

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2019

As we move into the final months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes. The real estate market this fall is looking healthy. With a strong economy and great mortgage rates, there is a lot to remain optimistic about. For the 12-month period spanning October 2018 through September 2019, Pending Sales in the Hilton Head region were up 6.0 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 12.8 percent.

The overall Median Sales Price was up 3.2 percent to \$322,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 3.1 percent to \$233,250. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 110 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 down 8.6 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 7.3 percent. That amounts to 4.7 months supply for Single-Family homes and 4.2 months supply for Condos.

Quick Facts

+ 12.8%	+ 9.6%	+ 6.1%
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

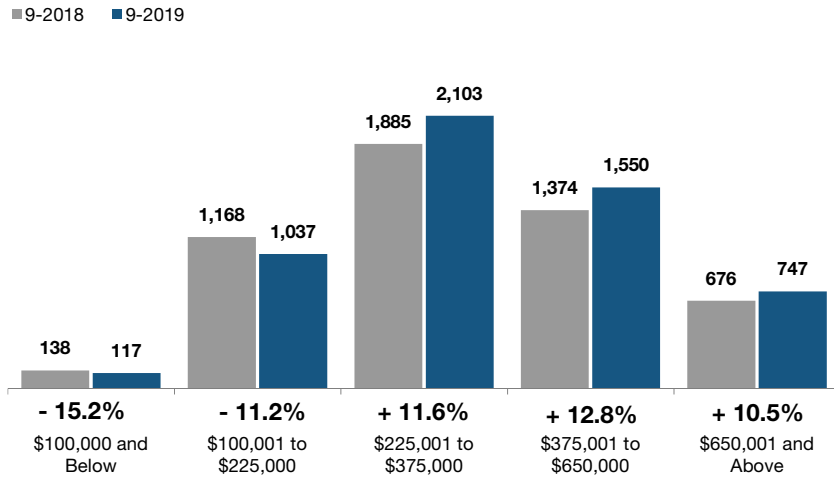


Pending Sales

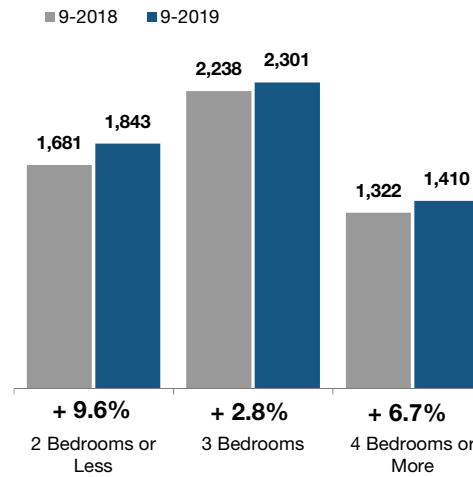
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



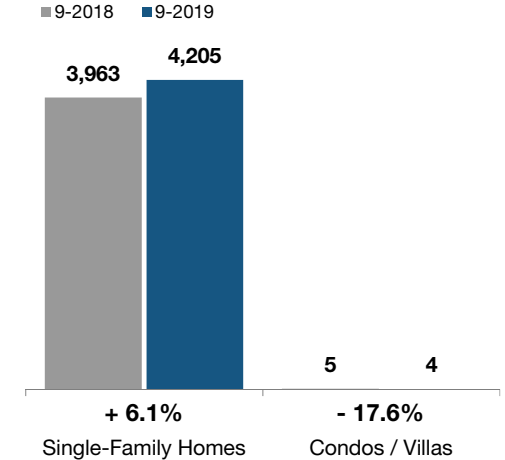
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2018	9-2019	Change
\$100,000 and Below	138	117	- 15.2%
\$100,001 to \$225,000	1,168	1,037	- 11.2%
\$225,001 to \$375,000	1,885	2,103	+ 11.6%
\$375,001 to \$650,000	1,374	1,550	+ 12.8%
\$650,001 and Above	676	747	+ 10.5%
All Price Ranges	5,241	5,554	+ 6.0%

Single-Family Homes

9-2018	9-2019	Change
38	38	0.0%
657	491	- 25.3%
1,499	1,716	+ 14.5%
1,160	1,293	+ 11.5%
609	667	+ 9.5%
3,963	4,205	+ 6.1%

Condos / Villas

9-2018	9-2019	Change
4	4	- 7.3%
3	3	- 22.9%
5	4	- 17.4%
8	7	- 16.7%
13	9	- 28.6%
5	4	- 17.6%

By Bedroom Count

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Less	1,681	1,843	+ 9.6%
3 Bedrooms	2,238	2,301	+ 2.8%
4 Bedrooms or More	1,322	1,410	+ 6.7%
All Bedroom Counts	5,241	5,554	+ 6.0%

9-2018	9-2019	Change	9-2018	9-2019	Change
689	783	+ 13.6%	5	4	- 21.3%
1,974	2,039	+ 3.3%	6	6	+ 7.3%
1,300	1,383	+ 6.4%	17	6	- 66.9%
3,963	4,205	+ 6.1%	5	4	- 17.6%

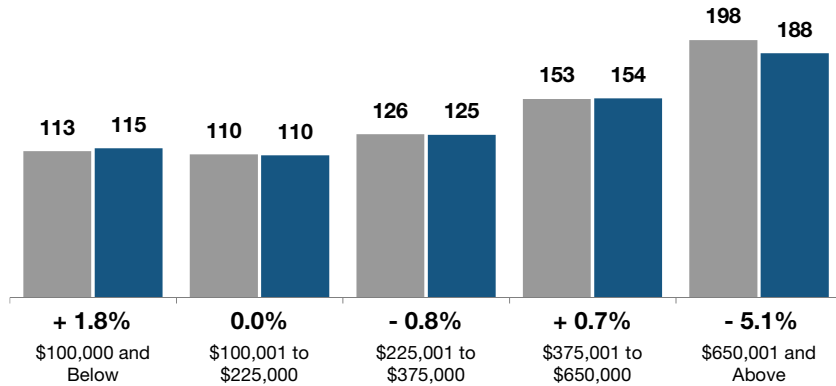
Days on Market Until Sale

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



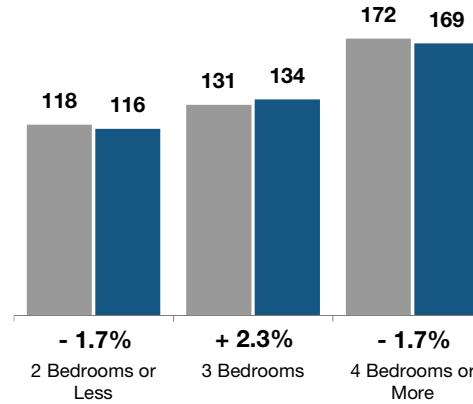
By Price Range

■ 9-2018 ■ 9-2019



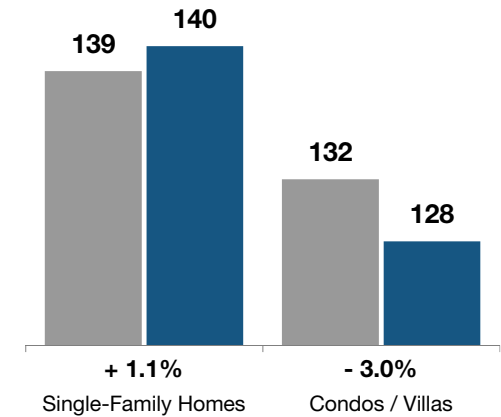
By Bedroom Count

■ 9-2018 ■ 9-2019



By Property Type

■ 9-2018 ■ 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
\$100,000 and Below	113	115	+ 1.8%
\$100,001 to \$225,000	110	110	0.0%
\$225,001 to \$375,000	126	125	- 0.8%
\$375,001 to \$650,000	153	154	+ 0.7%
\$650,001 and Above	198	188	- 5.1%
All Price Ranges	137	137	0.0%

Single-Family Homes

	9-2018	9-2019	Change
2 Bedrooms or Less	120	124	+ 3.6%
3 Bedrooms	110	117	+ 6.2%
4 Bedrooms or More	125	122	- 2.2%
All Single-Family Homes	150	152	+ 1.5%
All Single-Family Homes	193	187	- 3.1%
All Single-Family Homes	139	140	+ 1.1%

Condos / Villas

	9-2018	9-2019	Change
Condos / Villas	110	111	+ 0.9%
Condos / Villas	111	102	- 8.1%
Condos / Villas	131	139	+ 6.1%
Condos / Villas	167	160	- 4.2%
Condos / Villas	248	203	- 18.1%
All Condos / Villas	132	128	- 3.0%

By Bedroom Count

	9-2018	9-2019	Change
2 Bedrooms or Less	118	116	- 1.7%
3 Bedrooms	131	134	+ 2.3%
4 Bedrooms or More	172	169	- 1.7%
All Bedroom Counts	137	137	0.0%

	9-2018	9-2019	Change
2 Bedrooms or Less	110	106	- 4.3%
3 Bedrooms	127	133	+ 4.7%
4 Bedrooms or More	172	168	- 2.1%
All Single-Family Homes	139	140	+ 1.1%

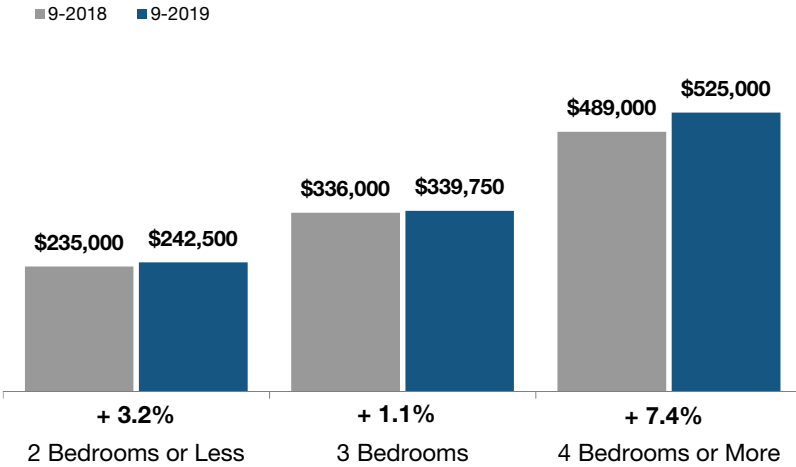
	9-2018	9-2019	Change
Condos / Villas	124	123	- 0.8%
Condos / Villas	155	141	- 9.0%
Condos / Villas	201	225	+ 11.9%
All Condos / Villas	132	128	- 3.0%

Median Sales Price

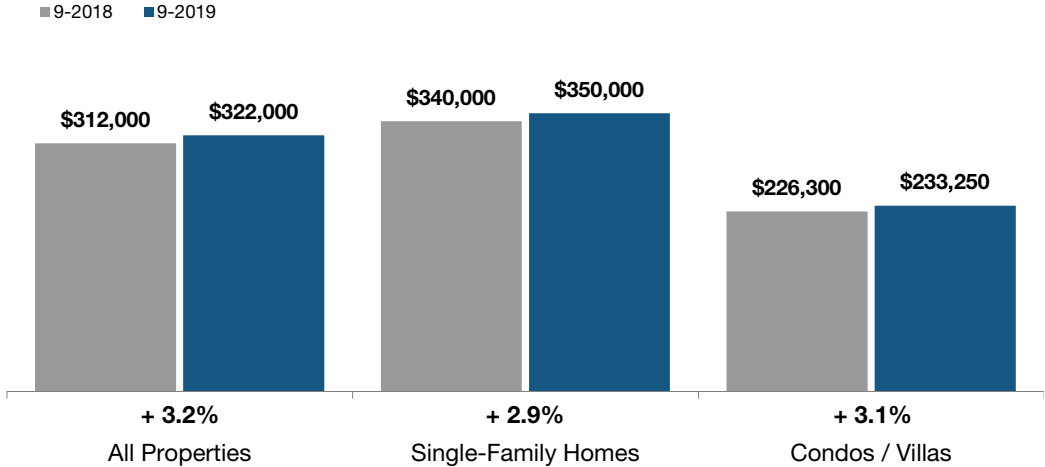
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Less	\$235,000	\$242,500	+ 3.2%
3 Bedrooms	\$336,000	\$339,750	+ 1.1%
4 Bedrooms or More	\$489,000	\$525,000	+ 7.4%
All Bedroom Counts	\$312,000	\$322,000	+ 3.2%

Single-Family Homes

9-2018	9-2019	Change	9-2018	9-2019	Change
\$271,440	\$280,000	+ 3.2%	\$190,000	\$196,000	+ 3.2%
\$333,840	\$336,000	+ 0.6%	\$355,000	\$370,000	+ 4.2%
\$489,000	\$524,250	+ 7.2%	\$483,000	\$645,000	+ 33.5%
\$340,000	\$350,000	+ 2.9%	\$226,300	\$233,250	+ 3.1%

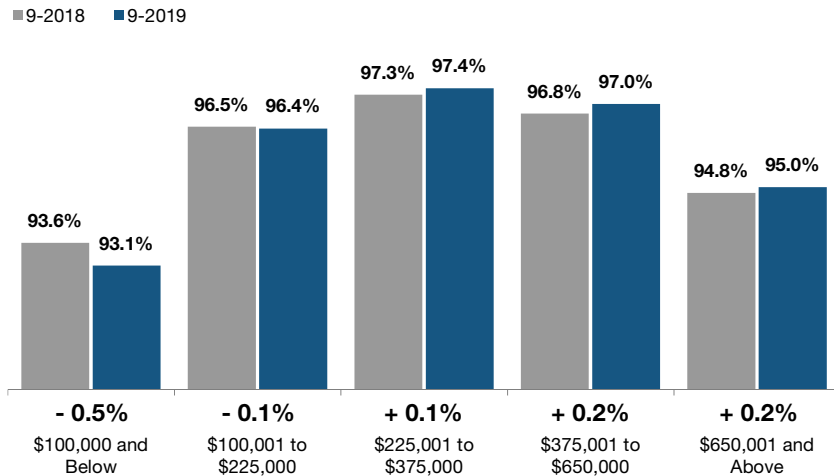
Condos / Villas

Percent of List Price Received

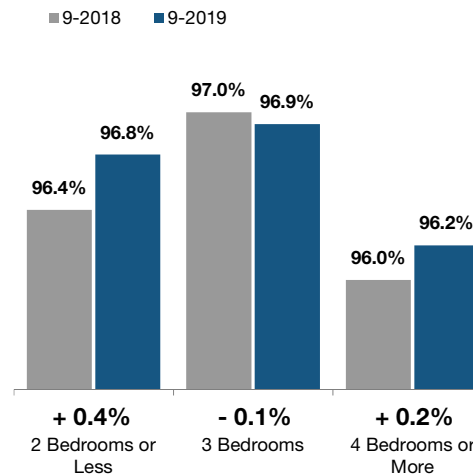
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



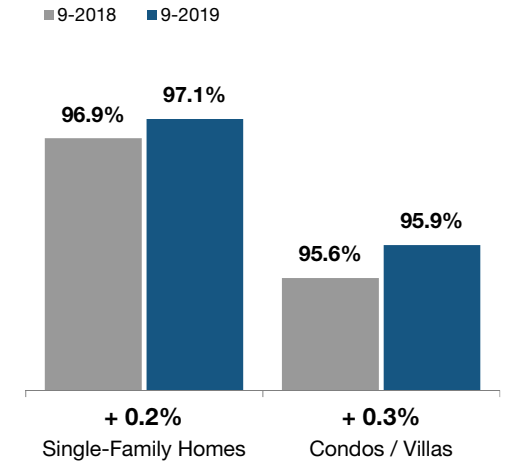
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2018	9-2019	Change
\$100,000 and Below	93.6%	93.1%	-0.5%
\$100,001 to \$225,000	96.5%	96.4%	-0.1%
\$225,001 to \$375,000	97.3%	97.4%	+0.1%
\$375,001 to \$650,000	96.8%	97.0%	+0.2%
\$650,001 and Above	94.8%	95.0%	+0.2%
All Price Ranges	96.6%	96.7%	+0.1%

Single-Family Homes

9-2018	9-2019	Change
94.2%	92.6%	-1.7%
97.1%	97.0%	-0.1%
97.6%	97.8%	+0.2%
97.0%	97.2%	+0.2%
94.8%	95.0%	+0.2%
96.9%	97.1%	+0.2%

Condos / Villas

9-2018	9-2019	Change
92.6%	98.1%	+9.0%
95.6%	96.2%	+0.6%
96.5%	95.2%	-1.3%
95.4%	97.4%	+2.1%
95.5%	92.7%	-2.9%
95.6%	95.9%	+0.3%

By Bedroom Count

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Less	96.4%	96.8%	+0.4%
3 Bedrooms	97.0%	96.9%	-0.1%
4 Bedrooms or More	96.0%	96.2%	+0.2%
All Bedroom Counts	96.6%	96.7%	+0.1%

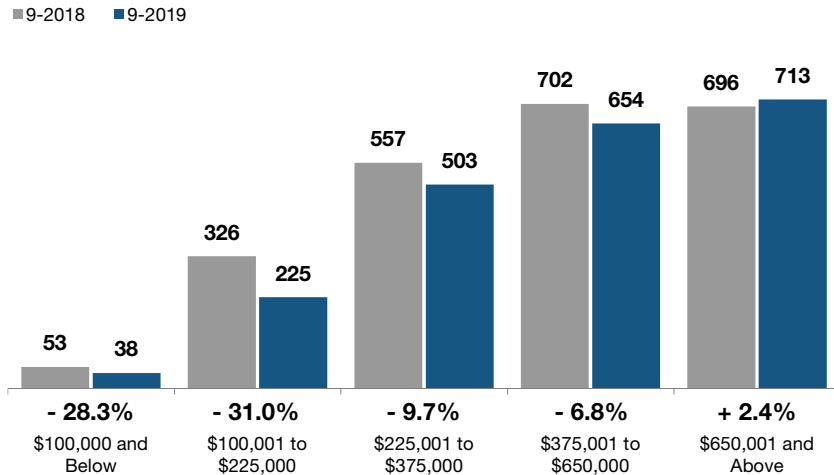
9-2018	9-2019	Change	9-2018	9-2019	Change
97.6%	98.5%	+0.9%	95.4%	96.0%	+0.6%
97.1%	97.1%	0.0%	96.5%	96.1%	-0.4%
96.1%	96.3%	+0.2%	98.9%	90.5%	-8.5%
96.9%	97.1%	+0.2%	95.6%	95.9%	+0.3%

Inventory of Homes for Sale

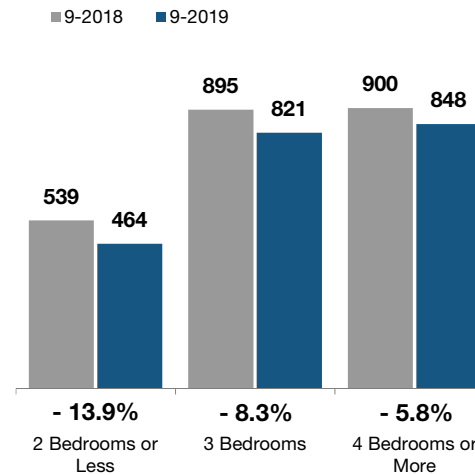
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



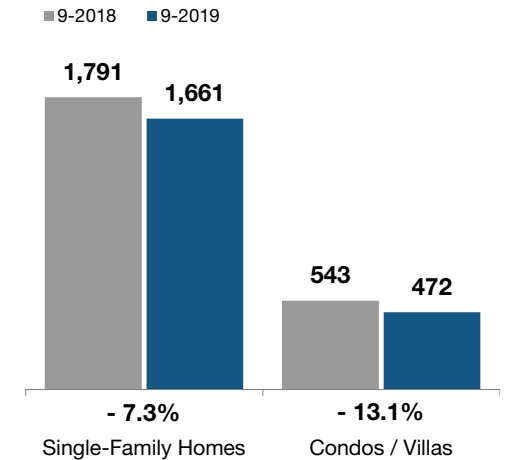
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2018	9-2019	Change
\$100,000 and Below	53	38	- 28.3%
\$100,001 to \$225,000	326	225	- 31.0%
\$225,001 to \$375,000	557	503	- 9.7%
\$375,001 to \$650,000	702	654	- 6.8%
\$650,001 and Above	696	713	+ 2.4%
All Price Ranges	2,334	2,133	- 8.6%

Single-Family Homes

9-2018	9-2019	Change	9-2018	9-2019	Change
19	13	- 31.6%	34	25	- 26.5%
179	103	- 42.5%	147	122	- 17.0%
408	381	- 6.6%	149	122	- 18.1%
563	514	- 8.7%	139	140	+ 0.7%
622	650	+ 4.5%	74	63	- 14.9%
1,791	1,661	- 7.3%	543	472	- 13.1%

Condos / Villas

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Less	539	464	- 13.9%
3 Bedrooms	895	821	- 8.3%
4 Bedrooms or More	900	848	- 5.8%
All Bedroom Counts	2,334	2,133	- 8.6%

9-2018	9-2019	Change	9-2018	9-2019	Change
149	134	- 10.1%	390	330	- 15.4%
774	692	- 10.6%	121	129	+ 6.6%
868	835	- 3.8%	32	13	- 59.4%
1,791	1,661	- 7.3%	543	472	- 13.1%

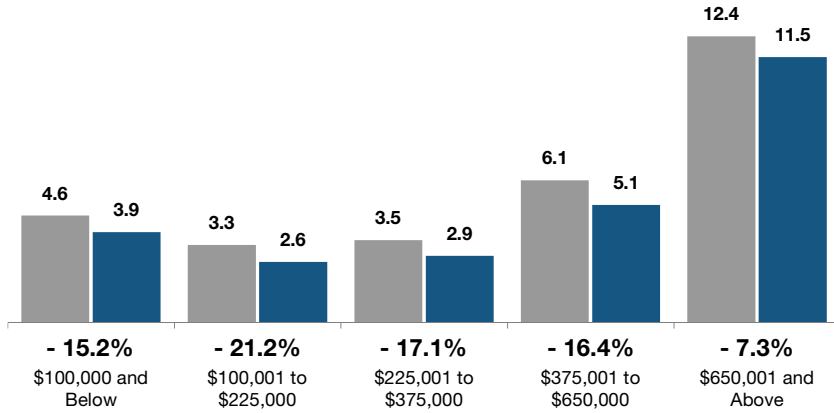
Months Supply of Inventory

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.**



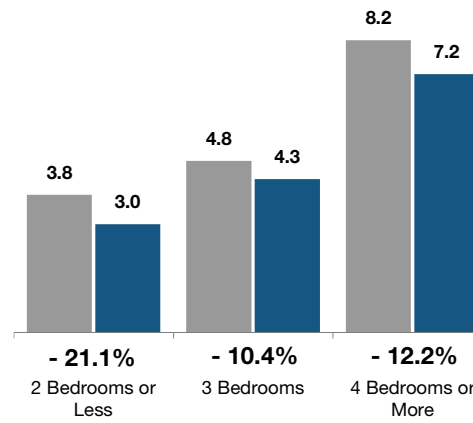
By Price Range

■ 9-2018 ■ 9-2019



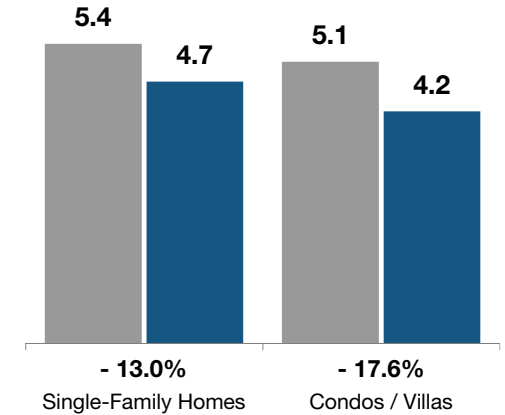
By Bedroom Count

■ 9-2018 ■ 9-2019



By Property Type

■ 9-2018 ■ 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
\$100,000 and Below	4.6	3.9	- 15.2%
\$100,001 to \$225,000	3.3	2.6	- 21.2%
\$225,001 to \$375,000	3.5	2.9	- 17.1%
\$375,001 to \$650,000	6.1	5.1	- 16.4%
\$650,001 and Above	12.4	11.5	- 7.3%
All Price Ranges	5.3	4.6	- 13.2%

Single-Family Homes

	9-2018	9-2019	Change
2 Bedrooms or Less	5.5	4.1	- 25.5%
3 Bedrooms	3.3	2.5	- 24.2%
4 Bedrooms or More	3.3	2.7	- 18.2%
Single-Family Homes	5.8	4.8	- 17.2%
All Single-Family Homes	12.3	11.7	- 4.9%
All Single-Family Homes	5.4	4.7	- 13.0%

Condos / Villas

	9-2018	9-2019	Change
Condos / Villas	4.1	3.8	- 7.3%
Single-Family Homes	3.5	2.7	- 22.9%
4 Bedrooms or More	4.6	3.8	- 17.4%
Single-Family Homes	7.8	6.5	- 16.7%
All Condos / Villas	13.3	9.5	- 28.6%
All Condos / Villas	5.1	4.2	- 17.6%

By Bedroom Count

	9-2018	9-2019	Change
2 Bedrooms or Less	3.8	3.0	- 21.1%
3 Bedrooms	4.8	4.3	- 10.4%
4 Bedrooms or More	8.2	7.2	- 12.2%
All Bedroom Counts	5.3	4.6	- 13.2%

	9-2018	9-2019	Change
2 Bedrooms or Less	2.6	2.1	- 19.2%
3 Bedrooms	4.7	4.1	- 12.8%
4 Bedrooms or More	8.0	7.2	- 10.0%
All Bedroom Counts	5.4	4.7	- 13.0%

	9-2018	9-2019	Change
Condos / Villas	4.7	3.7	- 21.3%
Single-Family Homes	5.5	5.9	+ 7.3%
4 Bedrooms or More	17.5	5.8	- 66.9%
All Condos / Villas	5.1	4.2	- 17.6%