Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®

September 2021

According to the National Association of REALTORS®, the number of first-time homebuyers declined to 29%, the lowest level in years, as bidding wars, competition from cash buyers, and a lack of affordable housing have caused some buyers to put their home plans temporarily on hold. With sales prices posting double-digit increases year-over-year, some first-time buyers have found they may lack the financial resources to buy a home and have decided to wait for a change in their personal or economic conditions before continuing their home search. For the 12-month period spanning October 2020 through September 2021, 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 51.7 percent.

The overall Median Sales Price was up 11.8 percent to $395,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 21.3 percent to $310,500. The price range that tended to sell the quickest was the $100,001 to $225,000 range at 88 days; the price range that tended to sell the slowest was the $650,001 and Above range at 128 days.

Market-wide, inventory levels were down 48.7 percent. The property type that lost the least inventory was the Condos segment, where it decreased 22.8 percent. That amounts to 1.0 months supply for Single-Family homes and 1.4 months supply for Condos.

Quick Facts

+ 51.7%	+ 28.7%	+ 18.7%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
$650,001 and Above	**2 Bedrooms or Less**	**Single-Family**

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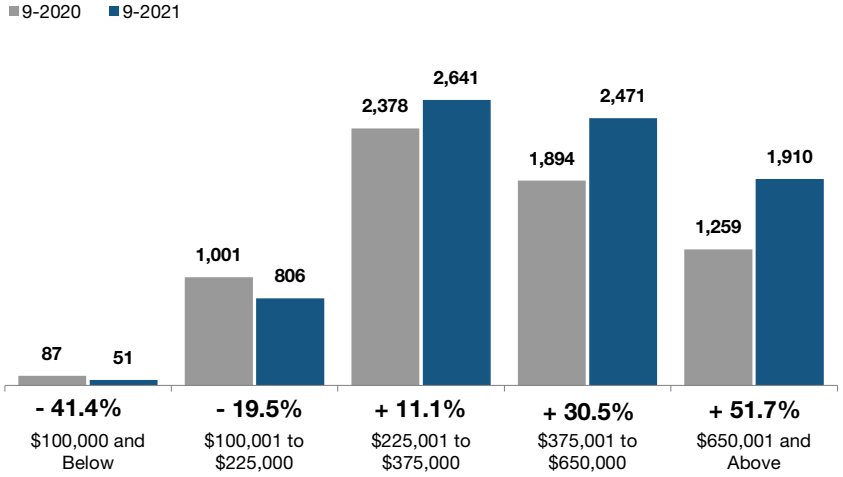
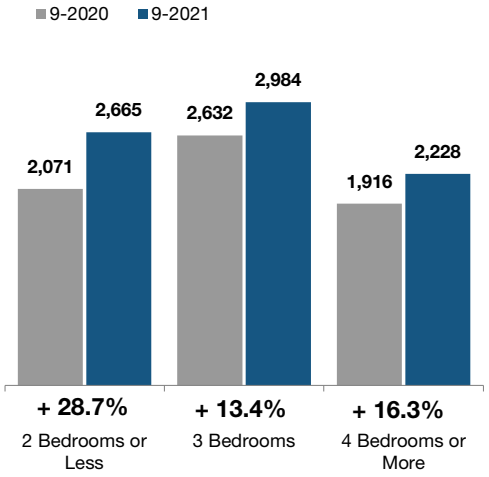
Pending Sales

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

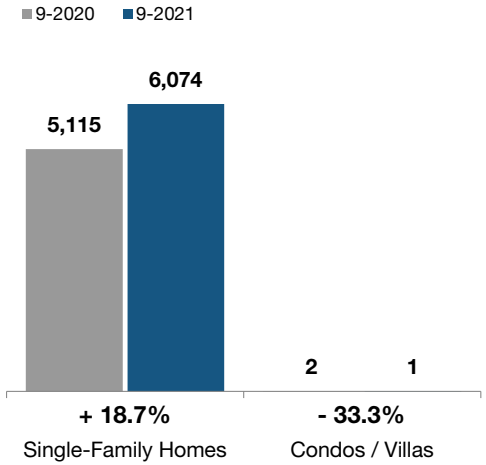
By Price Range



By Bedroom Count



By Property Type



By Price Range	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
$100,000 and Below	87	51	- 41.4%	35	16	- 54.3%	3	3	- 7.1%
$100,001 to $225,000	1,001	806	- 19.5%	464	284	- 38.8%	2	1	- 73.7%
$225,001 to $375,000	2,378	2,641	+ 11.1%	1,904	2,136	+ 12.2%	2	2	- 11.1%
$375,001 to $650,000	1,894	2,471	+ 30.5%	1,564	1,943	+ 24.2%	2	2	- 28.6%
$650,001 and Above	1,259	1,910	+ 51.7%	1,148	1,695	+ 47.6%	4	2	- 50.0%
All Price Ranges	**6,619**	**7,879**	**+ 19.0%**	**5,115**	**6,074**	**+ 18.7%**	**2**	**1**	**- 33.3%**

By Bedroom Count	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
2 Bedrooms or Less	2,071	2,665	+ 28.7%	933	1,294	+ 38.7%	2	1	- 33.3%
3 Bedrooms	2,632	2,984	+ 13.4%	2,299	2,581	+ 12.3%	2	1	- 40.9%
4 Bedrooms or More	1,916	2,228	+ 16.3%	1,883	2,197	+ 16.7%	2	1	- 60.0%
All Bedroom Counts	**6,619**	**7,879**	**+ 19.0%**	**5,115**	**6,074**	**+ 18.7%**	**2**	**1**	**- 33.3%**

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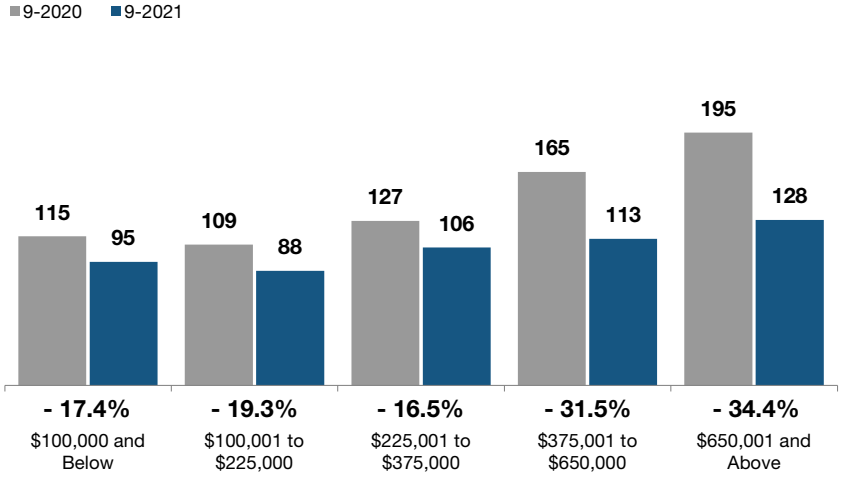
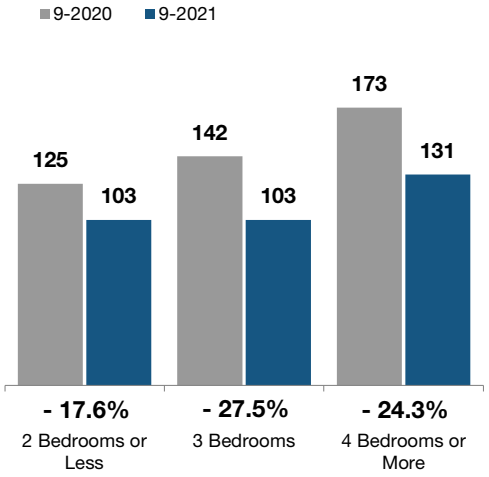
Days on Market Until Sale

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

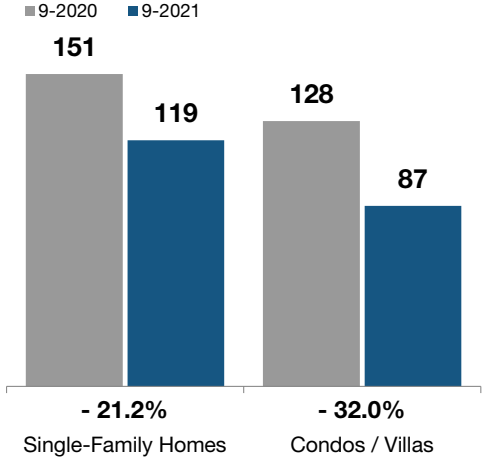
By Price Range



By Bedroom Count



By Property Type



By Price Range	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
$100,000 and Below	115	95	- 17.4%	112	72	- 35.9%	117	106	- 9.4%
$100,001 to $225,000	109	88	- 19.3%	112	98	- 12.6%	105	83	- 21.0%
$225,001 to $375,000	127	106	- 16.5%	127	112	- 11.7%	125	83	- 33.6%
$375,001 to $650,000	165	113	- 31.5%	166	119	- 28.2%	157	91	- 42.0%
$650,001 and Above	195	128	- 34.4%	194	132	- 32.2%	208	96	- 53.8%
All Price Ranges	**146**	**111**	**- 24.0%**	**151**	**119**	**- 21.2%**	**128**	**87**	**- 32.0%**

By Bedroom Count	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
2 Bedrooms or Less	125	103	- 17.6%	133	127	- 4.0%	119	85	- 28.6%
3 Bedrooms	142	103	- 27.5%	141	104	- 26.0%	153	93	- 39.2%
4 Bedrooms or More	173	131	- 24.3%	172	131	- 23.7%	195	108	- 44.6%
All Bedroom Counts	**146**	**111**	**- 24.0%**	**151**	**119**	**- 21.2%**	**128**	**87**	**- 32.0%**

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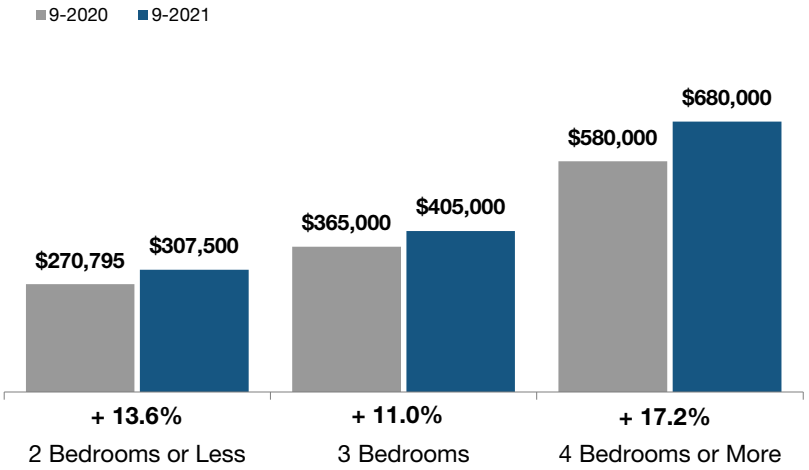
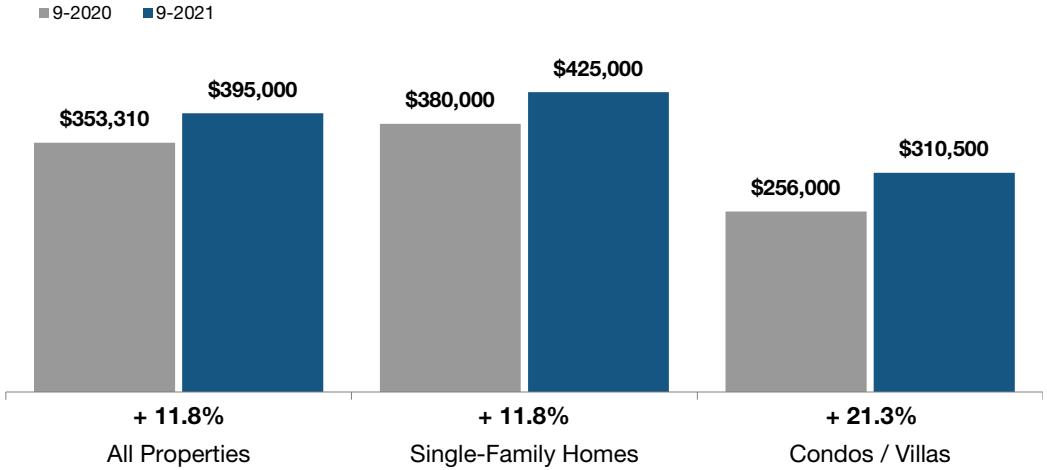
Median Sales Price

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

By Bedroom Count



By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos / Villas		
	9-2020	9-2021	Change	9-2020	9-2021	Change	9-2020	9-2021	Change
2 Bedrooms or Less	$270,795	$307,500	+ 13.6%	$295,820	$325,000	+ 9.9%	$227,500	$263,950	+ 16.0%
3 Bedrooms	$365,000	$405,000	+ 11.0%	$363,000	$395,000	+ 8.8%	$380,000	$460,000	+ 21.1%
4 Bedrooms or More	$580,000	$680,000	+ 17.2%	$580,000	$678,250	+ 16.9%	$700,000	$801,000	+ 14.4%
All Bedroom Counts	**$353,310**	**$395,000**	**+ 11.8%**	**$380,000**	**$425,000**	**+ 11.8%**	**$256,000**	**$310,500**	**+ 21.3%**

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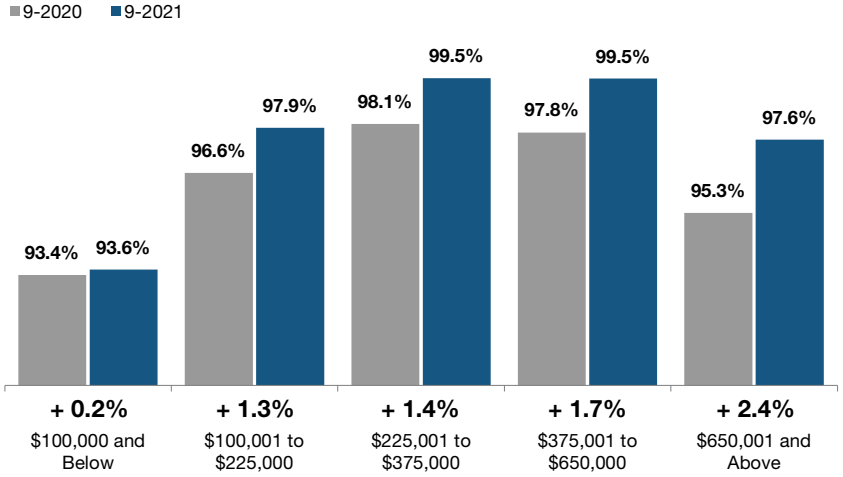
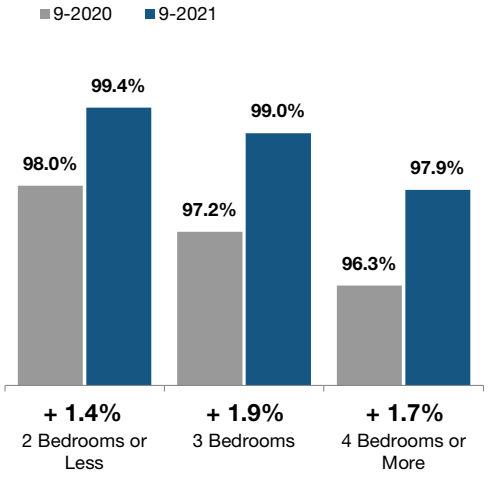
Percent of List Price Received

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.**

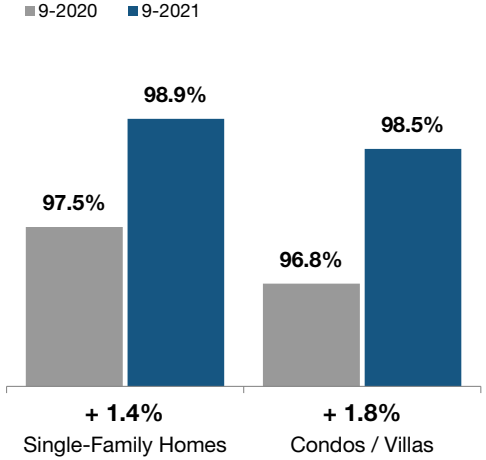
By Price Range



By Bedroom Count



By Property Type



By Price Range	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
$100,000 and Below	93.4%	93.6%	+ 0.2%	92.7%	93.3%	+ 0.6%	94.8%	74.1%	- 17.7%
$100,001 to $225,000	96.6%	97.9%	+ 1.3%	96.9%	98.3%	+ 1.4%	97.1%	97.6%	+ 0.5%
$225,001 to $375,000	98.1%	99.5%	+ 1.4%	98.5%	99.6%	+ 1.1%	96.5%	98.9%	+ 2.5%
$375,001 to $650,000	97.8%	99.5%	+ 1.7%	98.1%	99.4%	+ 1.3%	97.0%	99.1%	+ 2.2%
$650,001 and Above	95.3%	97.6%	+ 2.4%	95.3%	97.4%	+ 2.2%	96.5%	99.7%	+ 3.3%
All Price Ranges	**97.2%**	**98.8%**	**+ 1.6%**	**97.5%**	**98.9%**	**+ 1.4%**	**96.8%**	**98.5%**	**+ 1.8%**

By Bedroom Count	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
2 Bedrooms or Less	98.0%	99.4%	+ 1.4%	100.3%	100.5%	+ 0.2%	97.1%	98.3%	+ 1.2%
3 Bedrooms	97.2%	99.0%	+ 1.9%	97.4%	99.0%	+ 1.6%	96.3%	99.2%	+ 3.0%
4 Bedrooms or More	96.3%	97.9%	+ 1.7%	96.3%	98.0%	+ 1.8%	93.7%	0.0%	- 100.0%
All Bedroom Counts	**97.2%**	**98.8%**	**+ 1.6%**	**97.5%**	**98.9%**	**+ 1.4%**	**96.8%**	**98.5%**	**+ 1.8%**

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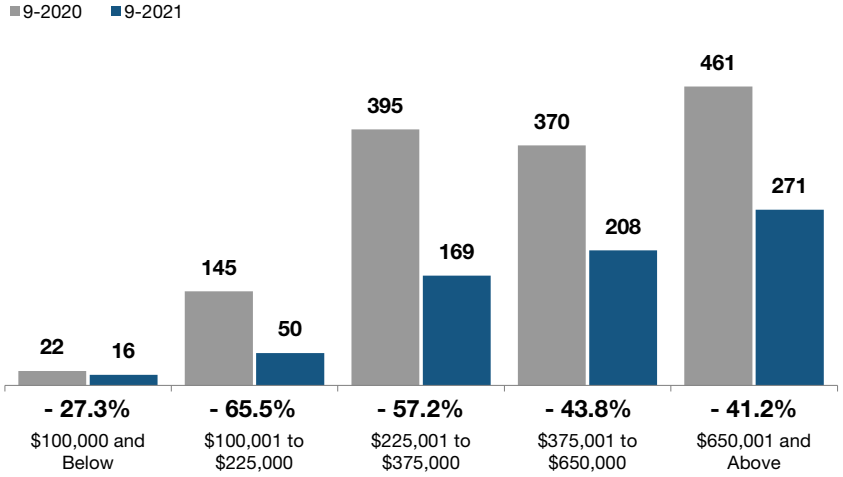
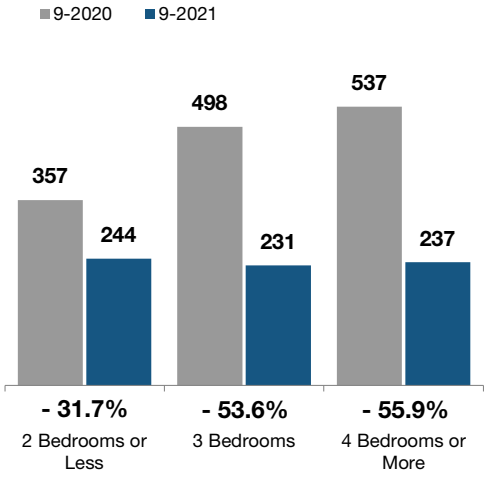
Inventory of Homes for Sale

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

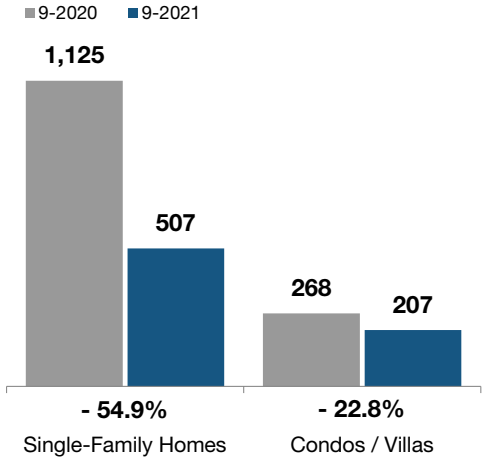
By Price Range



By Bedroom Count



By Property Type



By Price Range	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
$100,000 and Below	22	16	- 27.3%	9	7	- 22.2%	13	9	- 30.8%
$100,001 to $225,000	145	50	- 65.5%	58	27	- 53.4%	87	23	- 73.6%
$225,001 to $375,000	395	169	- 57.2%	325	102	- 68.6%	70	67	- 4.3%
$375,001 to $650,000	370	208	- 43.8%	313	140	- 55.3%	57	68	+ 19.3%
$650,001 and Above	461	271	- 41.2%	420	231	- 45.0%	41	40	- 2.4%
All Price Ranges	**1,393**	**714**	**- 48.7%**	**1,125**	**507**	**- 54.9%**	**268**	**207**	**- 22.8%**

By Bedroom Count	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
2 Bedrooms or Less	357	244	- 31.7%	155	83	- 46.5%	202	161	- 20.3%
3 Bedrooms	498	231	- 53.6%	437	187	- 57.2%	61	44	- 27.9%
4 Bedrooms or More	537	237	- 55.9%	532	235	- 55.8%	5	2	- 60.0%
All Bedroom Counts	**1,393**	**714**	**- 48.7%**	**1,125**	**507**	**- 54.9%**	**268**	**207**	**- 22.8%**

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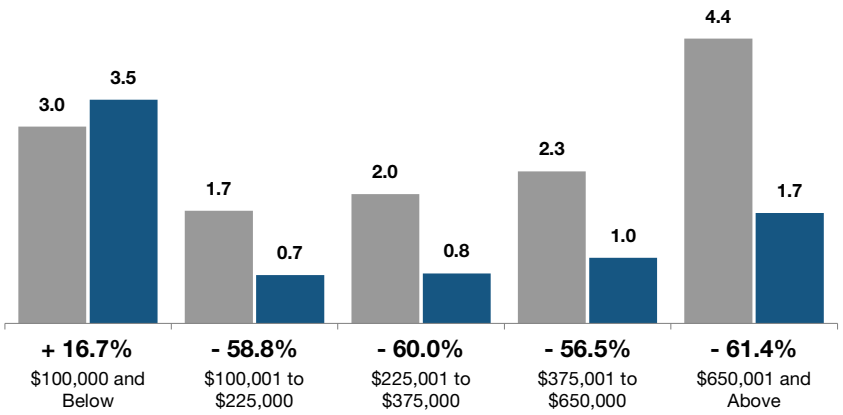
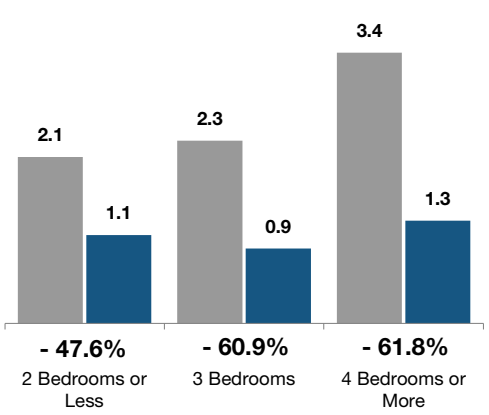
Months Supply of Inventory

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.**

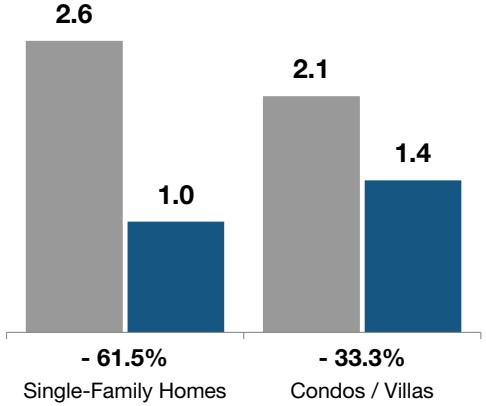
By Price Range



By Bedroom Count



By Property Type



By Price Range	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
$100,000 and Below	3.0	3.5	+ 16.7%	3.1	3.5	+ 12.9%	2.8	2.6	- 7.1%
$100,001 to $225,000	1.7	0.7	- 58.8%	1.5	1.1	- 26.7%	1.9	0.5	- 73.7%
$225,001 to $375,000	2.0	0.8	- 60.0%	2.0	0.6	- 70.0%	1.8	1.6	- 11.1%
$375,001 to $650,000	2.3	1.0	- 56.5%	2.4	0.9	- 62.5%	2.1	1.5	- 28.6%
$650,001 and Above	4.4	1.7	- 61.4%	4.4	1.6	- 63.6%	4.4	2.2	- 50.0%
All Price Ranges	**2.5**	**1.1**	**- 56.0%**	**2.6**	**1.0**	**- 61.5%**	**2.1**	**1.4**	**- 33.3%**

By Bedroom Count	All Properties 9-2020	All Properties 9-2021	All Properties Change	Single-Family Homes 9-2020	Single-Family Homes 9-2021	Single-Family Homes Change	Condos / Villas 9-2020	Condos / Villas 9-2021	Condos / Villas Change
2 Bedrooms or Less	2.1	1.1	- 47.6%	2.0	0.8	- 60.0%	2.1	1.4	- 33.3%
3 Bedrooms	2.3	0.9	- 60.9%	2.3	0.9	- 60.9%	2.2	1.3	- 40.9%
4 Bedrooms or More	3.4	1.3	- 61.8%	3.4	1.3	- 61.8%	1.5	0.6	- 60.0%
All Bedroom Counts	**2.5**	**1.1**	**- 56.0%**	**2.6**	**1.0**	**- 61.5%**	**2.1**	**1.4**	**- 33.3%**

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