

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



June 2021

Summer's here, and with vaccination rates on the rise, buyers continue to flood the market in search of their next home, with rock bottom inventory and record high sales prices reported throughout much of the country. Although closed sales were down nationally, overall demand for housing remains high, in part due to attractively low interest rates, offering buyers some relief and affordability in a fiercely competitive market. For the 12-month period spanning July 2020 through June 2021, Pending Sales in the Hilton Head region were up 50.1 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 106.7 percent.

The overall Median Sales Price was up 16.3 percent to \$385,620. The property type with the largest price gain was the Condos / Villas segment, where prices increased 22.4 percent to \$299,900. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 98 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 151 days.

Market-wide, inventory levels were down 65.8 percent. The property type that lost the least inventory was the Condos segment, where it decreased 53.2 percent. That amounts to 0.9 months supply for Single-Family homes and 1.1 months supply for Condos.

Quick Facts

+ 106.7%

+ 54.3%

+ 49.4%

Price Range With the Strongest Sales:
\$650,001 and Above

Bedroom Count With Strongest Sales:
2 Bedrooms or Less

Property Type With Strongest Sales:
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

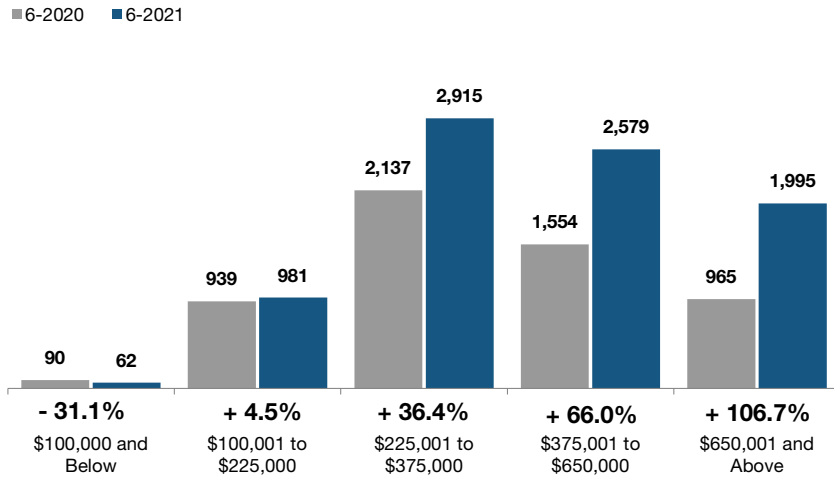


Pending Sales

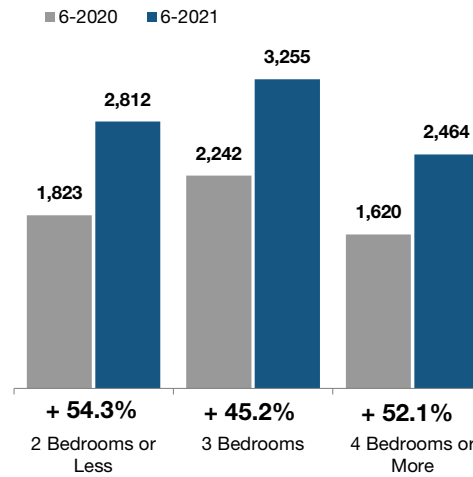
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



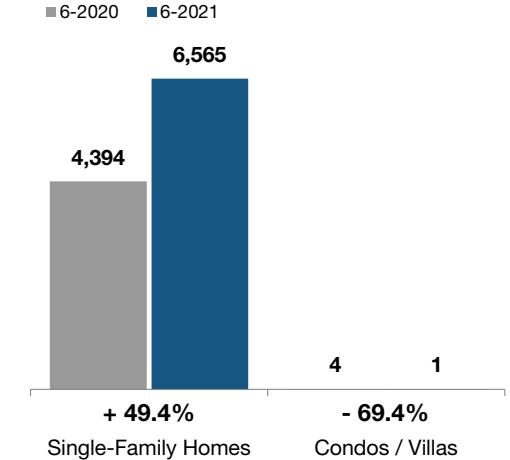
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	90	62	- 31.1%
\$100,001 to \$225,000	939	981	+ 4.5%
\$225,001 to \$375,000	2,137	2,915	+ 36.4%
\$375,001 to \$650,000	1,554	2,579	+ 66.0%
\$650,001 and Above	965	1,995	+ 106.7%
All Price Ranges	5,685	8,532	+ 50.1%

Single-Family Homes

6-2020	6-2021	Change
37	21	- 43.2%
448	366	- 18.3%
1,729	2,370	+ 37.1%
1,290	2,050	+ 58.9%
890	1,758	+ 97.5%
4,394	6,565	+ 49.4%

Condos / Villas

6-2020	6-2021	Change
4	4	+ 2.7%
2	1	- 66.7%
3	1	- 64.5%
4	1	- 77.3%
10	2	- 82.2%
4	1	- 69.4%

By Bedroom Count

By Bedroom Count	6-2020	6-2021	Change
2 Bedrooms or Less	1,823	2,812	+ 54.3%
3 Bedrooms	2,242	3,255	+ 45.2%
4 Bedrooms or More	1,620	2,464	+ 52.1%
All Bedroom Counts	5,685	8,532	+ 50.1%

6-2020	6-2021	Change	6-2020	6-2021	Change
828	1,333	+ 61.0%	3	1	- 64.7%
1,973	2,807	+ 42.3%	4	1	- 80.5%
1,593	2,424	+ 52.2%	3	0.0	- 100.0%
4,394	6,565	+ 49.4%	4	1	- 69.4%

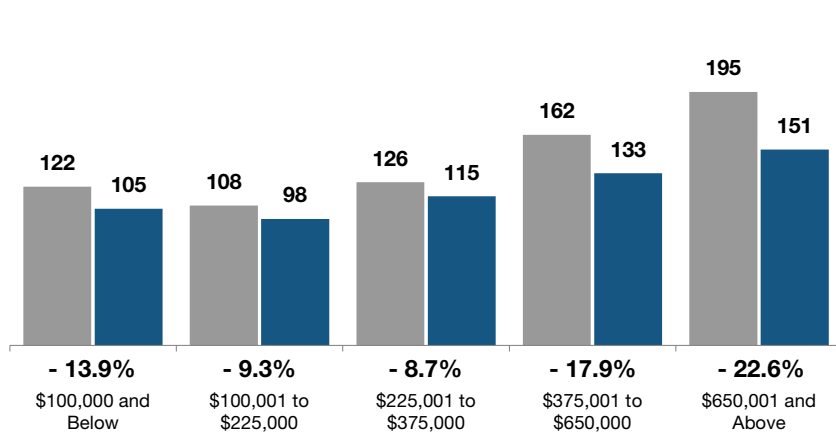
Days on Market Until Sale

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



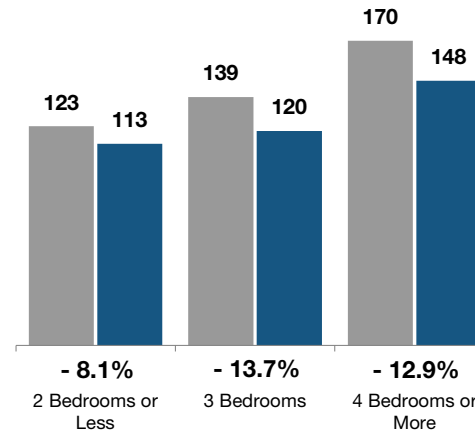
By Price Range

■ 6-2020 ■ 6-2021



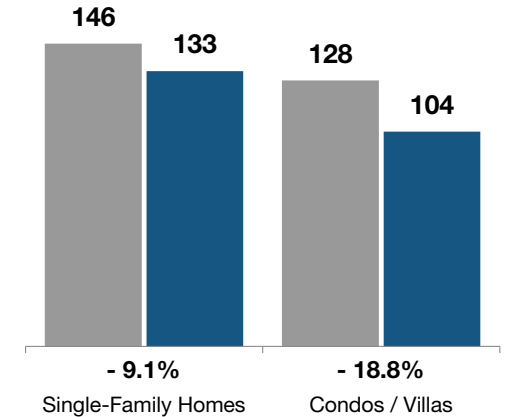
By Bedroom Count

■ 6-2020 ■ 6-2021



By Property Type

■ 6-2020 ■ 6-2021



All Properties

By Price Range

	6-2020	6-2021	Change
\$100,000 and Below	122	105	- 13.9%
\$100,001 to \$225,000	108	98	- 9.3%
\$225,001 to \$375,000	126	115	- 8.7%
\$375,001 to \$650,000	162	133	- 17.9%
\$650,001 and Above	195	151	- 22.6%
All Price Ranges	142	126	- 11.3%

Single-Family Homes

	6-2020	6-2021	Change	6-2020	6-2021	Change
	108	103	- 5.2%	132	107	- 18.9%
	111	107	- 3.3%	105	92	- 12.4%
	125	119	- 5.0%	129	100	- 22.5%
	164	137	- 16.5%	151	115	- 23.8%
	193	154	- 20.1%	225	125	- 44.4%
All Single-Family Homes	146	133	- 9.1%	128	104	- 18.8%

Condos / Villas

By Bedroom Count

	6-2020	6-2021	Change
2 Bedrooms or Less	123	113	- 8.1%
3 Bedrooms	139	120	- 13.7%
4 Bedrooms or More	170	148	- 12.9%
All Bedroom Counts	142	126	- 11.3%

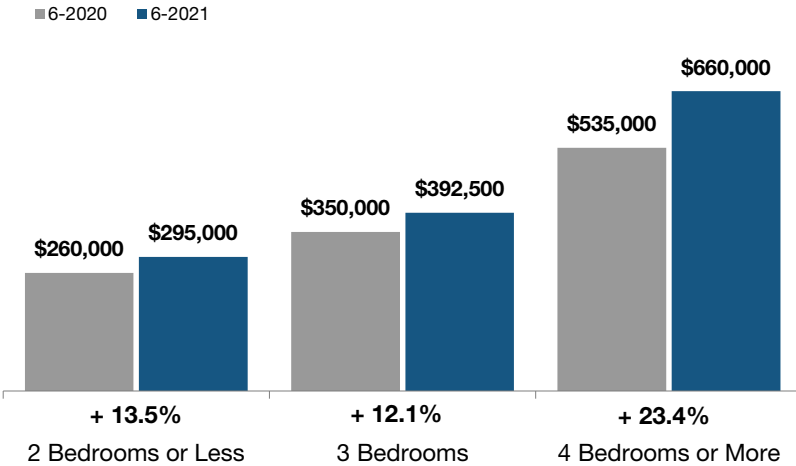
	6-2020	6-2021	Change	6-2020	6-2021	Change
	125	132	+ 6.1%	121	99	- 18.2%
	137	120	- 12.4%	150	117	- 22.0%
	170	148	- 12.9%	204	152	- 25.5%
All Condos / Villas	146	133	- 9.1%	128	104	- 18.8%

Median Sales Price

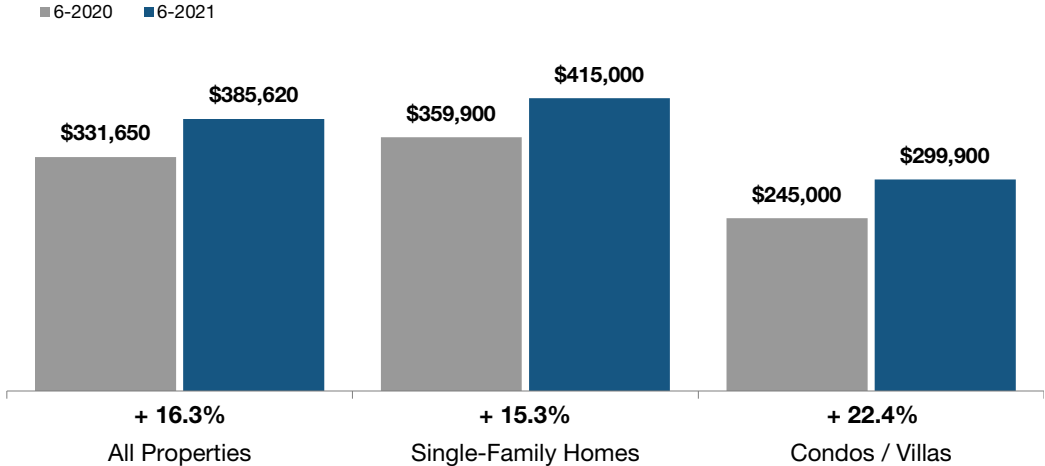
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count

	6-2020	6-2021	Change
2 Bedrooms or Less	\$260,000	\$295,000	+ 13.5%
3 Bedrooms	\$350,000	\$392,500	+ 12.1%
4 Bedrooms or More	\$535,000	\$660,000	+ 23.4%
All Bedroom Counts	\$331,650	\$385,620	+ 16.3%

Single-Family Homes

	6-2020	6-2021	Change
Single-Family Homes	\$359,900	\$415,000	+ 15.3%

Condos / Villas

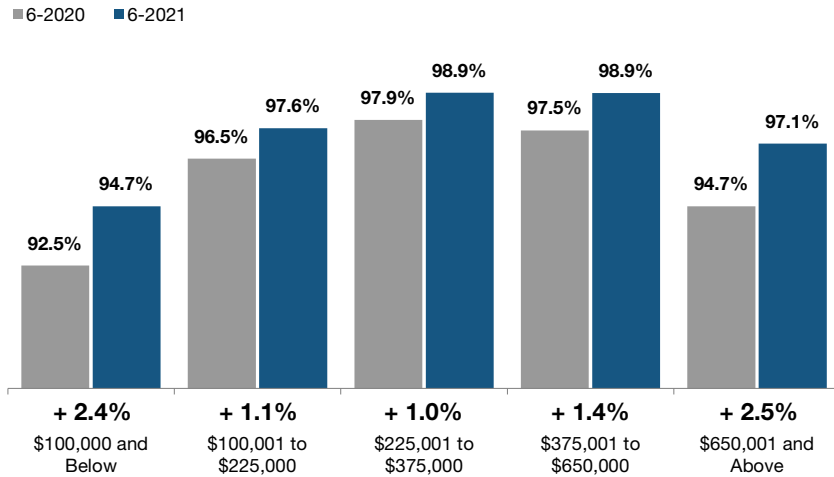
	6-2020	6-2021	Change
Condos / Villas	\$245,000	\$299,900	+ 22.4%

Percent of List Price Received

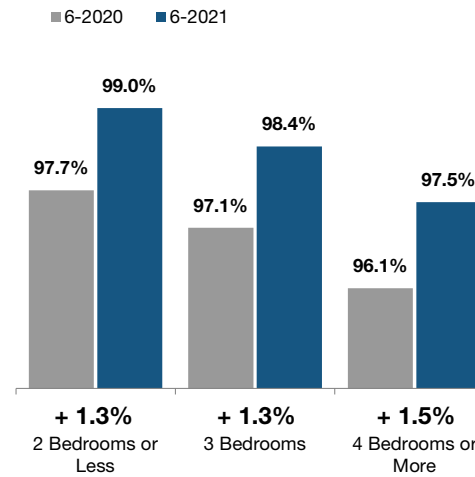
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



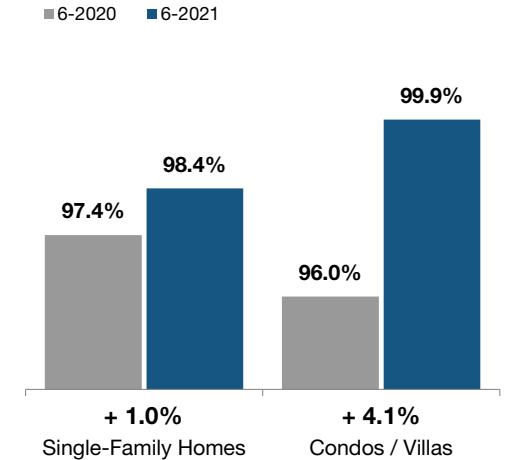
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	92.5%	94.7%	+ 2.4%
\$100,001 to \$225,000	96.5%	97.6%	+ 1.1%
\$225,001 to \$375,000	97.9%	98.9%	+ 1.0%
\$375,001 to \$650,000	97.5%	98.9%	+ 1.4%
\$650,001 and Above	94.7%	97.1%	+ 2.5%
All Price Ranges	97.0%	98.3%	+ 1.3%

Single-Family Homes

6-2020	6-2021	Change
93.0%	93.5%	+ 0.5%
97.0%	98.0%	+ 1.0%
98.4%	99.2%	+ 0.8%
97.8%	99.0%	+ 1.2%
94.8%	96.9%	+ 2.2%
97.4%	98.4%	+ 1.0%

Condos / Villas

6-2020	6-2021	Change
94.9%	93.1%	+ 3.4%
96.0%	98.8%	+ 2.9%
96.3%	100.7%	+ 4.6%
96.2%	100.9%	+ 4.9%
95.5%	100.4%	+ 5.1%
96.0%	99.9%	+ 4.1%

By Bedroom Count

6-2020	6-2021	Change
97.7%	99.0%	+ 1.3%
97.1%	98.4%	+ 1.3%
96.1%	97.5%	+ 1.5%
97.0%	98.3%	+ 1.3%

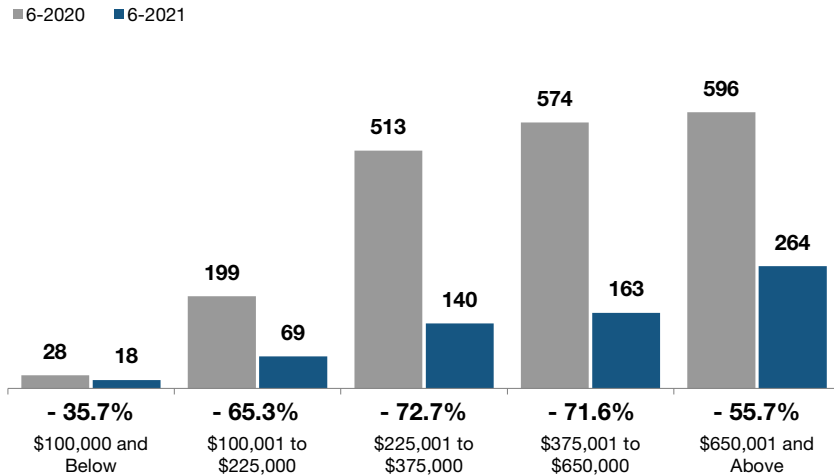
6-2020	6-2021	Change
100.0%	100.4%	+ 0.4%
97.3%	98.4%	+ 1.1%
96.1%	97.5%	+ 1.5%
97.4%	98.4%	+ 1.0%

Inventory of Homes for Sale

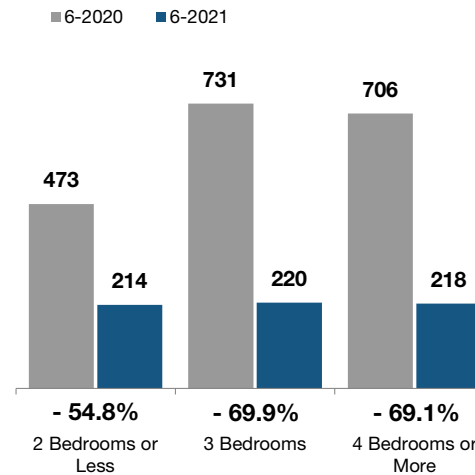
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



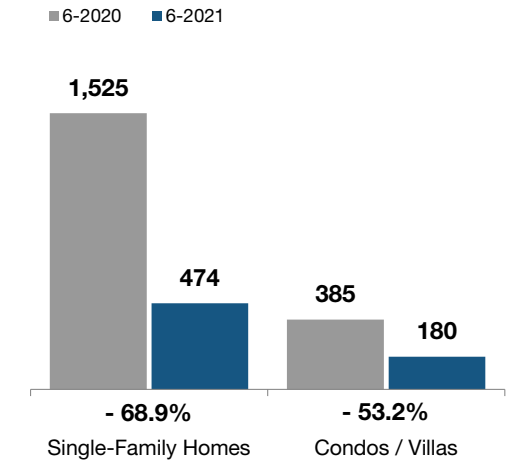
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	28	18	- 35.7%
\$100,001 to \$225,000	199	69	- 65.3%
\$225,001 to \$375,000	513	140	- 72.7%
\$375,001 to \$650,000	574	163	- 71.6%
\$650,001 and Above	596	264	- 55.7%
All Price Ranges	1,910	654	- 65.8%

Single-Family Homes

6-2020	6-2021	Change
10	5	- 50.0%
99	30	- 69.7%
406	90	- 77.8%
477	120	- 74.8%
533	229	- 57.0%
1,525	474	- 68.9%

Condos / Villas

6-2020	6-2021	Change
18	13	- 27.8%
100	39	- 61.0%
107	50	- 53.3%
97	43	- 55.7%
63	35	- 44.4%
385	180	- 53.2%

By Bedroom Count

6-2020	6-2021	Change
473	214	- 54.8%
731	220	- 69.9%
706	218	- 69.1%
1,910	654	- 65.8%

6-2020	6-2021	Change
188	63	- 66.5%
638	191	- 70.1%
699	218	- 68.8%
1,525	474	- 68.9%

6-2020	6-2021	Change
285	151	- 47.0%
93	29	- 68.8%
7	0	- 100.0%
385	180	- 53.2%

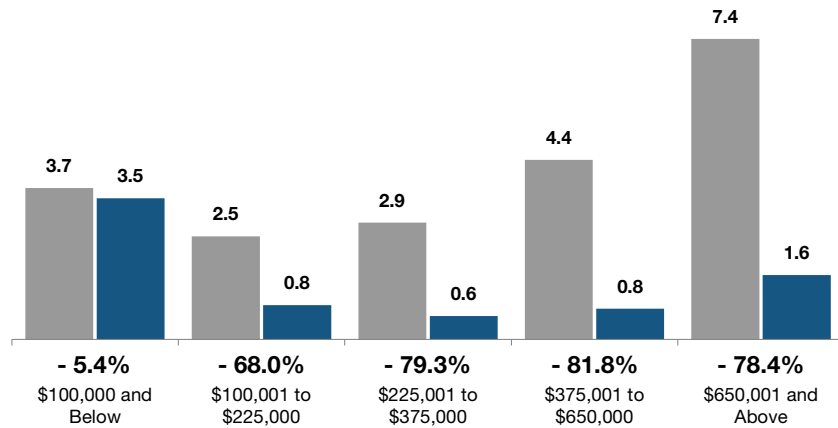
Months Supply of Inventory

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.**



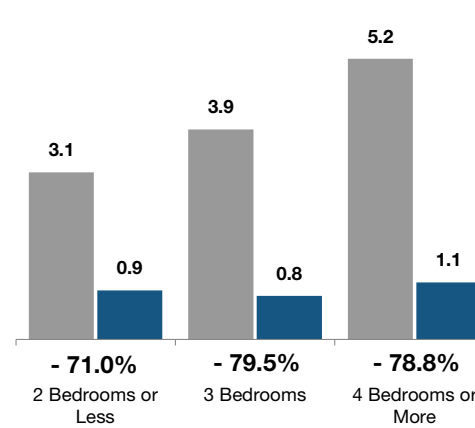
By Price Range

■ 6-2020 ■ 6-2021



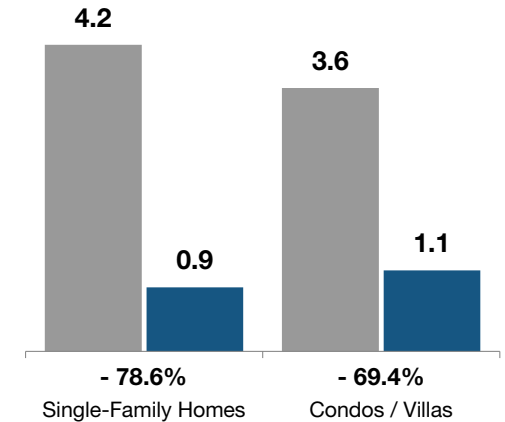
By Bedroom Count

■ 6-2020 ■ 6-2021



By Property Type

■ 6-2020 ■ 6-2021



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	3.7	3.5	- 5.4%
\$100,001 to \$225,000	2.5	0.8	- 68.0%
\$225,001 to \$375,000	2.9	0.6	- 79.3%
\$375,001 to \$650,000	4.4	0.8	- 81.8%
\$650,001 and Above	7.4	1.6	- 78.4%
All Price Ranges	4.0	0.9	- 77.5%

Single-Family Homes

6-2020	6-2021	Change
3.2	2.4	- 25.0%
2.7	1.0	- 63.0%
2.8	0.5	- 82.1%
4.4	0.7	- 84.1%
7.2	1.6	- 77.8%
4.2	0.9	- 78.6%

Condos / Villas

6-2020	6-2021	Change
3.7	3.8	+ 2.7%
2.4	0.8	- 66.7%
3.1	1.1	- 64.5%
4.4	1.0	- 77.3%
10.1	1.8	- 82.2%
3.6	1.1	- 69.4%

By Bedroom Count

By Bedroom Count	6-2020	6-2021	Change
2 Bedrooms or Less	3.1	0.9	- 71.0%
3 Bedrooms	3.9	0.8	- 79.5%
4 Bedrooms or More	5.2	1.1	- 78.8%
All Bedroom Counts	4.0	0.9	- 77.5%

6-2020	6-2021	Change	6-2020	6-2021	Change
2.7	0.6	- 77.8%	3.4	1.2	- 64.7%
3.9	0.8	- 79.5%	4.1	0.8	- 80.5%
5.3	1.1	- 79.2%	2.6	0.0	- 100.0%
4.2	0.9	- 78.6%	3.6	1.1	- 69.4%