

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



April 2021

April was another strong month for home sales across most market segments. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. Strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer. For the 12-month period spanning May 2020 through April 2021, Pending Sales in the Hilton Head region were up 64.6 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 158.8 percent.

The overall Median Sales Price was up 14.7 percent to \$378,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 18.8 percent to \$285,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 102 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 164 days.

Market-wide, inventory levels were down 74.0 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 73.7 percent. That amounts to 0.9 months supply for Single-Family homes and 0.8 months supply for Condos.

Quick Facts

+ 158.8%

+ 79.8%

+ 64.3%

Price Range With the Strongest Sales:

\$650,001 and Above

Bedroom Count With Strongest Sales:

4 Bedrooms or More

Property Type With Strongest Sales:

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

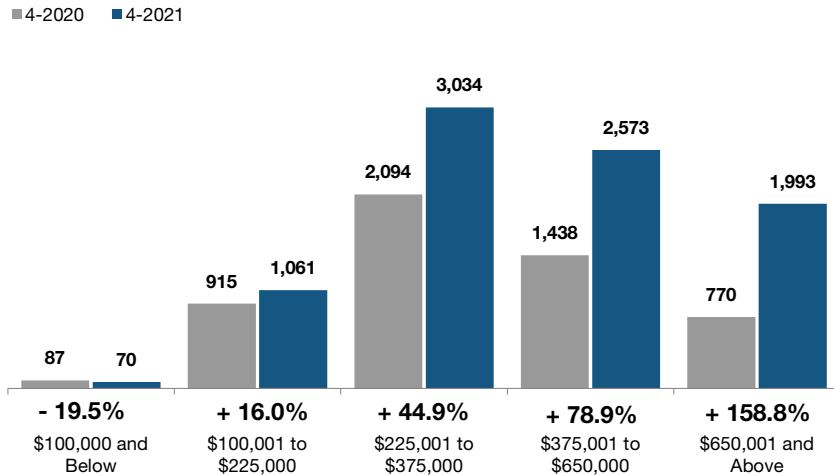


Pending Sales

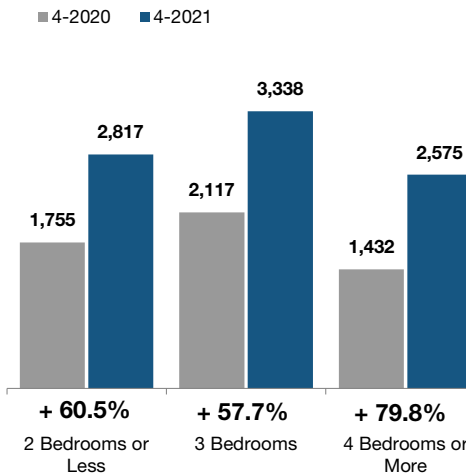
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



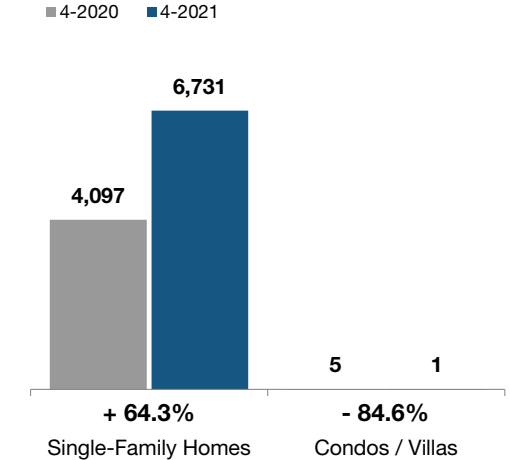
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	87	70	- 19.5%
\$100,001 to \$225,000	915	1,061	+ 16.0%
\$225,001 to \$375,000	2,094	3,034	+ 44.9%
\$375,001 to \$650,000	1,438	2,573	+ 78.9%
\$650,001 and Above	770	1,993	+ 158.8%
All Price Ranges	5,304	8,731	+ 64.6%

Single-Family Homes

4-2020	4-2021	Change
35	27	- 22.9%
438	408	- 6.8%
1,718	2,447	+ 42.4%
1,200	2,072	+ 72.7%
706	1,777	+ 151.7%
4,097	6,731	+ 64.3%

Condos / Villas

4-2020	4-2021	Change
5	2	- 57.4%
4	1	- 83.3%
5	1	- 85.4%
6	1	- 89.1%
14	1	- 89.9%
5	1	- 84.6%

By Bedroom Count

4-2020	4-2021	Change
1,755	2,817	+ 60.5%
2,117	3,338	+ 57.7%
1,432	2,575	+ 79.8%
5,304	8,731	+ 64.6%

4-2020	4-2021	Change
817	1,305	+ 59.7%
1,866	2,894	+ 55.1%
1,414	2,531	+ 79.0%
4,097	6,731	+ 64.3%

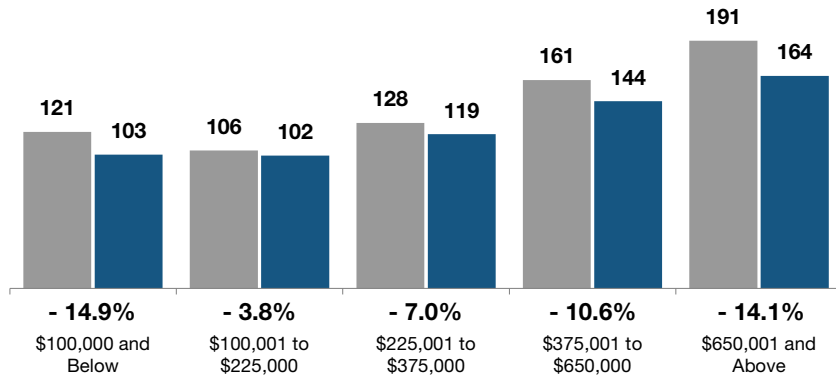
Days on Market Until Sale

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



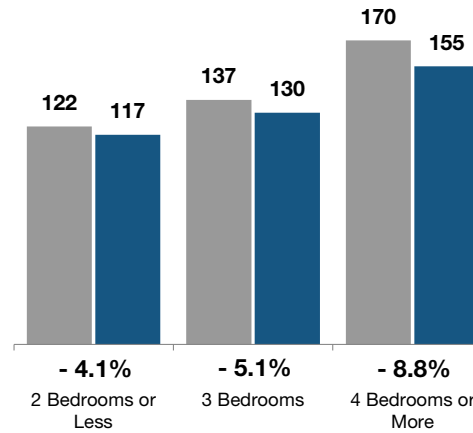
By Price Range

■ 4-2020 ■ 4-2021



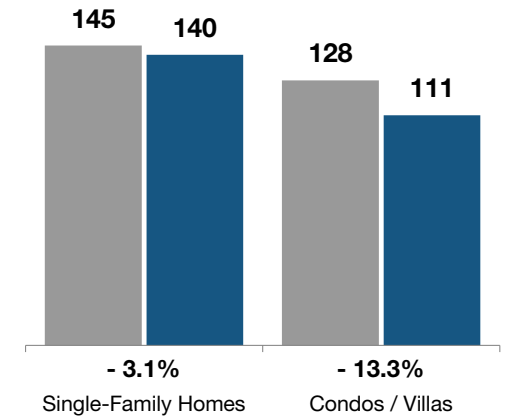
By Bedroom Count

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range

	4-2020	4-2021	Change
\$100,000 and Below	121	103	- 14.9%
\$100,001 to \$225,000	106	102	- 3.8%
\$225,001 to \$375,000	128	119	- 7.0%
\$375,001 to \$650,000	161	144	- 10.6%
\$650,001 and Above	191	164	- 14.1%
All Price Ranges	141	133	- 5.7%

Single-Family Homes

	4-2020	4-2021	Change
2 Bedrooms or Less	102	121	+ 18.0%
3 Bedrooms	109	112	+ 2.7%
4 Bedrooms or More	126	123	- 2.9%
	162	148	- 9.0%
	189	166	- 12.4%
All Single-Family Homes	145	140	- 3.1%

Condos / Villas

	4-2020	4-2021	Change
Single-Family Homes	131	92	- 29.8%
Condos / Villas	104	96	- 7.7%
	134	105	- 21.6%
	151	130	- 13.9%
	214	148	- 30.8%
All Condos / Villas	128	111	- 13.3%

By Bedroom Count

	4-2020	4-2021	Change
2 Bedrooms or Less	122	117	- 4.1%
3 Bedrooms	137	130	- 5.1%
4 Bedrooms or More	170	155	- 8.8%
All Bedroom Counts	141	133	- 5.7%

	4-2020	4-2021	Change
2 Bedrooms or Less	121	135	+ 11.3%
3 Bedrooms	136	130	- 4.4%
4 Bedrooms or More	170	155	- 8.5%
All Single-Family Homes	145	140	- 3.1%

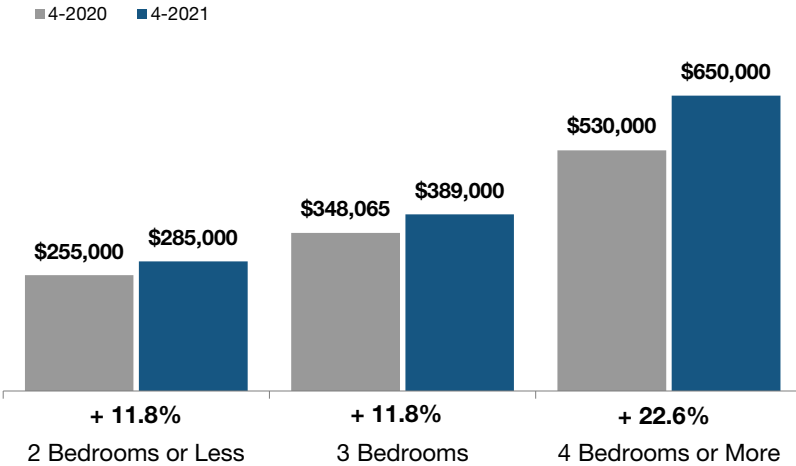
	4-2020	4-2021	Change
Single-Family Homes	122	105	- 13.9%
Condos / Villas	145	129	- 11.0%
	196	165	- 15.8%
All Condos / Villas	128	111	- 13.3%

Median Sales Price

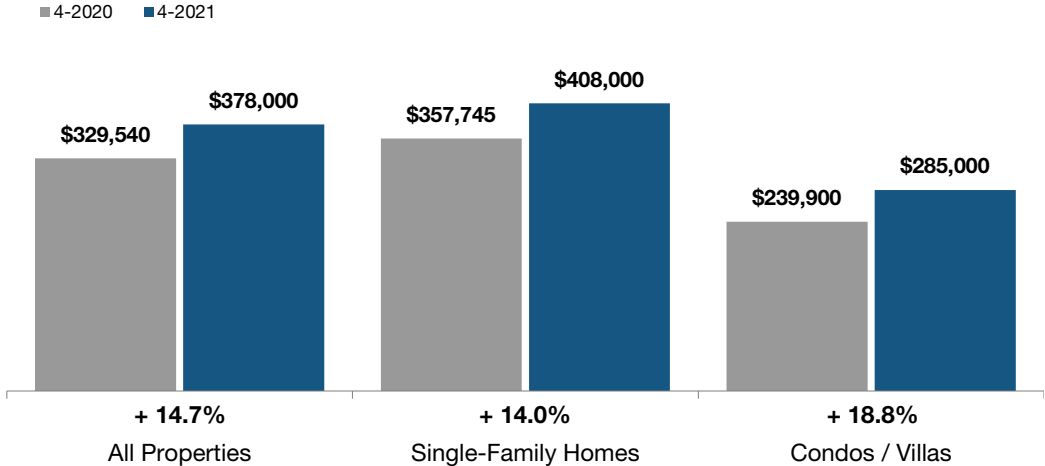
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count

	4-2020	4-2021	Change
2 Bedrooms or Less	\$255,000	\$285,000	+ 11.8%
3 Bedrooms	\$348,065	\$389,000	+ 11.8%
4 Bedrooms or More	\$530,000	\$650,000	+ 22.6%
All Bedroom Counts	\$329,540	\$378,000	+ 14.7%

Single-Family Homes

	4-2020	4-2021	Change	4-2020	4-2021	Change
	\$288,000	\$306,560	+ 6.4%	\$202,000	\$247,000	+ 22.3%
	\$342,500	\$385,000	+ 12.4%	\$379,000	\$420,000	+ 10.8%
	\$530,000	\$650,000	+ 22.6%	\$740,000	\$700,000	- 5.4%
All Bedroom Counts	\$357,745	\$408,000	+ 14.0%	\$239,900	\$285,000	+ 18.8%

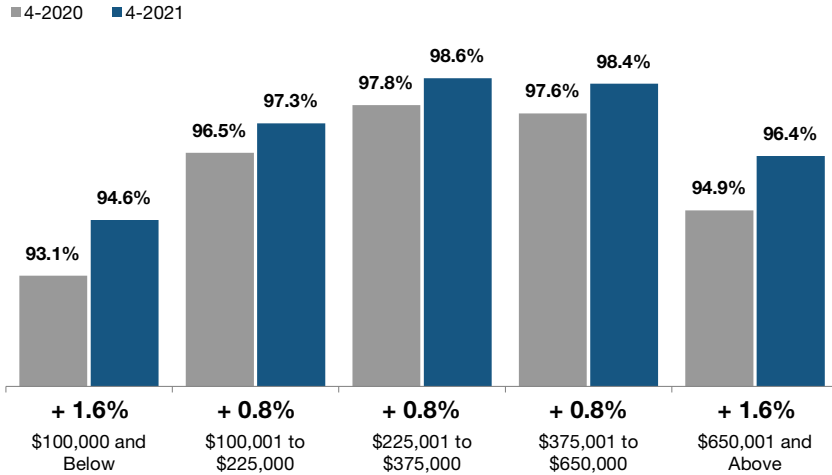
Condos / Villas

Percent of List Price Received

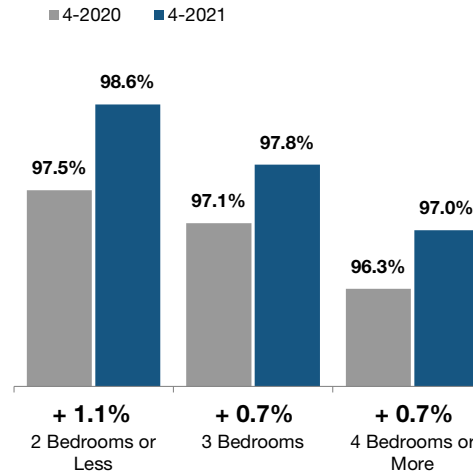
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



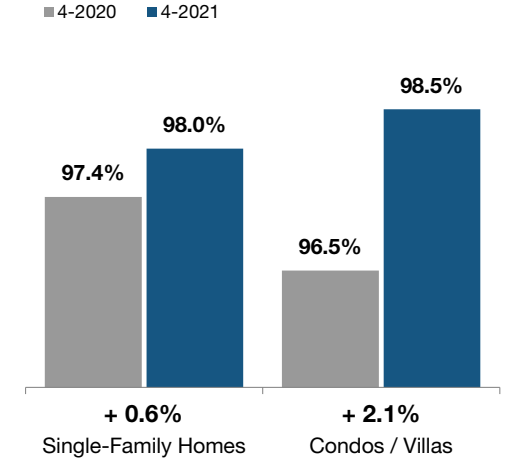
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	93.1%	94.6%	+ 1.6%
\$100,001 to \$225,000	96.5%	97.3%	+ 0.8%
\$225,001 to \$375,000	97.8%	98.6%	+ 0.8%
\$375,001 to \$650,000	97.6%	98.4%	+ 0.8%
\$650,001 and Above	94.9%	96.4%	+ 1.6%
All Price Ranges	97.0%	97.8%	+ 0.8%

Single-Family Homes

4-2020	4-2021	Change
94.5%	93.4%	- 1.2%
96.9%	97.8%	+ 0.9%
98.2%	98.9%	+ 0.7%
97.9%	98.5%	+ 0.6%
94.9%	96.3%	+ 1.5%
97.4%	98.0%	+ 0.6%

Condos / Villas

4-2020	4-2021	Change
97.7%	95.5%	- 4.5%
96.6%	97.6%	+ 1.0%
96.0%	99.1%	+ 3.2%
97.2%	99.5%	+ 2.4%
96.2%	98.1%	+ 2.0%
96.5%	98.5%	+ 2.1%

By Bedroom Count

By Bedroom Count	4-2020	4-2021	Change
2 Bedrooms or Less	97.5%	98.6%	+ 1.1%
3 Bedrooms	97.1%	97.8%	+ 0.7%
4 Bedrooms or More	96.3%	97.0%	+ 0.7%
All Bedroom Counts	97.0%	97.8%	+ 0.8%

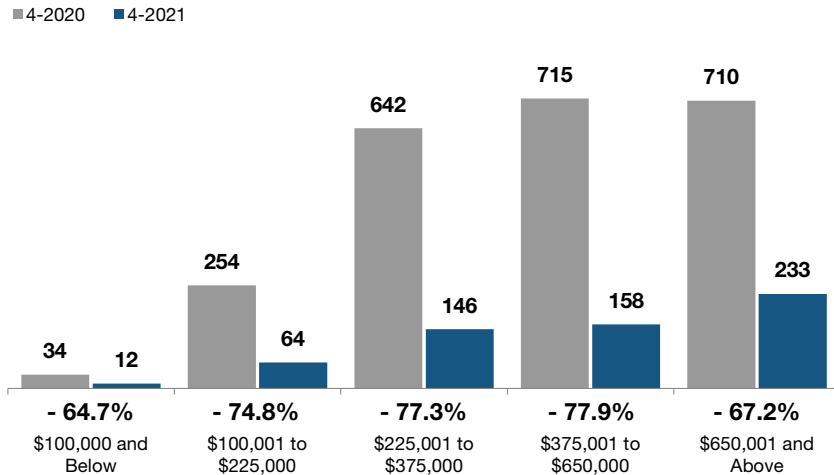
4-2020	4-2021	Change	4-2020	4-2021	Change
99.8%	100.3%	+ 0.5%	96.5%	98.4%	+ 2.0%
97.3%	98.0%	+ 0.7%	96.2%	98.7%	+ 2.6%
96.3%	97.0%	+ 0.7%	97.1%	98.6%	+ 1.5%
97.4%	98.0%	+ 0.6%	96.5%	98.5%	+ 2.1%

Inventory of Homes for Sale

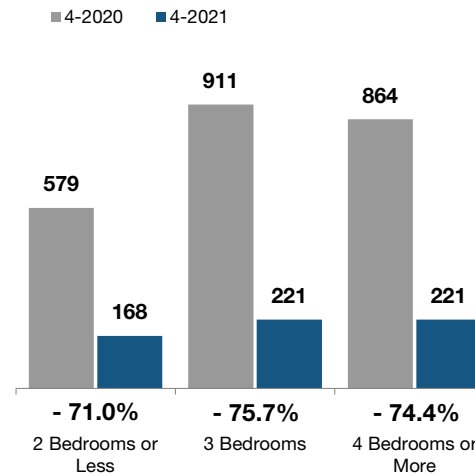
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



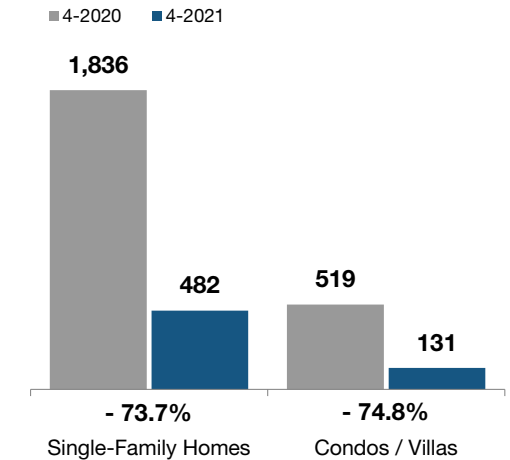
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	34	12	- 64.7%
\$100,001 to \$225,000	254	64	- 74.8%
\$225,001 to \$375,000	642	146	- 77.3%
\$375,001 to \$650,000	715	158	- 77.9%
\$650,001 and Above	710	233	- 67.2%
All Price Ranges	2,355	613	- 74.0%

Single-Family Homes

4-2020	4-2021	Change
12	5	- 58.3%
109	32	- 70.6%
491	110	- 77.6%
588	127	- 78.4%
636	208	- 67.3%
1,836	482	- 73.7%

Condos / Villas

4-2020	4-2021	Change
22	7	- 68.2%
145	32	- 77.9%
151	36	- 76.2%
127	31	- 75.6%
74	25	- 66.2%
519	131	- 74.8%

By Bedroom Count

4-2020	4-2021	Change
579	168	- 71.0%
911	221	- 75.7%
864	221	- 74.4%
2,355	613	- 74.0%

4-2020	4-2021	Change
212	74	- 65.1%
779	187	- 76.0%
844	218	- 74.2%
1,836	482	- 73.7%

4-2020	4-2021	Change
367	94	- 74.4%
132	34	- 74.2%
20	3	- 85.0%
519	131	- 74.8%

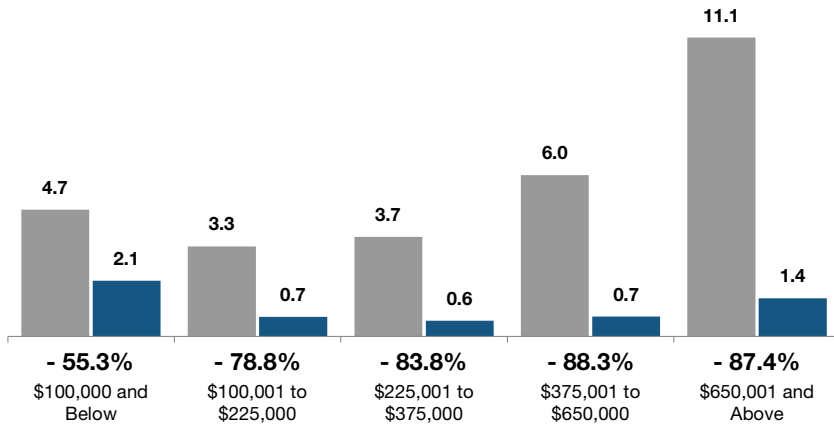
Months Supply of Inventory

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.**



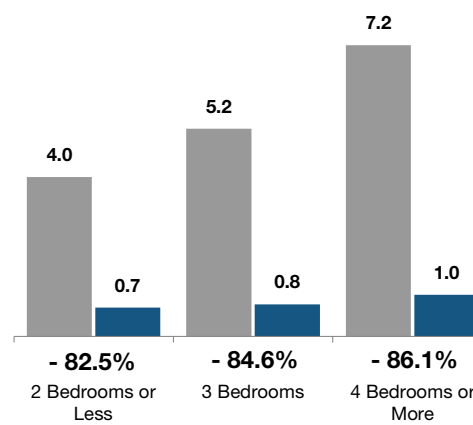
By Price Range

■ 4-2020 ■ 4-2021



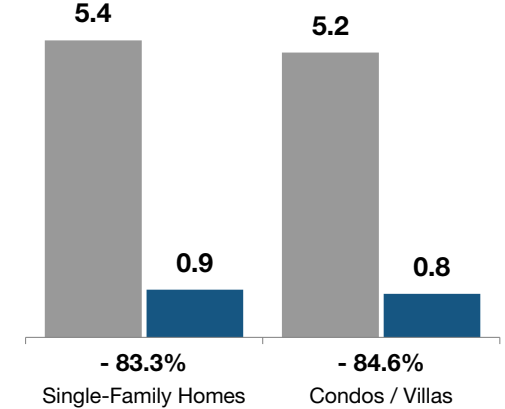
By Bedroom Count

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range

	4-2020	4-2021	Change
\$100,000 and Below	4.7	2.1	- 55.3%
\$100,001 to \$225,000	3.3	0.7	- 78.8%
\$225,001 to \$375,000	3.7	0.6	- 83.8%
\$375,001 to \$650,000	6.0	0.7	- 88.3%
\$650,001 and Above	11.1	1.4	- 87.4%
All Price Ranges	5.3	0.8	- 84.9%

Single-Family Homes

	4-2020	4-2021	Change
2 Bedrooms or Less	4.1	2.2	- 46.3%
3 Bedrooms	3.0	0.9	- 70.0%
4 Bedrooms or More	3.4	0.5	- 85.3%
	5.9	0.7	- 88.1%
	10.8	1.4	- 87.0%
All Single-Family Homes	5.4	0.9	- 83.3%

Condos / Villas

	4-2020	4-2021	Change
	4.7	2.0	- 57.4%
	3.6	0.6	- 83.3%
	4.8	0.7	- 85.4%
	6.4	0.7	- 89.1%
	13.9	1.4	- 89.9%
All Condos / Villas	5.2	0.8	- 84.6%

By Bedroom Count

	4-2020	4-2021	Change
2 Bedrooms or Less	4.0	0.7	- 82.5%
3 Bedrooms	5.2	0.8	- 84.6%
4 Bedrooms or More	7.2	1.0	- 86.1%
All Bedroom Counts	5.3	0.8	- 84.9%

	4-2020	4-2021	Change
2 Bedrooms or Less	3.1	0.7	- 77.4%
3 Bedrooms	5.0	0.8	- 84.0%
4 Bedrooms or More	7.2	1.0	- 86.1%
All Single-Family Homes	5.4	0.9	- 83.3%

	4-2020	4-2021	Change
	4.7	0.7	- 85.1%
	6.3	0.9	- 85.7%
	11.1	0.8	- 92.8%
All Condos / Villas	5.2	0.8	- 84.6%