

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



January 2019

Inventory is gradually starting to improve in many pockets across the country, including in several markets that are showing year-over-year percentage increases. Listings tend to improve immediately after a new year, but this national increase also has to do with fewer sales. For the 12-month period spanning February 2018 through January 2019, Pending Sales in the Hilton Head region were up 9.6 percent overall. The price range with the largest gain in sales was the \$225,001 to \$375,000 range, where they increased 16.9 percent.

The overall Median Sales Price was up 3.8 percent to \$314,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 4.7 percent to \$225,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 106 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 up 10.0 percent. The property type that gained the most inventory was the Condos segment, where it increased 31.9 percent. That amounts to 5.1 months supply for Single-Family homes and 5.4 months supply for Condos.

Quick Facts

+ 16.9%	+ 13.4%	+ 31.7%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$225,001 to \$375,000	4 Bedrooms or More	Condos

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

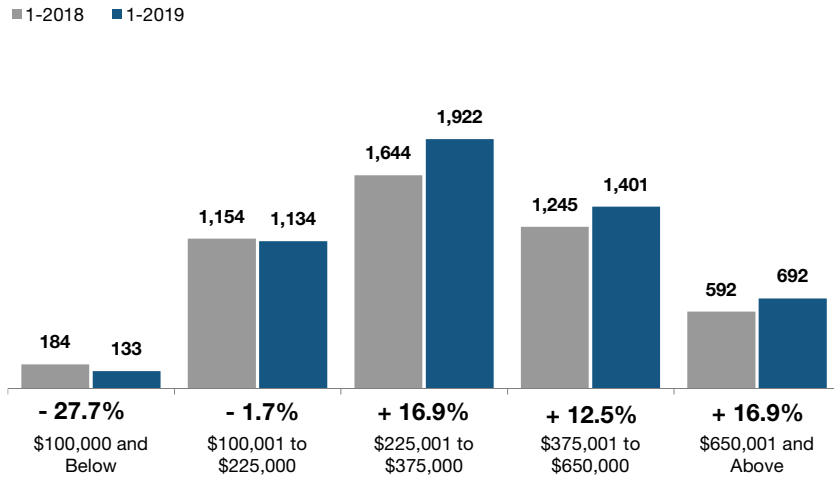


Pending Sales

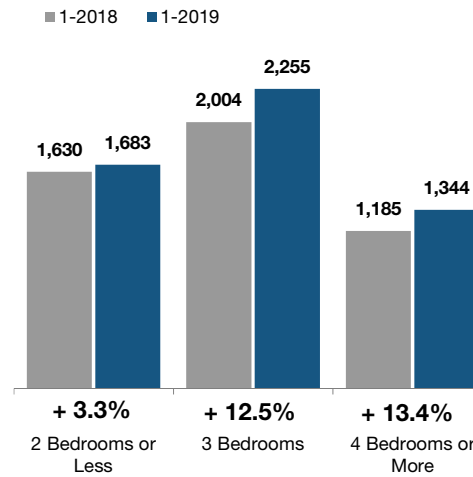
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



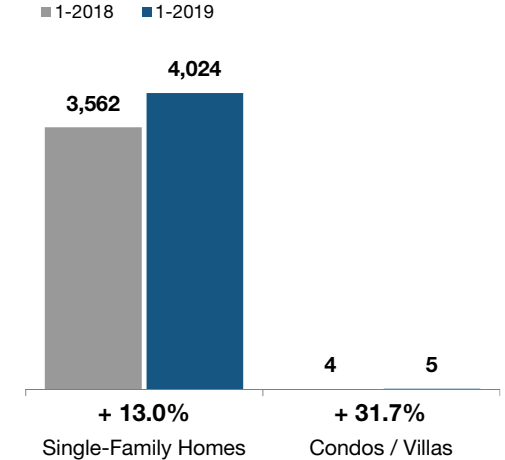
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2018	1-2019	Change
\$100,000 and Below	184	133	-27.7%
\$100,001 to \$225,000	1,154	1,134	-1.7%
\$225,001 to \$375,000	1,644	1,922	+16.9%
\$375,001 to \$650,000	1,245	1,401	+12.5%
\$650,001 and Above	592	692	+16.9%
All Price Ranges	4,819	5,282	+9.6%

Single-Family Homes

1-2018	1-2019	Change
65	34	-47.7%
649	628	-3.2%
1,277	1,557	+21.9%
1,042	1,172	+12.5%
529	633	+19.7%
3,562	4,024	+13.0%

Condos / Villas

1-2018	1-2019	Change
2	4	+73.9%
3	4	+23.3%
4	5	+31.6%
6	8	+29.5%
11	15	+32.7%
4	5	+31.7%

By Bedroom Count

1-2018	1-2019	Change
1,630	1,683	+3.3%
2,004	2,255	+12.5%
1,185	1,344	+13.4%
4,819	5,282	+9.6%

1-2018	1-2019	Change
671	693	+3.3%
1,728	2,012	+16.4%
1,163	1,319	+13.4%
3,562	4,024	+13.0%

1-2018	1-2019	Change
4	5	+32.4%
5	7	+40.0%
10	10	-4.0%
4	5	+31.7%

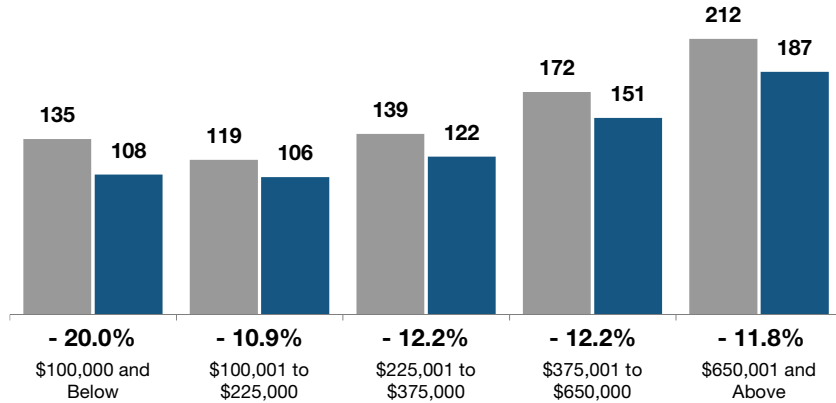
Days on Market Until Sale

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



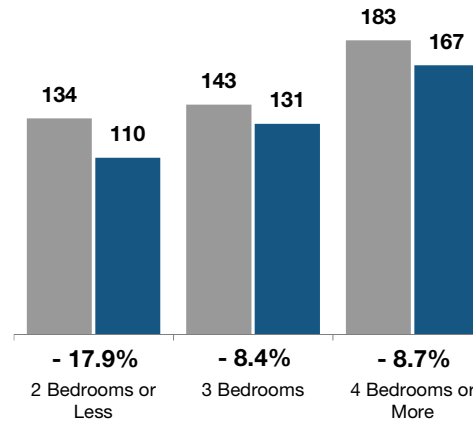
By Price Range

■ 1-2018 ■ 1-2019



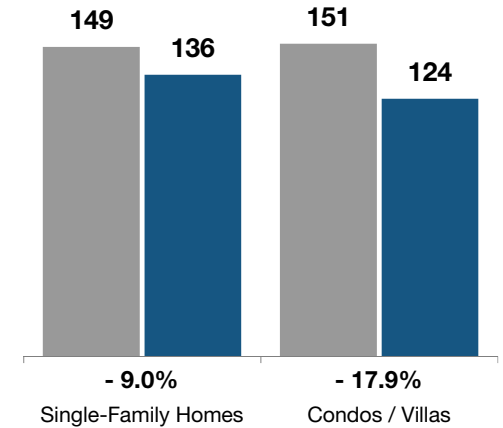
By Bedroom Count

■ 1-2018 ■ 1-2019



By Property Type

■ 1-2018 ■ 1-2019



All Properties

By Price Range

	1-2018	1-2019	Change
\$100,000 and Below	135	108	- 20.0%
\$100,001 to \$225,000	119	106	- 10.9%
\$225,001 to \$375,000	139	122	- 12.2%
\$375,001 to \$650,000	172	151	- 12.2%
\$650,001 and Above	212	187	- 11.8%
All Price Ranges	150	133	- 11.3%

Single-Family Homes

	1-2018	1-2019	Change
2 Bedrooms or Less	154	113	- 26.8%
3 Bedrooms	110	112	+ 1.8%
4 Bedrooms or More	135	121	- 10.2%
	167	147	- 11.9%
	212	184	- 13.4%
All Single-Family Homes	149	136	- 9.0%

Condos / Villas

	1-2018	1-2019	Change
Single-Family Homes	125	106	- 15.2%
Condos / Villas	132	98	- 25.8%
	156	124	- 20.5%
	194	175	- 9.8%
	216	219	+ 1.4%
All Condos / Villas	151	124	- 17.9%

By Bedroom Count

	1-2018	1-2019	Change
2 Bedrooms or Less	134	110	- 17.9%
3 Bedrooms	143	131	- 8.4%
4 Bedrooms or More	183	167	- 8.7%
All Bedroom Counts	150	133	- 11.3%

	1-2018	1-2019	Change
2 Bedrooms or Less	121	102	- 15.1%
3 Bedrooms	138	128	- 7.2%
4 Bedrooms or More	183	166	- 9.0%
All Single-Family Homes	149	136	- 9.0%

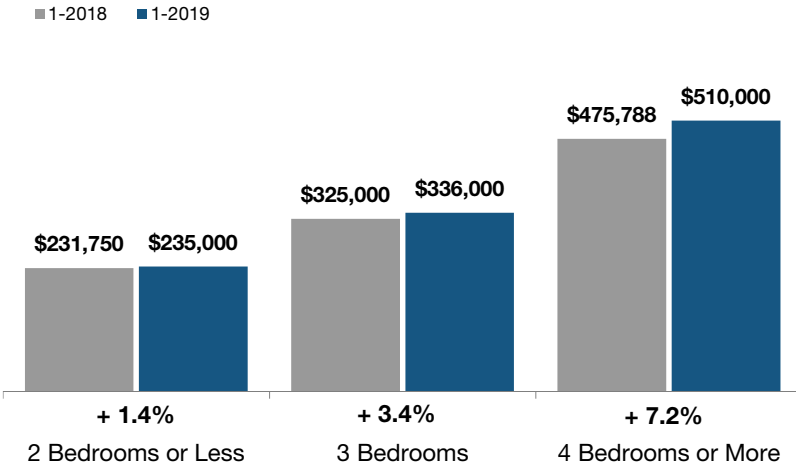
	1-2018	1-2019	Change
Single-Family Homes	144	115	- 20.1%
Condos / Villas	174	152	- 12.6%
	172	209	+ 21.5%
All Condos / Villas	151	124	- 17.9%

Median Sales Price

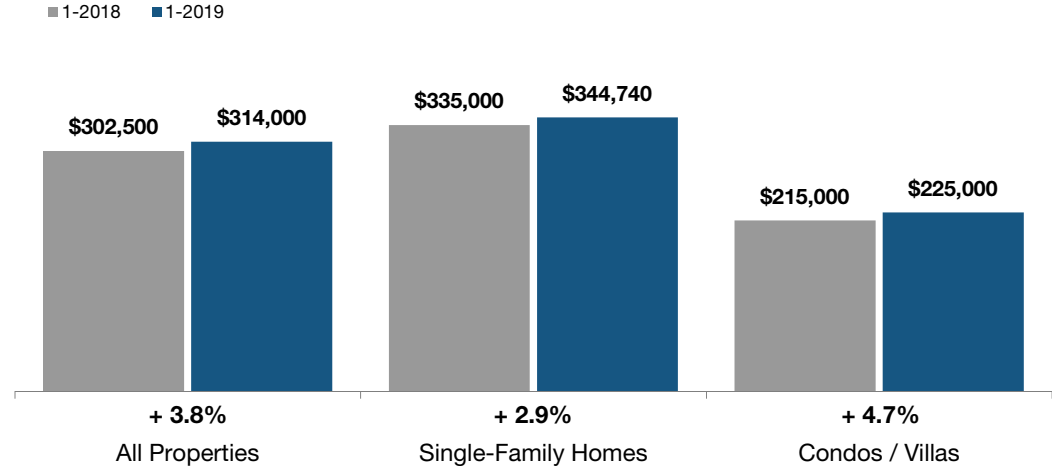
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count

	1-2018	1-2019	Change
2 Bedrooms or Less	\$231,750	\$235,000	+ 1.4%
3 Bedrooms	\$325,000	\$336,000	+ 3.4%
4 Bedrooms or More	\$475,788	\$510,000	+ 7.2%
All Bedroom Counts	\$302,500	\$314,000	+ 3.8%

Single-Family Homes

	1-2018	1-2019	Change
\$269,900	\$270,000	+ 0.0%	
\$324,995	\$330,090	+ 1.6%	
\$475,788	\$509,600	+ 7.1%	
\$335,000	\$344,740	+ 2.9%	

Condos / Villas

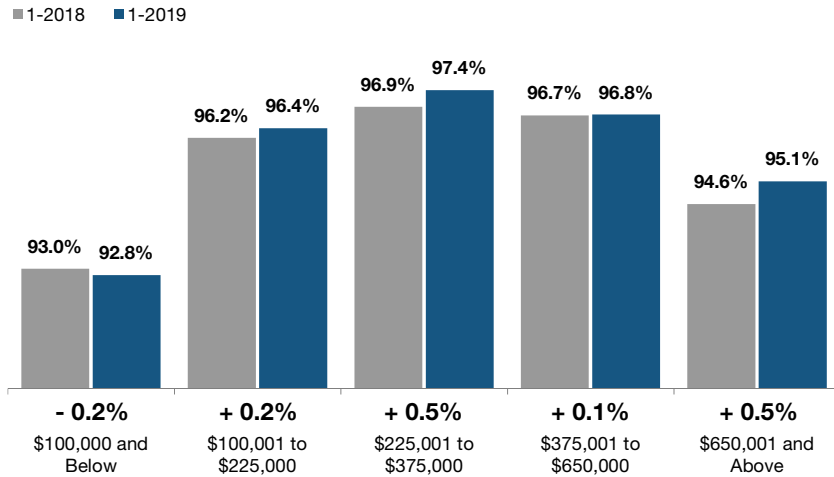
	1-2018	1-2019	Change
\$184,900	\$189,000	+ 2.2%	
\$335,000	\$370,000	+ 10.4%	
\$482,000	\$579,500	+ 20.2%	
\$215,000	\$225,000	+ 4.7%	

Percent of List Price Received

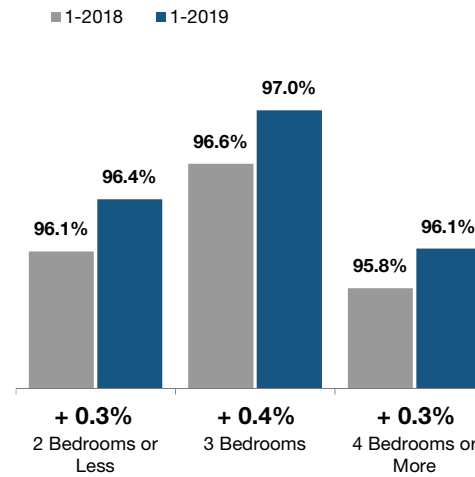
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



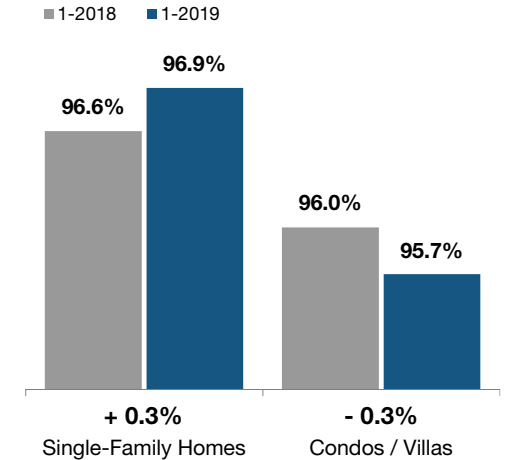
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2018	1-2019	Change
\$100,000 and Below	93.0%	92.8%	- 0.2%
\$100,001 to \$225,000	96.2%	96.4%	+ 0.2%
\$225,001 to \$375,000	96.9%	97.4%	+ 0.5%
\$375,001 to \$650,000	96.7%	96.8%	+ 0.1%
\$650,001 and Above	94.6%	95.1%	+ 0.5%
All Price Ranges	96.3%	96.6%	+ 0.3%

Single-Family Homes

1-2018	1-2019	Change
92.5%	92.5%	0.0%
96.7%	97.0%	+ 0.3%
97.3%	97.7%	+ 0.4%
97.0%	96.9%	- 0.1%
94.6%	95.1%	+ 0.5%
96.6%	96.9%	+ 0.3%

Condos / Villas

1-2018	1-2019	Change
95.2%	90.7%	- 9.3%
96.5%	95.8%	- 0.7%
95.7%	96.6%	+ 0.9%
96.2%	95.6%	- 0.6%
95.2%	97.3%	+ 2.2%
96.0%	95.7%	- 0.3%

By Bedroom Count

1-2018	1-2019	Change
96.1%	96.4%	+ 0.3%
96.6%	97.0%	+ 0.4%
95.8%	96.1%	+ 0.3%
96.3%	96.6%	+ 0.3%

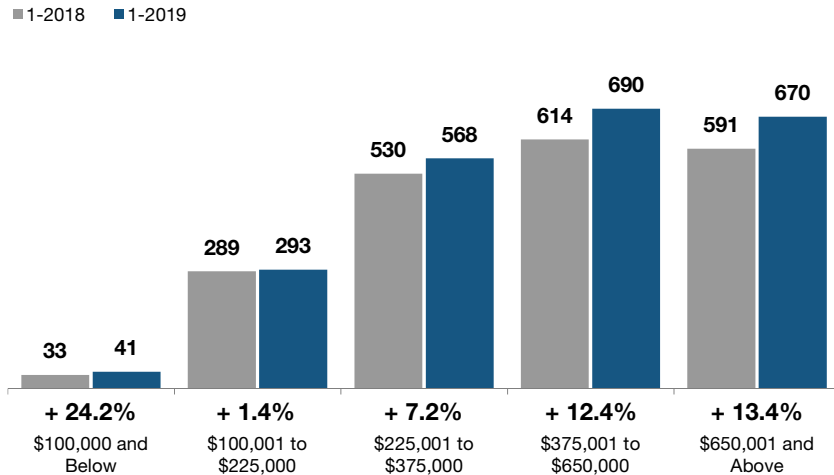
1-2018	1-2019	Change
97.3%	97.7%	+ 0.4%
96.8%	97.1%	+ 0.3%
95.9%	96.1%	+ 0.2%
96.6%	96.9%	+ 0.3%

Inventory of Homes for Sale

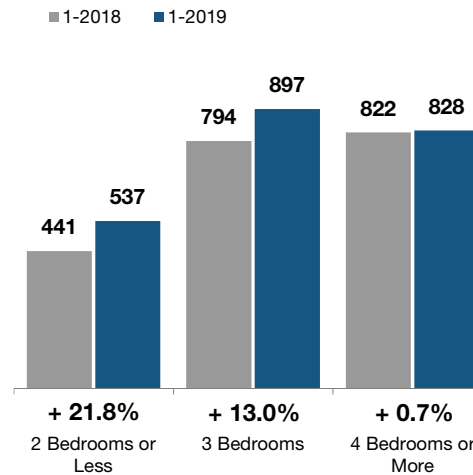
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



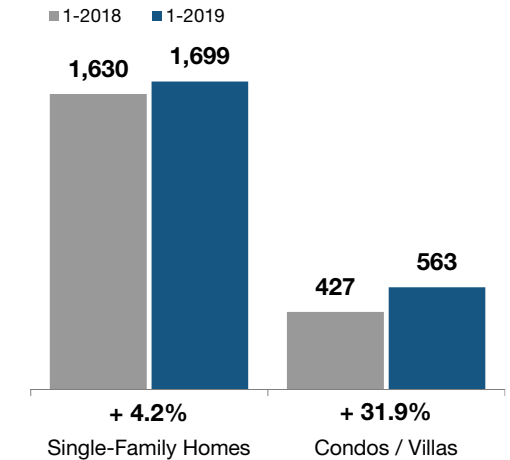
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2018	1-2019	Change
\$100,000 and Below	33	41	+ 24.2%
\$100,001 to \$225,000	289	293	+ 1.4%
\$225,001 to \$375,000	530	568	+ 7.2%
\$375,001 to \$650,000	614	690	+ 12.4%
\$650,001 and Above	591	670	+ 13.4%
All Price Ranges	2,057	2,262	+ 10.0%

Single-Family Homes

1-2018	1-2019	Change
10	8	- 20.0%
162	139	- 14.2%
415	415	0.0%
510	539	+ 5.7%
533	598	+ 12.2%
1,630	1,699	+ 4.2%

Condos / Villas

1-2018	1-2019	Change
23	33	+ 43.5%
127	154	+ 21.3%
115	153	+ 33.0%
104	151	+ 45.2%
58	72	+ 24.1%
427	563	+ 31.9%

By Bedroom Count

1-2018	1-2019	Change
441	537	+ 21.8%
794	897	+ 13.0%
822	828	+ 0.7%
2,057	2,262	+ 10.0%

1-2018	1-2019	Change
148	135	- 8.8%
680	756	+ 11.2%
802	808	+ 0.7%
1,630	1,699	+ 4.2%

1-2018	1-2019	Change
293	402	+ 37.2%
114	141	+ 23.7%
20	20	0.0%
427	563	+ 31.9%

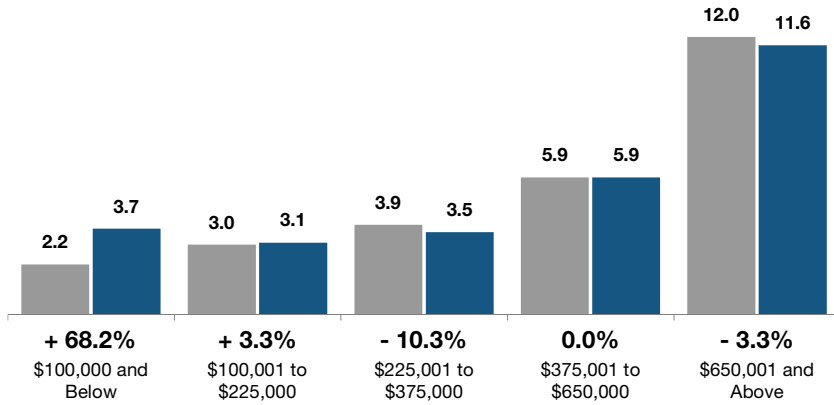
Months Supply of Inventory

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.**



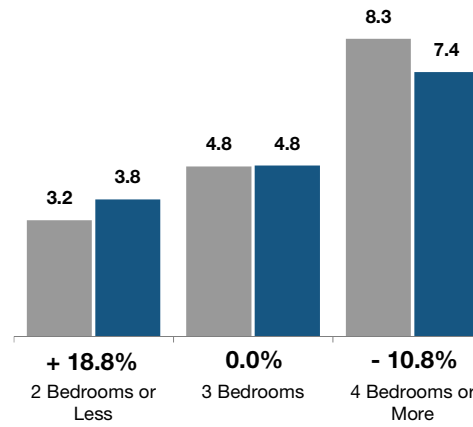
By Price Range

■ 1-2018 ■ 1-2019



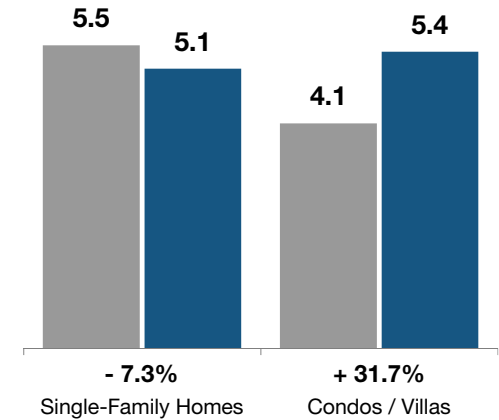
By Bedroom Count

■ 1-2018 ■ 1-2019



By Property Type

■ 1-2018 ■ 1-2019



All Properties

By Price Range

	1-2018	1-2019	Change
\$100,000 and Below	2.2	3.7	+ 68.2%
\$100,001 to \$225,000	3.0	3.1	+ 3.3%
\$225,001 to \$375,000	3.9	3.5	- 10.3%
\$375,001 to \$650,000	5.9	5.9	0.0%
\$650,001 and Above	12.0	11.6	- 3.3%
All Price Ranges	5.1	5.1	0.0%

Single-Family Homes

	1-2018	1-2019	Change
2 Bedrooms or Less	1.8	2.6	+ 44.4%
3 Bedrooms	3.0	2.7	- 10.0%
4 Bedrooms or More	3.9	3.2	- 17.9%
All Single-Family Homes	5.5	5.1	- 7.3%

Condos / Villas

	1-2018	1-2019	Change
Condos / Villas	2.3	4.0	+ 73.9%
All Condos / Villas	4.1	5.4	+ 31.7%

By Bedroom Count

	1-2018	1-2019	Change
2 Bedrooms or Less	3.2	3.8	+ 18.8%
3 Bedrooms	4.8	4.8	0.0%
4 Bedrooms or More	8.3	7.4	- 10.8%
All Bedroom Counts	5.1	5.1	0.0%

	1-2018	1-2019	Change
2 Bedrooms or Less	2.6	2.3	- 11.5%
3 Bedrooms	4.7	4.5	- 4.3%
4 Bedrooms or More	8.3	7.4	- 10.8%
All Single-Family Homes	5.5	5.1	- 7.3%

	1-2018	1-2019	Change
Condos / Villas	3.7	4.9	+ 32.4%
All Condos / Villas	4.1	5.4	+ 31.7%