

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



April 2022

The share of Americans planning to purchase a home in the next year is falling, according to NAHB's Housing Trends Report, with only 13% of adults intending to purchase a home in the next 12 months, the lowest level since mid-2020. Declining affordability and low inventory have made it difficult for many buyers to compete in the current market, as rising inflation, surging interest rates, and record high sales prices have priced an increasing number of prospective buyers out of the market. For the 12-month period spanning May 2021 through April 2022, Pending Sales in the Hilton Head region were down 23.7 percent overall. The price range with the smallest decline in sales was the \$375,001 to \$650,000 range, where they decreased 6.8 percent.

The overall Median Sales Price was up 16.2 percent to \$440,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 26.3 percent to \$360,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 73 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 119 days.

Market-wide, inventory levels were down 8.4 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 5.7 percent. That amounts to 1.1 months supply for Single-Family homes and 0.8 months supply for Condos.

Quick Facts

- 6.8%

- 13.2%

0.0%

Price Range With the Strongest Sales:

\$375,001 to \$650,000

Bedroom Count With Strongest Sales:

2 Bedrooms or Less

Property Type With Strongest Sales:

Condos

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



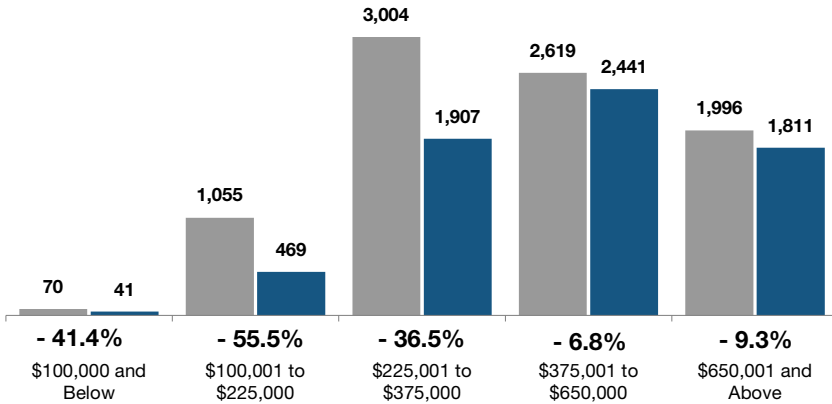
Pending Sales

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



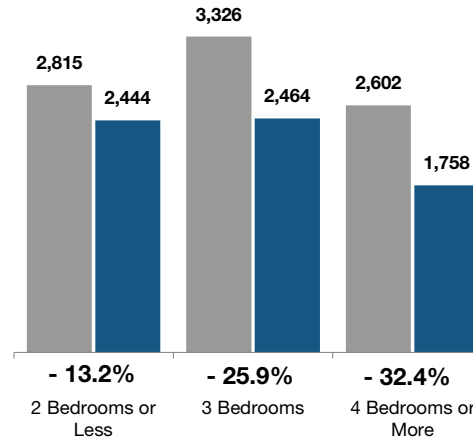
By Price Range

■ 4-2021 ■ 4-2022



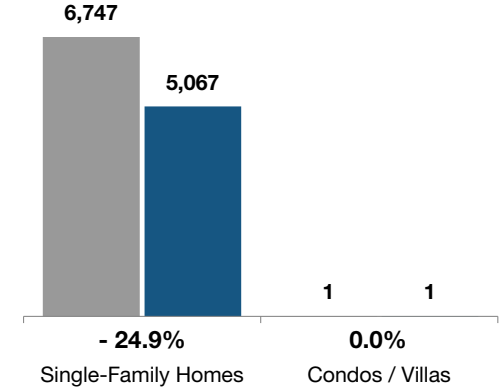
By Bedroom Count

■ 4-2021 ■ 4-2022



By Property Type

■ 4-2021 ■ 4-2022



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	70	41	- 41.4%
\$100,001 to \$225,000	1,055	469	- 55.5%
\$225,001 to \$375,000	3,004	1,907	- 36.5%
\$375,001 to \$650,000	2,619	2,441	- 6.8%
\$650,001 and Above	1,996	1,811	- 9.3%
All Price Ranges	8,744	6,669	- 23.7%

Single-Family Homes

4-2021	4-2022	Change	4-2021	4-2022	Change
27	12	- 55.6%	3	1	- 66.7%
404	172	- 57.4%	1	1	0.0%
2,417	1,423	- 41.1%	1	1	0.0%
2,116	1,896	- 10.4%	1	1	0.0%
1,783	1,564	- 12.3%	2	2	0.0%
6,747	5,067	- 24.9%	1	1	0.0%

Condos / Villas

By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	2,815	2,444	- 13.2%
3 Bedrooms	3,326	2,464	- 25.9%
4 Bedrooms or More	2,602	1,758	- 32.4%
All Bedroom Counts	8,744	6,669	- 23.7%

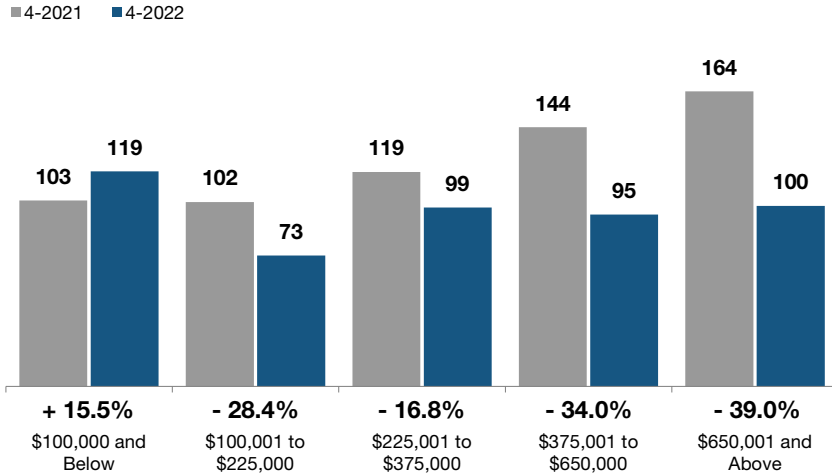
4-2021	4-2022	Change	4-2021	4-2022	Change
1,298	1,234	- 4.9%	1	1	0.0%
2,890	2,095	- 27.5%	1	1	0.0%
2,558	1,735	- 32.2%	1	1	0.0%
6,747	5,067	- 24.9%	1	1	0.0%

Days on Market Until Sale

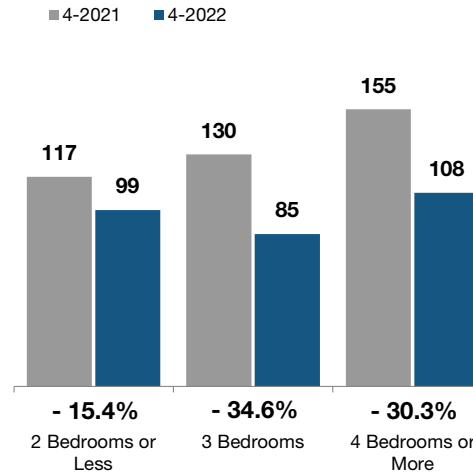
Average number of days between when a property is listed and when an offer is accepted.
Based on a rolling 12-month average.



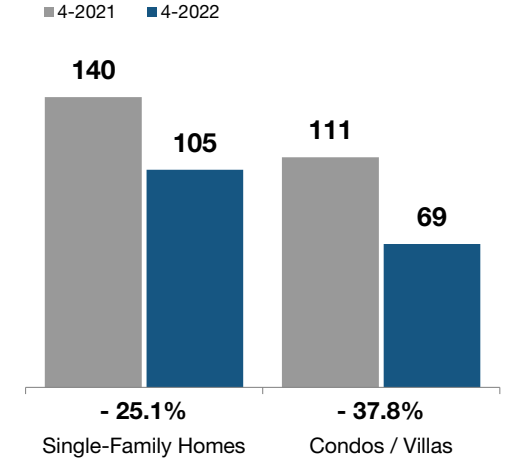
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	103	119	+ 15.5%
\$100,001 to \$225,000	102	73	- 28.4%
\$225,001 to \$375,000	119	99	- 16.8%
\$375,001 to \$650,000	144	95	- 34.0%
\$650,001 and Above	164	100	- 39.0%
All Price Ranges	133	96	- 27.8%

Single-Family Homes

4-2021	4-2022	Change
121	136	+ 12.6%
112	78	- 30.8%
123	109	- 11.3%
147	105	- 28.4%
166	104	- 37.4%
140	105	- 25.1%

Condos / Villas

4-2021	4-2022	Change
92	108	+ 17.4%
95	70	- 26.3%
105	70	- 33.3%
130	62	- 52.3%
147	77	- 47.6%
111	69	- 37.8%

By Bedroom Count

By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	117	99	- 15.4%
3 Bedrooms	130	85	- 34.6%
4 Bedrooms or More	155	108	- 30.3%
All Bedroom Counts	133	96	- 27.8%

4-2021	4-2022	Change
135	135	+ 0.2%
130	88	- 32.2%
155	108	- 30.0%
140	105	- 25.1%

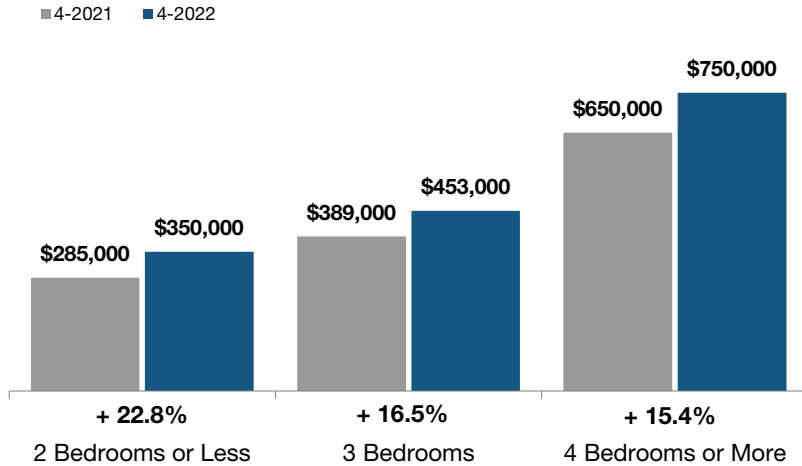
4-2021	4-2022	Change
105	69	- 34.3%
128	68	- 46.9%
165	99	- 40.0%
111	69	- 37.8%

Median Sales Price

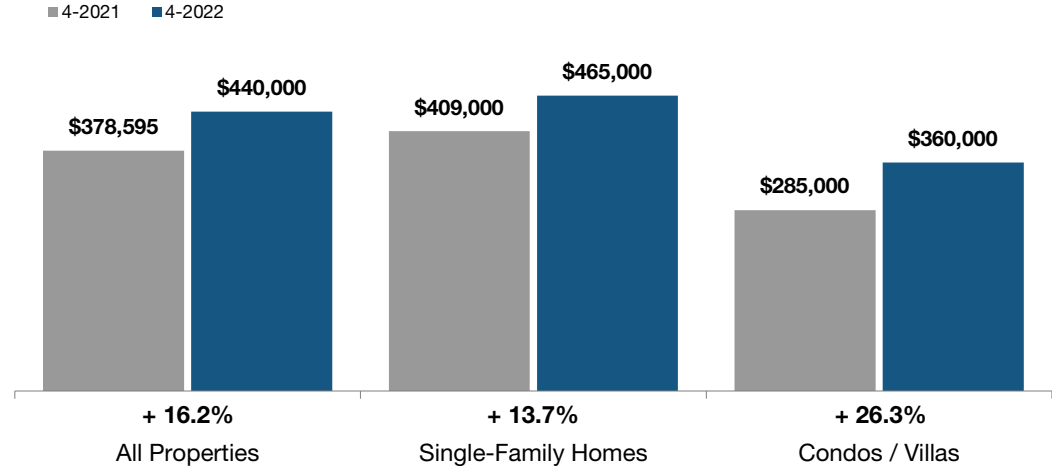
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count

	4-2021	4-2022	Change
2 Bedrooms or Less	\$285,000	\$350,000	+ 22.8%
3 Bedrooms	\$389,000	\$453,000	+ 16.5%
4 Bedrooms or More	\$650,000	\$750,000	+ 15.4%
All Bedroom Counts	\$378,595	\$440,000	+ 16.2%

Single-Family Homes

	4-2021	4-2022	Change
Single-Family Homes	\$409,000	\$465,000	+ 13.7%

Condos / Villas

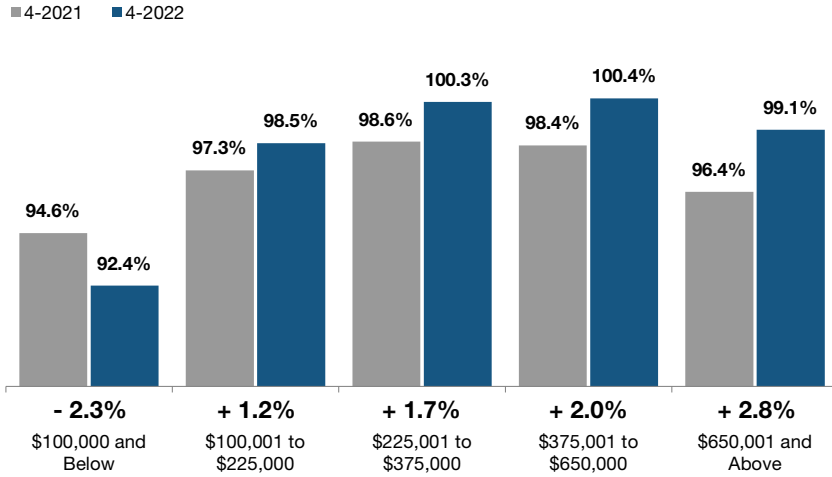
	4-2021	4-2022	Change
Condos / Villas	\$285,000	\$360,000	+ 26.3%

Percent of List Price Received

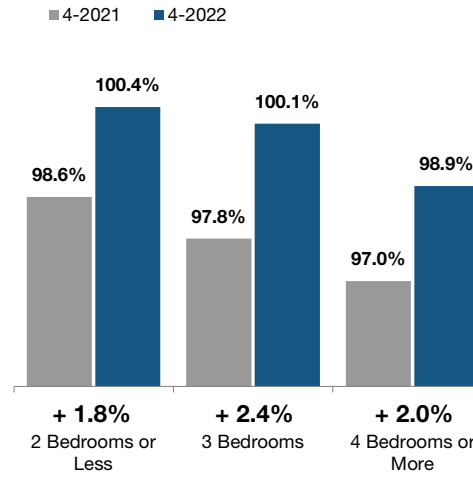
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



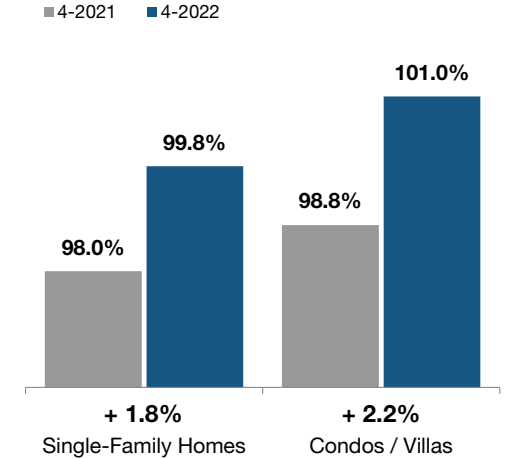
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range

	4-2021	4-2022	Change
\$100,000 and Below	94.6%	92.4%	- 2.3%
\$100,001 to \$225,000	97.3%	98.5%	+ 1.2%
\$225,001 to \$375,000	98.6%	100.3%	+ 1.7%
\$375,001 to \$650,000	98.4%	100.4%	+ 2.0%
\$650,001 and Above	96.4%	99.1%	+ 2.8%
All Price Ranges	97.9%	99.8%	+ 1.9%

Single-Family Homes

	4-2021	4-2022	Change
2 Bedrooms or Less	93.4%	90.5%	- 3.1%
3 Bedrooms	97.8%	97.8%	0.0%
4 Bedrooms or More	98.9%	100.5%	+ 1.6%
Single-Family Homes	98.5%	100.3%	+ 1.8%
Condos / Villas	96.3%	98.9%	+ 2.7%
All Single-Family Homes	98.0%	99.8%	+ 1.8%

Condos / Villas

	4-2021	4-2022	Change
Single-Family Homes	95.5%	0.0%	- 100.0%
Condos / Villas	98.1%	100.8%	+ 2.8%
Condos / Villas	99.6%	99.4%	- 0.2%
Condos / Villas	99.5%	101.9%	+ 2.4%
Condos / Villas	98.2%	102.2%	+ 4.1%
All Condos / Villas	98.8%	101.0%	+ 2.2%

By Bedroom Count

	4-2021	4-2022	Change
2 Bedrooms or Less	98.6%	100.4%	+ 1.8%
3 Bedrooms	97.8%	100.1%	+ 2.4%
4 Bedrooms or More	97.0%	98.9%	+ 2.0%
All Bedroom Counts	97.9%	99.8%	+ 1.9%

	4-2021	4-2022	Change
2 Bedrooms or Less	100.3%	101.3%	+ 1.0%
3 Bedrooms	98.0%	100.0%	+ 2.0%
4 Bedrooms or More	97.0%	98.9%	+ 2.0%
All Single-Family Homes	98.0%	99.8%	+ 1.8%

	4-2021	4-2022	Change
Single-Family Homes	98.8%	100.4%	+ 1.6%
Condos / Villas	98.7%	102.9%	+ 4.3%
Condos / Villas	98.6%	101.3%	+ 2.7%
All Condos / Villas	98.8%	101.0%	+ 2.2%

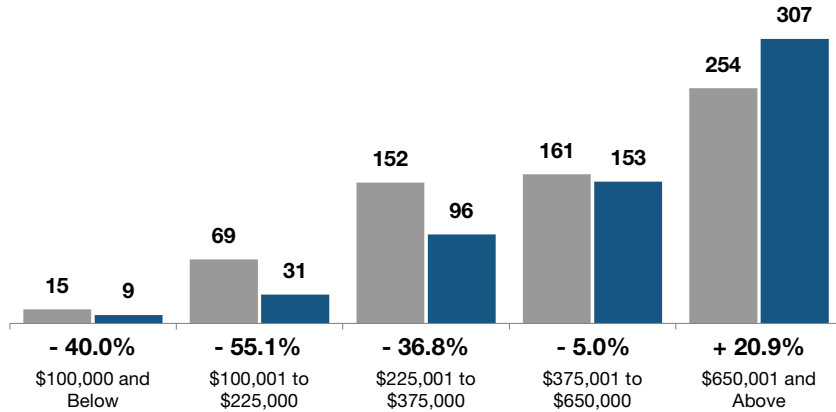
Inventory of Homes for Sale

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



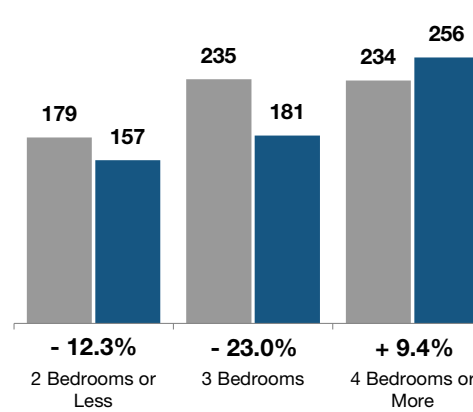
By Price Range

■ 4-2021 ■ 4-2022



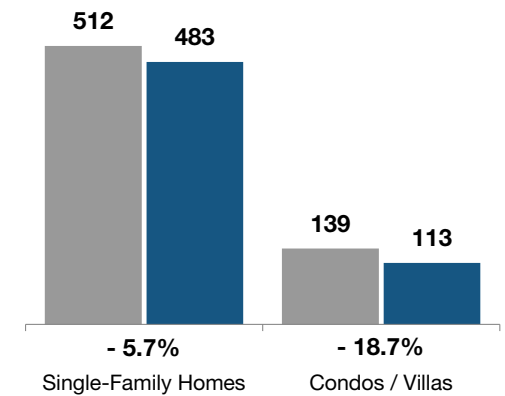
By Bedroom Count

■ 4-2021 ■ 4-2022



By Property Type

■ 4-2021 ■ 4-2022



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	15	9	- 40.0%
\$100,001 to \$225,000	69	31	- 55.1%
\$225,001 to \$375,000	152	96	- 36.8%
\$375,001 to \$650,000	161	153	- 5.0%
\$650,001 and Above	254	307	+ 20.9%
All Price Ranges	651	596	- 8.4%

Single-Family Homes

4-2021	4-2022	Change
6	5	- 16.7%
36	18	- 50.0%
113	70	- 38.1%
131	121	- 7.6%
226	269	+ 19.0%
512	483	- 5.7%

Condos / Villas

4-2021	4-2022	Change
9	4	- 55.6%
33	13	- 60.6%
39	26	- 33.3%
30	32	+ 6.7%
28	38	+ 35.7%
139	113	- 18.7%

By Bedroom Count

4-2021	4-2022	Change
179	157	- 12.3%
235	181	- 23.0%
234	256	+ 9.4%
651	596	- 8.4%

4-2021	4-2022	Change
87	68	- 21.8%
191	159	- 16.8%
231	254	+ 10.0%
512	483	- 5.7%

4-2021	4-2022	Change
92	89	- 3.3%
44	22	- 50.0%
3	2	- 33.3%
139	113	- 18.7%

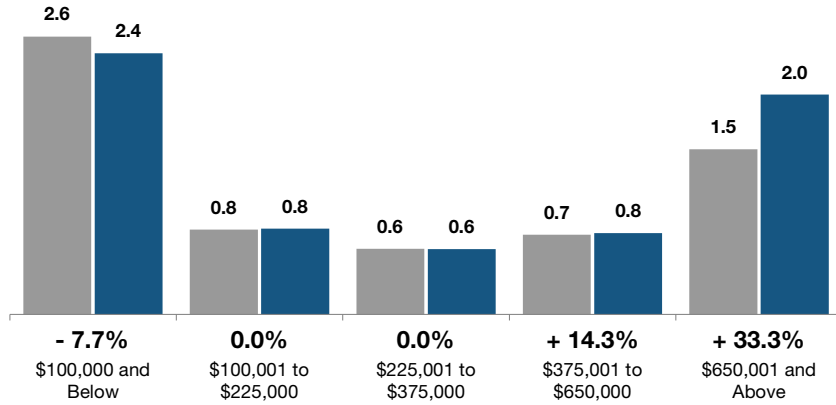
Months Supply of Inventory

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.**



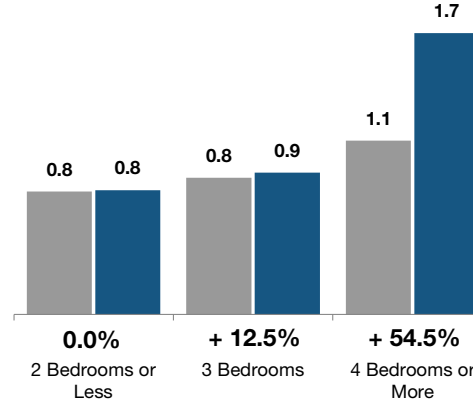
By Price Range

■ 4-2021 ■ 4-2022



By Bedroom Count

■ 4-2021 ■ 4-2022



By Property Type

■ 4-2021 ■ 4-2022



All Properties

By Price Range

	4-2021	4-2022	Change
\$100,000 and Below	2.6	2.4	- 7.7%
\$100,001 to \$225,000	0.8	0.8	0.0%
\$225,001 to \$375,000	0.6	0.6	0.0%
\$375,001 to \$650,000	0.7	0.8	+ 14.3%
\$650,001 and Above	1.5	2.0	+ 33.3%
All Price Ranges	0.9	1.1	+ 22.2%

Single-Family Homes

	4-2021	4-2022	Change
2 Bedrooms or Less	2.7	2.9	+ 7.4%
3 Bedrooms	1.1	1.3	+ 18.2%
4 Bedrooms or More	0.6	0.6	0.0%
Single-Family Homes	0.7	0.8	+ 14.3%
Condos / Villas	1.5	2.1	+ 40.0%
All Property Types	0.9	1.1	+ 22.2%

Condos / Villas

	4-2021	4-2022	Change
Single-Family Homes	2.5	1.4	- 44.0%
Condos / Villas	0.6	0.5	- 16.7%
Single-Family Homes	0.8	0.6	- 25.0%
Condos / Villas	0.7	0.7	0.0%
Single-Family Homes	1.6	1.8	+ 12.5%
All Property Types	0.8	0.8	0.0%

By Bedroom Count

	4-2021	4-2022	Change
2 Bedrooms or Less	0.8	0.8	0.0%
3 Bedrooms	0.8	0.9	+ 12.5%
4 Bedrooms or More	1.1	1.7	+ 54.5%
All Bedroom Counts	0.9	1.1	+ 22.2%

	4-2021	4-2022	Change
2 Bedrooms or Less	0.8	0.7	- 12.5%
3 Bedrooms	0.8	0.9	+ 12.5%
4 Bedrooms or More	1.1	1.8	+ 63.6%
All Property Types	0.9	1.1	+ 22.2%

	4-2021	4-2022	Change
Single-Family Homes	0.7	0.9	+ 28.6%
Condos / Villas	1.2	0.7	- 41.7%
Single-Family Homes	0.8	0.9	+ 12.5%
All Property Types	0.8	0.8	0.0%