

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



April 2019

Months of supply are beginning to rise as unaffordable-to-most listings begin to enter the market with more regularity. Sales have actually been steady in higher price ranges, while first-time buyer markets are extremely competitive. For the 12-month period spanning May 2018 through April 2019, Pending Sales in the Hilton Head region were up 5.8 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 13.9 percent.

The overall Median Sales Price was up 4.1 percent to \$317,365. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 2.1 percent to \$345,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 100 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 188 days.

Market-wide, inventory levels were up 4.8 percent. The property type that gained the most inventory was the Condos segment, where it increased 11.3 percent. That amounts to 5.5 months supply for Single-Family homes and 5.1 months supply for Condos.

Quick Facts

+ 13.9%	+ 9.8%	+ 6.5%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$375,001 to \$650,000	3 Bedrooms	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

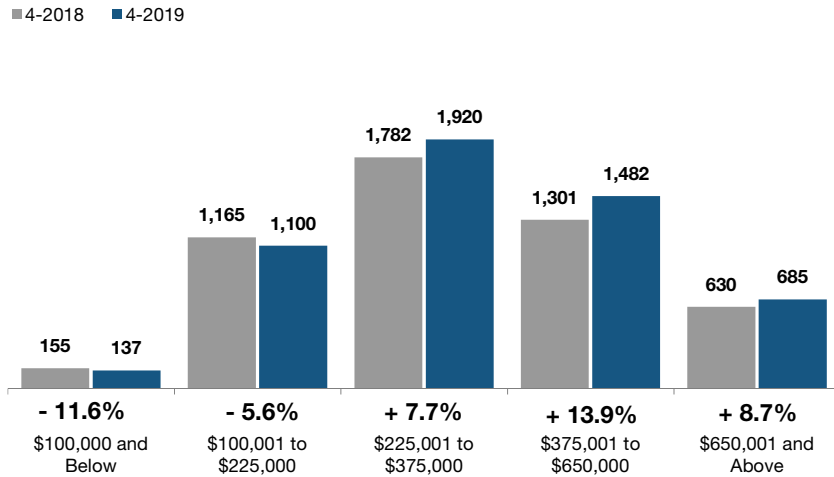


Pending Sales

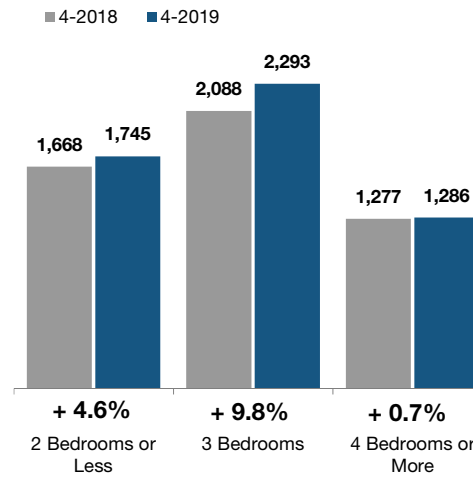
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



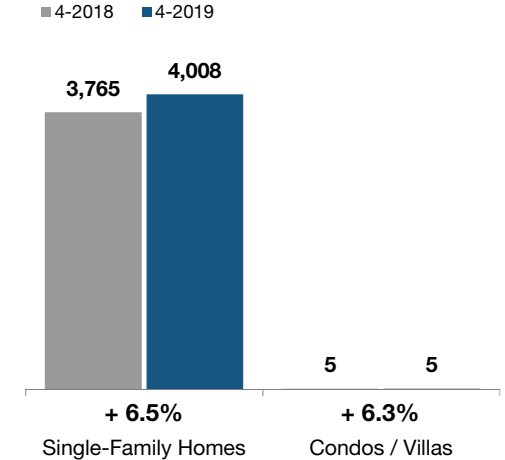
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2018	4-2019	Change
\$100,000 and Below	155	137	- 11.6%
\$100,001 to \$225,000	1,165	1,100	- 5.6%
\$225,001 to \$375,000	1,782	1,920	+ 7.7%
\$375,001 to \$650,000	1,301	1,482	+ 13.9%
\$650,001 and Above	630	685	+ 8.7%
All Price Ranges	5,033	5,324	+ 5.8%

Single-Family Homes

4-2018	4-2019	Change
55	37	- 32.7%
656	570	- 13.1%
1,393	1,553	+ 11.5%
1,095	1,230	+ 12.3%
566	618	+ 9.2%
3,765	4,008	+ 6.5%

Condos / Villas

4-2018	4-2019	Change
4	2	- 40.0%
3	3	- 3.1%
4	5	+ 26.8%
8	7	- 5.2%
13	16	+ 23.3%
5	5	+ 6.3%

By Bedroom Count

4-2018	4-2019	Change
1,668	1,745	+ 4.6%
2,088	2,293	+ 9.8%
1,277	1,286	+ 0.7%
5,033	5,324	+ 5.8%

4-2018	4-2019	Change
692	705	+ 1.9%
1,820	2,044	+ 12.3%
1,253	1,259	+ 0.5%
3,765	4,008	+ 6.5%

4-2018	4-2019	Change
4	5	+ 7.1%
6	7	+ 16.4%
12	9	- 25.2%
5	5	+ 6.3%

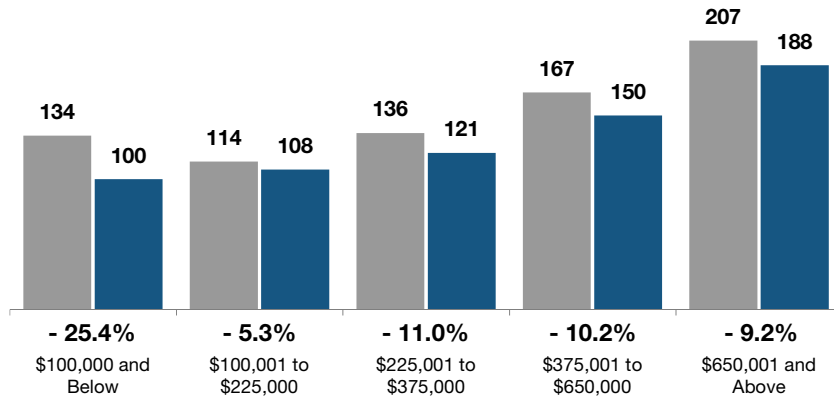
Days on Market Until Sale

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



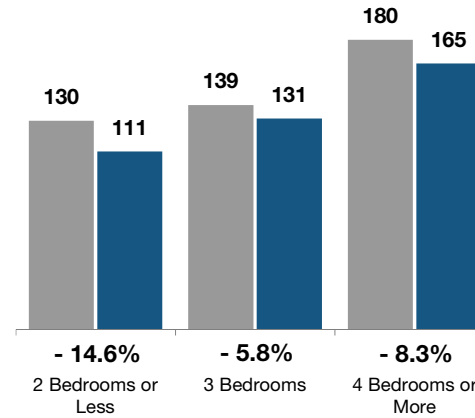
By Price Range

■ 4-2018 ■ 4-2019



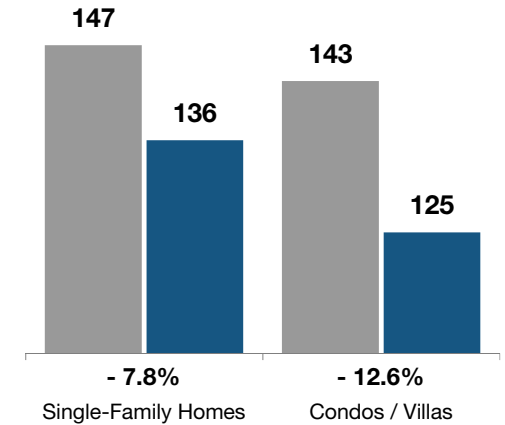
By Bedroom Count

■ 4-2018 ■ 4-2019



By Property Type

■ 4-2018 ■ 4-2019



All Properties

By Price Range

	4-2018	4-2019	Change
\$100,000 and Below	134	100	- 25.4%
\$100,001 to \$225,000	114	108	- 5.3%
\$225,001 to \$375,000	136	121	- 11.0%
\$375,001 to \$650,000	167	150	- 10.2%
\$650,001 and Above	207	188	- 9.2%
All Price Ranges	146	133	- 8.9%

Single-Family Homes

	4-2018	4-2019	Change
2 Bedrooms or Less	149	107	- 28.1%
3 Bedrooms	110	113	+ 2.9%
4 Bedrooms or More	134	119	- 11.3%
	164	146	- 10.5%
	204	186	- 8.9%
All Single-Family Homes	147	136	- 7.8%

Condos / Villas

	4-2018	4-2019	Change
	126	98	- 22.2%
	119	101	- 15.1%
	143	128	- 10.5%
	187	165	- 11.8%
	234	213	- 9.0%
All Condos / Villas	143	125	- 12.6%

By Bedroom Count

	4-2018	4-2019	Change
2 Bedrooms or Less	130	111	- 14.6%
3 Bedrooms	139	131	- 5.8%
4 Bedrooms or More	180	165	- 8.3%
All Bedroom Counts	146	133	- 8.9%

	4-2018	4-2019	Change
2 Bedrooms or Less	121	100	- 17.4%
3 Bedrooms	136	129	- 5.2%
4 Bedrooms or More	179	165	- 7.9%
All Single-Family Homes	147	136	- 7.8%

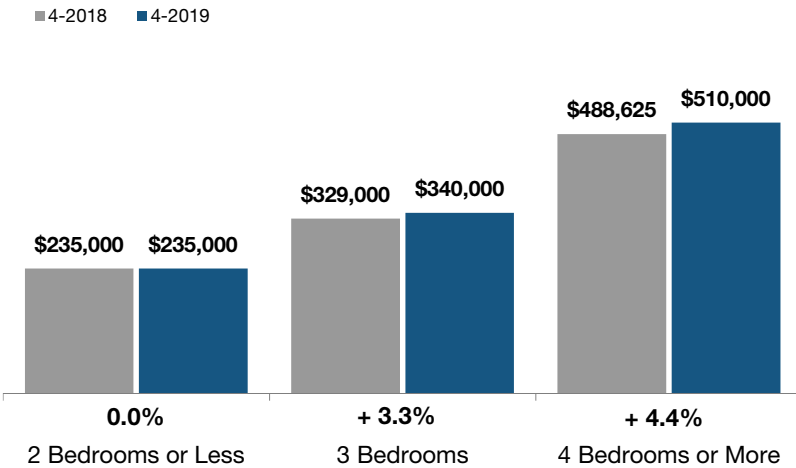
	4-2018	4-2019	Change
Single-Family Homes	136	117	- 14.0%
Condos / Villas	161	148	- 8.1%
	231	186	- 19.5%
All Condos / Villas	143	125	- 12.6%

Median Sales Price

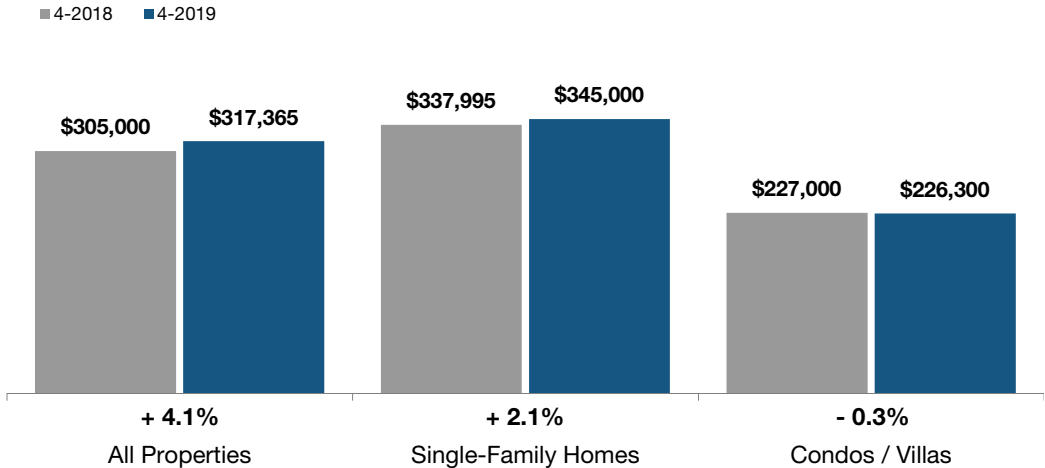
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	4-2018	4-2019	Change
2 Bedrooms or Less	\$235,000	\$235,000	0.0%
3 Bedrooms	\$329,000	\$340,000	+ 3.3%
4 Bedrooms or More	\$488,625	\$510,000	+ 4.4%
All Bedroom Counts	\$305,000	\$317,365	+ 4.1%

Single-Family Homes

4-2018	4-2019	Change	4-2018	4-2019	Change
\$269,900	\$270,000	+ 0.0%	\$189,000	\$196,000	+ 3.7%
\$325,000	\$335,000	+ 3.1%	\$343,900	\$380,000	+ 10.5%
\$490,000	\$509,102	+ 3.9%	\$469,000	\$574,000	+ 22.4%
\$337,995	\$345,000	+ 2.1%	\$227,000	\$226,300	- 0.3%

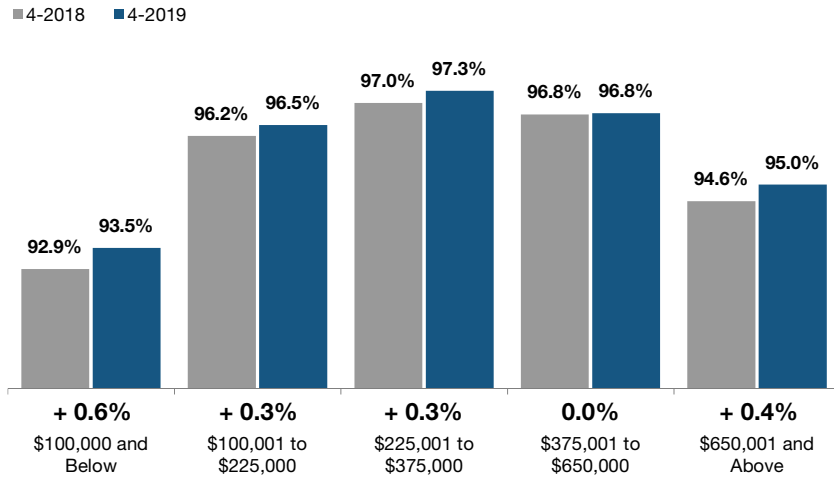
Condos / Villas

Percent of List Price Received

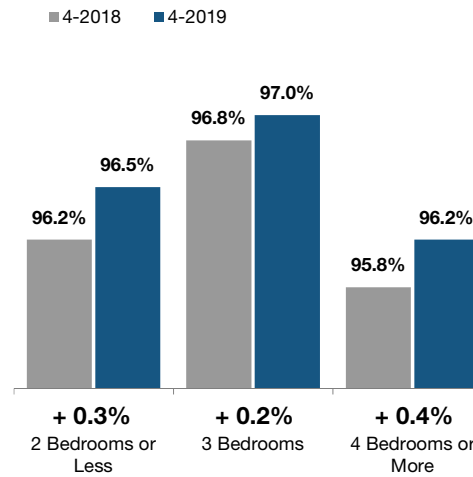
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



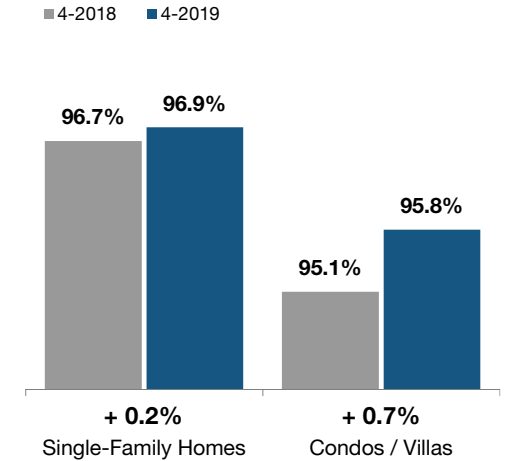
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2018	4-2019	Change
\$100,000 and Below	92.9%	93.5%	+ 0.6%
\$100,001 to \$225,000	96.2%	96.5%	+ 0.3%
\$225,001 to \$375,000	97.0%	97.3%	+ 0.3%
\$375,001 to \$650,000	96.8%	96.8%	0.0%
\$650,001 and Above	94.6%	95.0%	+ 0.4%
All Price Ranges	96.3%	96.6%	+ 0.3%

Single-Family Homes

4-2018	4-2019	Change
92.9%	92.9%	0.0%
96.9%	97.0%	+ 0.1%
97.4%	97.7%	+ 0.3%
97.0%	96.9%	- 0.1%
94.6%	95.0%	+ 0.4%
96.7%	96.9%	+ 0.2%

Condos / Villas

4-2018	4-2019	Change
92.6%	92.1%	+ 2.3%
94.4%	96.0%	+ 1.7%
96.4%	96.1%	- 0.3%
95.9%	96.9%	+ 1.0%
96.1%	93.3%	- 2.9%
95.1%	95.8%	+ 0.7%

By Bedroom Count

By Bedroom Count	4-2018	4-2019	Change
2 Bedrooms or Less	96.2%	96.5%	+ 0.3%
3 Bedrooms	96.8%	97.0%	+ 0.2%
4 Bedrooms or More	95.8%	96.2%	+ 0.4%
All Bedroom Counts	96.3%	96.6%	+ 0.3%

4-2018	4-2019	Change
97.5%	97.7%	+ 0.2%
97.0%	97.0%	0.0%
95.9%	96.2%	+ 0.3%
96.7%	96.9%	+ 0.2%

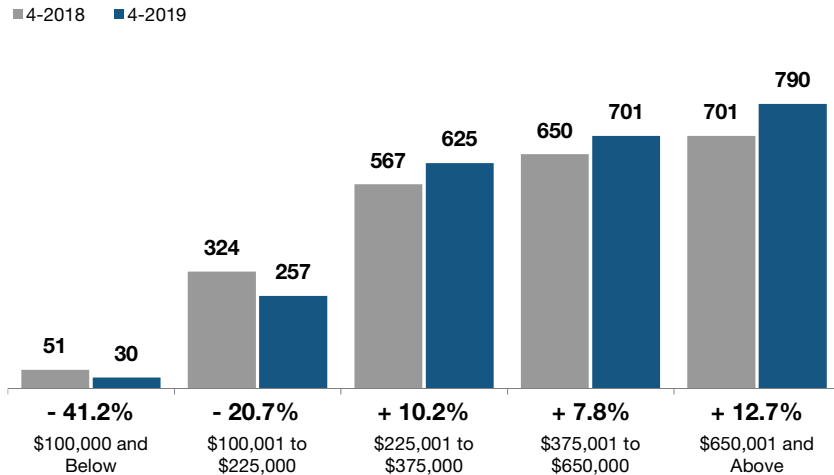
4-2018	4-2019	Change
95.3%	95.7%	+ 0.4%
94.3%	96.1%	+ 1.9%
95.2%	90.9%	- 4.5%
95.1%	95.8%	+ 0.7%

Inventory of Homes for Sale

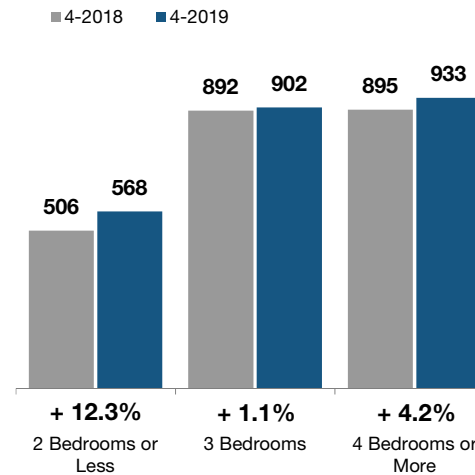
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



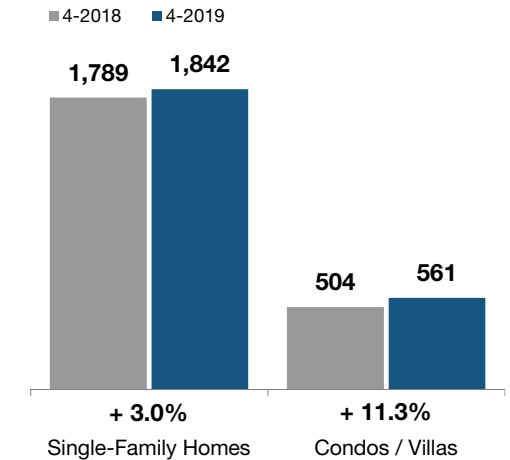
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2018	4-2019	Change
\$100,000 and Below	51	30	- 41.2%
\$100,001 to \$225,000	324	257	- 20.7%
\$225,001 to \$375,000	567	625	+ 10.2%
\$375,001 to \$650,000	650	701	+ 7.8%
\$650,001 and Above	701	790	+ 12.7%
All Price Ranges	2,293	2,403	+ 4.8%

Single-Family Homes

4-2018	4-2019	Change	4-2018	4-2019	Change
18	10	- 44.4%	33	20	- 39.4%
187	118	- 36.9%	137	139	+ 1.5%
435	466	+ 7.1%	132	159	+ 20.5%
517	547	+ 5.8%	133	154	+ 15.8%
632	701	+ 10.9%	69	89	+ 29.0%
1,789	1,842	+ 3.0%	504	561	+ 11.3%

Condos / Villas

By Bedroom Count	4-2018	4-2019	Change
2 Bedrooms or Less	506	568	+ 12.3%
3 Bedrooms	892	902	+ 1.1%
4 Bedrooms or More	895	933	+ 4.2%
All Bedroom Counts	2,293	2,403	+ 4.8%

4-2018	4-2019	Change	4-2018	4-2019	Change
165	174	+ 5.5%	341	394	+ 15.5%
755	755	0.0%	137	147	+ 7.3%
869	913	+ 5.1%	26	20	- 23.1%
1,789	1,842	+ 3.0%	504	561	+ 11.3%

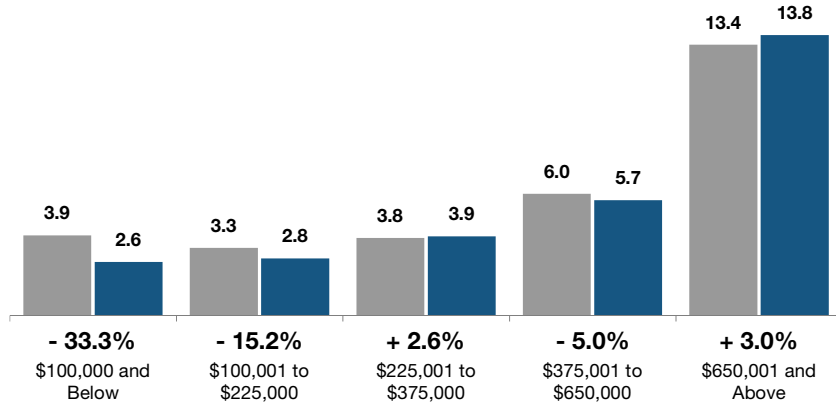
Months Supply of Inventory

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.**



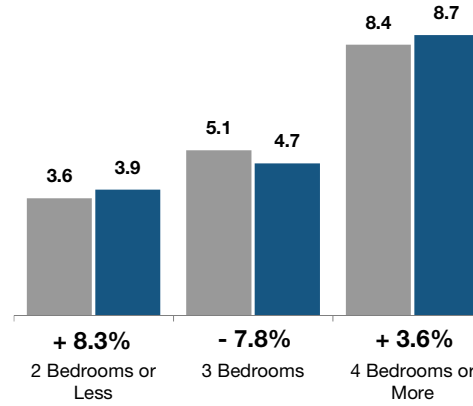
By Price Range

■ 4-2018 ■ 4-2019



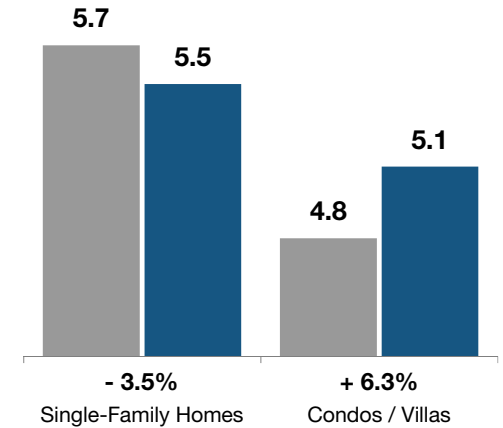
By Bedroom Count

■ 4-2018 ■ 4-2019



By Property Type

■ 4-2018 ■ 4-2019



All Properties

By Price Range

	4-2018	4-2019	Change
\$100,000 and Below	3.9	2.6	- 33.3%
\$100,001 to \$225,000	3.3	2.8	- 15.2%
\$225,001 to \$375,000	3.8	3.9	+ 2.6%
\$375,001 to \$650,000	6.0	5.7	- 5.0%
\$650,001 and Above	13.4	13.8	+ 3.0%
All Price Ranges	5.5	5.4	- 1.8%

Single-Family Homes

	4-2018	4-2019	Change
\$100,000 and Below	3.9	3.0	- 23.1%
\$100,001 to \$225,000	3.4	2.5	- 26.5%
\$225,001 to \$375,000	3.7	3.6	- 2.7%
\$375,001 to \$650,000	5.7	5.3	- 7.0%
\$650,001 and Above	13.4	13.6	+ 1.5%
All Price Ranges	5.7	5.5	- 3.5%

Condos / Villas

	4-2018	4-2019	Change
\$100,000 and Below	4.0	2.4	- 40.0%
\$100,001 to \$225,000	3.2	3.1	- 3.1%
\$225,001 to \$375,000	4.1	5.2	+ 26.8%
\$375,001 to \$650,000	7.7	7.3	- 5.2%
\$650,001 and Above	12.9	15.9	+ 23.3%
All Price Ranges	4.8	5.1	+ 6.3%

By Bedroom Count

	4-2018	4-2019	Change
2 Bedrooms or Less	3.6	3.9	+ 8.3%
3 Bedrooms	5.1	4.7	- 7.8%
4 Bedrooms or More	8.4	8.7	+ 3.6%
All Bedroom Counts	5.5	5.4	- 1.8%

	4-2018	4-2019	Change
2 Bedrooms or Less	2.9	3.0	+ 3.4%
3 Bedrooms	5.0	4.4	- 12.0%
4 Bedrooms or More	8.3	8.7	+ 4.8%
All Bedroom Counts	5.7	5.5	- 3.5%

	4-2018	4-2019	Change
2 Bedrooms or Less	4.2	4.5	+ 7.1%
3 Bedrooms	6.1	7.1	+ 16.4%
4 Bedrooms or More	11.9	8.9	- 25.2%
All Bedroom Counts	4.8	5.1	+ 6.3%