

# Monthly Indicators



## November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings were down 14.0 percent to 190. Pending Sales decreased 10.9 percent to 212. Inventory shrank 53.3 percent to 262 units.

Prices moved higher as Median Sales Price was up 23.3 percent to \$330,478. Days on Market decreased 62.3 percent to 26 days. Months Supply of Inventory was down 59.1 percent to 0.9 months, indicating that demand increased relative to supply.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Quick Facts

<b>- 2.9%</b>	<b>+ 23.3%</b>	<b>- 59.1%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

A research tool provided by the Beaufort-Jasper County 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.



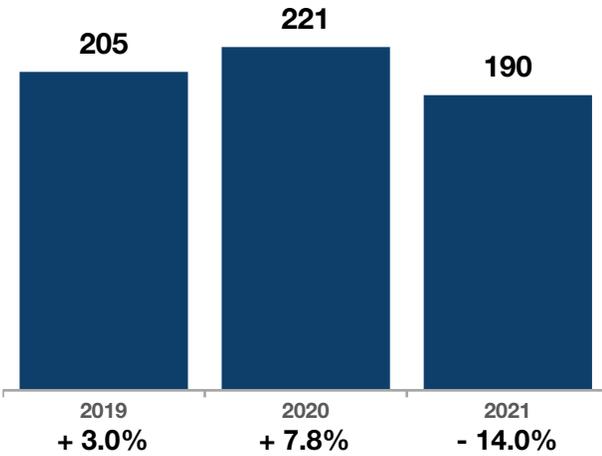
Key Metrics	Historical Sparkbars			11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	11-2019	11-2020	11-2021						
New Listings		221	<b>190</b>	- 14.0%	3,005	<b>3,042</b>	+ 1.2%		
Pending Sales		238	<b>212</b>	- 10.9%	2,921	<b>3,112</b>	+ 6.5%		
Closed Sales		242	<b>235</b>	- 2.9%	2,708	<b>3,046</b>	+ 12.5%		
Days on Market		69	<b>26</b>	- 62.3%	88	<b>44</b>	- 50.0%		
Median Sales Price		\$267,932	<b>\$330,478</b>	+ 23.3%	\$261,995	<b>\$310,000</b>	+ 18.3%		
Average Sales Price		\$353,326	<b>\$412,300</b>	+ 16.7%	\$309,433	<b>\$392,589</b>	+ 26.9%		
Pct. of List Price Received		96.9%	<b>98.1%</b>	+ 1.2%	97.2%	<b>98.5%</b>	+ 1.3%		
Housing Affordability Index		88	<b>72</b>	- 18.2%	90	<b>76</b>	- 15.6%		
Inventory of Homes for Sale		561	<b>262</b>	- 53.3%	--	--	--		
Months Supply of Inventory		2.2	<b>0.9</b>	- 59.1%	--	--	--		

# New Listings

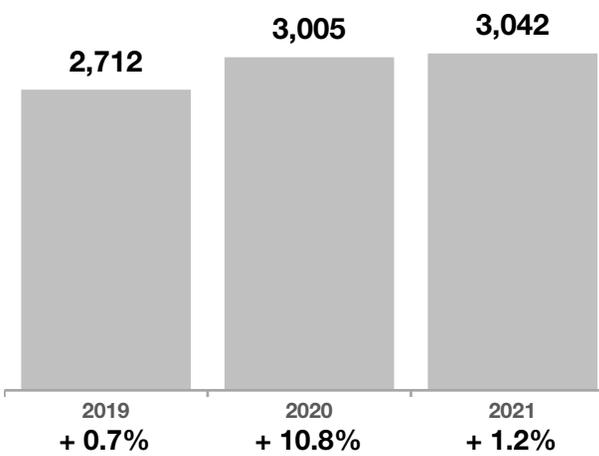
A count of the properties that have been newly listed on the market in a given month.



## November



## Year to Date



	New Listings	Prior Year	Percent Change
December 2020	181	139	+30.2%
January 2021	276	252	+9.5%
February 2021	254	276	-8.0%
March 2021	333	283	+17.7%
April 2021	286	203	+40.9%
May 2021	301	295	+2.0%
June 2021	321	313	+2.6%
July 2021	281	324	-13.3%
August 2021	286	291	-1.7%
September 2021	260	270	-3.7%
October 2021	254	277	-8.3%
<b>November 2021</b>	<b>190</b>	<b>221</b>	<b>-14.0%</b>
12-Month Avg	269	262	+2.5%

## Historical New Listings by Month

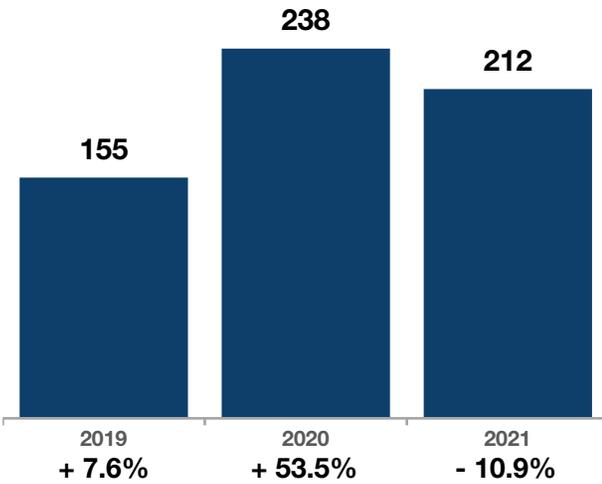


# Pending Sales

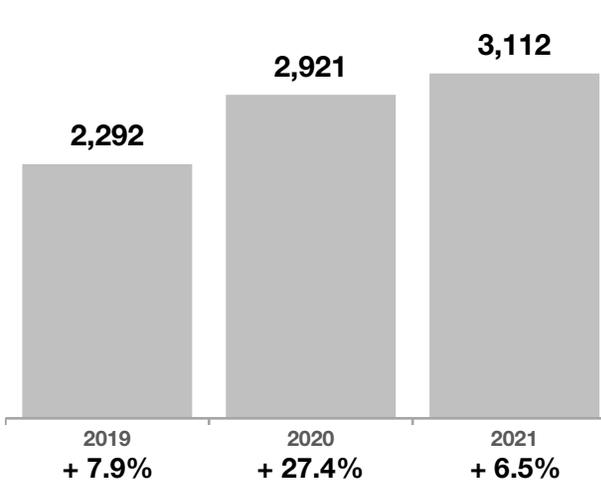
A count of the properties on which offers have been accepted in a given month.



## November

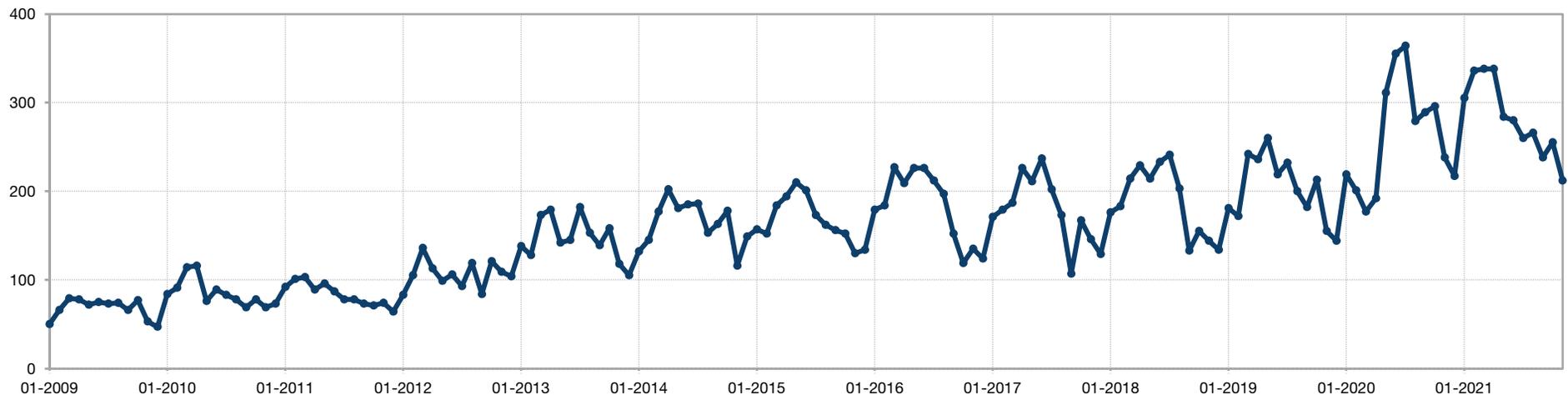


## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2020	217	144	+50.7%
January 2021	305	219	+39.3%
February 2021	336	201	+67.2%
March 2021	338	177	+91.0%
April 2021	338	192	+76.0%
May 2021	284	311	-8.7%
June 2021	280	355	-21.1%
July 2021	260	364	-28.6%
August 2021	266	279	-4.7%
September 2021	238	289	-17.6%
October 2021	255	296	-13.9%
<b>November 2021</b>	<b>212</b>	<b>238</b>	<b>-10.9%</b>
12-Month Avg	277	255	+8.6%

## Historical Pending Sales by Month

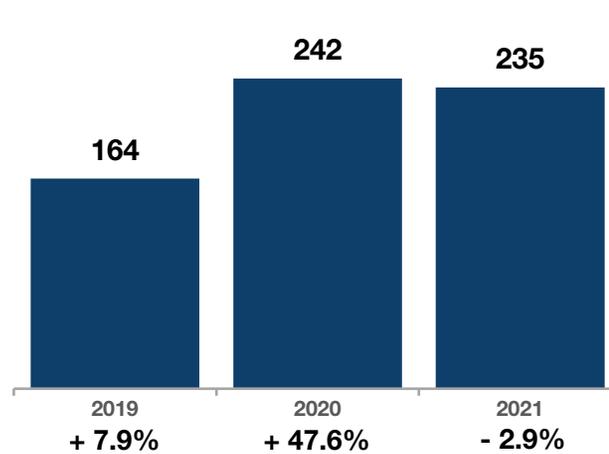


# Closed Sales

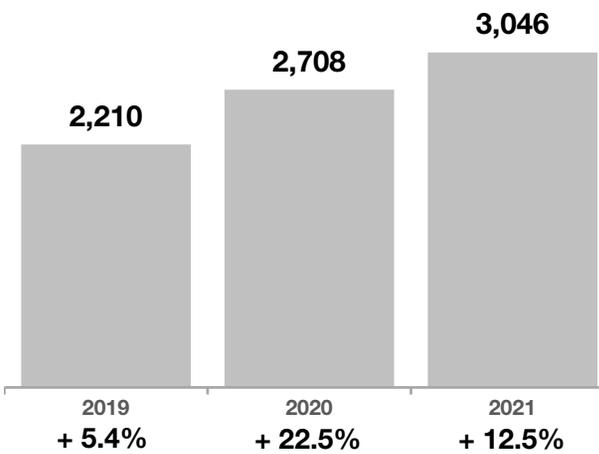
A count of the actual sales that closed in a given month.



## November

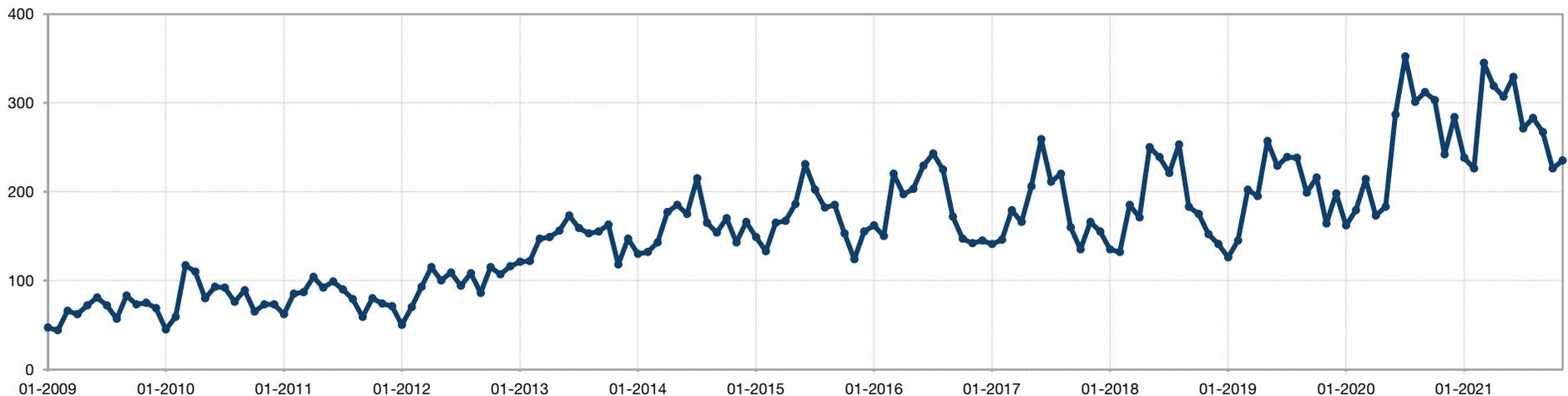


## Year to Date



Closed Sales	Prior Year	Percent Change
December 2020	198	+43.4%
January 2021	162	+46.9%
February 2021	179	+26.3%
March 2021	214	+61.2%
April 2021	173	+84.4%
May 2021	183	+67.8%
June 2021	287	+14.6%
July 2021	352	-23.0%
August 2021	301	-6.0%
September 2021	312	-14.4%
October 2021	303	-25.4%
<b>November 2021</b>	<b>242</b>	<b>-2.9%</b>
12-Month Avg	278	+14.6%

## Historical Closed Sales by Month

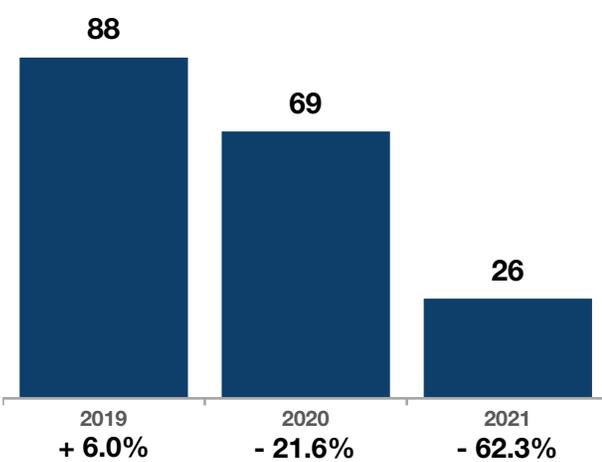


# Days on Market Until Sale

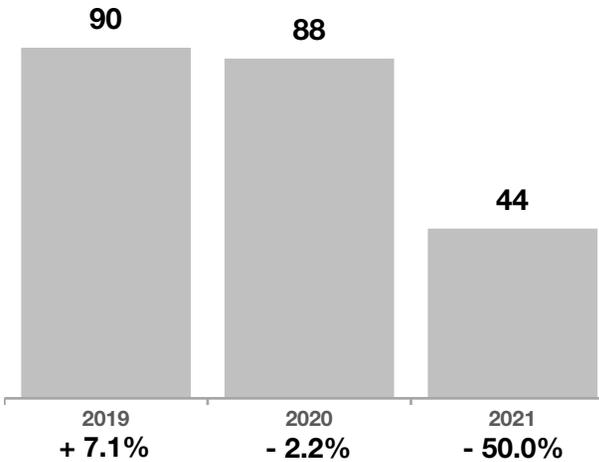
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



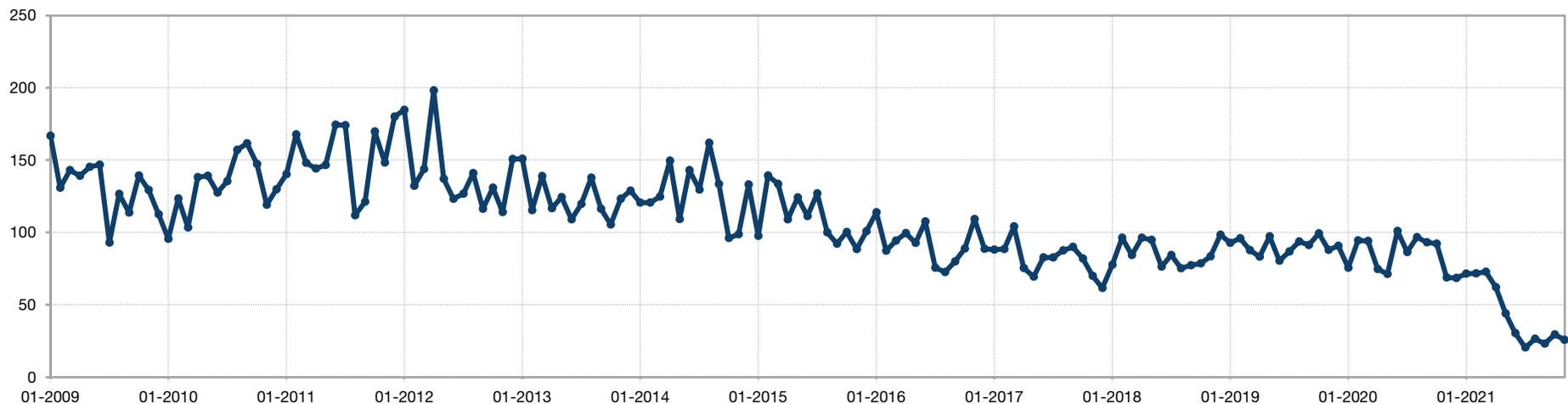
## Year to Date



Days on Market	Prior Year	Percent Change
December 2020	91	-25.3%
January 2021	76	-6.6%
February 2021	94	-23.4%
March 2021	94	-22.3%
April 2021	75	-17.3%
May 2021	71	-38.0%
June 2021	101	-70.3%
July 2021	86	-76.7%
August 2021	97	-73.2%
September 2021	93	-75.3%
October 2021	92	-68.5%
<b>November 2021</b>	<b>69</b>	<b>-62.3%</b>
12-Month Avg*	88	-47.7%

\* Average Days on Market of all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

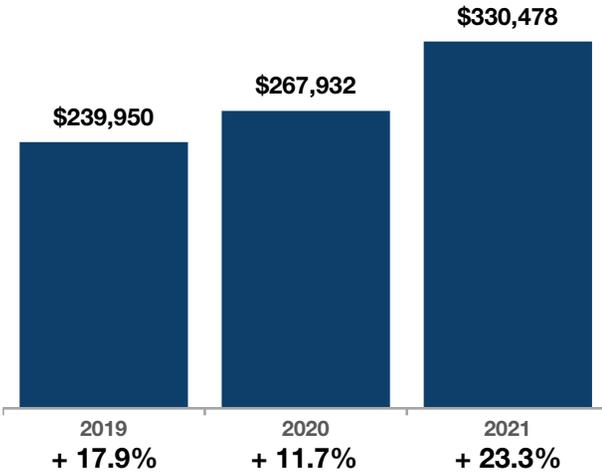


# Median Sales Price

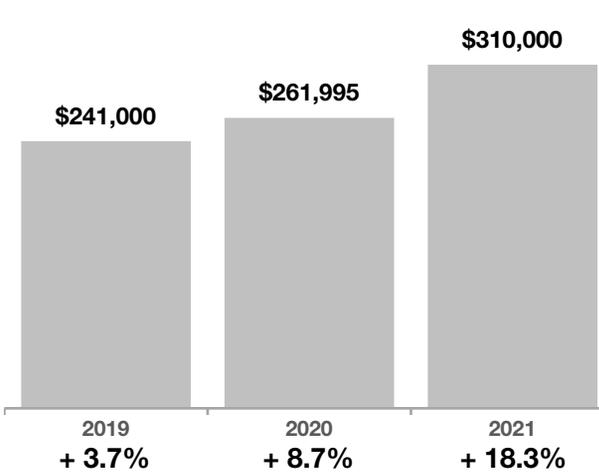
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



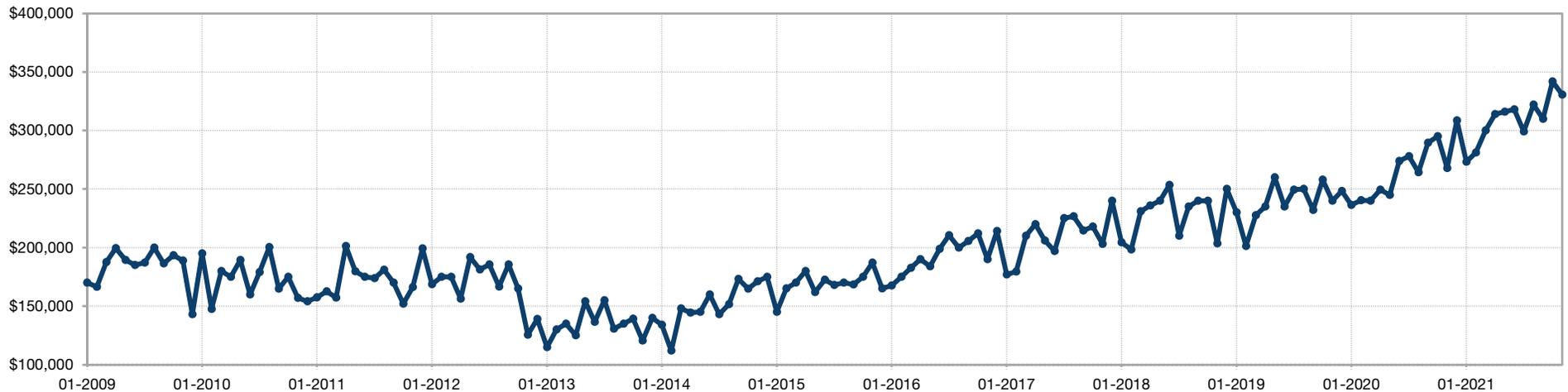
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2020	\$308,500	\$248,200	+24.3%
January 2021	\$273,220	\$236,350	+15.6%
February 2021	\$280,995	\$240,450	+16.9%
March 2021	\$300,000	\$240,000	+25.0%
April 2021	\$314,000	\$249,500	+25.9%
May 2021	\$316,019	\$245,000	+29.0%
June 2021	\$318,000	\$274,000	+16.1%
July 2021	\$299,000	\$278,000	+7.6%
August 2021	\$322,115	\$264,133	+22.0%
September 2021	\$309,900	\$289,495	+7.0%
October 2021	\$341,900	\$295,000	+15.9%
<b>November 2021</b>	<b>\$330,478</b>	<b>\$267,932</b>	<b>+23.3%</b>
12-Month Med*	\$310,000	\$259,950	+19.3%

\* Median Sales Price of all properties from December 2020 through November 2021. This is not the median of the individual figures above.

## Historical Median Sales Price by Month

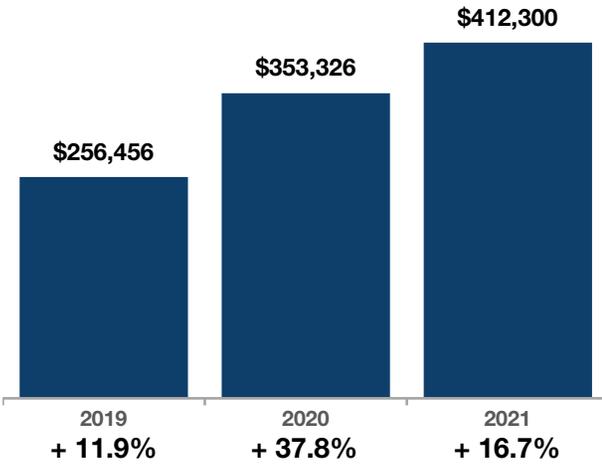


# Average Sales Price

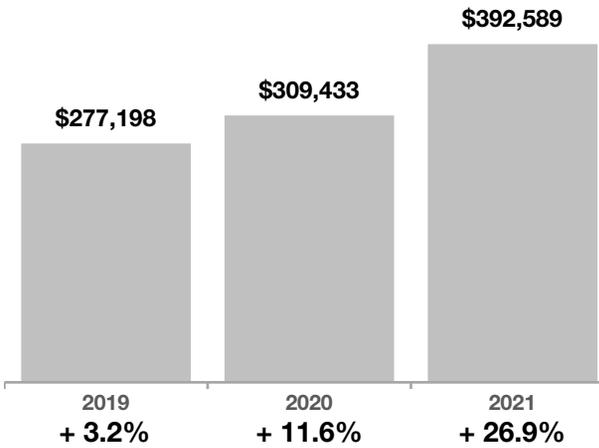
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



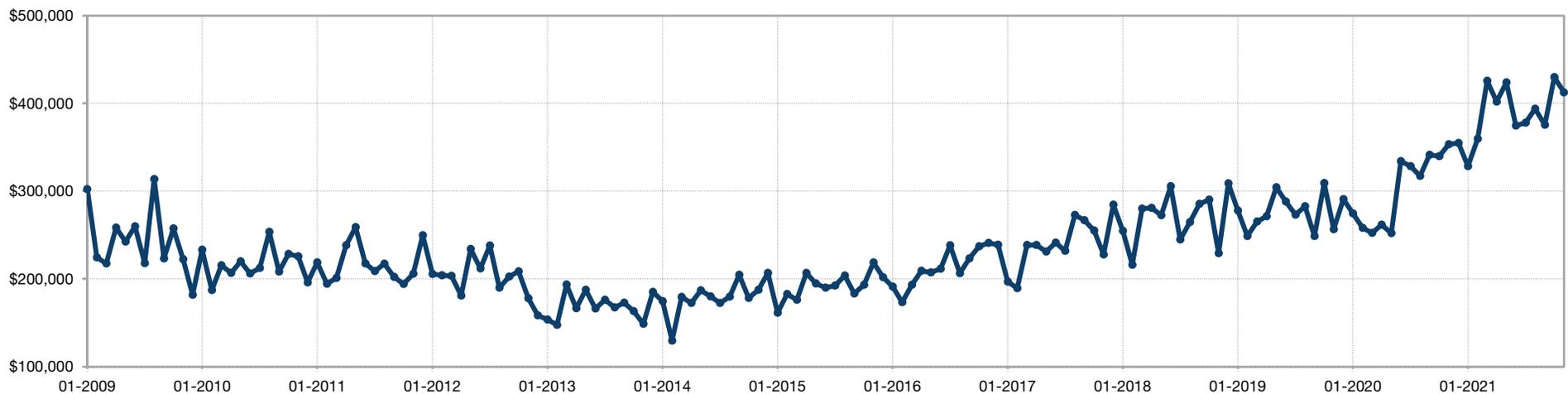
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2020	\$354,709	\$290,707	+22.0%
January 2021	\$328,404	\$274,669	+19.6%
February 2021	\$359,526	\$258,016	+39.3%
March 2021	\$425,704	\$252,393	+68.7%
April 2021	\$401,909	\$261,776	+53.5%
May 2021	\$423,637	\$251,974	+68.1%
June 2021	\$374,443	\$334,027	+12.1%
July 2021	\$377,875	\$328,323	+15.1%
August 2021	\$393,714	\$317,174	+24.1%
September 2021	\$375,546	\$341,287	+10.0%
October 2021	\$429,902	\$339,642	+26.6%
<b>November 2021</b>	<b>\$412,300</b>	<b>\$353,326</b>	<b>+16.7%</b>
12-Month Avg*	\$388,139	\$300,276	+29.3%

\* Avg. Sales Price of all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

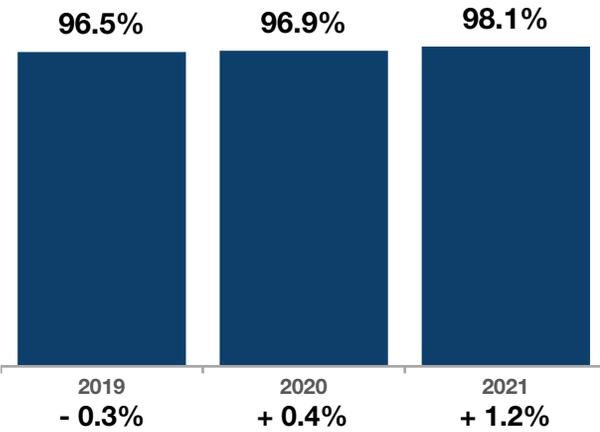


# Percent of List Price Received

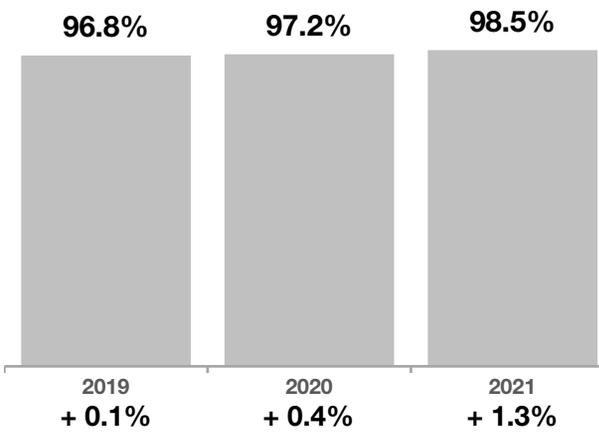
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
December 2020	97.4%	96.8%	+0.6%
January 2021	97.8%	97.0%	+0.8%
February 2021	98.1%	97.0%	+1.1%
March 2021	98.1%	97.1%	+1.0%
April 2021	98.5%	98.1%	+0.4%
May 2021	98.9%	97.1%	+1.9%
June 2021	98.9%	96.5%	+2.5%
July 2021	99.4%	97.5%	+1.9%
August 2021	99.0%	97.1%	+2.0%
September 2021	98.2%	97.5%	+0.7%
October 2021	98.5%	97.3%	+1.2%
<b>November 2021</b>	<b>98.1%</b>	<b>96.9%</b>	<b>+1.2%</b>
12-Month Avg*	98.4%	97.2%	+1.2%

\* Average Pct. of List Price Received for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

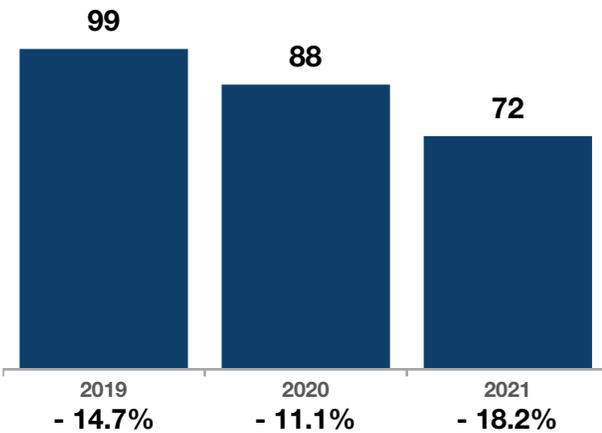


# Housing Affordability Index

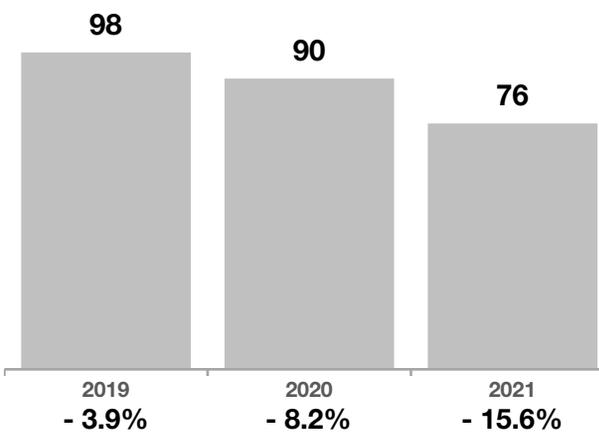
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November



## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2020	77	95	-18.9%
January 2021	87	100	-13.0%
February 2021	84	99	-15.2%
March 2021	79	99	-20.2%
April 2021	75	95	-21.1%
May 2021	75	97	-22.7%
June 2021	74	86	-14.0%
July 2021	79	85	-7.1%
August 2021	74	90	-17.8%
September 2021	76	82	-7.3%
October 2021	69	80	-13.8%
<b>November 2021</b>	<b>72</b>	<b>88</b>	<b>-18.2%</b>
12-Month Avg	77	91	-16.0%

## Historical Housing Affordability Index by Month

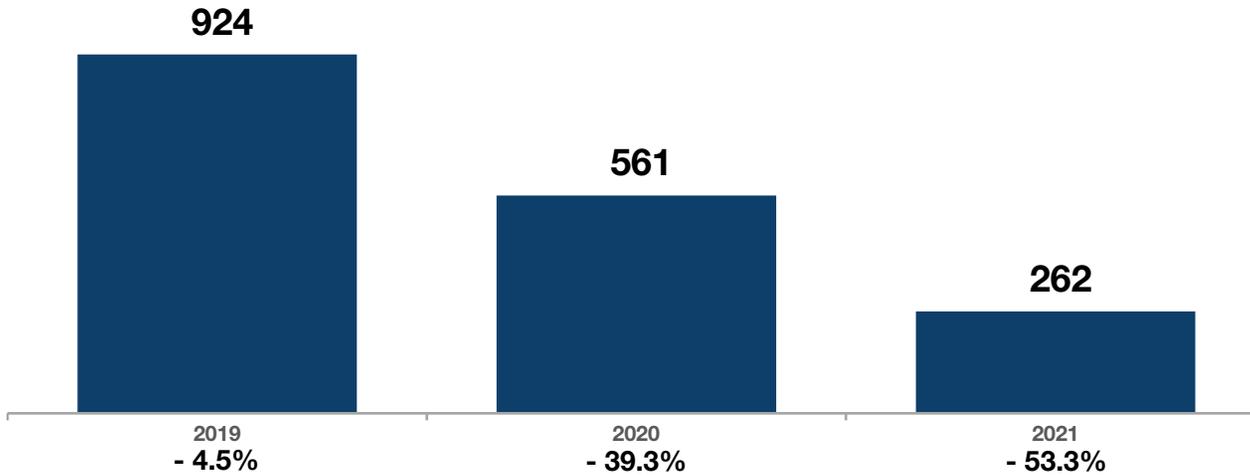


# Inventory of Homes for Sale

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



## November



	Homes for Sale	Prior Year	Percent Change
December 2020	490	859	-43.0%
January 2021	445	846	-47.4%
February 2021	348	886	-60.7%
March 2021	320	950	-66.3%
April 2021	253	936	-73.0%
May 2021	261	882	-70.4%
June 2021	289	793	-63.6%
July 2021	301	719	-58.1%
August 2021	302	697	-56.7%
September 2021	314	650	-51.7%
October 2021	304	599	-49.2%
<b>November 2021</b>	<b>262</b>	<b>561</b>	<b>-53.3%</b>
12-Month Avg*	324	580	-44.1%

\* Homes for Sale for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

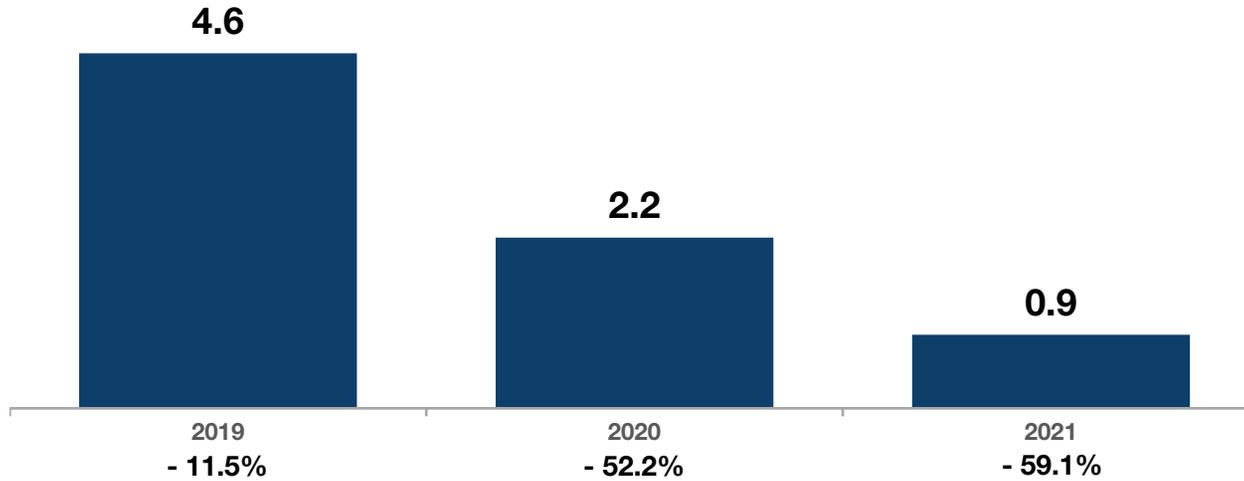


# Months Supply of Inventory

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.



## November



Months Supply		Prior Year	Percent Change
December 2020	1.9	4.2	-54.8%
January 2021	1.7	4.1	-58.5%
February 2021	1.2	4.2	-71.4%
March 2021	1.1	4.7	-76.6%
April 2021	0.8	4.7	-83.0%
May 2021	0.9	4.3	-79.1%
June 2021	1.0	3.7	-73.0%
July 2021	1.0	3.2	-68.8%
August 2021	1.1	3.0	-63.3%
September 2021	1.1	2.7	-59.3%
October 2021	1.1	2.4	-54.2%
<b>November 2021</b>	<b>0.9</b>	<b>2.2</b>	<b>-59.1%</b>
12-Month Avg*	1.1	3.6	-69.4%

\* Months Supply for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

