

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



May 2019

In general, there are still fewer homes for sale at the lower end of the price spectrum, which has unsurprisingly translated into fewer sales at that end of the market. Meanwhile, inventory is rising along with sales in the upper price tiers. For the 12-month period spanning June 2018 through May 2019, Pending Sales in the Hilton Head region were up 4.7 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 14.3 percent.

The overall Median Sales Price was up 2.7 percent to \$316,625. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 1.5 percent to \$345,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 105 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 184 days.

Market-wide, inventory levels were up 3.4 percent. The property type that gained the most inventory was the Condos segment, where it increased 10.6 percent. That amounts to 5.4 months supply for Single-Family homes and 5.1 months supply for Condos.

Quick Facts

+ 14.3%	+ 7.5%	+ 8.5%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$375,001 to \$650,000	3 Bedrooms	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



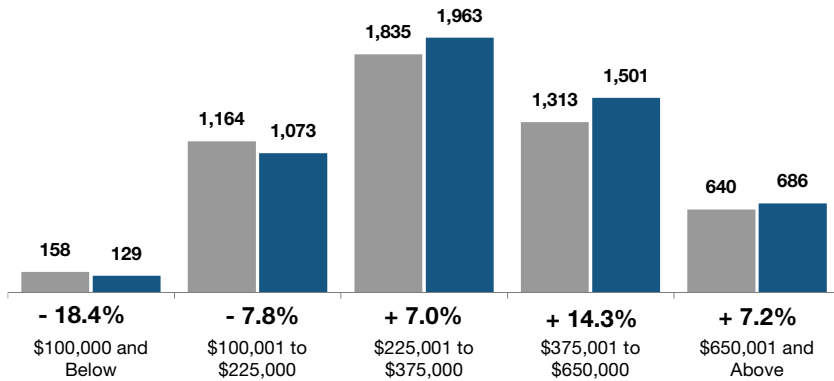
Pending Sales

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



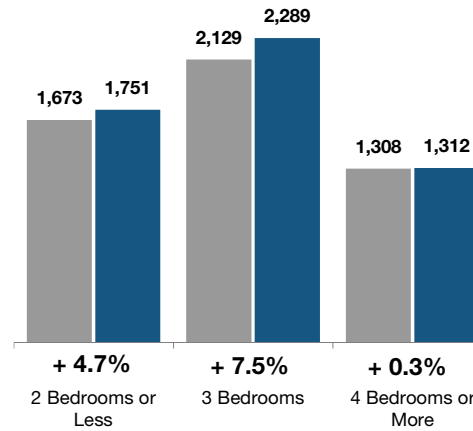
By Price Range

■ 5-2018 ■ 5-2019



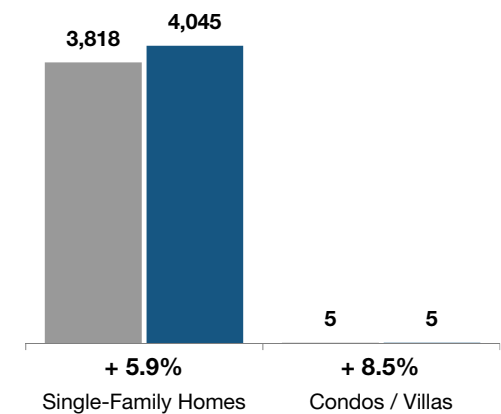
By Bedroom Count

■ 5-2018 ■ 5-2019



By Property Type

■ 5-2018 ■ 5-2019



All Properties

By Price Range

	5-2018	5-2019	Change
\$100,000 and Below	158	129	- 18.4%
\$100,001 to \$225,000	1,164	1,073	- 7.8%
\$225,001 to \$375,000	1,835	1,963	+ 7.0%
\$375,001 to \$650,000	1,313	1,501	+ 14.3%
\$650,001 and Above	640	686	+ 7.2%
All Price Ranges	5,110	5,352	+ 4.7%

Single-Family Homes

	5-2018	5-2019	Change
2 Bedrooms or Less	53	36	- 32.1%
3 Bedrooms	647	539	- 16.7%
4 Bedrooms or More	1,433	1,599	+ 11.6%
	1,108	1,249	+ 12.7%
	577	622	+ 7.8%
All Single-Family Homes	3,818	4,045	+ 5.9%

Condos / Villas

	5-2018	5-2019	Change
	4	2	- 37.1%
	3	3	+ 6.7%
	4	5	+ 28.9%
	8	7	- 12.0%
	13	17	+ 30.8%
All Condos / Villas	5	5	+ 8.5%

By Bedroom Count

	5-2018	5-2019	Change
2 Bedrooms or Less	1,673	1,751	+ 4.7%
3 Bedrooms	2,129	2,289	+ 7.5%
4 Bedrooms or More	1,308	1,312	+ 0.3%
All Bedroom Counts	5,110	5,352	+ 4.7%

	5-2018	5-2019	Change
2 Bedrooms or Less	682	716	+ 5.0%
3 Bedrooms	1,853	2,043	+ 10.3%
4 Bedrooms or More	1,283	1,286	+ 0.2%
All Single-Family Homes	3,818	4,045	+ 5.9%

	5-2018	5-2019	Change
	4	4	+ 7.1%
	6	7	+ 29.8%
	12	8	- 30.3%
All Condos / Villas	5	5	+ 8.5%

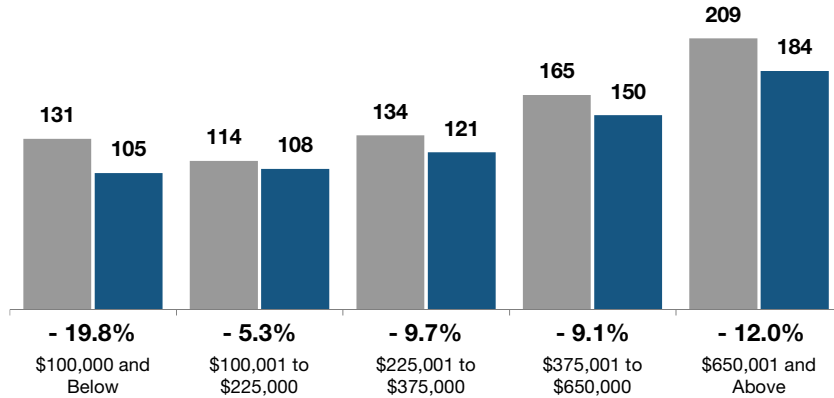
Days on Market Until Sale

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



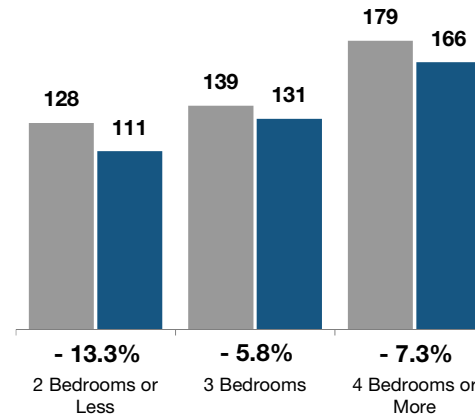
By Price Range

■ 5-2018 ■ 5-2019



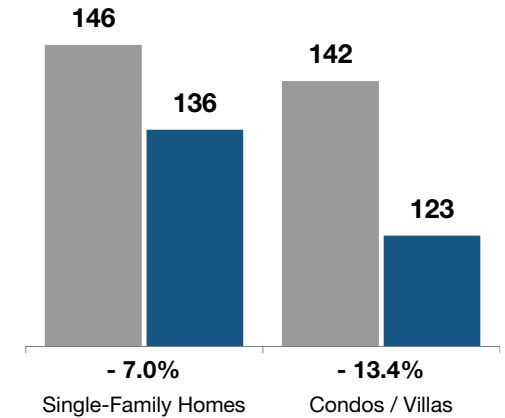
By Bedroom Count

■ 5-2018 ■ 5-2019



By Property Type

■ 5-2018 ■ 5-2019



All Properties

By Price Range

	5-2018	5-2019	Change
\$100,000 and Below	131	105	- 19.8%
\$100,001 to \$225,000	114	108	- 5.3%
\$225,001 to \$375,000	134	121	- 9.7%
\$375,001 to \$650,000	165	150	- 9.1%
\$650,001 and Above	209	184	- 12.0%
All Price Ranges	145	133	- 8.3%

Single-Family Homes

	5-2018	5-2019	Change
2 Bedrooms or Less	150	112	- 25.8%
3 Bedrooms	111	115	+ 3.2%
4 Bedrooms or More	132	119	- 9.8%
Single-Family Homes	161	148	- 8.1%
Condos / Villas	206	182	- 11.7%
All Single-Family Homes	146	136	- 7.0%

Condos / Villas

	5-2018	5-2019	Change
Single-Family Homes	121	103	- 14.9%
Condos / Villas	119	101	- 15.1%
Single-Family Homes	142	129	- 9.2%
Condos / Villas	189	159	- 15.9%
Condos / Villas	235	203	- 13.6%
All Condos / Villas	142	123	- 13.4%

By Bedroom Count

	5-2018	5-2019	Change
2 Bedrooms or Less	128	111	- 13.3%
3 Bedrooms	139	131	- 5.8%
4 Bedrooms or More	179	166	- 7.3%
All Bedroom Counts	145	133	- 8.3%

	5-2018	5-2019	Change
2 Bedrooms or Less	119	101	- 14.7%
3 Bedrooms	136	129	- 4.8%
4 Bedrooms or More	178	166	- 7.2%
All Single-Family Homes	146	136	- 7.0%

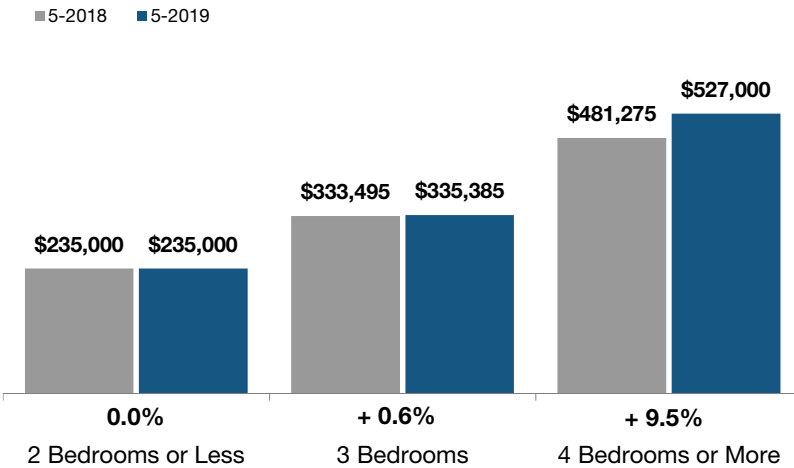
	5-2018	5-2019	Change
Single-Family Homes	135	117	- 13.3%
Condos / Villas	160	144	- 10.0%
Single-Family Homes	236	188	- 20.3%
All Condos / Villas	142	123	- 13.4%

Median Sales Price

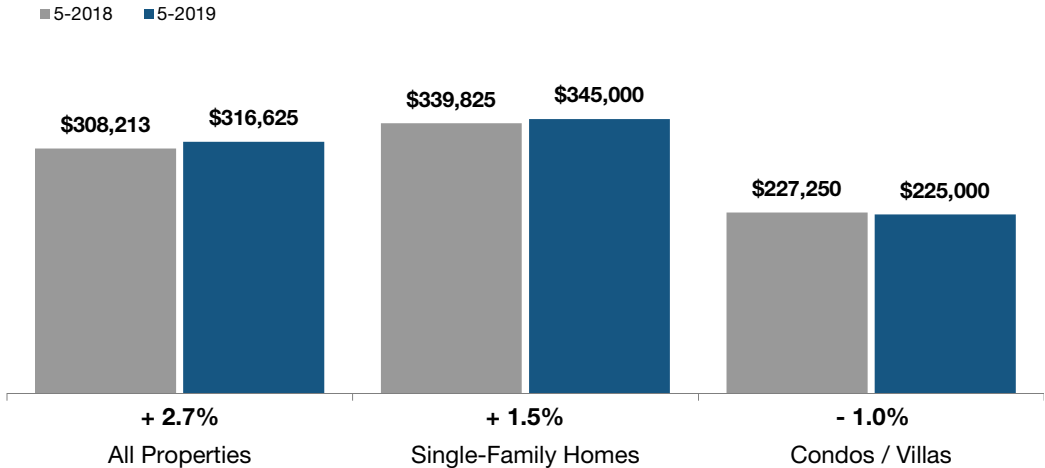
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	5-2018	5-2019	Change
2 Bedrooms or Less	\$235,000	\$235,000	0.0%
3 Bedrooms	\$333,495	\$335,385	+ 0.6%
4 Bedrooms or More	\$481,275	\$527,000	+ 9.5%
All Bedroom Counts	\$308,213	\$316,625	+ 2.7%

Single-Family Homes

5-2018	5-2019	Change	5-2018	5-2019	Change
\$272,000	\$270,000	- 0.7%	\$189,950	\$196,000	+ 3.2%
\$332,000	\$330,000	- 0.6%	\$340,000	\$380,000	+ 11.8%
\$484,900	\$525,000	+ 8.3%	\$464,500	\$585,000	+ 25.9%
\$339,825	\$345,000	+ 1.5%	\$227,250	\$225,000	- 1.0%

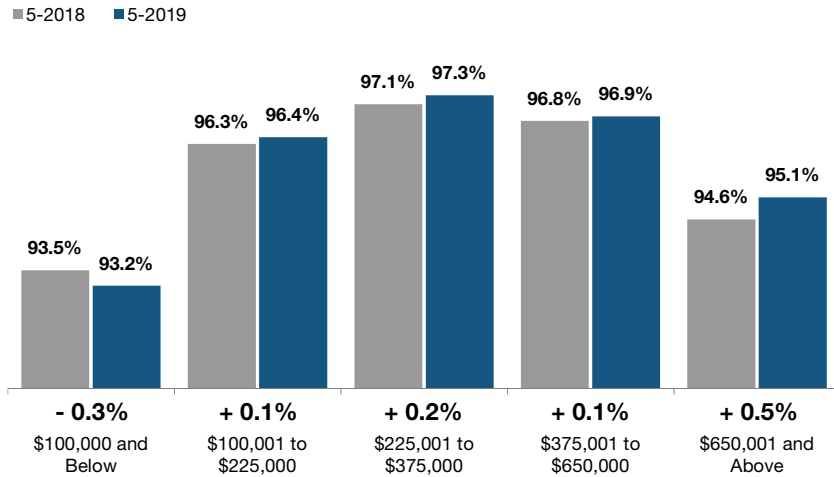
Condos / Villas

Percent of List Price Received

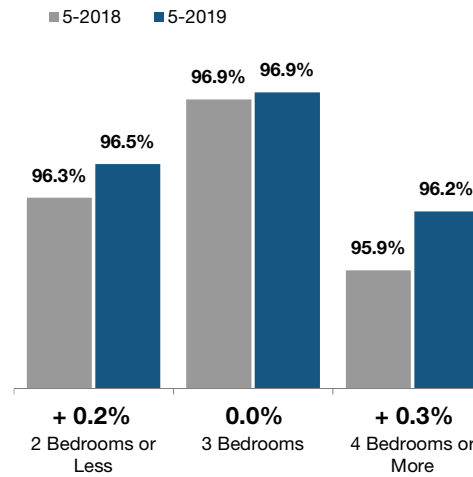
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



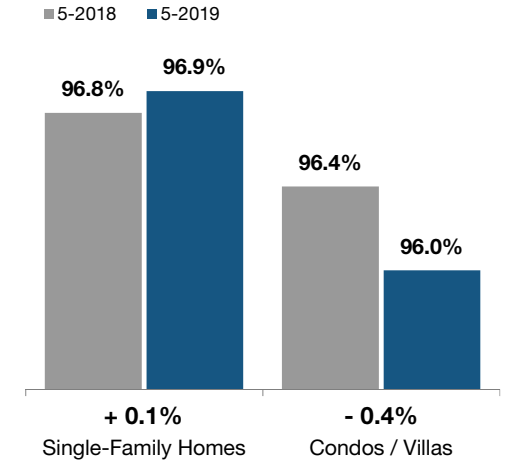
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2018	5-2019	Change
\$100,000 and Below	93.5%	93.2%	- 0.3%
\$100,001 to \$225,000	96.3%	96.4%	+ 0.1%
\$225,001 to \$375,000	97.1%	97.3%	+ 0.2%
\$375,001 to \$650,000	96.8%	96.9%	+ 0.1%
\$650,001 and Above	94.6%	95.1%	+ 0.5%
All Price Ranges	96.4%	96.6%	+ 0.2%

Single-Family Homes

5-2018	5-2019	Change
94.3%	92.4%	- 2.0%
96.9%	96.9%	0.0%
97.4%	97.7%	+ 0.3%
97.0%	97.0%	0.0%
94.6%	95.1%	+ 0.5%
96.8%	96.9%	+ 0.1%

Condos / Villas

5-2018	5-2019	Change
94.3%	91.5%	+ 1.7%
96.2%	96.4%	+ 0.2%
96.7%	96.6%	- 0.1%
96.9%	96.6%	- 0.3%
96.7%	93.6%	- 3.2%
96.4%	96.0%	- 0.4%

By Bedroom Count

5-2018	5-2019	Change
96.3%	96.5%	+ 0.2%
96.9%	96.9%	0.0%
95.9%	96.2%	+ 0.3%
96.4%	96.6%	+ 0.2%

5-2018	5-2019	Change
97.6%	97.8%	+ 0.2%
97.1%	97.0%	- 0.1%
95.9%	96.2%	+ 0.3%
96.8%	96.9%	+ 0.1%

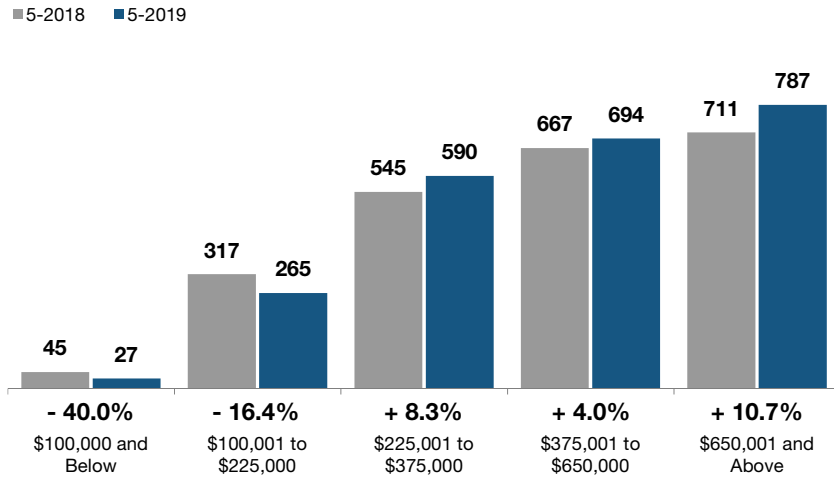
5-2018	5-2019	Change
96.4%	96.2%	- 0.2%
96.7%	95.4%	- 1.3%
94.2%	92.4%	- 1.9%
96.4%	96.0%	- 0.4%

Inventory of Homes for Sale

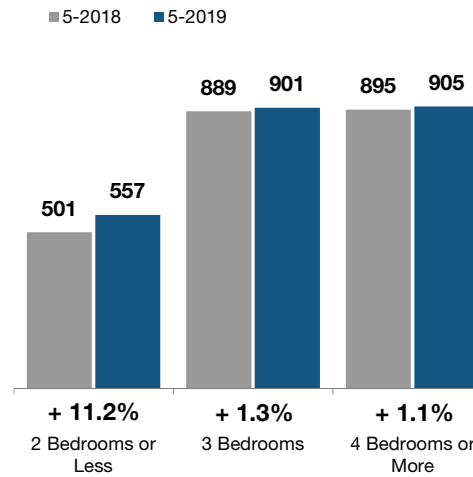
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



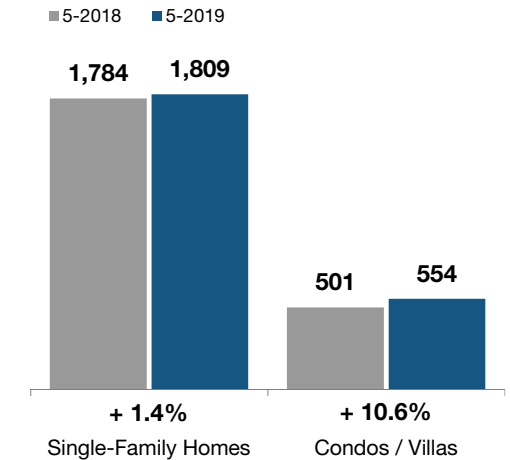
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2018	5-2019	Change
\$100,000 and Below	45	27	- 40.0%
\$100,001 to \$225,000	317	265	- 16.4%
\$225,001 to \$375,000	545	590	+ 8.3%
\$375,001 to \$650,000	667	694	+ 4.0%
\$650,001 and Above	711	787	+ 10.7%
All Price Ranges	2,285	2,363	+ 3.4%

Single-Family Homes

5-2018	5-2019	Change
14	10	- 28.6%
186	123	- 33.9%
418	441	+ 5.5%
525	541	+ 3.0%
641	694	+ 8.3%
1,784	1,809	+ 1.4%

Condos / Villas

5-2018	5-2019	Change
31	17	- 45.2%
131	142	+ 8.4%
127	149	+ 17.3%
142	153	+ 7.7%
70	93	+ 32.9%
501	554	+ 10.6%

By Bedroom Count

5-2018	5-2019	Change
501	557	+ 11.2%
889	901	+ 1.3%
895	905	+ 1.1%
2,285	2,363	+ 3.4%

5-2018	5-2019	Change
158	173	+ 9.5%
758	749	- 1.2%
868	887	+ 2.2%
1,784	1,809	+ 1.4%

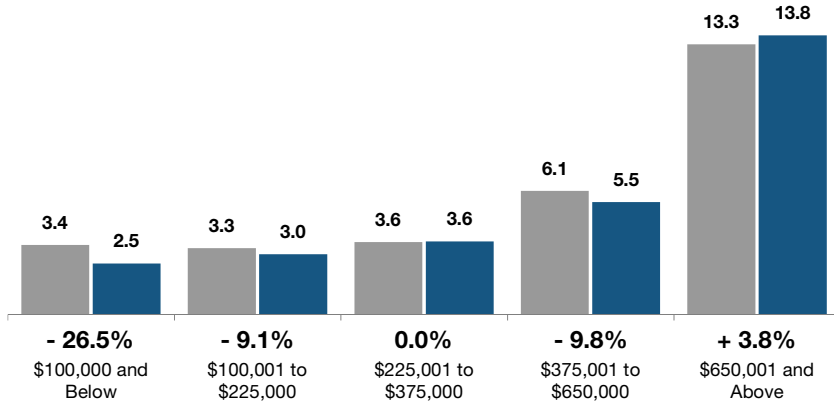
Months Supply of Inventory

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.**



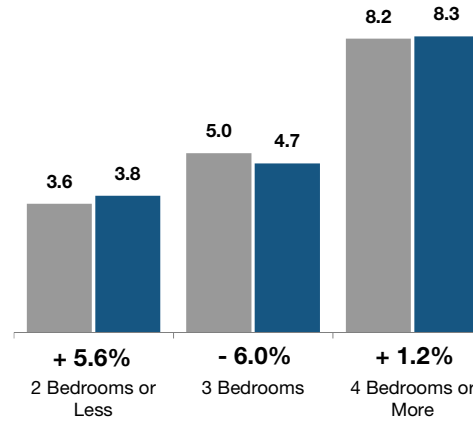
By Price Range

■ 5-2018 ■ 5-2019



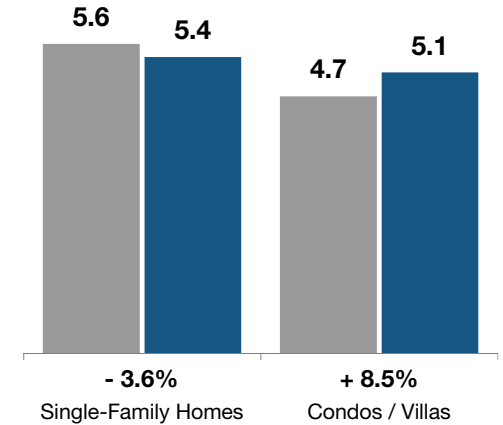
By Bedroom Count

■ 5-2018 ■ 5-2019



By Property Type

■ 5-2018 ■ 5-2019



All Properties

By Price Range

	5-2018	5-2019	Change
\$100,000 and Below	3.4	2.5	- 26.5%
\$100,001 to \$225,000	3.3	3.0	- 9.1%
\$225,001 to \$375,000	3.6	3.6	0.0%
\$375,001 to \$650,000	6.1	5.5	- 9.8%
\$650,001 and Above	13.3	13.8	+ 3.8%
All Price Ranges	5.4	5.3	- 1.9%

Single-Family Homes

	5-2018	5-2019	Change
2 Bedrooms or Less	3.2	3.1	- 3.1%
3 Bedrooms	3.4	2.7	- 20.6%
4 Bedrooms or More	3.5	3.3	- 5.7%
5.7	5.2	- 8.8%	
13.3	13.4	+ 0.8%	
All Single-Family Homes	5.6	5.4	- 3.6%

Condos / Villas

	5-2018	5-2019	Change
3.5	2.2	- 37.1%	
3.0	3.2	+ 6.7%	
3.8	4.9	+ 28.9%	
8.3	7.3	- 12.0%	
13.3	17.4	+ 30.8%	
All Condos / Villas	4.7	5.1	+ 8.5%

By Bedroom Count

	5-2018	5-2019	Change
2 Bedrooms or Less	3.6	3.8	+ 5.6%
3 Bedrooms	5.0	4.7	- 6.0%
4 Bedrooms or More	8.2	8.3	+ 1.2%
All Bedroom Counts	5.4	5.3	- 1.9%

	5-2018	5-2019	Change
2.8	2.9	+ 3.6%	
4.9	4.4	- 10.2%	
8.1	8.3	+ 2.5%	
11.9	8.3	- 30.3%	
All Single-Family Homes	5.6	5.4	- 3.6%