

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## March 2018

Supply remains low in most markets and categories. Buyer demand continues to show that there is room for growth, but we still have not reached a point where a year-over-year increase in the number of homes for sale can be anticipated. For the 12-month period spanning April 2017 through March 2018, Pending Sales in the Western Upstate region were down 0.9 percent overall. The price range with the largest gain in sales was the \$150,001 to \$200,000 range, where they increased 8.4 percent.

The overall Median Sales Price was up 5.3 percent to \$165,389. The property type with the largest price gain was the Condos segment, where prices increased 9.4 percent to \$122,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 57 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 106 days.

Market-wide, inventory levels were down 5.3 percent. The property type that gained the most inventory was the Condos segment, where it increased 13.6 percent. That amounts to 4.5 months supply for Single-Family homes and 4.9 months supply for Condos.

## Quick Facts

**+ 8.4%**

**+ 6.4%**

**- 0.1%**

Price Range With the Strongest Sales:  
**\$150,001 to \$200,000**

Bedroom Count With Strongest Sales:  
**2 Bedrooms or Less**

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>



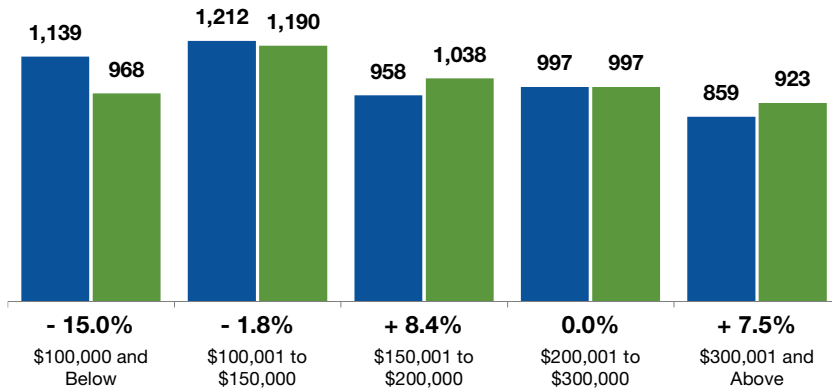
# Pending Sales

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



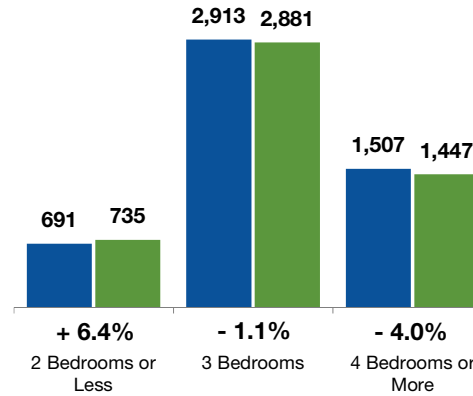
## By Price Range

■ 3-2017 ■ 3-2018



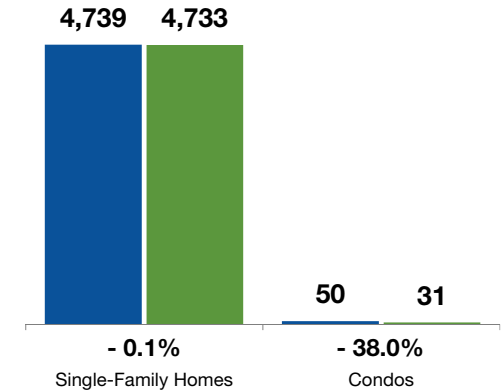
## By Bedroom Count

■ 3-2017 ■ 3-2018



## By Property Type

■ 3-2017 ■ 3-2018



### All Properties

#### By Price Range

	3-2017	3-2018	Change
\$100,000 and Below	1,139	968	- 15.0%
\$100,001 to \$150,000	1,212	1,190	- 1.8%
\$150,001 to \$200,000	958	1,038	+ 8.4%
\$200,001 to \$300,000	997	997	0.0%
\$300,001 and Above	859	923	+ 7.5%
<b>All Price Ranges</b>	<b>5,165</b>	<b>5,116</b>	<b>- 0.9%</b>

### Single-Family Homes

	3-2017	3-2018	Change
2 Bedrooms or Less	1,002	869	- 13.3%
3 Bedrooms	1,049	1,030	- 1.8%
4 Bedrooms or More	918	988	+ 7.6%
	939	953	+ 1.5%
	831	893	+ 7.5%
<b>All Single-Family Homes</b>	<b>4,739</b>	<b>4,733</b>	<b>- 0.1%</b>

### Condos

	3-2017	3-2018	Change
	11	9	- 18.2%
	23	13	- 43.5%
	3	4	+ 33.3%
	12	3	- 75.0%
	1	2	+ 100.0%
<b>All Condos</b>	<b>50</b>	<b>31</b>	<b>- 38.0%</b>

#### By Bedroom Count

	3-2017	3-2018	Change
2 Bedrooms or Less	691	735	+ 6.4%
3 Bedrooms	2,913	2,881	- 1.1%
4 Bedrooms or More	1,507	1,447	- 4.0%
<b>All Bedroom Counts</b>	<b>5,165</b>	<b>5,116</b>	<b>- 0.9%</b>

	3-2017	3-2018	Change
2 Bedrooms or Less	526	560	+ 6.5%
3 Bedrooms	2,751	2,756	+ 0.2%
4 Bedrooms or More	1,413	1,365	- 3.4%
<b>All Single-Family Homes</b>	<b>4,739</b>	<b>4,733</b>	<b>- 0.1%</b>

	3-2017	3-2018	Change
	18	15	- 16.7%
	16	11	- 31.3%
	16	5	- 68.8%
<b>All Condos</b>	<b>50</b>	<b>31</b>	<b>- 38.0%</b>

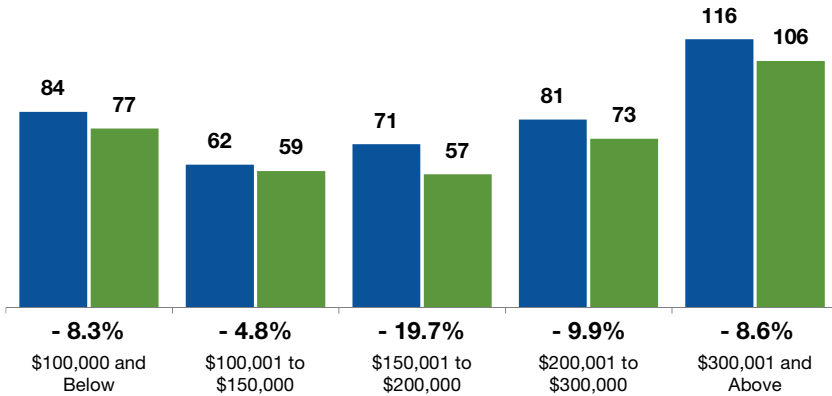
# Days on Market Until Sale

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



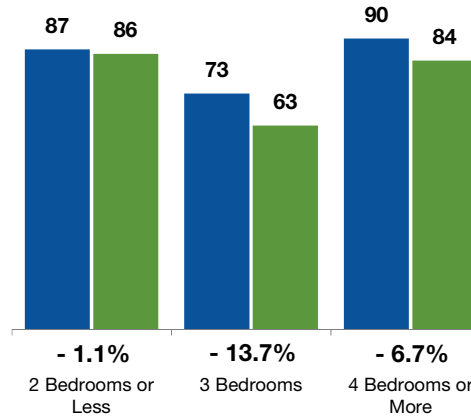
## By Price Range

■ 3-2017 ■ 3-2018



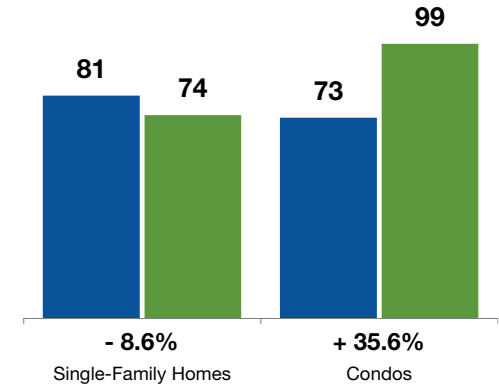
## By Bedroom Count

■ 3-2017 ■ 3-2018



## By Property Type

■ 3-2017 ■ 3-2018



### All Properties

#### By Price Range

	3-2017	3-2018	Change
\$100,000 and Below	84	77	- 8.3%
\$100,001 to \$150,000	62	59	- 4.8%
\$150,001 to \$200,000	71	57	- 19.7%
\$200,001 to \$300,000	81	73	- 9.9%
\$300,001 and Above	116	106	- 8.6%
<b>All Price Ranges</b>	<b>81</b>	<b>73</b>	<b>- 9.9%</b>

### Single-Family Homes

	3-2017	3-2018	Change
2 Bedrooms or Less	83	77	- 7.2%
3 Bedrooms	62	60	- 3.2%
4 Bedrooms or More	70	56	- 20.0%
All Single-Family Homes	81	74	- 8.6%

### Condos

	3-2017	3-2018	Change
Single-Family Homes	123	67	- 45.5%
Condos	7	100	+ 1328.6%
All Condos	86	167	+ 94.2%
<b>All Property Types</b>	<b>73</b>	<b>99</b>	<b>+ 35.6%</b>

#### By Bedroom Count

	3-2017	3-2018	Change
2 Bedrooms or Less	87	86	- 1.1%
3 Bedrooms	73	63	- 13.7%
4 Bedrooms or More	90	84	- 6.7%
<b>All Bedroom Counts</b>	<b>81</b>	<b>73</b>	<b>- 9.9%</b>

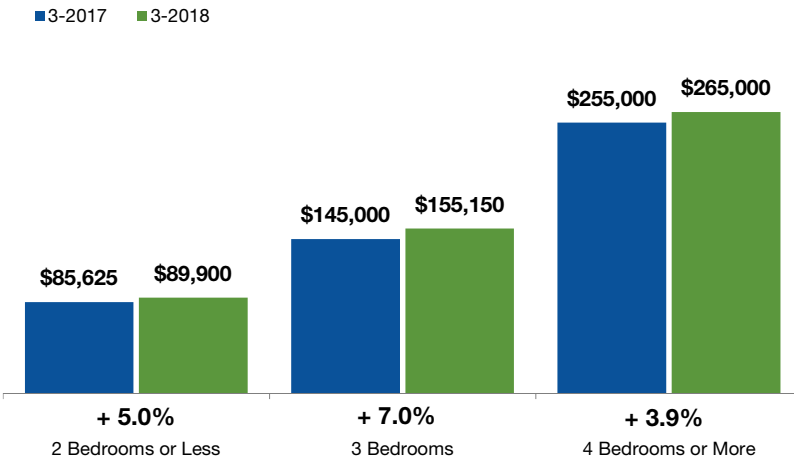
	3-2017	3-2018	Change
2 Bedrooms or Less	89	88	- 1.1%
3 Bedrooms	72	63	- 12.5%
4 Bedrooms or More	92	87	- 5.4%
<b>All Bedroom Counts</b>	<b>81</b>	<b>74</b>	<b>- 8.6%</b>

# Median Sales Price

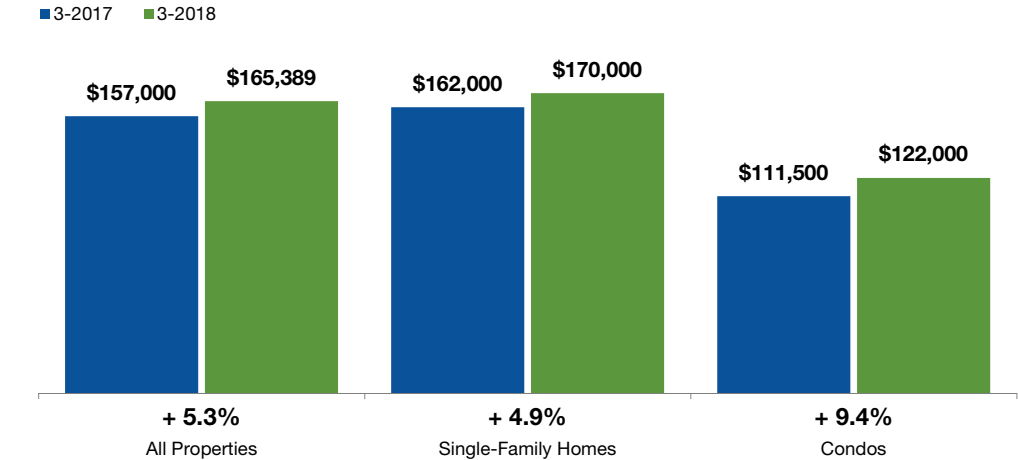
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

By Bedroom Count	3-2017	3-2018	Change
2 Bedrooms or Less	\$85,625	\$89,900	+ 5.0%
3 Bedrooms	\$145,000	\$155,150	+ 7.0%
4 Bedrooms or More	\$255,000	\$265,000	+ 3.9%
<b>All Bedroom Counts</b>	<b>\$157,000</b>	<b>\$165,389</b>	<b>+ 5.3%</b>

### Single-Family Homes

3-2017	3-2018	Change	3-2017	3-2018	Change
\$83,000	\$85,000	+ 2.4%	\$91,750	\$116,000	+ 26.4%
\$145,000	\$155,900	+ 7.5%	\$131,000	\$141,550	+ 8.1%
\$259,900	\$272,000	+ 4.7%	\$110,000	\$121,568	+ 10.5%
<b>\$162,000</b>	<b>\$170,000</b>	<b>+ 4.9%</b>	<b>\$111,500</b>	<b>\$122,000</b>	<b>+ 9.4%</b>

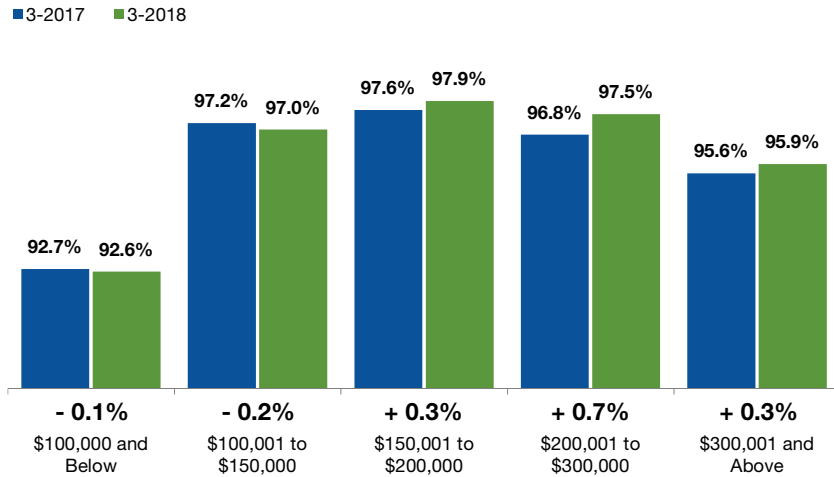
### Condos

# Percent of List Price Received

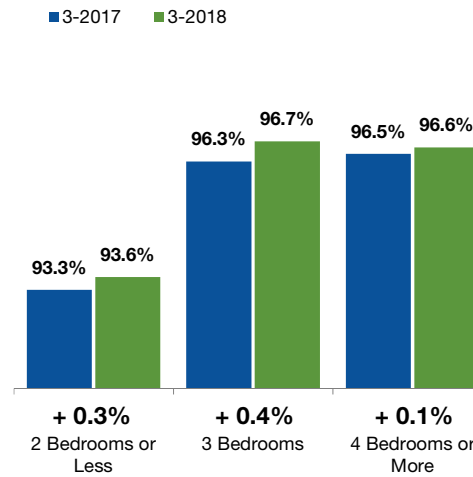
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



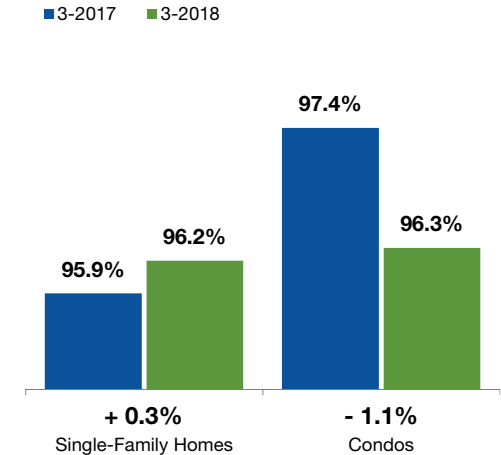
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	3-2017	3-2018	Change
\$100,000 and Below	92.7%	92.6%	- 0.1%
\$100,001 to \$150,000	97.2%	97.0%	- 0.2%
\$150,001 to \$200,000	97.6%	97.9%	+ 0.3%
\$200,001 to \$300,000	96.8%	97.5%	+ 0.7%
\$300,001 and Above	95.6%	95.9%	+ 0.3%
<b>All Price Ranges</b>	<b>95.9%</b>	<b>96.2%</b>	<b>+ 0.3%</b>

### Single-Family Homes

3-2017	3-2018	Change
92.4%	92.3%	- 0.1%
97.2%	97.1%	- 0.1%
97.6%	97.9%	+ 0.3%
96.7%	97.4%	+ 0.7%
95.6%	95.9%	+ 0.3%
<b>95.9%</b>	<b>96.2%</b>	<b>+ 0.3%</b>

### Condos

3-2017	3-2018	Change
94.8%	92.8%	- 2.1%
98.9%	96.9%	- 2.0%
96.7%	97.0%	+ 0.3%
97.6%	98.2%	+ 0.6%
97.4%	0.0%	- 100.0%
<b>97.4%</b>	<b>96.3%</b>	<b>- 1.1%</b>

## By Bedroom Count

By Bedroom Count	3-2017	3-2018	Change
2 Bedrooms or Less	93.3%	93.6%	+ 0.3%
3 Bedrooms	96.3%	96.7%	+ 0.4%
4 Bedrooms or More	96.5%	96.6%	+ 0.1%
<b>All Bedroom Counts</b>	<b>95.9%</b>	<b>96.2%</b>	<b>+ 0.3%</b>

3-2017	3-2018	Change	3-2017	3-2018	Change
92.6%	92.9%	+ 0.3%	96.0%	96.0%	0.0%
96.3%	96.7%	+ 0.4%	97.4%	95.9%	- 1.5%
96.4%	96.5%	+ 0.1%	98.2%	97.4%	- 0.8%
<b>95.9%</b>	<b>96.2%</b>	<b>+ 0.3%</b>	<b>97.4%</b>	<b>96.3%</b>	<b>- 1.1%</b>

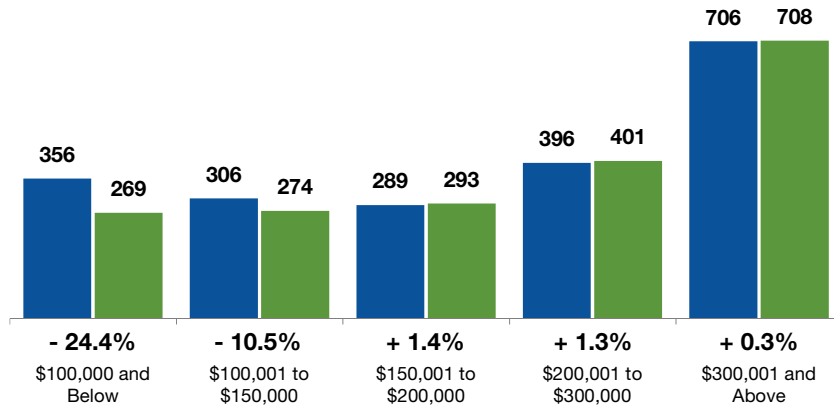
# Inventory of Homes for Sale

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



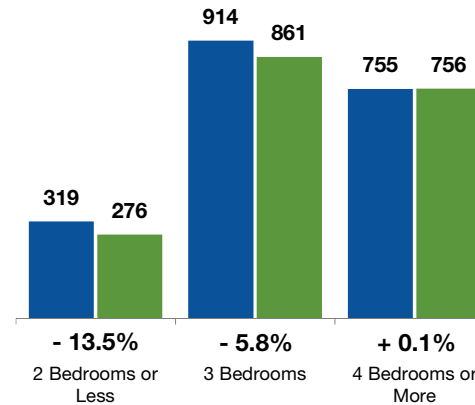
## By Price Range

■ 3-2017 ■ 3-2018



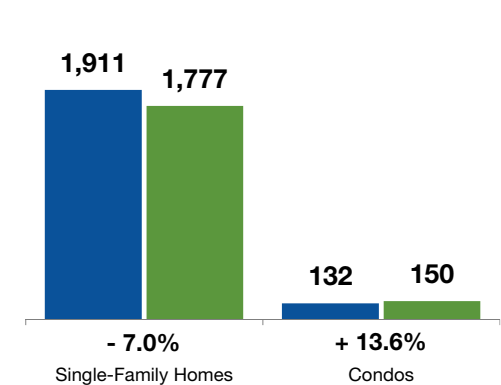
## By Bedroom Count

■ 3-2017 ■ 3-2018



## By Property Type

■ 3-2017 ■ 3-2018



### All Properties

By Price Range	3-2017	3-2018	Change
\$100,000 and Below	356	269	- 24.4%
\$100,001 to \$150,000	306	274	- 10.5%
\$150,001 to \$200,000	289	293	+ 1.4%
\$200,001 to \$300,000	396	401	+ 1.3%
\$300,001 and Above	706	708	+ 0.3%
<b>All Price Ranges</b>	<b>2,053</b>	<b>1,945</b>	<b>- 5.3%</b>

### Single-Family Homes

3-2017	3-2018	Change	3-2017	3-2018	Change
315	211	- 33.0%	40	49	+ 22.5%
271	225	- 17.0%	30	44	+ 46.7%
258	270	+ 4.7%	29	23	- 20.7%
375	374	- 0.3%	19	25	+ 31.6%
692	697	+ 0.7%	14	9	- 35.7%
<b>1,911</b>	<b>1,777</b>	<b>- 7.0%</b>	<b>132</b>	<b>150</b>	<b>+ 13.6%</b>

### Condos

By Bedroom Count	3-2017	3-2018	Change
2 Bedrooms or Less	319	276	- 13.5%
3 Bedrooms	914	861	- 5.8%
4 Bedrooms or More	755	756	+ 0.1%
<b>All Bedroom Counts</b>	<b>2,053</b>	<b>1,945</b>	<b>- 5.3%</b>

3-2017	3-2018	Change	3-2017	3-2018	Change
242	202	- 16.5%	72	62	- 13.9%
863	800	- 7.3%	48	57	+ 18.8%
741	724	- 2.3%	12	31	+ 158.3%
<b>1,911</b>	<b>1,777</b>	<b>- 7.0%</b>	<b>132</b>	<b>150</b>	<b>+ 13.6%</b>

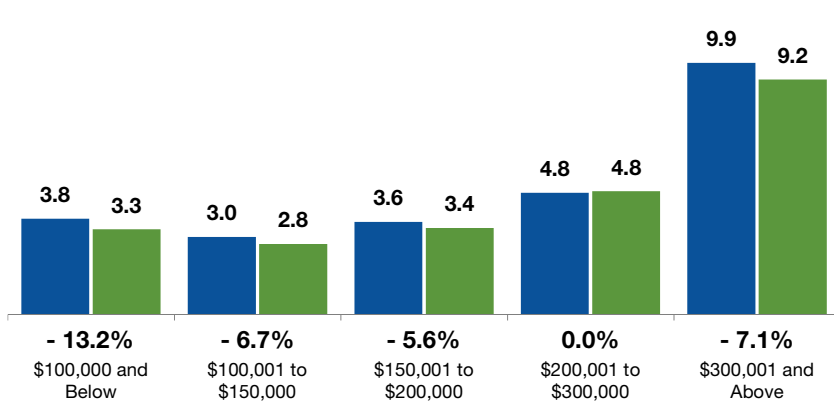
# Months Supply of Inventory

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.**



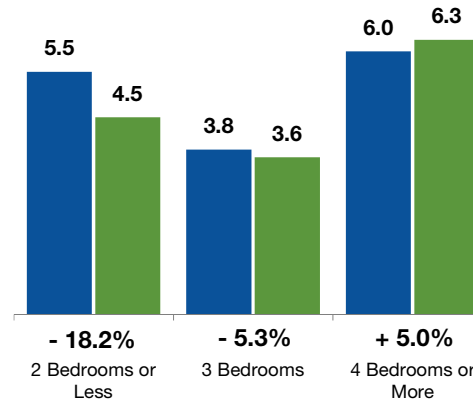
## By Price Range

■ 3-2017 ■ 3-2018



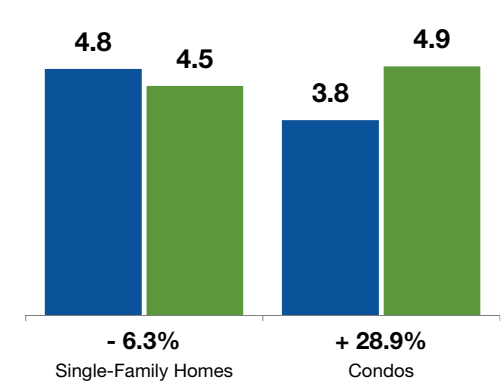
## By Bedroom Count

■ 3-2017 ■ 3-2018



## By Property Type

■ 3-2017 ■ 3-2018



### All Properties

By Price Range	3-2017	3-2018	Change
\$100,000 and Below	3.8	3.3	-13.2%
\$100,001 to \$150,000	3.0	2.8	-6.7%
\$150,001 to \$200,000	3.6	3.4	-5.6%
\$200,001 to \$300,000	4.8	4.8	0.0%
\$300,001 and Above	9.9	9.2	-7.1%
<b>All Price Ranges</b>	<b>4.8</b>	<b>4.6</b>	<b>-4.2%</b>

### Single-Family Homes

3-2017	3-2018	Change
3.8	2.9	-23.7%
3.1	2.6	-16.1%
3.4	3.3	-2.9%
4.8	4.7	-2.1%
10.0	9.4	-6.0%
<b>4.8</b>	<b>4.5</b>	<b>-6.3%</b>

### Condos

3-2017	3-2018	Change
3.6	6.3	+75.0%
2.3	3.4	+47.8%
9.2	5.1	-44.6%
3.9	6.4	+64.1%
5.4	3.2	-40.7%
<b>3.8</b>	<b>4.9</b>	<b>+28.9%</b>

## By Bedroom Count

3-2017	3-2018	Change
5.5	4.5	-18.2%
3.8	3.6	-5.3%
6.0	6.3	+5.0%
<b>4.8</b>	<b>4.6</b>	<b>-4.2%</b>

3-2017	3-2018	Change
5.5	4.3	-21.8%
3.8	3.5	-7.9%
6.3	6.4	+1.6%
<b>4.8</b>	<b>4.5</b>	<b>-6.3%</b>