

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



July 2021

After months of declines, the inventory of homes for sale nationwide is beginning to increase as more sellers come to the market, looking to capitalize on record-high sales prices while providing a much-needed boost of supply to America's epic housing shortage. This is encouraging news for home buyers, who have struggled with a lack of supply and rocketing sales prices during the pandemic. For the 12-month period spanning August 2020 through July 2021, Pending Sales in the Hilton Head region were up 38.0 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 83.3 percent.

The overall Median Sales Price was up 17.3 percent to \$393,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 24.5 percent to \$305,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 94 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 144 days.

Market-wide, inventory levels were down 59.2 percent. The property type that lost the least inventory was the Condos segment, where it decreased 48.1 percent. That amounts to 1.0 months supply for Single-Family homes and 1.2 months supply for Condos.

Quick Facts

+ 83.3%	+ 47.9%	+ 36.5%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$650,001 and Above	2 Bedrooms or Less	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



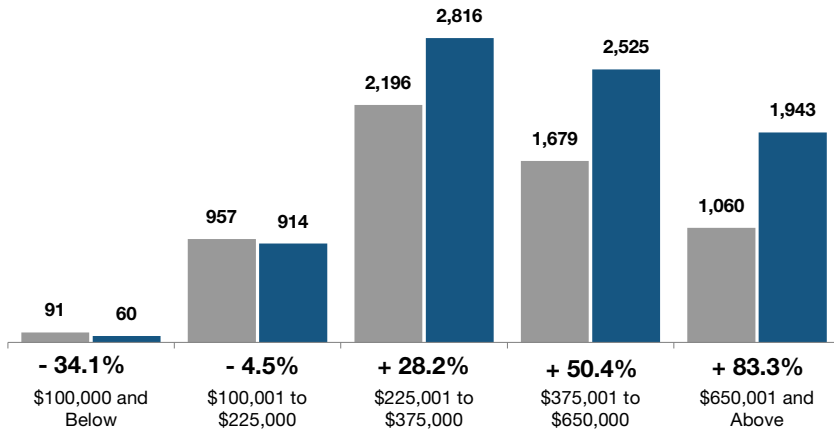
Pending Sales

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



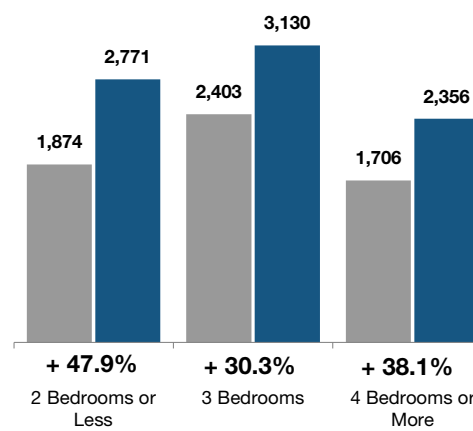
By Price Range

■ 7-2020 ■ 7-2021



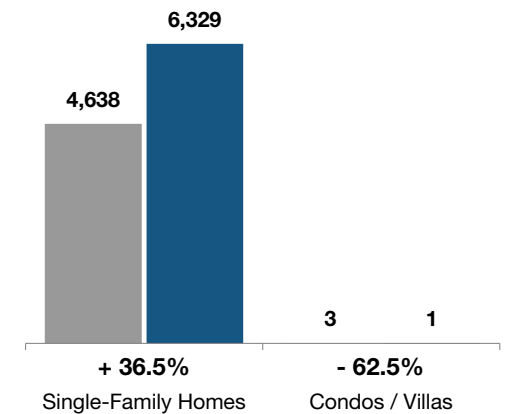
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	91	60	- 34.1%
\$100,001 to \$225,000	957	914	- 4.5%
\$225,001 to \$375,000	2,196	2,816	+ 28.2%
\$375,001 to \$650,000	1,679	2,525	+ 50.4%
\$650,001 and Above	1,060	1,943	+ 83.3%
All Price Ranges	5,983	8,258	+ 38.0%

Single-Family Homes

	7-2020	7-2021	Change
2 Bedrooms or Less	36	19	- 47.2%
3 Bedrooms	458	329	- 28.2%
4 Bedrooms or More	1,773	2,281	+ 28.7%
Single-Family Homes	1,396	1,990	+ 42.6%
Condos / Villas	975	1,710	+ 75.4%
All Single-Family Homes	4,638	6,329	+ 36.5%

Condos / Villas

	7-2020	7-2021	Change
Condos / Villas	3	2	- 11.5%
Single-Family Homes	2	1	- 62.5%
2 Bedrooms or Less	3	1	- 60.7%
3 Bedrooms	4	1	- 74.4%
4 Bedrooms or More	8	2	- 74.7%
All Condos / Villas	3	1	- 62.5%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	1,874	2,771	+ 47.9%
3 Bedrooms	2,403	3,130	+ 30.3%
4 Bedrooms or More	1,706	2,356	+ 38.1%
All Bedroom Counts	5,983	8,258	+ 38.0%

	7-2020	7-2021	Change
2 Bedrooms or Less	843	1,312	+ 55.6%
3 Bedrooms	2,115	2,698	+ 27.6%
4 Bedrooms or More	1,680	2,318	+ 38.0%
All Single-Family Homes	4,638	6,329	+ 36.5%

	7-2020	7-2021	Change
Condos / Villas	3	1	- 61.3%
Single-Family Homes	4	1	- 73.0%
2 Bedrooms or Less	3	1	- 70.4%
3 Bedrooms	3	1	- 70.4%
4 Bedrooms or More	3	1	- 70.4%
All Condos / Villas	3	1	- 62.5%

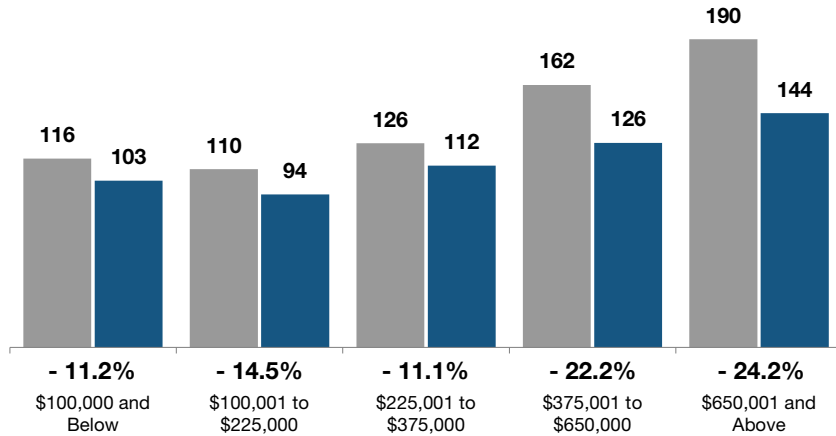
Days on Market Until Sale

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



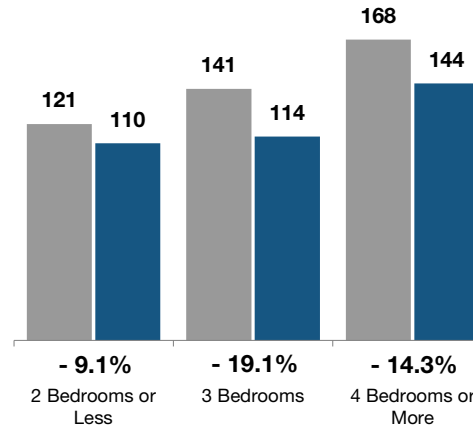
By Price Range

■ 7-2020 ■ 7-2021



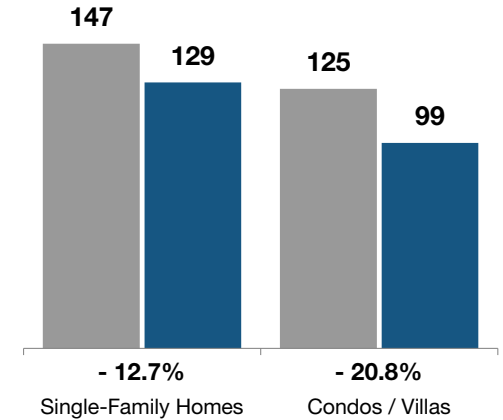
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	116	103	- 11.2%
\$100,001 to \$225,000	110	94	- 14.5%
\$225,001 to \$375,000	126	112	- 11.1%
\$375,001 to \$650,000	162	126	- 22.2%
\$650,001 and Above	190	144	- 24.2%
All Price Ranges	142	122	- 14.1%

Single-Family Homes

	7-2020	7-2021	Change
2 Bedrooms or Less	101	105	+ 4.1%
3 Bedrooms	113	105	- 7.8%
4 Bedrooms or More	126	116	- 7.5%
	165	131	- 21.1%
	189	148	- 21.6%
All Single-Family Homes	147	129	- 12.7%

Condos / Villas

	7-2020	7-2021	Change
	126	102	- 19.0%
	107	88	- 17.8%
	127	96	- 24.4%
	142	110	- 22.5%
	203	115	- 43.3%
All Condos / Villas	125	99	- 20.8%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	121	110	- 9.1%
3 Bedrooms	141	114	- 19.1%
4 Bedrooms or More	168	144	- 14.3%
All Bedroom Counts	142	122	- 14.1%

	7-2020	7-2021	Change
2 Bedrooms or Less	125	131	+ 4.5%
3 Bedrooms	140	115	- 17.8%
4 Bedrooms or More	168	144	- 14.5%
All Single-Family Homes	147	129	- 12.7%

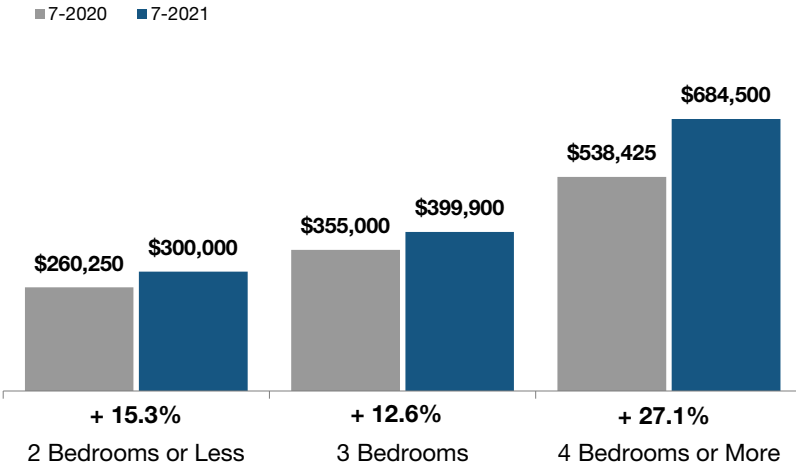
	7-2020	7-2021	Change
2 Bedrooms or Less	118	95	- 19.5%
3 Bedrooms	148	109	- 26.4%
4 Bedrooms or More	187	143	- 23.5%
All Condos / Villas	125	99	- 20.8%

Median Sales Price

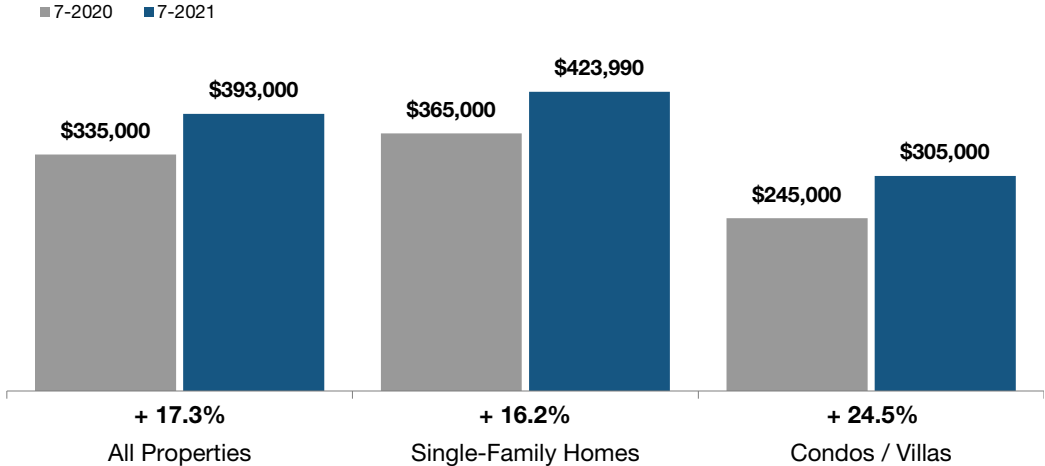
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	7-2020	7-2021	Change
2 Bedrooms or Less	\$260,250	\$300,000	+ 15.3%
3 Bedrooms	\$355,000	\$399,900	+ 12.6%
4 Bedrooms or More	\$538,425	\$684,500	+ 27.1%
All Bedroom Counts	\$335,000	\$393,000	+ 17.3%

Single-Family Homes

7-2020	7-2021	Change	7-2020	7-2021	Change
\$292,820	\$319,000	+ 8.9%	\$211,250	\$260,000	+ 23.1%
\$350,000	\$392,000	+ 12.0%	\$379,000	\$452,000	+ 19.3%
\$536,150	\$684,000	+ 27.6%	\$715,000	\$715,000	0.0%
\$365,000	\$423,990	+ 16.2%	\$245,000	\$305,000	+ 24.5%

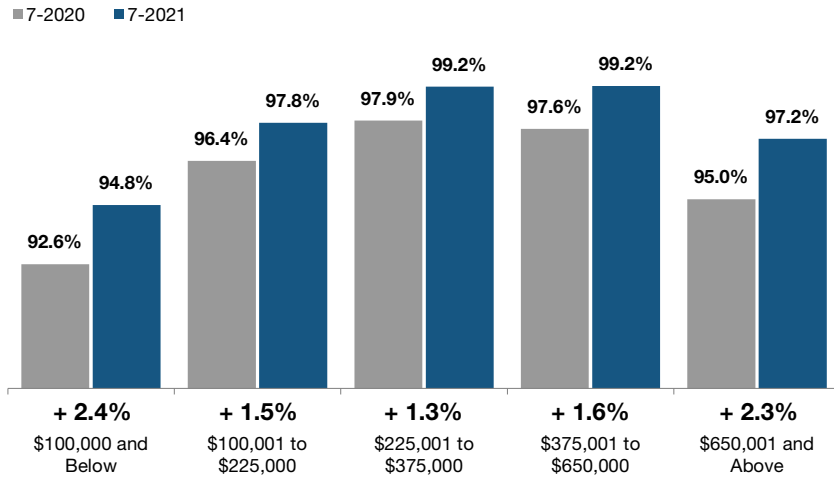
Condos / Villas

Percent of List Price Received

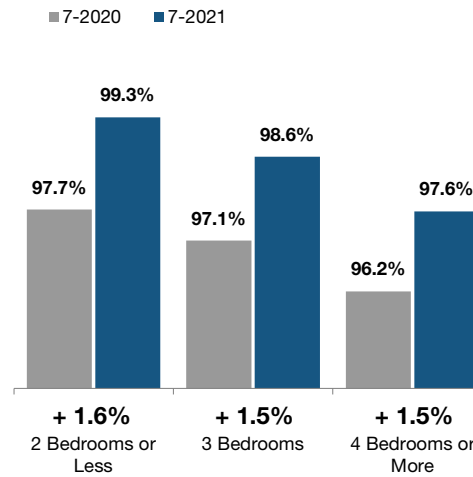
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



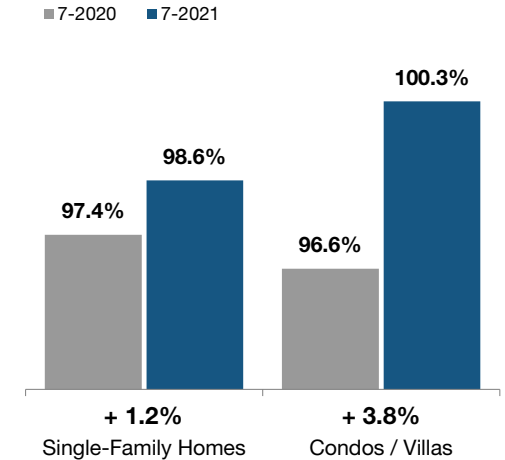
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2020	7-2021	Change
\$100,000 and Below	92.6%	94.8%	+ 2.4%
\$100,001 to \$225,000	96.4%	97.8%	+ 1.5%
\$225,001 to \$375,000	97.9%	99.2%	+ 1.3%
\$375,001 to \$650,000	97.6%	99.2%	+ 1.6%
\$650,001 and Above	95.0%	97.2%	+ 2.3%
All Price Ranges	97.0%	98.5%	+ 1.5%

Single-Family Homes

7-2020	7-2021	Change
92.4%	93.6%	+ 1.3%
96.9%	98.2%	+ 1.3%
98.4%	99.4%	+ 1.0%
97.9%	99.2%	+ 1.3%
95.0%	97.1%	+ 2.2%
97.4%	98.6%	+ 1.2%

Condos / Villas

7-2020	7-2021	Change
96.2%	96.7%	- 3.3%
96.2%	98.8%	+ 2.7%
97.3%	99.9%	+ 2.7%
96.8%	101.6%	+ 5.0%
96.3%	101.4%	+ 5.3%
96.6%	100.3%	+ 3.8%

By Bedroom Count

7-2020	7-2021	Change
97.7%	99.3%	+ 1.6%
97.1%	98.6%	+ 1.5%
96.2%	97.6%	+ 1.5%
97.0%	98.5%	+ 1.5%

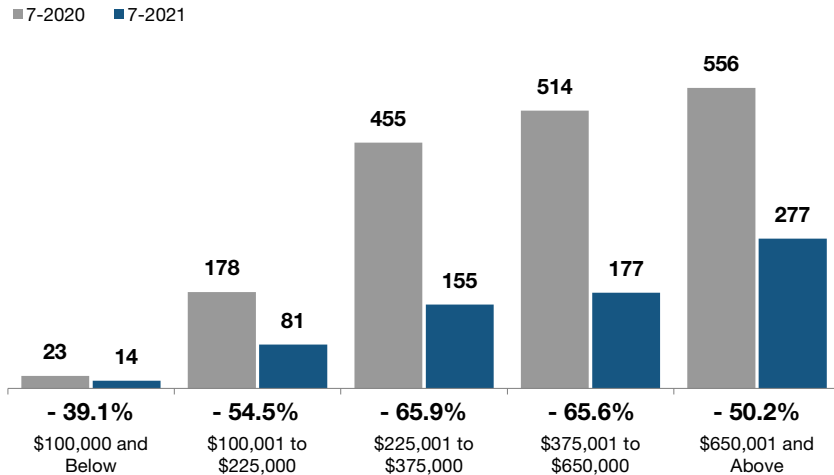
7-2020	7-2021	Change	7-2020	7-2021	Change
99.9%	100.6%	+ 0.7%	96.7%	99.9%	+ 3.3%
97.3%	98.6%	+ 1.3%	96.7%	101.6%	+ 5.1%
96.2%	97.6%	+ 1.5%	95.2%	100.0%	+ 5.0%
97.4%	98.6%	+ 1.2%	96.6%	100.3%	+ 3.8%

Inventory of Homes for Sale

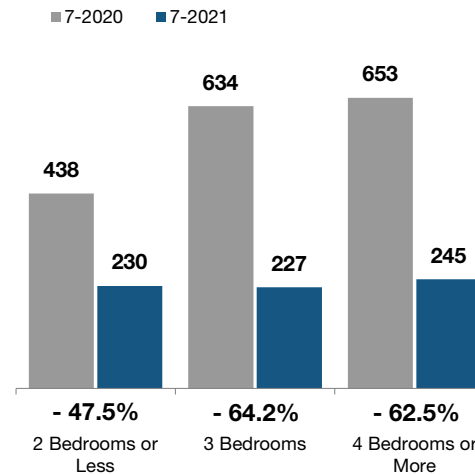
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



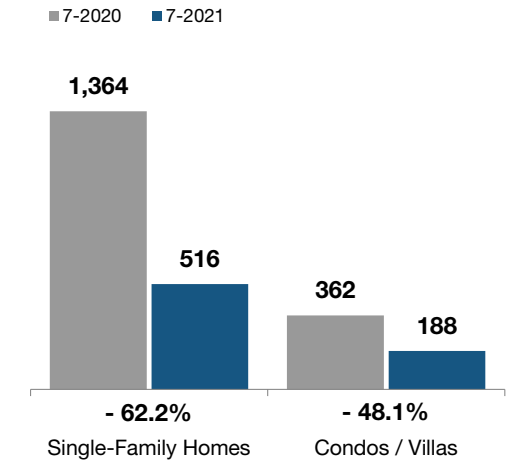
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2020	7-2021	Change
\$100,000 and Below	23	14	- 39.1%
\$100,001 to \$225,000	178	81	- 54.5%
\$225,001 to \$375,000	455	155	- 65.9%
\$375,001 to \$650,000	514	177	- 65.6%
\$650,001 and Above	556	277	- 50.2%
All Price Ranges	1,726	704	- 59.2%

Single-Family Homes

7-2020	7-2021	Change
10	6	- 40.0%
78	37	- 52.6%
358	104	- 70.9%
421	133	- 68.4%
497	236	- 52.5%
1,364	516	- 62.2%

Condos / Villas

7-2020	7-2021	Change
13	8	- 38.5%
100	44	- 56.0%
97	51	- 47.4%
93	44	- 52.7%
59	41	- 30.5%
362	188	- 48.1%

By Bedroom Count

7-2020	7-2021	Change
438	230	- 47.5%
634	227	- 64.2%
653	245	- 62.5%
1,726	704	- 59.2%

7-2020	7-2021	Change
172	81	- 52.9%
545	191	- 65.0%
646	242	- 62.5%
1,364	516	- 62.2%

7-2020	7-2021	Change
266	149	- 44.0%
89	36	- 59.6%
7	3	- 57.1%
362	188	- 48.1%

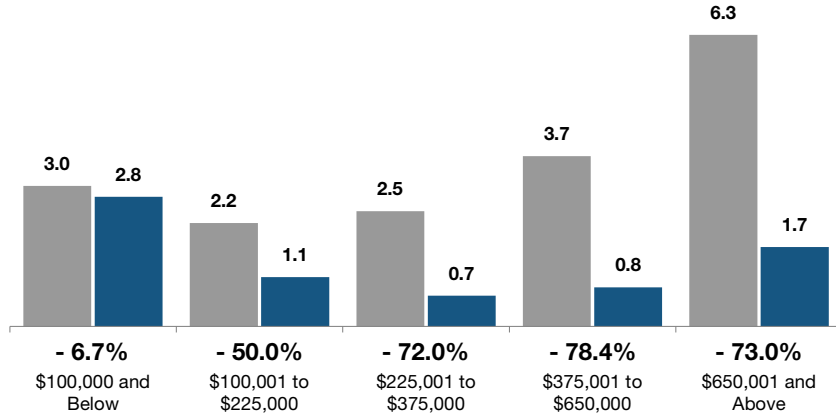
Months Supply of Inventory

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.**



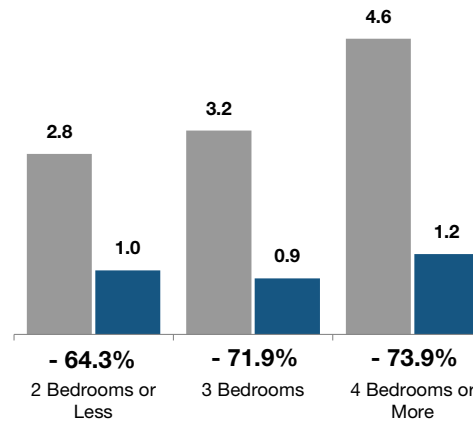
By Price Range

■ 7-2020 ■ 7-2021



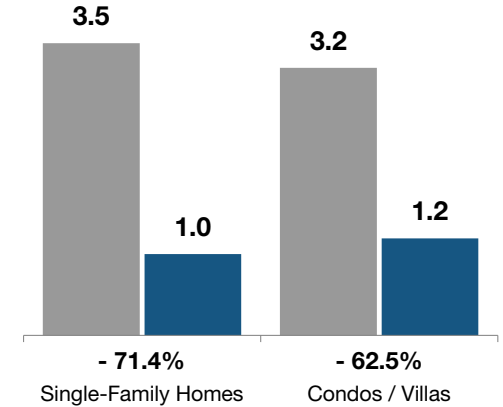
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	3.0	2.8	- 6.7%
\$100,001 to \$225,000	2.2	1.1	- 50.0%
\$225,001 to \$375,000	2.5	0.7	- 72.0%
\$375,001 to \$650,000	3.7	0.8	- 78.4%
\$650,001 and Above	6.3	1.7	- 73.0%
All Price Ranges	3.5	1.0	- 71.4%

Single-Family Homes

	7-2020	7-2021	Change
2 Bedrooms or Less	3.3	2.8	- 15.2%
3 Bedrooms	2.0	1.3	- 35.0%
4 Bedrooms or More	2.4	0.5	- 79.2%
	3.6	0.8	- 77.8%
	6.1	1.7	- 72.1%
All Single-Family Homes	3.5	1.0	- 71.4%

Condos / Villas

	7-2020	7-2021	Change
Single-Family Homes	2.6	2.3	- 11.5%
Condos / Villas	2.4	0.9	- 62.5%
	2.8	1.1	- 60.7%
	3.9	1.0	- 74.4%
	8.3	2.1	- 74.7%
All Condos / Villas	3.2	1.2	- 62.5%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	2.8	1.0	- 64.3%
3 Bedrooms	3.2	0.9	- 71.9%
4 Bedrooms or More	4.6	1.2	- 73.9%
All Bedroom Counts	3.5	1.0	- 71.4%

	7-2020	7-2021	Change
2 Bedrooms or Less	2.4	0.7	- 70.8%
3 Bedrooms	3.1	0.8	- 74.2%
4 Bedrooms or More	4.6	1.3	- 71.7%
All Bedroom Counts	3.5	1.0	- 71.4%