

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



June 2019

After several years of declining inventory and supply, more and more housing markets are beginning to find their way toward a state of balance in terms of available listings. There is still work to be done, but the situation is not as dire as it once was. For the 12-month period spanning July 2018 through June 2019, Pending Sales in the Hilton Head region were up 6.2 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 15.1 percent.

The overall Median Sales Price was up 3.1 percent to \$318,500. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 2.6 percent to \$349,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 105 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 183 days.

Market-wide, inventory levels remained flat. The property type that gained the most inventory was the Condos segment, where it increased 3.3 percent. That amounts to 5.2 months supply for Single-Family homes and 4.9 months supply for Condos.

Quick Facts

+ 15.1%	+ 7.4%	+ 7.9%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$375,001 to \$650,000	3 Bedrooms	Single-Family

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

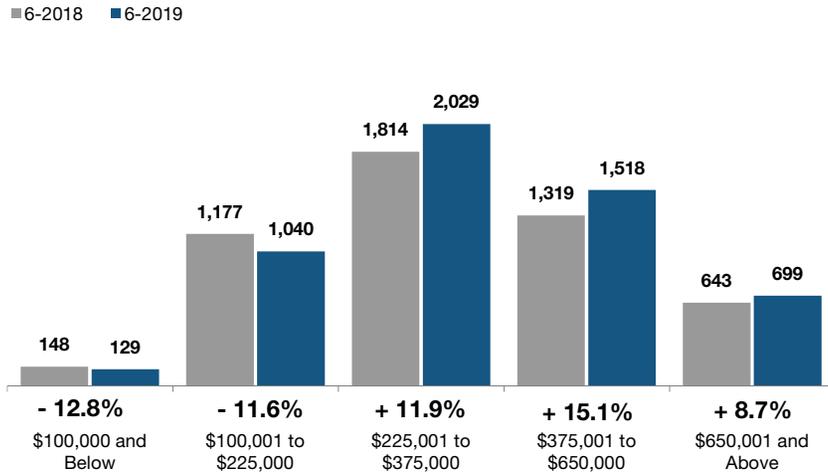


Pending Sales

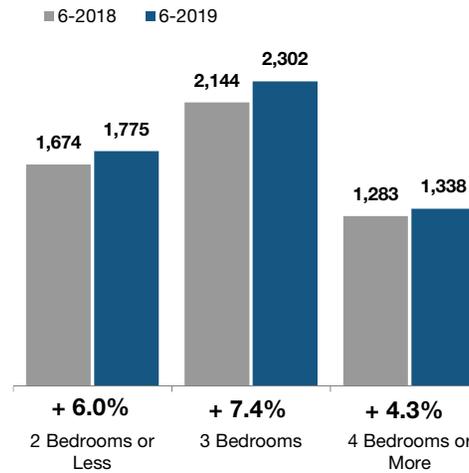
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



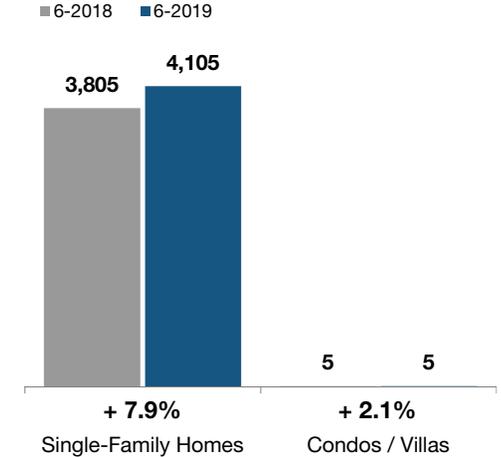
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	148	129	- 12.8%
\$100,001 to \$225,000	1,177	1,040	- 11.6%
\$225,001 to \$375,000	1,814	2,029	+ 11.9%
\$375,001 to \$650,000	1,319	1,518	+ 15.1%
\$650,001 and Above	643	699	+ 8.7%
All Price Ranges	5,101	5,415	+ 6.2%

Single-Family Homes

6-2018	6-2019	Change	6-2018	6-2019	Change
45	38	- 15.6%	3	2	- 45.5%
651	512	- 21.4%	3	3	+ 6.5%
1,417	1,656	+ 16.9%	4	4	+ 9.8%
1,111	1,268	+ 14.1%	8	7	- 16.7%
581	631	+ 8.6%	14	16	+ 20.0%
3,805	4,105	+ 7.9%	5	5	+ 2.1%

Condos / Villas

By Bedroom Count	6-2018	6-2019	Change
2 Bedrooms or Less	1,674	1,775	+ 6.0%
3 Bedrooms	2,144	2,302	+ 7.4%
4 Bedrooms or More	1,283	1,338	+ 4.3%
All Bedroom Counts	5,101	5,415	+ 6.2%

6-2018	6-2019	Change	6-2018	6-2019	Change
680	739	+ 8.7%	4	4	- 2.3%
1,866	2,053	+ 10.0%	6	7	+ 25.5%
1,259	1,313	+ 4.3%	11	9	- 20.0%
3,805	4,105	+ 7.9%	5	5	+ 2.1%

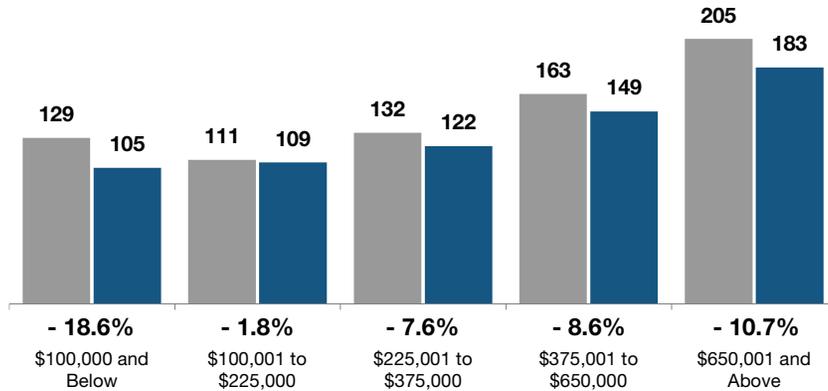
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted.
Based on a rolling 12-month average.



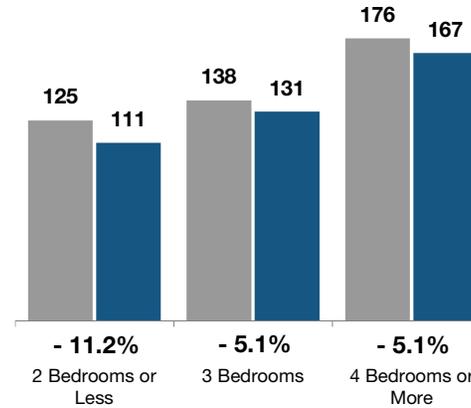
By Price Range

■ 6-2018 ■ 6-2019



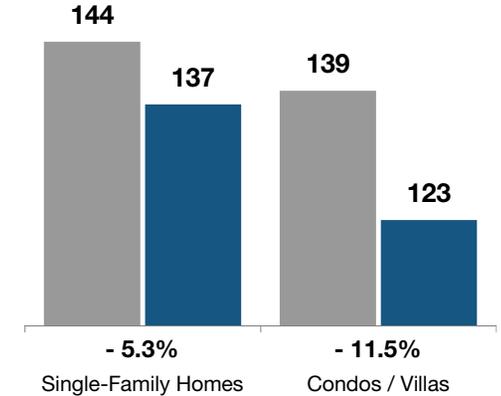
By Bedroom Count

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



All Properties

By Price Range

	6-2018	6-2019	Change
\$100,000 and Below	129	105	- 18.6%
\$100,001 to \$225,000	111	109	- 1.8%
\$225,001 to \$375,000	132	122	- 7.6%
\$375,001 to \$650,000	163	149	- 8.6%
\$650,001 and Above	205	183	- 10.7%
All Price Ranges	143	133	- 7.0%

Single-Family Homes

	6-2018	6-2019	Change
2 Bedrooms or Less	152	112	- 26.6%
3 Bedrooms	110	116	+ 5.1%
4 Bedrooms or More	130	121	- 7.3%
	158	148	- 6.5%
	202	182	- 9.7%
All Single-Family Homes	144	137	- 5.3%

Condos / Villas

	6-2018	6-2019	Change
	118	103	- 12.7%
	113	102	- 9.7%
	140	128	- 8.6%
	189	156	- 17.5%
	235	191	- 18.7%
All Condos / Villas	139	123	- 11.5%

By Bedroom Count

	6-2018	6-2019	Change
2 Bedrooms or Less	125	111	- 11.2%
3 Bedrooms	138	131	- 5.1%
4 Bedrooms or More	176	167	- 5.1%
All Bedroom Counts	143	133	- 7.0%

	6-2018	6-2019	Change
2 Bedrooms or Less	119	100	- 15.4%
3 Bedrooms	134	130	- 3.1%
4 Bedrooms or More	175	167	- 4.9%
All Single-Family Homes	144	137	- 5.3%

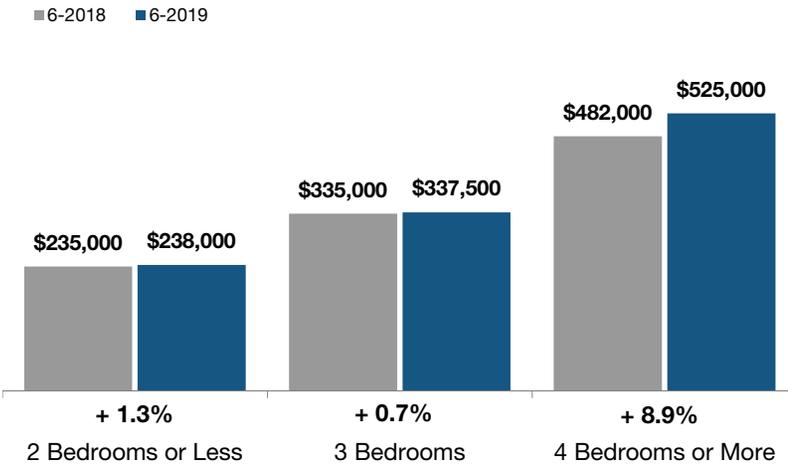
	6-2018	6-2019	Change
	130	118	- 9.2%
	161	137	- 14.9%
	228	189	- 17.1%
All Condos / Villas	139	123	- 11.5%

Median Sales Price

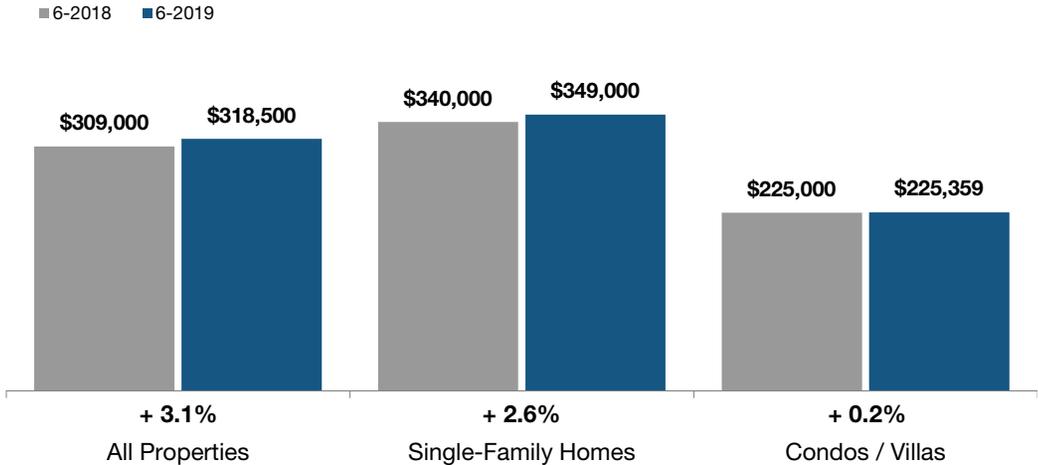
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	6-2018	6-2019	Change
2 Bedrooms or Less	\$235,000	\$238,000	+ 1.3%
3 Bedrooms	\$335,000	\$337,500	+ 0.7%
4 Bedrooms or More	\$482,000	\$525,000	+ 8.9%
All Bedroom Counts	\$309,000	\$318,500	+ 3.1%

Single-Family Homes

6-2018	6-2019	Change	6-2018	6-2019	Change
\$272,895	\$272,950	+ 0.0%	\$189,450	\$198,000	+ 4.5%
\$335,000	\$333,120	- 0.6%	\$328,000	\$380,000	+ 15.9%
\$484,900	\$523,441	+ 7.9%	\$470,500	\$585,000	+ 24.3%
\$340,000	\$349,000	+ 2.6%	\$225,000	\$225,359	+ 0.2%

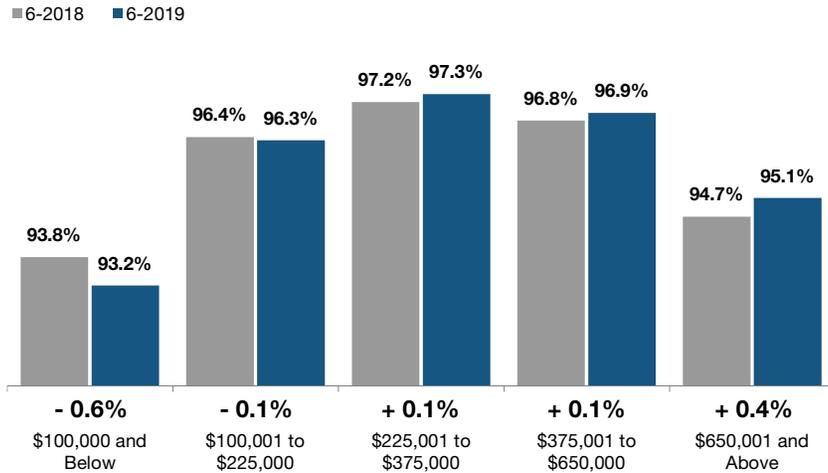
Condos / Villas

Percent of List Price Received

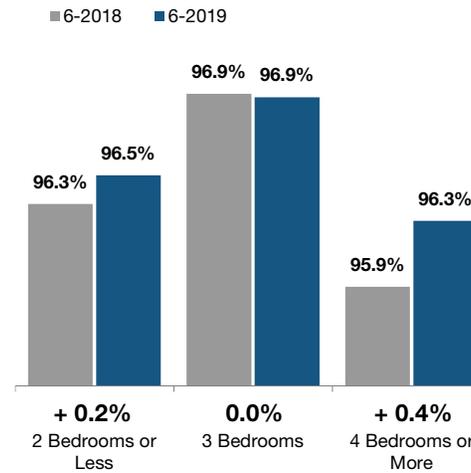
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



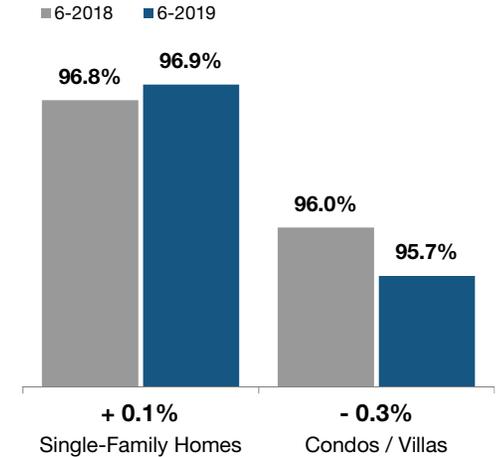
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	93.8%	93.2%	- 0.6%
\$100,001 to \$225,000	96.4%	96.3%	- 0.1%
\$225,001 to \$375,000	97.2%	97.3%	+ 0.1%
\$375,001 to \$650,000	96.8%	96.9%	+ 0.1%
\$650,001 and Above	94.7%	95.1%	+ 0.4%
All Price Ranges	96.5%	96.6%	+ 0.1%

Single-Family Homes

6-2018	6-2019	Change
95.0%	92.3%	- 2.8%
97.1%	96.7%	- 0.4%
97.5%	97.7%	+ 0.2%
96.9%	97.1%	+ 0.2%
94.6%	95.1%	+ 0.5%
96.8%	96.9%	+ 0.1%

Condos / Villas

6-2018	6-2019	Change
94.1%	94.4%	+ 4.9%
96.2%	96.3%	+ 0.1%
96.1%	95.6%	- 0.5%
96.0%	94.6%	- 1.5%
97.6%	96.4%	- 1.2%
96.0%	95.7%	- 0.3%

By Bedroom Count

6-2018	6-2019	Change
96.3%	96.5%	+ 0.2%
96.9%	96.9%	0.0%
95.9%	96.3%	+ 0.4%
96.5%	96.6%	+ 0.1%

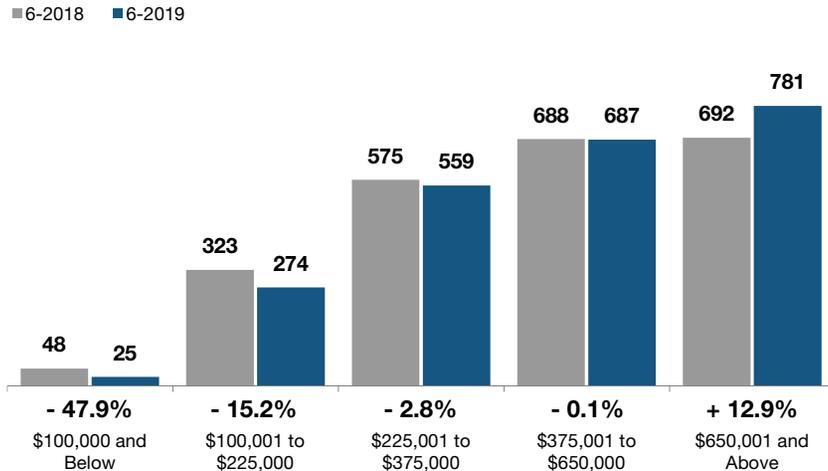
6-2018	6-2019	Change
97.6%	97.8%	+ 0.2%
97.1%	97.0%	- 0.1%
95.9%	96.3%	+ 0.4%
96.8%	96.9%	+ 0.1%

Inventory of Homes for Sale

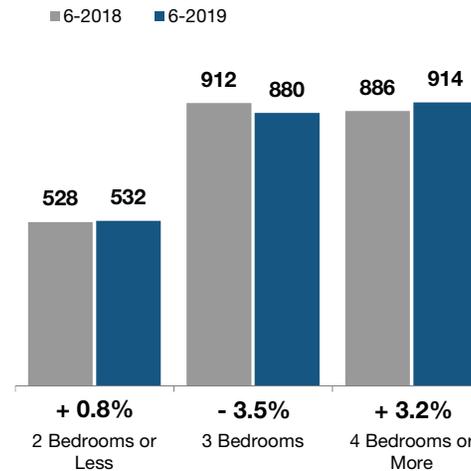
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



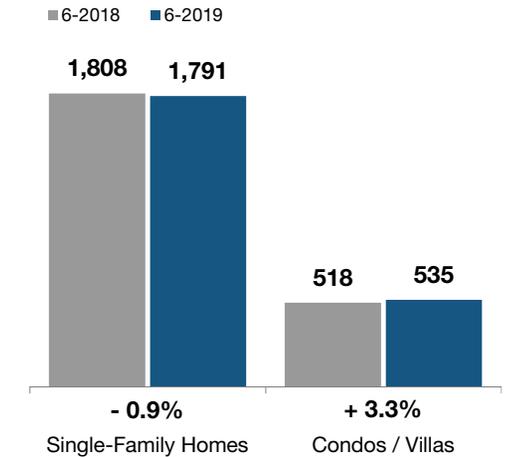
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2018	6-2019	Change
\$100,000 and Below	48	25	- 47.9%
\$100,001 to \$225,000	323	274	- 15.2%
\$225,001 to \$375,000	575	559	- 2.8%
\$375,001 to \$650,000	688	687	- 0.1%
\$650,001 and Above	692	781	+ 12.9%
All Price Ranges	2,326	2,326	0.0%

Single-Family Homes

6-2018	6-2019	Change
20	11	- 45.0%
185	129	- 30.3%
438	420	- 4.1%
543	542	- 0.2%
622	689	+ 10.8%
1,808	1,791	- 0.9%

Condos / Villas

6-2018	6-2019	Change
28	14	- 50.0%
138	145	+ 5.1%
137	139	+ 1.5%
145	145	0.0%
70	92	+ 31.4%
518	535	+ 3.3%

By Bedroom Count

6-2018	6-2019	Change
528	532	+ 0.8%
912	880	- 3.5%
886	914	+ 3.2%
2,326	2,326	0.0%

6-2018	6-2019	Change
163	161	- 1.2%
784	737	- 6.0%
861	893	+ 3.7%
1,808	1,791	- 0.9%

6-2018	6-2019	Change
365	371	+ 1.6%
128	143	+ 11.7%
25	21	- 16.0%
518	535	+ 3.3%

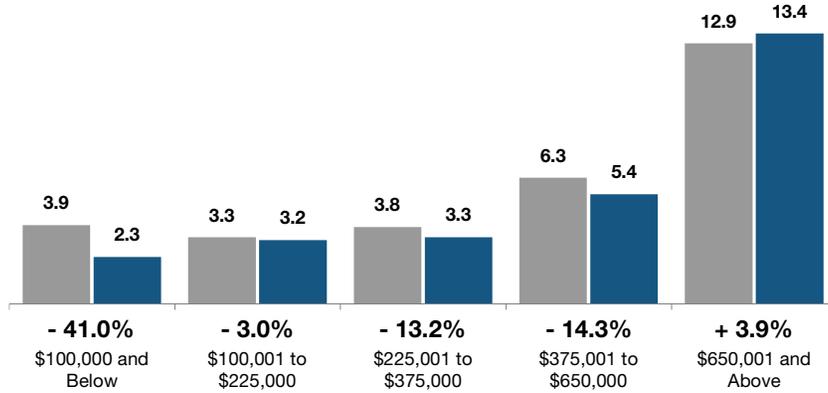
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



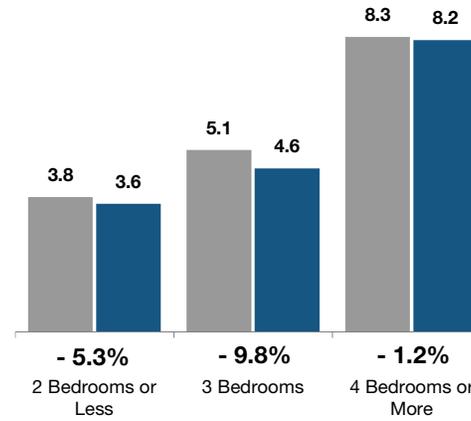
By Price Range

■ 6-2018 ■ 6-2019



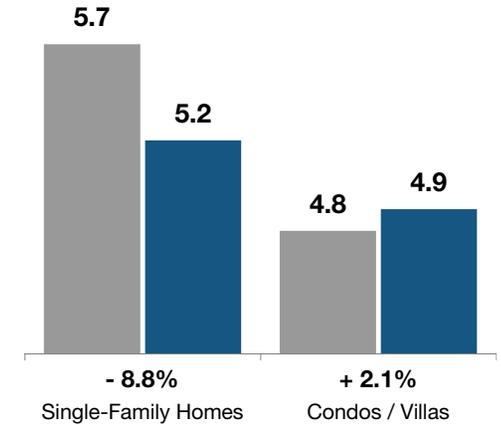
By Bedroom Count

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



All Properties

By Price Range

	6-2018	6-2019	Change
\$100,000 and Below	3.9	2.3	- 41.0%
\$100,001 to \$225,000	3.3	3.2	- 3.0%
\$225,001 to \$375,000	3.8	3.3	- 13.2%
\$375,001 to \$650,000	6.3	5.4	- 14.3%
\$650,001 and Above	12.9	13.4	+ 3.9%
All Price Ranges	5.5	5.2	- 5.5%

Single-Family Homes

	6-2018	6-2019	Change
2 Bedrooms or Less	4.9	3.5	- 28.6%
3 Bedrooms	3.4	3.0	- 11.8%
4 Bedrooms or More	3.7	3.0	- 18.9%
Single-Family Homes	5.9	5.1	- 13.6%
Single-Family Homes	12.8	13.1	+ 2.3%
All Single-Family Homes	5.7	5.2	- 8.8%

Condos / Villas

	6-2018	6-2019	Change
Condos / Villas	3.3	1.8	- 45.5%
Condos / Villas	3.1	3.3	+ 6.5%
Condos / Villas	4.1	4.5	+ 9.8%
Condos / Villas	8.4	7.0	- 16.7%
Condos / Villas	13.5	16.2	+ 20.0%
All Condos / Villas	4.8	4.9	+ 2.1%

By Bedroom Count

	6-2018	6-2019	Change
2 Bedrooms or Less	3.8	3.6	- 5.3%
3 Bedrooms	5.1	4.6	- 9.8%
4 Bedrooms or More	8.3	8.2	- 1.2%
All Bedroom Counts	5.5	5.2	- 5.5%

	6-2018	6-2019	Change
2 Bedrooms or Less	2.9	2.6	- 10.3%
3 Bedrooms	5.0	4.3	- 14.0%
4 Bedrooms or More	8.2	8.2	0.0%
All Bedroom Counts	5.7	5.2	- 8.8%

	6-2018	6-2019	Change
Condos / Villas	4.4	4.3	- 2.3%
Condos / Villas	5.5	6.9	+ 25.5%
Condos / Villas	11.5	9.2	- 20.0%
All Condos / Villas	4.8	4.9	+ 2.1%