

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



November 2018

Home prices have continued to increase, but price drops are becoming more of a reality as affordability concerns are keeping showings down and some nervous buyers at bay. Meanwhile, year-over-year inventory levels are edging closer to even in several markets across the U.S.

For the 12-month period spanning December 2017 through November 2018, Pending Sales in the Hilton Head region were up 11.1 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 18.4 percent.

The overall Median Sales Price was up 4.5 percent to \$313,558. The property type with the largest price gain was the Condos / Villas segment, where prices increased 4.7 percent to \$225,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 108 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 193 days.

Market-wide, inventory levels were up 4.6 percent. The property type that gained the most inventory was the Condos segment, where it increased 12.0 percent. That amounts to 5.3 months supply for Single-Family homes and 5.0 months supply for Condos.

Quick Facts

| | | |
|---------------------------------------|-------------------------------------|-------------------------------------|
| + 18.4% | + 14.4% | + 13.7% |
| Price Range With the Strongest Sales: | Bedroom Count With Strongest Sales: | Property Type With Strongest Sales: |
| \$650,001 and Above | 4 Bedrooms or More | 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 |



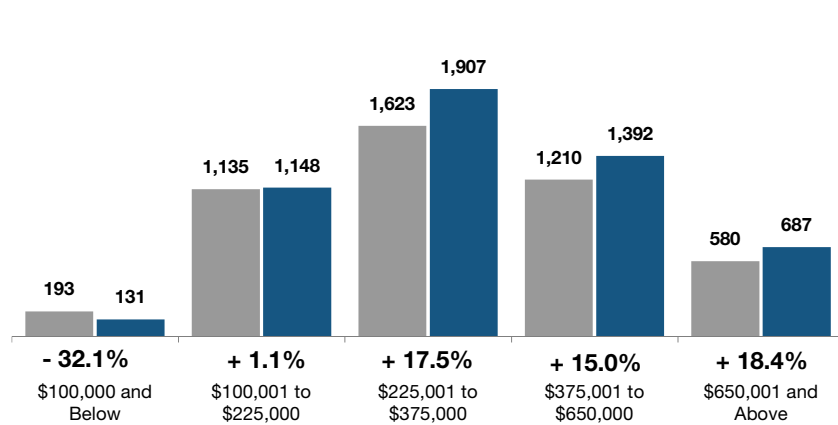
Pending Sales

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



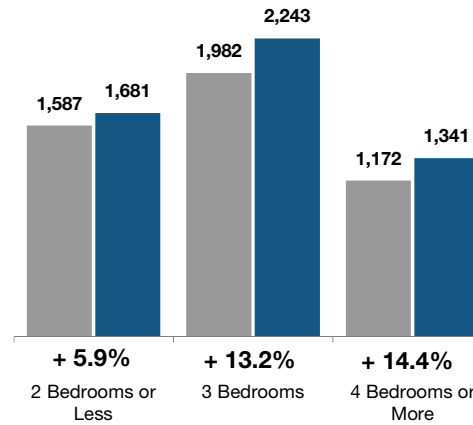
By Price Range

■ 11-2017 ■ 11-2018



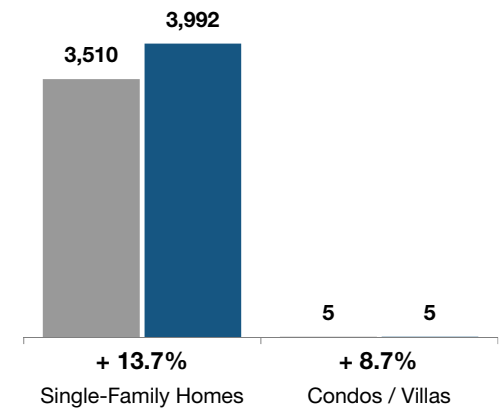
By Bedroom Count

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



All Properties

By Price Range

| | 11-2017 | 11-2018 | Change |
|-------------------------|--------------|--------------|----------------|
| \$100,000 and Below | 193 | 131 | - 32.1% |
| \$100,001 to \$225,000 | 1,135 | 1,148 | + 1.1% |
| \$225,001 to \$375,000 | 1,623 | 1,907 | + 17.5% |
| \$375,001 to \$650,000 | 1,210 | 1,392 | + 15.0% |
| \$650,001 and Above | 580 | 687 | + 18.4% |
| All Price Ranges | 4,741 | 5,265 | + 11.1% |

Single-Family Homes

| | 11-2017 | 11-2018 | Change |
|--------------------------------|--------------|--------------|----------------|
| 2 Bedrooms or Less | 62 | 34 | - 45.2% |
| 3 Bedrooms | 646 | 636 | - 1.5% |
| 4 Bedrooms or More | 1,273 | 1,524 | + 19.7% |
| | 1,005 | 1,173 | + 16.7% |
| | 524 | 625 | + 19.3% |
| All Single-Family Homes | 3,510 | 3,992 | + 13.7% |

Condos / Villas

| | 11-2017 | 11-2018 | Change |
|----------------------------|----------|----------|---------------|
| | 2 | 4 | + 71.4% |
| | 3 | 3 | - 5.7% |
| | 5 | 4 | - 6.5% |
| | 6 | 8 | + 26.2% |
| | 14 | 15 | + 5.8% |
| All Condos / Villas | 5 | 5 | + 8.7% |

By Bedroom Count

| | 11-2017 | 11-2018 | Change |
|---------------------------|--------------|--------------|----------------|
| 2 Bedrooms or Less | 1,587 | 1,681 | + 5.9% |
| 3 Bedrooms | 1,982 | 2,243 | + 13.2% |
| 4 Bedrooms or More | 1,172 | 1,341 | + 14.4% |
| All Bedroom Counts | 4,741 | 5,265 | + 11.1% |

| | 11-2017 | 11-2018 | Change |
|--------------------------------|--------------|--------------|----------------|
| 2 Bedrooms or Less | 647 | 693 | + 7.1% |
| 3 Bedrooms | 1,710 | 1,984 | + 16.0% |
| 4 Bedrooms or More | 1,153 | 1,315 | + 14.1% |
| All Single-Family Homes | 3,510 | 3,992 | + 13.7% |

| | 11-2017 | 11-2018 | Change |
|----------------------------|----------|----------|---------------|
| | 4 | 5 | + 9.5% |
| | 6 | 6 | + 3.4% |
| | 8 | 10 | + 21.4% |
| All Condos / Villas | 5 | 5 | + 8.7% |

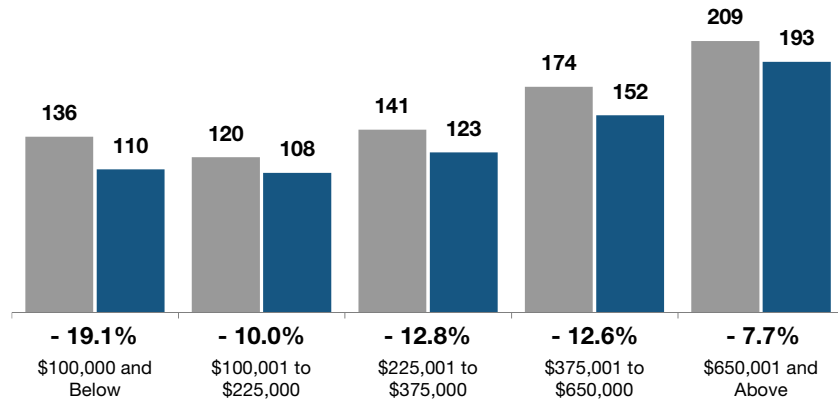
Days on Market Until Sale

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



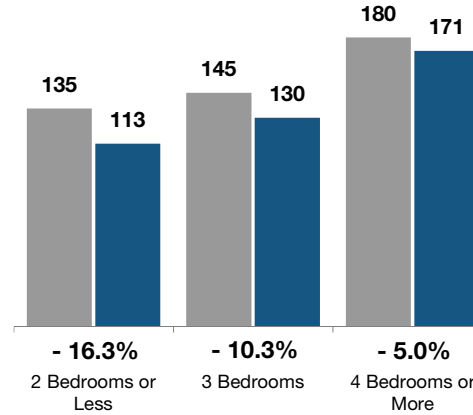
By Price Range

■ 11-2017 ■ 11-2018



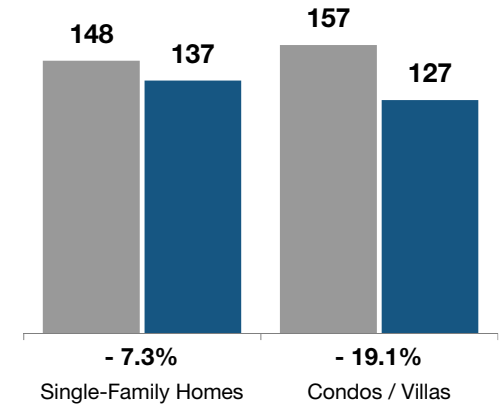
By Bedroom Count

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



All Properties

By Price Range

| | 11-2017 | 11-2018 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 136 | 110 | - 19.1% |
| \$100,001 to \$225,000 | 120 | 108 | - 10.0% |
| \$225,001 to \$375,000 | 141 | 123 | - 12.8% |
| \$375,001 to \$650,000 | 174 | 152 | - 12.6% |
| \$650,001 and Above | 209 | 193 | - 7.7% |
| All Price Ranges | 150 | 135 | - 10.0% |

Single-Family Homes

| | 11-2017 | 11-2018 | Change |
|--------------------------------|------------|------------|---------------|
| 2 Bedrooms or Less | 161 | 122 | - 24.3% |
| 3 Bedrooms | 108 | 111 | + 2.3% |
| 4 Bedrooms or More | 134 | 123 | - 8.1% |
| Single-Family Homes | 168 | 149 | - 11.1% |
| Condos / Villas | 212 | 187 | - 11.4% |
| All Single-Family Homes | 148 | 137 | - 7.3% |

Condos / Villas

| | 11-2017 | 11-2018 | Change |
|----------------------------|------------|------------|----------------|
| Condos / Villas | 123 | 106 | - 13.8% |
| Single-Family Homes | 136 | 103 | - 24.3% |
| Condos / Villas | 170 | 125 | - 26.5% |
| Single-Family Homes | 204 | 168 | - 17.6% |
| Condos / Villas | 187 | 246 | + 31.6% |
| All Condos / Villas | 157 | 127 | - 19.1% |

By Bedroom Count

| | 11-2017 | 11-2018 | Change |
|---------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 135 | 113 | - 16.3% |
| 3 Bedrooms | 145 | 130 | - 10.3% |
| 4 Bedrooms or More | 180 | 171 | - 5.0% |
| All Bedroom Counts | 150 | 135 | - 10.0% |

| | 11-2017 | 11-2018 | Change |
|--------------------------------|------------|------------|---------------|
| 2 Bedrooms or Less | 118 | 106 | - 10.6% |
| 3 Bedrooms | 139 | 127 | - 8.4% |
| 4 Bedrooms or More | 179 | 171 | - 4.9% |
| All Single-Family Homes | 148 | 137 | - 7.3% |

Median Sales Price

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



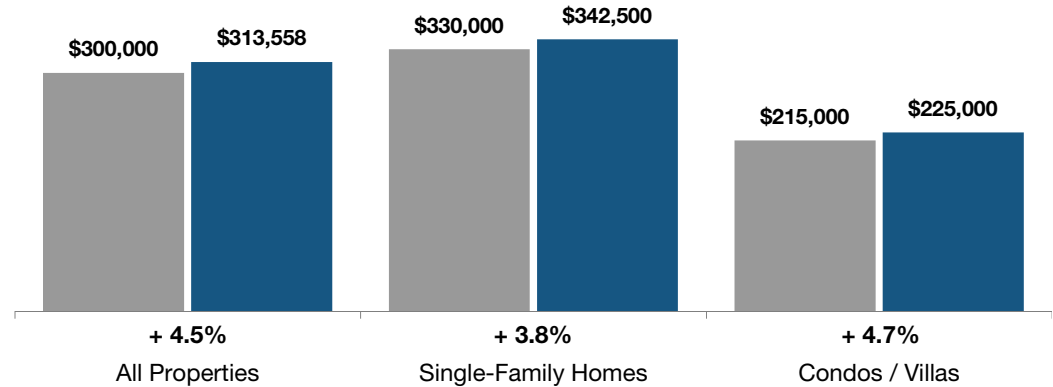
By Bedroom Count

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



All Properties

By Bedroom Count

| | 11-2017 | 11-2018 | Change |
|---------------------------|------------------|------------------|---------------|
| 2 Bedrooms or Less | \$230,550 | \$235,000 | + 1.9% |
| 3 Bedrooms | \$320,000 | \$335,000 | + 4.7% |
| 4 Bedrooms or More | \$472,000 | \$500,000 | + 5.9% |
| All Bedroom Counts | \$300,000 | \$313,558 | + 4.5% |

Single-Family Homes

| | 11-2017 | 11-2018 | Change | 11-2017 | 11-2018 | Change |
|------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | \$268,000 | \$270,000 | + 0.7% | \$182,000 | \$190,000 | + 4.4% |
| | \$315,000 | \$331,215 | + 5.1% | \$337,500 | \$360,000 | + 6.7% |
| | \$465,000 | \$500,000 | + 7.5% | \$532,500 | \$585,000 | + 9.9% |
| All | \$330,000 | \$342,500 | + 3.8% | \$215,000 | \$225,000 | + 4.7% |

Condos / Villas

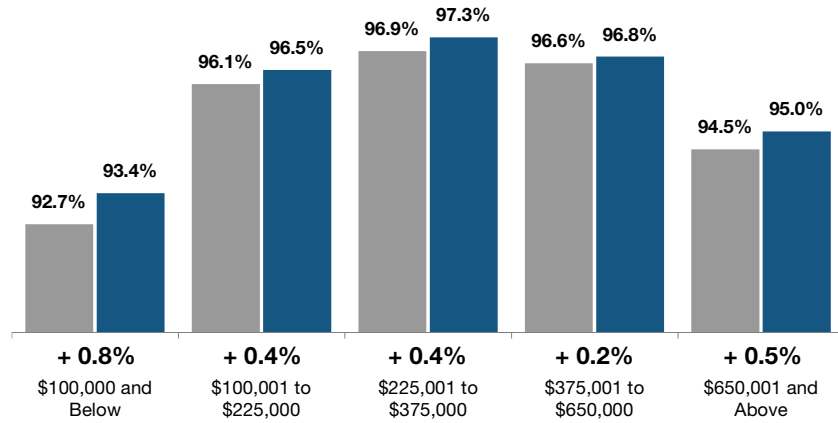
Percent of List Price Received

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.**



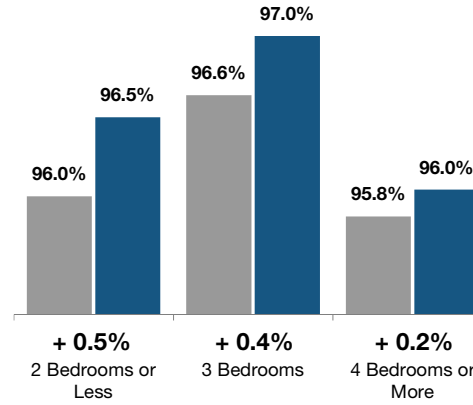
By Price Range

■ 11-2017 ■ 11-2018



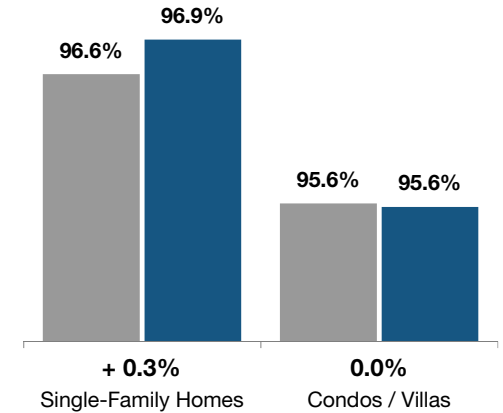
By Bedroom Count

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



All Properties

By Price Range

| | 11-2017 | 11-2018 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 92.7% | 93.4% | + 0.8% |
| \$100,001 to \$225,000 | 96.1% | 96.5% | + 0.4% |
| \$225,001 to \$375,000 | 96.9% | 97.3% | + 0.4% |
| \$375,001 to \$650,000 | 96.6% | 96.8% | + 0.2% |
| \$650,001 and Above | 94.5% | 95.0% | + 0.5% |
| All Price Ranges | 96.2% | 96.6% | + 0.4% |

Single-Family Homes

| | 11-2017 | 11-2018 | Change | 11-2017 | 11-2018 | Change |
|-------------------------|--------------|--------------|---------------|--------------|--------------|-------------|
| \$100,000 and Below | 92.7% | 93.6% | + 1.0% | 93.4% | 93.3% | + 3.7% |
| \$100,001 to \$225,000 | 96.6% | 97.1% | + 0.5% | 95.4% | 94.8% | - 0.6% |
| \$225,001 to \$375,000 | 97.3% | 97.6% | + 0.3% | 96.3% | 96.1% | - 0.2% |
| \$375,001 to \$650,000 | 96.9% | 96.9% | 0.0% | 95.8% | 97.2% | + 1.5% |
| \$650,001 and Above | 94.6% | 94.9% | + 0.3% | 93.9% | 0.0% | - 100.0% |
| All Price Ranges | 96.6% | 96.9% | + 0.3% | 95.6% | 95.6% | 0.0% |

Condos / Villas

By Bedroom Count

| | 11-2017 | 11-2018 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 96.0% | 96.5% | + 0.5% |
| 3 Bedrooms | 96.6% | 97.0% | + 0.4% |
| 4 Bedrooms or More | 95.8% | 96.0% | + 0.2% |
| All Bedroom Counts | 96.2% | 96.6% | + 0.4% |

| | 11-2017 | 11-2018 | Change | 11-2017 | 11-2018 | Change |
|---------------------------|--------------|--------------|---------------|--------------|--------------|-------------|
| 2 Bedrooms or Less | 97.3% | 97.7% | + 0.4% | 95.2% | 95.2% | 0.0% |
| 3 Bedrooms | 96.8% | 97.1% | + 0.3% | 96.8% | 96.1% | - 0.7% |
| 4 Bedrooms or More | 95.9% | 96.0% | + 0.1% | 97.1% | 100.3% | + 3.3% |
| All Bedroom Counts | 96.6% | 96.9% | + 0.3% | 95.6% | 95.6% | 0.0% |

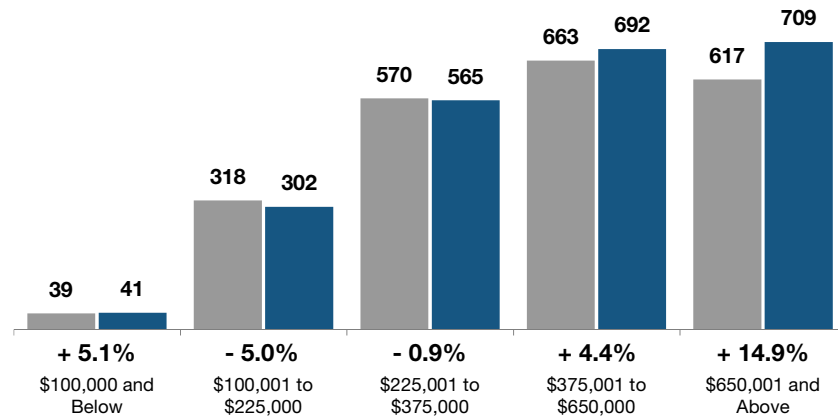
Inventory of Homes for Sale

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



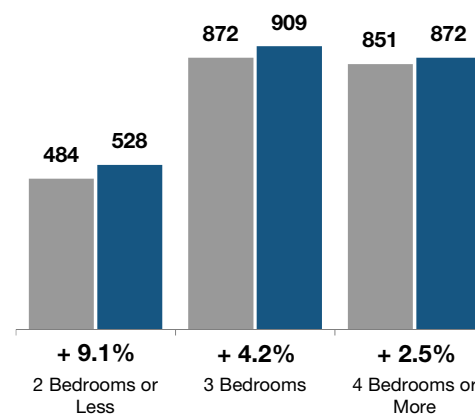
By Price Range

■ 11-2017 ■ 11-2018



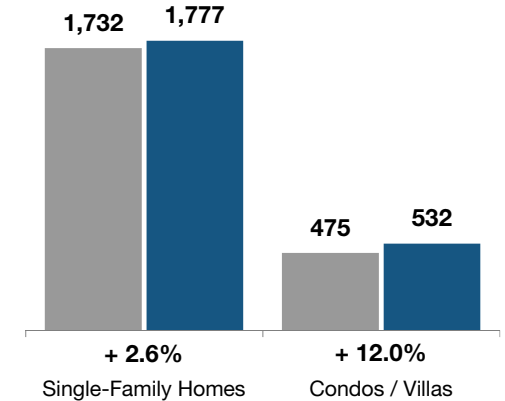
By Bedroom Count

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



All Properties

| By Price Range | 11-2017 | 11-2018 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 39 | 41 | + 5.1% |
| \$100,001 to \$225,000 | 318 | 302 | - 5.0% |
| \$225,001 to \$375,000 | 570 | 565 | - 0.9% |
| \$375,001 to \$650,000 | 663 | 692 | + 4.4% |
| \$650,001 and Above | 617 | 709 | + 14.9% |
| All Price Ranges | 2,207 | 2,309 | + 4.6% |

Single-Family Homes

| 11-2017 | 11-2018 | Change |
|--------------|--------------|---------------|
| 16 | 12 | - 25.0% |
| 176 | 162 | - 8.0% |
| 436 | 427 | - 2.1% |
| 552 | 543 | - 1.6% |
| 552 | 633 | + 14.7% |
| 1,732 | 1,777 | + 2.6% |

Condos / Villas

| 11-2017 | 11-2018 | Change |
|------------|------------|----------------|
| 23 | 29 | + 26.1% |
| 142 | 140 | - 1.4% |
| 134 | 138 | + 3.0% |
| 111 | 149 | + 34.2% |
| 65 | 76 | + 16.9% |
| 475 | 532 | + 12.0% |

By Bedroom Count

| 11-2017 | 11-2018 | Change |
|--------------|--------------|---------------|
| 484 | 528 | + 9.1% |
| 872 | 909 | + 4.2% |
| 851 | 872 | + 2.5% |
| 2,207 | 2,309 | + 4.6% |

| 11-2017 | 11-2018 | Change |
|--------------|--------------|---------------|
| 156 | 147 | - 5.8% |
| 741 | 780 | + 5.3% |
| 835 | 850 | + 1.8% |
| 1,732 | 1,777 | + 2.6% |

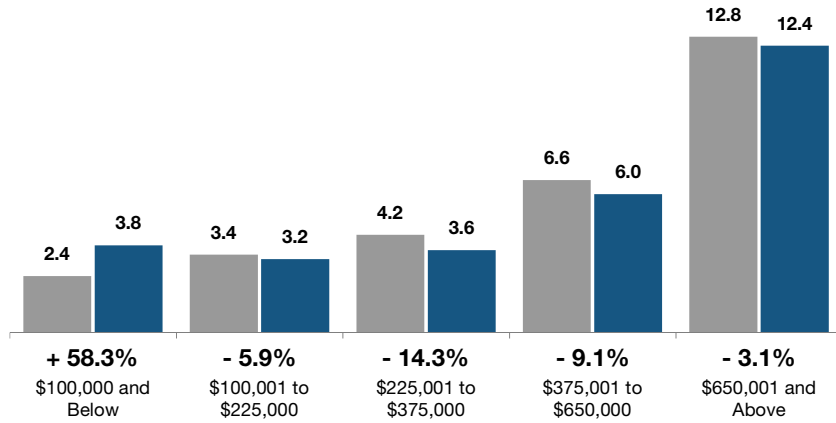
Months Supply of Inventory

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.**



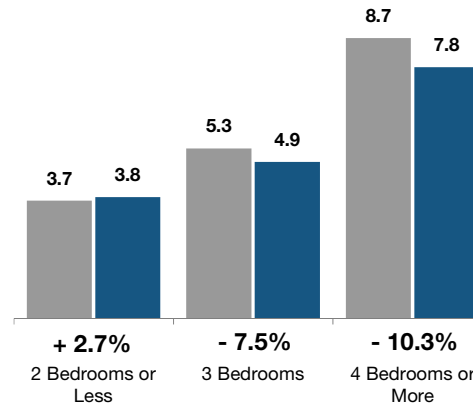
By Price Range

■ 11-2017 ■ 11-2018



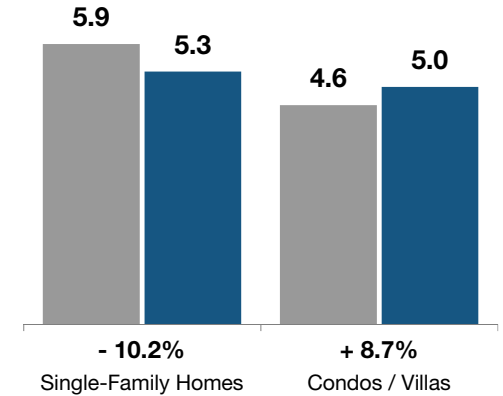
By Bedroom Count

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



All Properties

By Price Range

| | 11-2017 | 11-2018 | Change |
|-------------------------|------------|------------|---------------|
| \$100,000 and Below | 2.4 | 3.8 | + 58.3% |
| \$100,001 to \$225,000 | 3.4 | 3.2 | - 5.9% |
| \$225,001 to \$375,000 | 4.2 | 3.6 | - 14.3% |
| \$375,001 to \$650,000 | 6.6 | 6.0 | - 9.1% |
| \$650,001 and Above | 12.8 | 12.4 | - 3.1% |
| All Price Ranges | 5.6 | 5.3 | - 5.4% |

Single-Family Homes

| | 11-2017 | 11-2018 | Change |
|--------------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 3.1 | 3.9 | + 25.8% |
| 3 Bedrooms | 3.3 | 3.1 | - 6.1% |
| 4 Bedrooms or More | 4.1 | 3.4 | - 17.1% |
| All Single-Family Homes | 6.6 | 5.6 | - 15.2% |
| All Single-Family Homes | 12.6 | 12.2 | - 3.2% |
| All Single-Family Homes | 5.9 | 5.3 | - 10.2% |

Condos / Villas

| | 11-2017 | 11-2018 | Change |
|----------------------------|------------|------------|---------------|
| Condos / Villas | 2.1 | 3.6 | + 71.4% |
| Condos / Villas | 3.5 | 3.3 | - 5.7% |
| Condos / Villas | 4.6 | 4.3 | - 6.5% |
| Condos / Villas | 6.5 | 8.2 | + 26.2% |
| Condos / Villas | 13.9 | 14.7 | + 5.8% |
| All Condos / Villas | 4.6 | 5.0 | + 8.7% |

By Bedroom Count

| | 11-2017 | 11-2018 | Change |
|---------------------------|------------|------------|---------------|
| 2 Bedrooms or Less | 3.7 | 3.8 | + 2.7% |
| 3 Bedrooms | 5.3 | 4.9 | - 7.5% |
| 4 Bedrooms or More | 8.7 | 7.8 | - 10.3% |
| All Bedroom Counts | 5.6 | 5.3 | - 5.4% |

| | 11-2017 | 11-2018 | Change |
|--------------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 2.9 | 2.5 | - 13.8% |
| 3 Bedrooms | 5.2 | 4.7 | - 9.6% |
| 4 Bedrooms or More | 8.7 | 7.8 | - 10.3% |
| All Single-Family Homes | 5.9 | 5.3 | - 10.2% |

| | 11-2017 | 11-2018 | Change |
|----------------------------|------------|------------|---------------|
| Condos / Villas | 4.2 | 4.6 | + 9.5% |
| Condos / Villas | 5.8 | 6.0 | + 3.4% |
| Condos / Villas | 8.4 | 10.2 | + 21.4% |
| All Condos / Villas | 4.6 | 5.0 | + 8.7% |