

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## June 2020

Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers. While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season. For the 12-month period spanning July 2019 through June 2020, Pending Sales in the Hilton Head region were up 7.8 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 41.6 percent.

The overall Median Sales Price was up 4.0 percent to \$331,825. The property type with the largest price gain was the Condos / Villas segment, where prices increased 8.9 percent to \$245,000. 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 195 days.

Market-wide, inventory levels were down 25.1 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 22.8 percent. That amounts to 3.9 months supply for Single-Family homes and 3.3 months supply for Condos.

## Quick Facts

**+ 41.6%**

**+ 24.5%**

**+ 10.1%**

Price Range With the Strongest Sales:

**\$650,001 and Above**

Bedroom Count With Strongest Sales:

**4 Bedrooms or More**

Property Type With Strongest Sales:

**Single-Family**

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>



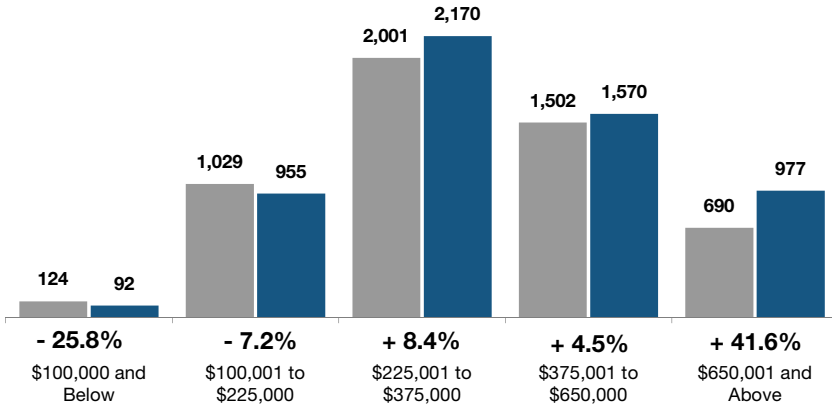
# Pending Sales

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



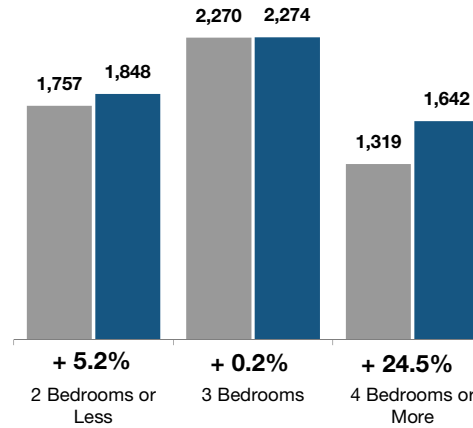
## By Price Range

■ 6-2019 ■ 6-2020



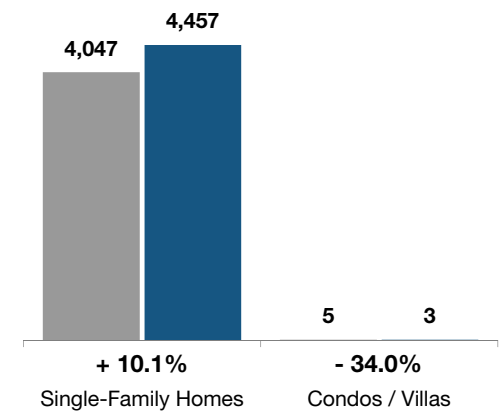
## By Bedroom Count

■ 6-2019 ■ 6-2020



## By Property Type

■ 6-2019 ■ 6-2020



### All Properties

#### By Price Range

	6-2019	6-2020	Change
\$100,000 and Below	124	92	- 25.8%
\$100,001 to \$225,000	1,029	955	- 7.2%
\$225,001 to \$375,000	2,001	2,170	+ 8.4%
\$375,001 to \$650,000	1,502	1,570	+ 4.5%
\$650,001 and Above	690	977	+ 41.6%
<b>All Price Ranges</b>	<b>5,346</b>	<b>5,764</b>	<b>+ 7.8%</b>

### Single-Family Homes

	6-2019	6-2020	Change
2 Bedrooms or Less	36	38	+ 5.6%
3 Bedrooms	505	456	- 9.7%
4 Bedrooms or More	1,632	1,757	+ 7.7%
Condos / Villas	5	3	- 38.3%
Other	1,252	1,304	+ 4.2%
Other	622	902	+ 45.0%
<b>All Single-Family Homes</b>	<b>4,047</b>	<b>4,457</b>	<b>+ 10.1%</b>

### Condos / Villas

	6-2019	6-2020	Change
Condos / Villas	3	3	- 23.5%
Other	3	2	- 33.3%
Other	5	3	- 38.3%
Other	7	4	- 36.8%
Other	15	10	- 33.8%
<b>All Condos / Villas</b>	<b>5</b>	<b>3</b>	<b>- 34.0%</b>

#### By Bedroom Count

	6-2019	6-2020	Change
2 Bedrooms or Less	1,757	1,848	+ 5.2%
3 Bedrooms	2,270	2,274	+ 0.2%
4 Bedrooms or More	1,319	1,642	+ 24.5%
<b>All Bedroom Counts</b>	<b>5,346</b>	<b>5,764</b>	<b>+ 7.8%</b>

	6-2019	6-2020	Change
2 Bedrooms or Less	728	839	+ 15.2%
3 Bedrooms	2,026	2,003	- 1.1%
4 Bedrooms or More	1,293	1,615	+ 24.9%
<b>All Single-Family Homes</b>	<b>4,047</b>	<b>4,457</b>	<b>+ 10.1%</b>

	6-2019	6-2020	Change
Condos / Villas	4	3	- 27.3%
Other	7	4	- 42.0%
Other	9	3	- 71.7%
<b>All Condos / Villas</b>	<b>5</b>	<b>3</b>	<b>- 34.0%</b>

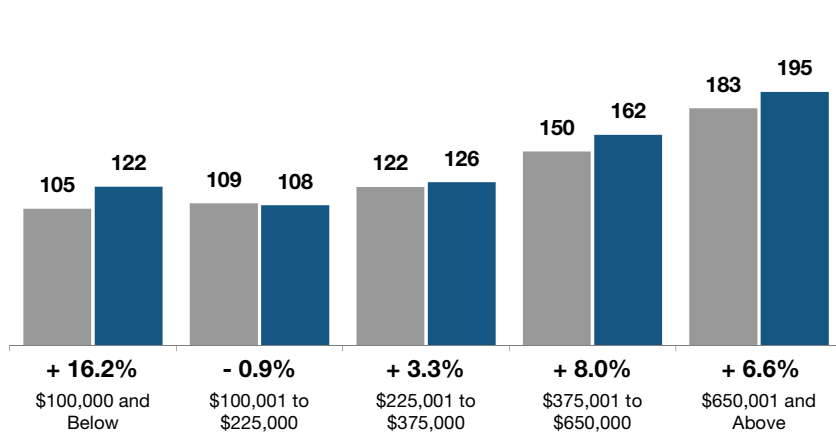
# Days on Market Until Sale

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



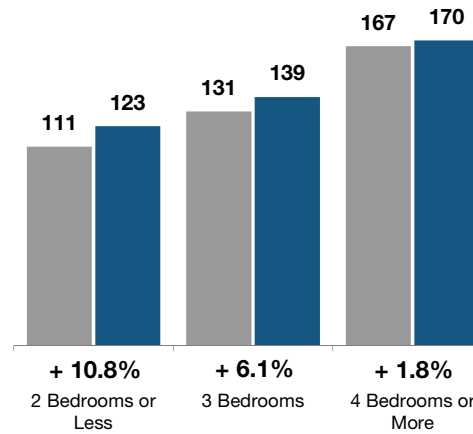
## By Price Range

■ 6-2019 ■ 6-2020



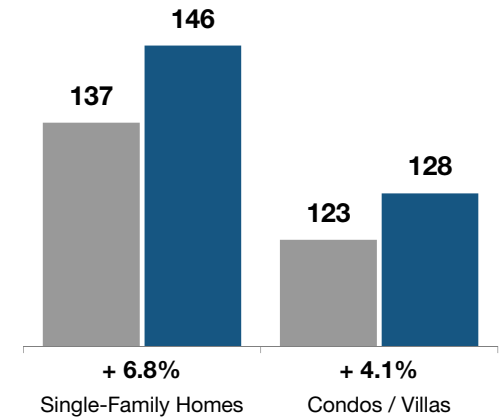
## By Bedroom Count

■ 6-2019 ■ 6-2020



## By Property Type

■ 6-2019 ■ 6-2020



### All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	105	122	+ 16.2%
\$100,001 to \$225,000	109	108	- 0.9%
\$225,001 to \$375,000	122	126	+ 3.3%
\$375,001 to \$650,000	150	162	+ 8.0%
\$650,001 and Above	183	195	+ 6.6%
<b>All Price Ranges</b>	<b>133</b>	<b>142</b>	<b>+ 6.8%</b>

### Single-Family Homes

6-2019	6-2020	Change
112	108	- 2.9%
115	111	- 3.9%
121	125	+ 3.3%
148	164	+ 10.8%
182	193	+ 6.0%
<b>137</b>	<b>146</b>	<b>+ 6.8%</b>

### Condos / Villas

6-2019	6-2020	Change
103	132	+ 28.2%
103	105	+ 1.9%
127	129	+ 1.6%
156	151	- 3.2%
191	225	+ 17.8%
<b>123</b>	<b>128</b>	<b>+ 4.1%</b>

## By Bedroom Count

6-2019	6-2020	Change
111	123	+ 10.8%
131	139	+ 6.1%
167	170	+ 1.8%
<b>133</b>	<b>142</b>	<b>+ 6.8%</b>

6-2019	6-2020	Change
100	125	+ 24.3%
130	137	+ 5.6%
167	170	+ 1.9%
<b>137</b>	<b>146</b>	<b>+ 6.8%</b>

# Median Sales Price

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



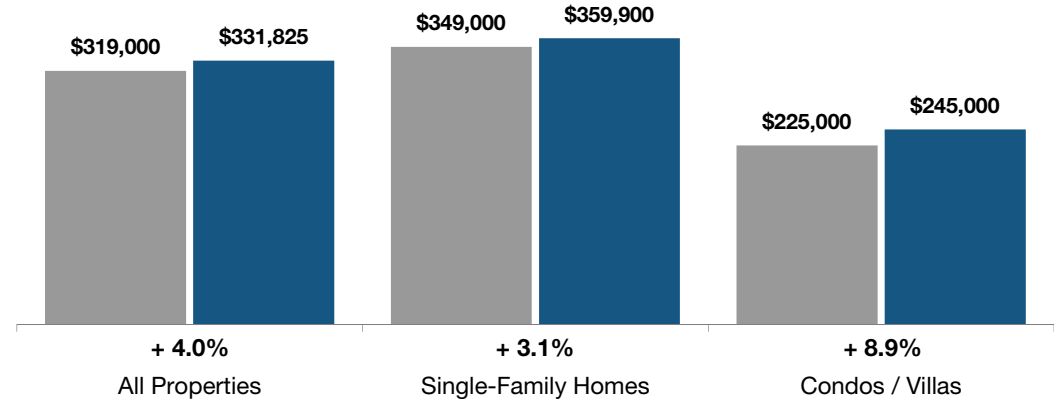
## By Bedroom Count

■ 6-2019 ■ 6-2020



## By Property Type

■ 6-2019 ■ 6-2020



### All Properties

#### By Bedroom Count

	6-2019	6-2020	Change
2 Bedrooms or Less	\$238,250	\$260,000	+ 9.1%
3 Bedrooms	\$338,250	\$350,000	+ 3.5%
4 Bedrooms or More	\$525,000	\$535,300	+ 2.0%
<b>All Bedroom Counts</b>	<b>\$319,000</b>	<b>\$331,825</b>	<b>+ 4.0%</b>

### Single-Family Homes

	6-2019	6-2020	Change	6-2019	6-2020	Change
	\$272,950	\$291,990	+ 7.0%	\$198,000	\$205,000	+ 3.5%
	\$333,845	\$345,000	+ 3.3%	\$380,000	\$381,500	+ 0.4%
	\$523,381	\$535,000	+ 2.2%	\$585,000	\$740,000	+ 26.5%
<b>All Single-Family Homes</b>	<b>\$349,000</b>	<b>\$359,900</b>	<b>+ 3.1%</b>	<b>\$225,000</b>	<b>\$245,000</b>	<b>+ 8.9%</b>

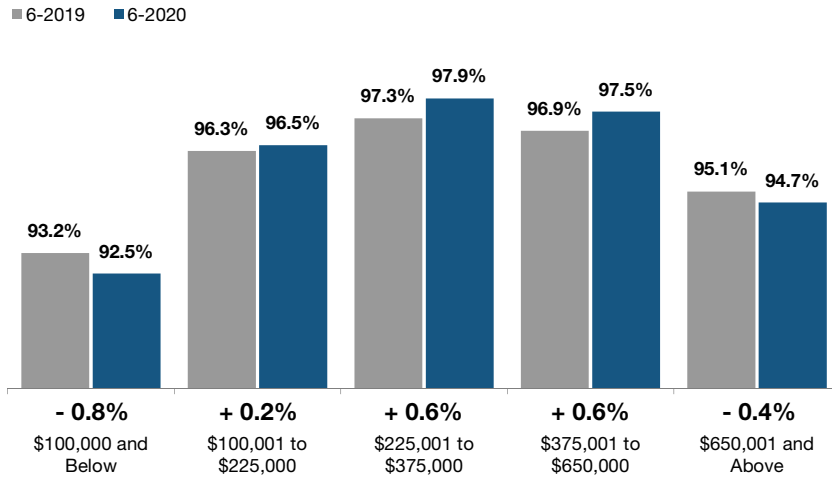
### Condos / Villas

# Percent of List Price Received

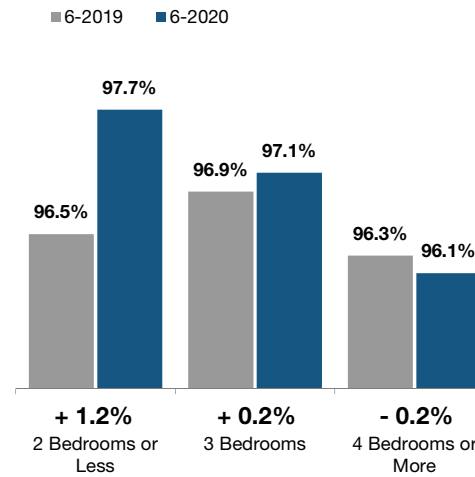
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



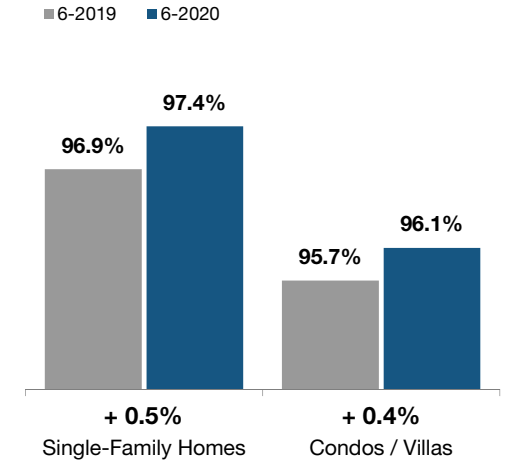
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	93.2%	92.5%	- 0.8%
\$100,001 to \$225,000	96.3%	96.5%	+ 0.2%
\$225,001 to \$375,000	97.3%	97.9%	+ 0.6%
\$375,001 to \$650,000	96.9%	97.5%	+ 0.6%
\$650,001 and Above	95.1%	94.7%	- 0.4%
<b>All Price Ranges</b>	<b>96.6%</b>	<b>97.0%</b>	<b>+ 0.4%</b>

### Single-Family Homes

6-2019	6-2020	Change
92.3%	93.0%	+ 0.8%
96.7%	97.0%	+ 0.3%
97.7%	98.4%	+ 0.7%
97.1%	97.8%	+ 0.7%
95.1%	94.8%	- 0.3%
<b>96.9%</b>	<b>97.4%</b>	<b>+ 0.5%</b>

### Condos / Villas

6-2019	6-2020	Change
94.4%	94.9%	+ 5.4%
96.3%	96.0%	- 0.3%
95.6%	96.3%	+ 0.7%
94.6%	96.2%	+ 1.7%
96.4%	95.5%	- 0.9%
<b>95.7%</b>	<b>96.1%</b>	<b>+ 0.4%</b>

## By Bedroom Count

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	96.5%	97.7%	+ 1.2%
3 Bedrooms	96.9%	97.1%	+ 0.2%
4 Bedrooms or More	96.3%	96.1%	- 0.2%
<b>All Bedroom Counts</b>	<b>96.6%</b>	<b>97.0%</b>	<b>+ 0.4%</b>

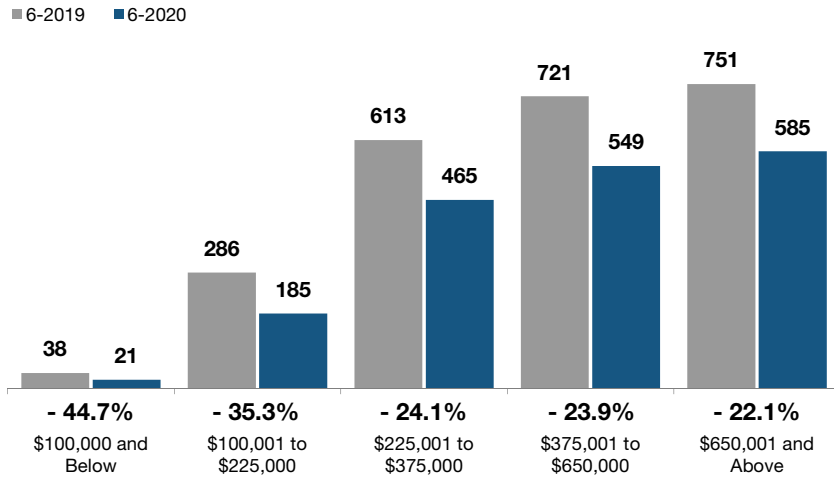
6-2019	6-2020	Change	6-2019	6-2020	Change
97.8%	100.0%	+ 2.2%	95.6%	96.3%	+ 0.7%
97.0%	97.3%	+ 0.3%	95.9%	95.3%	- 0.6%
96.3%	96.1%	- 0.2%	95.5%	95.6%	+ 0.1%
<b>96.9%</b>	<b>97.4%</b>	<b>+ 0.5%</b>	<b>95.7%</b>	<b>96.1%</b>	<b>+ 0.4%</b>

# Inventory of Homes for Sale

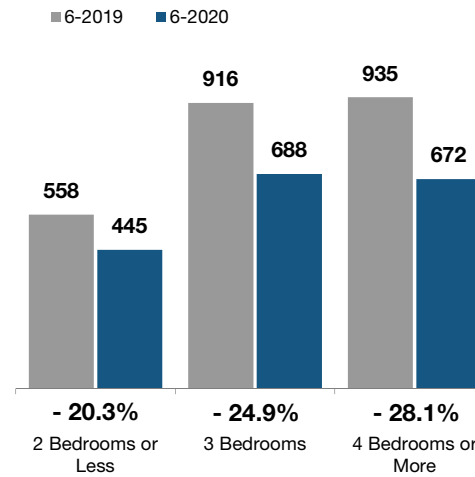
The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



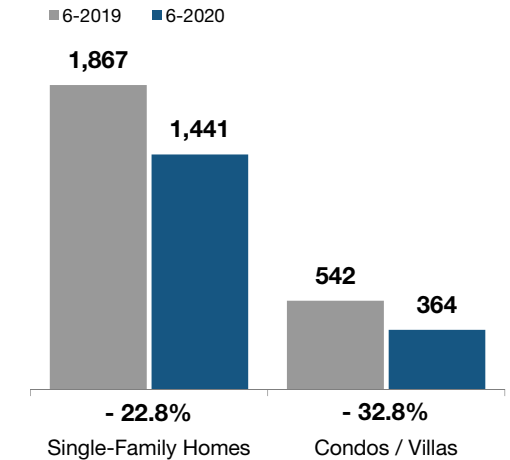
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	38	21	- 44.7%
\$100,001 to \$225,000	286	185	- 35.3%
\$225,001 to \$375,000	613	465	- 24.1%
\$375,001 to \$650,000	721	549	- 23.9%
\$650,001 and Above	751	585	- 22.1%
<b>All Price Ranges</b>	<b>2,409</b>	<b>1,805</b>	<b>- 25.1%</b>

### Single-Family Homes

6-2019	6-2020	Change
13	8	- 38.5%
141	93	- 34.0%
469	365	- 22.2%
580	454	- 21.7%
664	521	- 21.5%
<b>1,867</b>	<b>1,441</b>	<b>- 22.8%</b>

### Condos / Villas

6-2019	6-2020	Change
25	13	- 48.0%
145	92	- 36.6%
144	100	- 30.6%
141	95	- 32.6%
87	64	- 26.4%
<b>542</b>	<b>364</b>	<b>- 32.8%</b>

## By Bedroom Count

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	558	445	- 20.3%
3 Bedrooms	916	688	- 24.9%
4 Bedrooms or More	935	672	- 28.1%
<b>All Bedroom Counts</b>	<b>2,409</b>	<b>1,805</b>	<b>- 25.1%</b>

6-2019	6-2020	Change	6-2019	6-2020	Change
177	178	+ 0.6%	381	267	- 29.9%
775	598	- 22.8%	141	90	- 36.2%
915	665	- 27.3%	20	7	- 65.0%
<b>1,867</b>	<b>1,441</b>	<b>- 22.8%</b>	<b>542</b>	<b>364</b>	<b>- 32.8%</b>

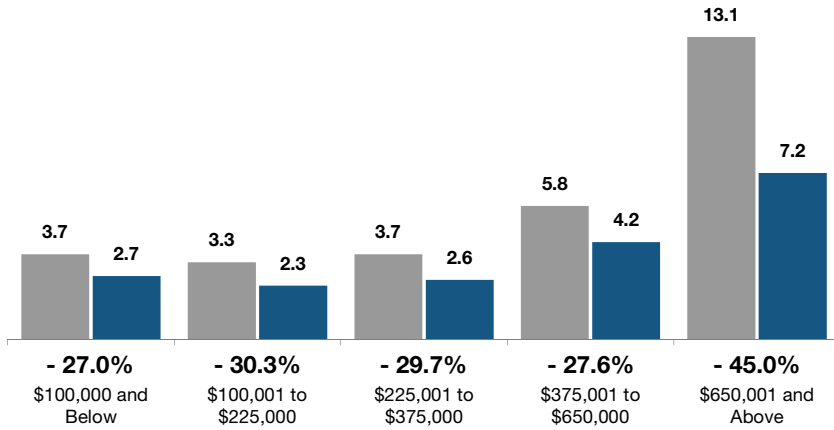
# Months Supply of Inventory

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.**



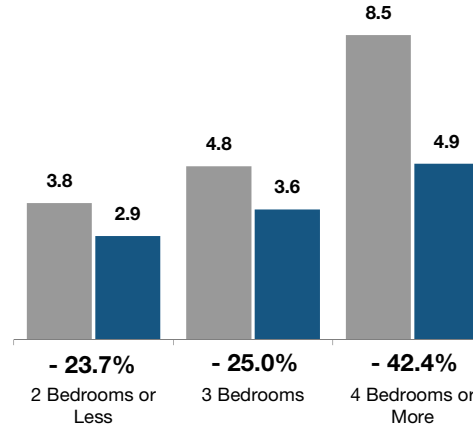
## By Price Range

■ 6-2019 ■ 6-2020



## By Bedroom Count

■ 6-2019 ■ 6-2020



## By Property Type

■ 6-2019 ■ 6-2020



### All Properties

#### By Price Range

	6-2019	6-2020	Change
\$100,000 and Below	3.7	2.7	- 27.0%
\$100,001 to \$225,000	3.3	2.3	- 30.3%
\$225,001 to \$375,000	3.7	2.6	- 29.7%
\$375,001 to \$650,000	5.8	4.2	- 27.6%
\$650,001 and Above	13.1	7.2	- 45.0%
<b>All Price Ranges</b>	<b>5.4</b>	<b>3.8</b>	<b>- 29.6%</b>

### Single-Family Homes

	6-2019	6-2020	Change
2 Bedrooms or Less	4.3	2.5	- 41.9%
3 Bedrooms	3.4	2.4	- 29.4%
4 Bedrooms or More	3.4	2.5	- 26.5%
5.6	4.2	- 25.0%	
12.8	6.9	- 46.1%	
<b>All Single-Family Homes</b>	<b>5.5</b>	<b>3.9</b>	<b>- 29.1%</b>

### Condos / Villas

	6-2019	6-2020	Change
3.4	2.6	- 23.5%	
3.3	2.2	- 33.3%	
4.7	2.9	- 38.3%	
6.8	4.3	- 36.8%	
15.4	10.2	- 33.8%	
<b>All Condos / Villas</b>	<b>5.0</b>	<b>3.3</b>	<b>- 34.0%</b>

#### By Bedroom Count

	6-2019	6-2020	Change
2 Bedrooms or Less	3.8	2.9	- 23.7%
3 Bedrooms	4.8	3.6	- 25.0%
4 Bedrooms or More	8.5	4.9	- 42.4%
<b>All Bedroom Counts</b>	<b>5.4</b>	<b>3.8</b>	<b>- 29.6%</b>

	6-2019	6-2020	Change
2.9	2.5	- 13.8%	
4.6	3.6	- 21.7%	
8.5	4.9	- 42.4%	
<b>All Single-Family Homes</b>	<b>5.5</b>	<b>3.9</b>	<b>- 29.1%</b>

	6-2019	6-2020	Change
4.4	3.2	- 27.3%	
6.9	4.0	- 42.0%	
9.2	2.6	- 71.7%	
<b>All Condos / Villas</b>	<b>5.0</b>	<b>3.3</b>	<b>- 34.0%</b>