

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market continue to drive a healthy sales pace, while listing inventory continues to remain low overall. For the 12-month period spanning January 2020 through December 2020, Pending Sales in the Hilton Head region were up 30.7 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 90.5 percent.

The overall Median Sales Price was up 13.0 percent to \$367,250. The property type with the largest price gain was the Condos / Villas segment, where prices increased 17.0 percent to \$275,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 107 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 183 days.

Market-wide, inventory levels were down 51.3 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 50.5 percent. That amounts to 1.7 months supply for Single-Family homes and 1.5 months supply for Condos.

Quick Facts

+ 90.5%	+ 48.9%	+ 34.5%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$650,001 and Above	4 Bedrooms or More	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

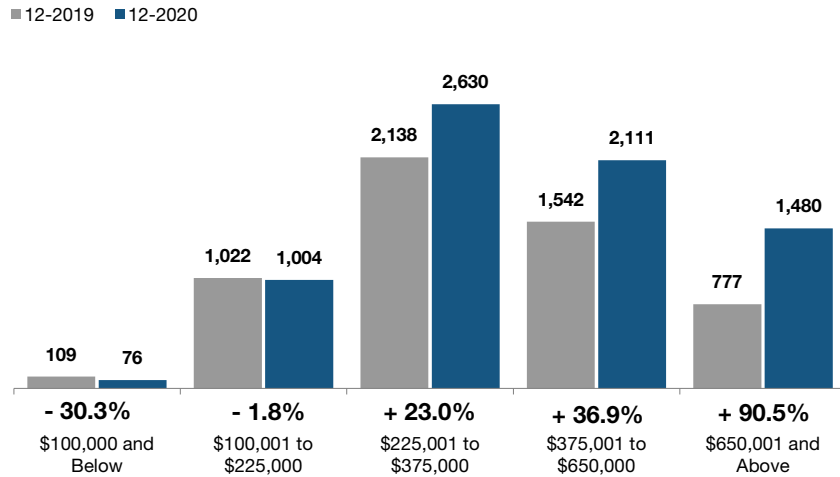


Pending Sales

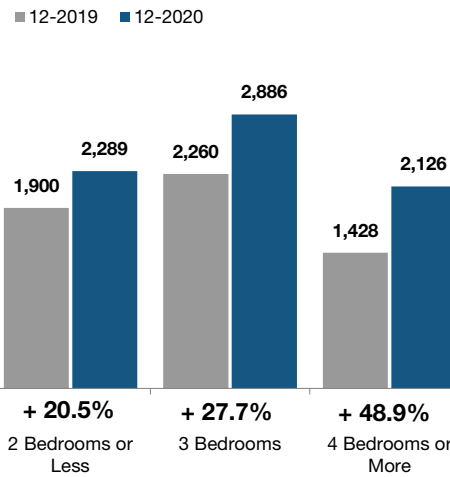
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



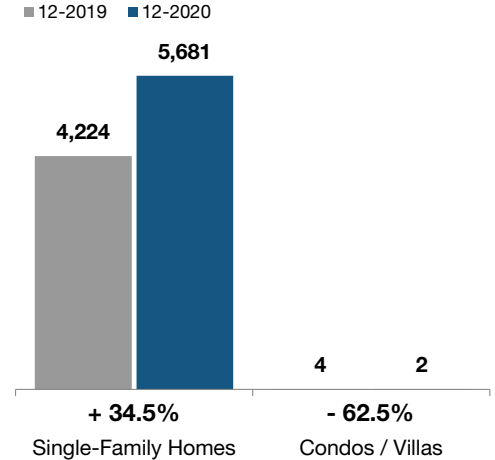
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2019	12-2020	Change
\$100,000 and Below	109	76	- 30.3%
\$100,001 to \$225,000	1,022	1,004	- 1.8%
\$225,001 to \$375,000	2,138	2,630	+ 23.0%
\$375,001 to \$650,000	1,542	2,111	+ 36.9%
\$650,001 and Above	777	1,480	+ 90.5%
All Price Ranges	5,588	7,301	+ 30.7%

Single-Family Homes

12-2019	12-2020	Change
39	33	- 15.4%
478	437	- 8.6%
1,740	2,140	+ 23.0%
1,273	1,733	+ 36.1%
694	1,338	+ 92.8%
4,224	5,681	+ 34.5%

Condos / Villas

12-2019	12-2020	Change
4	3	- 24.4%
3	2	- 46.4%
4	2	- 56.8%
5	1	- 77.4%
9	2	- 79.3%
4	2	- 62.5%

By Bedroom Count

12-2019	12-2020	Change
1,900	2,289	+ 20.5%
2,260	2,886	+ 27.7%
1,428	2,126	+ 48.9%
5,588	7,301	+ 30.7%

12-2019	12-2020	Change
821	1,066	+ 29.8%
1,998	2,523	+ 26.3%
1,405	2,092	+ 48.9%
4,224	5,681	+ 34.5%

12-2019	12-2020	Change
4	2	- 58.3%
5	2	- 69.2%
7	1	- 86.6%
4	2	- 62.5%

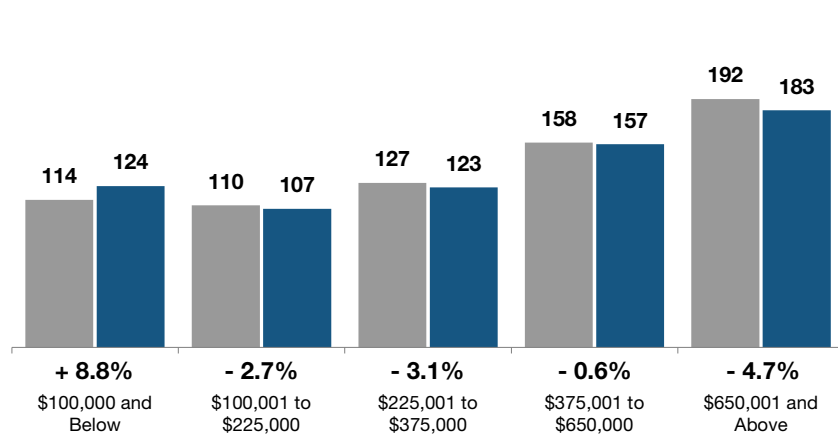
Days on Market Until Sale

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



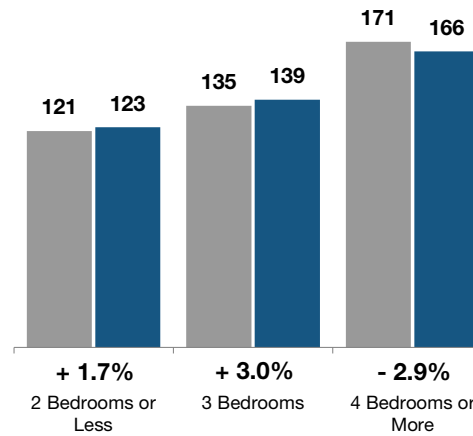
By Price Range

■ 12-2019 ■ 12-2020



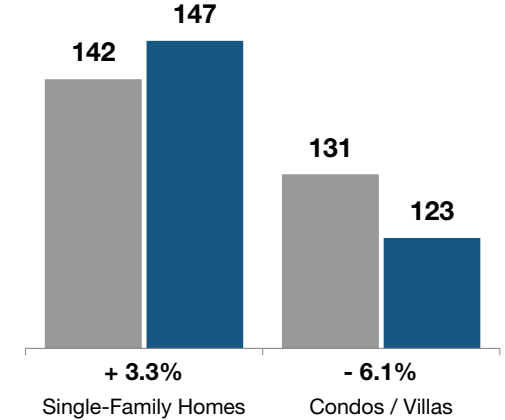
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Price Range

	12-2019	12-2020	Change
\$100,000 and Below	114	124	+ 8.8%
\$100,001 to \$225,000	110	107	- 2.7%
\$225,001 to \$375,000	127	123	- 3.1%
\$375,001 to \$650,000	158	157	- 0.6%
\$650,001 and Above	192	183	- 4.7%
All Price Ranges	140	142	+ 1.4%

Single-Family Homes

	12-2019	12-2020	Change
115	115	+ 0.0%	
113	114	+ 0.4%	
123	125	+ 1.2%	
159	158	- 0.7%	
188	183	- 2.6%	
142	147	+ 3.3%	

Condos / Villas

	12-2019	12-2020	Change
113	130	+ 15.0%	
106	101	- 4.7%	
141	117	- 17.0%	
153	151	- 1.3%	
219	175	- 20.1%	
131	123	- 6.1%	

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	121	123	+ 1.7%
3 Bedrooms	135	139	+ 3.0%
4 Bedrooms or More	171	166	- 2.9%
All Bedroom Counts	140	142	+ 1.4%

	12-2019	12-2020	Change
114	133	+ 16.0%	
134	138	+ 3.0%	
170	165	- 2.6%	
142	147	+ 3.3%	

	12-2019	12-2020	Change
125	116	- 7.2%	
144	143	- 0.7%	
236	174	- 26.3%	
131	123	- 6.1%	

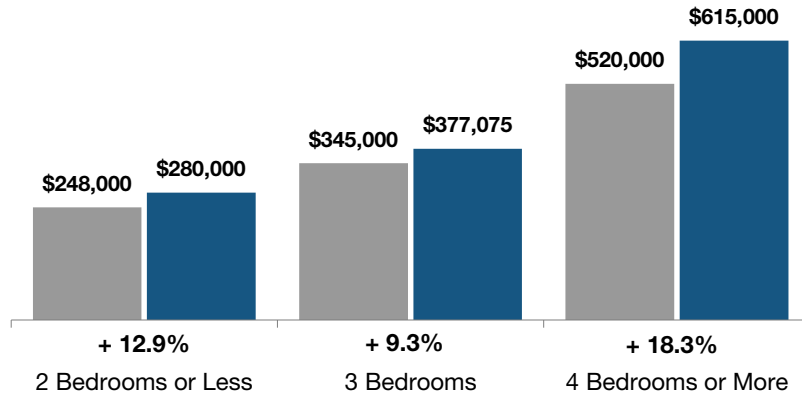
Median Sales Price

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



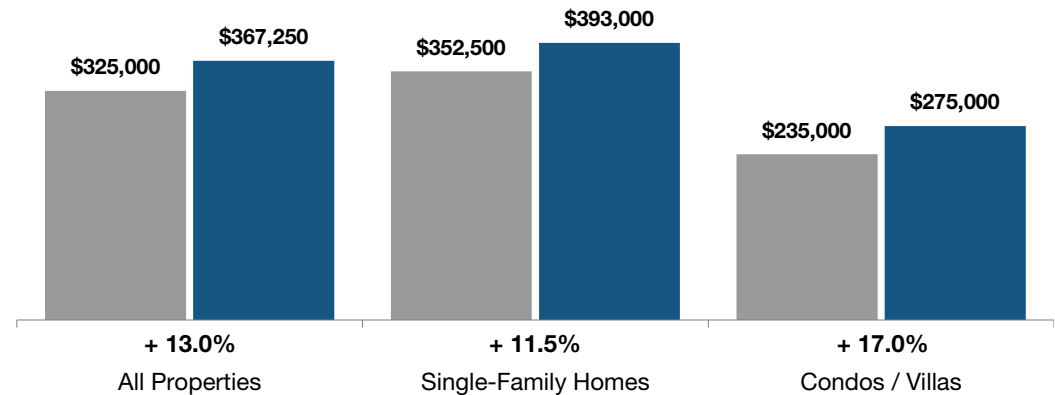
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	\$248,000	\$280,000	+ 12.9%
3 Bedrooms	\$345,000	\$377,075	+ 9.3%
4 Bedrooms or More	\$520,000	\$615,000	+ 18.3%
All Bedroom Counts	\$325,000	\$367,250	+ 13.0%

Single-Family Homes

	12-2019	12-2020	Change	12-2019	12-2020	Change
	\$282,950	\$302,140	+ 6.8%	\$200,000	\$240,000	+ 20.0%
	\$341,865	\$374,450	+ 9.5%	\$380,000	\$398,500	+ 4.9%
	\$517,500	\$612,575	+ 18.4%	\$690,000	\$672,500	- 2.5%
All Single-Family Homes	\$352,500	\$393,000	+ 11.5%	\$235,000	\$275,000	+ 17.0%

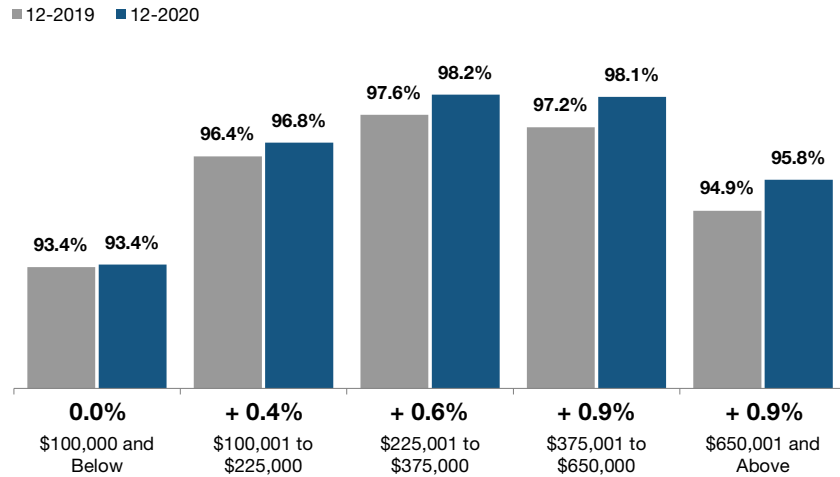
Condos / Villas

Percent of List Price Received

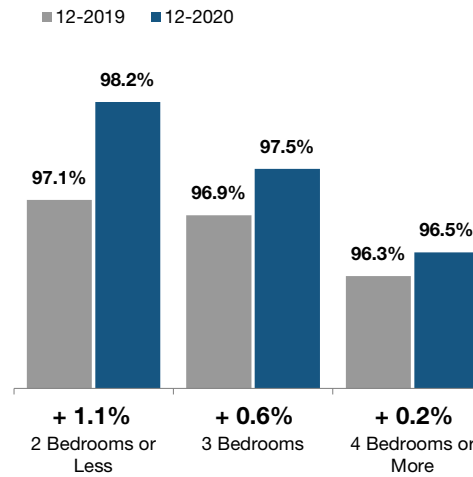
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



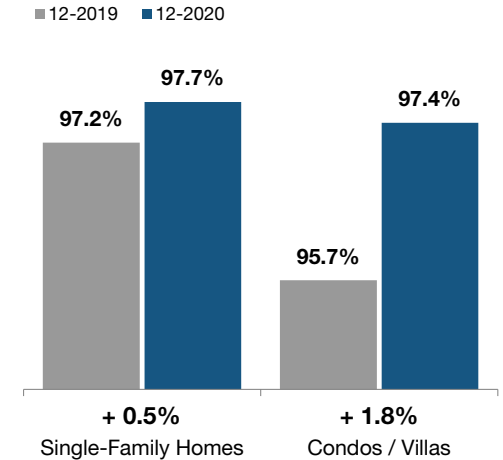
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2019	12-2020	Change
\$100,000 and Below	93.4%	93.4%	0.0%
\$100,001 to \$225,000	96.4%	96.8%	+ 0.4%
\$225,001 to \$375,000	97.6%	98.2%	+ 0.6%
\$375,001 to \$650,000	97.2%	98.1%	+ 0.9%
\$650,001 and Above	94.9%	95.8%	+ 0.9%
All Price Ranges	96.8%	97.4%	+ 0.6%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
94.0%	91.4%	- 2.8%	94.7%	96.8%	+ 7.6%
96.9%	97.2%	+ 0.3%	95.7%	97.2%	+ 1.6%
98.0%	98.6%	+ 0.6%	95.7%	97.2%	+ 1.6%
97.5%	98.3%	+ 0.8%	96.2%	98.3%	+ 2.2%
95.0%	95.7%	+ 0.7%	94.0%	96.7%	+ 2.9%
97.2%	97.7%	+ 0.5%	95.7%	97.4%	+ 1.8%

Condos / Villas

By Bedroom Count	12-2019	12-2020	Change
2 Bedrooms or Less	97.1%	98.2%	+ 1.1%
3 Bedrooms	96.9%	97.5%	+ 0.6%
4 Bedrooms or More	96.3%	96.5%	+ 0.2%
All Bedroom Counts	96.8%	97.4%	+ 0.6%

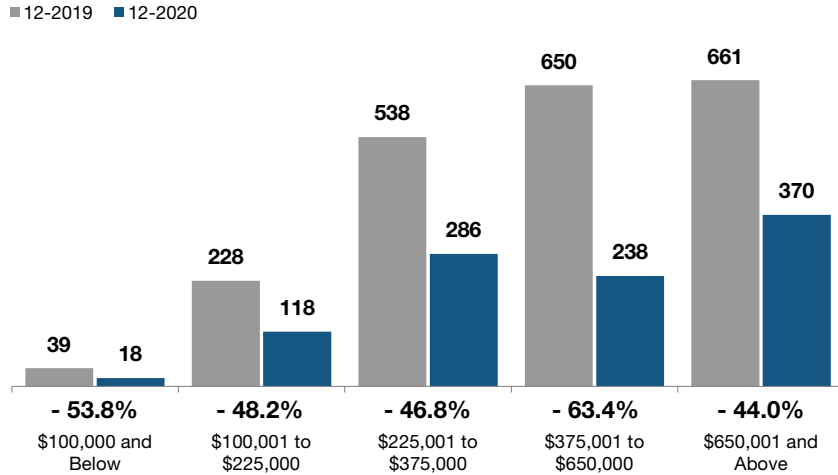
12-2019	12-2020	Change	12-2019	12-2020	Change
99.2%	100.2%	+ 1.0%	95.6%	97.6%	+ 2.1%
97.1%	97.6%	+ 0.5%	95.8%	97.0%	+ 1.3%
96.3%	96.5%	+ 0.2%	97.2%	93.3%	- 4.0%
97.2%	97.7%	+ 0.5%	95.7%	97.4%	+ 1.8%

Inventory of Homes for Sale

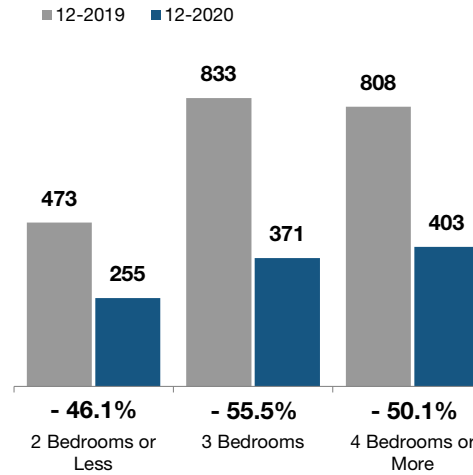
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



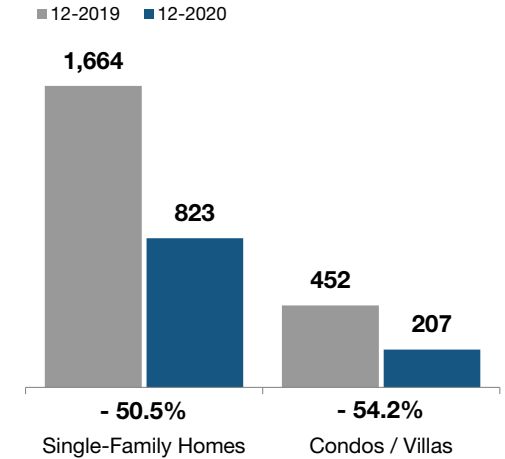
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2019	12-2020	Change
\$100,000 and Below	39	18	- 53.8%
\$100,001 to \$225,000	228	118	- 48.2%
\$225,001 to \$375,000	538	286	- 46.8%
\$375,001 to \$650,000	650	238	- 63.4%
\$650,001 and Above	661	370	- 44.0%
All Price Ranges	2,116	1,030	- 51.3%

Single-Family Homes

12-2019	12-2020	Change
13	7	- 46.2%
103	46	- 55.3%
416	221	- 46.9%
531	200	- 62.3%
601	349	- 41.9%
1,664	823	- 50.5%

Condos / Villas

12-2019	12-2020	Change
26	11	- 57.7%
125	72	- 42.4%
122	65	- 46.7%
119	38	- 68.1%
60	21	- 65.0%
452	207	- 54.2%

By Bedroom Count

12-2019	12-2020	Change
473	255	- 46.1%
833	371	- 55.5%
808	403	- 50.1%
2,116	1,030	- 51.3%

12-2019	12-2020	Change
149	99	- 33.6%
719	323	- 55.1%
794	400	- 49.6%
1,664	823	- 50.5%

12-2019	12-2020	Change
324	156	- 51.9%
114	48	- 57.9%
14	3	- 78.6%
452	207	- 54.2%

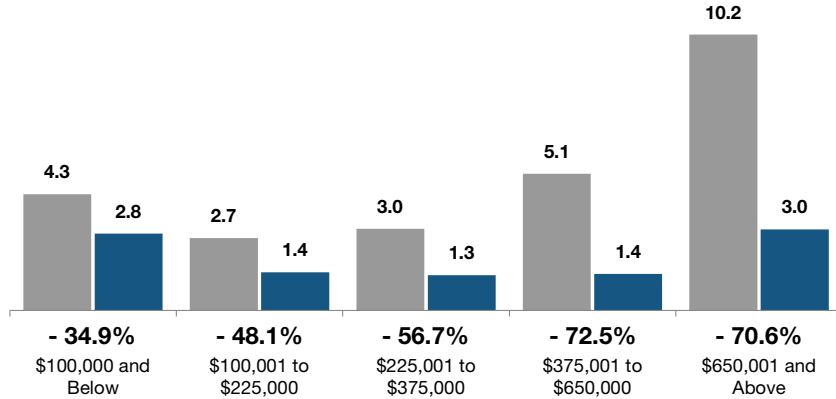
Months Supply of Inventory

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.**



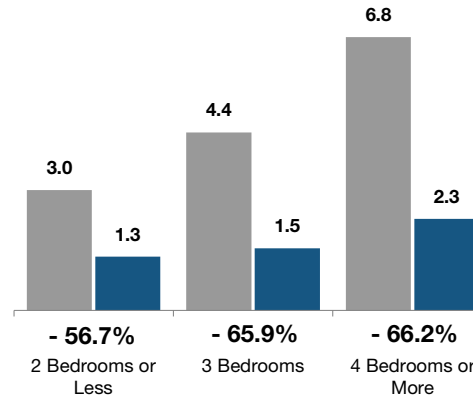
By Price Range

■ 12-2019 ■ 12-2020



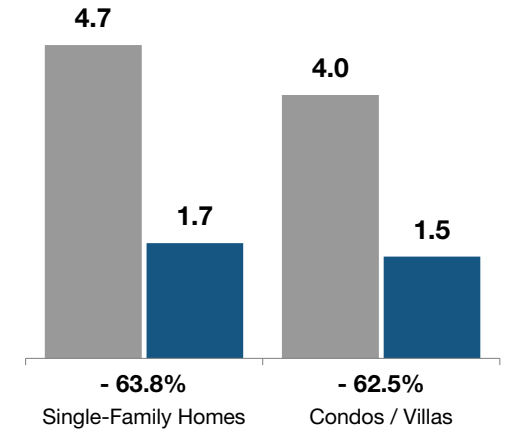
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Price Range

	12-2019	12-2020	Change
\$100,000 and Below	4.3	2.8	- 34.9%
\$100,001 to \$225,000	2.7	1.4	- 48.1%
\$225,001 to \$375,000	3.0	1.3	- 56.7%
\$375,001 to \$650,000	5.1	1.4	- 72.5%
\$650,001 and Above	10.2	3.0	- 70.6%
All Price Ranges	4.5	1.7	- 62.2%

Single-Family Homes

	12-2019	12-2020	Change
2 Bedrooms or Less	4.0	2.3	- 42.5%
3 Bedrooms	2.6	1.3	- 50.0%
4 Bedrooms or More	2.9	1.2	- 58.6%
Single-Family Homes	5.0	1.4	- 72.0%
Single-Family Homes	10.4	3.1	- 70.2%
All Single-Family Homes	4.7	1.7	- 63.8%

Condos / Villas

	12-2019	12-2020	Change
Condos / Villas	4.1	3.1	- 24.4%
Condos / Villas	2.8	1.5	- 46.4%
Condos / Villas	3.7	1.6	- 56.8%
Condos / Villas	5.3	1.2	- 77.4%
Condos / Villas	8.7	1.8	- 79.3%
All Condos / Villas	4.0	1.5	- 62.5%

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	3.0	1.3	- 56.7%
3 Bedrooms	4.4	1.5	- 65.9%
4 Bedrooms or More	6.8	2.3	- 66.2%
All Bedroom Counts	4.5	1.7	- 62.2%

	12-2019	12-2020	Change
2 Bedrooms or Less	2.2	1.1	- 50.0%
3 Bedrooms	4.3	1.5	- 65.1%
4 Bedrooms or More	6.8	2.3	- 66.2%
All Single-Family Homes	4.7	1.7	- 63.8%

	12-2019	12-2020	Change
Condos / Villas	3.6	1.5	- 58.3%
Condos / Villas	5.2	1.6	- 69.2%
Condos / Villas	6.7	0.9	- 86.6%
All Condos / Villas	4.0	1.5	- 62.5%