

Housing Supply Overview

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



April 2012

Headline numbers can often mask important variations across different areas and property types, rendering segment-specific statistics that much more important. For the 12-month period spanning May 2011 through April 2012, Pending Sales in the Hilton Head region were up 15.4 percent overall. The price range with the largest gain in sales was the \$100,001 to \$225,000 range, where they increased 26.4 percent.

The overall Median Sales Price was down 2.0 percent to \$229,200. The property type with the smallest price decline was the Condo segment, where prices decreased 2.4 percent to \$145,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 98 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 220 days.

Market-wide, inventory levels were down 16.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 16.6 percent. That amounts to 10.3 months supply for Single-Family homes and 11.4 months supply for Condos.

Quick Facts

+ 26.4%

Price Range With the
Strongest Sales:
\$100,001 to \$225,000

+ 20.6%

Bedroom Count With
Strongest Sales:
3 Bedrooms

+ 17.4%

Property Type With
Strongest Sales:
Single-Family Homes

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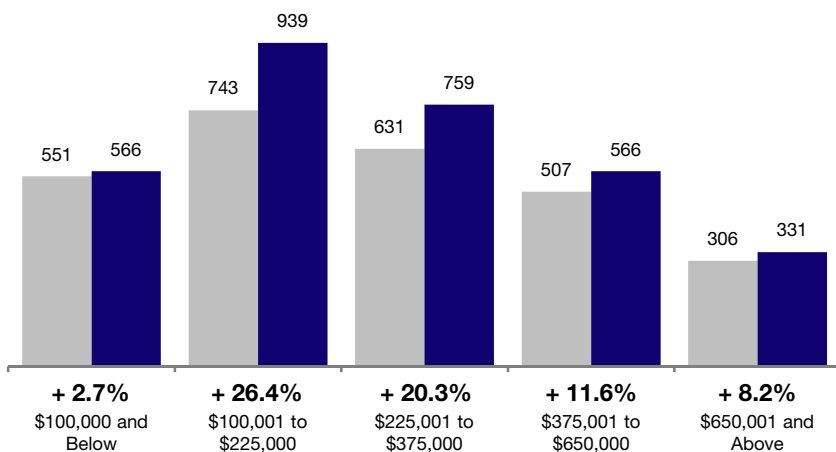
Pending Sales

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



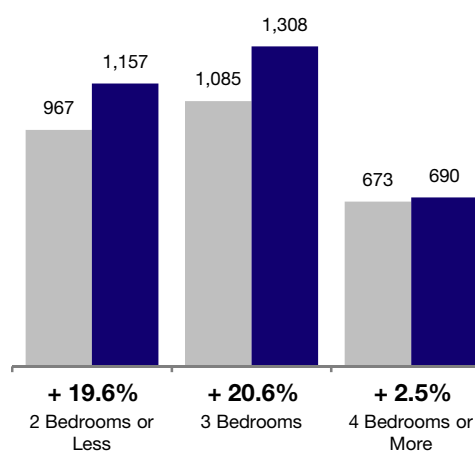
By Price Range

■ 4-2011 ■ 4-2012



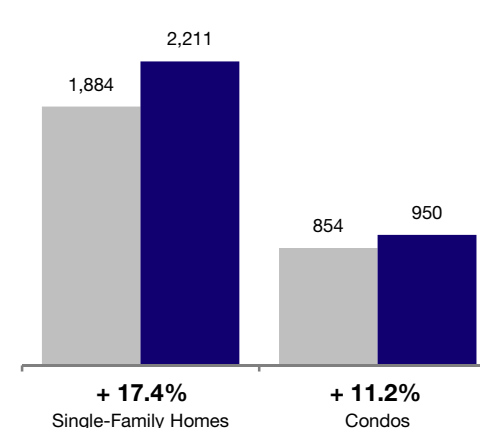
By Bedroom Count

■ 4-2011 ■ 4-2012



By Property Type

■ 4-2011 ■ 4-2012



All Properties

By Price Range

	4-2011	4-2012	Change
\$100,000 and Below	551	566	+ 2.7%
\$100,001 to \$225,000	743	939	+ 26.4%
\$225,001 to \$375,000	631	759	+ 20.3%
\$375,001 to \$650,000	507	566	+ 11.6%
\$650,001 and Above	306	331	+ 8.2%
All Price Ranges	2,738	3,161	+ 15.4%

Single-Family Homes

4-2011	4-2012	Change	4-2011	4-2012	Change
201	231	+ 14.9%	350	335	- 4.3%
549	695	+ 26.6%	194	244	+ 25.8%
467	558	+ 19.5%	164	201	+ 22.6%
397	445	+ 12.1%	110	121	+ 10.0%
270	282	+ 4.4%	36	49	+ 36.1%
1,884	2,211	+ 17.4%	854	950	+ 11.2%

Condos

	4-2011	4-2012	Change
	350	335	- 4.3%
	194	244	+ 25.8%
	164	201	+ 22.6%
	110	121	+ 10.0%
	36	49	+ 36.1%
	854	950	+ 11.2%

By Bedroom Count

	4-2011	4-2012	Change
2 Bedrooms or Less	967	1,157	+ 19.6%
3 Bedrooms	1,085	1,308	+ 20.6%
4 Bedrooms or More	673	690	+ 2.5%
All Bedroom Counts	2,738	3,161	+ 15.4%

4-2011	4-2012	Change	4-2011	4-2012	Change
302	449	+ 48.7%	665	708	+ 6.5%
914	1,084	+ 18.6%	171	224	+ 31.0%
667	677	+ 1.5%	6	13	+ 116.7%
1,884	2,211	+ 17.4%	854	950	+ 11.2%

	4-2011	4-2012	Change
	665	708	+ 6.5%
	171	224	+ 31.0%
	6	13	+ 116.7%
	854	950	+ 11.2%

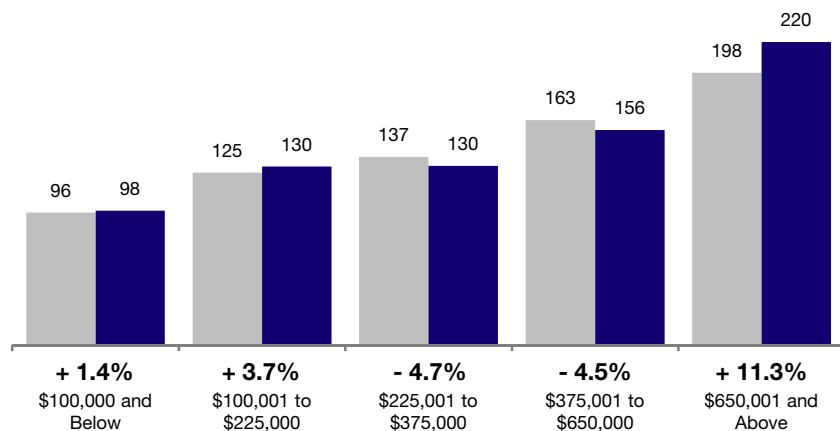
Days on Market Until Sale

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



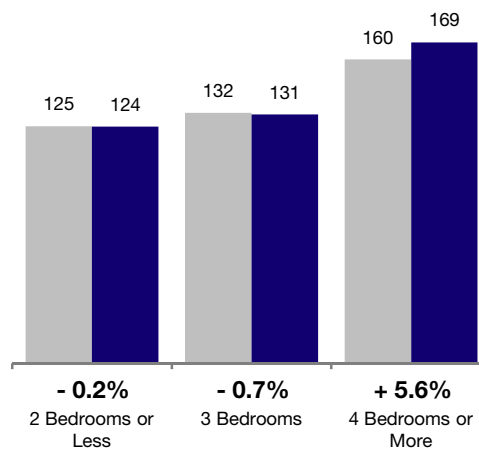
By Price Range

■ 4-2011 ■ 4-2012



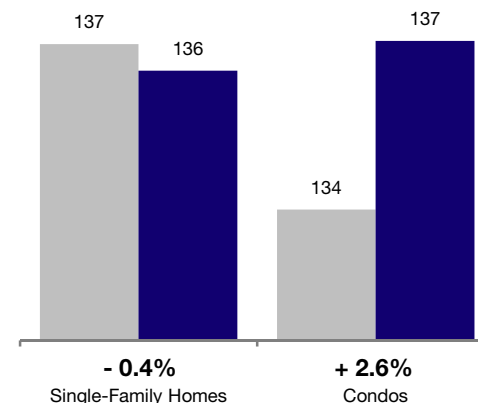
By Bedroom Count

■ 4-2011 ■ 4-2012



By Property Type

■ 4-2011 ■ 4-2012



All Properties

By Price Range

	4-2011	4-2012	Change
\$100,000 and Below	96	98	+ 1.4%
\$100,001 to \$225,000	125	130	+ 3.7%
\$225,001 to \$375,000	137	130	- 4.7%
\$375,001 to \$650,000	163	156	- 4.5%
\$650,001 and Above	198	220	+ 11.3%
All Price Ranges	136	137	+ 0.5%

Single-Family Homes

	4-2011	4-2012	Change
\$100,000 and Below	97	111	+ 14.7%
\$100,001 to \$225,000	123	124	+ 0.8%
\$225,001 to \$375,000	123	114	- 7.6%
\$375,001 to \$650,000	155	146	- 5.6%
\$650,001 and Above	201	225	+ 11.6%
All Price Ranges	137	136	- 0.4%

Condos

	4-2011	4-2012	Change
\$100,000 and Below	96	89	- 7.2%
\$100,001 to \$225,000	131	145	+ 10.9%
\$225,001 to \$375,000	177	178	+ 0.5%
\$375,001 to \$650,000	198	196	- 0.9%
\$650,001 and Above	169	188	+ 11.3%
All Price Ranges	134	137	+ 2.6%

By Bedroom Count

	4-2011	4-2012	Change
2 Bedrooms or Less	125	124	- 0.2%
3 Bedrooms	132	131	- 0.7%
4 Bedrooms or More	160	169	+ 5.6%
All Bedroom Counts	136	137	+ 0.5%

	4-2011	4-2012	Change
2 Bedrooms or Less	116	106	- 8.6%
3 Bedrooms	128	130	+ 1.5%
4 Bedrooms or More	159	168	+ 5.7%
All Bedroom Counts	137	136	- 0.4%

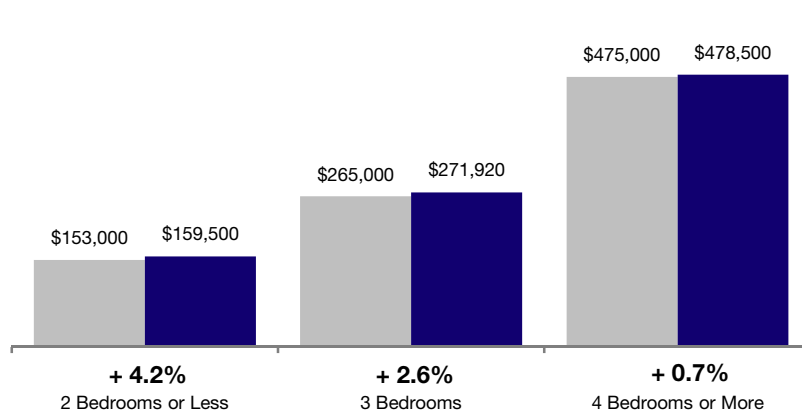
Median Sales Price

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



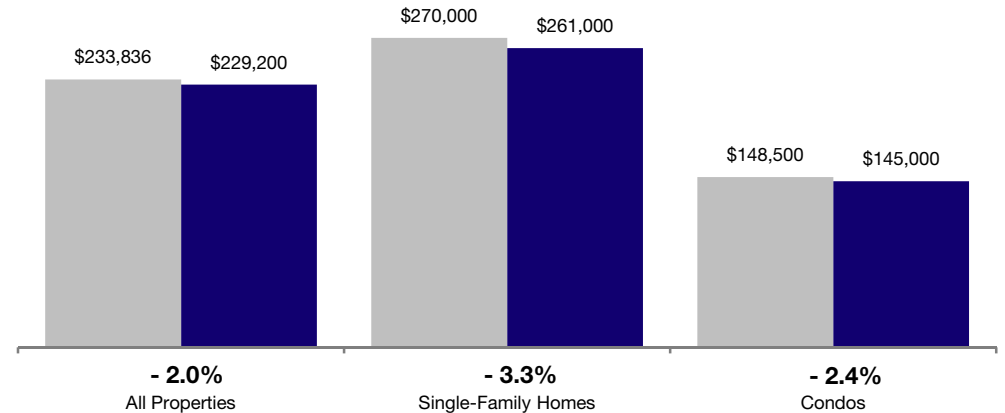
By Bedroom Count

■ 4-2011 ■ 4-2012



By Property Type

■ 4-2011 ■ 4-2012



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	All Properties			Single-Family Homes			Condos		
By Bedroom Count	4-2011	4-2012	Change	4-2011	4-2012	Change	4-2011	4-2012	Change
2 Bedrooms or Less	\$153,000	\$159,500	+ 4.2%	\$179,900	\$185,000	+ 2.8%	\$119,000	\$110,000	- 7.6%
3 Bedrooms	\$265,000	\$271,920	+ 2.6%	\$255,000	\$265,650	+ 4.2%	\$320,000	\$290,000	- 9.4%
4 Bedrooms or More	\$475,000	\$478,500	+ 0.7%	\$475,000	\$476,500	+ 0.3%	\$415,000	\$612,500	+ 47.6%
All Bedroom Counts	\$233,836	\$229,200	- 2.0%	\$270,000	\$261,000	- 3.3%	\$148,500	\$145,000	- 2.4%

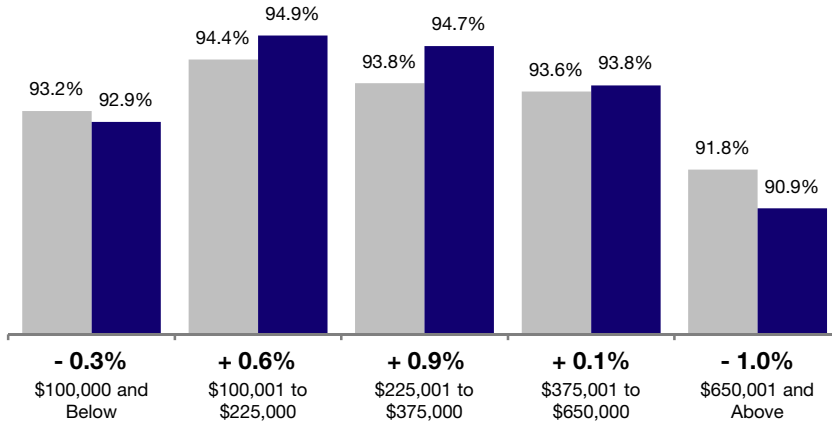
Percent of List Price Received

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.**



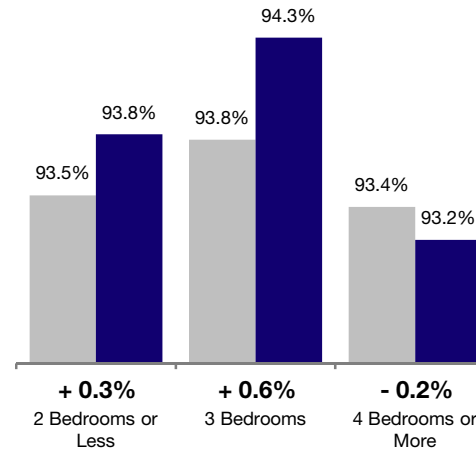
By Price Range

■ 4-2011 ■ 4-2012



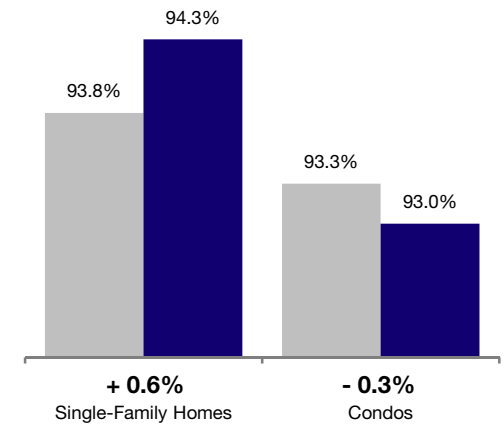
By Bedroom Count

■ 4-2011 ■ 4-2012



By Property Type

■ 4-2011 ■ 4-2012



All Properties

By Price Range

	4-2011	4-2012	Change
\$100,000 and Below	93.2%	92.9%	- 0.3%
\$100,001 to \$225,000	94.4%	94.9%	+ 0.6%
\$225,001 to \$375,000	93.8%	94.7%	+ 0.9%
\$375,001 to \$650,000	93.6%	93.8%	+ 0.1%
\$650,001 and Above	91.8%	90.9%	- 1.0%
All Price Ranges	93.6%	93.9%	+ 0.3%

Single-Family Homes

	4-2011	4-2012	Change
	90.7%	92.7%	+ 2.2%
	95.0%	95.3%	+ 0.3%
	94.5%	95.6%	+ 1.2%
	94.0%	93.9%	- 0.0%
	91.7%	91.0%	- 0.8%
All Single-Family Homes	93.8%	94.3%	+ 0.6%

Condos

	4-2011	4-2012	Change
	94.5%	93.1%	- 1.6%
	92.5%	93.9%	+ 1.4%
	92.0%	92.1%	+ 0.1%
	92.4%	93.2%	+ 0.9%
	92.8%	90.4%	- 2.6%
All Condos	93.3%	93.0%	- 0.3%

By Bedroom Count

	4-2011	4-2012	Change
2 Bedrooms or Less	93.5%	93.8%	+ 0.3%
3 Bedrooms	93.8%	94.3%	+ 0.6%
4 Bedrooms or More	93.4%	93.2%	- 0.2%
All Bedroom Counts	93.6%	93.9%	+ 0.3%

	4-2011	4-2012	Change
	93.6%	95.1%	+ 1.6%
	94.1%	94.6%	+ 0.6%
	93.5%	93.3%	- 0.2%
All Single-Family Homes	93.8%	94.3%	+ 0.6%

	4-2011	4-2012	Change
	93.4%	92.9%	- 0.5%
	92.2%	92.9%	+ 0.7%
	89.2%	91.0%	+ 2.1%
All Condos	93.3%	93.0%	- 0.3%

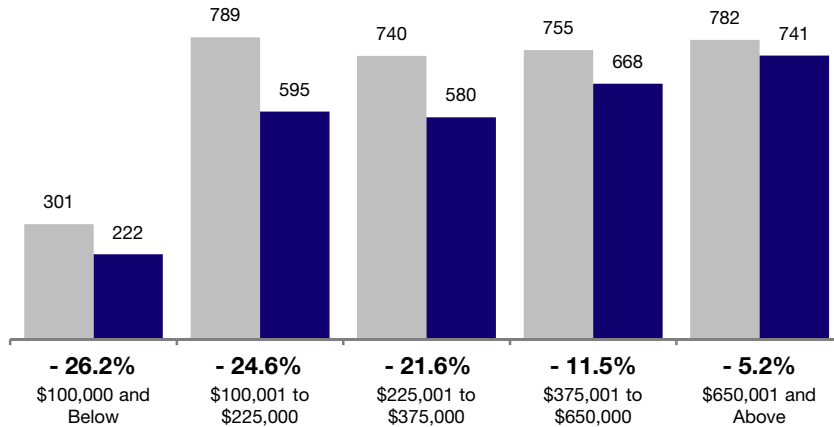
Inventory of Homes for Sale

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



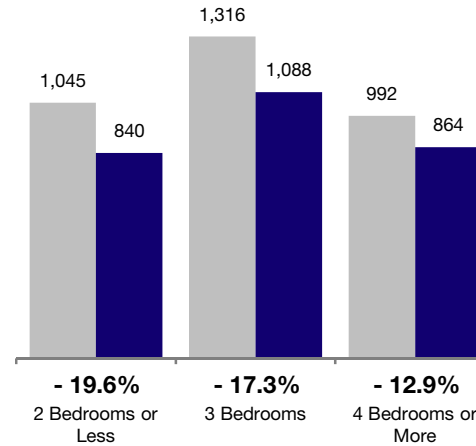
By Price Range

■ 4-2011 ■ 4-2012



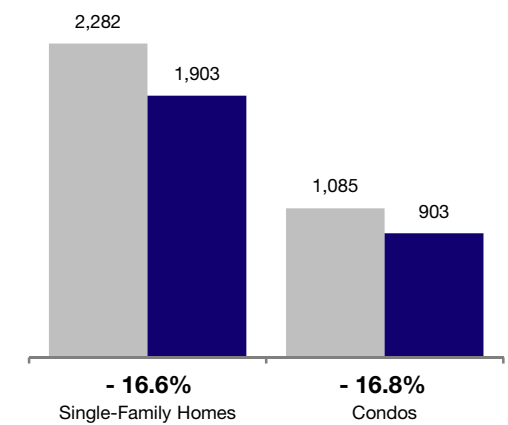
By Bedroom Count

■ 4-2011 ■ 4-2012



By Property Type

■ 4-2011 ■ 4-2012



All Properties

By Price Range

	4-2011	4-2012	Change
\$100,000 and Below	301	222	- 26.2%
\$100,001 to \$225,000	789	595	- 24.6%
\$225,001 to \$375,000	740	580	- 21.6%
\$375,001 to \$650,000	755	668	- 11.5%
\$650,001 and Above	782	741	- 5.2%
All Price Ranges	3,367	2,806	- 16.7%

Single-Family Homes

	4-2011	4-2012	Change
2 Bedrooms or Less	140	79	- 43.6%
3 Bedrooms	560	392	- 30.0%
4 Bedrooms or More	414	326	- 21.3%
	504	463	- 8.1%
	664	643	- 3.2%
All Single-Family Homes	2,282	1,903	- 16.6%

Condos

	4-2011	4-2012	Change
1 Bedroom	161	143	- 11.2%
2 Bedrooms	229	203	- 11.4%
3 Bedrooms	326	254	- 22.1%
4 Bedrooms or More	251	205	- 18.3%
	118	98	- 16.9%
All Condos	1,085	903	- 16.8%

By Bedroom Count

	4-2011	4-2012	Change
2 Bedrooms or Less	1,045	840	- 19.6%
3 Bedrooms	1,316	1,088	- 17.3%
4 Bedrooms or More	992	864	- 12.9%
All Bedroom Counts	3,367	2,806	- 16.7%

	4-2011	4-2012	Change
2 Bedrooms or Less	303	219	- 27.7%
3 Bedrooms	1,023	848	- 17.1%
4 Bedrooms or More	955	834	- 12.7%
All Single-Family Homes	2,282	1,903	- 16.6%

	4-2011	4-2012	Change
1 Bedroom	742	621	- 16.3%
2 Bedrooms	293	240	- 18.1%
3 Bedrooms	37	30	- 18.9%
All Condos	1,085	903	- 16.8%

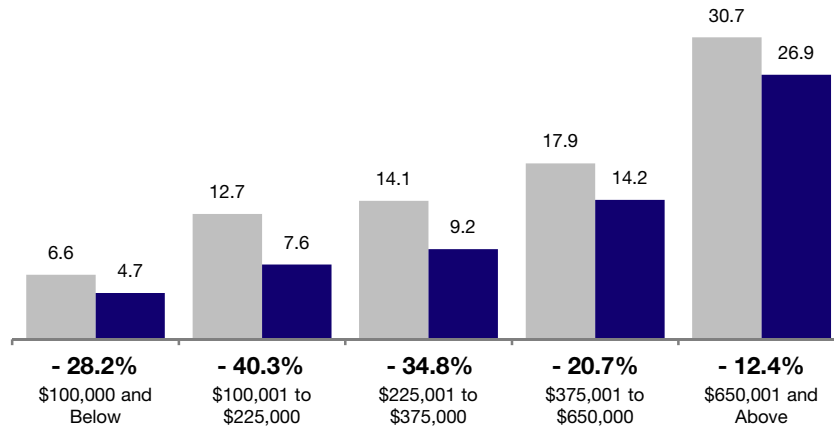
Months Supply of Inventory

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.



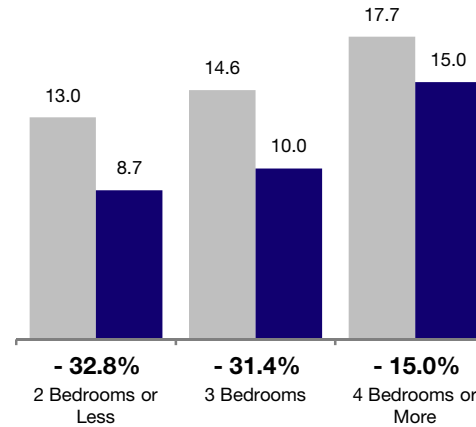
By Price Range

■ 4-2011 ■ 4-2012



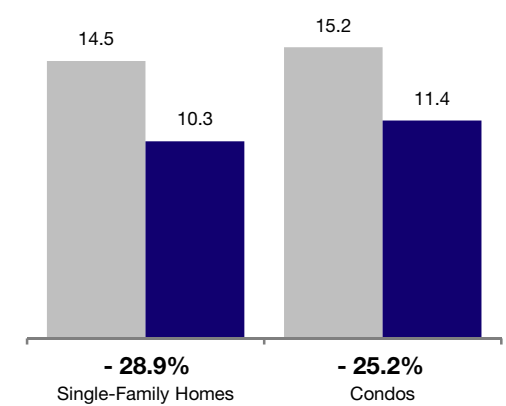
By Bedroom Count

■ 4-2011 ■ 4-2012



By Property Type

■ 4-2011 ■ 4-2012



All Properties

By Price Range

	4-2011	4-2012	Change
\$100,000 and Below	6.6	4.7	- 28.2%
\$100,001 to \$225,000	12.7	7.6	- 40.3%
\$225,001 to \$375,000	14.1	9.2	- 34.8%
\$375,001 to \$650,000	17.9	14.2	- 20.7%
\$650,001 and Above	30.7	26.9	- 12.4%
All Price Ranges	14.8	10.7	- 27.8%

Single-Family Homes

	4-2011	4-2012	Change
8.4	4.1	- 50.9%	
12.2	6.8	- 44.7%	
10.6	7.0	- 34.1%	
15.2	12.5	- 18.0%	
29.5	27.4	- 7.3%	
14.5	10.3	- 28.9%	

Condos

	4-2011	4-2012	Change
5.5	5.1	- 7.2%	
14.2	10.0	- 29.5%	
23.9	15.2	- 36.4%	
27.4	20.3	- 25.8%	
39.3	24.0	- 39.0%	
15.2	11.4	- 25.2%	

By Bedroom Count

	4-2011	4-2012	Change
2 Bedrooms or Less	13.0	8.7	- 32.8%
3 Bedrooms	14.6	10.0	- 31.4%
4 Bedrooms or More	17.7	15.0	- 15.0%
All Bedroom Counts	14.8	10.7	- 27.8%

	4-2011	4-2012	Change
12.0	5.9	- 51.4%	
13.4	9.4	- 30.1%	
17.2	14.8	- 14.0%	
14.5	10.3	- 28.9%	