

# Housing Supply Overview

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## November 2020

Inventory remains constrained in most segments of the market, while buyer activity remains strong. With the holiday season upon us, both buyer and seller activity typically follow seasonal slowdowns before rebounding in the new year. For the 12-month period spanning December 2019 through November 2020, Pending Sales in the Hilton Head region were up 28.0 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 86.0 percent.

The overall Median Sales Price was up 13.0 percent to \$363,700. The property type with the largest price gain was the Condos / Villas segment, where prices increased 15.6 percent to \$270,000. 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 189 days.

Market-wide, inventory levels were down 46.2 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 45.5 percent. That amounts to 2.1 months supply for Single-Family homes and 1.8 months supply for Condos.

## Quick Facts

<b>+ 86.0%</b>	<b>+ 45.9%</b>	<b>+ 31.8%</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>

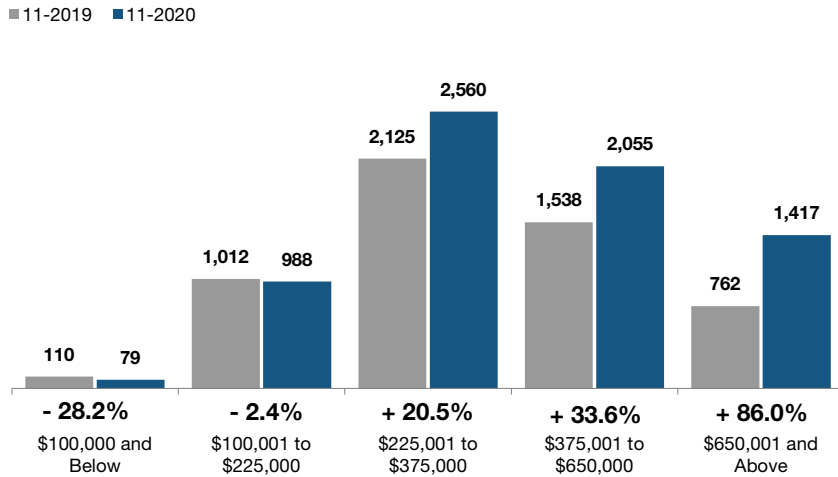


# Pending Sales

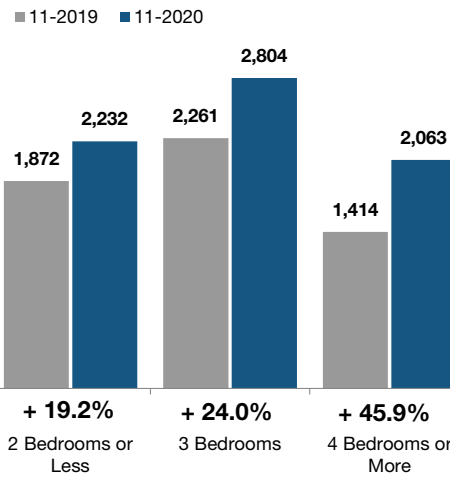
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



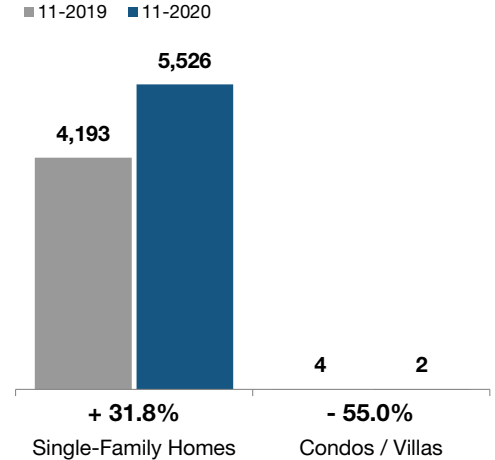
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2019	11-2020	Change
\$100,000 and Below	110	79	-28.2%
\$100,001 to \$225,000	1,012	988	-2.4%
\$225,001 to \$375,000	2,125	2,560	+20.5%
\$375,001 to \$650,000	1,538	2,055	+33.6%
\$650,001 and Above	762	1,417	+86.0%
<b>All Price Ranges</b>	<b>5,547</b>	<b>7,099</b>	<b>+28.0%</b>

### Single-Family Homes

11-2019	11-2020	Change
40	33	-17.5%
472	446	-5.5%
1,734	2,073	+19.6%
1,269	1,692	+33.3%
678	1,282	+89.1%
<b>4,193</b>	<b>5,526</b>	<b>+31.8%</b>

### Condos / Villas

11-2019	11-2020	Change
4	3	-20.5%
3	2	-27.6%
4	1	-62.2%
5	2	-71.7%
9	2	-75.9%
<b>4</b>	<b>2</b>	<b>-55.0%</b>

## By Bedroom Count

11-2019	11-2020	Change
1,872	2,232	+19.2%
2,261	2,804	+24.0%
1,414	2,063	+45.9%
<b>5,547</b>	<b>7,099</b>	<b>+28.0%</b>

11-2019	11-2020	Change
808	1,043	+29.1%
1,996	2,452	+22.8%
1,389	2,031	+46.2%
<b>4,193</b>	<b>5,526</b>	<b>+31.8%</b>

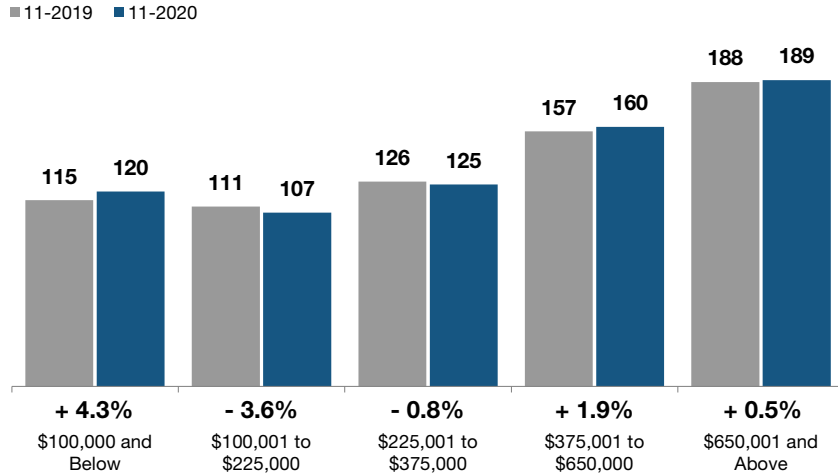
11-2019	11-2020	Change
4	2	-51.4%
5	2	-66.7%
7	2	-74.6%
<b>4</b>	<b>2</b>	<b>-55.0%</b>

# Days on Market Until Sale

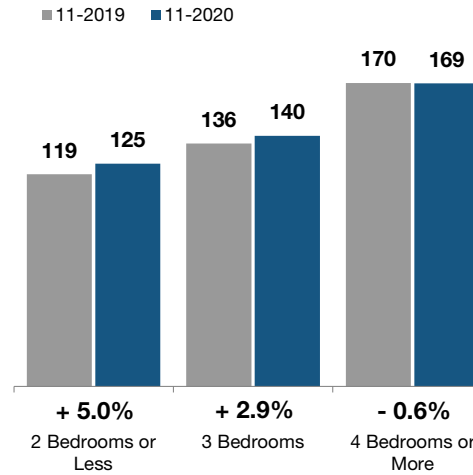
Average number of days between when a property is listed and when an offer is accepted.  
Based on a rolling 12-month average.



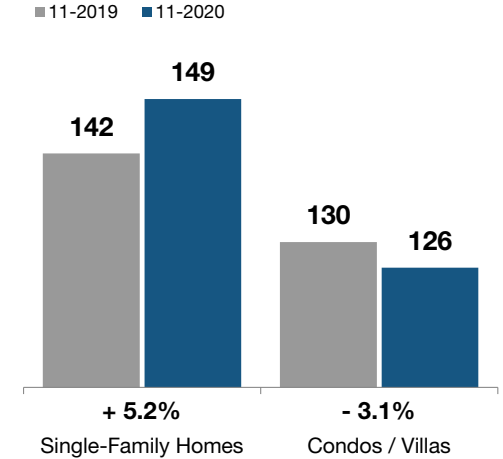
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2019	11-2020	Change
\$100,000 and Below	115	120	+ 4.3%
\$100,001 to \$225,000	111	107	- 3.6%
\$225,001 to \$375,000	126	125	- 0.8%
\$375,001 to \$650,000	157	160	+ 1.9%
\$650,001 and Above	188	189	+ 0.5%
<b>All Price Ranges</b>	<b>139</b>	<b>144</b>	<b>+ 3.6%</b>

### Single-Family Homes

11-2019	11-2020	Change
115	114	- 0.8%
117	113	- 4.1%
123	126	+ 2.4%
157	161	+ 2.3%
185	189	+ 1.7%
<b>142</b>	<b>149</b>	<b>+ 5.2%</b>

### Condos / Villas

11-2019	11-2020	Change
115	124	+ 7.8%
105	102	- 2.9%
140	119	- 15.0%
158	157	- 0.6%
206	192	- 6.8%
<b>130</b>	<b>126</b>	<b>- 3.1%</b>

## By Bedroom Count

By Bedroom Count	11-2019	11-2020	Change
2 Bedrooms or Less	119	125	+ 5.0%
3 Bedrooms	136	140	+ 2.9%
4 Bedrooms or More	170	169	- 0.6%
<b>All Bedroom Counts</b>	<b>139</b>	<b>144</b>	<b>+ 3.6%</b>

11-2019	11-2020	Change	11-2019	11-2020	Change
111	133	+ 19.5%	124	118	- 4.8%
135	139	+ 3.2%	145	148	+ 2.1%
168	169	+ 0.5%	239	179	- 25.1%
<b>142</b>	<b>149</b>	<b>+ 5.2%</b>	<b>130</b>	<b>126</b>	<b>- 3.1%</b>

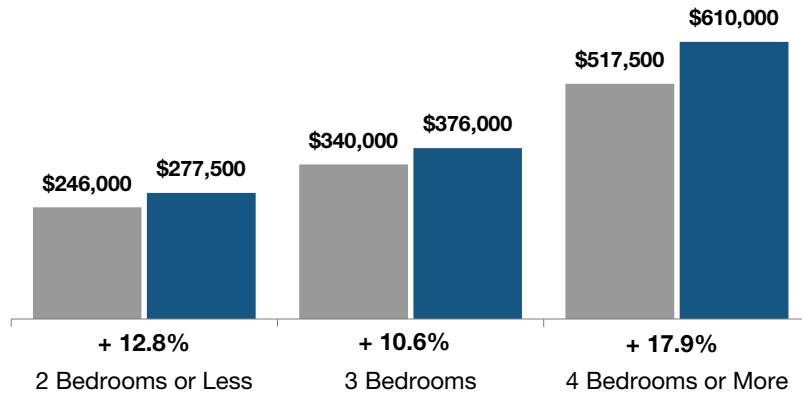
# Median Sales Price

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



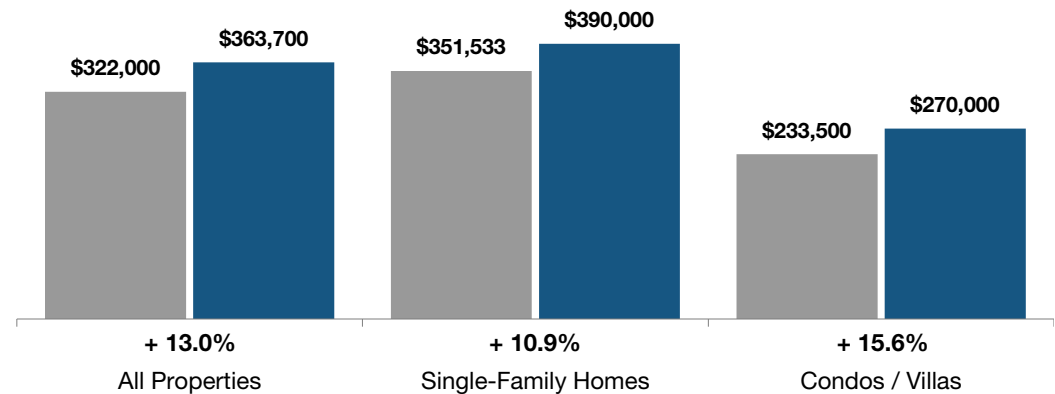
## By Bedroom Count

■ 11-2019 ■ 11-2020



## By Property Type

■ 11-2019 ■ 11-2020



### All Properties

#### By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	\$246,000	\$277,500	+ 12.8%
3 Bedrooms	\$340,000	\$376,000	+ 10.6%
4 Bedrooms or More	\$517,500	\$610,000	+ 17.9%
<b>All Bedroom Counts</b>	<b>\$322,000</b>	<b>\$363,700</b>	<b>+ 13.0%</b>

### Single-Family Homes

	11-2019	11-2020	Change
\$280,540	\$300,733	+ 7.2%	
\$336,000	\$373,772	+ 11.2%	
\$516,440	\$609,500	+ 18.0%	
<b>\$351,533</b>	<b>\$390,000</b>	<b>+ 10.9%</b>	

### Condos / Villas

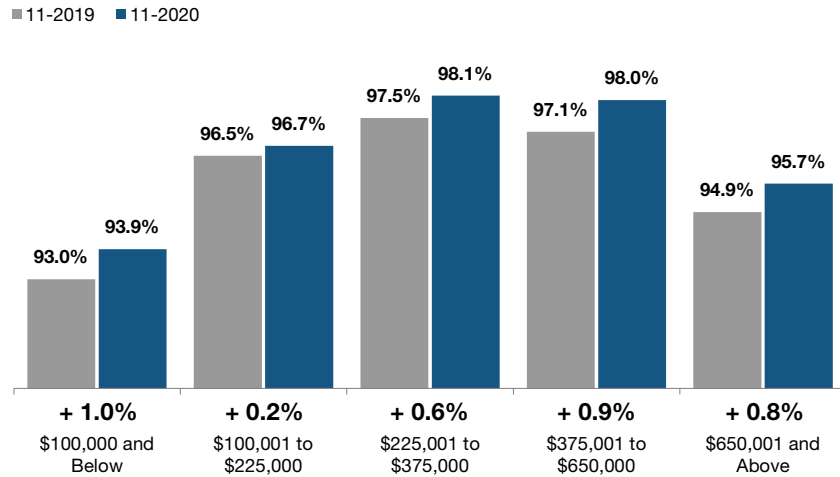
	11-2019	11-2020	Change
\$199,000	\$237,000	+ 19.1%	
\$370,000	\$400,000	+ 8.1%	
\$656,250	\$660,000	+ 0.6%	
<b>\$233,500</b>	<b>\$270,000</b>	<b>+ 15.6%</b>	

# Percent of List Price Received

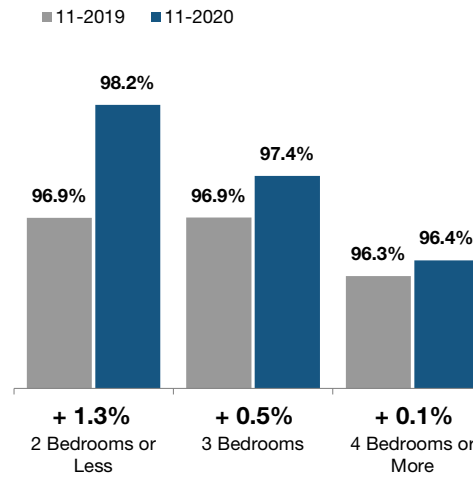
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



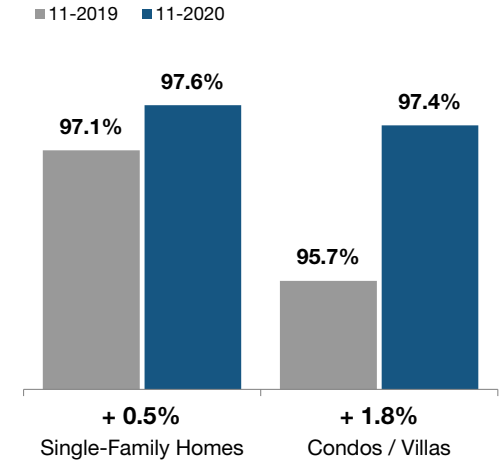
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2019	11-2020	Change
\$100,000 and Below	93.0%	93.9%	+ 1.0%
\$100,001 to \$225,000	96.5%	96.7%	+ 0.2%
\$225,001 to \$375,000	97.5%	98.1%	+ 0.6%
\$375,001 to \$650,000	97.1%	98.0%	+ 0.9%
\$650,001 and Above	94.9%	95.7%	+ 0.8%
<b>All Price Ranges</b>	<b>96.8%</b>	<b>97.4%</b>	<b>+ 0.6%</b>

### Single-Family Homes

11-2019	11-2020	Change
93.5%	92.5%	- 1.1%
96.9%	97.2%	+ 0.3%
97.9%	98.6%	+ 0.7%
97.4%	98.2%	+ 0.8%
94.9%	95.6%	+ 0.7%
<b>97.1%</b>	<b>97.6%</b>	<b>+ 0.5%</b>

### Condos / Villas

11-2019	11-2020	Change
92.9%	96.3%	+ 7.0%
96.0%	96.9%	+ 0.9%
96.4%	97.6%	+ 1.2%
94.8%	97.5%	+ 2.8%
94.3%	97.8%	+ 3.7%
<b>95.7%</b>	<b>97.4%</b>	<b>+ 1.8%</b>

## By Bedroom Count

11-2019	11-2020	Change
96.9%	98.2%	+ 1.3%
96.9%	97.4%	+ 0.5%
96.3%	96.4%	+ 0.1%
<b>96.8%</b>	<b>97.4%</b>	<b>+ 0.6%</b>

11-2019	11-2020	Change	11-2019	11-2020	Change
98.8%	100.4%	+ 1.6%	95.9%	97.6%	+ 1.8%
97.1%	97.5%	+ 0.4%	95.3%	96.5%	+ 1.3%
96.3%	96.4%	+ 0.1%	88.2%	98.3%	+ 11.5%
<b>97.1%</b>	<b>97.6%</b>	<b>+ 0.5%</b>	<b>95.7%</b>	<b>97.4%</b>	<b>+ 1.8%</b>

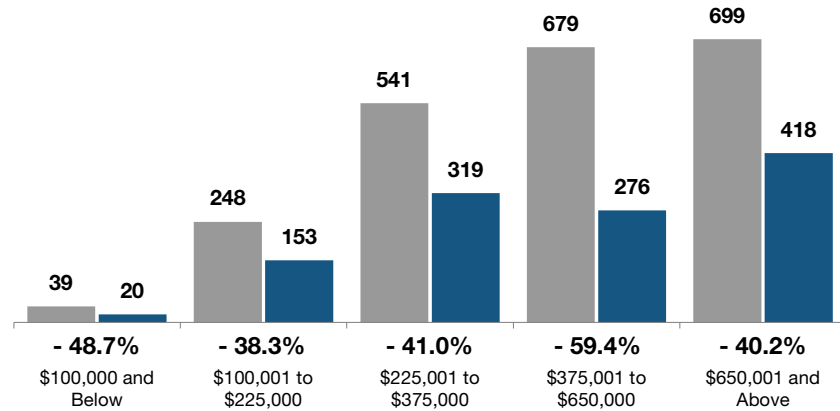
# Inventory of Homes for Sale

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



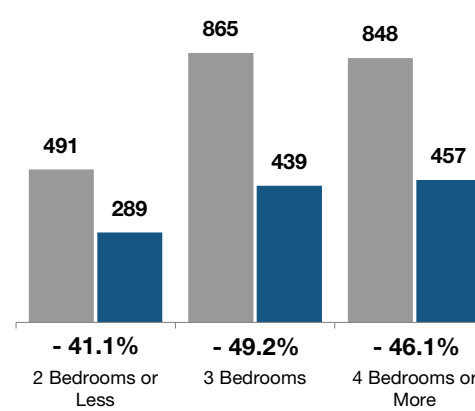
## By Price Range

■ 11-2019 ■ 11-2020



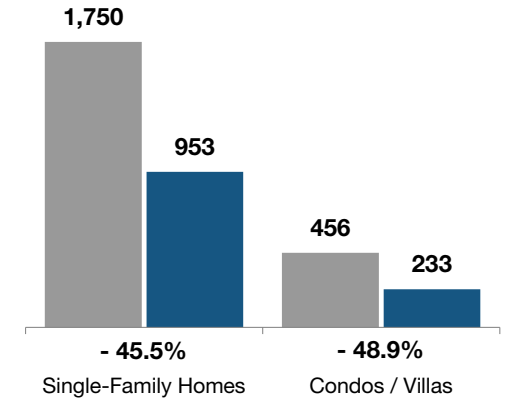
## By Bedroom Count

■ 11-2019 ■ 11-2020



## By Property Type

■ 11-2019 ■ 11-2020



### All Properties

#### By Price Range

	11-2019	11-2020	Change
\$100,000 and Below	39	20	- 48.7%
\$100,001 to \$225,000	248	153	- 38.3%
\$225,001 to \$375,000	541	319	- 41.0%
\$375,001 to \$650,000	679	276	- 59.4%
\$650,001 and Above	699	418	- 40.2%
<b>All Price Ranges</b>	<b>2,206</b>	<b>1,186</b>	<b>- 46.2%</b>

### Single-Family Homes

	11-2019	11-2020	Change
2 Bedrooms or Less	14	8	- 42.9%
3 Bedrooms	118	58	- 50.8%
4 Bedrooms or More	419	263	- 37.2%
	561	230	- 59.0%
	638	394	- 38.2%
<b>All Single-Family Homes</b>	<b>1,750</b>	<b>953</b>	<b>- 45.5%</b>

### Condos / Villas

	11-2019	11-2020	Change
	25	12	- 52.0%
	130	95	- 26.9%
	122	56	- 54.1%
	118	46	- 61.0%
	61	24	- 60.7%
<b>All Condos / Villas</b>	<b>456</b>	<b>233</b>	<b>- 48.9%</b>

#### By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	491	289	- 41.1%
3 Bedrooms	865	439	- 49.2%
4 Bedrooms or More	848	457	- 46.1%
<b>All Bedroom Counts</b>	<b>2,206</b>	<b>1,186</b>	<b>- 46.2%</b>

	11-2019	11-2020	Change
2 Bedrooms or Less	162	112	- 30.9%
3 Bedrooms	752	389	- 48.3%
4 Bedrooms or More	834	451	- 45.9%
<b>All Single-Family Homes</b>	<b>1,750</b>	<b>953</b>	<b>- 45.5%</b>

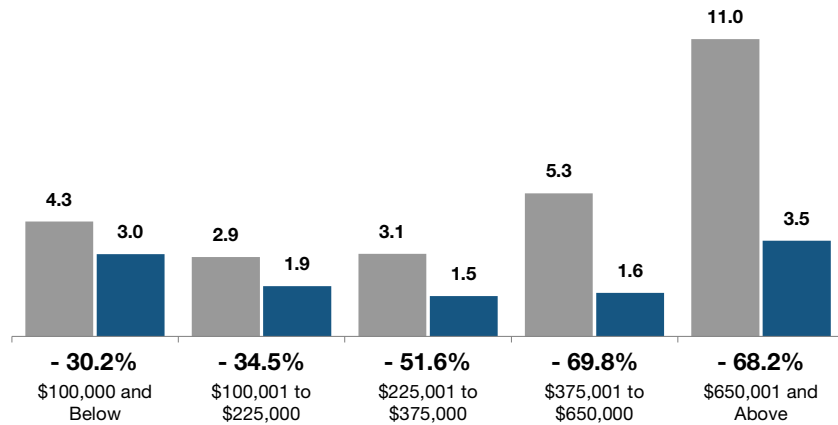
# Months Supply of Inventory

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.**



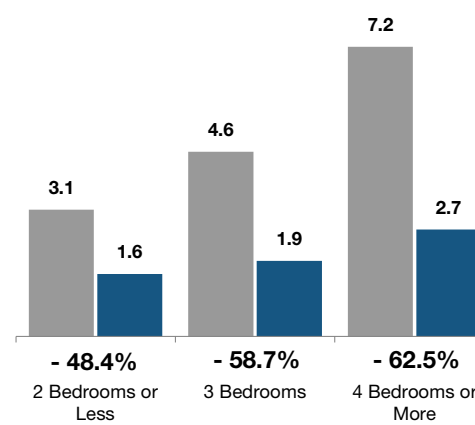
## By Price Range

■ 11-2019 ■ 11-2020



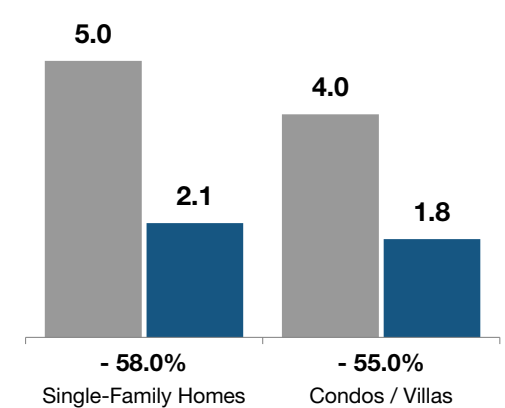
## By Bedroom Count

■ 11-2019 ■ 11-2020



## By Property Type

■ 11-2019 ■ 11-2020



### All Properties

By Price Range	11-2019	11-2020	Change
\$100,000 and Below	4.3	3.0	- 30.2%
\$100,001 to \$225,000	2.9	1.9	- 34.5%
\$225,001 to \$375,000	3.1	1.5	- 51.6%
\$375,001 to \$650,000	5.3	1.6	- 69.8%
\$650,001 and Above	11.0	3.5	- 68.2%
<b>All Price Ranges</b>	<b>4.8</b>	<b>2.0</b>	<b>- 58.3%</b>

### Single-Family Homes

11-2019	11-2020	Change
4.2	2.7	- 35.7%
3.0	1.6	- 46.7%
2.9	1.5	- 48.3%
5.3	1.6	- 69.8%
11.3	3.7	- 67.3%
<b>5.0</b>	<b>2.1</b>	<b>- 58.0%</b>

### Condos / Villas

11-2019	11-2020	Change
3.9	3.1	- 20.5%
2.9	2.1	- 27.6%
3.7	1.4	- 62.2%
5.3	1.5	- 71.7%
8.7	2.1	- 75.9%
<b>4.0</b>	<b>1.8</b>	<b>- 55.0%</b>

## By Bedroom Count

By Bedroom Count	11-2019	11-2020	Change
2 Bedrooms or Less	3.1	1.6	- 48.4%
3 Bedrooms	4.6	1.9	- 58.7%
4 Bedrooms or More	7.2	2.7	- 62.5%
<b>All Bedroom Counts</b>	<b>4.8</b>	<b>2.0</b>	<b>- 58.3%</b>

11-2019	11-2020	Change	11-2019	11-2020	Change
2.4	1.3	- 45.8%	3.7	1.8	- 51.4%
4.5	1.9	- 57.8%	5.1	1.7	- 66.7%
7.2	2.7	- 62.5%	6.7	1.7	- 74.6%
<b>5.0</b>	<b>2.1</b>	<b>- 58.0%</b>	<b>4.0</b>	<b>1.8</b>	<b>- 55.0%</b>