

Housing Supply Overview

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



March 2013

With a full quarter worth of data, the keen market watcher is tracking just how 2013 is stacking up. For the 12-month period spanning April 2012 through March 2013, Pending Sales in the Hilton Head region were up 20.7 percent overall. The price range with the largest gain in sales was the \$225,001 to \$375,000 range, where they increased 30.5 percent.

The overall Median Sales Price was down 1.9 percent to \$228,125. The property type with the largest price gain was the Condo segment, where prices increased 26.7 percent to \$167,250. The price range that tended to sell the quickest was the \$100,000 and Below range at 89 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 189 days.

Market-wide, inventory levels were down 16.2 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 16.2 percent. That amounts to 8.0 months supply for Single-Family homes and 9.7 months supply for Condos.

Quick Facts

+ 30.5%	+ 23.7%	+ 24.1%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$225,001 to \$375,000	3 Bedrooms	Single-Family Homes

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
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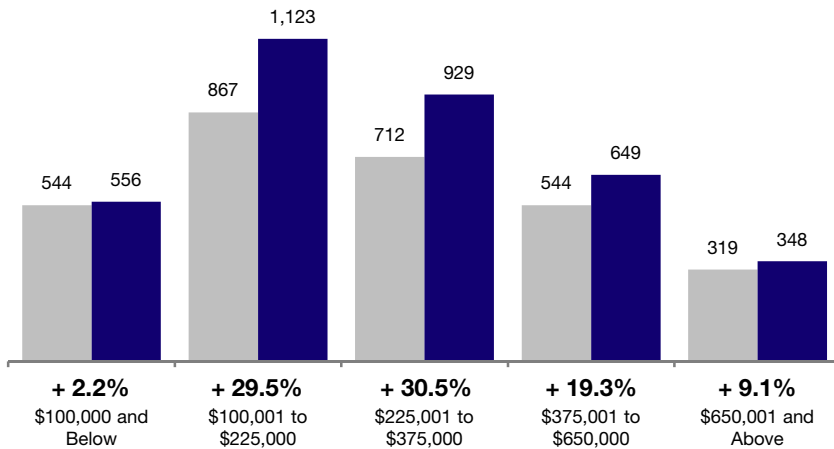
Pending Sales

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



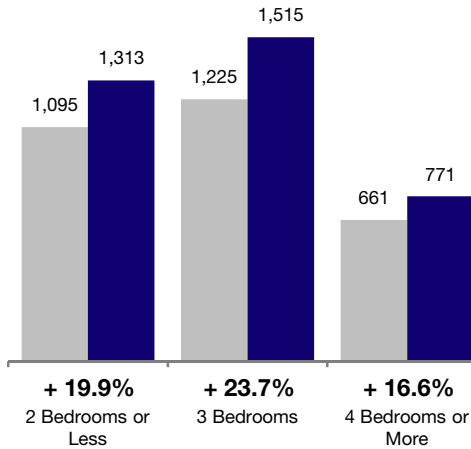
By Price Range

■ 3-2012 ■ 3-2013



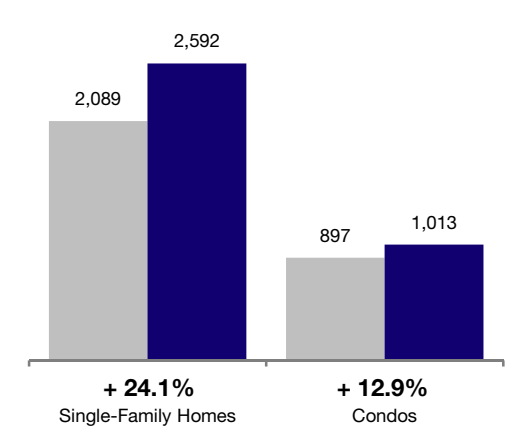
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

	3-2012	3-2013	Change
\$100,000 and Below	544	556	+ 2.2%
\$100,001 to \$225,000	867	1,123	+ 29.5%
\$225,001 to \$375,000	712	929	+ 30.5%
\$375,001 to \$650,000	544	649	+ 19.3%
\$650,001 and Above	319	348	+ 9.1%
All Price Ranges	2,986	3,605	+ 20.7%

Single-Family Homes

	3-2012	3-2013	Change
2 Bedrooms or Less	219	240	+ 9.6%
3 Bedrooms	643	822	+ 27.8%
4 Bedrooms or More	526	701	+ 33.3%
	426	529	+ 24.2%
	275	300	+ 9.1%
All Single-Family Homes	2,089	2,592	+ 24.1%

Condos

	3-2012	3-2013	Change
1 Bedroom	325	316	- 2.8%
2 Bedrooms	224	301	+ 34.4%
3 Bedrooms	186	228	+ 22.6%
4 Bedrooms or More	118	120	+ 1.7%
	44	48	+ 9.1%
All Condos	897	1,013	+ 12.9%

By Bedroom Count

	3-2012	3-2013	Change
2 Bedrooms or Less	1,095	1,313	+ 19.9%
3 Bedrooms	1,225	1,515	+ 23.7%
4 Bedrooms or More	661	771	+ 16.6%
All Bedroom Counts	2,986	3,605	+ 20.7%

	3-2012	3-2013	Change
2 Bedrooms or Less	424	549	+ 29.5%
3 Bedrooms	1,015	1,285	+ 26.6%
4 Bedrooms or More	649	757	+ 16.6%
All Single-Family Homes	2,089	2,592	+ 24.1%

	3-2012	3-2013	Change
1 Bedroom	671	764	+ 13.9%
2 Bedrooms	210	230	+ 9.5%
3 Bedrooms	12	14	+ 16.7%
All Condos	897	1,013	+ 12.9%

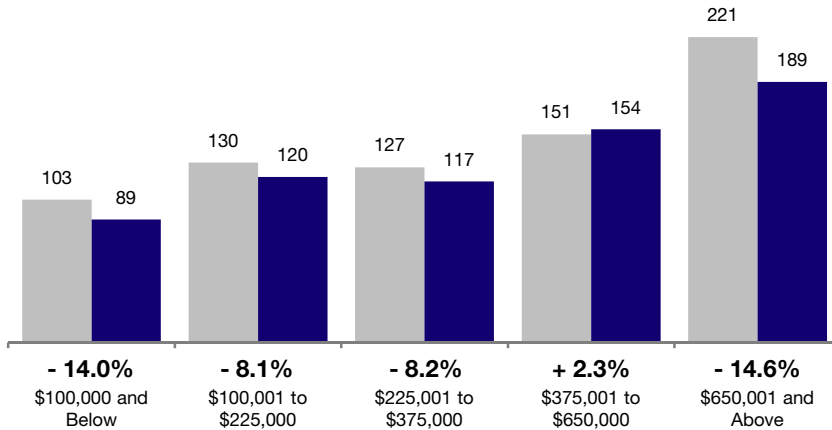
Days on Market Until Sale

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



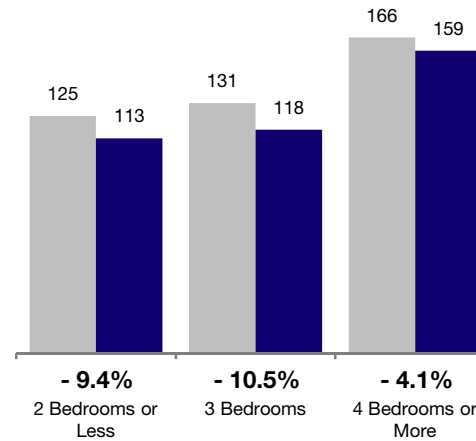
By Price Range

■ 3-2012 ■ 3-2013



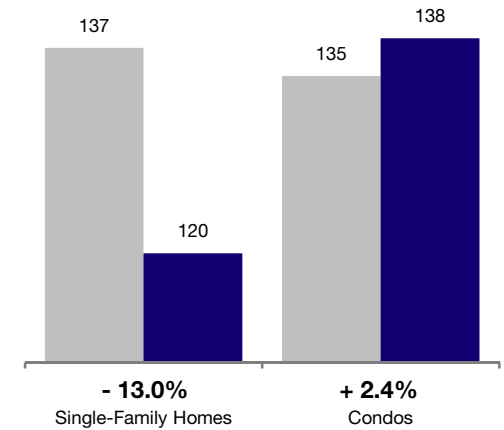
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

	3-2012	3-2013	Change
\$100,000 and Below	103	89	- 14.0%
\$100,001 to \$225,000	130	120	- 8.1%
\$225,001 to \$375,000	127	117	- 8.2%
\$375,001 to \$650,000	151	154	+ 2.3%
\$650,001 and Above	221	189	- 14.6%
All Price Ranges	137	125	- 8.7%

Single-Family Homes

	3-2012	3-2013	Change
\$100,000 and Below	117	90	- 22.8%
\$100,001 to \$225,000	127	104	- 18.2%
\$225,001 to \$375,000	110	105	- 5.1%
\$375,001 to \$650,000	145	151	+ 4.4%
\$650,001 and Above	226	188	- 16.9%
All Price Ranges	137	120	- 13.0%

Condos

	3-2012	3-2013	Change
\$100,000 and Below	95	88	- 7.6%
\$100,001 to \$225,000	140	162	+ 15.6%
\$225,001 to \$375,000	178	154	- 13.3%
\$375,001 to \$650,000	176	170	- 3.1%
\$650,001 and Above	188	198	+ 5.2%
All Price Ranges	135	138	+ 2.4%

By Bedroom Count

	3-2012	3-2013	Change
2 Bedrooms or Less	125	113	- 9.4%
3 Bedrooms	131	118	- 10.5%
4 Bedrooms or More	166	159	- 4.1%
All Bedroom Counts	137	125	- 8.7%

	3-2012	3-2013	Change
2 Bedrooms or Less	107	80	- 25.6%
3 Bedrooms	132	114	- 13.3%
4 Bedrooms or More	166	158	- 4.8%
All Bedroom Counts	137	120	- 13.0%

	3-2012	3-2013	Change
2 Bedrooms or Less	136	137	+ 0.4%
3 Bedrooms	130	136	+ 5.0%
4 Bedrooms or More	184	233	+ 27.0%
All Bedroom Counts	135	138	+ 2.4%

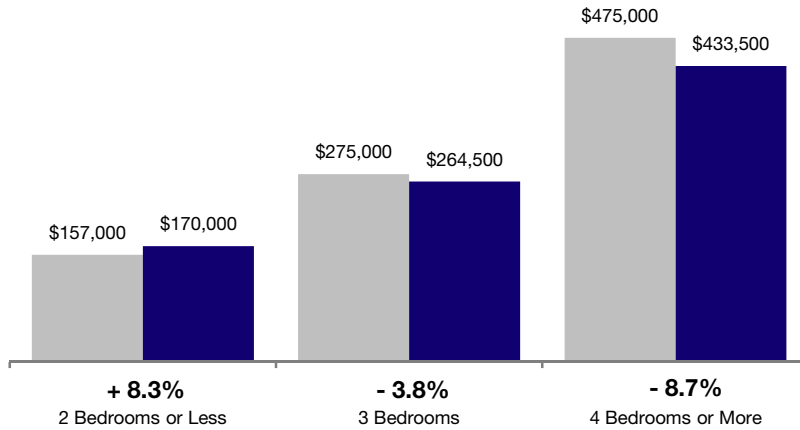
Median Sales Price

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



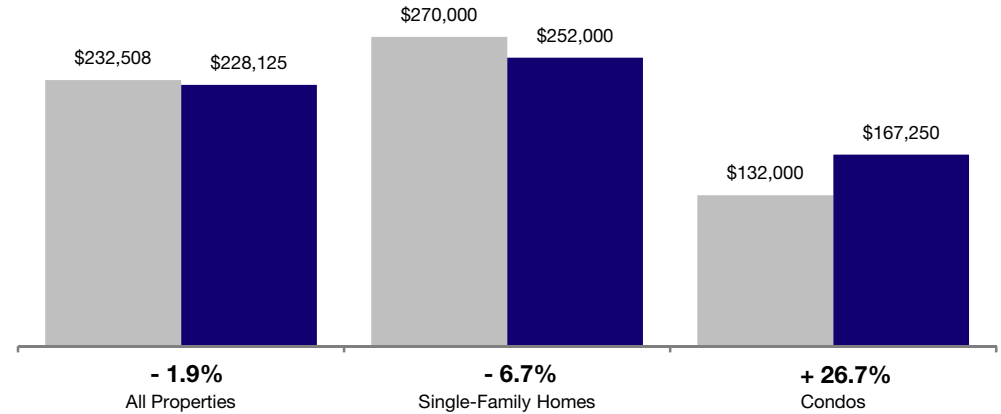
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



	All Properties			Single-Family Homes			Condos		
By Bedroom Count	3-2012	3-2013	Change	3-2012	3-2013	Change	3-2012	3-2013	Change
2 Bedrooms or Less	\$157,000	\$170,000	+ 8.3%	\$185,000	\$186,000	+ 0.5%	\$106,500	\$140,000	+ 31.5%
3 Bedrooms	\$275,000	\$264,500	- 3.8%	\$272,000	\$262,265	- 3.6%	\$285,000	\$275,000	- 3.5%
4 Bedrooms or More	\$475,000	\$433,500	- 8.7%	\$475,000	\$429,500	- 9.6%	\$500,000	\$675,000	+ 35.0%
All Bedroom Counts	\$232,508	\$228,125	- 1.9%	\$270,000	\$252,000	- 6.7%	\$132,000	\$167,250	+ 26.7%

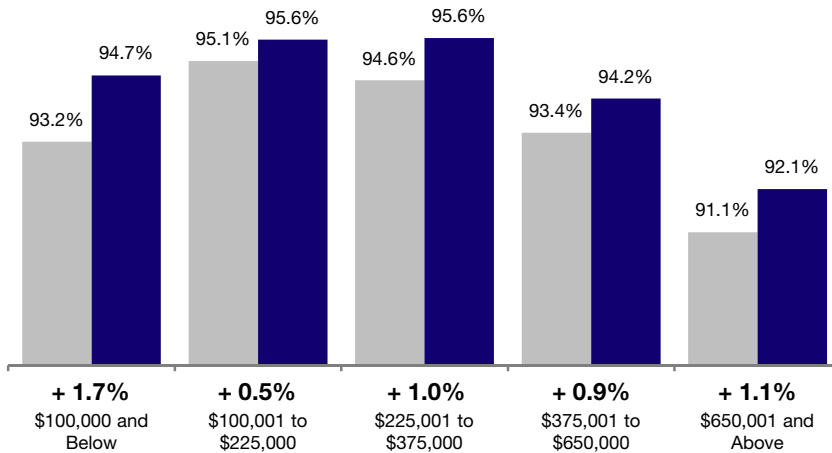
Percent of List Price Received

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.**



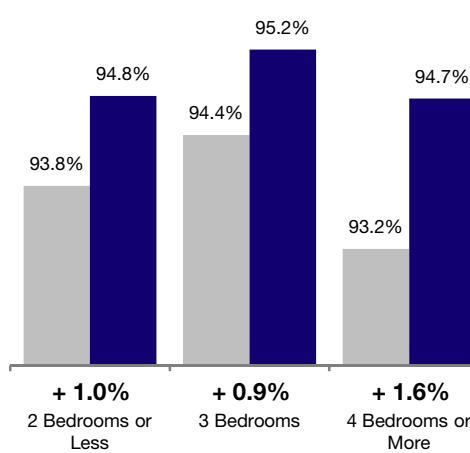
By Price Range

■ 3-2012 ■ 3-2013



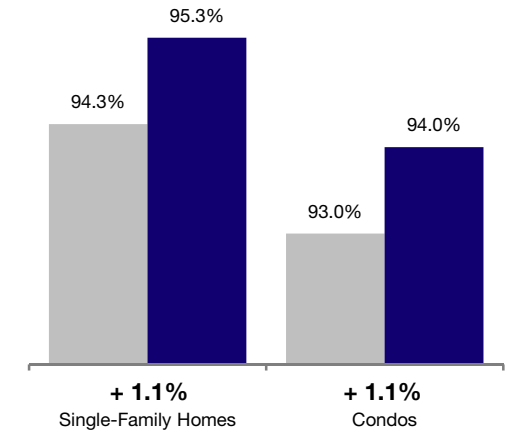
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

	3-2012	3-2013	Change
\$100,000 and Below	93.2%	94.7%	+ 1.7%
\$100,001 to \$225,000	95.1%	95.6%	+ 0.5%
\$225,001 to \$375,000	94.6%	95.6%	+ 1.0%
\$375,001 to \$650,000	93.4%	94.2%	+ 0.9%
\$650,001 and Above	91.1%	92.1%	+ 1.1%
All Price Ranges	93.9%	94.9%	+ 1.1%

Single-Family Homes

	3-2012	3-2013	Change
\$100,000 and Below	93.0%	94.6%	+ 1.6%
\$100,001 to \$225,000	95.5%	96.1%	+ 0.7%
\$225,001 to \$375,000	95.5%	96.3%	+ 0.9%
\$375,001 to \$650,000	93.5%	94.4%	+ 0.9%
\$650,001 and Above	91.2%	92.2%	+ 1.1%
All Price Ranges	94.3%	95.3%	+ 1.1%

Condos

	3-2012	3-2013	Change
\$100,000 and Below	93.3%	94.9%	+ 1.7%
\$100,001 to \$225,000	93.9%	94.1%	+ 0.3%
\$225,001 to \$375,000	92.0%	93.4%	+ 1.6%
\$375,001 to \$650,000	93.0%	93.4%	+ 0.5%
\$650,001 and Above	90.2%	91.4%	+ 1.3%
All Price Ranges	93.0%	94.0%	+ 1.1%

By Bedroom Count

	3-2012	3-2013	Change
2 Bedrooms or Less	93.8%	94.8%	+ 1.0%
3 Bedrooms	94.4%	95.2%	+ 0.9%
4 Bedrooms or More	93.2%	94.7%	+ 1.6%
All Bedroom Counts	93.9%	94.9%	+ 1.1%

	3-2012	3-2013	Change
2 Bedrooms or Less	95.2%	96.0%	+ 0.8%
3 Bedrooms	94.6%	95.3%	+ 0.7%
4 Bedrooms or More	93.2%	94.8%	+ 1.7%
All Bedroom Counts	94.3%	95.3%	+ 1.1%

	3-2012	3-2013	Change
2 Bedrooms or Less	93.0%	93.9%	+ 1.0%
3 Bedrooms	93.0%	94.9%	+ 2.0%
4 Bedrooms or More	91.1%	90.3%	- 0.9%
All Bedroom Counts	93.0%	94.0%	+ 1.1%

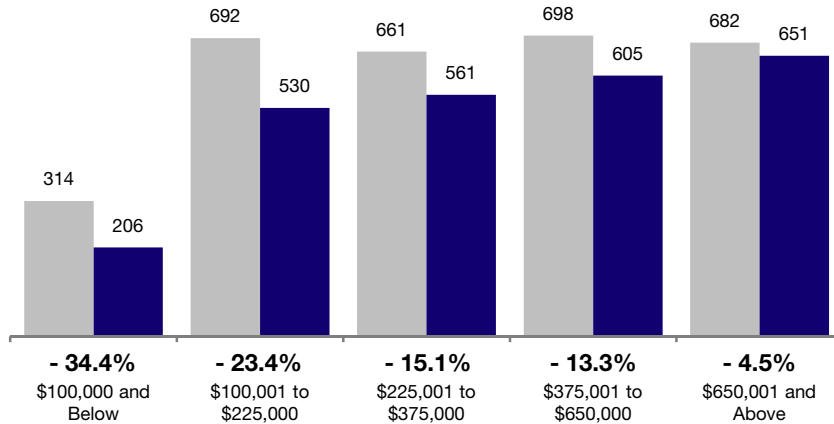
Inventory of Homes for Sale

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



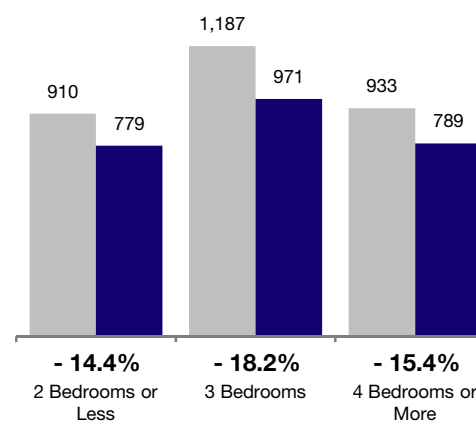
By Price Range

■ 3-2012 ■ 3-2013



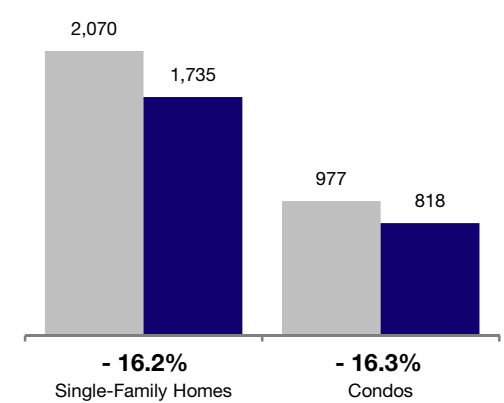
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

	3-2012	3-2013	Change
\$100,000 and Below	314	206	- 34.4%
\$100,001 to \$225,000	692	530	- 23.4%
\$225,001 to \$375,000	661	561	- 15.1%
\$375,001 to \$650,000	698	605	- 13.3%
\$650,001 and Above	682	651	- 4.5%
All Price Ranges	3,047	2,553	- 16.2%

Single-Family Homes

	3-2012	3-2013	Change
2 Bedrooms or Less	125	79	- 36.8%
3 Bedrooms	456	320	- 29.8%
4 Bedrooms or More	399	323	- 19.0%
	498	431	- 13.5%
	592	582	- 1.7%
All Single-Family Homes	2,070	1,735	- 16.2%

Condos

	3-2012	3-2013	Change
Single-Family Homes	189	127	- 32.8%
Condos	236	210	- 11.0%
	262	238	- 9.2%
	200	174	- 13.0%
	90	69	- 23.3%
All Condos	977	818	- 16.3%

By Bedroom Count

	3-2012	3-2013	Change
2 Bedrooms or Less	910	779	- 14.4%
3 Bedrooms	1,187	971	- 18.2%
4 Bedrooms or More	933	789	- 15.4%
All Bedroom Counts	3,047	2,553	- 16.2%

	3-2012	3-2013	Change
2 Bedrooms or Less	235	205	- 12.8%
3 Bedrooms	932	772	- 17.2%
4 Bedrooms or More	901	758	- 15.9%
All Single-Family Homes	2,070	1,735	- 16.2%
Single-Family Homes	675	574	- 15.0%
Condos	255	199	- 22.0%
	32	31	- 3.1%
All Condos	977	818	- 16.3%

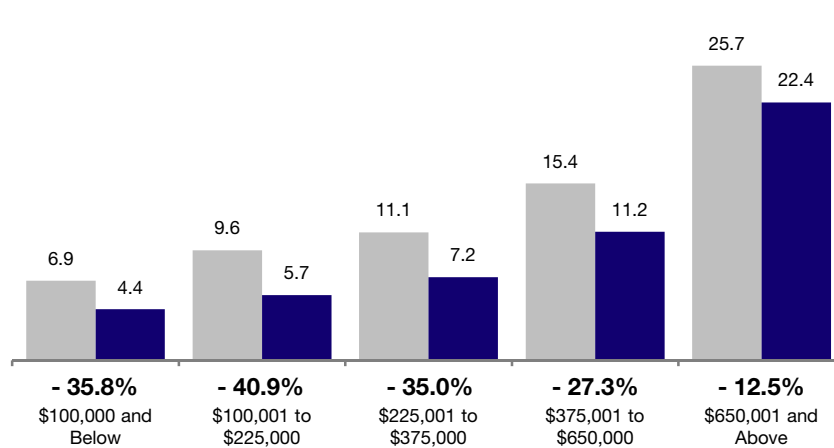
Months Supply of Inventory

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.



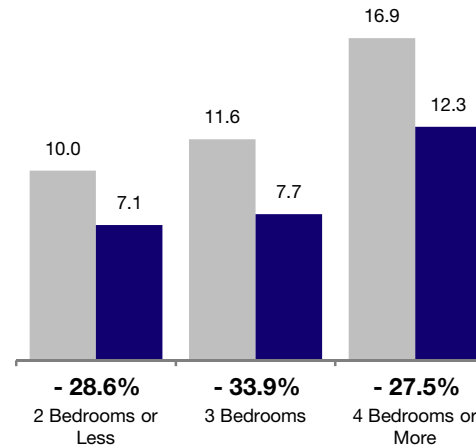
By Price Range

■ 3-2012 ■ 3-2013



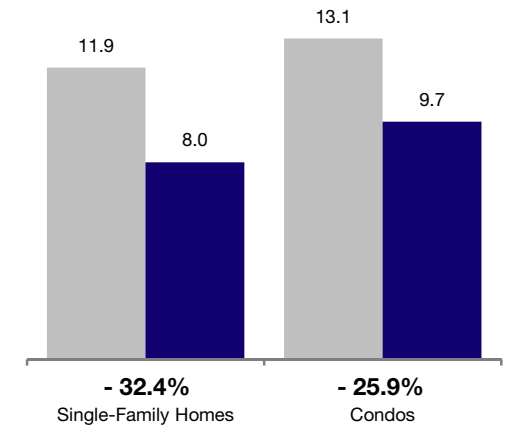
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

	3-2012	3-2013	Change
\$100,000 and Below	6.9	4.4	- 35.8%
\$100,001 to \$225,000	9.6	5.7	- 40.9%
\$225,001 to \$375,000	11.1	7.2	- 35.0%
\$375,001 to \$650,000	15.4	11.2	- 27.3%
\$650,001 and Above	25.7	22.4	- 12.5%
All Price Ranges	12.2	8.5	- 30.6%

Single-Family Homes

	3-2012	3-2013	Change
\$100,000 and Below	6.8	4.0	- 42.3%
\$100,001 to \$225,000	8.5	4.7	- 45.1%
\$225,001 to \$375,000	9.1	5.5	- 39.3%
\$375,001 to \$650,000	14.0	9.8	- 30.3%
\$650,001 and Above	25.8	23.3	- 9.9%
All Price Ranges	11.9	8.0	- 32.4%

Condos

	3-2012	3-2013	Change
\$100,000 and Below	7.0	4.8	- 30.9%
\$100,001 to \$225,000	12.6	8.4	- 33.8%
\$225,001 to \$375,000	16.9	12.5	- 25.9%
\$375,001 to \$650,000	20.3	17.4	- 14.5%
\$650,001 and Above	24.5	17.3	- 29.7%
All Price Ranges	13.1	9.7	- 25.9%

By Bedroom Count

	3-2012	3-2013	Change
2 Bedrooms or Less	10.0	7.1	- 28.6%
3 Bedrooms	11.6	7.7	- 33.9%
4 Bedrooms or More	16.9	12.3	- 27.5%
All Bedroom Counts	12.2	8.5	- 30.6%

	3-2012	3-2013	Change
2 Bedrooms or Less	6.7	4.5	- 32.6%
3 Bedrooms	11.0	7.2	- 34.6%
4 Bedrooms or More	16.7	12.0	- 27.9%
All Bedroom Counts	11.9	8.0	- 32.4%

	3-2012	3-2013	Change
2 Bedrooms or Less	12.1	9.0	- 25.3%
3 Bedrooms	14.6	10.4	- 28.7%
4 Bedrooms or More	24.0	19.9	- 17.0%
All Bedroom Counts	13.1	9.7	- 25.9%