

Monthly Indicators

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



January 2013

The idea of doing data analysis is about as exciting to some as renewing a driver's license. Sometimes watching monthly figures can feel like watching grass grow. Try to ignore the confusion of high school statistics class – those regressions and cotangents can't hurt you anymore. The number crunching is done for you, so let the trend be your friend. And for the first time since 2006, the numbers are largely positive. Let's look at the cheat sheet.

New Listings in the Greater Greenville region decreased 1.6 percent to 1,095. Pending Sales were down 29.2 percent to 366. Inventory levels shrank 6.4 percent to 5,548 units.

Prices rallied higher. The Median Sales Price increased 1.5 percent to \$146,580. Days on Market was down 6.6 percent to 98 days. Absorption rates improved as Months Supply of Inventory was down 15.7 percent to 8.7 months.

It's important to watch the economy, since job growth directly fuels home purchases and since the housing industry generates jobs. The economy has added about 6.1 million jobs over the past 35 months, a sluggish but encouraging trend. Interest rates are slowly moving higher in some regions, though the affordability picture remains extremely attractive.

Quick Facts

+ 17.6%

+ 1.5%

- 6.4%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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

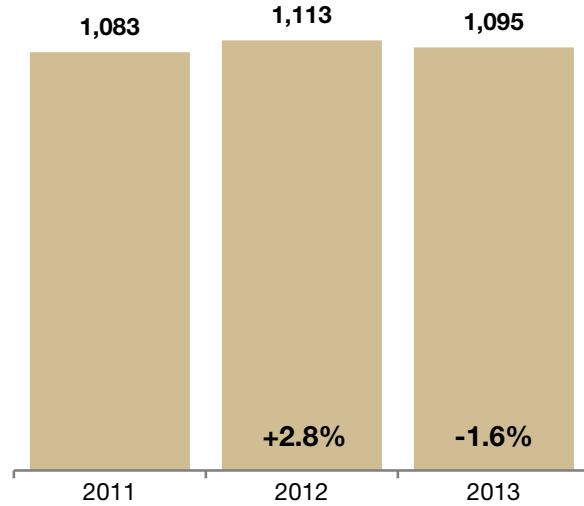


Key Metrics	Historical Sparklines	1-2012	1-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,113	1,095	- 1.6%	1,113	1,095	- 1.6%
Pending Sales		517	366	- 29.2%	517	366	- 29.2%
Closed Sales		427	502	+ 17.6%	427	502	+ 17.6%
Days on Market Until Sale		105	98	- 6.6%	105	98	- 6.6%
Median Sales Price		\$144,400	\$146,580	+ 1.5%	\$144,400	\$146,580	+ 1.5%
Average Sales Price		\$182,159	\$170,701	- 6.3%	\$182,159	\$170,701	- 6.3%
Percent of List Price Received		94.4%	95.4%	+ 1.1%	94.4%	95.4%	+ 1.1%
Housing Affordability Index		176	183	+ 3.8%	176	183	+ 3.8%
Inventory of Homes for Sale		5,928	5,548	- 6.4%	--	--	--
Months Supply of Homes for Sale		10.4	8.7	- 15.7%	--	--	--

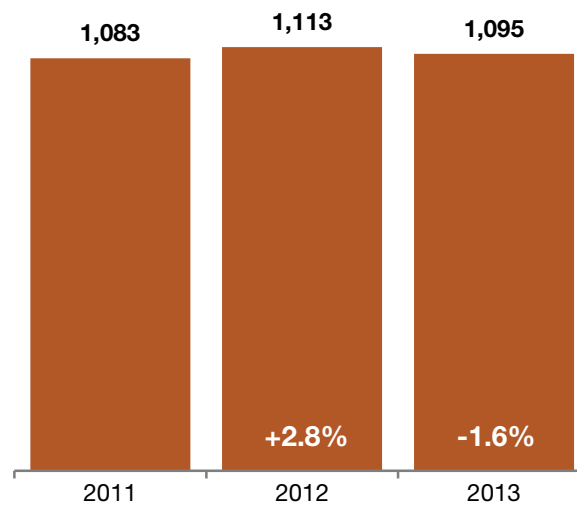
New Listings

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

January

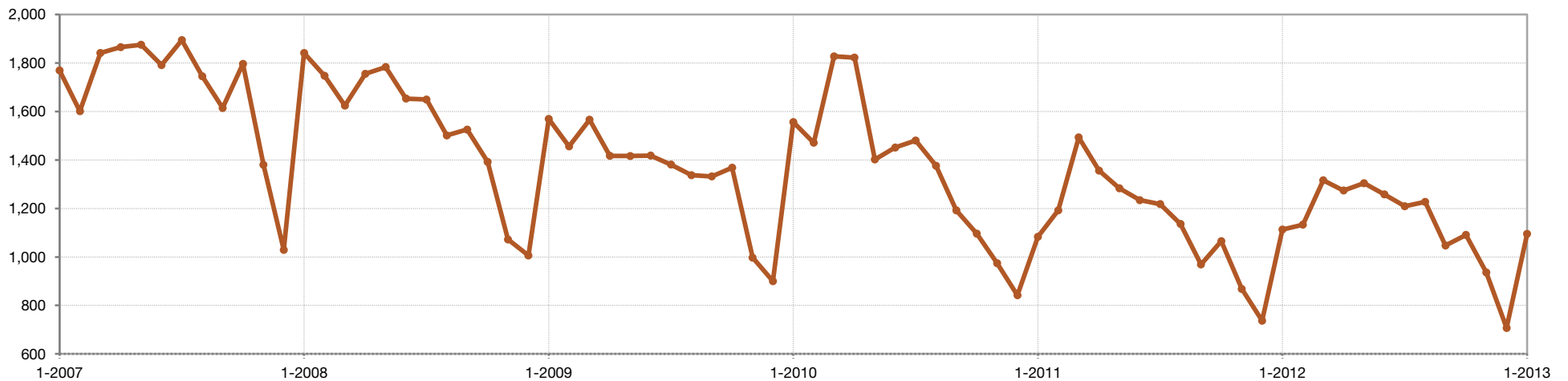


Year To Date



Month	Prior Year	Current Year	+ / -
February	1,192	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	1,258	+1.9%
July	1,218	1,209	-0.7%
August	1,136	1,227	+8.0%
September	969	1,047	+8.0%
October	1,065	1,091	+2.4%
November	868	936	+7.8%
December	737	707	-4.1%
January	1,113	1,095	-1.6%
12-Month Avg	1,139	1,133	-0.5%

Historical New Listing Activity

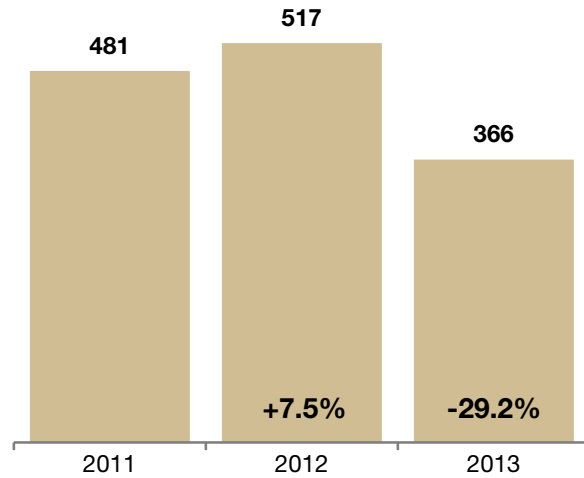


Pending Sales

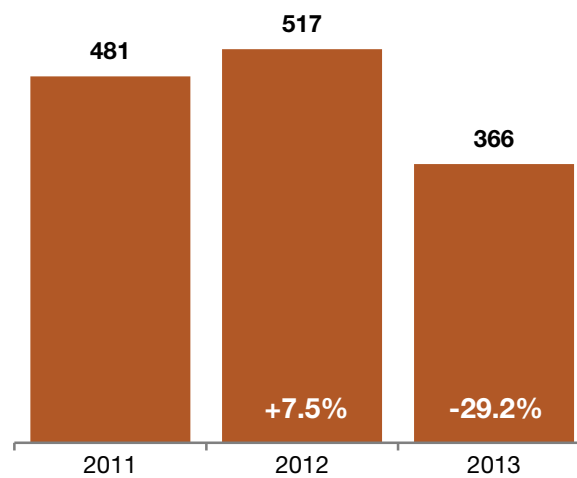
A count of the properties on which contracts have been accepted in a given month.



January

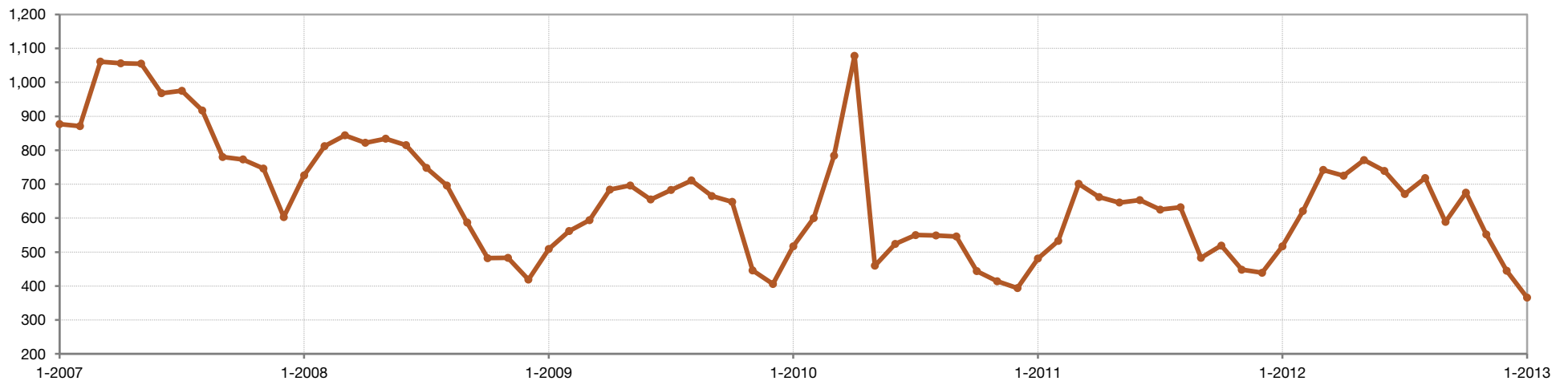


Year To Date



Month	Prior Year	Current Year	+ / -
February	533	621	+16.5%
March	701	742	+5.8%
April	662	725	+9.5%
May	646	771	+19.3%
June	653	739	+13.2%
July	625	671	+7.4%
August	632	718	+13.6%
September	483	589	+21.9%
October	519	675	+30.1%
November	448	552	+23.2%
December	439	445	+1.4%
January	517	366	-29.2%
12-Month Avg	572	635	+11.0%

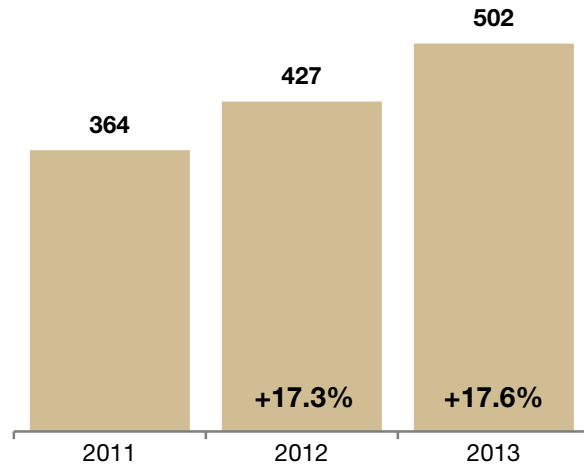
Historical Pending Sales Activity



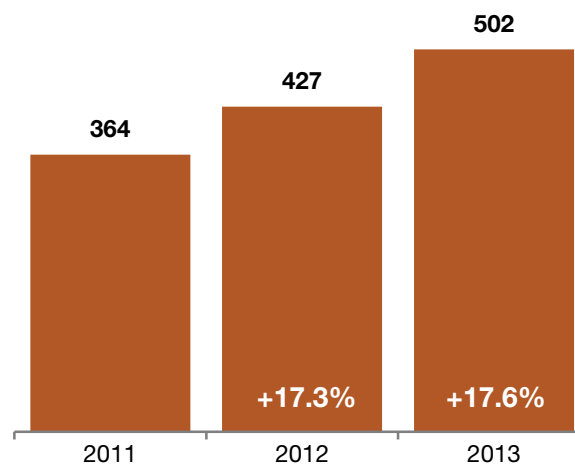
Closed Sales

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

January

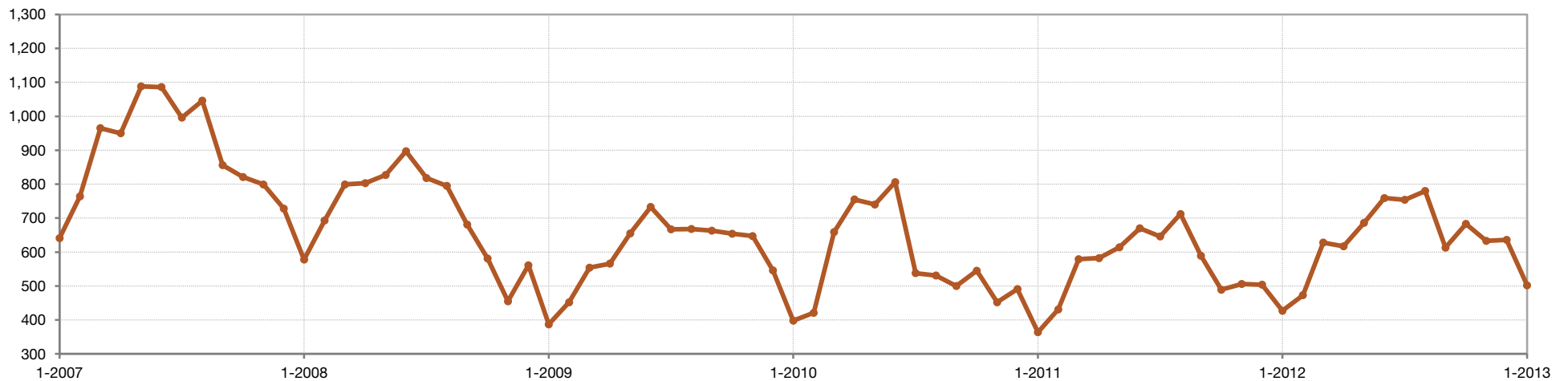


Year To Date



Month	Prior Year	Current Year	+ / -
February	431	473	+9.7%
March	579	628	+8.5%
April	582	617	+6.0%
May	614	686	+11.7%
June	670	759	+13.3%
July	646	754	+16.7%
August	712	780	+9.6%
September	589	613	+4.1%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	636	+26.2%
January	427	502	+17.6%
12-Month Avg	562	647	+15.0%

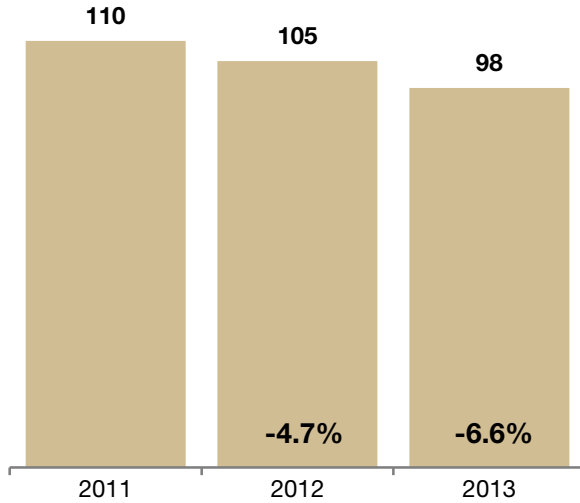
Historical Closed Sales Activity



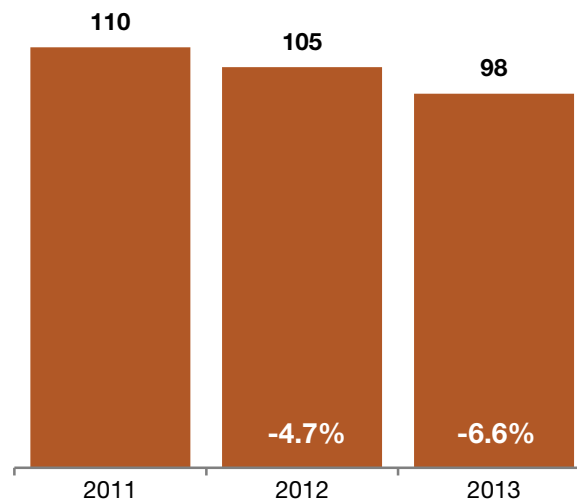
Days on Market Until Sale

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

January

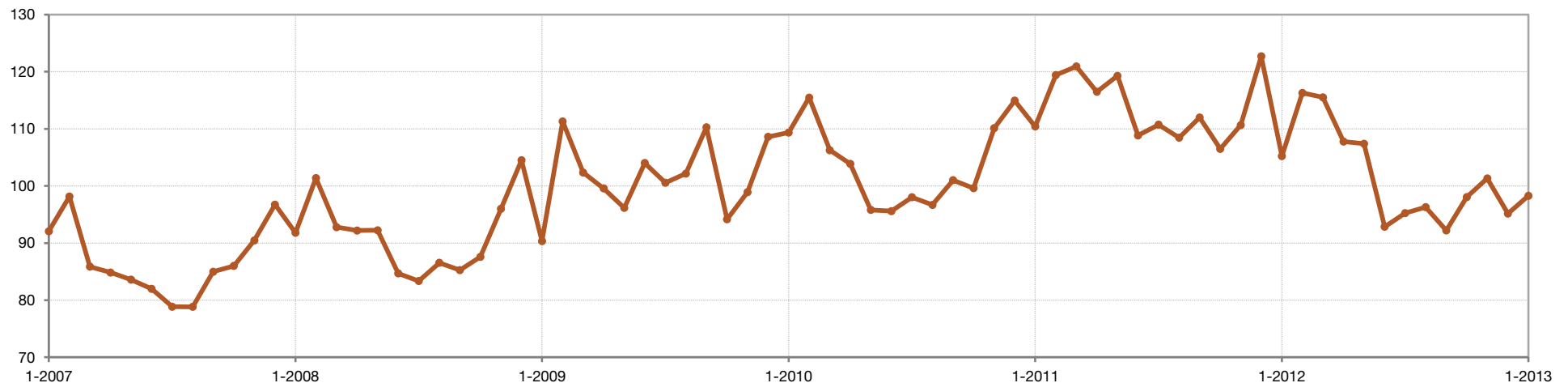


Year To Date



Month	Prior Year	Current Year	+ / -
February	119	116	-2.6%
March	121	116	-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	-11.2%
September	112	92	-17.7%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.4%
January	105	98	-6.6%
12-Month Avg	113	101	-11.1%

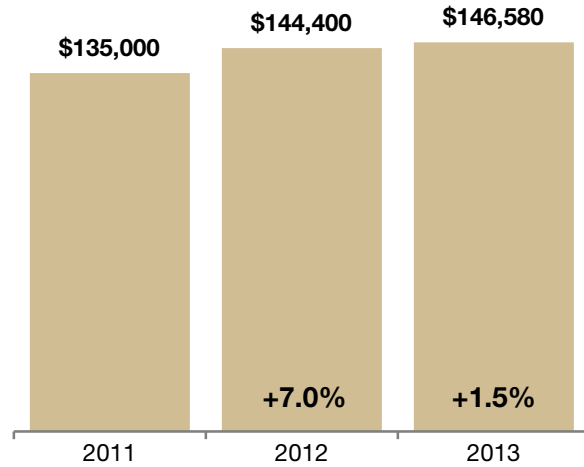
Historical Days on Market Until Sale



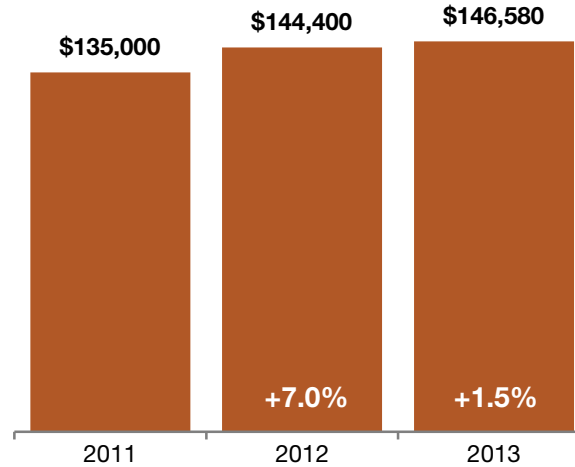
Median Sales Price

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

January

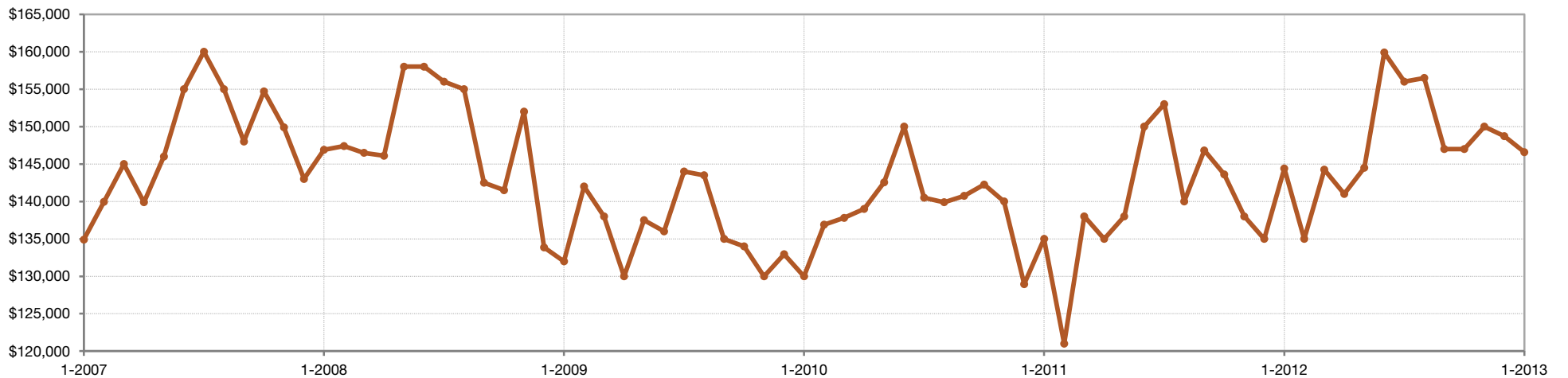


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,250	+4.5%
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	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,721	+10.2%
January	\$144,400	\$146,580	+1.5%
12-Month Med	\$140,000	\$149,000	+6.4%

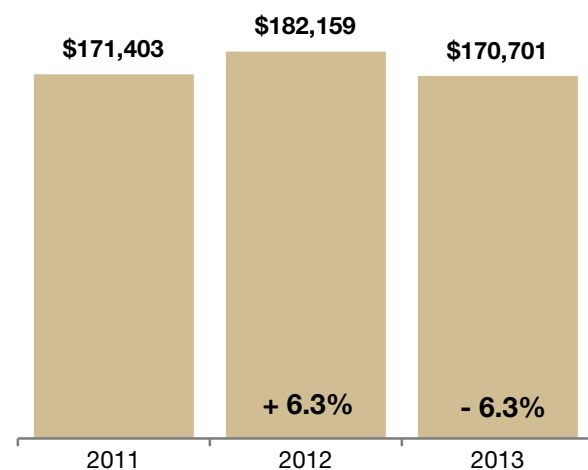
Historical Median Sales Price



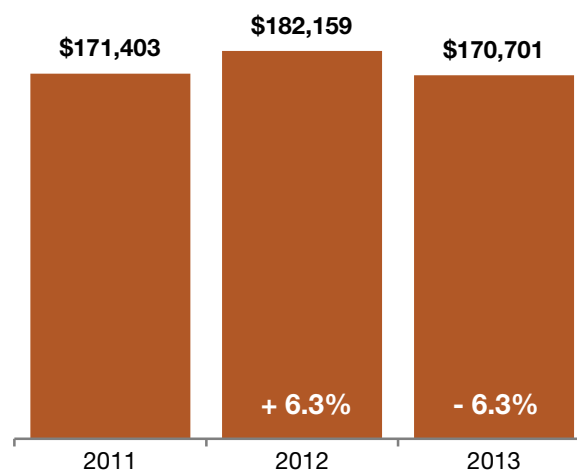
Average Sales Price

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

January

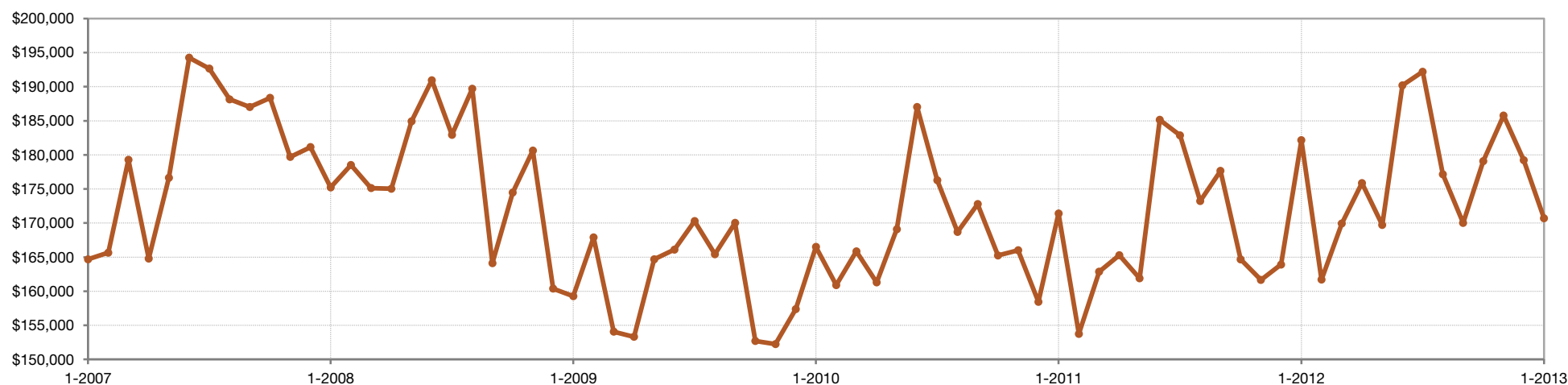


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$153,742	\$161,712	+5.2%
March	\$162,869	\$169,933	+4.3%
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	\$177,150	+2.3%
September	\$177,658	\$170,020	-4.3%
October	\$164,667	\$179,083	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,226	+9.3%
January	\$182,159	\$170,701	-6.3%
12-Month Avg	\$170,283	\$177,693	+4.4%

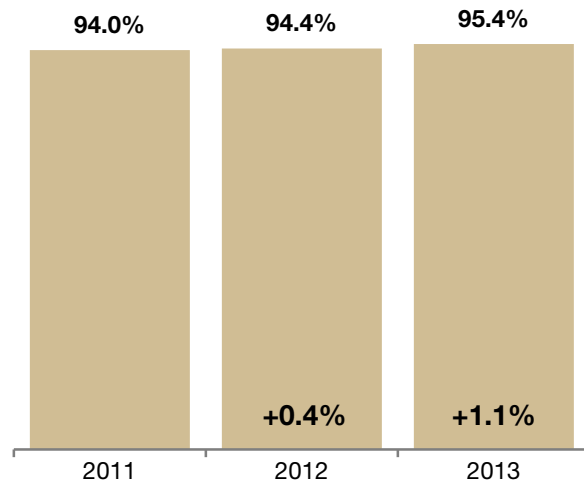
Historical Average Sales Price



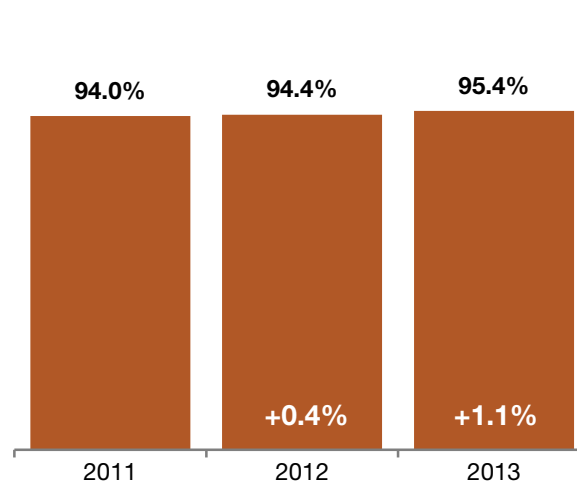
Percent of List Price Received

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.

January

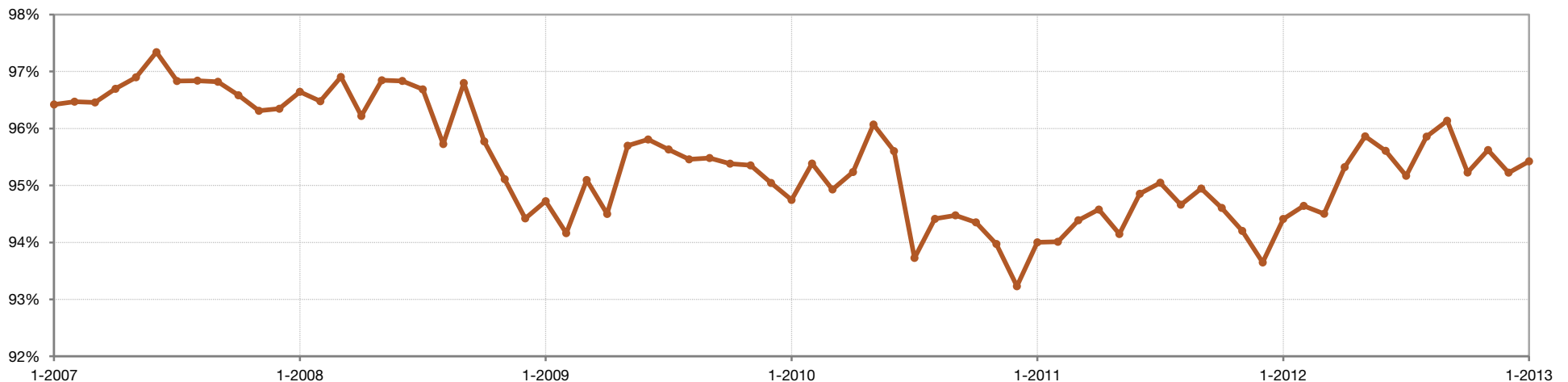


Year To Date



Month	Prior Year	Current Year	+ / -
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%	95.9%	+1.3%
September	94.9%	96.1%	+1.3%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
12-Month Avg	94.5%	95.4%	+1.0%

Historical Percent of List Price Received

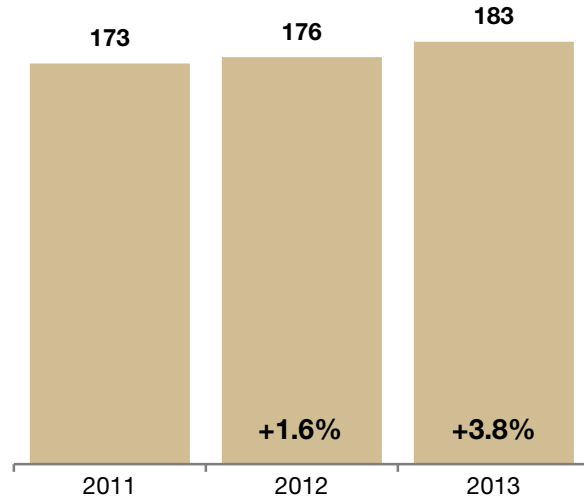


Housing Affordability Index

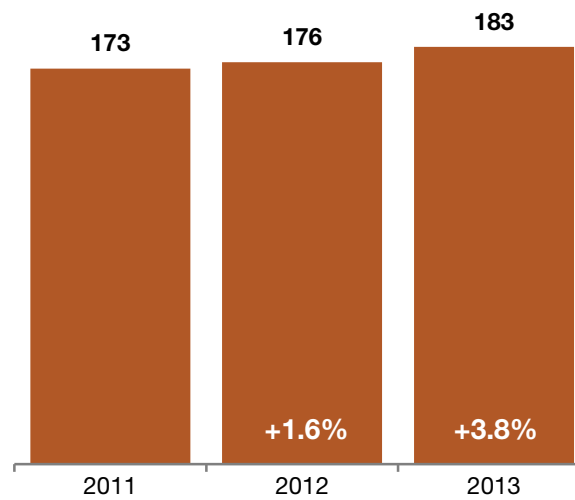
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

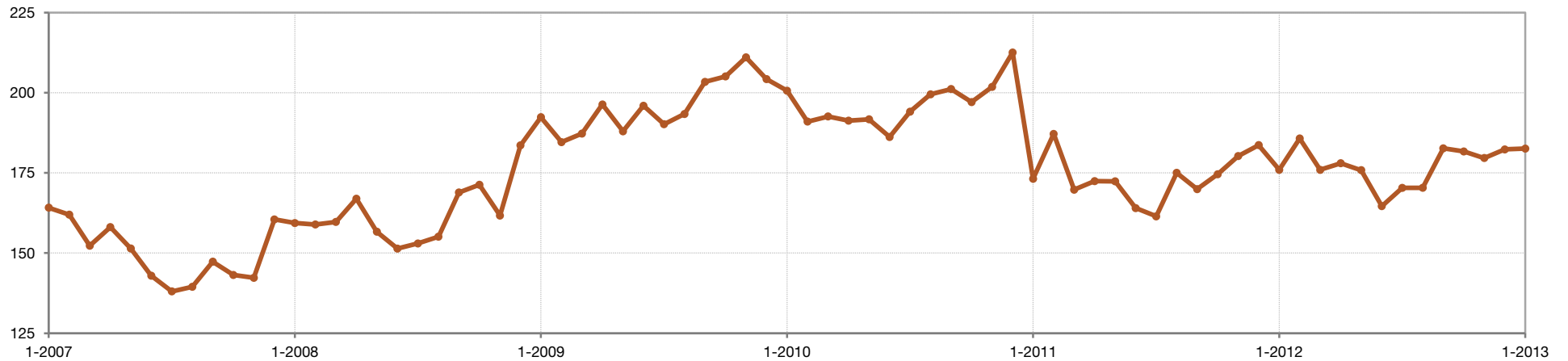


Year To Date



Month	Prior Year	Current Year	+ / -
February	187	186	-0.8%
March	170	176	+3.6%
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	+7.5%
October	175	182	+4.1%
November	180	180	-0.3%
December	184	182	-0.7%
January	176	183	+3.8%
12-Month Avg	174	177	+2.1%

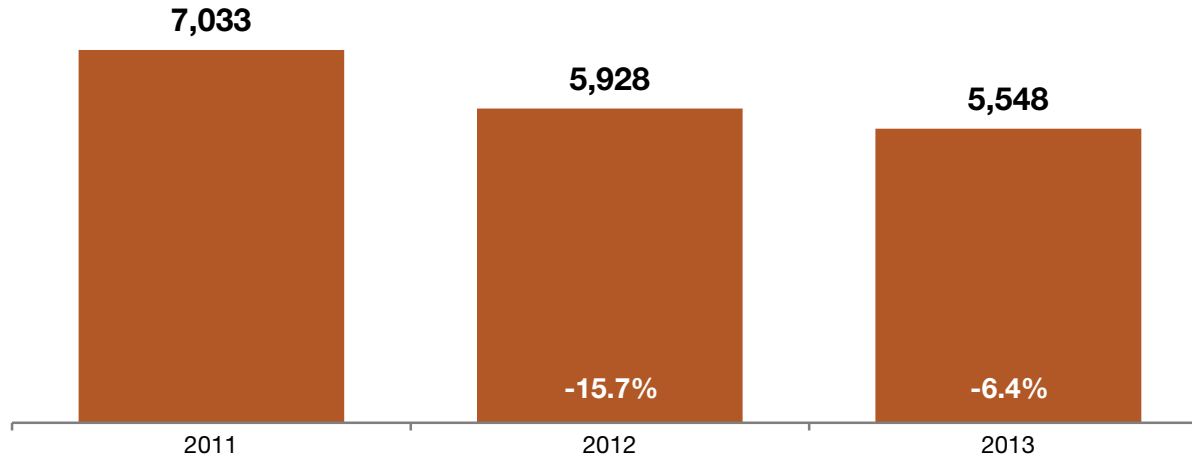
Historical Housing Affordability Index



Inventory of Homes for Sale

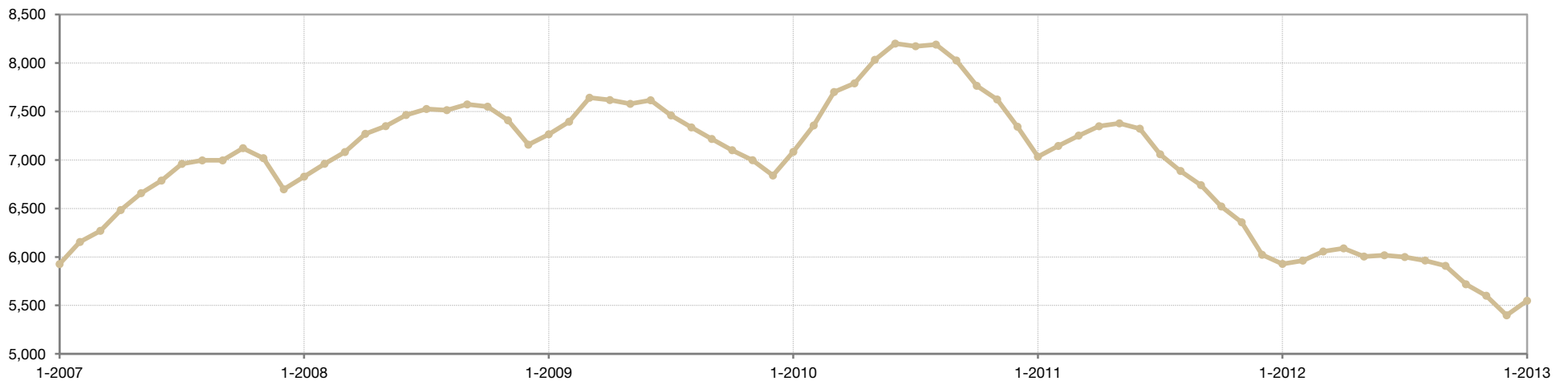
The number of properties available for sale in active status at the end of a given month.

January



Month	Prior Year	Current Year	+ / -
February	7,144	5,962	-16.5%
March	7,251	6,056	-16.5%
April	7,347	6,088	-17.1%
May	7,377	6,004	-18.6%
June	7,322	6,017	-17.8%
July	7,058	5,999	-15.0%
August	6,886	5,963	-13.4%
September	6,740	5,908	-12.3%
October	6,520	5,718	-12.3%
November	6,357	5,600	-11.9%
December	6,022	5,398	-10.4%
January	5,928	5,548	-6.4%
12-Month Avg	6,829	5,855	-14.3%

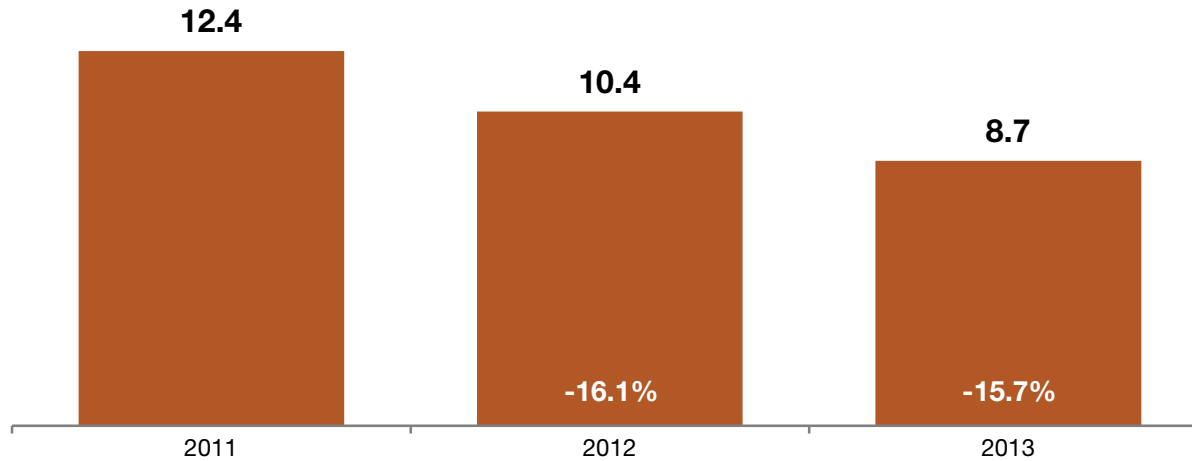
Historical Inventory of Homes for Sale



Months Supply of Inventory

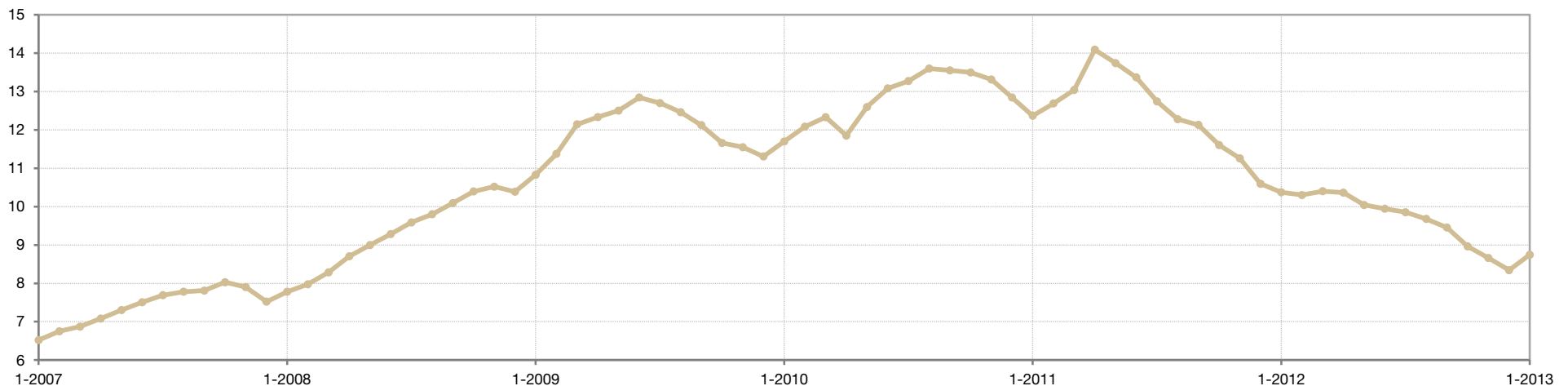
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



Month	Prior Year	Current Year	+ / -
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	-26.9%
June	13.4	9.9	-25.6%
July	12.7	9.9	-22.7%
August	12.3	9.7	-21.2%
September	12.1	9.5	-22.1%
October	11.6	9.0	-22.7%
November	11.3	8.7	-23.1%
December	10.6	8.3	-21.2%
January	10.4	8.7	-15.7%
12-Month Avg	12.3	9.6	-22.4%

Historical Months Supply of Inventory



Monthly Indicators

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February 2013

The sun is shining brighter for longer, the birds are chirping a bit louder and people have a renewed spring in their step. And then there's the climate. Home buyers and sellers are readying themselves for an exciting spring market. Buyers are motivated by an attractive affordability environment, while more and more sellers are receiving near top dollar for their home. We've come a long way over the past 12 to 18 months but we're not there yet. Here's how February stacked up.

New Listings in the Greater Greenville region increased 6.4 percent to 1,209. Pending Sales were down 34.7 percent to 405. Inventory levels shrank 4.5 percent to 5,702 units.

Prices reached for the clouds. The Median Sales Price increased 6.3 percent to \$143,500. Days on Market was down 10.7 percent to 104 days. Absorption rates improved as Months Supply of Inventory was down 12.9 percent to 9.0 months.

A few consumers may feel less confident due to Washington's latest self-inflicted crisis. Others would advise not to read the news in the first place. The fact is, the economy continues to grow, but at a snail's pace. Sequestration is more of a nuisance than a real threat to recovery; and there's significant pent-up demand from renters, first-timers, parents' basementers and investors to counteract it.

Quick Facts

+ 12.1%

Change in
Closed Sales

+ 6.3%

Change in
Median Sales Price

- 4.5%

Change in
Inventory

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Market Overview

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

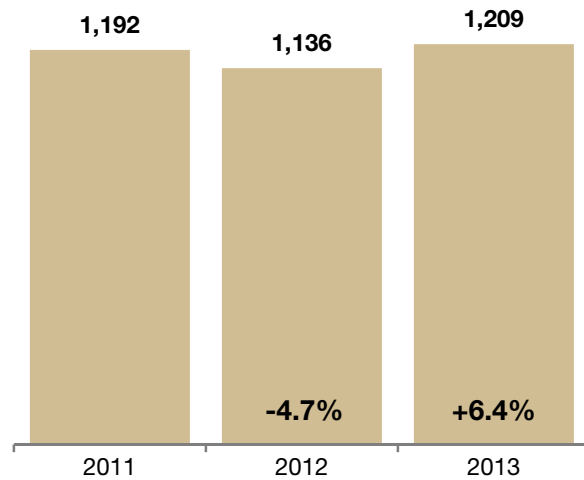


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New Listings		1,136	1,209	+ 6.4%	2,249	2,321	+ 3.2%
Pending Sales		620	405	- 34.7%	1,137	926	- 18.6%
Closed Sales		473	530	+ 12.1%	900	1,039	+ 15.4%
Days on Market Until Sale		116	104	- 10.7%	111	101	- 8.6%
Median Sales Price		\$135,000	\$143,500	+ 6.3%	\$139,117	\$145,000	+ 4.2%
Average Sales Price		\$161,712	\$166,102	+ 2.7%	\$171,437	\$168,225	- 1.9%
Percent of List Price Received		94.6%	95.8%	+ 1.2%	94.5%	95.6%	+ 1.1%
Housing Affordability Index		186	184	- 1.0%	182	183	+ 0.5%
Inventory of Homes for Sale		5,971	5,702	- 4.5%	--	--	--
Months Supply of Homes for Sale		10.3	9.0	- 12.9%	--	--	--

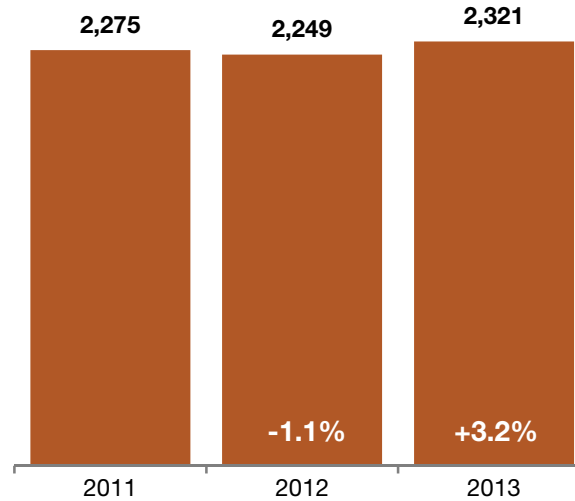
New Listings

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

February

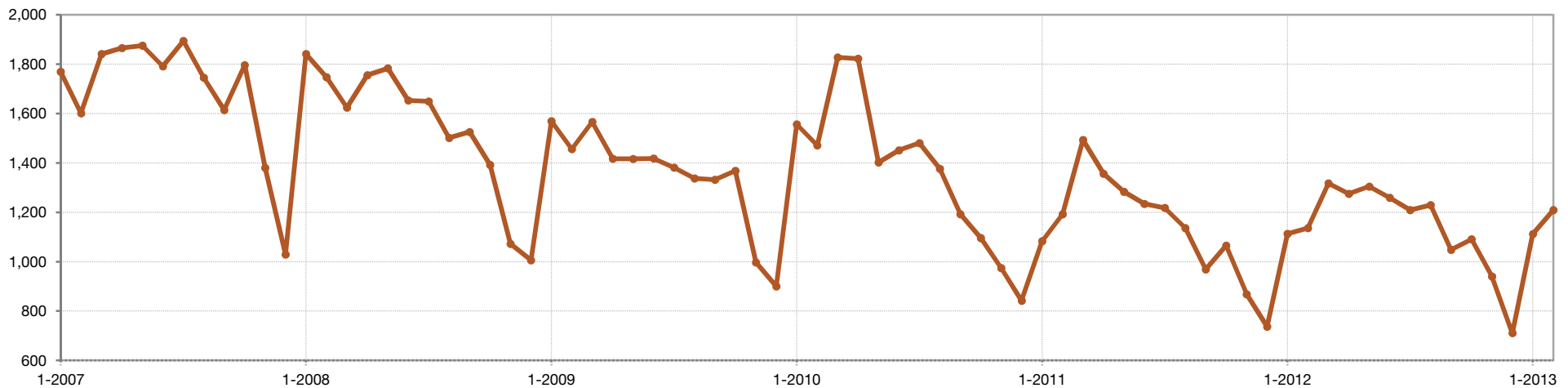


Year To Date



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12-Month Avg	1,134	1,142	+0.7%

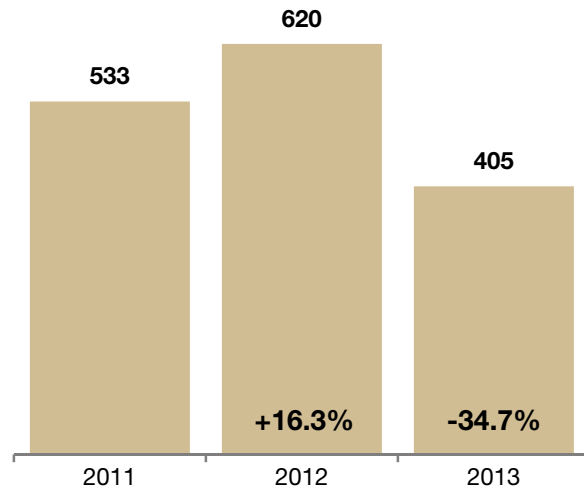
Historical New Listing Activity



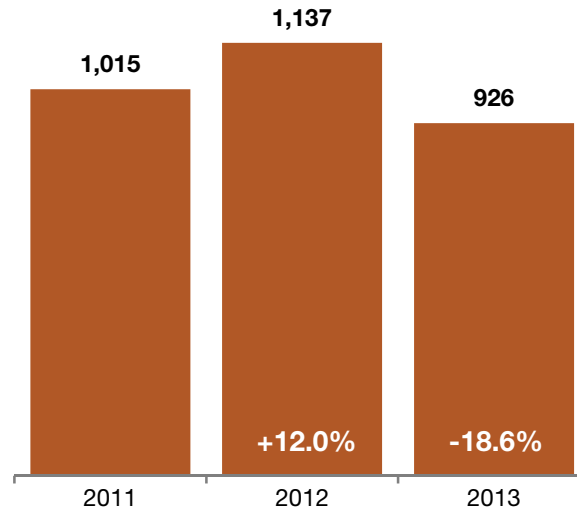
Pending Sales

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

February

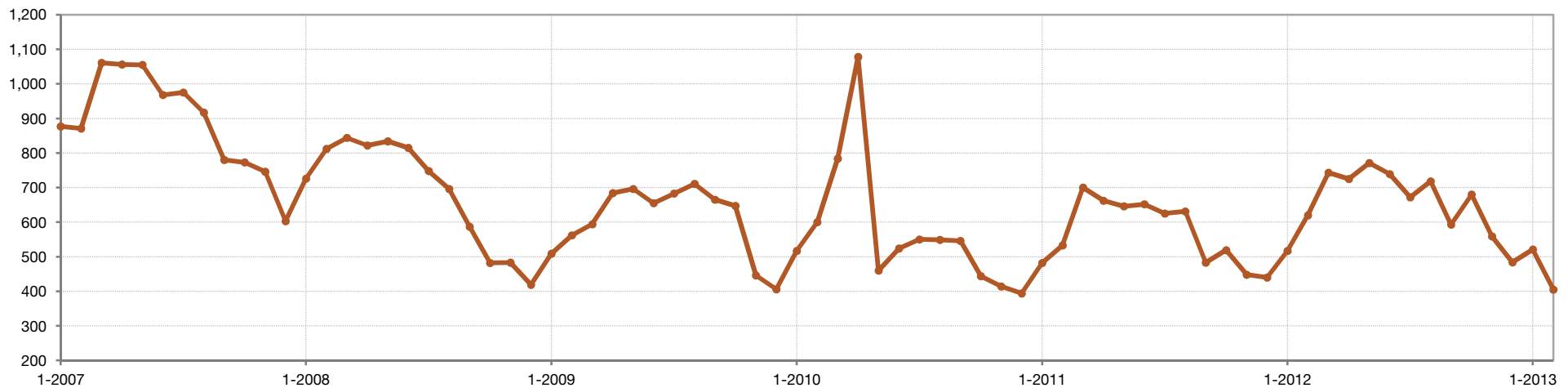


Year To Date



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November	448	559	+24.8%
December	440	484	+10.0%
January	517	521	+0.8%
February	620	405	-34.7%
12-Month Avg	579	634	+9.6%

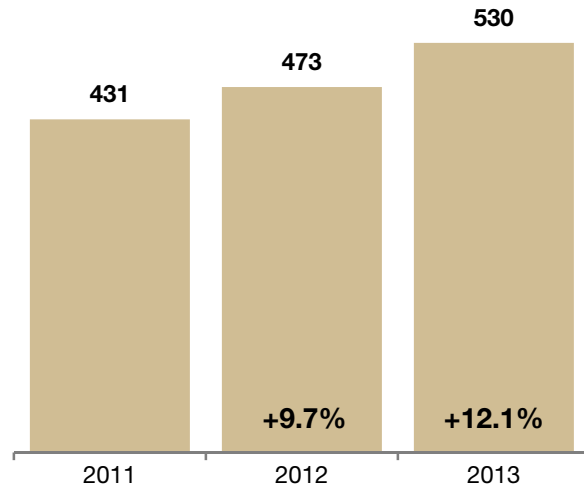
Historical Pending Sales Activity



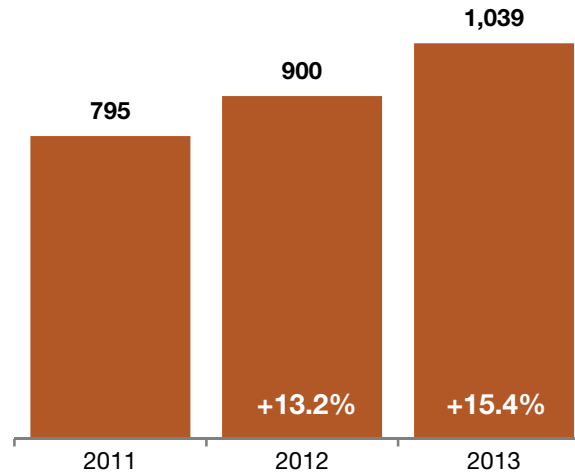
Closed Sales

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

February

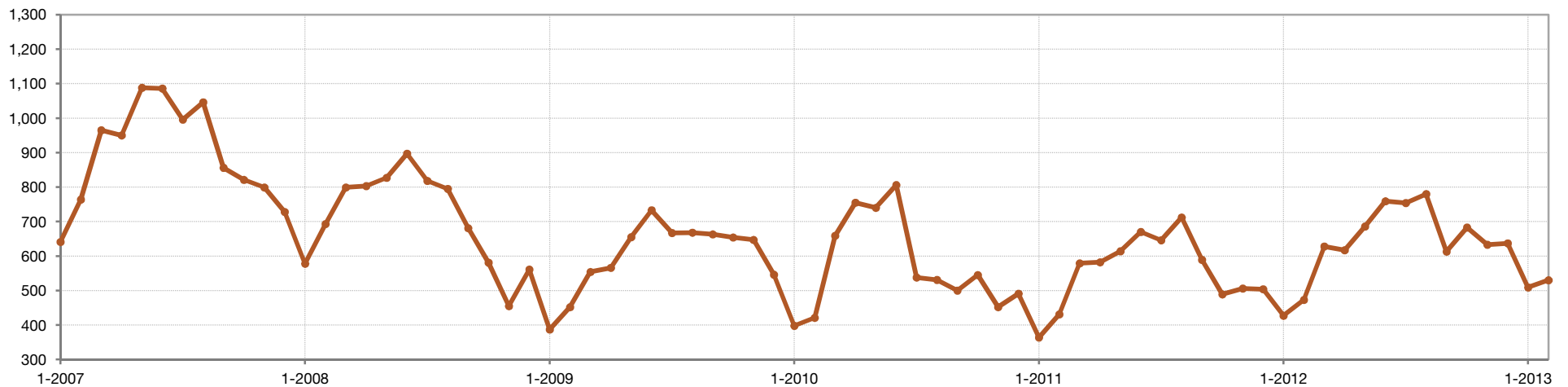


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May	614	686	+11.7%
June	670	759	+13.3%
July	646	754	+16.7%
August	712	780	+9.6%
September	589	613	+4.1%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	637	+26.4%
January	427	509	+19.2%
February	473	530	+12.1%
12-Month Avg	566	652	+15.3%

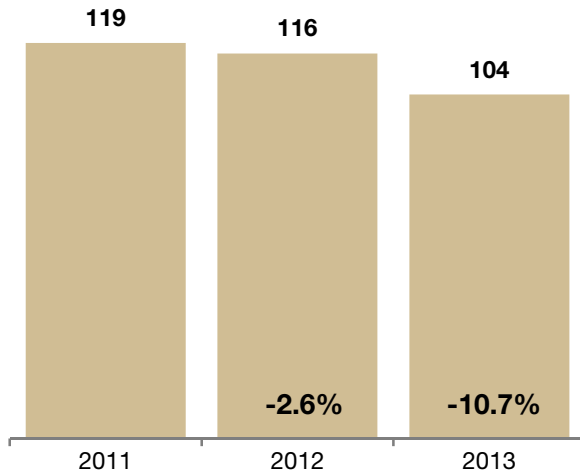
Historical Closed Sales Activity



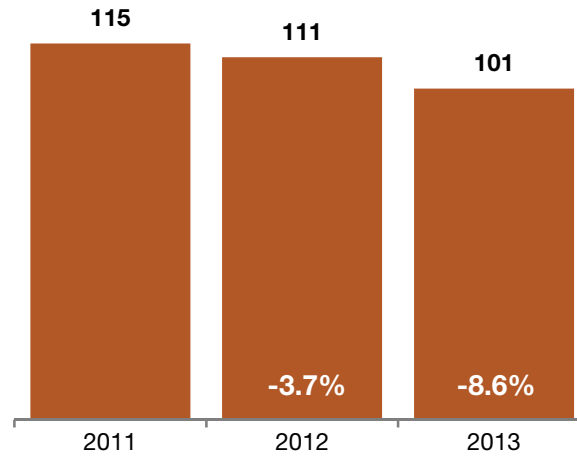
Days on Market Until Sale

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

February

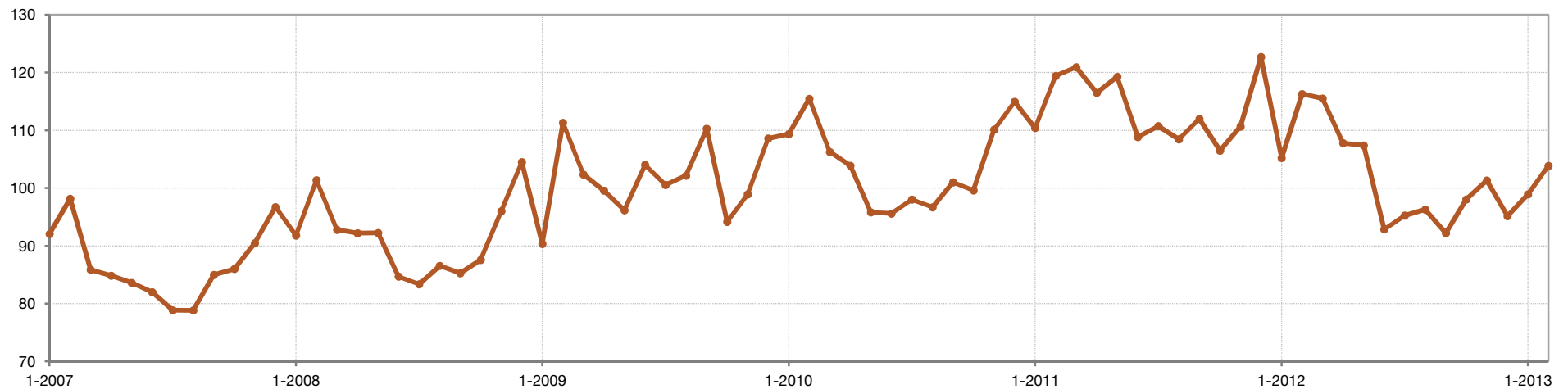


Year To Date



Month	Prior Year	Current Year	+ / -
March	121	116	-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	-11.2%
September	112	92	-17.7%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.4%
January	105	99	-6.0%
February	116	104	-10.7%
12-Month Avg	113	100	-11.5%

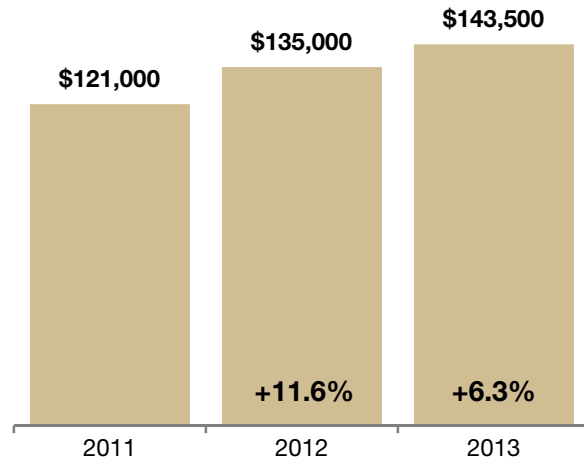
Historical Days on Market Until Sale



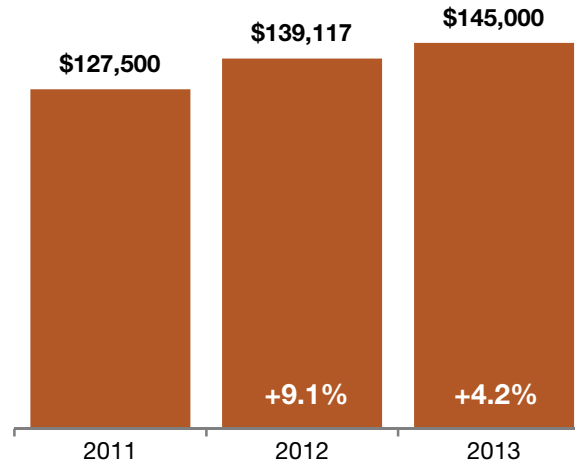
Median Sales Price

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

February

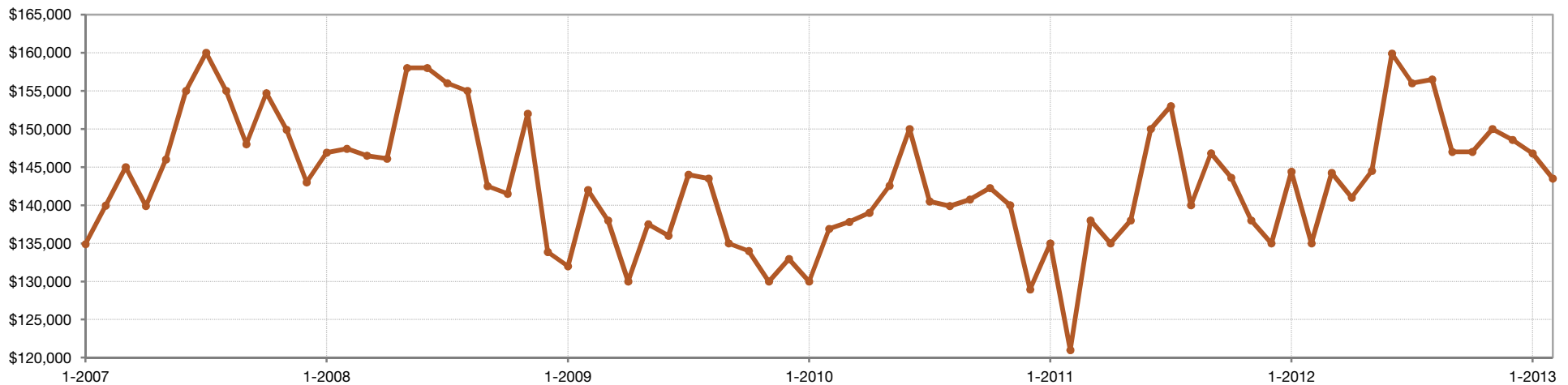


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$138,000	\$144,250	+4.5%
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	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,573	+10.1%
January	\$144,400	\$146,790	+1.7%
February	\$135,000	\$143,500	+6.3%
12-Month Med	\$141,000	\$149,079	+5.7%

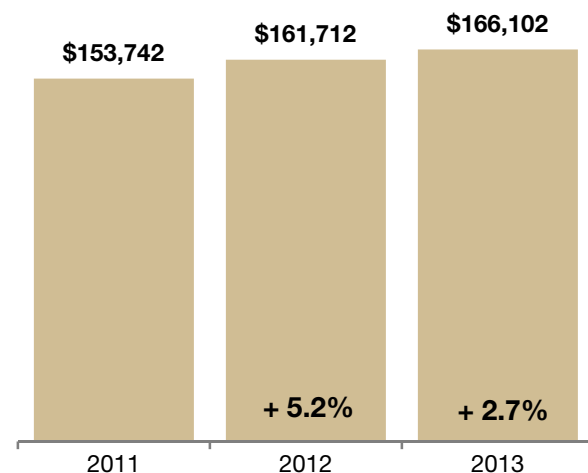
Historical Median Sales Price



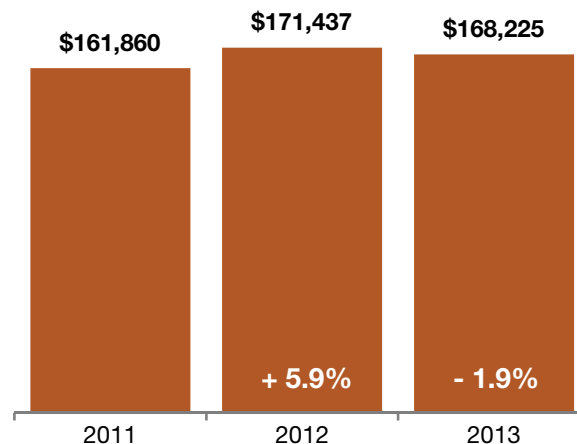
Average Sales Price

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

February

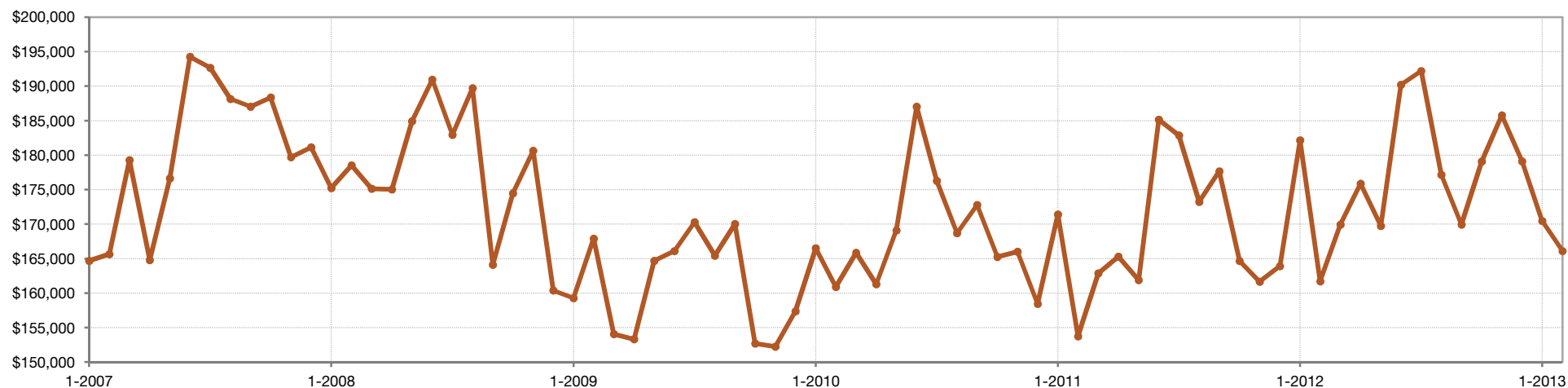


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$162,869	\$169,933	+4.3%
April	\$165,285	\$175,862	+6.4%
May	\$161,898	\$169,737	+4.8%
June	\$185,146	\$190,196	+2.7%
July	\$182,862	\$192,189	+5.1%
August	\$173,230	\$177,150	+2.3%
September	\$177,658	\$169,939	-4.3%
October	\$164,667	\$179,083	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,104	+9.3%
January	\$182,159	\$170,457	-6.4%
February	\$161,712	\$166,102	+2.7%
12-Month Avg	\$170,737	\$177,822	+4.1%

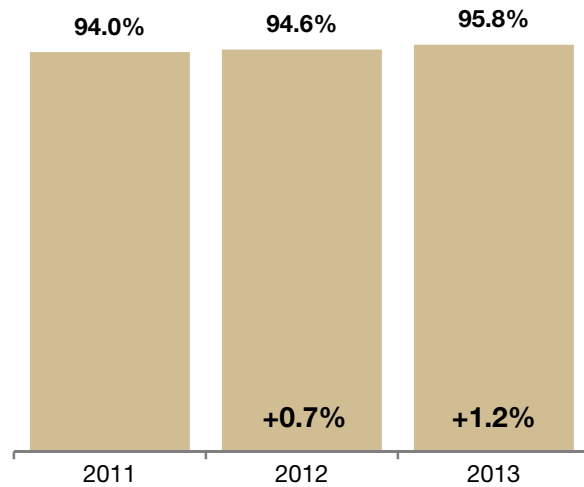
Historical Average Sales Price



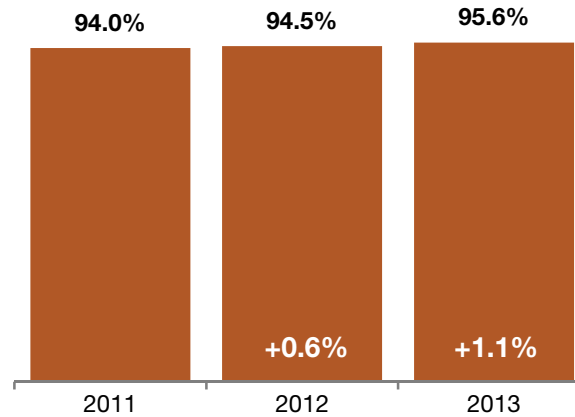
Percent of List Price Received

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

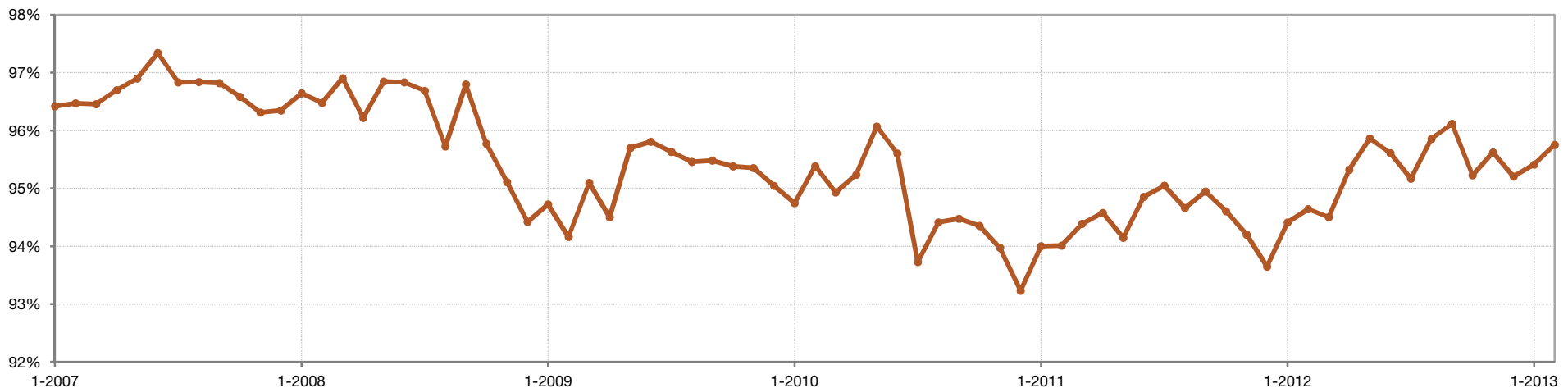


Year To Date



Month	Prior Year	Current Year	+ / -
March	94.4%	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%	95.9%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
12-Month Avg	94.5%	95.5%	+1.0%

Historical Percent of List Price Received

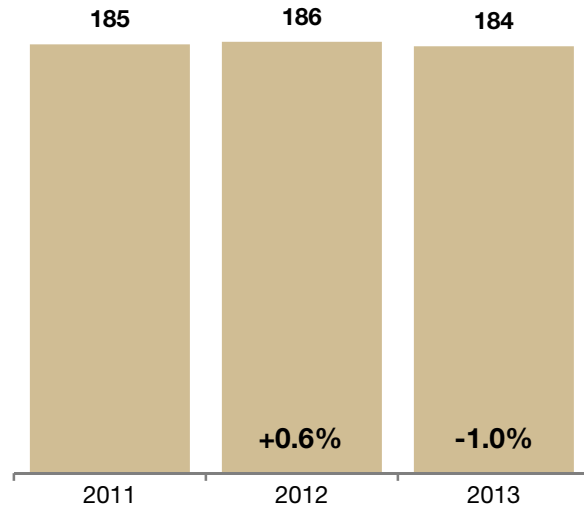


Housing Affordability Index

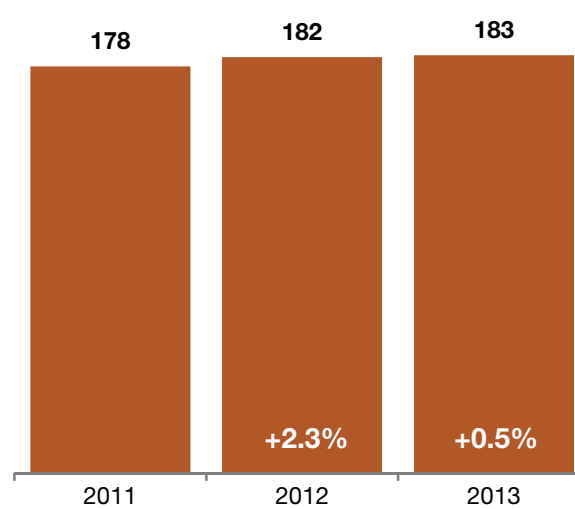
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February

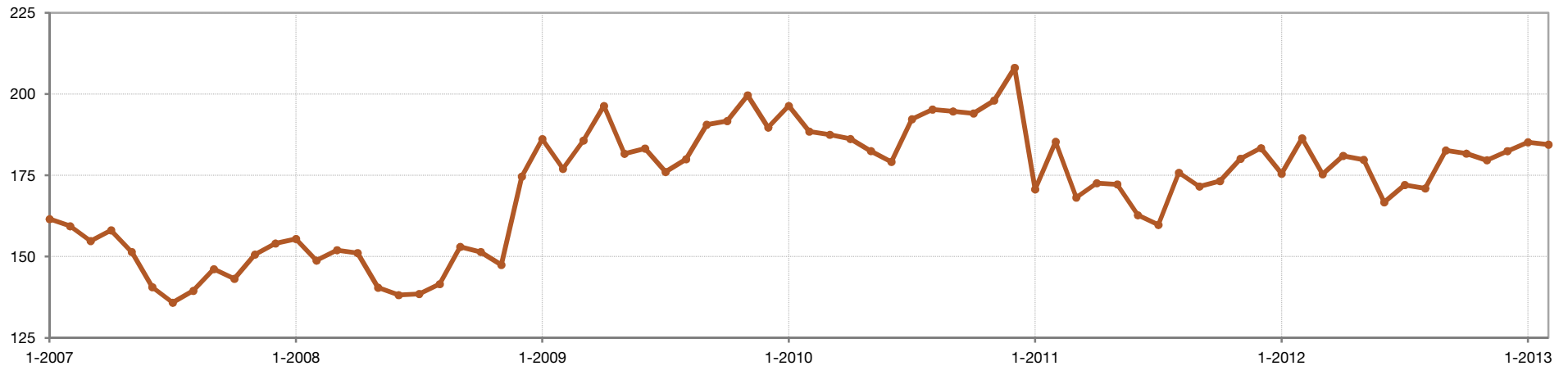


Year To Date



Month	Prior Year	Current Year	+ / -
March	168	175	+4.3%
April	173	181	+4.9%
May	172	180	+4.4%
June	163	167	+2.5%
July	160	172	+7.7%
August	176	171	-2.7%
September	172	183	+6.5%
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.5%
January	175	185	+5.5%
February	186	184	-1.0%
12-Month Avg	173	178	+3.0%

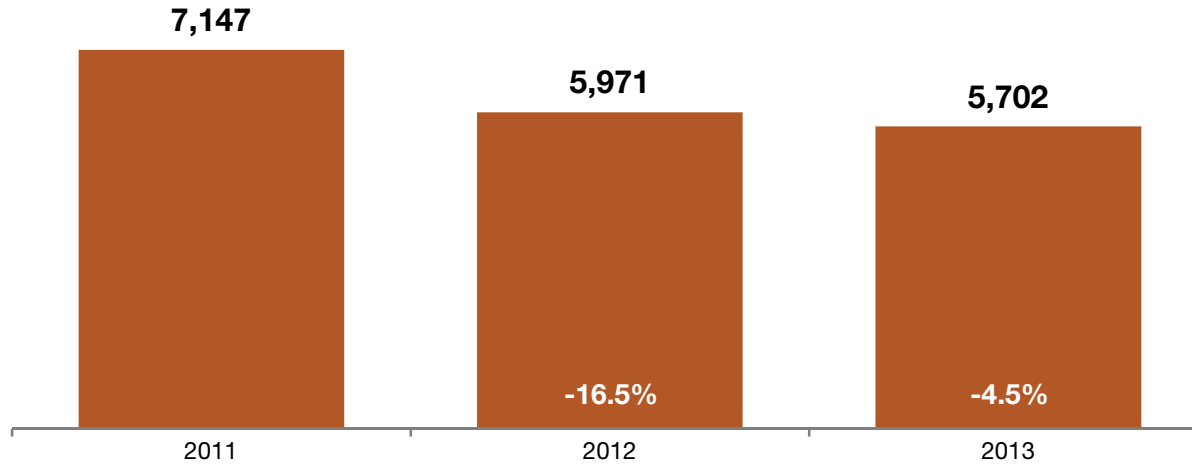
Historical Housing Affordability Index



Inventory of Homes for Sale

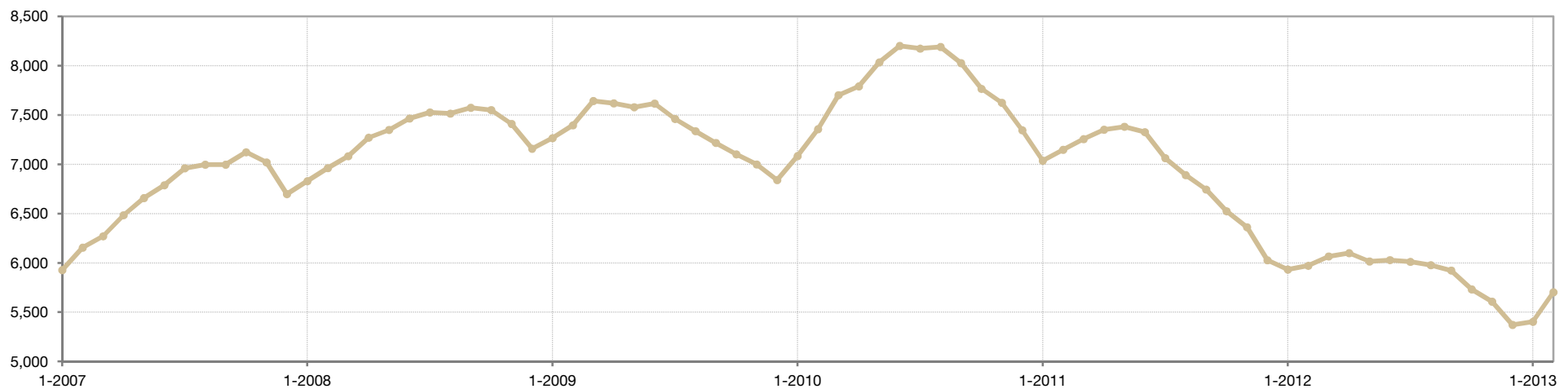
The number of properties available for sale in active status at the end of a given month.

February



Month	Prior Year	Current Year	+ / -
March	7,255	6,066	-16.4%
April	7,351	6,099	-17.0%
May	7,381	6,015	-18.5%
June	7,326	6,029	-17.7%
July	7,062	6,011	-14.9%
August	6,890	5,977	-13.3%
September	6,744	5,923	-12.2%
October	6,524	5,732	-12.1%
November	6,362	5,607	-11.9%
December	6,027	5,372	-10.9%
January	5,933	5,403	-8.9%
February	5,971	5,702	-4.5%
12-Month Avg	6,736	5,828	-13.5%

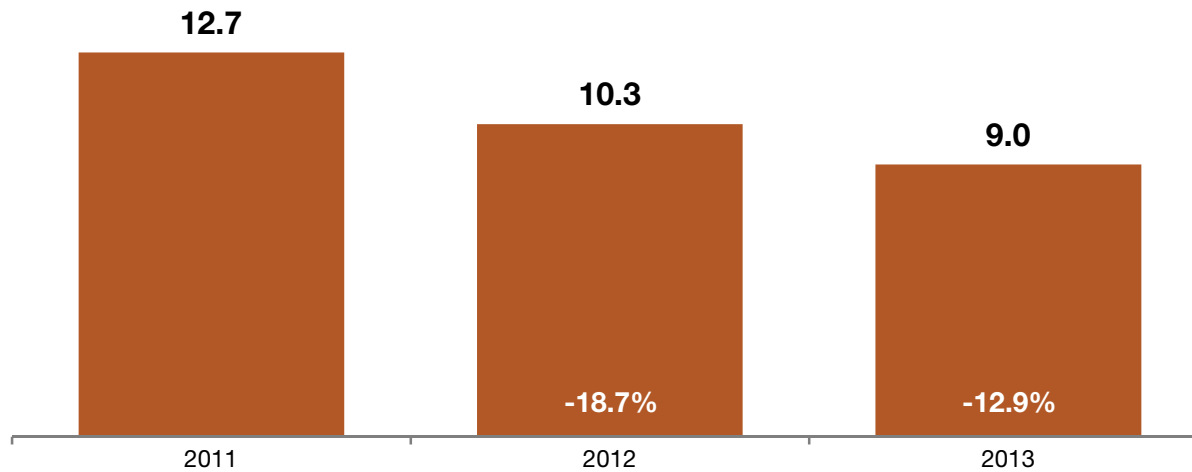
Historical Inventory of Homes for Sale



Months Supply of Inventory

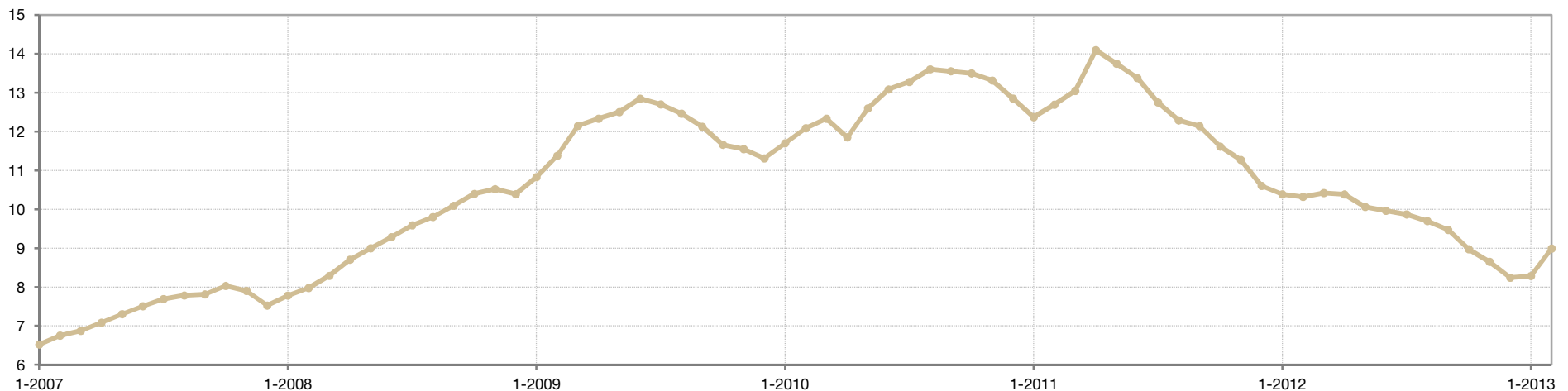
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

February



Month	Prior Year	Current Year	+ / -
March	13.0	10.4	-20.1%
April	14.1	10.4	-26.3%
May	13.7	10.1	-26.8%
June	13.4	10.0	-25.5%
July	12.7	9.9	-22.6%
August	12.3	9.7	-21.1%
September	12.1	9.5	-22.0%
October	11.6	9.0	-22.7%
November	11.3	8.7	-23.2%
December	10.6	8.2	-22.3%
January	10.4	8.3	-20.2%
February	10.3	9.0	-12.9%
12-Month Avg	12.1	9.4	-22.4%

Historical Months Supply of Inventory



Monthly Indicators

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



March 2013

With spring here in all its bounty, it's time to renew, refresh and revive our understanding of what's fueling the ongoing market recovery. First, tightened inventory levels combined with strong demand are fueling price gains in many areas. Second, consumer demand is shifting from distressed properties to conventional homes. Third, record-low mortgage rates and rising rents are supporting housing recovery. Let's check the local scene.

New Listings in the Greater Greenville region increased 2.7 percent to 1,352. Pending Sales were down 36.4 percent to 472. Inventory levels shrank 3.0 percent to 5,886 units.

Prices were fairly stable. The Median Sales Price increased 0.7 percent to \$145,300. Days on Market was down 7.7 percent to 107 days. Absorption rates improved as Months Supply of Inventory was down 11.8 percent to 9.2 months.

On the economic front, things inched forward. We saw a minor but important upward revision to Q4-2012 GDP growth that put us back in positive territory. In the political arena, key debates over the deficit, marriage, gun law, immigration reform and tax policy rage onward. The squeaky wheel gets the grease, and with this emerging housing recovery, there are no imminent housing-related bills. Perhaps that's a good thing.

Quick Facts

+ 18.0%

Change in
Closed Sales

+ 0.7%

Change in
Median Sales Price

- 3.0%

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

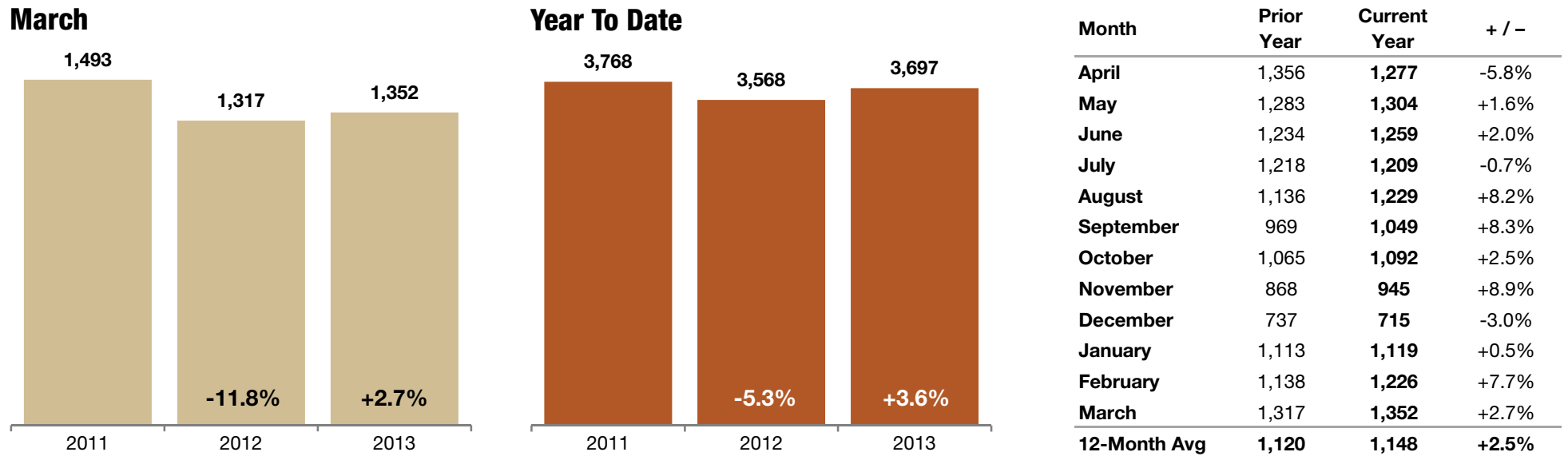
Key market metrics for the current month and year-to-date figures.



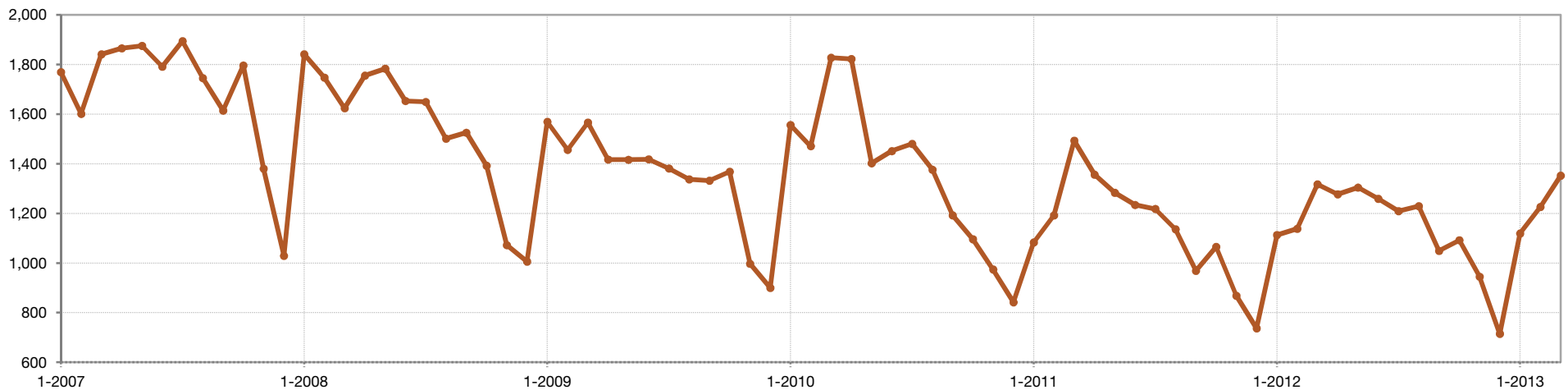
Key Metrics	Historical Sparklines	3-2012	3-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,317	1,352	+ 2.7%	3,568	3,697	+ 3.6%
Pending Sales		742	472	- 36.4%	1,880	1,714	- 8.8%
Closed Sales		628	741	+ 18.0%	1,528	1,790	+ 17.1%
Days on Market Until Sale		116	107	- 7.7%	113	104	- 8.3%
Median Sales Price		\$144,250	\$145,300	+ 0.7%	\$140,000	\$145,000	+ 3.6%
Average Sales Price		\$169,933	\$170,608	+ 0.4%	\$170,819	\$169,020	- 1.1%
Percent of List Price Received		94.5%	96.5%	+ 2.1%	94.5%	96.0%	+ 1.5%
Housing Affordability Index		175	182	+ 4.0%	179	183	+ 1.8%
Inventory of Homes for Sale		6,068	5,886	- 3.0%	--	--	--
Months Supply of Homes for Sale		10.4	9.2	- 11.8%	--	--	--

New Listings

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

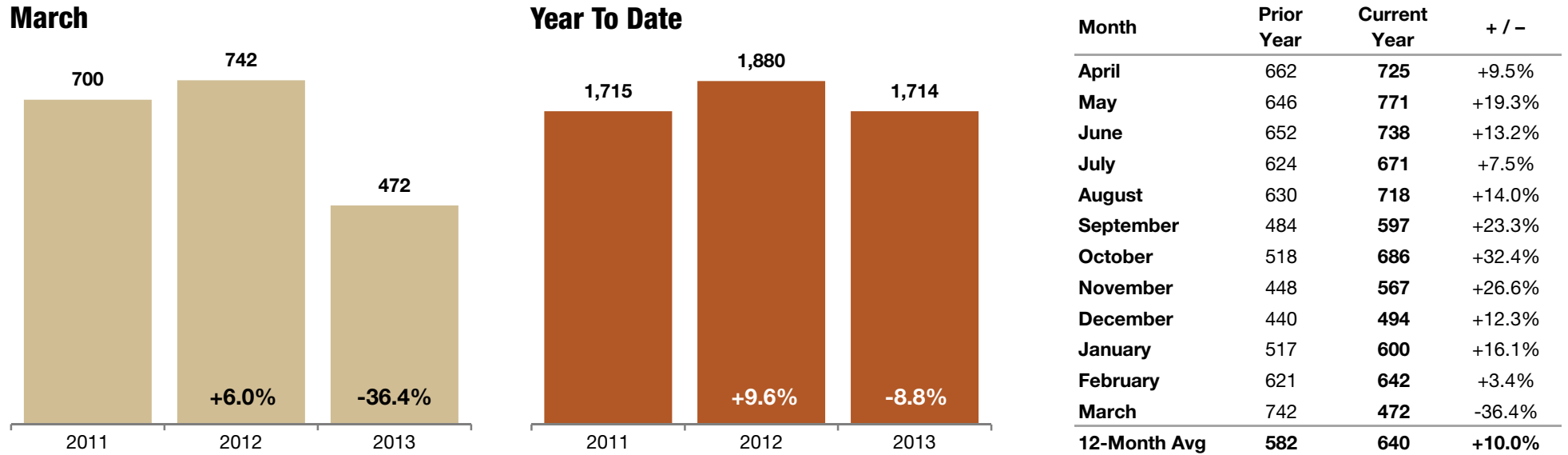


Historical New Listing Activity

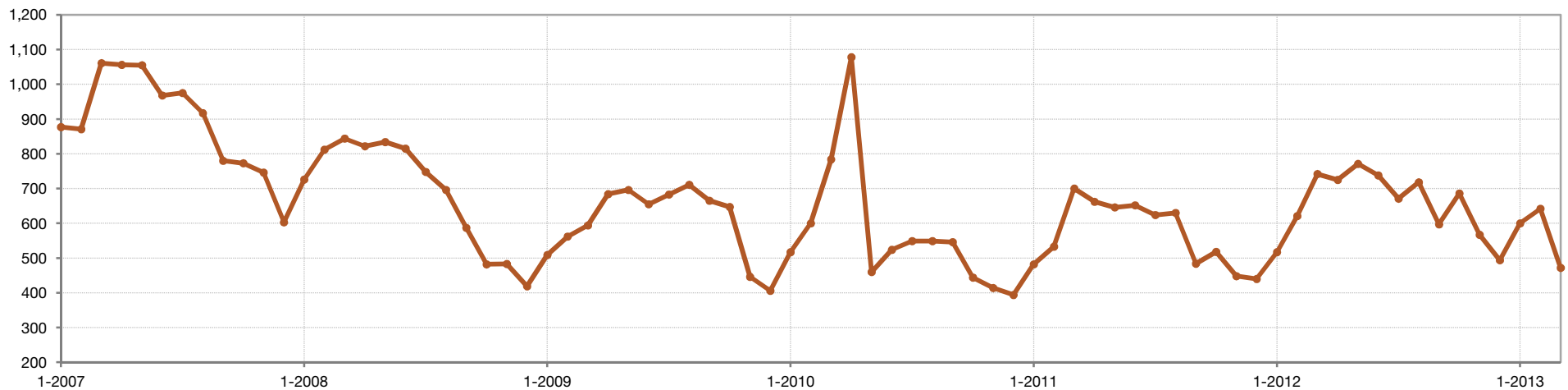


Pending Sales

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

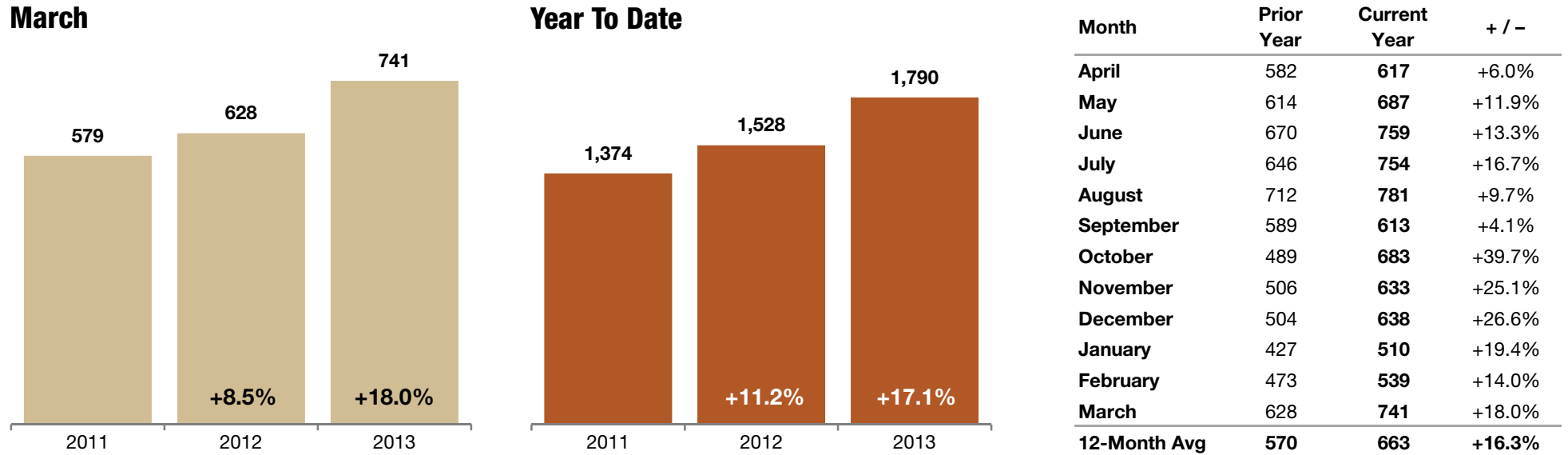


Historical Pending Sales Activity

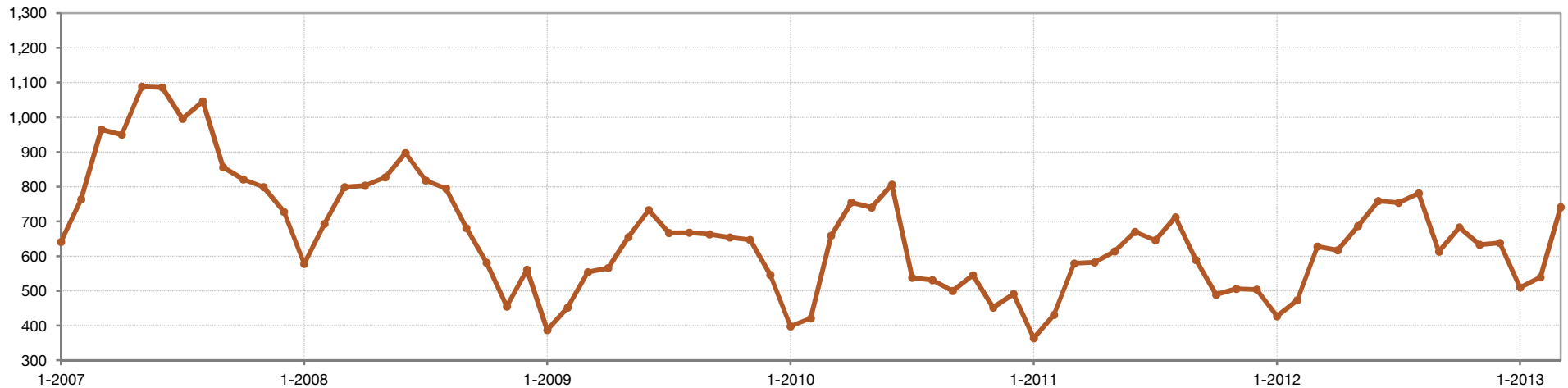


Closed Sales

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



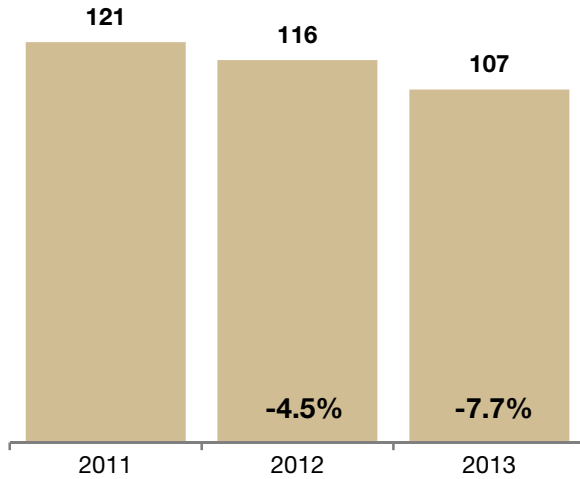
Historical Closed Sales Activity



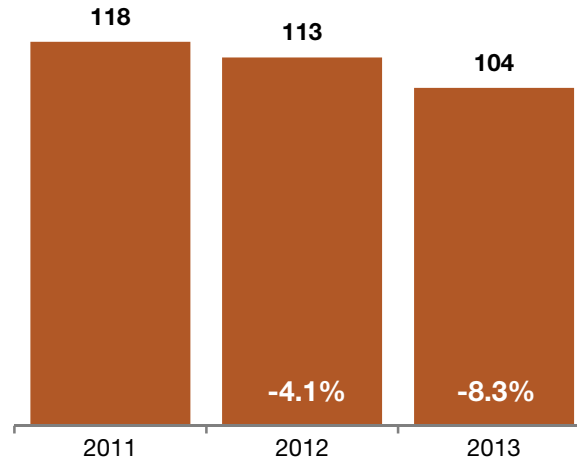
Days on Market Until Sale

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

March

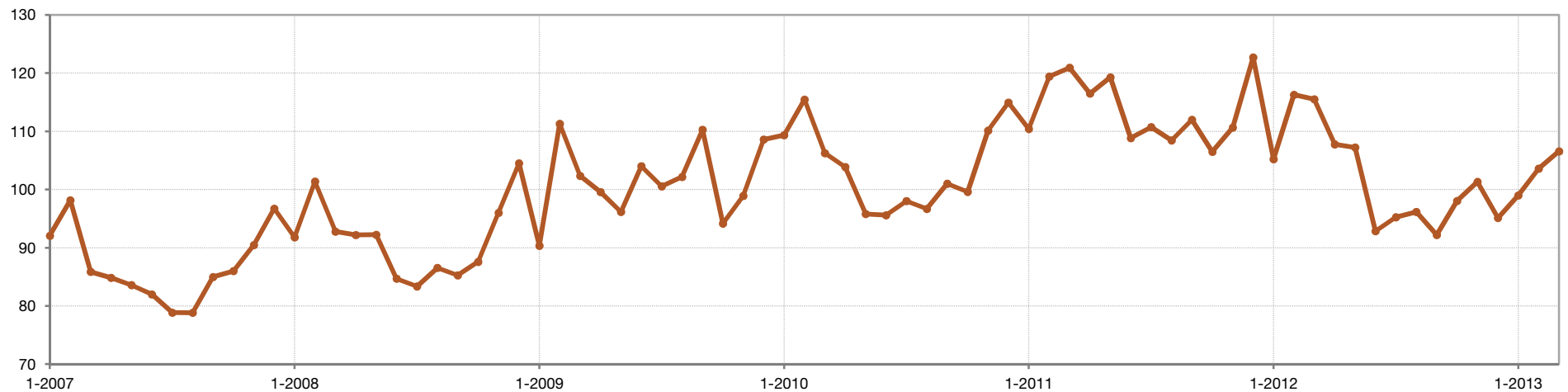


Year To Date



Month	Prior Year	Current Year	+ / -
April	116	108	-7.5%
May	119	107	-10.1%
June	109	93	-14.7%
July	111	95	-14.0%
August	108	96	-11.3%
September	112	92	-17.7%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.5%
January	105	99	-5.9%
February	116	104	-10.9%
March	116	107	-7.7%
12-Month Avg	113	99	-11.8%

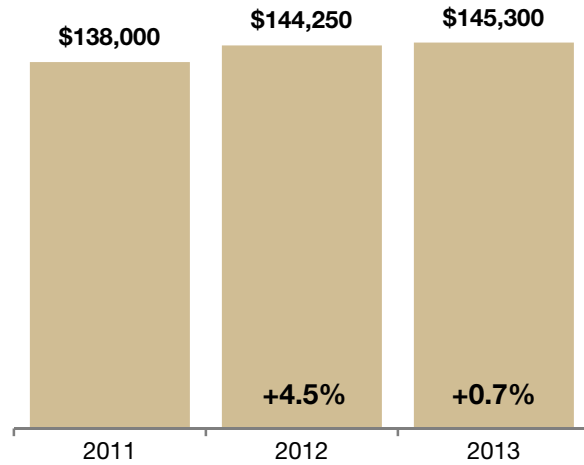
Historical Days on Market Until Sale



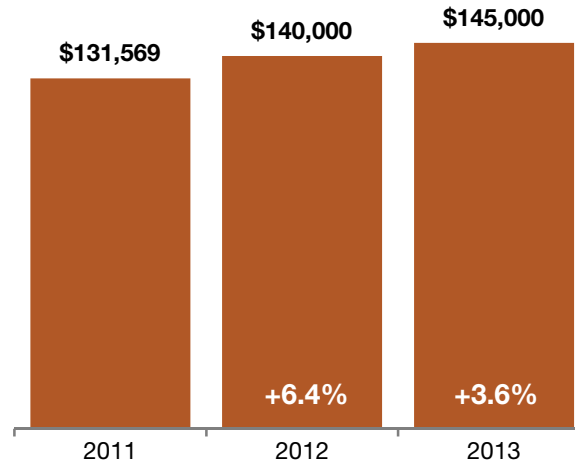
Median Sales Price

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

March

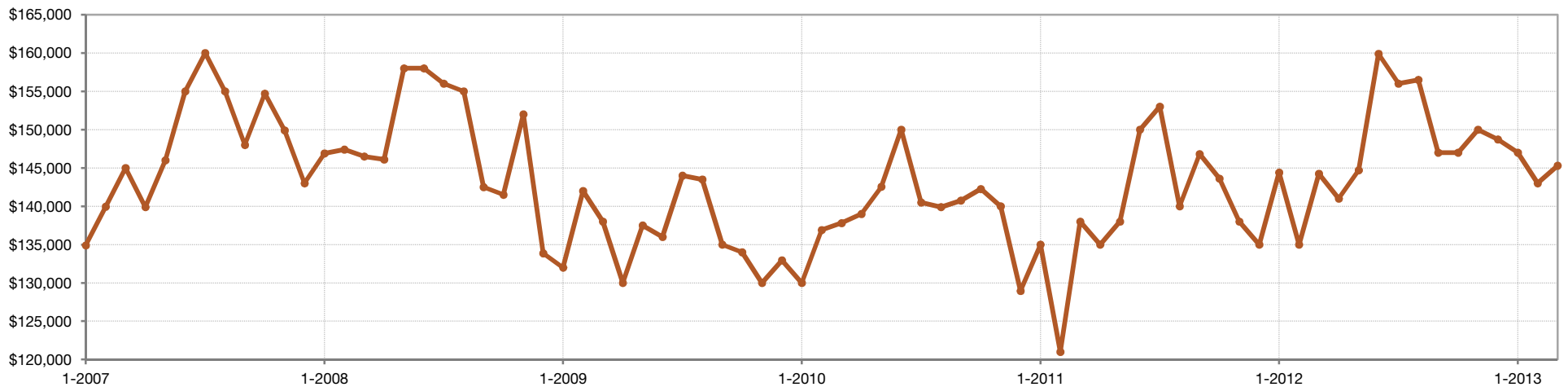


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$135,000	\$141,000	+4.4%
May	\$138,000	\$144,700	+4.9%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,721	+10.2%
January	\$144,400	\$147,000	+1.8%
February	\$135,000	\$143,000	+5.9%
March	\$144,250	\$145,300	+0.7%
12-Month Med	\$141,752	\$149,000	+5.1%

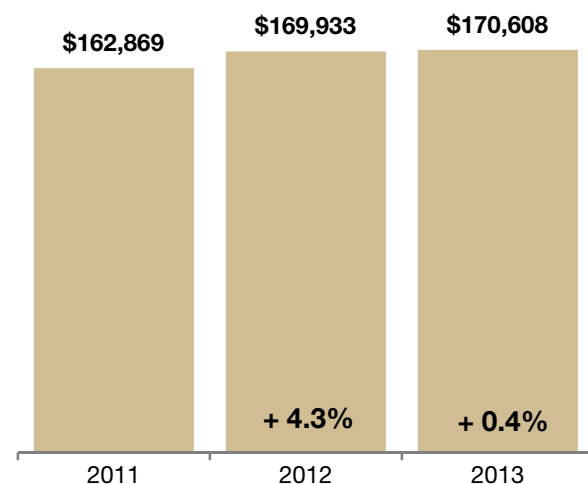
Historical Median Sales Price



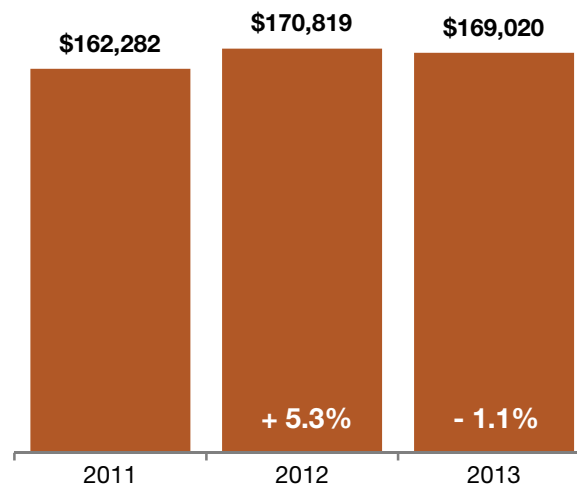
Average Sales Price

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

March

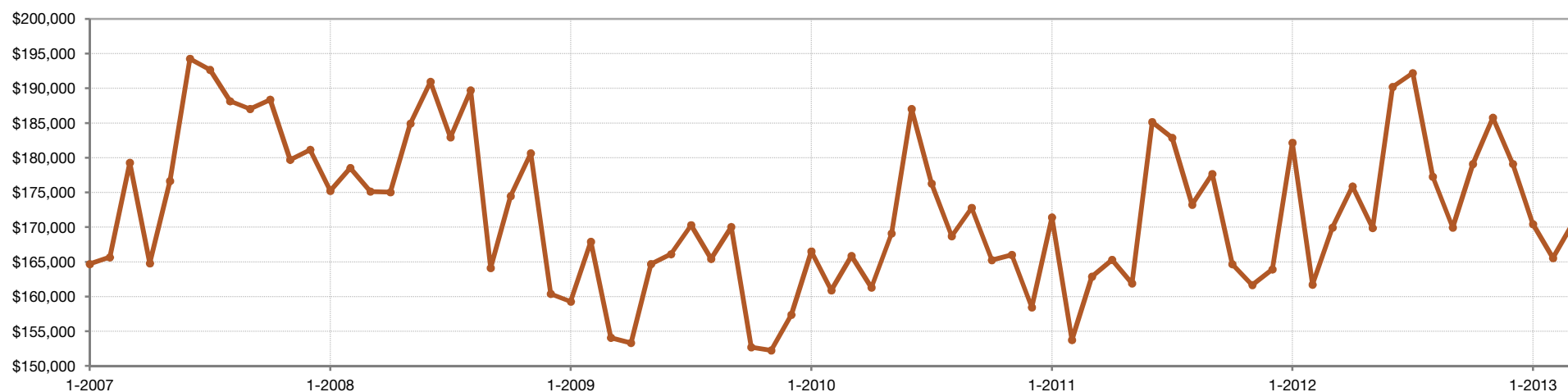


Year To Date



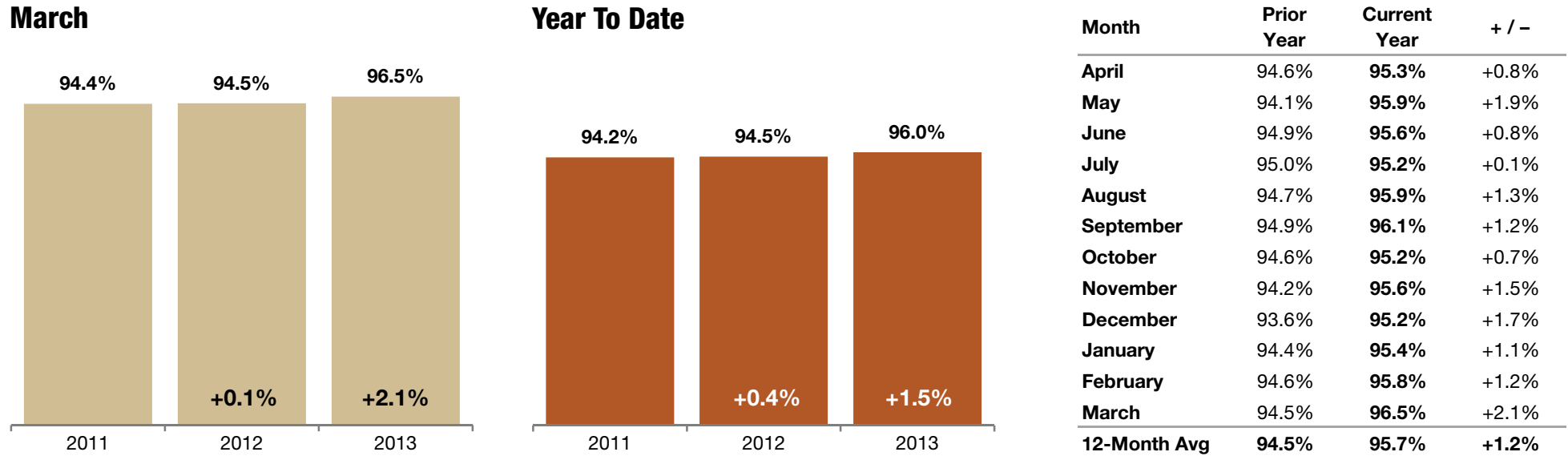
Month	Prior Year	Current Year	+ / -
April	\$165,285	\$175,862	+6.4%
May	\$161,898	\$169,876	+4.9%
June	\$185,146	\$190,196	+2.7%
July	\$182,862	\$192,189	+5.1%
August	\$173,230	\$177,266	+2.3%
September	\$177,658	\$169,939	-4.3%
October	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,097	+9.3%
January	\$182,159	\$170,422	-6.4%
February	\$161,712	\$165,539	+2.4%
March	\$169,933	\$170,608	+0.4%
12-Month Avg	\$171,322	\$177,736	+3.7%

Historical Average Sales Price

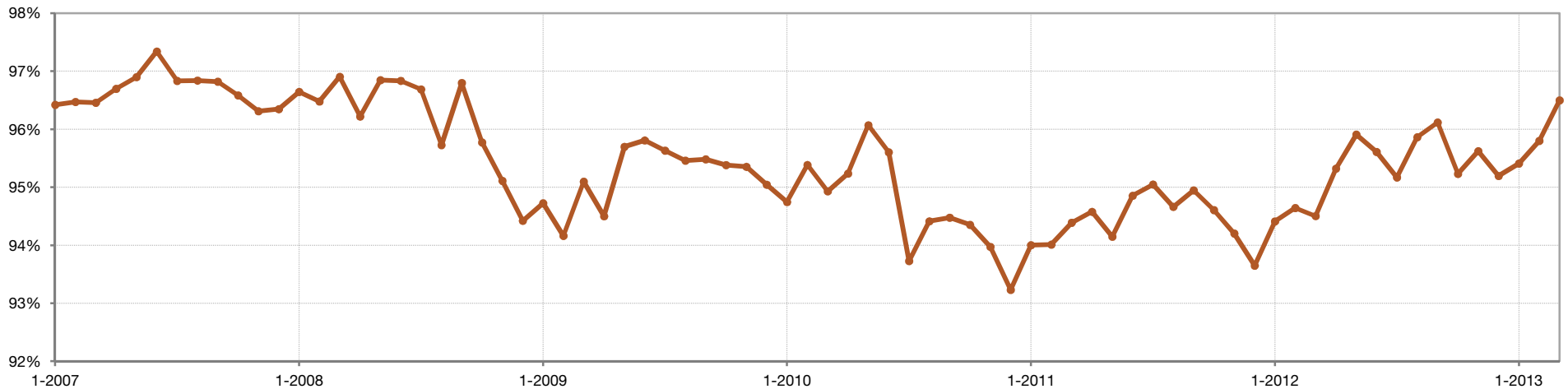


Percent of List Price Received

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.

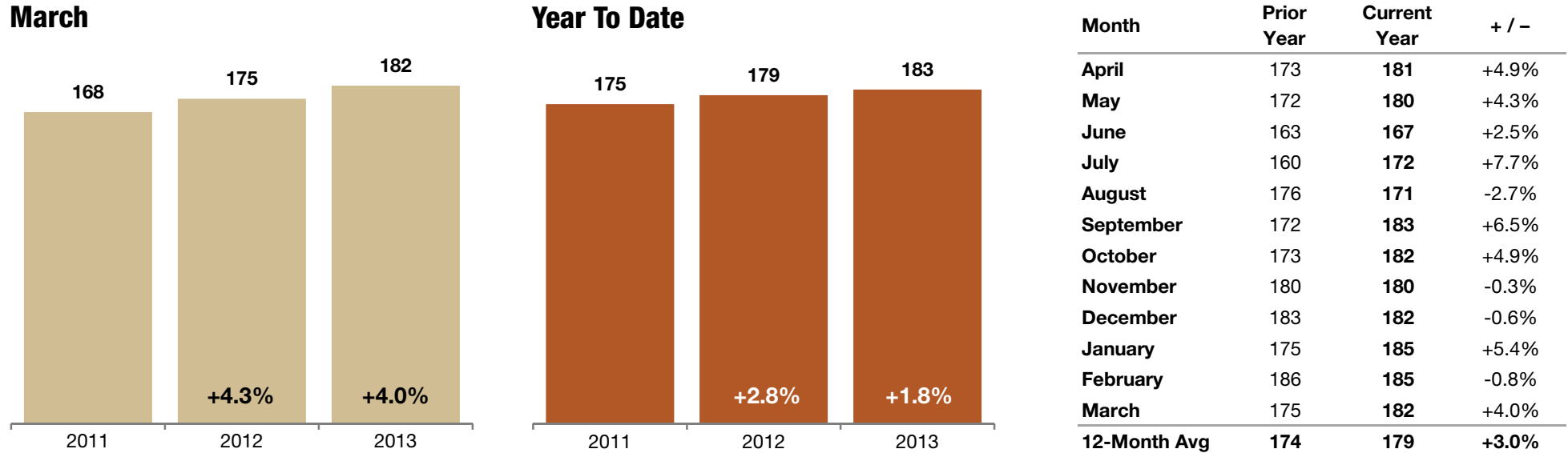


Historical Percent of List Price Received

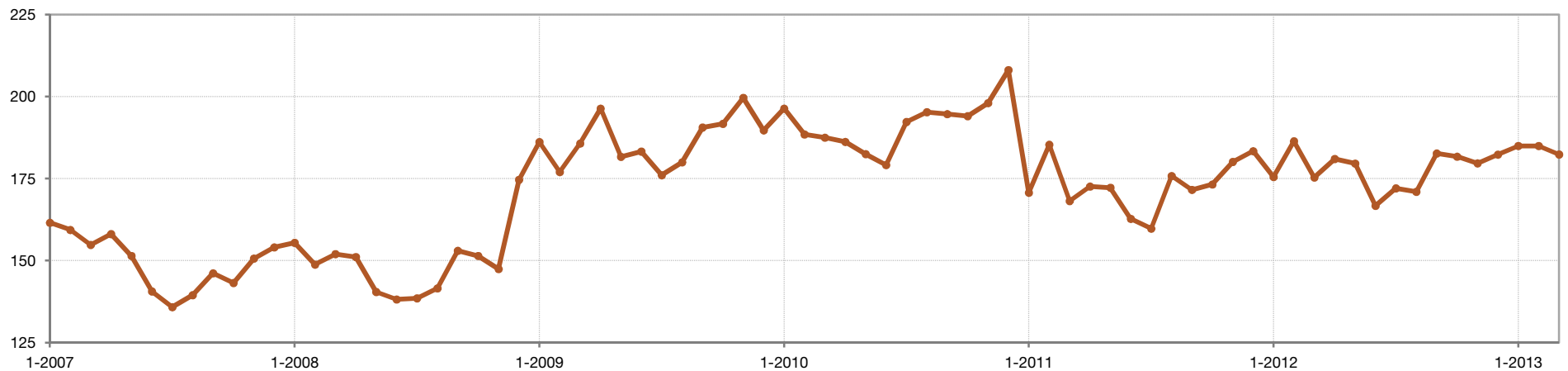


Housing Affordability Index

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.**



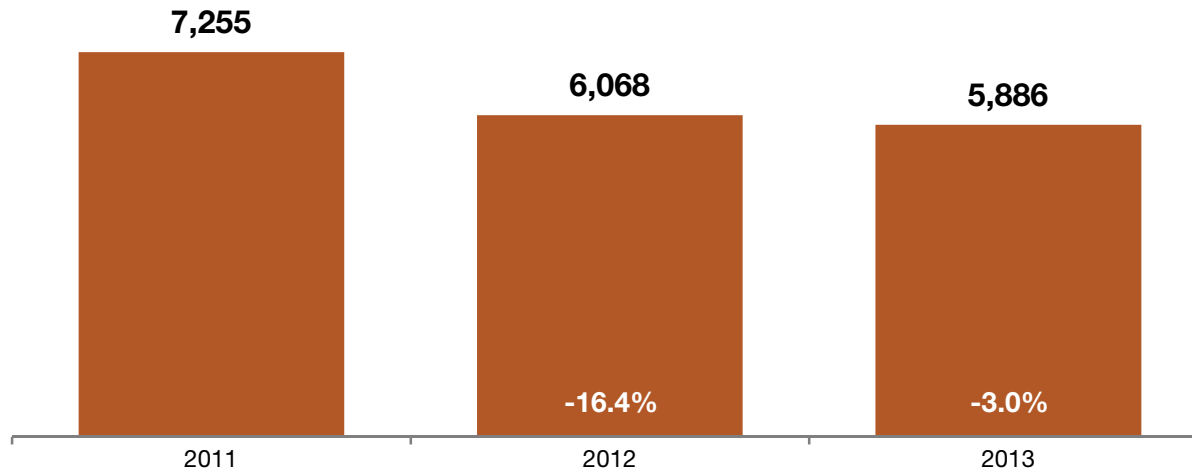
Historical Housing Affordability Index



Inventory of Homes for Sale

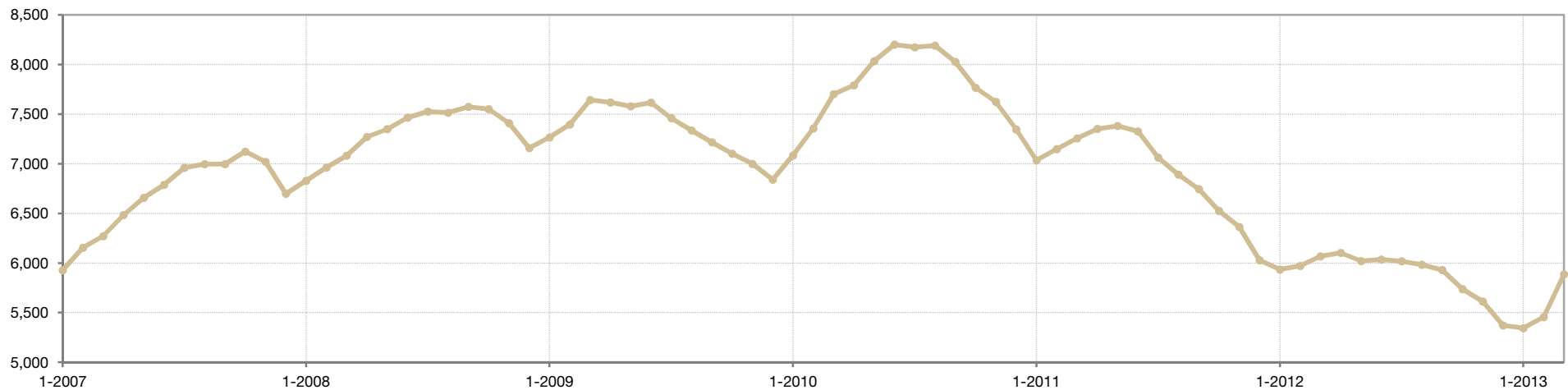
The number of properties available for sale in active status at the end of a given month.

March



Month	Prior Year	Current Year	+ / -
April	7,351	6,103	-17.0%
May	7,381	6,020	-18.4%
June	7,326	6,035	-17.6%
July	7,062	6,018	-14.8%
August	6,890	5,983	-13.2%
September	6,745	5,930	-12.1%
October	6,525	5,737	-12.1%
November	6,363	5,612	-11.8%
December	6,028	5,372	-10.9%
January	5,934	5,344	-9.9%
February	5,971	5,455	-8.6%
March	6,068	5,886	-3.0%
12-Month Avg	6,637	5,791	-12.7%

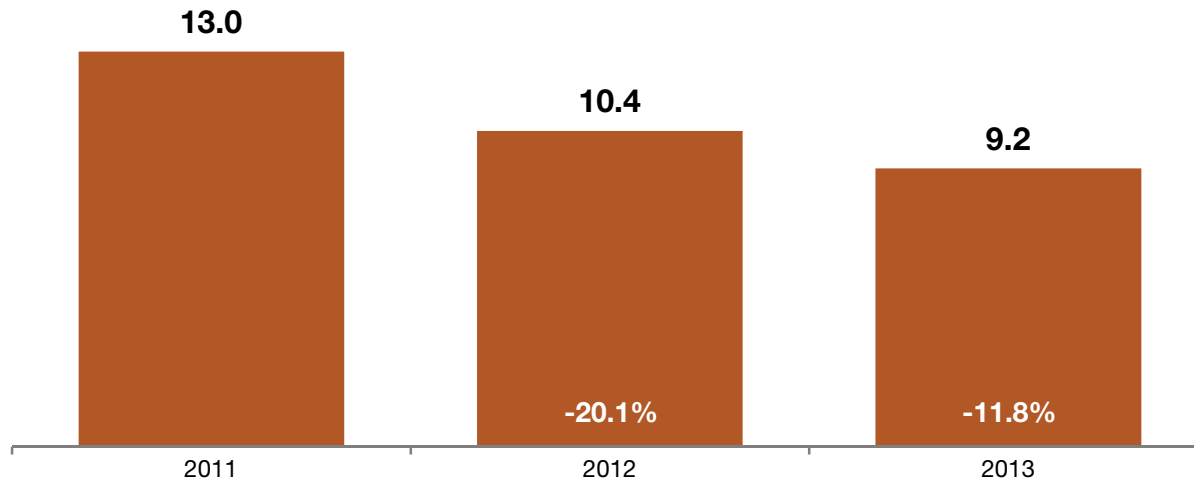
Historical Inventory of Homes for Sale



Months Supply of Inventory

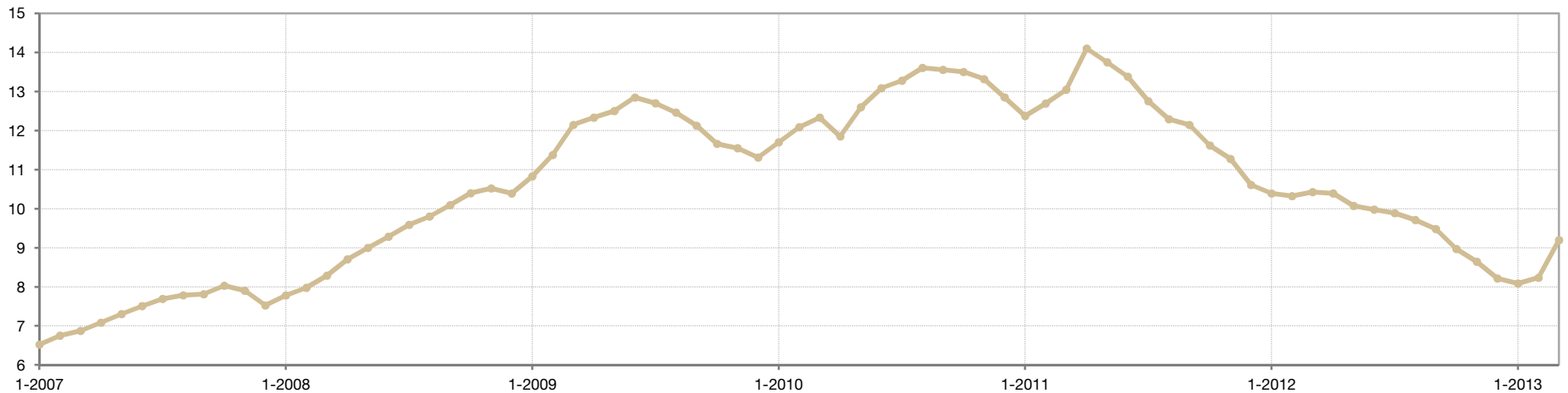
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



Month	Prior Year	Current Year	+ / -
April	14.1	10.4	-26.3%
May	13.7	10.1	-26.7%
June	13.4	10.0	-25.4%
July	12.8	9.9	-22.5%
August	12.3	9.7	-21.0%
September	12.1	9.5	-21.9%
October	11.6	9.0	-22.8%
November	11.3	8.6	-23.3%
December	10.6	8.2	-22.6%
January	10.4	8.1	-22.2%
February	10.3	8.2	-20.2%
March	10.4	9.2	-11.8%
12-Month Avg	11.9	9.2	-22.5%

Historical Months Supply of Inventory



Monthly Indicators

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



April 2013

The S&P/Case-Shiller Home Price Index recently showed that home prices in 20 major metropolitan areas had increased at the strongest pace since the bubble years. At long last, major national indices are telling the story that local MLS data users have known for months or even years. Yes, the housing market is recovering. The recovery varies by geography and market segment, but things are certainly better than they have been and are showing no signs of letting up.

New Listings in the Greater Greenville region increased 15.5 percent to 1,477. Pending Sales were down 31.0 percent to 502. Inventory levels shrank 0.6 percent to 6,071 units.

Prices turned higher. The Median Sales Price increased 7.8 percent to \$152,000. Days on Market was down 15.7 percent to 91 days. Absorption rates improved as Months Supply of Inventory was down 10.8 percent to 9.3 months.

The prickliest thorns in our collective side are still lack of inventory and subdued listing activity. In some neighborhoods, consumers have 50 or 60 percent fewer options from which to choose than they did a few years ago. That's causing bidding wars in popular areas. Despite the competitive landscape for buyers, housing remains one of the brightest lights in an otherwise subdued economic recovery.

Quick Facts

+ 30.8% **+ 7.8%** **- 0.6%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
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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.

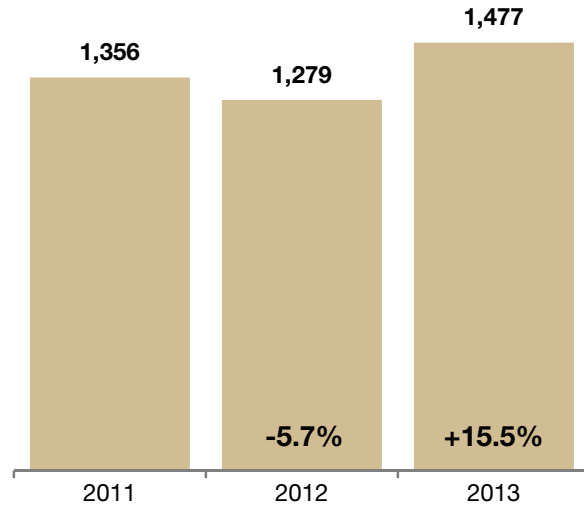


Key Metrics	Historical Sparklines	4-2012	4-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,279	1,477	+ 15.5%	4,847	5,199	+ 7.3%
Pending Sales		728	502	- 31.0%	2,614	2,618	+ 0.2%
Closed Sales		617	807	+ 30.8%	2,145	2,609	+ 21.6%
Days on Market Until Sale		108	91	- 15.7%	111	99	- 10.8%
Median Sales Price		\$141,000	\$152,000	+ 7.8%	\$140,312	\$147,900	+ 5.4%
Average Sales Price		\$175,862	\$178,670	+ 1.6%	\$172,279	\$172,116	- 0.1%
Percent of List Price Received		95.3%	96.1%	+ 0.8%	94.8%	96.0%	+ 1.3%
Housing Affordability Index		181	179	- 1.2%	182	183	+ 0.5%
Inventory of Homes for Sale		6,105	6,071	- 0.6%	--	--	--
Months Supply of Homes for Sale		10.4	9.3	- 10.8%	--	--	--

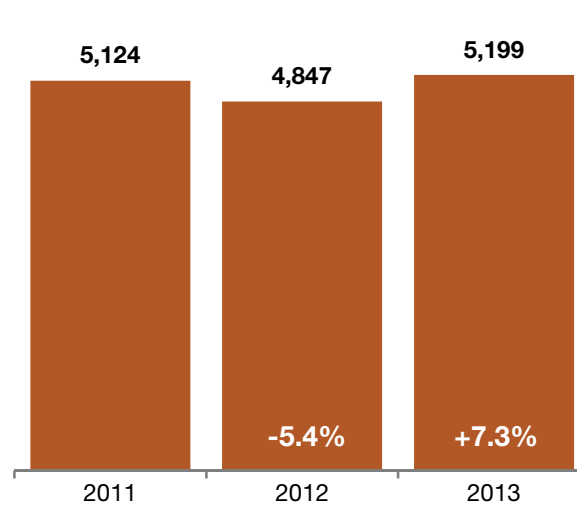
New Listings

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

April

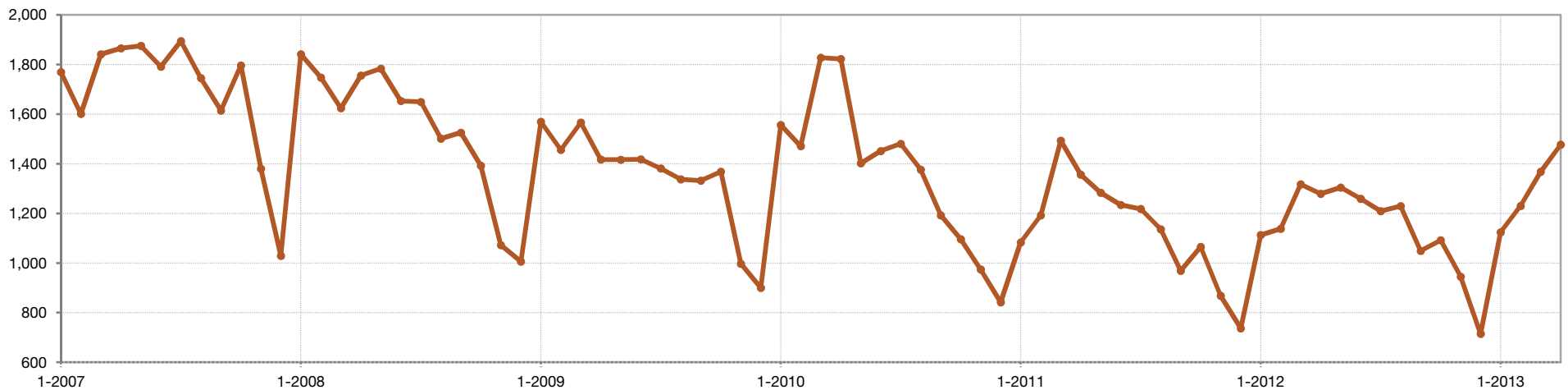


Year To Date



Month	Prior Year	Current Year	+ / -
May	1,283	1,304	+1.6%
June	1,234	1,259	+2.0%
July	1,218	1,209	-0.7%
August	1,136	1,229	+8.2%
September	969	1,049	+8.3%
October	1,065	1,092	+2.5%
November	868	945	+8.9%
December	737	715	-3.0%
January	1,113	1,124	+1.0%
February	1,138	1,230	+8.1%
March	1,317	1,368	+3.9%
April	1,279	1,477	+15.5%
12-Month Avg	1,113	1,167	+4.8%

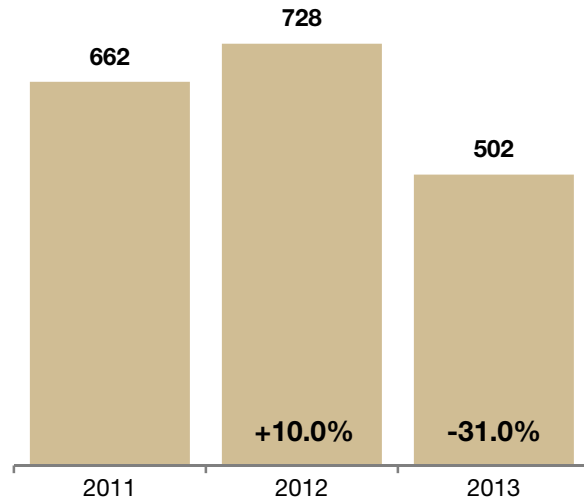
Historical New Listing Activity



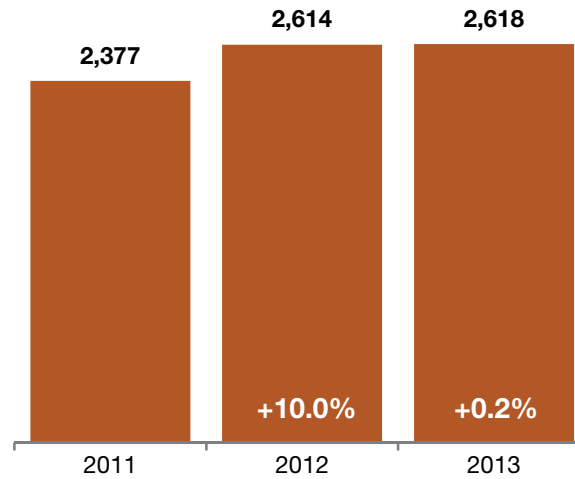
Pending Sales

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

April

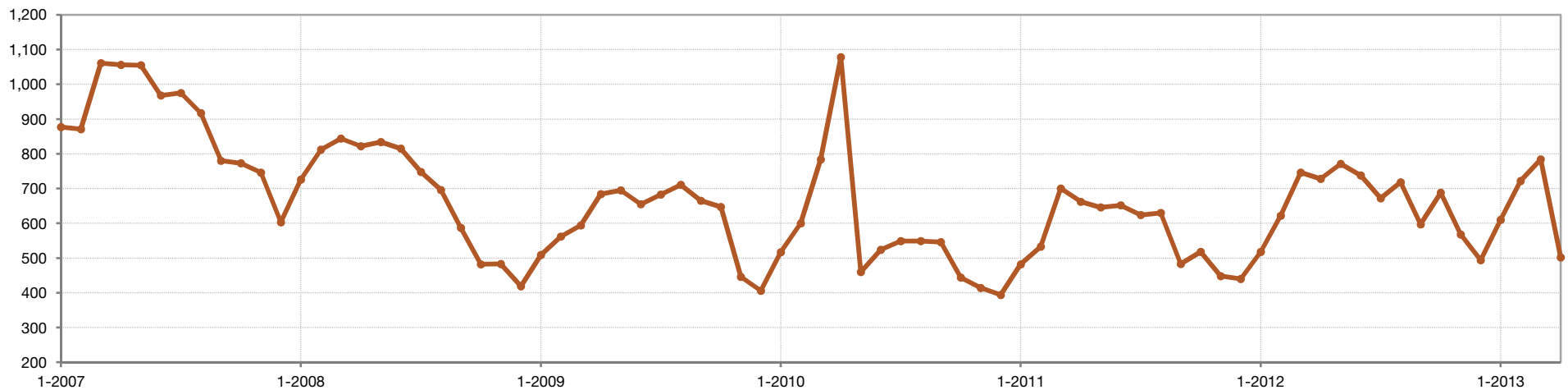


Year To Date



Month	Prior Year	Current Year	+ / -
May	646	771	+19.3%
June	652	738	+13.2%
July	624	672	+7.7%
August	630	718	+14.0%
September	483	597	+23.6%
October	518	688	+32.8%
November	448	568	+26.8%
December	440	494	+12.3%
January	518	610	+17.8%
February	622	722	+16.1%
March	746	784	+5.1%
April	728	502	-31.0%
12-Month Avg	588	655	+11.5%

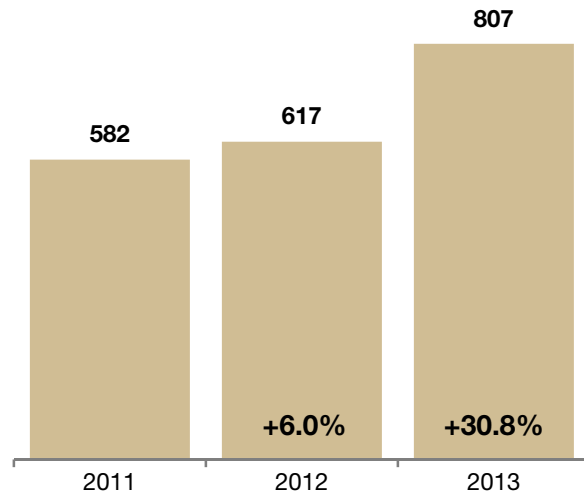
Historical Pending Sales Activity



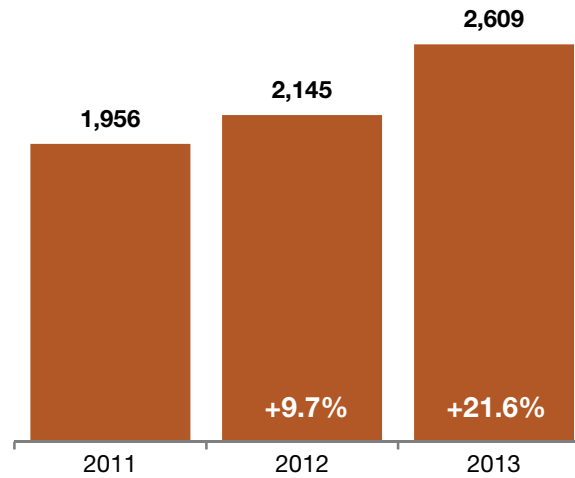
Closed Sales

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

April

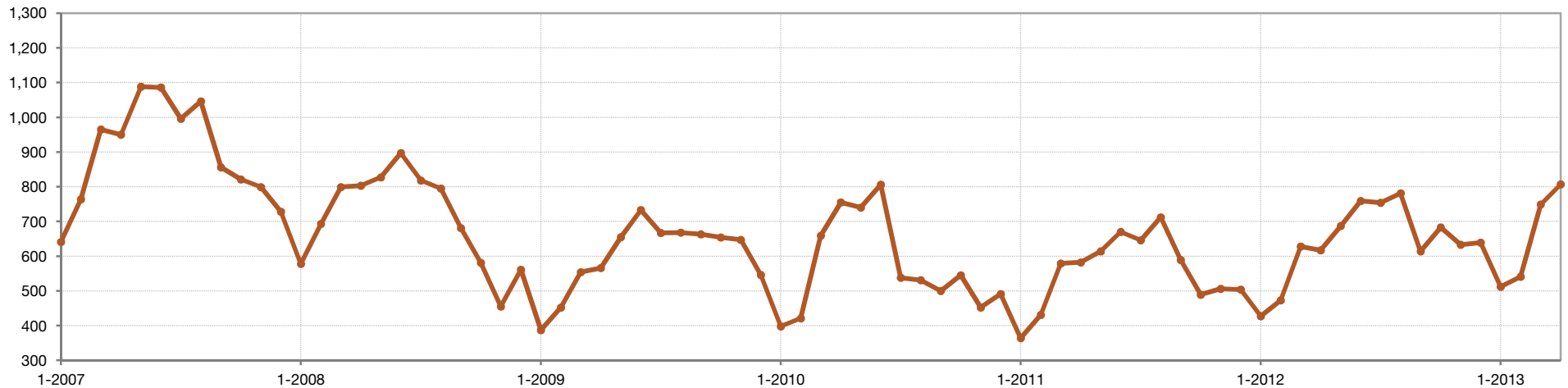


Year To Date



Month	Prior Year	Current Year	+ / -
May	614	687	+11.9%
June	670	759	+13.3%
July	646	754	+16.7%
August	712	781	+9.7%
September	589	614	+4.2%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	639	+26.8%
January	427	512	+19.9%
February	473	541	+14.4%
March	628	749	+19.3%
April	617	807	+30.8%
12-Month Avg	573	680	+18.7%

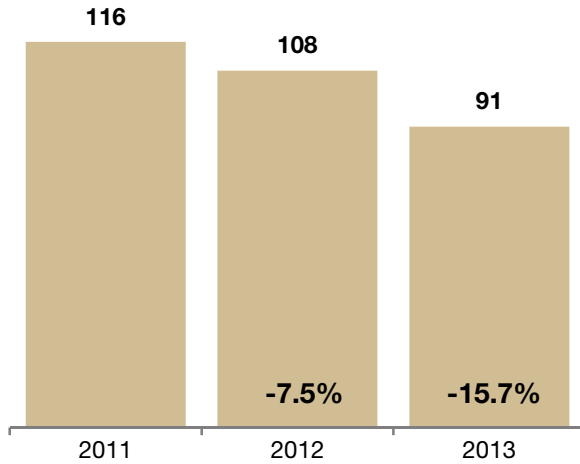
Historical Closed Sales Activity



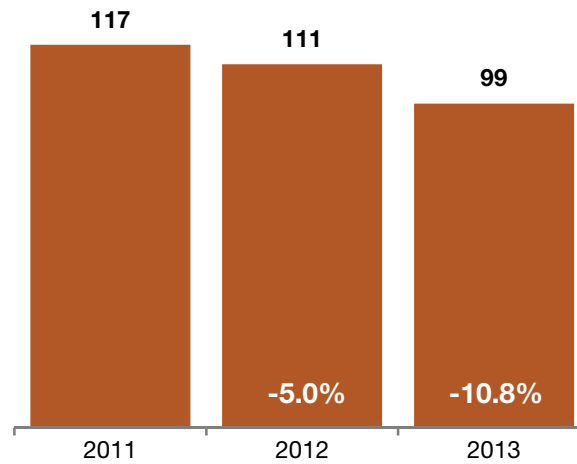
Days on Market Until Sale

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

April

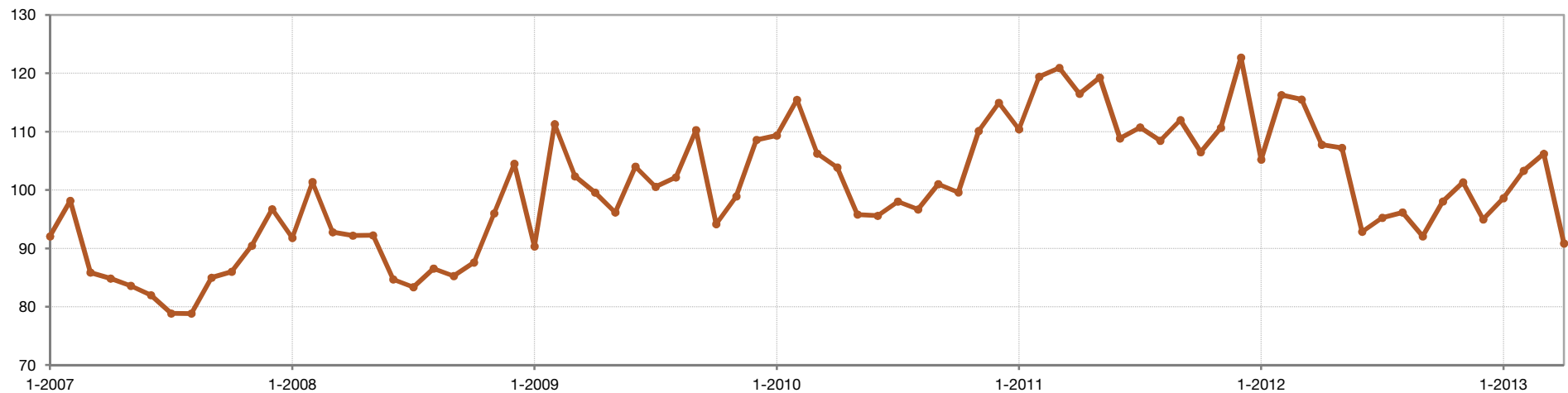


Year To Date



Month	Prior Year	Current Year	+ / -
May	119	107	-10.1%
June	109	93	-14.7%
July	111	95	-14.0%
August	108	96	-11.3%
September	112	92	-17.8%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.6%
January	105	99	-6.3%
February	116	103	-11.2%
March	116	106	-8.0%
April	108	91	-15.7%
12-Month Avg	112	98	-12.6%

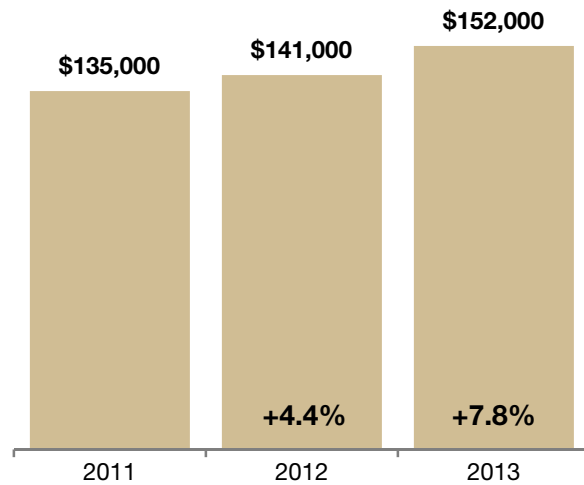
Historical Days on Market Until Sale



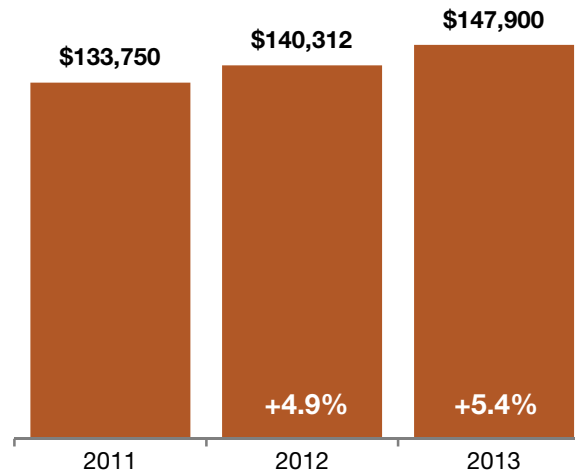
Median Sales Price

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

April

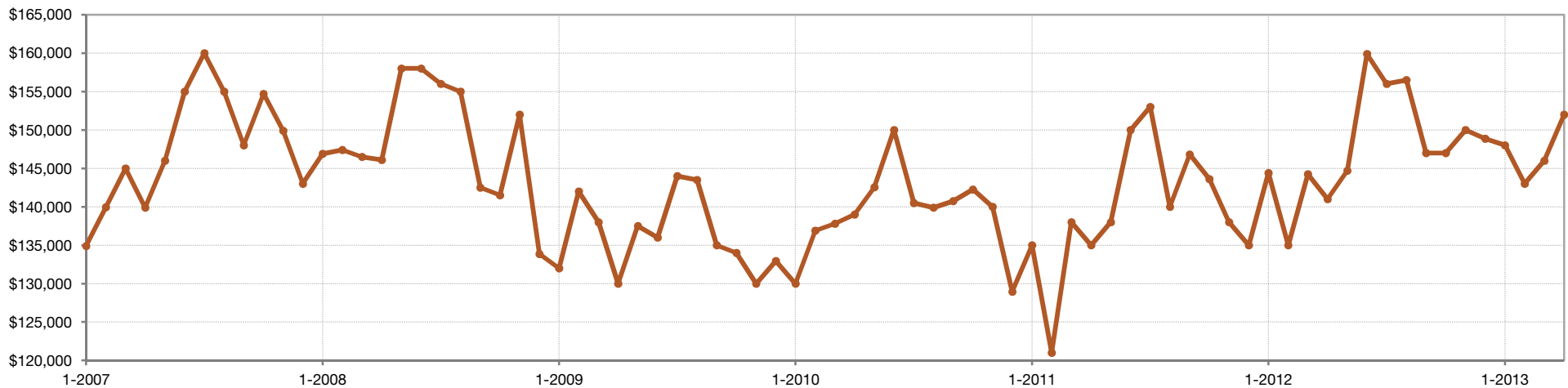


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$138,000	\$144,700	+4.9%
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,869	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,250	\$146,000	+1.2%
April	\$141,000	\$152,000	+7.8%
12-Month Med	\$142,000	\$150,000	+5.6%

Historical Median Sales Price

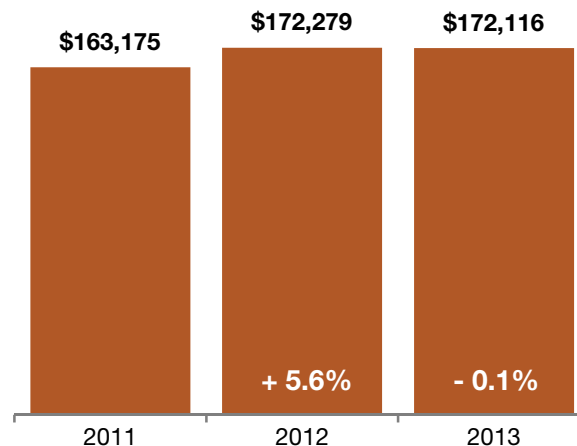
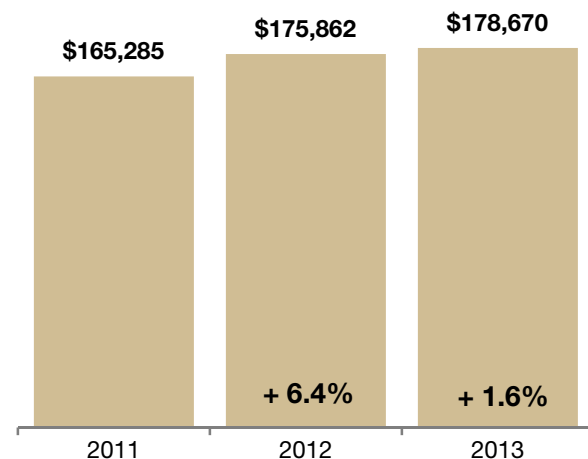


Average Sales Price

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

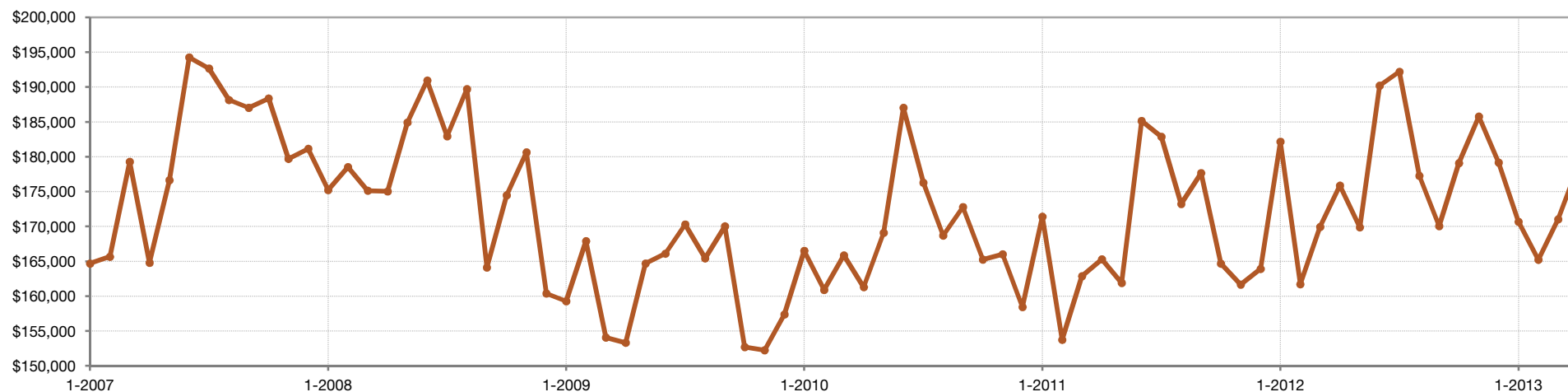
April

Year To Date



Month	Prior Year	Current Year	+ / -
May	\$161,898	\$169,876	+4.9%
June	\$185,146	\$190,196	+2.7%
July	\$182,862	\$192,189	+5.1%
August	\$173,230	\$177,266	+2.3%
September	\$177,658	\$170,058	-4.3%
October	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,163	+9.3%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,225	+2.2%
March	\$169,933	\$171,028	+0.6%
April	\$175,862	\$178,670	+1.6%
12-Month Avg	\$172,241	\$178,004	+3.3%

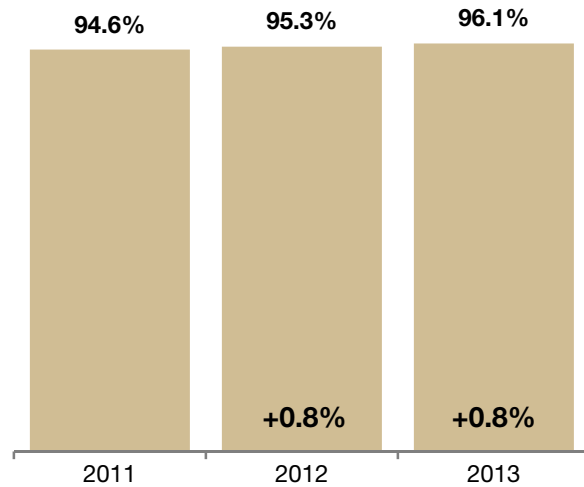
Historical Average Sales Price



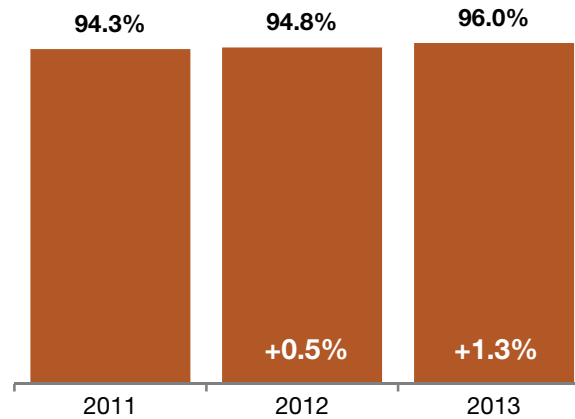
Percent of List Price Received

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.

April

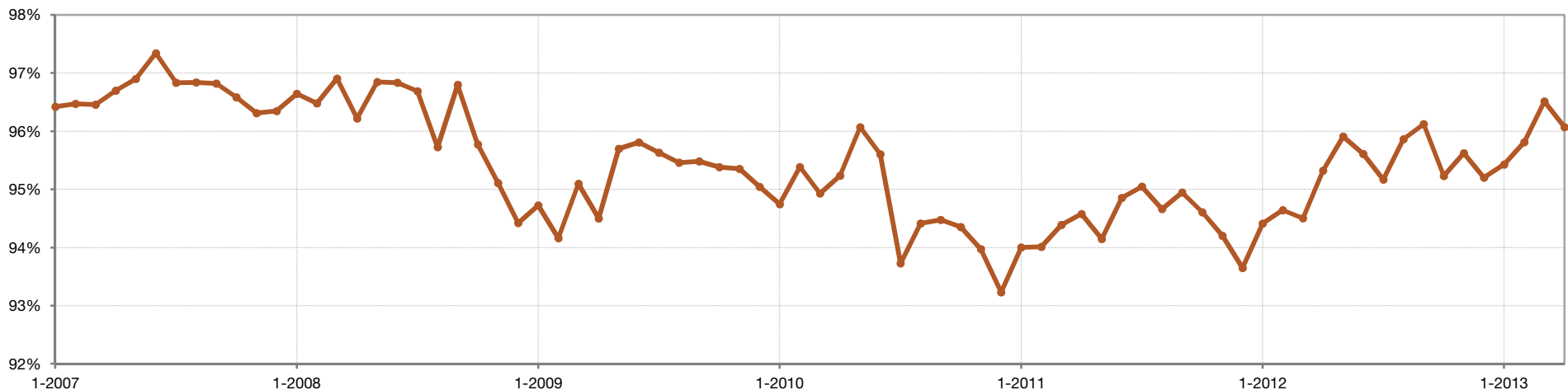


Year To Date



Month	Prior Year	Current Year	+ / -
May	94.1%	95.9%	+1.9%
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.9%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	96.1%	+0.8%
12-Month Avg	94.6%	95.7%	+1.2%

Historical Percent of List Price Received

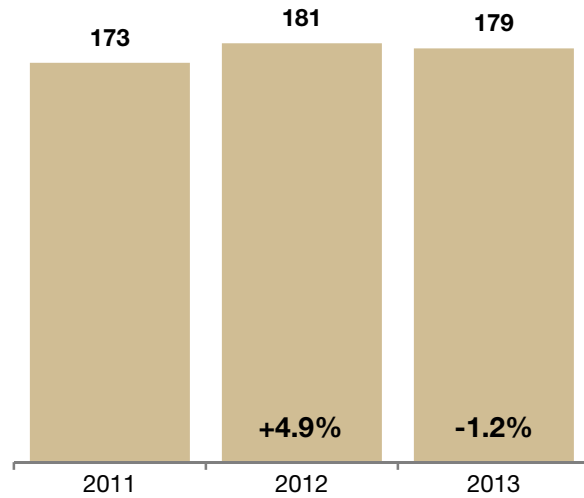


Housing Affordability Index

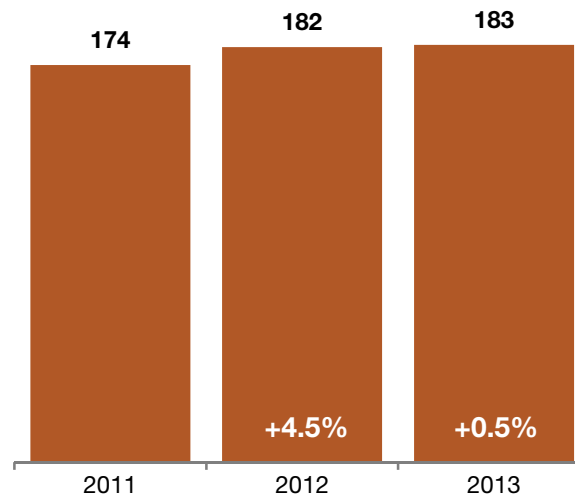
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



April

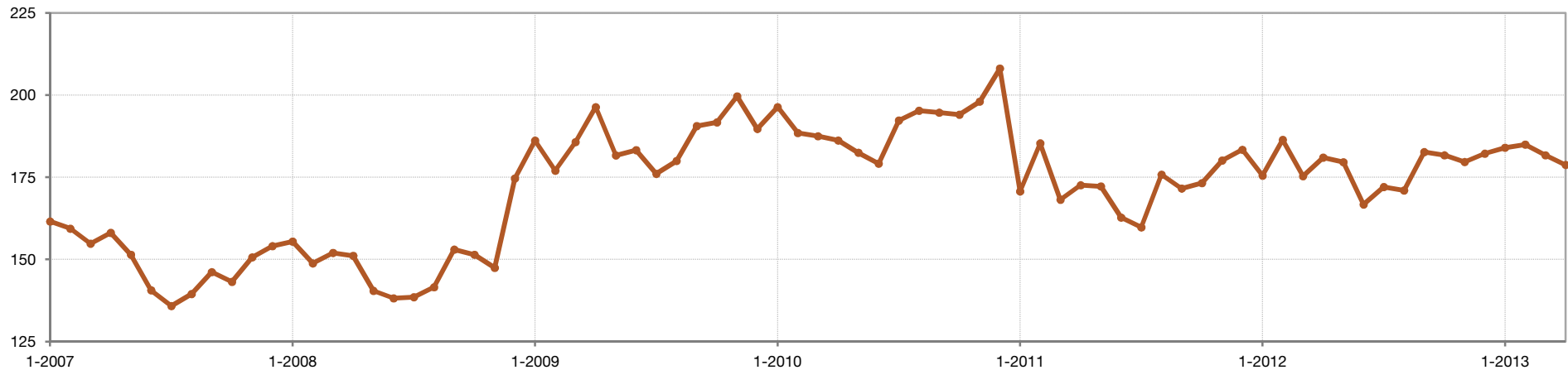


Year To Date



Month	Prior Year	Current Year	+ / -
May	172	180	+4.3%
June	163	167	+2.5%
July	160	172	+7.7%
August	176	171	-2.7%
September	172	183	+6.5%
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.6%
January	175	184	+4.8%
February	186	185	-0.8%
March	175	182	+3.6%
April	181	179	-1.2%
12-Month Avg	175	179	+2.4%

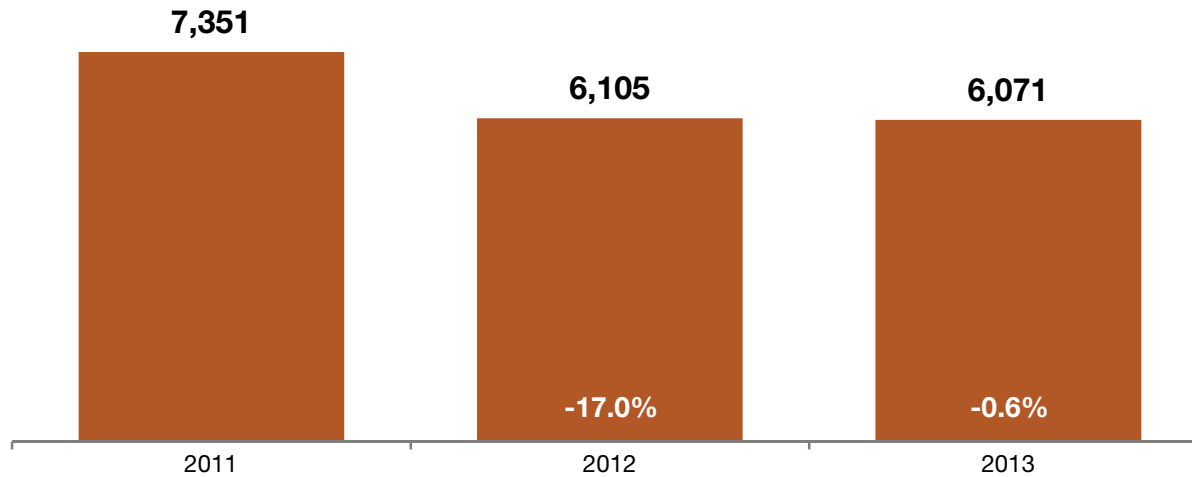
Historical Housing Affordability Index



Inventory of Homes for Sale

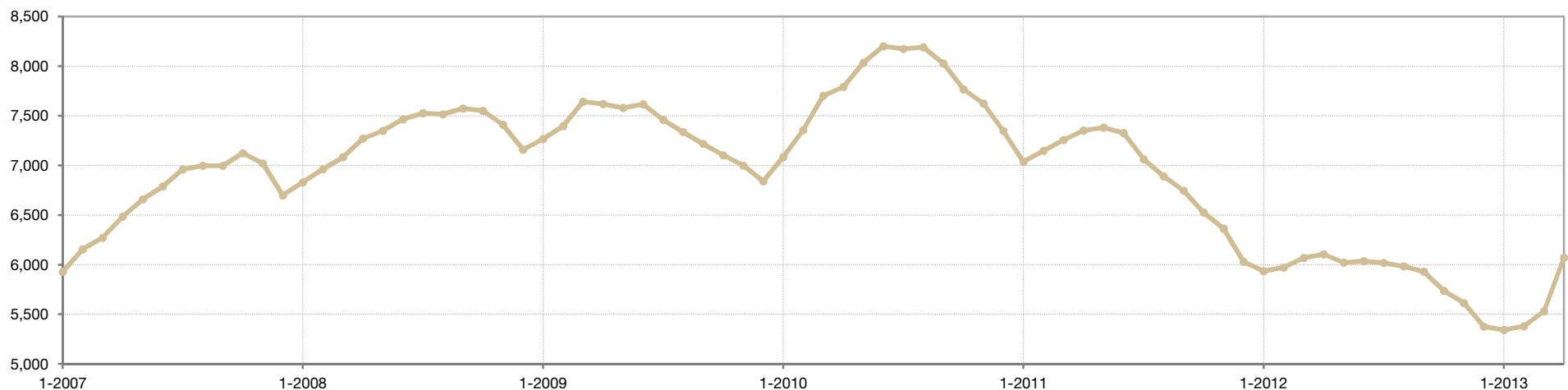
The number of properties available for sale in active status at the end of a given month.

April



Month	Prior Year	Current Year	+ / -
May	7,381	6,021	-18.4%
June	7,327	6,036	-17.6%
July	7,063	6,018	-14.8%
August	6,891	5,984	-13.2%
September	6,746	5,931	-12.1%
October	6,526	5,737	-12.1%
November	6,364	5,614	-11.8%
December	6,029	5,376	-10.8%
January	5,934	5,343	-10.0%
February	5,971	5,380	-9.9%
March	6,068	5,530	-8.9%
April	6,105	6,071	-0.6%
12-Month Avg	6,534	5,753	-11.9%

Historical Inventory of Homes for Sale

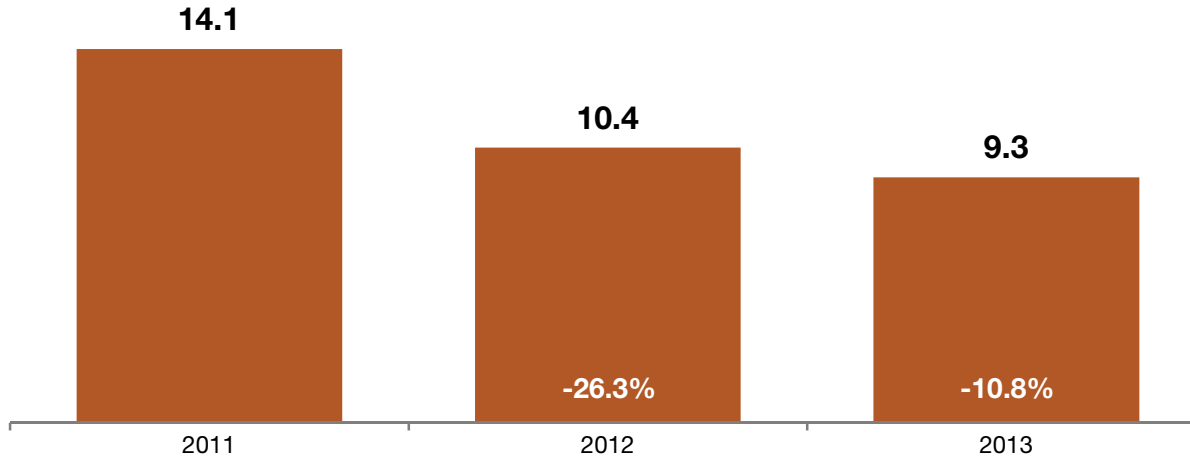


Months Supply of Inventory

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.

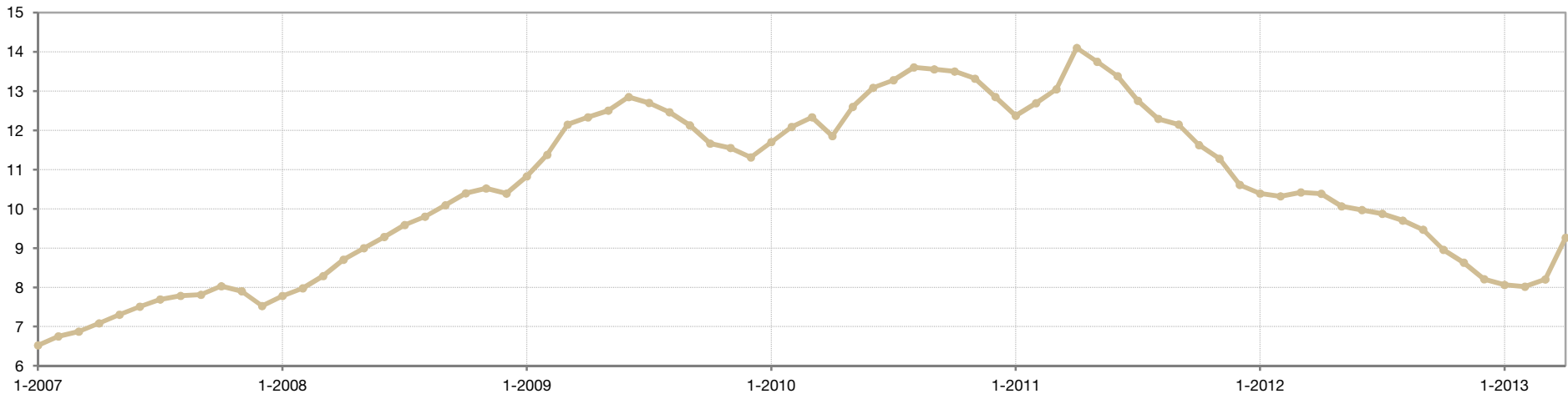


April



Month	Prior Year	Current Year	+ / -
May	13.7	10.1	-26.8%
June	13.4	10.0	-25.5%
July	12.8	9.9	-22.6%
August	12.3	9.7	-21.1%
September	12.1	9.5	-22.0%
October	11.6	9.0	-22.9%
November	11.3	8.6	-23.5%
December	10.6	8.2	-22.7%
January	10.4	8.1	-22.4%
February	10.3	8.0	-22.3%
March	10.4	8.2	-21.3%
April	10.4	9.3	-10.8%
12-Month Avg	11.6	9.0	-22.2%

Historical Months Supply of Inventory



Monthly Indicators

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



May 2013

We're halfway through the year and it seems our collective attention has shifted from monitoring price and sales gains to eagerly anticipating more new listing activity on the part of sellers. This shift is the result of an imbalance between strong demand for homes and constrained supply. In some markets, purchase agreements are being written up directly after a showing. Your experience and local market conditions may differ, but the market as a whole has summertime heat.

New Listings in the Greater Greenville region increased 14.9 percent to 1,500. Pending Sales were down 36.7 percent to 488. Inventory levels grew 2.8 percent to 6,196 units.

Prices turned higher. The Median Sales Price increased 8.7 percent to \$157,340. Days on Market was down 16.9 percent to 89 days. Absorption rates improved as Months Supply of Inventory was down 8.1 percent to 9.3 months.

Interest rate risk is back in the headlines after Fed chief Ben Bernanke's latest testimony on Capitol Hill. The Federal Reserve Bank is considering decreasing its \$85 billion a month bond asset purchases, which have been holding interest rates at or near historic lows. This is mostly the result of an improving jobs market, which is a good thing for real estate.

Quick Facts

+ 39.0%

Change in
Closed Sales

+ 8.7%

Change in
Median Sales Price

+ 2.8%

Change in
Inventory

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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.

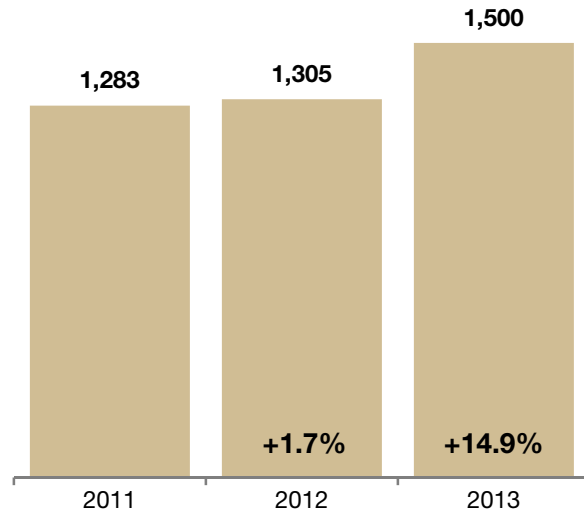


Key Metrics	Historical Sparklines	5-2012	5-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,305	1,500	+ 14.9%	6,152	6,736	+ 9.5%
Pending Sales		771	488	- 36.7%	3,385	3,543	+ 4.7%
Closed Sales		687	955	+ 39.0%	2,833	3,581	+ 26.4%
Days on Market Until Sale		107	89	- 16.9%	110	97	- 12.5%
Median Sales Price		\$144,700	\$157,340	+ 8.7%	\$141,250	\$150,000	+ 6.2%
Average Sales Price		\$169,876	\$190,805	+ 12.3%	\$171,669	\$177,121	+ 3.2%
Percent of List Price Received		95.9%	95.7%	- 0.2%	95.0%	95.9%	+ 0.9%
Housing Affordability Index		180	168	- 6.2%	183	175	- 4.4%
Inventory of Homes for Sale		6,028	6,196	+ 2.8%	--	--	--
Months Supply of Homes for Sale		10.1	9.3	- 8.1%	--	--	--

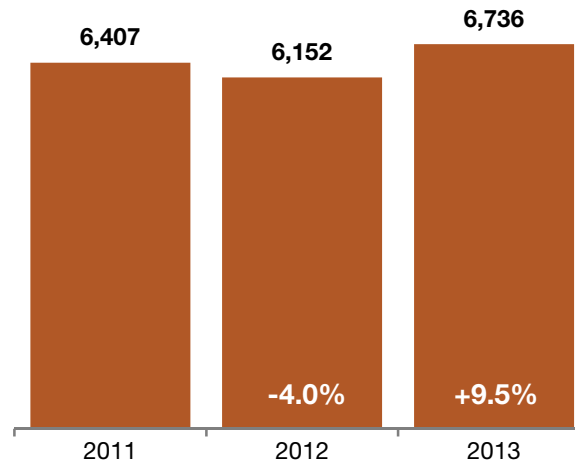
New Listings

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

May

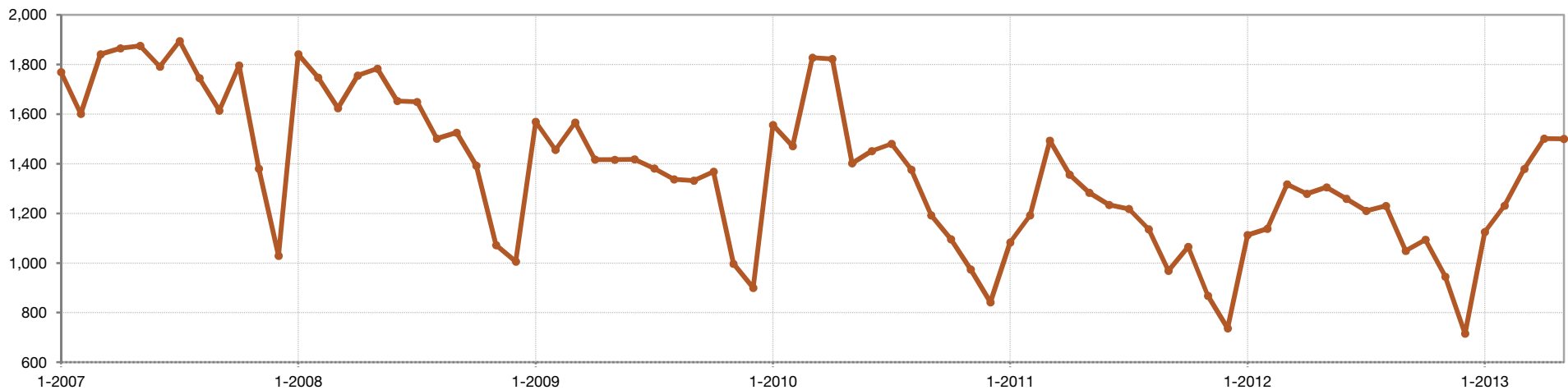


Year To Date



Month	Prior Year	Current Year	+ / -
June	1,234	1,259	+2.0%
July	1,218	1,210	-0.7%
August	1,136	1,230	+8.3%
September	969	1,049	+8.3%
October	1,065	1,094	+2.7%
November	868	945	+8.9%
December	737	716	-2.8%
January	1,113	1,125	+1.1%
February	1,138	1,231	+8.2%
March	1,317	1,379	+4.7%
April	1,279	1,501	+17.4%
May	1,305	1,500	+14.9%
12-Month Avg	1,115	1,187	+6.4%

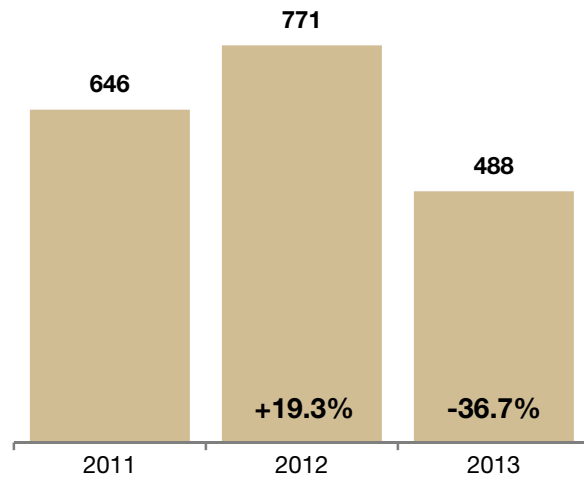
Historical New Listing Activity



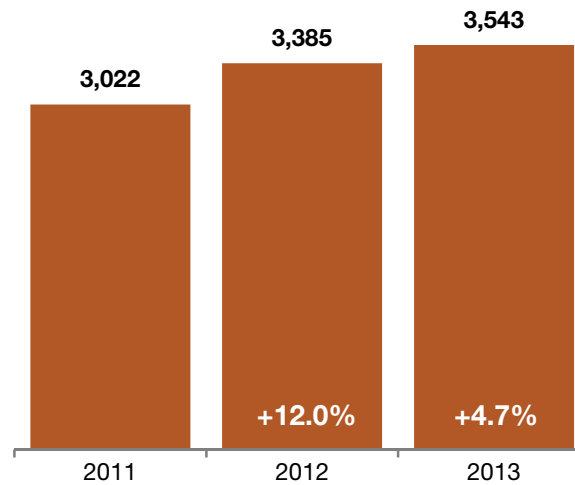
Pending Sales

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

May

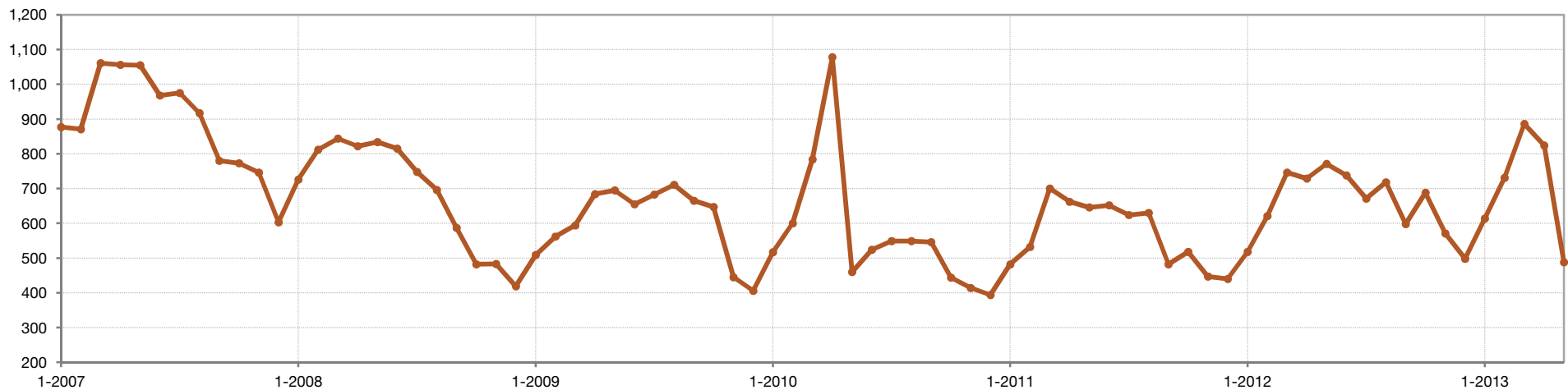


Year To Date



Month	Prior Year	Current Year	+ / -
June	652	738	+13.2%
July	624	671	+7.5%
August	630	718	+14.0%
September	482	598	+24.1%
October	518	688	+32.8%
November	447	571	+27.7%
December	440	498	+13.2%
January	518	614	+18.5%
February	621	731	+17.7%
March	746	886	+18.8%
April	729	824	+13.0%
May	771	488	-36.7%
12-Month Avg	598	669	+11.8%

Historical Pending Sales Activity

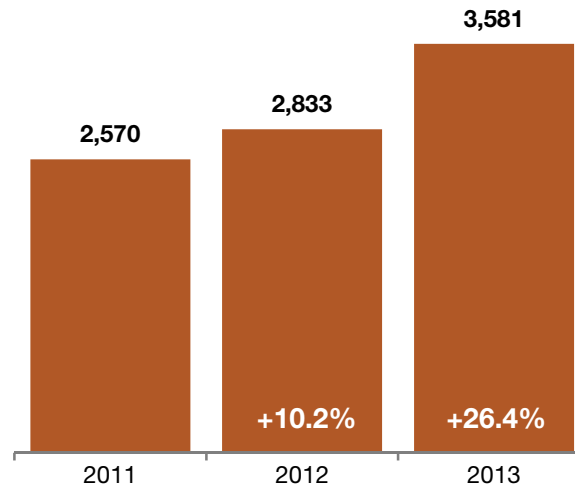
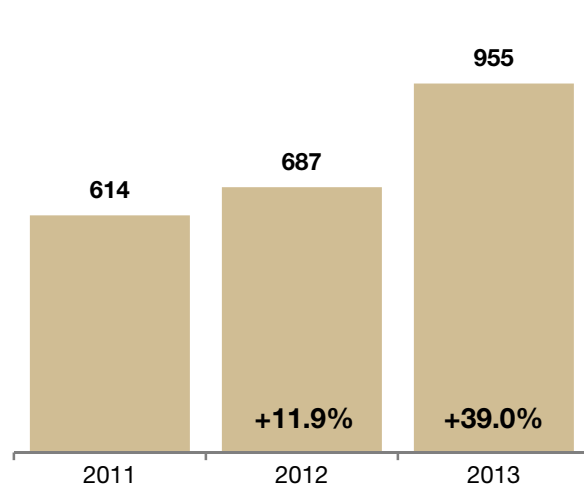


Closed Sales

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

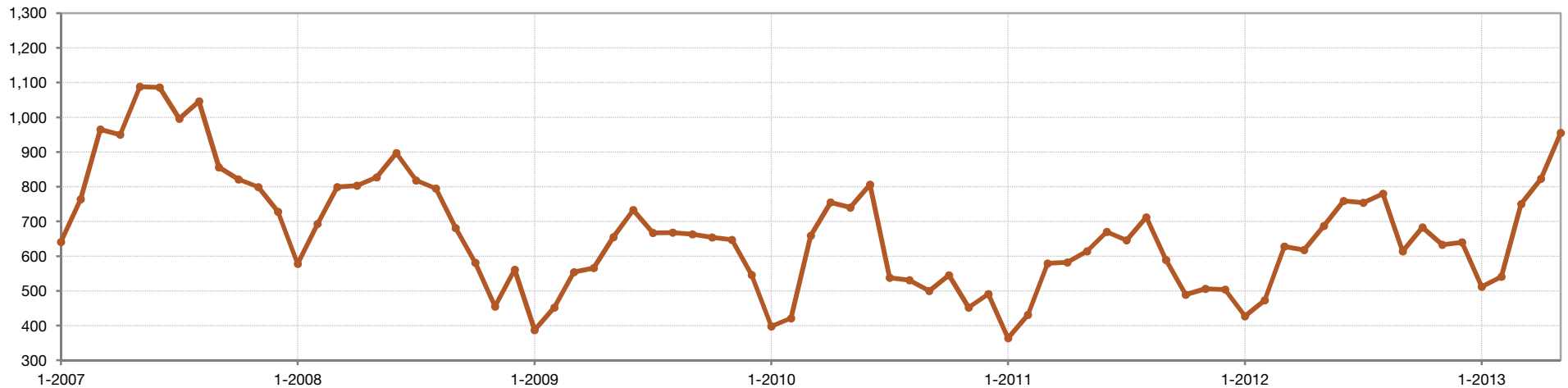
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	670	759	+13.3%
July	646	754	+16.7%
August	712	780	+9.6%
September	589	614	+4.2%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	640	+27.0%
January	427	512	+19.9%
February	473	541	+14.4%
March	628	750	+19.4%
April	618	823	+33.2%
May	687	955	+39.0%
12-Month Avg	579	704	+21.5%

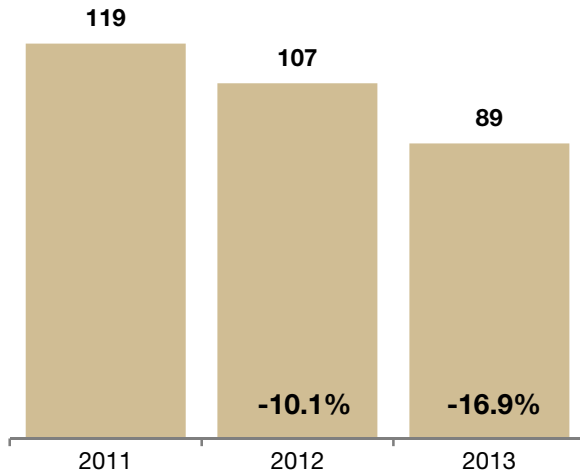
Historical Closed Sales Activity



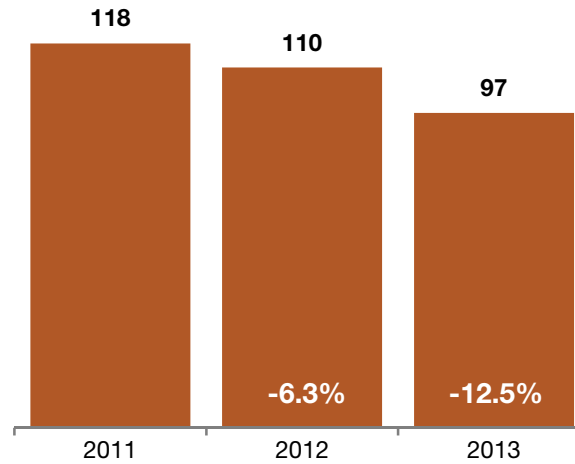
Days on Market Until Sale

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

May

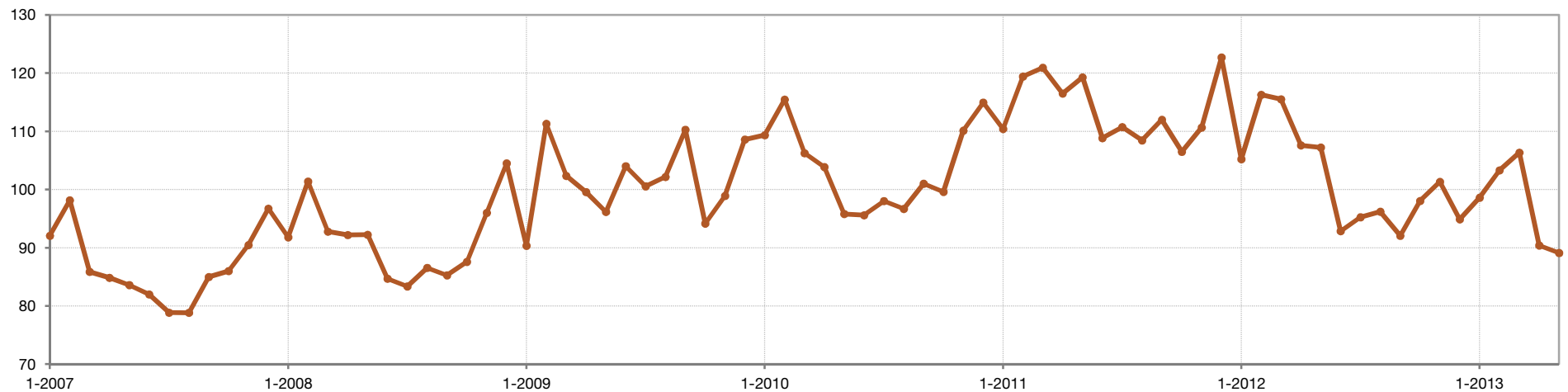


Year To Date



Month	Prior Year	Current Year	+ / -
June	109	93	-14.7%
July	111	95	-14.0%
August	108	96	-11.3%
September	112	92	-17.8%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.7%
January	105	99	-6.3%
February	116	103	-11.2%
March	116	106	-7.9%
April	108	90	-16.0%
May	107	89	-16.9%
12-Month Avg	111	96	-13.3%

Historical Days on Market Until Sale

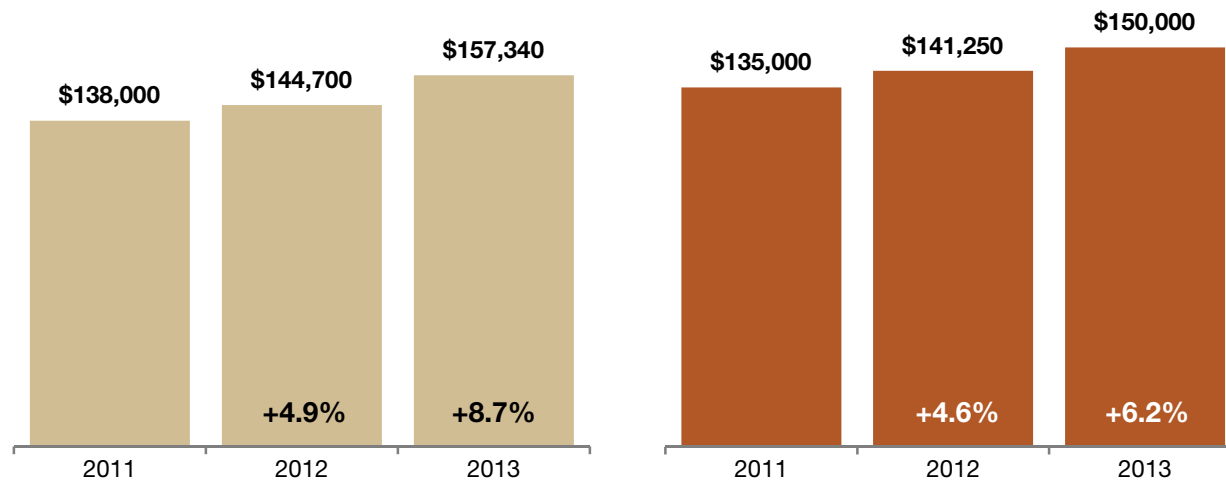


Median Sales Price

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

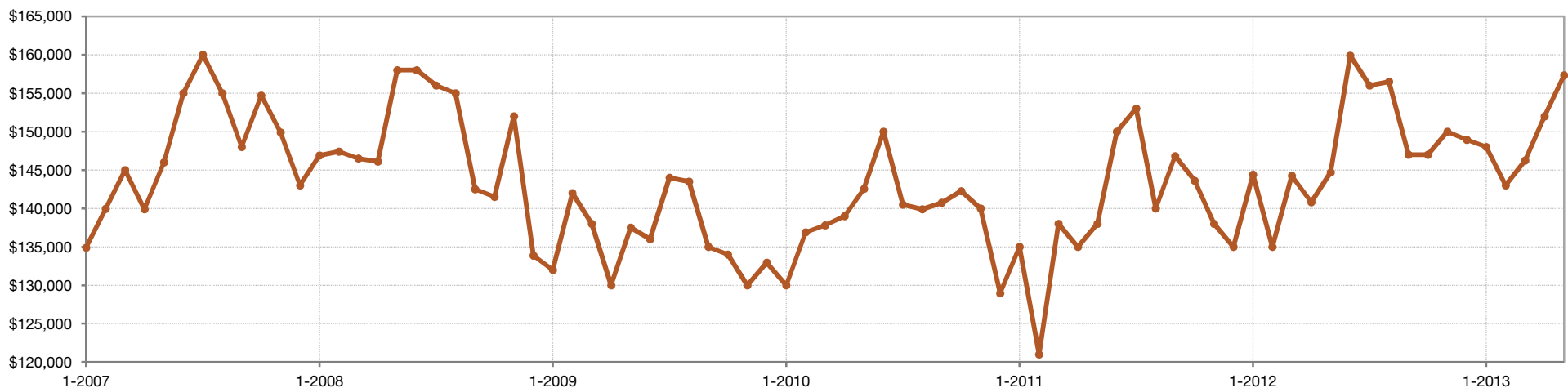
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	\$150,000	\$159,900	+6.6%
July	\$153,000	\$156,000	+2.0%
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,935	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,250	\$146,250	+1.4%
April	\$140,812	\$152,000	+7.9%
May	\$144,700	\$157,340	+8.7%
12-Month Med	\$143,000	\$150,000	+4.9%

Historical Median Sales Price

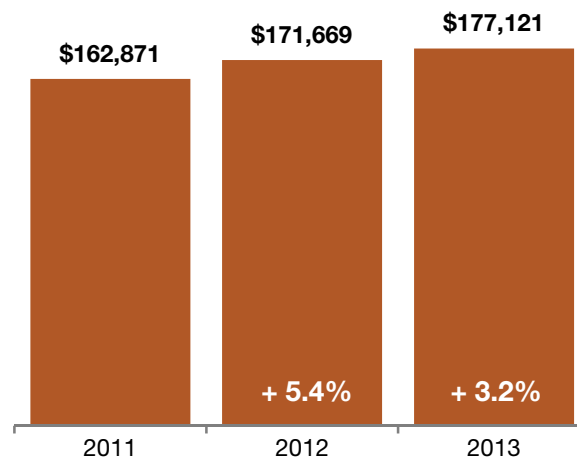
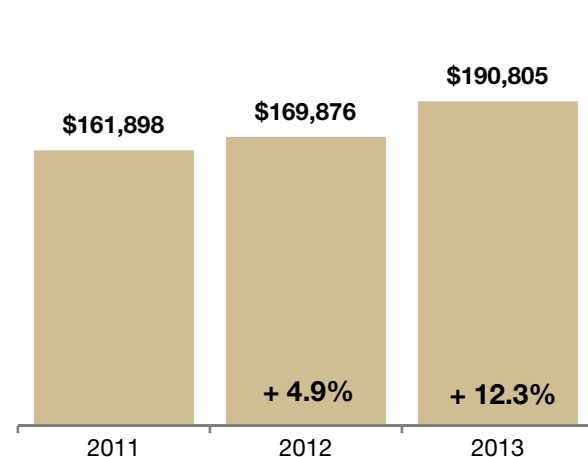


Average Sales Price

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

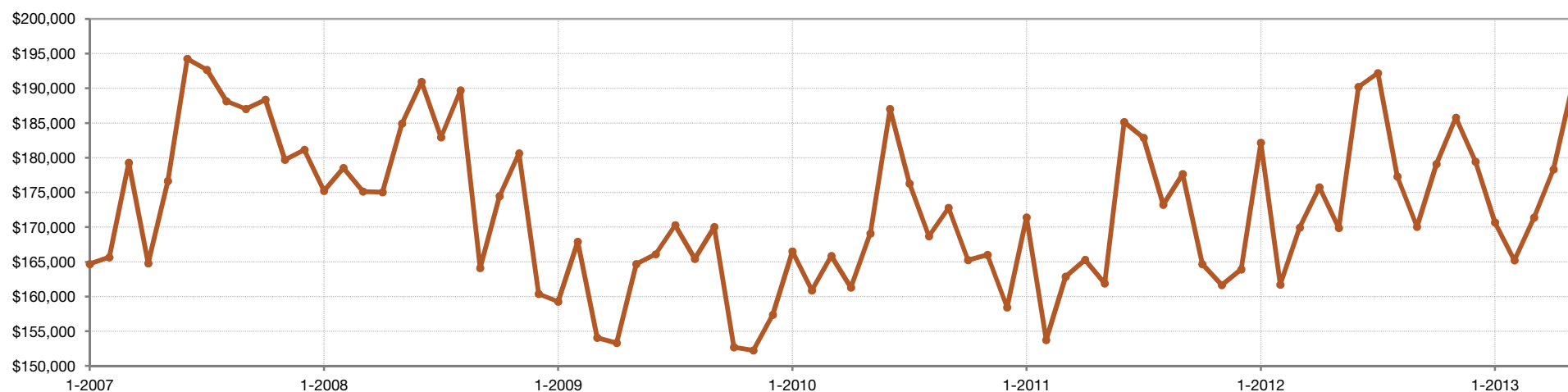
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	\$185,146	\$190,196	+2.7%
July	\$182,862	\$192,189	+5.1%
August	\$173,230	\$177,284	+2.3%
September	\$177,658	\$170,058	-4.3%
October	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,435	+9.5%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,225	+2.2%
March	\$169,933	\$171,378	+0.9%
April	\$175,746	\$178,323	+1.5%
May	\$169,876	\$190,805	+12.3%
12-Month Avg	\$172,901	\$180,130	+4.2%

Historical Average Sales Price



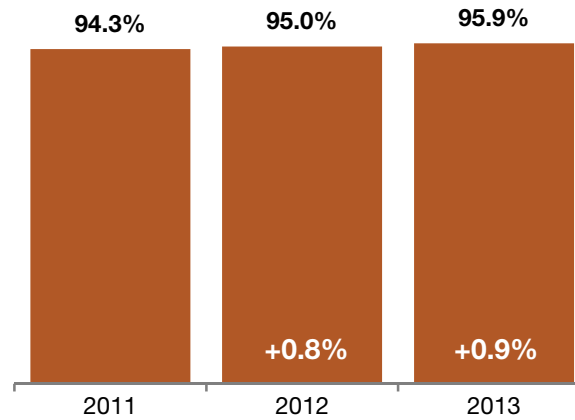
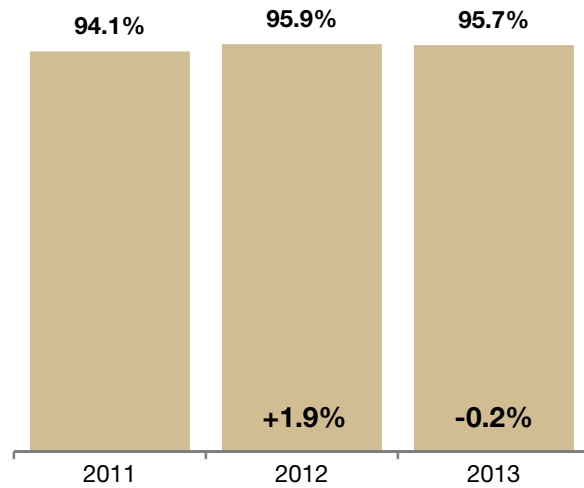
Percent of List Price Received

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.



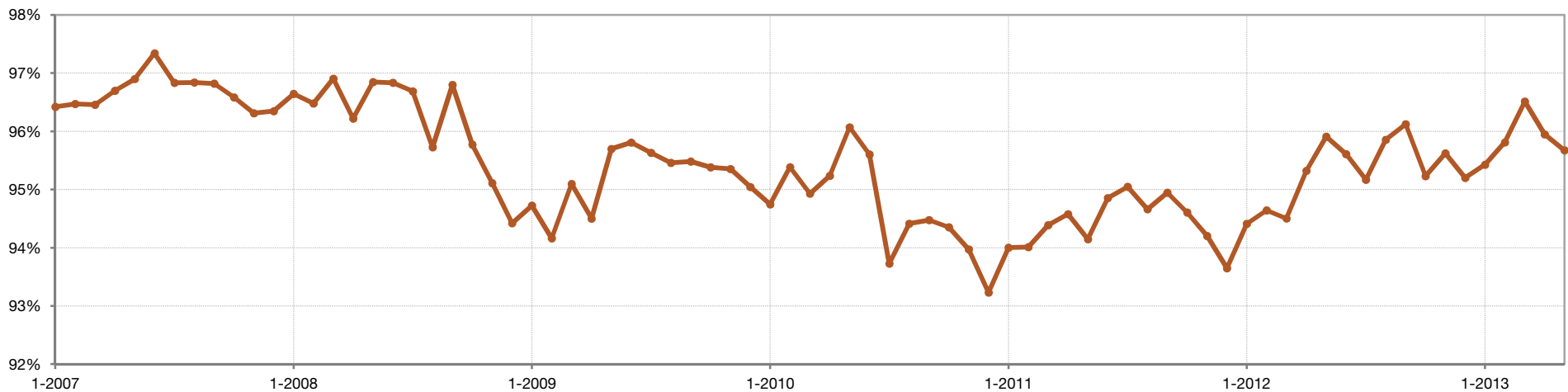
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	94.9%	95.6%	+0.8%
July	95.0%	95.2%	+0.1%
August	94.7%	95.9%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.7%
May	95.9%	95.7%	-0.2%
12-Month Avg	94.8%	95.7%	+1.0%

Historical Percent of List Price Received

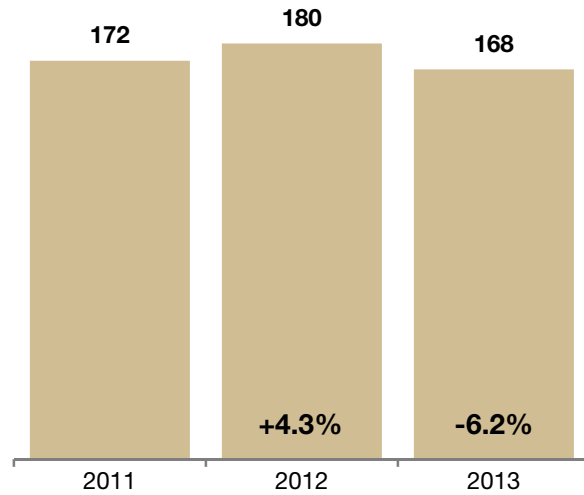


Housing Affordability Index

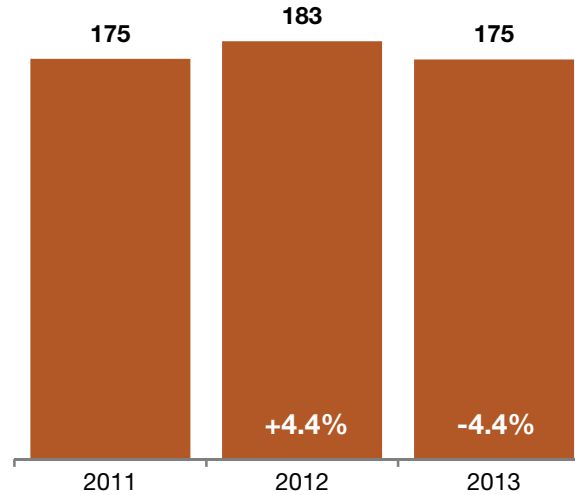
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



May

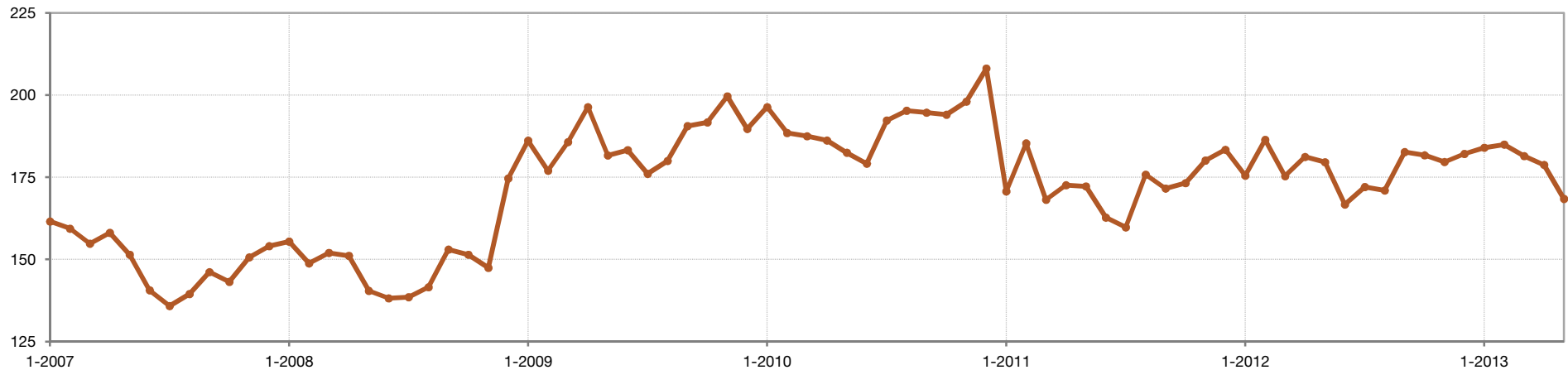


Year To Date



Month	Prior Year	Current Year	+ / -
June	163	167	+2.5%
July	160	172	+7.7%
August	176	171	-2.7%
September	172	183	+6.5%
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.7%
January	175	184	+4.8%
February	186	185	-0.8%
March	175	181	+3.5%
April	181	179	-1.3%
May	180	168	-6.2%
12-Month Avg	175	178	+1.5%

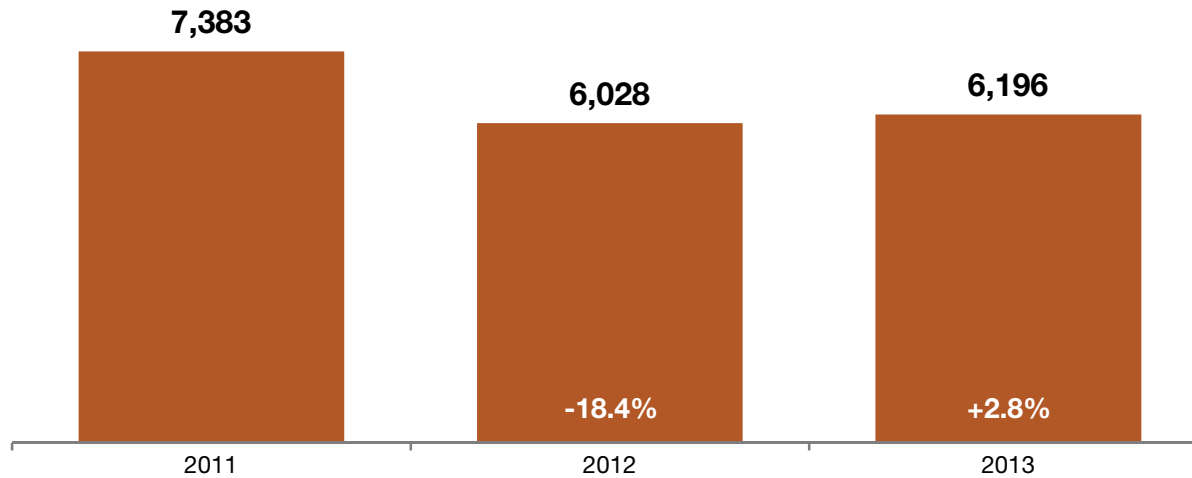
Historical Housing Affordability Index



Inventory of Homes for Sale

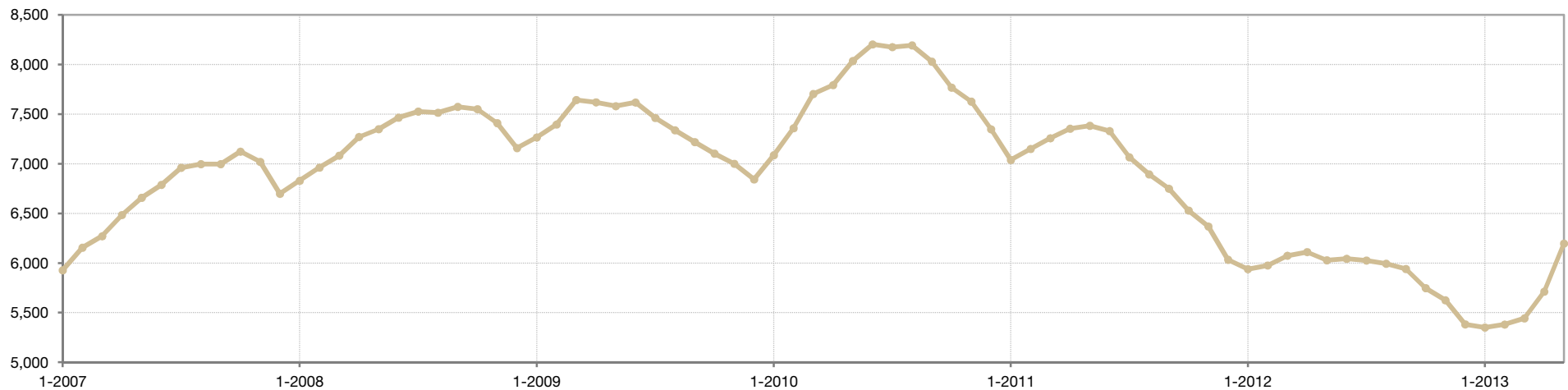
The number of properties available for sale in active status at the end of a given month.

May



Month	Prior Year	Current Year	+ / -
June	7,329	6,043	-17.5%
July	7,065	6,026	-14.7%
August	6,893	5,993	-13.1%
September	6,749	5,940	-12.0%
October	6,529	5,748	-12.0%
November	6,368	5,625	-11.7%
December	6,033	5,383	-10.8%
January	5,939	5,351	-9.9%
February	5,976	5,381	-10.0%
March	6,074	5,443	-10.4%
April	6,111	5,712	-6.5%
May	6,028	6,196	+2.8%
12-Month Avg	6,425	5,737	-10.7%

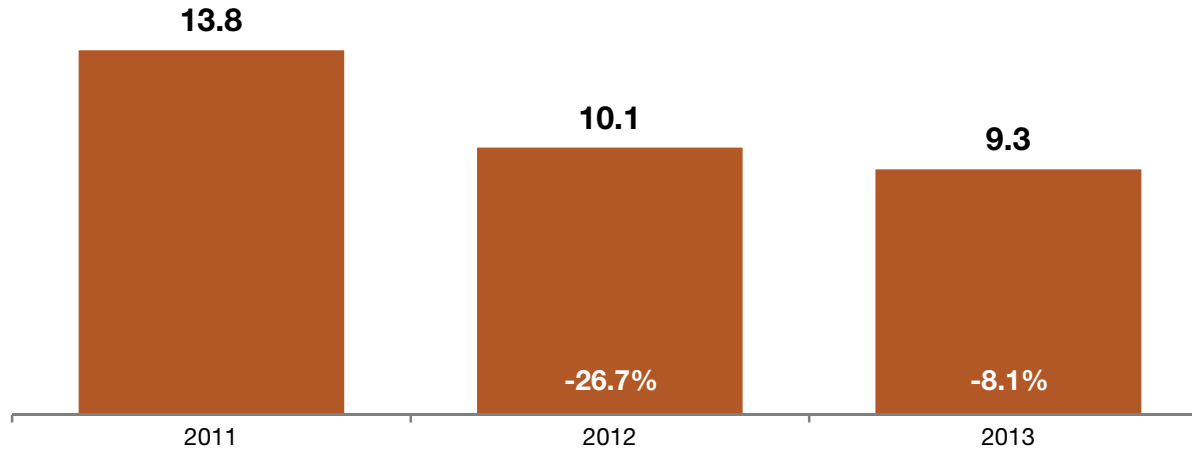
Historical Inventory of Homes for Sale



Months Supply of Inventory

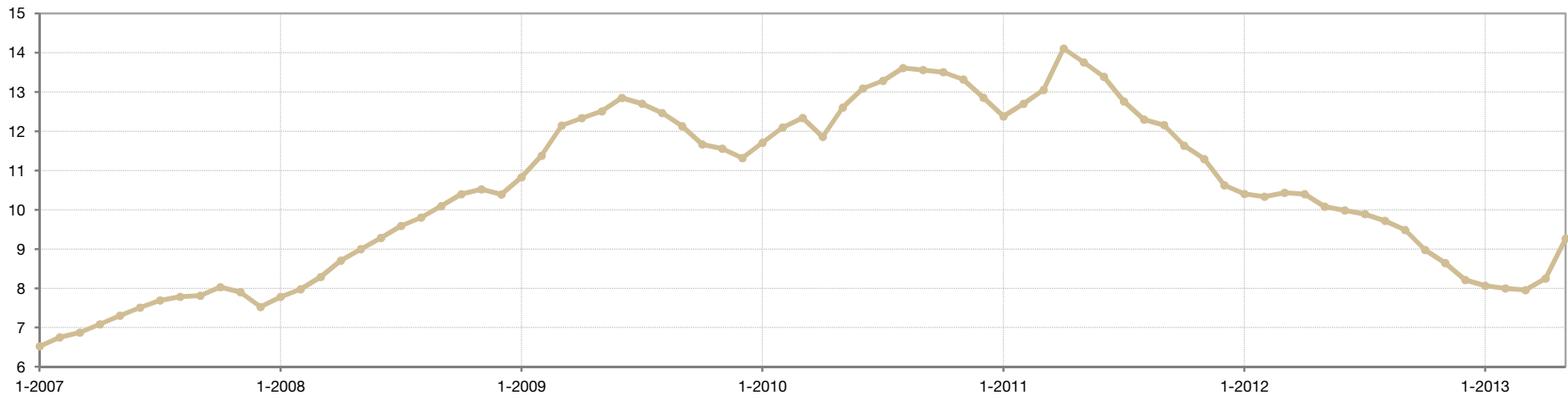
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

May



Month	Prior Year	Current Year	+ / -
June	13.4	10.0	-25.4%
July	12.8	9.9	-22.5%
August	12.3	9.7	-21.0%
September	12.2	9.5	-22.0%
October	11.6	9.0	-22.8%
November	11.3	8.6	-23.4%
December	10.6	8.2	-22.7%
January	10.4	8.1	-22.5%
February	10.3	8.0	-22.6%
March	10.4	8.0	-23.8%
April	10.4	8.3	-20.6%
May	10.1	9.3	-8.1%
12-Month Avg	11.3	8.9	-21.6%

Historical Months Supply of Inventory



Monthly Indicators

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



June 2013

As potentially the brightest sun in the current economic recovery, housing activity has followed the mercury higher this summer. Interest rates and new construction activity have been in the spotlight lately, fueled by concerns over tapering Federal Reserve activity and ongoing inventory constraints. Watch for indications that more homes are selling in less time and at higher price points. Also watch for sellers returning to an inviting marketplace, which will help replenish neighborhoods with new listings.

New Listings in the Greater Greenville region increased 4.8 percent to 1,320. Pending Sales were down 43.0 percent to 421. Inventory levels grew 3.1 percent to 6,234 units.

Prices were fairly stable. The Median Sales Price increased 0.1 percent to \$160,000. Days on Market was down 15.9 percent to 78 days. Absorption rates improved as Months Supply of Inventory was down 9.0 percent to 9.1 months.

The economy – which generates the jobs that fuel housing demand – continued to improve at a moderate pace during the second quarter of 2013. Budget sequesters and sluggish export growth have taken a back seat to housing recovery and stronger consumer spending. Interest rates could flirt with 4.0 or 4.25 percent again but the days of 3.3 percent interest are likely behind us.

Quick Facts

+ 23.3%

Change in
Closed Sales

+ 0.1%

Change in
Median Sales Price

+ 3.1%

Change in
Inventory

Market Overview	2
New Listings	3
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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.



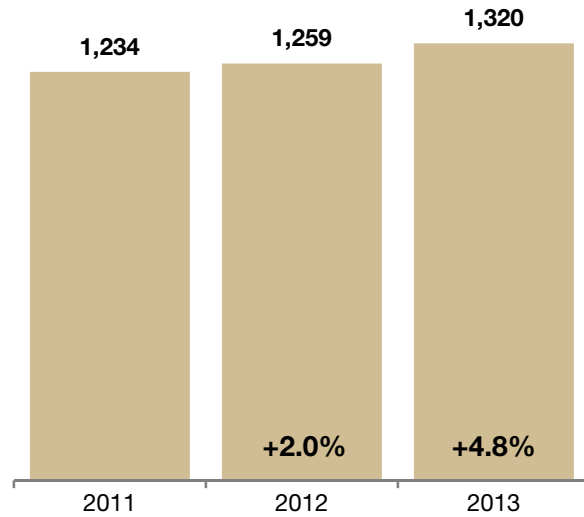
Key Metrics	Historical Sparklines	6-2012	6-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,259	1,320	+ 4.8%	7,412	8,094	+ 9.2%
Pending Sales		739	421	- 43.0%	4,124	4,468	+ 8.3%
Closed Sales		759	936	+ 23.3%	3,592	4,529	+ 26.1%
Days on Market Until Sale		93	78	- 15.9%	107	93	- 13.1%
Median Sales Price		\$159,900	\$160,000	+ 0.1%	\$145,000	\$151,962	+ 4.8%
Average Sales Price		\$190,196	\$186,019	- 2.2%	\$175,619	\$179,035	+ 1.9%
Percent of List Price Received		95.6%	96.3%	+ 0.7%	95.2%	96.0%	+ 0.9%
Housing Affordability Index		167	157	- 5.6%	180	164	- 8.9%
Inventory of Homes for Sale		6,049	6,234	+ 3.1%	--	--	--
Months Supply of Homes for Sale		10.0	9.1	- 9.0%	--	--	--

New Listings

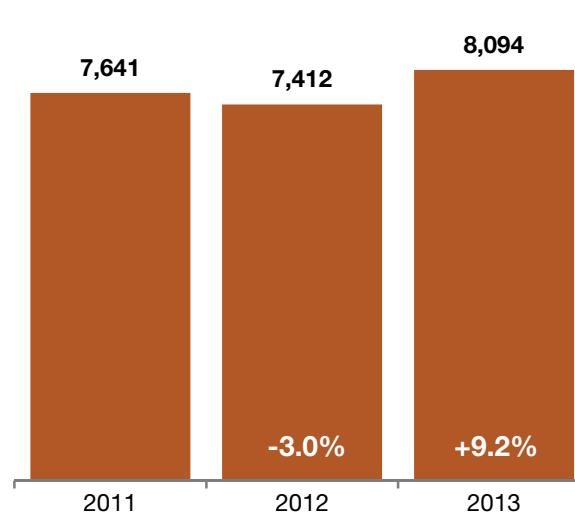
A count of the properties that have been newly listed on the market in a given month.



June

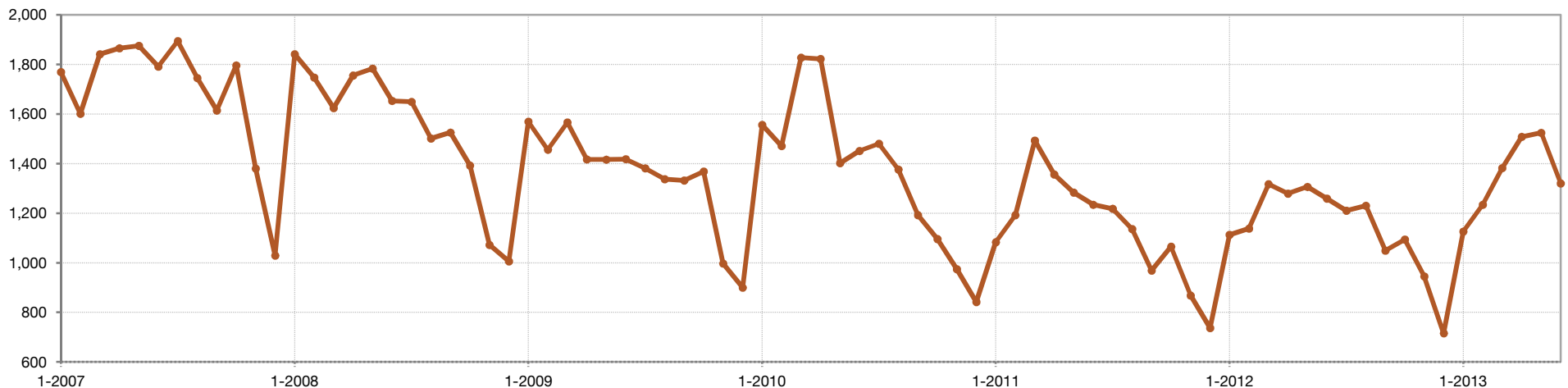


Year To Date



Month	Prior Year	Current Year	+ / -
July	1,218	1,210	-0.7%
August	1,136	1,230	+8.3%
September	969	1,049	+8.3%
October	1,065	1,094	+2.7%
November	868	945	+8.9%
December	737	716	-2.8%
January	1,113	1,126	+1.2%
February	1,138	1,234	+8.4%
March	1,317	1,382	+4.9%
April	1,279	1,508	+17.9%
May	1,306	1,524	+16.7%
June	1,259	1,320	+4.8%
12-Month Avg	1,117	1,195	+7.0%

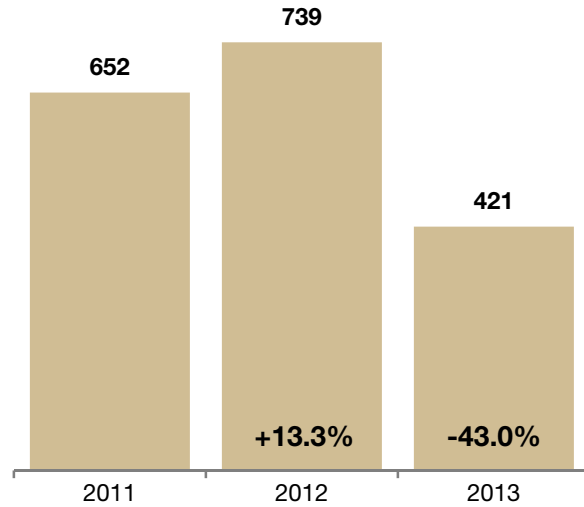
Historical New Listing Activity



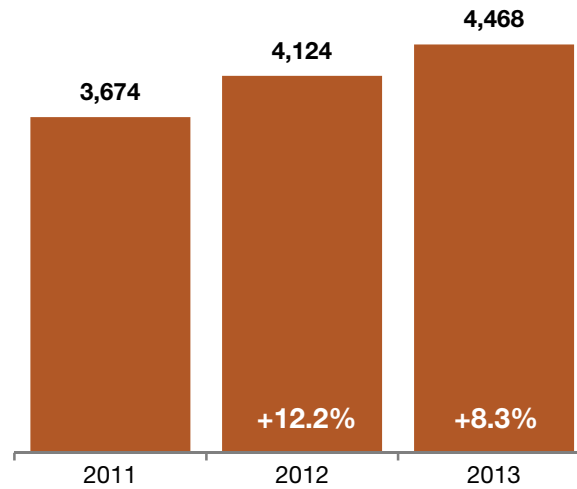
Pending Sales

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	623	671	+7.7%
August	629	719	+14.3%
September	482	598	+24.1%
October	518	688	+32.8%
November	447	573	+28.2%
December	440	505	+14.8%
January	517	621	+20.1%
February	621	741	+19.3%
March	745	900	+20.8%
April	730	927	+27.0%
May	772	858	+11.1%
June	739	421	-43.0%
12-Month Avg	605	685	+13.2%

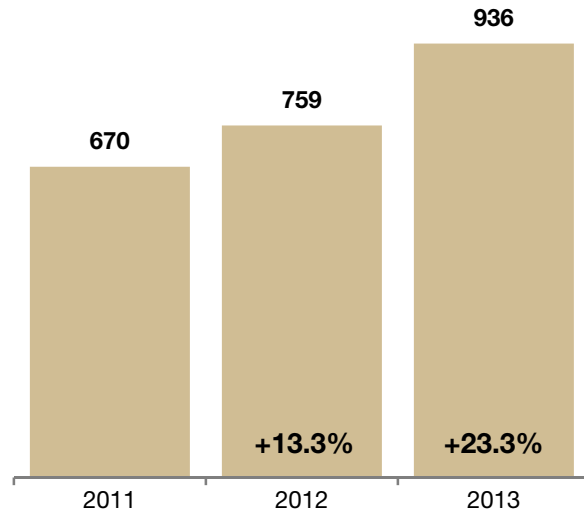
Historical Pending Sales Activity



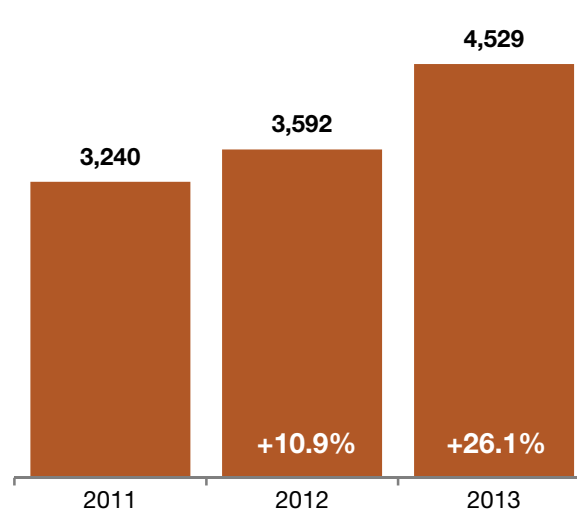
Closed Sales

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

June

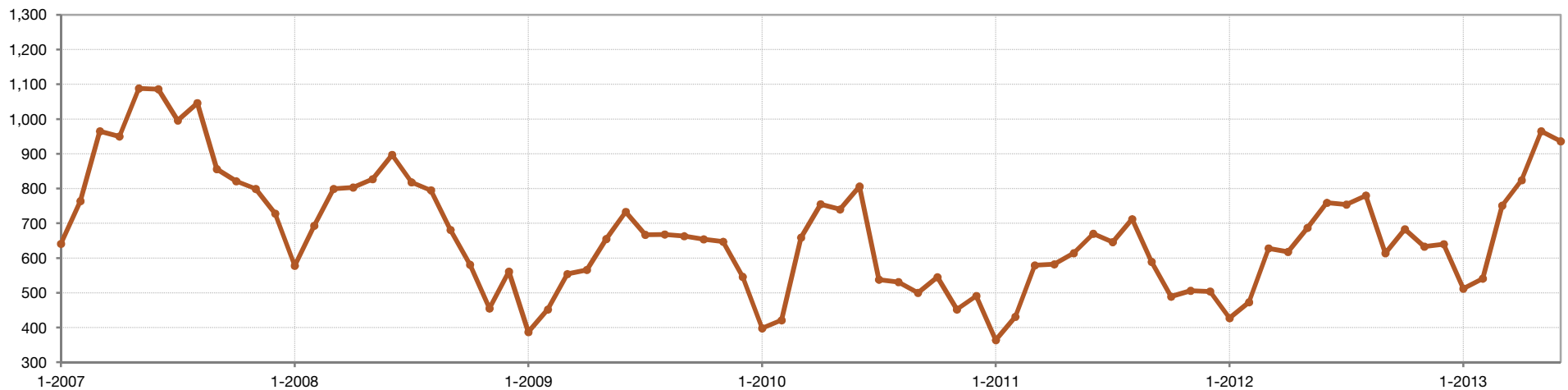


Year To Date



Month	Prior Year	Current Year	+ / -
July	646	754	+16.7%
August	712	780	+9.6%
September	589	614	+4.2%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	640	+27.0%
January	427	512	+19.9%
February	473	541	+14.4%
March	628	751	+19.6%
April	618	824	+33.3%
May	687	965	+40.5%
June	759	936	+23.3%
12-Month Avg	587	719	+22.7%

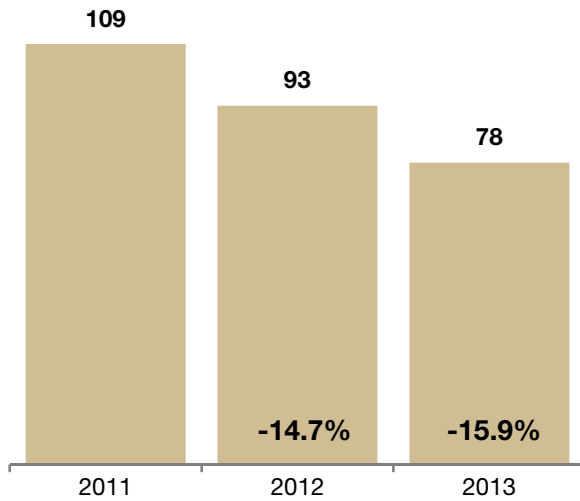
Historical Closed Sales Activity



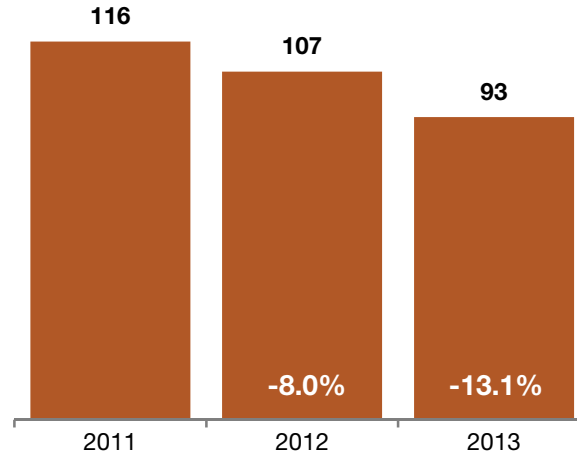
Days on Market Until Sale

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

June

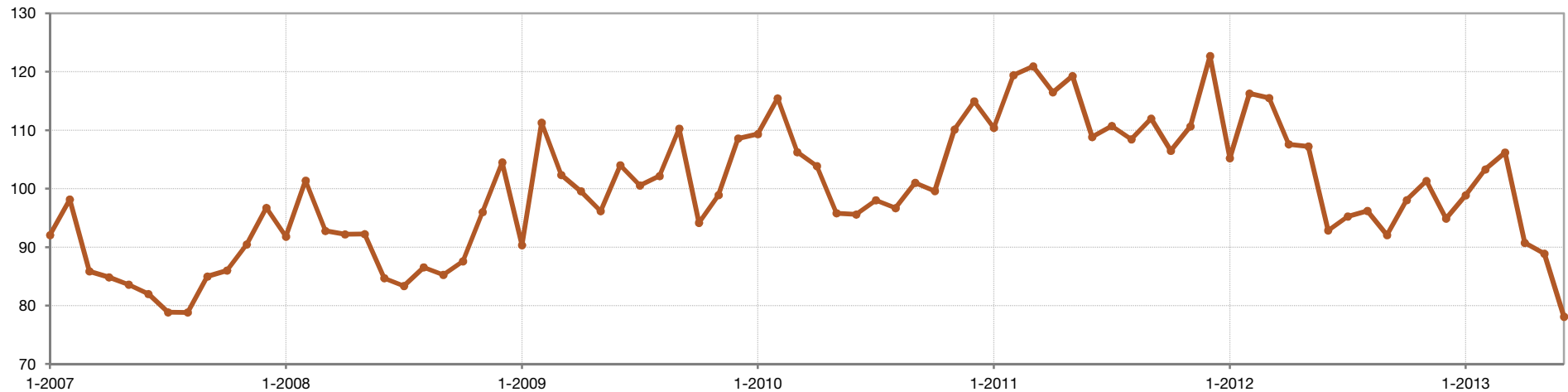


Year To Date



Month	Prior Year	Current Year	+ / -
July	111	95	-14.0%
August	108	96	-11.3%
September	112	92	-17.8%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.7%
January	105	99	-6.0%
February	116	103	-11.2%
March	116	106	-8.1%
April	108	91	-15.7%
May	107	89	-17.1%
June	93	78	-15.9%
12-Month Avg	109	94	-13.4%

Historical Days on Market Until Sale

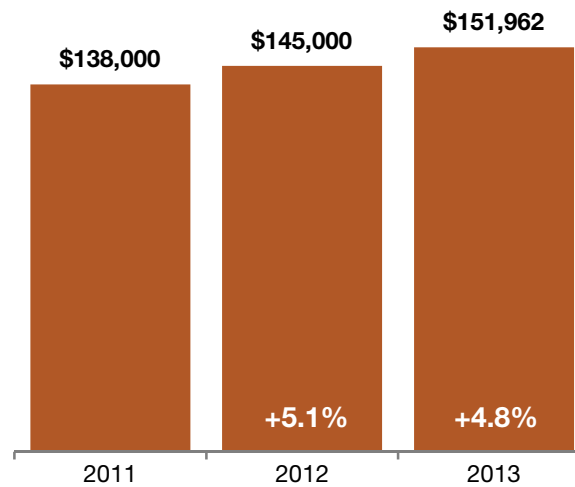
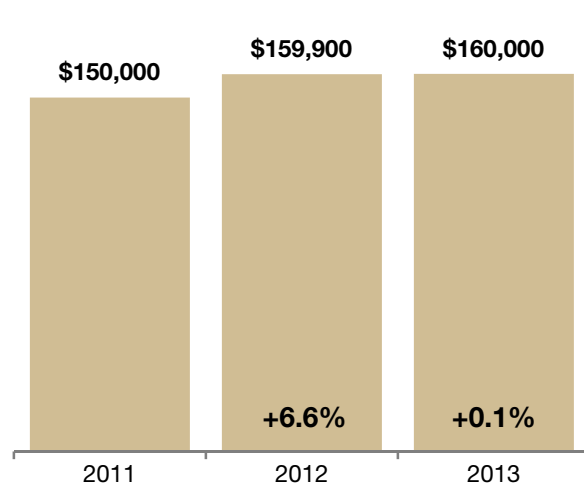


Median Sales Price

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	\$153,000	\$156,000	+2.0%
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,935	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,250	\$146,500	+1.6%
April	\$140,812	\$152,000	+7.9%
May	\$144,700	\$156,900	+8.4%
June	\$159,900	\$160,000	+0.1%
12-Month Med	\$144,500	\$151,000	+4.5%

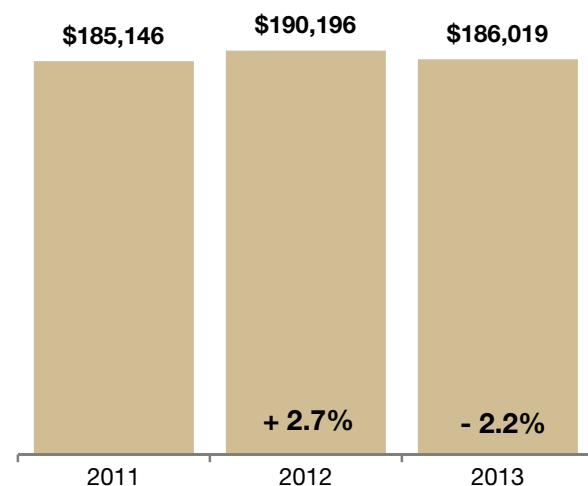
Historical Median Sales Price



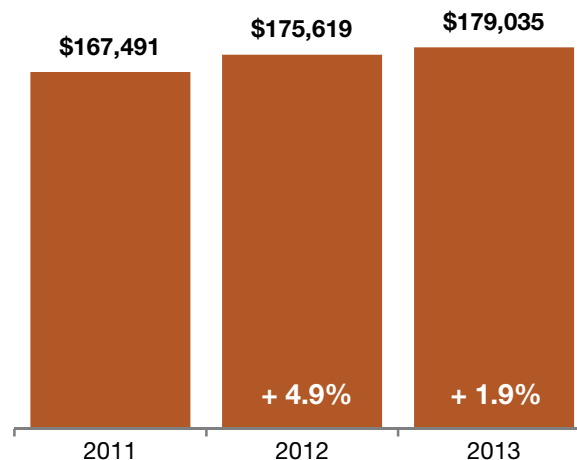
Average Sales Price

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

June

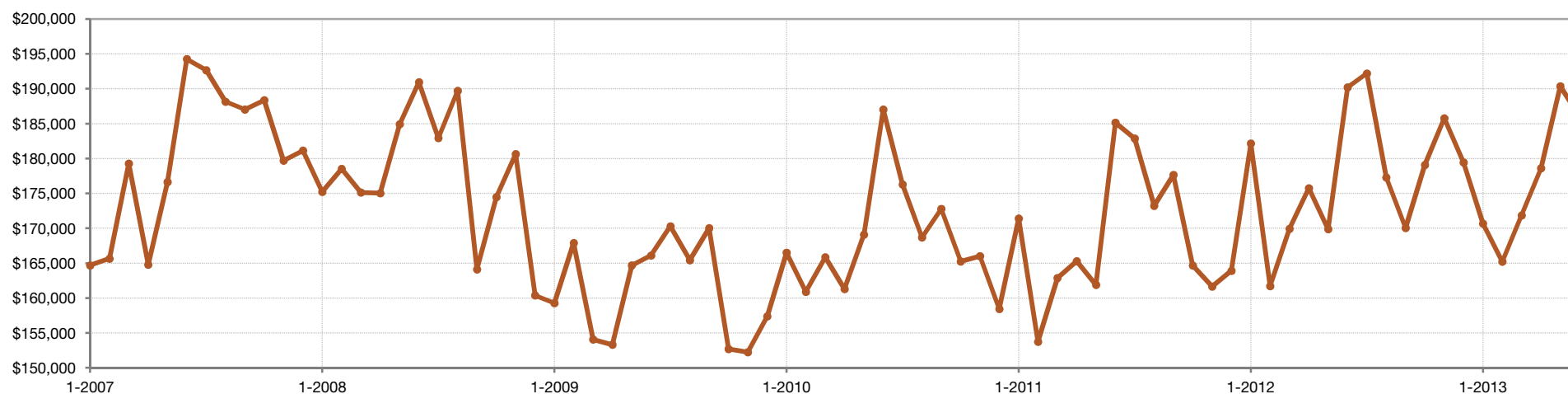


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$182,862	\$192,189	+5.1%
August	\$173,230	\$177,284	+2.3%
September	\$177,658	\$170,058	-4.3%
October	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,435	+9.5%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,225	+2.2%
March	\$169,933	\$171,851	+1.1%
April	\$175,746	\$178,605	+1.6%
May	\$169,876	\$190,356	+12.1%
June	\$190,196	\$186,019	-2.2%
12-Month Avg	\$173,624	\$179,913	+3.6%

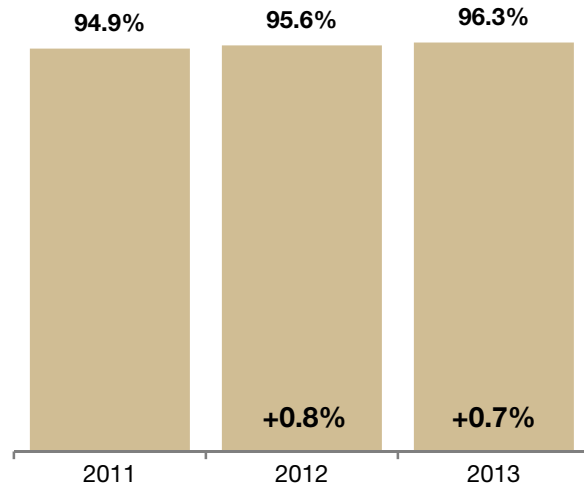
Historical Average Sales Price



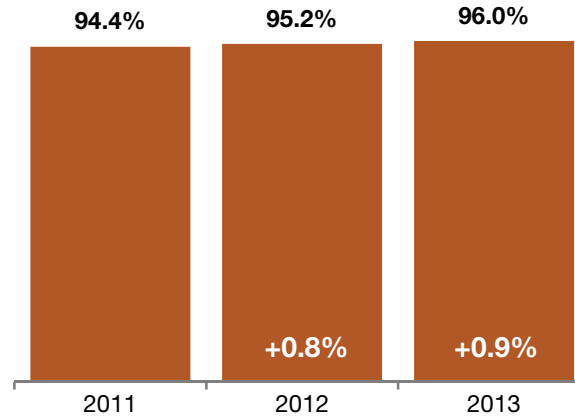
Percent of List Price Received

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.

June

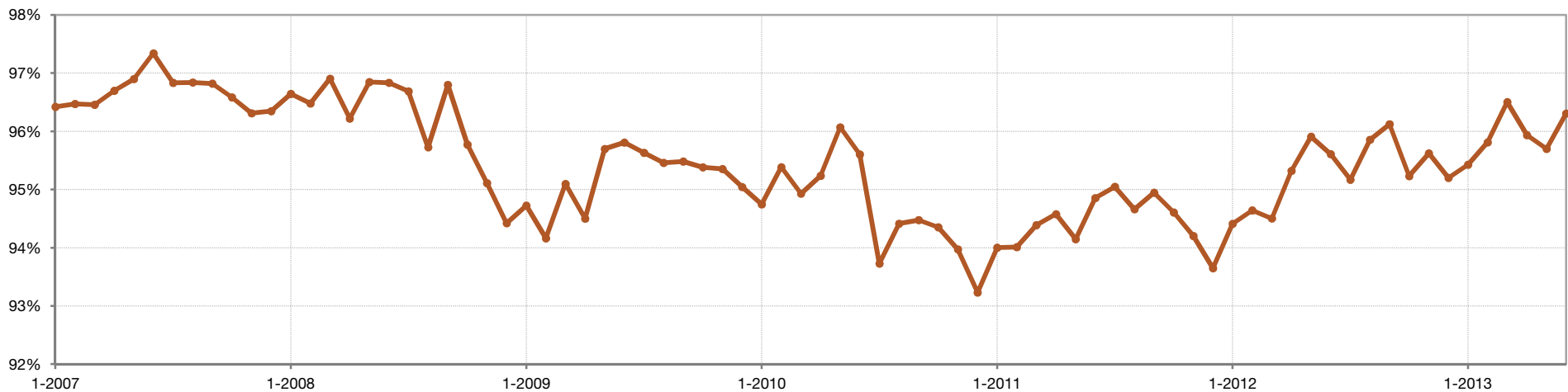


Year To Date



Month	Prior Year	Current Year	+ / -
July	95.0%	95.2%	+0.1%
August	94.7%	95.9%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
12-Month Avg	94.9%	95.8%	+1.0%

Historical Percent of List Price Received

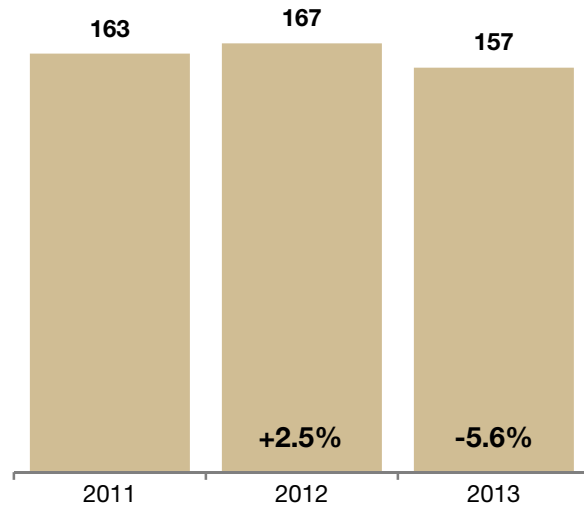


Housing Affordability Index

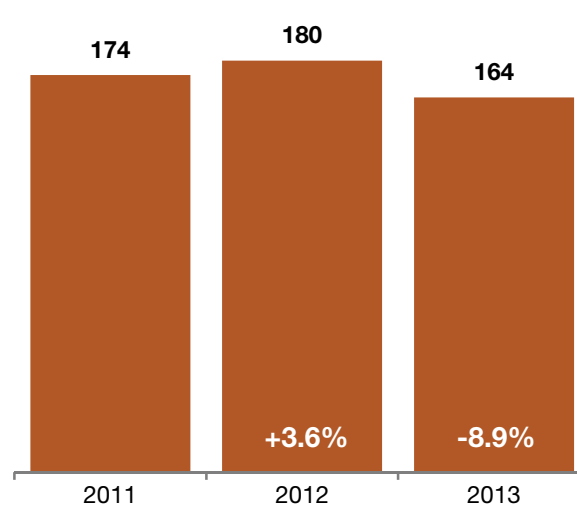
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June

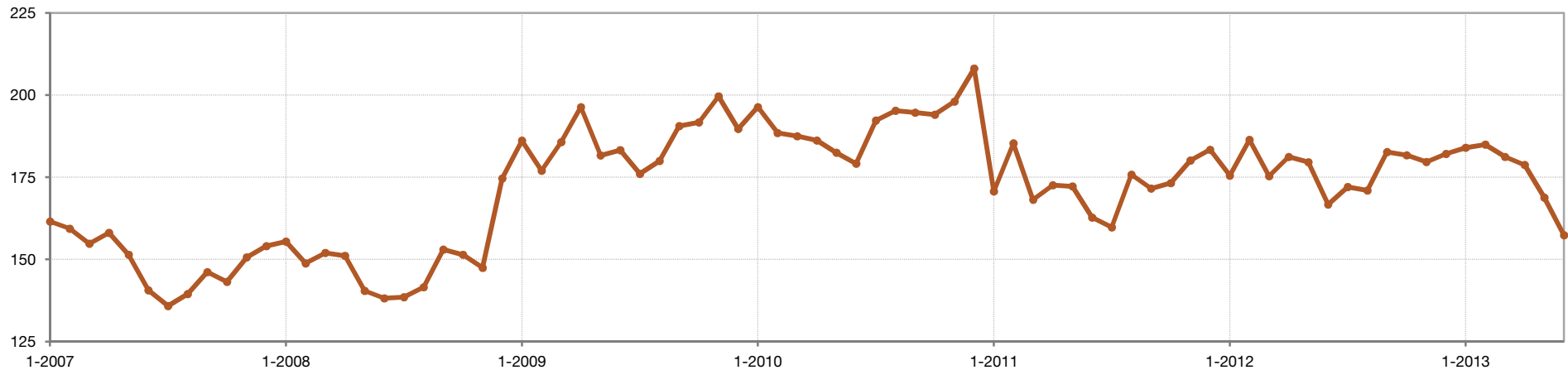


Year To Date



Month	Prior Year	Current Year	+ / -
July	160	172	+7.7%
August	176	171	-2.7%
September	172	183	+6.5%
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.7%
January	175	184	+4.8%
February	186	185	-0.8%
March	175	181	+3.3%
April	181	179	-1.3%
May	180	169	-6.0%
June	167	157	-5.6%
12-Month Avg	176	177	+0.8%

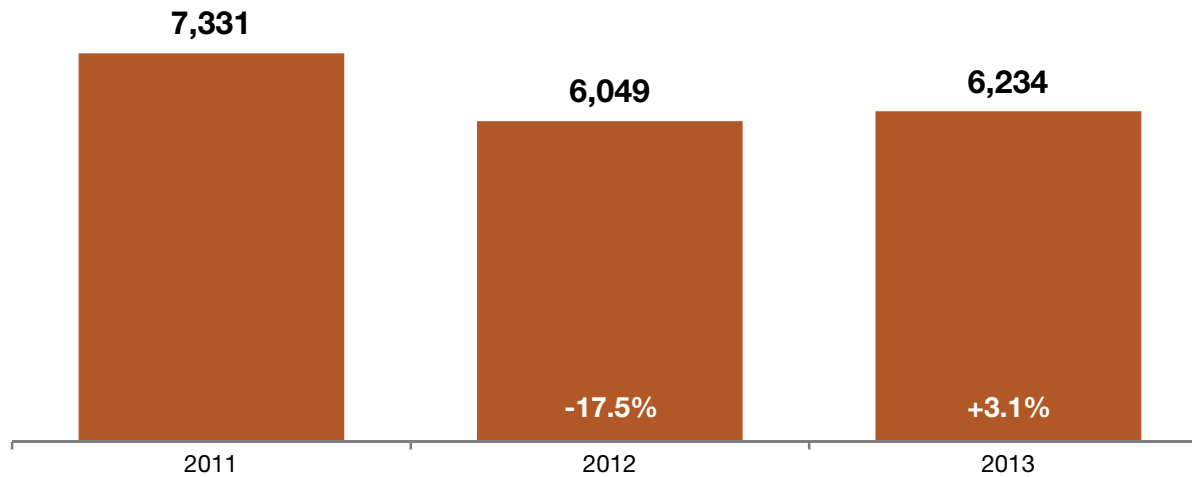
Historical Housing Affordability Index



Inventory of Homes for Sale

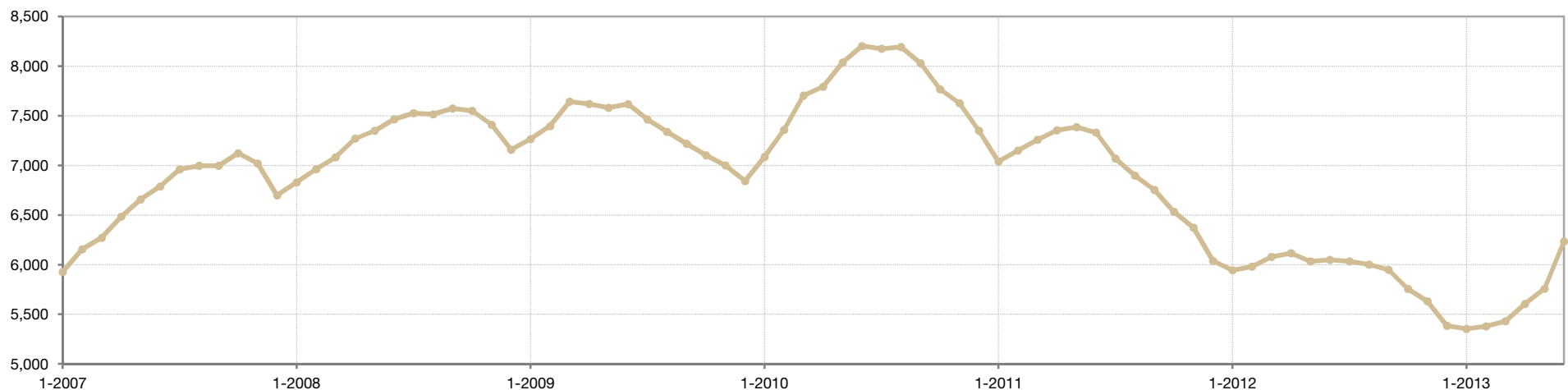
The number of properties available for sale in active status at the end of a given month.

June



Month	Prior Year	Current Year	+ / -
July	7,069	6,034	-14.6%
August	6,897	6,001	-13.0%
September	6,753	5,949	-11.9%
October	6,533	5,756	-11.9%
November	6,373	5,632	-11.6%
December	6,038	5,385	-10.8%
January	5,944	5,353	-9.9%
February	5,981	5,379	-10.1%
March	6,079	5,431	-10.7%
April	6,116	5,605	-8.4%
May	6,034	5,757	-4.6%
June	6,049	6,234	+3.1%
12-Month Avg	6,322	5,710	-9.7%

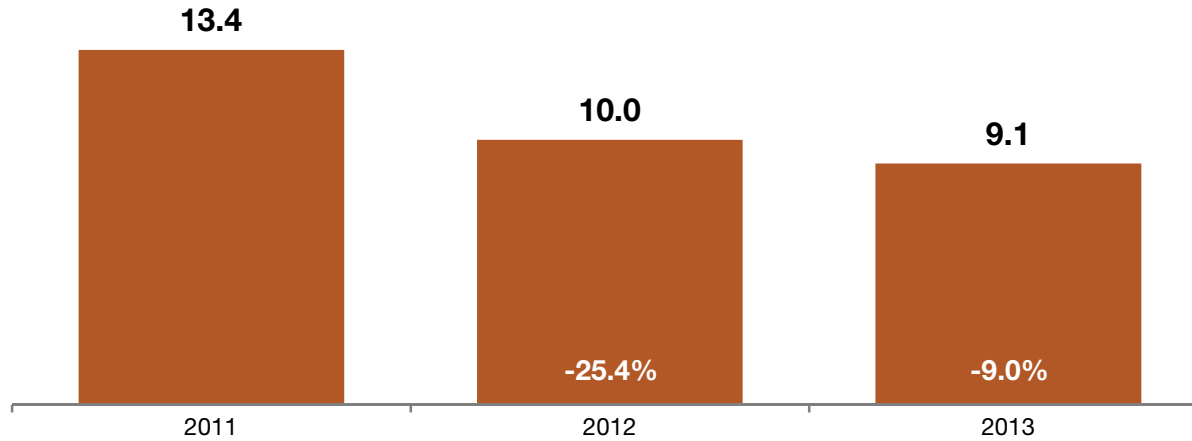
Historical Inventory of Homes for Sale



Months Supply of Inventory

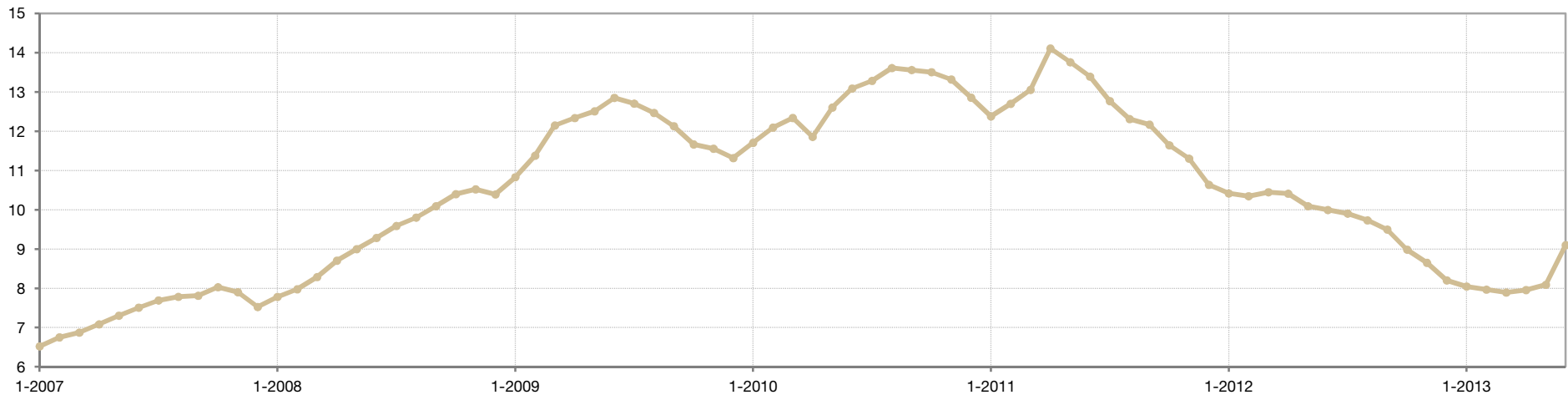
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



Month	Prior Year	Current Year	+ / -
July	12.8	9.9	-22.4%
August	12.3	9.7	-21.0%
September	12.2	9.5	-21.9%
October	11.6	9.0	-22.8%
November	11.3	8.7	-23.5%
December	10.6	8.2	-22.9%
January	10.4	8.0	-22.7%
February	10.3	8.0	-23.0%
March	10.4	7.9	-24.5%
April	10.4	8.0	-23.6%
May	10.1	8.1	-19.8%
June	10.0	9.1	-9.0%
12-Month Avg	11.0	8.7	-21.5%

Historical Months Supply of Inventory



Monthly Indicators

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



July 2013

It won't be long before the housing recovery is simply referred to as housing. Institutional and cash buyers have effectively priced themselves out of the market. During the downturn, much inventory was purchased by these groups. Now that prices are rising, there's less incentive for these kinds of buyers, yet affordability for consumers remains attractive.

New Listings in the Greater Greenville region increased 12.0 percent to 1,358. Pending Sales were down 29.8 percent to 472. Inventory levels grew 3.2 percent to 6,239 units.

Prices got a lift. The Median Sales Price increased 3.4 percent to \$161,250. Days on Market was down 9.1 percent to 87 days. Absorption rates improved as Months Supply of Inventory was down 11.5 percent to 8.8 months.

With mortgage rates slightly up but relatively low by historic standards, the Fed has indicated no change in monetary policy based on a moderately-paced economic expansion. Although the unemployment rate remains a factor to watch, the housing recovery continues to plug along, helping the greater economy with flourishing activity in sales and prices. Housing has made a positive contribution to real GDP growth for 11 consecutive quarters.

Quick Facts

+ 30.2%

Change in
Closed Sales

+ 3.4%

Change in
Median Sales Price

+ 3.2%

Change in
Inventory

Market Overview	2
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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.



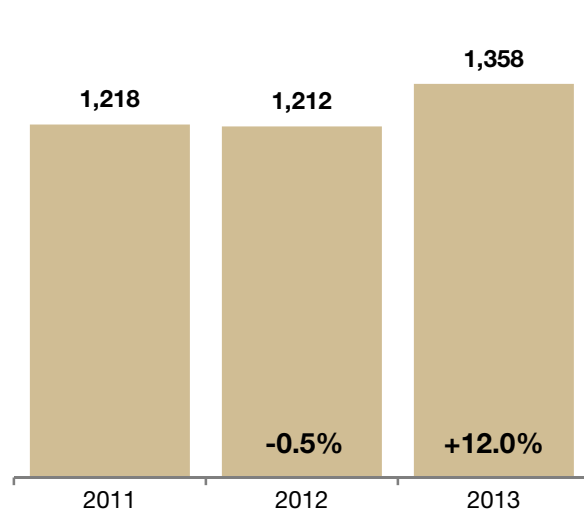
Key Metrics	Historical Sparklines	7-2012	7-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,212	1,358	+ 12.0%	8,630	9,512	+ 10.2%
Pending Sales		672	472	- 29.8%	4,800	5,443	+ 13.4%
Closed Sales		754	982	+ 30.2%	4,346	5,532	+ 27.3%
Days on Market Until Sale		95	87	- 9.1%	105	92	- 12.5%
Median Sales Price		\$156,000	\$161,250	+ 3.4%	\$147,000	\$153,433	+ 4.4%
Average Sales Price		\$192,189	\$193,851	+ 0.9%	\$178,502	\$181,667	+ 1.8%
Percent of List Price Received		95.2%	96.5%	+ 1.4%	95.2%	96.1%	+ 1.0%
Housing Affordability Index		172	157	- 8.5%	180	164	- 9.1%
Inventory of Homes for Sale		6,045	6,239	+ 3.2%	--	--	--
Months Supply of Homes for Sale		9.9	8.8	- 11.5%	--	--	--

New Listings

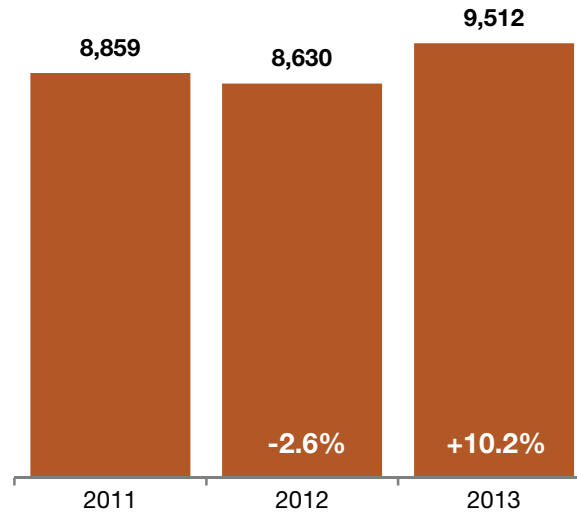
A count of the properties that have been newly listed on the market in a given month.



July

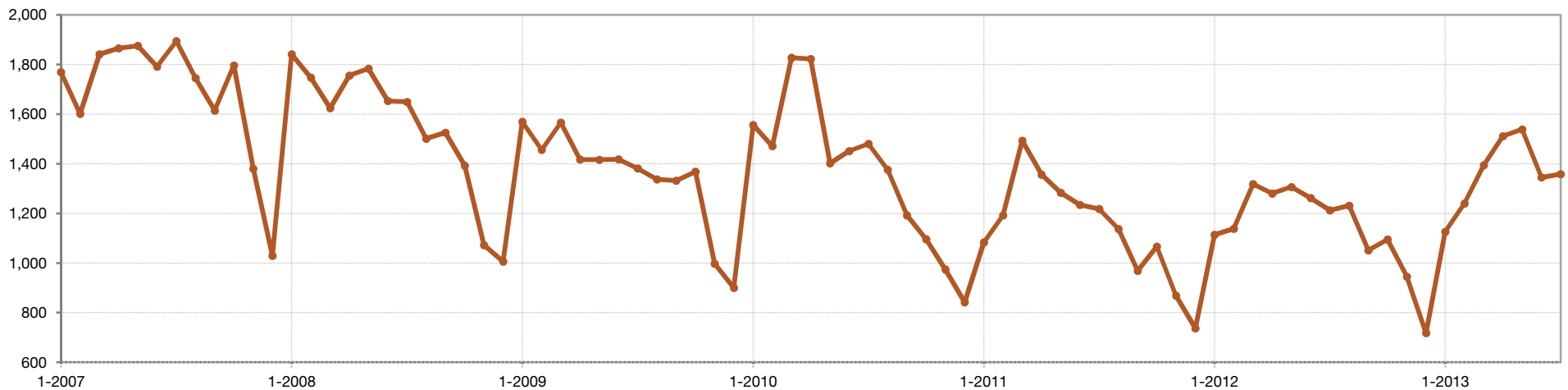


Year To Date



Month	Prior Year	Current Year	+ / -
August	1,137	1,231	+8.3%
September	969	1,051	+8.5%
October	1,066	1,095	+2.7%
November	868	945	+8.9%
December	737	718	-2.6%
January	1,114	1,126	+1.1%
February	1,138	1,240	+9.0%
March	1,318	1,394	+5.8%
April	1,280	1,511	+18.0%
May	1,306	1,538	+17.8%
June	1,262	1,345	+6.6%
July	1,212	1,358	+12.0%
12-Month Avg	1,117	1,213	+8.5%

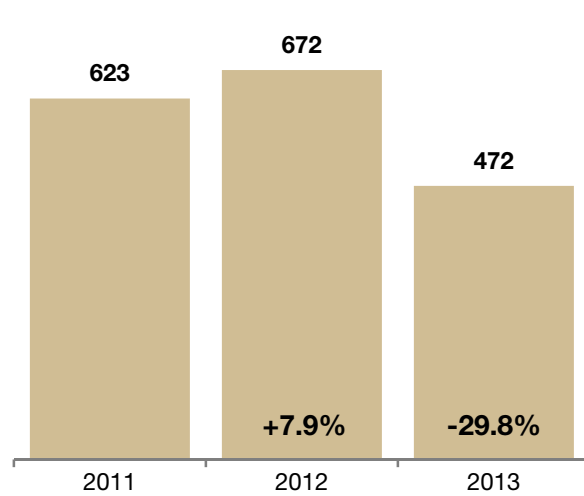
Historical New Listing Activity



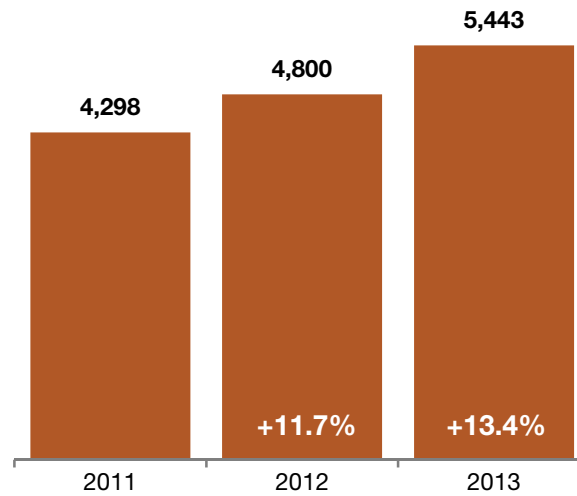
Pending Sales

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

July

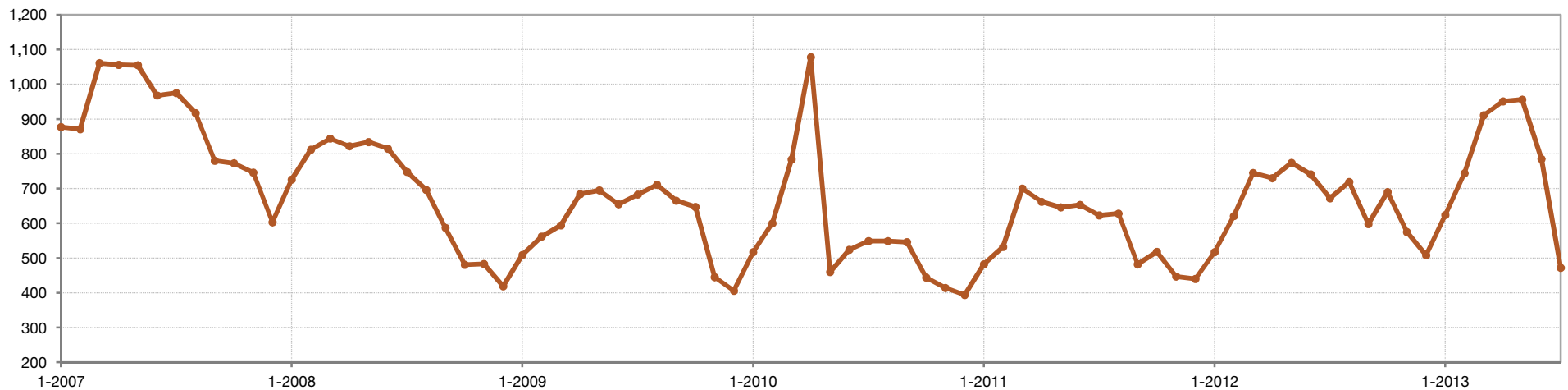


Year To Date



Month	Prior Year	Current Year	+ / -
August	628	719	+14.5%
September	482	598	+24.1%
October	518	690	+33.2%
November	447	575	+28.6%
December	440	508	+15.5%
January	517	624	+20.7%
February	621	744	+19.8%
March	745	911	+22.3%
April	730	951	+30.3%
May	774	956	+23.5%
June	741	785	+5.9%
July	672	472	-29.8%
12-Month Avg	610	711	+16.7%

Historical Pending Sales Activity

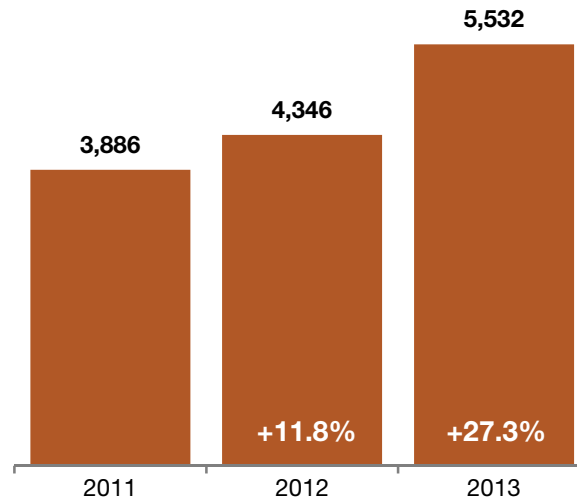
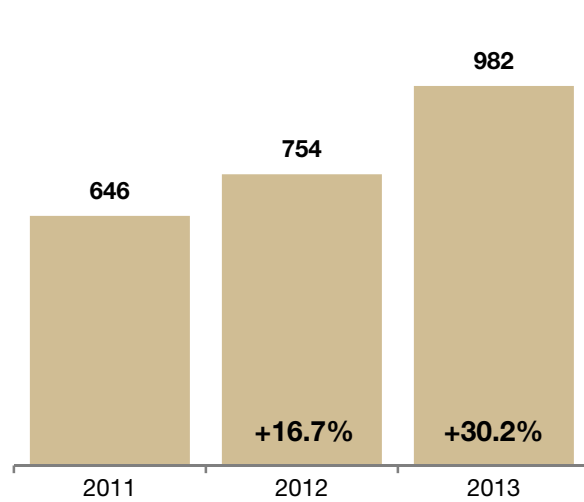


Closed Sales

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

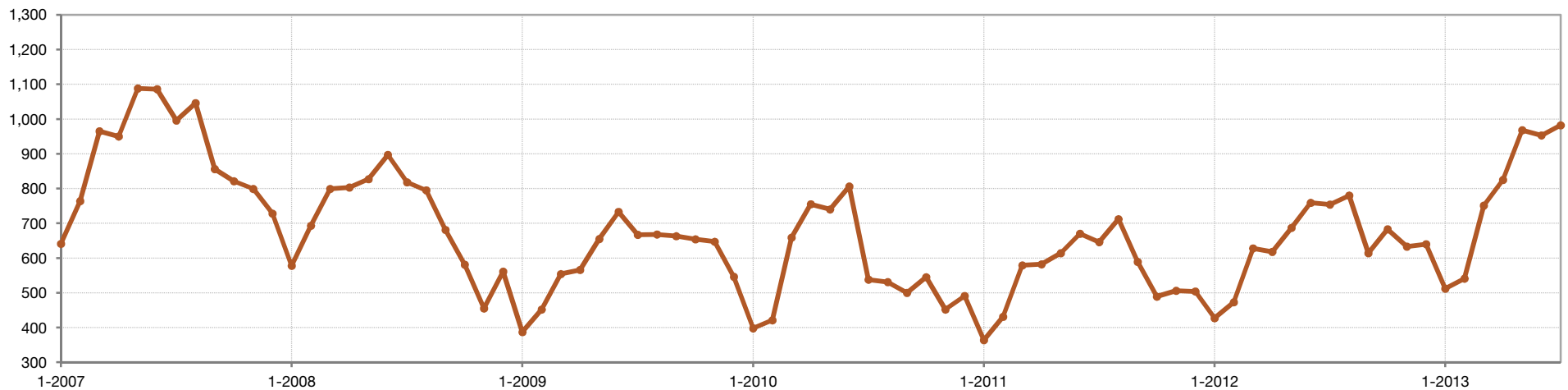
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	712	780	+9.6%
September	589	614	+4.2%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	640	+27.0%
January	427	512	+19.9%
February	473	541	+14.4%
March	628	751	+19.6%
April	618	825	+33.5%
May	687	968	+40.9%
June	759	953	+25.6%
July	754	982	+30.2%
12-Month Avg	596	740	+24.3%

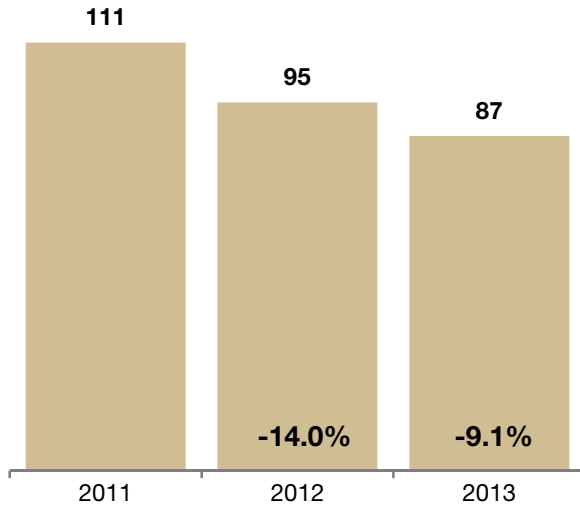
Historical Closed Sales Activity



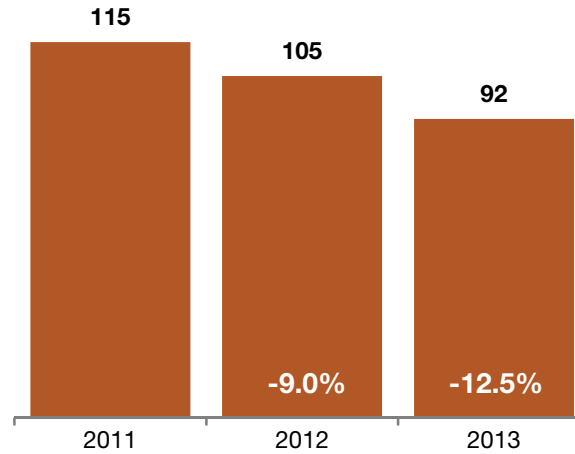
Days on Market Until Sale

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

July

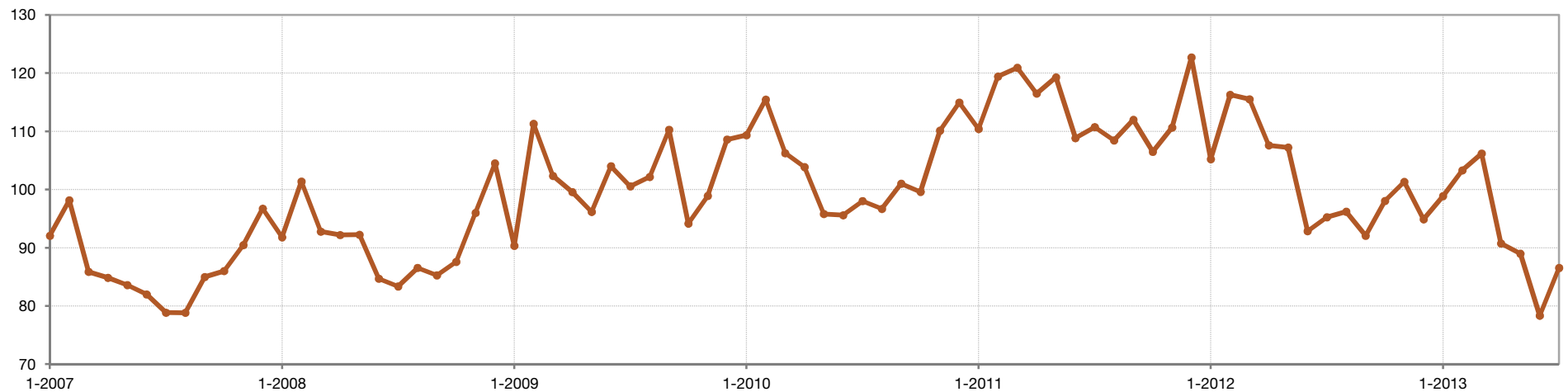


Year To Date



Month	Prior Year	Current Year	+ / -
August	108	96	-11.3%
September	112	92	-17.8%
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.7%
January	105	99	-6.0%
February	116	103	-11.2%
March	116	106	-8.1%
April	108	91	-15.7%
May	107	89	-17.0%
June	93	78	-15.6%
July	95	87	-9.1%
12-Month Avg	107	93	-13.0%

Historical Days on Market Until Sale

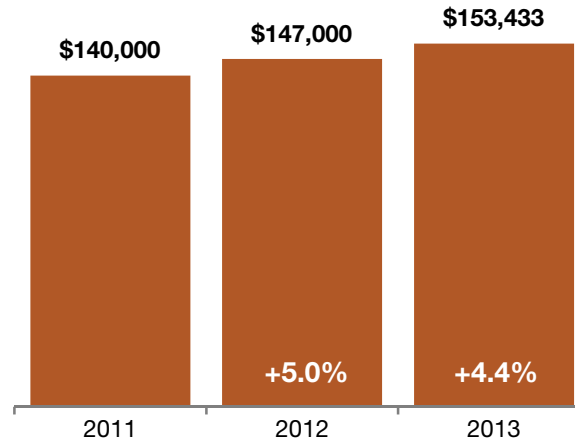
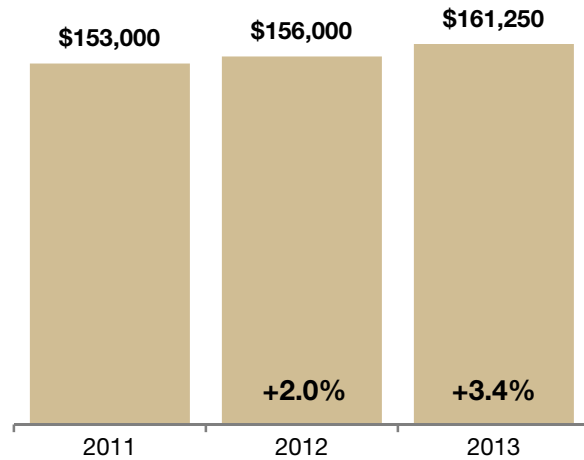


Median Sales Price

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

July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$140,000	\$156,500	+11.8%
September	\$146,811	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,935	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,250	\$146,500	+1.6%
April	\$140,812	\$152,000	+7.9%
May	\$144,700	\$157,050	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$161,250	+3.4%
12-Month Med	\$145,000	\$152,000	+4.8%

Historical Median Sales Price

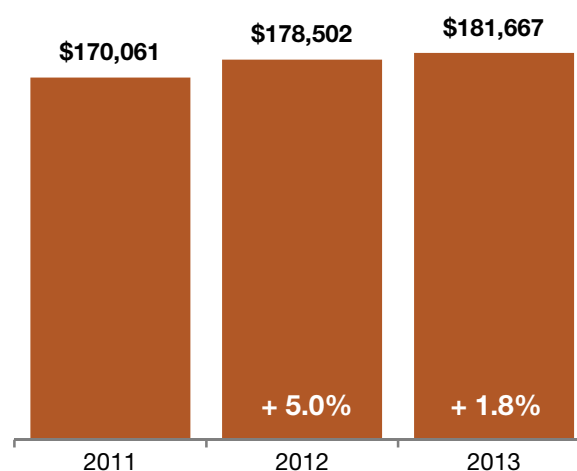
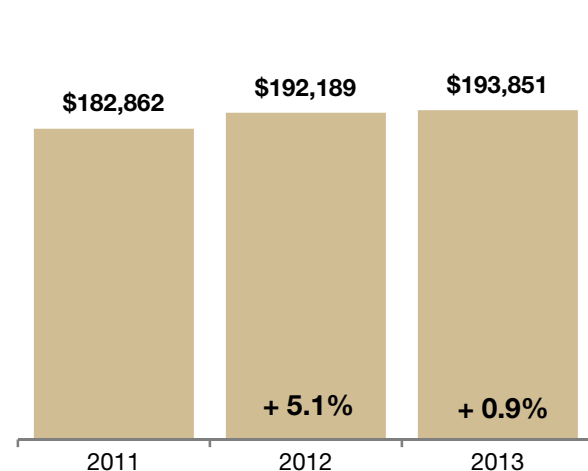


Average Sales Price

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	\$173,230	\$177,284	+2.3%
September	\$177,658	\$170,058	-4.3%
October	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,435	+9.5%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,225	+2.2%
March	\$169,933	\$171,851	+1.1%
April	\$175,746	\$178,545	+1.6%
May	\$169,876	\$190,339	+12.0%
June	\$190,196	\$185,932	-2.2%
July	\$192,189	\$193,851	+0.9%
12-Month Avg	\$174,757	\$180,413	+3.2%

Historical Average Sales Price



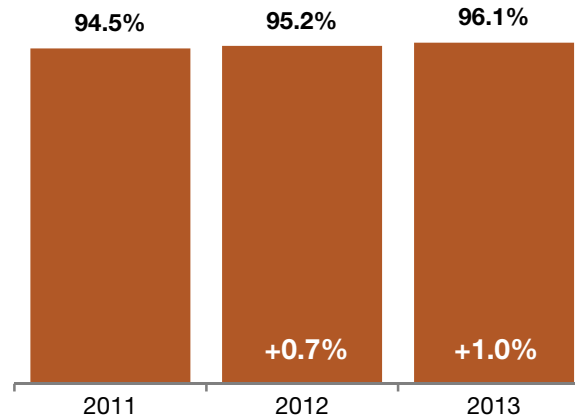
Percent of List Price Received

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.

July

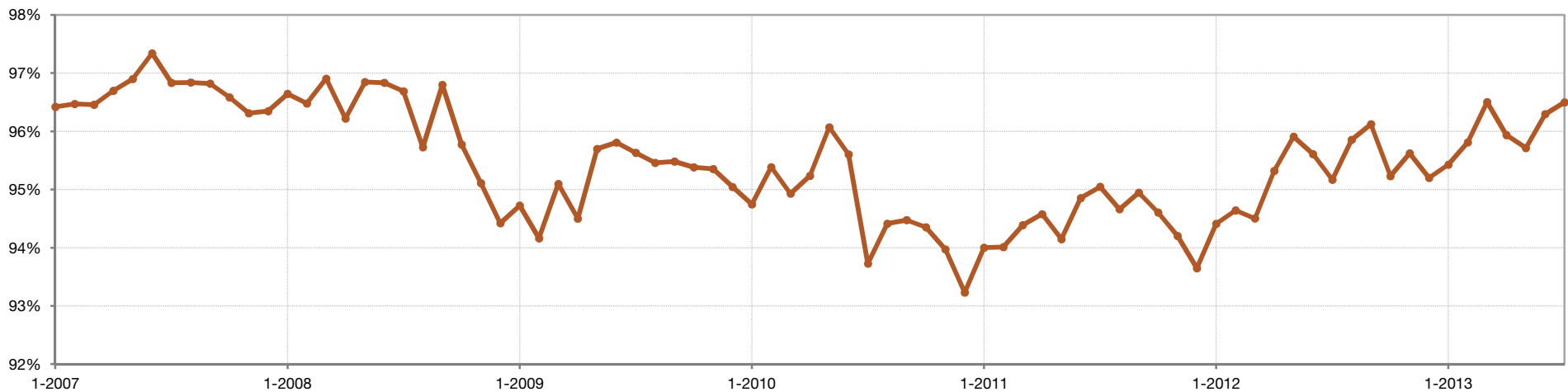


Year To Date



Month	Prior Year	Current Year	+ / -
August	94.7%	95.9%	+1.3%
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
July	95.2%	96.5%	+1.4%
12-Month Avg	94.9%	95.9%	+1.1%

Historical Percent of List Price Received

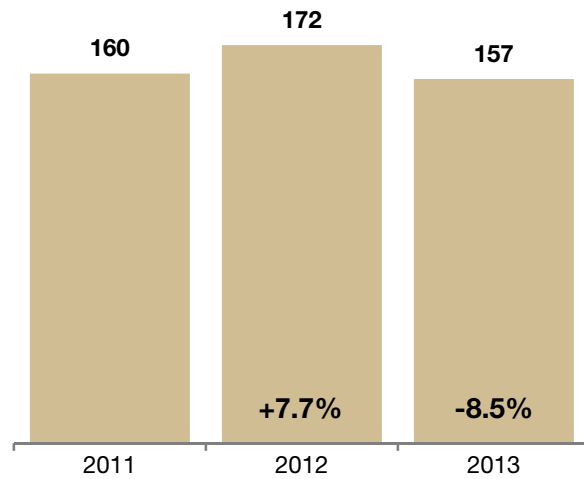


Housing Affordability Index

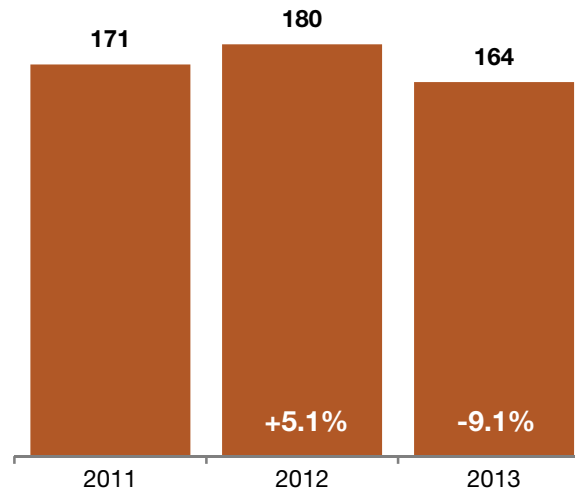
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



July

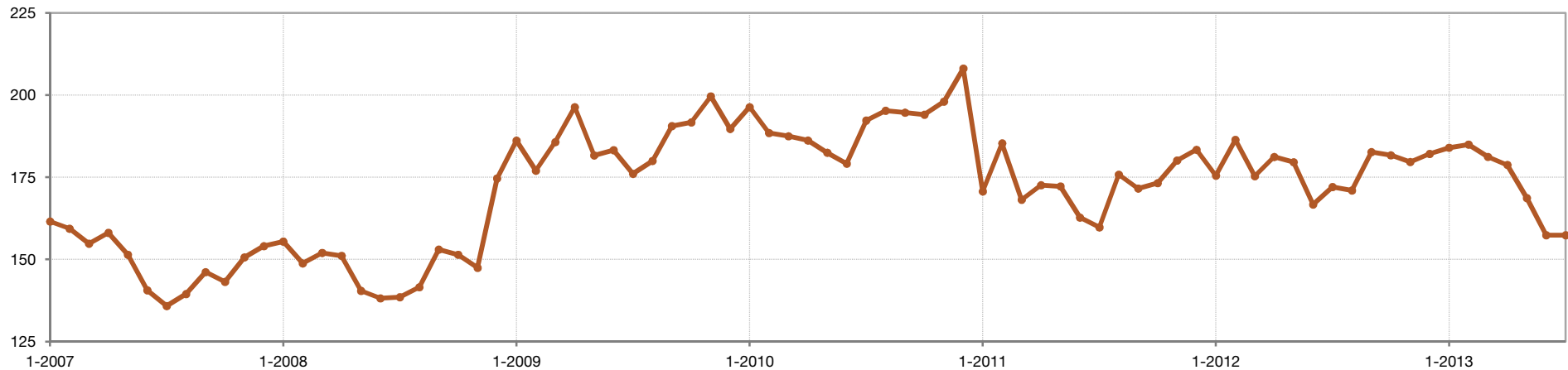


Year To Date



Month	Prior Year	Current Year	+ / -
August	176	171	-2.7%
September	172	183	+6.5%
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.7%
January	175	184	+4.8%
February	186	185	-0.8%
March	175	181	+3.3%
April	181	179	-1.3%
May	180	169	-6.1%
June	167	157	-5.6%
July	172	157	-8.5%
12-Month Avg	177	176	-0.5%

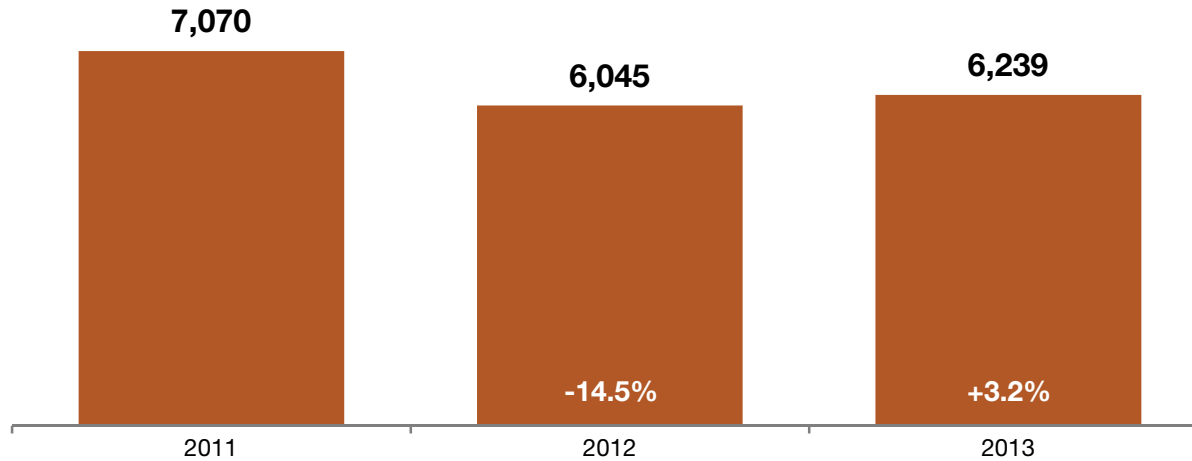
Historical Housing Affordability Index



Inventory of Homes for Sale

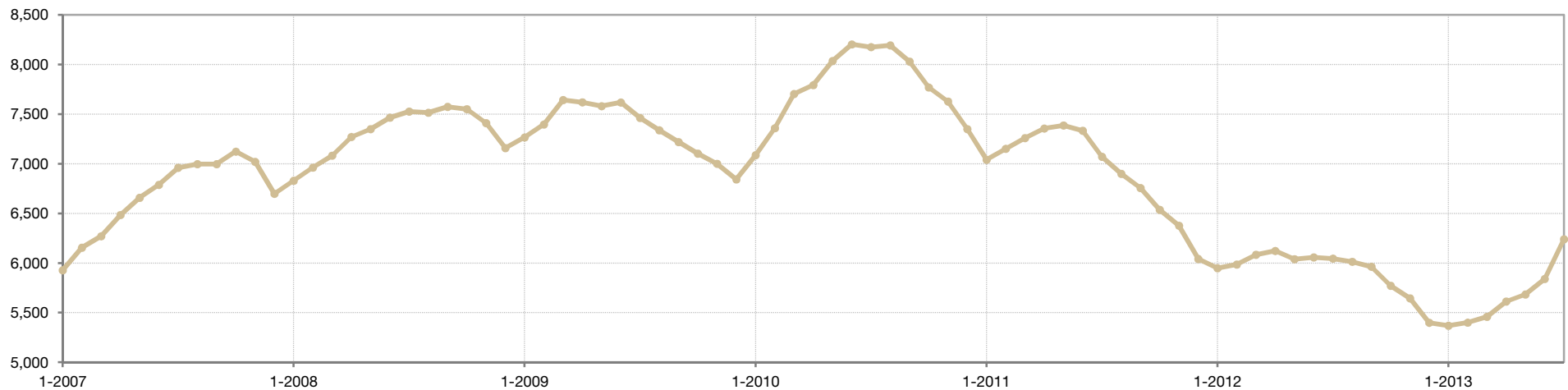
The number of properties available for sale in active status at the end of a given month.

July



Month	Prior Year	Current Year	+ / -
August	6,899	6,013	-12.8%
September	6,755	5,963	-11.7%
October	6,536	5,771	-11.7%
November	6,376	5,645	-11.5%
December	6,041	5,399	-10.6%
January	5,948	5,369	-9.7%
February	5,985	5,400	-9.8%
March	6,084	5,459	-10.3%
April	6,122	5,613	-8.3%
May	6,039	5,684	-5.9%
June	6,057	5,840	-3.6%
July	6,045	6,239	+3.2%
12-Month Avg	6,241	5,700	-8.7%

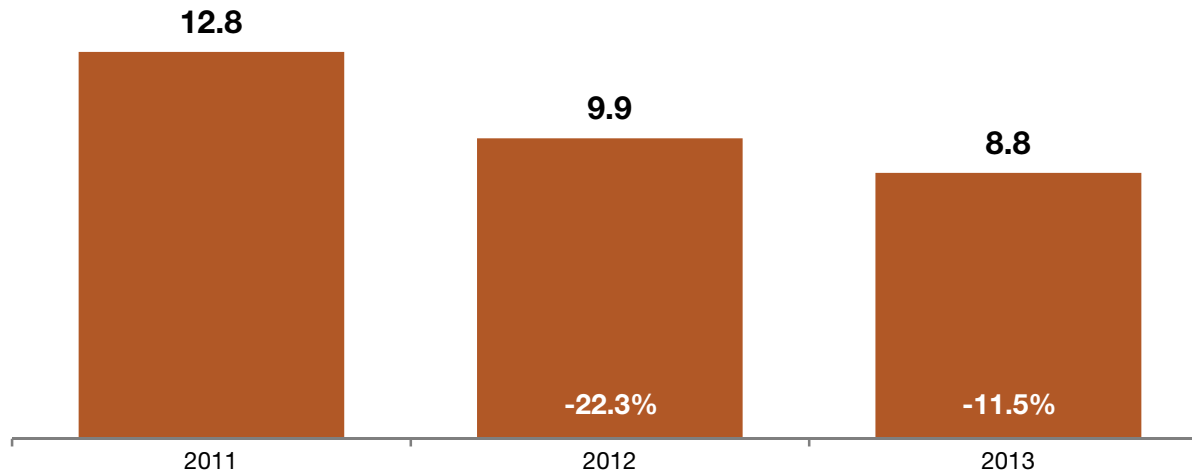
Historical Inventory of Homes for Sale



Months Supply of Inventory

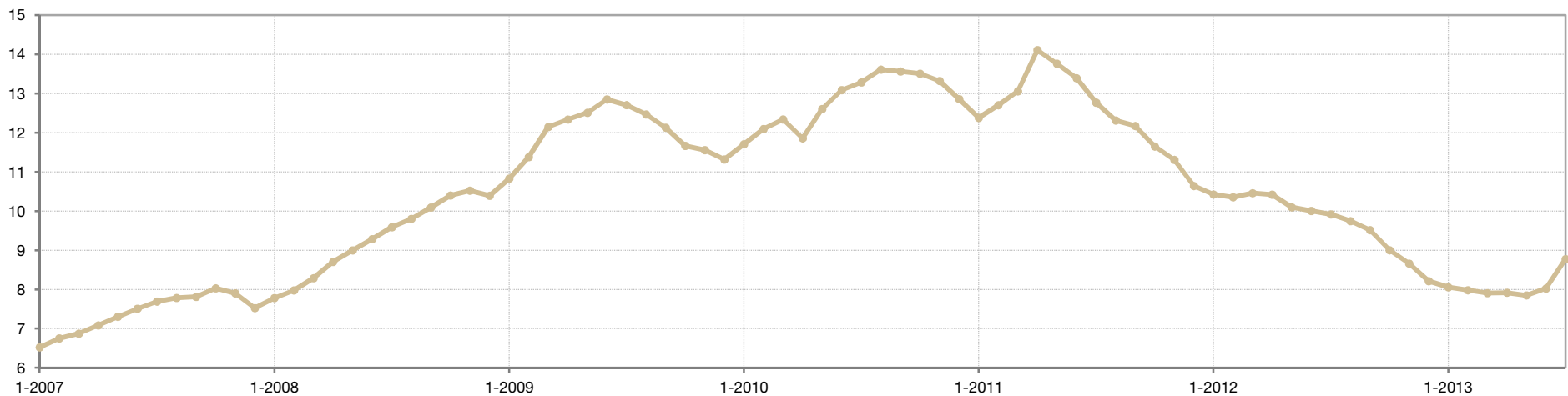
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Month	Prior Year	Current Year	+ / -
August	12.3	9.7	-20.9%
September	12.2	9.5	-21.8%
October	11.6	9.0	-22.7%
November	11.3	8.7	-23.4%
December	10.6	8.2	-22.8%
January	10.4	8.1	-22.7%
February	10.4	8.0	-22.9%
March	10.5	7.9	-24.4%
April	10.4	7.9	-24.0%
May	10.1	7.8	-22.2%
June	10.0	8.0	-19.8%
July	9.9	8.8	-11.5%
12-Month Avg	10.8	8.5	-21.7%

Historical Months Supply of Inventory



Monthly Indicators

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



August 2013

Strong demand for a limited supply of homes for sale has seemingly outweighed higher mortgage rates, at least for the time being. The idea that mortgage rates may rise further is likely spurring some of this demand. The dream of homeownership is very much intact, but buyers should be prepared with competitive offers, since every measure of market health is pointing upwards.

New Listings in the Greater Greenville region increased 8.3 percent to 1,334. Pending Sales were down 35.0 percent to 467. Inventory levels grew 2.8 percent to 6,195 units.

Prices got a lift. The Median Sales Price increased 5.4 percent to \$165,000. Days on Market was down 12.9 percent to 84 days. Absorption rates improved as Months Supply of Inventory was down 12.7 percent to 8.5 months.

Eyes continue to fixate on the Federal Reserve and its policy inclinations related to stimulus tapering. Labor market growth is positive but still tepid. Things like gas prices, stock market shifts and global economics have a tendency to sway consumer sentiment. At the moment, U.S. housing continues to be a bright spot.

Quick Facts

+ 18.1%

Change in
Closed Sales

+ 5.4%

Change in
Median Sales Price

+ 2.8%

Change in
Inventory

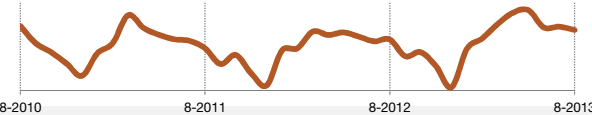
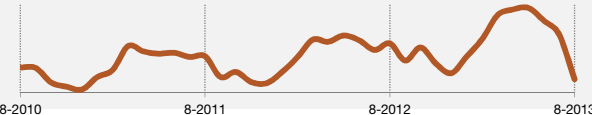
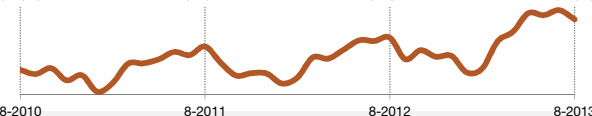
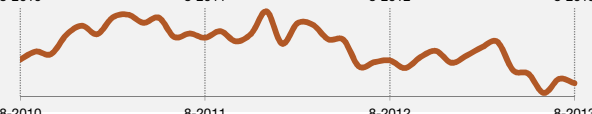
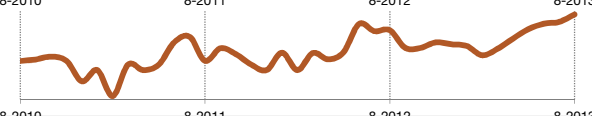
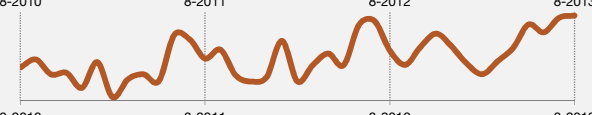
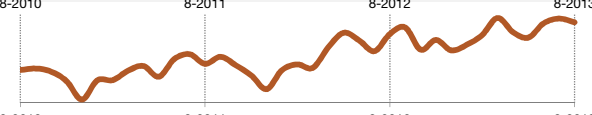
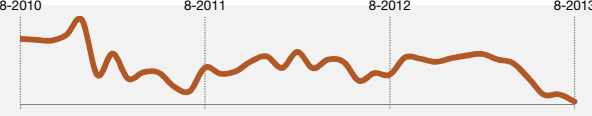
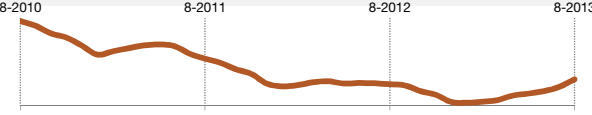
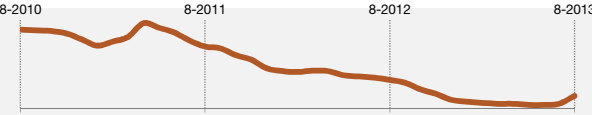
Market Overview	2
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Months Supply of Inventory	12

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

Market Overview

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

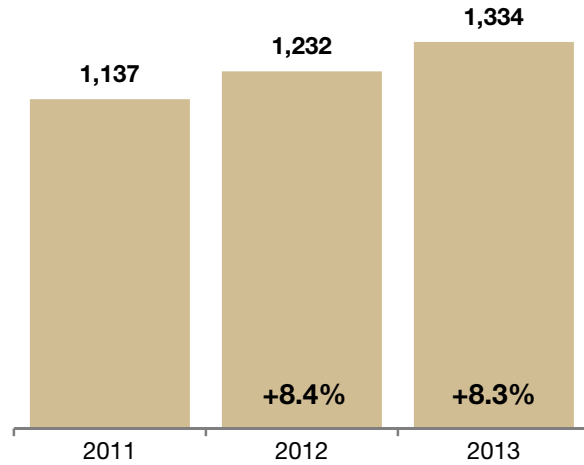


Key Metrics	Historical Sparklines	8-2012	8-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,232	1,334	+ 8.3%	9,864	10,899	+ 10.5%
Pending Sales		719	467	- 35.0%	5,519	6,345	+ 15.0%
Closed Sales		780	921	+ 18.1%	5,126	6,464	+ 26.1%
Days on Market Until Sale		96	84	- 12.9%	103	91	- 12.4%
Median Sales Price		\$156,500	\$165,000	+ 5.4%	\$148,771	\$155,000	+ 4.2%
Average Sales Price		\$177,284	\$194,832	+ 9.9%	\$178,315	\$183,602	+ 3.0%
Percent of List Price Received		95.9%	96.3%	+ 0.5%	95.3%	96.1%	+ 0.9%
Housing Affordability Index		171	153	- 10.7%	178	161	- 9.7%
Inventory of Homes for Sale		6,025	6,195	+ 2.8%	--	--	--
Months Supply of Homes for Sale		9.8	8.5	- 12.7%	--	--	--

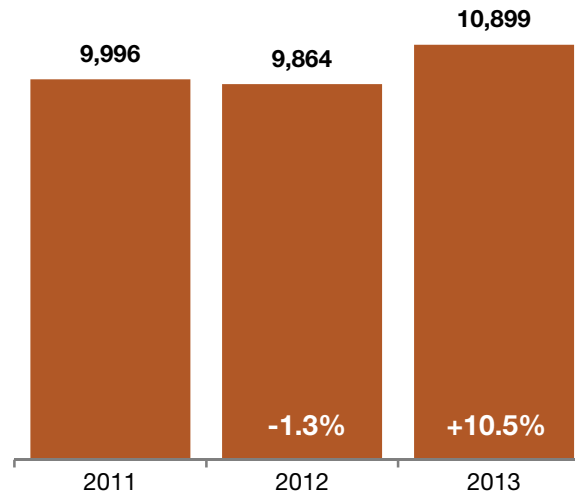
New Listings

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

August

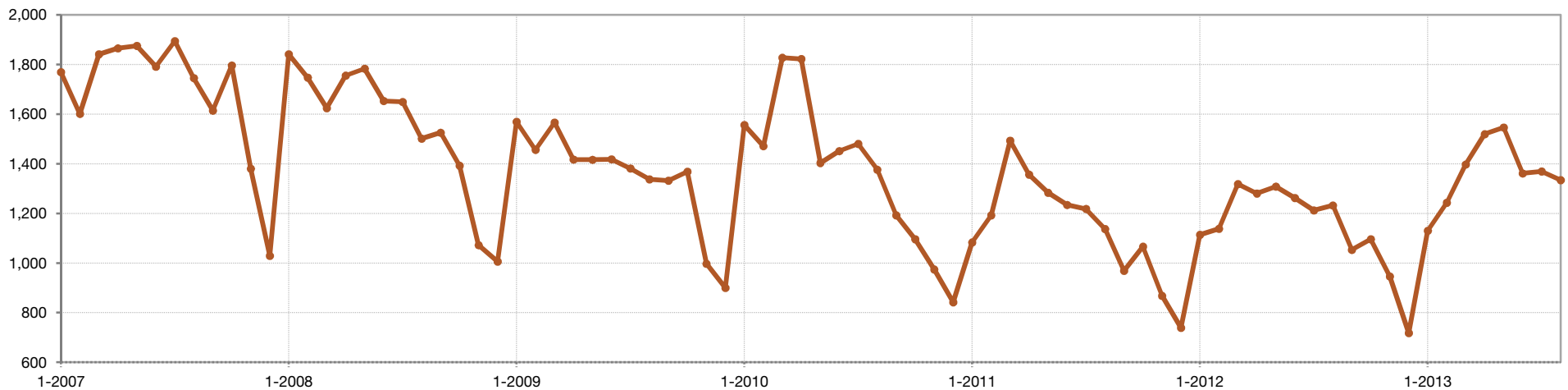


Year To Date



Month	Prior Year	Current Year	+ / -
September	969	1,053	+8.7%
October	1,066	1,096	+2.8%
November	868	946	+9.0%
December	739	718	-2.8%
January	1,114	1,130	+1.4%
February	1,138	1,243	+9.2%
March	1,318	1,397	+6.0%
April	1,280	1,519	+18.7%
May	1,308	1,546	+18.2%
June	1,262	1,361	+7.8%
July	1,212	1,369	+13.0%
August	1,232	1,334	+8.3%
12-Month Avg	1,126	1,226	+8.9%

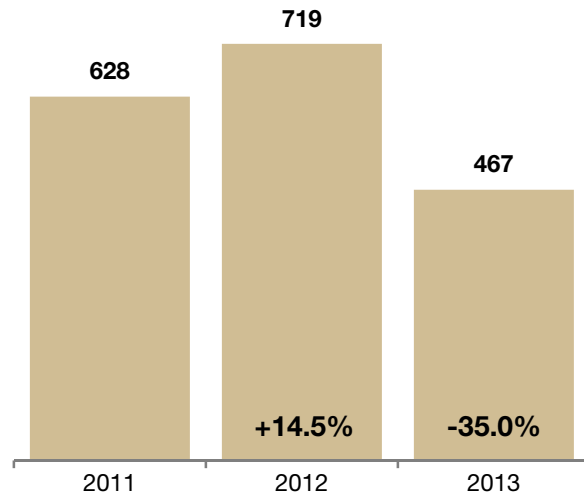
Historical New Listing Activity



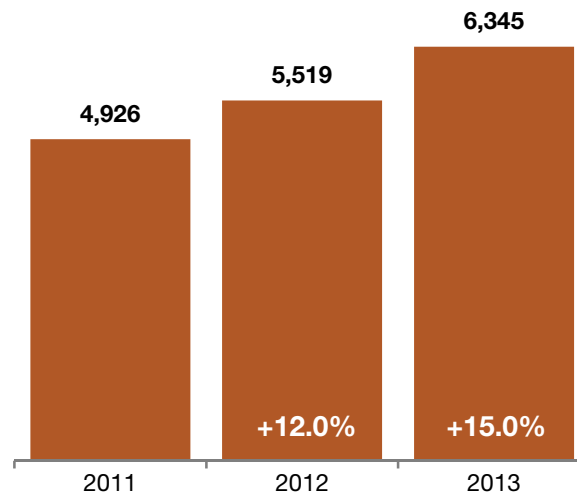
Pending Sales

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	482	598	+24.1%
October	518	690	+33.2%
November	447	576	+28.9%
December	439	509	+15.9%
January	517	627	+21.3%
February	621	749	+20.6%
March	745	917	+23.1%
April	730	957	+31.1%
May	774	968	+25.1%
June	741	879	+18.6%
July	672	781	+16.2%
August	719	467	-35.0%
12-Month Avg	617	727	+17.7%

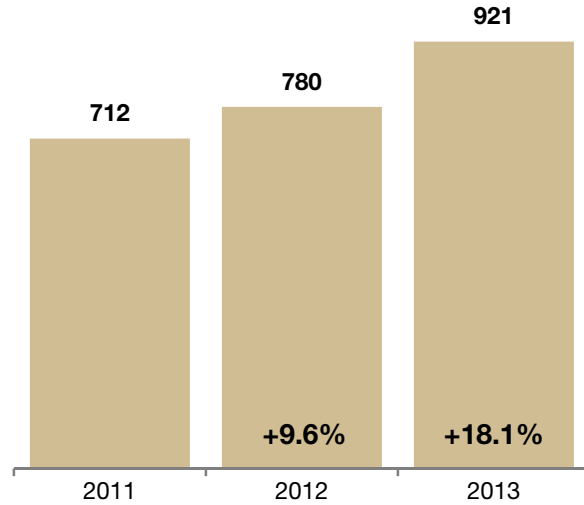
Historical Pending Sales Activity



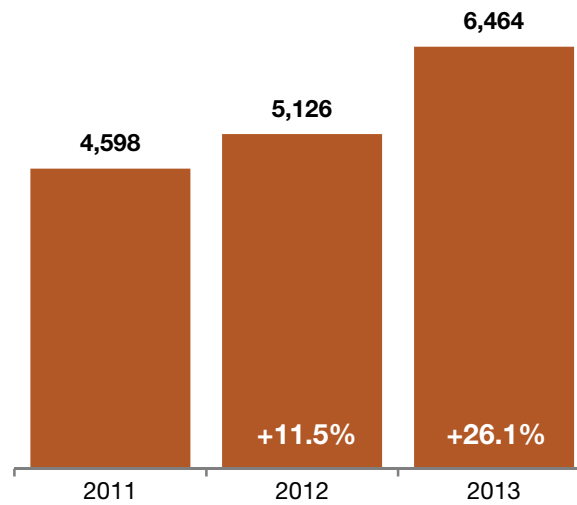
Closed Sales

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

August

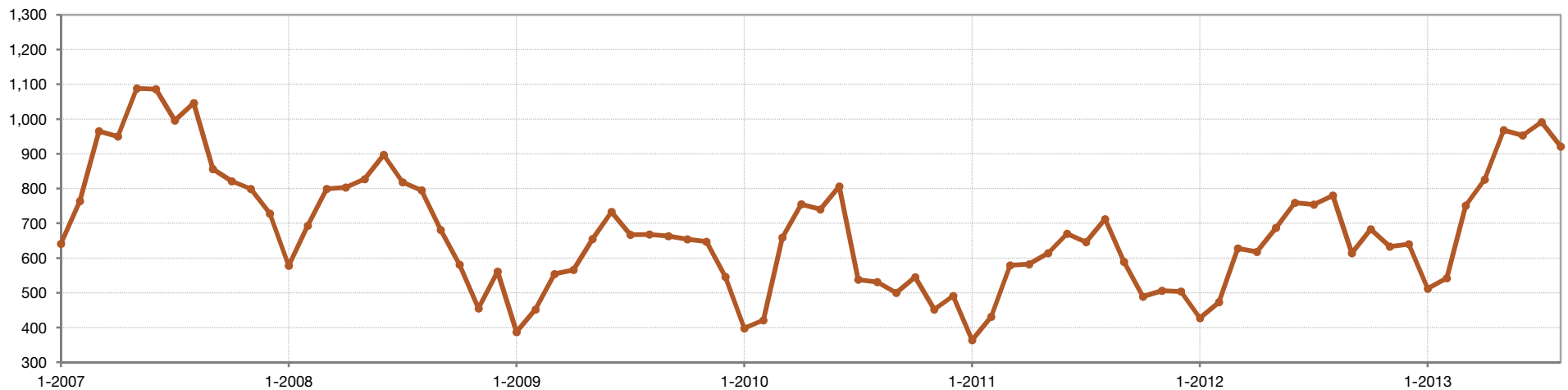


Year To Date



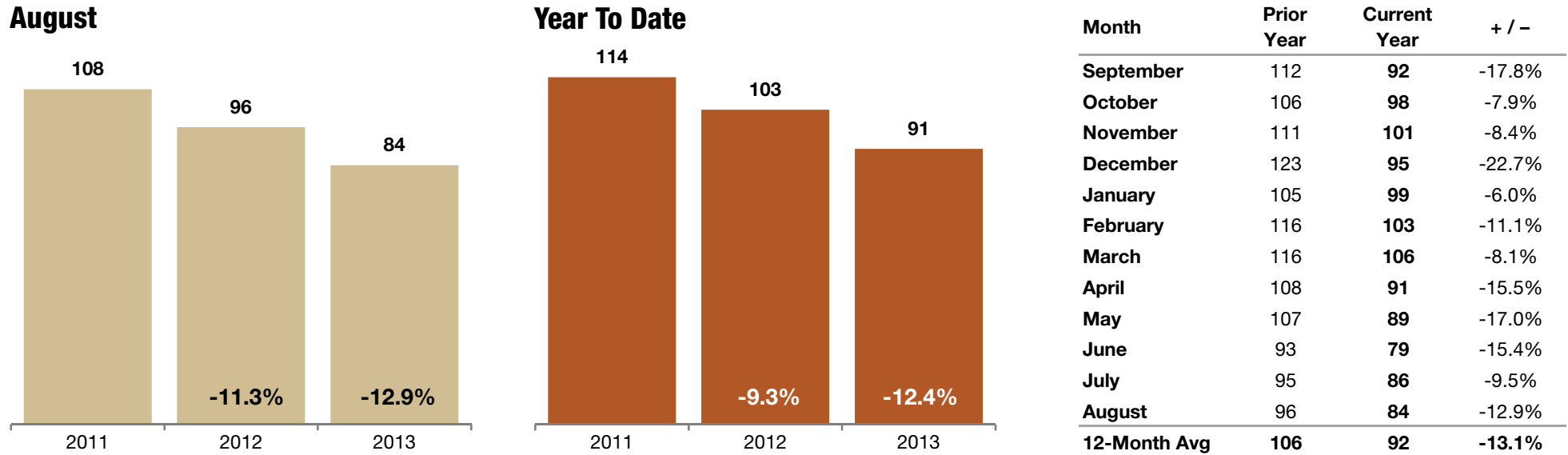
Month	Prior Year	Current Year	+ / -
September	589	614	+4.2%
October	489	683	+39.7%
November	506	633	+25.1%
December	504	640	+27.0%
January	427	512	+19.9%
February	473	542	+14.6%
March	628	751	+19.6%
April	618	826	+33.7%
May	687	968	+40.9%
June	759	953	+25.6%
July	754	991	+31.4%
August	780	921	+18.1%
12-Month Avg	601	753	+25.2%

Historical Closed Sales Activity

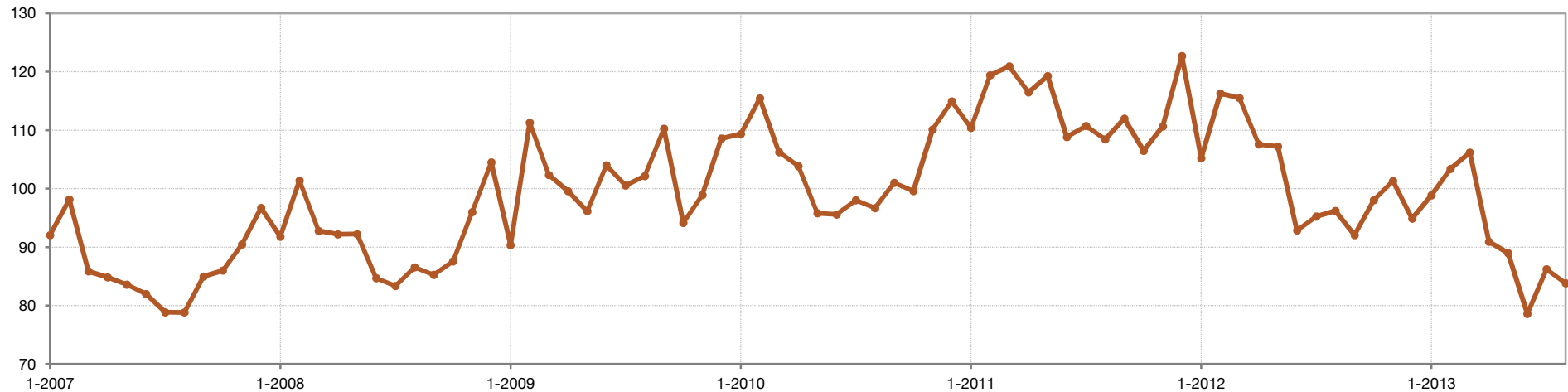


Days on Market Until Sale

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



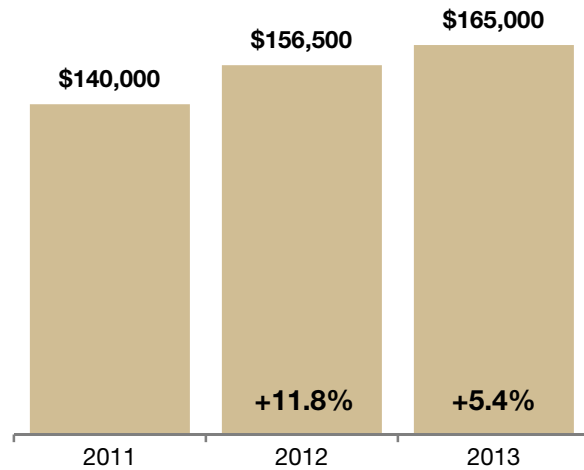
Historical Days on Market Until Sale



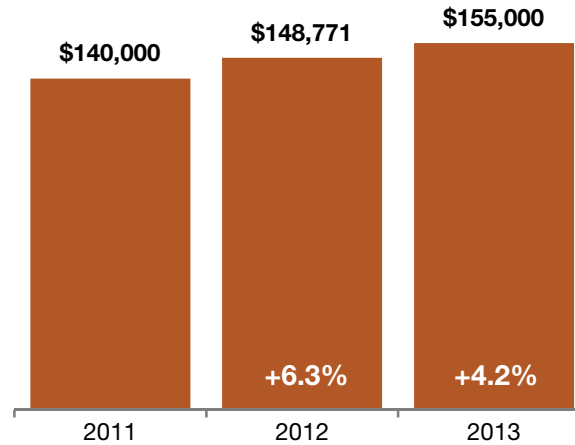
Median Sales Price

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	\$146,811	\$147,000	+0.1%
October	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,935	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,250	\$146,500	+1.6%
April	\$140,812	\$152,000	+7.9%
May	\$144,700	\$157,050	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$161,000	+3.2%
August	\$156,500	\$165,000	+5.4%
12-Month Med	\$146,500	\$153,000	+4.4%

Historical Median Sales Price

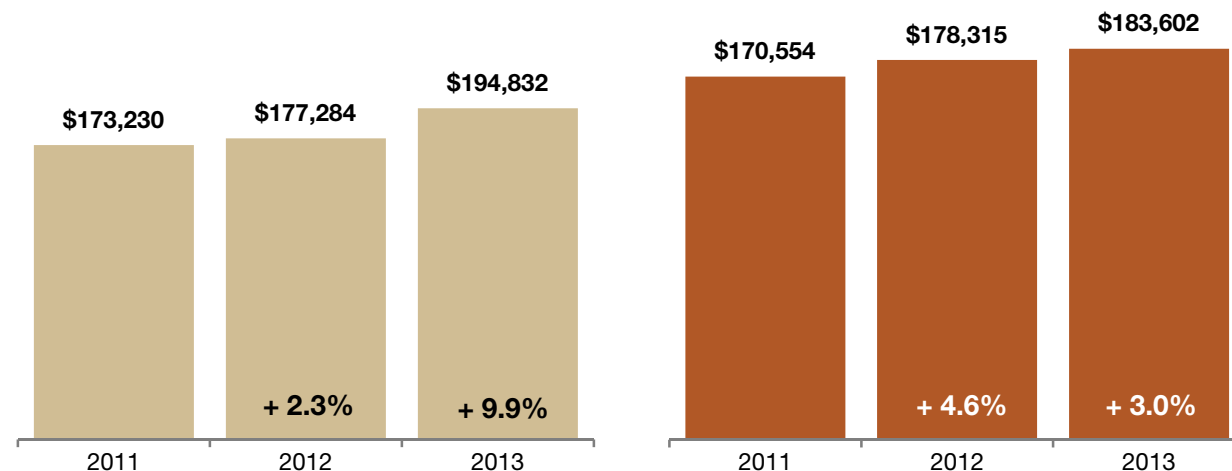


Average Sales Price

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

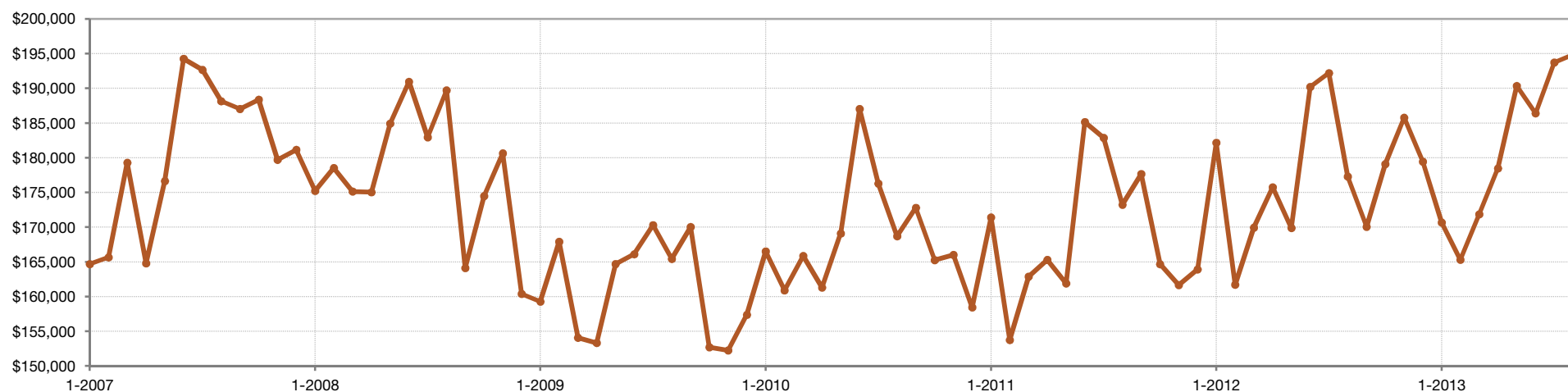
August

Year To Date



Month	Prior Year	Current Year	+ / -
September	\$177,658	\$170,058	-4.3%
October	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,766	+14.9%
December	\$163,911	\$179,435	+9.5%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,305	+2.2%
March	\$169,933	\$171,851	+1.1%
April	\$175,746	\$178,463	+1.5%
May	\$169,876	\$190,339	+12.0%
June	\$190,196	\$186,397	-2.0%
July	\$192,189	\$193,724	+0.8%
August	\$177,284	\$194,832	+9.9%
12-Month Avg	\$175,183	\$182,200	+4.0%

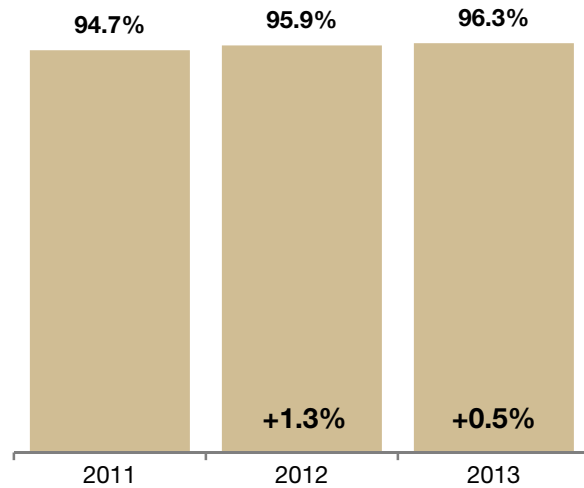
Historical Average Sales Price



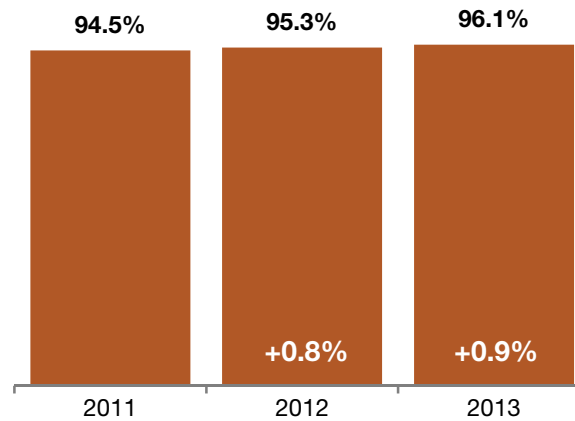
Percent of List Price Received

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

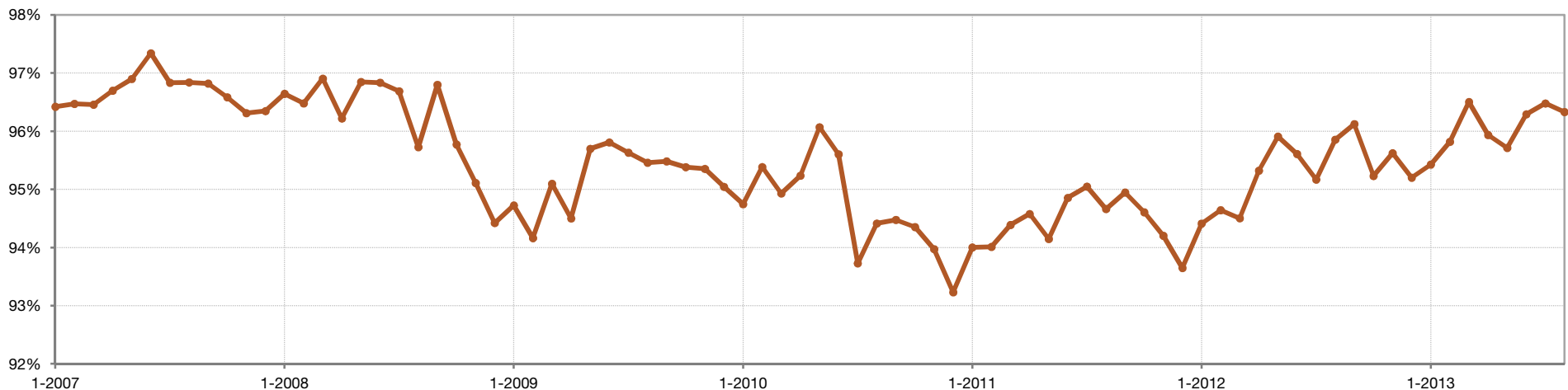


Year To Date



Month	Prior Year	Current Year	+ / -
September	94.9%	96.1%	+1.2%
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
July	95.2%	96.5%	+1.4%
August	95.9%	96.3%	+0.5%
12-Month Avg	95.0%	95.9%	+1.0%

Historical Percent of List Price Received

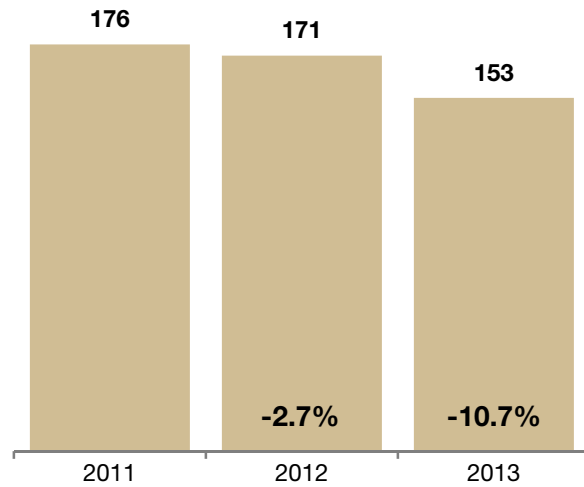


Housing Affordability Index

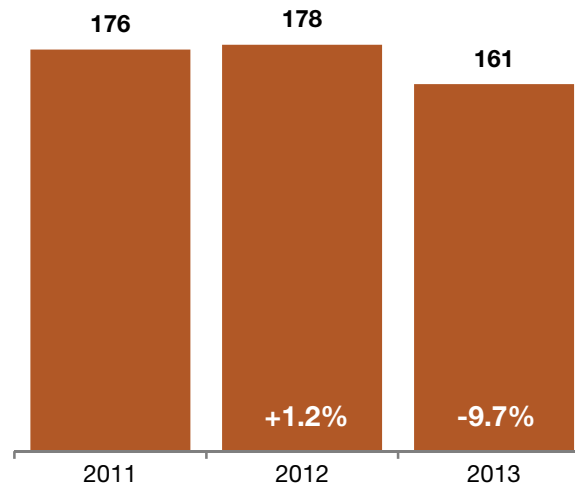
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



August

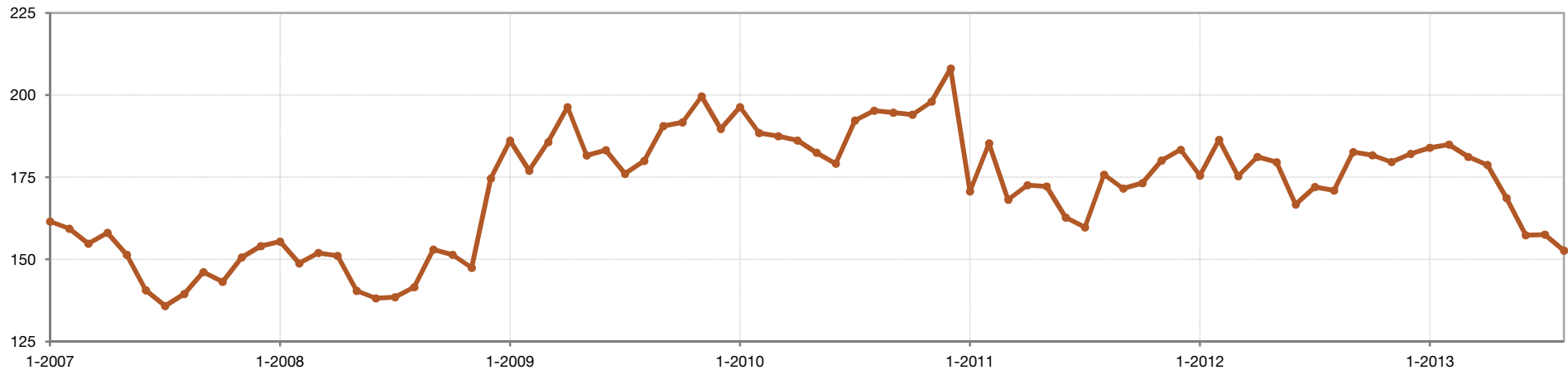


Year To Date



Month	Prior Year	Current Year	+ / -
September	172	183	+6.5%
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.7%
January	175	184	+4.8%
February	186	185	-0.8%
March	175	181	+3.3%
April	181	179	-1.3%
May	180	169	-6.1%
June	167	157	-5.6%
July	172	158	-8.4%
August	171	153	-10.7%
12-Month Avg	176	174	-1.2%

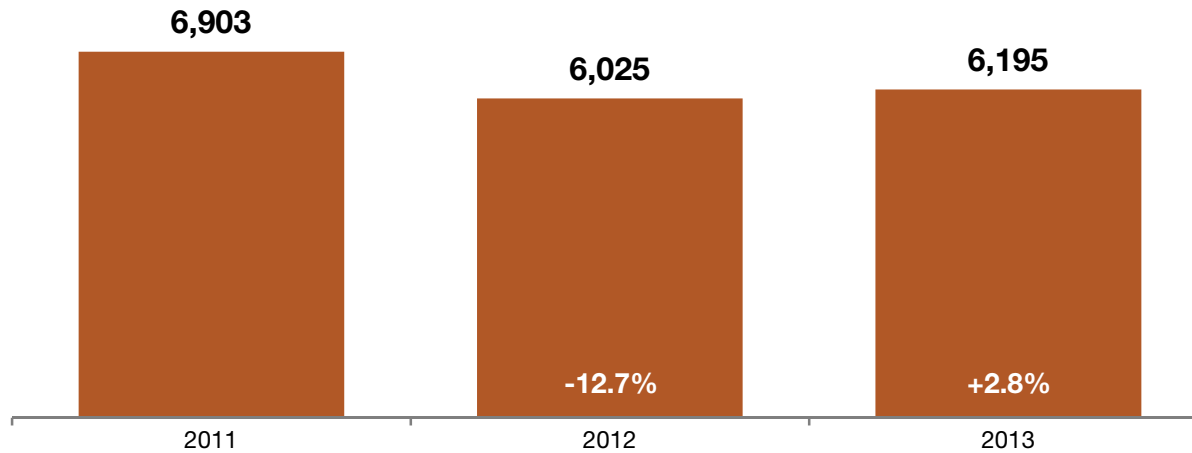
Historical Housing Affordability Index



Inventory of Homes for Sale

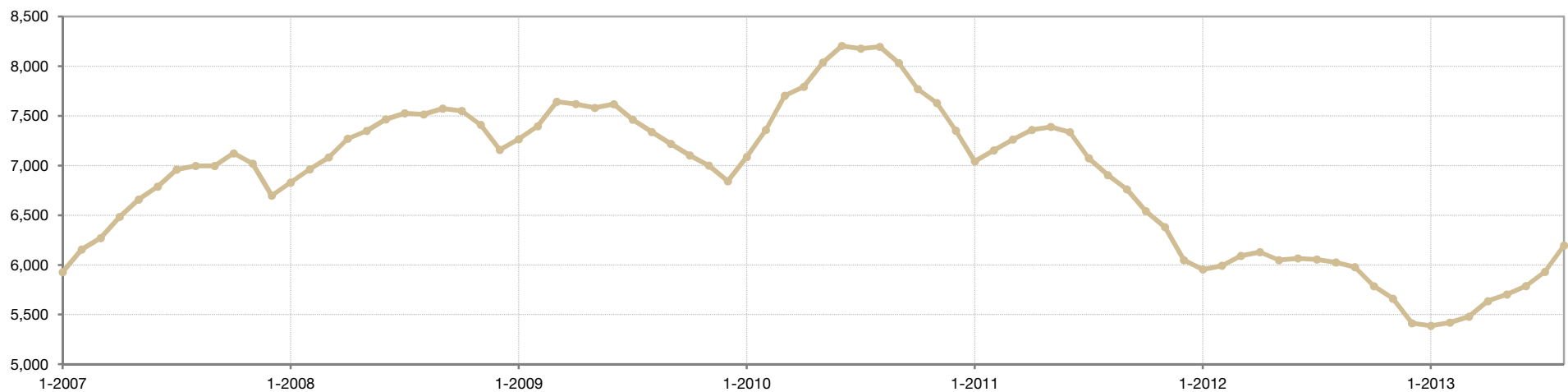
The number of properties available for sale in active status at the end of a given month.

August



Month	Prior Year	Current Year	+ / -
September	6,760	5,978	-11.6%
October	6,541	5,786	-11.5%
November	6,381	5,660	-11.3%
December	6,048	5,413	-10.5%
January	5,955	5,388	-9.5%
February	5,992	5,420	-9.5%
March	6,091	5,479	-10.0%
April	6,129	5,635	-8.1%
May	6,048	5,703	-5.7%
June	6,066	5,787	-4.6%
July	6,055	5,930	-2.1%
August	6,025	6,195	+2.8%
12-Month Avg	6,174	5,698	-7.7%

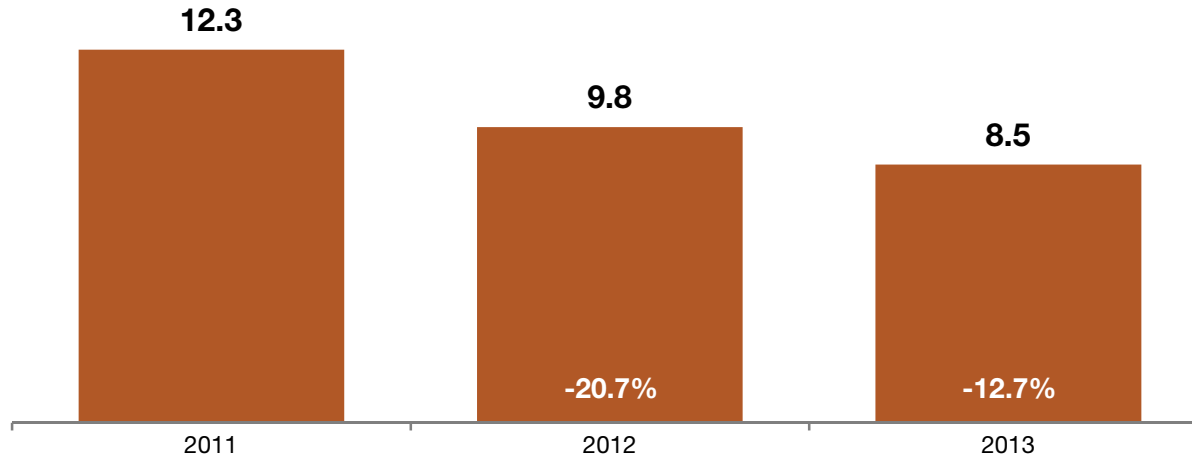
Historical Inventory of Homes for Sale



Months Supply of Inventory

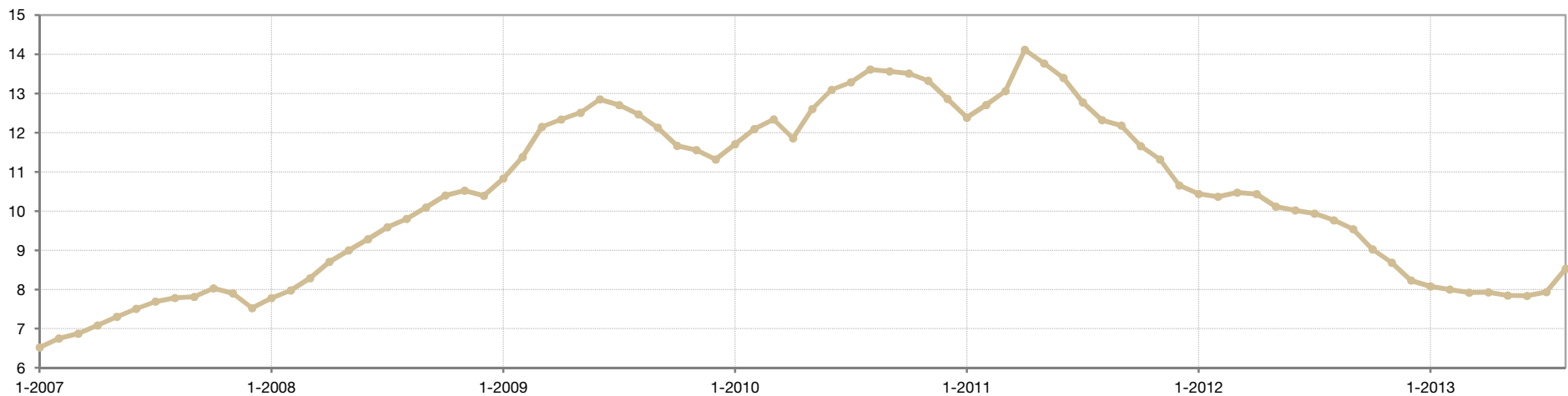
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



Month	Prior Year	Current Year	+ / -
September	12.2	9.5	-21.7%
October	11.7	9.0	-22.6%
November	11.3	8.7	-23.3%
December	10.7	8.2	-22.7%
January	10.4	8.1	-22.6%
February	10.4	8.0	-22.8%
March	10.5	7.9	-24.4%
April	10.4	7.9	-24.0%
May	10.1	7.8	-22.4%
June	10.0	7.8	-21.8%
July	9.9	7.9	-20.1%
August	9.8	8.5	-12.7%
12-Month Avg	10.6	8.3	-21.8%

Historical Months Supply of Inventory



Monthly Indicators

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



September 2013

Do you hear that? Hummmmm. That's the delightful sound of normalcy. Buyers are buying, sellers are selling, lenders are lending and builders are building. Sure, this varies from region to region and even city to city within a region or state, but by and large, things are returning to normal. All major indices showcase fairly robust price recovery. Consumer confidence isn't what it could be, but it's sufficient for now.

New Listings in the Greater Greenville region decreased 0.6 percent to 1,045. Pending Sales were down 38.8 percent to 366. Inventory levels shrank 3.7 percent to 5,743 units.

Prices got a lift. The Median Sales Price increased 5.4 percent to \$155,000. Days on Market was down 8.5 percent to 84 days. Absorption rates improved as Months Supply of Inventory was down 18.1 percent to 7.8 months.

There's some evidence that it's not just first-time home buyers fueling the recovery. Move-up buyers are also pulling their weight. Some baby-boomers are ready to look for less space, nudging Junior out of the basement. The pizza boxes and late-night video games get old, plus there's a fresh crop of buyers looking for a bigger space to raise their own little darlings.

Quick Facts

+ 24.9% **+ 5.4%** **- 3.7%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
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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.

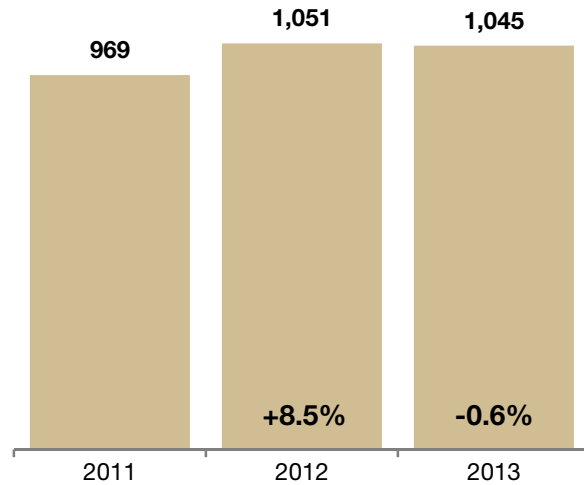


Key Metrics	Historical Sparklines	9-2012	9-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,051	1,045	- 0.6%	10,906	11,666	+ 7.0%
Pending Sales		598	366	- 38.8%	6,116	7,063	+ 15.5%
Closed Sales		614	767	+ 24.9%	5,738	7,240	+ 26.2%
Days on Market Until Sale		92	84	- 8.5%	102	90	- 12.2%
Median Sales Price		\$147,000	\$155,000	+ 5.4%	\$148,500	\$155,000	+ 4.4%
Average Sales Price		\$170,058	\$182,975	+ 7.6%	\$177,443	\$183,447	+ 3.4%
Percent of List Price Received		96.1%	96.3%	+ 0.2%	95.4%	96.1%	+ 0.8%
Housing Affordability Index		183	163	- 10.8%	181	163	- 10.1%
Inventory of Homes for Sale		5,964	5,743	- 3.7%	--	--	--
Months Supply of Homes for Sale		9.5	7.8	- 18.1%	--	--	--

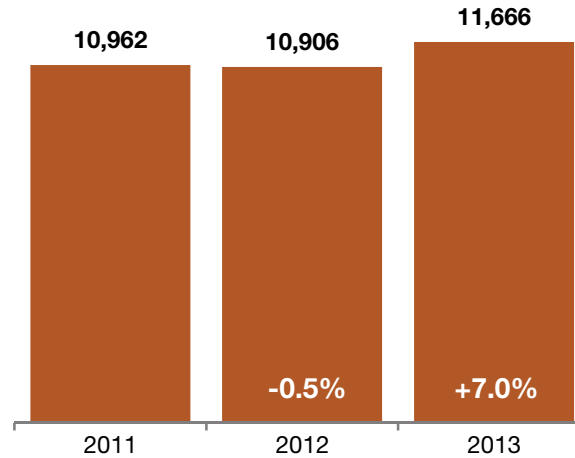
New Listings

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

September

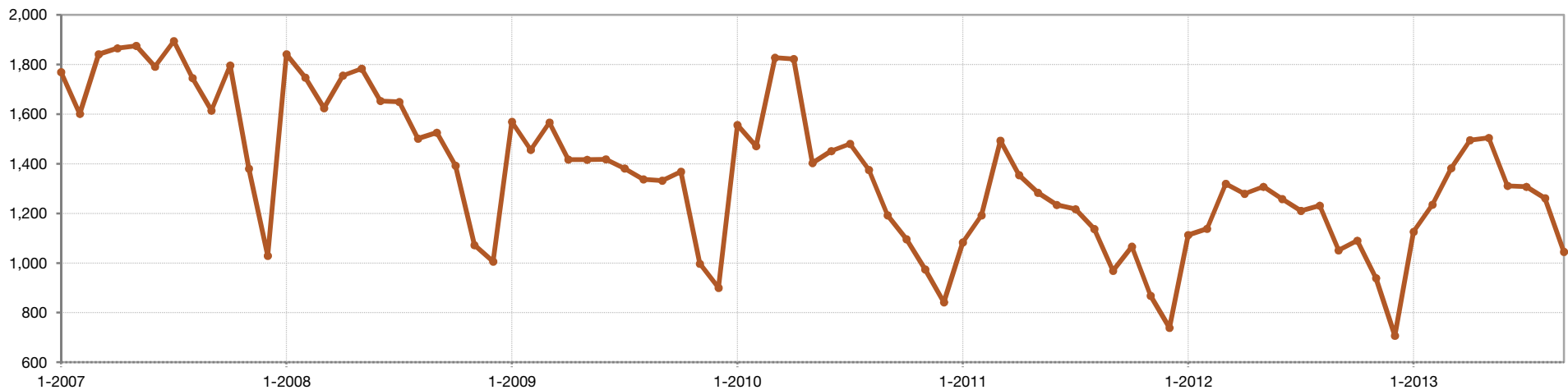


Year To Date



Month	Prior Year	Current Year	+ / -
October	1,066	1,090	+2.3%
November	868	939	+8.2%
December	739	707	-4.3%
January	1,113	1,126	+1.2%
February	1,138	1,235	+8.5%
March	1,319	1,382	+4.8%
April	1,279	1,495	+16.9%
May	1,307	1,504	+15.1%
June	1,258	1,311	+4.2%
July	1,210	1,307	+8.0%
August	1,231	1,261	+2.4%
September	1,051	1,045	-0.6%
12-Month Avg	1,132	1,200	+6.1%

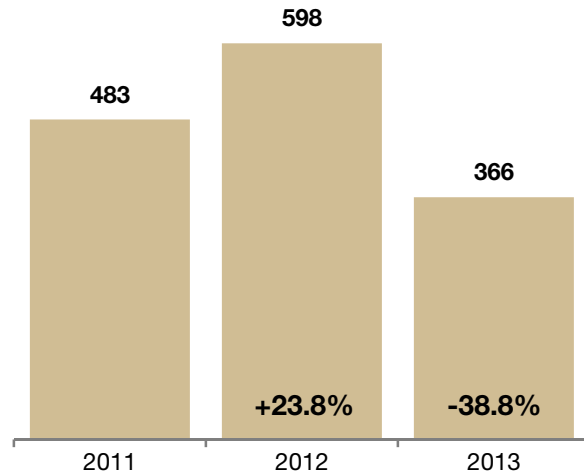
Historical New Listing Activity



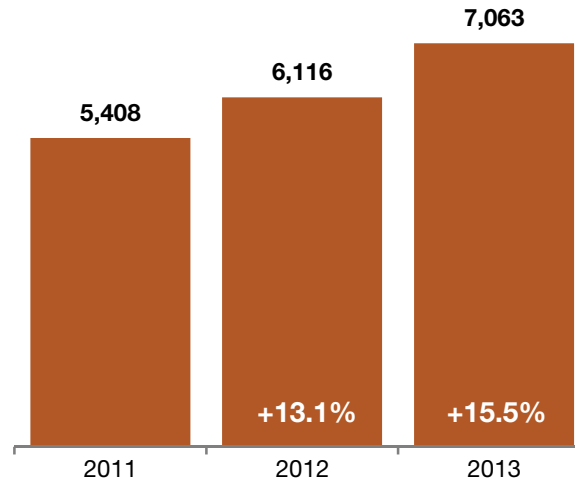
Pending Sales

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

September

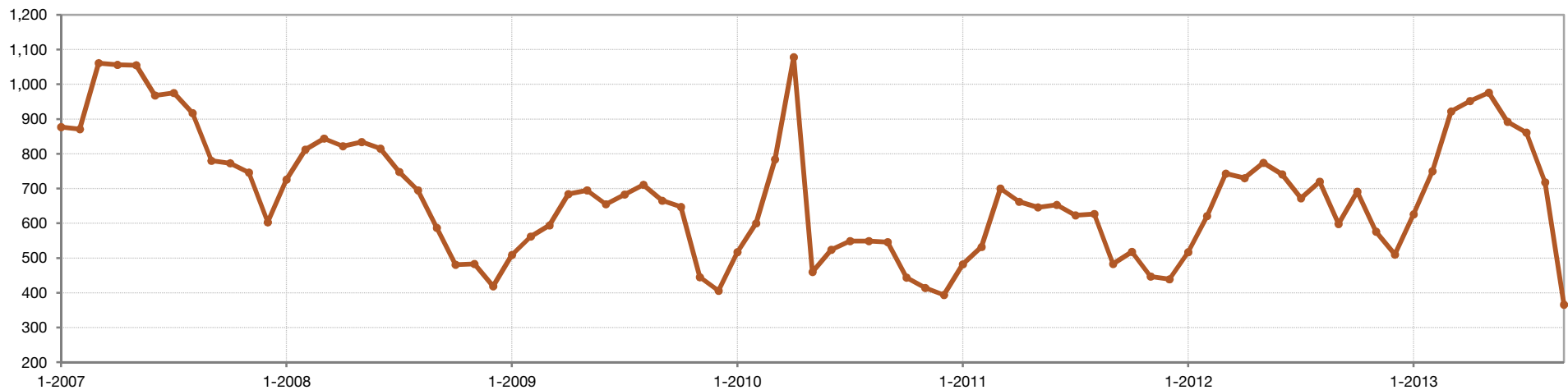


Year To Date



Month	Prior Year	Current Year	+ / -
October	518	691	+33.4%
November	447	576	+28.9%
December	439	510	+16.2%
January	517	626	+21.1%
February	621	750	+20.8%
March	743	922	+24.1%
April	730	952	+30.4%
May	774	976	+26.1%
June	741	892	+20.4%
July	672	861	+28.1%
August	720	718	-0.3%
September	598	366	-38.8%
12-Month Avg	627	737	+17.6%

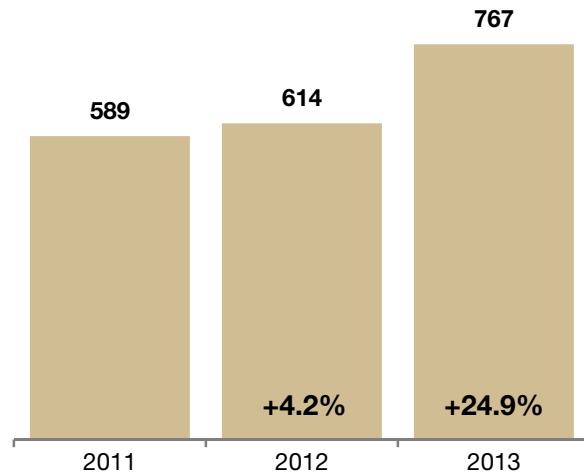
Historical Pending Sales Activity



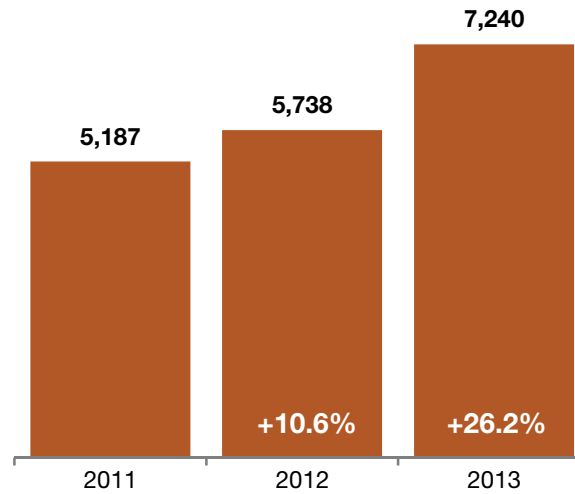
Closed Sales

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

September

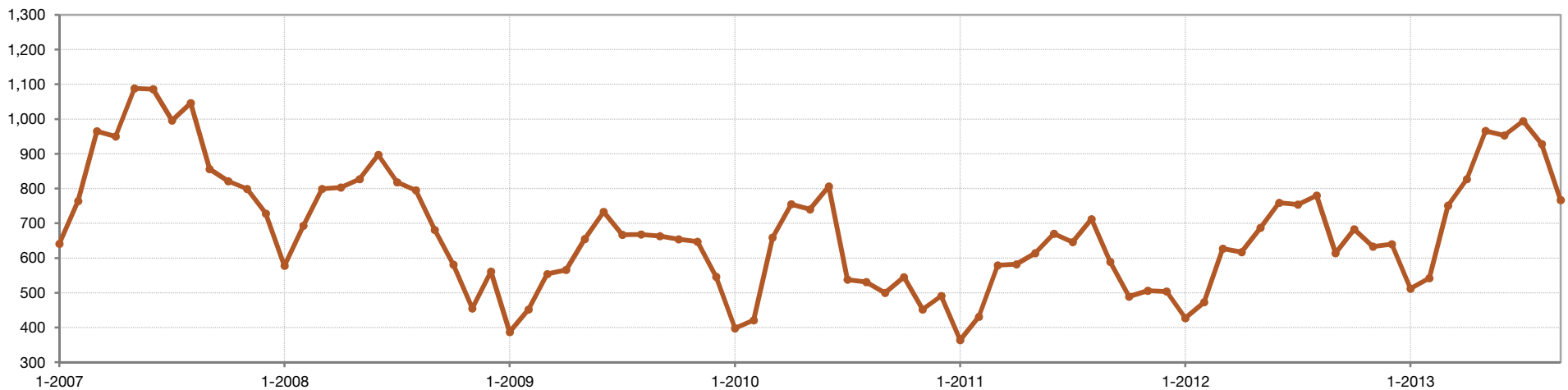


Year To Date



Month	Prior Year	Current Year	+ / -
October	489	683	+39.7%
November	506	633	+25.1%
December	504	640	+27.0%
January	427	512	+19.9%
February	473	542	+14.6%
March	627	751	+19.8%
April	617	827	+34.0%
May	687	966	+40.6%
June	759	953	+25.6%
July	754	994	+31.8%
August	780	928	+19.0%
September	614	767	+24.9%
12-Month Avg	603	766	+27.1%

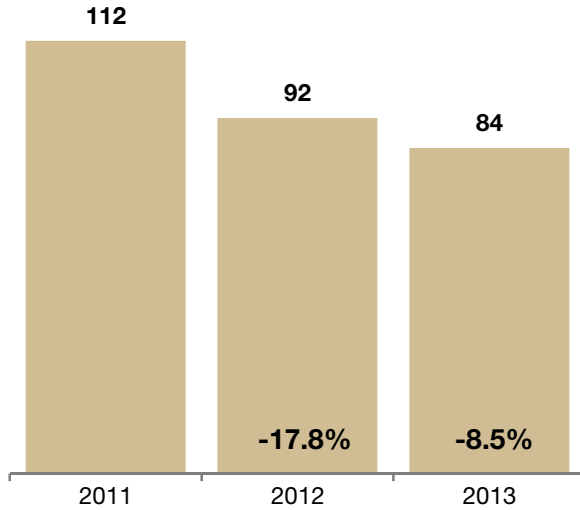
Historical Closed Sales Activity



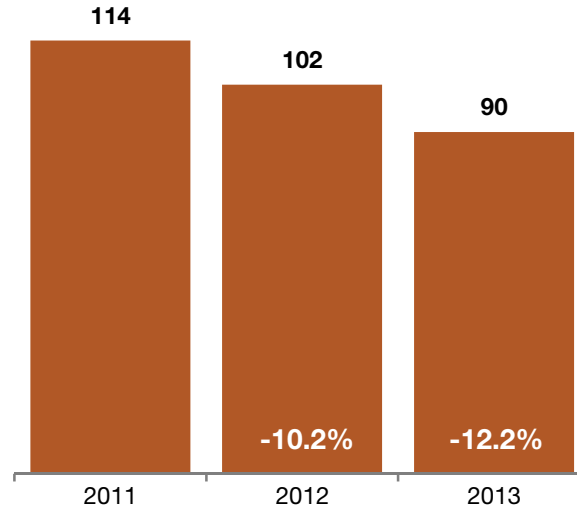
Days on Market Until Sale

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

September

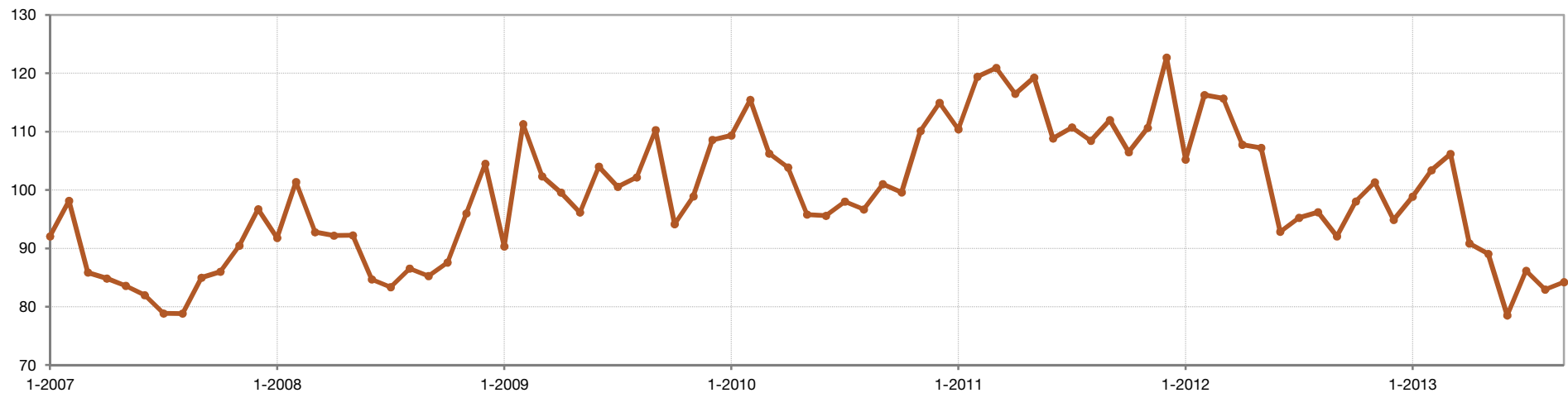


Year To Date



Month	Prior Year	Current Year	+ / -
October	106	98	-7.9%
November	111	101	-8.4%
December	123	95	-22.7%
January	105	99	-6.0%
February	116	103	-11.1%
March	116	106	-8.2%
April	108	91	-15.7%
May	107	89	-16.9%
June	93	79	-15.4%
July	95	86	-9.5%
August	96	83	-13.8%
September	92	84	-8.5%
12-Month Avg	105	91	-12.5%

Historical Days on Market Until Sale

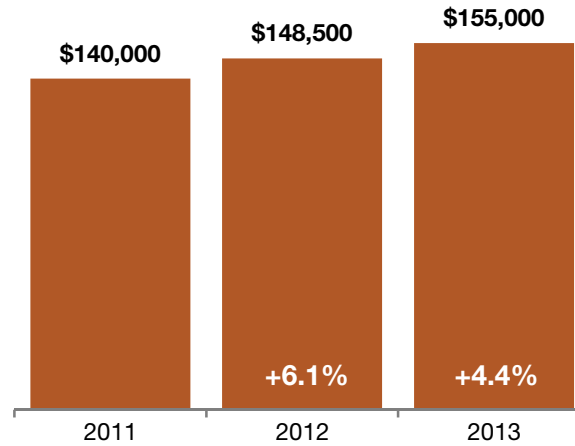
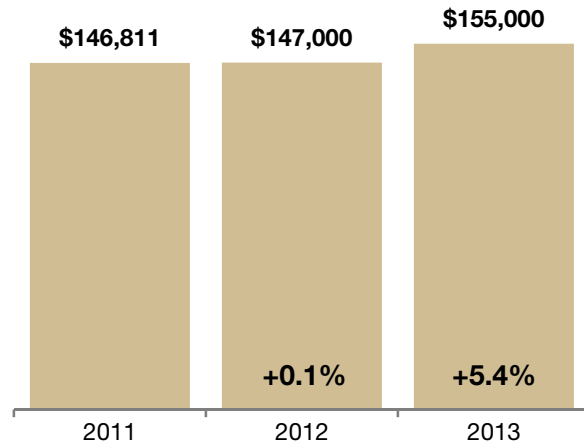


Median Sales Price

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	\$143,610	\$147,000	+2.4%
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,935	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,000	\$146,500	+1.7%
April	\$141,000	\$151,750	+7.6%
May	\$144,700	\$156,950	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$161,500	+3.5%
August	\$156,500	\$165,000	+5.4%
September	\$147,000	\$155,000	+5.4%
12-Month Med	\$146,500	\$153,900	+5.1%

Historical Median Sales Price

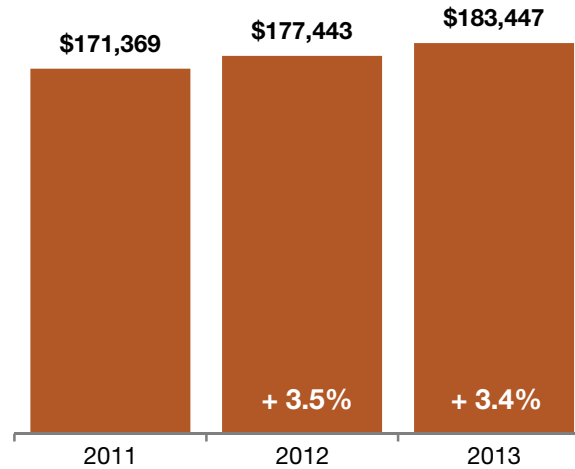
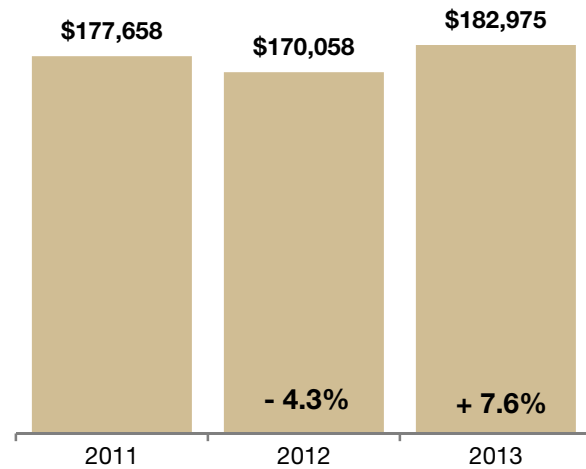


Average Sales Price

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	\$164,667	\$179,087	+8.8%
November	\$161,660	\$185,751	+14.9%
December	\$163,911	\$179,435	+9.5%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,305	+2.2%
March	\$169,938	\$171,851	+1.1%
April	\$175,862	\$178,373	+1.4%
May	\$169,876	\$190,099	+11.9%
June	\$190,196	\$186,156	-2.1%
July	\$192,189	\$194,092	+1.0%
August	\$177,284	\$194,229	+9.6%
September	\$170,058	\$182,975	+7.6%
12-Month Avg	\$174,555	\$183,007	+4.8%

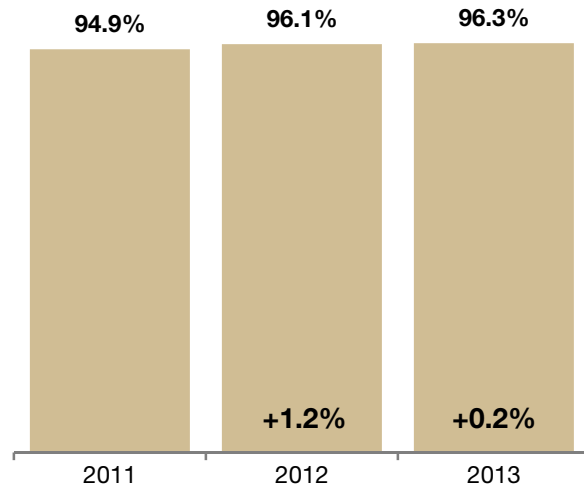
Historical Average Sales Price



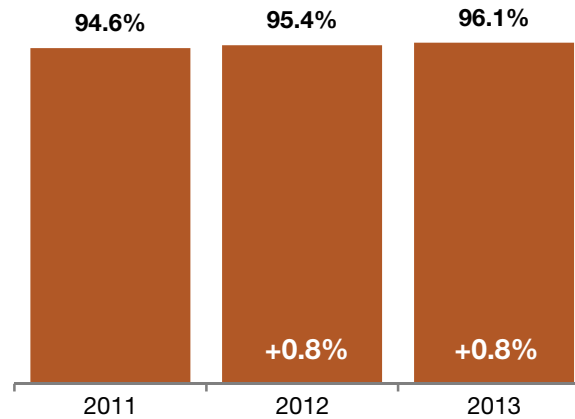
Percent of List Price Received

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.

September



Year To Date



Month	Prior Year	Current Year	+ / -
October	94.6%	95.2%	+0.7%
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
July	95.2%	96.5%	+1.4%
August	95.9%	96.3%	+0.5%
September	96.1%	96.3%	+0.2%
12-Month Avg	95.1%	96.0%	+0.9%

Historical Percent of List Price Received

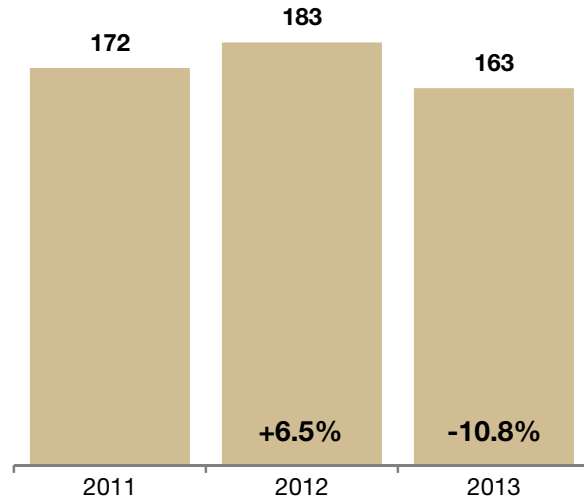


Housing Affordability Index

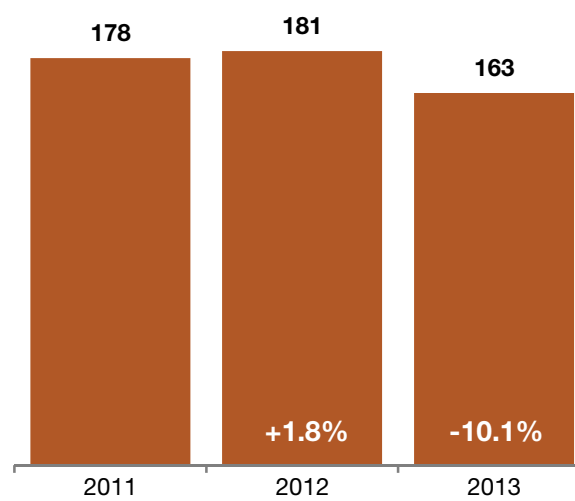
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September

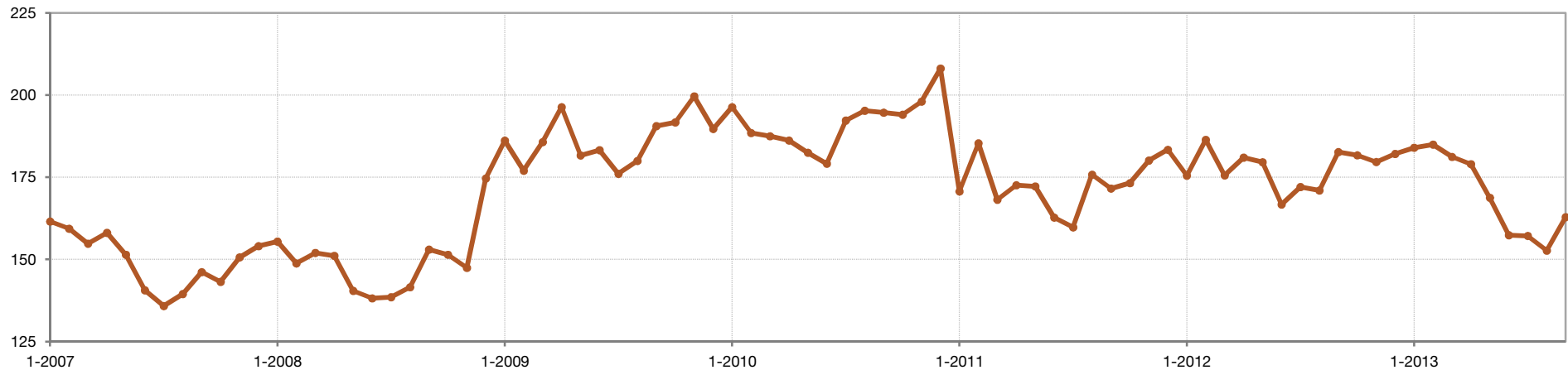


Year To Date



Month	Prior Year	Current Year	+ / -
October	173	182	+4.9%
November	180	180	-0.3%
December	183	182	-0.7%
January	175	184	+4.8%
February	186	185	-0.8%
March	176	181	+3.2%
April	181	179	-1.1%
May	180	169	-6.0%
June	167	157	-5.6%
July	172	157	-8.6%
August	171	153	-10.7%
September	183	163	-10.8%
12-Month Avg	177	173	-2.6%

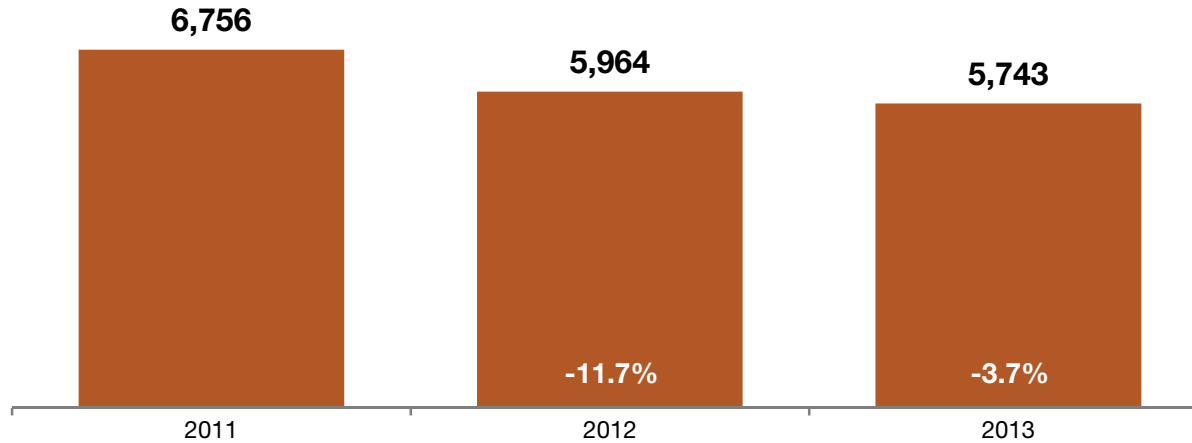
Historical Housing Affordability Index



Inventory of Homes for Sale

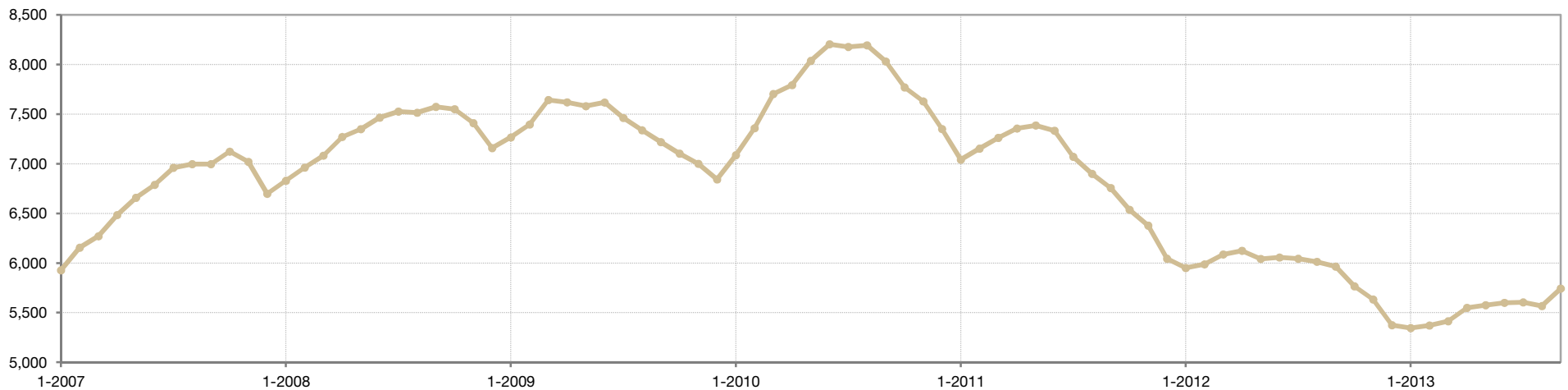
The number of properties available for sale in active status at the end of a given month.

September



Month	Prior Year	Current Year	+ / -
October	6,537	5,766	-11.8%
November	6,377	5,633	-11.7%
December	6,044	5,374	-11.1%
January	5,950	5,345	-10.2%
February	5,987	5,371	-10.3%
March	6,087	5,414	-11.1%
April	6,124	5,549	-9.4%
May	6,042	5,576	-7.7%
June	6,056	5,600	-7.5%
July	6,044	5,604	-7.3%
August	6,013	5,567	-7.4%
September	5,964	5,743	-3.7%
12-Month Avg	6,102	5,545	-9.1%

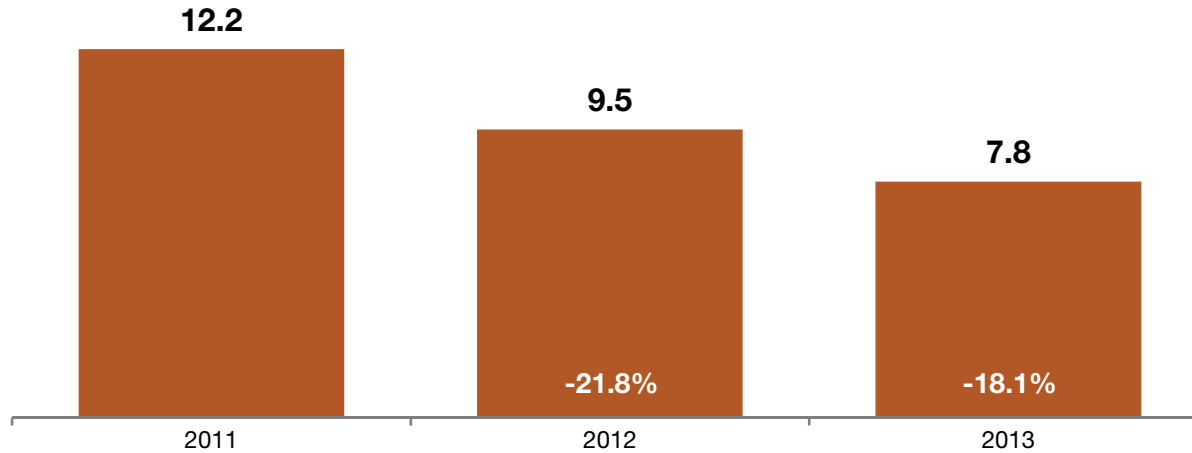
Historical Inventory of Homes for Sale



Months Supply of Inventory

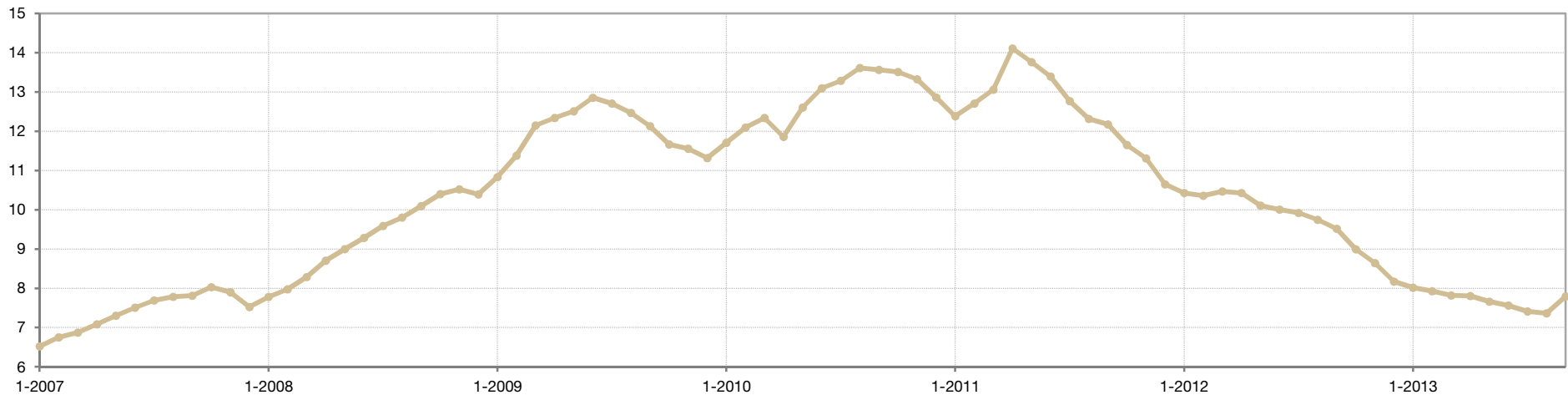
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Month	Prior Year	Current Year	+ / -
October	11.6	9.0	-22.8%
November	11.3	8.6	-23.6%
December	10.6	8.2	-23.3%
January	10.4	8.0	-23.1%
February	10.4	7.9	-23.5%
March	10.5	7.8	-25.3%
April	10.4	7.8	-25.2%
May	10.1	7.7	-24.2%
June	10.0	7.6	-24.4%
July	9.9	7.4	-25.3%
August	9.7	7.4	-24.4%
September	9.5	7.8	-18.1%
12-Month Avg	10.4	7.9	-23.6%

Historical Months Supply of Inventory



Monthly Indicators

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



October 2013

Now that the baton is in grasp of the final quarter of our annual relay, it's a good time to look back and reflect. This year has been spectacular for residential real estate. Robust gains in sales and prices were felt in many markets. More homes sold in less time for closer to asking price. While consumers have felt empowered by low prices and interest rates, sellers are starting to regain their footing. Seller confidence is crucial to refilled inventory bins – which are still relatively sparse.

New Listings in the Greater Greenville region increased 12.3 percent to 1,231. Pending Sales were down 40.3 percent to 413. Inventory levels grew 5.4 percent to 6,106 units.

Prices got a lift. The Median Sales Price increased 4.1 percent to \$153,000. Days on Market was down 14.7 percent to 84 days. Absorption rates improved as Months Supply of Inventory was down 10.0 percent to 8.1 months.

The economy continues to snail forward. The government shutdown had a modest impact on borrowing – mostly centered on USDA and VA borrowers. Consumer confidence is central to ongoing recovery, and confidence was hindered by the shutdown. Consumer spending accounts for roughly 70 percent of U.S. economic activity and impacts the likelihood for big-ticket purchases like homes and cars. Future shutdowns are unwelcome.

Quick Facts

+ 9.7%

Change in
Closed Sales

+ 4.1%

Change in
Median Sales Price

+ 5.4%

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.

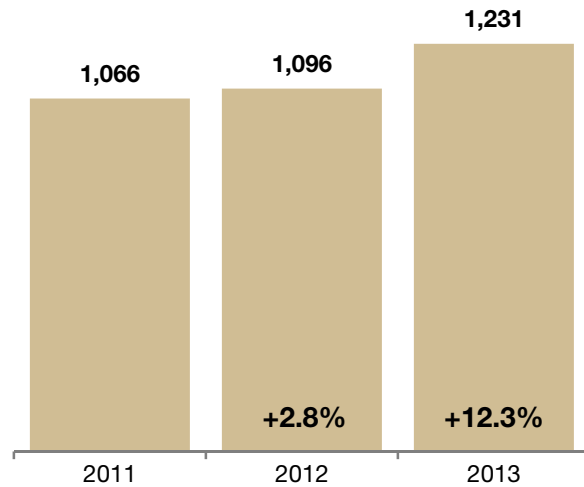


Key Metrics	Historical Sparklines	10-2012	10-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,096	1,231	+ 12.3%	12,017	13,394	+ 11.5%
Pending Sales		692	413	- 40.3%	6,807	7,927	+ 16.5%
Closed Sales		683	749	+ 9.7%	6,421	8,041	+ 25.2%
Days on Market Until Sale		98	84	- 14.7%	102	89	- 12.2%
Median Sales Price		\$147,000	\$153,000	+ 4.1%	\$148,000	\$155,000	+ 4.7%
Average Sales Price		\$179,087	\$175,468	- 2.0%	\$177,618	\$183,035	+ 3.0%
Percent of List Price Received		95.2%	95.8%	+ 0.6%	95.3%	96.1%	+ 0.8%
Housing Affordability Index		182	165	- 9.4%	181	163	- 9.9%
Inventory of Homes for Sale		5,794	6,106	+ 5.4%	--	--	--
Months Supply of Homes for Sale		9.0	8.1	- 10.0%	--	--	--

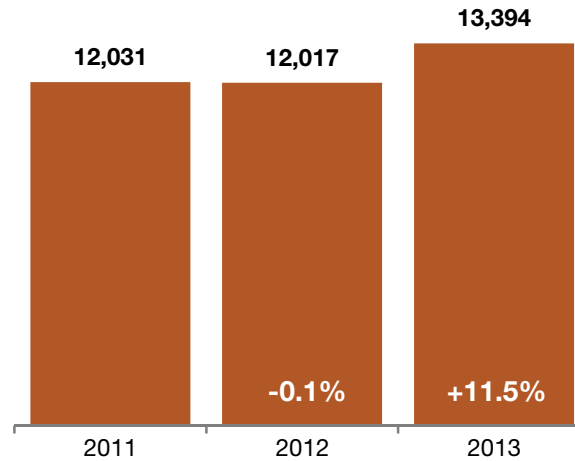
New Listings

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

October

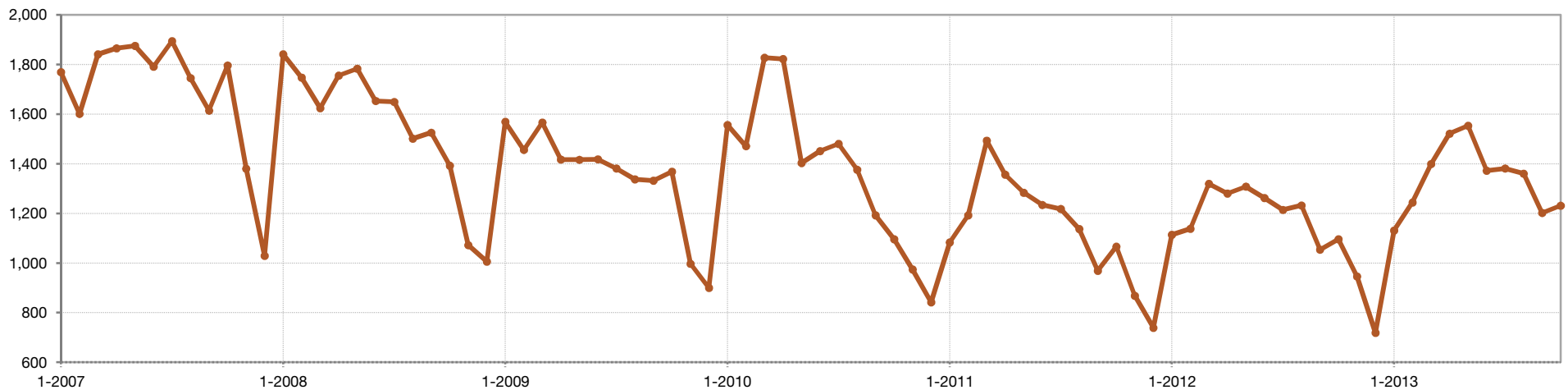


Year To Date



Month	Prior Year	Current Year	+ / -
November	868	946	+9.0%
December	739	719	-2.7%
January	1,114	1,131	+1.5%
February	1,138	1,244	+9.3%
March	1,319	1,399	+6.1%
April	1,280	1,521	+18.8%
May	1,308	1,553	+18.7%
June	1,262	1,372	+8.7%
July	1,214	1,381	+13.8%
August	1,232	1,360	+10.4%
September	1,054	1,202	+14.0%
October	1,096	1,231	+12.3%
12-Month Avg	1,135	1,255	+10.5%

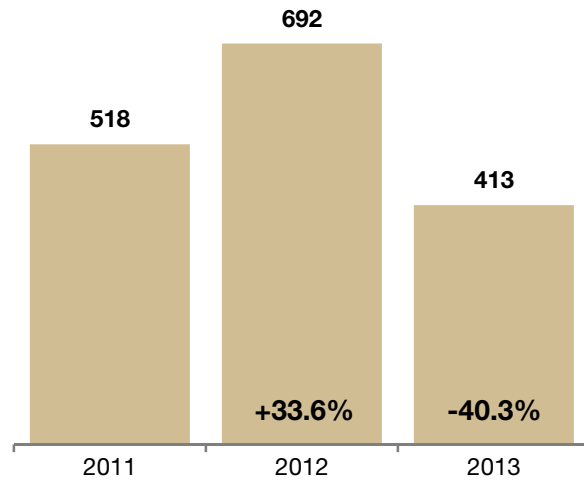
Historical New Listing Activity



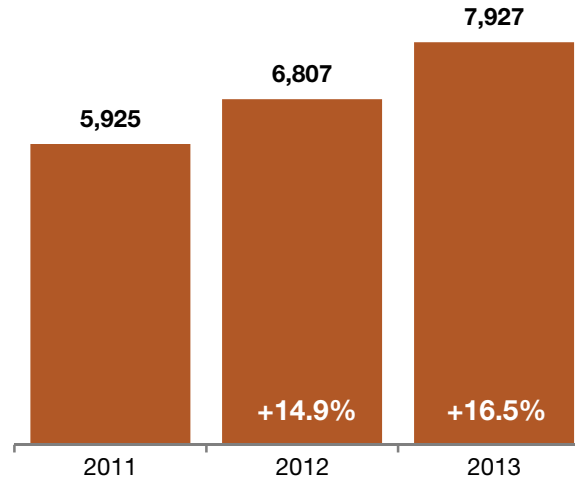
Pending Sales

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	447	576	+28.9%
December	439	509	+15.9%
January	517	626	+21.1%
February	621	753	+21.3%
March	743	928	+24.9%
April	730	954	+30.7%
May	774	980	+26.6%
June	740	900	+21.6%
July	672	890	+32.4%
August	720	818	+13.6%
September	598	665	+11.2%
October	692	413	-40.3%
12-Month Avg	641	751	+17.1%

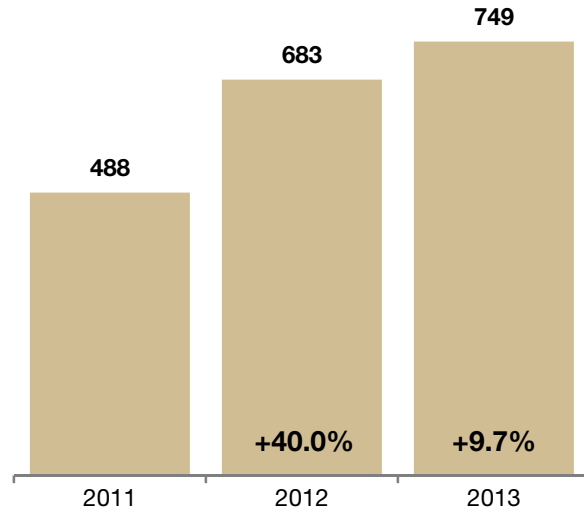
Historical Pending Sales Activity



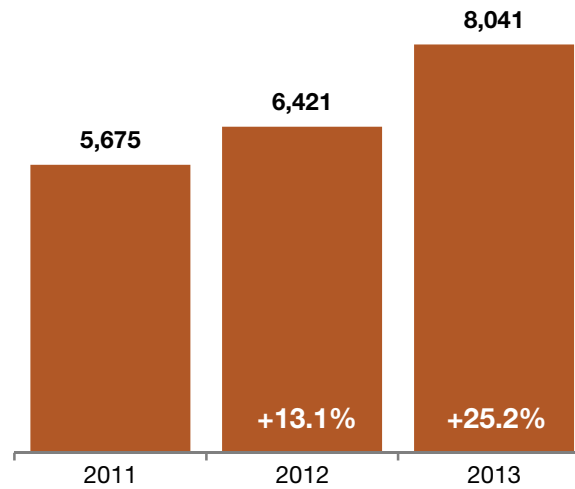
Closed Sales

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

October



Year To Date



Month	Prior Year	Current Year	+ / -
November	506	633	+25.1%
December	504	640	+27.0%
January	427	512	+19.9%
February	473	542	+14.6%
March	627	751	+19.8%
April	617	827	+34.0%
May	687	969	+41.0%
June	759	955	+25.8%
July	754	998	+32.4%
August	780	941	+20.6%
September	614	797	+29.8%
October	683	749	+9.7%
12-Month Avg	619	776	+25.3%

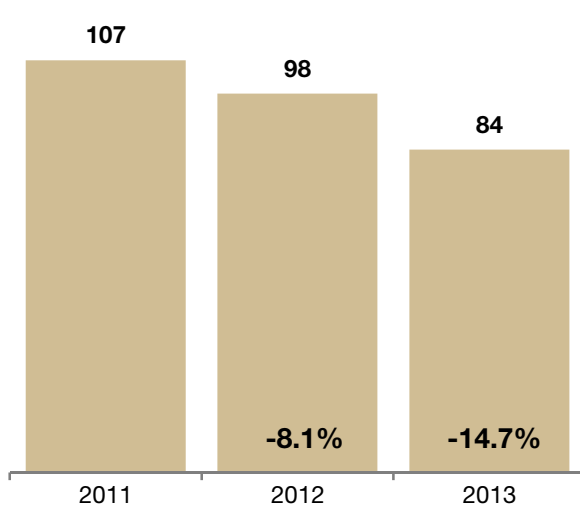
Historical Closed Sales Activity



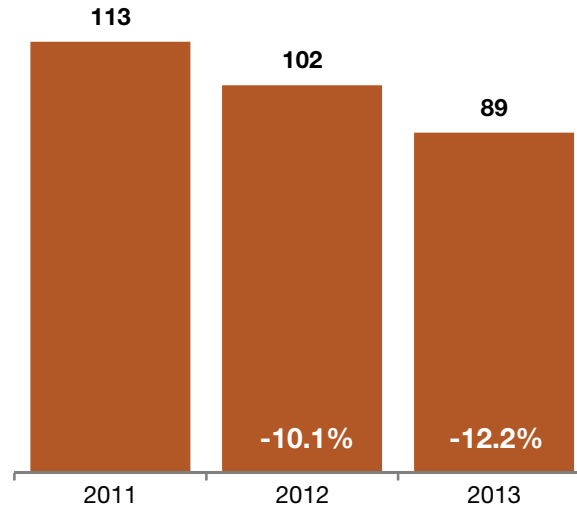
Days on Market Until Sale

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

October

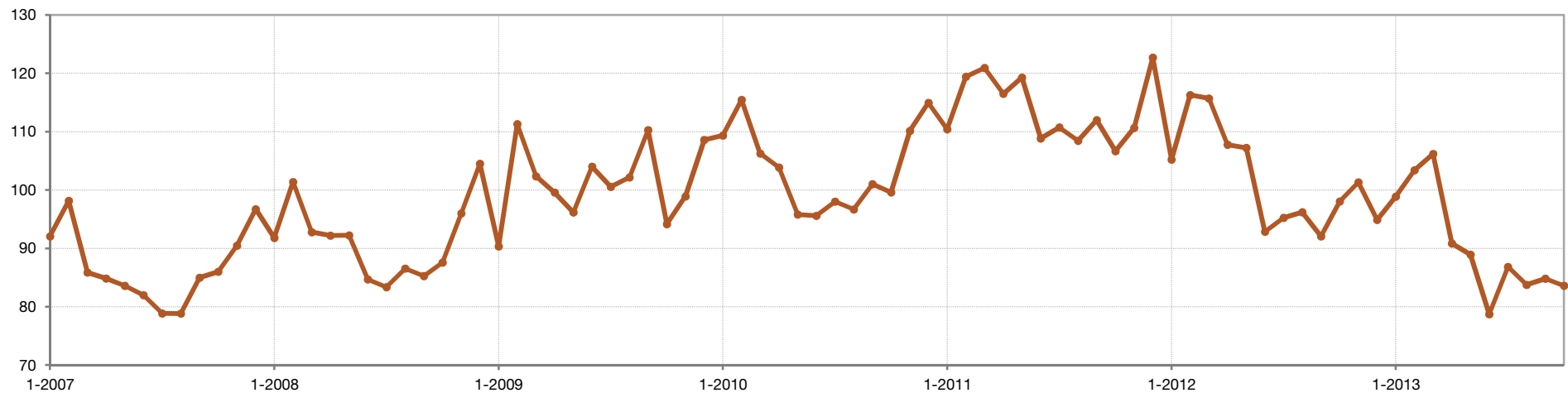


Year To Date



Month	Prior Year	Current Year	+ / -
November	111	101	-8.4%
December	123	95	-22.7%
January	105	99	-6.0%
February	116	103	-11.1%
March	116	106	-8.2%
April	108	91	-15.7%
May	107	89	-17.1%
June	93	79	-15.2%
July	95	87	-8.8%
August	96	84	-12.9%
September	92	85	-7.9%
October	98	84	-14.7%
12-Month Avg	104	91	-12.8%

Historical Days on Market Until Sale

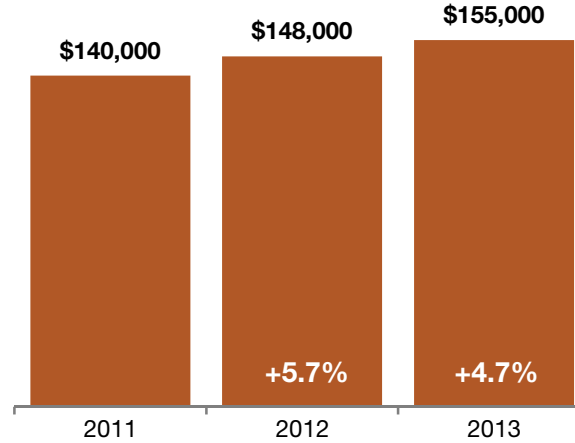
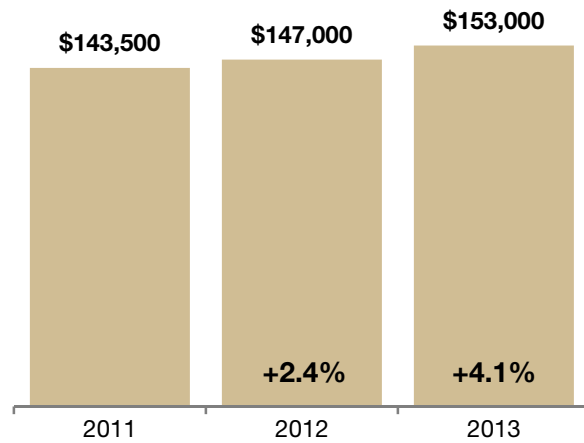


Median Sales Price

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

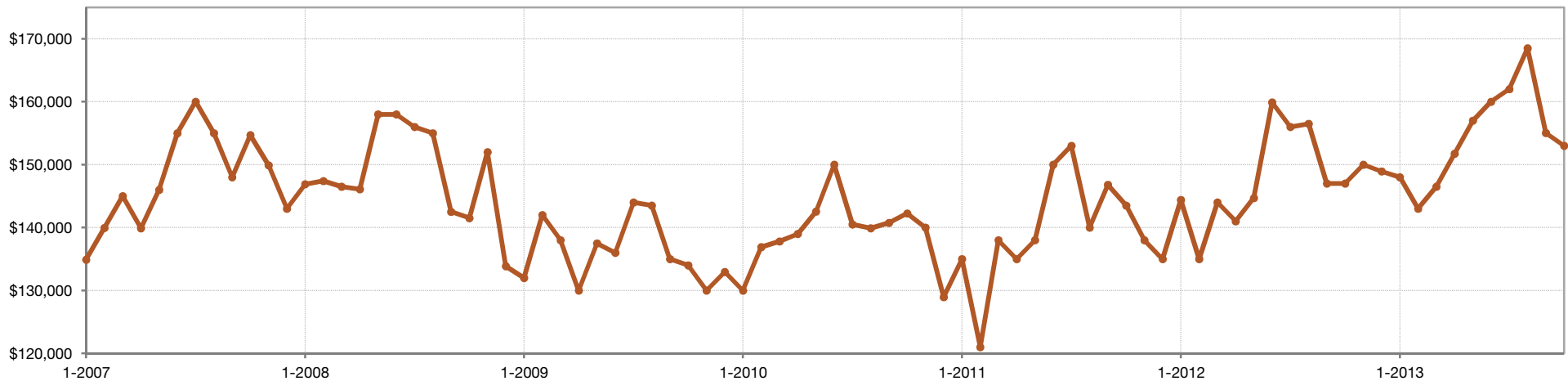
October

Year To Date



Month	Prior Year	Current Year	+ / -
November	\$138,000	\$150,000	+8.7%
December	\$135,000	\$148,935	+10.3%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,000	\$146,500	+1.7%
April	\$141,000	\$151,750	+7.6%
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,000	+3.8%
August	\$156,500	\$168,500	+7.7%
September	\$147,000	\$155,041	+5.5%
October	\$147,000	\$153,000	+4.1%
12-Month Med	\$147,000	\$154,000	+4.8%

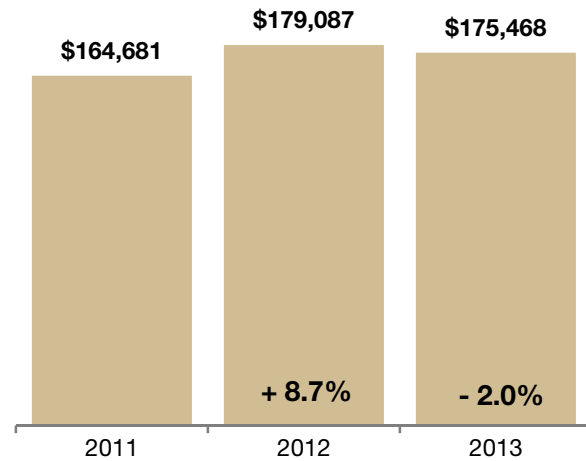
Historical Median Sales Price



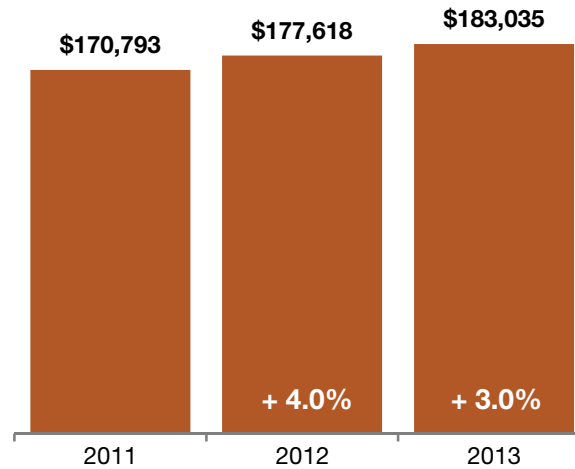
Average Sales Price

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

October

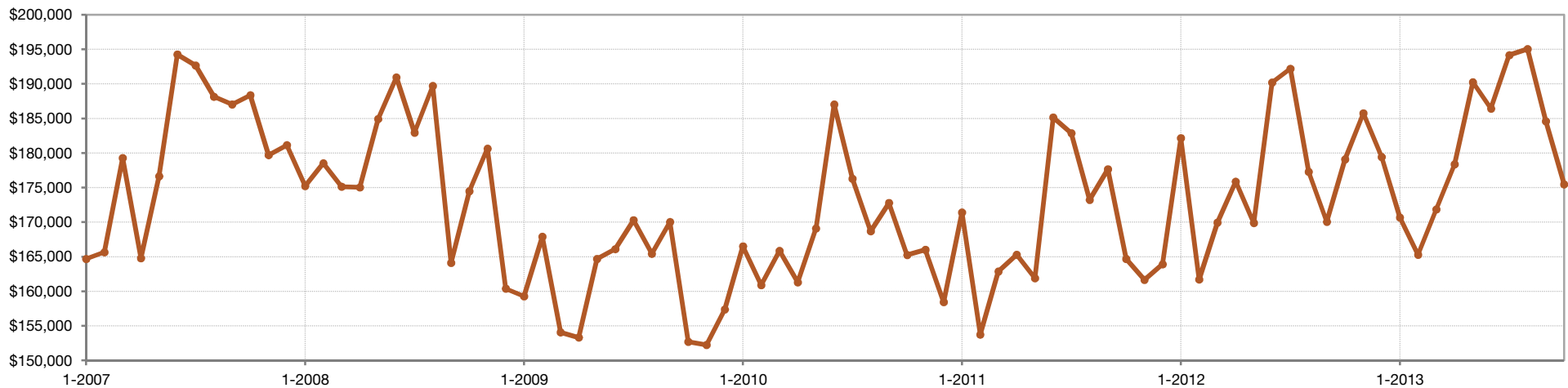


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$161,660	\$185,751	+14.9%
December	\$163,911	\$179,428	+9.5%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,286	+2.2%
March	\$169,938	\$171,851	+1.1%
April	\$175,862	\$178,373	+1.4%
May	\$169,876	\$190,234	+12.0%
June	\$190,196	\$186,417	-2.0%
July	\$192,189	\$194,150	+1.0%
August	\$177,284	\$195,032	+10.0%
September	\$170,058	\$184,590	+8.5%
October	\$179,087	\$175,468	-2.0%
12-Month Avg	\$175,620	\$182,975	+4.2%

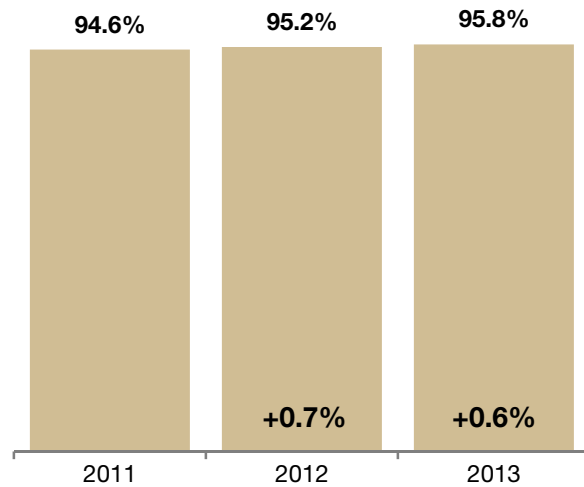
Historical Average Sales Price



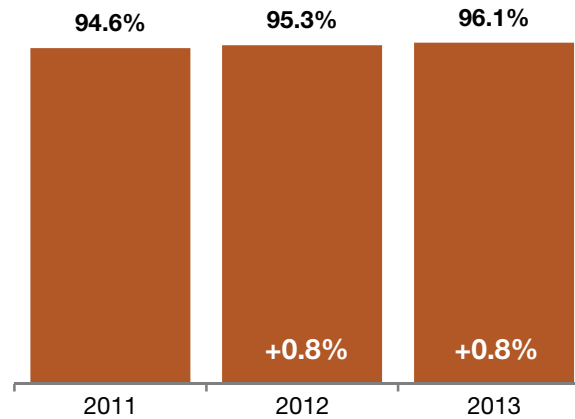
Percent of List Price Received

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.

October



Year To Date



Month	Prior Year	Current Year	+ / -
November	94.2%	95.6%	+1.5%
December	93.6%	95.2%	+1.7%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
July	95.2%	96.5%	+1.4%
August	95.9%	96.3%	+0.5%
September	96.1%	96.3%	+0.2%
October	95.2%	95.8%	+0.6%
12-Month Avg	95.1%	96.0%	+0.9%

Historical Percent of List Price Received

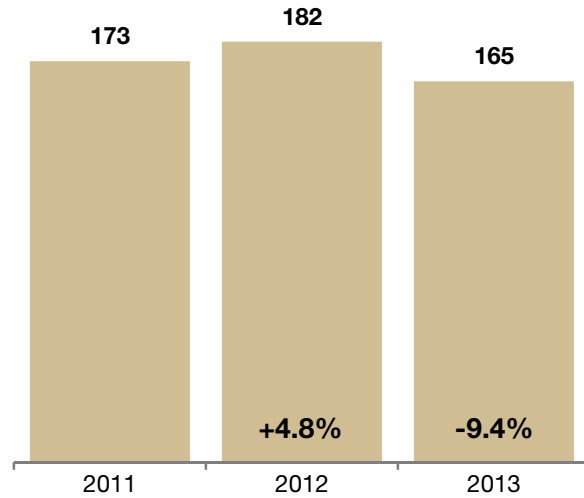


Housing Affordability Index

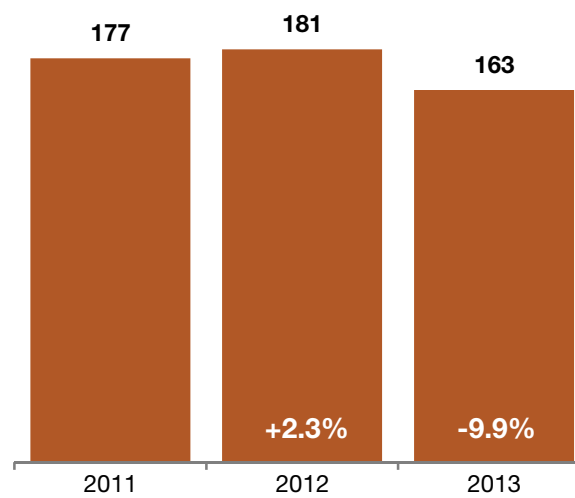
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

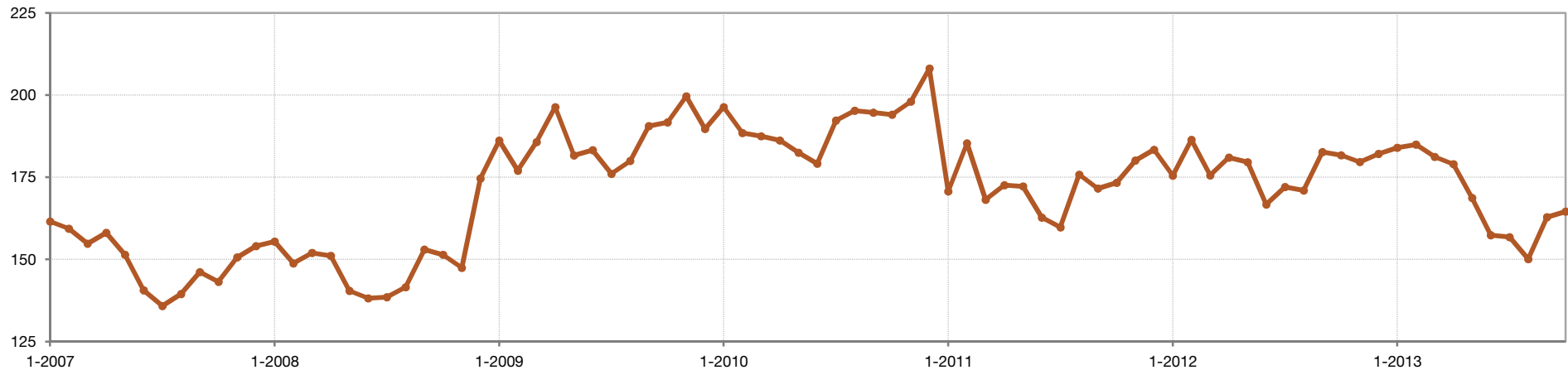


Year To Date



Month	Prior Year	Current Year	+ / -
November	180	180	-0.3%
December	183	182	-0.7%
January	175	184	+4.8%
February	186	185	-0.8%
March	176	181	+3.2%
April	181	179	-1.1%
May	180	169	-6.0%
June	167	157	-5.6%
July	172	157	-8.9%
August	171	150	-12.2%
September	183	163	-10.9%
October	182	165	-9.4%
12-Month Avg	178	171	-4.0%

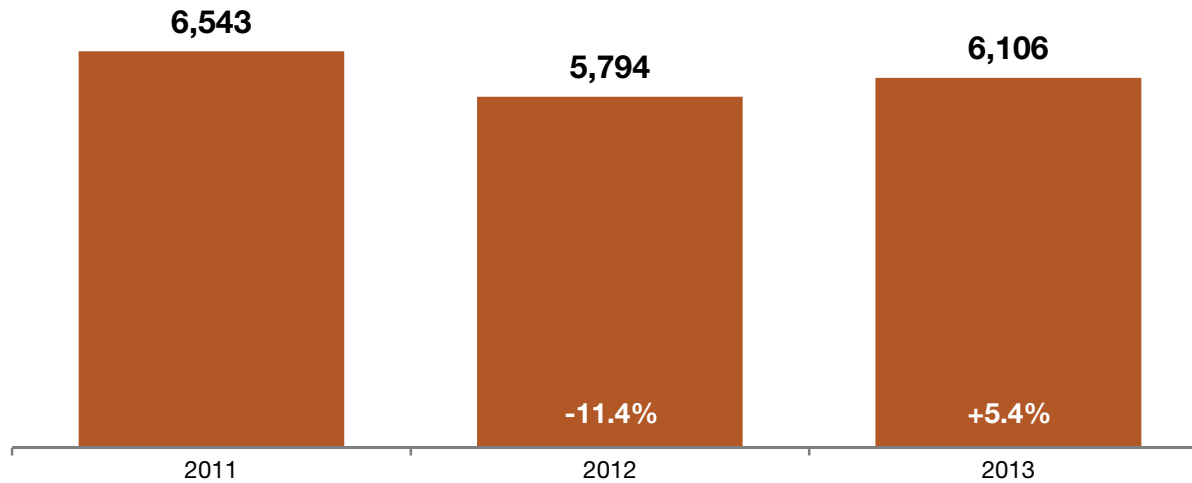
Historical Housing Affordability Index



Inventory of Homes for Sale

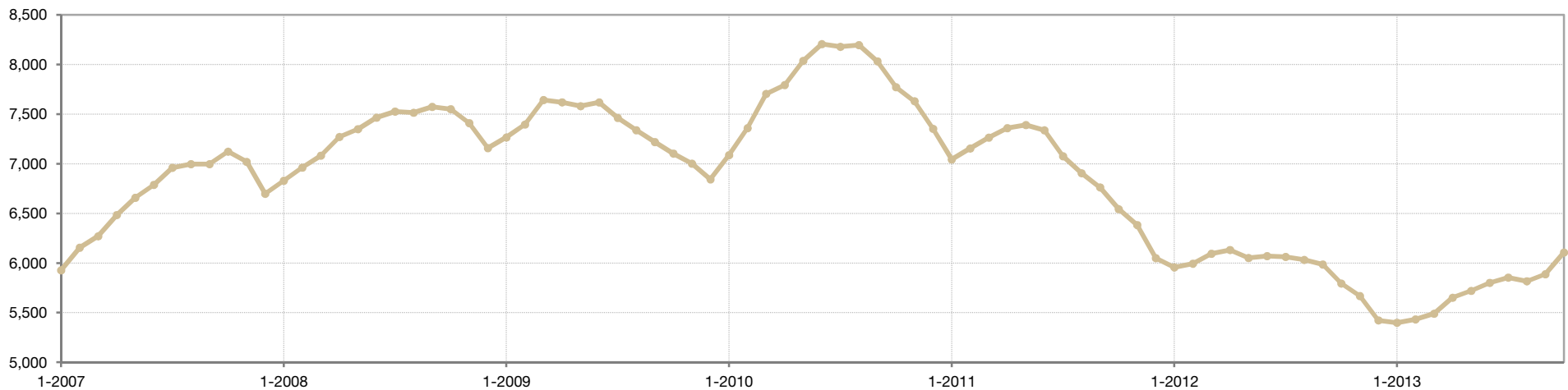
The number of properties available for sale in active status at the end of a given month.

October



Month	Prior Year	Current Year	+ / -
November	6,383	5,668	-11.2%
December	6,050	5,423	-10.4%
January	5,957	5,399	-9.4%
February	5,994	5,433	-9.4%
March	6,094	5,490	-9.9%
April	6,132	5,651	-7.8%
May	6,051	5,720	-5.5%
June	6,070	5,801	-4.4%
July	6,062	5,854	-3.4%
August	6,032	5,817	-3.6%
September	5,986	5,888	-1.6%
October	5,794	6,106	+5.4%
12-Month Avg	6,050	5,688	-6.0%

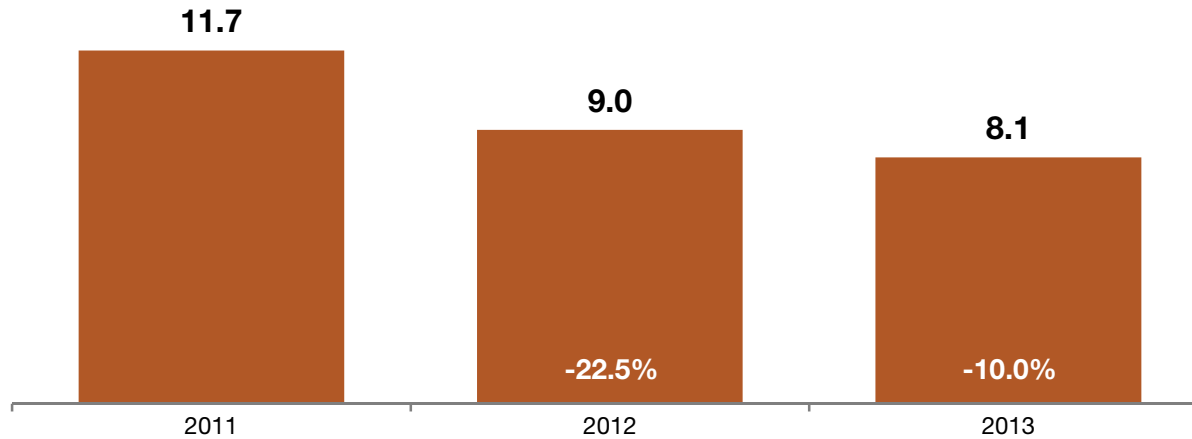
Historical Inventory of Homes for Sale



Months Supply of Inventory

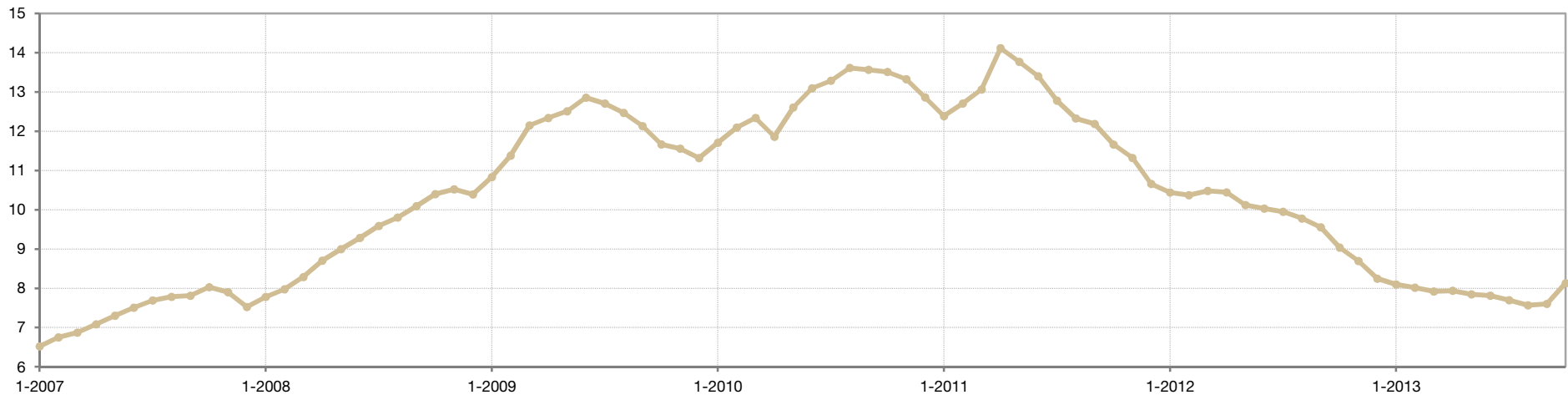
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Month	Prior Year	Current Year	+ / -
November	11.3	8.7	-23.2%
December	10.7	8.2	-22.6%
January	10.4	8.1	-22.5%
February	10.4	8.0	-22.7%
March	10.5	7.9	-24.4%
April	10.4	7.9	-24.0%
May	10.1	7.8	-22.5%
June	10.0	7.8	-22.1%
July	9.9	7.7	-22.6%
August	9.8	7.6	-22.6%
September	9.6	7.6	-20.4%
October	9.0	8.1	-10.0%
12-Month Avg	10.2	8.0	-21.8%

Historical Months Supply of Inventory



Monthly Indicators

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



November 2013

November was largely another encouraging month for residential real estate. Our attention has shifted from multiyear high prices and sales volumes to seller activity, inventory levels and building permits. And let's not forget the calendar effect. As families gather together, fewer house hunters are scheduling showings and writing offers. Watch for month-to-month activity to moderate while year-over-year comparisons remain strong.

New Listings in the Greater Greenville region decreased 2.6 percent to 921. Pending Sales were down 44.4 percent to 320. Inventory levels grew 4.9 percent to 5,947 units.

Prices got a lift. The Median Sales Price increased 2.0 percent to \$153,000. Days on Market was down 14.1 percent to 87 days. Absorption rates improved as Months Supply of Inventory was down 9.4 percent to 7.9 months.

Recent economic and jobs data have surprised to the upside by exceeding expectations. This likely keeps the new Federal Reserve leadership on track for March 2014 tapering. Non-farm payrolls grew by 204,000 jobs in October, outperforming Wall Street expectations. In another bullish sign, August payrolls were revised upward to a 238,000 job gain – positive momentum that should support housing recovery. Just in time for the holidays.

Quick Facts

+ 10.4%

Change in
Closed Sales

+ 2.0%

Change in
Median Sales Price

+ 4.9%

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.

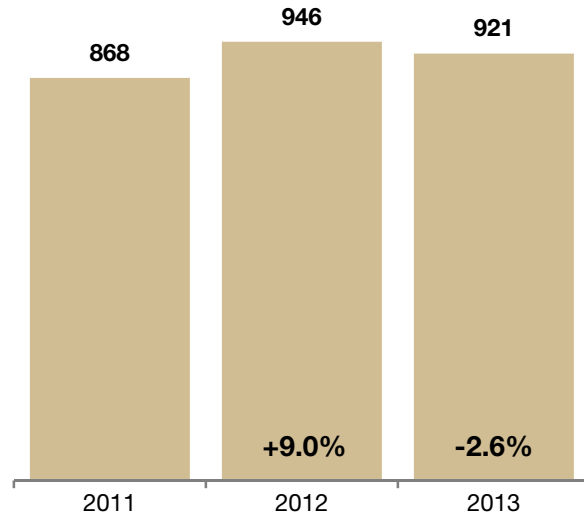


Key Metrics	Historical Sparklines	11-2012	11-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		946	921	- 2.6%	12,964	14,369	+ 10.8%
Pending Sales		576	320	- 44.4%	7,385	8,546	+ 15.7%
Closed Sales		633	699	+ 10.4%	7,054	8,749	+ 24.0%
Days on Market Until Sale		101	87	- 14.1%	102	89	- 12.3%
Median Sales Price		\$150,000	\$153,000	+ 2.0%	\$148,600	\$155,000	+ 4.3%
Average Sales Price		\$185,751	\$185,658	- 0.1%	\$178,351	\$183,264	+ 2.8%
Percent of List Price Received		95.6%	95.9%	+ 0.3%	95.4%	96.1%	+ 0.7%
Housing Affordability Index		180	176	- 2.3%	181	174	- 4.0%
Inventory of Homes for Sale		5,670	5,947	+ 4.9%	--	--	--
Months Supply of Homes for Sale		8.7	7.9	- 9.4%	--	--	--

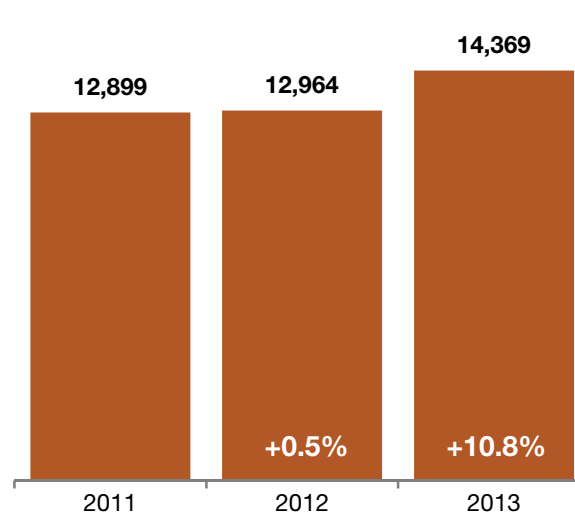
New Listings

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

November

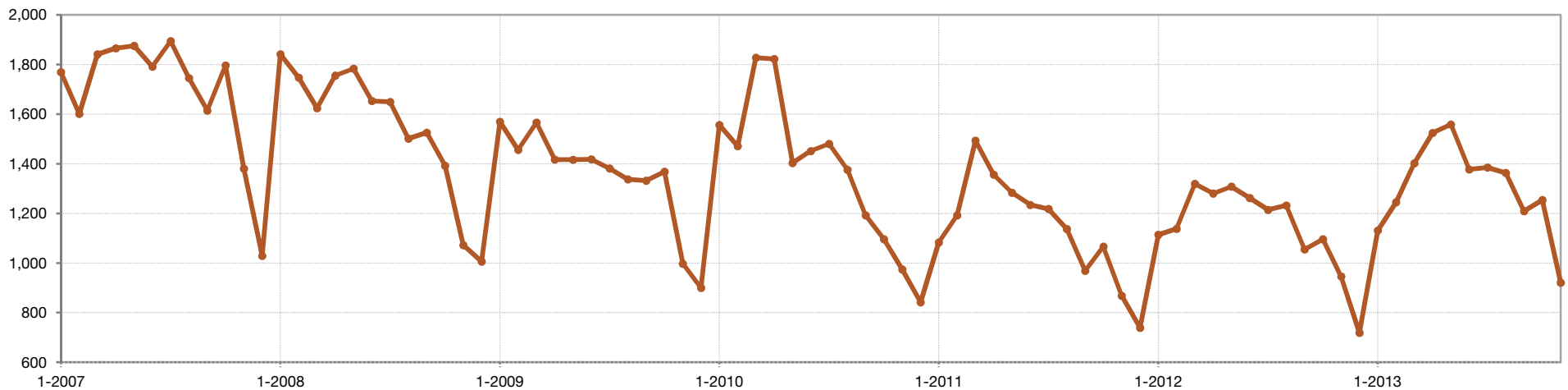


Year To Date



Month	Prior Year	Current Year	+ / -
December	739	719	-2.7%
January	1,114	1,131	+1.5%
February	1,138	1,245	+9.4%
March	1,319	1,402	+6.3%
April	1,280	1,524	+19.1%
May	1,308	1,558	+19.1%
June	1,262	1,377	+9.1%
July	1,214	1,385	+14.1%
August	1,232	1,363	+10.6%
September	1,055	1,209	+14.6%
October	1,096	1,254	+14.4%
November	946	921	-2.6%
12-Month Avg	1,142	1,257	+10.1%

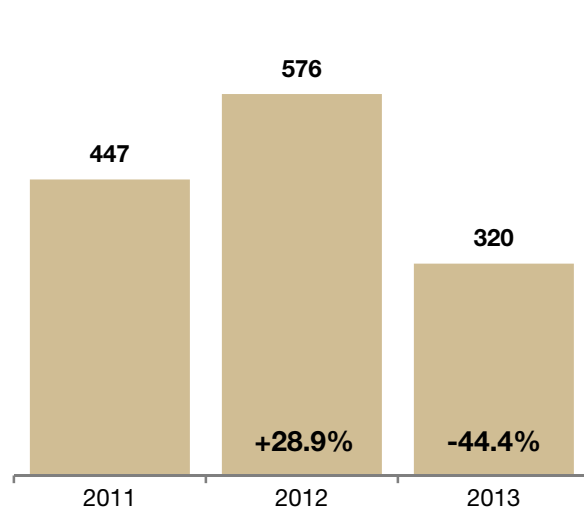
Historical New Listing Activity



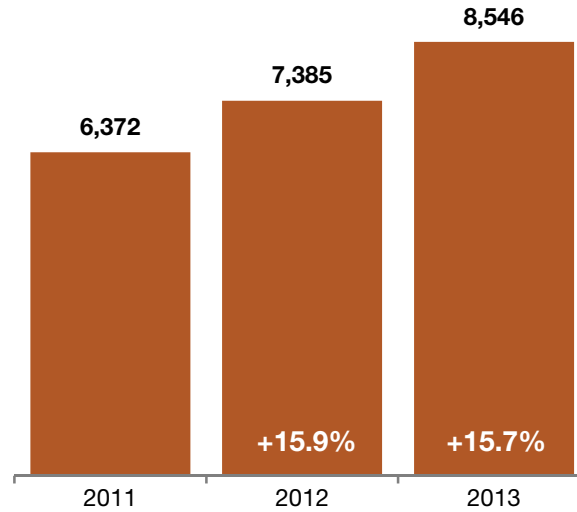
Pending Sales

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

November

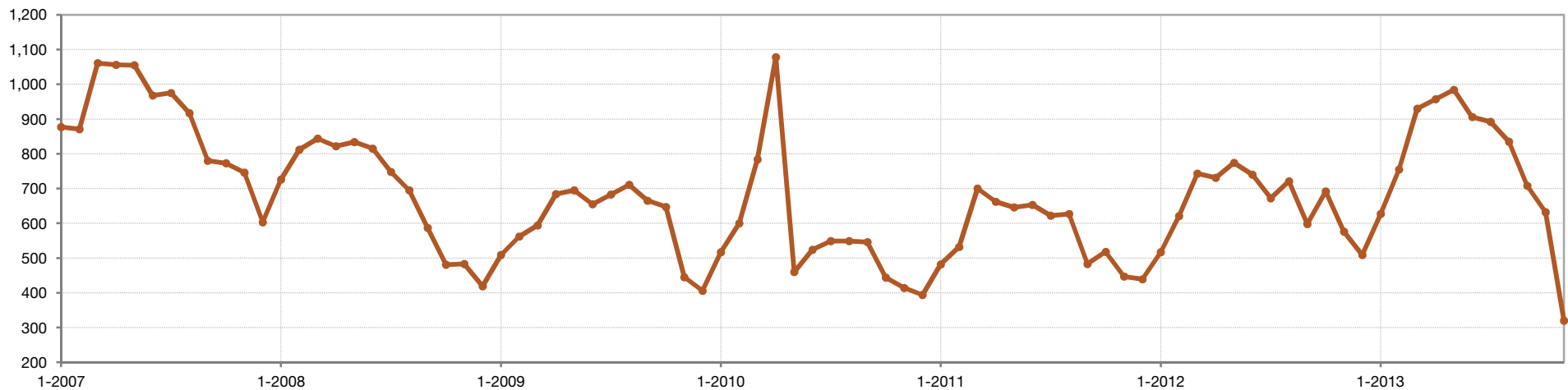


Year To Date



Month	Prior Year	Current Year	+ / -
December	439	509	+15.9%
January	517	627	+21.3%
February	621	755	+21.6%
March	743	930	+25.2%
April	731	957	+30.9%
May	774	984	+27.1%
June	740	906	+22.4%
July	672	892	+32.7%
August	721	835	+15.8%
September	598	708	+18.4%
October	692	632	-8.7%
November	576	320	-44.4%
12-Month Avg	652	755	+15.7%

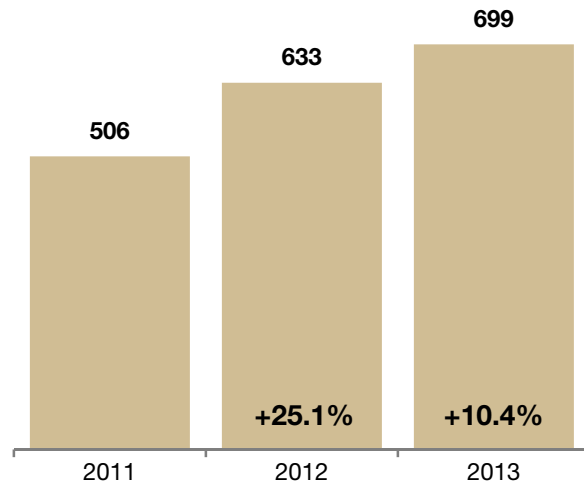
Historical Pending Sales Activity



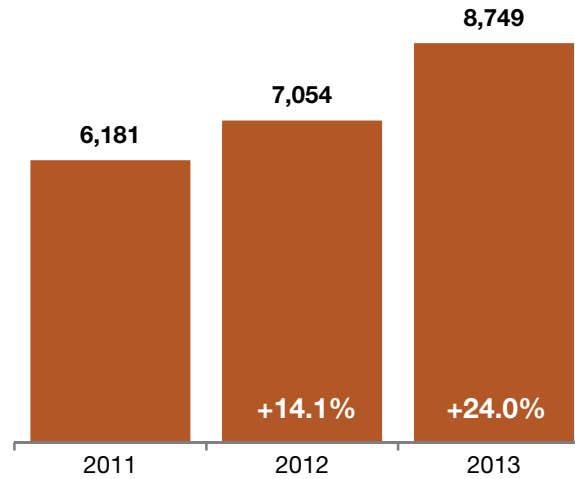
Closed Sales

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December	504	641	+27.2%
January	427	512	+19.9%
February	473	542	+14.6%
March	627	751	+19.8%
April	617	827	+34.0%
May	687	969	+41.0%
June	759	955	+25.8%
July	754	999	+32.5%
August	780	941	+20.6%
September	614	799	+30.1%
October	683	755	+10.5%
November	633	699	+10.4%
12-Month Avg	630	783	+24.2%

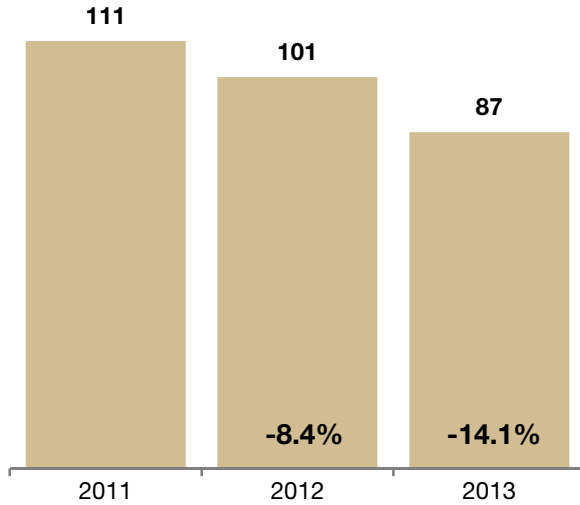
Historical Closed Sales Activity



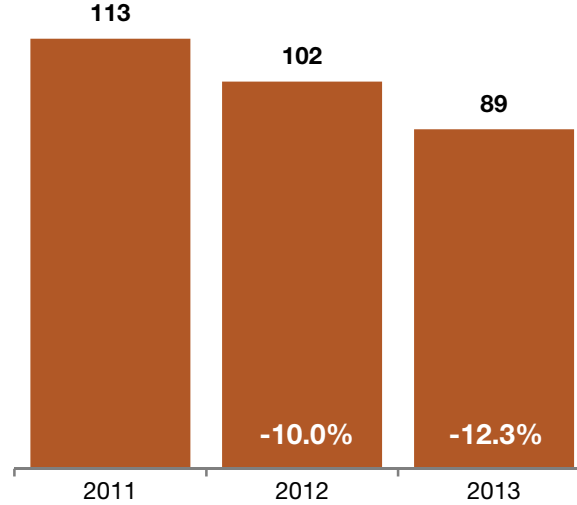
Days on Market Until Sale

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

November

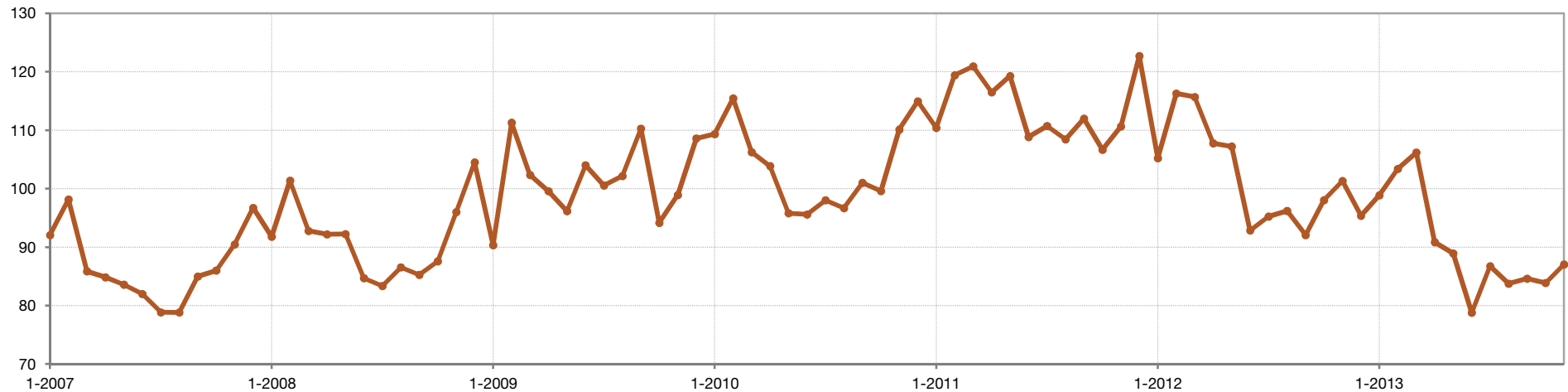


Year To Date



Month	Prior Year	Current Year	+ / -
December	123	95	-22.3%
January	105	99	-6.0%
February	116	103	-11.1%
March	116	106	-8.2%
April	108	91	-15.7%
May	107	89	-17.1%
June	93	79	-15.1%
July	95	87	-8.9%
August	96	84	-12.9%
September	92	85	-8.1%
October	98	84	-14.4%
November	101	87	-14.1%
12-Month Avg	103	90	-13.1%

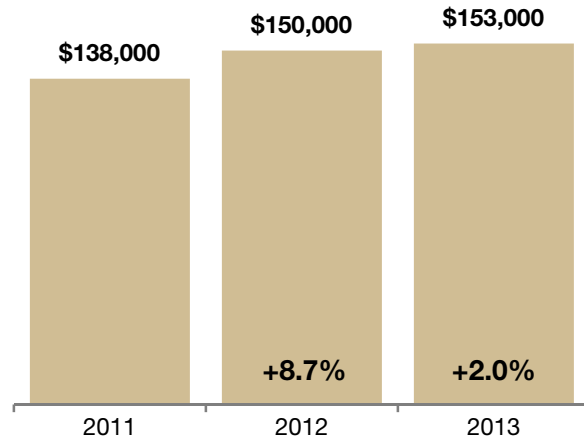
Historical Days on Market Until Sale



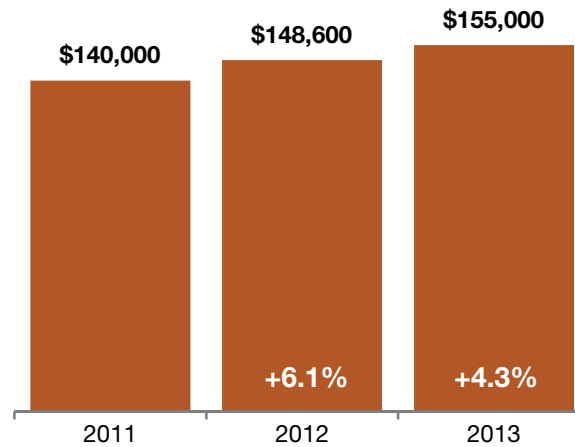
Median Sales Price

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

November

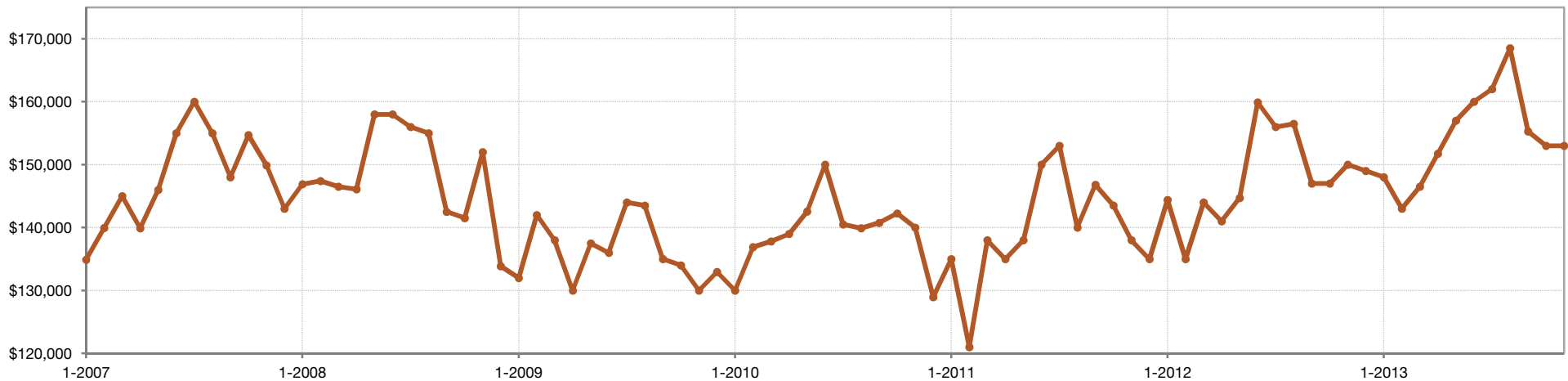


Year To Date



Month	Prior Year	Current Year	+ / -
December	\$135,000	\$149,000	+10.4%
January	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,000	\$146,500	+1.7%
April	\$141,000	\$151,750	+7.6%
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,000	+3.8%
August	\$156,500	\$168,500	+7.7%
September	\$147,000	\$155,291	+5.6%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,000	+2.0%
12-Month Med	\$147,850	\$154,500	+4.5%

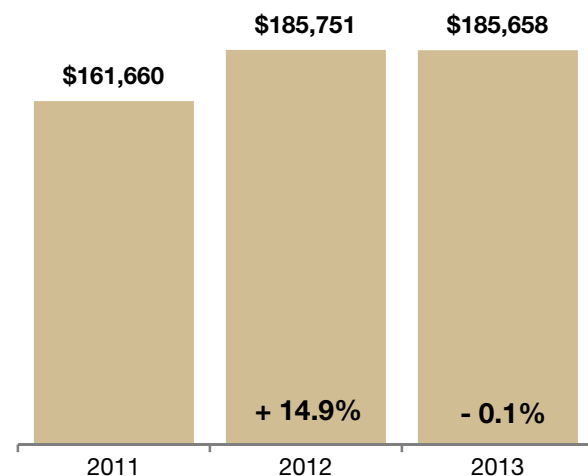
Historical Median Sales Price



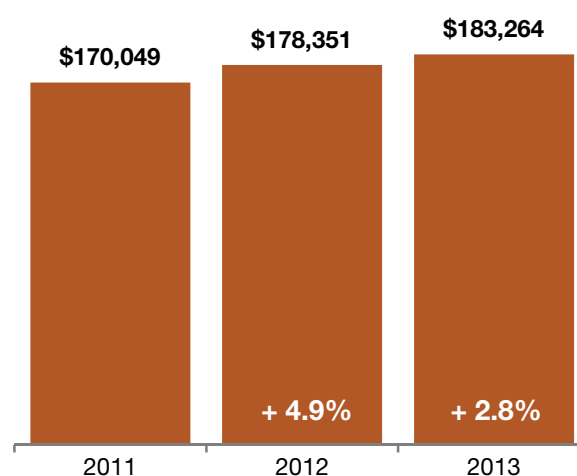
Average Sales Price

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	\$163,911	\$179,384	+9.4%
January	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,286	+2.2%
March	\$169,938	\$171,851	+1.1%
April	\$175,862	\$178,373	+1.4%
May	\$169,876	\$190,234	+12.0%
June	\$190,196	\$186,357	-2.0%
July	\$192,189	\$194,150	+1.0%
August	\$177,284	\$195,032	+10.0%
September	\$170,058	\$184,550	+8.5%
October	\$179,087	\$175,873	-1.8%
November	\$185,751	\$185,658	-0.1%
12-Month Avg	\$177,395	\$183,002	+3.2%

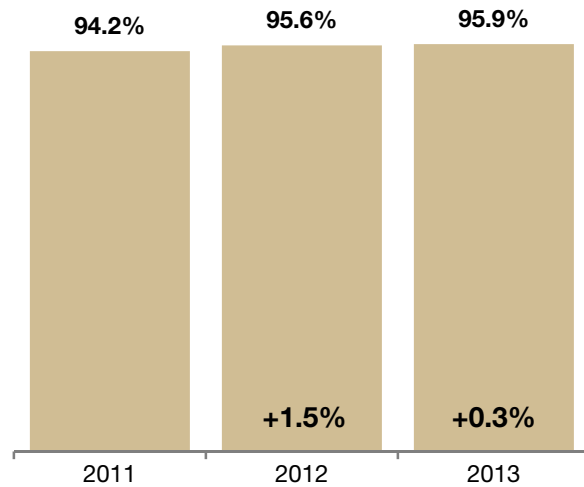
Historical Average Sales Price



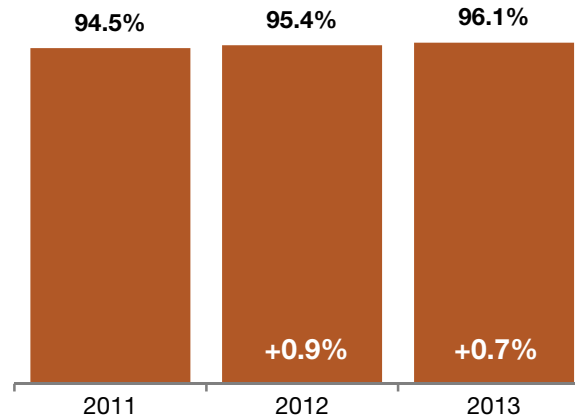
Percent of List Price Received

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.

November



Year To Date



Month	Prior Year	Current Year	+ / -
December	93.6%	95.2%	+1.6%
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
July	95.2%	96.5%	+1.4%
August	95.9%	96.3%	+0.5%
September	96.1%	96.3%	+0.2%
October	95.2%	95.8%	+0.6%
November	95.6%	95.9%	+0.3%
12-Month Avg	95.3%	96.0%	+0.8%

Historical Percent of List Price Received

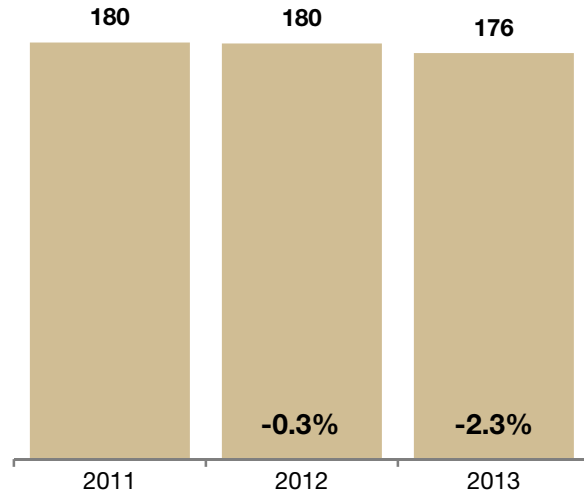


Housing Affordability Index

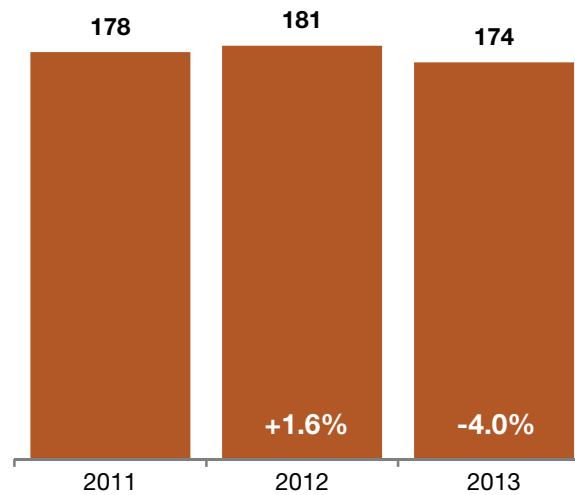
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



November

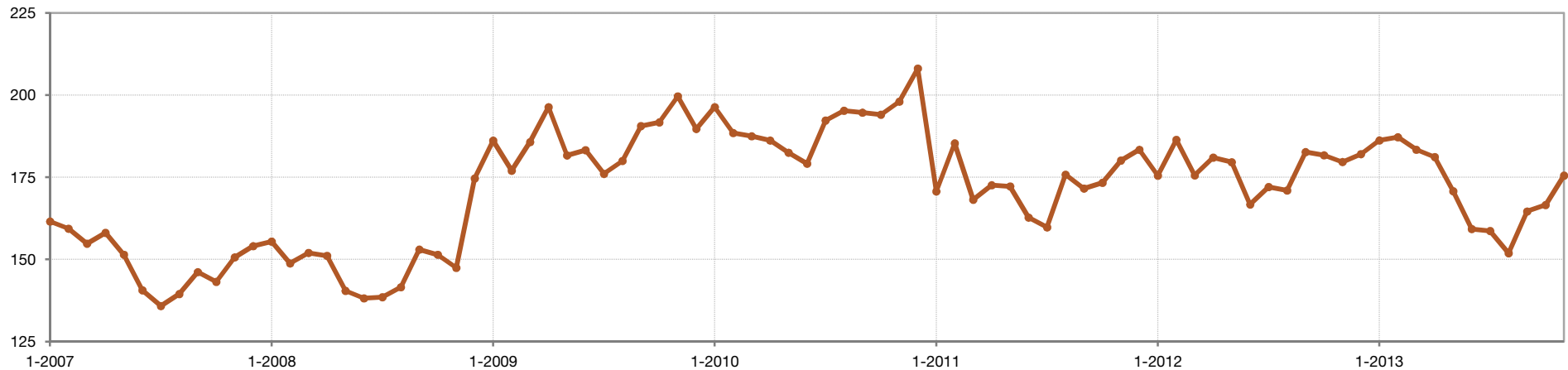


Year To Date



Month	Prior Year	Current Year	+ / -
December	183	182	-0.7%
January	175	186	+6.1%
February	186	187	+0.4%
March	176	183	+4.4%
April	181	181	+0.1%
May	180	171	-4.9%
June	167	159	-4.5%
July	172	159	-7.8%
August	171	152	-11.2%
September	183	165	-9.9%
October	182	167	-8.3%
November	180	176	-2.3%
12-Month Avg	178	172	-3.2%

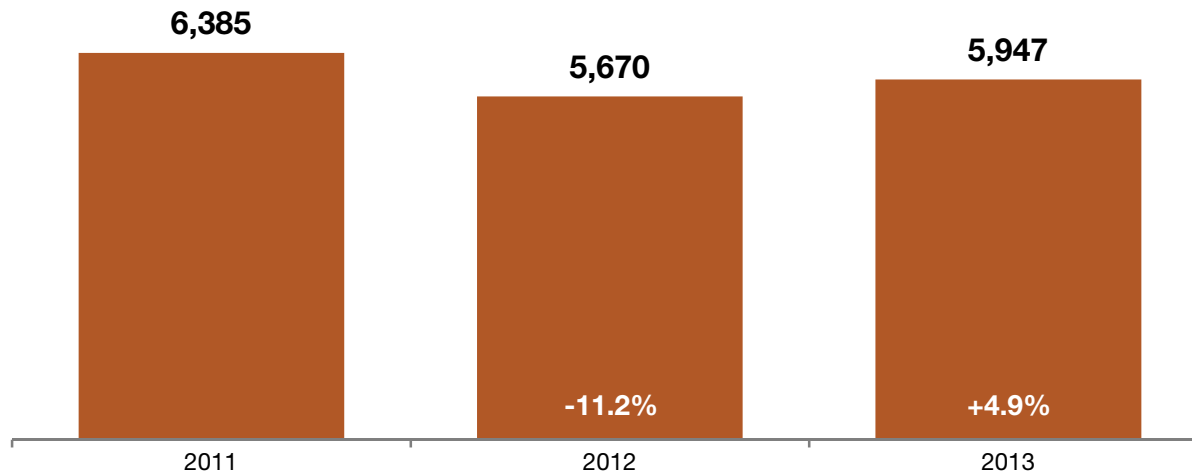
Historical Housing Affordability Index



Inventory of Homes for Sale

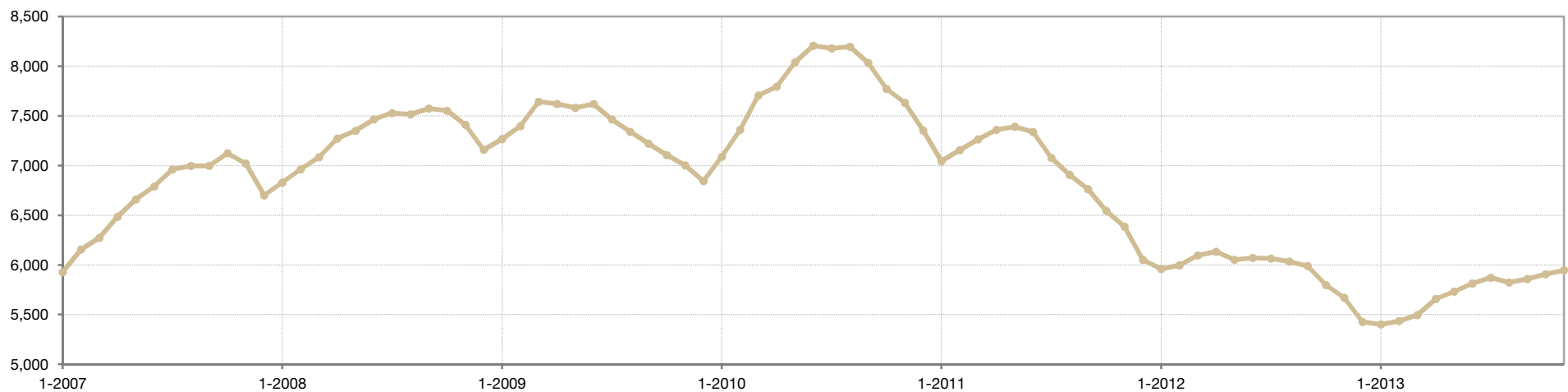
The number of properties available for sale in active status at the end of a given month.

November



Month	Prior Year	Current Year	+ / -
December	6,052	5,426	-10.3%
January	5,959	5,402	-9.3%
February	5,996	5,436	-9.3%
March	6,096	5,496	-9.8%
April	6,133	5,658	-7.7%
May	6,052	5,732	-5.3%
June	6,071	5,814	-4.2%
July	6,064	5,871	-3.2%
August	6,034	5,823	-3.5%
September	5,989	5,859	-2.2%
October	5,797	5,907	+1.9%
November	5,670	5,947	+4.9%
12-Month Avg	5,993	5,698	-4.9%

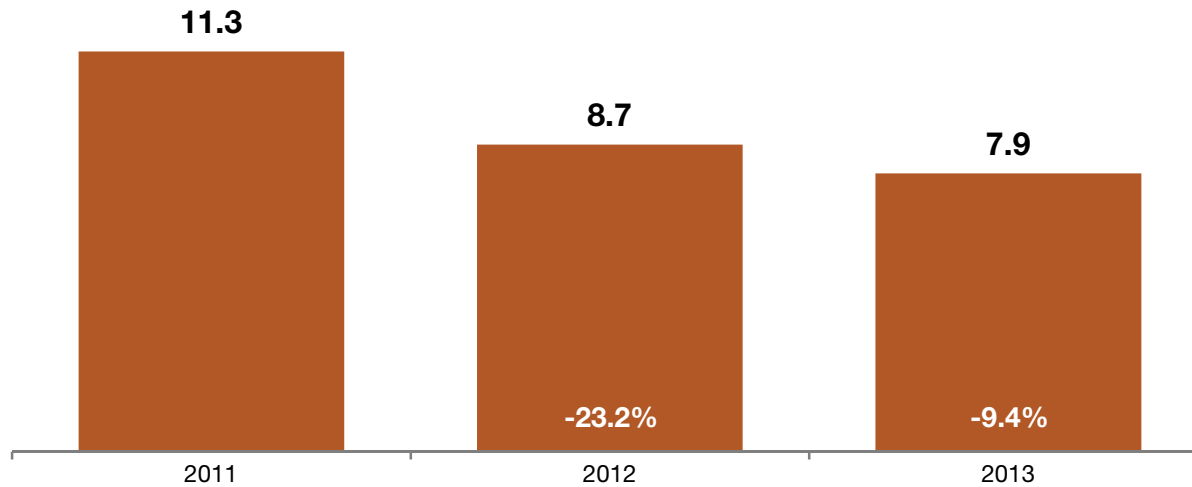
Historical Inventory of Homes for Sale



Months Supply of Inventory

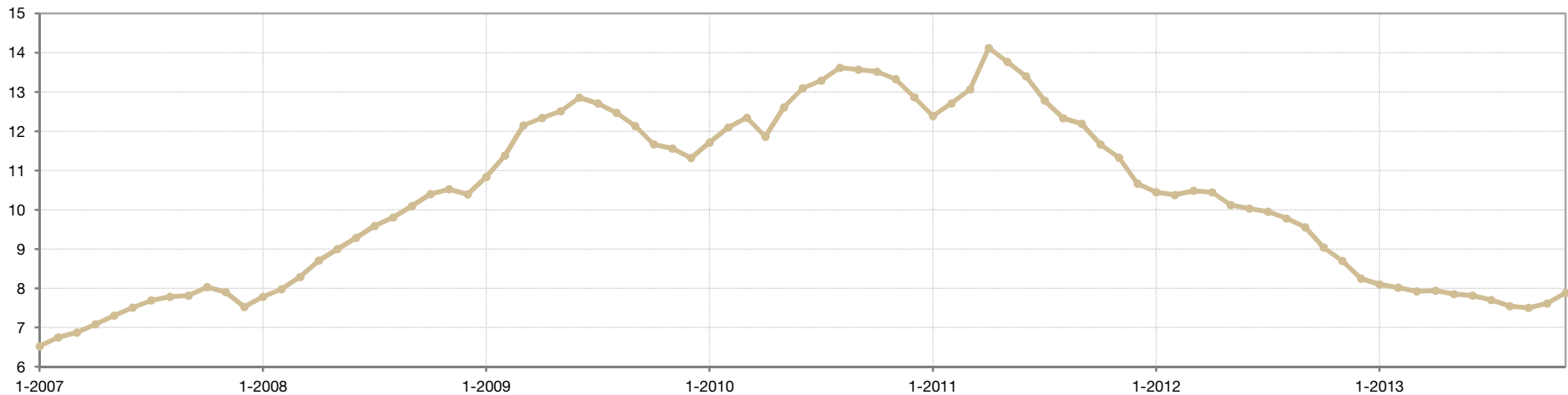
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

November



Month	Prior Year	Current Year	+ / -
December	10.7	8.2	-22.6%
January	10.4	8.1	-22.5%
February	10.4	8.0	-22.7%
March	10.5	7.9	-24.4%
April	10.4	7.9	-24.0%
May	10.1	7.9	-22.4%
June	10.0	7.8	-22.1%
July	10.0	7.7	-22.6%
August	9.8	7.5	-22.8%
September	9.6	7.5	-21.5%
October	9.0	7.6	-15.8%
November	8.7	7.9	-9.4%
12-Month Avg	10.0	7.8	-21.3%

Historical Months Supply of Inventory



Monthly Indicators

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



December 2013

In its entirety, 2013 proved to be a good year for housing. Home sales and prices were broadly higher across the nation, while foreclosure loads, the number of homes for sale and the number of days it took to sell a home were all much lower. Multiple-offer situations became commonplace again and prices in many areas rallied to multi-year highs. This, of course, varied by location and segment, but the proverbial glass appeared to be more than half full throughout the year.

New Listings in the Greater Greenville region increased 0.8 percent to 726. Pending Sales were down 38.4 percent to 314. Inventory levels grew 3.6 percent to 5,628 units.

Prices marched higher. The Median Sales Price increased 2.8 percent to \$153,125. Days on Market was down 11.7 percent to 84 days. Absorption rates improved as Months Supply of Inventory was down 10.7 percent to 7.4 months.

Housing is fortified by confident consumers and good jobs. The year 2013 was marked by a slowly improving labor market stunted by political gridlock, and the Federal Reserve's long-awaited taper announcement was not surprising. Interest rates remain low (but upwardly mobile), prices are still affordable, the employment picture looks decent and the stock market is up nearly 30.0 percent from this time last year. It's no wonder that buyers were active in 2013. Here's to more of the same in 2014.

Quick Facts

+ 8.1%

Change in
Closed Sales

+ 2.8%

Change in
Median Sales Price

+ 3.6%

Change in
Inventory

Market Overview	2
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Inventory of Homes for Sale	11
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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.

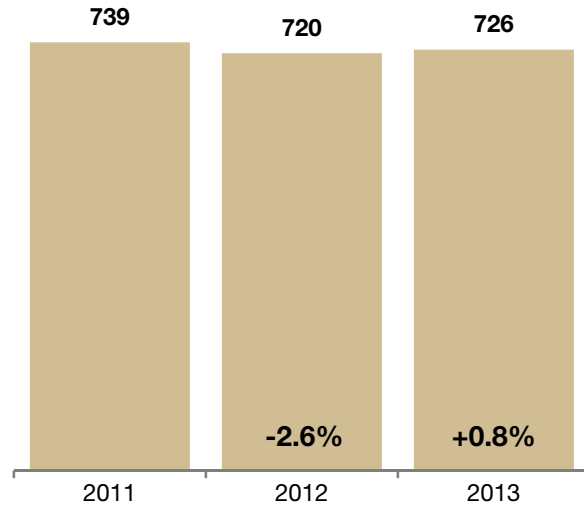


Key Metrics	Historical Sparklines	12-2012	12-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		720	726	+ 0.8%	13,684	15,121	+ 10.5%
Pending Sales		510	314	- 38.4%	7,896	9,162	+ 16.0%
Closed Sales		641	693	+ 8.1%	7,695	9,463	+ 23.0%
Days on Market Until Sale		95	84	- 11.7%	101	89	- 12.3%
Median Sales Price		\$149,000	\$153,125	+ 2.8%	\$148,700	\$155,000	+ 4.2%
Average Sales Price		\$179,384	\$184,218	+ 2.7%	\$178,436	\$183,511	+ 2.8%
Percent of List Price Received		95.2%	96.1%	+ 0.9%	95.4%	96.1%	+ 0.8%
Housing Affordability Index		182	168	- 7.7%	182	166	- 8.7%
Inventory of Homes for Sale		5,430	5,628	+ 3.6%	--	--	--
Months Supply of Homes for Sale		8.3	7.4	- 10.7%	--	--	--

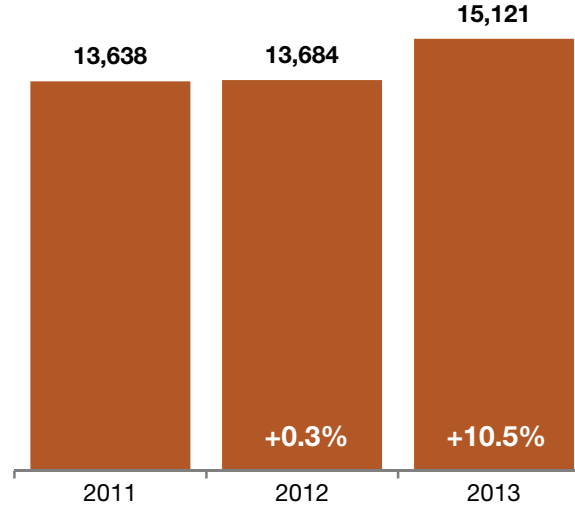
New Listings

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

December

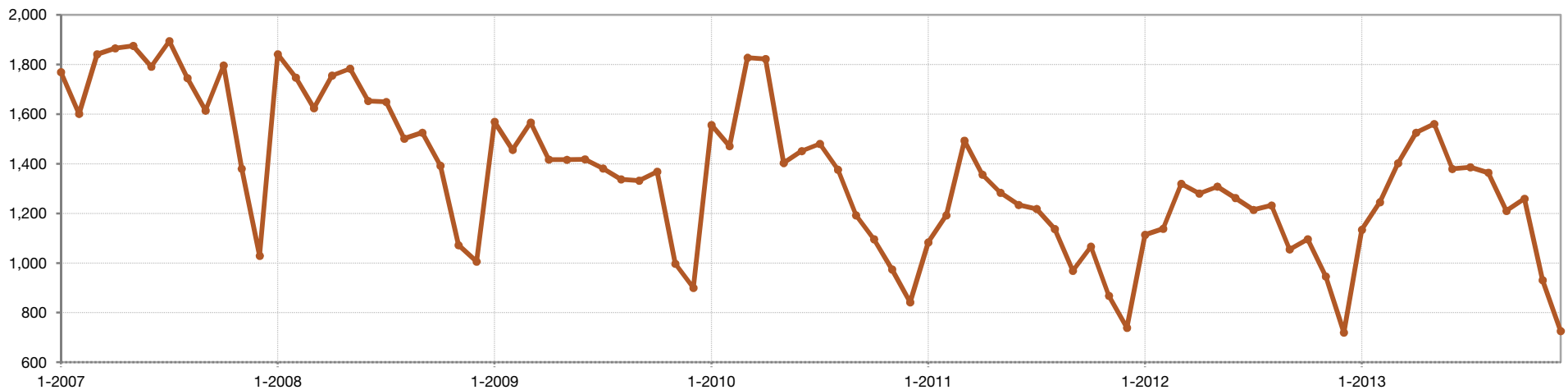


Year To Date



Month	Prior Year	Current Year	+ / -
January	1,114	1,134	+1.8%
February	1,138	1,245	+9.4%
March	1,319	1,402	+6.3%
April	1,280	1,525	+19.1%
May	1,308	1,560	+19.3%
June	1,262	1,379	+9.3%
July	1,214	1,386	+14.2%
August	1,232	1,364	+10.7%
September	1,055	1,210	+14.7%
October	1,096	1,259	+14.9%
November	946	931	-1.6%
December	720	726	+0.8%
12-Month Avg	1,140	1,260	+10.5%

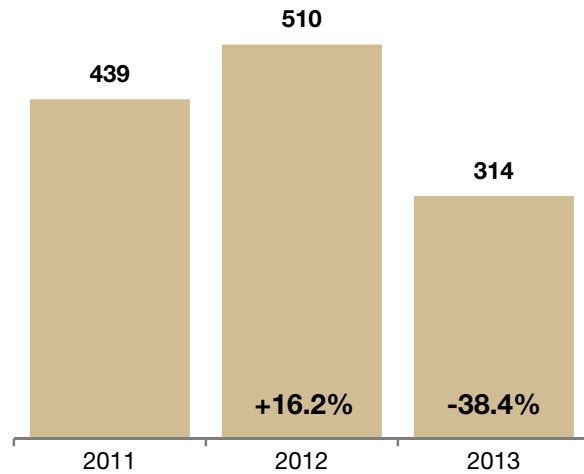
Historical New Listing Activity



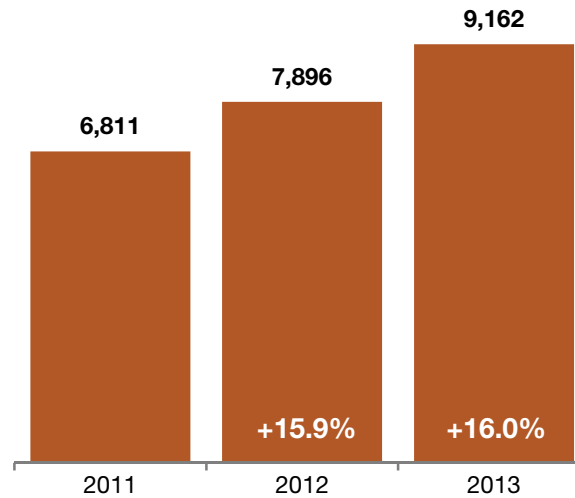
Pending Sales

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

December

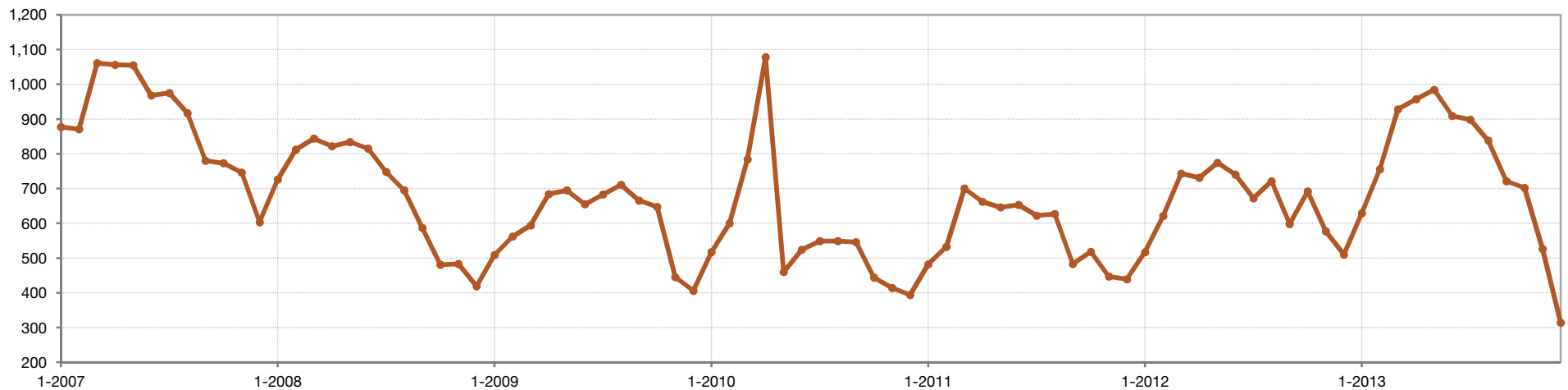


Year To Date



Month	Prior Year	Current Year	+ / -
January	517	629	+21.7%
February	621	756	+21.7%
March	743	928	+24.9%
April	731	957	+30.9%
May	774	984	+27.1%
June	740	909	+22.8%
July	672	898	+33.6%
August	721	838	+16.2%
September	598	721	+20.6%
October	692	702	+1.4%
November	577	526	-8.8%
December	510	314	-38.4%
12-Month Avg	658	764	+16.0%

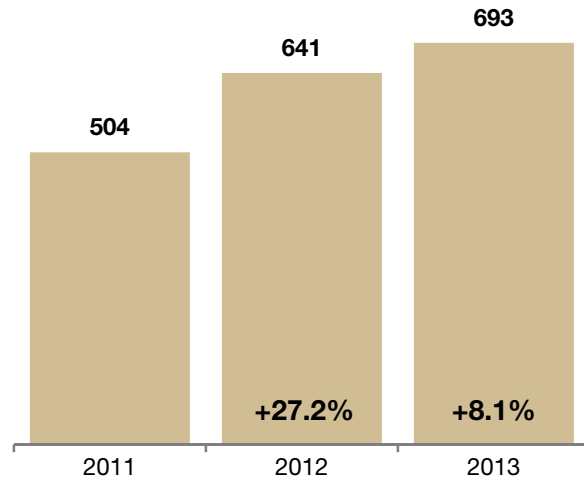
Historical Pending Sales Activity



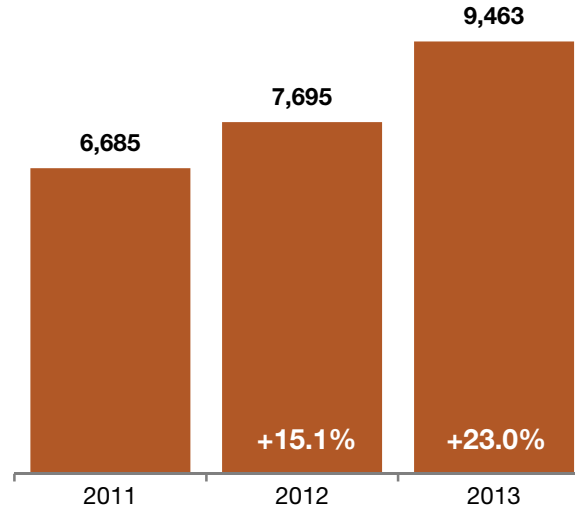
Closed Sales

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

December



Year To Date



Month	Prior Year	Current Year	+ / -
January	427	512	+19.9%
February	473	542	+14.6%
March	627	752	+19.9%
April	617	827	+34.0%
May	687	969	+41.0%
June	759	956	+26.0%
July	754	999	+32.5%
August	780	944	+21.0%
September	614	801	+30.5%
October	683	756	+10.7%
November	633	712	+12.5%
December	641	693	+8.1%
12-Month Avg	641	789	+23.0%

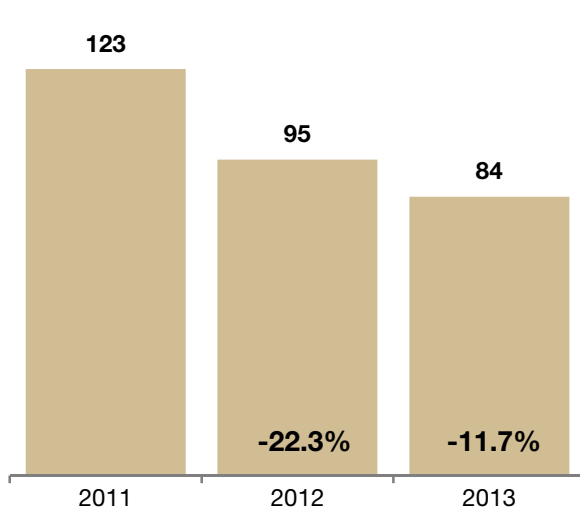
Historical Closed Sales Activity



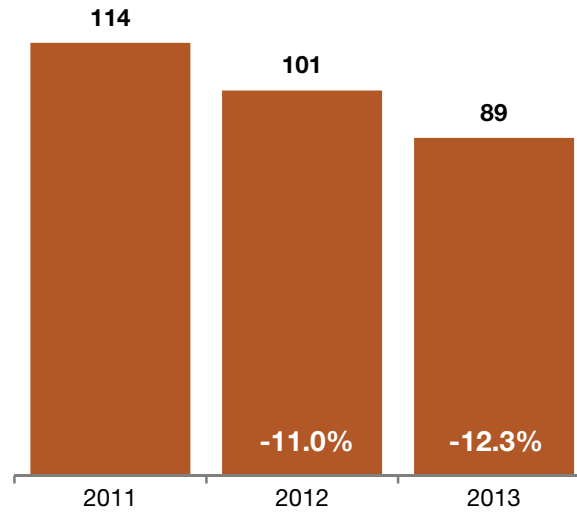
Days on Market Until Sale

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

December

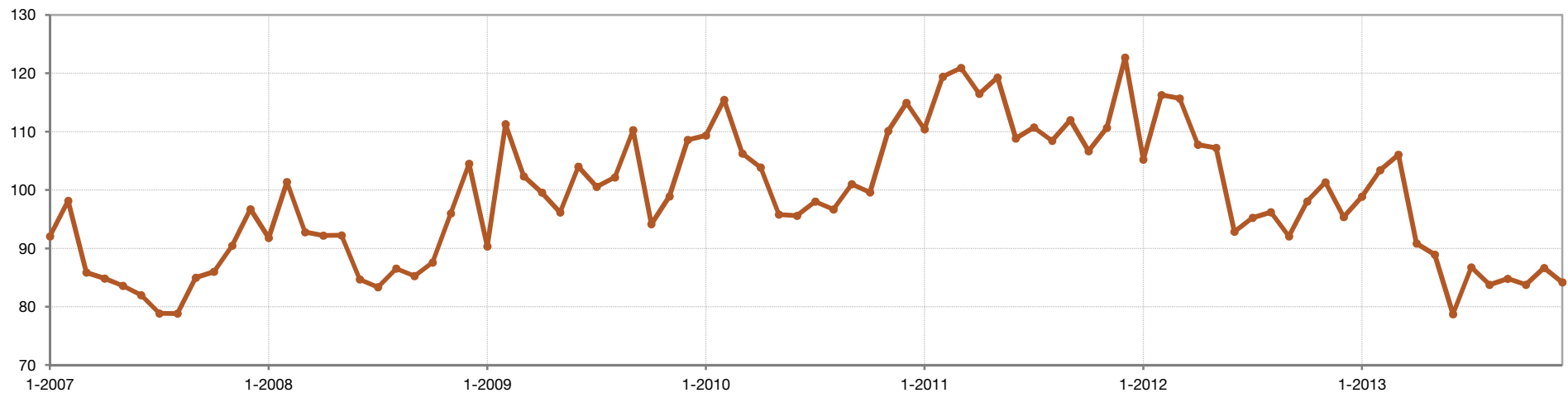


Year To Date



Month	Prior Year	Current Year	+ / -
January	105	99	-6.0%
February	116	103	-11.1%
March	116	106	-8.3%
April	108	91	-15.7%
May	107	89	-17.1%
June	93	79	-15.2%
July	95	87	-8.9%
August	96	84	-12.9%
September	92	85	-7.9%
October	98	84	-14.6%
November	101	87	-14.5%
December	95	84	-11.7%
12-Month Avg	101	89	-12.3%

Historical Days on Market Until Sale

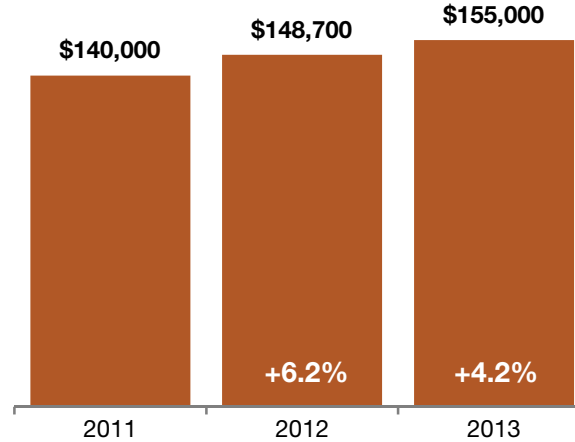
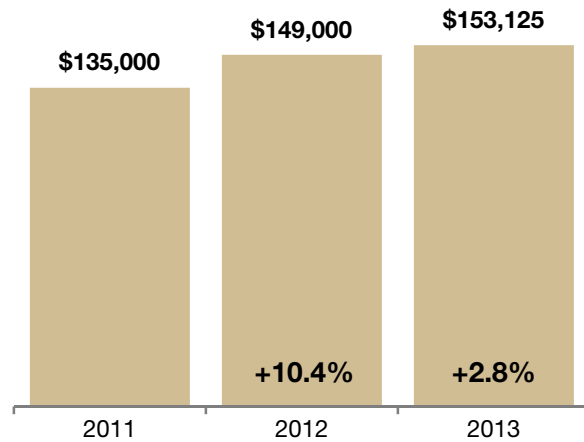


Median Sales Price

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	\$144,400	\$148,000	+2.5%
February	\$135,000	\$143,000	+5.9%
March	\$144,000	\$146,700	+1.9%
April	\$141,000	\$151,750	+7.6%
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,000	+3.8%
August	\$156,500	\$169,000	+8.0%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,983	+2.7%
December	\$149,000	\$153,125	+2.8%
12-Month Med	\$148,700	\$155,000	+4.2%

Historical Median Sales Price

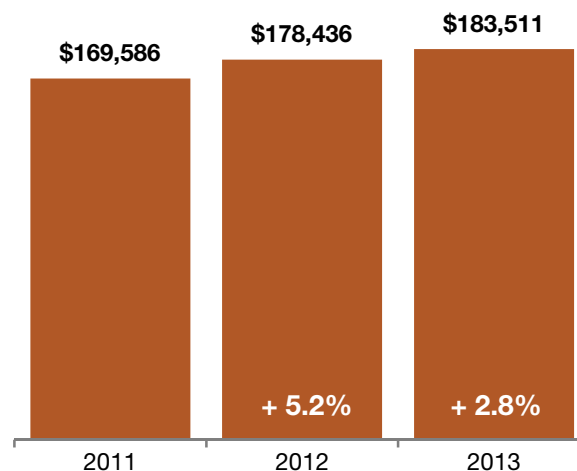
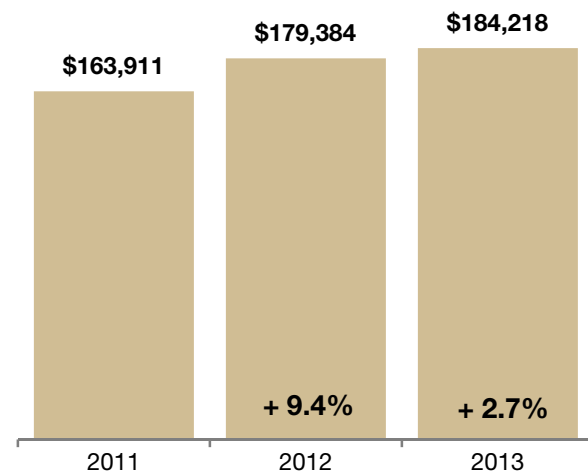


Average Sales Price

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	\$182,159	\$170,673	-6.3%
February	\$161,712	\$165,286	+2.2%
March	\$169,938	\$172,049	+1.2%
April	\$175,862	\$178,375	+1.4%
May	\$169,876	\$190,234	+12.0%
June	\$190,196	\$186,484	-2.0%
July	\$192,189	\$194,221	+1.1%
August	\$177,284	\$195,165	+10.1%
September	\$170,058	\$184,570	+8.5%
October	\$179,087	\$176,247	-1.6%
November	\$185,751	\$186,864	+0.6%
December	\$179,384	\$184,218	+2.7%
12-Month Avg	\$178,436	\$183,511	+2.8%

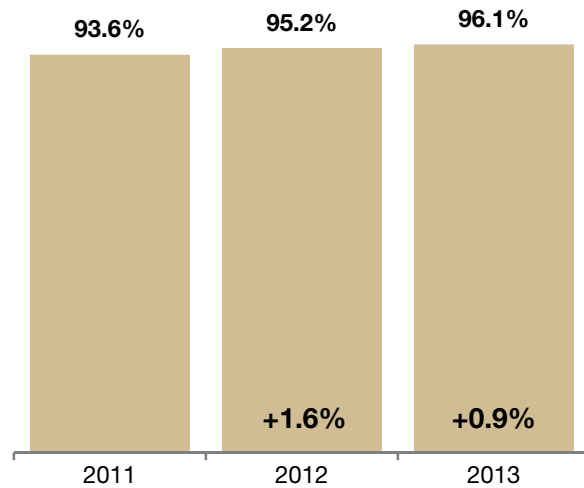
Historical Average Sales Price



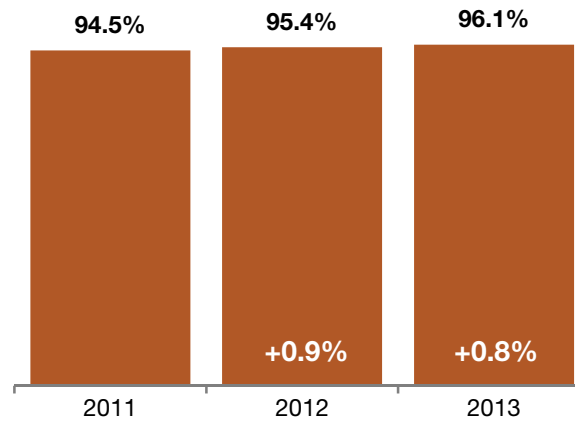
Percent of List Price Received

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.

December

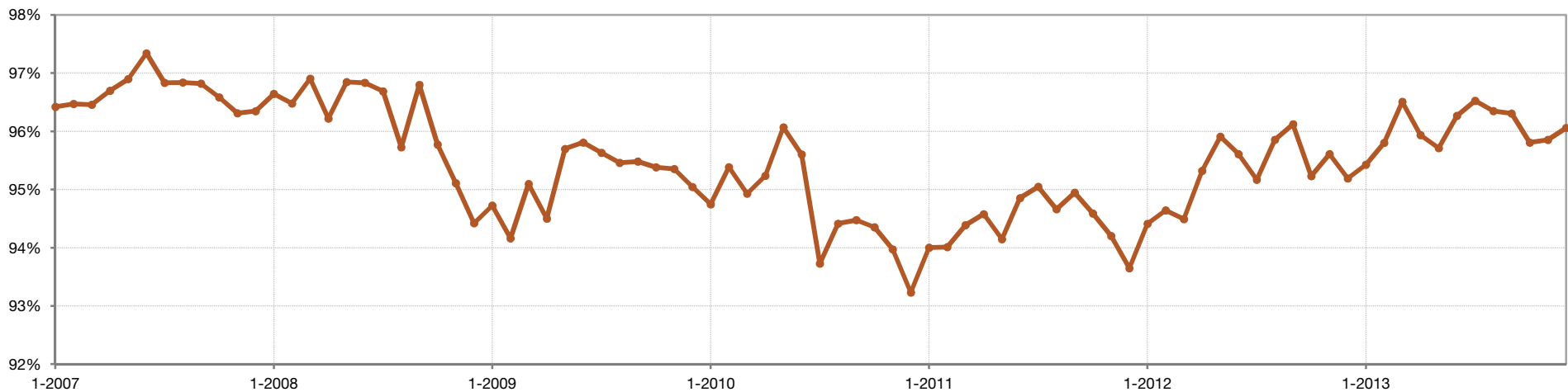


Year To Date



Month	Prior Year	Current Year	+ / -
January	94.4%	95.4%	+1.1%
February	94.6%	95.8%	+1.2%
March	94.5%	96.5%	+2.1%
April	95.3%	95.9%	+0.6%
May	95.9%	95.7%	-0.2%
June	95.6%	96.3%	+0.7%
July	95.2%	96.5%	+1.4%
August	95.9%	96.3%	+0.5%
September	96.1%	96.3%	+0.2%
October	95.2%	95.8%	+0.6%
November	95.6%	95.9%	+0.3%
December	95.2%	96.1%	+0.9%
12-Month Avg	95.4%	96.1%	+0.8%

Historical Percent of List Price Received

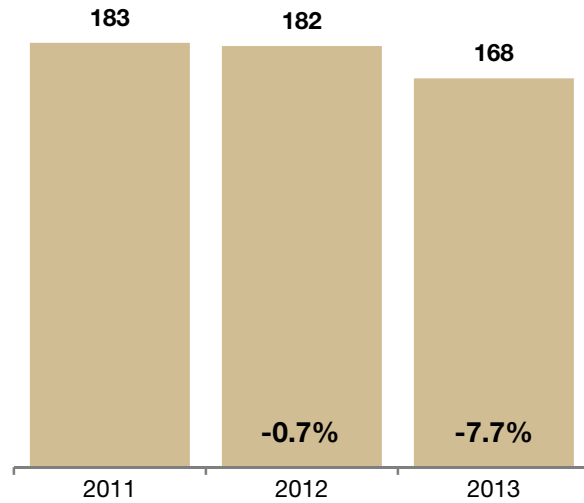


Housing Affordability Index

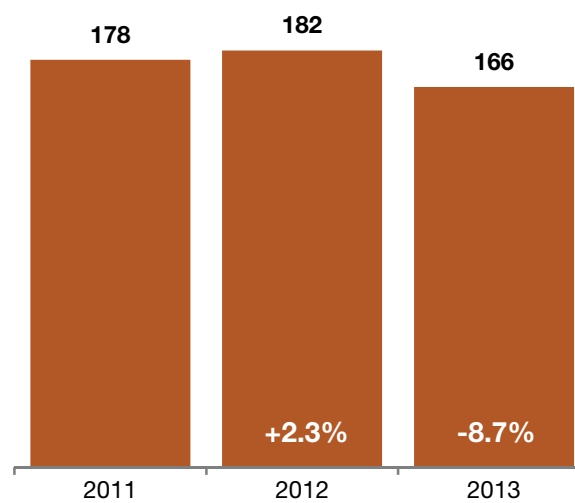
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	175	186	+6.1%
February	186	187	+0.4%
March	176	183	+4.3%
April	181	181	+0.1%
May	180	171	-4.9%
June	167	159	-4.5%
July	172	159	-7.8%
August	171	152	-11.4%
September	183	164	-10.1%
October	182	167	-8.3%
November	180	175	-2.8%
December	182	168	-7.7%
12-Month Avg	178	171	-3.9%

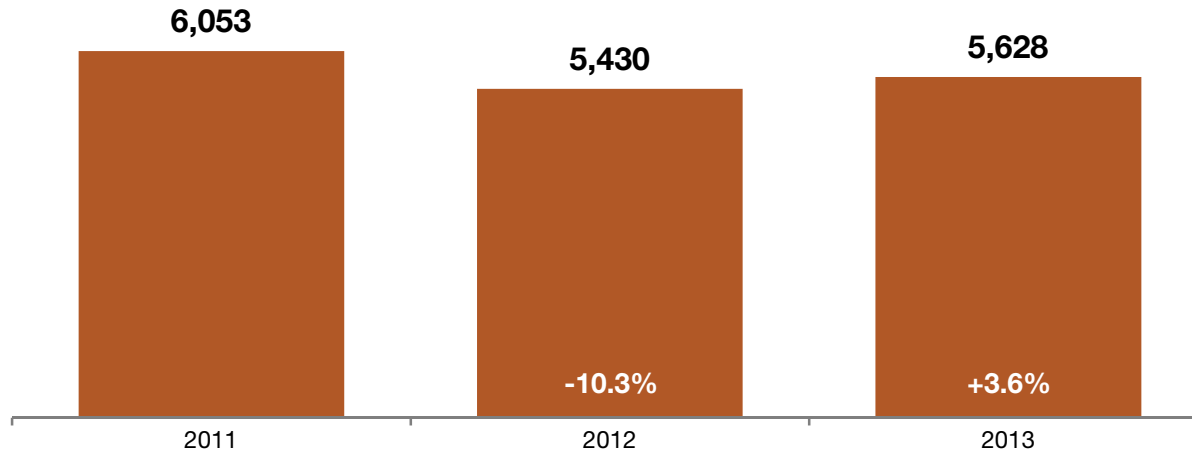
Historical Housing Affordability Index



Inventory of Homes for Sale

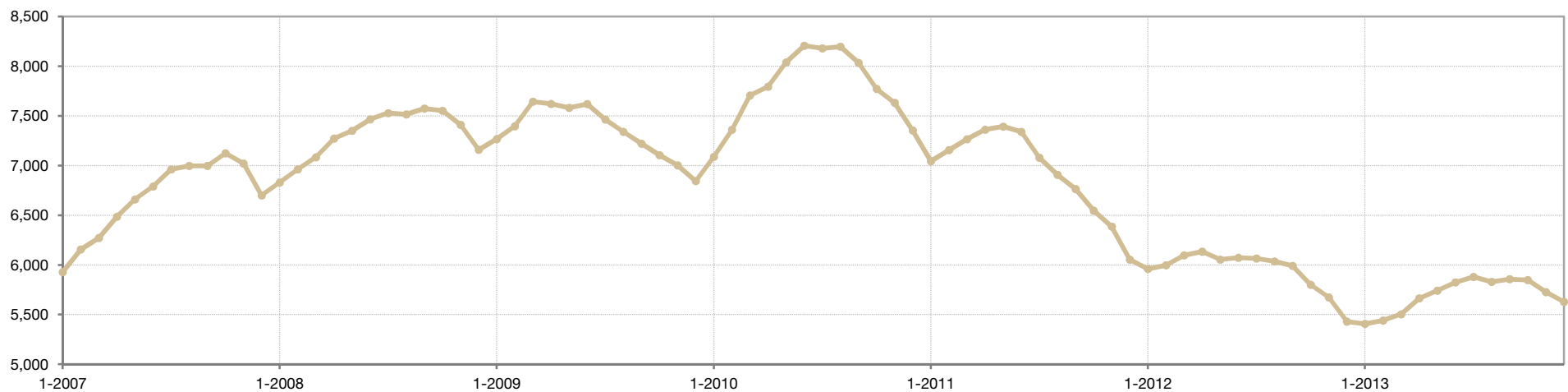
The number of properties available for sale in active status at the end of a given month.

December



Month	Prior Year	Current Year	+ / -
January	5,960	5,407	-9.3%
February	5,997	5,441	-9.3%
March	6,097	5,503	-9.7%
April	6,134	5,664	-7.7%
May	6,053	5,741	-5.2%
June	6,072	5,825	-4.1%
July	6,065	5,880	-3.1%
August	6,035	5,830	-3.4%
September	5,990	5,857	-2.2%
October	5,800	5,848	+0.8%
November	5,673	5,727	+1.0%
December	5,430	5,628	+3.6%
12-Month Avg	5,942	5,696	-4.1%

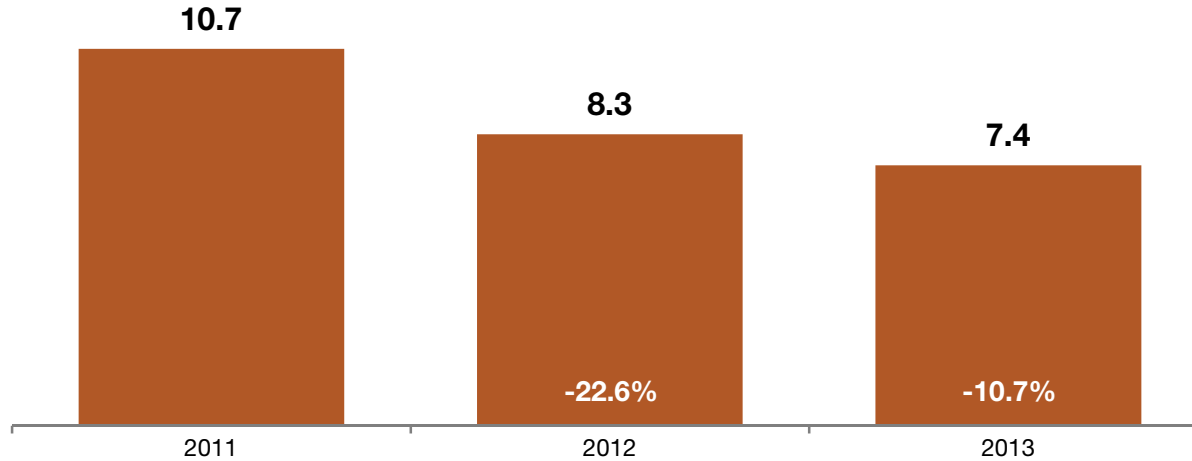
Historical Inventory of Homes for Sale



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.

December



Month	Prior Year	Current Year	+ / -
January	10.4	8.1	-22.4%
February	10.4	8.0	-22.7%
March	10.5	7.9	-24.4%
April	10.4	7.9	-23.9%
May	10.1	7.9	-22.4%
June	10.0	7.8	-22.0%
July	10.0	7.7	-22.6%
August	9.8	7.5	-22.9%
September	9.6	7.5	-21.8%
October	9.0	7.5	-17.5%
November	8.7	7.3	-15.6%
December	8.3	7.4	-10.7%
12-Month Avg	9.8	7.7	-21.0%

Historical Months Supply of Inventory

