

New homes continue to rise at Hollingsworth Park Verdae. Nick Sabatine, CEO of the GGAR, says "that little drop or that little increase (in sales) is just showing how steady our market is." PATRICK COLLARD/STAFF

Local home sales on pace to pass 2013 total

1.6 percent increase in sales to date over same period a year ago

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The number of homes sold in the Greenville area this year are on pace to meet or exceed last year's total, says the region's real estate chief.

A total of 5,445 residential units were sold from January through July according to the statistics released Monday by the Greater Greenville Association of Realtors.

That total is a 1.6 percent increase from the 5,358 units sold year-to-date last year. In all of 2013, there were 9,160 units sold.

Nick Sabatine, CEO of the GGAR, said if the trend with home sales continues, "we should at least match where we were in 2013 or maybe be slightly better."

He doesn't anticipate a big increase in sales. The biggest thus far was in 2013, when sales were 23.2 percent better than those in 2012.

"We've always said in our Greenville market that one of the things that has kept us steady is the fact that we don't have these peaks and valleys like other areas of the state, especially the coast," he said.

"So seeing that little drop or that little increase is just showing how steady our market is."

The latest little drop was the 4.5 percent in year-over-year sales in July.

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NICK SABATINE, Greater Greenville Association of Realtors

Pending home sales or contract signings in the South dipped 2.4 percent in June, the National Association of Realtors said.

Supply shortages, flat wages, and tight credit are deterring a high number of potential buyers from taking advantage of lower interest rates, said Lawrence Yun, the NAR's chief economist.

Sabatine said, over all, the region's home sales figures are positive. That includes the 6.3 percent drop in days on the market.

At one time, the average DOM was 180, he said. In July, the days dropped from 96 last year to 90 year-to-date.

The median sales price rose 3.7 percent to $160,000 during the first seven months of this year.