

# Housing Supply Overview

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## January 2021

The new year has begun, and with it comes many people who have made buying or selling a home part of their 2021 resolutions. While ongoing unemployment claims remain elevated due to COVID-19, they are substantially lower than what they were during their peak and have had little effect on buyer demand thus far. For the 12-month period spanning February 2020 through January 2021, Pending Sales in the Western Upstate region were up 5.1 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 39.4 percent.

The overall Median Sales Price was up 15.6 percent to \$210,452. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 16.3 percent to \$217,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 66 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 98 days.

Market-wide, inventory levels were down 27.3 percent. The property type that gained the most inventory was the Condos segment, where it increased 20.8 percent. That amounts to 2.1 months supply for Single-Family homes and 4.8 months supply for Condos.

## Quick Facts

**+ 39.4%**

**+ 12.2%**

**+ 4.8%**

Price Range With the  
Strongest Sales:

**\$300,001 and Above**

Bedroom Count With  
Strongest Sales:

**4 Bedrooms or More**

Property Type With  
Strongest Sales:

**Single-Family**

|                                |          |
|--------------------------------|----------|
| 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> |

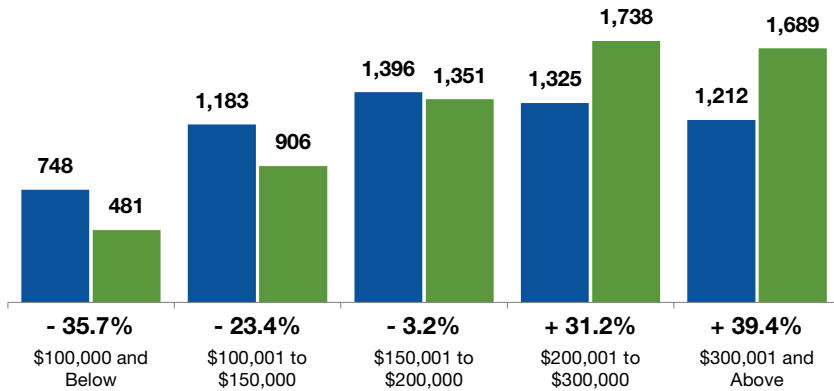
# Pending Sales

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



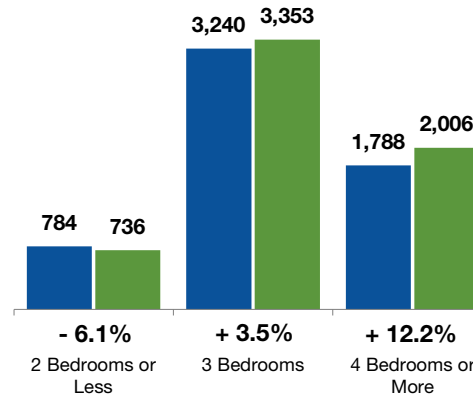
## By Price Range

■ 1-2020 ■ 1-2021



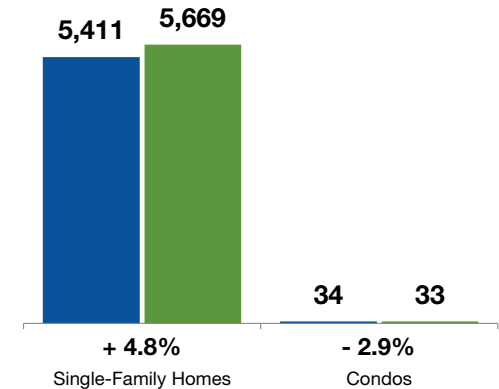
## By Bedroom Count

■ 1-2020 ■ 1-2021



## By Property Type

■ 1-2020 ■ 1-2021



### All Properties

| By Price Range          | 1-2020       | 1-2021       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below     | 748          | 481          | - 35.7%       |
| \$100,001 to \$150,000  | 1,183        | 906          | - 23.4%       |
| \$150,001 to \$200,000  | 1,396        | 1,351        | - 3.2%        |
| \$200,001 to \$300,000  | 1,325        | 1,738        | + 31.2%       |
| \$300,001 and Above     | 1,212        | 1,689        | + 39.4%       |
| <b>All Price Ranges</b> | <b>5,864</b> | <b>6,165</b> | <b>+ 5.1%</b> |

### Single-Family Homes

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 667          | 425          | - 36.3%       |
| 1,006        | 743          | - 26.1%       |
| 1,293        | 1,243        | - 3.9%        |
| 1,269        | 1,618        | + 27.5%       |
| 1,176        | 1,640        | + 39.5%       |
| <b>5,411</b> | <b>5,669</b> | <b>+ 4.8%</b> |

### Condos

| 1-2020    | 1-2021    | Change        |
|-----------|-----------|---------------|
| 4         | 3         | - 25.0%       |
| 16        | 13        | - 18.8%       |
| 6         | 3         | - 50.0%       |
| 6         | 12        | + 100.0%      |
| 2         | 2         | 0.0%          |
| <b>34</b> | <b>33</b> | <b>- 2.9%</b> |

## By Bedroom Count

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 784          | 736          | - 6.1%        |
| 3,240        | 3,353        | + 3.5%        |
| 1,788        | 2,006        | + 12.2%       |
| <b>5,864</b> | <b>6,165</b> | <b>+ 5.1%</b> |

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 601          | 533          | - 11.3%       |
| 3,060        | 3,134        | + 2.4%        |
| 1,698        | 1,932        | + 13.8%       |
| <b>5,411</b> | <b>5,669</b> | <b>+ 4.8%</b> |

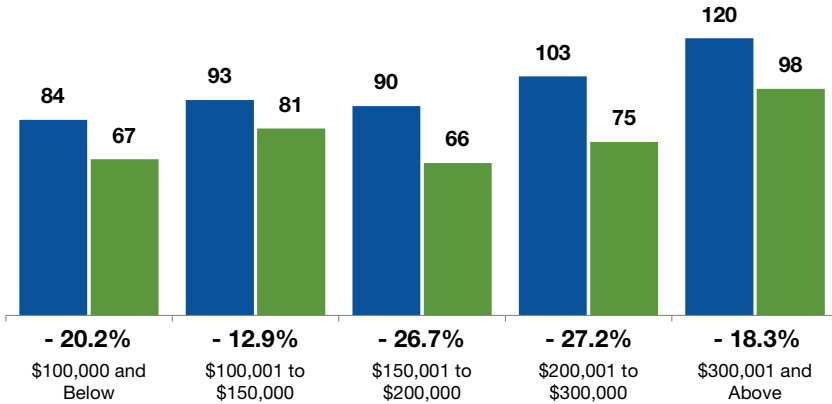
# Days on Market Until Sale

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



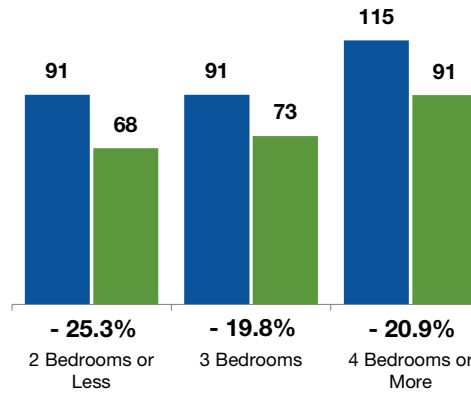
## By Price Range

■ 1-2020 ■ 1-2021



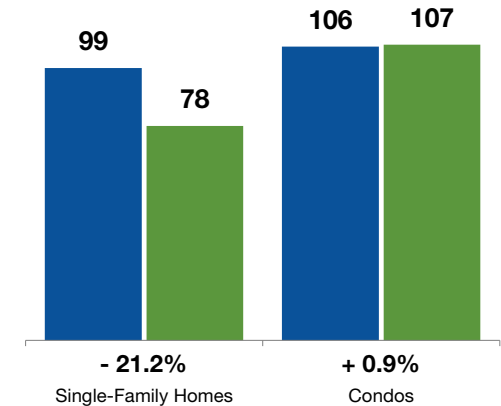
## By Bedroom Count

■ 1-2020 ■ 1-2021



## By Property Type

■ 1-2020 ■ 1-2021



### All Properties

#### By Price Range

|                         | 1-2020    | 1-2021    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 84        | 67        | - 20.2%        |
| \$100,001 to \$150,000  | 93        | 81        | - 12.9%        |
| \$150,001 to \$200,000  | 90        | 66        | - 26.7%        |
| \$200,001 to \$300,000  | 103       | 75        | - 27.2%        |
| \$300,001 and Above     | 120       | 98        | - 18.3%        |
| <b>All Price Ranges</b> | <b>99</b> | <b>79</b> | <b>- 20.2%</b> |

### Single-Family Homes

|                         | 1-2020    | 1-2021    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 84        | 70        | - 16.7%        |
| \$100,001 to \$150,000  | 91        | 77        | - 15.4%        |
| \$150,001 to \$200,000  | 89        | 63        | - 29.2%        |
| \$200,001 to \$300,000  | 103       | 73        | - 29.1%        |
| \$300,001 and Above     | 120       | 97        | - 19.2%        |
| <b>All Price Ranges</b> | <b>99</b> | <b>78</b> | <b>- 21.2%</b> |

### Condos

|                         | 1-2020     | 1-2021     | Change        |
|-------------------------|------------|------------|---------------|
| \$100,000 and Below     | 28         | 71         | + 153.6%      |
| \$100,001 to \$150,000  | 160        | 103        | - 35.6%       |
| \$150,001 to \$200,000  | 52         | 145        | + 178.8%      |
| \$200,001 to \$300,000  | 82         | 100        | + 22.0%       |
| \$300,001 and Above     | 73         | 40         | - 45.2%       |
| <b>All Price Ranges</b> | <b>106</b> | <b>107</b> | <b>+ 0.9%</b> |

#### By Bedroom Count

|                           | 1-2020    | 1-2021    | Change         |
|---------------------------|-----------|-----------|----------------|
| 2 Bedrooms or Less        | 91        | 68        | - 25.3%        |
| 3 Bedrooms                | 91        | 73        | - 19.8%        |
| 4 Bedrooms or More        | 115       | 91        | - 20.9%        |
| <b>All Bedroom Counts</b> | <b>99</b> | <b>79</b> | <b>- 20.2%</b> |

|                           | 1-2020    | 1-2021    | Change         |
|---------------------------|-----------|-----------|----------------|
| 2 Bedrooms or Less        | 95        | 66        | - 30.5%        |
| 3 Bedrooms                | 90        | 70        | - 22.2%        |
| 4 Bedrooms or More        | 114       | 91        | - 20.2%        |
| <b>All Bedroom Counts</b> | <b>99</b> | <b>78</b> | <b>- 21.2%</b> |

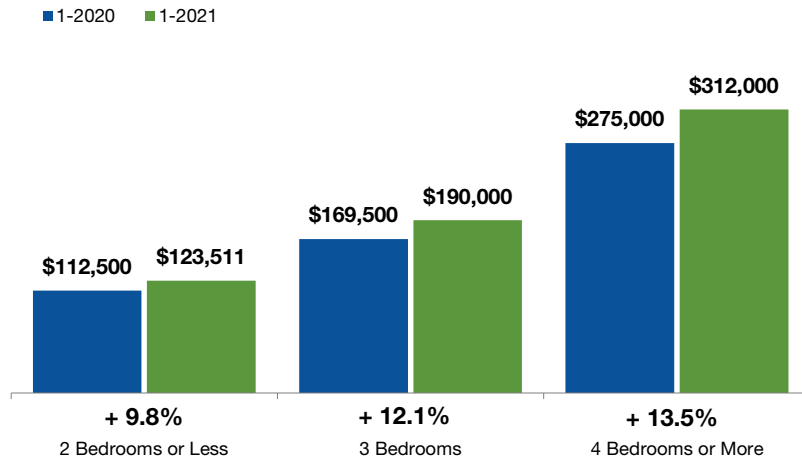
|                           | 1-2020     | 1-2021     | Change        |
|---------------------------|------------|------------|---------------|
| 2 Bedrooms or Less        | 65         | 85         | + 30.8%       |
| 3 Bedrooms                | 143        | 125        | - 12.6%       |
| 4 Bedrooms or More        | 33         | 123        | + 272.7%      |
| <b>All Bedroom Counts</b> | <b>106</b> | <b>107</b> | <b>+ 0.9%</b> |

# Median Sales Price

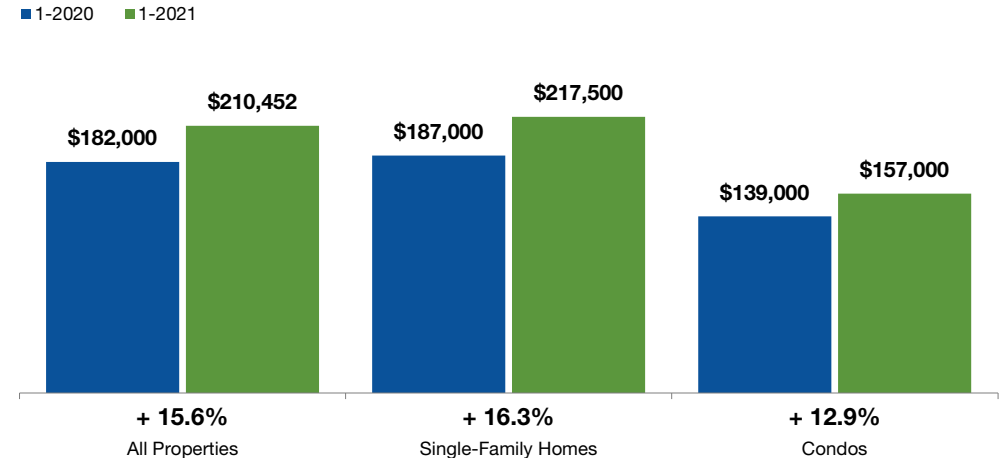
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

| By Bedroom Count          | 1-2020           | 1-2021           | Change         |
|---------------------------|------------------|------------------|----------------|
| 2 Bedrooms or Less        | \$112,500        | \$123,511        | + 9.8%         |
| 3 Bedrooms                | \$169,500        | \$190,000        | + 12.1%        |
| 4 Bedrooms or More        | \$275,000        | \$312,000        | + 13.5%        |
| <b>All Bedroom Counts</b> | <b>\$182,000</b> | <b>\$210,452</b> | <b>+ 15.6%</b> |

### Single-Family Homes

| 1-2020           | 1-2021           | Change         | 1-2020           | 1-2021           | Change         |
|------------------|------------------|----------------|------------------|------------------|----------------|
| \$110,000        | \$121,500        | + 10.5%        | \$117,500        | \$129,900        | + 10.6%        |
| \$170,000        | \$190,000        | + 11.8%        | \$156,500        | \$178,000        | + 13.7%        |
| \$280,000        | \$321,000        | + 14.6%        | \$141,500        | \$142,500        | + 0.7%         |
| <b>\$187,000</b> | <b>\$217,500</b> | <b>+ 16.3%</b> | <b>\$139,000</b> | <b>\$157,000</b> | <b>+ 12.9%</b> |

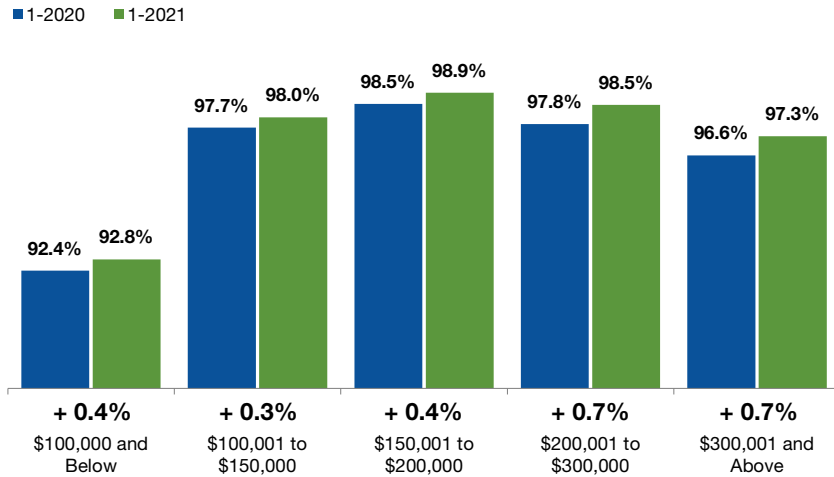
### Condos

# Percent of List Price Received

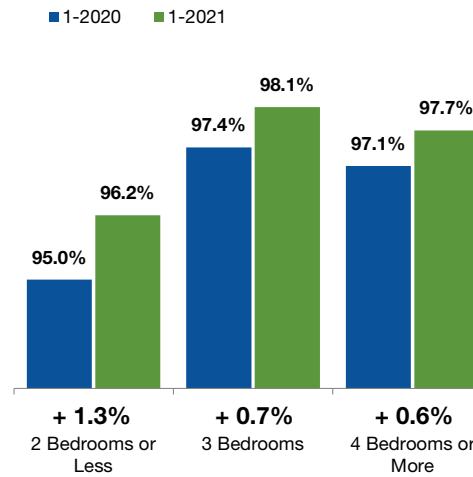
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



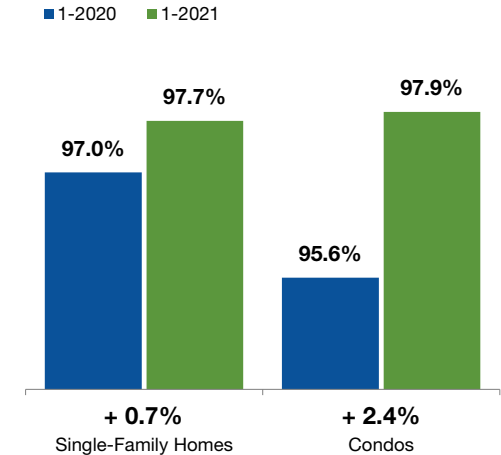
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

| By Price Range          | 1-2020       | 1-2021       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below     | 92.4%        | 92.8%        | + 0.4%        |
| \$100,001 to \$150,000  | 97.7%        | 98.0%        | + 0.3%        |
| \$150,001 to \$200,000  | 98.5%        | 98.9%        | + 0.4%        |
| \$200,001 to \$300,000  | 97.8%        | 98.5%        | + 0.7%        |
| \$300,001 and Above     | 96.6%        | 97.3%        | + 0.7%        |
| <b>All Price Ranges</b> | <b>97.0%</b> | <b>97.7%</b> | <b>+ 0.7%</b> |

### Single-Family Homes

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 92.0%        | 92.3%        | + 0.3%        |
| 97.9%        | 98.2%        | + 0.3%        |
| 98.6%        | 98.9%        | + 0.3%        |
| 97.8%        | 98.5%        | + 0.7%        |
| 96.6%        | 97.4%        | + 0.8%        |
| <b>97.0%</b> | <b>97.7%</b> | <b>+ 0.7%</b> |

### Condos

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 91.1%        | 93.8%        | + 3.0%        |
| 95.4%        | 97.7%        | + 2.4%        |
| 98.1%        | 100.3%       | + 2.2%        |
| 98.4%        | 96.9%        | - 1.5%        |
| 92.8%        | 99.0%        | + 6.7%        |
| <b>95.6%</b> | <b>97.9%</b> | <b>+ 2.4%</b> |

### By Bedroom Count

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 95.0%        | 96.2%        | + 1.3%        |
| 97.4%        | 98.1%        | + 0.7%        |
| 97.1%        | 97.7%        | + 0.6%        |
| <b>97.0%</b> | <b>97.7%</b> | <b>+ 0.7%</b> |

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 94.7%        | 95.7%        | + 1.1%        |
| 97.4%        | 98.1%        | + 0.7%        |
| 97.1%        | 97.7%        | + 0.6%        |
| <b>97.0%</b> | <b>97.7%</b> | <b>+ 0.7%</b> |

| 1-2020       | 1-2021       | Change        |
|--------------|--------------|---------------|
| 97.3%        | 98.2%        | + 0.9%        |
| 95.9%        | 97.7%        | + 1.9%        |
| 91.8%        | 97.0%        | + 5.7%        |
| <b>95.6%</b> | <b>97.9%</b> | <b>+ 2.4%</b> |

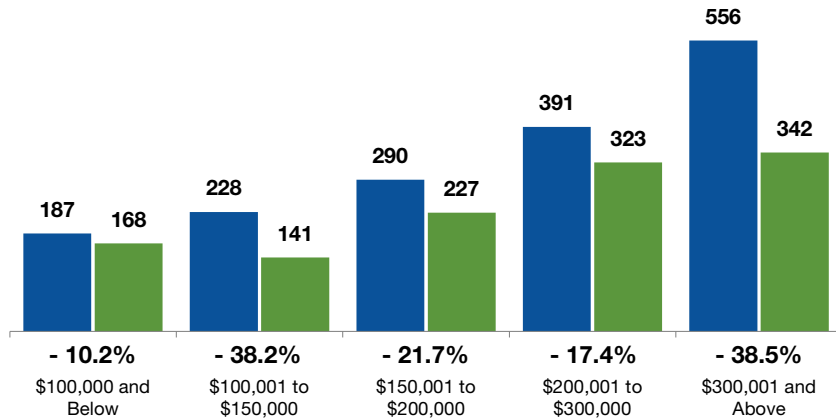
# Inventory of Homes for Sale

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



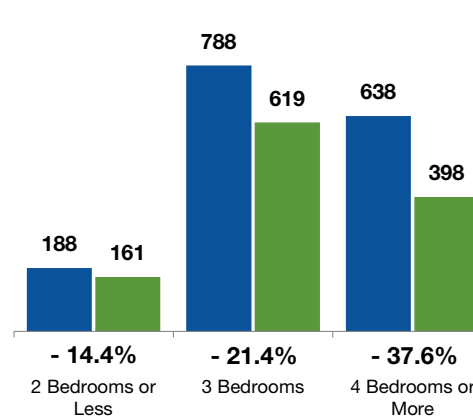
## By Price Range

■ 1-2020 ■ 1-2021



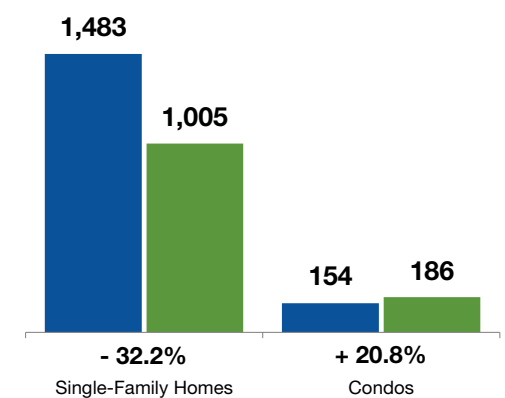
## By Bedroom Count

■ 1-2020 ■ 1-2021



## By Property Type

■ 1-2020 ■ 1-2021



### All Properties

| By Price Range          | 1-2020       | 1-2021       | Change         |
|-------------------------|--------------|--------------|----------------|
| \$100,000 and Below     | 187          | 168          | - 10.2%        |
| \$100,001 to \$150,000  | 228          | 141          | - 38.2%        |
| \$150,001 to \$200,000  | 290          | 227          | - 21.7%        |
| \$200,001 to \$300,000  | 391          | 323          | - 17.4%        |
| \$300,001 and Above     | 556          | 342          | - 38.5%        |
| <b>All Price Ranges</b> | <b>1,652</b> | <b>1,201</b> | <b>- 27.3%</b> |

### Single-Family Homes

| 1-2020       | 1-2021       | Change         | 1-2020     | 1-2021     | Change         |
|--------------|--------------|----------------|------------|------------|----------------|
| 161          | 90           | - 44.1%        | 22         | 71         | + 222.7%       |
| 182          | 106          | - 41.8%        | 43         | 34         | - 20.9%        |
| 252          | 189          | - 25.0%        | 37         | 38         | + 2.7%         |
| 361          | 294          | - 18.6%        | 29         | 29         | 0.0%           |
| 527          | 326          | - 38.1%        | 23         | 14         | - 39.1%        |
| <b>1,483</b> | <b>1,005</b> | <b>- 32.2%</b> | <b>154</b> | <b>186</b> | <b>+ 20.8%</b> |

### Condos

| By Bedroom Count          | 1-2020       | 1-2021       | Change         |
|---------------------------|--------------|--------------|----------------|
| 2 Bedrooms or Less        | 188          | 161          | - 14.4%        |
| 3 Bedrooms                | 788          | 619          | - 21.4%        |
| 4 Bedrooms or More        | 638          | 398          | - 37.6%        |
| <b>All Bedroom Counts</b> | <b>1,652</b> | <b>1,201</b> | <b>- 27.3%</b> |

| 1-2020       | 1-2021       | Change         | 1-2020     | 1-2021     | Change         |
|--------------|--------------|----------------|------------|------------|----------------|
| 129          | 94           | - 27.1%        | 52         | 60         | + 15.4%        |
| 697          | 534          | - 23.4%        | 85         | 82         | - 3.5%         |
| 620          | 354          | - 42.9%        | 17         | 44         | + 158.8%       |
| <b>1,483</b> | <b>1,005</b> | <b>- 32.2%</b> | <b>154</b> | <b>186</b> | <b>+ 20.8%</b> |

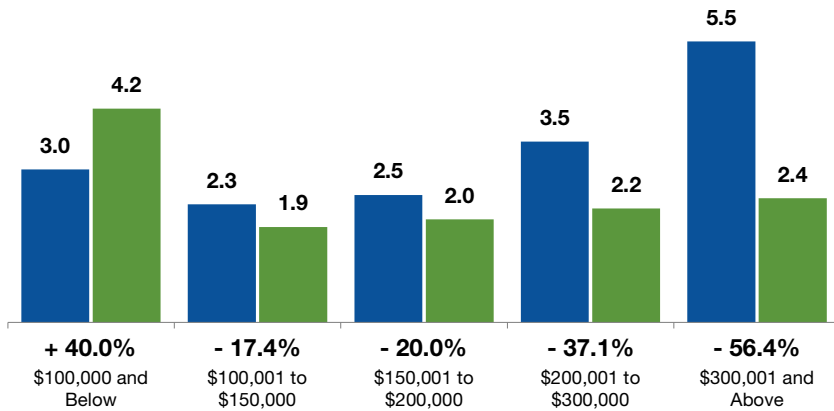
# Months Supply of Inventory

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.**



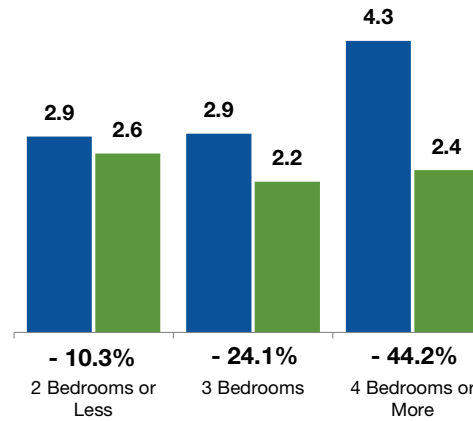
## By Price Range

■ 1-2020 ■ 1-2021



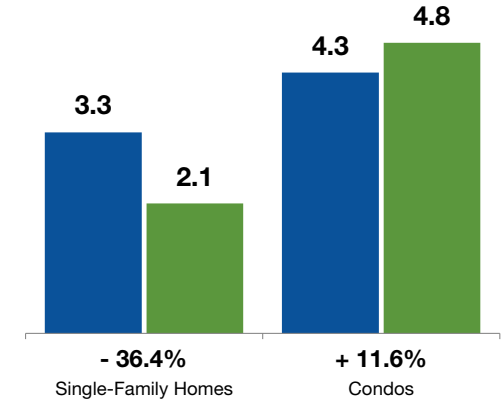
## By Bedroom Count

■ 1-2020 ■ 1-2021



## By Property Type

■ 1-2020 ■ 1-2021



### All Properties

| By Price Range          | 1-2020     | 1-2021     | Change         |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below     | 3.0        | 4.2        | + 40.0%        |
| \$100,001 to \$150,000  | 2.3        | 1.9        | - 17.4%        |
| \$150,001 to \$200,000  | 2.5        | 2.0        | - 20.0%        |
| \$200,001 to \$300,000  | 3.5        | 2.2        | - 37.1%        |
| \$300,001 and Above     | 5.5        | 2.4        | - 56.4%        |
| <b>All Price Ranges</b> | <b>3.4</b> | <b>2.3</b> | <b>- 32.4%</b> |

### Single-Family Homes

| 1-2020     | 1-2021     | Change         |
|------------|------------|----------------|
| 2.9        | 2.5        | - 13.8%        |
| 2.2        | 1.7        | - 22.7%        |
| 2.3        | 1.8        | - 21.7%        |
| 3.4        | 2.2        | - 35.3%        |
| 5.4        | 2.4        | - 55.6%        |
| <b>3.3</b> | <b>2.1</b> | <b>- 36.4%</b> |

### Condos

| 1-2020     | 1-2021     | Change         |
|------------|------------|----------------|
| 3.6        | 18.1       | + 402.8%       |
| 3.0        | 2.6        | - 13.3%        |
| 4.4        | 4.4        | 0.0%           |
| 7.1        | 3.0        | - 57.7%        |
| 7.7        | 3.7        | - 51.9%        |
| <b>4.3</b> | <b>4.8</b> | <b>+ 11.6%</b> |

### By Bedroom Count

| 1-2020     | 1-2021     | Change         |
|------------|------------|----------------|
| 2.9        | 2.6        | - 10.3%        |
| 2.9        | 2.2        | - 24.1%        |
| 4.3        | 2.4        | - 44.2%        |
| <b>3.4</b> | <b>2.3</b> | <b>- 32.4%</b> |

| 1-2020     | 1-2021     | Change         |
|------------|------------|----------------|
| 2.6        | 2.1        | - 19.2%        |
| 2.7        | 2.0        | - 25.9%        |
| 4.4        | 2.2        | - 50.0%        |
| <b>3.3</b> | <b>2.1</b> | <b>- 36.4%</b> |

| 1-2020     | 1-2021     | Change         |
|------------|------------|----------------|
| 3.6        | 3.9        | + 8.3%         |
| 5.9        | 4.6        | - 22.0%        |
| 2.2        | 7.4        | + 236.4%       |
| <b>4.3</b> | <b>4.8</b> | <b>+ 11.6%</b> |