

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



June 2018

We are firmly within summer during an economically strong year in the U.S., thus real estate activity is busy. There are still generally more buyers than sellers in most price and housing style categories, so prices will continue to rise until that situation changes. For the 12-month period spanning July 2017 through June 2018, Pending Sales in the Hilton Head region were up 15.7 percent overall. The price range with the largest gain in sales was the \$375,001 to \$650,000 range, where they increased 22.5 percent.

The overall Median Sales Price was up 5.1 percent to \$310,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 10.8 percent to \$225,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 112 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 205 days.

Market-wide, inventory levels were down 4.3 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 3.2 percent. That amounts to 5.4 months supply for Single-Family homes and 4.7 months supply for Condos.

Quick Facts

+ 22.5%	+ 17.2%	+ 15.7%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$375,001 to \$650,000	3 Bedrooms	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

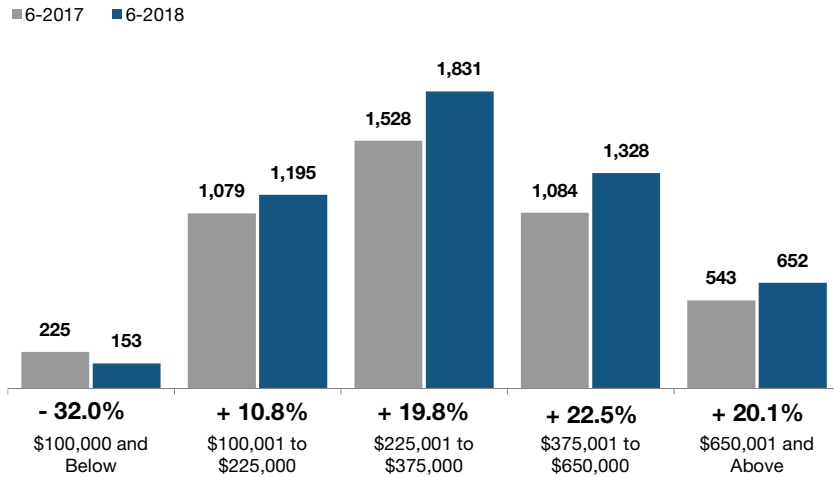


Pending Sales

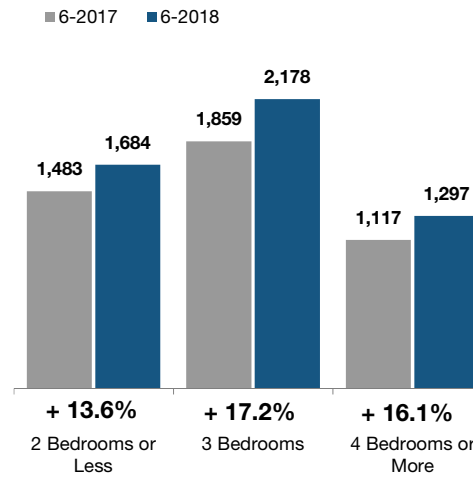
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



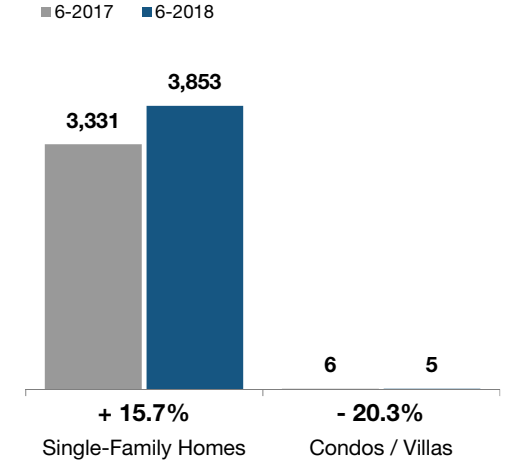
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	225	153	- 32.0%
\$100,001 to \$225,000	1,079	1,195	+ 10.8%
\$225,001 to \$375,000	1,528	1,831	+ 19.8%
\$375,001 to \$650,000	1,084	1,328	+ 22.5%
\$650,001 and Above	543	652	+ 20.1%
All Price Ranges	4,459	5,159	+ 15.7%

Single-Family Homes

6-2017	6-2018	Change
69	49	- 29.0%
652	664	+ 1.8%
1,217	1,432	+ 17.7%
903	1,119	+ 23.9%
490	589	+ 20.2%
3,331	3,853	+ 15.7%

Condos / Villas

6-2017	6-2018	Change
3	3	+ 7.1%
4	3	- 28.6%
6	4	- 38.1%
9	8	- 6.7%
15	14	- 9.7%
6	5	- 20.3%

By Bedroom Count

6-2017	6-2018	Change
1,483	1,684	+ 13.6%
1,859	2,178	+ 17.2%
1,117	1,297	+ 16.1%
4,459	5,159	+ 15.7%

6-2017	6-2018	Change
614	687	+ 11.9%
1,613	1,893	+ 17.4%
1,104	1,273	+ 15.3%
3,331	3,853	+ 15.7%

6-2017	6-2018	Change
5	4	- 18.9%
7	5	- 27.8%
12	11	- 8.0%
6	5	- 20.3%

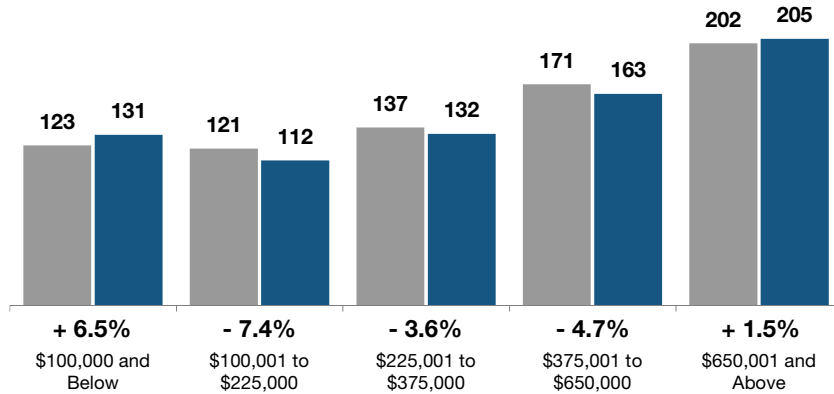
Days on Market Until Sale

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



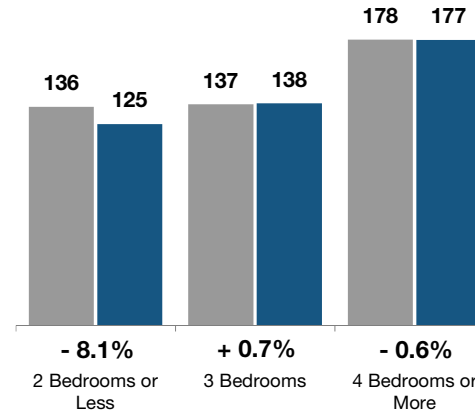
By Price Range

■ 6-2017 ■ 6-2018



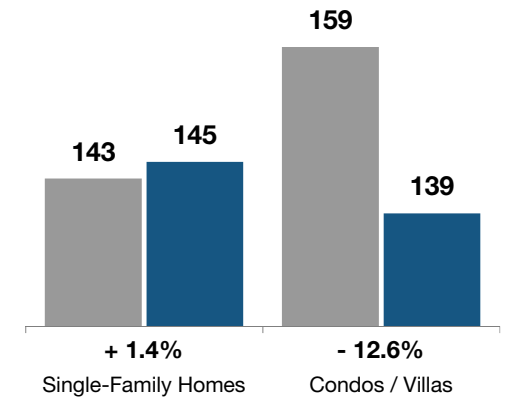
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	123	131	+ 6.5%
\$100,001 to \$225,000	121	112	- 7.4%
\$225,001 to \$375,000	137	132	- 3.6%
\$375,001 to \$650,000	171	163	- 4.7%
\$650,001 and Above	202	205	+ 1.5%
All Price Ranges	147	143	- 2.7%

Single-Family Homes

6-2017	6-2018	Change
136	156	+ 14.3%
108	110	+ 2.2%
128	130	+ 1.6%
163	159	- 2.9%
203	202	- 0.5%
143	145	+ 1.4%

Condos / Villas

6-2017	6-2018	Change
117	119	+ 1.7%
143	114	- 20.3%
175	140	- 20.0%
211	188	- 10.9%
194	235	+ 21.1%
159	139	- 12.6%

By Bedroom Count

By Bedroom Count	6-2017	6-2018	Change
2 Bedrooms or Less	136	125	- 8.1%
3 Bedrooms	137	138	+ 0.7%
4 Bedrooms or More	178	177	- 0.6%
All Bedroom Counts	147	143	- 2.7%

6-2017	6-2018	Change	6-2017	6-2018	Change
111	118	+ 6.9%	153	130	- 15.0%
131	134	+ 2.1%	178	162	- 9.0%
178	176	- 0.6%	178	228	+ 28.1%
143	145	+ 1.4%	159	139	- 12.6%

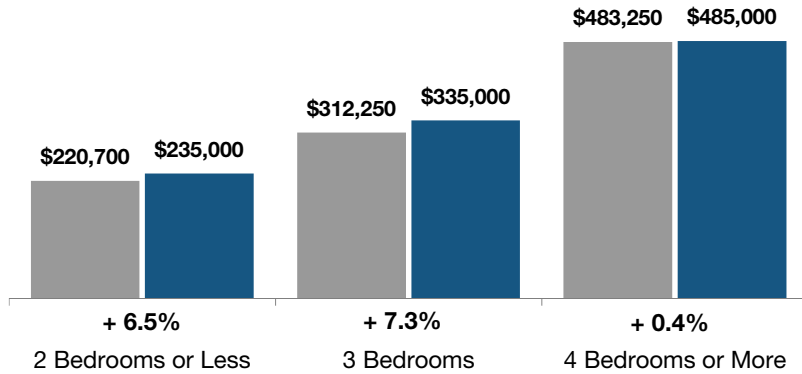
Median Sales Price

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



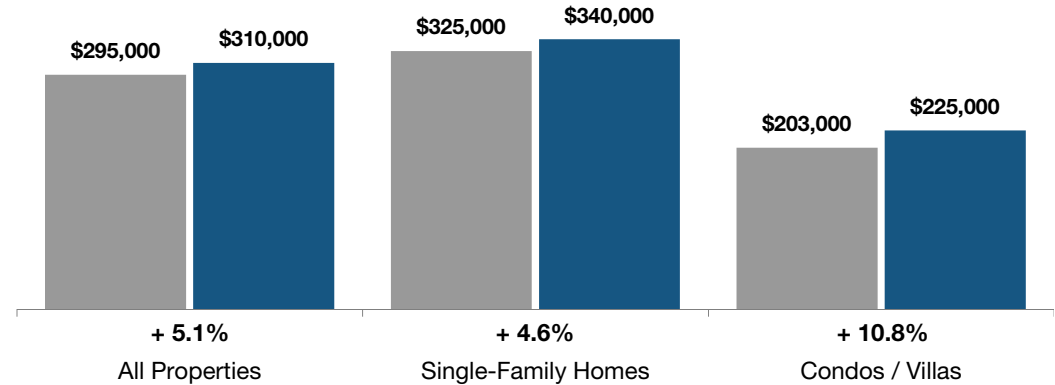
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Bedroom Count	6-2017	6-2018	Change
2 Bedrooms or Less	\$220,700	\$235,000	+ 6.5%
3 Bedrooms	\$312,250	\$335,000	+ 7.3%
4 Bedrooms or More	\$483,250	\$485,000	+ 0.4%
All Bedroom Counts	\$295,000	\$310,000	+ 5.1%

Single-Family Homes

6-2017	6-2018	Change	6-2017	6-2018	Change
\$255,000	\$272,895	+ 7.0%	\$174,700	\$189,000	+ 8.2%
\$307,757	\$335,900	+ 9.1%	\$335,000	\$328,000	- 2.1%
\$480,000	\$485,000	+ 1.0%	\$540,000	\$470,500	- 12.9%
\$325,000	\$340,000	+ 4.6%	\$203,000	\$225,000	+ 10.8%

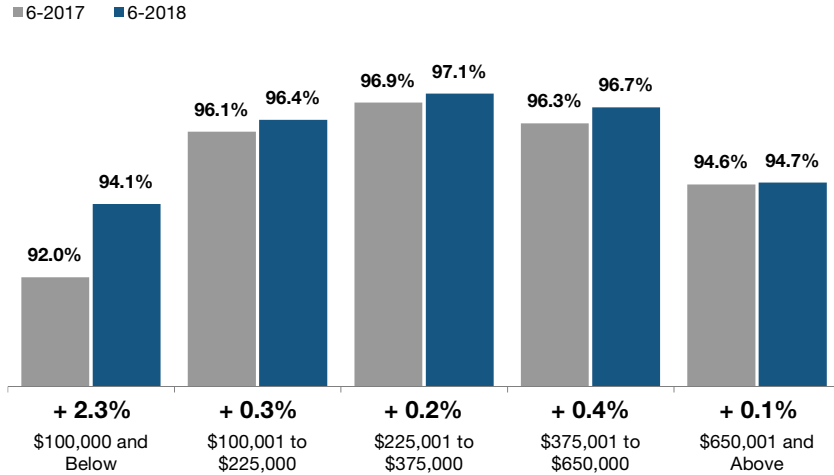
Condos / Villas

Percent of List Price Received

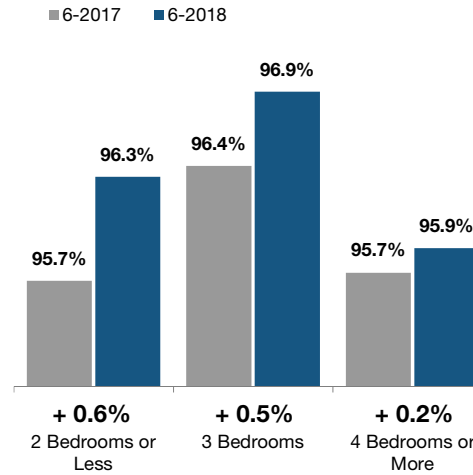
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



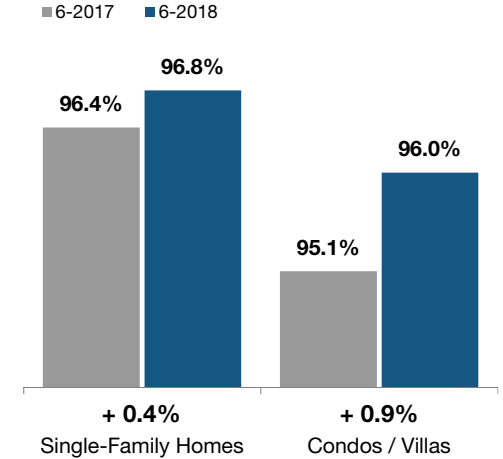
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	92.0%	94.1%	+ 2.3%
\$100,001 to \$225,000	96.1%	96.4%	+ 0.3%
\$225,001 to \$375,000	96.9%	97.1%	+ 0.2%
\$375,001 to \$650,000	96.3%	96.7%	+ 0.4%
\$650,001 and Above	94.6%	94.7%	+ 0.1%
All Price Ranges	96.0%	96.5%	+ 0.5%

Single-Family Homes

6-2017	6-2018	Change
91.4%	95.4%	+ 4.4%
96.7%	97.1%	+ 0.4%
97.3%	97.4%	+ 0.1%
96.5%	96.9%	+ 0.4%
94.6%	94.6%	0.0%
96.4%	96.8%	+ 0.4%

Condos / Villas

6-2017	6-2018	Change
94.1%	95.0%	+ 5.6%
95.0%	96.3%	+ 1.4%
95.9%	95.9%	0.0%
94.9%	96.0%	+ 1.2%
94.5%	97.6%	+ 3.3%
95.1%	96.0%	+ 0.9%

By Bedroom Count

By Bedroom Count	6-2017	6-2018	Change
2 Bedrooms or Less	95.7%	96.3%	+ 0.6%
3 Bedrooms	96.4%	96.9%	+ 0.5%
4 Bedrooms or More	95.7%	95.9%	+ 0.2%
All Bedroom Counts	96.0%	96.5%	+ 0.5%

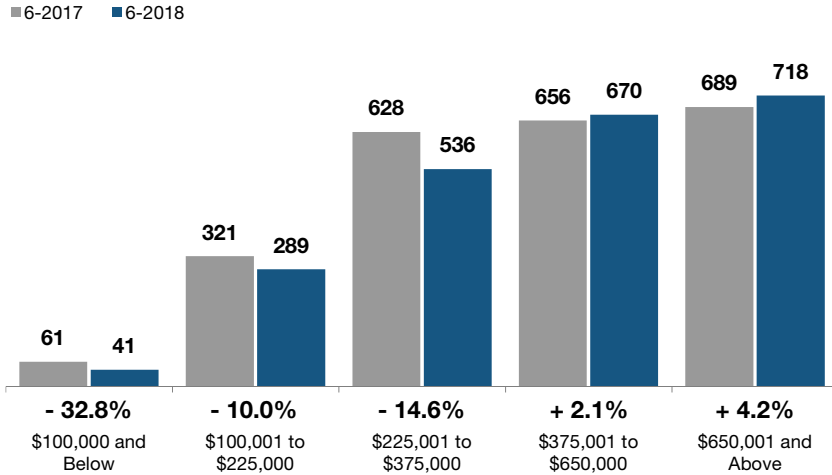
6-2017	6-2018	Change	6-2017	6-2018	Change
97.3%	97.6%	+ 0.3%	95.1%	95.8%	+ 0.7%
96.6%	97.1%	+ 0.5%	95.8%	96.7%	+ 0.9%
95.8%	95.9%	+ 0.1%	89.0%	96.2%	+ 8.1%
96.4%	96.8%	+ 0.4%	95.1%	96.0%	+ 0.9%

Inventory of Homes for Sale

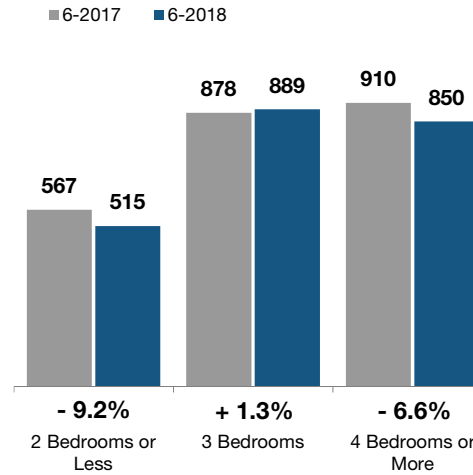
The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



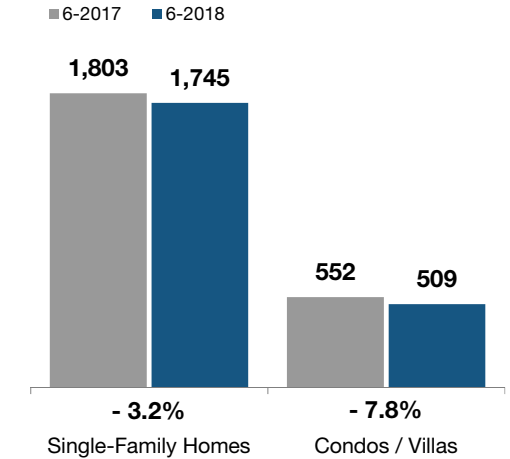
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	61	41	- 32.8%
\$100,001 to \$225,000	321	289	- 10.0%
\$225,001 to \$375,000	628	536	- 14.6%
\$375,001 to \$650,000	656	670	+ 2.1%
\$650,001 and Above	689	718	+ 4.2%
All Price Ranges	2,355	2,254	- 4.3%

Single-Family Homes

6-2017	6-2018	Change
25	15	- 40.0%
173	155	- 10.4%
464	407	- 12.3%
520	523	+ 0.6%
621	645	+ 3.9%
1,803	1,745	- 3.2%

Condos / Villas

6-2017	6-2018	Change
36	26	- 27.8%
148	134	- 9.5%
164	129	- 21.3%
136	147	+ 8.1%
68	73	+ 7.4%
552	509	- 7.8%

By Bedroom Count

6-2017	6-2018	Change
567	515	- 9.2%
878	889	+ 1.3%
910	850	- 6.6%
2,355	2,254	- 4.3%

6-2017	6-2018	Change
181	155	- 14.4%
730	765	+ 4.8%
892	825	- 7.5%
1,803	1,745	- 3.2%

6-2017	6-2018	Change
386	360	- 6.7%
148	124	- 16.2%
18	25	+ 38.9%
552	509	- 7.8%

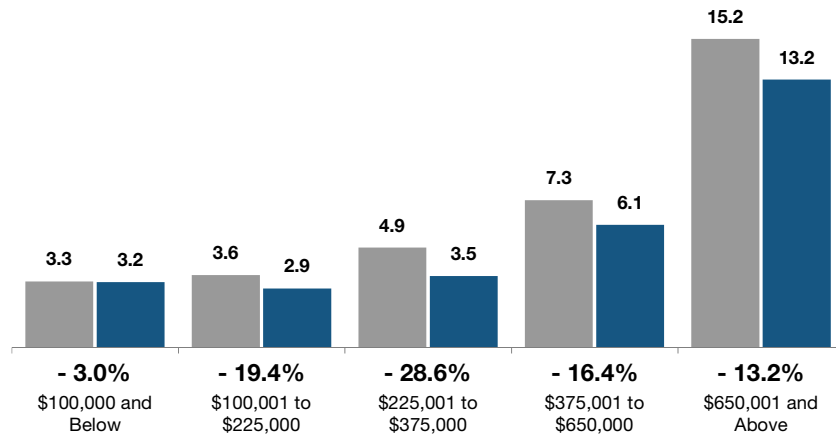
Months Supply of Inventory

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.**



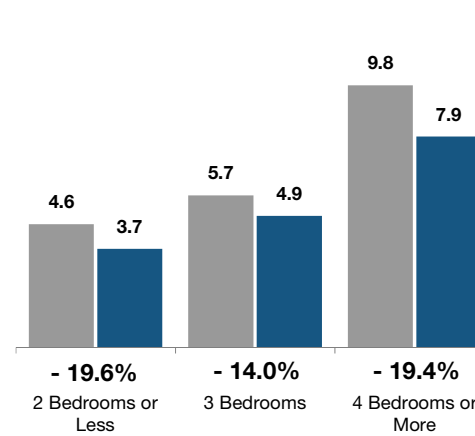
By Price Range

■ 6-2017 ■ 6-2018



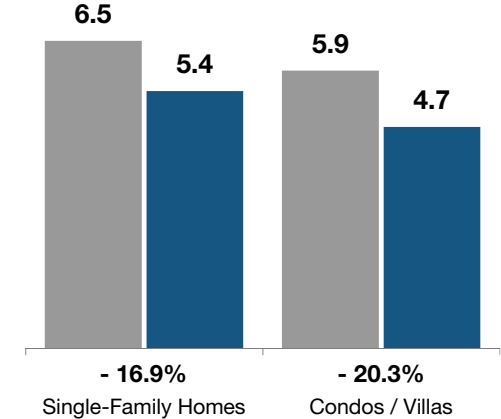
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	3.3	3.2	- 3.0%
\$100,001 to \$225,000	3.6	2.9	- 19.4%
\$225,001 to \$375,000	4.9	3.5	- 28.6%
\$375,001 to \$650,000	7.3	6.1	- 16.4%
\$650,001 and Above	15.2	13.2	- 13.2%
All Price Ranges	6.3	5.2	- 17.5%

Single-Family Homes

6-2017	6-2018	Change
4.3	3.4	- 20.9%
3.2	2.8	- 12.5%
4.6	3.4	- 26.1%
6.9	5.6	- 18.8%
15.2	13.1	- 13.8%
6.5	5.4	- 16.9%

Condos / Villas

6-2017	6-2018	Change
2.8	3.0	+ 7.1%
4.2	3.0	- 28.6%
6.3	3.9	- 38.1%
9.0	8.4	- 6.7%
15.4	13.9	- 9.7%
5.9	4.7	- 20.3%

By Bedroom Count

6-2017	6-2018	Change
4.6	3.7	- 19.6%
5.7	4.9	- 14.0%
9.8	7.9	- 19.4%
6.3	5.2	- 17.5%

6-2017	6-2018	Change
3.5	2.7	- 22.9%
5.4	4.8	- 11.1%
9.7	7.8	- 19.6%
6.5	5.4	- 16.9%

6-2017	6-2018	Change
5.3	4.3	- 18.9%
7.2	5.2	- 27.8%
12.5	11.5	- 8.0%
5.9	4.7	- 20.3%