

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## November 2021

As fall winds down and winter approaches, the real estate market continues to follow typical seasonality trends. After a year of record-setting activity, homes are still selling quickly and at a steady pace, and strong demand and low inventory help ensure the market will remain competitive for some time to come. Although sales prices continue to rise and interest rates are trending higher as well, home sales activity remains strong as we enter the holiday season. For the 12-month period spanning December 2020 through November 2021, Pending Sales in the Hilton Head region were up 4.8 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 32.0 percent.

The overall Median Sales Price was up 10.9 percent to \$403,230. The property type with the largest price gain was the Condos / Villas segment, where prices increased 18.5 percent to \$320,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 84 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 116 days.

Market-wide, inventory levels were down 50.7 percent. The property type that lost the least inventory was the Condos segment, where it decreased 34.9 percent. That amounts to 0.9 months supply for Single-Family homes and 0.9 months supply for Condos.

## Quick Facts

<b>+ 32.0%</b>	<b>+ 13.5%</b>	<b>+ 3.2%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$650,001 and Above</b>	<b>2 Bedrooms or Less</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>

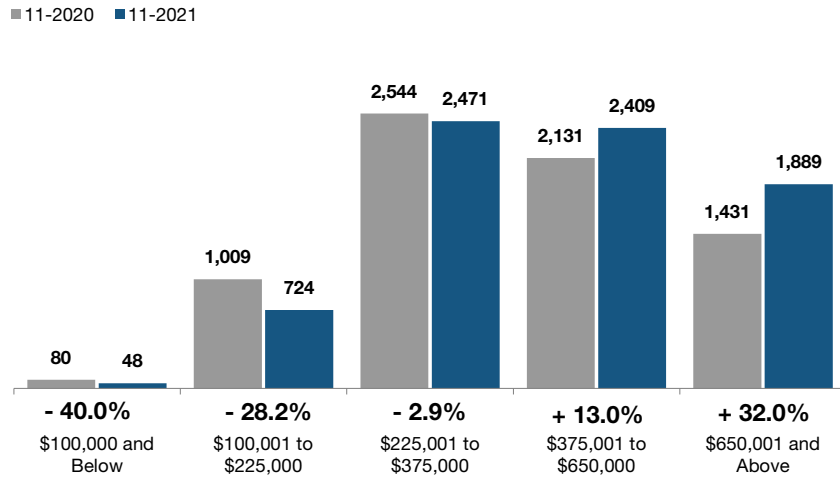


# Pending Sales

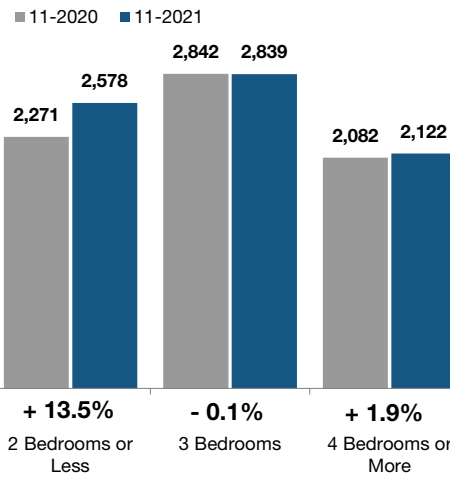
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



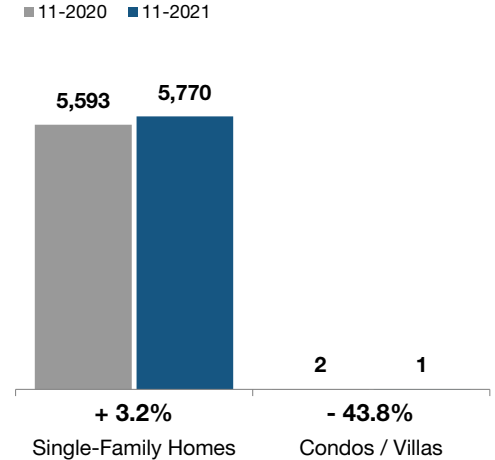
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	80	48	- 40.0%
\$100,001 to \$225,000	1,009	724	- 28.2%
\$225,001 to \$375,000	2,544	2,471	- 2.9%
\$375,001 to \$650,000	2,131	2,409	+ 13.0%
\$650,001 and Above	1,431	1,889	+ 32.0%
<b>All Price Ranges</b>	<b>7,195</b>	<b>7,541</b>	<b>+ 4.8%</b>

### Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
32	13	- 59.4%	3	2	- 48.5%
450	260	- 42.2%	2	0	- 82.4%
2,051	1,966	- 4.1%	1	1	+ 7.7%
1,764	1,864	+ 5.7%	1	1	- 50.0%
1,296	1,667	+ 28.6%	2	1	- 34.8%
<b>5,593</b>	<b>5,770</b>	<b>+ 3.2%</b>	<b>2</b>	<b>1</b>	<b>- 43.8%</b>

### Condos / Villas

By Bedroom Count	11-2020	11-2021	Change
2 Bedrooms or Less	2,271	2,578	+ 13.5%
3 Bedrooms	2,842	2,839	- 0.1%
4 Bedrooms or More	2,082	2,122	+ 1.9%
<b>All Bedroom Counts</b>	<b>7,195</b>	<b>7,541</b>	<b>+ 4.8%</b>

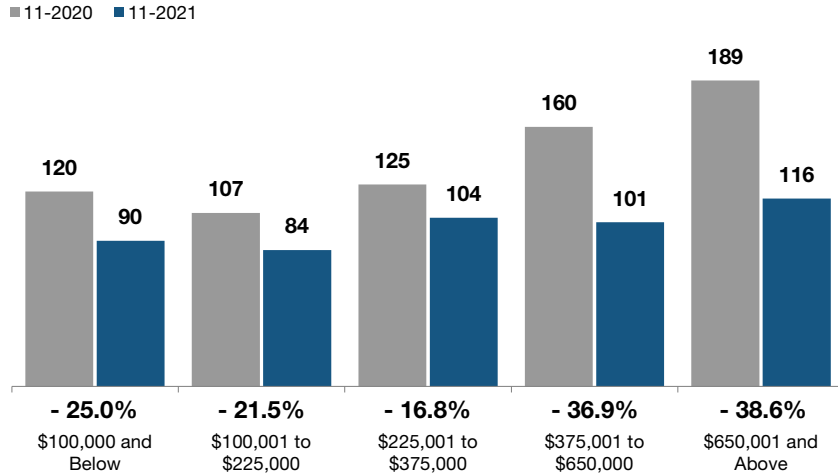
11-2020	11-2021	Change	11-2020	11-2021	Change
1,056	1,239	+ 17.3%	2	1	- 33.3%
2,487	2,437	- 2.0%	2	1	- 58.8%
2,050	2,092	+ 2.0%	2	1	- 58.8%
<b>5,593</b>	<b>5,770</b>	<b>+ 3.2%</b>	<b>2</b>	<b>1</b>	<b>- 43.8%</b>

# Days on Market Until Sale

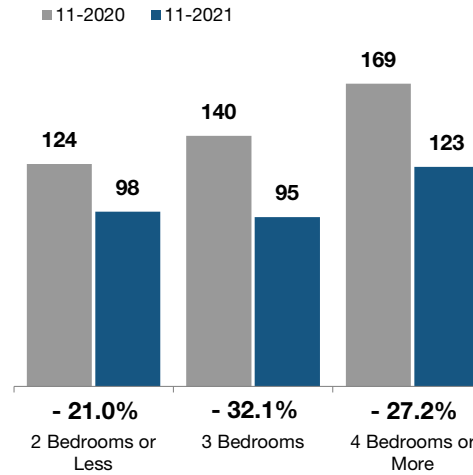
Average number of days between when a property is listed and when an offer is accepted.  
Based on a rolling 12-month average.



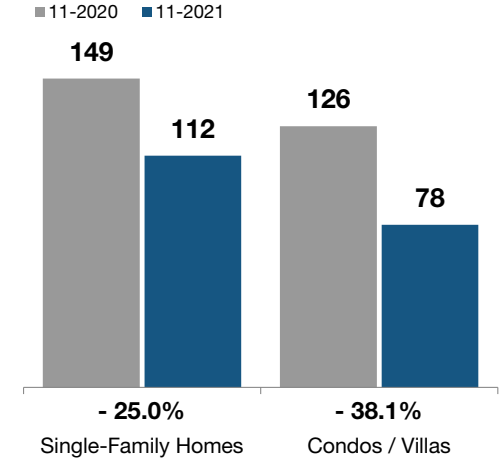
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	120	90	- 25.0%
\$100,001 to \$225,000	107	84	- 21.5%
\$225,001 to \$375,000	125	104	- 16.8%
\$375,001 to \$650,000	160	101	- 36.9%
\$650,001 and Above	189	116	- 38.6%
<b>All Price Ranges</b>	<b>144</b>	<b>104</b>	<b>- 27.8%</b>

### Single-Family Homes

11-2020	11-2021	Change
114	72	- 36.9%
113	92	- 18.1%
126	111	- 12.2%
161	109	- 32.0%
188	120	- 36.4%
<b>149</b>	<b>112</b>	<b>- 25.0%</b>

### Condos / Villas

11-2020	11-2021	Change
124	97	- 21.8%
102	80	- 21.6%
119	78	- 34.5%
156	74	- 52.6%
192	83	- 56.8%
<b>126</b>	<b>78</b>	<b>- 38.1%</b>

## By Bedroom Count

11-2020	11-2021	Change
124	98	- 21.0%
140	95	- 32.1%
169	123	- 27.2%
<b>144</b>	<b>104</b>	<b>- 27.8%</b>

11-2020	11-2021	Change
133	125	- 5.5%
139	97	- 30.5%
169	123	- 27.3%
<b>149</b>	<b>112</b>	<b>- 25.0%</b>

11-2020	11-2021	Change
118	77	- 34.7%
148	82	- 44.6%
179	103	- 42.5%
<b>126</b>	<b>78</b>	<b>- 38.1%</b>

# Median Sales Price

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



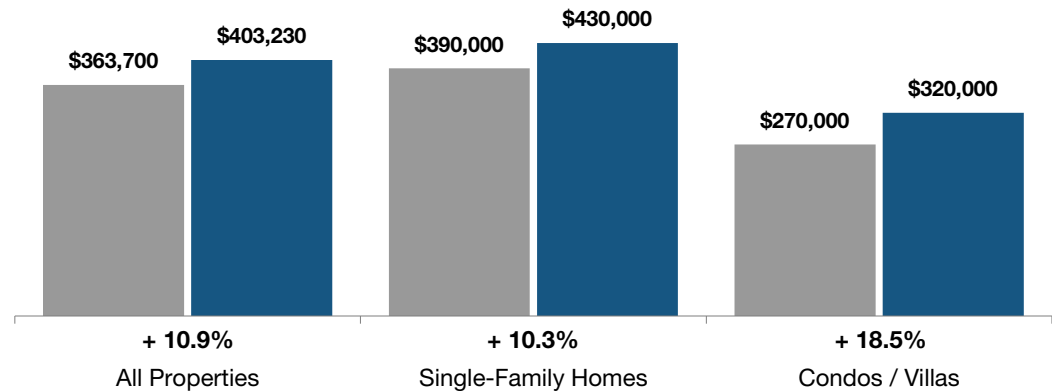
## By Bedroom Count

■ 11-2020 ■ 11-2021



## By Property Type

■ 11-2020 ■ 11-2021



### All Properties

#### By Bedroom Count

	11-2020	11-2021	Change
2 Bedrooms or Less	\$277,750	\$319,000	+ 14.9%
3 Bedrooms	\$376,000	\$415,000	+ 10.4%
4 Bedrooms or More	\$610,000	\$695,000	+ 13.9%
<b>All Bedroom Counts</b>	<b>\$363,700</b>	<b>\$403,230</b>	<b>+ 10.9%</b>

### Single-Family Homes

	11-2020	11-2021	Change	11-2020	11-2021	Change
	\$300,663	\$335,000	+ 11.4%	\$237,000	\$275,000	+ 16.0%
	\$373,819	\$405,000	+ 8.3%	\$400,000	\$475,000	+ 18.8%
	\$608,500	\$695,000	+ 14.2%	\$660,000	\$769,000	+ 16.5%
<b>All Single-Family Homes</b>	<b>\$390,000</b>	<b>\$430,000</b>	<b>+ 10.3%</b>	<b>\$270,000</b>	<b>\$320,000</b>	<b>+ 18.5%</b>

### Condos / Villas

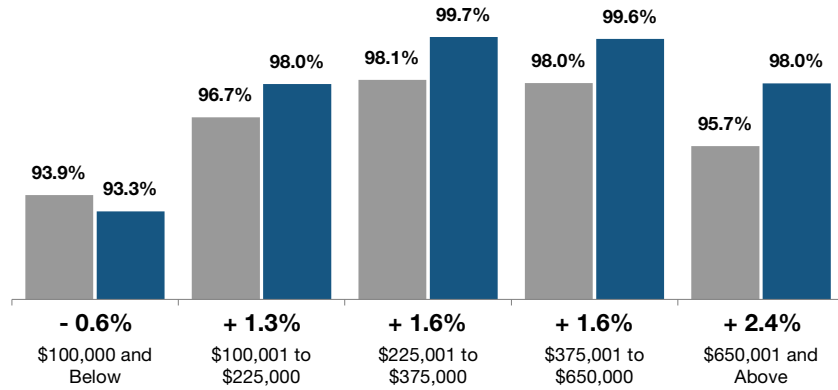
# Percent of List Price Received

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.**



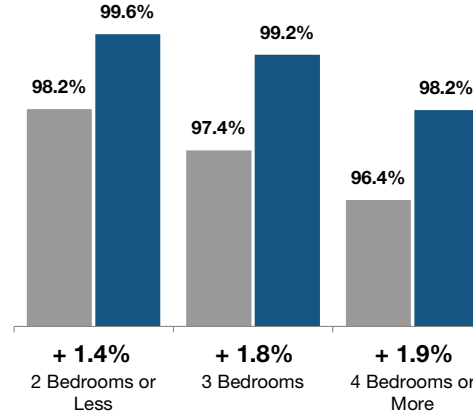
## By Price Range

■ 11-2020 ■ 11-2021



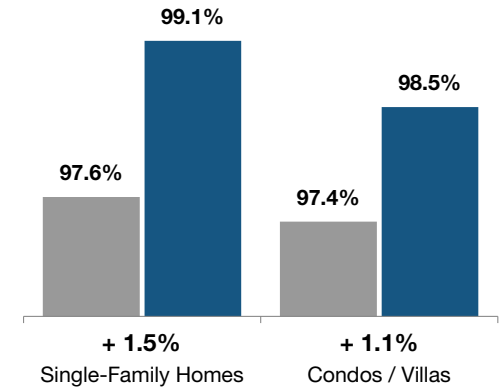
## By Bedroom Count

■ 11-2020 ■ 11-2021



## By Property Type

■ 11-2020 ■ 11-2021



### All Properties

#### By Price Range

	11-2020	11-2021	Change
\$100,000 and Below	93.9%	93.3%	-0.6%
\$100,001 to \$225,000	96.7%	98.0%	+1.3%
\$225,001 to \$375,000	98.1%	99.7%	+1.6%
\$375,001 to \$650,000	98.0%	99.6%	+1.6%
\$650,001 and Above	95.7%	98.0%	+2.4%
<b>All Price Ranges</b>	<b>97.4%</b>	<b>99.0%</b>	<b>+1.6%</b>

### Single-Family Homes

	11-2020	11-2021	Change	11-2020	11-2021	Change
2 Bedrooms or Less	92.5%	92.5%	0.0%	96.3%	0.0%	-100.0%
3 Bedrooms	97.2%	98.1%	+0.9%	96.9%	97.5%	+0.6%
4 Bedrooms or More	98.6%	99.9%	+1.3%	97.7%	97.8%	+0.1%
	98.2%	99.5%	+1.3%	97.5%	99.5%	+2.1%
	95.6%	97.9%	+2.4%	97.3%	99.0%	+1.7%
<b>All Single-Family Homes</b>	<b>97.6%</b>	<b>99.1%</b>	<b>+1.5%</b>	<b>97.4%</b>	<b>98.5%</b>	<b>+1.1%</b>

### Condos / Villas

#### By Bedroom Count

	11-2020	11-2021	Change
2 Bedrooms or Less	98.2%	99.6%	+1.4%
3 Bedrooms	97.4%	99.2%	+1.8%
4 Bedrooms or More	96.4%	98.2%	+1.9%
<b>All Bedroom Counts</b>	<b>97.4%</b>	<b>99.0%</b>	<b>+1.6%</b>

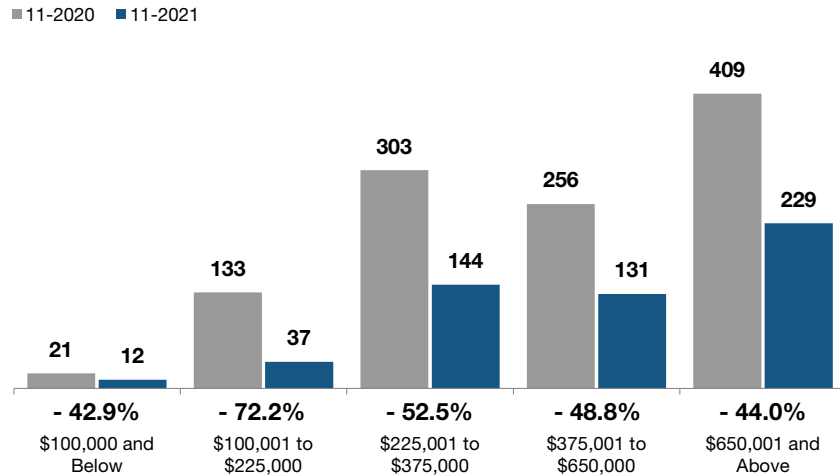
	11-2020	11-2021	Change	11-2020	11-2021	Change
2 Bedrooms or Less	100.4%	100.7%	+0.3%	97.6%	98.3%	+0.7%
3 Bedrooms	97.5%	99.2%	+1.7%	96.7%	99.4%	+2.8%
4 Bedrooms or More	96.4%	98.2%	+1.9%	95.8%	94.5%	-1.4%
<b>All Condos / Villas</b>	<b>97.6%</b>	<b>99.1%</b>	<b>+1.5%</b>	<b>97.4%</b>	<b>98.5%</b>	<b>+1.1%</b>

# Inventory of Homes for Sale

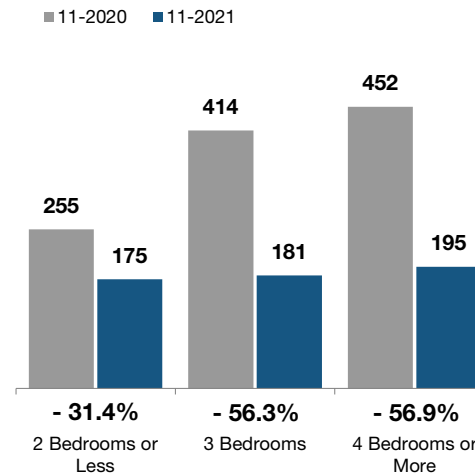
The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



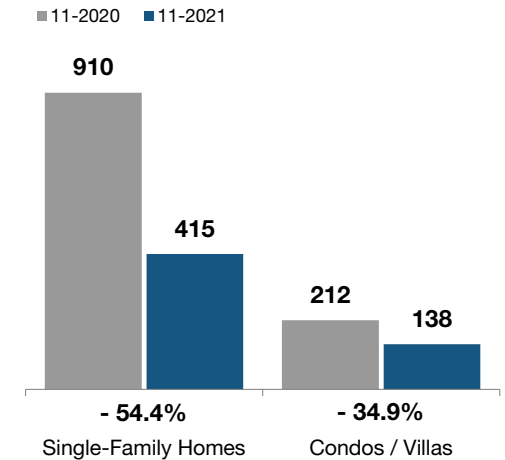
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	21	12	- 42.9%
\$100,001 to \$225,000	133	37	- 72.2%
\$225,001 to \$375,000	303	144	- 52.5%
\$375,001 to \$650,000	256	131	- 48.8%
\$650,001 and Above	409	229	- 44.0%
<b>All Price Ranges</b>	<b>1,122</b>	<b>553</b>	<b>- 50.7%</b>

### Single-Family Homes

11-2020	11-2021	Change
8	6	- 25.0%
55	24	- 56.4%
251	83	- 66.9%
213	100	- 53.1%
383	202	- 47.3%
<b>910</b>	<b>415</b>	<b>- 54.4%</b>

### Condos / Villas

11-2020	11-2021	Change
13	6	- 53.8%
78	13	- 83.3%
52	61	+ 17.3%
43	31	- 27.9%
26	27	+ 3.8%
<b>212</b>	<b>138</b>	<b>- 34.9%</b>

## By Bedroom Count

11-2020	11-2021	Change
255	175	- 31.4%
414	181	- 56.3%
452	195	- 56.9%
<b>1,122</b>	<b>553</b>	<b>- 50.7%</b>

11-2020	11-2021	Change
100	62	- 38.0%
363	158	- 56.5%
446	193	- 56.7%
<b>910</b>	<b>415</b>	<b>- 54.4%</b>

11-2020	11-2021	Change
155	113	- 27.1%
51	23	- 54.9%
6	2	- 66.7%
<b>212</b>	<b>138</b>	<b>- 34.9%</b>

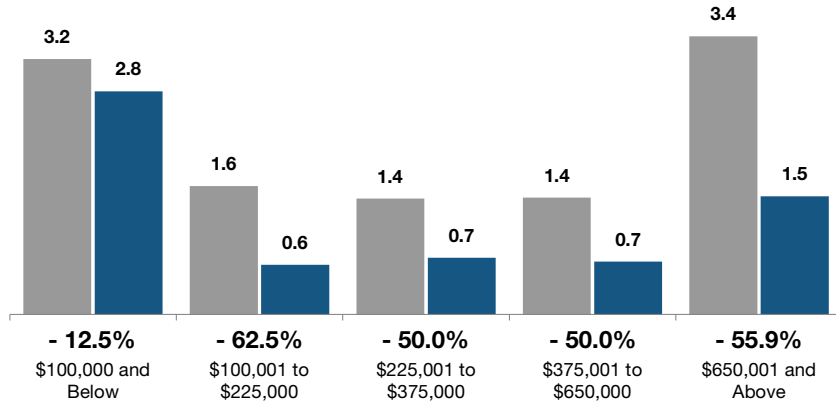
# Months Supply of Inventory

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.**



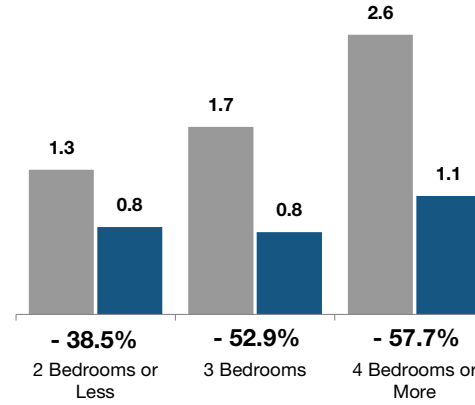
## By Price Range

■ 11-2020 ■ 11-2021



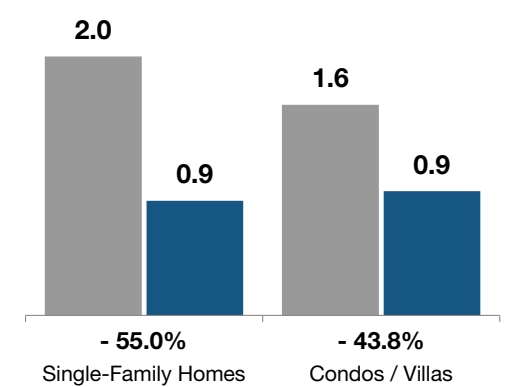
## By Bedroom Count

■ 11-2020 ■ 11-2021



## By Property Type

■ 11-2020 ■ 11-2021



### All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	3.2	2.8	- 12.5%
\$100,001 to \$225,000	1.6	0.6	- 62.5%
\$225,001 to \$375,000	1.4	0.7	- 50.0%
\$375,001 to \$650,000	1.4	0.7	- 50.0%
\$650,001 and Above	3.4	1.5	- 55.9%
<b>All Price Ranges</b>	<b>1.9</b>	<b>0.9</b>	<b>- 52.6%</b>

### Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
3.0	3.7	+ 23.3%	3.3	1.7	- 48.5%
1.5	1.1	- 26.7%	1.7	0.3	- 82.4%
1.5	0.5	- 66.7%	1.3	1.4	+ 7.7%
1.4	0.6	- 57.1%	1.4	0.7	- 50.0%
3.5	1.5	- 57.1%	2.3	1.5	- 34.8%
<b>2.0</b>	<b>0.9</b>	<b>- 55.0%</b>	<b>1.6</b>	<b>0.9</b>	<b>- 43.8%</b>

### Condos / Villas

By Bedroom Count	11-2020	11-2021	Change
2 Bedrooms or Less	1.3	0.8	- 38.5%
3 Bedrooms	1.7	0.8	- 52.9%
4 Bedrooms or More	2.6	1.1	- 57.7%
<b>All Bedroom Counts</b>	<b>1.9</b>	<b>0.9</b>	<b>- 52.6%</b>

11-2020	11-2021	Change	11-2020	11-2021	Change
1.1	0.6	- 45.5%	1.5	1.0	- 33.3%
1.8	0.8	- 55.6%	1.7	0.7	- 58.8%
2.6	1.1	- 57.7%	1.7	0.7	- 58.8%
<b>2.0</b>	<b>0.9</b>	<b>- 55.0%</b>	<b>1.6</b>	<b>0.9</b>	<b>- 43.8%</b>