

By Bedroom Count

6-2019	6-2020	Change
1,757	1,848	+ 5.2%
2,270	2,274	+ 0.2%
1,319	1,642	+ 24.5%
5,346	5,764	+ 7.8%

6-2019	6-2020	Change
728	839	+ 15.2%
2,026	2,003	- 1.1%
1,293	1,615	+ 24.9%
4,047	4,457	+ 10.1%

6-2019	6-2020	Change
4	3	- 27.3%
7	4	- 42.0%
9	3	- 71.7%
5	3	- 34.0%

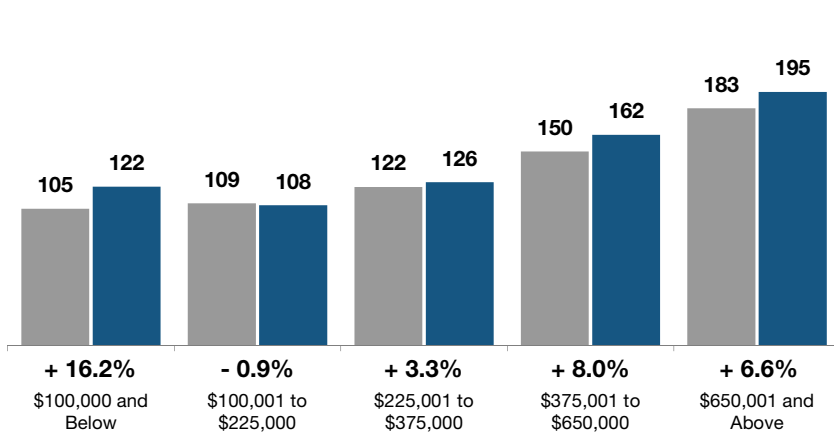
Days on Market Until Sale

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



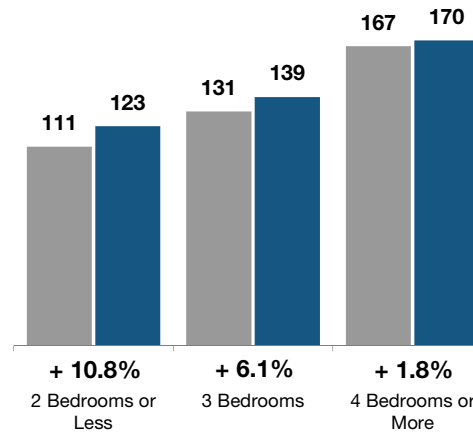
By Price Range

■ 6-2019 ■ 6-2020



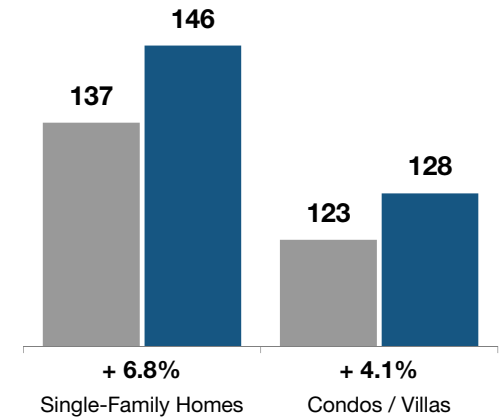
By Bedroom Count

■ 6-2019 ■ 6-2020



By Property Type

■ 6-2019 ■ 6-2020



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	105	122	+ 16.2%
\$100,001 to \$225,000	109	108	- 0.9%
\$225,001 to \$375,000	122	126	+ 3.3%
\$375,001 to \$650,000	150	162	+ 8.0%
\$650,001 and Above	183	195	+ 6.6%
All Price Ranges	133	142	+ 6.8%

Single-Family Homes

6-2019	6-2020	Change
112	108	- 2.9%
115	111	- 3.9%
121	125	+ 3.3%
148	164	+ 10.8%
182	193	+ 6.0%
137	146	+ 6.8%

Condos / Villas

6-2019	6-2020	Change
103	132	+ 28.2%
103	105	+ 1.9%
127	129	+ 1.6%
156	151	- 3.2%
191	225	+ 17.8%
123	128	+ 4.1%

By Bedroom Count

6-2019	6-2020	Change
111	123	+ 10.8%
131	139	+ 6.1%
167	170	+ 1.8%
133	142	+ 6.8%

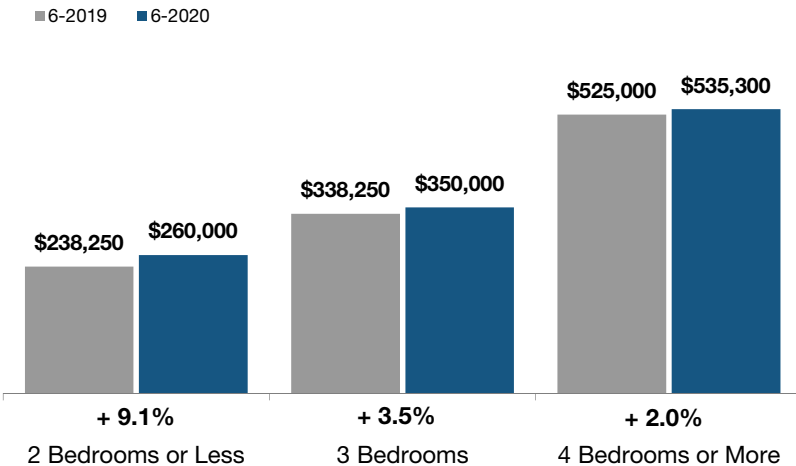
6-2019	6-2020	Change
100	125	+ 24.3%
130	137	+ 5.6%
167	170	+ 1.9%
137	146	+ 6.8%

Median Sales Price

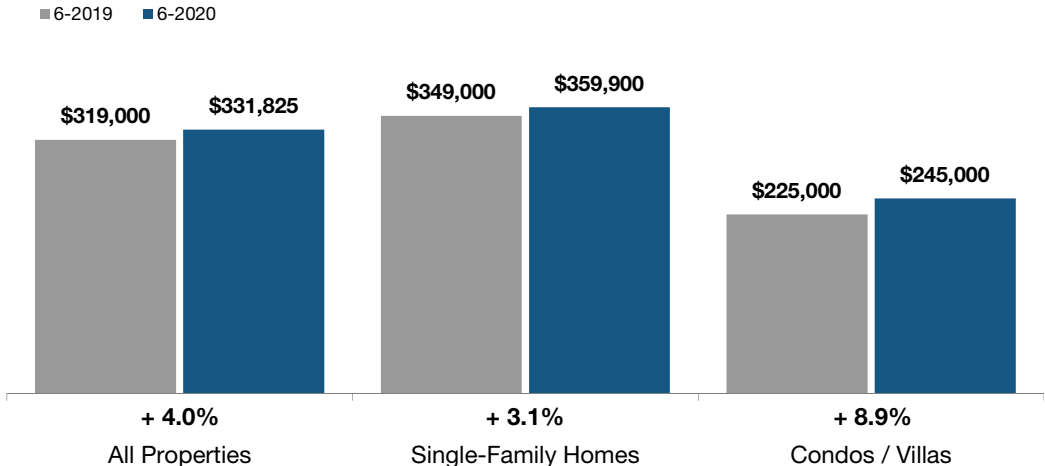
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	\$238,250	\$260,000	+ 9.1%
3 Bedrooms	\$338,250	\$350,000	+ 3.5%
4 Bedrooms or More	\$525,000	\$535,300	+ 2.0%
All Bedroom Counts	\$319,000	\$331,825	+ 4.0%

Single-Family Homes

6-2019	6-2020	Change
\$272,950	\$291,990	+ 7.0%
\$333,845	\$345,000	+ 3.3%
\$523,381	\$535,000	+ 2.2%
\$349,000	\$359,900	+ 3.1%

Condos / Villas

6-2019	6-2020	Change
\$198,000	\$205,000	+ 3.5%
\$380,000	\$381,500	+ 0.4%
\$585,000	\$740,000	+ 26.5%
\$225,000	\$245,000	+ 8.9%

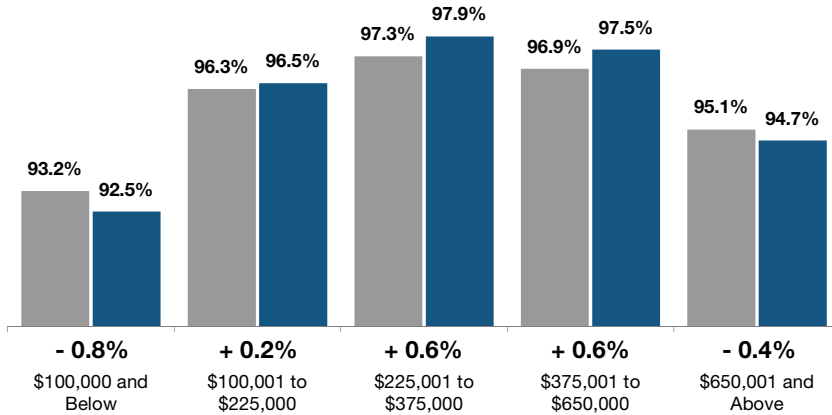
Percent of List Price Received

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.**



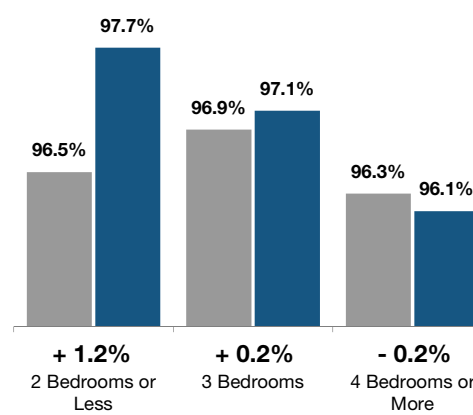
By Price Range

■ 6-2019 ■ 6-2020



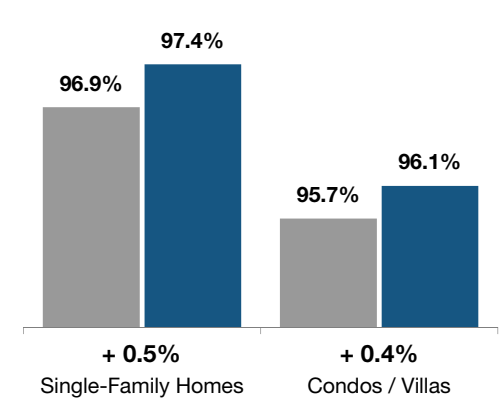
By Bedroom Count

■ 6-2019 ■ 6-2020



By Property Type

■ 6-2019 ■ 6-2020



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	93.2%	92.5%	- 0.8%
\$100,001 to \$225,000	96.3%	96.5%	+ 0.2%
\$225,001 to \$375,000	97.3%	97.9%	+ 0.6%
\$375,001 to \$650,000	96.9%	97.5%	+ 0.6%
\$650,001 and Above	95.1%	94.7%	- 0.4%
All Price Ranges	96.6%	97.0%	+ 0.4%

Single-Family Homes

6-2019	6-2020	Change
92.3%	93.0%	+ 0.8%
96.7%	97.0%	+ 0.3%
97.7%	98.4%	+ 0.7%
97.1%	97.8%	+ 0.7%
95.1%	94.8%	- 0.3%
96.9%	97.4%	+ 0.5%

Condos / Villas

6-2019	6-2020	Change
94.4%	94.9%	+ 5.4%
96.3%	96.0%	- 0.3%
95.6%	96.3%	+ 0.7%
94.6%	96.2%	+ 1.7%
96.4%	95.5%	- 0.9%
95.7%	96.1%	+ 0.4%

By Bedroom Count

6-2019	6-2020	Change
96.5%	97.7%	+ 1.2%
96.9%	97.1%	+ 0.2%
96.3%	96.1%	- 0.2%
96.6%	97.0%	+ 0.4%

6-2019	6-2020	Change
97.8%	100.0%	+ 2.2%
97.0%	97.3%	+ 0.3%
96.3%	96.1%	- 0.2%
96.9%	97.4%	+ 0.5%

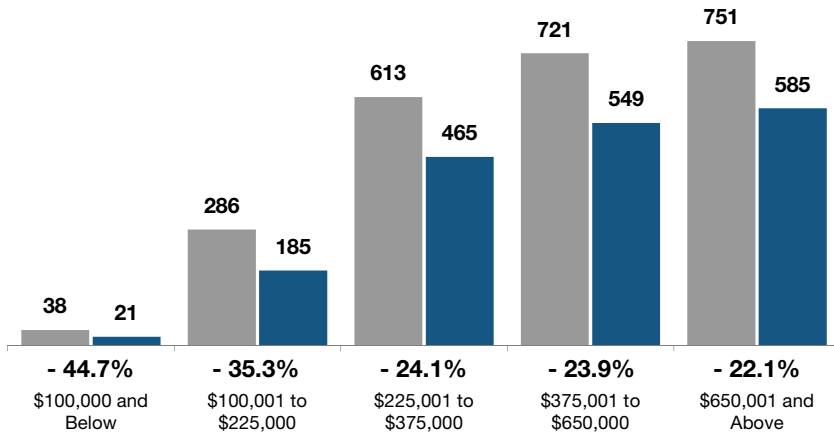
Inventory of Homes for Sale

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



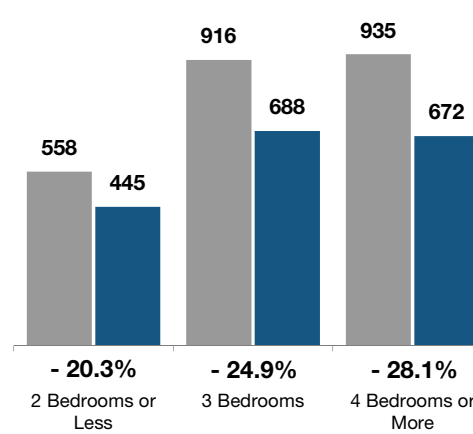
By Price Range

■ 6-2019 ■ 6-2020



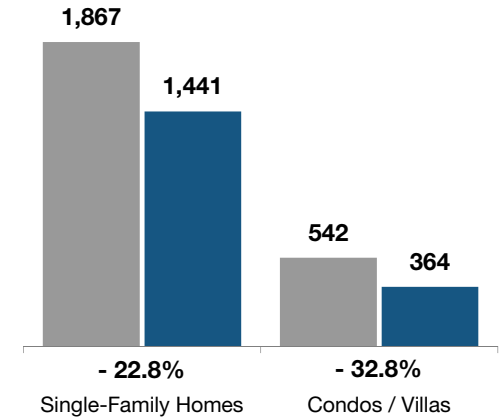
By Bedroom Count

■ 6-2019 ■ 6-2020



By Property Type

■ 6-2019 ■ 6-2020



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	38	21	- 44.7%
\$100,001 to \$225,000	286	185	- 35.3%
\$225,001 to \$375,000	613	465	- 24.1%
\$375,001 to \$650,000	721	549	- 23.9%
\$650,001 and Above	751	585	- 22.1%
All Price Ranges	2,409	1,805	- 25.1%

Single-Family Homes

6-2019	6-2020	Change
13	8	- 38.5%
141	93	- 34.0%
469	365	- 22.2%
580	454	- 21.7%
664	521	- 21.5%
1,867	1,441	- 22.8%

Condos / Villas

6-2019	6-2020	Change
25	13	- 48.0%
145	92	- 36.6%
144	100	- 30.6%
141	95	- 32.6%
87	64	- 26.4%
542	364	- 32.8%

By Bedroom Count

6-2019	6-2020	Change
558	445	- 20.3%
916	688	- 24.9%
935	672	- 28.1%
2,409	1,805	- 25.1%

6-2019	6-2020	Change
177	178	+ 0.6%
775	598	- 22.8%
915	665	- 27.3%
1,867	1,441	- 22.8%

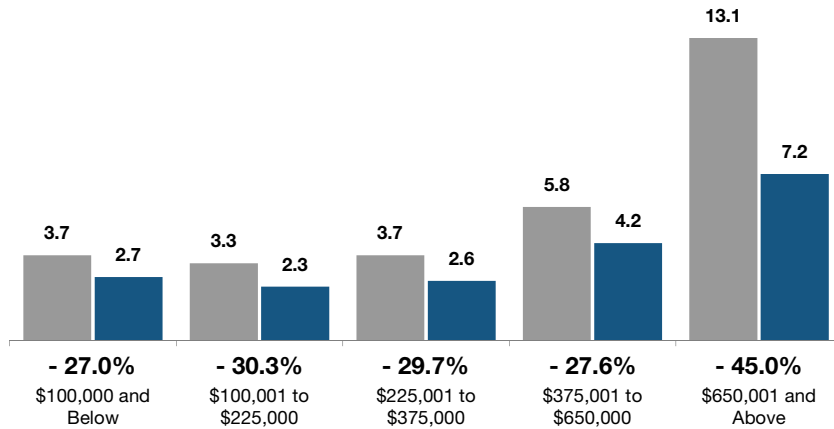
Months Supply of Inventory

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.**



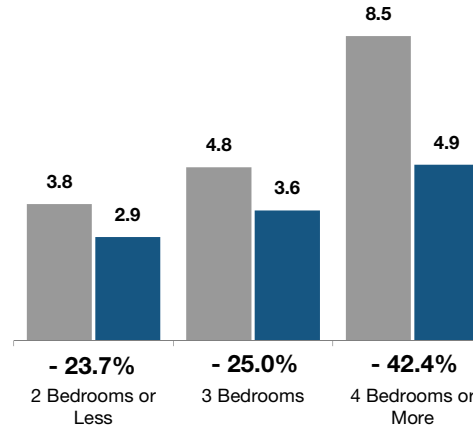
By Price Range

■ 6-2019 ■ 6-2020



By Bedroom Count

■ 6-2019 ■ 6-2020



By Property Type

■ 6-2019 ■ 6-2020



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	3.7	2.7	- 27.0%
\$100,001 to \$225,000	3.3	2.3	- 30.3%
\$225,001 to \$375,000	3.7	2.6	- 29.7%
\$375,001 to \$650,000	5.8	4.2	- 27.6%
\$650,001 and Above	13.1	7.2	- 45.0%
All Price Ranges	5.4	3.8	- 29.6%

Single-Family Homes

6-2019	6-2020	Change
4.3	2.5	- 41.9%
3.4	2.4	- 29.4%
3.4	2.5	- 26.5%
5.6	4.2	- 25.0%
12.8	6.9	- 46.1%
5.5	3.9	- 29.1%

Condos / Villas

6-2019	6-2020	Change
3.4	2.6	- 23.5%
3.3	2.2	- 33.3%
4.7	2.9	- 38.3%
6.8	4.3	- 36.8%
15.4	10.2	- 33.8%
5.0	3.3	- 34.0%

By Bedroom Count

6-2019	6-2020	Change
3.8	2.9	- 23.7%
4.8	3.6	- 25.0%
8.5	4.9	- 42.4%
5.4	3.8	- 29.6%

6-2019	6-2020	Change
2.9	2.5	- 13.8%
4.6	3.6	- 21.7%
8.5	4.9	- 42.4%
5.5	3.9	- 29.1%

6-2019	6-2020	Change
4.4	3.2	- 27.3%
6.9	4.0	- 42.0%
9.2	2.6	- 71.7%
5.0	3.3	- 34.0%

Monthly Indicators



June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings were up 21.0 percent to 710. Pending Sales increased 80.6 percent to 903. Inventory shrank 25.1 percent to 1,805 units.

Prices moved higher as Median Sales Price was up 8.3 percent to \$357,465. Days on Market increased 9.7 percent to 147 days. Months Supply of Inventory was down 29.6 percent to 3.8 months, indicating that demand increased relative to supply.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Quick Facts

+ 7.3%

One-Year Change in
Closed Sales

+ 8.3%

One-Year Change in
Median Sales Price

- 29.6%

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
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Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
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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	06-2019	06-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		587	710	+ 21.0%	3,967	3,683	- 7.2%
Pending Sales		500	903	+ 80.6%	3,034	3,206	+ 5.7%
Closed Sales		509	546	+ 7.3%	2,667	2,485	- 6.8%
Days on Market		134	147	+ 9.7%	137	142	+ 3.6%
Median Sales Price		\$330,000	\$357,465	+ 8.3%	\$320,000	\$340,000	+ 6.3%
Average Sales Price		\$411,442	\$490,708	+ 19.3%	\$415,587	\$451,121	+ 8.6%
Pct. of List Price Received		96.8%	96.6%	- 0.2%	96.6%	97.0%	+ 0.4%
Housing Affordability Index		72	66	- 8.3%	74	70	- 5.4%
Inventory of Homes for Sale		2,409	1,805	- 25.1%	--	--	--
Months Supply of Inventory		5.4	3.8	- 29.6%	--	--	--

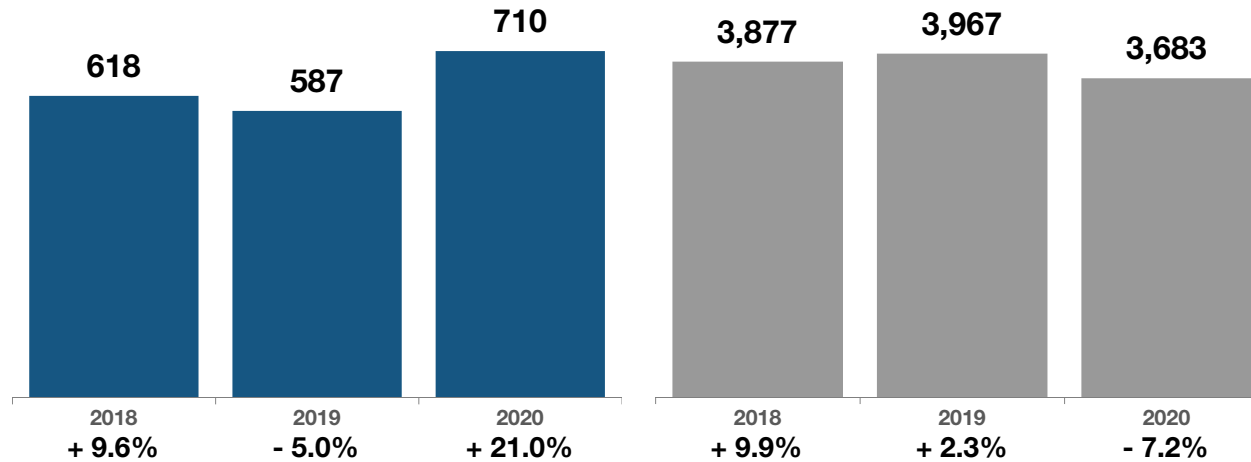
New Listings

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



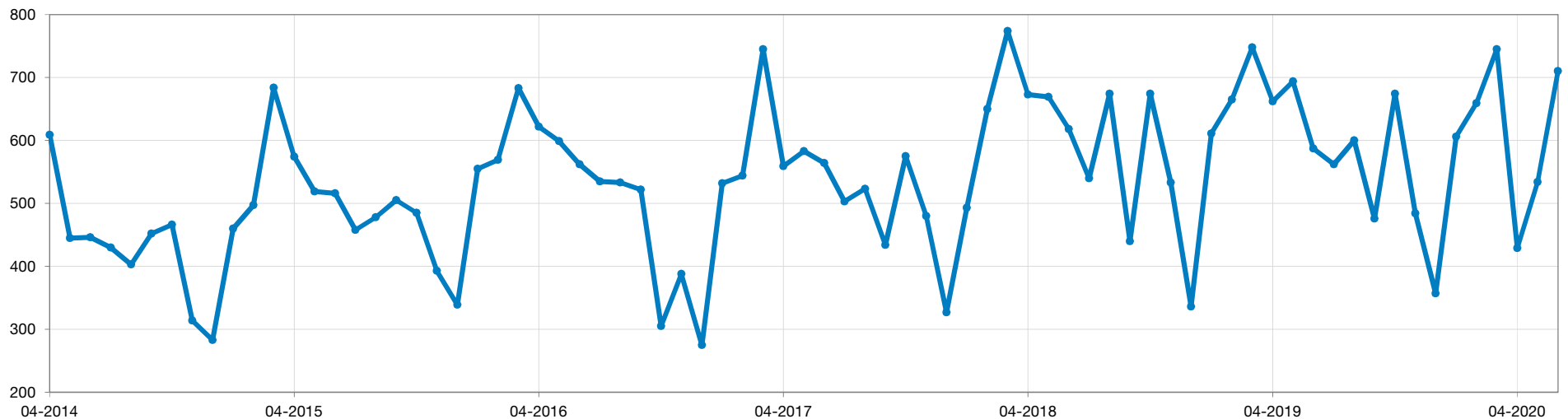
June

Year to Date



New Listings		Prior Year	Percent Change
July 2019	562	540	+4.1%
August 2019	600	674	-11.0%
September 2019	476	440	+8.2%
October 2019	674	674	0.0%
November 2019	484	533	-9.2%
December 2019	357	336	+6.3%
January 2020	606	611	-0.8%
February 2020	659	665	-0.9%
March 2020	745	748	-0.4%
April 2020	429	662	-35.2%
May 2020	534	694	-23.1%
June 2020	710	587	+21.0%
12-Month Avg	570	597	-4.6%

Historical New Listings by Month



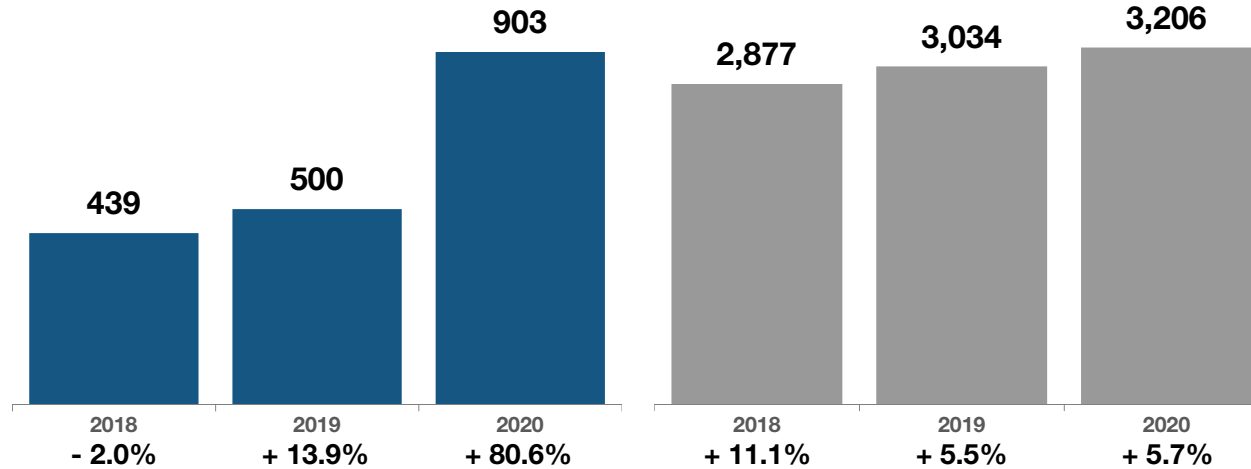
Pending Sales

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



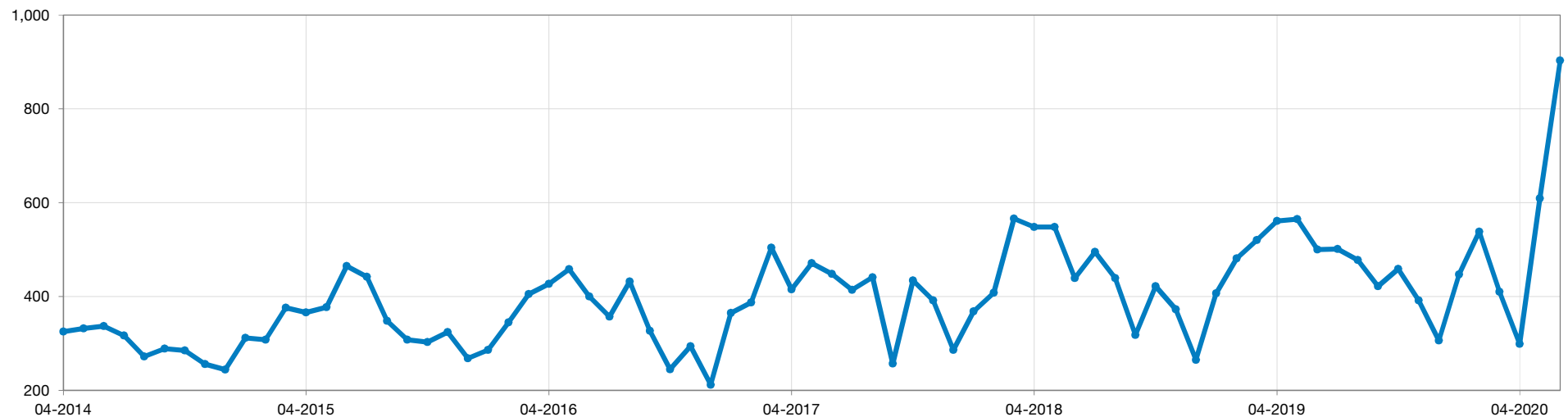
June

Year to Date



Pending Sales		Prior Year	Percent Change
July 2019	501	495	+1.2%
August 2019	478	439	+8.9%
September 2019	422	318	+32.7%
October 2019	459	422	+8.8%
November 2019	392	373	+5.1%
December 2019	306	265	+15.5%
January 2020	447	407	+9.8%
February 2020	538	481	+11.9%
March 2020	410	520	-21.2%
April 2020	299	561	-46.7%
May 2020	609	565	+7.8%
June 2020	903	500	+80.6%
12-Month Avg	480	446	+7.8%

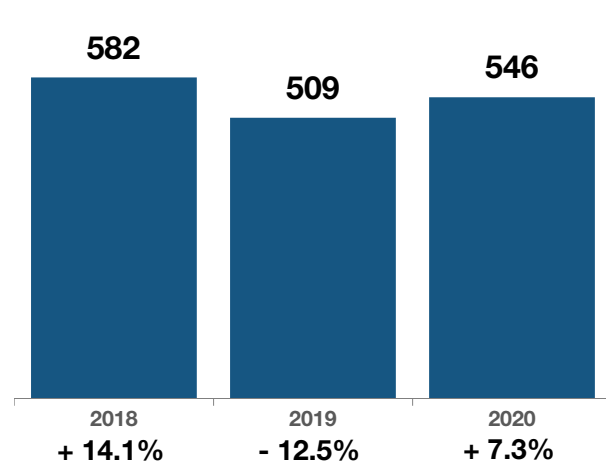
Historical Pending Sales by Month



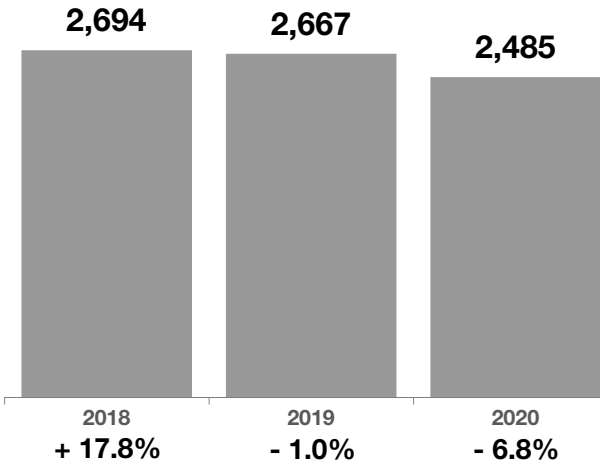
Closed Sales

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

June



Year to Date



Closed Sales		Prior Year	Percent Change
July 2019	503	453	+11.0%
August 2019	517	501	+3.2%
September 2019	432	377	+14.6%
October 2019	486	414	+17.4%
November 2019	384	377	+1.9%
December 2019	481	355	+35.5%
January 2020	336	319	+5.3%
February 2020	347	311	+11.6%
March 2020	499	467	+6.9%
April 2020	415	480	-13.5%
May 2020	342	581	-41.1%
June 2020	546	509	+7.3%
12-Month Avg	441	429	+2.8%

Historical Closed Sales by Month



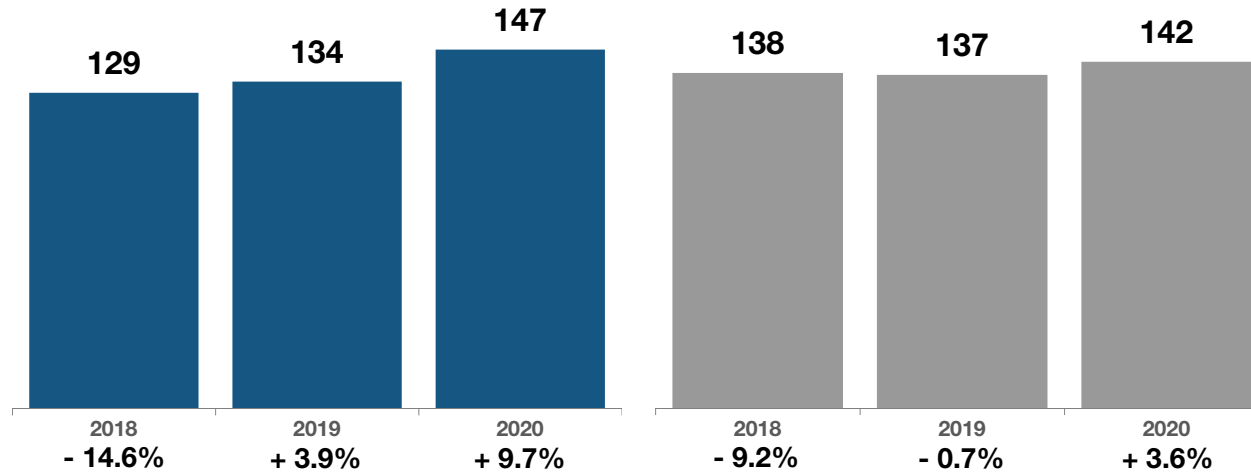
Days on Market Until Sale

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



June

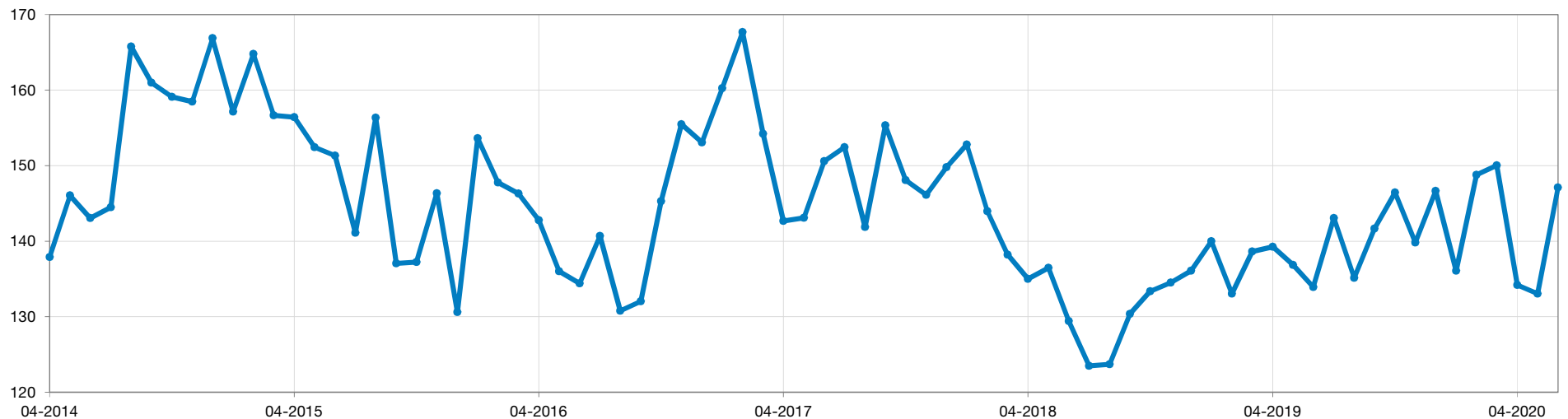
Year to Date



Days on Market		Prior Year	Percent Change
July 2019	143	123	+16.3%
August 2019	135	124	+8.9%
September 2019	142	130	+9.2%
October 2019	146	133	+9.8%
November 2019	140	134	+4.5%
December 2019	147	136	+8.1%
January 2020	136	140	-2.9%
February 2020	149	133	+12.0%
March 2020	150	139	+7.9%
April 2020	134	139	-3.6%
May 2020	133	137	-2.9%
June 2020	147	134	+9.7%
12-Month Avg*	142	133	+6.8%

* Average Days on Market of all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



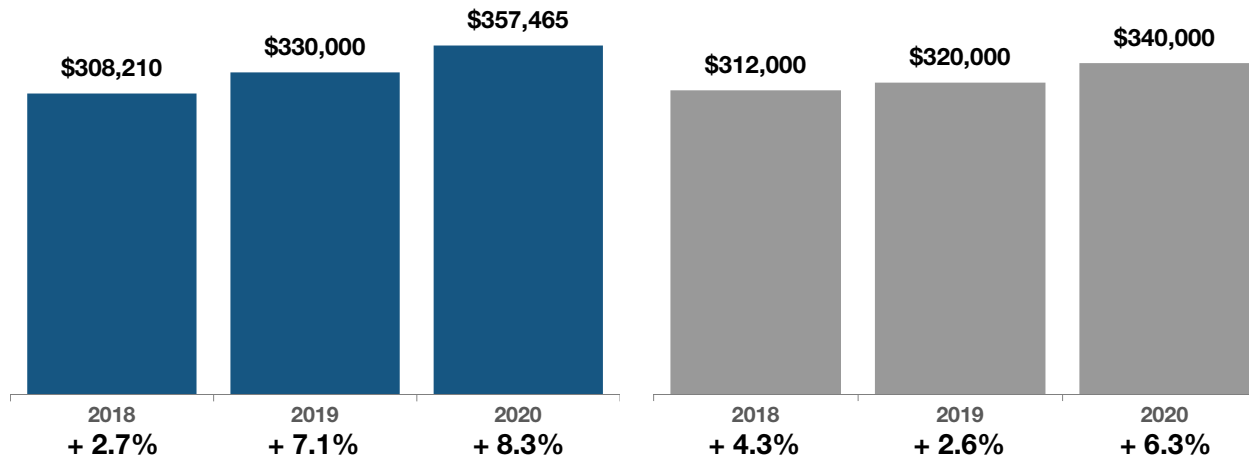
Median Sales Price

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

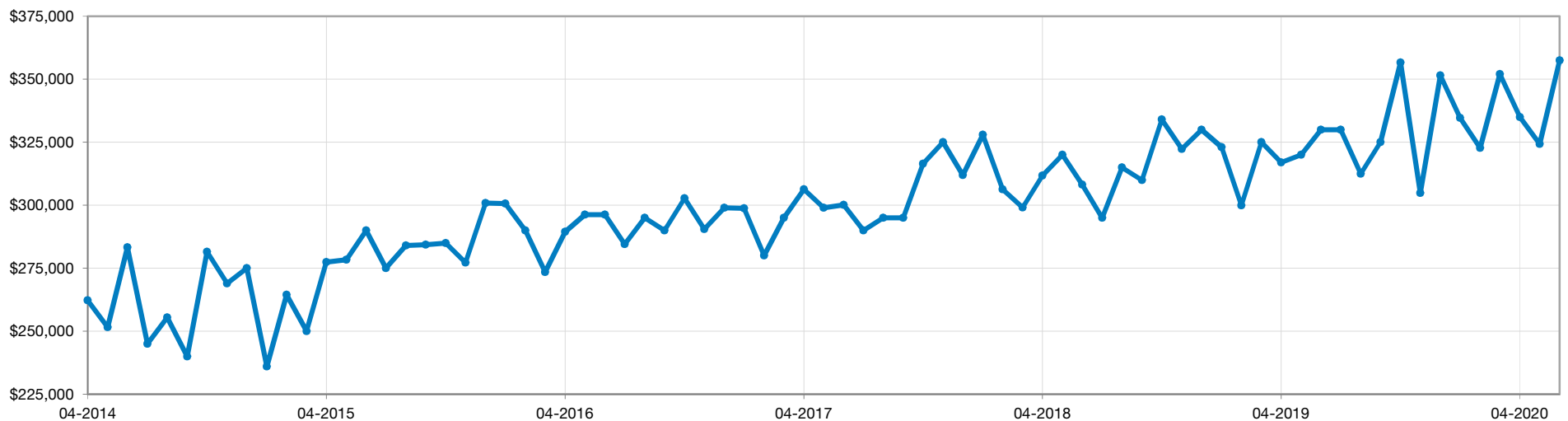
Year to Date



Median Sales Price	Prior Year	Percent Change
July 2019	\$295,000	+11.9%
August 2019	\$315,000	-0.8%
September 2019	\$310,000	+4.8%
October 2019	\$334,060	+6.8%
November 2019	\$322,358	-5.4%
December 2019	\$330,000	+6.5%
January 2020	\$323,000	+3.6%
February 2020	\$299,900	+7.6%
March 2020	\$325,000	+8.3%
April 2020	\$316,945	+5.7%
May 2020	\$320,000	+1.3%
June 2020	\$330,000	+8.3%
12-Month Med*	\$331,825	+4.0%

* Median Sales Price of all properties from July 2019 through June 2020. This is not the median of the individual figures above.

Historical Median Sales Price by Month

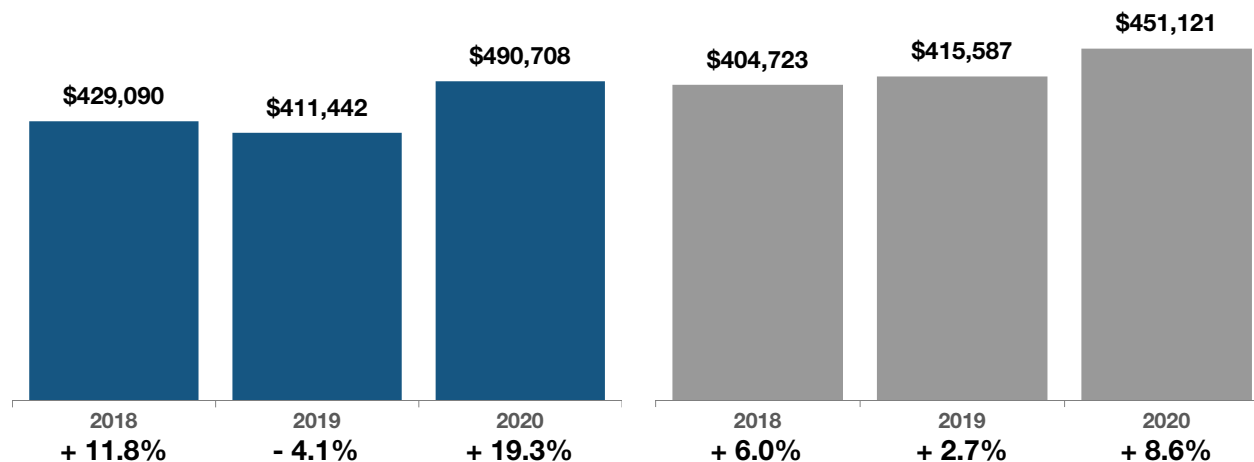


Average Sales Price

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

June

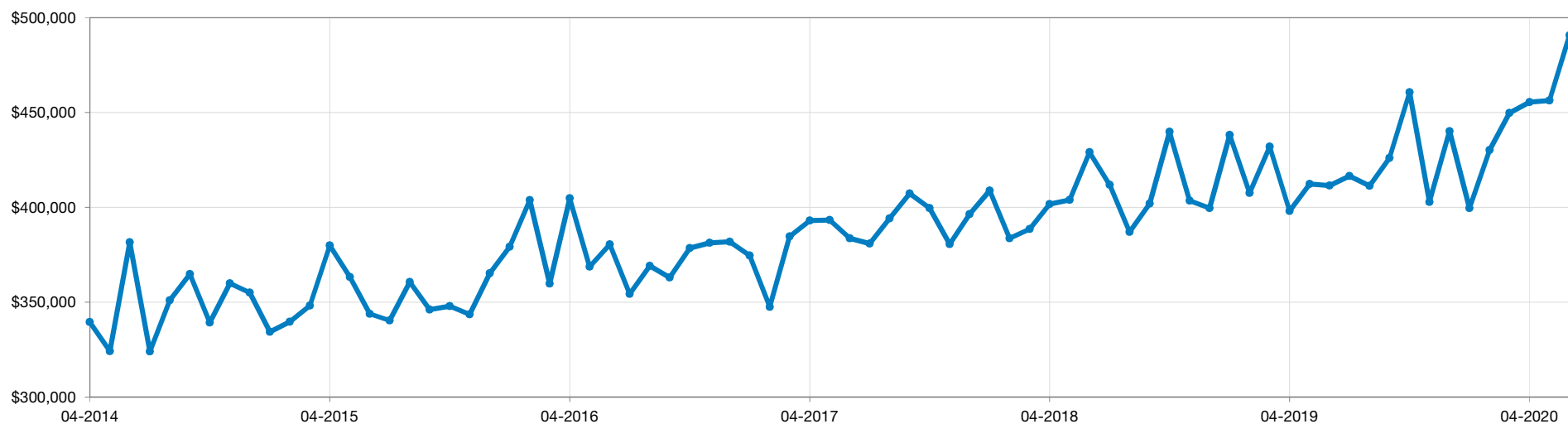
Year to Date



Avg. Sales Price	Prior Year	Percent Change
July 2019	\$416,587	\$411,965 +1.1%
August 2019	\$411,364	\$387,023 +6.3%
September 2019	\$426,008	\$402,034 +6.0%
October 2019	\$460,669	\$439,832 +4.7%
November 2019	\$402,801	\$403,498 -0.2%
December 2019	\$440,198	\$399,610 +10.2%
January 2020	\$399,645	\$438,247 -8.8%
February 2020	\$430,178	\$407,660 +5.5%
March 2020	\$449,768	\$432,011 +4.1%
April 2020	\$455,522	\$398,025 +14.4%
May 2020	\$456,374	\$412,356 +10.7%
June 2020	\$490,708	\$411,442 +19.3%
12-Month Avg*	\$436,652	\$411,975 +6.0%

* Avg. Sales Price of all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



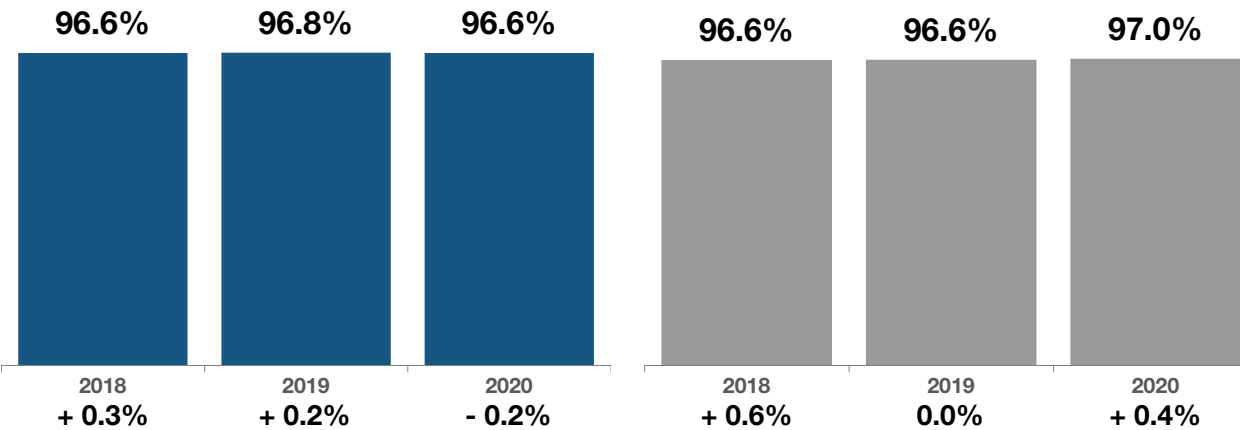
Percent of List Price Received

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

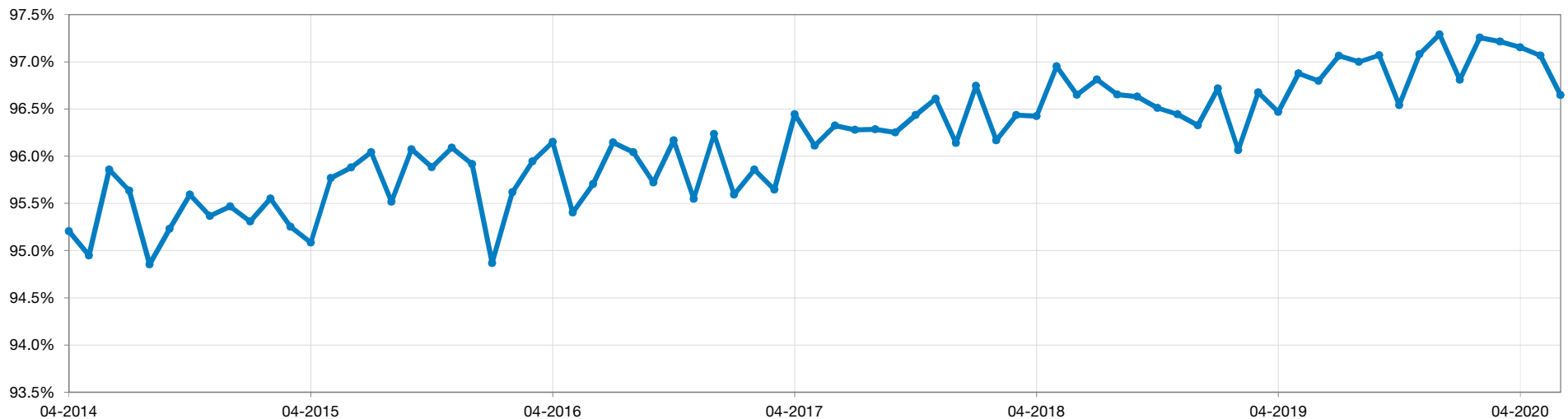
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
July 2019	97.1%	96.8%	+0.3%
August 2019	97.0%	96.7%	+0.3%
September 2019	97.1%	96.6%	+0.5%
October 2019	96.5%	96.5%	0.0%
November 2019	97.1%	96.4%	+0.7%
December 2019	97.3%	96.3%	+1.0%
January 2020	96.8%	96.7%	+0.1%
February 2020	97.3%	96.1%	+1.2%
March 2020	97.2%	96.7%	+0.5%
April 2020	97.2%	96.5%	+0.7%
May 2020	97.1%	96.9%	+0.2%
June 2020	96.6%	96.8%	-0.2%
12-Month Avg*	97.0%	96.6%	+0.4%

* Average Pct. of List Price Received for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



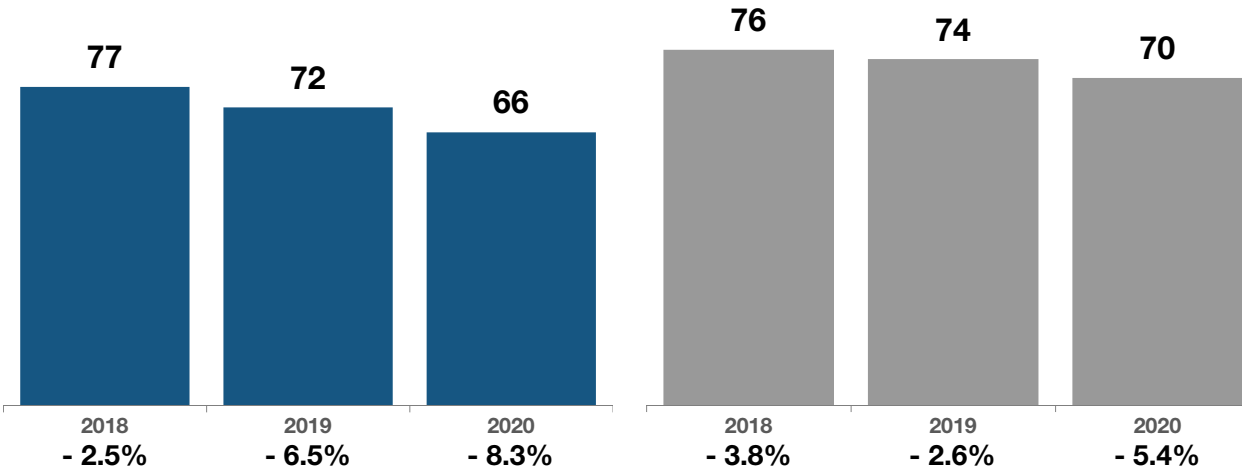
Housing Affordability Index

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.



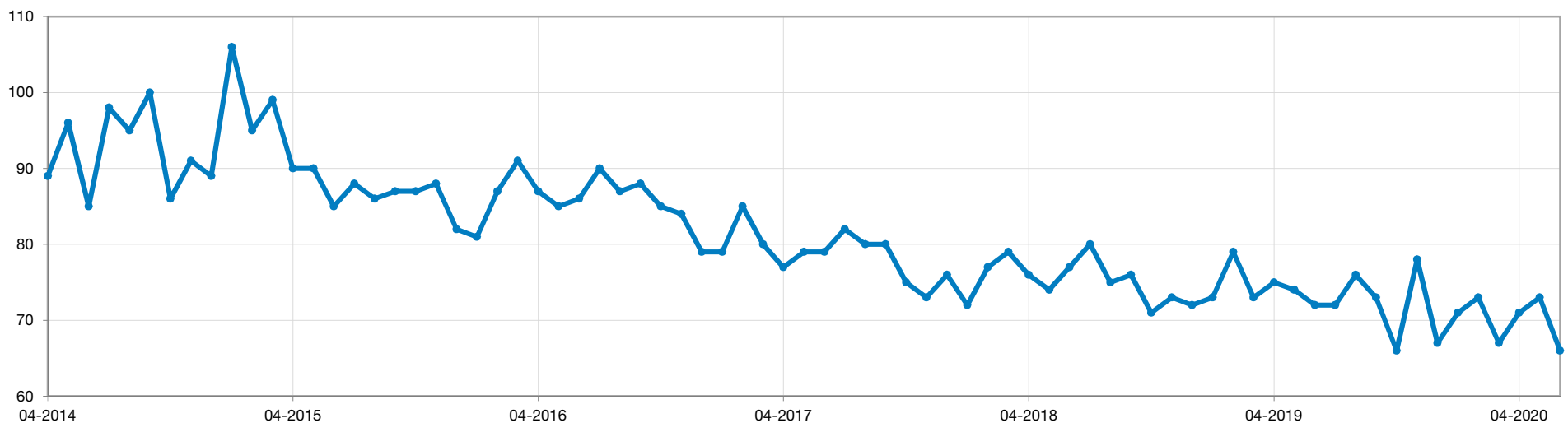
June

Year to Date



Affordability Index		Prior Year	Percent Change
July 2019	72	80	-10.0%
August 2019	76	75	+1.3%
September 2019	73	76	-3.9%
October 2019	66	71	-7.0%
November 2019	78	73	+6.8%
December 2019	67	72	-6.9%
January 2020	71	73	-2.7%
February 2020	73	79	-7.6%
March 2020	67	73	-8.2%
April 2020	71	75	-5.3%
May 2020	73	74	-1.4%
June 2020	66	72	-8.3%
12-Month Avg	71	74	-4.5%

Historical Housing Affordability Index by Month

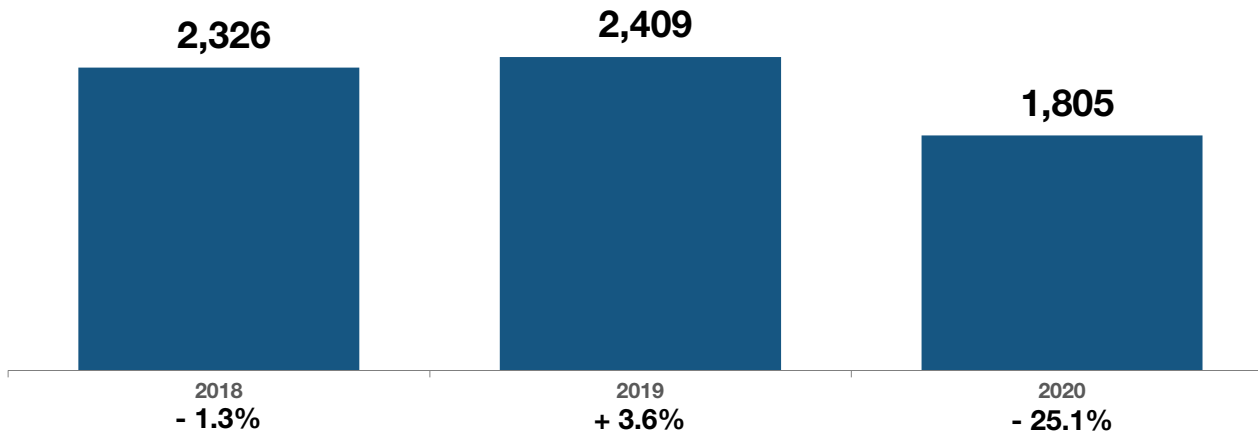


Inventory of Homes for Sale

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



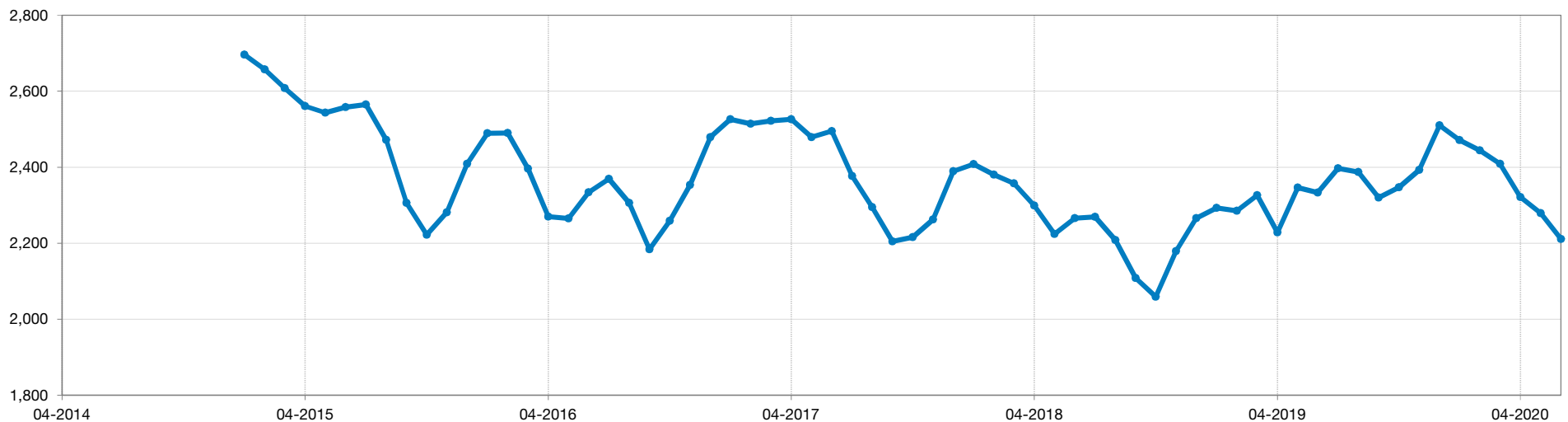
June



Homes for Sale		Prior Year	Percent Change
July 2019	2,321	2,228	+4.2%
August 2019	2,279	2,346	-2.9%
September 2019	2,211	2,333	-5.2%
October 2019	2,264	2,397	-5.5%
November 2019	2,203	2,387	-7.7%
December 2019	2,116	2,320	-8.8%
January 2020	2,144	2,347	-8.6%
February 2020	2,155	2,393	-9.9%
March 2020	2,348	2,510	-6.5%
April 2020	2,347	2,471	-5.0%
May 2020	2,139	2,444	-12.5%
June 2020	1,805	2,409	-25.1%
12-Month Avg*	2,194	2,427	-9.6%

* Homes for Sale for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

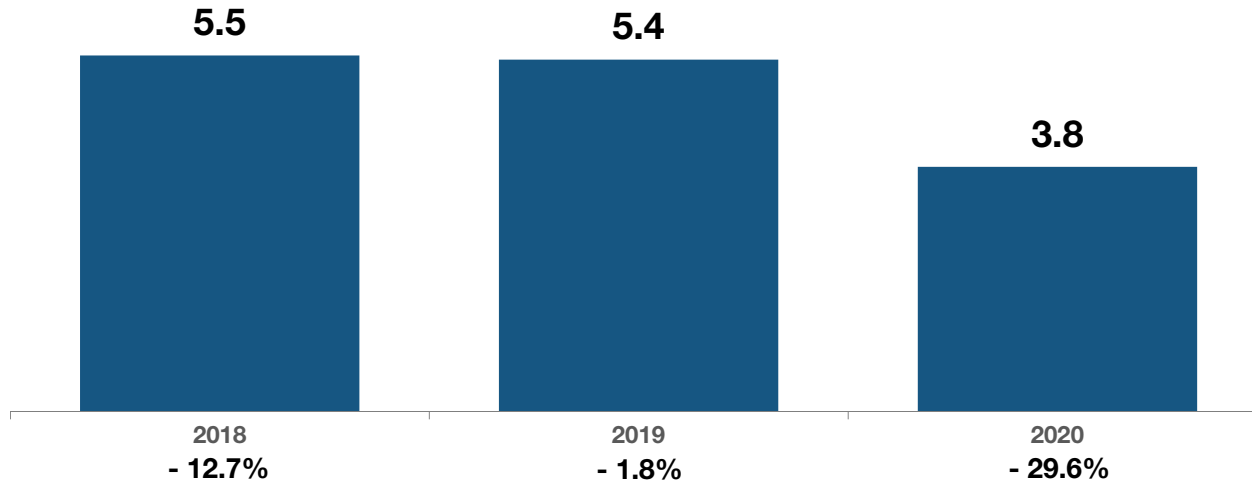


Months Supply of Inventory

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 2019	5.2	5.2	0.0%
August 2019	5.1	5.4	-5.6%
September 2019	4.8	5.3	-9.4%
October 2019	4.9	5.5	-10.9%
November 2019	4.8	5.5	-12.7%
December 2019	4.5	5.4	-16.7%
January 2020	4.6	5.4	-14.8%
February 2020	4.5	5.4	-16.7%
March 2020	5.1	5.7	-10.5%
April 2020	5.3	5.6	-5.4%
May 2020	4.8	5.5	-12.7%
June 2020	3.8	5.4	-29.6%
12-Month Avg*	4.8	5.5	-12.7%

* Months Supply for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

