

Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings were up 16.2 percent to 1,854. Pending Sales decreased 51.7 percent to 570, the seventh consecutive month of year-over-year declines. Inventory grew 19.1 percent to 4,547 units.

Prices moved higher as Median Sales Price was up 5.3 percent to \$200,000. Days on Market decreased 11.7 percent to 53 days. Months Supply of Inventory was up 18.9 percent to 4.4 months, indicating that supply increased relative to demand.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Quick Facts

+ 10.6%	+ 5.3%	+ 18.9%
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.



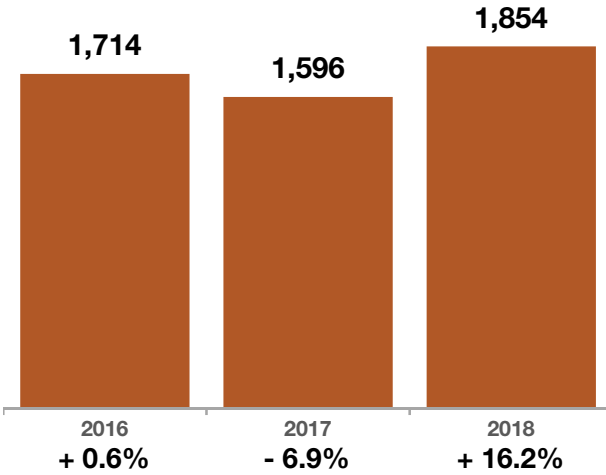
Key Metrics	Historical Sparkbars			04-2017	04-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	04-2016	04-2017	04-2018						
New Listings				1,596	1,854	+ 16.2%	6,036	6,374	+ 5.6%
Pending Sales				1,179	570	- 51.7%	4,452	3,880	- 12.8%
Closed Sales				1,035	1,145	+ 10.6%	3,698	4,040	+ 9.2%
Days on Market				60	53	- 11.7%	61	58	- 4.9%
Median Sales Price				\$190,000	\$200,000	+ 5.3%	\$180,000	\$199,750	+ 11.0%
Average Sales Price				\$218,733	\$234,778	+ 7.3%	\$211,648	\$233,926	+ 10.5%
Pct. of List Price Received				98.0%	98.2%	+ 0.2%	97.6%	98.0%	+ 0.4%
Housing Affordability Index				125	118	- 5.6%	132	119	- 9.8%
Inventory of Homes for Sale				3,817	4,547	+ 19.1%	--	--	--
Months Supply of Inventory				3.7	4.4	+ 18.9%	--	--	--

New Listings

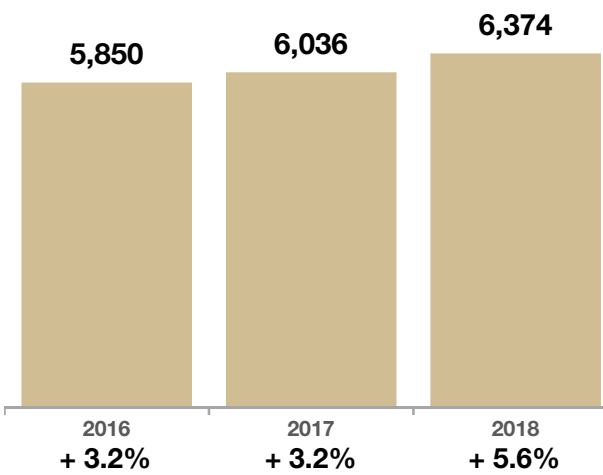
A count of the properties that have been newly listed on the market in a given month.



April

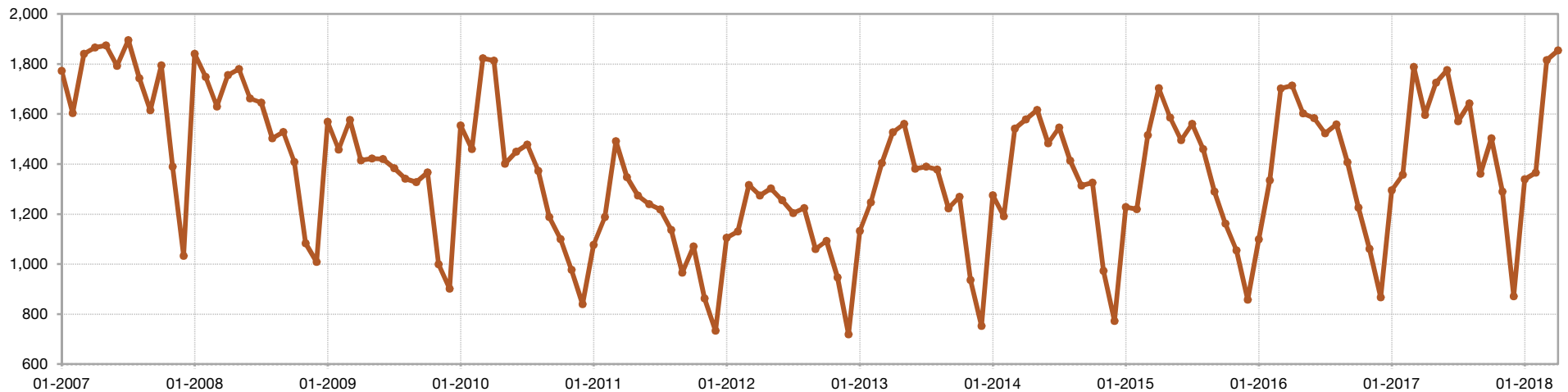


Year to Date



	New Listings	Prior Year	Percent Change
May 2017	1,725	1,602	+7.7%
June 2017	1,776	1,584	+12.1%
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	1,503	1,226	+22.6%
November 2017	1,290	1,061	+21.6%
December 2017	871	867	+0.5%
January 2018	1,339	1,295	+3.4%
February 2018	1,365	1,357	+0.6%
March 2018	1,816	1,788	+1.6%
April 2018	1,854	1,596	+16.2%
12-Month Avg	1,509	1,405	+7.4%

Historical New Listings by Month

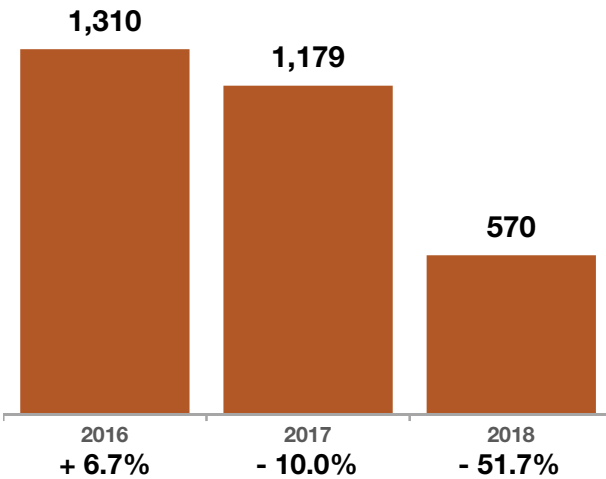


Pending Sales

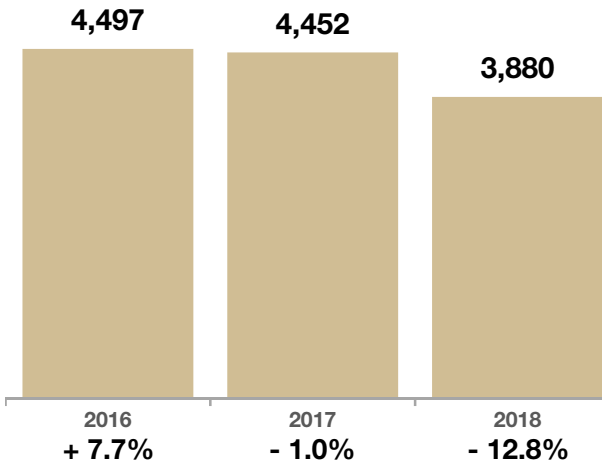
A count of the properties on which offers have been accepted in a given month.



April



Year to Date



Pending Sales	Prior Year	Percent Change
May 2017	1,289	1,204 +7.1%
June 2017	1,223	1,149 +6.4%
July 2017	1,169	1,098 +6.5%
August 2017	1,193	1,122 +6.3%
September 2017	985	996 -1.1%
October 2017	1,035	895 +15.6%
November 2017	947	835 +13.4%
December 2017	735	721 +1.9%
January 2018	1,022	905 +12.9%
February 2018	1,088	1,067 +2.0%
March 2018	1,200	1,301 -7.8%
April 2018	570	1,179 -51.7%
12-Month Avg	1,038	1,039 -0.1%

Historical Pending Sales by Month

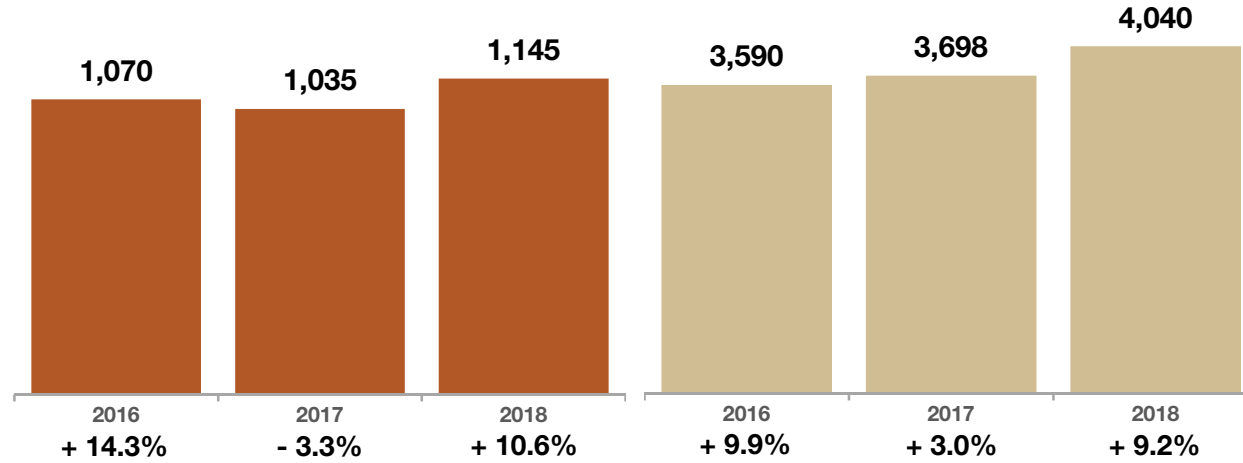


Closed Sales

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

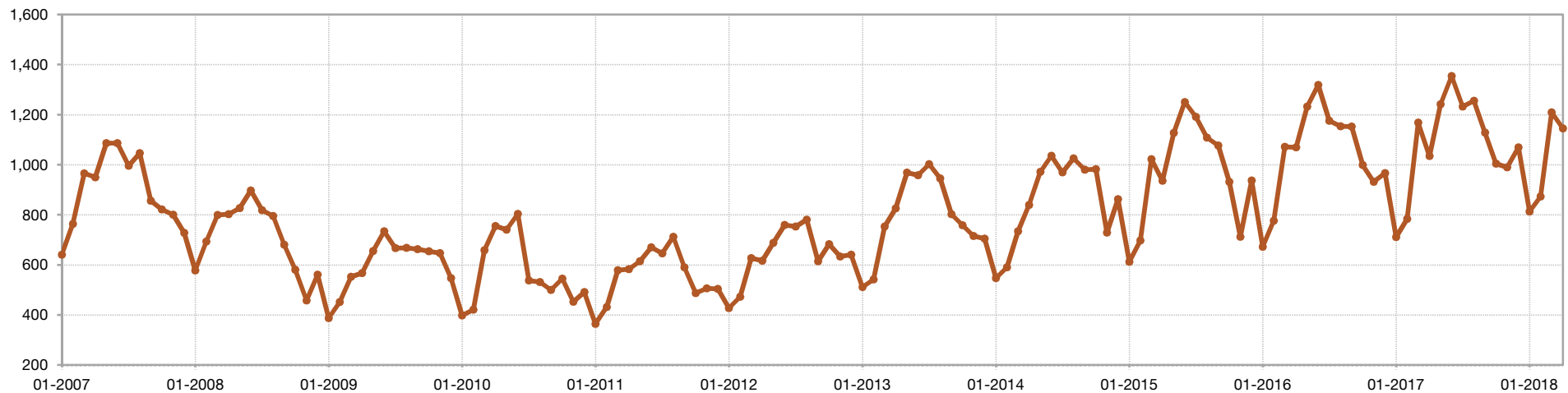


April



	Closed Sales	Prior Year	Percent Change
May 2017	1,242	1,232	+0.8%
June 2017	1,354	1,319	+2.7%
July 2017	1,232	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	813	711	+14.3%
February 2018	873	784	+11.4%
March 2018	1,209	1,168	+3.5%
April 2018	1,145	1,035	+10.6%
12-Month Avg	1,110	1,053	+5.4%

Historical Closed Sales by Month

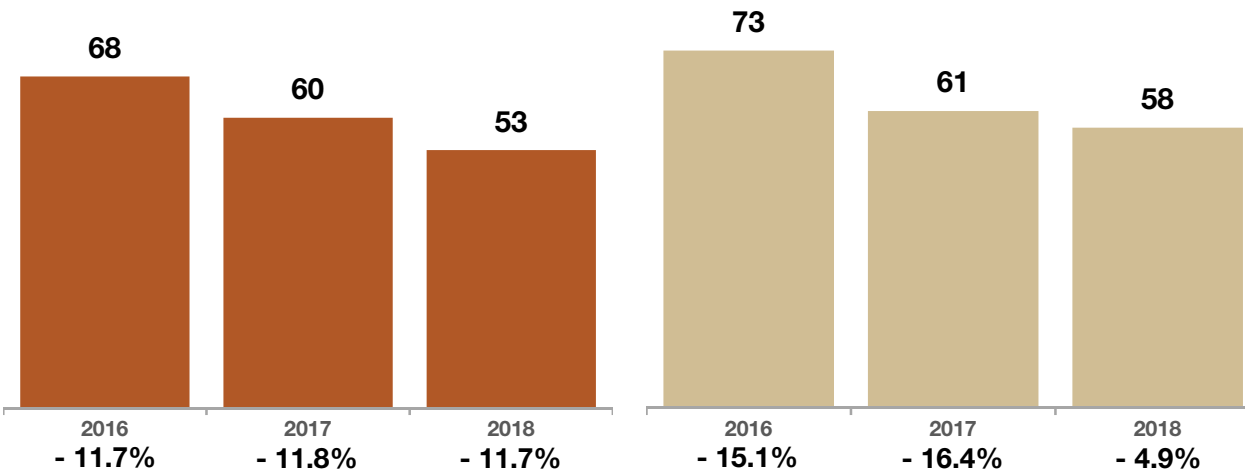


Days on Market Until Sale

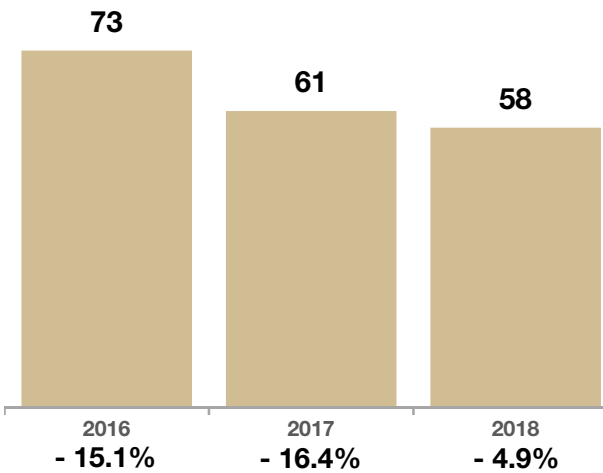
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



Month	Days on Market	Prior Year	Percent Change
May 2017	52	60	-13.3%
June 2017	47	58	-19.0%
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	61	68	-10.3%
March 2018	61	59	+3.4%
April 2018	53	60	-11.7%
12-Month Avg*	52	58	-10.3%

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

Historical Days on Market Until Sale by Month

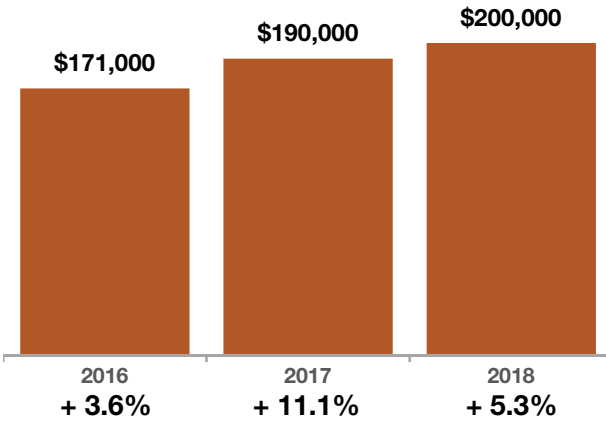


Median Sales Price

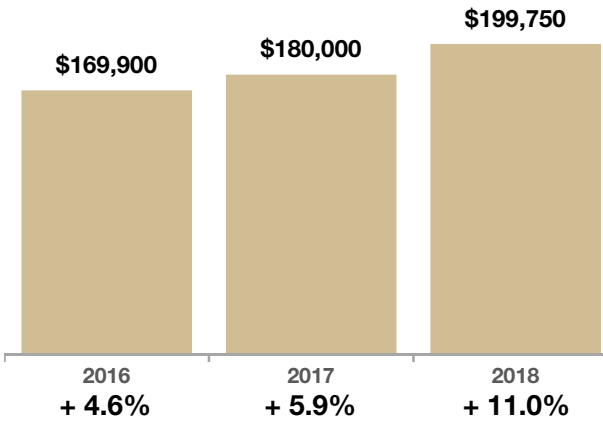
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date



	Median Sales Price	Prior Year	Percent Change
May 2017	\$188,000	\$186,819	+0.6%
June 2017	\$198,000	\$189,900	+4.3%
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	\$203,940	\$180,990	+12.7%
April 2018	\$200,000	\$190,000	+5.3%
12-Month Med*	\$194,795	\$184,000	+5.9%

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

Historical Median Sales Price by Month

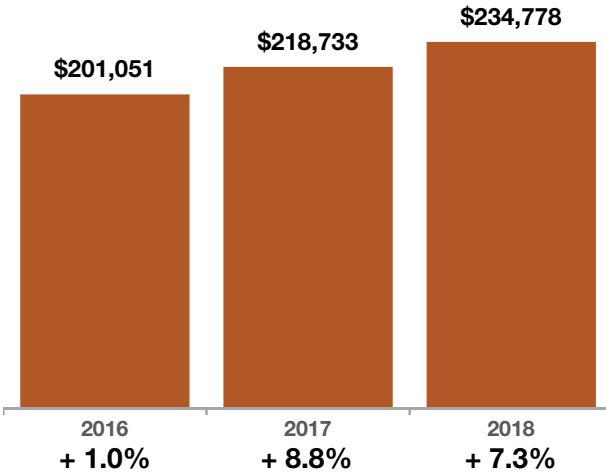


Average Sales Price

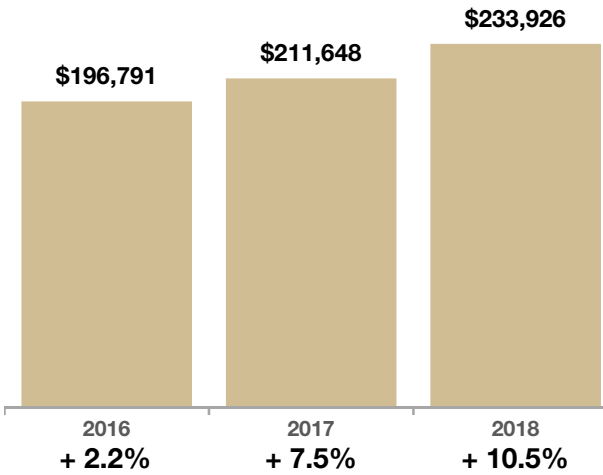
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



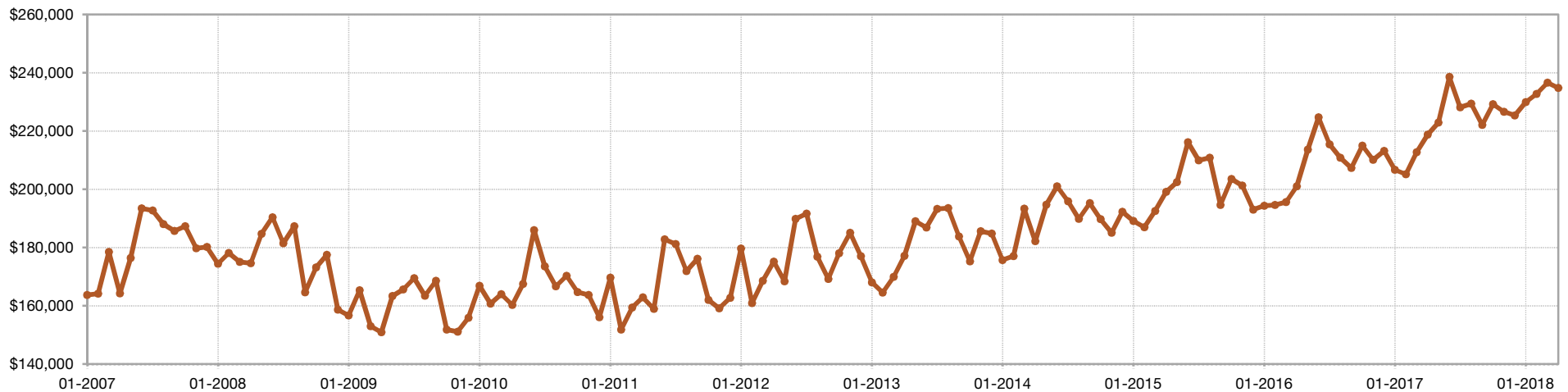
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2017	\$222,863	\$213,647	+4.3%
June 2017	\$238,575	\$224,732	+6.2%
July 2017	\$228,157	\$215,397	+5.9%
August 2017	\$229,354	\$210,832	+8.8%
September 2017	\$222,062	\$207,321	+7.1%
October 2017	\$229,200	\$214,952	+6.6%
November 2017	\$226,612	\$210,073	+7.9%
December 2017	\$225,312	\$213,134	+5.7%
January 2018	\$229,972	\$206,714	+11.3%
February 2018	\$232,767	\$205,178	+13.4%
March 2018	\$236,614	\$212,717	+11.2%
April 2018	\$234,778	\$218,733	+7.3%
12-Month Avg*	\$229,689	\$212,786	+7.9%

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

Historical Average Sales Price by Month

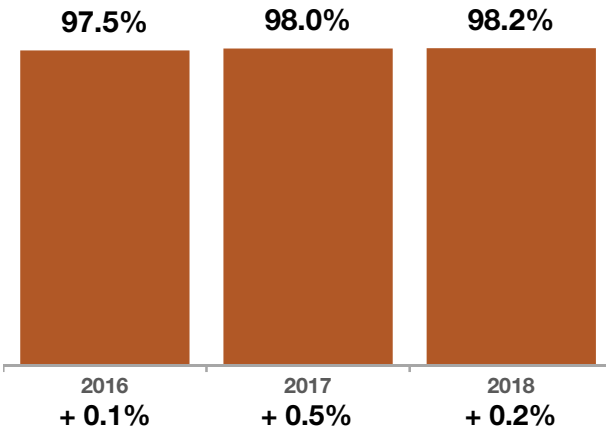


Percent of List Price Received

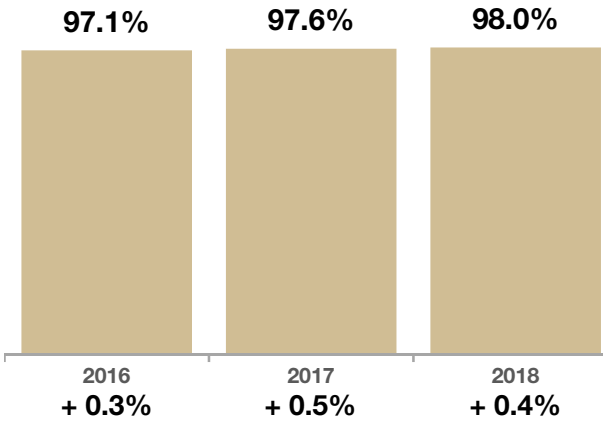
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
May 2017	98.1%	97.6%	+0.5%
June 2017	98.5%	97.7%	+0.8%
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%
12-Month Avg*	98.0%	97.7%	+0.3%

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

Historical Percent of List Price Received by Month

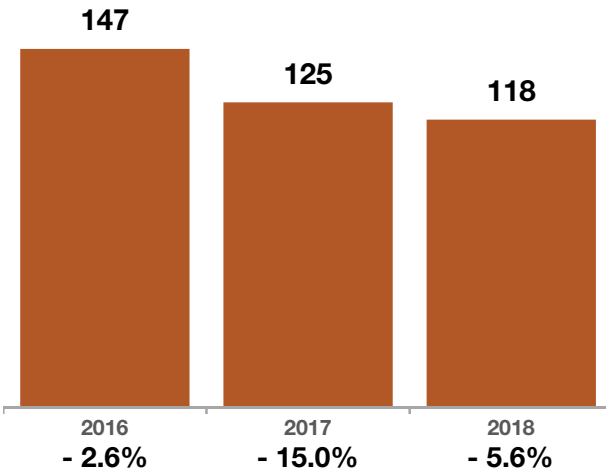


Housing Affordability Index

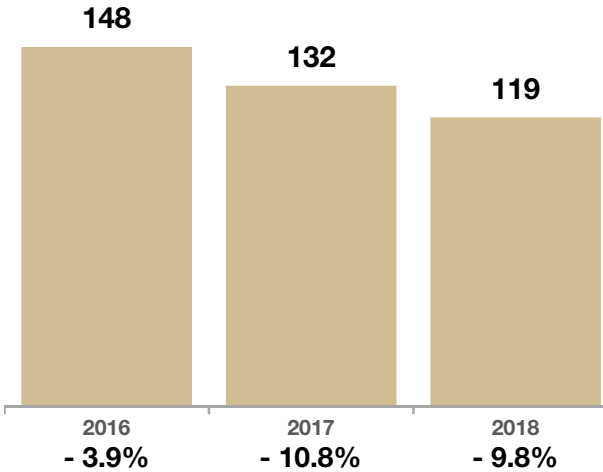
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April



Year to Date



	Affordability Index	Prior Year	Percent Change
May 2017	126	135	-6.7%
June 2017	120	134	-10.4%
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%
12-Month Avg	122	135	-9.2%

Historical Housing Affordability Index by Month

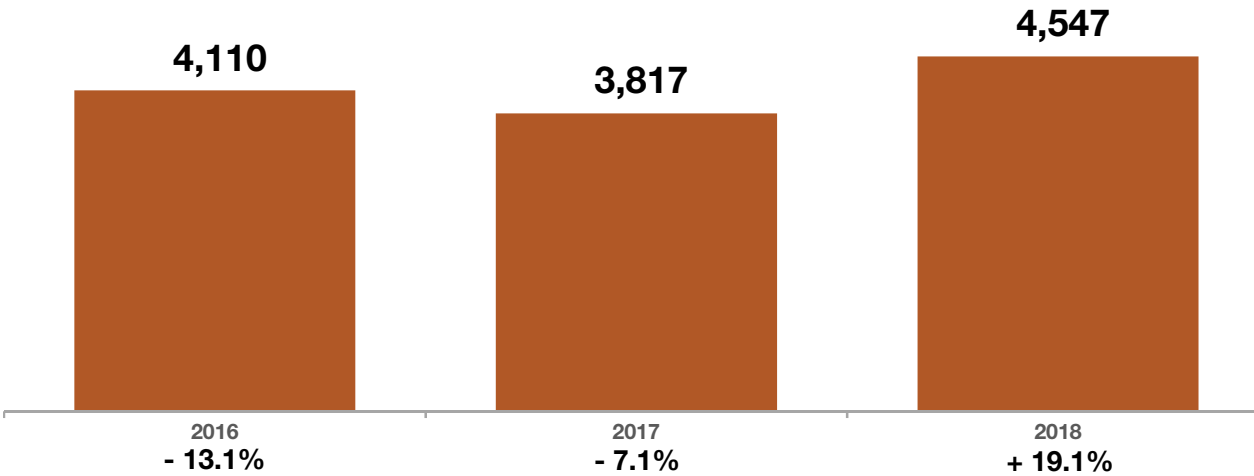


Inventory of Homes for Sale

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



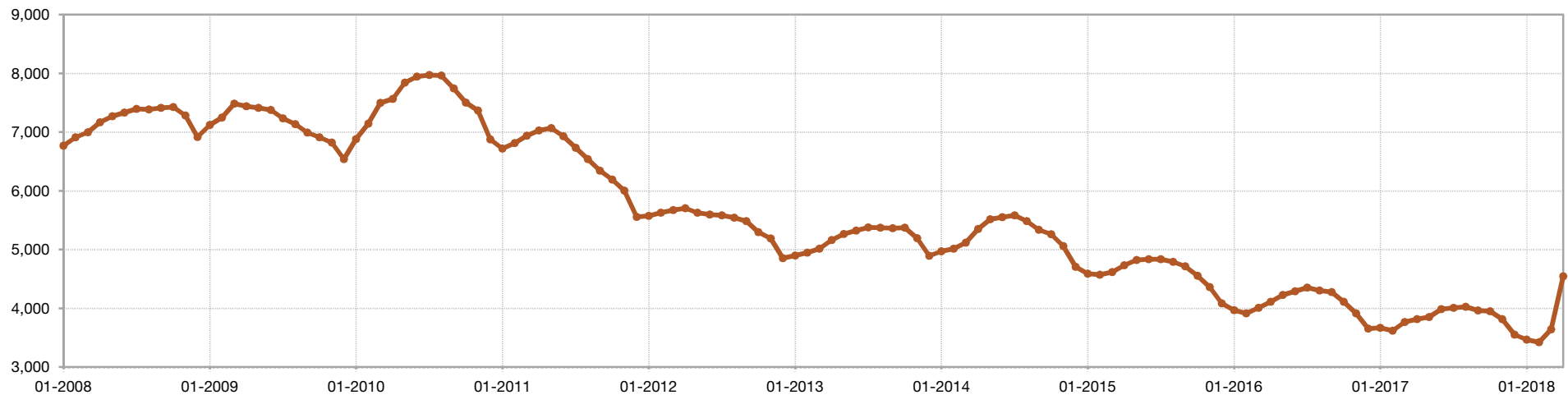
April



	Homes for Sale	Prior Year	Percent Change
May 2017	3,852	4,228	-8.9%
June 2017	3,987	4,292	-7.1%
July 2017	4,007	4,353	-7.9%
August 2017	4,027	4,305	-6.5%
September 2017	3,962	4,279	-7.4%
October 2017	3,952	4,113	-3.9%
November 2017	3,816	3,913	-2.5%
December 2017	3,552	3,655	-2.8%
January 2018	3,469	3,668	-5.4%
February 2018	3,424	3,618	-5.4%
March 2018	3,643	3,769	-3.3%
April 2018	4,547	3,817	+19.1%
12-Month Avg*	3,853	3,793	+1.6%

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

Historical Inventory of Homes for Sale by Month

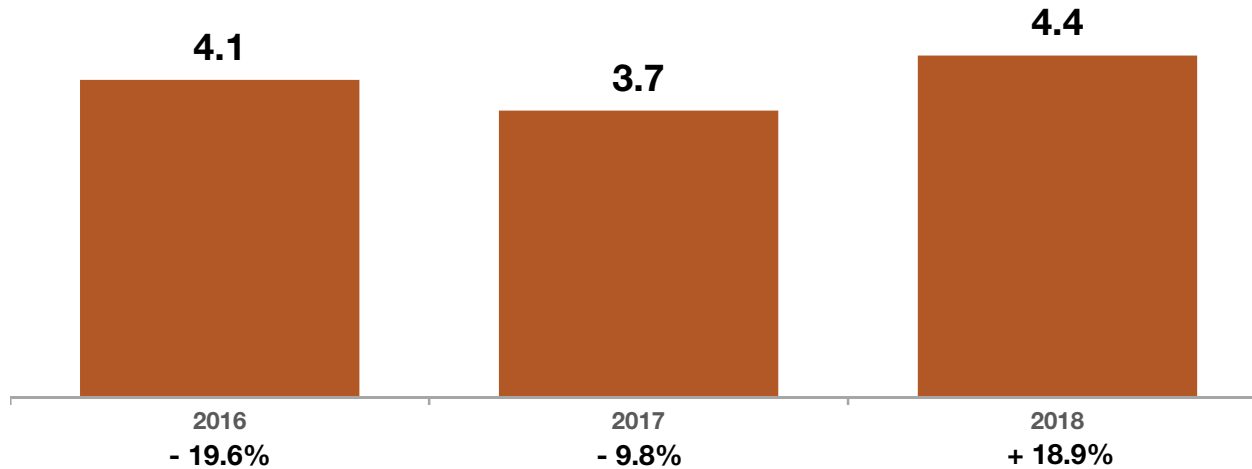


Months Supply of Inventory

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.



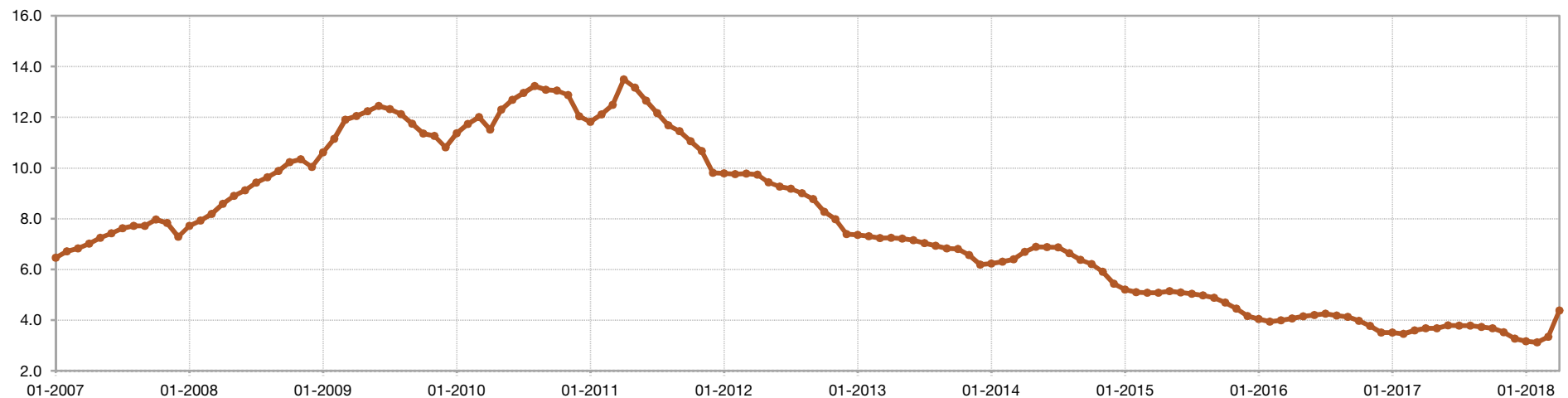
April



Months Supply		Prior Year	Percent Change
May 2017	3.7	4.1	-9.8%
June 2017	3.8	4.2	-9.5%
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	3.3	3.6	-8.3%
April 2018	4.4	3.7	+18.9%
12-Month Avg*	3.6	3.9	-7.7%

* Months Supply for all properties from May 2017 through April 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®



April 2018

Although housing supply is low and will likely remain low for the duration of 2018, there are signs of improvement for new listings. Sellers are beginning to come out of hibernation while new build projects are taking shape with more regularity. For the 12-month period spanning May 2017 through April 2018, Closed Sales in the Greater Greenville region were up 5.4 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 23.1 percent.

The overall Median Sales Price was up 5.9 percent to \$194,795. The property type with the largest price gain was the Condos segment, where prices increased 6.2 percent to \$160,194. 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 19.1 percent. The property type that gained the most inventory was the Condos segment, where it increased 22.4 percent. That amounts to 4.5 months supply for Single-Family homes and 3.0 months supply for Condos.

Quick Facts

+ 23.1%

+ 7.2%

+ 12.9%

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

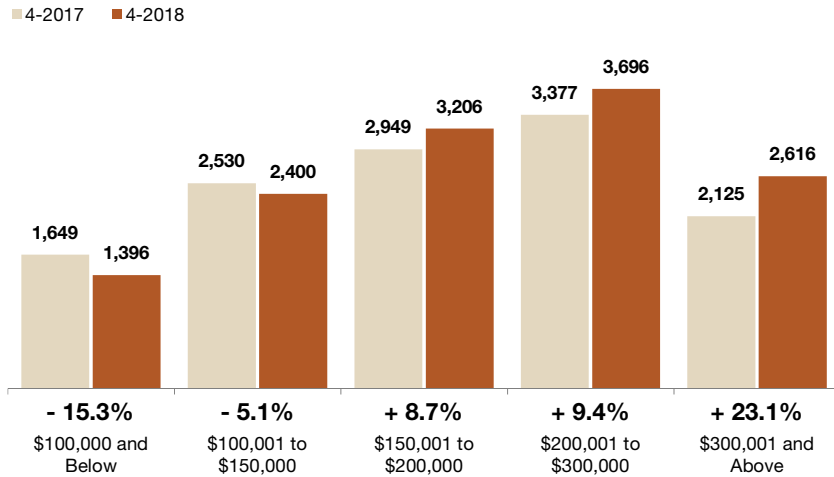
Closed Sales	2
Days on Market Until Sale	3
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Months Supply of Inventory	7

Closed Sales

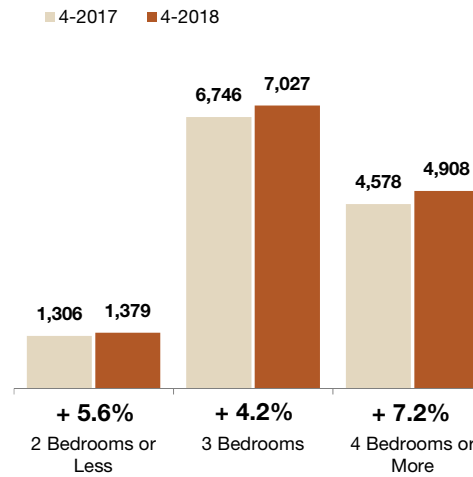
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



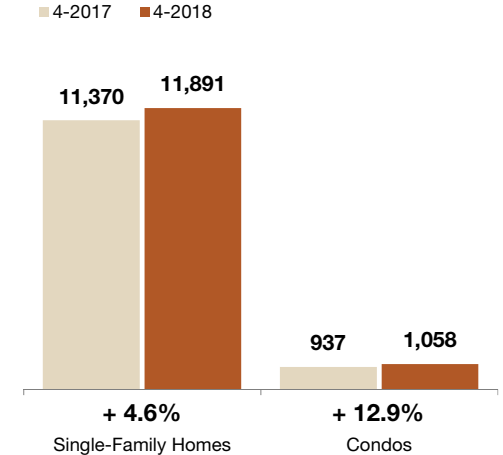
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	1,649	1,396	- 15.3%
\$100,001 to \$150,000	2,530	2,400	- 5.1%
\$150,001 to \$200,000	2,949	3,206	+ 8.7%
\$200,001 to \$300,000	3,377	3,696	+ 9.4%
\$300,001 and Above	2,125	2,616	+ 23.1%
All Price Ranges	12,630	13,314	+ 5.4%

Single-Family Homes

4-2017	4-2018	Change	4-2017	4-2018	Change
1,222	996	- 18.5%	173	143	- 17.3%
2,196	1,995	- 9.2%	281	319	+ 13.5%
2,720	2,933	+ 7.8%	220	260	+ 18.2%
3,209	3,498	+ 9.0%	163	190	+ 16.6%
2,023	2,469	+ 22.0%	100	146	+ 46.0%
11,370	11,891	+ 4.6%	937	1,058	+ 12.9%

Condos

By Bedroom Count	4-2017	4-2018	Change
2 Bedrooms or Less	1,306	1,379	+ 5.6%
3 Bedrooms	6,746	7,027	+ 4.2%
4 Bedrooms or More	4,578	4,908	+ 7.2%
All Bedroom Counts	12,630	13,314	+ 5.4%

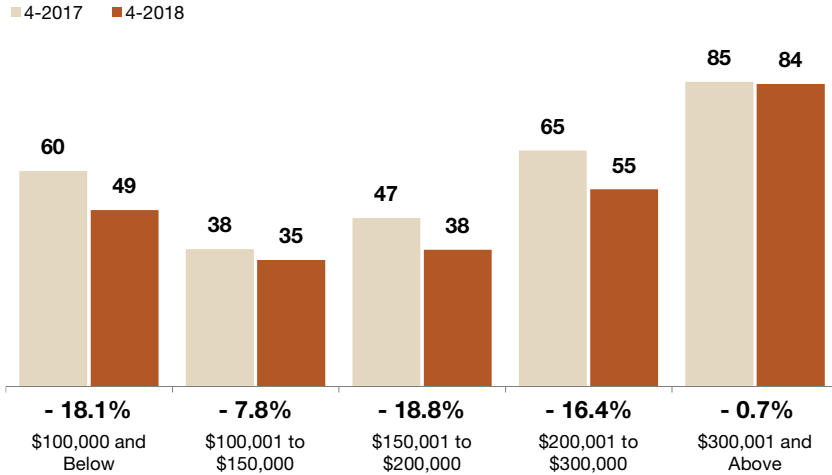
4-2017	4-2018	Change	4-2017	4-2018	Change
843	871	+ 3.3%	437	472	+ 8.0%
6,084	6,260	+ 2.9%	431	532	+ 23.4%
4,443	4,760	+ 7.1%	69	54	- 21.7%
11,370	11,891	+ 4.6%	937	1,058	+ 12.9%

Days on Market Until Sale

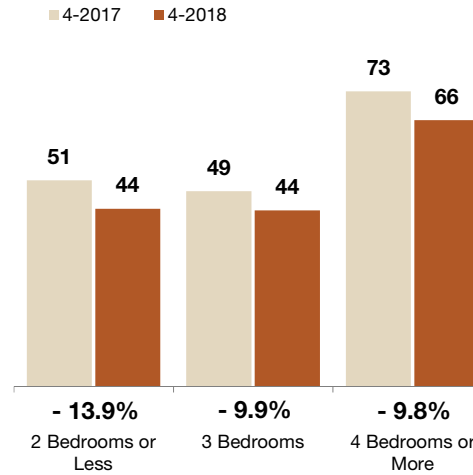
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



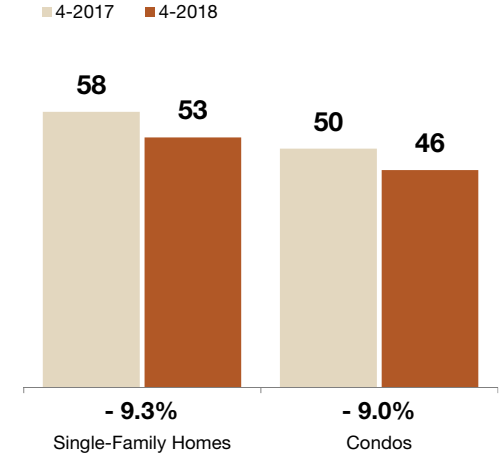
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	60	49	- 18.1%
\$100,001 to \$150,000	38	35	- 7.8%
\$150,001 to \$200,000	47	38	- 18.8%
\$200,001 to \$300,000	65	55	- 16.4%
\$300,001 and Above	85	84	- 0.7%
All Price Ranges	58	52	- 10.0%

Single-Family Homes

4-2017	4-2018	Change
62	54	- 13.7%
39	36	- 6.4%
45	37	- 18.4%
65	55	- 16.3%
85	83	- 1.9%
58	53	- 9.3%

Condos

4-2017	4-2018	Change
42	26	- 37.1%
32	27	- 14.0%
57	46	- 19.4%
67	53	- 20.9%
82	100	+ 22.1%
50	46	- 9.0%

By Bedroom Count

4-2017	4-2018	Change
51	44	- 13.9%
49	44	- 9.9%
73	66	- 9.8%
58	52	- 10.0%

4-2017	4-2018	Change
53	49	- 8.1%
48	43	- 9.8%
74	66	- 9.9%
58	53	- 9.3%

4-2017	4-2018	Change
45	36	- 19.1%
56	53	- 4.0%
56	59	+ 5.1%
50	46	- 9.0%

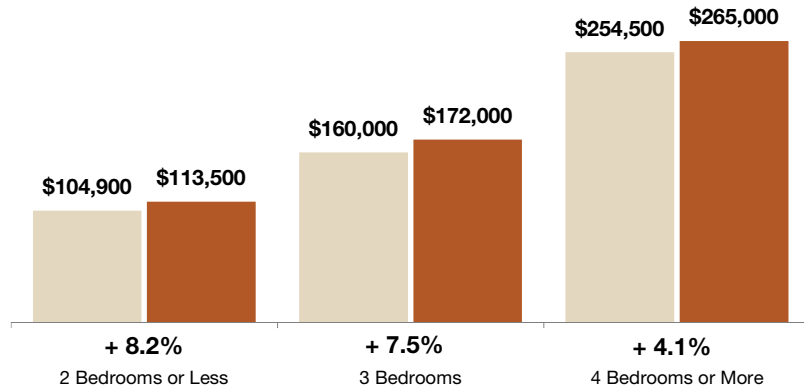
Median Sales Price

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



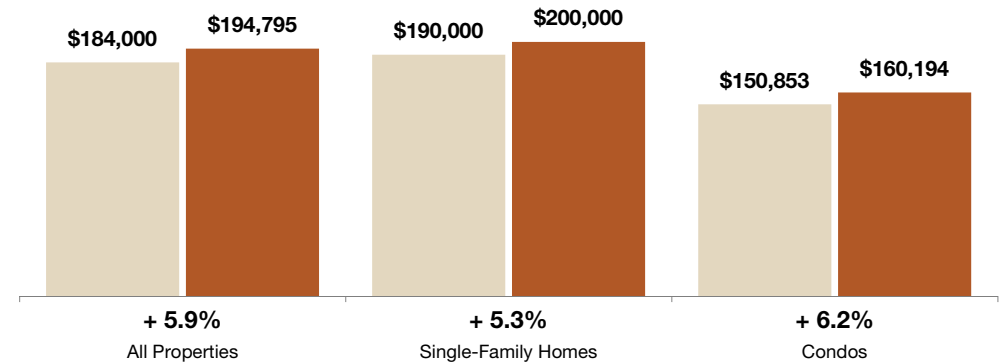
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Bedroom Count

	4-2017	4-2018	Change
2 Bedrooms or Less	\$104,900	\$113,500	+ 8.2%
3 Bedrooms	\$160,000	\$172,000	+ 7.5%
4 Bedrooms or More	\$254,500	\$265,000	+ 4.1%
All Bedroom Counts	\$184,000	\$194,795	+ 5.9%

Single-Family Homes

	4-2017	4-2018	Change	4-2017	4-2018	Change
	\$93,500	\$100,000	+ 7.0%	\$124,900	\$130,000	+ 4.1%
	\$163,380	\$174,500	+ 6.8%	\$165,000	\$175,015	+ 6.1%
	\$255,000	\$267,090	+ 4.7%	\$178,045	\$253,750	+ 42.5%
All	\$190,000	\$200,000	+ 5.3%	\$150,853	\$160,194	+ 6.2%

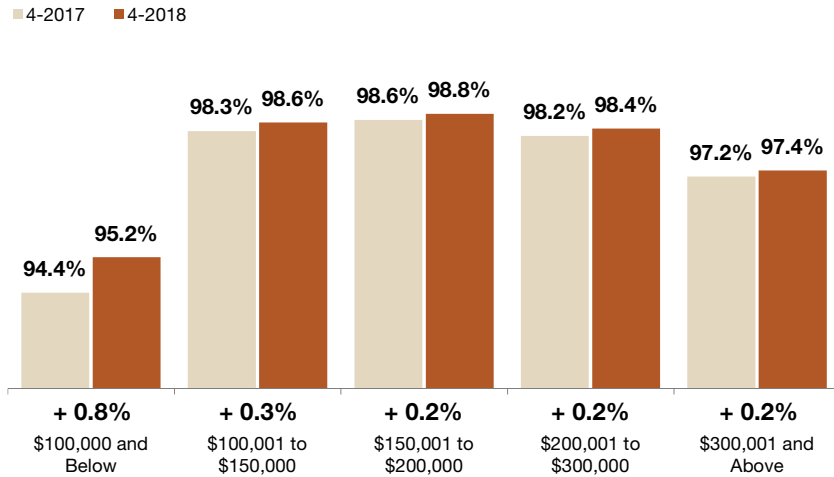
Condos

Percent of List Price Received

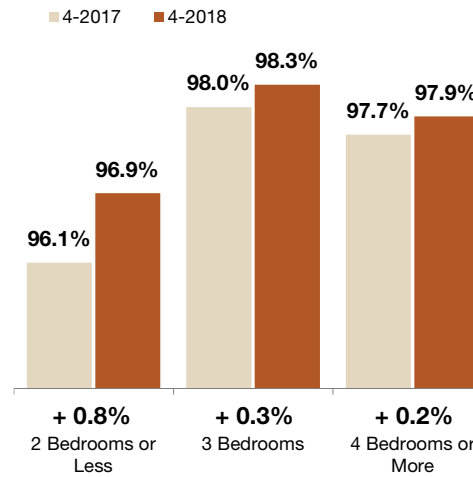
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



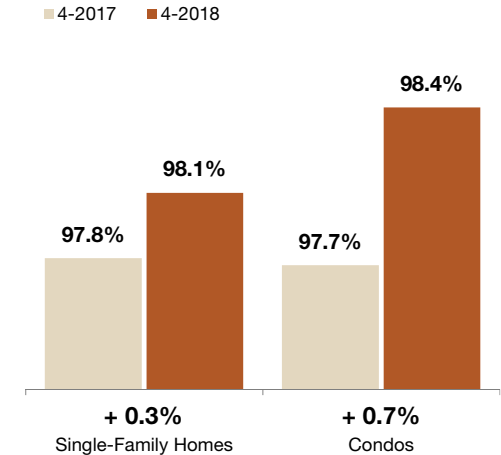
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	94.4%	95.2%	+ 0.8%
\$100,001 to \$150,000	98.3%	98.6%	+ 0.3%
\$150,001 to \$200,000	98.6%	98.8%	+ 0.2%
\$200,001 to \$300,000	98.2%	98.4%	+ 0.2%
\$300,001 and Above	97.2%	97.4%	+ 0.2%
All Price Ranges	97.7%	98.0%	+ 0.3%

Single-Family Homes

4-2017	4-2018	Change
94.4%	95.2%	+ 0.8%
98.5%	98.7%	+ 0.2%
98.6%	98.8%	+ 0.2%
98.2%	98.4%	+ 0.2%
97.1%	97.2%	+ 0.1%
97.8%	98.1%	+ 0.3%

Condos

4-2017	4-2018	Change
95.6%	97.2%	+ 1.7%
98.1%	98.3%	+ 0.2%
98.3%	98.3%	0.0%
98.2%	98.1%	- 0.1%
98.7%	100.5%	+ 1.8%
97.7%	98.4%	+ 0.7%

By Bedroom Count

4-2017	4-2018	Change
96.1%	96.9%	+ 0.8%
98.0%	98.3%	+ 0.3%
97.7%	97.9%	+ 0.2%
97.7%	98.0%	+ 0.3%

4-2017	4-2018	Change
95.6%	96.6%	+ 1.0%
98.1%	98.4%	+ 0.3%
97.7%	97.9%	+ 0.2%
97.8%	98.1%	+ 0.3%

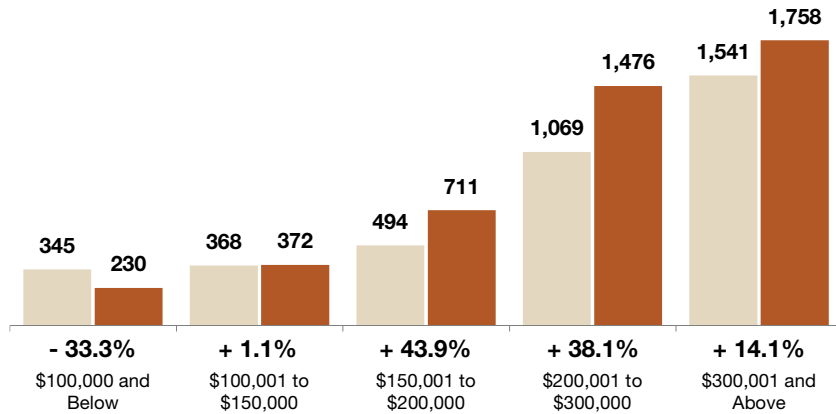
Inventory of Homes for Sale

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



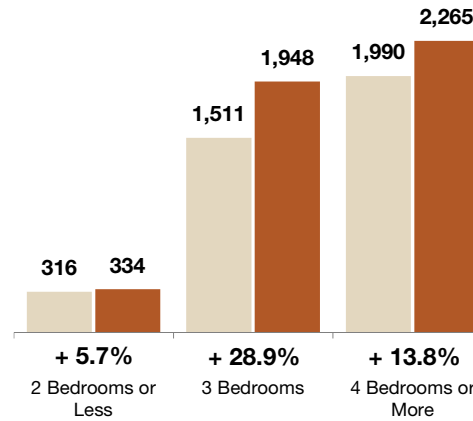
By Price Range

■ 4-2017 ■ 4-2018



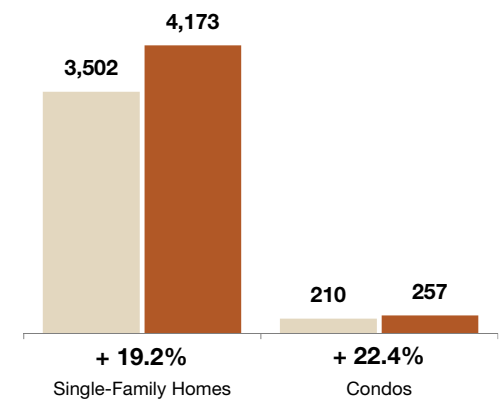
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	345	230	- 33.3%
\$100,001 to \$150,000	368	372	+ 1.1%
\$150,001 to \$200,000	494	711	+ 43.9%
\$200,001 to \$300,000	1,069	1,476	+ 38.1%
\$300,001 and Above	1,541	1,758	+ 14.1%
All Price Ranges	3,817	4,547	+ 19.1%

Single-Family Homes

4-2017	4-2018	Change
246	172	- 30.1%
324	296	- 8.6%
444	620	+ 39.6%
1,020	1,404	+ 37.6%
1,468	1,681	+ 14.5%
3,502	4,173	+ 19.2%

Condos

4-2017	4-2018	Change
30	11	- 63.3%
26	45	+ 73.1%
39	75	+ 92.3%
47	57	+ 21.3%
68	69	+ 1.5%
210	257	+ 22.4%

By Bedroom Count

4-2017	4-2018	Change
316	334	+ 5.7%
1,511	1,948	+ 28.9%
1,990	2,265	+ 13.8%
3,817	4,547	+ 19.1%

4-2017	4-2018	Change
224	223	- 0.4%
1,326	1,734	+ 30.8%
1,952	2,216	+ 13.5%
3,502	4,173	+ 19.2%

4-2017	4-2018	Change
72	85	+ 18.1%
126	149	+ 18.3%
12	23	+ 91.7%
210	257	+ 22.4%

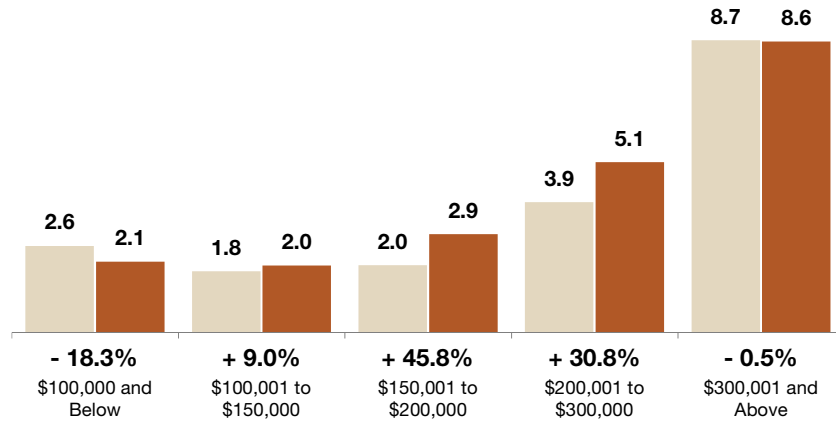
Months Supply of Inventory

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.**



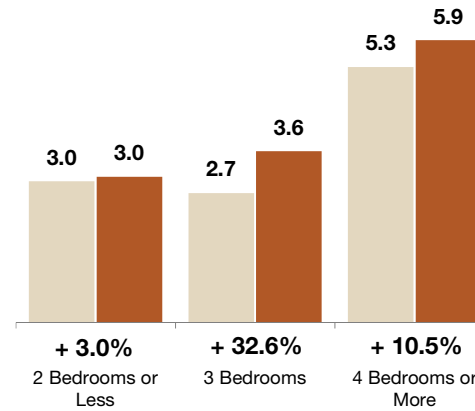
By Price Range

■ 4-2017 ■ 4-2018



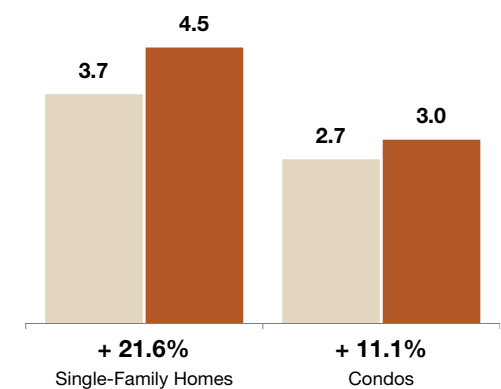
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	2.6	2.1	- 18.3%
\$100,001 to \$150,000	1.8	2.0	+ 9.0%
\$150,001 to \$200,000	2.0	2.9	+ 45.8%
\$200,001 to \$300,000	3.9	5.1	+ 30.8%
\$300,001 and Above	8.7	8.6	- 0.5%
All Price Ranges	3.7	4.4	+ 18.9%

Single-Family Homes

4-2017	4-2018	Change
2.5	2.2	- 9.2%
1.8	1.9	+ 2.6%
1.9	2.8	+ 44.8%
3.9	5.1	+ 29.9%
8.7	8.7	- 0.0%
3.7	4.5	+ 21.6%

Condos

4-2017	4-2018	Change
2.2	0.9	- 60.0%
1.1	1.8	+ 55.4%
2.2	3.4	+ 50.7%
3.2	4.1	+ 26.4%
7.2	6.2	- 13.7%
2.7	3.0	+ 11.1%

By Bedroom Count

4-2017	4-2018	Change
3.0	3.0	+ 3.0%
2.7	3.6	+ 32.6%
5.3	5.9	+ 10.5%
3.7	4.4	+ 18.9%

4-2017	4-2018	Change
3.2	3.3	+ 1.2%
2.6	3.6	+ 36.2%
5.4	5.9	+ 10.1%
3.7	4.5	+ 21.6%