

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## April 2024

U.S. sales of new residential homes are on the rise again, following a dip in activity the previous month. According to the Census Bureau, new-home sales climbed 8.8% month-over-month to a seasonally adjusted annual rate of 693,000 units, the highest level since last September. New-home sales were up in all four regions, but were highest in the Northeast, where sales jumped 27.8% from the previous month. For the 12-month period spanning May 2023 through April 2024, Pending Sales in the Hilton Head Association of REALTORS® region fell 2.4 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales went up 21.0 percent.

The overall Median Sales Price were up 7.3 percent to \$525,000. The property type with the largest gain was the Condos segment, where prices were up 14.8 percent to \$442,000. The price range that tended to sell the quickest was the \$150,000 and Below range at 109 days. The price range that tended to sell the slowest was the \$350,001 to \$500,000 range at 174 days.

Market-wide, inventory levels rose 62.2 percent. The property type with the largest gain was the Condos segment, where the number of properties for sale increased 101.7 percent. That amounts to 3.3 months of inventory for Single-Family Homes and 4.3 months of inventory for Condos.

## Quick Facts

**+ 21.0%**

Price Range with  
Strongest Sales:  
**\$1,000,001 and Above**

**+ 0.4%**

Bedroom Count with  
Strongest Sales:  
**3 Bedrooms**

**+ 0.4%**

Property Type With  
Strongest Sales:  
**Single-Family Homes**

Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Days On Market Until Sale	<b>4</b>
Median Sales Price	<b>5</b>
Percent of List Price Received	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>



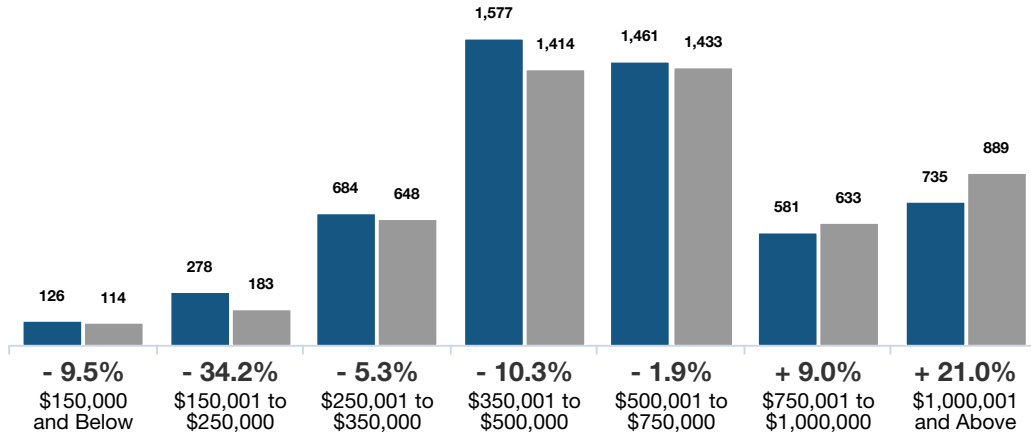
# Pending Sales

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



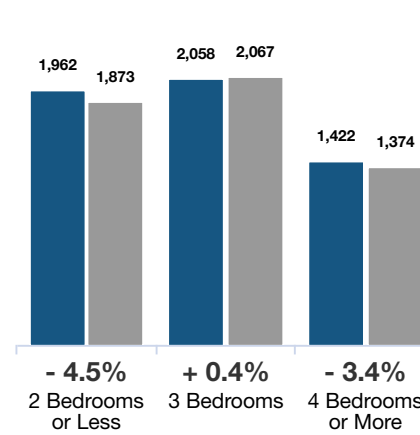
## By Price Range

■ 4-2023 ■ 4-2024



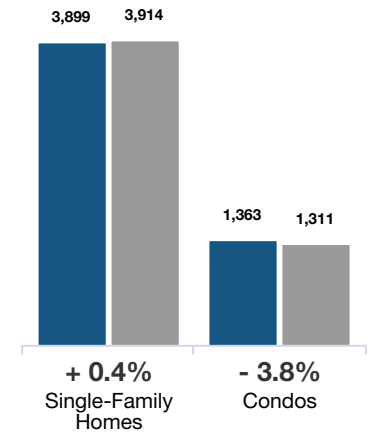
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
\$150,000 and Below	126	114	- 9.5%	21	32	+ 52.4%	26	8	- 69.2%
\$150,001 to \$250,000	278	183	- 34.2%	77	41	- 46.8%	199	141	- 29.1%
\$250,001 to \$350,000	684	648	- 5.3%	351	343	- 2.3%	325	305	- 6.2%
\$350,001 to \$500,000	1,577	1,414	- 10.3%	1,249	1,126	- 9.8%	310	285	- 8.1%
\$500,001 to \$750,000	1,461	1,433	- 1.9%	1,131	1,085	- 4.1%	293	342	+ 16.7%
\$750,001 to \$1,000,000	581	633	+ 9.0%	423	478	+ 13.0%	131	151	+ 15.3%
\$1,000,001 and Above	735	889	+ 21.0%	647	809	+ 25.0%	79	79	0.0%
<b>All Price Ranges</b>	<b>5,442</b>	<b>5,314</b>	<b>- 2.4%</b>	<b>3,899</b>	<b>3,914</b>	<b>+ 0.4%</b>	<b>1,363</b>	<b>1,311</b>	<b>- 3.8%</b>
By Bedroom Count	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
2 Bedrooms or Less	1,962	1,873	- 4.5%	954	924	- 3.1%	934	883	- 5.5%
3 Bedrooms	2,058	2,067	+ 0.4%	1,597	1,674	+ 4.8%	364	378	+ 3.8%
4 Bedrooms or More	1,422	1,374	- 3.4%	1,348	1,316	- 2.4%	65	50	- 23.1%
<b>All Bedroom Counts</b>	<b>5,442</b>	<b>5,314</b>	<b>- 2.4%</b>	<b>3,899</b>	<b>3,914</b>	<b>+ 0.4%</b>	<b>1,363</b>	<b>1,311</b>	<b>- 3.8%</b>

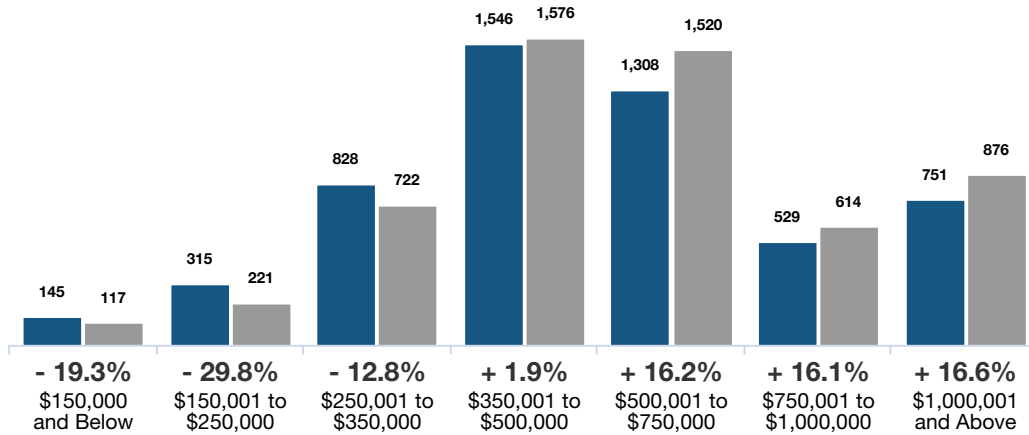
# Closed Sales

A count of the actual sales that closed. **Based on a rolling 12-month total.**



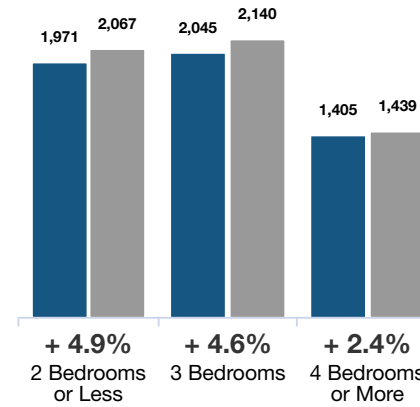
## By Price Range

■ 4-2023 ■ 4-2024



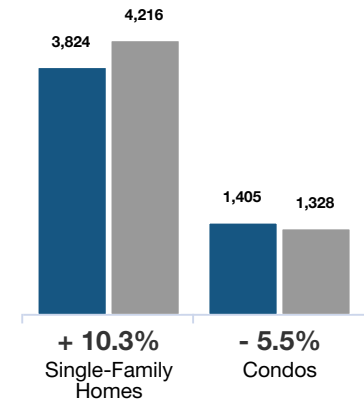
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
\$150,000 and Below	145	117	-19.3%	26	31	+19.2%	30	9	-70.0%
\$150,001 to \$250,000	315	221	-29.8%	88	41	-53.4%	226	178	-21.2%
\$250,001 to \$350,000	828	722	-12.8%	474	423	-10.8%	342	299	-12.6%
\$350,001 to \$500,000	1,546	1,576	+1.9%	1,223	1,287	+5.2%	308	282	-8.4%
\$500,001 to \$750,000	1,308	1,520	+16.2%	975	1,181	+21.1%	295	331	+12.2%
\$750,001 to \$1,000,000	529	614	+16.1%	378	467	+23.5%	124	141	+13.7%
\$1,000,001 and Above	751	876	+16.6%	660	786	+19.1%	80	88	+10.0%
<b>All Price Ranges</b>	<b>5,422</b>	<b>5,646</b>	<b>+4.1%</b>	<b>3,824</b>	<b>4,216</b>	<b>+10.3%</b>	<b>1,405</b>	<b>1,328</b>	<b>-5.5%</b>
By Bedroom Count	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
2 Bedrooms or Less	1,971	2,067	+4.9%	927	1,111	+19.8%	962	888	-7.7%
3 Bedrooms	2,045	2,140	+4.6%	1,580	1,727	+9.3%	368	387	+5.2%
4 Bedrooms or More	1,405	1,439	+2.4%	1,316	1,378	+4.7%	75	53	-29.3%
<b>All Bedroom Counts</b>	<b>5,422</b>	<b>5,646</b>	<b>+4.1%</b>	<b>3,824</b>	<b>4,216</b>	<b>+10.3%</b>	<b>1,405</b>	<b>1,328</b>	<b>-5.5%</b>

# Days On Market Until Sale

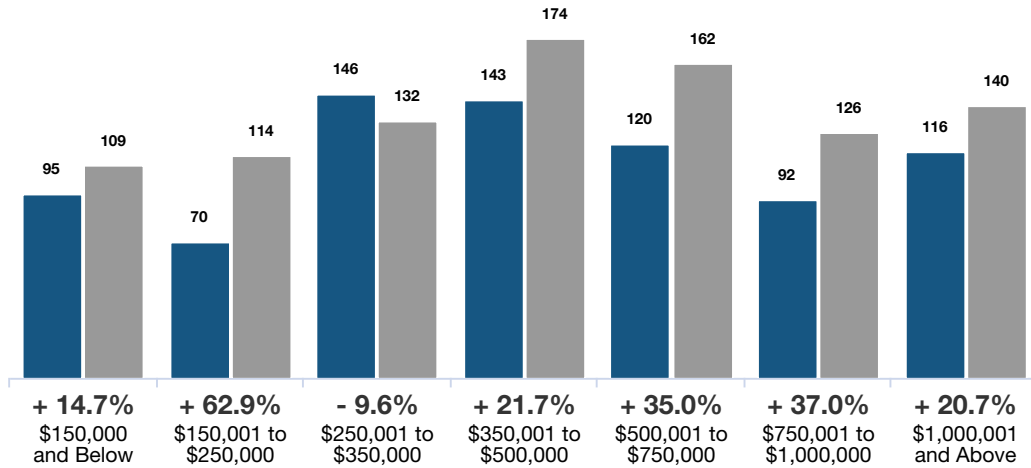
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



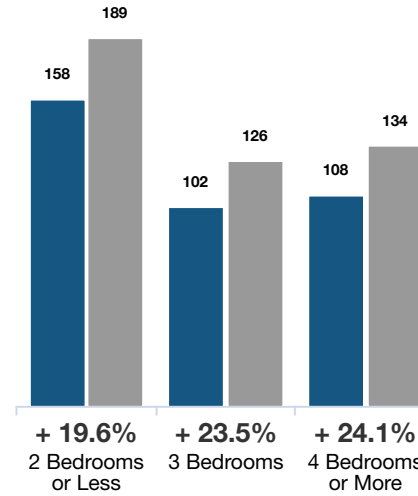
## By Price Range

■ 4-2023 ■ 4-2024



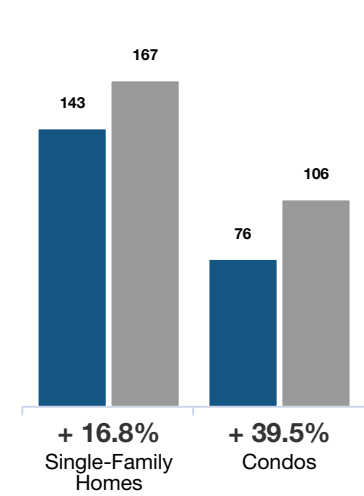
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



### All Properties

By Price Range	4-2023	4-2024	Change
\$150,000 and Below	95	109	+ 14.7%
\$150,001 to \$250,000	70	114	+ 62.9%
\$250,001 to \$350,000	146	132	- 9.6%
\$350,001 to \$500,000	143	174	+ 21.7%
\$500,001 to \$750,000	120	162	+ 35.0%
\$750,001 to \$1,000,000	92	126	+ 37.0%
\$1,000,001 and Above	116	140	+ 20.7%
<b>All Price Ranges</b>	<b>124</b>	<b>151</b>	<b>+ 21.8%</b>

### Single-Family Homes

By Bedroom Count	4-2023	4-2024	Change
2 Bedrooms or Less	113	101	- 10.6%
3 Bedrooms	93	103	+ 10.8%
4 Bedrooms or More	201	154	- 23.4%
2 Bedrooms or Less	159	192	+ 20.8%
3 Bedrooms	136	184	+ 35.3%
4 Bedrooms or More	96	137	+ 42.7%
<b>All Bedroom Counts</b>	<b>118</b>	<b>129</b>	<b>+ 9.3%</b>
<b>All Bedroom Counts</b>	<b>143</b>	<b>167</b>	<b>+ 16.8%</b>

### Condos

By Price Range	4-2023	4-2024	Change
\$150,000 and Below	120	68	- 43.3%
\$150,001 to \$250,000	61	117	+ 91.8%
\$250,001 to \$350,000	72	100	+ 38.9%
\$350,001 to \$500,000	83	96	+ 15.7%
\$500,001 to \$750,000	73	85	+ 16.4%
\$750,001 to \$1,000,000	82	90	+ 9.8%
\$1,000,001 and Above	103	239	+ 132.0%
<b>All Price Ranges</b>	<b>76</b>	<b>106</b>	<b>+ 39.5%</b>

By Bedroom Count	4-2023	4-2024	Change
2 Bedrooms or Less	158	189	+ 19.6%
3 Bedrooms	102	126	+ 23.5%
4 Bedrooms or More	108	134	+ 24.1%
<b>All Bedroom Counts</b>	<b>124</b>	<b>151</b>	<b>+ 21.8%</b>

By Price Range	4-2023	4-2024	Change
\$150,000 and Below	252	272	+ 7.9%
\$150,001 to \$250,000	109	125	+ 14.7%
\$250,001 to \$350,000	108	134	+ 24.1%
<b>All Price Ranges</b>	<b>76</b>	<b>106</b>	<b>+ 39.5%</b>

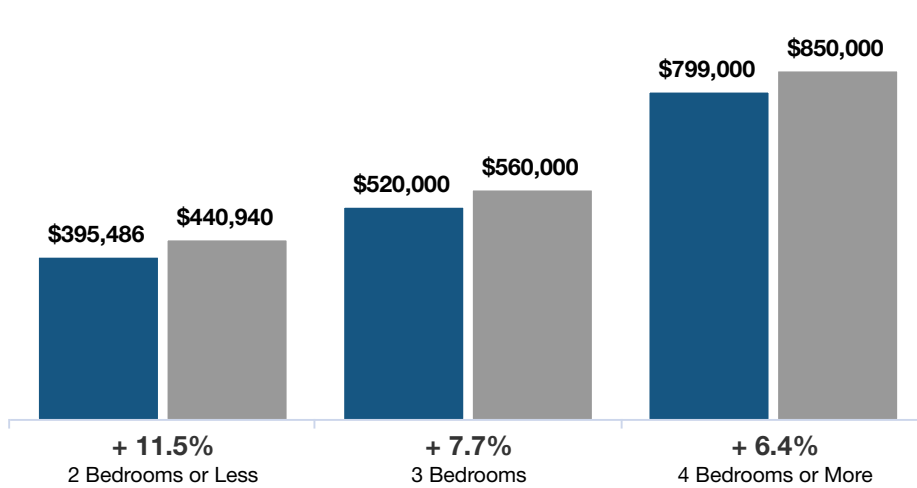
# Median Sales Price

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



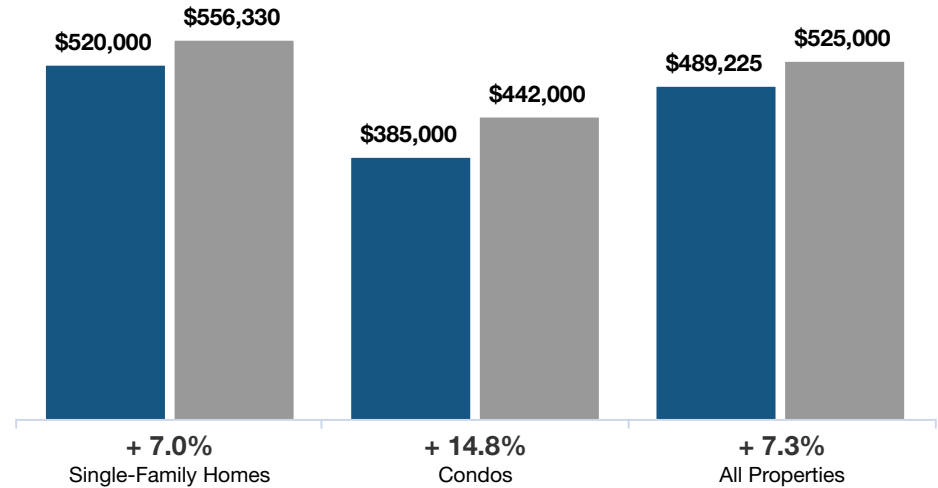
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



### All Properties

#### By Bedroom Count

	4-2023	4-2024	Change
2 Bedrooms or Less	\$395,486	\$440,940	+ 11.5%
3 Bedrooms	\$520,000	\$560,000	+ 7.7%
4 Bedrooms or More	\$799,000	\$850,000	+ 6.4%
<b>All Bedroom Counts</b>	<b>\$489,225</b>	<b>\$525,000</b>	<b>+ 7.3%</b>

### Single-Family Homes

	4-2023	4-2024	Change
	\$427,240	\$465,511	+ 9.0%
	\$517,569	\$574,814	+ 11.1%
	\$802,320	\$853,048	+ 6.3%
<b>All Single-Family Homes</b>	<b>\$520,000</b>	<b>\$556,330</b>	<b>+ 7.0%</b>

### Condos

	4-2023	4-2024	Change
	\$352,500	\$388,250	+ 10.1%
	\$512,500	\$530,500	+ 3.5%
	\$525,000	\$749,000	+ 42.7%
<b>All Condos</b>	<b>\$385,000</b>	<b>\$442,000</b>	<b>+ 14.8%</b>

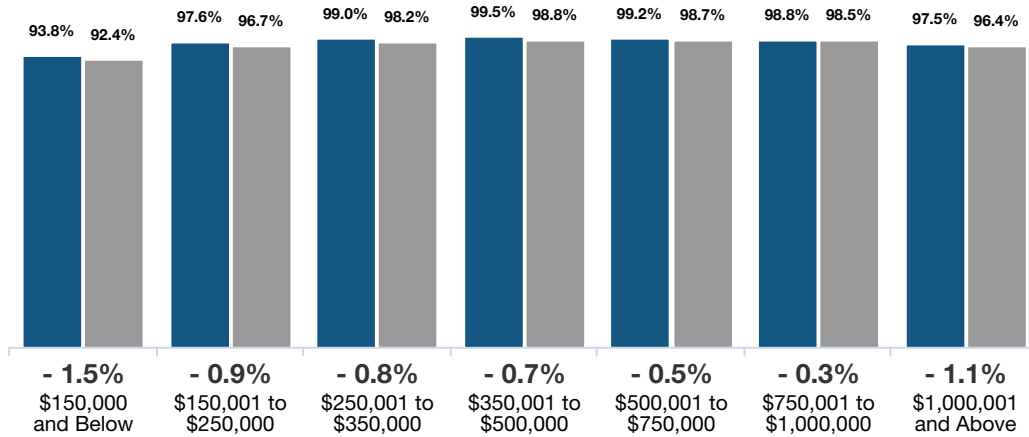
# Percent of List Price Received



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.**

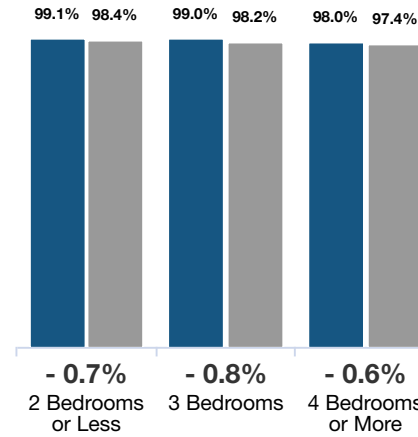
## By Price Range

■ 4-2023 ■ 4-2024



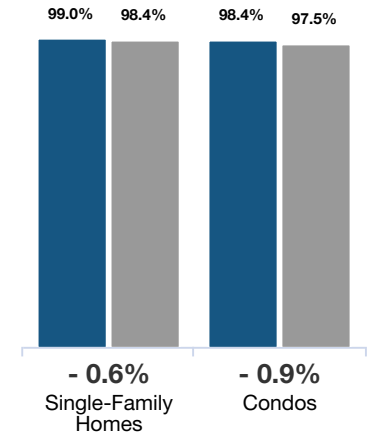
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
\$150,000 and Below	93.8%	92.4%	-1.5%	97.5%	92.3%	-5.3%	92.8%	90.7%	-2.3%
\$150,001 to \$250,000	97.6%	96.7%	-0.9%	96.8%	94.4%	-2.5%	97.9%	97.2%	-0.7%
\$250,001 to \$350,000	99.0%	98.2%	-0.8%	99.7%	98.8%	-0.9%	98.2%	97.3%	-0.9%
\$350,001 to \$500,000	99.5%	98.8%	-0.7%	99.8%	99.2%	-0.6%	98.6%	97.4%	-1.2%
\$500,001 to \$750,000	99.2%	98.7%	-0.5%	99.2%	98.9%	-0.3%	99.3%	97.9%	-1.4%
\$750,001 to \$1,000,000	98.8%	98.5%	-0.3%	98.7%	98.5%	-0.2%	98.8%	98.2%	-0.6%
\$1,000,001 and Above	97.5%	96.4%	-1.1%	97.4%	96.3%	-1.1%	97.4%	97.3%	-0.1%
<b>All Price Ranges</b>	<b>98.8%</b>	<b>98.1%</b>	<b>-0.7%</b>	<b>99.0%</b>	<b>98.4%</b>	<b>-0.6%</b>	<b>98.4%</b>	<b>97.5%</b>	<b>-0.9%</b>
By Bedroom Count	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
2 Bedrooms or Less	99.1%	98.4%	-0.7%	100.5%	99.6%	-0.9%	98.2%	97.3%	-0.9%
3 Bedrooms	99.0%	98.2%	-0.8%	99.0%	98.3%	-0.7%	98.8%	98.1%	-0.7%
4 Bedrooms or More	98.0%	97.4%	-0.6%	97.9%	97.4%	-0.5%	98.2%	97.0%	-1.2%
<b>All Bedroom Counts</b>	<b>98.8%</b>	<b>98.1%</b>	<b>-0.7%</b>	<b>99.0%</b>	<b>98.4%</b>	<b>-0.6%</b>	<b>98.4%</b>	<b>97.5%</b>	<b>-0.9%</b>

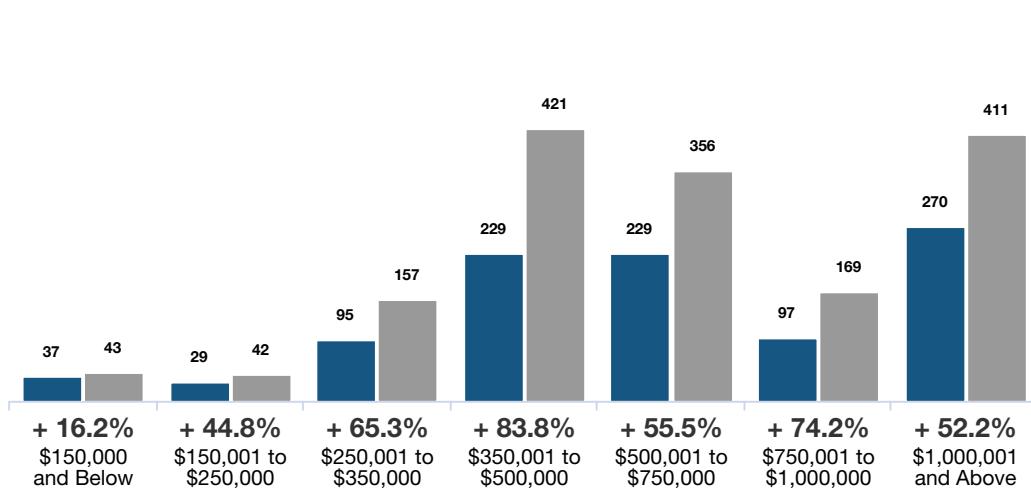
# Inventory of Homes for Sale



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

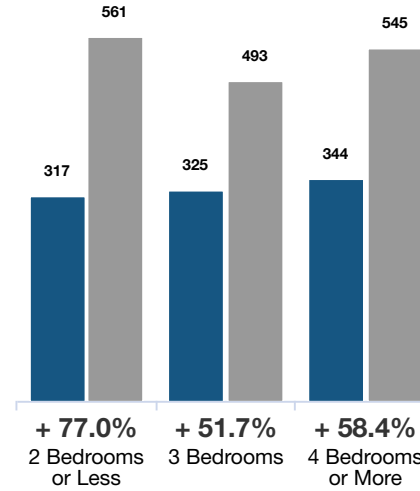
## By Price Range

■ 4-2023 ■ 4-2024



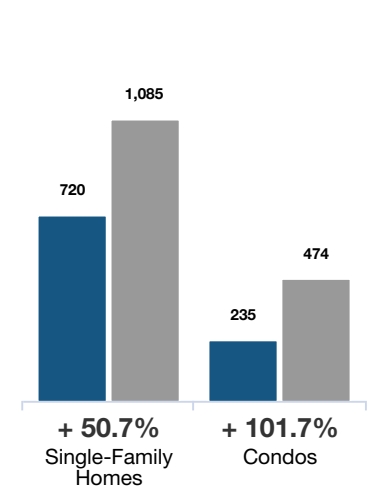
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



	All Properties			Single-Family Homes			Condos		
By Price Range	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
\$150,000 and Below	37	43	+ 16.2%	9	10	+ 11.1%	1	0	- 100.0%
\$150,001 to \$250,000	29	42	+ 44.8%	11	14	+ 27.3%	18	25	+ 38.9%
\$250,001 to \$350,000	95	157	+ 65.3%	37	36	- 2.7%	58	121	+ 108.6%
\$350,001 to \$500,000	229	421	+ 83.8%	169	285	+ 68.6%	59	135	+ 128.8%
\$500,001 to \$750,000	229	356	+ 55.5%	174	249	+ 43.1%	54	107	+ 98.1%
\$750,001 to \$1,000,000	97	169	+ 74.2%	71	121	+ 70.4%	24	45	+ 87.5%
\$1,000,001 and Above	270	411	+ 52.2%	249	370	+ 48.6%	21	41	+ 95.2%
<b>All Price Ranges</b>	<b>986</b>	<b>1,599</b>	<b>+ 62.2%</b>	<b>720</b>	<b>1,085</b>	<b>+ 50.7%</b>	<b>235</b>	<b>474</b>	<b>+ 101.7%</b>
By Bedroom Count	4-2023	4-2024	Change	4-2023	4-2024	Change	4-2023	4-2024	Change
2 Bedrooms or Less	317	561	+ 77.0%	132	195	+ 47.7%	163	341	+ 109.2%
3 Bedrooms	325	493	+ 51.7%	261	366	+ 40.2%	58	116	+ 100.0%
4 Bedrooms or More	344	545	+ 58.4%	327	524	+ 60.2%	14	17	+ 21.4%
<b>All Bedroom Counts</b>	<b>986</b>	<b>1,599</b>	<b>+ 62.2%</b>	<b>720</b>	<b>1,085</b>	<b>+ 50.7%</b>	<b>235</b>	<b>474</b>	<b>+ 101.7%</b>

# Months Supply of Inventory

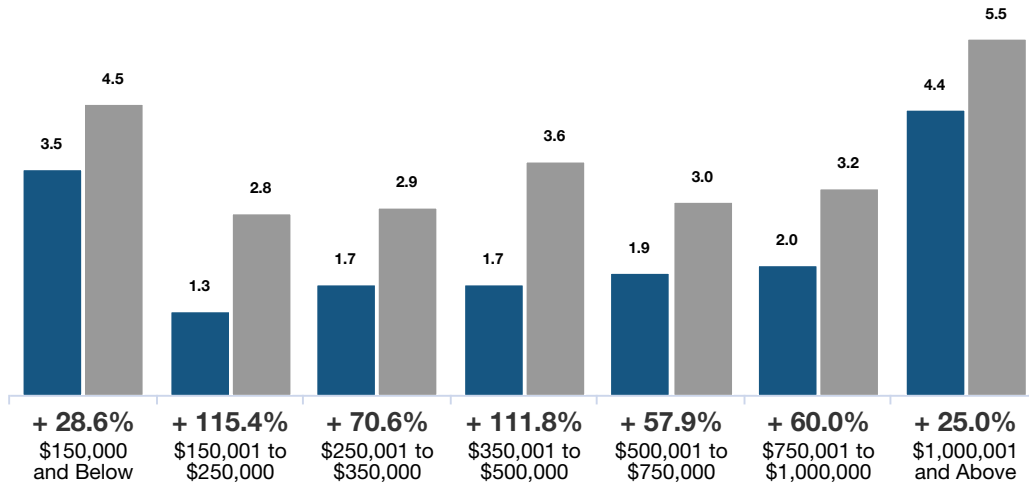


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

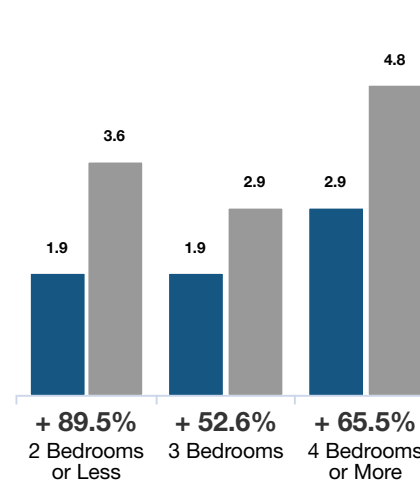
## By Price Range

■ 4-2023 ■ 4-2024



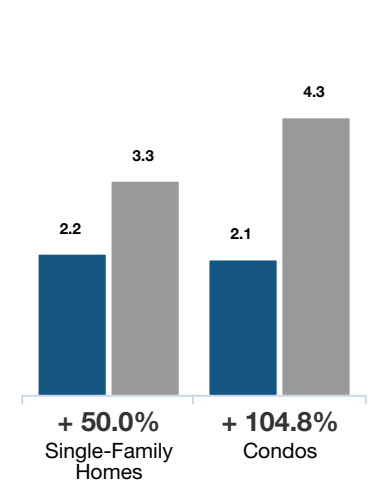
## By Bedroom Count

■ 4-2023 ■ 4-2024



## By Property Type

■ 4-2023 ■ 4-2024



### All Properties

By Price Range	4-2023	4-2024	Change
\$150,000 and Below	3.5	4.5	+ 28.6%
\$150,001 to \$250,000	1.3	2.8	+ 115.4%
\$250,001 to \$350,000	1.7	2.9	+ 70.6%
\$350,001 to \$500,000	1.7	3.6	+ 111.8%
\$500,001 to \$750,000	1.9	3.0	+ 57.9%
\$750,001 to \$1,000,000	2.0	3.2	+ 60.0%
\$1,000,001 and Above	4.4	5.5	+ 25.0%
<b>All Price Ranges</b>	<b>2.2</b>	<b>3.6</b>	<b>+ 63.6%</b>

### Single-Family Homes

By Price Range	4-2023	4-2024	Change
\$150,000 and Below	3.9	3.8	- 2.6%
\$150,001 to \$250,000	1.7	3.8	+ 123.5%
\$250,001 to \$350,000	1.3	1.3	0.0%
\$350,001 to \$500,000	1.6	3.0	+ 87.5%
\$500,001 to \$750,000	1.8	2.8	+ 55.6%
\$750,001 to \$1,000,000	2.0	3.0	+ 50.0%
\$1,000,001 and Above	4.6	5.5	+ 19.6%
<b>All Price Ranges</b>	<b>2.2</b>	<b>3.3</b>	<b>+ 50.0%</b>

### Condos

By Price Range	4-2023	4-2024	Change
\$150,000 and Below	0.4	--	--
\$150,001 to \$250,000	1.1	2.1	+ 90.9%
\$250,001 to \$350,000	2.1	4.8	+ 128.6%
\$350,001 to \$500,000	2.3	5.7	+ 147.8%
\$500,001 to \$750,000	2.2	3.8	+ 72.7%
\$750,001 to \$1,000,000	2.2	3.6	+ 63.6%
\$1,000,001 and Above	3.2	6.2	+ 93.8%
<b>All Price Ranges</b>	<b>2.1</b>	<b>4.3</b>	<b>+ 104.8%</b>

### By Bedroom Count

By Bedroom Count	4-2023	4-2024	Change
2 Bedrooms or Less	1.9	3.6	+ 89.5%
3 Bedrooms	1.9	2.9	+ 52.6%
4 Bedrooms or More	2.9	4.8	+ 65.5%
<b>All Bedroom Counts</b>	<b>2.2</b>	<b>3.6</b>	<b>+ 63.6%</b>

### Single-Family Homes

By Bedroom Count	4-2023	4-2024	Change
2 Bedrooms or Less	1.7	2.5	+ 47.1%
3 Bedrooms	2.0	2.6	+ 30.0%
4 Bedrooms or More	2.9	4.8	+ 65.5%
<b>All Bedroom Counts</b>	<b>2.2</b>	<b>3.3</b>	<b>+ 50.0%</b>

### Condos

By Bedroom Count	4-2023	4-2024	Change
2 Bedrooms or Less	2.1	4.6	+ 119.0%
3 Bedrooms	1.9	3.7	+ 94.7%
4 Bedrooms or More	2.6	3.7	+ 42.3%
<b>All Bedroom Counts</b>	<b>2.1</b>	<b>4.3</b>	<b>+ 104.8%</b>