

# Housing Supply Overview

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## July 2018

There are beginning to be hints of more supply in several markets across the country, coupled with a slowdown in total sales. These factors could potentially slow the long-standing trend of year-over-year median sales price increases. For the 12-month period spanning August 2017 through July 2018, Pending Sales in the Hilton Head region were up 15.9 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 23.6 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 6.2 percent to \$223,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 111 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 199 days.

Market-wide, inventory levels were down 5.9 percent. The property type that lost the least inventory was the Condos segment, where it decreased 1.0 percent. That amounts to 5.0 months supply for Single-Family homes and 4.7 months supply for Condos.

## Quick Facts

<b>+ 23.6%</b>	<b>+ 19.1%</b>	<b>+ 17.0%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$650,001 and Above</b>	<b>3 Bedrooms</b>	<b>Single-Family</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>



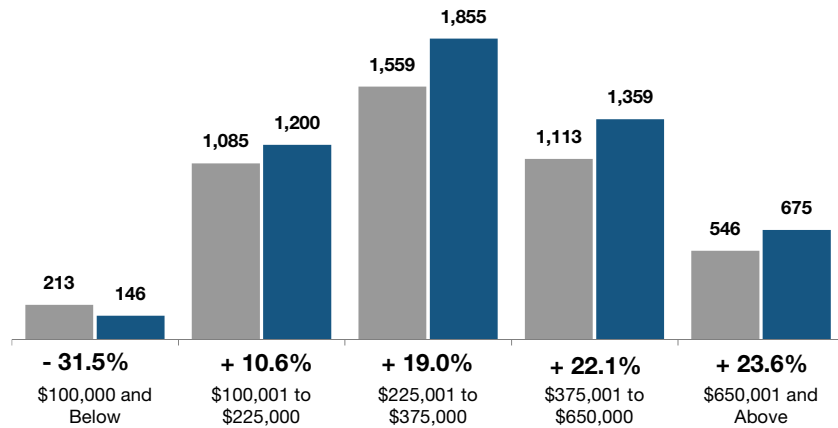
# Pending Sales

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



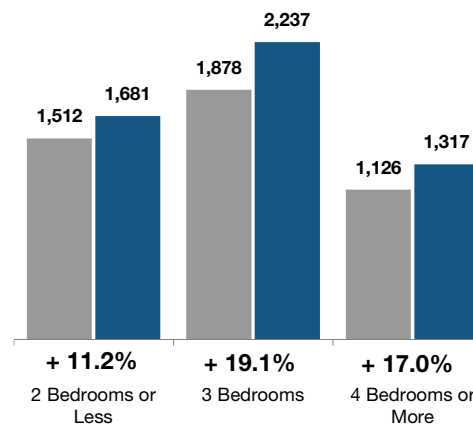
## By Price Range

■ 7-2017 ■ 7-2018



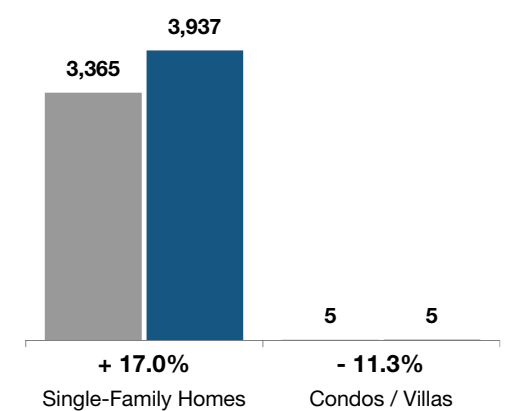
## By Bedroom Count

■ 7-2017 ■ 7-2018



## By Property Type

■ 7-2017 ■ 7-2018



### All Properties

#### By Price Range

	7-2017	7-2018	Change
\$100,000 and Below	213	146	- 31.5%
\$100,001 to \$225,000	1,085	1,200	+ 10.6%
\$225,001 to \$375,000	1,559	1,855	+ 19.0%
\$375,001 to \$650,000	1,113	1,359	+ 22.1%
\$650,001 and Above	546	675	+ 23.6%
<b>All Price Ranges</b>	<b>4,516</b>	<b>5,235</b>	<b>+ 15.9%</b>

### Single-Family Homes

	7-2017	7-2018	Change
2 Bedrooms or Less	70	41	- 41.4%
3 Bedrooms	639	678	+ 6.1%
4 Bedrooms or More	1,241	1,464	+ 18.0%
	922	1,143	+ 24.0%
	493	611	+ 23.9%
<b>All Single-Family Homes</b>	<b>3,365</b>	<b>3,937</b>	<b>+ 17.0%</b>

### Condos / Villas

	7-2017	7-2018	Change
	3	3	+ 15.4%
	3	3	- 20.0%
	6	4	- 31.7%
	8	8	+ 3.8%
	15	15	- 3.9%
<b>All Condos / Villas</b>	<b>5</b>	<b>5</b>	<b>- 11.3%</b>

#### By Bedroom Count

	7-2017	7-2018	Change
2 Bedrooms or Less	1,512	1,681	+ 11.2%
3 Bedrooms	1,878	2,237	+ 19.1%
4 Bedrooms or More	1,126	1,317	+ 17.0%
<b>All Bedroom Counts</b>	<b>4,516</b>	<b>5,235</b>	<b>+ 15.9%</b>

	7-2017	7-2018	Change
2 Bedrooms or Less	629	689	+ 9.5%
3 Bedrooms	1,626	1,953	+ 20.1%
4 Bedrooms or More	1,110	1,295	+ 16.7%
<b>All Single-Family Homes</b>	<b>3,365</b>	<b>3,937</b>	<b>+ 17.0%</b>

	7-2017	7-2018	Change
	5	4	- 10.2%
	6	5	- 25.0%
	10	16	+ 55.0%
<b>All Condos / Villas</b>	<b>5</b>	<b>5</b>	<b>- 11.3%</b>

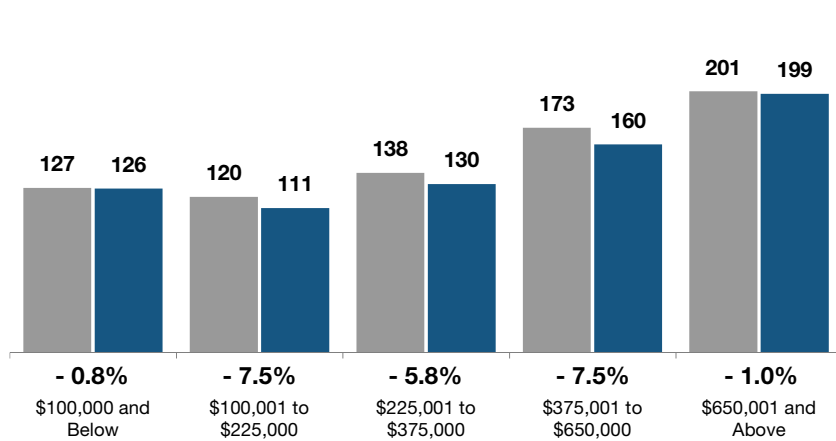
# Days on Market Until Sale

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



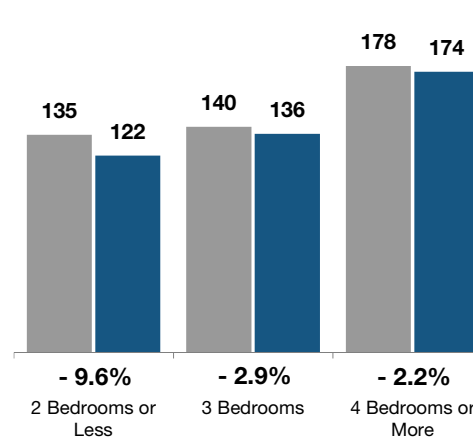
## By Price Range

■ 7-2017 ■ 7-2018



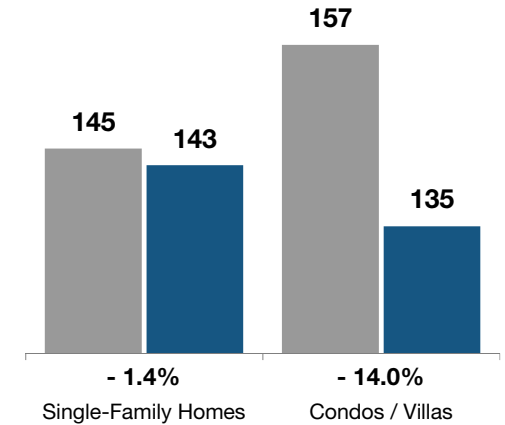
## By Bedroom Count

■ 7-2017 ■ 7-2018



## By Property Type

■ 7-2017 ■ 7-2018



### All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	127	126	- 0.8%
\$100,001 to \$225,000	120	111	- 7.5%
\$225,001 to \$375,000	138	130	- 5.8%
\$375,001 to \$650,000	173	160	- 7.5%
\$650,001 and Above	201	199	- 1.0%
<b>All Price Ranges</b>	<b>148</b>	<b>141</b>	<b>- 4.7%</b>

### Single-Family Homes

7-2017	7-2018	Change	7-2017	7-2018	Change
144	152	+ 5.3%	119	116	- 2.5%
107	110	+ 2.7%	140	112	- 20.0%
130	129	- 1.1%	171	134	- 21.6%
167	156	- 6.1%	209	184	- 12.0%
203	195	- 3.7%	187	238	+ 27.3%
<b>145</b>	<b>143</b>	<b>- 1.4%</b>	<b>157</b>	<b>135</b>	<b>- 14.0%</b>

### Condos / Villas

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	135	122	- 9.6%
3 Bedrooms	140	136	- 2.9%
4 Bedrooms or More	178	174	- 2.2%
<b>All Bedroom Counts</b>	<b>148</b>	<b>141</b>	<b>- 4.7%</b>

7-2017	7-2018	Change	7-2017	7-2018	Change
112	116	+ 2.9%	151	127	- 15.9%
135	132	- 1.5%	180	157	- 12.8%
178	173	- 2.5%	178	220	+ 23.6%
<b>145</b>	<b>143</b>	<b>- 1.4%</b>	<b>157</b>	<b>135</b>	<b>- 14.0%</b>

# Median Sales Price

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



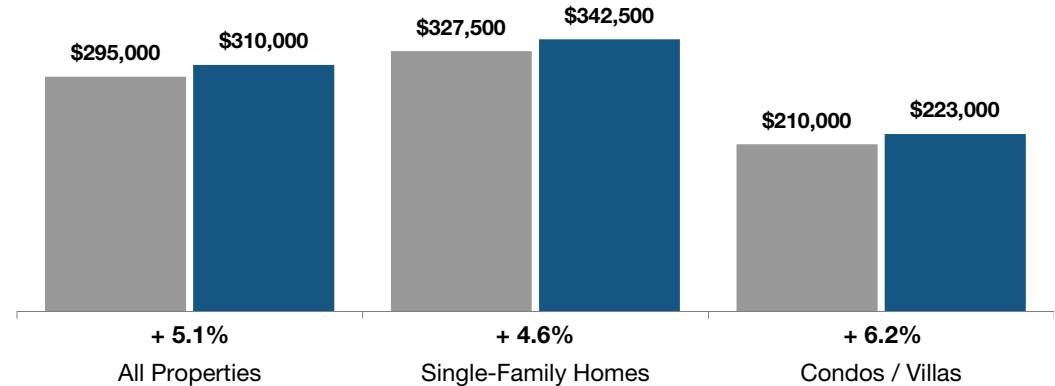
## By Bedroom Count

■ 7-2017 ■ 7-2018



## By Property Type

■ 7-2017 ■ 7-2018



### All Properties

#### By Bedroom Count

	7-2017	7-2018	Change
2 Bedrooms or Less	\$224,748	\$235,000	+ 4.6%
3 Bedrooms	\$315,000	\$335,000	+ 6.3%
4 Bedrooms or More	\$485,000	\$497,500	+ 2.6%
<b>All Bedroom Counts</b>	<b>\$295,000</b>	<b>\$310,000</b>	<b>+ 5.1%</b>

### Single-Family Homes

	7-2017	7-2018	Change	7-2017	7-2018	Change
	\$255,500	\$271,165	+ 6.1%	\$175,250	\$189,000	+ 7.8%
	\$310,000	\$335,000	+ 8.1%	\$335,000	\$335,120	+ 0.0%
	\$482,000	\$499,205	+ 3.6%	\$540,000	\$484,500	- 10.3%
<b>All</b>	<b>\$327,500</b>	<b>\$342,500</b>	<b>+ 4.6%</b>	<b>\$210,000</b>	<b>\$223,000</b>	<b>+ 6.2%</b>

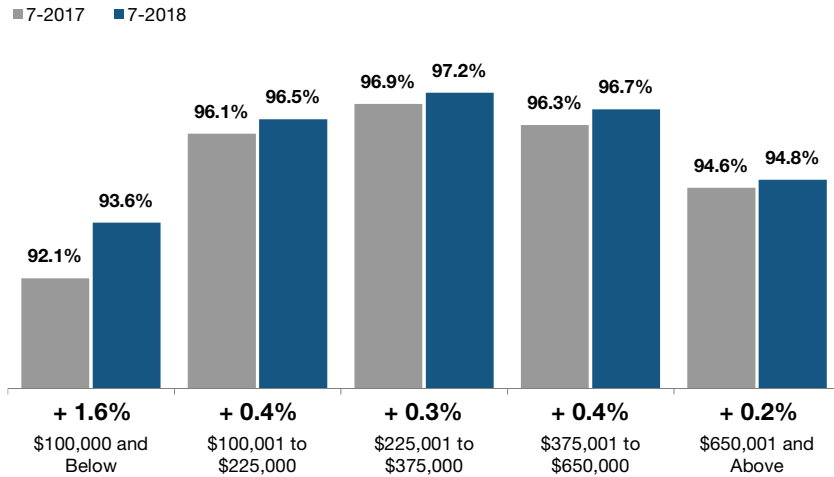
### Condos / Villas

# Percent of List Price Received

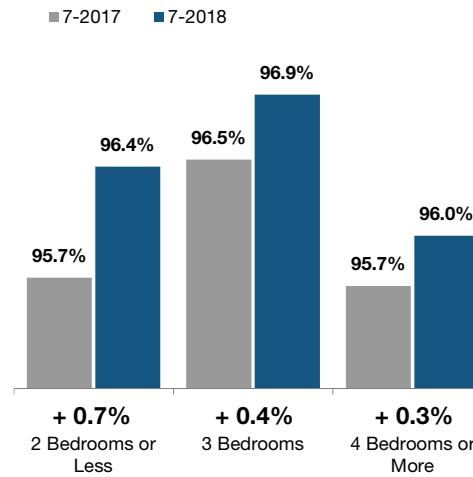
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



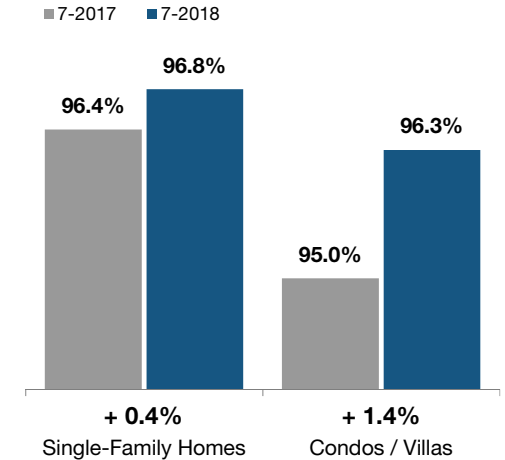
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	92.1%	93.6%	+ 1.6%
\$100,001 to \$225,000	96.1%	96.5%	+ 0.4%
\$225,001 to \$375,000	96.9%	97.2%	+ 0.3%
\$375,001 to \$650,000	96.3%	96.7%	+ 0.4%
\$650,001 and Above	94.6%	94.8%	+ 0.2%
<b>All Price Ranges</b>	<b>96.0%</b>	<b>96.5%</b>	<b>+ 0.5%</b>

### Single-Family Homes

7-2017	7-2018	Change	7-2017	7-2018	Change
91.8%	94.1%	+ 2.5%	90.3%	93.2%	+ 3.6%
96.6%	97.1%	+ 0.5%	95.4%	96.7%	+ 1.4%
97.3%	97.5%	+ 0.2%	95.7%	96.5%	+ 0.8%
96.5%	96.9%	+ 0.4%	95.5%	96.6%	+ 1.2%
94.6%	94.7%	+ 0.1%	93.7%	95.7%	+ 2.1%
<b>96.4%</b>	<b>96.8%</b>	<b>+ 0.4%</b>	<b>95.0%</b>	<b>96.3%</b>	<b>+ 1.4%</b>

### Condos / Villas

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	95.7%	96.4%	+ 0.7%
3 Bedrooms	96.5%	96.9%	+ 0.4%
4 Bedrooms or More	95.7%	96.0%	+ 0.3%
<b>All Bedroom Counts</b>	<b>96.0%</b>	<b>96.5%</b>	<b>+ 0.5%</b>

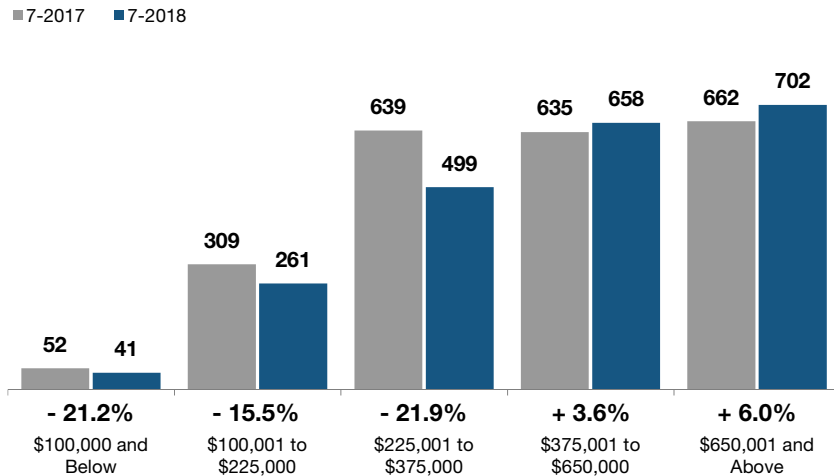
7-2017	7-2018	Change	7-2017	7-2018	Change
97.3%	97.6%	+ 0.3%	95.0%	96.3%	+ 1.4%
96.6%	97.1%	+ 0.5%	95.2%	96.2%	+ 1.1%
95.7%	96.0%	+ 0.3%	0.0%	94.5%	--
<b>96.4%</b>	<b>96.8%</b>	<b>+ 0.4%</b>	<b>95.0%</b>	<b>96.3%</b>	<b>+ 1.4%</b>

# Inventory of Homes for Sale

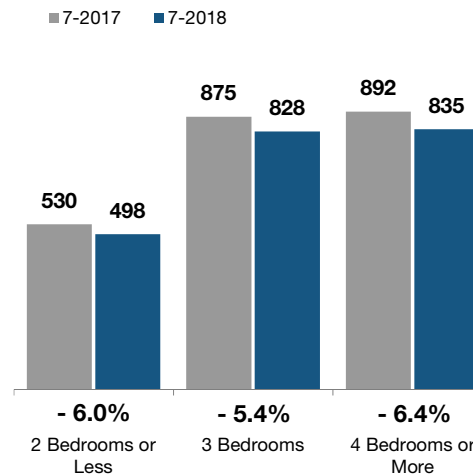
The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



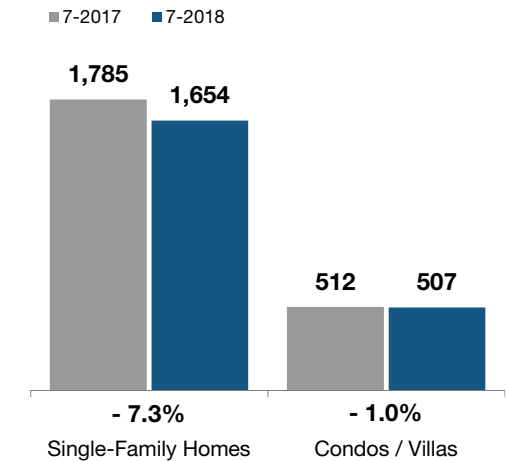
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	52	41	- 21.2%
\$100,001 to \$225,000	309	261	- 15.5%
\$225,001 to \$375,000	639	499	- 21.9%
\$375,001 to \$650,000	635	658	+ 3.6%
\$650,001 and Above	662	702	+ 6.0%
<b>All Price Ranges</b>	<b>2,297</b>	<b>2,161</b>	<b>- 5.9%</b>

### Single-Family Homes

7-2017	7-2018	Change
21	15	- 28.6%
180	138	- 23.3%
480	366	- 23.8%
509	511	+ 0.4%
595	624	+ 4.9%
<b>1,785</b>	<b>1,654</b>	<b>- 7.3%</b>

### Condos / Villas

7-2017	7-2018	Change
31	26	- 16.1%
129	123	- 4.7%
159	133	- 16.4%
126	147	+ 16.7%
67	78	+ 16.4%
<b>512</b>	<b>507</b>	<b>- 1.0%</b>

## By Bedroom Count

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	530	498	- 6.0%
3 Bedrooms	875	828	- 5.4%
4 Bedrooms or More	892	835	- 6.4%
<b>All Bedroom Counts</b>	<b>2,297</b>	<b>2,161</b>	<b>- 5.9%</b>

7-2017	7-2018	Change
168	136	- 19.0%
741	714	- 3.6%
876	804	- 8.2%
<b>1,785</b>	<b>1,654</b>	<b>- 7.3%</b>

7-2017	7-2018	Change
362	362	0.0%
134	114	- 14.9%
16	31	+ 93.8%
<b>512</b>	<b>507</b>	<b>- 1.0%</b>

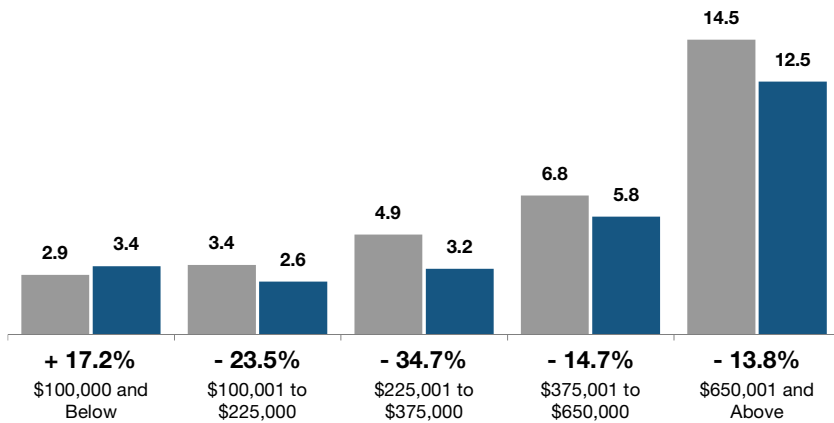
# Months Supply of Inventory

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.**



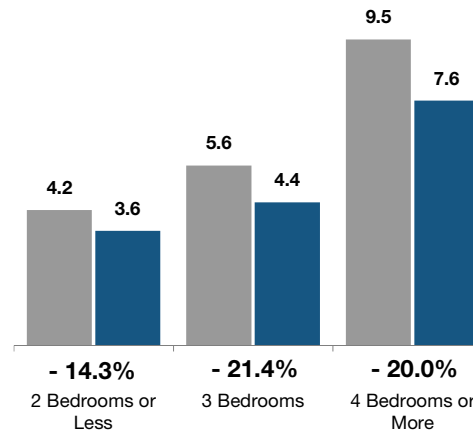
## By Price Range

■ 7-2017 ■ 7-2018



## By Bedroom Count

■ 7-2017 ■ 7-2018



## By Property Type

■ 7-2017 ■ 7-2018



### All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	2.9	3.4	+ 17.2%
\$100,001 to \$225,000	3.4	2.6	- 23.5%
\$225,001 to \$375,000	4.9	3.2	- 34.7%
\$375,001 to \$650,000	6.8	5.8	- 14.7%
\$650,001 and Above	14.5	12.5	- 13.8%
<b>All Price Ranges</b>	<b>6.1</b>	<b>5.0</b>	<b>- 18.0%</b>

### Single-Family Homes

7-2017	7-2018	Change	7-2017	7-2018	Change
3.6	4.0	+ 11.1%	2.6	3.0	+ 15.4%
3.4	2.4	- 29.4%	3.5	2.8	- 20.0%
4.6	3.0	- 34.8%	6.0	4.1	- 31.7%
6.6	5.4	- 18.2%	7.9	8.2	+ 3.8%
14.5	12.3	- 15.2%	15.2	14.6	- 3.9%
<b>6.4</b>	<b>5.0</b>	<b>- 21.9%</b>	<b>5.3</b>	<b>4.7</b>	<b>- 11.3%</b>

### Condos / Villas

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	4.2	3.6	- 14.3%
3 Bedrooms	5.6	4.4	- 21.4%
4 Bedrooms or More	9.5	7.6	- 20.0%
<b>All Bedroom Counts</b>	<b>6.1</b>	<b>5.0</b>	<b>- 18.0%</b>

7-2017	7-2018	Change	7-2017	7-2018	Change
3.2	2.4	- 25.0%	4.9	4.4	- 10.2%
5.5	4.4	- 20.0%	6.4	4.8	- 25.0%
9.5	7.5	- 21.1%	10.0	15.5	+ 55.0%
<b>6.4</b>	<b>5.0</b>	<b>- 21.9%</b>	<b>5.3</b>	<b>4.7</b>	<b>- 11.3%</b>