

Housing Supply Overview

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



January 2012

Whenever someone asks, "So, how's the market?" The most logical answer just might be "That depends on which segment, the data source, whether you're a buyer or seller and for what time period." For the 12-month period spanning February 2011 through January 2012, Pending Sales in the Hilton Head region were up 13.2 percent overall. The price range with the largest gain in sales was the \$225,001 to \$375,000 range, where they increased 20.0 percent.

The overall Median Sales Price was down 2.1 percent to \$230,000. The property type with the smallest price decline was the Single-Family segment, where prices decreased 4.0 percent to \$263,158. The price range that tended to sell the quickest was the \$100,000 and Below range at 111 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 243 days.

Market-wide, inventory levels were down 14.9 percent. The property type that lost the least inventory was the Condo segment, where it decreased 13.0 percent. That amounts to 10.2 months supply for Single-Family homes and 12.0 months supply for Condos.

Quick Facts

+ 20.0%	+ 16.4%	+ 16.7%
Price Range With the Strongest Sales: \$225,001 to \$375,000	Bedroom Count With Strongest Sales: 3 Bedrooms	Property Type With Strongest Sales: Single-Family Homes

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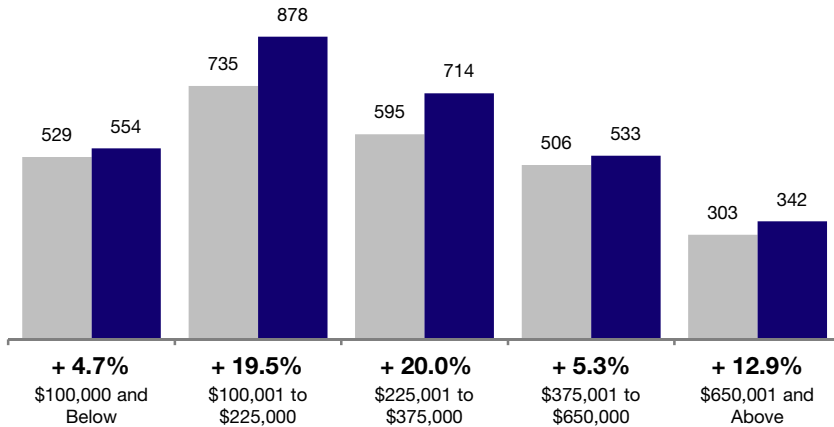
Pending Sales

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



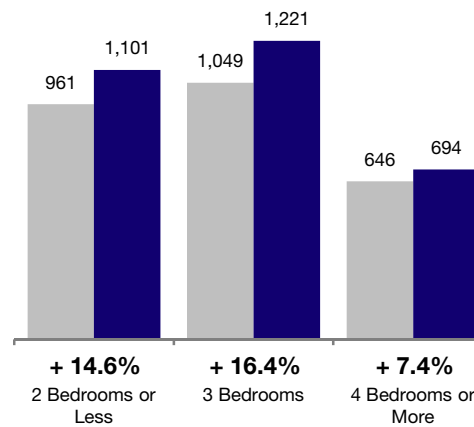
By Price Range

■ 1-2011 ■ 1-2012



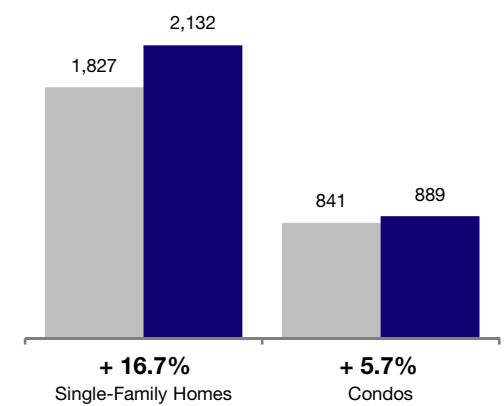
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	529	554	+ 4.7%
\$100,001 to \$225,000	735	878	+ 19.5%
\$225,001 to \$375,000	595	714	+ 20.0%
\$375,001 to \$650,000	506	533	+ 5.3%
\$650,001 and Above	303	342	+ 12.9%
All Price Ranges	2,668	3,021	+ 13.2%

Single-Family Homes

	1-2011	1-2012	Change
2 Bedrooms or Less	180	215	+ 19.4%
3 Bedrooms	551	667	+ 21.1%
4 Bedrooms or More	437	528	+ 20.8%
	395	426	+ 7.8%
	264	296	+ 12.1%
All Single-Family Homes	1,827	2,132	+ 16.7%

Condos

	1-2011	1-2012	Change
1 Bedroom	349	339	- 2.9%
2 Bedrooms	184	211	+ 14.7%
3 Bedrooms	158	186	+ 17.7%
4 Bedrooms or More	111	107	- 3.6%
	39	46	+ 17.9%
All Condos	841	889	+ 5.7%

By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	961	1,101	+ 14.6%
3 Bedrooms	1,049	1,221	+ 16.4%
4 Bedrooms or More	646	694	+ 7.4%
All Bedroom Counts	2,668	3,021	+ 13.2%

	1-2011	1-2012	Change
1 Bedroom	297	433	+ 45.8%
2 Bedrooms	888	1,016	+ 14.4%
3 Bedrooms	641	682	+ 6.4%
4 Bedrooms or More	5	12	+ 140.0%
All Single-Family Homes	1,827	2,132	+ 16.7%

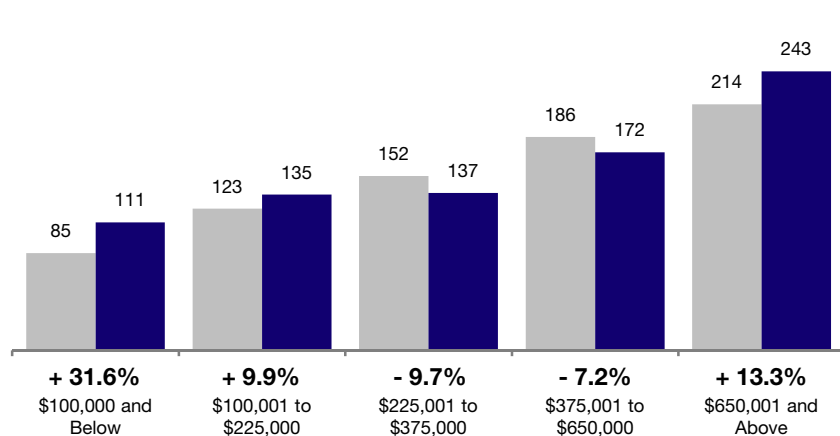
Days on Market Until Sale

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



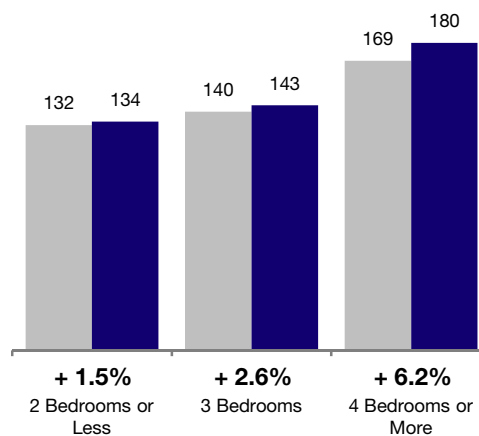
By Price Range

■ 1-2011 ■ 1-2012



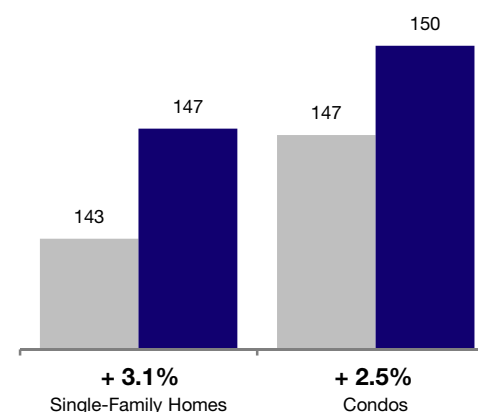
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	85	111	+ 31.6%
\$100,001 to \$225,000	123	135	+ 9.9%
\$225,001 to \$375,000	152	137	- 9.7%
\$375,001 to \$650,000	186	172	- 7.2%
\$650,001 and Above	214	243	+ 13.3%
All Price Ranges	144	148	+ 2.9%

Single-Family Homes

1-2011	1-2012	Change	1-2011	1-2012	Change
84	120	+ 42.4%	85	105	+ 24.3%
114	131	+ 14.9%	152	150	- 1.3%
133	120	- 9.7%	201	193	- 4.1%
172	160	- 7.0%	238	226	- 4.8%
216	248	+ 14.7%	197	200	+ 1.5%
143	147	+ 3.1%	147	150	+ 2.5%

Condos

1-2011	1-2012	Change	1-2011	1-2012	Change
84	120	+ 42.4%	85	105	+ 24.3%
114	131	+ 14.9%	152	150	- 1.3%
133	120	- 9.7%	201	193	- 4.1%
172	160	- 7.0%	238	226	- 4.8%
216	248	+ 14.7%	197	200	+ 1.5%
143	147	+ 3.1%	147	150	+ 2.5%

By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	132	134	+ 1.5%
3 Bedrooms	140	143	+ 2.6%
4 Bedrooms or More	169	180	+ 6.2%
All Bedroom Counts	144	148	+ 2.9%

1-2011	1-2012	Change	1-2011	1-2012	Change
122	107	- 12.7%	136	152	+ 11.8%
130	142	+ 9.4%	190	147	- 22.6%
169	180	+ 6.7%	208	151	- 27.6%
143	147	+ 3.1%	147	150	+ 2.5%

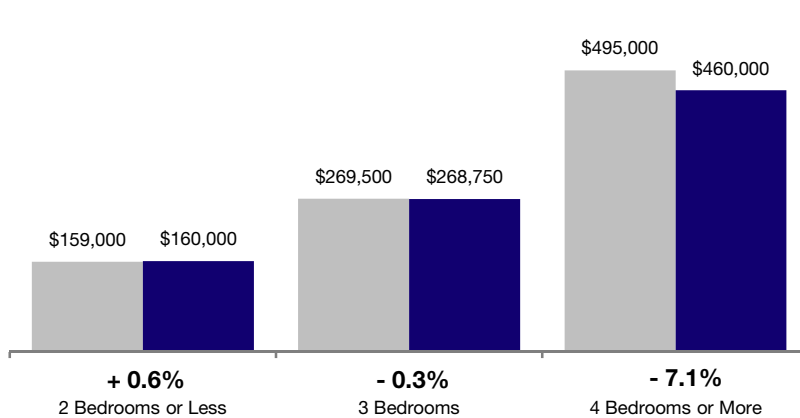
Median Sales Price

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



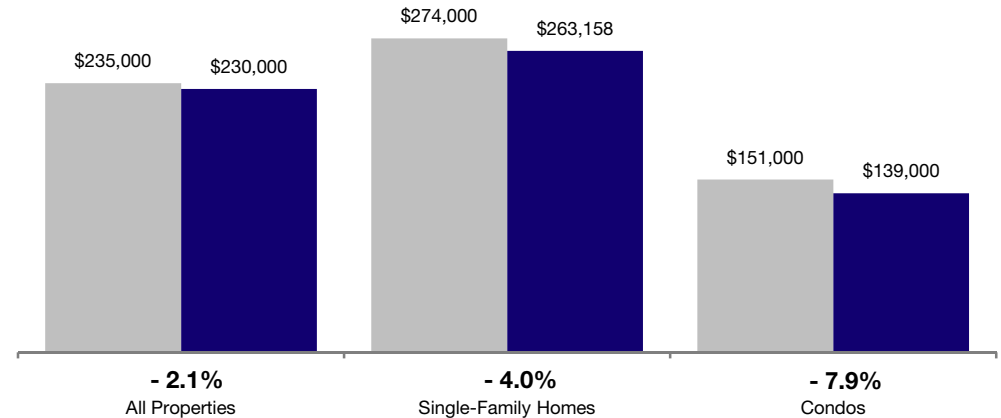
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



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	All Properties			Single-Family Homes			Condos		
By Bedroom Count	1-2011	1-2012	Change	1-2011	1-2012	Change	1-2011	1-2012	Change
2 Bedrooms or Less	\$159,000	\$160,000	+ 0.6%	\$180,000	\$184,000	+ 2.2%	\$125,000	\$108,000	- 13.6%
3 Bedrooms	\$269,500	\$268,750	- 0.3%	\$260,170	\$265,000	+ 1.9%	\$319,500	\$280,000	- 12.4%
4 Bedrooms or More	\$495,000	\$460,000	- 7.1%	\$495,000	\$460,000	- 7.1%	\$715,000	\$550,000	- 23.1%
All Bedroom Counts	\$235,000	\$230,000	- 2.1%	\$274,000	\$263,158	- 4.0%	\$151,000	\$139,000	- 7.9%

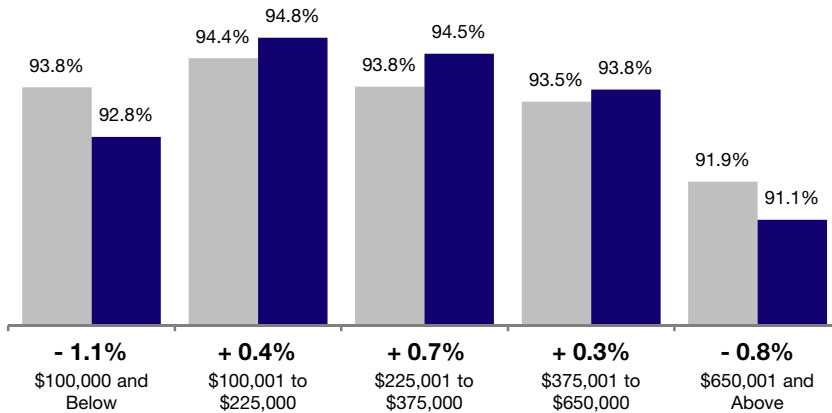
Percent of List Price Received

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.**



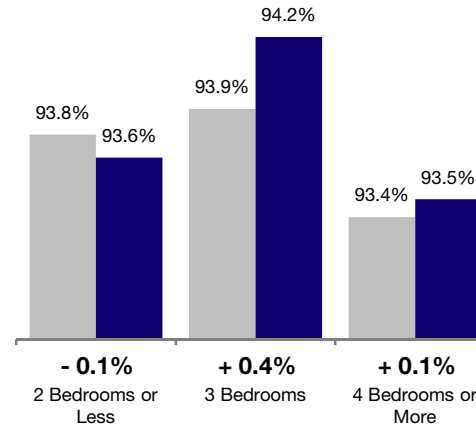
By Price Range

■ 1-2011 ■ 1-2012



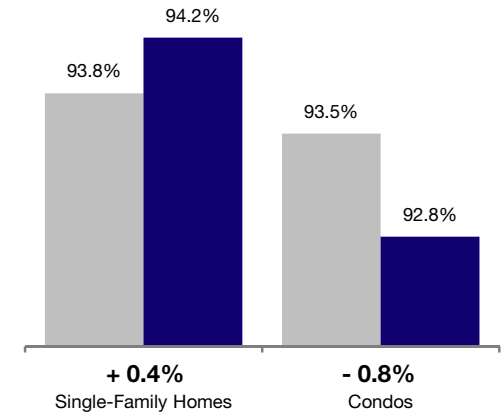
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	93.8%	92.8%	- 1.1%
\$100,001 to \$225,000	94.4%	94.8%	+ 0.4%
\$225,001 to \$375,000	93.8%	94.5%	+ 0.7%
\$375,001 to \$650,000	93.5%	93.8%	+ 0.3%
\$650,001 and Above	91.9%	91.1%	- 0.8%
All Price Ranges	93.7%	93.8%	+ 0.1%

Single-Family Homes

	1-2011	1-2012	Change
	91.1%	92.4%	+ 1.4%
	95.0%	95.3%	+ 0.3%
	94.6%	95.4%	+ 0.8%
	93.8%	94.1%	+ 0.3%
	91.7%	91.3%	- 0.5%
All Single-Family Homes	93.8%	94.2%	+ 0.4%

Condos

	1-2011	1-2012	Change
	95.2%	93.1%	- 2.1%
	92.7%	93.6%	+ 0.9%
	91.9%	91.7%	- 0.2%
	92.6%	92.7%	+ 0.1%
	93.4%	89.8%	- 3.8%
All Condos	93.5%	92.8%	- 0.8%

By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	93.8%	93.6%	- 0.1%
3 Bedrooms	93.9%	94.2%	+ 0.4%
4 Bedrooms or More	93.4%	93.5%	+ 0.1%
All Bedroom Counts	93.7%	93.8%	+ 0.1%

	1-2011	1-2012	Change
	93.7%	95.1%	+ 1.4%
	94.2%	94.4%	+ 0.3%
	93.4%	93.5%	+ 0.1%
All Single-Family Homes	93.8%	94.2%	+ 0.4%

	1-2011	1-2012	Change
	93.8%	92.7%	- 1.1%
	92.3%	93.2%	+ 1.0%
	88.6%	91.7%	+ 3.4%
All Condos	93.5%	92.8%	- 0.8%

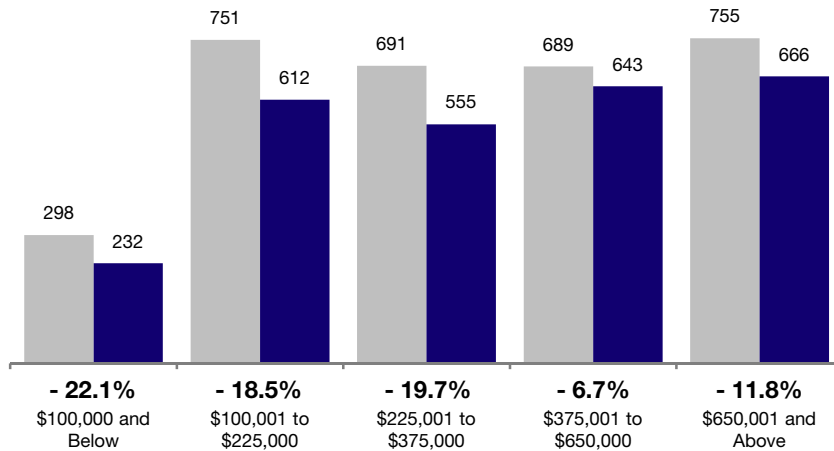
Inventory of Homes for Sale

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



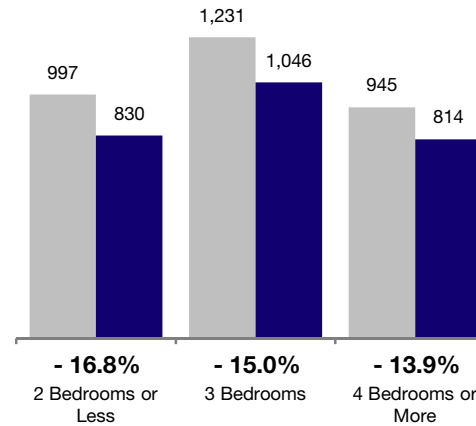
By Price Range

■ 1-2011 ■ 1-2012



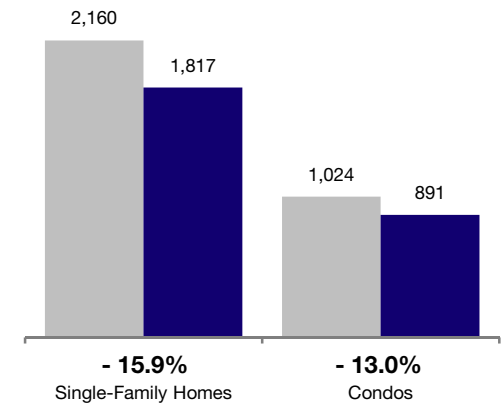
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	298	232	- 22.1%
\$100,001 to \$225,000	751	612	- 18.5%
\$225,001 to \$375,000	691	555	- 19.7%
\$375,001 to \$650,000	689	643	- 6.7%
\$650,001 and Above	755	666	- 11.8%
All Price Ranges	3,184	2,708	- 14.9%

Single-Family Homes

	1-2011	1-2012	Change
2 Bedrooms or Less	128	92	- 28.1%
3 Bedrooms	533	404	- 24.2%
4 Bedrooms or More	398	308	- 22.6%
	451	443	- 1.8%
	650	570	- 12.3%
All Single-Family Homes	2,160	1,817	- 15.9%

Condos

	1-2011	1-2012	Change
Single-Family Homes	170	140	- 17.6%
	218	208	- 4.6%
	293	247	- 15.7%
	238	200	- 16.0%
	105	96	- 8.6%
All Condos	1,024	891	- 13.0%

By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	997	830	- 16.8%
3 Bedrooms	1,231	1,046	- 15.0%
4 Bedrooms or More	945	814	- 13.9%
All Bedroom Counts	3,184	2,708	- 14.9%

	1-2011	1-2012	Change
2 Bedrooms or Less	280	220	- 21.4%
3 Bedrooms	961	809	- 15.8%
4 Bedrooms or More	918	787	- 14.3%
	27	27	0.0%
All Single-Family Homes	2,160	1,817	- 15.9%

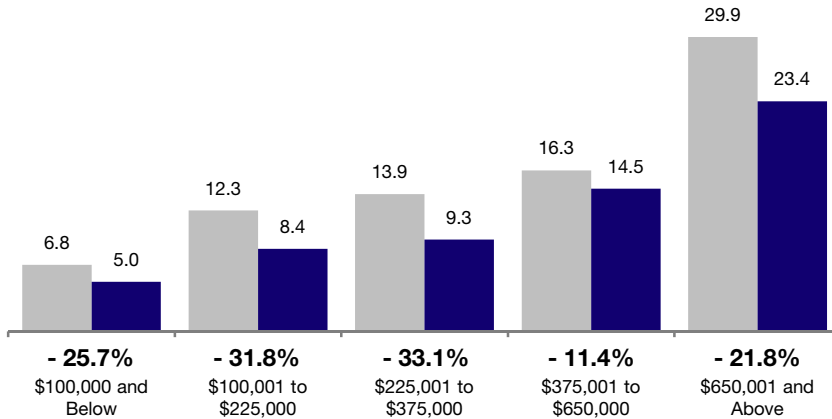
Months Supply of Inventory

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.



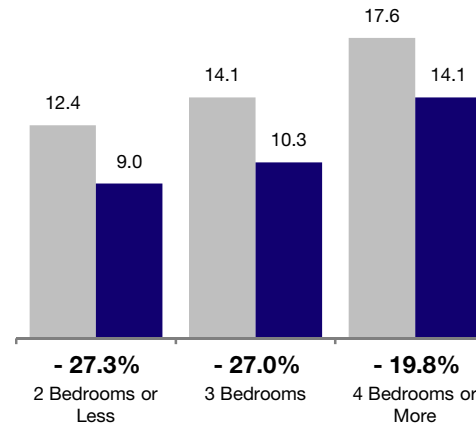
By Price Range

■ 1-2011 ■ 1-2012



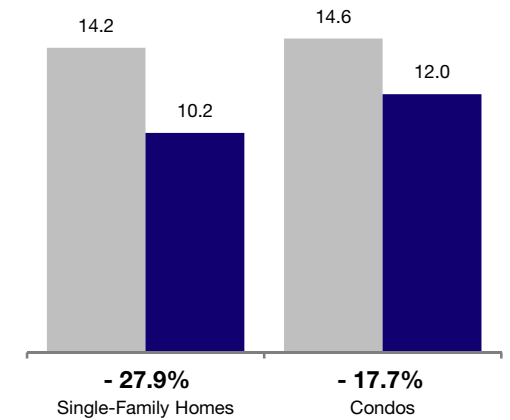
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	6.8	5.0	- 25.7%
\$100,001 to \$225,000	12.3	8.4	- 31.8%
\$225,001 to \$375,000	13.9	9.3	- 33.1%
\$375,001 to \$650,000	16.3	14.5	- 11.4%
\$650,001 and Above	29.9	23.4	- 21.8%
All Price Ranges	14.3	10.8	- 24.9%

Single-Family Homes

1-2011	1-2012	Change
8.5	5.1	- 39.8%
11.6	7.3	- 37.4%
10.9	7.0	- 36.0%
13.7	12.5	- 8.9%
29.5	23.1	- 21.8%
14.2	10.2	- 27.9%

Condos

	1-2011	1-2012	Change
	5.8	5.0	- 15.2%
	14.2	11.8	- 16.8%
	22.3	15.9	- 28.4%
	25.7	22.4	- 12.8%
	32.3	25.0	- 22.5%
	14.6	12.0	- 17.7%

By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	12.4	9.0	- 27.3%
3 Bedrooms	14.1	10.3	- 27.0%
4 Bedrooms or More	17.6	14.1	- 19.8%
All Bedroom Counts	14.3	10.8	- 24.9%

1-2011	1-2012	Change
11.3	6.1	- 46.1%
13.0	9.6	- 26.4%
17.2	13.8	- 19.4%
14.2	10.2	- 27.9%

	1-2011	1-2012	Change
	13.0	11.0	- 15.4%
	20.1	13.9	- 31.1%
	21.6	22.5	+ 4.2%
	14.6	12.0	- 17.7%