

Monthly Indicators

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



January 2014

The same factors that catalyzed widespread market recovery in 2012 and 2013 are likely to continue in 2014, though perhaps at a more moderate pace. That's not a bad thing, since the market is returning to a stable, healthy state. Potential trends to watch for in 2014 include increased seller activity, more new construction and fewer foreclosures on the market. Inventory is another metric to watch this year.

New Listings in the Greater Greenville region increased 8.3 percent to 1,228. Pending Sales were down 38.6 percent to 386. Inventory levels grew 5.4 percent to 5,704 units.

Prices marched higher. The Median Sales Price increased 1.0 percent to \$149,500. Days on Market was down 9.1 percent to 90 days. Absorption rates improved as Months Supply of Inventory was down 7.4 percent to 7.5 months.

Given how far the market has come, it's a good time for folks to reassess their situation. Many who were hesitant to sell in recent years may find themselves in a completely different position. Getting a fresh comparative market analysis might be a good idea. Interest rates remain attractive and should remain below their long-term average, but they are expected to creep higher in 2014. Politicians are gearing up for midterm elections, so pay close attention to campaign messaging as relates to real estate or mortgage financing. Job growth is still fundamental and is likely to dominate this election cycle.

Quick Facts

+ 2.9%

Change in
Closed Sales

+ 1.0%

Change in
Median Sales Price

+ 5.4%

Change in
Inventory

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Market Overview

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

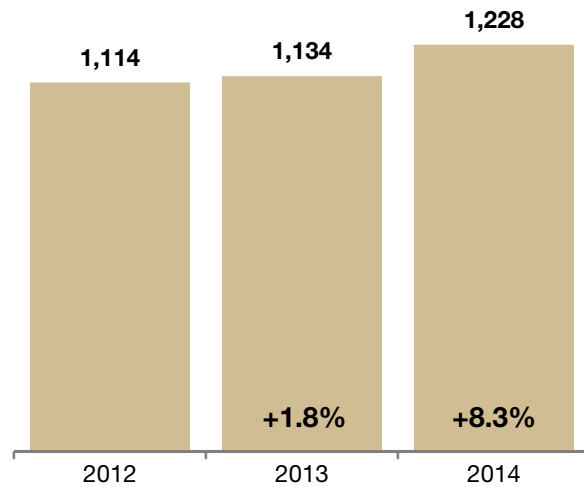


Key Metrics	Historical Sparklines	1-2013	1-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,134	1,228	+ 8.3%	1,134	1,228	+ 8.3%
Pending Sales		629	386	- 38.6%	629	386	- 38.6%
Closed Sales		512	527	+ 2.9%	512	527	+ 2.9%
Days on Market Until Sale		99	90	- 9.1%	99	90	- 9.1%
Median Sales Price		\$148,000	\$149,500	+ 1.0%	\$148,000	\$149,500	+ 1.0%
Average Sales Price		\$170,673	\$175,884	+ 3.1%	\$170,673	\$175,884	+ 3.1%
Percent of List Price Received		95.4%	95.5%	+ 0.0%	95.4%	95.5%	+ 0.0%
Housing Affordability Index		186	166	- 11.1%	186	166	- 11.1%
Inventory of Homes for Sale		5,412	5,704	+ 5.4%	--	--	--
Months Supply of Homes for Sale		8.1	7.5	- 7.4%	--	--	--

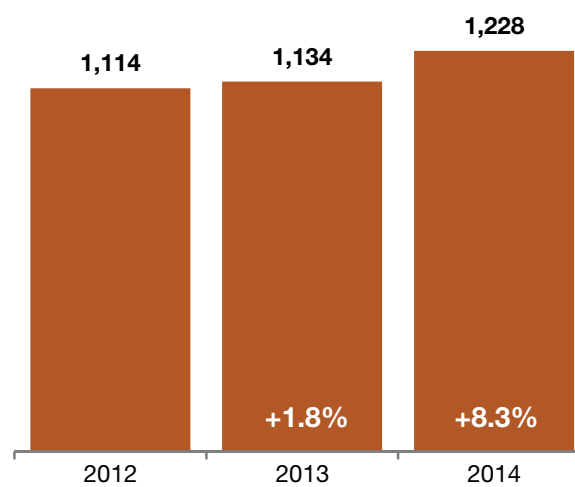
New Listings

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

January

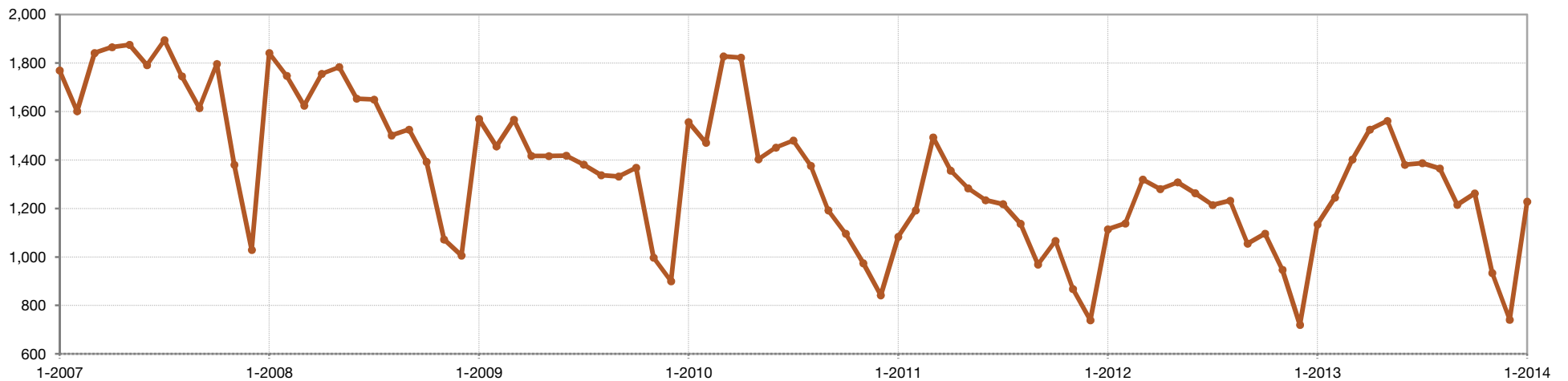


Year To Date



Month	Prior Year	Current Year	+ / -
February	1,138	1,245	+9.4%
March	1,319	1,402	+6.3%
April	1,280	1,525	+19.1%
May	1,308	1,561	+19.3%
June	1,263	1,380	+9.3%
July	1,214	1,387	+14.3%
August	1,232	1,365	+10.8%
September	1,055	1,215	+15.2%
October	1,096	1,262	+15.1%
November	947	934	-1.4%
December	720	741	+2.9%
January	1,134	1,228	+8.3%
12-Month Avg	1,142	1,270	+11.2%

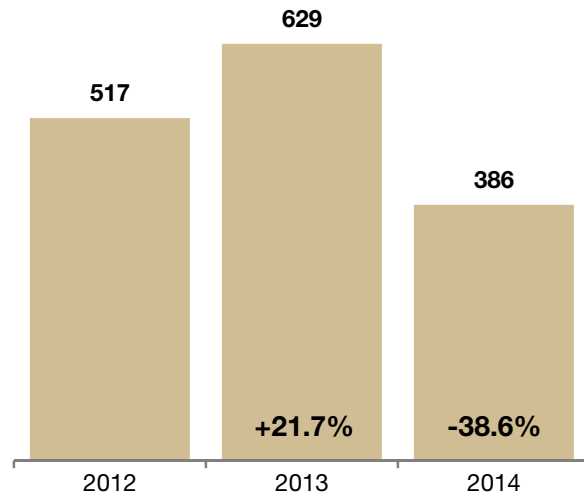
Historical New Listing Activity



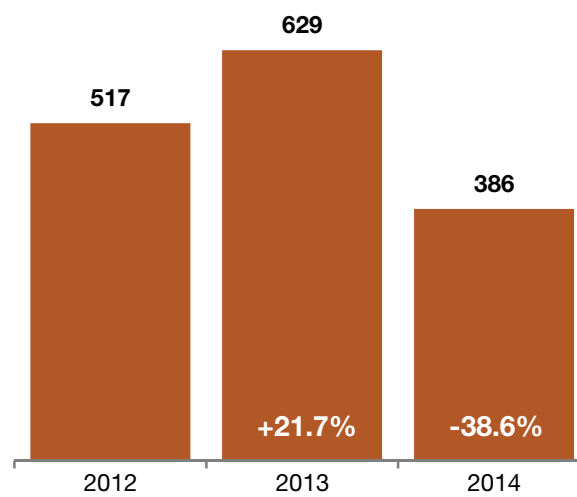
Pending Sales

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

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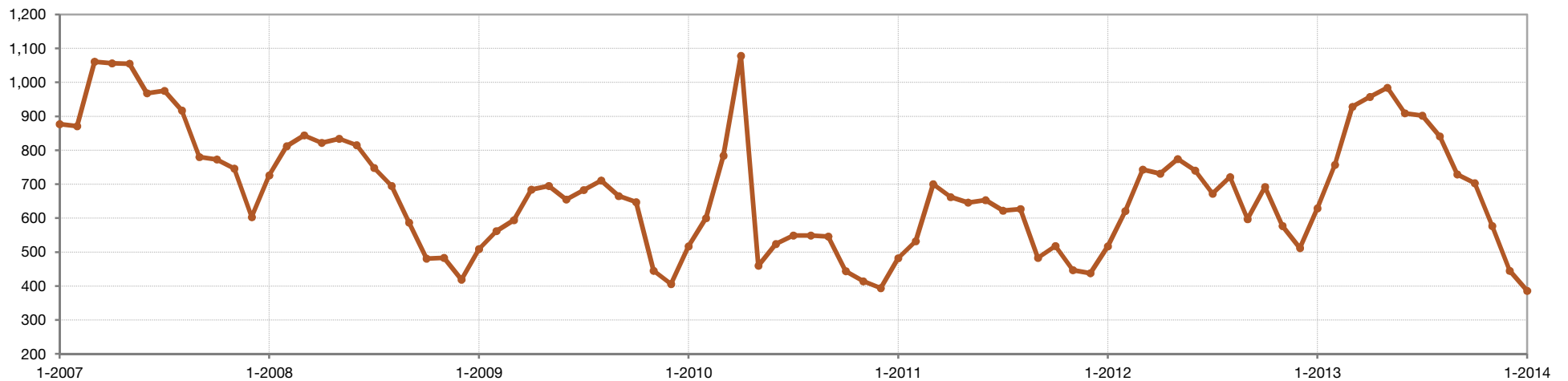


Year To Date



Month	Prior Year	Current Year	+ / -
February	621	757	+21.9%
March	743	928	+24.9%
April	731	957	+30.9%
May	774	984	+27.1%
June	740	909	+22.8%
July	672	902	+34.2%
August	721	841	+16.6%
September	597	729	+22.1%
October	692	703	+1.6%
November	577	577	0.0%
December	512	445	-13.1%
January	629	386	-38.6%
12-Month Avg	667	760	+13.8%

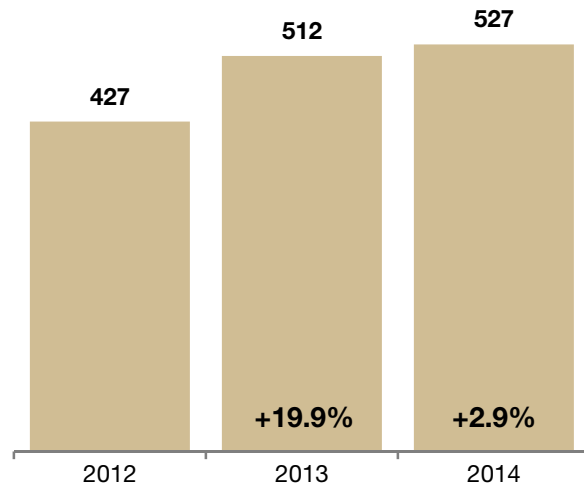
Historical Pending Sales Activity



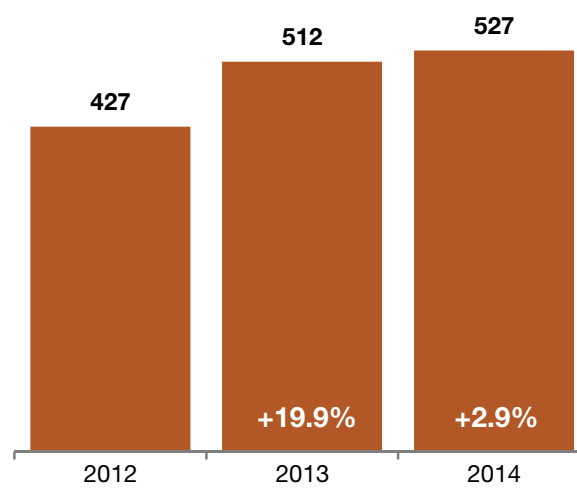
Closed Sales

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

January

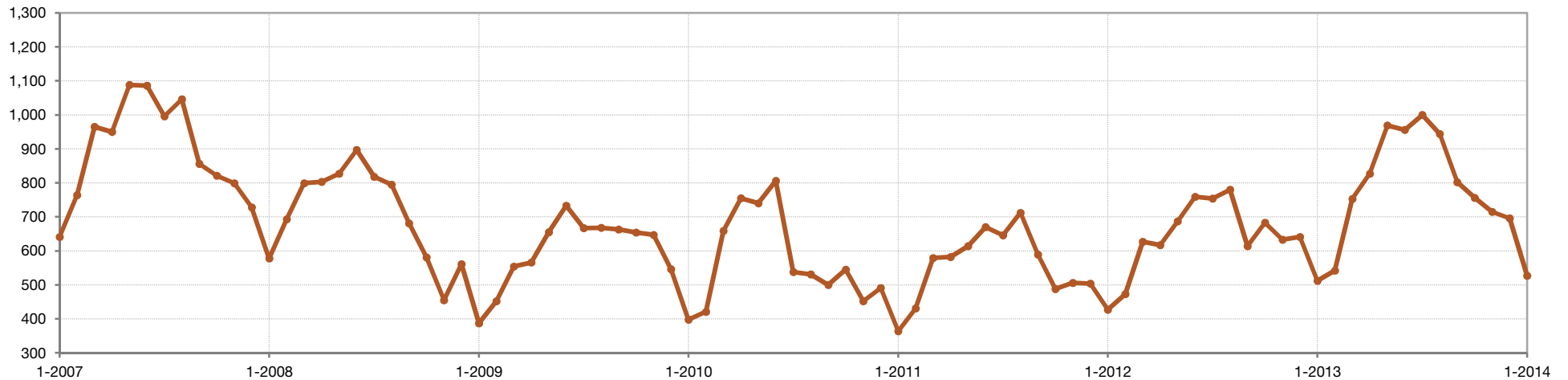


Year To Date



Month	Prior Year	Current Year	+ / -
February	473	542	+14.6%
March	627	753	+20.1%
April	617	827	+34.0%
May	687	969	+41.0%
June	759	956	+26.0%
July	754	1,000	+32.6%
August	780	944	+21.0%
September	614	802	+30.6%
October	683	756	+10.7%
November	633	715	+13.0%
December	641	696	+8.6%
January	512	527	+2.9%
12-Month Avg	648	791	+21.9%

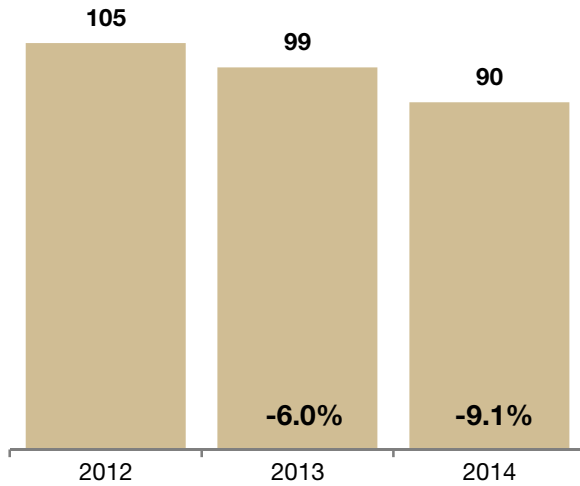
Historical Closed Sales Activity



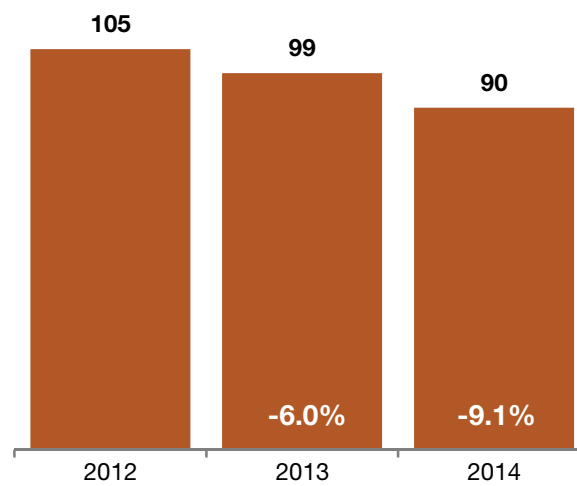
Days on Market Until Sale

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

January

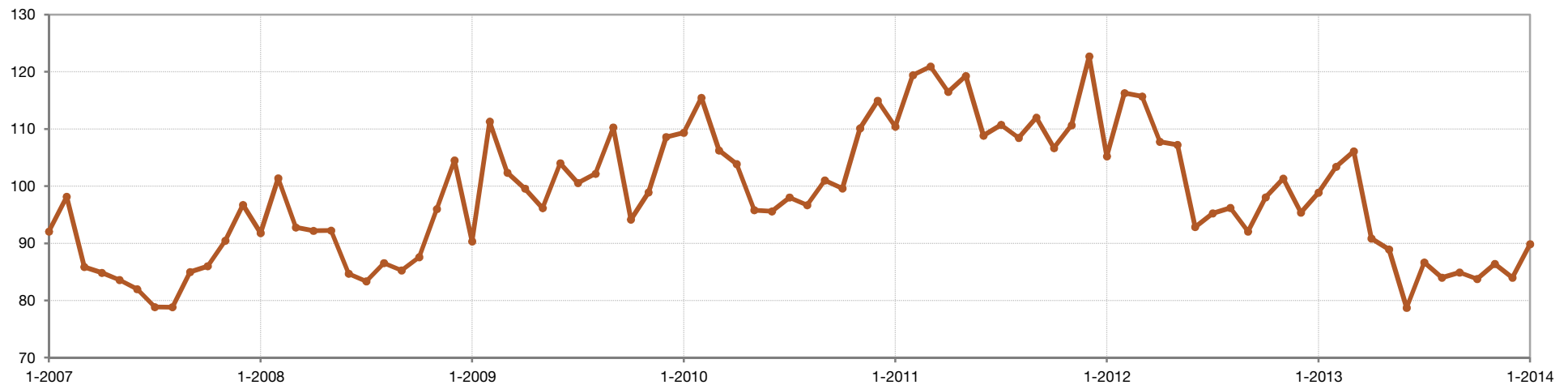


Year To Date



Month	Prior Year	Current Year	+ / -
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	-9.0%
August	96	84	-12.7%
September	92	85	-7.8%
October	98	84	-14.6%
November	101	86	-14.7%
December	95	84	-11.9%
January	99	90	-9.1%
12-Month Avg	101	88	-12.4%

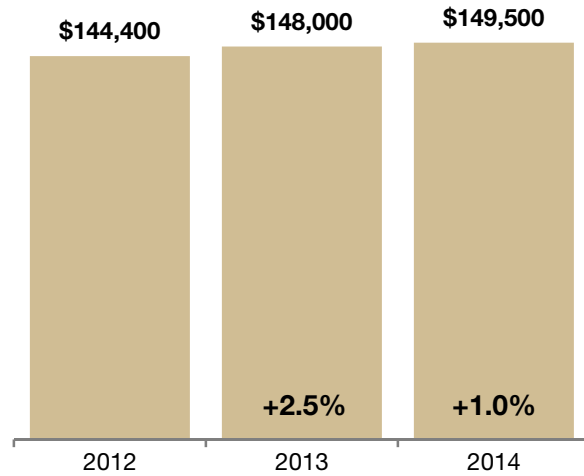
Historical Days on Market Until Sale



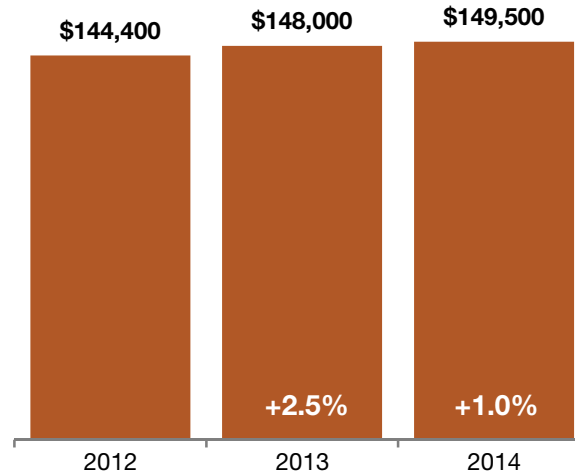
Median Sales Price

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

January



Year To Date



Month	Prior Year	Current Year	+ / -
February	\$135,000	\$143,000	+5.9%
March	\$144,000	\$146,900	+2.0%
April	\$141,000	\$151,750	+7.6%
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,450	+4.1%
August	\$156,500	\$168,750	+7.8%
September	\$147,000	\$155,927	+6.1%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,483	+2.3%
December	\$149,000	\$152,000	+2.0%
January	\$148,000	\$149,500	+1.0%
12-Month Med	\$149,000	\$155,000	+4.0%

Historical Median Sales Price

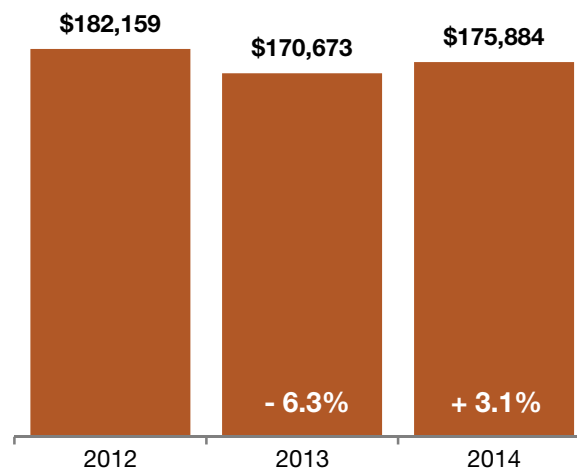
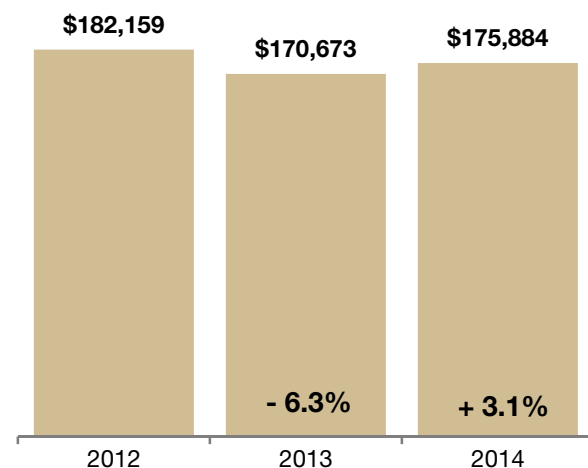


Average Sales Price

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

January

Year To Date



Month	Prior Year	Current Year	+ / -
February	\$161,712	\$165,286	+2.2%
March	\$169,938	\$172,057	+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	\$194,296	+1.1%
August	\$177,284	\$194,902	+9.9%
September	\$170,058	\$184,636	+8.6%
October	\$179,087	\$176,247	-1.6%
November	\$185,751	\$186,597	+0.5%
December	\$179,384	\$183,620	+2.4%
January	\$170,673	\$175,884	+3.1%
12-Month Avg	\$177,725	\$183,703	+3.4%

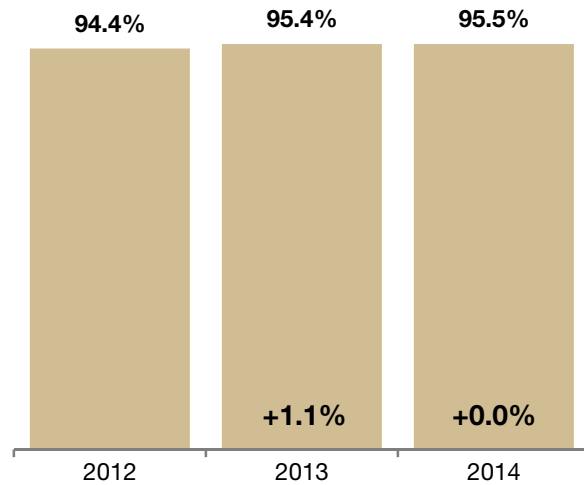
Historical Average Sales Price



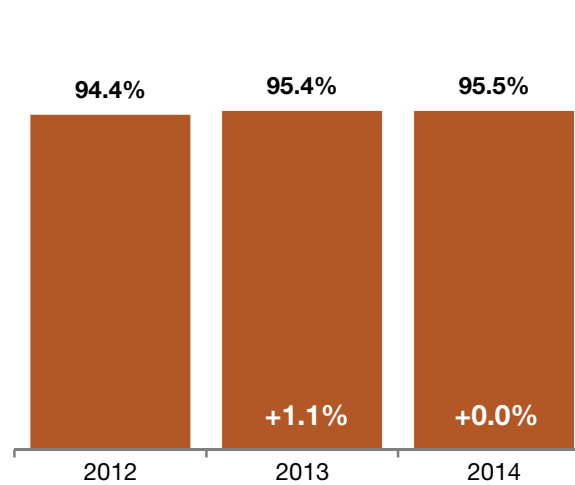
Percent of List Price Received

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

January



Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.0%	+0.8%
January	95.4%	95.5%	+0.0%
12-Month Avg	95.4%	96.1%	+0.7%

Historical Percent of List Price Received

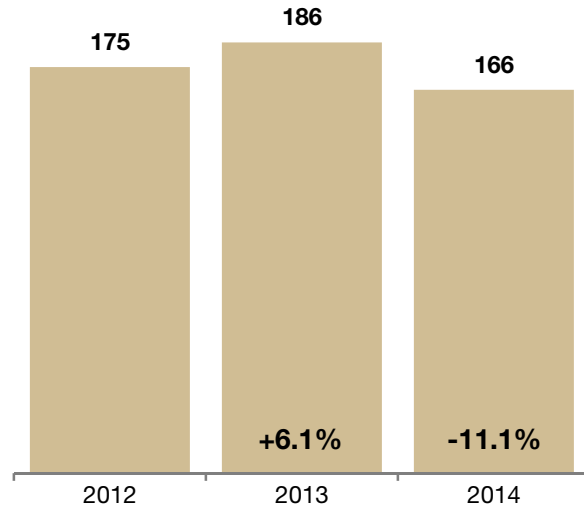


Housing Affordability Index

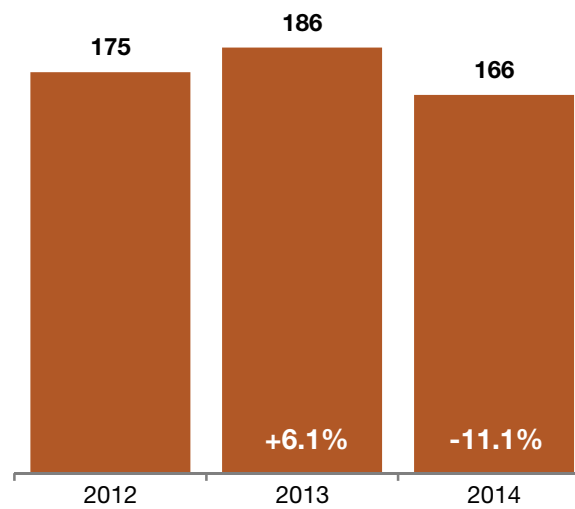
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

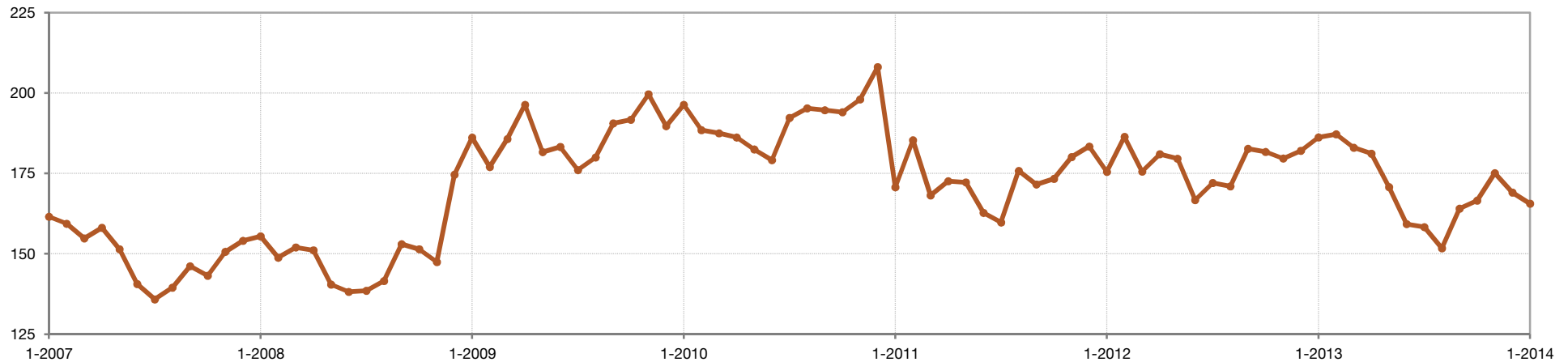


Year To Date



Month	Prior Year	Current Year	+ / -
February	186	187	+0.4%
March	176	183	+4.2%
April	181	181	+0.1%
May	180	171	-4.9%
June	167	159	-4.5%
July	172	158	-8.0%
August	171	152	-11.3%
September	183	164	-10.2%
October	182	167	-8.3%
November	180	175	-2.5%
December	182	169	-7.1%
January	186	166	-11.1%
12-Month Avg	179	169	-5.3%

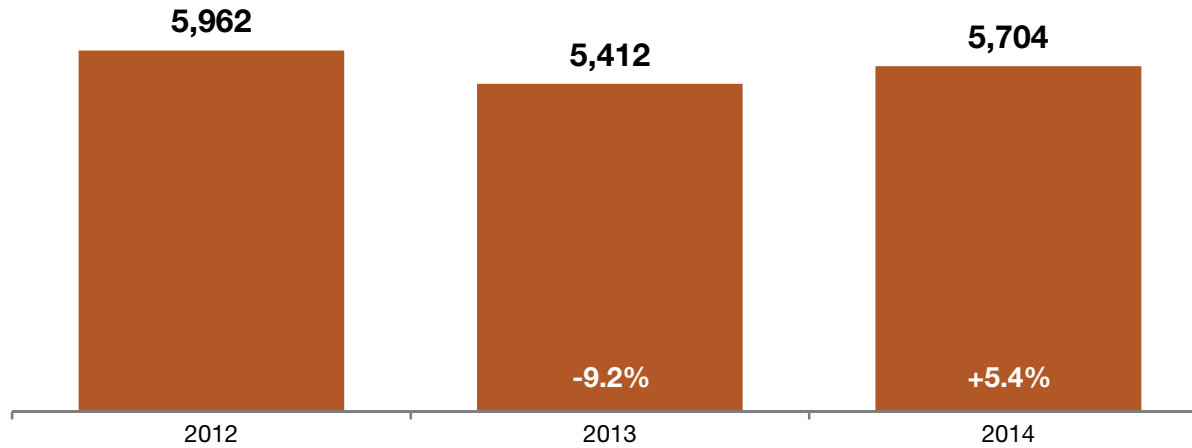
Historical Housing Affordability Index



Inventory of Homes for Sale

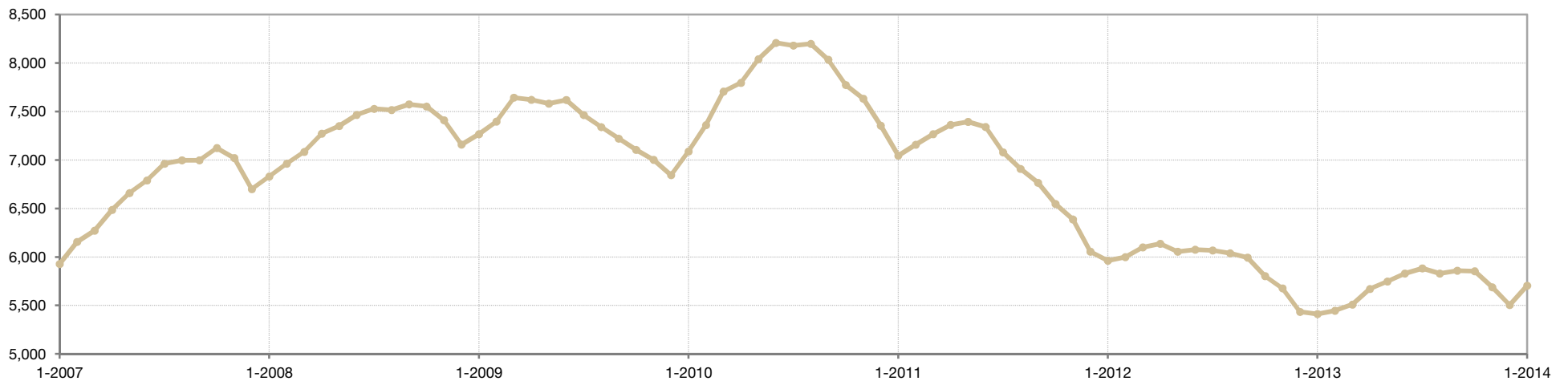
The number of properties available for sale in active status at the end of a given month.

January



Month	Prior Year	Current Year	+ / -
February	5,999	5,446	-9.2%
March	6,099	5,509	-9.7%
April	6,136	5,670	-7.6%
May	6,055	5,747	-5.1%
June	6,075	5,830	-4.0%
July	6,068	5,883	-3.0%
August	6,038	5,829	-3.5%
September	5,994	5,859	-2.3%
October	5,803	5,853	+0.9%
November	5,677	5,688	+0.2%
December	5,434	5,505	+1.3%
January	5,412	5,704	+5.4%
12-Month Avg	5,899	5,710	-3.2%

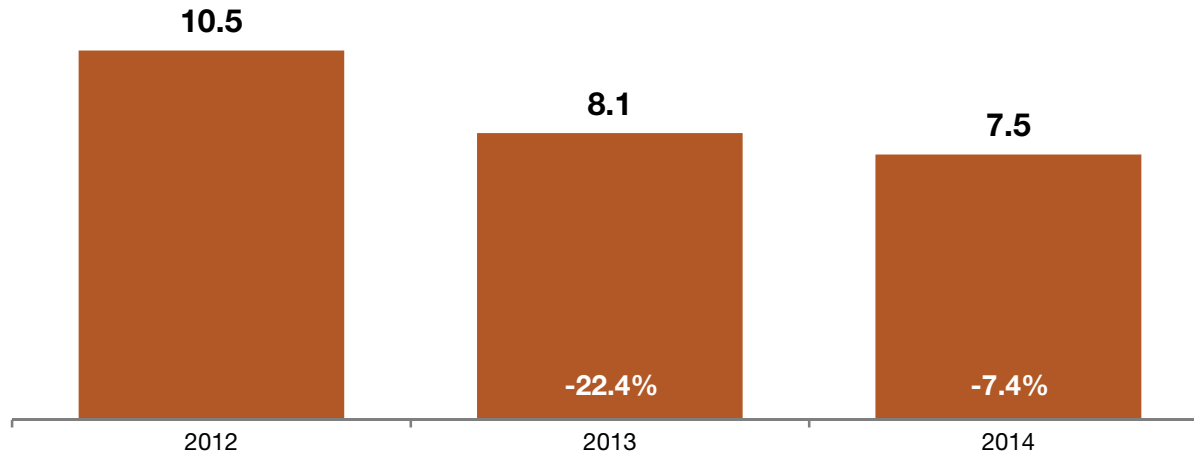
Historical Inventory of Homes for Sale



Months Supply of Inventory

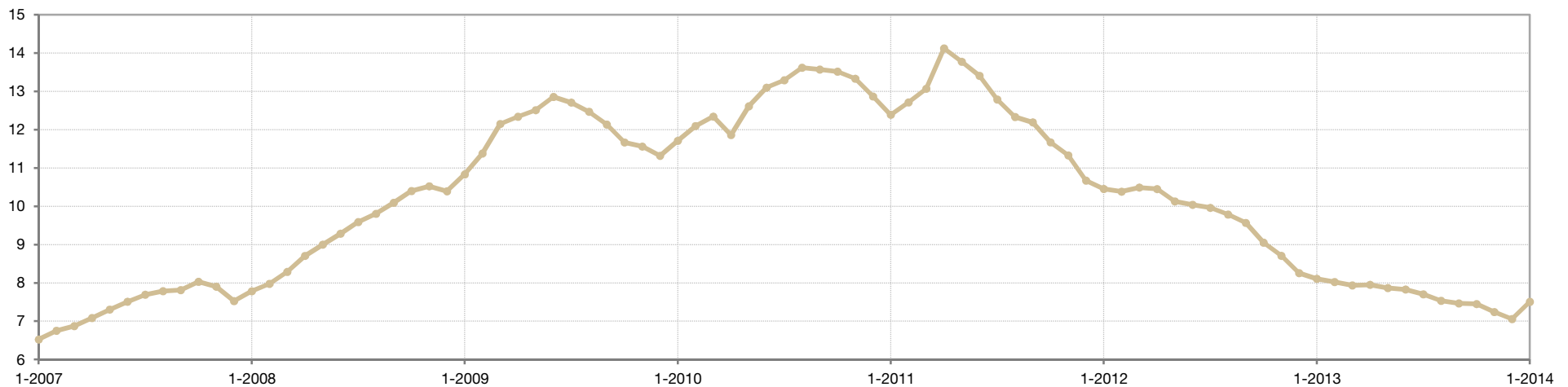
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



Month	Prior Year	Current Year	+ / -
February	10.4	8.0	-22.7%
March	10.5	7.9	-24.3%
April	10.5	8.0	-23.9%
May	10.1	7.9	-22.3%
June	10.0	7.8	-22.0%
July	10.0	7.7	-22.7%
August	9.8	7.5	-23.0%
September	9.6	7.5	-22.0%
October	9.1	7.4	-17.7%
November	8.7	7.2	-16.9%
December	8.3	7.1	-14.5%
January	8.1	7.5	-7.4%
12-Month Avg	9.6	7.6	-20.3%

Historical Months Supply of Inventory



Monthly Indicators

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February 2014

It's tempting to confuse market normalization with a possible slowdown. But those equipped with high-quality MLS data know better. As mortgage delinquencies fade, banks are listing bargain-priced product less often. That means investor activity – which accounts for a substantial market share – is moderating. That's not to say that rates and prices aren't still attractive to owner-occupant buyers. They most certainly are. Some short-term volatility is expected as part of a normal market readjustment.

New Listings in the Greater Greenville region decreased 7.1 percent to 1,159. Pending Sales were down 47.4 percent to 398. Inventory levels grew 7.4 percent to 5,852 units.

Prices marched higher. The Median Sales Price increased 6.3 percent to \$151,950. Days on Market was down 8.9 percent to 94 days. Absorption rates improved as Months Supply of Inventory was down 3.1 percent to 7.8 months.

The economy has more or less shuffled along, despite some climate-induced surprises to job growth and new construction. There is no denying the fact that we've now seen 47 straight months of private job growth, creating 8.5 million new payrolls. There's still work to be done. Thankfully, with such low inventory levels, many builders are bullish on new construction. The spring market is budding, and it should be an interesting one.

Quick Facts

+ 7.2%

Change in
Closed Sales

+ 6.3%

Change in
Median Sales Price

+ 7.4%

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.

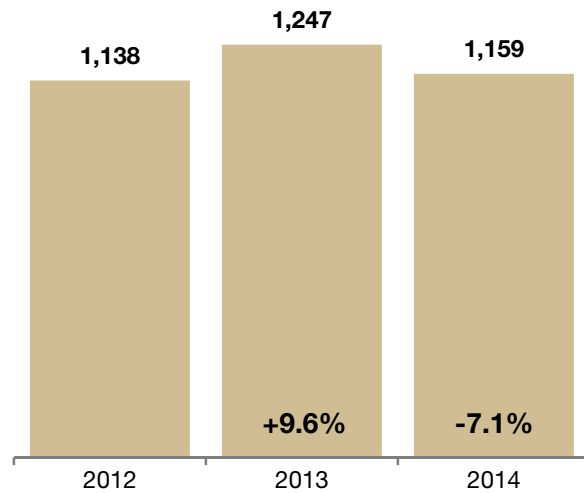


Key Metrics	Historical Sparklines	2-2013	2-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,247	1,159	- 7.1%	2,381	2,411	+ 1.3%
Pending Sales		756	398	- 47.4%	1,387	993	- 28.4%
Closed Sales		542	581	+ 7.2%	1,054	1,118	+ 6.1%
Days on Market Until Sale		103	94	- 8.9%	101	92	- 8.9%
Median Sales Price		\$143,000	\$151,950	+ 6.3%	\$145,000	\$150,500	+ 3.8%
Average Sales Price		\$165,286	\$178,500	+ 8.0%	\$167,889	\$177,737	+ 5.9%
Percent of List Price Received		95.8%	95.3%	- 0.6%	95.6%	95.4%	- 0.2%
Housing Affordability Index		187	166	- 11.5%	185	167	- 9.9%
Inventory of Homes for Sale		5,450	5,852	+ 7.4%	--	--	--
Months Supply of Homes for Sale		8.0	7.8	- 3.1%	--	--	--

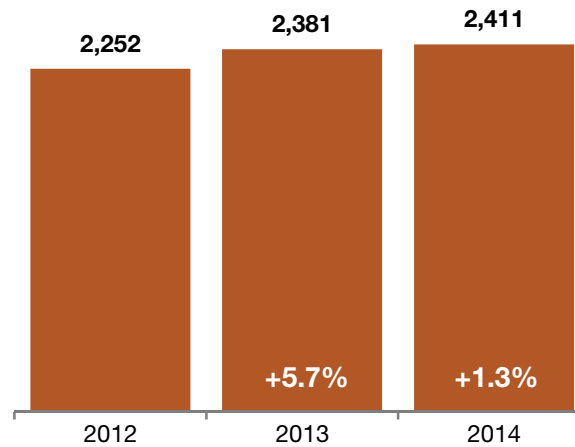
New Listings

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

February

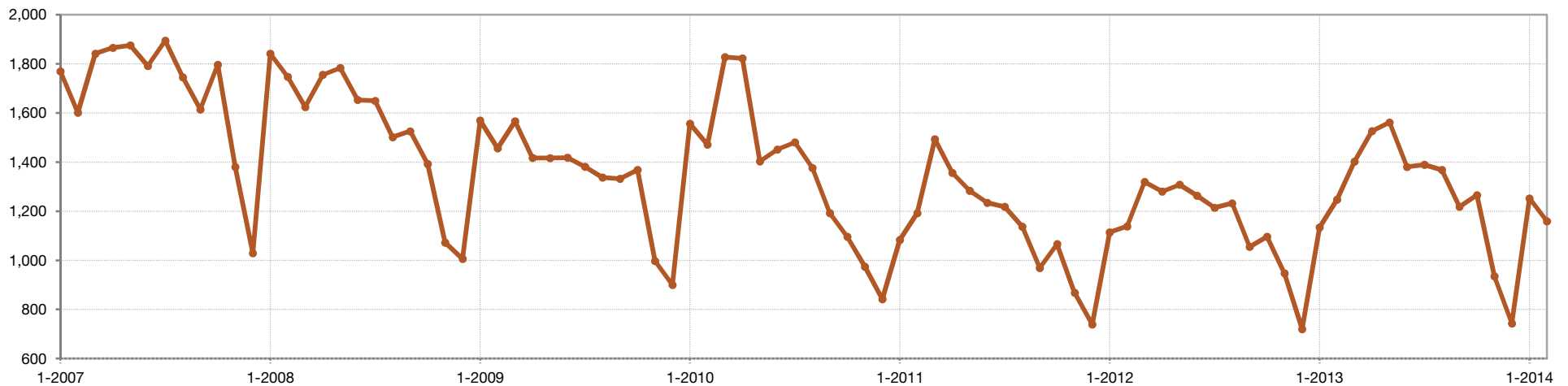


Year To Date



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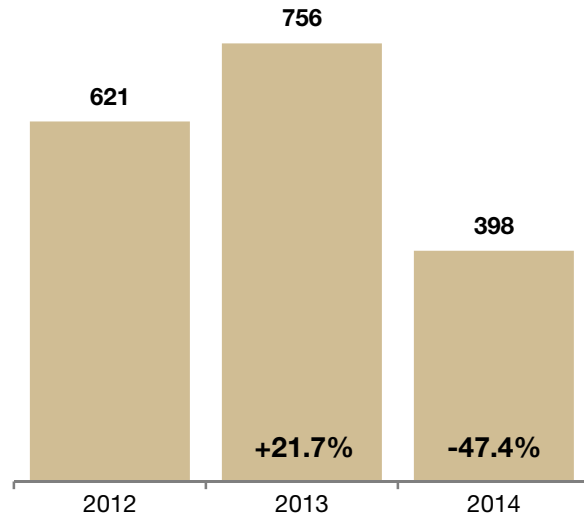
Historical New Listing Activity



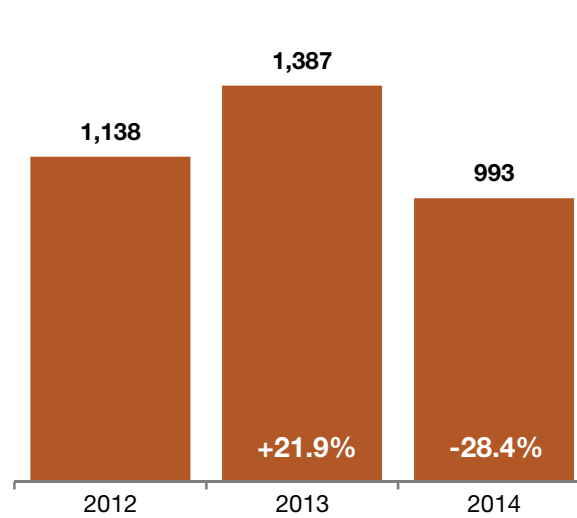
Pending Sales

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

February



Year To Date



Month	Prior Year	Current Year	+ / -
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April	731	957	+30.9%
May	774	985	+27.3%
June	740	912	+23.2%
July	672	902	+34.2%
August	721	841	+16.6%
September	597	731	+22.4%
October	692	712	+2.9%
November	577	582	+0.9%
December	511	484	-5.3%
January	631	595	-5.7%
February	756	398	-47.4%
12-Month Avg	679	752	+10.8%

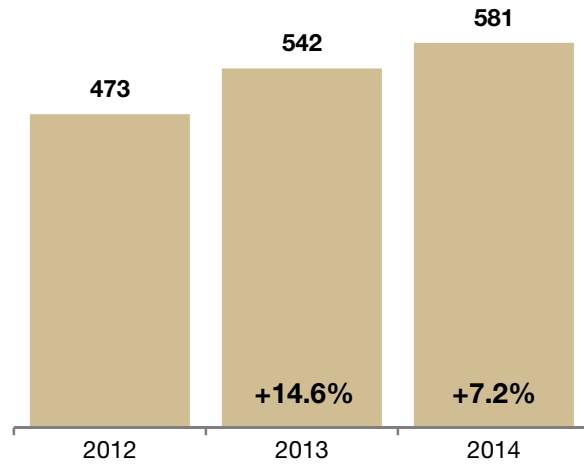
Historical Pending Sales Activity



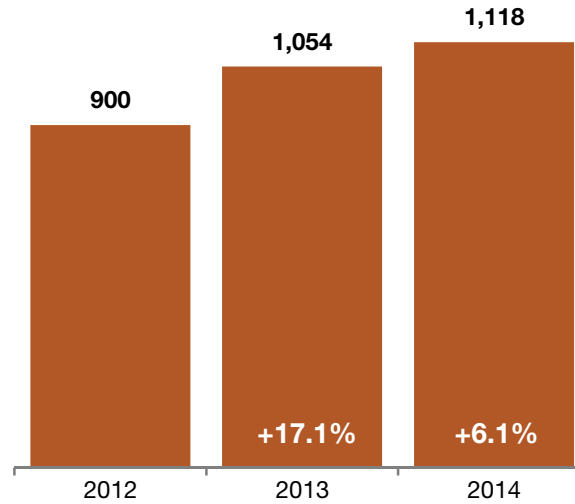
Closed Sales

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

February

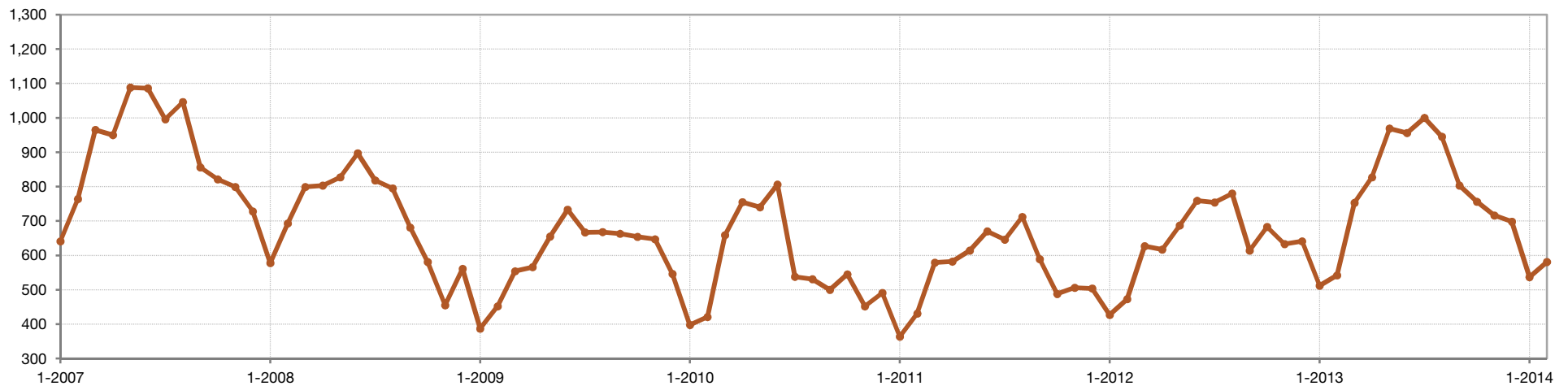


Year To Date



Month	Prior Year	Current Year	+ / -
March	627	753	+20.1%
April	617	827	+34.0%
May	687	969	+41.0%
June	759	956	+26.0%
July	754	1,000	+32.6%
August	780	945	+21.2%
September	614	803	+30.8%
October	683	756	+10.7%
November	633	716	+13.1%
December	641	698	+8.9%
January	512	537	+4.9%
February	542	581	+7.2%
12-Month Avg	654	795	+21.6%

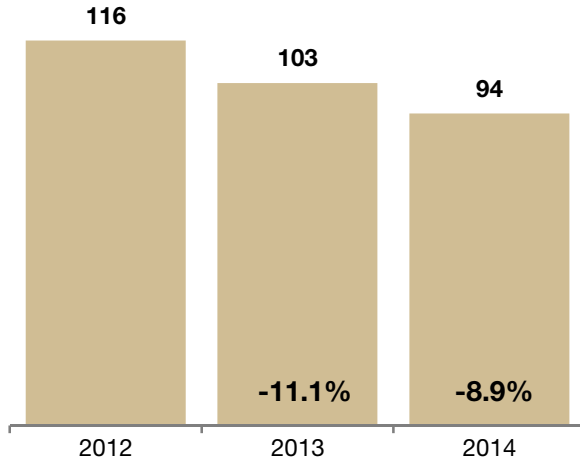
Historical Closed Sales Activity



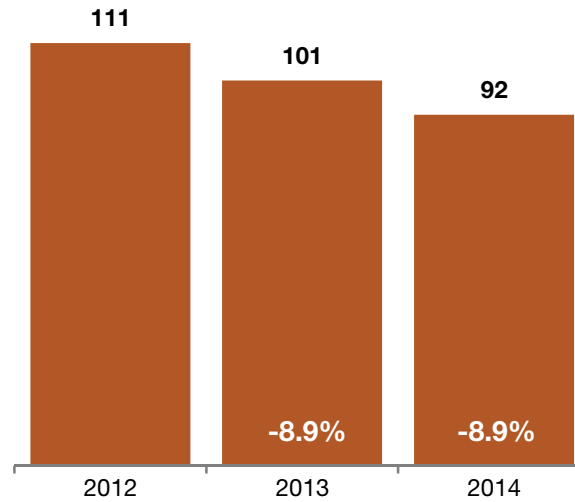
Days on Market Until Sale

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

February

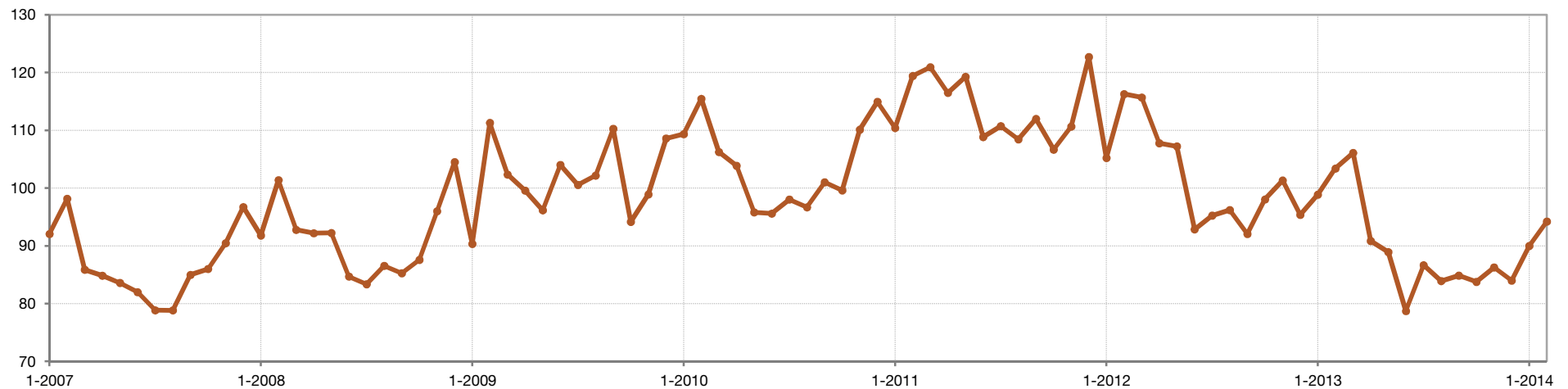


Year To Date



Month	Prior Year	Current Year	+ / -
March	116	106	-8.3%
April	108	91	-15.7%
May	107	89	-17.1%
June	93	79	-15.2%
July	95	87	-9.0%
August	96	84	-12.8%
September	92	85	-7.8%
October	98	84	-14.6%
November	101	86	-14.8%
December	95	84	-11.9%
January	99	90	-9.0%
February	103	94	-8.9%
12-Month Avg	100	88	-12.3%

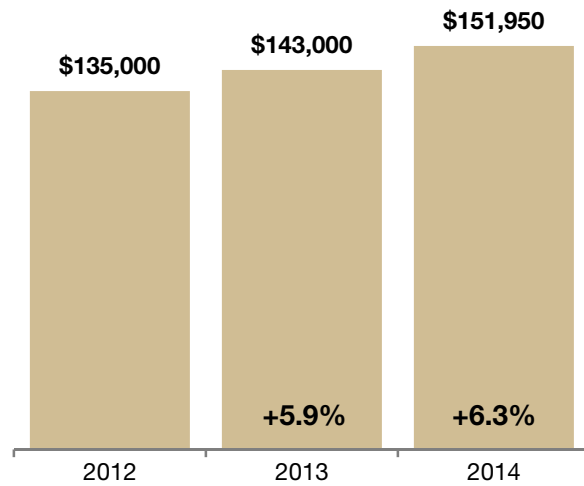
Historical Days on Market Until Sale



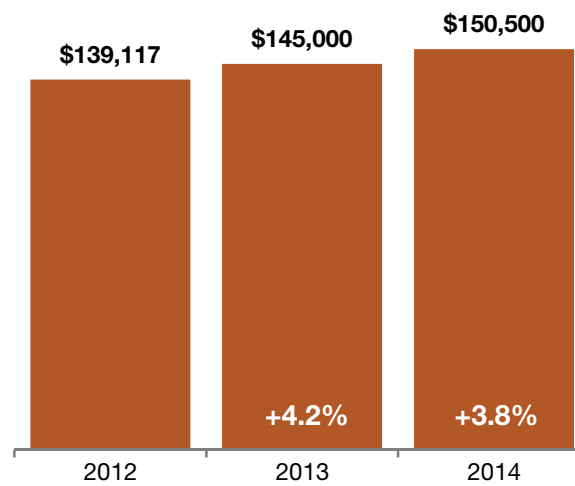
Median Sales Price

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

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$144,000	\$146,900	+2.0%
April	\$141,000	\$151,750	+7.6%
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,450	+4.1%
August	\$156,500	\$168,500	+7.7%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,965	+2.6%
December	\$149,000	\$152,500	+2.3%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$151,950	+6.3%
12-Month Med	\$149,500	\$155,000	+3.7%

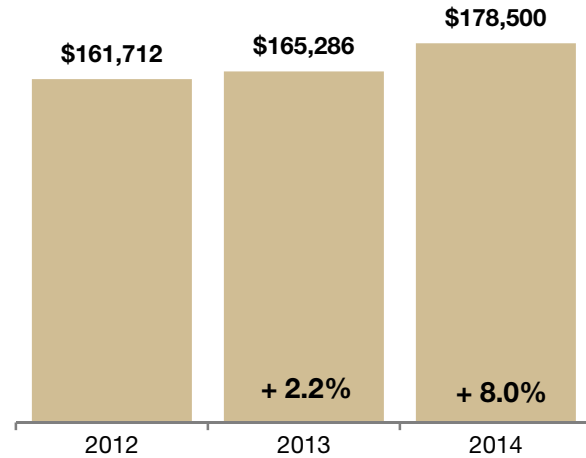
Historical Median Sales Price



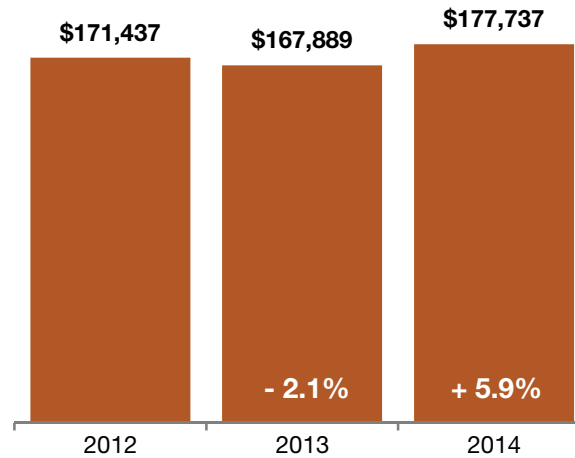
Average Sales Price

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	\$169,938	\$172,057	+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	\$194,296	+1.1%
August	\$177,284	\$194,858	+9.9%
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,247	-1.6%
November	\$185,751	\$186,950	+0.6%
December	\$179,384	\$184,164	+2.7%
January	\$170,673	\$176,913	+3.7%
February	\$165,286	\$178,500	+8.0%
12-Month Avg	\$177,816	\$184,542	+3.8%

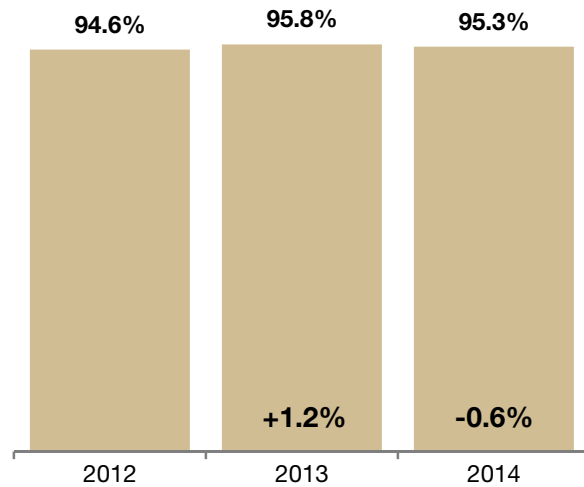
Historical Average Sales Price



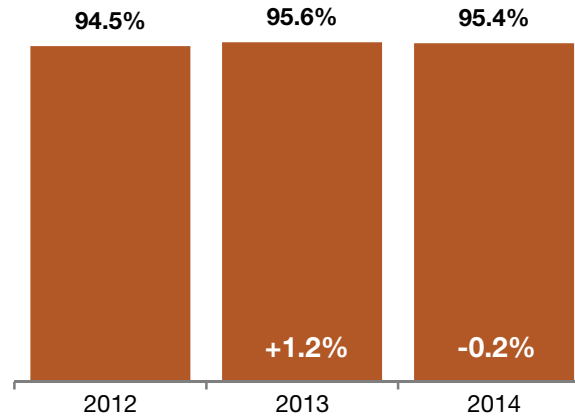
Percent of List Price Received

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.

February

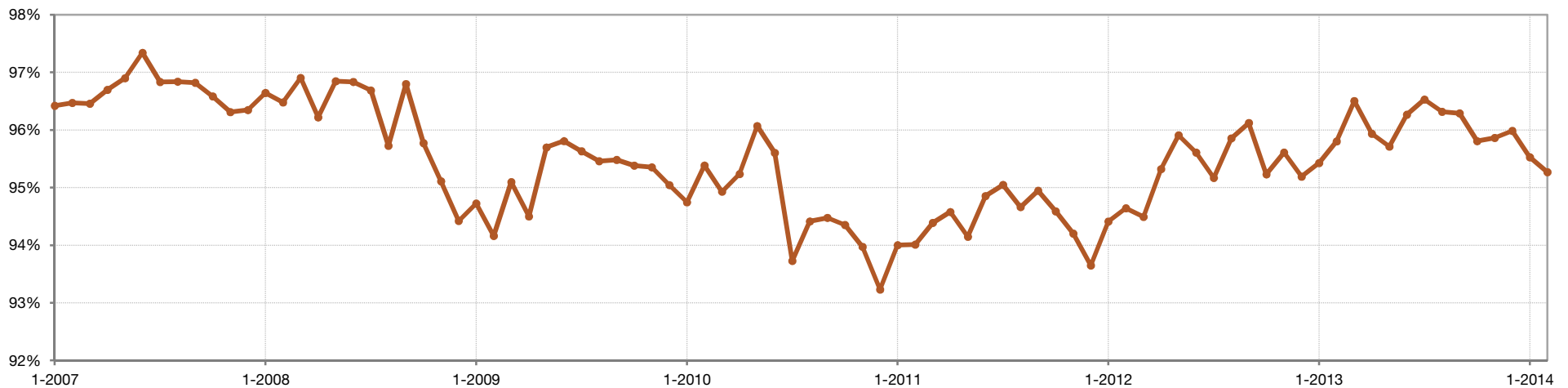


Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.0%	+0.8%
January	95.4%	95.5%	+0.1%
February	95.8%	95.3%	-0.6%
12-Month Avg	95.5%	96.0%	+0.6%

Historical Percent of List Price Received

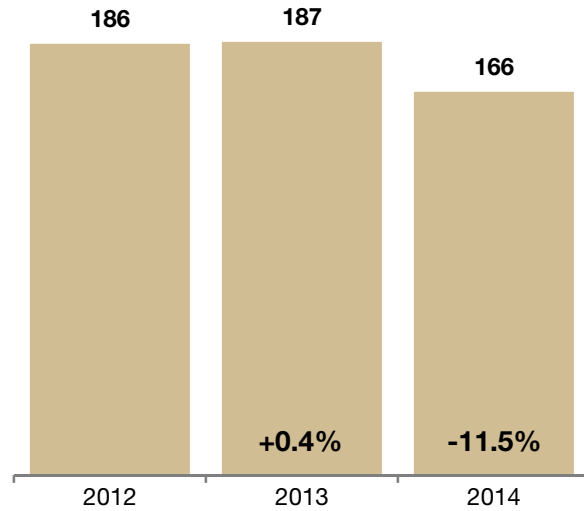


Housing Affordability Index

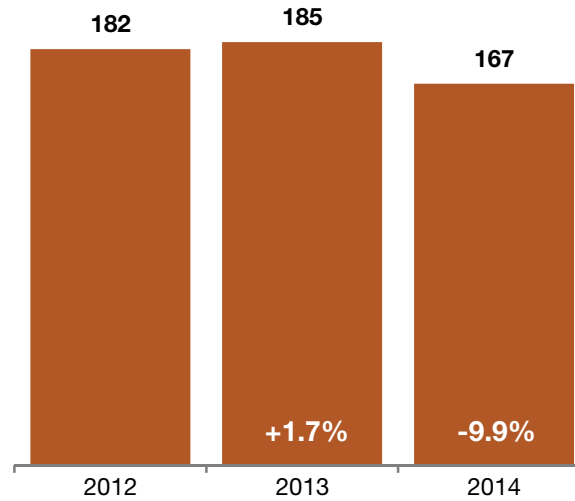
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February

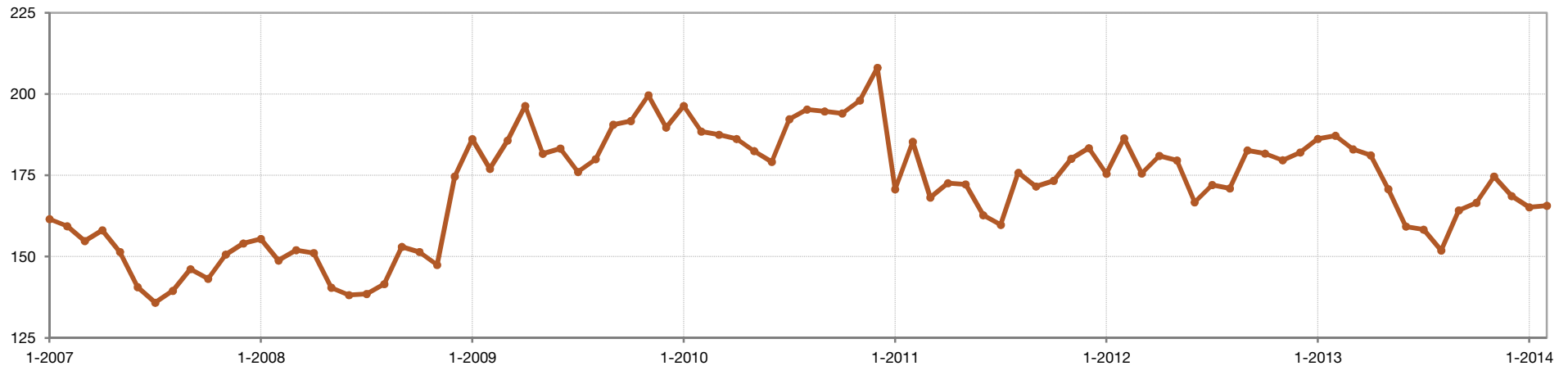


Year To Date



Month	Prior Year	Current Year	+ / -
March	176	183	+4.2%
April	181	181	+0.1%
May	180	171	-4.9%
June	167	159	-4.5%
July	172	158	-8.0%
August	171	152	-11.2%
September	183	164	-10.1%
October	182	167	-8.3%
November	180	175	-2.8%
December	182	169	-7.4%
January	186	165	-11.3%
February	187	166	-11.5%
12-Month Avg	179	167	-6.3%

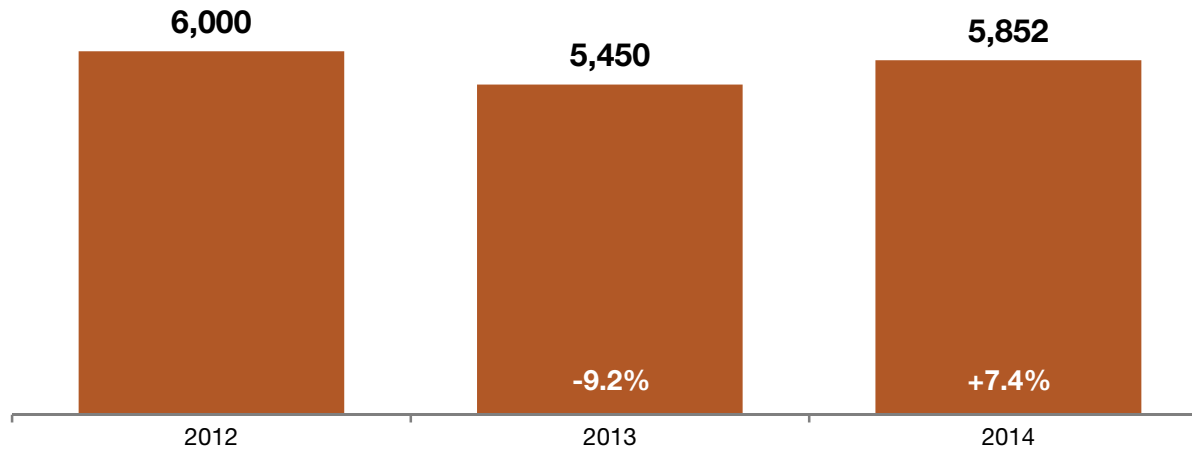
Historical Housing Affordability Index



Inventory of Homes for Sale

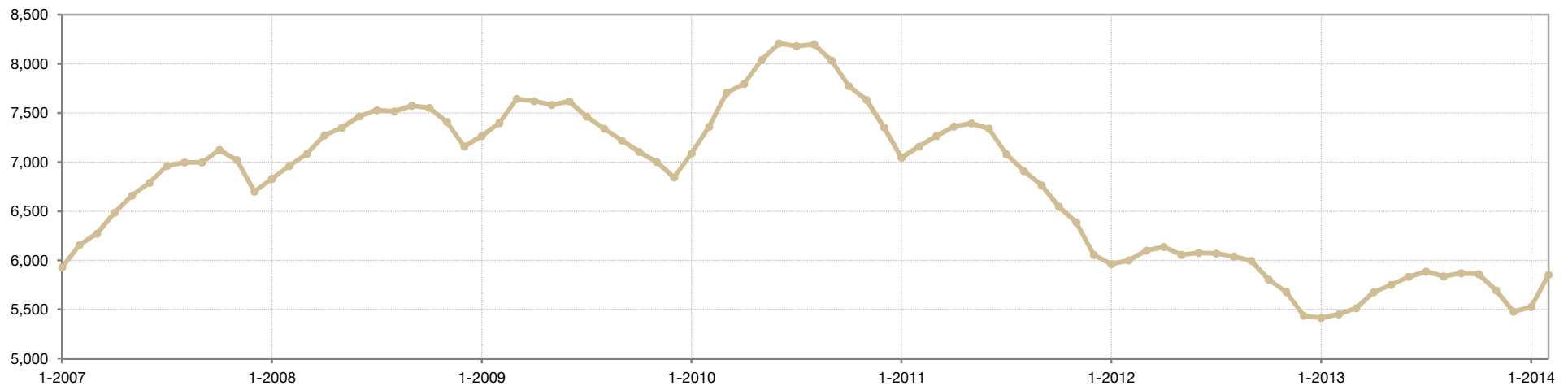
The number of properties available for sale in active status at the end of a given month.

February



Month	Prior Year	Current Year	+ / -
March	6,100	5,513	-9.6%
April	6,137	5,675	-7.5%
May	6,056	5,751	-5.0%
June	6,076	5,833	-4.0%
July	6,069	5,885	-3.0%
August	6,039	5,837	-3.3%
September	5,995	5,869	-2.1%
October	5,804	5,859	+0.9%
November	5,679	5,695	+0.3%
December	5,436	5,477	+0.8%
January	5,414	5,525	+2.1%
February	5,450	5,852	+7.4%
12-Month Avg	5,855	5,731	-2.1%

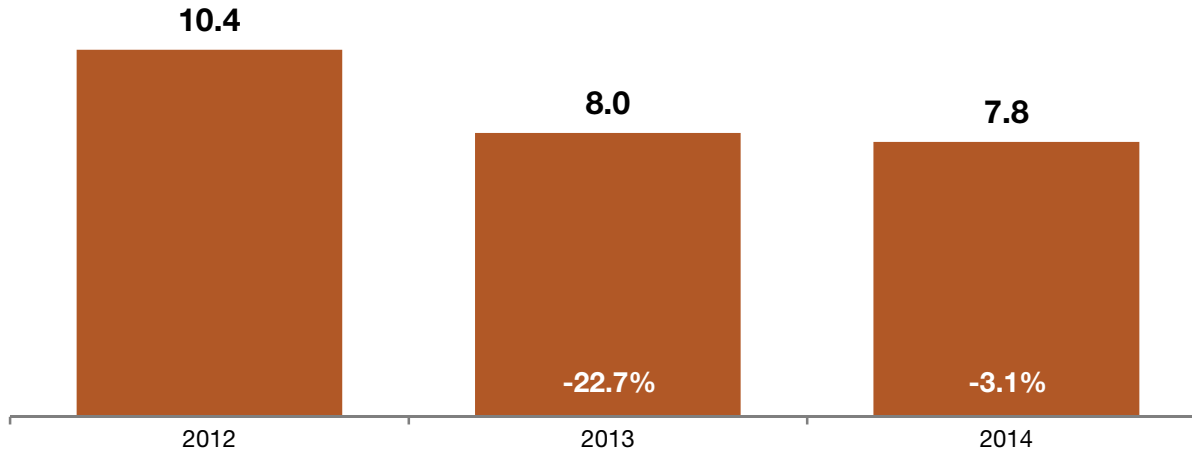
Historical Inventory of Homes for Sale



Months Supply of Inventory

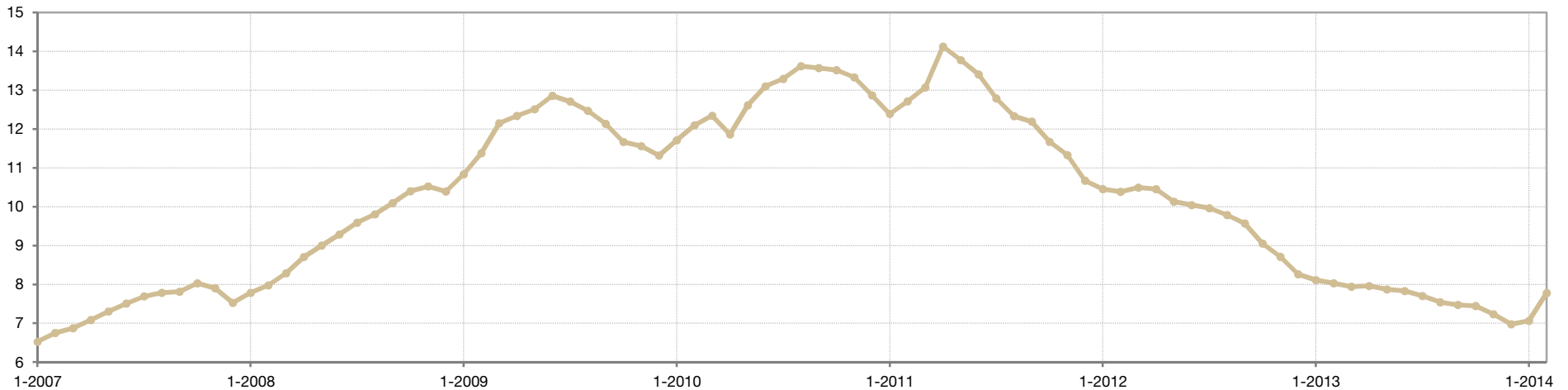
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

February



Month	Prior Year	Current Year	+ / -
March	10.5	7.9	-24.3%
April	10.5	8.0	-23.8%
May	10.1	7.9	-22.3%
June	10.0	7.8	-22.0%
July	10.0	7.7	-22.7%
August	9.8	7.5	-22.9%
September	9.6	7.5	-21.9%
October	9.1	7.4	-17.8%
November	8.7	7.2	-17.0%
December	8.3	7.0	-15.6%
January	8.1	7.1	-12.9%
February	8.0	7.8	-3.1%
12-Month Avg	9.4	7.6	-19.3%

Historical Months Supply of Inventory



Monthly Indicators

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



March 2014

During this year's spring refresh, seller activity is the first item on the watch list. Low inventory has been a national headline grabber, and many are eager to see if this is the year that brings a bevy of new properties to market for ready-to-buyers. Investor activity and cash purchases should be monitored, as well, along with any increases in new construction. And although interest rates are up from their all-time lows, borrowing costs are still remarkably affordable. It's cheaper to own than to rent in most of the country.

New Listings in the Greater Greenville region increased 7.2 percent to 1,504. Pending Sales were down 43.8 percent to 522. Inventory levels grew 9.7 percent to 6,055 units.

Prices marched higher. The Median Sales Price increased 6.2 percent to \$156,000. Days on Market was down 14.3 percent to 91 days. Absorption rates slowed as Months Supply of Inventory was up 1.9 percent to 8.1 months.

Consumers are in better shape for the current financial landscape, just in time for the primary home-buying season. Along with an uptick in consumer confidence, GDP growth was revised up to 2.6 percent by the Commerce Department. Consumer spending has risen and claims for unemployment benefits have decreased. Economic health fuels housing market growth. Employed, confident people with rising incomes tend to purchase real property.

Quick Facts

- 4.4%

+ 6.2%

+ 9.7%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Click on desired metric to jump to that page.

Market Overview

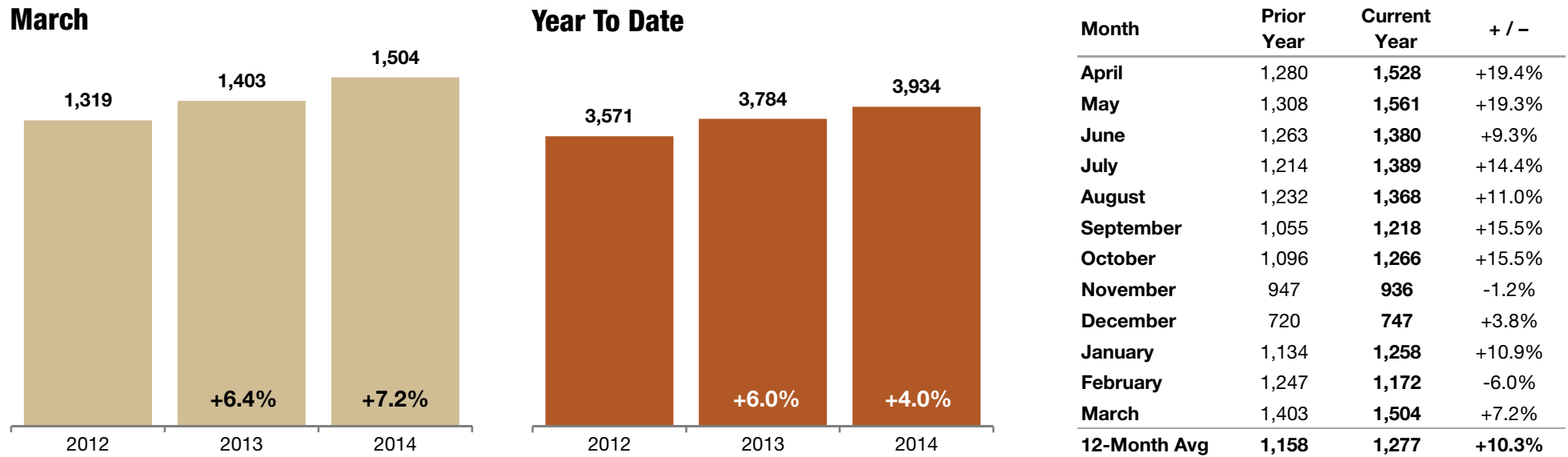
Key market metrics for the current month and year-to-date figures.



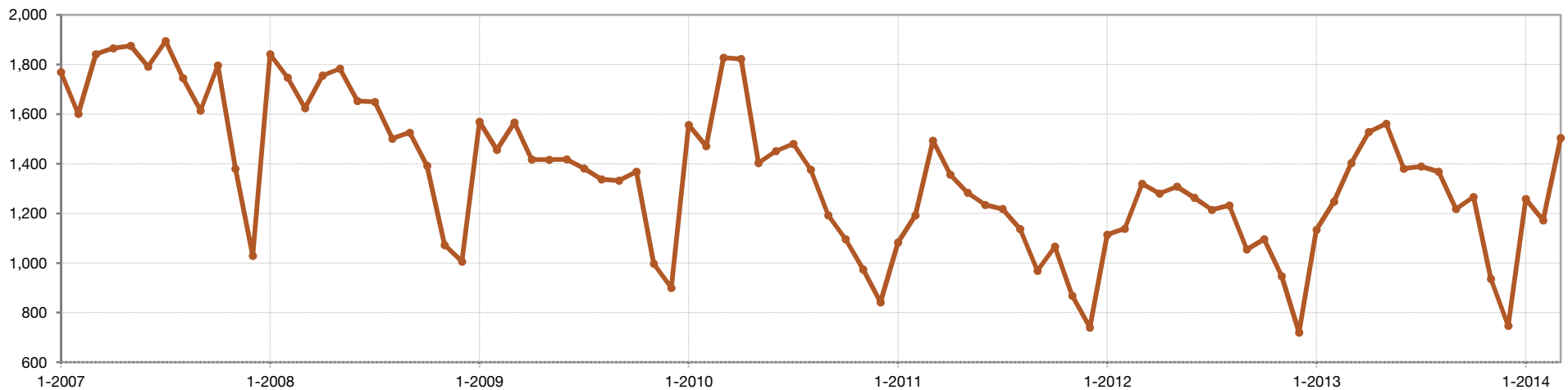
Key Metrics	Historical Sparklines	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,403	1,504	+ 7.2%	3,784	3,934	+ 4.0%
Pending Sales		929	522	- 43.8%	2,315	1,841	- 20.5%
Closed Sales		753	720	- 4.4%	1,807	1,851	+ 2.4%
Days on Market Until Sale		106	91	- 14.3%	103	92	- 11.4%
Median Sales Price		\$146,900	\$156,000	+ 6.2%	\$145,073	\$152,000	+ 4.8%
Average Sales Price		\$172,057	\$195,433	+ 13.6%	\$169,625	\$184,787	+ 8.9%
Percent of List Price Received		96.5%	96.4%	- 0.1%	96.0%	95.8%	- 0.2%
Housing Affordability Index		183	163	- 11.1%	185	166	- 10.1%
Inventory of Homes for Sale		5,518	6,055	+ 9.7%	--	--	--
Months Supply of Homes for Sale		8.0	8.1	+ 1.9%	--	--	--

New Listings

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

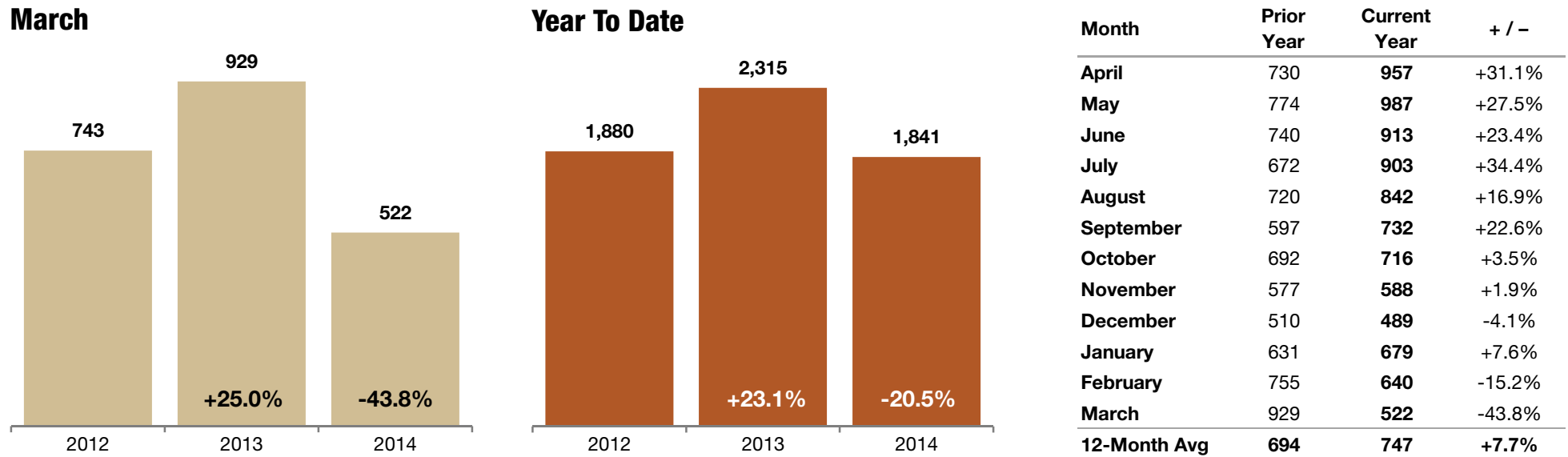


Historical New Listing Activity



Pending Sales

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

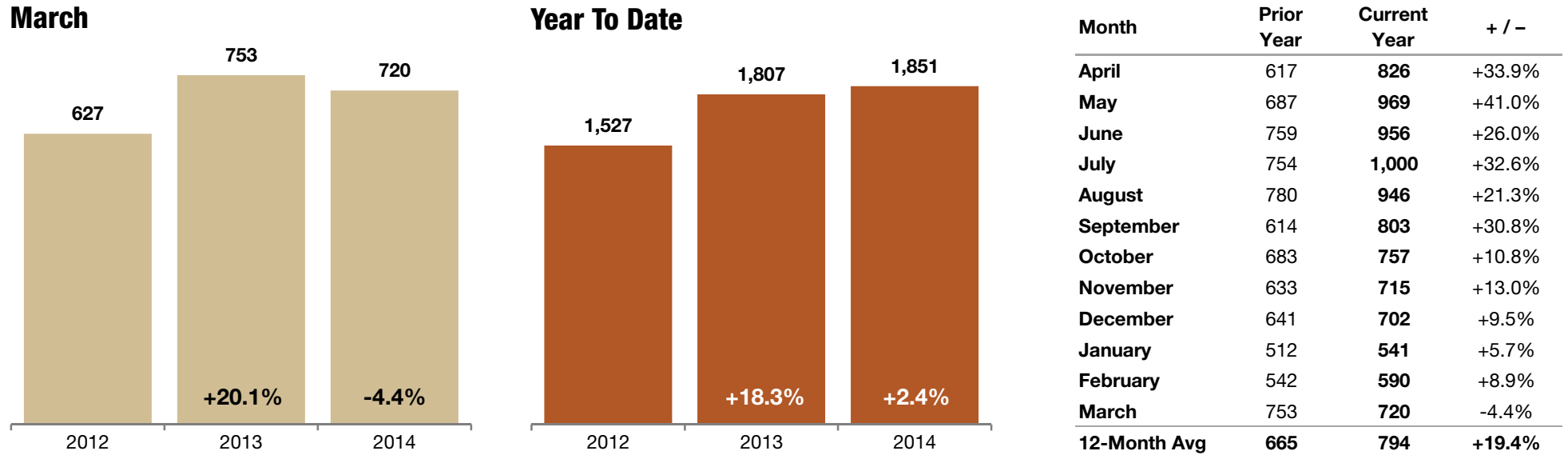


Historical Pending Sales Activity

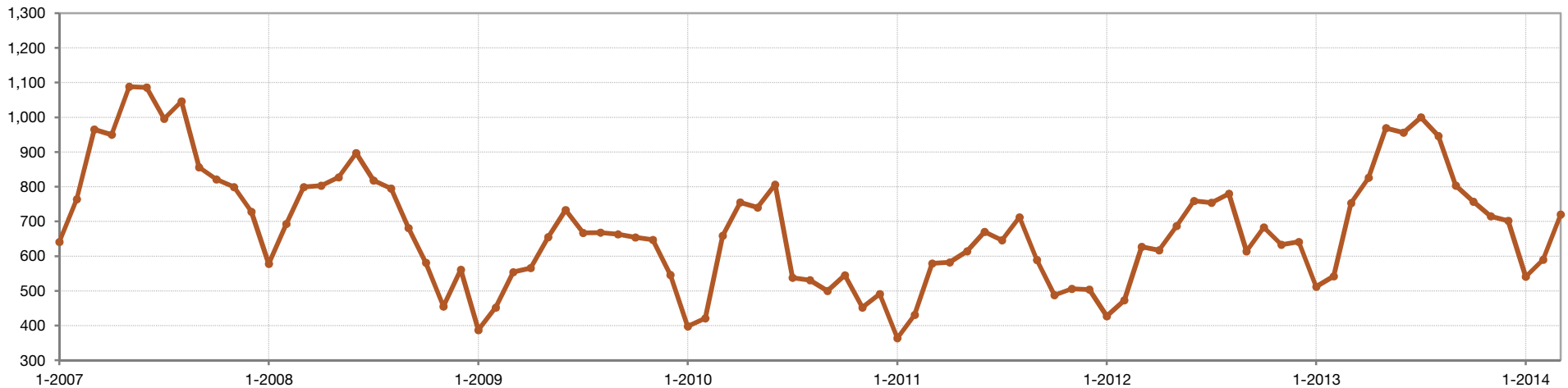


Closed Sales

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



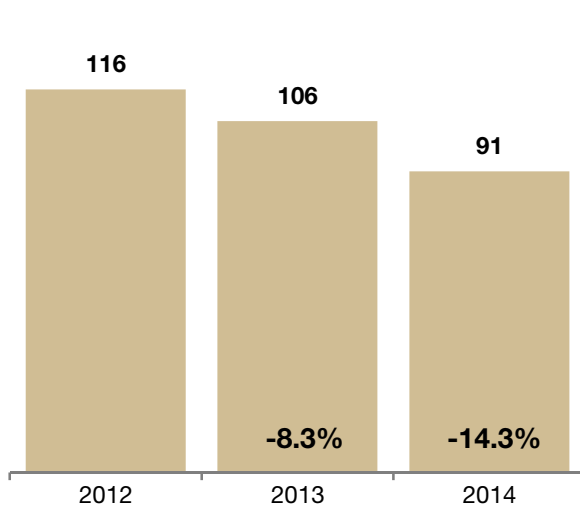
Historical Closed Sales Activity



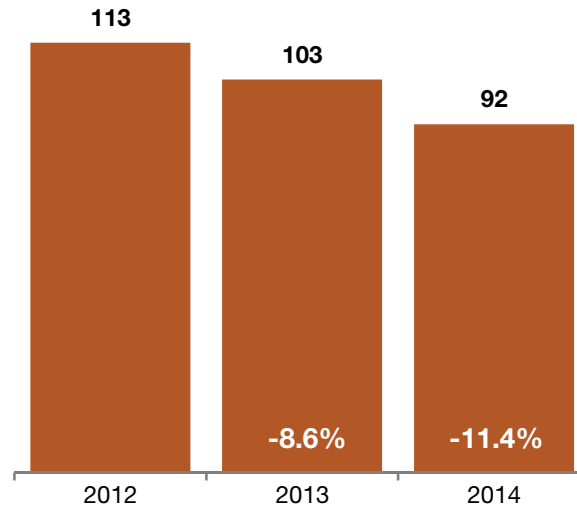
Days on Market Until Sale

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

March

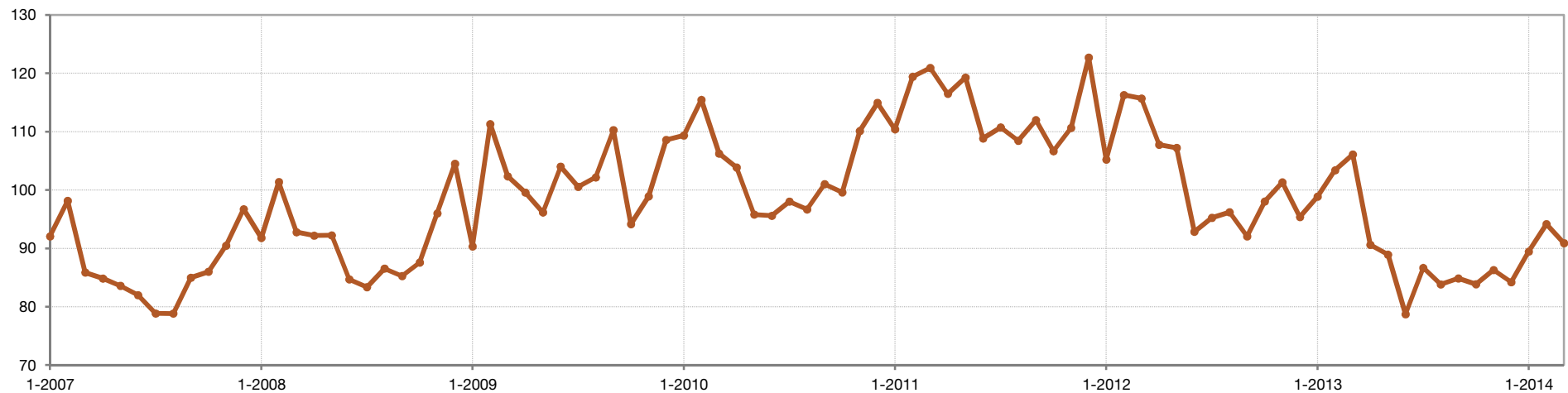


Year To Date



Month	Prior Year	Current Year	+ / -
April	108	91	-15.9%
May	107	89	-17.1%
June	93	79	-15.2%
July	95	87	-9.0%
August	96	84	-12.9%
September	92	85	-7.8%
October	98	84	-14.5%
November	101	86	-14.8%
December	95	84	-11.7%
January	99	89	-9.5%
February	103	94	-8.9%
March	106	91	-14.3%
12-Month Avg	99	87	-13.0%

Historical Days on Market Until Sale

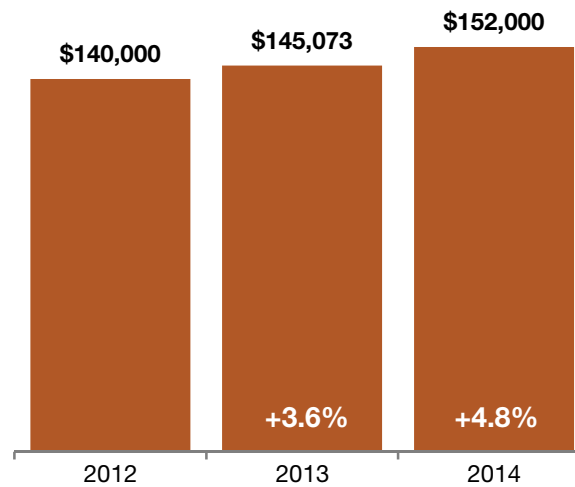
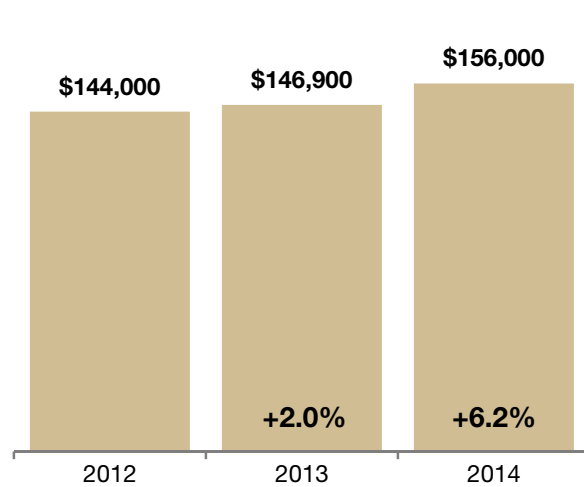


Median Sales Price

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

March

Year To Date



Month	Prior Year	Current Year	+ / -
April	\$141,000	\$151,500	+7.4%
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,450	+4.1%
August	\$156,500	\$168,000	+7.3%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,483	+2.3%
December	\$149,000	\$152,500	+2.3%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,962	+7.0%
March	\$146,900	\$156,000	+6.2%
12-Month Med	\$149,000	\$156,000	+4.7%

Historical Median Sales Price

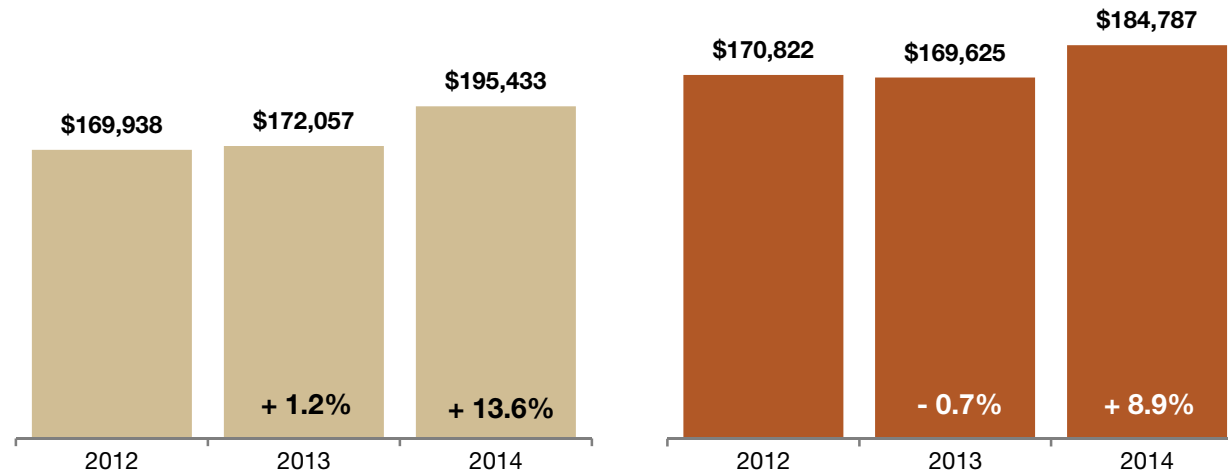


Average Sales Price

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

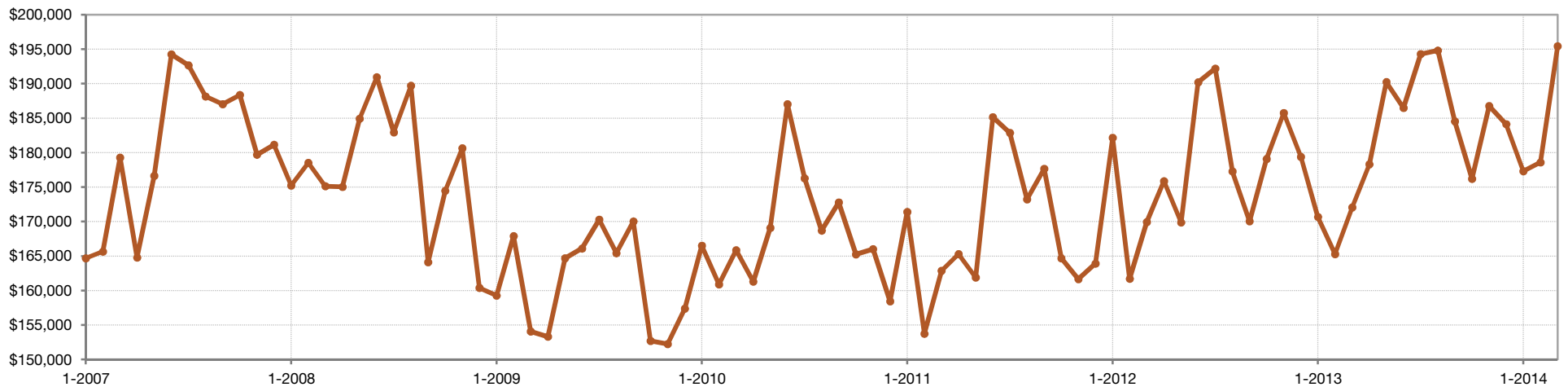
March

Year To Date



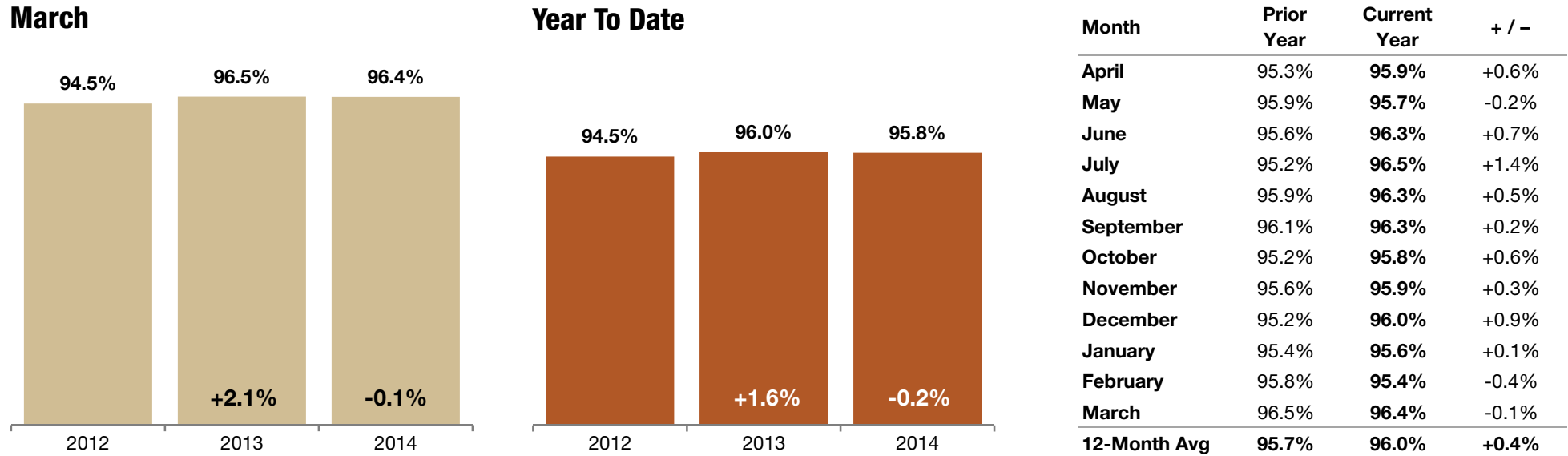
Month	Prior Year	Current Year	+ / -
April	\$175,862	\$178,303	+1.4%
May	\$169,876	\$190,234	+12.0%
June	\$190,196	\$186,484	-2.0%
July	\$192,189	\$194,296	+1.1%
August	\$177,284	\$194,799	+9.9%
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,756	+0.5%
December	\$179,384	\$184,125	+2.6%
January	\$170,673	\$177,310	+3.9%
February	\$165,286	\$178,580	+8.0%
March	\$172,057	\$195,433	+13.6%
12-Month Avg	\$177,885	\$186,336	+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.

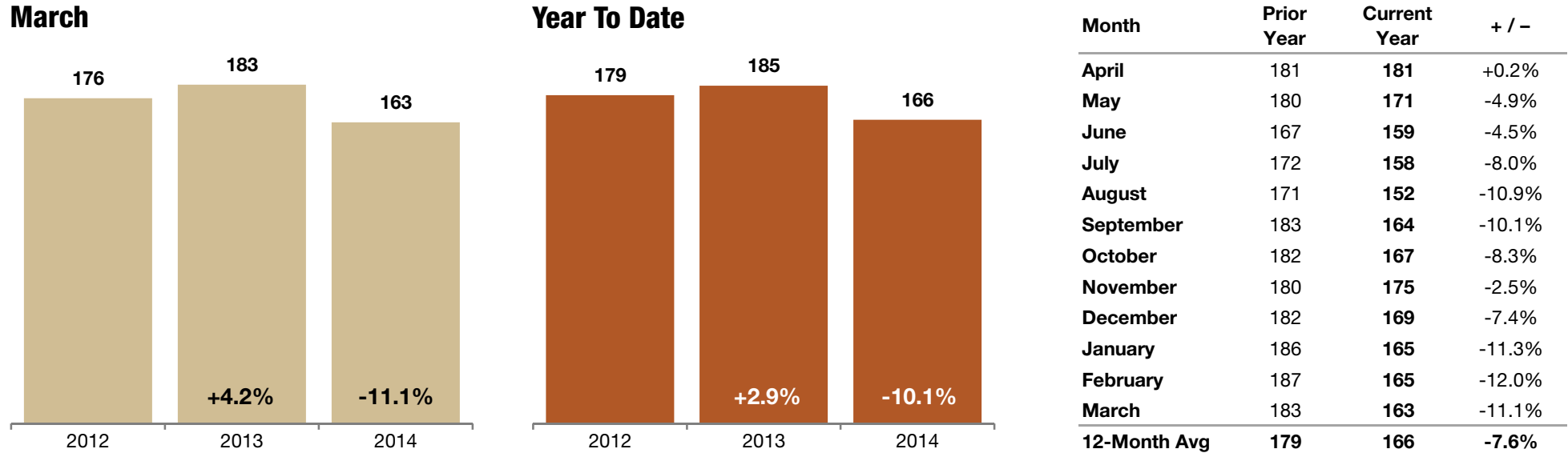


Historical Percent of List Price Received

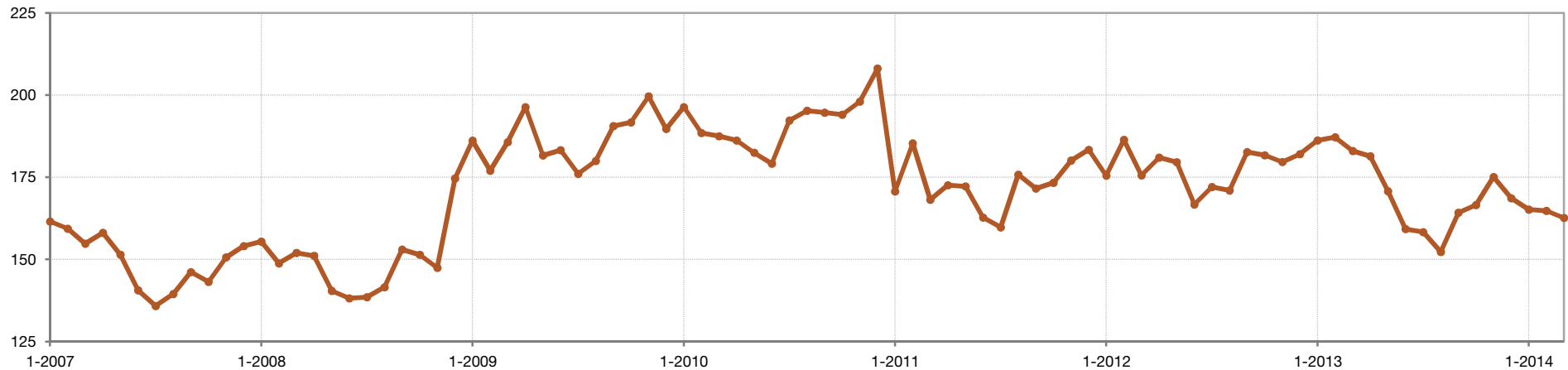


Housing Affordability Index

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.**



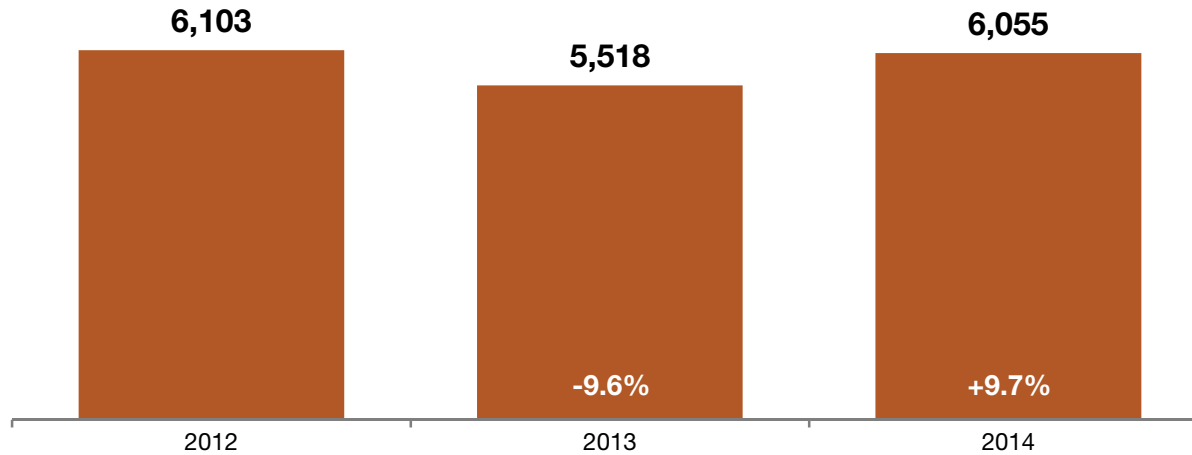
Historical Housing Affordability Index



Inventory of Homes for Sale

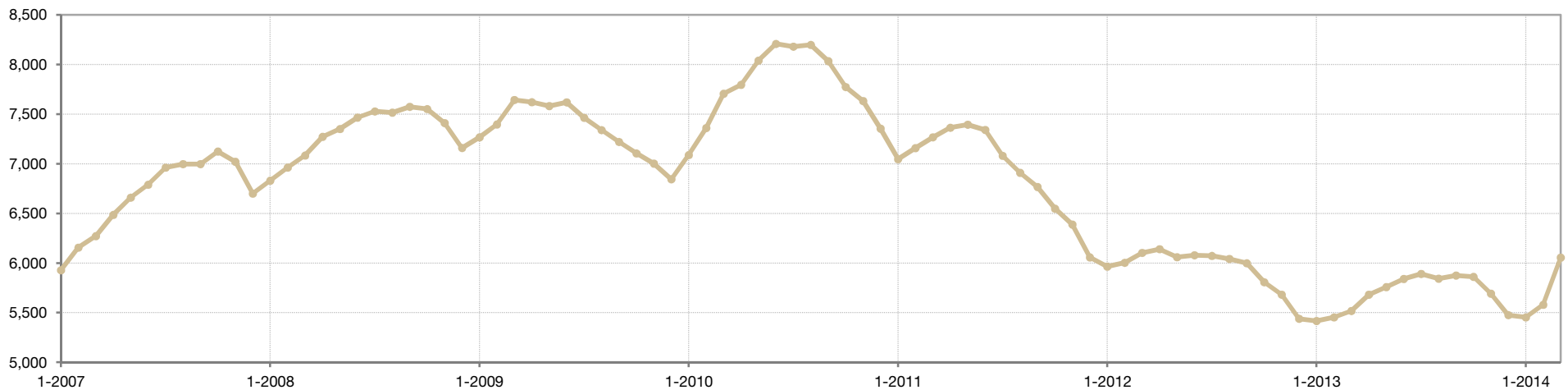
The number of properties available for sale in active status at the end of a given month.

March



Month	Prior Year	Current Year	+ / -
April	6,140	5,682	-7.5%
May	6,059	5,758	-5.0%
June	6,079	5,840	-3.9%
July	6,072	5,891	-3.0%
August	6,042	5,843	-3.3%
September	5,998	5,875	-2.1%
October	5,807	5,861	+0.9%
November	5,682	5,692	+0.2%
December	5,439	5,476	+0.7%
January	5,417	5,453	+0.7%
February	5,453	5,580	+2.3%
March	5,518	6,055	+9.7%
12-Month Avg	5,809	5,751	-1.0%

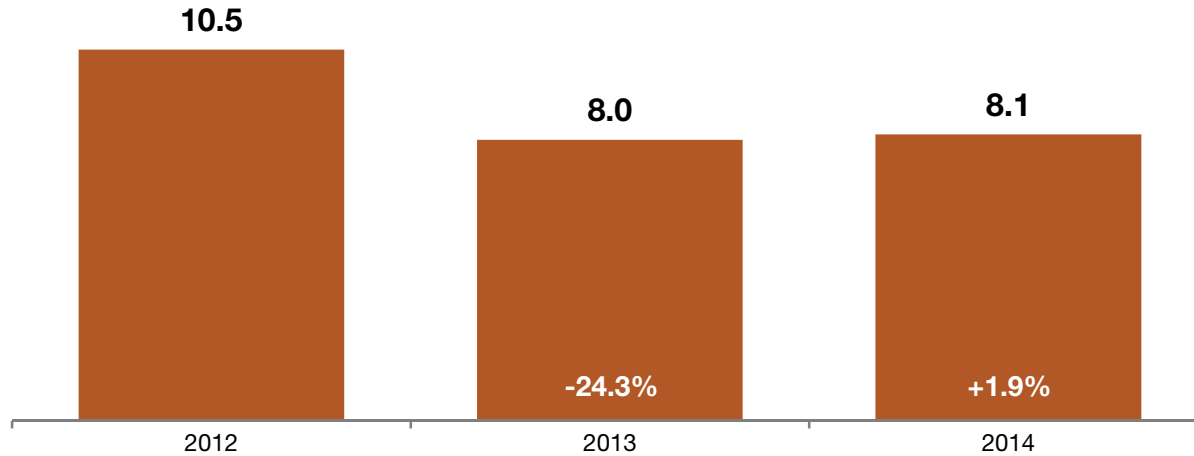
Historical Inventory of Homes for Sale



Months Supply of Inventory

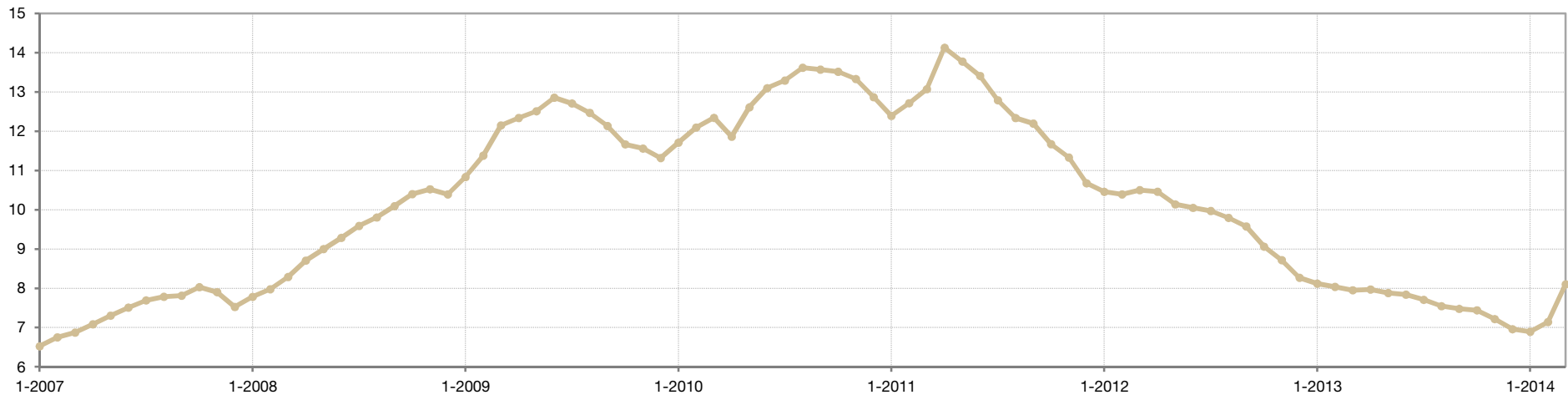
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



Month	Prior Year	Current Year	+ / -
April	10.5	8.0	-23.8%
May	10.1	7.9	-22.3%
June	10.0	7.8	-22.0%
July	10.0	7.7	-22.7%
August	9.8	7.5	-23.0%
September	9.6	7.5	-21.9%
October	9.1	7.4	-17.9%
November	8.7	7.2	-17.2%
December	8.3	7.0	-15.8%
January	8.1	6.9	-15.1%
February	8.0	7.1	-11.1%
March	8.0	8.1	+1.9%
12-Month Avg	9.2	7.5	-18.1%

Historical Months Supply of Inventory



Monthly Indicators

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



April 2014

The public has finally grown used to talk of a real estate market in recovery. With prices going up, people are starting to wonder if a new bubble is forming. Most metropolitan markets are somewhere between recovery and normalization. Supply is still tight but improving in some areas. What housing really needs is further job and wage growth to support healthy demand levels fueled by new household formations.

New Listings in the Greater Greenville region increased 0.3 percent to 1,533. Pending Sales were down 49.5 percent to 483. Inventory levels grew 11.0 percent to 6,311 units.

Prices softened somewhat. The Median Sales Price decreased 2.5 percent to \$147,722. Days on Market was down 0.6 percent to 90 days. Absorption rates slowed as Months Supply of Inventory was up 6.7 percent to 8.5 months.

April's job growth was above expectations. Growth is likely to accelerate through the year, but the types of jobs being created is also important. We're producing more low-wage jobs as opposed to high-wage jobs. That's not conducive to increasing the number of potential buyers. It also means less disposable income sloshing around. Even so, some local markets may pause but are unlikely to falter thanks to suppressed supply levels and an improving sales mix. Don't confuse temporarily weak demand indicators for stagnation.

Quick Facts

- 0.7%

Change in
Closed Sales

- 2.5%

Change in
Median Sales Price

+ 11.0%

Change in
Inventory

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Click on desired metric to jump to that page.

Market Overview

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

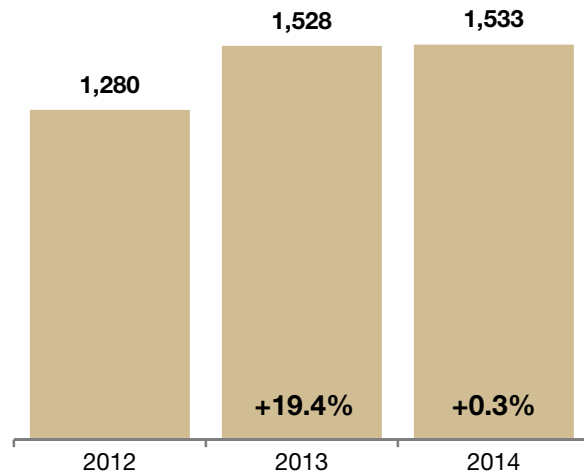


Key Metrics	Historical Sparklines	4-2013	4-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,528	1,533	+ 0.3%	5,313	5,494	+ 3.4%
Pending Sales		957	483	- 49.5%	3,273	2,707	- 17.3%
Closed Sales		826	820	- 0.7%	2,633	2,682	+ 1.9%
Days on Market Until Sale		91	90	- 0.6%	99	91	- 8.4%
Median Sales Price		\$151,500	\$147,722	- 2.5%	\$147,900	\$150,188	+ 1.5%
Average Sales Price		\$178,303	\$181,656	+ 1.9%	\$172,351	\$183,578	+ 6.5%
Percent of List Price Received		95.9%	96.3%	+ 0.4%	96.0%	96.0%	- 0.0%
Housing Affordability Index		192	179	- 6.7%	196	176	- 10.4%
Inventory of Homes for Sale		5,686	6,311	+ 11.0%	--	--	--
Months Supply of Homes for Sale		8.0	8.5	+ 6.7%	--	--	--

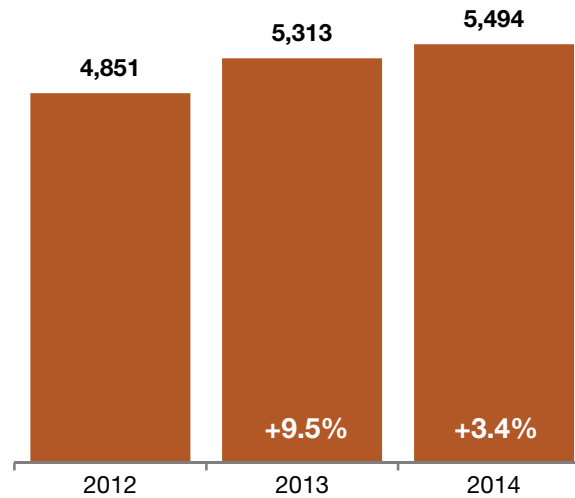
New Listings

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

April

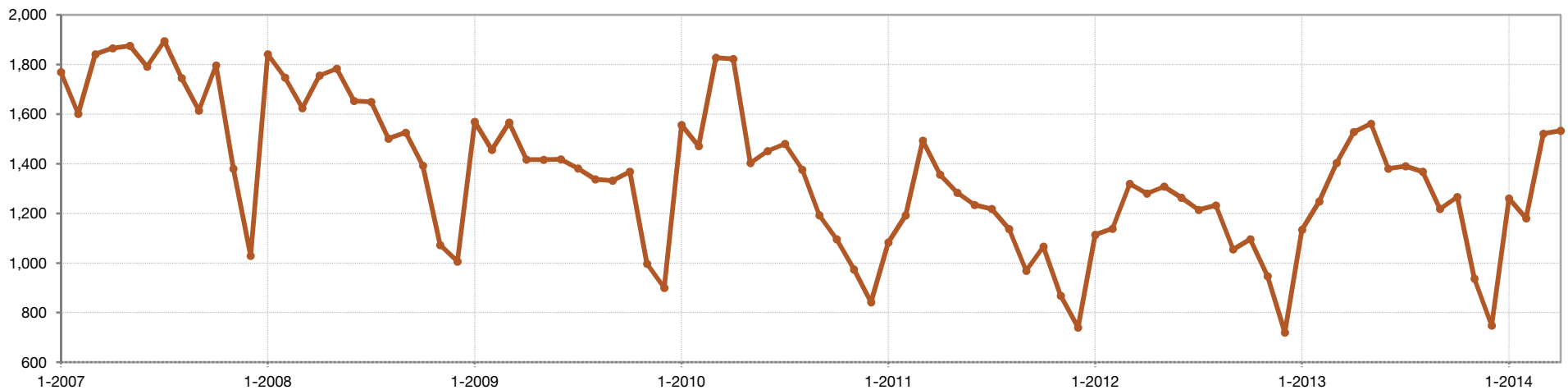


Year To Date



Month	Prior Year	Current Year	+ / -
May	1,308	1,561	+19.3%
June	1,263	1,380	+9.3%
July	1,214	1,390	+14.5%
August	1,232	1,368	+11.0%
September	1,055	1,218	+15.5%
October	1,096	1,266	+15.5%
November	947	937	-1.1%
December	720	748	+3.9%
January	1,134	1,260	+11.1%
February	1,248	1,180	-5.4%
March	1,403	1,521	+8.4%
April	1,528	1,533	+0.3%
12-Month Avg	1,179	1,280	+8.6%

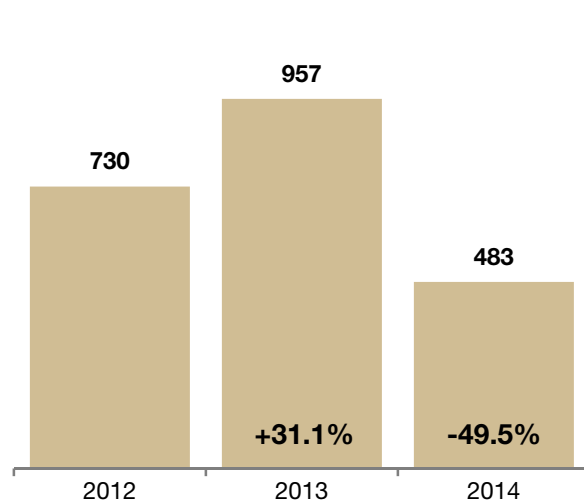
Historical New Listing Activity



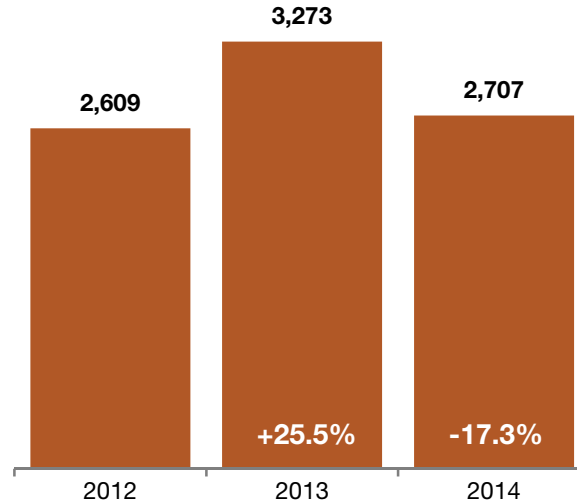
Pending Sales

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

April

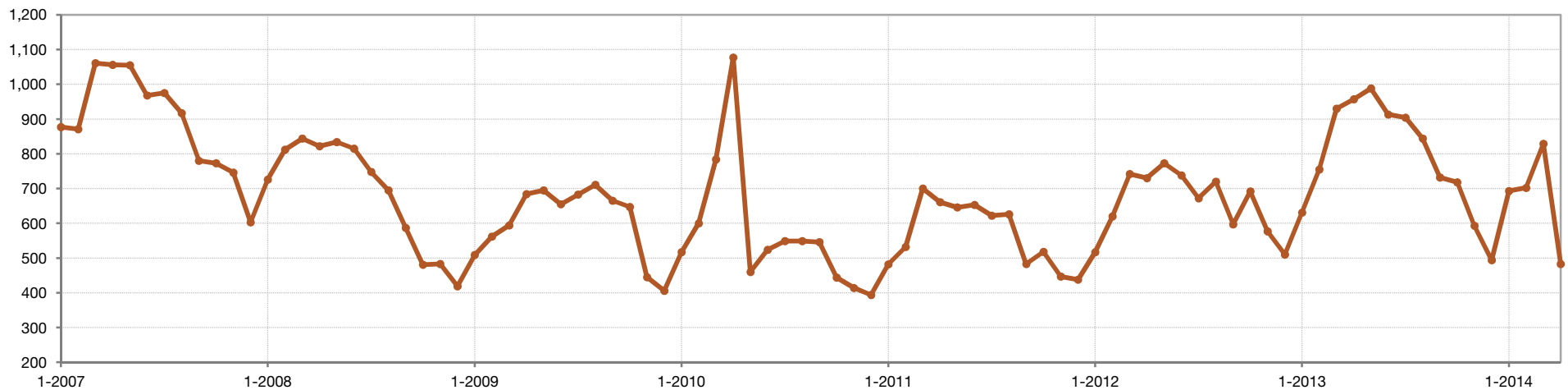


Year To Date



Month	Prior Year	Current Year	+ / -
May	773	988	+27.8%
June	738	913	+23.7%
July	672	904	+34.5%
August	720	844	+17.2%
September	597	732	+22.6%
October	692	718	+3.8%
November	577	593	+2.8%
December	510	494	-3.1%
January	631	693	+9.8%
February	755	702	-7.0%
March	930	829	-10.9%
April	957	483	-49.5%
12-Month Avg	713	741	+4.0%

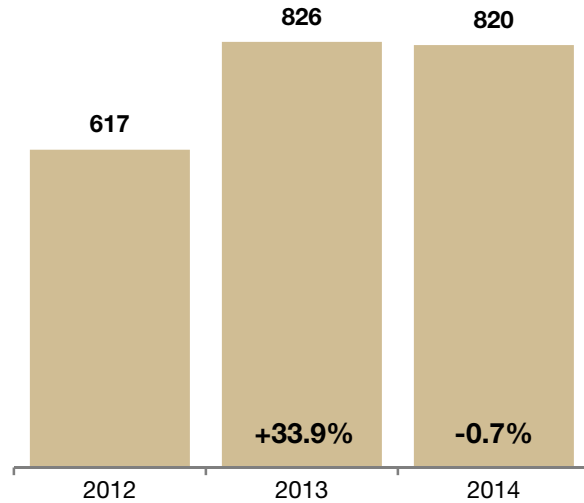
Historical Pending Sales Activity



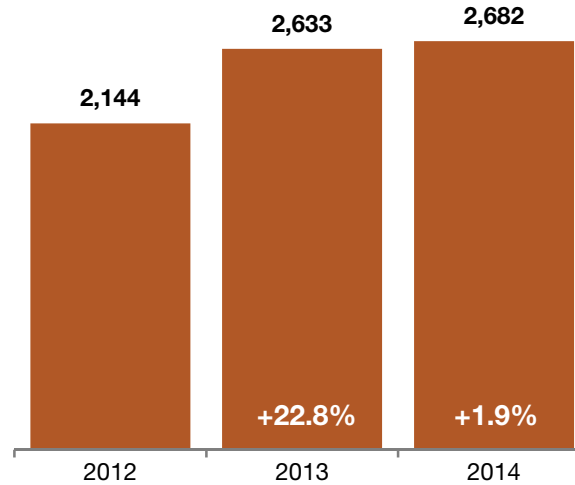
Closed Sales

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

April



Year To Date



Month	Prior Year	Current Year	+ / -
May	687	969	+41.0%
June	759	955	+25.8%
July	754	1,000	+32.6%
August	780	946	+21.3%
September	614	803	+30.8%
October	683	757	+10.8%
November	633	715	+13.0%
December	641	703	+9.7%
January	512	545	+6.4%
February	542	588	+8.5%
March	753	729	-3.2%
April	826	820	-0.7%
12-Month Avg	682	794	+16.4%

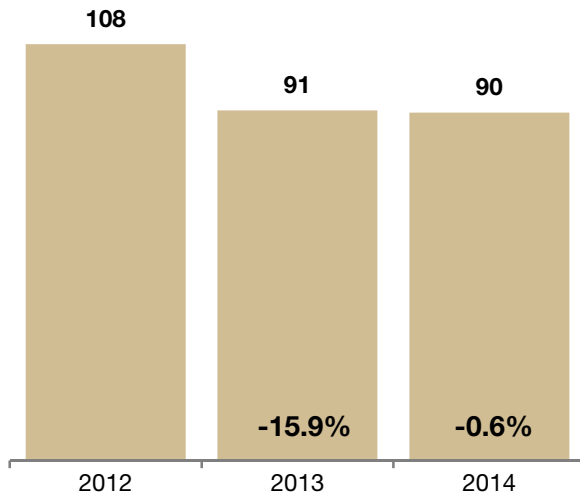
Historical Closed Sales Activity



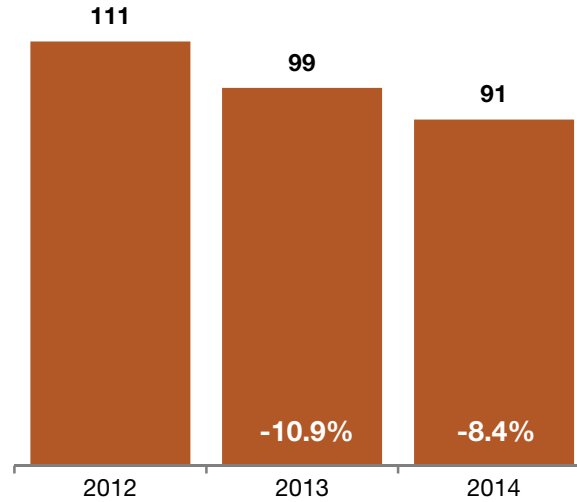
Days on Market Until Sale

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

April

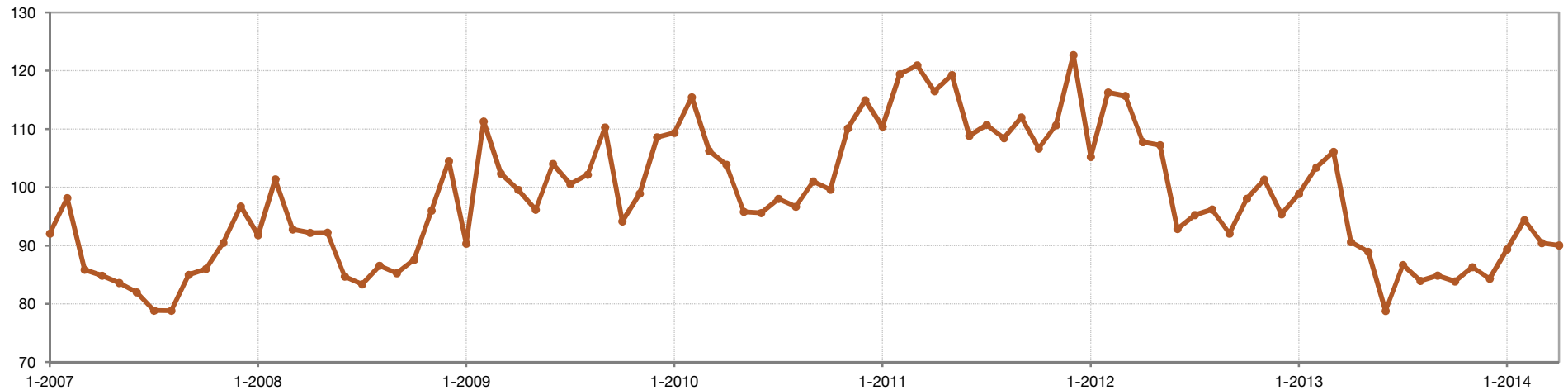


Year To Date



Month	Prior Year	Current Year	+ / -
May	107	89	-17.1%
June	93	79	-15.1%
July	95	87	-9.0%
August	96	84	-12.7%
September	92	85	-7.8%
October	98	84	-14.5%
November	101	86	-14.8%
December	95	84	-11.6%
January	99	89	-9.6%
February	103	94	-8.7%
March	106	90	-14.8%
April	91	90	-0.6%
12-Month Avg	98	86	-11.7%

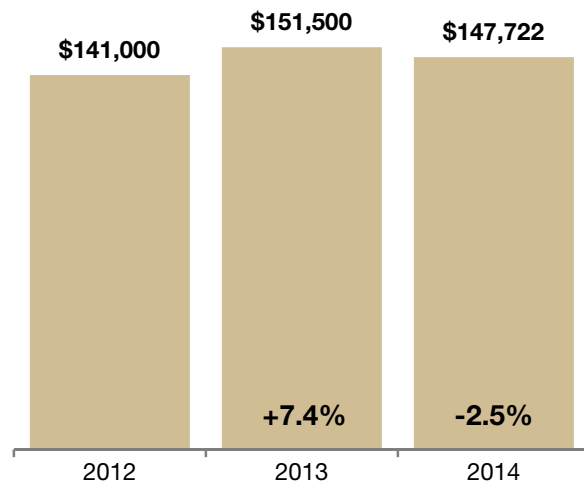
Historical Days on Market Until Sale



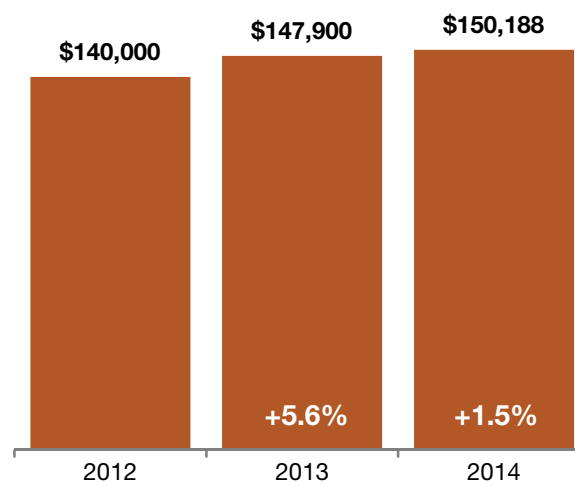
Median Sales Price

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

April

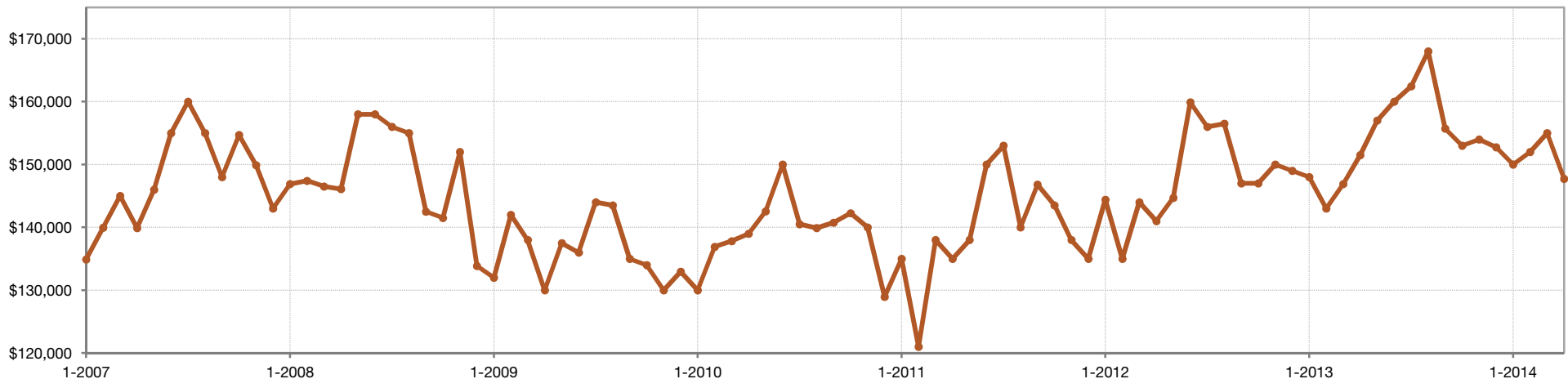


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$144,700	\$157,000	+8.5%
June	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,450	+4.1%
August	\$156,500	\$168,000	+7.3%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,983	+2.7%
December	\$149,000	\$152,750	+2.5%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,000	+6.3%
March	\$146,900	\$155,000	+5.5%
April	\$151,500	\$147,722	-2.5%
12-Month Med	\$150,000	\$156,000	+4.0%

Historical Median Sales Price

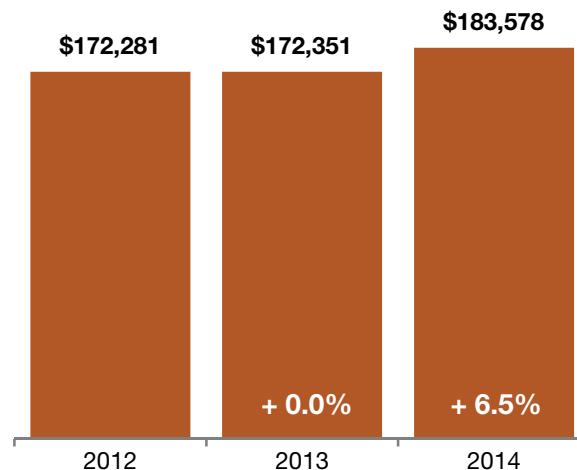
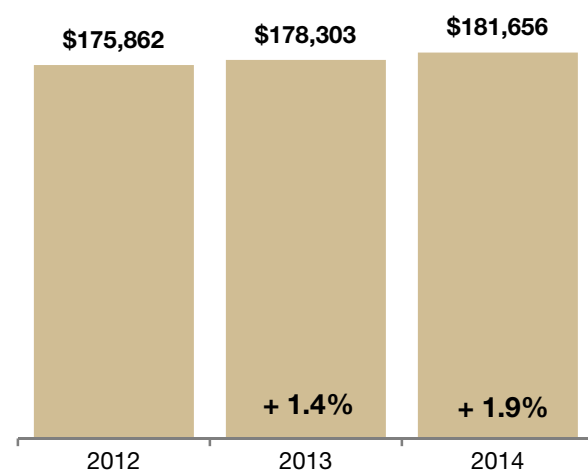


Average Sales Price

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

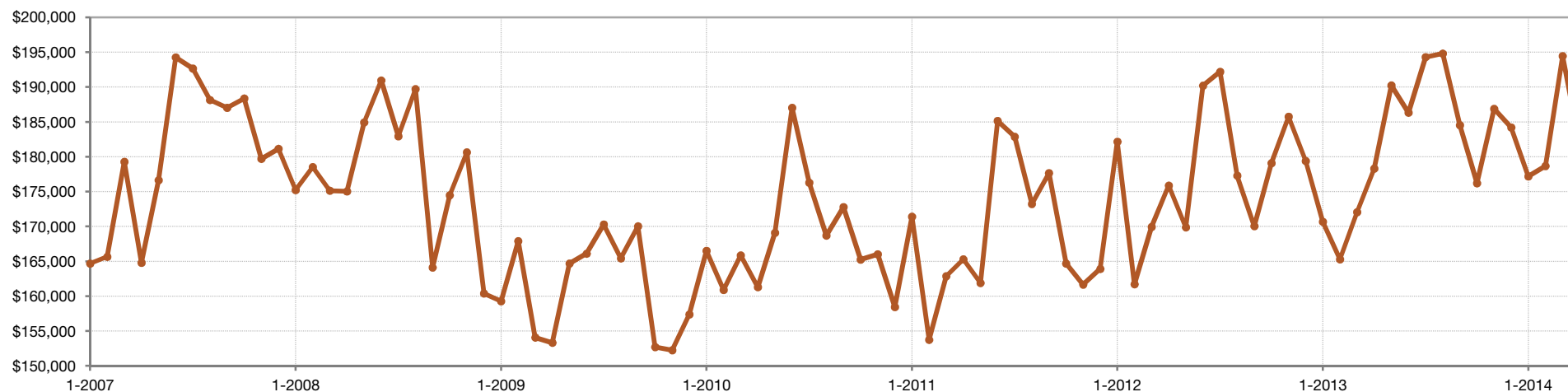
April

Year To Date



Month	Prior Year	Current Year	+ / -
May	\$169,876	\$190,234	+12.0%
June	\$190,196	\$186,323	-2.0%
July	\$192,189	\$194,296	+1.1%
August	\$177,284	\$194,799	+9.9%
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,873	+0.6%
December	\$179,384	\$184,198	+2.7%
January	\$170,673	\$177,185	+3.8%
February	\$165,286	\$178,674	+8.1%
March	\$172,057	\$194,439	+13.0%
April	\$178,303	\$181,656	+1.9%
12-Month Avg	\$178,080	\$186,554	+4.8%

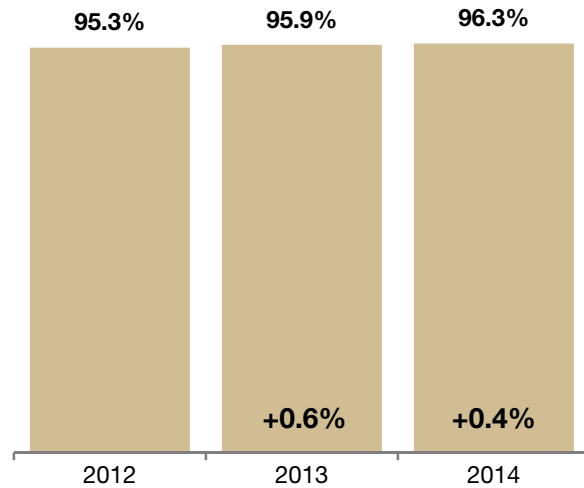
Historical Average Sales Price



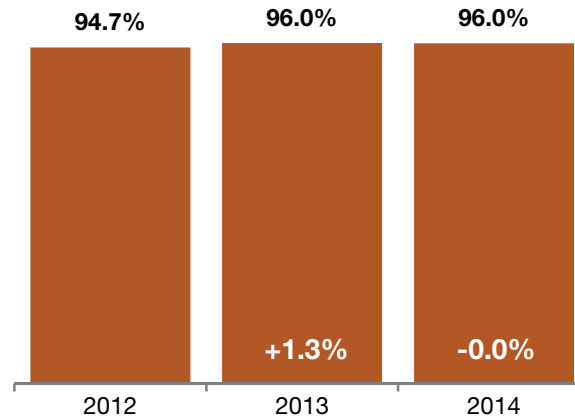
Percent of List Price Received

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.

April



Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.0%	+0.9%
January	95.4%	95.5%	+0.1%
February	95.8%	95.4%	-0.4%
March	96.5%	96.4%	-0.1%
April	95.9%	96.3%	+0.4%
12-Month Avg	95.7%	96.1%	+0.4%

Historical Percent of List Price Received



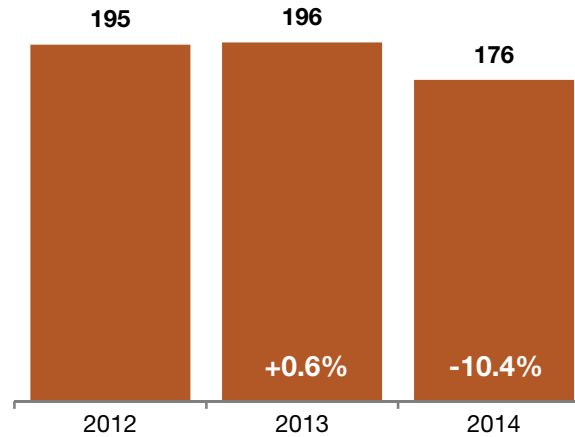
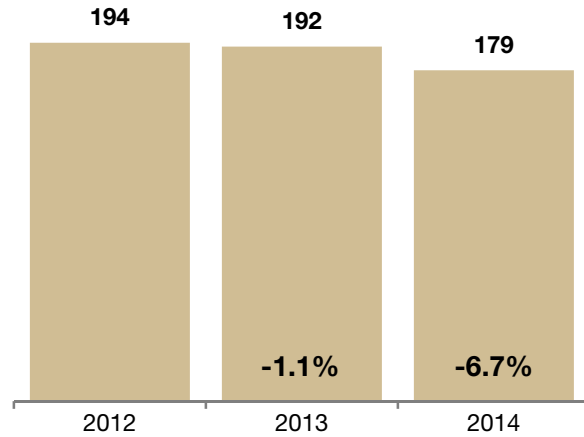
Housing Affordability Index

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	191	179	-6.6%
June	174	166	-4.7%
July	180	164	-9.0%
August	179	157	-12.4%
September	194	172	-11.5%
October	193	175	-9.4%
November	190	184	-3.4%
December	193	177	-8.4%
January	198	174	-12.0%
February	200	174	-13.0%
March	194	171	-11.9%
April	192	179	-6.7%
12-Month Avg	190	173	-9.1%

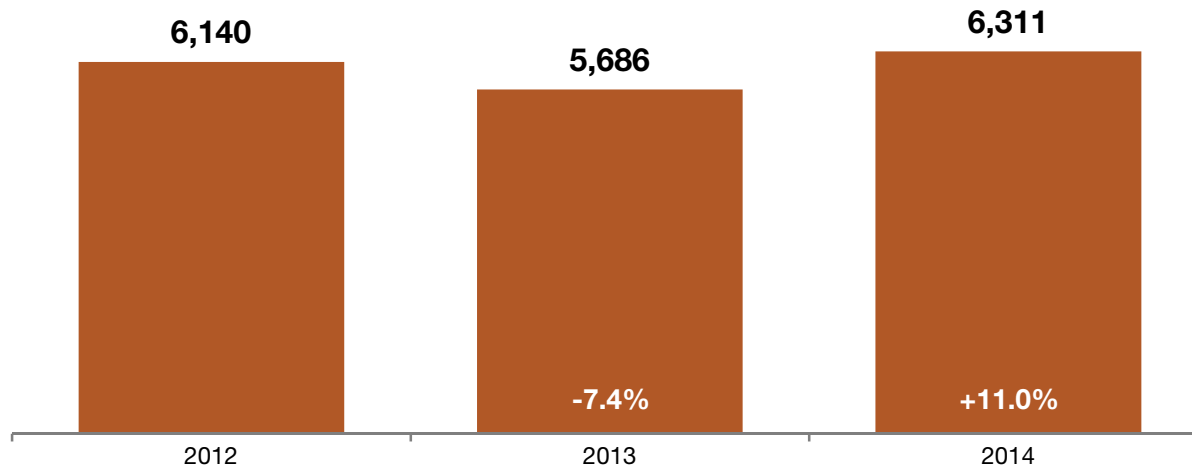
Historical Housing Affordability Index



Inventory of Homes for Sale

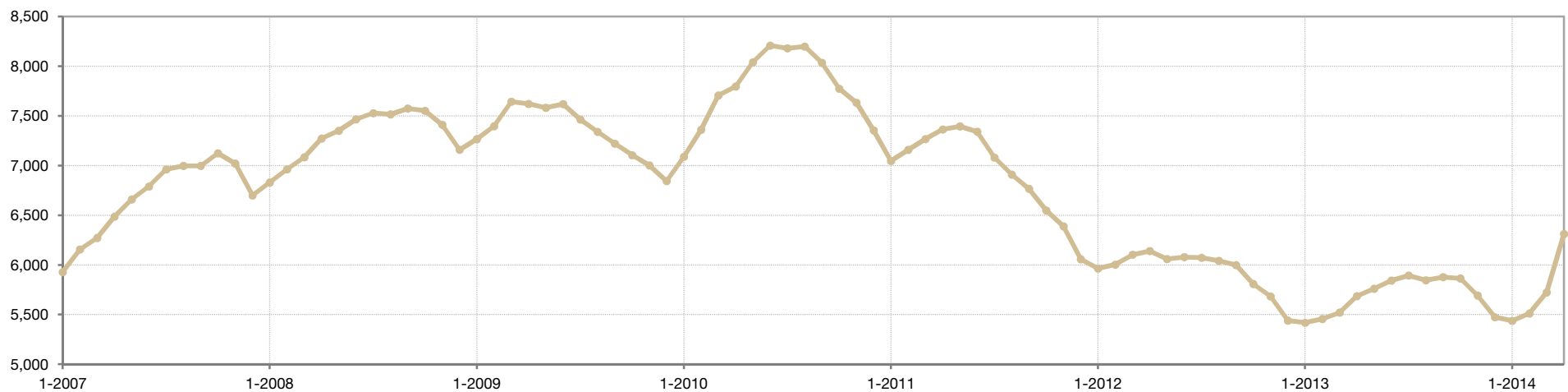
The number of properties available for sale in active status at the end of a given month.

April



Month	Prior Year	Current Year	+ / -
May	6,059	5,761	-4.9%
June	6,079	5,843	-3.9%
July	6,072	5,894	-2.9%
August	6,042	5,846	-3.2%
September	5,998	5,878	-2.0%
October	5,808	5,864	+1.0%
November	5,683	5,692	+0.2%
December	5,440	5,474	+0.6%
January	5,418	5,437	+0.4%
February	5,456	5,512	+1.0%
March	5,521	5,724	+3.7%
April	5,686	6,311	+11.0%
12-Month Avg	5,772	5,770	-0.0%

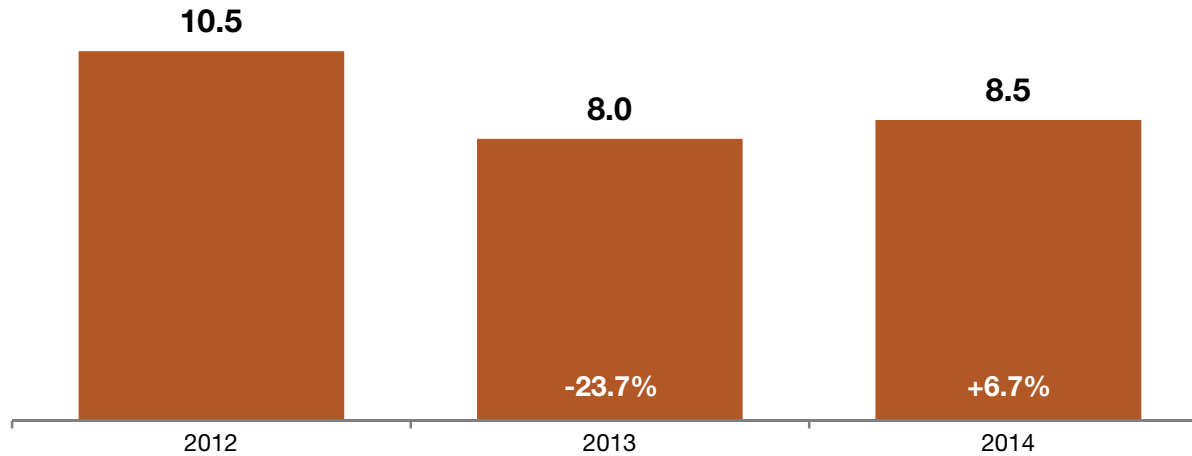
Historical Inventory of Homes for Sale



Months Supply of Inventory

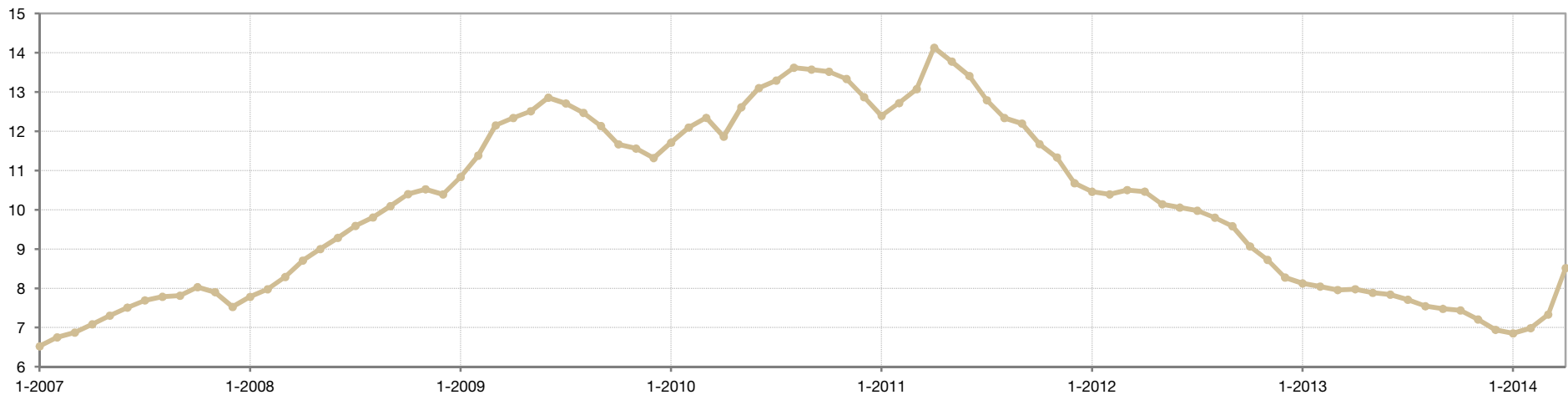
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

April



Month	Prior Year	Current Year	+ / -
May	10.1	7.9	-22.2%
June	10.1	7.8	-22.0%
July	10.0	7.7	-22.7%
August	9.8	7.5	-23.0%
September	9.6	7.5	-22.0%
October	9.1	7.4	-18.0%
November	8.7	7.2	-17.4%
December	8.3	6.9	-16.1%
January	8.1	6.9	-15.7%
February	8.0	7.0	-13.2%
March	8.0	7.3	-7.9%
April	8.0	8.5	+6.7%
12-Month Avg	9.0	7.5	-16.7%

Historical Months Supply of Inventory



Monthly Indicators

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



May 2014

Some have noted a slight pause in the housing recovery this year. The American Dream of homeownership is alive and well, but it must still contend with market fluctuations. Buyers need homes for sale if they're expected to buy said homes. They also need reliable financing, better jobs and stronger wage growth. The opportunities are out there. Now we need people to take advantage of them.

New Listings in the Greater Greenville region increased 0.3 percent to 1,567. Pending Sales were down 53.1 percent to 463. Inventory levels grew 13.8 percent to 6,560 units.

Prices were fairly stable. The Median Sales Price increased 0.6 percent to \$158,000. Days on Market was down 2.0 percent to 87 days. Absorption rates slowed as Months Supply of Inventory was up 12.9 percent to 8.9 months.

We've had a mixed bag of economic news lately. As expected, national GDP contracted slightly during Q1-2014, which most economists attribute to impermanent factors like the harsh winter. We've now had more than four straight years of monthly private sector job growth. It hasn't been extraordinary growth, but it sure beats mass layoffs. Buoyed by an improving sales mix, home prices continue their ascent despite erratic demand indicators. More inventory, more high-skilled job growth, and less economic and political uncertainty are still top priorities.

Quick Facts

- 2.4%

+ 0.6%

+ 13.8%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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

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

Market Overview

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

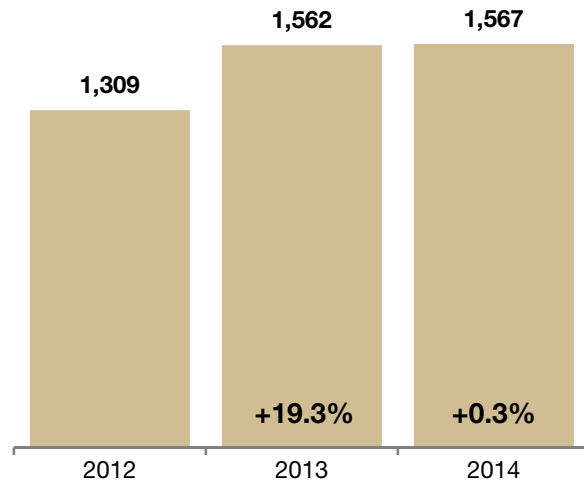


Key Metrics	Historical Sparklines	5-2013	5-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,562	1,567	+ 0.3%	6,876	7,103	+ 3.3%
Pending Sales		988	463	- 53.1%	4,263	3,637	- 14.7%
Closed Sales		969	946	- 2.4%	3,602	3,645	+ 1.2%
Days on Market Until Sale		89	87	- 2.0%	96	90	- 6.7%
Median Sales Price		\$157,000	\$158,000	+ 0.6%	\$150,000	\$153,900	+ 2.6%
Average Sales Price		\$190,234	\$194,893	+ 2.4%	\$177,161	\$186,712	+ 5.4%
Percent of List Price Received		95.7%	96.4%	+ 0.7%	95.9%	96.1%	+ 0.2%
Housing Affordability Index		179	172	- 3.9%	187	176	- 5.7%
Inventory of Homes for Sale		5,763	6,560	+ 13.8%	--	--	--
Months Supply of Homes for Sale		7.9	8.9	+ 12.9%	--	--	--

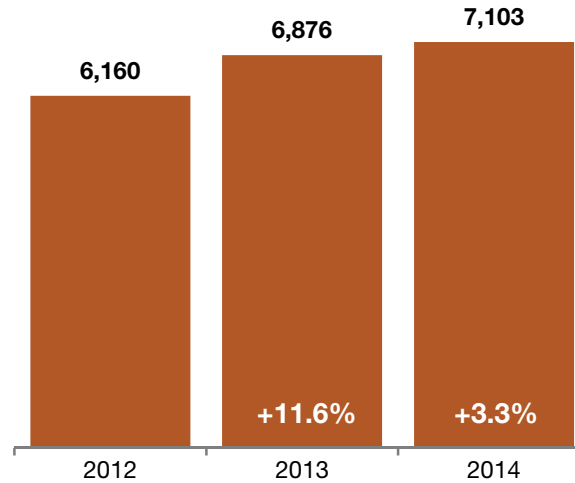
New Listings

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	1,263	1,380	+9.3%
July	1,214	1,390	+14.5%
August	1,232	1,369	+11.1%
September	1,055	1,220	+15.6%
October	1,096	1,267	+15.6%
November	947	937	-1.1%
December	720	751	+4.3%
January	1,134	1,266	+11.6%
February	1,249	1,184	-5.2%
March	1,403	1,526	+8.8%
April	1,528	1,560	+2.1%
May	1,562	1,567	+0.3%
12-Month Avg	1,200	1,285	+7.0%

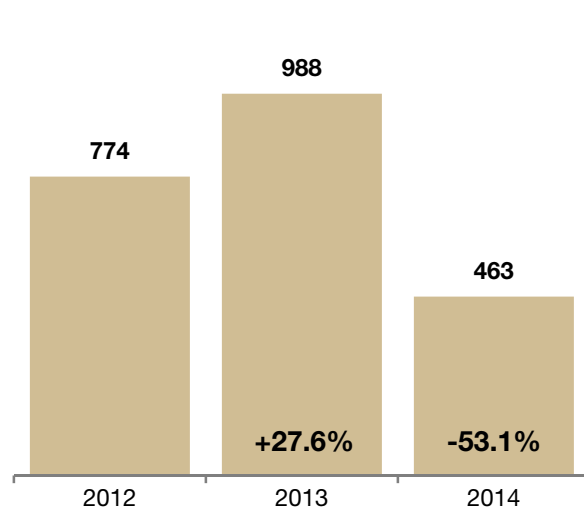
Historical New Listing Activity



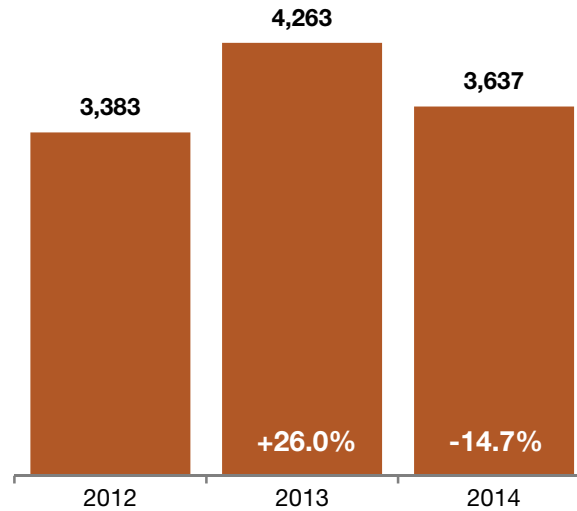
Pending Sales

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	738	913	+23.7%
July	672	903	+34.4%
August	720	845	+17.4%
September	597	729	+22.1%
October	692	721	+4.2%
November	576	594	+3.1%
December	510	498	-2.4%
January	631	705	+11.7%
February	755	720	-4.6%
March	930	942	+1.3%
April	959	807	-15.8%
May	988	463	-53.1%
12-Month Avg	731	737	+0.8%

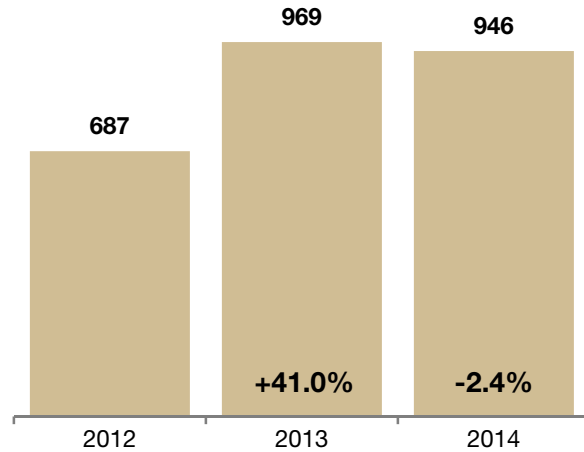
Historical Pending Sales Activity



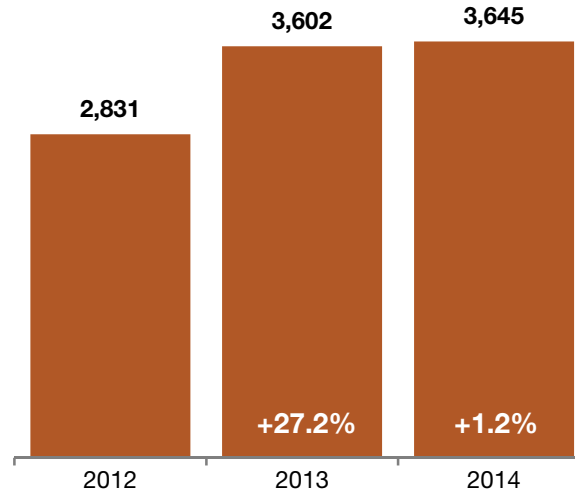
Closed Sales

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

May



Year To Date



Month	Prior Year	Current Year	+ / -
June	759	956	+26.0%
July	754	1,000	+32.6%
August	780	946	+21.3%
September	614	803	+30.8%
October	683	757	+10.8%
November	633	714	+12.8%
December	641	703	+9.7%
January	512	545	+6.4%
February	542	589	+8.7%
March	753	731	-2.9%
April	826	834	+1.0%
May	969	946	-2.4%
12-Month Avg	706	794	+12.5%

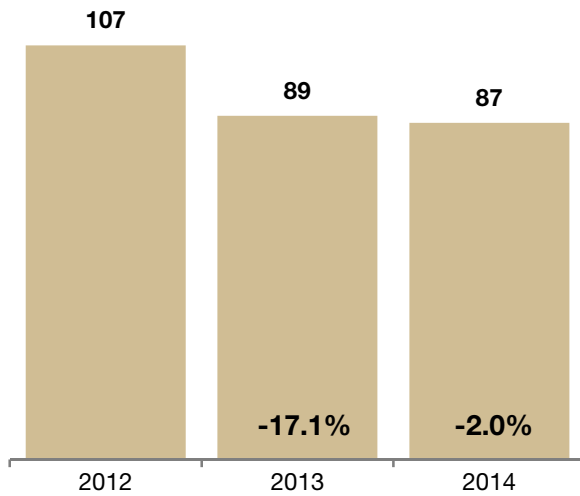
Historical Closed Sales Activity



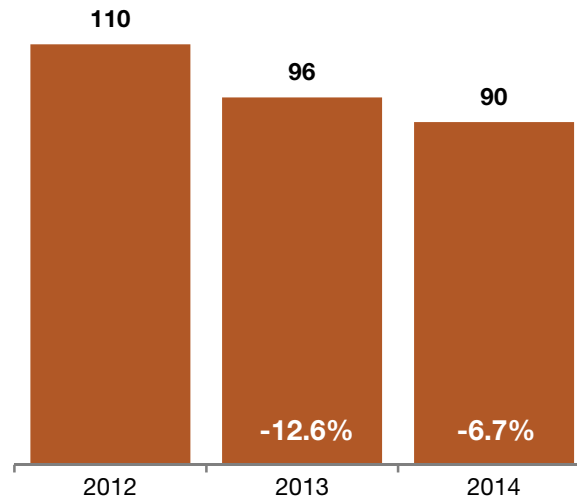
Days on Market Until Sale

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

May

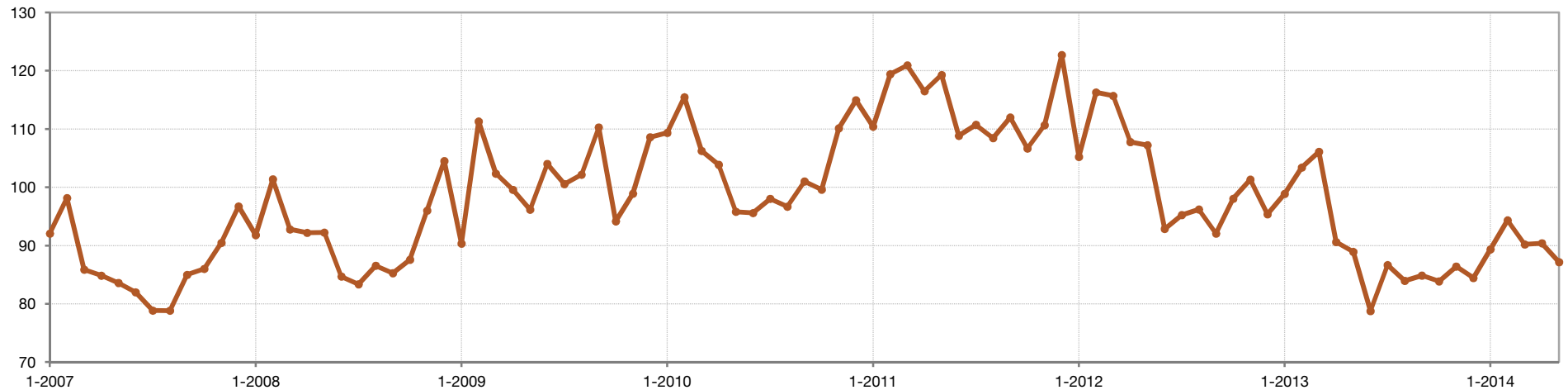


Year To Date



Month	Prior Year	Current Year	+ / -
June	93	79	-15.2%
July	95	87	-9.0%
August	96	84	-12.7%
September	92	85	-7.8%
October	98	84	-14.5%
November	101	86	-14.7%
December	95	84	-11.5%
January	99	89	-9.6%
February	103	94	-8.8%
March	106	90	-15.0%
April	91	90	-0.2%
May	89	87	-2.0%
12-Month Avg	96	86	-10.2%

Historical Days on Market Until Sale

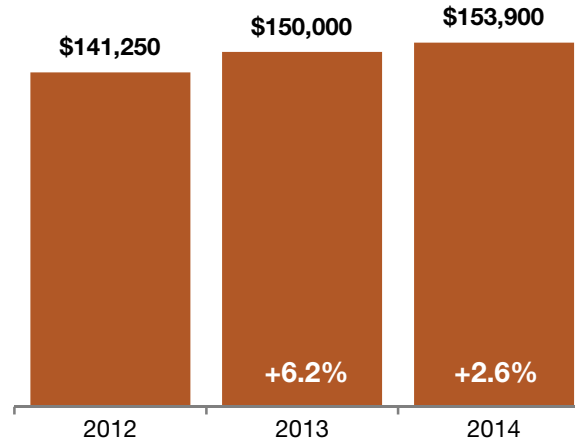
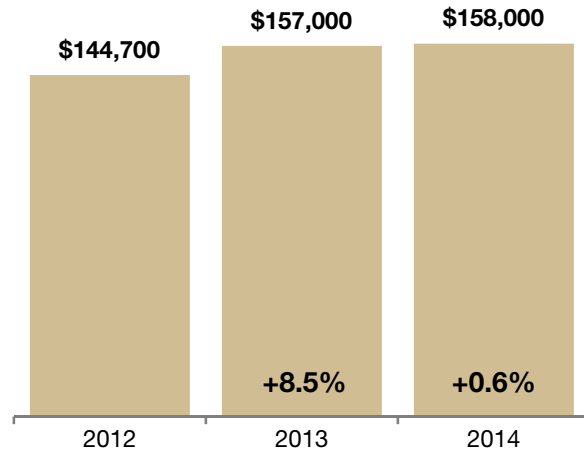


Median Sales Price

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	\$159,900	\$160,000	+0.1%
July	\$156,000	\$162,450	+4.1%
August	\$156,500	\$168,000	+7.3%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,965	+2.6%
December	\$149,000	\$152,750	+2.5%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,481	+6.6%
March	\$146,900	\$155,250	+5.7%
April	\$151,500	\$148,250	-2.1%
May	\$157,000	\$158,000	+0.6%
12-Month Med	\$150,000	\$156,450	+4.3%

Historical Median Sales Price

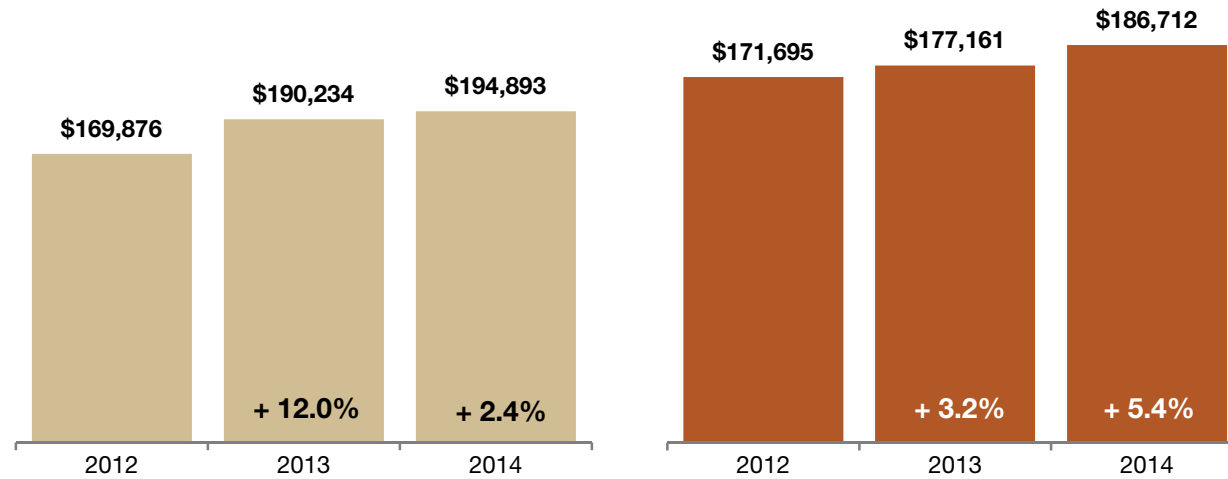


Average Sales Price

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	\$190,196	\$186,307	-2.0%
July	\$192,189	\$194,296	+1.1%
August	\$177,284	\$194,799	+9.9%
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,872	+0.6%
December	\$179,384	\$184,198	+2.7%
January	\$170,673	\$177,185	+3.8%
February	\$165,286	\$178,673	+8.1%
March	\$172,057	\$194,649	+13.1%
April	\$178,303	\$182,347	+2.3%
May	\$190,234	\$194,893	+2.4%
12-Month Avg	\$180,134	\$187,077	+3.9%

Historical Average Sales Price

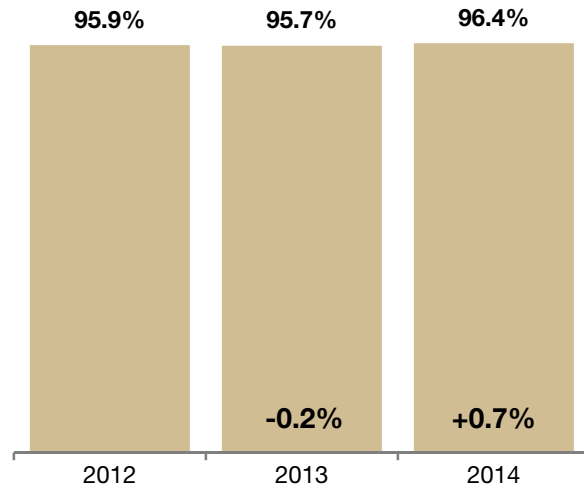


Percent of List Price Received

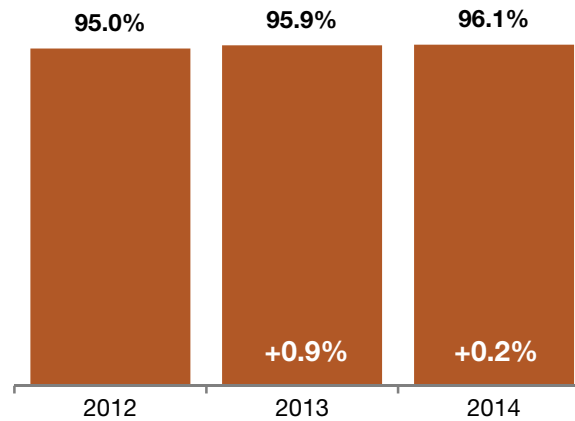
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.0%	+0.9%
January	95.4%	95.5%	+0.1%
February	95.8%	95.4%	-0.4%
March	96.5%	96.4%	-0.1%
April	95.9%	96.3%	+0.3%
May	95.7%	96.4%	+0.7%
12-Month Avg	95.7%	96.1%	+0.5%

Historical Percent of List Price Received

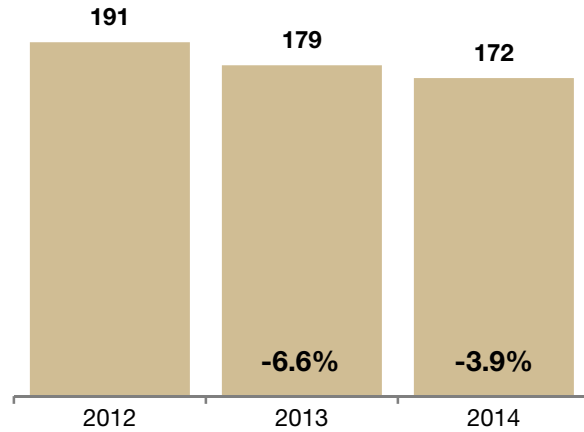


Housing Affordability Index

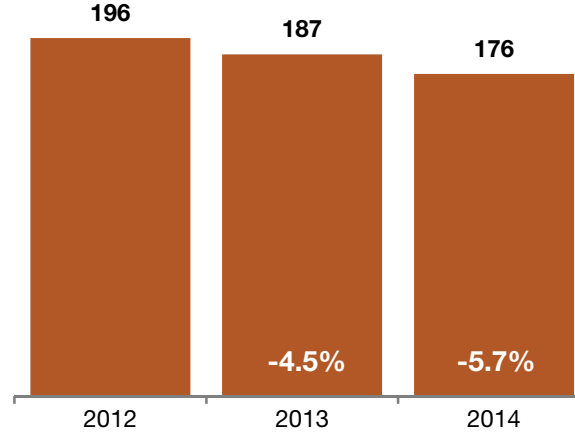
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



May



Year To Date



Month	Prior Year	Current Year	+ / -
June	174	166	-4.7%
July	180	164	-9.0%
August	179	157	-12.4%
September	194	172	-11.5%
October	193	175	-9.4%
November	190	184	-3.4%
December	193	177	-8.4%
January	198	174	-12.0%
February	200	174	-13.3%
March	194	171	-12.1%
April	192	178	-7.1%
May	179	172	-3.9%
12-Month Avg	189	172	-8.9%

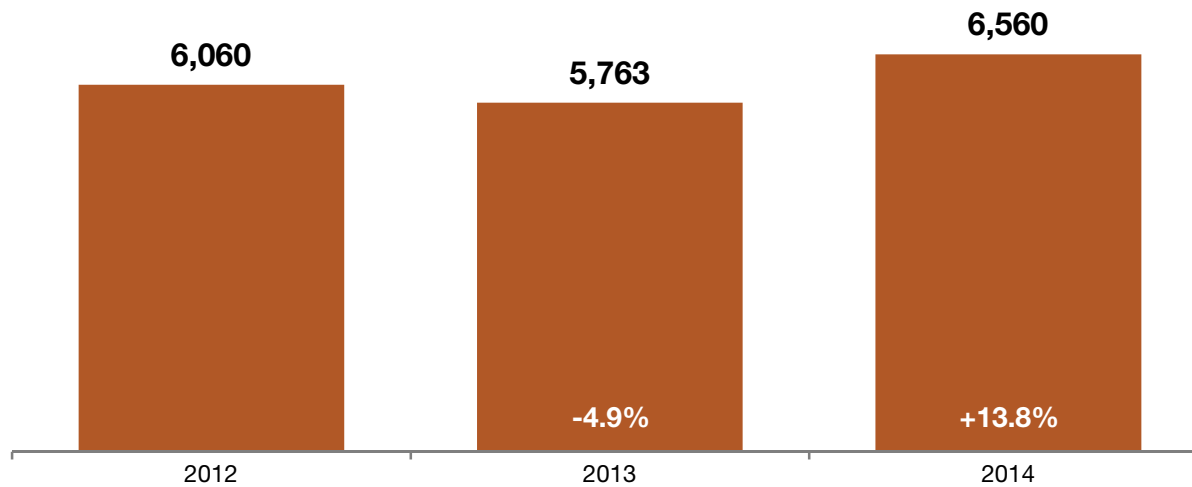
Historical Housing Affordability Index



Inventory of Homes for Sale

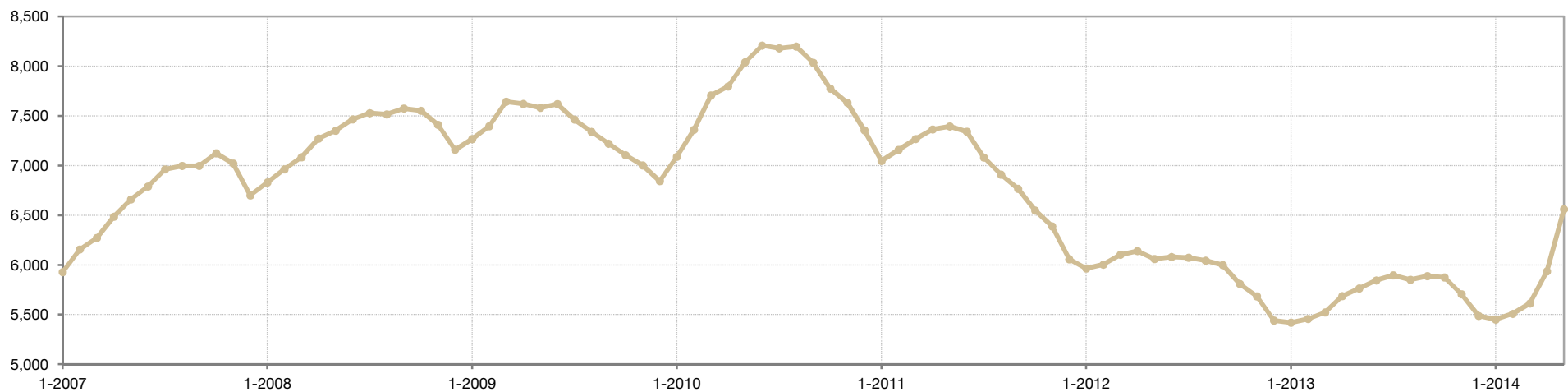
The number of properties available for sale in active status at the end of a given month.

May



Month	Prior Year	Current Year	+ / -
June	6,080	5,844	-3.9%
July	6,073	5,896	-2.9%
August	6,043	5,851	-3.2%
September	5,999	5,888	-1.9%
October	5,809	5,874	+1.1%
November	5,684	5,705	+0.4%
December	5,441	5,487	+0.8%
January	5,419	5,450	+0.6%
February	5,457	5,508	+0.9%
March	5,522	5,612	+1.6%
April	5,686	5,935	+4.4%
May	5,763	6,560	+13.8%
12-Month Avg	5,748	5,801	+0.9%

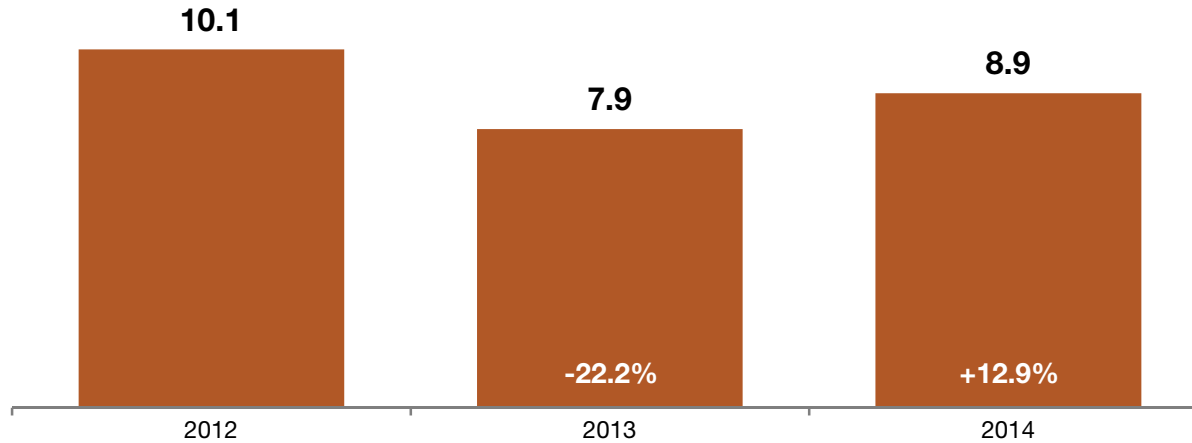
Historical Inventory of Homes for Sale



Months Supply of Inventory

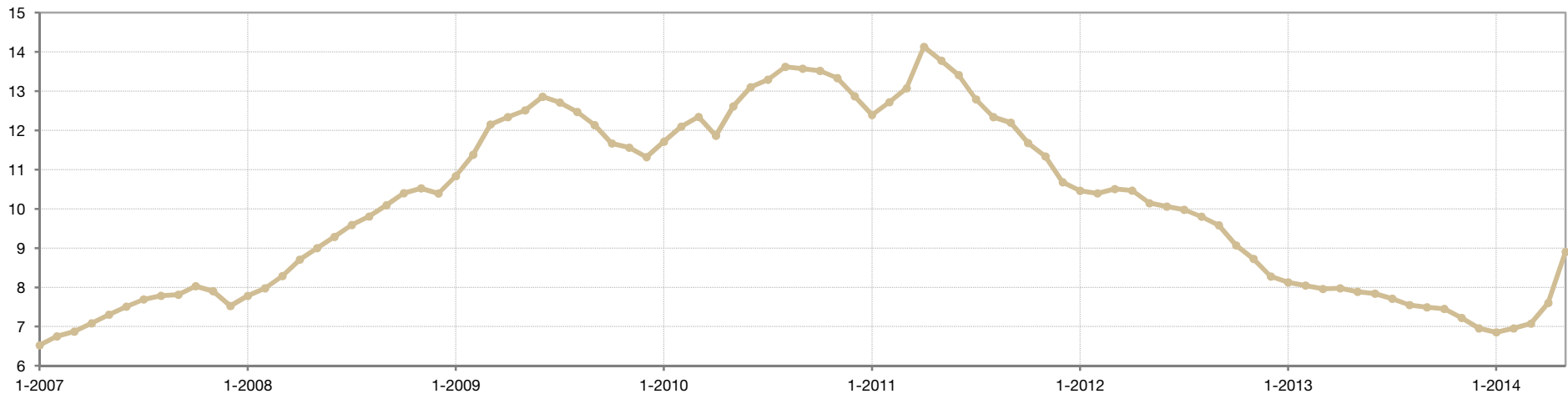
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

May



Month	Prior Year	Current Year	+ / -
June	10.1	7.8	-22.0%
July	10.0	7.7	-22.7%
August	9.8	7.6	-23.0%
September	9.6	7.5	-21.8%
October	9.1	7.5	-17.8%
November	8.7	7.2	-17.2%
December	8.3	7.0	-16.0%
January	8.1	6.9	-15.6%
February	8.0	7.0	-13.6%
March	8.0	7.1	-11.1%
April	8.0	7.6	-4.7%
May	7.9	8.9	+12.9%
12-Month Avg	8.8	7.5	-15.0%

Historical Months Supply of Inventory



Monthly Indicators

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



June 2014

Housing seemed to have a slow start to the spring selling season, but appearances deceive. Dig into that spring soil and you begin to unearth differences in individual areas and market segments. Inventory is slowly rising in some areas. Activity is picking up in the upper price tiers. Rents continue to climb in most metros. And interest rates are generally lower than a year ago, to the surprise of some and the delight of others.

New Listings in the Greater Greenville region increased 4.0 percent to 1,437. Pending Sales were down 49.0 percent to 465. Inventory levels rose 12.6 percent to 6,587 units.

Prices forged onward. The Median Sales Price increased 5.0 percent to \$168,000. Days on Market was down 1.2 percent to 78 days. Absorption rates slowed as Months Supply of Inventory was up 12.7 percent to 8.8 months.

Housing is one part of a broader ecosystem that thrives on a strong economy that churns out good jobs. First-quarter employment figures were adequate but not thrilling, but second-quarter numbers figure to be more positive. Access to mortgage capital remains an ongoing concern. As cash and investor deals fade, first-time buyers typically step to the forefront, but tight credit can and has been a real hurdle.

Quick Facts

+ 5.0%

Change in
Closed Sales

+ 5.0%

Change in
Median Sales Price

+ 12.6%

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.

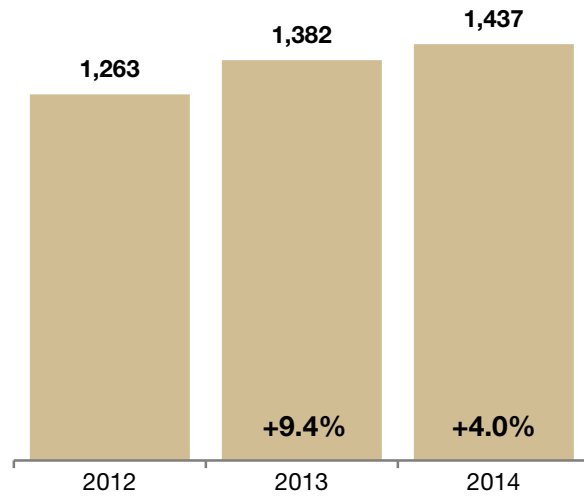


Key Metrics	Historical Sparklines	6-2013	6-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,382	1,437	+ 4.0%	8,258	8,579	+ 3.9%
Pending Sales		912	465	- 49.0%	5,175	4,642	- 10.3%
Closed Sales		956	1,004	+ 5.0%	4,558	4,667	+ 2.4%
Days on Market Until Sale		79	78	- 1.2%	93	87	- 5.9%
Median Sales Price		\$160,000	\$168,000	+ 5.0%	\$152,000	\$157,000	+ 3.3%
Average Sales Price		\$186,307	\$202,232	+ 8.5%	\$179,088	\$190,255	+ 6.2%
Percent of List Price Received		96.3%	96.5%	+ 0.3%	96.0%	96.2%	+ 0.2%
Housing Affordability Index		166	161	- 2.7%	174	172	- 1.1%
Inventory of Homes for Sale		5,850	6,587	+ 12.6%	--	--	--
Months Supply of Homes for Sale		7.8	8.8	+ 12.7%	--	--	--

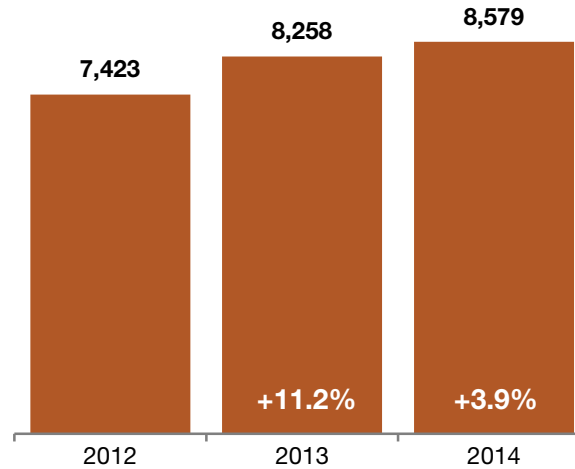
New Listings

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	1,214	1,391	+14.6%
August	1,232	1,369	+11.1%
September	1,055	1,220	+15.6%
October	1,096	1,267	+15.6%
November	947	937	-1.1%
December	720	752	+4.4%
January	1,134	1,266	+11.6%
February	1,249	1,188	-4.9%
March	1,403	1,533	+9.3%
April	1,528	1,563	+2.3%
May	1,562	1,592	+1.9%
June	1,382	1,437	+4.0%
12-Month Avg	1,210	1,293	+6.8%

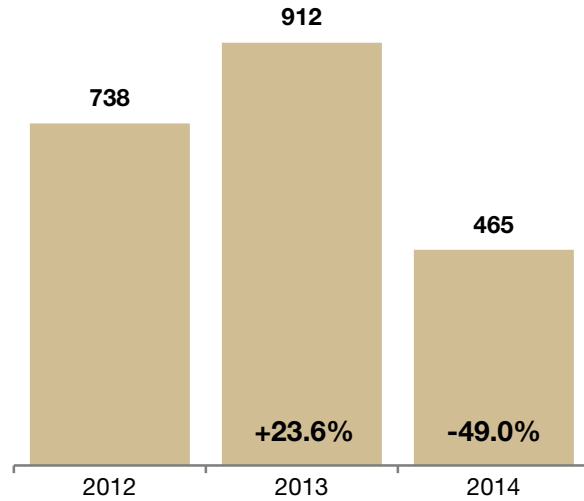
Historical New Listing Activity



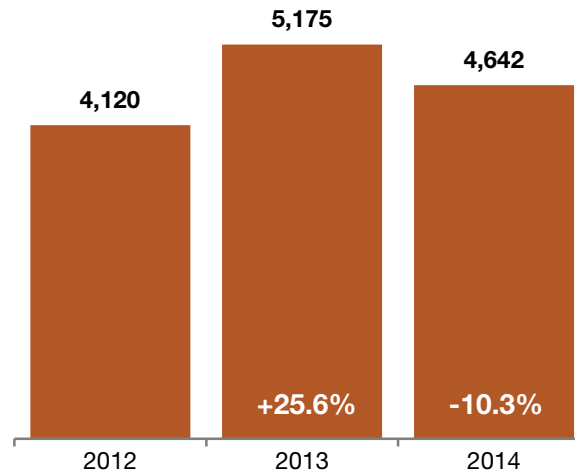
Pending Sales

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

June

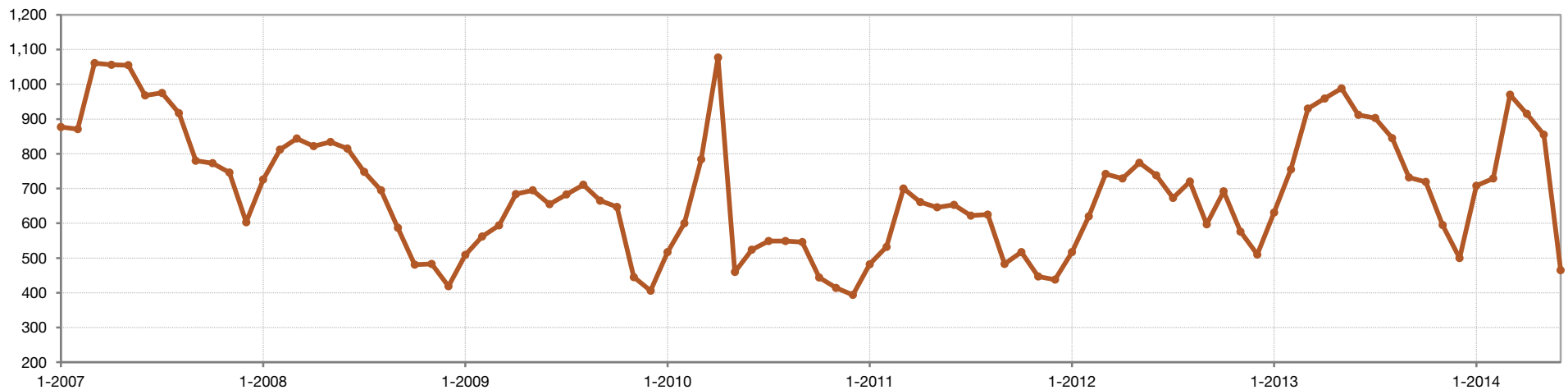


Year To Date



Month	Prior Year	Current Year	+ / -
July	673	903	+34.2%
August	720	845	+17.4%
September	597	732	+22.6%
October	692	719	+3.9%
November	576	595	+3.3%
December	510	500	-2.0%
January	631	708	+12.2%
February	755	729	-3.4%
March	930	970	+4.3%
April	959	915	-4.6%
May	988	855	-13.5%
June	912	465	-49.0%
12-Month Avg	745	745	-0.1%

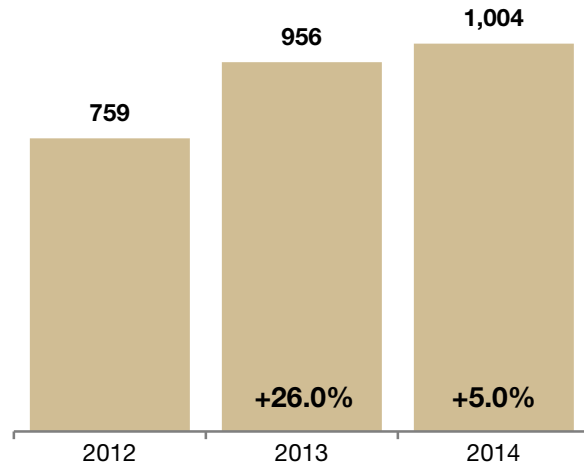
Historical Pending Sales Activity



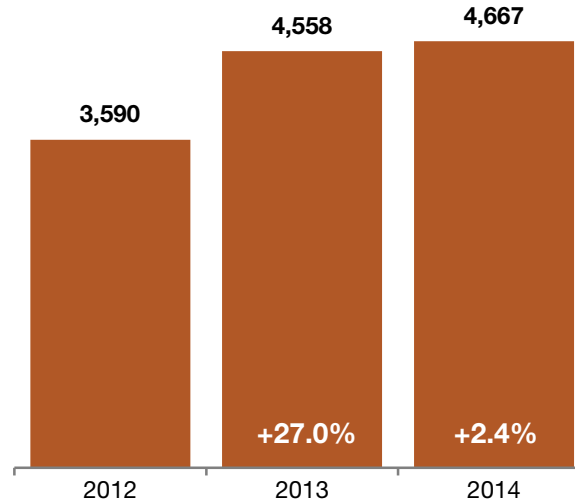
Closed Sales

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

June



Year To Date



Month	Prior Year	Current Year	+ / -
July	754	1,001	+32.8%
August	780	945	+21.2%
September	614	803	+30.8%
October	683	757	+10.8%
November	633	714	+12.8%
December	641	704	+9.8%
January	512	545	+6.4%
February	542	589	+8.7%
March	753	731	-2.9%
April	826	835	+1.1%
May	969	963	-0.6%
June	956	1,004	+5.0%
12-Month Avg	722	799	+10.7%

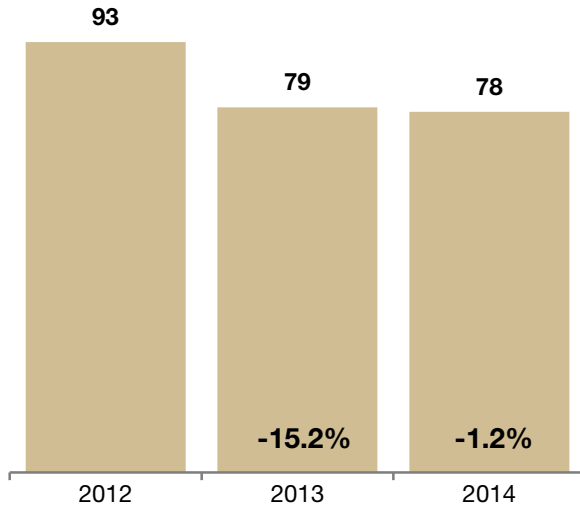
Historical Closed Sales Activity



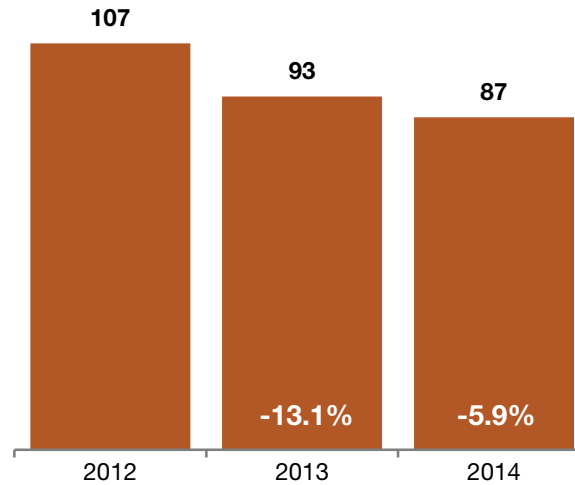
Days on Market Until Sale

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	95	87	-9.1%
August	96	84	-12.7%
September	92	85	-7.8%
October	98	84	-14.5%
November	101	86	-14.7%
December	95	84	-11.6%
January	99	89	-9.6%
February	103	94	-8.8%
March	106	90	-15.0%
April	91	90	-0.2%
May	89	87	-2.3%
June	79	78	-1.2%
12-Month Avg	94	86	-8.8%

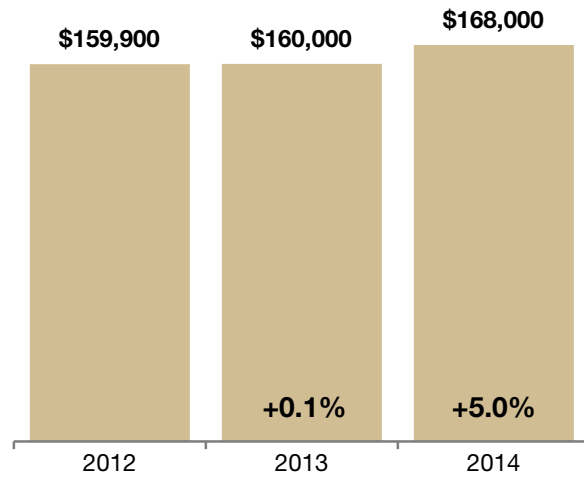
Historical Days on Market Until Sale



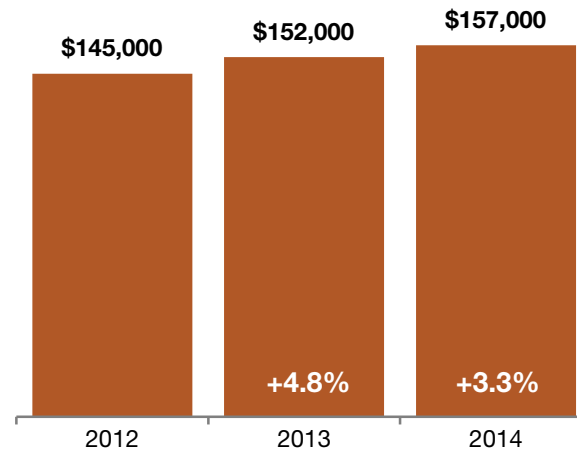
Median Sales Price

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

June

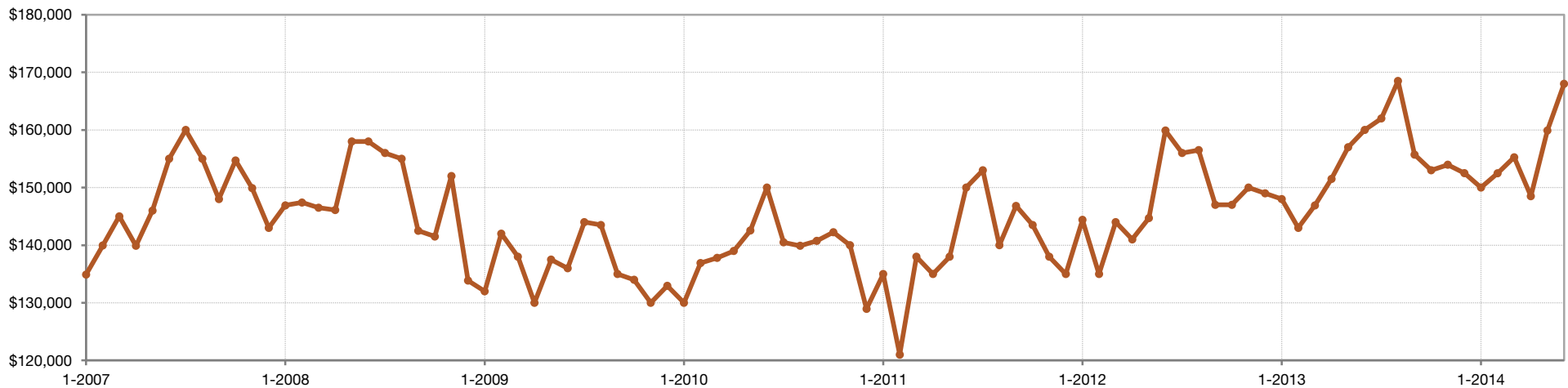


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$156,000	\$162,000	+3.8%
August	\$156,500	\$168,500	+7.7%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,965	+2.6%
December	\$149,000	\$152,500	+2.3%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,481	+6.6%
March	\$146,900	\$155,250	+5.7%
April	\$151,500	\$148,500	-2.0%
May	\$157,000	\$159,900	+1.8%
June	\$160,000	\$168,000	+5.0%
12-Month Med	\$151,000	\$157,500	+4.3%

Historical Median Sales Price

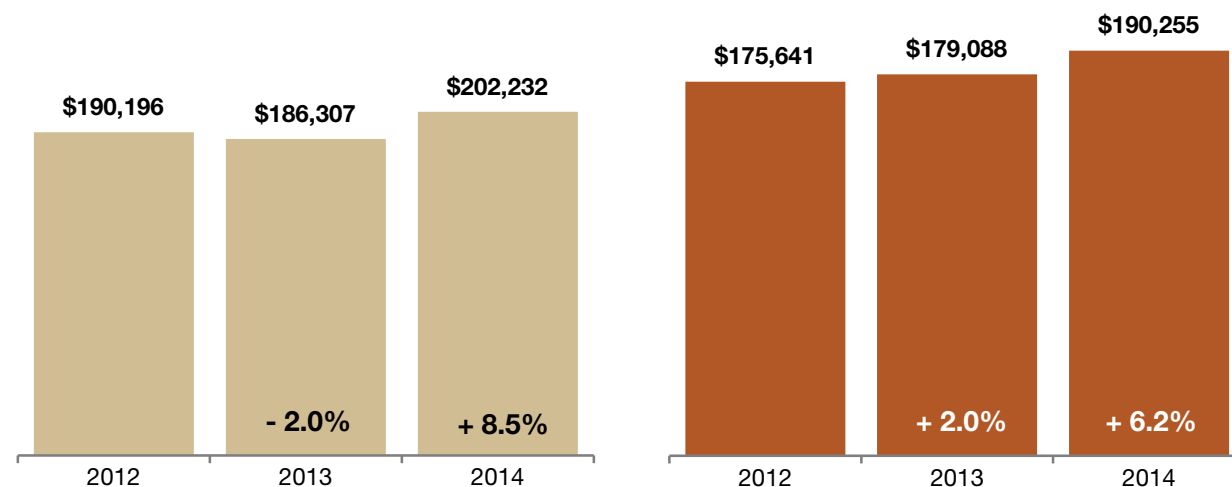


Average Sales Price

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	\$192,189	\$194,126	+1.0%
August	\$177,284	\$194,980	+10.0%
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,872	+0.6%
December	\$179,384	\$184,151	+2.7%
January	\$170,673	\$177,185	+3.8%
February	\$165,286	\$178,673	+8.1%
March	\$172,057	\$194,649	+13.1%
April	\$178,303	\$182,402	+2.3%
May	\$190,234	\$195,600	+2.8%
June	\$186,307	\$202,232	+8.5%
12-Month Avg	\$179,933	\$188,837	+4.9%

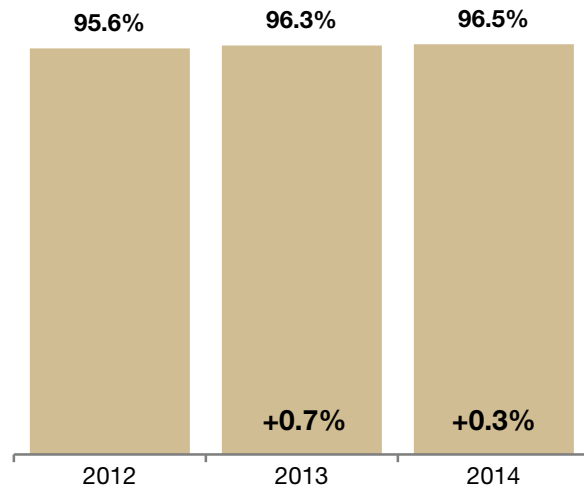
Historical Average Sales Price



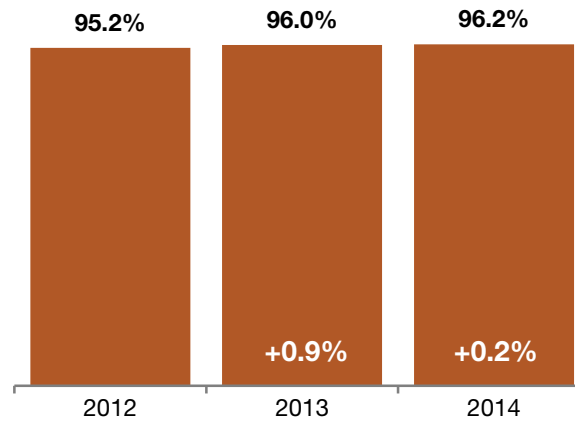
Percent of List Price Received

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

June



Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.0%	+0.9%
January	95.4%	95.5%	+0.1%
February	95.8%	95.4%	-0.4%
March	96.5%	96.4%	-0.1%
April	95.9%	96.3%	+0.4%
May	95.7%	96.4%	+0.7%
June	96.3%	96.5%	+0.3%
12-Month Avg	95.8%	96.2%	+0.4%

Historical Percent of List Price Received

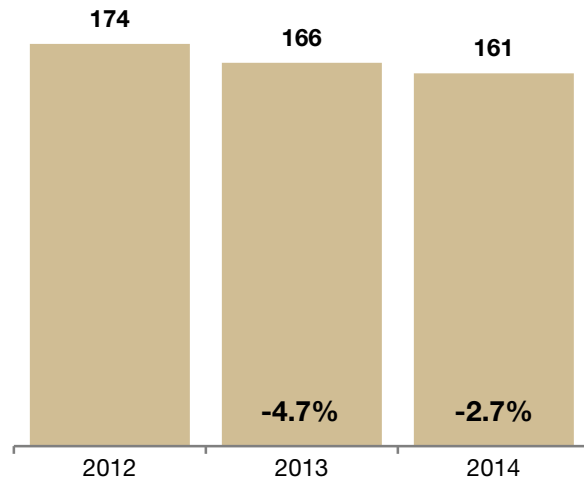


Housing Affordability Index

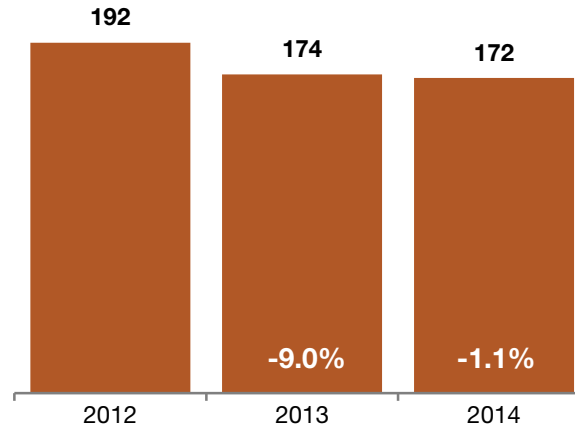
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June



Year To Date



Month	Prior Year	Current Year	+ / -
July	180	165	-8.7%
August	179	156	-12.7%
September	194	172	-11.5%
October	193	175	-9.4%
November	190	184	-3.4%
December	193	177	-8.2%
January	198	174	-12.0%
February	200	174	-13.3%
March	194	171	-12.1%
April	192	178	-7.2%
May	179	170	-5.0%
June	166	161	-2.7%
12-Month Avg	188	171	-8.9%

Historical Housing Affordability Index

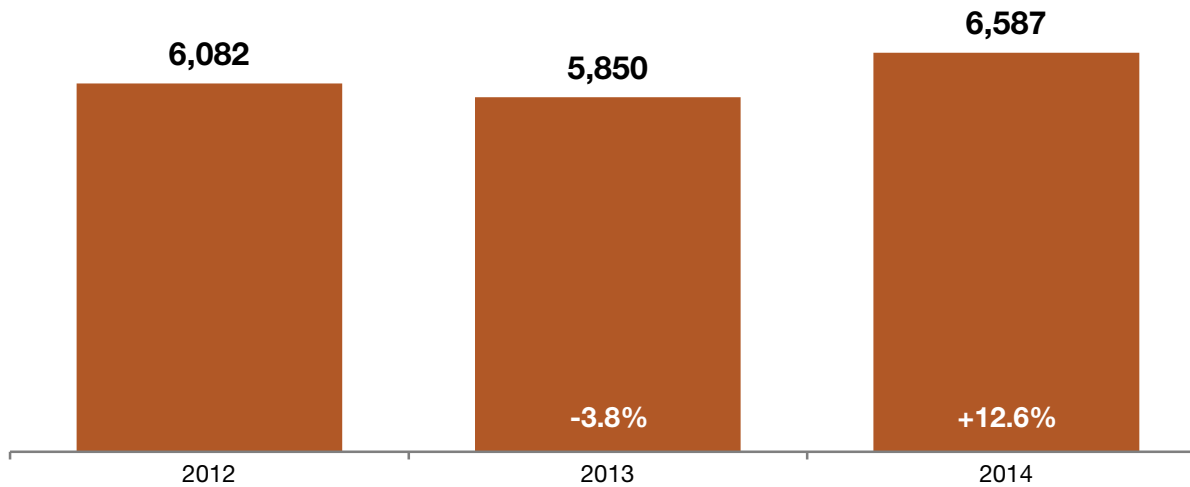


Inventory of Homes for Sale

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

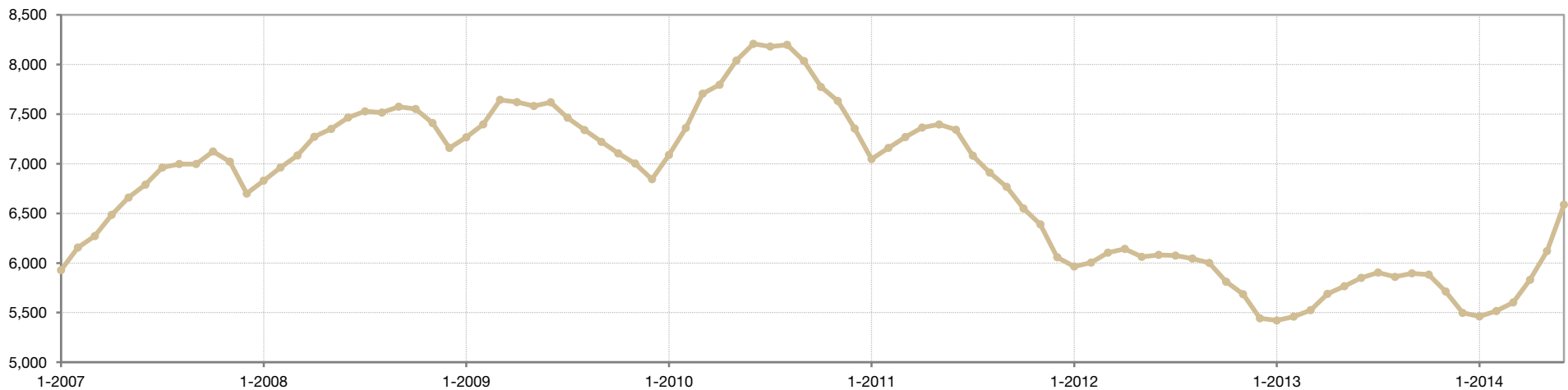


June



Month	Prior Year	Current Year	+ / -
July	6,075	5,904	-2.8%
August	6,045	5,860	-3.1%
September	6,001	5,896	-1.7%
October	5,811	5,883	+1.2%
November	5,686	5,713	+0.5%
December	5,443	5,498	+1.0%
January	5,421	5,462	+0.8%
February	5,460	5,516	+1.0%
March	5,525	5,603	+1.4%
April	5,689	5,831	+2.5%
May	5,766	6,120	+6.1%
June	5,850	6,587	+12.6%
12-Month Avg	5,731	5,823	+1.6%

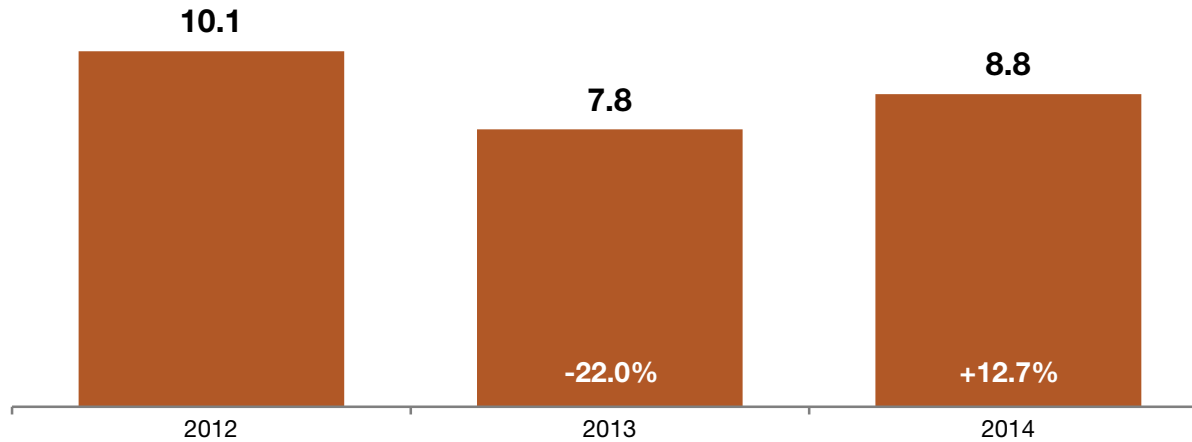
Historical Inventory of Homes for Sale



Months Supply of Inventory

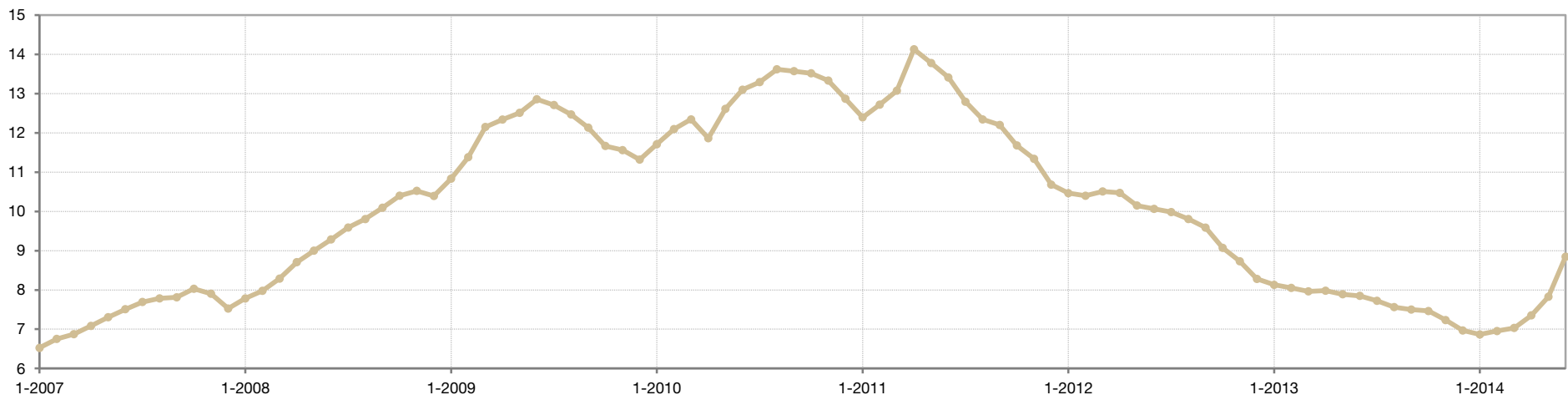
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



Month	Prior Year	Current Year	+ / -
July	10.0	7.7	-22.6%
August	9.8	7.6	-22.9%
September	9.6	7.5	-21.8%
October	9.1	7.5	-17.7%
November	8.7	7.2	-17.2%
December	8.3	7.0	-15.9%
January	8.1	6.9	-15.5%
February	8.1	7.0	-13.7%
March	8.0	7.0	-11.7%
April	8.0	7.4	-7.9%
May	7.9	7.8	-0.8%
June	7.8	8.8	+12.7%
12-Month Avg	8.6	7.4	-13.5%

Historical Months Supply of Inventory



Monthly Indicators

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



July 2014

Although low supply and tight credit standards are still hurdles to recovery, prices continue to rise in most local areas. Job growth has strengthened lately, but wage growth has not kept pace with the price gains we have seen. Buoyed by stable and continuously lower interest rates, affordability is still historically high yet below its all-time peak. Rising inventory levels will lead to more choices for qualified buyers, but as the summer reaches toward fall, the prospect of more homes coming on the market begins to wane.

New Listings in the Greater Greenville region increased 8.7 percent to 1,513. Pending Sales were down 46.7 percent to 482. Inventory levels rose 11.5 percent to 6,590 units.

Prices forged onward. The Median Sales Price increased 4.3 percent to \$169,000. Days on Market was down 12.7 percent to 76 days. Absorption rates slowed as Months Supply of Inventory was up 13.2 percent to 8.8 months.

The U.S. Department of Commerce reported that GDP grew at a 4.0 percent annual rate in the second quarter and that the first quarter was less bad than previously thought. Consumer spending in the first quarter rose 2.5 percent, which is encouragingly in tandem with savings rates. Increased consumer spending means more demand for goods and labor; increased savings rates means more resources for downpayments. With rates still low, rents still rising and private job growth accelerating, it's becoming more and more difficult to side with the housing perma-bears.

Quick Facts

- 6.1%

Change in
Closed Sales

+ 4.3%

Change in
Median Sales Price

+ 11.5%

Change in
Inventory

Market Overview	2
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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.

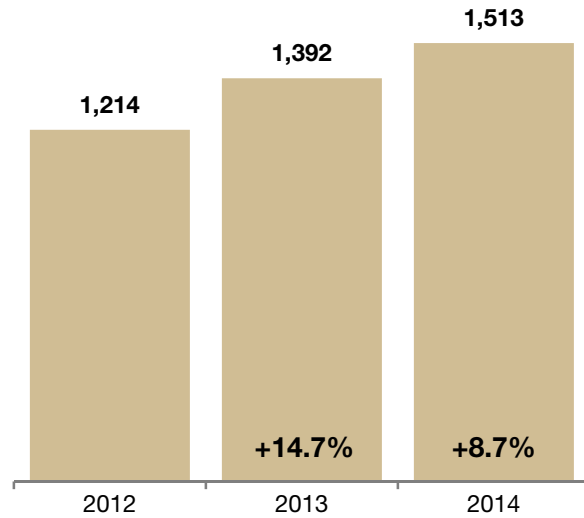


Key Metrics	Historical Sparklines	7-2013	7-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,392	1,513	+ 8.7%	9,651	10,132	+ 5.0%
Pending Sales		904	482	- 46.7%	6,078	5,641	- 7.2%
Closed Sales		1,001	940	- 6.1%	5,559	5,635	+ 1.4%
Days on Market Until Sale		87	76	- 12.7%	92	85	- 6.9%
Median Sales Price		\$162,000	\$169,000	+ 4.3%	\$153,900	\$158,000	+ 2.7%
Average Sales Price		\$194,126	\$197,001	+ 1.5%	\$181,798	\$191,320	+ 5.2%
Percent of List Price Received		96.5%	96.4%	- 0.1%	96.1%	96.2%	+ 0.1%
Housing Affordability Index		165	160	- 2.8%	173	171	- 1.3%
Inventory of Homes for Sale		5,910	6,590	+ 11.5%	--	--	--
Months Supply of Homes for Sale		7.7	8.8	+ 13.2%	--	--	--

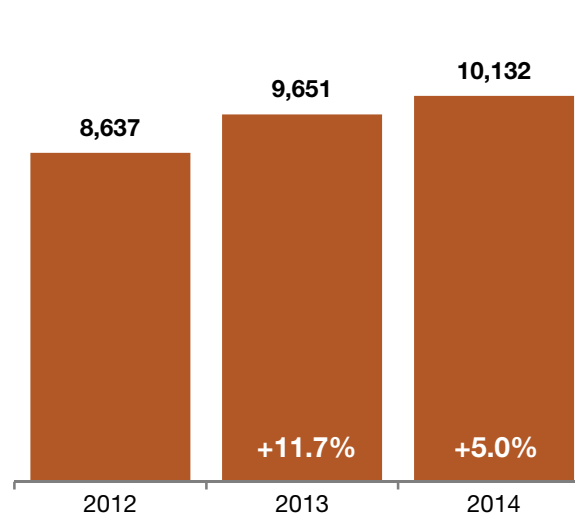
New Listings

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

July

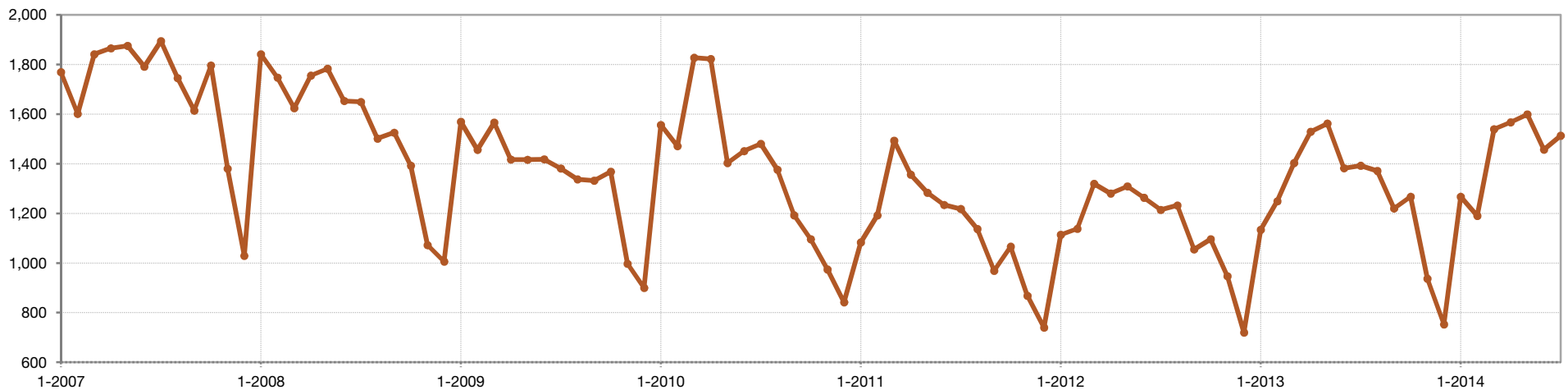


Year To Date



Month	Prior Year	Current Year	+ / -
August	1,232	1,371	+11.3%
September	1,055	1,220	+15.6%
October	1,096	1,267	+15.6%
November	947	937	-1.1%
December	720	753	+4.6%
January	1,134	1,267	+11.7%
February	1,249	1,190	-4.7%
March	1,403	1,539	+9.7%
April	1,529	1,567	+2.5%
May	1,562	1,599	+2.4%
June	1,382	1,457	+5.4%
July	1,392	1,513	+8.7%
12-Month Avg	1,225	1,307	+6.7%

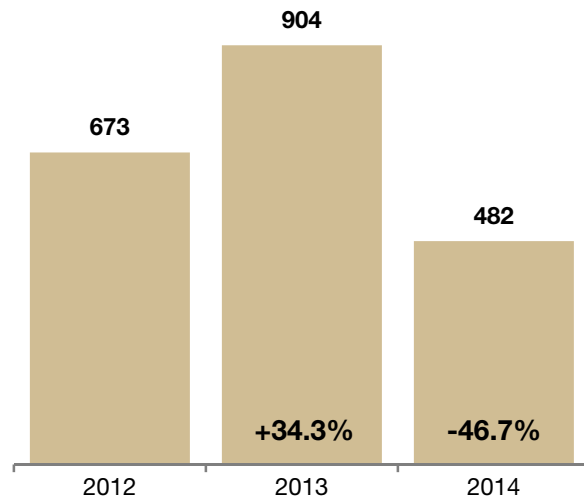
Historical New Listing Activity



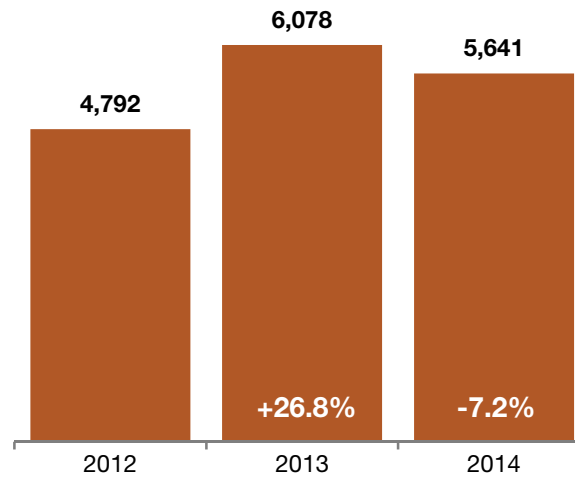
Pending Sales

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

July

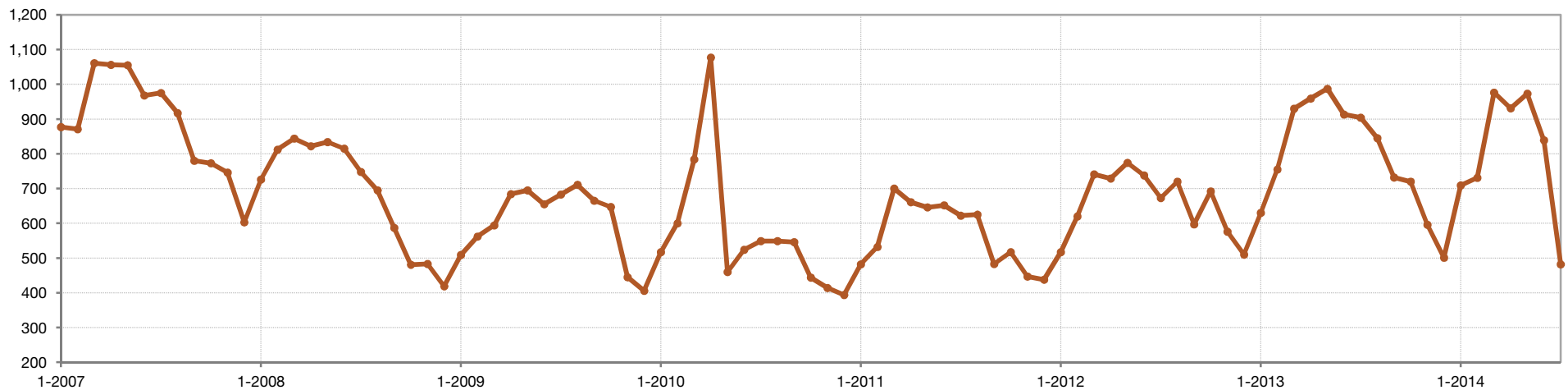


Year To Date



Month	Prior Year	Current Year	+ / -
August	720	845	+17.4%
September	597	732	+22.6%
October	692	720	+4.0%
November	576	596	+3.5%
December	510	501	-1.8%
January	630	709	+12.5%
February	755	731	-3.2%
March	930	976	+4.9%
April	959	931	-2.9%
May	987	973	-1.4%
June	913	839	-8.1%
July	904	482	-46.7%
12-Month Avg	764	753	-1.5%

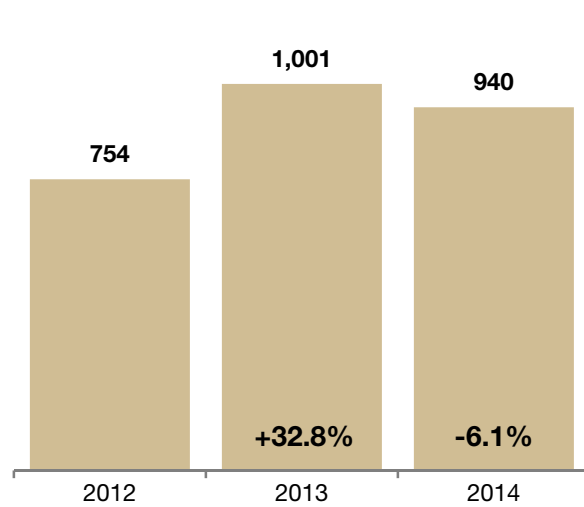
Historical Pending Sales Activity



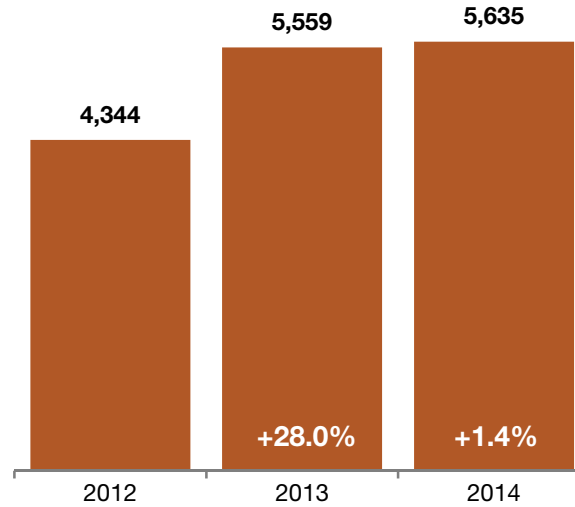
Closed Sales

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

July



Year To Date



Month	Prior Year	Current Year	+ / -
August	780	945	+21.2%
September	614	803	+30.8%
October	683	757	+10.8%
November	633	714	+12.8%
December	641	704	+9.8%
January	512	546	+6.6%
February	542	589	+8.7%
March	753	730	-3.1%
April	826	835	+1.1%
May	969	965	-0.4%
June	956	1,030	+7.7%
July	1,001	940	-6.1%
12-Month Avg	743	797	+7.3%

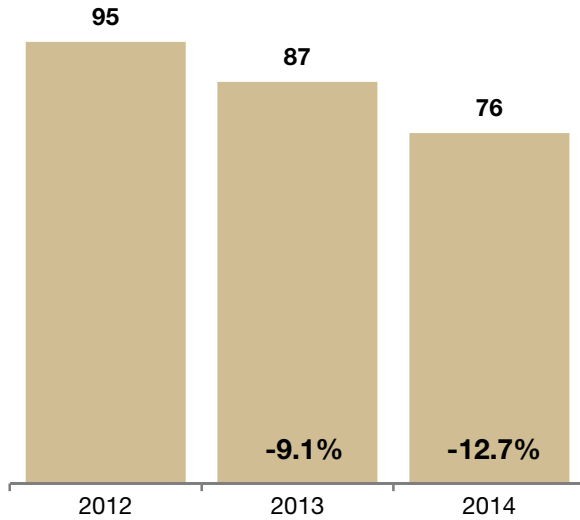
Historical Closed Sales Activity



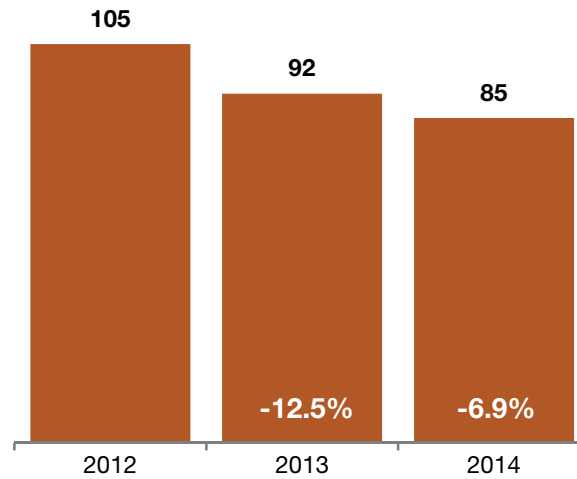
Days on Market Until Sale

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

July

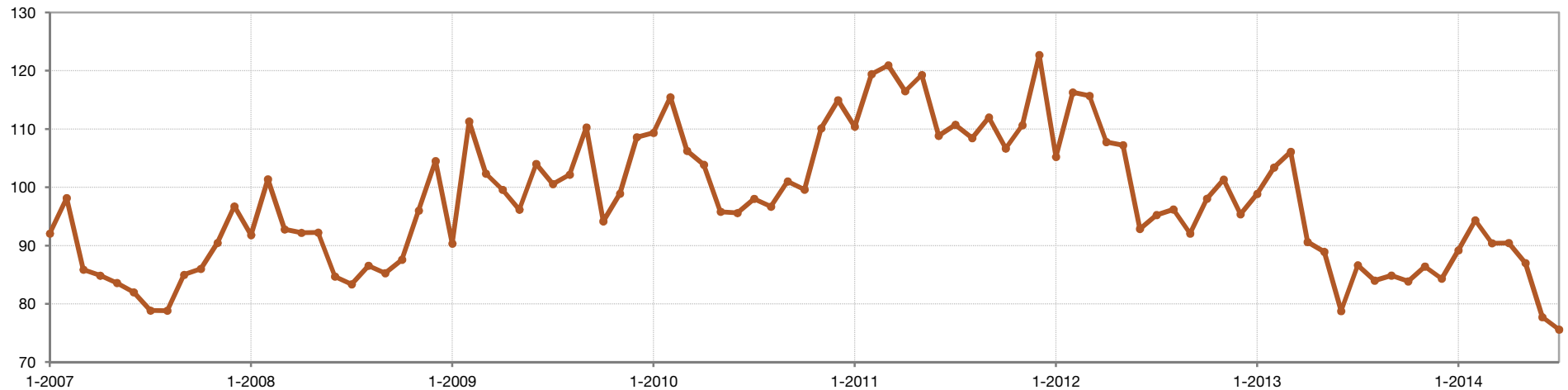


Year To Date



Month	Prior Year	Current Year	+ / -
August	96	84	-12.7%
September	92	85	-7.8%
October	98	84	-14.5%
November	101	86	-14.7%
December	95	84	-11.6%
January	99	89	-9.8%
February	103	94	-8.8%
March	106	90	-14.8%
April	91	90	-0.2%
May	89	87	-2.2%
June	79	78	-1.3%
July	87	76	-12.7%
12-Month Avg	94	85	-9.1%

Historical Days on Market Until Sale

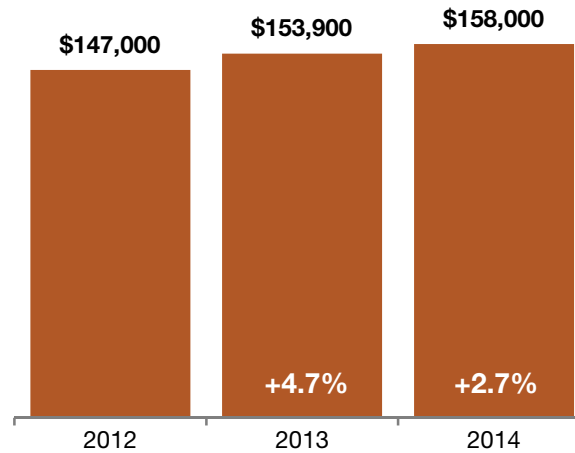
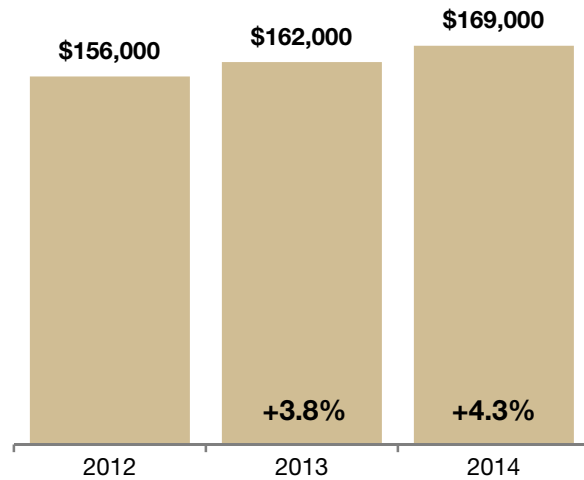


Median Sales Price

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

July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$156,500	\$168,500	+7.7%
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,965	+2.6%
December	\$149,000	\$152,500	+2.3%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,481	+6.6%
March	\$146,900	\$155,000	+5.5%
April	\$151,500	\$148,500	-2.0%
May	\$157,000	\$159,900	+1.8%
June	\$160,000	\$168,000	+5.0%
July	\$162,000	\$169,000	+4.3%
12-Month Med	\$152,000	\$157,800	+3.8%

Historical Median Sales Price

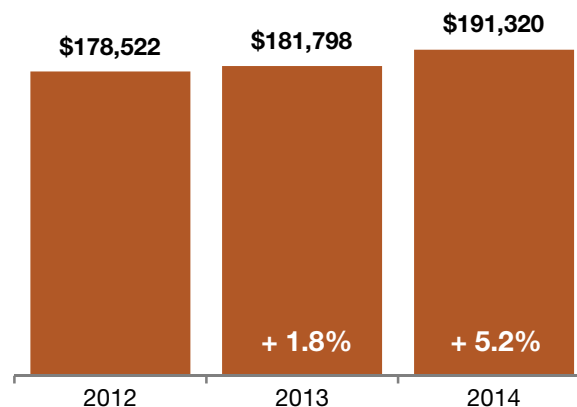
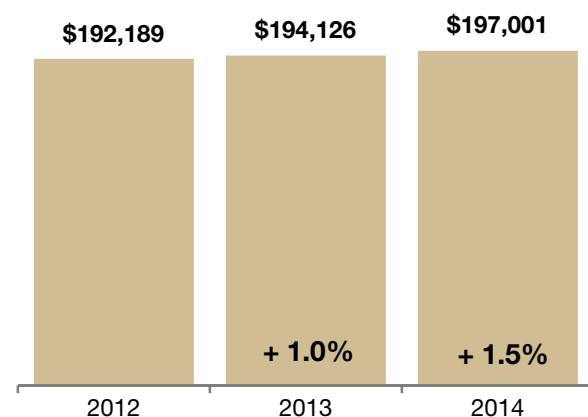


Average Sales Price

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

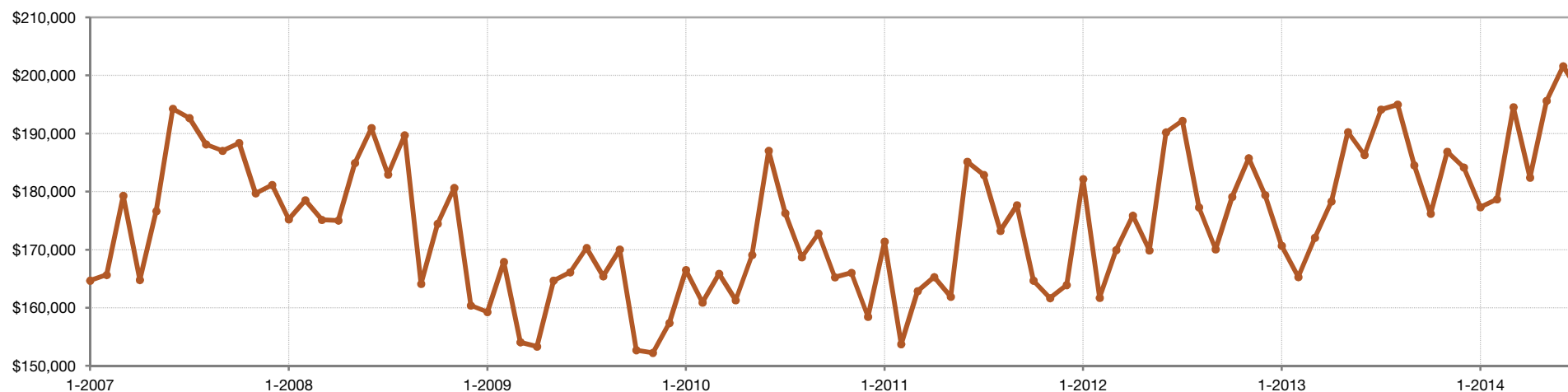
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$177,284	\$194,980	+10.0%
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,872	+0.6%
December	\$179,384	\$184,151	+2.7%
January	\$170,673	\$177,315	+3.9%
February	\$165,286	\$178,672	+8.1%
March	\$172,057	\$194,533	+13.1%
April	\$178,303	\$182,402	+2.3%
May	\$190,234	\$195,621	+2.8%
June	\$186,307	\$201,578	+8.2%
July	\$194,126	\$197,001	+1.5%
12-Month Avg	\$180,493	\$189,056	+4.7%

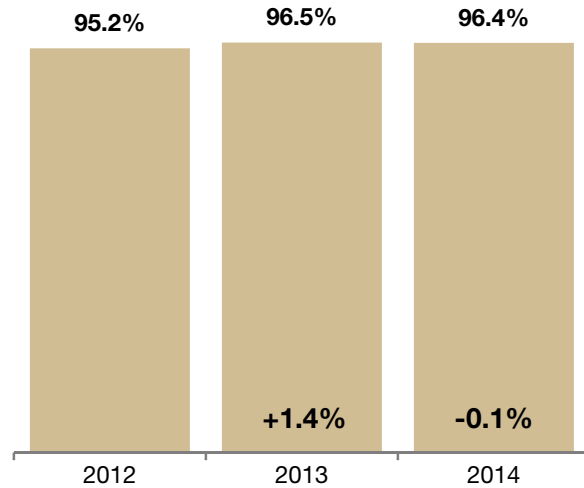
Historical Average Sales Price



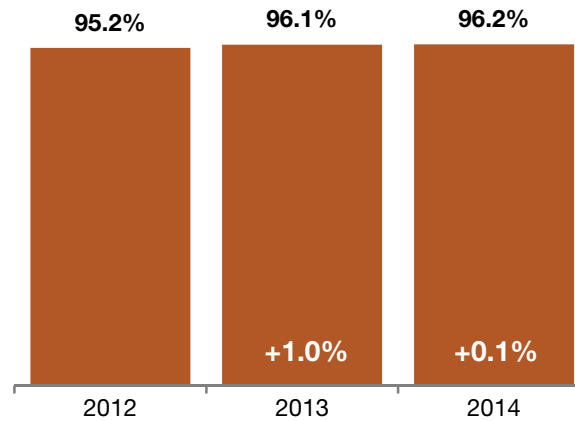
Percent of List Price Received

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.

July



Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.0%	+0.9%
January	95.4%	95.5%	+0.1%
February	95.8%	95.4%	-0.4%
March	96.5%	96.4%	-0.1%
April	95.9%	96.3%	+0.4%
May	95.7%	96.4%	+0.7%
June	96.3%	96.5%	+0.2%
July	96.5%	96.4%	-0.1%
12-Month Avg	95.9%	96.2%	+0.3%

Historical Percent of List Price Received

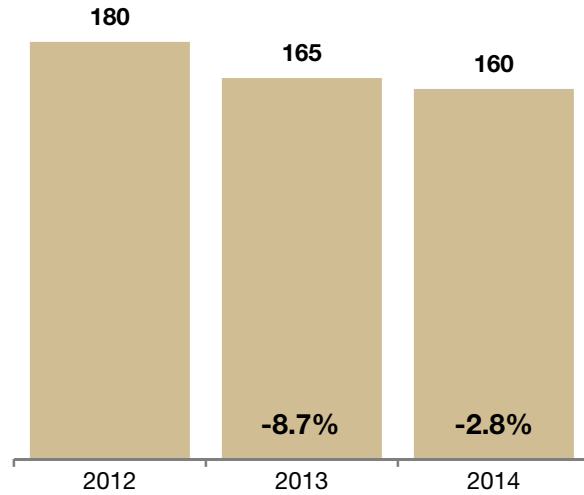


Housing Affordability Index

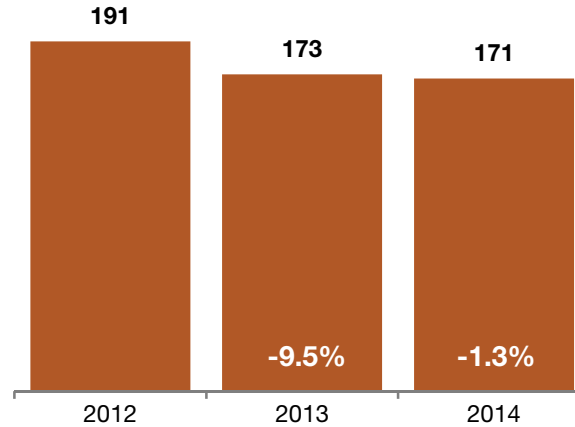
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



July



Year To Date



Month	Prior Year	Current Year	+ / -
August	179	156	-12.7%
September	194	172	-11.5%
October	193	175	-9.4%
November	190	184	-3.4%
December	193	177	-8.2%
January	198	174	-12.0%
February	200	174	-13.3%
March	194	171	-11.9%
April	192	178	-7.2%
May	179	170	-5.0%
June	166	161	-2.7%
July	165	160	-2.8%
12-Month Avg	187	171	-8.4%

Historical Housing Affordability Index

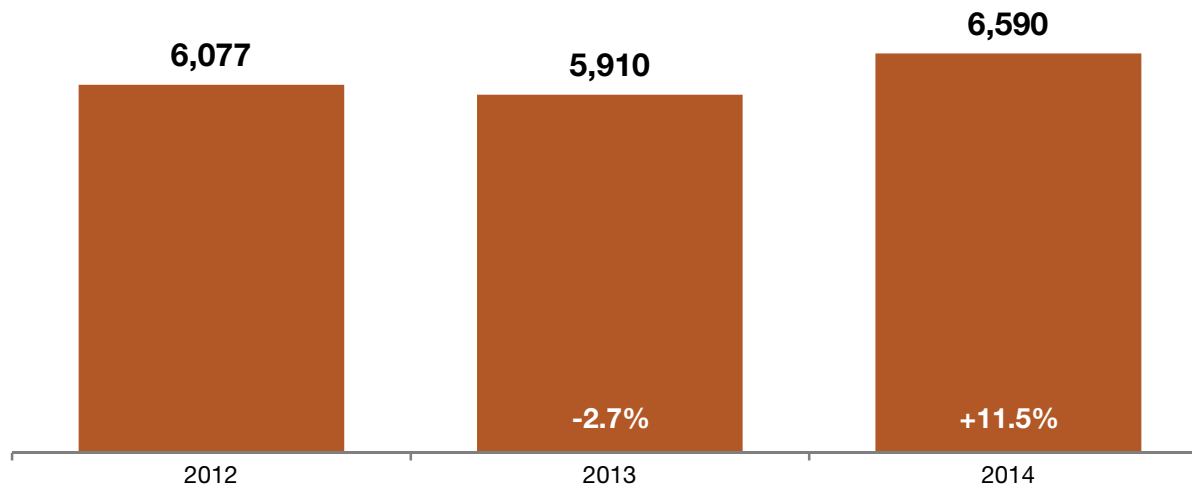


Inventory of Homes for Sale

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

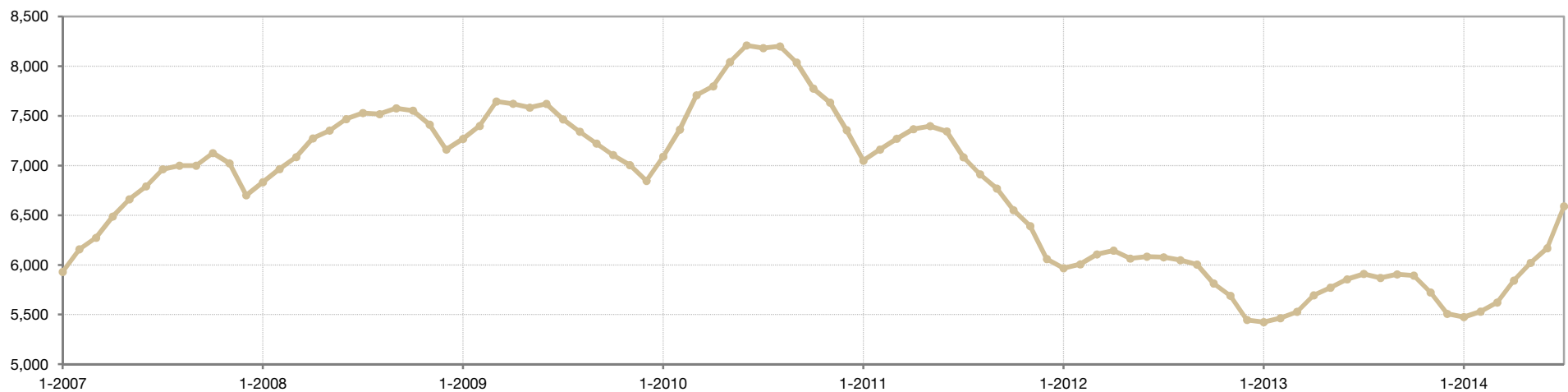


July



Month	Prior Year	Current Year	+ / -
August	6,048	5,869	-3.0%
September	6,004	5,905	-1.6%
October	5,814	5,893	+1.4%
November	5,690	5,723	+0.6%
December	5,447	5,508	+1.1%
January	5,425	5,476	+0.9%
February	5,464	5,530	+1.2%
March	5,529	5,622	+1.7%
April	5,694	5,843	+2.6%
May	5,771	6,021	+4.3%
June	5,855	6,168	+5.3%
July	5,910	6,590	+11.5%
12-Month Avg	5,721	5,846	+2.2%

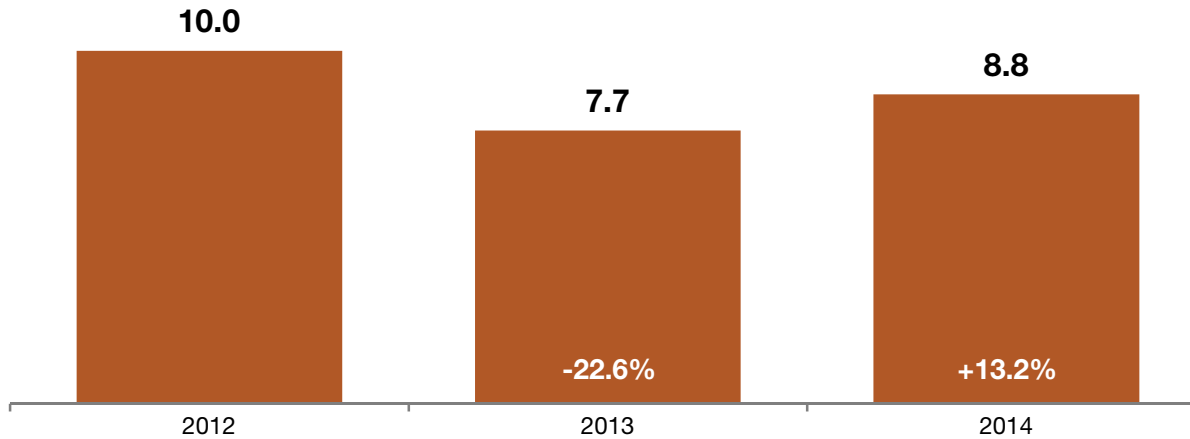
Historical Inventory of Homes for Sale



Months Supply of Inventory

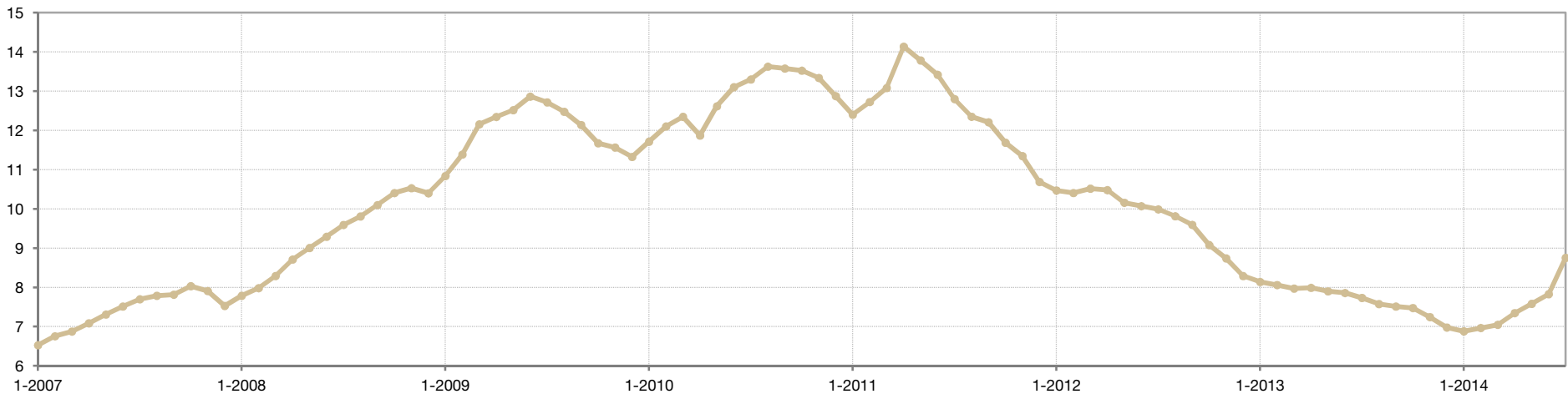
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Month	Prior Year	Current Year	+ / -
August	9.8	7.6	-22.8%
September	9.6	7.5	-21.7%
October	9.1	7.5	-17.7%
November	8.7	7.2	-17.1%
December	8.3	7.0	-15.8%
January	8.1	6.9	-15.5%
February	8.1	7.0	-13.6%
March	8.0	7.0	-11.6%
April	8.0	7.3	-8.0%
May	7.9	7.6	-4.0%
June	7.9	7.8	-0.4%
July	7.7	8.8	+13.2%
12-Month Avg	8.4	7.4	-11.8%

Historical Months Supply of Inventory



Monthly Indicators

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



August 2014

Most local markets continue to recover from a soft patch earlier this year. The macro trend is still positive; the micro trend involves more moderate pinching up and down the month-to-month timeline. This is not uncommon in a balanced market, but it's been so long since we've seen one that we're watching it with perhaps too much trepidation. Metrics to watch include inventory and prices, but also days on market, months' supply and percent of list price received at sale. Declines in pending and closed sales activity may reflect strong decreases at lower price points and may not indicate softening demand.

New Listings in the Greater Greenville region increased 0.5 percent to 1,386. Pending Sales were down 40.9 percent to 500. Inventory levels rose 10.1 percent to 6,479 units.

Prices were a tad soft. The Median Sales Price decreased 3.3 percent to \$163,000. Days on Market was down 10.6 percent to 75 days. Buyers felt empowered as Months Supply of Inventory was up 11.1 percent to 8.4 months.

Sustained job growth, lower mortgage rates and a slow rise in the number of homes for sale appear to have unleashed at least some pent-up demand. Since housing demand relies heavily on an economy churning out good jobs, it's encouraging to see second quarter GDP growth revised upwards to a 4.2 percent annualized rate and stronger-than-expected job growth in recent months. Further improvements are still needed by way of wage growth and consumer confidence but recovery continues.

Quick Facts

+ 6.0%

Change in
Closed Sales

- 3.3%

Change in
Median Sales Price

+ 10.1%

Change in
Inventory

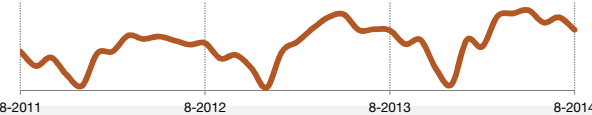
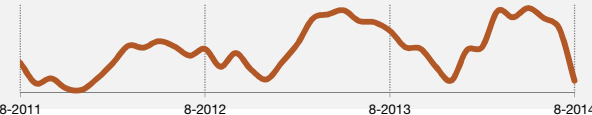
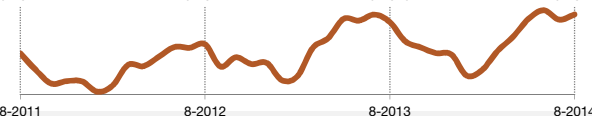
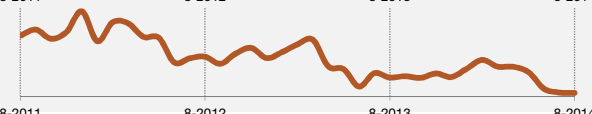
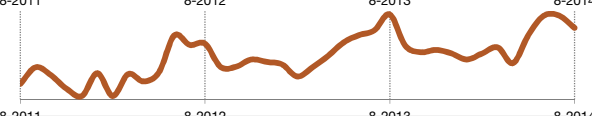
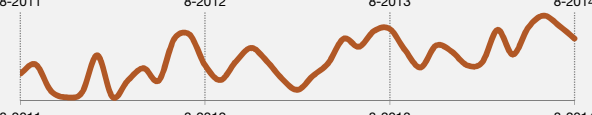
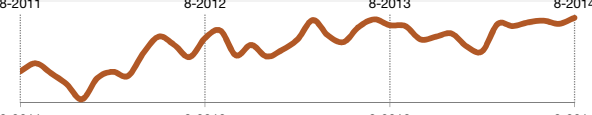
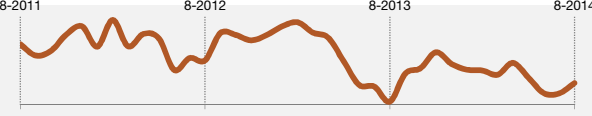
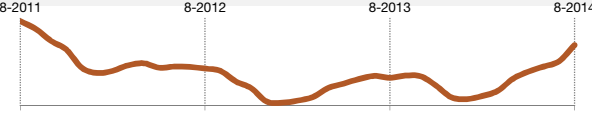
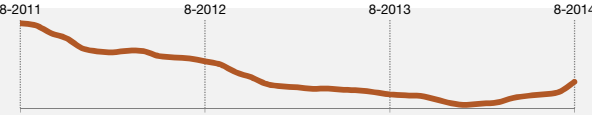
Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
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Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Click on desired metric to jump to that page.

Market Overview

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

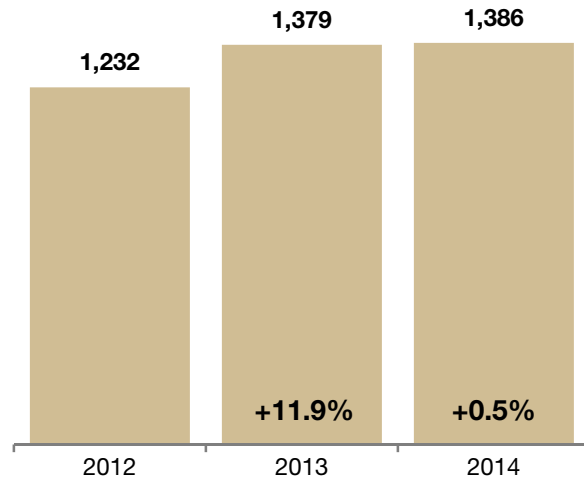


Key Metrics	Historical Sparklines	8-2013	8-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,379	1,386	+ 0.5%	11,032	11,573	+ 4.9%
Pending Sales		846	500	- 40.9%	6,923	6,663	- 3.8%
Closed Sales		945	1,002	+ 6.0%	6,504	6,666	+ 2.5%
Days on Market Until Sale		84	75	- 10.6%	91	84	- 7.5%
Median Sales Price		\$168,500	\$163,000	- 3.3%	\$155,000	\$158,950	+ 2.5%
Average Sales Price		\$194,980	\$190,293	- 2.4%	\$183,710	\$191,138	+ 4.0%
Percent of List Price Received		96.3%	96.6%	+ 0.3%	96.1%	96.3%	+ 0.2%
Housing Affordability Index		156	167	+ 6.5%	170	171	+ 0.5%
Inventory of Homes for Sale		5,882	6,479	+ 10.1%	--	--	--
Months Supply of Homes for Sale		7.6	8.4	+ 11.1%	--	--	--

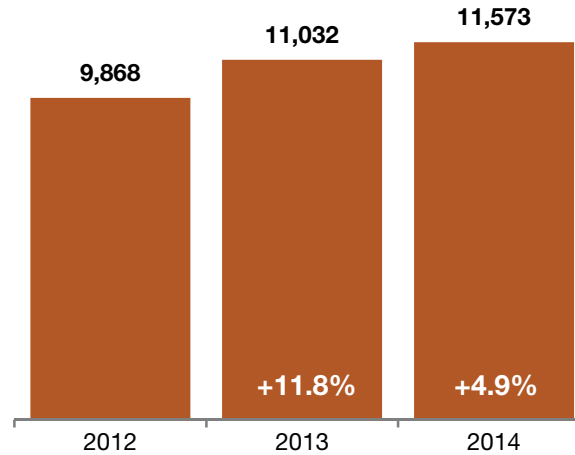
New Listings

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

August

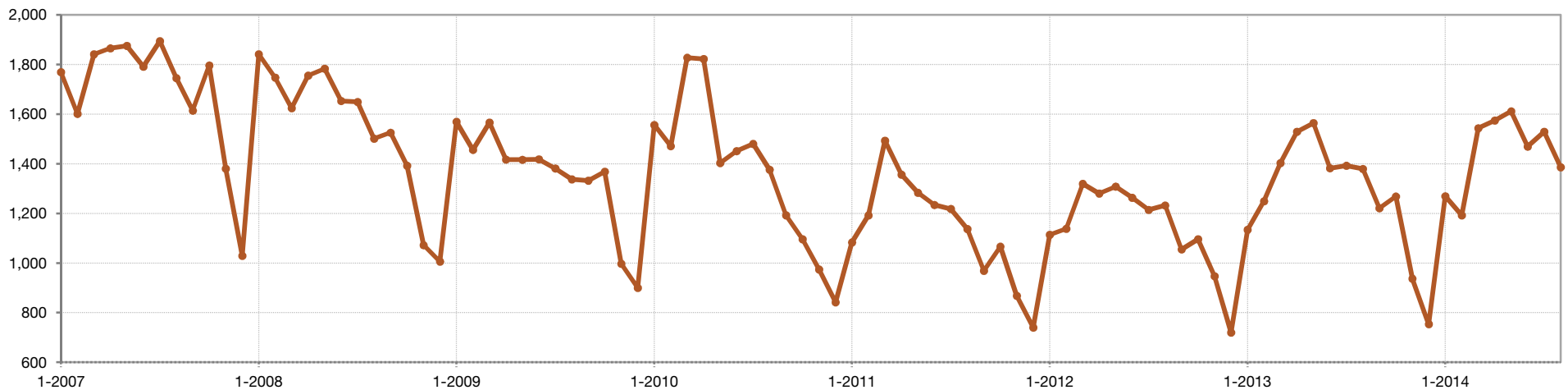


Year To Date



Month	Prior Year	Current Year	+ / -
September	1,055	1,221	+15.7%
October	1,096	1,268	+15.7%
November	947	937	-1.1%
December	720	754	+4.7%
January	1,134	1,269	+11.9%
February	1,249	1,192	-4.6%
March	1,403	1,543	+10.0%
April	1,529	1,574	+2.9%
May	1,564	1,611	+3.0%
June	1,382	1,469	+6.3%
July	1,392	1,529	+9.8%
August	1,379	1,386	+0.5%
12-Month Avg	1,238	1,313	+6.1%

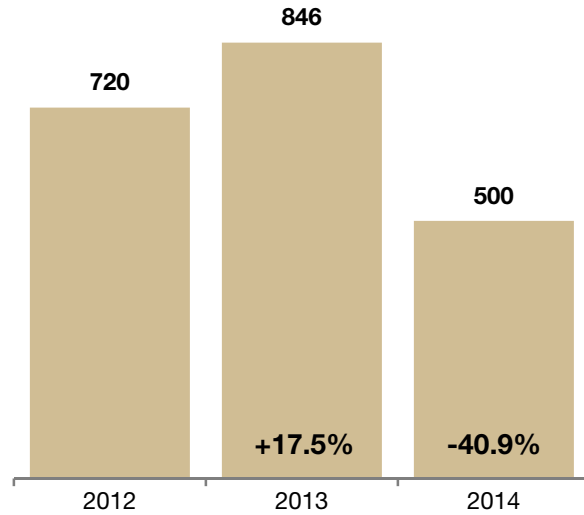
Historical New Listing Activity



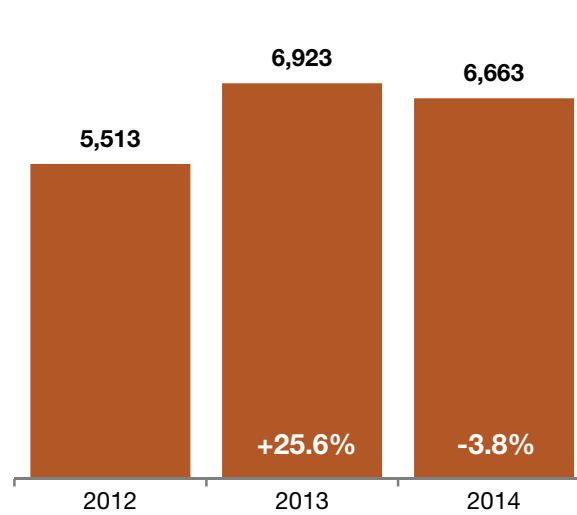
Pending Sales

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

August

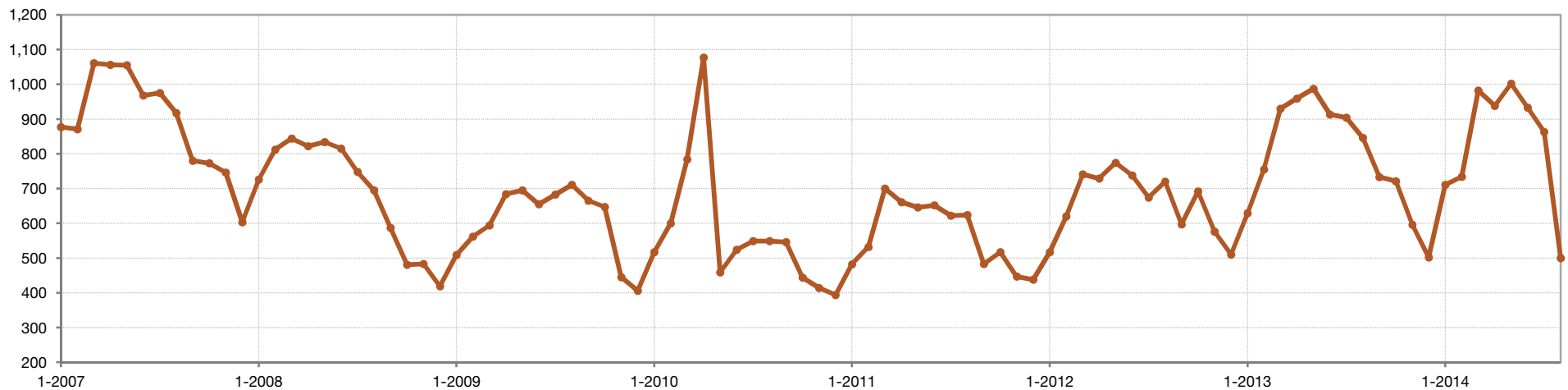


Year To Date



Month	Prior Year	Current Year	+ / -
September	597	733	+22.8%
October	692	721	+4.2%
November	576	596	+3.5%
December	510	502	-1.6%
January	629	711	+13.0%
February	755	734	-2.8%
March	930	982	+5.6%
April	959	938	-2.2%
May	987	1,002	+1.5%
June	913	933	+2.2%
July	904	863	-4.5%
August	846	500	-40.9%
12-Month Avg	775	768	-0.9%

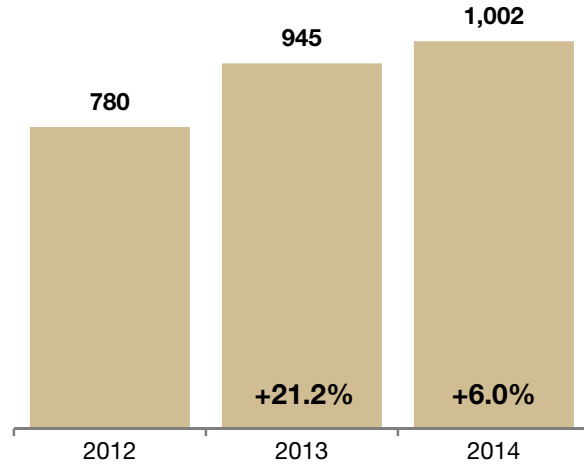
Historical Pending Sales Activity



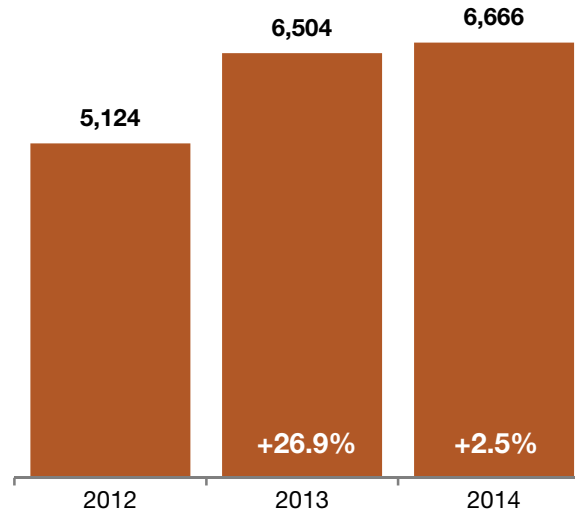
Closed Sales

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

August



Year To Date



Month	Prior Year	Current Year	+ / -
September	614	803	+30.8%
October	683	757	+10.8%
November	633	714	+12.8%
December	641	704	+9.8%
January	512	546	+6.6%
February	542	589	+8.7%
March	753	730	-3.1%
April	826	835	+1.1%
May	969	968	-0.1%
June	956	1,033	+8.1%
July	1,001	963	-3.8%
August	945	1,002	+6.0%
12-Month Avg	756	804	+6.3%

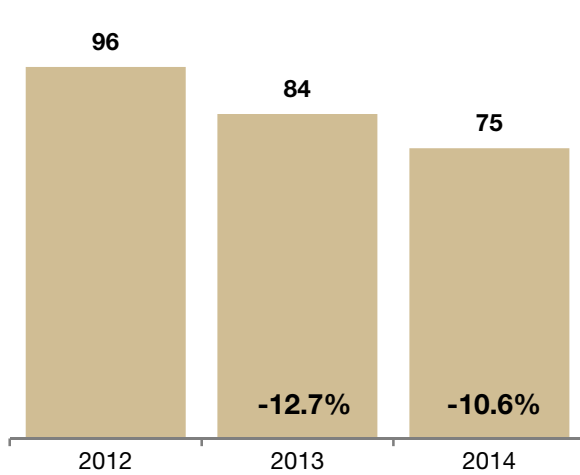
Historical Closed Sales Activity



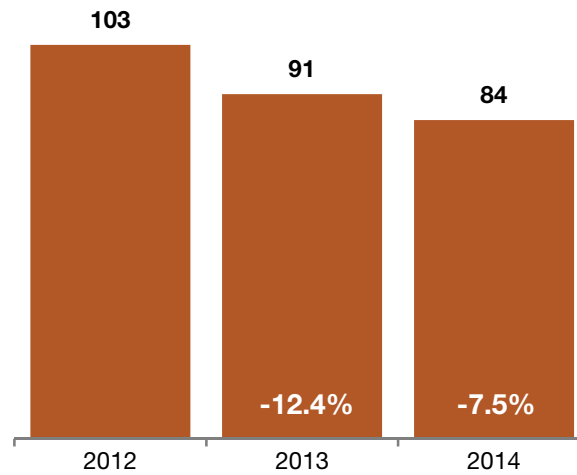
Days on Market Until Sale

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

August

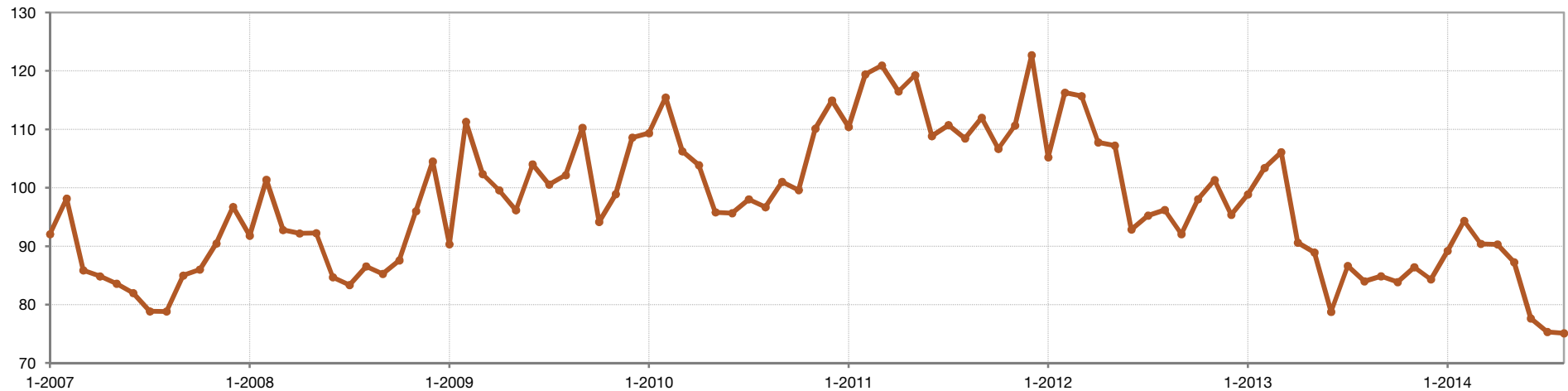


Year To Date



Month	Prior Year	Current Year	+ / -
September	92	85	-7.8%
October	98	84	-14.5%
November	101	86	-14.7%
December	95	84	-11.6%
January	99	89	-9.8%
February	103	94	-8.8%
March	106	90	-14.8%
April	91	90	-0.3%
May	89	87	-1.9%
June	79	78	-1.4%
July	87	75	-13.0%
August	84	75	-10.6%
12-Month Avg	92	84	-8.9%

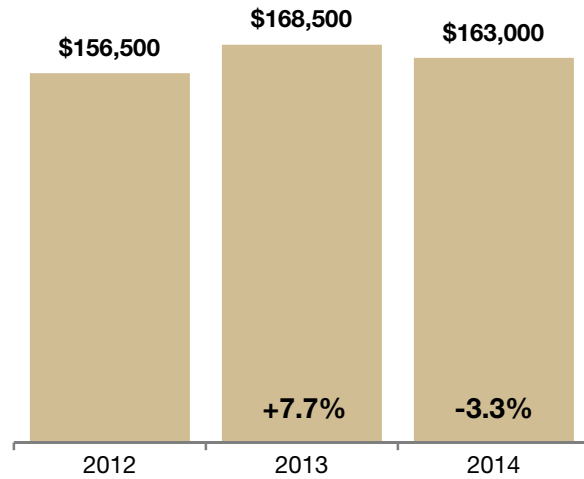
Historical Days on Market Until Sale



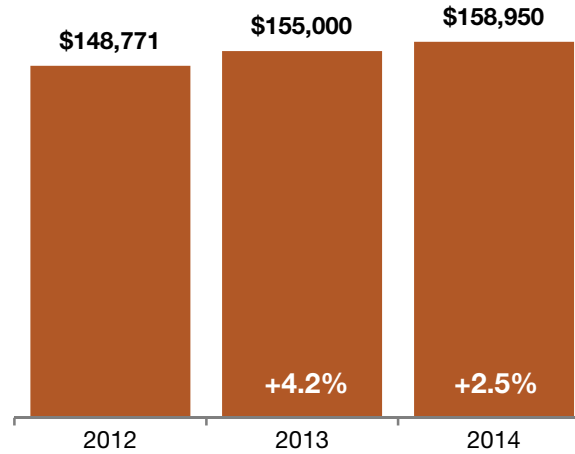
Median Sales Price

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

August



Year To Date



Month	Prior Year	Current Year	+ / -
September	\$147,000	\$155,714	+5.9%
October	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,965	+2.6%
December	\$149,000	\$152,500	+2.3%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,481	+6.6%
March	\$146,900	\$155,000	+5.5%
April	\$151,500	\$148,500	-2.0%
May	\$157,000	\$160,000	+1.9%
June	\$160,000	\$168,000	+5.0%
July	\$162,000	\$168,000	+3.7%
August	\$168,500	\$163,000	-3.3%
12-Month Med	\$153,000	\$157,000	+2.6%

Historical Median Sales Price

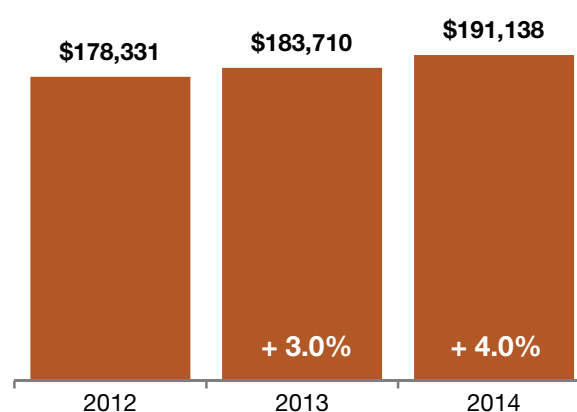
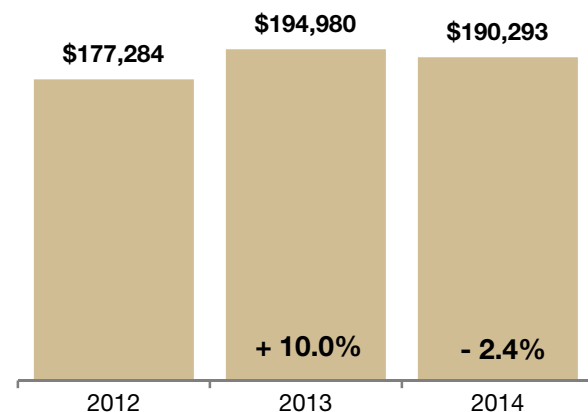


Average Sales Price

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

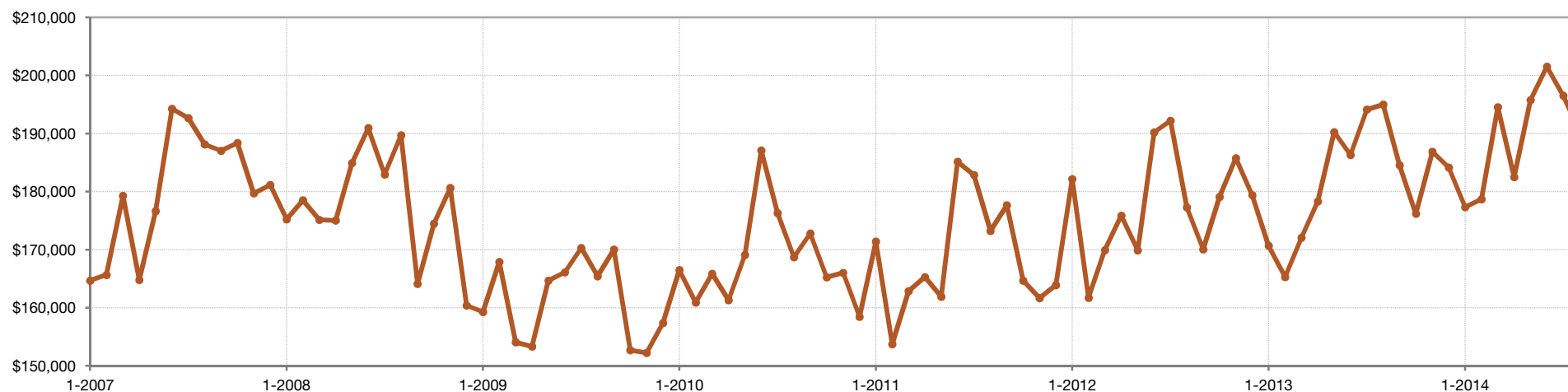
August

Year To Date



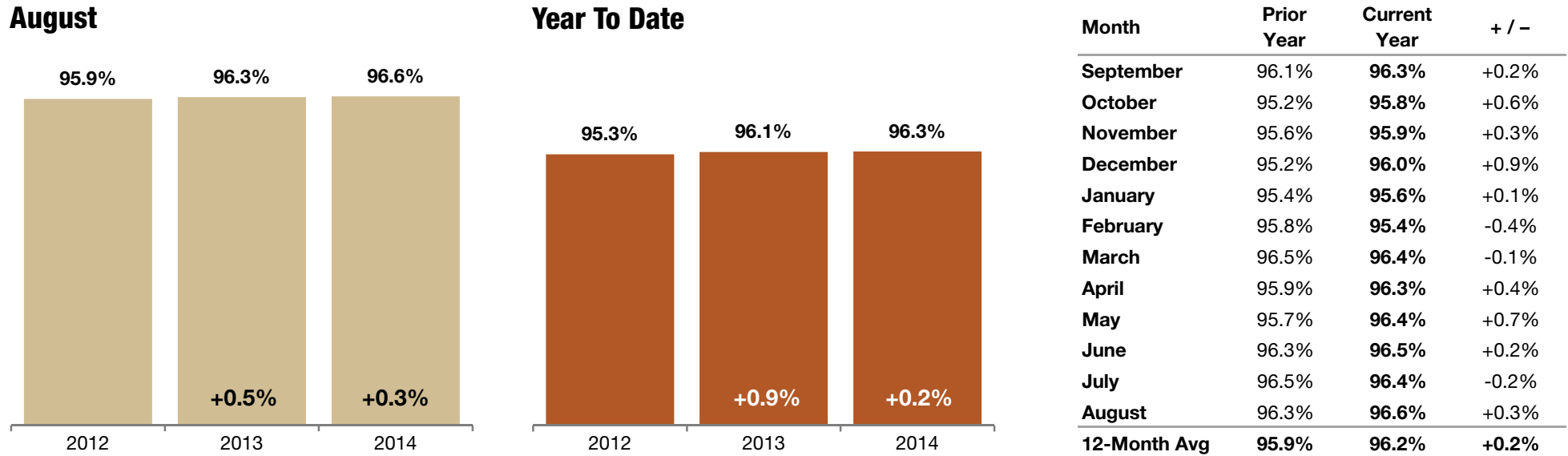
Month	Prior Year	Current Year	+ / -
September	\$170,058	\$184,530	+8.5%
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,872	+0.6%
December	\$179,384	\$184,151	+2.7%
January	\$170,673	\$177,330	+3.9%
February	\$165,286	\$178,672	+8.1%
March	\$172,057	\$194,533	+13.1%
April	\$178,303	\$182,483	+2.3%
May	\$190,234	\$195,753	+2.9%
June	\$186,307	\$201,496	+8.2%
July	\$194,126	\$196,514	+1.2%
August	\$194,980	\$190,293	-2.4%
12-Month Avg	\$182,278	\$188,595	+3.5%

Historical Average Sales Price



Percent of List Price Received

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



Historical Percent of List Price Received

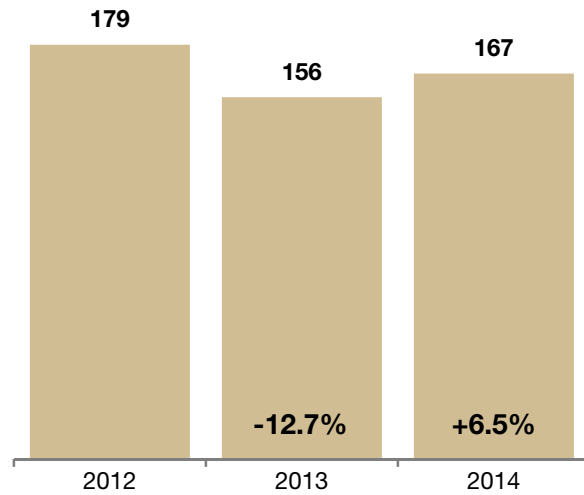


Housing Affordability Index

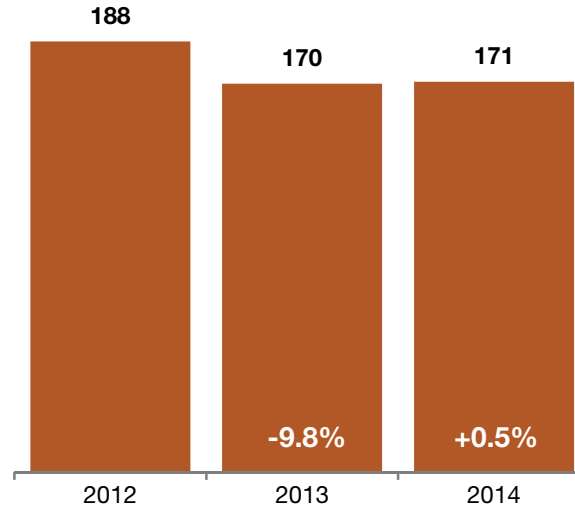
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



August

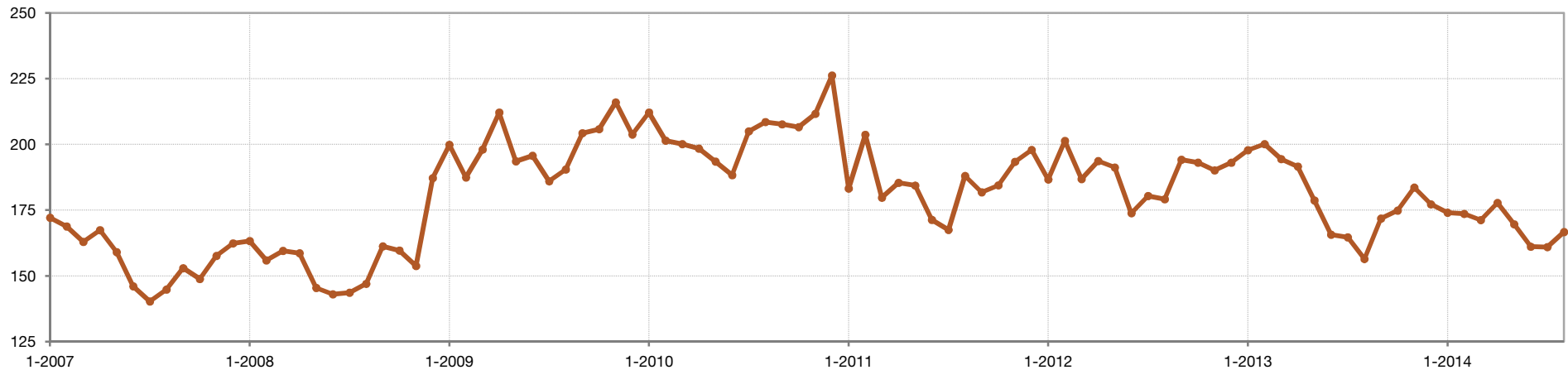


Year To Date



Month	Prior Year	Current Year	+ / -
September	194	172	-11.5%
October	193	175	-9.4%
November	190	184	-3.4%
December	193	177	-8.2%
January	198	174	-12.0%
February	200	174	-13.3%
March	194	171	-11.9%
April	192	178	-7.2%
May	179	170	-5.1%
June	166	161	-2.7%
July	165	161	-2.3%
August	156	167	+6.5%
12-Month Avg	185	172	-6.7%

Historical Housing Affordability Index

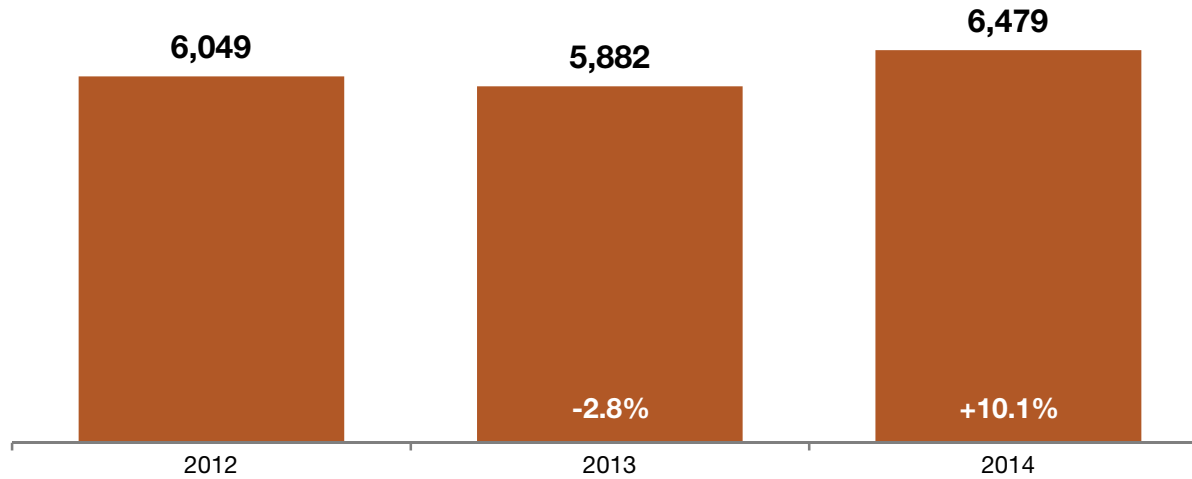


Inventory of Homes for Sale

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

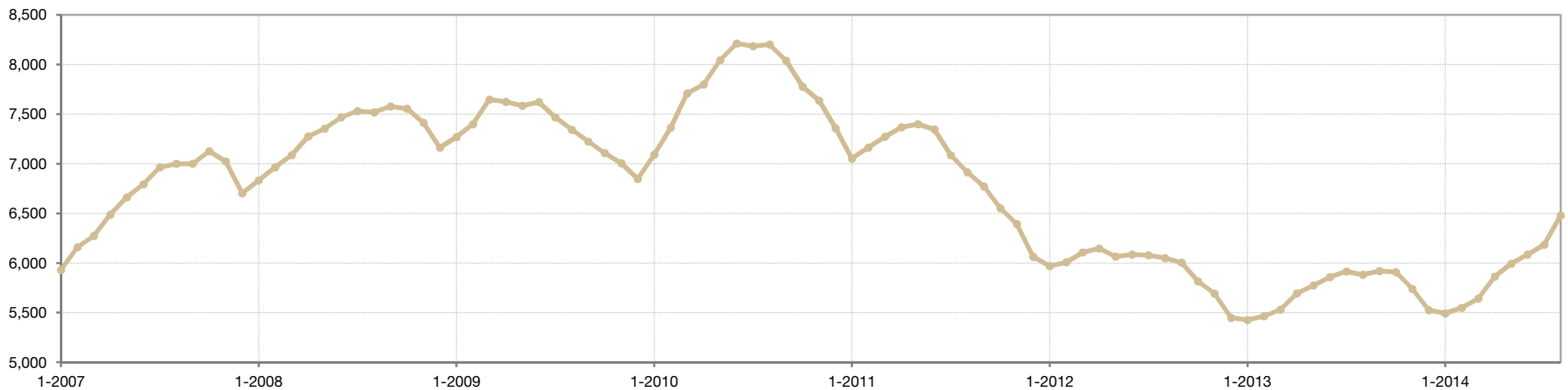


August



Month	Prior Year	Current Year	+ / -
September	6,005	5,920	-1.4%
October	5,815	5,909	+1.6%
November	5,691	5,739	+0.8%
December	5,448	5,525	+1.4%
January	5,426	5,493	+1.2%
February	5,465	5,549	+1.5%
March	5,530	5,642	+2.0%
April	5,695	5,863	+2.9%
May	5,775	5,993	+3.8%
June	5,859	6,086	+3.9%
July	5,915	6,183	+4.5%
August	5,882	6,479	+10.1%
12-Month Avg	5,709	5,865	+2.7%

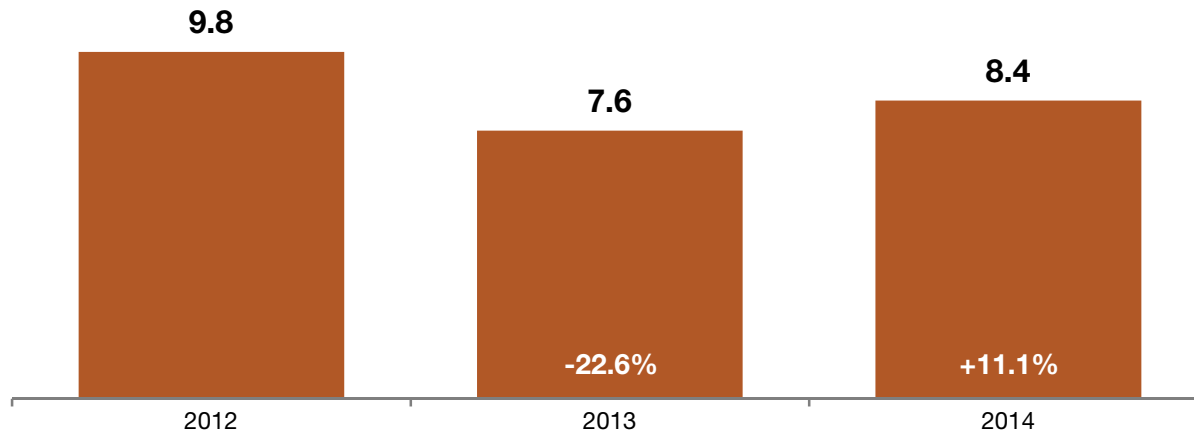
Historical Inventory of Homes for Sale



Months Supply of Inventory

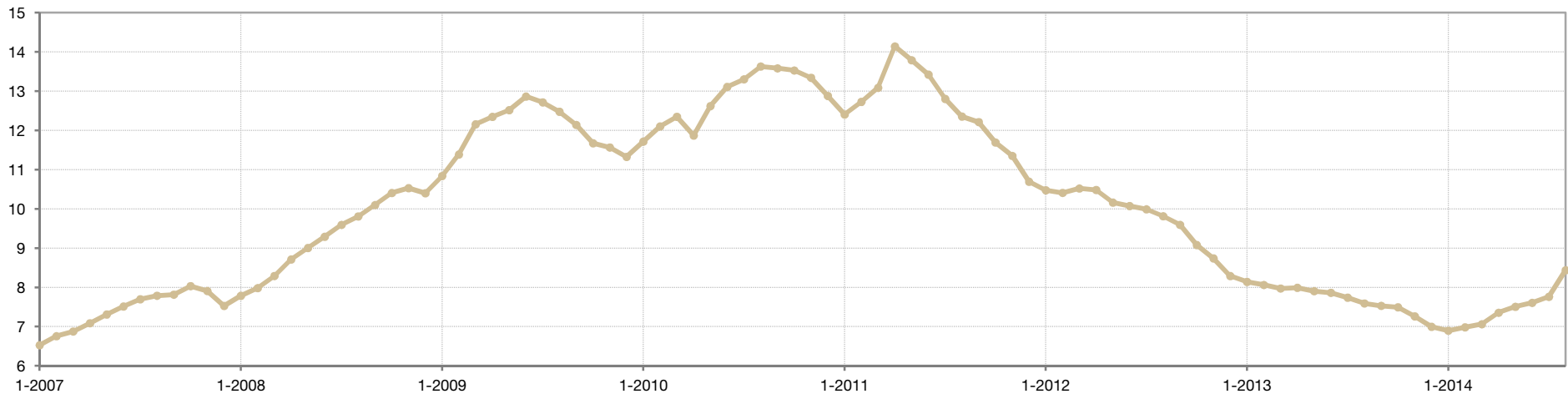
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



Month	Prior Year	Current Year	+ / -
September	9.6	7.5	-21.5%
October	9.1	7.5	-17.5%
November	8.7	7.3	-16.9%
December	8.3	7.0	-15.6%
January	8.1	6.9	-15.3%
February	8.1	7.0	-13.4%
March	8.0	7.1	-11.4%
April	8.0	7.4	-8.0%
May	7.9	7.5	-5.1%
June	7.9	7.6	-3.3%
July	7.7	7.8	+0.3%
August	7.6	8.4	+11.1%
12-Month Avg	8.2	7.4	-10.2%

Historical Months Supply of Inventory



Monthly Indicators

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



September 2014

Markets across the nation seem to be back on the recovery track after a brief pause. One of the more encouraging aspects of this renewed recovery is that new construction of single-family homes reached six-year highs in August, according to the U.S. Commerce Department. Consumers are also finding more listings in their search results than they have in years. Inventory is rising in many neighborhoods as higher prices have motivated more sellers to list.

New Listings in the Greater Greenville region increased 5.9 percent to 1,293. Pending Sales were down 37.1 percent to 462. Inventory levels rose 5.5 percent to 6,244 units.

Prices continued to gain traction. The Median Sales Price increased 5.2 percent to \$163,785. Days on Market was down 15.2 percent to 72 days. Buyers felt empowered as Months Supply of Inventory was up 5.2 percent to 7.9 months.

The departure of investors from the scene should benefit first-time homebuyers, but student debt and sluggish wage growth have slowed that transition. The economy is growing, but it's growing at a slower pace than desired. Thankfully, inflation remains tame, partly enabling the Federal Reserve to keep rates low for longer, contrary to the forecasts of most economists.

Quick Facts

+ 20.7%

Change in
Closed Sales

+ 5.2%

Change in
Median Sales Price

+ 5.5%

Change in
Inventory

Market Overview	2
New Listings	3
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Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Click on desired metric to jump to that page.

Market Overview

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

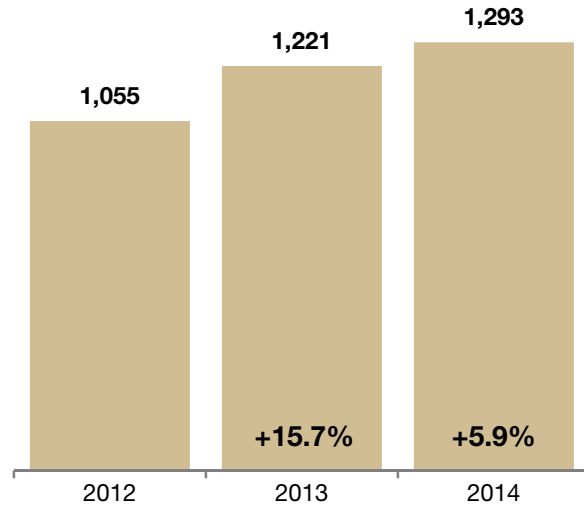


Key Metrics	Historical Sparklines	9-2013	9-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		1,221	1,293	+ 5.9%	12,254	12,889	+ 5.2%
Pending Sales		735	462	- 37.1%	7,657	7,633	- 0.3%
Closed Sales		803	969	+ 20.7%	7,307	7,668	+ 4.9%
Days on Market Until Sale		85	72	- 15.2%	90	82	- 8.4%
Median Sales Price		\$155,714	\$163,785	+ 5.2%	\$155,000	\$159,900	+ 3.2%
Average Sales Price		\$184,530	\$196,213	+ 6.3%	\$183,801	\$191,718	+ 4.3%
Percent of List Price Received		96.3%	96.2%	- 0.1%	96.1%	96.3%	+ 0.1%
Housing Affordability Index		172	164	- 4.3%	173	168	- 2.5%
Inventory of Homes for Sale		5,921	6,244	+ 5.5%	--	--	--
Months Supply of Homes for Sale		7.5	7.9	+ 5.2%	--	--	--

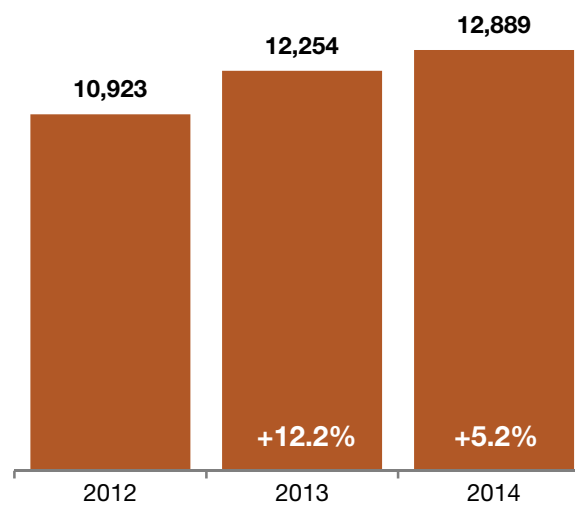
New Listings

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

September

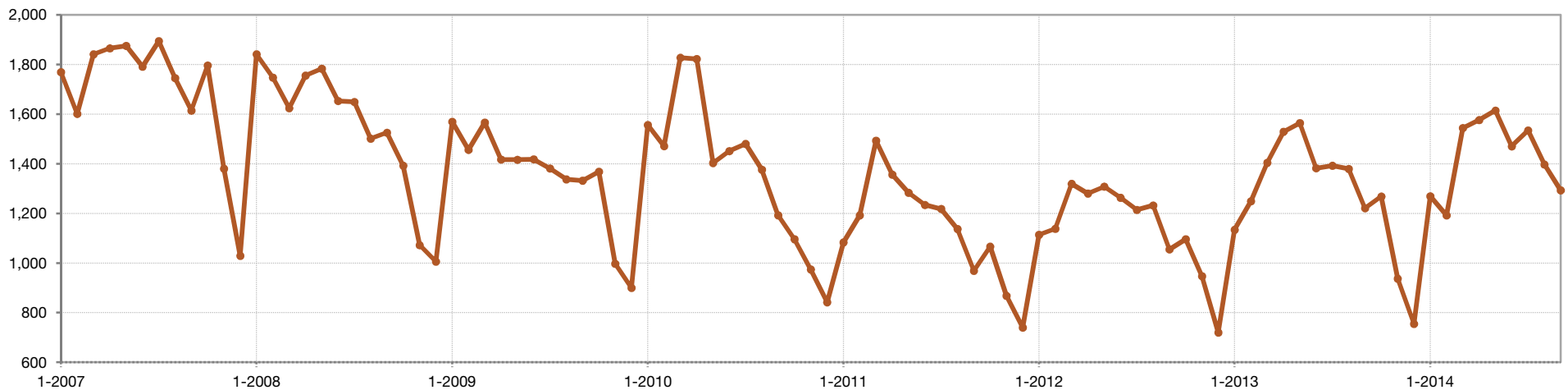


Year To Date



Month	Prior Year	Current Year	+ / -
October	1,096	1,268	+15.7%
November	947	937	-1.1%
December	720	755	+4.9%
January	1,134	1,269	+11.9%
February	1,249	1,192	-4.6%
March	1,404	1,544	+10.0%
April	1,529	1,576	+3.1%
May	1,564	1,614	+3.2%
June	1,382	1,470	+6.4%
July	1,392	1,534	+10.2%
August	1,379	1,397	+1.3%
September	1,221	1,293	+5.9%
12-Month Avg	1,251	1,321	+5.5%

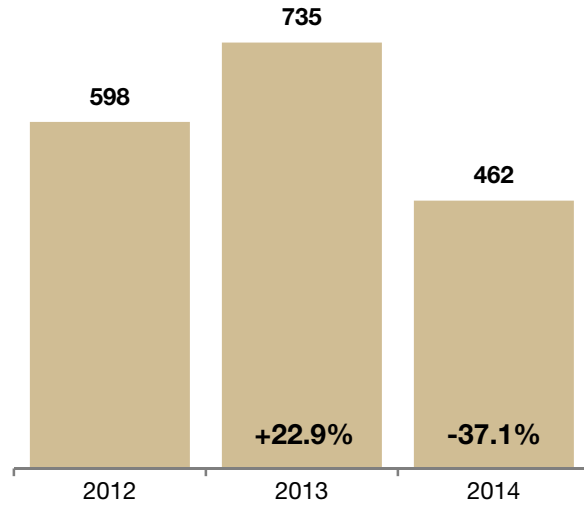
Historical New Listing Activity



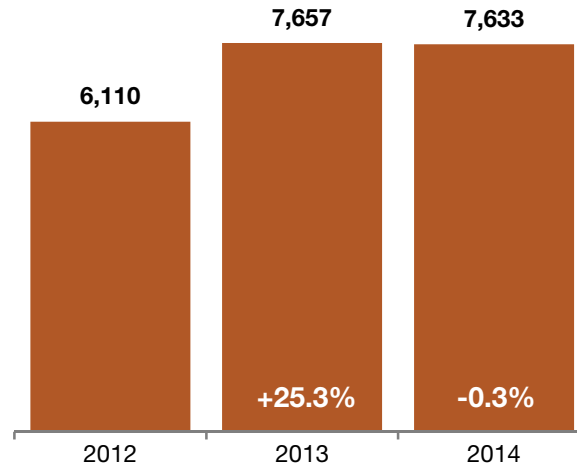
Pending Sales

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	692	722	+4.3%
November	576	596	+3.5%
December	509	502	-1.4%
January	629	711	+13.0%
February	755	732	-3.0%
March	930	982	+5.6%
April	959	943	-1.7%
May	986	1,011	+2.5%
June	913	953	+4.4%
July	904	945	+4.5%
August	846	894	+5.7%
September	735	462	-37.1%
12-Month Avg	786	788	+0.2%

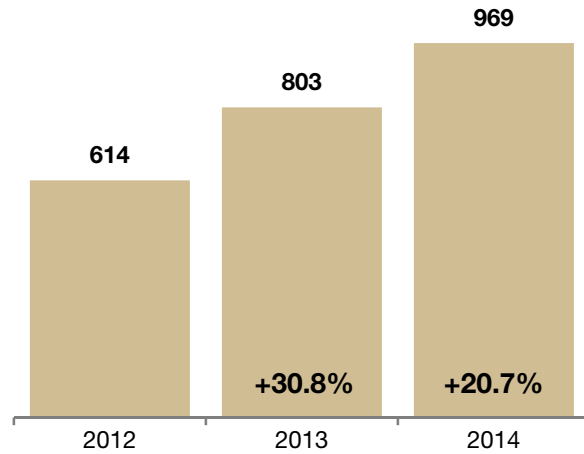
Historical Pending Sales Activity



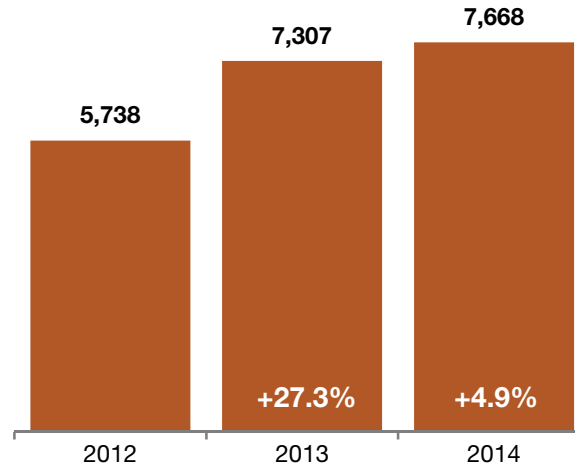
Closed Sales

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October	683	757	+10.8%
November	633	714	+12.8%
December	641	704	+9.8%
January	512	546	+6.6%
February	542	589	+8.7%
March	753	733	-2.7%
April	826	836	+1.2%
May	969	971	+0.2%
June	956	1,034	+8.2%
July	1,001	970	-3.1%
August	945	1,020	+7.9%
September	803	969	+20.7%
12-Month Avg	772	820	+6.3%

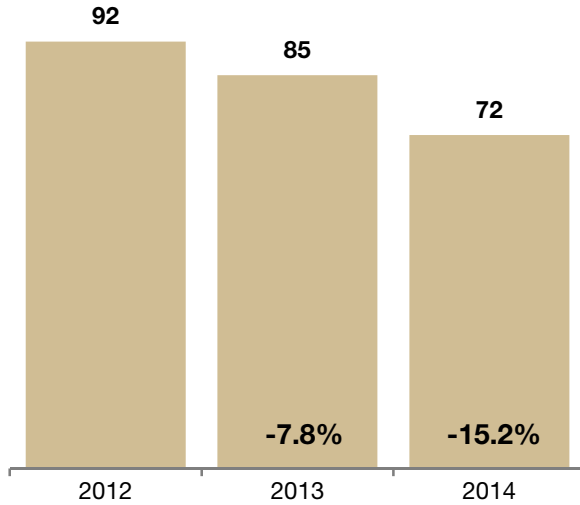
Historical Closed Sales Activity



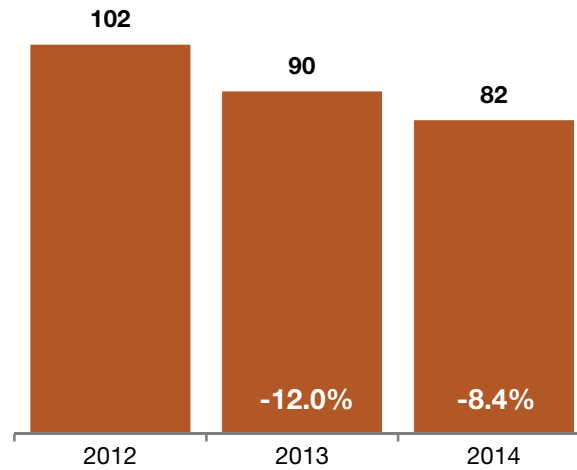
Days on Market Until Sale

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

September

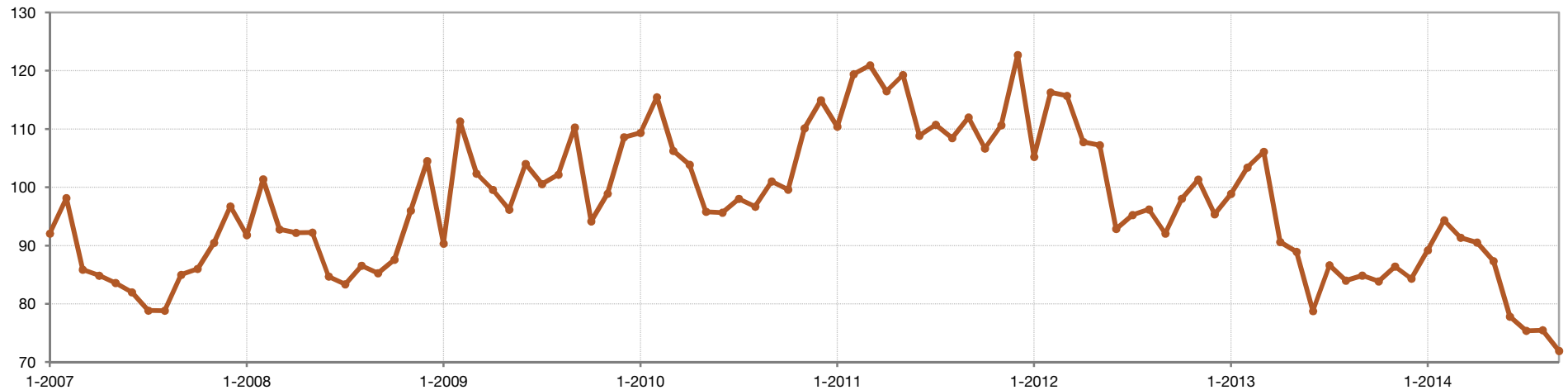


Year To Date



Month	Prior Year	Current Year	+ / -
October	98	84	-14.5%
November	101	86	-14.7%
December	95	84	-11.6%
January	99	89	-9.8%
February	103	94	-8.8%
March	106	91	-13.9%
April	91	91	-0.1%
May	89	87	-1.8%
June	79	78	-1.2%
July	87	75	-13.0%
August	84	75	-10.1%
September	85	72	-15.2%
12-Month Avg	92	83	-9.5%

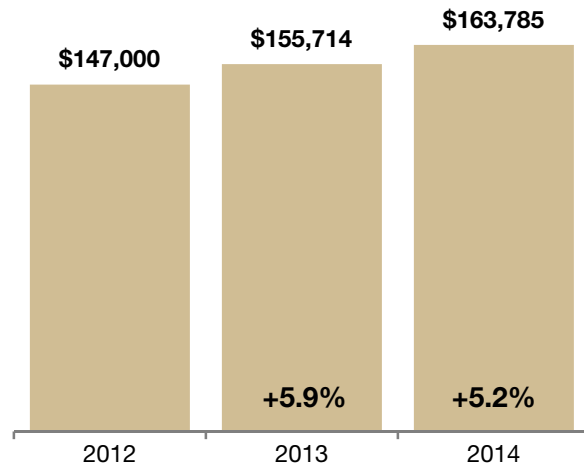
Historical Days on Market Until Sale



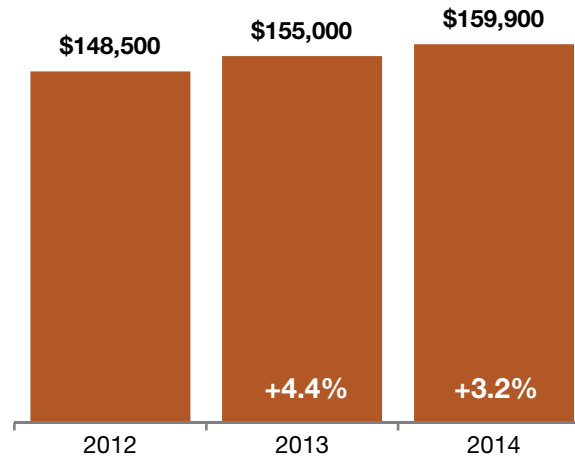
Median Sales Price

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	\$147,000	\$153,000	+4.1%
November	\$150,000	\$153,965	+2.6%
December	\$149,000	\$152,500	+2.3%
January	\$148,000	\$150,000	+1.4%
February	\$143,000	\$152,481	+6.6%
March	\$146,900	\$154,450	+5.1%
April	\$151,500	\$148,500	-2.0%
May	\$157,000	\$160,000	+1.9%
June	\$160,000	\$168,000	+5.0%
July	\$162,000	\$168,000	+3.7%
August	\$168,500	\$163,250	-3.1%
September	\$155,714	\$163,785	+5.2%
12-Month Med	\$154,000	\$158,000	+2.6%

Historical Median Sales Price

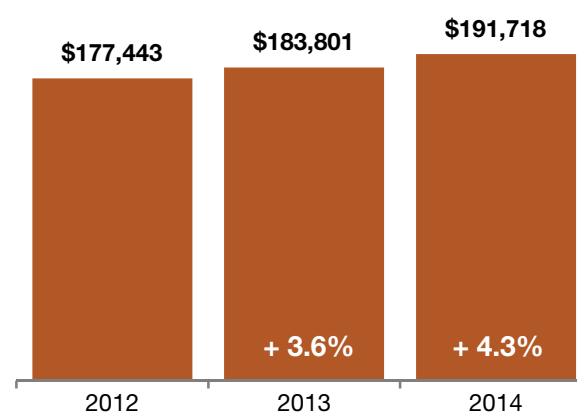
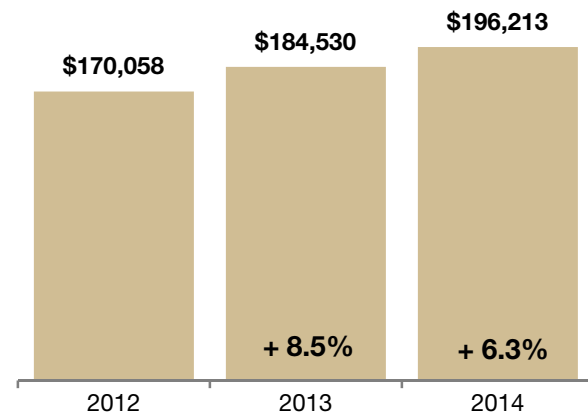


Average Sales Price

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

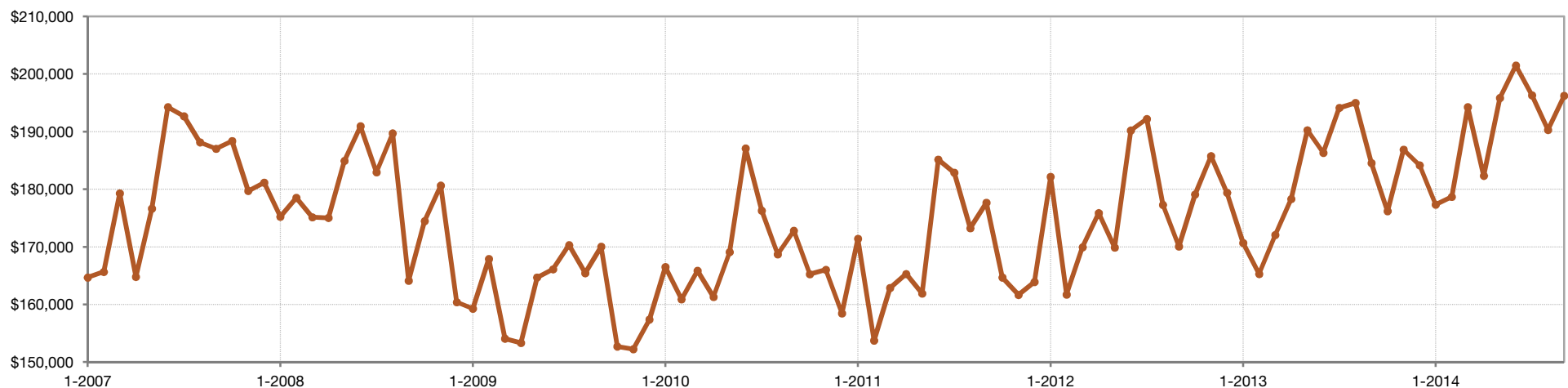
September

Year To Date



Month	Prior Year	Current Year	+ / -
October	\$179,087	\$176,198	-1.6%
November	\$185,751	\$186,872	+0.6%
December	\$179,384	\$184,151	+2.7%
January	\$170,673	\$177,330	+3.9%
February	\$165,286	\$178,672	+8.1%
March	\$172,057	\$194,253	+12.9%
April	\$178,303	\$182,331	+2.3%
May	\$190,234	\$195,834	+2.9%
June	\$186,307	\$201,456	+8.1%
July	\$194,126	\$196,296	+1.1%
August	\$194,980	\$190,282	-2.4%
September	\$184,530	\$196,213	+6.3%
12-Month Avg	\$183,285	\$189,638	+3.5%

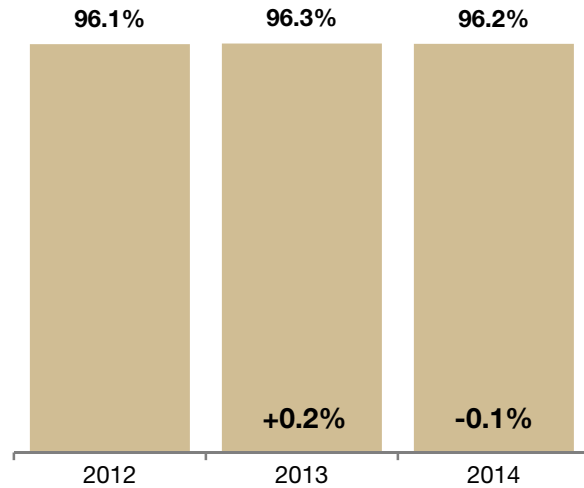
Historical Average Sales Price



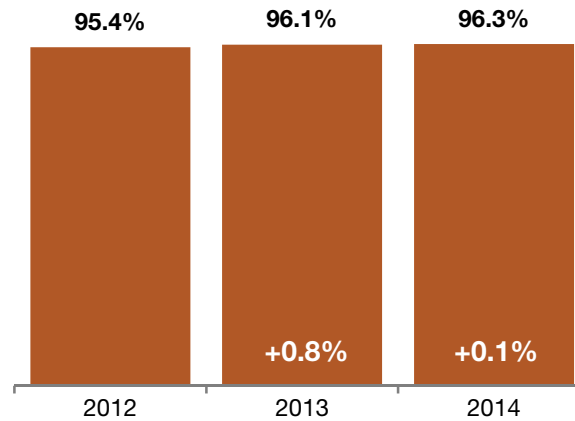
Percent of List Price Received

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October	95.2%	95.8%	+0.6%
November	95.6%	95.9%	+0.3%
December	95.2%	96.0%	+0.9%
January	95.4%	95.6%	+0.1%
February	95.8%	95.4%	-0.4%
March	96.5%	96.4%	-0.1%
April	95.9%	96.3%	+0.4%
May	95.7%	96.4%	+0.7%
June	96.3%	96.5%	+0.2%
July	96.5%	96.4%	-0.2%
August	96.3%	96.6%	+0.3%
September	96.3%	96.2%	-0.1%
12-Month Avg	96.0%	96.2%	+0.2%

Historical Percent of List Price Received

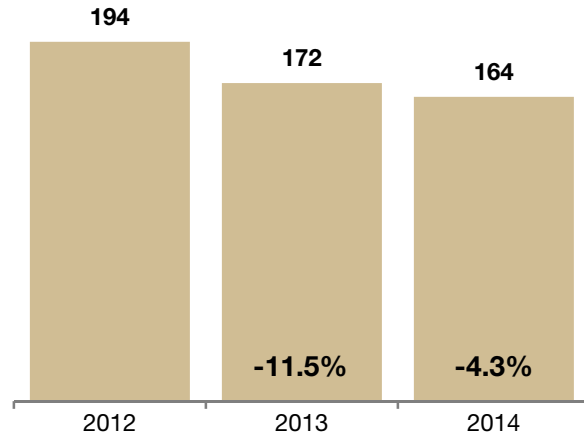


Housing Affordability Index

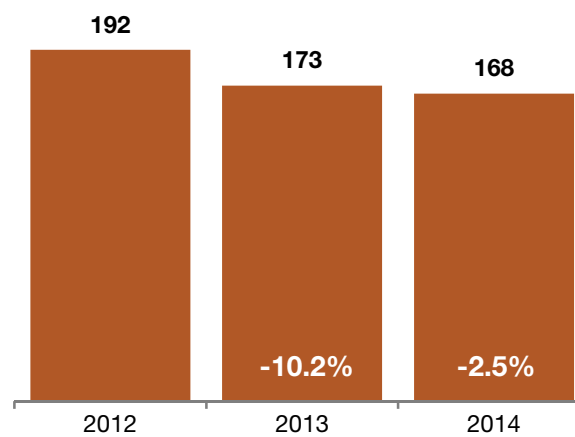
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	193	175	-9.4%
November	190	184	-3.4%
December	193	177	-8.2%
January	198	174	-12.0%
February	200	174	-13.3%
March	194	172	-11.6%
April	192	178	-7.2%
May	179	170	-5.1%
June	166	161	-2.7%
July	165	161	-2.3%
August	156	166	+6.4%
September	172	164	-4.3%
12-Month Avg	183	171	-6.1%

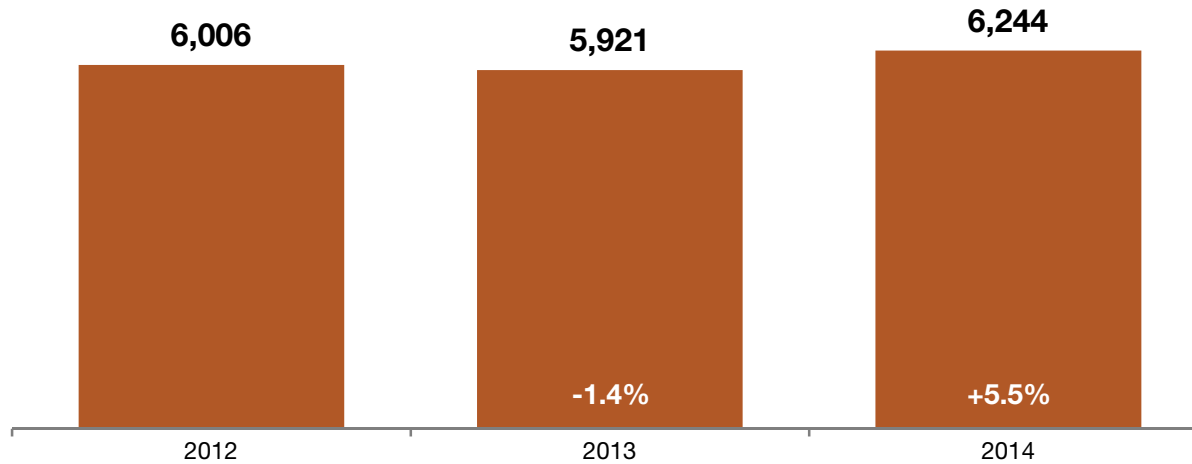
Historical Housing Affordability Index



Inventory of Homes for Sale

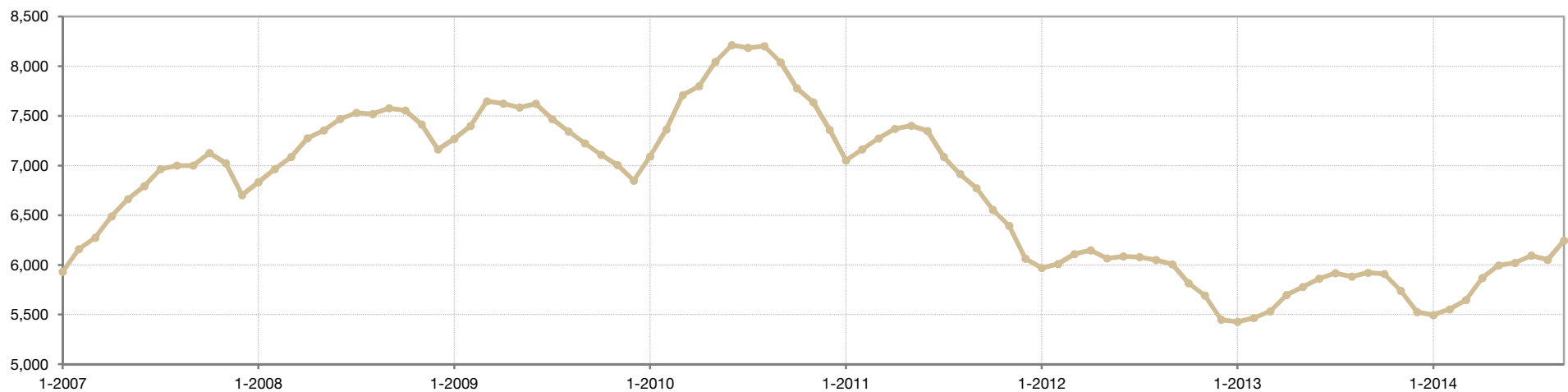
The number of properties available for sale in active status at the end of a given month.

September



Month	Prior Year	Current Year	+ / -
October	5,816	5,909	+1.6%
November	5,692	5,739	+0.8%
December	5,449	5,526	+1.4%
January	5,427	5,495	+1.3%
February	5,466	5,553	+1.6%
March	5,532	5,647	+2.1%
April	5,697	5,868	+3.0%
May	5,778	5,995	+3.8%
June	5,862	6,020	+2.7%
July	5,917	6,094	+3.0%
August	5,883	6,051	+2.9%
September	5,921	6,244	+5.5%
12-Month Avg	5,703	5,845	+2.5%

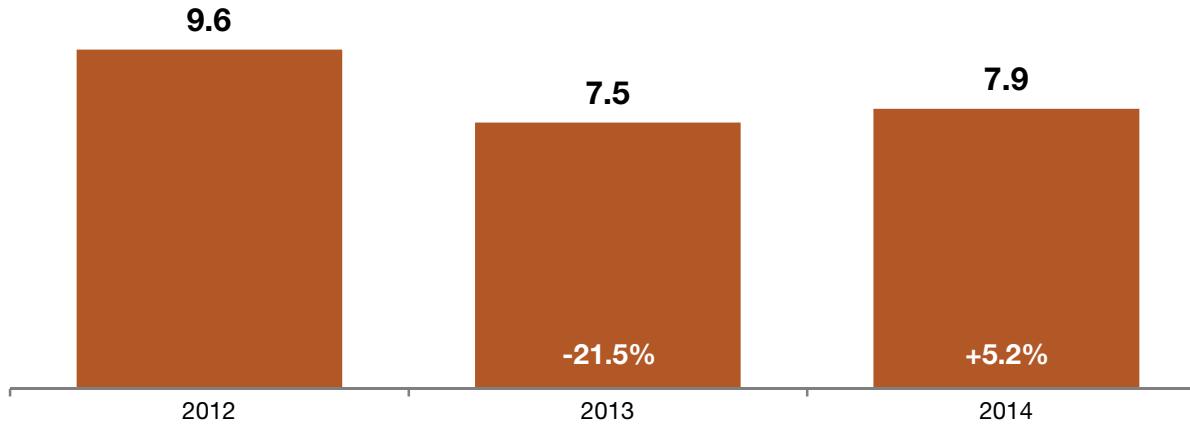
Historical Inventory of Homes for Sale



Months Supply of Inventory

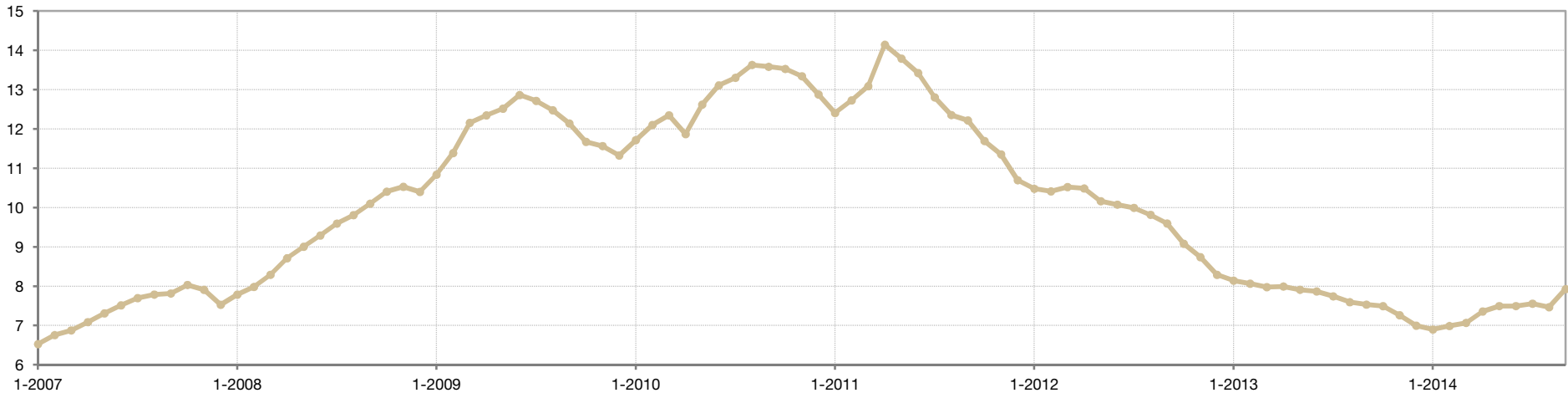
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Month	Prior Year	Current Year	+ / -
October	9.1	7.5	-17.5%
November	8.7	7.3	-16.9%
December	8.3	7.0	-15.6%
January	8.1	6.9	-15.3%
February	8.1	7.0	-13.3%
March	8.0	7.1	-11.4%
April	8.0	7.4	-8.0%
May	7.9	7.5	-5.2%
June	7.9	7.5	-4.7%
July	7.7	7.6	-2.4%
August	7.6	7.5	-1.7%
September	7.5	7.9	+5.2%
12-Month Avg	8.1	7.3	-9.2%

Historical Months Supply of Inventory



Monthly Indicators



November 2014

With 2015 near, some are pontificating about a potential change in interest rates. With virtually no inflation, rates will likely remain low for most of 2015 but could flirt with 5.0 percent toward the end of next year. Construction permits and housing starts have upward momentum, which is news in some areas but familiar in others. Prices should continue their ascent but at a tempered pace compared to recent years, which helps preserve affordability for first-time buyers.

New Listings were up 1.3 percent to 948. Pending Sales decreased 36.8 percent to 379. Inventory grew 3.2 percent to 5,332 units.

Prices moved higher as Median Sales Price was up 6.2 percent to \$162,500. Days on Market decreased 3.5 percent to 83 days, the ninth consecutive month of year-over-year declines. Months Supply of Inventory was up 1.5 percent to 6.6 months, indicating that supply increased relative to demand.

It has largely been another recovery year in 2014, yet mortgage credit and student debt remain obstacles even as the U.S. leads the global economy toward recovery. As this recovery matures, many metrics are approaching a healthy balancing point. Rates have remained much lower than most forecasters expected, and inventory levels finally started rising in most areas as sellers generally listed more properties as a result of stronger prices. Job growth should continue and wage growth is expected to pick up.

Quick Facts

+ 0.7%	+ 6.2%	+ 3.2%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Greater Greenville Association of REALTORS®. Percent changes are calculated using rounded figures.

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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.



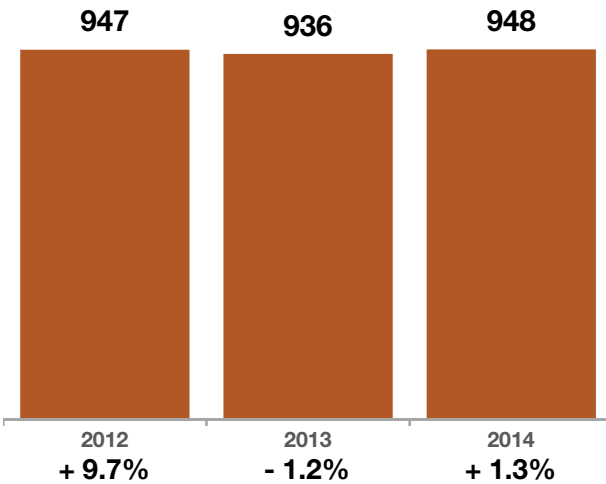
Key Metrics	Historical Sparkbars			11-2013	11-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
	11-2012	11-2013	11-2014						
New Listings				936	948	+ 1.3%	14,441	15,179	+ 5.1%
Pending Sales				600	379	- 36.8%	8,979	9,263	+ 3.2%
Closed Sales				714	719	+ 0.7%	8,780	9,382	+ 6.9%
Days on Market				86	83	- 3.5%	89	82	- 7.9%
Median Sales Price				\$153,000	\$162,500	+ 6.2%	\$154,000	\$159,700	+ 3.7%
Average Sales Price				\$185,742	\$185,168	- 0.3%	\$182,236	\$190,345	+ 4.4%
Pct. of List Price Received				95.9%	96.0%	+ 0.1%	96.1%	96.2%	+ 0.1%
Housing Affordability Index				162	150	- 7.4%	161	153	- 5.0%
Inventory of Homes for Sale				5,167	5,332	+ 3.2%	--	--	--
Months Supply of Inventory				6.5	6.6	+ 1.5%	--	--	--

New Listings

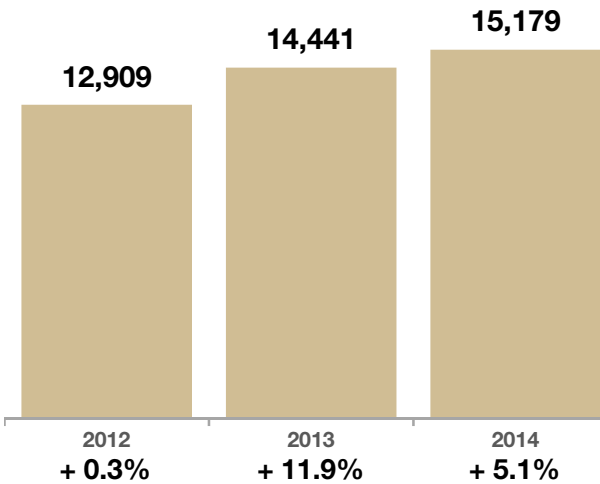
A count of the properties that have been newly listed on the market in a given month.



November

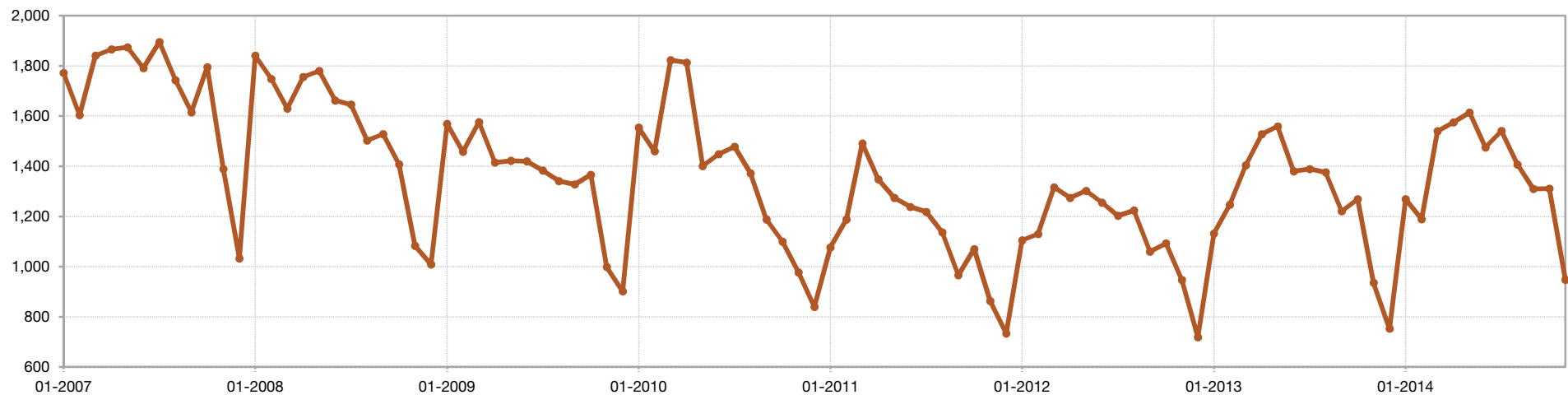


Year to Date



New Listings		Prior Year	Percent Change
December 2013	753	719	+4.7%
January 2014	1,269	1,132	+12.1%
February 2014	1,189	1,247	-4.7%
March 2014	1,540	1,404	+9.7%
April 2014	1,575	1,528	+3.1%
May 2014	1,614	1,559	+3.5%
June 2014	1,475	1,380	+6.9%
July 2014	1,541	1,389	+10.9%
August 2014	1,407	1,376	+2.3%
September 2014	1,310	1,221	+7.3%
October 2014	1,311	1,269	+3.3%
November 2014	948	936	+1.3%
12-Month Avg	1,328	1,263	+5.1%

Historical New Listings by Month

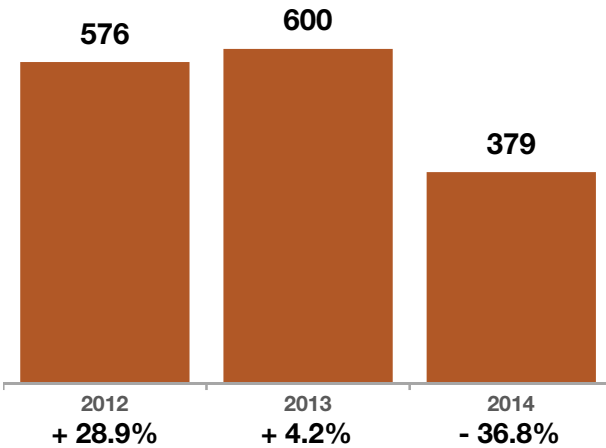


Pending Sales

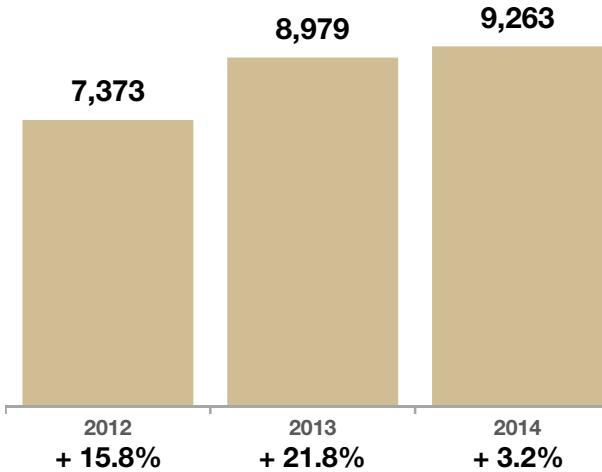
A count of the properties on which offers have been accepted in a given month.



November

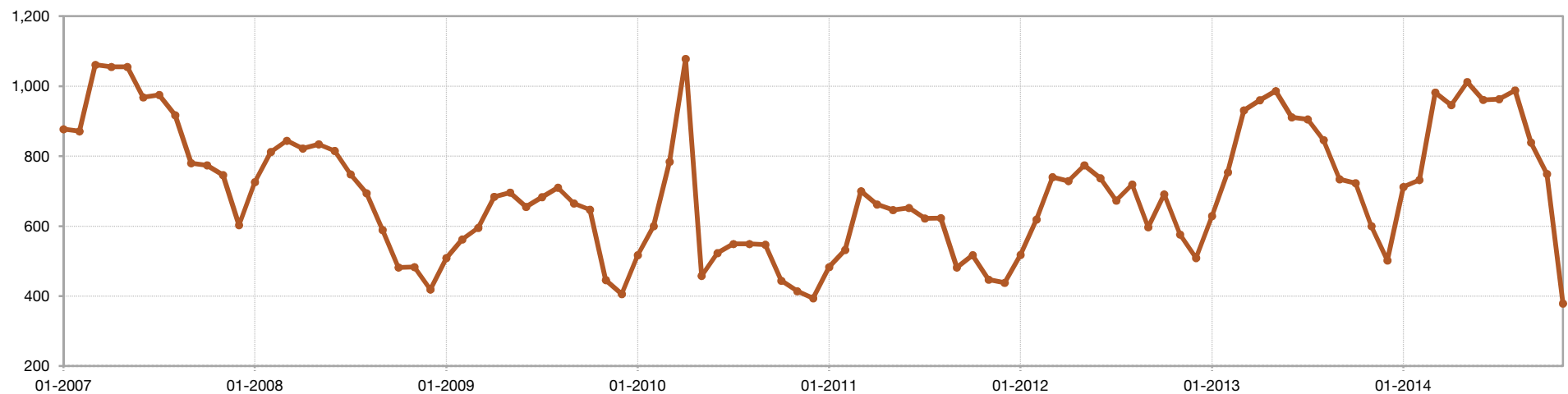


Year to Date



Pending Sales		Prior Year	Percent Change
December 2013	502	509	-1.4%
January 2014	712	629	+13.2%
February 2014	732	754	-2.9%
March 2014	982	931	+5.5%
April 2014	946	960	-1.5%
May 2014	1,012	986	+2.6%
June 2014	961	911	+5.5%
July 2014	963	905	+6.4%
August 2014	988	846	+16.8%
September 2014	839	734	+14.3%
October 2014	749	723	+3.6%
November 2014	379	600	-36.8%
12-Month Avg	814	791	+2.9%

Historical Pending Sales by Month

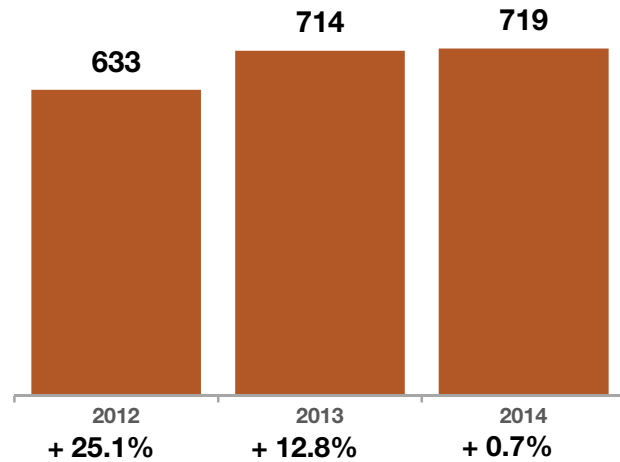


Closed Sales

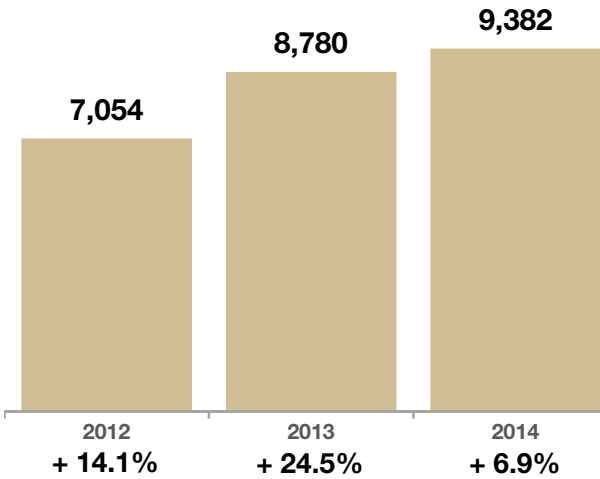
A count of the actual sales that closed in a given month.



November

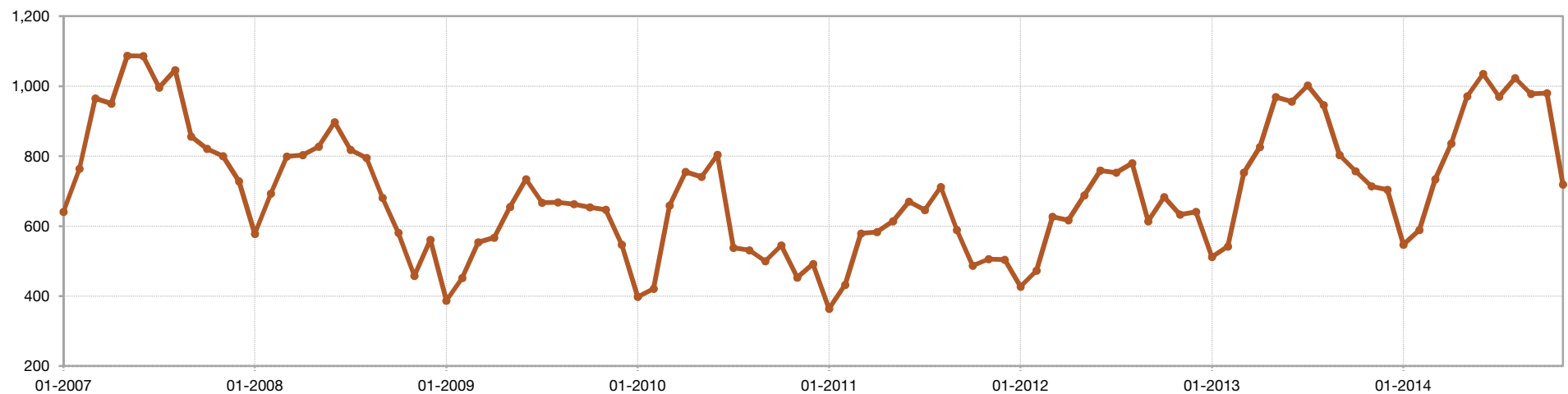


Year to Date



Closed Sales		Prior Year	Percent Change
December 2013	704	641	+9.8%
January 2014	547	512	+6.8%
February 2014	589	542	+8.7%
March 2014	734	753	-2.5%
April 2014	836	826	+1.2%
May 2014	971	969	+0.2%
June 2014	1,035	956	+8.3%
July 2014	970	1,002	-3.2%
August 2014	1,023	946	+8.1%
September 2014	978	803	+21.8%
October 2014	980	757	+29.5%
November 2014	719	714	+0.7%
12-Month Avg	841	785	+7.1%

Historical Closed Sales by Month



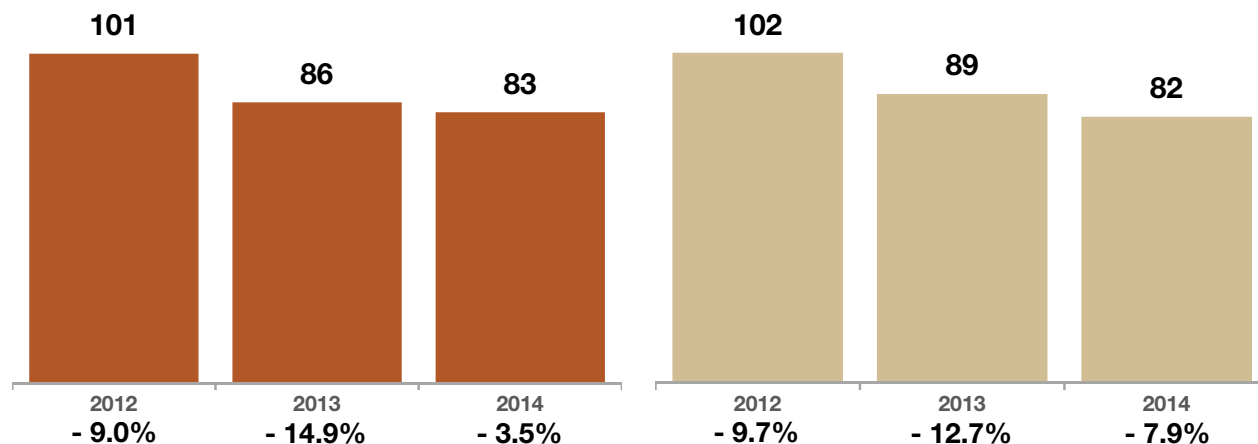
Days on Market Until Sale

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



November

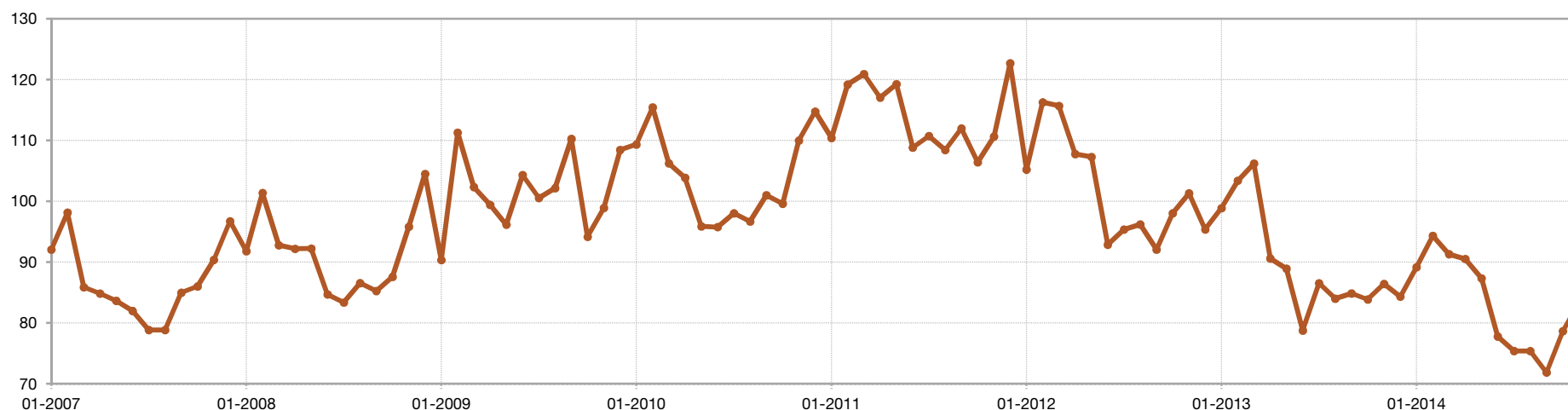
Year to Date



Days on Market		Prior Year	Percent Change
December 2013	84	95	-11.6%
January 2014	89	99	-10.1%
February 2014	94	103	-8.7%
March 2014	91	106	-14.2%
April 2014	91	91	0.0%
May 2014	87	89	-2.2%
June 2014	78	79	-1.3%
July 2014	75	87	-13.8%
August 2014	75	84	-10.7%
September 2014	72	85	-15.3%
October 2014	79	84	-6.0%
November 2014	83	86	-3.5%
12-Month Avg*	82	90	-8.9%

* Average Days on Market of all properties from December 2013 through November 2014. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



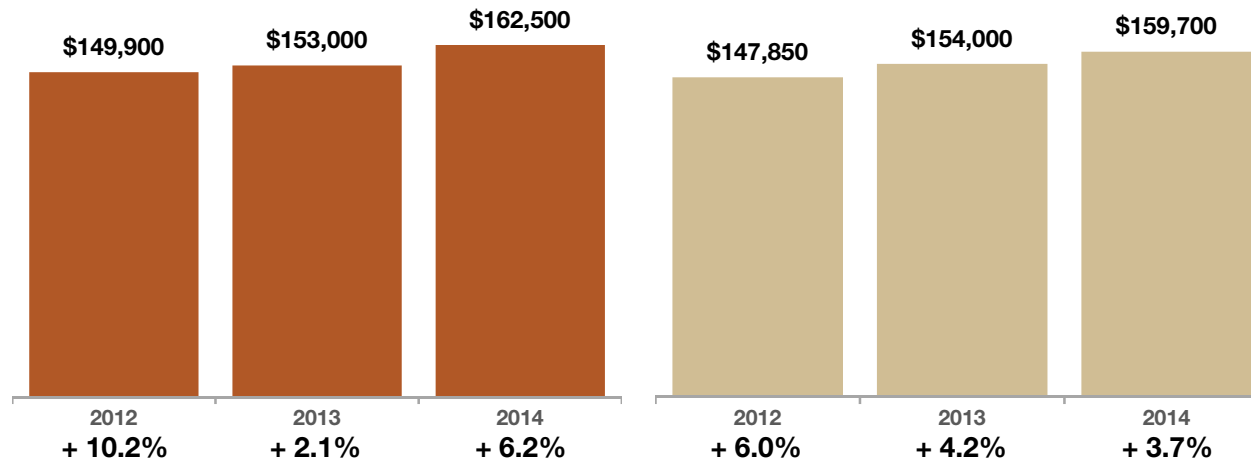
Median Sales Price

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



November

Year to Date



Median Sales Price	Prior Year	Percent Change
December 2013	\$152,000	\$147,900 +2.8%
January 2014	\$150,000	\$145,750 +2.9%
February 2014	\$151,500	\$143,000 +5.9%
March 2014	\$152,869	\$145,092 +5.4%
April 2014	\$148,250	\$150,000 -1.2%
May 2014	\$159,900	\$156,500 +2.2%
June 2014	\$168,000	\$160,000 +5.0%
July 2014	\$167,500	\$161,000 +4.0%
August 2014	\$163,000	\$165,000 -1.2%
September 2014	\$163,000	\$155,041 +5.1%
October 2014	\$161,950	\$152,900 +5.9%
November 2014	\$162,500	\$153,000 +6.2%
12-Month Med*	\$159,000	\$154,000 +3.2%

* Median Sales Price of all properties from December 2013 through November 2014. This is not the median of the individual figures above.

Historical Median Sales Price by Month



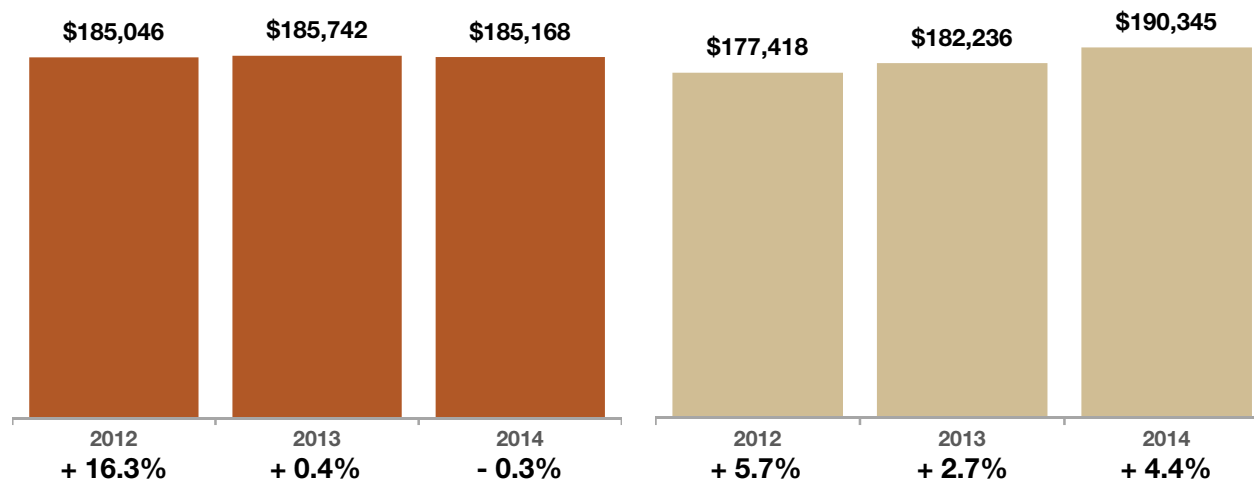
Average Sales Price

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



November

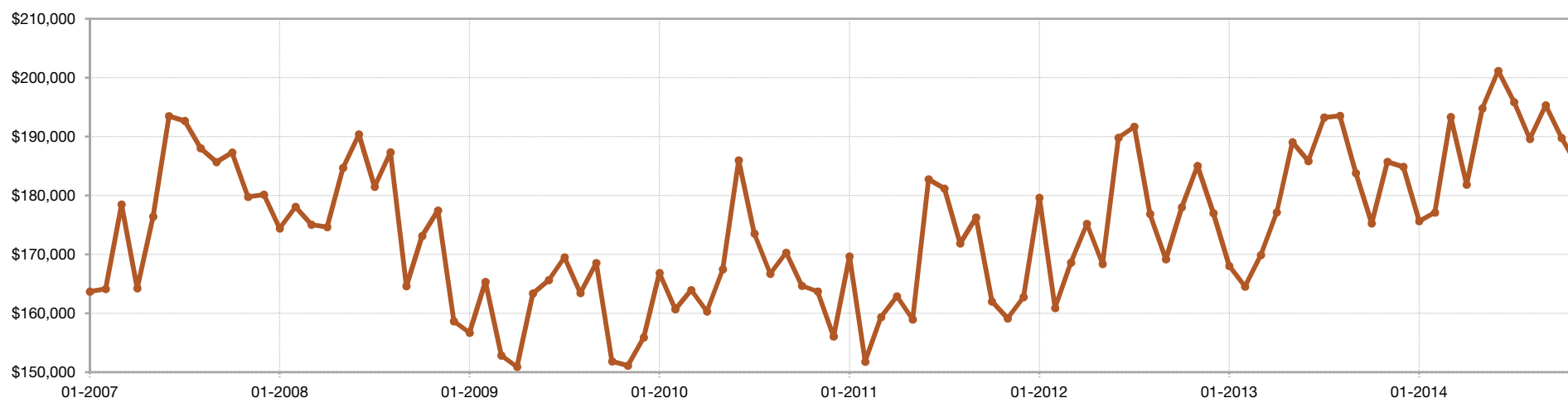
Year to Date



Avg. Sales Price	Prior Year	Percent Change
December 2013	\$184,897	\$177,017 +4.5%
January 2014	\$175,665	\$168,054 +4.5%
February 2014	\$177,120	\$164,554 +7.6%
March 2014	\$193,339	\$169,907 +13.8%
April 2014	\$181,857	\$177,153 +2.7%
May 2014	\$194,794	\$189,059 +3.0%
June 2014	\$201,163	\$185,851 +8.2%
July 2014	\$195,859	\$193,262 +1.3%
August 2014	\$189,619	\$193,538 -2.0%
September 2014	\$195,317	\$183,821 +6.3%
October 2014	\$189,788	\$175,292 +8.3%
November 2014	\$185,168	\$185,742 -0.3%
12-Month Avg*	\$188,715	\$180,271 +4.7%

* Avg. Sales Price of all properties from December 2013 through November 2014. This is not the average of the individual figures above.

Historical \$ Volume of Closed Sales (in millions) by Month



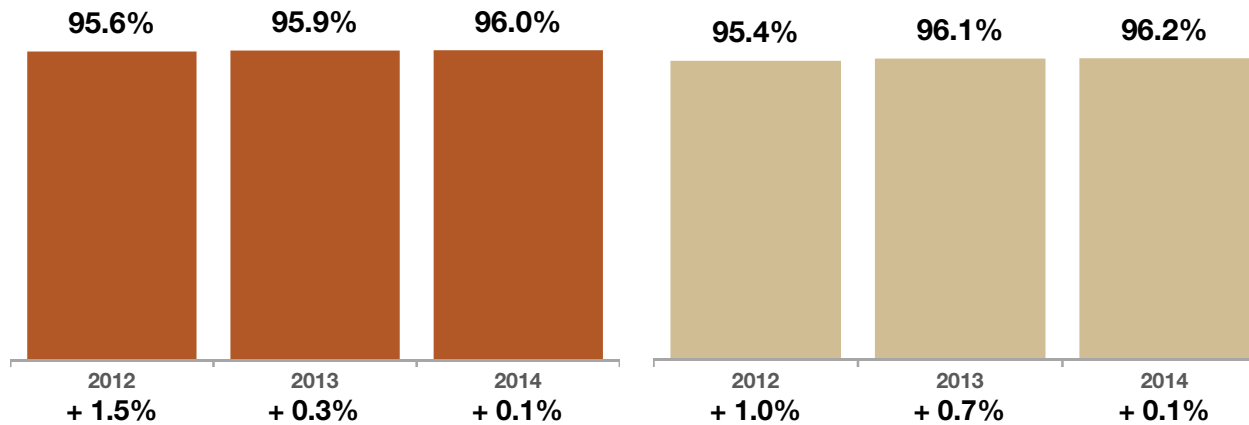
Percent of List Price Received

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



November

Year to Date



Pct. of List Price Received		Prior Year	Percent Change
December 2013	96.0%	95.2%	+0.8%
January 2014	95.6%	95.4%	+0.2%
February 2014	95.4%	95.8%	-0.4%
March 2014	96.4%	96.5%	-0.1%
April 2014	96.3%	95.9%	+0.4%
May 2014	96.4%	95.7%	+0.7%
June 2014	96.5%	96.3%	+0.2%
July 2014	96.4%	96.5%	-0.1%
August 2014	96.7%	96.3%	+0.4%
September 2014	96.2%	96.3%	-0.1%
October 2014	96.2%	95.8%	+0.4%
November 2014	96.0%	95.9%	+0.1%
12-Month Avg*	96.2%	96.0%	+0.2%

* Average Pct. of List Price Received for all properties from December 2013 through November 2014. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



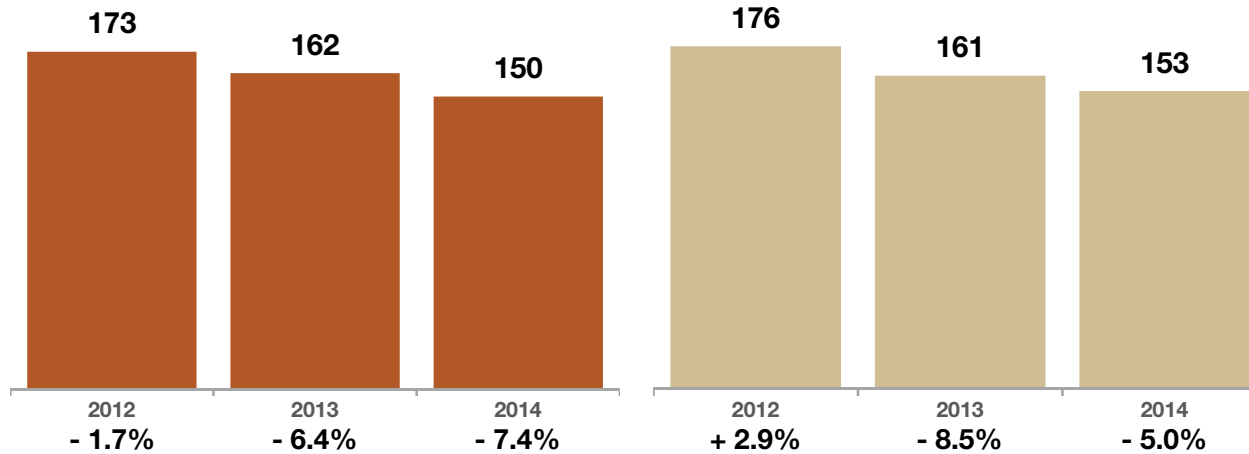
Housing Affordability Index

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



November

Year to Date



Affordability Index		Prior Year	Percent Change
December 2013	156	177	-11.9%
January 2014	155	177	-12.4%
February 2014	155	176	-11.9%
March 2014	154	173	-11.0%
April 2014	158	170	-7.1%
May 2014	151	158	-4.4%
June 2014	143	146	-2.1%
July 2014	144	146	-1.4%
August 2014	148	140	+5.7%
September 2014	147	152	-3.3%
October 2014	150	154	-2.6%
November 2014	150	162	-7.4%
12-Month Avg	151	161	-6.2%

Historical Housing Affordability Index by Month

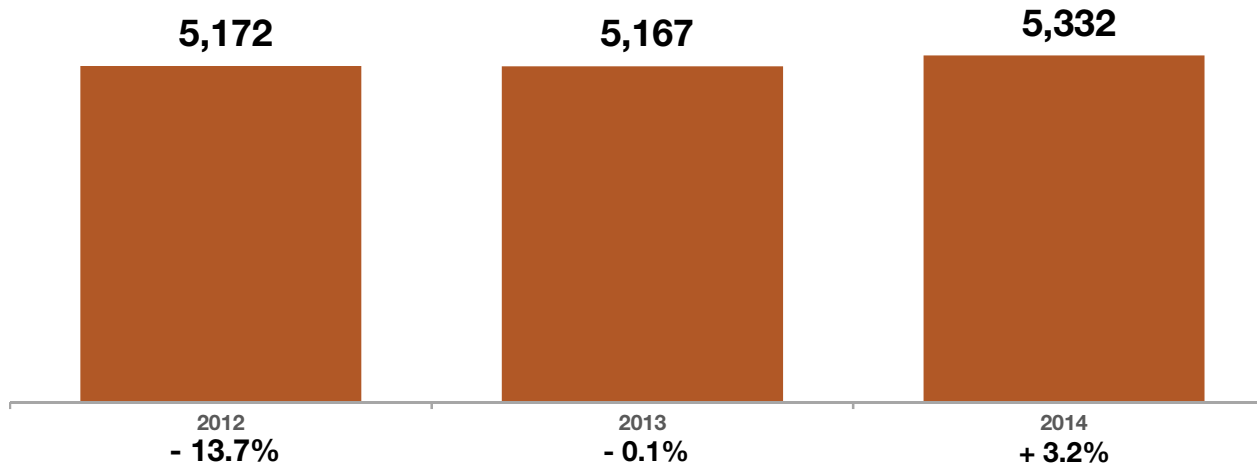


Inventory of Homes for Sale

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



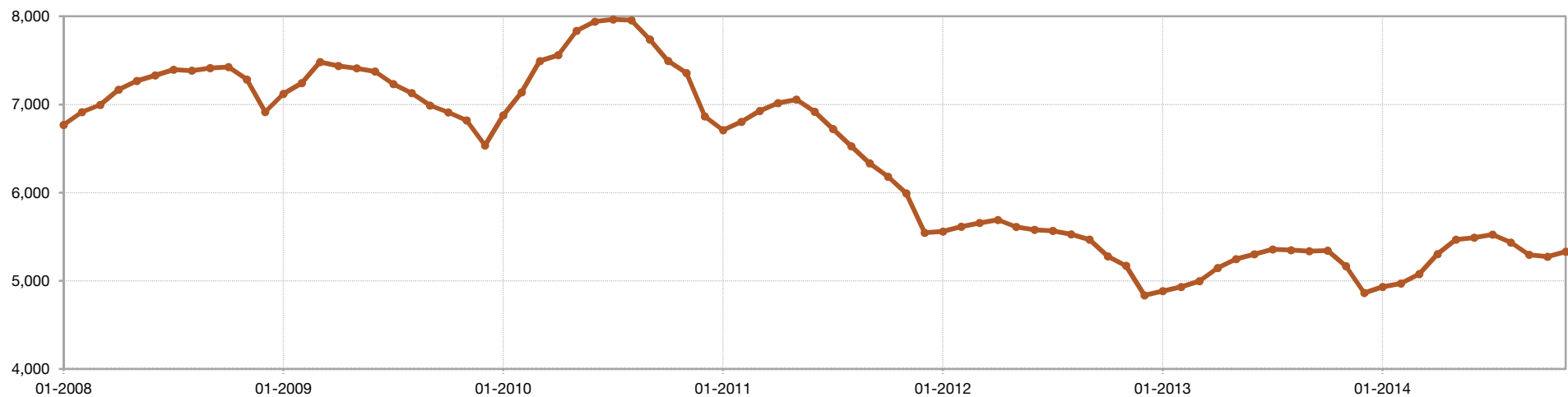
November



Homes for Sale		Prior Year	Percent Change
December 2013	4,864	4,837	+0.6%
January 2014	4,932	4,885	+1.0%
February 2014	4,971	4,931	+0.8%
March 2014	5,078	4,997	+1.6%
April 2014	5,304	5,147	+3.1%
May 2014	5,468	5,247	+4.2%
June 2014	5,491	5,303	+3.5%
July 2014	5,525	5,357	+3.1%
August 2014	5,435	5,348	+1.6%
September 2014	5,297	5,337	-0.7%
October 2014	5,274	5,343	-1.3%
November 2014	5,332	5,167	+3.2%
12-Month Avg*	5,248	5,255	-0.1%

* Homes for Sale for all properties from December 2013 through November 2014. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

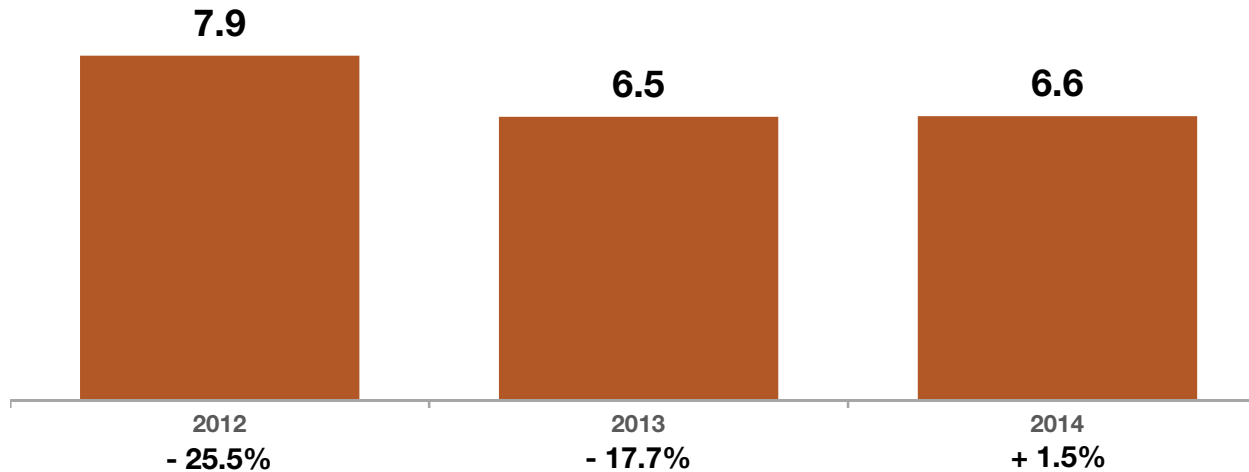


Months Supply of Inventory

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



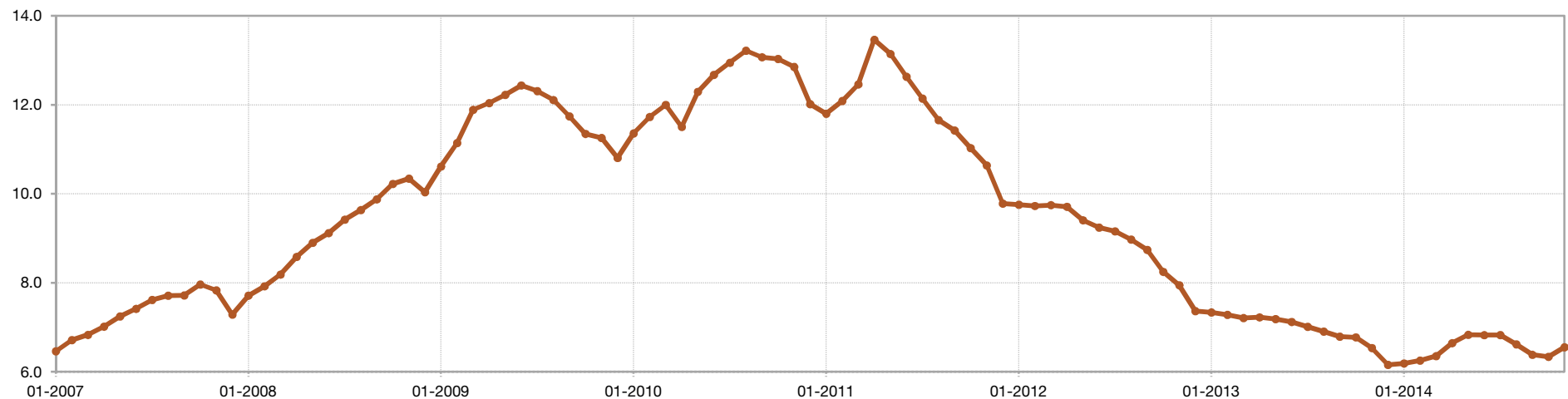
November



Months Supply		Prior Year	Percent Change
December 2013	6.2	7.4	-16.2%
January 2014	6.2	7.3	-15.1%
February 2014	6.3	7.3	-13.7%
March 2014	6.4	7.2	-11.1%
April 2014	6.6	7.2	-8.3%
May 2014	6.8	7.2	-5.6%
June 2014	6.8	7.1	-4.2%
July 2014	6.8	7.0	-2.9%
August 2014	6.6	6.9	-4.3%
September 2014	6.4	6.8	-5.9%
October 2014	6.3	6.8	-7.4%
November 2014	6.6	6.5	+1.5%
12-Month Avg*	6.5	7.1	-8.5%

* Months Supply for all properties from December 2013 through November 2014. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Market Overview

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



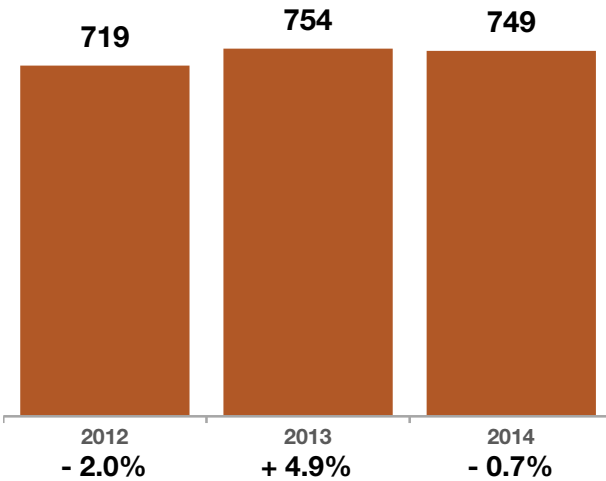
Key Metrics	Historical Sparkbars			12-2013	12-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
	12-2012	12-2013	12-2014						
New Listings				754	749	- 0.7%	15,196	15,946	+ 4.9%
Pending Sales				502	347	- 30.9%	9,482	9,931	+ 4.7%
Closed Sales				704	850	+ 20.7%	9,484	10,244	+ 8.0%
Days on Market				84	81	- 3.6%	89	82	- 7.9%
Median Sales Price				\$152,000	\$161,408	+ 6.2%	\$154,000	\$159,900	+ 3.8%
Average Sales Price				\$184,897	\$192,679	+ 4.2%	\$182,434	\$190,561	+ 4.5%
Pct. of List Price Received				96.0%	96.2%	+ 0.2%	96.1%	96.2%	+ 0.1%
Housing Affordability Index				156	152	- 2.6%	154	154	0.0%
Inventory of Homes for Sale				4,866	4,911	+ 0.9%	--	--	--
Months Supply of Inventory				6.2	5.9	- 4.8%	--	--	--

New Listings

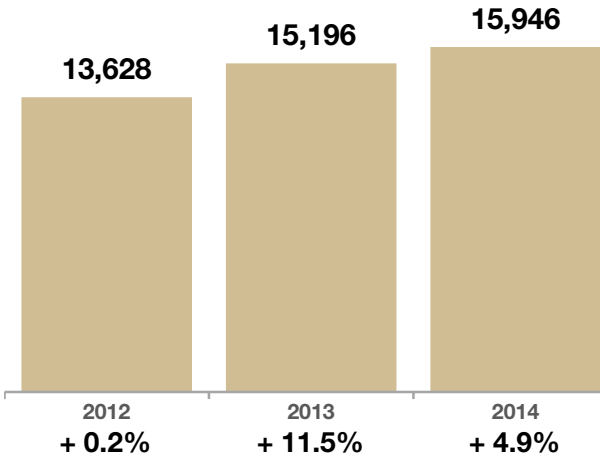
A count of the properties that have been newly listed on the market in a given month.



December

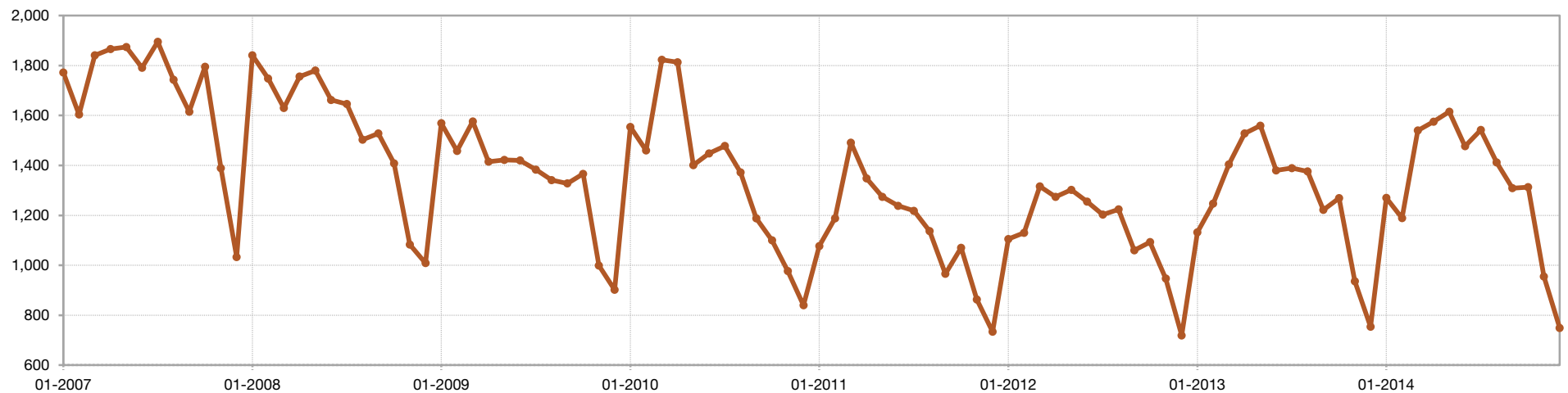


Year to Date



New Listings		Prior Year	Percent Change
January 2014	1,270	1,132	+12.2%
February 2014	1,189	1,247	-4.7%
March 2014	1,540	1,404	+9.7%
April 2014	1,575	1,528	+3.1%
May 2014	1,615	1,559	+3.6%
June 2014	1,477	1,380	+7.0%
July 2014	1,542	1,389	+11.0%
August 2014	1,412	1,376	+2.6%
September 2014	1,309	1,222	+7.1%
October 2014	1,313	1,269	+3.5%
November 2014	955	936	+2.0%
December 2014	749	754	-0.7%
12-Month Avg	1,329	1,266	+4.9%

Historical New Listings by Month



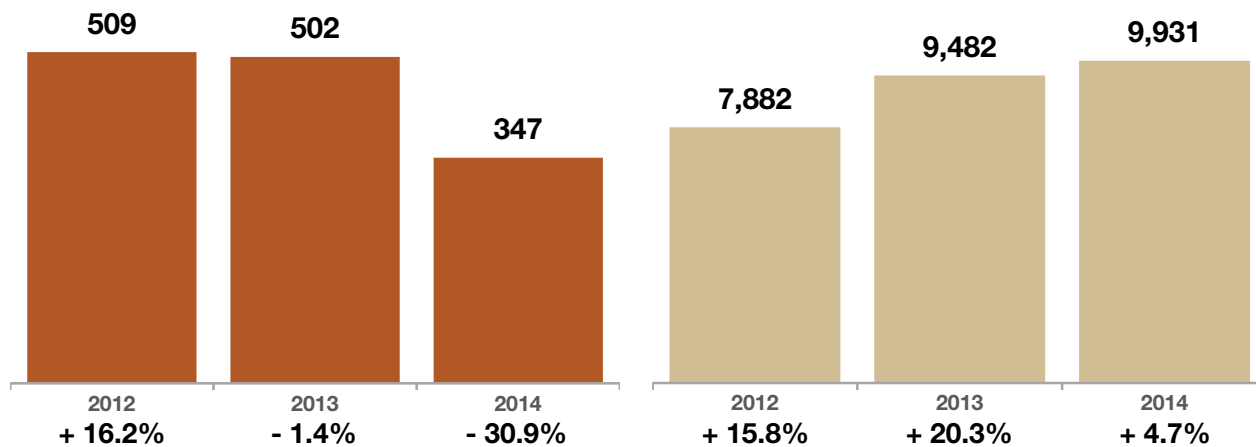
Pending Sales

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



December

Year to Date



Pending Sales		Prior Year	Percent Change
January 2014	713	629	+13.4%
February 2014	731	754	-3.1%
March 2014	983	931	+5.6%
April 2014	946	960	-1.5%
May 2014	1,011	986	+2.5%
June 2014	965	911	+5.9%
July 2014	970	905	+7.2%
August 2014	993	846	+17.4%
September 2014	850	734	+15.8%
October 2014	803	723	+11.1%
November 2014	619	601	+3.0%
December 2014	347	502	-30.9%
12-Month Avg	828	790	+4.7%

Historical Pending Sales by Month

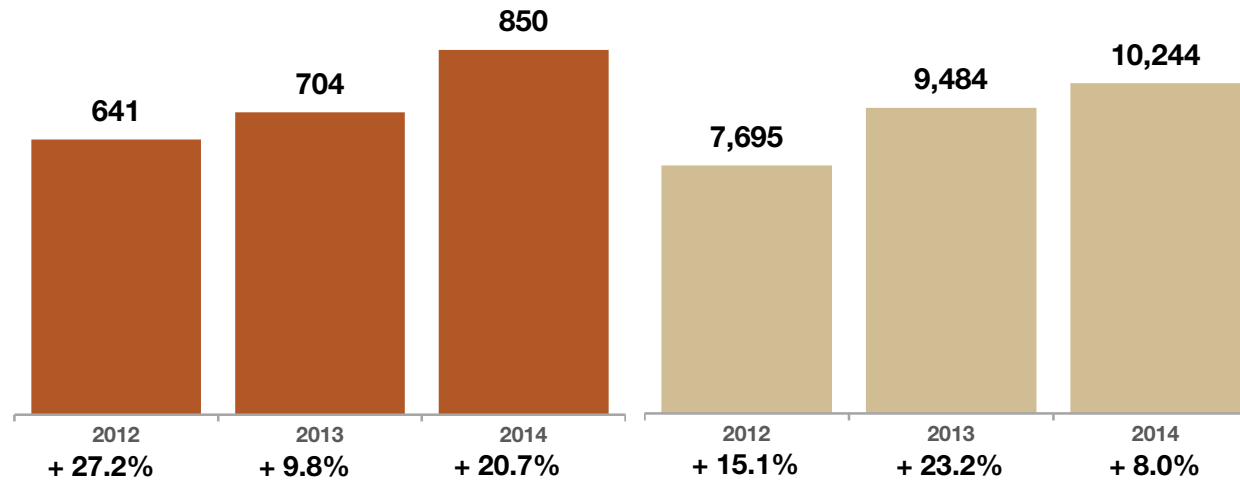


Closed Sales

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



December



Closed Sales		Prior Year	Percent Change
January 2014	547	512	+6.8%
February 2014	589	542	+8.7%
March 2014	734	753	-2.5%
April 2014	838	826	+1.5%
May 2014	972	969	+0.3%
June 2014	1,036	956	+8.4%
July 2014	970	1,002	-3.2%
August 2014	1,023	946	+8.1%
September 2014	978	803	+21.8%
October 2014	980	757	+29.5%
November 2014	727	714	+1.8%
December 2014	850	704	+20.7%
12-Month Avg	854	790	+8.0%

Historical Closed Sales by Month



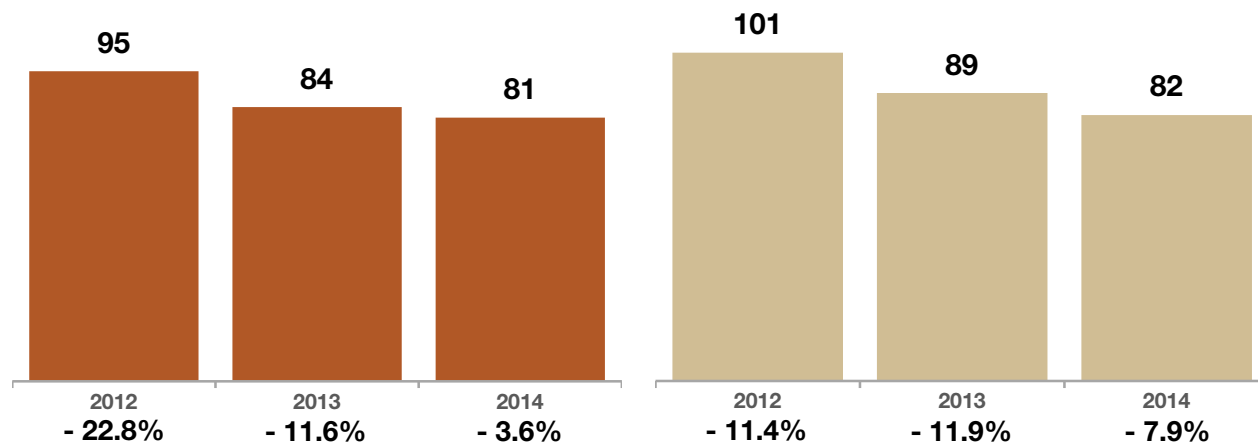
Days on Market Until Sale

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



December

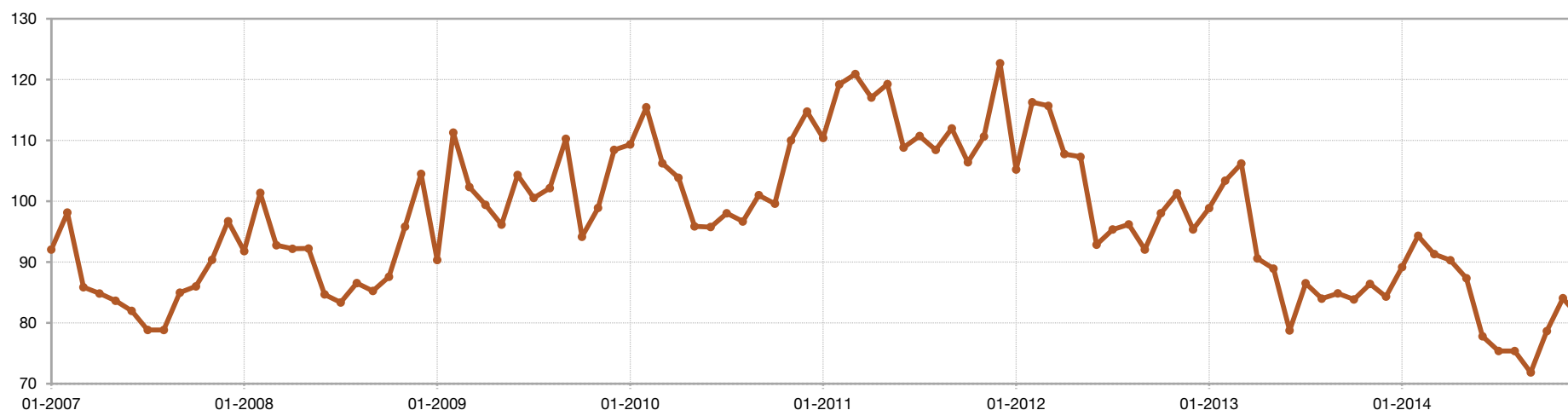
Year to Date



Days on Market		Prior Year	Percent Change
January 2014	89	99	-10.1%
February 2014	94	103	-8.7%
March 2014	91	106	-14.2%
April 2014	90	91	-1.1%
May 2014	87	89	-2.2%
June 2014	78	79	-1.3%
July 2014	75	87	-13.8%
August 2014	75	84	-10.7%
September 2014	72	85	-15.3%
October 2014	79	84	-6.0%
November 2014	84	86	-2.3%
December 2014	81	84	-3.6%
12-Month Avg*	82	89	-7.9%

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

Historical Days on Market Until Sale by Month



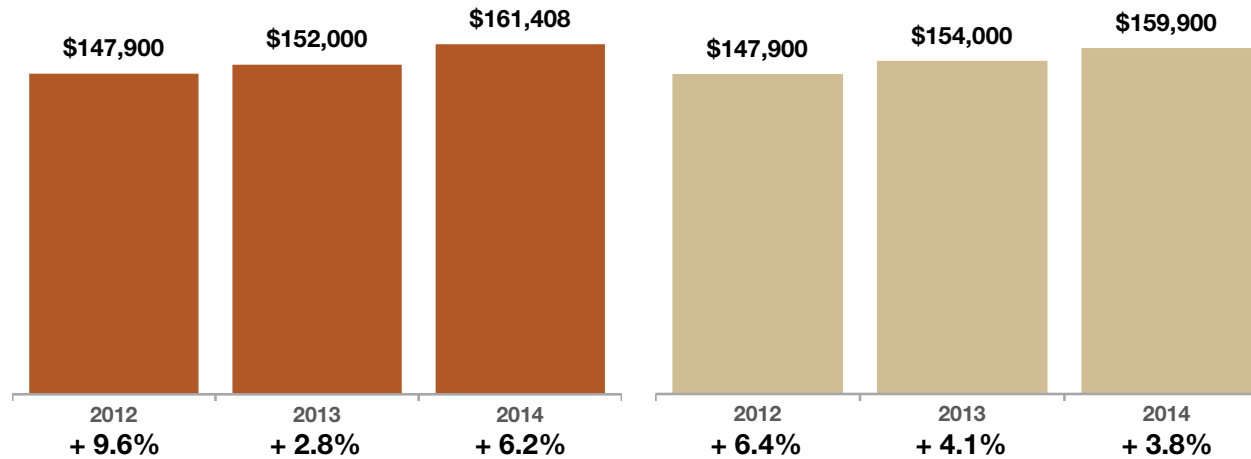
Median Sales Price

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



December

Year to Date



Median Sales Price	Prior Year	Percent Change
January 2014	\$150,000	\$145,750 +2.9%
February 2014	\$151,500	\$143,000 +5.9%
March 2014	\$152,869	\$145,092 +5.4%
April 2014	\$148,500	\$150,000 -1.0%
May 2014	\$159,750	\$156,500 +2.1%
June 2014	\$168,000	\$160,000 +5.0%
July 2014	\$167,500	\$161,000 +4.0%
August 2014	\$163,000	\$165,000 -1.2%
September 2014	\$163,000	\$155,041 +5.1%
October 2014	\$161,950	\$152,900 +5.9%
November 2014	\$163,054	\$153,000 +6.6%
December 2014	\$161,408	\$152,000 +6.2%
12-Month Med*	\$159,900	\$154,000 +3.8%

* Median Sales Price of all properties from January 2014 through December 2014. This is not the median of the individual figures above.

Historical Median Sales Price by Month



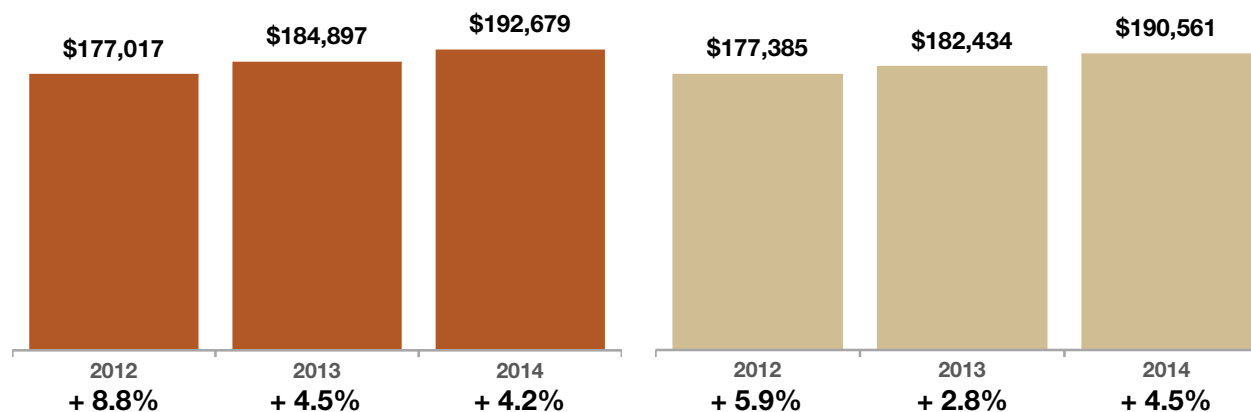
Average Sales Price

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



December

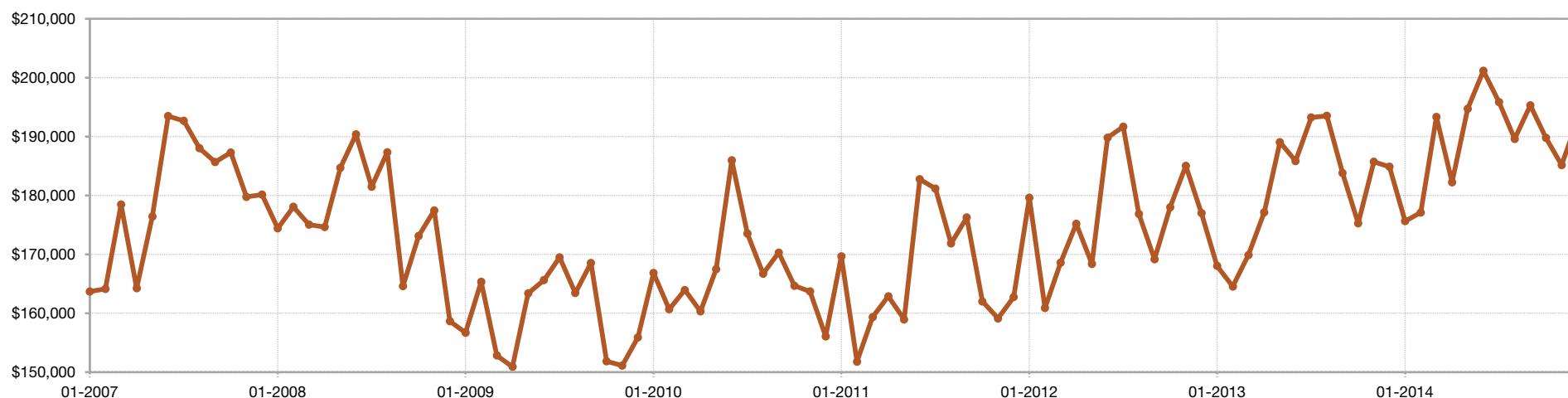
Year to Date



Avg. Sales Price	Prior Year	Percent Change
January 2014	\$175,665	\$168,054 +4.5%
February 2014	\$177,120	\$164,554 +7.6%
March 2014	\$193,339	\$169,907 +13.8%
April 2014	\$182,248	\$177,153 +2.9%
May 2014	\$194,733	\$189,059 +3.0%
June 2014	\$201,182	\$185,851 +8.2%
July 2014	\$195,859	\$193,262 +1.3%
August 2014	\$189,611	\$193,538 -2.0%
September 2014	\$195,317	\$183,821 +6.3%
October 2014	\$189,789	\$175,292 +8.3%
November 2014	\$185,171	\$185,742 -0.3%
December 2014	\$192,679	\$184,897 +4.2%
12-Month Avg*	\$189,393	\$180,928 +4.7%

* Avg. Sales Price of all properties from January 2014 through December 2014. This is not the average of the individual figures above.

Historical Average Sales Price by Month



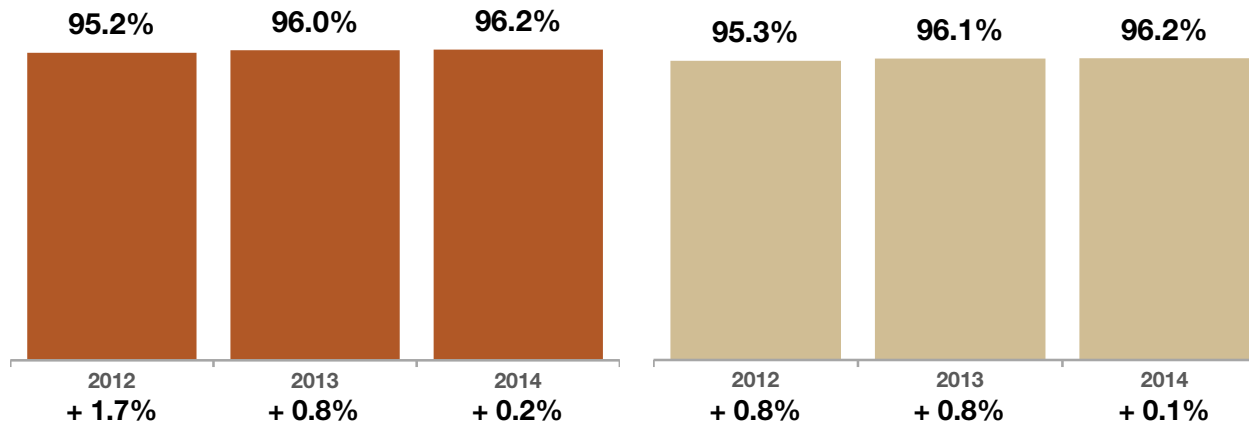
Percent of List Price Received

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



December

Year to Date



Pct. of List Price Received		Prior Year	Percent Change
January 2014	95.6%	95.4%	+0.2%
February 2014	95.4%	95.8%	-0.4%
March 2014	96.4%	96.5%	-0.1%
April 2014	96.3%	95.9%	+0.4%
May 2014	96.4%	95.7%	+0.7%
June 2014	96.5%	96.3%	+0.2%
July 2014	96.4%	96.5%	-0.1%
August 2014	96.6%	96.3%	+0.3%
September 2014	96.2%	96.3%	-0.1%
October 2014	96.2%	95.8%	+0.4%
November 2014	95.9%	95.9%	0.0%
December 2014	96.2%	96.0%	+0.2%
12-Month Avg*	96.2%	96.1%	+0.1%

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

Historical Percent of List Price Received by Month



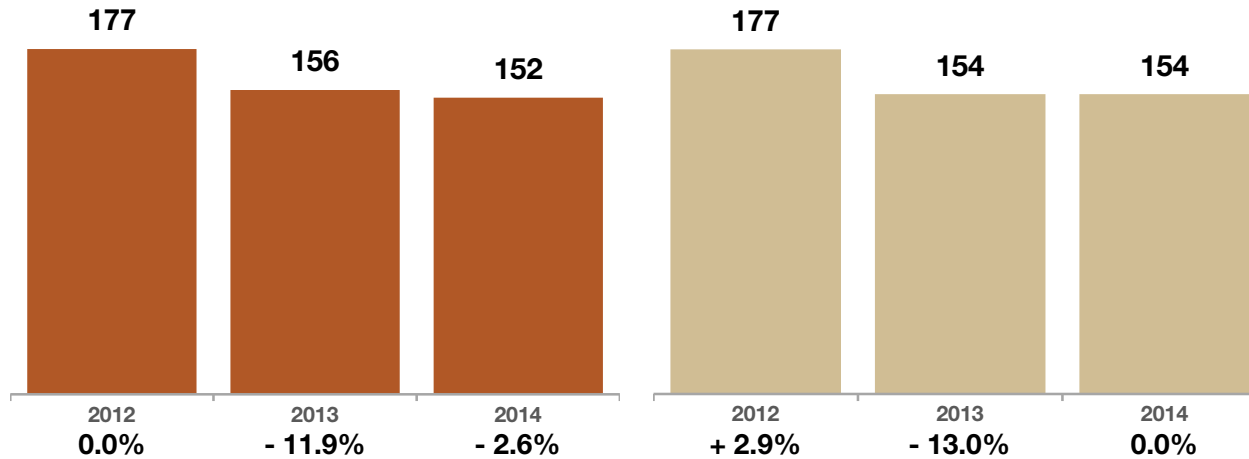
Housing Affordability Index

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



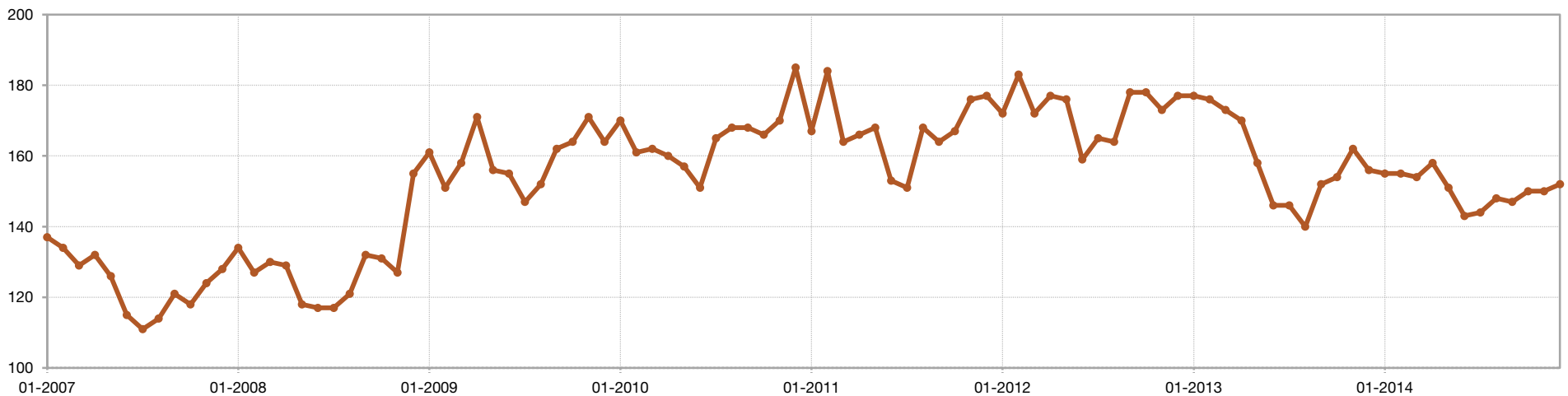
December

Year to Date



Affordability Index		Prior Year	Percent Change
January 2014	155	177	-12.4%
February 2014	155	176	-11.9%
March 2014	154	173	-11.0%
April 2014	158	170	-7.1%
May 2014	151	158	-4.4%
June 2014	143	146	-2.1%
July 2014	144	146	-1.4%
August 2014	148	140	+5.7%
September 2014	147	152	-3.3%
October 2014	150	154	-2.6%
November 2014	150	162	-7.4%
December 2014	152	156	-2.6%
12-Month Avg	151	159	-5.4%

Historical Housing Affordability Index by Month

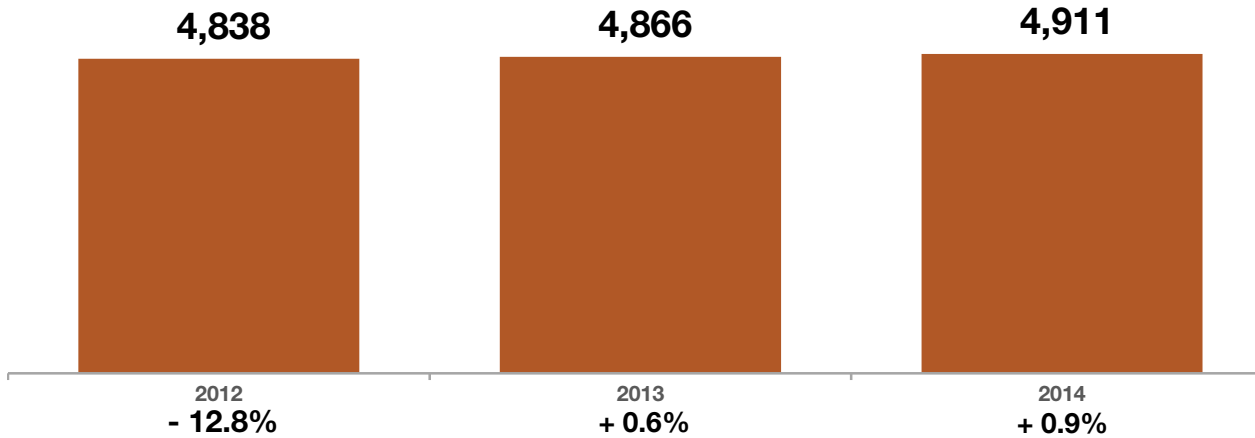


Inventory of Homes for Sale

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



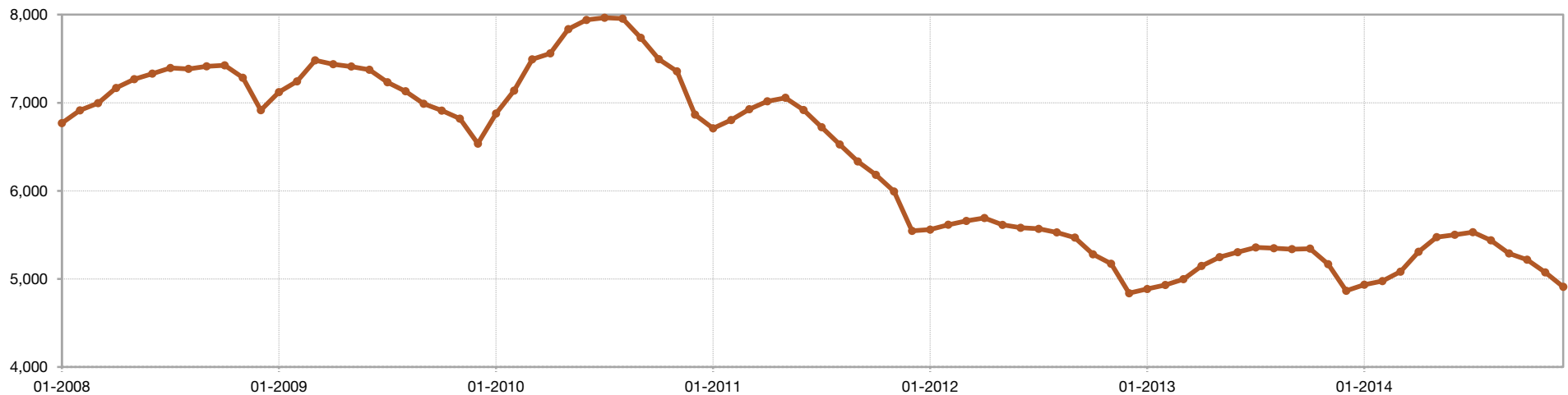
December



Homes for Sale		Prior Year	Percent Change
January 2014	4,935	4,886	+1.0%
February 2014	4,976	4,932	+0.9%
March 2014	5,083	4,998	+1.7%
April 2014	5,309	5,148	+3.1%
May 2014	5,475	5,248	+4.3%
June 2014	5,502	5,304	+3.7%
July 2014	5,531	5,358	+3.2%
August 2014	5,439	5,349	+1.7%
September 2014	5,290	5,339	-0.9%
October 2014	5,219	5,345	-2.4%
November 2014	5,075	5,168	-1.8%
December 2014	4,911	4,866	+0.9%
12-Month Avg*	5,229	5,017	+4.2%

* Homes for Sale for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

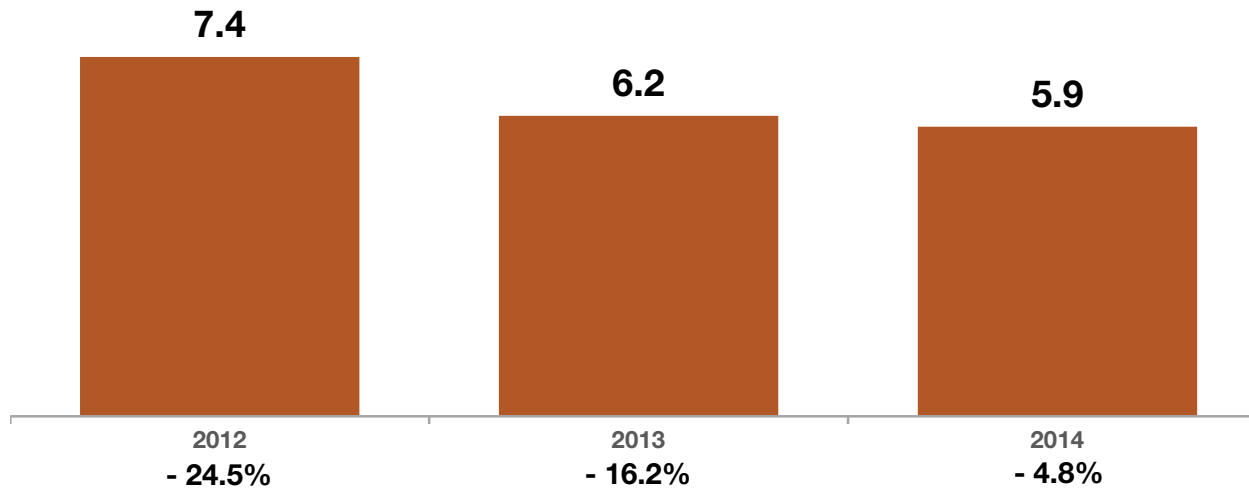


Months Supply of Inventory

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



December



Months Supply		Prior Year	Percent Change
January 2014	6.2	7.3	-15.1%
February 2014	6.3	7.3	-13.7%
March 2014	6.4	7.2	-11.1%
April 2014	6.6	7.2	-8.3%
May 2014	6.8	7.2	-5.6%
June 2014	6.8	7.1	-4.2%
July 2014	6.8	7.0	-2.9%
August 2014	6.6	6.9	-4.3%
September 2014	6.4	6.8	-5.9%
October 2014	6.2	6.8	-8.8%
November 2014	6.0	6.5	-7.7%
December 2014	5.9	6.2	-4.8%
12-Month Avg*	6.4	7.0	-8.6%

* Months Supply for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

