

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



January 2022

The average 30-year fixed-rate mortgage ended the month at 3.55%, nearly a full point higher than the low of 2.65% recorded in January 2020, with residential borrowing costs now the highest they've been since March 2020, according to Freddie Mac. As rates continue to rise, home price growth is predicted to increase at a more moderate pace. While declining home affordability may temper buyer activity, the chronic lack of supply across most housing market segments appears unlikely to change significantly in the near future. For the 12-month period spanning February 2021 through January 2022, Pending Sales in the Hilton Head region were down 3.9 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 17.0 percent.

The overall Median Sales Price was up 12.2 percent to \$415,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 19.3 percent to \$330,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 80 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 108 days.

Market-wide, inventory levels were down 53.8 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 53.3 percent. That amounts to 0.7 months supply for Single-Family homes and 0.5 months supply for Condos.

Quick Facts

+ 17.0%

+ 7.8%

- 6.0%

Price Range With the Strongest Sales:
\$650,001 and Above

Bedroom Count With Strongest Sales:
2 Bedrooms or Less

Property Type With Strongest Sales:
Single-Family

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

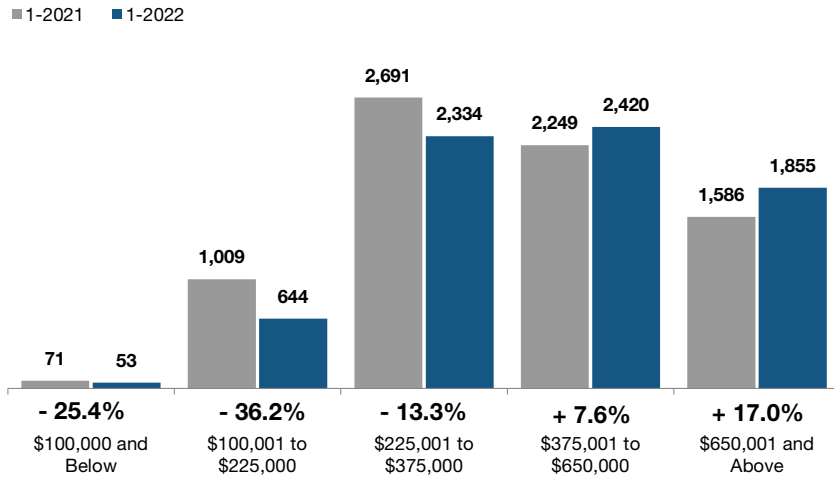


Pending Sales

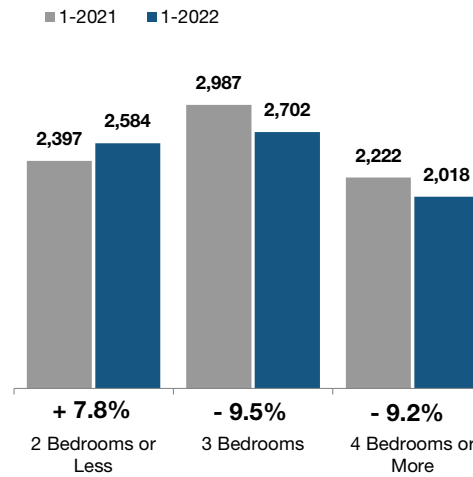
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



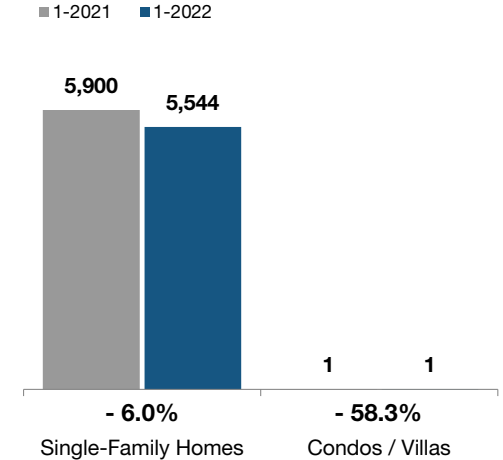
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	71	53	-25.4%
\$100,001 to \$225,000	1,009	644	-36.2%
\$225,001 to \$375,000	2,691	2,334	-13.3%
\$375,001 to \$650,000	2,249	2,420	+7.6%
\$650,001 and Above	1,586	1,855	+17.0%
All Price Ranges	7,606	7,306	-3.9%

Single-Family Homes

1-2021	1-2022	Change	1-2021	1-2022	Change
31	15	-51.6%	4	0	-91.7%
422	234	-44.5%	1	0	-83.3%
2,167	1,821	-16.0%	1	1	-36.4%
1,849	1,862	+0.7%	1	1	-45.5%
1,431	1,612	+12.6%	1	1	-64.3%
5,900	5,544	-6.0%	1	1	-58.3%

Condos / Villas

By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	2,397	2,584	+7.8%
3 Bedrooms	2,987	2,702	-9.5%
4 Bedrooms or More	2,222	2,018	-9.2%
All Bedroom Counts	7,606	7,306	-3.9%

1-2021	1-2022	Change	1-2021	1-2022	Change
1,106	1,244	+12.5%	1	1	-58.3%
2,609	2,309	-11.5%	1	0	-66.7%
2,185	1,989	-9.0%	1	1	-33.3%
5,900	5,544	-6.0%	1	1	-58.3%

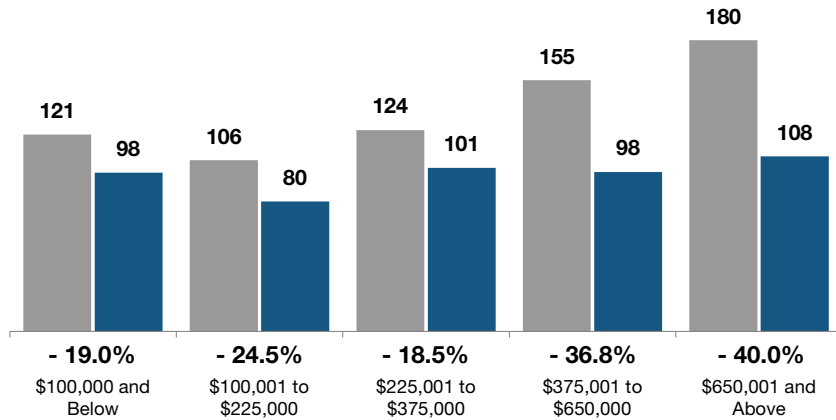
Days on Market Until Sale

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



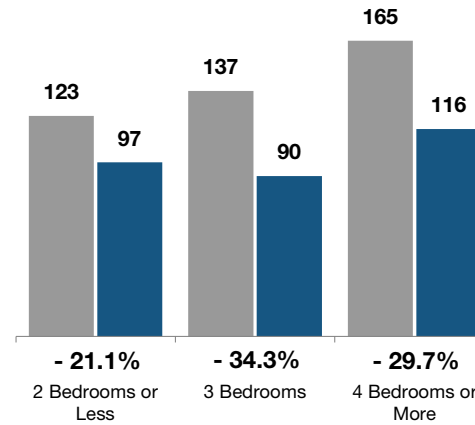
By Price Range

■ 1-2021 ■ 1-2022



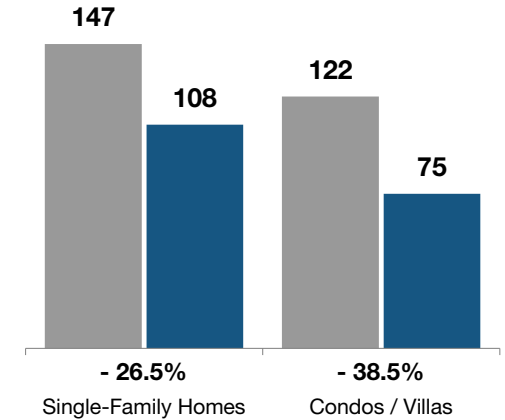
By Bedroom Count

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	121	98	- 19.0%
\$100,001 to \$225,000	106	80	- 24.5%
\$225,001 to \$375,000	124	101	- 18.5%
\$375,001 to \$650,000	155	98	- 36.8%
\$650,001 and Above	180	108	- 40.0%
All Price Ranges	141	100	- 29.1%

Single-Family Homes

1-2021	1-2022	Change
112	99	- 11.4%
114	83	- 26.8%
126	109	- 13.0%
157	107	- 31.9%
181	111	- 38.4%
147	108	- 26.5%

Condos / Villas

1-2021	1-2022	Change
128	97	- 24.2%
99	79	- 20.2%
118	70	- 40.7%
146	71	- 51.4%
169	83	- 50.9%
122	75	- 38.5%

By Bedroom Count

By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	123	97	- 21.1%
3 Bedrooms	137	90	- 34.3%
4 Bedrooms or More	165	116	- 29.7%
All Bedroom Counts	141	100	- 29.1%

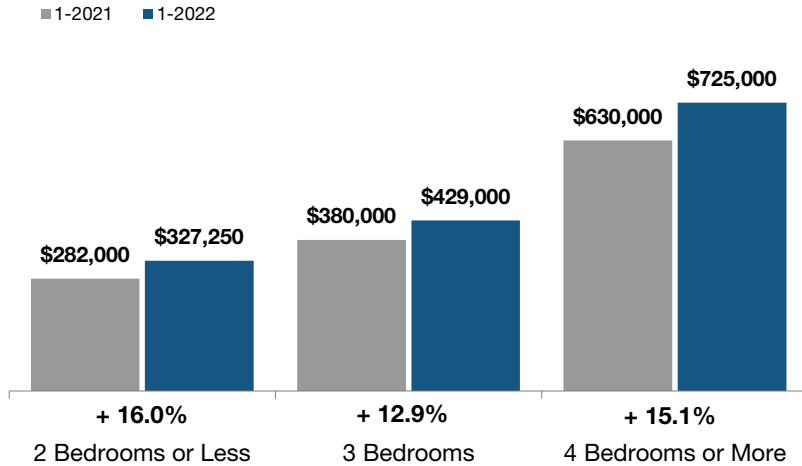
1-2021	1-2022	Change	1-2021	1-2022	Change
135	130	- 3.6%	114	73	- 36.0%
137	92	- 33.0%	142	78	- 45.1%
165	116	- 29.8%	169	112	- 33.7%
147	108	- 26.5%	122	75	- 38.5%

Median Sales Price

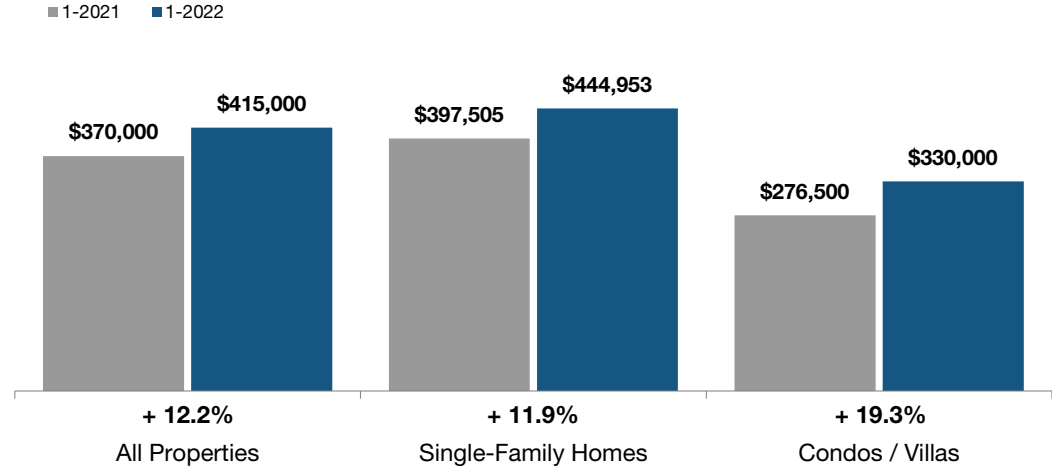
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count

	1-2021	1-2022	Change
2 Bedrooms or Less	\$282,000	\$327,250	+ 16.0%
3 Bedrooms	\$380,000	\$429,000	+ 12.9%
4 Bedrooms or More	\$630,000	\$725,000	+ 15.1%
All Bedroom Counts	\$370,000	\$415,000	+ 12.2%

Single-Family Homes

	1-2021	1-2022	Change
	\$303,265	\$343,943	+ 13.4%
	\$377,500	\$417,958	+ 10.7%
	\$629,245	\$725,000	+ 15.2%
All Single-Family Homes	\$397,505	\$444,953	+ 11.9%

Condos / Villas

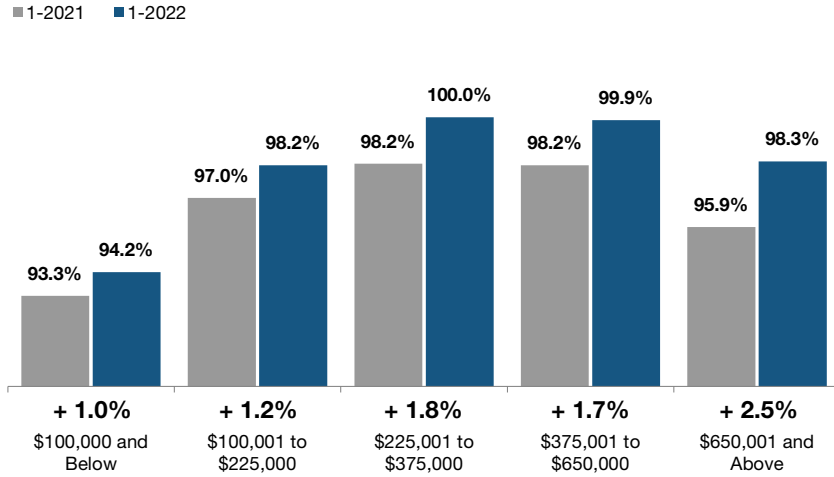
	1-2021	1-2022	Change
	\$240,000	\$290,000	+ 20.8%
	\$400,000	\$495,000	+ 23.8%
	\$685,000	\$715,000	+ 4.4%
All Condos / Villas	\$276,500	\$330,000	+ 19.3%

Percent of List Price Received

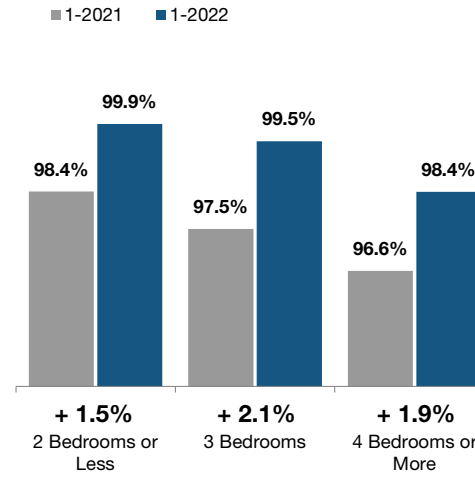
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



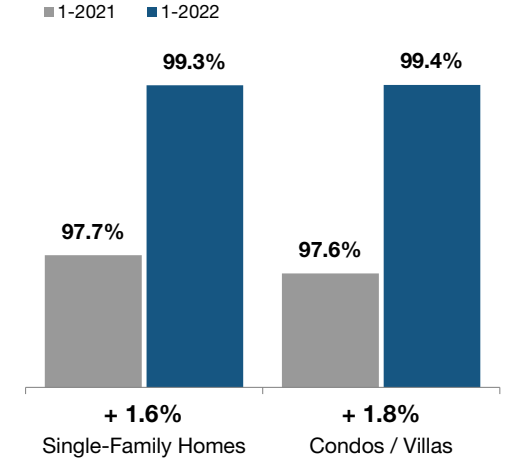
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	93.3%	94.2%	+ 1.0%
\$100,001 to \$225,000	97.0%	98.2%	+ 1.2%
\$225,001 to \$375,000	98.2%	100.0%	+ 1.8%
\$375,001 to \$650,000	98.2%	99.9%	+ 1.7%
\$650,001 and Above	95.9%	98.3%	+ 2.5%
All Price Ranges	97.5%	99.3%	+ 1.8%

Single-Family Homes

1-2021	1-2022	Change
90.8%	95.8%	+ 5.5%
97.4%	98.3%	+ 0.9%
98.6%	100.2%	+ 1.6%
98.4%	99.8%	+ 1.4%
95.8%	98.2%	+ 2.5%
97.7%	99.3%	+ 1.6%

Condos / Villas

1-2021	1-2022	Change
94.4%	87.0%	- 3.3%
97.2%	99.1%	+ 2.0%
97.7%	99.2%	+ 1.5%
98.4%	99.5%	+ 1.1%
97.7%	100.2%	+ 2.6%
97.6%	99.4%	+ 1.8%

By Bedroom Count

1-2021	1-2022	Change
98.4%	99.9%	+ 1.5%
97.5%	99.5%	+ 2.1%
96.6%	98.4%	+ 1.9%
97.5%	99.3%	+ 1.8%

1-2021	1-2022	Change
100.3%	100.9%	+ 0.6%
97.7%	99.5%	+ 1.8%
96.6%	98.4%	+ 1.9%
97.7%	99.3%	+ 1.6%

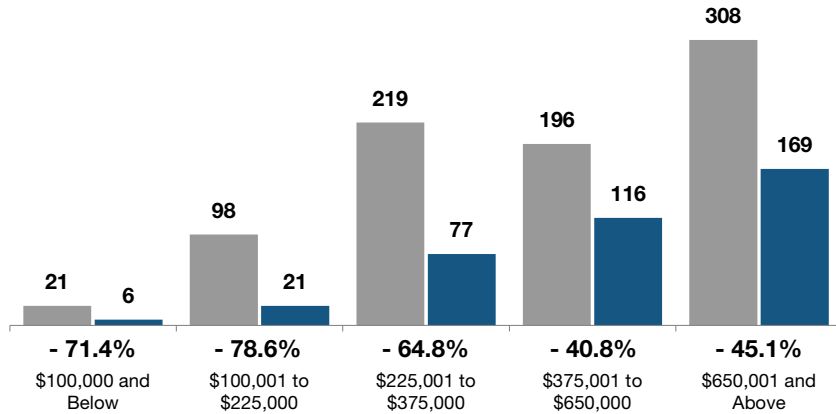
Inventory of Homes for Sale

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



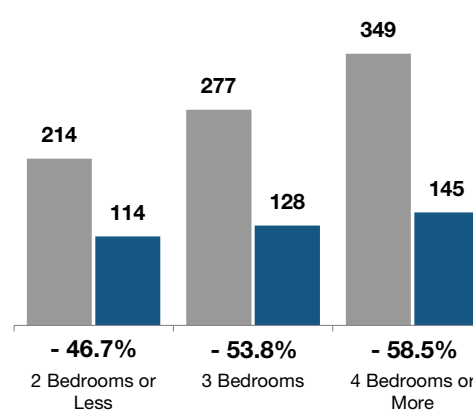
By Price Range

■ 1-2021 ■ 1-2022



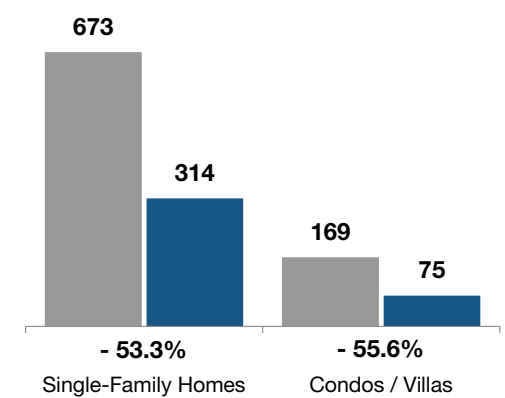
By Bedroom Count

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



All Properties

By Price Range

	1-2021	1-2022	Change
\$100,000 and Below	21	6	- 71.4%
\$100,001 to \$225,000	98	21	- 78.6%
\$225,001 to \$375,000	219	77	- 64.8%
\$375,001 to \$650,000	196	116	- 40.8%
\$650,001 and Above	308	169	- 45.1%
All Price Ranges	842	389	- 53.8%

Single-Family Homes

	1-2021	1-2022	Change
2 Bedrooms or Less	9	5	- 44.4%
3 Bedrooms	40	15	- 62.5%
4 Bedrooms or More	173	46	- 73.4%
	161	90	- 44.1%
	290	158	- 45.5%
All Single-Family Homes	673	314	- 53.3%

Condos / Villas

	1-2021	1-2022	Change
	12	1	- 91.7%
	58	6	- 89.7%
	46	31	- 32.6%
	35	26	- 25.7%
	18	11	- 38.9%
All Condos / Villas	169	75	- 55.6%

By Bedroom Count

	1-2021	1-2022	Change
2 Bedrooms or Less	214	114	- 46.7%
3 Bedrooms	277	128	- 53.8%
4 Bedrooms or More	349	145	- 58.5%
All Bedroom Counts	842	389	- 53.8%

	1-2021	1-2022	Change
2 Bedrooms or Less	86	55	- 36.0%
3 Bedrooms	240	114	- 52.5%
4 Bedrooms or More	345	143	- 58.6%
All Single-Family Homes	673	314	- 53.3%

	1-2021	1-2022	Change
	128	59	- 53.9%
	37	14	- 62.2%
	4	2	- 50.0%
All Condos / Villas	169	75	- 55.6%

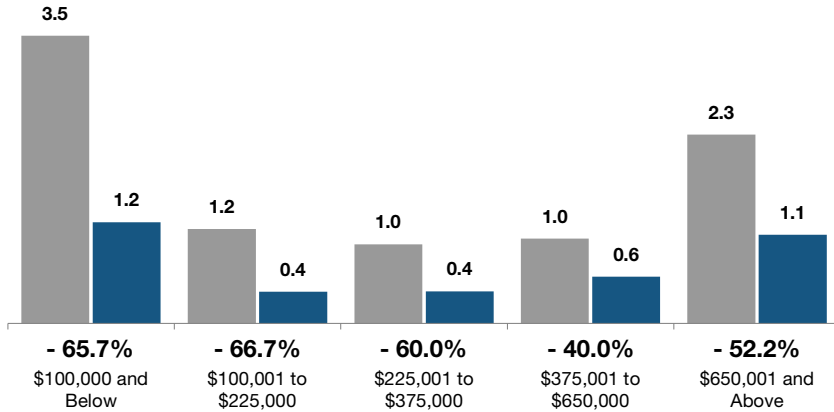
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



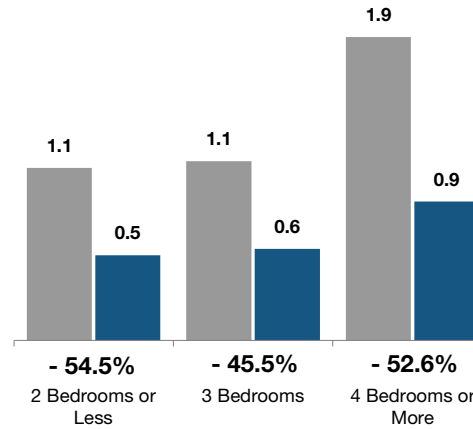
By Price Range

■ 1-2021 ■ 1-2022



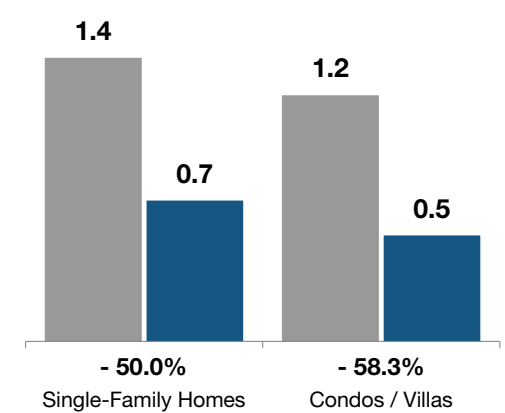
By Bedroom Count

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



All Properties

By Price Range

	1-2021	1-2022	Change
\$100,000 and Below	3.5	1.2	- 65.7%
\$100,001 to \$225,000	1.2	0.4	- 66.7%
\$225,001 to \$375,000	1.0	0.4	- 60.0%
\$375,001 to \$650,000	1.0	0.6	- 40.0%
\$650,001 and Above	2.3	1.1	- 52.2%
All Price Ranges	1.3	0.6	- 53.8%

Single-Family Homes

	1-2021	1-2022	Change
\$100,000 and Below	3.5	2.3	- 34.3%
\$100,001 to \$225,000	1.1	0.8	- 27.3%
\$225,001 to \$375,000	1.0	0.3	- 70.0%
\$375,001 to \$650,000	1.0	0.6	- 40.0%
\$650,001 and Above	2.4	1.2	- 50.0%
All Price Ranges	1.4	0.7	- 50.0%

Condos / Villas

	1-2021	1-2022	Change
\$100,000 and Below	3.6	0.3	- 91.7%
\$100,001 to \$225,000	1.2	0.2	- 83.3%
\$225,001 to \$375,000	1.1	0.7	- 36.4%
\$375,001 to \$650,000	1.1	0.6	- 45.5%
\$650,001 and Above	1.4	0.5	- 64.3%
All Price Ranges	1.2	0.5	- 58.3%

By Bedroom Count

	1-2021	1-2022	Change
2 Bedrooms or Less	1.1	0.5	- 54.5%
3 Bedrooms	1.1	0.6	- 45.5%
4 Bedrooms or More	1.9	0.9	- 52.6%
All Bedroom Counts	1.3	0.6	- 53.8%

	1-2021	1-2022	Change
2 Bedrooms or Less	0.9	0.5	- 44.4%
3 Bedrooms	1.1	0.6	- 45.5%
4 Bedrooms or More	1.9	0.9	- 52.6%
All Bedroom Counts	1.4	0.7	- 50.0%

	1-2021	1-2022	Change
2 Bedrooms or Less	1.2	0.5	- 58.3%
3 Bedrooms	1.2	0.4	- 66.7%
4 Bedrooms or More	1.2	0.8	- 33.3%
All Bedroom Counts	1.2	0.5	- 58.3%