

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## August 2024

U.S. new home sales rose to the highest level since May 2023, following three consecutive monthly declines. Sales of new single-family homes increased 10.6% month-over-month to a seasonally adjusted annual rate of 739,000 units, according to the U.S. Census Bureau, with sales up in all four regions. Nationally, the median new-home sales price grew 3.1% from the previous month to \$429,800, with a 7.5-month supply at the current sales pace. For the 12-month period spanning September 2023 through August 2024, Pending Sales in the Hilton Head Association of REALTORS® region dropped 3.5 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales improved 17.6 percent.

The overall Median Sales Price were up 8.0 percent to \$540,000. The property type with the largest gain was the Single-Family Homes segment, where prices increased 9.5 percent to \$575,000. The price range that tended to sell the quickest was the \$150,001 to \$250,000 range at 103 days. The price range that tended to sell the slowest was the \$500,001 to \$750,000 range at 174 days.

Market-wide, inventory levels were up 34.6 percent. The property type with the largest gain was the Single-Family Homes segment, where the number of properties for sale increased 40.0 percent. That amounts to 3.6 months of inventory for Single-Family Homes and 4.3 months of inventory for Condos.

## Quick Facts

**+ 17.6%**

**- 0.3%**

**+ 2.1%**

Price Range with  
Strongest Sales:  
**\$1,000,001 and Above**

Bedroom Count with  
Strongest Sales:  
**4 Bedrooms or More**

Property Type With  
Strongest Sales:  
**Condos**

Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Days On Market Until Sale	<b>4</b>
Median Sales Price	<b>5</b>
Percent of List Price Received	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>



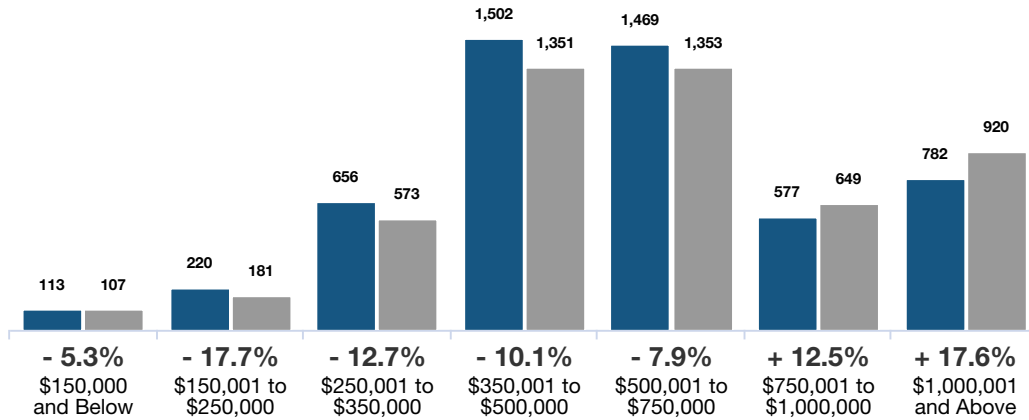
# Pending Sales

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



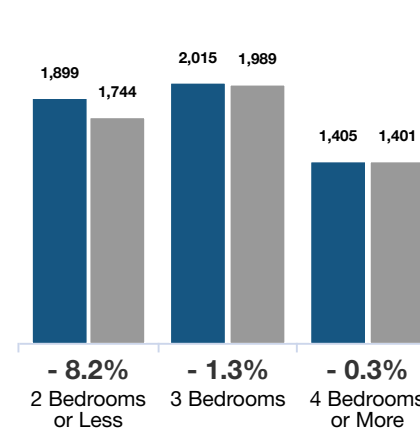
## By Price Range

■ 8-2023 ■ 8-2024



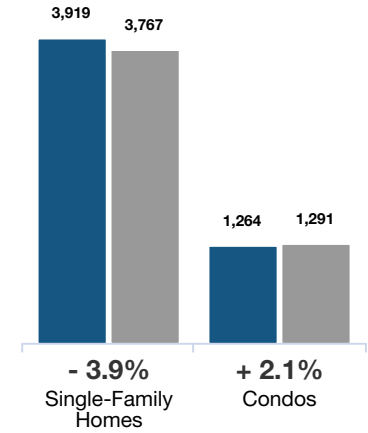
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



### All Properties

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	113	107	- 5.3%
\$150,001 to \$250,000	220	181	- 17.7%
\$250,001 to \$350,000	656	573	- 12.7%
\$350,001 to \$500,000	1,502	1,351	- 10.1%
\$500,001 to \$750,000	1,469	1,353	- 7.9%
\$750,001 to \$1,000,000	577	649	+ 12.5%
\$1,000,001 and Above	782	920	+ 17.6%
<b>All Price Ranges</b>	<b>5,319</b>	<b>5,134</b>	<b>- 3.5%</b>

### Single-Family Homes

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	1,899	1,744	- 8.2%
3 Bedrooms	2,015	1,989	- 1.3%
4 Bedrooms or More	1,405	1,401	- 0.3%
<b>All Bedroom Counts</b>	<b>3,919</b>	<b>3,767</b>	<b>- 3.9%</b>

### Condos

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	19	6	- 68.4%
\$150,001 to \$250,000	157	141	- 10.2%
\$250,001 to \$350,000	294	308	+ 4.8%
\$350,001 to \$500,000	283	281	- 0.7%
\$500,001 to \$750,000	306	321	+ 4.9%
\$750,001 to \$1,000,000	132	151	+ 14.4%
\$1,000,001 and Above	73	83	+ 13.7%
<b>All Price Ranges</b>	<b>1,264</b>	<b>1,291</b>	<b>+ 2.1%</b>

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	1,899	1,744	- 8.2%
3 Bedrooms	2,015	1,989	- 1.3%
4 Bedrooms or More	1,405	1,401	- 0.3%
<b>All Bedroom Counts</b>	<b>5,319</b>	<b>5,134</b>	<b>- 3.5%</b>

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	20	32	+ 60.0%
\$150,001 to \$250,000	60	40	- 33.3%
\$250,001 to \$350,000	360	265	- 26.4%
\$350,001 to \$500,000	1,205	1,069	- 11.3%
\$500,001 to \$750,000	1,147	1,027	- 10.5%
\$750,001 to \$1,000,000	425	497	+ 16.9%
\$1,000,001 and Above	702	837	+ 19.2%
<b>All Price Ranges</b>	<b>3,919</b>	<b>3,767</b>	<b>- 3.9%</b>

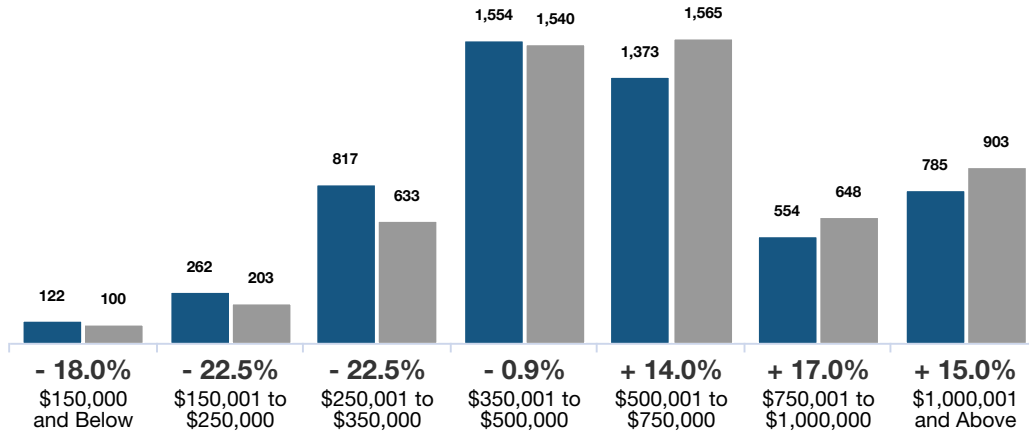
# Closed Sales

A count of the actual sales that closed. **Based on a rolling 12-month total.**



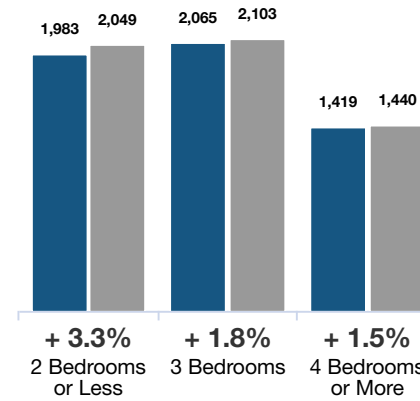
## By Price Range

■ 8-2023 ■ 8-2024



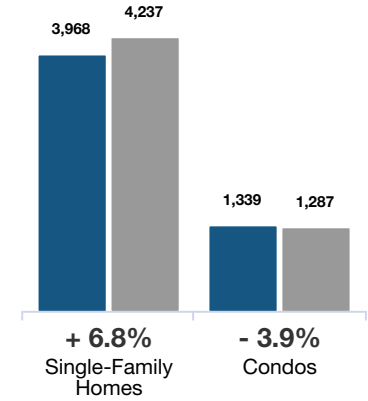
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	8-2023	8-2024	Change	8-2023	8-2024	Change	8-2023	8-2024	Change
\$150,000 and Below	122	100	- 18.0%	20	32	+ 60.0%	22	7	- 68.2%
\$150,001 to \$250,000	262	203	- 22.5%	66	41	- 37.9%	193	162	- 16.1%
\$250,001 to \$350,000	817	633	- 22.5%	485	319	- 34.2%	327	314	- 4.0%
\$350,001 to \$500,000	1,554	1,540	- 0.9%	1,265	1,266	+ 0.1%	273	273	0.0%
\$500,001 to \$750,000	1,373	1,565	+ 14.0%	1,052	1,241	+ 18.0%	298	319	+ 7.0%
\$750,001 to \$1,000,000	554	648	+ 17.0%	394	511	+ 29.7%	134	136	+ 1.5%
\$1,000,001 and Above	785	903	+ 15.0%	686	827	+ 20.6%	92	76	- 17.4%
<b>All Price Ranges</b>	<b>5,467</b>	<b>5,592</b>	<b>+ 2.3%</b>	<b>3,968</b>	<b>4,237</b>	<b>+ 6.8%</b>	<b>1,339</b>	<b>1,287</b>	<b>- 3.9%</b>
By Bedroom Count	8-2023	8-2024	Change	8-2023	8-2024	Change	8-2023	8-2024	Change
2 Bedrooms or Less	1,983	2,049	+ 3.3%	1,013	1,142	+ 12.7%	896	859	- 4.1%
3 Bedrooms	2,065	2,103	+ 1.8%	1,612	1,716	+ 6.5%	376	375	- 0.3%
4 Bedrooms or More	1,419	1,440	+ 1.5%	1,343	1,379	+ 2.7%	67	53	- 20.9%
<b>All Bedroom Counts</b>	<b>5,467</b>	<b>5,592</b>	<b>+ 2.3%</b>	<b>3,968</b>	<b>4,237</b>	<b>+ 6.8%</b>	<b>1,339</b>	<b>1,287</b>	<b>- 3.9%</b>

# Days On Market Until Sale

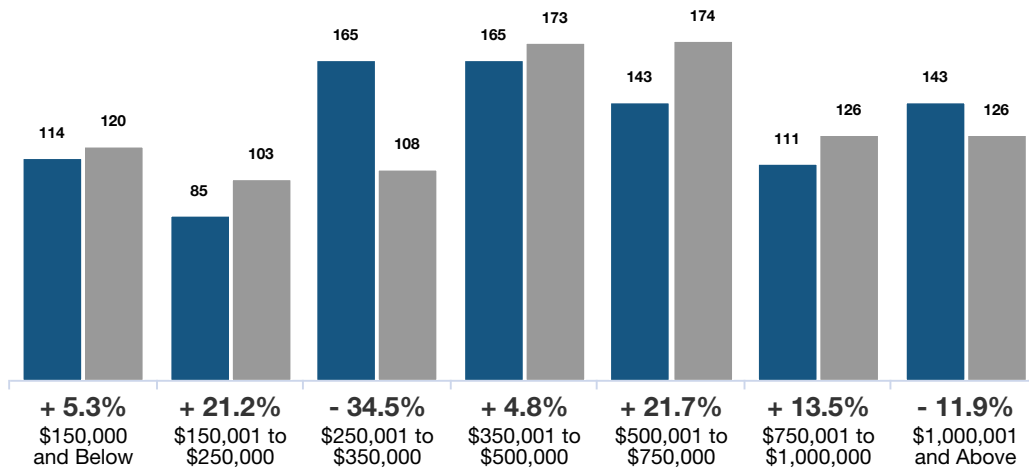
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



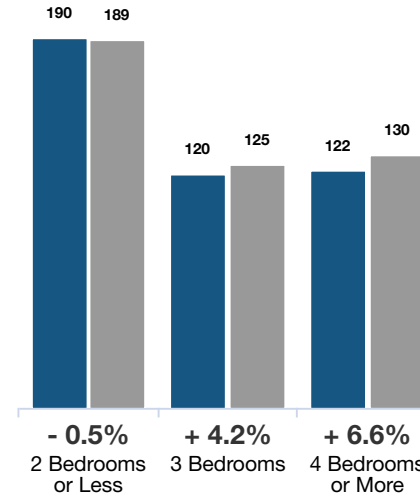
## By Price Range

■ 8-2023 ■ 8-2024



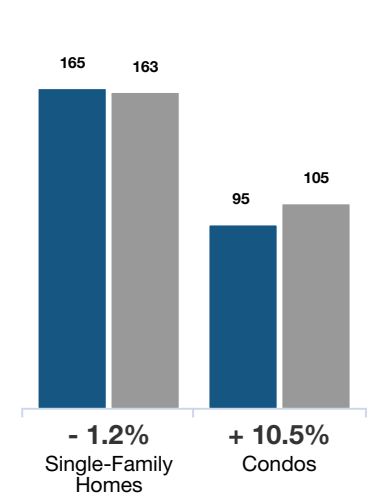
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



### All Properties

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	114	120	+ 5.3%
\$150,001 to \$250,000	85	103	+ 21.2%
\$250,001 to \$350,000	165	108	- 34.5%
\$350,001 to \$500,000	165	173	+ 4.8%
\$500,001 to \$750,000	143	174	+ 21.7%
\$750,001 to \$1,000,000	111	126	+ 13.5%
\$1,000,001 and Above	143	126	- 11.9%
<b>All Price Ranges</b>	<b>146</b>	<b>149</b>	<b>+ 2.1%</b>

### Single-Family Homes

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	131	116	- 11.5%
3 Bedrooms	99	85	- 14.1%
4 Bedrooms or More	226	100	- 55.8%
2 Bedrooms or Less	182	188	+ 3.3%
3 Bedrooms	162	194	+ 19.8%
4 Bedrooms or More	118	135	+ 14.4%
<b>All Bedroom Counts</b>	<b>130</b>	<b>126</b>	<b>- 3.1%</b>
<b>All Price Ranges</b>	<b>165</b>	<b>163</b>	<b>- 1.2%</b>

### Condos

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	131	75	- 42.7%
\$150,001 to \$250,000	81	108	+ 33.3%
\$250,001 to \$350,000	76	116	+ 52.6%
\$350,001 to \$500,000	92	106	+ 15.2%
\$500,001 to \$750,000	81	95	+ 17.3%
\$750,001 to \$1,000,000	95	90	- 5.3%
\$1,000,001 and Above	240	127	- 47.1%
<b>All Price Ranges</b>	<b>95</b>	<b>105</b>	<b>+ 10.5%</b>

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	190	189	- 0.5%
3 Bedrooms	120	125	+ 4.2%
4 Bedrooms or More	122	130	+ 6.6%
<b>All Bedroom Counts</b>	<b>146</b>	<b>149</b>	<b>+ 2.1%</b>

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	290	259	- 10.7%
\$150,001 to \$250,000	123	126	+ 2.4%
\$250,001 to \$350,000	123	130	+ 5.7%
<b>All Price Ranges</b>	<b>165</b>	<b>163</b>	<b>- 1.2%</b>

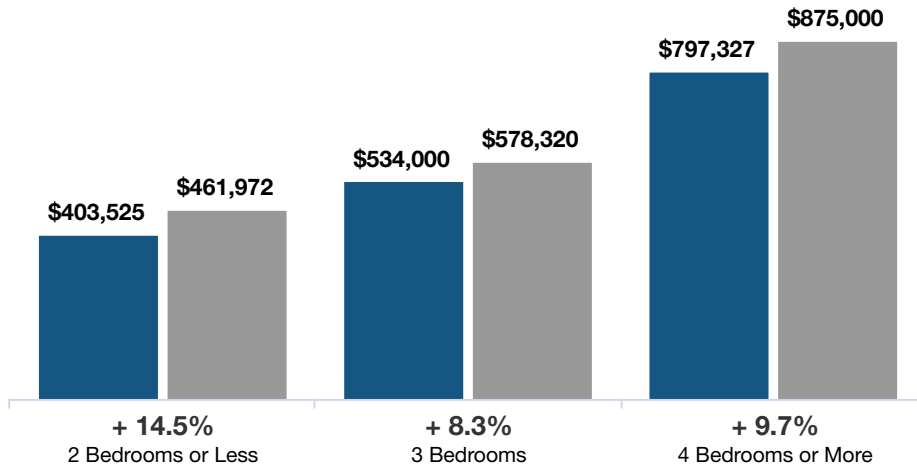
# Median Sales Price

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



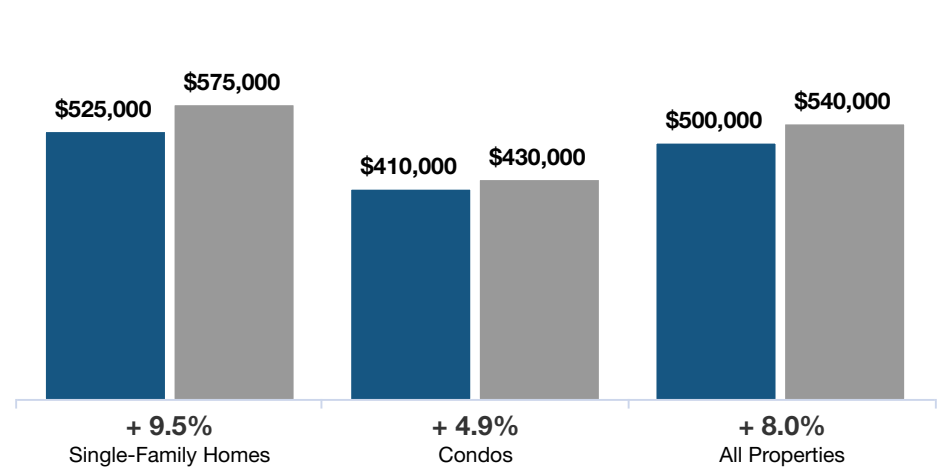
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



### All Properties

#### By Bedroom Count

	8-2023	8-2024	Change
2 Bedrooms or Less	\$403,525	\$461,972	+ 14.5%
3 Bedrooms	\$534,000	\$578,320	+ 8.3%
4 Bedrooms or More	\$797,327	\$875,000	+ 9.7%
<b>All Bedroom Counts</b>	<b>\$500,000</b>	<b>\$540,000</b>	<b>+ 8.0%</b>

### Single-Family Homes

	8-2023	8-2024	Change
Single-Family Homes	\$429,000	\$488,000	+ 13.8%
Single-Family Homes	\$530,000	\$590,667	+ 11.4%
Single-Family Homes	\$802,140	\$886,000	+ 10.5%
<b>All Single-Family Homes</b>	<b>\$525,000</b>	<b>\$575,000</b>	<b>+ 9.5%</b>

### Condos

	8-2023	8-2024	Change
Condos	\$365,000	\$377,500	+ 3.4%
Condos	\$552,000	\$515,000	- 6.7%
Condos	\$531,001	\$695,000	+ 30.9%
<b>All Condos</b>	<b>\$410,000</b>	<b>\$430,000</b>	<b>+ 4.9%</b>

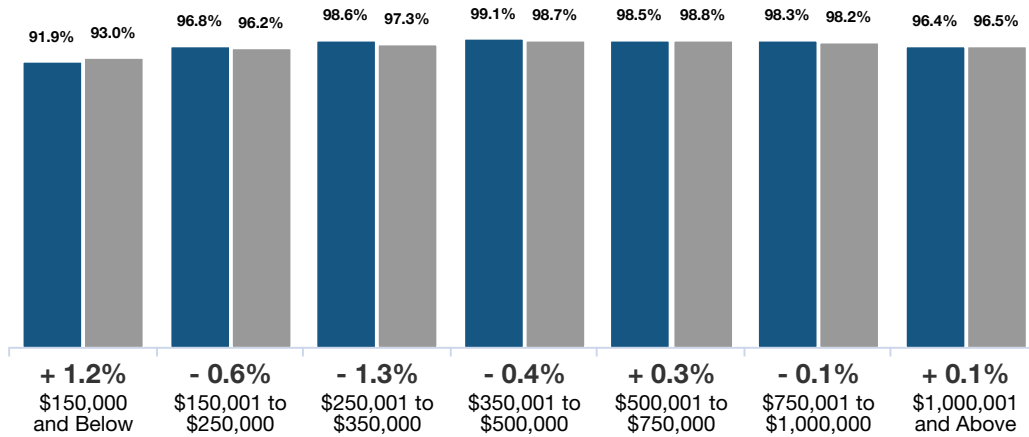
# Percent of List Price Received



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.**

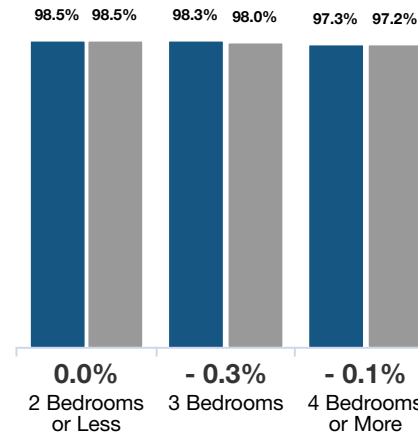
## By Price Range

■ 8-2023 ■ 8-2024



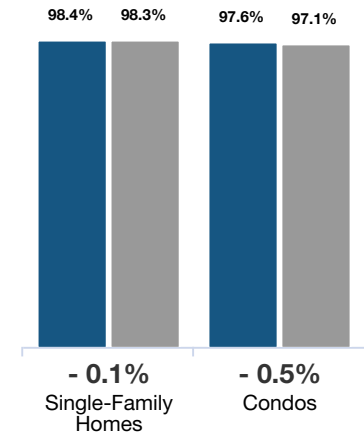
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	8-2023	8-2024	Change	8-2023	8-2024	Change	8-2023	8-2024	Change
\$150,000 and Below	91.9%	93.0%	+ 1.2%	91.8%	95.3%	+ 3.8%	88.3%	95.3%	+ 7.9%
\$150,001 to \$250,000	96.8%	96.2%	- 0.6%	95.8%	94.7%	- 1.1%	97.2%	96.6%	- 0.6%
\$250,001 to \$350,000	98.6%	97.3%	- 1.3%	99.3%	97.7%	- 1.6%	97.5%	96.9%	- 0.6%
\$350,001 to \$500,000	99.1%	98.7%	- 0.4%	99.3%	99.1%	- 0.2%	98.2%	96.8%	- 1.4%
\$500,001 to \$750,000	98.5%	98.8%	+ 0.3%	98.6%	99.1%	+ 0.5%	98.2%	97.5%	- 0.7%
\$750,001 to \$1,000,000	98.3%	98.2%	- 0.1%	98.4%	98.3%	- 0.1%	98.0%	97.9%	- 0.1%
\$1,000,001 and Above	96.4%	96.5%	+ 0.1%	96.3%	96.4%	+ 0.1%	96.8%	97.4%	+ 0.6%
<b>All Price Ranges</b>	<b>98.1%</b>	<b>98.0%</b>	<b>- 0.1%</b>	<b>98.4%</b>	<b>98.3%</b>	<b>- 0.1%</b>	<b>97.6%</b>	<b>97.1%</b>	<b>- 0.5%</b>
By Bedroom Count	8-2023	8-2024	Change	8-2023	8-2024	Change	8-2023	8-2024	Change
2 Bedrooms or Less	98.5%	98.5%	0.0%	99.9%	99.9%	0.0%	97.3%	97.0%	- 0.3%
3 Bedrooms	98.3%	98.0%	- 0.3%	98.4%	98.2%	- 0.2%	98.3%	97.5%	- 0.8%
4 Bedrooms or More	97.3%	97.2%	- 0.1%	97.3%	97.2%	- 0.1%	97.6%	96.8%	- 0.8%
<b>All Bedroom Counts</b>	<b>98.1%</b>	<b>98.0%</b>	<b>- 0.1%</b>	<b>98.4%</b>	<b>98.3%</b>	<b>- 0.1%</b>	<b>97.6%</b>	<b>97.1%</b>	<b>- 0.5%</b>

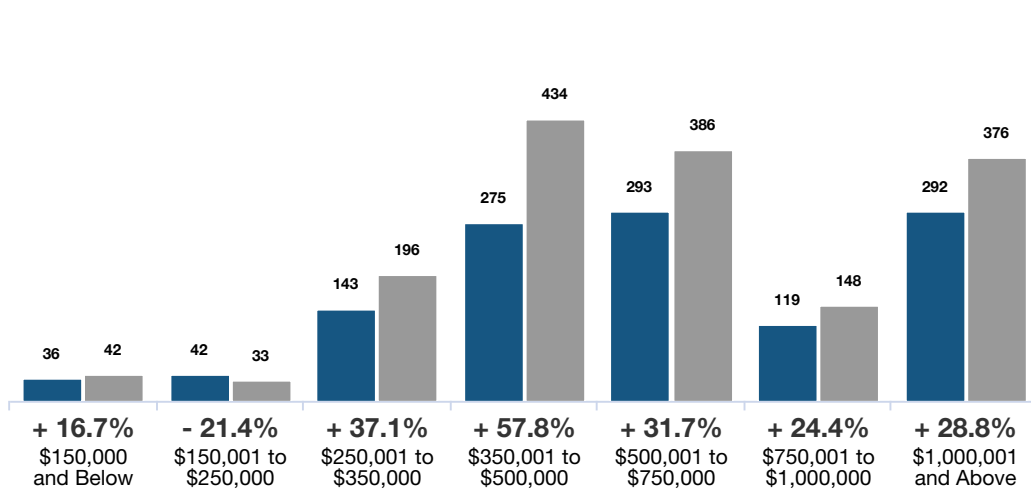
# Inventory of Homes for Sale



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

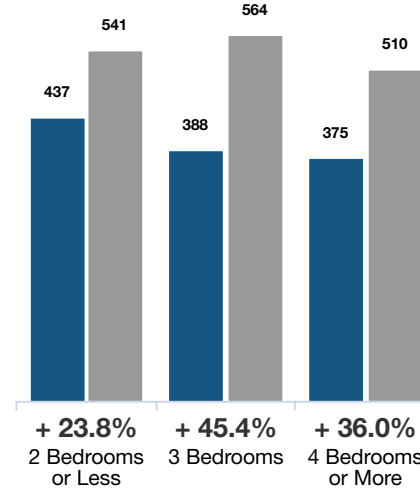
## By Price Range

■ 8-2023 ■ 8-2024



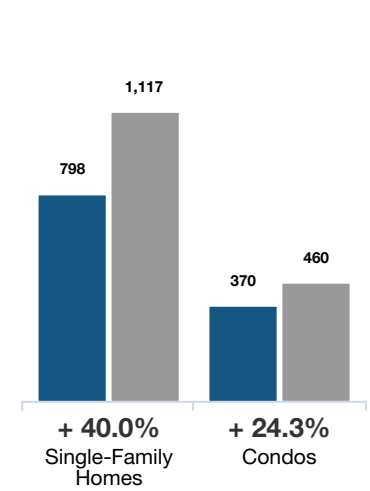
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	8-2023	8-2024	Change	8-2023	8-2024	Change	8-2023	8-2024	Change
\$150,000 and Below	36	42	+ 16.7%	11	6	- 45.5%	3	3	0.0%
\$150,001 to \$250,000	42	33	- 21.4%	3	17	+ 466.7%	36	15	- 58.3%
\$250,001 to \$350,000	143	196	+ 37.1%	48	70	+ 45.8%	95	126	+ 32.6%
\$350,001 to \$500,000	275	434	+ 57.8%	183	314	+ 71.6%	90	119	+ 32.2%
\$500,001 to \$750,000	293	386	+ 31.7%	202	273	+ 35.1%	88	112	+ 27.3%
\$750,001 to \$1,000,000	119	148	+ 24.4%	90	106	+ 17.8%	28	40	+ 42.9%
\$1,000,001 and Above	292	376	+ 28.8%	261	331	+ 26.8%	30	45	+ 50.0%
<b>All Price Ranges</b>	<b>1,200</b>	<b>1,615</b>	<b>+ 34.6%</b>	<b>798</b>	<b>1,117</b>	<b>+ 40.0%</b>	<b>370</b>	<b>460</b>	<b>+ 24.3%</b>
By Bedroom Count	8-2023	8-2024	Change	8-2023	8-2024	Change	8-2023	8-2024	Change
2 Bedrooms or Less	437	541	+ 23.8%	149	182	+ 22.1%	270	331	+ 22.6%
3 Bedrooms	388	564	+ 45.4%	295	452	+ 53.2%	85	106	+ 24.7%
4 Bedrooms or More	375	510	+ 36.0%	354	483	+ 36.4%	15	23	+ 53.3%
<b>All Bedroom Counts</b>	<b>1,200</b>	<b>1,615</b>	<b>+ 34.6%</b>	<b>798</b>	<b>1,117</b>	<b>+ 40.0%</b>	<b>370</b>	<b>460</b>	<b>+ 24.3%</b>

# Months Supply of Inventory

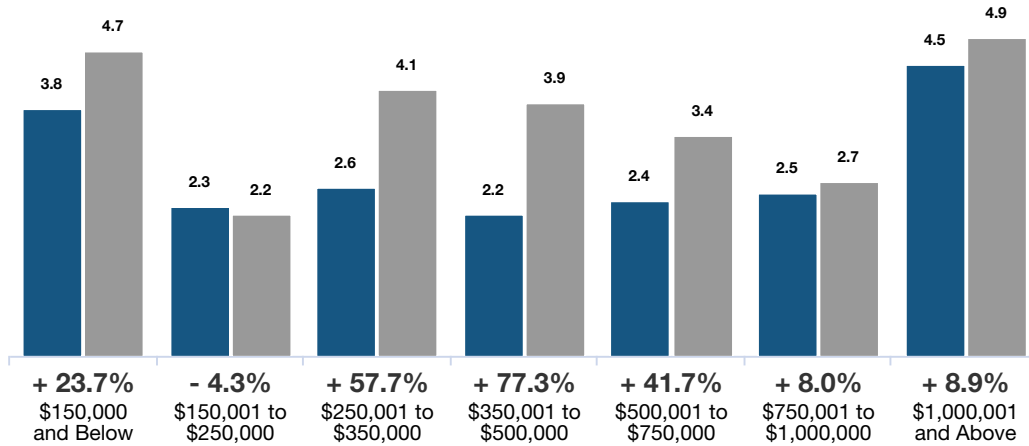


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

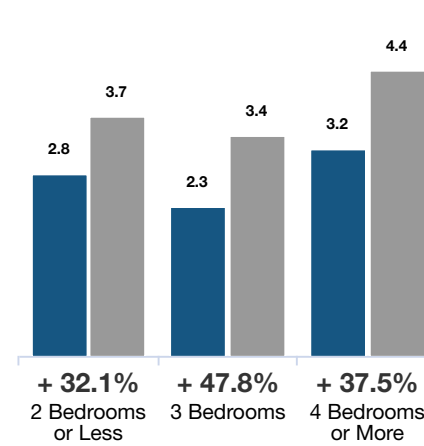
## By Price Range

■ 8-2023 ■ 8-2024



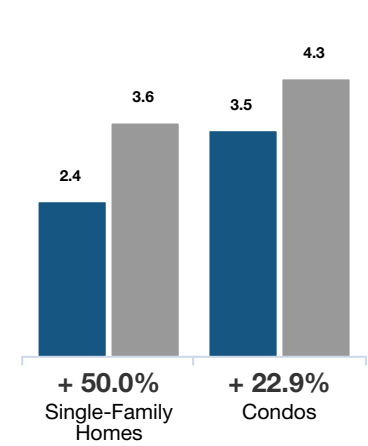
## By Bedroom Count

■ 8-2023 ■ 8-2024



## By Property Type

■ 8-2023 ■ 8-2024



### All Properties

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	3.8	4.7	+ 23.7%
\$150,001 to \$250,000	2.3	2.2	- 4.3%
\$250,001 to \$350,000	2.6	4.1	+ 57.7%
\$350,001 to \$500,000	2.2	3.9	+ 77.3%
\$500,001 to \$750,000	2.4	3.4	+ 41.7%
\$750,001 to \$1,000,000	2.5	2.7	+ 8.0%
\$1,000,001 and Above	4.5	4.9	+ 8.9%
<b>All Price Ranges</b>	<b>2.7</b>	<b>3.8</b>	<b>+ 40.7%</b>

### Single-Family Homes

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	2.8	3.7	+ 32.1%
3 Bedrooms	2.3	3.4	+ 47.8%
4 Bedrooms or More	3.2	4.4	+ 37.5%
<b>All Bedroom Counts</b>	<b>2.7</b>	<b>3.8</b>	<b>+ 40.7%</b>

### Condos

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	5.0	2.2	- 56.0%
\$150,001 to \$250,000	0.6	4.7	+ 683.3%
\$250,001 to \$350,000	1.6	3.2	+ 100.0%
\$350,001 to \$500,000	1.8	3.5	+ 94.4%
\$500,001 to \$750,000	2.1	3.2	+ 52.4%
\$750,001 to \$1,000,000	2.5	2.6	+ 4.0%
\$1,000,001 and Above	4.5	4.7	+ 4.4%
<b>All Price Ranges</b>	<b>2.4</b>	<b>3.6</b>	<b>+ 50.0%</b>

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	2.8	3.7	+ 32.1%
3 Bedrooms	2.3	3.4	+ 47.8%
4 Bedrooms or More	3.2	4.4	+ 37.5%
<b>All Bedroom Counts</b>	<b>2.7</b>	<b>3.8</b>	<b>+ 40.7%</b>

By Price Range	8-2023	8-2024	Change
\$150,000 and Below	1.3	3.0	+ 130.8%
\$150,001 to \$250,000	2.8	1.3	- 53.6%
\$250,001 to \$350,000	3.9	4.9	+ 25.6%
\$350,001 to \$500,000	3.8	5.1	+ 34.2%
\$500,001 to \$750,000	3.5	4.2	+ 20.0%
\$750,001 to \$1,000,000	2.5	3.2	+ 28.0%
\$1,000,001 and Above	4.9	6.5	+ 32.7%
<b>All Price Ranges</b>	<b>3.5</b>	<b>4.3</b>	<b>+ 22.9%</b>

By Bedroom Count	8-2023	8-2024	Change
2 Bedrooms or Less	1.8	2.6	+ 44.4%
3 Bedrooms	2.2	3.4	+ 54.5%
4 Bedrooms or More	3.2	4.3	+ 34.4%
<b>All Bedroom Counts</b>	<b>2.4</b>	<b>3.6</b>	<b>+ 50.0%</b>