

Monthly Indicators

November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

Closed Sales increased 27.2 percent for single-family homes and 24.0 percent for condos. Pending Sales increased 35.6 percent for single-family homes and 38.4 percent for condos. Inventory decreased 34.2 percent for single-family homes and 21.4 percent for condos.

The Median Sales Price was up 10.8 percent to \$265,816 for single-family homes and 10.3 percent to \$159,900 for condos. Days on Market increased 1.6 percent for single-family homes but decreased 12.5 percent for condos. Supply decreased 44.9 percent for single-family homes and 26.5 percent for condos.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Quick Facts

+ 26.0%	+ 27.2%	+ 24.0%
Change in Closed Sales All Properties	Change in Closed Sales Single-Family Only	Change in Closed Sales Condo Only

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

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Single-Family Market Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Single-family homes only.**

Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		894	999	+ 11.7%	12,351	12,338	- 0.1%
Pending Sales		721	978	+ 35.6%	8,989	10,780	+ 19.9%
Closed Sales		750	954	+ 27.2%	8,632	9,860	+ 14.2%
Days on Market		126	128	+ 1.6%	136	140	+ 2.9%
Median Sales Price		\$240,000	\$265,816	+ 10.8%	\$239,000	\$251,955	+ 5.4%
Avg. Sales Price		\$276,465	\$314,148	+ 13.6%	\$274,019	\$298,919	+ 9.1%
Pct. of List Price Received		97.6%	97.8%	+ 0.2%	97.4%	97.5%	+ 0.1%
Affordability Index		99	89	- 10.1%	99	94	- 5.1%
Homes for Sale		3,885	2,556	- 34.2%	--	--	--
Months Supply		4.9	2.7	- 44.9%	--	--	--

Condo Market Overview

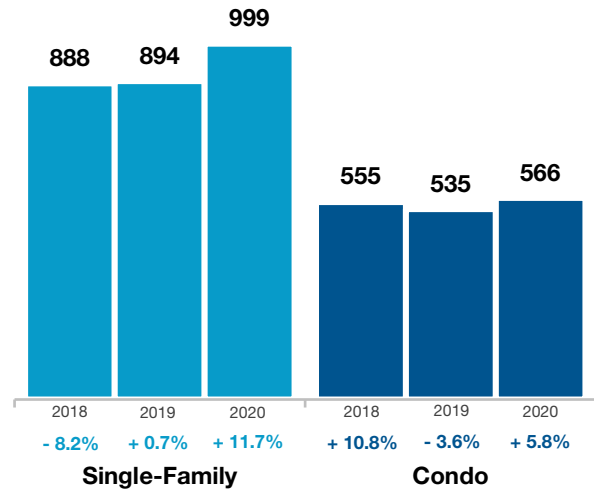
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Condo properties only.**

Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		535	566	+ 5.8%	7,525	7,583	+ 0.8%
Pending Sales		438	606	+ 38.4%	5,766	6,281	+ 8.9%
Closed Sales		441	547	+ 24.0%	5,598	5,787	+ 3.4%
Days on Market		136	119	- 12.5%	126	127	+ 0.8%
Median Sales Price		\$145,000	\$159,900	+ 10.3%	\$140,000	\$152,000	+ 8.6%
Avg. Sales Price		\$172,266	\$193,754	+ 12.5%	\$165,317	\$180,629	+ 9.3%
Pct. of List Price Received		96.2%	96.6%	+ 0.4%	96.0%	96.4%	+ 0.4%
Affordability Index		163	148	- 9.2%	169	156	- 7.7%
Homes for Sale		2,486	1,955	- 21.4%	--	--	--
Months Supply		4.9	3.6	- 26.5%	--	--	--

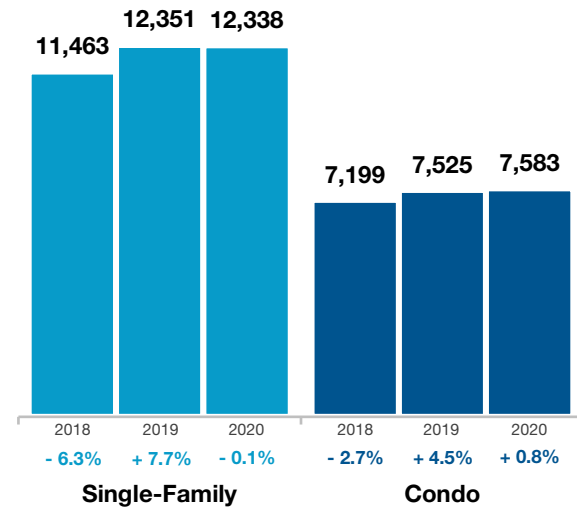
New Listings

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

November

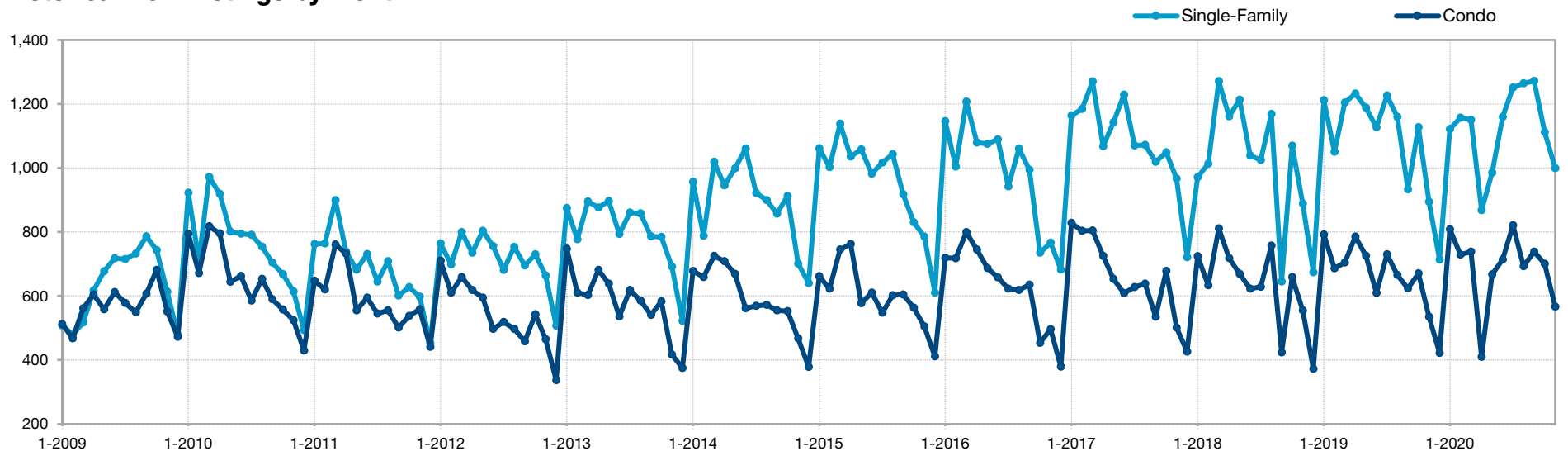


Year to Date



New Listings	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	713	+5.8%	422	+13.4%
Jan-2020	1,121	-7.4%	808	+2.0%
Feb-2020	1,157	+10.2%	729	+6.3%
Mar-2020	1,150	-4.5%	738	+4.8%
Apr-2020	868	-29.5%	409	-47.9%
May-2020	985	-17.1%	667	-8.1%
Jun-2020	1,159	+2.8%	714	+17.2%
Jul-2020	1,251	+2.0%	821	+12.5%
Aug-2020	1,264	+9.1%	693	+4.2%
Sep-2020	1,272	+36.3%	738	+18.5%
Oct-2020	1,112	-1.3%	700	+4.5%
Nov-2020	999	+11.7%	566	+5.8%
12-Month Avg	1,088	+0.2%	667	+1.4%

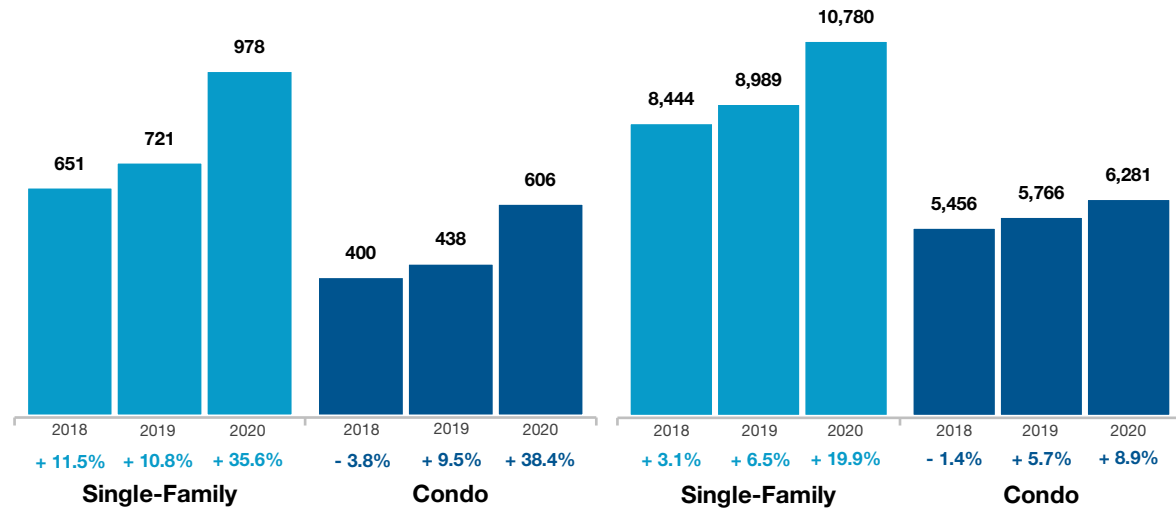
Historical New Listings by Month



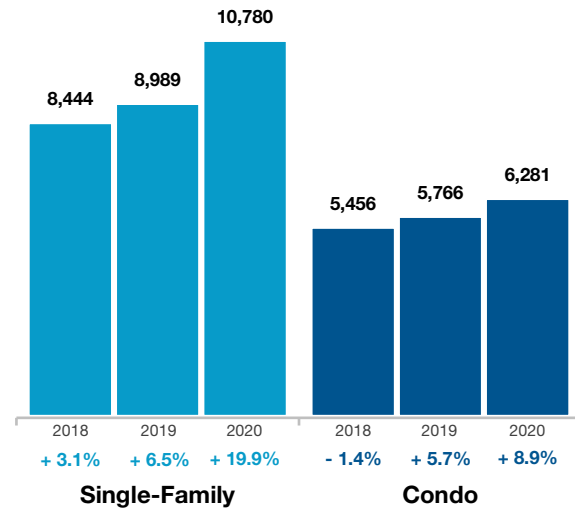
Pending Sales

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

November

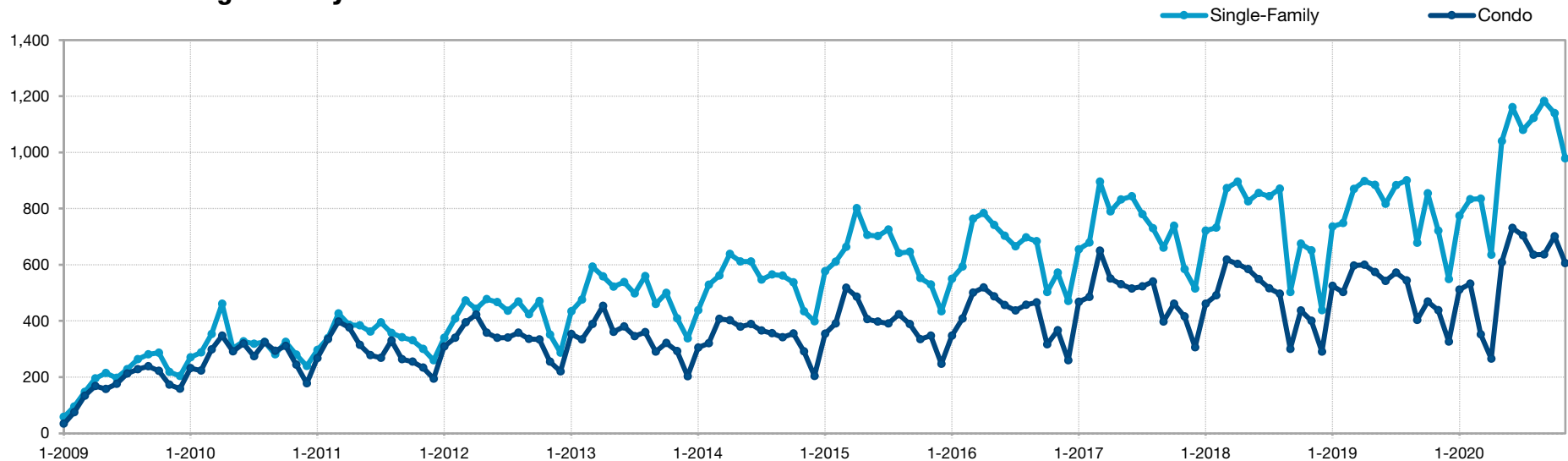


Year to Date



Pending Sales	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	549	+25.3%	326	+12.4%
Jan-2020	774	+5.2%	511	-2.7%
Feb-2020	833	+11.4%	532	+6.0%
Mar-2020	835	-4.0%	352	-41.0%
Apr-2020	635	-29.3%	265	-55.8%
May-2020	1,040	+17.6%	608	+5.9%
Jun-2020	1,161	+42.1%	731	+34.9%
Jul-2020	1,080	+22.3%	704	+23.1%
Aug-2020	1,122	+24.7%	635	+16.7%
Sep-2020	1,183	+74.5%	636	+57.8%
Oct-2020	1,139	+33.4%	701	+49.5%
Nov-2020	978	+35.6%	606	+38.4%
12-Month Avg*	786	+20.2%	505	+9.1%

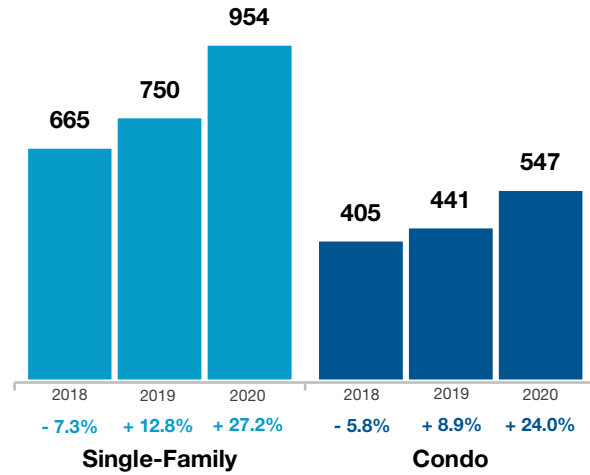
Historical Pending Sales by Month



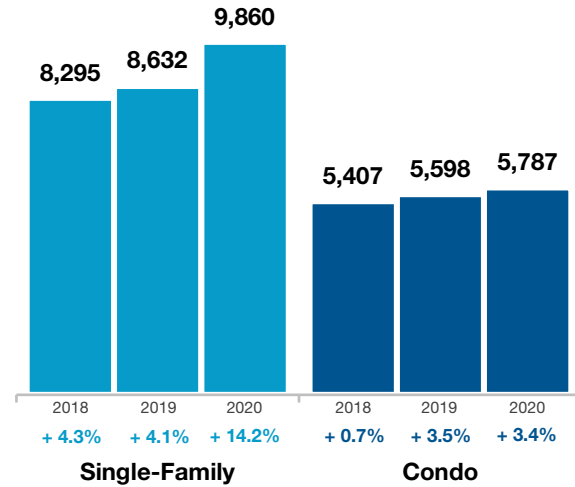
Closed Sales

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

November

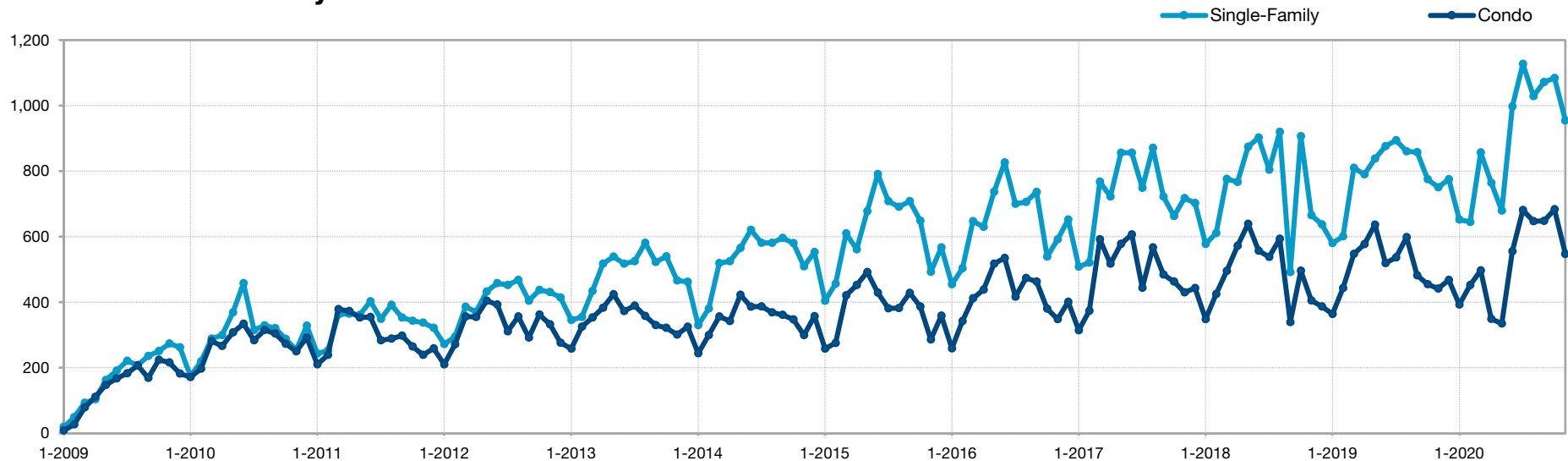


Year to Date



Closed Sales	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	775	+21.7%	468	+20.9%
Jan-2020	652	+12.4%	393	+8.0%
Feb-2020	645	+7.3%	452	+2.0%
Mar-2020	857	+5.8%	497	-9.1%
Apr-2020	764	-3.3%	349	-39.5%
May-2020	679	-19.0%	335	-47.3%
Jun-2020	997	+13.8%	555	+6.9%
Jul-2020	1,127	+26.1%	681	+27.1%
Aug-2020	1,029	+19.7%	647	+8.2%
Sep-2020	1,072	+24.9%	648	+34.4%
Oct-2020	1,084	+39.9%	683	+50.1%
Nov-2020	954	+27.2%	547	+24.0%
12-Month Avg*	772	+14.7%	499	+4.5%

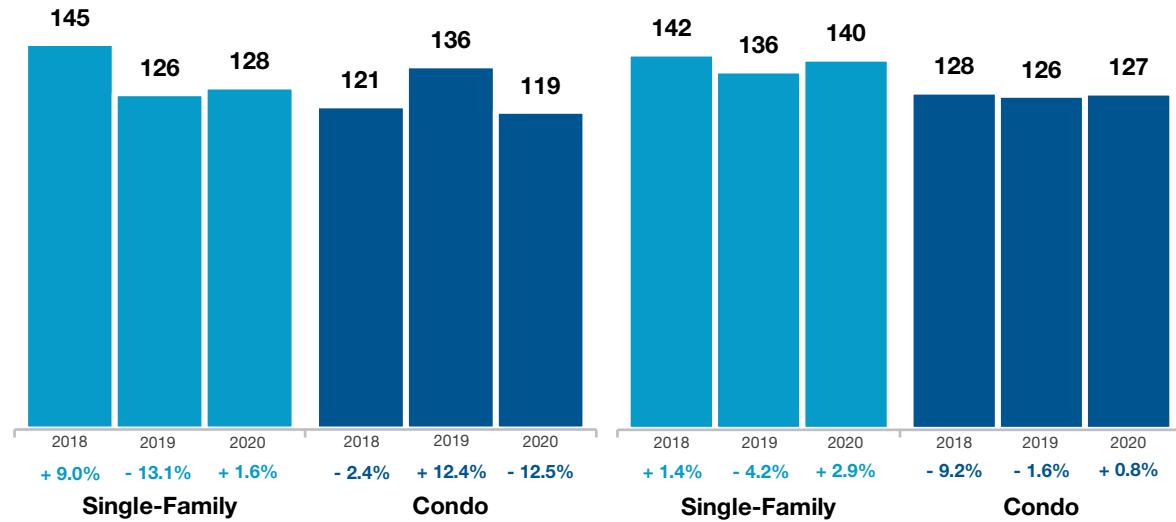
Historical Closed Sales by Month



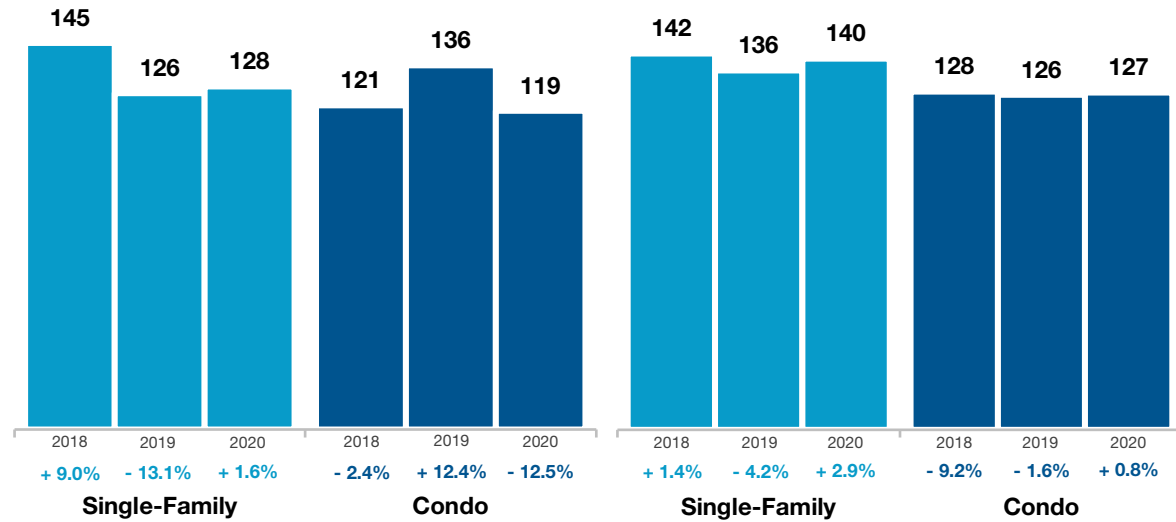
Days on Market Until Sale

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

November



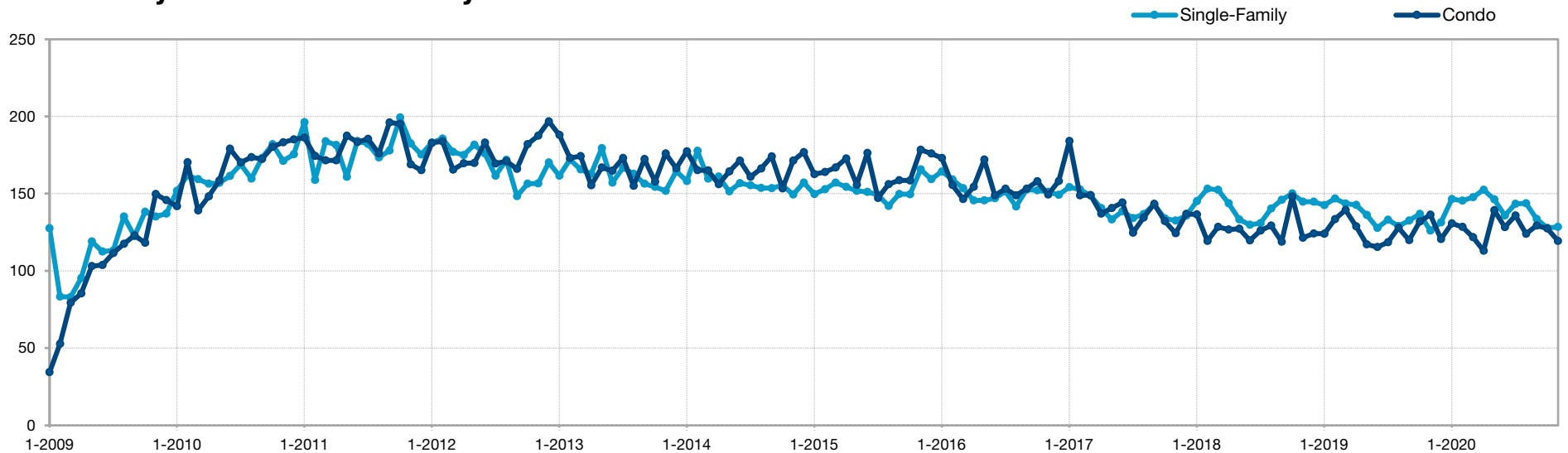
Year to Date



Days on Market	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	131	-9.7%	120	-3.2%
Jan-2020	146	+2.8%	131	+5.6%
Feb-2020	145	-1.4%	128	-3.8%
Mar-2020	148	+2.8%	122	-12.2%
Apr-2020	152	+6.3%	113	-12.4%
May-2020	146	+7.4%	139	+18.8%
Jun-2020	136	+6.3%	128	+11.3%
Jul-2020	143	+7.5%	136	+15.3%
Aug-2020	144	+11.6%	124	-3.1%
Sep-2020	134	+0.8%	129	+7.5%
Oct-2020	128	-6.6%	127	-3.8%
Nov-2020	128	+1.6%	119	-12.5%
12-Month Avg*	136	+2.4%	126	+0.4%

* Days on Market for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

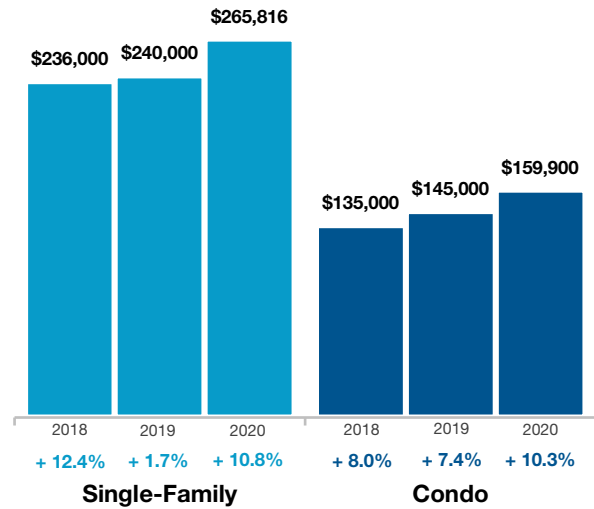
Historical Days on Market Until Sale by Month



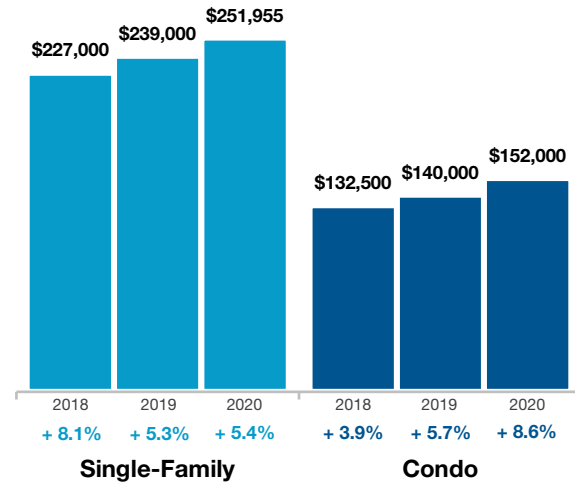
Median Sales Price

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

November



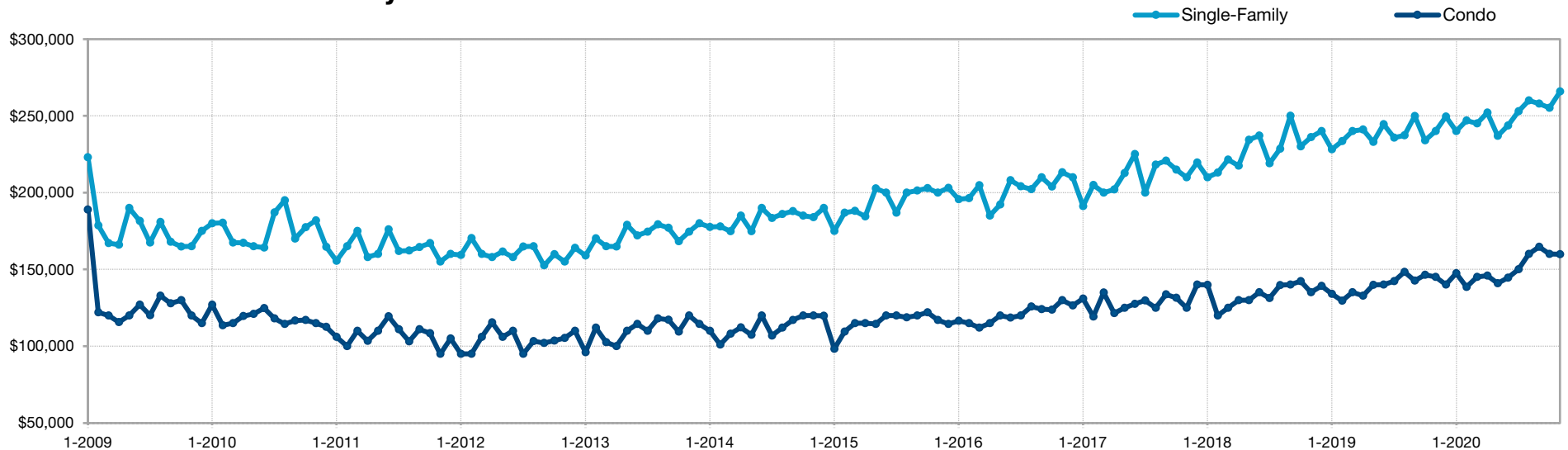
Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	\$249,500	+4.0%	\$140,000	+0.5%
Jan-2020	\$240,000	+5.2%	\$147,500	+10.1%
Feb-2020	\$247,000	+5.8%	\$138,500	+6.9%
Mar-2020	\$245,000	+2.1%	\$145,000	+7.4%
Apr-2020	\$252,000	+4.6%	\$146,000	+9.9%
May-2020	\$236,900	+1.7%	\$141,000	+0.8%
Jun-2020	\$243,672	-0.4%	\$144,500	+3.2%
Jul-2020	\$252,875	+7.3%	\$150,000	+5.4%
Aug-2020	\$260,000	+9.6%	\$160,000	+7.9%
Sep-2020	\$257,926	+3.2%	\$164,750	+15.5%
Oct-2020	\$255,225	+9.1%	\$160,000	+9.2%
Nov-2020	\$265,816	+10.8%	\$159,900	+10.3%
12-Month Avg*	\$239,000	+5.1%	\$139,999	+7.1%

* Median Sales Price for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

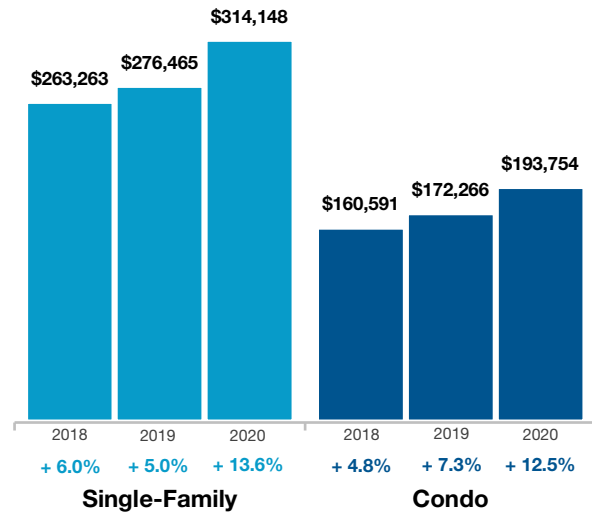
Historical Median Sales Price by Month



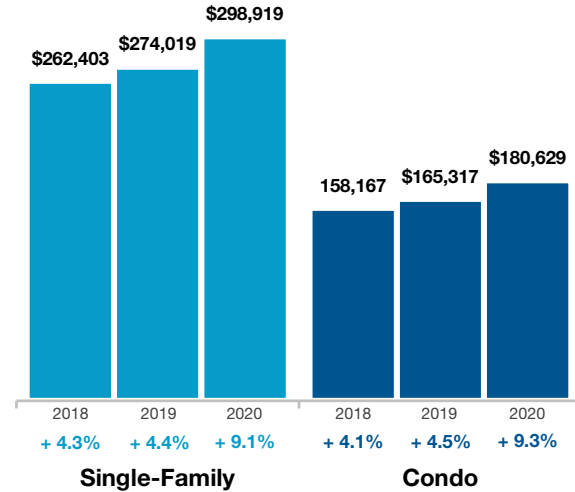
Average Sales Price

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

November



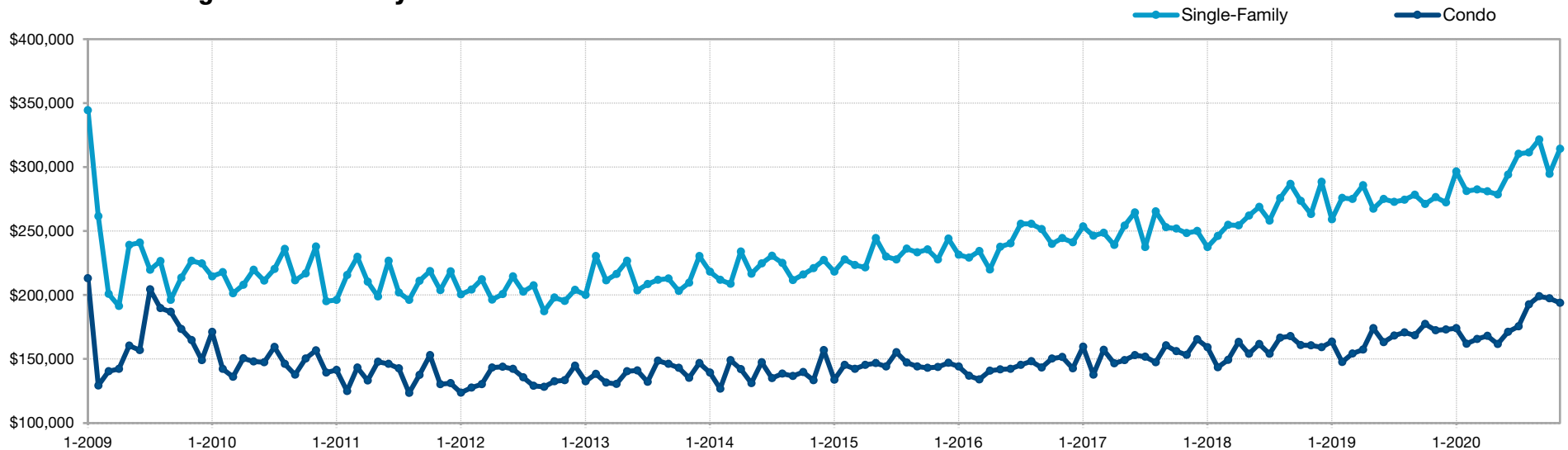
Year to Date



Avg. Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	\$272,368	-5.6%	\$172,891	+8.6%
Jan-2020	\$296,455	+14.4%	\$174,005	+6.5%
Feb-2020	\$281,186	+2.0%	\$161,729	+9.6%
Mar-2020	\$282,333	+2.7%	\$165,441	+7.3%
Apr-2020	\$280,955	-1.7%	\$167,925	+6.8%
May-2020	\$278,505	+4.2%	\$161,589	-7.2%
Jun-2020	\$294,050	+6.9%	\$171,026	+4.9%
Jul-2020	\$310,382	+13.8%	\$175,460	+4.3%
Aug-2020	\$311,268	+13.4%	\$192,640	+12.8%
Sep-2020	\$321,527	+15.6%	\$199,050	+18.2%
Oct-2020	\$294,536	+8.7%	\$197,421	+11.3%
Nov-2020	\$314,148	+13.6%	\$193,754	+12.5%
12-Month Avg	\$294,809	+8.0%	\$177,744	+9.2%

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

Historical Average Sales Price by Month

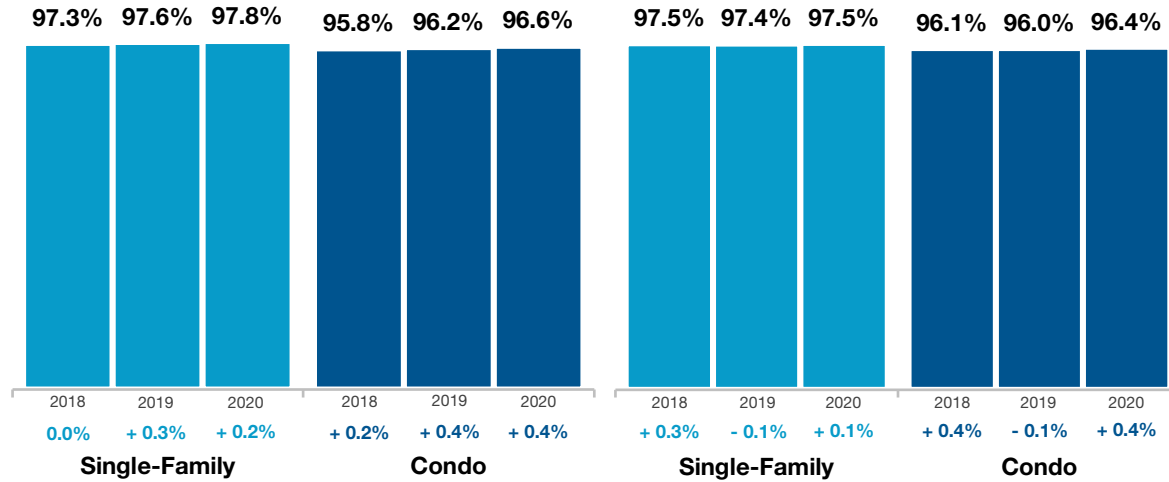


Percent of List Price Received

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.

November

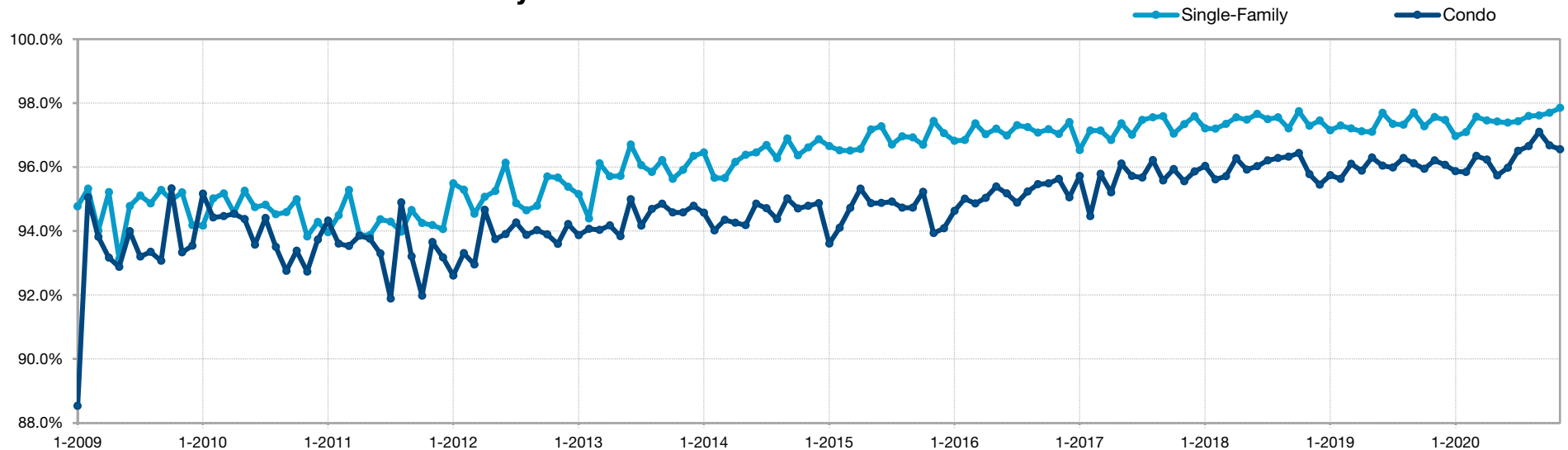
Year to Date



Pct. of List Price Received	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	97.5%	0.0%	96.1%	+0.7%
Jan-2020	97.0%	-0.1%	95.9%	+0.2%
Feb-2020	97.1%	-0.2%	95.8%	+0.2%
Mar-2020	97.6%	+0.4%	96.3%	+0.2%
Apr-2020	97.5%	+0.4%	96.2%	+0.3%
May-2020	97.4%	+0.3%	95.7%	-0.6%
Jun-2020	97.4%	-0.3%	96.0%	0.0%
Jul-2020	97.4%	+0.1%	96.5%	+0.5%
Aug-2020	97.6%	+0.3%	96.7%	+0.4%
Sep-2020	97.6%	-0.1%	97.1%	+1.0%
Oct-2020	97.7%	+0.4%	96.7%	+0.8%
Nov-2020	97.8%	+0.2%	96.6%	+0.4%
12-Month Avg	97.5%	+0.1%	96.3%	+0.4%

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

Historical Percent of List Price Received by Month

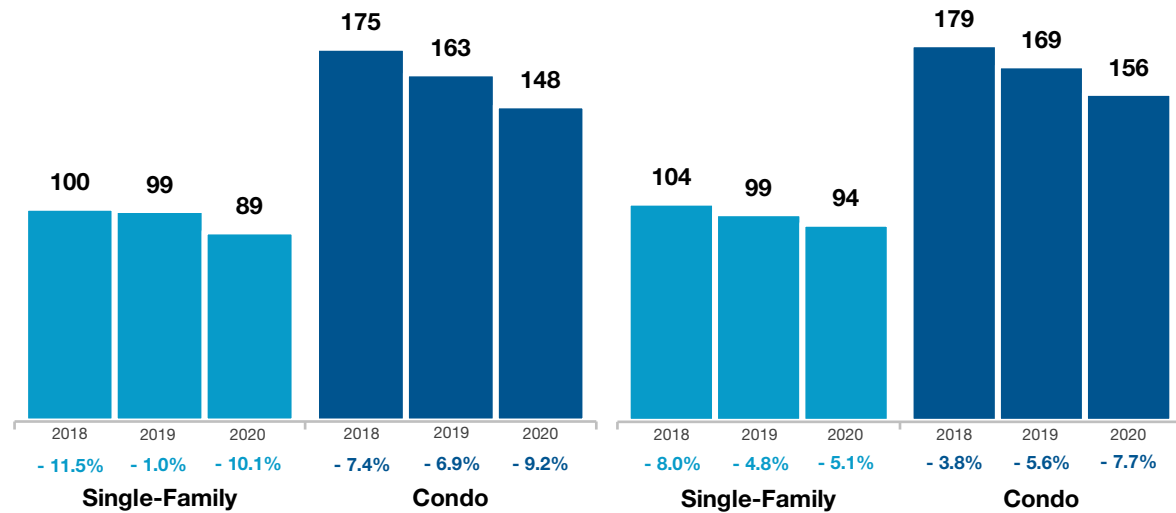


Housing Affordability Index

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.

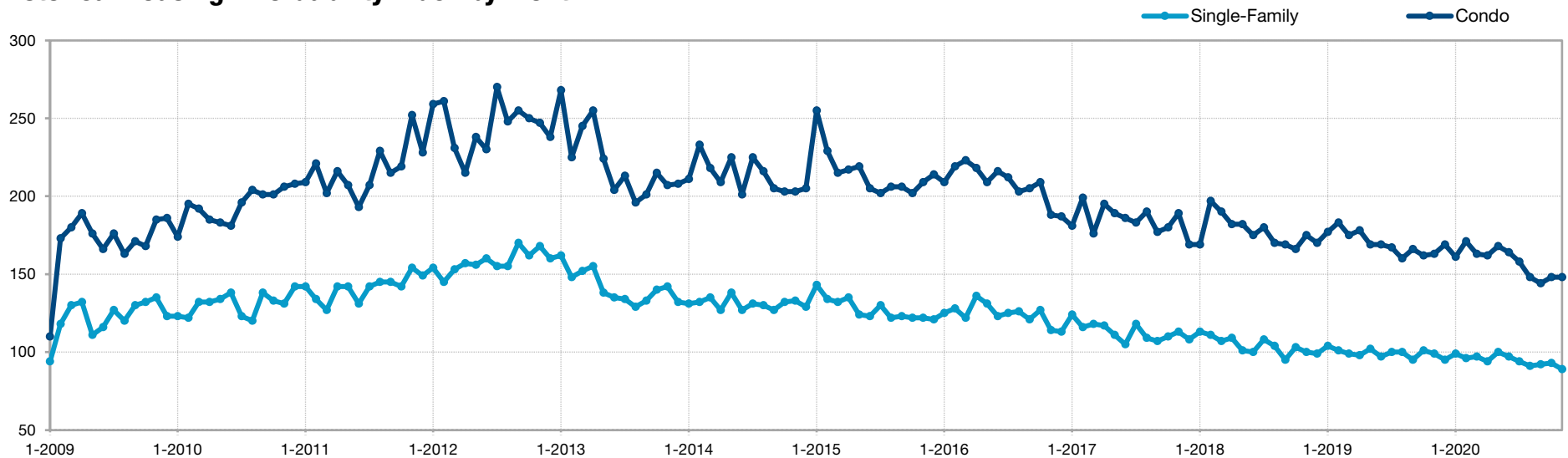
November

Year to Date



Affordability Index	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	95	-4.0%	169	-0.6%
Jan-2020	99	-4.8%	161	-9.0%
Feb-2020	96	-5.0%	171	-6.6%
Mar-2020	97	-2.0%	163	-6.9%
Apr-2020	94	-4.1%	162	-9.0%
May-2020	100	-2.0%	168	-0.6%
Jun-2020	97	0.0%	164	-3.0%
Jul-2020	94	-6.0%	158	-5.4%
Aug-2020	91	-9.0%	148	-7.5%
Sep-2020	92	-3.2%	144	-13.3%
Oct-2020	93	-7.9%	148	-8.6%
Nov-2020	89	-10.1%	148	-9.2%
12-Month Avg	95	-4.8%	159	-6.6%

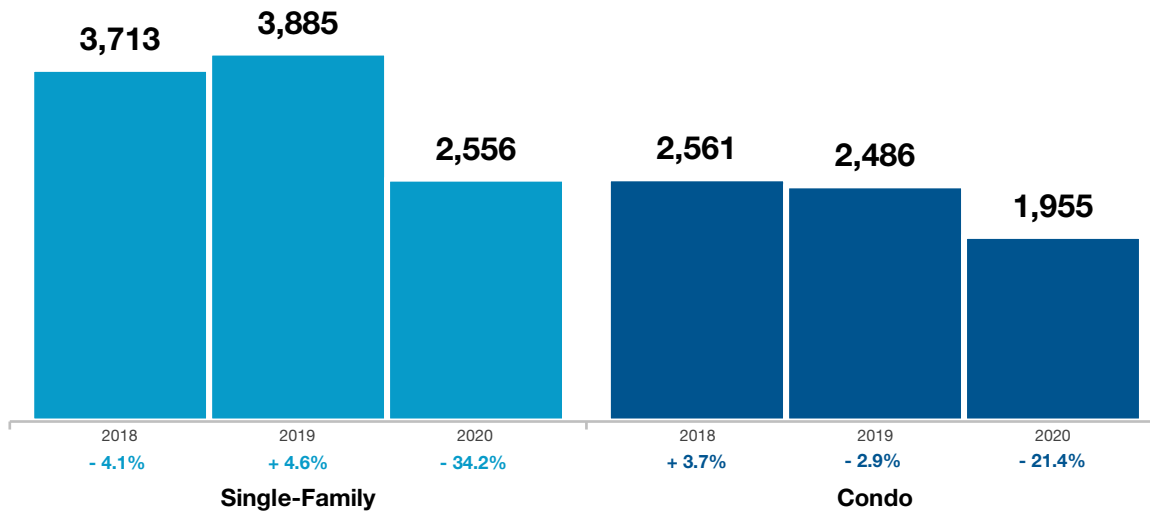
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

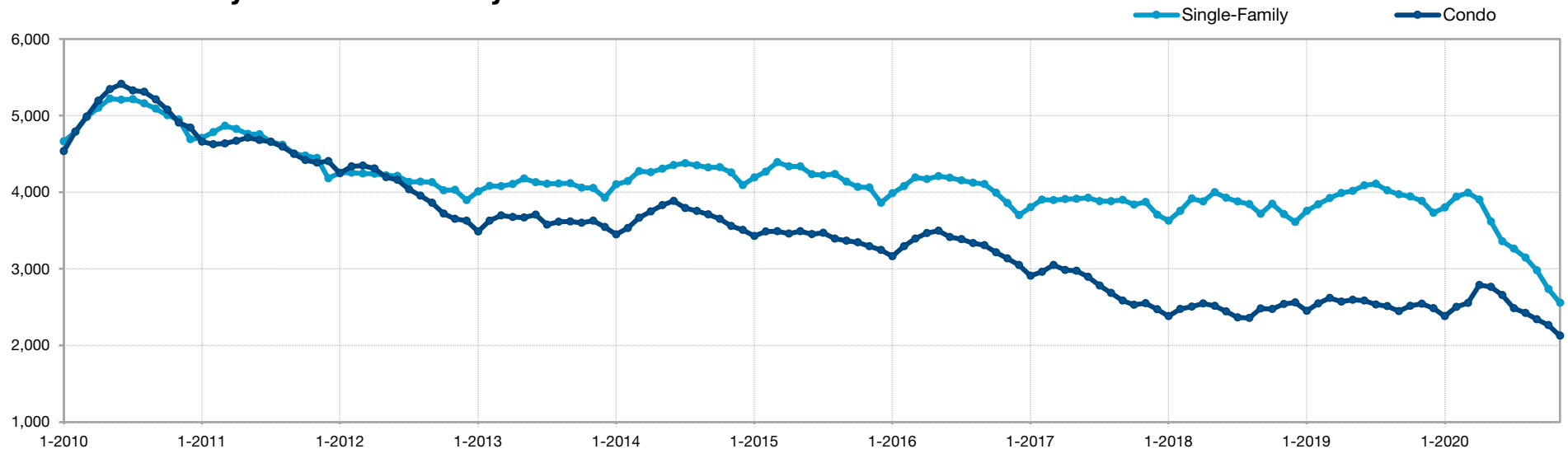
The number of properties available for sale in active status at the end of a given month.

November



Homes for Sale	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	3,731	+3.3%	2,380	-2.9%
Jan-2020	3,799	+1.2%	2,501	-1.8%
Feb-2020	3,939	+2.6%	2,554	-2.4%
Mar-2020	3,991	+1.7%	2,786	+8.4%
Apr-2020	3,904	-2.2%	2,764	+6.6%
May-2020	3,618	-9.9%	2,658	+2.9%
Jun-2020	3,358	-17.8%	2,484	-1.9%
Jul-2020	3,261	-20.6%	2,423	-3.5%
Aug-2020	3,144	-21.8%	2,340	-4.4%
Sep-2020	2,979	-25.0%	2,265	-10.0%
Oct-2020	2,735	-30.6%	2,126	-16.4%
Nov-2020	2,556	-34.2%	1,955	-21.4%
12-Month Avg*	3,929	-13.0%	2,534	-3.8%

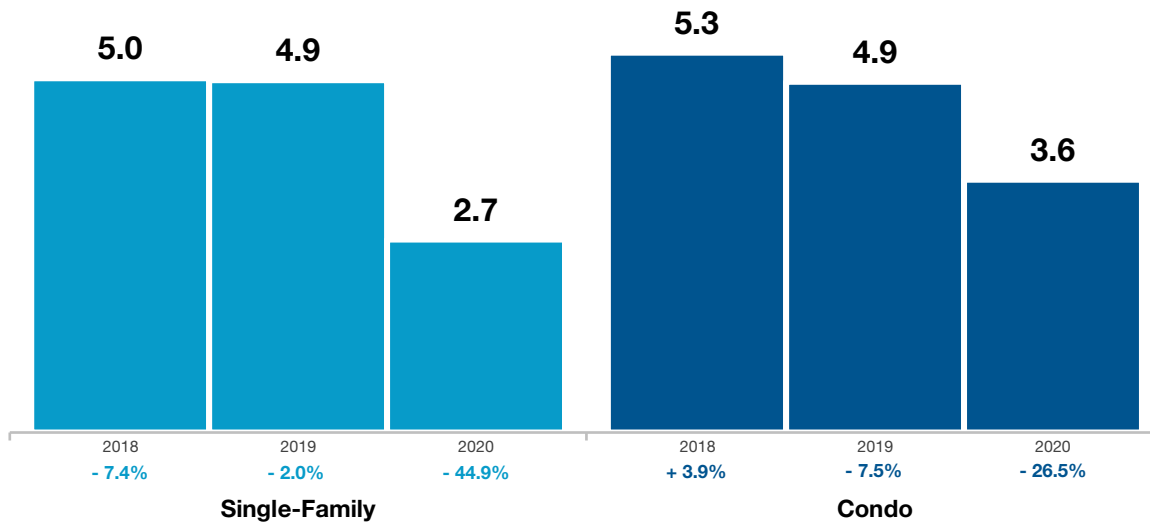
Historical Inventory of Homes for Sale by Month



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.

November



Months Supply	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	4.7	-4.1%	4.7	-7.8%
Jan-2020	4.8	-5.9%	4.9	-7.5%
Feb-2020	4.9	-5.8%	5.0	-7.4%
Mar-2020	5.0	-5.7%	5.7	+7.5%
Apr-2020	5.0	-7.4%	6.0	+11.1%
May-2020	4.6	-14.8%	5.7	+5.6%
Jun-2020	4.1	-25.5%	5.2	-1.9%
Jul-2020	3.9	-29.1%	4.9	-5.8%
Aug-2020	3.7	-31.5%	4.7	-6.0%
Sep-2020	3.3	-36.5%	4.4	-12.0%
Oct-2020	3.0	-41.2%	4.0	-21.6%
Nov-2020	2.7	-44.9%	3.6	-26.5%
12-Month Avg*	5.2	-21.0%	5.2	-5.6%

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

Historical Months Supply of Inventory by Month

