

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



October 2024

U.S. new-home sales climbed 4.1% month-over-month and 6.3% year-over-year to a seasonally adjusted annual rate of 738,000 units, according to the U.S. Census Bureau. The latest reading exceeded economists' expectations for the month and marks the highest level of new-home sales since May 2023. The national median new-home sales price remained virtually unchanged from the same time last year, at \$426,300. For the 12-month period spanning November 2023 through October 2024, Pending Sales in the Hilton Head Association of REALTORS® region was down 1.7 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales went up 21.0 percent.

The overall Median Sales Price increased 7.2 percent to \$545,000. The property type with the largest gain was the Single-Family Homes segment, where prices improved 9.4 percent to \$580,000. The price range that tended to sell the quickest was the \$150,001 to \$250,000 range at 90 days. The price range that tended to sell the slowest was the \$350,001 to \$500,000 range at 178 days.

Market-wide, inventory levels was up 24.9 percent. The property type with the largest gain was the Single-Family Homes segment, where the number of properties for sale rose 30.8 percent. That amounts to 3.8 months of inventory for Single-Family Homes and 4.5 months of inventory for Condos.

Quick Facts

+ 21.0%

Price Range with
Strongest Sales:
\$1,000,001 and Above

+ 3.9%

Bedroom Count with
Strongest Sales:
4 Bedrooms or More

+ 3.6%

Property Type With
Strongest Sales:
Condos

Pending Sales	2
Closed Sales	3
Days On Market Until Sale	4
Median Sales Price	5
Percent of List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8



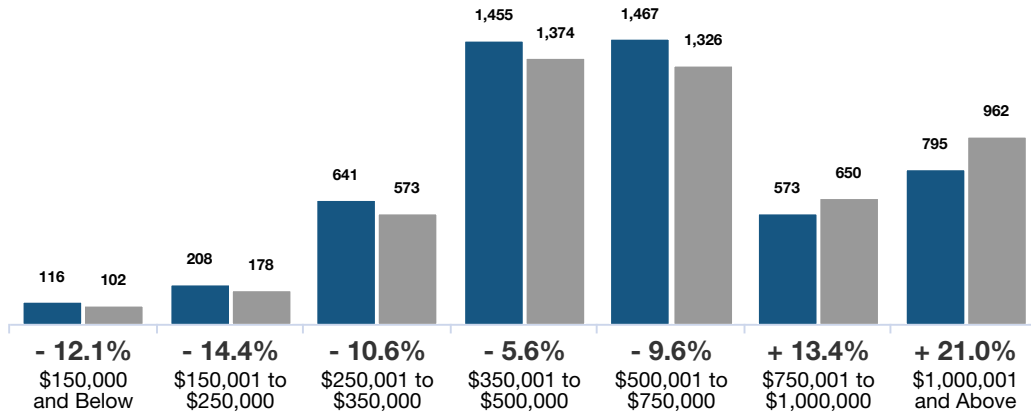
Pending Sales

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



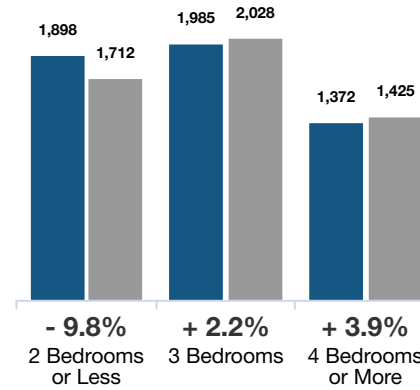
By Price Range

■ 10-2023 ■ 10-2024



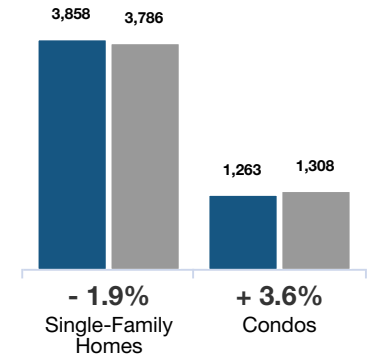
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



All Properties

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	116	102	- 12.1%
\$150,001 to \$250,000	208	178	- 14.4%
\$250,001 to \$350,000	641	573	- 10.6%
\$350,001 to \$500,000	1,455	1,374	- 5.6%
\$500,001 to \$750,000	1,467	1,326	- 9.6%
\$750,001 to \$1,000,000	573	650	+ 13.4%
\$1,000,001 and Above	795	962	+ 21.0%
All Price Ranges	5,255	5,165	- 1.7%

Single-Family Homes

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	1,898	1,712	- 9.8%
3 Bedrooms	1,985	2,028	+ 2.2%
4 Bedrooms or More	1,372	1,425	+ 3.9%
All Bedroom Counts	5,255	5,165	- 1.7%

Condos

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	22	28	+ 27.3%
\$150,001 to \$250,000	54	45	- 16.7%
\$250,001 to \$350,000	354	262	- 26.0%
\$350,001 to \$500,000	1,165	1,078	- 7.5%
\$500,001 to \$750,000	1,127	1,006	- 10.7%
\$750,001 to \$1,000,000	418	498	+ 19.1%
\$1,000,001 and Above	718	869	+ 21.0%
All Price Ranges	3,858	3,786	- 1.9%

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	15	8	- 46.7%
\$150,001 to \$250,000	151	132	- 12.6%
\$250,001 to \$350,000	285	311	+ 9.1%
\$350,001 to \$500,000	278	295	+ 6.1%
\$500,001 to \$750,000	326	318	- 2.5%
\$750,001 to \$1,000,000	137	151	+ 10.2%
\$1,000,001 and Above	71	93	+ 31.0%
All Price Ranges	1,263	1,308	+ 3.6%

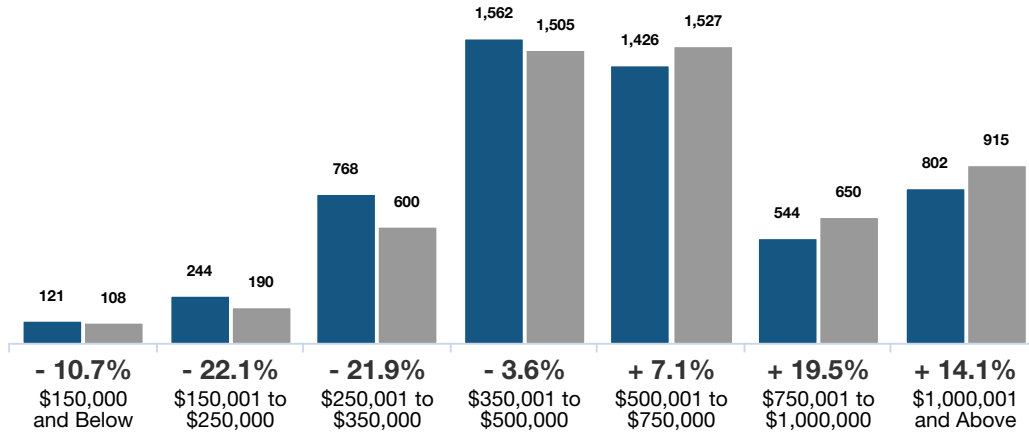
Closed Sales

A count of the actual sales that closed. **Based on a rolling 12-month total.**



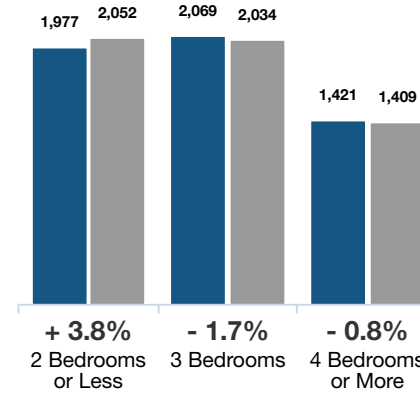
By Price Range

■ 10-2023 ■ 10-2024



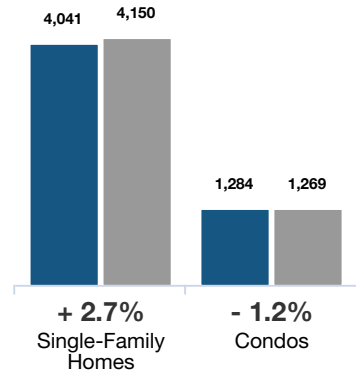
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



All Properties

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	121	108	- 10.7%
\$150,001 to \$250,000	244	190	- 22.1%
\$250,001 to \$350,000	768	600	- 21.9%
\$350,001 to \$500,000	1,562	1,505	- 3.6%
\$500,001 to \$750,000	1,426	1,527	+ 7.1%
\$750,001 to \$1,000,000	544	650	+ 19.5%
\$1,000,001 and Above	802	915	+ 14.1%
All Price Ranges	5,467	5,495	+ 0.5%

Single-Family Homes

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	24	30	+ 25.0%
\$150,001 to \$250,000	63	39	- 38.1%
\$250,001 to \$350,000	468	275	- 41.2%
\$350,001 to \$500,000	1,287	1,242	- 3.5%
\$500,001 to \$750,000	1,096	1,221	+ 11.4%
\$750,001 to \$1,000,000	397	511	+ 28.7%
\$1,000,001 and Above	706	832	+ 17.8%
All Price Ranges	4,041	4,150	+ 2.7%

Condos

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	18	8	- 55.6%
\$150,001 to \$250,000	178	151	- 15.2%
\$250,001 to \$350,000	297	325	+ 9.4%
\$350,001 to \$500,000	261	262	+ 0.4%
\$500,001 to \$750,000	313	302	- 3.5%
\$750,001 to \$1,000,000	128	138	+ 7.8%
\$1,000,001 and Above	89	83	- 6.7%
All Price Ranges	1,284	1,269	- 1.2%

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	1,977	2,052	+ 3.8%
3 Bedrooms	2,069	2,034	- 1.7%
4 Bedrooms or More	1,421	1,409	- 0.8%
All Bedroom Counts	5,467	5,495	+ 0.5%

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	1,050	1,155	+ 10.0%
3 Bedrooms	1,639	1,642	+ 0.2%
4 Bedrooms or More	1,352	1,353	+ 0.1%
All Bedroom Counts	4,041	4,150	+ 2.7%

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	855	843	- 1.4%
3 Bedrooms	366	377	+ 3.0%
4 Bedrooms or More	63	49	- 22.2%
All Bedroom Counts	1,284	1,269	- 1.2%

Days On Market Until Sale

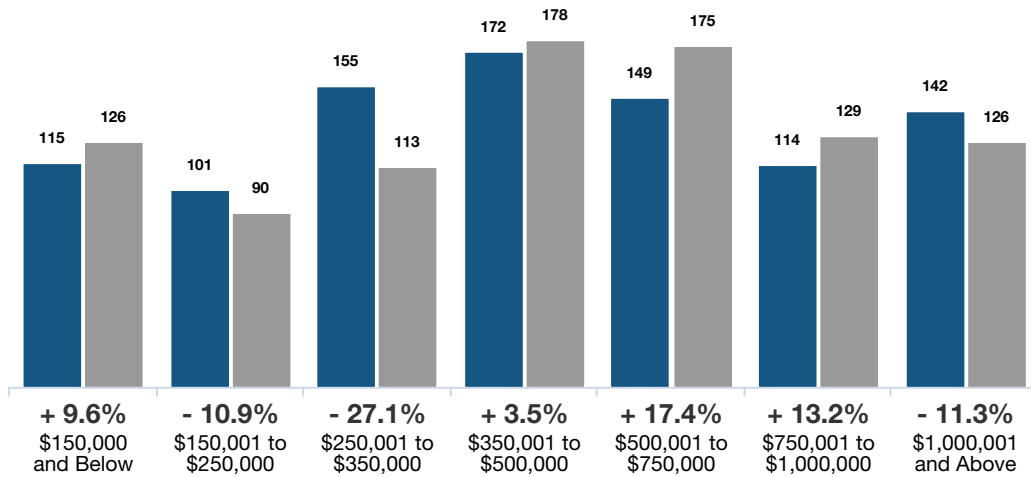
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



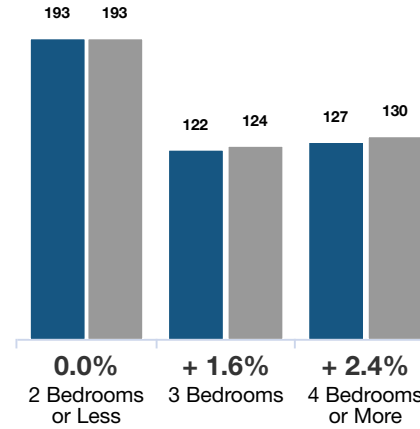
By Price Range

■ 10-2023 ■ 10-2024



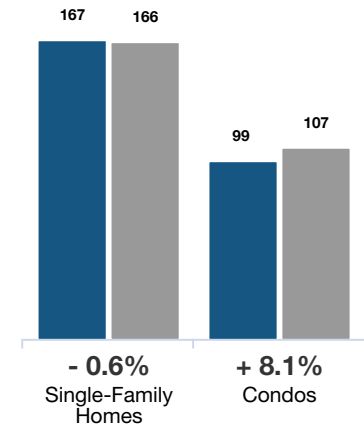
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



All Properties

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	115	126	+ 9.6%
\$150,001 to \$250,000	101	90	- 10.9%
\$250,001 to \$350,000	155	113	- 27.1%
\$350,001 to \$500,000	172	178	+ 3.5%
\$500,001 to \$750,000	149	175	+ 17.4%
\$750,001 to \$1,000,000	114	129	+ 13.2%
\$1,000,001 and Above	142	126	- 11.3%
All Price Ranges	149	152	+ 2.0%

Single-Family Homes

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	112	132	+ 17.9%
3 Bedrooms	96	84	- 12.5%
4 Bedrooms or More	127	130	+ 2.4%
All Bedroom Counts	167	166	- 0.6%

Condos

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	135	67	- 50.4%
\$150,001 to \$250,000	104	91	- 12.5%
\$250,001 to \$350,000	78	122	+ 56.4%
\$350,001 to \$500,000	88	111	+ 26.1%
\$500,001 to \$750,000	83	101	+ 21.7%
\$750,001 to \$1,000,000	97	91	- 6.2%
\$1,000,001 and Above	247	118	- 52.2%
All Price Ranges	99	107	+ 8.1%

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	193	193	0.0%
3 Bedrooms	122	124	+ 1.6%
4 Bedrooms or More	127	130	+ 2.4%
All Bedroom Counts	149	152	+ 2.0%

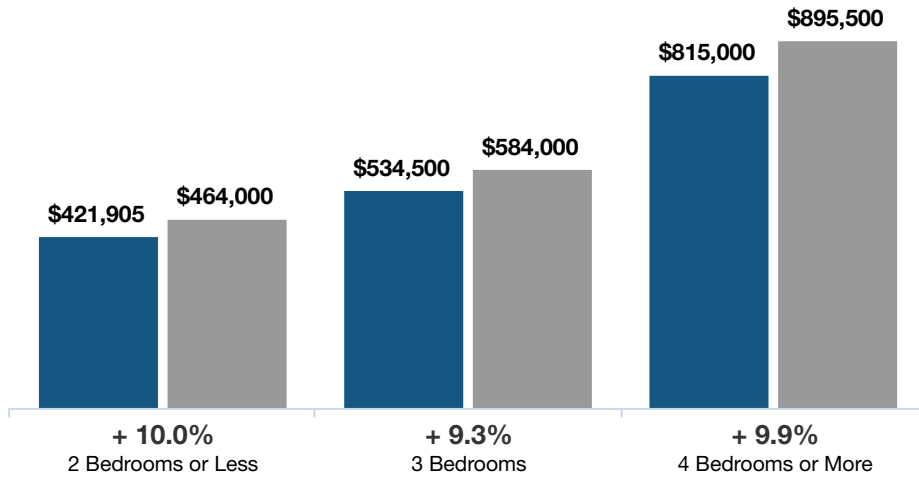
Median Sales Price



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

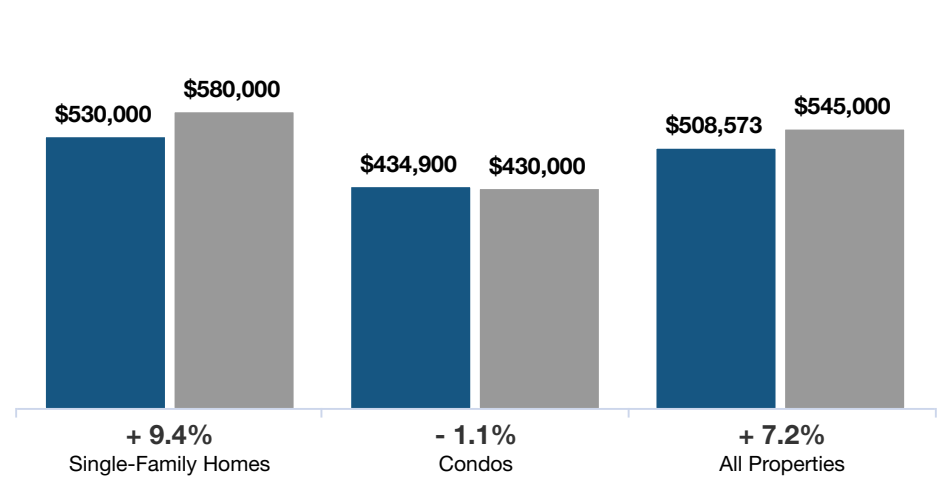
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



All Properties

By Bedroom Count

	10-2023	10-2024	Change
2 Bedrooms or Less	\$421,905	\$464,000	+ 10.0%
3 Bedrooms	\$534,500	\$584,000	+ 9.3%
4 Bedrooms or More	\$815,000	\$895,500	+ 9.9%
All Bedroom Counts	\$508,573	\$545,000	+ 7.2%

Single-Family Homes

	10-2023	10-2024	Change
	\$439,860	\$489,625	+ 11.3%
	\$532,000	\$599,900	+ 12.8%
	\$825,608	\$900,000	+ 9.0%
All Single-Family Homes	\$530,000	\$580,000	+ 9.4%

Condos

	10-2023	10-2024	Change
	\$383,750	\$377,500	- 1.6%
	\$545,000	\$510,000	- 6.4%
	\$580,000	\$750,000	+ 29.3%
All Condos	\$434,900	\$430,000	- 1.1%

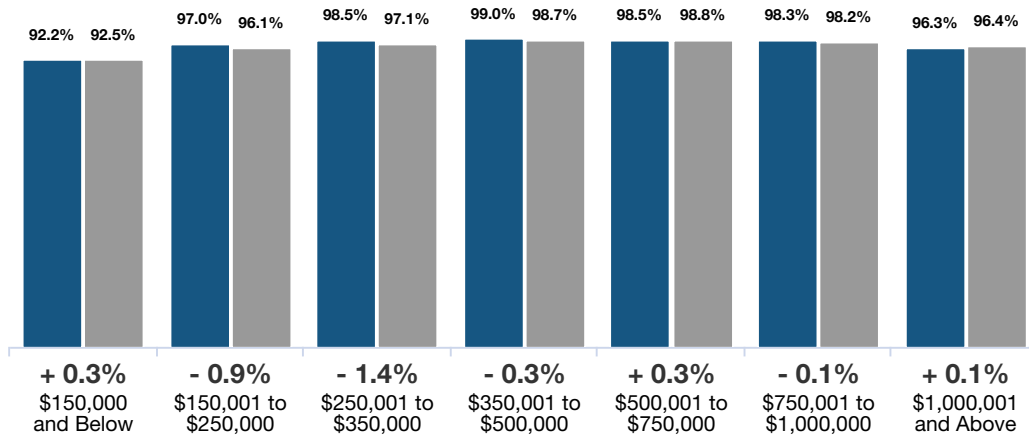
Percent of List Price Received



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.**

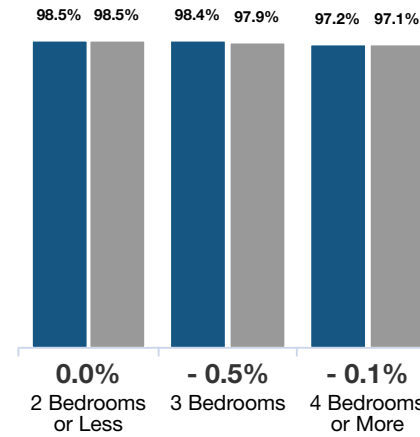
By Price Range

■ 10-2023 ■ 10-2024



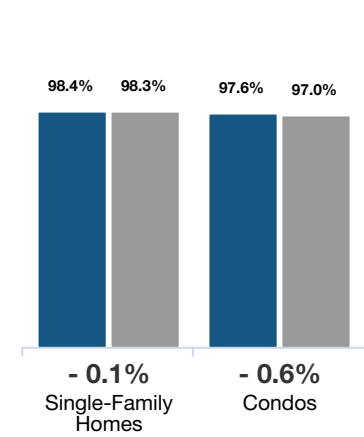
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	10-2023	10-2024	Change	10-2023	10-2024	Change	10-2023	10-2024	Change
\$150,000 and Below	92.2%	92.5%	+ 0.3%	95.4%	91.1%	- 4.5%	88.1%	95.3%	+ 8.2%
\$150,001 to \$250,000	97.0%	96.1%	- 0.9%	95.1%	96.4%	+ 1.4%	97.6%	96.0%	- 1.6%
\$250,001 to \$350,000	98.5%	97.1%	- 1.4%	99.2%	97.5%	- 1.7%	97.5%	96.9%	- 0.6%
\$350,001 to \$500,000	99.0%	98.7%	- 0.3%	99.2%	99.1%	- 0.1%	98.0%	96.9%	- 1.1%
\$500,001 to \$750,000	98.5%	98.8%	+ 0.3%	98.7%	99.1%	+ 0.4%	98.1%	97.4%	- 0.7%
\$750,001 to \$1,000,000	98.3%	98.2%	- 0.1%	98.4%	98.3%	- 0.1%	98.1%	97.8%	- 0.3%
\$1,000,001 and Above	96.3%	96.4%	+ 0.1%	96.2%	96.3%	+ 0.1%	96.9%	97.5%	+ 0.6%
All Price Ranges	98.1%	97.9%	- 0.2%	98.4%	98.3%	- 0.1%	97.6%	97.0%	- 0.6%
By Bedroom Count	10-2023	10-2024	Change	10-2023	10-2024	Change	10-2023	10-2024	Change
2 Bedrooms or Less	98.5%	98.5%	0.0%	99.8%	100.0%	+ 0.2%	97.3%	96.9%	- 0.4%
3 Bedrooms	98.4%	97.9%	- 0.5%	98.5%	98.1%	- 0.4%	98.4%	97.3%	- 1.1%
4 Bedrooms or More	97.2%	97.1%	- 0.1%	97.1%	97.1%	0.0%	97.5%	96.8%	- 0.7%
All Bedroom Counts	98.1%	97.9%	- 0.2%	98.4%	98.3%	- 0.1%	97.6%	97.0%	- 0.6%

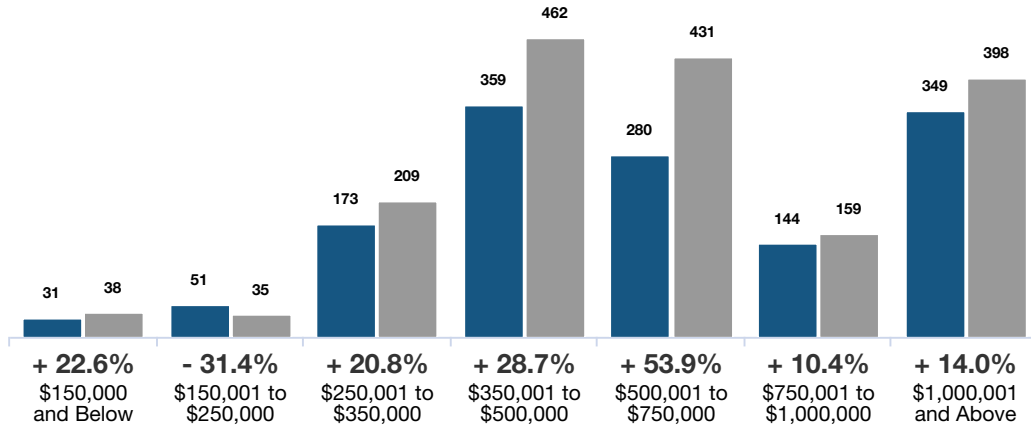
Inventory of Homes for Sale



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

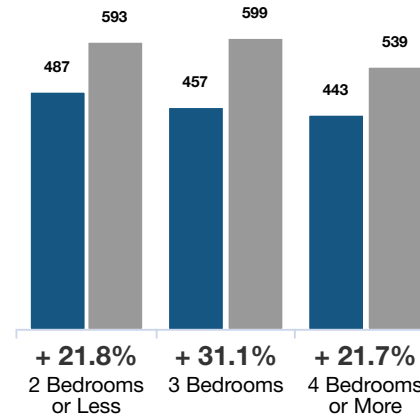
By Price Range

■ 10-2023 ■ 10-2024



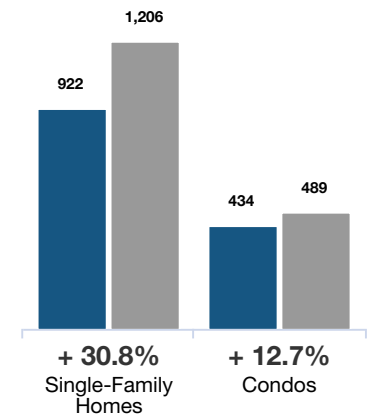
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



All Properties

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	31	38	+ 22.6%
\$150,001 to \$250,000	51	35	- 31.4%
\$250,001 to \$350,000	173	209	+ 20.8%
\$350,001 to \$500,000	359	462	+ 28.7%
\$500,001 to \$750,000	280	431	+ 53.9%
\$750,001 to \$1,000,000	144	159	+ 10.4%
\$1,000,001 and Above	349	398	+ 14.0%
All Price Ranges	1,387	1,732	+ 24.9%

Single-Family Homes

10-2023	10-2024	Change
5	5	0.0%
7	17	+ 142.9%
48	71	+ 47.9%
243	334	+ 37.4%
189	303	+ 60.3%
112	117	+ 4.5%
318	359	+ 12.9%
922	1,206	+ 30.8%

Condos

10-2023	10-2024	Change
2	1	- 50.0%
41	18	- 56.1%
124	137	+ 10.5%
115	128	+ 11.3%
91	126	+ 38.5%
30	40	+ 33.3%
31	39	+ 25.8%
434	489	+ 12.7%

By Bedroom Count

10-2023	10-2024	Change
487	593	+ 21.8%
457	599	+ 31.1%
443	539	+ 21.7%
1,387	1,732	+ 24.9%

Single-Family Homes

10-2023	10-2024	Change
149	213	+ 43.0%
350	485	+ 38.6%
423	507	+ 19.9%
922	1,206	+ 30.8%

Condos

10-2023	10-2024	Change
320	351	+ 9.7%
98	111	+ 13.3%
16	27	+ 68.8%
434	489	+ 12.7%

Months Supply of Inventory

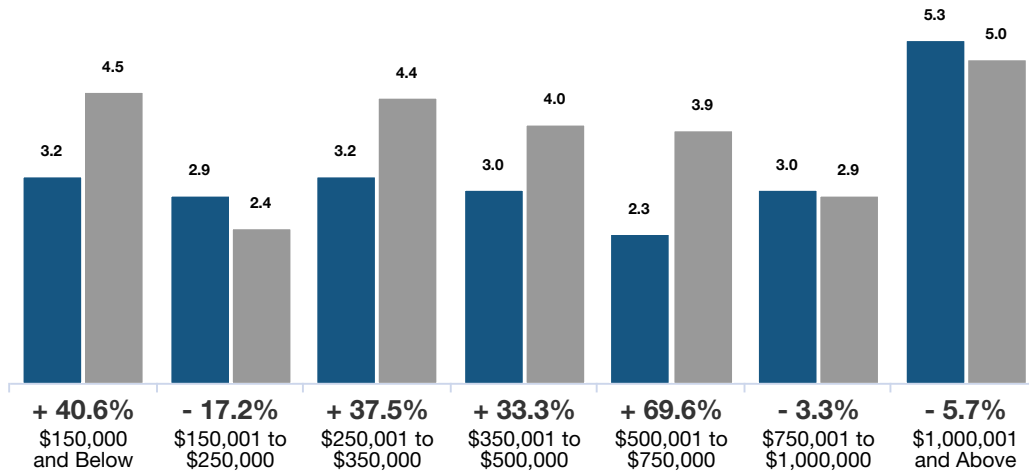


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

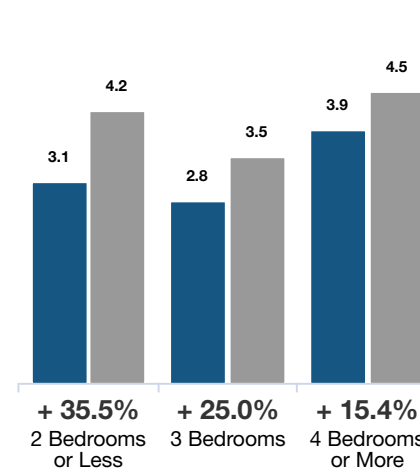
By Price Range

■ 10-2023 ■ 10-2024



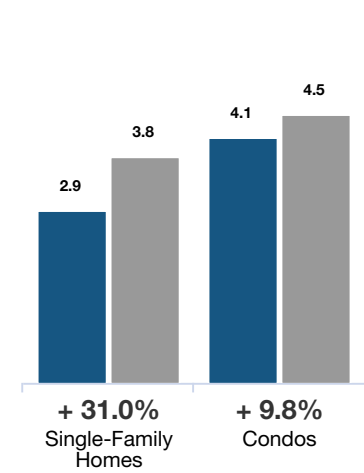
By Bedroom Count

■ 10-2023 ■ 10-2024



By Property Type

■ 10-2023 ■ 10-2024



All Properties

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	3.2	4.5	+ 40.6%
\$150,001 to \$250,000	2.9	2.4	- 17.2%
\$250,001 to \$350,000	3.2	4.4	+ 37.5%
\$350,001 to \$500,000	3.0	4.0	+ 33.3%
\$500,001 to \$750,000	2.3	3.9	+ 69.6%
\$750,001 to \$1,000,000	3.0	2.9	- 3.3%
\$1,000,001 and Above	5.3	5.0	- 5.7%
All Price Ranges	3.2	4.0	+ 25.0%

Single-Family Homes

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	2.0	2.1	+ 5.0%
\$150,001 to \$250,000	1.4	4.5	+ 221.4%
\$250,001 to \$350,000	1.6	3.3	+ 106.2%
\$350,001 to \$500,000	2.5	3.7	+ 48.0%
\$500,001 to \$750,000	2.0	3.6	+ 80.0%
\$750,001 to \$1,000,000	3.2	2.8	- 12.5%
\$1,000,001 and Above	5.3	5.0	- 5.7%
All Price Ranges	2.9	3.8	+ 31.0%

Condos

By Price Range	10-2023	10-2024	Change
\$150,000 and Below	0.9	0.9	0.0%
\$150,001 to \$250,000	3.3	1.6	- 51.5%
\$250,001 to \$350,000	5.2	5.3	+ 1.9%
\$350,001 to \$500,000	5.0	5.2	+ 4.0%
\$500,001 to \$750,000	3.3	4.8	+ 45.5%
\$750,001 to \$1,000,000	2.6	3.2	+ 23.1%
\$1,000,001 and Above	5.2	5.0	- 3.8%
All Price Ranges	4.1	4.5	+ 9.8%

By Bedroom Count

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	3.1	4.2	+ 35.5%
3 Bedrooms	2.8	3.5	+ 25.0%
4 Bedrooms or More	3.9	4.5	+ 15.4%
All Bedroom Counts	3.2	4.0	+ 25.0%

Single-Family Homes

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	1.8	3.2	+ 77.8%
3 Bedrooms	2.7	3.6	+ 33.3%
4 Bedrooms or More	3.9	4.5	+ 15.4%
All Bedroom Counts	2.9	3.8	+ 31.0%

Condos

By Bedroom Count	10-2023	10-2024	Change
2 Bedrooms or Less	4.5	5.0	+ 11.1%
3 Bedrooms	3.4	3.3	- 2.9%
4 Bedrooms or More	3.2	5.0	+ 56.2%
All Bedroom Counts	4.1	4.5	+ 9.8%