

Monthly Indicators



September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings were up 5.5 percent to 1,732. Pending Sales decreased 49.6 percent to 785. Inventory grew 6.4 percent to 2,961 units.

Prices moved higher as Median Sales Price was up 14.0 percent to \$268,990. Days on Market decreased 57.4 percent to 23 days. Months Supply of Inventory remained flat at 2.1, indicating a stabilizing supply-demand balance.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Quick Facts

+ 3.1%	+ 14.0%	0.0%
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.



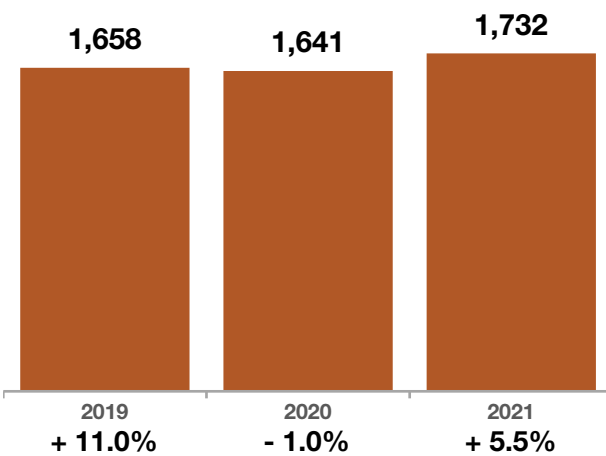
Key Metrics	Historical Sparkbars			09-2020	09-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	09-2019	09-2020	09-2021						
New Listings				1,641	1,732	+ 5.5%	14,955	15,904	+ 6.3%
Pending Sales				1,558	785	- 49.6%	12,996	12,956	- 0.3%
Closed Sales				1,584	1,633	+ 3.1%	11,864	13,174	+ 11.0%
Days on Market				54	23	- 57.4%	56	31	- 44.6%
Median Sales Price				\$235,969	\$268,990	+ 14.0%	\$229,999	\$258,900	+ 12.6%
Average Sales Price				\$285,048	\$325,599	+ 14.2%	\$271,821	\$314,750	+ 15.8%
Pct. of List Price Received				98.6%	100.4%	+ 1.8%	98.4%	100.3%	+ 1.9%
Housing Affordability Index				100	88	- 12.0%	103	91	- 11.7%
Inventory of Homes for Sale				2,783	2,961	+ 6.4%	--	--	--
Months Supply of Inventory				2.1	2.1	0.0%	--	--	--

New Listings

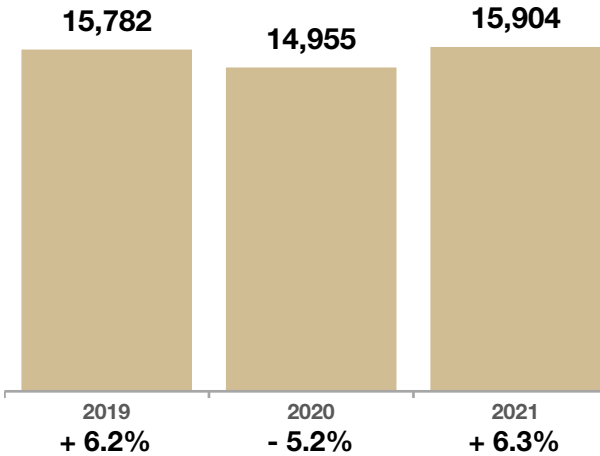
A count of the properties that have been newly listed on the market in a given month.



September

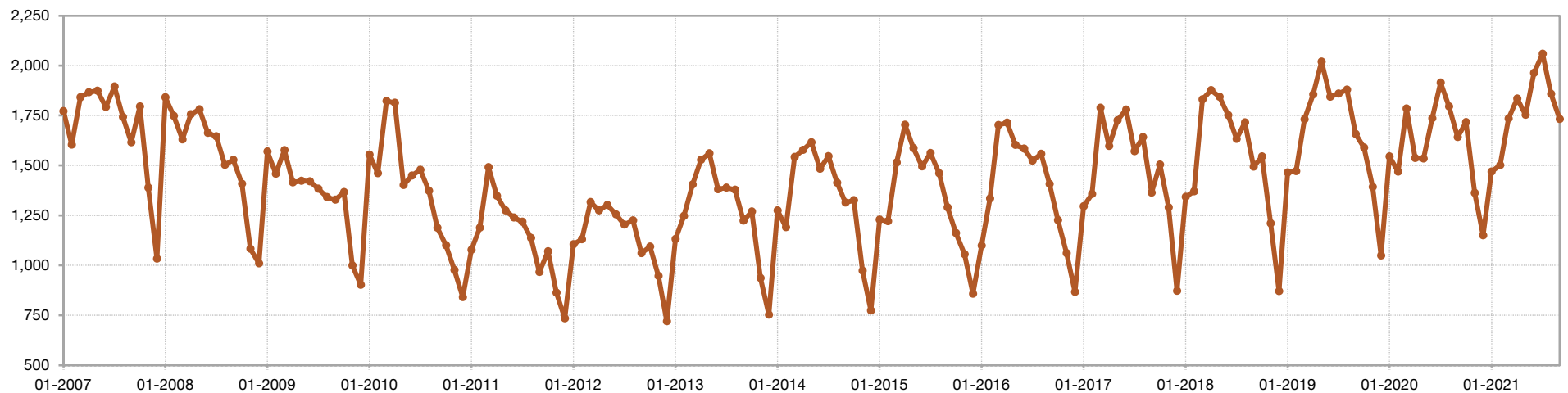


Year to Date



New Listings		Prior Year	Percent Change
October 2020	1,717	1,589	+8.1%
November 2020	1,362	1,393	-2.2%
December 2020	1,150	1,049	+9.6%
January 2021	1,469	1,544	-4.9%
February 2021	1,501	1,468	+2.2%
March 2021	1,735	1,785	-2.8%
April 2021	1,834	1,537	+19.3%
May 2021	1,753	1,534	+14.3%
June 2021	1,963	1,736	+13.1%
July 2021	2,059	1,915	+7.5%
August 2021	1,858	1,795	+3.5%
September 2021	1,732	1,641	+5.5%
12-Month Avg	1,678	1,582	+6.0%

Historical New Listings by Month

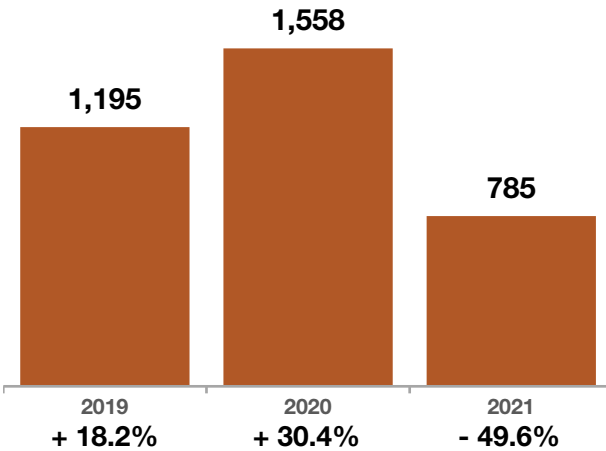


Pending Sales

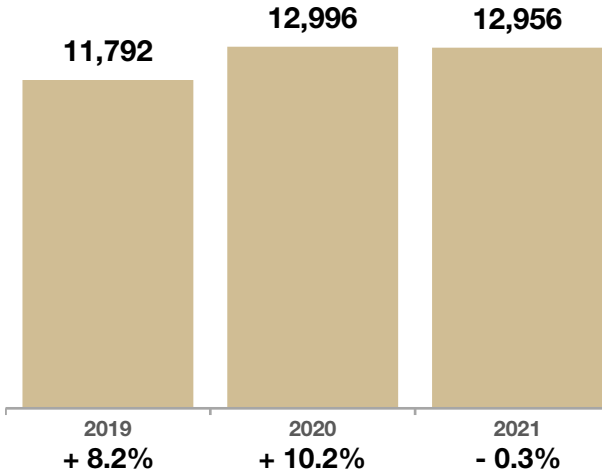
A count of the properties on which offers have been accepted in a given month.



September

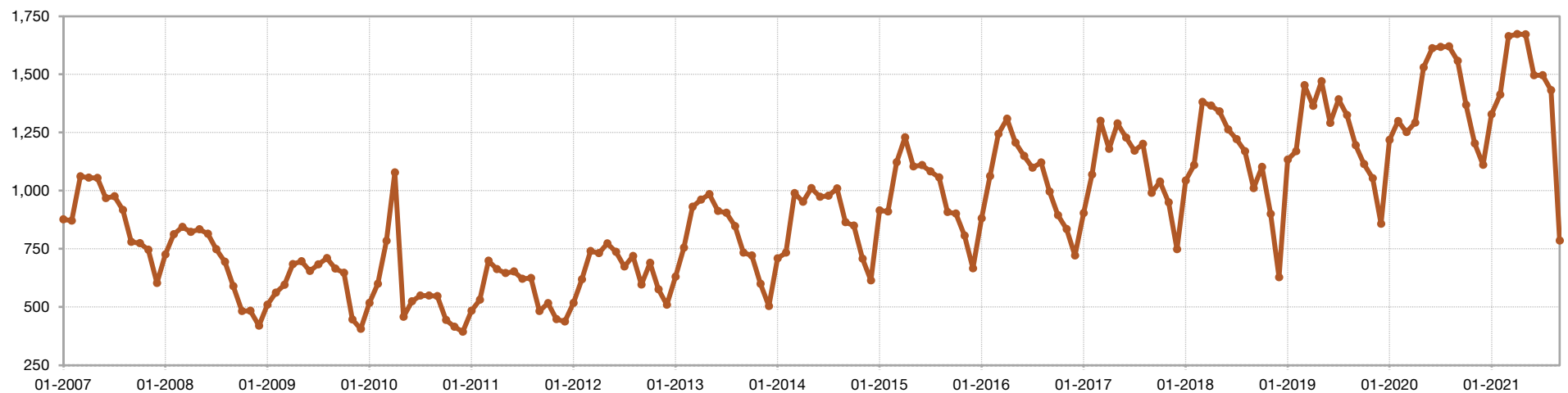


Year to Date



Pending Sales		Prior Year	Percent Change
October 2020	1,369	1,114	+22.9%
November 2020	1,203	1,053	+14.2%
December 2020	1,111	857	+29.6%
January 2021	1,328	1,218	+9.0%
February 2021	1,412	1,299	+8.7%
March 2021	1,663	1,251	+32.9%
April 2021	1,673	1,292	+29.5%
May 2021	1,671	1,529	+9.3%
June 2021	1,496	1,612	-7.2%
July 2021	1,496	1,617	-7.5%
August 2021	1,432	1,620	-11.6%
September 2021	785	1,558	-49.6%
12-Month Avg	1,387	1,335	+3.9%

Historical Pending Sales by Month

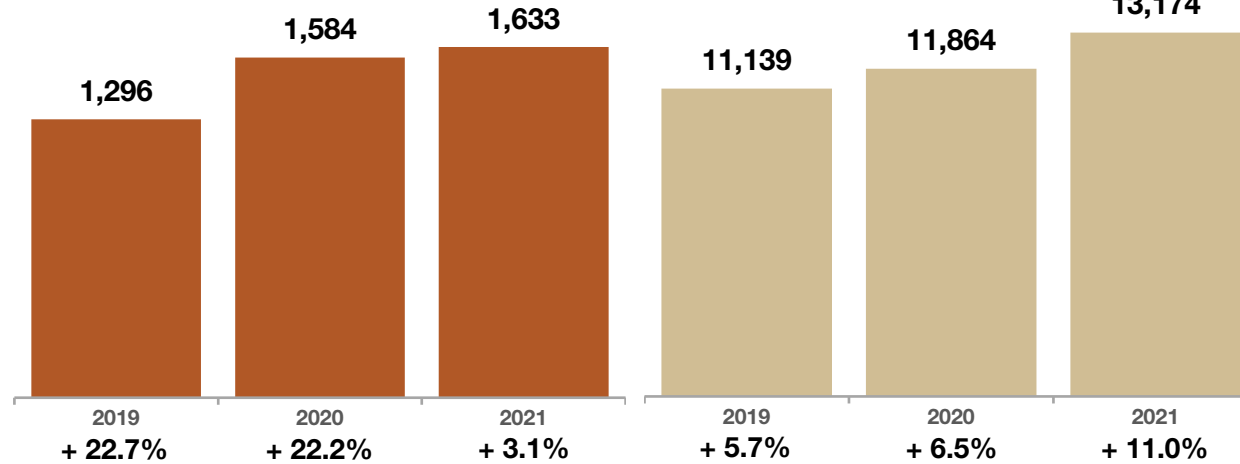


Closed Sales

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

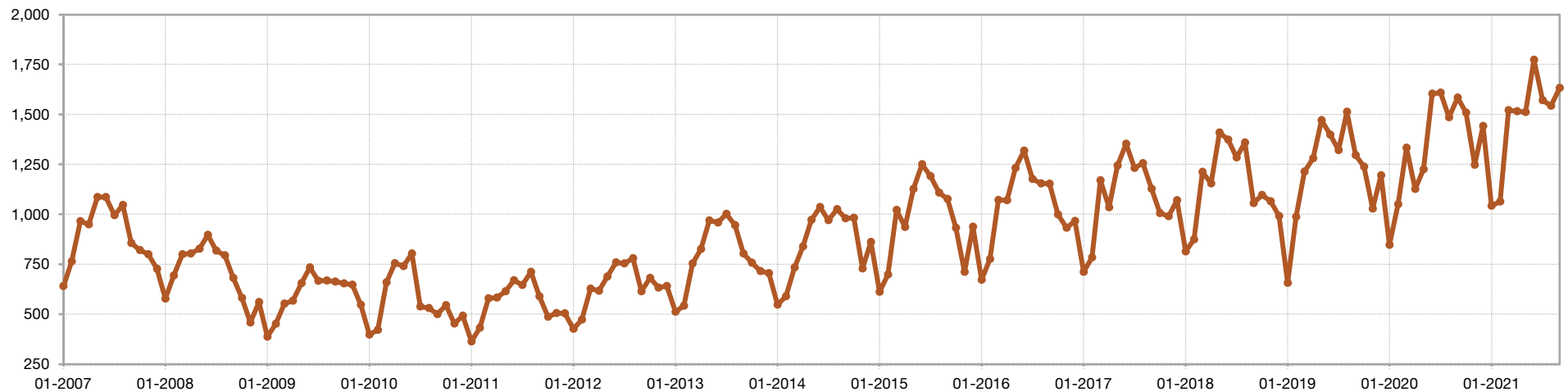


September



Closed Sales		Prior Year	Percent Change
October 2020	1,509	1,239	+21.8%
November 2020	1,247	1,028	+21.3%
December 2020	1,442	1,195	+20.7%
January 2021	1,043	847	+23.1%
February 2021	1,064	1,051	+1.2%
March 2021	1,521	1,333	+14.1%
April 2021	1,515	1,127	+34.4%
May 2021	1,511	1,225	+23.3%
June 2021	1,773	1,603	+10.6%
July 2021	1,571	1,609	-2.4%
August 2021	1,543	1,485	+3.9%
September 2021	1,633	1,584	+3.1%
12-Month Avg	1,448	1,277	+13.3%

Historical Closed Sales by Month

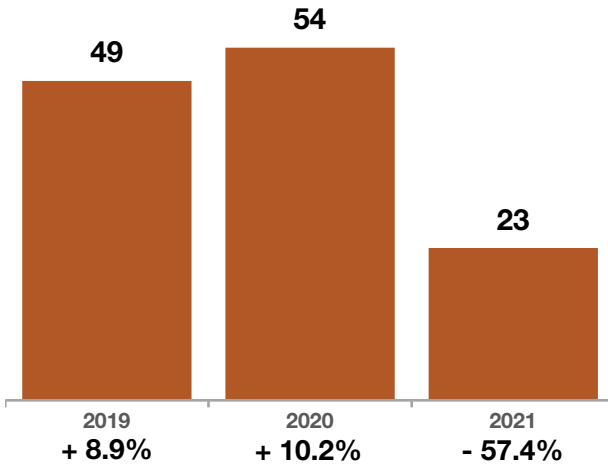


Days on Market Until Sale

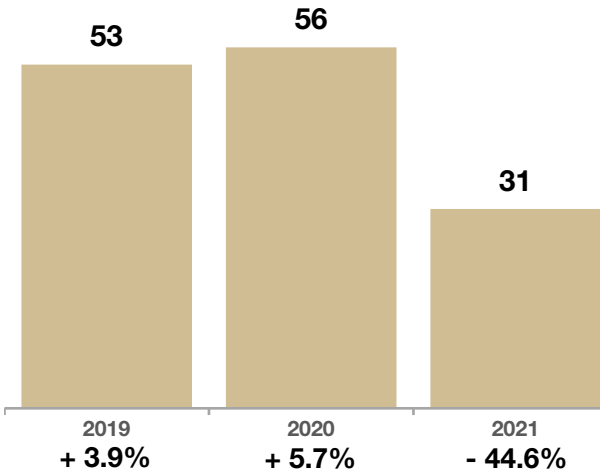
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year to Date



Days on Market		Prior Year	Percent Change
October 2020	48	50	-4.0%
November 2020	39	51	-23.5%
December 2020	46	60	-23.3%
January 2021	40	63	-36.5%
February 2021	46	65	-29.2%
March 2021	41	66	-37.9%
April 2021	39	54	-27.8%
May 2021	30	49	-38.8%
June 2021	24	55	-56.4%
July 2021	21	53	-60.4%
August 2021	21	48	-56.3%
September 2021	23	54	-57.4%
12-Month Avg*	34	55	-38.2%

* Average Days on Market of all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



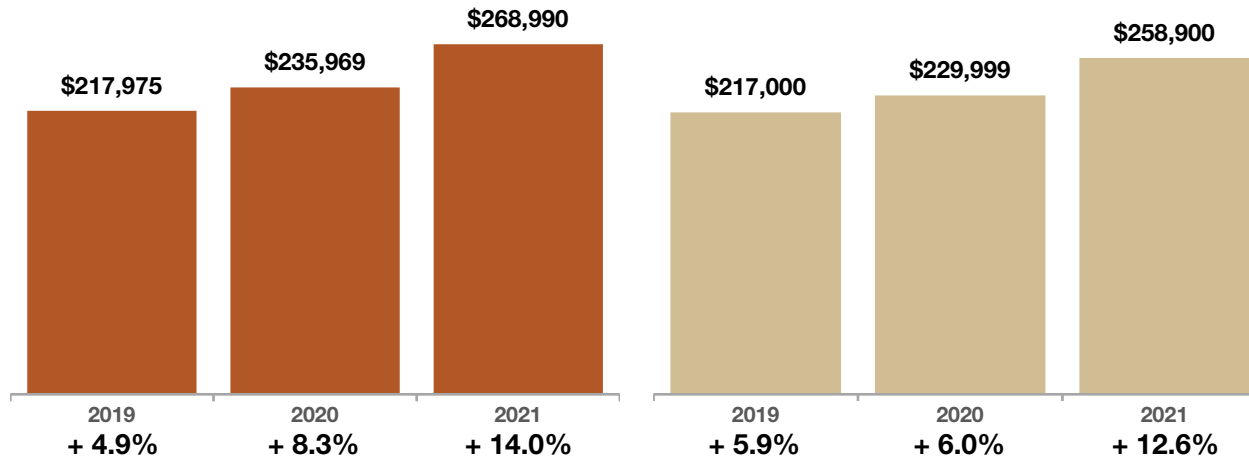
Median Sales Price

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



September

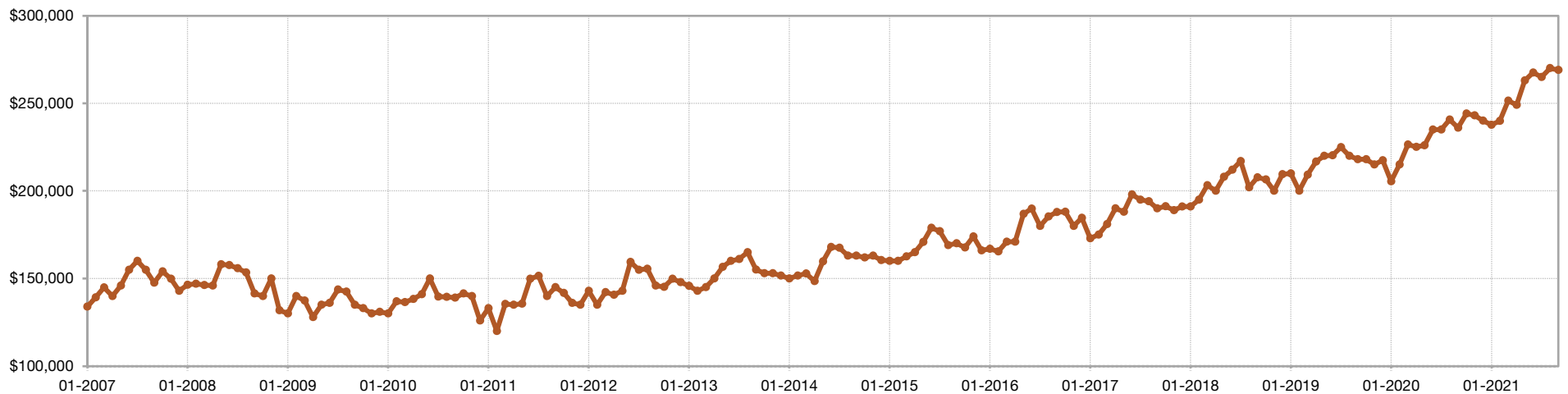
Year to Date



Median Sales Price	Prior Year	Percent Change
October 2020	\$244,129	\$218,000 +12.0%
November 2020	\$243,000	\$215,000 +13.0%
December 2020	\$240,000	\$217,500 +10.3%
January 2021	\$237,649	\$205,500 +15.6%
February 2021	\$239,950	\$215,000 +11.6%
March 2021	\$251,500	\$226,480 +11.0%
April 2021	\$249,000	\$225,000 +10.7%
May 2021	\$263,000	\$225,900 +16.4%
June 2021	\$267,500	\$235,000 +13.8%
July 2021	\$265,000	\$235,000 +12.8%
August 2021	\$270,000	\$240,593 +12.2%
September 2021	\$268,990	\$235,969 +14.0%
12-Month Med*	\$255,000	\$226,260 +12.7%

* Median Sales Price of all properties from October 2020 through September 2021. This is not the median of the individual figures above.

Historical Median Sales Price by Month



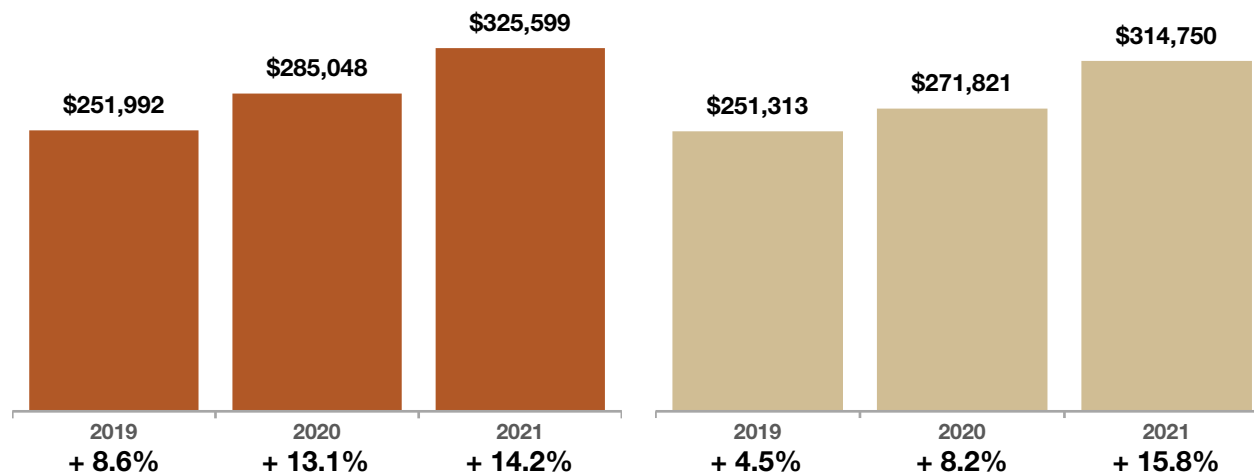
Average Sales Price

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



September

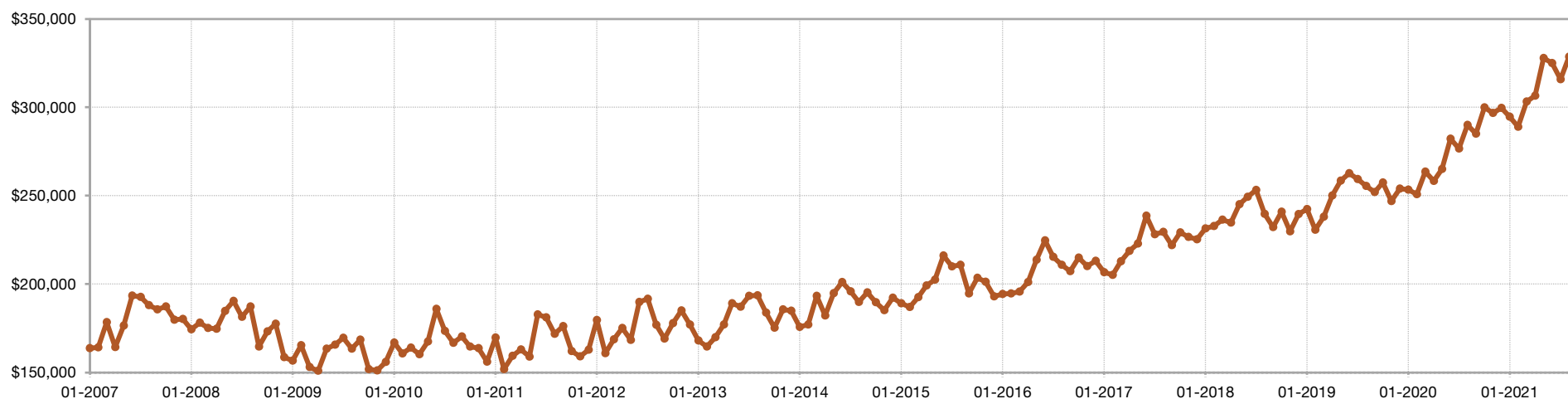
Year to Date



Avg. Sales Price	Prior Year	Percent Change
October 2020	\$299,825	\$257,376 +16.5%
November 2020	\$296,769	\$246,929 +20.2%
December 2020	\$299,636	\$253,882 +18.0%
January 2021	\$294,648	\$253,355 +16.3%
February 2021	\$288,925	\$250,810 +15.2%
March 2021	\$303,259	\$263,591 +15.0%
April 2021	\$306,442	\$258,350 +18.6%
May 2021	\$327,757	\$265,070 +23.6%
June 2021	\$325,027	\$282,168 +15.2%
July 2021	\$315,751	\$276,575 +14.2%
August 2021	\$328,587	\$289,948 +13.3%
September 2021	\$325,599	\$285,048 +14.2%
12-Month Avg*	\$309,352	\$265,259 +16.6%

* Avg. Sales Price of all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



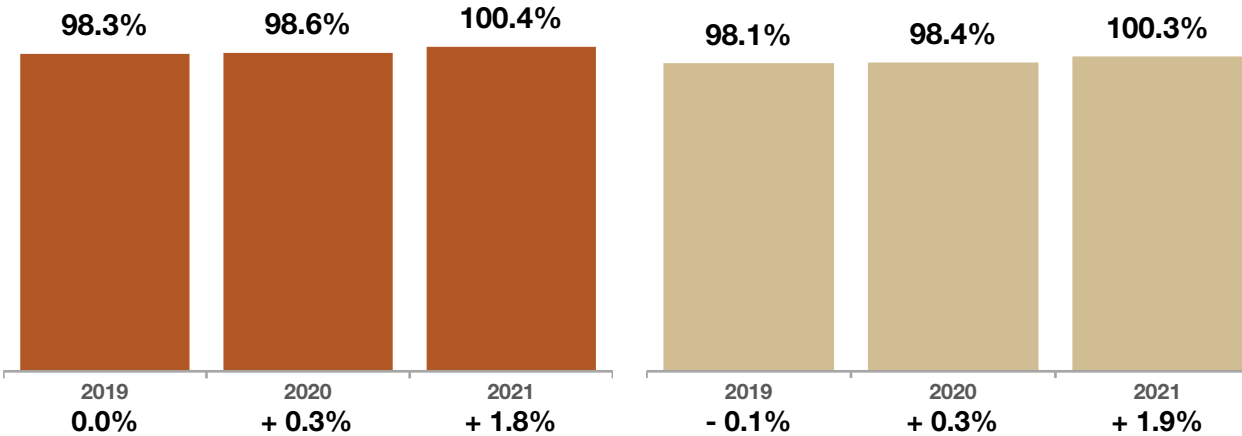
Percent of List Price Received

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.



September

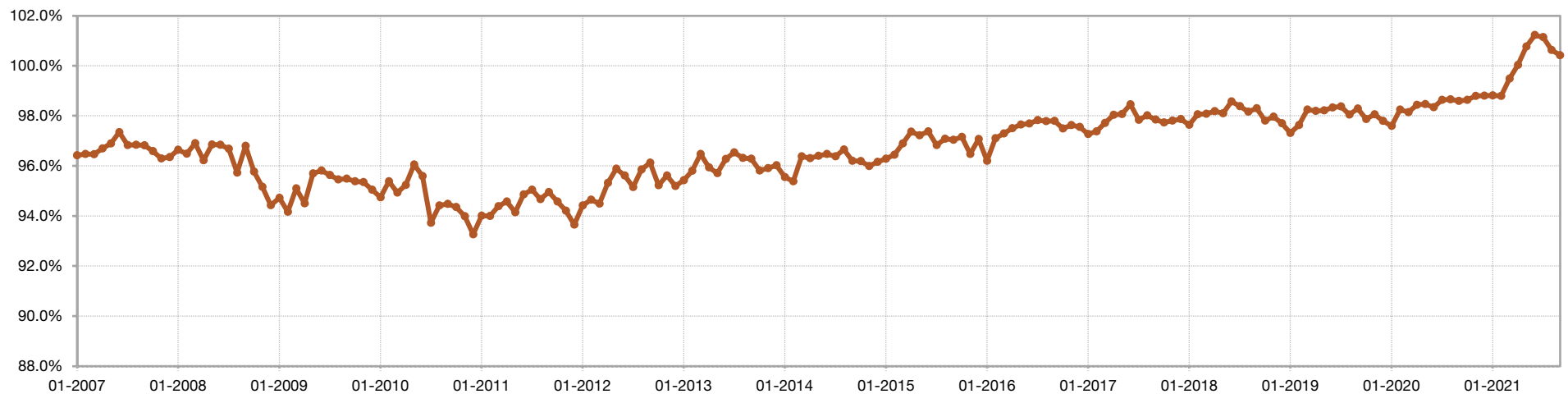
Year to Date



Pct. of List Price Received	Prior Year	Percent Change
October 2020	98.6%	97.9% +0.7%
November 2020	98.8%	98.1% +0.7%
December 2020	98.8%	97.8% +1.0%
January 2021	98.8%	97.6% +1.2%
February 2021	98.8%	98.2% +0.6%
March 2021	99.5%	98.1% +1.4%
April 2021	100.0%	98.4% +1.6%
May 2021	100.8%	98.5% +2.3%
June 2021	101.2%	98.3% +3.0%
July 2021	101.1%	98.6% +2.5%
August 2021	100.6%	98.7% +1.9%
September 2021	100.4%	98.6% +1.8%
12-Month Avg*	99.9%	98.3% +1.6%

* Average Pct. of List Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



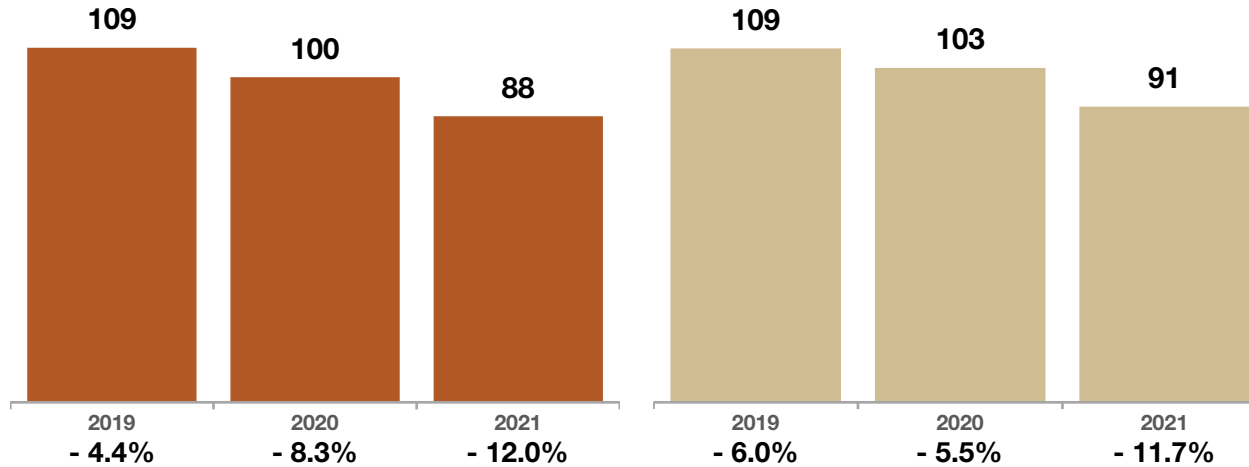
Housing Affordability Index

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.



September

Year to Date



Affordability Index		Prior Year	Percent Change
October 2020	97	109	-11.0%
November 2020	97	110	-11.8%
December 2020	99	109	-9.2%
January 2021	100	115	-13.0%
February 2021	99	110	-10.0%
March 2021	94	105	-10.5%
April 2021	95	105	-9.5%
May 2021	90	105	-14.3%
June 2021	89	101	-11.9%
July 2021	89	101	-11.9%
August 2021	88	98	-10.2%
September 2021	88	100	-12.0%
12-Month Avg	94	106	-11.3%

Historical Housing Affordability Index by Month

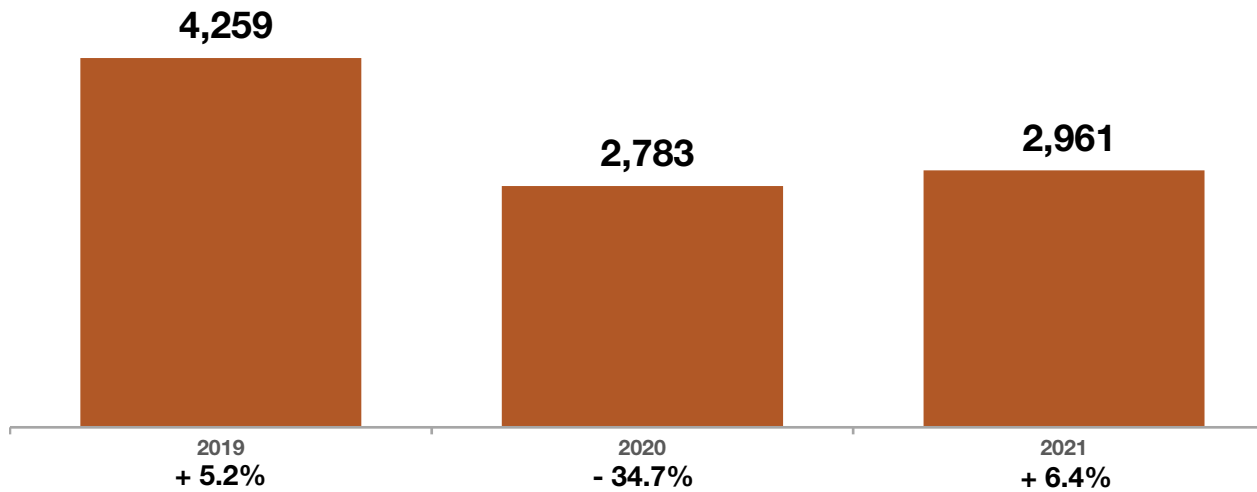


Inventory of Homes for Sale

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



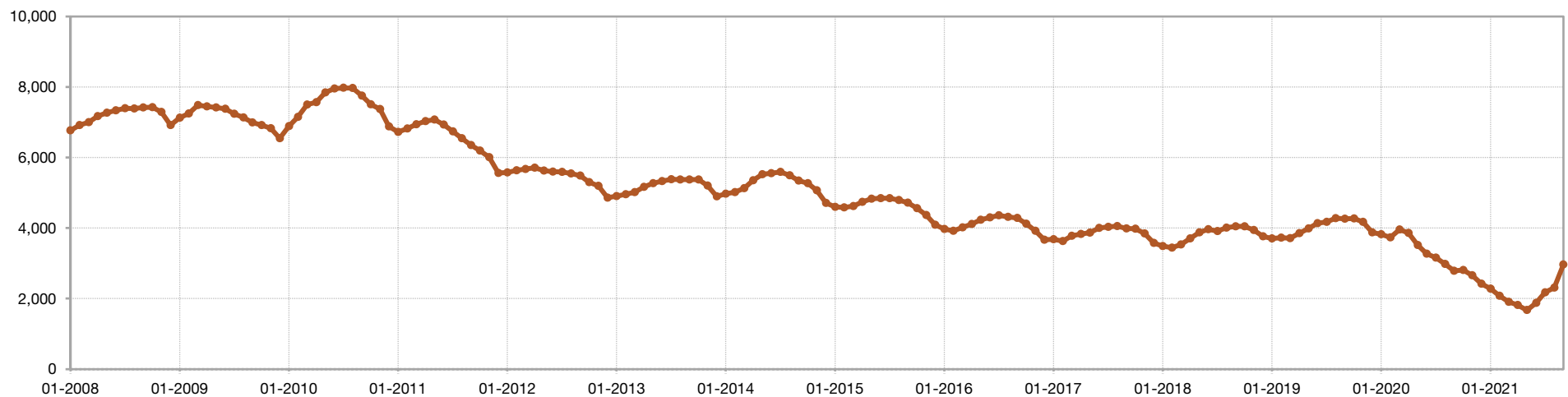
September



Homes for Sale		Prior Year	Percent Change
October 2020	2,808	4,267	-34.2%
November 2020	2,661	4,175	-36.3%
December 2020	2,422	3,871	-37.4%
January 2021	2,276	3,819	-40.4%
February 2021	2,078	3,731	-44.3%
March 2021	1,902	3,954	-51.9%
April 2021	1,812	3,858	-53.0%
May 2021	1,671	3,517	-52.5%
June 2021	1,874	3,266	-42.6%
July 2021	2,175	3,155	-31.1%
August 2021	2,306	2,980	-22.6%
September 2021	2,961	2,783	+6.4%
12-Month Avg*	2,246	2,882	-22.1%

* Homes for Sale for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

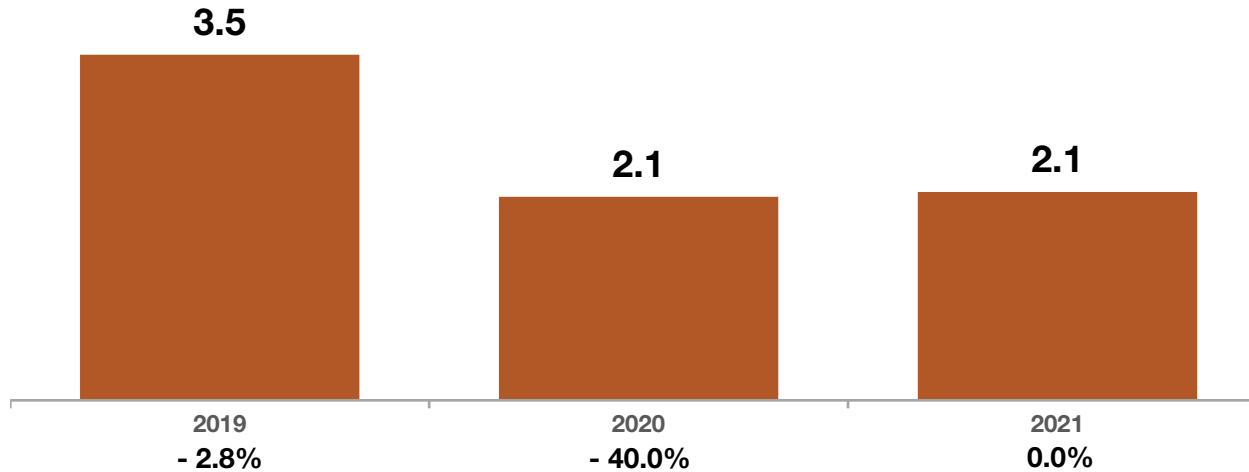


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2020	2.1	3.5	-40.0%
November 2020	1.9	3.4	-44.1%
December 2020	1.7	3.1	-45.2%
January 2021	1.6	3.1	-48.4%
February 2021	1.5	3.0	-50.0%
March 2021	1.3	3.2	-59.4%
April 2021	1.2	3.1	-61.3%
May 2021	1.1	2.8	-60.7%
June 2021	1.3	2.6	-50.0%
July 2021	1.5	2.5	-40.0%
August 2021	1.6	2.3	-30.4%
September 2021	2.1	2.1	0.0%
12-Month Avg*	1.6	2.9	-44.8%

* Months Supply for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

