

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



May 2018

Having a balanced number of homes for sale is an ongoing concern in most submarkets, as demand exceeds inventory. New construction optimism is tempered by building costs, but clever builders will figure out ways to turn profits while the economy is ripe for production. For the 12-month period spanning June 2017 through May 2018, Closed Sales in the Greenwood region were up 3.0 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 33.7 percent.

The overall Median Sales Price was up 7.5 percent to \$135,500. The property type with the largest price gain was the Condos segment, where prices increased 11.8 percent to \$89,950. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 93 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 188 days.

Market-wide, inventory levels were down 25.3 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 25.3 percent. That amounts to 4.4 months supply for Single-Family homes and 2.8 months supply for Condos.

Quick Facts

+ 33.7%

+ 11.0%

+ 2.3%

Price Range With the Strongest Sales:

\$300,001 and Above

Bedroom Count With Strongest Sales:

4 Bedrooms or More

Property Type With Strongest Sales:

Single-Family

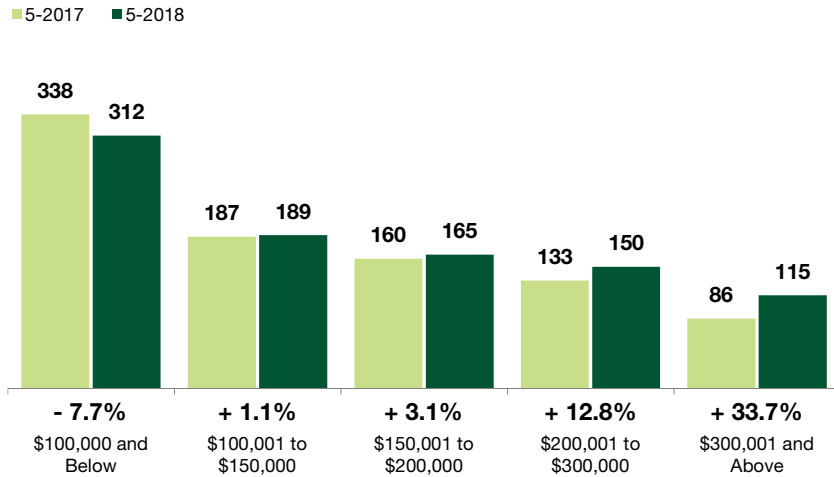
| | |
|--------------------------------|----------|
| Closed Sales | 2 |
| Days on Market Until Sale | 3 |
| Median Sales Price | 4 |
| Percent of List Price Received | 5 |
| Inventory of Homes for Sale | 6 |
| Months Supply of Inventory | 7 |

Closed Sales

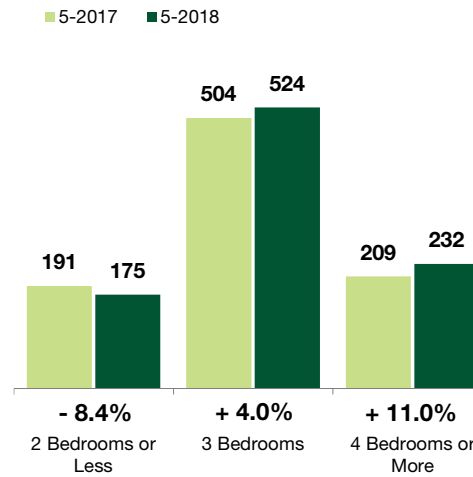
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



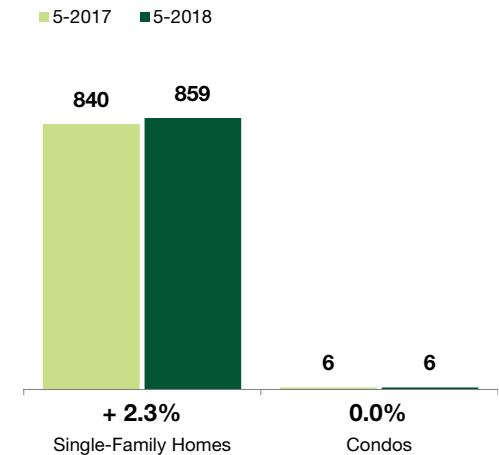
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 5-2017 | 5-2018 | Change |
|-------------------------|------------|------------|---------------|
| \$100,000 and Below | 338 | 312 | - 7.7% |
| \$100,001 to \$150,000 | 187 | 189 | + 1.1% |
| \$150,001 to \$200,000 | 160 | 165 | + 3.1% |
| \$200,001 to \$300,000 | 133 | 150 | + 12.8% |
| \$300,001 and Above | 86 | 115 | + 33.7% |
| All Price Ranges | 904 | 931 | + 3.0% |

Single-Family Homes

| 5-2017 | 5-2018 | Change |
|------------|------------|---------------|
| 296 | 273 | - 7.8% |
| 175 | 179 | + 2.3% |
| 156 | 152 | - 2.6% |
| 130 | 146 | + 12.3% |
| 83 | 109 | + 31.3% |
| 840 | 859 | + 2.3% |

Condos

| 5-2017 | 5-2018 | Change |
|----------|----------|-------------|
| 4 | 4 | 0.0% |
| 1 | 0 | - 100.0% |
| 0 | 0 | -- |
| 1 | 0 | - 100.0% |
| 0 | 2 | -- |
| 6 | 6 | 0.0% |

By Bedroom Count

| 5-2017 | 5-2018 | Change |
|------------|------------|---------------|
| 191 | 175 | - 8.4% |
| 504 | 524 | + 4.0% |
| 209 | 232 | + 11.0% |
| 904 | 931 | + 3.0% |

| 5-2017 | 5-2018 | Change |
|------------|------------|---------------|
| 151 | 136 | - 9.9% |
| 484 | 494 | + 2.1% |
| 205 | 229 | + 11.7% |
| 840 | 859 | + 2.3% |

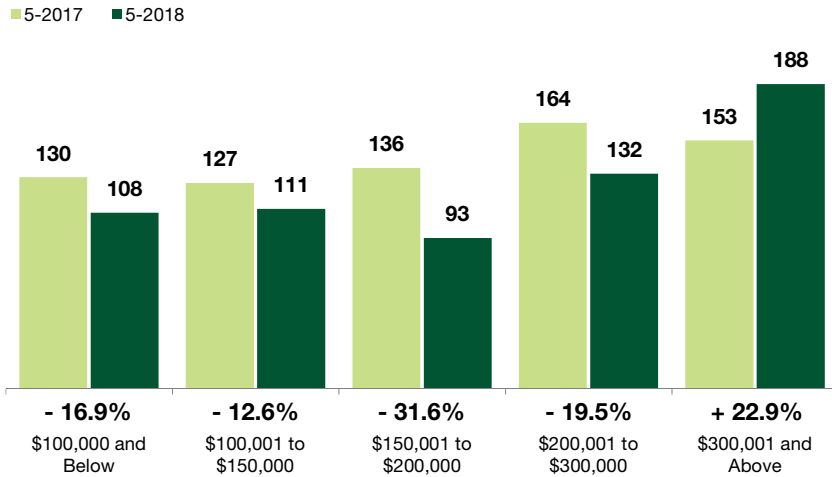
| 5-2017 | 5-2018 | Change |
|----------|----------|-------------|
| 5 | 4 | - 20.0% |
| 1 | 2 | + 100.0% |
| 0 | 0 | -- |
| 6 | 6 | 0.0% |

Days on Market Until Sale

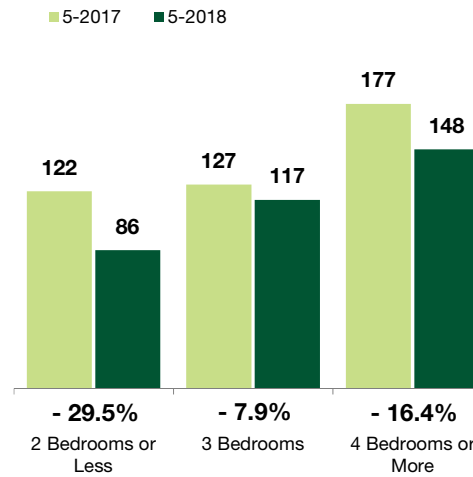
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



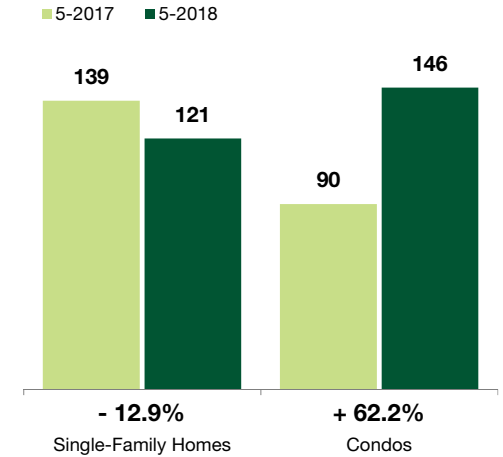
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 5-2017 | 5-2018 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 130 | 108 | - 16.9% |
| \$100,001 to \$150,000 | 127 | 111 | - 12.6% |
| \$150,001 to \$200,000 | 136 | 93 | - 31.6% |
| \$200,001 to \$300,000 | 164 | 132 | - 19.5% |
| \$300,001 and Above | 153 | 188 | + 22.9% |
| All Price Ranges | 137 | 119 | - 13.1% |

Single-Family Homes

| 5-2017 | 5-2018 | Change |
|------------|------------|----------------|
| 134 | 113 | - 15.7% |
| 126 | 114 | - 9.5% |
| 137 | 92 | - 32.8% |
| 166 | 131 | - 21.1% |
| 154 | 187 | + 21.4% |
| 139 | 121 | - 12.9% |

Condos

| 5-2017 | 5-2018 | Change |
|-----------|------------|----------------|
| 60 | 55 | - 8.3% |
| 37 | 0 | - 100.0% |
| 262 | 0 | - 100.0% |
| 0 | 0 | -- |
| 0 | 329 | -- |
| 90 | 146 | + 62.2% |

By Bedroom Count

| 5-2017 | 5-2018 | Change |
|------------|------------|----------------|
| 122 | 86 | - 29.5% |
| 127 | 117 | - 7.9% |
| 177 | 148 | - 16.4% |
| 137 | 119 | - 13.1% |

| 5-2017 | 5-2018 | Change |
|------------|------------|----------------|
| 129 | 90 | - 30.2% |
| 127 | 117 | - 7.9% |
| 176 | 149 | - 15.3% |
| 139 | 121 | - 12.9% |

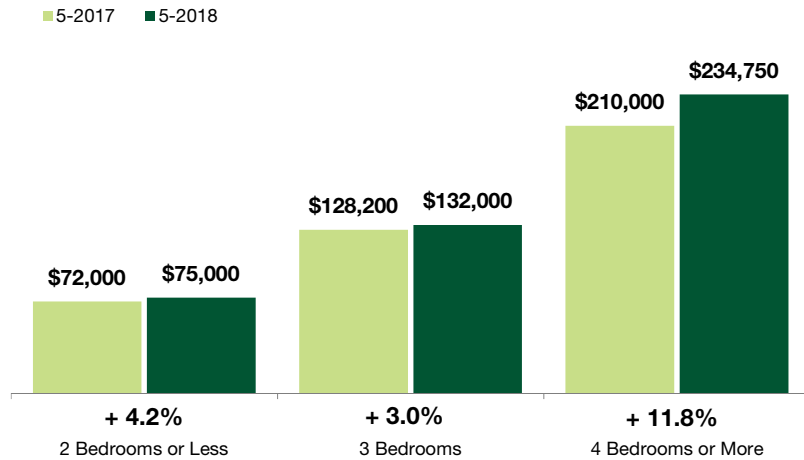
| 5-2017 | 5-2018 | Change |
|-----------|------------|----------------|
| 55 | 55 | 0.0% |
| 262 | 329 | + 25.6% |
| 0 | 0 | -- |
| 90 | 146 | + 62.2% |

Median Sales Price

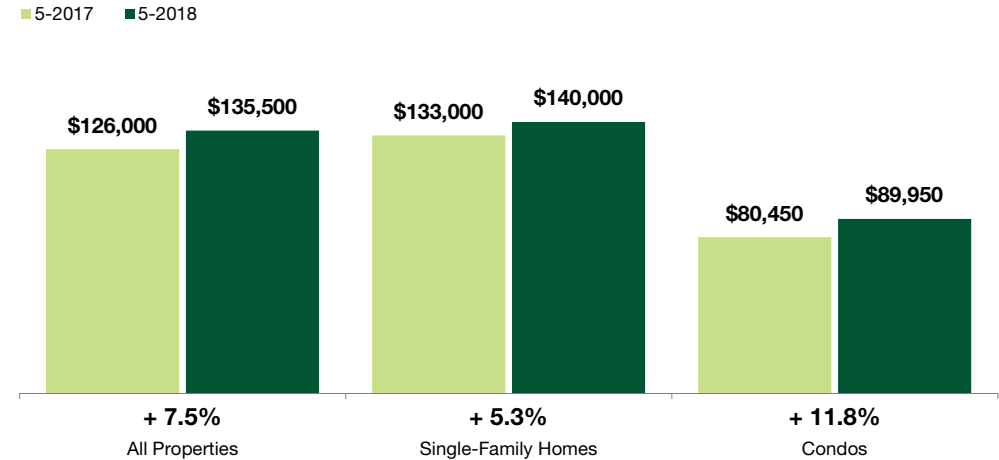
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

| By Bedroom Count | 5-2017 | 5-2018 | Change |
|---------------------------|------------------|------------------|---------------|
| 2 Bedrooms or Less | \$72,000 | \$75,000 | + 4.2% |
| 3 Bedrooms | \$128,200 | \$132,000 | + 3.0% |
| 4 Bedrooms or More | \$210,000 | \$234,750 | + 11.8% |
| All Bedroom Counts | \$126,000 | \$135,500 | + 7.5% |

Single-Family Homes

| 5-2017 | 5-2018 | Change | 5-2017 | 5-2018 | Change |
|------------------|------------------|---------------|-----------------|-----------------|----------------|
| \$72,900 | \$72,000 | - 1.2% | \$71,500 | \$78,000 | + 9.1% |
| \$127,500 | \$129,900 | + 1.9% | \$141,000 | \$174,500 | + 23.8% |
| \$210,000 | \$234,500 | + 11.7% | \$130,000 | \$393,000 | + 202.3% |
| \$133,000 | \$140,000 | + 5.3% | \$80,450 | \$89,950 | + 11.8% |

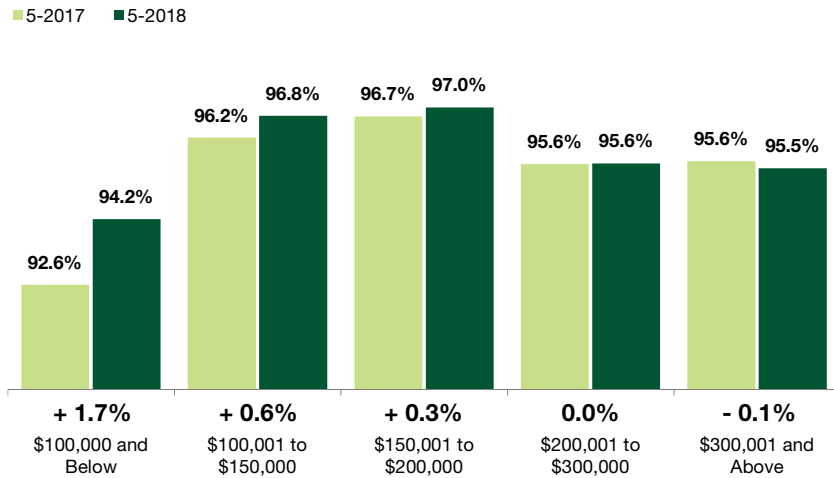
Condos

Percent of List Price Received

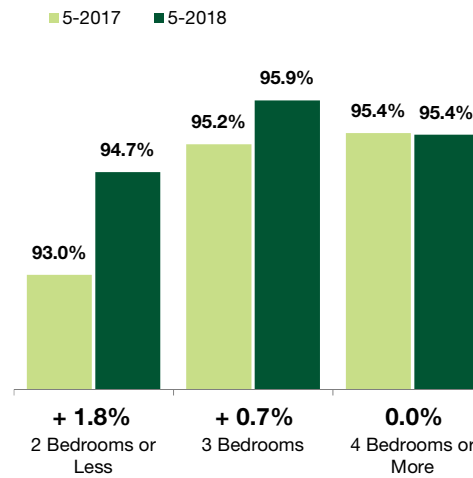
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



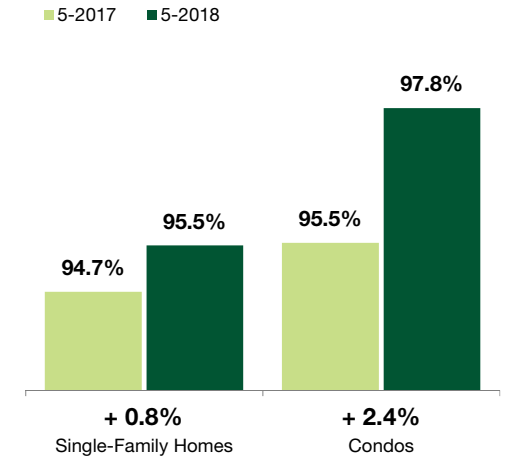
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 5-2017 | 5-2018 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 92.6% | 94.2% | + 1.7% |
| \$100,001 to \$150,000 | 96.2% | 96.8% | + 0.6% |
| \$150,001 to \$200,000 | 96.7% | 97.0% | + 0.3% |
| \$200,001 to \$300,000 | 95.6% | 95.6% | 0.0% |
| \$300,001 and Above | 95.6% | 95.5% | - 0.1% |
| All Price Ranges | 94.8% | 95.6% | + 0.8% |

Single-Family Homes

| 5-2017 | 5-2018 | Change |
|--------------|--------------|---------------|
| 92.1% | 93.9% | + 2.0% |
| 96.3% | 96.7% | + 0.4% |
| 96.7% | 96.9% | + 0.2% |
| 95.6% | 95.6% | 0.0% |
| 95.6% | 95.4% | - 0.2% |
| 94.7% | 95.5% | + 0.8% |

Condos

| 5-2017 | 5-2018 | Change |
|--------------|--------------|---------------|
| 95.6% | 97.7% | + 2.2% |
| 97.4% | 0.0% | - 100.0% |
| 93.3% | 0.0% | - 100.0% |
| 0.0% | 0.0% | -- |
| 0.0% | 97.9% | -- |
| 95.5% | 97.8% | + 2.4% |

By Bedroom Count

| 5-2017 | 5-2018 | Change |
|--------------|--------------|---------------|
| 93.0% | 94.7% | + 1.8% |
| 95.2% | 95.9% | + 0.7% |
| 95.4% | 95.4% | 0.0% |
| 94.8% | 95.6% | + 0.8% |

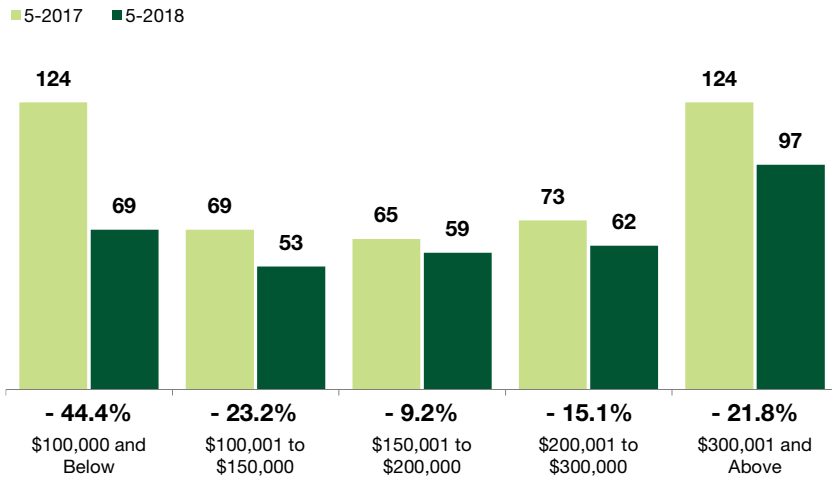
| 5-2017 | 5-2018 | Change | 5-2017 | 5-2018 | Change |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 92.1% | 94.0% | + 2.1% | 95.9% | 97.7% | + 1.9% |
| 95.2% | 95.9% | + 0.7% | 93.3% | 97.9% | + 4.9% |
| 95.4% | 95.3% | - 0.1% | 0.0% | 0.0% | -- |
| 94.7% | 95.5% | + 0.8% | 95.5% | 97.8% | + 2.4% |

Inventory of Homes for Sale

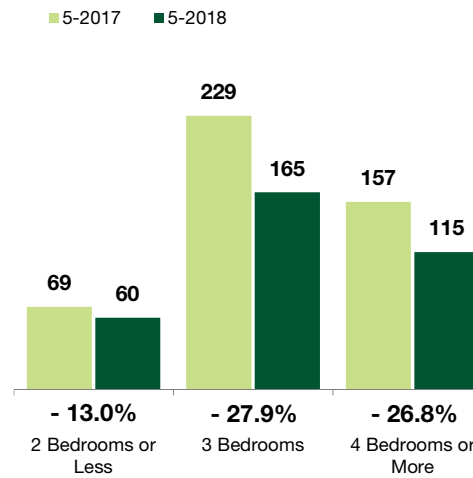
The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



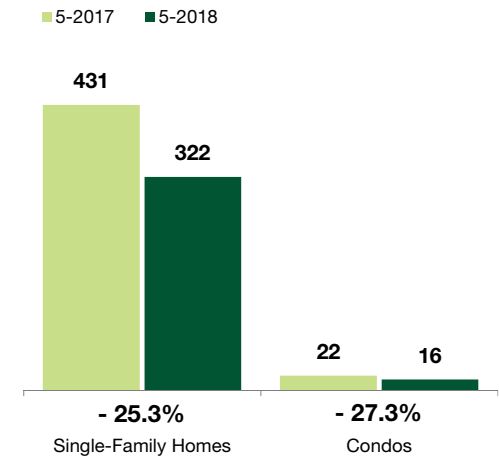
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 5-2017 | 5-2018 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 124 | 69 | - 44.4% |
| \$100,001 to \$150,000 | 69 | 53 | - 23.2% |
| \$150,001 to \$200,000 | 65 | 59 | - 9.2% |
| \$200,001 to \$300,000 | 73 | 62 | - 15.1% |
| \$300,001 and Above | 124 | 97 | - 21.8% |
| All Price Ranges | 455 | 340 | - 25.3% |

Single-Family Homes

| 5-2017 | 5-2018 | Change |
|------------|------------|----------------|
| 116 | 61 | - 47.4% |
| 68 | 50 | - 26.5% |
| 59 | 56 | - 5.1% |
| 69 | 61 | - 11.6% |
| 119 | 94 | - 21.0% |
| 431 | 322 | - 25.3% |

Condos

| 5-2017 | 5-2018 | Change |
|-----------|-----------|----------------|
| 7 | 7 | 0.0% |
| 1 | 3 | + 200.0% |
| 5 | 3 | - 40.0% |
| 4 | 0 | - 100.0% |
| 5 | 3 | - 40.0% |
| 22 | 16 | - 27.3% |

By Bedroom Count

| 5-2017 | 5-2018 | Change |
|------------|------------|----------------|
| 69 | 60 | - 13.0% |
| 229 | 165 | - 27.9% |
| 157 | 115 | - 26.8% |
| 455 | 340 | - 25.3% |

| 5-2017 | 5-2018 | Change |
|------------|------------|----------------|
| 63 | 53 | - 15.9% |
| 212 | 155 | - 26.9% |
| 156 | 114 | - 26.9% |
| 431 | 322 | - 25.3% |

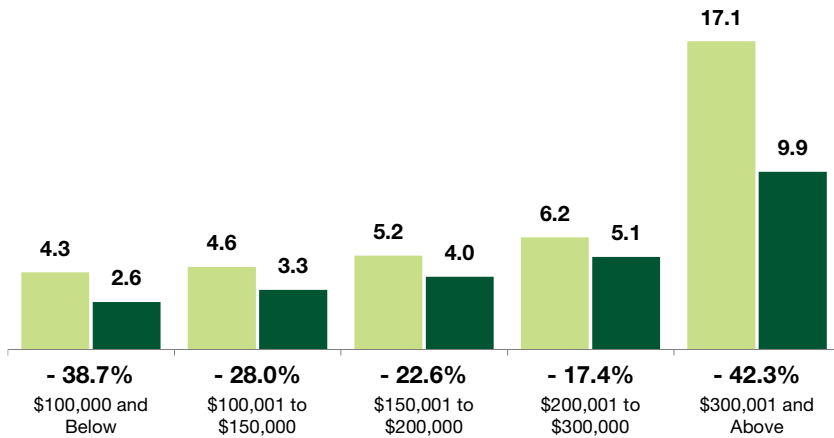
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



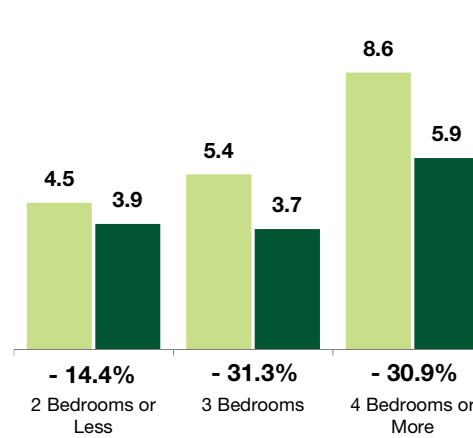
By Price Range

■ 5-2017 ■ 5-2018



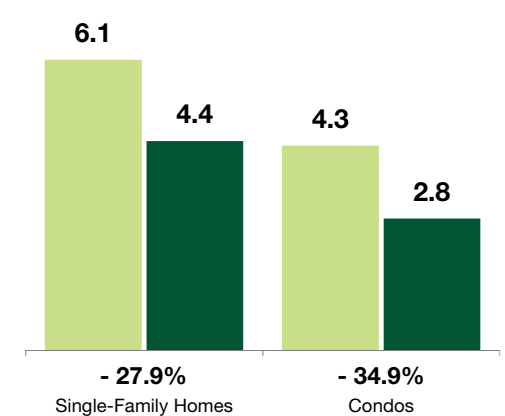
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Price Range

| | 5-2017 | 5-2018 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 4.3 | 2.6 | - 38.7% |
| \$100,001 to \$150,000 | 4.6 | 3.3 | - 28.0% |
| \$150,001 to \$200,000 | 5.2 | 4.0 | - 22.6% |
| \$200,001 to \$300,000 | 6.2 | 5.1 | - 17.4% |
| \$300,001 and Above | 17.1 | 9.9 | - 42.3% |
| All Price Ranges | 6.0 | 4.3 | - 28.3% |

Single-Family Homes

| | 5-2017 | 5-2018 | Change |
|--------------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 4.6 | 2.6 | - 42.1% |
| 3 Bedrooms | 4.8 | 3.4 | - 29.8% |
| 4 Bedrooms or More | 4.9 | 4.1 | - 15.6% |
| All Single-Family Homes | 6.0 | 5.2 | - 14.7% |
| All Properties | 17.0 | 10.0 | - 41.3% |
| All Single-Family Homes | 6.1 | 4.4 | - 27.9% |

Condos

| | 5-2017 | 5-2018 | Change |
|-------------------------|------------|------------|----------------|
| Single-Family Homes | 1.8 | 2.3 | + 27.8% |
| Condos | 0.7 | 1.7 | + 142.9% |
| All Properties | 5.0 | 2.5 | - 50.0% |
| All Single-Family Homes | 0.0 | -- | -- |
| All Properties | 5.0 | 2.3 | - 54.0% |
| All Condos | 4.3 | 2.8 | - 34.9% |

By Bedroom Count

| | 5-2017 | 5-2018 | Change |
|---------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 4.5 | 3.9 | - 14.4% |
| 3 Bedrooms | 5.4 | 3.7 | - 31.3% |
| 4 Bedrooms or More | 8.6 | 5.9 | - 30.9% |
| All Bedroom Counts | 6.0 | 4.3 | - 28.3% |

| | 5-2017 | 5-2018 | Change |
|---------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 5.3 | 4.4 | - 17.6% |
| 3 Bedrooms | 5.2 | 3.7 | - 29.1% |
| 4 Bedrooms or More | 8.7 | 6.0 | - 31.4% |
| All Bedroom Counts | 6.1 | 4.4 | - 27.9% |

| | 5-2017 | 5-2018 | Change |
|---------------------|------------|------------|----------------|
| Single-Family Homes | 1.7 | 2.2 | + 29.4% |
| Condos | 7.5 | 3.5 | - 53.3% |
| All Properties | 0.8 | 0.8 | 0.0% |
| All Condos | 4.3 | 2.8 | - 34.9% |