

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## February 2021

Buyer demand continued to be robust in February, leading to many multiple offer situations as housing supply continues to remain severely constrained in most segments. This imbalance of prospective buyers to available homes for sale will continue to support multiple offers and, with it, higher home sales prices, as we go into the typically busy spring market. For the 12-month period spanning March 2020 through February 2021, Pending Sales in the Hilton Head region were up 37.6 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 110.8 percent.

The overall Median Sales Price was up 15.1 percent to \$374,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 16.6 percent to \$278,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 106 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 176 days.

Market-wide, inventory levels were down 67.4 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 67.1 percent. That amounts to 1.1 months supply for Single-Family homes and 1.0 months supply for Condos.

## Quick Facts

<b>+ 110.8%</b>	<b>+ 53.8%</b>	<b>+ 39.8%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$650,001 and Above</b>	<b>4 Bedrooms or More</b>	<b>Single-Family</b>

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

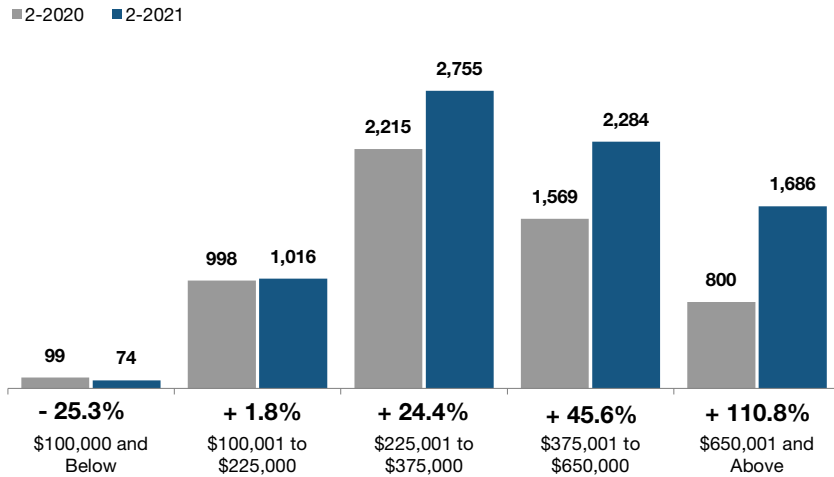


# Pending Sales

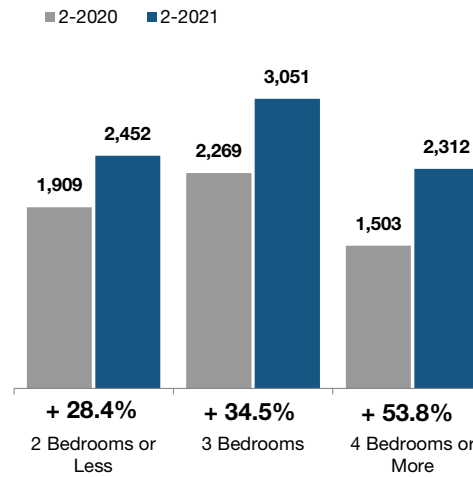
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



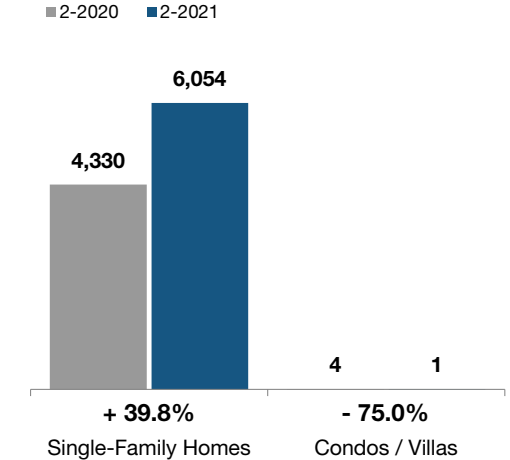
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	99	74	- 25.3%
\$100,001 to \$225,000	998	1,016	+ 1.8%
\$225,001 to \$375,000	2,215	2,755	+ 24.4%
\$375,001 to \$650,000	1,569	2,284	+ 45.6%
\$650,001 and Above	800	1,686	+ 110.8%
<b>All Price Ranges</b>	<b>5,681</b>	<b>7,815</b>	<b>+ 37.6%</b>

### Single-Family Homes

2-2020	2-2021	Change
33	33	0.0%
462	414	- 10.4%
1,796	2,221	+ 23.7%
1,314	1,863	+ 41.8%
725	1,523	+ 110.1%
<b>4,330</b>	<b>6,054</b>	<b>+ 39.8%</b>

### Condos / Villas

2-2020	2-2021	Change
4	3	- 21.6%
3	1	- 64.3%
3	1	- 75.8%
5	1	- 87.3%
11	1	- 88.1%
<b>4</b>	<b>1</b>	<b>- 75.0%</b>

### By Bedroom Count

2-2020	2-2021	Change
1,909	2,452	+ 28.4%
2,269	3,051	+ 34.5%
1,503	2,312	+ 53.8%
<b>5,681</b>	<b>7,815</b>	<b>+ 37.6%</b>

2-2020	2-2021	Change
848	1,127	+ 32.9%
1,999	2,654	+ 32.8%
1,483	2,273	+ 53.3%
<b>4,330</b>	<b>6,054</b>	<b>+ 39.8%</b>

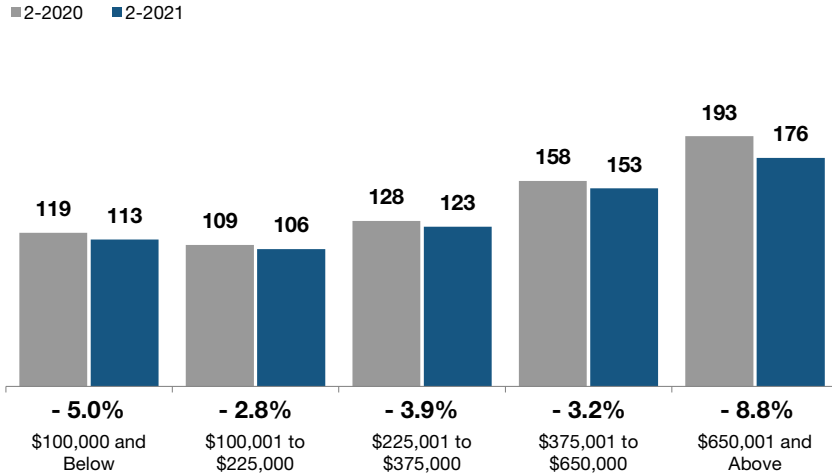
2-2020	2-2021	Change
4	1	- 72.2%
5	1	- 82.4%
9	1	- 87.1%
<b>4</b>	<b>1</b>	<b>- 75.0%</b>

# Days on Market Until Sale

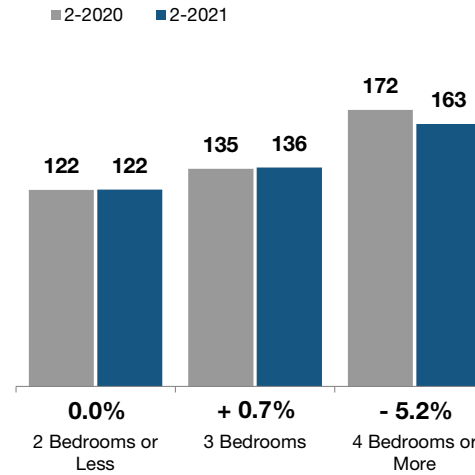
Average number of days between when a property is listed and when an offer is accepted.  
Based on a rolling 12-month average.



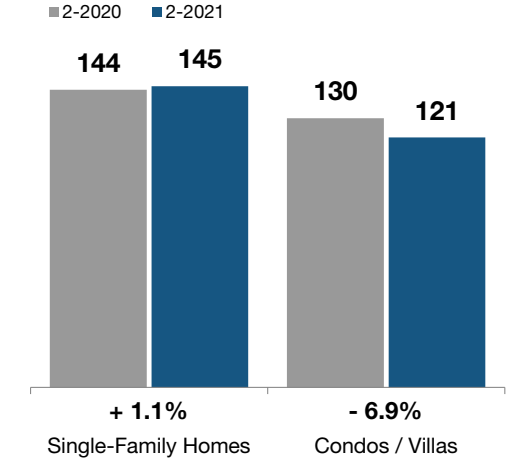
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	119	113	- 5.0%
\$100,001 to \$225,000	109	106	- 2.8%
\$225,001 to \$375,000	128	123	- 3.9%
\$375,001 to \$650,000	158	153	- 3.2%
\$650,001 and Above	193	176	- 8.8%
<b>All Price Ranges</b>	<b>140</b>	<b>140</b>	<b>0.0%</b>

### Single-Family Homes

2-2020	2-2021	Change	2-2020	2-2021	Change
107	111	+ 3.5%	124	115	- 7.3%
112	114	+ 2.3%	107	99	- 7.5%
125	125	- 0.3%	138	117	- 15.2%
161	154	- 3.8%	146	144	- 1.4%
189	177	- 6.7%	225	170	- 24.4%
<b>144</b>	<b>145</b>	<b>+ 1.1%</b>	<b>130</b>	<b>121</b>	<b>- 6.9%</b>

### Condos / Villas

By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	122	122	0.0%
3 Bedrooms	135	136	+ 0.7%
4 Bedrooms or More	172	163	- 5.2%
<b>All Bedroom Counts</b>	<b>140</b>	<b>140</b>	<b>0.0%</b>

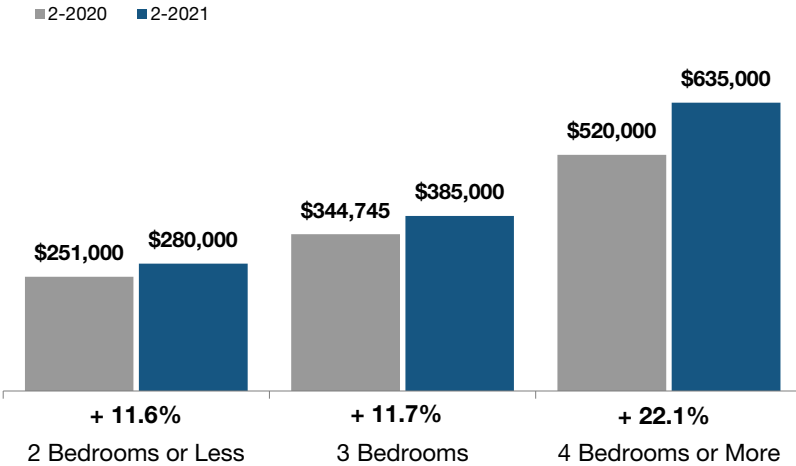
2-2020	2-2021	Change	2-2020	2-2021	Change
117	135	+ 14.7%	125	113	- 9.6%
135	135	+ 0.4%	139	141	+ 1.4%
171	163	- 4.5%	250	176	- 29.6%
<b>144</b>	<b>145</b>	<b>+ 1.1%</b>	<b>130</b>	<b>121</b>	<b>- 6.9%</b>

# Median Sales Price

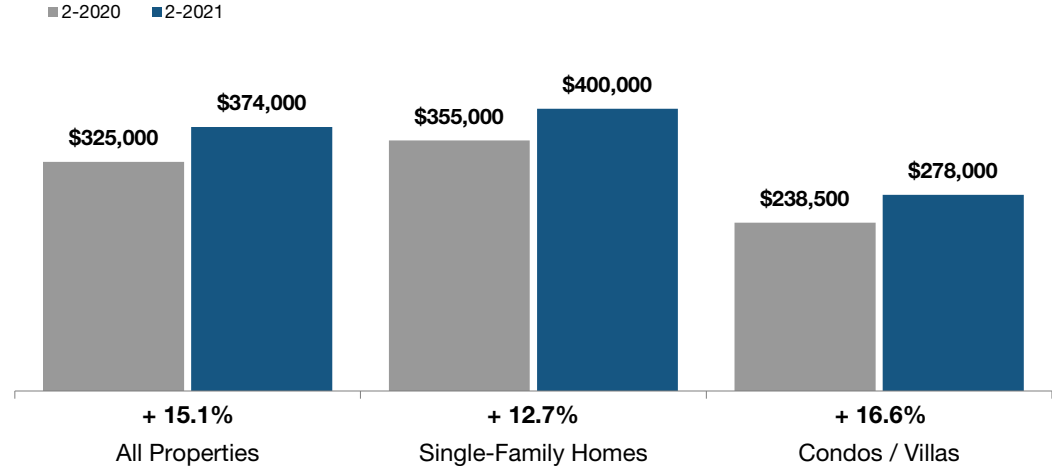
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

#### By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	\$251,000	\$280,000	+ 11.6%
3 Bedrooms	\$344,745	\$385,000	+ 11.7%
4 Bedrooms or More	\$520,000	\$635,000	+ 22.1%
<b>All Bedroom Counts</b>	<b>\$325,000</b>	<b>\$374,000</b>	<b>+ 15.1%</b>

### Single-Family Homes

	2-2020	2-2021	Change	2-2020	2-2021	Change
	\$285,000	\$301,770	+ 5.9%	\$205,000	\$240,000	+ 17.1%
	\$340,000	\$380,000	+ 11.8%	\$380,000	\$410,000	+ 7.9%
	\$517,500	\$634,903	+ 22.7%	\$812,000	\$672,500	- 17.2%
<b>All Properties</b>	<b>\$355,000</b>	<b>\$400,000</b>	<b>+ 12.7%</b>	<b>\$238,500</b>	<b>\$278,000</b>	<b>+ 16.6%</b>

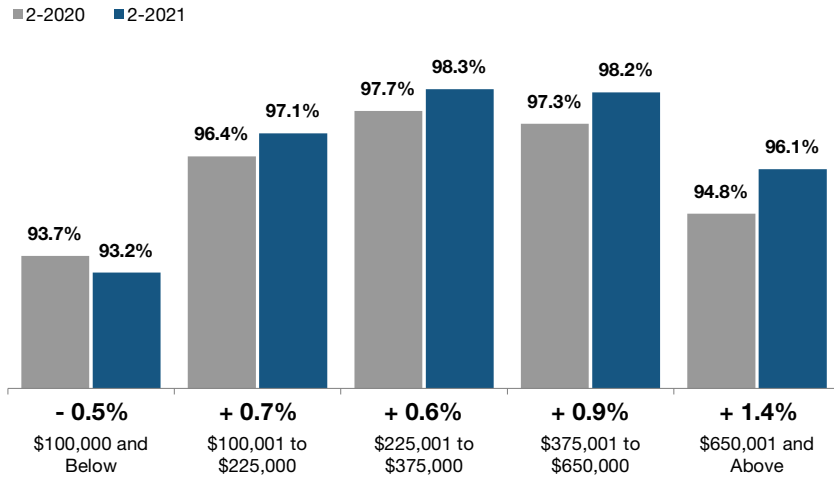
### Condos / Villas

# Percent of List Price Received

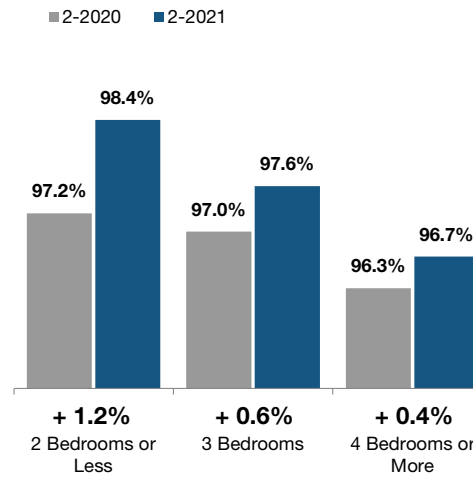
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



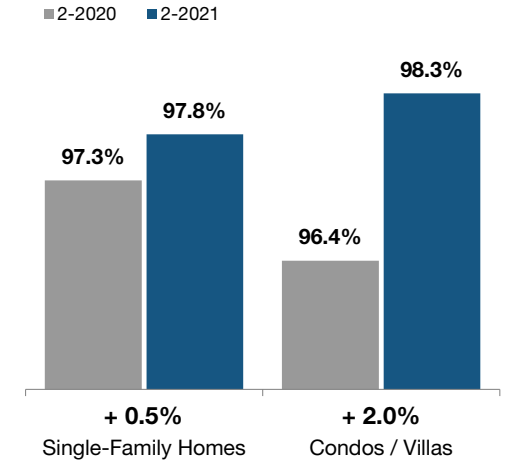
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	93.7%	93.2%	- 0.5%
\$100,001 to \$225,000	96.4%	97.1%	+ 0.7%
\$225,001 to \$375,000	97.7%	98.3%	+ 0.6%
\$375,001 to \$650,000	97.3%	98.2%	+ 0.9%
\$650,001 and Above	94.8%	96.1%	+ 1.4%
<b>All Price Ranges</b>	<b>96.9%</b>	<b>97.6%</b>	<b>+ 0.7%</b>

### Single-Family Homes

2-2020	2-2021	Change
94.7%	90.5%	- 4.4%
97.0%	97.5%	+ 0.5%
98.1%	98.7%	+ 0.6%
97.6%	98.4%	+ 0.8%
94.9%	96.0%	+ 1.2%
<b>97.3%</b>	<b>97.8%</b>	<b>+ 0.5%</b>

### Condos / Villas

2-2020	2-2021	Change
95.7%	95.4%	- 4.6%
96.1%	97.5%	+ 1.5%
96.9%	98.8%	+ 2.0%
96.1%	99.0%	+ 3.0%
95.8%	98.1%	+ 2.4%
<b>96.4%</b>	<b>98.3%</b>	<b>+ 2.0%</b>

### By Bedroom Count

2-2020	2-2021	Change
97.2%	98.4%	+ 1.2%
97.0%	97.6%	+ 0.6%
96.3%	96.7%	+ 0.4%
<b>96.9%</b>	<b>97.6%</b>	<b>+ 0.7%</b>

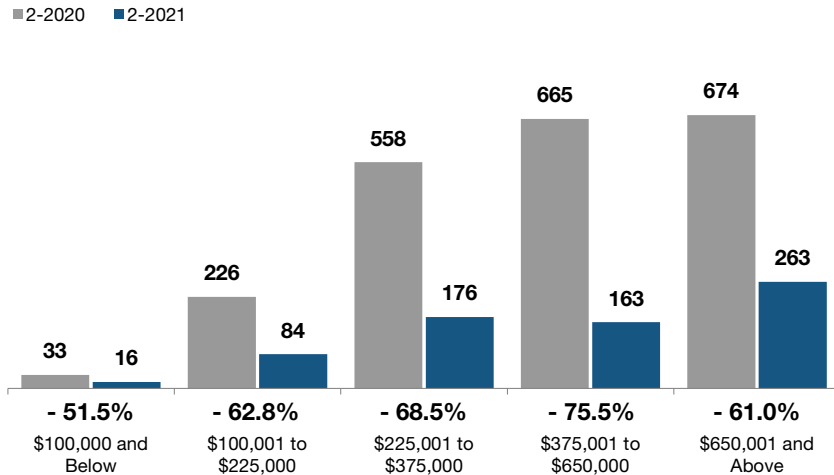
2-2020	2-2021	Change	2-2020	2-2021	Change
99.4%	100.4%	+ 1.0%	96.4%	98.3%	+ 2.0%
97.2%	97.7%	+ 0.5%	96.6%	98.1%	+ 1.6%
96.3%	96.7%	+ 0.4%	0.0%	95.7%	--
<b>97.3%</b>	<b>97.8%</b>	<b>+ 0.5%</b>	<b>96.4%</b>	<b>98.3%</b>	<b>+ 2.0%</b>

# Inventory of Homes for Sale

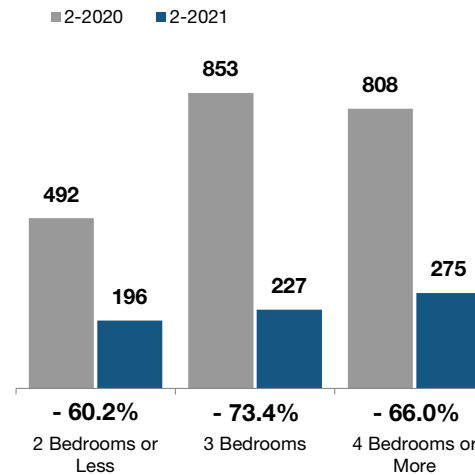
The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



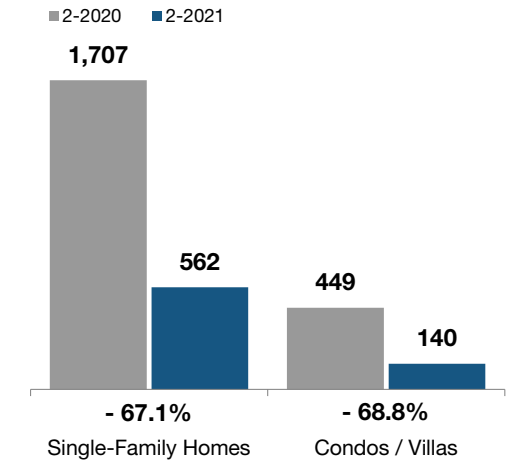
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	33	16	- 51.5%
\$100,001 to \$225,000	226	84	- 62.8%
\$225,001 to \$375,000	558	176	- 68.5%
\$375,001 to \$650,000	665	163	- 75.5%
\$650,001 and Above	674	263	- 61.0%
<b>All Price Ranges</b>	<b>2,156</b>	<b>702</b>	<b>- 67.4%</b>

### Single-Family Homes

2-2020	2-2021	Change
11	6	- 45.5%
99	34	- 65.7%
442	139	- 68.6%
549	137	- 75.0%
606	246	- 59.4%
<b>1,707</b>	<b>562</b>	<b>- 67.1%</b>

### Condos / Villas

2-2020	2-2021	Change
22	10	- 54.5%
127	50	- 60.6%
116	37	- 68.1%
116	26	- 77.6%
68	17	- 75.0%
<b>449</b>	<b>140</b>	<b>- 68.8%</b>

## By Bedroom Count

2-2020	2-2021	Change
492	196	- 60.2%
853	227	- 73.4%
808	275	- 66.0%
<b>2,156</b>	<b>702</b>	<b>- 67.4%</b>

2-2020	2-2021	Change
175	89	- 49.1%
738	198	- 73.2%
791	271	- 65.7%
<b>1,707</b>	<b>562</b>	<b>- 67.1%</b>

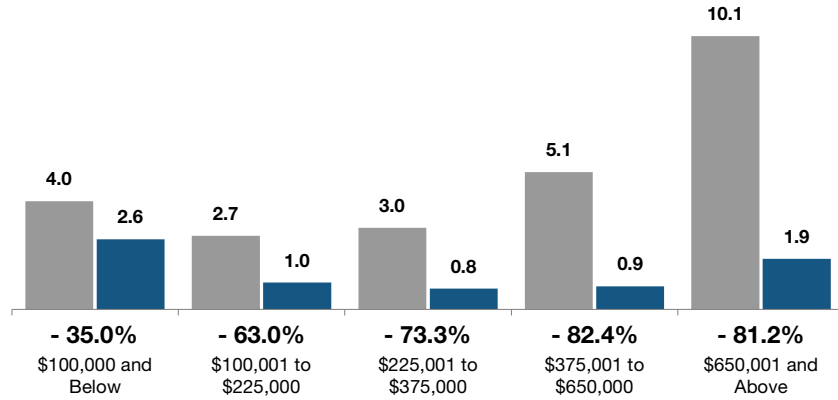
# Months Supply of Inventory

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.**



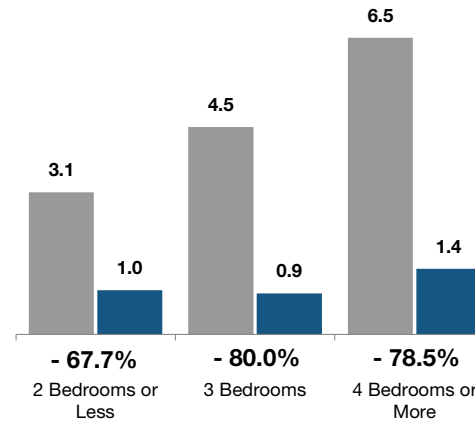
## By Price Range

■ 2-2020 ■ 2-2021



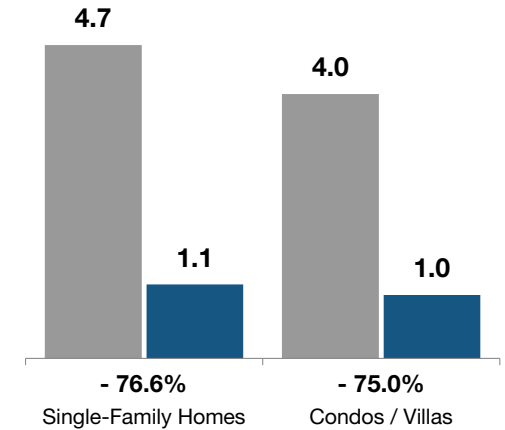
## By Bedroom Count

■ 2-2020 ■ 2-2021



## By Property Type

■ 2-2020 ■ 2-2021



### All Properties

#### By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	4.0	2.6	- 35.0%
\$100,001 to \$225,000	2.7	1.0	- 63.0%
\$225,001 to \$375,000	3.0	0.8	- 73.3%
\$375,001 to \$650,000	5.1	0.9	- 82.4%
\$650,001 and Above	10.1	1.9	- 81.2%
<b>All Price Ranges</b>	<b>4.6</b>	<b>1.1</b>	<b>- 76.1%</b>

### Single-Family Homes

	2-2020	2-2021	Change
2 Bedrooms or Less	4.0	2.2	- 45.0%
3 Bedrooms	2.6	1.0	- 61.5%
4 Bedrooms or More	3.0	0.8	- 73.3%
5.0	5.0	0.9	- 82.0%
10.0	10.0	1.9	- 81.0%
<b>All Single-Family Homes</b>	<b>4.7</b>	<b>1.1</b>	<b>- 76.6%</b>

### Condos / Villas

	2-2020	2-2021	Change
3.7	3.7	2.9	- 21.6%
2.8	2.8	1.0	- 64.3%
3.3	3.3	0.8	- 75.8%
5.5	5.5	0.7	- 87.3%
10.9	10.9	1.3	- 88.1%
<b>All Condos / Villas</b>	<b>4.0</b>	<b>1.0</b>	<b>- 75.0%</b>

#### By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	3.1	1.0	- 67.7%
3 Bedrooms	4.5	0.9	- 80.0%
4 Bedrooms or More	6.5	1.4	- 78.5%
<b>All Bedroom Counts</b>	<b>4.6</b>	<b>1.1</b>	<b>- 76.1%</b>

	2-2020	2-2021	Change
2.5	2.5	0.9	- 64.0%
4.4	4.4	0.9	- 79.5%
6.4	6.4	1.4	- 78.1%
<b>All Single-Family Homes</b>	<b>4.7</b>	<b>1.1</b>	<b>- 76.6%</b>

	2-2020	2-2021	Change
3.6	3.6	1.0	- 72.2%
5.1	5.1	0.9	- 82.4%
8.5	8.5	1.1	- 87.1%
<b>All Condos / Villas</b>	<b>4.0</b>	<b>1.0</b>	<b>- 75.0%</b>