

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## September 2016

The housing story for the past 12 months remains the same. Demand is high, supply is low and interest rates have been steady. Finding ways to motivate homeowners to be home sellers will be key over the next year. For the 12-month period spanning October 2015 through September 2016, Pending Sales in the Western Upstate region were up 1.1 percent overall. The price range with the largest gain in sales was the \$150,001 to \$200,000 range, where they increased 9.5 percent.

The overall Median Sales Price was up 2.4 percent to \$150,000. The property type with the largest price gain was the Condos segment, where prices increased 6.7 percent to \$112,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 76 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 127 days.

Market-wide, inventory levels were down 6.0 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 5.7 percent. That amounts to 7.3 months supply for Single-Family homes and 5.6 months supply for Condos.

## Quick Facts

+ 9.5%	+ 3.2%	- 0.1%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$150,001 to \$200,000</b>	<b>2 Bedrooms or Less</b>	<b>Single-Family</b>

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

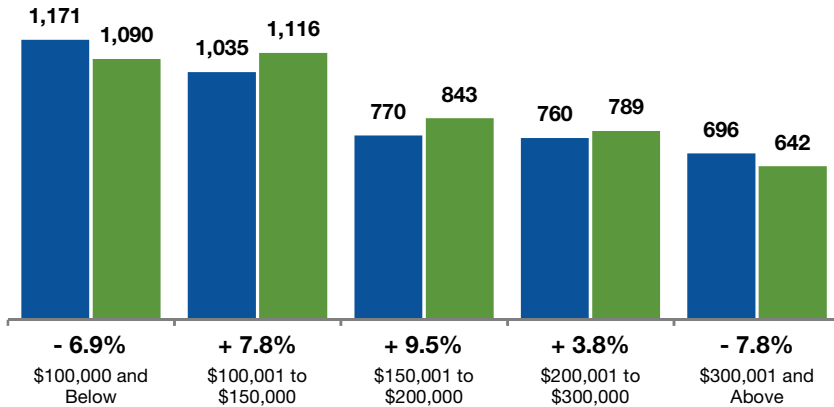
# Pending Sales

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



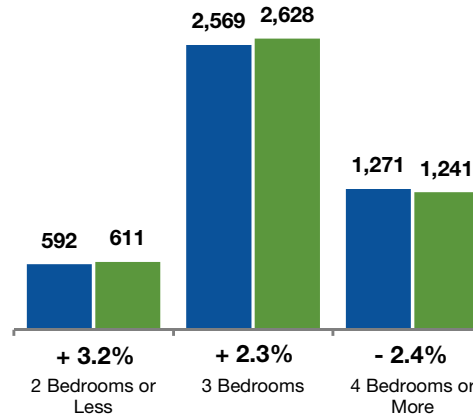
## By Price Range

■ 9-2015 ■ 9-2016



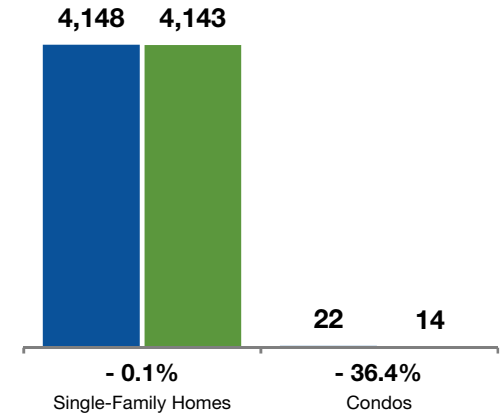
## By Bedroom Count

■ 9-2015 ■ 9-2016



## By Property Type

■ 9-2015 ■ 9-2016



## All Properties

### By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	1,171	1,090	- 6.9%
\$100,001 to \$150,000	1,035	1,116	+ 7.8%
\$150,001 to \$200,000	770	843	+ 9.5%
\$200,001 to \$300,000	760	789	+ 3.8%
\$300,001 and Above	696	642	- 7.8%
<b>All Price Ranges</b>	<b>4,432</b>	<b>4,480</b>	<b>+ 1.1%</b>

## Single-Family Homes

9-2015	9-2016	Change
1,048	967	- 7.7%
970	1,001	+ 3.2%
724	808	+ 11.6%
725	744	+ 2.6%
681	623	- 8.5%
<b>4,148</b>	<b>4,143</b>	<b>- 0.1%</b>

## Condos

	9-2015	9-2016	Change
	13	6	- 53.8%
	3	4	+ 33.3%
	3	1	- 66.7%
	3	2	- 33.3%
	0	1	--
	22	14	- 36.4%

### By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	592	611	+ 3.2%
3 Bedrooms	2,569	2,628	+ 2.3%
4 Bedrooms or More	1,271	1,241	- 2.4%
<b>All Bedroom Counts</b>	<b>4,432</b>	<b>4,480</b>	<b>+ 1.1%</b>

9-2015	9-2016	Change	9-2015	9-2016	Change
453	468	+ 3.3%	13	8	- 38.5%
2,475	2,496	+ 0.8%	6	5	- 16.7%
1,220	1,179	- 3.4%	3	1	- 66.7%
<b>4,148</b>	<b>4,143</b>	<b>- 0.1%</b>	<b>22</b>	<b>14</b>	<b>- 36.4%</b>

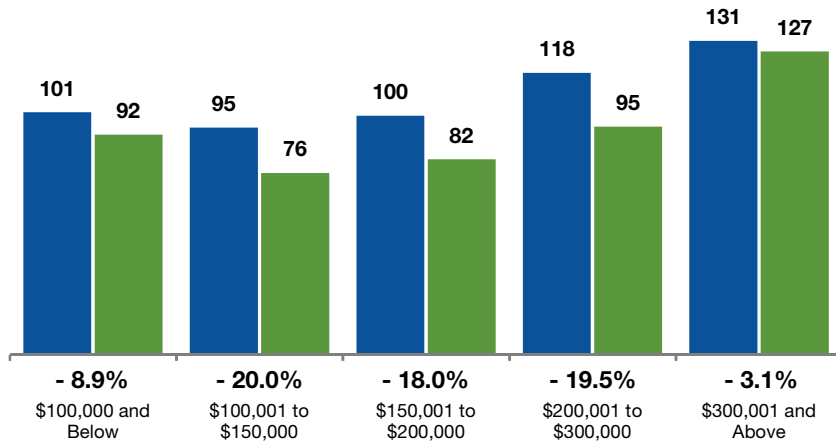
# Days on Market Until Sale

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



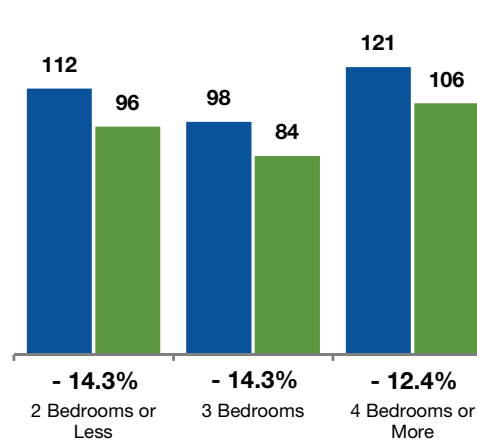
## By Price Range

■ 9-2015 ■ 9-2016



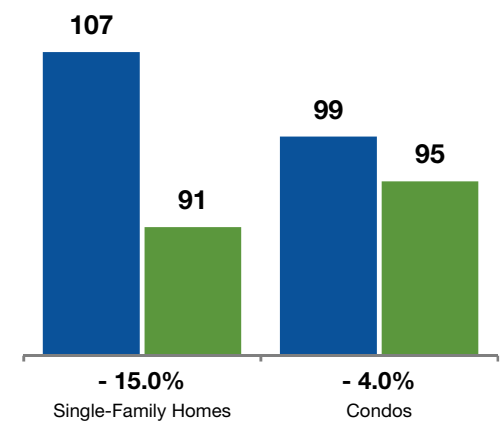
## By Bedroom Count

■ 9-2015 ■ 9-2016



## By Property Type

■ 9-2015 ■ 9-2016



## All Properties

### By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	101	92	- 8.9%
\$100,001 to \$150,000	95	76	- 20.0%
\$150,001 to \$200,000	100	82	- 18.0%
\$200,001 to \$300,000	118	95	- 19.5%
\$300,001 and Above	131	127	- 3.1%
<b>All Price Ranges</b>	<b>107</b>	<b>91</b>	<b>- 15.0%</b>

## Single-Family Homes

	9-2015	9-2016	Change
\$100,000 and Below	101	92	- 8.9%
\$100,001 to \$150,000	94	75	- 20.2%
\$150,001 to \$200,000	98	79	- 19.4%
\$200,001 to \$300,000	118	95	- 19.5%
\$300,001 and Above	133	128	- 3.8%
<b>All Price Ranges</b>	<b>107</b>	<b>91</b>	<b>- 15.0%</b>

## Condos

	9-2015	9-2016	Change
\$100,000 and Below	105	130	+ 23.8%
\$100,001 to \$150,000	53	86	+ 62.3%
\$150,001 to \$200,000	162	112	- 30.9%
\$200,001 to \$300,000	125	69	- 44.8%
\$300,001 and Above	0	57	0.0%
<b>All Price Ranges</b>	<b>99</b>	<b>95</b>	<b>- 4.0%</b>

### By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	112	96	- 14.3%
3 Bedrooms	98	84	- 14.3%
4 Bedrooms or More	121	106	- 12.4%
<b>All Bedroom Counts</b>	<b>107</b>	<b>91</b>	<b>- 15.0%</b>

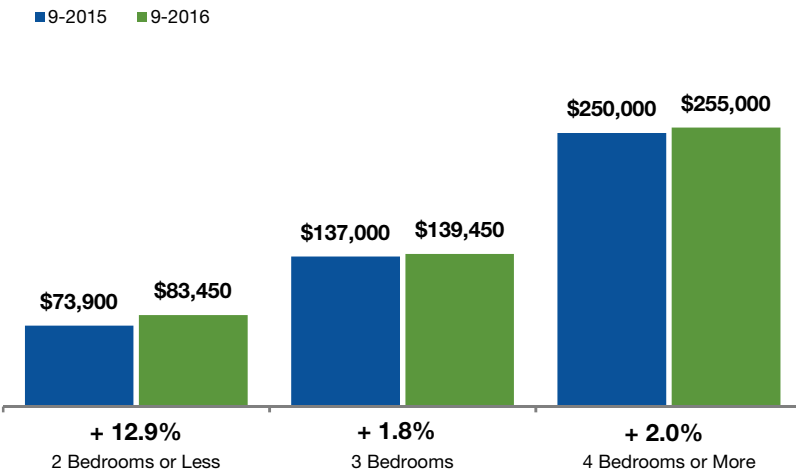
	9-2015	9-2016	Change
2 Bedrooms or Less	109	94	- 13.8%
3 Bedrooms	98	83	- 15.3%
4 Bedrooms or More	124	108	- 12.9%
<b>All Bedroom Counts</b>	<b>107</b>	<b>91</b>	<b>- 15.0%</b>

# Median Sales Price

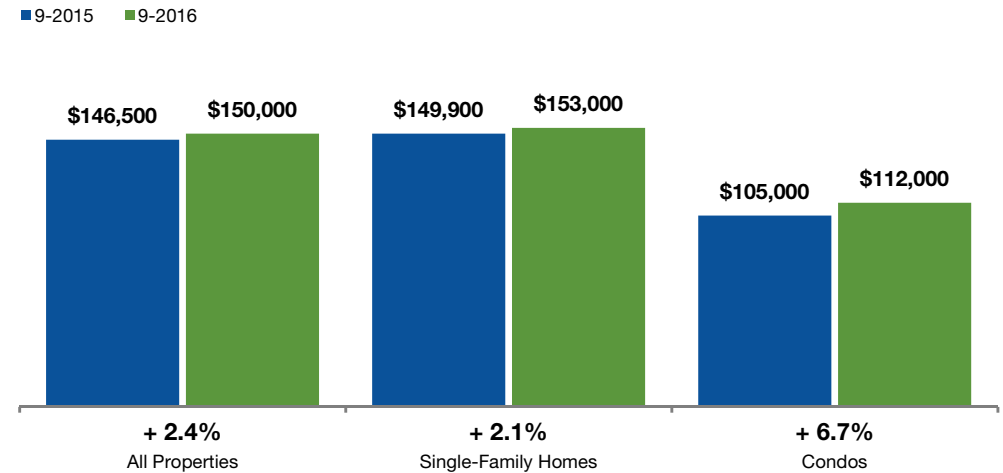
Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**



## By Bedroom Count



## By Property Type



### All Properties

#### By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	\$73,900	\$83,450	+ 12.9%
3 Bedrooms	\$137,000	\$139,450	+ 1.8%
4 Bedrooms or More	\$250,000	\$255,000	+ 2.0%
<b>All Bedroom Counts</b>	<b>\$146,500</b>	<b>\$150,000</b>	<b>+ 2.4%</b>

### Single-Family Homes

	9-2015	9-2016	Change
\$68,000	\$79,000	+ 16.2%	
\$137,000	\$139,900	+ 2.1%	
\$256,000	\$258,998	+ 1.2%	
<b>\$149,900</b>	<b>\$153,000</b>	<b>+ 2.1%</b>	

### Condos

	9-2015	9-2016	Change
\$80,000	\$90,500	+ 13.1%	
\$137,000	\$130,000	- 5.1%	
\$115,000	\$111,000	- 3.5%	
<b>\$105,000</b>	<b>\$112,000</b>	<b>+ 6.7%</b>	

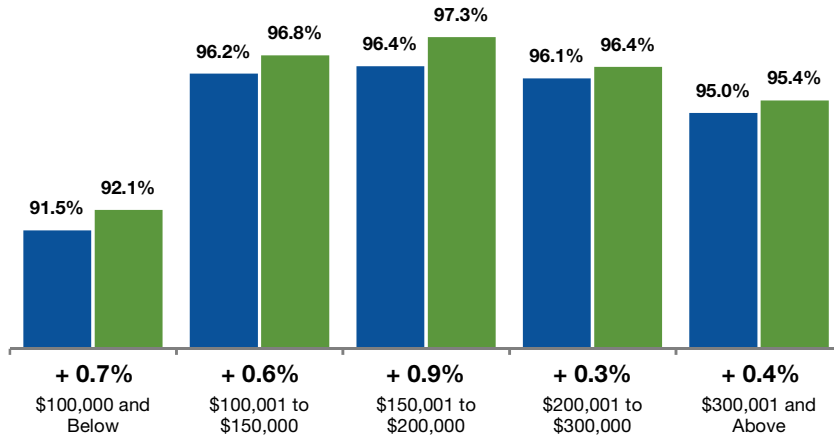
# Percent of List Price Received

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.**



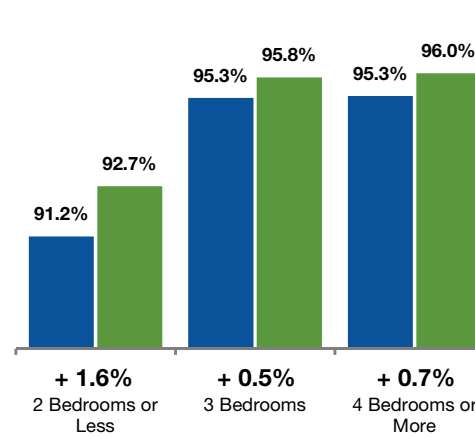
## By Price Range

■ 9-2015 ■ 9-2016



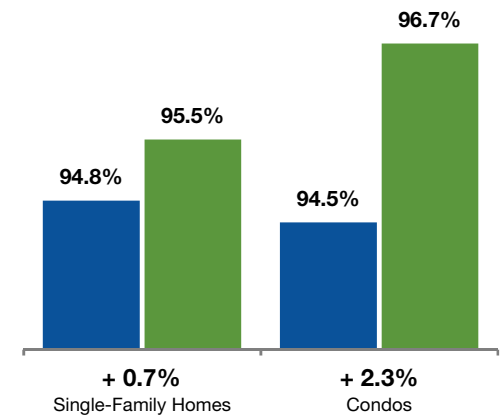
## By Bedroom Count

■ 9-2015 ■ 9-2016



## By Property Type

■ 9-2015 ■ 9-2016



## All Properties

### By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	91.5%	92.1%	+ 0.7%
\$100,001 to \$150,000	96.2%	96.8%	+ 0.6%
\$150,001 to \$200,000	96.4%	97.3%	+ 0.9%
\$200,001 to \$300,000	96.1%	96.4%	+ 0.3%
\$300,001 and Above	95.0%	95.4%	+ 0.4%
<b>All Price Ranges</b>	<b>94.7%</b>	<b>95.5%</b>	<b>+ 0.8%</b>

## Single-Family Homes

	9-2015	9-2016	Change
\$100,000 and Below	91.4%	91.9%	+ 0.5%
\$100,001 to \$150,000	96.3%	96.9%	+ 0.6%
\$150,001 to \$200,000	96.5%	97.4%	+ 0.9%
\$200,001 to \$300,000	96.1%	96.4%	+ 0.3%
\$300,001 and Above	95.0%	95.5%	+ 0.5%
<b>All Price Ranges</b>	<b>94.8%</b>	<b>95.5%</b>	<b>+ 0.7%</b>

## Condos

	9-2015	9-2016	Change
\$100,000 and Below	93.0%	95.6%	+ 2.8%
\$100,001 to \$150,000	95.6%	96.5%	+ 0.9%
\$150,001 to \$200,000	96.7%	98.4%	+ 1.8%
\$200,001 to \$300,000	95.0%	98.0%	+ 3.2%
\$300,001 and Above	0.0%	96.0%	--
<b>All Price Ranges</b>	<b>94.5%</b>	<b>96.7%</b>	<b>+ 2.3%</b>

### By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	91.2%	92.7%	+ 1.6%
3 Bedrooms	95.3%	95.8%	+ 0.5%
4 Bedrooms or More	95.3%	96.0%	+ 0.7%
<b>All Bedroom Counts</b>	<b>94.7%</b>	<b>95.5%</b>	<b>+ 0.8%</b>

	9-2015	9-2016	Change
2 Bedrooms or Less	90.6%	92.1%	+ 1.7%
3 Bedrooms	95.3%	95.9%	+ 0.6%
4 Bedrooms or More	95.3%	96.0%	+ 0.7%
<b>All Bedroom Counts</b>	<b>94.8%</b>	<b>95.5%</b>	<b>+ 0.7%</b>

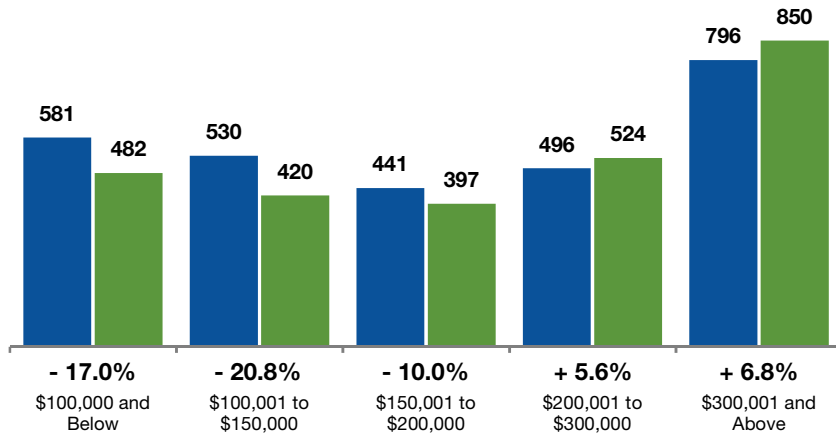
# Inventory of Homes for Sale

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



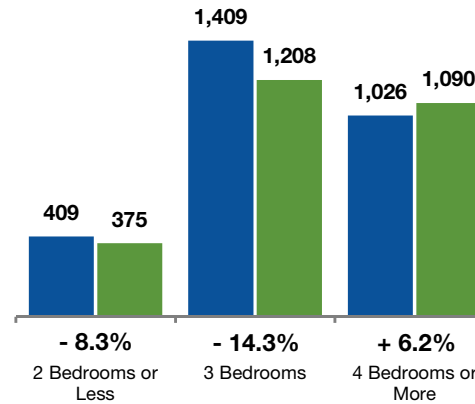
## By Price Range

■ 9-2015 ■ 9-2016



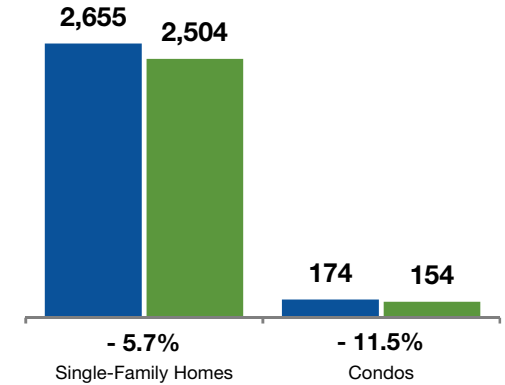
## By Bedroom Count

■ 9-2015 ■ 9-2016



## By Property Type

■ 9-2015 ■ 9-2016



## All Properties

### By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	581	482	- 17.0%
\$100,001 to \$150,000	530	420	- 20.8%
\$150,001 to \$200,000	441	392	- 11.1%
\$200,001 to \$300,000	496	524	+ 5.6%
\$300,001 and Above	796	850	+ 6.8%
<b>All Price Ranges</b>	<b>2,844</b>	<b>2,678</b>	<b>- 5.8%</b>

## Single-Family Homes

9-2015	9-2016	Change	9-2015	9-2016	Change
512	418	- 18.4%	61	56	- 8.2%
475	374	- 21.3%	52	42	- 19.2%
412	369	-10.4%	26	22	- 15.4%
472	499	+ 5.7%	23	23	0.0%
784	839	+ 7.0%	12	11	- 8.3%
2,655	2,499	- 5.9%	174	154	- 11.5%

## Condos

9-2015	9-2016	Change	9-2015	9-2016	Change
512	418	- 18.4%	61	56	- 8.2%
475	374	- 21.3%	52	42	- 19.2%
412	369	-10.4%	26	22	- 15.4%
472	499	+ 5.7%	23	23	0.0%
784	839	+ 7.0%	12	11	- 8.3%
2,655	2,499	- 5.9%	174	154	- 11.5%

### By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	409	375	- 8.3%
3 Bedrooms	1,409	1,203	- 14.6%
4 Bedrooms or More	1,026	1,090	+ 6.2%
<b>All Bedroom Counts</b>	<b>2,844</b>	<b>2,678</b>	<b>- 5.8%</b>

9-2015	9-2016	Change	9-2015	9-2016	Change
315	297	- 5.7%	83	70	- 15.7%
1,339	1,137	- 15.1%	69	60	- 13.0%
1,001	1,065	+ 6.4%	22	24	+ 9.1%
2,655	2,499	- 5.9%	174	154	- 11.5%

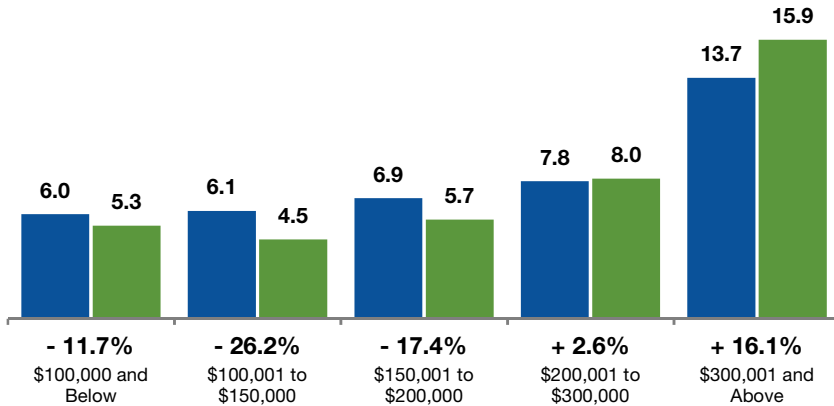
# Months Supply of Inventory

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.**



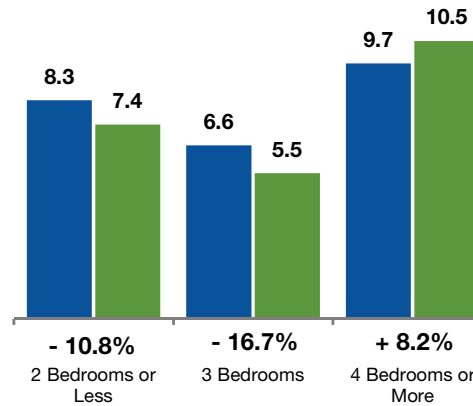
## By Price Range

■ 9-2015 ■ 9-2016



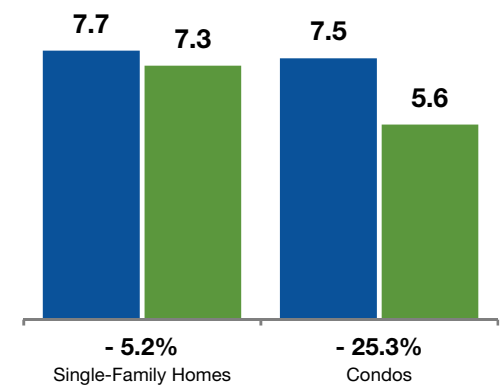
## By Bedroom Count

■ 9-2015 ■ 9-2016



## By Property Type

■ 9-2015 ■ 9-2016



## All Properties

### By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	6.0	5.3	- 11.7%
\$100,001 to \$150,000	6.1	4.5	- 26.2%
\$150,001 to \$200,000	6.9	5.7	- 17.4%
\$200,001 to \$300,000	7.8	8.0	+ 2.6%
\$300,001 and Above	13.7	15.9	+ 16.1%
<b>All Price Ranges</b>	<b>7.7</b>	<b>7.2</b>	<b>- 6.5%</b>

## Single-Family Homes

	9-2015	9-2016	Change
\$100,000 and Below	5.9	5.2	- 11.9%
\$100,001 to \$150,000	5.9	4.5	- 23.7%
\$150,001 to \$200,000	6.8	5.6	- 17.6%
\$200,001 to \$300,000	7.8	8.0	+ 2.6%
\$300,001 and Above	13.8	16.2	+ 17.4%
<b>All Price Ranges</b>	<b>7.7</b>	<b>7.3</b>	<b>- 5.2%</b>

## Condos

	9-2015	9-2016	Change
\$100,000 and Below	6.0	5.6	- 6.7%
\$100,001 to \$150,000	9.8	4.4	- 55.1%
\$150,001 to \$200,000	6.9	7.1	+ 2.9%
\$200,001 to \$300,000	7.4	5.8	- 21.6%
\$300,001 and Above	6.4	4.6	- 28.1%
<b>All Price Ranges</b>	<b>7.5</b>	<b>5.6</b>	<b>- 25.3%</b>

### By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	8.3	7.4	- 10.8%
3 Bedrooms	6.6	5.5	- 16.7%
4 Bedrooms or More	9.7	10.5	+ 8.2%
<b>All Bedroom Counts</b>	<b>7.7</b>	<b>7.2</b>	<b>- 6.5%</b>

	9-2015	9-2016	Change
2 Bedrooms or Less	8.3	7.6	- 8.4%
3 Bedrooms	6.5	5.5	- 15.4%
4 Bedrooms or More	9.8	10.8	+ 10.2%
<b>All Bedroom Counts</b>	<b>7.7</b>	<b>7.3</b>	<b>- 5.2%</b>