

Monthly Indicators



September 2015

The third quarter of 2015 has ticked its last tock with the hands pointing firmly upon a reliable clock of a market. Although noon and 6:30 fluctuations are present even within the same states and cities, the overall tempo of real estate potential is experiencing a healthy number of good omens. The job market has shown continual improvement, jobless rates are down, real average hourly and weekly earnings have been up and there has been good news in new household formation.

New Listings were down 3.8 percent to 1,265. Pending Sales decreased 45.6 percent to 471. Inventory shrank 3.6 percent to 5,131 units.

Prices moved higher as Median Sales Price was up 4.3 percent to \$170,000. Days on Market decreased 5.6 percent to 68 days. Months Supply of Inventory was down 12.5 percent to 5.6 months, indicating that demand increased relative to supply.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

Quick Facts

+ 8.8%

+ 4.3%

- 3.6%

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.



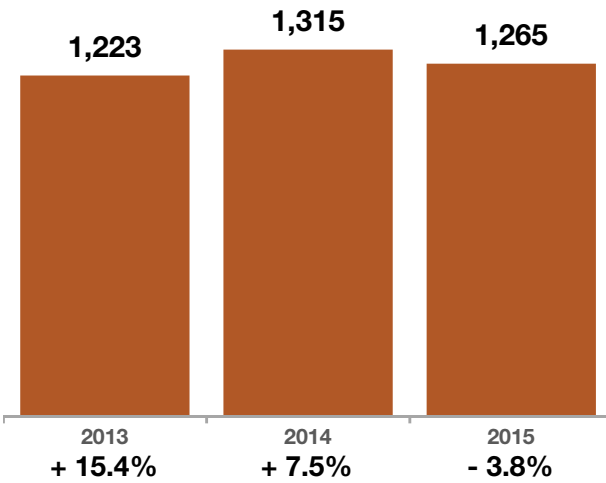
Key Metrics	Historical Sparkbars			09-2014	09-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
	09-2013	09-2014	09-2015						
New Listings				1,315	1,265	- 3.8%	12,959	12,993	+ 0.3%
Pending Sales				866	471	- 45.6%	8,215	8,806	+ 7.2%
Closed Sales				980	1,066	+ 8.8%	7,693	9,005	+ 17.1%
Days on Market				72	68	- 5.6%	82	75	- 8.5%
Median Sales Price				\$163,000	\$170,000	+ 4.3%	\$159,000	\$170,000	+ 6.9%
Average Sales Price				\$195,273	\$194,299	- 0.5%	\$190,935	\$201,833	+ 5.7%
Pct. of List Price Received				96.2%	97.0%	+ 0.8%	96.3%	97.0%	+ 0.7%
Housing Affordability Index				147	145	- 1.4%	150	145	- 3.3%
Inventory of Homes for Sale				5,321	5,131	- 3.6%	--	--	--
Months Supply of Inventory				6.4	5.6	- 12.5%	--	--	--

New Listings

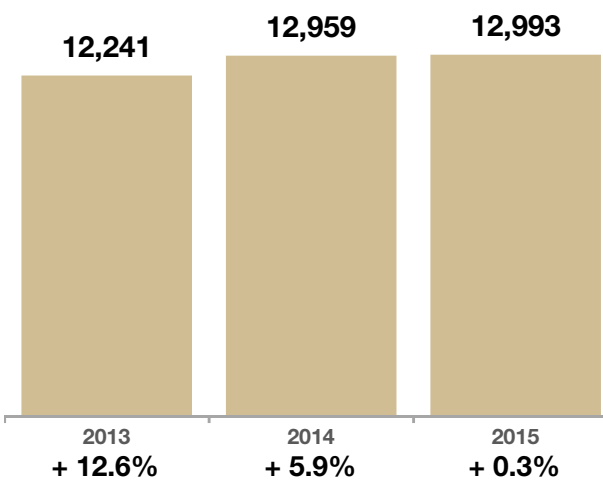
A count of the properties that have been newly listed on the market in a given month.



September



Year to Date



	New Listings	Prior Year	Percent Change
October 2014	1,324	1,269	+4.3%
November 2014	971	936	+3.7%
December 2014	769	753	+2.1%
January 2015	1,227	1,274	-3.7%
February 2015	1,219	1,191	+2.4%
March 2015	1,513	1,542	-1.9%
April 2015	1,695	1,578	+7.4%
May 2015	1,582	1,616	-2.1%
June 2015	1,491	1,482	+0.6%
July 2015	1,552	1,546	+0.4%
August 2015	1,449	1,415	+2.4%
September 2015	1,265	1,315	-3.8%
12-Month Avg	1,338	1,326	+0.9%

Historical New Listings by Month

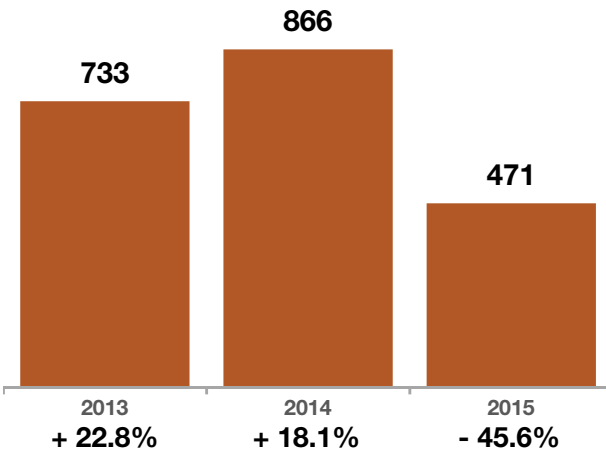


Pending Sales

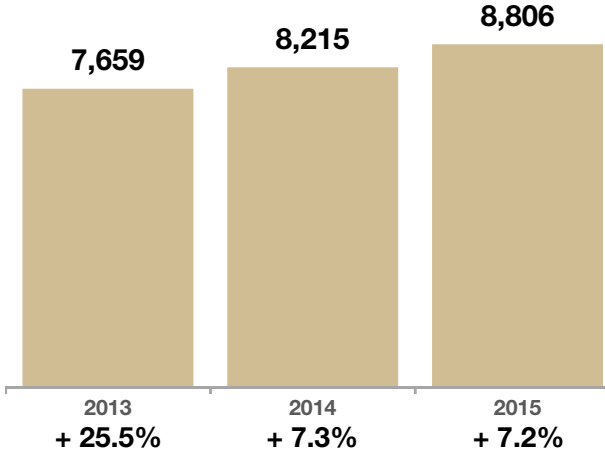
A count of the properties on which offers have been accepted in a given month.



September

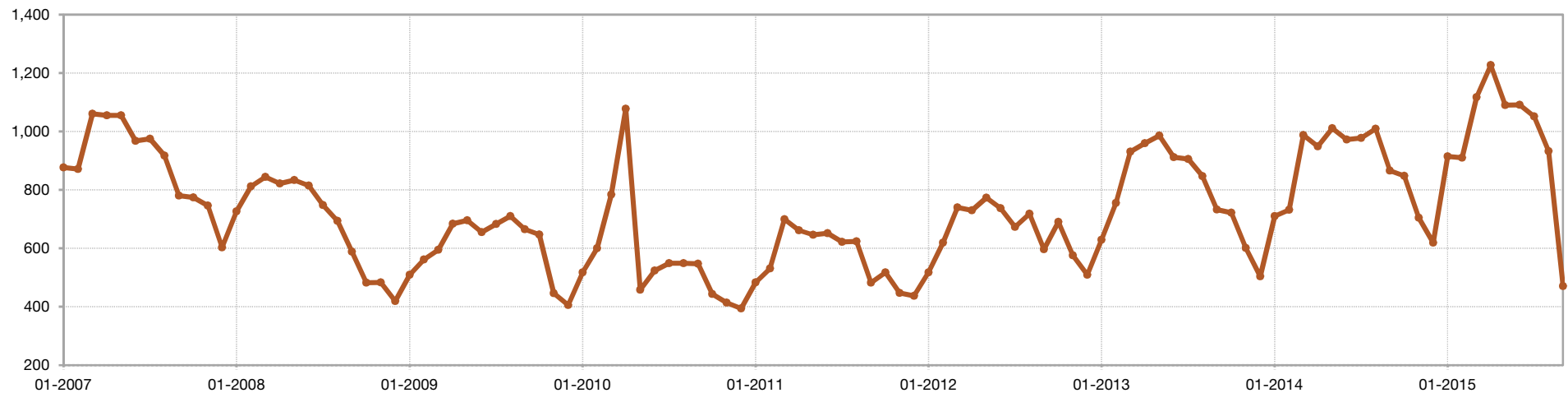


Year to Date



Pending Sales	Prior Year	Percent Change
October 2014	848	722 +17.5%
November 2014	705	601 +17.3%
December 2014	619	504 +22.8%
January 2015	915	710 +28.9%
February 2015	910	732 +24.3%
March 2015	1,117	988 +13.1%
April 2015	1,227	949 +29.3%
May 2015	1,090	1,011 +7.8%
June 2015	1,091	972 +12.2%
July 2015	1,052	978 +7.6%
August 2015	933	1,009 -7.5%
September 2015	471	866 -45.6%
12-Month Avg	915	837 +9.3%

Historical Pending Sales by Month

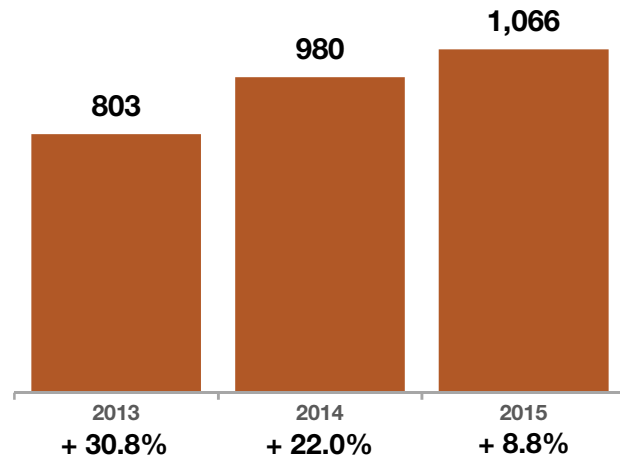


Closed Sales

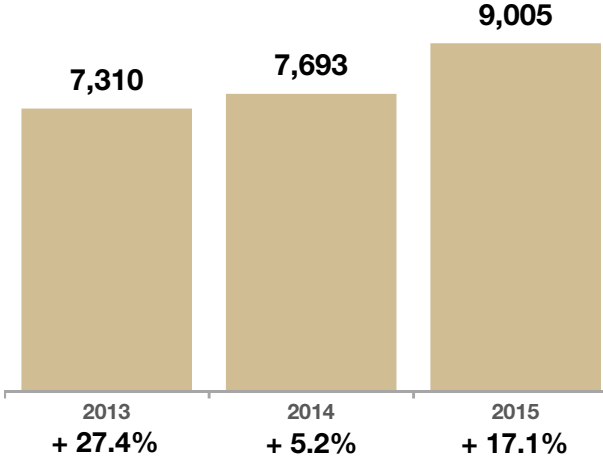
A count of the actual sales that closed in a given month.



September

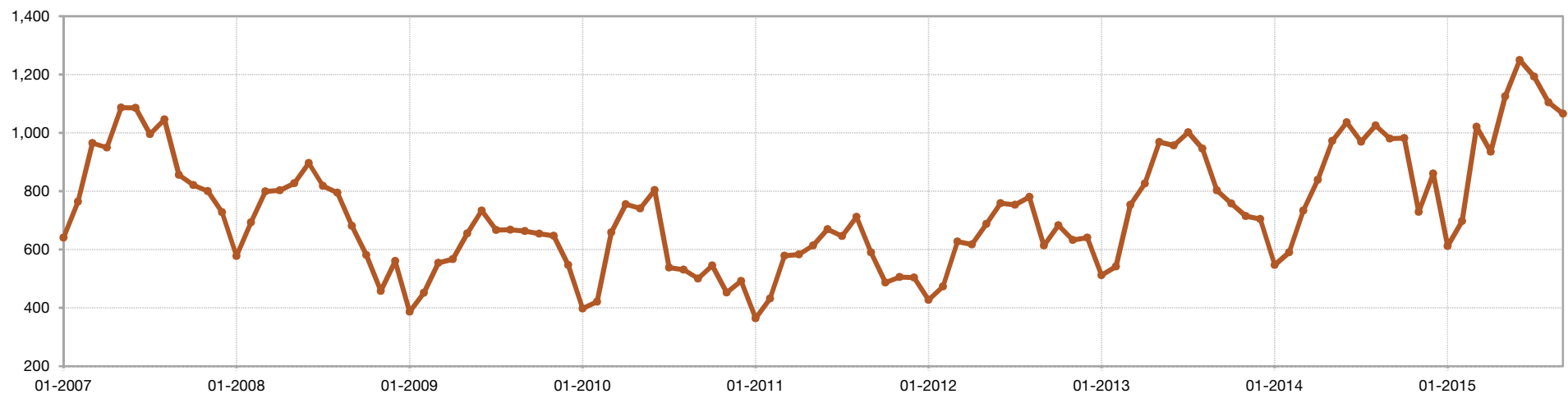


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2014	982	758	+29.6%
November 2014	729	715	+2.0%
December 2014	861	705	+22.1%
January 2015	612	547	+11.9%
February 2015	698	590	+18.3%
March 2015	1,021	734	+39.1%
April 2015	935	839	+11.4%
May 2015	1,125	972	+15.7%
June 2015	1,250	1,036	+20.7%
July 2015	1,193	970	+23.0%
August 2015	1,105	1,025	+7.8%
September 2015	1,066	980	+8.8%
12-Month Avg	965	823	+17.3%

Historical Closed Sales by Month

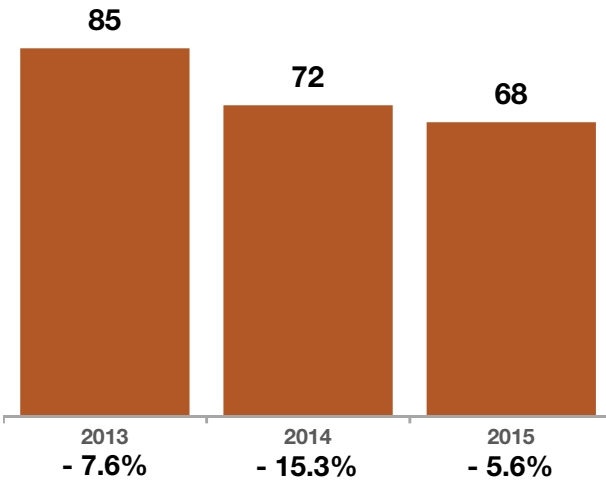


Days on Market Until Sale

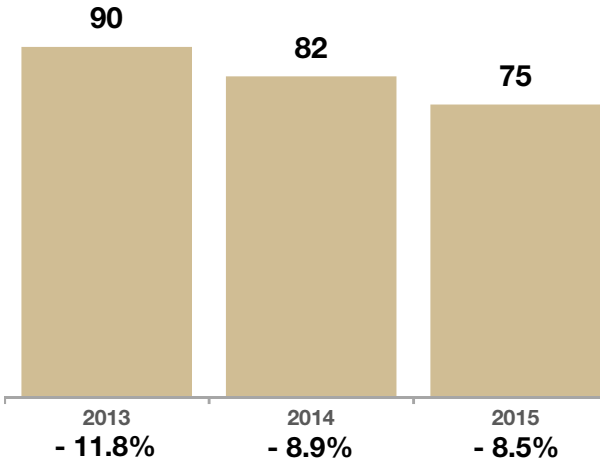
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year to Date



Days on Market	Prior Year	Percent Change	
October 2014	78	84	-7.1%
November 2014	84	86	-2.3%
December 2014	80	84	-4.8%
January 2015	97	89	+9.0%
February 2015	88	95	-7.4%
March 2015	88	91	-3.3%
April 2015	77	90	-14.4%
May 2015	74	87	-14.9%
June 2015	68	78	-12.8%
July 2015	66	75	-12.0%
August 2015	68	75	-9.3%
September 2015	68	72	-5.6%
12-Month Avg*	76	83	-8.4%

* Average Days on Market of all properties from October 2014 through September 2015. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

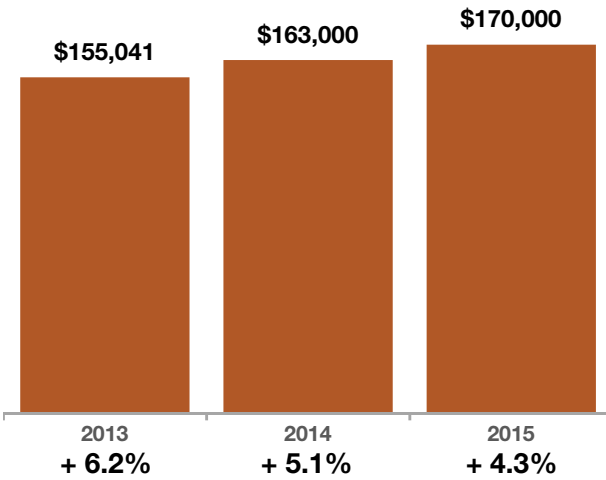


Median Sales Price

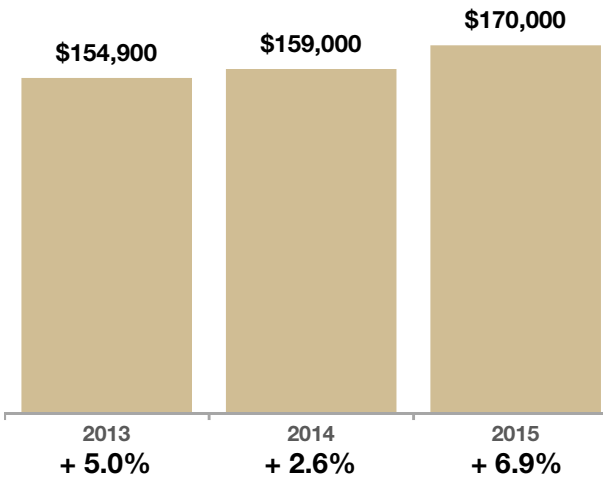
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



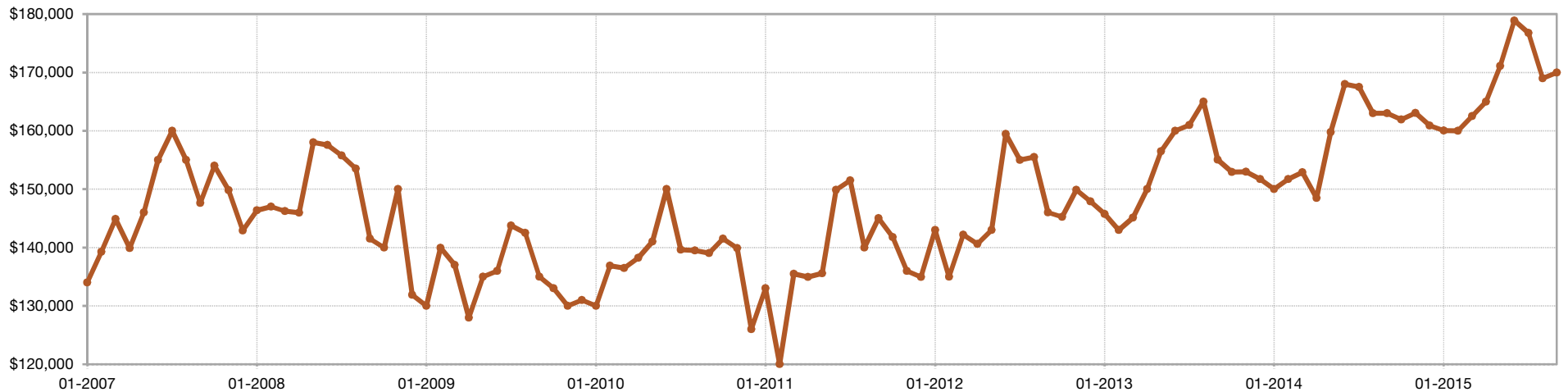
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2014	\$161,950	\$152,950	+5.9%
November 2014	\$163,054	\$153,000	+6.6%
December 2014	\$160,900	\$151,700	+6.1%
January 2015	\$160,042	\$150,000	+6.7%
February 2015	\$160,000	\$151,700	+5.5%
March 2015	\$162,500	\$152,869	+6.3%
April 2015	\$165,000	\$148,500	+11.1%
May 2015	\$171,100	\$159,750	+7.1%
June 2015	\$178,900	\$168,000	+6.5%
July 2015	\$176,750	\$167,500	+5.5%
August 2015	\$169,000	\$163,000	+3.7%
September 2015	\$170,000	\$163,000	+4.3%
12-Month Med*	\$168,050	\$157,500	+6.7%

* Median Sales Price of all properties from October 2014 through September 2015. This is not the median of the individual figures above.

Historical Median Sales Price by Month

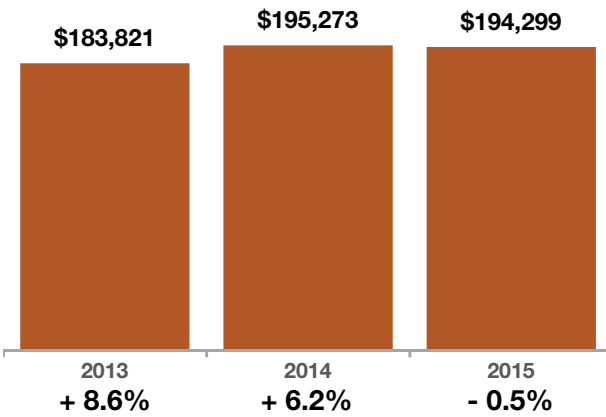


Average Sales Price

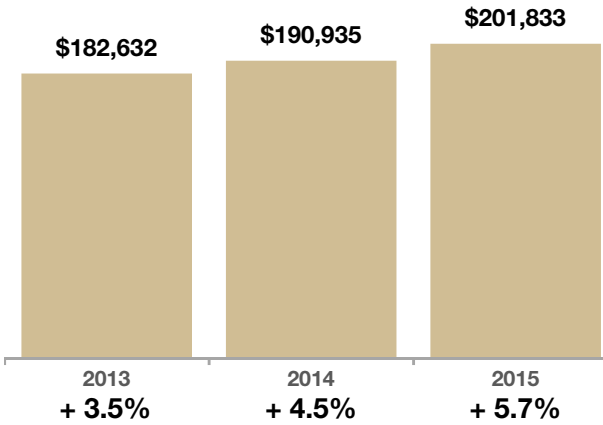
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



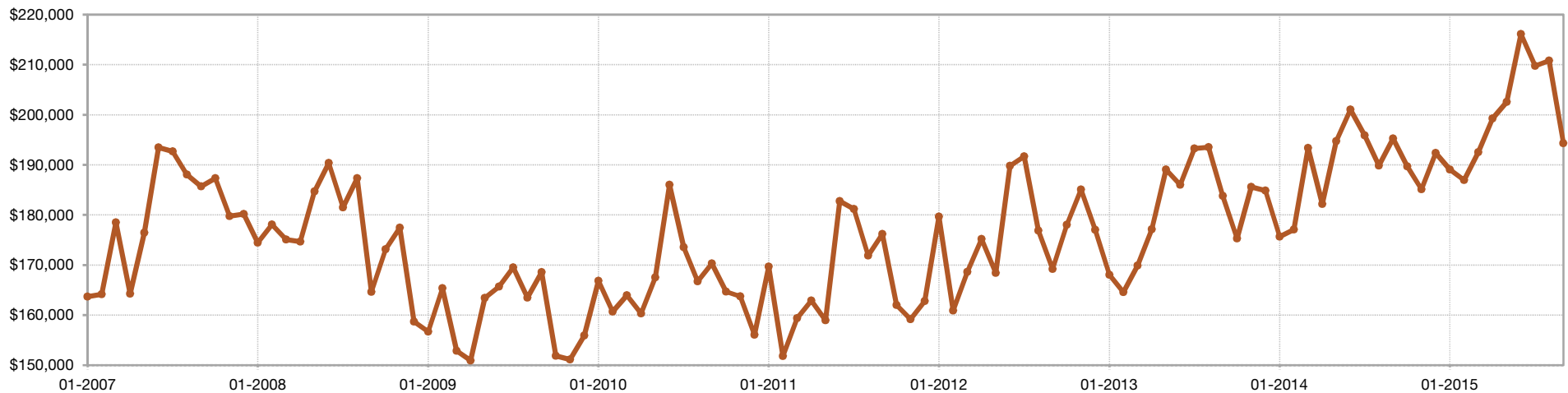
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2014	\$189,715	\$175,298	+8.2%
November 2014	\$185,120	\$185,601	-0.3%
December 2014	\$192,346	\$184,846	+4.1%
January 2015	\$189,084	\$175,665	+7.6%
February 2015	\$186,965	\$177,086	+5.6%
March 2015	\$192,542	\$193,357	-0.4%
April 2015	\$199,262	\$182,173	+9.4%
May 2015	\$202,566	\$194,733	+4.0%
June 2015	\$216,116	\$201,040	+7.5%
July 2015	\$209,753	\$195,869	+7.1%
August 2015	\$210,813	\$189,862	+11.0%
September 2015	\$194,299	\$195,273	-0.5%
12-Month Avg*	\$197,382	\$187,567	+5.2%

* Avg. Sales Price of all properties from October 2014 through September 2015. This is not the average of the individual figures above.

Historical Average Sales Price by Month

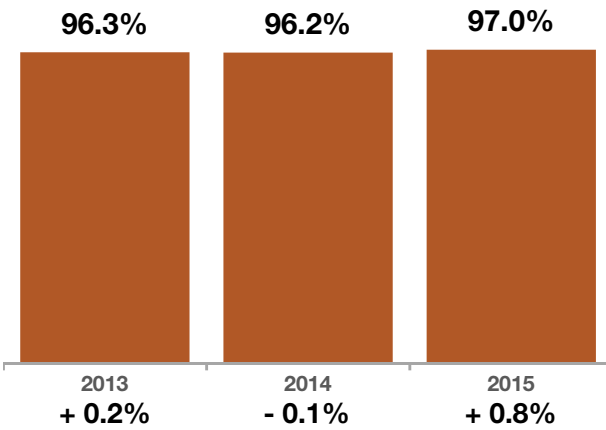


Percent of List Price Received

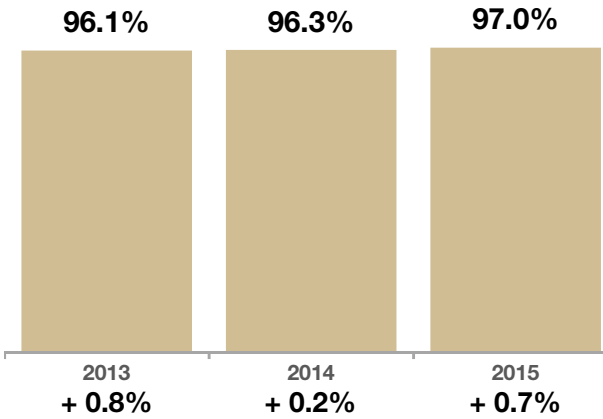
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
October 2014	96.2%	95.8%	+0.4%
November 2014	96.0%	95.9%	+0.1%
December 2014	96.1%	96.0%	+0.1%
January 2015	96.3%	95.6%	+0.7%
February 2015	96.4%	95.4%	+1.0%
March 2015	96.9%	96.4%	+0.5%
April 2015	97.4%	96.3%	+1.1%
May 2015	97.2%	96.4%	+0.8%
June 2015	97.4%	96.5%	+0.9%
July 2015	96.8%	96.4%	+0.4%
August 2015	97.1%	96.7%	+0.4%
September 2015	97.0%	96.2%	+0.8%
12-Month Avg*	96.8%	96.2%	+0.6%

* Average Pct. of List Price Received for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

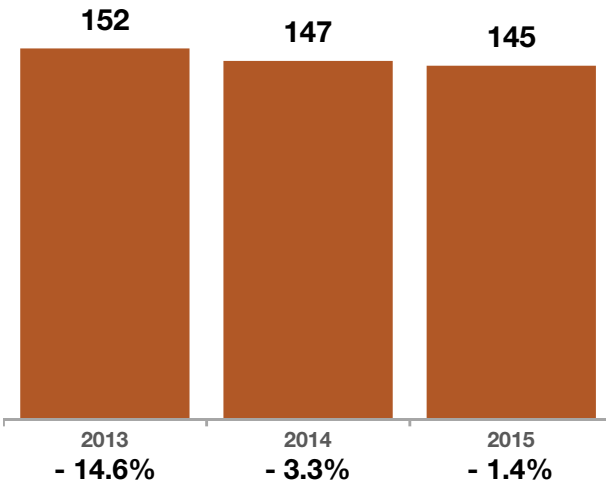


Housing Affordability Index

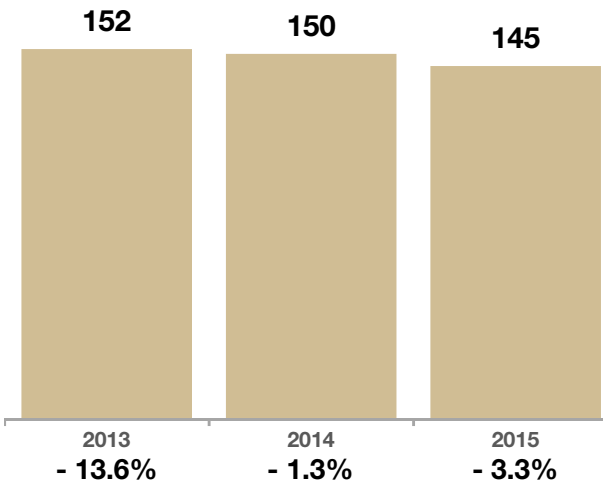
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

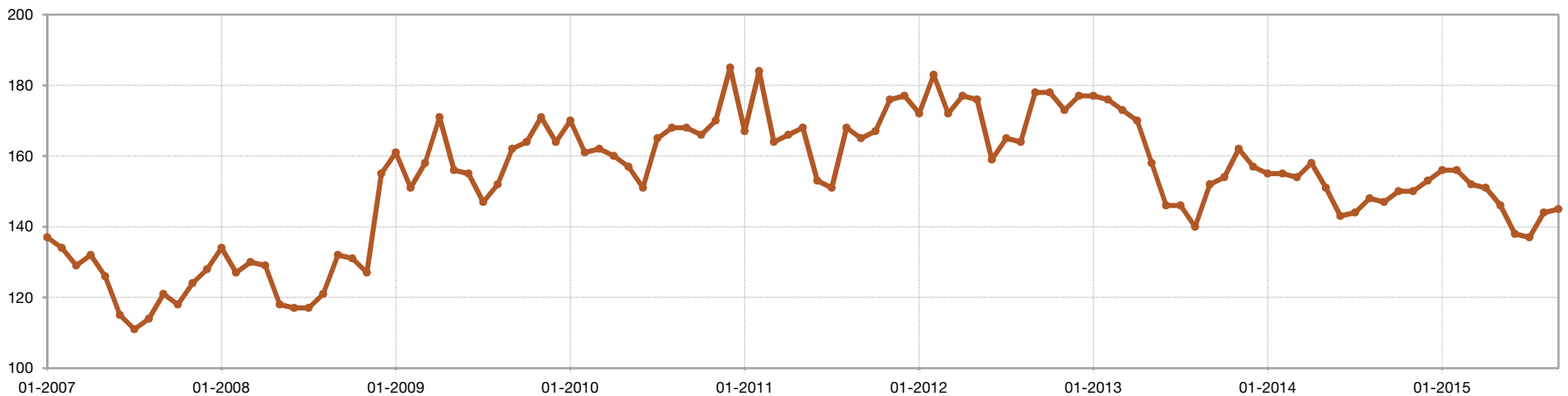


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2014	150	154	-2.6%
November 2014	150	162	-7.4%
December 2014	153	157	-2.5%
January 2015	156	155	+0.6%
February 2015	156	155	+0.6%
March 2015	152	154	-1.3%
April 2015	151	158	-4.4%
May 2015	146	151	-3.3%
June 2015	138	143	-3.5%
July 2015	137	144	-4.9%
August 2015	144	148	-2.7%
September 2015	145	147	-1.4%
12-Month Avg	148	152	-2.7%

Historical Housing Affordability Index by Month

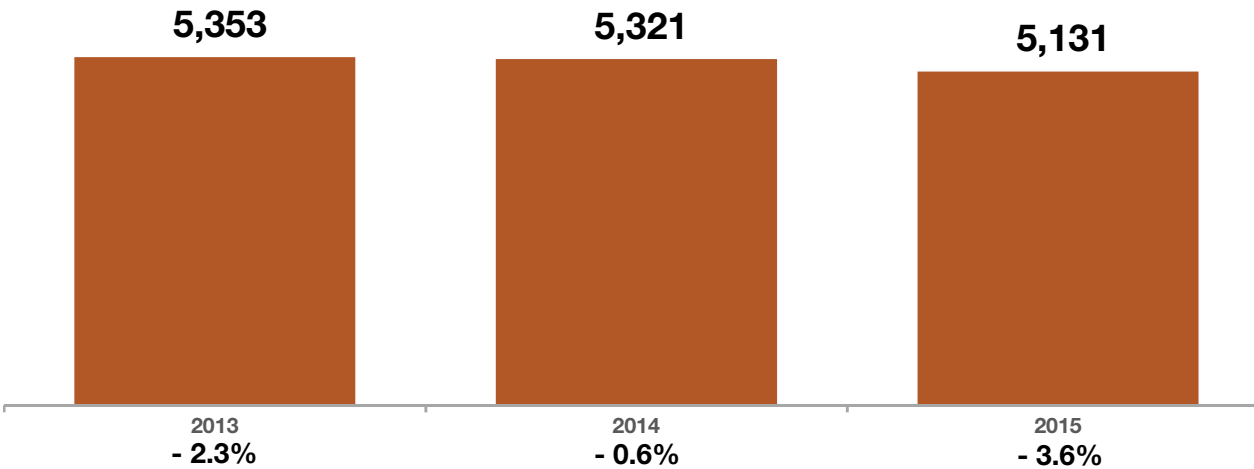


Inventory of Homes for Sale

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



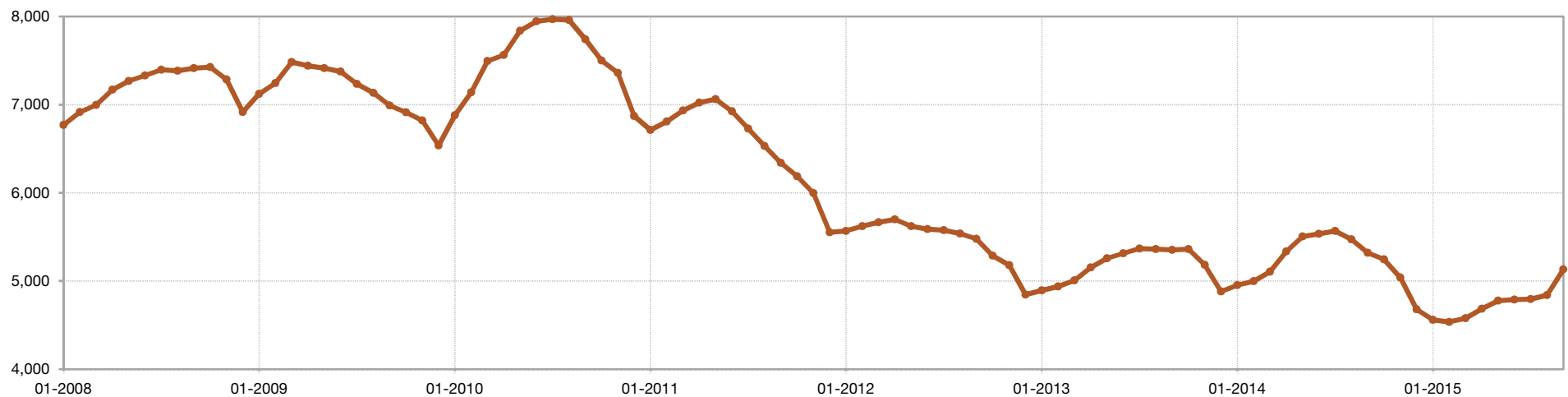
September



Homes for Sale	Prior Year	Percent Change
October 2014	5,244	-2.2%
November 2014	5,040	-2.8%
December 2014	4,679	-4.1%
January 2015	4,559	-8.0%
February 2015	4,536	-9.3%
March 2015	4,578	-10.3%
April 2015	4,683	-12.2%
May 2015	4,778	-13.2%
June 2015	4,790	-13.5%
July 2015	4,796	-13.9%
August 2015	4,838	-11.6%
September 2015	5,131	-3.6%
12-Month Avg*	4,804	-11.0%

* Homes for Sale for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

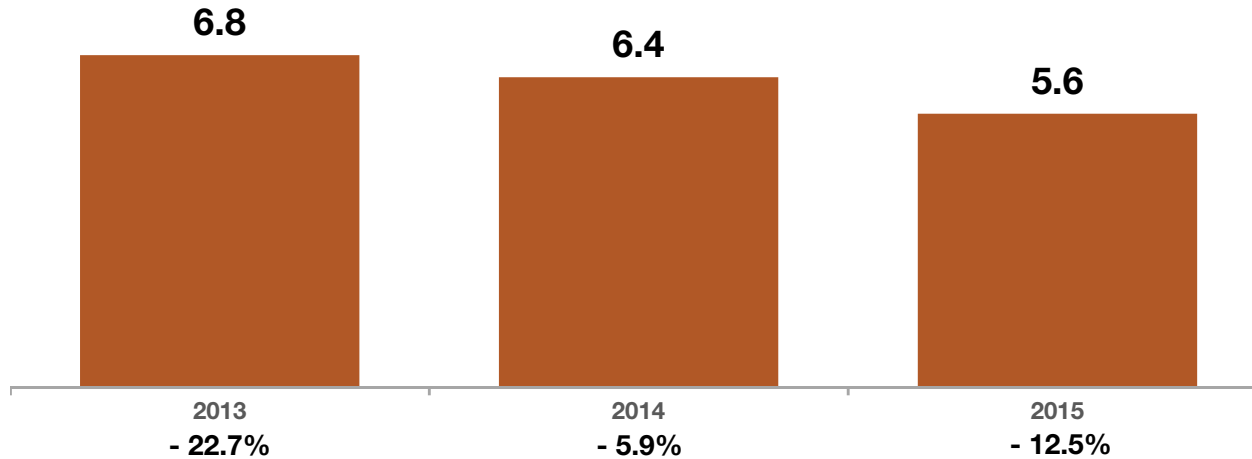


Months Supply of Inventory

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 2014	6.2	6.8	-8.8%
November 2014	5.9	6.6	-10.6%
December 2014	5.4	6.2	-12.9%
January 2015	5.2	6.2	-16.1%
February 2015	5.1	6.3	-19.0%
March 2015	5.0	6.4	-21.9%
April 2015	5.0	6.7	-25.4%
May 2015	5.1	6.9	-26.1%
June 2015	5.1	6.9	-26.1%
July 2015	5.0	6.9	-27.5%
August 2015	5.1	6.6	-22.7%
September 2015	5.6	6.4	-12.5%
12-Month Avg*	5.3	6.6	-19.7%

* Months Supply for all properties from October 2014 through September 2015. 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®



September 2015

The best outcomes seen in the past 15 years are upon us. Nary a warning bell is suspect to sound in this time of generalized stability. For the 12-month period spanning October 2014 through September 2015, Closed Sales in the Greater Greenville region were up 17.3 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 32.3 percent.

The overall Median Sales Price was up 6.7 percent to \$168,050. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 5.5 percent to \$174,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 61 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 97 days.

Market-wide, inventory levels were down 3.6 percent. The property type that gained the most inventory was the Condos segment, where it increased 18.9 percent. That amounts to 5.7 months supply for Single-Family homes and 4.9 months supply for Condos.

Quick Facts

+ 32.3%

+ 22.2%

+ 18.6%

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

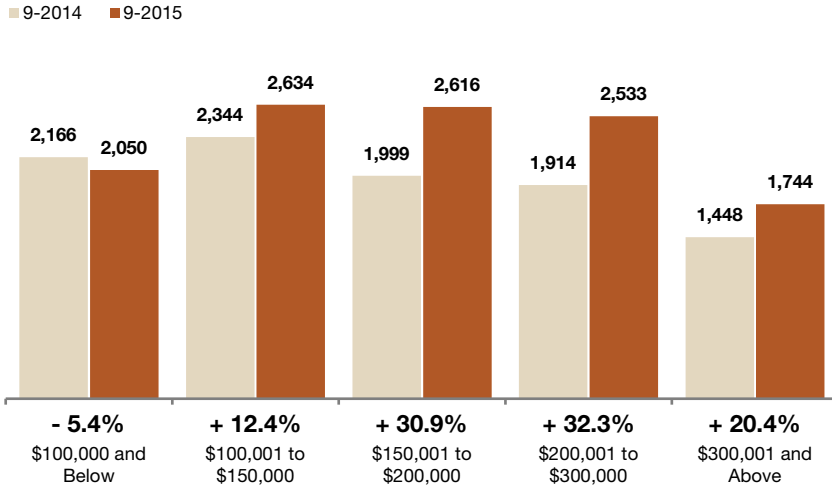
Closed Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

Closed Sales

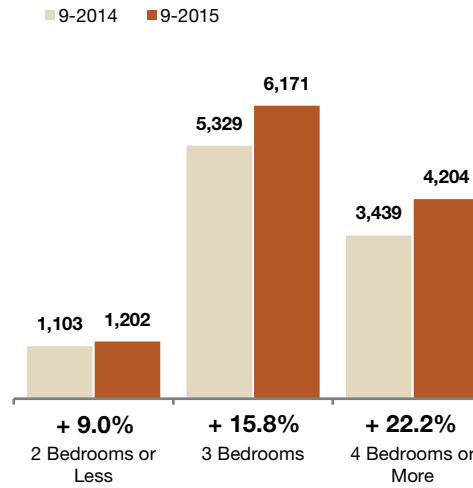
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



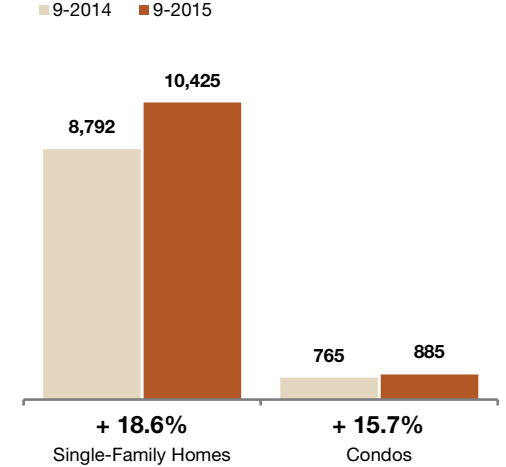
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	2,166	2,050	- 5.4%
\$100,001 to \$150,000	2,344	2,634	+ 12.4%
\$150,001 to \$200,000	1,999	2,616	+ 30.9%
\$200,001 to \$300,000	1,914	2,533	+ 32.3%
\$300,001 and Above	1,448	1,744	+ 20.4%
All Price Ranges	9,871	11,577	+ 17.3%

Single-Family Homes

9-2014	9-2015	Change
1,638	1,584	- 3.3%
2,081	2,316	+ 11.3%
1,872	2,456	+ 31.2%
1,819	2,395	+ 31.7%
1,382	1,674	+ 21.1%
8,792	10,425	+ 18.6%

Condos

9-2014	9-2015	Change
238	227	- 4.6%
245	296	+ 20.8%
123	156	+ 26.8%
93	137	+ 47.3%
66	69	+ 4.5%
765	885	+ 15.7%

By Bedroom Count

9-2014	9-2015	Change
1,103	1,202	+ 9.0%
5,329	6,171	+ 15.8%
3,439	4,204	+ 22.2%
9,871	11,577	+ 17.3%

9-2014	9-2015	Change
678	734	+ 8.3%
4,781	5,592	+ 17.0%
3,333	4,099	+ 23.0%
8,792	10,425	+ 18.6%

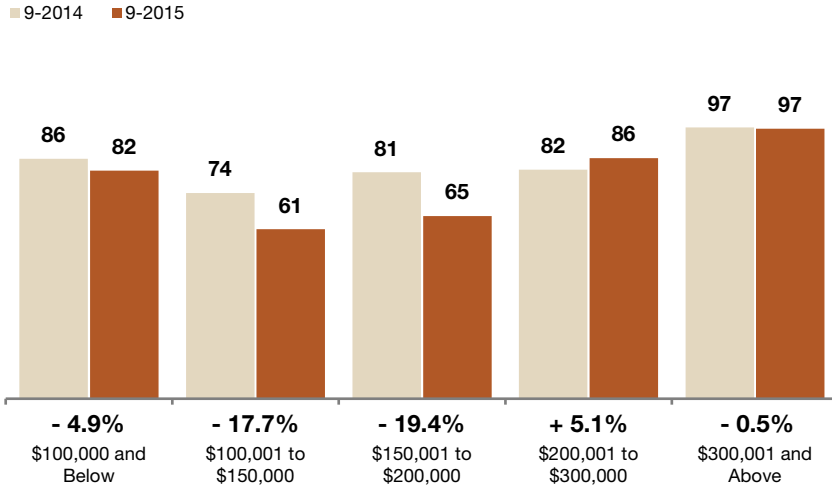
9-2014	9-2015	Change
401	445	+ 11.0%
339	404	+ 19.2%
25	36	+ 44.0%
765	885	+ 15.7%

Days on Market Until Sale

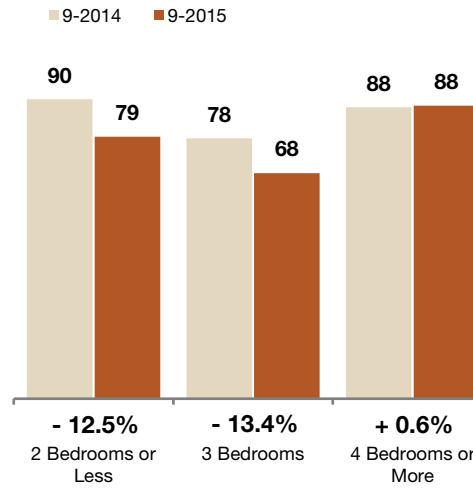
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



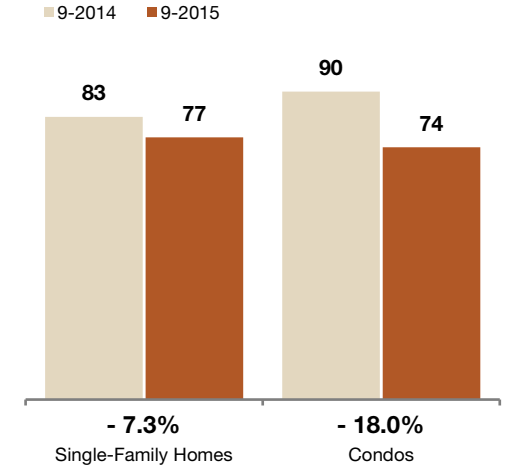
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	86	82	- 4.9%
\$100,001 to \$150,000	74	61	- 17.7%
\$150,001 to \$200,000	81	65	- 19.4%
\$200,001 to \$300,000	82	86	+ 5.1%
\$300,001 and Above	97	97	- 0.5%
All Price Ranges	83	76	- 7.9%

Single-Family Homes

9-2014	9-2015	Change	9-2014	9-2015	Change
88	83	- 6.3%	90	86	- 4.7%
73	61	- 16.1%	79	55	- 29.9%
80	65	- 19.5%	93	78	- 16.8%
82	87	+ 6.1%	92	78	- 15.1%
96	97	+ 0.8%	122	98	- 20.1%
83	77	- 7.3%	90	74	- 18.0%

Condos

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	90	79	- 12.5%
3 Bedrooms	78	68	- 13.4%
4 Bedrooms or More	88	88	+ 0.6%
All Bedroom Counts	83	76	- 7.9%

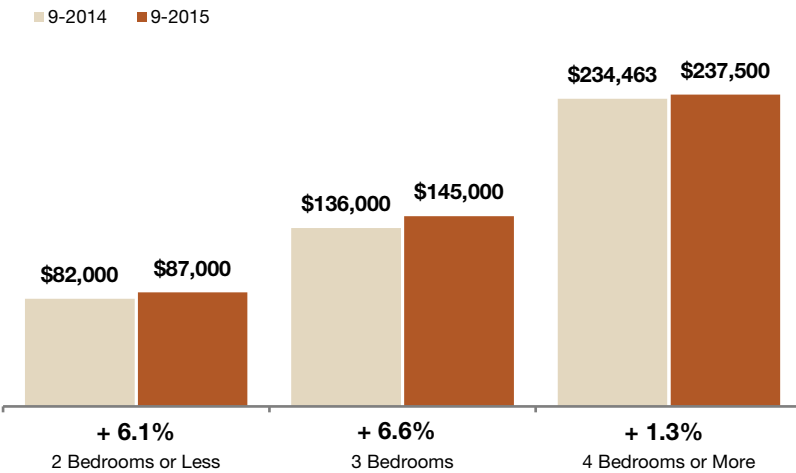
9-2014	9-2015	Change	9-2014	9-2015	Change
92	82	- 11.1%	89	71	- 20.2%
78	67	- 13.1%	92	72	- 21.7%
88	88	+ 0.3%	85	130	+ 53.4%
83	77	- 7.3%	90	74	- 18.0%

Median Sales Price

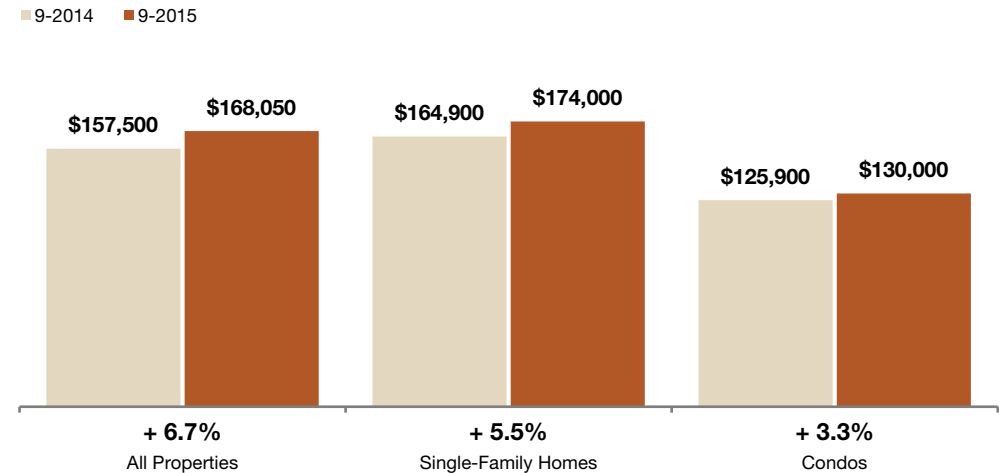
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	\$82,000	\$87,000	+ 6.1%
3 Bedrooms	\$136,000	\$145,000	+ 6.6%
4 Bedrooms or More	\$234,463	\$237,500	+ 1.3%
All Bedroom Counts	\$157,500	\$168,050	+ 6.7%

Single-Family Homes

9-2014	9-2015	Change	9-2014	9-2015	Change
\$68,000	\$74,500	+ 9.6%	\$105,000	\$109,900	+ 4.7%
\$139,000	\$147,250	+ 5.9%	\$142,500	\$149,463	+ 4.9%
\$237,000	\$240,000	+ 1.3%	\$191,000	\$184,900	- 3.2%
\$164,900	\$174,000	+ 5.5%	\$125,900	\$130,000	+ 3.3%

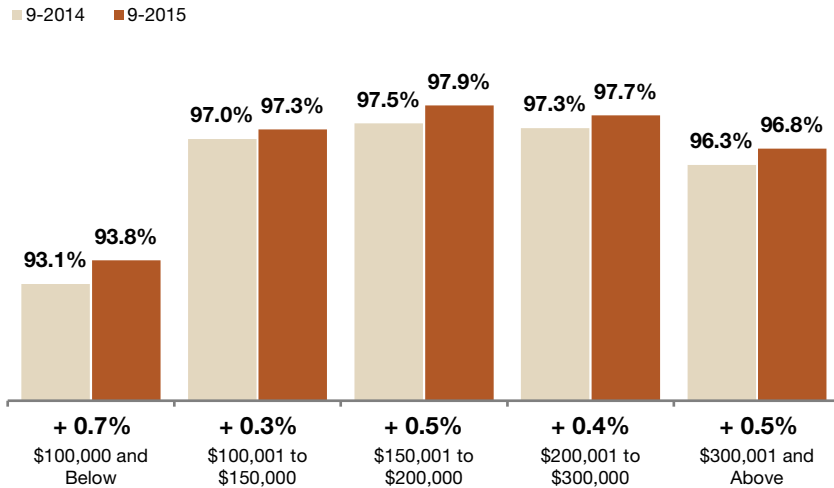
Condos

Percent of List Price Received

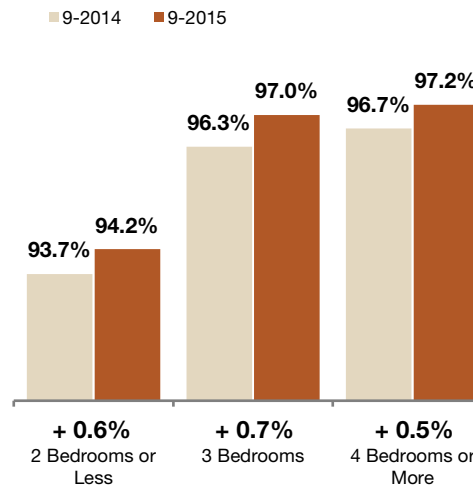
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



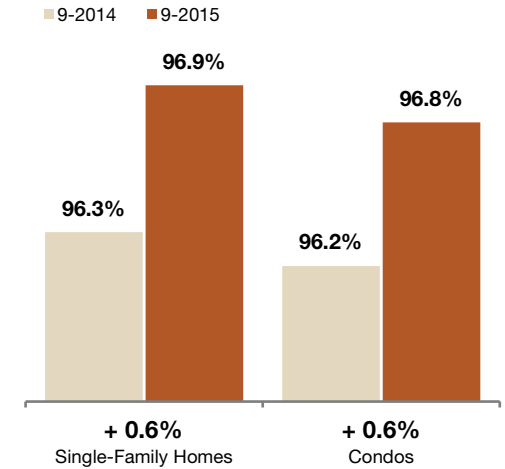
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	93.1%	93.8%	+ 0.7%
\$100,001 to \$150,000	97.0%	97.3%	+ 0.3%
\$150,001 to \$200,000	97.5%	97.9%	+ 0.5%
\$200,001 to \$300,000	97.3%	97.7%	+ 0.4%
\$300,001 and Above	96.3%	96.8%	+ 0.5%
All Price Ranges	96.2%	96.8%	+ 0.6%

Single-Family Homes

9-2014	9-2015	Change
93.0%	93.8%	+ 0.8%
97.1%	97.4%	+ 0.3%
97.4%	98.0%	+ 0.6%
97.3%	97.7%	+ 0.3%
96.3%	96.8%	+ 0.5%
96.3%	96.9%	+ 0.6%

Condos

9-2014	9-2015	Change
94.6%	95.3%	+ 0.8%
96.5%	96.9%	+ 0.5%
97.9%	97.7%	- 0.3%
97.1%	97.8%	+ 0.7%
96.7%	97.4%	+ 0.7%
96.2%	96.8%	+ 0.6%

By Bedroom Count

9-2014	9-2015	Change
93.7%	94.2%	+ 0.6%
96.3%	97.0%	+ 0.7%
96.7%	97.2%	+ 0.5%
96.2%	96.8%	+ 0.6%

9-2014	9-2015	Change
92.4%	93.2%	+ 0.8%
96.5%	97.2%	+ 0.7%
96.8%	97.3%	+ 0.5%
96.3%	96.9%	+ 0.6%

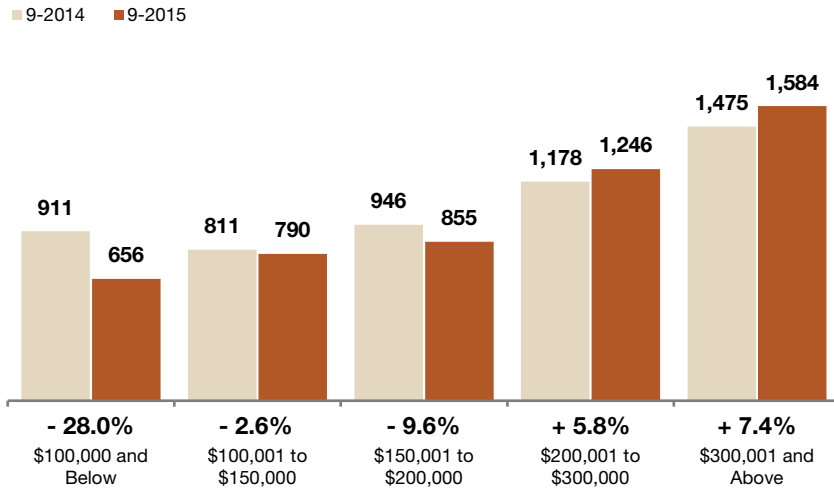
9-2014	9-2015	Change
96.0%	96.2%	+ 0.3%
96.4%	97.4%	+ 1.0%
96.3%	97.2%	+ 1.0%
96.2%	96.8%	+ 0.6%

Inventory of Homes for Sale

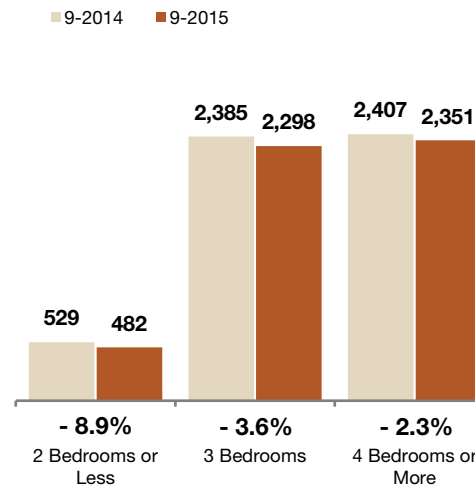
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



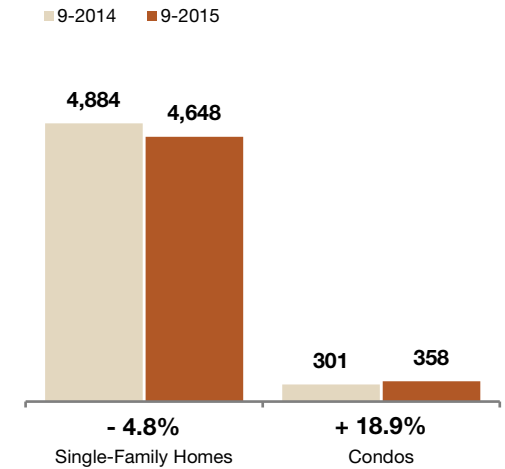
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	911	656	- 28.0%
\$100,001 to \$150,000	811	790	- 2.6%
\$150,001 to \$200,000	946	855	- 9.6%
\$200,001 to \$300,000	1,178	1,246	+ 5.8%
\$300,001 and Above	1,475	1,584	+ 7.4%
All Price Ranges	5,321	5,131	- 3.6%

Single-Family Homes

9-2014	9-2015	Change	9-2014	9-2015	Change
732	501	- 31.6%	74	70	- 5.4%
723	692	- 4.3%	68	77	+ 13.2%
879	781	- 11.1%	61	62	+ 1.6%
1,124	1,181	+ 5.1%	50	62	+ 24.0%
1,426	1,493	+ 4.7%	48	87	+ 81.3%
4,884	4,648	- 4.8%	301	358	+ 18.9%

Condos

By Bedroom Count

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	529	482	- 8.9%
3 Bedrooms	2,385	2,298	- 3.6%
4 Bedrooms or More	2,407	2,351	- 2.3%
All Bedroom Counts	5,321	5,131	- 3.6%

9-2014	9-2015	Change	9-2014	9-2015	Change
356	311	- 12.6%	155	153	- 1.3%
2,161	2,042	- 5.5%	126	175	+ 38.9%
2,367	2,295	- 3.0%	20	30	+ 50.0%
4,884	4,648	- 4.8%	301	358	+ 18.9%

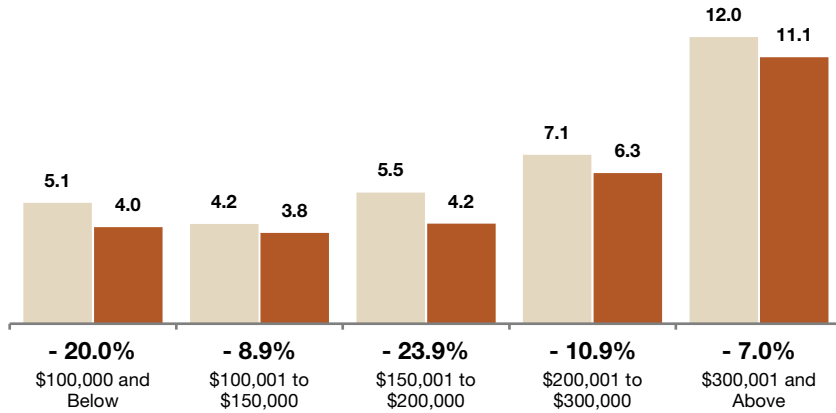
Months Supply of Inventory

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.**



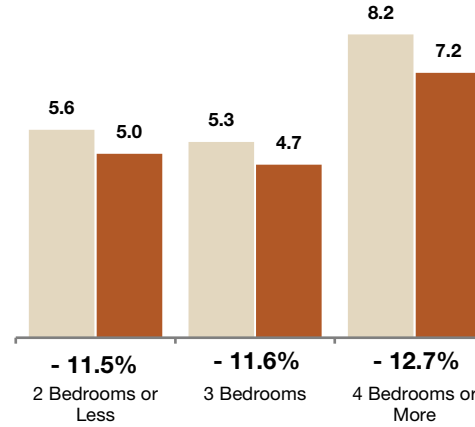
By Price Range

■ 9-2014 ■ 9-2015



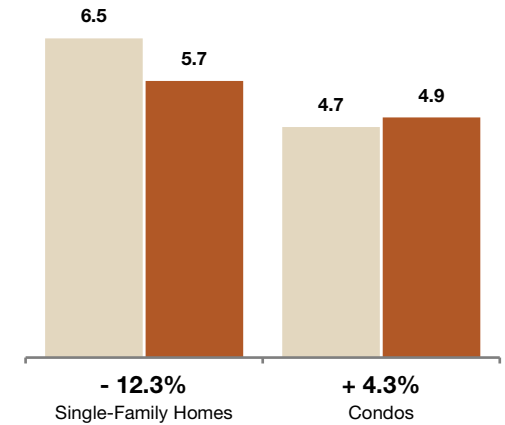
By Bedroom Count

■ 9-2014 ■ 9-2015



By Property Type

■ 9-2014 ■ 9-2015



All Properties

By Price Range

	9-2014	9-2015	Change
\$100,000 and Below	5.1	4.0	-20.0%
\$100,001 to \$150,000	4.2	3.8	-8.9%
\$150,001 to \$200,000	5.5	4.2	-23.9%
\$200,001 to \$300,000	7.1	6.3	-10.9%
\$300,001 and Above	12.0	11.1	-7.0%
All Price Ranges	6.4	5.6	-12.5%

Single-Family Homes

	9-2014	9-2015	Change
2 Bedrooms or Less	5.4	4.0	-26.0%
3 Bedrooms	4.2	3.8	-9.5%
4 Bedrooms or More	5.4	4.1	-24.4%
Single-Family Homes	7.1	6.3	-11.2%
Condos	12.1	11.2	-7.9%
All Price Ranges	6.5	5.7	-12.3%

Condos

By Bedroom Count

	9-2014	9-2015	Change
2 Bedrooms or Less	5.6	5.0	-11.5%
3 Bedrooms	5.3	4.7	-11.6%
4 Bedrooms or More	8.2	7.2	-12.7%
All Bedroom Counts	6.4	5.6	-12.5%

	9-2014	9-2015	Change
2 Bedrooms or Less	6.1	5.3	-13.6%
3 Bedrooms	5.3	4.6	-13.5%
4 Bedrooms or More	8.3	7.2	-13.7%
All Bedroom Counts	6.5	5.7	-12.3%