

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2020

Strong buyer activity has continued into the fall and the constrained supply of homes for sale, speedy sales, and multiple offers across many segments of the market will remain common so long as buyer demand remains at elevated levels. For the 12-month period spanning October 2019 through September 2020, Pending Sales in the Hilton Head region were up 18.7 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 67.4 percent.

The overall Median Sales Price was up 9.5 percent to \$352,990. The property type with the largest price gain was the Condos / Villas segment, where prices increased 9.3 percent to \$255,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 109 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 195 days.

Market-wide, inventory levels were down 33.8 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 32.1 percent. That amounts to 2.8 months supply for Single-Family homes and 2.3 months supply for Condos.

Quick Facts

+ 67.4%	+ 35.4%	+ 21.5%
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

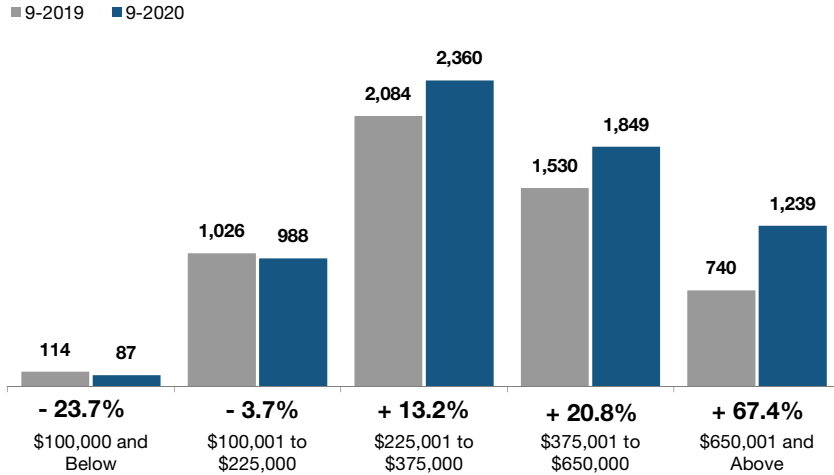


Pending Sales

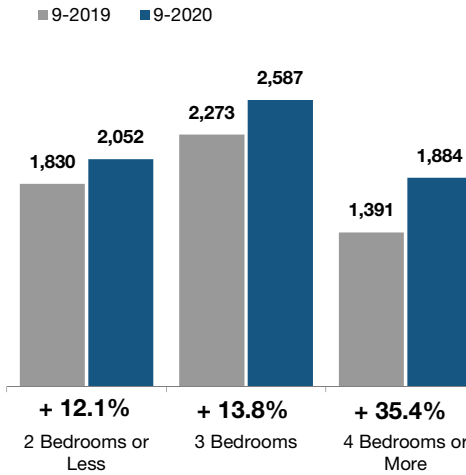
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



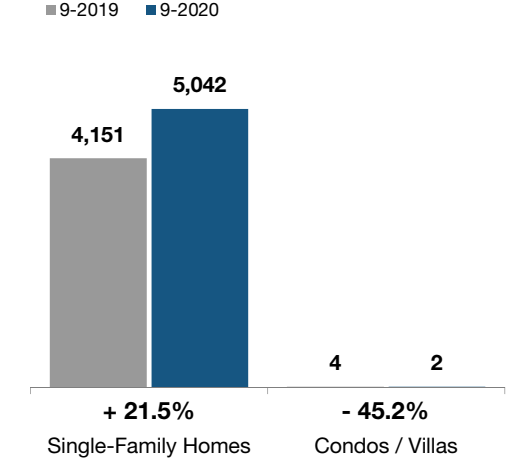
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	114	87	- 23.7%
\$100,001 to \$225,000	1,026	988	- 3.7%
\$225,001 to \$375,000	2,084	2,360	+ 13.2%
\$375,001 to \$650,000	1,530	1,849	+ 20.8%
\$650,001 and Above	740	1,239	+ 67.4%
All Price Ranges	5,494	6,523	+ 18.7%

Single-Family Homes

9-2019	9-2020	Change
36	35	- 2.8%
483	460	- 4.8%
1,699	1,893	+ 11.4%
1,273	1,525	+ 19.8%
660	1,129	+ 71.1%
4,151	5,042	+ 21.5%

Condos / Villas

9-2019	9-2020	Change
4	2	- 51.2%
3	2	- 25.0%
4	2	- 48.7%
6	2	- 61.9%
9	4	- 50.0%
4	2	- 45.2%

By Bedroom Count

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	1,830	2,052	+ 12.1%
3 Bedrooms	2,273	2,587	+ 13.8%
4 Bedrooms or More	1,391	1,884	+ 35.4%
All Bedroom Counts	5,494	6,523	+ 18.7%

9-2019	9-2020	Change	9-2019	9-2020	Change
772	931	+ 20.6%	4	2	- 39.5%
2,015	2,260	+ 12.2%	6	2	- 59.3%
1,364	1,851	+ 35.7%	6	2	- 74.1%
4,151	5,042	+ 21.5%	4	2	- 45.2%

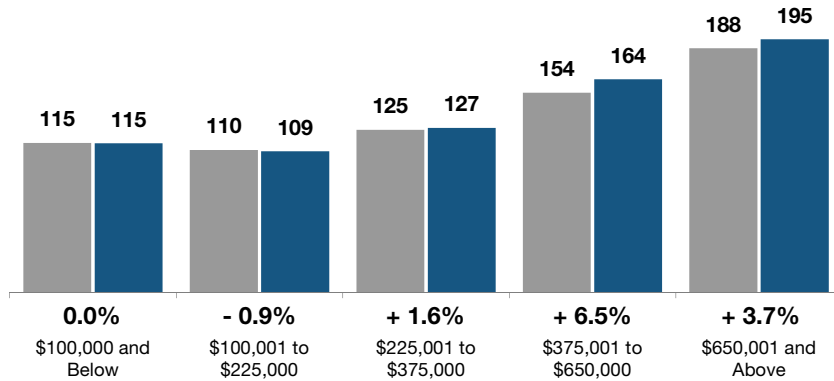
Days on Market Until Sale

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



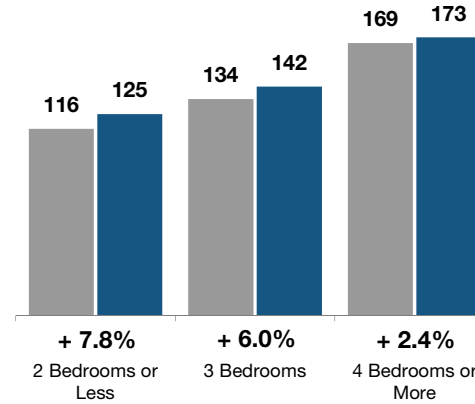
By Price Range

■ 9-2019 ■ 9-2020



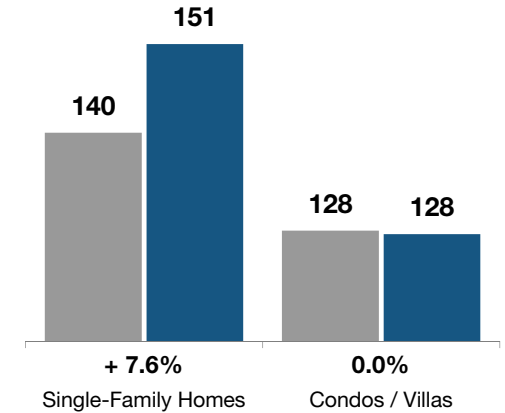
By Bedroom Count

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	115	115	0.0%
\$100,001 to \$225,000	110	109	- 0.9%
\$225,001 to \$375,000	125	127	+ 1.6%
\$375,001 to \$650,000	154	164	+ 6.5%
\$650,001 and Above	188	195	+ 3.7%
All Price Ranges	137	146	+ 6.6%

Single-Family Homes

9-2019	9-2020	Change
125	112	- 10.2%
117	112	- 3.9%
122	127	+ 4.3%
153	166	+ 8.5%
187	194	+ 4.1%
140	151	+ 7.6%

Condos / Villas

9-2019	9-2020	Change
111	117	+ 5.4%
103	106	+ 2.9%
139	125	- 10.1%
160	155	- 3.1%
203	208	+ 2.5%
128	128	0.0%

By Bedroom Count

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	116	125	+ 7.8%
3 Bedrooms	134	142	+ 6.0%
4 Bedrooms or More	169	173	+ 2.4%
All Bedroom Counts	137	146	+ 6.6%

9-2019	9-2020	Change
105	132	+ 25.6%
133	141	+ 5.6%
168	172	+ 2.6%
140	151	+ 7.6%

9-2019	9-2020	Change
123	119	- 3.3%
141	151	+ 7.1%
225	195	- 13.3%
128	128	0.0%

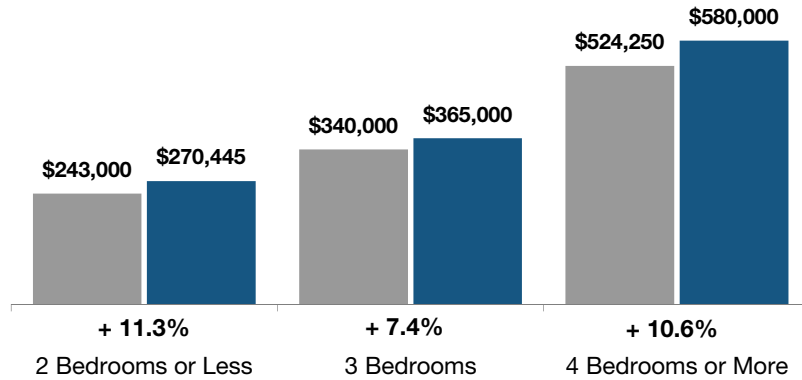
Median Sales Price

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



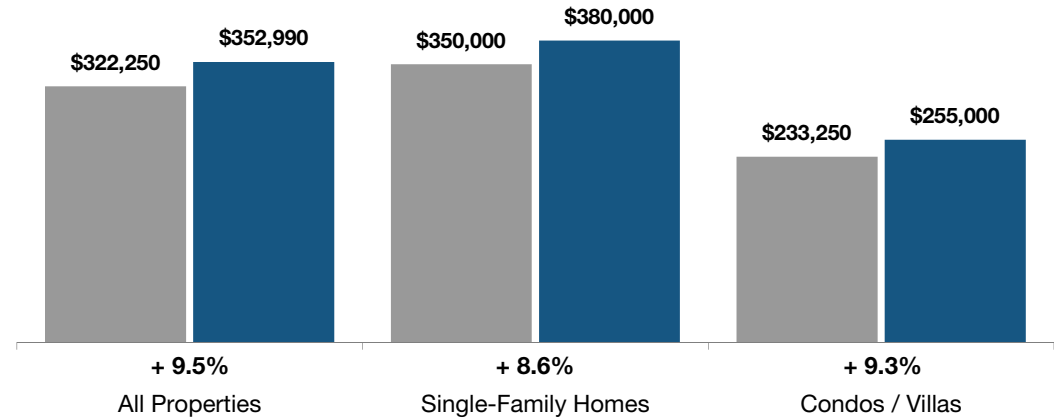
By Bedroom Count

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



All Properties

By Bedroom Count

	9-2019	9-2020	Change
2 Bedrooms or Less	\$243,000	\$270,445	+ 11.3%
3 Bedrooms	\$340,000	\$365,000	+ 7.4%
4 Bedrooms or More	\$524,250	\$580,000	+ 10.6%
All Bedroom Counts	\$322,250	\$352,990	+ 9.5%

Single-Family Homes

	9-2019	9-2020	Change
Single-Family Homes	\$350,000	\$380,000	+ 8.6%

Condos / Villas

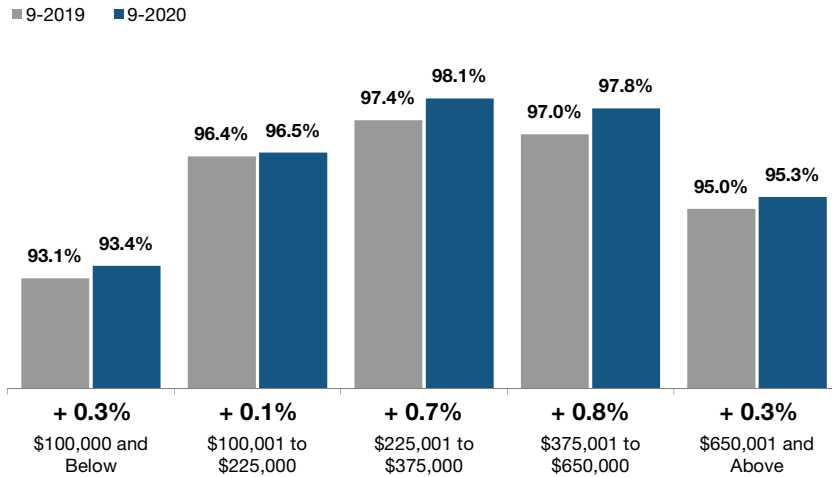
	9-2019	9-2020	Change
Condos / Villas	\$233,250	\$255,000	+ 9.3%

Percent of List Price Received

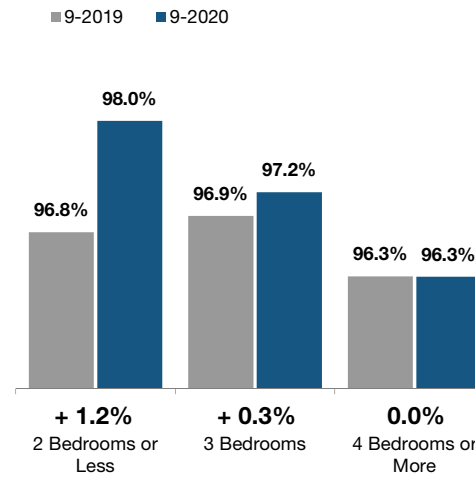
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



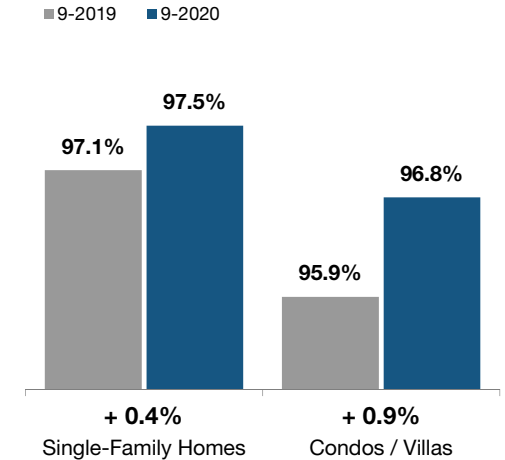
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	93.1%	93.4%	+ 0.3%
\$100,001 to \$225,000	96.4%	96.5%	+ 0.1%
\$225,001 to \$375,000	97.4%	98.1%	+ 0.7%
\$375,001 to \$650,000	97.0%	97.8%	+ 0.8%
\$650,001 and Above	95.0%	95.3%	+ 0.3%
All Price Ranges	96.7%	97.2%	+ 0.5%

Single-Family Homes

9-2019	9-2020	Change
92.6%	92.7%	+ 0.1%
97.0%	96.9%	- 0.1%
97.9%	98.5%	+ 0.6%
97.2%	98.0%	+ 0.8%
95.0%	95.3%	+ 0.3%
97.1%	97.5%	+ 0.4%

Condos / Villas

9-2019	9-2020	Change
98.1%	94.8%	- 5.2%
96.2%	97.2%	+ 1.0%
95.2%	96.5%	+ 1.4%
97.4%	97.0%	- 0.4%
92.7%	96.5%	+ 4.1%
95.9%	96.8%	+ 0.9%

By Bedroom Count

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	96.8%	98.0%	+ 1.2%
3 Bedrooms	96.9%	97.2%	+ 0.3%
4 Bedrooms or More	96.3%	96.3%	0.0%
All Bedroom Counts	96.7%	97.2%	+ 0.5%

9-2019	9-2020	Change	9-2019	9-2020	Change
98.5%	100.3%	+ 1.8%	96.0%	97.1%	+ 1.1%
97.1%	97.4%	+ 0.3%	96.1%	96.2%	+ 0.1%
96.3%	96.3%	0.0%	90.5%	93.7%	+ 3.5%
97.1%	97.5%	+ 0.4%	95.9%	96.8%	+ 0.9%

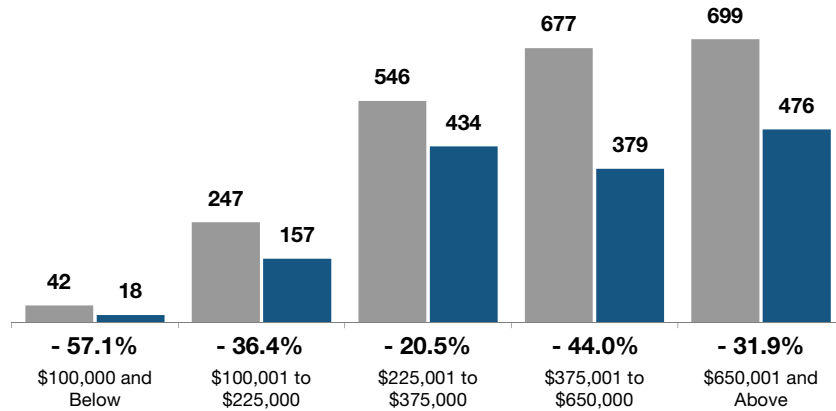
Inventory of Homes for Sale

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



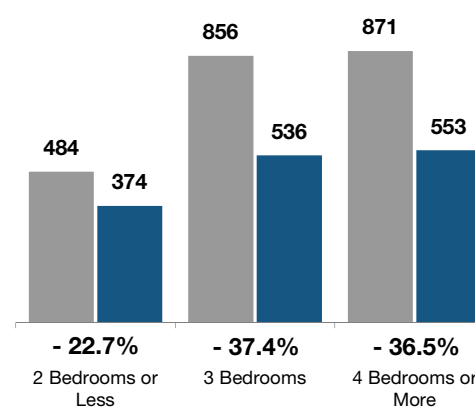
By Price Range

■ 9-2019 ■ 9-2020



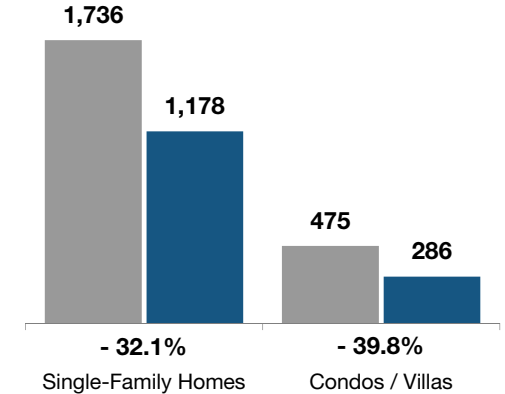
By Bedroom Count

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



All Properties

By Price Range

	9-2019	9-2020	Change
\$100,000 and Below	42	18	- 57.1%
\$100,001 to \$225,000	247	157	- 36.4%
\$225,001 to \$375,000	546	434	- 20.5%
\$375,001 to \$650,000	677	379	- 44.0%
\$650,001 and Above	699	476	- 31.9%
All Price Ranges	2,211	1,464	- 33.8%

Single-Family Homes

	9-2019	9-2020	Change
2 Bedrooms or Less	14	8	- 42.9%
3 Bedrooms	120	63	- 47.5%
4 Bedrooms or More	421	357	- 15.2%
All Single-Family Homes	542	315	- 41.9%
All Single-Family Homes (including other)	639	435	- 31.9%
All Single-Family Homes	1,736	1,178	- 32.1%

Condos / Villas

	9-2019	9-2020	Change
Condos / Villas	28	10	- 64.3%
All Condos / Villas	127	94	- 26.0%
All Condos / Villas (including other)	125	77	- 38.4%
All Condos / Villas	135	64	- 52.6%
All Condos / Villas	60	41	- 31.7%
All Condos / Villas	475	286	- 39.8%

By Bedroom Count

	9-2019	9-2020	Change
2 Bedrooms or Less	484	374	- 22.7%
3 Bedrooms	856	536	- 37.4%
4 Bedrooms or More	871	553	- 36.5%
All Bedroom Counts	2,211	1,464	- 33.8%

	9-2019	9-2020	Change
2 Bedrooms or Less	148	158	+ 6.8%
3 Bedrooms	730	471	- 35.5%
4 Bedrooms or More	858	548	- 36.1%
All Bedroom Counts	1,736	1,178	- 32.1%

	9-2019	9-2020	Change
Condos / Villas	336	216	- 35.7%
All Condos / Villas	126	65	- 48.4%
All Condos / Villas	13	5	- 61.5%
All Condos / Villas	475	286	- 39.8%

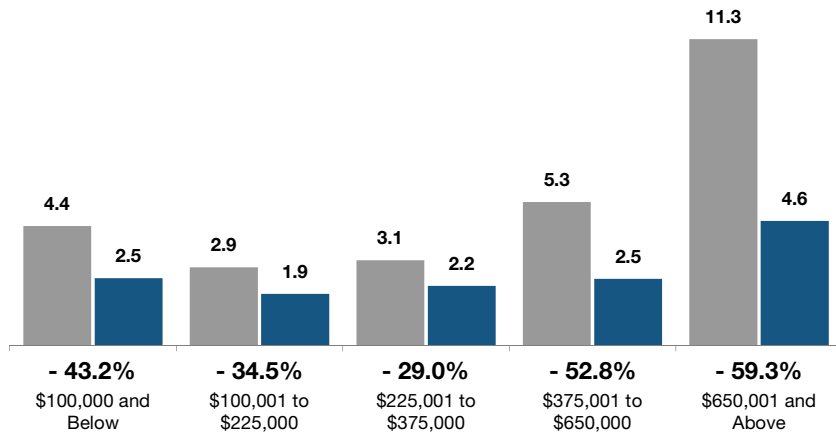
Months Supply of Inventory

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.**



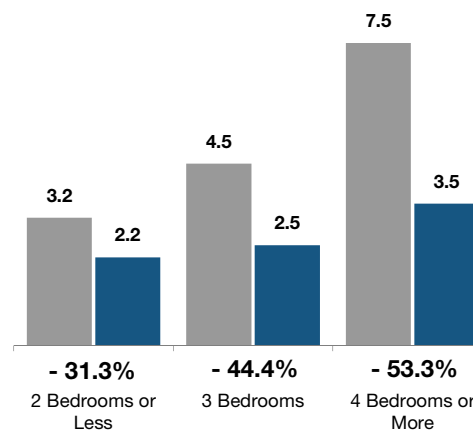
By Price Range

■ 9-2019 ■ 9-2020



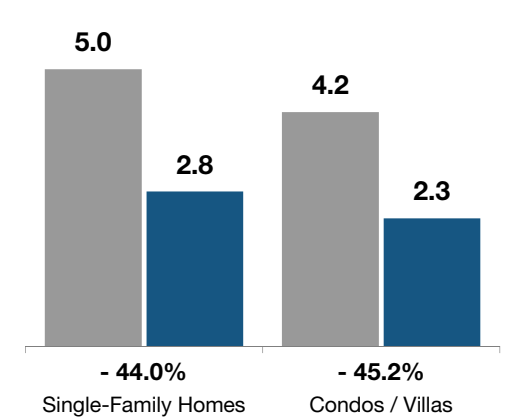
By Bedroom Count

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



All Properties

By Price Range

	9-2019	9-2020	Change
\$100,000 and Below	4.4	2.5	- 43.2%
\$100,001 to \$225,000	2.9	1.9	- 34.5%
\$225,001 to \$375,000	3.1	2.2	- 29.0%
\$375,001 to \$650,000	5.3	2.5	- 52.8%
\$650,001 and Above	11.3	4.6	- 59.3%
All Price Ranges	4.8	2.7	- 43.8%

Single-Family Homes

	9-2019	9-2020	Change
2 Bedrooms or Less	4.7	2.7	- 42.6%
3 Bedrooms	3.0	1.6	- 46.7%
4 Bedrooms or More	3.0	2.3	- 23.3%
Single-Family Homes	5.1	2.5	- 51.0%
Condos / Villas	11.6	4.6	- 60.3%
All Price Ranges	5.0	2.8	- 44.0%

Condos / Villas

	9-2019	9-2020	Change
Single-Family Homes	4.3	2.1	- 51.2%
Condos / Villas	2.8	2.1	- 25.0%
Condos / Villas	3.9	2.0	- 48.7%
Condos / Villas	6.3	2.4	- 61.9%
Condos / Villas	9.0	4.5	- 50.0%
All Price Ranges	4.2	2.3	- 45.2%

By Bedroom Count

	9-2019	9-2020	Change
2 Bedrooms or Less	3.2	2.2	- 31.3%
3 Bedrooms	4.5	2.5	- 44.4%
4 Bedrooms or More	7.5	3.5	- 53.3%
All Bedroom Counts	4.8	2.7	- 43.8%

	9-2019	9-2020	Change
2 Bedrooms or Less	2.3	2.0	- 13.0%
3 Bedrooms	4.3	2.5	- 41.9%
4 Bedrooms or More	7.5	3.6	- 52.0%
All Bedroom Counts	5.0	2.8	- 44.0%