

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## July 2019

For the 12-month period spanning August 2018 through July 2019, Pending Sales in the Hilton Head region were up 4.5 percent overall. The price range with the largest gain in sales was the \$225,001 to \$375,000 range, where they increased 11.7 percent.

The overall Median Sales Price was up 3.2 percent to \$320,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 5.9 percent to \$235,000. 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 189 days.

Market-wide, inventory levels were up 0.4 percent. The property type that gained the most inventory was the Single Family segment, where it increased 1.0 percent. That amounts to 5.0 months supply for Single-Family homes and 4.7 months supply for Condos.

## Quick Facts

**+ 11.7%**

**+ 7.4%**

**+ 5.5%**

Price Range With the Strongest Sales:

**\$225,001 to \$375,000**

Bedroom Count With Strongest Sales:

**2 Bedrooms or Less**

Property Type With Strongest Sales:

**Single-Family**

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>



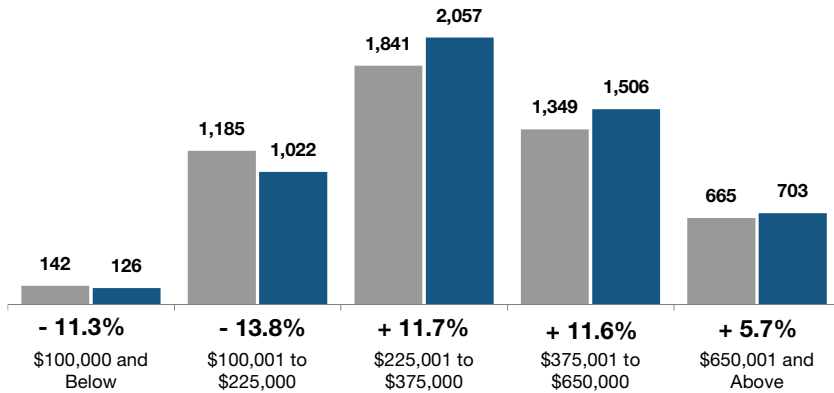
# Pending Sales

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



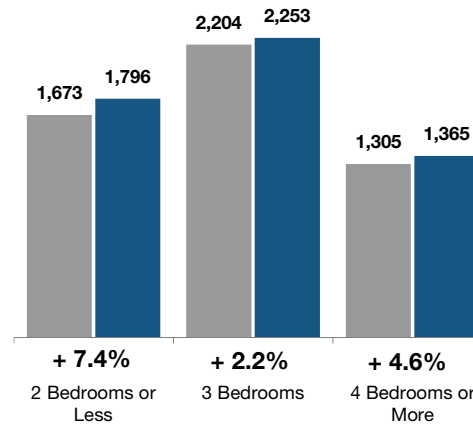
## By Price Range

■ 7-2018 ■ 7-2019



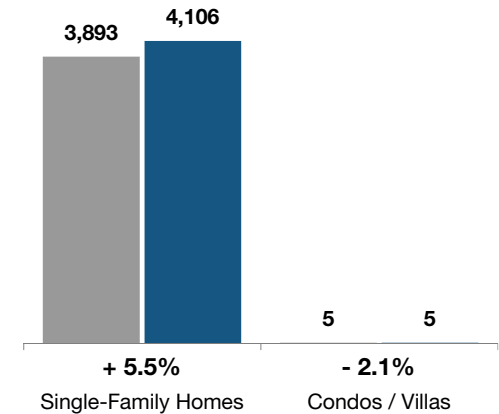
## By Bedroom Count

■ 7-2018 ■ 7-2019



## By Property Type

■ 7-2018 ■ 7-2019



### All Properties

By Price Range	7-2018	7-2019	Change
\$100,000 and Below	142	126	- 11.3%
\$100,001 to \$225,000	1,185	1,022	- 13.8%
\$225,001 to \$375,000	1,841	2,057	+ 11.7%
\$375,001 to \$650,000	1,349	1,506	+ 11.6%
\$650,001 and Above	665	703	+ 5.7%
<b>All Price Ranges</b>	<b>5,182</b>	<b>5,414</b>	<b>+ 4.5%</b>

### Single-Family Homes

7-2018	7-2019	Change
40	40	0.0%
665	493	- 25.9%
1,452	1,677	+ 15.5%
1,134	1,262	+ 11.3%
602	634	+ 5.3%
<b>3,893</b>	<b>4,106</b>	<b>+ 5.5%</b>

### Condos / Villas

7-2018	7-2019	Change
4	3	- 26.3%
3	3	+ 3.4%
4	4	- 8.9%
8	7	- 12.7%
14	15	+ 3.5%
<b>5</b>	<b>5</b>	<b>- 2.1%</b>

## By Bedroom Count

By Bedroom Count	7-2018	7-2019	Change
2 Bedrooms or Less	1,673	1,796	+ 7.4%
3 Bedrooms	2,204	2,253	+ 2.2%
4 Bedrooms or More	1,305	1,365	+ 4.6%
<b>All Bedroom Counts</b>	<b>5,182</b>	<b>5,414</b>	<b>+ 4.5%</b>

7-2018	7-2019	Change	7-2018	7-2019	Change
684	759	+ 11.0%	4	4	- 6.7%
1,926	2,011	+ 4.4%	5	7	+ 29.4%
1,283	1,336	+ 4.1%	16	7	- 58.8%
<b>3,893</b>	<b>4,106</b>	<b>+ 5.5%</b>	<b>5</b>	<b>5</b>	<b>- 2.1%</b>

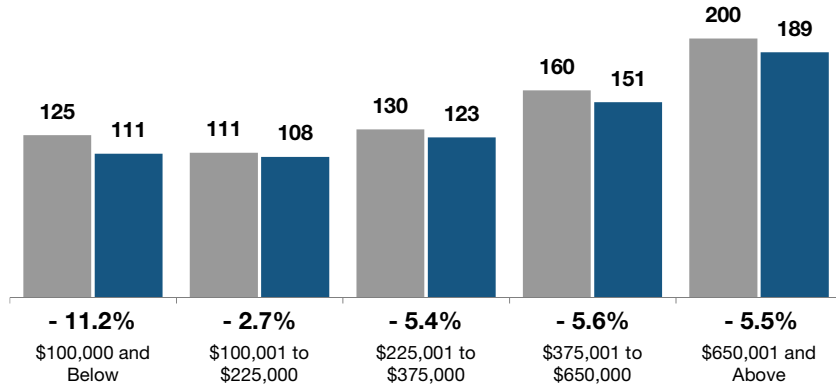
# Days on Market Until Sale

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



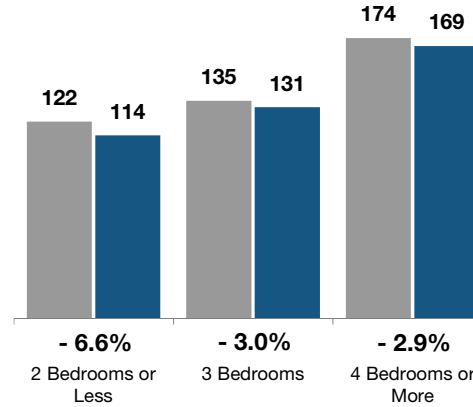
## By Price Range

■ 7-2018 ■ 7-2019



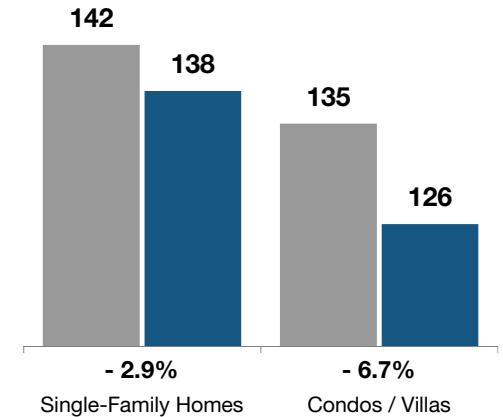
## By Bedroom Count

■ 7-2018 ■ 7-2019



## By Property Type

■ 7-2018 ■ 7-2019



### All Properties

By Price Range	7-2018	7-2019	Change
\$100,000 and Below	125	111	- 11.2%
\$100,001 to \$225,000	111	108	- 2.7%
\$225,001 to \$375,000	130	123	- 5.4%
\$375,001 to \$650,000	160	151	- 5.6%
\$650,001 and Above	200	189	- 5.5%
<b>All Price Ranges</b>	<b>140</b>	<b>135</b>	<b>- 3.6%</b>

### Single-Family Homes

7-2018	7-2019	Change	7-2018	7-2019	Change
151	118	- 22.3%	115	108	- 6.1%
110	114	+ 3.5%	113	102	- 9.7%
128	122	- 5.2%	134	131	- 2.2%
155	149	- 4.4%	184	160	- 13.0%
195	187	- 4.2%	238	207	- 13.0%
<b>142</b>	<b>138</b>	<b>- 2.9%</b>	<b>135</b>	<b>126</b>	<b>- 6.7%</b>

### Condos / Villas

By Bedroom Count	7-2018	7-2019	Change
2 Bedrooms or Less	122	114	- 6.6%
3 Bedrooms	135	131	- 3.0%
4 Bedrooms or More	174	169	- 2.9%
<b>All Bedroom Counts</b>	<b>140</b>	<b>135</b>	<b>- 3.6%</b>

7-2018	7-2019	Change	7-2018	7-2019	Change
115	103	- 10.7%	127	121	- 4.7%
132	130	- 1.4%	156	140	- 10.3%
173	168	- 2.7%	220	211	- 4.1%
<b>142</b>	<b>138</b>	<b>- 2.9%</b>	<b>135</b>	<b>126</b>	<b>- 6.7%</b>

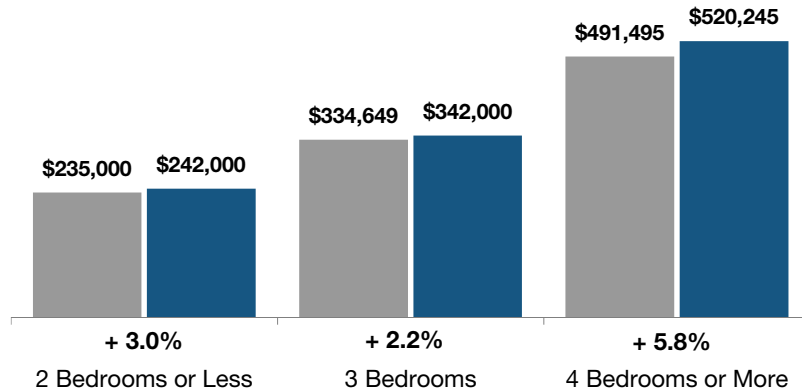
# Median Sales Price

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



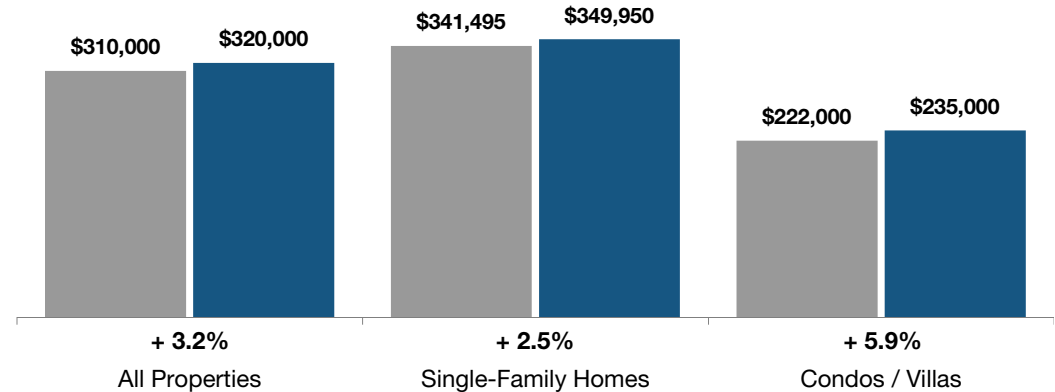
## By Bedroom Count

■ 7-2018 ■ 7-2019



## By Property Type

■ 7-2018 ■ 7-2019



### All Properties

#### By Bedroom Count

	7-2018	7-2019	Change
2 Bedrooms or Less	\$235,000	\$242,000	+ 3.0%
3 Bedrooms	\$334,649	\$342,000	+ 2.2%
4 Bedrooms or More	\$491,495	\$520,245	+ 5.8%
<b>All Bedroom Counts</b>	<b>\$310,000</b>	<b>\$320,000</b>	<b>+ 3.2%</b>

### Single-Family Homes

	7-2018	7-2019	Change
	\$271,303	\$275,000	+ 1.4%
	\$334,649	\$336,000	+ 0.4%
	\$491,495	\$520,000	+ 5.8%
<b>All</b>	<b>\$341,495</b>	<b>\$349,950</b>	<b>+ 2.5%</b>

### Condos / Villas

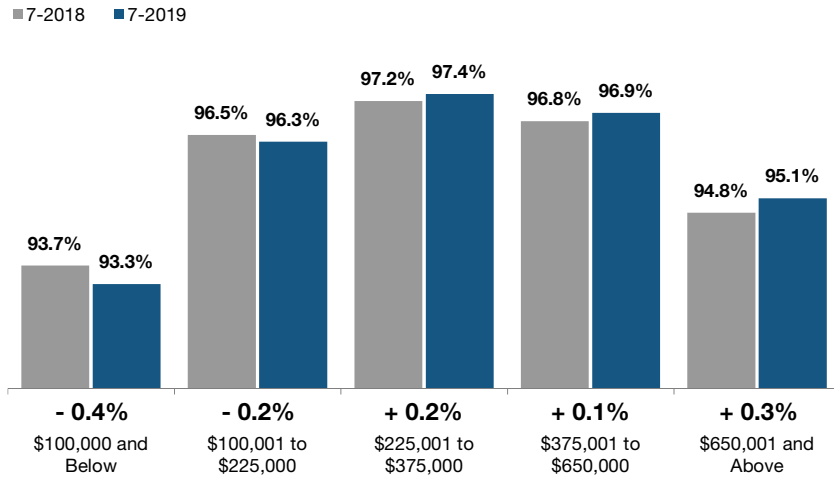
	7-2018	7-2019	Change
	\$188,000	\$199,000	+ 5.9%
	\$335,120	\$380,000	+ 13.4%
	\$484,500	\$585,000	+ 20.7%
<b>All</b>	<b>\$222,000</b>	<b>\$235,000</b>	<b>+ 5.9%</b>

# Percent of List Price Received

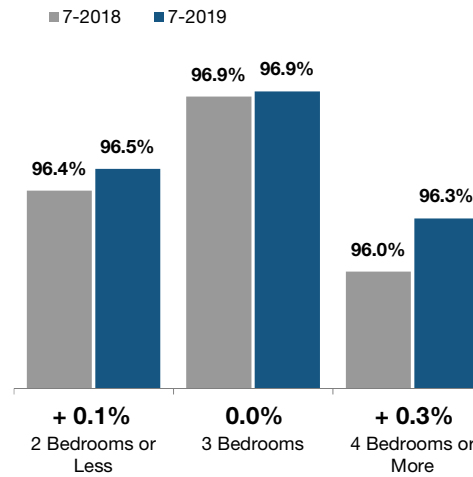
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



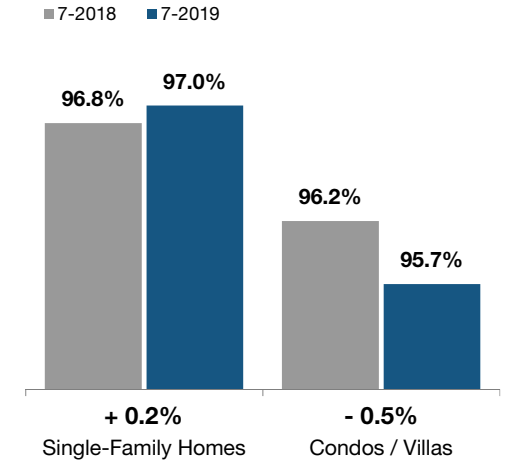
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	7-2018	7-2019	Change
\$100,000 and Below	93.7%	93.3%	- 0.4%
\$100,001 to \$225,000	96.5%	96.3%	- 0.2%
\$225,001 to \$375,000	97.2%	97.4%	+ 0.2%
\$375,001 to \$650,000	96.8%	96.9%	+ 0.1%
\$650,001 and Above	94.8%	95.1%	+ 0.3%
<b>All Price Ranges</b>	<b>96.5%</b>	<b>96.6%</b>	<b>+ 0.1%</b>

### Single-Family Homes

7-2018	7-2019	Change
94.3%	92.9%	- 1.5%
97.1%	96.8%	- 0.3%
97.5%	97.7%	+ 0.2%
96.9%	97.1%	+ 0.2%
94.7%	95.1%	+ 0.4%
<b>96.8%</b>	<b>97.0%</b>	<b>+ 0.2%</b>

### Condos / Villas

7-2018	7-2019	Change
93.0%	91.3%	+ 1.4%
96.7%	96.2%	- 0.5%
96.5%	96.3%	- 0.2%
96.6%	95.9%	- 0.7%
95.7%	93.5%	- 2.3%
<b>96.2%</b>	<b>95.7%</b>	<b>- 0.5%</b>

### By Bedroom Count

By Bedroom Count	7-2018	7-2019	Change
2 Bedrooms or Less	96.4%	96.5%	+ 0.1%
3 Bedrooms	96.9%	96.9%	0.0%
4 Bedrooms or More	96.0%	96.3%	+ 0.3%
<b>All Bedroom Counts</b>	<b>96.5%</b>	<b>96.6%</b>	<b>+ 0.1%</b>

7-2018	7-2019	Change	7-2018	7-2019	Change
97.6%	98.0%	+ 0.4%	96.2%	95.9%	- 0.3%
97.1%	97.1%	0.0%	96.2%	95.7%	- 0.5%
96.0%	96.3%	+ 0.3%	94.5%	90.5%	- 4.2%
<b>96.8%</b>	<b>97.0%</b>	<b>+ 0.2%</b>	<b>96.2%</b>	<b>95.7%</b>	<b>- 0.5%</b>

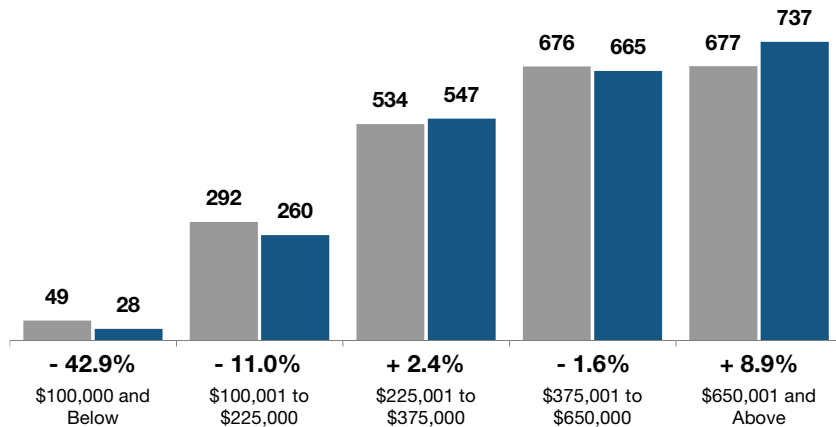
# Inventory of Homes for Sale

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



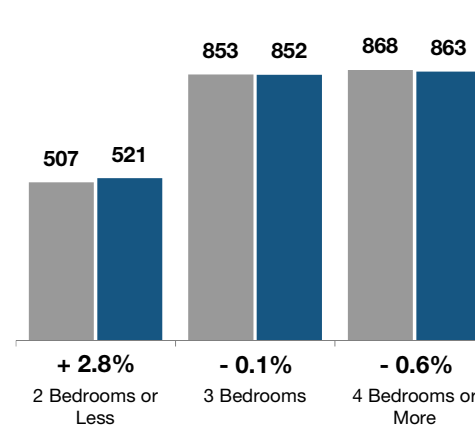
## By Price Range

■ 7-2018 ■ 7-2019



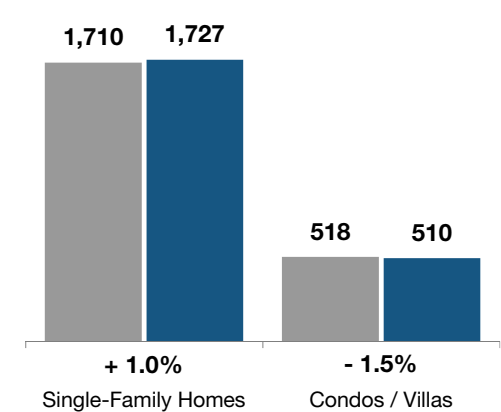
## By Bedroom Count

■ 7-2018 ■ 7-2019



## By Property Type

■ 7-2018 ■ 7-2019



### All Properties

By Price Range	7-2018	7-2019	Change
\$100,000 and Below	49	28	- 42.9%
\$100,001 to \$225,000	292	260	- 11.0%
\$225,001 to \$375,000	534	547	+ 2.4%
\$375,001 to \$650,000	676	665	- 1.6%
\$650,001 and Above	677	737	+ 8.9%
<b>All Price Ranges</b>	<b>2,228</b>	<b>2,237</b>	<b>+ 0.4%</b>

### Single-Family Homes

7-2018	7-2019	Change	7-2018	7-2019	Change
17	8	- 52.9%	32	20	- 37.5%
167	126	- 24.6%	125	134	+ 7.2%
389	417	+ 7.2%	145	130	- 10.3%
535	524	- 2.1%	141	141	0.0%
602	652	+ 8.3%	75	85	+ 13.3%
<b>1,710</b>	<b>1,727</b>	<b>+ 1.0%</b>	<b>518</b>	<b>510</b>	<b>- 1.5%</b>

### Condos / Villas

By Bedroom Count	7-2018	7-2019	Change
2 Bedrooms or Less	507	521	+ 2.8%
3 Bedrooms	853	852	- 0.1%
4 Bedrooms or More	868	863	- 0.6%
<b>All Bedroom Counts</b>	<b>2,228</b>	<b>2,237</b>	<b>+ 0.4%</b>

7-2018	7-2019	Change	7-2018	7-2019	Change
139	161	+ 15.8%	368	360	- 2.2%
735	718	- 2.3%	118	134	+ 13.6%
836	847	+ 1.3%	32	16	- 50.0%
<b>1,710</b>	<b>1,727</b>	<b>+ 1.0%</b>	<b>518</b>	<b>510</b>	<b>- 1.5%</b>

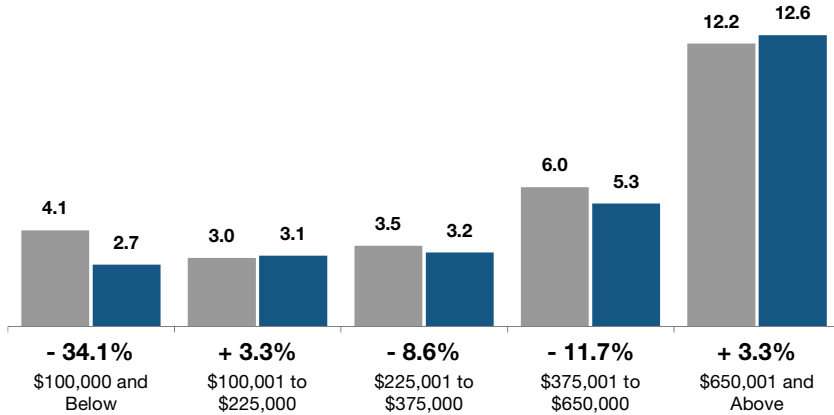
# Months Supply of Inventory

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.**



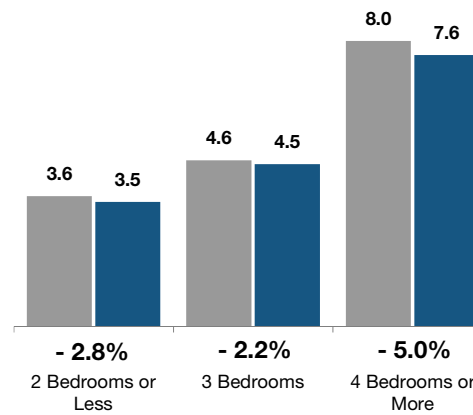
## By Price Range

■ 7-2018 ■ 7-2019



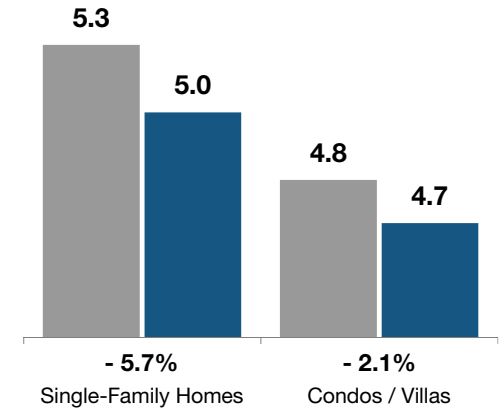
## By Bedroom Count

■ 7-2018 ■ 7-2019



## By Property Type

■ 7-2018 ■ 7-2019



### All Properties

#### By Price Range

	7-2018	7-2019	Change
\$100,000 and Below	4.1	2.7	- 34.1%
\$100,001 to \$225,000	3.0	3.1	+ 3.3%
\$225,001 to \$375,000	3.5	3.2	- 8.6%
\$375,001 to \$650,000	6.0	5.3	- 11.7%
\$650,001 and Above	12.2	12.6	+ 3.3%
<b>All Price Ranges</b>	<b>5.2</b>	<b>5.0</b>	<b>- 3.8%</b>

### Single-Family Homes

	7-2018	7-2019	Change
2 Bedrooms or Less	4.7	2.4	- 48.9%
3 Bedrooms	3.0	3.1	+ 3.3%
4 Bedrooms or More	3.2	3.0	- 6.3%
Single-Family Homes	5.7	5.0	- 12.3%
All Single-Family Homes	12.0	12.3	+ 2.5%
<b>All Single-Family Homes</b>	<b>5.3</b>	<b>5.0</b>	<b>- 5.7%</b>

### Condos / Villas

	7-2018	7-2019	Change
Condos / Villas	3.8	2.8	- 26.3%
Single-Family Homes	2.9	3.0	+ 3.4%
4 Bedrooms or More	4.5	4.1	- 8.9%
3 Bedrooms	7.9	6.9	- 12.7%
2 Bedrooms or Less	14.3	14.8	+ 3.5%
<b>All Condos / Villas</b>	<b>4.8</b>	<b>4.7</b>	<b>- 2.1%</b>

#### By Bedroom Count

	7-2018	7-2019	Change
2 Bedrooms or Less	3.6	3.5	- 2.8%
3 Bedrooms	4.6	4.5	- 2.2%
4 Bedrooms or More	8.0	7.6	- 5.0%
<b>All Bedroom Counts</b>	<b>5.2</b>	<b>5.0</b>	<b>- 3.8%</b>

	7-2018	7-2019	Change
2 Bedrooms or Less	2.4	2.5	+ 4.2%
3 Bedrooms	4.6	4.3	- 6.5%
4 Bedrooms or More	7.8	7.6	- 2.6%
<b>All Single-Family Homes</b>	<b>5.3</b>	<b>5.0</b>	<b>- 5.7%</b>
Condos / Villas	4.5	4.2	- 6.7%
Single-Family Homes	5.1	6.6	+ 29.4%
Single-Family Homes	16.0	6.6	- 58.8%
<b>All Condos / Villas</b>	<b>4.8</b>	<b>4.7</b>	<b>- 2.1%</b>