

# Monthly Indicators



## October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings were up 7.1 percent to 1,701. Pending Sales decreased 39.9 percent to 669. Inventory shrank 14.9 percent to 3,633 units.

Prices moved higher as Median Sales Price was up 12.3 percent to \$244,739. Days on Market decreased 4.0 percent to 48 days. Months Supply of Inventory was down 19.4 percent to 2.9 months, indicating that demand increased relative to supply.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Quick Facts

**+ 21.2%**      **+ 12.3%**      **- 19.4%**

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 Greater Greenville 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.



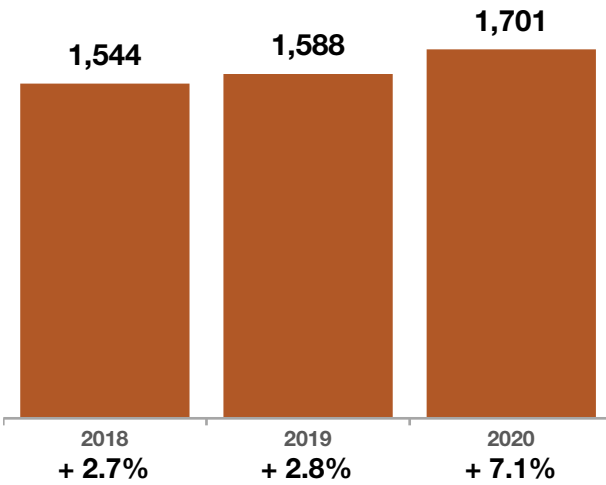
Key Metrics	Historical Sparkbars			10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	10-2018	10-2019	10-2020						
New Listings				1,588	<b>1,701</b>	+ 7.1%	17,367	<b>16,608</b>	- 4.4%
Pending Sales				1,114	<b>669</b>	- 39.9%	12,898	<b>13,354</b>	+ 3.5%
Closed Sales				1,239	<b>1,502</b>	+ 21.2%	12,378	<b>13,357</b>	+ 7.9%
Days on Market				50	<b>48</b>	- 4.0%	53	<b>55</b>	+ 3.8%
Median Sales Price				\$218,000	<b>\$244,739</b>	+ 12.3%	\$217,000	<b>\$231,440</b>	+ 6.7%
Average Sales Price				\$257,376	<b>\$300,420</b>	+ 16.7%	\$251,910	<b>\$275,051</b>	+ 9.2%
Pct. of List Price Received				97.9%	<b>98.6%</b>	+ 0.7%	98.1%	<b>98.4%</b>	+ 0.3%
Housing Affordability Index				109	<b>97</b>	- 11.0%	109	<b>102</b>	- 6.4%
Inventory of Homes for Sale				4,269	<b>3,633</b>	- 14.9%	--	<b>--</b>	--
Months Supply of Inventory				3.6	<b>2.9</b>	- 19.4%	--	<b>--</b>	--

# New Listings

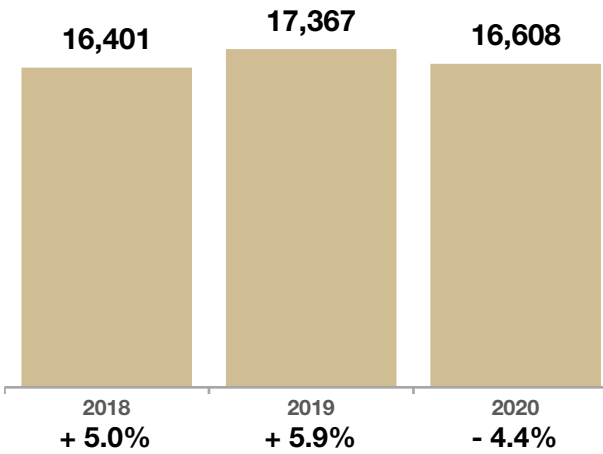
A count of the properties that have been newly listed on the market in a given month.



## October

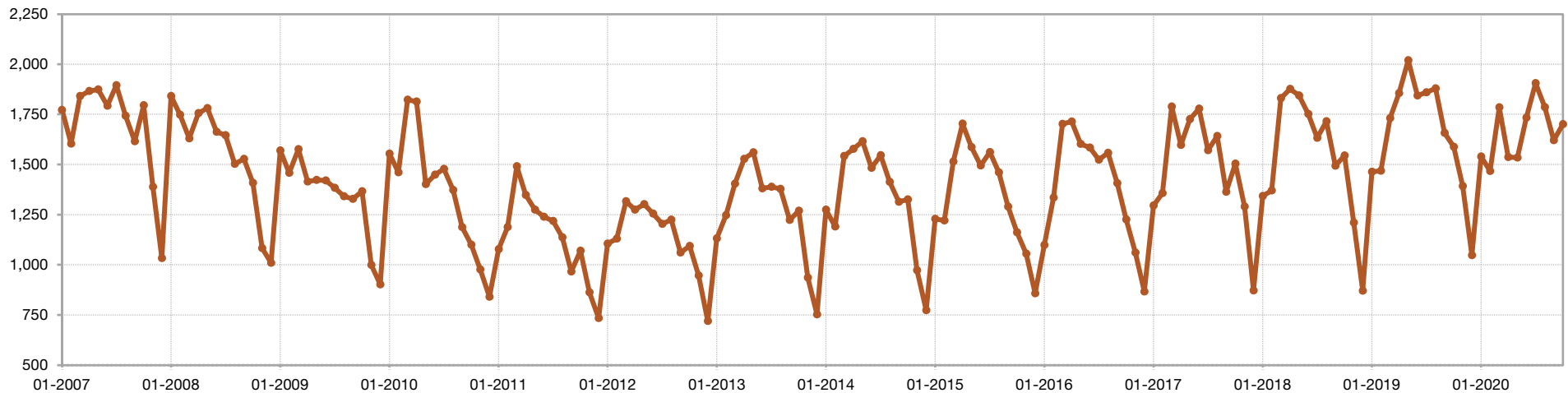


## Year to Date



	New Listings	Prior Year	Percent Change
November 2019	1,393	1,210	+15.1%
December 2019	1,048	871	+20.3%
January 2020	1,539	1,463	+5.2%
February 2020	1,467	1,469	-0.1%
March 2020	1,785	1,731	+3.1%
April 2020	1,537	1,856	-17.2%
May 2020	1,534	2,020	-24.1%
June 2020	1,734	1,844	-6.0%
July 2020	1,905	1,859	+2.5%
August 2020	1,786	1,879	-4.9%
September 2020	1,620	1,658	-2.3%
<b>October 2020</b>	<b>1,701</b>	<b>1,588</b>	<b>+7.1%</b>
12-Month Avg	1,587	1,621	-2.1%

## Historical New Listings by Month

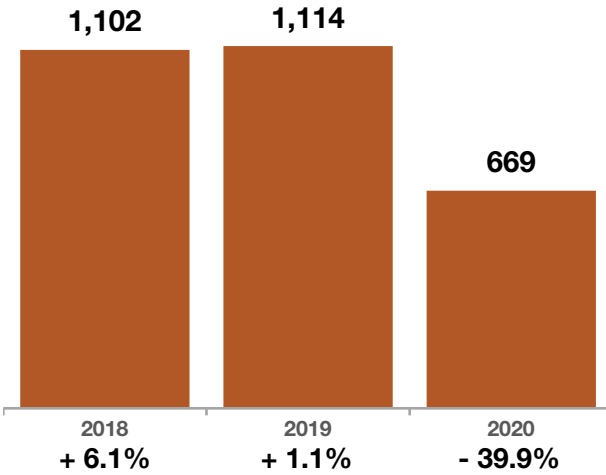


# Pending Sales

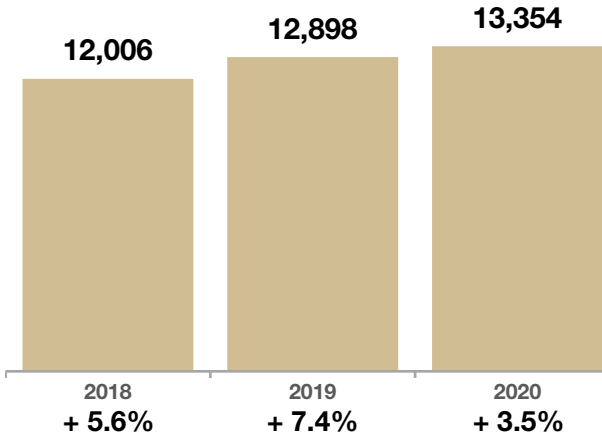
A count of the properties on which offers have been accepted in a given month.



## October

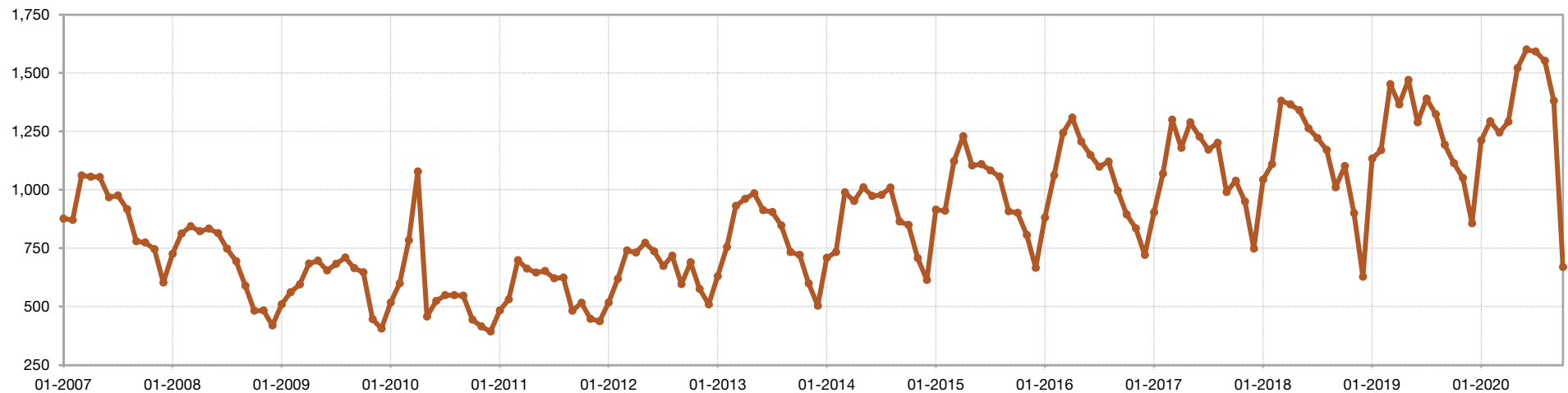


## Year to Date



	Pending Sales	Prior Year	Percent Change
November 2019	1,051	900	+16.8%
December 2019	856	628	+36.3%
January 2020	1,211	1,133	+6.9%
February 2020	1,293	1,169	+10.6%
March 2020	1,245	1,452	-14.3%
April 2020	1,291	1,365	-5.4%
May 2020	1,521	1,470	+3.5%
June 2020	1,600	1,288	+24.2%
July 2020	1,591	1,390	+14.5%
August 2020	1,552	1,324	+17.2%
September 2020	1,381	1,193	+15.8%
<b>October 2020</b>	<b>669</b>	<b>1,114</b>	<b>-39.9%</b>
12-Month Avg	1,272	1,202	+5.8%

## Historical Pending Sales by Month

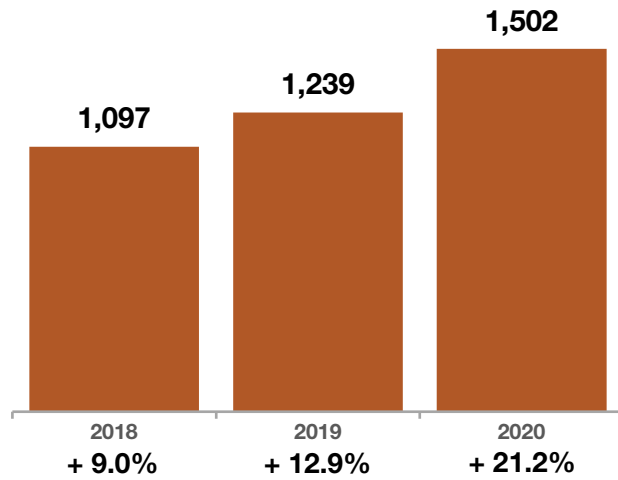


# Closed Sales

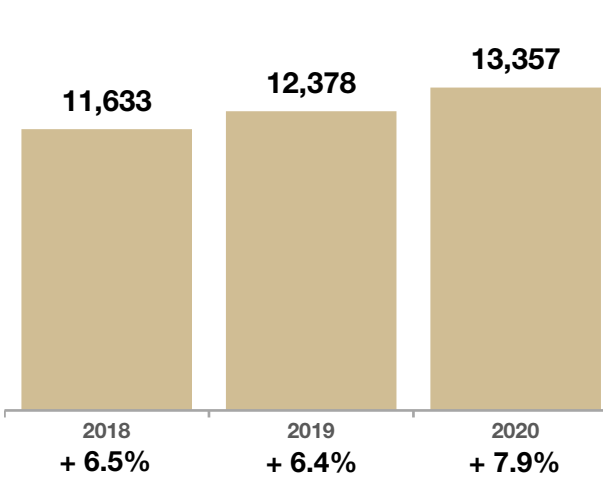
A count of the actual sales that closed in a given month.



## October

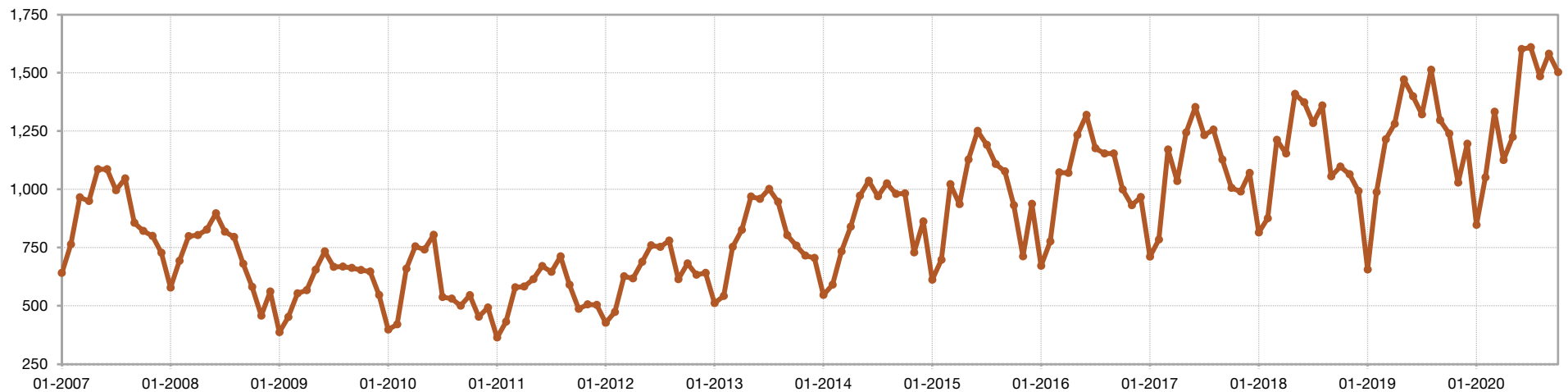


## Year to Date



	Closed Sales	Prior Year	Percent Change
November 2019	1,028	1,065	-3.5%
December 2019	1,195	992	+20.5%
January 2020	847	656	+29.1%
February 2020	1,051	988	+6.4%
March 2020	1,332	1,214	+9.7%
April 2020	1,125	1,281	-12.2%
May 2020	1,224	1,471	-16.8%
June 2020	1,602	1,399	+14.5%
July 2020	1,609	1,321	+21.8%
August 2020	1,484	1,513	-1.9%
September 2020	1,581	1,296	+22.0%
<b>October 2020</b>	<b>1,502</b>	<b>1,239</b>	<b>+21.2%</b>
12-Month Avg	1,298	1,203	+7.9%

## Historical Closed Sales by Month

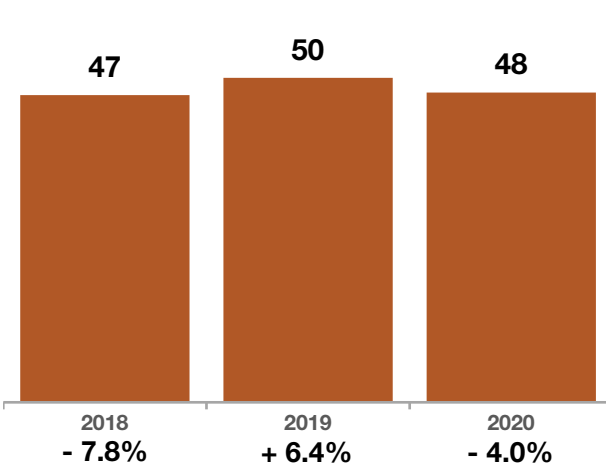


# Days on Market Until Sale

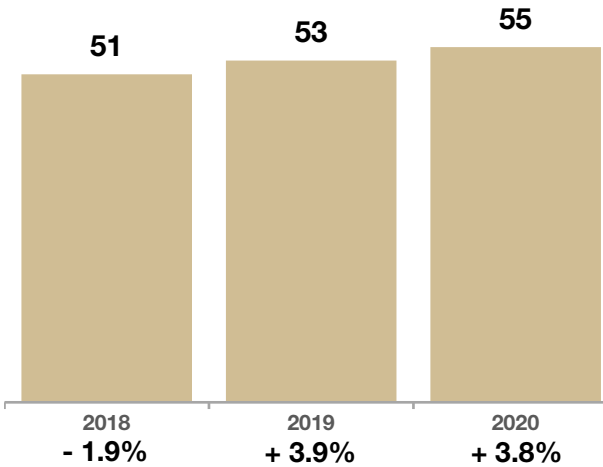
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



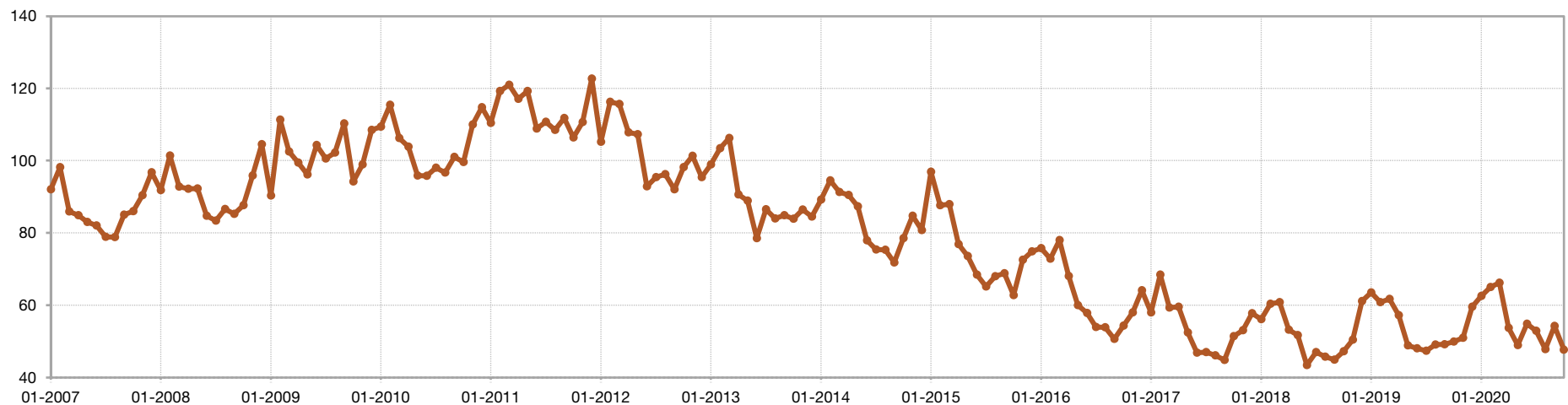
## Year to Date



	Days on Market	Prior Year	Percent Change
November 2019	51	50	+2.0%
December 2019	60	61	-1.6%
January 2020	63	64	-1.6%
February 2020	65	61	+6.6%
March 2020	66	62	+6.5%
April 2020	54	57	-5.3%
May 2020	49	49	0.0%
June 2020	55	48	+14.6%
July 2020	53	47	+12.8%
August 2020	48	49	-2.0%
September 2020	54	49	+10.2%
<b>October 2020</b>	<b>48</b>	<b>50</b>	<b>-4.0%</b>
12-Month Avg*	55	53	+3.8%

\* Average Days on Market of all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

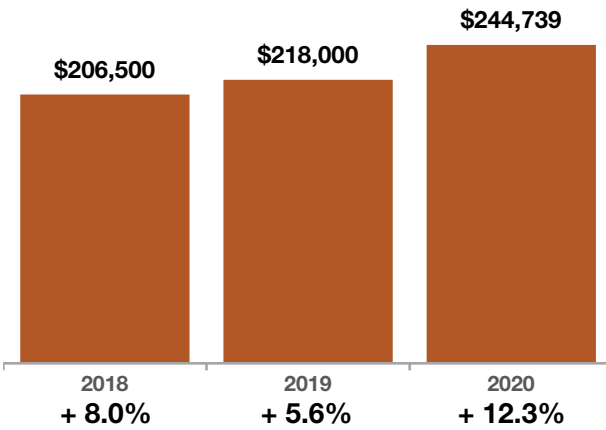


# Median Sales Price

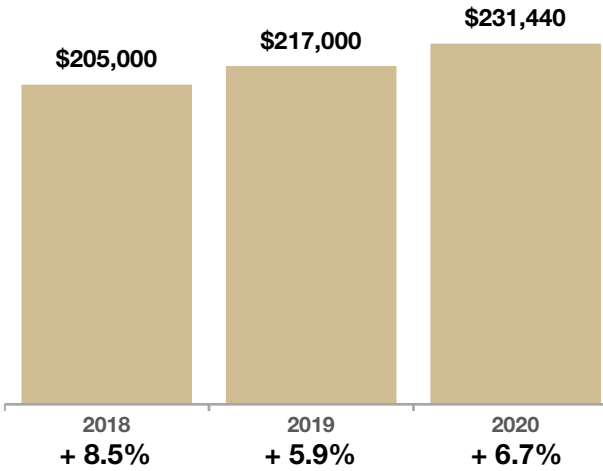
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



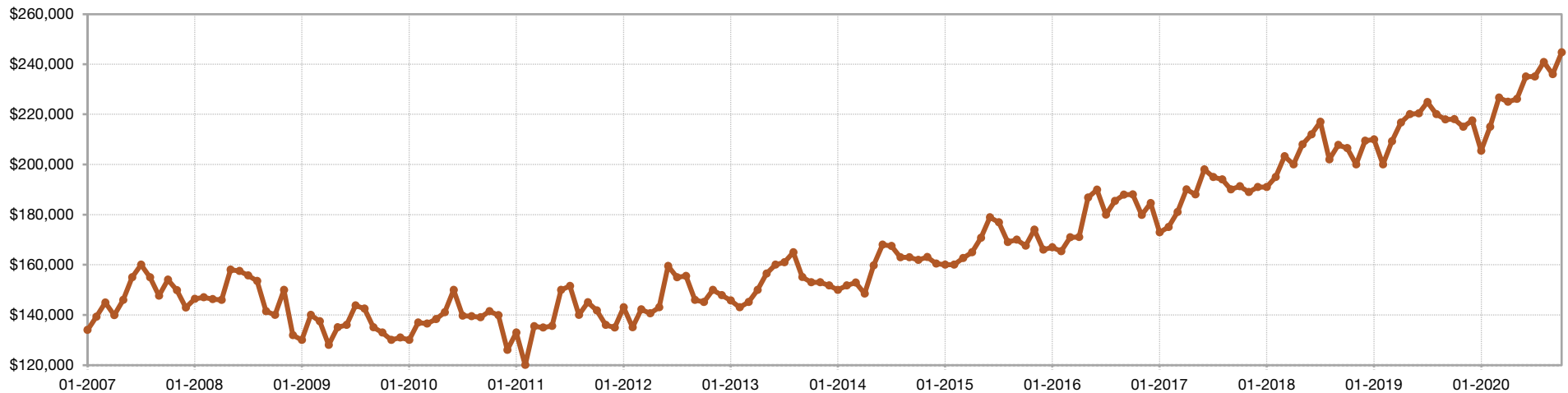
## Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2019	\$215,000	\$200,000	+7.5%
December 2019	\$217,500	\$209,450	+3.8%
January 2020	\$205,500	\$210,000	-2.1%
February 2020	\$215,000	\$200,000	+7.5%
March 2020	\$226,700	\$209,250	+8.3%
April 2020	\$225,000	\$216,723	+3.8%
May 2020	\$226,175	\$220,000	+2.8%
June 2020	\$235,000	\$220,321	+6.7%
July 2020	\$235,000	\$224,900	+4.5%
August 2020	\$240,797	\$220,000	+9.5%
September 2020	\$235,990	\$217,975	+8.3%
<b>October 2020</b>	<b>\$244,739</b>	<b>\$218,000</b>	<b>+12.3%</b>
12-Month Med*	\$229,900	\$215,000	+6.9%

\* Median Sales Price of all properties from November 2019 through October 2020. This is not the median of the individual figures above.

## Historical Median Sales Price by Month

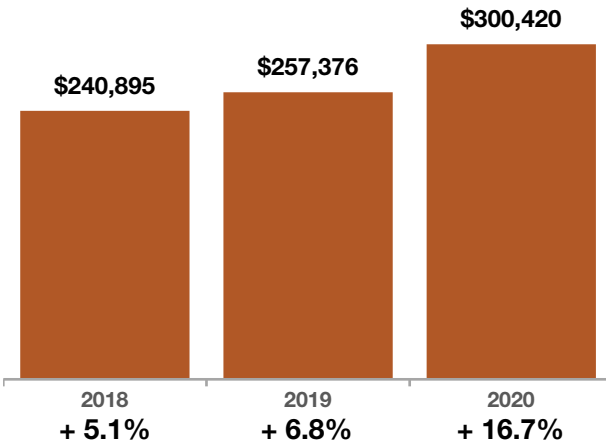


# Average Sales Price

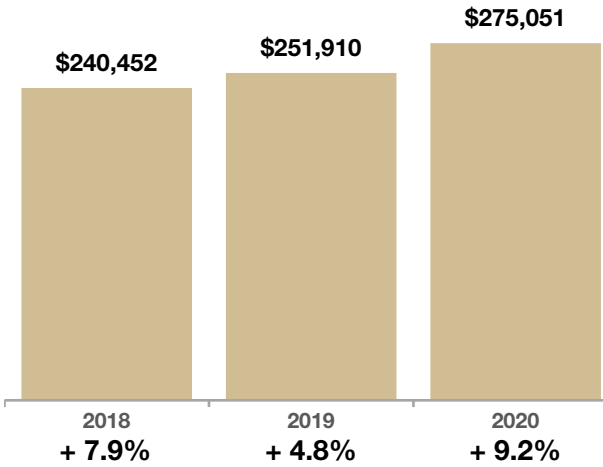
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



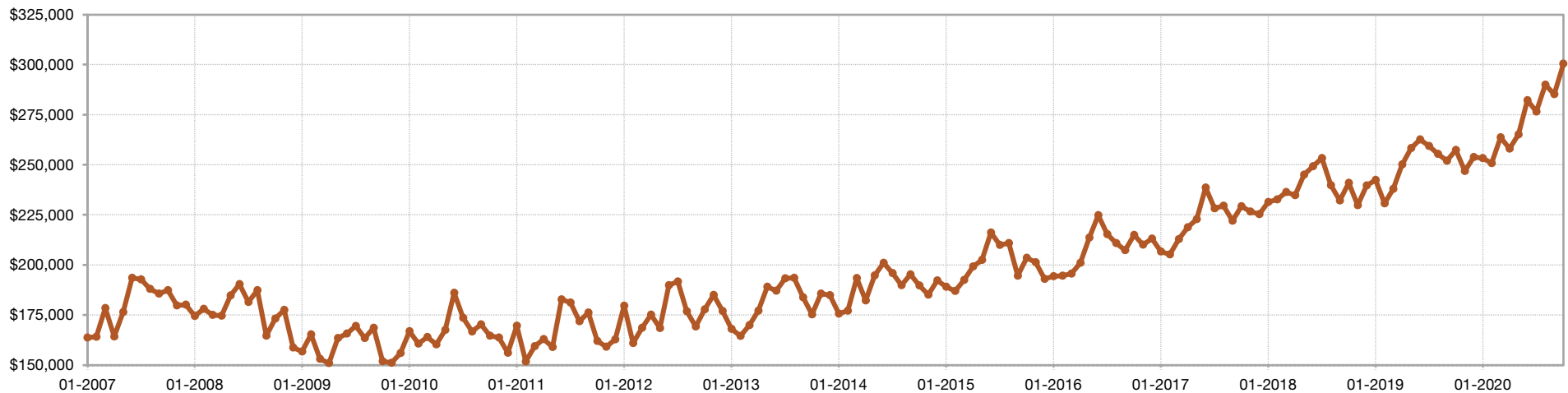
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2019	\$246,929	\$229,762	+7.5%
December 2019	\$253,882	\$239,576	+6.0%
January 2020	\$253,355	\$242,342	+4.5%
February 2020	\$250,810	\$230,715	+8.7%
March 2020	\$263,649	\$237,982	+10.8%
April 2020	\$257,980	\$250,113	+3.1%
May 2020	\$265,146	\$258,335	+2.6%
June 2020	\$282,235	\$262,591	+7.5%
July 2020	\$276,579	\$259,308	+6.7%
August 2020	\$290,000	\$255,467	+13.5%
September 2020	\$285,208	\$251,992	+13.2%
<b>October 2020</b>	<b>\$300,420</b>	<b>\$257,376</b>	<b>+16.7%</b>
12-Month Avg*	\$268,849	\$247,963	+8.4%

\* Avg. Sales Price of all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



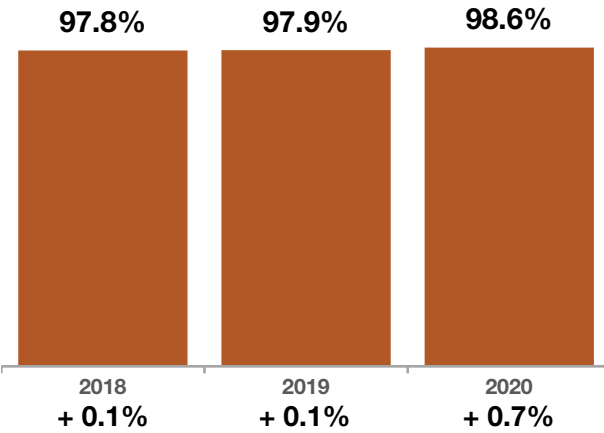


# Percent of List Price Received

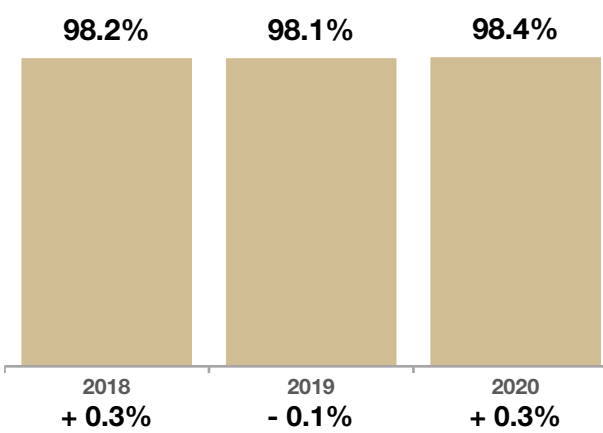
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



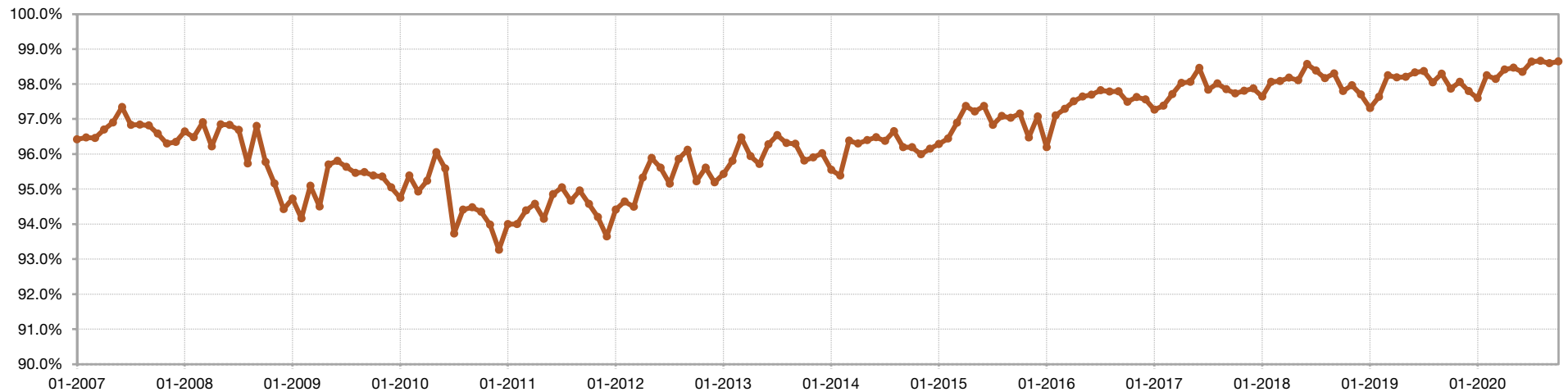
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
November 2019	98.1%	98.0%	+0.1%
December 2019	97.8%	97.7%	+0.1%
January 2020	97.6%	97.3%	+0.3%
February 2020	98.2%	97.6%	+0.6%
March 2020	98.1%	98.3%	-0.2%
April 2020	98.4%	98.2%	+0.2%
May 2020	98.5%	98.2%	+0.3%
June 2020	98.3%	98.3%	0.0%
July 2020	98.6%	98.4%	+0.2%
August 2020	98.7%	98.0%	+0.7%
September 2020	98.6%	98.3%	+0.3%
<b>October 2020</b>	<b>98.6%</b>	<b>97.9%</b>	<b>+0.7%</b>
12-Month Avg*	98.3%	98.1%	+0.2%

\* Average Pct. of List Price Received for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

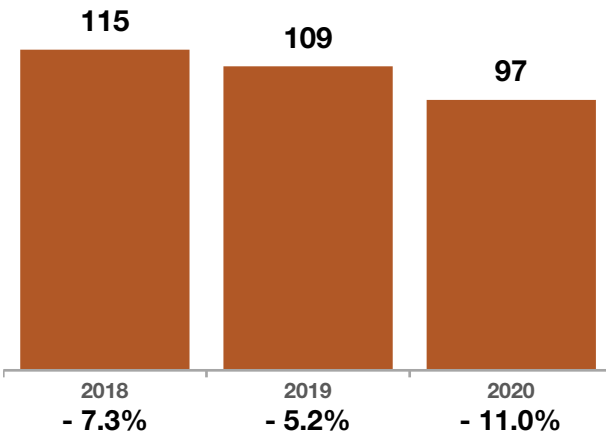


# Housing Affordability Index

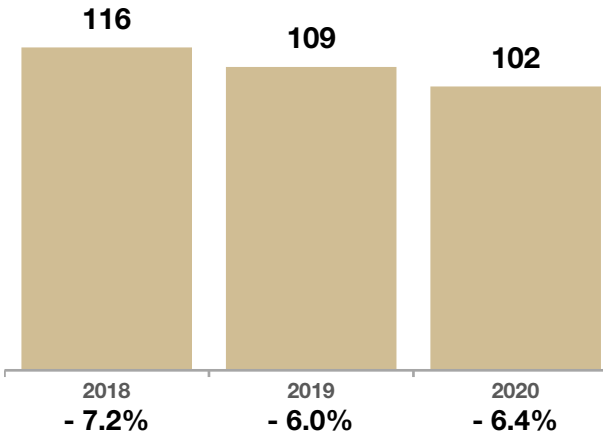
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October



## Year to Date



	Affordability Index	Prior Year	Percent Change
November 2019	110	118	-6.8%
December 2019	109	113	-3.5%
January 2020	115	113	+1.8%
February 2020	110	118	-6.8%
March 2020	104	113	-8.0%
April 2020	105	109	-3.7%
May 2020	105	108	-2.8%
June 2020	101	108	-6.5%
July 2020	101	105	-3.8%
August 2020	98	108	-9.3%
September 2020	100	109	-8.3%
<b>October 2020</b>	<b>97</b>	<b>109</b>	<b>-11.0%</b>
12-Month Avg	105	111	-5.7%

## Historical Housing Affordability Index by Month

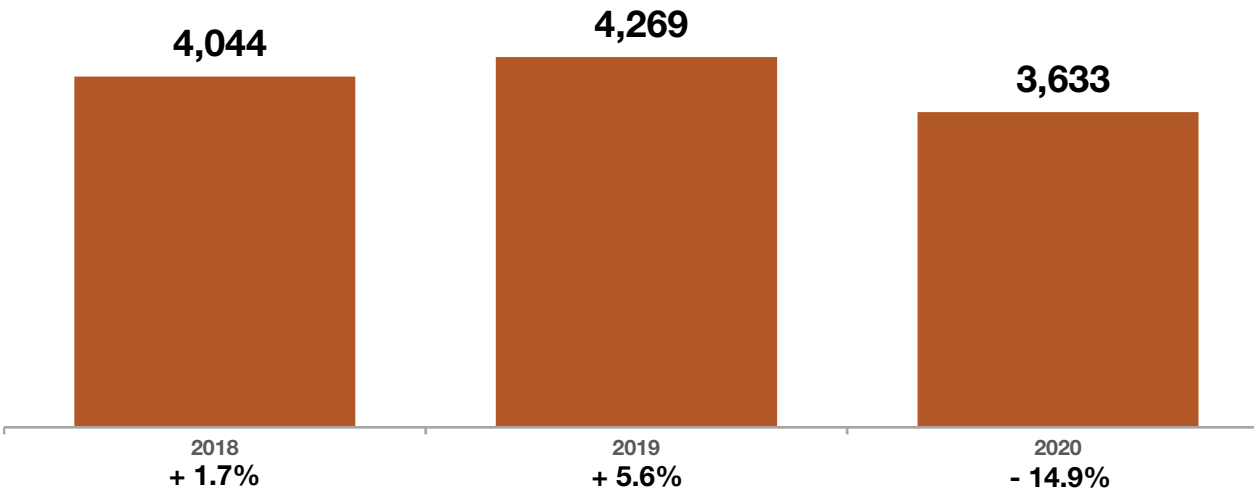


# Inventory of Homes for Sale

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



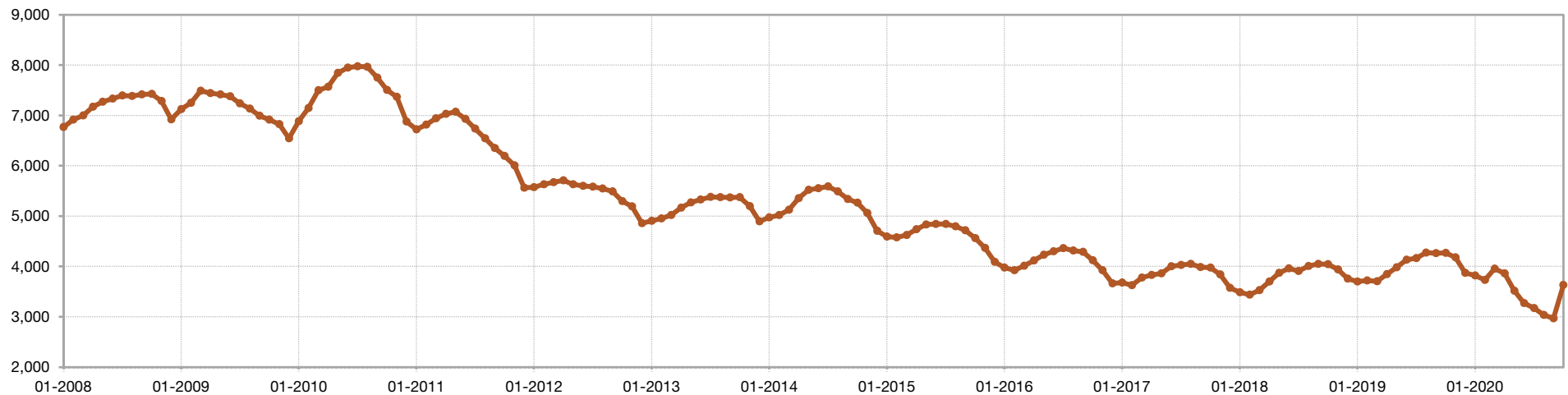
## October



	Homes for Sale	Prior Year	Percent Change
November 2019	4,177	3,938	+6.1%
December 2019	3,871	3,758	+3.0%
January 2020	3,818	3,701	+3.2%
February 2020	3,732	3,718	+0.4%
March 2020	3,955	3,702	+6.8%
April 2020	3,858	3,847	+0.3%
May 2020	3,517	3,979	-11.6%
June 2020	3,273	4,132	-20.8%
July 2020	3,169	4,165	-23.9%
August 2020	3,035	4,275	-29.0%
September 2020	2,970	4,261	-30.3%
<b>October 2020</b>	<b>3,633</b>	<b>4,269</b>	<b>-14.9%</b>
12-Month Avg*	3,584	4,265	-16.0%

\* Homes for Sale for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

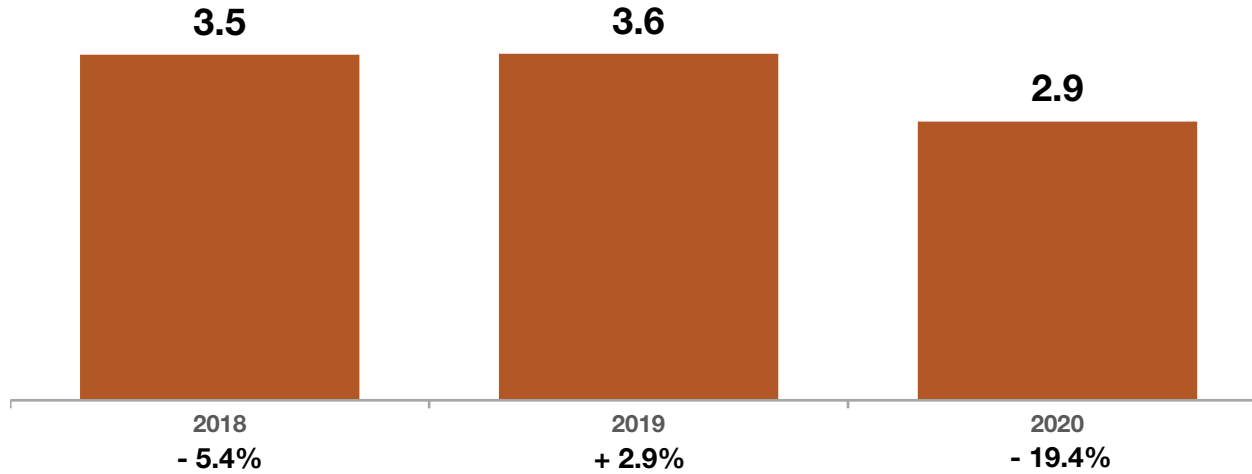


# Months Supply of Inventory

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.



## October



Months Supply		Prior Year	Percent Change
November 2019	3.4	3.5	-2.9%
December 2019	3.1	3.3	-6.1%
January 2020	3.1	3.3	-6.1%
February 2020	3.0	3.3	-9.1%
March 2020	3.2	3.2	0.0%
April 2020	3.1	3.4	-8.8%
May 2020	2.9	3.4	-14.7%
June 2020	2.6	3.6	-27.8%
July 2020	2.5	3.6	-30.6%
August 2020	2.3	3.6	-36.1%
September 2020	2.3	3.5	-34.3%
<b>October 2020</b>	<b>2.9</b>	<b>3.6</b>	<b>-19.4%</b>
12-Month Avg*	2.9	3.4	-14.7%

\* Months Supply for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

