

Housing Supply Overview

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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 state of South Carolina were up 5.4 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 13.4 percent.

The overall Median Sales Price was up 5.4 percent to \$179,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.1 percent to \$188,900. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 90 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 114 days.

Market-wide, inventory levels were down 5.8 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 5.6 percent. That amounts to 5.3 months supply for Single-Family homes and 6.0 months supply for Condos.

Quick Facts

+ 13.4%

+ 8.3%

+ 9.3%

Price Range With the
Strongest Sales:
\$200,001 to \$300,000

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

Property Type With
Strongest Sales:
Condos

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

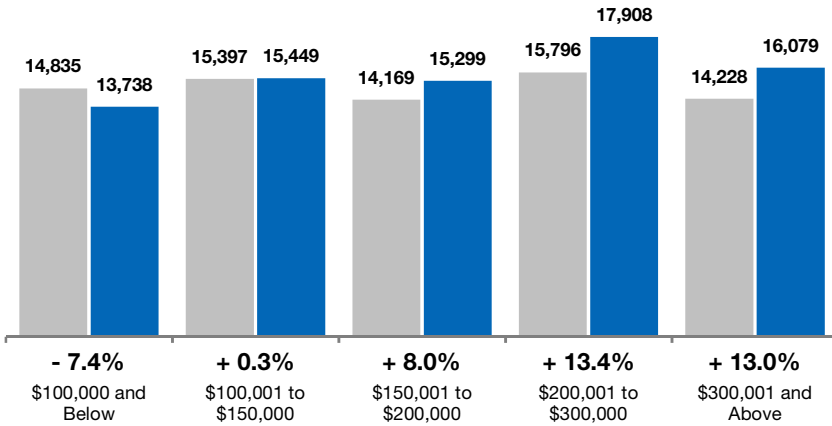
Pending Sales

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



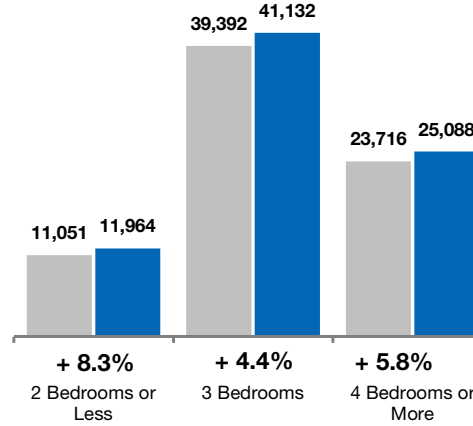
By Price Range

■ 9-2015 ■ 9-2016



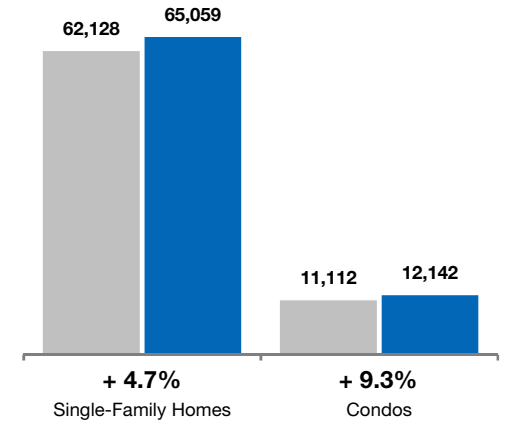
By Bedroom Count

■ 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 | 14,835 | 13,738 | - 7.4% |
| \$100,001 to \$150,000 | 15,397 | 15,449 | + 0.3% |
| \$150,001 to \$200,000 | 14,169 | 15,299 | + 8.0% |
| \$200,001 to \$300,000 | 15,796 | 17,908 | + 13.4% |
| \$300,001 and Above | 14,228 | 16,079 | + 13.0% |
| All Price Ranges | 74,425 | 78,473 | + 5.4% |

Single-Family Homes

| | 9-2015 | 9-2016 | Change |
|--------------------------------|---------------|---------------|---------------|
| 2 Bedrooms or Less | 10,701 | 9,566 | - 10.6% |
| 3 Bedrooms | 12,209 | 11,922 | - 2.4% |
| 4 Bedrooms or More | 12,296 | 13,139 | + 6.9% |
| | 14,160 | 15,950 | + 12.6% |
| | 12,762 | 14,482 | + 13.5% |
| All Single-Family Homes | 62,128 | 65,059 | + 4.7% |

Condos

| | 9-2015 | 9-2016 | Change |
|-------------------|---------------|---------------|---------------|
| | 3,286 | 3,328 | + 1.3% |
| | 3,019 | 3,297 | + 9.2% |
| | 1,801 | 2,070 | + 14.9% |
| | 1,566 | 1,883 | + 20.2% |
| | 1,440 | 1,564 | + 8.6% |
| All Condos | 11,112 | 12,142 | + 9.3% |

By Bedroom Count

| | 9-2015 | 9-2016 | Change |
|---------------------------|---------------|---------------|---------------|
| 2 Bedrooms or Less | 11,051 | 11,964 | + 8.3% |
| 3 Bedrooms | 39,392 | 41,132 | + 4.4% |
| 4 Bedrooms or More | 23,716 | 25,088 | + 5.8% |
| All Bedroom Counts | 74,425 | 78,473 | + 5.4% |

| | 9-2015 | 9-2016 | Change |
|--------------------------------|---------------|---------------|---------------|
| | 4,473 | 4,845 | + 8.3% |
| | 34,733 | 35,913 | + 3.4% |
| | 22,921 | 24,301 | + 6.0% |
| All Single-Family Homes | 62,128 | 65,059 | + 4.7% |

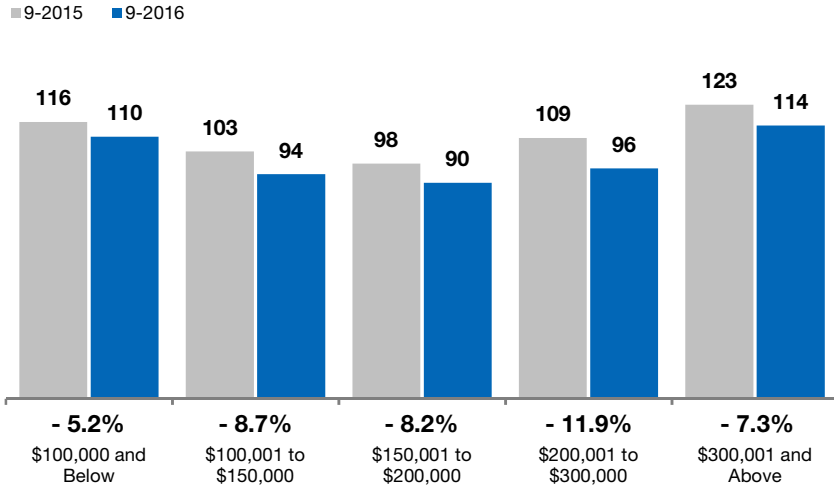
| | 9-2015 | 9-2016 | Change |
|-------------------|---------------|---------------|---------------|
| | 6,418 | 6,959 | + 8.4% |
| | 3,962 | 4,429 | + 11.8% |
| | 467 | 465 | - 0.4% |
| All Condos | 11,112 | 12,142 | + 9.3% |

Days on Market Until Sale

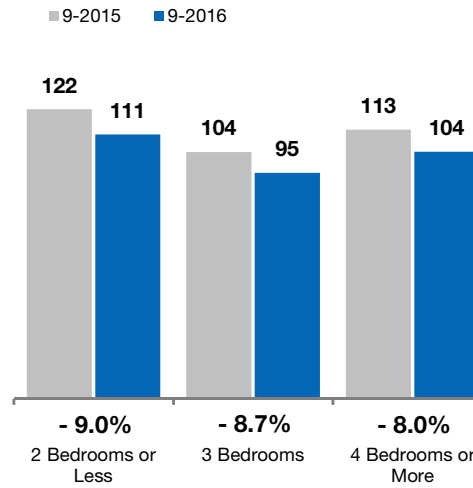
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



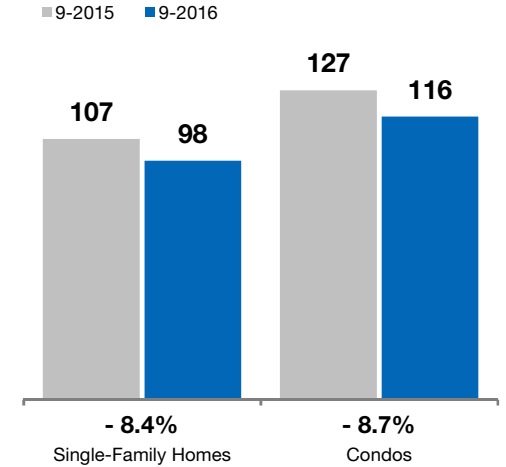
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 9-2015 | 9-2016 | Change |
|-------------------------|------------|------------|---------------|
| \$100,000 and Below | 116 | 110 | - 5.2% |
| \$100,001 to \$150,000 | 103 | 94 | - 8.7% |
| \$150,001 to \$200,000 | 98 | 90 | - 8.2% |
| \$200,001 to \$300,000 | 109 | 96 | - 11.9% |
| \$300,001 and Above | 123 | 114 | - 7.3% |
| All Price Ranges | 110 | 101 | - 8.2% |

Single-Family Homes

| 9-2015 | 9-2016 | Change | 9-2015 | 9-2016 | Change |
|------------|-----------|---------------|------------|------------|---------------|
| 113 | 107 | - 5.3% | 129 | 121 | - 6.2% |
| 100 | 90 | - 10.0% | 118 | 111 | - 5.9% |
| 96 | 87 | - 9.4% | 115 | 107 | - 7.0% |
| 106 | 94 | - 11.3% | 136 | 116 | - 14.7% |
| 120 | 113 | - 5.8% | 146 | 128 | - 12.3% |
| 107 | 98 | - 8.4% | 127 | 116 | - 8.7% |

Condos

| By Bedroom Count | 9-2015 | 9-2016 | Change |
|---------------------------|------------|------------|---------------|
| 2 Bedrooms or Less | 122 | 111 | - 9.0% |
| 3 Bedrooms | 104 | 95 | - 8.7% |
| 4 Bedrooms or More | 113 | 104 | - 8.0% |
| All Bedroom Counts | 110 | 101 | - 8.2% |

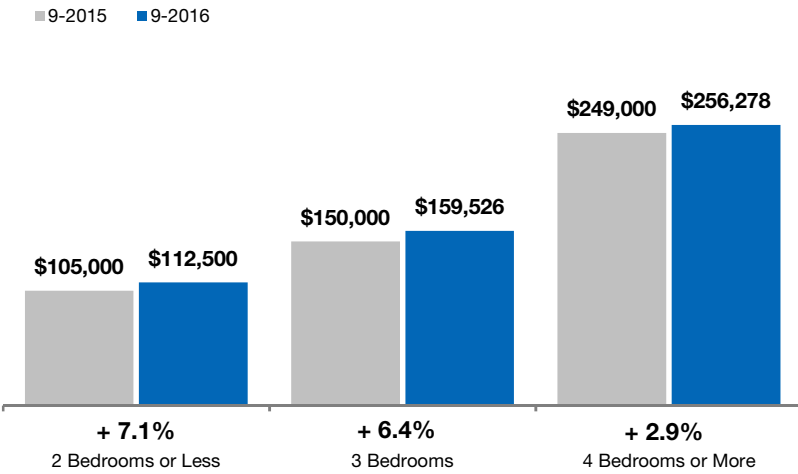
| 9-2015 | 9-2016 | Change | 9-2015 | 9-2016 | Change |
|------------|-----------|---------------|------------|------------|---------------|
| 111 | 101 | - 9.0% | 129 | 118 | - 8.5% |
| 102 | 93 | - 8.8% | 120 | 110 | - 8.3% |
| 113 | 104 | - 8.0% | 126 | 110 | - 12.7% |
| 107 | 98 | - 8.4% | 127 | 116 | - 8.7% |

Median Sales Price

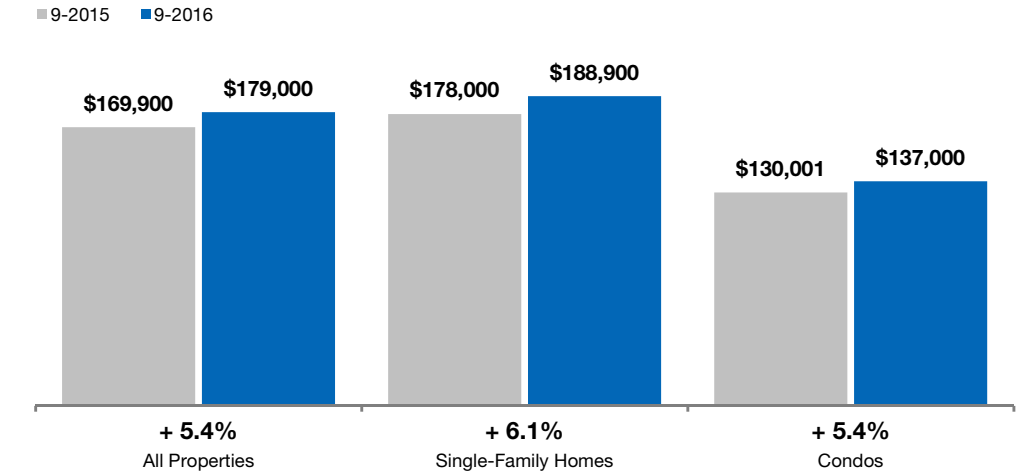
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

| By Bedroom Count | 9-2015 | 9-2016 | Change |
|---------------------------|------------------|------------------|---------------|
| 2 Bedrooms or Less | \$105,000 | \$112,500 | + 7.1% |
| 3 Bedrooms | \$150,000 | \$159,526 | + 6.4% |
| 4 Bedrooms or More | \$249,000 | \$256,278 | + 2.9% |
| All Bedroom Counts | \$169,900 | \$179,000 | + 5.4% |

Single-Family Homes

| 9-2015 | 9-2016 | Change | 9-2015 | 9-2016 | Change |
|------------------|------------------|---------------|------------------|------------------|---------------|
| \$93,000 | \$105,000 | + 12.9% | \$111,000 | \$117,000 | + 5.4% |
| \$150,000 | \$159,900 | + 6.6% | \$168,500 | \$174,000 | + 3.3% |
| \$250,000 | \$258,000 | + 3.2% | \$269,900 | \$285,000 | + 5.6% |
| \$178,000 | \$188,900 | + 6.1% | \$130,001 | \$137,000 | + 5.4% |

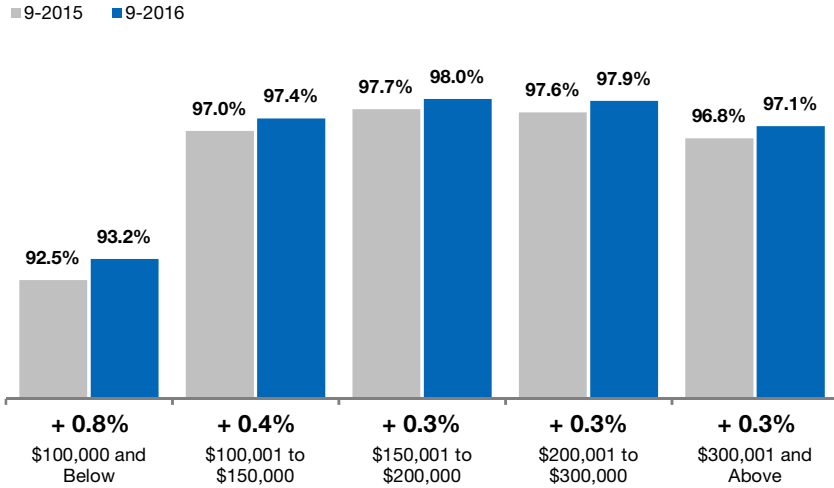
Condos

Percent of List Price Received

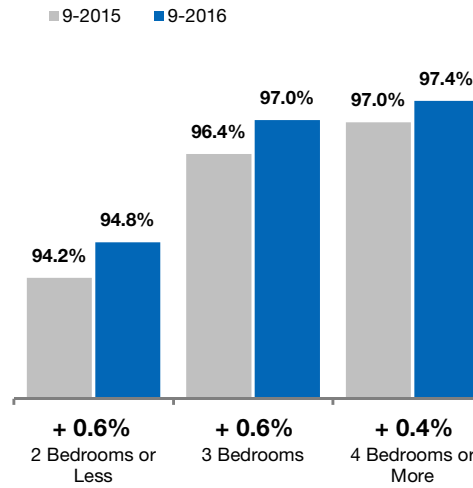
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



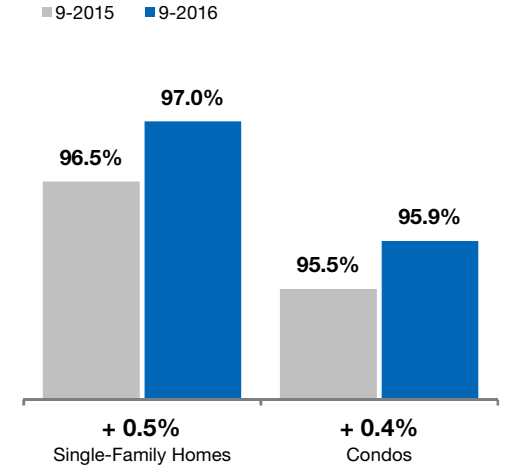
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 9-2015 | 9-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 92.5% | 93.2% | + 0.8% |
| \$100,001 to \$150,000 | 97.0% | 97.4% | + 0.4% |
| \$150,001 to \$200,000 | 97.7% | 98.0% | + 0.3% |
| \$200,001 to \$300,000 | 97.6% | 97.9% | + 0.3% |
| \$300,001 and Above | 96.8% | 97.1% | + 0.3% |
| All Price Ranges | 96.3% | 96.8% | + 0.5% |

Single-Family Homes

| By Price Range | 9-2015 | 9-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 92.2% | 92.9% | + 0.8% |
| \$100,001 to \$150,000 | 97.2% | 97.6% | + 0.4% |
| \$150,001 to \$200,000 | 97.8% | 98.1% | + 0.3% |
| \$200,001 to \$300,000 | 97.7% | 98.0% | + 0.3% |
| \$300,001 and Above | 96.9% | 97.2% | + 0.3% |
| All Price Ranges | 96.5% | 97.0% | + 0.5% |

Condos

| By Price Range | 9-2015 | 9-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 93.7% | 94.0% | + 0.3% |
| \$100,001 to \$150,000 | 96.1% | 96.6% | + 0.5% |
| \$150,001 to \$200,000 | 96.9% | 97.1% | + 0.2% |
| \$200,001 to \$300,000 | 96.5% | 96.6% | + 0.1% |
| \$300,001 and Above | 95.9% | 96.7% | + 0.8% |
| All Price Ranges | 95.5% | 95.9% | + 0.4% |

By Bedroom Count

| By Bedroom Count | 9-2015 | 9-2016 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 94.2% | 94.8% | + 0.6% |
| 3 Bedrooms | 96.4% | 97.0% | + 0.6% |
| 4 Bedrooms or More | 97.0% | 97.4% | + 0.4% |
| All Bedroom Counts | 96.3% | 96.8% | + 0.5% |

| By Bedroom Count | 9-2015 | 9-2016 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 93.2% | 94.2% | + 1.1% |
| 3 Bedrooms | 96.5% | 97.1% | + 0.6% |
| 4 Bedrooms or More | 97.1% | 97.4% | + 0.3% |
| All Bedroom Counts | 96.5% | 97.0% | + 0.5% |

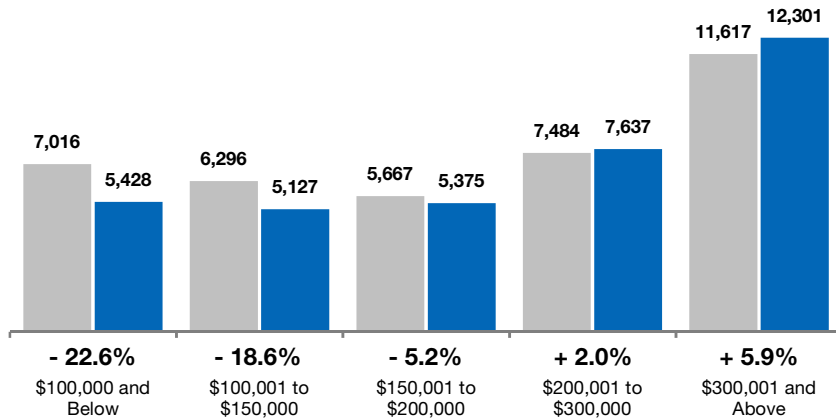
Inventory of Homes for Sale

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



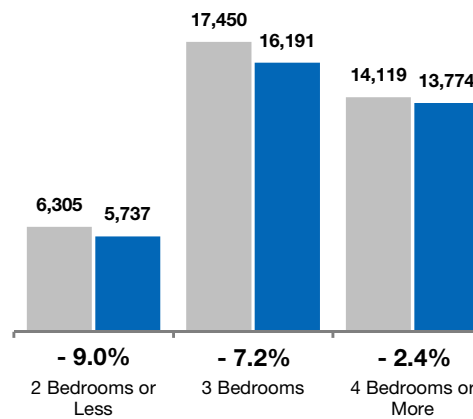
By Price Range

■ 9-2015 ■ 9-2016



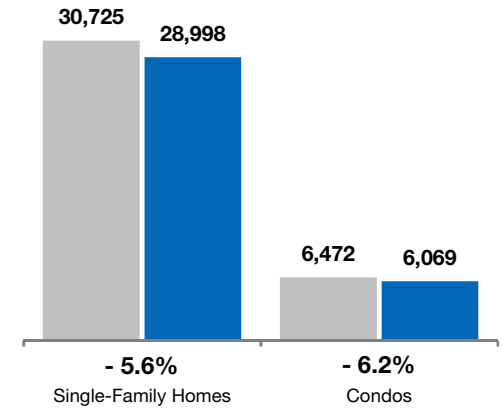
By Bedroom Count

■ 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 | 7,016 | 5,428 | - 22.6% |
| \$100,001 to \$150,000 | 6,296 | 5,127 | - 18.6% |
| \$150,001 to \$200,000 | 5,667 | 5,375 | - 5.2% |
| \$200,001 to \$300,000 | 7,484 | 7,637 | + 2.0% |
| \$300,001 and Above | 11,617 | 12,301 | + 5.9% |
| All Price Ranges | 38,080 | 35,868 | - 5.8% |

Single-Family Homes

| | 9-2015 | 9-2016 | Change |
|--------------------------------|---------------|---------------|---------------|
| 2 Bedrooms or Less | 4,882 | 3,773 | - 22.7% |
| 3 Bedrooms | 4,605 | 3,745 | - 18.7% |
| 4 Bedrooms or More | 4,633 | 4,321 | - 6.7% |
| | 6,460 | 6,470 | + 0.2% |
| | 10,145 | 10,689 | + 5.4% |
| All Single-Family Homes | 30,725 | 28,998 | - 5.6% |

Condos

| | 9-2015 | 9-2016 | Change |
|-------------------|--------------|--------------|---------------|
| | 1,632 | 1,231 | - 24.6% |
| | 1,521 | 1,224 | - 19.5% |
| | 940 | 971 | + 3.3% |
| | 960 | 1,090 | + 13.5% |
| | 1,419 | 1,553 | + 9.4% |
| All Condos | 6,472 | 6,069 | - 6.2% |

By Bedroom Count

| | 9-2015 | 9-2016 | Change |
|---------------------------|---------------|---------------|---------------|
| 2 Bedrooms or Less | 6,305 | 5,737 | - 9.0% |
| 3 Bedrooms | 17,450 | 16,191 | - 7.2% |
| 4 Bedrooms or More | 14,119 | 13,774 | - 2.4% |
| All Bedroom Counts | 38,080 | 35,868 | - 5.8% |

| | 9-2015 | 9-2016 | Change |
|--------------------------------|---------------|---------------|---------------|
| 2 Bedrooms or Less | 2,353 | 2,199 | - 6.5% |
| 3 Bedrooms | 14,780 | 13,579 | - 8.1% |
| 4 Bedrooms or More | 13,591 | 13,220 | - 2.7% |
| All Single-Family Homes | 30,725 | 28,998 | - 5.6% |

| | 9-2015 | 9-2016 | Change |
|-------------------|--------------|--------------|---------------|
| | 3,780 | 3,373 | - 10.8% |
| | 2,184 | 2,186 | + 0.1% |
| | 308 | 347 | + 12.7% |
| All Condos | 6,472 | 6,069 | - 6.2% |

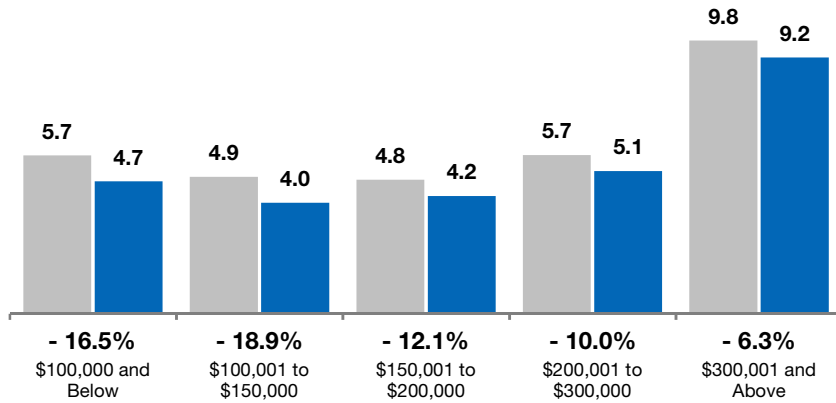
Months Supply of Inventory

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.**



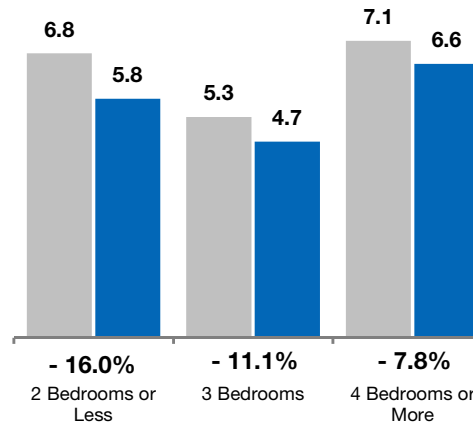
By Price Range

■ 9-2015 ■ 9-2016



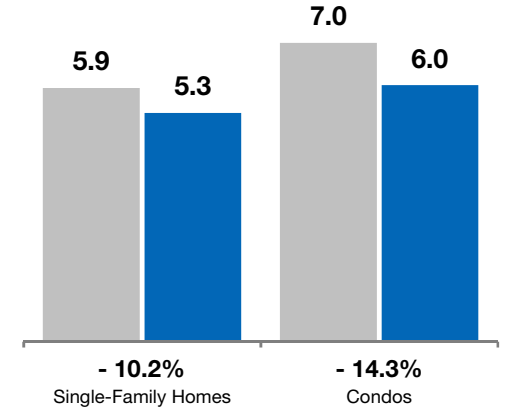
By Bedroom Count

■ 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 | 5.7 | 4.7 | -16.5% |
| \$100,001 to \$150,000 | 4.9 | 4.0 | -18.9% |
| \$150,001 to \$200,000 | 4.8 | 4.2 | -12.1% |
| \$200,001 to \$300,000 | 5.7 | 5.1 | -10.0% |
| \$300,001 and Above | 9.8 | 9.2 | -6.3% |
| All Price Ranges | 6.1 | 5.5 | -9.8% |

Single-Family Homes

| | 9-2015 | 9-2016 | Change |
|---------------------------|------------|------------|--------------|
| 2 Bedrooms or Less | 6.8 | 5.8 | -16.0% |
| 3 Bedrooms | 5.3 | 4.7 | -11.1% |
| 4 Bedrooms or More | 7.1 | 6.6 | -7.8% |
| All Bedroom Counts | 6.1 | 5.5 | -9.8% |

Condos

By Bedroom Count

| | 9-2015 | 9-2016 | Change |
|---------------------------|------------|------------|--------------|
| 2 Bedrooms or Less | 6.8 | 5.8 | -16.0% |
| 3 Bedrooms | 5.3 | 4.7 | -11.1% |
| 4 Bedrooms or More | 7.1 | 6.6 | -7.8% |
| All Bedroom Counts | 6.1 | 5.5 | -9.8% |

| | 9-2015 | 9-2016 | Change |
|---------------------|--------|--------|--------|
| Single-Family Homes | 5.9 | 5.3 | -10.2% |
| Condos | 7.0 | 6.0 | -14.3% |