

Monthly Indicators



July 2016

Even as prices rise in many communities, homes are selling faster now than they have in the past several years. This creates a situation where buyers need to move fast in order to secure homes, and they may have to pay more for them. While increasing prices generally coax more selling activity, there has been some hesitancy among potential sellers who worry that they will not be able to buy a desirable and reasonably priced home once they sell.

New Listings were down 2.7 percent to 659. Pending Sales decreased 51.2 percent to 212. Inventory shrank 7.0 percent to 2,838 units.

Prices were still soft as Median Sales Price was down 5.1 percent to \$150,000. Days on Market decreased 16.2 percent to 83 days. Months Supply of Inventory was down 7.1 percent to 7.8 months, indicating that demand increased relative to supply.

Low housing supply has already prevented an outright national boon in sales activity, despite a continuation of near record-low mortgage rates and an unemployment rate under 5.0 percent deep into 2016. The issue is not purchasing power. Many areas are falling behind last year's closed sales totals simply because of lack of available inventory. As this continues, higher prices may put a deeper squeeze on the current buyer pool.

Quick Facts

| | | |
|------------------------------------|--|-------------------------------------|
| - 5.9% | - 5.1% | - 7.1% |
| 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 Western Upstate 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.



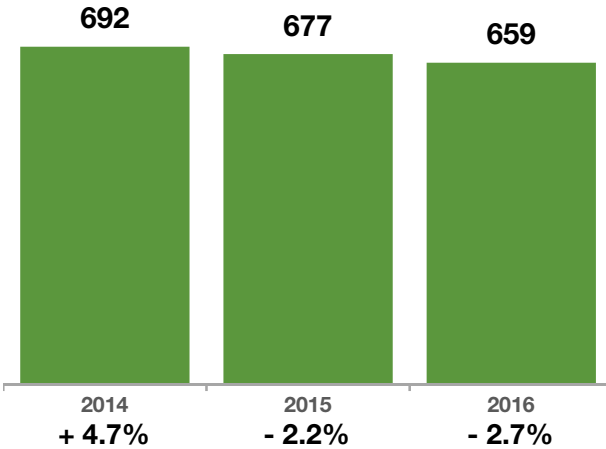
| Key Metrics | Historical Sparkbars | | | 07-2015 | 07-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-----------------------------|----------------------|---------|---------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 07-2014 | 07-2015 | 07-2016 | | | | | | |
| New Listings | | | | 677 | 659 | - 2.7% | 4,788 | 4,850 | + 1.3% |
| Pending Sales | | | | 434 | 212 | - 51.2% | 2,850 | 2,762 | - 3.1% |
| Closed Sales | | | | 476 | 448 | - 5.9% | 2,579 | 2,739 | + 6.2% |
| Days on Market | | | | 99 | 83 | - 16.2% | 107 | 93 | - 13.1% |
| Median Sales Price | | | | \$158,000 | \$150,000 | - 5.1% | \$149,000 | \$148,000 | - 0.7% |
| Average Sales Price | | | | \$207,173 | \$190,965 | - 7.8% | \$191,233 | \$187,024 | - 2.2% |
| Pct. of List Price Received | | | | 94.9% | 96.1% | + 1.3% | 95.0% | 95.6% | + 0.6% |
| Housing Affordability Index | | | | 153 | 168 | + 9.8% | 163 | 170 | + 4.3% |
| Inventory of Homes for Sale | | | | 3,052 | 2,838 | - 7.0% | -- | -- | -- |
| Months Supply of Inventory | | | | 8.4 | 7.8 | - 7.1% | -- | -- | -- |

New Listings

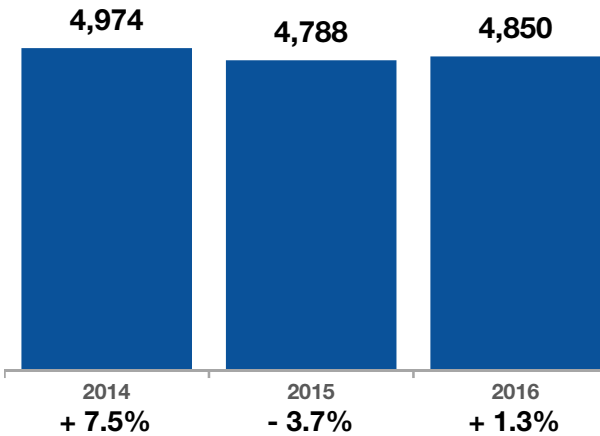
A count of the properties that have been newly listed on the market in a given month.



July

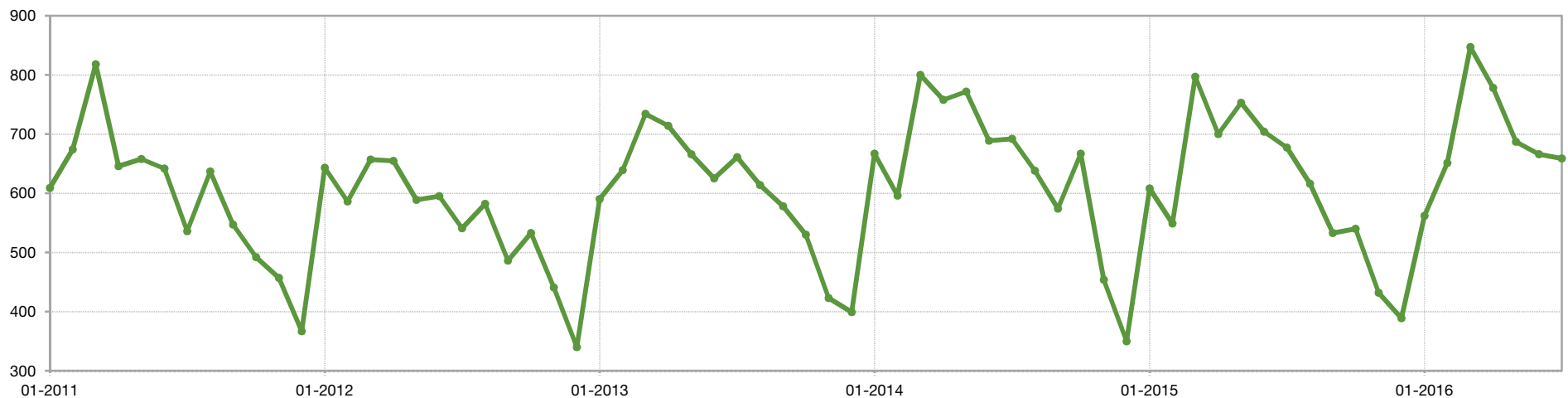


Year to Date



| New Listings | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| August 2015 | 616 | 638 | -3.4% |
| September 2015 | 533 | 574 | -7.1% |
| October 2015 | 540 | 667 | -19.0% |
| November 2015 | 432 | 454 | -4.8% |
| December 2015 | 389 | 350 | +11.1% |
| January 2016 | 562 | 608 | -7.6% |
| February 2016 | 651 | 549 | +18.6% |
| March 2016 | 847 | 797 | +6.3% |
| April 2016 | 778 | 700 | +11.1% |
| May 2016 | 687 | 753 | -8.8% |
| June 2016 | 666 | 704 | -5.4% |
| July 2016 | 659 | 677 | -2.7% |
| 12-Month Avg | 613 | 623 | -1.5% |

Historical New Listings by Month

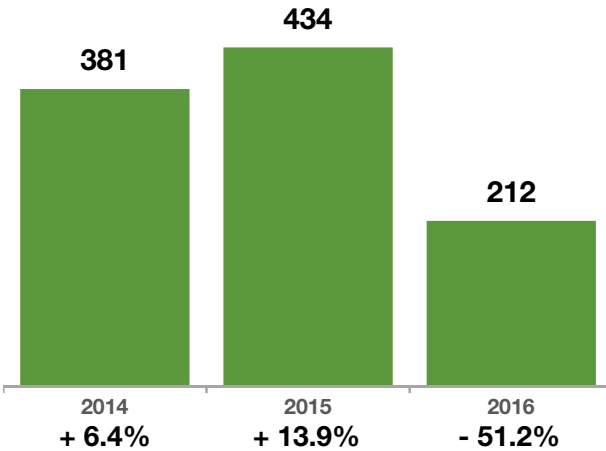


Pending Sales

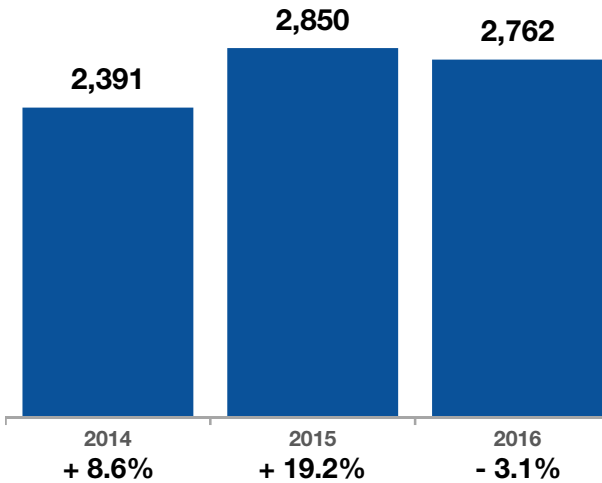
A count of the properties on which offers have been accepted in a given month.



July

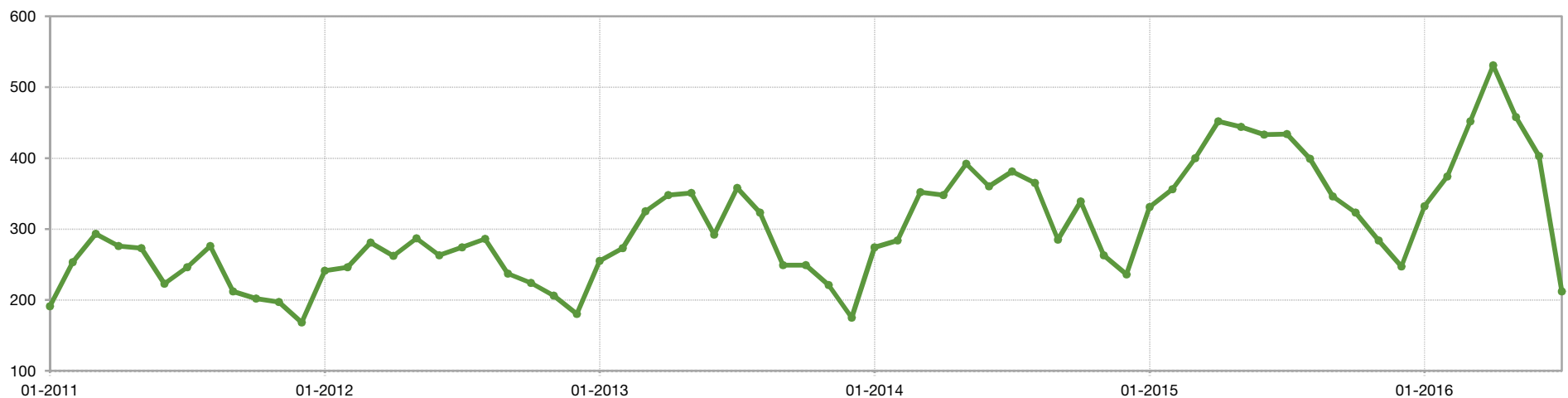


Year to Date



| Pending Sales | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| August 2015 | 399 | 365 | +9.3% |
| September 2015 | 346 | 285 | +21.4% |
| October 2015 | 323 | 339 | -4.7% |
| November 2015 | 284 | 263 | +8.0% |
| December 2015 | 247 | 236 | +4.7% |
| January 2016 | 332 | 331 | +0.3% |
| February 2016 | 374 | 356 | +5.1% |
| March 2016 | 452 | 400 | +13.0% |
| April 2016 | 531 | 452 | +17.5% |
| May 2016 | 458 | 444 | +3.2% |
| June 2016 | 403 | 433 | -6.9% |
| July 2016 | 212 | 434 | -51.2% |
| 12-Month Avg | 363 | 362 | +0.5% |

Historical Pending Sales by Month

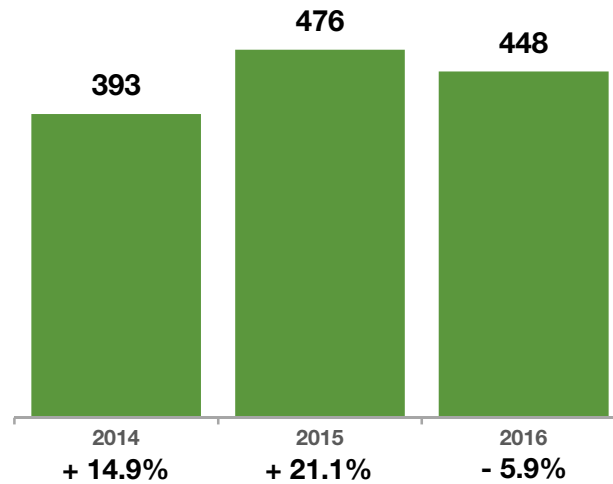


Closed Sales

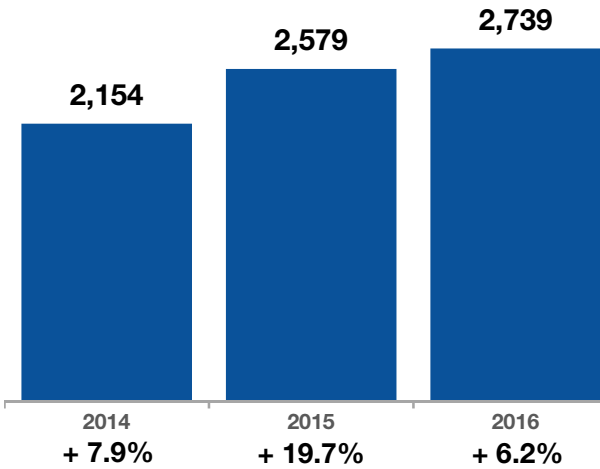
A count of the actual sales that closed in a given month.



July

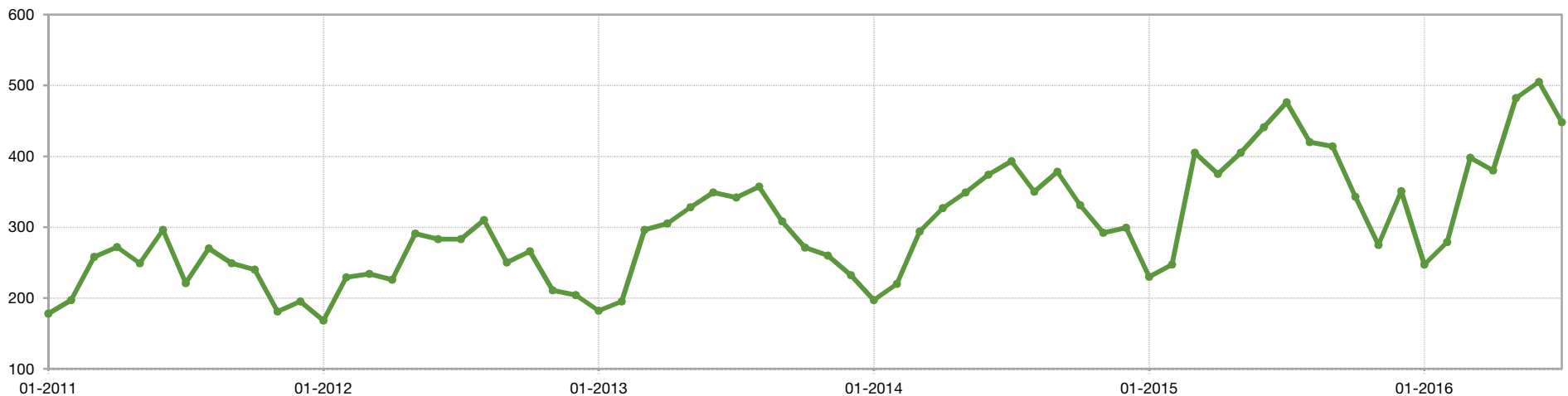


Year to Date



| Closed Sales | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| August 2015 | 420 | 350 | +20.0% |
| September 2015 | 414 | 378 | +9.5% |
| October 2015 | 343 | 331 | +3.6% |
| November 2015 | 275 | 292 | -5.8% |
| December 2015 | 351 | 299 | +17.4% |
| January 2016 | 247 | 230 | +7.4% |
| February 2016 | 279 | 247 | +13.0% |
| March 2016 | 398 | 405 | -1.7% |
| April 2016 | 380 | 375 | +1.3% |
| May 2016 | 482 | 405 | +19.0% |
| June 2016 | 505 | 441 | +14.5% |
| July 2016 | 448 | 476 | -5.9% |
| 12-Month Avg | 379 | 352 | +7.4% |

Historical Closed Sales by Month

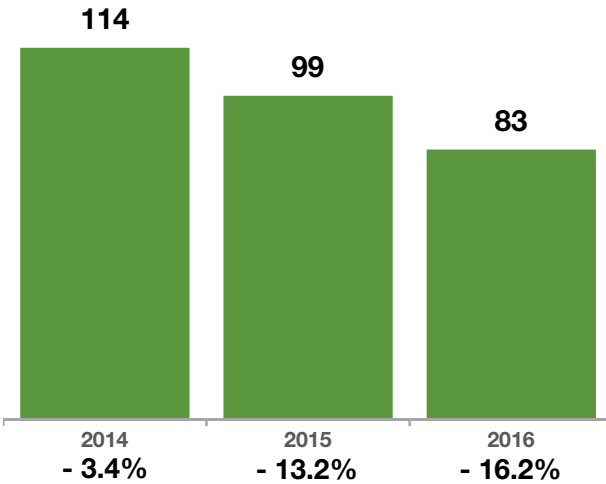


Days on Market Until Sale

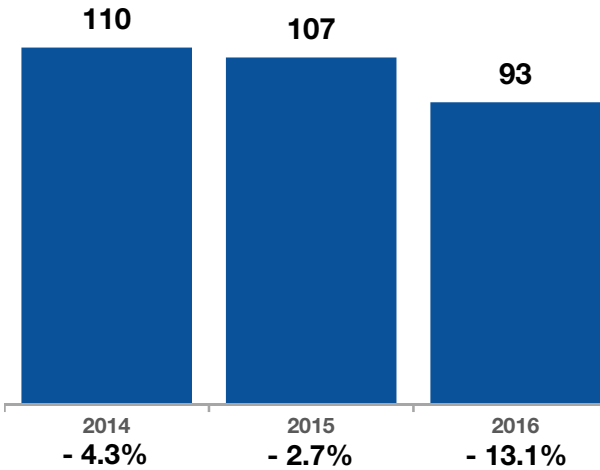
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



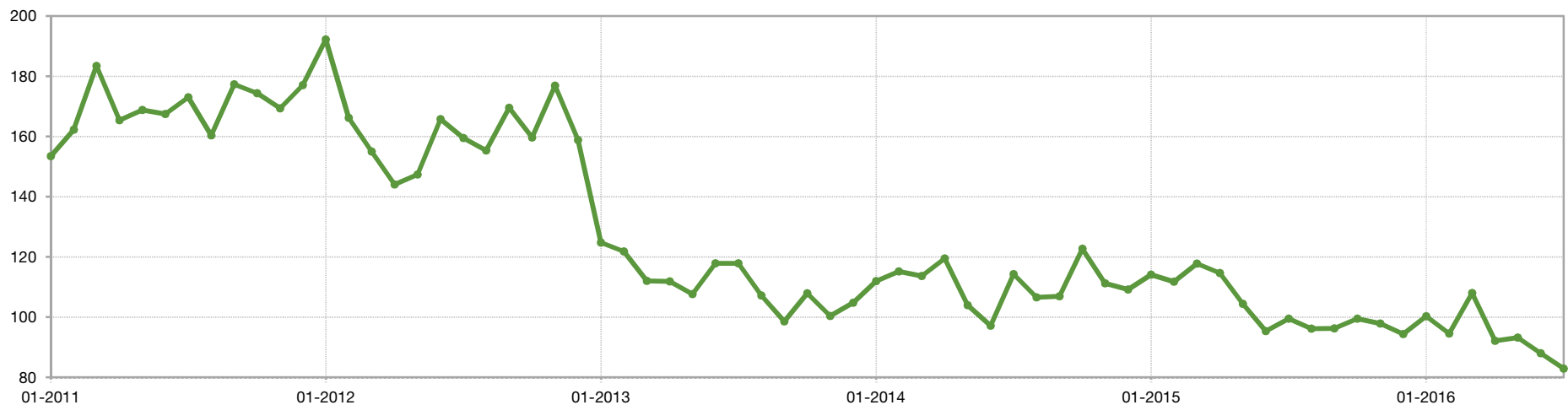
Year to Date



| Days on Market | | Prior Year | Percent Change |
|------------------|-----------|------------|----------------|
| August 2015 | 96 | 107 | -10.3% |
| September 2015 | 96 | 107 | -10.3% |
| October 2015 | 99 | 123 | -19.5% |
| November 2015 | 98 | 111 | -11.7% |
| December 2015 | 94 | 109 | -13.8% |
| January 2016 | 100 | 114 | -12.3% |
| February 2016 | 95 | 112 | -15.2% |
| March 2016 | 108 | 118 | -8.5% |
| April 2016 | 92 | 115 | -20.0% |
| May 2016 | 93 | 104 | -10.6% |
| June 2016 | 88 | 95 | -7.4% |
| July 2016 | 83 | 99 | -16.2% |
| 12-Month Avg* | 95 | 109 | -12.8% |

* Average Days on Market of all properties from August 2015 through July 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



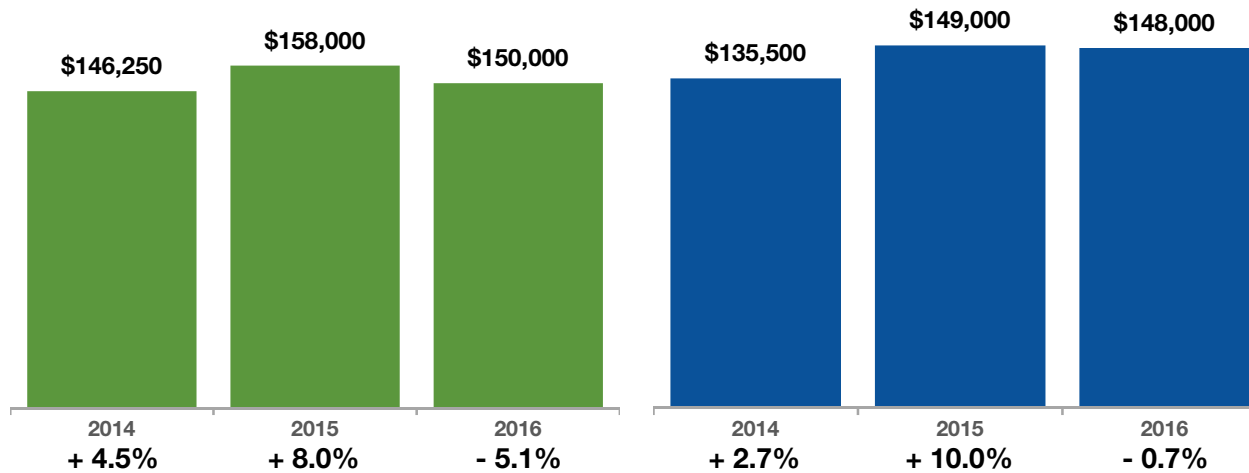
Median Sales Price

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



July

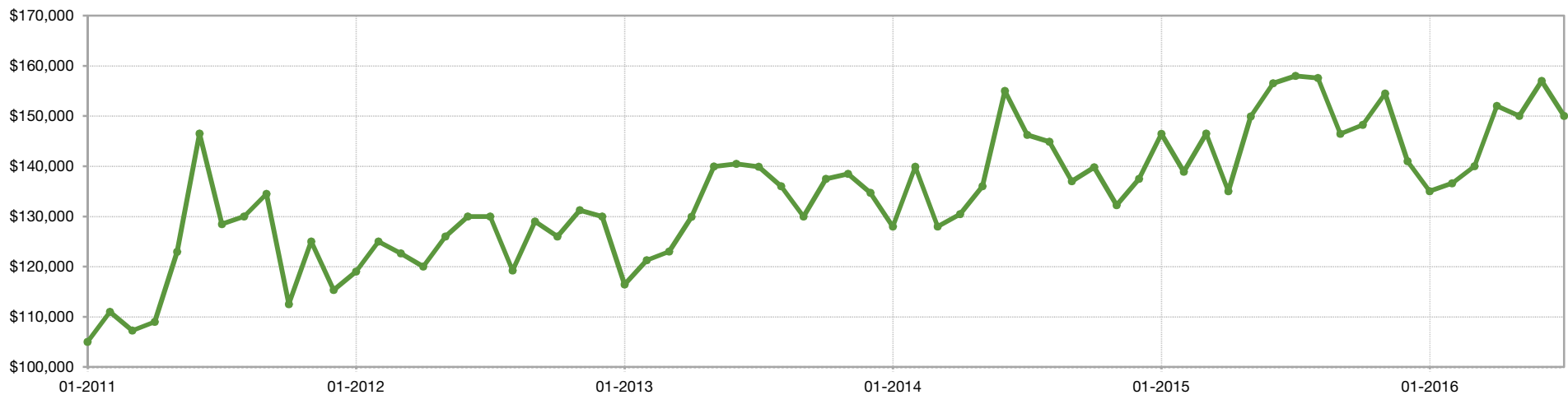
Year to Date



| Median Sales Price | Prior Year | Percent Change |
|--------------------|------------------|------------------------|
| August 2015 | \$157,574 | \$144,900 +8.7% |
| September 2015 | \$146,470 | \$137,000 +6.9% |
| October 2015 | \$148,250 | \$139,800 +6.0% |
| November 2015 | \$154,500 | \$132,250 +16.8% |
| December 2015 | \$141,000 | \$137,500 +2.5% |
| January 2016 | \$135,000 | \$146,450 -7.8% |
| February 2016 | \$136,575 | \$138,900 -1.7% |
| March 2016 | \$140,000 | \$146,500 -4.4% |
| April 2016 | \$152,000 | \$135,000 +12.6% |
| May 2016 | \$150,000 | \$149,900 +0.1% |
| June 2016 | \$157,000 | \$156,500 +0.3% |
| July 2016 | \$150,000 | \$158,000 -5.1% |
| 12-Month Med* | \$149,000 | \$145,000 +2.8% |

* Median Sales Price of all properties from August 2015 through July 2016. This is not the median of the individual figures above.

Historical Median Sales Price by Month



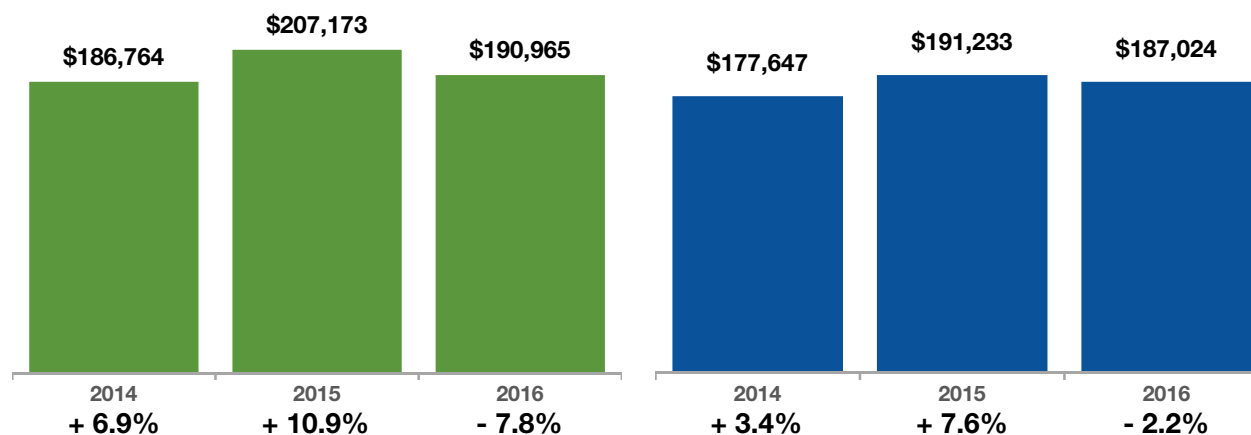
Average Sales Price

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



July

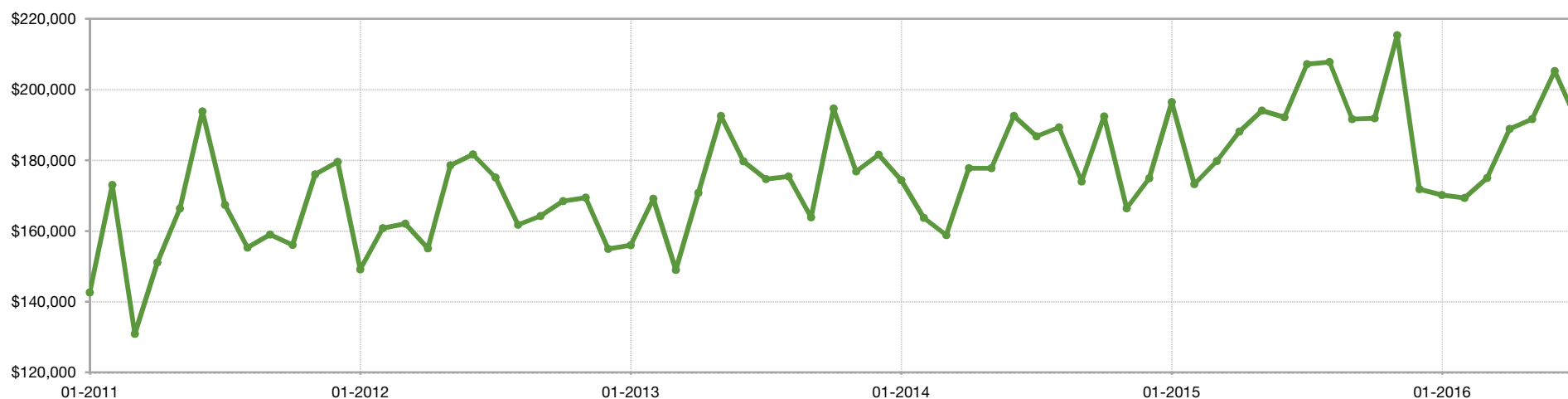
Year to Date



| Avg. Sales Price | | Prior Year | Percent Change |
|------------------|------------------|------------------|----------------|
| August 2015 | \$207,769 | \$189,328 | +9.7% |
| September 2015 | \$191,624 | \$173,973 | +10.1% |
| October 2015 | \$191,839 | \$192,353 | -0.3% |
| November 2015 | \$215,351 | \$166,420 | +29.4% |
| December 2015 | \$171,829 | \$174,932 | -1.8% |
| January 2016 | \$170,174 | \$196,427 | -13.4% |
| February 2016 | \$169,364 | \$173,271 | -2.3% |
| March 2016 | \$174,969 | \$179,771 | -2.7% |
| April 2016 | \$188,850 | \$188,088 | +0.4% |
| May 2016 | \$191,672 | \$194,051 | -1.2% |
| June 2016 | \$205,219 | \$192,130 | +6.8% |
| July 2016 | \$190,965 | \$207,173 | -7.8% |
| 12-Month Avg* | \$189,135 | \$185,660 | +1.9% |

* Avg. Sales Price of all properties from August 2015 through July 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month



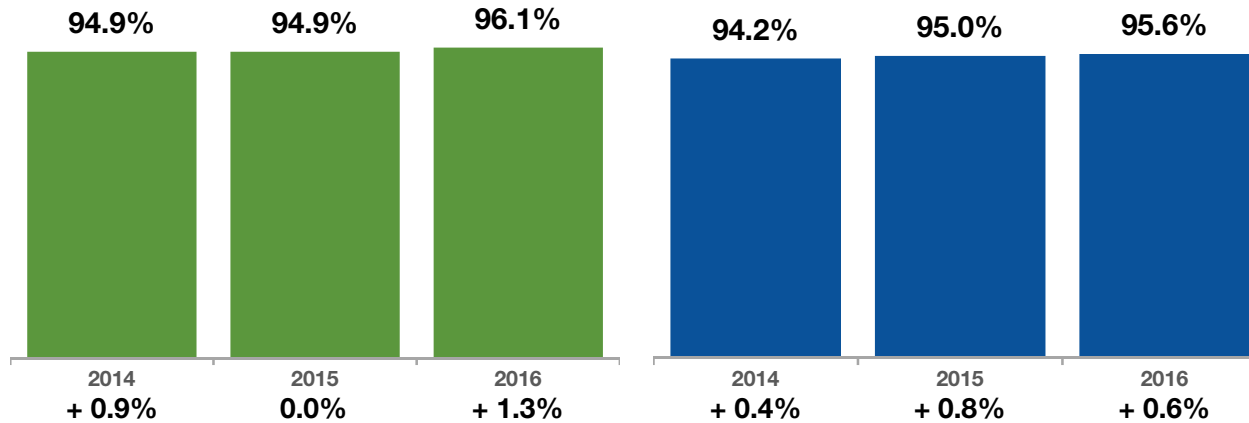
Percent of List Price Received

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.



July

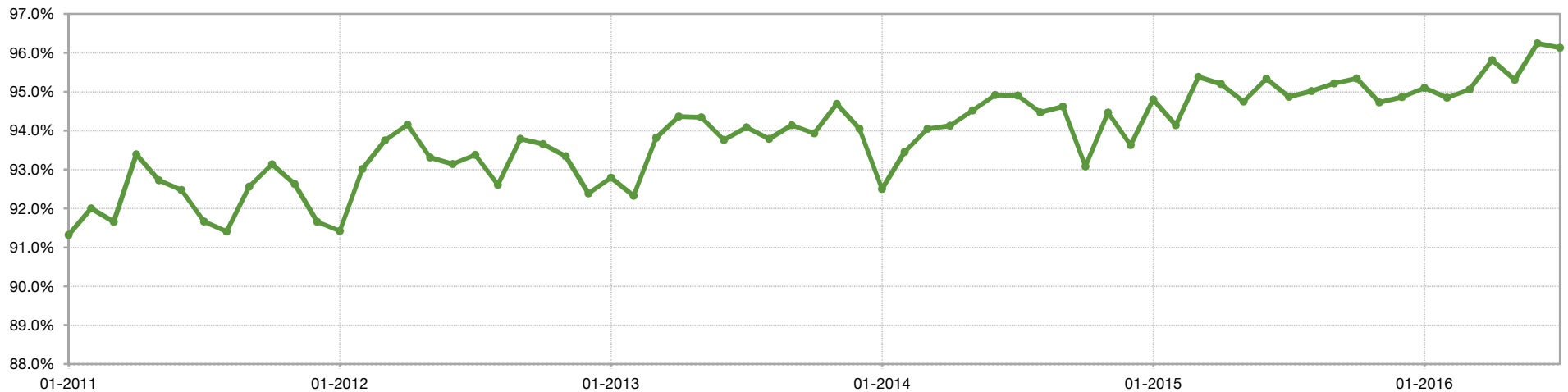
Year to Date



| Pct. of List Price Received | | Prior Year | Percent Change |
|-----------------------------|--------------|--------------|----------------|
| August 2015 | 95.0% | 94.5% | +0.5% |
| September 2015 | 95.2% | 94.6% | +0.6% |
| October 2015 | 95.3% | 93.1% | +2.4% |
| November 2015 | 94.7% | 94.5% | +0.2% |
| December 2015 | 94.9% | 93.6% | +1.4% |
| January 2016 | 95.1% | 94.8% | +0.3% |
| February 2016 | 94.9% | 94.1% | +0.9% |
| March 2016 | 95.1% | 95.4% | -0.3% |
| April 2016 | 95.8% | 95.2% | +0.6% |
| May 2016 | 95.3% | 94.7% | +0.6% |
| June 2016 | 96.2% | 95.3% | +0.9% |
| July 2016 | 96.1% | 94.9% | +1.3% |
| 12-Month Avg* | 95.4% | 94.6% | +0.8% |

* Average Pct. of List Price Received for all properties from August 2015 through July 2016. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



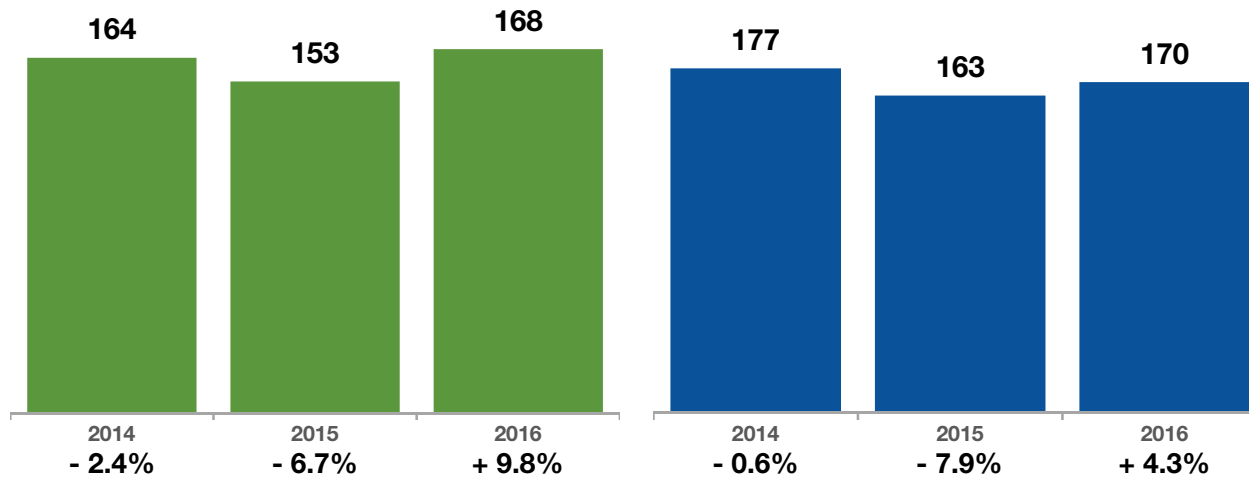
Housing Affordability Index

This index measures housing affordability for the region. For example, 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.



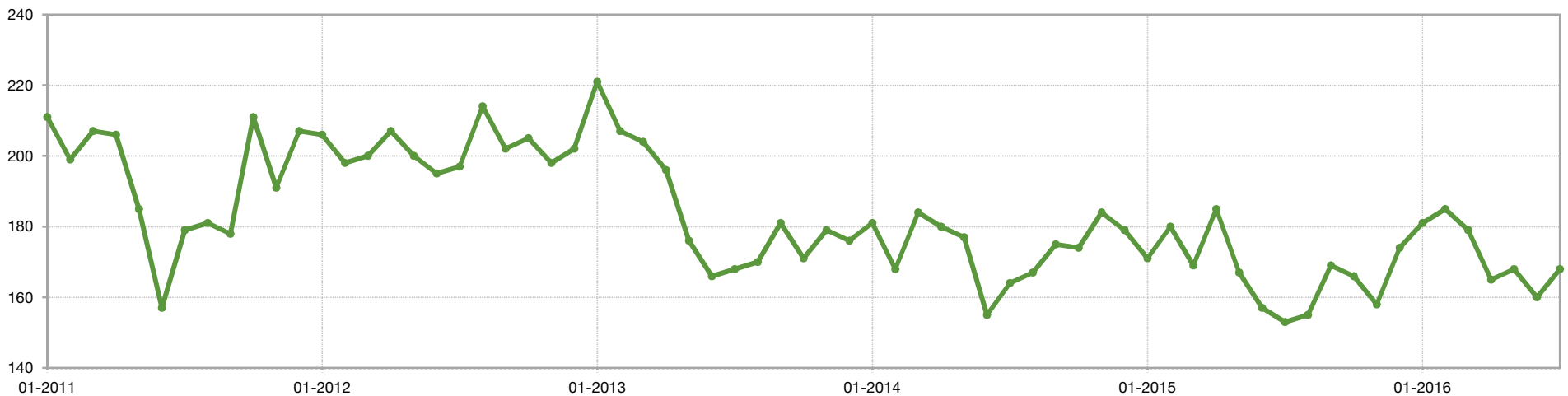
July

Year to Date



| Affordability Index | | Prior Year | Percent Change |
|---------------------|------------|------------|----------------|
| August 2015 | 155 | 167 | -7.2% |
| September 2015 | 169 | 175 | -3.4% |
| October 2015 | 166 | 174 | -4.6% |
| November 2015 | 158 | 184 | -14.1% |
| December 2015 | 174 | 179 | -2.8% |
| January 2016 | 181 | 171 | +5.8% |
| February 2016 | 185 | 180 | +2.8% |
| March 2016 | 179 | 169 | +5.9% |
| April 2016 | 165 | 185 | -10.8% |
| May 2016 | 168 | 167 | +0.6% |
| June 2016 | 160 | 157 | +1.9% |
| July 2016 | 168 | 153 | +9.8% |
| 12-Month Avg | 169 | 172 | -1.6% |

Historical Housing Affordability Index by Month

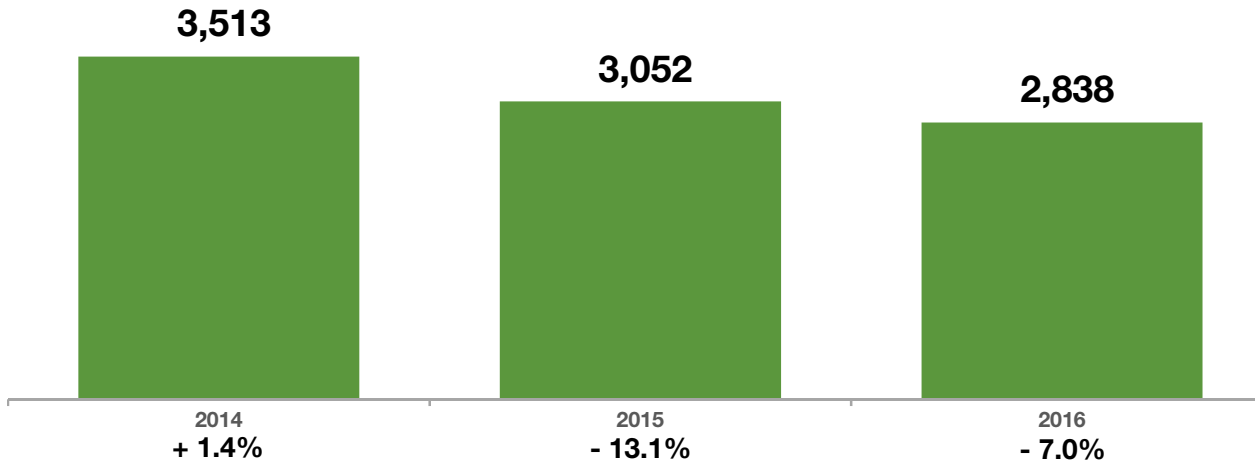


Inventory of Homes for Sale

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



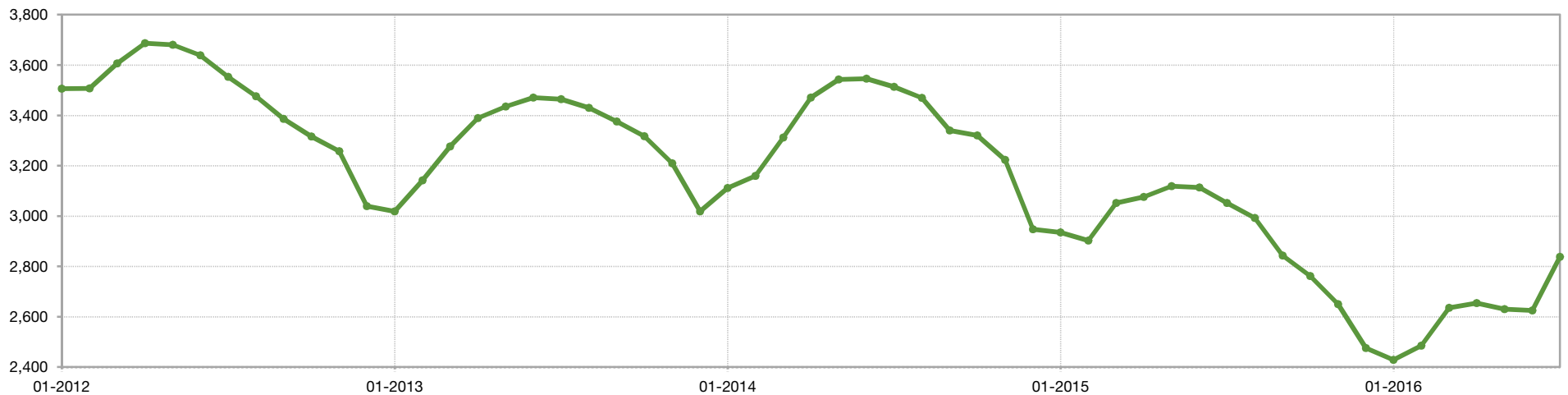
July



| Homes for Sale | | Prior Year | Percent Change |
|------------------|--------------|--------------|----------------|
| August 2015 | 2,992 | 3,469 | -13.8% |
| September 2015 | 2,843 | 3,340 | -14.9% |
| October 2015 | 2,762 | 3,320 | -16.8% |
| November 2015 | 2,650 | 3,223 | -17.8% |
| December 2015 | 2,476 | 2,948 | -16.0% |
| January 2016 | 2,429 | 2,935 | -17.2% |
| February 2016 | 2,485 | 2,903 | -14.4% |
| March 2016 | 2,635 | 3,052 | -13.7% |
| April 2016 | 2,654 | 3,076 | -13.7% |
| May 2016 | 2,630 | 3,119 | -15.7% |
| June 2016 | 2,625 | 3,113 | -15.7% |
| July 2016 | 2,838 | 3,052 | -7.0% |
| 12-Month Avg* | 2,668 | 3,083 | -13.4% |

* Homes for Sale for all properties from August 2015 through July 2016. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

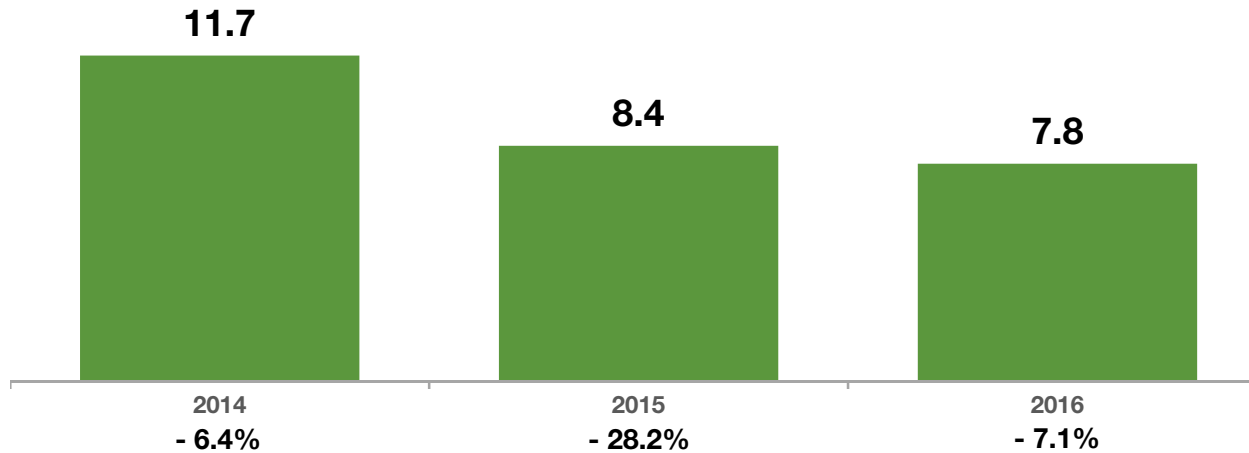


Months Supply of Inventory

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.



July



| Months Supply | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| August 2015 | 8.2 | 11.4 | -28.1% |
| September 2015 | 7.7 | 10.9 | -29.4% |
| October 2015 | 7.5 | 10.6 | -29.2% |
| November 2015 | 7.2 | 10.1 | -28.7% |
| December 2015 | 6.7 | 9.1 | -26.4% |
| January 2016 | 6.6 | 8.9 | -25.8% |
| February 2016 | 6.7 | 8.7 | -23.0% |
| March 2016 | 7.0 | 9.0 | -22.2% |
| April 2016 | 6.9 | 8.9 | -22.5% |
| May 2016 | 6.8 | 8.9 | -23.6% |
| June 2016 | 6.9 | 8.7 | -20.7% |
| July 2016 | 7.8 | 8.4 | -7.1% |
| 12-Month Avg* | 7.2 | 9.5 | -24.2% |

* Months Supply for all properties from August 2015 through July 2016. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

