

# Monthly Indicators



## October 2015

Transitory periods in the market are common this time of year, and after a persistent period of steady year-over-year climbs in sales metrics, recent low national numbers have not fulfilled what many predicted. But on a positive note, jobless claims have also been at low levels, coming in as the lowest number since 1973. As always, every market and situation is unique, so some numbers seen in national trends may not always line up with local markets.

New Listings were down 13.4 percent to 1,148. Pending Sales decreased 50.5 percent to 420. Inventory shrank 4.8 percent to 4,995 units.

Prices moved higher as Median Sales Price was up 3.6 percent to \$167,800. Days on Market decreased 19.2 percent to 63 days. Months Supply of Inventory was down 12.9 percent to 5.4 months, indicating that demand increased relative to supply.

Interest rates are an area to pay attention to as rate hikes are widely expected before the year ends. The Federal Reserve Bank has skipped two opportunities to raise rates this fall, but the final meeting in December will likely include a minor rate hike. Although we are headed into a slower time of year, as housing activity goes, there are still many nuggets of optimism to mine from monthly figures.

## Quick Facts

<b>- 5.3%</b>	<b>+ 3.6%</b>	<b>- 4.8%</b>
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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# Market Overview

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



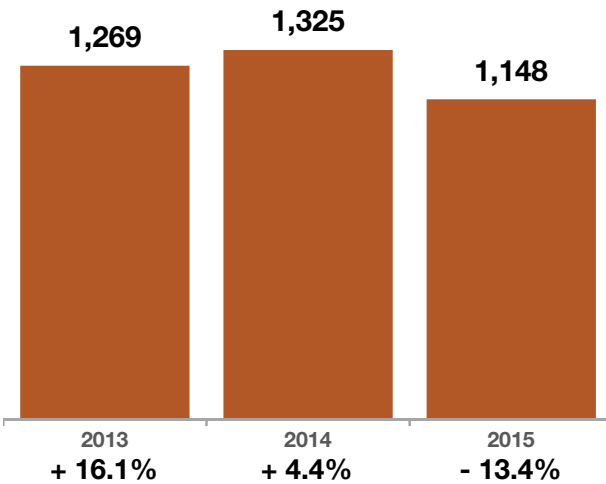
Key Metrics	Historical Sparkbars			10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
	10-2013	10-2014	10-2015						
New Listings				1,325	<b>1,148</b>	- 13.4%	14,285	<b>14,158</b>	- 0.9%
Pending Sales				848	<b>420</b>	- 50.5%	9,066	<b>9,701</b>	+ 7.0%
Closed Sales				982	<b>930</b>	- 5.3%	8,675	<b>9,947</b>	+ 14.7%
Days on Market				78	<b>63</b>	- 19.2%	82	<b>74</b>	- 9.8%
Median Sales Price				\$161,950	<b>\$167,800</b>	+ 3.6%	\$159,500	<b>\$170,000</b>	+ 6.6%
Average Sales Price				\$189,715	<b>\$203,682</b>	+ 7.4%	\$190,797	<b>\$202,031</b>	+ 5.9%
Pct. of List Price Received				96.2%	<b>97.2%</b>	+ 1.0%	96.3%	<b>97.0%</b>	+ 0.7%
Housing Affordability Index				150	<b>147</b>	- 2.0%	153	<b>145</b>	- 5.2%
Inventory of Homes for Sale				5,248	<b>4,995</b>	- 4.8%	--	--	--
Months Supply of Inventory				6.2	<b>5.4</b>	- 12.9%	--	--	--

# New Listings

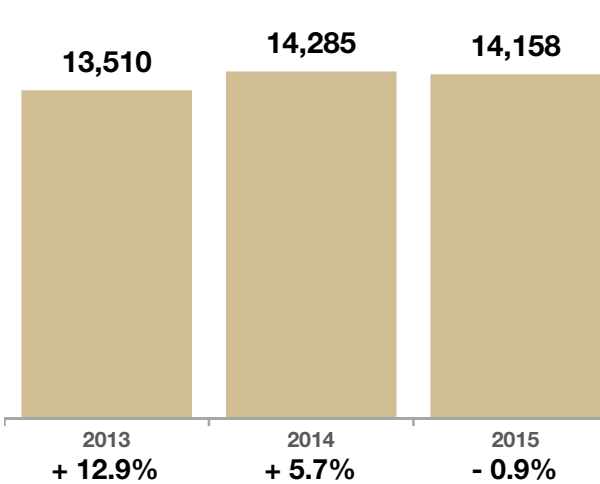
A count of the properties that have been newly listed on the market in a given month.



## October



## Year to Date



New Listings		Prior Year	Percent Change
November 2014	971	936	+3.7%
December 2014	771	753	+2.4%
January 2015	1,227	1,274	-3.7%
February 2015	1,219	1,191	+2.4%
March 2015	1,512	1,542	-1.9%
April 2015	1,696	1,578	+7.5%
May 2015	1,583	1,616	-2.0%
June 2015	1,492	1,482	+0.7%
July 2015	1,557	1,546	+0.7%
August 2015	1,452	1,415	+2.6%
September 2015	1,272	1,316	-3.3%
<b>October 2015</b>	<b>1,148</b>	<b>1,325</b>	<b>-13.4%</b>
12-Month Avg	1,325	1,331	-0.5%

## Historical New Listings by Month

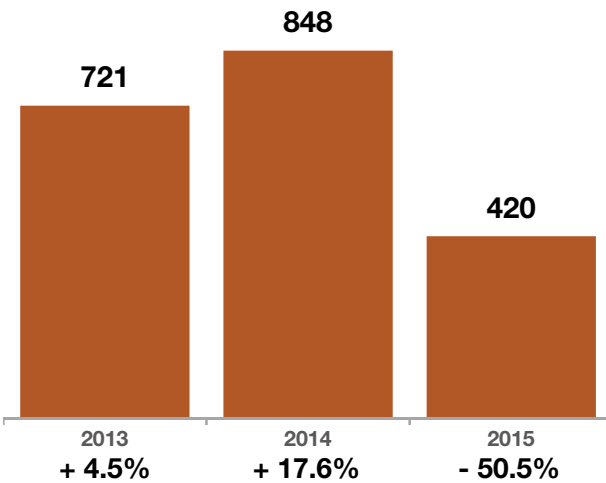


# Pending Sales

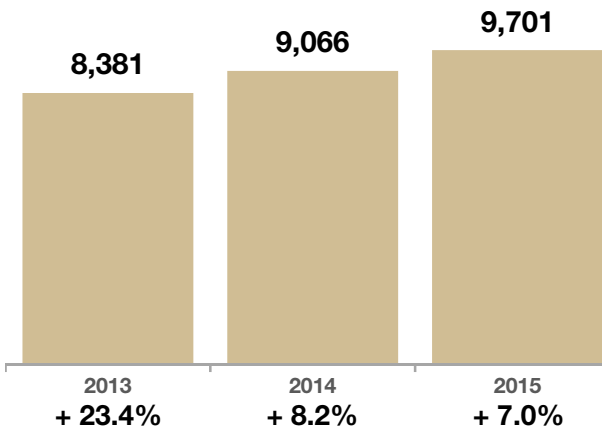
A count of the properties on which offers have been accepted in a given month.



## October



## Year to Date



Pending Sales		Prior Year	Percent Change
November 2014	705	601	+17.3%
December 2014	619	504	+22.8%
January 2015	915	710	+28.9%
February 2015	909	732	+24.2%
March 2015	1,117	988	+13.1%
April 2015	1,229	948	+29.6%
May 2015	1,099	1,011	+8.7%
June 2015	1,099	973	+12.9%
July 2015	1,070	978	+9.4%
August 2015	1,031	1,010	+2.1%
September 2015	812	868	-6.5%
<b>October 2015</b>	<b>420</b>	<b>848</b>	<b>-50.5%</b>
12-Month Avg	919	848	+8.4%

## Historical Pending Sales by Month

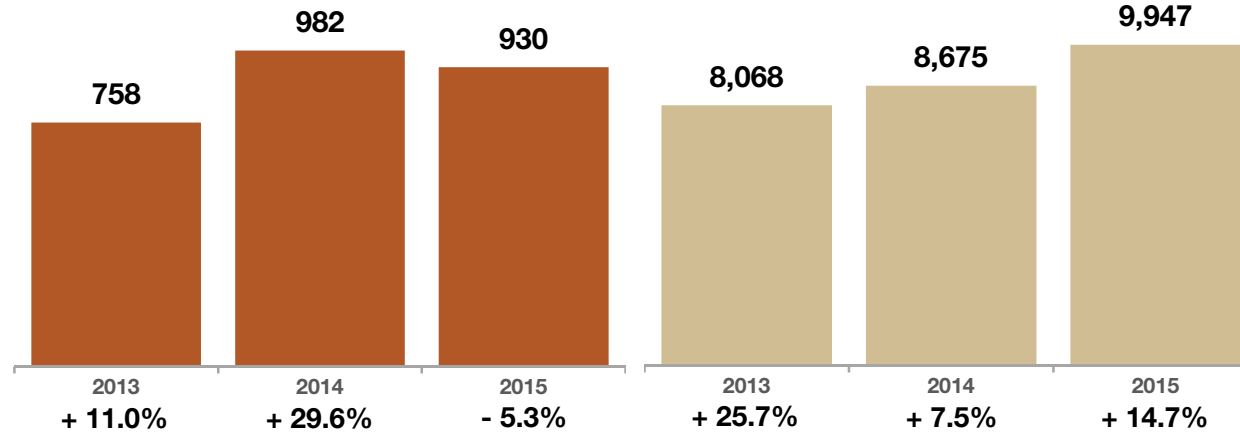


# Closed Sales

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



## October



Closed Sales		Prior Year	Percent Change
November 2014	729	715	+2.0%
December 2014	862	705	+22.3%
January 2015	612	547	+11.9%
February 2015	698	590	+18.3%
March 2015	1,021	734	+39.1%
April 2015	935	839	+11.4%
May 2015	1,126	972	+15.8%
June 2015	1,250	1,036	+20.7%
July 2015	1,193	970	+23.0%
August 2015	1,107	1,025	+8.0%
September 2015	1,075	980	+9.7%
<b>October 2015</b>	<b>930</b>	<b>982</b>	<b>-5.3%</b>
12-Month Avg	962	841	+14.3%

## Historical Closed Sales by Month

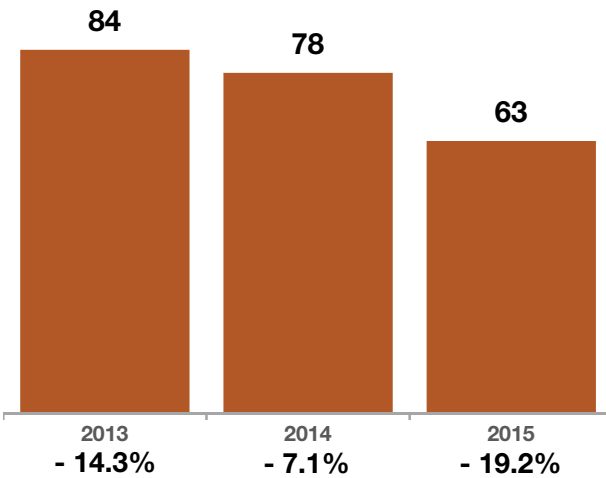


# Days on Market Until Sale

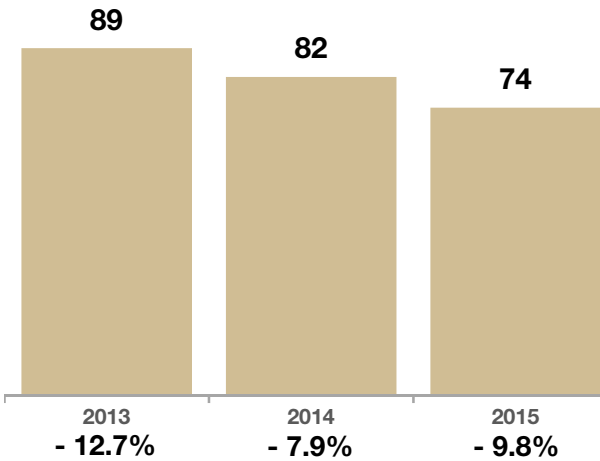
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



## Year to Date



Days on Market		Prior Year	Percent Change
November 2014	85	86	-1.2%
December 2014	81	84	-3.6%
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	68	78	-12.8%
July 2015	66	75	-12.0%
August 2015	68	75	-9.3%
September 2015	69	72	-4.2%
<b>October 2015</b>	<b>63</b>	<b>78</b>	<b>-19.2%</b>
12-Month Avg*	75	82	-8.5%

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

## Historical Days on Market Until Sale by Month



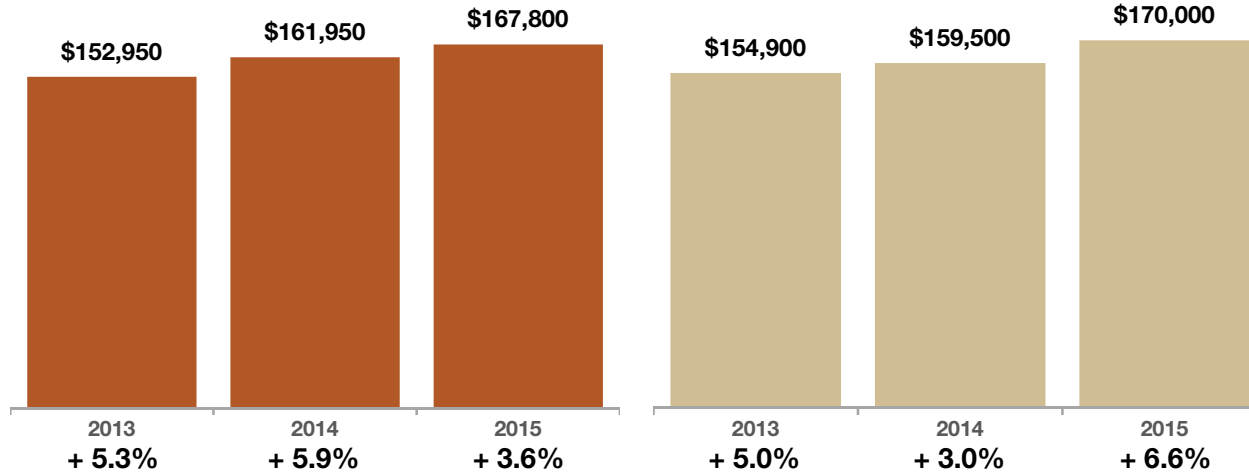
# Median Sales Price

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



## October

## Year to Date



Median Sales Price	Prior Year	Percent Change
November 2014	\$163,054	\$153,000 +6.6%
December 2014	\$160,450	\$151,700 +5.8%
January 2015	\$160,042	\$150,000 +6.7%
February 2015	\$160,000	\$151,700 +5.5%
March 2015	\$162,500	\$152,869 +6.3%
April 2015	\$165,000	\$148,500 +11.1%
May 2015	\$171,000	\$159,750 +7.0%
June 2015	\$178,900	\$168,000 +6.5%
July 2015	\$176,750	\$167,500 +5.5%
August 2015	\$169,000	\$163,000 +3.7%
September 2015	\$170,178	\$163,000 +4.4%
<b>October 2015</b>	<b>\$167,800</b>	<b>\$161,950 +3.6%</b>
12-Month Med*	\$169,000	\$158,000 +7.0%

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

## Historical Median Sales Price by Month



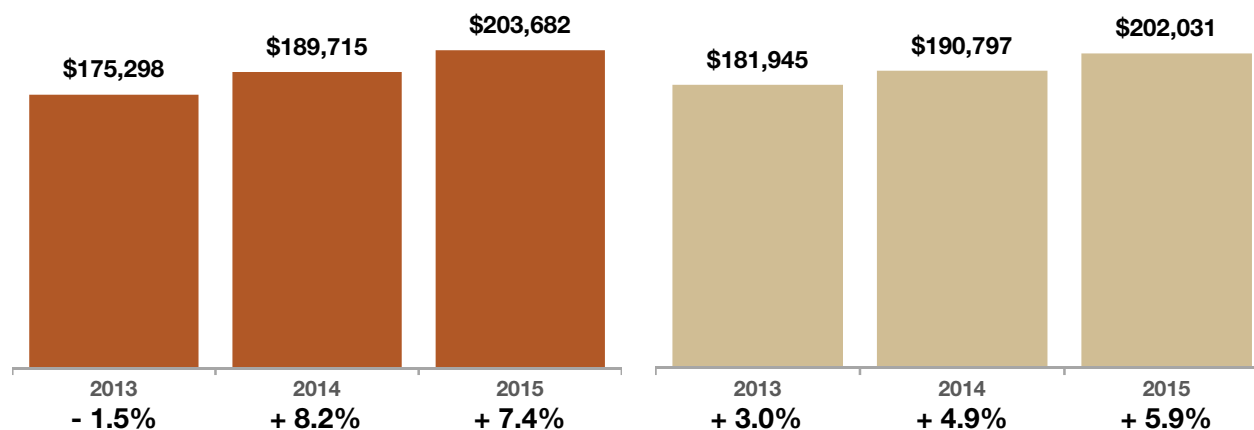
# Average Sales Price

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



## October

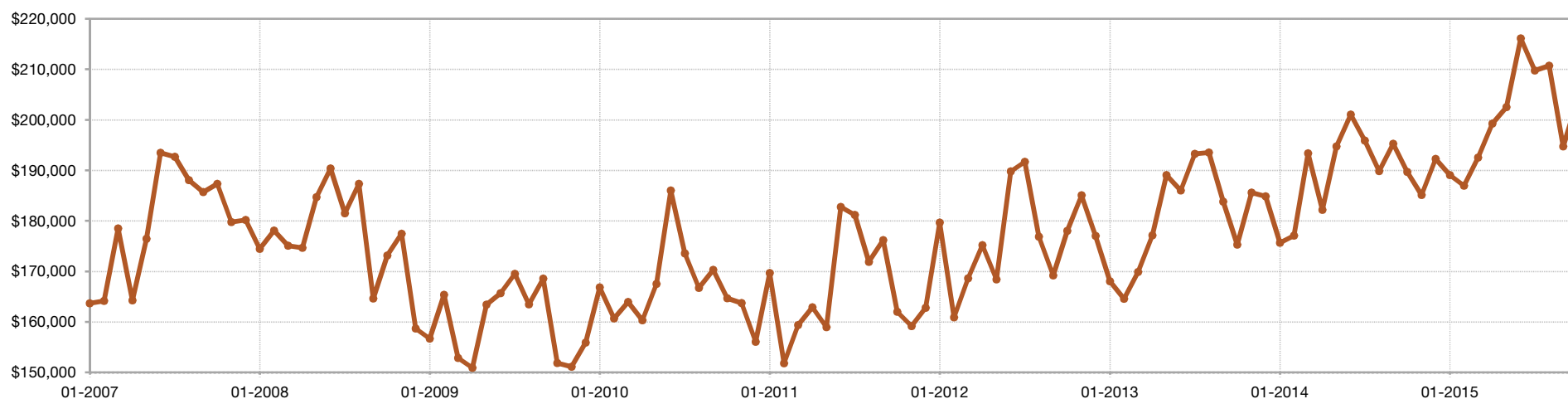
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
November 2014	\$185,120	\$185,601 -0.3%
December 2014	\$192,283	\$184,846 +4.0%
January 2015	\$189,084	\$175,665 +7.6%
February 2015	\$186,965	\$177,086 +5.6%
March 2015	\$192,542	\$193,357 -0.4%
April 2015	\$199,262	\$182,173 +9.4%
May 2015	\$202,506	\$194,733 +4.0%
June 2015	\$216,138	\$201,040 +7.5%
July 2015	\$209,761	\$195,869 +7.1%
August 2015	\$210,709	\$189,862 +11.0%
September 2015	\$194,713	\$195,273 -0.3%
<b>October 2015</b>	<b>\$203,682</b>	<b>\$189,715 +7.4%</b>
12-Month Avg*	\$198,564	\$188,768 +5.2%

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

## Historical Average Sales Price by Month





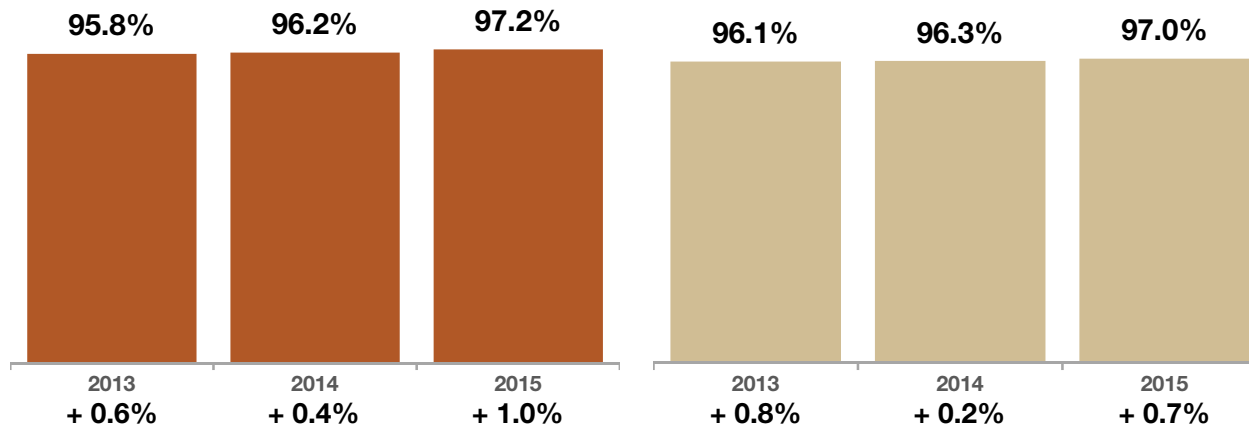
# Percent of List Price Received

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.



## October

## Year to Date



Pct. of List Price Received	Prior Year	Percent Change
November 2014	96.0%	95.9% +0.1%
December 2014	96.2%	96.0% +0.2%
January 2015	96.3%	95.6% +0.7%
February 2015	96.4%	95.4% +1.0%
March 2015	96.9%	96.4% +0.5%
April 2015	97.4%	96.3% +1.1%
May 2015	97.2%	96.4% +0.8%
June 2015	97.4%	96.5% +0.9%
July 2015	96.8%	96.4% +0.4%
August 2015	97.1%	96.7% +0.4%
September 2015	97.0%	96.2% +0.8%
<b>October 2015</b>	<b>97.2%</b>	<b>96.2% +1.0%</b>
12-Month Avg*	96.9%	96.2% +0.7%

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

## Historical Percent of List Price Received by Month



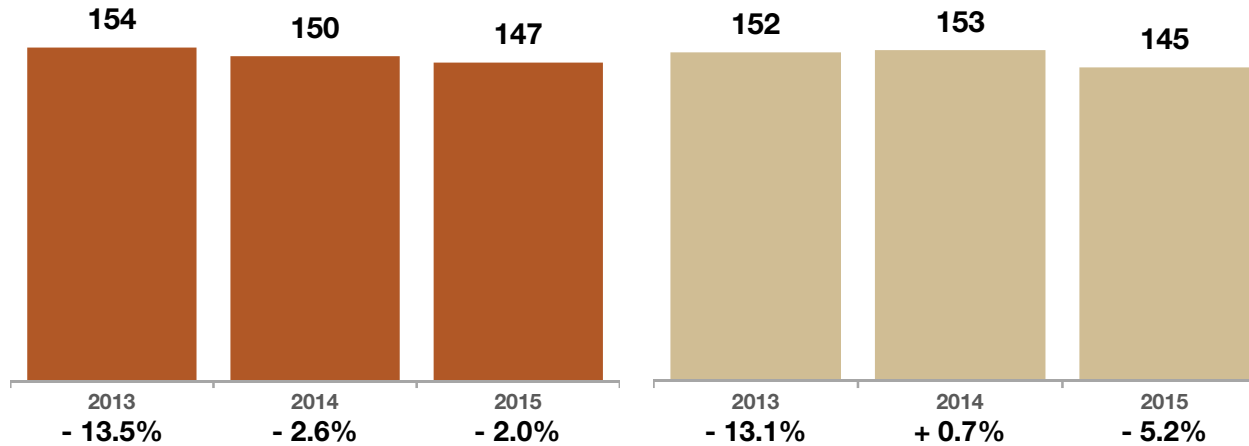
# Housing Affordability Index

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.



## October

## Year to Date



Affordability Index		Prior Year	Percent Change
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	152	154	-1.3%
April 2015	151	158	-4.4%
May 2015	147	151	-2.6%
June 2015	138	143	-3.5%
July 2015	137	144	-4.9%
August 2015	144	148	-2.7%
September 2015	145	147	-1.4%
<b>October 2015</b>	<b>147</b>	<b>150</b>	<b>-2.0%</b>
12-Month Avg	148	152	-2.6%

## Historical Housing Affordability Index by Month

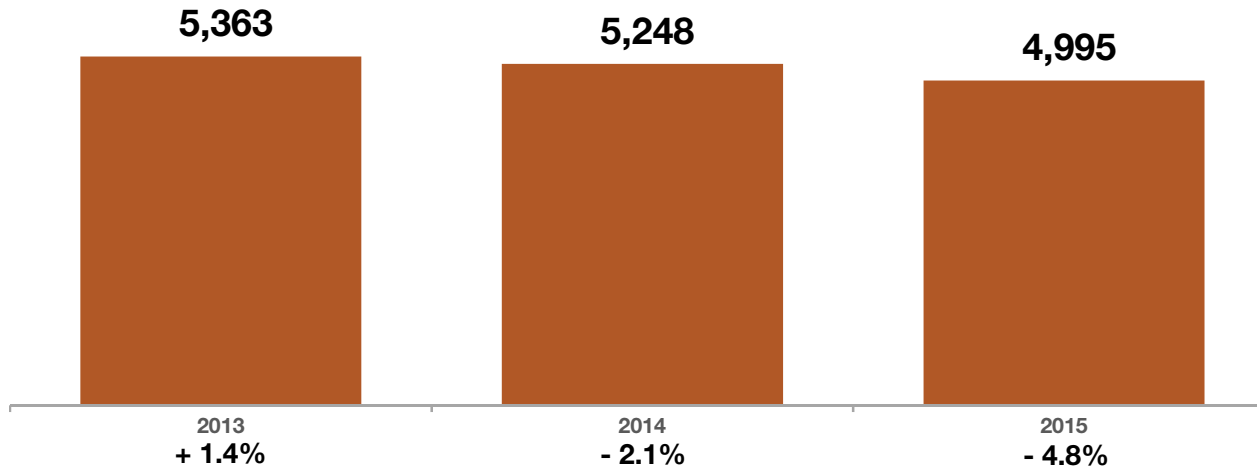


# Inventory of Homes for Sale

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



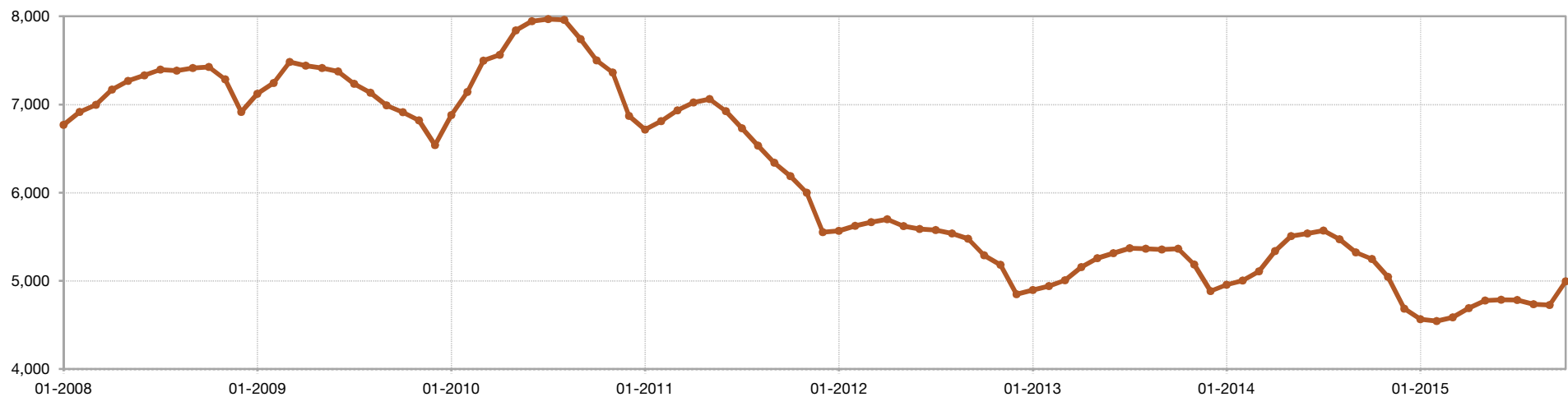
## October



Homes for Sale		Prior Year	Percent Change
November 2014	5,044	5,186	-2.7%
December 2014	4,685	4,883	-4.1%
January 2015	4,565	4,957	-7.9%
February 2015	4,544	5,002	-9.2%
March 2015	4,585	5,108	-10.2%
April 2015	4,689	5,339	-12.2%
May 2015	4,778	5,508	-13.3%
June 2015	4,787	5,538	-13.6%
July 2015	4,784	5,571	-14.1%
August 2015	4,736	5,473	-13.5%
September 2015	4,725	5,323	-11.2%
<b>October 2015</b>	<b>4,995</b>	<b>5,248</b>	<b>-4.8%</b>
12-Month Avg*	4,743	5,286	-10.3%

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

## Historical Inventory of Homes for Sale by Month

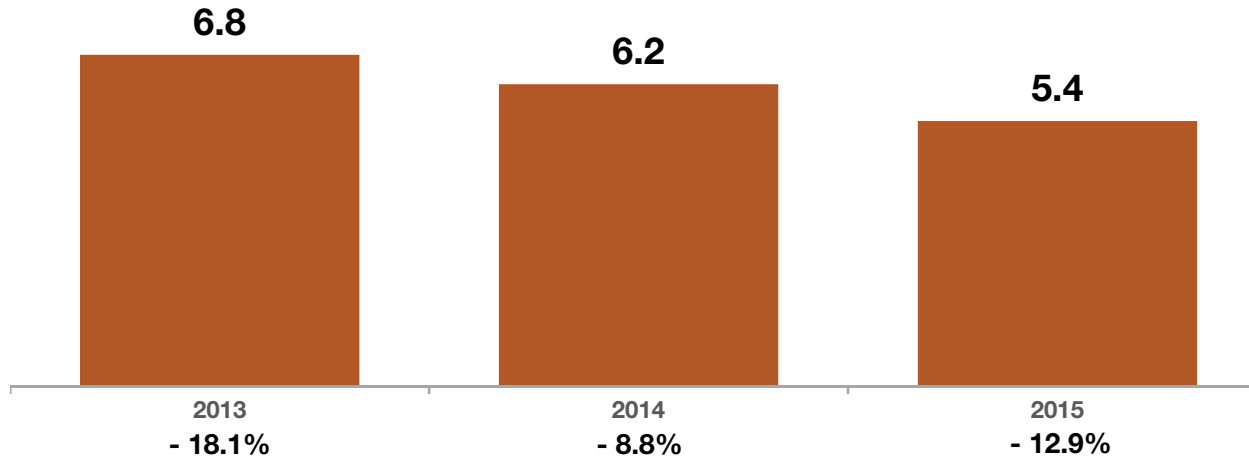


# Months Supply of Inventory

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.



## October



Months Supply		Prior Year	Percent Change
November 2014	5.9	6.6	-10.6%
December 2014	5.4	6.2	-12.9%
January 2015	5.2	6.2	-16.1%
February 2015	5.1	6.3	-19.0%
March 2015	5.0	6.4	-21.9%
April 2015	5.0	6.7	-25.4%
May 2015	5.1	6.9	-26.1%
June 2015	5.0	6.9	-27.5%
July 2015	5.0	6.9	-27.5%
August 2015	4.9	6.6	-25.8%
September 2015	5.0	6.4	-21.9%
<b>October 2015</b>	<b>5.4</b>	<b>6.2</b>	<b>-12.9%</b>
12-Month Avg*	5.2	6.5	-20.0%

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

## Historical Months Supply of Inventory by Month

