

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 2.0 percent to 1,742. Pending Sales decreased 54.0 percent to 564. Inventory grew 17.5 percent to 4,690 units.

Prices moved higher as Median Sales Price was up 7.1 percent to \$212,000. Days on Market decreased 8.5 percent to 43 days. Months Supply of Inventory was up 18.4 percent to 4.5 months, indicating that supply increased relative to demand.

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

+ 1.3%	+ 7.1%	+ 18.4%
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 Greater Greenville Association of REALTORS®. Percent changes are calculated using rounded figures.

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Market Overview

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



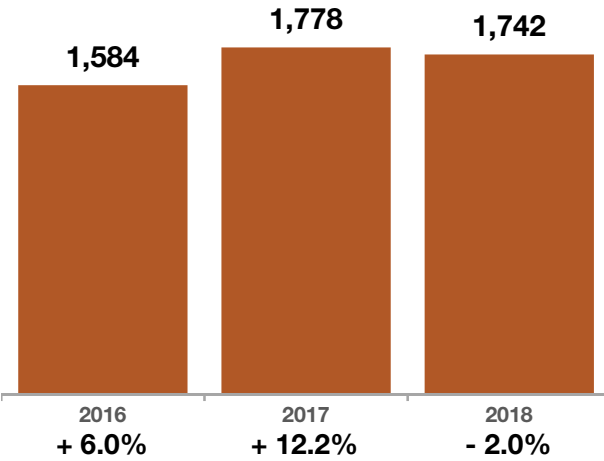
Key Metrics	Historical Sparkbars			06-2017	06-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	06-2016	06-2017	06-2018						
New Listings				1,778	1,742	- 2.0%	9,539	9,971	+ 4.5%
Pending Sales				1,227	564	- 54.0%	6,973	6,554	- 6.0%
Closed Sales				1,353	1,371	+ 1.3%	6,295	6,828	+ 8.5%
Days on Market				47	43	- 8.5%	56	54	- 3.6%
Median Sales Price				\$198,000	\$212,000	+ 7.1%	\$185,000	\$203,835	+ 10.2%
Average Sales Price				\$238,613	\$249,268	+ 4.5%	\$219,669	\$239,459	+ 9.0%
Pct. of List Price Received				98.5%	98.6%	+ 0.1%	97.9%	98.1%	+ 0.2%
Housing Affordability Index				120	112	- 6.7%	128	116	- 9.4%
Inventory of Homes for Sale				3,991	4,690	+ 17.5%	--	--	--
Months Supply of Inventory				3.8	4.5	+ 18.4%	--	--	--

New Listings

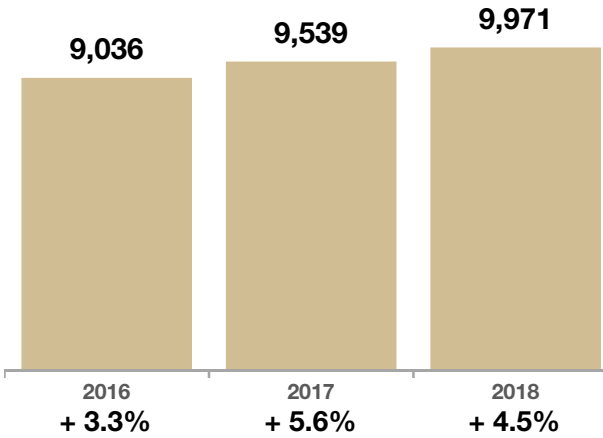
A count of the properties that have been newly listed on the market in a given month.



June

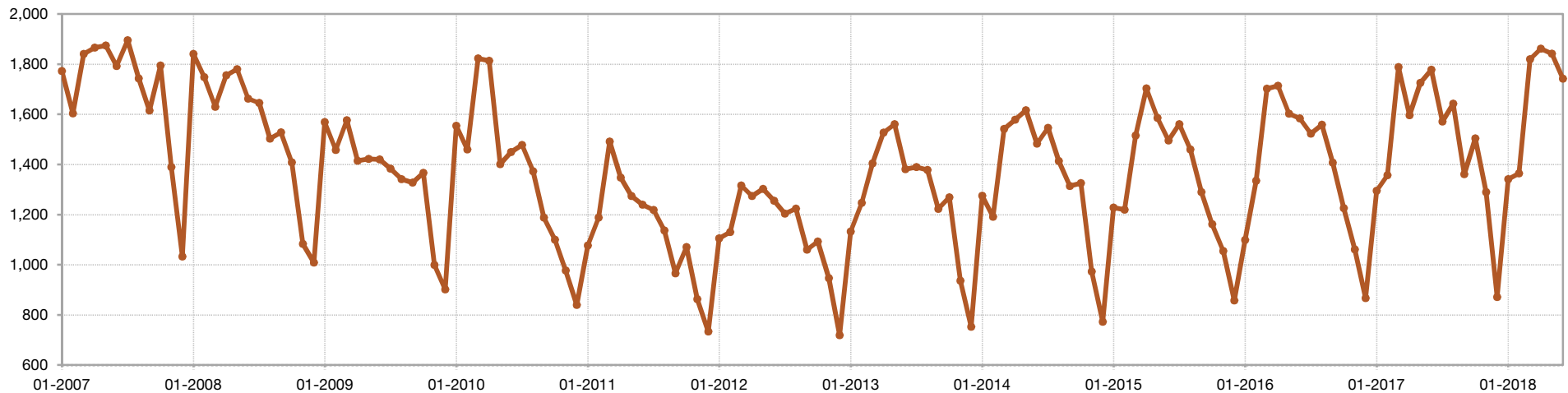


Year to Date



	New Listings	Prior Year	Percent Change
July 2017	1,571	1,523	+3.2%
August 2017	1,642	1,558	+5.4%
September 2017	1,361	1,407	-3.3%
October 2017	1,504	1,226	+22.7%
November 2017	1,290	1,061	+21.6%
December 2017	871	867	+0.5%
January 2018	1,341	1,295	+3.6%
February 2018	1,364	1,357	+0.5%
March 2018	1,820	1,788	+1.8%
April 2018	1,862	1,596	+16.7%
May 2018	1,842	1,725	+6.8%
June 2018	1,742	1,778	-2.0%
12-Month Avg	1,518	1,432	+6.0%

Historical New Listings by Month

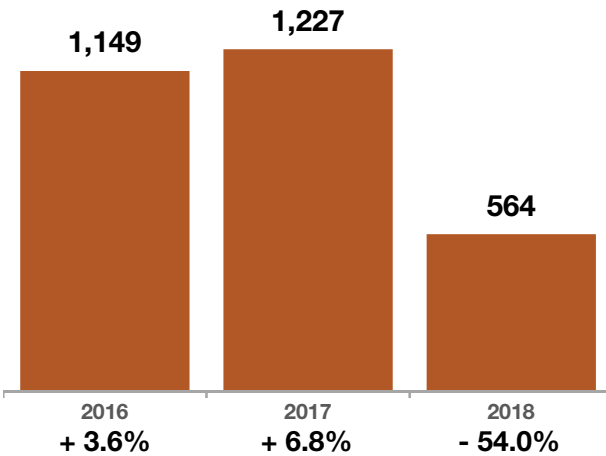


Pending Sales

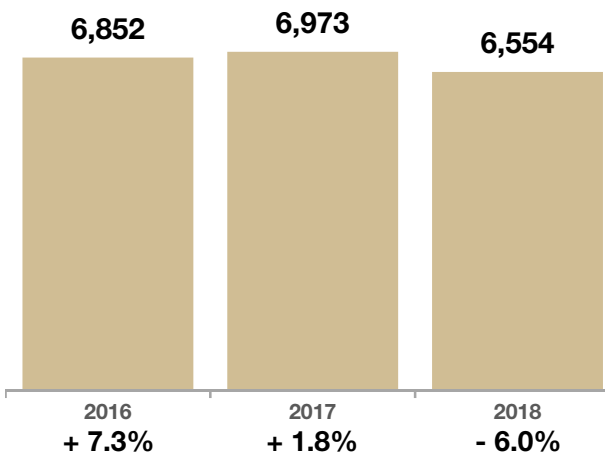
A count of the properties on which offers have been accepted in a given month.



June



Year to Date



Pending Sales	Prior Year	Percent Change
July 2017	1,170	1,098 +6.6%
August 2017	1,194	1,122 +6.4%
September 2017	986	996 -1.0%
October 2017	1,035	895 +15.6%
November 2017	948	835 +13.5%
December 2017	739	721 +2.5%
January 2018	1,035	905 +14.4%
February 2018	1,095	1,069 +2.4%
March 2018	1,349	1,302 +3.6%
April 2018	1,326	1,181 +12.3%
May 2018	1,185	1,289 -8.1%
June 2018	564	1,227 -54.0%
12-Month Avg	1,052	1,053 -0.1%

Historical Pending Sales by Month

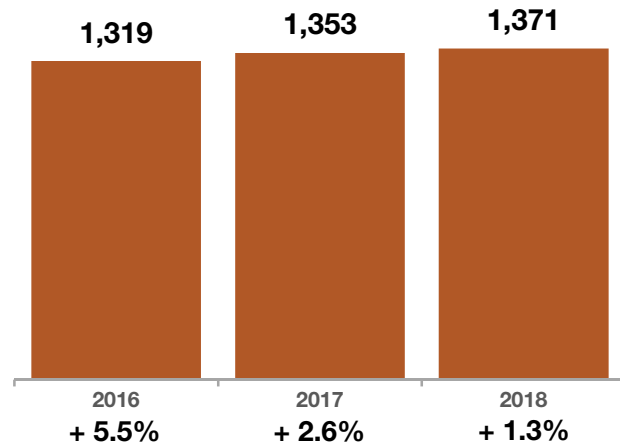


Closed Sales

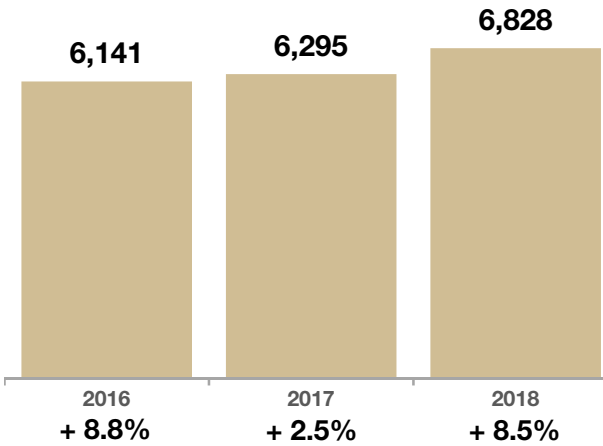
A count of the actual sales that closed in a given month.



June



Year to Date



	Closed Sales	Prior Year	Percent Change
July 2017	1,233	1,176	+4.8%
August 2017	1,255	1,154	+8.8%
September 2017	1,128	1,153	-2.2%
October 2017	1,004	999	+0.5%
November 2017	990	932	+6.2%
December 2017	1,069	967	+10.5%
January 2018	814	711	+14.5%
February 2018	874	784	+11.5%
March 2018	1,210	1,169	+3.5%
April 2018	1,153	1,035	+11.4%
May 2018	1,406	1,243	+13.1%
June 2018	1,371	1,353	+1.3%
12-Month Avg	1,126	1,056	+6.6%

Historical Closed Sales by Month

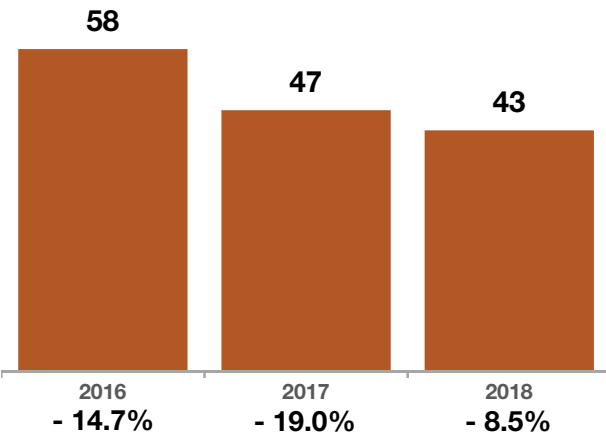


Days on Market Until Sale

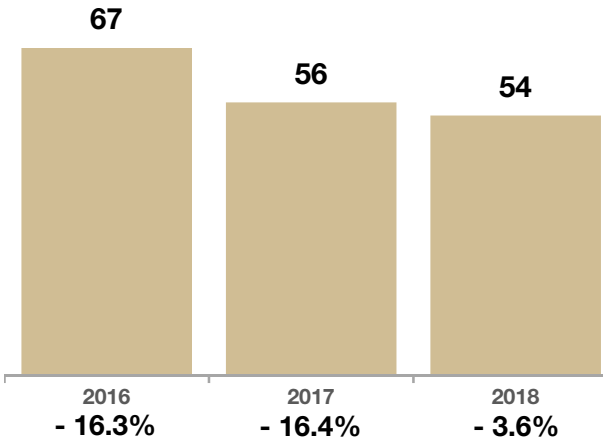
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



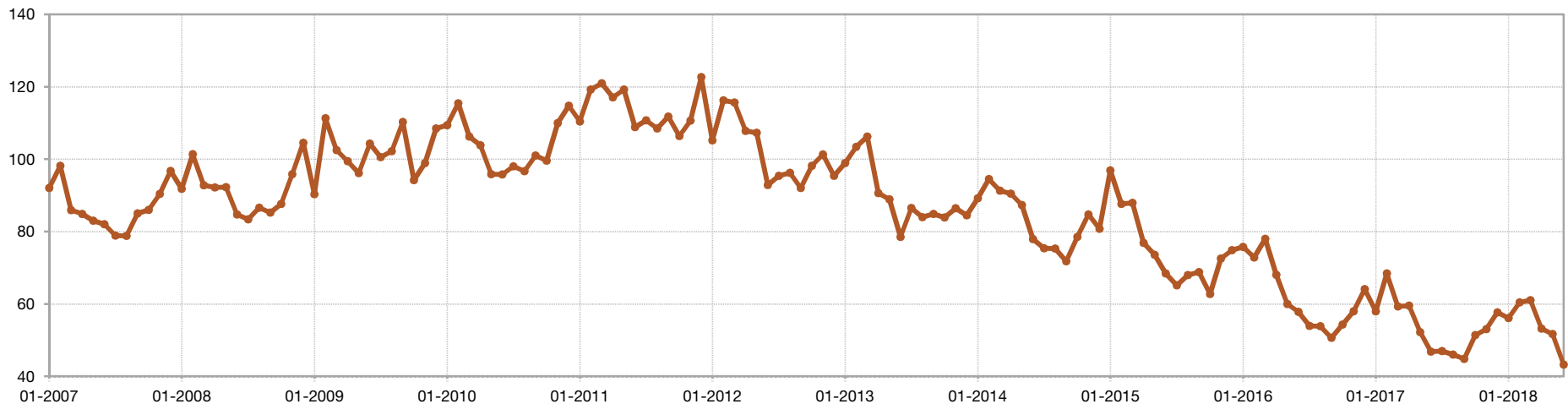
Year to Date



Month	Days on Market	Prior Year	Percent Change
July 2017	47	54	-13.0%
August 2017	46	54	-14.8%
September 2017	45	51	-11.8%
October 2017	51	54	-5.6%
November 2017	53	58	-8.6%
December 2017	58	64	-9.4%
January 2018	56	58	-3.4%
February 2018	60	68	-11.8%
March 2018	61	59	+3.4%
April 2018	53	60	-11.7%
May 2018	52	52	0.0%
June 2018	43	47	-8.5%
12-Month Avg*	52	56	-7.1%

* 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

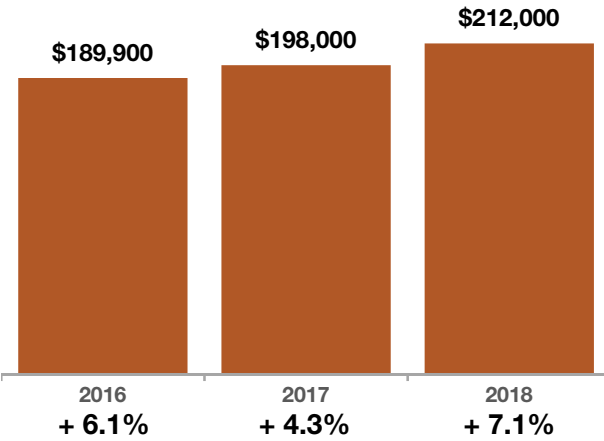


Median Sales Price

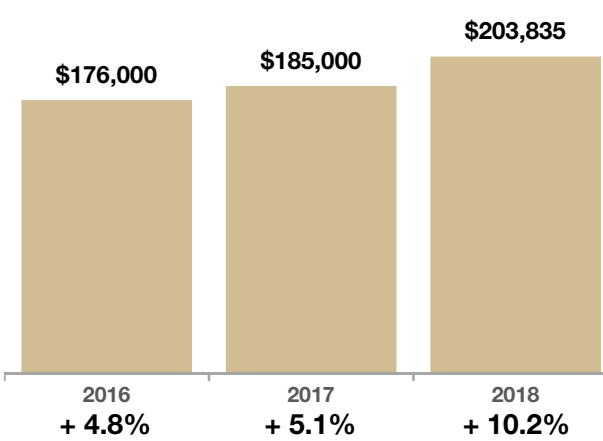
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
July 2017	\$195,000	\$179,998	+8.3%
August 2017	\$194,000	\$185,400	+4.6%
September 2017	\$190,000	\$187,900	+1.1%
October 2017	\$191,250	\$187,988	+1.7%
November 2017	\$189,000	\$179,900	+5.1%
December 2017	\$191,000	\$184,575	+3.5%
January 2018	\$191,000	\$172,925	+10.5%
February 2018	\$195,000	\$175,000	+11.4%
March 2018	\$203,720	\$180,990	+12.6%
April 2018	\$200,000	\$190,000	+5.3%
May 2018	\$208,000	\$188,000	+10.6%
June 2018	\$212,000	\$198,000	+7.1%
12-Month Med*	\$198,000	\$185,000	+7.0%

* 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

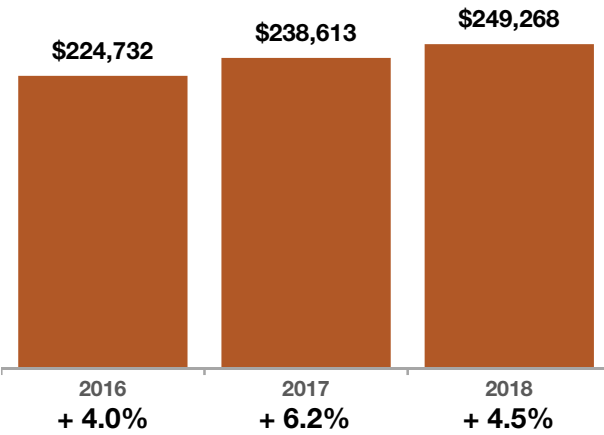


Average Sales Price

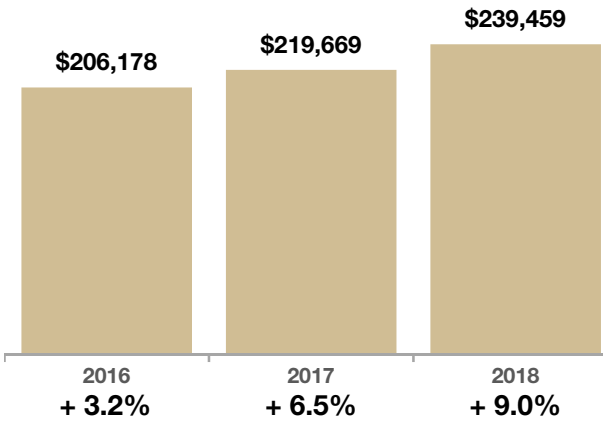
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



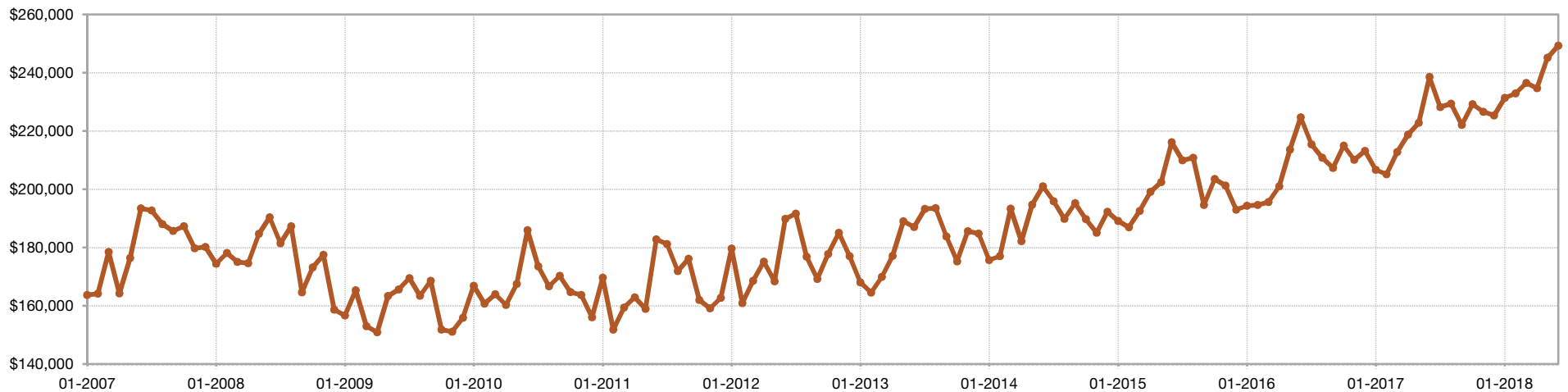
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2017	\$228,179	\$215,397	+5.9%
August 2017	\$229,354	\$210,832	+8.8%
September 2017	\$222,062	\$207,321	+7.1%
October 2017	\$229,191	\$214,952	+6.6%
November 2017	\$226,612	\$210,073	+7.9%
December 2017	\$225,294	\$213,134	+5.7%
January 2018	\$231,348	\$206,714	+11.9%
February 2018	\$232,865	\$205,178	+13.5%
March 2018	\$236,463	\$212,817	+11.1%
April 2018	\$234,732	\$218,733	+7.3%
May 2018	\$245,146	\$222,835	+10.0%
June 2018	\$249,268	\$238,613	+4.5%
12-Month Avg*	\$232,543	\$214,717	+8.3%

* 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

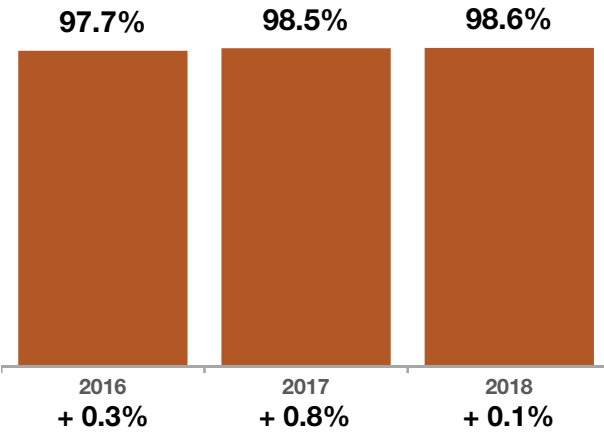


Percent of List Price Received

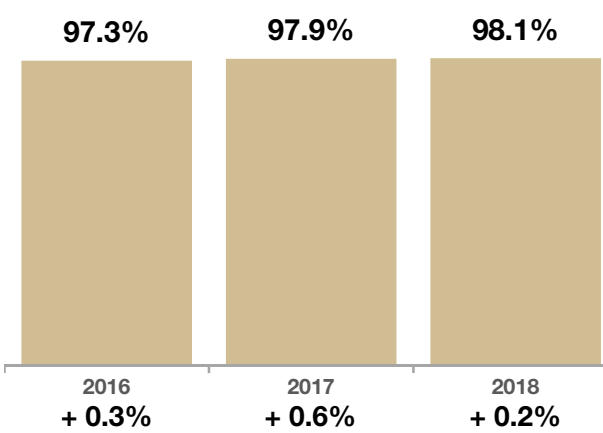
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
July 2017	97.8%	97.8%	0.0%
August 2017	98.0%	97.8%	+0.2%
September 2017	97.9%	97.8%	+0.1%
October 2017	97.7%	97.5%	+0.2%
November 2017	97.8%	97.6%	+0.2%
December 2017	97.9%	97.6%	+0.3%
January 2018	97.6%	97.3%	+0.3%
February 2018	98.1%	97.4%	+0.7%
March 2018	98.1%	97.7%	+0.4%
April 2018	98.2%	98.0%	+0.2%
May 2018	98.1%	98.1%	0.0%
June 2018	98.6%	98.5%	+0.1%
12-Month Avg*	98.0%	97.8%	+0.2%

* 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



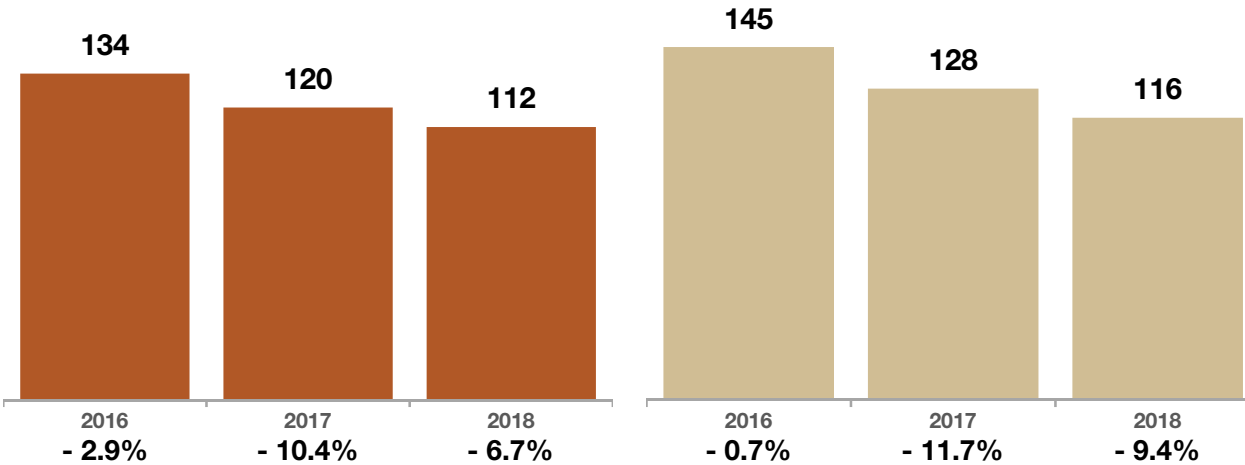
Housing Affordability Index

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	121	142	-14.8%
August 2017	122	138	-11.6%
September 2017	125	136	-8.1%
October 2017	124	137	-9.5%
November 2017	125	136	-8.1%
December 2017	124	128	-3.1%
January 2018	124	137	-9.5%
February 2018	121	135	-10.4%
March 2018	116	131	-11.5%
April 2018	118	125	-5.6%
May 2018	114	126	-9.5%
June 2018	112	120	-6.7%
12-Month Avg	121	133	-9.1%

Historical Housing Affordability Index by Month

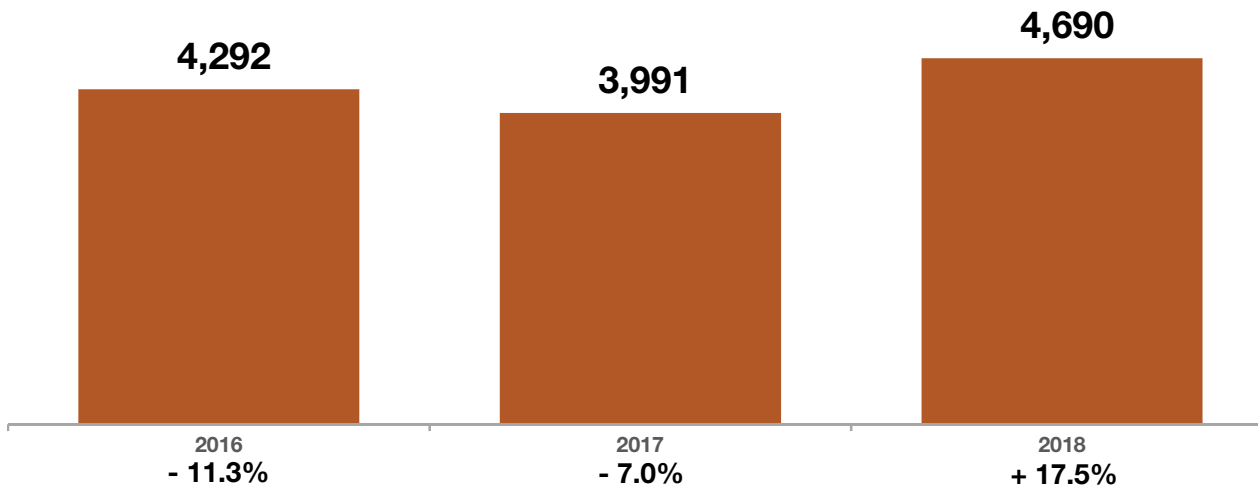


Inventory of Homes for Sale

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



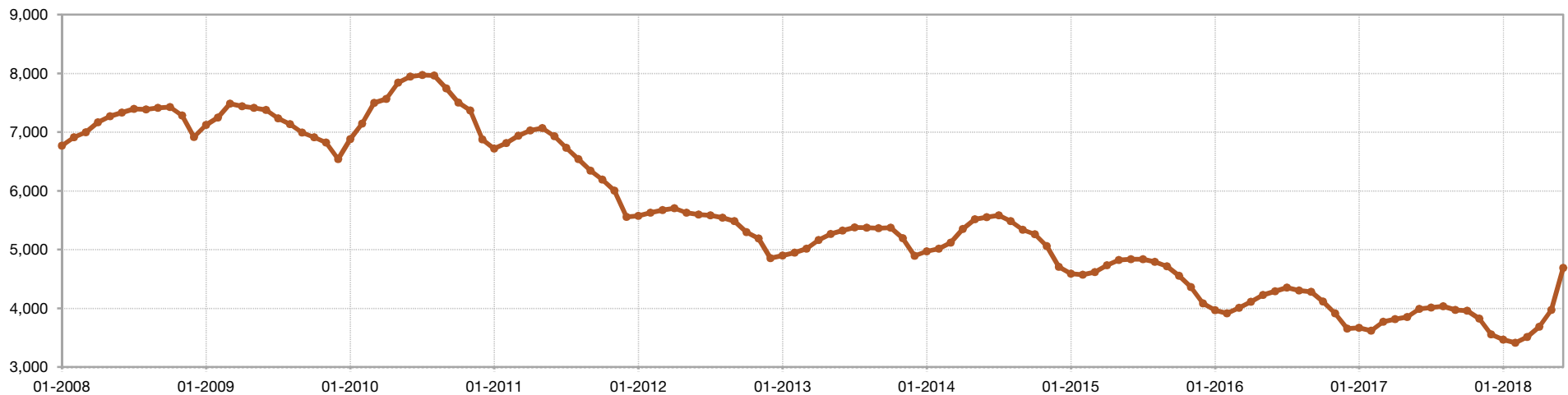
June



	Homes for Sale	Prior Year	Percent Change
July 2017	4,015	4,353	-7.8%
August 2017	4,036	4,306	-6.3%
September 2017	3,972	4,281	-7.2%
October 2017	3,961	4,115	-3.7%
November 2017	3,824	3,915	-2.3%
December 2017	3,555	3,657	-2.8%
January 2018	3,466	3,670	-5.6%
February 2018	3,415	3,620	-5.7%
March 2018	3,511	3,770	-6.9%
April 2018	3,687	3,818	-3.4%
May 2018	3,975	3,854	+3.1%
June 2018	4,690	3,991	+17.5%
12-Month Avg*	3,842	3,923	-2.1%

* 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

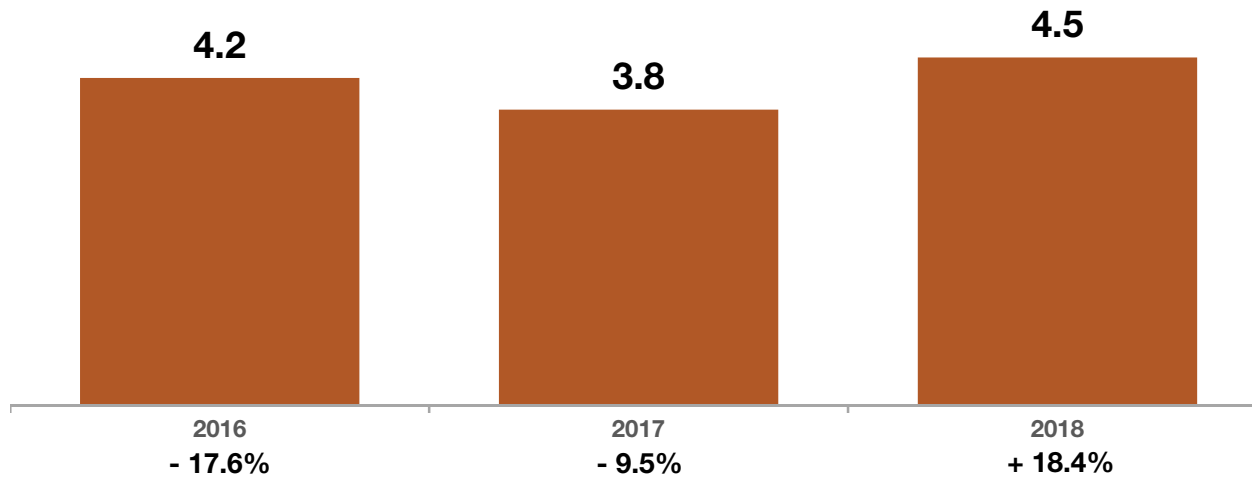


Months Supply of Inventory

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.



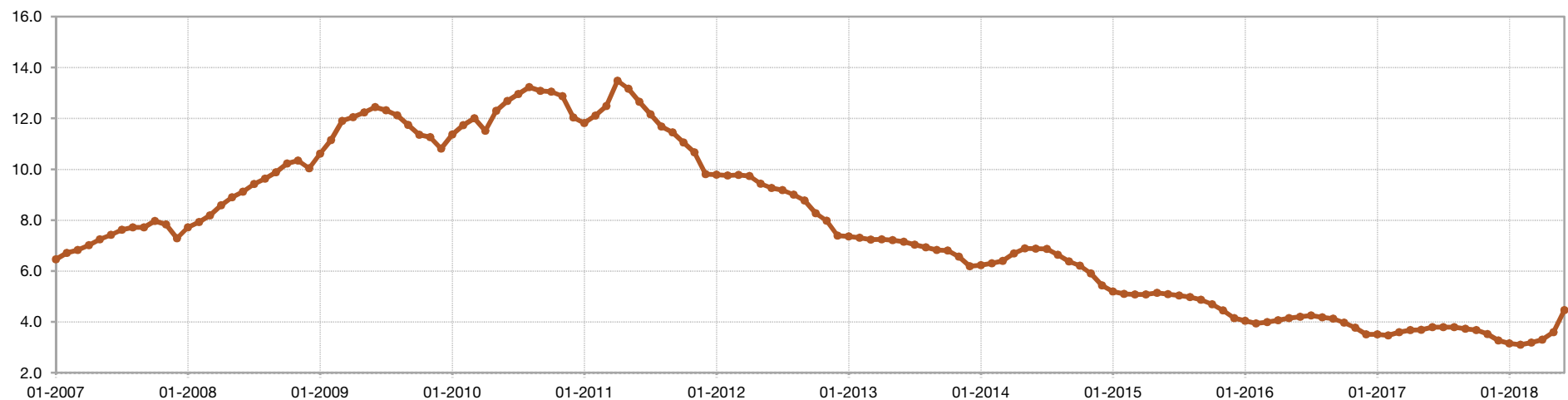
June



Months Supply		Prior Year	Percent Change
July 2017	3.8	4.3	-11.6%
August 2017	3.8	4.2	-9.5%
September 2017	3.7	4.1	-9.8%
October 2017	3.7	4.0	-7.5%
November 2017	3.5	3.8	-7.9%
December 2017	3.3	3.5	-5.7%
January 2018	3.2	3.5	-8.6%
February 2018	3.1	3.5	-11.4%
March 2018	3.2	3.6	-11.1%
April 2018	3.3	3.7	-10.8%
May 2018	3.6	3.7	-2.7%
June 2018	4.5	3.8	+18.4%
12-Month Avg*	3.5	3.8	-7.9%

* 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



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



June 2018

We are firmly within summer during an economically strong year in the U.S., thus real estate activity is busy. There are still generally more buyers than sellers in most price and housing style categories, so prices will continue to rise until that situation changes. For the 12-month period spanning July 2017 through June 2018, Closed Sales in the Greater Greenville region were up 6.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 27.3 percent.

The overall Median Sales Price was up 7.0 percent to \$198,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.9 percent to \$205,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 35 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 84 days.

Market-wide, inventory levels were up 17.5 percent. The property type that gained the most inventory was the Condos segment, where it increased 22.1 percent. That amounts to 4.6 months supply for Single-Family homes and 3.2 months supply for Condos.

Quick Facts

+ 27.3%

+ 10.2%

+ 13.0%

Price Range With the Strongest Sales:

\$300,001 and Above

Bedroom Count With Strongest Sales:

4 Bedrooms or More

Property Type With Strongest Sales:

Condos

Closed 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



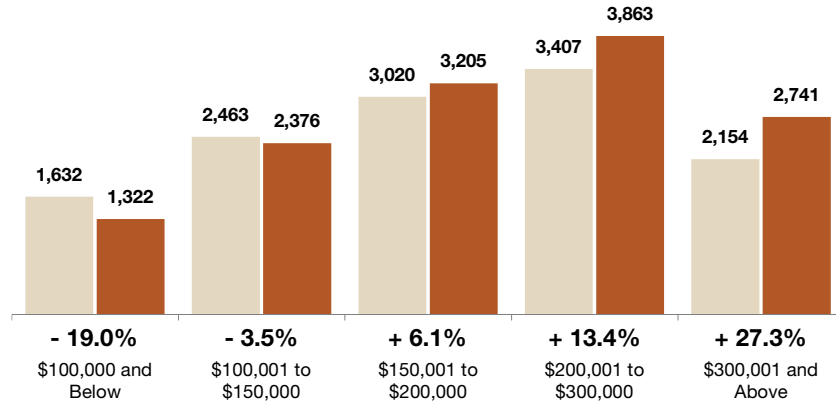
Closed Sales

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



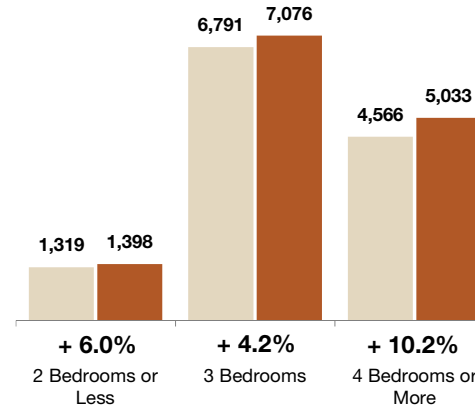
By Price Range

6-2017 6-2018



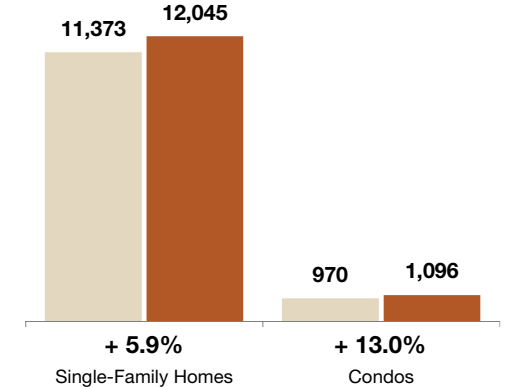
By Bedroom Count

6-2017 6-2018



By Property Type

6-2017 6-2018



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	1,632	1,322	- 19.0%
\$100,001 to \$150,000	2,463	2,376	- 3.5%
\$150,001 to \$200,000	3,020	3,205	+ 6.1%
\$200,001 to \$300,000	3,407	3,863	+ 13.4%
\$300,001 and Above	2,154	2,741	+ 27.3%
All Price Ranges	12,676	13,507	+ 6.6%

Single-Family Homes

	6-2017	6-2018	Change
2 Bedrooms or Less	1,194	922	- 22.8%
3 Bedrooms	2,129	1,950	- 8.4%
4 Bedrooms or More	2,790	2,901	+ 4.0%
	3,208	3,686	+ 14.9%
	2,052	2,586	+ 26.0%
All Single-Family Homes	11,373	12,045	+ 5.9%

Condos

	6-2017	6-2018	Change
	182	146	- 19.8%
	275	339	+ 23.3%
	219	290	+ 32.4%
	194	167	- 13.9%
	100	154	+ 54.0%
All Condos	970	1,096	+ 13.0%

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	1,319	1,398	+ 6.0%
3 Bedrooms	6,791	7,076	+ 4.2%
4 Bedrooms or More	4,566	5,033	+ 10.2%
All Bedroom Counts	12,676	13,507	+ 6.6%

	6-2017	6-2018	Change
2 Bedrooms or Less	857	865	+ 0.9%
3 Bedrooms	6,096	6,290	+ 3.2%
4 Bedrooms or More	4,420	4,890	+ 10.6%
All Single-Family Homes	11,373	12,045	+ 5.9%

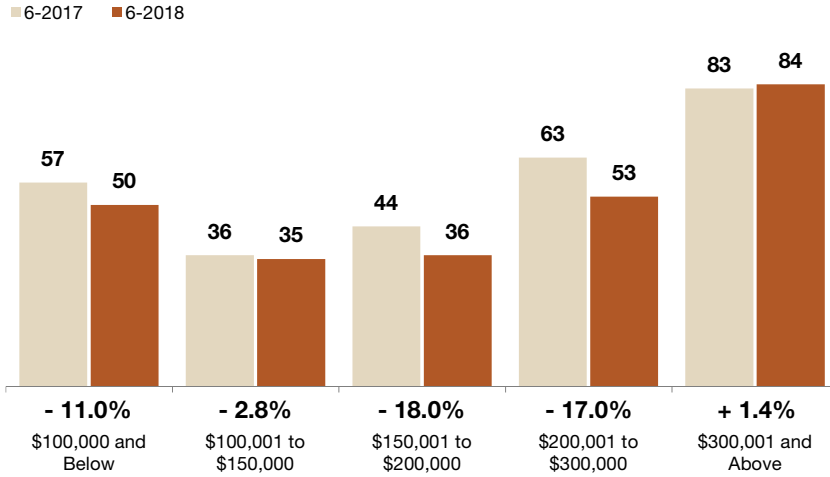
	6-2017	6-2018	Change
	435	496	+ 14.0%
	466	549	+ 17.8%
	69	51	- 26.1%
All Condos	970	1,096	+ 13.0%

Days on Market Until Sale

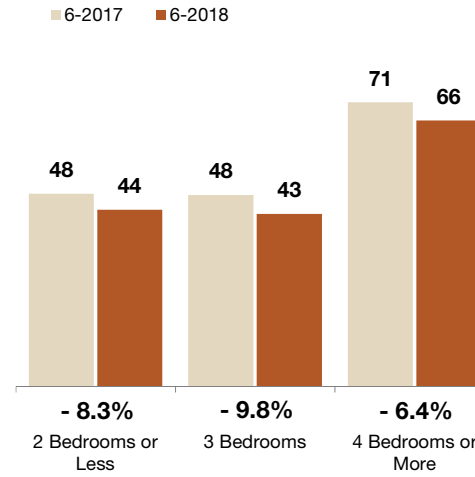
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



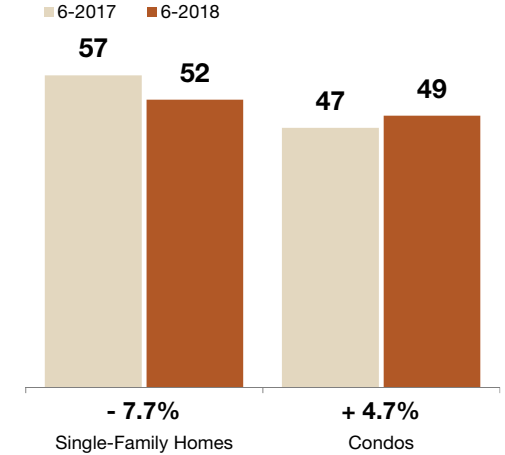
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	57	50	- 11.0%
\$100,001 to \$150,000	36	35	- 2.8%
\$150,001 to \$200,000	44	36	- 18.0%
\$200,001 to \$300,000	63	53	- 17.0%
\$300,001 and Above	83	84	+ 1.4%
All Price Ranges	56	52	- 7.6%

Single-Family Homes

	6-2017	6-2018	Change
59	55	- 6.6%	
38	36	- 3.6%	
44	35	- 19.1%	
64	52	- 17.9%	
82	83	+ 0.9%	
57	52	- 7.7%	

Condos

	6-2017	6-2018	Change
41	44	+ 8.8%	
27	28	+ 6.5%	
48	45	- 5.7%	
58	57	- 2.7%	
94	102	+ 7.9%	
47	49	+ 4.7%	

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	48	44	- 8.3%
3 Bedrooms	48	43	- 9.8%
4 Bedrooms or More	71	66	- 6.4%
All Bedroom Counts	56	52	- 7.6%

	6-2017	6-2018	Change
51	46	- 9.9%	
47	42	- 10.1%	
71	66	- 6.8%	
57	52	- 7.7%	

	6-2017	6-2018	Change
38	40	+ 4.9%	
55	56	+ 1.5%	
46	62	+ 36.4%	
47	49	+ 4.7%	

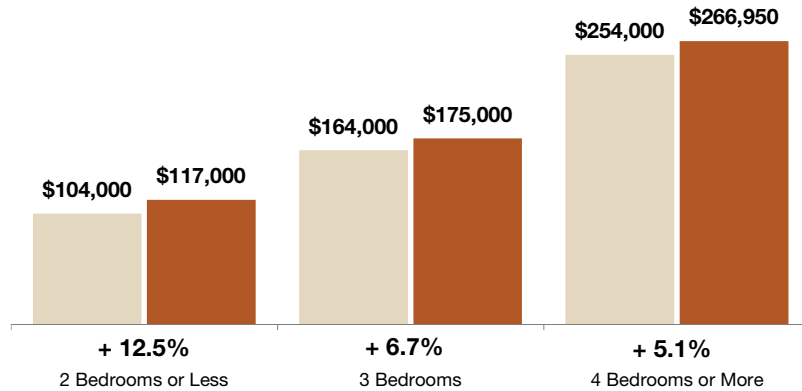
Median Sales Price

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



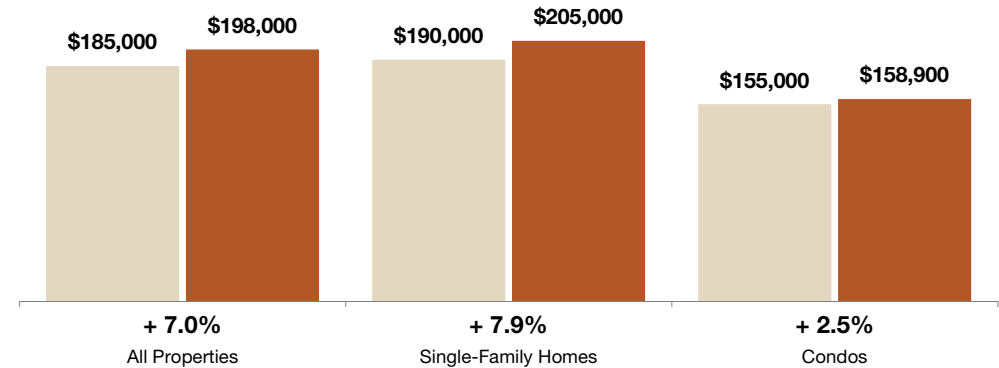
By Bedroom Count

6-2017 6-2018



By Property Type

6-2017 6-2018



All Properties

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	\$104,000	\$117,000	+ 12.5%
3 Bedrooms	\$164,000	\$175,000	+ 6.7%
4 Bedrooms or More	\$254,000	\$266,950	+ 5.1%
All Bedroom Counts	\$185,000	\$198,000	+ 7.0%

Single-Family Homes

	6-2017	6-2018	Change	6-2017	6-2018	Change
	\$92,250	\$106,500	+ 15.4%	\$124,000	\$130,750	+ 5.4%
	\$165,000	\$175,910	+ 6.6%	\$168,900	\$175,000	+ 3.6%
	\$255,000	\$269,000	+ 5.5%	\$178,850	\$222,000	+ 24.1%
All	\$190,000	\$205,000	+ 7.9%	\$155,000	\$158,900	+ 2.5%

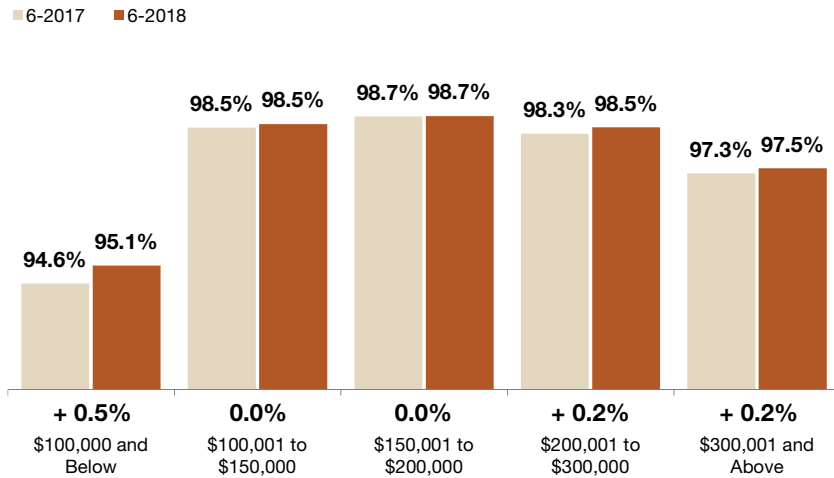
Condos

Percent of List Price Received

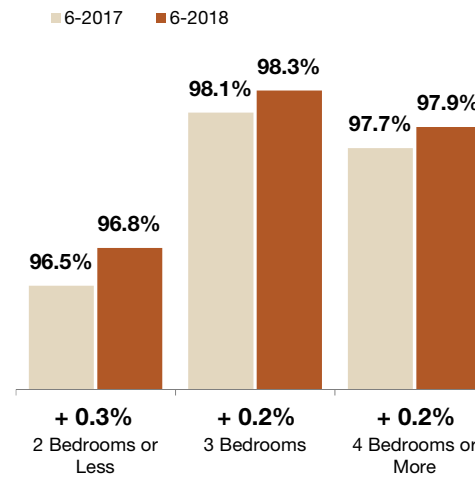
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



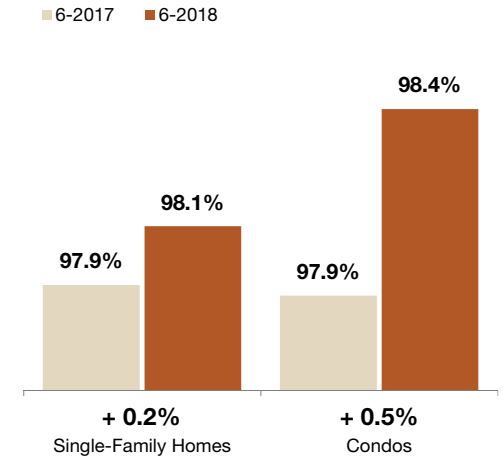
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	94.6%	95.1%	+ 0.5%
\$100,001 to \$150,000	98.5%	98.5%	0.0%
\$150,001 to \$200,000	98.7%	98.7%	0.0%
\$200,001 to \$300,000	98.3%	98.5%	+ 0.2%
\$300,001 and Above	97.3%	97.5%	+ 0.2%
All Price Ranges	97.8%	98.0%	+ 0.2%

Single-Family Homes

6-2017	6-2018	Change
94.7%	94.9%	+ 0.2%
98.6%	98.6%	0.0%
98.8%	98.8%	0.0%
98.3%	98.5%	+ 0.2%
97.2%	97.3%	+ 0.1%
97.9%	98.1%	+ 0.2%

Condos

6-2017	6-2018	Change
96.0%	96.7%	+ 0.7%
98.2%	98.5%	+ 0.3%
98.4%	98.4%	0.0%
98.2%	98.1%	- 0.1%
99.0%	100.1%	+ 1.1%
97.9%	98.4%	+ 0.5%

By Bedroom Count

6-2017	6-2018	Change
96.5%	96.8%	+ 0.3%
98.1%	98.3%	+ 0.2%
97.7%	97.9%	+ 0.2%
97.8%	98.0%	+ 0.2%

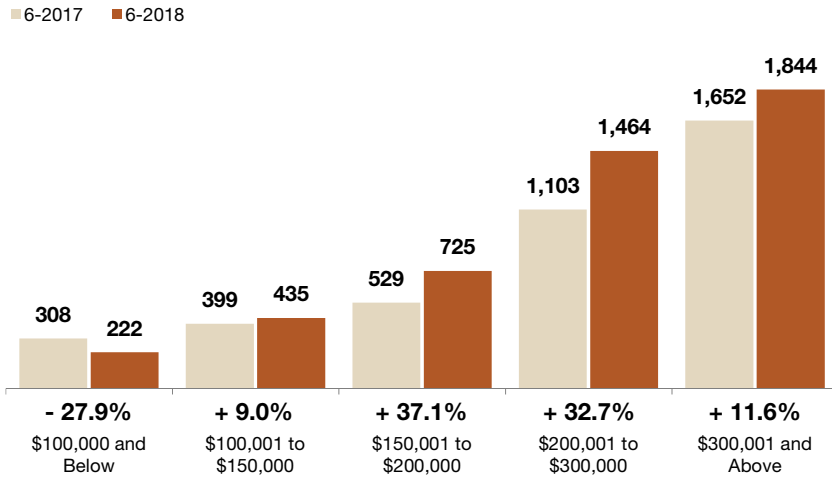
6-2017	6-2018	Change
96.1%	96.5%	+ 0.4%
98.2%	98.4%	+ 0.2%
97.8%	97.9%	+ 0.1%
97.9%	98.1%	+ 0.2%

Inventory of Homes for Sale

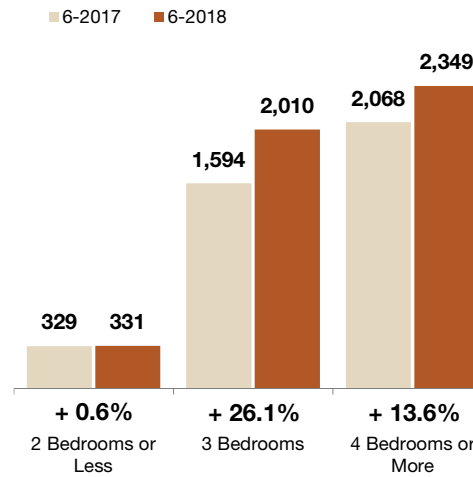
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



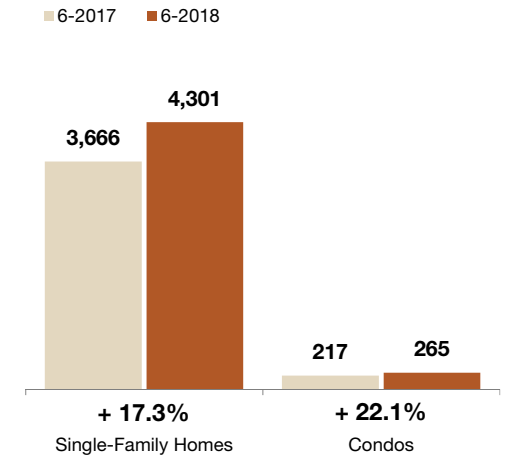
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	308	222	- 27.9%
\$100,001 to \$150,000	399	435	+ 9.0%
\$150,001 to \$200,000	529	725	+ 37.1%
\$200,001 to \$300,000	1,103	1,464	+ 32.7%
\$300,001 and Above	1,652	1,844	+ 11.6%
All Price Ranges	3,991	4,690	+ 17.5%

Single-Family Homes

6-2017	6-2018	Change
238	163	- 31.5%
351	348	- 0.9%
473	634	+ 34.0%
1,054	1,388	+ 31.7%
1,550	1,768	+ 14.1%
3,666	4,301	+ 17.3%

Condos

6-2017	6-2018	Change
10	14	+ 40.0%
25	45	+ 80.0%
42	73	+ 73.8%
44	66	+ 50.0%
96	67	- 30.2%
217	265	+ 22.1%

By Bedroom Count

6-2017	6-2018	Change
329	331	+ 0.6%
1,594	2,010	+ 26.1%
2,068	2,349	+ 13.6%
3,991	4,690	+ 17.5%

6-2017	6-2018	Change
220	208	- 5.5%
1,411	1,792	+ 27.0%
2,035	2,301	+ 13.1%
3,666	4,301	+ 17.3%

6-2017	6-2018	Change
86	95	+ 10.5%
117	149	+ 27.4%
14	21	+ 50.0%
217	265	+ 22.1%

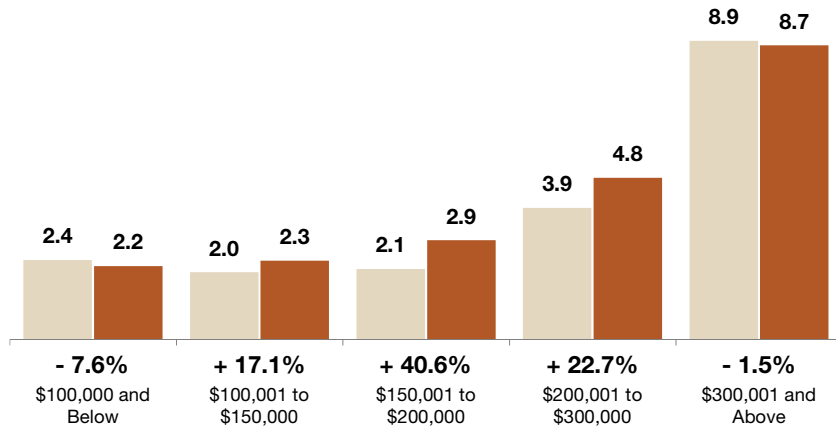
Months Supply of Inventory

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.**



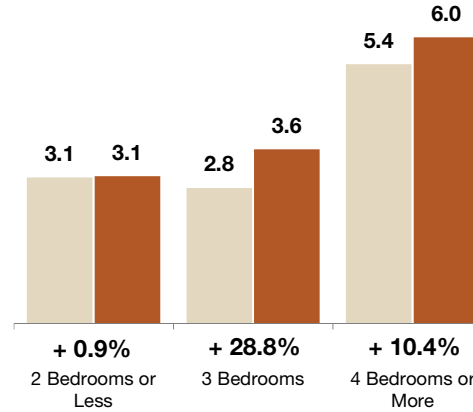
By Price Range

6-2017 6-2018



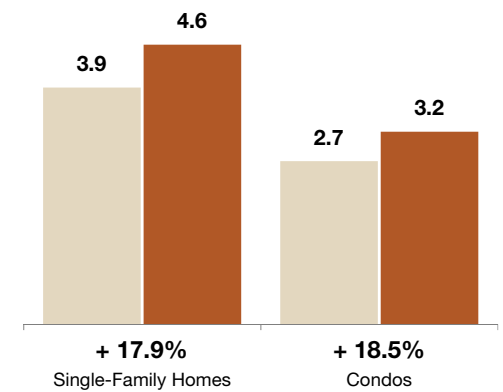
By Bedroom Count

6-2017 6-2018



By Property Type

6-2017 6-2018



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	2.4	2.2	- 7.6%
\$100,001 to \$150,000	2.0	2.3	+ 17.1%
\$150,001 to \$200,000	2.1	2.9	+ 40.6%
\$200,001 to \$300,000	3.9	4.8	+ 22.7%
\$300,001 and Above	8.9	8.7	- 1.5%
All Price Ranges	3.8	4.5	+ 18.4%

Single-Family Homes

	6-2017	6-2018	Change
2 Bedrooms or Less	2.5	2.3	- 8.6%
3 Bedrooms	2.0	2.3	+ 11.7%
4 Bedrooms or More	2.0	2.9	+ 41.6%
Condos	4.0	4.8	+ 20.2%
Other	8.8	8.8	+ 0.2%
All Single-Family Homes	3.9	4.6	+ 17.9%

Condos

	6-2017	6-2018	Change
Single-Family Homes	0.7	1.3	+ 91.0%
Condos	1.1	1.7	+ 58.4%
Other	2.3	3.1	+ 32.3%
Other	2.8	5.1	+ 80.0%
Other	9.5	6.4	- 33.0%
All Condos	2.7	3.2	+ 18.5%

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	3.1	3.1	+ 0.9%
3 Bedrooms	2.8	3.6	+ 28.8%
4 Bedrooms or More	5.4	6.0	+ 10.4%
All Bedroom Counts	3.8	4.5	+ 18.4%

	6-2017	6-2018	Change
2 Bedrooms or Less	3.2	3.1	- 3.7%
3 Bedrooms	2.8	3.7	+ 31.1%
4 Bedrooms or More	5.5	6.0	+ 9.9%
All Single-Family Homes	3.9	4.6	+ 17.9%

	6-2017	6-2018	Change
Single-Family Homes	2.3	2.6	+ 10.4%
Condos	3.0	3.5	+ 16.8%
Other	2.9	5.3	+ 78.1%
All Condos	2.7	3.2	+ 18.5%