

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



August 2019

For the 12-month period spanning September 2018 through August 2019, Pending Sales in the Hilton Head region were up 5.3 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 12.6 percent.

The overall Median Sales Price was up 2.9 percent to \$320,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 2.9 percent to \$350,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 108 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 187 days.

Market-wide, inventory levels were down 6.5 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 5.0 percent. That amounts to 4.9 months supply for Single-Family homes and 4.5 months supply for Condos.

Quick Facts

+ 12.6%	+ 7.4%	+ 6.3%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$375,001 to \$650,000	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

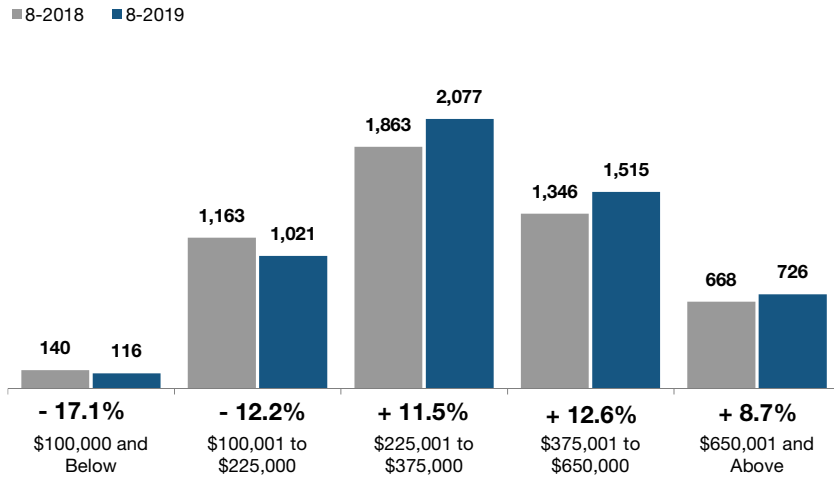


Pending Sales

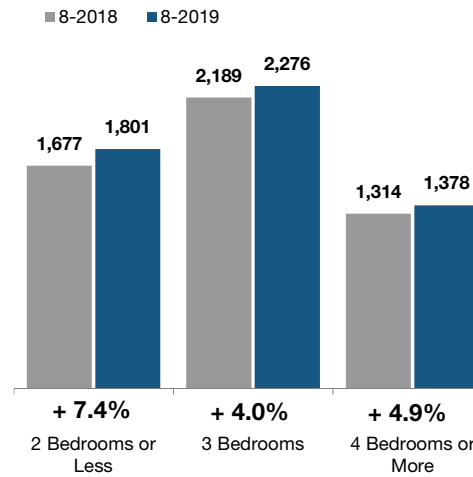
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



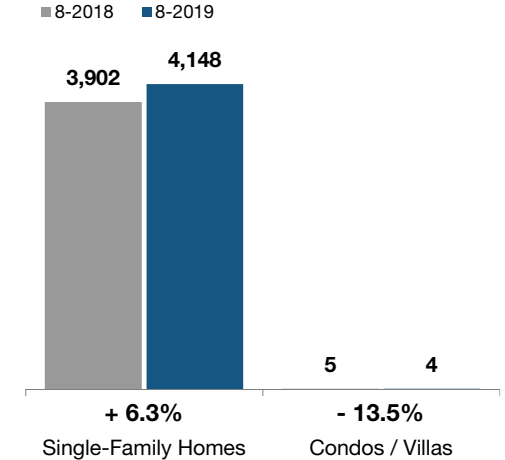
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2018	8-2019	Change
\$100,000 and Below	140	116	- 17.1%
\$100,001 to \$225,000	1,163	1,021	- 12.2%
\$225,001 to \$375,000	1,863	2,077	+ 11.5%
\$375,001 to \$650,000	1,346	1,515	+ 12.6%
\$650,001 and Above	668	726	+ 8.7%
All Price Ranges	5,180	5,455	+ 5.3%

Single-Family Homes

8-2018	8-2019	Change
41	37	- 9.8%
653	493	- 24.5%
1,475	1,700	+ 15.3%
1,132	1,267	+ 11.9%
601	651	+ 8.3%
3,902	4,148	+ 6.3%

Condos / Villas

8-2018	8-2019	Change
4	3	- 25.0%
3	3	- 17.6%
5	4	- 16.7%
8	7	- 12.7%
14	12	- 13.2%
5	4	- 13.5%

By Bedroom Count

By Bedroom Count	8-2018	8-2019	Change
2 Bedrooms or Less	1,677	1,801	+ 7.4%
3 Bedrooms	2,189	2,276	+ 4.0%
4 Bedrooms or More	1,314	1,378	+ 4.9%
All Bedroom Counts	5,180	5,455	+ 5.3%

8-2018	8-2019	Change	8-2018	8-2019	Change
685	774	+ 13.0%	5	4	- 14.6%
1,924	2,022	+ 5.1%	5	6	+ 7.3%
1,293	1,352	+ 4.6%	18	8	- 56.2%
3,902	4,148	+ 6.3%	5	4	- 13.5%

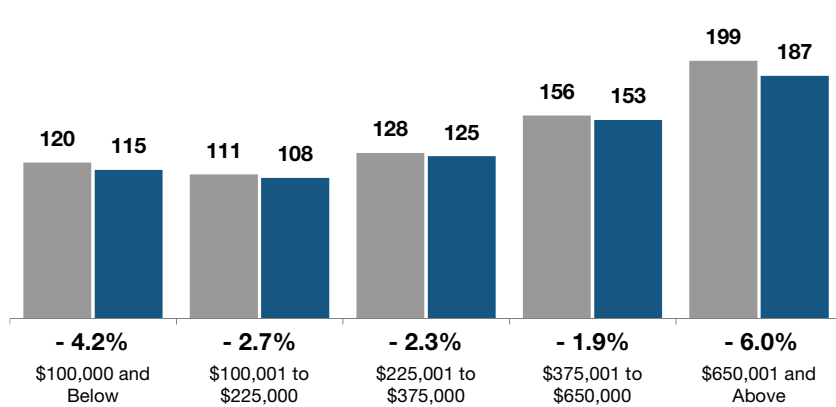
Days on Market Until Sale

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



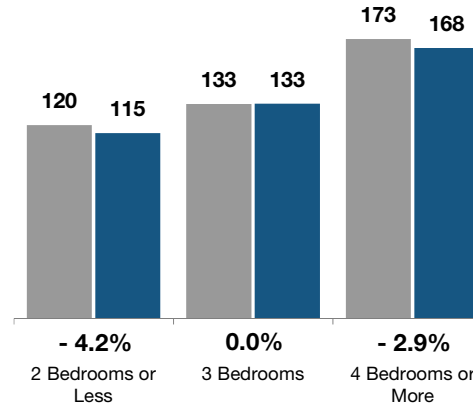
By Price Range

■ 8-2018 ■ 8-2019



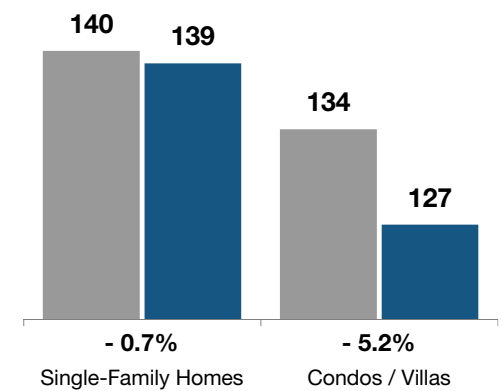
By Bedroom Count

■ 8-2018 ■ 8-2019



By Property Type

■ 8-2018 ■ 8-2019



All Properties

By Price Range	8-2018	8-2019	Change
\$100,000 and Below	120	115	- 4.2%
\$100,001 to \$225,000	111	108	- 2.7%
\$225,001 to \$375,000	128	125	- 2.3%
\$375,001 to \$650,000	156	153	- 1.9%
\$650,001 and Above	199	187	- 6.0%
All Price Ranges	139	136	- 2.2%

Single-Family Homes

8-2018	8-2019	Change	8-2018	8-2019	Change
156	116	- 25.6%	107	114	+ 6.5%
110	116	+ 4.7%	112	101	- 9.8%
126	123	- 2.7%	134	135	+ 0.7%
153	151	- 0.9%	176	163	- 7.4%
193	185	- 3.9%	251	204	- 18.7%
140	139	- 0.7%	134	127	- 5.2%

Condos / Villas

By Bedroom Count	8-2018	8-2019	Change
2 Bedrooms or Less	120	115	- 4.2%
3 Bedrooms	133	133	0.0%
4 Bedrooms or More	173	168	- 2.9%
All Bedroom Counts	139	136	- 2.2%

8-2018	8-2019	Change	8-2018	8-2019	Change
111	105	- 5.7%	126	122	- 3.2%
130	133	+ 2.0%	155	141	- 9.0%
173	167	- 3.2%	226	221	- 2.2%
140	139	- 0.7%	134	127	- 5.2%

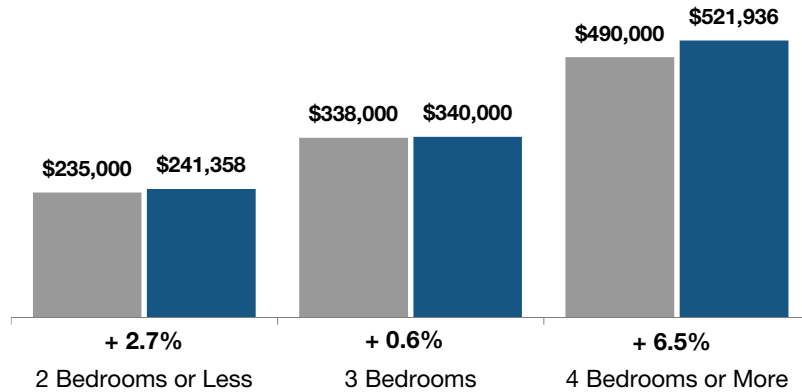
Median Sales Price

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



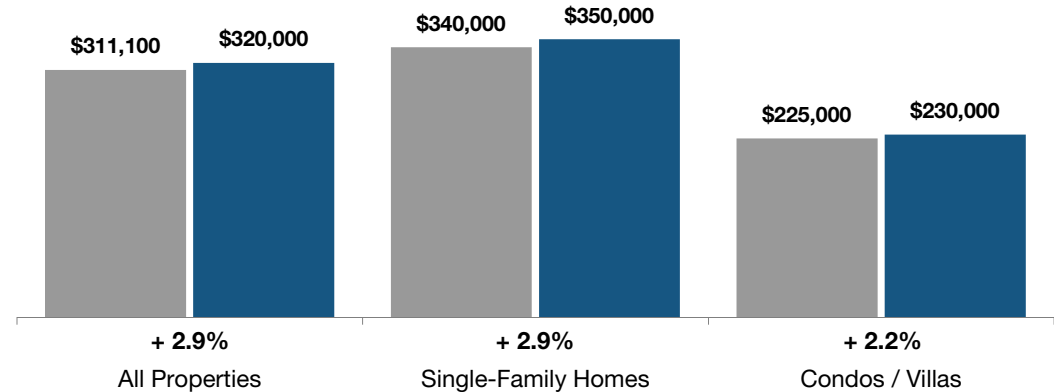
By Bedroom Count

■ 8-2018 ■ 8-2019



By Property Type

■ 8-2018 ■ 8-2019



All Properties

By Bedroom Count

	8-2018	8-2019	Change
2 Bedrooms or Less	\$235,000	\$241,358	+ 2.7%
3 Bedrooms	\$338,000	\$340,000	+ 0.6%
4 Bedrooms or More	\$490,000	\$521,936	+ 6.5%
All Bedroom Counts	\$311,100	\$320,000	+ 2.9%

Single-Family Homes

	8-2018	8-2019	Change
2 Bedrooms or Less	\$271,440	\$276,958	+ 2.0%
3 Bedrooms	\$334,900	\$339,500	+ 1.4%
4 Bedrooms or More	\$490,000	\$520,490	+ 6.2%
All Bedroom Counts	\$340,000	\$350,000	+ 2.9%

Condos / Villas

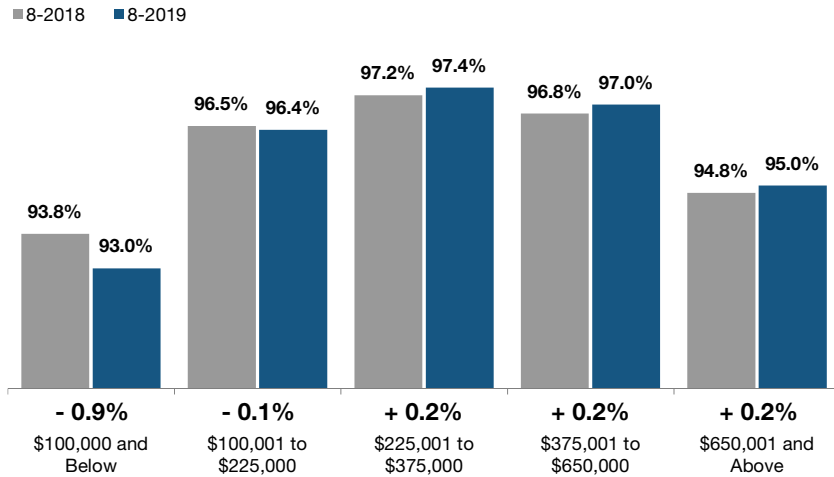
	8-2018	8-2019	Change
2 Bedrooms or Less	\$190,000	\$197,500	+ 3.9%
3 Bedrooms	\$355,900	\$366,250	+ 2.9%
4 Bedrooms or More	\$484,500	\$550,000	+ 13.5%
All Bedroom Counts	\$225,000	\$230,000	+ 2.2%

Percent of List Price Received

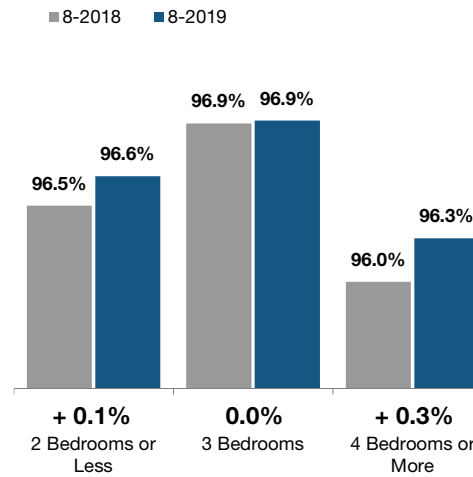
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



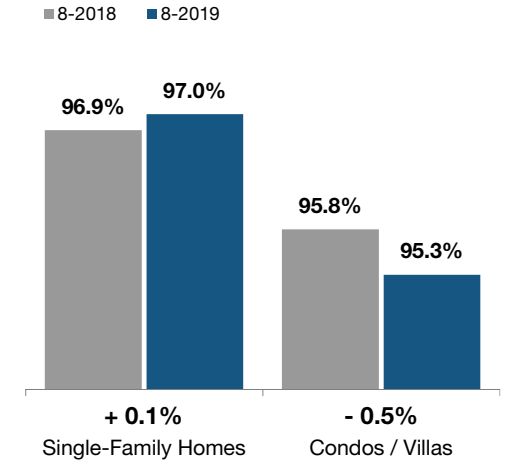
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2018	8-2019	Change
\$100,000 and Below	93.8%	93.0%	-0.9%
\$100,001 to \$225,000	96.5%	96.4%	-0.1%
\$225,001 to \$375,000	97.2%	97.4%	+0.2%
\$375,001 to \$650,000	96.8%	97.0%	+0.2%
\$650,001 and Above	94.8%	95.0%	+0.2%
All Price Ranges	96.5%	96.7%	+0.2%

Single-Family Homes

8-2018	8-2019	Change
94.3%	93.0%	-1.4%
97.1%	96.9%	-0.2%
97.5%	97.8%	+0.3%
96.9%	97.2%	+0.3%
94.8%	95.0%	+0.2%
96.9%	97.0%	+0.1%

Condos / Villas

8-2018	8-2019	Change
93.0%	85.3%	-5.2%
95.8%	96.2%	+0.4%
96.1%	95.6%	-0.5%
96.4%	94.9%	-1.6%
94.4%	94.9%	+0.5%
95.8%	95.3%	-0.5%

By Bedroom Count

By Bedroom Count	8-2018	8-2019	Change
2 Bedrooms or Less	96.5%	96.6%	+0.1%
3 Bedrooms	96.9%	96.9%	0.0%
4 Bedrooms or More	96.0%	96.3%	+0.3%
All Bedroom Counts	96.5%	96.7%	+0.2%

8-2018	8-2019	Change
97.6%	98.3%	+0.7%
97.1%	97.1%	0.0%
96.0%	96.3%	+0.3%
96.9%	97.0%	+0.1%

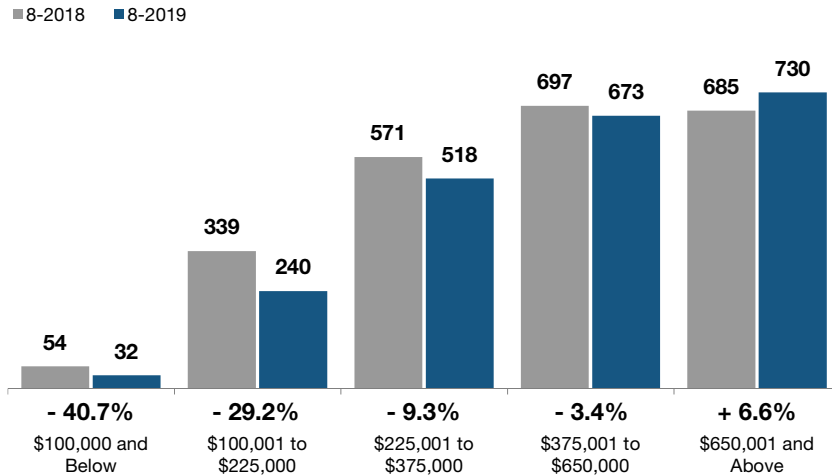
8-2018	8-2019	Change
95.7%	95.3%	-0.4%
96.0%	95.1%	-0.9%
91.7%	95.6%	+4.3%
95.8%	95.3%	-0.5%

Inventory of Homes for Sale

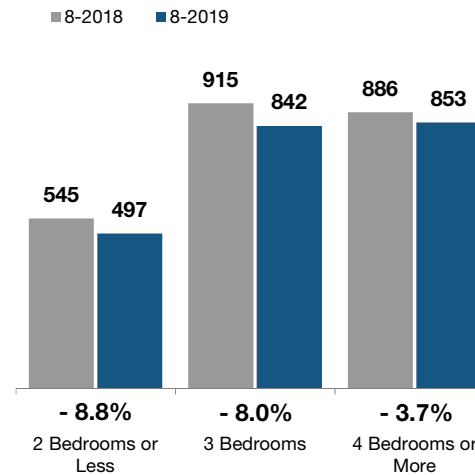
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



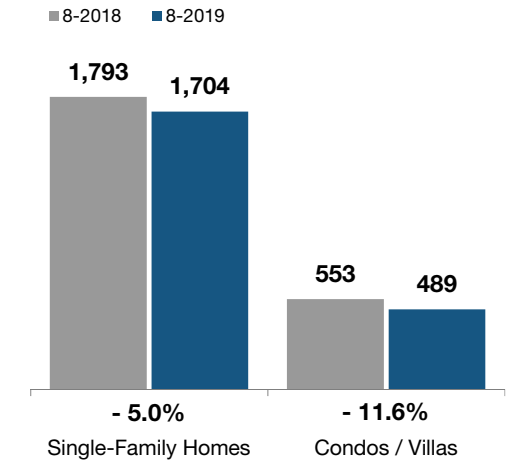
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2018	8-2019	Change
\$100,000 and Below	54	32	- 40.7%
\$100,001 to \$225,000	339	240	- 29.2%
\$225,001 to \$375,000	571	518	- 9.3%
\$375,001 to \$650,000	697	673	- 3.4%
\$650,001 and Above	685	730	+ 6.6%
All Price Ranges	2,346	2,193	- 6.5%

Single-Family Homes

8-2018	8-2019	Change
18	10	- 44.4%
194	115	- 40.7%
416	392	- 5.8%
556	531	- 4.5%
609	656	+ 7.7%
1,793	1,704	- 5.0%

Condos / Villas

8-2018	8-2019	Change
36	22	- 38.9%
145	125	- 13.8%
155	126	- 18.7%
141	142	+ 0.7%
76	74	- 2.6%
553	489	- 11.6%

By Bedroom Count

By Bedroom Count	8-2018	8-2019	Change
2 Bedrooms or Less	545	497	- 8.8%
3 Bedrooms	915	842	- 8.0%
4 Bedrooms or More	886	853	- 3.7%
All Bedroom Counts	2,346	2,193	- 6.5%

8-2018	8-2019	Change	8-2018	8-2019	Change
147	149	+ 1.4%	398	348	- 12.6%
794	718	- 9.6%	121	124	+ 2.5%
852	836	- 1.9%	34	17	- 50.0%
1,793	1,704	- 5.0%	553	489	- 11.6%

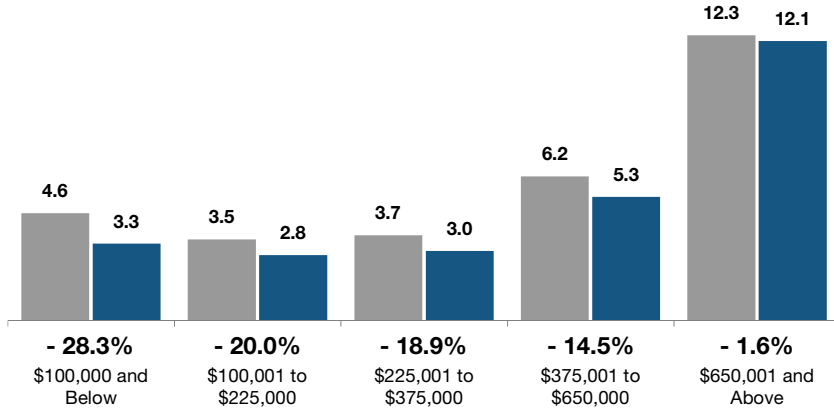
Months Supply of Inventory

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.**



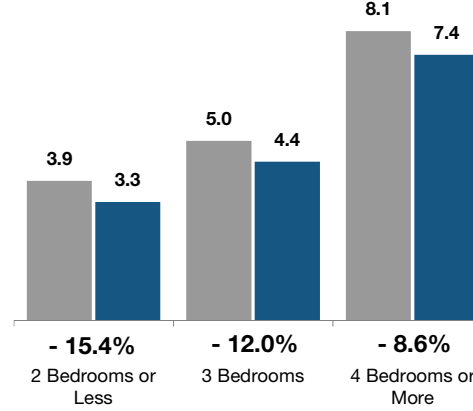
By Price Range

■ 8-2018 ■ 8-2019



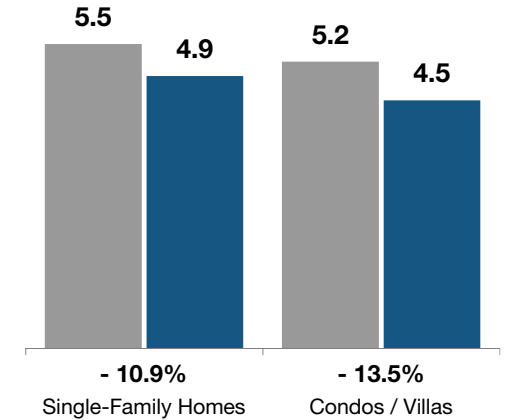
By Bedroom Count

■ 8-2018 ■ 8-2019



By Property Type

■ 8-2018 ■ 8-2019



All Properties

By Price Range

	8-2018	8-2019	Change
\$100,000 and Below	4.6	3.3	- 28.3%
\$100,001 to \$225,000	3.5	2.8	- 20.0%
\$225,001 to \$375,000	3.7	3.0	- 18.9%
\$375,001 to \$650,000	6.2	5.3	- 14.5%
\$650,001 and Above	12.3	12.1	- 1.6%
All Price Ranges	5.4	4.8	- 11.1%

Single-Family Homes

	8-2018	8-2019	Change
2 Bedrooms or Less	4.8	3.2	- 33.3%
3 Bedrooms	3.6	2.8	- 22.2%
4 Bedrooms or More	3.4	2.8	- 17.6%
All Single-Family Homes	5.9	5.0	- 15.3%
All Single-Family Homes	12.2	12.1	- 0.8%
All Single-Family Homes	5.5	4.9	- 10.9%

Condos / Villas

	8-2018	8-2019	Change
Single-Family Homes	4.4	3.3	- 25.0%
Condos / Villas	3.4	2.8	- 17.6%
Condos / Villas	4.8	4.0	- 16.7%
Condos / Villas	7.9	6.9	- 12.7%
Condos / Villas	13.6	11.8	- 13.2%
All Condos / Villas	5.2	4.5	- 13.5%

By Bedroom Count

	8-2018	8-2019	Change
2 Bedrooms or Less	3.9	3.3	- 15.4%
3 Bedrooms	5.0	4.4	- 12.0%
4 Bedrooms or More	8.1	7.4	- 8.6%
All Bedroom Counts	5.4	4.8	- 11.1%

	8-2018	8-2019	Change
2 Bedrooms or Less	2.6	2.3	- 11.5%
3 Bedrooms	5.0	4.3	- 14.0%
4 Bedrooms or More	7.9	7.4	- 6.3%
All Single-Family Homes	5.5	4.9	- 10.9%

	8-2018	8-2019	Change
Single-Family Homes	4.8	4.1	- 14.6%
Condos / Villas	5.5	5.9	+ 7.3%
Condos / Villas	17.8	7.8	- 56.2%
All Condos / Villas	5.2	4.5	- 13.5%