

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## September 2018

According to a recent study by Fannie Mae, 24 percent of Americans feel that now is a good time to buy a house. That number was 54 percent five years ago. Feelings change rapidly when incomes do not match well with home prices and frustration sets in. For the 12-month period spanning October 2017 through September 2018, Pending Sales in the Hilton Head region were up 19.0 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 29.1 percent.

The overall Median Sales Price was up 6.3 percent to \$313,453. The property type with the largest price gain was the Condos / Villas segment, where prices increased 7.0 percent to \$226,800. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 110 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 198 days.

Market-wide, inventory levels were down 0.5 percent. The property type that gained the most inventory was the Condos segment, where it increased 6.9 percent. That amounts to 5.2 months supply for Single-Family homes and 4.9 months supply for Condos.

## Quick Facts

<b>+ 29.1%</b>	<b>+ 23.8%</b>	<b>+ 21.1%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$650,001 and Above</b>	<b>4 Bedrooms or More</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>

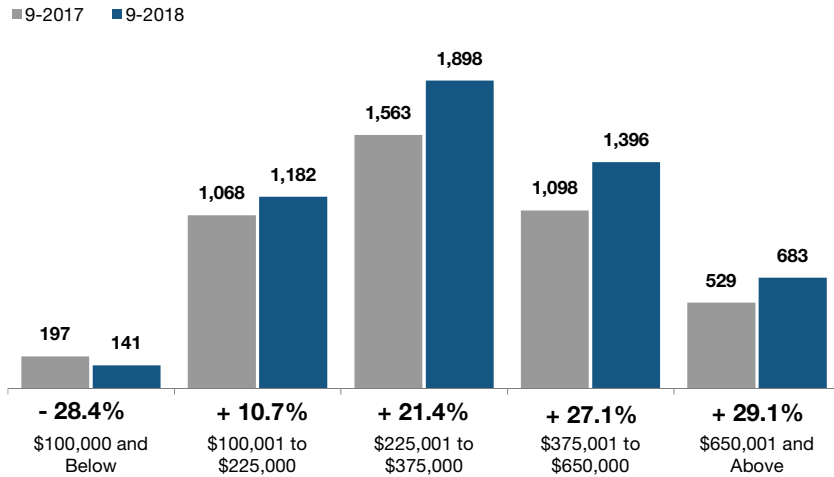


# Pending Sales

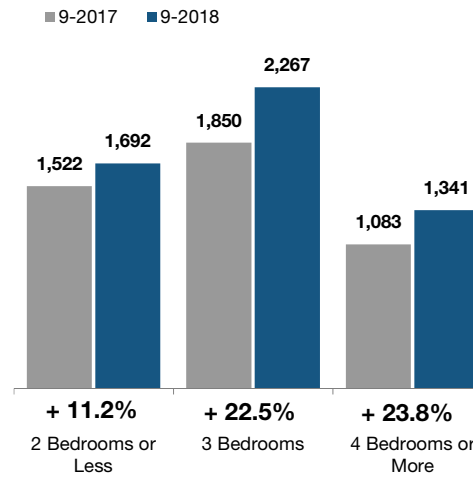
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



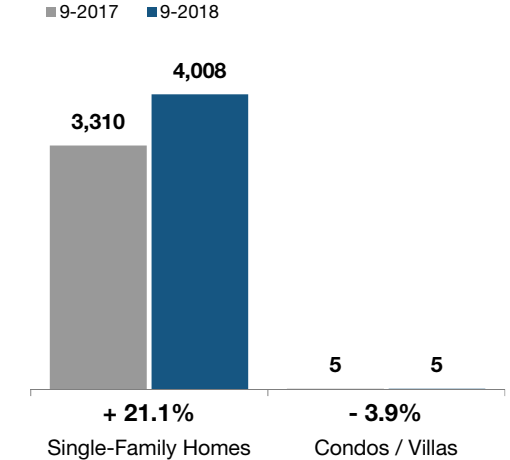
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	197	141	-28.4%
\$100,001 to \$225,000	1,068	1,182	+10.7%
\$225,001 to \$375,000	1,563	1,898	+21.4%
\$375,001 to \$650,000	1,098	1,396	+27.1%
\$650,001 and Above	529	683	+29.1%
<b>All Price Ranges</b>	<b>4,455</b>	<b>5,300</b>	<b>+19.0%</b>

### Single-Family Homes

9-2017	9-2018	Change
66	39	-40.9%
615	665	+8.1%
1,246	1,511	+21.3%
906	1,178	+30.0%
477	615	+28.9%
<b>3,310</b>	<b>4,008</b>	<b>+21.1%</b>

### Condos / Villas

9-2017	9-2018	Change
2	4	+56.5%
3	3	-8.6%
6	4	-21.4%
7	8	+2.7%
16	13	-14.6%
<b>5</b>	<b>5</b>	<b>-3.9%</b>

### By Bedroom Count

9-2017	9-2018	Change
1,522	1,692	+11.2%
1,850	2,267	+22.5%
1,083	1,341	+23.8%
<b>4,455</b>	<b>5,300</b>	<b>+19.0%</b>

9-2017	9-2018	Change
645	696	+7.9%
1,600	1,994	+24.6%
1,065	1,318	+23.8%
<b>3,310</b>	<b>4,008</b>	<b>+21.1%</b>

9-2017	9-2018	Change
5	5	-2.1%
6	5	-21.5%
8	15	+88.8%
<b>5</b>	<b>5</b>	<b>-3.9%</b>

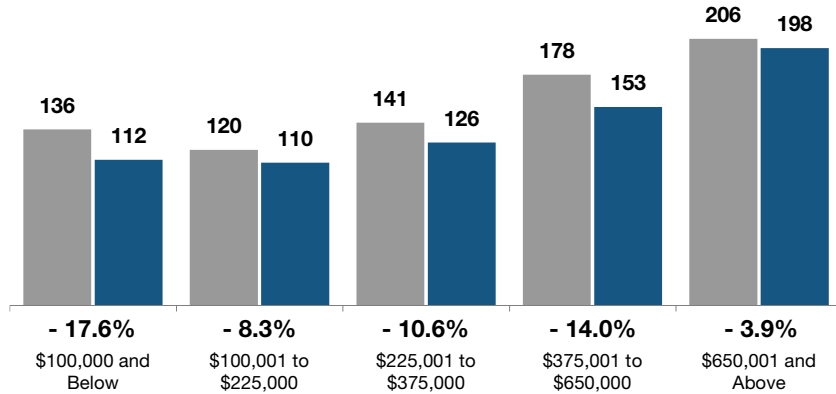
# Days on Market Until Sale

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



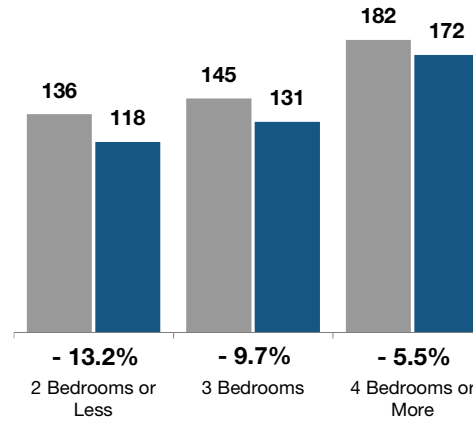
## By Price Range

■ 9-2017 ■ 9-2018



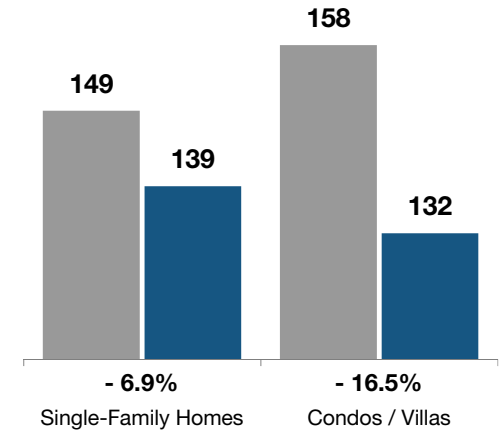
## By Bedroom Count

■ 9-2017 ■ 9-2018



## By Property Type

■ 9-2017 ■ 9-2018



### All Properties

#### By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	136	112	- 17.6%
\$100,001 to \$225,000	120	110	- 8.3%
\$225,001 to \$375,000	141	126	- 10.6%
\$375,001 to \$650,000	178	153	- 14.0%
\$650,001 and Above	206	198	- 3.9%
<b>All Price Ranges</b>	<b>151</b>	<b>137</b>	<b>- 9.3%</b>

### Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	161	120	- 25.7%
3 Bedrooms	110	110	+ 0.2%
4 Bedrooms or More	134	124	- 6.9%
Single-Family Homes	170	150	- 11.4%
Condos / Villas	218	167	- 23.4%
Single-Family Homes	208	193	- 7.6%
<b>All Single-Family Homes</b>	<b>149</b>	<b>139</b>	<b>- 6.9%</b>

### Condos / Villas

	9-2017	9-2018	Change
Condos / Villas	123	110	- 10.6%
Single-Family Homes	136	111	- 18.4%
Condos / Villas	170	131	- 22.9%
Single-Family Homes	218	167	- 23.4%
Condos / Villas	179	247	+ 38.0%
<b>All Condos / Villas</b>	<b>158</b>	<b>132</b>	<b>- 16.5%</b>

#### By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	136	118	- 13.2%
3 Bedrooms	145	131	- 9.7%
4 Bedrooms or More	182	172	- 5.5%
<b>All Bedroom Counts</b>	<b>151</b>	<b>137</b>	<b>- 9.3%</b>

	9-2017	9-2018	Change
2 Bedrooms or Less	117	110	- 5.7%
3 Bedrooms	139	127	- 8.4%
4 Bedrooms or More	181	172	- 5.3%
<b>All Single-Family Homes</b>	<b>149</b>	<b>139</b>	<b>- 6.9%</b>
Condos / Villas	149	124	- 16.8%
Single-Family Homes	187	155	- 17.1%
Condos / Villas	203	201	- 1.0%
<b>All Condos / Villas</b>	<b>158</b>	<b>132</b>	<b>- 16.5%</b>

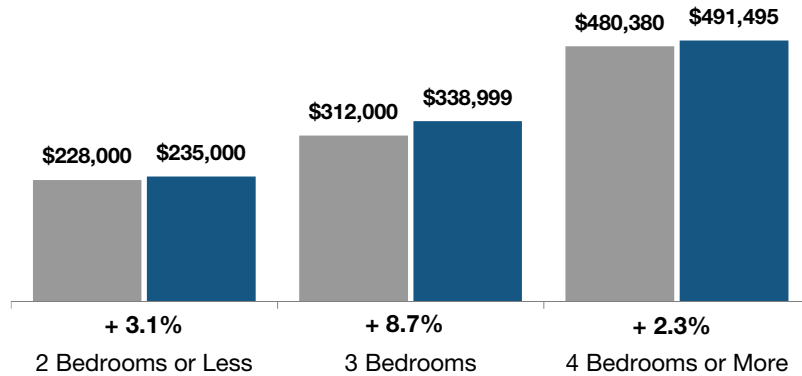
# Median Sales Price

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



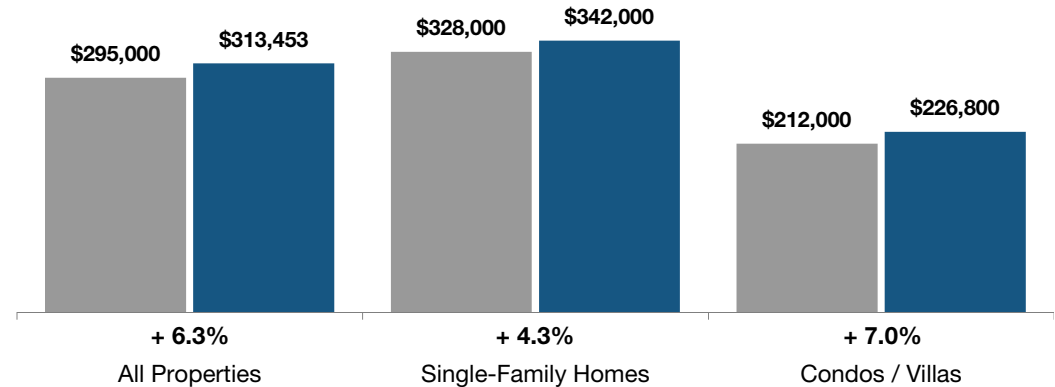
## By Bedroom Count

■ 9-2017 ■ 9-2018



## By Property Type

■ 9-2017 ■ 9-2018



### All Properties

#### By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	\$228,000	\$235,000	+ 3.1%
3 Bedrooms	\$312,000	\$338,999	+ 8.7%
4 Bedrooms or More	\$480,380	\$491,495	+ 2.3%
<b>All Bedroom Counts</b>	<b>\$295,000</b>	<b>\$313,453</b>	<b>+ 6.3%</b>

### Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	\$264,000	\$271,440	+ 2.8%
3 Bedrooms	\$306,670	\$335,000	+ 9.2%
4 Bedrooms or More	\$478,608	\$491,495	+ 2.7%
<b>All Single-Family Homes</b>	<b>\$328,000</b>	<b>\$342,000</b>	<b>+ 4.3%</b>

### Condos / Villas

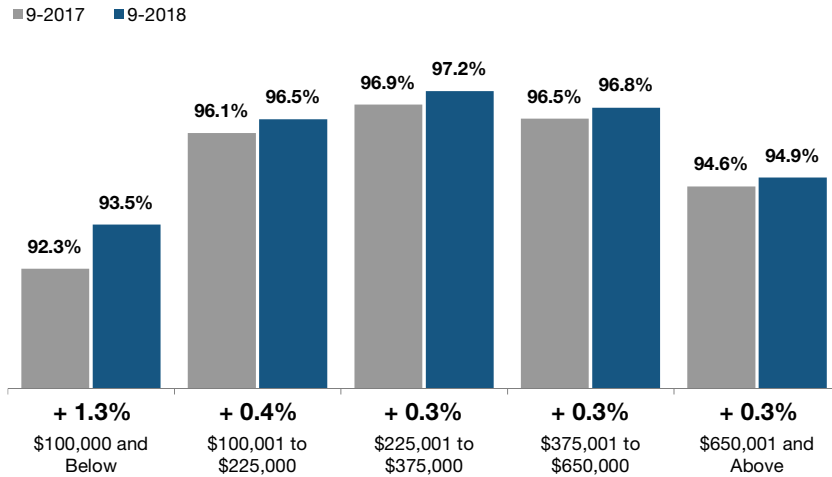
	9-2017	9-2018	Change
2 Bedrooms or Less	\$179,950	\$190,000	+ 5.6%
3 Bedrooms	\$336,250	\$356,800	+ 6.1%
4 Bedrooms or More	\$540,000	\$483,000	- 10.6%
<b>All Condos / Villas</b>	<b>\$212,000</b>	<b>\$226,800</b>	<b>+ 7.0%</b>

# Percent of List Price Received

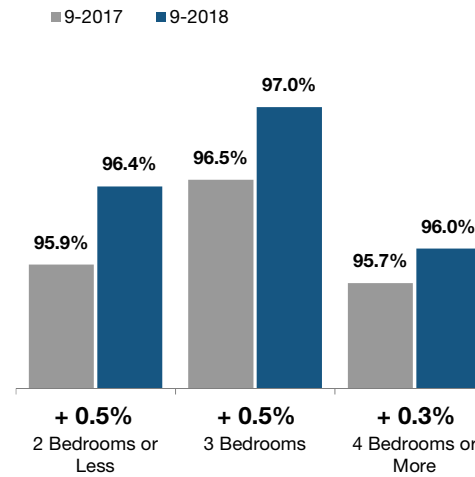
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



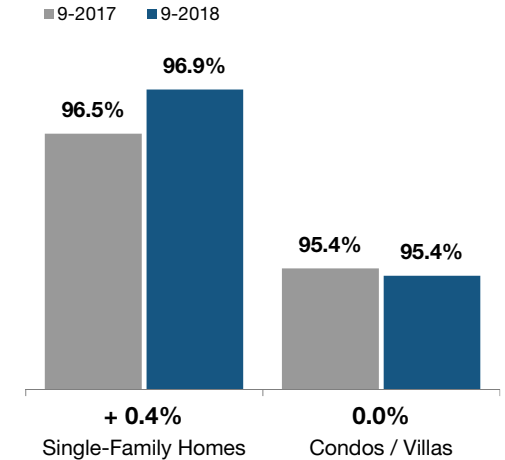
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	92.3%	93.5%	+ 1.3%
\$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	96.5%	96.8%	+ 0.3%
\$650,001 and Above	94.6%	94.9%	+ 0.3%
<b>All Price Ranges</b>	<b>96.1%</b>	<b>96.6%</b>	<b>+ 0.5%</b>

### Single-Family Homes

9-2017	9-2018	Change	9-2017	9-2018	Change
92.3%	93.9%	+ 1.7%	95.3%	92.6%	- 7.4%
96.6%	97.1%	+ 0.5%	95.6%	95.2%	- 0.4%
97.3%	97.5%	+ 0.2%	95.7%	96.4%	+ 0.7%
96.7%	96.9%	+ 0.2%	95.3%	95.4%	+ 0.1%
94.6%	94.8%	+ 0.2%	92.0%	95.5%	+ 3.8%
<b>96.5%</b>	<b>96.9%</b>	<b>+ 0.4%</b>	<b>95.4%</b>	<b>95.4%</b>	<b>0.0%</b>

### Condos / Villas

By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	95.9%	96.4%	+ 0.5%
3 Bedrooms	96.5%	97.0%	+ 0.5%
4 Bedrooms or More	95.7%	96.0%	+ 0.3%
<b>All Bedroom Counts</b>	<b>96.1%</b>	<b>96.6%</b>	<b>+ 0.5%</b>

9-2017	9-2018	Change	9-2017	9-2018	Change
97.3%	97.6%	+ 0.3%	95.6%	95.2%	- 0.4%
96.7%	97.1%	+ 0.4%	94.9%	96.5%	+ 1.7%
95.8%	96.0%	+ 0.2%	95.4%	98.9%	+ 3.7%
<b>96.5%</b>	<b>96.9%</b>	<b>+ 0.4%</b>	<b>95.4%</b>	<b>95.4%</b>	<b>0.0%</b>

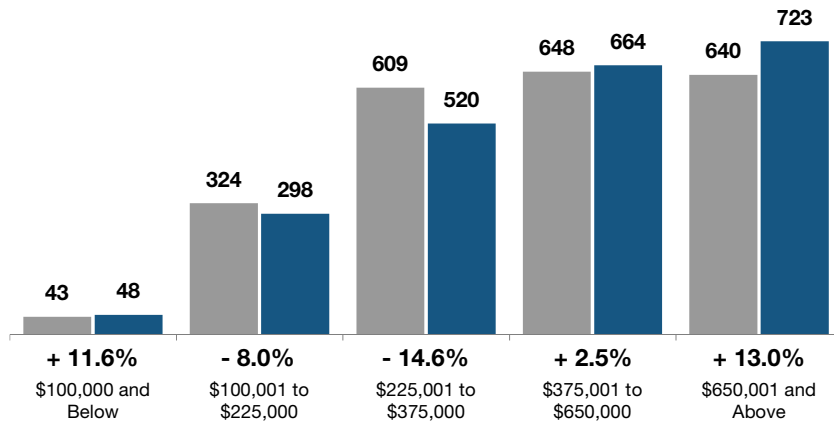
# Inventory of Homes for Sale

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



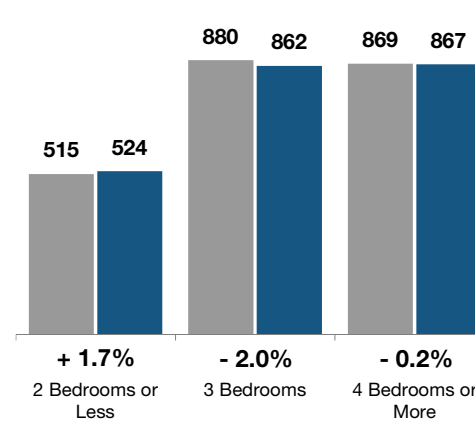
## By Price Range

■ 9-2017 ■ 9-2018



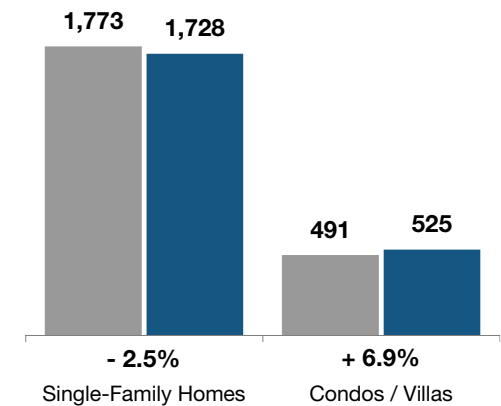
## By Bedroom Count

■ 9-2017 ■ 9-2018



## By Property Type

■ 9-2017 ■ 9-2018



### All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	43	48	+ 11.6%
\$100,001 to \$225,000	324	298	- 8.0%
\$225,001 to \$375,000	609	520	- 14.6%
\$375,001 to \$650,000	648	664	+ 2.5%
\$650,001 and Above	640	723	+ 13.0%
<b>All Price Ranges</b>	<b>2,264</b>	<b>2,253</b>	<b>- 0.5%</b>

### Single-Family Homes

9-2017	9-2018	Change	9-2017	9-2018	Change
18	17	- 5.6%	25	31	+ 24.0%
192	160	- 16.7%	132	138	+ 4.5%
461	378	- 18.0%	148	142	- 4.1%
530	526	- 0.8%	118	138	+ 16.9%
572	647	+ 13.1%	68	76	+ 11.8%
<b>1,773</b>	<b>1,728</b>	<b>- 2.5%</b>	<b>491</b>	<b>525</b>	<b>+ 6.9%</b>

### Condos / Villas

By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	515	524	+ 1.7%
3 Bedrooms	880	862	- 2.0%
4 Bedrooms or More	869	867	- 0.2%
<b>All Bedroom Counts</b>	<b>2,264</b>	<b>2,253</b>	<b>- 0.5%</b>

9-2017	9-2018	Change	9-2017	9-2018	Change
175	143	- 18.3%	340	381	+ 12.1%
745	747	+ 0.3%	135	115	- 14.8%
853	838	- 1.8%	16	29	+ 81.3%
<b>1,773</b>	<b>1,728</b>	<b>- 2.5%</b>	<b>491</b>	<b>525</b>	<b>+ 6.9%</b>

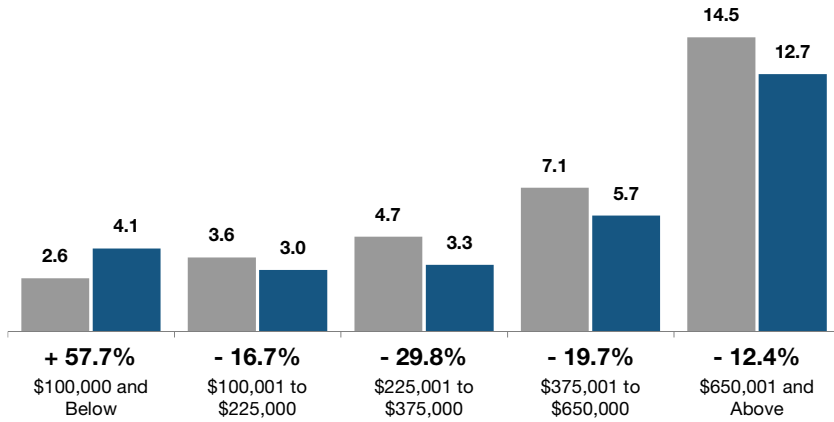
# Months Supply of Inventory

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.**



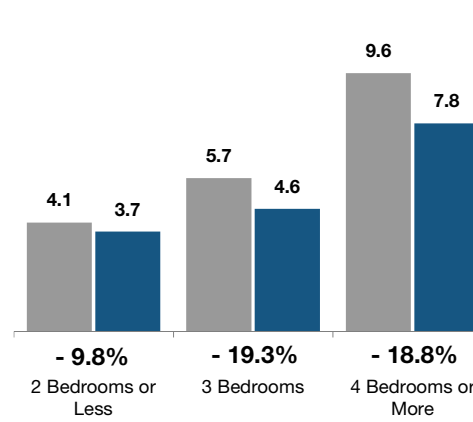
## By Price Range

■ 9-2017 ■ 9-2018



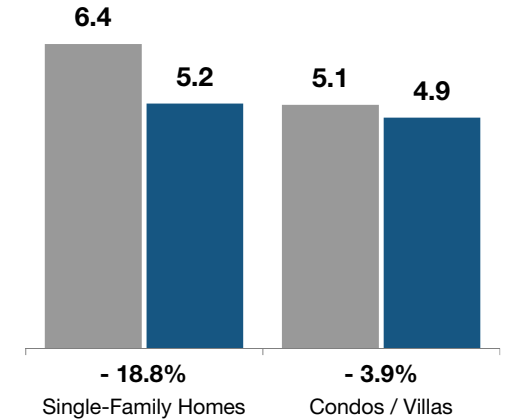
## By Bedroom Count

■ 9-2017 ■ 9-2018



## By Property Type

■ 9-2017 ■ 9-2018



### All Properties

#### By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	2.6	4.1	+ 57.7%
\$100,001 to \$225,000	3.6	3.0	- 16.7%
\$225,001 to \$375,000	4.7	3.3	- 29.8%
\$375,001 to \$650,000	7.1	5.7	- 19.7%
\$650,001 and Above	14.5	12.7	- 12.4%
<b>All Price Ranges</b>	<b>6.1</b>	<b>5.1</b>	<b>- 16.4%</b>

### Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	3.3	4.8	+ 45.5%
3 Bedrooms	3.7	2.9	- 21.6%
4 Bedrooms or More	4.4	3.0	- 31.8%
Single-Family Homes	7.0	5.4	- 22.9%
Condos / Villas	14.4	12.6	- 12.5%
<b>All Single-Family Homes</b>	<b>6.4</b>	<b>5.2</b>	<b>- 18.8%</b>

### Condos / Villas

	9-2017	9-2018	Change
Single-Family Homes	2.3	3.6	+ 56.5%
Condos / Villas	3.5	3.2	- 8.6%
Single-Family Homes	5.6	4.4	- 21.4%
Condos / Villas	7.4	7.6	+ 2.7%
Single-Family Homes	15.7	13.4	- 14.6%
<b>All Condos / Villas</b>	<b>5.1</b>	<b>4.9</b>	<b>- 3.9%</b>

#### By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	4.1	3.7	- 9.8%
3 Bedrooms	5.7	4.6	- 19.3%
4 Bedrooms or More	9.6	7.8	- 18.8%
<b>All Bedroom Counts</b>	<b>6.1</b>	<b>5.1</b>	<b>- 16.4%</b>

	9-2017	9-2018	Change
2 Bedrooms or Less	3.3	2.5	- 24.2%
3 Bedrooms	5.6	4.5	- 19.6%
4 Bedrooms or More	9.6	7.6	- 20.8%
<b>All Single-Family Homes</b>	<b>6.4</b>	<b>5.2</b>	<b>- 18.8%</b>
Single-Family Homes	4.7	4.6	- 2.1%
Condos / Villas	6.5	5.1	- 21.5%
Single-Family Homes	8.0	15.1	+ 88.8%
<b>All Condos / Villas</b>	<b>5.1</b>	<b>4.9</b>	<b>- 3.9%</b>