

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



November 2024

U.S. sales of new residential homes declined 17.3% month-over-month and 9.4% year-over-year to a seasonally adjusted annual rate of 610,000 units, according to the U.S. Census Bureau. Economists say a rise in mortgage rates, along with Hurricanes Helene and Milton, likely disrupted buyer activity, though there was little impact on the median new-home sales price, which was up 4.7% year-over-year to \$437,300. For the 12-month period spanning December 2023 through November 2024, Pending Sales in the Hilton Head Association of REALTORS® region fell 1.1 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales increased 23.1 percent.

The overall Median Sales Price was up 5.8 percent to \$544,900. The property type with the largest gain was the Single-Family Homes segment, where prices were up 8.2 percent to \$580,715. The price range that tended to sell the quickest was the \$150,001 to \$250,000 range at 92 days. The price range that tended to sell the slowest was the \$350,001 to \$500,000 range at 178 days.

Market-wide, inventory levels rose 25.7 percent. The property type with the largest gain was the Single-Family Homes segment, where the number of properties for sale rose 33.5 percent. That amounts to 3.8 months of inventory for Single-Family Homes and 4.4 months of inventory for Condos.

Quick Facts

+ 23.1%	+ 8.7%	+ 4.0%
Price Range with Strongest Sales: \$1,000,001 and Above	Bedroom Count with Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Condos
Pending Sales		2
Closed Sales		3
Days On Market Until Sale		4
Median Sales Price		5
Percent of List Price Received		6
Inventory of Homes for Sale		7
Months Supply of Inventory		8



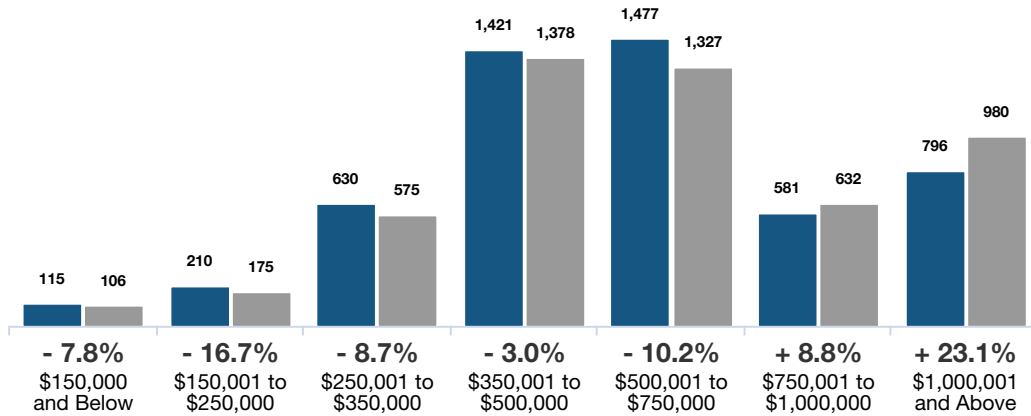
Pending Sales

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



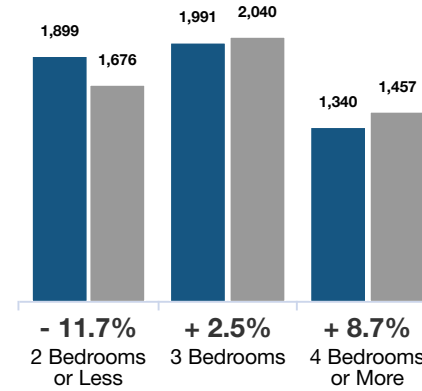
By Price Range

■ 11-2023 ■ 11-2024



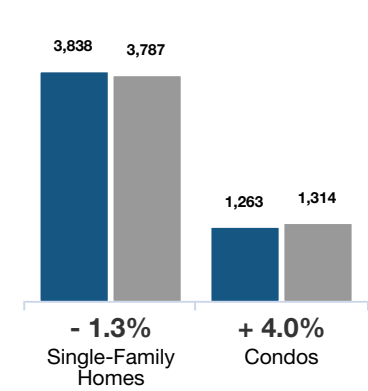
By Bedroom Count

■ 11-2023 ■ 11-2024



By Property Type

■ 11-2023 ■ 11-2024



All Properties				Single-Family Homes				Condos			
By Price Range	11-2023	11-2024	Change	11-2023	11-2024	Change		11-2023	11-2024	Change	
\$150,000 and Below	115	106	- 7.8%	23	29	+ 26.1%		13	8	- 38.5%	
\$150,001 to \$250,000	210	175	- 16.7%	54	49	- 9.3%		153	125	- 18.3%	
\$250,001 to \$350,000	630	575	- 8.7%	340	270	- 20.6%		288	305	+ 5.9%	
\$350,001 to \$500,000	1,421	1,378	- 3.0%	1,131	1,083	- 4.2%		278	295	+ 6.1%	
\$500,001 to \$750,000	1,477	1,327	- 10.2%	1,144	995	- 13.0%		320	330	+ 3.1%	
\$750,001 to \$1,000,000	581	632	+ 8.8%	426	480	+ 12.7%		141	152	+ 7.8%	
\$1,000,001 and Above	796	980	+ 23.1%	720	881	+ 22.4%		70	99	+ 41.4%	
All Price Ranges	5,230	5,173	- 1.1%	3,838	3,787	- 1.3%		1,263	1,314	+ 4.0%	
By Bedroom Count	11-2023	11-2024	Change	11-2023	11-2024	Change		11-2023	11-2024	Change	
2 Bedrooms or Less	1,899	1,676	- 11.7%	970	782	- 19.4%		857	842	- 1.8%	
3 Bedrooms	1,991	2,040	+ 2.5%	1,591	1,623	+ 2.0%		352	400	+ 13.6%	
4 Bedrooms or More	1,340	1,457	+ 8.7%	1,277	1,382	+ 8.2%		54	72	+ 33.3%	
All Bedroom Counts	5,230	5,173	- 1.1%	3,838	3,787	- 1.3%		1,263	1,314	+ 4.0%	

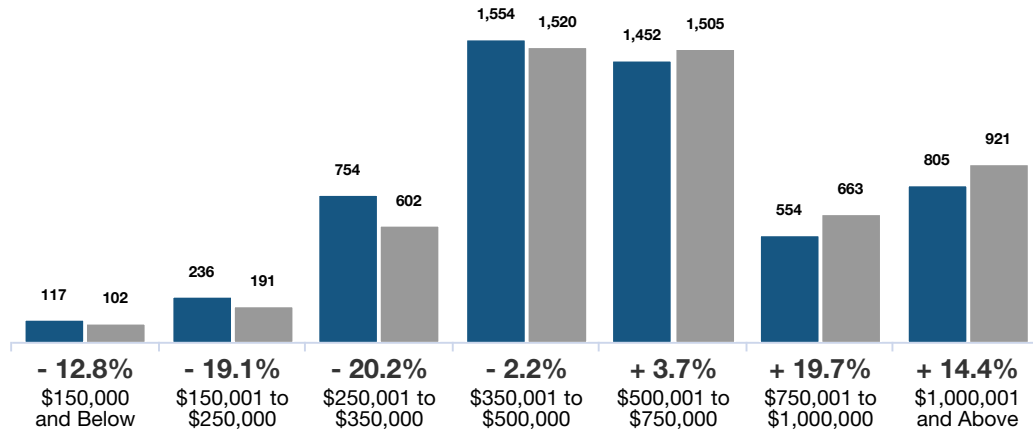
Closed Sales

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



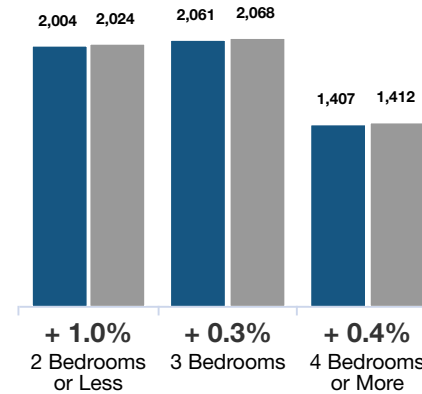
By Price Range

■ 11-2023 ■ 11-2024



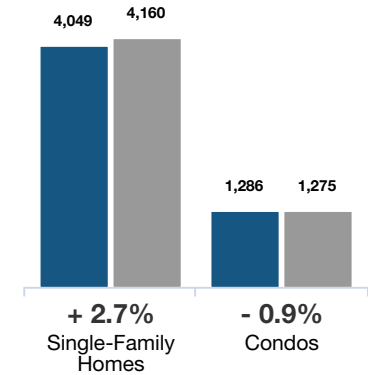
By Bedroom Count

■ 11-2023 ■ 11-2024



By Property Type

■ 11-2023
■ 11-2024



All Properties

By Price Range	11-2023	11-2024	Change
\$150,000 and Below	117	102	- 12.8%
\$150,001 to \$250,000	236	191	- 19.1%
\$250,001 to \$350,000	754	602	- 20.2%
\$350,001 to \$500,000	1,554	1,520	- 2.2%
\$500,001 to \$750,000	1,452	1,505	+ 3.7%
\$750,001 to \$1,000,000	554	663	+ 19.7%
\$1,000,001 and Above	805	921	+ 14.4%
All Price Ranges	5,472	5,504	+ 0.6%

Single-Family Homes

11-2023	11-2024	Change
25	29	+ 16.0%
58	43	- 25.9%
450	285	- 36.7%
1,279	1,246	- 2.6%
1,118	1,204	+ 7.7%
405	521	+ 28.6%
714	832	+ 16.5%
4,049	4,160	+ 2.7%

Condos

11-2023	11-2024	Change
14	8	- 42.9%
175	148	- 15.4%
301	317	+ 5.3%
262	273	+ 4.2%
318	299	- 6.0%
132	141	+ 6.8%
84	89	+ 6.0%
1,286	1,275	- 0.9%

By Bedroom Count	11-2023	11-2024	Change
2 Bedrooms or Less	2,004	2,024	+ 1.0%
3 Bedrooms	2,061	2,068	+ 0.3%
4 Bedrooms or More	1,407	1,412	+ 0.4%
All Bedroom Counts	5,472	5,504	+ 0.6%

11-2023	11-2024	Change
1,077	1,135	+ 5.4%
1,633	1,672	+ 2.4%
1,339	1,353	+ 1.0%
4,049	4,160	+ 2.7%

11-2023	11-2024	Change
858	839	- 2.2%
368	382	+ 3.8%
60	54	- 10.0%
1,286	1,275	- 0.9%

Days On Market Until Sale

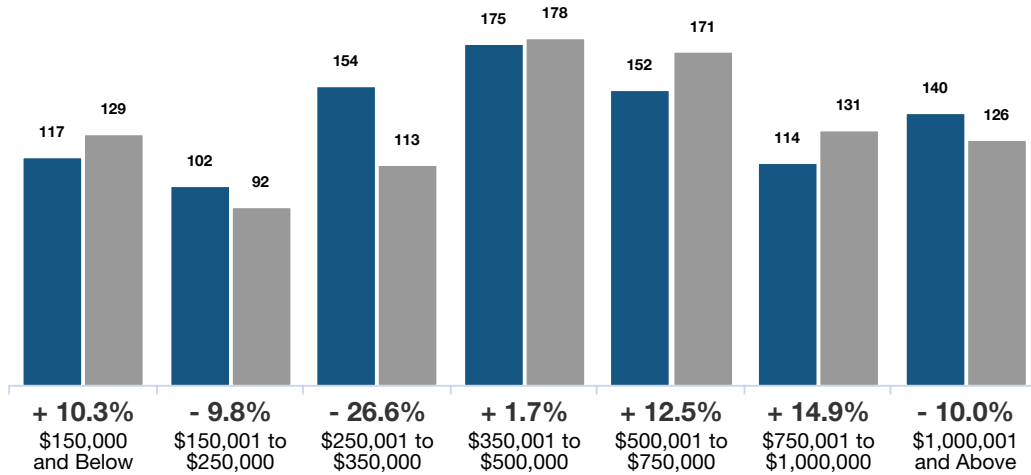
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



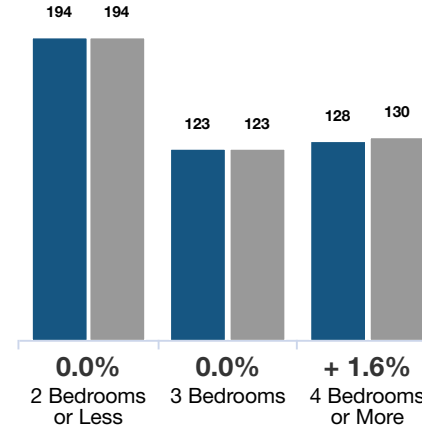
By Price Range

■ 11-2023 ■ 11-2024



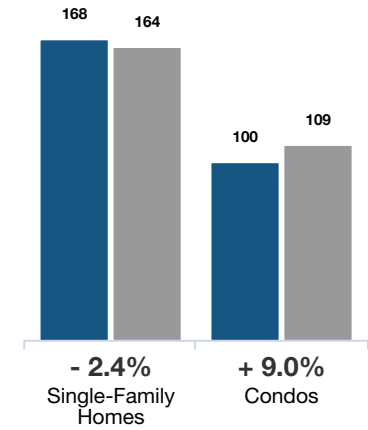
By Bedroom Count

■ 11-2023 ■ 11-2024



By Property Type

■ 11-2023 ■ 11-2024



All Properties

By Price Range	11-2023	11-2024	Change
\$150,000 and Below	117	129	+ 10.3%
\$150,001 to \$250,000	102	92	- 9.8%
\$250,001 to \$350,000	154	113	- 26.6%
\$350,001 to \$500,000	175	178	+ 1.7%
\$500,001 to \$750,000	152	171	+ 12.5%
\$750,001 to \$1,000,000	114	131	+ 14.9%
\$1,000,001 and Above	140	126	- 10.0%
All Price Ranges	150	151	+ 0.7%

Single-Family Homes

11-2023	11-2024	Change
110	130	+ 18.2%
94	98	+ 4.3%
203	102	- 49.8%
193	191	- 1.0%
173	188	+ 8.7%
122	141	+ 15.6%
127	127	0.0%
168	164	- 2.4%

Condos

11-2023	11-2024	Change
156	67	- 57.1%
105	90	- 14.3%
81	123	+ 51.9%
89	117	+ 31.5%
81	104	+ 28.4%
95	92	- 3.2%
254	115	- 54.7%
100	109	+ 9.0%

By Bedroom Count	11-2023	11-2024	Change
2 Bedrooms or Less	194	194	0.0%
3 Bedrooms	123	123	0.0%
4 Bedrooms or More	128	130	+ 1.6%
All Bedroom Counts	150	151	+ 0.7%

11-2023	11-2024	Change
284	259	- 8.8%
124	125	+ 0.8%
128	131	+ 2.3%
168	164	- 2.4%

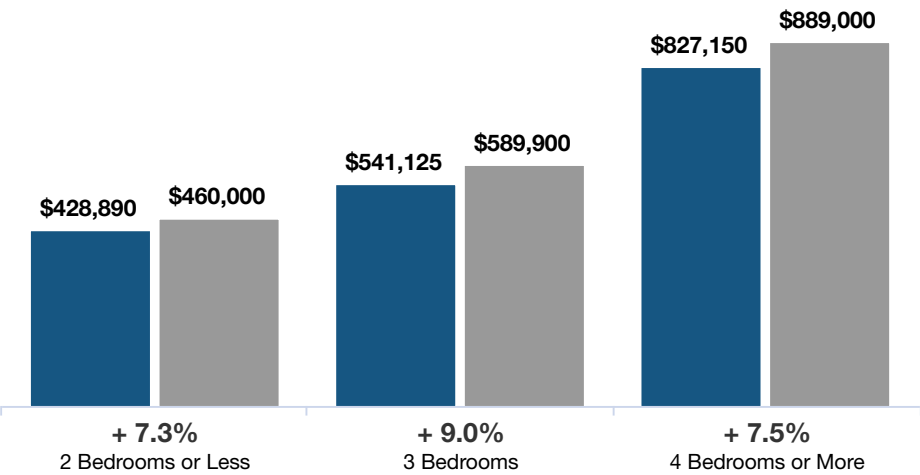
11-2023	11-2024	Change
87	107	+ 23.0%
125	114	- 8.8%
128	104	- 18.8%
100	109	+ 9.0%

Median Sales Price

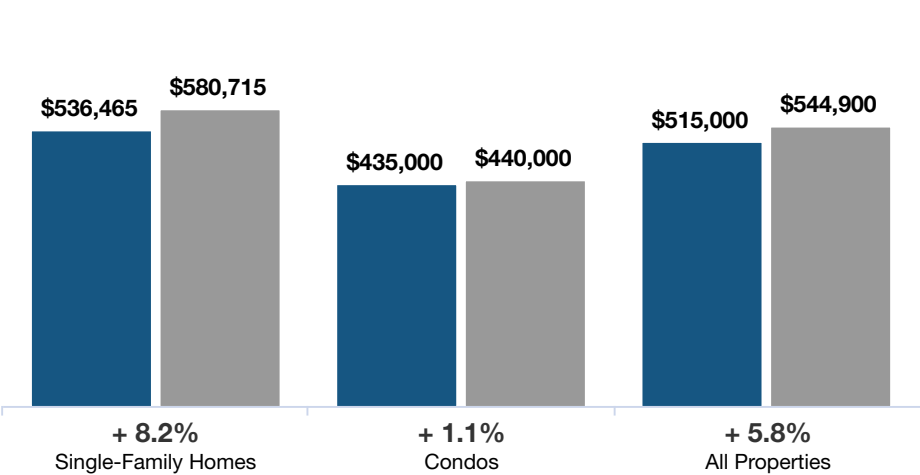
Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**



By Bedroom Count
■ 11-2023 ■ 11-2024



By Property Type
■ 11-2023 ■ 11-2024



All Properties			
By Bedroom Count	11-2023	11-2024	Change
2 Bedrooms or Less	\$428,890	\$460,000	+ 7.3%
3 Bedrooms	\$541,125	\$589,900	+ 9.0%
4 Bedrooms or More	\$827,150	\$889,000	+ 7.5%
All Bedroom Counts	\$515,000	\$544,900	+ 5.8%

Single-Family Homes			Condos		
11-2023	11-2024	Change	11-2023	11-2024	Change
\$447,165	\$487,000	+ 8.9%	\$385,000	\$381,900	- 0.8%
\$541,125	\$601,000	+ 11.1%	\$549,500	\$519,500	- 5.5%
\$837,000	\$899,900	+ 7.5%	\$624,828	\$743,644	+ 19.0%
\$536,465	\$580,715	+ 8.2%	\$435,000	\$440,000	+ 1.1%

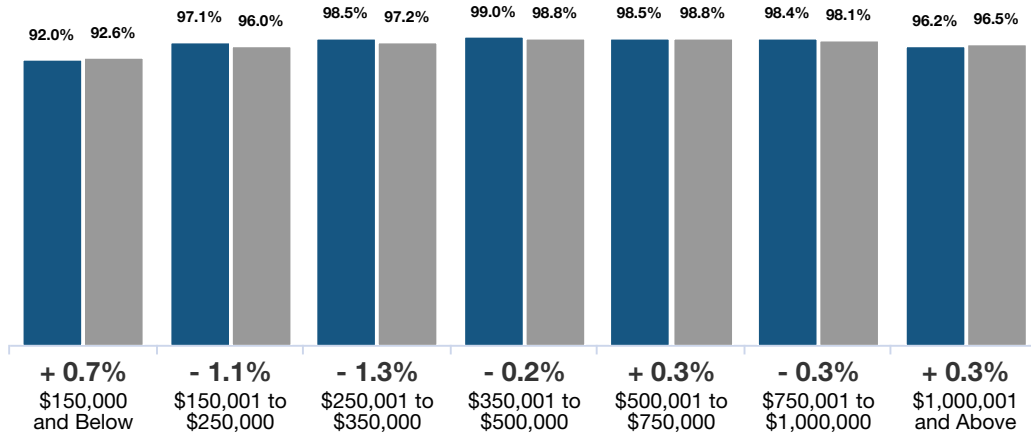
Percent of List Price Received

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.**



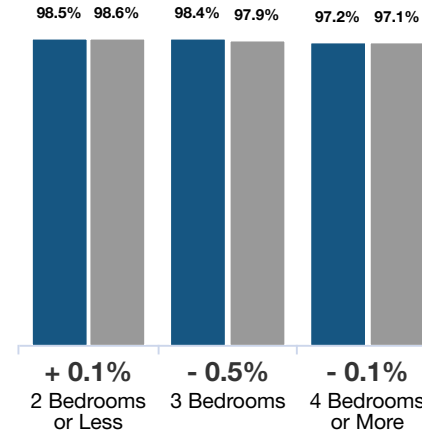
By Price Range

■ 11-2023 ■ 11-2024



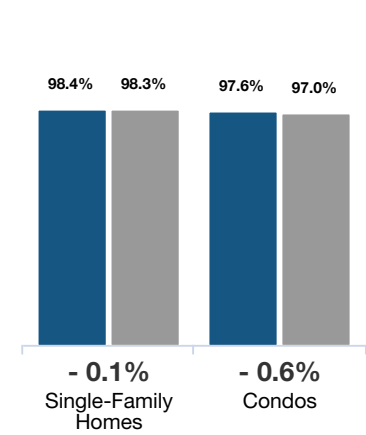
By Bedroom Count

■ 11-2023 ■ 11-2024



By Property Type

■ 11-2023 ■ 11-2024



All Properties				Single-Family Homes			Condos		
By Price Range	11-2023	11-2024	Change	11-2023	11-2024	Change	11-2023	11-2024	Change
\$150,000 and Below	92.0%	92.6%	+ 0.7%	94.8%	91.1%	- 3.9%	87.7%	95.6%	+ 9.0%
\$150,001 to \$250,000	97.1%	96.0%	- 1.1%	95.1%	96.1%	+ 1.1%	97.7%	95.9%	- 1.8%
\$250,001 to \$350,000	98.5%	97.2%	- 1.3%	99.2%	97.6%	- 1.6%	97.5%	96.8%	- 0.7%
\$350,001 to \$500,000	99.0%	98.8%	- 0.2%	99.2%	99.1%	- 0.1%	97.9%	97.0%	- 0.9%
\$500,001 to \$750,000	98.5%	98.8%	+ 0.3%	98.7%	99.1%	+ 0.4%	98.1%	97.4%	- 0.7%
\$750,001 to \$1,000,000	98.4%	98.1%	- 0.3%	98.5%	98.2%	- 0.3%	98.0%	97.7%	- 0.3%
\$1,000,001 and Above	96.2%	96.5%	+ 0.3%	96.1%	96.3%	+ 0.2%	96.7%	97.9%	+ 1.2%
All Price Ranges	98.1%	97.9%	- 0.2%	98.4%	98.3%	- 0.1%	97.6%	97.0%	- 0.6%
By Bedroom Count	11-2023	11-2024	Change	11-2023	11-2024	Change	11-2023	11-2024	Change
2 Bedrooms or Less	98.5%	98.6%	+ 0.1%	99.7%	100.0%	+ 0.3%	97.4%	96.9%	- 0.5%
3 Bedrooms	98.4%	97.9%	- 0.5%	98.5%	98.0%	- 0.5%	98.3%	97.4%	- 0.9%
4 Bedrooms or More	97.2%	97.1%	- 0.1%	97.1%	97.1%	0.0%	97.4%	97.3%	- 0.1%
All Bedroom Counts	98.1%	97.9%	- 0.2%	98.4%	98.3%	- 0.1%	97.6%	97.0%	- 0.6%

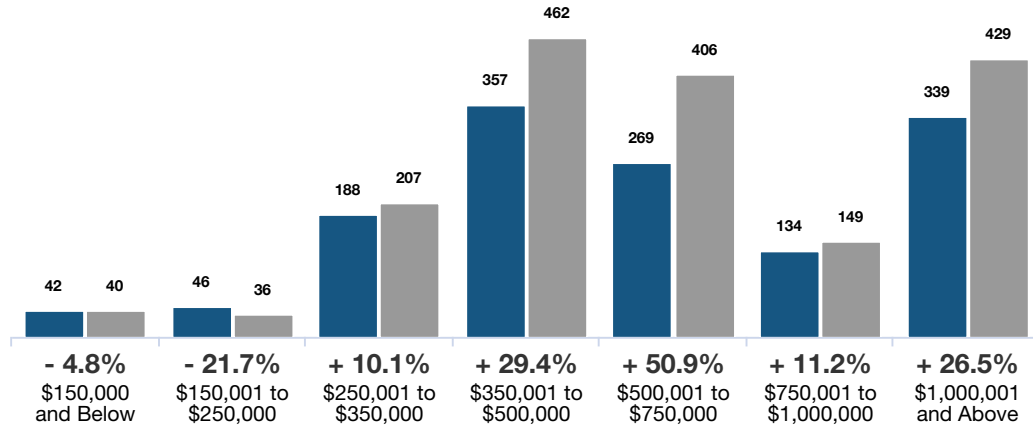
Inventory of Homes for Sale

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



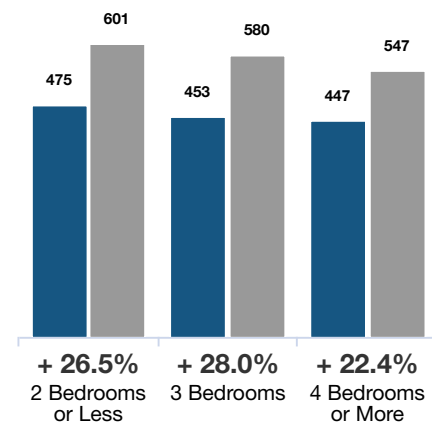
By Price Range

■ 11-2023 ■ 11-2024



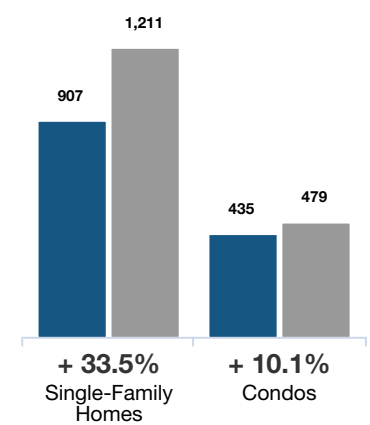
By Bedroom Count

■ 11-2023 ■ 11-2024



By Property Type

■ 11-2023 ■ 11-2024



All Properties				Single-Family Homes				Condos			
By Price Range	11-2023	11-2024	Change	11-2023	11-2024	Change		11-2023	11-2024	Change	
\$150,000 and Below	42	40	- 4.8%	9	5	- 44.4%		5	0	- 100.0%	
\$150,001 to \$250,000	46	36	- 21.7%	10	17	+ 70.0%		33	19	- 42.4%	
\$250,001 to \$350,000	188	207	+ 10.1%	57	67	+ 17.5%		130	139	+ 6.9%	
\$350,001 to \$500,000	357	462	+ 29.4%	239	335	+ 40.2%		118	127	+ 7.6%	
\$500,001 to \$750,000	269	406	+ 50.9%	176	284	+ 61.4%		93	120	+ 29.0%	
\$750,001 to \$1,000,000	134	149	+ 11.2%	107	110	+ 2.8%		26	38	+ 46.2%	
\$1,000,001 and Above	339	429	+ 26.5%	309	393	+ 27.2%		30	36	+ 20.0%	
All Price Ranges	1,375	1,729	+ 25.7%	907	1,211	+ 33.5%		435	479	+ 10.1%	
By Bedroom Count	11-2023	11-2024	Change	11-2023	11-2024	Change		11-2023	11-2024	Change	
2 Bedrooms or Less	475	601	+ 26.5%	142	219	+ 54.2%		313	350	+ 11.8%	
3 Bedrooms	453	580	+ 28.0%	339	469	+ 38.3%		103	108	+ 4.9%	
4 Bedrooms or More	447	547	+ 22.4%	426	522	+ 22.5%		19	21	+ 10.5%	
All Bedroom Counts	1,375	1,729	+ 25.7%	907	1,211	+ 33.5%		435	479	+ 10.1%	

Months Supply of Inventory

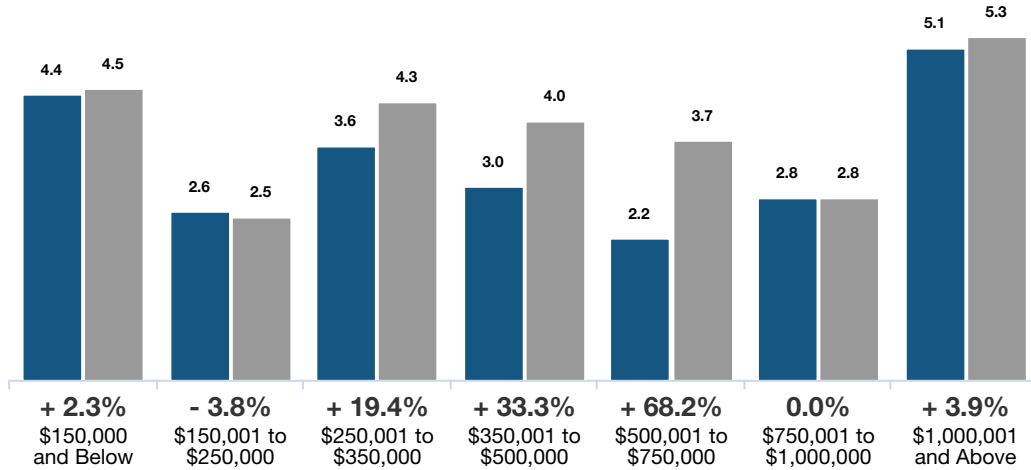
The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.



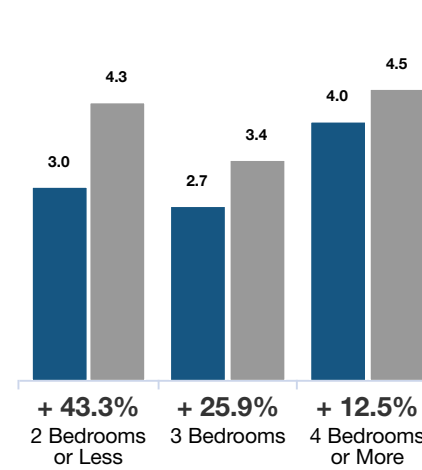
By Price Range

■ 11-2023 ■ 11-2024



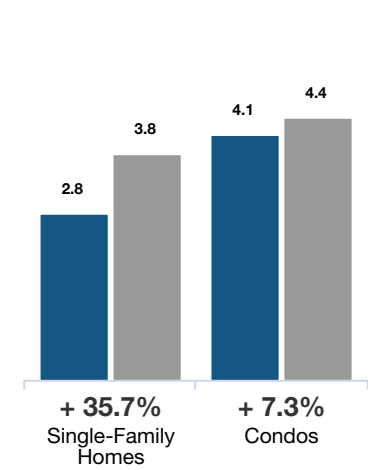
By Bedroom Count

■ 11-2023 ■ 11-2024



By Property Type

■ 11-2023 ■ 11-2024



All Properties

By Price Range	11-2023	11-2024	Change
\$150,000 and Below	4.4	4.5	+ 2.3%
\$150,001 to \$250,000	2.6	2.5	- 3.8%
\$250,001 to \$350,000	3.6	4.3	+ 19.4%
\$350,001 to \$500,000	3.0	4.0	+ 33.3%
\$500,001 to \$750,000	2.2	3.7	+ 68.2%
\$750,001 to \$1,000,000	2.8	2.8	0.0%
\$1,000,001 and Above	5.1	5.3	+ 3.9%
All Price Ranges	3.2	4.0	+ 25.0%

Single-Family Homes

11-2023	11-2024	Change
3.5	2.1	- 40.0%
2.0	4.2	+ 110.0%
2.0	3.0	+ 50.0%
2.5	3.7	+ 48.0%
1.8	3.4	+ 88.9%
3.0	2.8	- 6.7%
5.2	5.4	+ 3.8%
2.8	3.8	+ 35.7%

Condos

11-2023	11-2024	Change
2.7	--	--
2.6	1.8	- 30.8%
5.4	5.5	+ 1.9%
5.1	5.2	+ 2.0%
3.5	4.4	+ 25.7%
2.2	3.0	+ 36.4%
5.1	4.4	- 13.7%
4.1	4.4	+ 7.3%

By Bedroom Count	11-2023	11-2024	Change
2 Bedrooms or Less	3.0	4.3	+ 43.3%
3 Bedrooms	2.7	3.4	+ 25.9%
4 Bedrooms or More	4.0	4.5	+ 12.5%
All Bedroom Counts	3.2	4.0	+ 25.0%

11-2023	11-2024	Change
1.8	3.4	+ 88.9%
2.6	3.5	+ 34.6%
4.0	4.5	+ 12.5%
2.8	3.8	+ 35.7%

11-2023	11-2024	Change
4.4	5.0	+ 13.6%
3.5	3.2	- 8.6%
3.9	3.5	- 10.3%
4.1	4.4	+ 7.3%