

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2018

According to a recent study by Fannie Mae, 24 percent of Americans feel that now is a good time to buy a house. That number was 54 percent five years ago. Feelings change rapidly when incomes do not match well with home prices and frustration sets in. For the 12-month period spanning October 2017 through September 2018, Closed Sales in the Greenwood region were down 3.5 percent overall. The price range with the largest gain in sales was the \$150,001 to \$200,000 range, where they increased 17.6 percent.

The overall Median Sales Price was up 10.2 percent to \$140,000. The property type with the largest price gain was the Condos segment, where prices increased 16.1 percent to \$97,250. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 94 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 166 days.

Market-wide, inventory levels were down 9.9 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 7.8 percent. That amounts to 4.7 months supply for Single-Family homes and 1.7 months supply for Condos.

Quick Facts

+ 17.6%

+ 2.8%

- 4.1%

Price Range With the
Strongest Sales:
\$150,001 to \$200,000

Bedroom Count With
Strongest Sales:
4 Bedrooms or More

Property Type With
Strongest Sales:
Single-Family

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

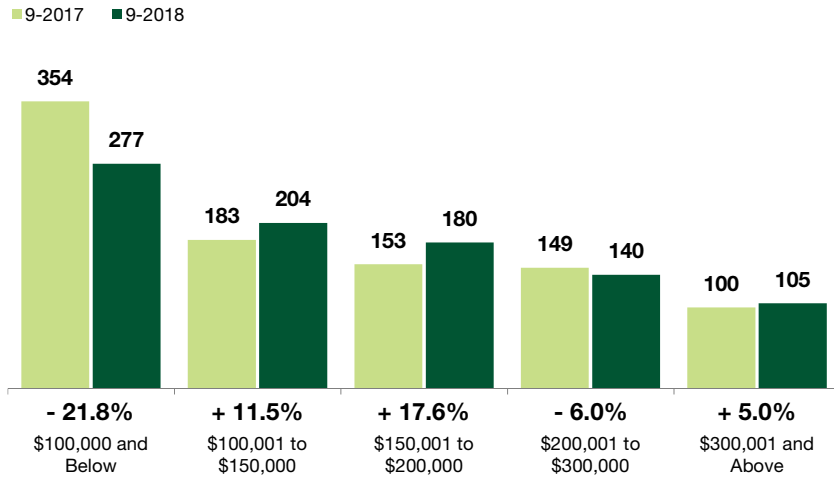


Closed Sales

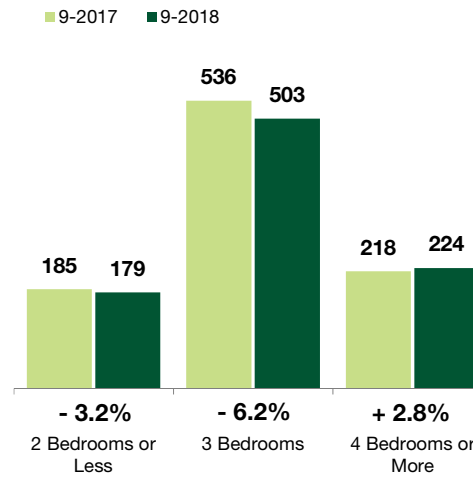
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



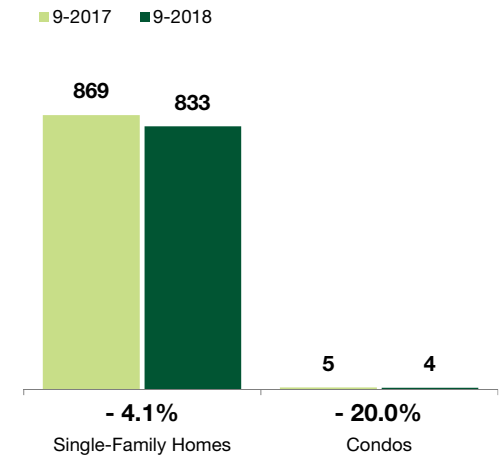
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	354	277	- 21.8%
\$100,001 to \$150,000	183	204	+ 11.5%
\$150,001 to \$200,000	153	180	+ 17.6%
\$200,001 to \$300,000	149	140	- 6.0%
\$300,001 and Above	100	105	+ 5.0%
All Price Ranges	939	906	- 3.5%

Single-Family Homes

9-2017	9-2018	Change
311	239	- 23.2%
172	187	+ 8.7%
144	169	+ 17.4%
145	138	- 4.8%
97	100	+ 3.1%
869	833	- 4.1%

Condos

9-2017	9-2018	Change
3	1	- 66.7%
1	3	+ 200.0%
1	0	- 100.0%
0	0	--
0	0	--
5	4	- 20.0%

By Bedroom Count

9-2017	9-2018	Change
185	179	- 3.2%
536	503	- 6.2%
218	224	+ 2.8%
939	906	- 3.5%

9-2017	9-2018	Change
146	137	- 6.2%
509	476	- 6.5%
214	220	+ 2.8%
869	833	- 4.1%

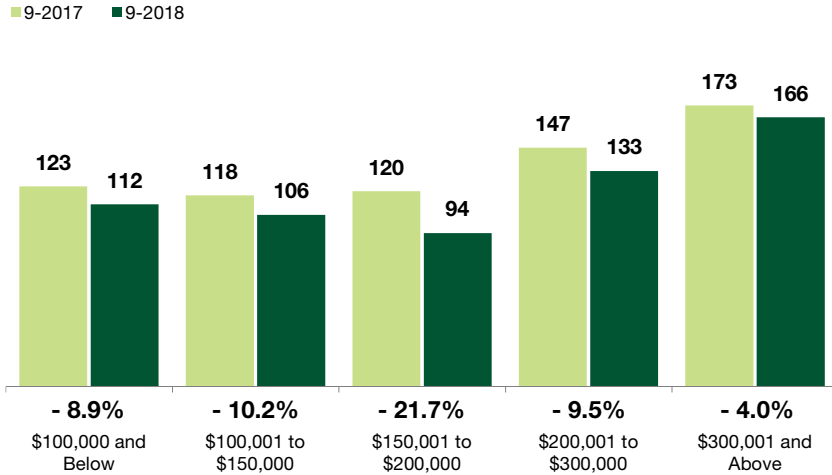
9-2017	9-2018	Change
3	2	- 33.3%
2	2	0.0%
0	0	--
5	4	- 20.0%

Days on Market Until Sale

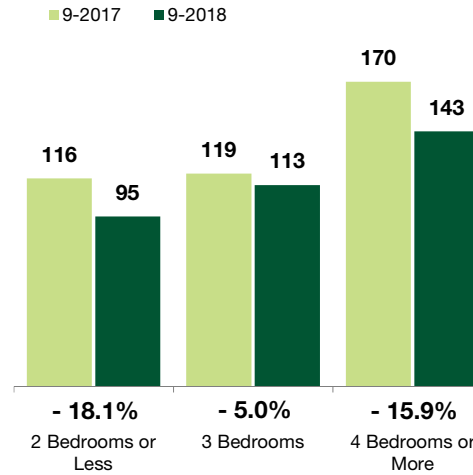
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



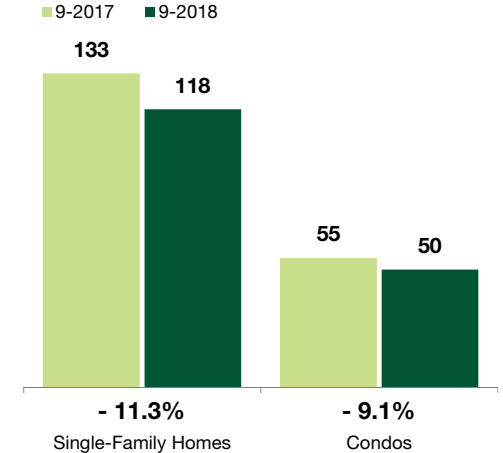
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	123	112	- 8.9%
\$100,001 to \$150,000	118	106	- 10.2%
\$150,001 to \$200,000	120	94	- 21.7%
\$200,001 to \$300,000	147	133	- 9.5%
\$300,001 and Above	173	166	- 4.0%
All Price Ranges	130	116	- 10.8%

Single-Family Homes

9-2017	9-2018	Change
127	117	- 7.9%
118	107	- 9.3%
121	94	- 22.3%
149	131	- 12.1%
175	162	- 7.4%
133	118	- 11.3%

Condos

9-2017	9-2018	Change
61	24	- 60.7%
57	76	+ 33.3%
33	0	- 100.0%
0	0	--
0	0	--
55	50	- 9.1%

By Bedroom Count

9-2017	9-2018	Change
116	95	- 18.1%
119	113	- 5.0%
170	143	- 15.9%
130	116	- 10.8%

9-2017	9-2018	Change
123	97	- 21.1%
120	112	- 6.7%
170	143	- 15.9%
133	118	- 11.3%

9-2017	9-2018	Change
61	24	- 60.7%
45	76	+ 68.9%
0	0	--
55	50	- 9.1%

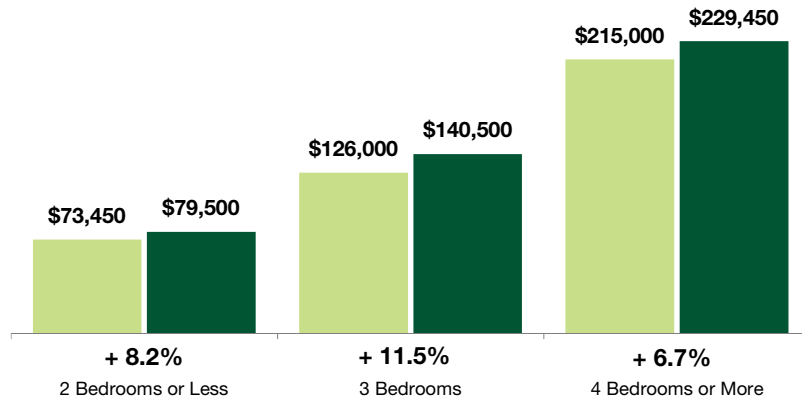
Median Sales Price

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



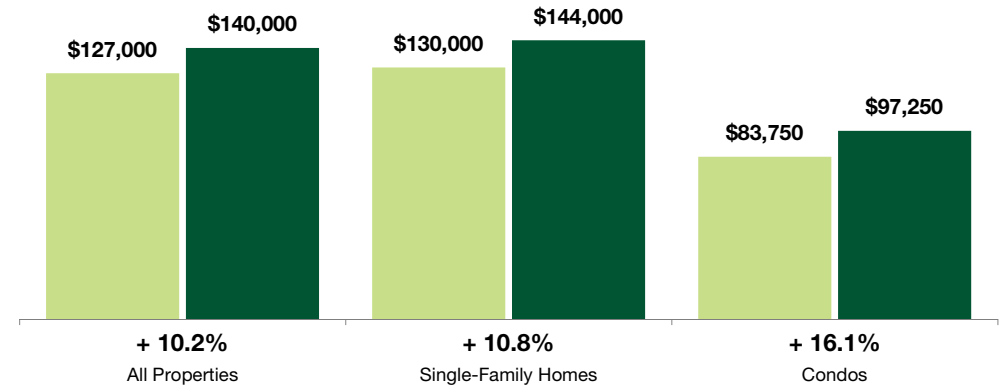
By Bedroom Count

■ 9-2017 ■ 9-2018



By Property Type

■ 9-2017 ■ 9-2018



All Properties

By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	\$73,450	\$79,500	+ 8.2%
3 Bedrooms	\$126,000	\$140,500	+ 11.5%
4 Bedrooms or More	\$215,000	\$229,450	+ 6.7%
All Bedroom Counts	\$127,000	\$140,000	+ 10.2%

Single-Family Homes

	9-2017	9-2018	Change	9-2017	9-2018	Change
	\$72,900	\$77,200	+ 5.9%	\$74,000	\$83,538	+ 12.9%
	\$125,000	\$140,000	+ 12.0%	\$145,000	\$174,000	+ 20.0%
	\$215,000	\$229,900	+ 6.9%	\$147,500	\$125,000	- 15.3%
All	\$130,000	\$144,000	+ 10.8%	\$83,750	\$97,250	+ 16.1%

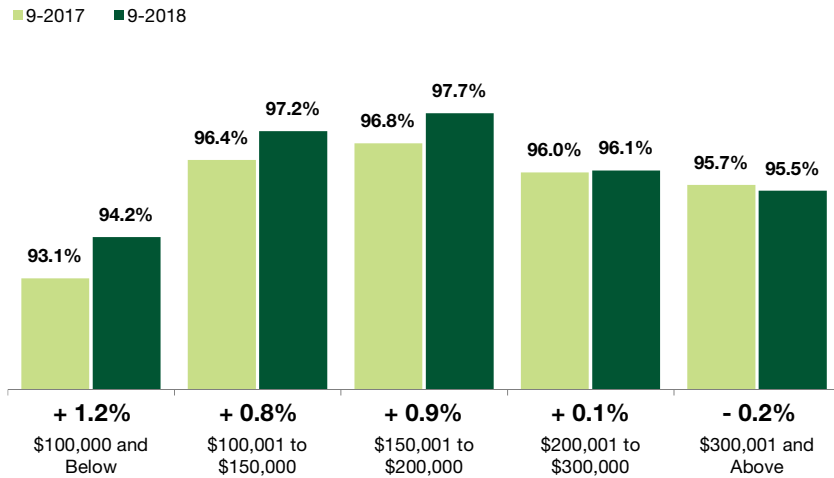
Condos

Percent of List Price Received

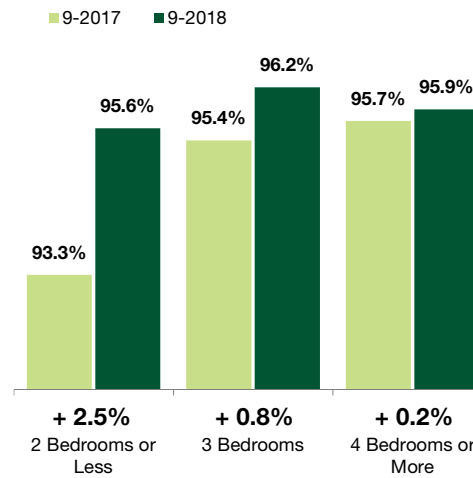
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



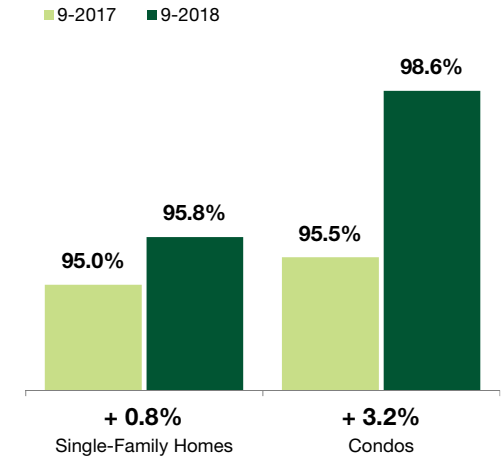
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	93.1%	94.2%	+ 1.2%
\$100,001 to \$150,000	96.4%	97.2%	+ 0.8%
\$150,001 to \$200,000	96.8%	97.7%	+ 0.9%
\$200,001 to \$300,000	96.0%	96.1%	+ 0.1%
\$300,001 and Above	95.7%	95.5%	- 0.2%
All Price Ranges	95.0%	96.0%	+ 1.1%

Single-Family Homes

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	92.7%	93.8%	+ 1.2%
\$100,001 to \$150,000	96.4%	97.0%	+ 0.6%
\$150,001 to \$200,000	96.9%	97.6%	+ 0.7%
\$200,001 to \$300,000	96.0%	96.1%	+ 0.1%
\$300,001 and Above	95.6%	95.5%	- 0.1%
All Price Ranges	95.0%	95.8%	+ 0.8%

Condos

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	96.6%	96.1%	- 0.5%
\$100,001 to \$150,000	93.4%	101.0%	+ 8.1%
\$150,001 to \$200,000	94.2%	0.0%	- 100.0%
\$200,001 to \$300,000	0.0%	0.0%	--
\$300,001 and Above	0.0%	0.0%	--
All Price Ranges	95.5%	98.6%	+ 3.2%

By Bedroom Count

By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	93.3%	95.6%	+ 2.5%
3 Bedrooms	95.4%	96.2%	+ 0.8%
4 Bedrooms or More	95.7%	95.9%	+ 0.2%
All Bedroom Counts	95.0%	96.0%	+ 1.1%

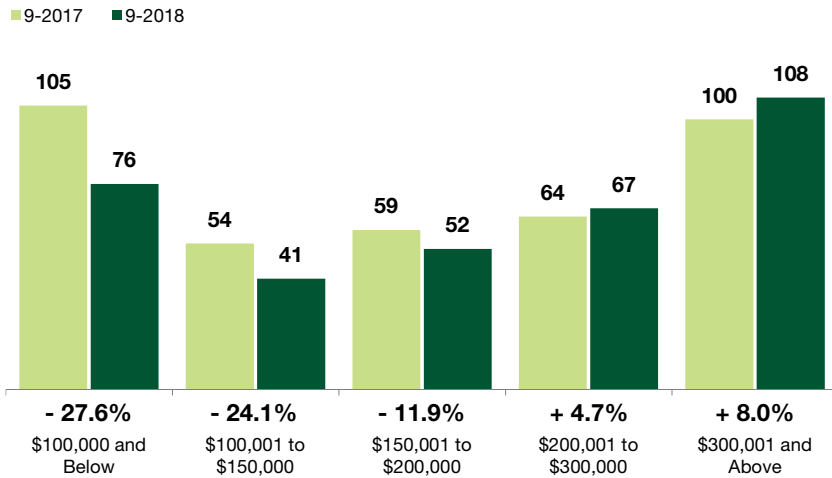
By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	92.6%	94.7%	+ 2.3%
3 Bedrooms	95.3%	96.1%	+ 0.8%
4 Bedrooms or More	95.7%	96.0%	+ 0.3%
All Bedroom Counts	95.0%	95.8%	+ 0.8%

Inventory of Homes for Sale

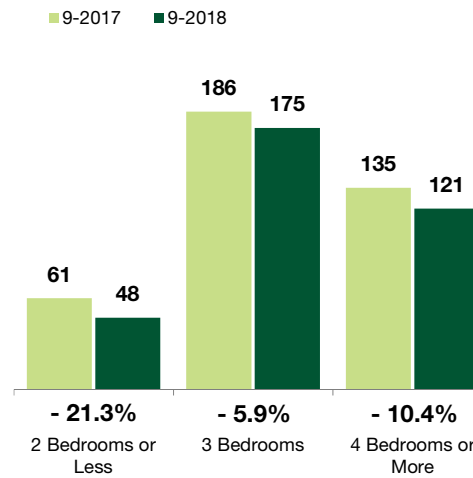
The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



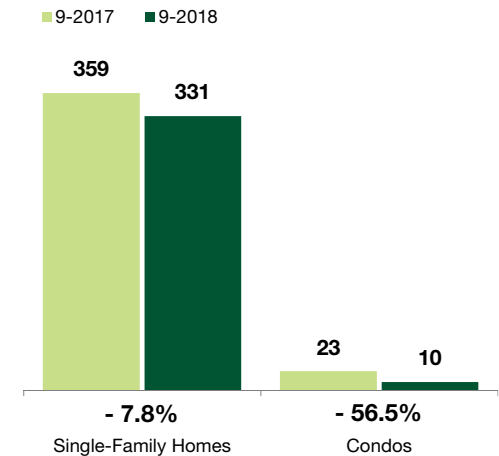
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	105	76	- 27.6%
\$100,001 to \$150,000	54	41	- 24.1%
\$150,001 to \$200,000	59	52	- 11.9%
\$200,001 to \$300,000	64	67	+ 4.7%
\$300,001 and Above	100	108	+ 8.0%
All Price Ranges	382	344	- 9.9%

Single-Family Homes

9-2017	9-2018	Change
97	70	- 27.8%
50	40	- 20.0%
55	50	- 9.1%
62	64	+ 3.2%
95	107	+ 12.6%
359	331	- 7.8%

Condos

9-2017	9-2018	Change
8	5	- 37.5%
4	1	- 75.0%
4	2	- 50.0%
2	1	- 50.0%
5	1	- 80.0%
23	10	- 56.5%

By Bedroom Count

By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	61	48	- 21.3%
3 Bedrooms	186	175	- 5.9%
4 Bedrooms or More	135	121	- 10.4%
All Bedroom Counts	382	344	- 9.9%

9-2017	9-2018	Change	9-2017	9-2018	Change
51	45	- 11.8%	10	3	- 70.0%
174	166	- 4.6%	12	6	- 50.0%
134	120	- 10.4%	1	1	0.0%
359	331	- 7.8%	23	10	- 56.5%

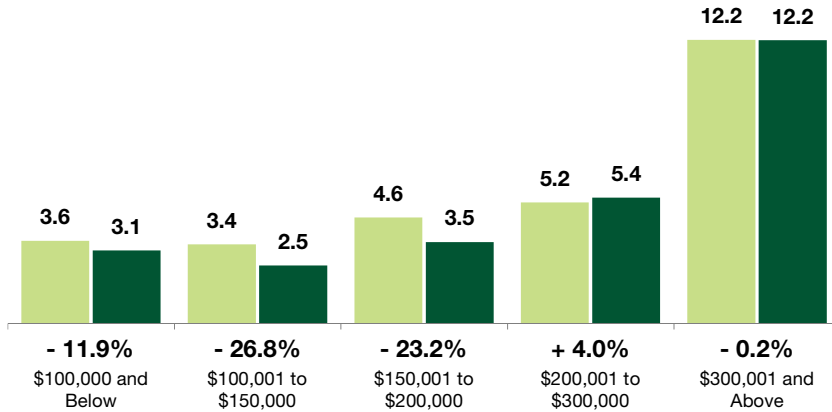
Months Supply of Inventory

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



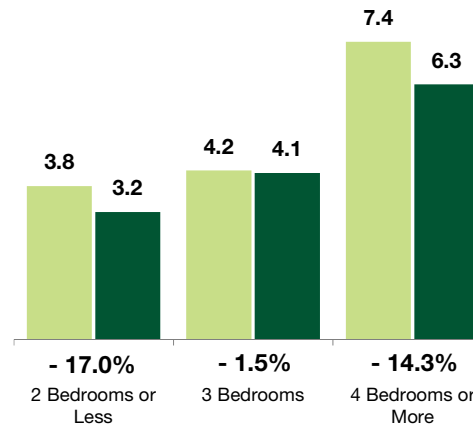
By Price Range

9-2017 9-2018



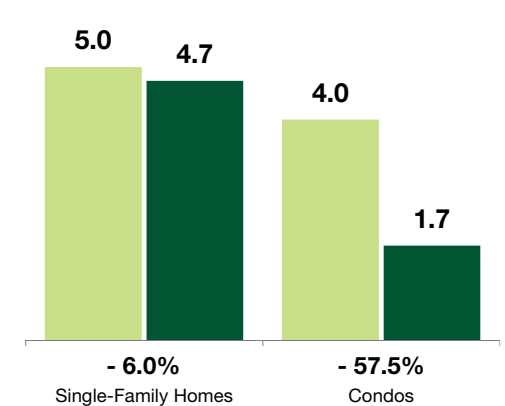
By Bedroom Count

9-2017 9-2018



By Property Type

9-2017 9-2018



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	3.6	3.1	- 11.9%
\$100,001 to \$150,000	3.4	2.5	- 26.8%
\$150,001 to \$200,000	4.6	3.5	- 23.2%
\$200,001 to \$300,000	5.2	5.4	+ 4.0%
\$300,001 and Above	12.2	12.2	- 0.2%
All Price Ranges	4.9	4.5	- 8.2%

Single-Family Homes

9-2017	9-2018	Change	9-2017	9-2018	Change
3.8	3.3	- 13.1%	2.1	1.6	- 23.8%
3.3	2.7	- 19.5%	2.8	0.4	- 85.7%
4.6	3.6	- 21.1%	4.0	1.5	- 62.5%
5.2	5.3	+ 1.8%	0.0	0.7	--
11.9	12.8	+ 8.1%	5.0	0.8	- 84.0%
5.0	4.7	- 6.0%	4.0	1.7	- 57.5%

Condos

By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	3.8	3.2	- 17.0%
3 Bedrooms	4.2	4.1	- 1.5%
4 Bedrooms or More	7.4	6.3	- 14.3%
All Bedroom Counts	4.9	4.5	- 8.2%

9-2017	9-2018	Change	9-2017	9-2018	Change
4.1	3.8	- 7.4%	2.8	0.9	- 67.9%
4.1	4.2	+ 0.6%	5.0	2.1	- 58.0%
7.4	6.4	- 13.6%	1.0	1.0	0.0%
5.0	4.7	- 6.0%	4.0	1.7	- 57.5%