Relocations help fuel Upstate home sales

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Family and corporate relocations helped spike local home sales last month.

Buyers closed on 980 residences in June, boosting the year-over-year increase by 7 percent, according to Greater Greenville Association of Realtors statistics released Friday.

Year-to-date sales were up 3 percent, with 4,507 units sold from January to June, statistics show.

The average price for residential units in the area rose 7 percent to $194,124 year-to-date, the median sales price increased 3 percent to $159,000, and the days on the market dropped 4 percent to 93 days.

Carol Pyfrom, owner/broker-in-charge of Carol Pyfrom Realty in Greenville, said the region is benefiting from growth.

Corporations are bringing more people here and more of those people are now buying a house, she said. At the same time, they're able to sell the house where they're coming from.

Before, "they couldn't buy because they couldn't sell," she said.

The time of the year likely had a role in the uptick in sales, as well.

It's the season when people like to buy and close on a property so they can get settled in before school starts or before they go on a vacation, said Nick Sabatine, CEO of the GGAR.

The current economy also had a role in June sales, he said. More units sold last month than the 917 sold in June 2013.

Inventory also grew by 5.5 percent, for a total of 5,997 current units on the market.

"We're blessed to have so many new homebuilders in town that have kept our market and our supply up. That's a really good feature. Without them, we would have been in a pickle," Pyfrom said.

June marked the sixth consecutive period for month-to-month sales increases for the Greenville area, which includes Pickens and Laurens counties.

Sales have been "slow and steady," Sabatine said. And "we can stop talking about recovery. I think we're there," he said.

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