

Monthly Indicators



April 2017

The employment landscape and wages have both improved over the last few years, allowing for more people to participate in the home-buying process. When the economy is in good working order, as it is now, it creates opportunities in residential real estate, and right now is a potentially lucrative time to sell a home. Houses that show well and are priced correctly have been selling quickly, often at higher prices than asking.

New Listings were down 8.1 percent to 1,575. Pending Sales decreased 60.9 percent to 511. Inventory grew 11.4 percent to 4,568 units.

Prices moved higher as Median Sales Price was up 11.1 percent to \$189,950. Days on Market decreased 13.2 percent to 59 days. Months Supply of Inventory was up 17.1 percent to 4.8 months, indicating that supply increased relative to demand.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

Quick Facts

- 4.7% **+ 11.1%** **+ 17.1%**

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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



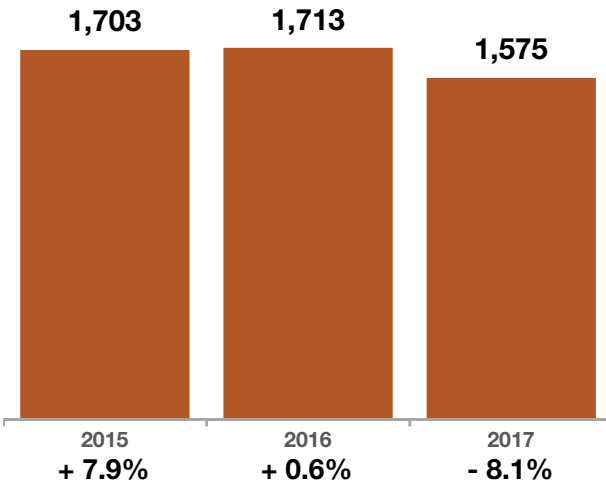
Key Metrics	Historical Sparkbars			04-2016	04-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	04-2015	04-2016	04-2017						
New Listings				1,713	1,575	- 8.1%	5,848	5,975	+ 2.2%
Pending Sales				1,306	511	- 60.9%	4,493	3,539	- 21.2%
Closed Sales				1,070	1,020	- 4.7%	3,590	3,675	+ 2.4%
Days on Market				68	59	- 13.2%	73	61	- 16.4%
Median Sales Price				\$171,000	\$189,950	+ 11.1%	\$169,900	\$180,000	+ 5.9%
Average Sales Price				\$201,051	\$218,257	+ 8.6%	\$196,791	\$211,356	+ 7.4%
Pct. of List Price Received				97.5%	98.0%	+ 0.5%	97.1%	97.7%	+ 0.6%
Housing Affordability Index				147	125	- 15.0%	148	132	- 10.8%
Inventory of Homes for Sale				4,099	4,568	+ 11.4%	--	--	--
Months Supply of Inventory				4.1	4.8	+ 17.1%	--	--	--

New Listings

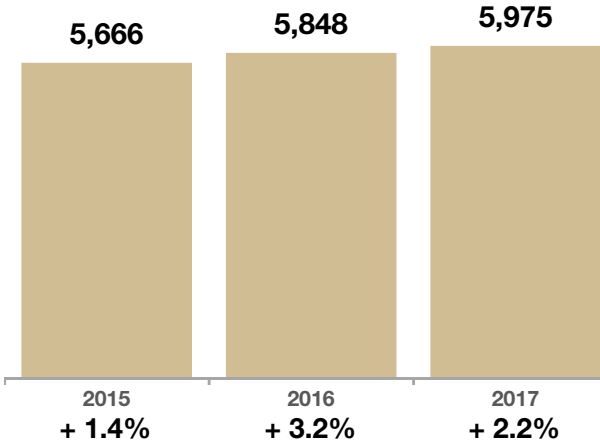
A count of the properties that have been newly listed on the market in a given month.



April



Year to Date



New Listings		Prior Year	Percent Change
May 2016	1,601	1,586	+0.9%
June 2016	1,584	1,494	+6.0%
July 2016	1,523	1,561	-2.4%
August 2016	1,557	1,460	+6.6%
September 2016	1,407	1,290	+9.1%
October 2016	1,224	1,162	+5.3%
November 2016	1,059	1,055	+0.4%
December 2016	866	857	+1.1%
January 2017	1,285	1,100	+16.8%
February 2017	1,346	1,334	+0.9%
March 2017	1,769	1,701	+4.0%
April 2017	1,575	1,713	-8.1%
12-Month Avg	1,400	1,359	+3.0%

Historical New Listings by Month

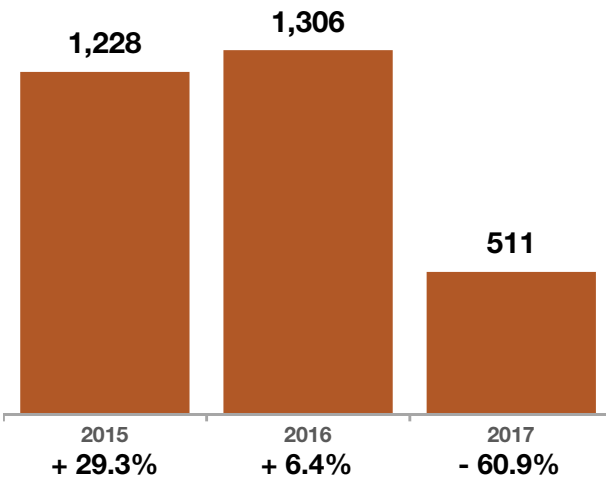


Pending Sales

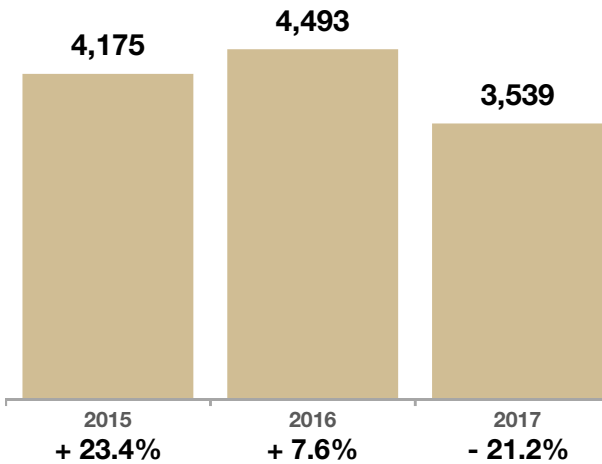
A count of the properties on which offers have been accepted in a given month.



April



Year to Date



Pending Sales		Prior Year	Percent Change
May 2016	1,204	1,103	+9.2%
June 2016	1,148	1,108	+3.6%
July 2016	1,094	1,082	+1.1%
August 2016	1,119	1,058	+5.8%
September 2016	994	908	+9.5%
October 2016	891	901	-1.1%
November 2016	831	807	+3.0%
December 2016	704	666	+5.7%
January 2017	879	880	-0.1%
February 2017	1,029	1,064	-3.3%
March 2017	1,120	1,243	-9.9%
April 2017	511	1,306	-60.9%
12-Month Avg	960	1,011	-5.0%

Historical Pending Sales by Month

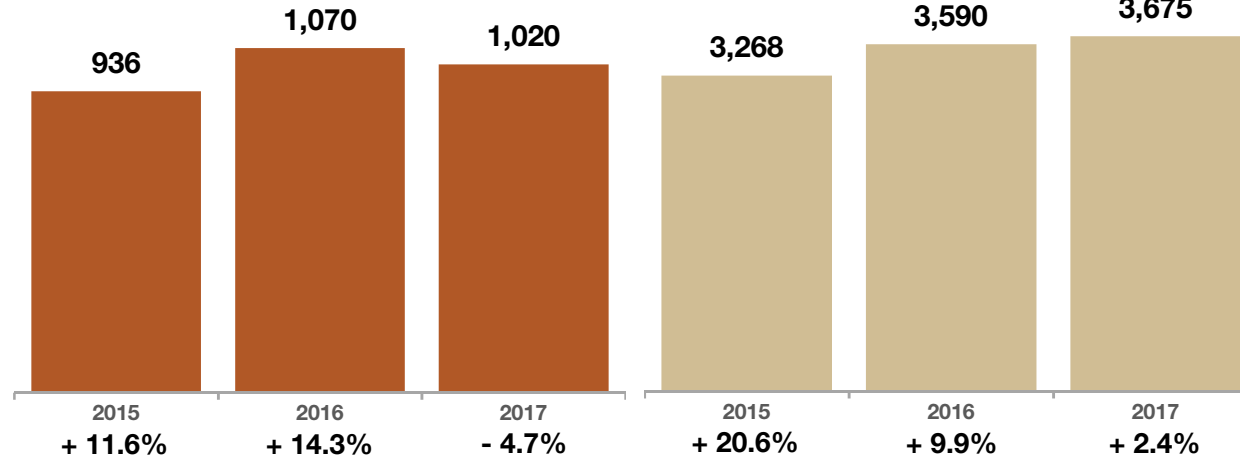


Closed Sales

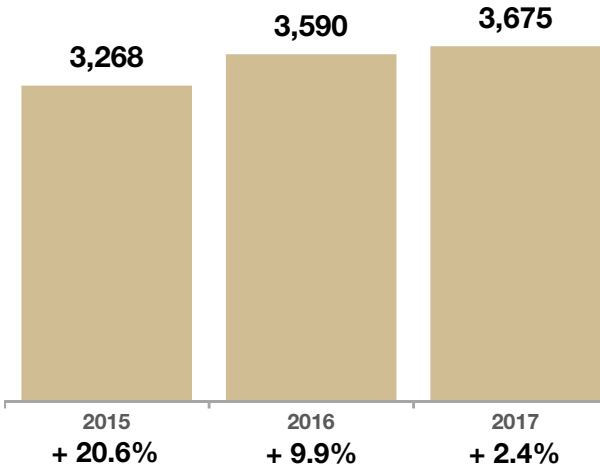
A count of the actual sales that closed in a given month.



April



Year to Date



Closed Sales		Prior Year	Percent Change
May 2016	1,231	1,127	+9.2%
June 2016	1,319	1,250	+5.5%
July 2016	1,176	1,191	-1.3%
August 2016	1,154	1,108	+4.2%
September 2016	1,153	1,077	+7.1%
October 2016	999	932	+7.2%
November 2016	932	712	+30.9%
December 2016	967	937	+3.2%
January 2017	710	672	+5.7%
February 2017	784	776	+1.0%
March 2017	1,161	1,072	+8.3%
April 2017	1,020	1,070	-4.7%
12-Month Avg	1,051	994	+5.7%

Historical Closed Sales by Month



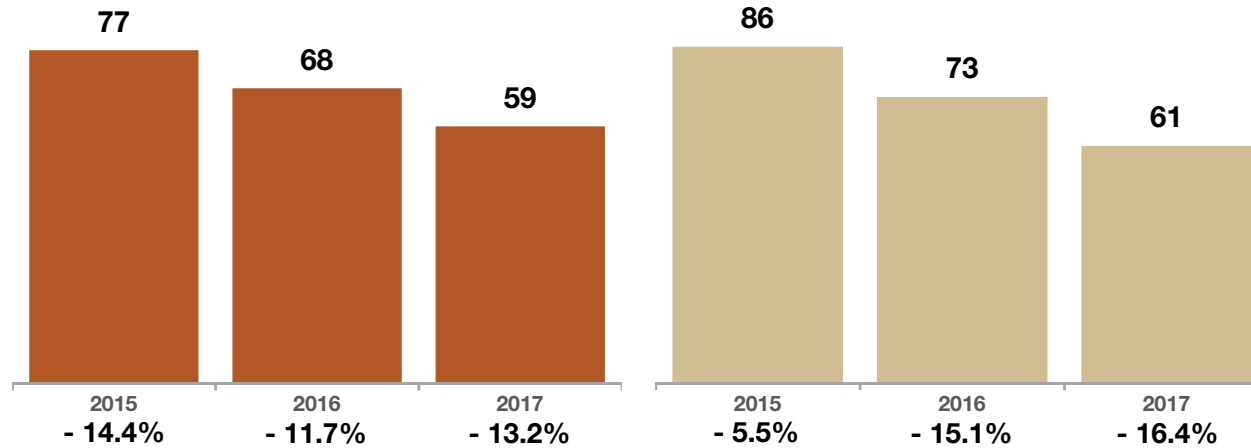
Days on Market Until Sale

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



April

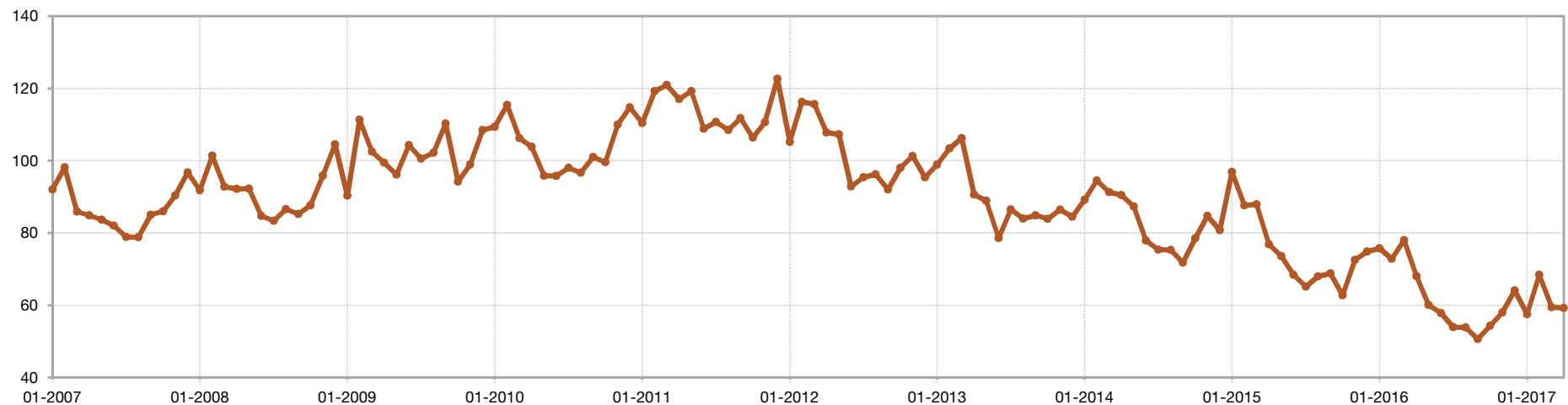
Year to Date



Days on Market		Prior Year	Percent Change
May 2016	60	74	-18.9%
June 2016	58	68	-14.7%
July 2016	54	65	-16.9%
August 2016	54	68	-20.6%
September 2016	51	69	-26.1%
October 2016	54	63	-14.3%
November 2016	58	72	-19.4%
December 2016	64	75	-14.7%
January 2017	58	76	-23.7%
February 2017	68	73	-6.8%
March 2017	59	78	-24.4%
April 2017	59	68	-13.2%
12-Month Avg*	58	70	-17.1%

* Average Days on Market of all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



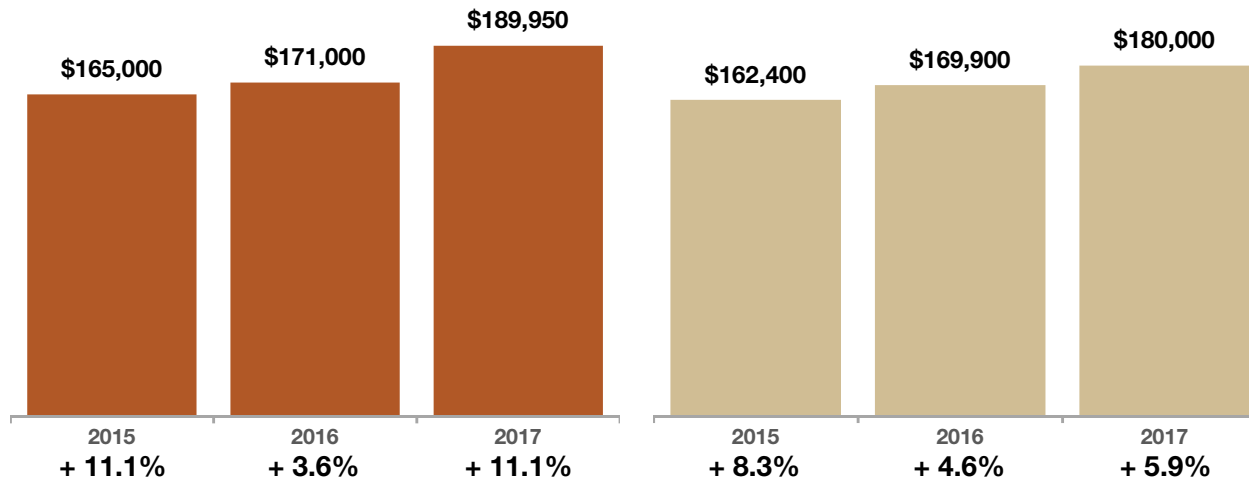
Median Sales Price

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 2016	\$186,638	\$170,750 +9.3%
June 2016	\$189,900	\$178,900 +6.1%
July 2016	\$179,998	\$176,900 +1.8%
August 2016	\$185,400	\$169,000 +9.7%
September 2016	\$187,900	\$170,000 +10.5%
October 2016	\$187,988	\$167,600 +12.2%
November 2016	\$179,900	\$174,000 +3.4%
December 2016	\$184,575	\$166,000 +11.2%
January 2017	\$172,713	\$166,990 +3.4%
February 2017	\$175,000	\$165,375 +5.8%
March 2017	\$180,000	\$170,900 +5.3%
April 2017	\$189,950	\$171,000 +11.1%
12-Month Med*	\$183,995	\$171,000 +7.6%

* Median Sales Price of all properties from May 2016 through April 2017. This is not the median of the individual figures above.

Historical Median Sales Price by Month



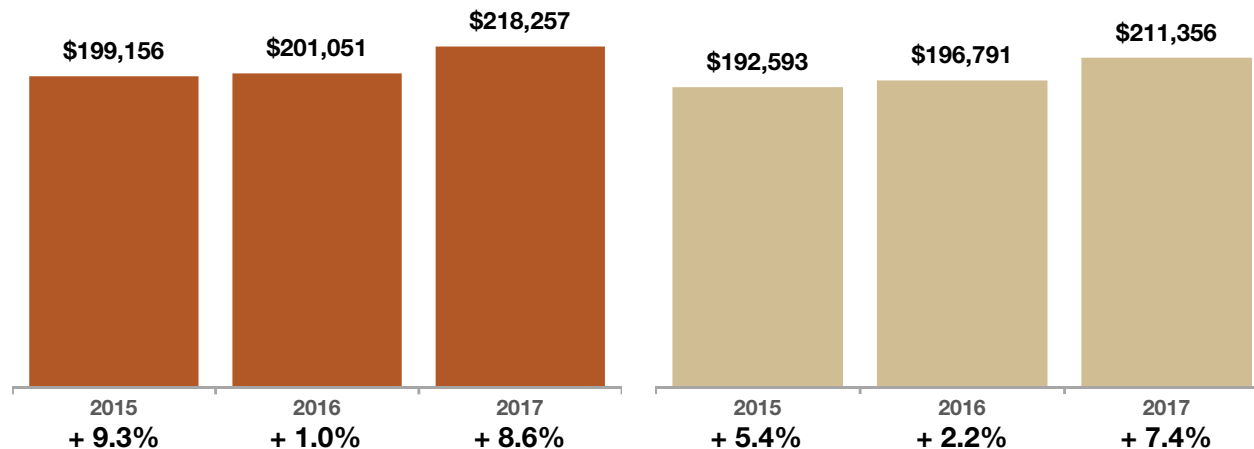
Average Sales Price

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



April

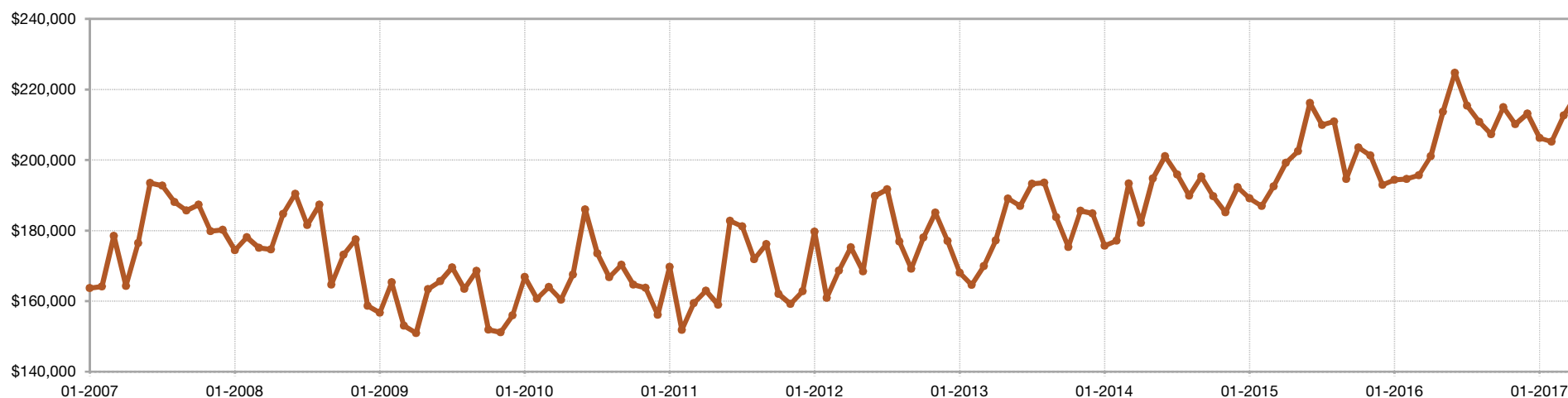
Year to Date



Avg. Sales Price	Prior Year	Percent Change
May 2016	\$213,650	\$202,455 +5.5%
June 2016	\$224,732	\$216,110 +4.0%
July 2016	\$215,397	\$209,916 +2.6%
August 2016	\$210,832	\$210,853 -0.0%
September 2016	\$207,305	\$194,622 +6.5%
October 2016	\$214,952	\$203,549 +5.6%
November 2016	\$210,120	\$201,275 +4.4%
December 2016	\$213,143	\$192,962 +10.5%
January 2017	\$206,203	\$194,366 +6.1%
February 2017	\$205,160	\$194,593 +5.4%
March 2017	\$212,629	\$195,650 +8.7%
April 2017	\$218,257	\$201,051 +8.6%
12-Month Avg*	\$212,698	\$201,450 +5.6%

* Avg. Sales Price of all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month



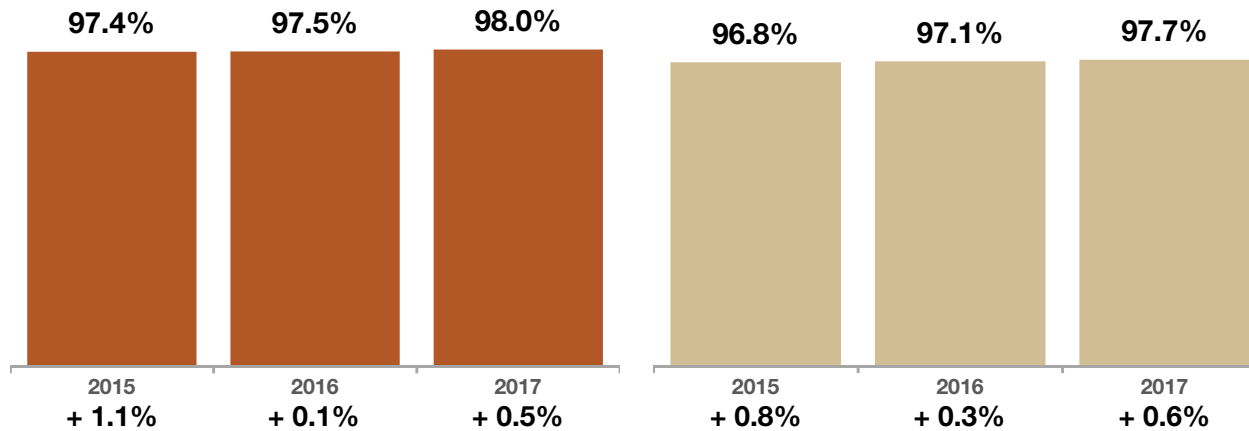
Percent of List Price Received

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 2016	97.6%	97.2%	+0.4%
June 2016	97.7%	97.4%	+0.3%
July 2016	97.8%	96.8%	+1.0%
August 2016	97.8%	97.1%	+0.7%
September 2016	97.8%	97.0%	+0.8%
October 2016	97.5%	97.2%	+0.3%
November 2016	97.7%	96.5%	+1.2%
December 2016	97.6%	97.1%	+0.5%
January 2017	97.3%	96.2%	+1.1%
February 2017	97.4%	97.1%	+0.3%
March 2017	97.7%	97.3%	+0.4%
April 2017	98.0%	97.5%	+0.5%
12-Month Avg*	97.7%	97.1%	+0.6%

* Average Pct. of List Price Received for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



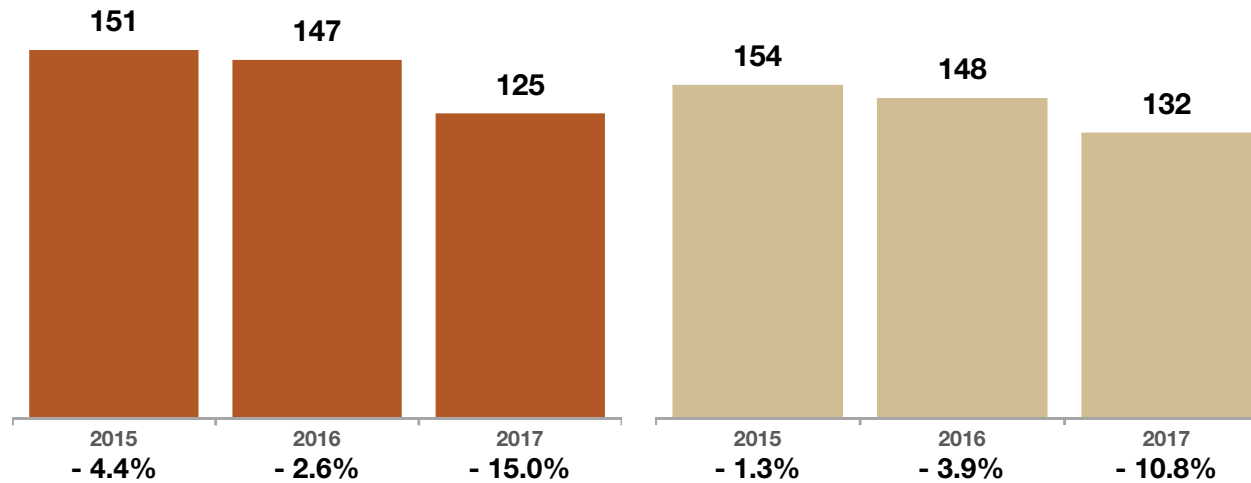
Housing Affordability Index

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 2016	135	147	-8.2%
June 2016	134	138	-2.9%
July 2016	142	137	+3.6%
August 2016	138	144	-4.2%
September 2016	136	145	-6.2%
October 2016	137	147	-6.8%
November 2016	136	141	-3.5%
December 2016	128	148	-13.5%
January 2017	137	146	-6.2%
February 2017	135	152	-11.2%
March 2017	132	146	-9.6%
April 2017	125	147	-15.0%
12-Month Avg	135	145	-7.1%

Historical Housing Affordability Index by Month

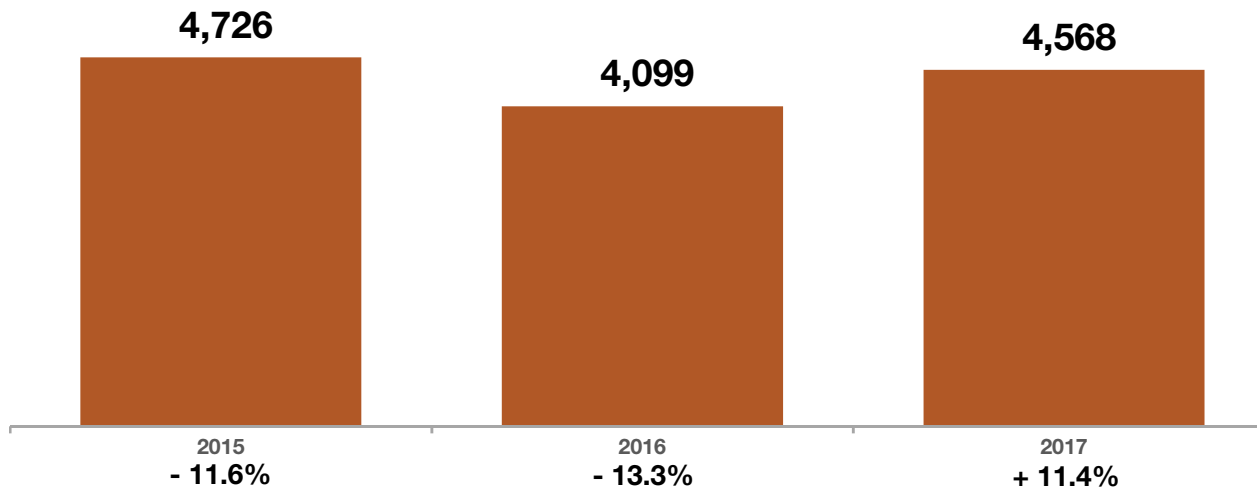


Inventory of Homes for Sale

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



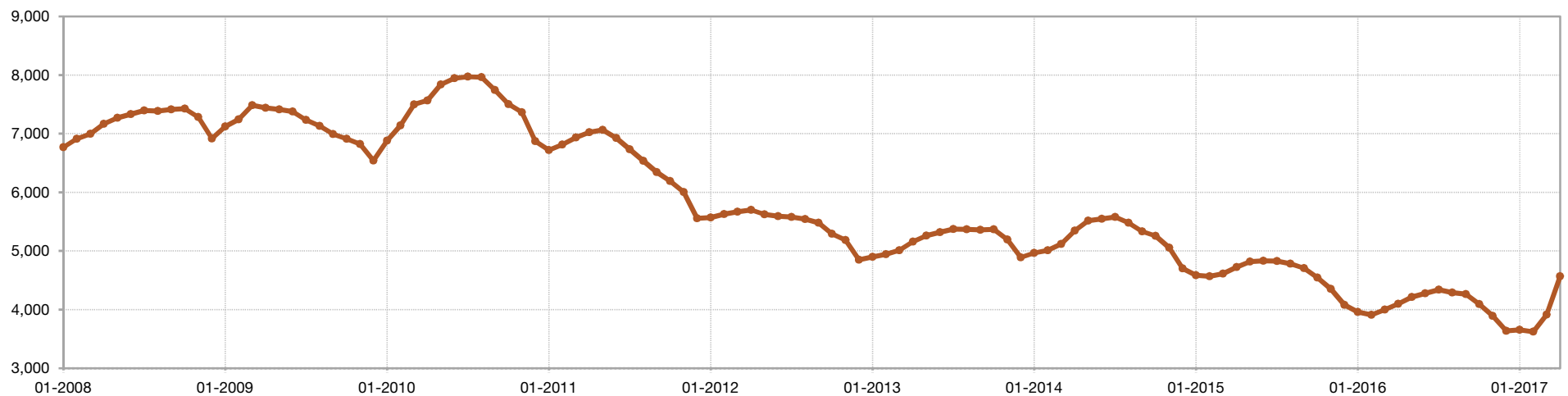
April



Homes for Sale		Prior Year	Percent Change
May 2016	4,214	4,819	-12.6%
June 2016	4,279	4,830	-11.4%
July 2016	4,341	4,829	-10.1%
August 2016	4,292	4,782	-10.2%
September 2016	4,263	4,706	-9.4%
October 2016	4,095	4,547	-9.9%
November 2016	3,893	4,353	-10.6%
December 2016	3,638	4,078	-10.8%
January 2017	3,654	3,961	-7.8%
February 2017	3,622	3,908	-7.3%
March 2017	3,915	3,998	-2.1%
April 2017	4,568	4,099	+11.4%
12-Month Avg*	4,065	4,049	+0.4%

* Homes for Sale for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

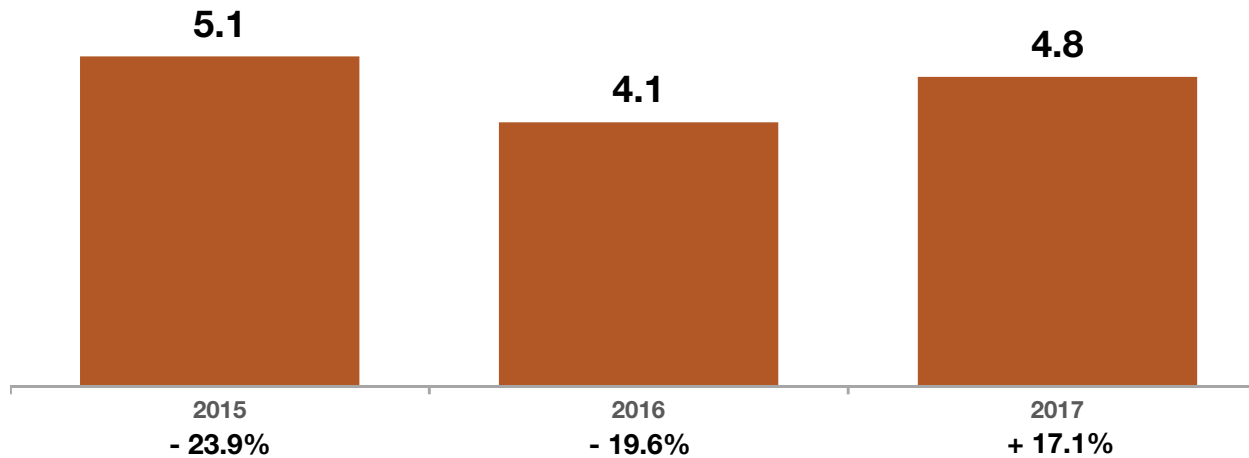


Months Supply of Inventory

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.



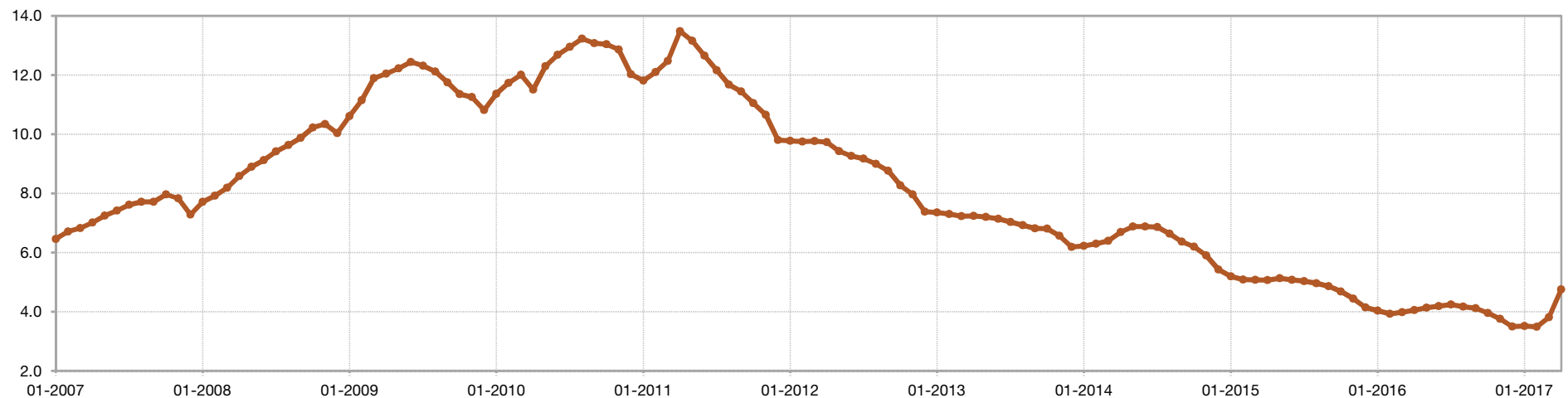
April



Months Supply		Prior Year	Percent Change
May 2016	4.1	5.1	-19.6%
June 2016	4.2	5.1	-17.6%
July 2016	4.2	5.0	-16.0%
August 2016	4.2	5.0	-16.0%
September 2016	4.1	4.9	-16.3%
October 2016	4.0	4.7	-14.9%
November 2016	3.8	4.4	-13.6%
December 2016	3.5	4.1	-14.6%
January 2017	3.5	4.0	-12.5%
February 2017	3.5	3.9	-10.3%
March 2017	3.8	4.0	-5.0%
April 2017	4.8	4.1	+17.1%
12-Month Avg*	4.0	4.5	-11.1%

* Months Supply for all properties from May 2016 through April 2017. 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 2017

Spring is in the air, and housing activity is heightening. There appear to be more buyers out on the prowl, given the fact that sales prices are still going up while the number of days a house is on the market continues to drop. This is a recipe for a seller's market. For the 12-month period spanning May 2016 through April 2017, Closed Sales in the Greater Greenville region were up 5.7 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 21.8 percent.

The overall Median Sales Price was up 7.6 percent to \$183,995. The property type with the largest price gain was the Condos segment, where prices increased 10.3 percent to \$150,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 38 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 85 days.

Market-wide, inventory levels were up 11.4 percent. The property type that gained the most inventory was the Single Family segment, where it increased 15.6 percent. That amounts to 4.9 months supply for Single-Family homes and 3.2 months supply for Condos.

Quick Facts

+ 21.8%

+ 7.0%

+ 6.0%

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

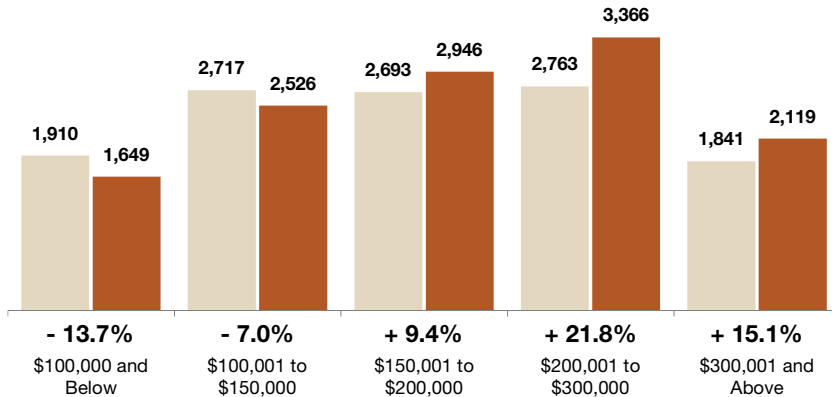
Closed Sales

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



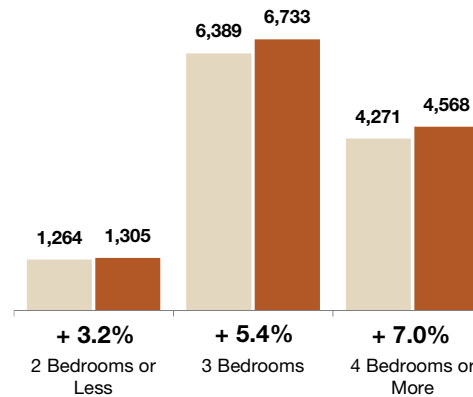
By Price Range

■ 4-2016 ■ 4-2017



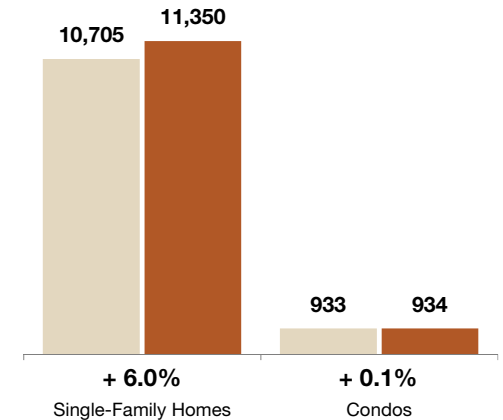
By Bedroom Count

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	1,910	1,649	- 13.7%
\$100,001 to \$150,000	2,717	2,526	- 7.0%
\$150,001 to \$200,000	2,693	2,946	+ 9.4%
\$200,001 to \$300,000	2,763	3,366	+ 21.8%
\$300,001 and Above	1,841	2,119	+ 15.1%
All Price Ranges	11,924	12,606	+ 5.7%

Single-Family Homes

4-2016	4-2017	Change
1,449	1,223	- 15.6%
2,364	2,192	- 7.3%
2,518	2,717	+ 7.9%
2,606	3,200	+ 22.8%
1,768	2,018	+ 14.1%
10,705	11,350	+ 6.0%

Condos

4-2016	4-2017	Change
212	173	- 18.4%
326	281	- 13.8%
167	220	+ 31.7%
156	161	+ 3.2%
72	99	+ 37.5%
933	934	+ 0.1%

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	1,264	1,305	+ 3.2%
3 Bedrooms	6,389	6,733	+ 5.4%
4 Bedrooms or More	4,271	4,568	+ 7.0%
All Bedroom Counts	11,924	12,606	+ 5.7%

4-2016	4-2017	Change
794	843	+ 6.2%
5,753	6,072	+ 5.5%
4,158	4,435	+ 6.7%
10,705	11,350	+ 6.0%

4-2016	4-2017	Change
448	437	- 2.5%
442	430	- 2.7%
43	67	+ 55.8%
933	934	+ 0.1%

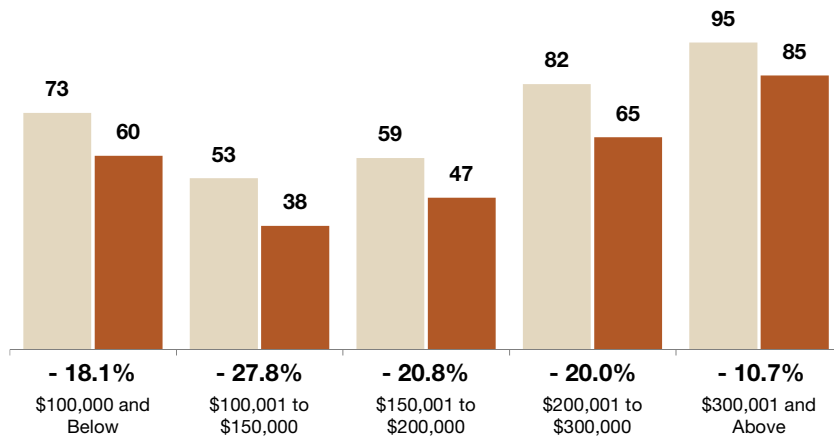
Days on Market Until Sale

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



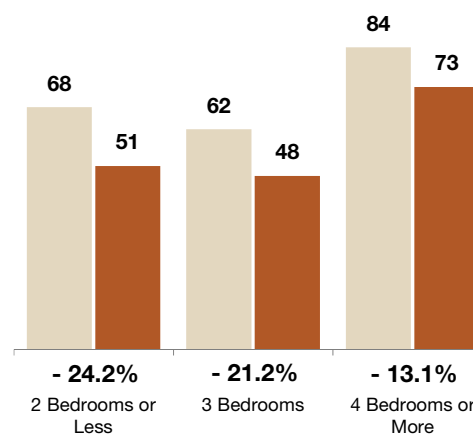
By Price Range

■ 4-2016 ■ 4-2017



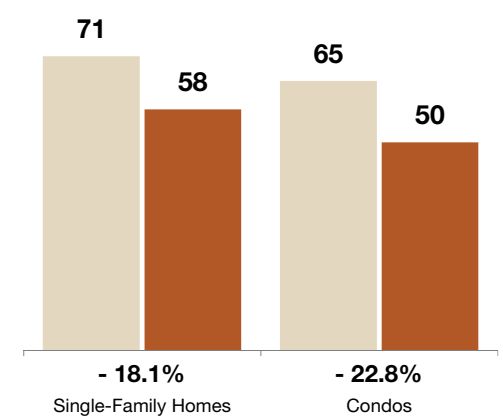
By Bedroom Count

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



All Properties

By Price Range

	4-2016	4-2017	Change
\$100,000 and Below	73	60	- 18.1%
\$100,001 to \$150,000	53	38	- 27.8%
\$150,001 to \$200,000	59	47	- 20.8%
\$200,001 to \$300,000	82	65	- 20.0%
\$300,001 and Above	95	85	- 10.7%
All Price Ranges	70	58	- 17.9%

Single-Family Homes

	4-2016	4-2017	Change
74	62	- 16.6%	
54	39	- 28.2%	
58	45	- 22.2%	
81	65	- 19.8%	
95	85	- 11.1%	
71	58	- 18.1%	

Condos

	4-2016	4-2017	Change
78	42	- 46.3%	
43	32	- 27.1%	
66	57	- 13.6%	
87	68	- 21.6%	
77	79	+ 1.7%	
65	50	- 22.8%	

By Bedroom Count

	4-2016	4-2017	Change
2 Bedrooms or Less	68	51	- 24.2%
3 Bedrooms	62	48	- 21.2%
4 Bedrooms or More	84	73	- 13.1%
All Bedroom Counts	70	58	- 17.9%

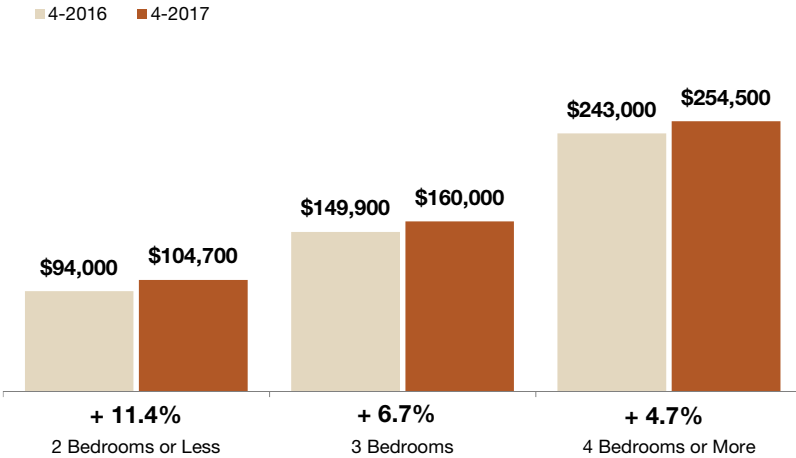
	4-2016	4-2017	Change
68	53	- 21.7%	
61	48	- 22.4%	
85	74	- 13.3%	
71	58	- 18.1%	

Median Sales Price

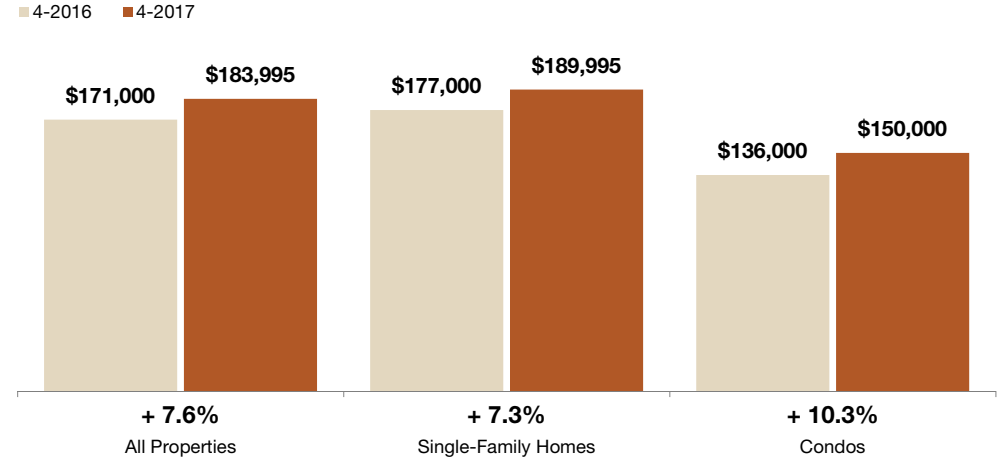
Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	\$94,000	\$104,700	+ 11.4%
3 Bedrooms	\$149,900	\$160,000	+ 6.7%
4 Bedrooms or More	\$243,000	\$254,500	+ 4.7%
All Bedroom Counts	\$171,000	\$183,995	+ 7.6%

Single-Family Homes

4-2016	4-2017	Change	4-2016	4-2017	Change
\$80,000	\$93,250	+ 16.6%	\$115,000	\$124,900	+ 8.6%
\$151,675	\$163,000	+ 7.5%	\$150,000	\$165,000	+ 10.0%
\$245,000	\$255,000	+ 4.1%	\$175,000	\$176,999	+ 1.1%
\$177,000	\$189,995	+ 7.3%	\$136,000	\$150,000	+ 10.3%

Condos

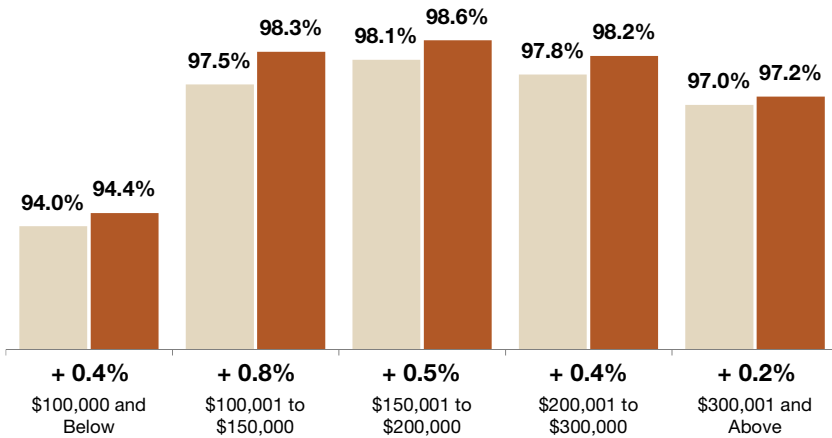
Percent of List Price Received

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.**



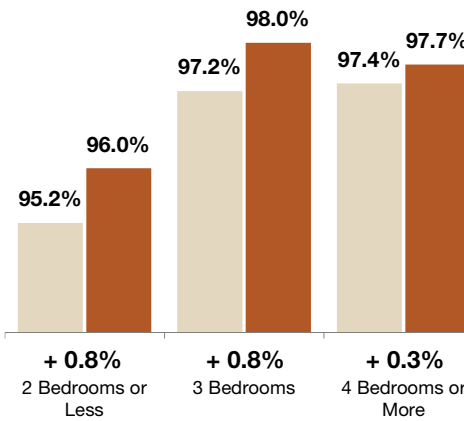
By Price Range

■ 4-2016 ■ 4-2017



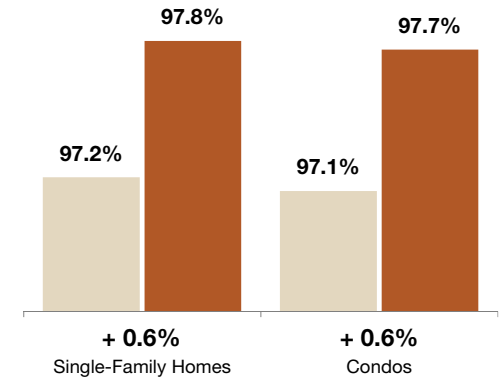
By Bedroom Count

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	94.0%	94.4%	+ 0.4%
\$100,001 to \$150,000	97.5%	98.3%	+ 0.8%
\$150,001 to \$200,000	98.1%	98.6%	+ 0.5%
\$200,001 to \$300,000	97.8%	98.2%	+ 0.4%
\$300,001 and Above	97.0%	97.2%	+ 0.2%
All Price Ranges	97.1%	97.7%	+ 0.6%

Single-Family Homes

4-2016	4-2017	Change
94.0%	94.4%	+ 0.4%
97.6%	98.5%	+ 0.9%
98.2%	98.7%	+ 0.5%
97.8%	98.2%	+ 0.4%
97.0%	97.1%	+ 0.1%
97.2%	97.8%	+ 0.6%

Condos

4-2016	4-2017	Change
95.4%	95.6%	+ 0.2%
97.3%	98.1%	+ 0.8%
98.0%	98.3%	+ 0.3%
97.6%	98.2%	+ 0.6%
98.8%	98.6%	- 0.2%
97.1%	97.7%	+ 0.6%

By Bedroom Count

4-2016	4-2017	Change
95.2%	96.0%	+ 0.8%
97.2%	98.0%	+ 0.8%
97.4%	97.7%	+ 0.3%
97.1%	97.7%	+ 0.6%

4-2016	4-2017	Change
94.4%	95.6%	+ 1.3%
97.4%	98.1%	+ 0.7%
97.4%	97.7%	+ 0.3%
97.2%	97.8%	+ 0.6%

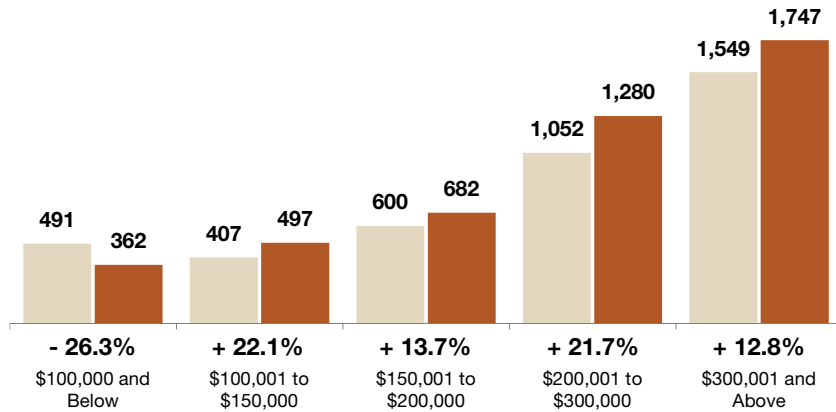
Inventory of Homes for Sale

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



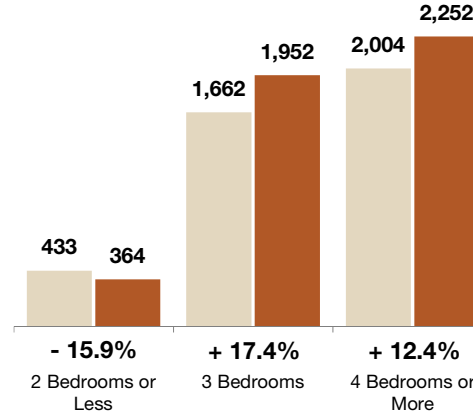
By Price Range

■ 4-2016 ■ 4-2017



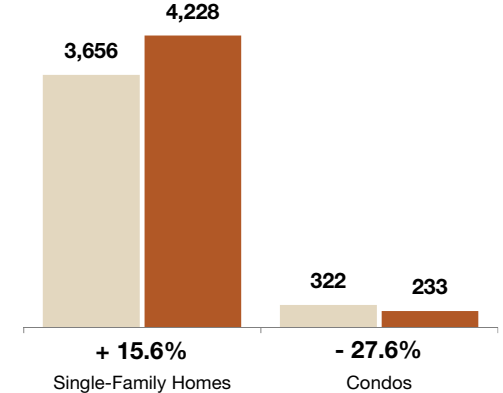
By Bedroom Count

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



All Properties

By Price Range

	4-2016	4-2017	Change
\$100,000 and Below	491	362	- 26.3%
\$100,001 to \$150,000	407	497	+ 22.1%
\$150,001 to \$200,000	600	682	+ 13.7%
\$200,001 to \$300,000	1,052	1,280	+ 21.7%
\$300,001 and Above	1,549	1,747	+ 12.8%
All Price Ranges	4,099	4,568	+ 11.4%

Single-Family Homes

	4-2016	4-2017	Change
	371	267	- 28.0%
	358	428	+ 19.6%
	535	633	+ 18.3%
	1,006	1,219	+ 21.2%
	1,386	1,681	+ 21.3%
	3,656	4,228	+ 15.6%

Condos

	4-2016	4-2017	Change
	43	31	- 27.9%
	31	45	+ 45.2%
	47	37	- 21.3%
	42	60	+ 42.9%
	159	60	- 62.3%
	322	233	- 27.6%

By Bedroom Count

	4-2016	4-2017	Change
2 Bedrooms or Less	433	364	- 15.9%
3 Bedrooms	1,662	1,952	+ 17.4%
4 Bedrooms or More	2,004	2,252	+ 12.4%
All Bedroom Counts	4,099	4,568	+ 11.4%

4-2016	4-2017	Change	4-2016	4-2017	Change
266	257	- 3.4%	145	89	- 38.6%
1,431	1,760	+ 23.0%	156	130	- 16.7%
1,959	2,211	+ 12.9%	21	14	- 33.3%
3,656	4,228	+ 15.6%	322	233	- 27.6%

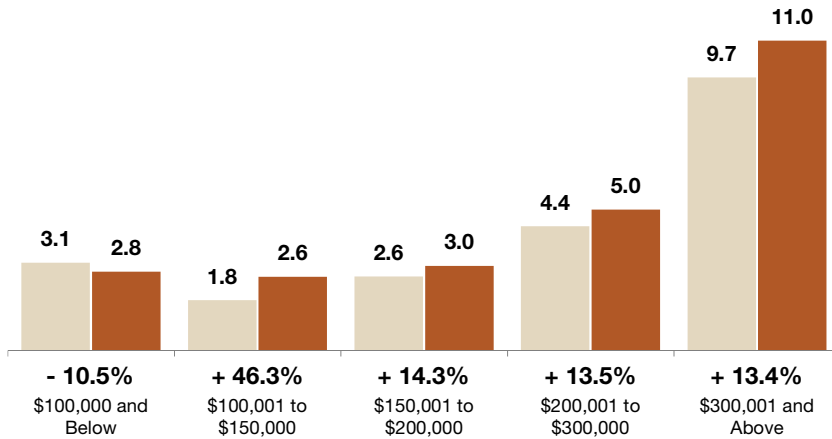
Months Supply of Inventory

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.**



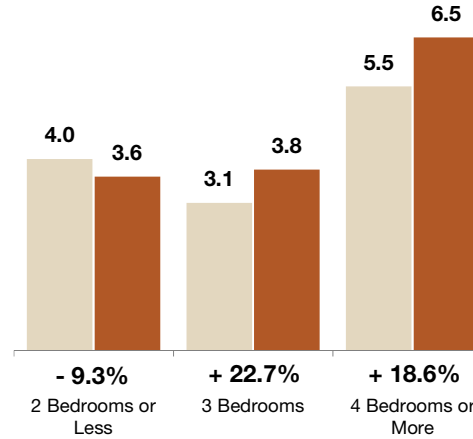
By Price Range

■ 4-2016 ■ 4-2017



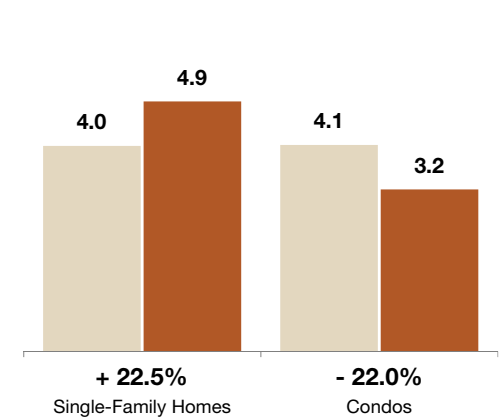
By Bedroom Count

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



All Properties

By Price Range

	4-2016	4-2017	Change
\$100,000 and Below	3.1	2.8	- 10.5%
\$100,001 to \$150,000	1.8	2.6	+ 46.3%
\$150,001 to \$200,000	2.6	3.0	+ 14.3%
\$200,001 to \$300,000	4.4	5.0	+ 13.5%
\$300,001 and Above	9.7	11.0	+ 13.4%
All Price Ranges	4.1	4.8	+ 17.1%

Single-Family Homes

	4-2016	4-2017	Change
\$100,000 and Below	3.1	2.8	- 10.5%
\$100,001 to \$150,000	1.8	2.6	+ 43.3%
\$150,001 to \$200,000	2.5	3.0	+ 19.9%
\$200,001 to \$300,000	4.4	5.0	+ 13.1%
\$300,001 and Above	9.2	11.3	+ 23.1%
All Price Ranges	4.0	4.9	+ 22.5%

Condos

	4-2016	4-2017	Change
\$100,000 and Below	2.5	2.3	- 5.9%
\$100,001 to \$150,000	1.2	2.1	+ 84.3%
\$150,001 to \$200,000	3.1	2.2	- 28.4%
\$200,001 to \$300,000	3.5	4.6	+ 32.8%
\$300,001 and Above	19.9	6.5	- 67.4%
All Price Ranges	4.1	3.2	- 22.0%

By Bedroom Count

	4-2016	4-2017	Change
2 Bedrooms or Less	4.0	3.6	- 9.3%
3 Bedrooms	3.1	3.8	+ 22.7%
4 Bedrooms or More	5.5	6.5	+ 18.6%
All Bedroom Counts	4.1	4.8	+ 17.1%

	4-2016	4-2017	Change
2 Bedrooms or Less	4.0	3.9	- 0.5%
3 Bedrooms	2.9	3.8	+ 29.3%
4 Bedrooms or More	5.6	6.6	+ 19.5%
All Bedroom Counts	4.0	4.9	+ 22.5%