

# Housing Supply Overview

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



## June 2011

When looking at where the market may be heading, local data offers a more accurate and reliable picture than national headlines. For the 12-month period spanning July 2010 through June 2011, Pending Sales in the Hilton Head region were up 10.2 percent from the same period a year prior. However, the largest gain occurred in the \$100,000 and Below range, where they increased 60.3 percent to 582 units.

The overall Median Sales Price was down 6.0 percent to \$235,000. However, the property type with the smallest price decline was the Single-Family segment, where prices decreased 3.3 percent to \$270,098. The price range that tended to sell the quickest was the \$100,000 and Below range at 104 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 216 days.

Market-wide, inventory levels were down 19.6 percent. The property type that lost the least inventory was the Condo segment, where it decreased 17.6 percent. The price range that made the largest strides toward balance was the \$650,001 and Above range, where months supply decreased 0.3 percent to 29.9 months.

## Quick Facts

**+ 60.3%**

Price Range With the  
Strongest Sales:  
**\$100,000 and Below**

**+ 13.7%**

Bedroom Count With  
Strongest Sales:  
**4 Bedrooms or More**

**+ 10.4%**

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

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>

[Click on desired metric to jump to that page.](#)



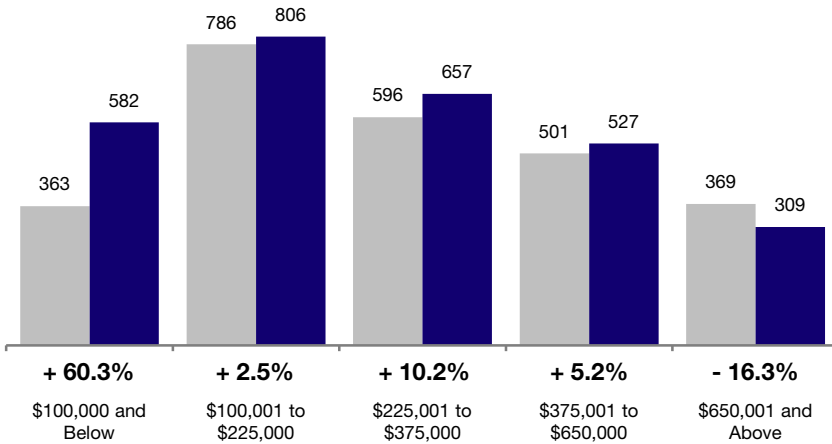
# Pending Sales

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



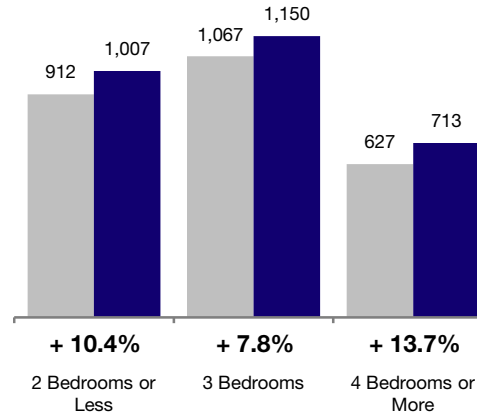
## By Price Range

■ 6-2010 ■ 6-2011



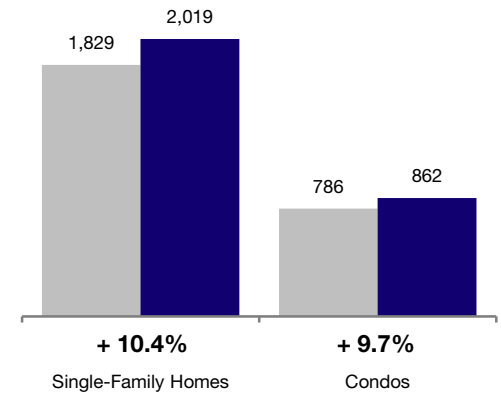
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	363	582	+ 60.3%
\$100,001 to \$225,000	786	806	+ 2.5%
\$225,001 to \$375,000	596	657	+ 10.2%
\$375,001 to \$650,000	501	527	+ 5.2%
\$650,001 and Above	369	309	- 16.3%
<b>All Price Ranges</b>	<b>2,615</b>	<b>2,881</b>	<b>+ 10.2%</b>

### Single-Family Homes

	6-2010	6-2011	Change
2 Bedrooms or Less	107	228	+ 113.1%
3 Bedrooms	609	605	- 0.7%
4 Bedrooms or More	406	494	+ 21.7%
	380	425	+ 11.8%
	327	267	- 18.3%
<b>All Single-Family Homes</b>	<b>1,829</b>	<b>2,019</b>	<b>+ 10.4%</b>

### Condos

	6-2010	6-2011	Change
	256	354	+ 38.3%
	177	201	+ 13.6%
	190	163	- 14.2%
	121	102	- 15.7%
	42	42	0.0%
<b>All Condos</b>	<b>786</b>	<b>862</b>	<b>+ 9.7%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	912	1,007	+ 10.4%
3 Bedrooms	1,067	1,150	+ 7.8%
4 Bedrooms or More	627	713	+ 13.7%
<b>All Bedroom Counts</b>	<b>2,615</b>	<b>2,881</b>	<b>+ 10.2%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	297	340	+ 14.5%
3 Bedrooms	913	973	+ 6.6%
4 Bedrooms or More	618	705	+ 14.1%
<b>All Single-Family Homes</b>	<b>1,829</b>	<b>2,019</b>	<b>+ 10.4%</b>

	6-2010	6-2011	Change
	615	667	+ 8.5%
	154	177	+ 14.9%
	9	8	- 11.1%
<b>All Condos</b>	<b>786</b>	<b>862</b>	<b>+ 9.7%</b>

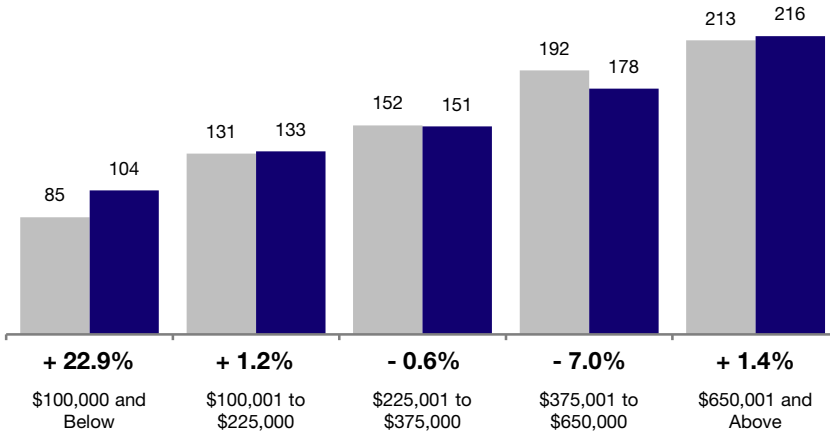
# Days on Market Until Sale

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



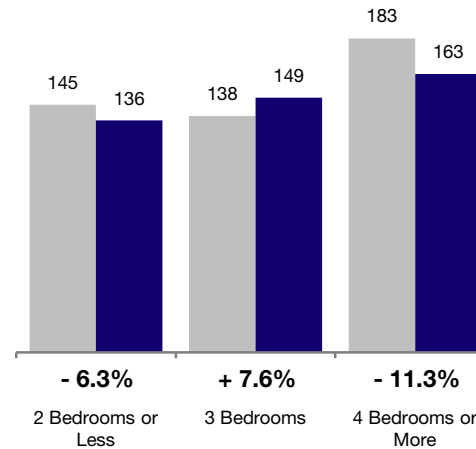
## By Price Range

■ 6-2010 ■ 6-2011



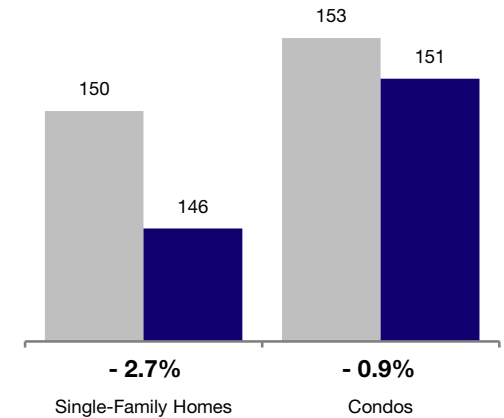
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	85	104	+ 22.9%
\$100,001 to \$225,000	131	133	+ 1.2%
\$225,001 to \$375,000	152	151	- 0.6%
\$375,001 to \$650,000	192	178	- 7.0%
\$650,001 and Above	213	216	+ 1.4%
<b>All Price Ranges</b>	<b>151</b>	<b>148</b>	<b>- 2.2%</b>

### Single-Family Homes

	6-2010	6-2011	Change
\$100,000 and Below	83	102	+ 22.5%
\$100,001 to \$225,000	123	130	+ 5.8%
\$225,001 to \$375,000	139	132	- 4.9%
\$375,001 to \$650,000	175	165	- 5.7%
\$650,001 and Above	219	218	- 0.5%
<b>All Price Ranges</b>	<b>150</b>	<b>146</b>	<b>- 2.7%</b>

### Condos

	6-2010	6-2011	Change
\$100,000 and Below	86	106	+ 23.5%
\$100,001 to \$225,000	158	140	- 11.3%
\$225,001 to \$375,000	182	207	+ 13.5%
\$375,001 to \$650,000	253	234	- 7.2%
\$650,001 and Above	161	202	+ 25.4%
<b>All Price Ranges</b>	<b>153</b>	<b>151</b>	<b>- 0.9%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	145	136	- 6.3%
3 Bedrooms	138	149	+ 7.6%
4 Bedrooms or More	183	163	- 11.3%
<b>All Bedroom Counts</b>	<b>151</b>	<b>148</b>	<b>- 2.2%</b>

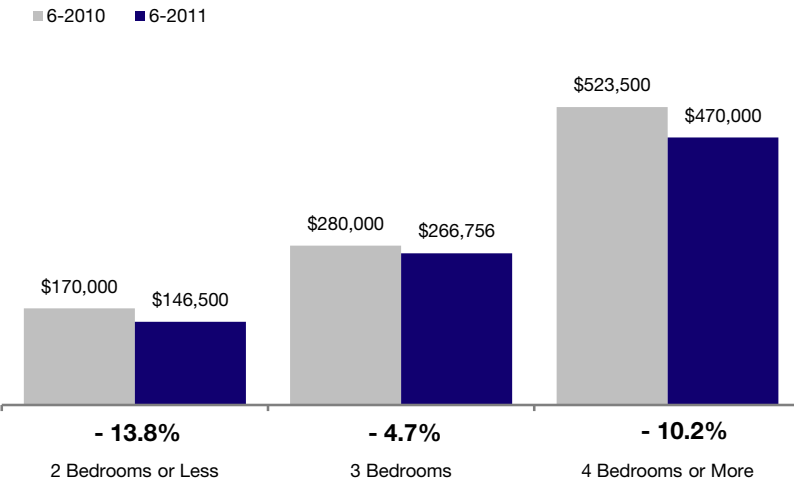
	6-2010	6-2011	Change
2 Bedrooms or Less	134	118	- 11.7%
3 Bedrooms	134	143	+ 7.2%
4 Bedrooms or More	184	162	- 11.6%
<b>All Bedroom Counts</b>	<b>150</b>	<b>146</b>	<b>- 2.7%</b>

# Median Sales Price

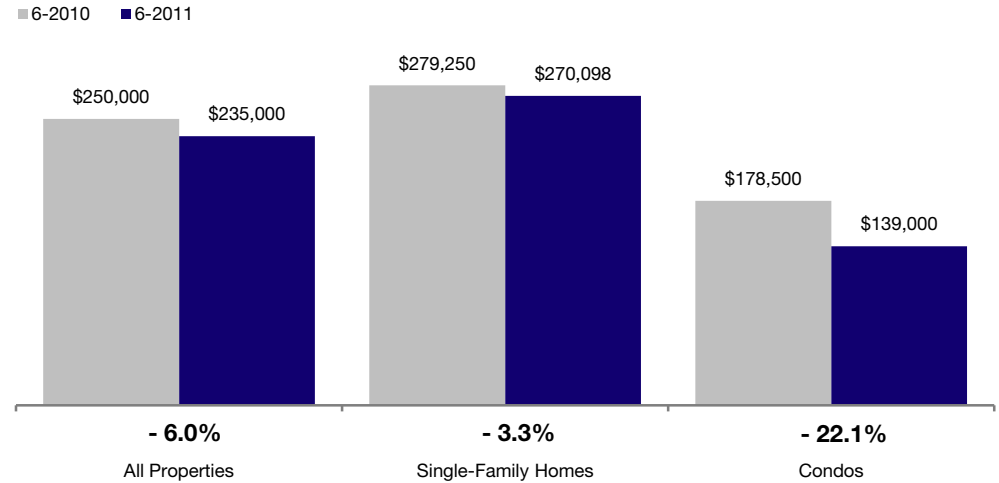
Median price point for all closed sales, not accounting for seller concessions.  
Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	6-2010	6-2011	Change	6-2010	6-2011	Change	6-2010	6-2011	Change
2 Bedrooms or Less	\$170,000	\$146,500	- 13.8%	\$182,250	\$170,000	- 6.7%	\$147,450	\$112,000	- 24.0%
3 Bedrooms	\$280,000	\$266,756	- 4.7%	\$265,198	\$259,500	- 2.1%	\$322,500	\$290,000	- 10.1%
4 Bedrooms or More	\$523,500	\$470,000	- 10.2%	\$515,000	\$470,000	- 8.7%	\$608,000	\$550,000	- 9.5%
<b>All Bedroom Counts</b>	<b>\$250,000</b>	<b>\$235,000</b>	<b>- 6.0%</b>	<b>\$279,250</b>	<b>\$270,098</b>	<b>- 3.3%</b>	<b>\$178,500</b>	<b>\$139,000</b>	<b>- 22.1%</b>

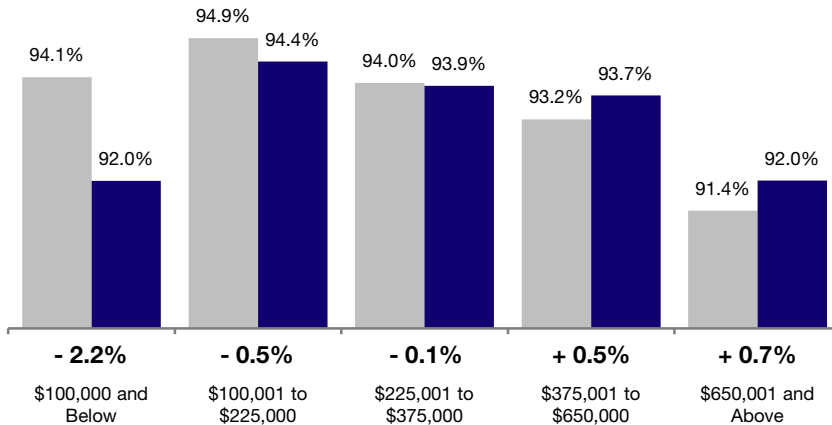
# Percent of List Price Received

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.**



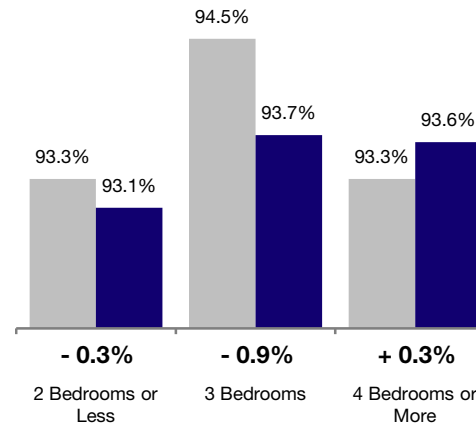
## By Price Range

■ 6-2010 ■ 6-2011



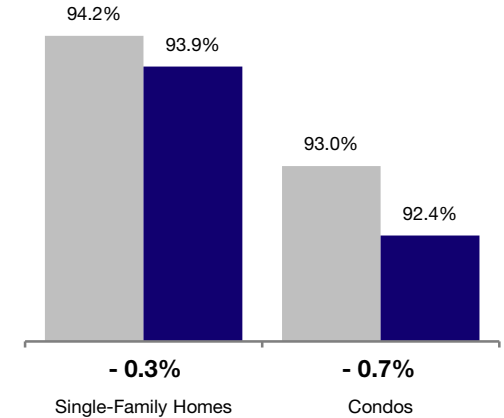
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	94.1%	92.0%	- 2.2%
\$100,001 to \$225,000	94.9%	94.4%	- 0.5%
\$225,001 to \$375,000	94.0%	93.9%	- 0.1%
\$375,001 to \$650,000	93.2%	93.7%	+ 0.5%
\$650,001 and Above	91.4%	92.0%	+ 0.7%
<b>All Price Ranges</b>	<b>93.8%</b>	<b>93.5%</b>	<b>- 0.4%</b>

### Single-Family Homes

	6-2010	6-2011	Change
2 Bedrooms or Less	93.8%	90.8%	- 3.2%
3 Bedrooms	95.7%	95.0%	- 0.7%
4 Bedrooms or More	94.7%	94.7%	+ 0.0%
Single-Family Homes	94.7%	94.7%	+ 0.0%
Condos	93.4%	94.1%	+ 0.7%
Single-Family Homes	92.5%	92.2%	- 0.4%
Condos	91.1%	92.0%	+ 1.0%
<b>All Single-Family Homes</b>	<b>94.2%</b>	<b>93.9%</b>	<b>- 0.3%</b>

### Condos

	6-2010	6-2011	Change
Single-Family Homes	94.3%	92.7%	- 1.6%
Condos	92.3%	92.7%	+ 0.4%
Single-Family Homes	92.3%	91.6%	- 0.7%
Condos	92.3%	91.6%	- 0.7%
Single-Family Homes	92.5%	92.2%	- 0.4%
Condos	92.5%	92.2%	- 0.4%
Single-Family Homes	93.6%	91.9%	- 1.7%
Condos	93.6%	91.9%	- 1.7%
<b>All Condos</b>	<b>93.0%</b>	<b>92.4%</b>	<b>- 0.7%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	93.3%	93.1%	- 0.3%
3 Bedrooms	94.5%	93.7%	- 0.9%
4 Bedrooms or More	93.3%	93.6%	+ 0.3%
<b>All Bedroom Counts</b>	<b>93.8%</b>	<b>93.5%</b>	<b>- 0.4%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	93.8%	94.0%	+ 0.2%
3 Bedrooms	94.8%	94.0%	- 0.8%
4 Bedrooms or More	93.4%	93.7%	+ 0.3%
<b>All Single-Family Homes</b>	<b>94.2%</b>	<b>93.9%</b>	<b>- 0.3%</b>

	6-2010	6-2011	Change
Single-Family Homes	93.0%	92.6%	- 0.5%
Condos	92.8%	92.0%	- 0.9%
Single-Family Homes	90.2%	90.2%	+ 0.0%
Condos	90.2%	90.2%	+ 0.0%
<b>All Condos</b>	<b>93.0%</b>	<b>92.4%</b>	<b>- 0.7%</b>

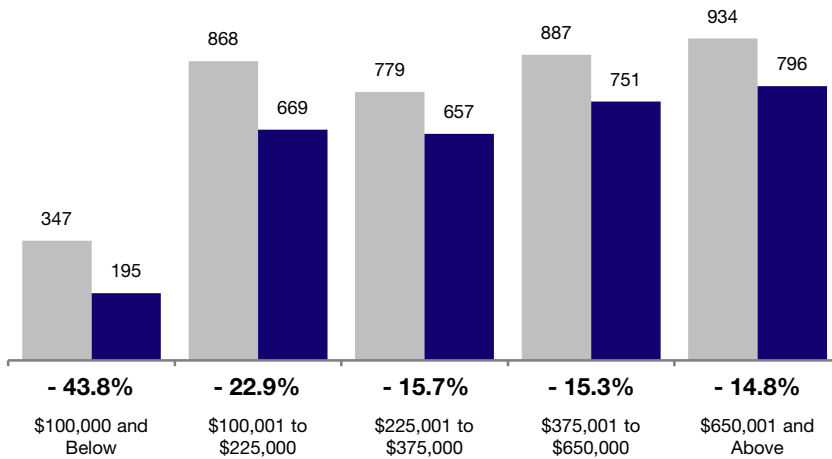
# Inventory of Homes for Sale

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



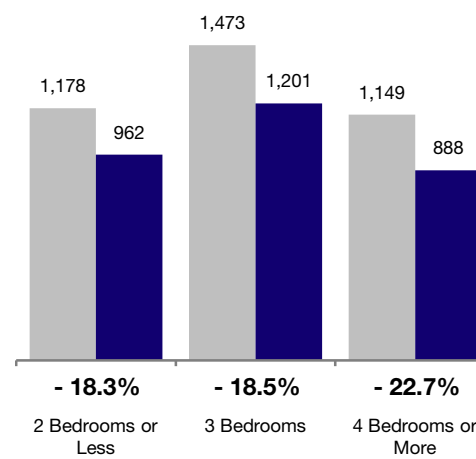
## By Price Range

■ 6-2010 ■ 6-2011



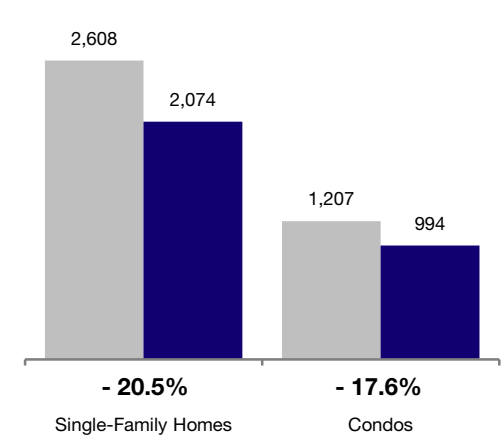
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	347	195	- 43.8%
\$100,001 to \$225,000	868	669	- 22.9%
\$225,001 to \$375,000	779	657	- 15.7%
\$375,001 to \$650,000	887	751	- 15.3%
\$650,001 and Above	934	796	- 14.8%
<b>All Price Ranges</b>	<b>3,815</b>	<b>3,068</b>	<b>- 19.6%</b>

### Single-Family Homes

	6-2010	6-2011	Change
2 Bedrooms or Less	141	74	- 47.5%
3 Bedrooms	585	480	- 17.9%
4 Bedrooms or More	475	356	- 25.1%
	605	490	- 19.0%
	802	674	- 16.0%
<b>All Price Ranges</b>	<b>2,608</b>	<b>2,074</b>	<b>- 20.5%</b>

### Condos

	6-2010	6-2011	Change
	206	121	- 41.3%
	283	189	- 33.2%
	304	301	- 1.0%
	282	261	- 7.4%
	132	122	- 7.6%
<b>All Price Ranges</b>	<b>1,207</b>	<b>994</b>	<b>- 17.6%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	1,178	962	- 18.3%
3 Bedrooms	1,473	1,201	- 18.5%
4 Bedrooms or More	1,149	888	- 22.7%
<b>All Bedroom Counts</b>	<b>3,815</b>	<b>3,068</b>	<b>- 19.6%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	313	289	- 7.7%
3 Bedrooms	1,168	927	- 20.6%
4 Bedrooms or More	1,126	857	- 23.9%
<b>All Bedroom Counts</b>	<b>2,608</b>	<b>2,074</b>	<b>- 20.5%</b>

	6-2010	6-2011	Change
	865	673	- 22.2%
	305	274	- 10.2%
	23	31	+ 34.8%
<b>All Bedroom Counts</b>	<b>1,207</b>	<b>994</b>	<b>- 17.6%</b>

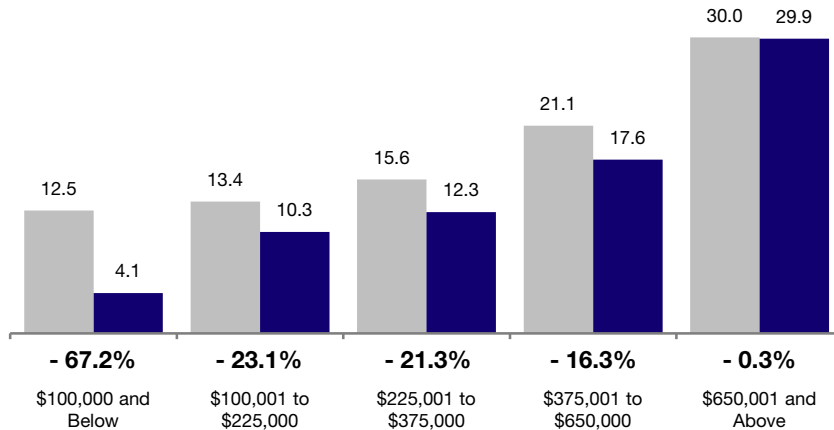
# Months Supply of Inventory

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



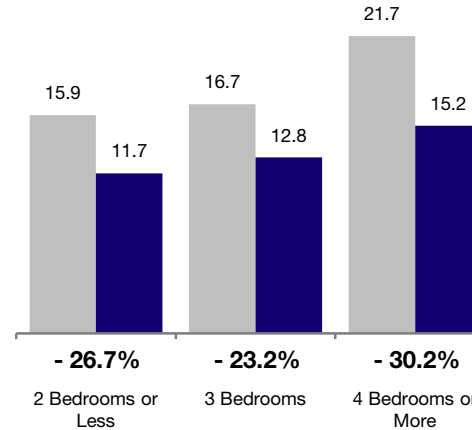
## By Price Range

■ 6-2010 ■ 6-2011



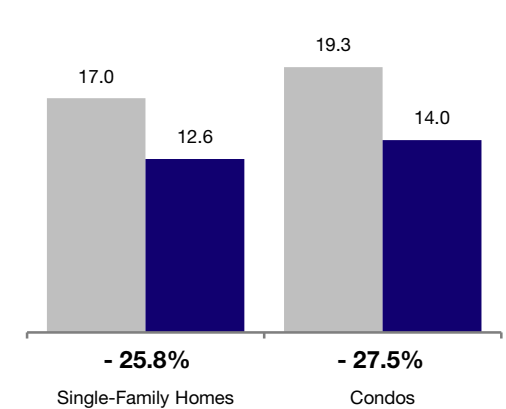
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	12.5	4.1	- 67.2%
\$100,001 to \$225,000	13.4	10.3	- 23.1%
\$225,001 to \$375,000	15.6	12.3	- 21.3%
\$375,001 to \$650,000	21.1	17.6	- 16.3%
\$650,001 and Above	30.0	29.9	- 0.3%
<b>All Price Ranges</b>	<b>17.7</b>	<b>13.0</b>	<b>- 26.3%</b>

### Single-Family Homes

	6-2010	6-2011	Change
2 Bedrooms or Less	16.9	4.1	- 76.0%
3 Bedrooms	11.7	9.8	- 15.8%
4 Bedrooms or More	13.7	8.9	- 35.2%
Single-Family Homes	18.7	14.4	- 23.0%
Condos	29.2	30.7	+ 5.3%
Single-Family Homes	28.9	29.2	+ 1.0%
Condos	39.6	34.9	- 12.0%
<b>All Price Ranges</b>	<b>17.0</b>	<b>12.6</b>	<b>- 25.8%</b>
<b>All Property Types</b>	<b>19.3</b>	<b>14.0</b>	<b>- 27.5%</b>

### Condos

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	15.9	11.7	- 26.7%
3 Bedrooms	16.7	12.8	- 23.2%
4 Bedrooms or More	21.7	15.2	- 30.2%
<b>All Bedroom Counts</b>	<b>17.7</b>	<b>13.0</b>	<b>- 26.3%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	12.7	10.7	- 16.2%
3 Bedrooms	15.3	11.7	- 23.4%
4 Bedrooms or More	21.6	14.8	- 31.5%
<b>All Bedroom Counts</b>	<b>17.0</b>	<b>12.6</b>	<b>- 25.8%</b>