

Monthly Indicators



June 2019

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

New Listings were up 4.1 percent to 1,824. Pending Sales decreased 58.2 percent to 528. Inventory grew 26.3 percent to 4,993 units.

Prices moved higher as Median Sales Price was up 3.8 percent to \$220,000. Days on Market increased 11.6 percent to 48 days. Months Supply of Inventory was up 34.3 percent to 4.7 months, indicating that supply increased relative to demand.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

Quick Facts

+ 1.2% **+ 3.8%** **+ 34.3%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply
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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.



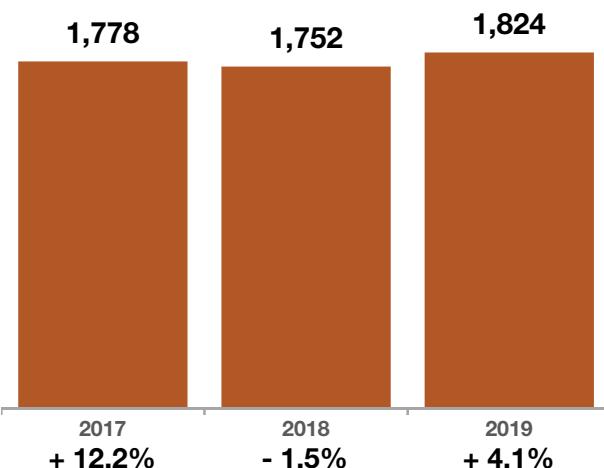
Key Metrics	Historical Sparkbars			06-2018	06-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	06-2017	06-2018	06-2019						
New Listings				1,752	1,824	+ 4.1%	10,016	10,336	+ 3.2%
Pending Sales				1,264	528	- 58.2%	7,505	6,809	- 9.3%
Closed Sales				1,373	1,390	+ 1.2%	6,837	6,997	+ 2.3%
Days on Market				43	48	+ 11.6%	54	55	+ 1.9%
Median Sales Price				\$212,000	\$220,000	+ 3.8%	\$203,500	\$215,000	+ 5.7%
Average Sales Price				\$249,249	\$262,569	+ 5.3%	\$239,407	\$248,720	+ 3.9%
Pct. of List Price Received				98.6%	98.4%	- 0.2%	98.1%	98.1%	0.0%
Housing Affordability Index				112	108	- 3.6%	116	110	- 5.2%
Inventory of Homes for Sale				3,953	4,993	+ 26.3%	--	--	--
Months Supply of Inventory				3.5	4.7	+ 34.3%	--	--	--

New Listings

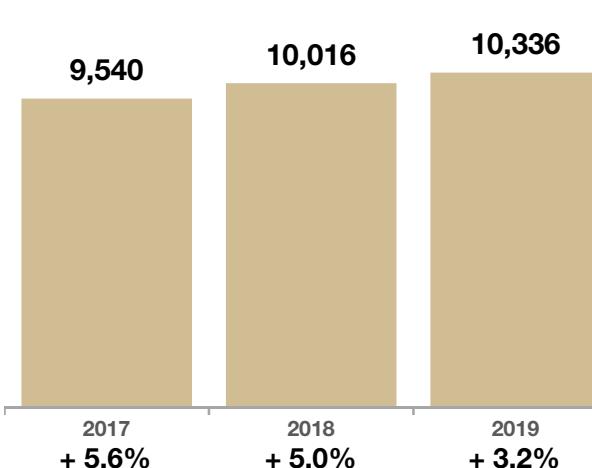
A count of the properties that have been newly listed on the market in a given month.



June



Year to Date



	New Listings	Prior Year	Percent Change
July 2018	1,633	1,571	+3.9%
August 2018	1,715	1,641	+4.5%
September 2018	1,494	1,363	+9.6%
October 2018	1,543	1,504	+2.6%
November 2018	1,208	1,290	-6.4%
December 2018	871	872	-0.1%
January 2019	1,458	1,343	+8.6%
February 2019	1,470	1,370	+7.3%
March 2019	1,725	1,831	-5.8%
April 2019	1,849	1,876	-1.4%
May 2019	2,010	1,844	+9.0%
June 2019	1,824	1,752	+4.1%
12-Month Avg	1,567	1,521	+3.0%

Historical New Listings by Month

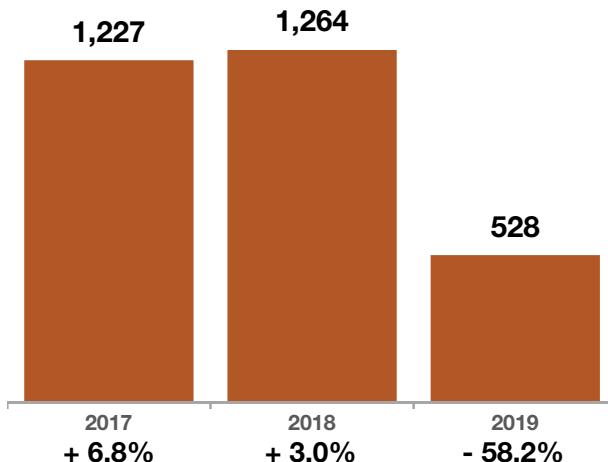


Pending Sales

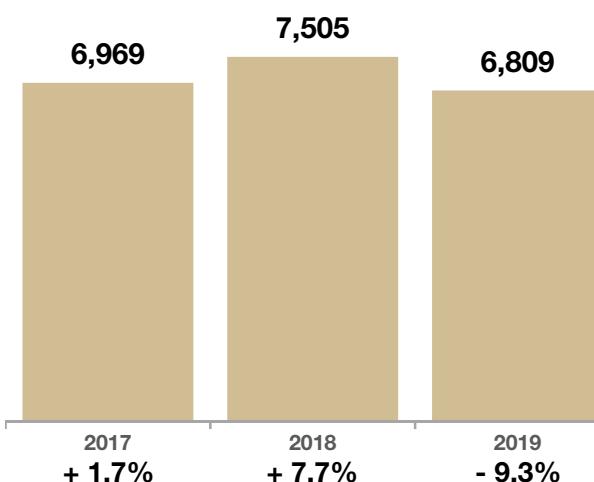
A count of the properties on which offers have been accepted in a given month.



June



Year to Date



Pending Sales	Prior Year	Percent Change
July 2018	1,222	1,171 +4.4%
August 2018	1,168	1,201 -2.7%
September 2018	1,009	991 +1.8%
October 2018	1,104	1,039 +6.3%
November 2018	899	950 -5.4%
December 2018	626	748 -16.3%
January 2019	1,123	1,043 +7.7%
February 2019	1,155	1,110 +4.1%
March 2019	1,425	1,384 +3.0%
April 2019	1,325	1,364 -2.9%
May 2019	1,253	1,340 -6.5%
June 2019	528	1,264 -58.2%
12-Month Avg	1,070	1,134 -5.6%

Historical Pending Sales by Month

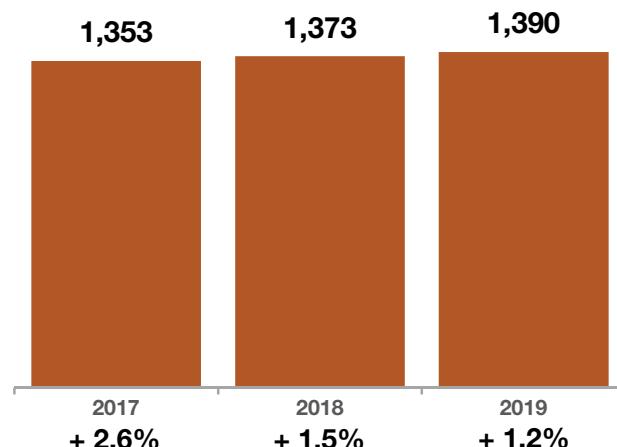


Closed Sales

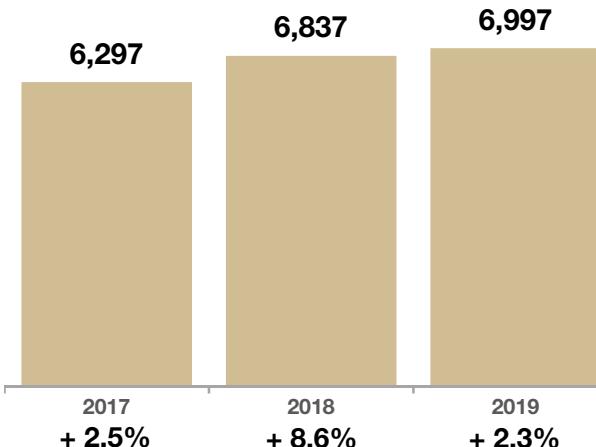
A count of the actual sales that closed in a given month.



June



Year to Date



	Closed Sales	Prior Year	Percent Change
July 2018	1,284	1,232	+4.2%
August 2018	1,359	1,256	+8.2%
September 2018	1,056	1,128	-6.4%
October 2018	1,097	1,005	+9.2%
November 2018	1,065	990	+7.6%
December 2018	992	1,070	-7.3%
January 2019	657	814	-19.3%
February 2019	987	875	+12.8%
March 2019	1,214	1,212	+0.2%
April 2019	1,282	1,154	+11.1%
May 2019	1,467	1,409	+4.1%
June 2019	1,390	1,373	+1.2%
12-Month Avg	1,154	1,127	+2.5%

Historical Closed Sales by Month

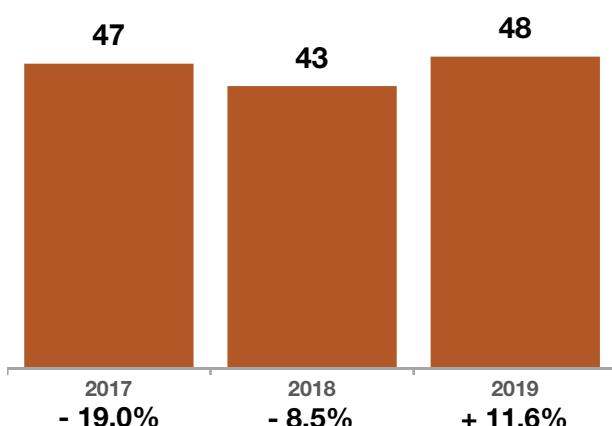


Days on Market Until Sale

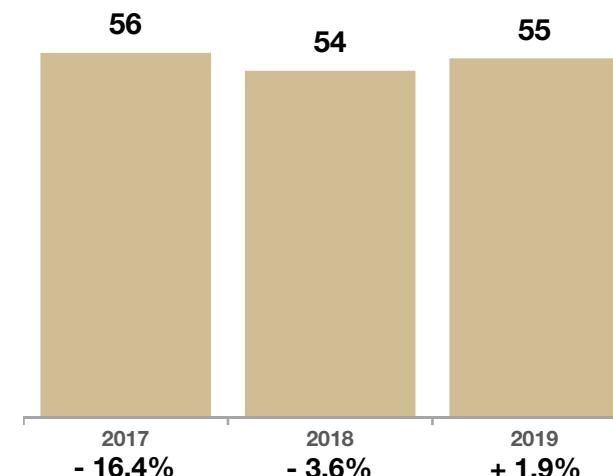
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



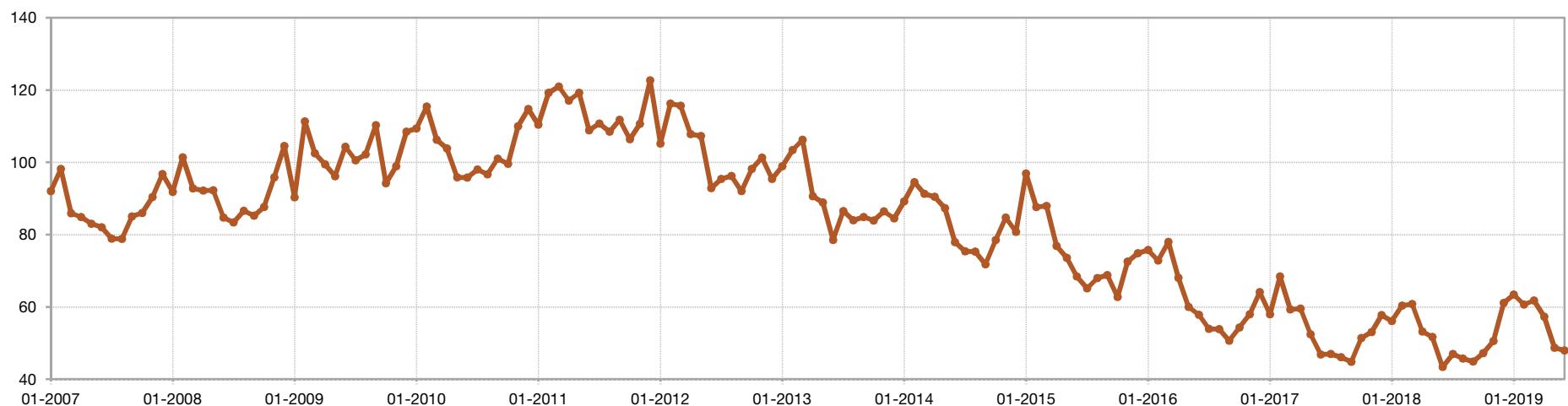
Year to Date



Days on Market	Prior Year	Percent Change
July 2018	47	47
August 2018	46	46
September 2018	45	45
October 2018	47	51
November 2018	51	53
December 2018	61	58
January 2019	63	56
February 2019	61	60
March 2019	62	61
April 2019	57	53
May 2019	49	52
June 2019	48	43
12-Month Avg*	52	52

* Average Days on Market of all properties from July 2018 through June 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

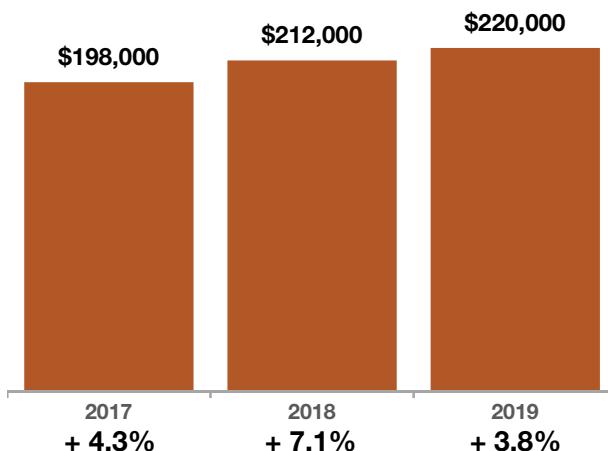


Median Sales Price

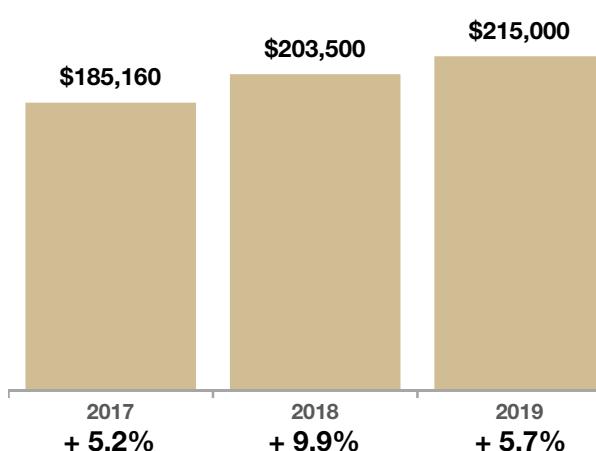
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2018	\$217,000	\$195,000	+11.3%
August 2018	\$202,000	\$194,000	+4.1%
September 2018	\$207,745	\$190,000	+9.3%
October 2018	\$206,500	\$191,000	+8.1%
November 2018	\$200,000	\$189,000	+5.8%
December 2018	\$209,450	\$191,000	+9.7%
January 2019	\$210,000	\$191,000	+9.9%
February 2019	\$200,000	\$195,000	+2.6%
March 2019	\$209,000	\$203,250	+2.8%
April 2019	\$216,545	\$200,000	+8.3%
May 2019	\$220,000	\$208,000	+5.8%
June 2019	\$220,000	\$212,000	+3.8%
12-Month Med*	\$210,115	\$198,000	+6.1%

* Median Sales Price of all properties from July 2018 through June 2019. This is not the median of the individual figures above.

Historical Median Sales Price by Month

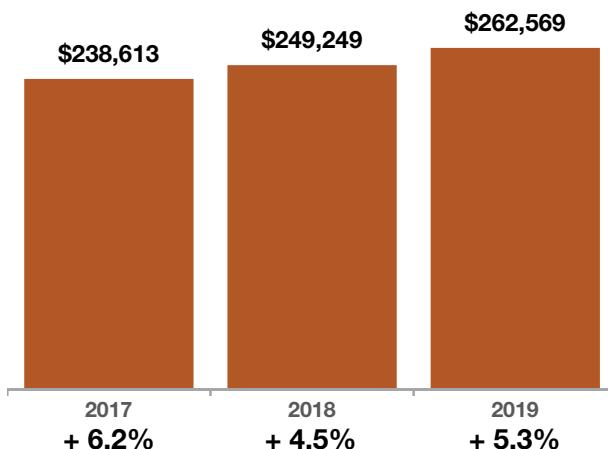


Average Sales Price

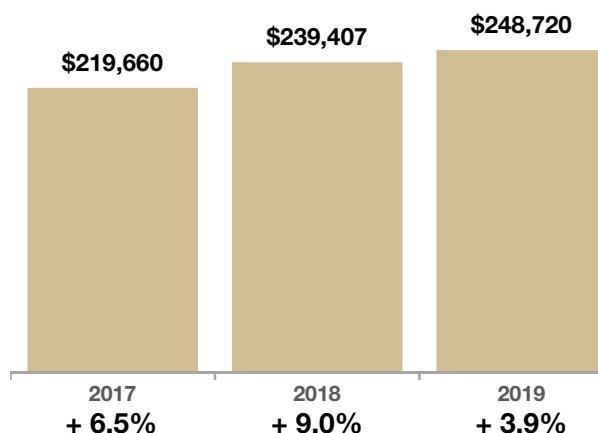
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



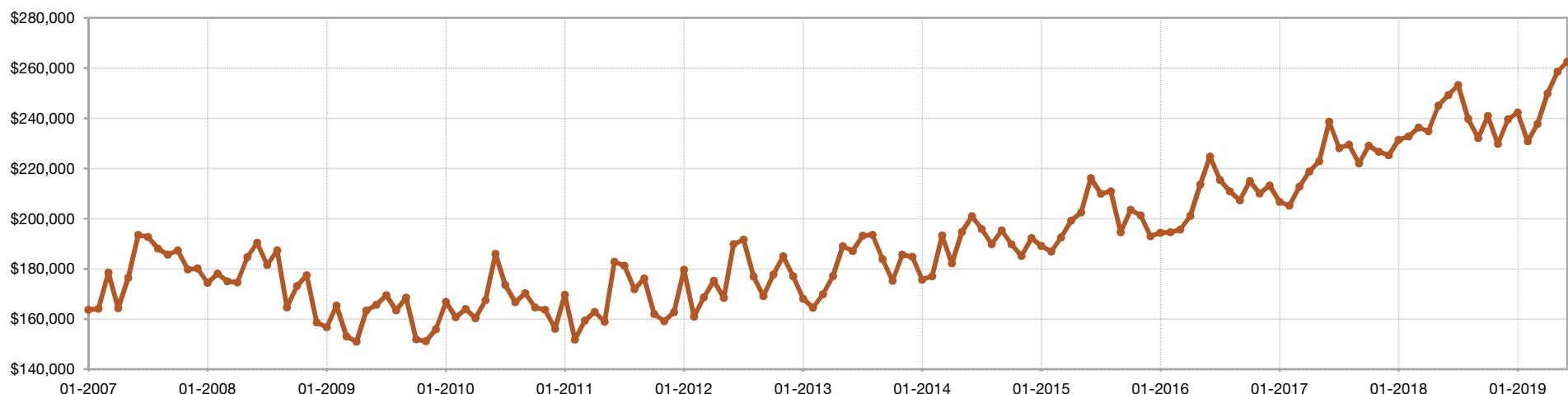
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2018	\$253,236	\$228,157	+11.0%
August 2018	\$239,792	\$229,463	+4.5%
September 2018	\$232,137	\$222,032	+4.6%
October 2018	\$240,895	\$229,099	+5.1%
November 2018	\$229,749	\$226,593	+1.4%
December 2018	\$239,581	\$225,273	+6.4%
January 2019	\$242,338	\$231,360	+4.7%
February 2019	\$230,816	\$232,740	-0.8%
March 2019	\$237,812	\$236,314	+0.6%
April 2019	\$249,852	\$234,787	+6.4%
May 2019	\$258,546	\$245,048	+5.5%
June 2019	\$262,569	\$249,249	+5.3%
12-Month Avg*	\$243,110	\$232,510	+4.6%

* Avg. Sales Price of all properties from July 2018 through June 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

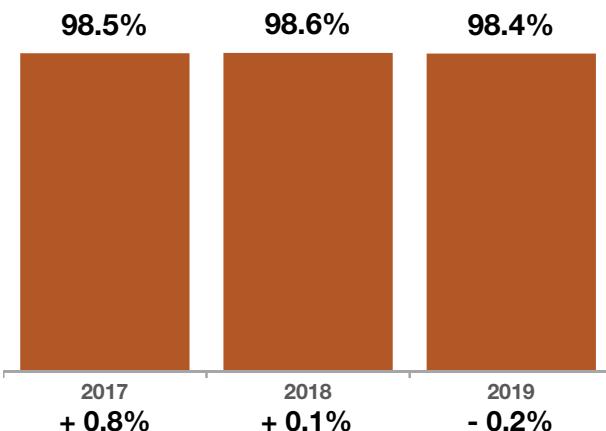


Percent of List Price Received

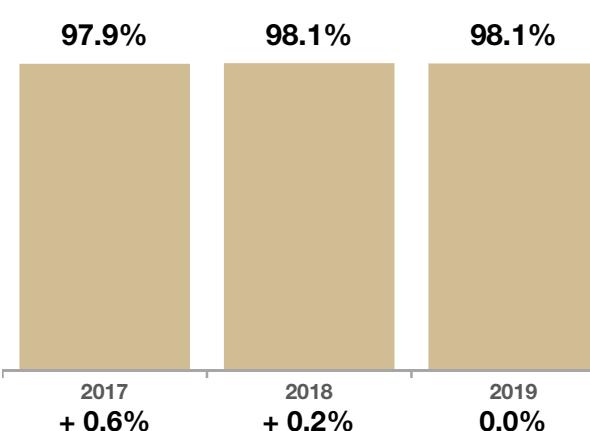
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
July 2018	98.4%	97.8%	+0.6%
August 2018	98.2%	98.0%	+0.2%
September 2018	98.3%	97.8%	+0.5%
October 2018	97.8%	97.7%	+0.1%
November 2018	98.0%	97.8%	+0.2%
December 2018	97.7%	97.9%	-0.2%
January 2019	97.3%	97.6%	-0.3%
February 2019	97.6%	98.1%	-0.5%
March 2019	98.2%	98.1%	+0.1%
April 2019	98.2%	98.2%	0.0%
May 2019	98.2%	98.1%	+0.1%
June 2019	98.4%	98.6%	-0.2%
12-Month Avg*	98.1%	98.0%	+0.1%

* Average Pct. of List Price Received for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

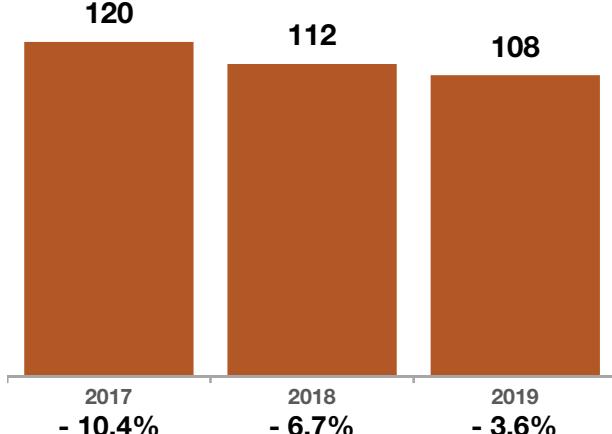


Housing Affordability Index

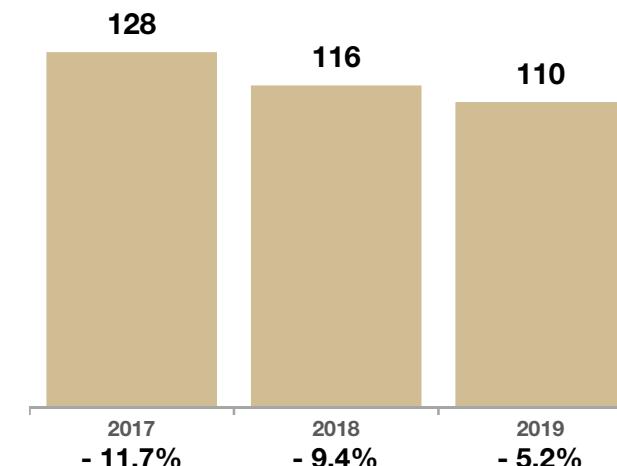
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June



Year to Date



Affordability Index	Prior Year	Percent Change
July 2018	109	121 -9.9%
August 2018	117	122 -4.1%
September 2018	114	125 -8.8%
October 2018	115	124 -7.3%
November 2018	118	125 -5.6%
December 2018	113	124 -8.9%
January 2019	113	124 -8.9%
February 2019	118	121 -2.5%
March 2019	113	117 -3.4%
April 2019	109	118 -7.6%
May 2019	108	114 -5.3%
June 2019	108	112 -3.6%
12-Month Avg	113	121 -6.4%

Historical Housing Affordability Index by Month

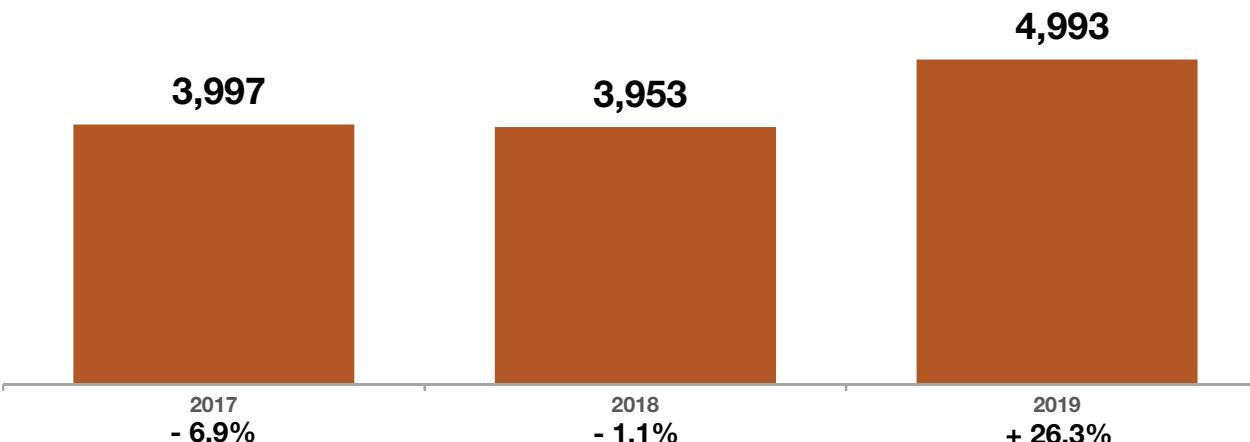


Inventory of Homes for Sale

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 2018	3,900	4,023	-3.1%
August 2018	4,000	4,043	-1.1%
September 2018	4,039	3,978	+1.5%
October 2018	4,035	3,967	+1.7%
November 2018	3,925	3,833	+2.4%
December 2018	3,744	3,565	+5.0%
January 2019	3,685	3,476	+6.0%
February 2019	3,707	3,431	+8.0%
March 2019	3,703	3,521	+5.2%
April 2019	3,865	3,693	+4.7%
May 2019	4,179	3,864	+8.2%
June 2019	4,993	3,953	+26.3%
12-Month Avg*	3,981	3,909	+1.9%

* Homes for Sale for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

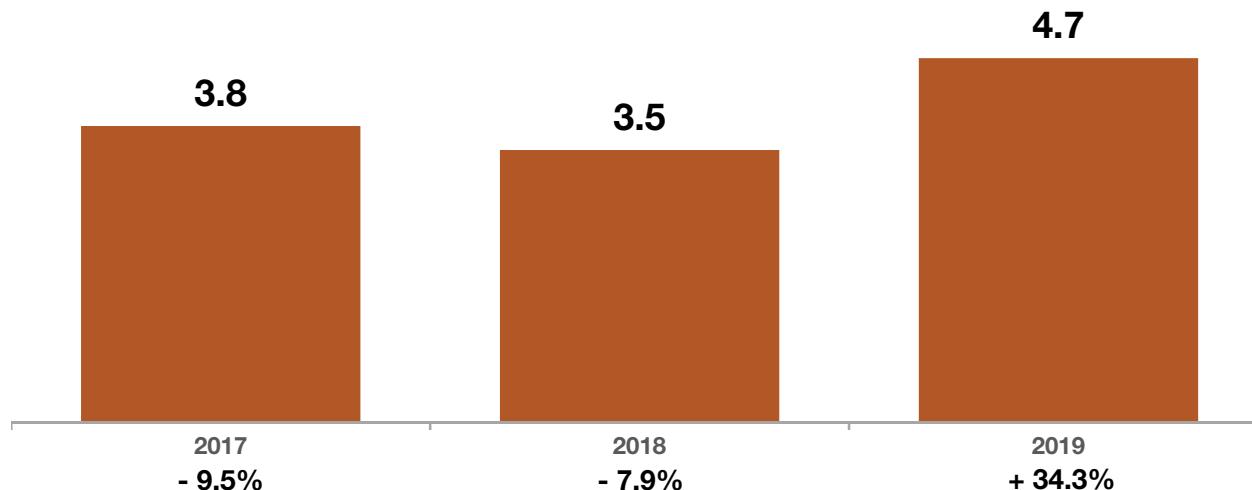


Months Supply of Inventory

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.



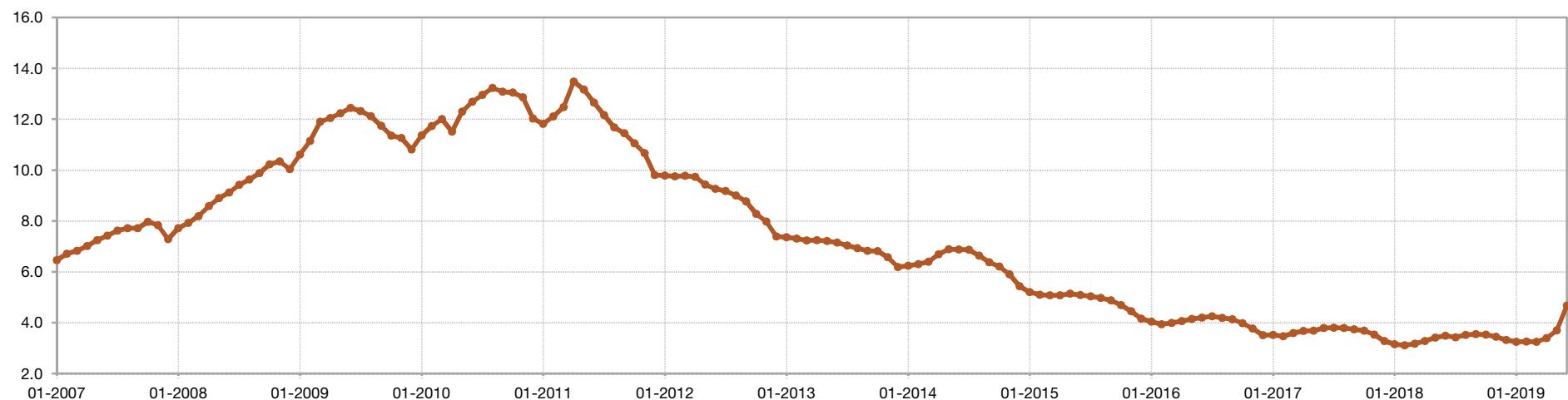
June



	Months Supply	Prior Year	Percent Change
July 2018	3.4	3.8	-10.5%
August 2018	3.5	3.8	-7.9%
September 2018	3.6	3.7	-2.7%
October 2018	3.5	3.7	-5.4%
November 2018	3.4	3.5	-2.9%
December 2018	3.3	3.3	0.0%
January 2019	3.2	3.2	0.0%
February 2019	3.3	3.1	+6.5%
March 2019	3.2	3.2	0.0%
April 2019	3.4	3.3	+3.0%
May 2019	3.7	3.4	+8.8%
June 2019	4.7	3.5	+34.3%
12-Month Avg*	3.5	3.5	0.0%

* Months Supply for all properties from July 2018 through June 2019. 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 2019

After several years of declining inventory and supply, more and more housing markets are beginning to find their way toward a state of balance in terms of available listings. There is still work to be done, but the situation is not as dire as it once was. For the 12-month period spanning July 2018 through June 2019, Closed Sales in the Greater Greenville region were up 2.5 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 18.4 percent.

The overall Median Sales Price was up 6.1 percent to \$210,115. The property type with the largest price gain was the Condos segment, where prices increased 10.2 percent to \$175,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 33 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 73 days.

Market-wide, inventory levels were up 26.3 percent. The property type that gained the most inventory was the Condos segment, where it increased 85.5 percent. That amounts to 4.6 months supply for Single-Family homes and 5.2 months supply for Condos.

Quick Facts

+ 18.4%

+ 3.6%

+ 3.5%

Price Range With the Strongest Sales:

\$200,001 to \$300,000

Bedroom Count With Strongest Sales:

4 Bedrooms or More

Property Type With Strongest Sales:

Single-Family

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

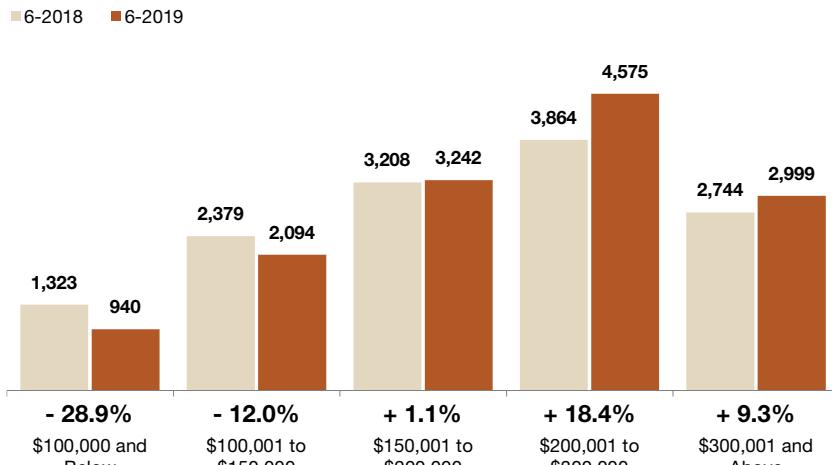


Closed Sales

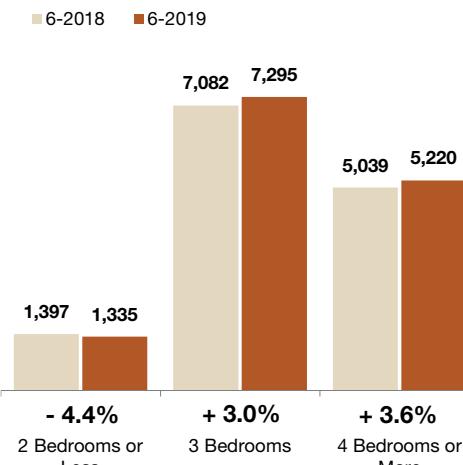
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



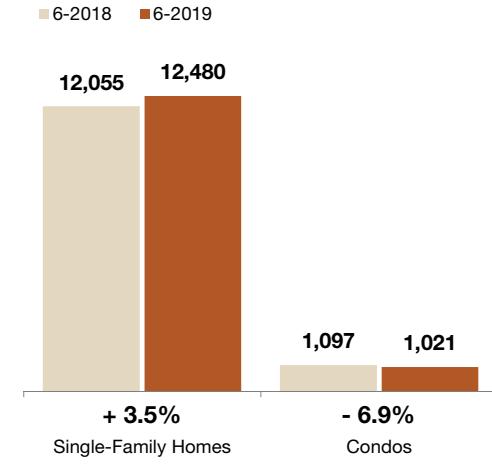
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	1,323	940	- 28.9%
\$100,001 to \$150,000	2,379	2,094	- 12.0%
\$150,001 to \$200,000	3,208	3,242	+ 1.1%
\$200,001 to \$300,000	3,864	4,575	+ 18.4%
\$300,001 and Above	2,744	2,999	+ 9.3%
All Price Ranges	13,518	13,850	+ 2.5%

Single-Family Homes

	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	923	683	- 26.0%	146	76	- 47.9%
6-2019	1,952	1,704	- 12.7%	340	277	- 18.5%
Change	2,904	2,903	- 0.0%	290	311	+ 7.2%
6-2018	3,687	4,329	+ 17.4%	167	227	+ 35.9%
6-2019	2,589	2,861	+ 10.5%	154	130	- 15.6%
6-2018	12,055	12,480	+ 3.5%	1,097	1,021	- 6.9%

Condos

By Bedroom Count	6-2018	6-2019	Change
2 Bedrooms or Less	1,397	1,335	- 4.4%
3 Bedrooms	7,082	7,295	+ 3.0%
4 Bedrooms or More	5,039	5,220	+ 3.6%
All Bedroom Counts	13,518	13,850	+ 2.5%

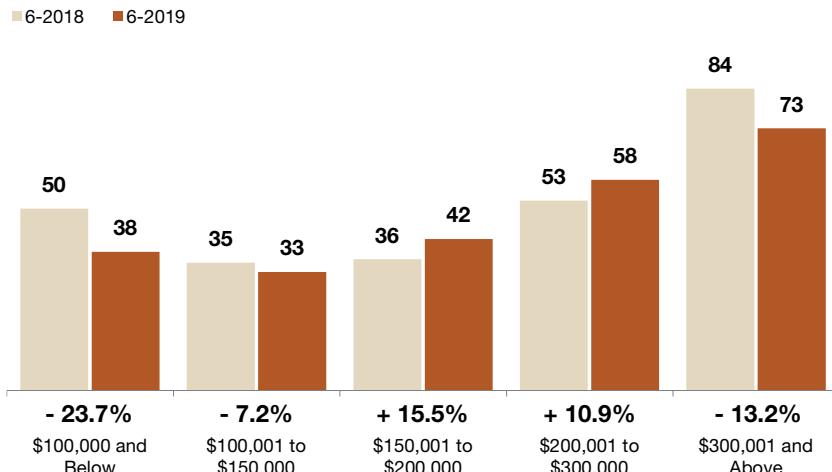
	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	864	868	+ 0.5%	496	429	- 13.5%
6-2019	6,295	6,526	+ 3.7%	550	548	- 0.4%
Change	4,896	5,086	+ 3.9%	51	44	- 13.7%
6-2018	12,055	12,480	+ 3.5%	1,097	1,021	- 6.9%

Days on Market Until Sale

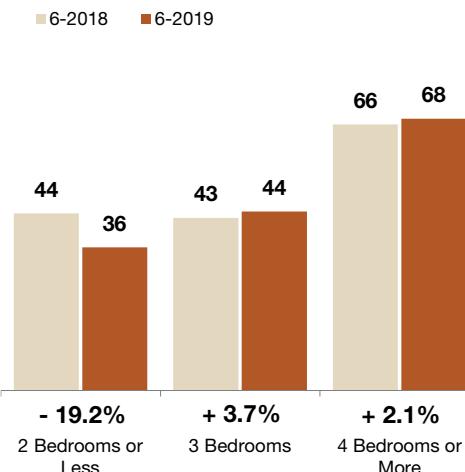
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



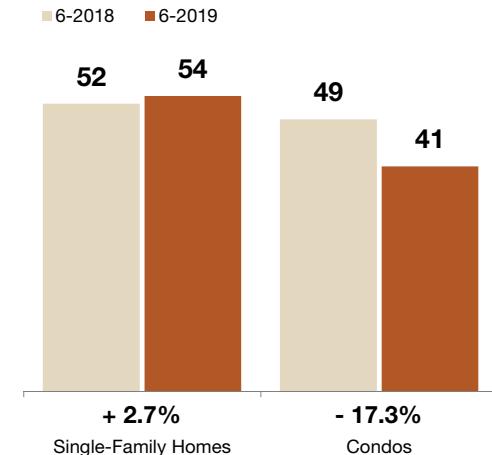
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	50	38	- 23.7%
\$100,001 to \$150,000	35	33	- 7.2%
\$150,001 to \$200,000	36	42	+ 15.5%
\$200,001 to \$300,000	53	58	+ 10.9%
\$300,001 and Above	84	73	- 13.2%
All Price Ranges	52	52	+ 1.2%

Single-Family Homes

	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	55	40	- 26.4%	44	25	- 44.3%
6-2019	36	34	- 6.0%	28	23	- 19.5%
Change	35	41	+ 17.3%	45	47	+ 4.1%
6-2018	52	59	+ 12.5%	57	48	- 15.6%
6-2019	83	73	- 11.5%	102	63	- 37.7%
Change	52	54	+ 2.7%	49	41	- 17.3%

By Bedroom Count

By Bedroom Count	6-2018	6-2019	Change
2 Bedrooms or Less	44	36	- 19.2%
3 Bedrooms	43	44	+ 3.7%
4 Bedrooms or More	66	68	+ 2.1%
All Bedroom Counts	52	52	+ 1.2%

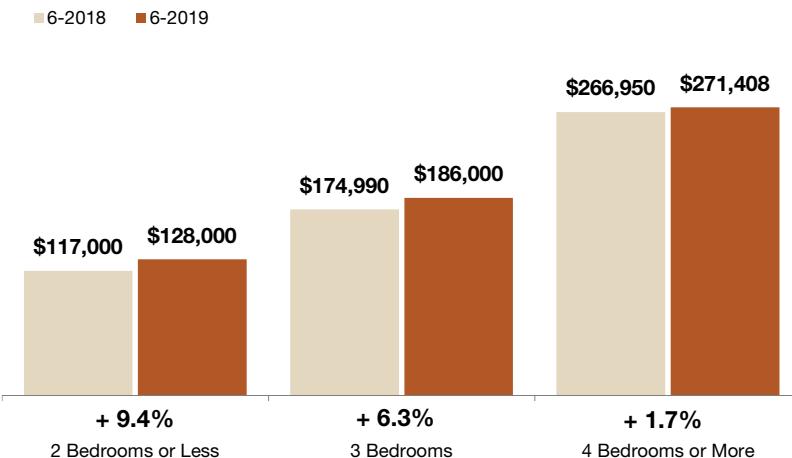
	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	46	37	- 19.7%	40	30	- 24.8%
6-2019	42	44	+ 6.2%	56	47	- 16.2%
Change	66	68	+ 2.3%	62	65	+ 4.7%
6-2018	52	54	+ 2.7%	49	41	- 17.3%

Median Sales Price

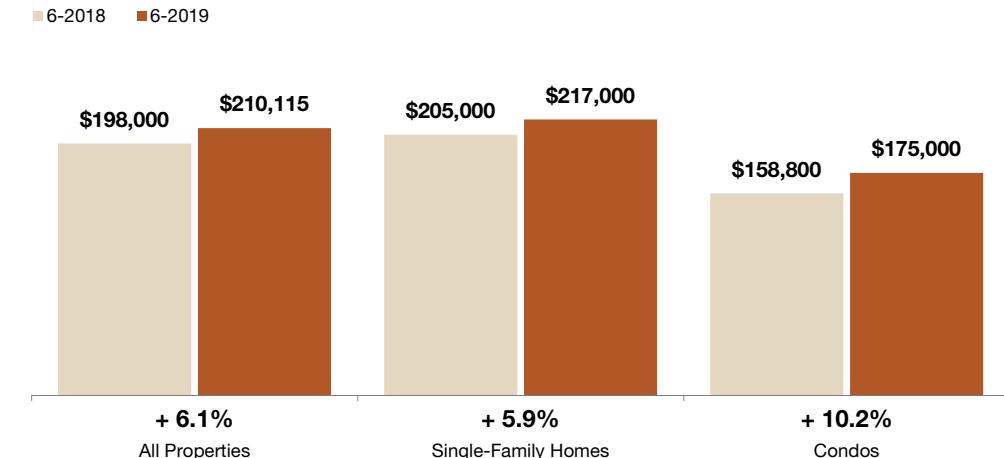
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count

	6-2018	6-2019	Change
2 Bedrooms or Less	\$117,000	\$128,000	+ 9.4%
3 Bedrooms	\$174,990	\$186,000	+ 6.3%
4 Bedrooms or More	\$266,950	\$271,408	+ 1.7%
All Bedroom Counts	\$198,000	\$210,115	+ 6.1%

Single-Family Homes

	6-2018	6-2019	Change	6-2018	6-2019	Change
All Properties	\$198,000	\$210,115	+ 6.1%	\$106,000	\$120,000	+ 13.2%
Single-Family Homes	\$205,000	\$217,000	+ 5.9%	\$175,900	\$188,900	+ 7.4%
Condos	\$158,800	\$175,000	+ 10.2%	\$269,000	\$274,900	+ 2.2%

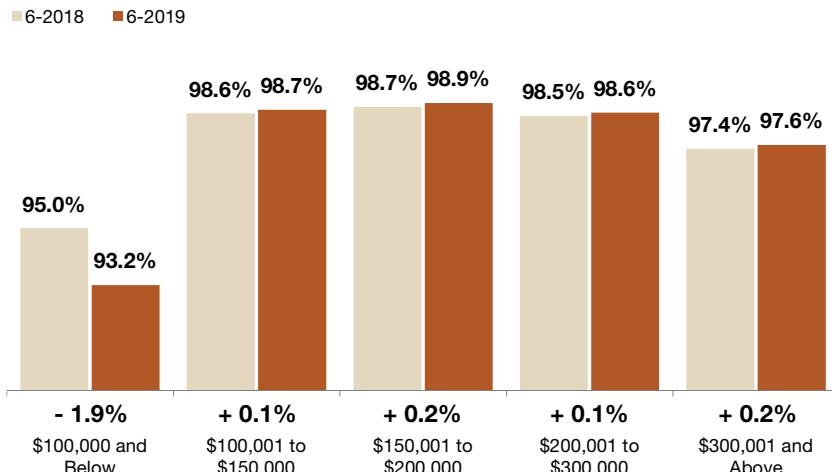
Condos

Percent of List Price Received

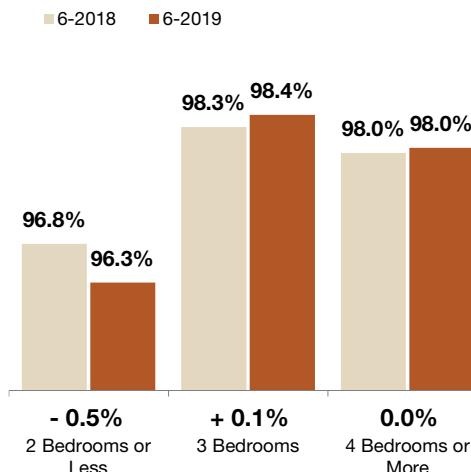
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



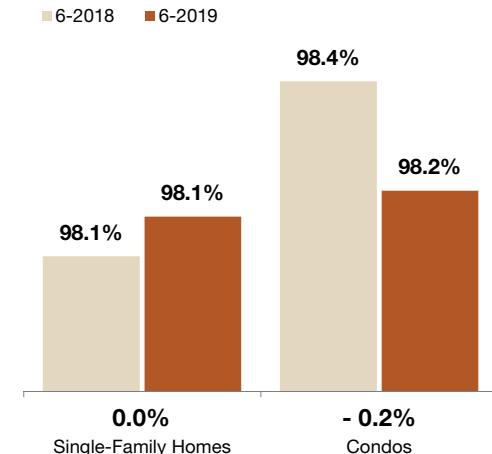
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	95.0%	93.2%	- 1.9%
\$100,001 to \$150,000	98.6%	98.7%	+ 0.1%
\$150,001 to \$200,000	98.7%	98.9%	+ 0.2%
\$200,001 to \$300,000	98.5%	98.6%	+ 0.1%
\$300,001 and Above	97.4%	97.6%	+ 0.2%
All Price Ranges	98.0%	98.1%	+ 0.1%

Single-Family Homes

	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	94.8%	92.5%	- 2.4%	96.7%	95.3%	- 1.4%
6-2019	98.6%	98.8%	+ 0.2%	98.5%	98.3%	- 0.2%
Change	98.8%	98.9%	+ 0.1%	98.4%	98.7%	+ 0.3%
6-2018	98.5%	98.6%	+ 0.1%	98.1%	98.4%	+ 0.3%
6-2019	97.3%	97.6%	+ 0.3%	100.1%	98.1%	- 2.0%
Change	98.1%	98.1%	0.0%	98.4%	98.2%	- 0.2%

Condos

By Bedroom Count	6-2018	6-2019	Change
2 Bedrooms or Less	96.8%	96.3%	- 0.5%
3 Bedrooms	98.3%	98.4%	+ 0.1%
4 Bedrooms or More	98.0%	98.0%	0.0%
All Bedroom Counts	98.0%	98.1%	+ 0.1%

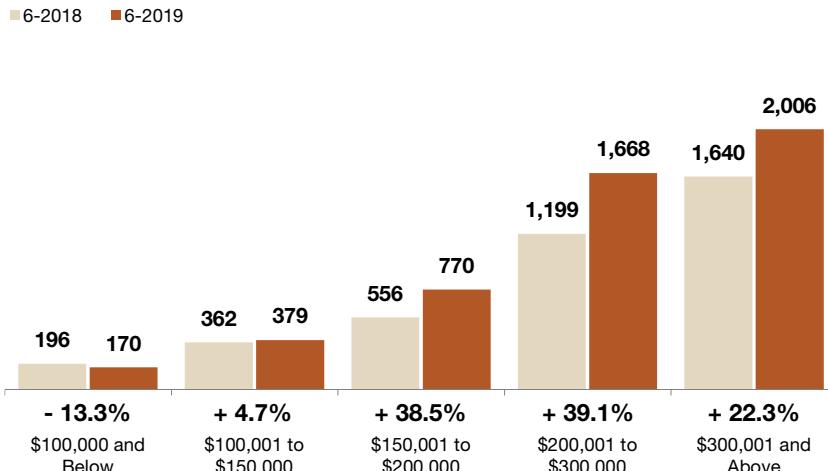
	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	96.5%	95.8%	- 0.7%	98.0%	97.9%	- 0.1%
6-2019	98.3%	98.5%	+ 0.2%	98.7%	98.5%	- 0.2%
Change	98.0%	98.1%	+ 0.1%	97.9%	96.5%	- 1.4%
6-2018	98.1%	98.1%	0.0%	98.4%	98.2%	- 0.2%

Inventory of Homes for Sale

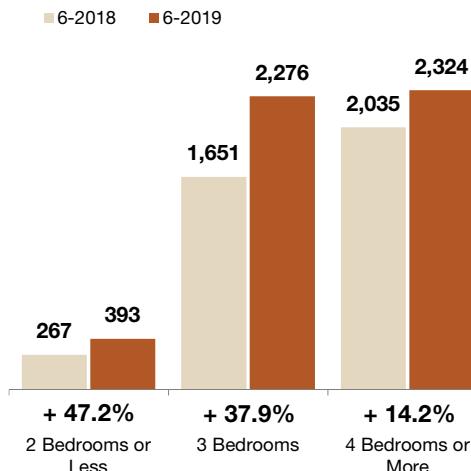
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



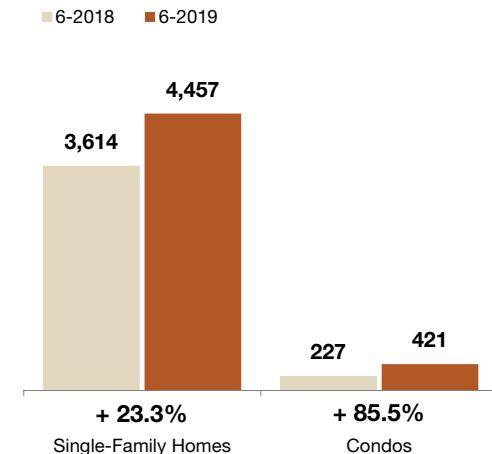
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	196	170	- 13.3%
\$100,001 to \$150,000	362	379	+ 4.7%
\$150,001 to \$200,000	556	770	+ 38.5%
\$200,001 to \$300,000	1,199	1,668	+ 39.1%
\$300,001 and Above	1,640	2,006	+ 22.3%
All Price Ranges	3,953	4,993	+ 26.3%

Single-Family Homes

	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	145	123	- 15.2%	7	12	+ 71.4%
6-2019	298	278	- 6.7%	30	59	+ 96.7%
Change	472	658	+ 39.4%	68	99	+ 45.6%
6-2018	1,135	1,529	+ 34.7%	54	125	+ 131.5%
6-2019	1,564	1,869	+ 19.5%	68	126	+ 85.3%
Change	3,614	4,457	+ 23.3%	227	421	+ 85.5%

Condos

By Bedroom Count	6-2018	6-2019	Change
2 Bedrooms or Less	267	393	+ 47.2%
3 Bedrooms	1,651	2,276	+ 37.9%
4 Bedrooms or More	2,035	2,324	+ 14.2%
All Bedroom Counts	3,953	4,993	+ 26.3%

	6-2018	6-2019	Change	6-2018	6-2019	Change
6-2018	170	250	+ 47.1%	69	120	+ 73.9%
6-2019	1,448	1,956	+ 35.1%	139	261	+ 87.8%
Change	1,996	2,251	+ 12.8%	19	40	+ 110.5%
6-2018	3,614	4,457	+ 23.3%	227	421	+ 85.5%

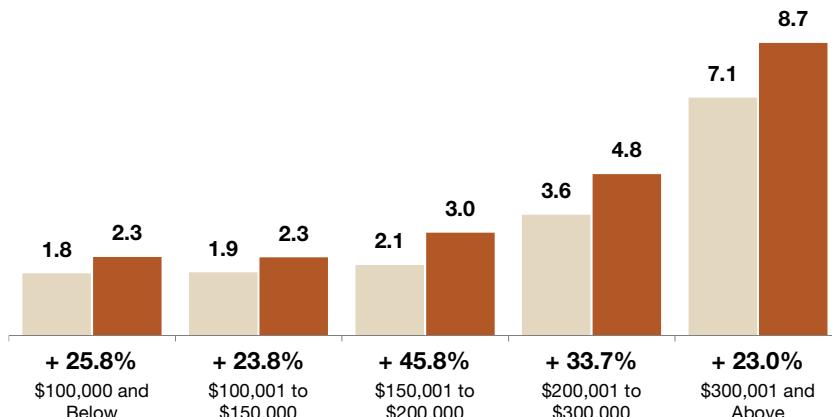
Months Supply of Inventory

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.



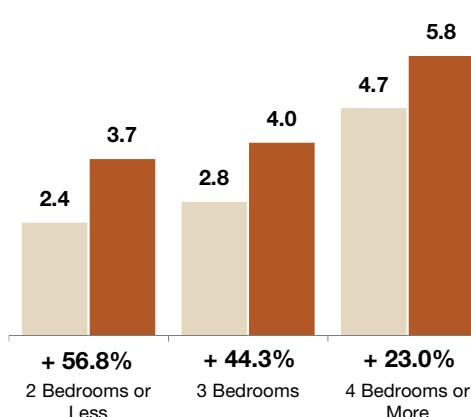
By Price Range

■ 6-2018 ■ 6-2019



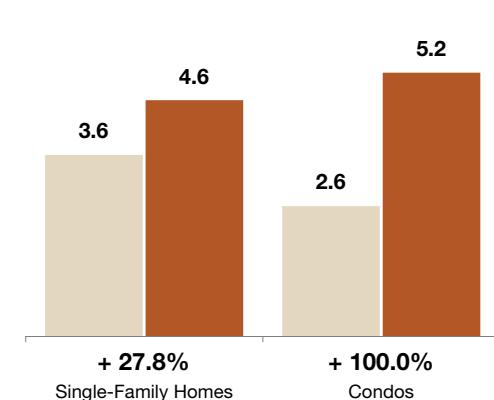
By Bedroom Count

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



All Properties

By Price Range

	6-2018	6-2019	Change
\$100,000 and Below	1.8	2.3	+ 25.8%
\$100,001 to \$150,000	1.9	2.3	+ 23.8%
\$150,001 to \$200,000	2.1	3.0	+ 45.8%
\$200,001 to \$300,000	3.6	4.8	+ 33.7%
\$300,001 and Above	7.1	8.7	+ 23.0%
All Price Ranges	3.5	4.7	+ 34.3%

Single-Family Homes

	6-2018	6-2019	Change	6-2018	6-2019	Change
2 Bedrooms or Less	1.9	2.3	+ 20.1%	0.6	2.1	+ 228.1%
3 Bedrooms	1.9	2.1	+ 11.1%	1.1	2.7	+ 150.3%
4 Bedrooms or More	2.0	2.9	+ 48.3%	2.7	4.0	+ 45.1%
All Price Ranges	3.5	4.6	+ 30.9%	3.7	6.9	+ 83.7%
6-2018	7.1	8.5	+ 20.4%	6.3	11.8	+ 88.2%
6-2019	3.6	4.6	+ 27.8%	2.6	5.2	+ 100.0%

Condos

By Bedroom Count

	6-2018	6-2019	Change
2 Bedrooms or Less	2.4	3.7	+ 56.8%
3 Bedrooms	2.8	4.0	+ 44.3%
4 Bedrooms or More	4.7	5.8	+ 23.0%
All Bedroom Counts	3.5	4.7	+ 34.3%

6-2018

	6-2018	6-2019	Change	6-2018	6-2019	Change
2 Bedrooms or Less	2.4	3.6	+ 51.3%	1.8	3.5	+ 98.4%
3 Bedrooms	2.7	3.9	+ 41.2%	3.1	6.0	+ 95.3%
4 Bedrooms or More	4.8	5.8	+ 21.3%	4.4	11.0	+ 150.9%
6-2019	3.6	4.6	+ 27.8%	2.6	5.2	+ 100.0%