

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



December 2024

U.S. sales of new residential homes jumped 5.9% month-over-month and 8.7% year-over-year to a seasonally adjusted annual rate of 664,000 units, led by gains in the South and Midwest, according to the U.S. Census Bureau. The median new home sales price was \$402,600, down 5.4% from the previous month and a 6.3% decrease from the same time last year. There were approximately 490,000 new homes for sale heading into December, for an 8.9-month supply at the current sales pace. For the 12-month period spanning January 2024 through December 2024, Pending Sales in the Hilton Head Association of REALTORS® region decreased 0.1 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales rose 24.2 percent.

The overall Median Sales Price rose 5.3 percent to \$544,950. The property type with the largest gain was the Single-Family Homes segment, where prices were up 7.4 percent to \$580,000. The price range that tended to sell the quickest was the \$150,001 to \$250,000 range at 94 days. The price range that tended to sell the slowest was the \$350,001 to \$500,000 range at 177 days.

Market-wide, inventory levels improved 16.2 percent. The property type with the largest gain was the Single-Family Homes segment, where the number of properties for sale rose 21.6 percent. That amounts to 3.5 months of inventory for Single-Family Homes and 4.0 months of inventory for Condos.

Quick Facts

+ 24.2%

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

+ 10.2%

Bedroom Count with
Strongest Sales:
4 Bedrooms or More

+ 3.2%

Property Type With
Strongest Sales:
Condos

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



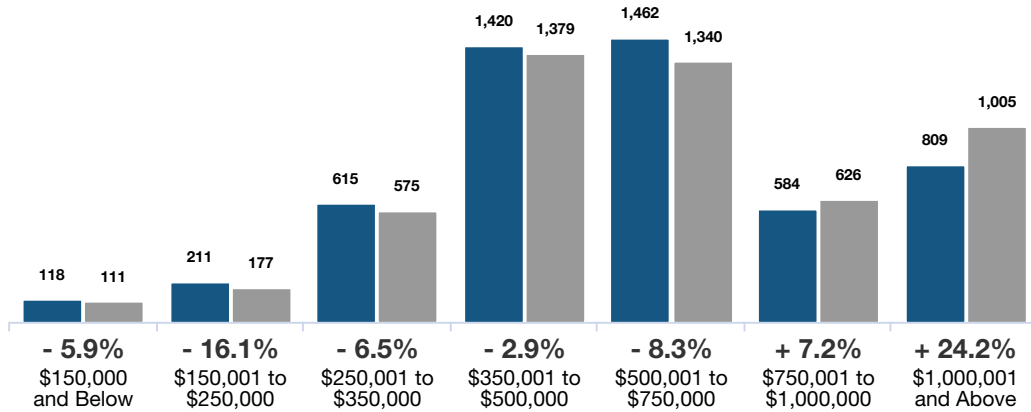
Pending Sales

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



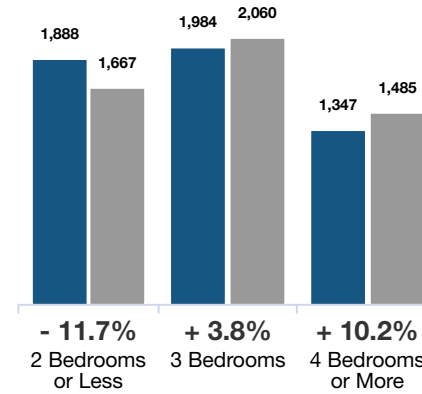
By Price Range

■ 12-2023 ■ 12-2024



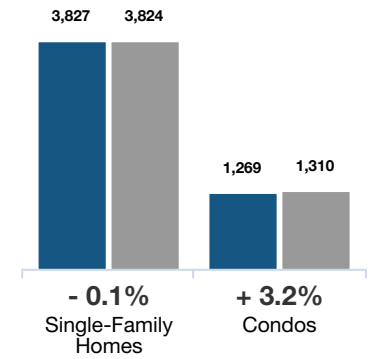
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



All Properties

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	118	111	- 5.9%
\$150,001 to \$250,000	211	177	- 16.1%
\$250,001 to \$350,000	615	575	- 6.5%
\$350,001 to \$500,000	1,420	1,379	- 2.9%
\$500,001 to \$750,000	1,462	1,340	- 8.3%
\$750,001 to \$1,000,000	584	626	+ 7.2%
\$1,000,001 and Above	809	1,005	+ 24.2%
All Price Ranges	5,219	5,213	- 0.1%

Single-Family Homes

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	27	27	0.0%
3 Bedrooms	52	52	0.0%
4 Bedrooms or More	326	267	- 18.1%
2 Bedrooms or Less	1,130	1,088	- 3.7%
3 Bedrooms	1,133	1,006	- 11.2%
4 Bedrooms or More	424	480	+ 13.2%
All Bedroom Counts	735	904	+ 23.0%

Condos

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	12	8	- 33.3%
\$150,001 to \$250,000	156	124	- 20.5%
\$250,001 to \$350,000	288	308	+ 6.9%
\$350,001 to \$500,000	278	291	+ 4.7%
\$500,001 to \$750,000	317	332	+ 4.7%
\$750,001 to \$1,000,000	148	146	- 1.4%
\$1,000,001 and Above	70	101	+ 44.3%
All Price Ranges	1,269	1,310	+ 3.2%

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	1,888	1,667	- 11.7%
3 Bedrooms	1,984	2,060	+ 3.8%
4 Bedrooms or More	1,347	1,485	+ 10.2%
All Bedroom Counts	5,219	5,213	- 0.1%

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	961	769	- 20.0%
\$150,001 to \$250,000	1,585	1,645	+ 3.8%
\$250,001 to \$350,000	1,281	1,410	+ 10.1%
All Price Ranges	3,827	3,824	- 0.1%

By Property Type	12-2023	12-2024	Change
Single-Family Homes	855	842	- 1.5%
Condos	356	395	+ 11.0%
All Property Types	1,269	1,310	+ 3.2%

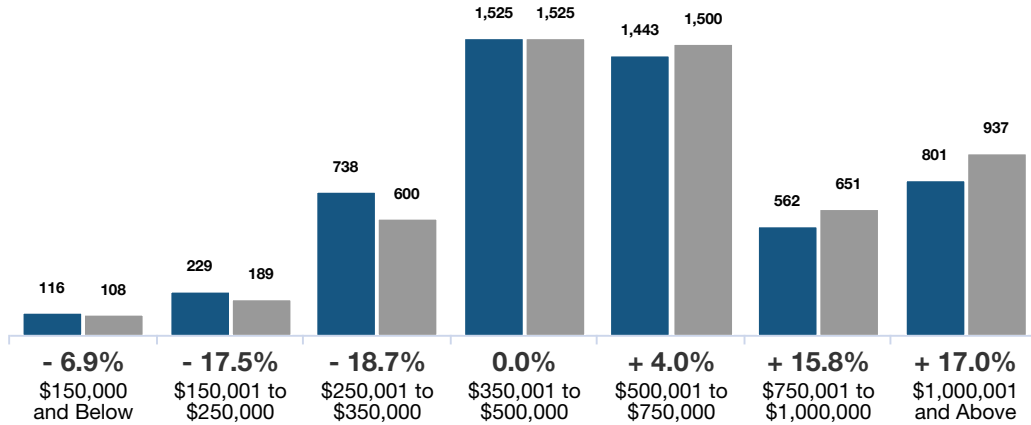
Closed Sales

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



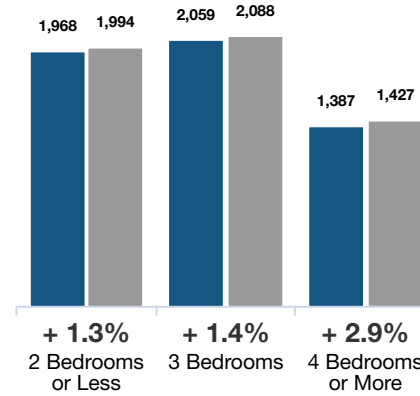
By Price Range

■ 12-2023 ■ 12-2024



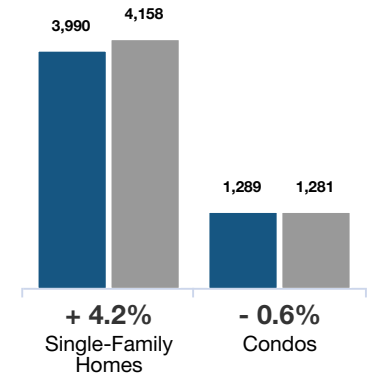
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



All Properties

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	116	108	- 6.9%
\$150,001 to \$250,000	229	189	- 17.5%
\$250,001 to \$350,000	738	600	- 18.7%
\$350,001 to \$500,000	1,525	1,525	0.0%
\$500,001 to \$750,000	1,443	1,500	+ 4.0%
\$750,001 to \$1,000,000	562	651	+ 15.8%
\$1,000,001 and Above	801	937	+ 17.0%
All Price Ranges	5,414	5,510	+ 1.8%

Single-Family Homes

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	1,968	1,994	+ 1.3%
3 Bedrooms	2,059	2,088	+ 1.4%
4 Bedrooms or More	1,387	1,427	+ 2.9%
All Bedroom Counts	3,990	4,158	+ 4.2%

Condos

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	22	30	+ 36.4%
\$150,001 to \$250,000	55	45	- 18.2%
\$250,001 to \$350,000	429	286	- 33.3%
\$350,001 to \$500,000	1,249	1,249	0.0%
\$500,001 to \$750,000	1,106	1,195	+ 8.0%
\$750,001 to \$1,000,000	418	507	+ 21.3%
\$1,000,001 and Above	711	846	+ 19.0%
All Price Ranges	3,990	4,158	+ 4.2%

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	1,968	1,994	+ 1.3%
3 Bedrooms	2,059	2,088	+ 1.4%
4 Bedrooms or More	1,387	1,427	+ 2.9%
All Bedroom Counts	5,414	5,510	+ 1.8%

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	13	9	- 30.8%
\$150,001 to \$250,000	171	144	- 15.8%
\$250,001 to \$350,000	306	314	+ 2.6%
\$350,001 to \$500,000	264	276	+ 4.5%
\$500,001 to \$750,000	323	303	- 6.2%
\$750,001 to \$1,000,000	129	144	+ 11.6%
\$1,000,001 and Above	83	91	+ 9.6%
All Price Ranges	1,289	1,281	- 0.6%

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	1,038	1,107	+ 6.6%
3 Bedrooms	1,632	1,685	+ 3.2%
4 Bedrooms or More	1,320	1,366	+ 3.5%
All Bedroom Counts	3,990	4,158	+ 4.2%

Days On Market Until Sale

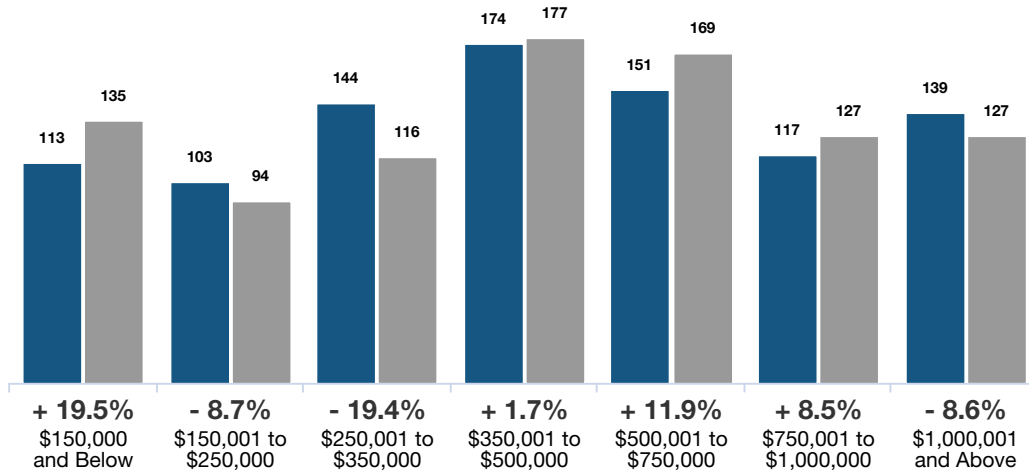
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



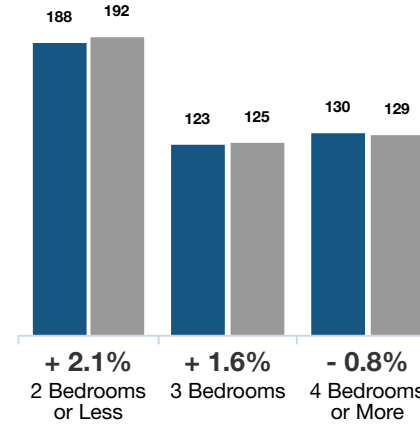
By Price Range

■ 12-2023 ■ 12-2024



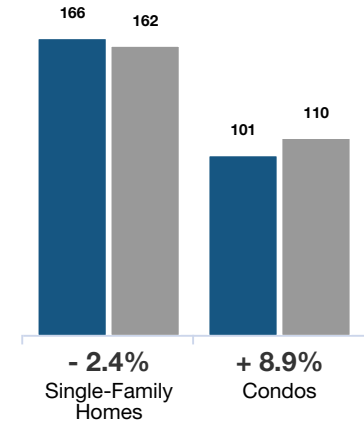
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



All Properties

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	113	135	+ 19.5%
\$150,001 to \$250,000	103	94	- 8.7%
\$250,001 to \$350,000	144	116	- 19.4%
\$350,001 to \$500,000	174	177	+ 1.7%
\$500,001 to \$750,000	151	169	+ 11.9%
\$750,001 to \$1,000,000	117	127	+ 8.5%
\$1,000,001 and Above	139	127	- 8.6%
All Price Ranges	149	150	+ 0.7%

Single-Family Homes

	12-2023	12-2024	Change
2 Bedrooms or Less	188	192	+ 2.1%
3 Bedrooms	123	125	+ 1.6%
4 Bedrooms or More	130	129	- 0.8%
All Bedroom Counts	166	162	- 2.4%

Condos

	12-2023	12-2024	Change
Single-Family Homes	166	162	- 2.4%
Condos	101	110	+ 8.9%

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	188	192	+ 2.1%
3 Bedrooms	123	125	+ 1.6%
4 Bedrooms or More	130	129	- 0.8%
All Bedroom Counts	149	150	+ 0.7%

	12-2023	12-2024	Change
2 Bedrooms or Less	188	192	+ 2.1%
3 Bedrooms	123	125	+ 1.6%
4 Bedrooms or More	130	129	- 0.8%
All Bedroom Counts	166	162	- 2.4%

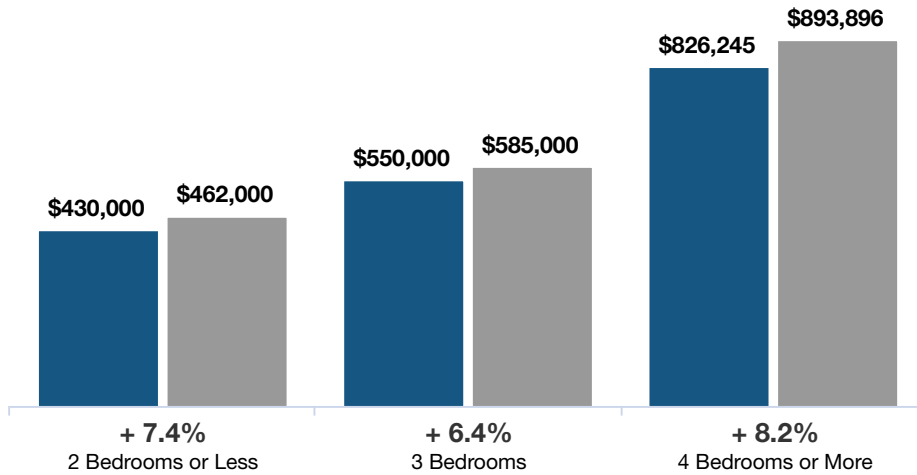
Median Sales Price

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



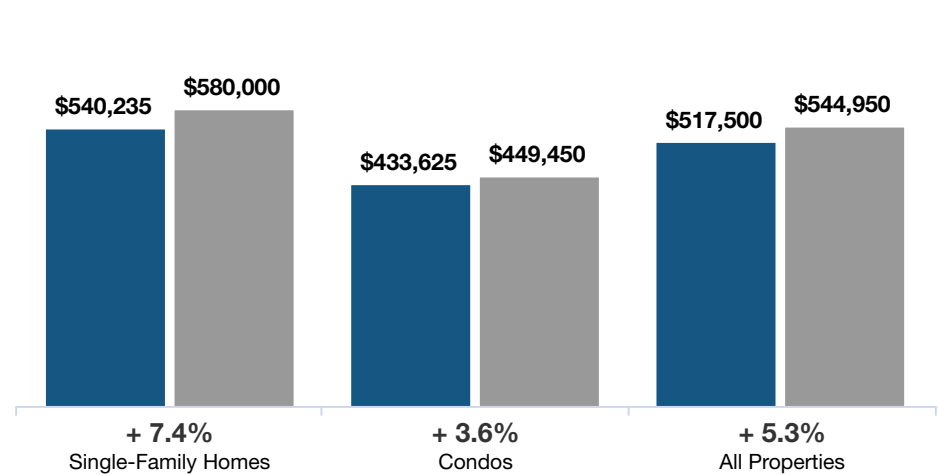
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



All Properties

By Bedroom Count

	12-2023	12-2024	Change
2 Bedrooms or Less	\$430,000	\$462,000	+ 7.4%
3 Bedrooms	\$550,000	\$585,000	+ 6.4%
4 Bedrooms or More	\$826,245	\$893,896	+ 8.2%
All Bedroom Counts	\$517,500	\$544,950	+ 5.3%

Single-Family Homes

	12-2023	12-2024	Change
Single-Family Homes	\$450,000	\$488,000	+ 8.4%
Single-Family Homes	\$550,000	\$599,900	+ 9.1%
Single-Family Homes	\$836,000	\$900,000	+ 7.7%
All Single-Family Homes	\$540,235	\$580,000	+ 7.4%

Condos

	12-2023	12-2024	Change
Condos	\$385,000	\$385,000	0.0%
Condos	\$529,750	\$519,500	- 1.9%
Condos	\$632,328	\$700,000	+ 10.7%
All Condos	\$433,625	\$449,450	+ 3.6%

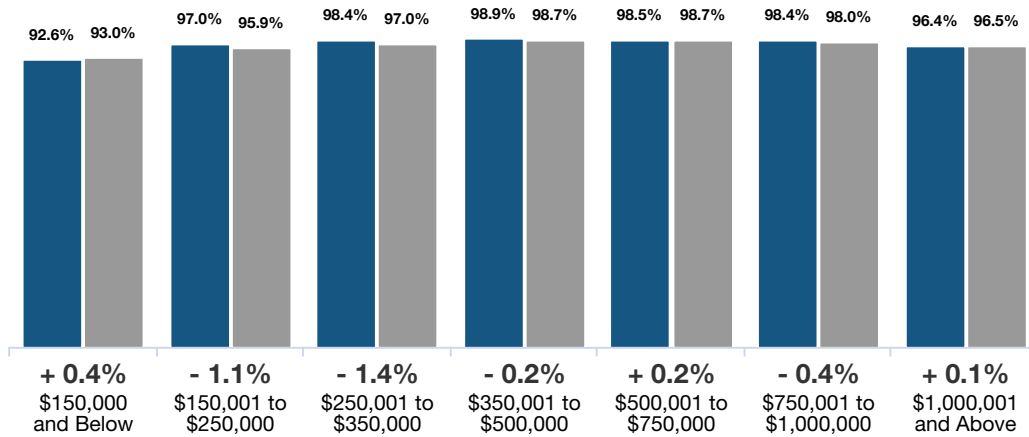
Percent of List Price Received



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.**

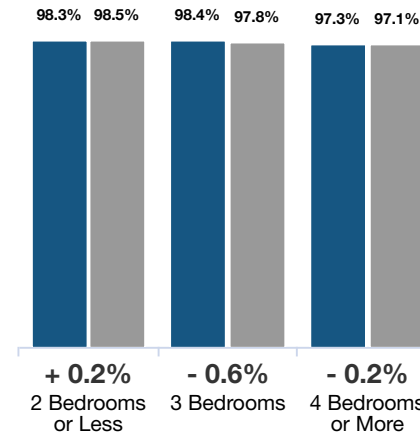
By Price Range

■ 12-2023 ■ 12-2024



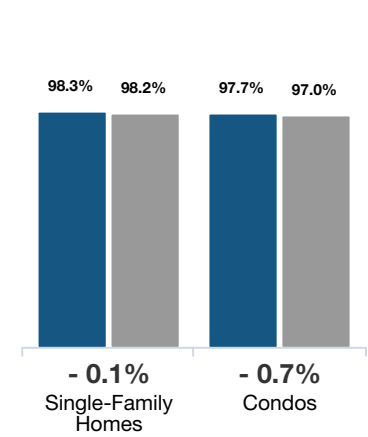
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	12-2023	12-2024	Change	12-2023	12-2024	Change	12-2023	12-2024	Change
\$150,000 and Below	92.6%	93.0%	+ 0.4%	97.1%	93.3%	- 3.9%	90.0%	95.6%	+ 6.2%
\$150,001 to \$250,000	97.0%	95.9%	- 1.1%	94.9%	96.1%	+ 1.3%	97.7%	95.8%	- 1.9%
\$250,001 to \$350,000	98.4%	97.0%	- 1.4%	99.1%	97.5%	- 1.6%	97.4%	96.6%	- 0.8%
\$350,001 to \$500,000	98.9%	98.7%	- 0.2%	99.1%	99.1%	0.0%	97.7%	97.2%	- 0.5%
\$500,001 to \$750,000	98.5%	98.7%	+ 0.2%	98.6%	99.1%	+ 0.5%	98.1%	97.3%	- 0.8%
\$750,001 to \$1,000,000	98.4%	98.0%	- 0.4%	98.5%	98.1%	- 0.4%	98.0%	97.8%	- 0.2%
\$1,000,001 and Above	96.4%	96.5%	+ 0.1%	96.3%	96.4%	+ 0.1%	97.0%	97.8%	+ 0.8%
All Price Ranges	98.1%	97.9%	- 0.2%	98.3%	98.2%	- 0.1%	97.7%	97.0%	- 0.7%
By Bedroom Count	12-2023	12-2024	Change	12-2023	12-2024	Change	12-2023	12-2024	Change
2 Bedrooms or Less	98.3%	98.5%	+ 0.2%	99.5%	100.0%	+ 0.5%	97.4%	96.8%	- 0.6%
3 Bedrooms	98.4%	97.8%	- 0.6%	98.5%	98.0%	- 0.5%	98.3%	97.4%	- 0.9%
4 Bedrooms or More	97.3%	97.1%	- 0.2%	97.2%	97.1%	- 0.1%	97.4%	97.3%	- 0.1%
All Bedroom Counts	98.1%	97.9%	- 0.2%	98.3%	98.2%	- 0.1%	97.7%	97.0%	- 0.7%

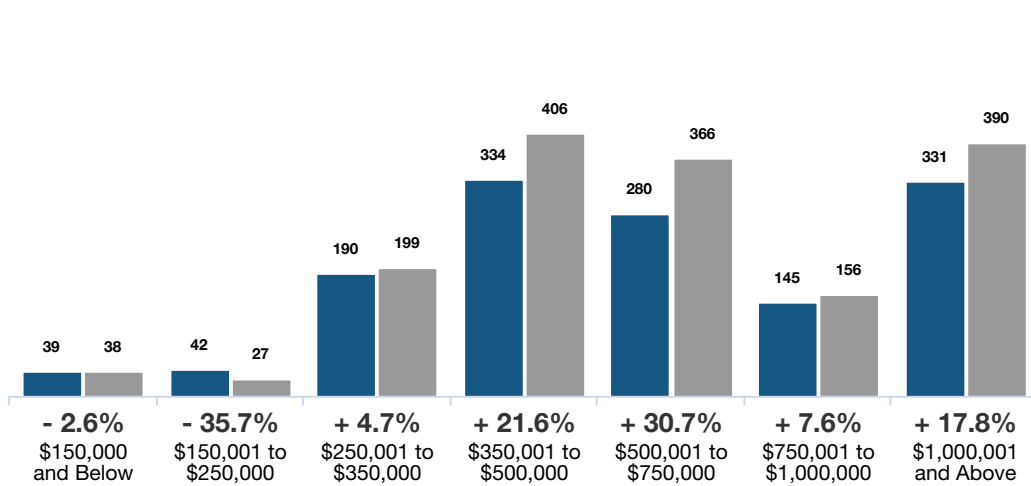
Inventory of Homes for Sale



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

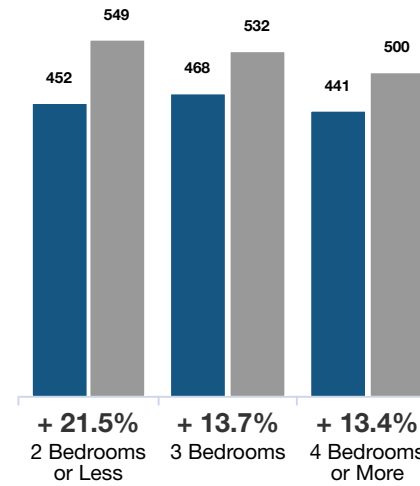
By Price Range

■ 12-2023 ■ 12-2024



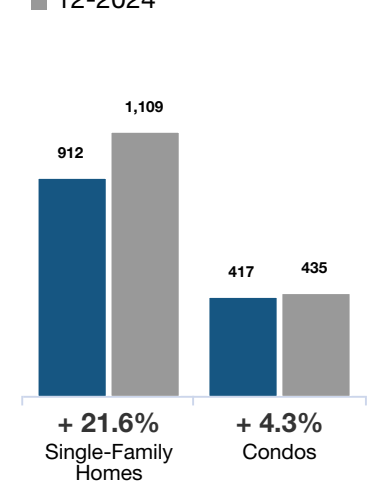
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



All Properties

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	39	38	- 2.6%
\$150,001 to \$250,000	42	27	- 35.7%
\$250,001 to \$350,000	190	199	+ 4.7%
\$350,001 to \$500,000	334	406	+ 21.6%
\$500,001 to \$750,000	280	366	+ 30.7%
\$750,001 to \$1,000,000	145	156	+ 7.6%
\$1,000,001 and Above	331	390	+ 17.8%
All Price Ranges	1,361	1,582	+ 16.2%

Single-Family Homes

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	8	4	- 50.0%
3 Bedrooms	10	13	+ 30.0%
4 Bedrooms or More	57	68	+ 19.3%
2 Bedrooms or Less	227	287	+ 26.4%
3 Bedrooms	186	259	+ 39.2%
4 Bedrooms or More	115	122	+ 6.1%
All Bedroom Counts	309	356	+ 15.2%

Condos

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	4	0	- 100.0%
\$150,001 to \$250,000	28	13	- 53.6%
\$250,001 to \$350,000	133	131	- 1.5%
\$350,001 to \$500,000	107	119	+ 11.2%
\$500,001 to \$750,000	94	105	+ 11.7%
\$750,001 to \$1,000,000	29	33	+ 13.8%
\$1,000,001 and Above	22	34	+ 54.5%
All Price Ranges	417	435	+ 4.3%

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	452	549	+ 21.5%
3 Bedrooms	468	532	+ 13.7%
4 Bedrooms or More	441	500	+ 13.4%
All Bedroom Counts	1,361	1,582	+ 16.2%

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	124	198	+ 59.7%
\$150,001 to \$250,000	362	433	+ 19.6%
\$250,001 to \$350,000	426	477	+ 12.0%
All Price Ranges	912	1,109	+ 21.6%

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	308	319	+ 3.6%
\$150,001 to \$250,000	96	97	+ 1.0%
\$250,001 to \$350,000	13	19	+ 46.2%
All Price Ranges	417	435	+ 4.3%

Months Supply of Inventory

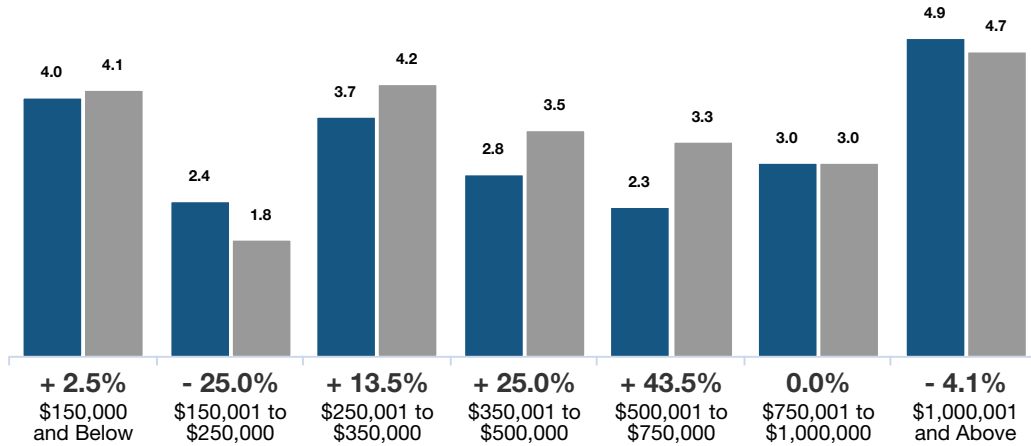


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

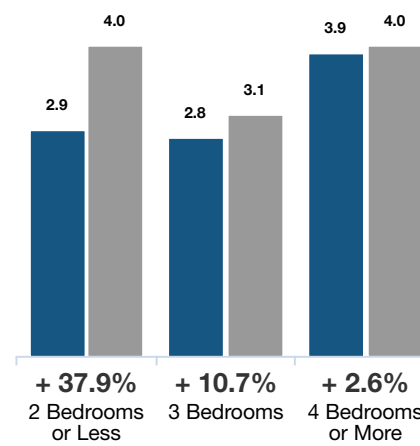
By Price Range

■ 12-2023 ■ 12-2024



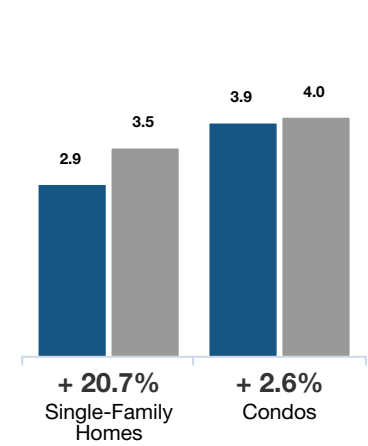
By Bedroom Count

■ 12-2023 ■ 12-2024



By Property Type

■ 12-2023 ■ 12-2024



All Properties

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	4.0	4.1	+ 2.5%
\$150,001 to \$250,000	2.4	1.8	- 25.0%
\$250,001 to \$350,000	3.7	4.2	+ 13.5%
\$350,001 to \$500,000	2.8	3.5	+ 25.0%
\$500,001 to \$750,000	2.3	3.3	+ 43.5%
\$750,001 to \$1,000,000	3.0	3.0	0.0%
\$1,000,001 and Above	4.9	4.7	- 4.1%
All Price Ranges	3.1	3.6	+ 16.1%

Single-Family Homes

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	3.0	1.8	- 40.0%
\$150,001 to \$250,000	2.1	3.0	+ 42.9%
\$250,001 to \$350,000	2.1	3.1	+ 47.6%
\$350,001 to \$500,000	2.4	3.2	+ 33.3%
\$500,001 to \$750,000	2.0	3.1	+ 55.0%
\$750,001 to \$1,000,000	3.3	3.0	- 9.1%
\$1,000,001 and Above	5.0	4.7	- 6.0%
All Price Ranges	2.9	3.5	+ 20.7%

Condos

By Price Range	12-2023	12-2024	Change
\$150,000 and Below	2.0	--	--
\$150,001 to \$250,000	2.2	1.3	- 40.9%
\$250,001 to \$350,000	5.5	5.1	- 7.3%
\$350,001 to \$500,000	4.6	4.9	+ 6.5%
\$500,001 to \$750,000	3.6	3.8	+ 5.6%
\$750,001 to \$1,000,000	2.4	2.7	+ 12.5%
\$1,000,001 and Above	3.8	4.0	+ 5.3%
All Price Ranges	3.9	4.0	+ 2.6%

By Bedroom Count

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	2.9	4.0	+ 37.9%
3 Bedrooms	2.8	3.1	+ 10.7%
4 Bedrooms or More	3.9	4.0	+ 2.6%
All Bedroom Counts	3.1	3.6	+ 16.1%

Single-Family Homes

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	1.5	3.1	+ 106.7%
3 Bedrooms	2.7	3.2	+ 18.5%
4 Bedrooms or More	4.0	4.1	+ 2.5%
All Bedroom Counts	2.9	3.5	+ 20.7%

Condos

By Bedroom Count	12-2023	12-2024	Change
2 Bedrooms or Less	4.3	4.5	+ 4.7%
3 Bedrooms	3.2	2.9	- 9.4%
4 Bedrooms or More	2.5	3.2	+ 28.0%
All Bedroom Counts	3.9	4.0	+ 2.6%