

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## January 2021

The new year has begun, and with it comes many people who have made buying or selling a home part of their 2021 resolutions. While ongoing unemployment claims remain elevated due to COVID-19, they are substantially lower than what they were during their peak and have had little effect on buyer demand thus far. For the 12-month period spanning February 2020 through January 2021, Pending Sales in the Hilton Head region were up 35.9 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 98.6 percent.

The overall Median Sales Price was up 13.8 percent to \$370,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 17.7 percent to \$276,500. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 106 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 180 days.

Market-wide, inventory levels were down 64.1 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 63.9 percent. That amounts to 1.2 months supply for Single-Family homes and 1.1 months supply for Condos.

## Quick Facts

<b>+ 98.6%</b>	<b>+ 51.4%</b>	<b>+ 39.1%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$650,001 and Above</b>	<b>4 Bedrooms or More</b>	<b>Single-Family</b>

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>

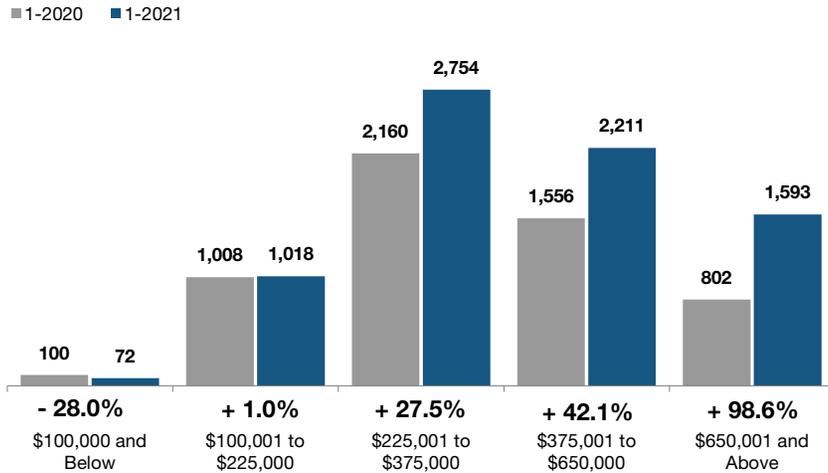


# Pending Sales

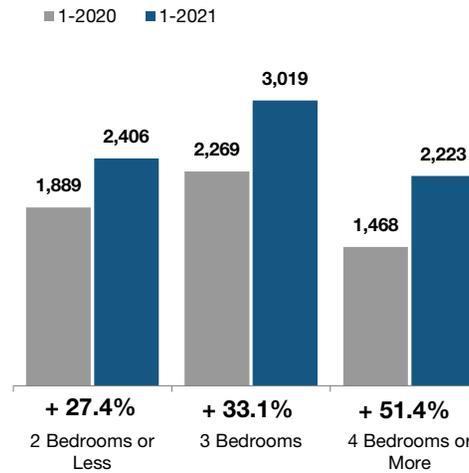
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



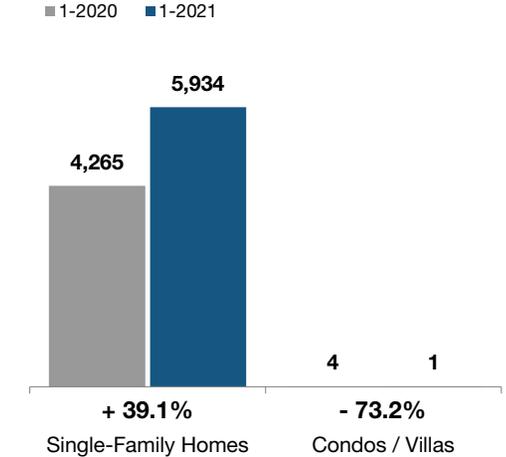
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	100	72	- 28.0%
\$100,001 to \$225,000	1,008	1,018	+ 1.0%
\$225,001 to \$375,000	2,160	2,754	+ 27.5%
\$375,001 to \$650,000	1,556	2,211	+ 42.1%
\$650,001 and Above	802	1,593	+ 98.6%
<b>All Price Ranges</b>	<b>5,626</b>	<b>7,648</b>	<b>+ 35.9%</b>

### Single-Family Homes

1-2020	1-2021	Change
33	32	- 3.0%
466	429	- 7.9%
1,754	2,225	+ 26.9%
1,291	1,810	+ 40.2%
721	1,438	+ 99.4%
<b>4,265</b>	<b>5,934</b>	<b>+ 39.1%</b>

### Condos / Villas

1-2020	1-2021	Change
3	3	- 20.6%
3	1	- 57.1%
4	1	- 73.7%
5	1	- 81.5%
9	1	- 86.0%
<b>4</b>	<b>1</b>	<b>- 73.2%</b>

## By Bedroom Count

1-2020	1-2021	Change
1,889	2,406	+ 27.4%
2,269	3,019	+ 33.1%
1,468	2,223	+ 51.4%
<b>5,626</b>	<b>7,648</b>	<b>+ 35.9%</b>

1-2020	1-2021	Change
828	1,109	+ 33.9%
1,990	2,639	+ 32.6%
1,447	2,186	+ 51.1%
<b>4,265</b>	<b>5,934</b>	<b>+ 39.1%</b>

1-2020	1-2021	Change
4	1	- 71.1%
5	1	- 77.6%
7	1	- 83.1%
<b>4</b>	<b>1</b>	<b>- 73.2%</b>

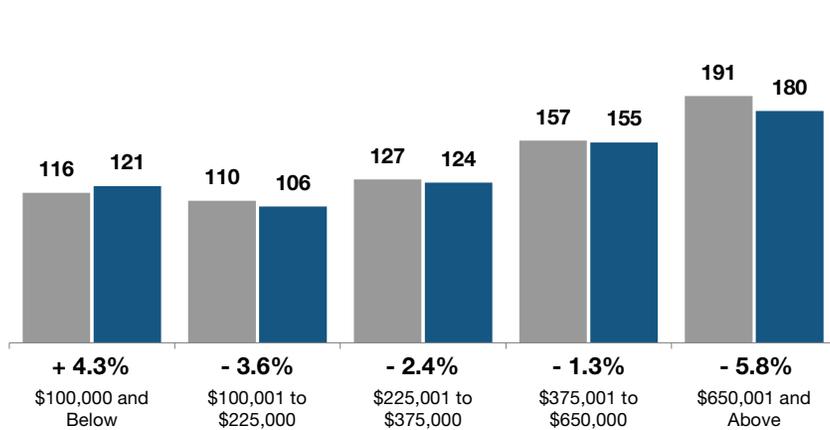
# Days on Market Until Sale

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



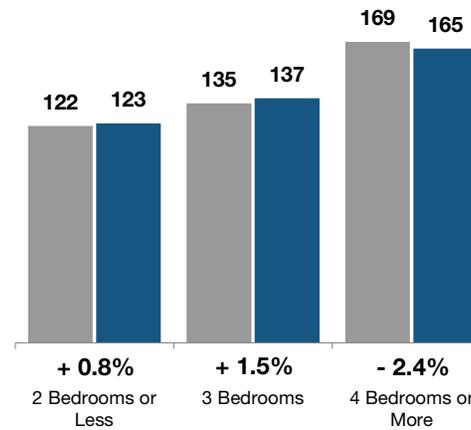
## By Price Range

■ 1-2020 ■ 1-2021



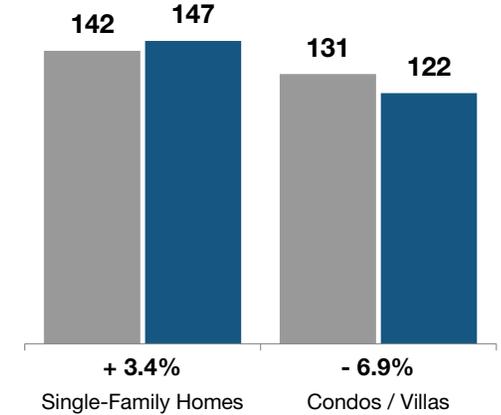
## By Bedroom Count

■ 1-2020 ■ 1-2021



## By Property Type

■ 1-2020 ■ 1-2021



### All Properties

#### By Price Range

	1-2020	1-2021	Change
\$100,000 and Below	116	121	+ 4.3%
\$100,001 to \$225,000	110	106	- 3.6%
\$225,001 to \$375,000	127	124	- 2.4%
\$375,001 to \$650,000	157	155	- 1.3%
\$650,001 and Above	191	180	- 5.8%
<b>All Price Ranges</b>	<b>139</b>	<b>141</b>	<b>+ 1.4%</b>

### Single-Family Homes

	1-2020	1-2021	Change
119	112	- 6.2%	
113	114	+ 0.3%	
123	126	+ 1.9%	
158	157	- 0.6%	
188	181	- 3.7%	
<b>142</b>	<b>147</b>	<b>+ 3.4%</b>	

### Condos / Villas

	1-2020	1-2021	Change
114	128	+ 12.3%	
107	99	- 7.5%	
140	118	- 15.7%	
150	146	- 2.7%	
223	169	- 24.2%	
<b>131</b>	<b>122</b>	<b>- 6.9%</b>	

#### By Bedroom Count

	1-2020	1-2021	Change
2 Bedrooms or Less	122	123	+ 0.8%
3 Bedrooms	135	137	+ 1.5%
4 Bedrooms or More	169	165	- 2.4%
<b>All Bedroom Counts</b>	<b>139</b>	<b>141</b>	<b>+ 1.4%</b>

	1-2020	1-2021	Change
116	135	+ 16.2%	
134	137	+ 2.3%	
168	165	- 1.5%	
<b>142</b>	<b>147</b>	<b>+ 3.4%</b>	

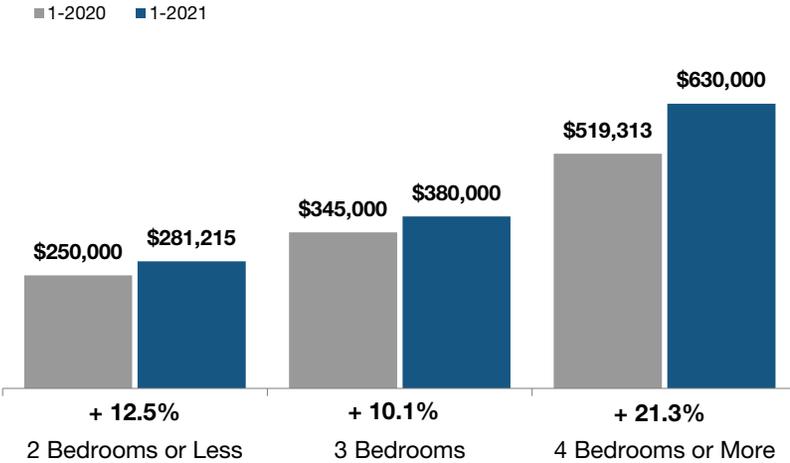
	1-2020	1-2021	Change
126	115	- 8.7%	
142	142	0.0%	
236	169	- 28.4%	
<b>131</b>	<b>122</b>	<b>- 6.9%</b>	

# Median Sales Price

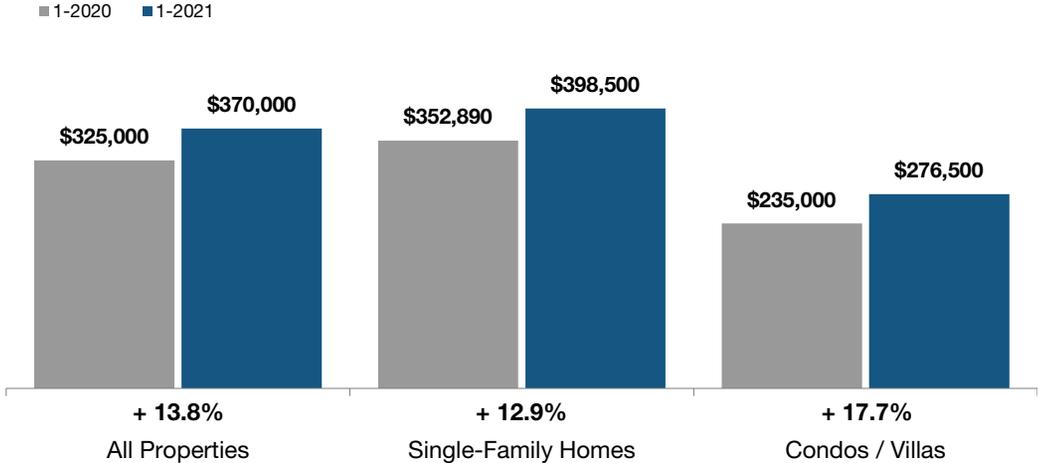
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

#### By Bedroom Count

	1-2020	1-2021	Change
2 Bedrooms or Less	\$250,000	\$281,215	+ 12.5%
3 Bedrooms	\$345,000	\$380,000	+ 10.1%
4 Bedrooms or More	\$519,313	\$630,000	+ 21.3%
<b>All Bedroom Counts</b>	<b>\$325,000</b>	<b>\$370,000</b>	<b>+ 13.8%</b>

### Single-Family Homes

	1-2020	1-2021	Change	1-2020	1-2021	Change
	\$283,000	\$302,730	+ 7.0%	\$200,000	\$240,000	+ 20.0%
	\$339,250	\$377,500	+ 11.3%	\$381,500	\$400,000	+ 4.8%
	\$517,145	\$630,000	+ 21.8%	\$715,000	\$685,000	- 4.2%
<b>All</b>	<b>\$352,890</b>	<b>\$398,500</b>	<b>+ 12.9%</b>	<b>\$235,000</b>	<b>\$276,500</b>	<b>+ 17.7%</b>

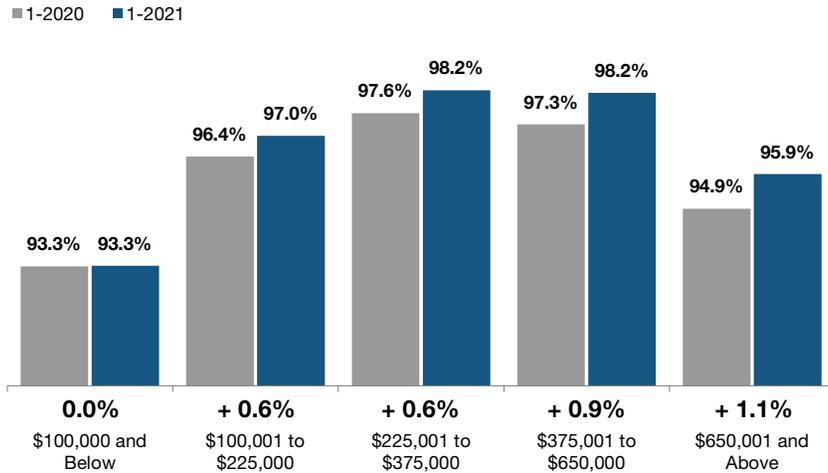
### Condos / Villas

# Percent of List Price Received

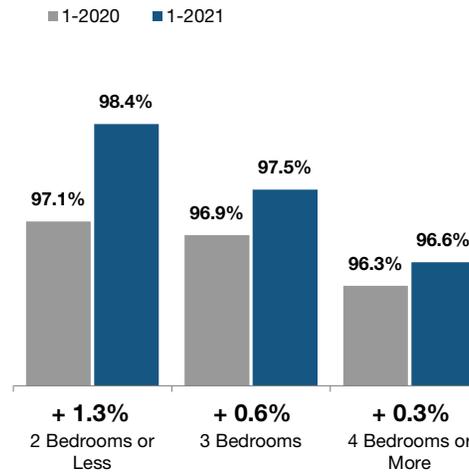
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



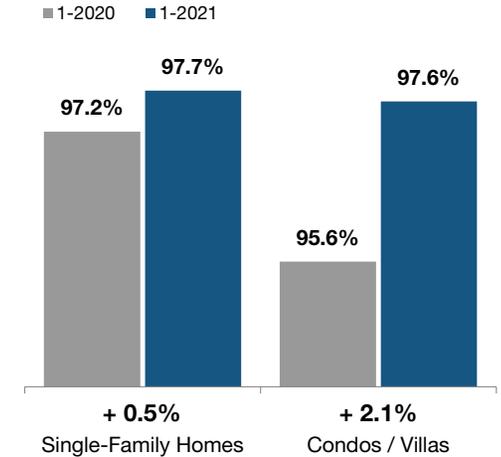
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	93.3%	93.3%	0.0%
\$100,001 to \$225,000	96.4%	97.0%	+ 0.6%
\$225,001 to \$375,000	97.6%	98.2%	+ 0.6%
\$375,001 to \$650,000	97.3%	98.2%	+ 0.9%
\$650,001 and Above	94.9%	95.9%	+ 1.1%
<b>All Price Ranges</b>	<b>96.8%</b>	<b>97.5%</b>	<b>+ 0.7%</b>

### Single-Family Homes

1-2020	1-2021	Change
93.8%	90.8%	- 3.2%
96.9%	97.4%	+ 0.5%
98.0%	98.6%	+ 0.6%
97.5%	98.4%	+ 0.9%
95.0%	95.8%	+ 0.8%
<b>97.2%</b>	<b>97.7%</b>	<b>+ 0.5%</b>

### Condos / Villas

1-2020	1-2021	Change
93.1%	94.4%	+ 4.9%
95.1%	97.3%	+ 2.3%
95.9%	97.7%	+ 1.9%
96.6%	98.2%	+ 1.7%
97.2%	98.3%	+ 1.1%
<b>95.6%</b>	<b>97.6%</b>	<b>+ 2.1%</b>

## By Bedroom Count

1-2020	1-2021	Change
97.1%	98.4%	+ 1.3%
96.9%	97.5%	+ 0.6%
96.3%	96.6%	+ 0.3%
<b>96.8%</b>	<b>97.5%</b>	<b>+ 0.7%</b>

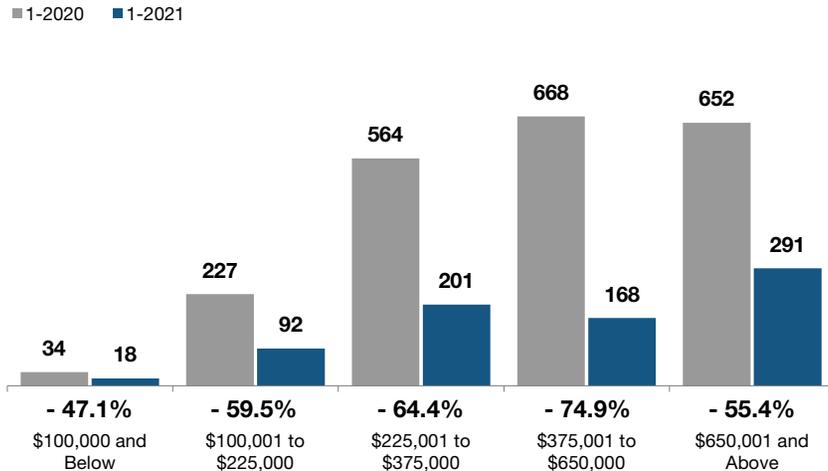
1-2020	1-2021	Change
99.2%	100.3%	+ 1.1%
97.1%	97.7%	+ 0.6%
96.3%	96.6%	+ 0.3%
<b>97.2%</b>	<b>97.7%</b>	<b>+ 0.5%</b>

# Inventory of Homes for Sale

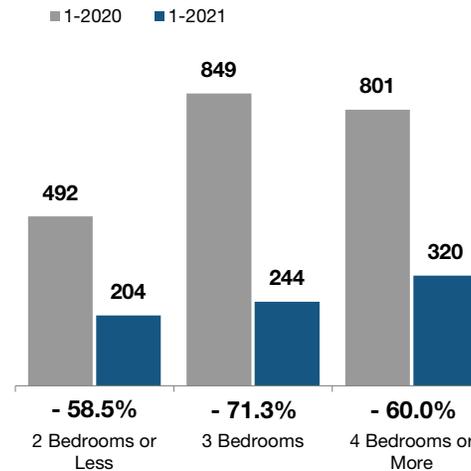
The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



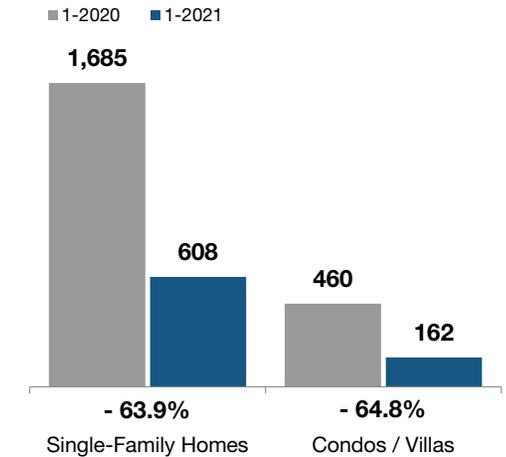
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	34	18	- 47.1%
\$100,001 to \$225,000	227	92	- 59.5%
\$225,001 to \$375,000	564	201	- 64.4%
\$375,001 to \$650,000	668	168	- 74.9%
\$650,001 and Above	652	291	- 55.4%
<b>All Price Ranges</b>	<b>2,145</b>	<b>770</b>	<b>- 64.1%</b>

### Single-Family Homes

1-2020	1-2021	Change
13	9	- 30.8%
100	33	- 67.0%
435	159	- 63.4%
548	133	- 75.7%
589	274	- 53.5%
<b>1,685</b>	<b>608</b>	<b>- 63.9%</b>

### Condos / Villas

1-2020	1-2021	Change
21	9	- 57.1%
127	59	- 53.5%
129	42	- 67.4%
120	35	- 70.8%
63	17	- 73.0%
<b>460</b>	<b>162</b>	<b>- 64.8%</b>

## By Bedroom Count

1-2020	1-2021	Change
492	204	- 58.5%
849	244	- 71.3%
801	320	- 60.0%
<b>2,145</b>	<b>770</b>	<b>- 64.1%</b>

1-2020	1-2021	Change
160	80	- 50.0%
736	210	- 71.5%
786	316	- 59.8%
<b>1,685</b>	<b>608</b>	<b>- 63.9%</b>

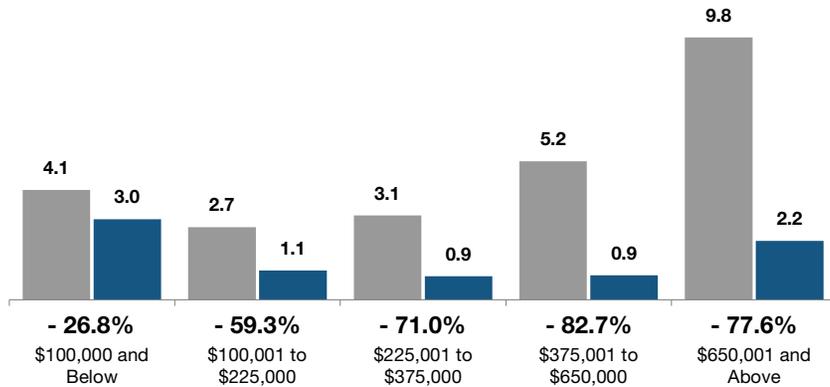
# Months Supply of Inventory

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.**



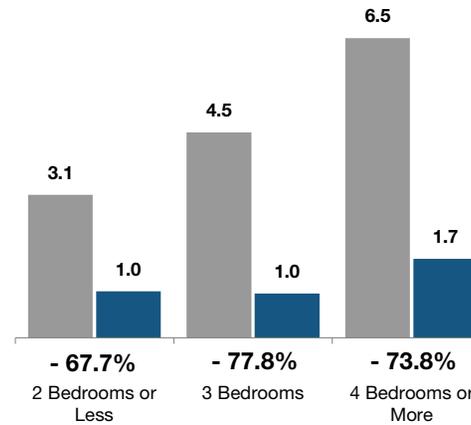
## By Price Range

■ 1-2020 ■ 1-2021



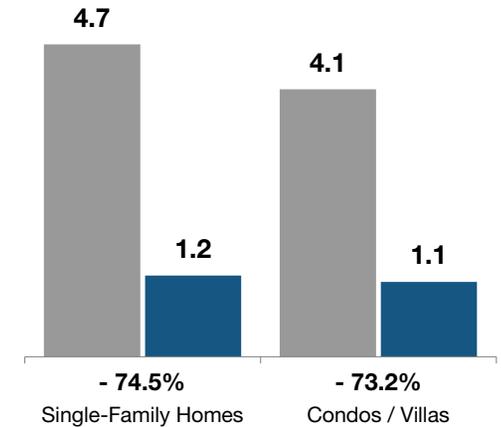
## By Bedroom Count

■ 1-2020 ■ 1-2021



## By Property Type

■ 1-2020 ■ 1-2021



### All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	4.1	3.0	- 26.8%
\$100,001 to \$225,000	2.7	1.1	- 59.3%
\$225,001 to \$375,000	3.1	0.9	- 71.0%
\$375,001 to \$650,000	5.2	0.9	- 82.7%
\$650,001 and Above	9.8	2.2	- 77.6%
<b>All Price Ranges</b>	<b>4.6</b>	<b>1.2</b>	<b>- 73.9%</b>

### Single-Family Homes

1-2020	1-2021	Change
4.7	3.4	- 27.7%
2.6	0.9	- 65.4%
3.0	0.9	- 70.0%
5.1	0.9	- 82.4%
9.8	2.3	- 76.5%
<b>4.7</b>	<b>1.2</b>	<b>- 74.5%</b>

### Condos / Villas

1-2020	1-2021	Change
3.4	2.7	- 20.6%
2.8	1.2	- 57.1%
3.8	1.0	- 73.7%
5.4	1.0	- 81.5%
9.3	1.3	- 86.0%
<b>4.1</b>	<b>1.1</b>	<b>- 73.2%</b>

## By Bedroom Count

By Bedroom Count	1-2020	1-2021	Change
2 Bedrooms or Less	3.1	1.0	- 67.7%
3 Bedrooms	4.5	1.0	- 77.8%
4 Bedrooms or More	6.5	1.7	- 73.8%
<b>All Bedroom Counts</b>	<b>4.6</b>	<b>1.2</b>	<b>- 73.9%</b>

1-2020	1-2021	Change	1-2020	1-2021	Change
2.3	0.9	- 60.9%	3.8	1.1	- 71.1%
4.4	1.0	- 77.3%	4.9	1.1	- 77.6%
6.5	1.7	- 73.8%	7.1	1.2	- 83.1%
<b>4.7</b>	<b>1.2</b>	<b>- 74.5%</b>	<b>4.1</b>	<b>1.1</b>	<b>- 73.2%</b>