

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



January 2012

For once, the headlines are getting it right: "Supply-side correction continues," "Home buyer demand strengthening," "Market heads toward balance." There is a very real sense that the landscape is shifting. We don't want to overstate the case this month, as this coming spring will be the bellwether. It's been plus or minus five long years since the peak of the housing bubble and the ensuing aftermath. As we delve into a new year, let's see if the first month of the sixth year brought any encouraging signs.

New Listings in the Greater Greenville region decreased 0.3 percent to 1,079. Pending Sales were down 34.9 percent to 313. Inventory levels shrank 14.7 percent to 5,970 units.

Home prices began the year on an up note. The Median Sales Price increased 5.9 percent to \$143,000. Days on Market was down 3.5 percent to 107 days. Absorption rates improved as Months Supply of Inventory was down 11.5 percent to 10.9 months.

No one likes feeling stuck. The fate of housing and the economy remain tied together in a single garment of destiny. As long as housing remains weak, many Americans are unable to relocate when an employment opportunity arises. Instead, they're anchored to a house that's underwater. Several key efforts aimed at easing refinancing, converting vacant properties to rentals and getting some private equity in the game are all reasons to stay alert and informed.

Quick Facts

+ 14.6%

Change in
Closed Sales

+ 5.9%

Change in
Median Sales Price

- 14.7%

Change in
Inventory

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Market Overview

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

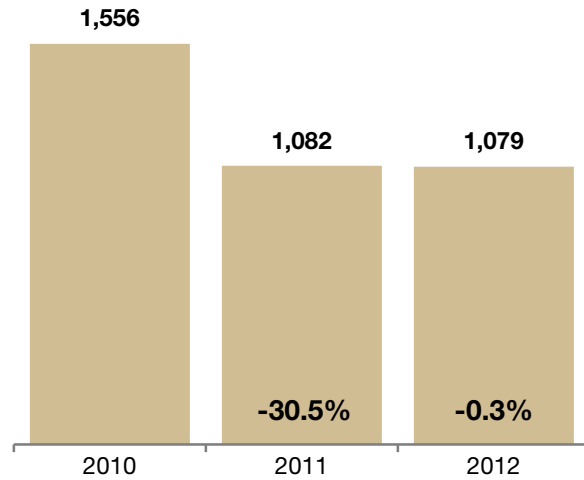


Key Metrics	Historical Sparklines	1-2011	1-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,082	1,079	- 0.3%	1,082	1,079	- 0.3%
Pending Sales		481	313	- 34.9%	481	313	- 34.9%
Closed Sales		364	417	+ 14.6%	364	417	+ 14.6%
Days on Market Until Sale		110	107	- 3.5%	110	107	- 3.5%
Median Sales Price		\$135,000	\$143,000	+ 5.9%	\$135,000	\$143,000	+ 5.9%
Average Sales Price		\$171,403	\$179,738	+ 4.9%	\$171,403	\$179,738	+ 4.9%
Percent of List Price Received		94.0%	94.3%	+ 0.3%	94.0%	94.3%	+ 0.3%
Housing Affordability Index		171	177	+ 3.9%	171	177	+ 3.9%
Inventory of Homes for Sale		7,002	5,970	- 14.7%	--	--	--
Months Supply of Homes for Sale		12.3	10.9	- 11.5%	--	--	--

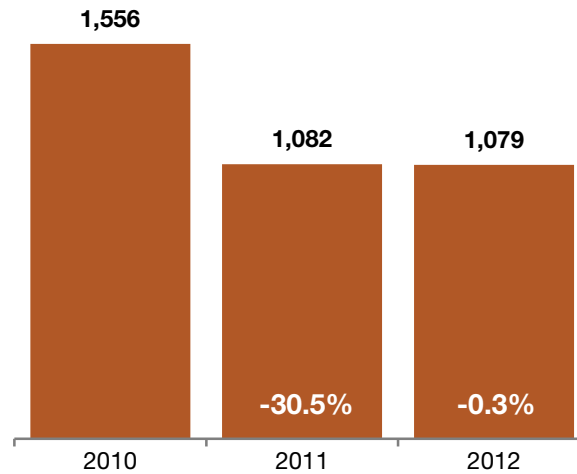
New Listings

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

January

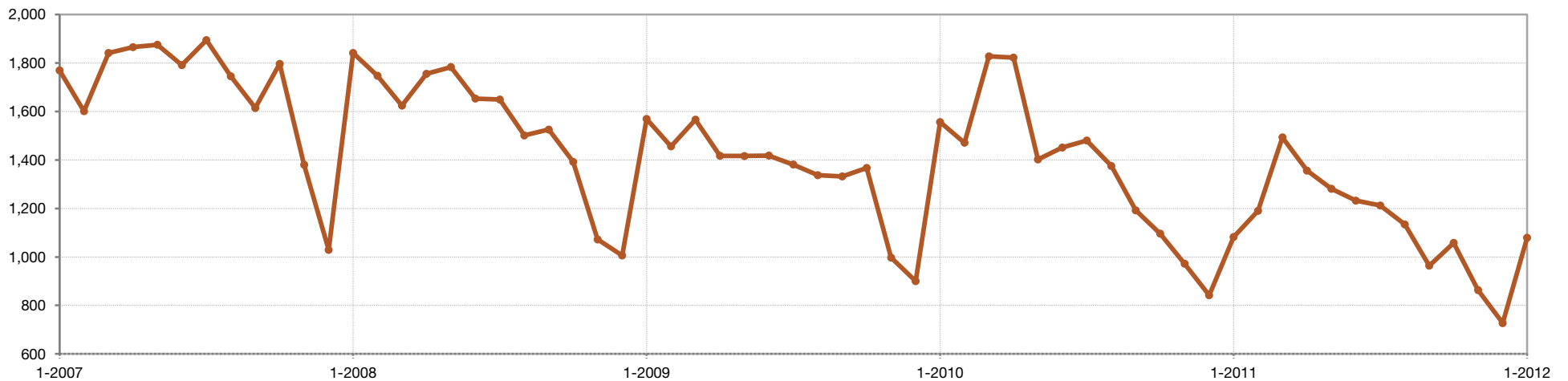


Year To Date



Month	Prior Year	Current Year	+ / -
February	1,471	1,190	-19.1%
March	1,827	1,493	-18.3%
April	1,822	1,356	-25.6%
May	1,402	1,281	-8.6%
June	1,451	1,232	-15.1%
July	1,480	1,212	-18.1%
August	1,375	1,134	-17.5%
September	1,192	964	-19.1%
October	1,096	1,058	-3.5%
November	972	863	-11.2%
December	842	727	-13.7%
January	1,082	1,079	-0.3%
12-Month Avg	1,334	1,132	-15.1%

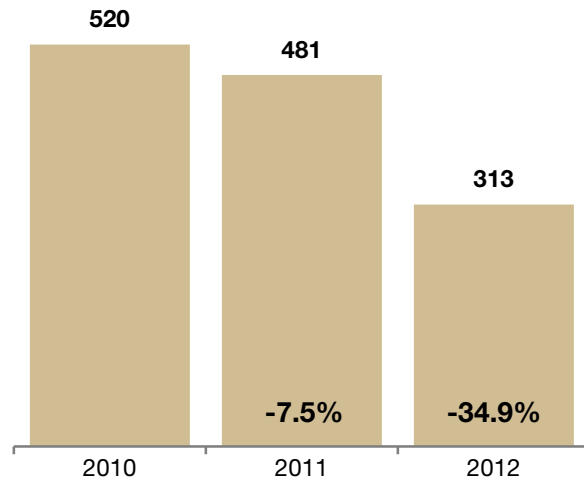
Historical New Listing Activity



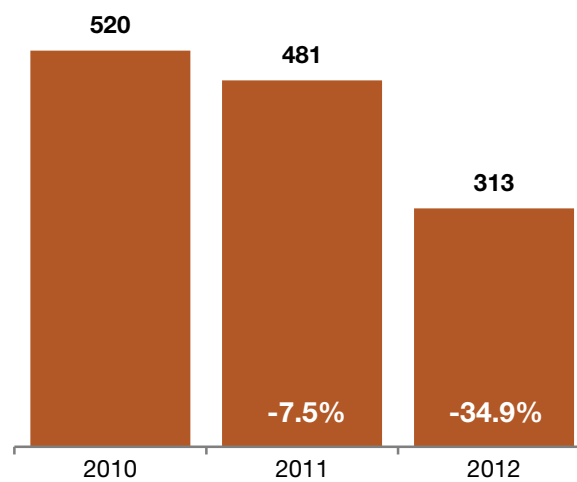
Pending Sales

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

January

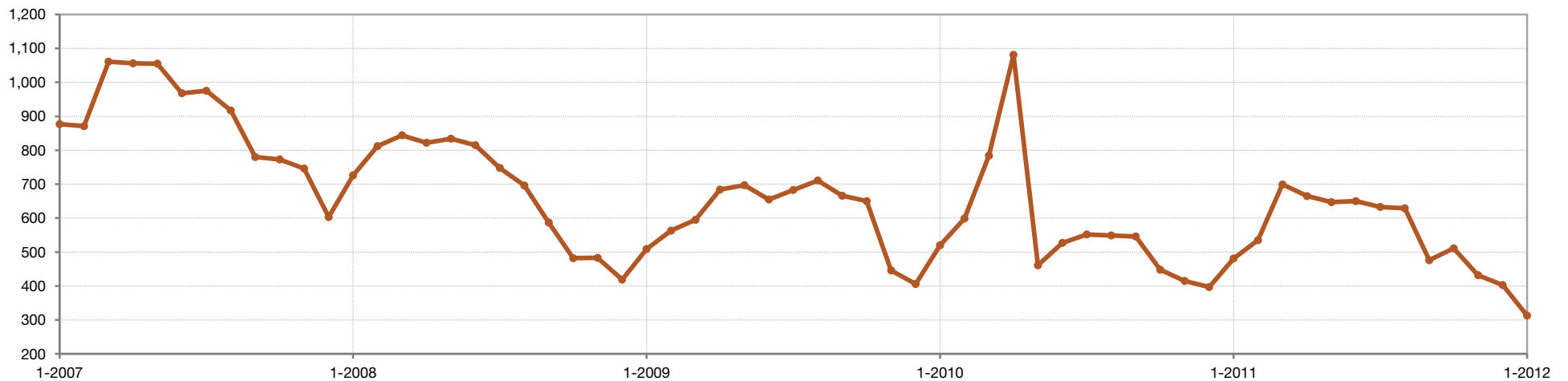


Year To Date



Month	Prior Year	Current Year	+ / -
February	599	535	-10.7%
March	784	699	-10.8%
April	1,081	665	-38.5%
May	461	647	+40.3%
June	527	650	+23.3%
July	552	633	+14.7%
August	549	629	+14.6%
September	546	476	-12.8%
October	448	511	+14.1%
November	415	432	+4.1%
December	397	403	+1.5%
January	481	313	-34.9%
12-Month Avg	570	549	-3.6%

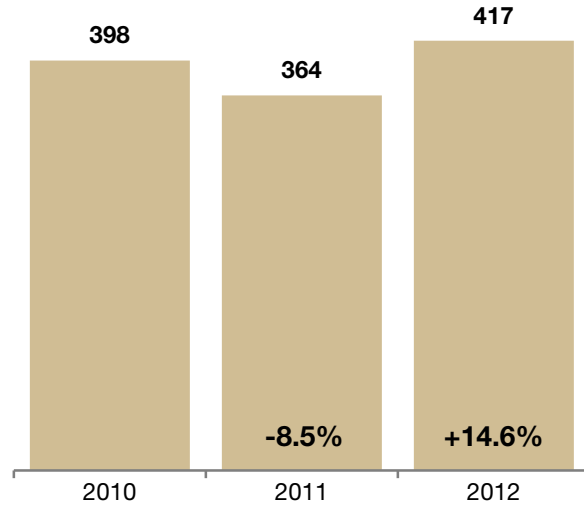
Historical Pending Sales Activity



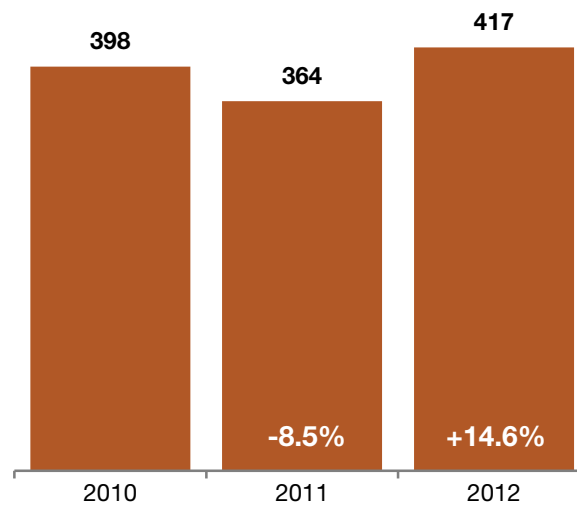
Closed Sales

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

January

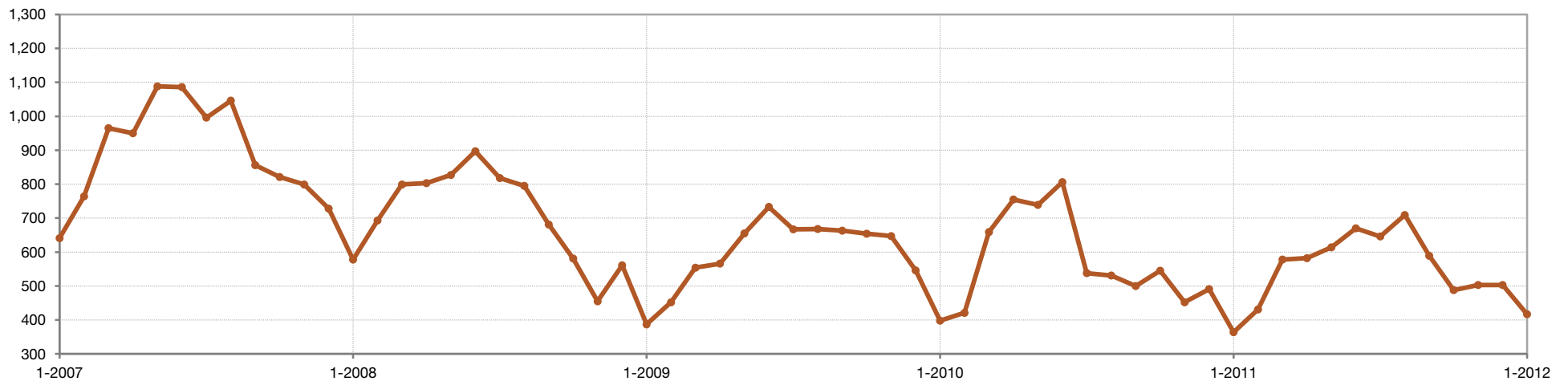


Year To Date



Month	Prior Year	Current Year	+ / -
February	421	431	+2.4%
March	659	578	-12.3%
April	755	582	-22.9%
May	739	614	-16.9%
June	806	670	-16.9%
July	538	646	+20.1%
August	531	709	+33.5%
September	500	589	+17.8%
October	545	488	-10.5%
November	452	503	+11.3%
December	491	503	+2.4%
January	364	417	+14.6%
12-Month Avg	567	561	-1.0%

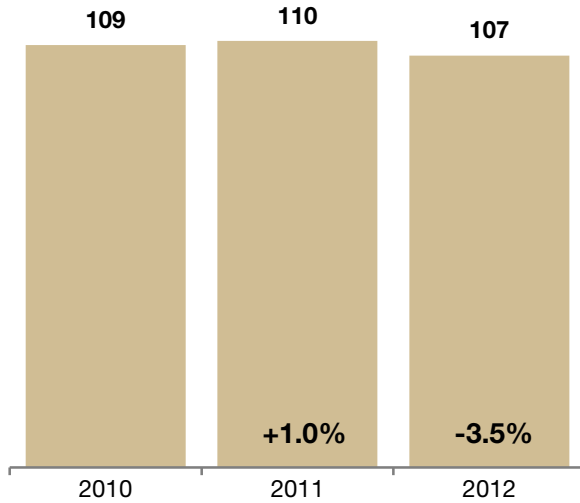
Historical Closed Sales Activity



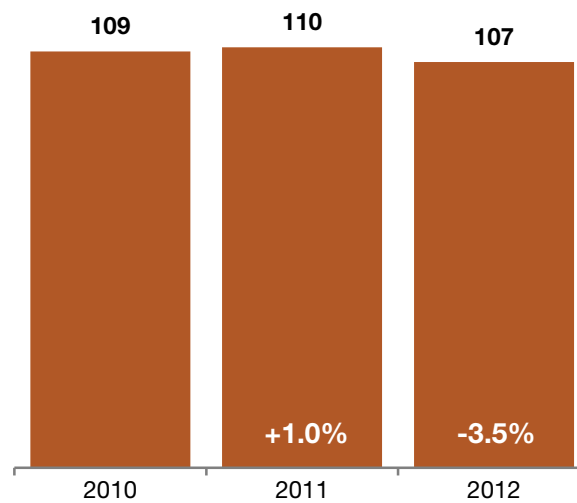
Days on Market Until Sale

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

January

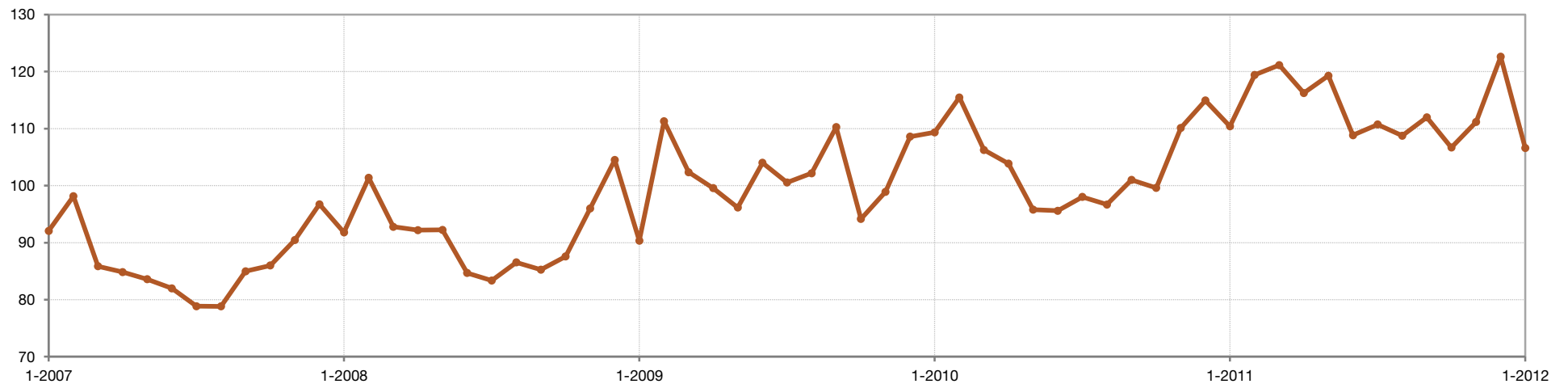


Year To Date



Month	Prior Year	Current Year	+ / -
February	115	119	+3.4%
March	106	121	+14.0%
April	104	116	+11.9%
May	96	119	+24.5%
June	96	109	+13.9%
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	107	+7.1%
November	110	111	+1.0%
December	115	123	+6.7%
January	110	107	-3.5%
12-Month Avg	105	115	+10.0%

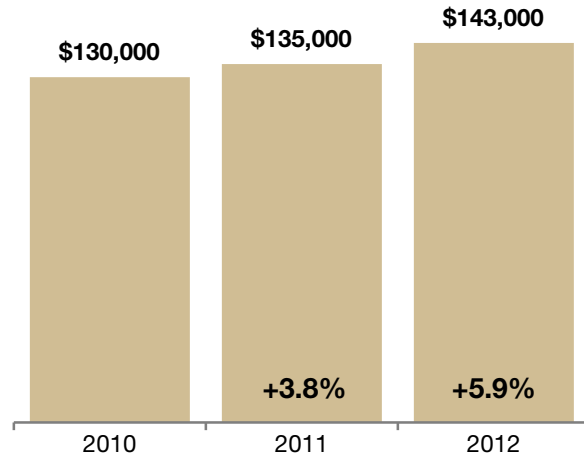
Historical Days on Market Until Sale



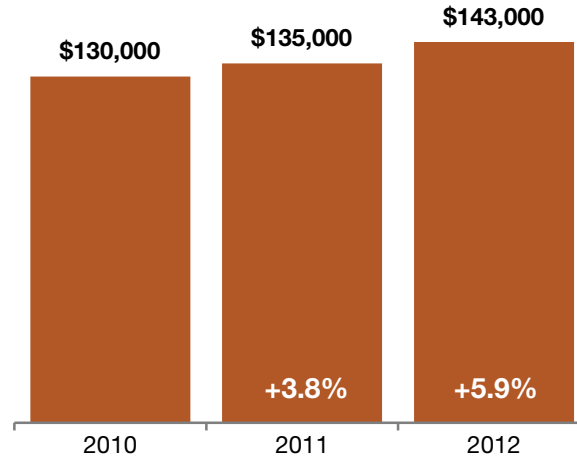
Median Sales Price

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

January

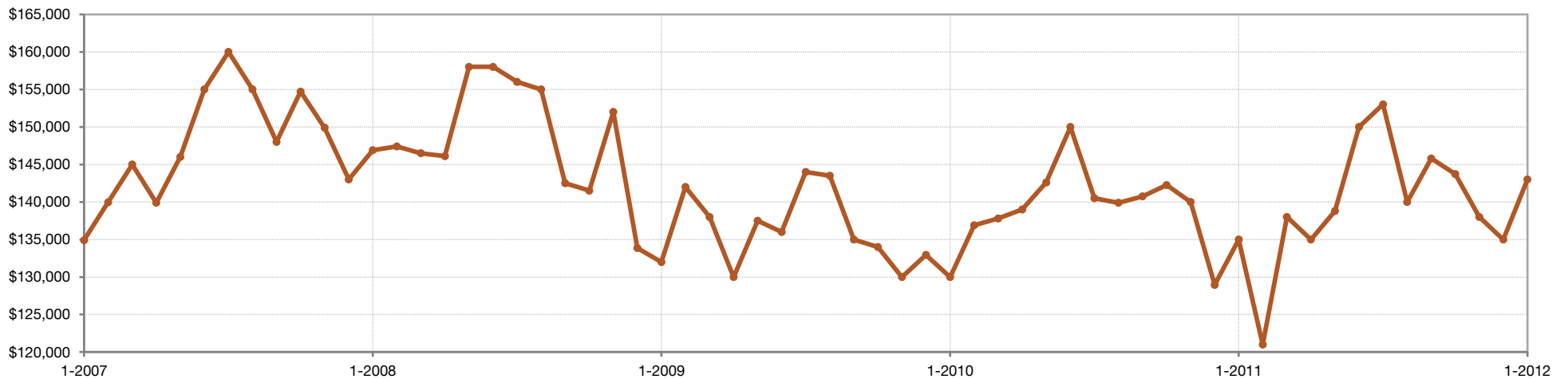


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$136,900	\$121,000	-11.6%
March	\$137,800	\$138,000	+0.1%
April	\$139,000	\$135,000	-2.9%
May	\$142,600	\$138,800	-2.7%
June	\$150,000	\$150,000	0.0%
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$145,794	+3.6%
October	\$142,250	\$143,720	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$143,000	+5.9%
12-Month Med	\$140,000	\$140,000	0.0%

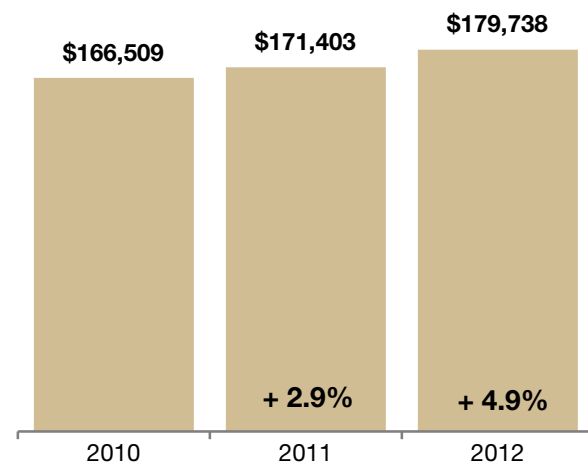
Historical Median Sales Price



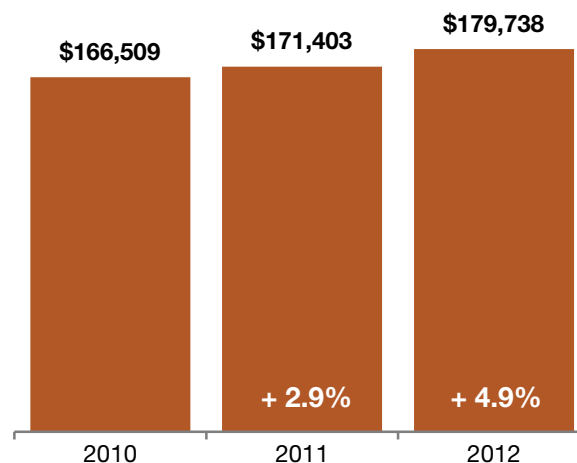
Average Sales Price

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

January

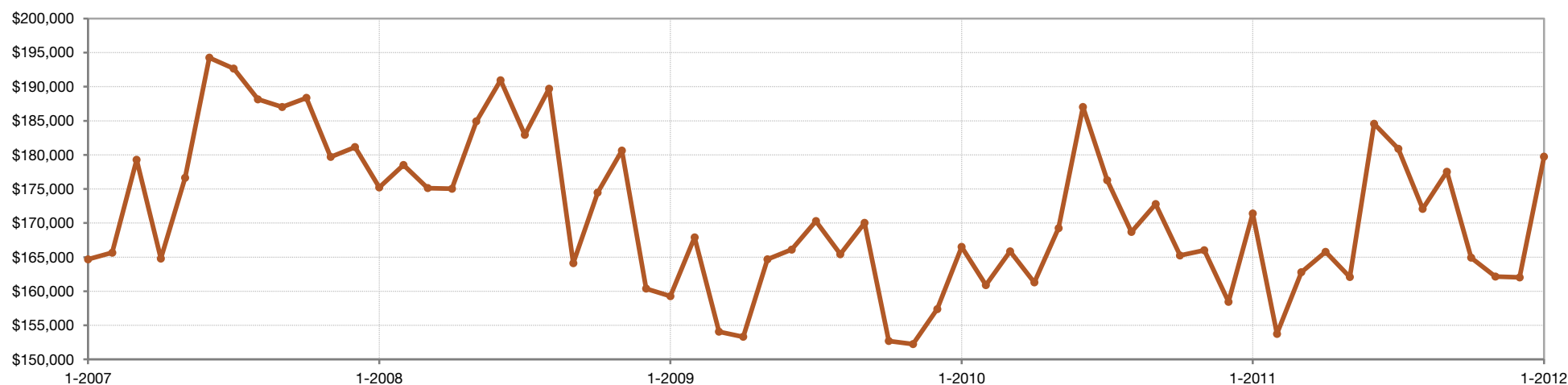


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$160,896	\$153,742	-4.4%
March	\$165,849	\$162,790	-1.8%
April	\$161,300	\$165,775	+2.8%
May	\$169,248	\$162,088	-4.2%
June	\$187,023	\$184,559	-1.3%
July	\$176,279	\$180,892	+2.6%
August	\$168,700	\$172,078	+2.0%
September	\$172,789	\$177,525	+2.7%
October	\$165,247	\$164,926	-0.2%
November	\$166,013	\$162,152	-2.3%
December	\$158,445	\$162,026	+2.3%
January	\$171,403	\$179,738	+4.9%
12-Month Avg	\$169,221	\$169,695	+0.3%

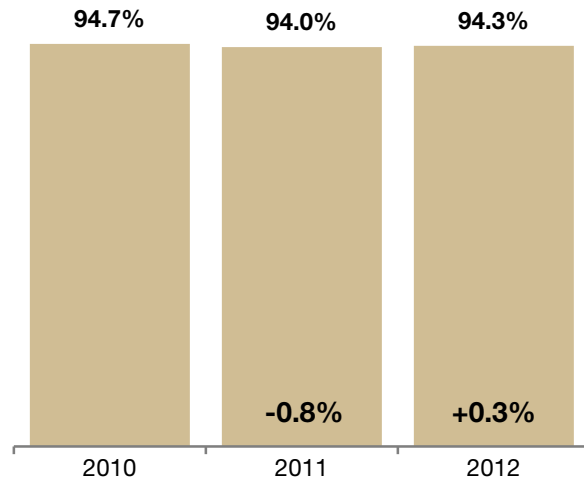
Historical Average Sales Price



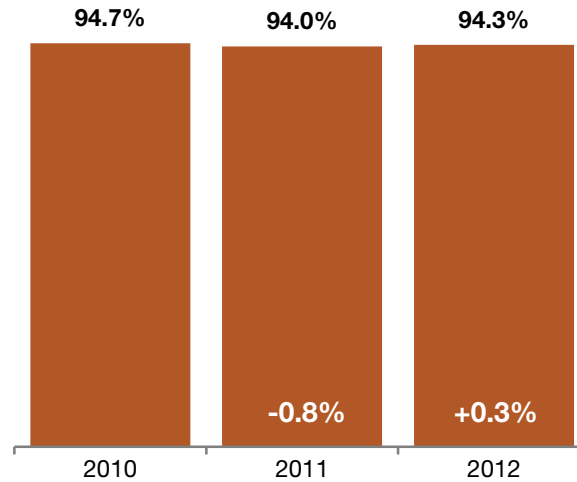
Percent of List Price Received

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

January

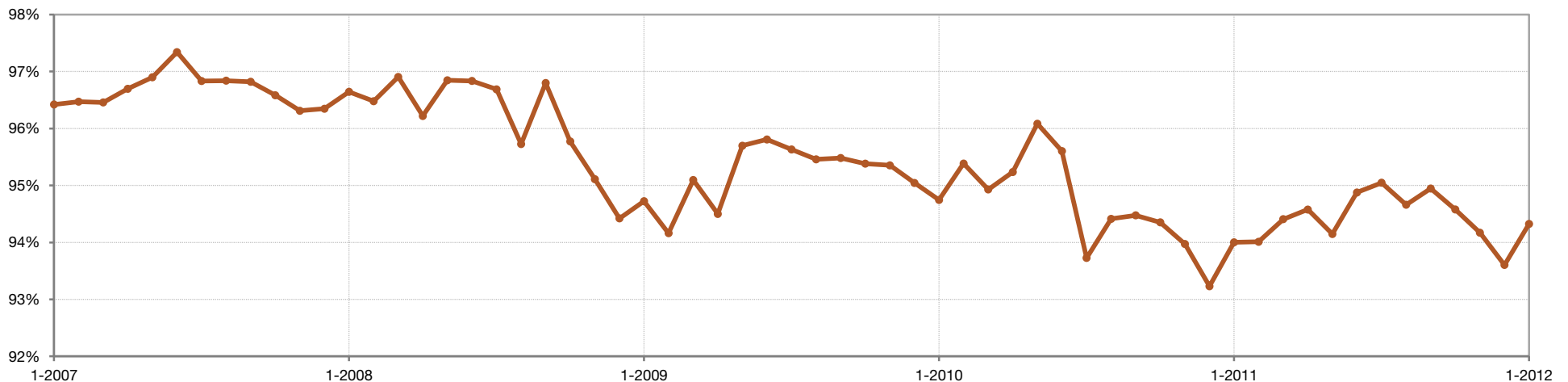


Year To Date



Month	Prior Year	Current Year	+ / -
February	95.4%	94.0%	-1.4%
March	94.9%	94.4%	-0.5%
April	95.2%	94.6%	-0.7%
May	96.1%	94.1%	-2.0%
June	95.6%	94.9%	-0.8%
July	93.7%	95.0%	+1.4%
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.2%
November	94.0%	94.2%	+0.2%
December	93.2%	93.6%	+0.4%
January	94.0%	94.3%	+0.3%
12-Month Avg	94.7%	94.5%	-0.3%

Historical Percent of List Price Received

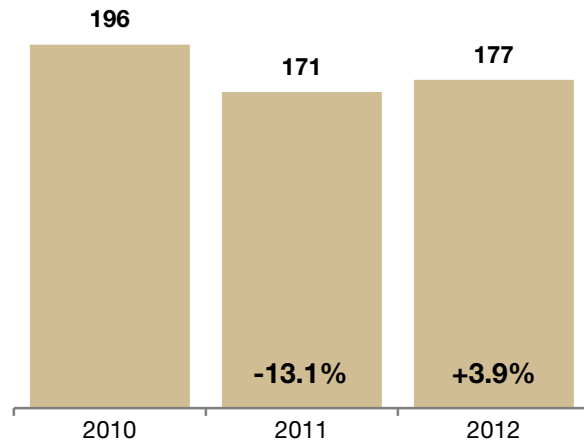


Housing Affordability Index

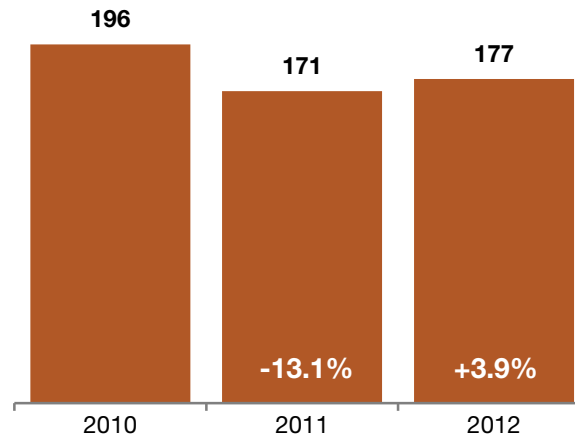
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

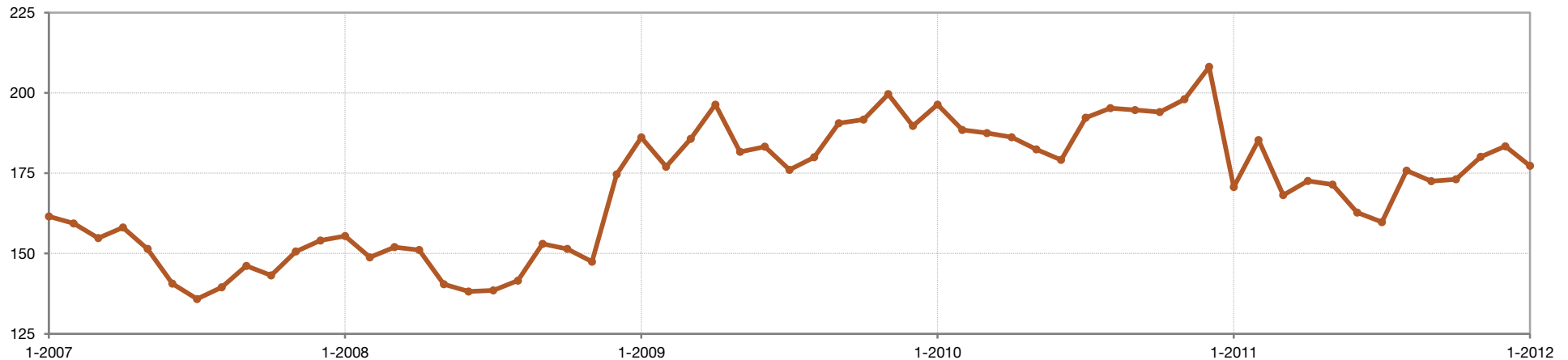


Year To Date



Month	Prior Year	Current Year	+ / -
February	188	185	-1.7%
March	187	168	-10.3%
April	186	173	-7.3%
May	182	171	-6.0%
June	179	163	-9.2%
July	192	160	-16.9%
August	195	176	-10.0%
September	195	173	-11.4%
October	194	173	-10.8%
November	198	180	-9.0%
December	208	183	-11.9%
January	171	177	+3.9%
12-Month Avg	190	174	-8.4%

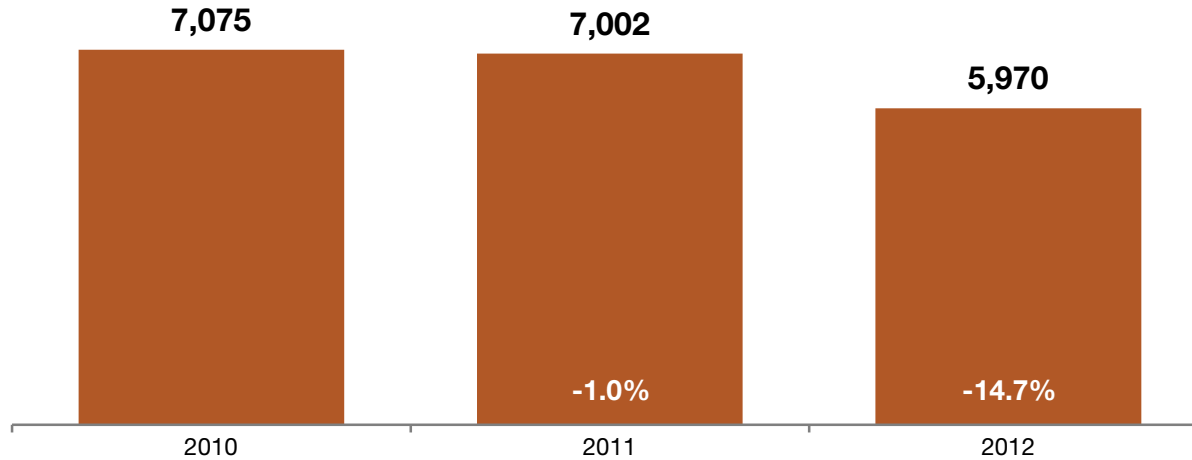
Historical Housing Affordability Index



Inventory of Homes for Sale

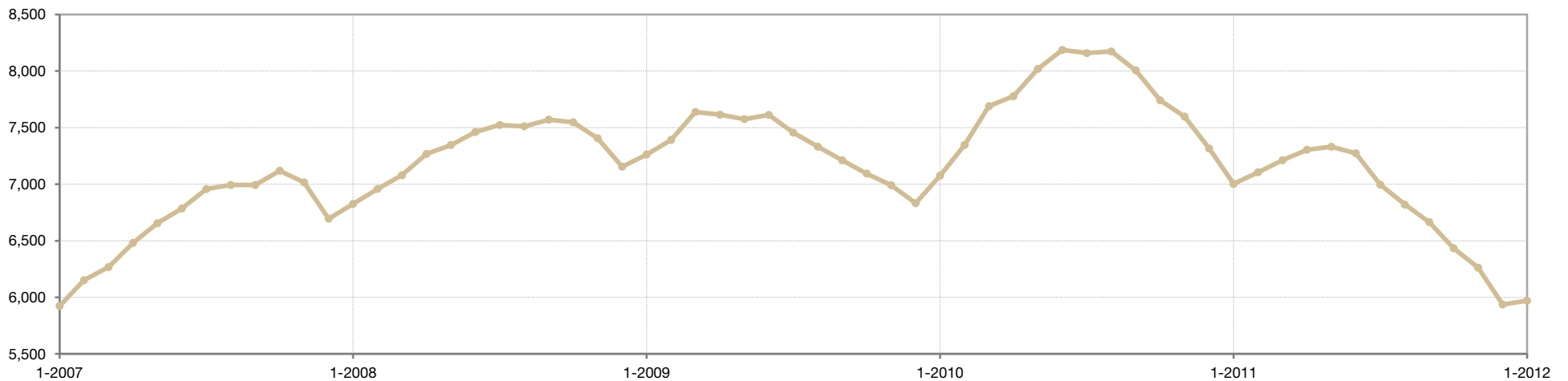
The number of properties available for sale in active status at the end of a given month.

January



Month	Prior Year	Current Year	+ / -
February	7,346	7,105	-3.3%
March	7,689	7,211	-6.2%
April	7,777	7,304	-6.1%
May	8,019	7,331	-8.6%
June	8,186	7,273	-11.2%
July	8,158	6,996	-14.2%
August	8,173	6,820	-16.6%
September	8,006	6,665	-16.7%
October	7,741	6,434	-16.9%
November	7,597	6,262	-17.6%
December	7,315	5,937	-18.8%
January	7,002	5,970	-14.7%
12-Month Avg	7,751	6,776	-12.6%

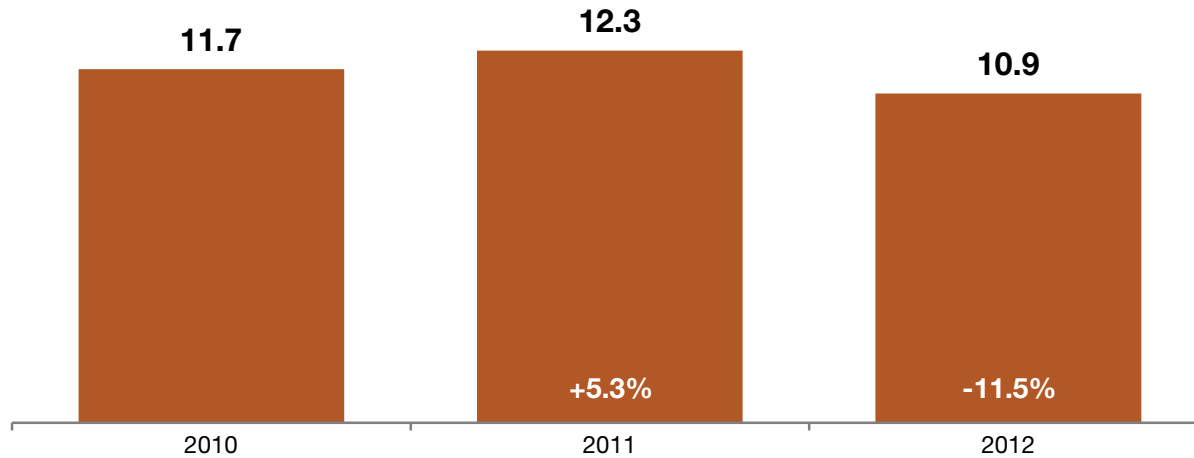
Historical Inventory of Homes for Sale



Months Supply of Inventory

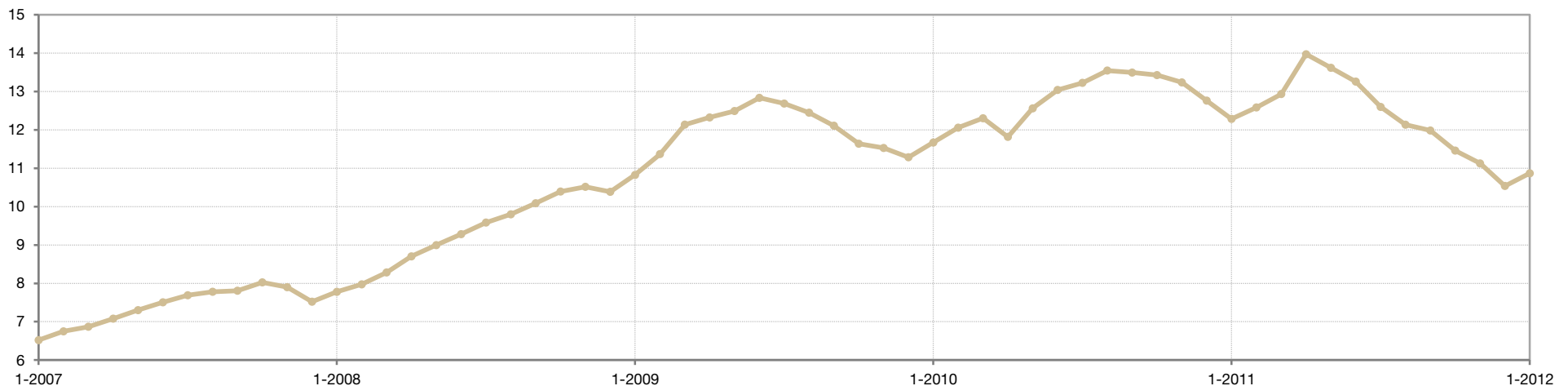
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



Month	Prior Year	Current Year	+ / -
February	12.1	12.6	+4.4%
March	12.3	12.9	+5.1%
April	11.8	14.0	+18.2%
May	12.6	13.6	+8.4%
June	13.0	13.3	+1.7%
July	13.2	12.6	-4.7%
August	13.5	12.1	-10.4%
September	13.5	12.0	-11.2%
October	13.4	11.5	-14.7%
November	13.2	11.1	-15.9%
December	12.8	10.5	-17.4%
January	12.3	10.9	-11.5%
12-Month Avg	12.8	12.3	-4.3%

Historical Months Supply of Inventory



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February 2012

It may be a Leap Year, but February is more of a Connect Month for reporting residential real estate data in 2012. That's because it's a buffer between the traditionally slow winter months and what is potentially going to be an interesting and encouraging spring selling season. But let's not look past brief but brassy February so quickly. After all, it grew a whole day taller this year. Let's give the oft-overlooked month its due and take a deeper look.

New Listings in the Greater Greenville region decreased 6.2 percent to 1,116. Pending Sales were down 29.2 percent to 378. Inventory levels shrank 14.5 percent to 6,077 units.

Home prices gazed skyward. The Median Sales Price increased 11.5 percent to \$134,900. Days on Market was down 1.9 percent to 117 days. Absorption rates improved as Months Supply of Inventory was down 12.4 percent to 11.0 months.

Consumer confidence is as high as it has been in a year, and the Federal Reserve reported growth in all of its 12 banking districts in 2012 through the first half of February, including more hiring and home sales. There are still some challenges to work through, but pessimism is no longer in vogue. Laments over things like unemployment and high gas prices are being replaced with chatter about job prospects and sensible home shopping. The economy and housing market are by no means recovered, but it's okay to think positive.

Quick Facts

+ 7.7% **+ 11.5%** **- 14.5%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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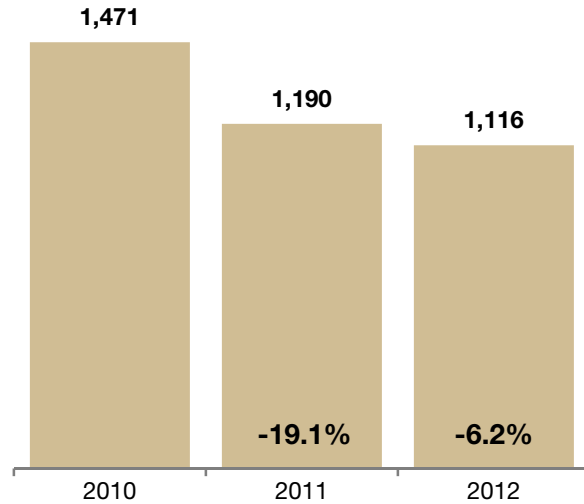


Key Metrics	Historical Sparklines	2-2011	2-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,190	1,116	- 6.2%	2,271	2,205	- 2.9%
Pending Sales		534	378	- 29.2%	1,016	829	- 18.4%
Closed Sales		431	464	+ 7.7%	795	884	+ 11.2%
Days on Market Until Sale		119	117	- 1.9%	115	112	- 2.9%
Median Sales Price		\$121,000	\$134,900	+ 11.5%	\$127,500	\$137,500	+ 7.8%
Average Sales Price		\$153,742	\$160,616	+ 4.5%	\$161,860	\$170,902	+ 5.6%
Percent of List Price Received		94.0%	94.6%	+ 0.7%	94.0%	94.5%	+ 0.5%
Housing Affordability Index		185	186	+ 0.6%	178	184	+ 3.3%
Inventory of Homes for Sale		7,109	6,077	- 14.5%	--	--	--
Months Supply of Homes for Sale		12.6	11.0	- 12.4%	--	--	--

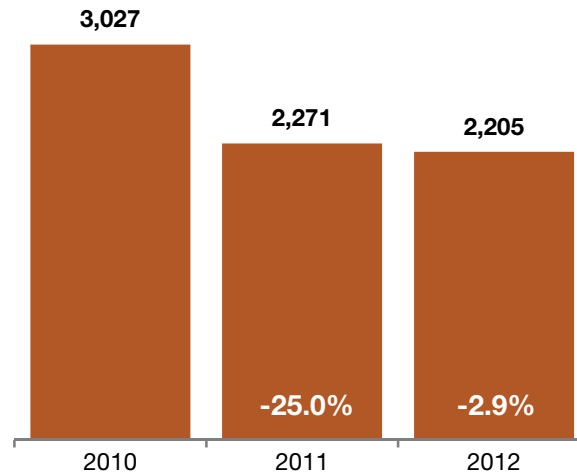
New Listings

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

February

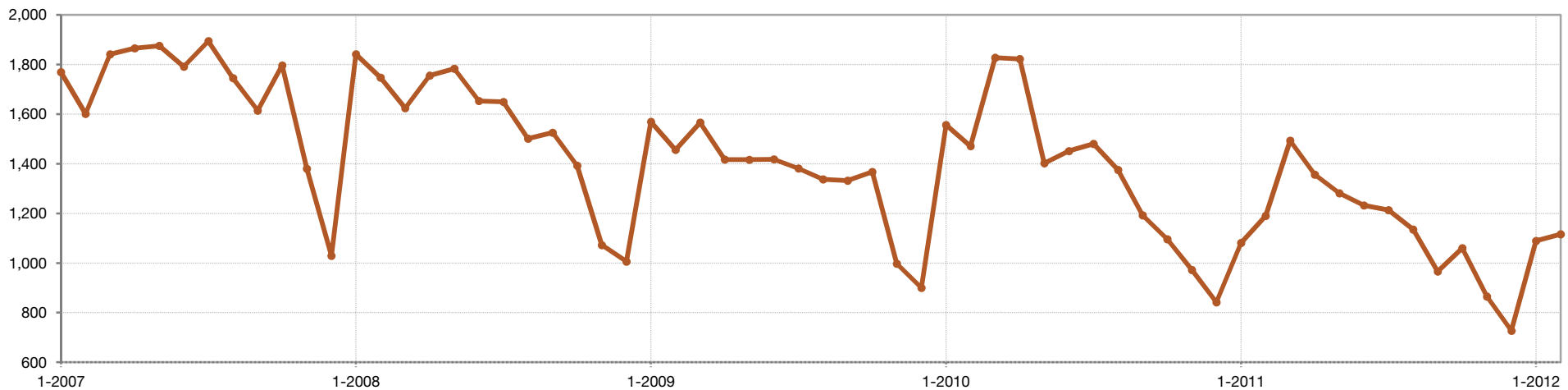


Year To Date



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December	842	727	-13.7%
January	1,081	1,089	+0.7%
February	1,190	1,116	-6.2%
12-Month Avg	1,311	1,128	-14.0%

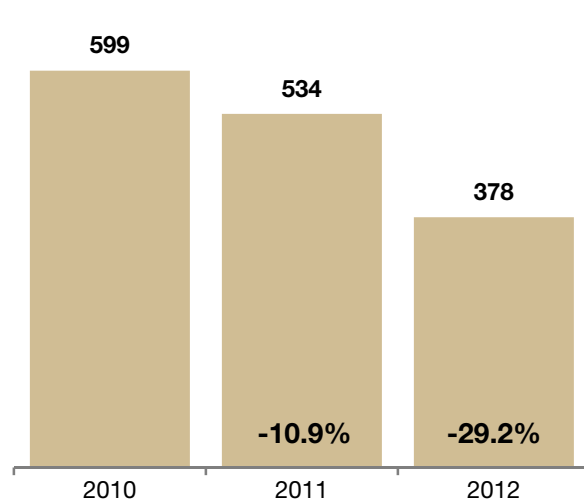
Historical New Listing Activity



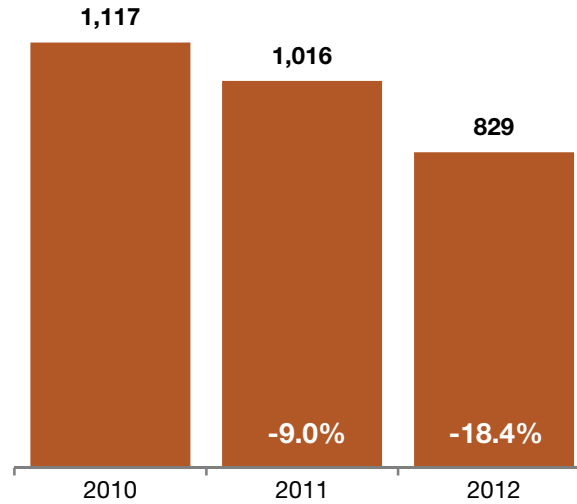
Pending Sales

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

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	784	702	-10.5%
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May	461	648	+40.6%
June	527	651	+23.5%
July	552	633	+14.7%
August	549	629	+14.6%
September	546	477	-12.6%
October	448	515	+15.0%
November	417	439	+5.3%
December	395	425	+7.6%
January	482	451	-6.4%
February	534	378	-29.2%
12-Month Avg	565	551	-2.4%

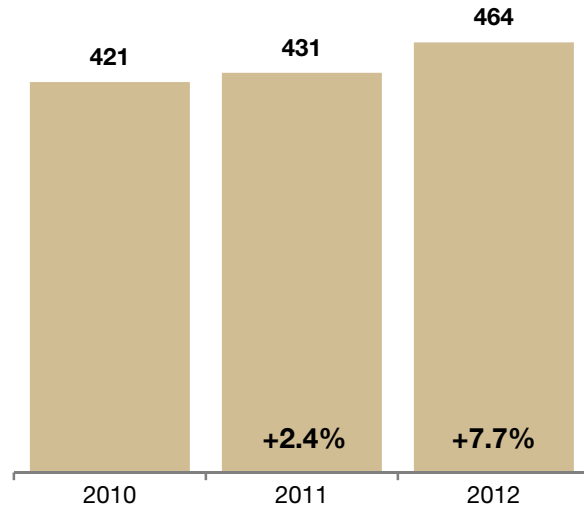
Historical Pending Sales Activity



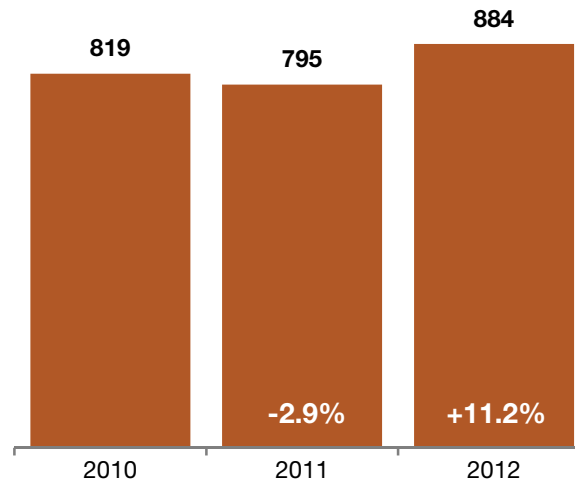
Closed Sales

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

February

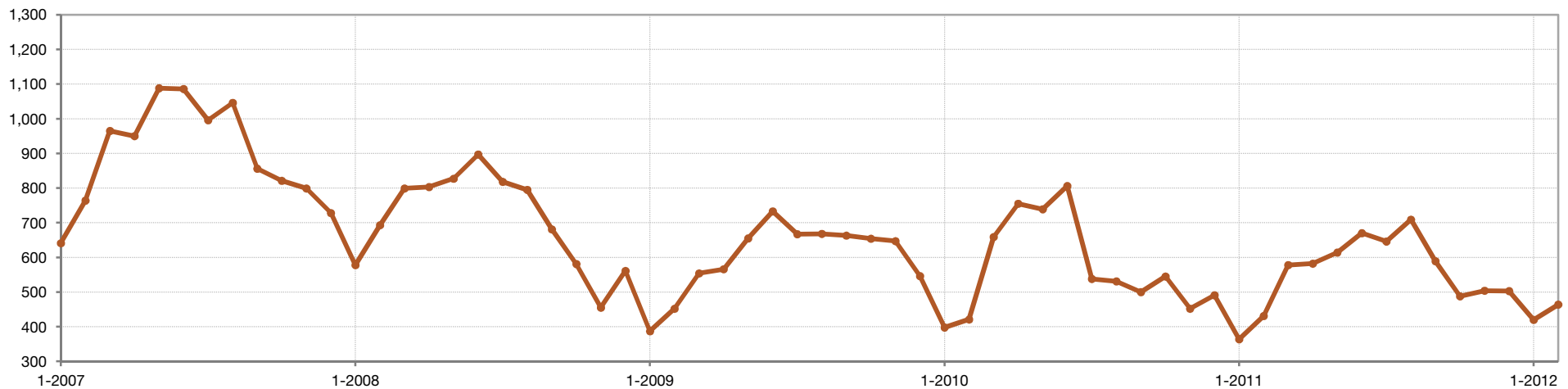


Year To Date



Month	Prior Year	Current Year	+ / -
March	659	578	-12.3%
April	755	582	-22.9%
May	739	614	-16.9%
June	806	670	-16.9%
July	538	646	+20.1%
August	531	709	+33.5%
September	500	589	+17.8%
October	545	488	-10.5%
November	452	504	+11.5%
December	491	503	+2.4%
January	364	420	+15.4%
February	431	464	+7.7%
12-Month Avg	568	564	-0.6%

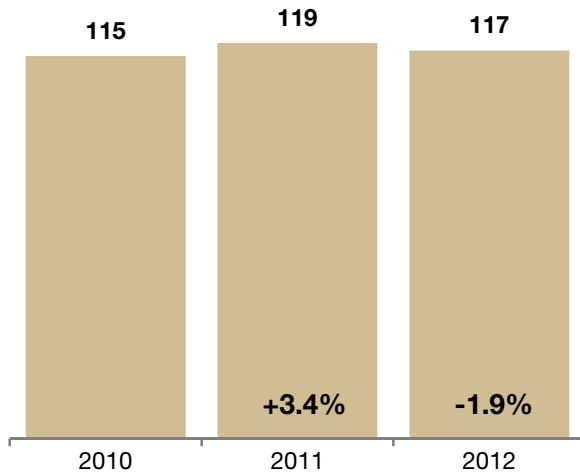
Historical Closed Sales Activity



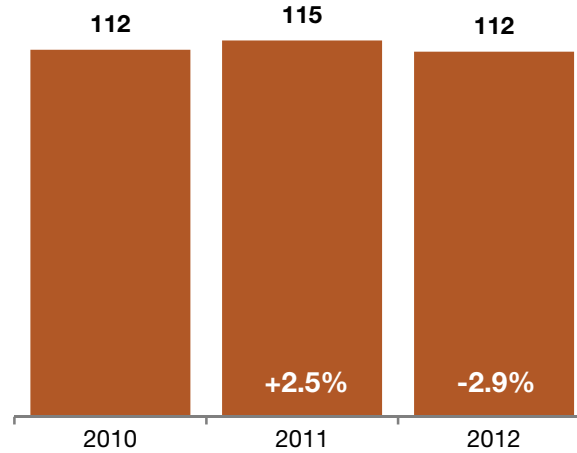
Days on Market Until Sale

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

February

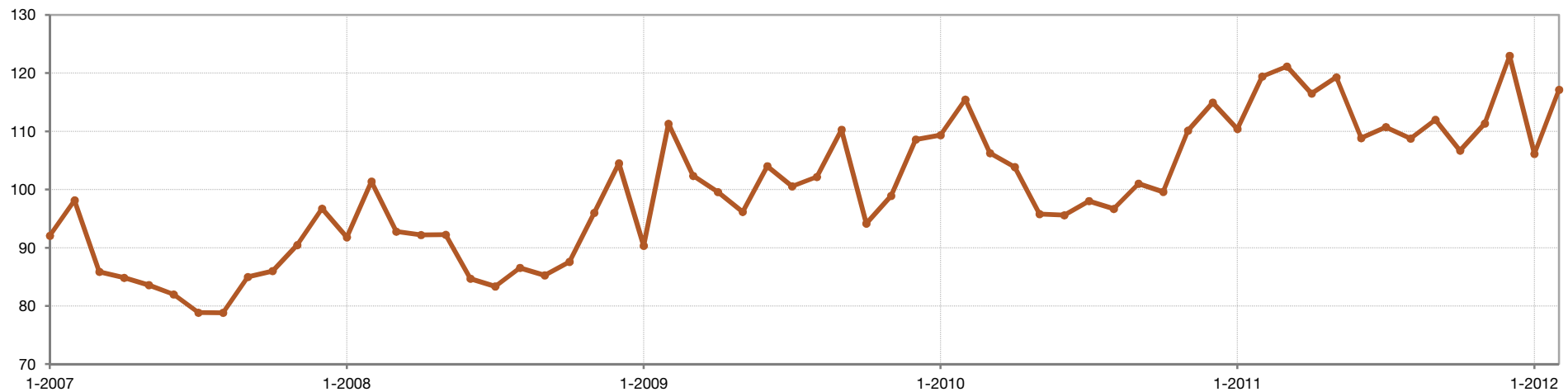


Year To Date



Month	Prior Year	Current Year	+ / -
March	106	121	+14.0%
April	104	116	+12.2%
May	96	119	+24.5%
June	96	109	+13.9%
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	107	+7.1%
November	110	111	+1.1%
December	115	123	+7.0%
January	110	106	-3.9%
February	119	117	-1.9%
12-Month Avg	103	113	+9.9%

Historical Days on Market Until Sale

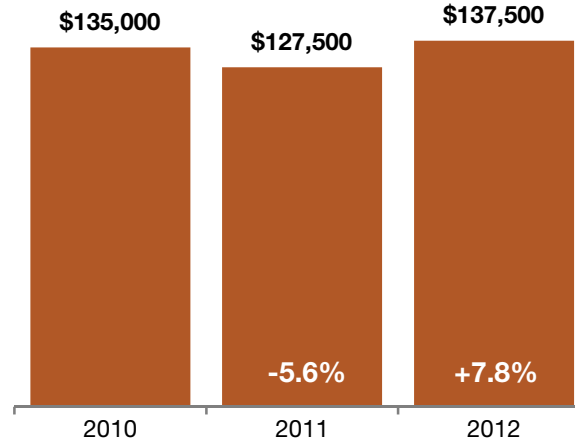
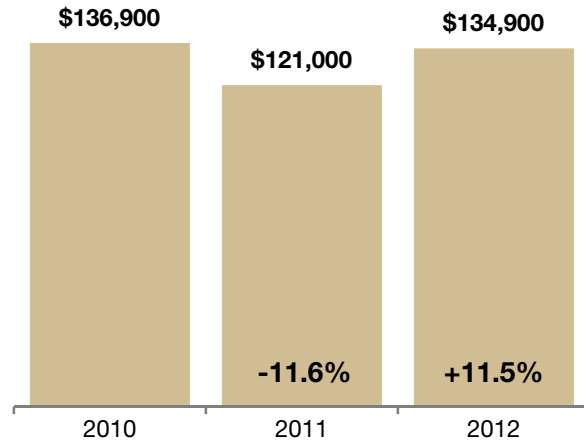


Median Sales Price

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

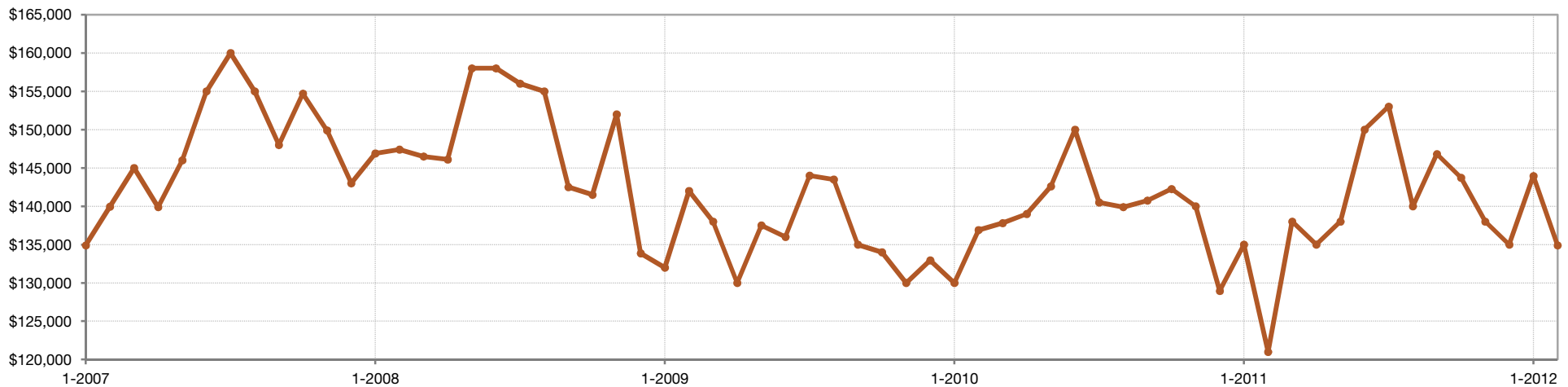
February

Year To Date



Month	Prior Year	Current Year	+ / -
March	\$137,800	\$138,000	+0.1%
April	\$139,000	\$135,000	-2.9%
May	\$142,600	\$138,000	-3.2%
June	\$150,000	\$150,000	0.0%
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,720	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$143,950	+6.6%
February	\$121,000	\$134,900	+11.5%
12-Month Med	\$139,900	\$141,000	+0.8%

Historical Median Sales Price

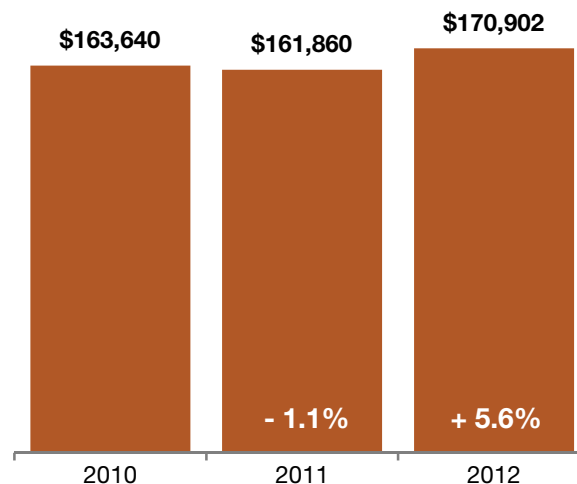
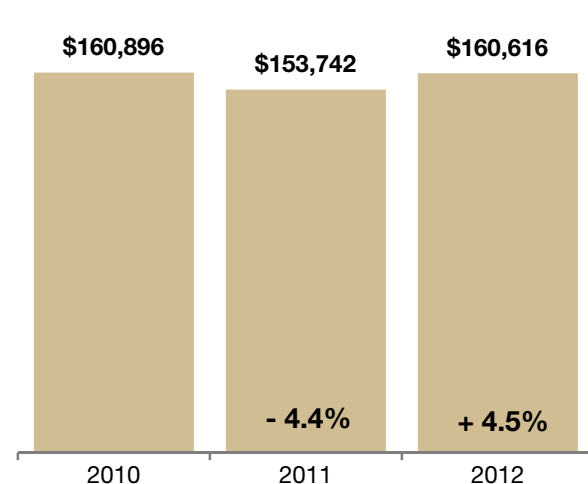


Average Sales Price

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

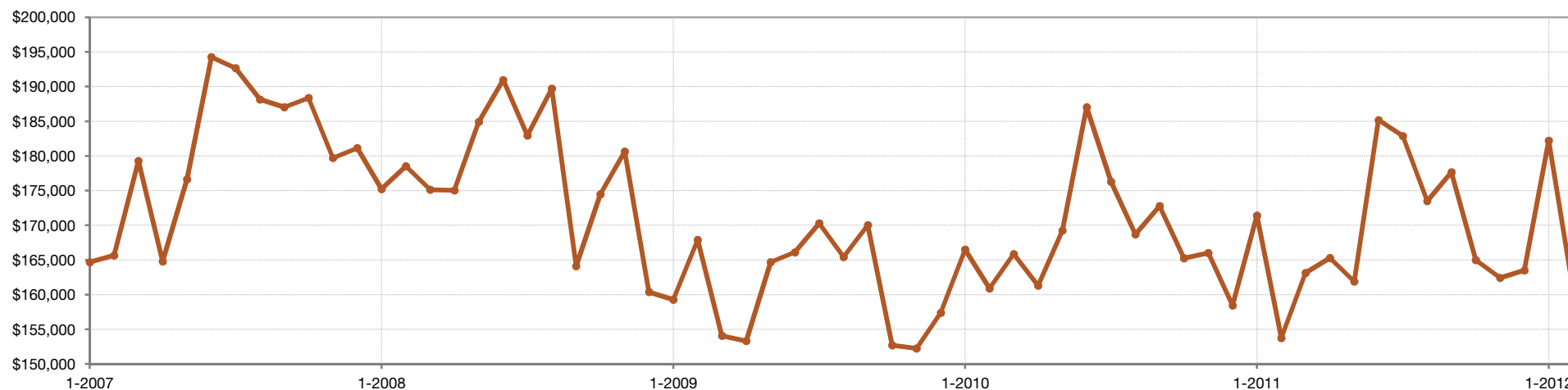
February

Year To Date



Month	Prior Year	Current Year	+ / -
March	\$165,849	\$163,139	-1.6%
April	\$161,300	\$165,285	+2.5%
May	\$169,248	\$161,898	-4.3%
June	\$187,023	\$185,156	-1.0%
July	\$176,279	\$182,862	+3.7%
August	\$168,700	\$173,501	+2.8%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,981	-0.2%
November	\$166,013	\$162,428	-2.2%
December	\$158,445	\$163,507	+3.2%
January	\$171,403	\$182,213	+6.3%
February	\$153,742	\$160,616	+4.5%
12-Month Avg	\$168,756	\$170,772	+1.2%

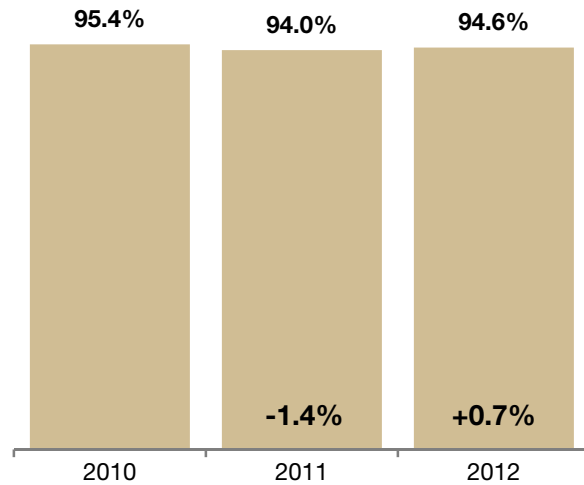
Historical Average Sales Price



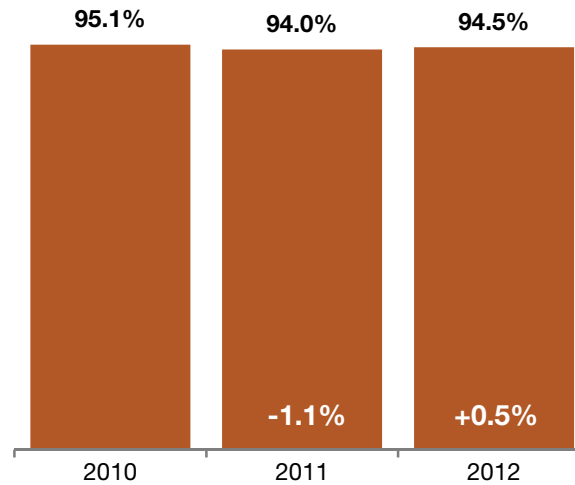
Percent of List Price Received

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

February

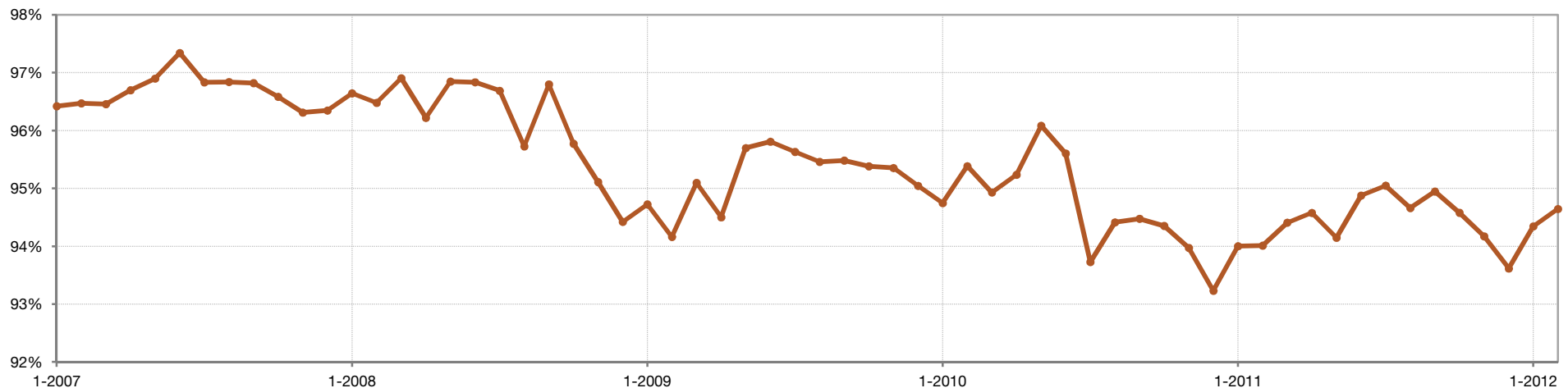


Year To Date



Month	Prior Year	Current Year	+ / -
March	94.9%	94.4%	-0.5%
April	95.2%	94.6%	-0.7%
May	96.1%	94.1%	-2.0%
June	95.6%	94.9%	-0.8%
July	93.7%	95.0%	+1.4%
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.2%
November	94.0%	94.2%	+0.2%
December	93.2%	93.6%	+0.4%
January	94.0%	94.3%	+0.4%
February	94.0%	94.6%	+0.7%
12-Month Avg	94.7%	94.5%	-0.1%

Historical Percent of List Price Received

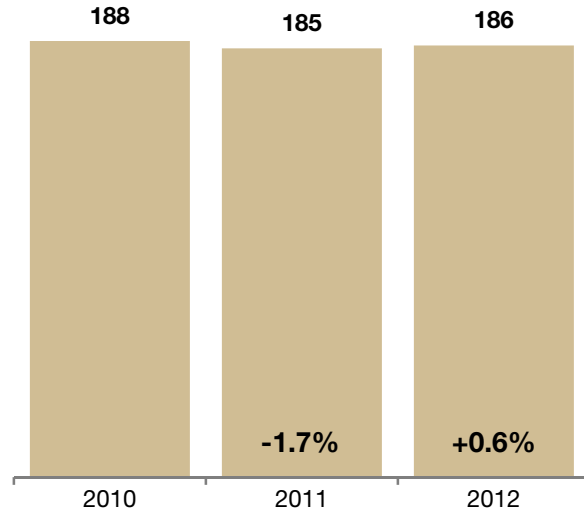


Housing Affordability Index

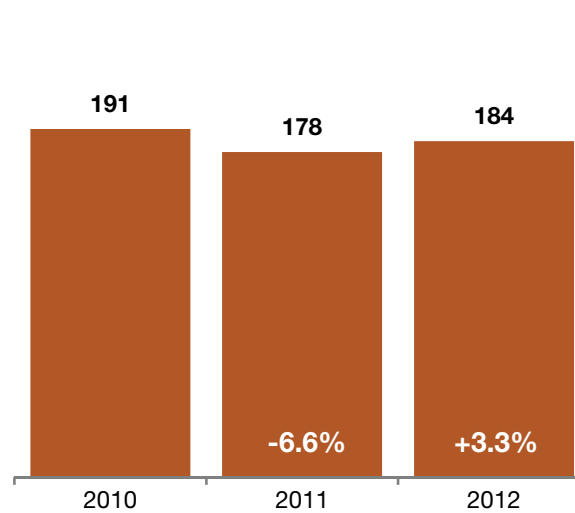
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February

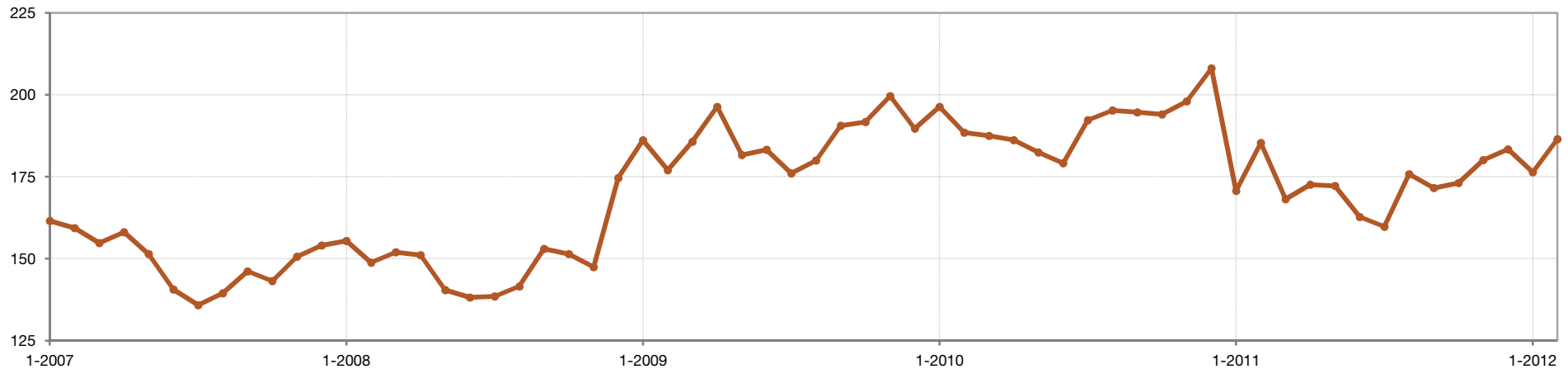


Year To Date



Month	Prior Year	Current Year	+ / -
March	187	168	-10.3%
April	186	173	-7.3%
May	182	172	-5.6%
June	179	163	-9.2%
July	192	160	-16.9%
August	195	176	-10.0%
September	195	172	-11.9%
October	194	173	-10.8%
November	198	180	-9.0%
December	208	183	-11.9%
January	171	176	+3.3%
February	185	186	+0.6%
12-Month Avg	189	174	-8.2%

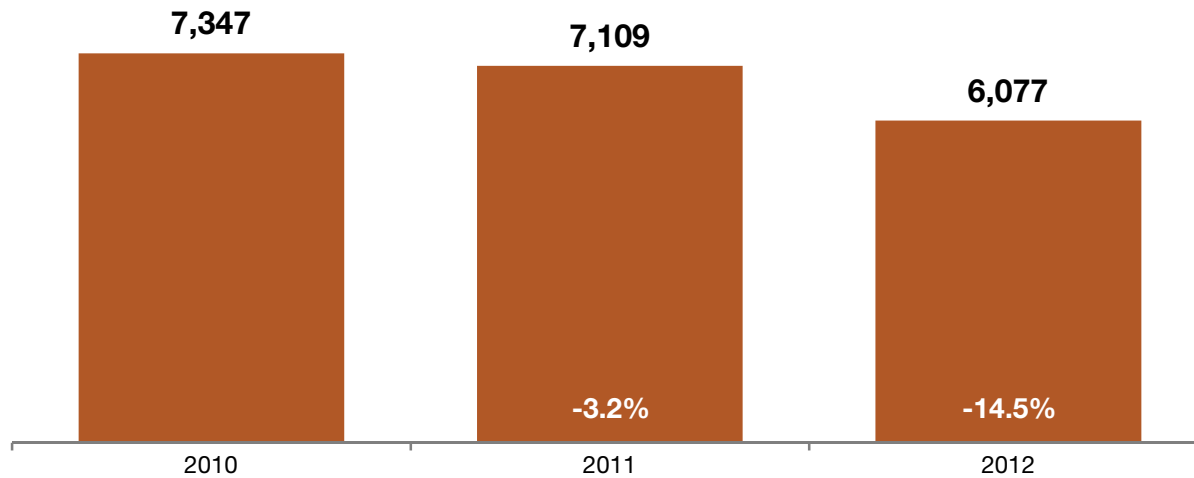
Historical Housing Affordability Index



Inventory of Homes for Sale

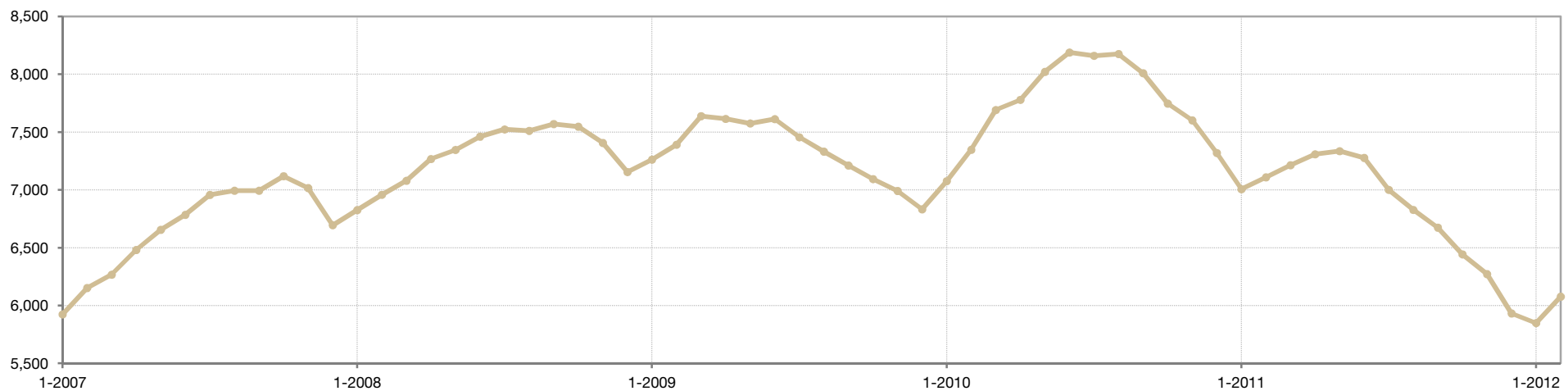
The number of properties available for sale in active status at the end of a given month.

February



Month	Prior Year	Current Year	+ / -
March	7,691	7,214	-6.2%
April	7,779	7,308	-6.1%
May	8,021	7,335	-8.6%
June	8,188	7,277	-11.1%
July	8,160	7,001	-14.2%
August	8,175	6,827	-16.5%
September	8,009	6,674	-16.7%
October	7,746	6,443	-16.8%
November	7,601	6,272	-17.5%
December	7,319	5,932	-19.0%
January	7,006	5,849	-16.5%
February	7,109	6,077	-14.5%
12-Month Avg	7,734	6,684	-13.6%

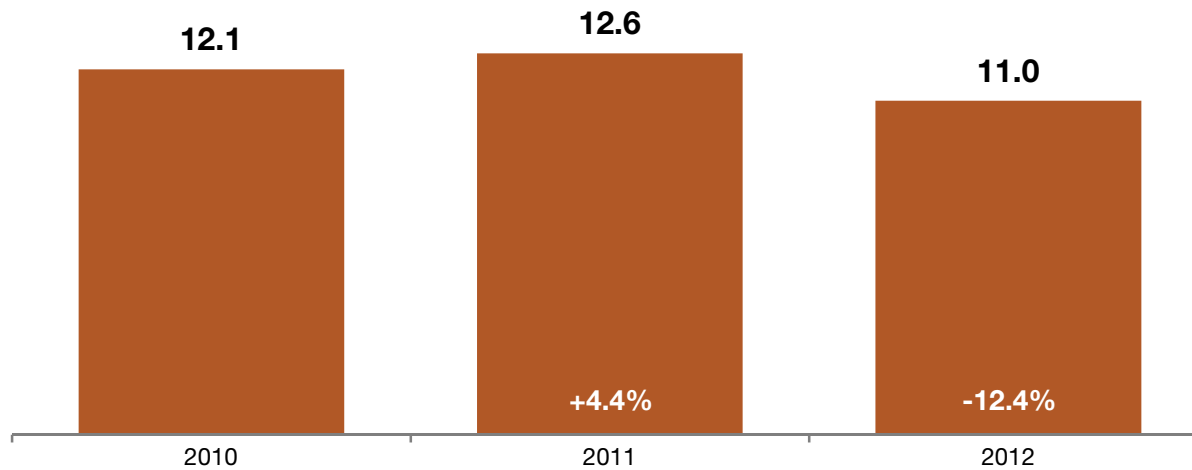
Historical Inventory of Homes for Sale



Months Supply of Inventory

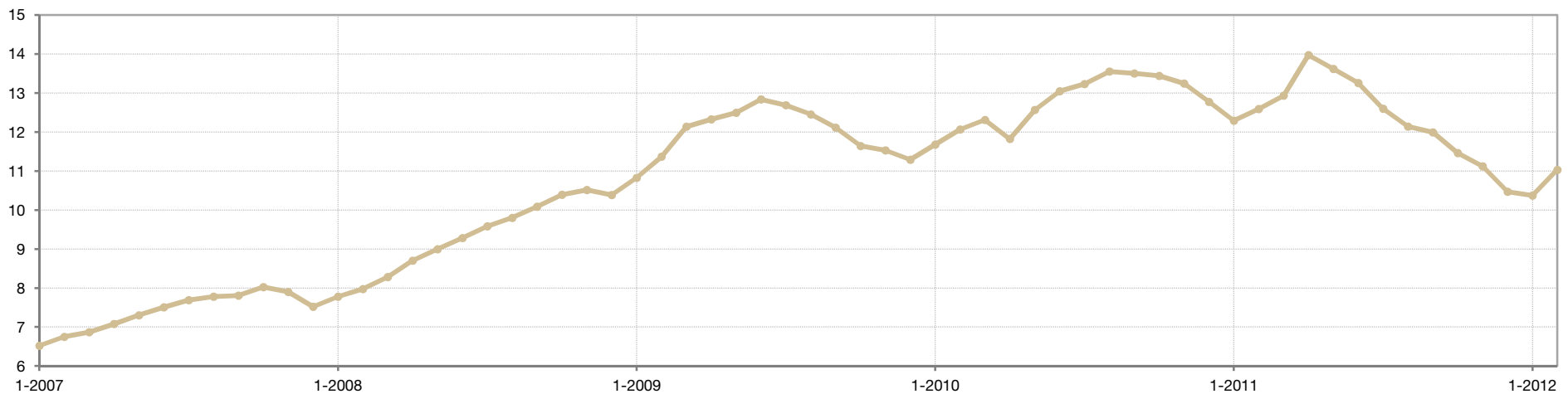
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

February



Month	Prior Year	Current Year	+ / -
March	12.3	12.9	+5.1%
April	11.8	14.0	+18.2%
May	12.6	13.6	+8.4%
June	13.0	13.3	+1.6%
July	13.2	12.6	-4.8%
August	13.6	12.1	-10.4%
September	13.5	12.0	-11.2%
October	13.4	11.5	-14.7%
November	13.2	11.1	-16.0%
December	12.8	10.5	-18.0%
January	12.3	10.4	-15.6%
February	12.6	11.0	-12.4%
12-Month Avg	12.9	12.1	-6.1%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



March 2012

Let's talk about data. Navigating through a complex and fast-moving marketplace is tough work. Agents are being called upon to provide fact-based guidance in a timely fashion – and rightly so. MLS data is detailed, accurate and very much “now.” It makes the magic of data-driven decision-making possible. So go ahead, channel the collective energy of your hard-earned status changes and let's see what the facts tell us about March 2012. Happy data-ing.

New Listings in the Greater Greenville region decreased 13.7 percent to 1,289. Pending Sales were down 41.3 percent to 413. Inventory levels shrank 13.3 percent to 6,259 units.

Home prices are slowly starting to turn a corner. The Median Sales Price increased 4.3 percent to \$144,000. Days on Market was down 5.5 percent to 114 days. Absorption rates improved as Months Supply of Inventory was down 11.1 percent to 11.5 months.

For better or worse – usually better – housing is closely tied to the broader economy. As much as we're in the valley of a residential real estate rebalancing act, it's important to keep tabs on economic changes. Recent improvements suggest that there may be a stirring of optimism in the center of this market. But not all submarkets will move together. "You can observe a lot just by watching." – Yogi Berra

Quick Facts

+ 7.1%

Change in
Closed Sales

+ 4.3%

Change in
Median Sales Price

- 13.3%

Change in
Inventory

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

Click on desired metric to jump to that page.

Market Overview

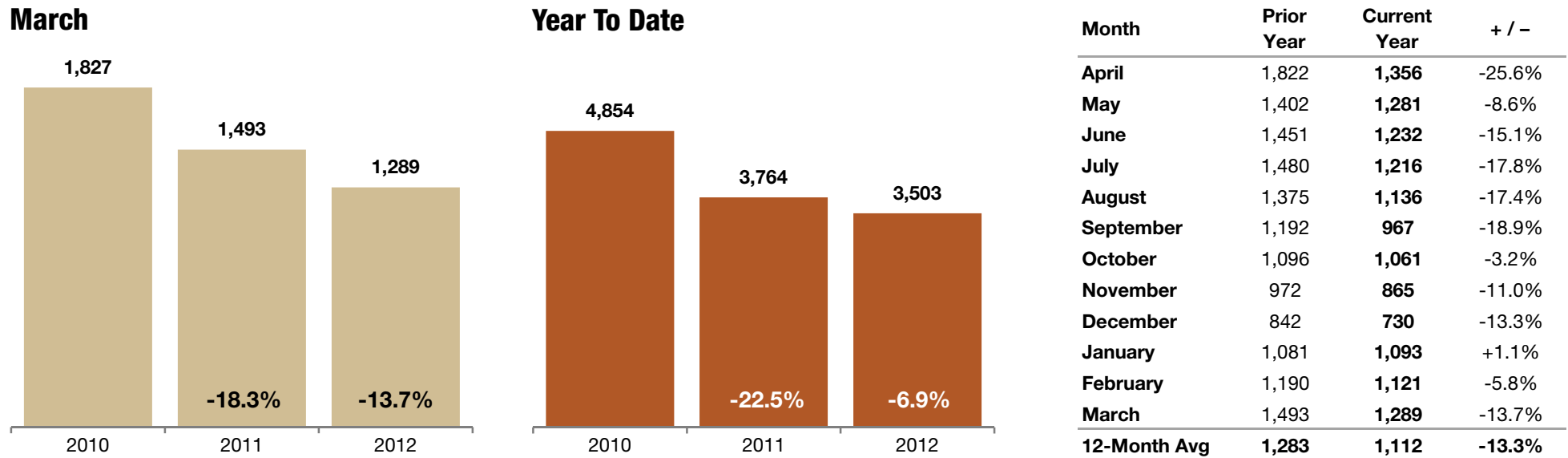
Key market metrics for the current month and year-to-date figures.



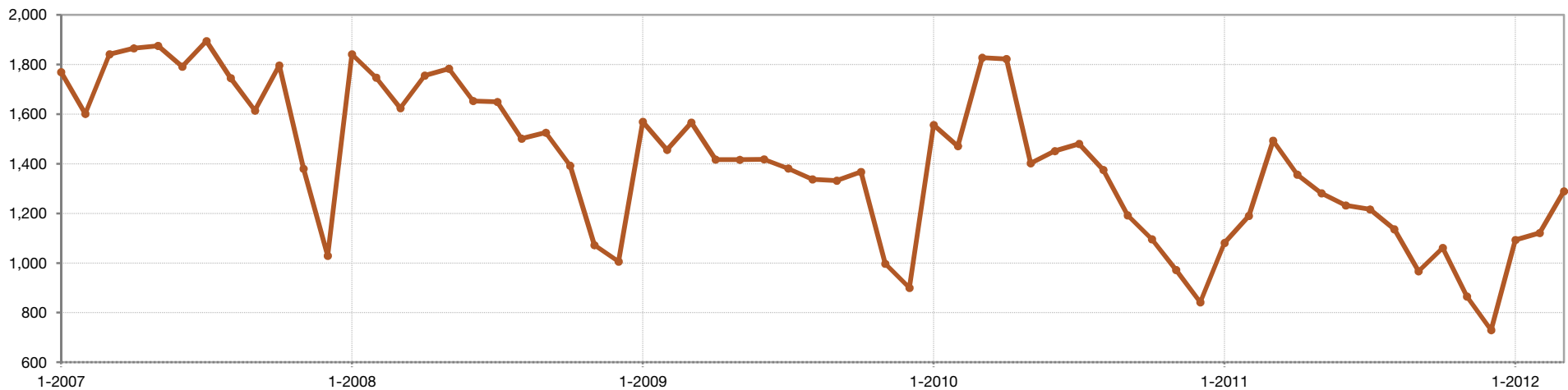
Key Metrics	Historical Sparklines	3-2011	3-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,493	1,289	- 13.7%	3,764	3,503	- 6.9%
Pending Sales		703	413	- 41.3%	1,718	1,438	- 16.3%
Closed Sales		578	619	+ 7.1%	1,373	1,509	+ 9.9%
Days on Market Until Sale		121	114	- 5.5%	118	113	- 4.2%
Median Sales Price		\$138,000	\$144,000	+ 4.3%	\$131,577	\$140,000	+ 6.4%
Average Sales Price		\$163,139	\$169,972	+ 4.2%	\$162,394	\$170,584	+ 5.0%
Percent of List Price Received		94.4%	94.4%	+ 0.0%	94.2%	94.5%	+ 0.3%
Housing Affordability Index		168	176	+ 4.4%	175	179	+ 2.8%
Inventory of Homes for Sale		7,219	6,259	- 13.3%	--	--	--
Months Supply of Homes for Sale		12.9	11.5	- 11.1%	--	--	--

New Listings

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

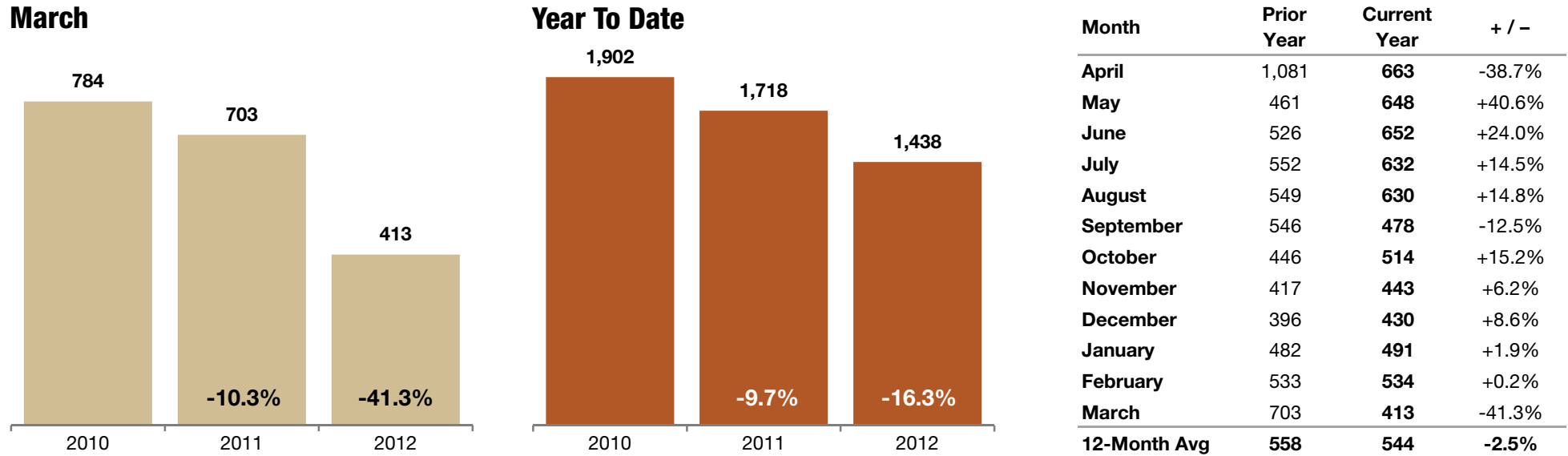


Historical New Listing Activity

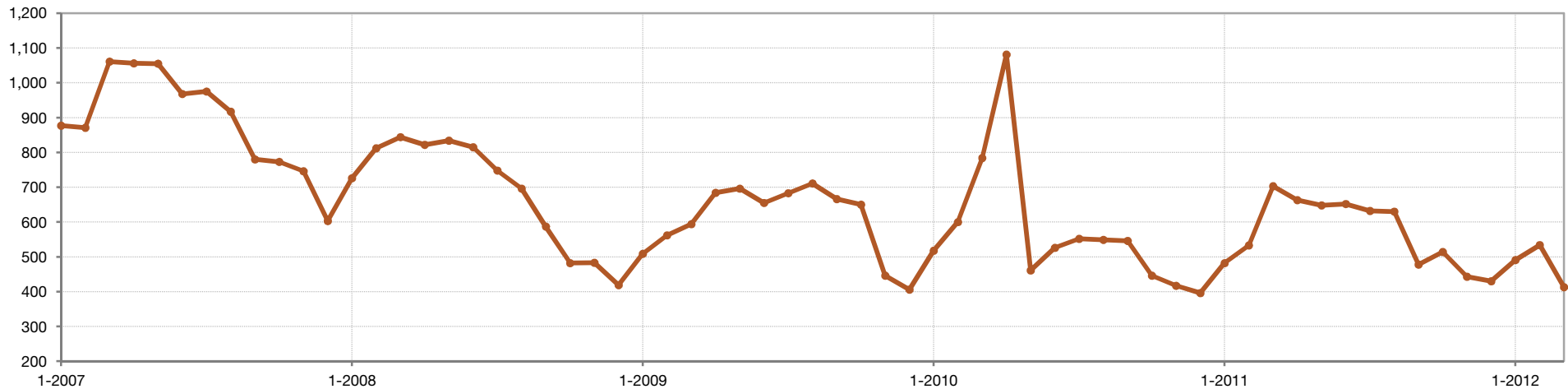


Pending Sales

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

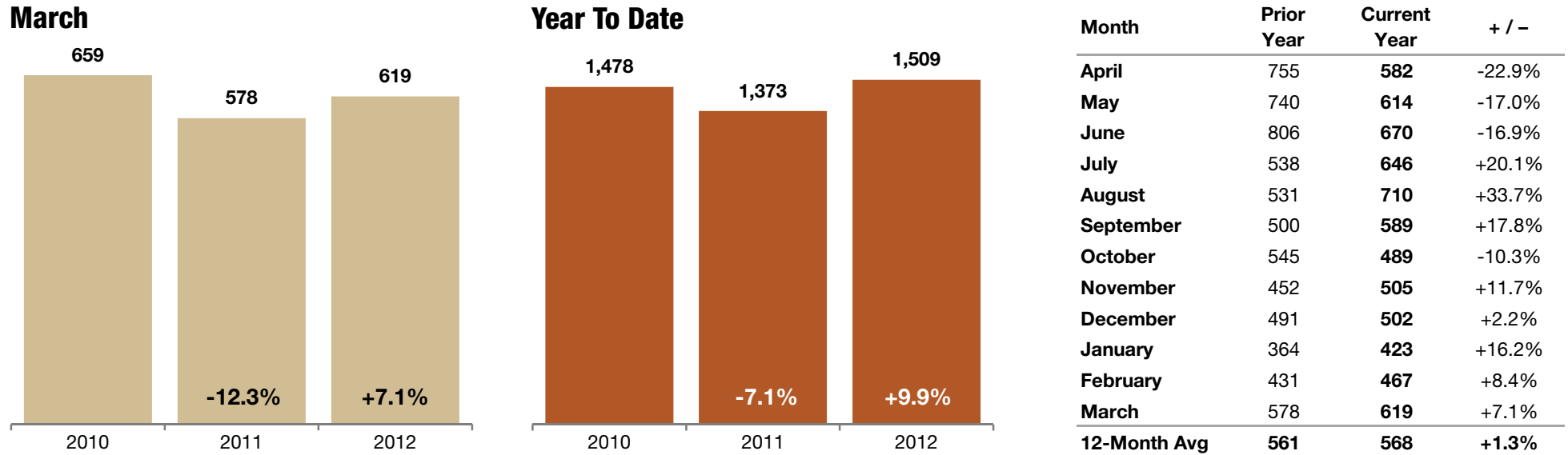


Historical Pending Sales Activity

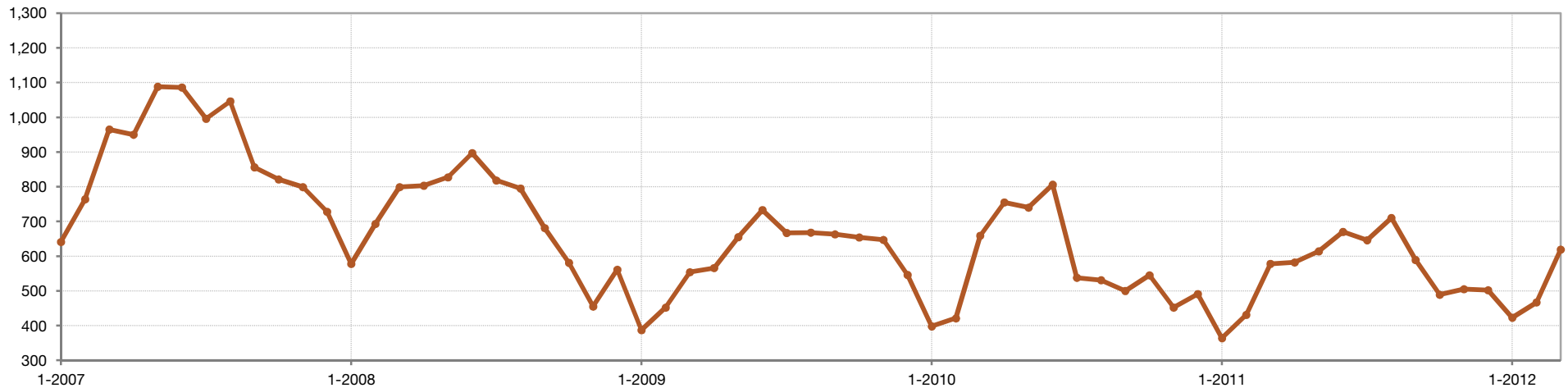


Closed Sales

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



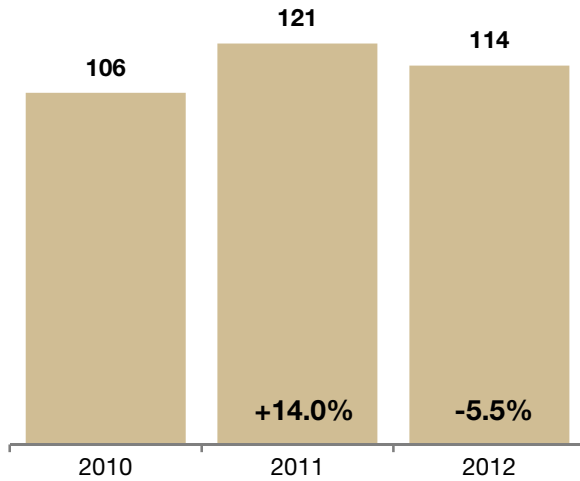
Historical Closed Sales Activity



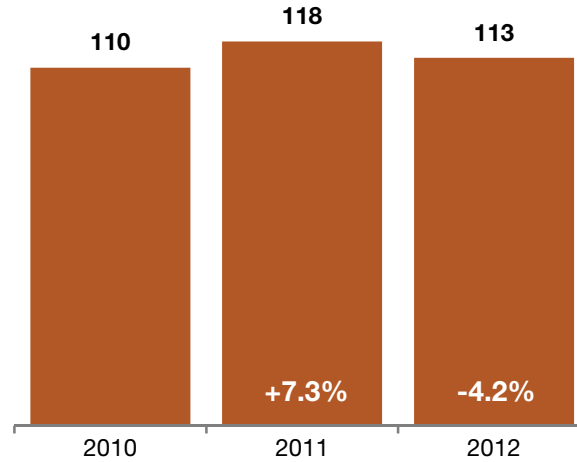
Days on Market Until Sale

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

March

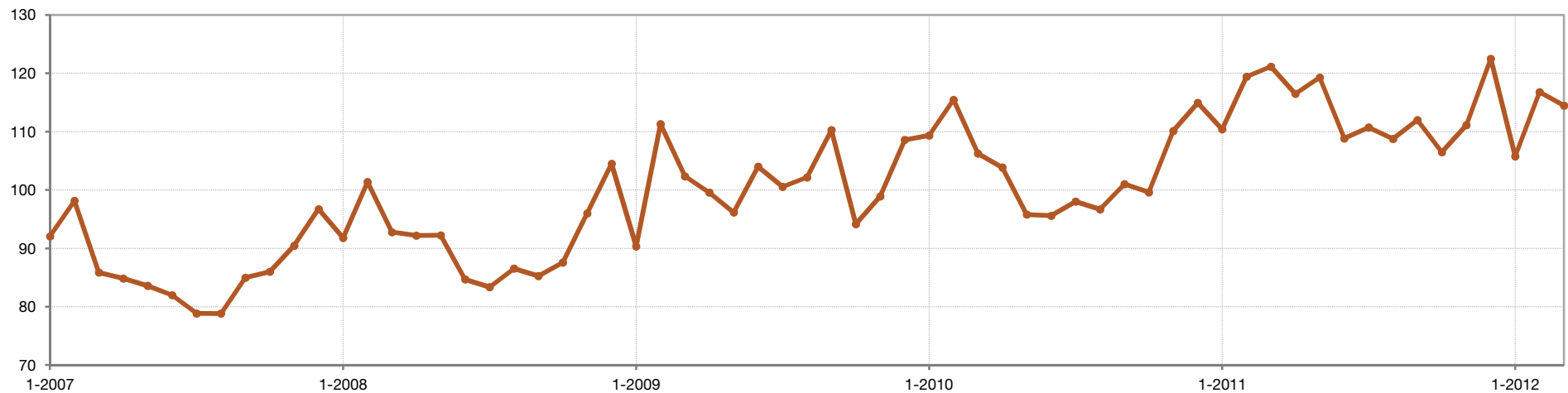


Year To Date



Month	Prior Year	Current Year	+ / -
April	104	116	+12.2%
May	96	119	+24.5%
June	96	109	+13.9%
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.9%
December	115	122	+6.6%
January	110	106	-4.2%
February	119	117	-2.2%
March	121	114	-5.5%
12-Month Avg	104	113	+7.9%

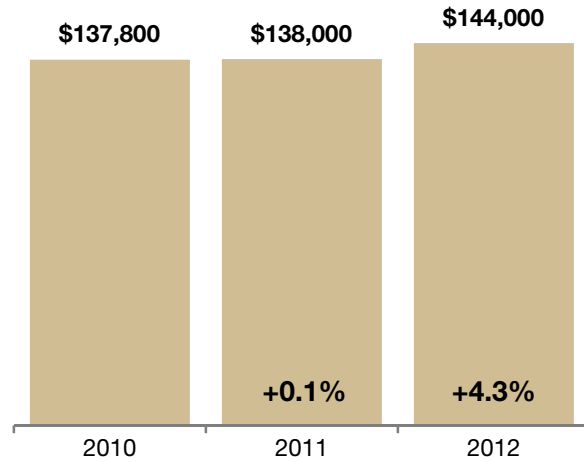
Historical Days on Market Until Sale



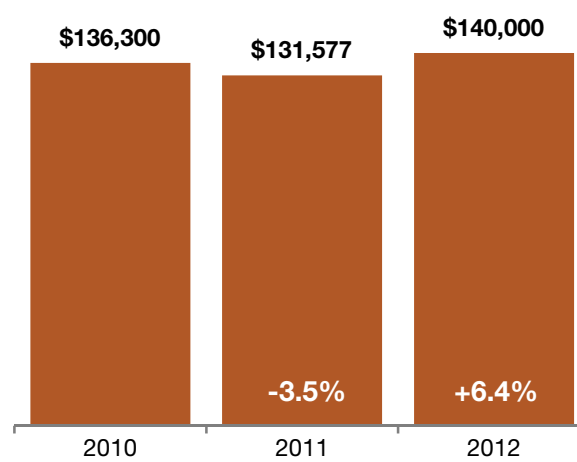
Median Sales Price

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

March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$139,000	\$135,000	-2.9%
May	\$142,550	\$138,000	-3.2%
June	\$150,000	\$150,000	0.0%
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,400	+7.0%
February	\$121,000	\$134,950	+11.5%
March	\$138,000	\$144,000	+4.3%
12-Month Med	\$139,900	\$141,500	+1.1%

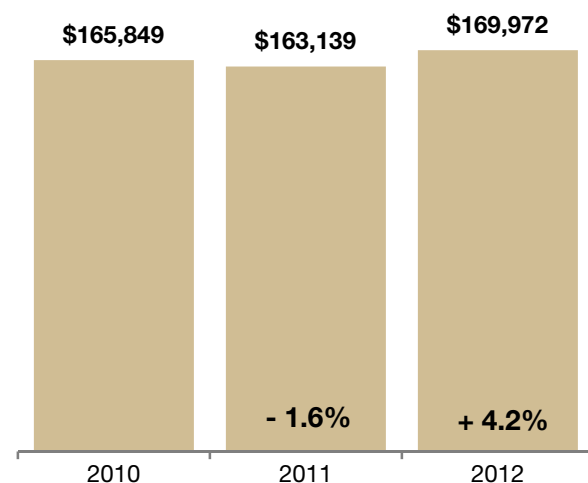
Historical Median Sales Price



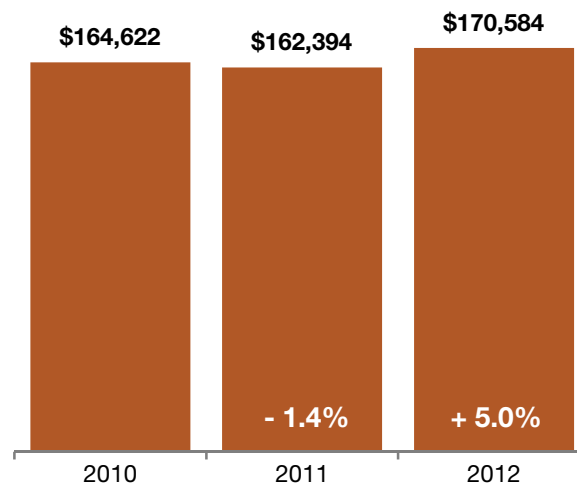
Average Sales Price

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

March

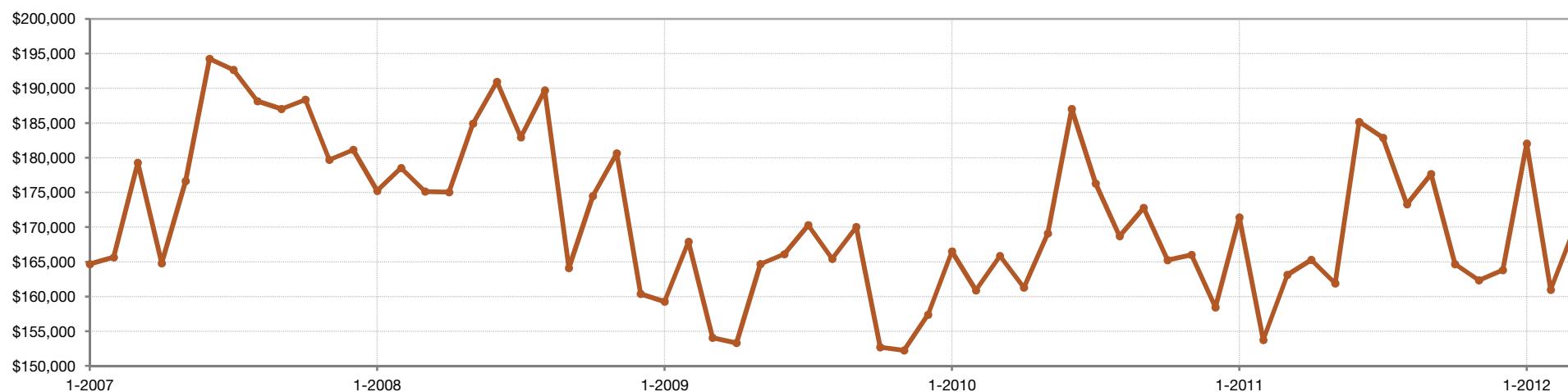


Year To Date



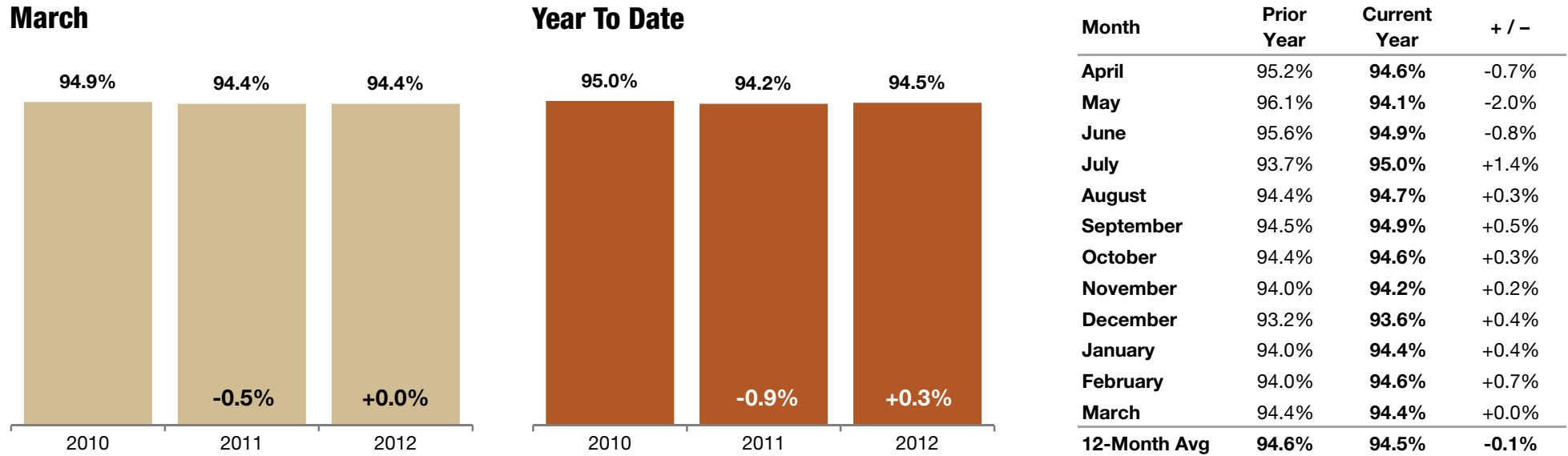
Month	Prior Year	Current Year	+ / -
April	\$161,300	\$165,285	+2.5%
May	\$169,091	\$161,898	-4.3%
June	\$187,023	\$185,156	-1.0%
July	\$176,279	\$182,862	+3.7%
August	\$168,700	\$173,305	+2.7%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$162,349	-2.2%
December	\$158,445	\$163,815	+3.4%
January	\$171,403	\$182,032	+6.2%
February	\$153,742	\$160,978	+4.7%
March	\$163,139	\$169,972	+4.2%
12-Month Avg	\$168,546	\$171,327	+1.7%

Historical Average Sales Price

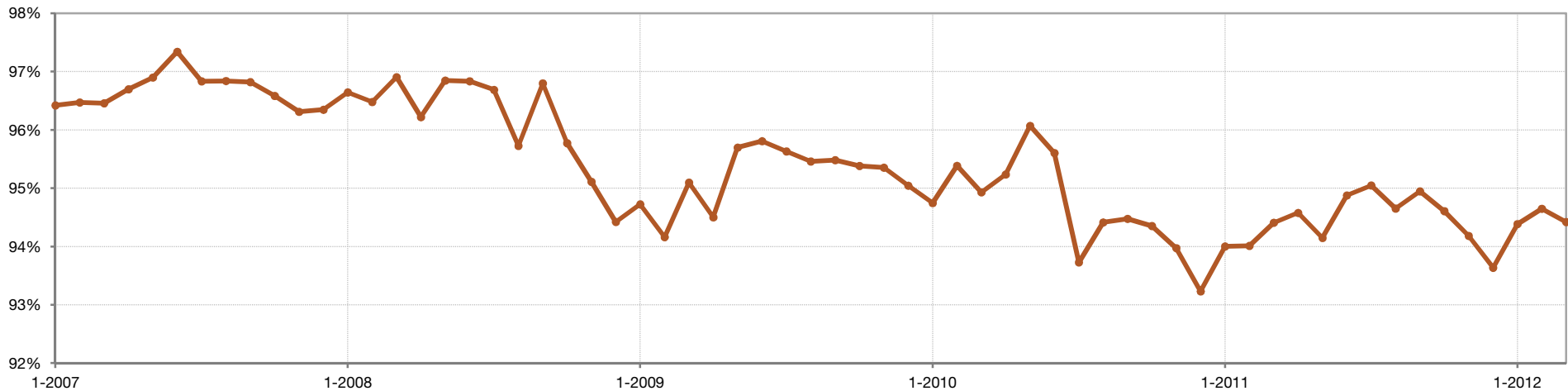


Percent of List Price Received

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

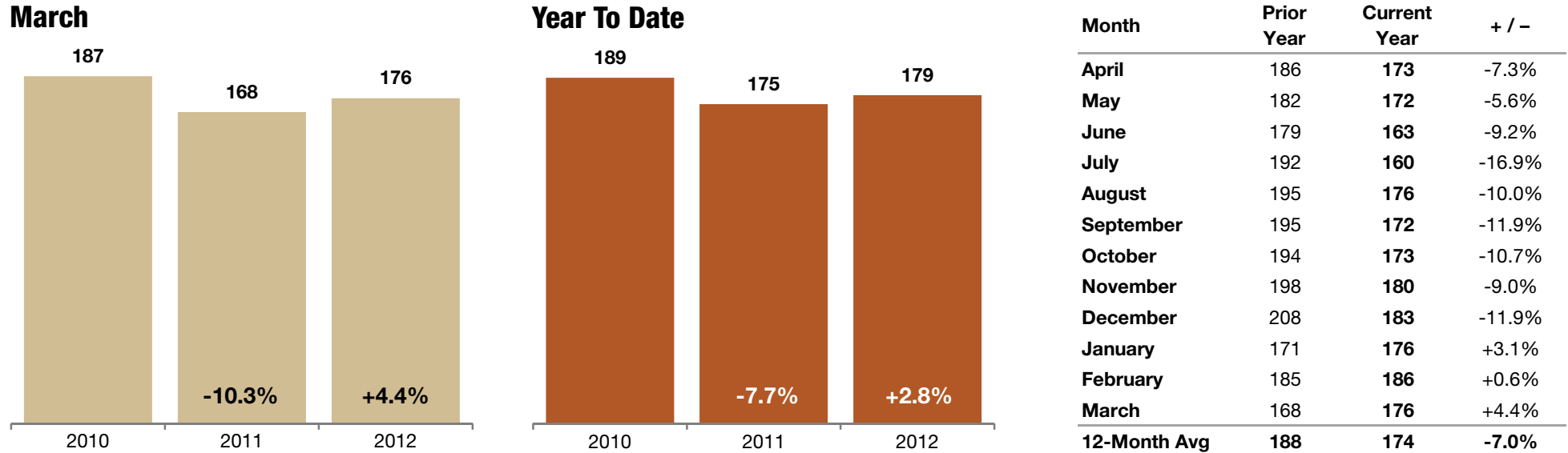


Historical Percent of List Price Received

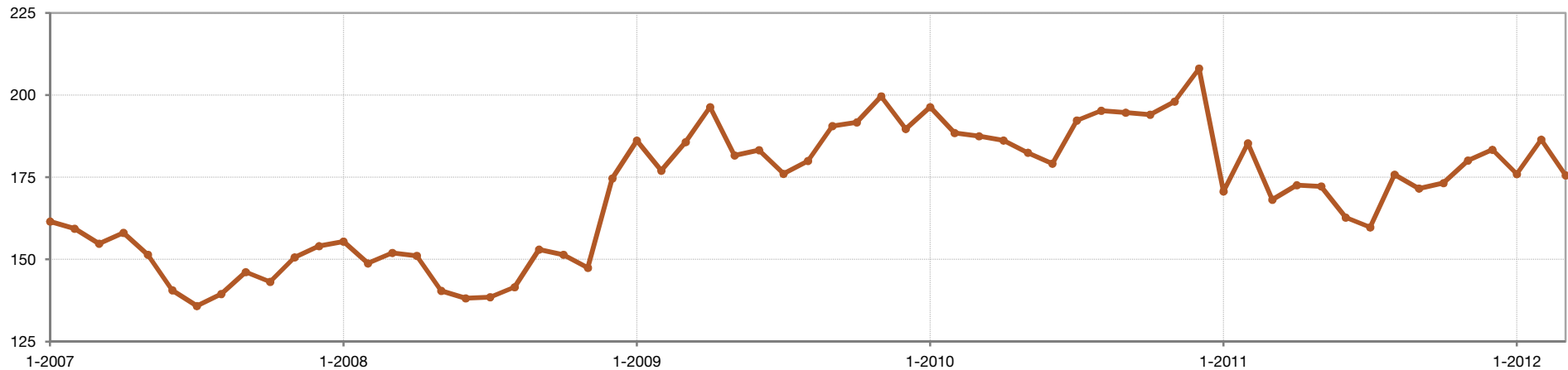


Housing Affordability Index

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



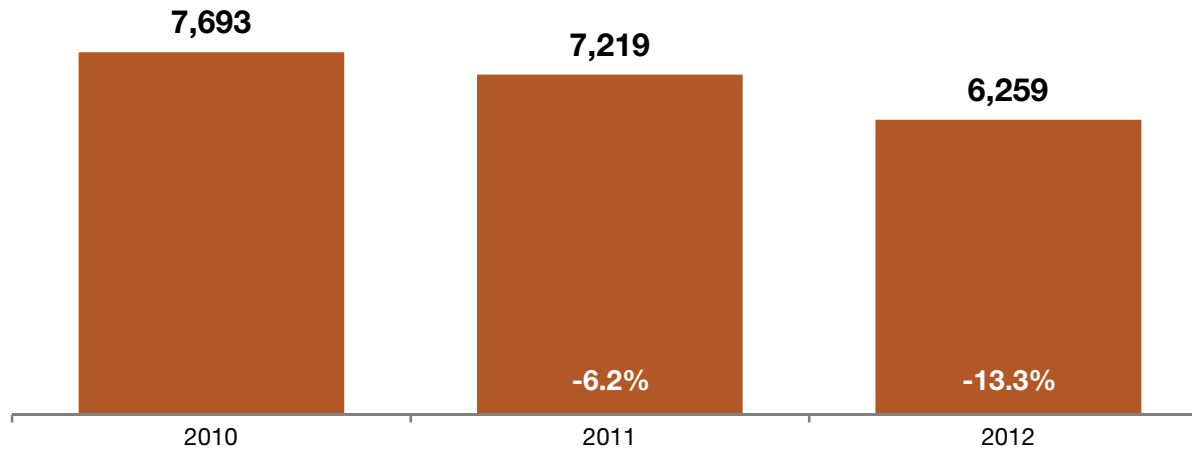
Historical Housing Affordability Index



Inventory of Homes for Sale

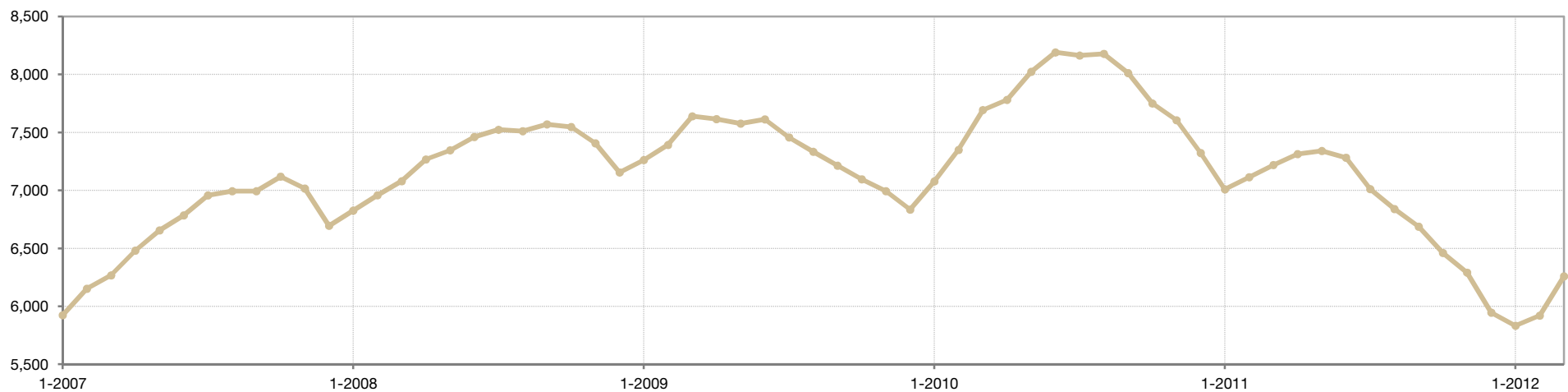
The number of properties available for sale in active status at the end of a given month.

March



Month	Prior Year	Current Year	+ / -
April	7,781	7,313	-6.0%
May	8,023	7,340	-8.5%
June	8,190	7,282	-11.1%
July	8,163	7,011	-14.1%
August	8,178	6,839	-16.4%
September	8,012	6,687	-16.5%
October	7,750	6,461	-16.6%
November	7,605	6,291	-17.3%
December	7,322	5,946	-18.8%
January	7,009	5,833	-16.8%
February	7,114	5,920	-16.8%
March	7,219	6,259	-13.3%
12-Month Avg	7,697	6,599	-14.3%

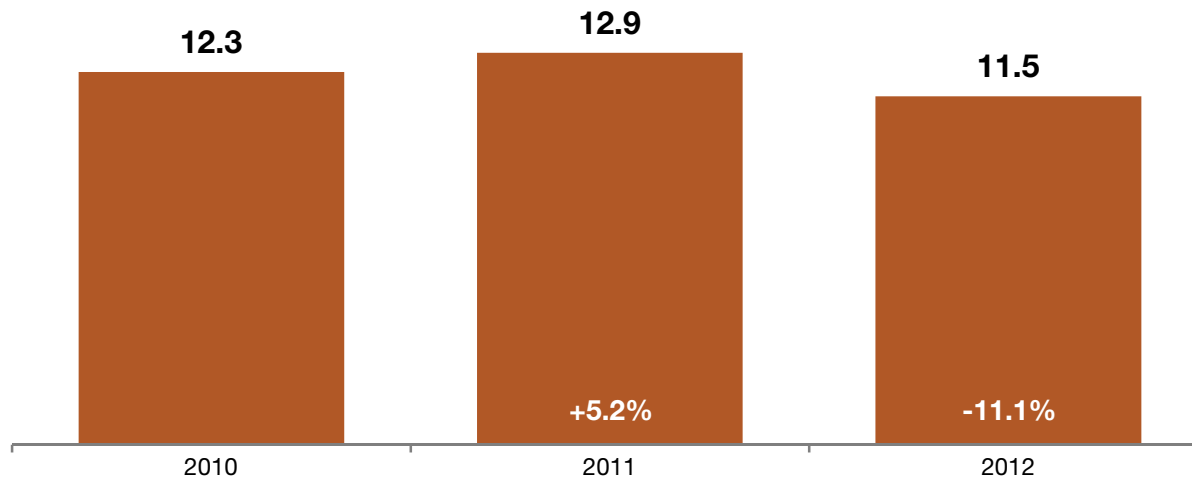
Historical Inventory of Homes for Sale



Months Supply of Inventory

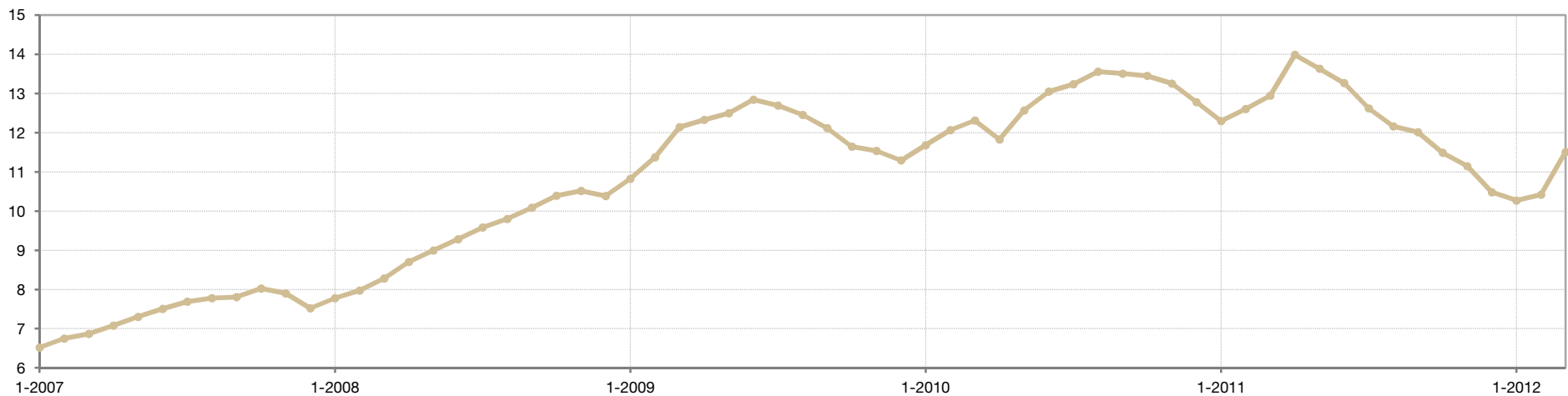
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



Month	Prior Year	Current Year	+ / -
April	11.8	14.0	+18.3%
May	12.6	13.6	+8.5%
June	13.0	13.3	+1.7%
July	13.2	12.6	-4.7%
August	13.6	12.2	-10.3%
September	13.5	12.0	-11.1%
October	13.4	11.5	-14.6%
November	13.3	11.1	-15.9%
December	12.8	10.5	-18.0%
January	12.3	10.3	-16.5%
February	12.6	10.4	-17.3%
March	12.9	11.5	-11.1%
12-Month Avg	12.9	11.9	-7.8%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



April 2012

Sometimes the best answers aren't right under your nose. For example, the most popular market indicator is home prices. But prices are what we call a lagging indicator, because they reflect closed sales. Leading indicators are forward-looking. Watch activity related to list price received at sale, days on market and months supply of inventory to see how sellers might be regaining their pricing power. Favorable supply-demand trends may be ticking away from the buyer for the first time in years. Moral of the story: Price is but a single picture in the gallery.

New Listings in the Greater Greenville region decreased 7.7 percent to 1,251. Pending Sales were down 40.3 percent to 395. Inventory levels shrank 13.1 percent to 6,356 units.

Prices enjoyed a boost. The Median Sales Price increased 3.9 percent to \$140,312. Days on Market was down 7.9 percent to 107 days. The supply-demand balance stabilized as Months Supply of Inventory was down 16.7 percent to 11.7 months.

When monitoring residential real estate activity, it is always important to keep tabs on the overall economy and job growth. Preliminary Q1-2012 GDP growth came in at 2.2 percent, which, while disappointing to some observers and slower than Q4-2011, still signals economic expansion and not contraction. Expedited bank processing and easing lending standards are also encouraging developments.

Quick Facts

+ 4.1%

Change in
Closed Sales

+ 3.9%

Change in
Median Sales Price

- 13.1%

Change in
Inventory

Market Overview	2
New Listings	3
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Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Click on desired metric to jump to that page.

Market Overview

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

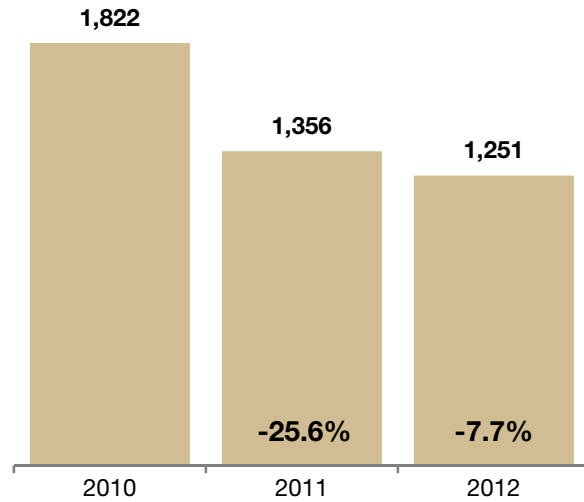


Key Metrics	Historical Sparklines	4-2011	4-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,356	1,251	- 7.7%	5,120	4,772	- 6.8%
Pending Sales		662	395	- 40.3%	2,382	2,112	- 11.3%
Closed Sales		582	606	+ 4.1%	1,955	2,128	+ 8.8%
Days on Market Until Sale		116	107	- 7.9%	117	111	- 5.1%
Median Sales Price		\$135,000	\$140,312	+ 3.9%	\$134,000	\$140,000	+ 4.5%
Average Sales Price		\$165,285	\$174,343	+ 5.5%	\$163,254	\$171,693	+ 5.2%
Percent of List Price Received		94.6%	95.3%	+ 0.8%	94.3%	94.7%	+ 0.5%
Housing Affordability Index		173	182	+ 5.3%	174	182	+ 4.8%
Inventory of Homes for Sale		7,317	6,356	- 13.1%	--	--	--
Months Supply of Homes for Sale		14.0	11.7	- 16.7%	--	--	--

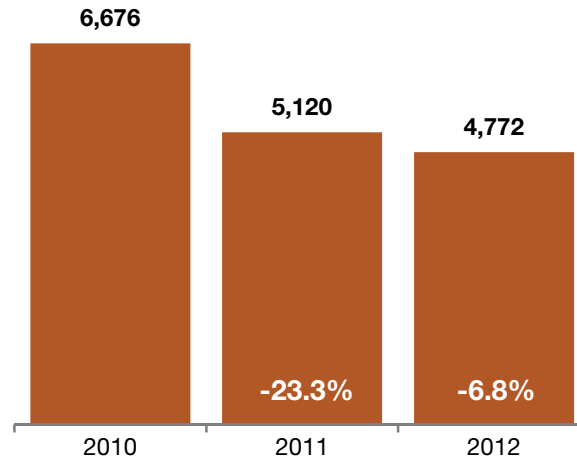
New Listings

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

April

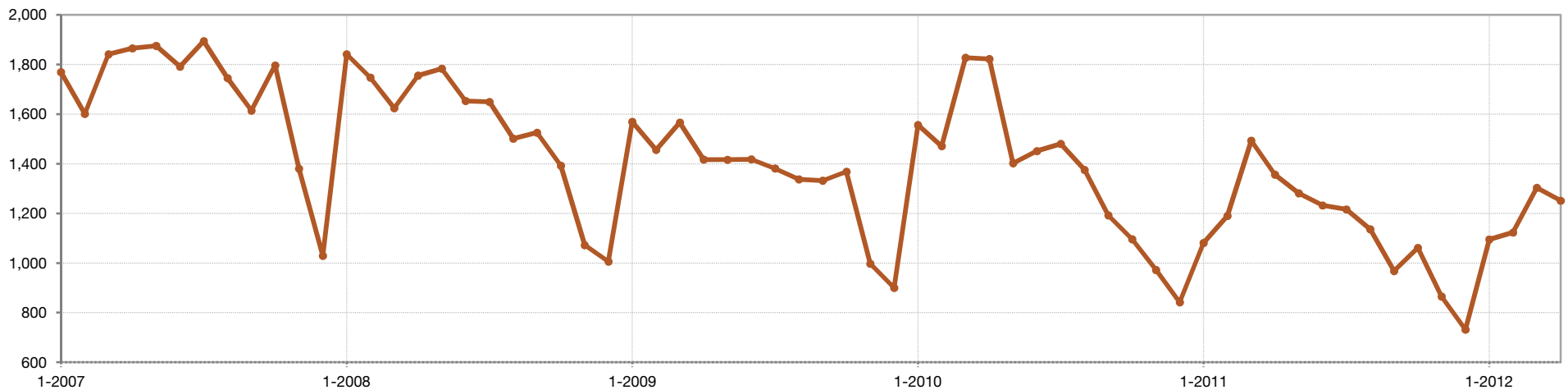


Year To Date



Month	Prior Year	Current Year	+ / -
May	1,402	1,281	-8.6%
June	1,451	1,232	-15.1%
July	1,480	1,216	-17.8%
August	1,375	1,136	-17.4%
September	1,192	968	-18.8%
October	1,096	1,061	-3.2%
November	972	865	-11.0%
December	842	732	-13.1%
January	1,081	1,095	+1.3%
February	1,190	1,123	-5.6%
March	1,493	1,303	-12.7%
April	1,356	1,251	-7.7%
12-Month Avg	1,244	1,105	-11.2%

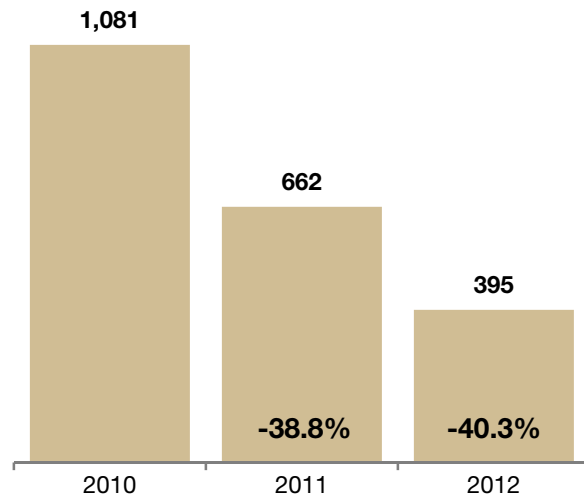
Historical New Listing Activity



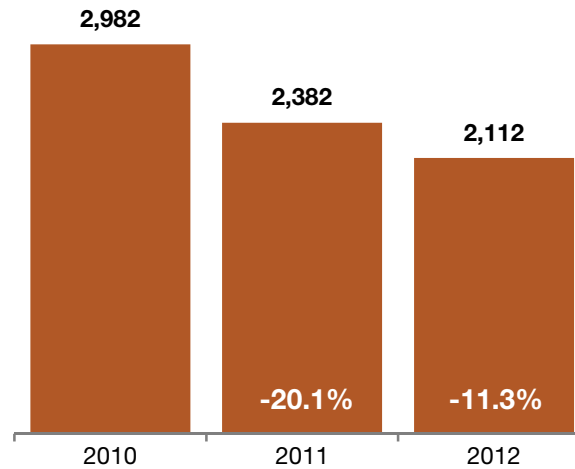
Pending Sales

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

April

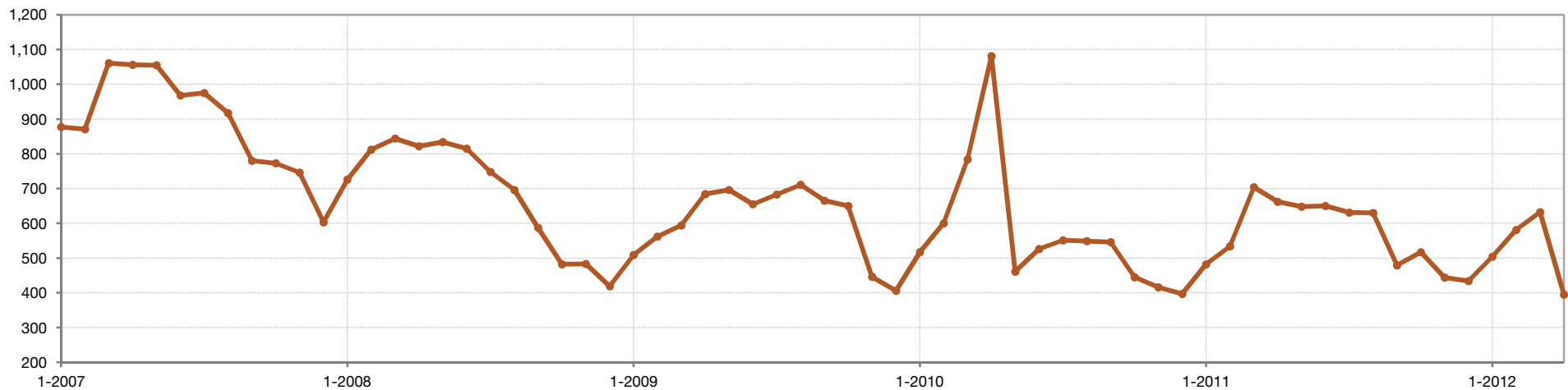


Year To Date



Month	Prior Year	Current Year	+ / -
May	461	648	+40.6%
June	526	650	+23.6%
July	551	631	+14.5%
August	549	630	+14.8%
September	546	479	-12.3%
October	445	517	+16.2%
November	416	444	+6.7%
December	397	434	+9.3%
January	482	504	+4.6%
February	534	581	+8.8%
March	704	632	-10.2%
April	662	395	-40.3%
12-Month Avg	523	545	+4.3%

Historical Pending Sales Activity

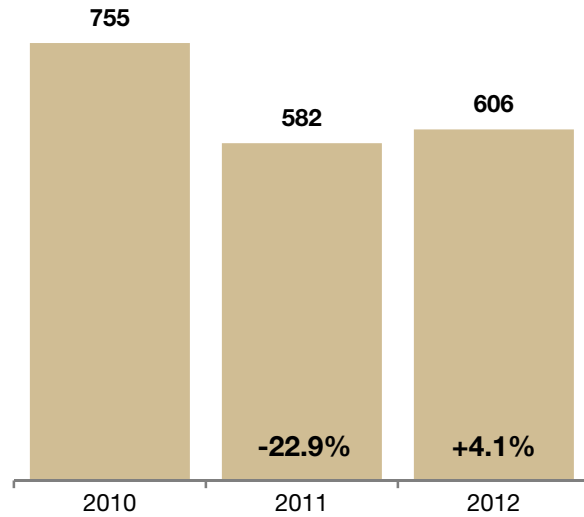


Closed Sales

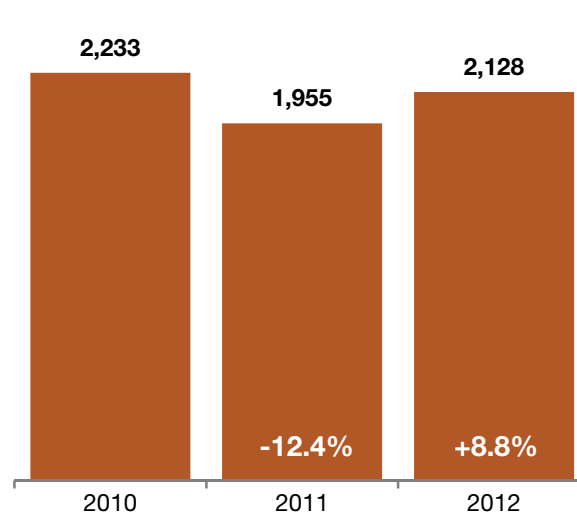
A count of the actual sales that have closed in a given month.



April

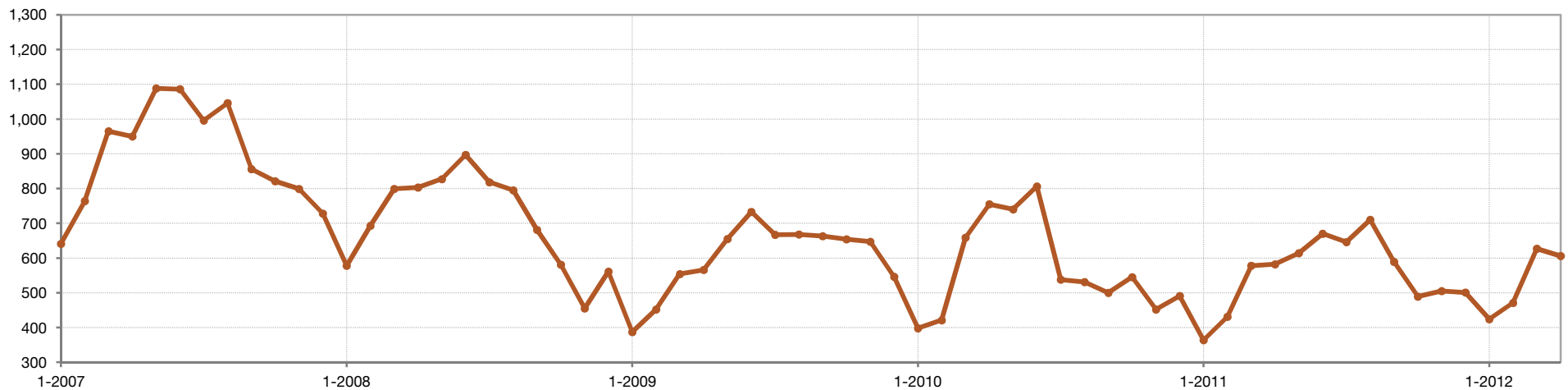


Year To Date



Month	Prior Year	Current Year	+ / -
May	740	614	-17.0%
June	806	670	-16.9%
July	538	646	+20.1%
August	531	710	+33.7%
September	500	589	+17.8%
October	545	489	-10.3%
November	452	505	+11.7%
December	491	501	+2.0%
January	364	424	+16.5%
February	431	471	+9.3%
March	578	627	+8.5%
April	582	606	+4.1%
12-Month Avg	547	571	+4.5%

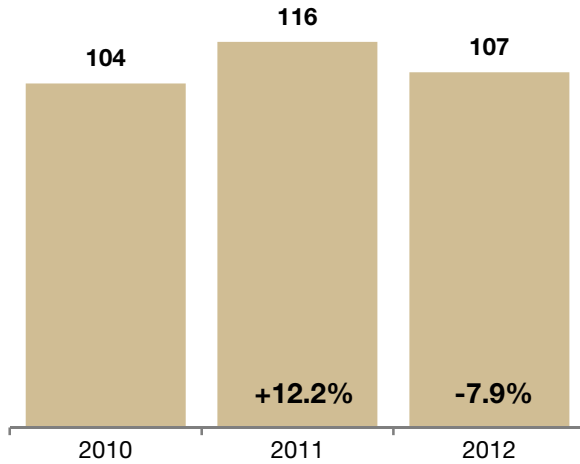
Historical Closed Sales Activity



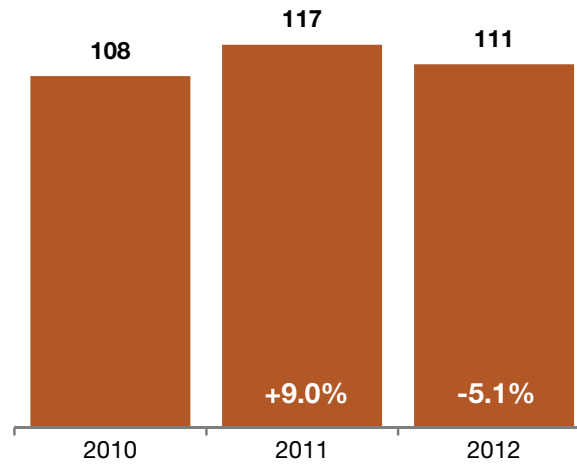
Days on Market Until Sale

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

April

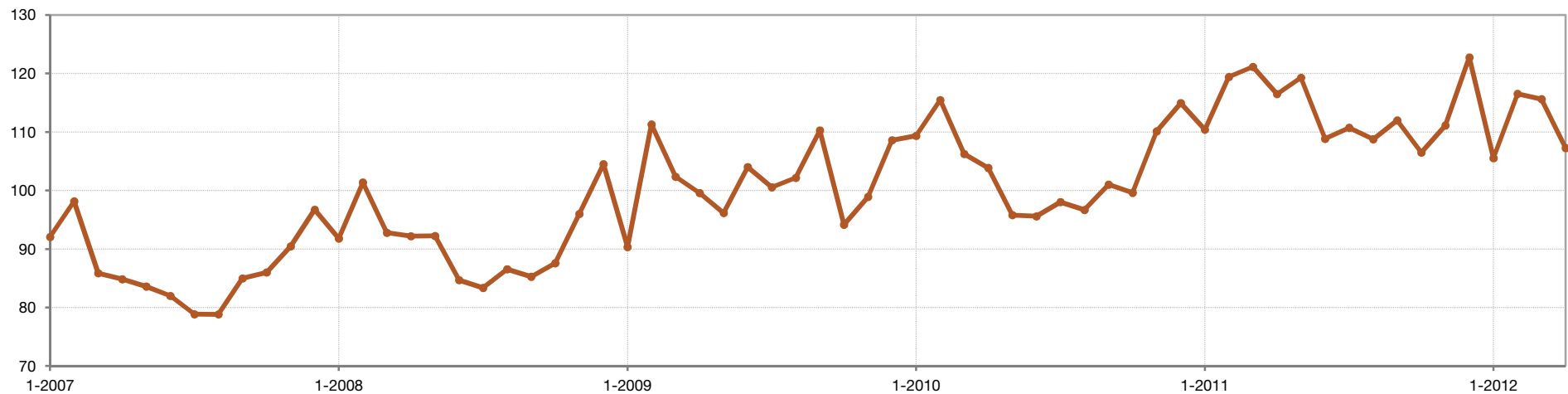


Year To Date



Month	Prior Year	Current Year	+ / -
May	96	119	+24.5%
June	96	109	+13.9%
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.9%
December	115	123	+6.8%
January	110	106	-4.4%
February	119	117	-2.4%
March	121	116	-4.5%
April	116	107	-7.9%
12-Month Avg	106	112	+6.1%

Historical Days on Market Until Sale



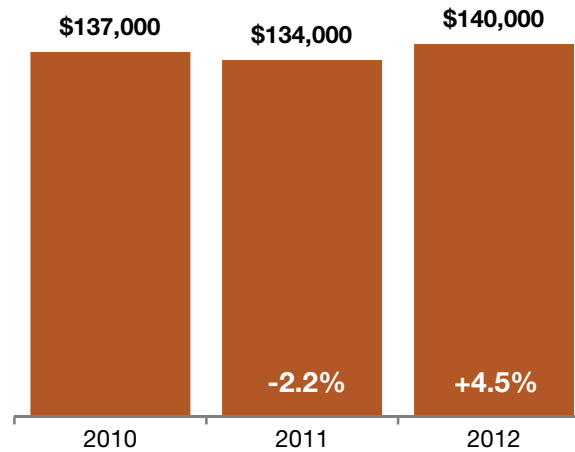
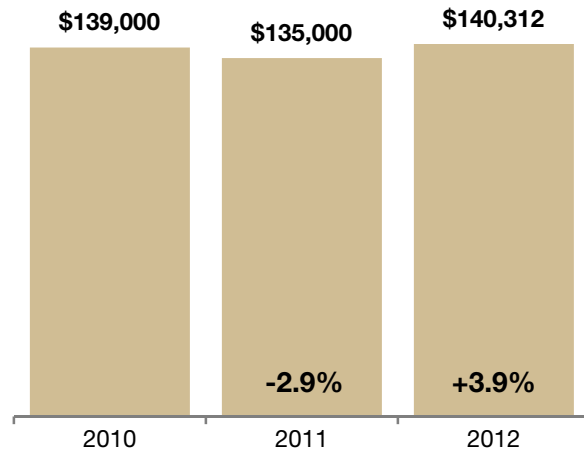
Median Sales Price

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



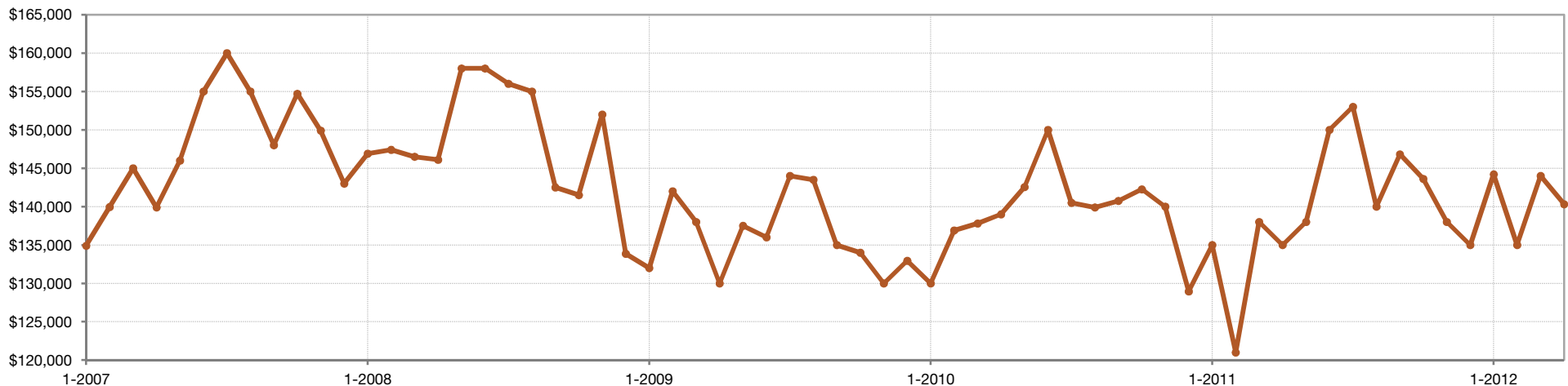
April

Year To Date



Month	Prior Year	Current Year	+ / -
May	\$142,550	\$138,000	-3.2%
June	\$150,000	\$150,000	0.0%
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,200	+6.8%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,000	+4.3%
April	\$135,000	\$140,312	+3.9%
12-Month Med	\$139,900	\$142,000	+1.5%

Historical Median Sales Price

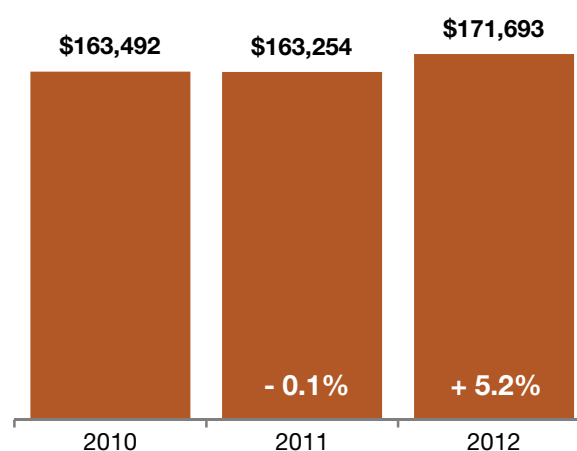
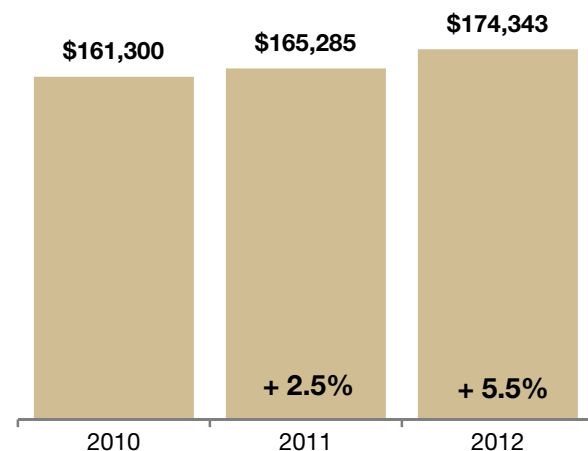


Average Sales Price

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

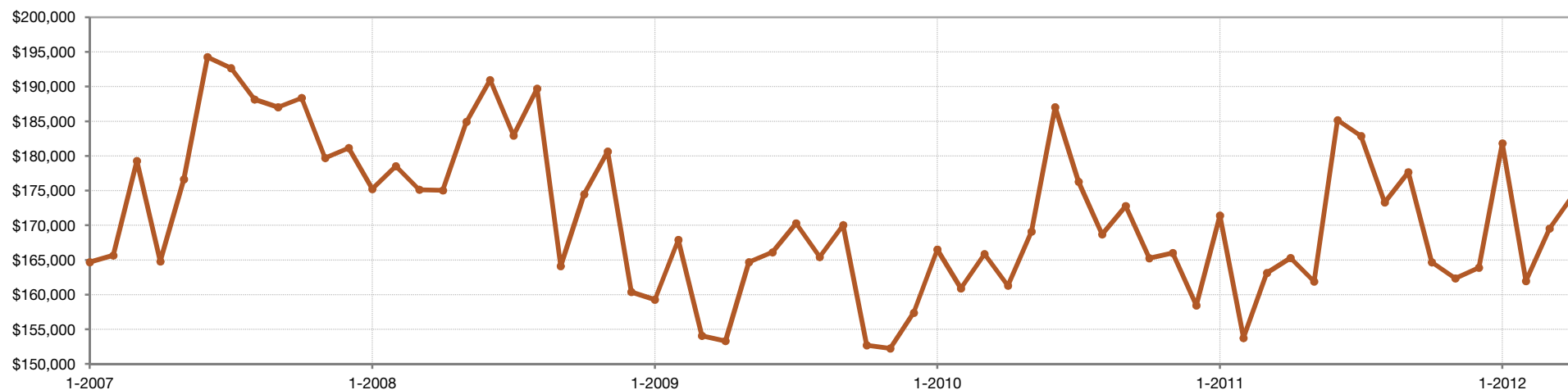
April

Year To Date



Month	Prior Year	Current Year	+ / -
May	\$169,091	\$161,898	-4.3%
June	\$187,023	\$185,156	-1.0%
July	\$176,279	\$182,862	+3.7%
August	\$168,700	\$173,305	+2.7%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$162,349	-2.2%
December	\$158,445	\$163,894	+3.4%
January	\$171,403	\$181,823	+6.1%
February	\$153,742	\$161,964	+5.3%
March	\$163,139	\$169,533	+3.9%
April	\$165,285	\$174,343	+5.5%
12-Month Avg	\$169,100	\$172,122	+1.8%

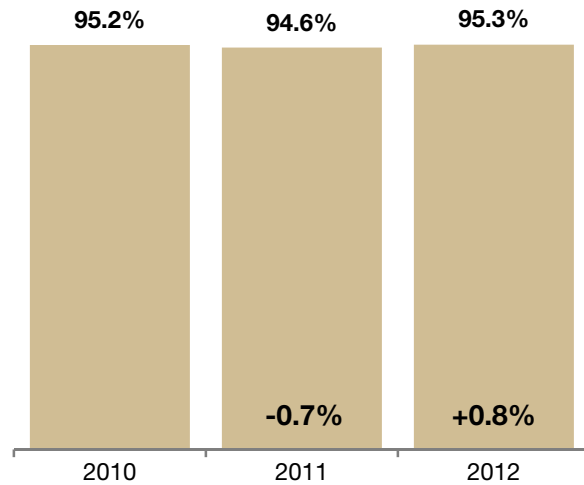
Historical Average Sales Price



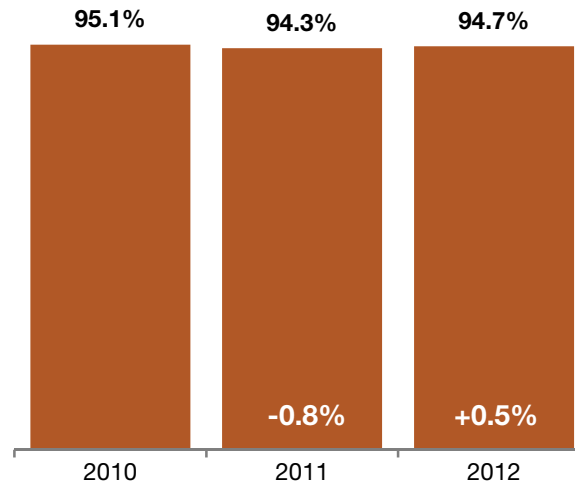
Percent of List Price Received

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

April

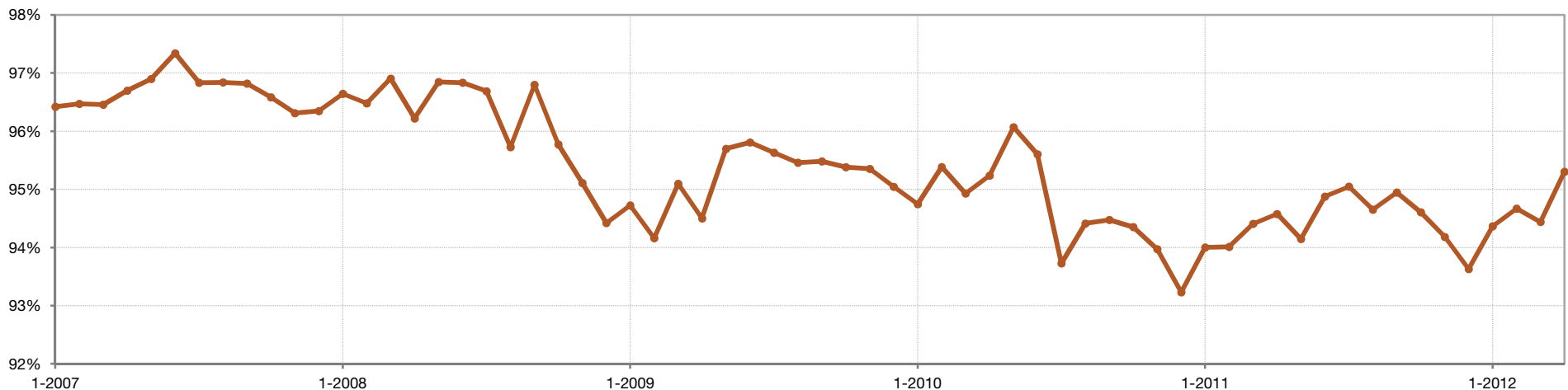


Year To Date



Month	Prior Year	Current Year	+ / -
May	96.1%	94.1%	-2.0%
June	95.6%	94.9%	-0.8%
July	93.7%	95.0%	+1.4%
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.6%	+0.4%
January	94.0%	94.4%	+0.4%
February	94.0%	94.7%	+0.7%
March	94.4%	94.4%	+0.0%
April	94.6%	95.3%	+0.8%
12-Month Avg	94.5%	94.6%	+0.1%

Historical Percent of List Price Received

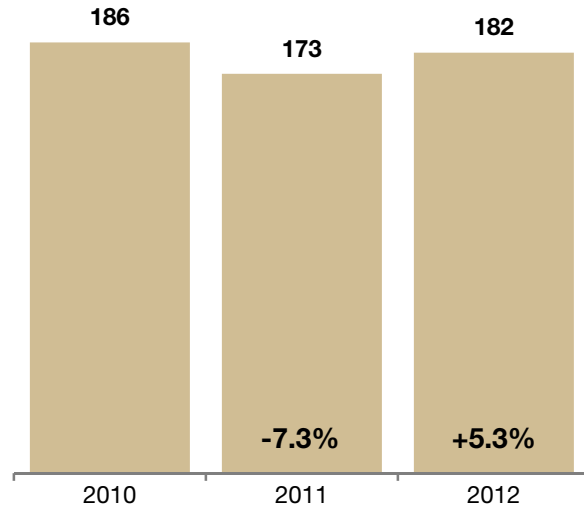


Housing Affordability Index

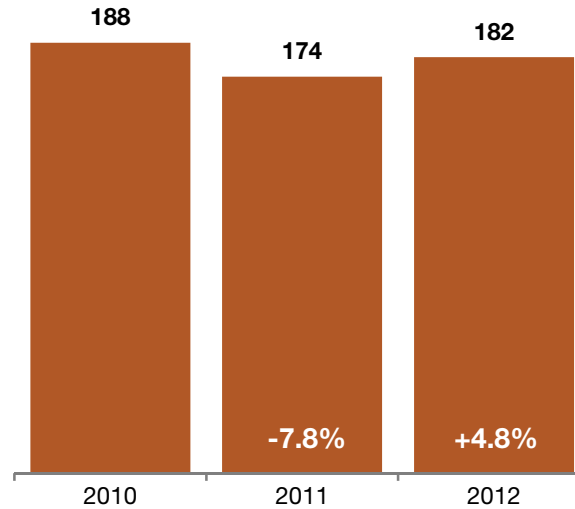
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



April

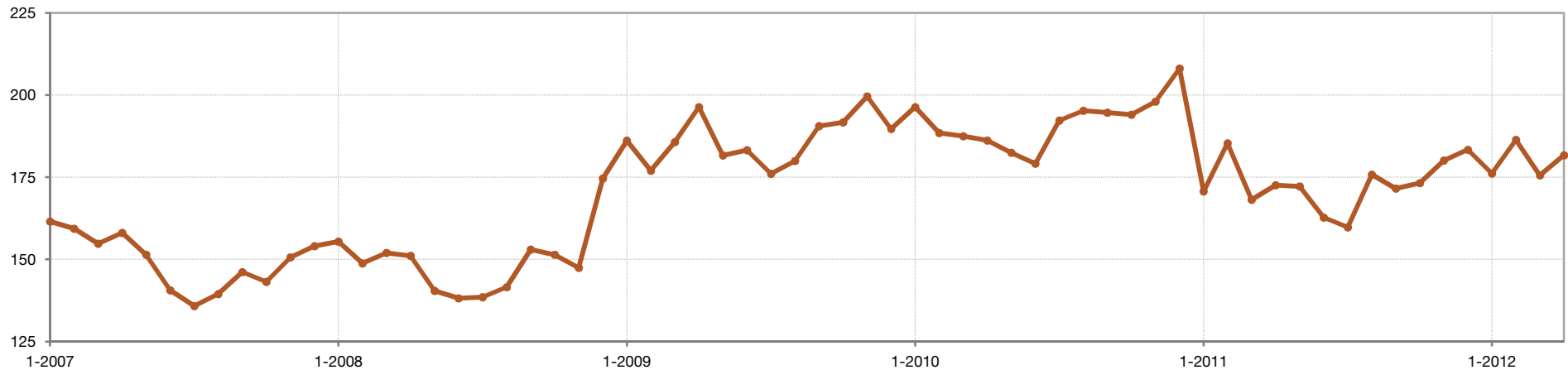


Year To Date



Month	Prior Year	Current Year	+ / -
May	182	172	-5.6%
June	179	163	-9.2%
July	192	160	-16.9%
August	195	176	-10.0%
September	195	172	-11.9%
October	194	173	-10.7%
November	198	180	-9.0%
December	208	183	-11.9%
January	171	176	+3.2%
February	185	186	+0.6%
March	168	176	+4.4%
April	173	182	+5.3%
12-Month Avg	187	175	-6.0%

Historical Housing Affordability Index

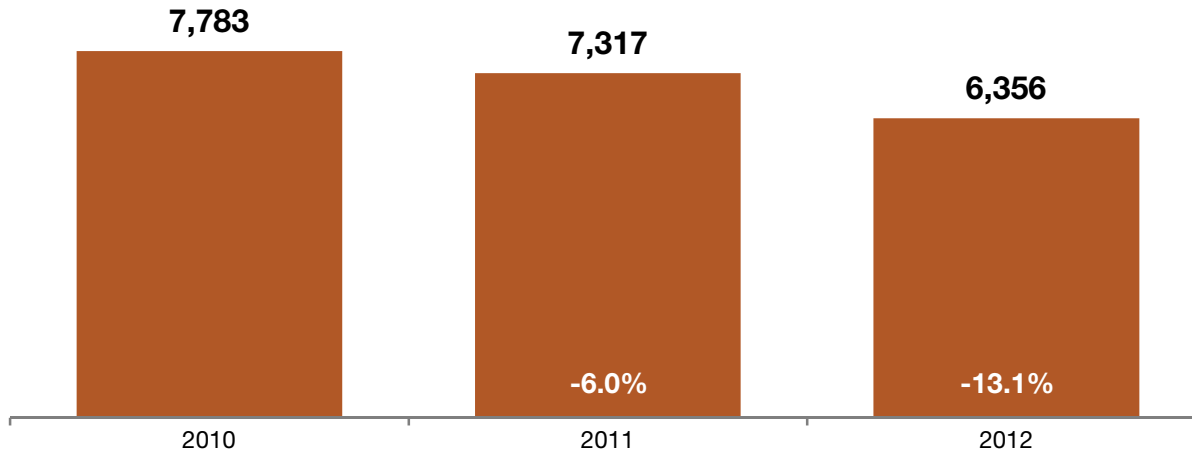


Inventory of Homes for Sale

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

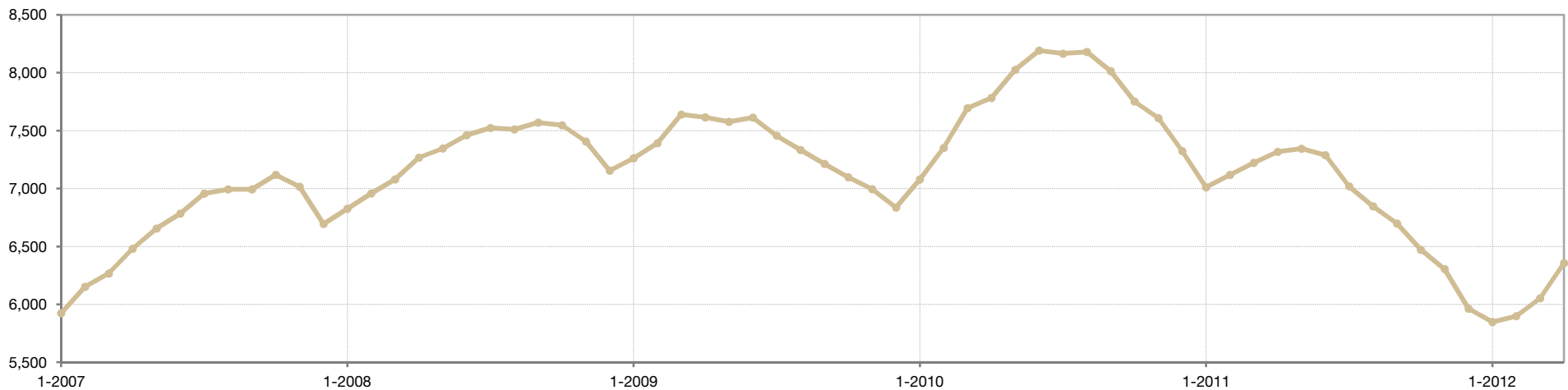


April



Month	Prior Year	Current Year	+ / -
May	8,025	7,344	-8.5%
June	8,192	7,288	-11.0%
July	8,165	7,019	-14.0%
August	8,180	6,847	-16.3%
September	8,014	6,698	-16.4%
October	7,752	6,472	-16.5%
November	7,608	6,305	-17.1%
December	7,324	5,963	-18.6%
January	7,012	5,848	-16.6%
February	7,118	5,899	-17.1%
March	7,223	6,053	-16.2%
April	7,317	6,356	-13.1%
12-Month Avg	7,661	6,508	-15.1%

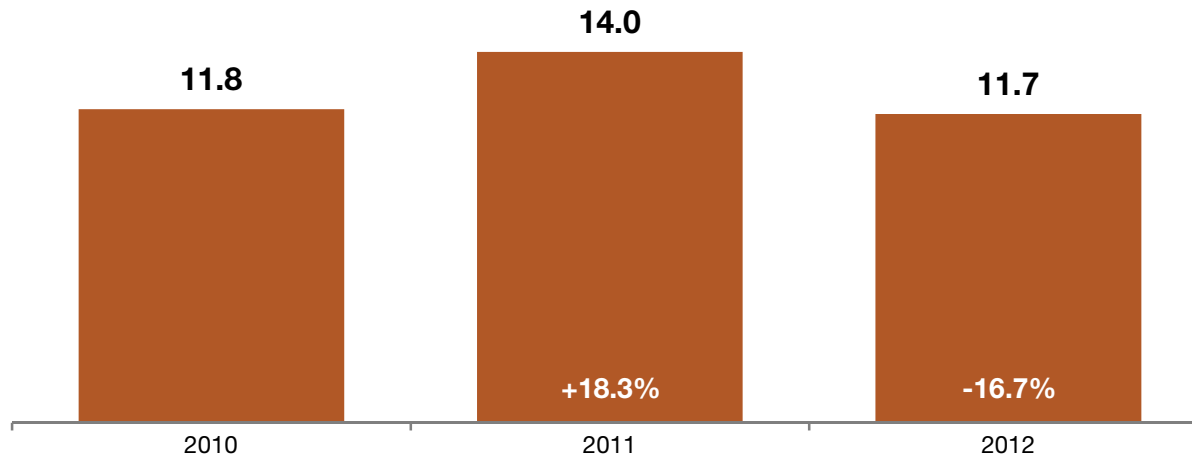
Historical Inventory of Homes for Sale



Months Supply of Inventory

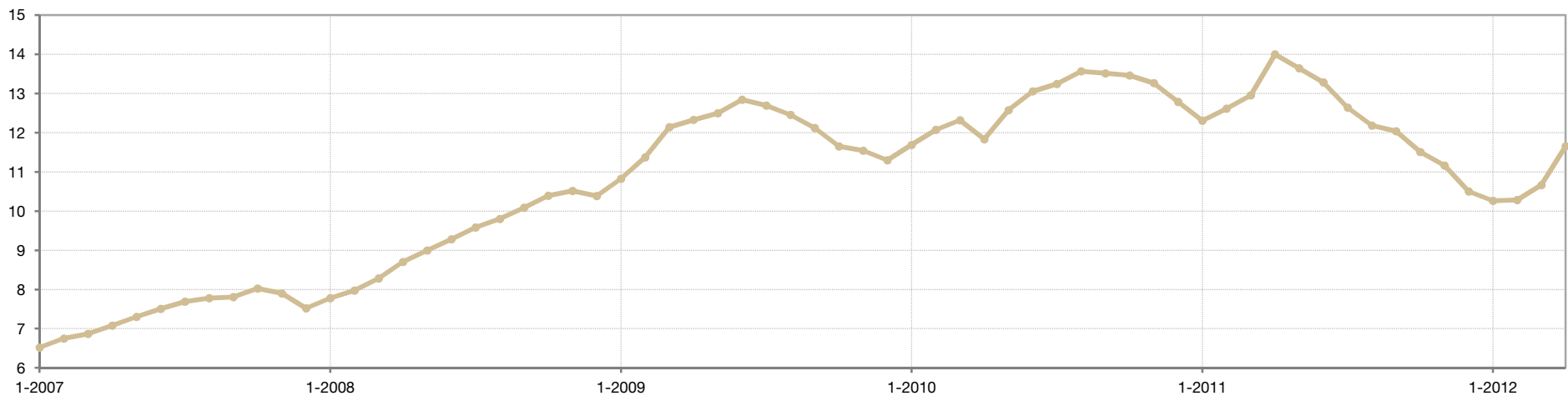
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

April



Month	Prior Year	Current Year	+ / -
May	12.6	13.6	+8.5%
June	13.1	13.3	+1.7%
July	13.2	12.6	-4.6%
August	13.6	12.2	-10.2%
September	13.5	12.0	-10.9%
October	13.5	11.5	-14.5%
November	13.3	11.2	-15.9%
December	12.8	10.5	-17.9%
January	12.3	10.3	-16.6%
February	12.6	10.3	-18.5%
March	13.0	10.7	-17.7%
April	14.0	11.7	-16.7%
12-Month Avg	13.1	11.7	-11.1%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



May 2012

Combined with strong sales, the recent drop in listing activity has translated into competing bids on existing inventory and modest price gains in select neighborhoods. Informed sellers have noticed homes selling quicker and for closer to asking price. Home searches are turning up far fewer results than in recent years. National headlines mask regional variability. With fewer distressed properties selling, prices are effectively “melting up” due to less downward pressure. Locally, May had some ups and downs.

New Listings in the Greater Greenville region decreased 1.3 percent to 1,266. Pending Sales were down 40.9 percent to 383. Inventory levels shrank 13.6 percent to 6,351 units.

Prices moved higher. The Median Sales Price increased 3.6 percent to \$143,000. Days on Market was down 10.0 percent to 107 days. The supply-demand balance stabilized as Months Supply of Inventory was down 15.0 percent to 11.6 months.

In economic news, May's jobs report was disappointing, and there's a growing concern about the pace of domestic growth. Last month was also unsettling for investors, prompting some to hunt for better returns in the housing market. This forces other consumers up the price ladder. In politics, the Senate approved a 60-day National Flood Insurance Program extension. But with campaign season upon us, major housing-related bills or policy shifts are unlikely.

Quick Facts

+ 8.1%

Change in
Closed Sales

+ 3.6%

Change in
Median Sales Price

- 13.6%

Change in
Inventory

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Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Click on desired metric to jump to that page.

Market Overview

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



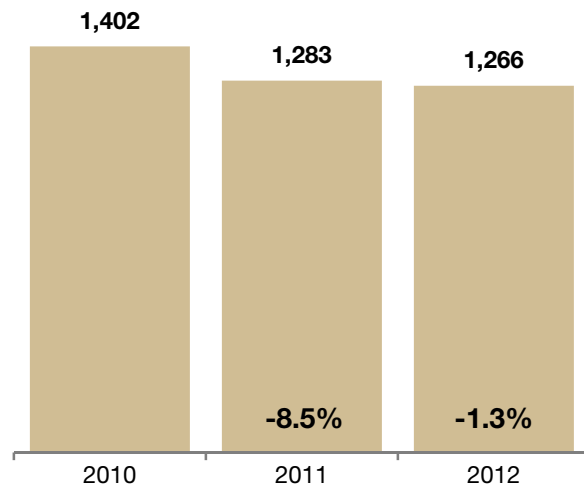
Key Metrics	Historical Sparklines	5-2011	5-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,283	1,266	- 1.3%	6,404	6,052	- 5.5%
Pending Sales		648	383	- 40.9%	3,031	2,774	- 8.5%
Closed Sales		614	664	+ 8.1%	2,569	2,804	+ 9.1%
Days on Market Until Sale		119	107	- 10.0%	118	111	- 6.2%
Median Sales Price		\$138,000	\$143,000	+ 3.6%	\$135,000	\$141,100	+ 4.5%
Average Sales Price		\$161,898	\$169,160	+ 4.5%	\$162,931	\$171,307	+ 5.1%
Percent of List Price Received		94.1%	95.8%	+ 1.8%	94.3%	95.0%	+ 0.8%
Housing Affordability Index		172	181	+ 5.2%	175	183	+ 4.5%
Inventory of Homes for Sale		7,351	6,351	- 13.6%	--	--	--
Months Supply of Homes for Sale		13.7	11.6	- 15.0%	--	--	--

New Listings

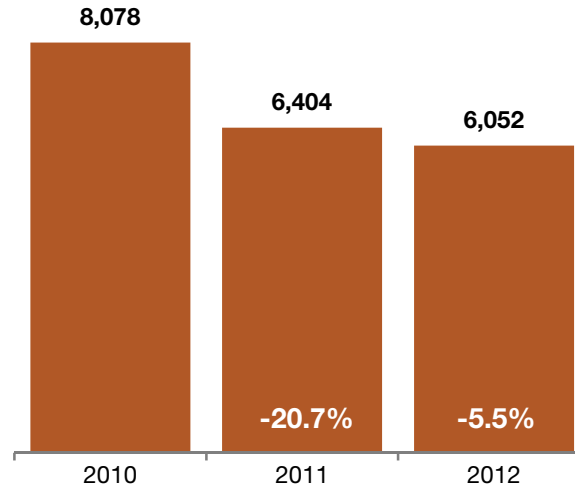
A count of the properties that have been newly listed on the market in a given month.



May

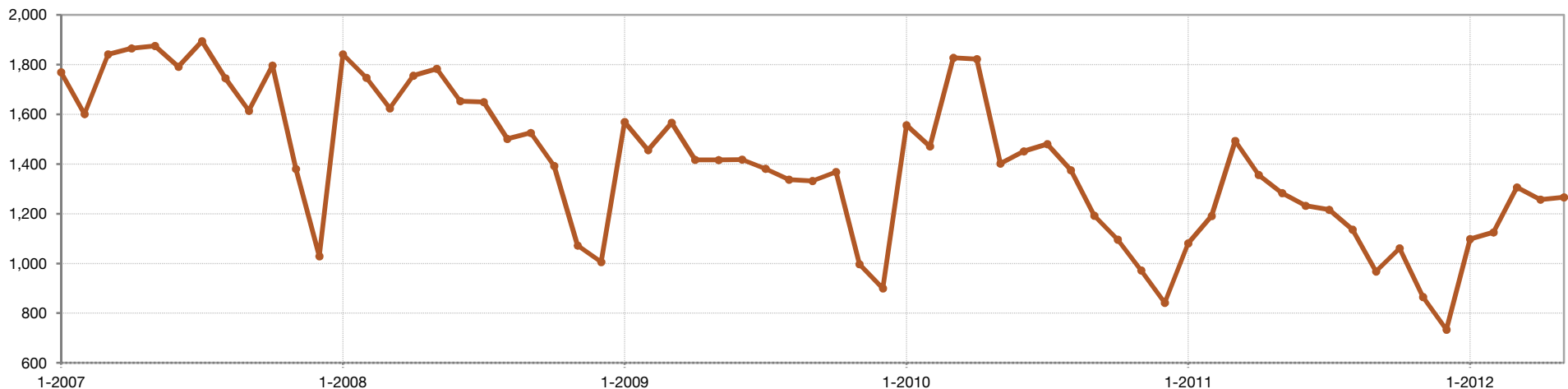


Year To Date



Month	Prior Year	Current Year	+ / -
June	1,451	1,232	-15.1%
July	1,480	1,216	-17.8%
August	1,375	1,136	-17.4%
September	1,192	968	-18.8%
October	1,096	1,061	-3.2%
November	972	865	-11.0%
December	842	734	-12.8%
January	1,081	1,098	+1.6%
February	1,191	1,125	-5.5%
March	1,493	1,306	-12.5%
April	1,356	1,257	-7.3%
May	1,283	1,266	-1.3%
12-Month Avg	1,234	1,105	-10.5%

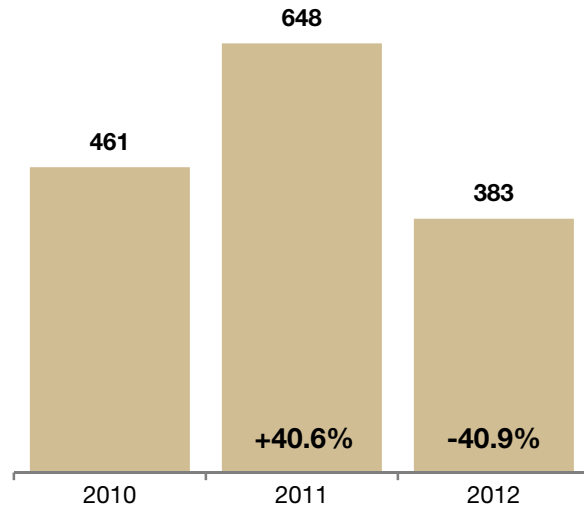
Historical New Listing Activity



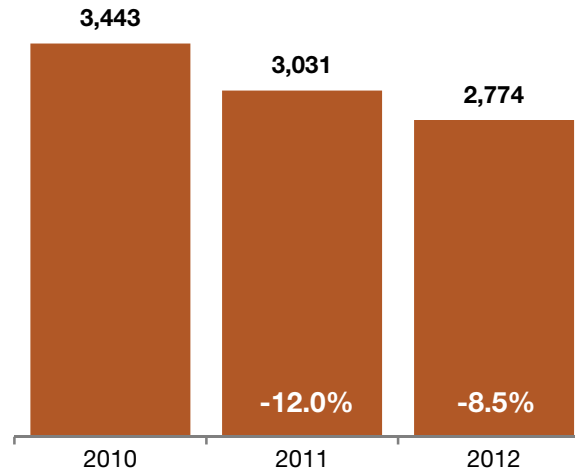
Pending Sales

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

May

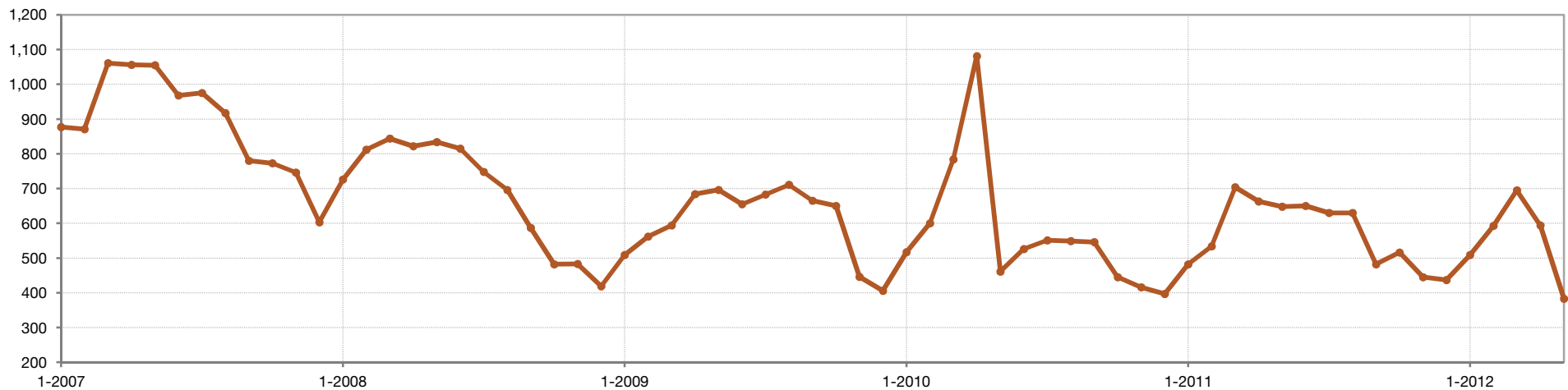


Year To Date



Month	Prior Year	Current Year	+ / -
June	526	650	+23.6%
July	551	630	+14.3%
August	549	630	+14.8%
September	546	482	-11.7%
October	445	516	+16.0%
November	416	445	+7.0%
December	397	437	+10.1%
January	482	509	+5.6%
February	534	593	+11.0%
March	704	695	-1.3%
April	663	594	-10.4%
May	648	383	-40.9%
12-Month Avg	538	547	+1.6%

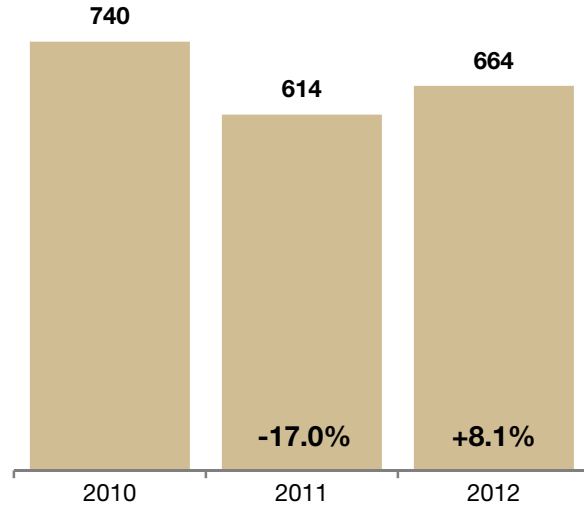
Historical Pending Sales Activity



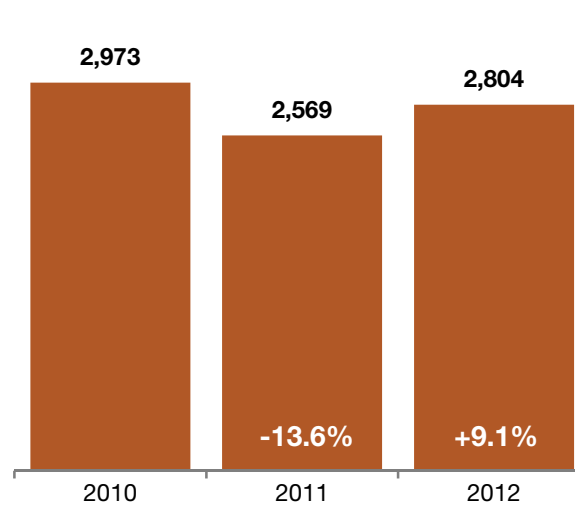
Closed Sales

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

May

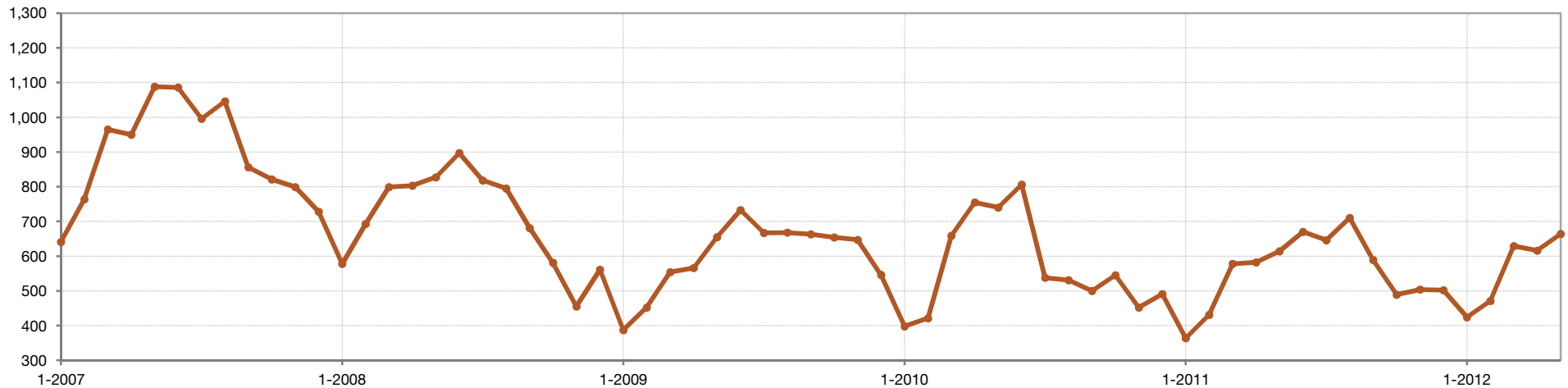


Year To Date



Month	Prior Year	Current Year	+ / -
June	806	670	-16.9%
July	538	646	+20.1%
August	531	710	+33.7%
September	500	589	+17.8%
October	545	489	-10.3%
November	452	504	+11.5%
December	491	502	+2.2%
January	364	424	+16.5%
February	431	471	+9.3%
March	578	629	+8.8%
April	582	616	+5.8%
May	614	664	+8.1%
12-Month Avg	536	576	+7.5%

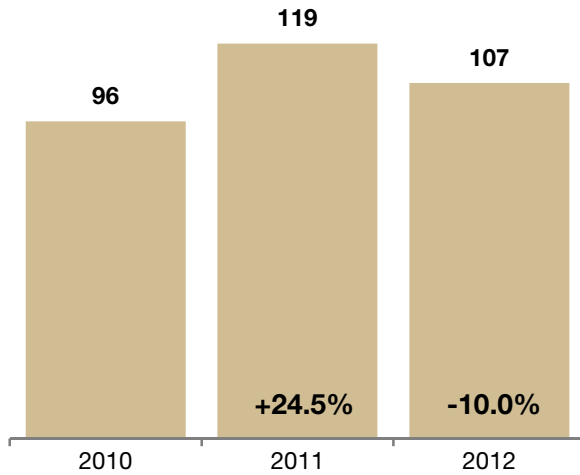
Historical Closed Sales Activity



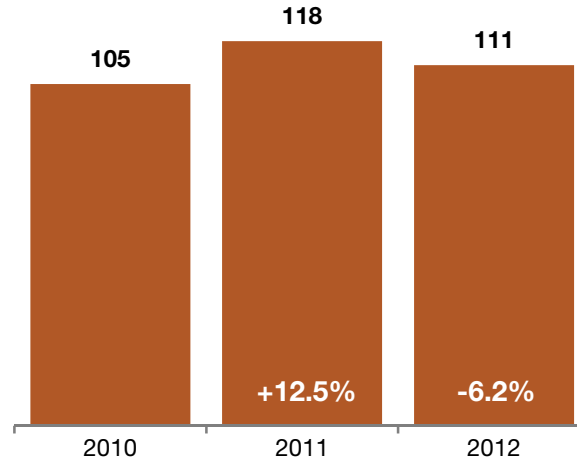
Days on Market Until Sale

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

May

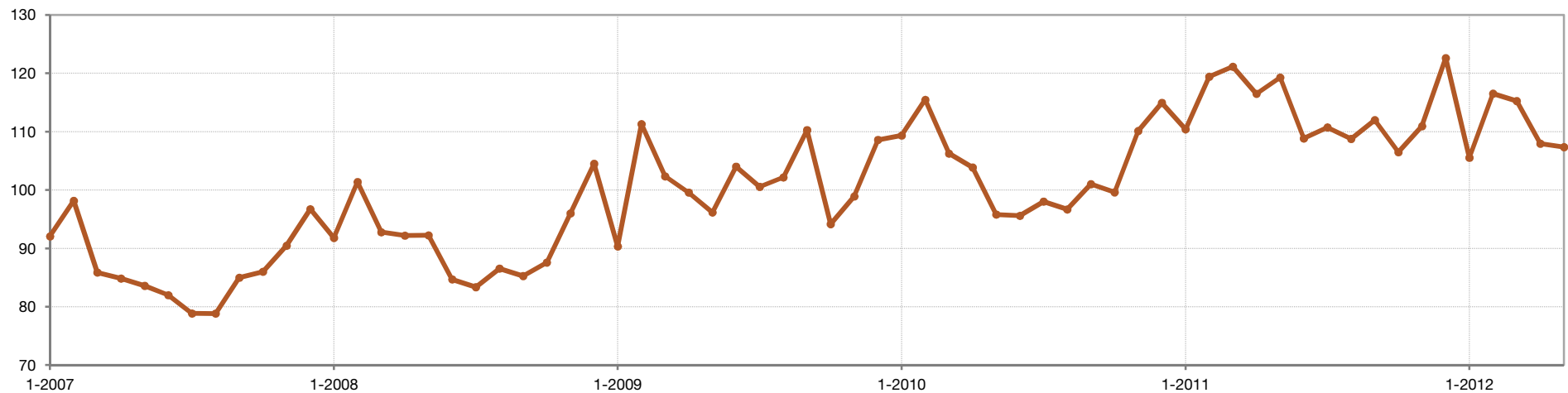


Year To Date



Month	Prior Year	Current Year	+ / -
June	96	109	+13.9%
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.8%
December	115	123	+6.7%
January	110	106	-4.4%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.0%
12-Month Avg	108	111	+2.7%

Historical Days on Market Until Sale

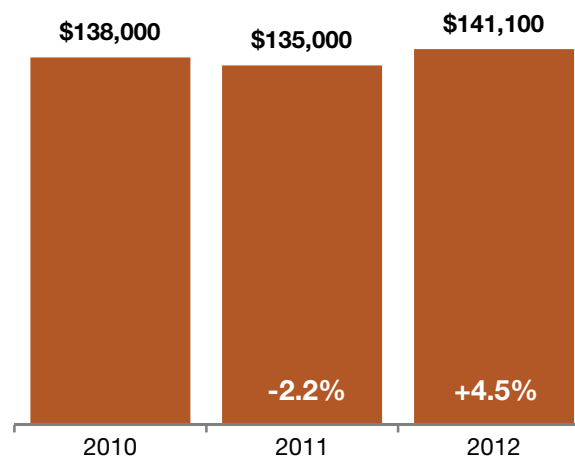
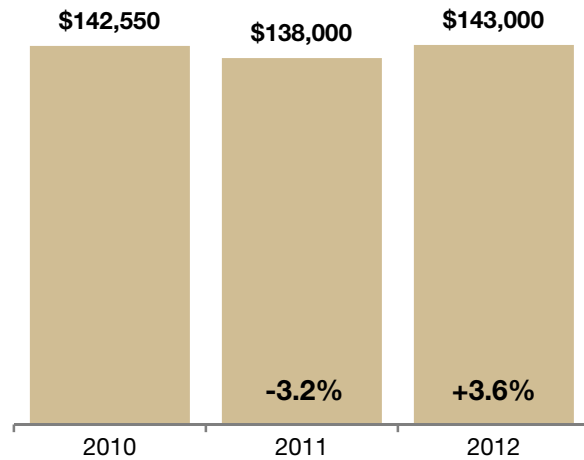


Median Sales Price

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

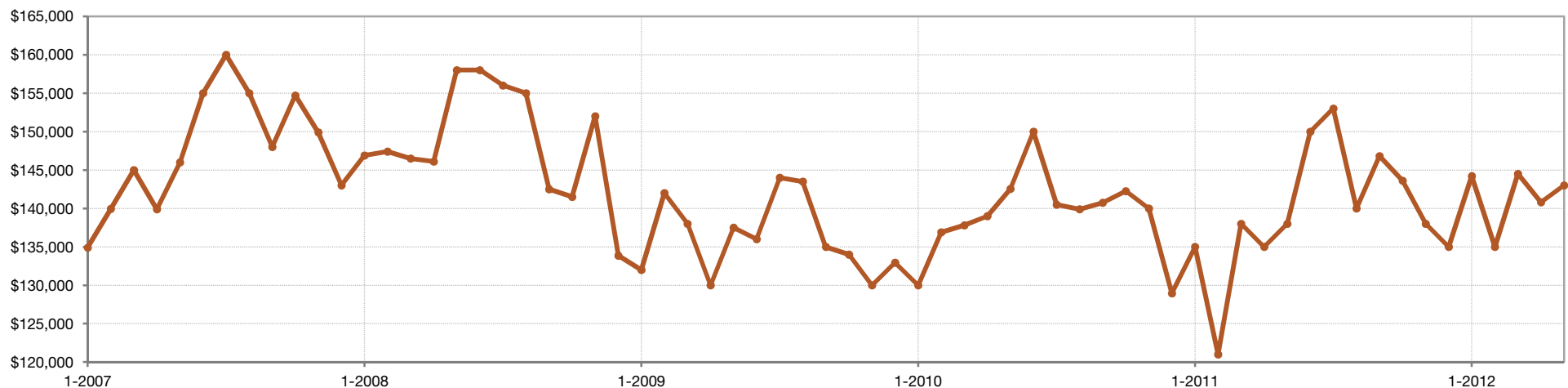
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	\$150,000	\$150,000	0.0%
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,200	+6.8%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,500	+4.7%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$143,000	+3.6%
12-Month Med	\$139,228	\$143,000	+2.7%

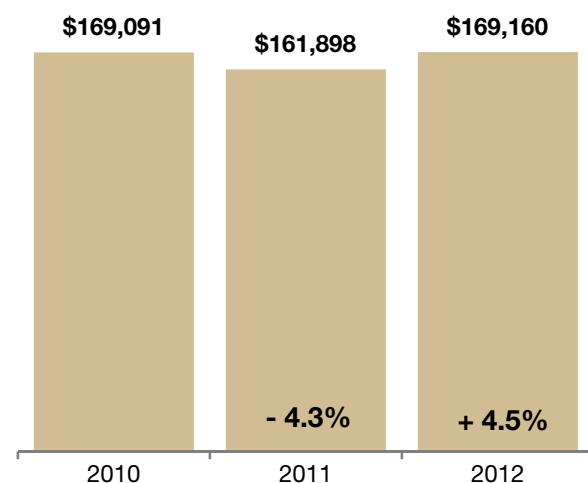
Historical Median Sales Price



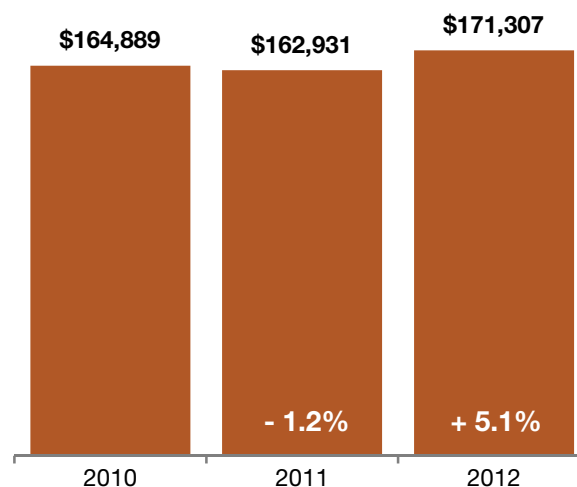
Average Sales Price

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

May

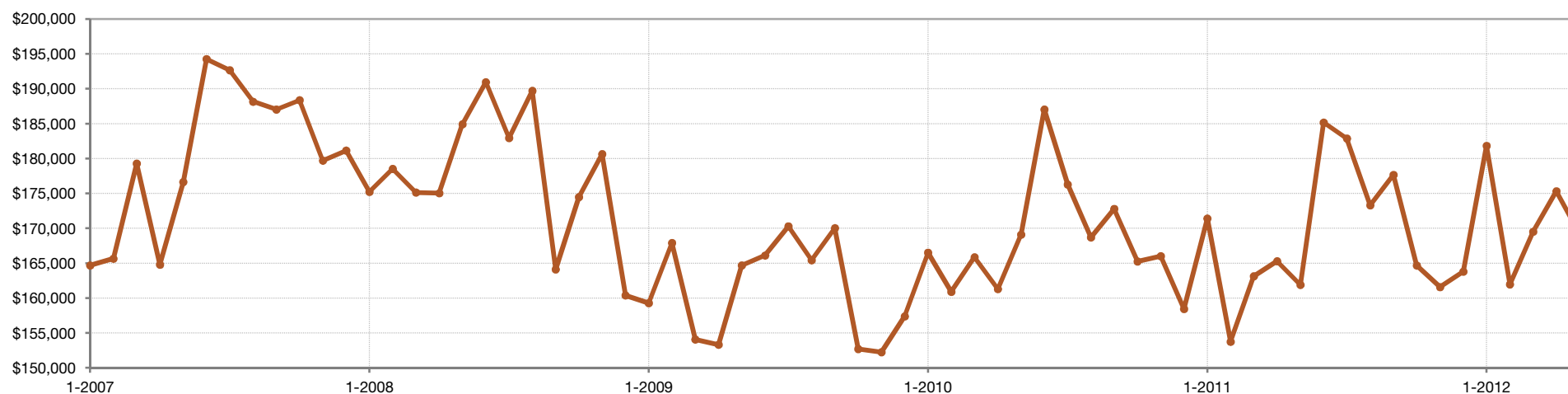


Year To Date



Month	Prior Year	Current Year	+ / -
June	\$187,023	\$185,156	-1.0%
July	\$176,279	\$182,862	+3.7%
August	\$168,700	\$173,305	+2.7%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$161,570	-2.7%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$181,823	+6.1%
February	\$153,742	\$161,964	+5.3%
March	\$163,139	\$169,508	+3.9%
April	\$165,285	\$175,313	+6.1%
May	\$161,898	\$169,160	+4.5%
12-Month Avg	\$168,418	\$172,759	+2.6%

Historical Average Sales Price

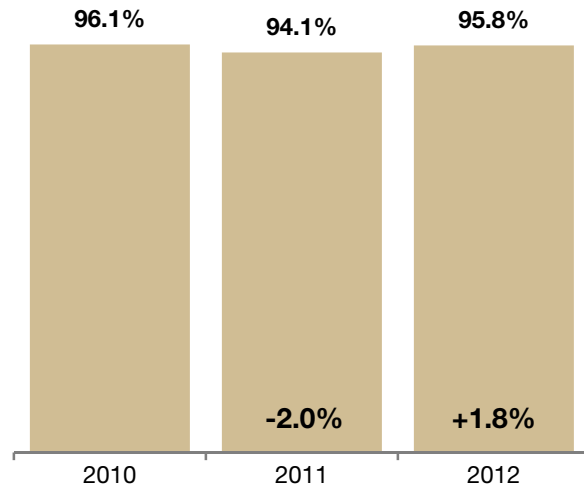


Percent of List Price Received

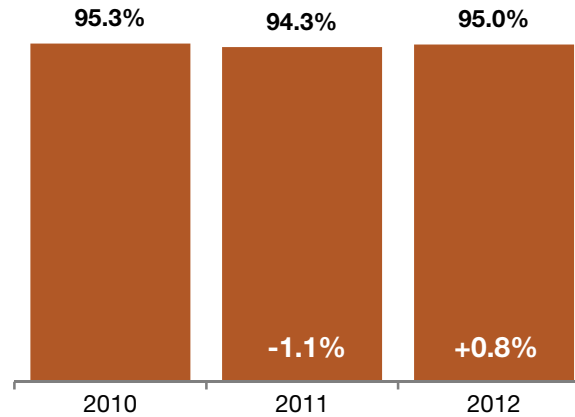
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May

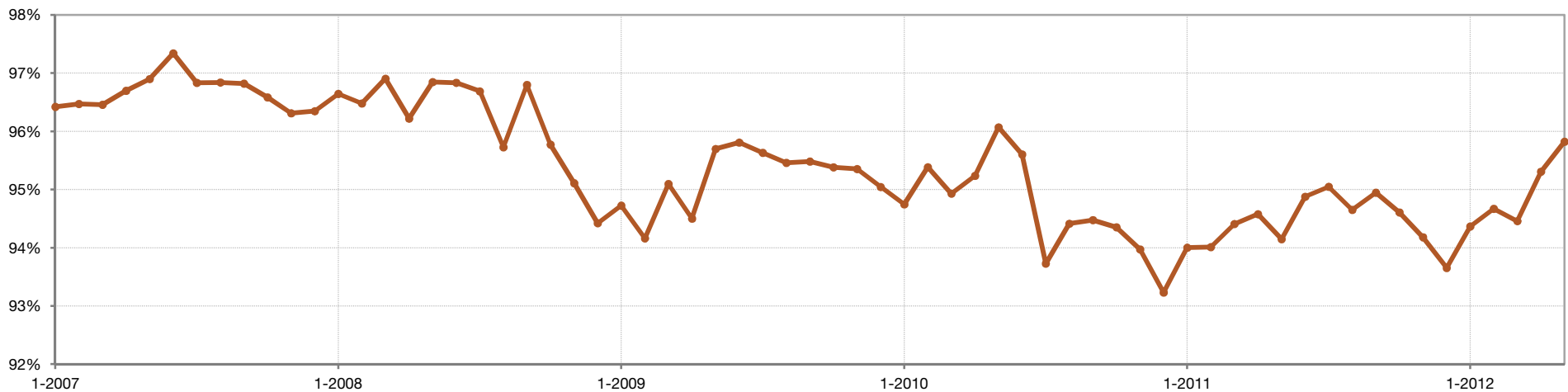


Year To Date



Month	Prior Year	Current Year	+ / -
June	95.6%	94.9%	-0.8%
July	93.7%	95.0%	+1.4%
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.7%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.8%	+1.8%
12-Month Avg	94.3%	94.8%	+0.5%

Historical Percent of List Price Received

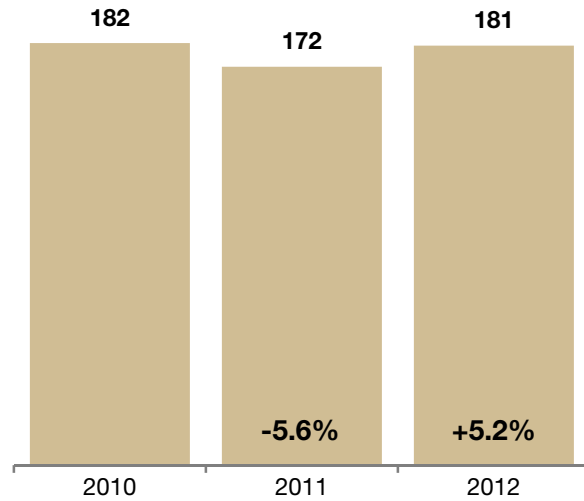


Housing Affordability Index

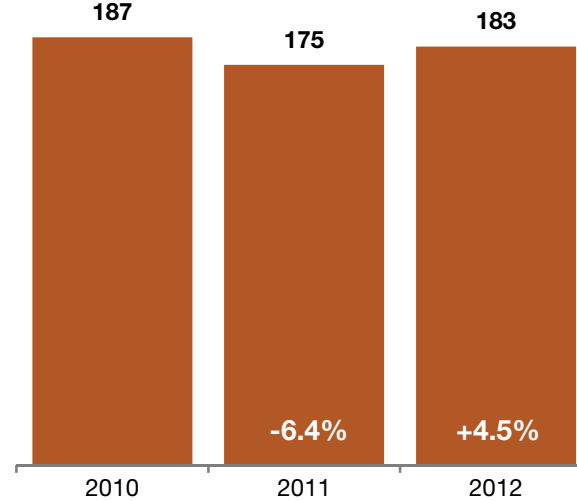
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



May

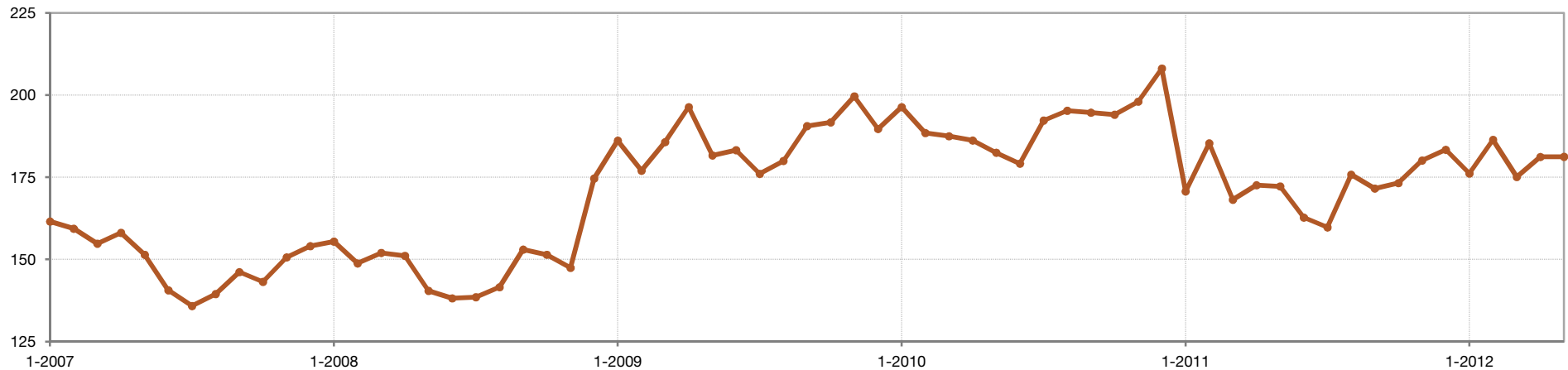


Year To Date



Month	Prior Year	Current Year	+ / -
June	179	163	-9.2%
July	192	160	-16.9%
August	195	176	-10.0%
September	195	172	-11.9%
October	194	173	-10.7%
November	198	180	-9.0%
December	208	183	-11.9%
January	171	176	+3.2%
February	185	186	+0.6%
March	168	175	+4.1%
April	173	181	+5.0%
May	172	181	+5.2%
12-Month Avg	186	176	-5.1%

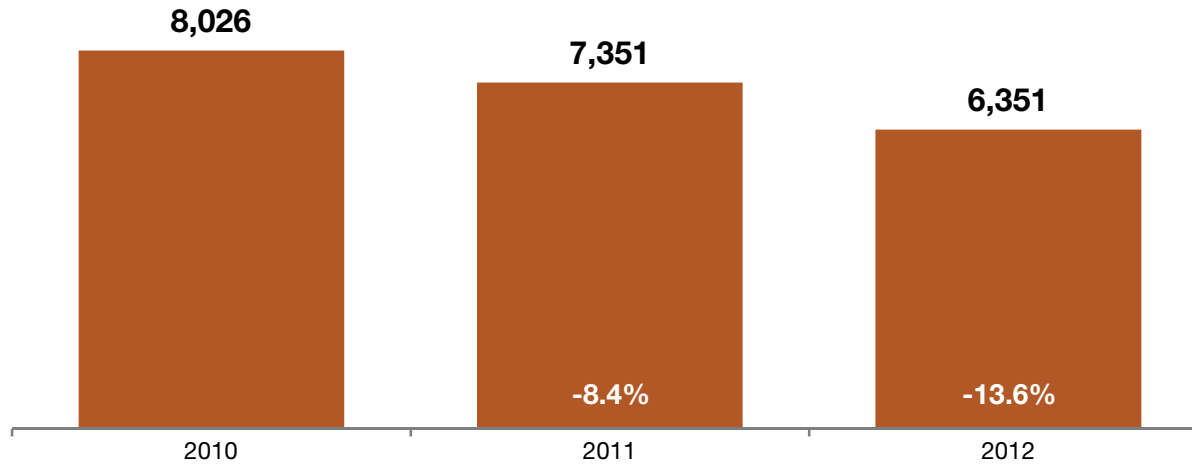
Historical Housing Affordability Index



Inventory of Homes for Sale

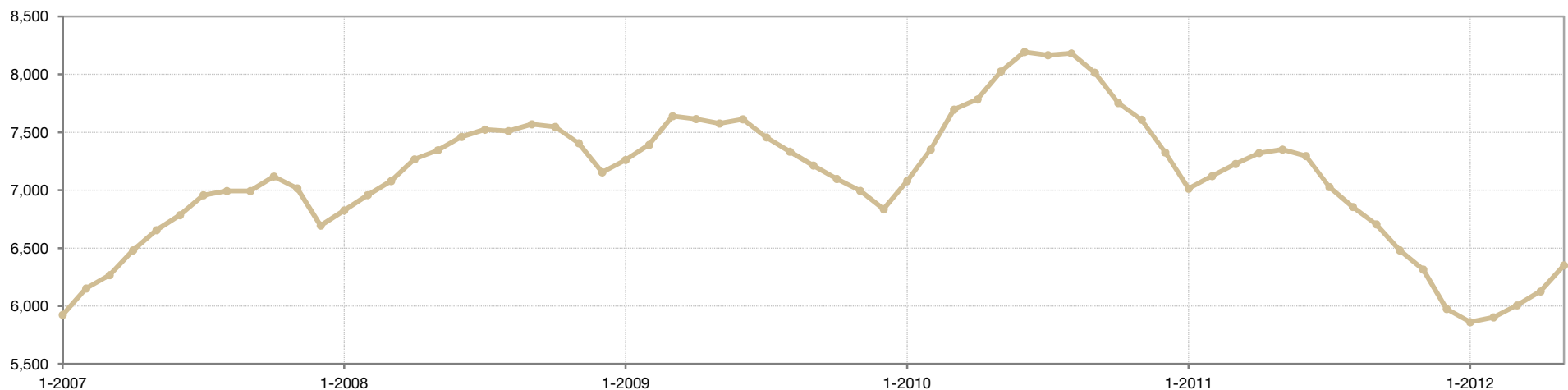
The number of properties available for sale in active status at the end of a given month.

May



Month	Prior Year	Current Year	+ / -
June	8,193	7,295	-11.0%
July	8,166	7,027	-13.9%
August	8,181	6,856	-16.2%
September	8,015	6,706	-16.3%
October	7,753	6,481	-16.4%
November	7,609	6,315	-17.0%
December	7,326	5,975	-18.4%
January	7,014	5,861	-16.4%
February	7,122	5,903	-17.1%
March	7,227	6,006	-16.9%
April	7,321	6,126	-16.3%
May	7,351	6,351	-13.6%
12-Month Avg	7,607	6,409	-15.7%

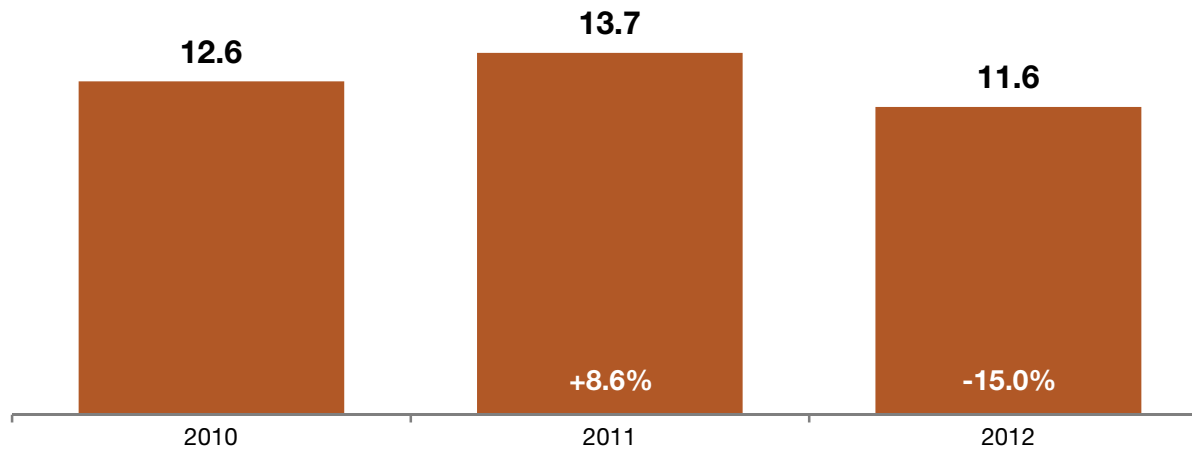
Historical Inventory of Homes for Sale



Months Supply of Inventory

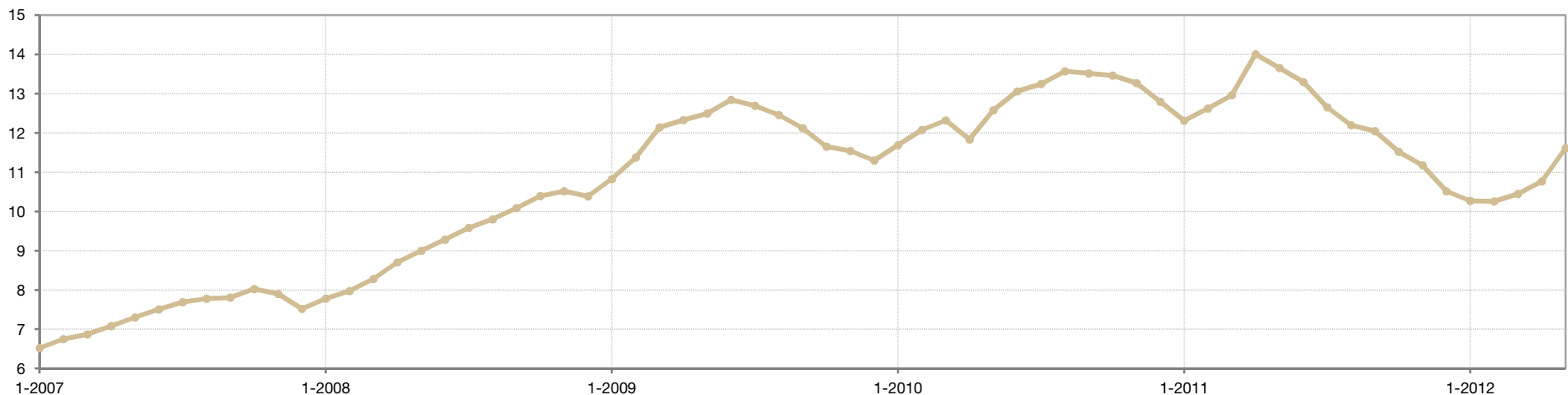
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

May



Month	Prior Year	Current Year	+ / -
June	13.1	13.3	+1.8%
July	13.2	12.7	-4.5%
August	13.6	12.2	-10.1%
September	13.5	12.0	-10.9%
October	13.5	11.5	-14.4%
November	13.3	11.2	-15.8%
December	12.8	10.5	-17.8%
January	12.3	10.3	-16.6%
February	12.6	10.3	-18.7%
March	13.0	10.4	-19.4%
April	14.0	10.8	-23.1%
May	13.7	11.6	-15.0%
12-Month Avg	13.2	11.4	-13.7%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



June 2012

We're halfway through 2012, and what a year it's been. Residential real estate has finally taken some meaningful strides toward recovery, and they've all been self-powered without divine (or governmental) intervention. Yes, there have been some head fakes in the past, but there's real reason to believe that market turnaround awaits us. Beyond home prices, key metrics to watch include Days on Market, Percent of List Price Received and Months Supply of Inventory. Locally, a few indicators showed improvement. Let's see what the rest of our local data has to say.

New Listings in the Greater Greenville region decreased 1.1 percent to 1,218. Pending Sales were down 39.1 percent to 396. Inventory levels shrank 13.4 percent to 6,322 units.

Prices moved higher. The Median Sales Price increased 6.0 percent to \$159,000. Days on Market was down 13.7 percent to 94 days. The supply-demand balance stabilized as Months Supply of Inventory was down 15.5 percent to 11.2 months.

We seem to be at a critical inflection point in our attempts to spur more hiring. Job growth provides the dual benefit of stimulating new household growth as well as relieving distressed homeowners. There's also the positive feedback loop of housing creating jobs and jobs creating housing. Keeping the affordability picture afloat, the Fed has vowed to keep interest rates around 4.0 percent through mid-2013.

Quick Facts

+ 9.9%

Change in
Closed Sales

+ 6.0%

Change in
Median Sales Price

- 13.4%

Change in
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
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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

Click on desired metric to jump to that page.

Market Overview

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



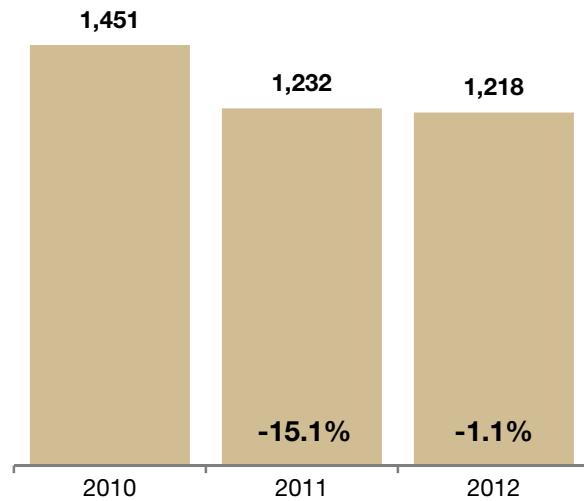
Key Metrics	Historical Sparklines	6-2011	6-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,232	1,218	- 1.1%	7,637	7,316	- 4.2%
Pending Sales		650	396	- 39.1%	3,679	3,605	- 2.0%
Closed Sales		670	736	+ 9.9%	3,239	3,560	+ 9.9%
Days on Market Until Sale		109	94	- 13.7%	116	107	- 7.8%
Median Sales Price		\$150,000	\$159,000	+ 6.0%	\$138,000	\$145,000	+ 5.1%
Average Sales Price		\$185,156	\$190,400	+ 2.8%	\$167,542	\$175,405	+ 4.7%
Percent of List Price Received		94.9%	95.6%	+ 0.7%	94.4%	95.1%	+ 0.8%
Housing Affordability Index		164	165	+ 0.8%	175	178	+ 1.5%
Inventory of Homes for Sale		7,301	6,322	- 13.4%	--	--	--
Months Supply of Homes for Sale		13.3	11.2	- 15.5%	--	--	--

New Listings

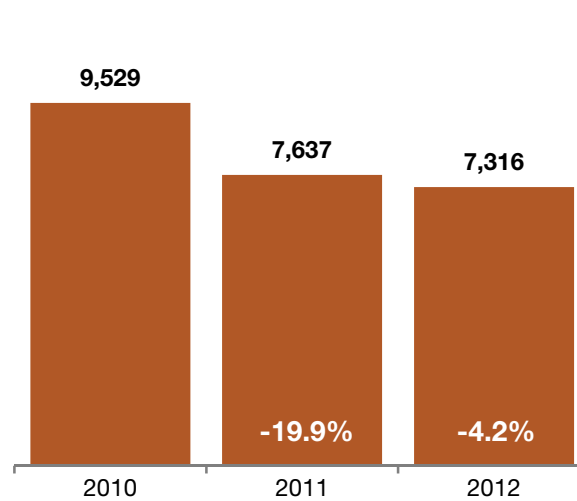
A count of the properties that have been newly listed on the market in a given month.



June

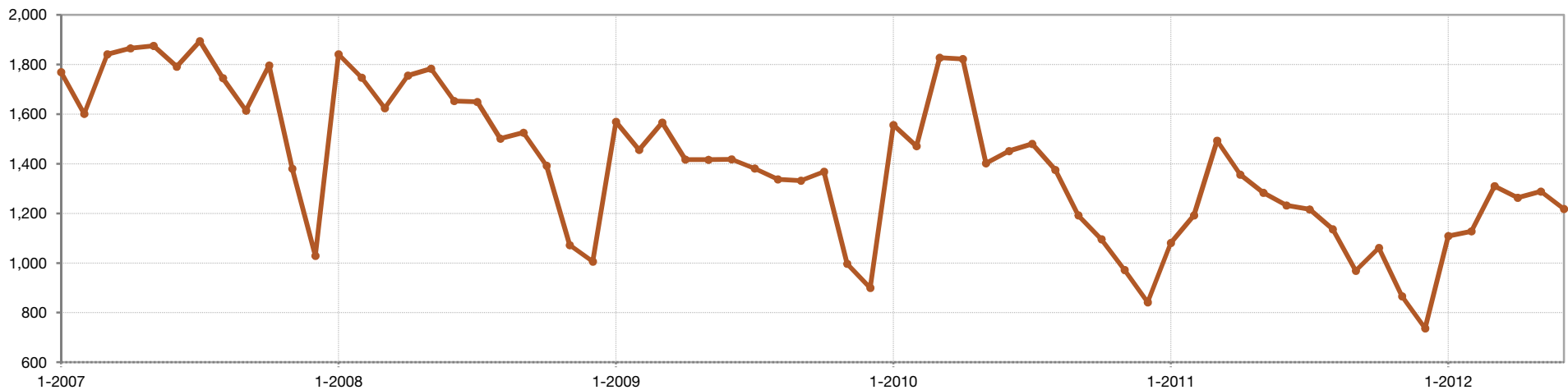


Year To Date



Month	Prior Year	Current Year	+ / -
July	1,480	1,216	-17.8%
August	1,375	1,136	-17.4%
September	1,192	969	-18.7%
October	1,096	1,061	-3.2%
November	972	866	-10.9%
December	842	737	-12.5%
January	1,081	1,109	+2.6%
February	1,192	1,128	-5.4%
March	1,493	1,310	-12.3%
April	1,356	1,263	-6.9%
May	1,283	1,288	+0.4%
June	1,232	1,218	-1.1%
12-Month Avg	1,216	1,108	-8.9%

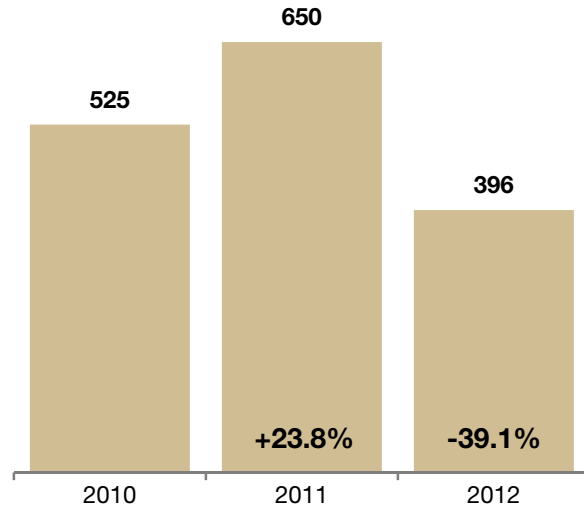
Historical New Listing Activity



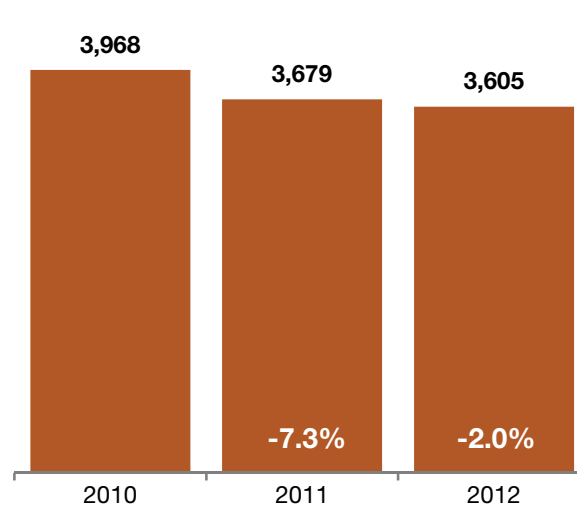
Pending Sales

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

June

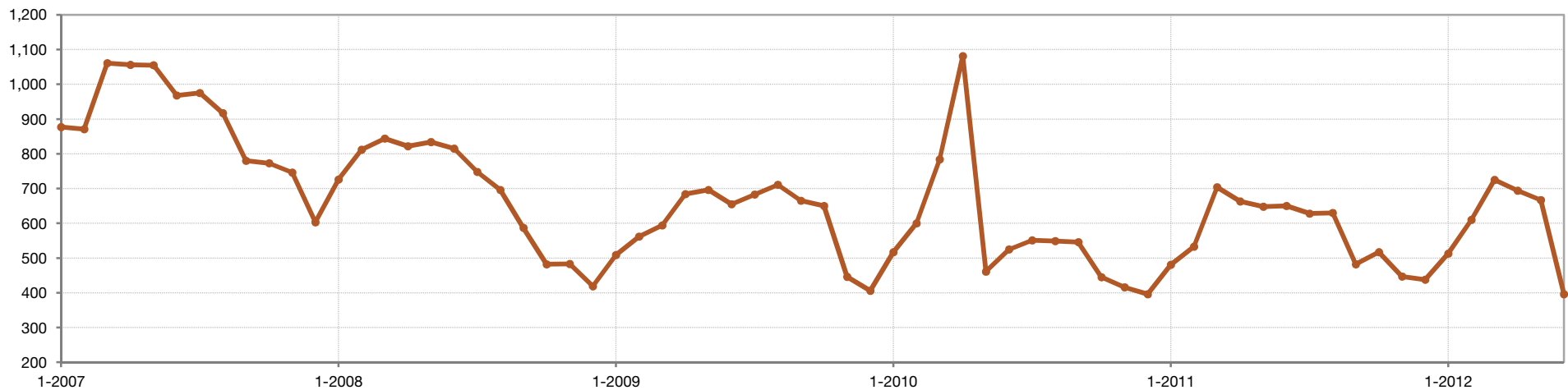


Year To Date



Month	Prior Year	Current Year	+ / -
July	551	628	+14.0%
August	549	630	+14.8%
September	546	482	-11.7%
October	445	517	+16.2%
November	416	447	+7.5%
December	396	438	+10.6%
January	481	513	+6.7%
February	533	610	+14.4%
March	704	725	+3.0%
April	663	694	+4.7%
May	648	667	+2.9%
June	650	396	-39.1%
12-Month Avg	549	562	+2.5%

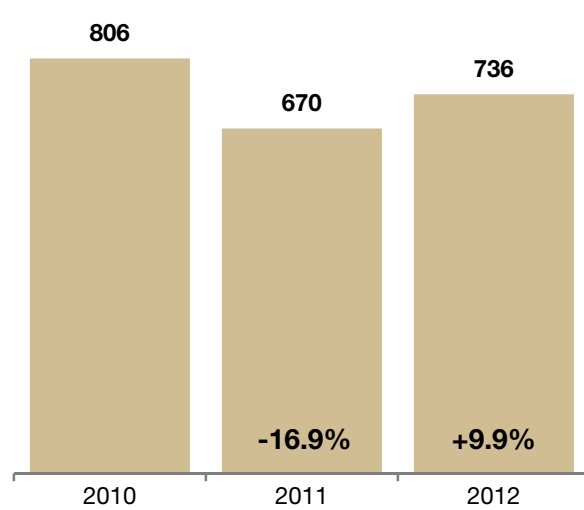
Historical Pending Sales Activity



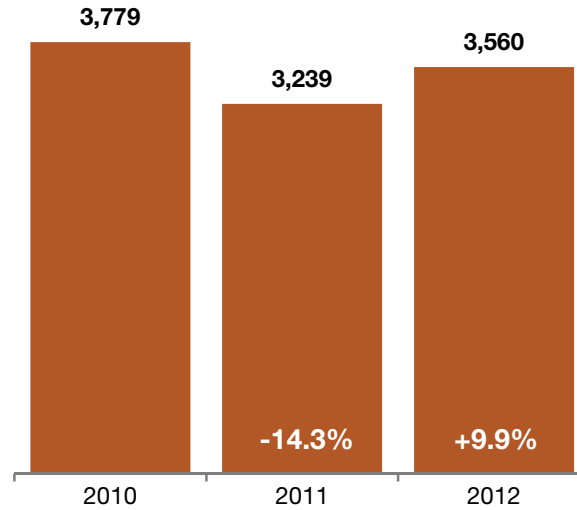
Closed Sales

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

June

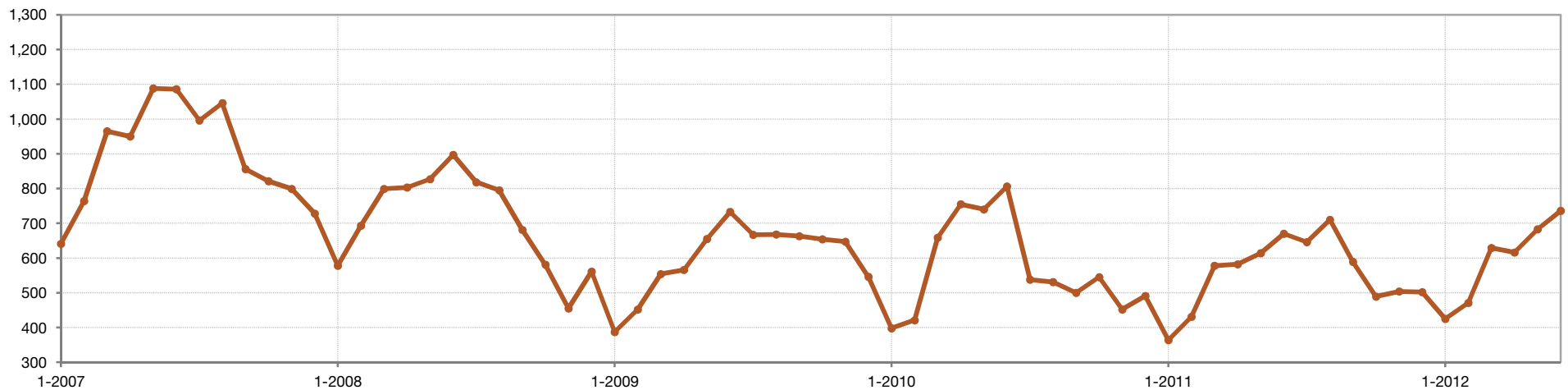


Year To Date



Month	Prior Year	Current Year	+ / -
July	538	646	+20.1%
August	531	710	+33.7%
September	500	589	+17.8%
October	545	489	-10.3%
November	452	504	+11.5%
December	491	502	+2.2%
January	364	425	+16.8%
February	431	471	+9.3%
March	578	629	+8.8%
April	582	616	+5.8%
May	614	683	+11.2%
June	670	736	+9.9%
12-Month Avg	525	583	+11.2%

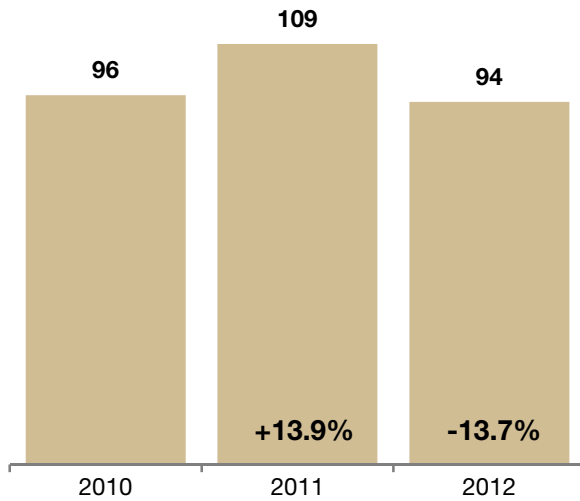
Historical Closed Sales Activity



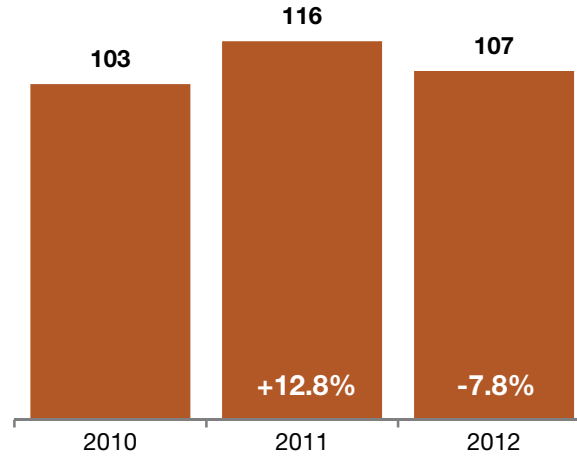
Days on Market Until Sale

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

June

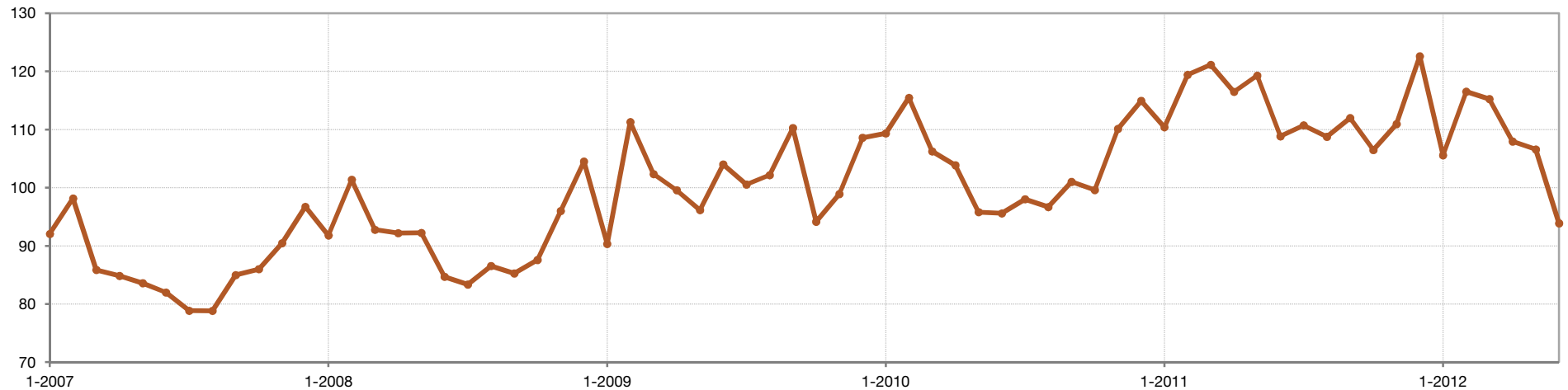


Year To Date



Month	Prior Year	Current Year	+ / -
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.8%
December	115	123	+6.7%
January	110	106	-4.4%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.6%
June	109	94	-13.7%
12-Month Avg	110	109	-0.4%

Historical Days on Market Until Sale

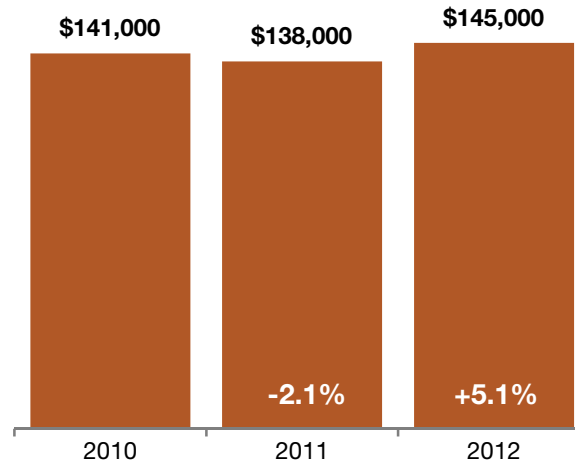
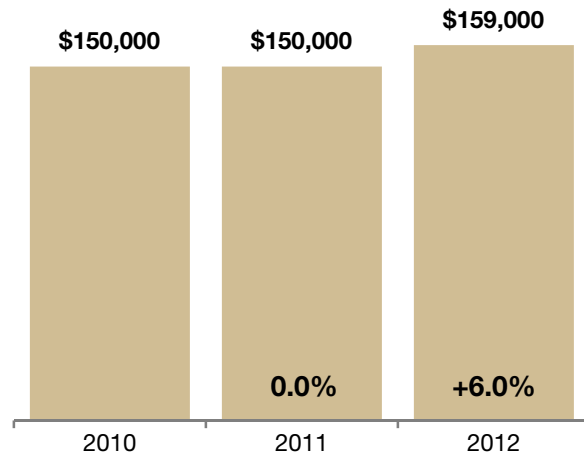


Median Sales Price

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

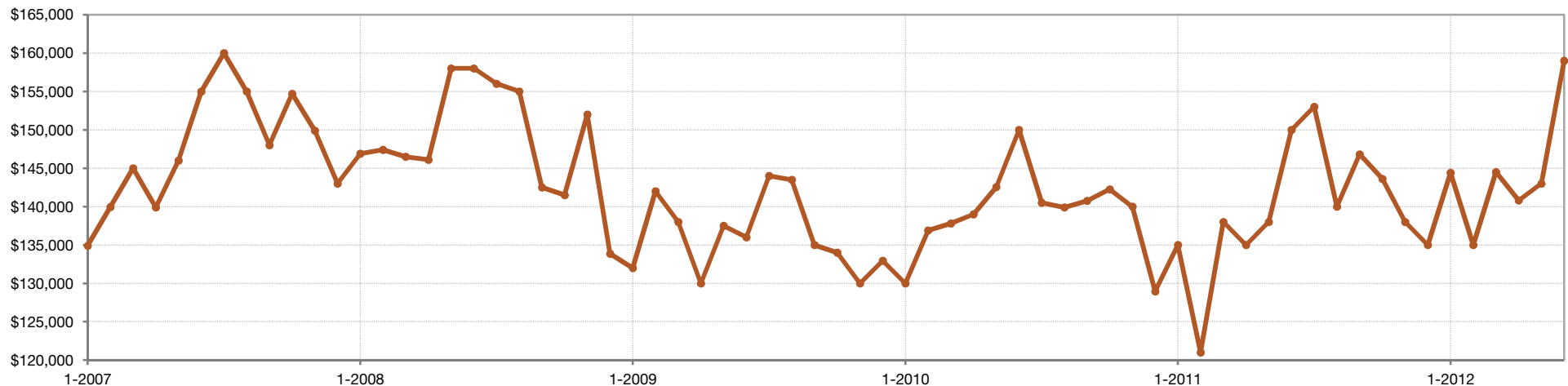
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,400	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,500	+4.7%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$143,000	+3.6%
June	\$150,000	\$159,000	+6.0%
12-Month Med	\$138,900	\$144,200	+3.8%

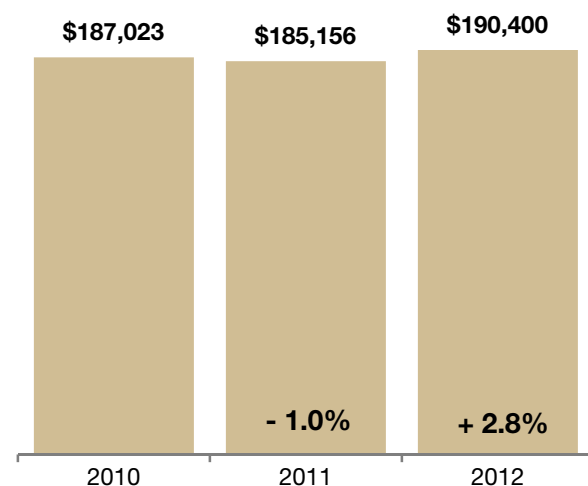
Historical Median Sales Price



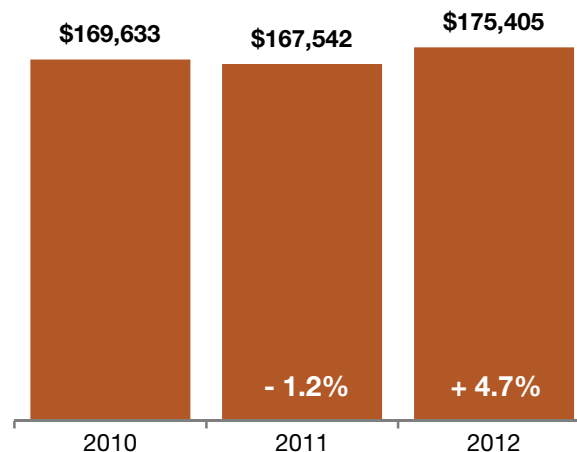
Average Sales Price

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

June

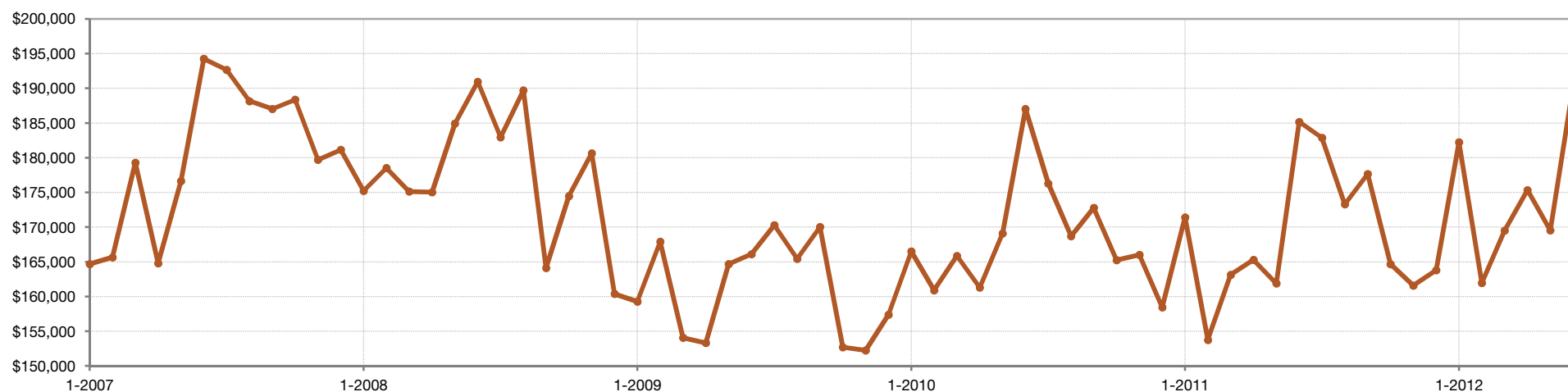


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$176,279	\$182,862	+3.7%
August	\$168,700	\$173,305	+2.7%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$161,570	-2.7%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$182,229	+6.3%
February	\$153,742	\$161,964	+5.3%
March	\$163,139	\$169,508	+3.9%
April	\$165,285	\$175,329	+6.1%
May	\$161,898	\$169,540	+4.7%
June	\$185,156	\$190,400	+2.8%
12-Month Avg	\$167,790	\$173,505	+3.4%

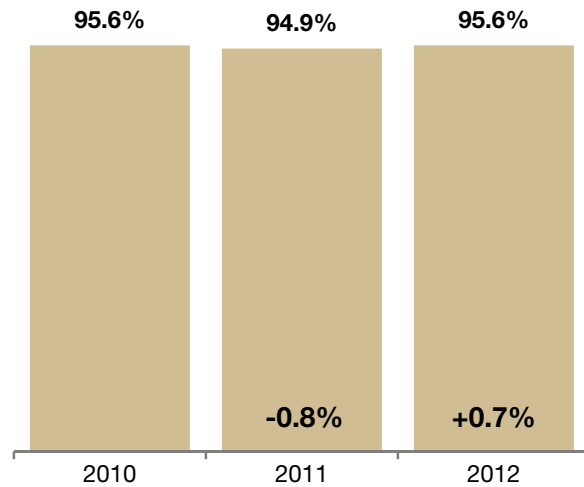
Historical Average Sales Price



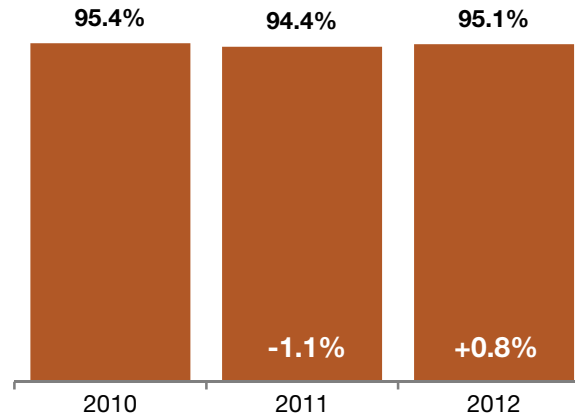
Percent of List Price Received

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

June

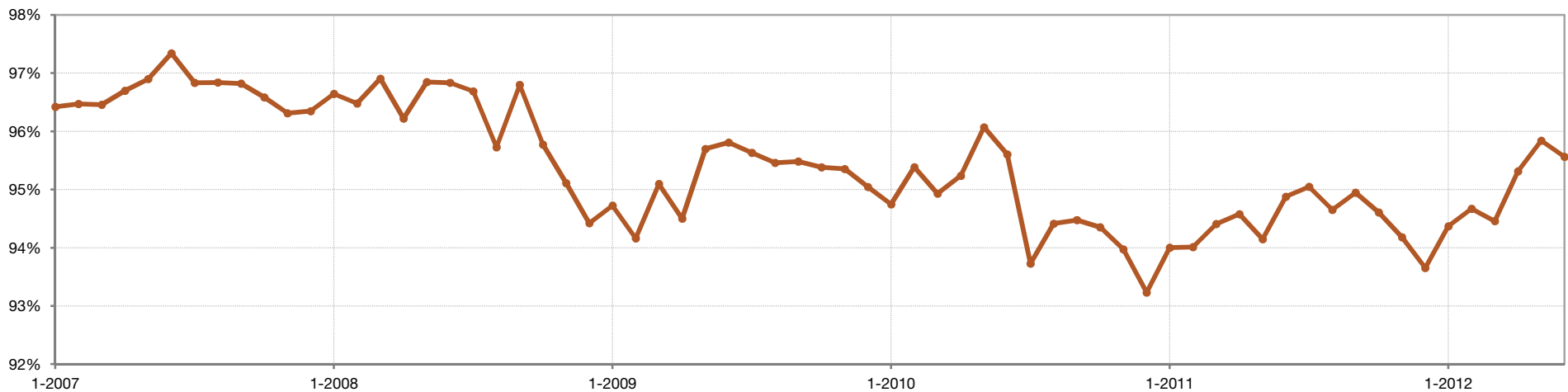


Year To Date



Month	Prior Year	Current Year	+ / -
July	93.7%	95.0%	+1.4%
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.7%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.8%	+1.8%
June	94.9%	95.6%	+0.7%
12-Month Avg	94.2%	94.8%	+0.7%

Historical Percent of List Price Received

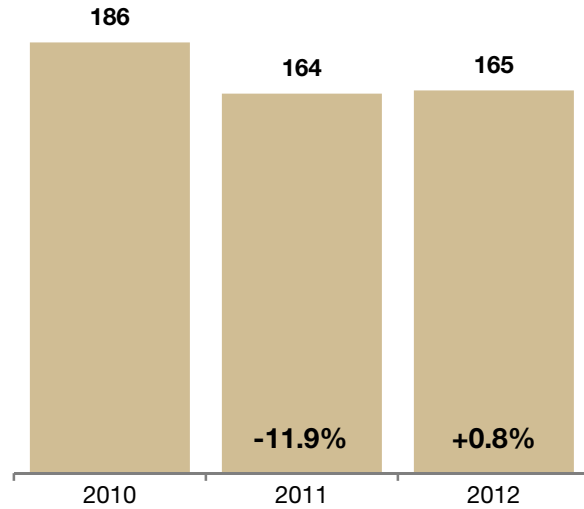


Housing Affordability Index

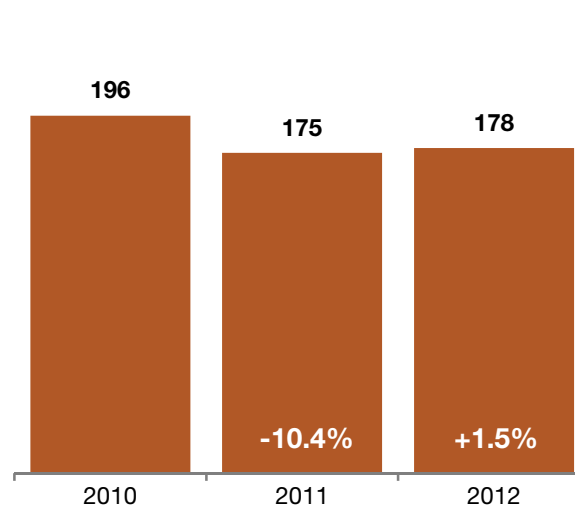
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

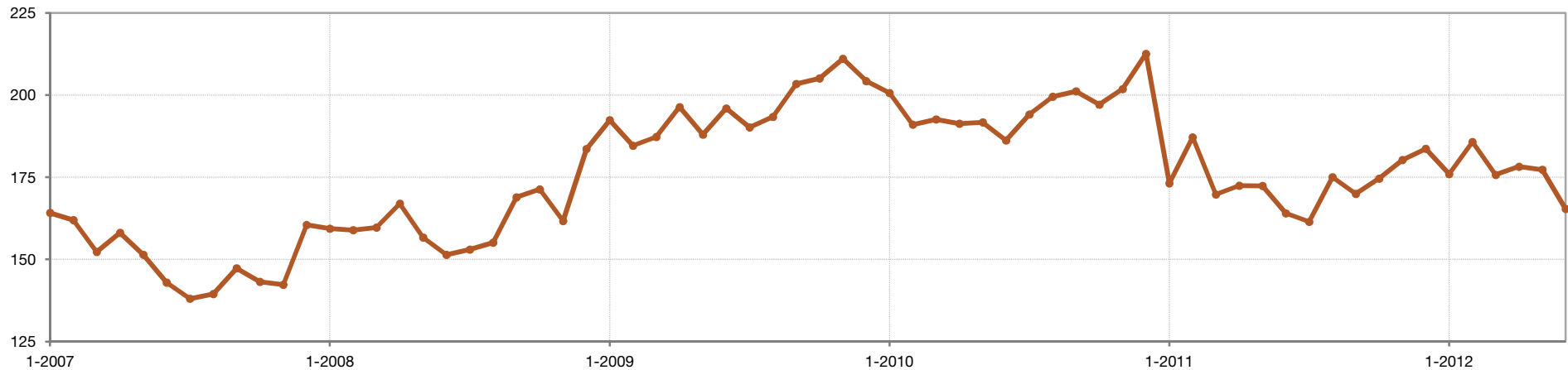


Year To Date



Month	Prior Year	Current Year	+ / -
July	194	161	-16.8%
August	200	175	-12.3%
September	201	170	-15.5%
October	197	175	-11.4%
November	202	180	-10.7%
December	213	184	-13.6%
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.5%
April	172	178	+3.3%
May	172	177	+2.9%
June	164	165	+0.8%
12-Month Avg	187	175	-5.7%

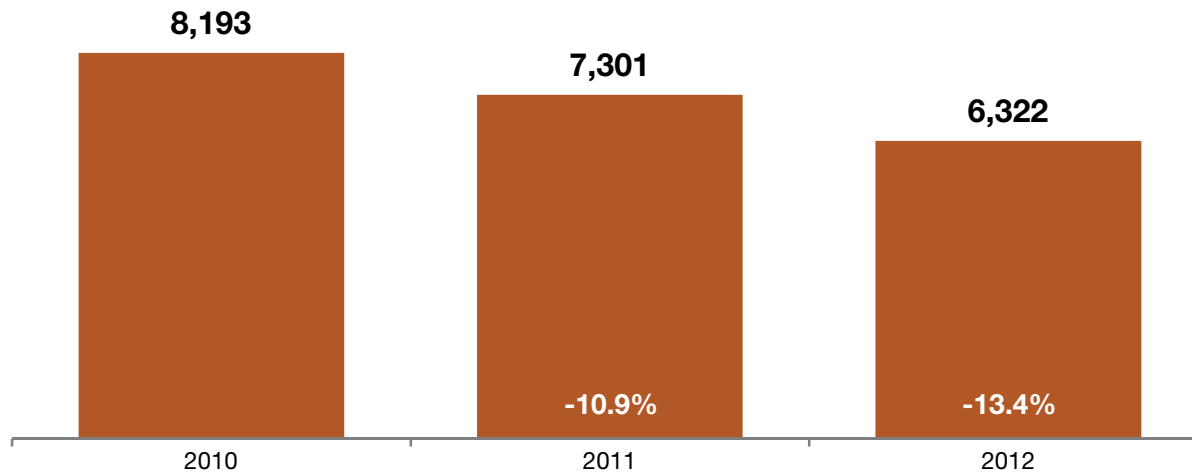
Historical Housing Affordability Index



Inventory of Homes for Sale

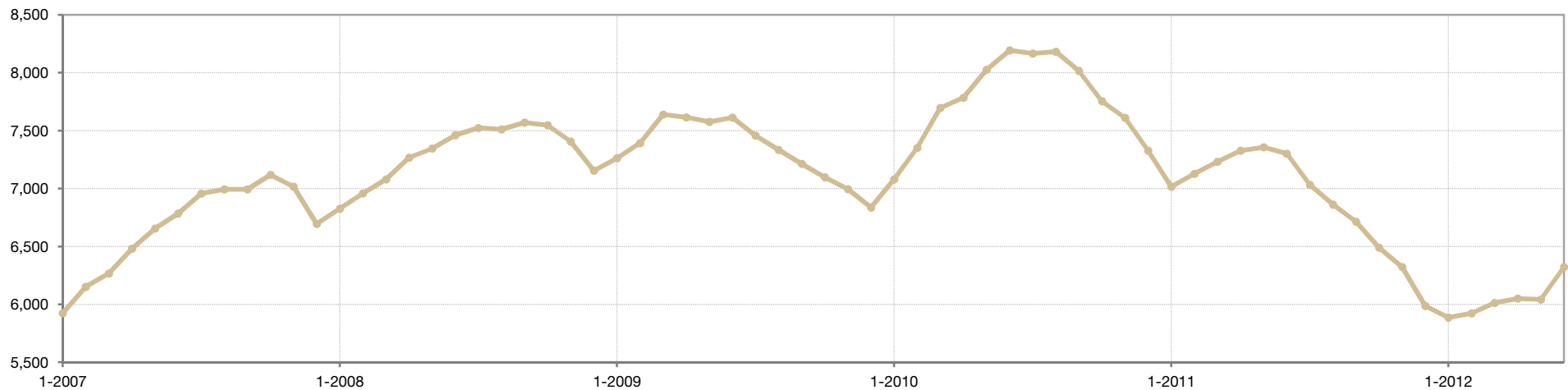
The number of properties available for sale in active status at the end of a given month.

June



Month	Prior Year	Current Year	+ / -
July	8,166	7,033	-13.9%
August	8,181	6,862	-16.1%
September	8,016	6,714	-16.2%
October	7,754	6,489	-16.3%
November	7,610	6,323	-16.9%
December	7,327	5,987	-18.3%
January	7,016	5,887	-16.1%
February	7,127	5,923	-16.9%
March	7,232	6,013	-16.9%
April	7,327	6,051	-17.4%
May	7,357	6,042	-17.9%
June	7,301	6,322	-13.4%
12-Month Avg	7,535	6,304	-16.3%

Historical Inventory of Homes for Sale

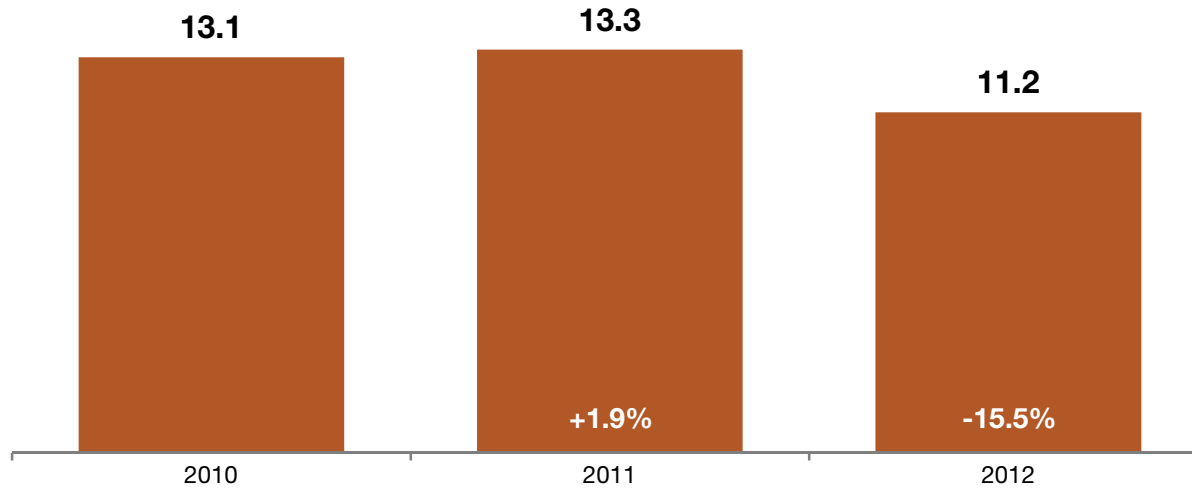


Months Supply of Inventory

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.

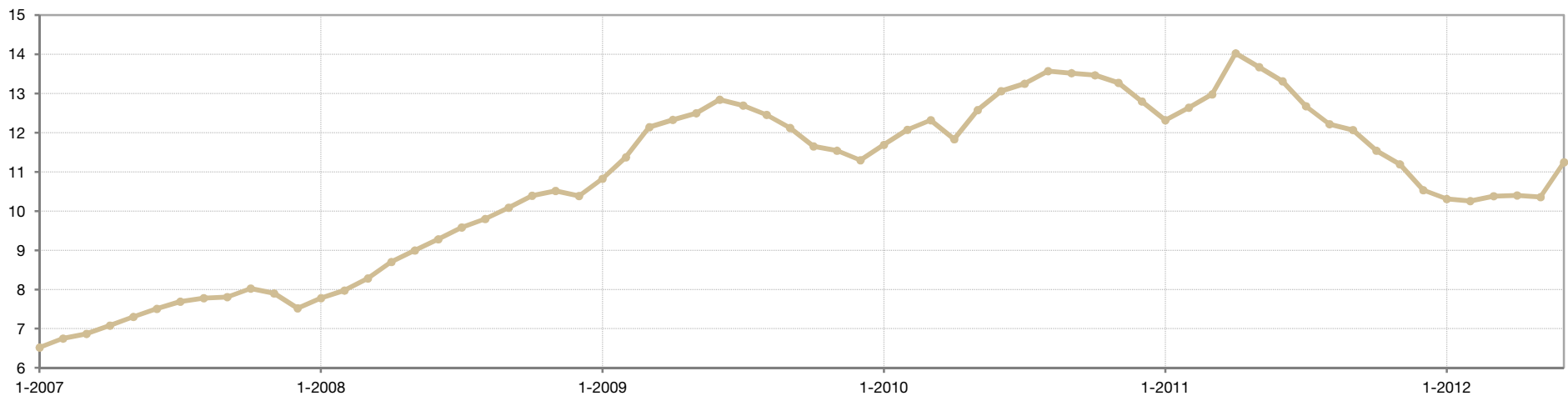


June



Month	Prior Year	Current Year	+ / -
July	13.2	12.7	-4.3%
August	13.6	12.2	-10.0%
September	13.5	12.1	-10.7%
October	13.5	11.5	-14.3%
November	13.3	11.2	-15.7%
December	12.8	10.5	-17.7%
January	12.3	10.3	-16.3%
February	12.6	10.3	-18.8%
March	13.0	10.4	-20.0%
April	14.0	10.4	-25.8%
May	13.7	10.4	-24.3%
June	13.3	11.2	-15.5%
12-Month Avg	13.2	11.1	-16.1%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



July 2012

With the Olympics in full swing, housing has already medaled in several arenas. A few short years ago, housing was considered a headwind to economic recovery. Today, housing is seen as a tailwind to a stalling economy. For the first time since 2005, housing is on track for contributing positively to national GDP in 2012. That can occur either by way of direct residential investment or through remodeling and other ancillary services. Watch for signs of sustained tailwinds in a variety of indicators, including market times, seller concessions, prices and absorption rates.

New Listings in the Greater Greenville region decreased 3.9 percent to 1,171. Pending Sales were down 40.2 percent to 375. Inventory levels shrank 11.1 percent to 6,259 units.

Prices moved higher. The Median Sales Price increased 1.6 percent to \$155,515. Days on Market was down 13.6 percent to 96 days. The supply-demand balance stabilized as Months Supply of Inventory was down 13.8 percent to 10.9 months.

Sustained recovery will not occur without real employment and wage growth. Consumers must be confident in both the economy and their family finances before signing on the dotted line. Cheap borrowing costs have served as the glue binding things together. Unimaginable a few years ago, the rate on a 30-year fixed mortgage recently ducked below the 3.49 percent marker. Job creation and GDP numbers will garner particular attention this quarter.

Quick Facts

+ 13.9%

Change in
Closed Sales

+ 1.6%

Change in
Median Sales Price

- 11.1%

Change in
Inventory

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Click on desired metric to jump to that page.

Market Overview

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

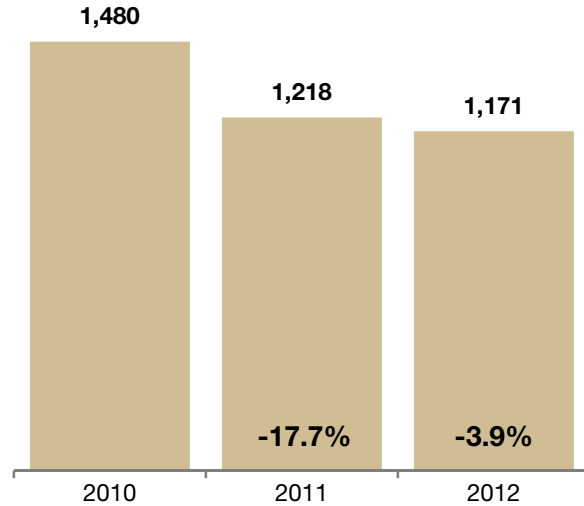


Key Metrics	Historical Sparklines	7-2011	7-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,218	1,171	- 3.9%	8,856	8,523	- 3.8%
Pending Sales		627	375	- 40.2%	4,306	4,348	+ 1.0%
Closed Sales		646	736	+ 13.9%	3,885	4,321	+ 11.2%
Days on Market Until Sale		111	96	- 13.6%	115	105	- 8.9%
Median Sales Price		\$153,000	\$155,515	+ 1.6%	\$140,000	\$147,000	+ 5.0%
Average Sales Price		\$182,862	\$190,958	+ 4.4%	\$170,102	\$178,094	+ 4.7%
Percent of List Price Received		95.0%	95.2%	+ 0.1%	94.5%	95.1%	+ 0.7%
Housing Affordability Index		161	171	+ 5.8%	173	178	+ 3.0%
Inventory of Homes for Sale		7,039	6,259	- 11.1%	--	--	--
Months Supply of Homes for Sale		12.7	10.9	- 13.8%	--	--	--

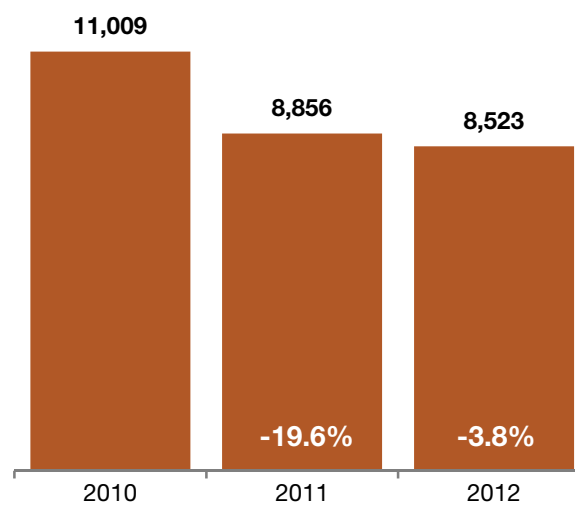
New Listings

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

July

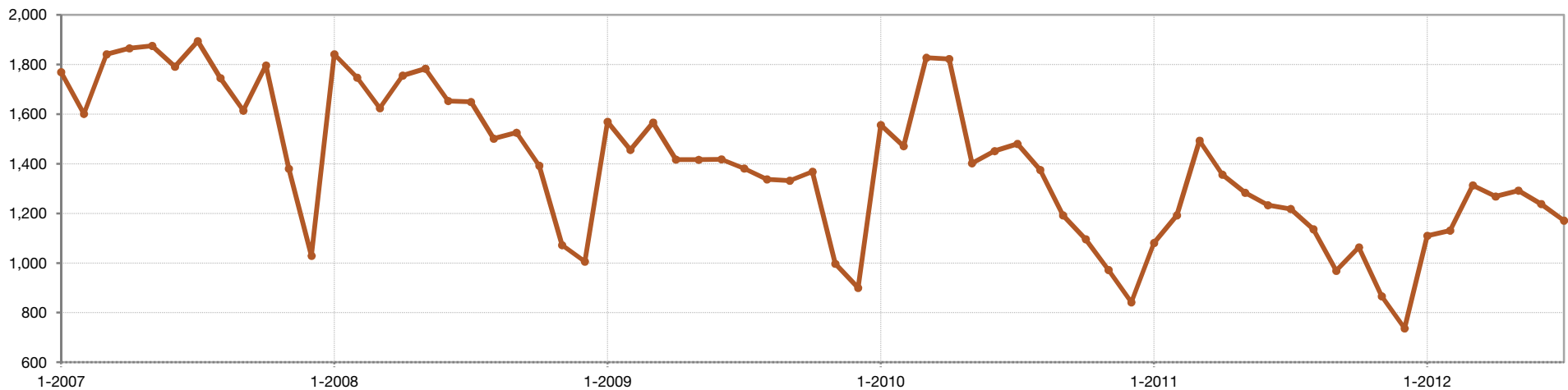


Year To Date



Month	Prior Year	Current Year	+ / -
August	1,375	1,136	-17.4%
September	1,192	969	-18.7%
October	1,096	1,063	-3.0%
November	972	866	-10.9%
December	842	737	-12.5%
January	1,081	1,110	+2.7%
February	1,192	1,131	-5.1%
March	1,493	1,313	-12.1%
April	1,356	1,268	-6.5%
May	1,283	1,292	+0.7%
June	1,233	1,238	+0.4%
July	1,218	1,171	-3.9%
12-Month Avg	1,194	1,108	-7.2%

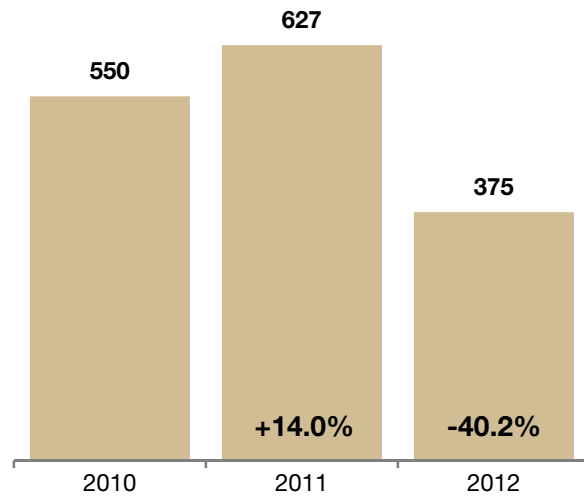
Historical New Listing Activity



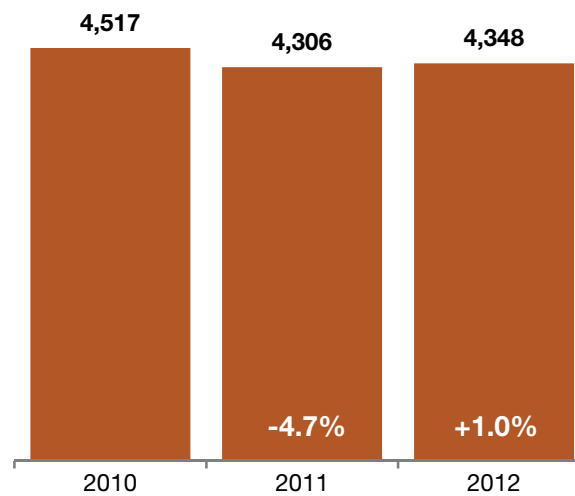
Pending Sales

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

July

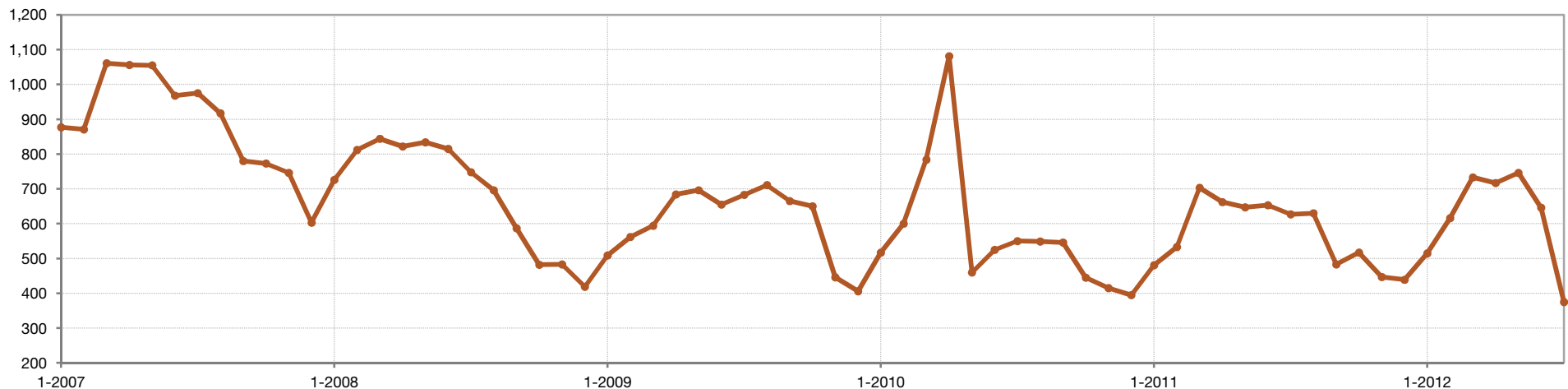


Year To Date



Month	Prior Year	Current Year	+ / -
August	549	630	+14.8%
September	546	483	-11.5%
October	445	517	+16.2%
November	415	447	+7.7%
December	395	439	+11.1%
January	481	515	+7.1%
February	533	616	+15.6%
March	703	733	+4.3%
April	662	717	+8.3%
May	647	746	+15.3%
June	653	646	-1.1%
July	627	375	-40.2%
12-Month Avg	555	572	+3.1%

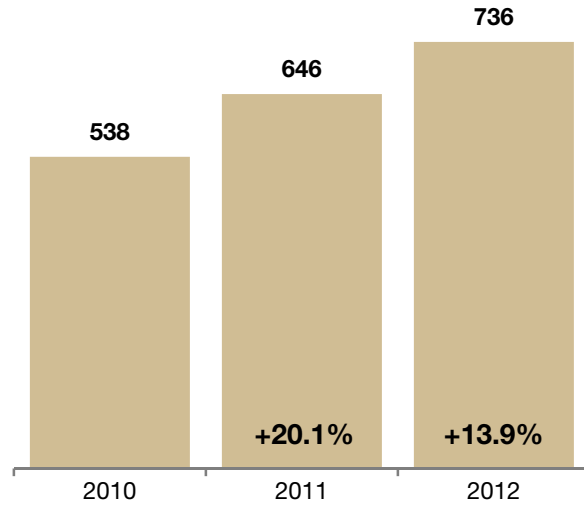
Historical Pending Sales Activity



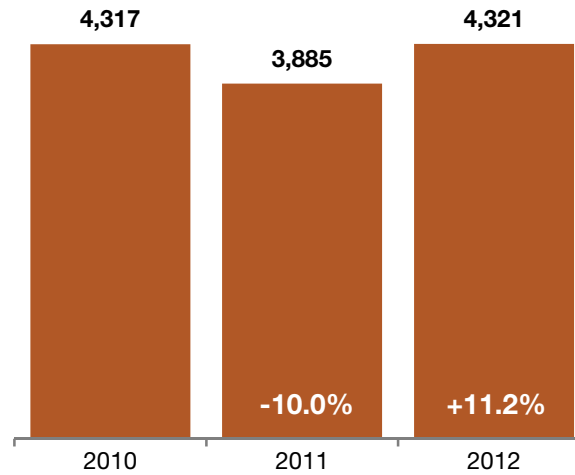
Closed Sales

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

July

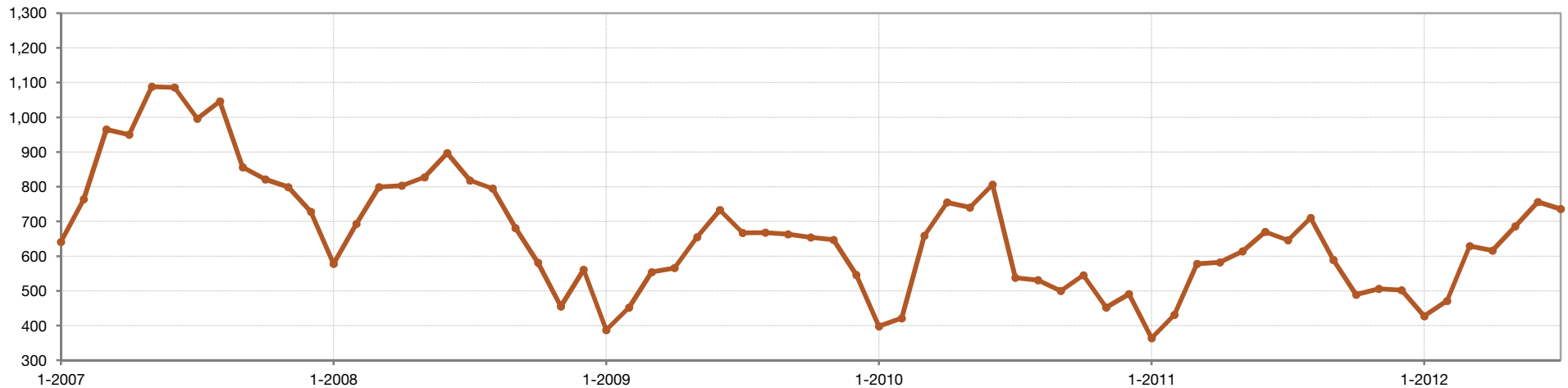


Year To Date



Month	Prior Year	Current Year	+ / -
August	531	710	+33.7%
September	500	589	+17.8%
October	545	489	-10.3%
November	452	506	+11.9%
December	491	502	+2.2%
January	364	427	+17.3%
February	431	471	+9.3%
March	578	629	+8.8%
April	582	616	+5.8%
May	614	686	+11.7%
June	670	756	+12.8%
July	646	736	+13.9%
12-Month Avg	534	593	+11.1%

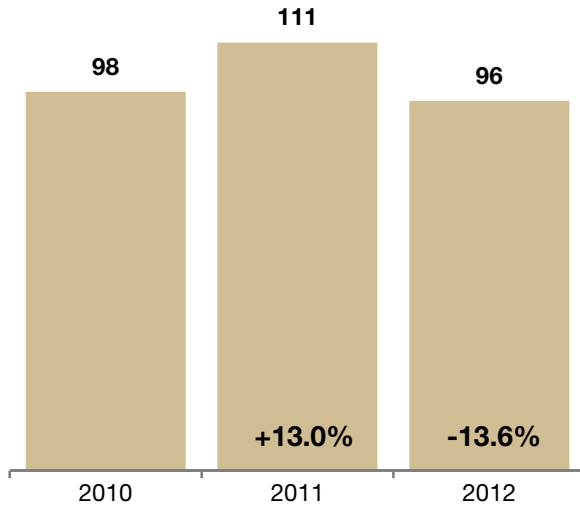
Historical Closed Sales Activity



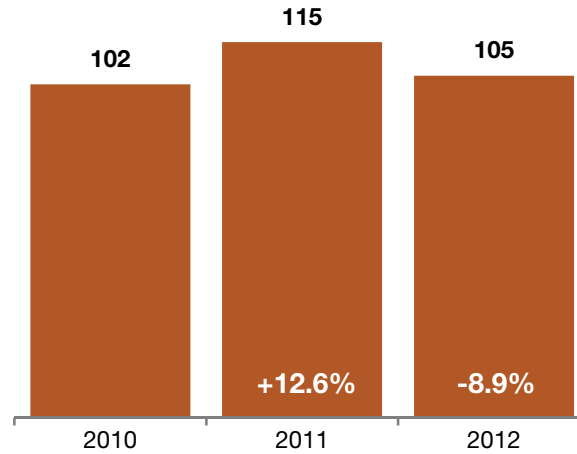
Days on Market Until Sale

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

July

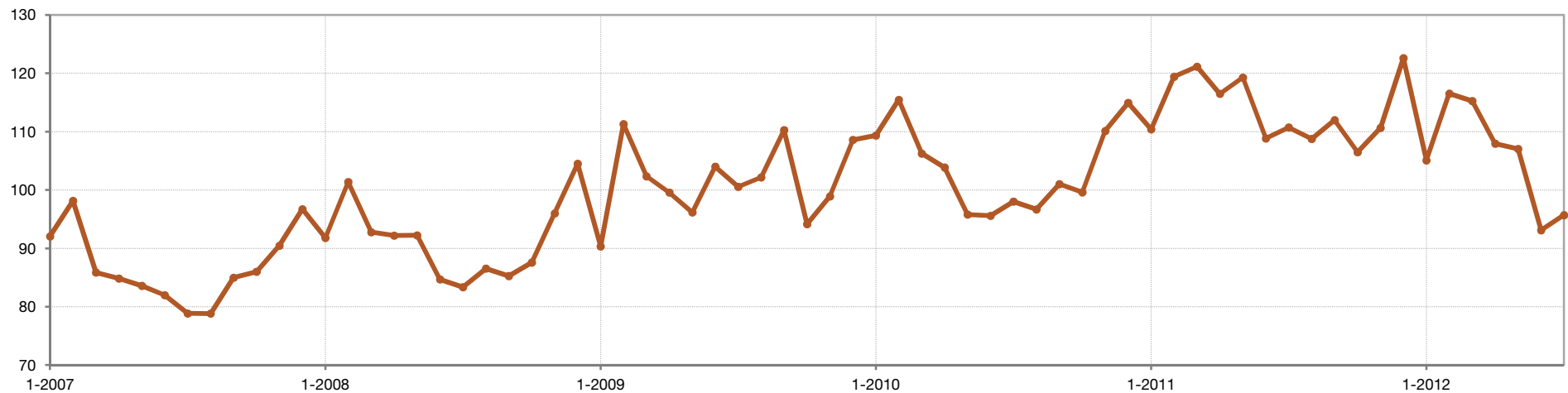


Year To Date



Month	Prior Year	Current Year	+ / -
August	97	109	+12.5%
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.5%
December	115	123	+6.7%
January	110	105	-4.8%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.3%
June	109	93	-14.4%
July	111	96	-13.6%
12-Month Avg	111	108	-2.9%

Historical Days on Market Until Sale



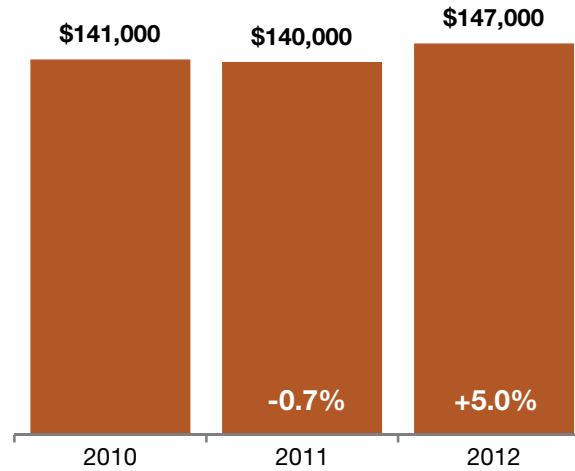
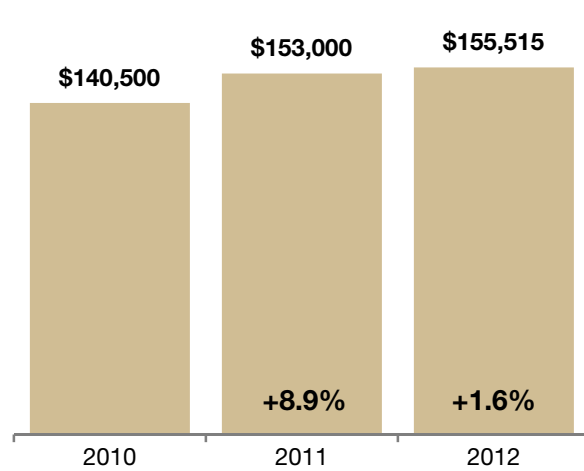
Median Sales Price

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



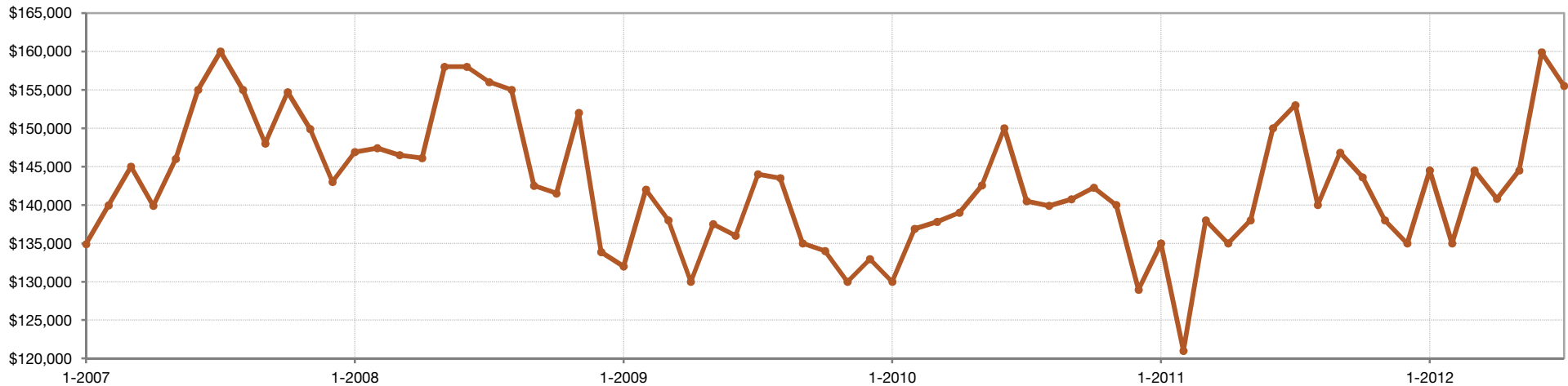
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,500	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,500	+4.7%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$144,500	+4.7%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$155,515	+1.6%
12-Month Med	\$139,900	\$145,000	+3.6%

Historical Median Sales Price

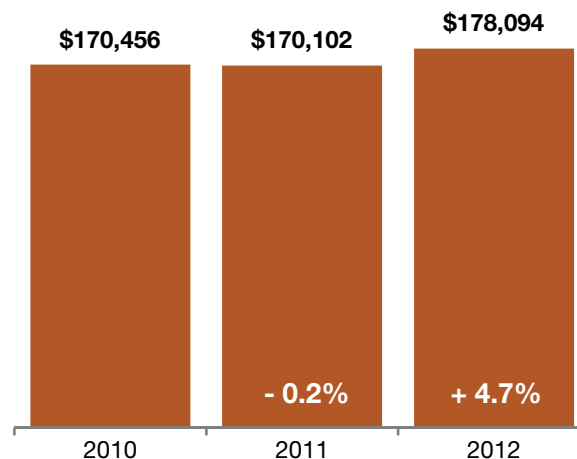
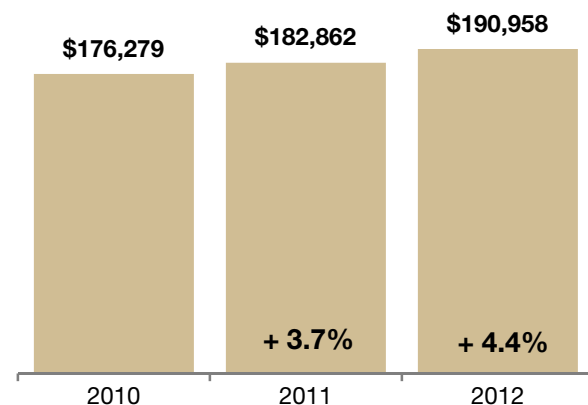


Average Sales Price

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

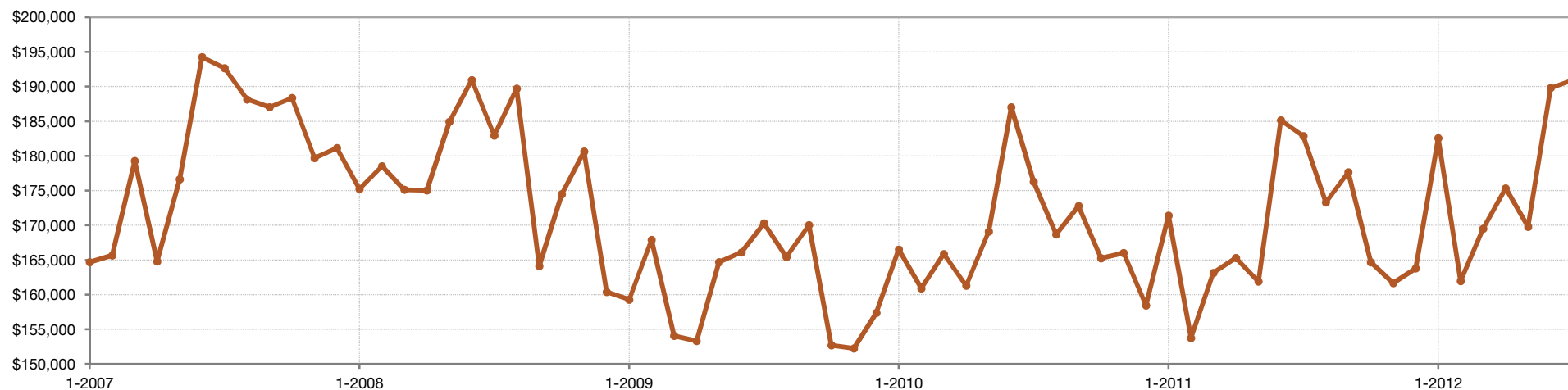
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$168,700	\$173,305	+2.7%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$161,660	-2.6%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$182,563	+6.5%
February	\$153,742	\$161,964	+5.3%
March	\$163,139	\$169,508	+3.9%
April	\$165,285	\$175,329	+6.1%
May	\$161,898	\$169,774	+4.9%
June	\$185,146	\$189,797	+2.5%
July	\$182,862	\$190,958	+4.4%
12-Month Avg	\$168,604	\$174,499	+3.5%

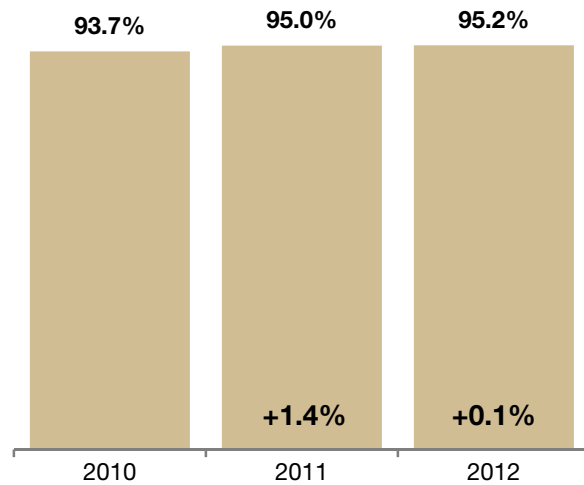
Historical Average Sales Price



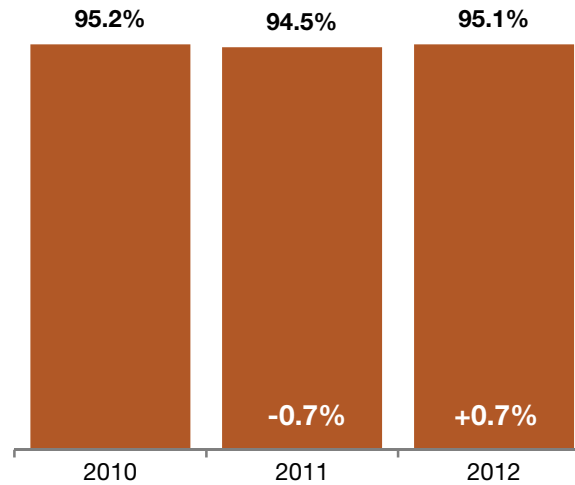
Percent of List Price Received

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

July

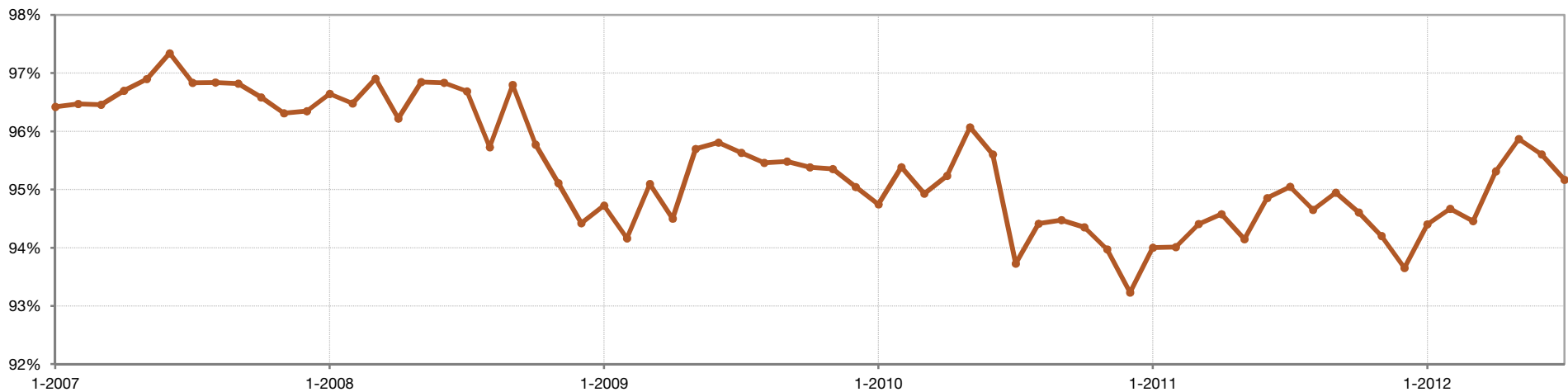


Year To Date



Month	Prior Year	Current Year	+ / -
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.7%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.9%	+1.8%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
12-Month Avg	94.3%	94.9%	+0.6%

Historical Percent of List Price Received

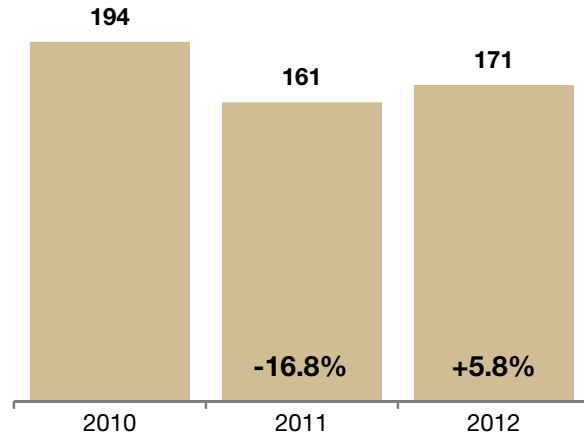


Housing Affordability Index

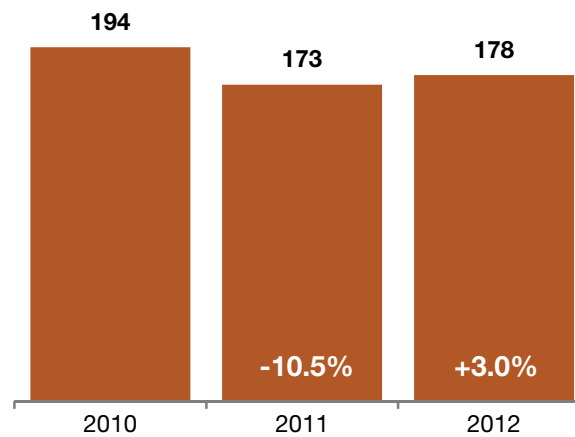
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



July

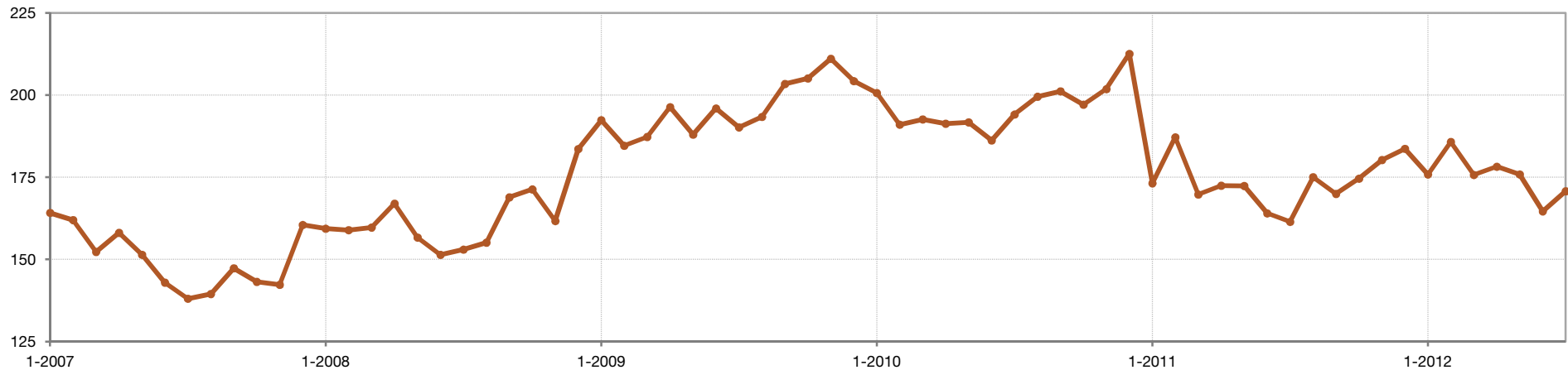


Year To Date



Month	Prior Year	Current Year	+ / -
August	200	175	-12.3%
September	201	170	-15.5%
October	197	175	-11.4%
November	202	180	-10.7%
December	213	184	-13.6%
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.5%
April	172	178	+3.3%
May	172	176	+2.0%
June	164	165	+0.4%
July	161	171	+5.8%
12-Month Avg	184	176	-4.0%

Historical Housing Affordability Index

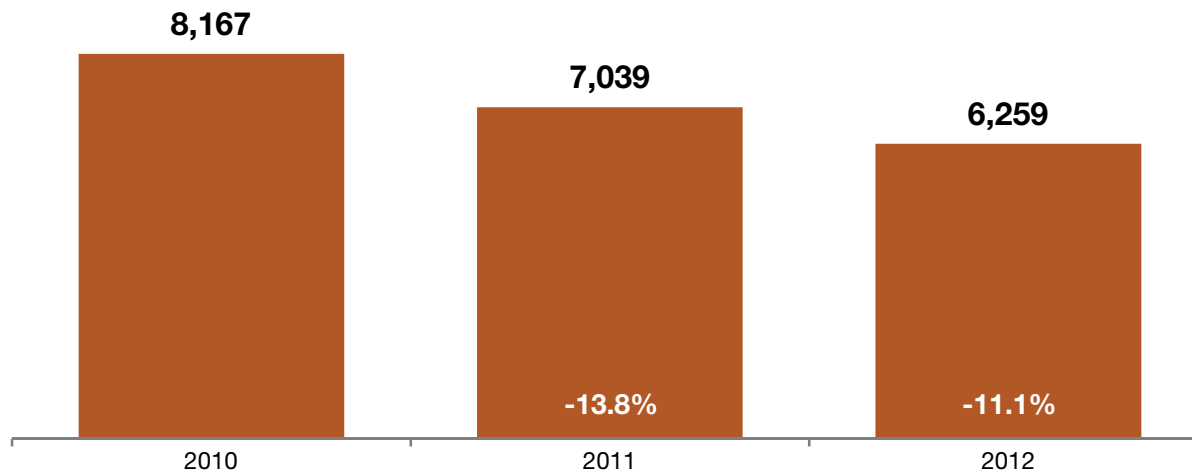


Inventory of Homes for Sale

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

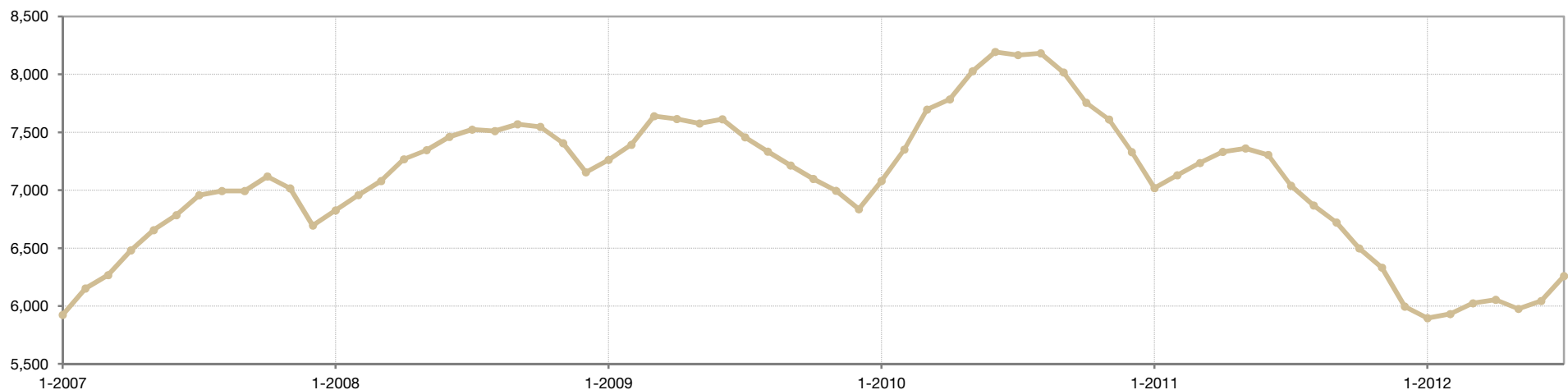


July



Month	Prior Year	Current Year	+ / -
August	8,182	6,868	-16.1%
September	8,017	6,721	-16.2%
October	7,755	6,498	-16.2%
November	7,611	6,332	-16.8%
December	7,329	5,996	-18.2%
January	7,018	5,896	-16.0%
February	7,129	5,931	-16.8%
March	7,235	6,024	-16.7%
April	7,331	6,054	-17.4%
May	7,361	5,976	-18.8%
June	7,305	6,044	-17.3%
July	7,039	6,259	-11.1%
12-Month Avg	7,443	6,217	-16.5%

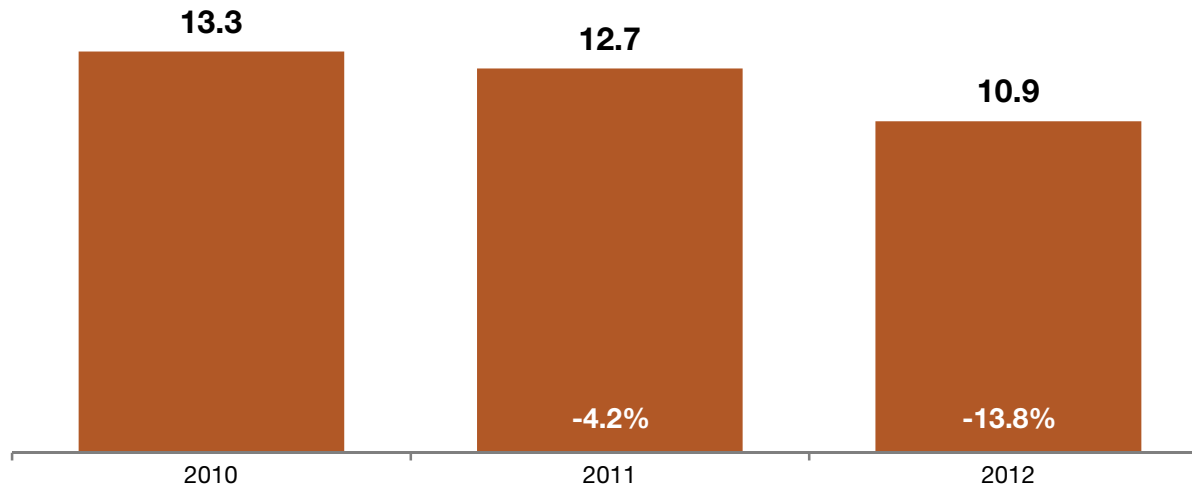
Historical Inventory of Homes for Sale



Months Supply of Inventory

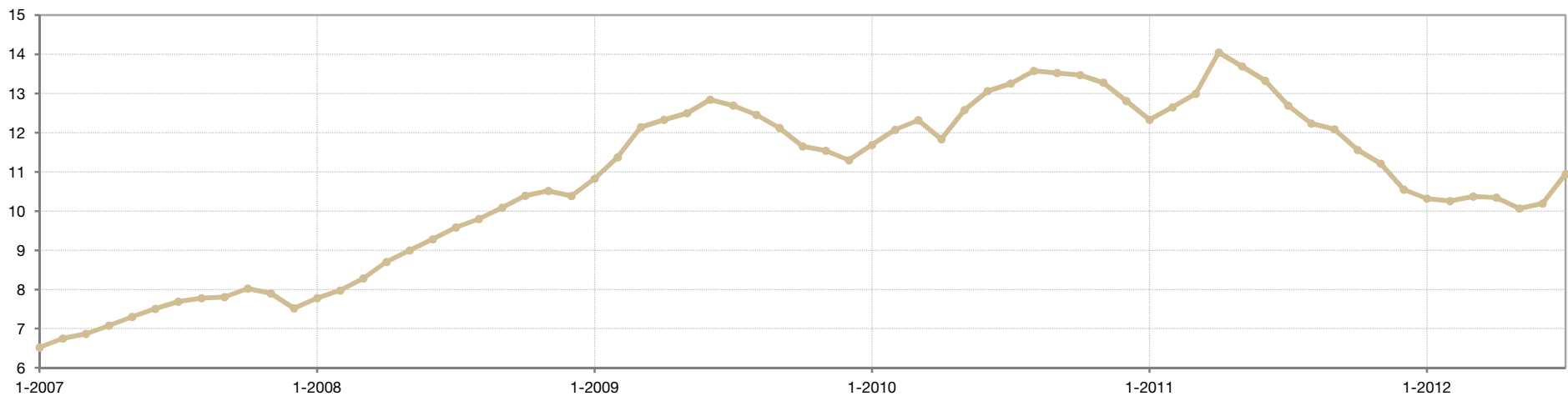
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Month	Prior Year	Current Year	+ / -
August	13.6	12.2	-9.9%
September	13.5	12.1	-10.6%
October	13.5	11.6	-14.2%
November	13.3	11.2	-15.6%
December	12.8	10.5	-17.6%
January	12.3	10.3	-16.3%
February	12.6	10.3	-18.9%
March	13.0	10.4	-20.2%
April	14.0	10.3	-26.4%
May	13.7	10.1	-26.5%
June	13.3	10.2	-23.5%
July	12.7	10.9	-13.8%
12-Month Avg	13.2	10.8	-17.8%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



August 2012

As the school-aged among us work their way back into classrooms across America, we continue to monitor key improvements in the local housing market with a keener eye. With two-thirds of 2012 complete, we're starting to get a sense for how the year will shake out. Headlines include encouraging phrases like "Recovery Takes Hold," "Home Prices on the Rise" and "Situation Eases for Sellers." Local market conditions can vary. Let's see just how much.

New Listings in the Greater Greenville region increased 5.5 percent to 1,199. Pending Sales were down 35.3 percent to 409. Inventory levels shrank 9.0 percent to 6,253 units.

Prices moved higher. The Median Sales Price increased 12.1 percent to \$157,000. Days on Market was down 10.2 percent to 98 days. The supply-demand balance stabilized as Months Supply of Inventory was down 11.7 percent to 10.8 months.

With election season in full swing, both politicians and economists will place extra emphasis on jobs and unemployment figures. Recognizing the relationship between jobs and housing demand, the most tuned-in agents and brokers will do the same. The truth is, the economy is and has been expanding consistently for years, albeit at a disjointed pace. There's reason for optimism going into the last third of 2012 and even into 2013, and housing is actually playing a large role in that positive outlook.

Quick Facts

+ 6.8%

Change in
Closed Sales

+ 12.1%

Change in
Median Sales Price

- 9.0%

Change in
Inventory

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Click on desired metric to jump to that page.

Market Overview

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

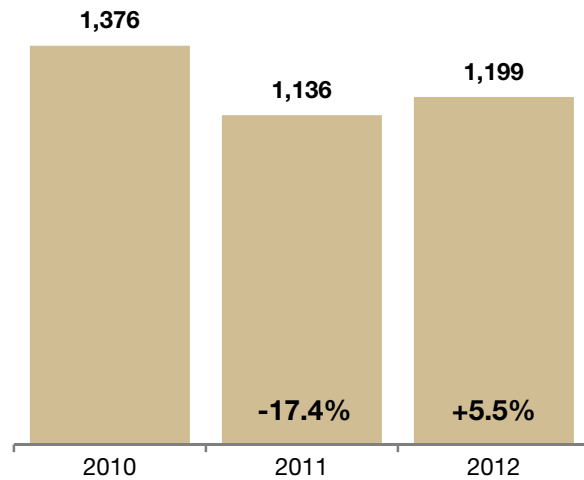


Key Metrics	Historical Sparklines	8-2011	8-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,136	1,199	+ 5.5%	9,992	9,772	- 2.2%
Pending Sales		632	409	- 35.3%	4,938	5,060	+ 2.5%
Closed Sales		710	758	+ 6.8%	4,595	5,090	+ 10.8%
Days on Market Until Sale		109	98	- 10.2%	114	104	- 9.1%
Median Sales Price		\$140,000	\$157,000	+ 12.1%	\$140,000	\$148,700	+ 6.2%
Average Sales Price		\$173,305	\$178,204	+ 2.8%	\$170,600	\$178,188	+ 4.4%
Percent of List Price Received		94.7%	95.9%	+ 1.3%	94.5%	95.3%	+ 0.8%
Housing Affordability Index		175	170	- 2.9%	175	177	+ 1.3%
Inventory of Homes for Sale		6,870	6,253	- 9.0%	--	--	--
Months Supply of Homes for Sale		12.2	10.8	- 11.7%	--	--	--

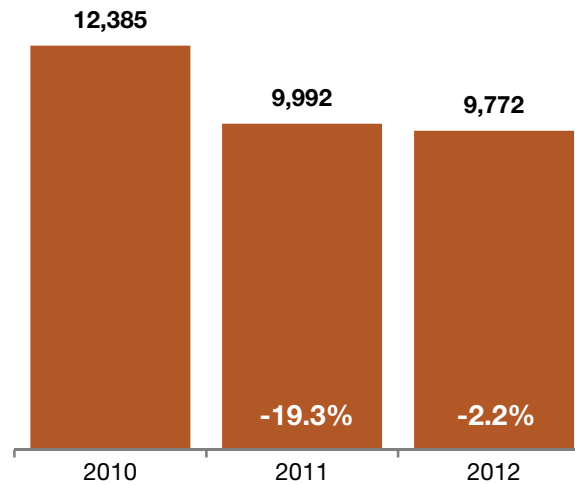
New Listings

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

August

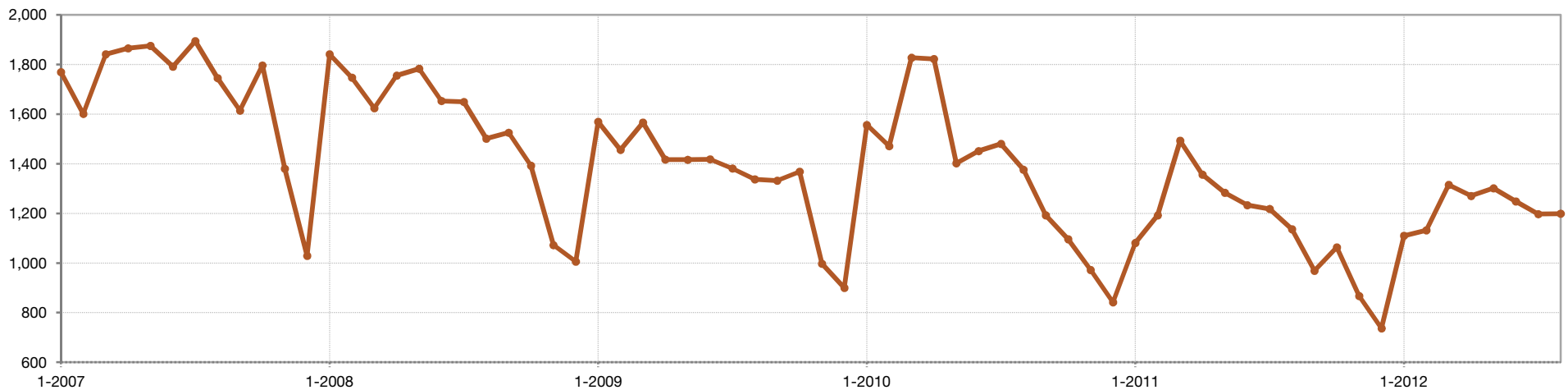


Year To Date



Month	Prior Year	Current Year	+ / -
September	1,192	969	-18.7%
October	1,096	1,063	-3.0%
November	972	867	-10.8%
December	842	737	-12.5%
January	1,081	1,110	+2.7%
February	1,192	1,132	-5.0%
March	1,493	1,315	-11.9%
April	1,356	1,270	-6.3%
May	1,283	1,301	+1.4%
June	1,233	1,248	+1.2%
July	1,218	1,197	-1.7%
August	1,136	1,199	+5.5%
12-Month Avg	1,175	1,117	-4.9%

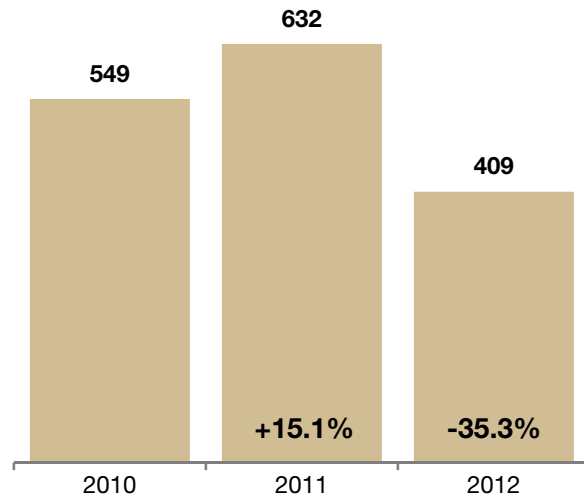
Historical New Listing Activity



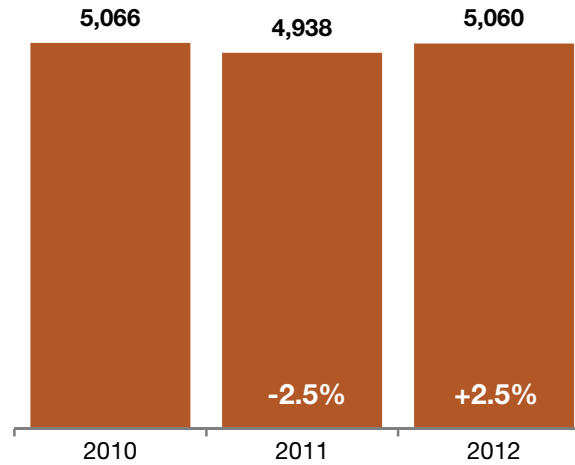
Pending Sales

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

August

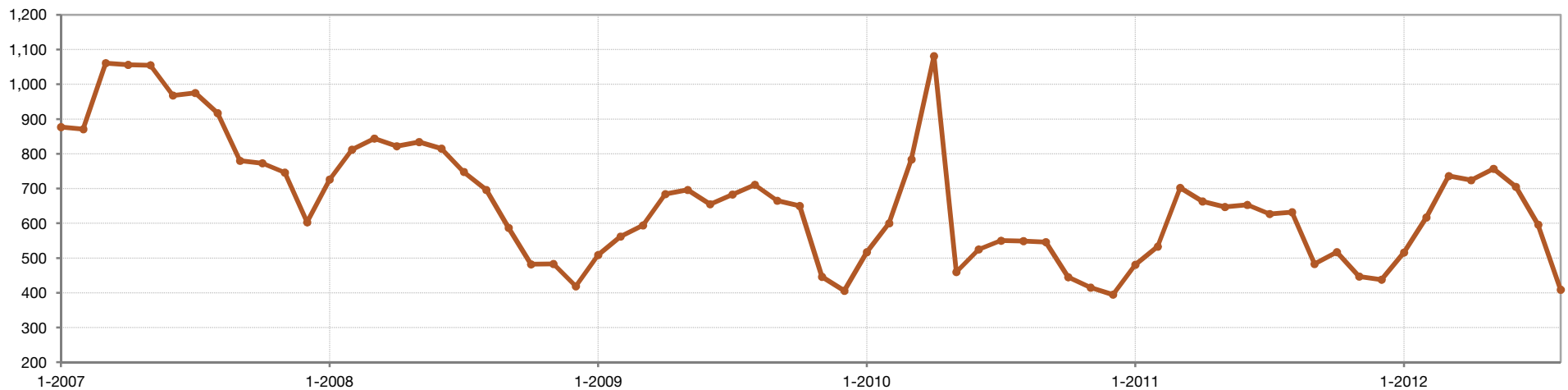


Year To Date



Month	Prior Year	Current Year	+ / -
September	546	483	-11.5%
October	445	517	+16.2%
November	415	447	+7.7%
December	395	438	+10.9%
January	481	516	+7.3%
February	533	617	+15.8%
March	702	736	+4.8%
April	663	724	+9.2%
May	647	757	+17.0%
June	653	705	+8.0%
July	627	596	-4.9%
August	632	409	-35.3%
12-Month Avg	562	579	+3.1%

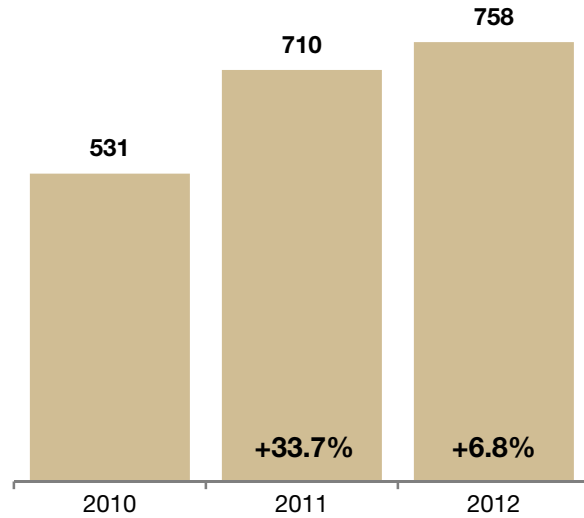
Historical Pending Sales Activity



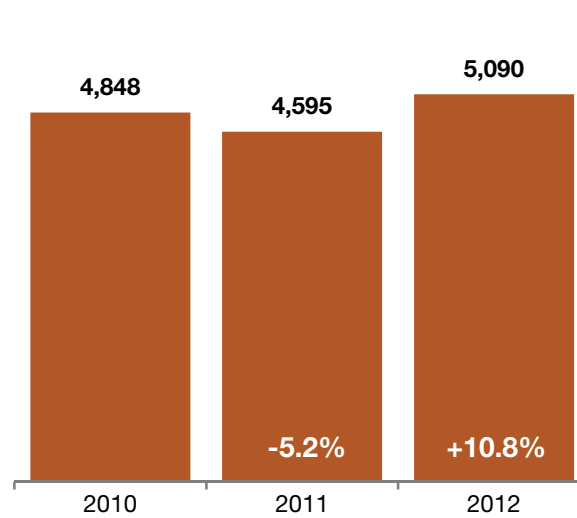
Closed Sales

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

August

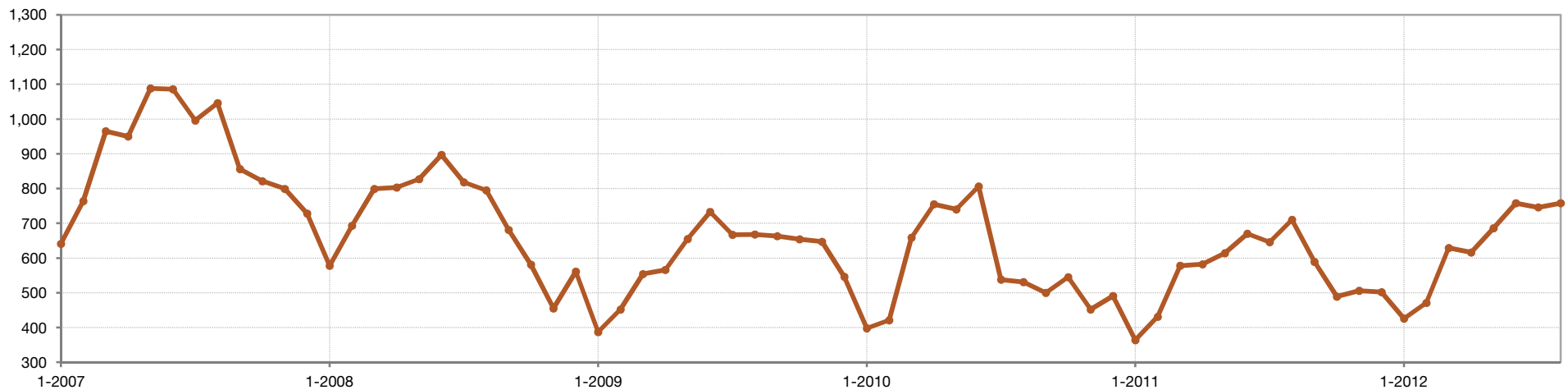


Year To Date



Month	Prior Year	Current Year	+ / -
September	500	589	+17.8%
October	545	489	-10.3%
November	452	506	+11.9%
December	491	502	+2.2%
January	364	426	+17.0%
February	431	471	+9.3%
March	578	629	+8.8%
April	582	616	+5.8%
May	614	686	+11.7%
June	670	758	+13.1%
July	646	746	+15.5%
August	710	758	+6.8%
12-Month Avg	549	598	+9.0%

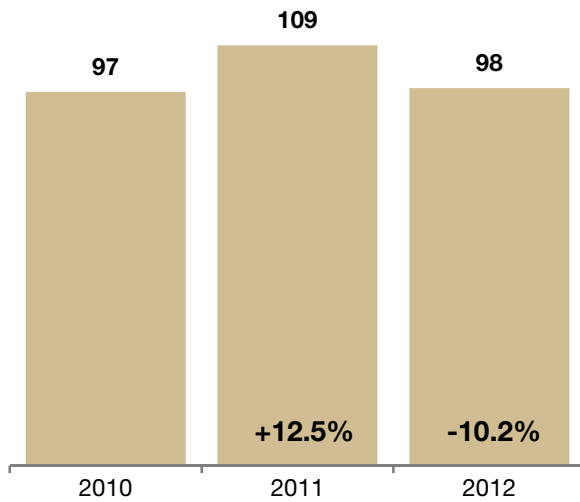
Historical Closed Sales Activity



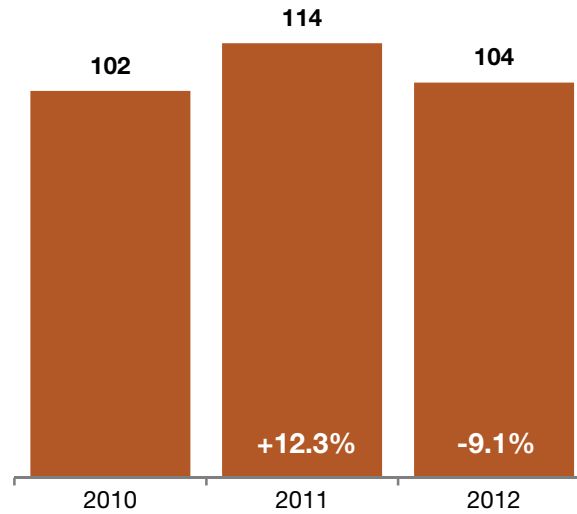
Days on Market Until Sale

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

August

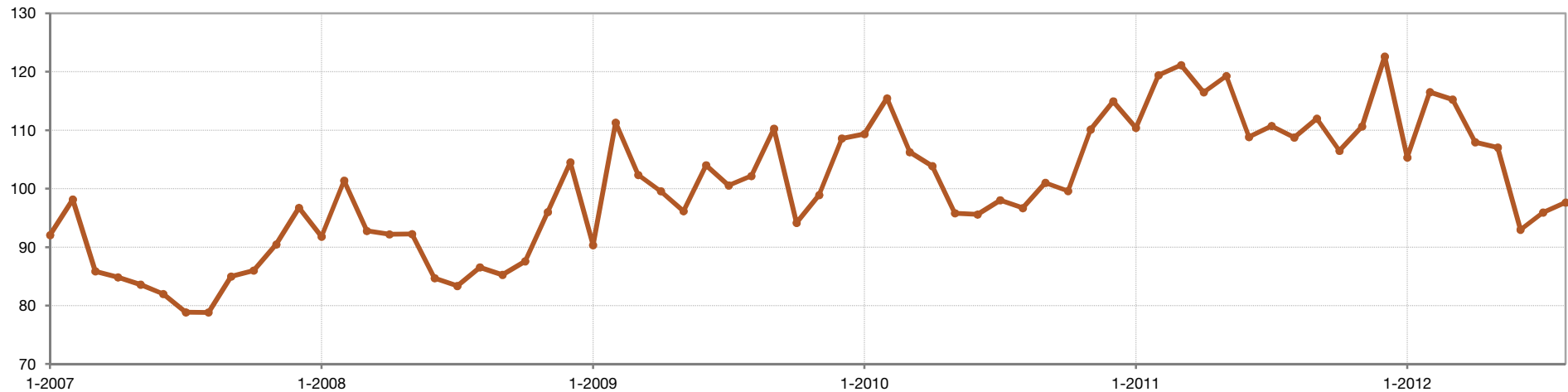


Year To Date



Month	Prior Year	Current Year	+ / -
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.5%
December	115	123	+6.7%
January	110	105	-4.6%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.3%
June	109	93	-14.6%
July	111	96	-13.4%
August	109	98	-10.2%
12-Month Avg	112	106	-4.7%

Historical Days on Market Until Sale

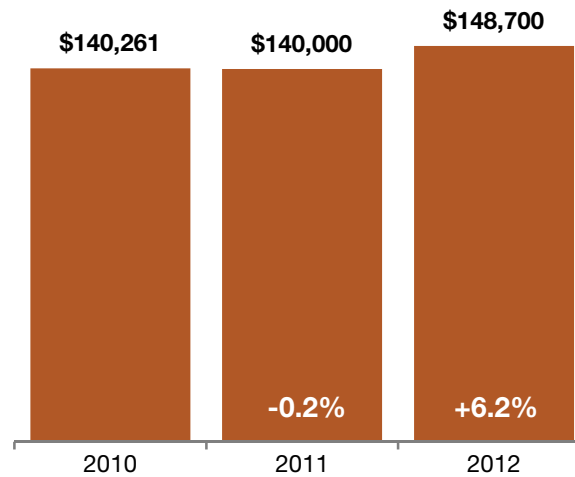
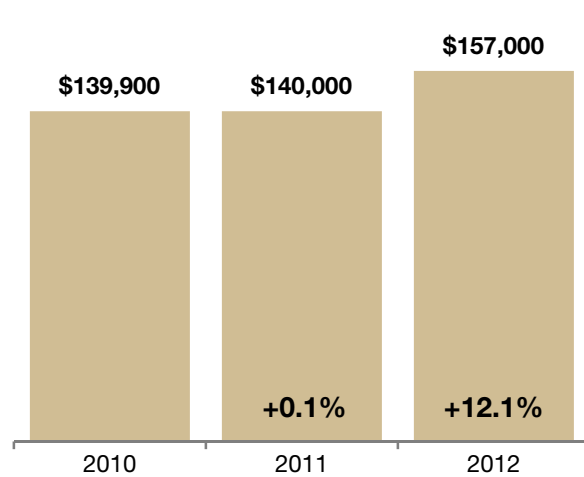


Median Sales Price

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

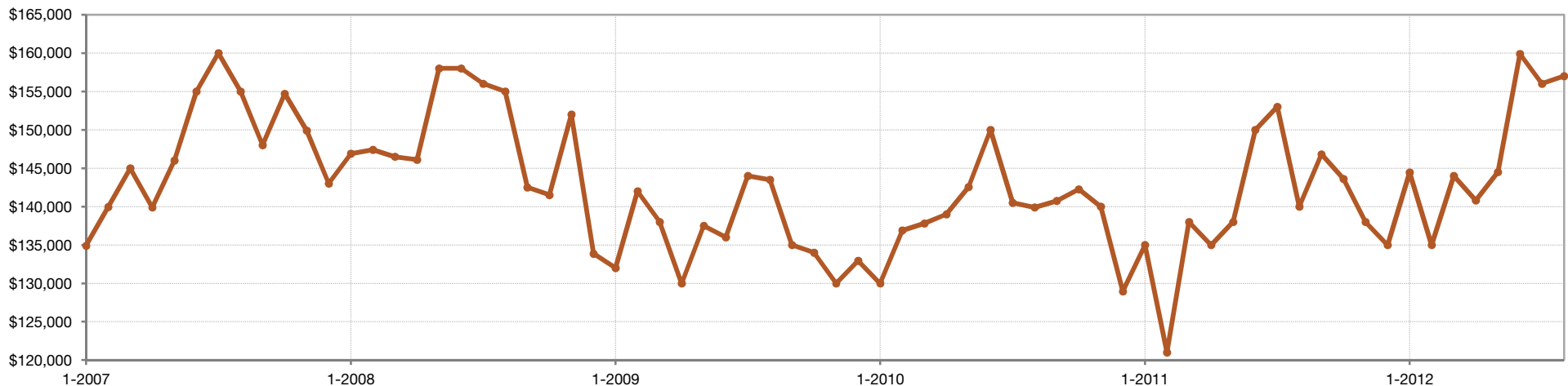
August

Year To Date



Month	Prior Year	Current Year	+ / -
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,450	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,000	+4.3%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$144,500	+4.7%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$157,000	+12.1%
12-Month Med	\$139,900	\$146,500	+4.7%

Historical Median Sales Price

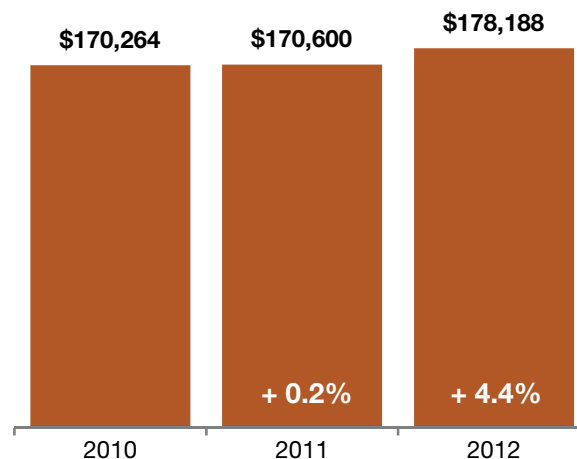
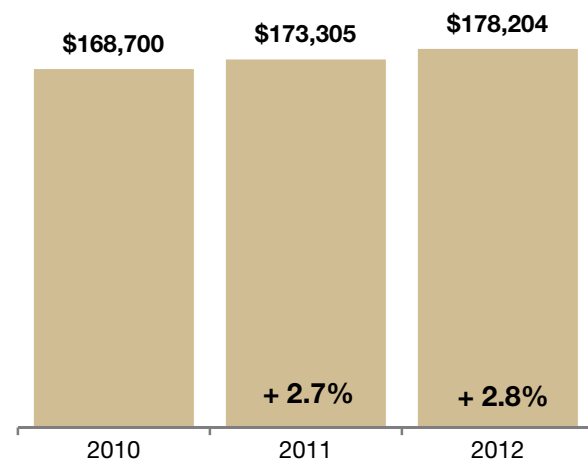


Average Sales Price

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

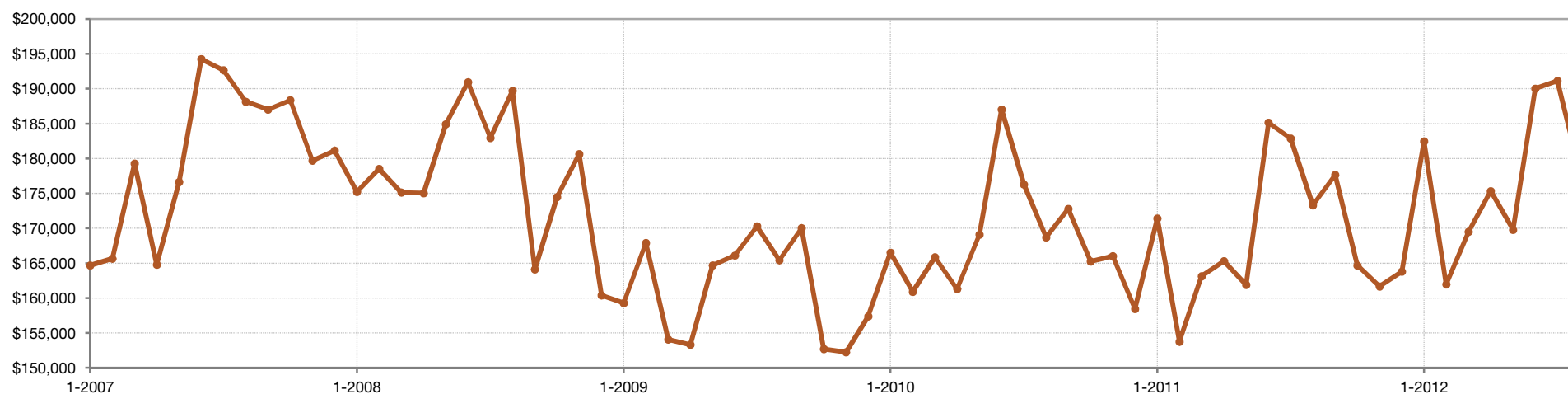
August

Year To Date



Month	Prior Year	Current Year	+ / -
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$161,660	-2.6%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$182,454	+6.4%
February	\$153,742	\$161,964	+5.3%
March	\$163,139	\$169,502	+3.9%
April	\$165,285	\$175,329	+6.1%
May	\$161,898	\$169,774	+4.9%
June	\$185,146	\$190,025	+2.6%
July	\$182,862	\$191,123	+4.5%
August	\$173,305	\$178,204	+2.8%
12-Month Avg	\$169,106	\$175,073	+3.5%

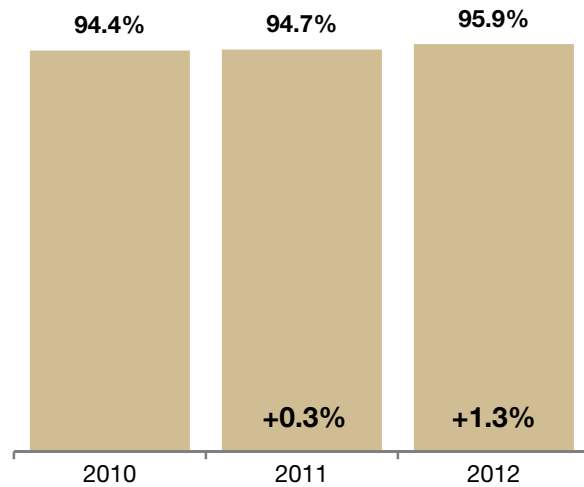
Historical Average Sales Price



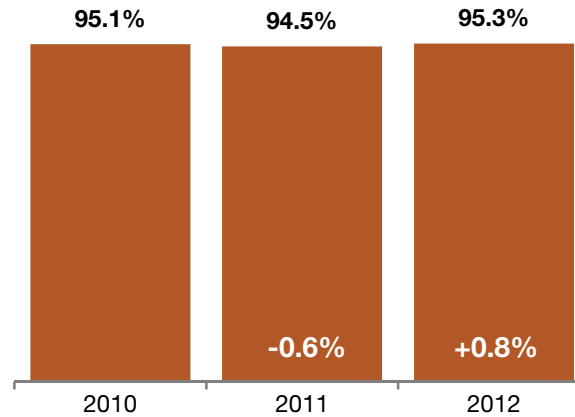
Percent of List Price Received

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

August

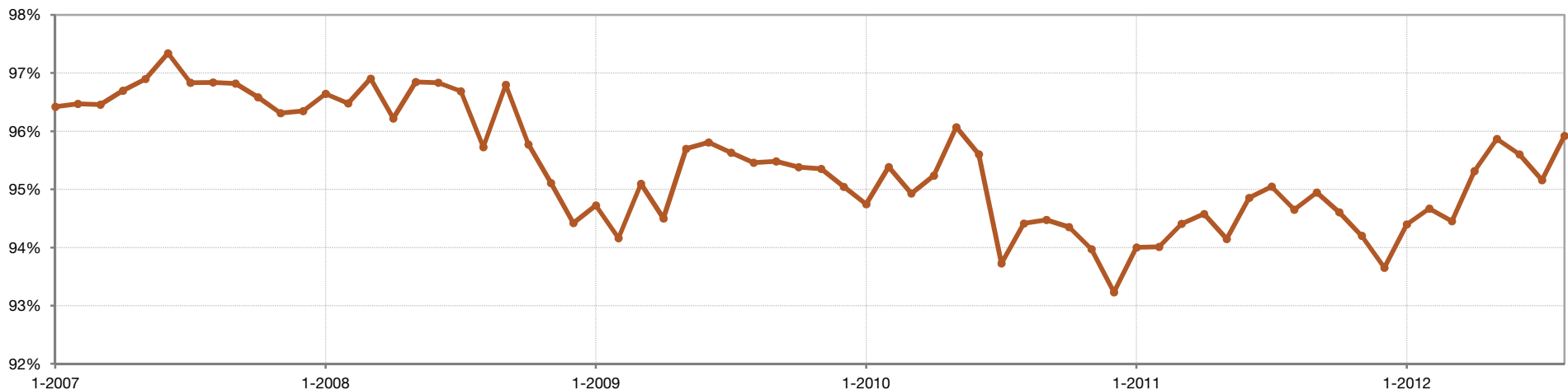


Year To Date



Month	Prior Year	Current Year	+ / -
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.7%	+0.7%
March	94.4%	94.5%	+0.0%
April	94.6%	95.3%	+0.8%
May	94.1%	95.9%	+1.8%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.9%	+1.3%
12-Month Avg	94.4%	95.0%	+0.7%

Historical Percent of List Price Received

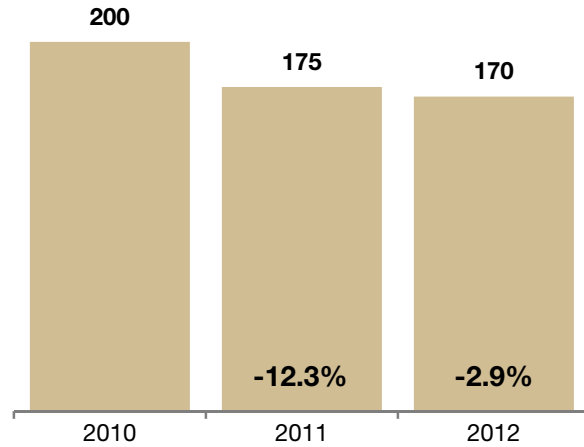


Housing Affordability Index

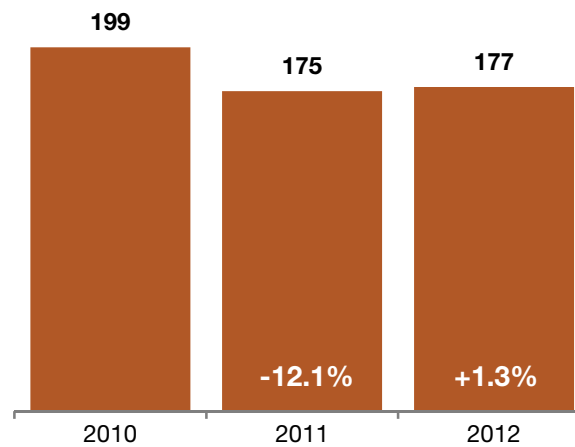
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



August

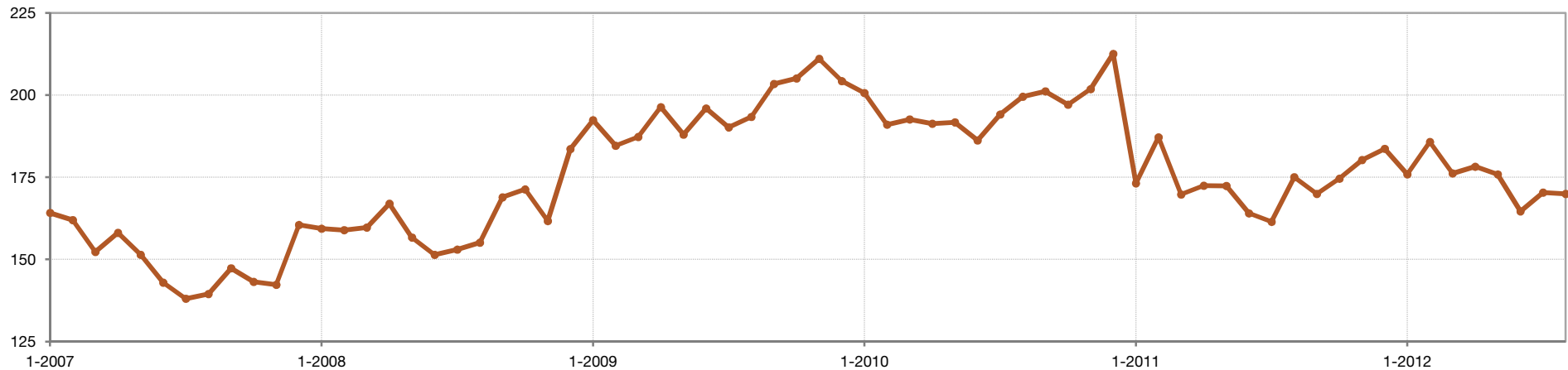


Year To Date



Month	Prior Year	Current Year	+ / -
September	201	170	-15.5%
October	197	175	-11.4%
November	202	180	-10.7%
December	213	184	-13.6%
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.8%
April	172	178	+3.3%
May	172	176	+2.0%
June	164	165	+0.4%
July	161	170	+5.5%
August	175	170	-2.9%
12-Month Avg	182	175	-3.2%

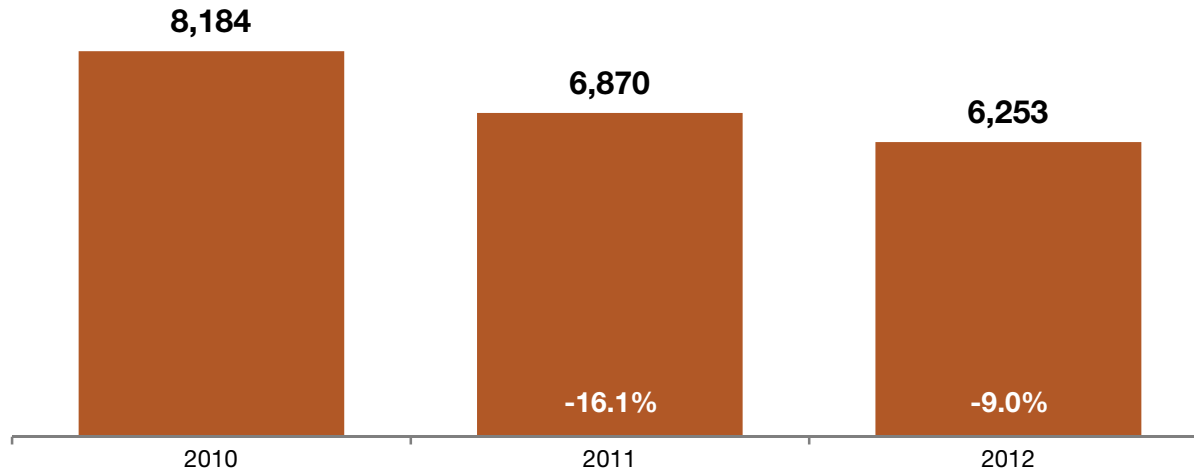
Historical Housing Affordability Index



Inventory of Homes for Sale

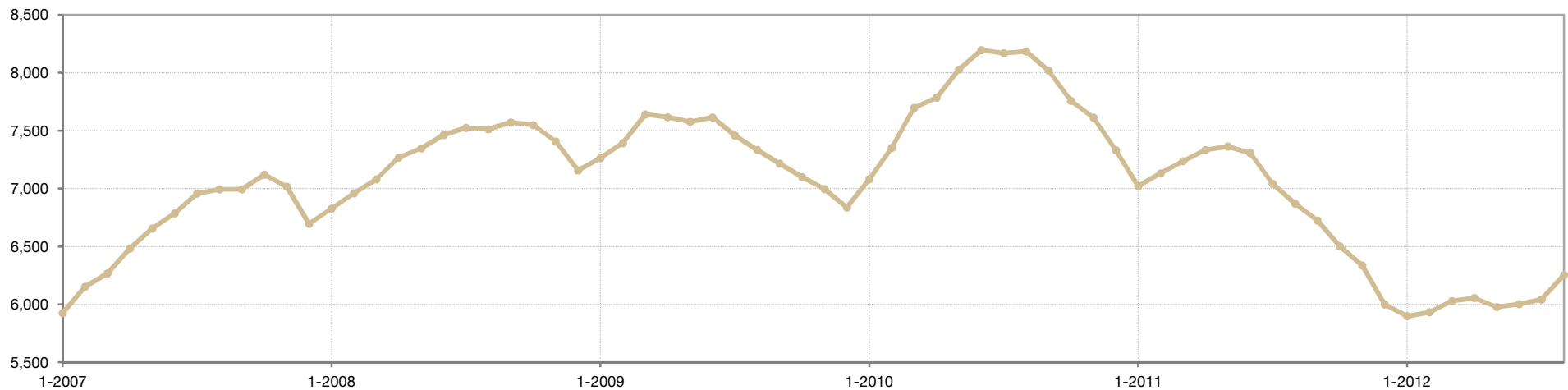
The number of properties available for sale in active status at the end of a given month.

August



Month	Prior Year	Current Year	+ / -
September	8,019	6,724	-16.1%
October	7,757	6,501	-16.2%
November	7,613	6,336	-16.8%
December	7,331	6,000	-18.2%
January	7,020	5,899	-16.0%
February	7,131	5,933	-16.8%
March	7,237	6,029	-16.7%
April	7,333	6,055	-17.4%
May	7,363	5,978	-18.8%
June	7,307	6,003	-17.8%
July	7,041	6,042	-14.2%
August	6,870	6,253	-9.0%
12-Month Avg	7,335	6,146	-16.2%

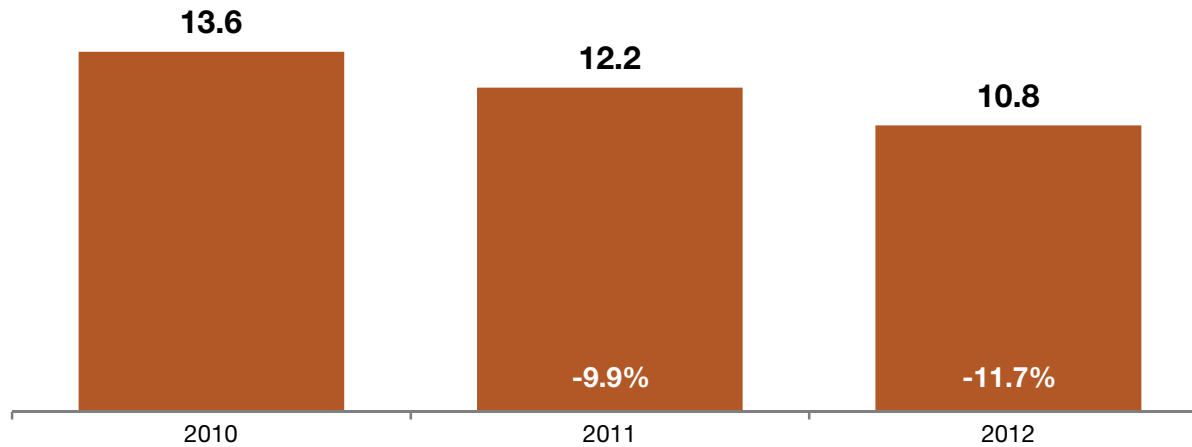
Historical Inventory of Homes for Sale



Months Supply of Inventory

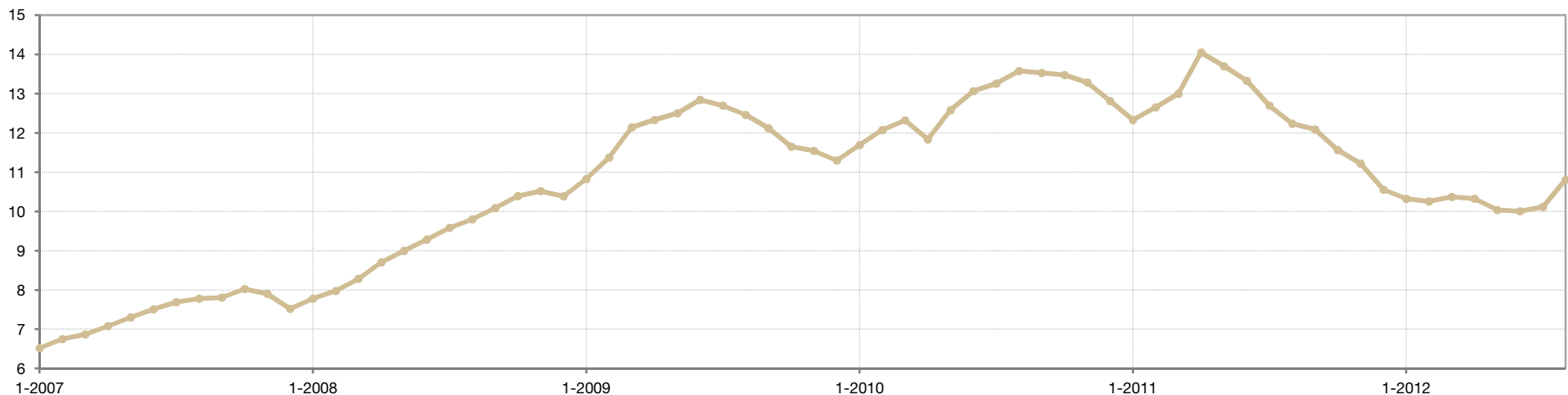
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



Month	Prior Year	Current Year	+ / -
September	13.5	12.1	-10.6%
October	13.5	11.6	-14.2%
November	13.3	11.2	-15.6%
December	12.8	10.6	-17.6%
January	12.3	10.3	-16.3%
February	12.7	10.3	-18.9%
March	13.0	10.4	-20.2%
April	14.0	10.3	-26.5%
May	13.7	10.0	-26.7%
June	13.3	10.0	-24.9%
July	12.7	10.1	-20.3%
August	12.2	10.8	-11.7%
12-Month Avg	13.1	10.6	-18.7%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



September 2012

Most housing metrics should follow their usual, autumnal movements – higher inventory and days on market, fewer sales, lower prices. That applies only to month-to-month seasonal trends; most indicators should still show improvement on a year-over-year basis. As you already know, all real estate is local – down to the city neighborhood, suburban development and exurban lot. Let's dive into some local figures.

New Listings in the Greater Greenville region increased 5.5 percent to 1,022. Pending Sales were down 32.0 percent to 329. Inventory levels shrank 8.2 percent to 6,176 units.

Prices were fairly stable. The Median Sales Price decreased 0.6 percent to \$146,000. Days on Market was down 16.9 percent to 93 days. The supply-demand balance stabilized as Months Supply of Inventory was down 13.7 percent to 10.4 months.

Not to get negative like a political TV ad, but sluggish job growth, persistently high gas prices, drought-induced spikes in food prices and other global events could threaten consumer confidence. The Fed's mortgage purchases drove Freddie Mac's average 30-year fixed-rate mortgage survey to an all-time low of 3.40 percent. Employment growth remains critical, providing the very jobs that will stimulate housing demand and higher prices as well as alleviate beleaguered homeowners.

Quick Facts

+ 1.4%

- 0.6%

- 8.2%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
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Average Sales Price	8
Percent of List Price Received	9
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Inventory of Homes for Sale	11
Months Supply of Inventory	12

[Click on desired metric to jump to that page.](#)

Market Overview

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

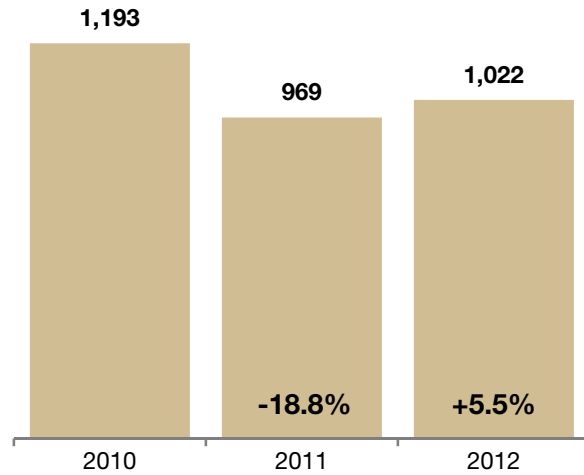


Key Metrics	Historical Sparklines	9-2011	9-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		969	1,022	+ 5.5%	10,962	10,813	- 1.4%
Pending Sales		484	329	- 32.0%	5,419	5,693	+ 5.1%
Closed Sales		589	597	+ 1.4%	5,184	5,700	+ 10.0%
Days on Market Until Sale		112	93	- 16.9%	114	103	- 9.9%
Median Sales Price		\$146,811	\$146,000	- 0.6%	\$140,000	\$148,000	+ 5.7%
Average Sales Price		\$177,658	\$170,096	- 4.3%	\$171,410	\$177,417	+ 3.5%
Percent of List Price Received		94.9%	96.0%	+ 1.1%	94.6%	95.3%	+ 0.8%
Housing Affordability Index		170	184	+ 8.1%	176	182	+ 3.0%
Inventory of Homes for Sale		6,729	6,176	- 8.2%	--	--	--
Months Supply of Homes for Sale		12.1	10.4	- 13.7%	--	--	--

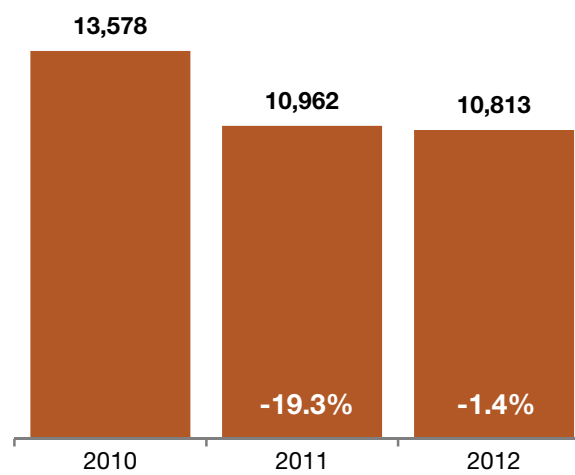
New Listings

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

September

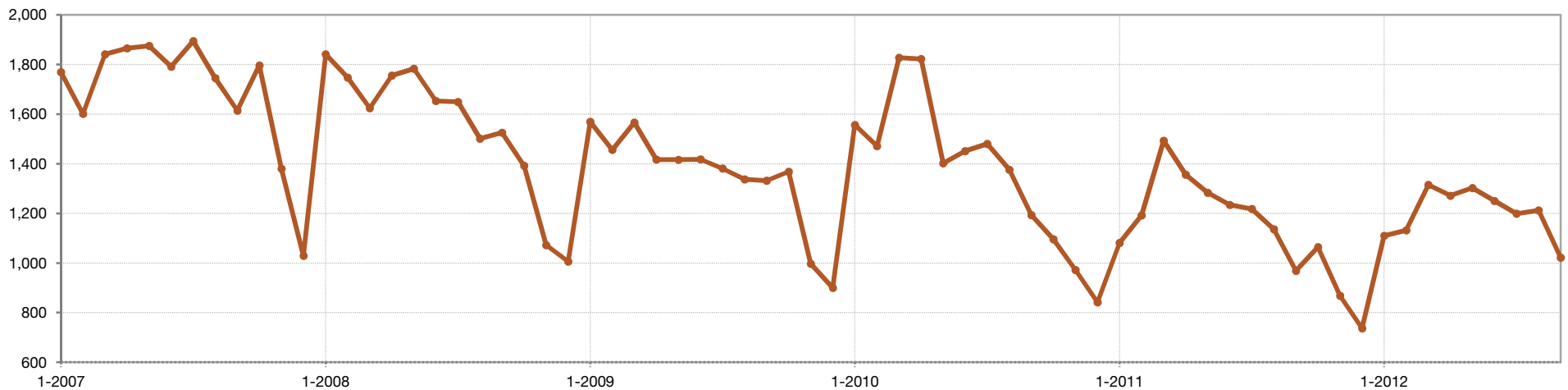


Year To Date



Month	Prior Year	Current Year	+ / -
October	1,096	1,064	-2.9%
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December	842	737	-12.5%
January	1,081	1,110	+2.7%
February	1,192	1,132	-5.0%
March	1,493	1,315	-11.9%
April	1,356	1,271	-6.3%
May	1,283	1,302	+1.5%
June	1,234	1,250	+1.3%
July	1,218	1,199	-1.6%
August	1,136	1,212	+6.7%
September	969	1,022	+5.5%
12-Month Avg	1,156	1,124	-2.8%

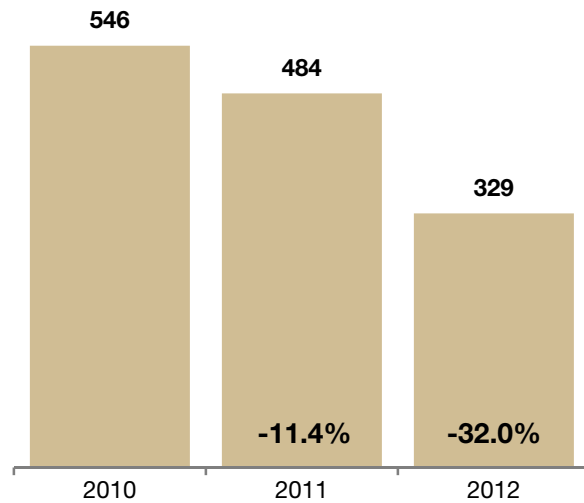
Historical New Listing Activity



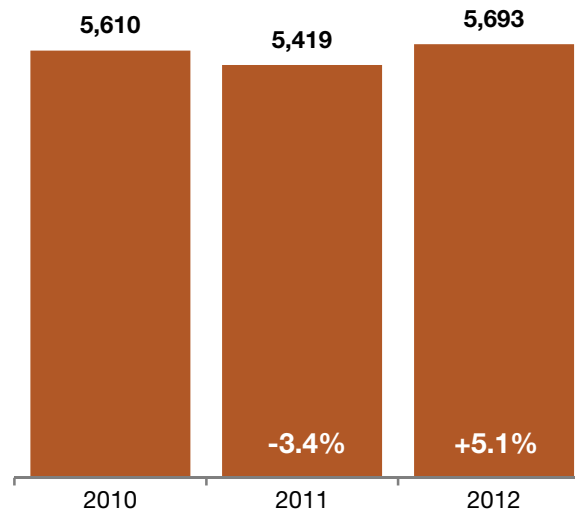
Pending Sales

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

September

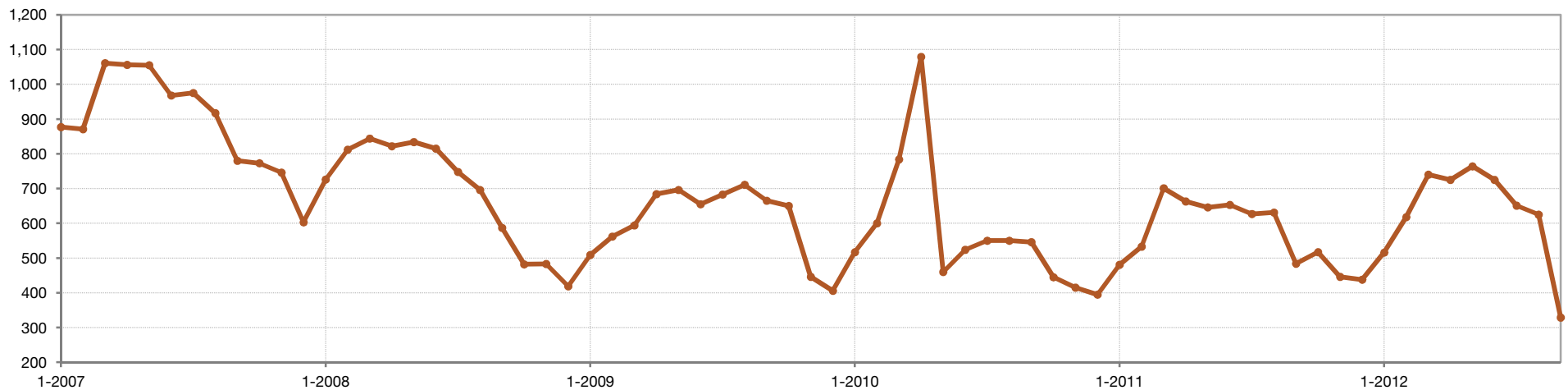


Year To Date



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February	533	618	+15.9%
March	701	740	+5.6%
April	663	725	+9.4%
May	646	764	+18.3%
June	653	725	+11.0%
July	627	651	+3.8%
August	631	625	-1.0%
September	484	329	-32.0%
12-Month Avg	556	591	+6.3%

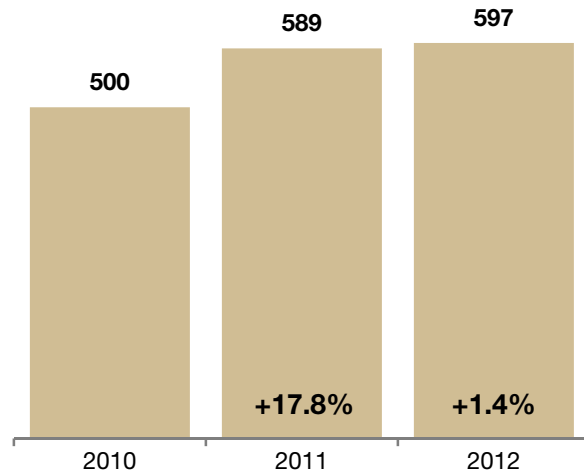
Historical Pending Sales Activity



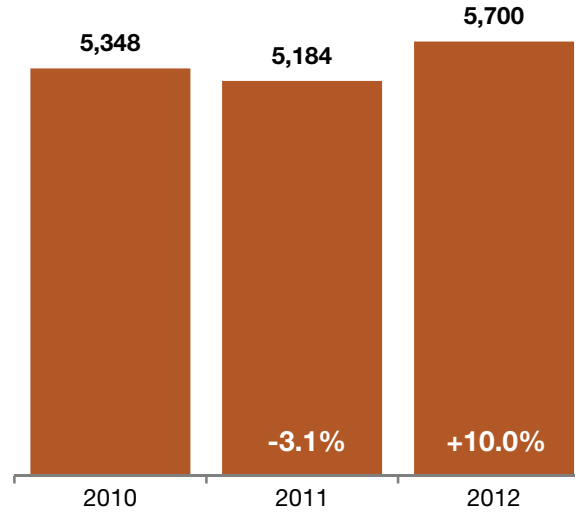
Closed Sales

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

September

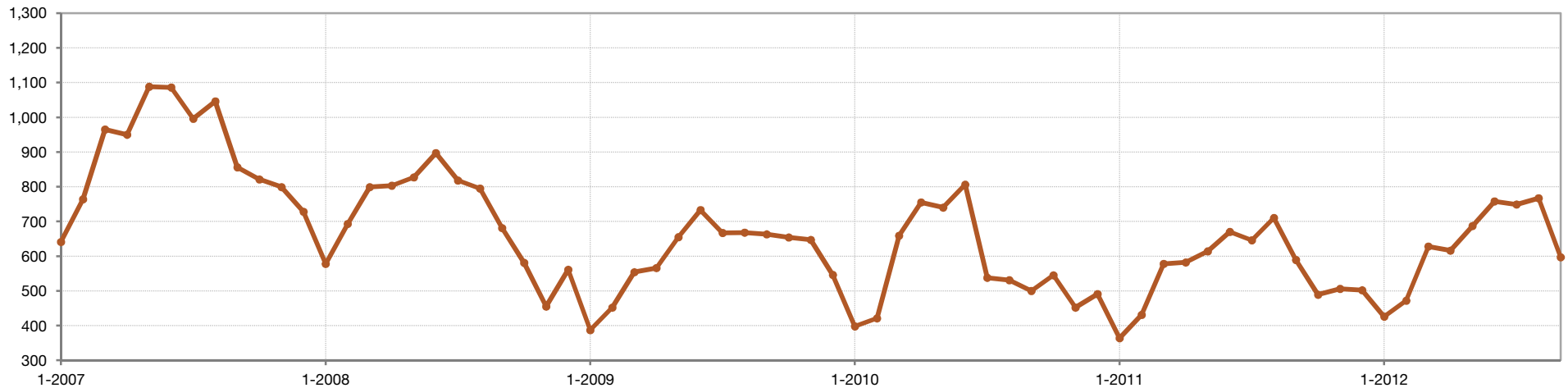


Year To Date



Month	Prior Year	Current Year	+ / -
October	545	489	-10.3%
November	452	506	+11.9%
December	491	502	+2.2%
January	364	426	+17.0%
February	431	472	+9.5%
March	578	628	+8.7%
April	582	616	+5.8%
May	614	687	+11.9%
June	670	758	+13.1%
July	646	749	+15.9%
August	710	767	+8.0%
September	589	597	+1.4%
12-Month Avg	556	600	+7.9%

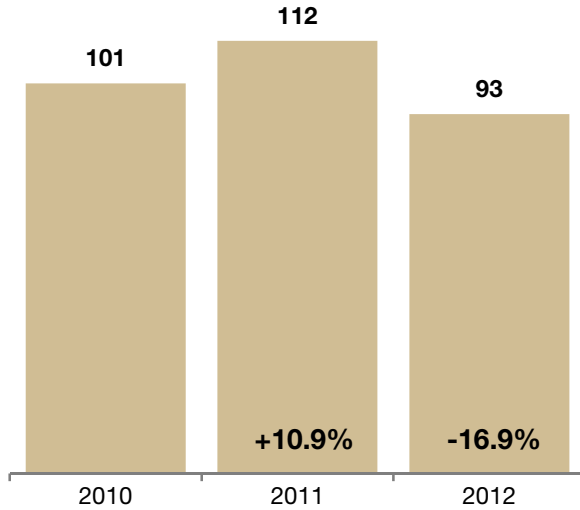
Historical Closed Sales Activity



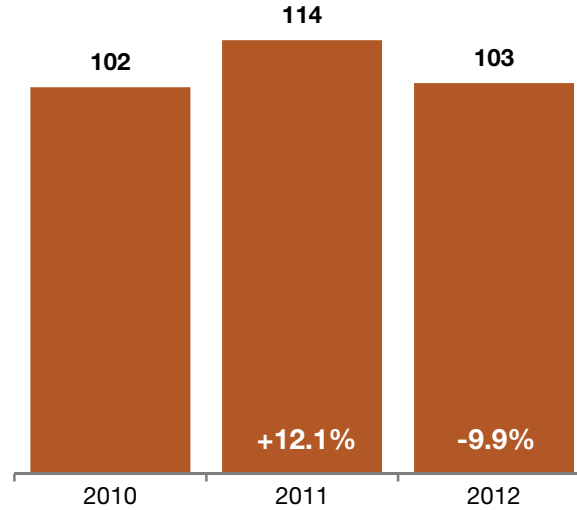
Days on Market Until Sale

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

September

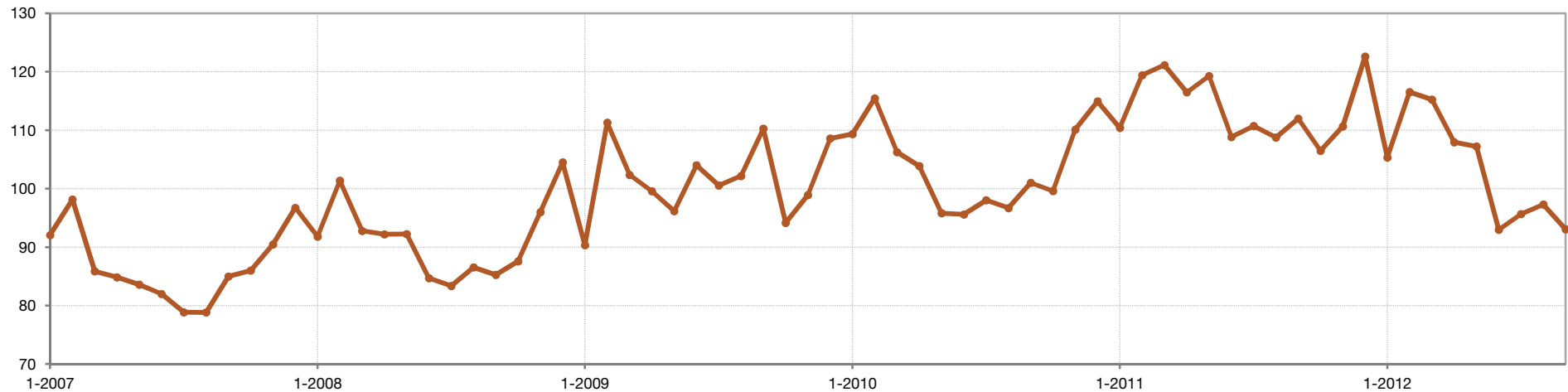


Year To Date



Month	Prior Year	Current Year	+ / -
October	100	106	+6.9%
November	110	111	+0.5%
December	115	123	+6.7%
January	110	105	-4.6%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.1%
June	109	93	-14.6%
July	111	96	-13.6%
August	109	97	-10.5%
September	112	93	-16.9%
12-Month Avg	113	105	-6.9%

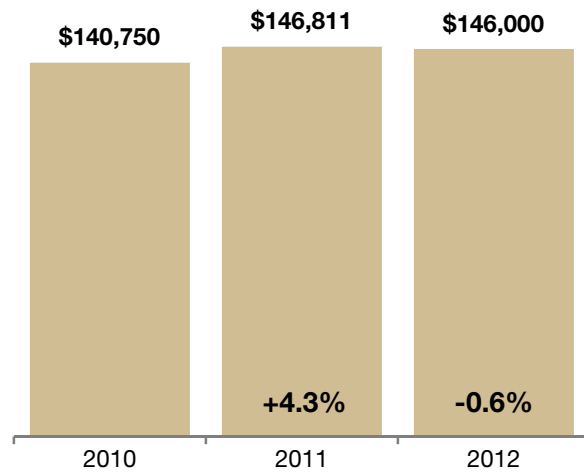
Historical Days on Market Until Sale



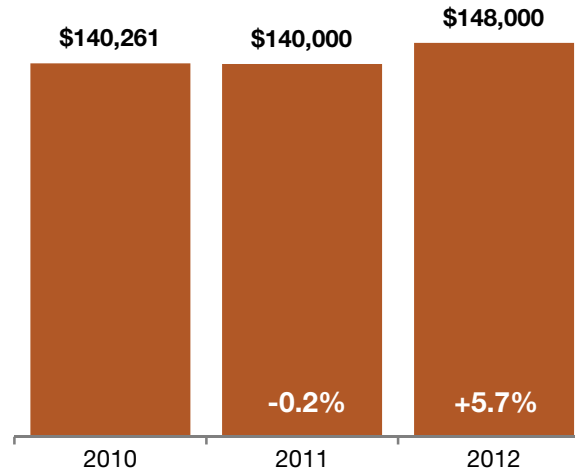
Median Sales Price

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

September

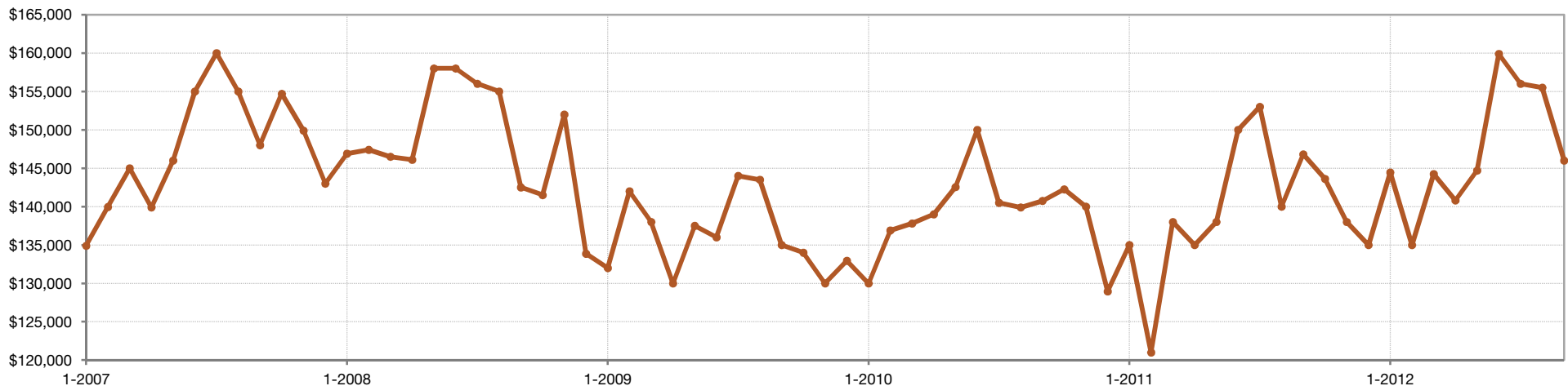


Year To Date



Month	Prior Year	Current Year	+ / -
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,450	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,250	+4.5%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$144,700	+4.9%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$155,500	+11.1%
September	\$146,811	\$146,000	-0.6%
12-Month Med	\$140,000	\$146,500	+4.6%

Historical Median Sales Price

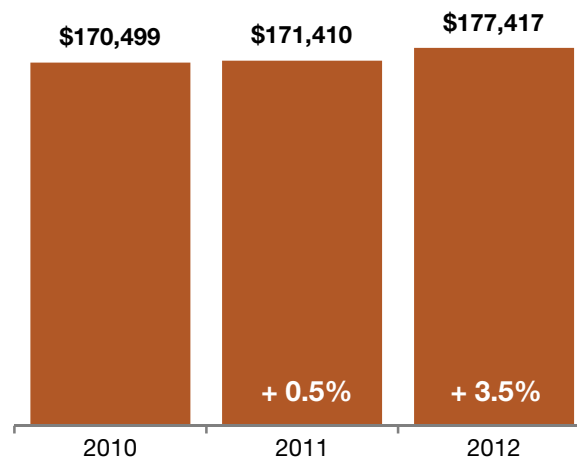
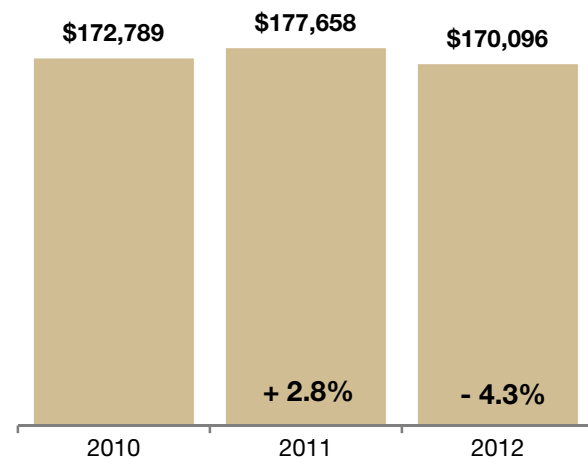


Average Sales Price

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

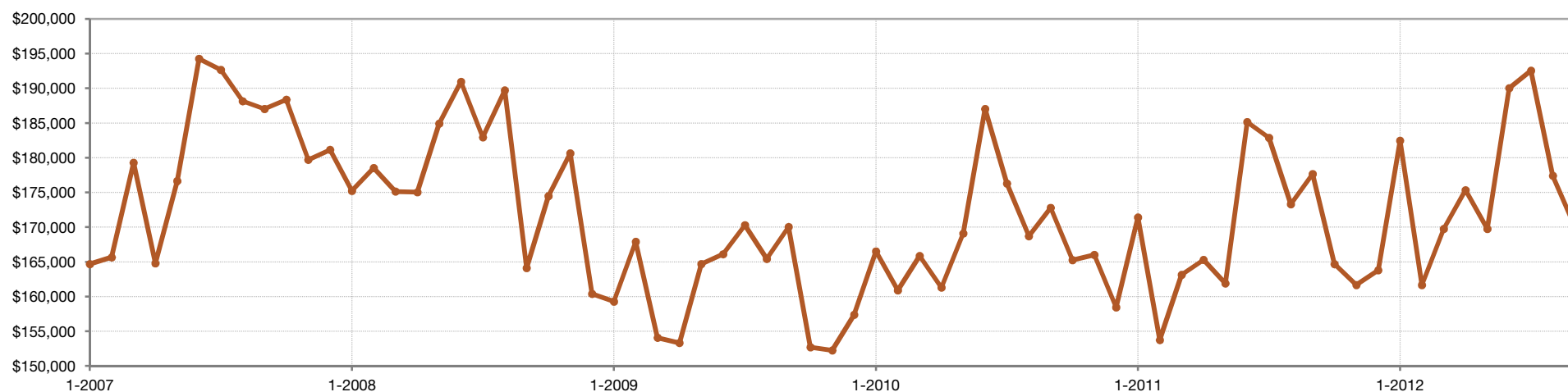
September

Year To Date



Month	Prior Year	Current Year	+ / -
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$161,660	-2.6%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$182,454	+6.4%
February	\$153,742	\$161,661	+5.2%
March	\$163,139	\$169,742	+4.0%
April	\$165,285	\$175,329	+6.1%
May	\$161,898	\$169,745	+4.8%
June	\$185,146	\$190,025	+2.6%
July	\$182,862	\$192,537	+5.3%
August	\$173,305	\$177,396	+2.4%
September	\$177,658	\$170,096	-4.3%
12-Month Avg	\$169,593	\$174,514	+2.9%

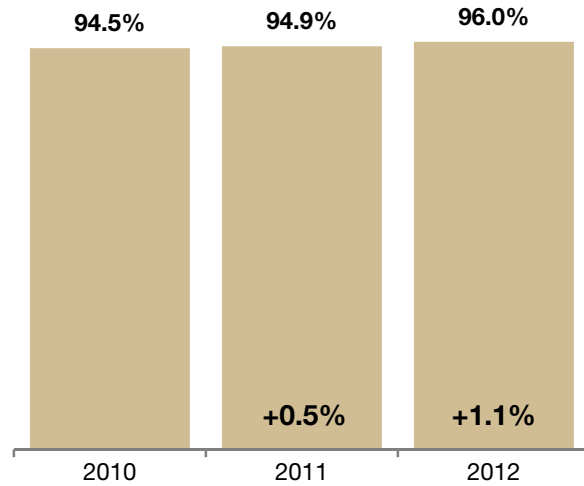
Historical Average Sales Price



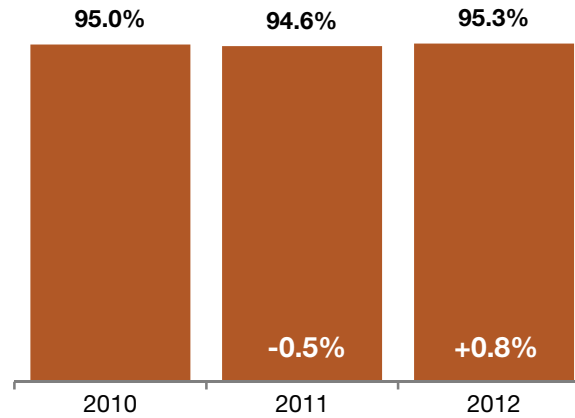
Percent of List Price Received

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

September

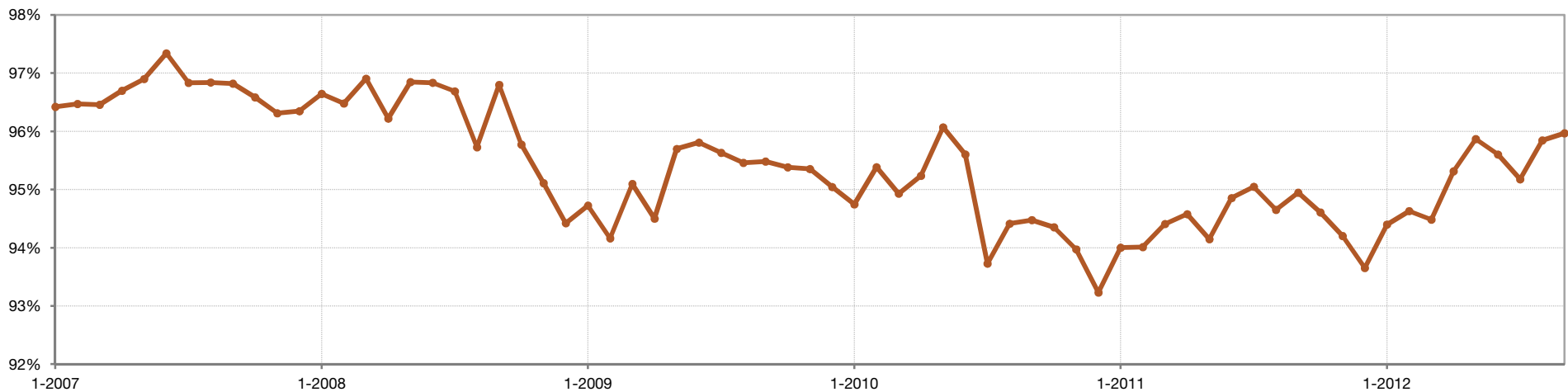


Year To Date



Month	Prior Year	Current Year	+ / -
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.6%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.9%	+1.8%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.8%	+1.3%
September	94.9%	96.0%	+1.1%
12-Month Avg	94.4%	95.1%	+0.7%

Historical Percent of List Price Received

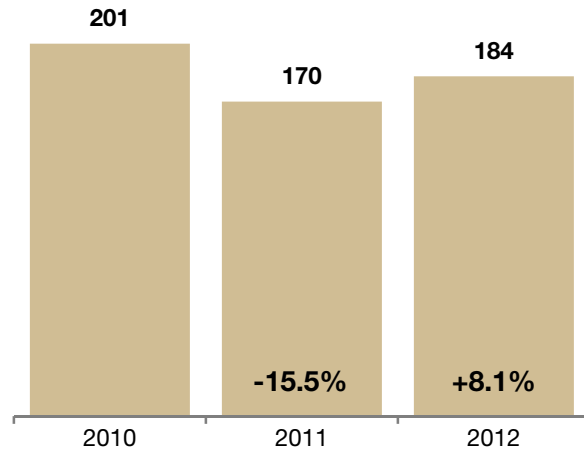


Housing Affordability Index

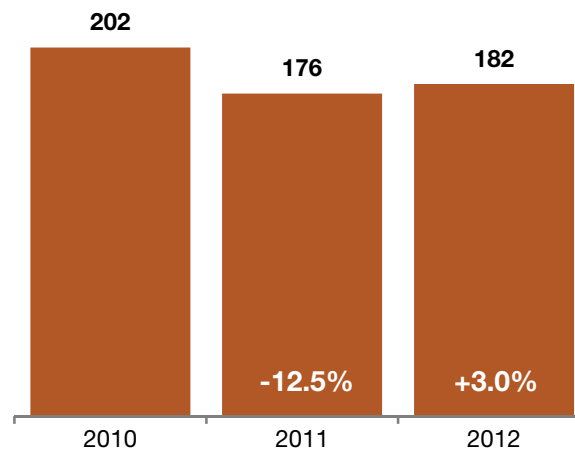
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September

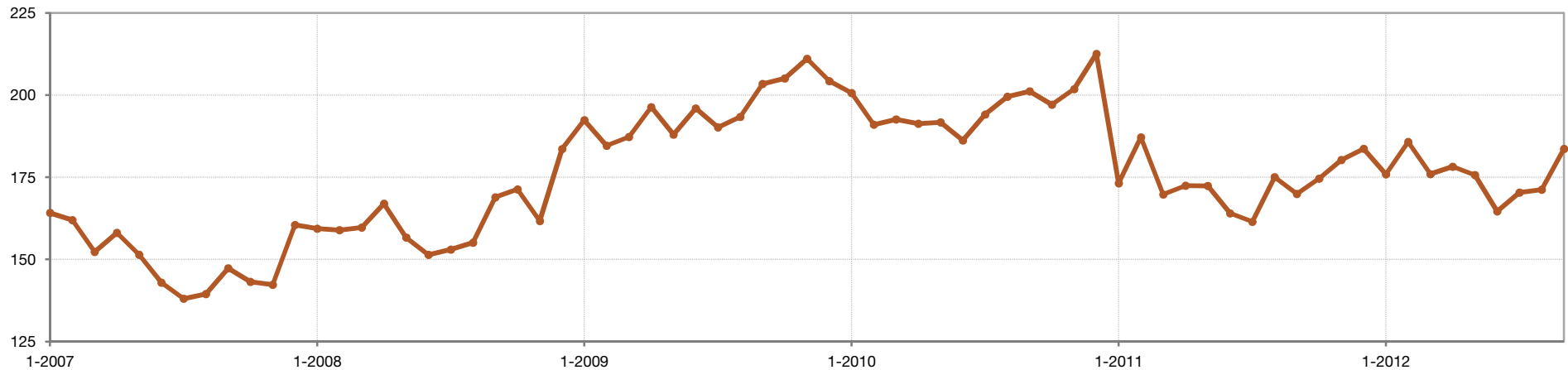


Year To Date



Month	Prior Year	Current Year	+ / -
October	197	175	-11.4%
November	202	180	-10.7%
December	213	184	-13.6%
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.6%
April	172	178	+3.3%
May	172	176	+1.9%
June	164	165	+0.4%
July	161	170	+5.5%
August	175	171	-2.2%
September	170	184	+8.1%
12-Month Avg	180	177	-1.2%

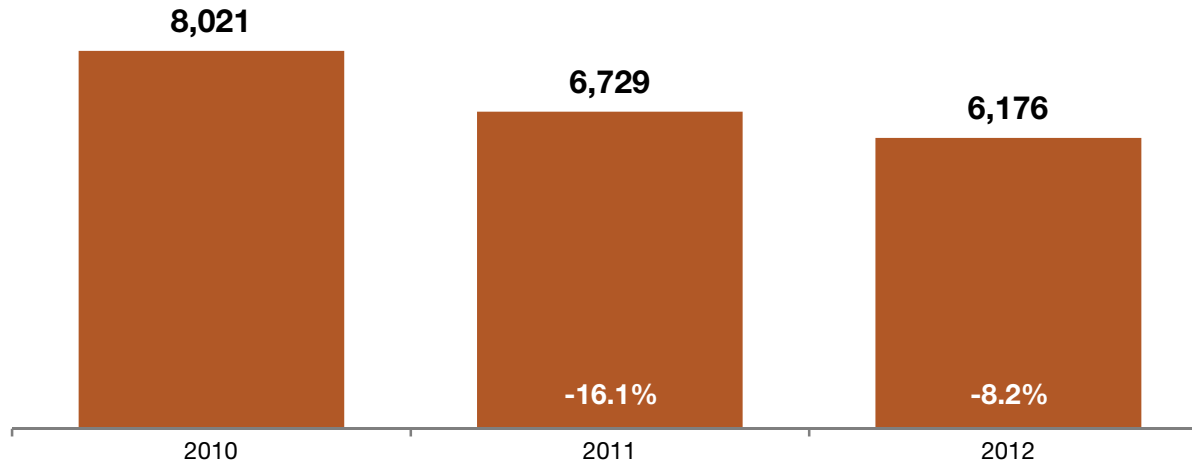
Historical Housing Affordability Index



Inventory of Homes for Sale

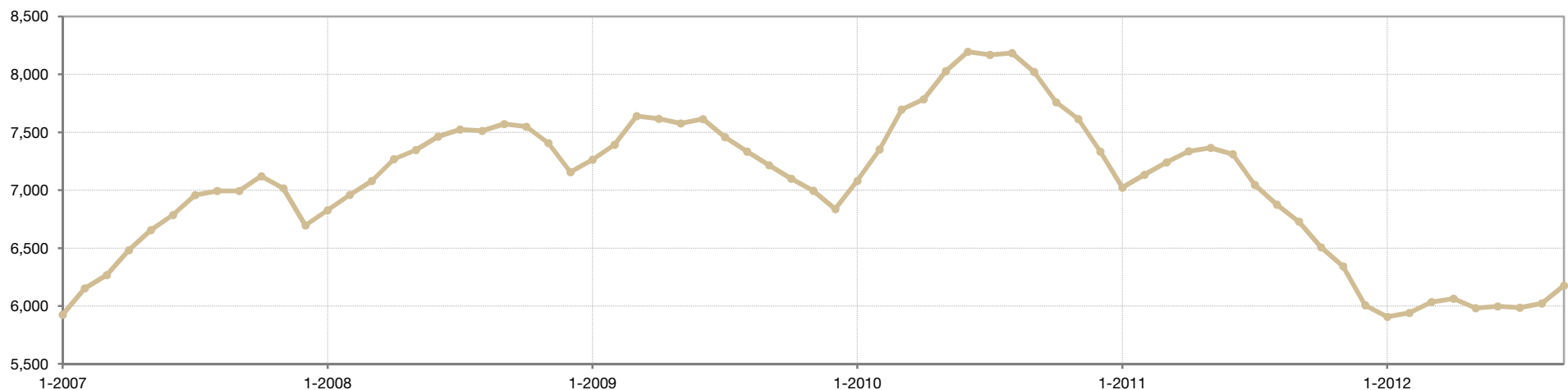
The number of properties available for sale in active status at the end of a given month.

September



Month	Prior Year	Current Year	+ / -
October	7,759	6,507	-16.1%
November	7,615	6,343	-16.7%
December	7,333	6,007	-18.1%
January	7,022	5,907	-15.9%
February	7,133	5,941	-16.7%
March	7,240	6,035	-16.6%
April	7,336	6,064	-17.3%
May	7,366	5,982	-18.8%
June	7,311	5,997	-18.0%
July	7,046	5,986	-15.0%
August	6,875	6,023	-12.4%
September	6,729	6,176	-8.2%
12-Month Avg	7,230	6,081	-15.9%

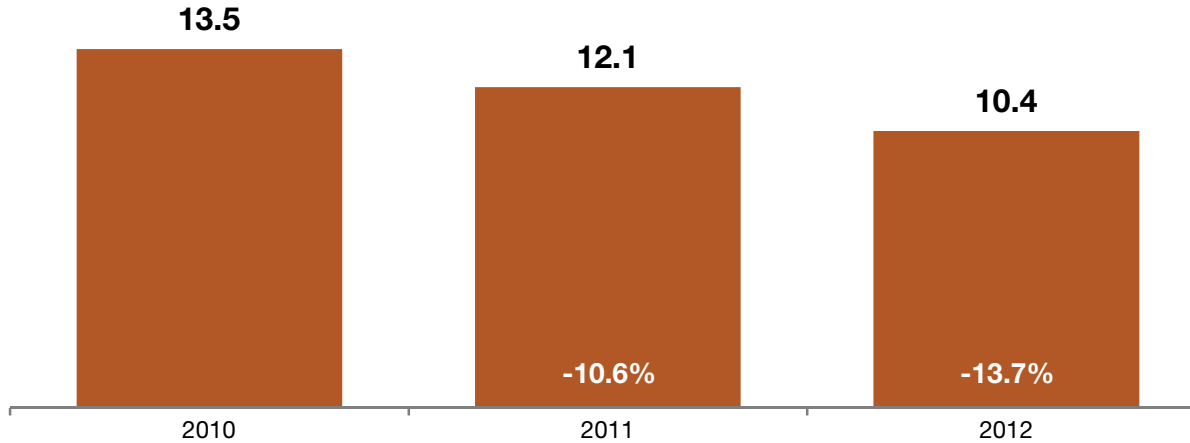
Historical Inventory of Homes for Sale



Months Supply of Inventory

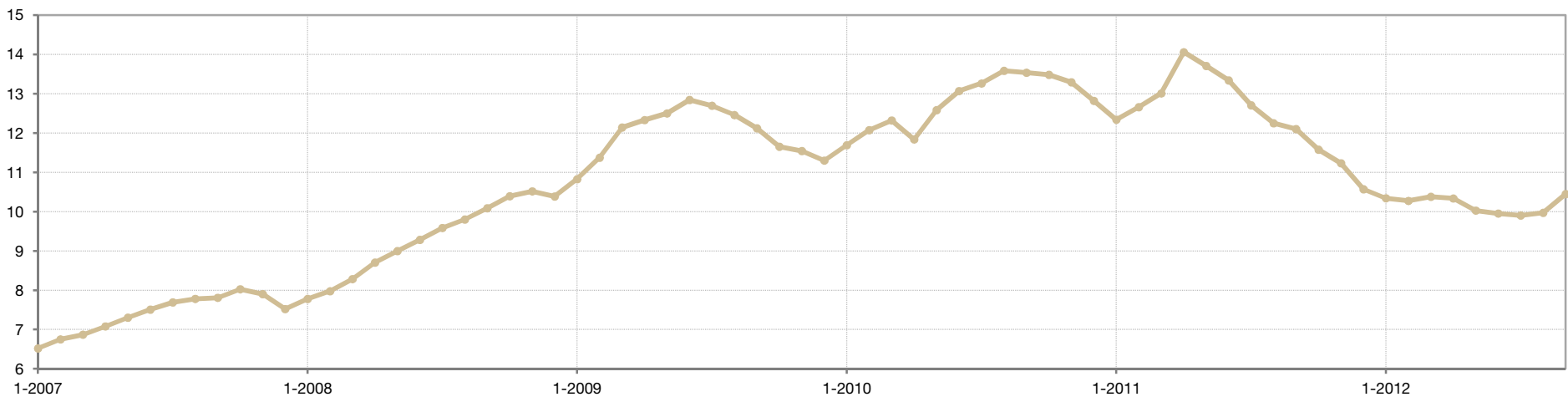
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Month	Prior Year	Current Year	+ / -
October	13.5	11.6	-14.1%
November	13.3	11.2	-15.5%
December	12.8	10.6	-17.5%
January	12.3	10.3	-16.2%
February	12.7	10.3	-18.8%
March	13.0	10.4	-20.2%
April	14.1	10.3	-26.5%
May	13.7	10.0	-26.8%
June	13.3	10.0	-25.4%
July	12.7	9.9	-22.1%
August	12.2	10.0	-18.6%
September	12.1	10.4	-13.7%
12-Month Avg	13.0	10.4	-19.7%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



October 2012

It's been a giant year for the housing market – and for sports teams named Giants. As we round out the remaining two months of the year, let's recap. Most markets shed listings, resulting from strong sales and sluggish seller activity. There has been a general easing of foreclosures and short sales, meaning distressed listings are dragging prices down less than in recent years. So it's both about market fundamentals and market composition.

New Listings in the Greater Greenville region increased 0.6 percent to 1,071. Pending Sales were down 21.4 percent to 407. Inventory levels shrank 8.0 percent to 5,988 units.

Prices were fairly stable. The Median Sales Price increased 0.3 percent to \$144,000. Days on Market was down 6.0 percent to 100 days. Absorption rates improved as Months Supply of Inventory was down 14.4 percent to 9.9 months.

The economy is growing but at a glacial pace, and economic growth in 2013 is expected to outpace 2012. Mortgage rates are expected to remain near historic lows through 2015, rents are expected to rise due to low vacancy, and financial situations in Europe, China and elsewhere, believe it or not, have an effect on your local housing market.

Quick Facts

+ 35.0%

Change in
Closed Sales

+ 0.3%

Change in
Median Sales Price

- 8.0%

Change in
Inventory

Market Overview	2
New Listings	3
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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

Click on desired metric to jump to that page.

Market Overview

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

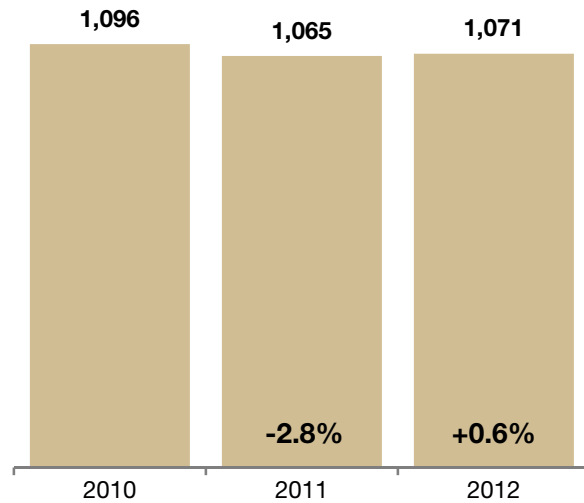


Key Metrics	Historical Sparklines	10-2011	10-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		1,065	1,071	+ 0.6%	12,027	11,909	- 1.0%
Pending Sales		518	407	- 21.4%	5,936	6,365	+ 7.2%
Closed Sales		489	660	+ 35.0%	5,673	6,378	+ 12.4%
Days on Market Until Sale		106	100	- 6.0%	113	102	- 9.8%
Median Sales Price		\$143,610	\$144,000	+ 0.3%	\$140,000	\$148,000	+ 5.7%
Average Sales Price		\$164,667	\$178,019	+ 8.1%	\$170,828	\$177,430	+ 3.9%
Percent of List Price Received		94.6%	95.2%	+ 0.6%	94.6%	95.3%	+ 0.8%
Housing Affordability Index		175	185	+ 5.7%	178	181	+ 1.5%
Inventory of Homes for Sale		6,510	5,988	- 8.0%	--	--	--
Months Supply of Homes for Sale		11.6	9.9	- 14.4%	--	--	--

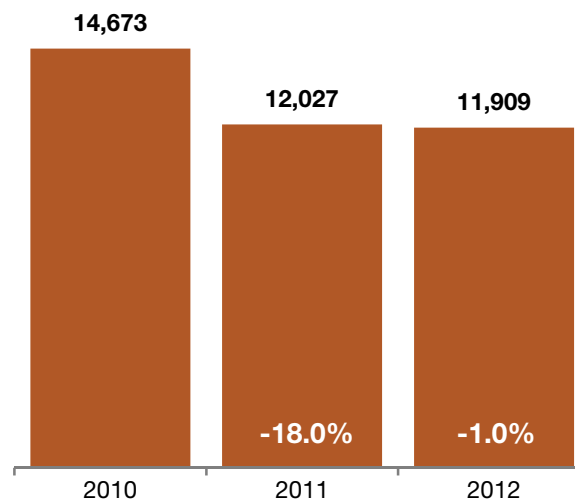
New Listings

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

October

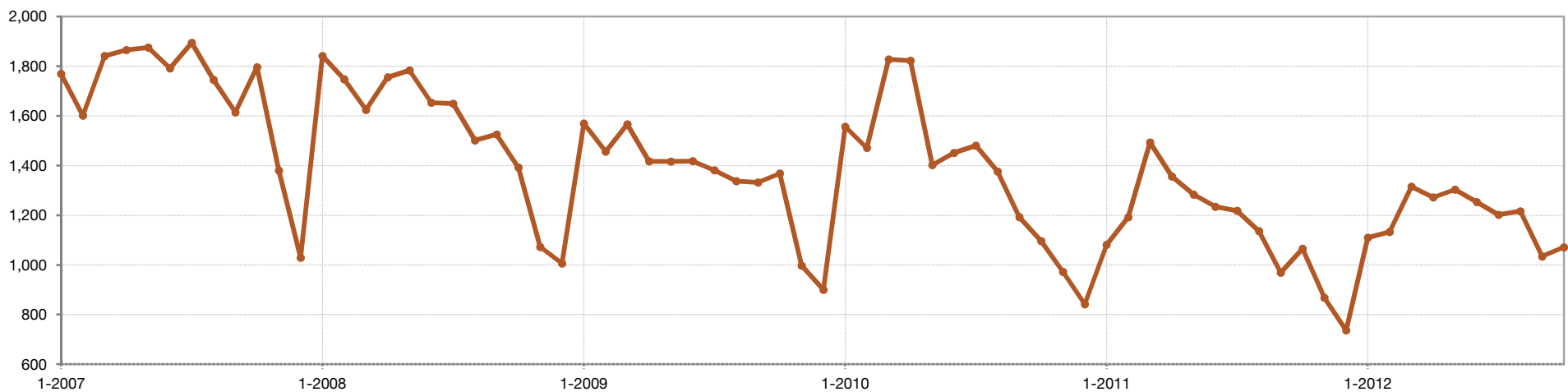


Year To Date



Month	Prior Year	Current Year	+ / -
November	972	868	-10.7%
December	842	737	-12.5%
January	1,081	1,110	+2.7%
February	1,192	1,133	-4.9%
March	1,493	1,315	-11.9%
April	1,356	1,272	-6.2%
May	1,283	1,303	+1.6%
June	1,234	1,253	+1.5%
July	1,218	1,202	-1.3%
August	1,136	1,216	+7.0%
September	969	1,034	+6.7%
October	1,065	1,071	+0.6%
12-Month Avg	1,153	1,126	-2.4%

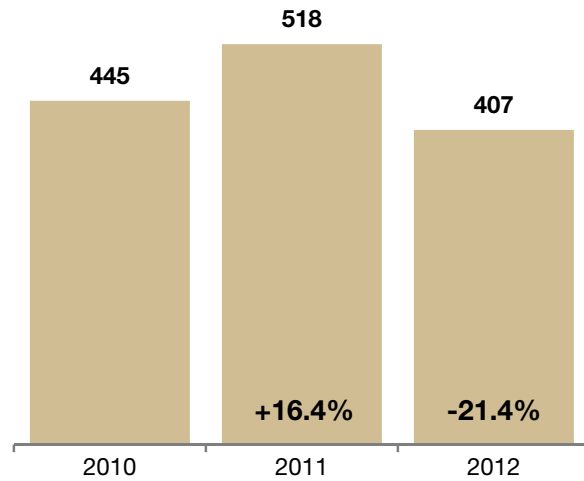
Historical New Listing Activity



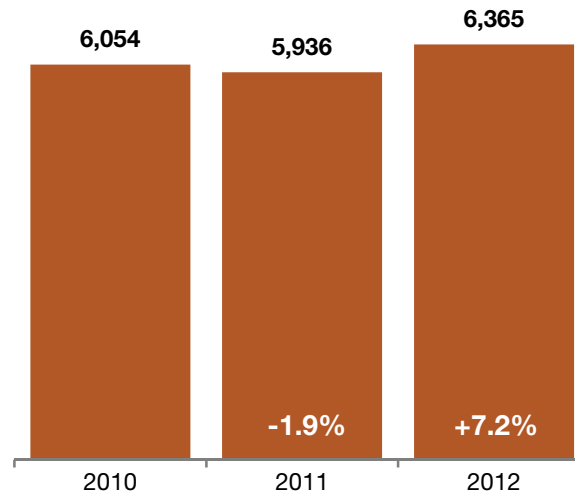
Pending Sales

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

October

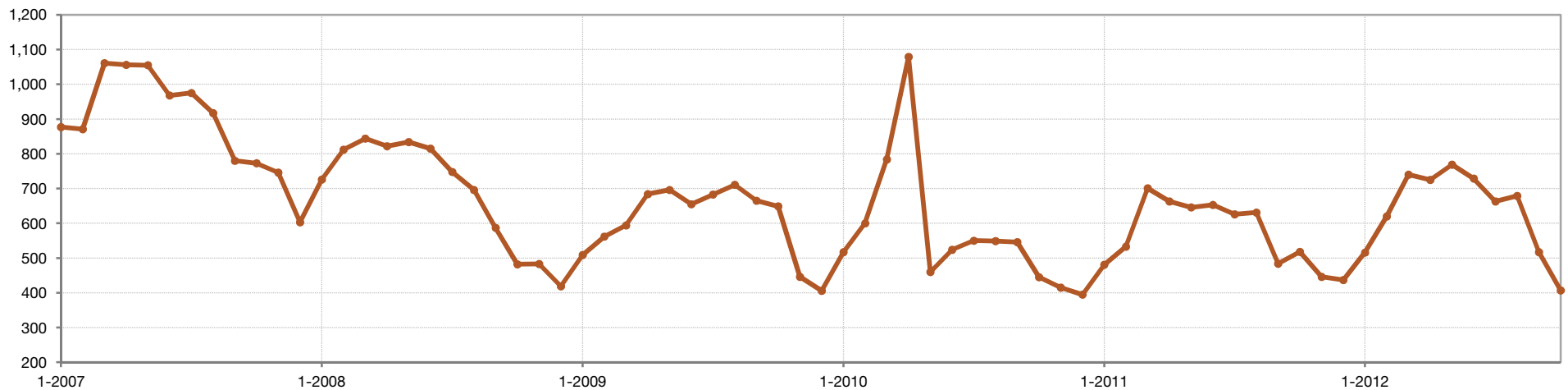


Year To Date



Month	Prior Year	Current Year	+ / -
November	415	446	+7.5%
December	395	437	+10.6%
January	481	516	+7.3%
February	533	620	+16.3%
March	701	740	+5.6%
April	663	725	+9.4%
May	646	769	+19.0%
June	653	729	+11.6%
July	626	663	+5.9%
August	631	679	+7.6%
September	484	517	+6.8%
October	518	407	-21.4%
12-Month Avg	562	604	+7.4%

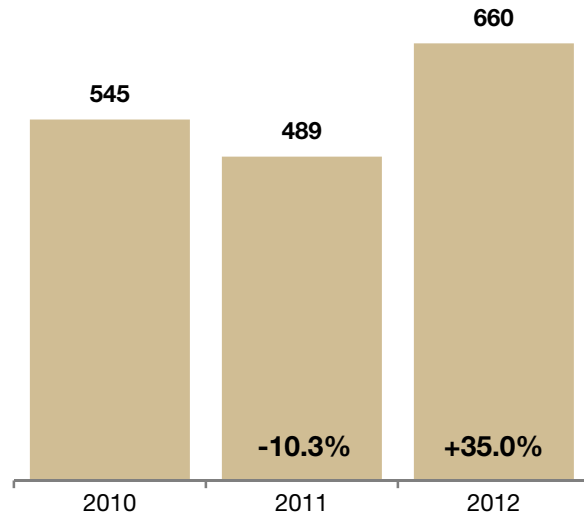
Historical Pending Sales Activity



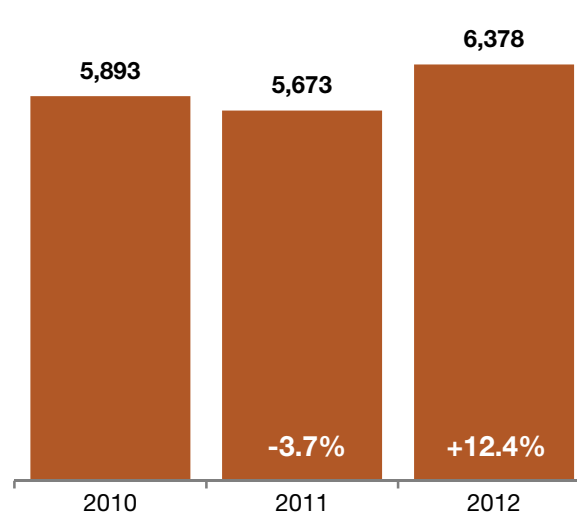
Closed Sales

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

October

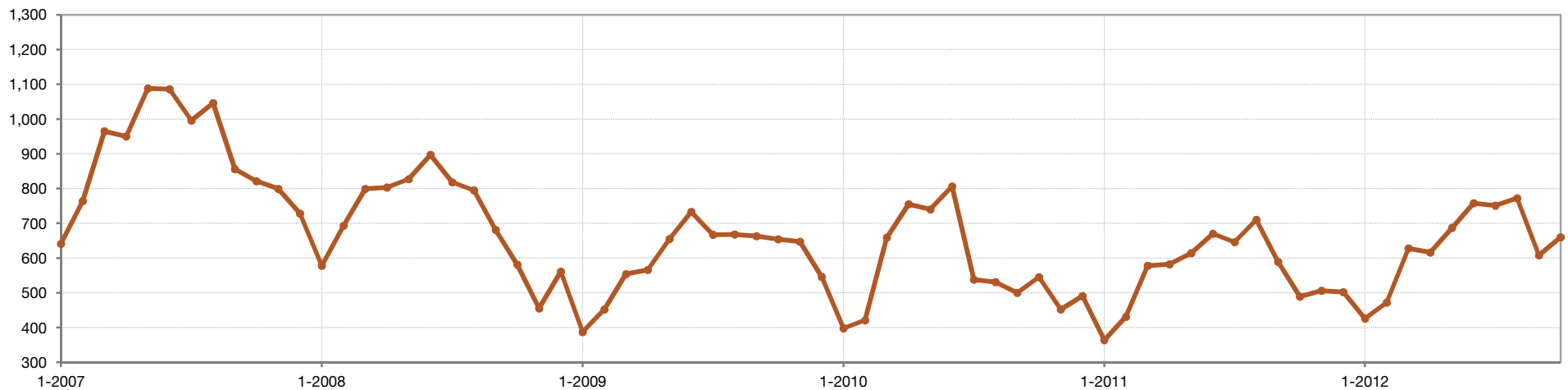


Year To Date



Month	Prior Year	Current Year	+ / -
November	452	506	+11.9%
December	491	502	+2.2%
January	364	426	+17.0%
February	431	472	+9.5%
March	578	628	+8.7%
April	582	616	+5.8%
May	614	687	+11.9%
June	670	758	+13.1%
July	646	751	+16.3%
August	710	772	+8.7%
September	589	608	+3.2%
October	489	660	+35.0%
12-Month Avg	551	616	+11.6%

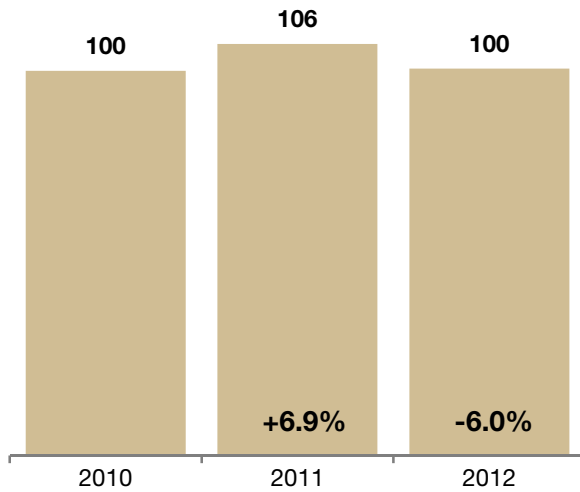
Historical Closed Sales Activity



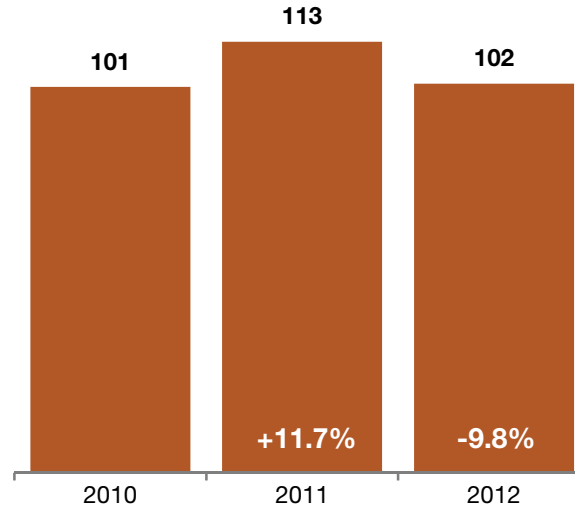
Days on Market Until Sale

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

October

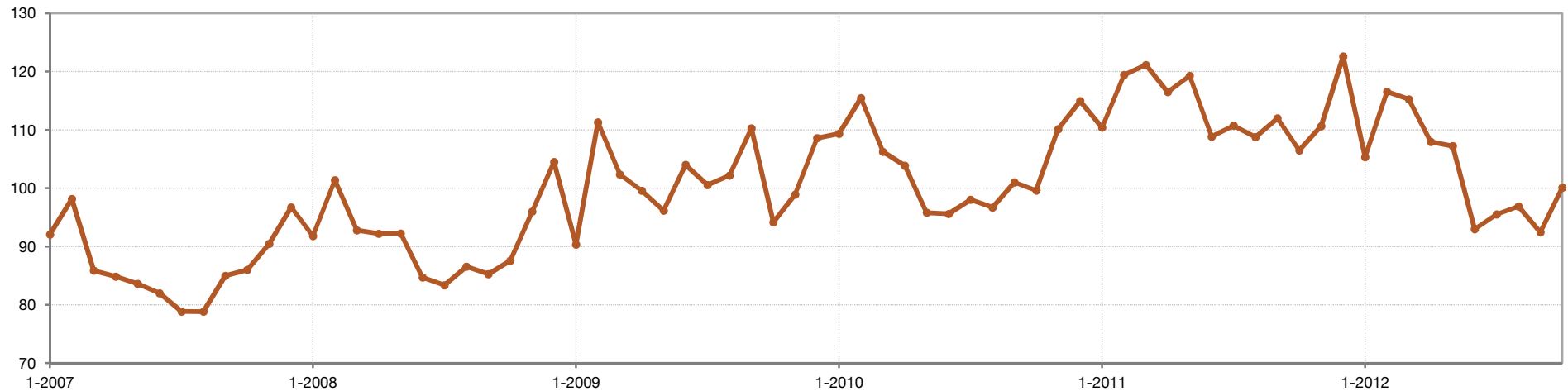


Year To Date



Month	Prior Year	Current Year	+ / -
November	110	111	+0.5%
December	115	123	+6.7%
January	110	105	-4.6%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.1%
June	109	93	-14.6%
July	111	95	-13.8%
August	109	97	-10.9%
September	112	92	-17.4%
October	106	100	-6.0%
12-Month Avg	113	104	-8.0%

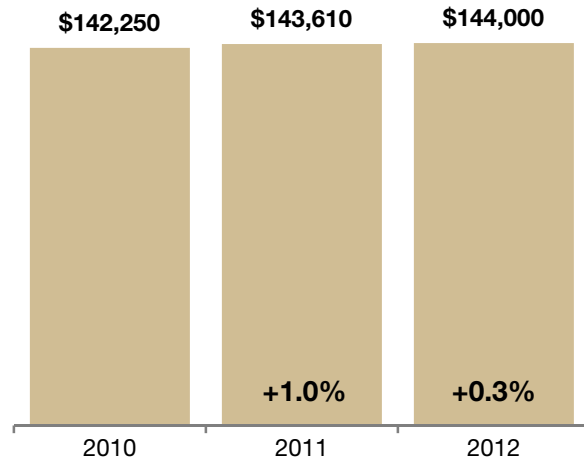
Historical Days on Market Until Sale



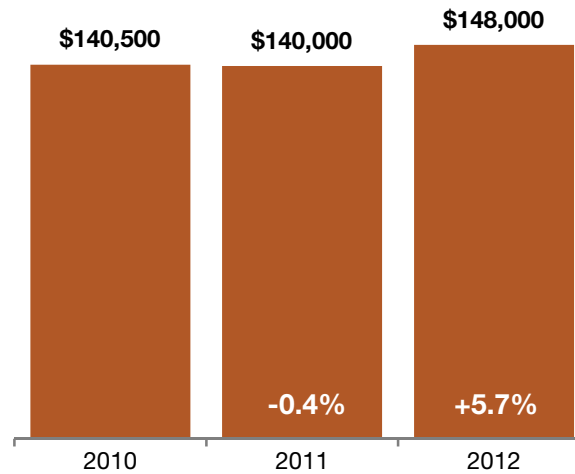
Median Sales Price

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

October

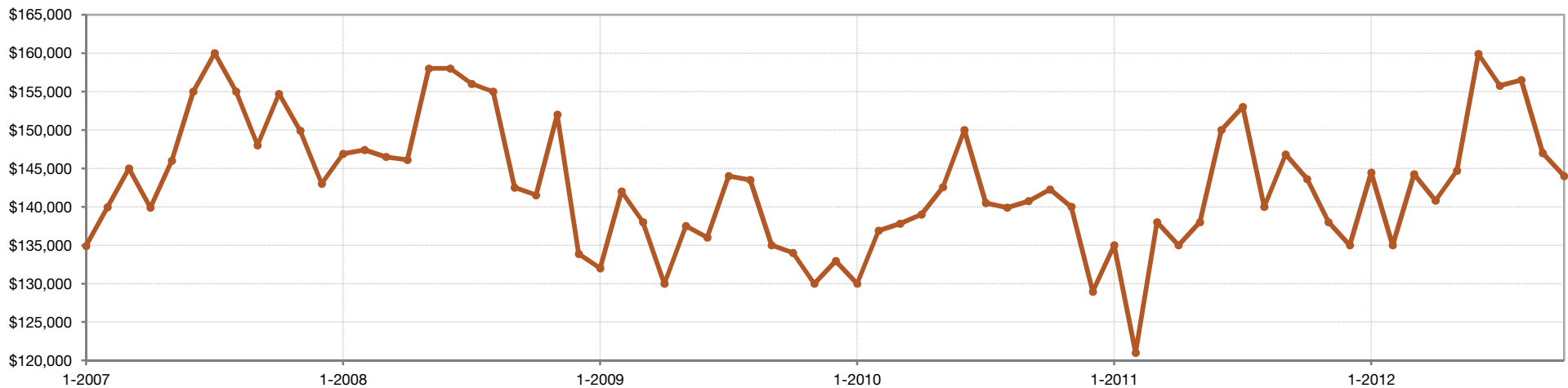


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,450	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,250	+4.5%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$144,700	+4.9%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$155,758	+1.8%
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$144,000	+0.3%
12-Month Med	\$140,000	\$146,500	+4.6%

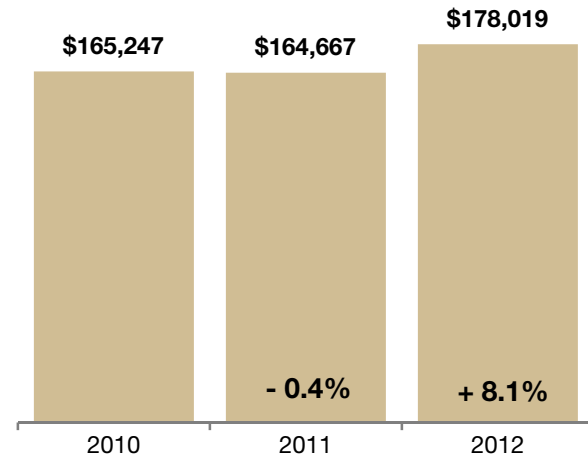
Historical Median Sales Price



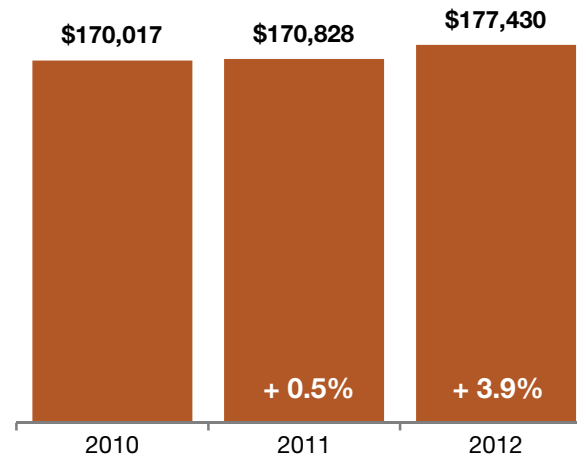
Average Sales Price

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

October

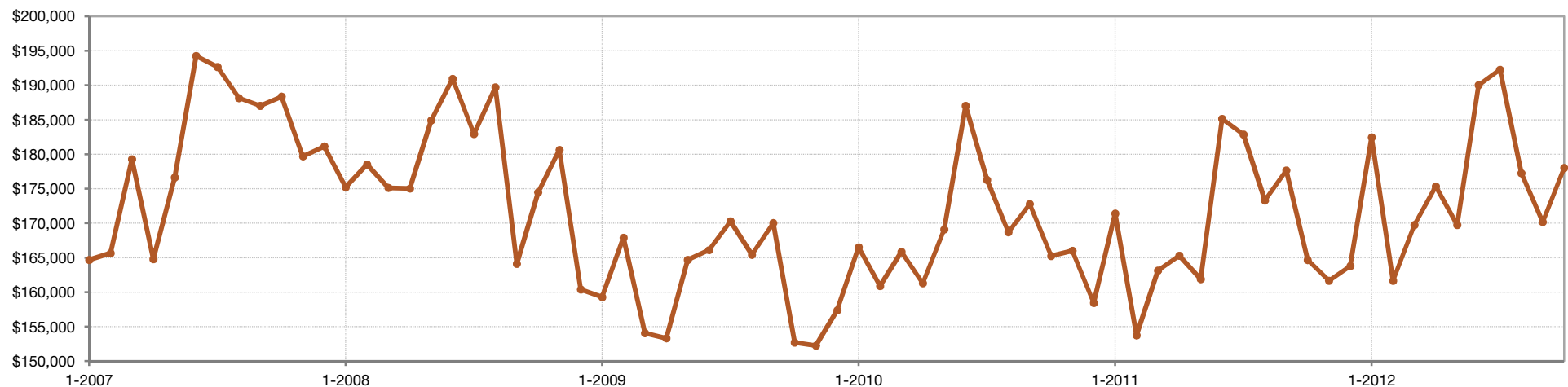


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$166,013	\$161,660	-2.6%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$182,454	+6.4%
February	\$153,742	\$161,661	+5.2%
March	\$163,139	\$169,742	+4.0%
April	\$165,285	\$175,329	+6.1%
May	\$161,898	\$169,745	+4.8%
June	\$185,146	\$190,025	+2.6%
July	\$182,862	\$192,265	+5.1%
August	\$173,305	\$177,257	+2.3%
September	\$177,658	\$170,183	-4.2%
October	\$164,667	\$178,019	+8.1%
12-Month Avg	\$169,585	\$175,441	+3.5%

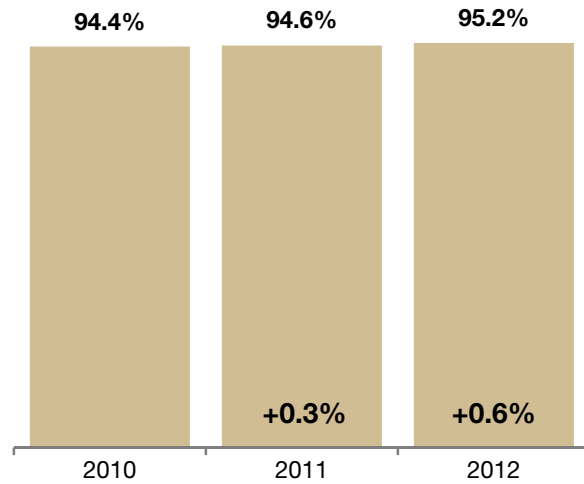
Historical Average Sales Price



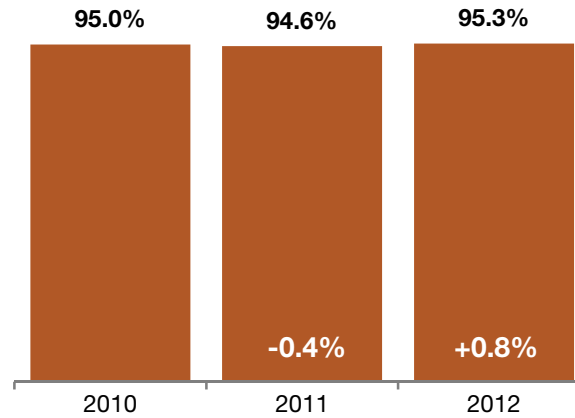
Percent of List Price Received

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

October

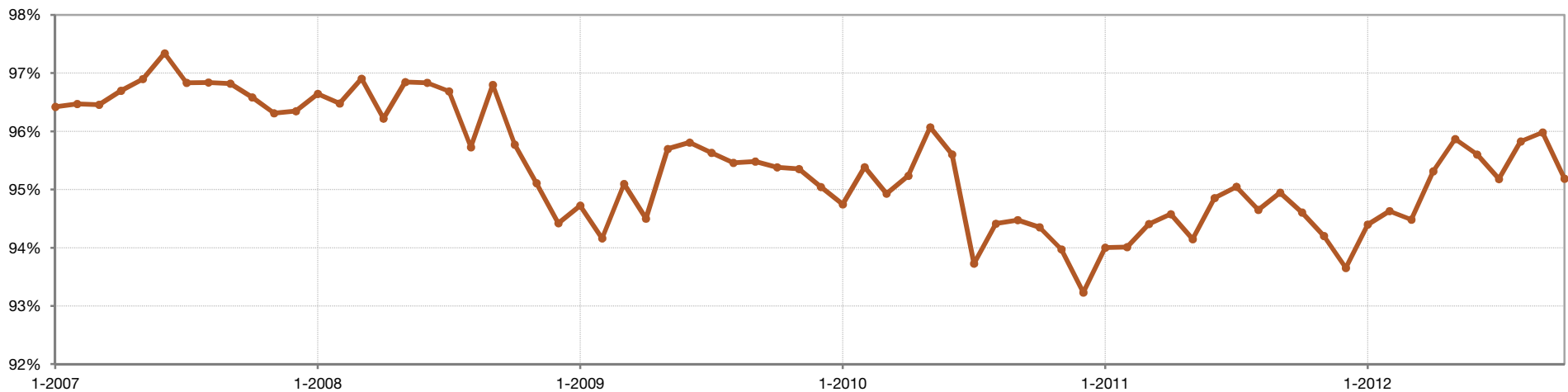


Year To Date



Month	Prior Year	Current Year	+ / -
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.6%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.9%	+1.8%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.8%	+1.2%
September	94.9%	96.0%	+1.1%
October	94.6%	95.2%	+0.6%
12-Month Avg	94.4%	95.1%	+0.7%

Historical Percent of List Price Received

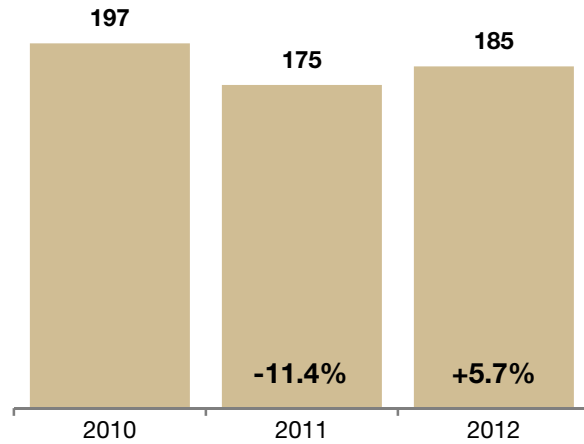


Housing Affordability Index

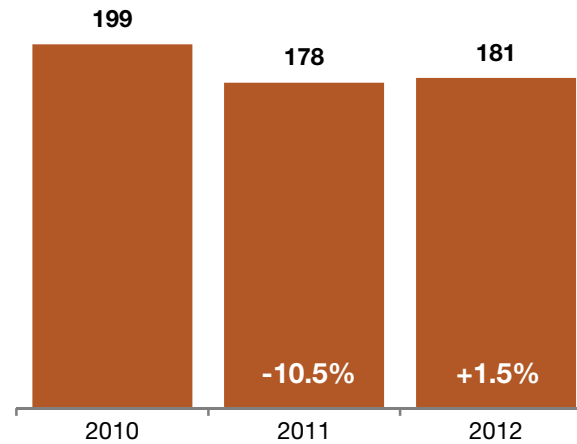
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

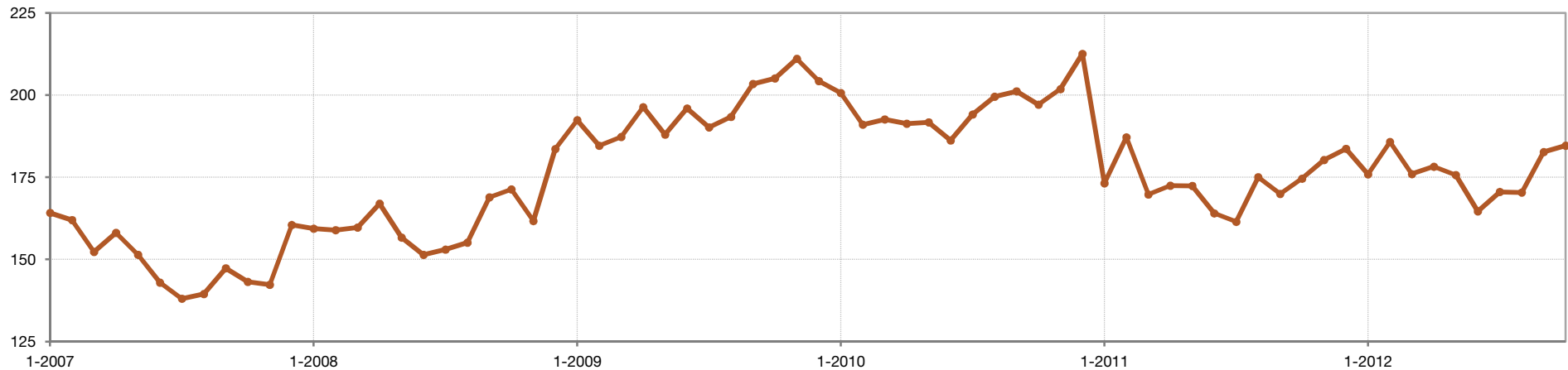


Year To Date



Month	Prior Year	Current Year	+ / -
November	202	180	-10.7%
December	213	184	-13.6%
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.6%
April	172	178	+3.3%
May	172	176	+1.9%
June	164	165	+0.4%
July	161	171	+5.6%
August	175	170	-2.7%
September	170	183	+7.5%
October	175	185	+5.7%
12-Month Avg	178	177	+0.2%

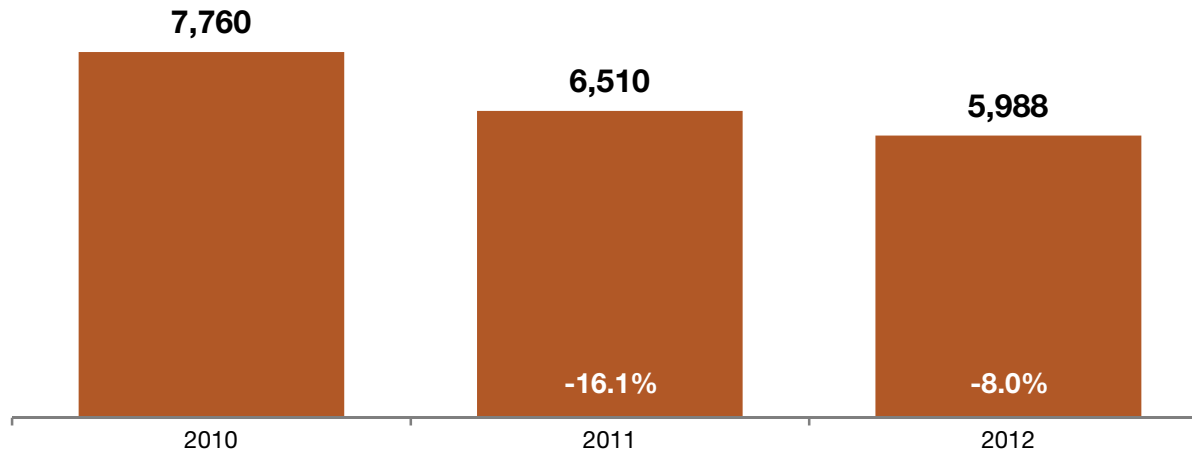
Historical Housing Affordability Index



Inventory of Homes for Sale

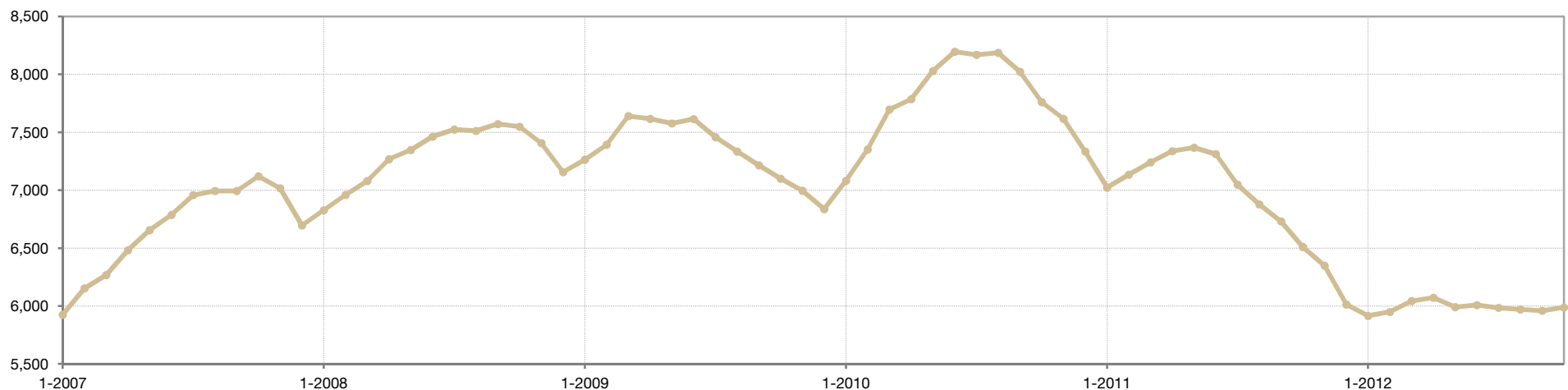
The number of properties available for sale in active status at the end of a given month.

October



Month	Prior Year	Current Year	+ / -
November	7,616	6,348	-16.6%
December	7,334	6,013	-18.0%
January	7,023	5,915	-15.8%
February	7,134	5,949	-16.6%
March	7,241	6,043	-16.5%
April	7,337	6,072	-17.2%
May	7,367	5,991	-18.7%
June	7,312	6,008	-17.8%
July	7,048	5,985	-15.1%
August	6,877	5,971	-13.2%
September	6,731	5,960	-11.5%
October	6,510	5,988	-8.0%
12-Month Avg	7,128	6,020	-15.5%

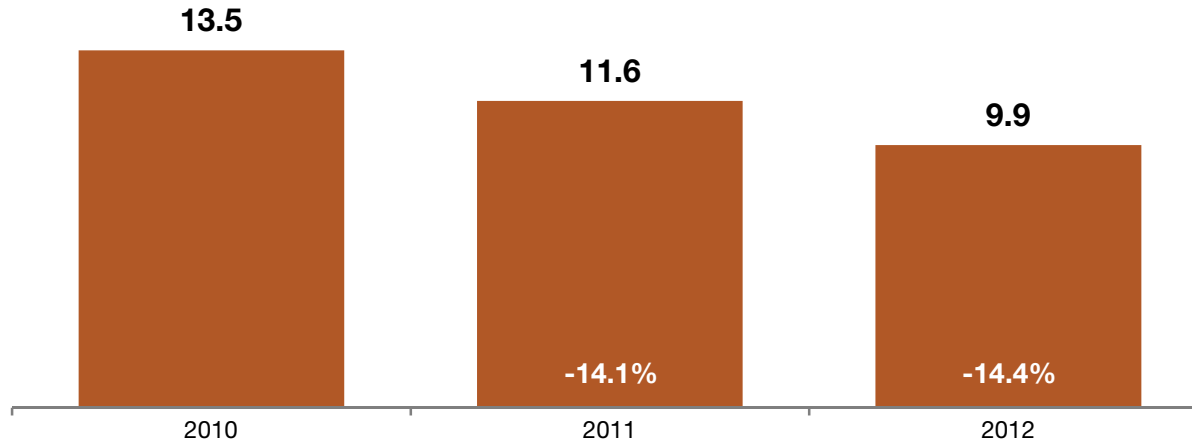
Historical Inventory of Homes for Sale



Months Supply of Inventory

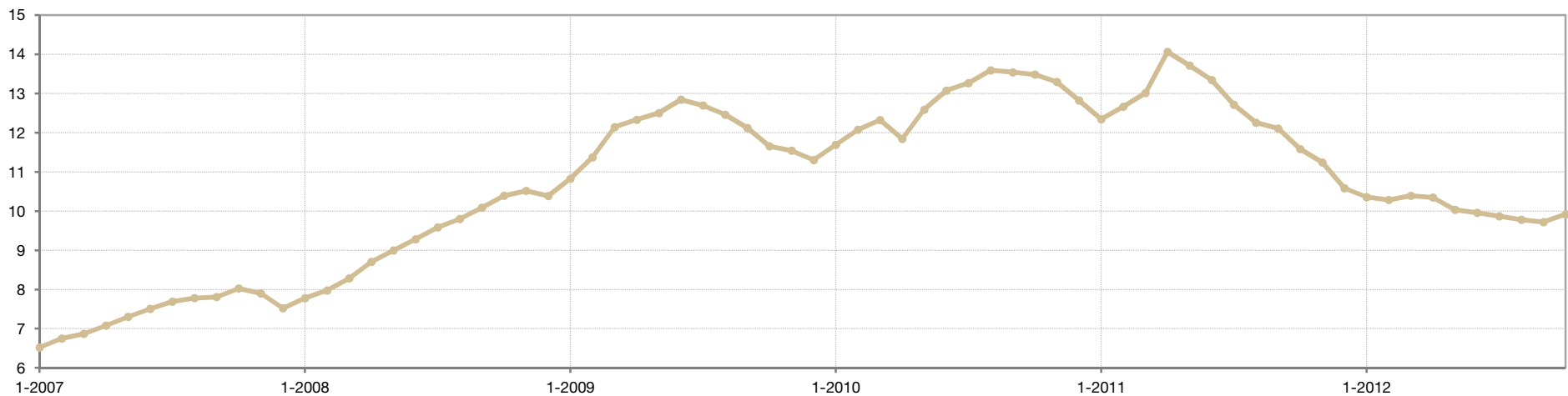
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Month	Prior Year	Current Year	+ / -
November	13.3	11.2	-15.4%
December	12.8	10.6	-17.5%
January	12.3	10.4	-16.1%
February	12.7	10.3	-18.8%
March	13.0	10.4	-20.2%
April	14.1	10.3	-26.4%
May	13.7	10.0	-26.8%
June	13.3	10.0	-25.4%
July	12.7	9.9	-22.4%
August	12.3	9.8	-20.2%
September	12.1	9.7	-19.7%
October	11.6	9.9	-14.4%
12-Month Avg	12.8	10.2	-20.4%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



November 2012

This November, there was a lot to be thankful for. Home buyers were thankful for historically low mortgage rates and still-affordable prices. Sellers were thankful for increased sales, less competition and faster market times. Both parties can be thankful for the slow yet steady economic recovery. Challenges persist, to be sure, going into 2013, but there's more reason for optimism than pessimism. Here's the local scoop.

New Listings in the Greater Greenville region increased 5.4 percent to 915. Pending Sales were down 27.1 percent to 325. Inventory levels shrank 8.1 percent to 5,833 units.

Prices moved higher. The Median Sales Price increased 8.6 percent to \$149,900. Days on Market was down 8.2 percent to 102 days. Absorption rates improved as Months Supply of Inventory was down 15.9 percent to 9.5 months.

There are three primary avenues to housing recovery: better market fundamentals, improved market composition and more jobs. Many communities are enjoying better fundamentals, such as higher demand and less supply. But many areas are also experiencing a lower overall share of distressed sales activity. In the month ahead, continue to watch hiring and unemployment trends.

Quick Facts

+ 21.1%

Change in
Closed Sales

+ 8.6%

Change in
Median Sales Price

- 8.1%

Change in
Inventory

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Click on desired metric to jump to that page.

Market Overview

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

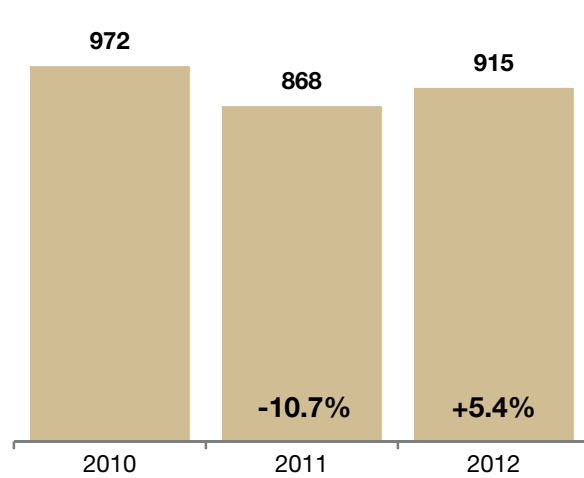


Key Metrics	Historical Sparklines	11-2011	11-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		868	915	+ 5.4%	12,897	12,850	- 0.4%
Pending Sales		446	325	- 27.1%	6,381	6,966	+ 9.2%
Closed Sales		506	613	+ 21.1%	6,181	7,009	+ 13.4%
Days on Market Until Sale		111	102	- 8.2%	113	102	- 9.7%
Median Sales Price		\$138,000	\$149,900	+ 8.6%	\$140,000	\$148,300	+ 5.9%
Average Sales Price		\$161,660	\$186,789	+ 15.5%	\$170,047	\$178,216	+ 4.8%
Percent of List Price Received		94.2%	95.5%	+ 1.4%	94.5%	95.3%	+ 0.9%
Housing Affordability Index		180	180	- 0.3%	178	181	+ 1.7%
Inventory of Homes for Sale		6,350	5,833	- 8.1%	--	--	--
Months Supply of Homes for Sale		11.2	9.5	- 15.9%	--	--	--

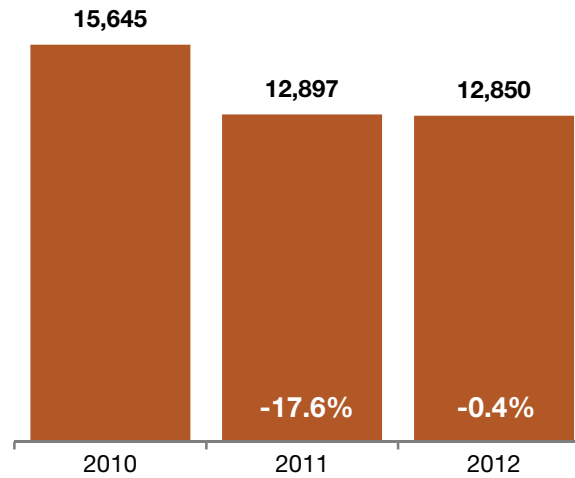
New Listings

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

November

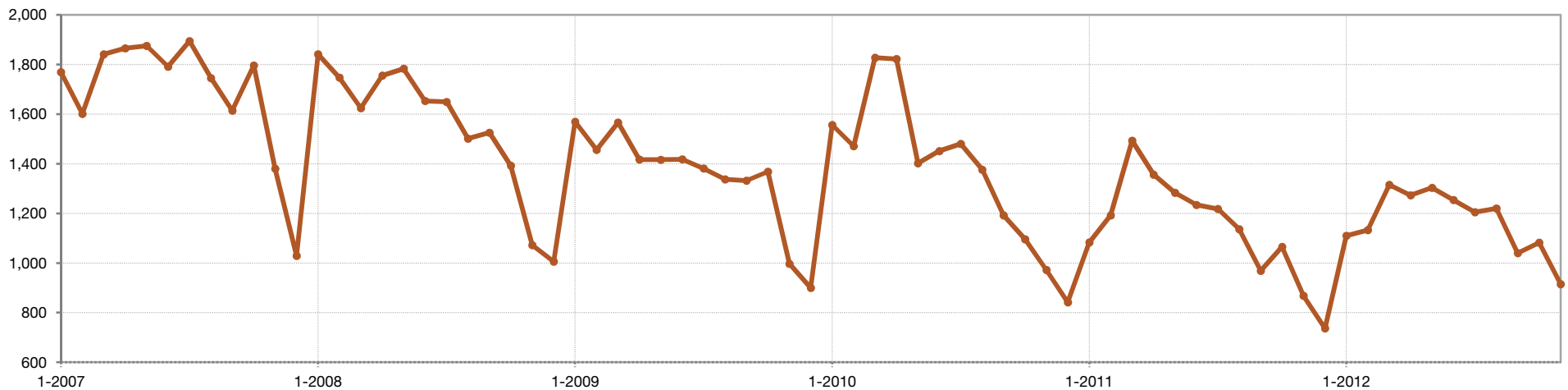


Year To Date



Month	Prior Year	Current Year	+ / -
December	842	737	-12.5%
January	1,083	1,110	+2.5%
February	1,192	1,133	-4.9%
March	1,493	1,315	-11.9%
April	1,356	1,273	-6.1%
May	1,283	1,303	+1.6%
June	1,234	1,254	+1.6%
July	1,218	1,205	-1.1%
August	1,136	1,220	+7.4%
September	969	1,040	+7.3%
October	1,065	1,082	+1.6%
November	868	915	+5.4%
12-Month Avg	1,145	1,132	-1.1%

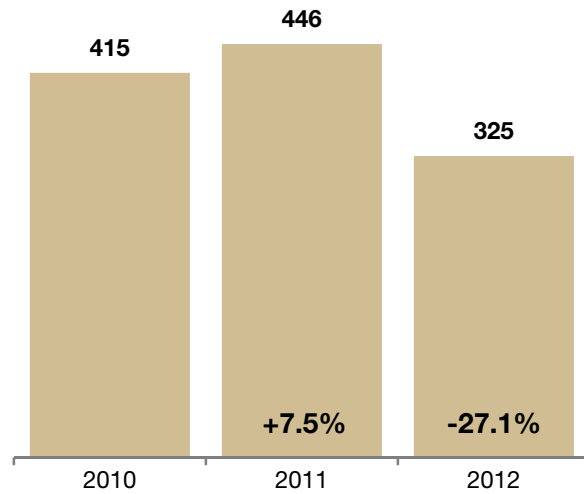
Historical New Listing Activity



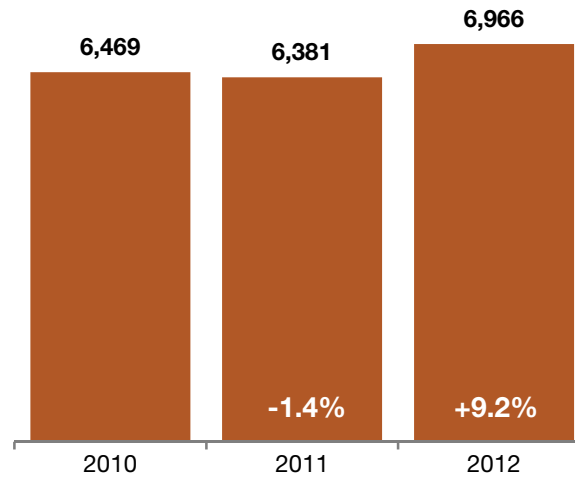
Pending Sales

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

November

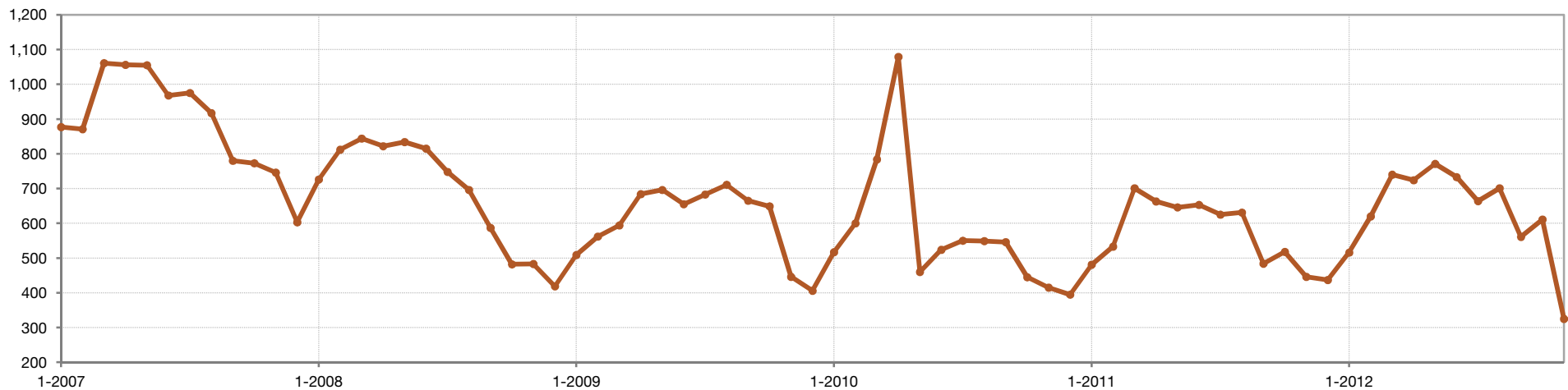


Year To Date



Month	Prior Year	Current Year	+ / -
December	395	437	+10.6%
January	481	516	+7.3%
February	533	620	+16.3%
March	701	740	+5.6%
April	663	724	+9.2%
May	646	771	+19.3%
June	653	733	+12.3%
July	625	664	+6.2%
August	631	701	+11.1%
September	484	561	+15.9%
October	518	611	+18.0%
November	446	325	-27.1%
12-Month Avg	565	617	+9.3%

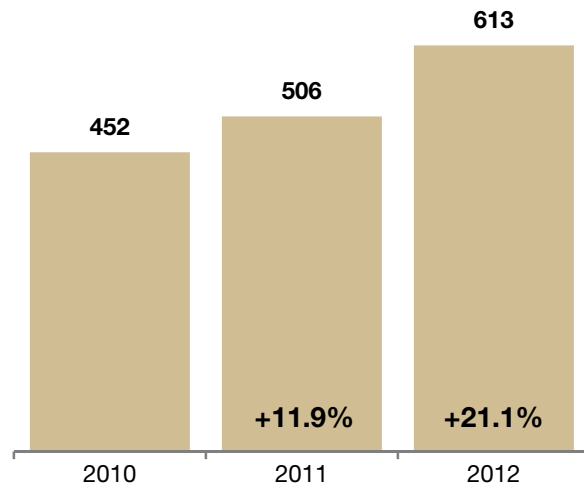
Historical Pending Sales Activity



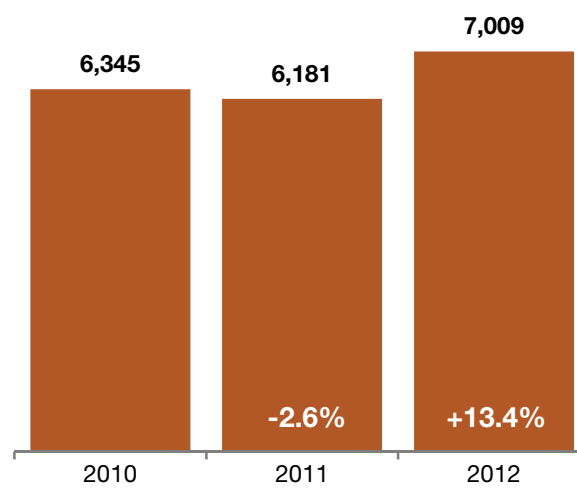
Closed Sales

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

November

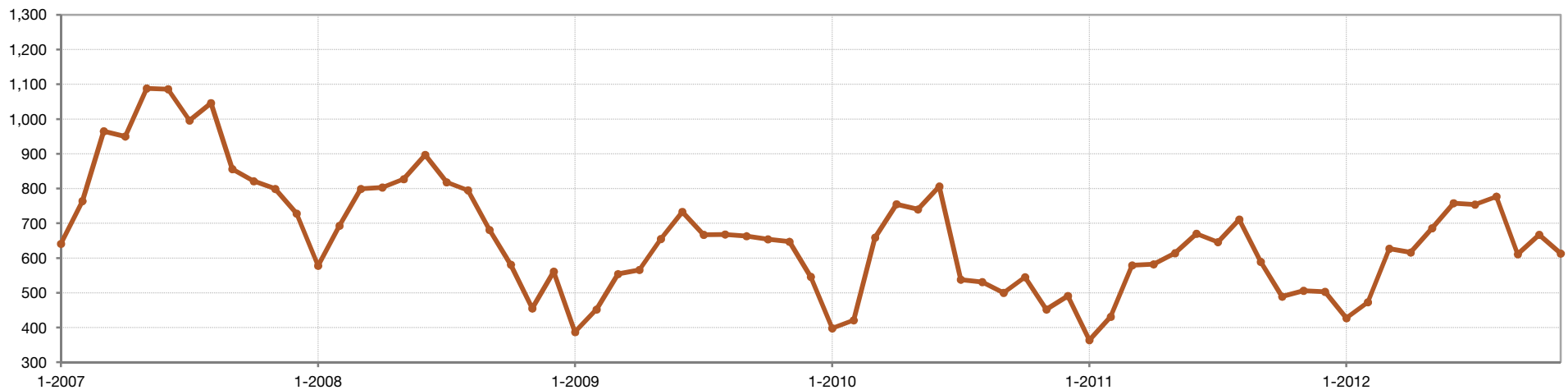


Year To Date



Month	Prior Year	Current Year	+ / -
December	491	503	+2.4%
January	364	427	+17.3%
February	431	473	+9.7%
March	579	627	+8.3%
April	582	616	+5.8%
May	614	686	+11.7%
June	670	758	+13.1%
July	646	754	+16.7%
August	711	777	+9.3%
September	589	611	+3.7%
October	489	667	+36.4%
November	506	613	+21.1%
12-Month Avg	556	626	+12.6%

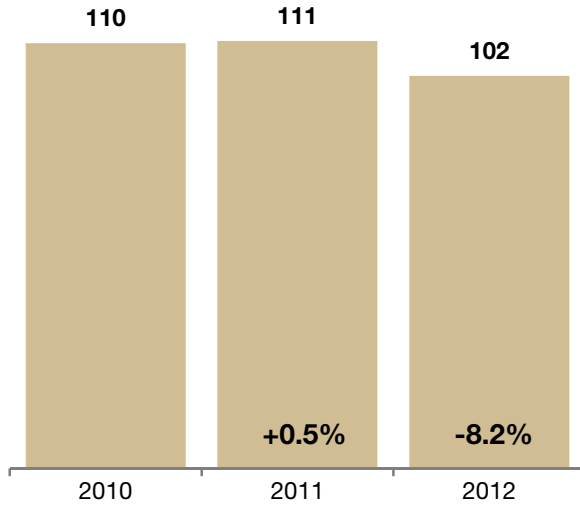
Historical Closed Sales Activity



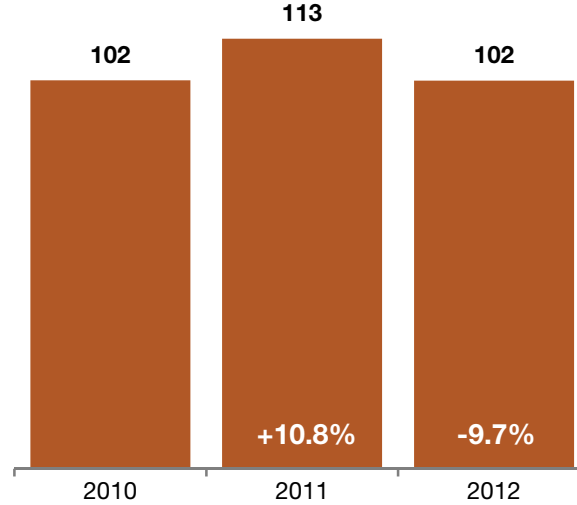
Days on Market Until Sale

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

November

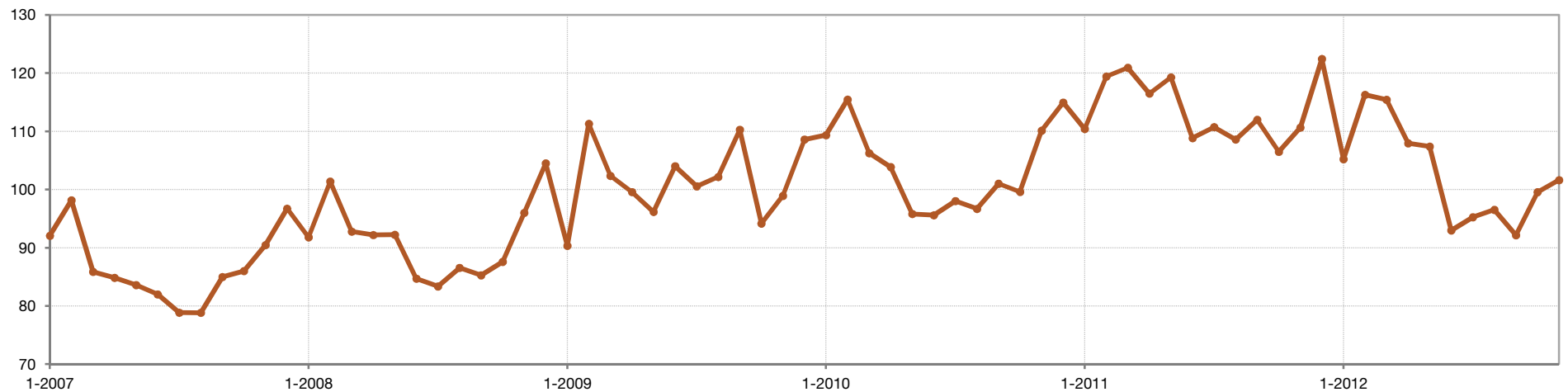


Year To Date



Month	Prior Year	Current Year	+ / -
December	115	122	+6.5%
January	110	105	-4.7%
February	119	116	-2.6%
March	121	115	-4.5%
April	116	108	-7.3%
May	119	107	-10.0%
June	109	93	-14.6%
July	111	95	-14.0%
August	109	97	-11.1%
September	112	92	-17.7%
October	106	100	-6.5%
November	111	102	-8.2%
12-Month Avg	113	103	-8.6%

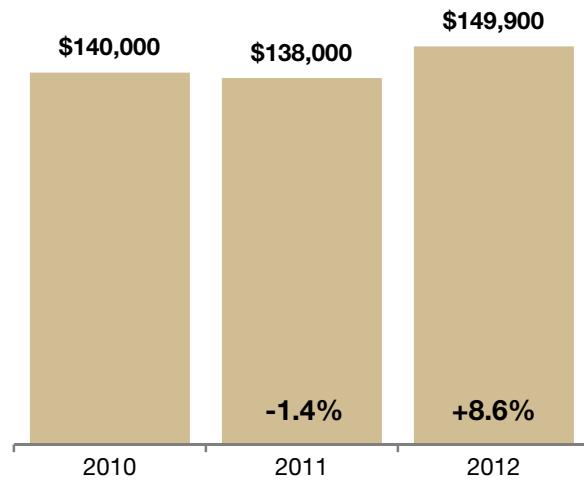
Historical Days on Market Until Sale



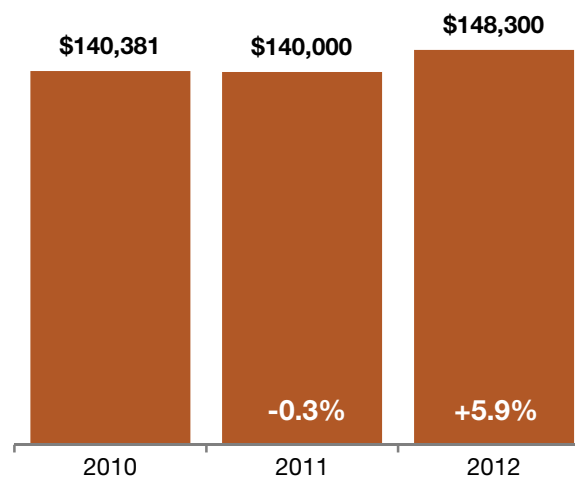
Median Sales Price

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

November

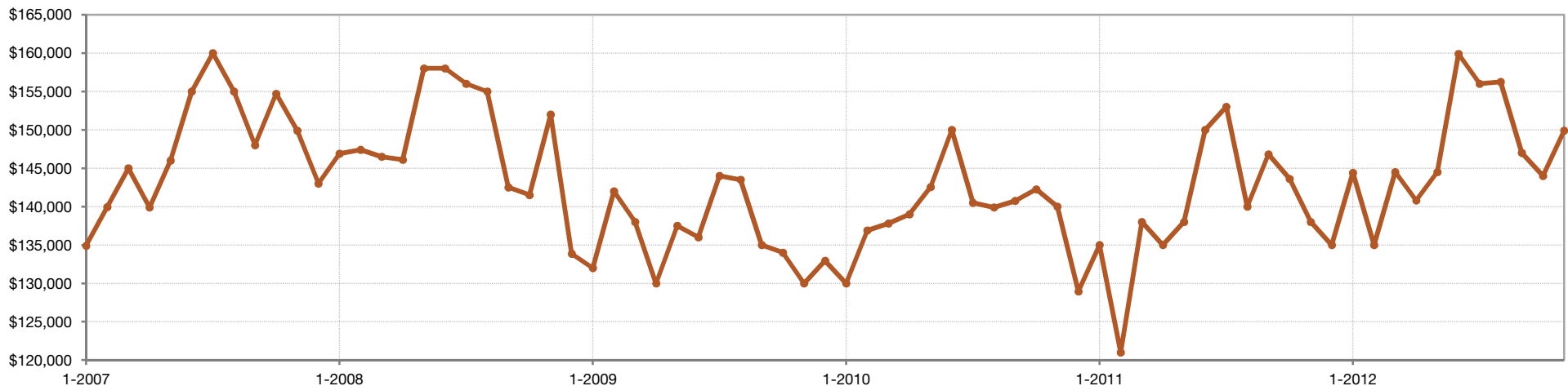


Year To Date



Month	Prior Year	Current Year	+ / -
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,400	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,500	+4.7%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$144,500	+4.7%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$156,250	+11.6%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$144,000	+0.3%
November	\$138,000	\$149,900	+8.6%
12-Month Med	\$140,000	\$147,500	+5.4%

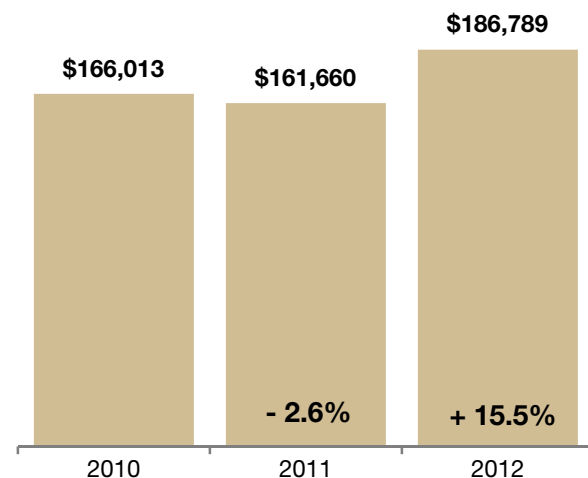
Historical Median Sales Price



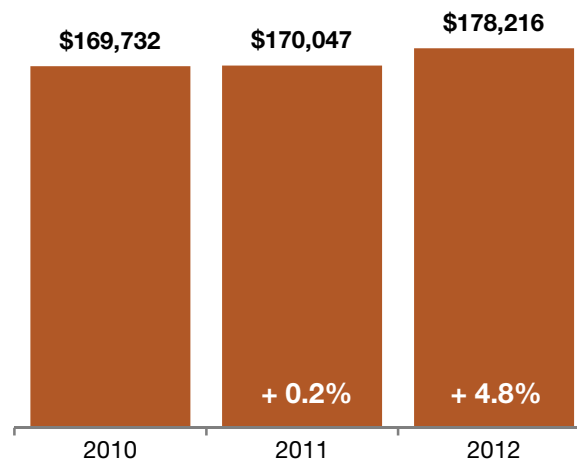
Average Sales Price

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

November

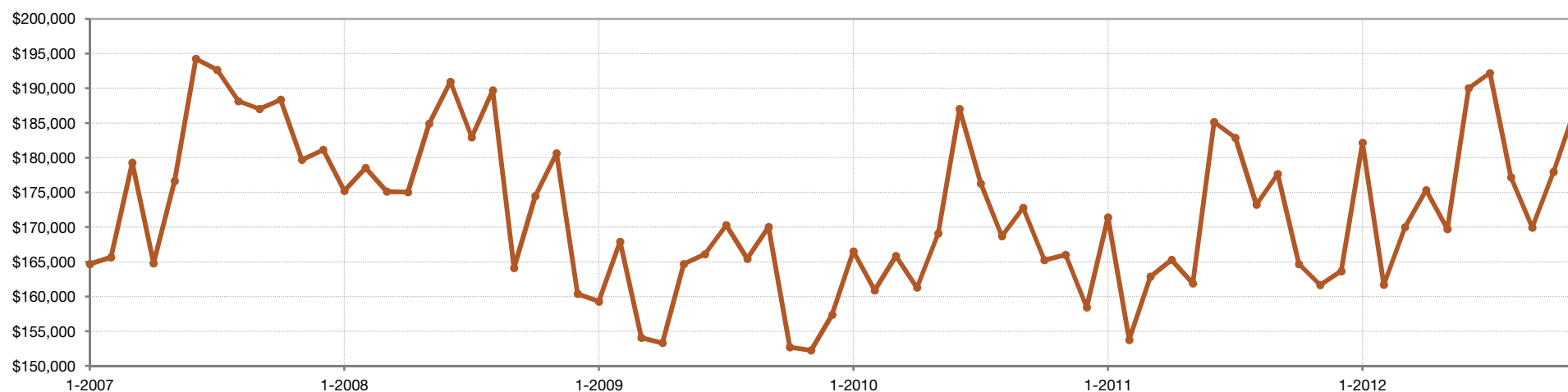


Year To Date



Month	Prior Year	Current Year	+ / -
December	\$158,445	\$163,645	+3.3%
January	\$171,403	\$182,159	+6.3%
February	\$153,742	\$161,712	+5.2%
March	\$162,869	\$169,999	+4.4%
April	\$165,285	\$175,329	+6.1%
May	\$161,898	\$169,722	+4.8%
June	\$185,146	\$190,025	+2.6%
July	\$182,862	\$192,189	+5.1%
August	\$173,233	\$177,174	+2.3%
September	\$177,658	\$169,927	-4.4%
October	\$164,667	\$177,958	+8.1%
November	\$161,660	\$186,789	+15.5%
12-Month Avg	\$169,198	\$177,247	+4.8%

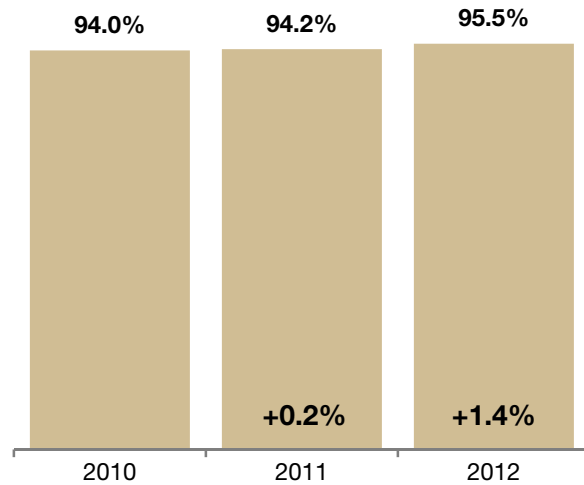
Historical Average Sales Price



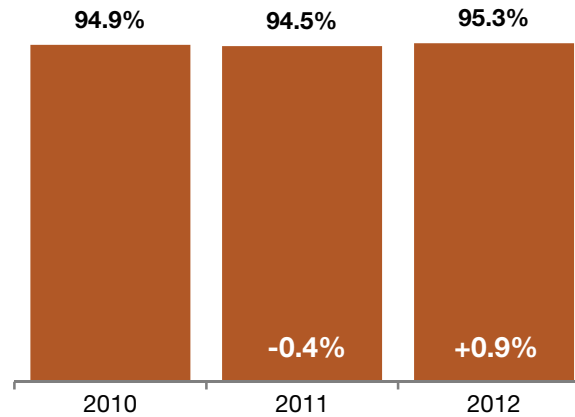
Percent of List Price Received

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

November

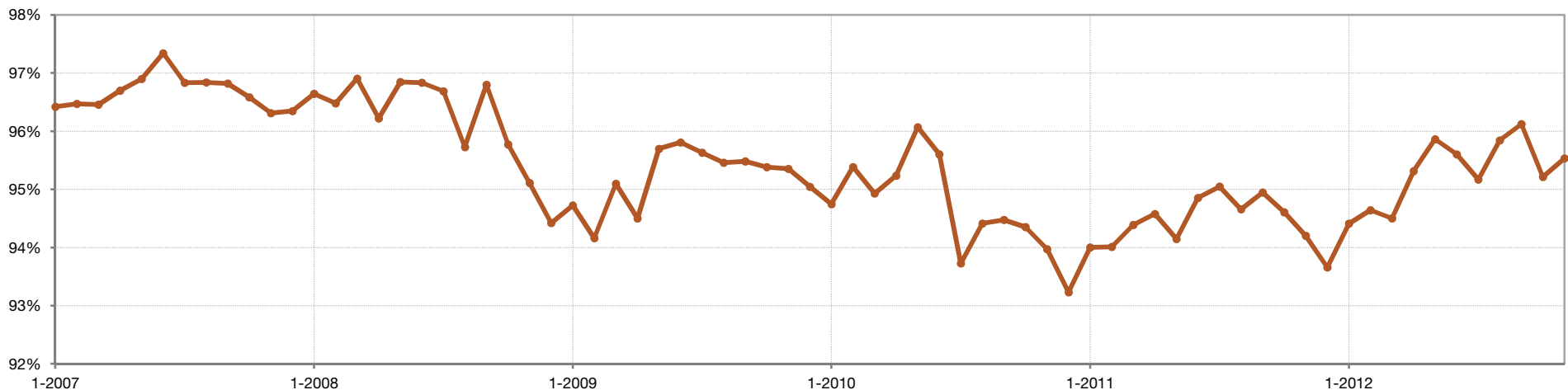


Year To Date



Month	Prior Year	Current Year	+ / -
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.6%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.9%	+1.8%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.8%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.6%
November	94.2%	95.5%	+1.4%
12-Month Avg	94.4%	95.2%	+0.8%

Historical Percent of List Price Received

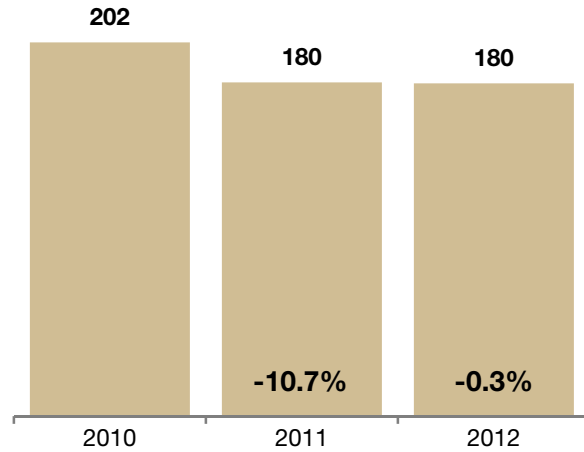


Housing Affordability Index

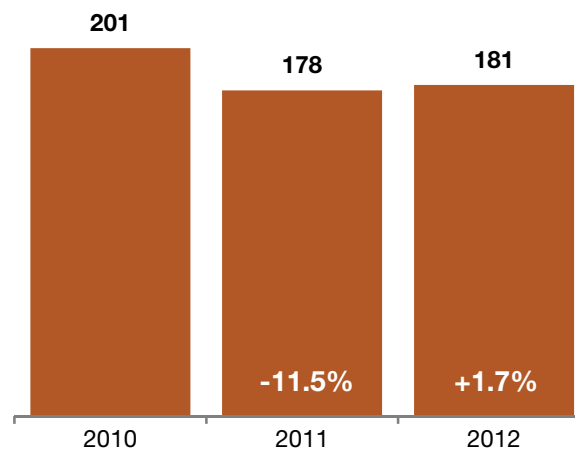
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



November

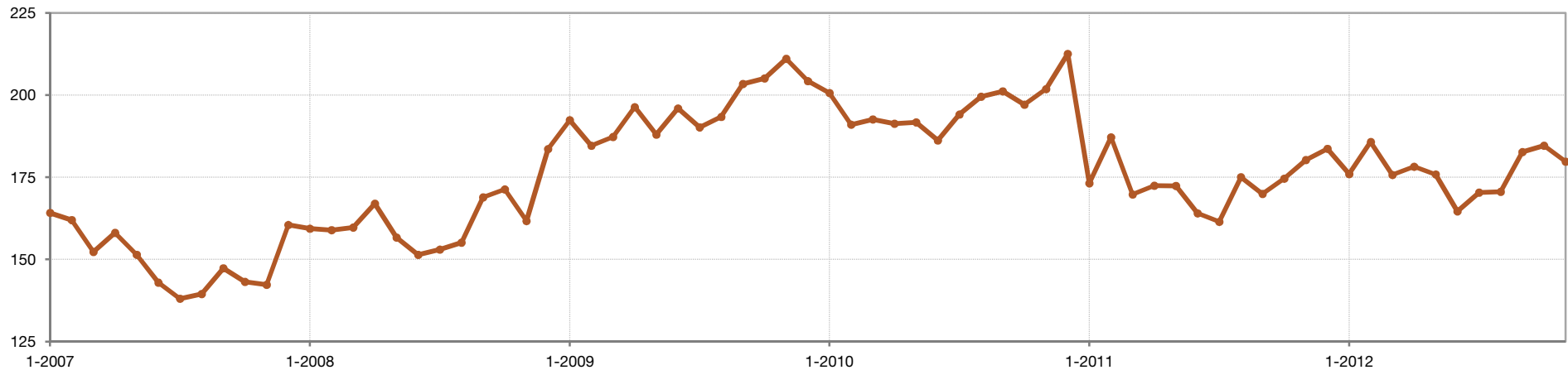


Year To Date



Month	Prior Year	Current Year	+ / -
December	213	184	-13.6%
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.5%
April	172	178	+3.3%
May	172	176	+2.0%
June	164	165	+0.4%
July	161	170	+5.5%
August	175	171	-2.5%
September	170	183	+7.5%
October	175	185	+5.7%
November	180	180	-0.3%
12-Month Avg	176	177	+1.0%

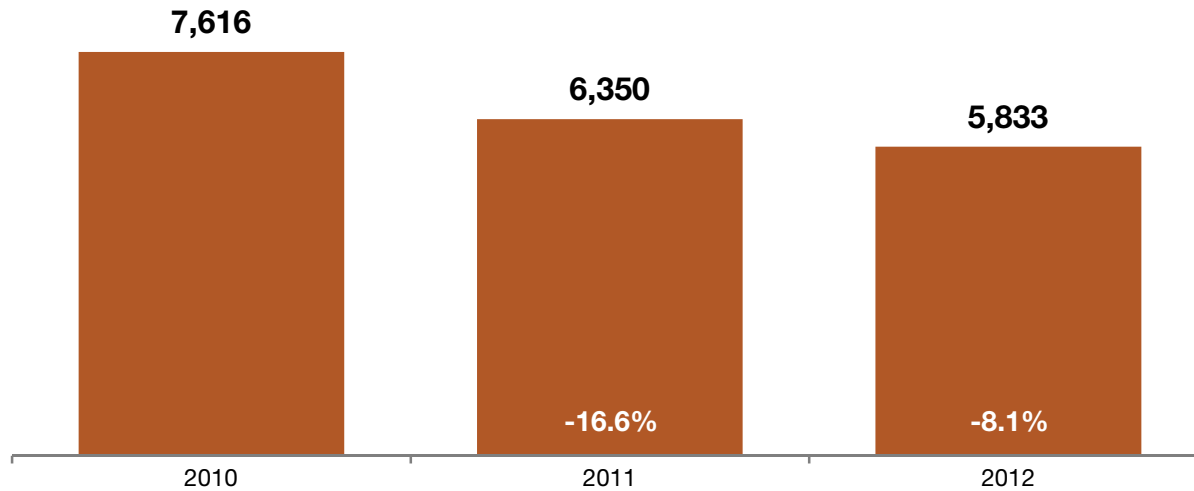
Historical Housing Affordability Index



Inventory of Homes for Sale

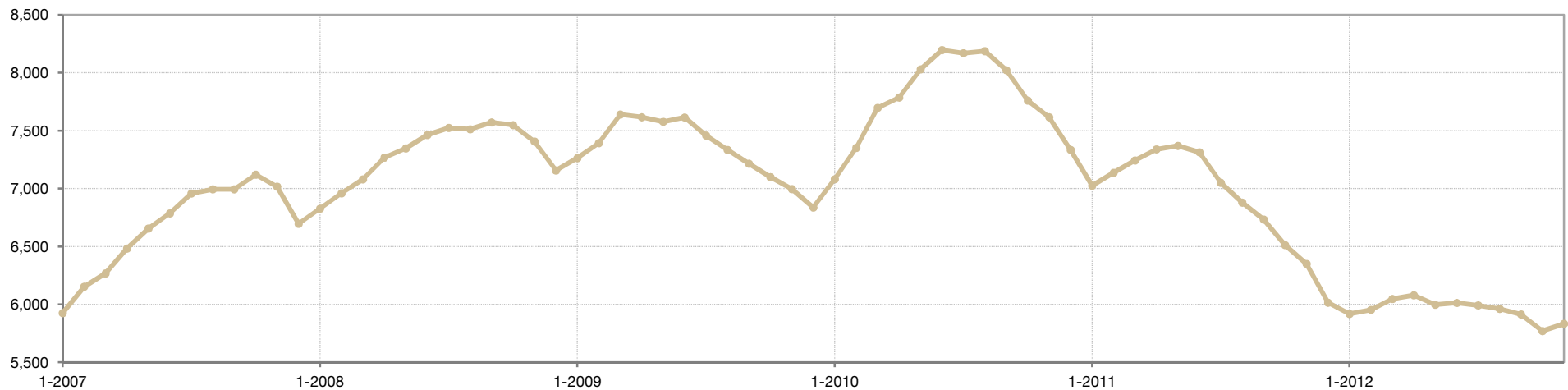
The number of properties available for sale in active status at the end of a given month.

November



Month	Prior Year	Current Year	+ / -
December	7,334	6,015	-18.0%
January	7,025	5,918	-15.8%
February	7,136	5,953	-16.6%
March	7,243	6,047	-16.5%
April	7,339	6,079	-17.2%
May	7,369	5,997	-18.6%
June	7,314	6,013	-17.8%
July	7,050	5,992	-15.0%
August	6,879	5,962	-13.3%
September	6,733	5,914	-12.2%
October	6,512	5,770	-11.4%
November	6,350	5,833	-8.1%
12-Month Avg	7,024	5,958	-15.2%

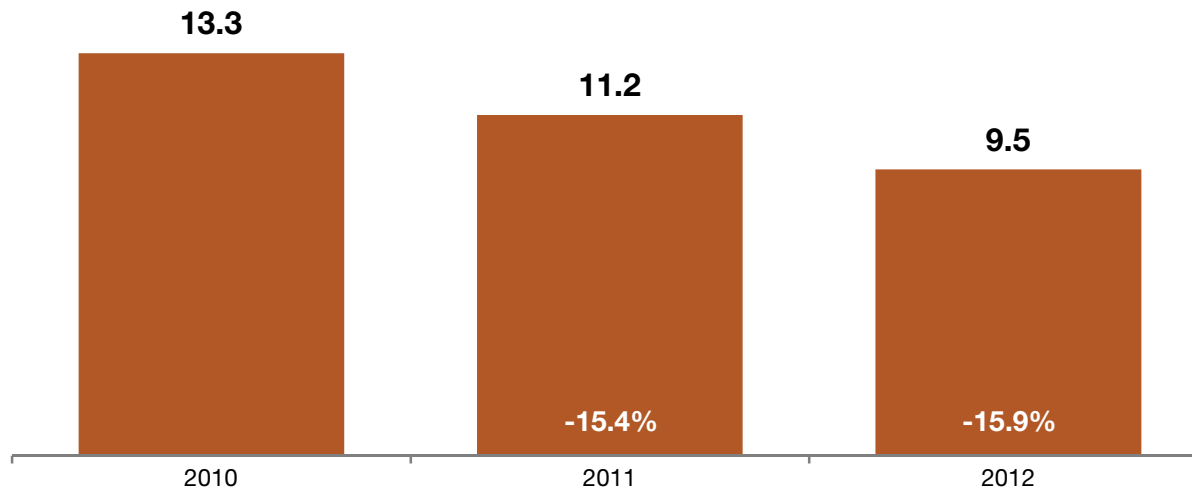
Historical Inventory of Homes for Sale



Months Supply of Inventory

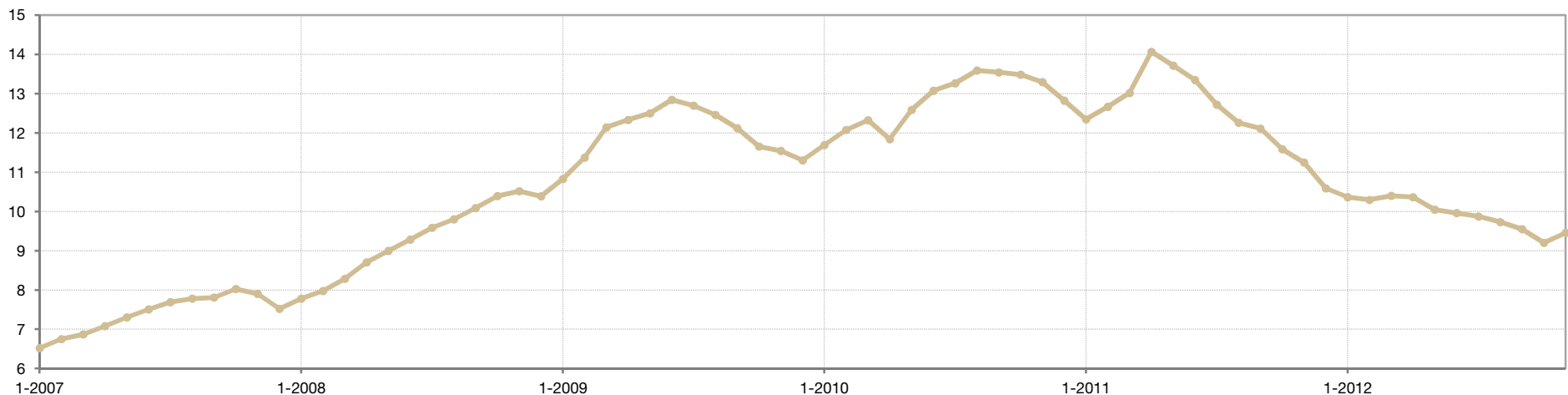
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

November



Month	Prior Year	Current Year	+ / -
December	12.8	10.6	-17.4%
January	12.3	10.4	-16.1%
February	12.7	10.3	-18.7%
March	13.0	10.4	-20.1%
April	14.1	10.4	-26.3%
May	13.7	10.0	-26.8%
June	13.3	10.0	-25.4%
July	12.7	9.9	-22.4%
August	12.3	9.7	-20.6%
September	12.1	9.6	-21.1%
October	11.6	9.2	-20.6%
November	11.2	9.5	-15.9%
12-Month Avg	12.7	10.0	-21.1%

Historical Months Supply of Inventory



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



December 2012

It was largely a year of recovery for housing across our nation. Markets resolved to shed their excess weight, appeal to both existing homeowners and renters alike, and learn to play nicer with banks. Hey, three for three isn't too bad. But there's more work to be done. Here's how the final month of 2012 finished up.

New Listings in the Greater Greenville region decreased 5.8 percent to 694. Pending Sales were down 33.6 percent to 291. Inventory levels shrank 7.5 percent to 5,568 units.

Prices rallied higher. The Median Sales Price increased 10.7 percent to \$149,450. Days on Market was down 22.4 percent to 95 days. Absorption rates improved as Months Supply of Inventory was down 16.2 percent to 8.9 months.

Economic growth is on an upward trend and several prominent housing indices continue to showcase market turnaround. Momentum is on our side, though it won't necessarily be fast, consistent or universal. But after five or six challenging years, it's a welcomed change of pace. Plenty of opportunity lies ahead. Here's to a healthy and prosperous year!

Quick Facts

+ 23.4% **+ 10.7%** **- 7.5%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

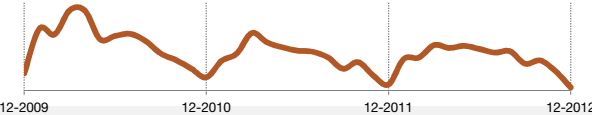
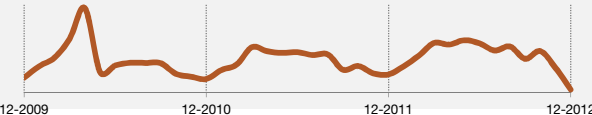
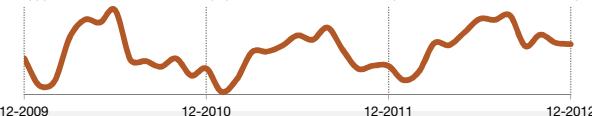
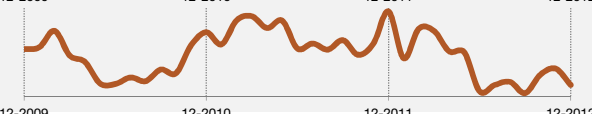
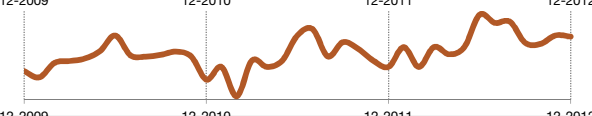
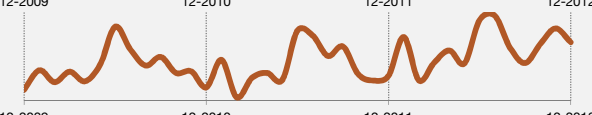
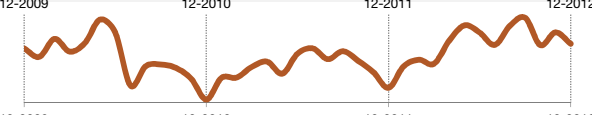
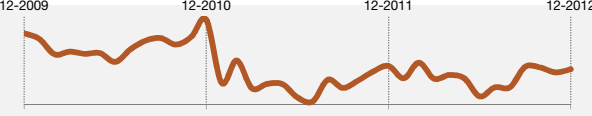
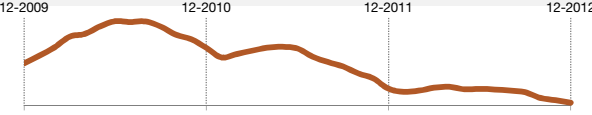
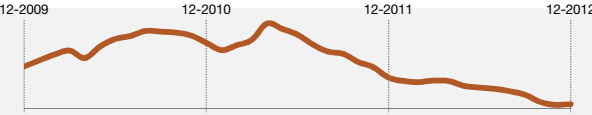
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Click on desired metric to jump to that page.

Market Overview

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

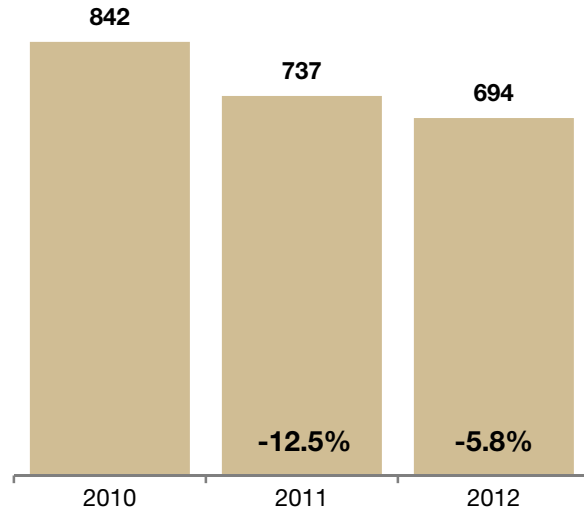


Key Metrics	Historical Sparklines	12-2011	12-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		737	694	- 5.8%	13,634	13,584	- 0.4%
Pending Sales		438	291	- 33.6%	6,820	7,530	+ 10.4%
Closed Sales		504	622	+ 23.4%	6,686	7,659	+ 14.6%
Days on Market Until Sale		123	95	- 22.4%	114	101	- 10.9%
Median Sales Price		\$135,000	\$149,450	+ 10.7%	\$140,000	\$148,700	+ 6.2%
Average Sales Price		\$163,911	\$179,700	+ 9.6%	\$169,584	\$178,443	+ 5.2%
Percent of List Price Received		93.6%	95.2%	+ 1.7%	94.5%	95.3%	+ 0.9%
Housing Affordability Index		184	182	- 1.1%	179	182	+ 2.1%
Inventory of Homes for Sale		6,017	5,568	- 7.5%	--	--	--
Months Supply of Homes for Sale		10.6	8.9	- 16.2%	--	--	--

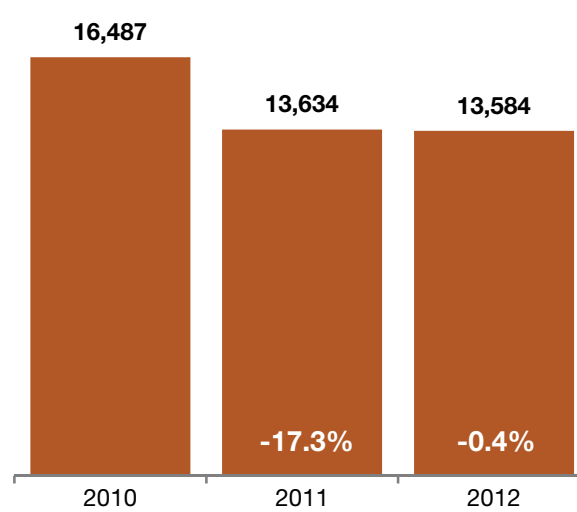
New Listings

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

December

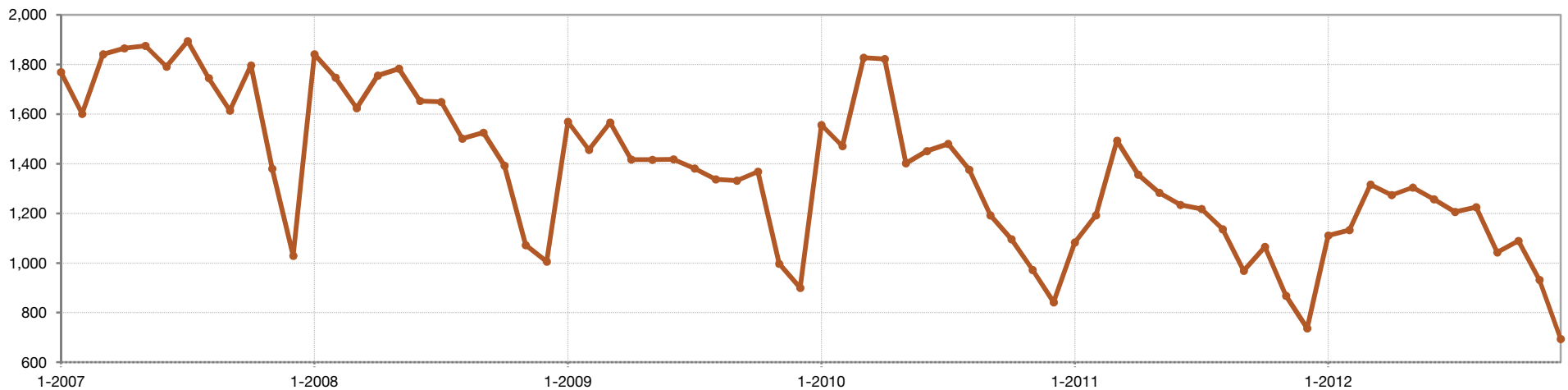


Year To Date



Month	Prior Year	Current Year	+ / -
January	1,083	1,111	+2.6%
February	1,192	1,133	-4.9%
March	1,493	1,316	-11.9%
April	1,356	1,274	-6.0%
May	1,283	1,304	+1.6%
June	1,234	1,257	+1.9%
July	1,218	1,206	-1.0%
August	1,136	1,225	+7.8%
September	969	1,043	+7.6%
October	1,065	1,089	+2.3%
November	868	932	+7.4%
December	737	694	-5.8%
12-Month Avg	1,136	1,132	-0.4%

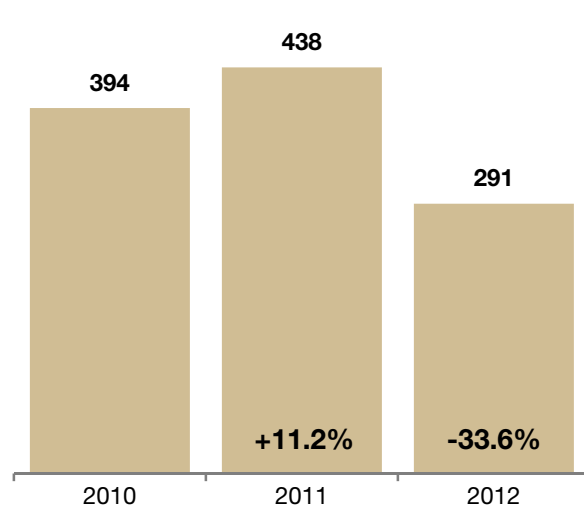
Historical New Listing Activity



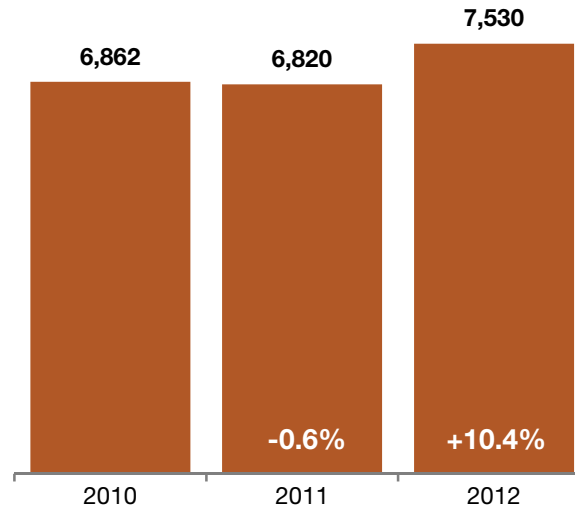
Pending Sales

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

December



Year To Date



Month	Prior Year	Current Year	+ / -
January	481	516	+7.3%
February	533	620	+16.3%
March	701	742	+5.8%
April	662	726	+9.7%
May	646	769	+19.0%
June	653	737	+12.9%
July	625	669	+7.0%
August	631	708	+12.2%
September	483	588	+21.7%
October	519	663	+27.7%
November	448	501	+11.8%
December	438	291	-33.6%
12-Month Avg	568	628	+10.4%

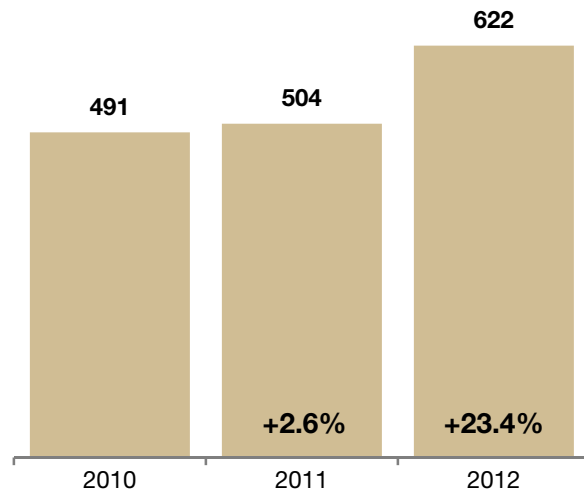
Historical Pending Sales Activity



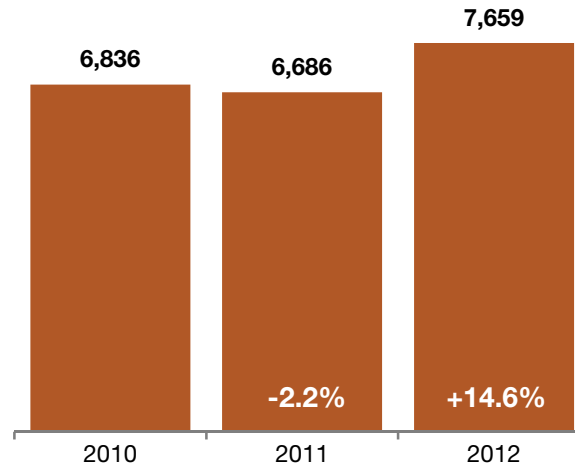
Closed Sales

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

December

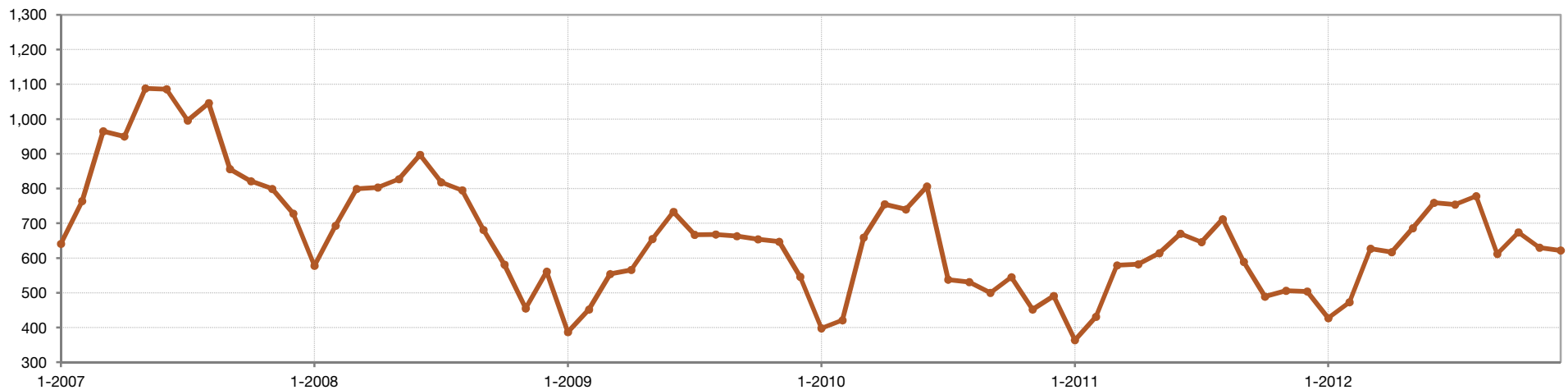


Year To Date



Month	Prior Year	Current Year	+ / -
January	364	427	+17.3%
February	431	473	+9.7%
March	579	627	+8.3%
April	582	617	+6.0%
May	614	686	+11.7%
June	670	759	+13.3%
July	646	754	+16.7%
August	712	778	+9.3%
September	589	612	+3.9%
October	489	674	+37.8%
November	506	630	+24.5%
December	504	622	+23.4%
12-Month Avg	557	638	+14.6%

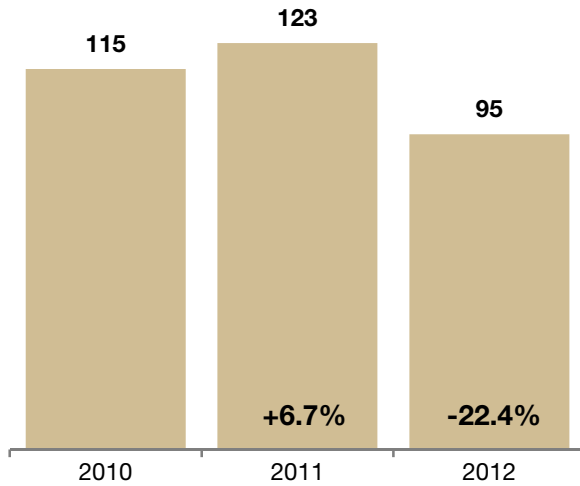
Historical Closed Sales Activity



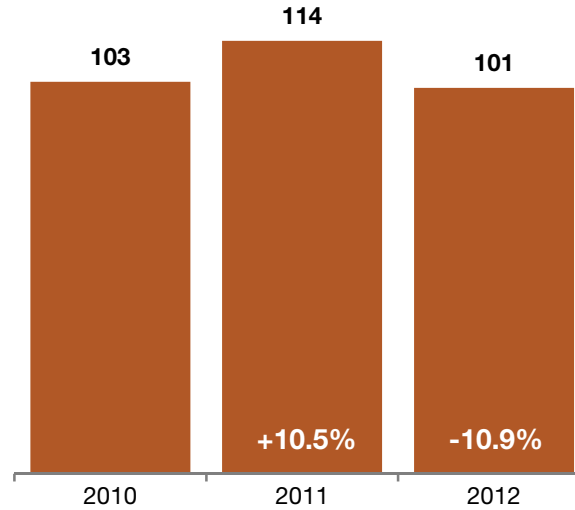
Days on Market Until Sale

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

December

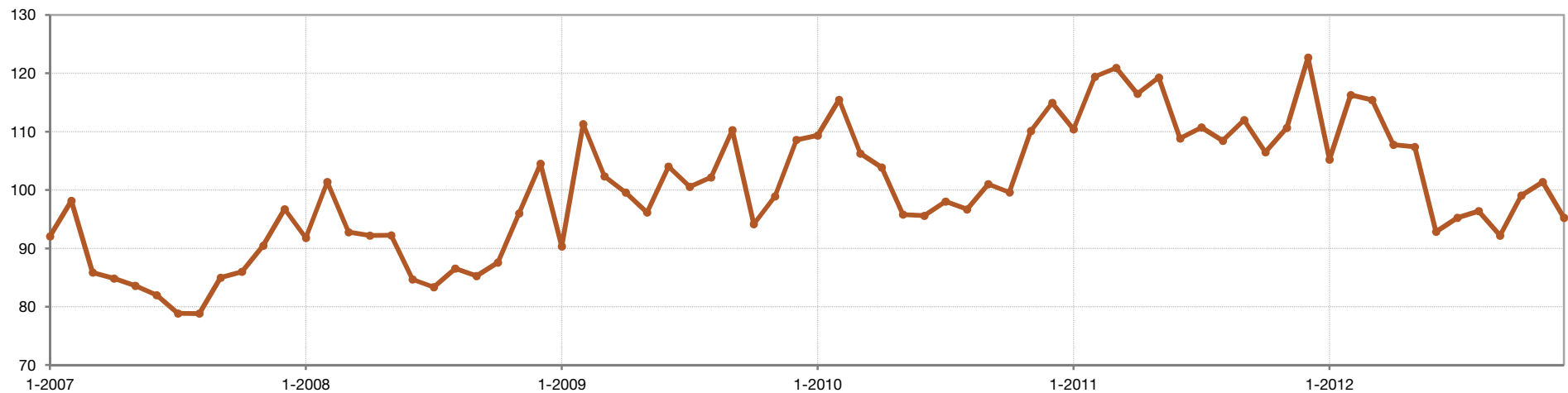


Year To Date



Month	Prior Year	Current Year	+ / -
January	110	105	-4.7%
February	119	116	-2.6%
March	121	115	-4.5%
April	116	108	-7.5%
May	119	107	-10.0%
June	109	93	-14.7%
July	111	95	-14.0%
August	108	96	-11.1%
September	112	92	-17.7%
October	106	99	-7.0%
November	111	101	-8.4%
December	123	95	-22.4%
12-Month Avg	114	101	-10.9%

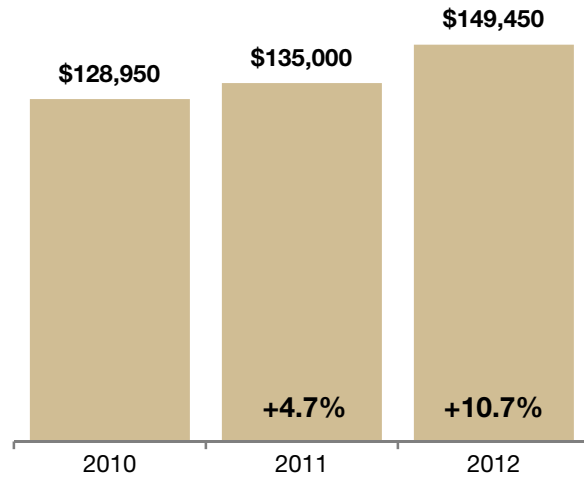
Historical Days on Market Until Sale



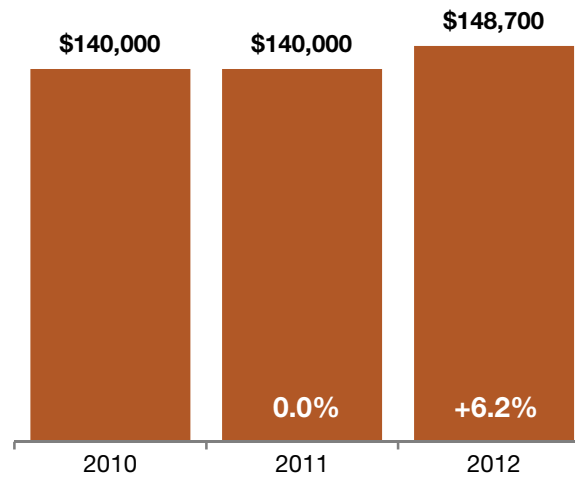
Median Sales Price

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

December

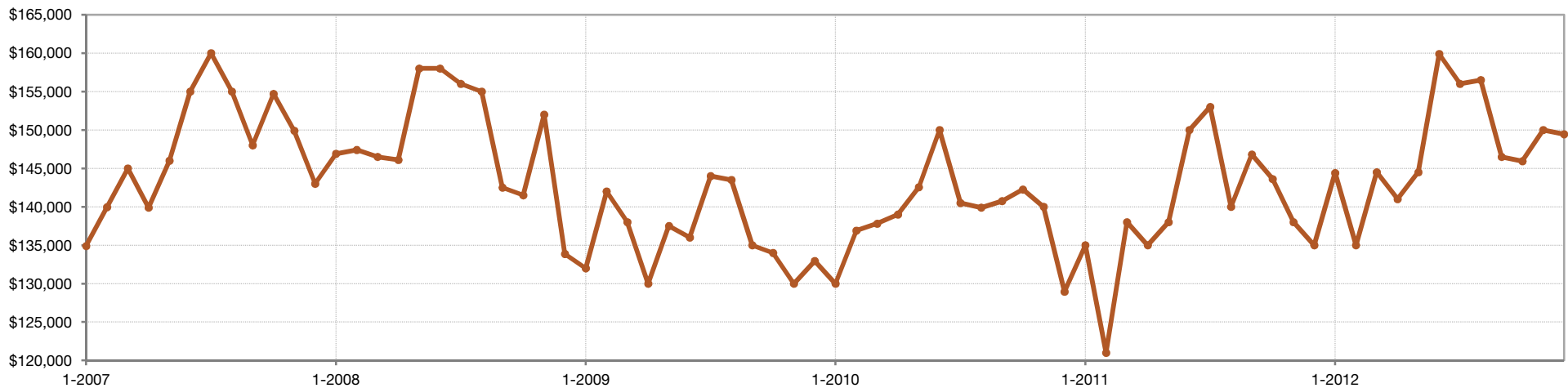


Year To Date



Month	Prior Year	Current Year	+ / -
January	\$135,000	\$144,400	+7.0%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,500	+4.7%
April	\$135,000	\$141,000	+4.4%
May	\$138,000	\$144,500	+4.7%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$146,500	-0.2%
October	\$143,610	\$145,933	+1.6%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$149,450	+10.7%
12-Month Med	\$140,000	\$148,700	+6.2%

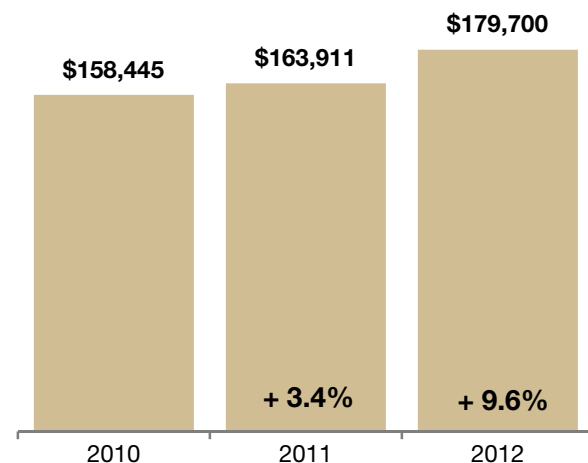
Historical Median Sales Price



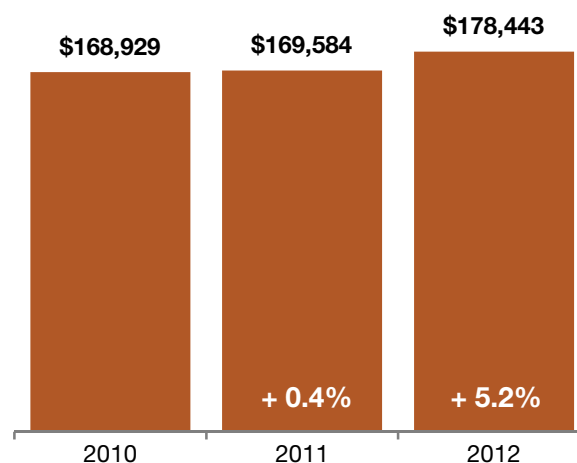
Average Sales Price

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

December

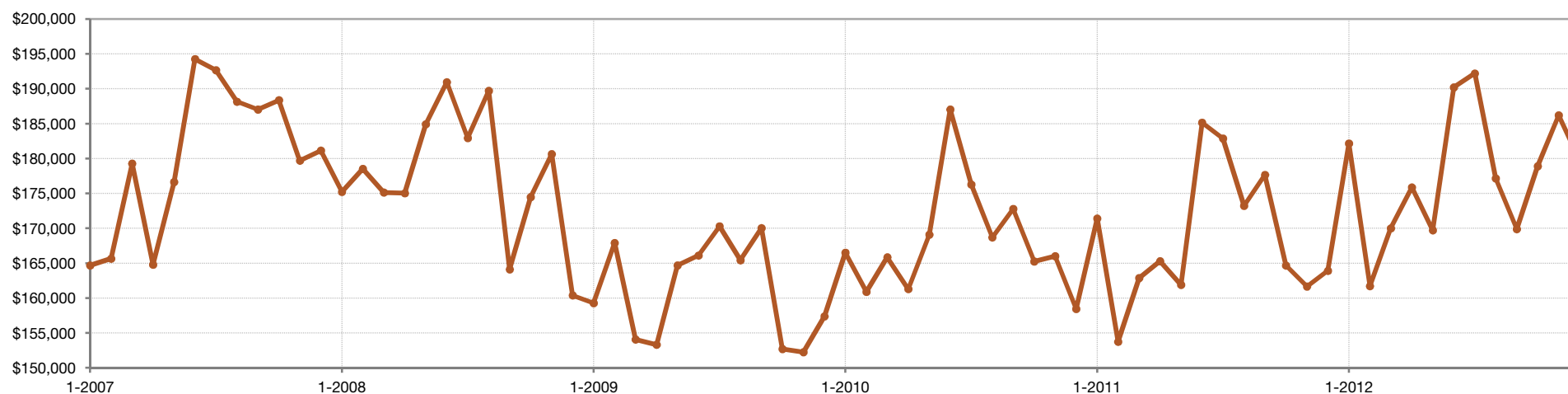


Year To Date



Month	Prior Year	Current Year	+ / -
January	\$171,403	\$182,159	+6.3%
February	\$153,742	\$161,712	+5.2%
March	\$162,869	\$169,999	+4.4%
April	\$165,285	\$175,862	+6.4%
May	\$161,898	\$169,722	+4.8%
June	\$185,146	\$190,196	+2.7%
July	\$182,862	\$192,189	+5.1%
August	\$173,230	\$177,147	+2.3%
September	\$177,658	\$169,885	-4.4%
October	\$164,667	\$178,901	+8.6%
November	\$161,660	\$186,192	+15.2%
December	\$163,911	\$179,700	+9.6%
12-Month Avg	\$169,584	\$178,443	+5.2%

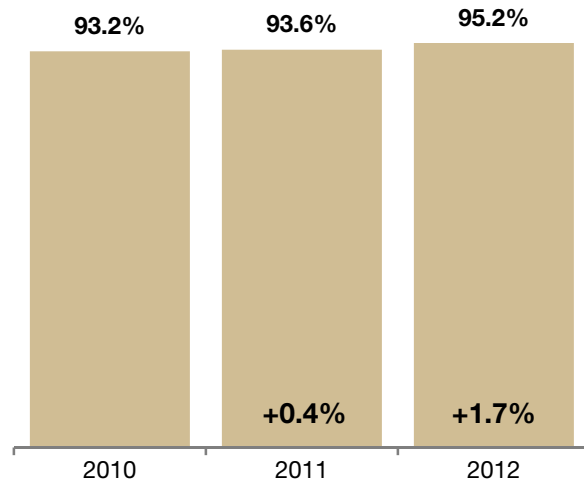
Historical Average Sales Price



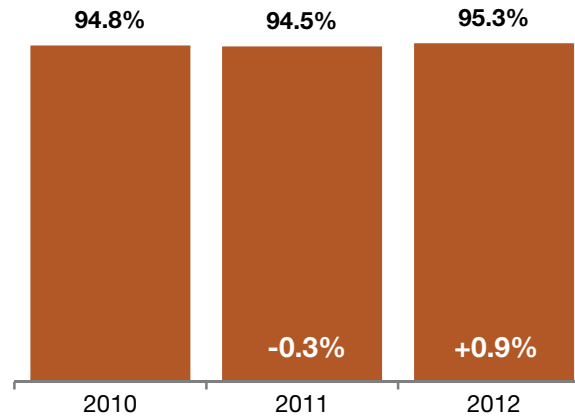
Percent of List Price Received

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

December

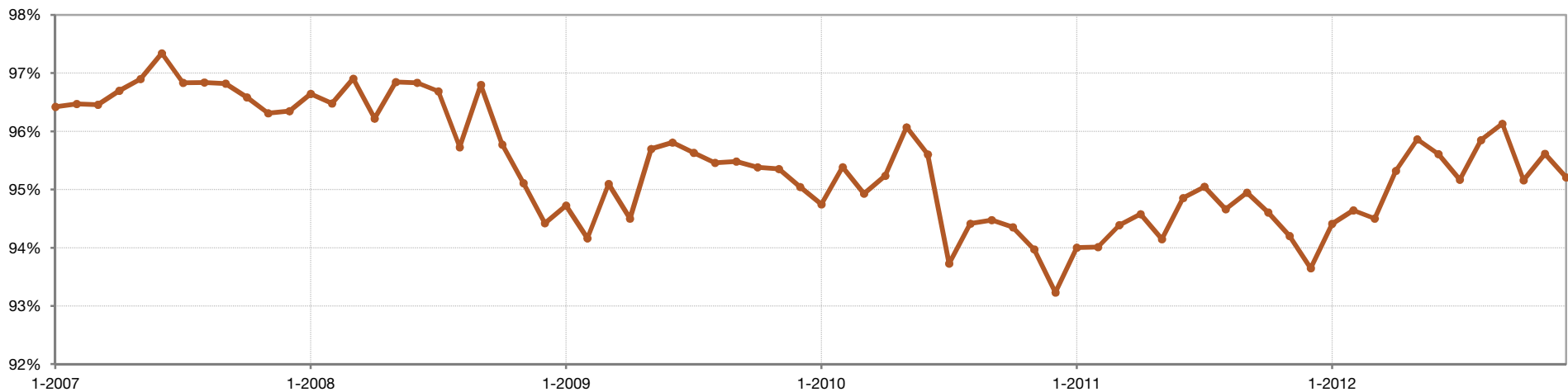


Year To Date



Month	Prior Year	Current Year	+ / -
January	94.0%	94.4%	+0.4%
February	94.0%	94.6%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.9%	+1.8%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.8%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.6%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
12-Month Avg	94.5%	95.3%	+0.9%

Historical Percent of List Price Received

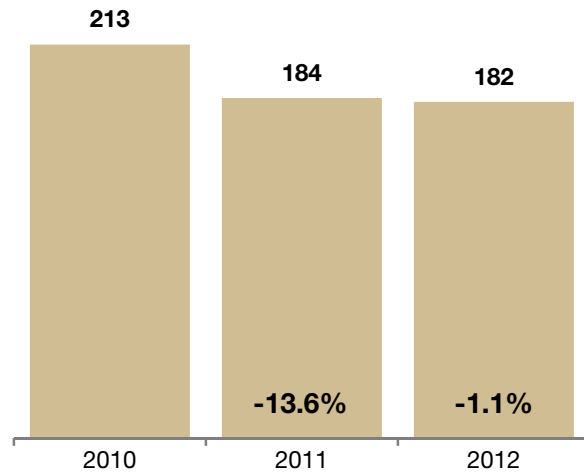


Housing Affordability Index

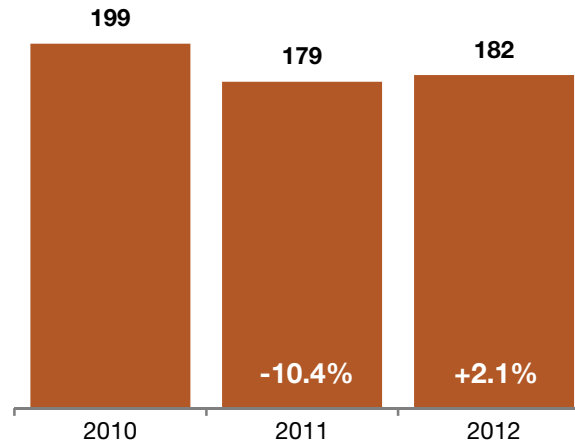
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



December

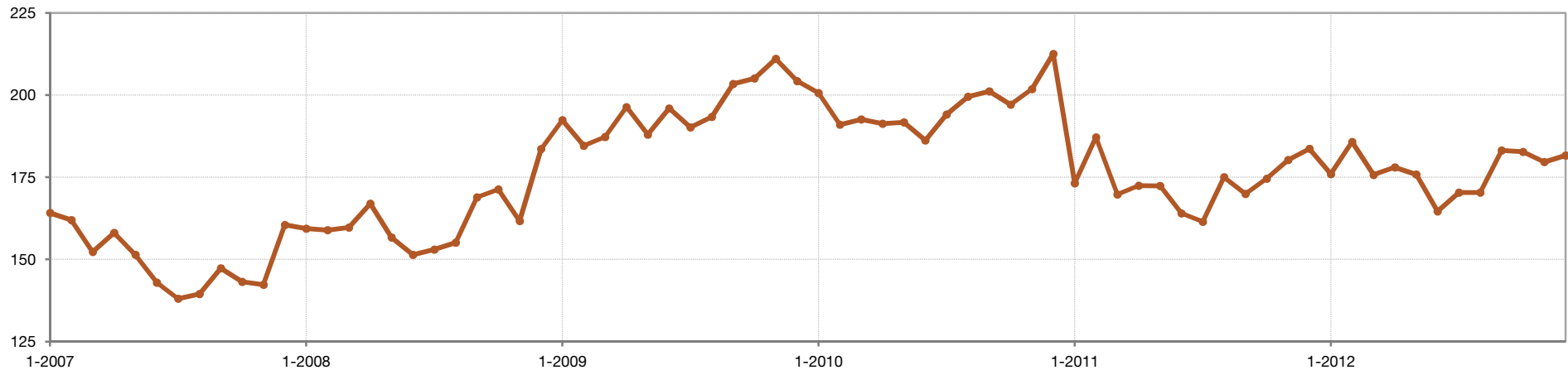


Year To Date



Month	Prior Year	Current Year	+ / -
January	173	176	+1.6%
February	187	186	-0.8%
March	170	176	+3.5%
April	172	178	+3.2%
May	172	176	+2.0%
June	164	165	+0.4%
July	161	170	+5.5%
August	175	170	-2.7%
September	170	183	+7.8%
October	175	183	+4.7%
November	180	180	-0.3%
December	184	182	-1.1%
12-Month Avg	174	177	+2.0%

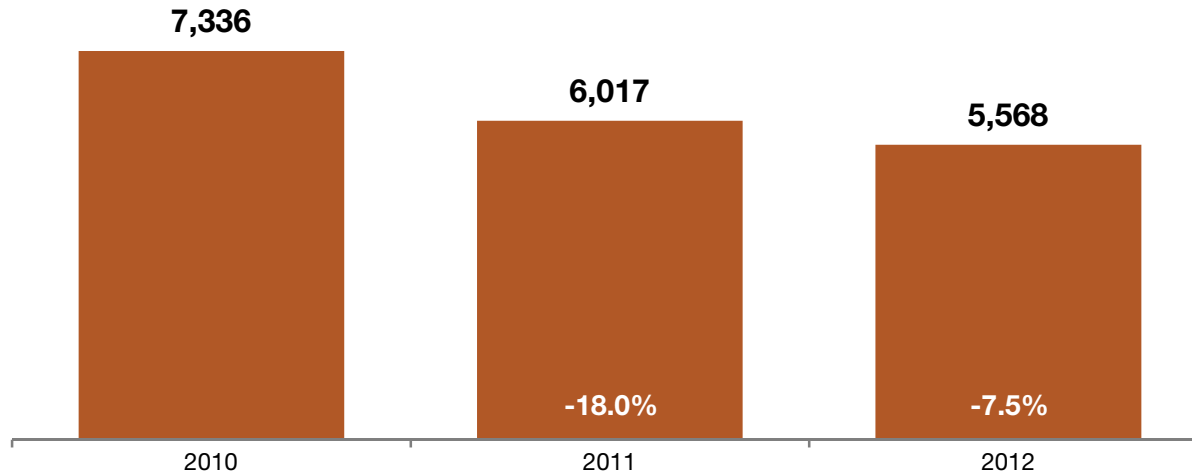
Historical Housing Affordability Index



Inventory of Homes for Sale

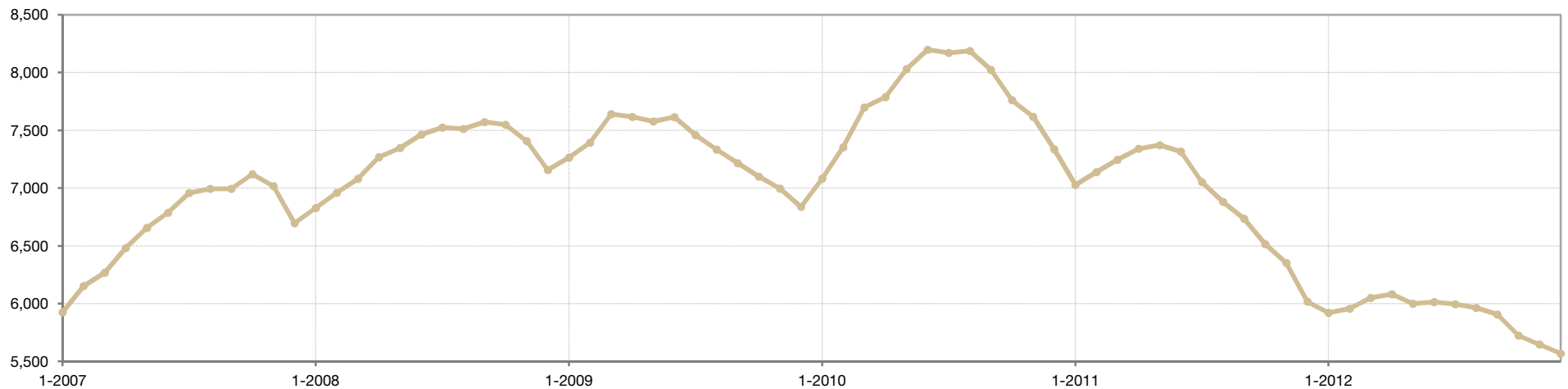
The number of properties available for sale in active status at the end of a given month.

December



Month	Prior Year	Current Year	+ / -
January	7,027	5,921	-15.7%
February	7,138	5,956	-16.6%
March	7,245	6,050	-16.5%
April	7,341	6,082	-17.2%
May	7,371	5,999	-18.6%
June	7,316	6,014	-17.8%
July	7,052	5,995	-15.0%
August	6,881	5,963	-13.3%
September	6,735	5,906	-12.3%
October	6,515	5,724	-12.1%
November	6,352	5,647	-11.1%
December	6,017	5,568	-7.5%
12-Month Avg	6,916	5,902	-14.7%

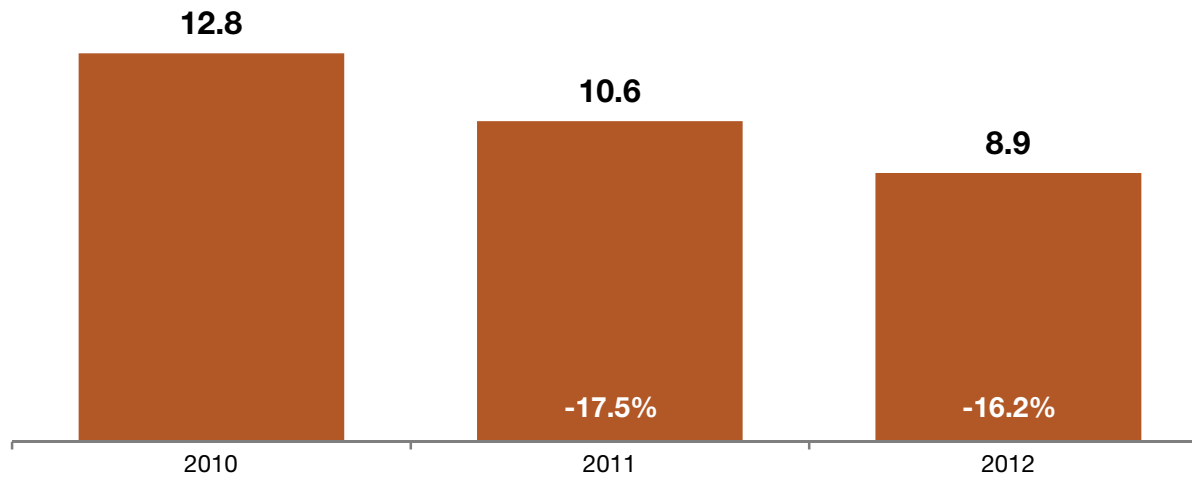
Historical Inventory of Homes for Sale



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.

December



Month	Prior Year	Current Year	+ / -
January	12.4	10.4	-16.1%
February	12.7	10.3	-18.8%
March	13.0	10.4	-20.2%
April	14.1	10.4	-26.4%
May	13.7	10.0	-26.8%
June	13.4	9.9	-25.5%
July	12.7	9.9	-22.5%
August	12.3	9.7	-20.9%
September	12.1	9.5	-21.8%
October	11.6	9.0	-22.3%
November	11.2	8.8	-21.5%
December	10.6	8.9	-16.2%
12-Month Avg	12.5	9.8	-21.8%

Historical Months Supply of Inventory

