

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## February 2018

Mortgage rates are on the rise. When this happens, it means that buyers in the lower-priced categories tend to have the dilemma of choosing to pay more for their desired home, paying less to get less, waiting for more listings or saving more money toward a downpayment. For the 12-month period spanning March 2017 through February 2018, Pending Sales in the Hilton Head region were up 13.5 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 20.2 percent.

The overall Median Sales Price was up 5.2 percent to \$305,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 10.8 percent to \$221,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 119 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 212 days.

Market-wide, inventory levels were down 7.0 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 1.4 percent. That amounts to 5.6 months supply for Single-Family homes and 3.9 months supply for Condos.

## Quick Facts

<b>+ 20.2%</b>	<b>+ 17.4%</b>	<b>+ 29.4%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$375,001 to \$650,000</b>	<b>2 Bedrooms or Less</b>	<b>Condos</b>

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>

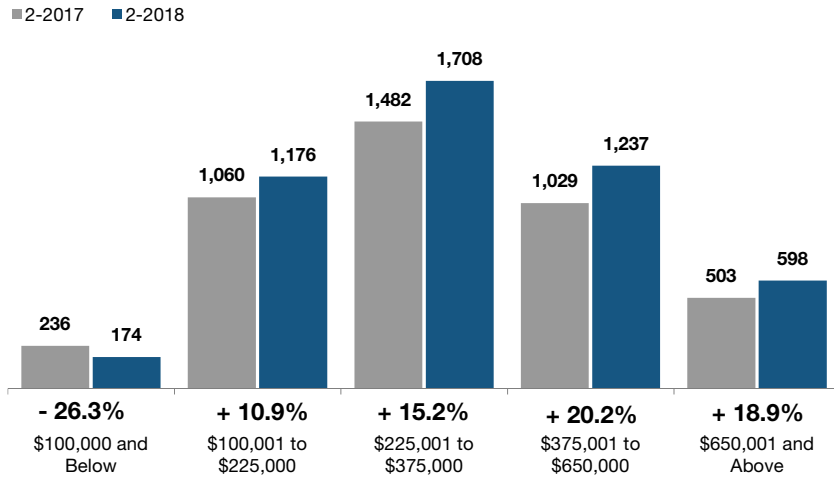


# Pending Sales

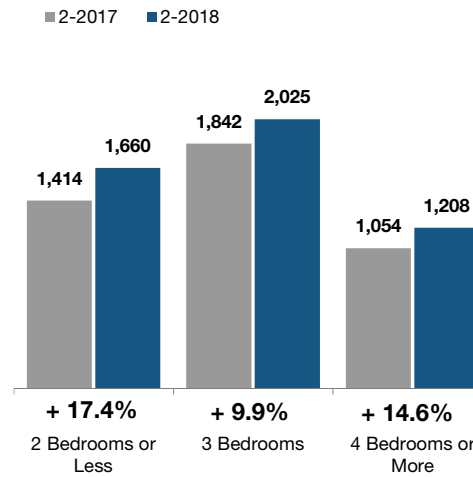
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



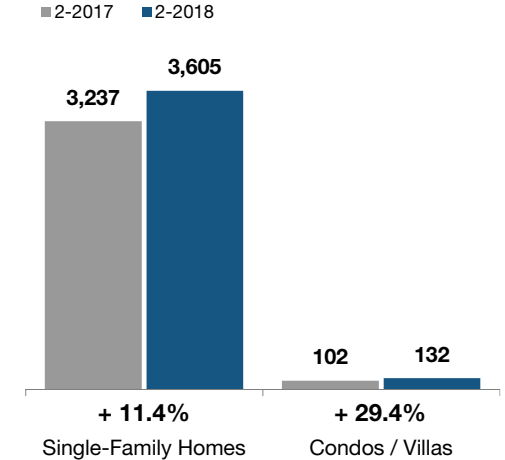
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	236	174	- 26.3%
\$100,001 to \$225,000	1,060	1,176	+ 10.9%
\$225,001 to \$375,000	1,482	1,708	+ 15.2%
\$375,001 to \$650,000	1,029	1,237	+ 20.2%
\$650,001 and Above	503	598	+ 18.9%
<b>All Price Ranges</b>	<b>4,310</b>	<b>4,893</b>	<b>+ 13.5%</b>

### Single-Family Homes

2-2017	2-2018	Change
69	62	- 10.1%
661	657	- 0.6%
1,179	1,330	+ 12.8%
879	1,021	+ 16.2%
449	535	+ 19.2%
<b>3,237</b>	<b>3,605</b>	<b>+ 11.4%</b>

### Condos / Villas

2-2017	2-2018	Change
15	8	- 46.7%
39	52	+ 33.3%
32	43	+ 34.4%
10	23	+ 130.0%
6	6	0.0%
<b>102</b>	<b>132</b>	<b>+ 29.4%</b>

## By Bedroom Count

By Bedroom Count	2-2017	2-2018	Change
2 Bedrooms or Less	1,414	1,660	+ 17.4%
3 Bedrooms	1,842	2,025	+ 9.9%
4 Bedrooms or More	1,054	1,208	+ 14.6%
<b>All Bedroom Counts</b>	<b>4,310</b>	<b>4,893</b>	<b>+ 13.5%</b>

2-2017	2-2018	Change	2-2017	2-2018	Change
583	674	+ 15.6%	74	100	+ 35.1%
1,611	1,745	+ 8.3%	27	31	+ 14.8%
1,043	1,186	+ 13.7%	1	1	0.0%
<b>3,237</b>	<b>3,605</b>	<b>+ 11.4%</b>	<b>102</b>	<b>132</b>	<b>+ 29.4%</b>

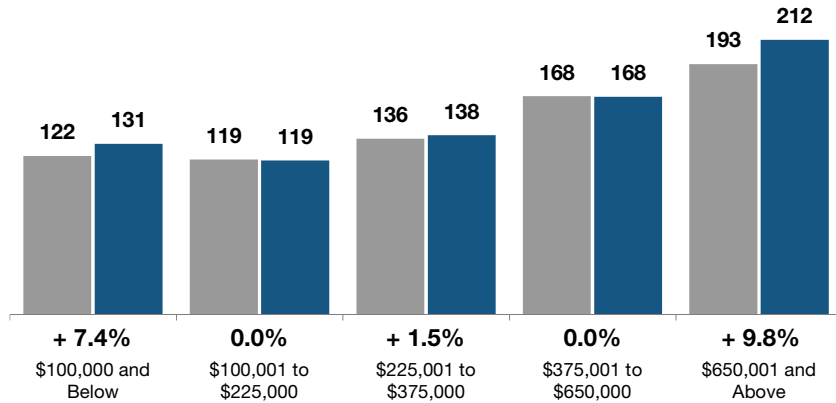
# Days on Market Until Sale

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



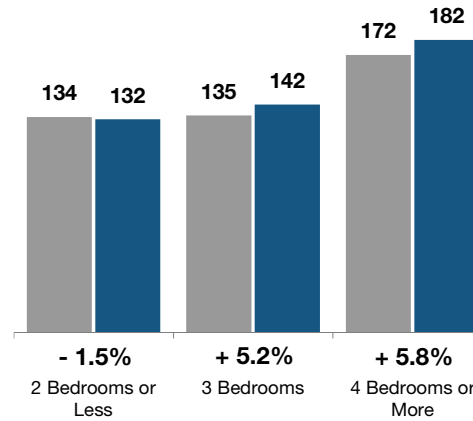
## By Price Range

■ 2-2017 ■ 2-2018



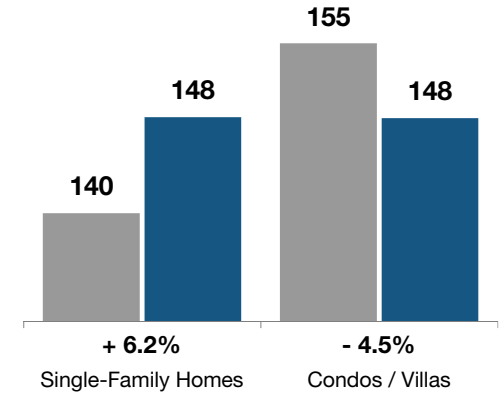
## By Bedroom Count

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



### All Properties

#### By Price Range

	2-2017	2-2018	Change
\$100,000 and Below	122	131	+ 7.4%
\$100,001 to \$225,000	119	119	0.0%
\$225,001 to \$375,000	136	138	+ 1.5%
\$375,001 to \$650,000	168	168	0.0%
\$650,001 and Above	193	212	+ 9.8%
<b>All Price Ranges</b>	<b>144</b>	<b>148</b>	<b>+ 2.8%</b>

### Single-Family Homes

	2-2017	2-2018	Change
2 Bedrooms or Less	135	150	+ 11.7%
3 Bedrooms	109	110	+ 1.0%
4 Bedrooms or More	126	135	+ 7.0%
	162	164	+ 1.3%
	195	211	+ 7.9%
<b>All Single-Family Homes</b>	<b>140</b>	<b>148</b>	<b>+ 6.2%</b>

### Condos / Villas

	2-2017	2-2018	Change
	117	121	+ 3.4%
	139	131	- 5.8%
	176	150	- 14.8%
	208	189	- 9.1%
	169	219	+ 29.6%
<b>All Condos / Villas</b>	<b>155</b>	<b>148</b>	<b>- 4.5%</b>

#### By Bedroom Count

	2-2017	2-2018	Change
2 Bedrooms or Less	134	132	- 1.5%
3 Bedrooms	135	142	+ 5.2%
4 Bedrooms or More	172	182	+ 5.8%
<b>All Bedroom Counts</b>	<b>144</b>	<b>148</b>	<b>+ 2.8%</b>

	2-2017	2-2018	Change
2 Bedrooms or Less	105	121	+ 15.5%
3 Bedrooms	132	136	+ 3.5%
4 Bedrooms or More	173	182	+ 5.3%
<b>All Single-Family Homes</b>	<b>140</b>	<b>148</b>	<b>+ 6.2%</b>

	2-2017	2-2018	Change
	155	140	- 9.7%
	157	174	+ 10.8%
	156	179	+ 14.7%
<b>All Condos / Villas</b>	<b>155</b>	<b>148</b>	<b>- 4.5%</b>

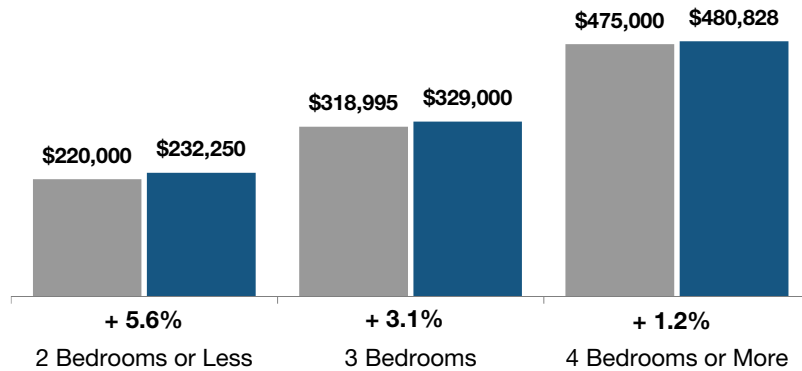
# Median Sales Price

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



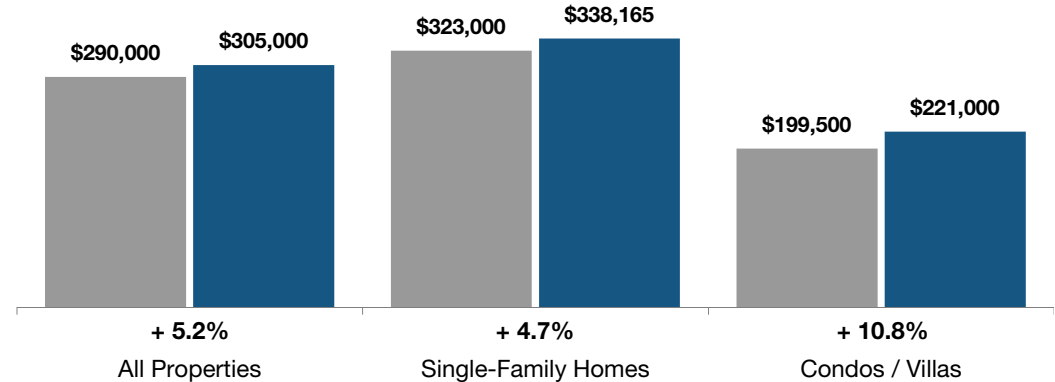
## By Bedroom Count

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



### All Properties

#### By Bedroom Count

	2-2017	2-2018	Change
2 Bedrooms or Less	\$220,000	\$232,250	+ 5.6%
3 Bedrooms	\$318,995	\$329,000	+ 3.1%
4 Bedrooms or More	\$475,000	\$480,828	+ 1.2%
<b>All Bedroom Counts</b>	<b>\$290,000</b>	<b>\$305,000</b>	<b>+ 5.2%</b>

### Single-Family Homes

	2-2017	2-2018	Change
Single-Family Homes	\$250,000	\$267,000	+ 6.8%
Condos / Villas	\$167,750	\$185,250	+ 10.4%
<b>All Properties</b>	<b>\$317,000</b>	<b>\$327,500</b>	<b>+ 3.3%</b>
Single-Family Homes	\$474,000	\$480,380	+ 1.3%
Condos / Villas	\$525,000	\$492,000	- 6.3%
<b>All Properties</b>	<b>\$323,000</b>	<b>\$338,165</b>	<b>+ 4.7%</b>
Condos / Villas	\$199,500	\$221,000	+ 10.8%

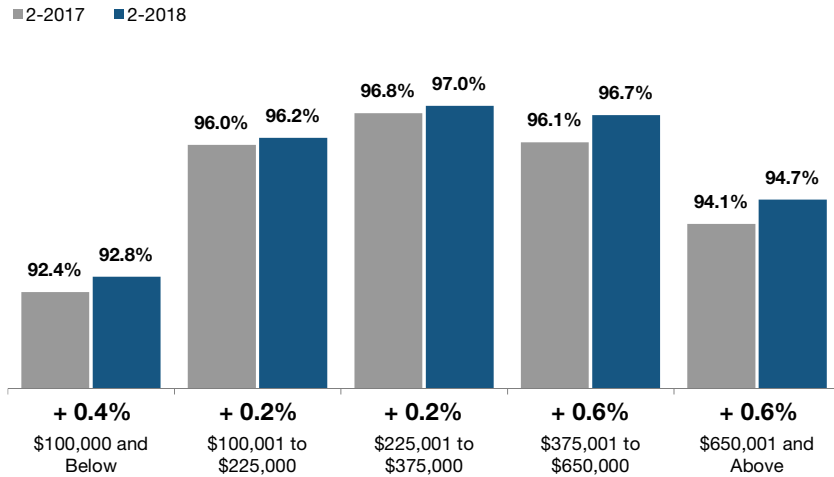
### Condos / Villas

# Percent of List Price Received

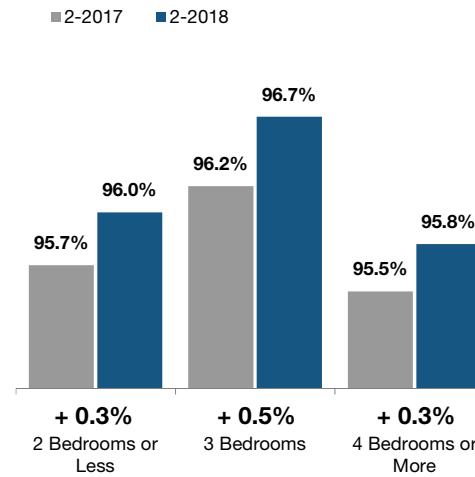
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



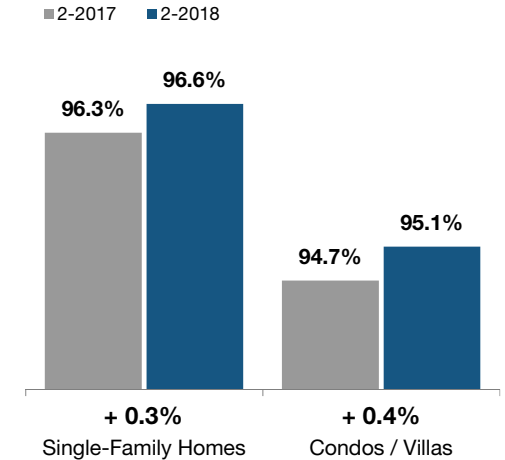
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	92.4%	92.8%	+ 0.4%
\$100,001 to \$225,000	96.0%	96.2%	+ 0.2%
\$225,001 to \$375,000	96.8%	97.0%	+ 0.2%
\$375,001 to \$650,000	96.1%	96.7%	+ 0.6%
\$650,001 and Above	94.1%	94.7%	+ 0.6%
<b>All Price Ranges</b>	<b>95.9%</b>	<b>96.3%</b>	<b>+ 0.4%</b>

### Single-Family Homes

2-2017	2-2018	Change
92.5%	92.4%	- 0.1%
96.6%	96.7%	+ 0.1%
97.2%	97.3%	+ 0.1%
96.3%	97.0%	+ 0.7%
94.1%	94.7%	+ 0.6%
<b>96.3%</b>	<b>96.6%</b>	<b>+ 0.3%</b>

### Condos / Villas

2-2017	2-2018	Change
94.2%	91.3%	+ 1.4%
95.3%	95.3%	0.0%
93.8%	95.9%	+ 2.2%
95.0%	95.2%	+ 0.2%
92.9%	95.2%	+ 2.5%
<b>94.7%</b>	<b>95.1%</b>	<b>+ 0.4%</b>

### By Bedroom Count

2-2017	2-2018	Change
95.7%	96.0%	+ 0.3%
96.2%	96.7%	+ 0.5%
95.5%	95.8%	+ 0.3%
<b>95.9%</b>	<b>96.3%</b>	<b>+ 0.4%</b>

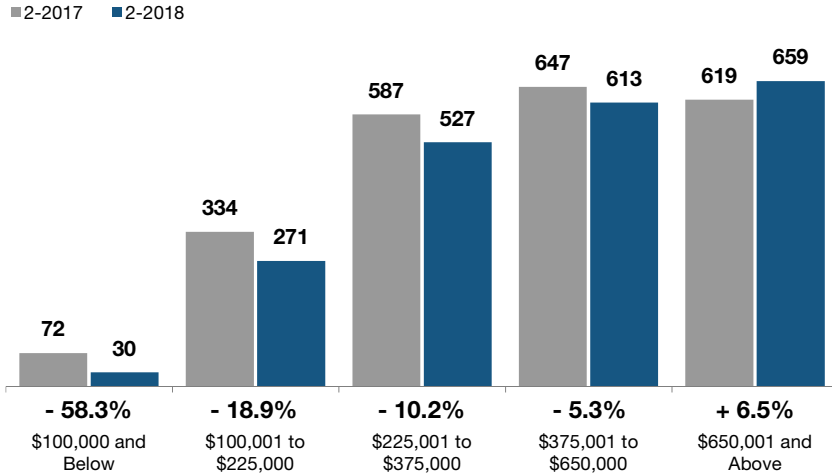
2-2017	2-2018	Change
97.6%	97.3%	- 0.3%
96.4%	96.9%	+ 0.5%
95.5%	95.9%	+ 0.4%
<b>96.3%</b>	<b>96.6%</b>	<b>+ 0.3%</b>

# Inventory of Homes for Sale

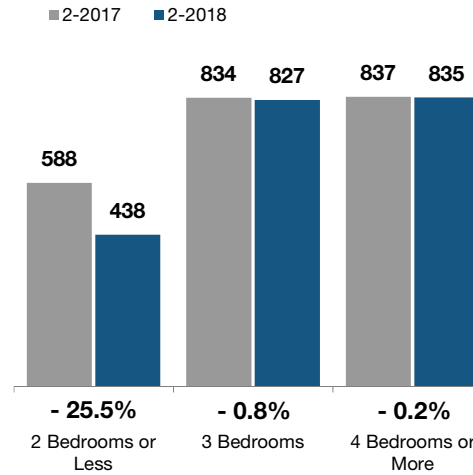
The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



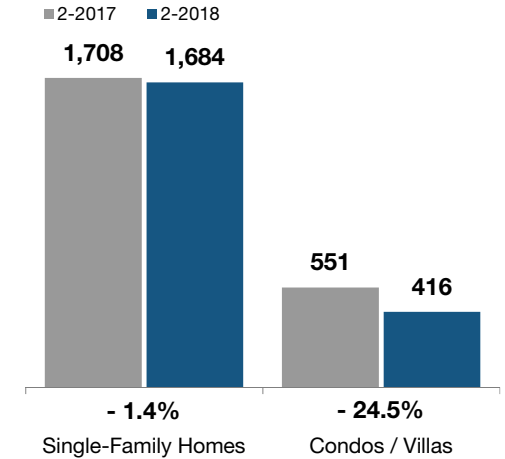
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	72	30	- 58.3%
\$100,001 to \$225,000	334	271	- 18.9%
\$225,001 to \$375,000	587	527	- 10.2%
\$375,001 to \$650,000	647	613	- 5.3%
\$650,001 and Above	619	659	+ 6.5%
<b>All Price Ranges</b>	<b>2,259</b>	<b>2,100</b>	<b>- 7.0%</b>

### Single-Family Homes

2-2017	2-2018	Change	2-2017	2-2018	Change
30	6	- 80.0%	42	24	- 42.9%
168	158	- 6.0%	166	113	- 31.9%
448	409	- 8.7%	139	118	- 15.1%
505	514	+ 1.8%	142	99	- 30.3%
557	597	+ 7.2%	62	62	0.0%
<b>1,708</b>	<b>1,684</b>	<b>- 1.4%</b>	<b>551</b>	<b>416</b>	<b>- 24.5%</b>

### Condos / Villas

By Bedroom Count	2-2017	2-2018	Change
2 Bedrooms or Less	588	438	- 25.5%
3 Bedrooms	834	827	- 0.8%
4 Bedrooms or More	837	835	- 0.2%
<b>All Bedroom Counts</b>	<b>2,259</b>	<b>2,100</b>	<b>- 7.0%</b>

2-2017	2-2018	Change	2-2017	2-2018	Change
201	155	- 22.9%	387	283	- 26.9%
688	714	+ 3.8%	146	113	- 22.6%
819	815	- 0.5%	18	20	+ 11.1%
<b>1,708</b>	<b>1,684</b>	<b>- 1.4%</b>	<b>551</b>	<b>416</b>	<b>- 24.5%</b>

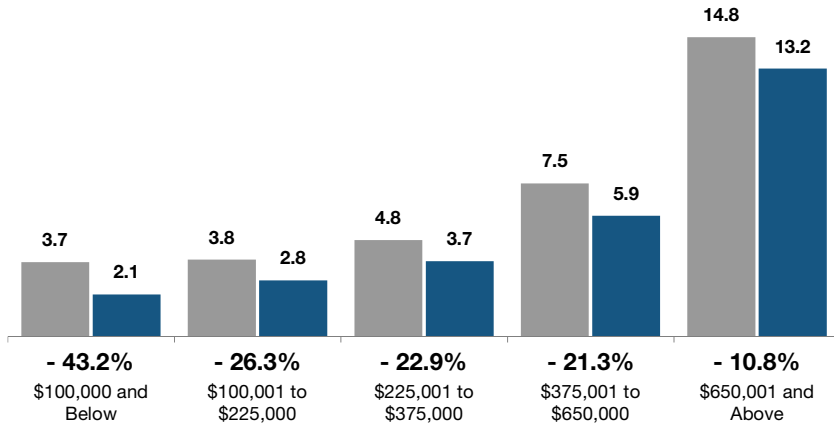
# Months Supply of Inventory

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.**



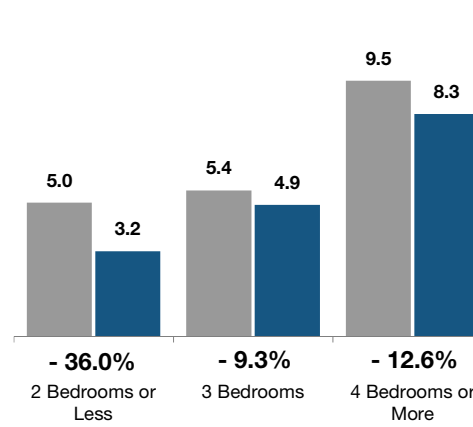
## By Price Range

■ 2-2017 ■ 2-2018



## By Bedroom Count

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



### All Properties

#### By Price Range

	2-2017	2-2018	Change
\$100,000 and Below	3.7	2.1	- 43.2%
\$100,001 to \$225,000	3.8	2.8	- 26.3%
\$225,001 to \$375,000	4.8	3.7	- 22.9%
\$375,001 to \$650,000	7.5	5.9	- 21.3%
\$650,001 and Above	14.8	13.2	- 10.8%
<b>All Price Ranges</b>	<b>6.3</b>	<b>5.2</b>	<b>- 17.5%</b>

### Single-Family Homes

	2-2017	2-2018	Change
2 Bedrooms or Less	5.2	1.2	- 76.9%
3 Bedrooms	3.0	2.9	- 3.3%
4 Bedrooms or More	4.6	3.7	- 19.6%
	6.9	6.0	- 13.0%
	14.9	13.4	- 10.1%
<b>All Single-Family Homes</b>	<b>6.3</b>	<b>5.6</b>	<b>- 11.1%</b>

### Condos / Villas

	2-2017	2-2018	Change
	3.0	2.6	- 13.3%
	5.0	2.6	- 48.0%
	5.5	3.7	- 32.7%
	11.4	5.5	- 51.8%
	13.8	11.8	- 14.5%
<b>All Condos / Villas</b>	<b>6.2</b>	<b>3.9</b>	<b>- 37.1%</b>

#### By Bedroom Count

	2-2017	2-2018	Change
2 Bedrooms or Less	5.0	3.2	- 36.0%
3 Bedrooms	5.4	4.9	- 9.3%
4 Bedrooms or More	9.5	8.3	- 12.6%
<b>All Bedroom Counts</b>	<b>6.3</b>	<b>5.2</b>	<b>- 17.5%</b>

	2-2017	2-2018	Change
2 Bedrooms or Less	4.1	2.8	- 31.7%
3 Bedrooms	5.1	4.9	- 3.9%
4 Bedrooms or More	9.4	8.2	- 12.8%
<b>All Single-Family Homes</b>	<b>6.3</b>	<b>5.6</b>	<b>- 11.1%</b>

	2-2017	2-2018	Change
	5.6	3.4	- 39.3%
	7.6	4.8	- 36.8%
	13.1	10.0	- 23.7%
<b>All Condos / Villas</b>	<b>6.2</b>	<b>3.9</b>	<b>- 37.1%</b>