BUSINESS

# Statewide home sales rise

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South Carolina had a 4 percent increase in home sales last month, with buyers taking more than 6,000 residences off the market.

According to South Carolina Realtors' multiple listing statistics out Monday, 6,445 residential units were sold in June 2014 compared with 6,204 in June 2013.

Year-to-date sales also increased — 1.6 percent higher than during the same period of 2013, SC Realtors said.

The sales increases seen statewide came from 10 of the state's 16 housing markets.

The year-to-date increases ranged from 1.4 percent in Coastal Carolinas to 37.4 percent in Cherokee County. Year-over-year sales were up as low as 0.6 percent in the Hilton Head area to as much as 61.3 percent in Cherokee County.

In the Greenville-Pickens-Laurens metropolitan area, sales were up 7 percent from a year ago in June and up 3 percent year-to-date, according to the Greater Greenville Association of Realtors.

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

Fritzi Barbour, president-elect of South Carolina Realtors, said it is her hope that the market as a whole does not see the same trend of an early slowdown that it did last summer.

Barbour, a broker-in-charge at Berkshire Hathaway HomeServices C. Dan Joyner Realtors in Greenville, said an emerging issue is that sellers in lesser demand areas are not heeding agents' advice, "since they think the whole market is white-hot based on what they read or hear."

Some areas are very high demand, she said, but others are requiring agents to think out-of-the box to generate traffic.

Statewide, the median sales price was up 6 percent from a year ago in June, and 4 percent year-to-date.

The average days on the market fell 5.7 percent year-to-date and 1.8 percent year-over-year.

The National Association of Realtors is expected to release nationwide existing home sale statistics on July 22.

# 4% in June