

Monthly Indicators



June 2015

The curtain closes and the first half of 2015 is a finished act. Monthly market analysis helps nudge the real estate story forward for a final bow. The orchestra (consumers) and conductor (the REALTOR®) are thanked. Metropolitan operas, er, markets across the country continue to improve and further perform at peaks not seen in years. Bad memories from that one lousy show known as the Great Recession are pushed even further into the past.

New Listings were down 0.7 percent to 1,472. Pending Sales decreased 46.5 percent to 519. Inventory shrank 1.6 percent to 5,444 units.

Prices moved higher as Median Sales Price was up 7.1 percent to \$179,900. Days on Market decreased 11.5 percent to 69 days. Months Supply of Inventory was down 10.1 percent to 6.2 months, indicating that demand increased relative to supply.

Having six months of 2015 data in the books is great, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low into the summer months, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

Quick Facts

+ 19.9% **+ 7.1%** **- 1.6%**

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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



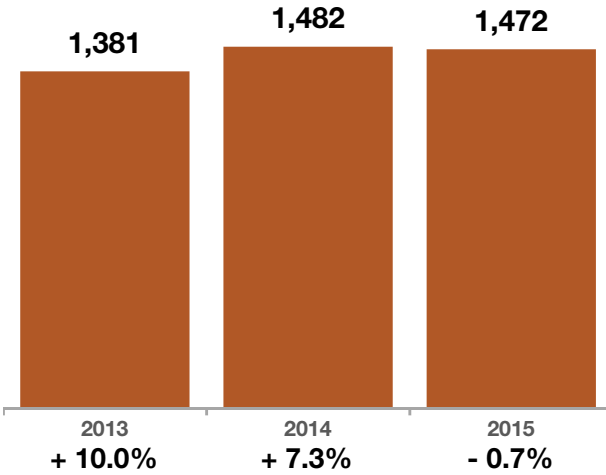
Key Metrics	Historical Sparkbars			06-2014	06-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
	06-2013	06-2014	06-2015						
New Listings				1,482	1,472	- 0.7%	8,683	8,685	+ 0.0%
Pending Sales				970	519	- 46.5%	5,359	5,559	+ 3.7%
Closed Sales				1,036	1,242	+ 19.9%	4,718	5,634	+ 19.4%
Days on Market				78	69	- 11.5%	88	80	- 9.1%
Median Sales Price				\$168,000	\$179,900	+ 7.1%	\$156,400	\$168,000	+ 7.4%
Average Sales Price				\$201,040	\$215,325	+ 7.1%	\$189,253	\$199,571	+ 5.5%
Pct. of List Price Received				96.5%	97.3%	+ 0.8%	96.2%	97.0%	+ 0.8%
Housing Affordability Index				143	137	- 4.2%	154	146	- 5.2%
Inventory of Homes for Sale				5,531	5,444	- 1.6%	--	--	--
Months Supply of Inventory				6.9	6.2	- 10.1%	--	--	--

New Listings

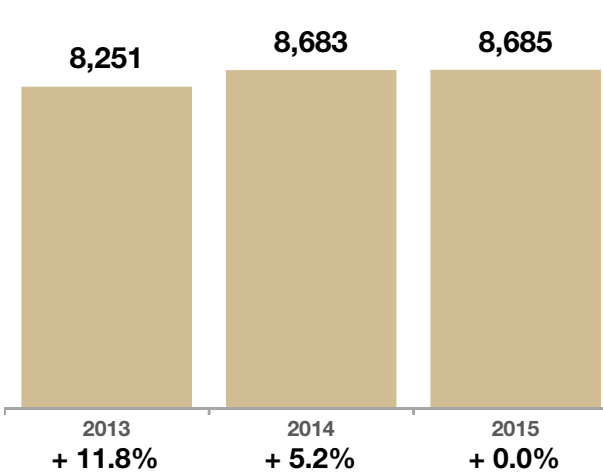
A count of the properties that have been newly listed on the market in a given month.



June

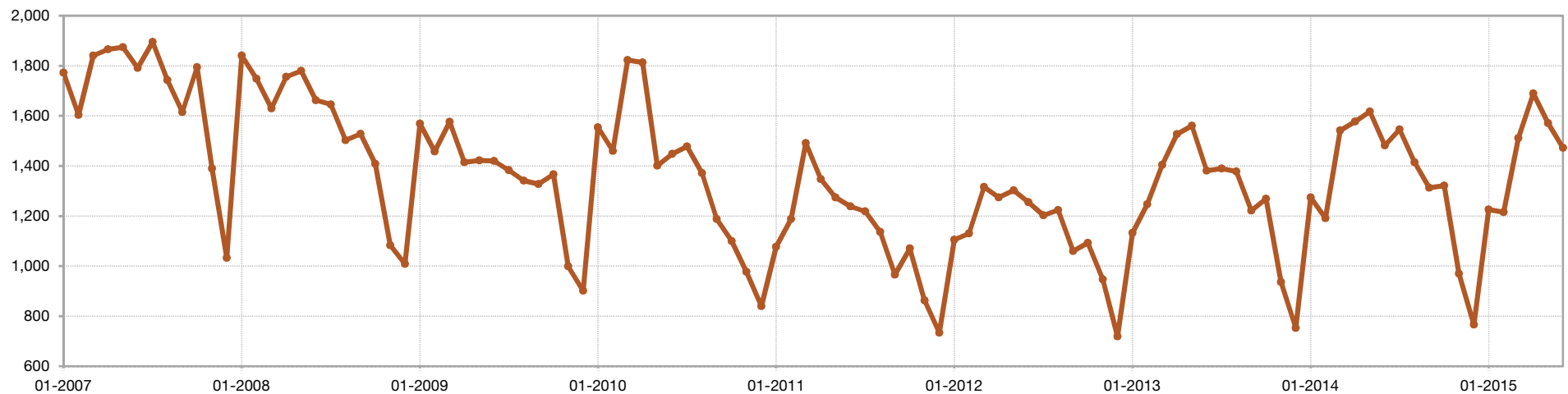


Year to Date



	New Listings	Prior Year	Percent Change
July 2014	1,546	1,389	+11.3%
August 2014	1,415	1,378	+2.7%
September 2014	1,313	1,222	+7.4%
October 2014	1,321	1,269	+4.1%
November 2014	970	936	+3.6%
December 2014	766	753	+1.7%
January 2015	1,226	1,274	-3.8%
February 2015	1,215	1,191	+2.0%
March 2015	1,511	1,542	-2.0%
April 2015	1,690	1,577	+7.2%
May 2015	1,571	1,617	-2.8%
June 2015	1,472	1,482	-0.7%
12-Month Avg	1,335	1,303	+2.5%

Historical New Listings by Month

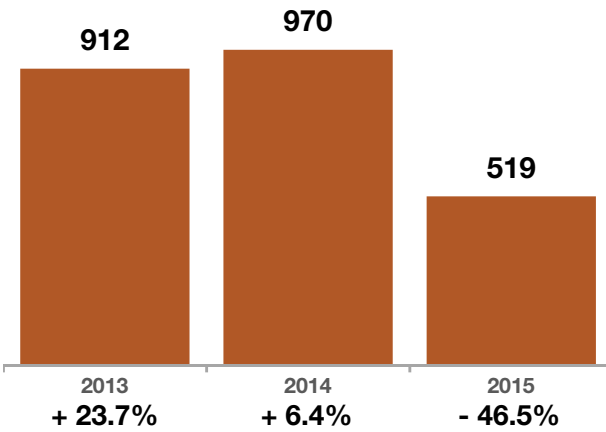


Pending Sales

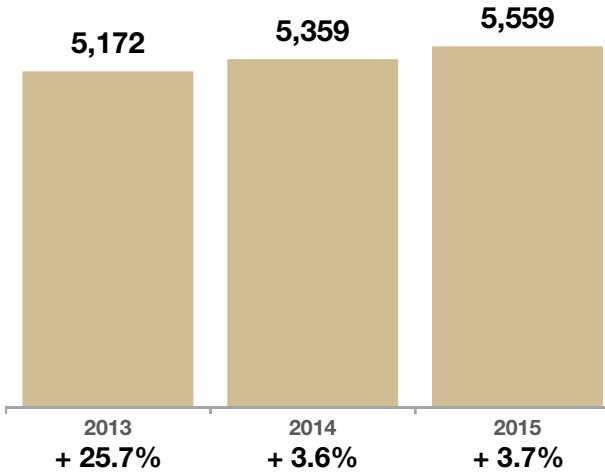
A count of the properties on which offers have been accepted in a given month.



June

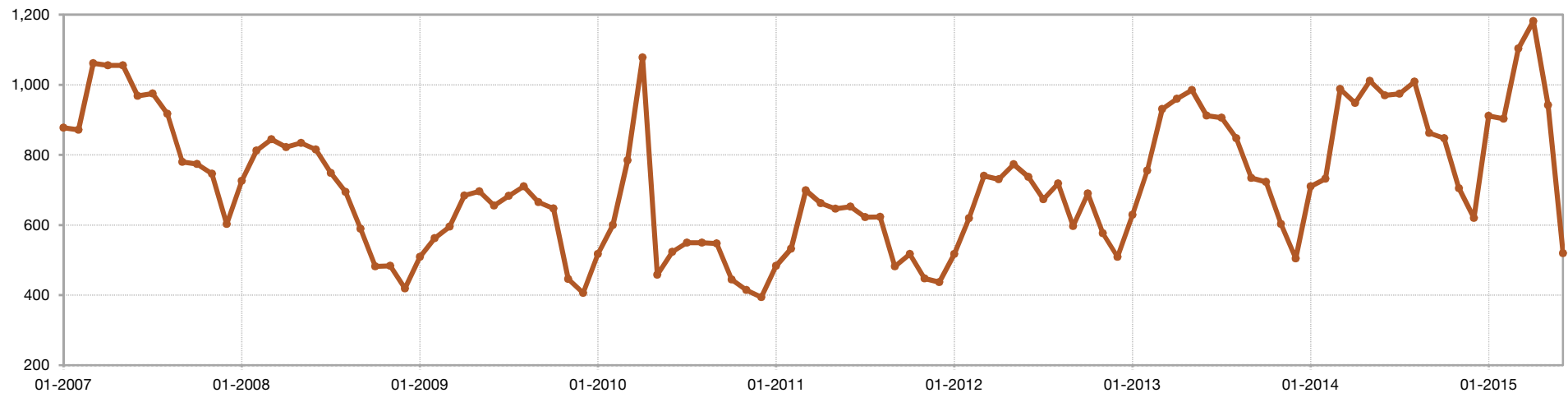


Year to Date



	Pending Sales	Prior Year	Percent Change
July 2014	974	906	+7.5%
August 2014	1,009	847	+19.1%
September 2014	862	734	+17.4%
October 2014	847	723	+17.2%
November 2014	705	603	+16.9%
December 2014	620	504	+23.0%
January 2015	911	710	+28.3%
February 2015	903	732	+23.4%
March 2015	1,103	988	+11.6%
April 2015	1,181	948	+24.6%
May 2015	942	1,011	-6.8%
June 2015	519	970	-46.5%
12-Month Avg	881	806	+9.3%

Historical Pending Sales by Month

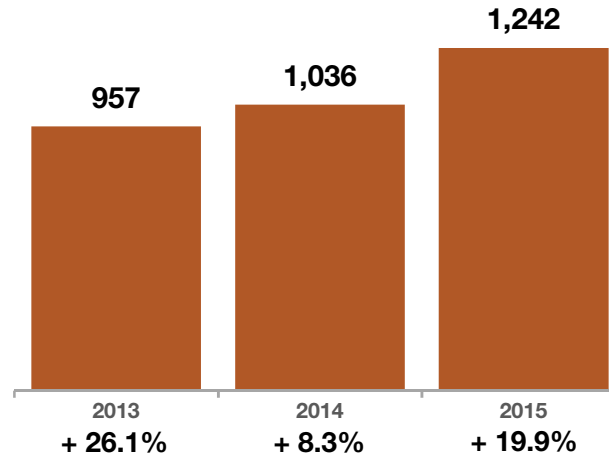


Closed Sales

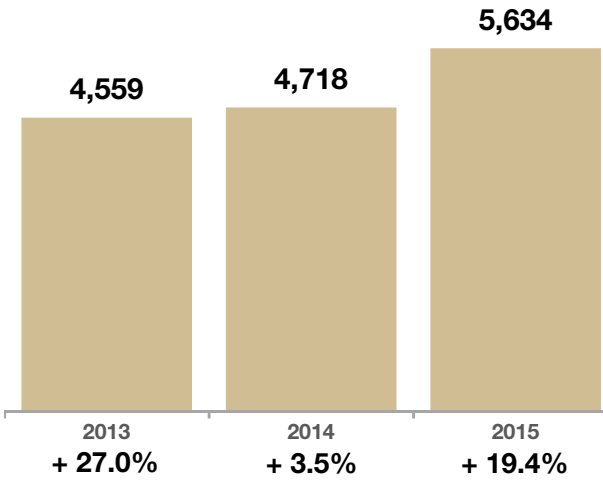
A count of the actual sales that closed in a given month.



June

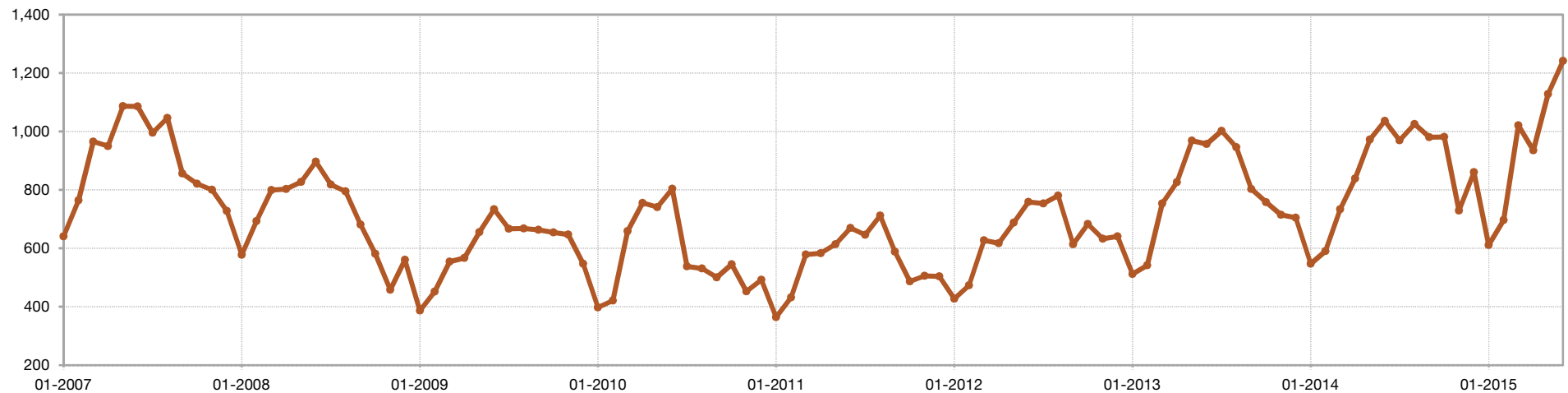


Year to Date



	Closed Sales	Prior Year	Percent Change
July 2014	970	1,002	-3.2%
August 2014	1,025	946	+8.4%
September 2014	980	803	+22.0%
October 2014	981	758	+29.4%
November 2014	729	715	+2.0%
December 2014	861	705	+22.1%
January 2015	611	547	+11.7%
February 2015	697	590	+18.1%
March 2015	1,021	734	+39.1%
April 2015	935	839	+11.4%
May 2015	1,128	972	+16.0%
June 2015	1,242	1,036	+19.9%
12-Month Avg	932	804	+15.9%

Historical Closed Sales by Month

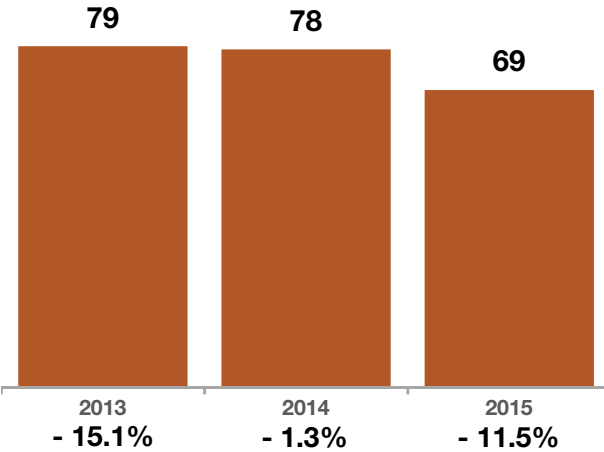


Days on Market Until Sale

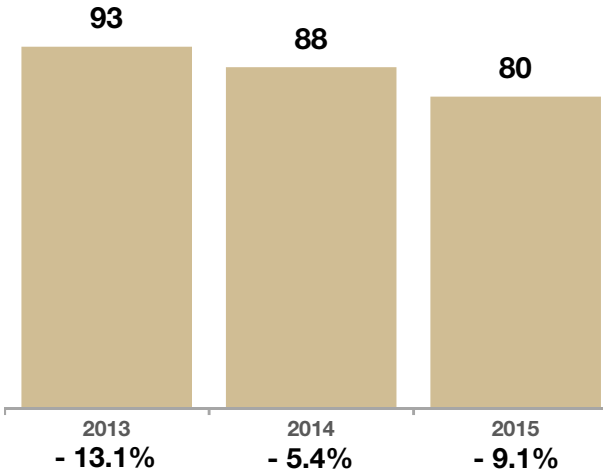
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



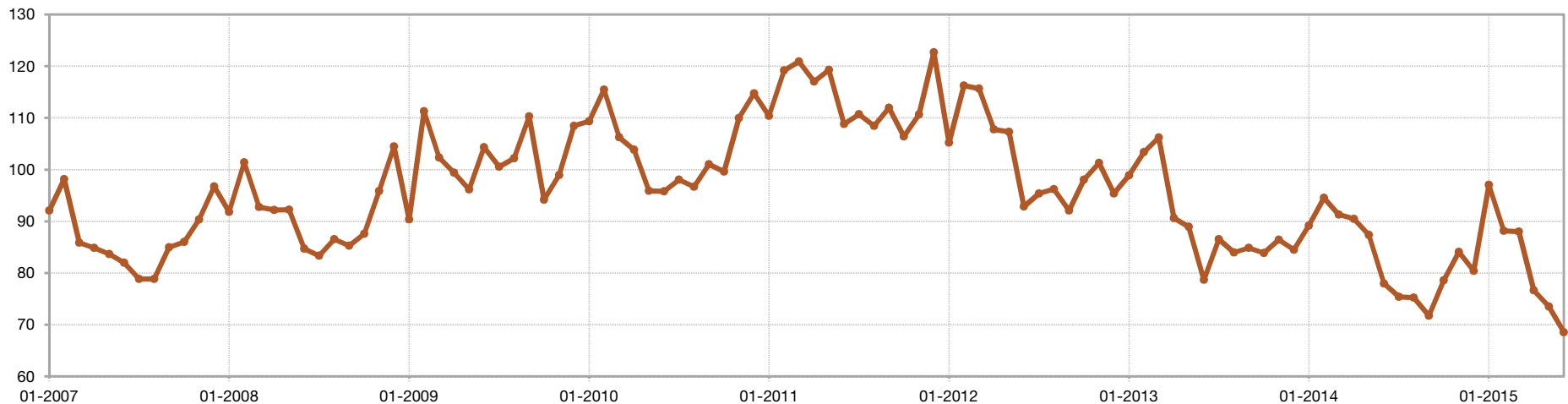
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	80	84	-4.8%
January 2015	97	89	+9.0%
February 2015	88	95	-7.4%
March 2015	88	91	-3.3%
April 2015	77	90	-14.4%
May 2015	74	87	-14.9%
June 2015	69	78	-11.5%
12-Month Avg*	79	86	-8.1%

* Average Days on Market of all properties from July 2014 through June 2015. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

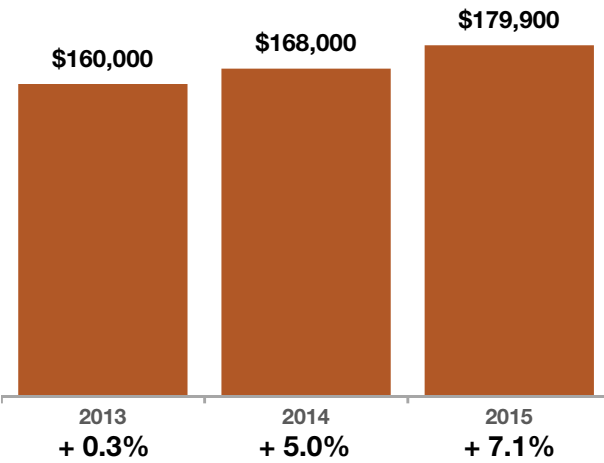


Median Sales Price

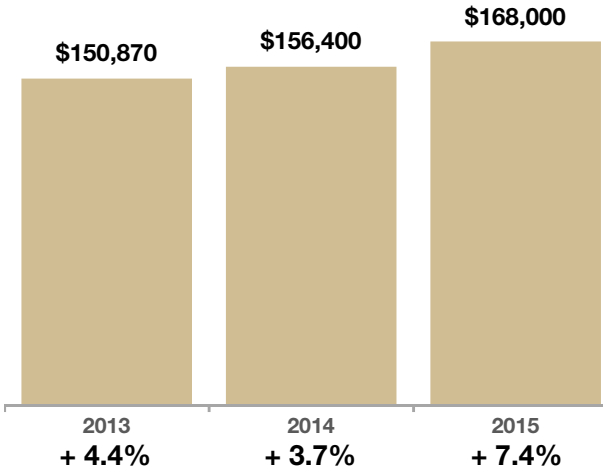
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$162,000	\$152,950	+5.9%
November 2014	\$163,054	\$153,000	+6.6%
December 2014	\$160,900	\$151,700	+6.1%
January 2015	\$160,021	\$150,000	+6.7%
February 2015	\$160,000	\$151,700	+5.5%
March 2015	\$162,000	\$152,869	+6.0%
April 2015	\$165,000	\$148,500	+11.1%
May 2015	\$170,500	\$159,750	+6.7%
June 2015	\$179,900	\$168,000	+7.1%
12-Month Med*	\$165,000	\$157,000	+5.1%

* Median Sales Price of all properties from July 2014 through June 2015. This is not the median of the individual figures above.

Historical Median Sales Price by Month

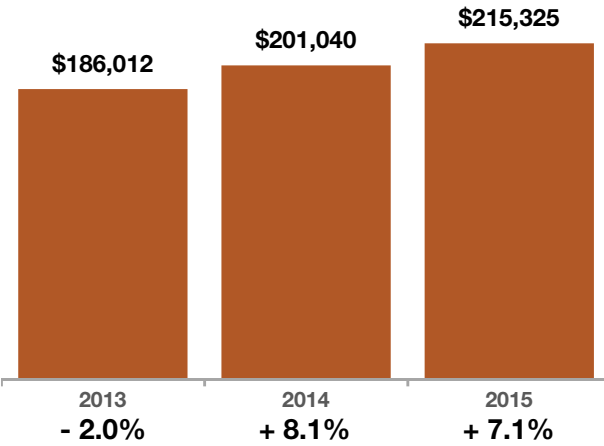


Average Sales Price

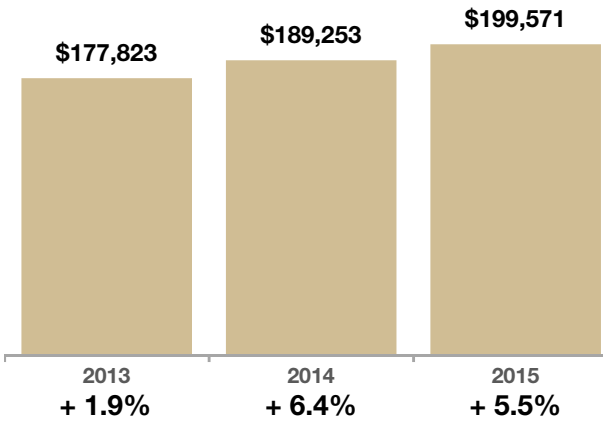
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



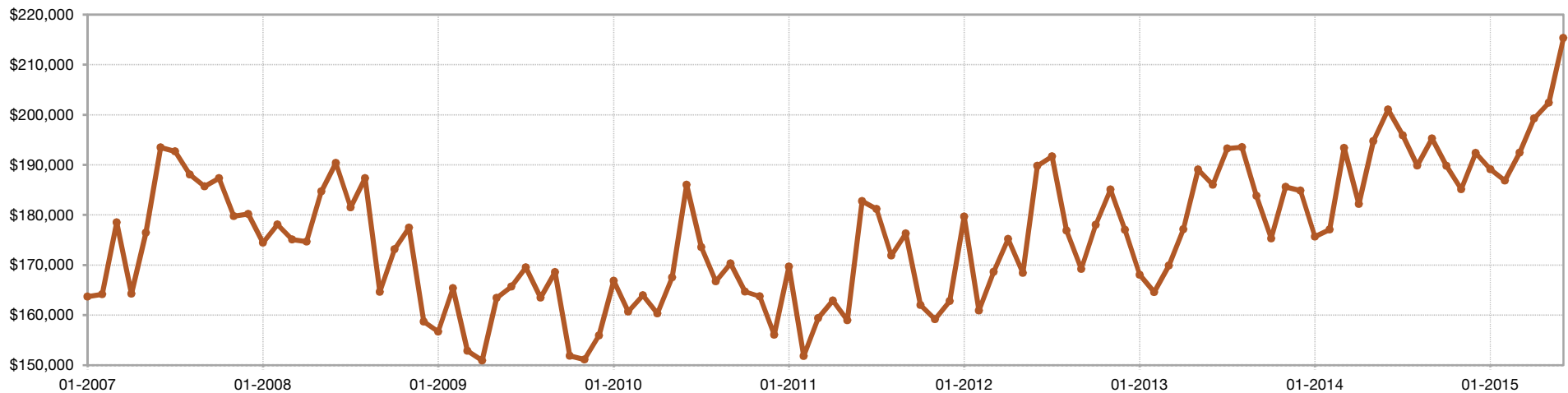
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2014	\$195,869	\$193,262	+1.3%
August 2014	\$189,862	\$193,538	-1.9%
September 2014	\$195,273	\$183,821	+6.2%
October 2014	\$189,775	\$175,298	+8.3%
November 2014	\$185,120	\$185,601	-0.3%
December 2014	\$192,346	\$184,846	+4.1%
January 2015	\$189,125	\$175,665	+7.7%
February 2015	\$186,838	\$177,086	+5.5%
March 2015	\$192,444	\$193,357	-0.5%
April 2015	\$199,262	\$182,173	+9.4%
May 2015	\$202,412	\$194,733	+3.9%
June 2015	\$215,325	\$201,040	+7.1%
12-Month Avg*	\$194,471	\$186,702	+4.2%

* Avg. Sales Price of all properties from July 2014 through June 2015. This is not the average of the individual figures above.

Historical Average Sales Price by Month

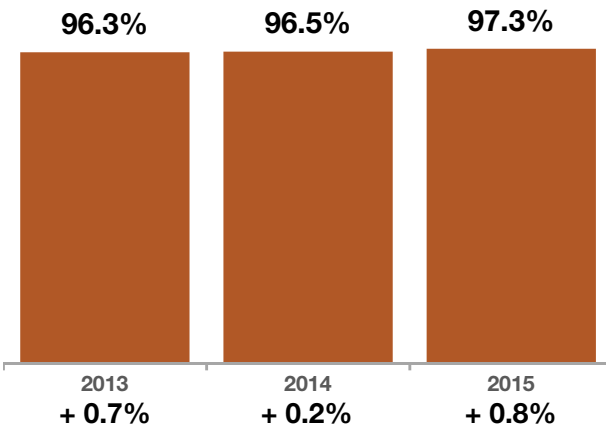


Percent of List Price Received

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.



June



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
December 2014	96.1%	96.0%	+0.1%
January 2015	96.3%	95.6%	+0.7%
February 2015	96.4%	95.4%	+1.0%
March 2015	96.8%	96.4%	+0.4%
April 2015	97.4%	96.3%	+1.1%
May 2015	97.2%	96.4%	+0.8%
June 2015	97.3%	96.5%	+0.8%
12-Month Avg*	96.6%	96.2%	+0.4%

* Average Pct. of List Price Received for all properties from July 2014 through June 2015. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

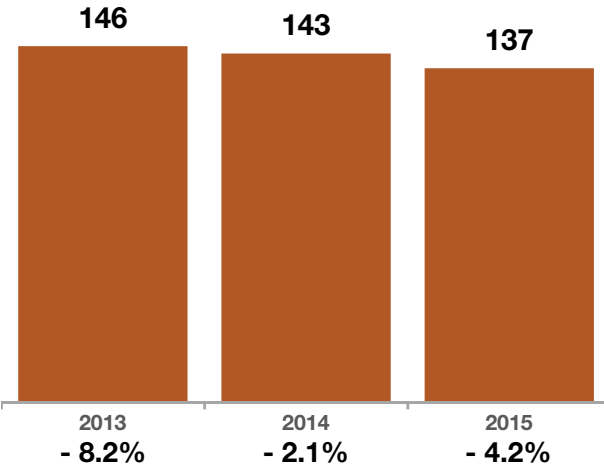


Housing Affordability Index

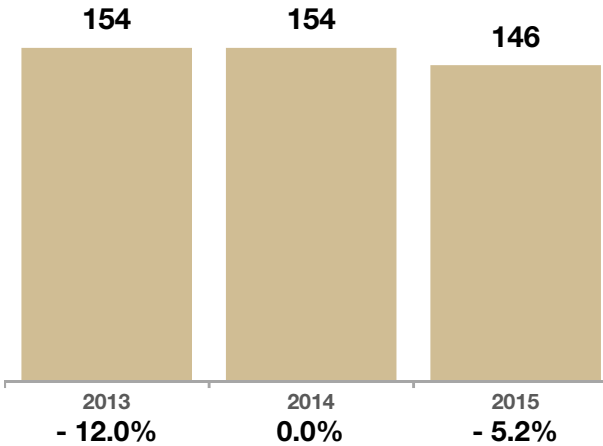
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

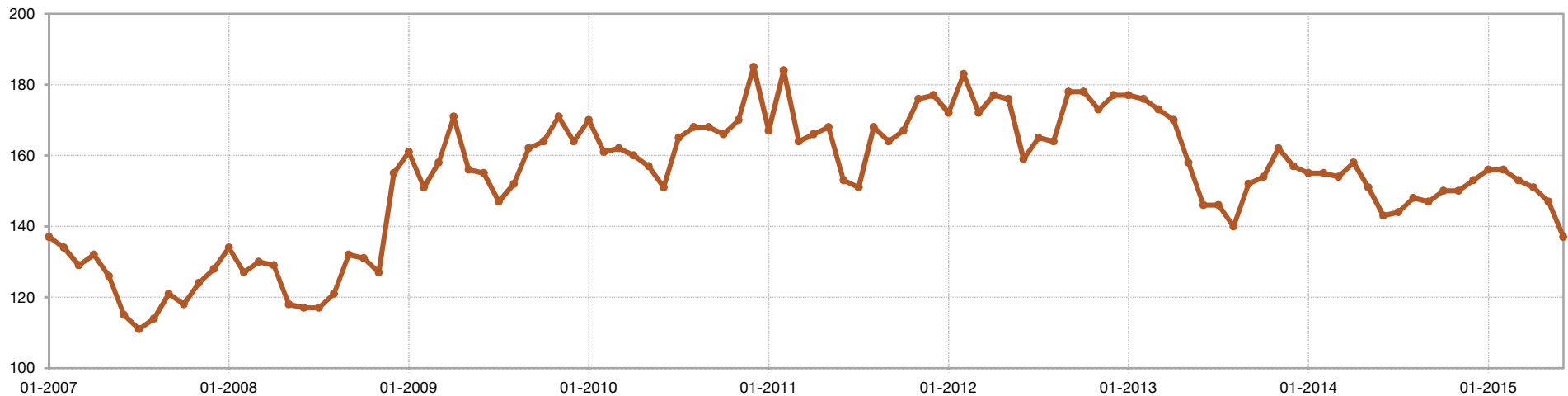


Year to Date



	Affordability Index	Prior Year	Percent Change
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	153	157	-2.5%
January 2015	156	155	+0.6%
February 2015	156	155	+0.6%
March 2015	153	154	-0.6%
April 2015	151	158	-4.4%
May 2015	147	151	-2.6%
June 2015	137	143	-4.2%
12-Month Avg	149	152	-1.9%

Historical Housing Affordability Index by Month

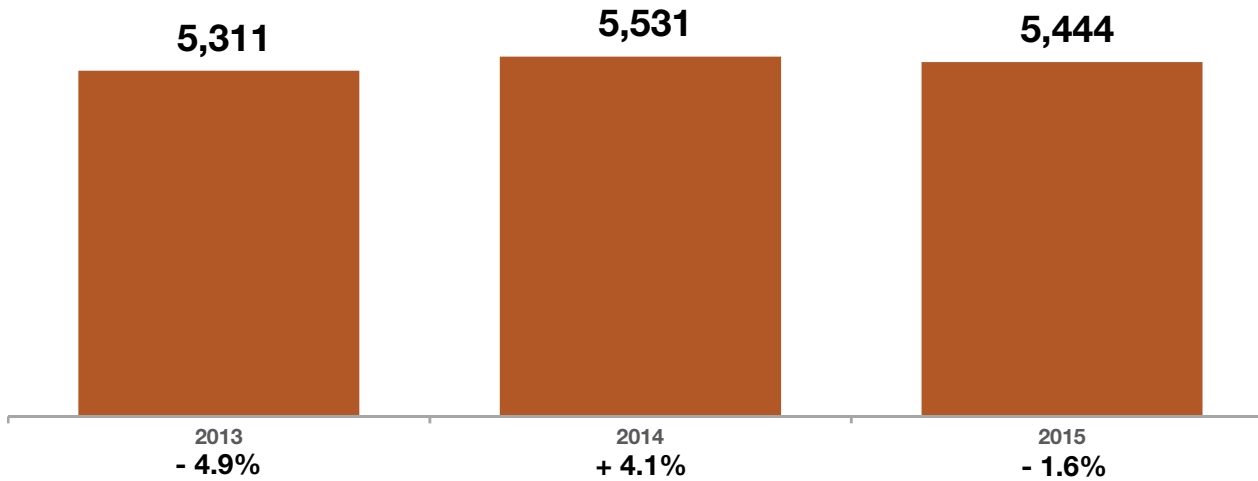


Inventory of Homes for Sale

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



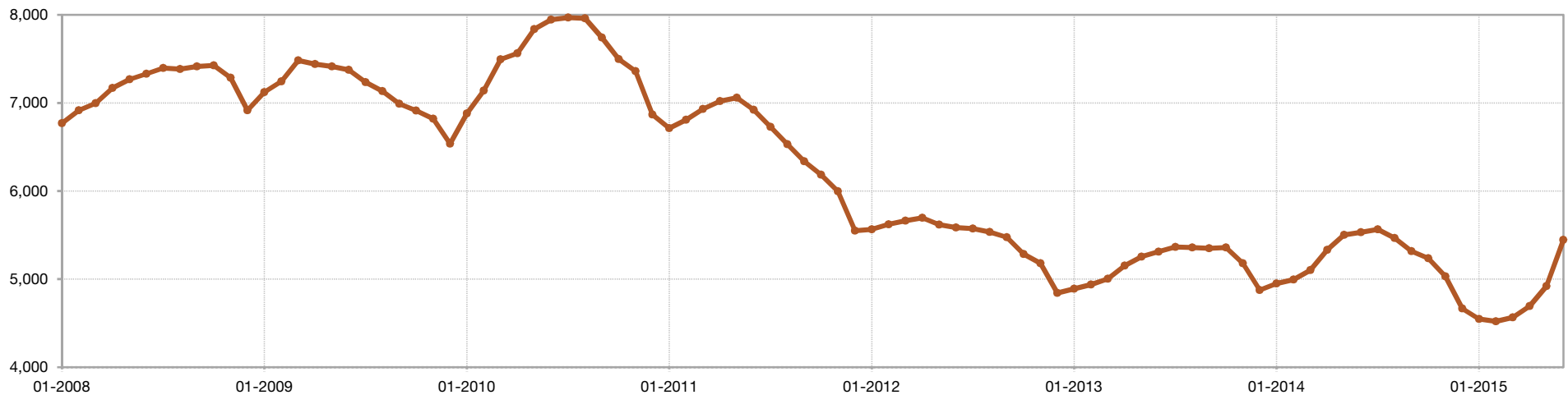
June



	Homes for Sale	Prior Year	Percent Change
July 2014	5,564	5,365	+3.7%
August 2014	5,467	5,358	+2.0%
September 2014	5,317	5,350	-0.6%
October 2014	5,236	5,357	-2.3%
November 2014	5,031	5,179	-2.9%
December 2014	4,667	4,876	-4.3%
January 2015	4,547	4,950	-8.1%
February 2015	4,520	4,995	-9.5%
March 2015	4,565	5,101	-10.5%
April 2015	4,693	5,332	-12.0%
May 2015	4,919	5,501	-10.6%
June 2015	5,444	5,531	-1.6%
12-Month Avg*	4,998	5,516	-9.4%

* Homes for Sale for all properties from July 2014 through June 2015. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

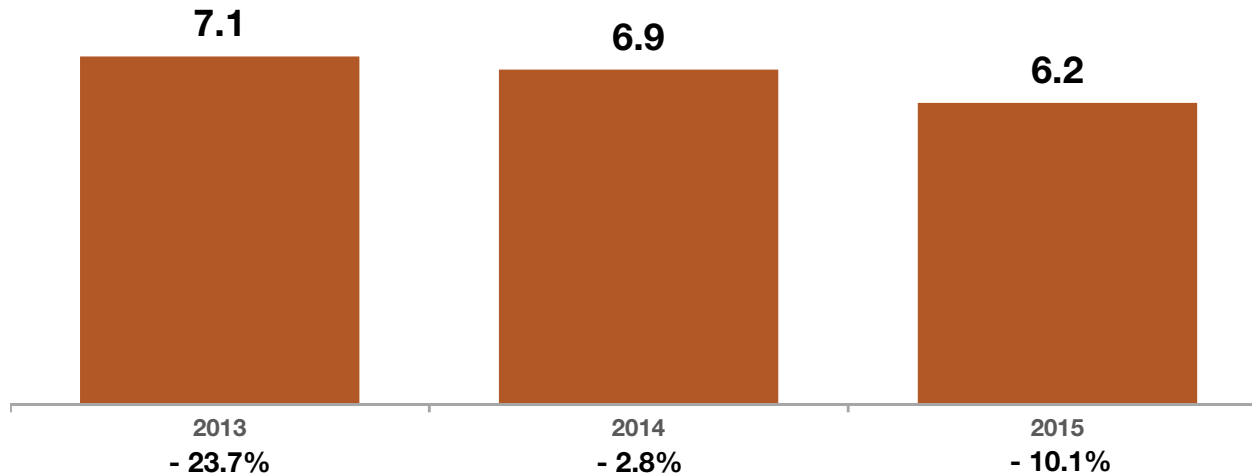


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
July 2014	6.9	7.0	-1.4%
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	5.9	6.5	-9.2%
December 2014	5.4	6.2	-12.9%
January 2015	5.2	6.2	-16.1%
February 2015	5.0	6.3	-20.6%
March 2015	5.0	6.4	-21.9%
April 2015	5.1	6.7	-23.9%
May 2015	5.4	6.9	-21.7%
June 2015	6.2	6.9	-10.1%
12-Month Avg*	5.8	6.6	-12.1%

* Months Supply for all properties from July 2014 through June 2015. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

