Monthly Indicators





May 2012

Combined with strong sales, the recent drop in listing activity has translated into competing bids on existing inventory and modest price gains in select neighborhoods. Informed sellers have noticed homes selling quicker and for closer to asking price. Home searches are turning up far fewer results than in recent years. National headlines mask regional variability. With fewer distressed properties selling, prices are effectively "melting up" due to less downward pressure. Locally, May had some ups and downs.

New Listings in the Greater Greenville region decreased 1.3 percent to 1,266. Pending Sales were down 40.9 percent to 383. Inventory levels shrank 13.6 percent to 6,351 units.

Prices moved higher. The Median Sales Price increased 3.6 percent to \$143,000. Days on Market was down 10.0 percent to 107 days. The supply-demand balance stabilized as Months Supply of Inventory was down 15.0 percent to 11.6 months.

In economic news, May's jobs report was disappointing, and there's a growing concern about the pace of domestic growth. Last month was also unsettling for investors, prompting some to hunt for better returns in the housing market. This forces other consumers up the price ladder. In politics, the Senate approved a 60-day National Flood Insurance Program extension. But with campaign season upon us, major housingrelated bills or policy shifts are unlikely.

Ouick Facts

+ 8.1%		+ 3.6%	- 13.6%	
	Change in Closed Sales	Change in Median Sales Price	Change in Inventory	
	Market Overvie	w	;	2
	New Listings		;	3
	Pending Sales			4
	Closed Sales		+	5
	Days On Marke	et Until Sale	(6
	Median Sales F	Price		7
	Average Sales	Price		8
	Percent of List	Price Received		9
	Housing Afford	ability Index	1	0
	Inventory of Ho	mes for Sale	1	1
	Months Supply	of Inventory	1:	2

Click on desired metric to jump to that page.



Market Overview

Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparklines	5-2011	5-2012	+/-	YTD 2011	YTD 2012	+/-
New Listings	5-2019 5-2010 5-2011 5-2012	1,283	1,266	- 1.3%	6,404	6,052	- 5.5%
Pending Sales	5-2019 5-2010 5-2011 5-2012	648	383	- 40.9%	3,031	2,774	- 8.5%
Closed Sales	5-2009 5-2010 5-2011 5-2012	614	664	+ 8.1%	2,569	2,804	+ 9.1%
Days on Market Until Sale		119	107	- 10.0%	118	111	- 6.2%
Median Sales Price	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	\$138,000	\$143,000	+ 3.6%	\$135,000	\$141,100	+ 4.5%
Average Sales Price	5-2019 5-2011 5-2012	\$161,898	\$169,160	+ 4.5%	\$162,931	\$171,307	+ 5.1%
Percent of List Price Received	5-2019 5-2010 5-2011 5-2012	94.1%	95.8%	+ 1.8%	94.3%	95.0%	+ 0.8%
Housing Affordability Index	5-2019 5-2011 5-2012	172	181	+ 5.2%	175	183	+ 4.5%
Inventory of Homes for Sale	5-2019 5-2010 5-2011 5-2012	7,351	6,351	- 13.6%			
Months Supply of Homes for Sale	5-2009 5-2010 5-2011 5-2012 5-2009 5-2010 5-2011 5-2012	13.7	11.6	- 15.0%			

New Listings

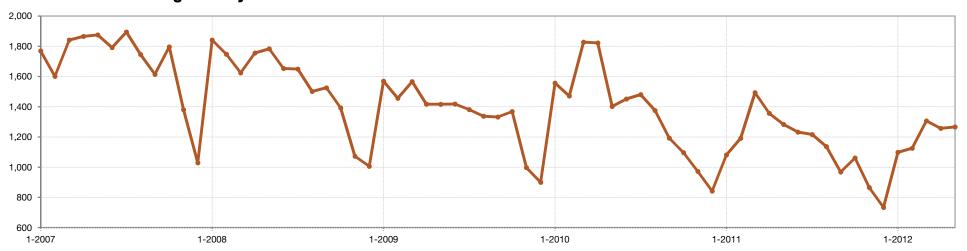
A count of the properties that have been newly listed on the market in a given month.



May			Year To Date	•	
1,402			8,078		
	1,283	1,266			
				6,404	6,052
	-8.5%	-1.3%		-20.7%	-5.5%
2010	2011	2012	2010	2011	2012

Month	Prior Year	Current Year	+/-
June	1,451	1,232	-15.1%
July	1,480	1,216	-17.8%
August	1,375	1,136	-17.4%
September	1,192	968	-18.8%
October	1,096	1,061	-3.2%
November	972	865	-11.0%
December	842	734	-12.8%
January	1,081	1,098	+1.6%
February	1,191	1,125	-5.5%
March	1,493	1,306	-12.5%
April	1,356	1,257	-7.3%
May	1,283	1,266	-1.3%
12-Month Avg	1,234	1,105	-10.5%

Historical New Listing Activity



Pending Sales

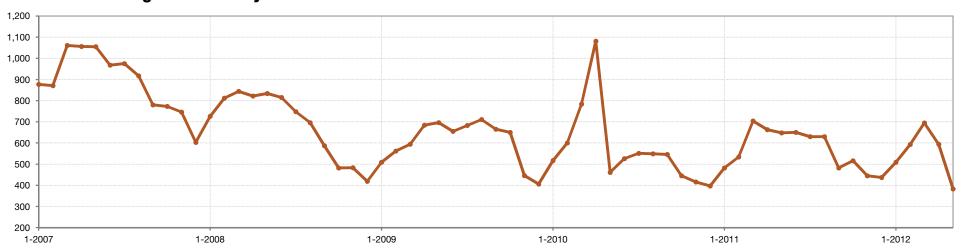
A count of the properties on which contracts have been accepted in a given month.



May			Year To Date				
		648					
					3,443	0.004	
	461					3,031	2,774
			383				
		40.00/	40.00/			40.00/	0.50/
	<u> </u>	+40.6%	-40.9%			-12.0%	-8.5%
2	2010	2011	2012		2010	2011	2012

Month	Prior	Current	+/-
MOITH	Year	Year	+/-
June	526	650	+23.6%
July	551	630	+14.3%
August	549	630	+14.8%
September	546	482	-11.7%
October	445	516	+16.0%
November	416	445	+7.0%
December	397	437	+10.1%
January	482	509	+5.6%
February	534	593	+11.0%
March	704	695	-1.3%
April	663	594	-10.4%
May	648	383	-40.9%
12-Month Avg	538	547	+1.6%

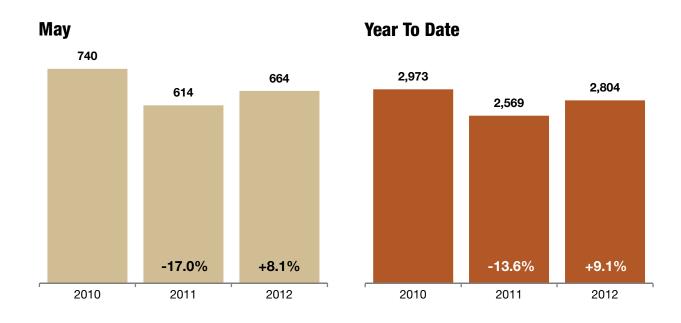
Historical Pending Sales Activity



Closed Sales

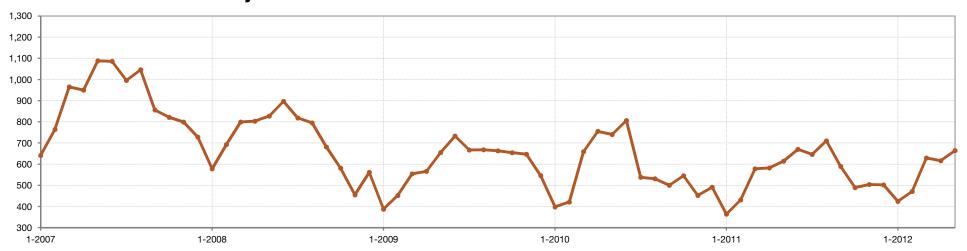
A count of the actual sales that have closed in a given month.





Month	Prior Year	Current Year	+/-
June	806	670	-16.9%
July	538	646	+20.1%
August	531	710	+33.7%
September	500	589	+17.8%
October	545	489	-10.3%
November	452	504	+11.5%
December	491	502	+2.2%
January	364	424	+16.5%
February	431	471	+9.3%
March	578	629	+8.8%
April	582	616	+5.8%
May	614	664	+8.1%
12-Month Avg	536	576	+7.5%

Historical Closed Sales Activity



Days on Market Until Sale

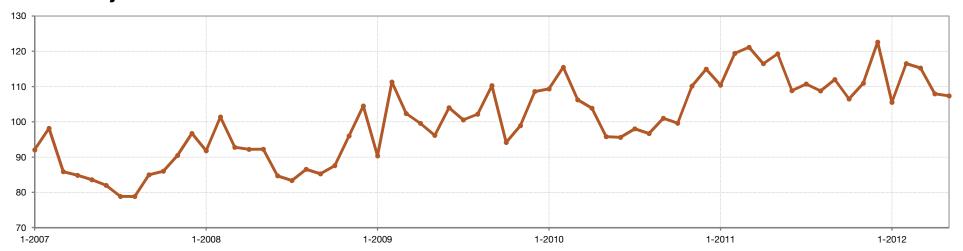
Average number of days between when a property is listed and when an offer is accepted in a given month.



May		Y	ear To Dat	e		
	119	407			118	111
96		107		105		
	+24.5%	-10.0%			+12.5%	-6.2%
2010	2011	2012		2010	2011	2012

Month	Prior Year	Current Year	+/-
June	96	109	+13.9%
July	98	111	+13.0%
August	97	109	+12.5%
September	101	112	+10.9%
October	100	106	+6.9%
November	110	111	+0.8%
December	115	123	+6.7%
January	110	106	-4.4%
February	119	117	-2.4%
March	121	115	-4.9%
April	116	108	-7.3%
May	119	107	-10.0%
12-Month Avg	108	111	+2.7%

Historical Days on Market Until Sale



Median Sales Price

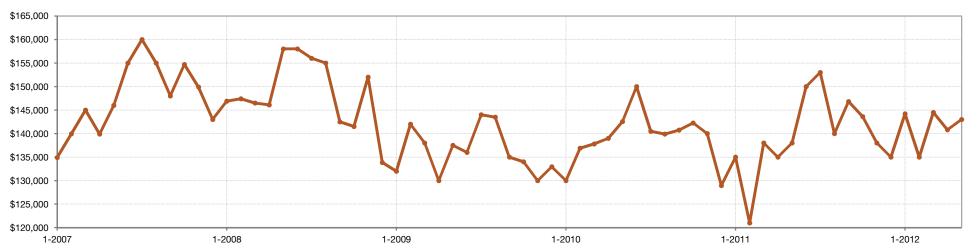
Median price point for all closed sales, not accounting for seller concessions, in a given month.



Мау				Y	ear To Date	е	
	\$142,550	\$138,000	\$143,000	ı	\$138,000	\$135,000	\$141,100
		-3.2%	+3.6%	_		-2.2%	+4.5%
	2010	2011	2012		2010	2011	2012

Month	Prior Year	Current Year	+/-
June	\$150,000	\$150,000	0.0%
July	\$140,500	\$153,000	+8.9%
August	\$139,900	\$140,000	+0.1%
September	\$140,750	\$146,811	+4.3%
October	\$142,250	\$143,610	+1.0%
November	\$140,000	\$138,000	-1.4%
December	\$128,950	\$135,000	+4.7%
January	\$135,000	\$144,200	+6.8%
February	\$121,000	\$135,000	+11.6%
March	\$138,000	\$144,500	+4.7%
April	\$135,000	\$140,812	+4.3%
May	\$138,000	\$143,000	+3.6%
12-Month Med	\$139,228	\$143,000	+2.7%

Historical Median Sales Price



Average Sales Price

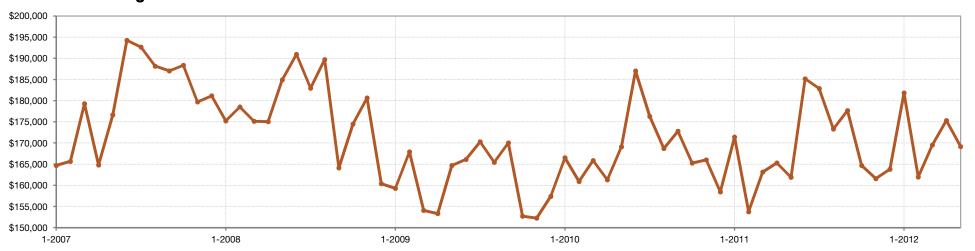
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



N	lay			Year To Date)	
	\$169,091	\$161,898	\$169,160	\$164,889	\$162,931	\$171,307
		- 4.3%	+ 4.5%		- 1.2%	+ 5.1%
	2010	2011	2012	2010	2011	2012

Month	Prior Year	Current Year	+/-
June	\$187,023	\$185,156	-1.0%
July	\$176,279	\$182,862	+3.7%
August	\$168,700	\$173,305	+2.7%
September	\$172,789	\$177,658	+2.8%
October	\$165,247	\$164,669	-0.3%
November	\$166,013	\$161,570	-2.7%
December	\$158,445	\$163,794	+3.4%
January	\$171,403	\$181,823	+6.1%
February	\$153,742	\$161,964	+5.3%
March	\$163,139	\$169,508	+3.9%
April	\$165,285	\$175,313	+6.1%
May	\$161,898	\$169,160	+4.5%
12-Month Avg	\$168,418	\$172,759	+2.6%

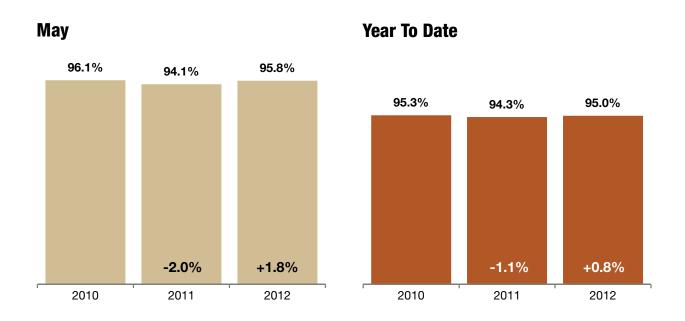
Historical Average Sales Price



Percent of List Price Received

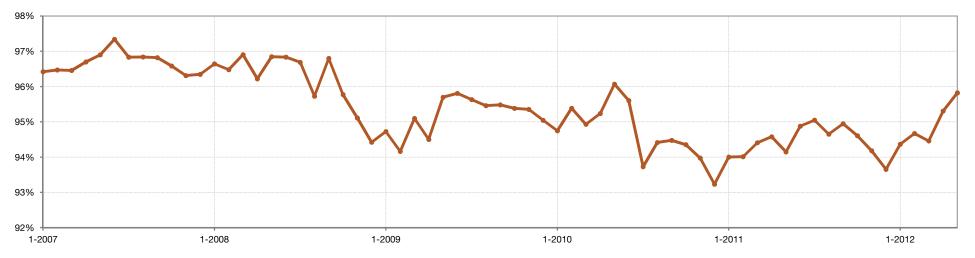


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Month	Prior Year	Current Year	+/-
June	95.6%	94.9%	-0.8%
July	93.7%	95.0%	+1.4%
August	94.4%	94.7%	+0.3%
September	94.5%	94.9%	+0.5%
October	94.4%	94.6%	+0.3%
November	94.0%	94.2%	+0.2%
December	93.2%	93.7%	+0.5%
January	94.0%	94.4%	+0.4%
February	94.0%	94.7%	+0.7%
March	94.4%	94.5%	+0.1%
April	94.6%	95.3%	+0.8%
May	94.1%	95.8%	+1.8%
12-Month Avg	94.3%	94.8%	+0.5%

Historical Percent of List Price Received



Housing Affordability Index

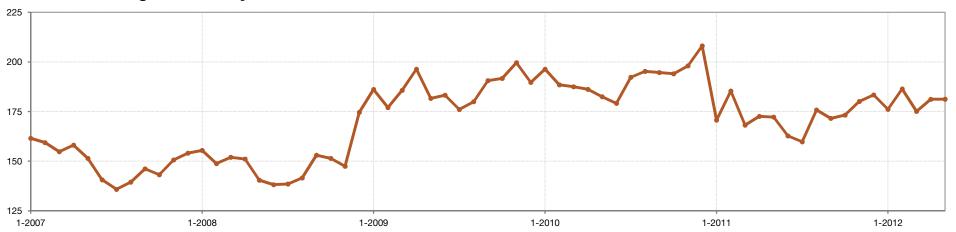


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

N	lay	Year To Date				
	182	172	181	187	175	183
		-5.6%	+5.2%		-6.4%	+4.5%
	2010	2011	2012	2010	2011	2012

Month	Prior Year	Current Year	+/-
June	179	163	-9.2%
July	192	160	-16.9%
August	195	176	-10.0%
September	195	172	-11.9%
October	194	173	-10.7%
November	198	180	-9.0%
December	208	183	-11.9%
January	171	176	+3.2%
February	185	186	+0.6%
March	168	175	+4.1%
April	173	181	+5.0%
May	172	181	+5.2%
12-Month Avg	186	176	-5.1%

Historical Housing Affordability Index



Inventory of Homes for Sale

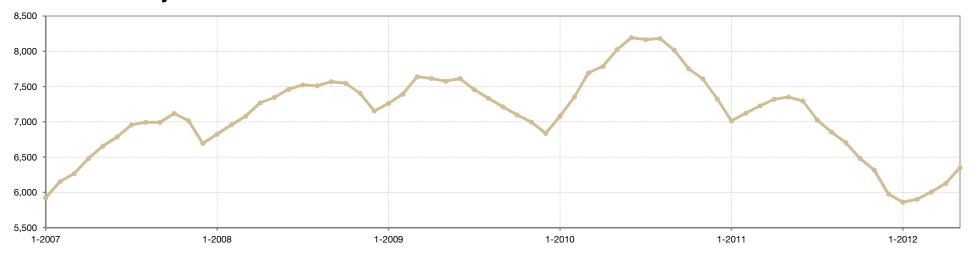
The number of properties available for sale in active status at the end of a given month.



May					
	8,026	7,351			
		1,501		6,351	_
		-8.4%		-13.6%	
1	2010	2011	1	2012	

Month	Prior Year	Current Year	+/-
June	8,193	7,295	-11.0%
July	8,166	7,027	-13.9%
August	8,181	6,856	-16.2%
September	8,015	6,706	-16.3%
October	7,753	6,481	-16.4%
November	7,609	6,315	-17.0%
December	7,326	5,975	-18.4%
January	7,014	5,861	-16.4%
February	7,122	5,903	-17.1%
March	7,227	6,006	-16.9%
April	7,321	6,126	-16.3%
May	7,351	6,351	-13.6%
12-Month Avg	7,607	6,409	-15.7%

Historical Inventory of Homes for Sale



Months Supply of Inventory





way				
	10.6	13.7		
	12.6		11.6	_

+8.6%

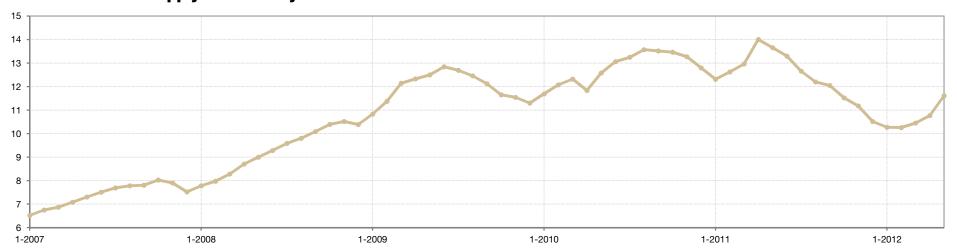
2011

Month	Prior Year	Current Year	+/-
June	13.1	13.3	+1.8%
July	13.2	12.7	-4.5%
August	13.6	12.2	-10.1%
September	13.5	12.0	-10.9%
October	13.5	11.5	-14.4%
November	13.3	11.2	-15.8%
December	12.8	10.5	-17.8%
January	12.3	10.3	-16.6%
February	12.6	10.3	-18.7%
March	13.0	10.4	-19.4%
April	14.0	10.8	-23.1%
May	13.7	11.6	-15.0%
12-Month Avg	13.2	11.4	-13.7%

Historical Months Supply of Inventory

2010

May



-15.0%

2012

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE GREATER GREENVILLE ASSOCIATION OF REALTORS®



May 2012

We're nearly through the spring market. Did you blink and miss it? Important changes have taken place that will set the scene for the coming months and years. For the 12-month period spanning June 2011 through May 2012, Closed Sales in the Greater Greenville region were up 7.5 percent overall. The price range with the largest gain in sales was the \$150,001 to \$200,000 range, where they increased 15.4 percent.

The overall Median Sales Price was up 2.7 percent to \$143,000. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 5.9 percent to \$121,750. The price range that tended to sell the guickest was the \$75,000 and Below range at 101 days; the price range that tended to sell the slowest was the \$75,001 to \$100,000 range at 127 days.

Market-wide, inventory levels were down 13.6 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 13.5 percent. That amounts to 11.4 months supply for Single-Family homes and 14.7 months supply for Condos.

Ouick Facts

. 45 40/

+ 15.4%	+ 14.7%	+ 7.7%
Price Range With the Strongest Sales: \$150,001 to \$200,000	Bedroom Count With Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Single-Family Homes
Closed Sales		2
	Intil Cala	_
Days on Market I	Jnui Sale	3
Median Sales Pri	ce	4
Percent of List P	rice Received	5
Inventory of Hom	es for Sale	6
Months Supply o	f Inventory	7

Click on desired metric to jump to that page.

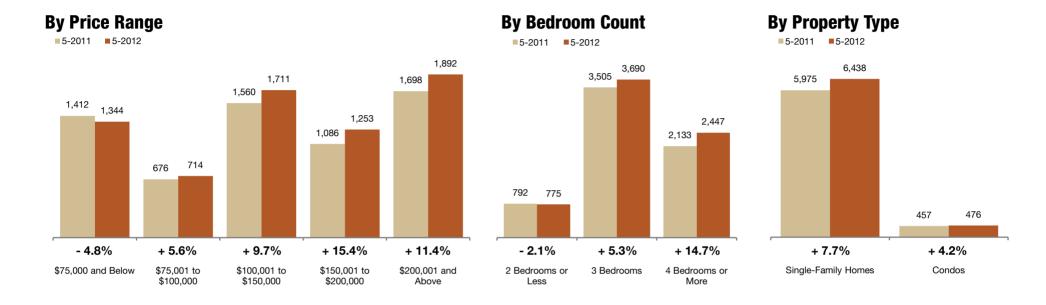


Closed Sales

A count of the actual sales that have closed. Based on a rolling 12-month total.



Condos



By Price Range	5-2011	5-2012	Change
\$75,000 and Below	1,412	1,344	- 4.8%
\$75,001 to \$100,000	676	714	+ 5.6%
\$100,001 to \$150,000	1,560	1,711	+ 9.7%
\$150,001 to \$200,000	1,086	1,253	+ 15.4%

All Properties

By Bedroom Count	5-2011	5-2012	Change
2 Bedrooms or Less	792	775	- 2.1%
3 Bedrooms	3,505	3,690	+ 5.3%
4 Bedrooms or More	2,133	2,447	+ 14.7%
All Bedroom Counts	6,432	6,914	+ 7.5%

Single-Family Homes

5-2011	5-2012	Change	5-2011	5-2012	Change
1,309	1,256	- 4.0%	103	88	- 14.6%
596	616	+ 3.4%	80	98	+ 22.5%
1,424	1,577	+ 10.7%	136	134	- 1.5%
1,027	1,194	+ 16.3%	59	59	0.0%
1,619	1,795	+ 10.9%	79	97	+ 22.8%
5,975	6,438	+ 7.7%	457	476	+ 4.2%

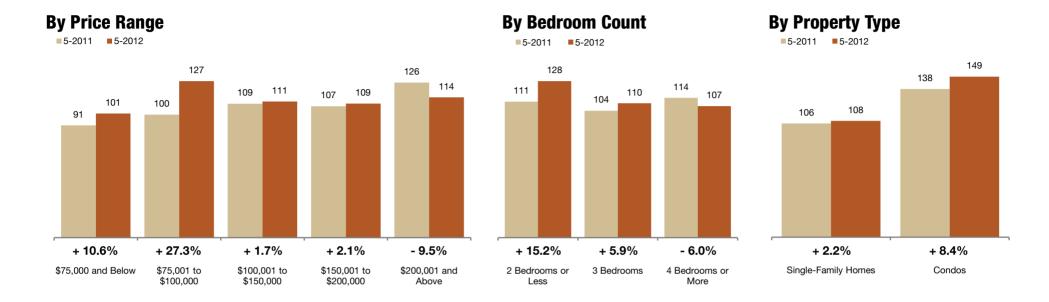
5-2011	5-2012	Change	5-2011	5-2012	Change
550	529	- 3.8%	242	246	+ 1.7%
3,307	3,483	+ 5.3%	198	207	+ 4.5%
2,116	2,425	+ 14.6%	17	22	+ 29.4%
5,975	6,438	+ 7.7%	457	476	+ 4.2%

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.

All Properties





		-	
By Price Range	5-2011	5-2012	Change
\$75,000 and Below	91	101	+ 10.6%
\$75,001 to \$100,000	100	127	+ 27.3%
\$100,001 to \$150,000	109	111	+ 1.7%
\$150,001 to \$200,000	107	109	+ 2.1%
\$200,001 and Above	126	114	- 9.5%
All Price Ranges	108	111	+ 2.7%

By Bedroom Count	5-2011	5-2012	Change
2 Bedrooms or Less	111	128	+ 15.2%
3 Bedrooms	104	110	+ 5.9%
4 Bedrooms or More	114	107	- 6.0%
All Bedroom Counts	108	111	+ 2.7%

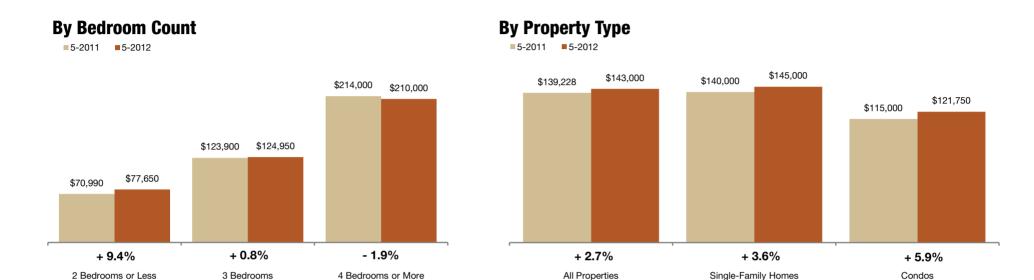
Sing	Single-Family Homes			Condos				
5-2011	5-2012	Change	5-2011	5-2012	Change			
88	98	+ 11.8%	129	133	+ 3.0%			
95	123	+ 29.0%	132	151	+ 14.4%			
106	107	+ 1.3%	138	150	+ 8.7%			
104	108	+ 3.9%	152	122	- 19.7%			
125	110	- 11.6%	145	178	+ 22.6%			
106	108	+ 2.2%	138	149	+ 8.4%			

5-2011	5-2012	Change	5-2011	5-2012	Change
93	112	+ 20.9%	153	161	+ 5.1%
103	108	+ 5.2%	122	141	+ 15.1%
114	107	- 6.0%	101	97	- 3.1%
106	108	+ 2.2%	138	149	+ 8.4%

Median Sales Price

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

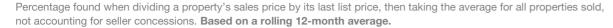




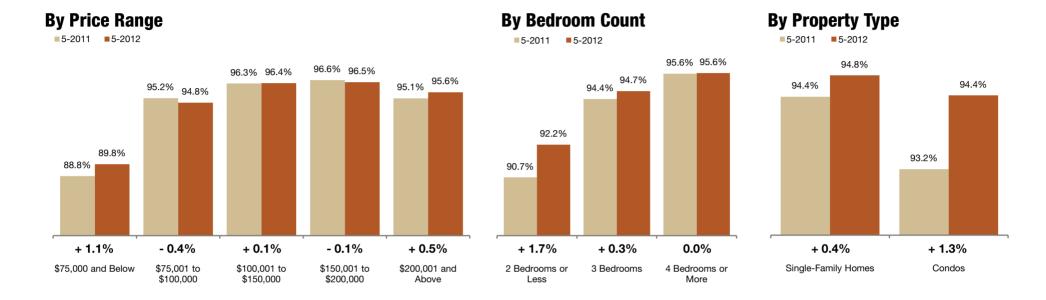
	Į.	All Propertie	S	Sing			
By Bedroom Count	5-2011	5-2012	Change	5-2011	5-2012	Change	5-201
2 Bedrooms or Less	\$70,990	\$77,650	+ 9.4%	\$54,500	\$62,550	+ 14.8%	\$102,2
3 Bedrooms	\$123,900	\$124,950	+ 0.8%	\$124,000	\$124,700	+ 0.6%	\$122,5
4 Bedrooms or More	\$214,000	\$210,000	- 1.9%	\$214,080	\$210,967	- 1.5%	\$167,0
All Bedroom Counts	\$139,228	\$143,000	+ 2.7%	\$140,000	\$145,000	+ 3.6%	\$115,0

	Single-Family Homes			Condos			
5-	2011	5-2012	Change	5-2011	5-2012	Change	
\$5	4,500	\$62,550	+ 14.8%	\$102,200	\$98,000	- 4.1%	
\$12	24,000	\$124,700	+ 0.6%	\$122,500	\$129,900	+ 6.0%	
\$21	14,080	\$210,967	- 1.5%	\$167,000	\$154,500	- 7.5%	
\$14	10,000	\$145,000	+ 3.6%	\$115,000	\$121,750	+ 5.9%	

Percent of List Price Received







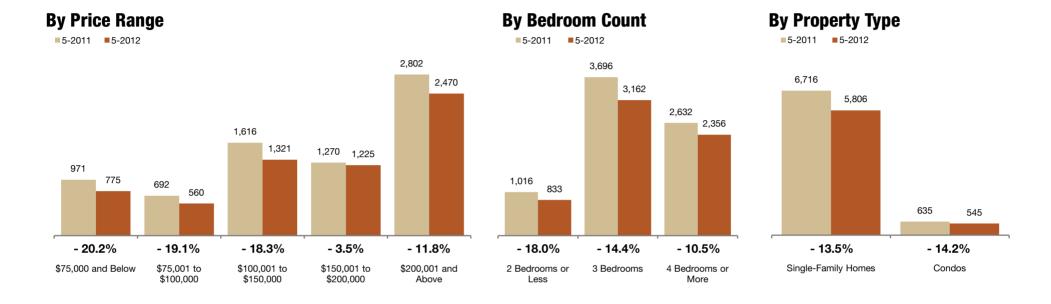
	All Properties			Sing	Single-Family Homes			Condos		
By Price Range	5-2011	5-2012	Change	5-2011	5-2012	Change	5-2011	5-2012	Change	
\$75,000 and Below	88.8%	89.8%	+ 1.1%	88.7%	89.7%	+ 1.1%	90.2%	90.9%	+ 0.8%	
\$75,001 to \$100,000	95.2%	94.8%	- 0.4%	95.3%	94.8%	- 0.5%	93.9%	94.7%	+ 0.9%	
\$100,001 to \$150,000	96.3%	96.4%	+ 0.1%	96.5%	96.4%	- 0.1%	95.1%	96.1%	+ 1.1%	
\$150,001 to \$200,000	96.6%	96.5%	- 0.1%	96.7%	96.6%	- 0.1%	94.8%	94.1%	- 0.7%	
\$200,001 and Above	95.1%	95.6%	+ 0.5%	95.3%	95.7%	+ 0.4%	91.6%	95.3%	+ 4.0%	
All Price Ranges	94.3%	94.8%	+ 0.5%	94.4%	94.8%	+ 0.4%	93.2%	94.4%	+ 1.3%	

By Bedroom Count	5-2011	5-2012	Change	5-2011	5-2012	Change	5-2011	5-2012	Change
2 Bedrooms or Less	90.7%	92.2%	+ 1.7%	89.8%	91.6%	+ 2.0%	92.7%	93.7%	+ 1.1%
3 Bedrooms	94.4%	94.7%	+ 0.3%	94.4%	94.7%	+ 0.3%	93.6%	95.3%	+ 1.8%
4 Bedrooms or More	95.6%	95.6%	0.0%	95.6%	95.6%	0.0%	95.3%	95.6%	+ 0.3%
All Bedroom Counts	94.3%	94.8%	+ 0.5%	94.4%	94.8%	+ 0.4%	93.2%	94.4%	+ 1.3%

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.





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By Price Range	5-2011	5-2012	Change	5-2011	5-20	
\$75,000 and Below	971	775	- 20.2%	914	70	
\$75,001 to \$100,000	692	560	- 19.1%	574	46	
\$100,001 to \$150,000	1,616	1,321	- 18.3%	1,428	1,1	
\$150,001 to \$200,000	1,270	1,225	- 3.5%	1,177	1,1	
\$200,001 and Above	2,802	2,470	- 11.8%	2,623	2,3	
All Price Ranges	7,351	6,351	- 13.6%	6,716	5,8	

All Properties

By Bedroom Count	5-2011	5-2012	Change
2 Bedrooms or Less	1,016	833	- 18.0%
3 Bedrooms	3,696	3,162	- 14.4%
4 Bedrooms or More	2,632	2,356	- 10.5%
All Bedroom Counts	7,351	6,351	- 13.6%

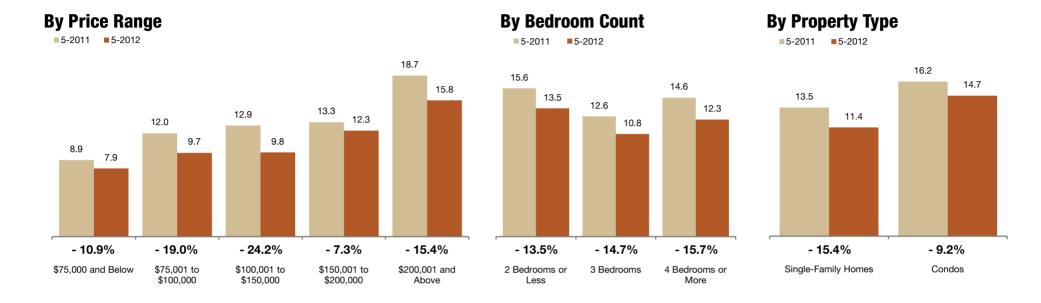
Sing	Single-Family Homes			Condos				
5-2011	5-2012	Change	5-2011	5-2012	Change			
914	707	- 22.6%	57	68	+ 19.3%			
574	465	- 19.0%	118	95	- 19.5%			
1,428	1,172	- 17.9%	188	149	- 20.7%			
1,177	1,135	- 3.6%	93	90	- 3.2%			
2,623	2,327	- 11.3%	179	143	- 20.1%			
6,716	5,806	- 13.5%	635	545	- 14.2%			

5-2011	5-2012	Change	5-2011	5-2012	Change
660	541	- 18.0%	356	292	- 18.0%
3,445	2,929	- 15.0%	251	233	- 7.2%
2,605	2,336	- 10.3%	27	20	- 25.9%
6,716	5,806	- 13.5%	635	545	- 14.2%

Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.





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By Price Range	5-2011	5-2012	Change		
\$75,000 and Below	8.9	7.9	- 10.9%		
\$75,001 to \$100,000	12.0	9.7	- 19.0%		
\$100,001 to \$150,000	12.9	9.8	- 24.2%		
\$150,001 to \$200,000	13.3	12.3	- 7.3%		
\$200,001 and Above	18.7	15.8	- 15.4%		
All Price Ranges	13.7	11.6	- 15.0%		

All Properties

By Bedroom Count	5-2011	5-2012	Change
2 Bedrooms or Less	15.6	13.5	- 13.5%
3 Bedrooms	12.6	10.8	- 14.7%
4 Bedrooms or More	14.6	12.3	- 15.7%
All Bedroom Counts	13.7	11.6	- 15.0%

Single-Family Homes			Condos		
5-2011	5-2012	Change	5-2011	5-2012	Change
8.9	7.7	- 14.0%	8.0	11.2	+ 40.5%
11.4	9.2	- 18.7%	16.3	13.0	- 20.4%
12.5	9.4	- 24.7%	16.8	13.8	- 18.3%
13.1	12.0	- 8.3%	16.4	18.3	+ 11.5%
18.5	15.7	- 15.1%	22.4	18.1	- 19.3%
13.5	11.4	- 15.4%	16.2	14.7	- 9.2%

5-2011	5-2012	Change	5-2011	5-2012	Change
14.7	12.9	- 12.5%	17.5	14.8	- 15.6%
12.5	10.6	- 15.7%	14.6	14.8	+ 1.7%
14.6	12.3	- 15.7%	14.9	8.9	- 40.1%
13.5	11.4	- 15.4%	16.2	14.7	- 9.2%