

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## December 2022

In an effort to attract buyers amid slowing traffic and declining home sales, U.S. homebuilders have been increasingly reducing prices and offering sales incentives this year. According to the National Association of Home Builders, 36% of single-family homebuilders reported cutting prices as of last measure, with an average price reduction of 6%. Meanwhile, 59% of builders reported offering sales incentives, including price discounts, paying closing costs or fees, and offering free upgrades or price discounts, among others. For the 12-month period spanning January 2022 through December 2022, Closed Sales in the Greenwood region were down 4.5 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 17.9 percent.

The overall Median Sales Price was up 12.5 percent to \$219,250. The property type with the largest price gain was the Condos segment, where prices increased 25.6 percent to \$137,500. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 65 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 94 days.

Market-wide, inventory levels were down 7.4 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 5.9 percent. That amounts to 2.5 months supply for Single-Family homes and 0.2 months supply for Condos.

## Quick Facts

**+ 17.9%**

**- 2.7%**

**- 4.0%**

Price Range With the Strongest Sales:  
**\$300,001 and Above**

Bedroom Count With Strongest Sales:  
**3 Bedrooms**

Property Type With Strongest Sales:  
**Single-Family**

Closed 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>

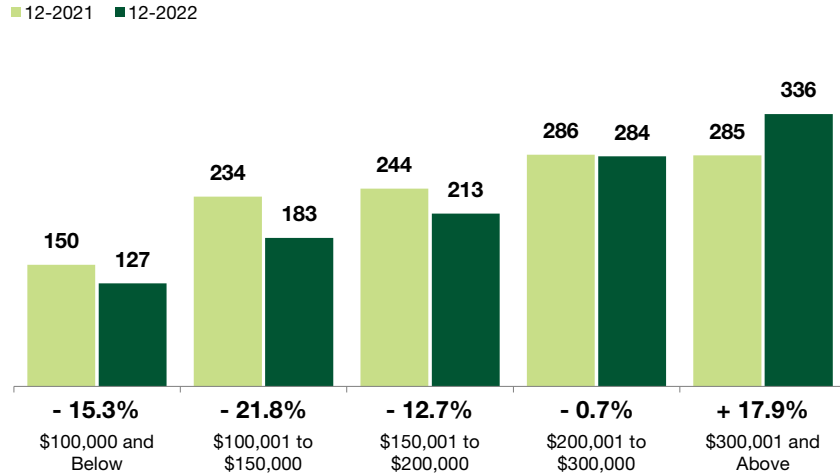


# Closed Sales

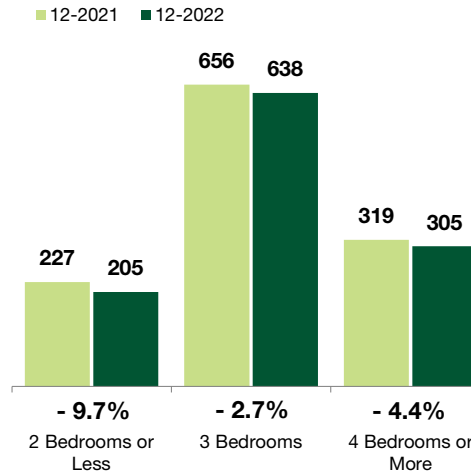
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



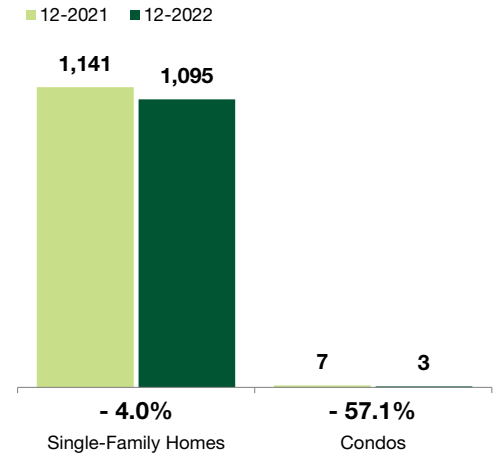
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	150	127	- 15.3%
\$100,001 to \$150,000	234	183	- 21.8%
\$150,001 to \$200,000	244	213	- 12.7%
\$200,001 to \$300,000	286	284	- 0.7%
\$300,001 and Above	285	336	+ 17.9%
<b>All Price Ranges</b>	<b>1,202</b>	<b>1,148</b>	<b>- 4.5%</b>

### Single-Family Homes

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	127	119	- 6.3%
\$100,001 to \$150,000	210	155	- 26.2%
\$150,001 to \$200,000	238	205	- 13.9%
\$200,001 to \$300,000	279	276	- 1.1%
\$300,001 and Above	284	335	+ 18.0%
<b>All Price Ranges</b>	<b>1,141</b>	<b>1,095</b>	<b>- 4.0%</b>

### Condos

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	2	2	0.0%
\$100,001 to \$150,000	3	0	- 100.0%
\$150,001 to \$200,000	1	0	- 100.0%
\$200,001 to \$300,000	1	0	- 100.0%
\$300,001 and Above	0	1	--
<b>All Price Ranges</b>	<b>7</b>	<b>3</b>	<b>- 57.1%</b>

## By Bedroom Count

By Bedroom Count	12-2021	12-2022	Change
2 Bedrooms or Less	227	205	- 9.7%
3 Bedrooms	656	638	- 2.7%
4 Bedrooms or More	319	305	- 4.4%
<b>All Bedroom Counts</b>	<b>1,202</b>	<b>1,148</b>	<b>- 4.5%</b>

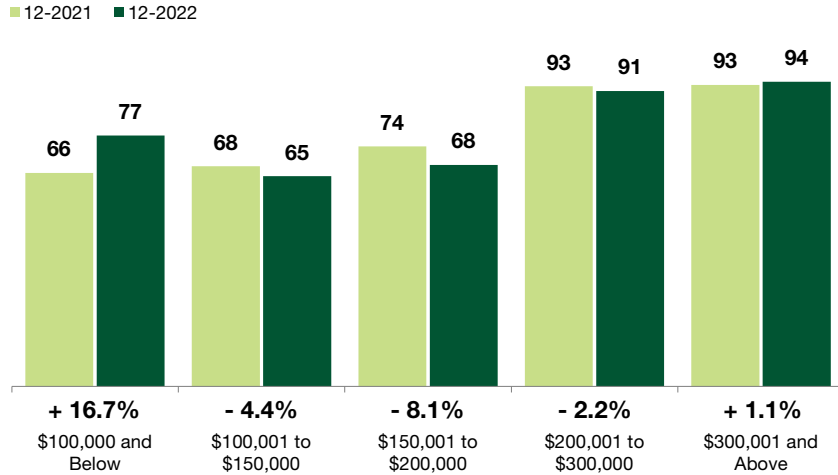
By Bedroom Count	12-2021	12-2022	Change
2 Bedrooms or Less	188	169	- 10.1%
3 Bedrooms	634	622	- 1.9%
4 Bedrooms or More	319	304	- 4.7%
<b>All Bedroom Counts</b>	<b>1,141</b>	<b>1,095</b>	<b>- 4.0%</b>

# Days on Market Until Sale

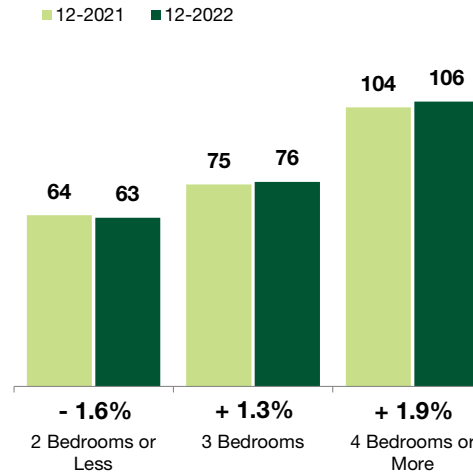
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



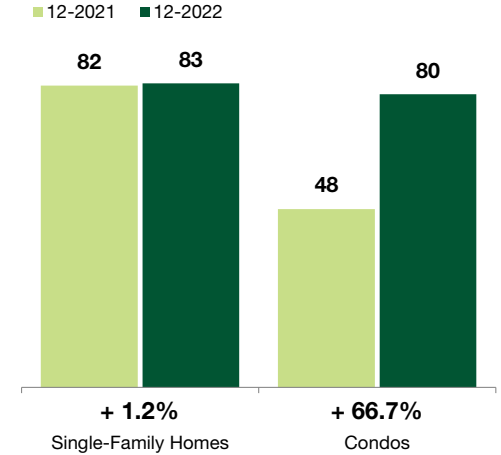
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	66	77	+ 16.7%
\$100,001 to \$150,000	68	65	- 4.4%
\$150,001 to \$200,000	74	68	- 8.1%
\$200,001 to \$300,000	93	91	- 2.2%
\$300,001 and Above	93	94	+ 1.1%
<b>All Price Ranges</b>	<b>81</b>	<b>82</b>	<b>+ 1.2%</b>

### Single-Family Homes

12-2021	12-2022	Change
69	78	+ 13.0%
70	67	- 4.3%
73	68	- 6.8%
93	91	- 2.2%
93	94	+ 1.1%
<b>82</b>	<b>83</b>	<b>+ 1.2%</b>

### Condos

12-2021	12-2022	Change
27	51	+ 88.9%
55	0	- 100.0%
0	0	--
67	0	- 100.0%
0	138	--
<b>48</b>	<b>80</b>	<b>+ 66.7%</b>

## By Bedroom Count

By Bedroom Count	12-2021	12-2022	Change
2 Bedrooms or Less	64	63	- 1.6%
3 Bedrooms	75	76	+ 1.3%
4 Bedrooms or More	104	106	+ 1.9%
<b>All Bedroom Counts</b>	<b>81</b>	<b>82</b>	<b>+ 1.2%</b>

12-2021	12-2022	Change
67	65	- 3.0%
75	76	+ 1.3%
104	106	+ 1.9%
<b>82</b>	<b>83</b>	<b>+ 1.2%</b>

12-2021	12-2022	Change
46	51	+ 10.9%
55	0	- 100.0%
0	138	--
<b>48</b>	<b>80</b>	<b>+ 66.7%</b>

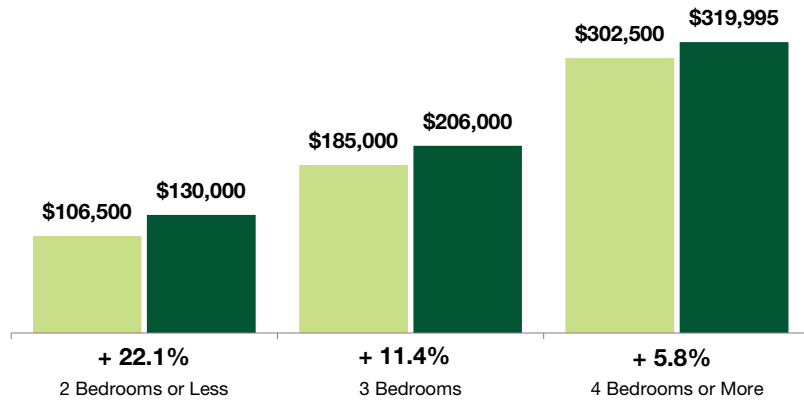
# Median Sales Price

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



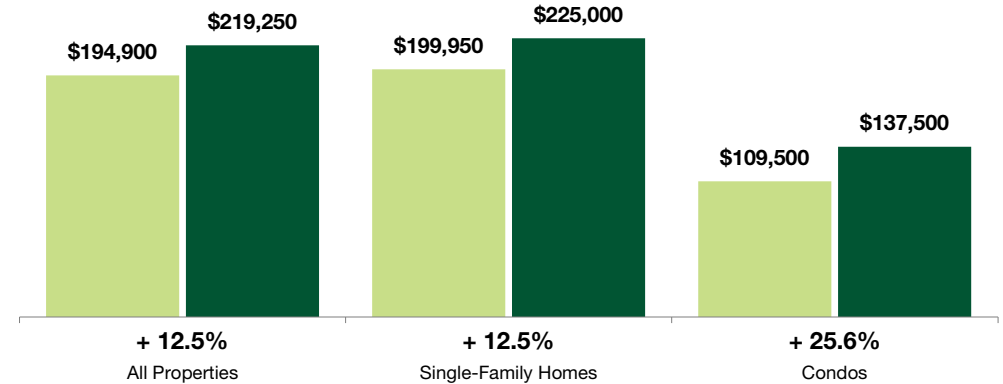
## By Bedroom Count

■ 12-2021 ■ 12-2022



## By Property Type

■ 12-2021 ■ 12-2022



### All Properties

#### By Bedroom Count

	12-2021	12-2022	Change
2 Bedrooms or Less	\$106,500	\$130,000	+ 22.1%
3 Bedrooms	\$185,000	\$206,000	+ 11.4%
4 Bedrooms or More	\$302,500	\$319,995	+ 5.8%
<b>All Bedroom Counts</b>	<b>\$194,900</b>	<b>\$219,250</b>	<b>+ 12.5%</b>

### Single-Family Homes

	12-2021	12-2022	Change	12-2021	12-2022	Change
	\$110,000	\$129,000	+ 17.3%	\$99,000	\$134,950	+ 36.3%
	\$186,000	\$207,600	+ 11.6%	\$169,950	\$180,000	+ 5.9%
	\$302,500	\$319,990	+ 5.8%	\$0	\$330,000	--
<b>All Properties</b>	<b>\$199,950</b>	<b>\$225,000</b>	<b>+ 12.5%</b>	<b>\$109,500</b>	<b>\$137,500</b>	<b>+ 25.6%</b>

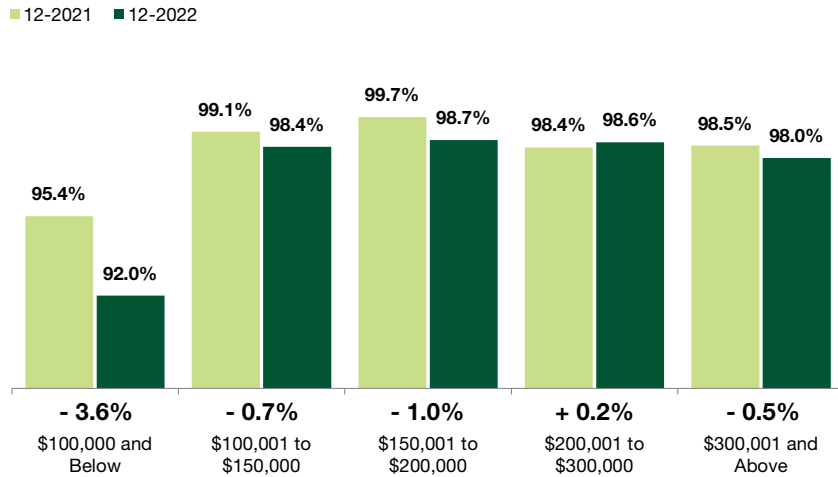
### Condos

# Percent of List Price Received

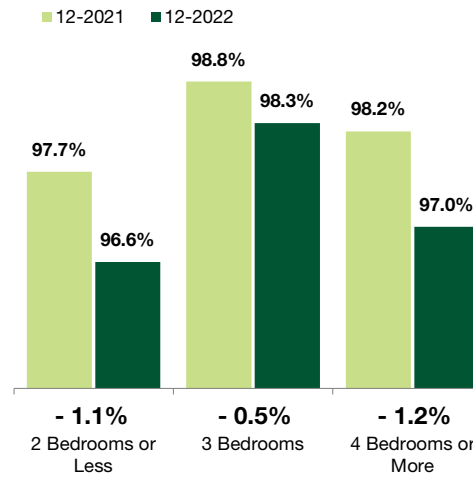
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



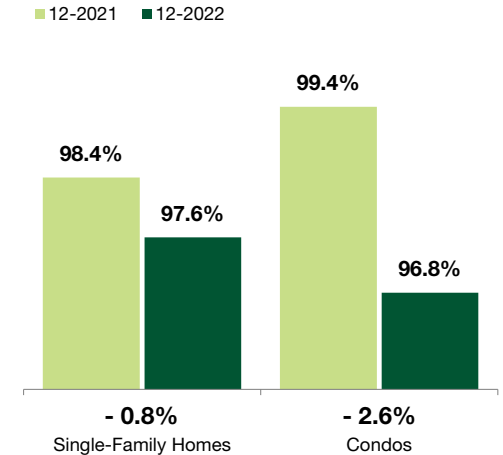
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	95.4%	92.0%	- 3.6%
\$100,001 to \$150,000	99.1%	98.4%	- 0.7%
\$150,001 to \$200,000	99.7%	98.7%	- 1.0%
\$200,001 to \$300,000	98.4%	98.6%	+ 0.2%
\$300,001 and Above	98.5%	98.0%	- 0.5%
<b>All Price Ranges</b>	<b>98.4%</b>	<b>97.6%</b>	<b>- 0.8%</b>

### Single-Family Homes

12-2021	12-2022	Change
94.9%	91.8%	- 3.3%
99.1%	98.2%	- 0.9%
99.8%	98.7%	- 1.1%
98.4%	98.6%	+ 0.2%
98.5%	98.0%	- 0.5%
<b>98.4%</b>	<b>97.6%</b>	<b>- 0.8%</b>

### Condos

12-2021	12-2022	Change
100.9%	98.7%	- 2.2%
99.1%	0.0%	- 100.0%
0.0%	0.0%	--
97.8%	0.0%	- 100.0%
0.0%	93.1%	--
<b>99.4%</b>	<b>96.8%</b>	<b>- 2.6%</b>

### By Bedroom Count

12-2021	12-2022	Change
97.7%	96.6%	- 1.1%
98.8%	98.3%	- 0.5%
98.2%	97.0%	- 1.2%
<b>98.4%</b>	<b>97.6%</b>	<b>- 0.8%</b>

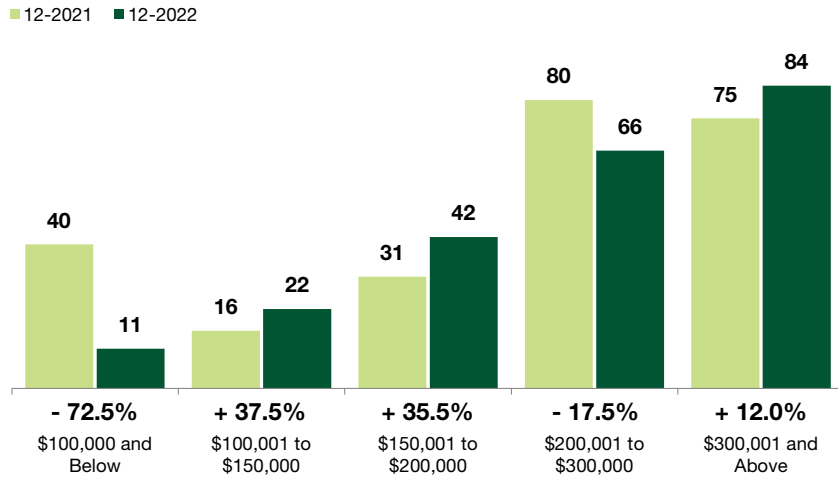
12-2021	12-2022	Change
97.4%	96.2%	- 1.2%
98.9%	98.3%	- 0.6%
98.2%	97.0%	- 1.2%
<b>98.4%</b>	<b>97.6%</b>	<b>- 0.8%</b>

# Inventory of Homes for Sale

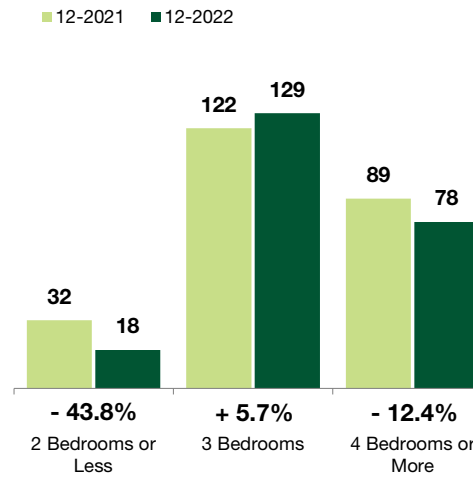
The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



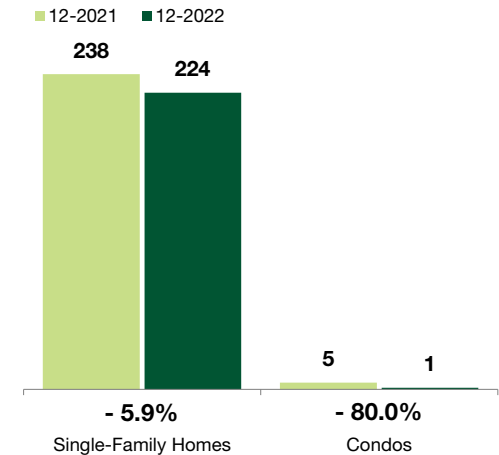
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	40	11	- 72.5%
\$100,001 to \$150,000	16	22	+ 37.5%
\$150,001 to \$200,000	31	42	+ 35.5%
\$200,001 to \$300,000	80	66	- 17.5%
\$300,001 and Above	75	84	+ 12.0%
<b>All Price Ranges</b>	<b>243</b>	<b>225</b>	<b>- 7.4%</b>

### Single-Family Homes

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	40	11	- 72.5%
\$100,001 to \$150,000	16	22	+ 37.5%
\$150,001 to \$200,000	31	41	+ 32.3%
\$200,001 to \$300,000	76	66	- 13.2%
\$300,001 and Above	74	84	+ 13.5%
<b>All Price Ranges</b>	<b>238</b>	<b>224</b>	<b>- 5.9%</b>

### Condos

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	0	0	--
\$100,001 to \$150,000	0	0	--
\$150,001 to \$200,000	0	1	--
\$200,001 to \$300,000	4	0	- 100.0%
\$300,001 and Above	1	0	- 100.0%
<b>All Price Ranges</b>	<b>5</b>	<b>1</b>	<b>- 80.0%</b>

## By Bedroom Count

By Bedroom Count	12-2021	12-2022	Change
2 Bedrooms or Less	32	18	- 43.8%
3 Bedrooms	122	129	+ 5.7%
4 Bedrooms or More	89	78	- 12.4%
<b>All Bedroom Counts</b>	<b>243</b>	<b>225</b>	<b>- 7.4%</b>

By Bedroom Count	12-2021	12-2022	Change
2 Bedrooms or Less	31	18	- 41.9%
3 Bedrooms	118	128	+ 8.5%
4 Bedrooms or More	89	78	- 12.4%
<b>All Bedroom Counts</b>	<b>238</b>	<b>224</b>	<b>- 5.9%</b>

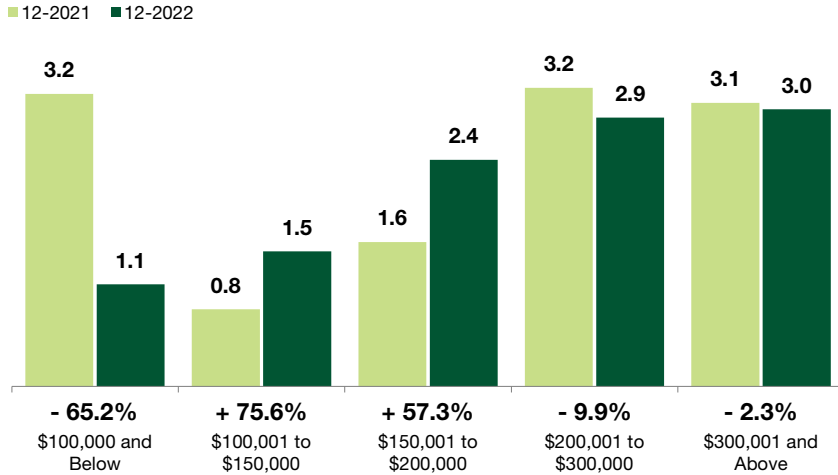
By Bedroom Count	12-2021	12-2022	Change
2 Bedrooms or Less	1	0	- 100.0%
3 Bedrooms	4	1	- 75.0%
4 Bedrooms or More	0	0	--
<b>All Bedroom Counts</b>	<b>5</b>	<b>1</b>	<b>- 80.0%</b>

# Months Supply of Inventory

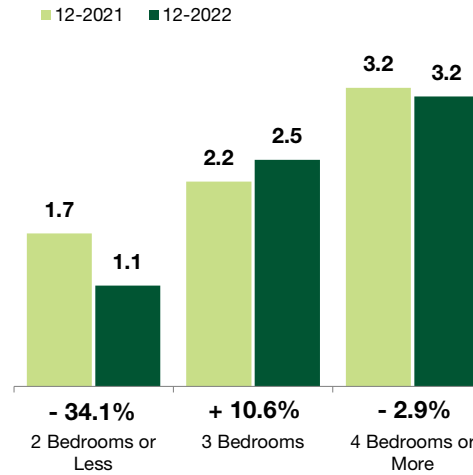
The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



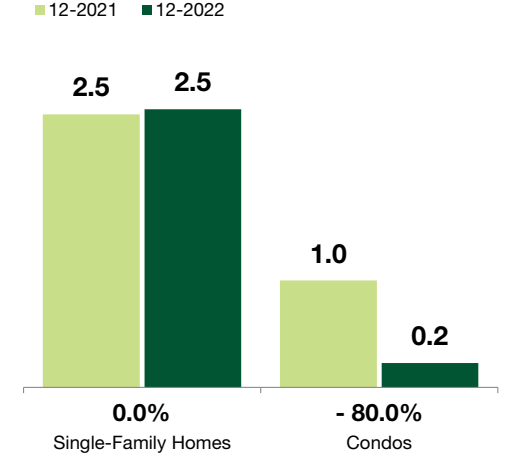
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2021	12-2022	Change
\$100,000 and Below	3.2	1.1	- 65.2%
\$100,001 to \$150,000	0.8	1.5	+ 75.6%
\$150,001 to \$200,000	1.6	2.4	+ 57.3%
\$200,001 to \$300,000	3.2	2.9	- 9.9%
\$300,001 and Above	3.1	3.0	- 2.3%
<b>All Price Ranges</b>	<b>2.4</b>	<b>2.4</b>	<b>0.0%</b>

### Single-Family Homes

12-2021	12-2022	Change
3.7	1.2	- 68.3%
0.9	1.7	+ 86.4%
1.6	2.5	+ 55.6%
3.1	3.0	- 4.3%
3.0	3.0	- 1.0%
<b>2.5</b>	<b>2.5</b>	<b>0.0%</b>

### Condos

12-2021	12-2022	Change
0.0	0.0	--
0.0	0.0	--
0.0	0.5	--
2.9	0.0	- 100.0%
1.0	0.0	- 100.0%
<b>1.0</b>	<b>0.2</b>	<b>- 80.0%</b>

## By Bedroom Count

12-2021	12-2022	Change
1.7	1.1	- 34.1%
2.2	2.5	+ 10.6%
3.2	3.2	- 2.9%
<b>2.4</b>	<b>2.4</b>	<b>0.0%</b>

12-2021	12-2022	Change
1.9	1.4	- 29.9%
2.2	2.5	+ 12.4%
3.2	3.2	- 2.6%
<b>2.5</b>	<b>2.5</b>	<b>0.0%</b>

12-2021	12-2022	Change
0.3	0.0	- 100.0%
1.9	0.6	- 68.4%
0.0	0.0	--
<b>1.0</b>	<b>0.2</b>	<b>- 80.0%</b>