

Housing Supply Overview

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



October 2012

With the race to 2013 underway, it's hard to resist the temptation to see just how 2012 is stacking up. For the 12-month period spanning November 2011 through October 2012, Pending Sales in the Hilton Head region were up 19.4 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 2.3 percent to \$225,000. The property type with the largest price gain was the Condo segment, where prices increased 4.4 percent to \$155,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 87 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 196 days.

Market-wide, inventory levels were down 19.4 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 17.4 percent. That amounts to 8.8 months supply for Single-Family homes and 9.3 months supply for Condos.

Quick Facts

+ 31.7%	+ 24.8%	+ 21.9%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$100,001 to \$225,000	2 Bedrooms or Less	Condos

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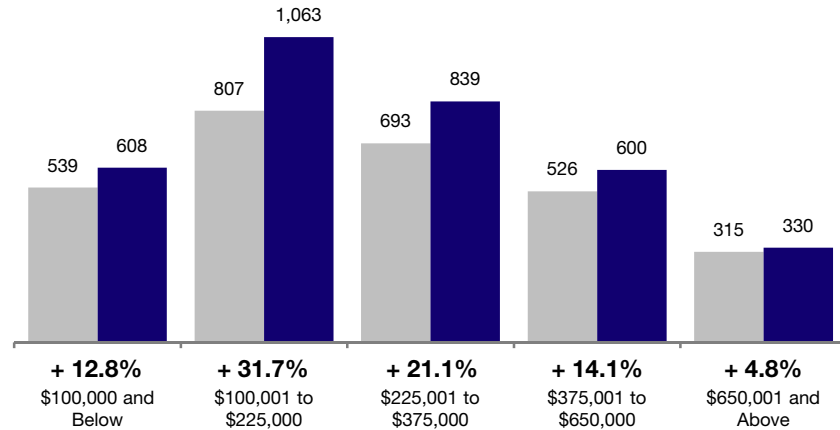
Pending Sales

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



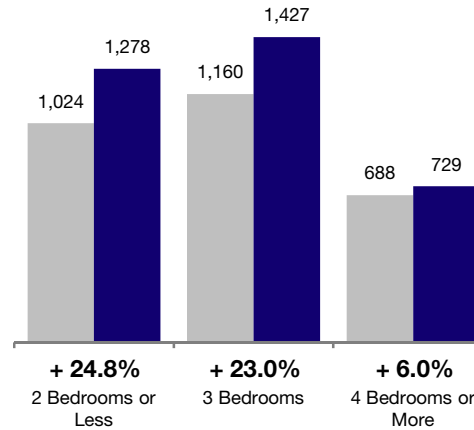
By Price Range

■ 10-2011 ■ 10-2012



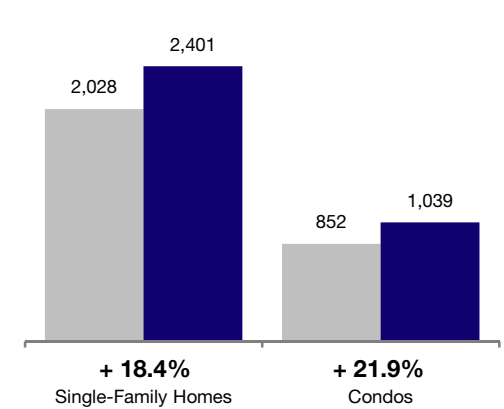
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	539	608	+ 12.8%
\$100,001 to \$225,000	807	1,063	+ 31.7%
\$225,001 to \$375,000	693	839	+ 21.1%
\$375,001 to \$650,000	526	600	+ 14.1%
\$650,001 and Above	315	330	+ 4.8%
All Price Ranges	2,880	3,440	+ 19.4%

Single-Family Homes

	10-2011	10-2012	Change
2 Bedrooms or Less	210	251	+ 19.5%
3 Bedrooms	610	772	+ 26.6%
4 Bedrooms or More	511	612	+ 19.8%
	422	483	+ 14.5%
	275	283	+ 2.9%
All Single-Family Homes	2,028	2,401	+ 18.4%

Condos

	10-2011	10-2012	Change
1 Bedroom	329	357	+ 8.5%
2 Bedrooms	197	291	+ 47.7%
3 Bedrooms	182	227	+ 24.7%
4 Bedrooms or More	104	117	+ 12.5%
	40	47	+ 17.5%
All Condos	852	1,039	+ 21.9%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	1,024	1,278	+ 24.8%
3 Bedrooms	1,160	1,427	+ 23.0%
4 Bedrooms or More	688	729	+ 6.0%
All Bedroom Counts	2,880	3,440	+ 19.4%

	10-2011	10-2012	Change
2 Bedrooms or Less	385	493	+ 28.1%
3 Bedrooms	963	1,193	+ 23.9%
4 Bedrooms or More	680	714	+ 5.0%
All Single-Family Homes	2,028	2,401	+ 18.4%

	10-2011	10-2012	Change
1 Bedroom	639	785	+ 22.8%
2 Bedrooms	197	234	+ 18.8%
3 Bedrooms	8	15	+ 87.5%
All Condos	852	1,039	+ 21.9%

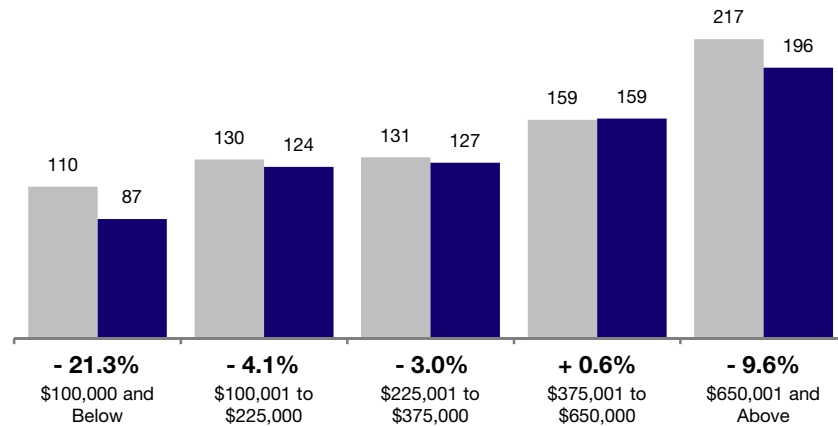
Days on Market Until Sale

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



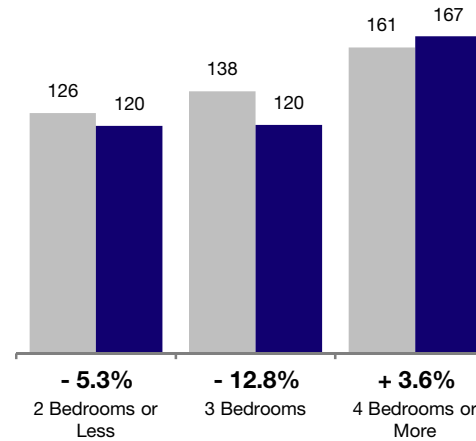
By Price Range

■ 10-2011 ■ 10-2012



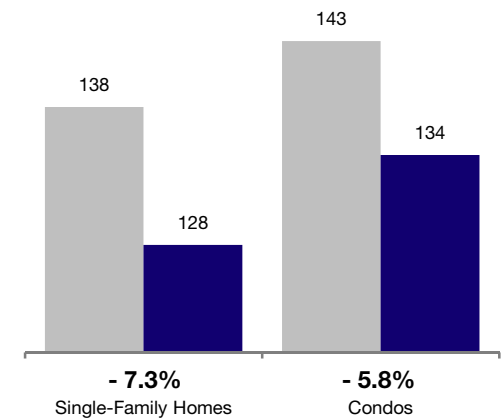
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	110	87	- 21.3%
\$100,001 to \$225,000	130	124	- 4.1%
\$225,001 to \$375,000	131	127	- 3.0%
\$375,001 to \$650,000	159	159	+ 0.6%
\$650,001 and Above	217	196	- 9.6%
All Price Ranges	139	130	- 6.8%

Single-Family Homes

	10-2011	10-2012	Change
\$100,000 and Below	110	95	- 14.4%
\$100,001 to \$225,000	125	115	- 7.9%
\$225,001 to \$375,000	114	112	- 2.0%
\$375,001 to \$650,000	153	153	- 0.6%
\$650,001 and Above	223	199	- 11.1%
All Price Ranges	138	128	- 7.3%

Condos

	10-2011	10-2012	Change
\$100,000 and Below	110	81	- 26.3%
\$100,001 to \$225,000	145	149	+ 2.4%
\$225,001 to \$375,000	183	170	- 7.3%
\$375,001 to \$650,000	181	191	+ 5.5%
\$650,001 and Above	169	181	+ 6.7%
All Price Ranges	143	134	- 5.8%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	126	120	- 5.3%
3 Bedrooms	138	120	- 12.8%
4 Bedrooms or More	161	167	+ 3.6%
All Bedroom Counts	139	130	- 6.8%

	10-2011	10-2012	Change
2 Bedrooms or Less	100	98	- 2.9%
3 Bedrooms	137	119	- 13.3%
4 Bedrooms or More	160	165	+ 3.0%
All Bedroom Counts	138	128	- 7.3%

	10-2011	10-2012	Change
2 Bedrooms or Less	142	134	- 5.7%
3 Bedrooms	142	127	- 10.5%
4 Bedrooms or More	206	268	+ 30.4%
All Bedroom Counts	143	134	- 5.8%

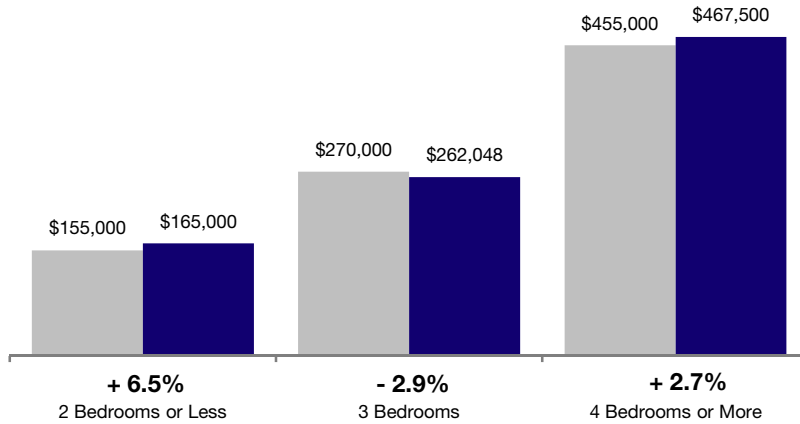
Median Sales Price

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



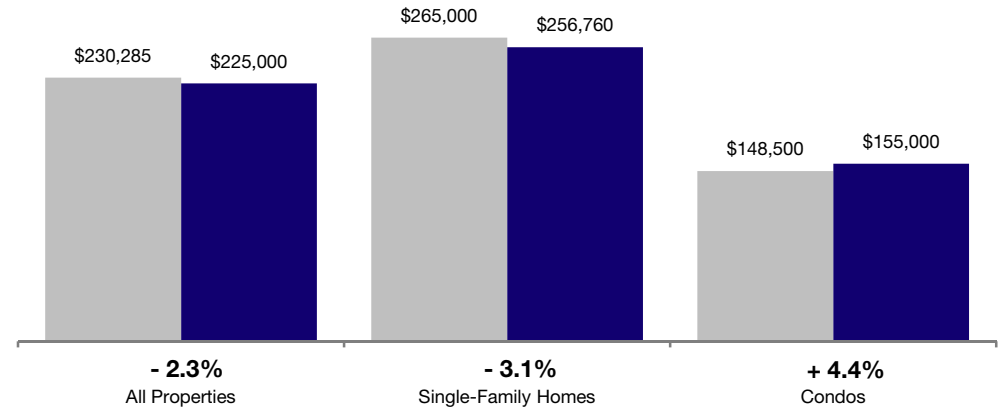
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



	All Properties			Single-Family Homes			Condos		
By Bedroom Count	10-2011	10-2012	Change	10-2011	10-2012	Change	10-2011	10-2012	Change
2 Bedrooms or Less	\$155,000	\$165,000	+ 6.5%	\$179,950	\$185,000	+ 2.8%	\$110,000	\$127,000	+ 15.5%
3 Bedrooms	\$270,000	\$262,048	- 2.9%	\$262,500	\$262,000	- 0.2%	\$290,000	\$264,000	- 9.0%
4 Bedrooms or More	\$455,000	\$467,500	+ 2.7%	\$455,000	\$461,750	+ 1.5%	\$482,500	\$525,000	+ 8.8%
All Bedroom Counts	\$230,285	\$225,000	- 2.3%	\$265,000	\$256,760	- 3.1%	\$148,500	\$155,000	+ 4.4%

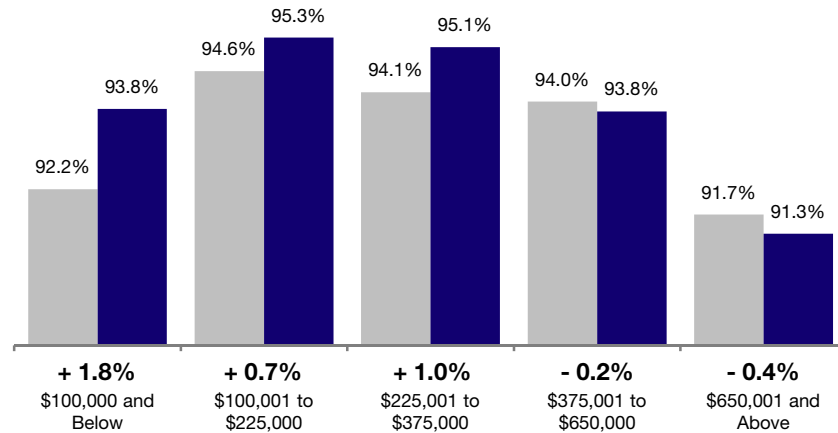
Percent of List Price Received

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.**



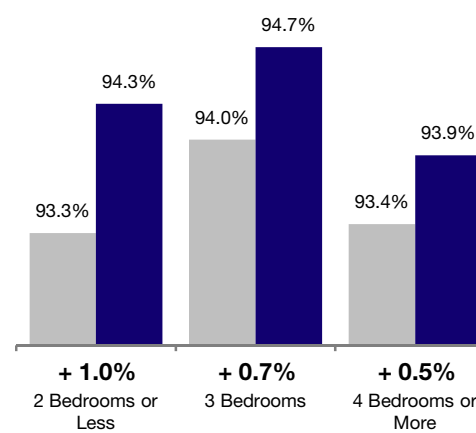
By Price Range

■ 10-2011 ■ 10-2012



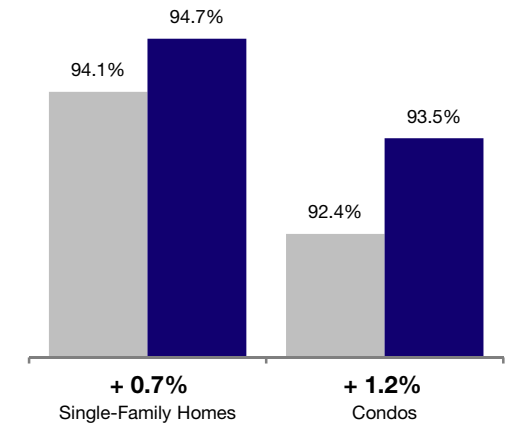
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	92.2%	93.8%	+ 1.8%
\$100,001 to \$225,000	94.6%	95.3%	+ 0.7%
\$225,001 to \$375,000	94.1%	95.1%	+ 1.0%
\$375,001 to \$650,000	94.0%	93.8%	- 0.2%
\$650,001 and Above	91.7%	91.3%	- 0.4%
All Price Ranges	93.6%	94.4%	+ 0.8%

Single-Family Homes

	10-2011	10-2012	Change
\$100,000 and Below	91.5%	93.8%	+ 2.4%
\$100,001 to \$225,000	95.1%	95.7%	+ 0.7%
\$225,001 to \$375,000	95.0%	95.8%	+ 0.8%
\$375,001 to \$650,000	94.3%	93.9%	- 0.4%
\$650,001 and Above	91.7%	91.3%	- 0.4%
All Price Ranges	94.1%	94.7%	+ 0.7%

Condos

	10-2011	10-2012	Change
\$100,000 and Below	92.6%	93.8%	+ 1.3%
\$100,001 to \$225,000	93.0%	94.0%	+ 1.1%
\$225,001 to \$375,000	91.5%	93.0%	+ 1.7%
\$375,001 to \$650,000	92.6%	93.2%	+ 0.7%
\$650,001 and Above	91.5%	91.1%	- 0.5%
All Price Ranges	92.4%	93.5%	+ 1.2%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	93.3%	94.3%	+ 1.0%
3 Bedrooms	94.0%	94.7%	+ 0.7%
4 Bedrooms or More	93.4%	93.9%	+ 0.5%
All Bedroom Counts	93.6%	94.4%	+ 0.8%

	10-2011	10-2012	Change
2 Bedrooms or Less	94.7%	95.5%	+ 0.8%
3 Bedrooms	94.3%	94.9%	+ 0.6%
4 Bedrooms or More	93.4%	93.9%	+ 0.5%
All Bedroom Counts	94.1%	94.7%	+ 0.7%

	10-2011	10-2012	Change
2 Bedrooms or Less	92.5%	93.5%	+ 1.1%
3 Bedrooms	92.4%	93.7%	+ 1.4%
4 Bedrooms or More	92.2%	92.4%	+ 0.3%
All Bedroom Counts	92.4%	93.5%	+ 1.2%

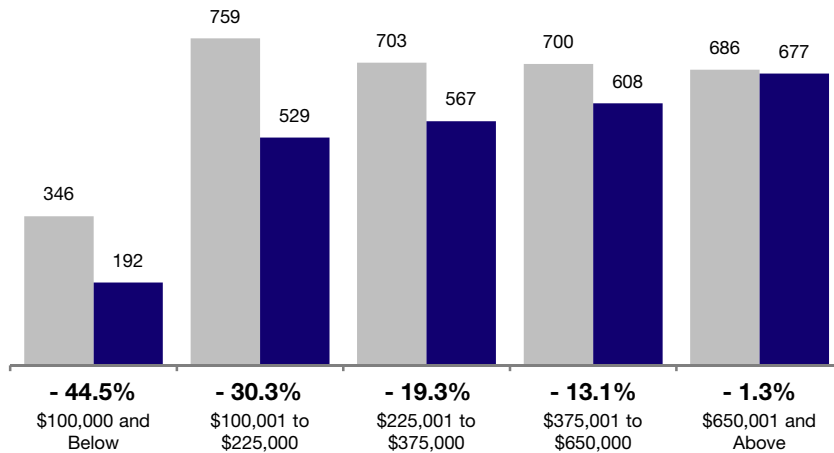
Inventory of Homes for Sale

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



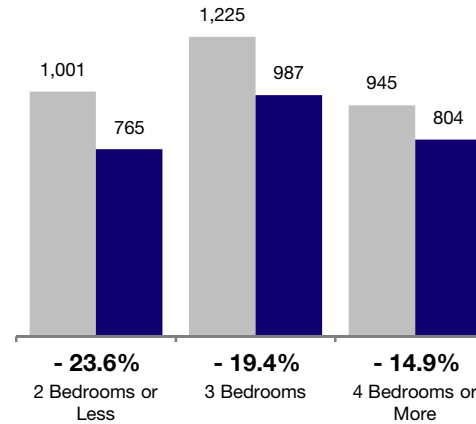
By Price Range

■ 10-2011 ■ 10-2012



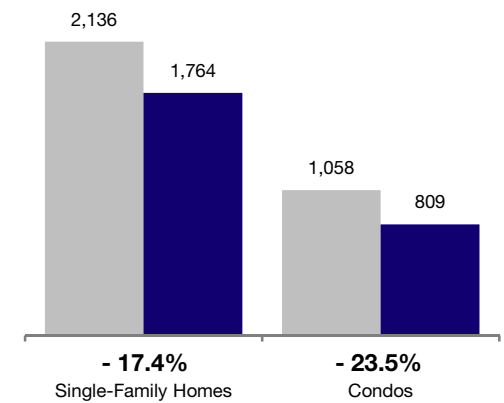
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	346	192	- 44.5%
\$100,001 to \$225,000	759	529	- 30.3%
\$225,001 to \$375,000	703	567	- 19.3%
\$375,001 to \$650,000	700	608	- 13.1%
\$650,001 and Above	686	677	- 1.3%
All Price Ranges	3,194	2,573	- 19.4%

Single-Family Homes

	10-2011	10-2012	Change
\$100,000 and Below	140	79	- 43.6%
\$100,001 to \$225,000	508	331	- 34.8%
\$225,001 to \$375,000	406	333	- 18.0%
\$375,001 to \$650,000	493	427	- 13.4%
\$650,001 and Above	589	594	+ 0.8%
All Price Ranges	2,136	1,764	- 17.4%

Condos

	10-2011	10-2012	Change
\$100,000 and Below	206	113	- 45.1%
\$100,001 to \$225,000	251	198	- 21.1%
\$225,001 to \$375,000	297	234	- 21.2%
\$375,001 to \$650,000	207	181	- 12.6%
\$650,001 and Above	97	83	- 14.4%
All Price Ranges	1,058	809	- 23.5%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	1,001	765	- 23.6%
3 Bedrooms	1,225	987	- 19.4%
4 Bedrooms or More	945	804	- 14.9%
All Bedroom Counts	3,194	2,573	- 19.4%

	10-2011	10-2012	Change
2 Bedrooms or Less	269	203	- 24.5%
3 Bedrooms	951	780	- 18.0%
4 Bedrooms or More	914	778	- 14.9%
All Bedroom Counts	2,136	1,764	- 17.4%

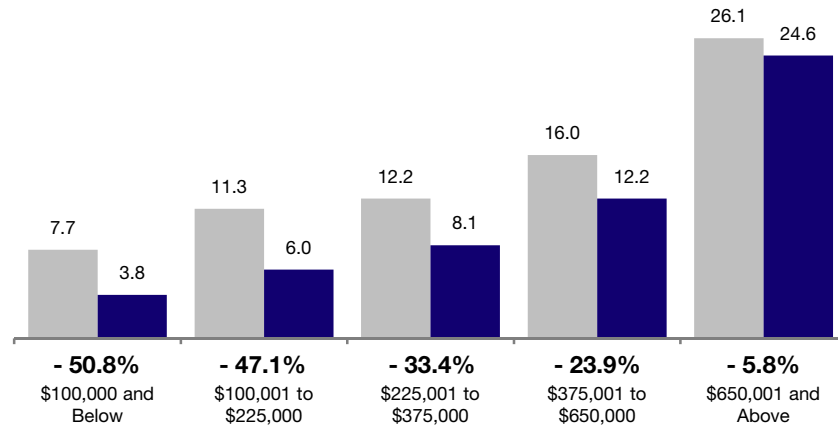
Months Supply of Inventory

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.



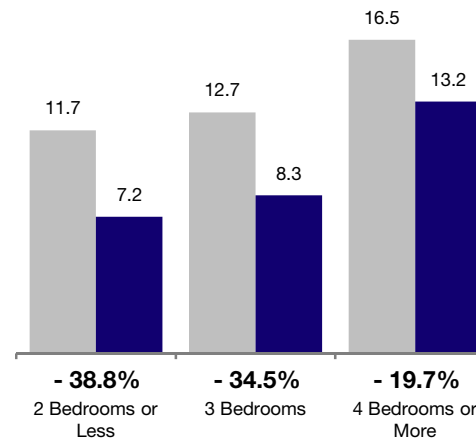
By Price Range

■ 10-2011 ■ 10-2012



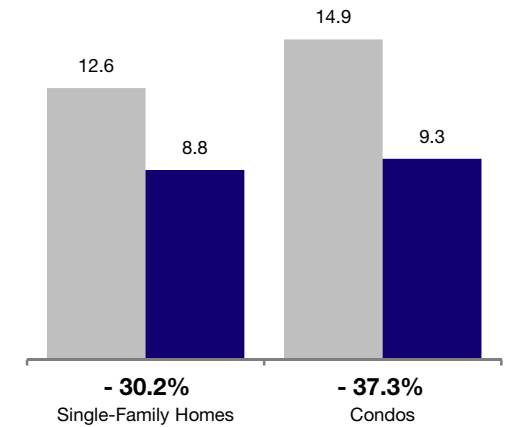
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	7.7	3.8	- 50.8%
\$100,001 to \$225,000	11.3	6.0	- 47.1%
\$225,001 to \$375,000	12.2	8.1	- 33.4%
\$375,001 to \$650,000	16.0	12.2	- 23.9%
\$650,001 and Above	26.1	24.6	- 5.8%
All Price Ranges	13.3	9.0	- 32.6%

Single-Family Homes

	10-2011	10-2012	Change
\$100,000 and Below	8.0	3.8	- 52.8%
\$100,001 to \$225,000	10.0	5.1	- 48.5%
\$225,001 to \$375,000	9.5	6.5	- 31.5%
\$375,001 to \$650,000	14.0	10.6	- 24.3%
\$650,001 and Above	25.7	25.2	- 2.0%
All Price Ranges	12.6	8.8	- 30.2%

Condos

	10-2011	10-2012	Change
\$100,000 and Below	7.5	3.8	- 49.4%
\$100,001 to \$225,000	15.3	8.2	- 46.6%
\$225,001 to \$375,000	19.6	12.4	- 36.8%
\$375,001 to \$650,000	23.9	18.6	- 22.3%
\$650,001 and Above	29.1	21.2	- 27.2%
All Price Ranges	14.9	9.3	- 37.3%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	11.7	7.2	- 38.8%
3 Bedrooms	12.7	8.3	- 34.5%
4 Bedrooms or More	16.5	13.2	- 19.7%
All Bedroom Counts	13.3	9.0	- 32.6%

	10-2011	10-2012	Change
2 Bedrooms or Less	8.4	4.9	- 41.1%
3 Bedrooms	11.9	7.8	- 33.8%
4 Bedrooms or More	16.1	13.1	- 18.9%
All Bedroom Counts	12.6	8.8	- 30.2%