

Housing Supply Overview

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



September 2012

The foliage isn't the only thing changing this time of year. For the 12-month period spanning October 2011 through September 2012, Pending Sales in the Hilton Head region were up 19.9 percent overall. The price range with the largest gain in sales was the \$100,001 to \$225,000 range, where they increased 31.7 percent.

The overall Median Sales Price was down 3.0 percent to \$225,000. The property type with the largest price gain was the Condo segment, where prices increased 3.3 percent to \$155,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 84 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 199 days.

Market-wide, inventory levels were down 21.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 19.6 percent. That amounts to 8.9 months supply for Single-Family homes and 9.6 months supply for Condos.

Quick Facts

+ 31.7%

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

+ 27.0%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 21.2%

Property Type With
Strongest Sales:
Condos

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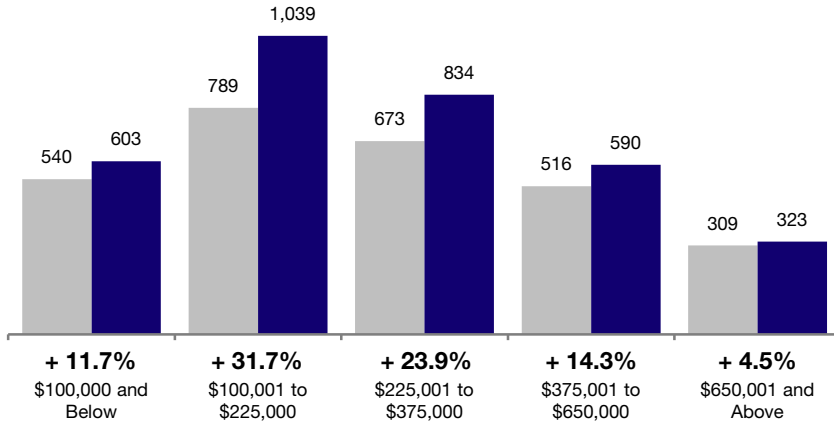
Pending Sales

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



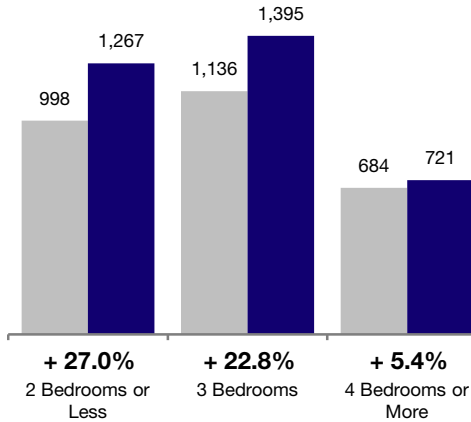
By Price Range

■ 9-2011 ■ 9-2012



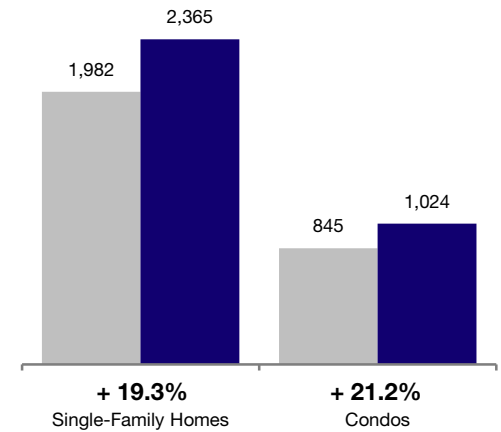
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	540	603	+ 11.7%
\$100,001 to \$225,000	789	1,039	+ 31.7%
\$225,001 to \$375,000	673	834	+ 23.9%
\$375,001 to \$650,000	516	590	+ 14.3%
\$650,001 and Above	309	323	+ 4.5%
All Price Ranges	2,827	3,389	+ 19.9%

Single-Family Homes

9-2011	9-2012	Change	9-2011	9-2012	Change
208	249	+ 19.7%	332	354	+ 6.6%
594	751	+ 26.4%	195	288	+ 47.7%
495	607	+ 22.6%	178	227	+ 27.5%
417	478	+ 14.6%	99	112	+ 13.1%
268	280	+ 4.5%	41	43	+ 4.9%
1,982	2,365	+ 19.3%	845	1,024	+ 21.2%

Condos

	9-2011	9-2012	Change
	332	354	+ 6.6%
	195	288	+ 47.7%
	178	227	+ 27.5%
	99	112	+ 13.1%
	41	43	+ 4.9%
	845	1,024	+ 21.2%

By Bedroom Count

	9-2011	9-2012	Change
2 Bedrooms or Less	998	1,267	+ 27.0%
3 Bedrooms	1,136	1,395	+ 22.8%
4 Bedrooms or More	684	721	+ 5.4%
All Bedroom Counts	2,827	3,389	+ 19.9%

9-2011	9-2012	Change	9-2011	9-2012	Change
363	486	+ 33.9%	635	781	+ 23.0%
941	1,172	+ 24.5%	195	223	+ 14.4%
677	706	+ 4.3%	7	15	+ 114.3%
1,982	2,365	+ 19.3%	845	1,024	+ 21.2%

	9-2011	9-2012	Change
	635	781	+ 23.0%
	195	223	+ 14.4%
	7	15	+ 114.3%
	845	1,024	+ 21.2%

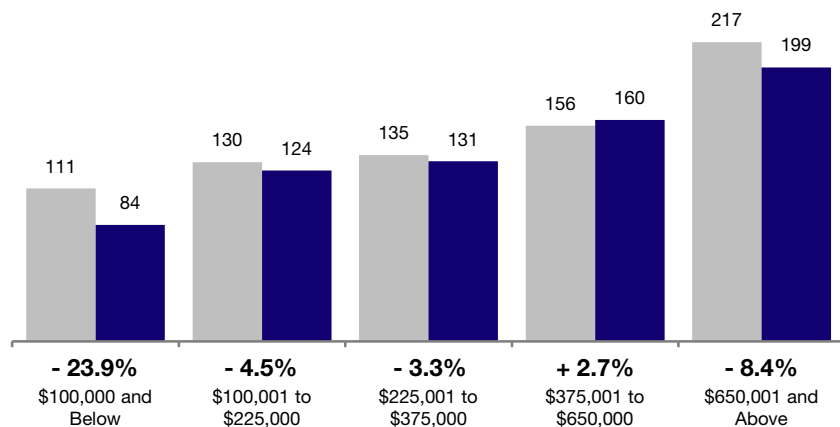
Days on Market Until Sale

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



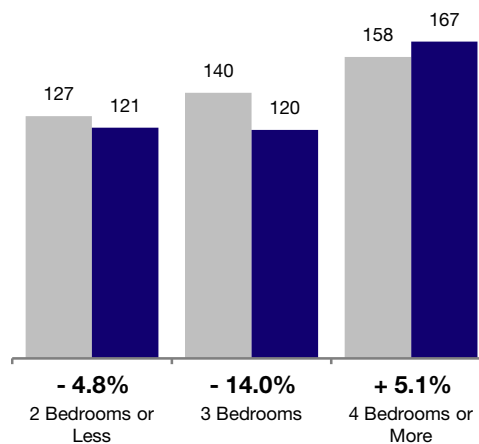
By Price Range

■ 9-2011 ■ 9-2012



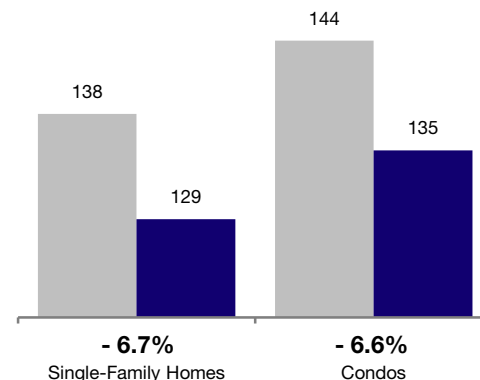
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	111	84	- 23.9%
\$100,001 to \$225,000	130	124	- 4.5%
\$225,001 to \$375,000	135	131	- 3.3%
\$375,001 to \$650,000	156	160	+ 2.7%
\$650,001 and Above	217	199	- 8.4%
All Price Ranges	140	130	- 6.6%

Single-Family Homes

	9-2011	9-2012	Change
\$100,000 and Below	113	91	- 19.0%
\$100,001 to \$225,000	127	114	- 10.5%
\$225,001 to \$375,000	117	115	- 1.5%
\$375,001 to \$650,000	147	156	+ 6.2%
\$650,001 and Above	224	200	- 10.5%
All Price Ranges	138	129	- 6.7%

Condos

	9-2011	9-2012	Change
\$100,000 and Below	110	79	- 27.7%
\$100,001 to \$225,000	139	149	+ 7.5%
\$225,001 to \$375,000	188	177	- 5.9%
\$375,001 to \$650,000	197	182	- 8.0%
\$650,001 and Above	166	191	+ 14.6%
All Price Ranges	144	135	- 6.6%

By Bedroom Count

	9-2011	9-2012	Change
2 Bedrooms or Less	127	121	- 4.8%
3 Bedrooms	140	120	- 14.0%
4 Bedrooms or More	158	167	+ 5.1%
All Bedroom Counts	140	130	- 6.6%

	9-2011	9-2012	Change
2 Bedrooms or Less	102	100	- 1.8%
3 Bedrooms	138	119	- 13.6%
4 Bedrooms or More	158	165	+ 4.4%
All Bedroom Counts	138	129	- 6.7%

Median Sales Price

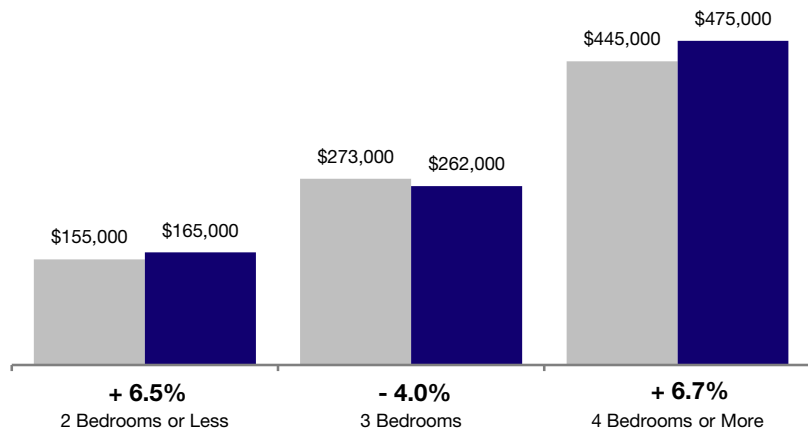
Median price point for all closed sales, not accounting for seller concessions.

Based on a rolling 12-month median.



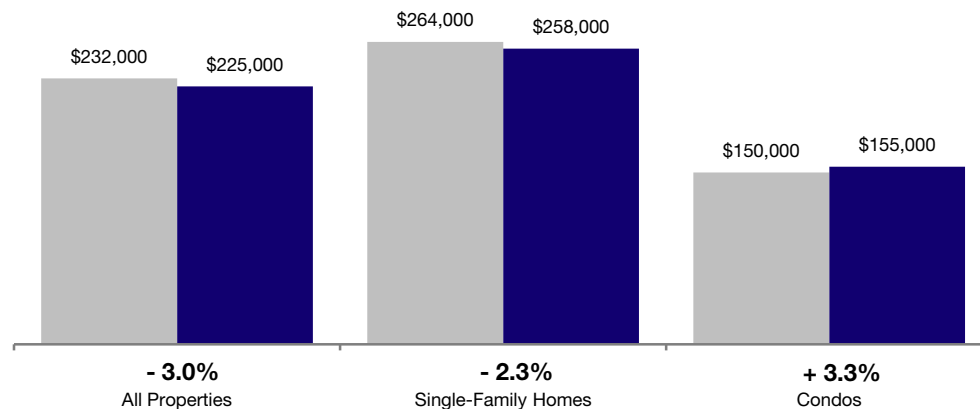
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



	All Properties			Single-Family Homes			Condos		
By Bedroom Count	9-2011	9-2012	Change	9-2011	9-2012	Change	9-2011	9-2012	Change
2 Bedrooms or Less	\$155,000	\$165,000	+ 6.5%	\$177,750	\$185,000	+ 4.1%	\$110,000	\$125,000	+ 13.6%
3 Bedrooms	\$273,000	\$262,000	- 4.0%	\$265,177	\$260,000	- 2.0%	\$290,000	\$268,000	- 7.6%
4 Bedrooms or More	\$445,000	\$475,000	+ 6.7%	\$445,000	\$475,000	+ 6.7%	\$550,000	\$497,000	- 9.6%
All Bedroom Counts	\$232,000	\$225,000	- 3.0%	\$264,000	\$258,000	- 2.3%	\$150,000	\$155,000	+ 3.3%

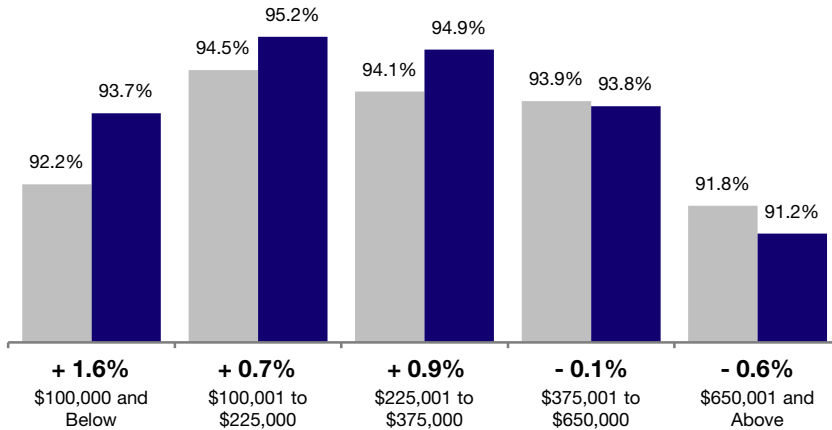
Percent of List Price Received

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.**



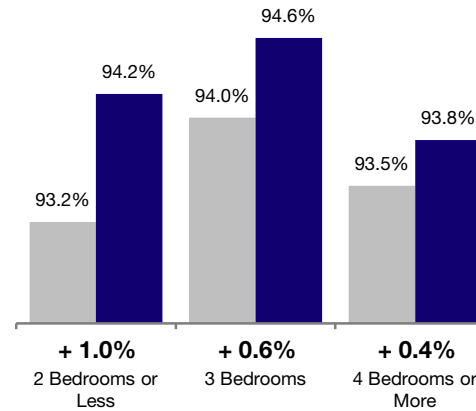
By Price Range

■ 9-2011 ■ 9-2012



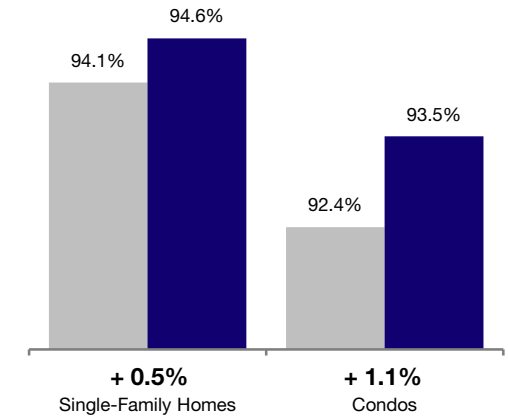
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	92.2%	93.7%	+ 1.6%
\$100,001 to \$225,000	94.5%	95.2%	+ 0.7%
\$225,001 to \$375,000	94.1%	94.9%	+ 0.9%
\$375,001 to \$650,000	93.9%	93.8%	- 0.1%
\$650,001 and Above	91.8%	91.2%	- 0.6%
All Price Ranges	93.6%	94.3%	+ 0.7%

Single-Family Homes

	9-2011	9-2012	Change
\$100,000 and Below	91.3%	93.7%	+ 2.6%
\$100,001 to \$225,000	95.1%	95.7%	+ 0.6%
\$225,001 to \$375,000	95.0%	95.6%	+ 0.6%
\$375,001 to \$650,000	94.3%	93.9%	- 0.4%
\$650,001 and Above	91.7%	91.3%	- 0.5%
All Price Ranges	94.1%	94.6%	+ 0.5%

Condos

	9-2011	9-2012	Change
\$100,000 and Below	92.8%	93.6%	+ 0.9%
\$100,001 to \$225,000	92.8%	94.1%	+ 1.4%
\$225,001 to \$375,000	91.5%	92.9%	+ 1.6%
\$375,001 to \$650,000	92.2%	93.3%	+ 1.2%
\$650,001 and Above	92.2%	90.7%	- 1.6%
All Price Ranges	92.4%	93.5%	+ 1.1%

By Bedroom Count

	9-2011	9-2012	Change
2 Bedrooms or Less	93.2%	94.2%	+ 1.0%
3 Bedrooms	94.0%	94.6%	+ 0.6%
4 Bedrooms or More	93.5%	93.8%	+ 0.4%
All Bedroom Counts	93.6%	94.3%	+ 0.7%

	9-2011	9-2012	Change
2 Bedrooms or Less	94.5%	95.4%	+ 1.0%
3 Bedrooms	94.4%	94.8%	+ 0.4%
4 Bedrooms or More	93.5%	93.9%	+ 0.4%
All Bedroom Counts	94.1%	94.6%	+ 0.5%

	9-2011	9-2012	Change
2 Bedrooms or Less	92.5%	93.4%	+ 1.0%
3 Bedrooms	92.3%	93.8%	+ 1.6%
4 Bedrooms or More	91.7%	92.2%	+ 0.6%
All Bedroom Counts	92.4%	93.5%	+ 1.1%

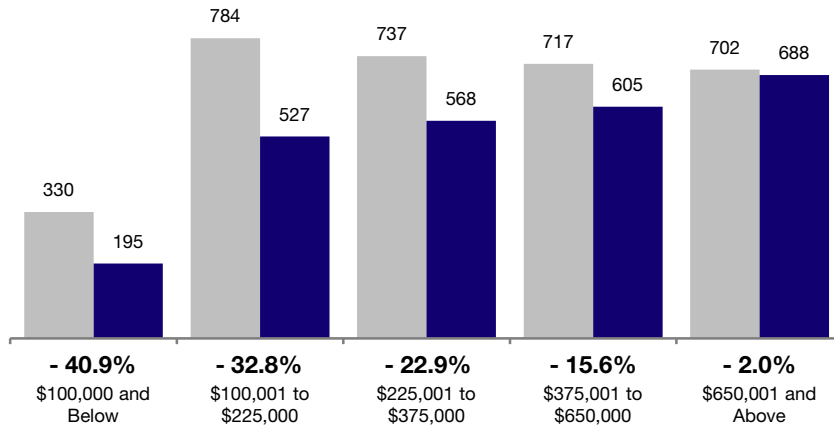
Inventory of Homes for Sale

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



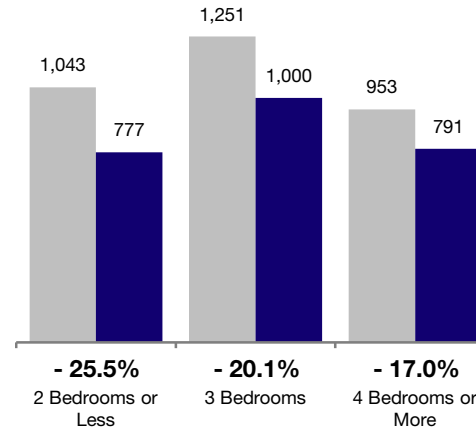
By Price Range

■ 9-2011 ■ 9-2012



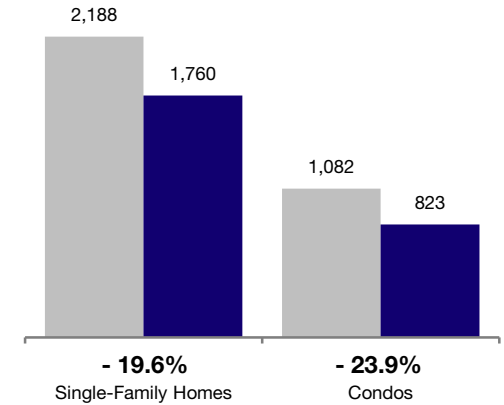
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	330	195	- 40.9%
\$100,001 to \$225,000	784	527	- 32.8%
\$225,001 to \$375,000	737	568	- 22.9%
\$375,001 to \$650,000	717	605	- 15.6%
\$650,001 and Above	702	688	- 2.0%
All Price Ranges	3,270	2,583	- 21.0%

Single-Family Homes

	9-2011	9-2012	Change
\$100,000 and Below	142	79	- 44.4%
\$100,001 to \$225,000	517	329	- 36.4%
\$225,001 to \$375,000	425	332	- 21.9%
\$375,001 to \$650,000	505	422	- 16.4%
\$650,001 and Above	599	598	- 0.2%
All Price Ranges	2,188	1,760	- 19.6%

Condos

	9-2011	9-2012	Change
\$100,000 and Below	188	116	- 38.3%
\$100,001 to \$225,000	267	198	- 25.8%
\$225,001 to \$375,000	312	236	- 24.4%
\$375,001 to \$650,000	212	183	- 13.7%
\$650,001 and Above	103	90	- 12.6%
All Price Ranges	1,082	823	- 23.9%

By Bedroom Count

	9-2011	9-2012	Change
2 Bedrooms or Less	1,043	777	- 25.5%
3 Bedrooms	1,251	1,000	- 20.1%
4 Bedrooms or More	953	791	- 17.0%
All Bedroom Counts	3,270	2,583	- 21.0%

	9-2011	9-2012	Change
2 Bedrooms or Less	289	202	- 30.1%
3 Bedrooms	975	789	- 19.1%
4 Bedrooms or More	922	767	- 16.8%
All Bedroom Counts	2,188	1,760	- 19.6%

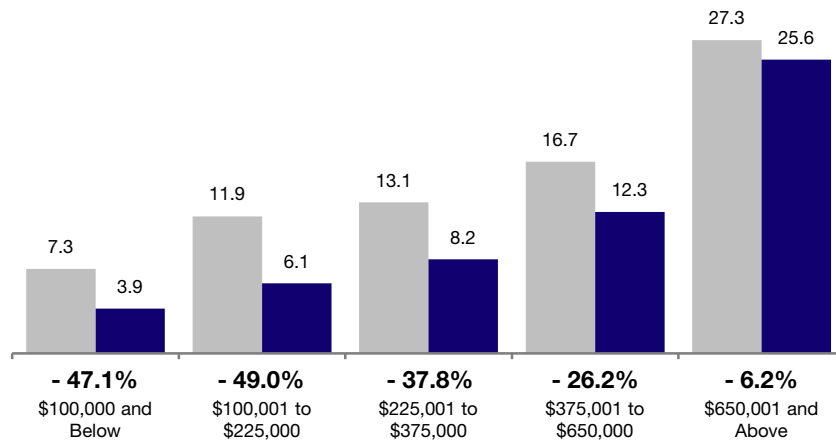
Months Supply of Inventory

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.



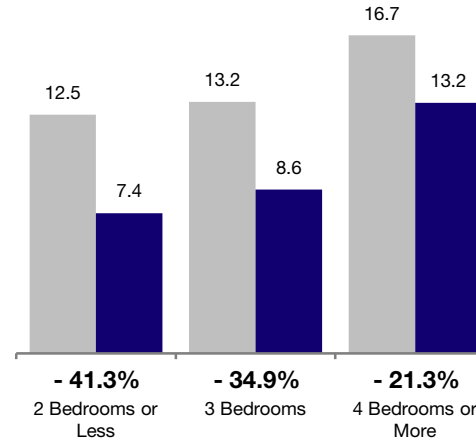
By Price Range

■ 9-2011 ■ 9-2012



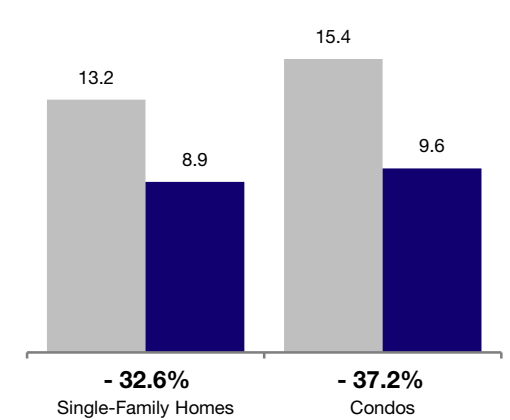
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range

	9-2011	9-2012	Change
\$100,000 and Below	7.3	3.9	- 47.1%
\$100,001 to \$225,000	11.9	6.1	- 49.0%
\$225,001 to \$375,000	13.1	8.2	- 37.8%
\$375,001 to \$650,000	16.7	12.3	- 26.2%
\$650,001 and Above	27.3	25.6	- 6.2%
All Price Ranges	13.9	9.1	- 34.1%

Single-Family Homes

9-2011	9-2012	Change
8.2	3.8	- 53.5%
10.4	5.3	- 49.7%
10.3	6.6	- 36.3%
14.5	10.6	- 27.1%
26.8	25.6	- 4.4%
13.2	8.9	- 32.6%

Condos

	9-2011	9-2012	Change
	6.8	3.9	- 42.1%
	16.4	8.3	- 49.8%
	21.0	12.5	- 40.7%
	25.7	19.6	- 23.7%
	30.1	25.1	- 16.7%
	15.4	9.6	- 37.2%

By Bedroom Count

	9-2011	9-2012	Change
2 Bedrooms or Less	12.5	7.4	- 41.3%
3 Bedrooms	13.2	8.6	- 34.9%
4 Bedrooms or More	16.7	13.2	- 21.3%
All Bedroom Counts	13.9	9.1	- 34.1%

9-2011	9-2012	Change	9-2011	9-2012	Change
9.6	5.0	- 47.8%	14.2	8.8	- 38.0%
12.4	8.1	- 35.0%	17.0	11.4	- 33.1%
16.3	13.0	- 20.2%	31.0	16.0	- 48.4%
13.2	8.9	- 32.6%	15.4	9.6	- 37.2%