

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY
THE HILTON HEAD AREA ASSOCIATION OF REALTORS®



January 2011

As the new year begins, the local housing market can look very different depending on what price range you're looking at. For instance, in the strongest price range for home sales – \$100,000 and Below – sales were up by an astounding 122.7 percent over the last twelve months. That represents an additional 265 sales. On the other end of the spectrum, homes priced \$650,001 and Above, where sales were weakest, the numbers have declined by 16.2 percent during the same time period.

Inventory in January was at 2,968 properties, a decrease of 12.5 percent, mostly among the lower-priced homes. Single-family inventory – which accounts for nearly 70.0 percent of total inventory – had 13.3 months of supply while condo supply was at 13.4 months.

The price range that had the longest Days on Market Until Sale was the \$650,001 and Above range, where the average market time was 211 days. The range that had the shortest market time was the \$100,001 and Below bracket, where it's taking a comparatively shorter 82 days for a home to sell, on average.

Quick Facts

+ 122.7%	+ 20.3%	+ 29.2%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$100,000 and Below	2 Bedrooms or Less	Condos

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Days on Market Until Sale	3
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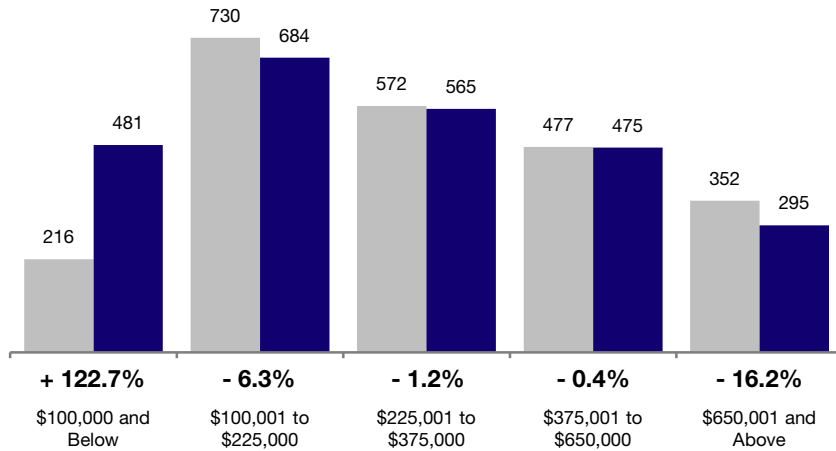
Pending Sales

A count of the properties that have offers accepted on them in a given month.
Based on a rolling 12-month average.



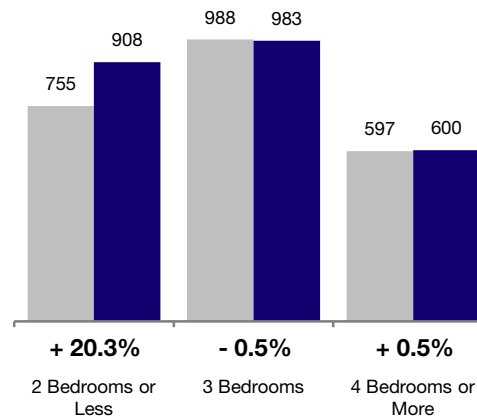
By Price Range

■ 1-2010 ■ 1-2011



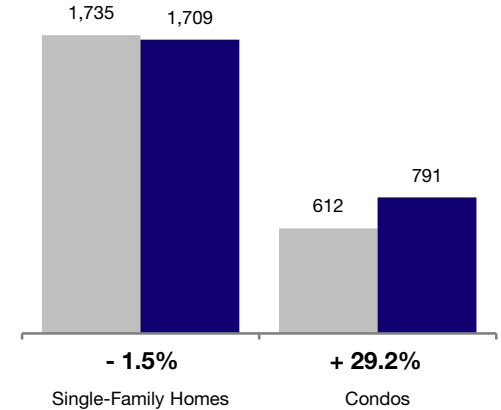
By Bedroom Count

■ 1-2010 ■ 1-2011



By Property Type

■ 1-2010 ■ 1-2011



All Properties

By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	216	481	+ 122.7%
\$100,001 to \$225,000	730	684	- 6.3%
\$225,001 to \$375,000	572	565	- 1.2%
\$375,001 to \$650,000	477	475	- 0.4%
\$650,001 and Above	352	295	- 16.2%
All Price Ranges	2,347	2,500	+ 6.5%

Single-Family Homes

	1-2010	1-2011	Change
75	160	+ 113.3%	
563	512	- 9.1%	
409	416	+ 1.7%	
369	365	- 1.1%	
319	256	- 19.7%	
1,735	1,709	- 1.5%	

Condos

	1-2010	1-2011	Change
141	321	+ 127.7%	
167	172	+ 3.0%	
163	149	- 8.6%	
108	110	+ 1.9%	
33	39	+ 18.2%	
612	791	+ 29.2%	

By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	755	908	+ 20.3%
3 Bedrooms	988	983	- 0.5%
4 Bedrooms or More	597	600	+ 0.5%
All Bedroom Counts	2,347	2,500	+ 6.5%

	1-2010	1-2011	Change
280	278	- 0.7%	
867	835	- 3.7%	
587	595	+ 1.4%	
1,735	1,709	- 1.5%	

	1-2010	1-2011	Change
475	630	+ 32.6%	
121	148	+ 22.3%	
10	5	- 50.0%	
612	791	+ 29.2%	

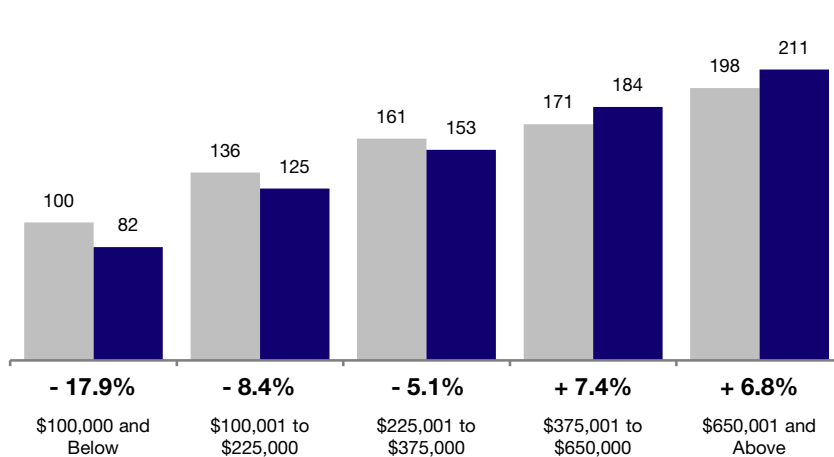
Days on Market Until Sale

The average number of days between when a property is first listed and when an offer is accepted.
Sold properties only. Based on a rolling 12-month average.



By Price Range

■ 1-2010 ■ 1-2011



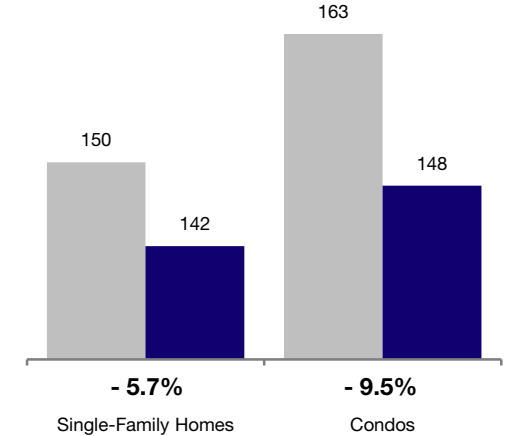
By Bedroom Count

■ 1-2010 ■ 1-2011



By Property Type

■ 1-2010 ■ 1-2011



All Properties

By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	100	82	- 17.9%
\$100,001 to \$225,000	136	125	- 8.4%
\$225,001 to \$375,000	161	153	- 5.1%
\$375,001 to \$650,000	171	184	+ 7.4%
\$650,001 and Above	198	211	+ 6.8%
All Price Ranges	153	143	- 6.5%

Single-Family Homes

	1-2010	1-2011	Change
91	84	- 7.1%	
129	115	- 10.7%	
151	133	- 12.0%	
160	168	+ 4.8%	
201	212	+ 5.6%	
150	142	- 5.7%	

Condos

	1-2010	1-2011	Change
105	81	- 22.8%	
160	153	- 4.4%	
188	205	+ 8.9%	
215	244	+ 13.4%	
166	202	+ 22.0%	
163	148	- 9.5%	

By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	157	134	- 15.1%
3 Bedrooms	142	138	- 3.4%
4 Bedrooms or More	168	168	- 0.1%
All Bedroom Counts	153	143	- 6.5%

	1-2010	1-2011	Change
142	126	- 11.0%	
141	127	- 9.3%	
169	168	- 0.6%	
150	142	- 5.7%	

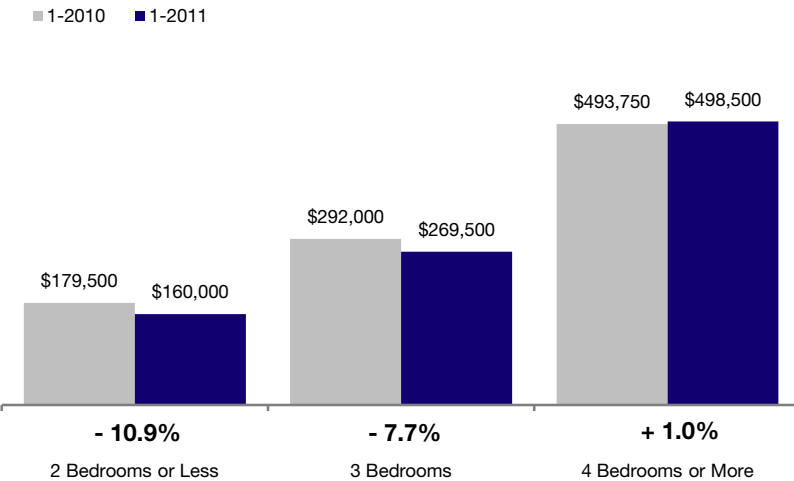
	1-2010	1-2011	Change
166	137	- 17.7%	
156	191	+ 22.4%	
155	208	+ 34.9%	
163	148	- 9.5%	

Median Sales Price

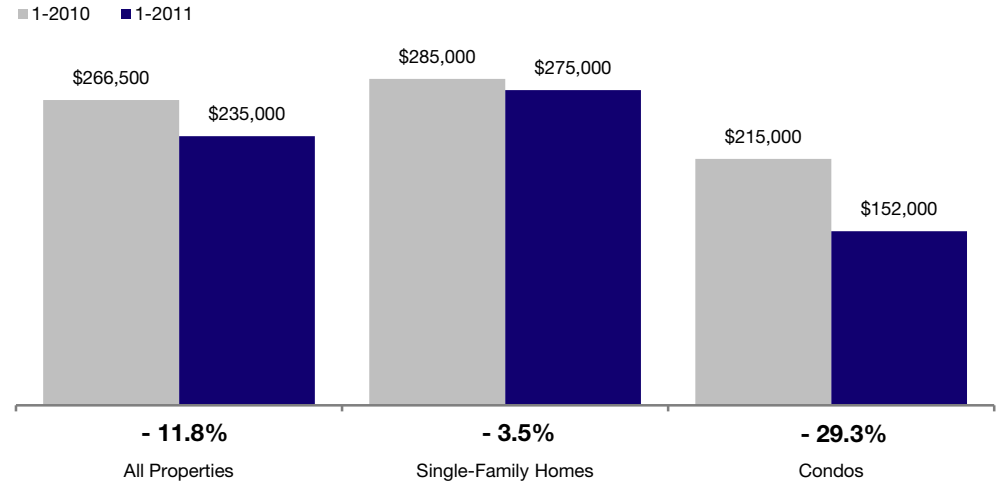
The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions. Based on a rolling 12-month average.



By Bedroom Count



By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	1-2010	1-2011	Change	1-2010	1-2011	Change	1-2010	1-2011	Change
2 Bedrooms or Less	\$179,500	\$160,000	- 10.9%	\$185,000	\$180,000	- 2.7%	\$170,000	\$125,000	- 26.5%
3 Bedrooms	\$292,000	\$269,500	- 7.7%	\$282,750	\$262,040	- 7.3%	\$335,000	\$319,000	- 4.8%
4 Bedrooms or More	\$493,750	\$498,500	+ 1.0%	\$484,000	\$496,000	+ 2.5%	\$575,000	\$715,000	+ 24.3%
All Bedroom Counts	\$266,500	\$235,000	- 11.8%	\$285,000	\$275,000	- 3.5%	\$215,000	\$152,000	- 29.3%

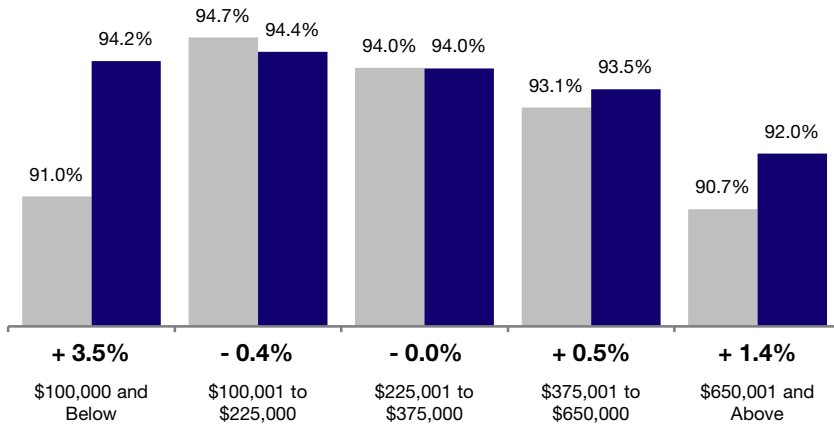
Percent of List Price Received

The average percentage found when dividing a property's sales price by the list price.
Sold properties only. Does not account for seller concessions. Based on a rolling 12-month average.



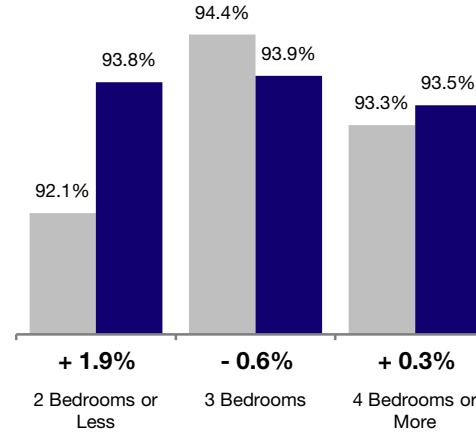
By Price Range

■ 1-2010 ■ 1-2011



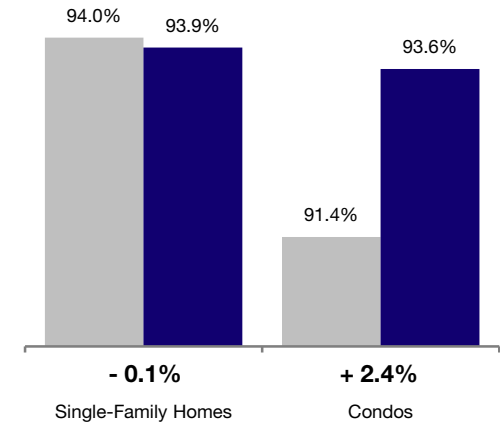
By Bedroom Count

■ 1-2010 ■ 1-2011



By Property Type

■ 1-2010 ■ 1-2011



All Properties

By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	91.0%	94.2%	+ 3.5%
\$100,001 to \$225,000	94.7%	94.4%	- 0.4%
\$225,001 to \$375,000	94.0%	94.0%	- 0.0%
\$375,001 to \$650,000	93.1%	93.5%	+ 0.5%
\$650,001 and Above	90.7%	92.0%	+ 1.4%
All Price Ranges	93.4%	93.8%	+ 0.5%

Single-Family Homes

	1-2010	1-2011	Change
\$100,000 and Below	93.4%	91.7%	- 1.8%
\$100,001 to \$225,000	95.6%	95.0%	- 0.7%
\$225,001 to \$375,000	94.7%	94.7%	+ 0.0%
\$375,001 to \$650,000	93.4%	93.7%	+ 0.3%
\$650,001 and Above	90.5%	91.8%	+ 1.5%
All Price Ranges	94.0%	93.9%	- 0.1%

Condos

	1-2010	1-2011	Change
\$100,000 and Below	89.7%	95.3%	+ 6.2%
\$100,001 to \$225,000	91.7%	92.6%	+ 1.0%
\$225,001 to \$375,000	92.2%	92.1%	- 0.1%
\$375,001 to \$650,000	91.8%	92.7%	+ 1.0%
\$650,001 and Above	92.9%	93.5%	+ 0.7%
All Price Ranges	91.4%	93.6%	+ 2.4%

By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	92.1%	93.8%	+ 1.9%
3 Bedrooms	94.4%	93.9%	- 0.6%
4 Bedrooms or More	93.3%	93.5%	+ 0.3%
All Bedroom Counts	93.4%	93.8%	+ 0.5%

	1-2010	1-2011	Change
2 Bedrooms or Less	93.4%	93.9%	+ 0.5%
3 Bedrooms	94.7%	94.2%	- 0.6%
4 Bedrooms or More	93.3%	93.6%	+ 0.3%
All Bedroom Counts	94.0%	93.9%	- 0.1%

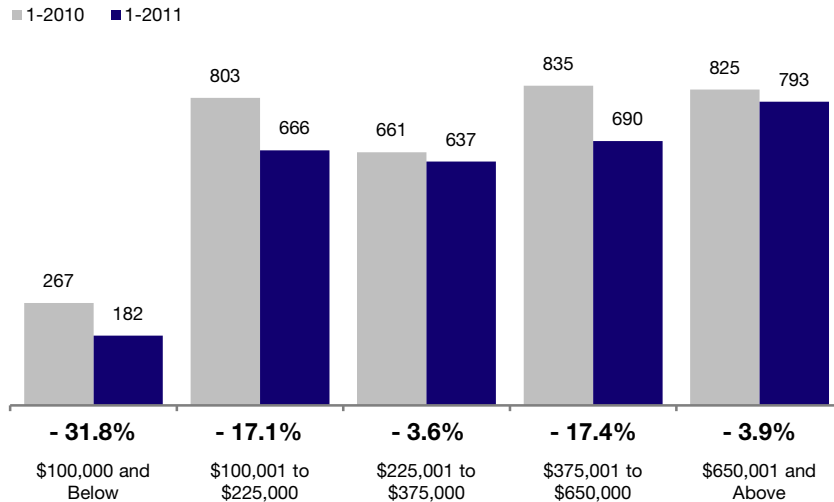
	1-2010	1-2011	Change
2 Bedrooms or Less	91.3%	93.8%	+ 2.7%
3 Bedrooms	92.2%	92.4%	+ 0.2%
4 Bedrooms or More	91.1%	88.6%	- 2.7%
All Bedroom Counts	91.4%	93.6%	+ 2.4%

Inventory of Homes for Sale

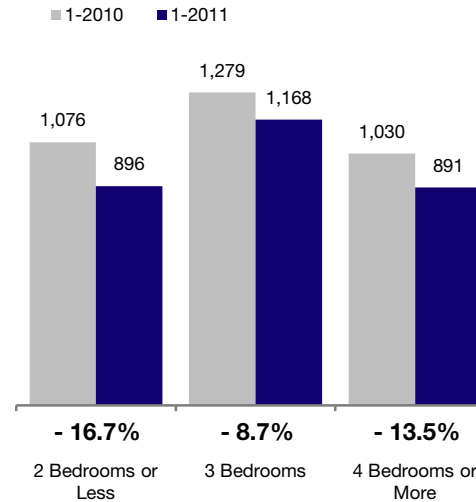
The number of properties available for sale in active status at the end of the month.
Based on one month of activity.



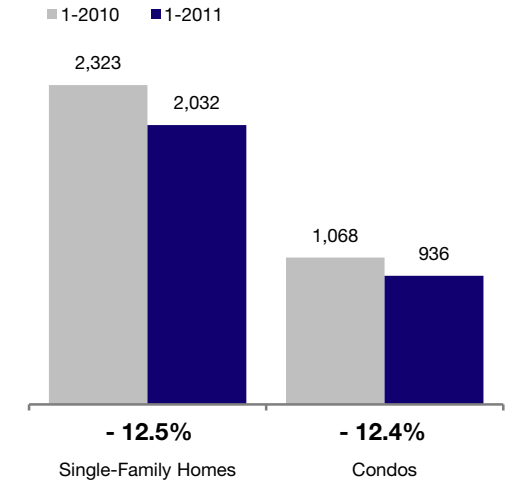
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2010	1-2011	Change
\$100,000 and Below	267	182	- 31.8%
\$100,001 to \$225,000	803	666	- 17.1%
\$225,001 to \$375,000	661	637	- 3.6%
\$375,001 to \$650,000	835	690	- 17.4%
\$650,001 and Above	825	793	- 3.9%
All Price Ranges	3,391	2,968	- 12.5%

Single-Family Homes

1-2010	1-2011	Change	1-2010	1-2011	Change
83	77	- 7.2%	184	105	- 42.9%
534	478	- 10.5%	269	188	- 30.1%
410	365	- 11.0%	251	272	+ 8.4%
575	430	- 25.2%	260	260	0.0%
721	682	- 5.4%	104	111	+ 6.7%
2,323	2,032	- 12.5%	1,068	936	- 12.4%

Condos

By Bedroom Count	1-2010	1-2011	Change
2 Bedrooms or Less	1,076	896	- 16.7%
3 Bedrooms	1,279	1,168	- 8.7%
4 Bedrooms or More	1,030	891	- 13.5%
All Bedroom Counts	3,391	2,968	- 12.5%

1-2010	1-2011	Change	1-2010	1-2011	Change
273	251	- 8.1%	803	645	- 19.7%
1,035	915	- 11.6%	244	253	+ 3.7%
1,012	865	- 14.5%	18	26	+ 44.4%
2,323	2,032	- 12.5%	1,068	936	- 12.4%

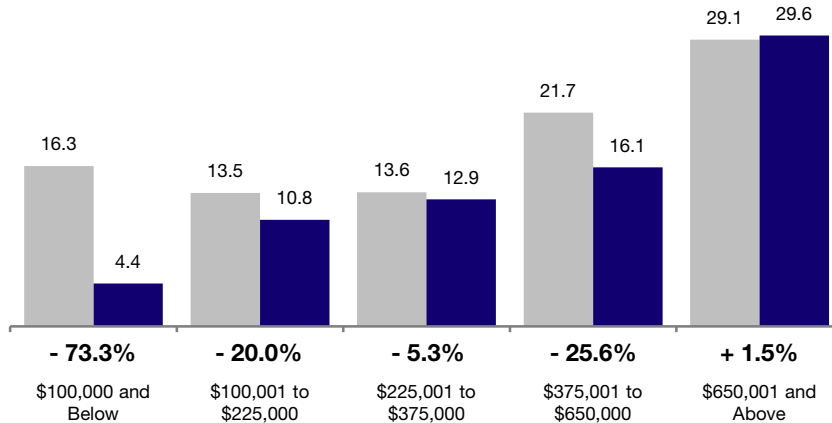
Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales.
Based on one month of activity.



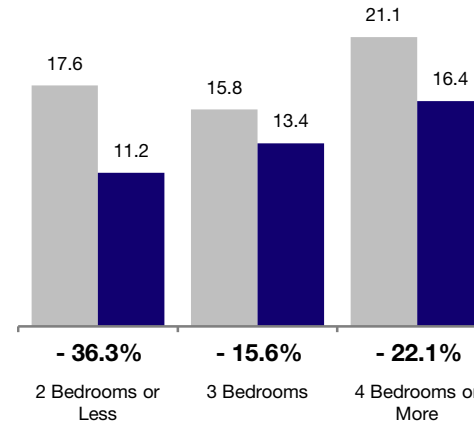
By Price Range

■ 1-2010 ■ 1-2011



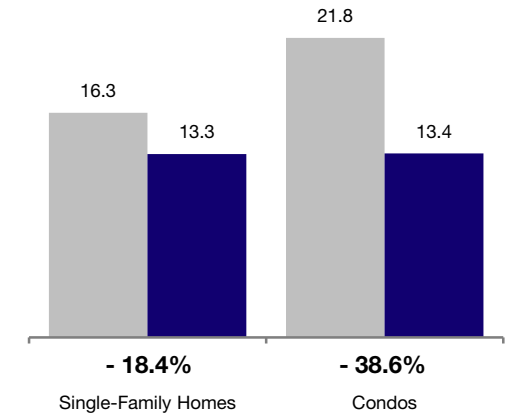
By Bedroom Count

■ 1-2010 ■ 1-2011



By Property Type

■ 1-2010 ■ 1-2011



All Properties

By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	16.3	4.4	- 73.3%
\$100,001 to \$225,000	13.5	10.8	- 20.0%
\$225,001 to \$375,000	13.6	12.9	- 5.3%
\$375,001 to \$650,000	21.7	16.1	- 25.6%
\$650,001 and Above	29.1	29.6	+ 1.5%
All Price Ranges	17.7	13.3	- 24.7%

Single-Family Homes

	1-2010	1-2011	Change
2 Bedrooms or Less	13.8	5.6	- 59.3%
3 Bedrooms	11.8	10.2	- 12.9%
4 Bedrooms or More	11.6	10.2	- 12.4%
Single-Family Homes	19.2	13.1	- 31.9%
Condos	30.3	26.2	- 13.4%
All Property Types	28.3	29.2	+ 3.4%
All Price Ranges	16.3	13.3	- 18.4%

Condos

By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	17.6	11.2	- 36.3%
3 Bedrooms	15.8	13.4	- 15.6%
4 Bedrooms or More	21.1	16.4	- 22.1%
All Bedroom Counts	17.7	13.3	- 24.7%

	1-2010	1-2011	Change
2 Bedrooms or Less	11.9	10.2	- 14.0%
3 Bedrooms	14.5	12.4	- 15.1%
4 Bedrooms or More	21.1	16.1	- 23.7%
Single-Family Homes	12.6	21.7	+ 72.0%
Condos	21.0	11.7	- 44.6%
All Property Types	25.5	19.0	- 25.5%
All Price Ranges	16.3	13.3	- 18.4%