

WHY 2021 IS STILL THE YEAR TO SELL YOUR HOUSE...

If you're trying to decide whether or not to sell your house, this is the time to think seriously about making a move. Fannie Mae's recent Home Purchase Sentiment Index (HPSI) reveals the number of respondents who say it's a good time to sell is higher now than it was over the past few summers. Today, 75% of consumers say it's a good time to sell a house. The higher good time to sell sentiment has to do with today's market conditions, specifically low housing supply and high buyer demand. In the simplest terms, we don't have enough houses available for sale to meet buyer demand.



FUN FACTS

1. Out of all 12 months of the year, September is spelled with the most letters. It contains nine letters, and it happens to be the ninth month of the year.
2. There are more pop and classic songs with "September" in the title than any other month.
3. The first day of fall is September 22.
4. The name "September" comes from an old Roman word, "septem," which means 7. The Romans used to consider Septmeber the 7th month of the year.

Jaimie
PUTNAM
REALTOR®



IF YOU'RE THINKING OF SELLING, CALL ME TODAY TO DISCUSS YOUR OPTIONS.

CELL: 706-284-4401

ISSUE OVERVIEW

PAGE 1 | 5 REASONS TODAY'S HOUSING MARKET IS ABNORMAL
PAGE 2 | SOMETHING ELSE
PAGE 3 | MONTHLY MARKET STATS

Specializing in residential resales, new home construction, property management, relocation, and commercial services – Meybohm Real Estate embodies a true full service brokerage. Modernizing the industry with paperless approaches, Meybohm strives to be where you need them to be every step of the way.



5 REASONS TODAY'S HOUSING MARKET IS ANYTHING BUT NORMAL

1 MORTGAGE RATES

If we look at the 30-year mortgage rate chronicled by Freddie Mac, we can see the average rates by decade:

1990s: 8.12%

2000s: 6.29%

2010s: 4.09%

Today, the average mortgage rate stands at 2.87%, which is very close to the historic low.

2 HOME PRICE APPRECIATION

According to Black Knight, a housing data and analytics company, the average annual appreciation on residential real estate prices since 1995 has been 4.14%.

3 MONTHS' SUPPLY OF INVENTORY

According to NAR: "Months' supply refers to the number of months it would take for the current inventory of homes on the market to sell given the current sales pace." As of the latest Existing Homes Sales Report from NAR, the current months' supply of inventory stands at 2.6. That's less than half of a normal supply.

4 DAYS IT TAKES TO SELL A HOME

The days-on-market metric gives an indication of how hot a market is and how quickly homes are selling. In 2019, prior to the pandemic, the average days on market stood at 35, according to NAR. Today,

5 NUMBER OF OFFERS PER LISTING

According to NAR, the number of offers per listing stood at 2.2 in 2019. Today, that number is double at 4.5.

WHAT'S HAPPENING IN THE CSRA THIS MONTH...

EVANS MARKET

Evans Market is made up of local artisans, farmers, producers, & vendors. It will be held at The Plaza across from Evans Towne Center Park on Saturday, September 25th from 9am-1pm.

AIKEN COUNTY FARMERS MARKET

Every Tuesday and Saturday from 7:30 AM - 11:30 AM or until the farmers sell out! Come enjoy fresh, local produce, baked goods, and crafts. 115 Williamsburg Street, Aiken, SC 29801. Between Park Avenue and Richland Avenue.

ARTSCITY FESTIVAL

September 17-19. Celebrate creativity and culture at this year's ArtsCity Festival, a scaled-down, safely organized Arts in the Heart of Augusta Festival. Explore downtown Augusta and shop for new handmade arts and fine crafts, sample delicious international food and see showcase performances by talent from all over the Southeast.

BORDER BASH

The celebration of the football rivalry between the University of South Carolina and the University of Georgia took a hiatus last year because of the COVID-19 pandemic, but is back on the schedule for Friday, Sept. 17, at SRP Park. You can get tickets at borderbash.net. The pre-game event includes team mascots, cheerleaders and dance teams as well as musical performances. This year's lineup includes Band of Oz and Whiskey Run. Border Bash proceeds benefit area children's charities and clubs.

FOOD TRUCK FRIDAY W/ BANDS & BREWS

This event will take place at the Columbia County Amphitheater (behind the Evans Library) from 6pm to 9pm on September 24th and feature entertainment from local musicians, themed food trucks and beverages. Live music by Tokyo Joe. Hawaiian food theme.



MONTHLY MARKET STATS

JULY 1 - JULY 31



**AVERAGE SALES
PRICE**
**MEDIAN SALES
PRICE**

AIKEN

AUGUSTA

\$282,447

\$277,776

\$249,950

\$250,00



NEW LISTINGS

398

1,121



PENDING SALES

328

1,090



CLOSED SALES

330

942



**LIST TO SALE
PERCENTAGE**

100.2%

100.6%

Source: realtor.com | Augusta & Aiken MLS