

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2023

Sales of new single-family homes decreased 8.7% month-over-month, to a seasonally adjusted annual rate of 675,000 units, according to the U.S. Census Bureau, the slowest pace since March. Higher mortgage interest rates are taking their toll on buyer demand, and a number of buyers are choosing to postpone their next home purchase until rates move lower. With sales softening, builder confidence also declined, falling five points to 45 in September, according to the National Association of Home Builders (NAHB). For the 12-month period spanning October 2022 through September 2023, Pending Sales in the Beaufort-Jasper County REALTORS® region were down 6.2 percent overall. The price range with the largest pending sales gain was the \$500,001 to \$750,000 range, where sales improved 17.4 percent.

The overall Median Sales Price were up 8.3 percent to \$390,000. The property type with the largest gain was the Condos segment, where prices improved 18.9 percent to \$315,000. The price range that tended to sell the quickest was the \$150,000 and Below range at 56 days. The price range that tended to sell the slowest was the \$750,001 to \$1,000,000 range at 119 days.

Market-wide, inventory levels went up 22.3 percent. The property type with the largest gain was the Condos segment, where the number of properties for sale increased 77.0 percent. That amounts to 2.1 months of inventory for Single-Family Homes and 4.0 months of inventory for Condos.

Quick Facts

+ 17.4%

- 1.4%

- 5.7%

Price Range with
Strongest Sales:
\$500,001 to \$750,000

Bedroom Count with
Strongest Sales:
4 Bedrooms or More

Property Type With
Strongest Sales:
Single-Family Homes

Pending Sales	2
Closed Sales	3
Days On Market Until Sale	4
Median Sales Price	5
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Inventory of Homes for Sale	7
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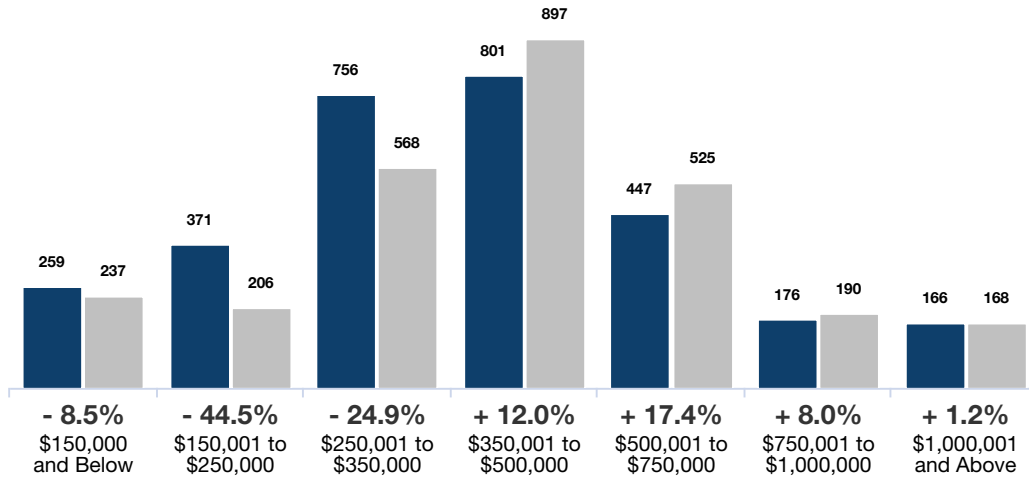
Pending Sales



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

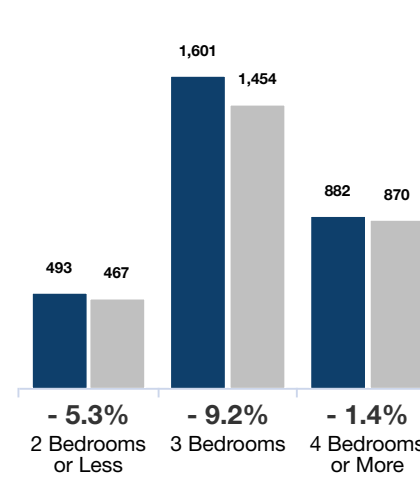
By Price Range

■ 9-2022 ■ 9-2023



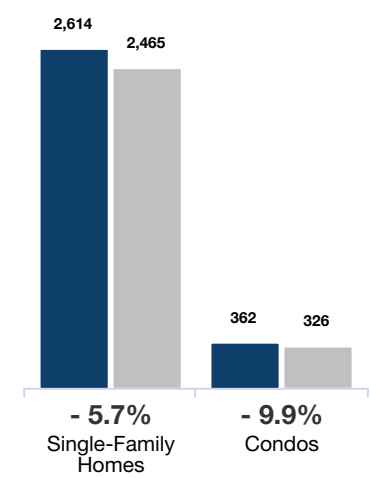
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



All Properties

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	259	237	- 8.5%
\$150,001 to \$250,000	371	206	- 44.5%
\$250,001 to \$350,000	756	568	- 24.9%
\$350,001 to \$500,000	801	897	+ 12.0%
\$500,001 to \$750,000	447	525	+ 17.4%
\$750,001 to \$1,000,000	176	190	+ 8.0%
\$1,000,001 and Above	166	168	+ 1.2%
All Price Ranges	2,976	2,791	- 6.2%

Single-Family Homes

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	212	209	- 1.4%
3 Bedrooms	262	134	- 48.9%
4 Bedrooms or More	650	466	- 28.3%
2 Bedrooms or Less	263	265	+ 0.8%
3 Bedrooms	1,487	1,346	- 9.5%
4 Bedrooms or More	864	854	- 1.2%
All Bedroom Counts	2,614	2,465	- 5.7%

Condos

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	47	28	- 40.4%
\$150,001 to \$250,000	109	72	- 33.9%
\$250,001 to \$350,000	106	102	- 3.8%
\$350,001 to \$500,000	57	68	+ 19.3%
\$500,001 to \$750,000	29	41	+ 41.4%
\$750,001 to \$1,000,000	8	8	0.0%
\$1,000,001 and Above	6	7	+ 16.7%
All Price Ranges	362	326	- 9.9%

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	493	467	- 5.3%
3 Bedrooms	1,601	1,454	- 9.2%
4 Bedrooms or More	882	870	- 1.4%
All Bedroom Counts	2,976	2,791	- 6.2%

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	212	209	- 1.4%
\$150,001 to \$250,000	262	134	- 48.9%
\$250,001 to \$350,000	650	466	- 28.3%
\$350,001 to \$500,000	744	829	+ 11.4%
\$500,001 to \$750,000	418	484	+ 15.8%
\$750,001 to \$1,000,000	168	182	+ 8.3%
\$1,000,001 and Above	160	161	+ 0.6%
All Price Ranges	2,614	2,465	- 5.7%

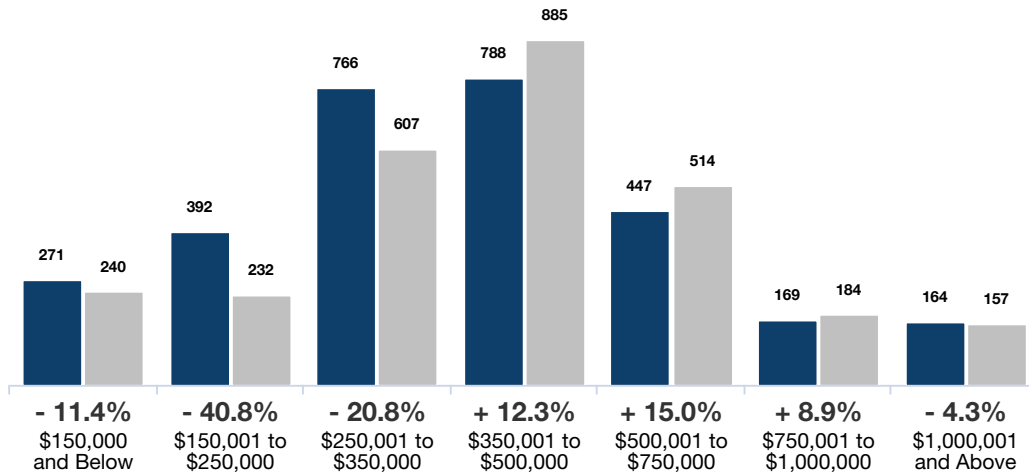
Closed Sales



A count of the actual sales that closed. **Based on a rolling 12-month total.**

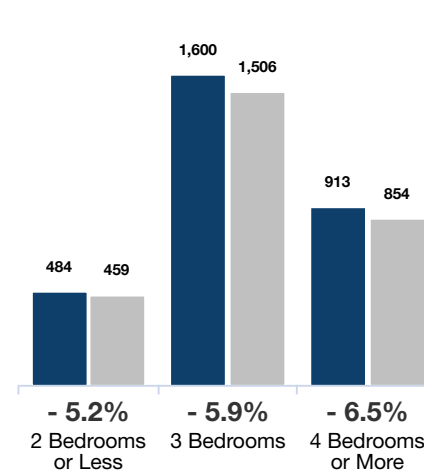
By Price Range

■ 9-2022 ■ 9-2023



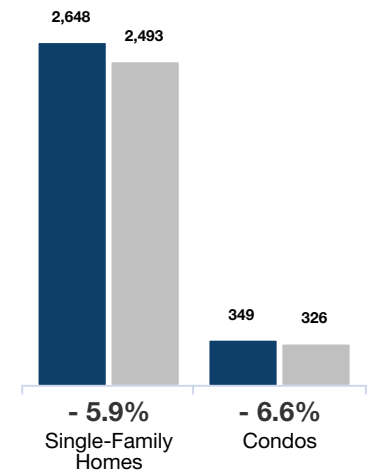
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



All Properties

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	271	240	- 11.4%
\$150,001 to \$250,000	392	232	- 40.8%
\$250,001 to \$350,000	766	607	- 20.8%
\$350,001 to \$500,000	788	885	+ 12.3%
\$500,001 to \$750,000	447	514	+ 15.0%
\$750,001 to \$1,000,000	169	184	+ 8.9%
\$1,000,001 and Above	164	157	- 4.3%
All Price Ranges	2,997	2,819	- 5.9%

Single-Family Homes

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	223	212	- 4.9%
3 Bedrooms	276	153	- 44.6%
4 Bedrooms or More	674	507	- 24.8%
2 Bedrooms or Less	261	250	- 4.2%
3 Bedrooms	1,490	1,402	- 5.9%
4 Bedrooms or More	897	841	- 6.2%
All Bedroom Counts	2,648	2,493	- 5.9%

Condos

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	48	28	- 41.7%
\$150,001 to \$250,000	116	79	- 31.9%
\$250,001 to \$350,000	92	100	+ 8.7%
\$350,001 to \$500,000	51	67	+ 31.4%
\$500,001 to \$750,000	25	38	+ 52.0%
\$750,001 to \$1,000,000	11	9	- 18.2%
\$1,000,001 and Above	6	5	- 16.7%
All Price Ranges	349	326	- 6.6%

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	484	459	- 5.2%
3 Bedrooms	1,600	1,506	- 5.9%
4 Bedrooms or More	913	854	- 6.5%
All Bedroom Counts	2,997	2,819	- 5.9%

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	223	212	- 4.9%
\$150,001 to \$250,000	276	153	- 44.6%
\$250,001 to \$350,000	674	507	- 24.8%
\$350,001 to \$500,000	737	818	+ 11.0%
\$500,001 to \$750,000	422	476	+ 12.8%
\$750,001 to \$1,000,000	158	175	+ 10.8%
\$1,000,001 and Above	158	152	- 3.8%
All Price Ranges	2,648	2,493	- 5.9%

Days On Market Until Sale

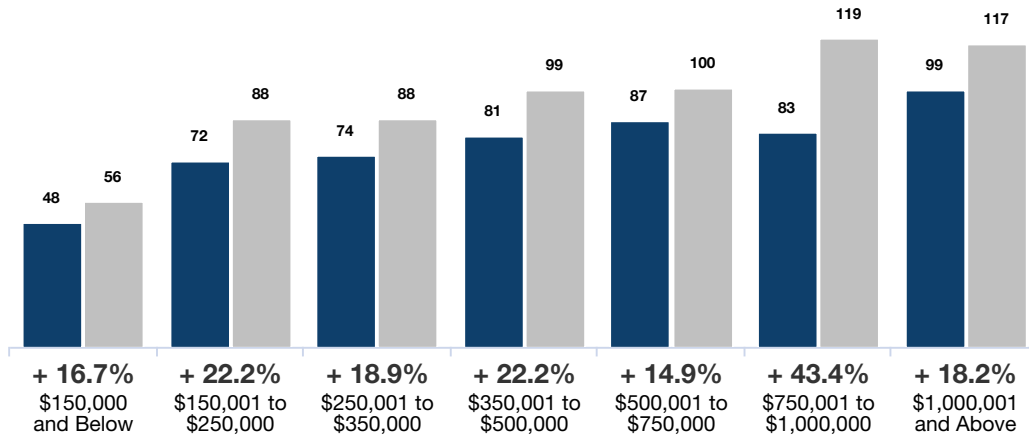


Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.

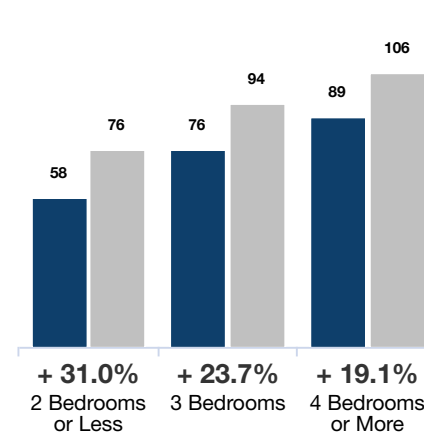
By Price Range

■ 9-2022 ■ 9-2023



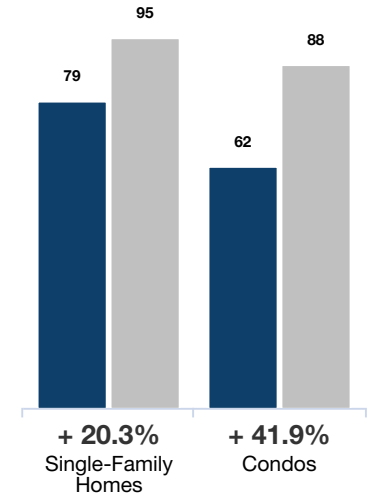
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



All Properties

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	48	56	+ 16.7%
\$150,001 to \$250,000	72	88	+ 22.2%
\$250,001 to \$350,000	74	88	+ 18.9%
\$350,001 to \$500,000	81	99	+ 22.2%
\$500,001 to \$750,000	87	100	+ 14.9%
\$750,001 to \$1,000,000	83	119	+ 43.4%
\$1,000,001 and Above	99	117	+ 18.2%
All Price Ranges	77	94	+ 22.1%

Single-Family Homes

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	58	76	+ 31.0%
3 Bedrooms	76	94	+ 23.7%
4 Bedrooms or More	89	106	+ 19.1%
All Bedroom Counts	77	94	+ 22.1%

Condos

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	46	39	- 15.2%
\$150,001 to \$250,000	61	100	+ 63.9%
\$250,001 to \$350,000	57	70	+ 22.8%
\$350,001 to \$500,000	76	104	+ 36.8%
\$500,001 to \$750,000	84	97	+ 15.5%
\$750,001 to \$1,000,000	67	121	+ 80.6%
\$1,000,001 and Above	54	195	+ 261.1%
All Price Ranges	62	88	+ 41.9%

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	58	76	+ 31.0%
3 Bedrooms	76	94	+ 23.7%
4 Bedrooms or More	89	106	+ 19.1%
All Bedroom Counts	77	94	+ 22.1%

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	48	58	+ 20.8%
\$150,001 to \$250,000	77	82	+ 6.5%
\$250,001 to \$350,000	77	91	+ 18.2%
\$350,001 to \$500,000	82	99	+ 20.7%
\$500,001 to \$750,000	87	100	+ 14.9%
\$750,001 to \$1,000,000	84	119	+ 41.7%
\$1,000,001 and Above	101	115	+ 13.9%
All Price Ranges	79	95	+ 20.3%

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	58	73	+ 25.9%
3 Bedrooms	77	93	+ 20.8%
4 Bedrooms or More	89	106	+ 19.1%
All Bedroom Counts	79	95	+ 20.3%

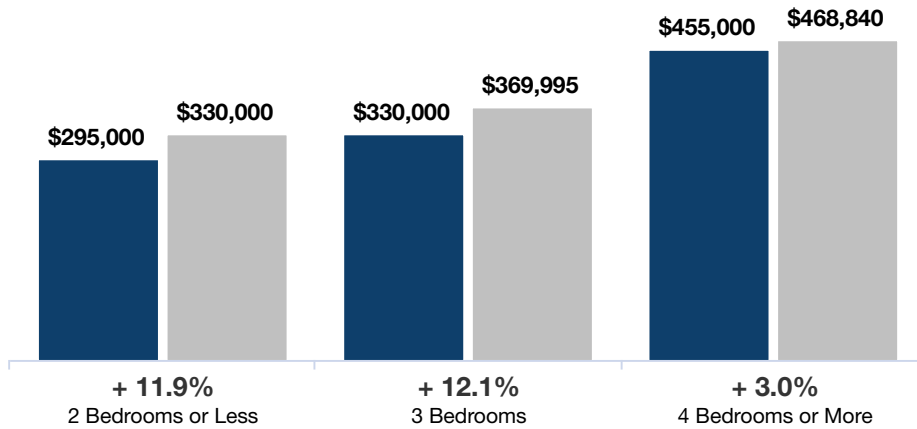
Median Sales Price



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

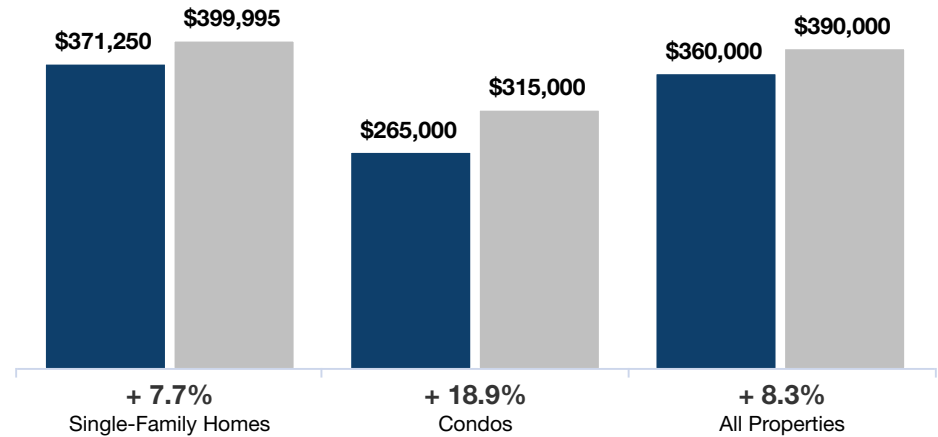
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



All Properties

By Bedroom Count

	9-2022	9-2023	Change
2 Bedrooms or Less	\$295,000	\$330,000	+ 11.9%
3 Bedrooms	\$330,000	\$369,995	+ 12.1%
4 Bedrooms or More	\$455,000	\$468,840	+ 3.0%
All Bedroom Counts	\$360,000	\$390,000	+ 8.3%

Single-Family Homes

	9-2022	9-2023	Change
	\$329,000	\$362,500	+ 10.2%
	\$335,000	\$370,612	+ 10.6%
	\$459,000	\$468,170	+ 2.0%
All Single-Family Homes	\$371,250	\$399,995	+ 7.7%

Condos

	9-2022	9-2023	Change
	\$257,500	\$287,000	+ 11.5%
	\$286,250	\$320,875	+ 12.1%
	\$242,500	\$559,000	+ 130.5%
All Condos	\$265,000	\$315,000	+ 18.9%

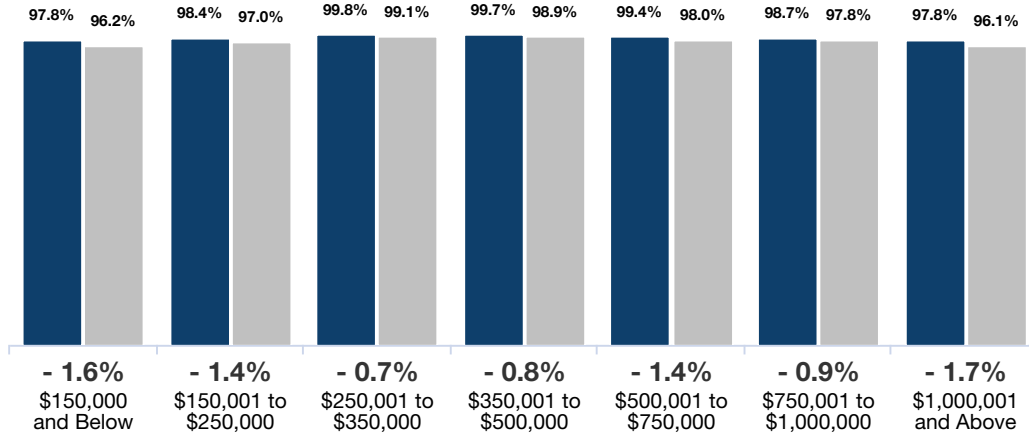
Percent of List Price Received



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.**

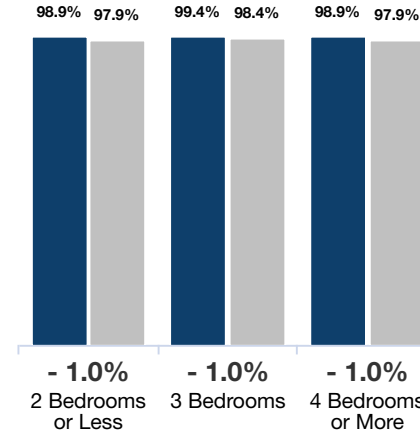
By Price Range

■ 9-2022 ■ 9-2023



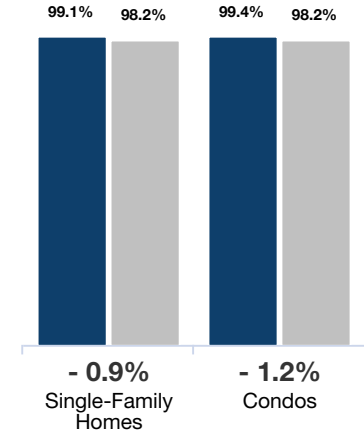
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



	All Properties			Single-Family Homes			Condos		
By Price Range	9-2022	9-2023	Change	9-2022	9-2023	Change	9-2022	9-2023	Change
\$150,000 and Below	97.8%	96.2%	-1.6%	97.6%	96.0%	-1.6%	98.7%	98.3%	-0.4%
\$150,001 to \$250,000	98.4%	97.0%	-1.4%	97.9%	96.5%	-1.4%	99.3%	98.0%	-1.3%
\$250,001 to \$350,000	99.8%	99.1%	-0.7%	99.8%	99.2%	-0.6%	100.0%	98.4%	-1.6%
\$350,001 to \$500,000	99.7%	98.9%	-0.8%	99.8%	98.9%	-0.9%	98.3%	98.8%	+0.5%
\$500,001 to \$750,000	99.4%	98.0%	-1.4%	99.3%	98.1%	-1.2%	100.5%	97.4%	-3.1%
\$750,001 to \$1,000,000	98.7%	97.8%	-0.9%	98.4%	97.8%	-0.6%	102.2%	97.3%	-4.8%
\$1,000,001 and Above	97.8%	96.1%	-1.7%	97.8%	96.0%	-1.8%	98.1%	98.0%	-0.1%
All Price Ranges	99.2%	98.2%	-1.0%	99.1%	98.2%	-0.9%	99.4%	98.2%	-1.2%
By Bedroom Count	9-2022	9-2023	Change	9-2022	9-2023	Change	9-2022	9-2023	Change
2 Bedrooms or Less	98.9%	97.9%	-1.0%	98.7%	97.9%	-0.8%	99.2%	97.9%	-1.3%
3 Bedrooms	99.4%	98.4%	-1.0%	99.4%	98.4%	-1.0%	99.7%	98.8%	-0.9%
4 Bedrooms or More	98.9%	97.9%	-1.0%	98.8%	97.9%	-0.9%	100.7%	99.6%	-1.1%
All Bedroom Counts	99.2%	98.2%	-1.0%	99.1%	98.2%	-0.9%	99.4%	98.2%	-1.2%

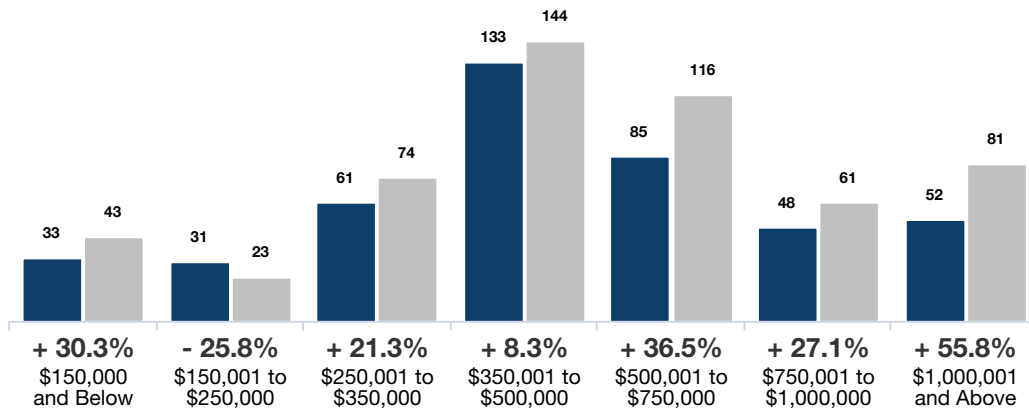
Inventory of Homes for Sale



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

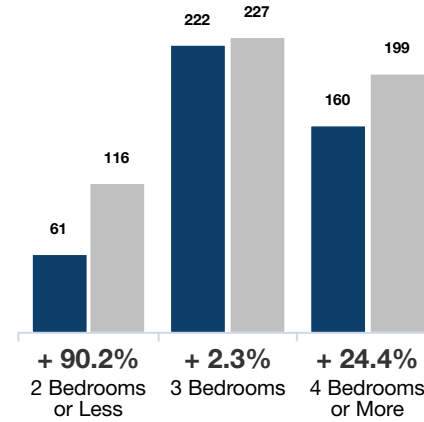
By Price Range

■ 9-2022 ■ 9-2023



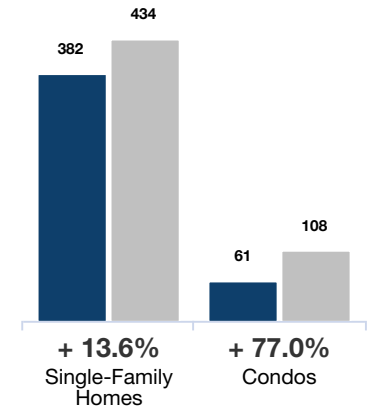
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



	All Properties			Single-Family Homes			Condos		
By Price Range	9-2022	9-2023	Change	9-2022	9-2023	Change	9-2022	9-2023	Change
\$150,000 and Below	33	43	+ 30.3%	29	32	+ 10.3%	4	11	+ 175.0%
\$150,001 to \$250,000	31	23	- 25.8%	21	11	- 47.6%	10	12	+ 20.0%
\$250,001 to \$350,000	61	74	+ 21.3%	43	39	- 9.3%	18	35	+ 94.4%
\$350,001 to \$500,000	133	144	+ 8.3%	119	113	- 5.0%	14	31	+ 121.4%
\$500,001 to \$750,000	85	116	+ 36.5%	78	105	+ 34.6%	7	11	+ 57.1%
\$750,001 to \$1,000,000	48	61	+ 27.1%	45	58	+ 28.9%	3	3	0.0%
\$1,000,001 and Above	52	81	+ 55.8%	47	76	+ 61.7%	5	5	0.0%
All Price Ranges	443	542	+ 22.3%	382	434	+ 13.6%	61	108	+ 77.0%
By Bedroom Count	9-2022	9-2023	Change	9-2022	9-2023	Change	9-2022	9-2023	Change
2 Bedrooms or Less	61	116	+ 90.2%	25	40	+ 60.0%	36	76	+ 111.1%
3 Bedrooms	222	227	+ 2.3%	202	201	- 0.5%	20	26	+ 30.0%
4 Bedrooms or More	160	199	+ 24.4%	155	193	+ 24.5%	5	6	+ 20.0%
All Bedroom Counts	443	542	+ 22.3%	382	434	+ 13.6%	61	108	+ 77.0%

Months Supply of Inventory

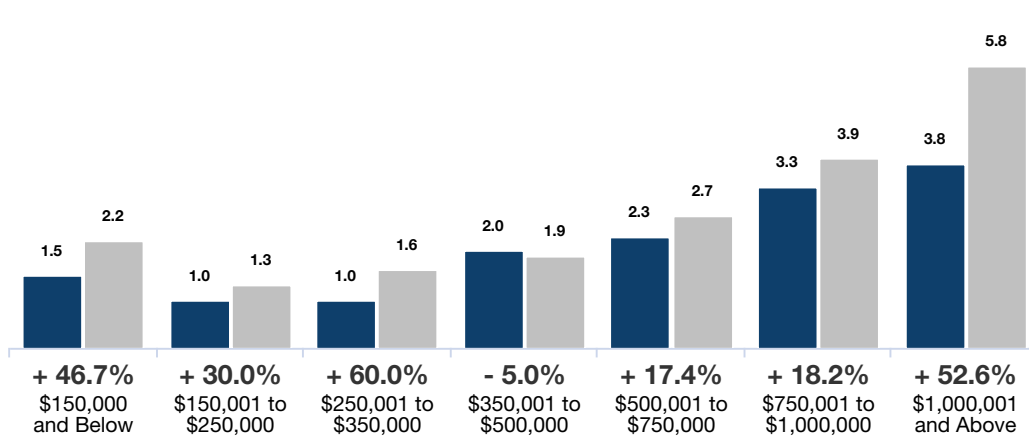


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

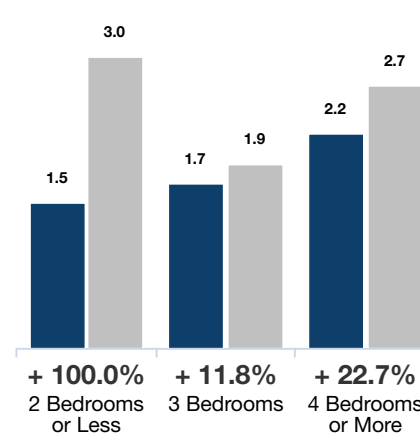
By Price Range

■ 9-2022 ■ 9-2023



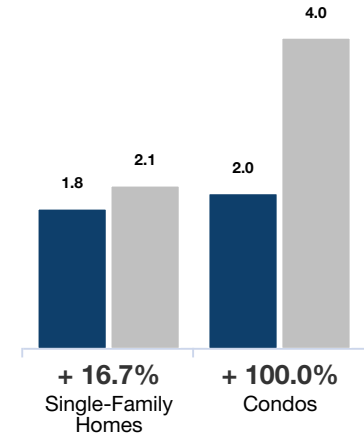
By Bedroom Count

■ 9-2022 ■ 9-2023



By Property Type

■ 9-2022 ■ 9-2023



All Properties

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	1.5	2.2	+ 46.7%
\$150,001 to \$250,000	1.0	1.3	+ 30.0%
\$250,001 to \$350,000	1.0	1.6	+ 60.0%
\$350,001 to \$500,000	2.0	1.9	- 5.0%
\$500,001 to \$750,000	2.3	2.7	+ 17.4%
\$750,001 to \$1,000,000	3.3	3.9	+ 18.2%
\$1,000,001 and Above	3.8	5.8	+ 52.6%
All Price Ranges	1.8	2.3	+ 27.8%

Single-Family Homes

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	1.6	1.8	+ 12.5%
\$150,001 to \$250,000	1.0	1.0	0.0%
\$250,001 to \$350,000	0.8	1.0	+ 25.0%
\$350,001 to \$500,000	1.9	1.6	- 15.8%
\$500,001 to \$750,000	2.2	2.6	+ 18.2%
\$750,001 to \$1,000,000	3.2	3.8	+ 18.8%
\$1,000,001 and Above	3.5	5.7	+ 62.9%
All Price Ranges	1.8	2.1	+ 16.7%

Condos

By Price Range	9-2022	9-2023	Change
\$150,000 and Below	1.0	4.3	+ 330.0%
\$150,001 to \$250,000	1.1	2.0	+ 81.8%
\$250,001 to \$350,000	2.0	4.1	+ 105.0%
\$350,001 to \$500,000	2.9	5.5	+ 89.7%
\$500,001 to \$750,000	2.4	3.2	+ 33.3%
\$750,001 to \$1,000,000	2.2	1.9	- 13.6%
\$1,000,001 and Above	3.3	4.3	+ 30.3%
All Price Ranges	2.0	4.0	+ 100.0%

By Bedroom Count

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	1.5	3.0	+ 100.0%
3 Bedrooms	1.7	1.9	+ 11.8%
4 Bedrooms or More	2.2	2.7	+ 22.7%
All Bedroom Counts	1.8	2.3	+ 27.8%

Single-Family Homes

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	1.1	1.8	+ 63.6%
3 Bedrooms	1.6	1.8	+ 12.5%
4 Bedrooms or More	2.2	2.7	+ 22.7%
All Bedroom Counts	1.8	2.1	+ 16.7%

Condos

By Bedroom Count	9-2022	9-2023	Change
2 Bedrooms or Less	1.9	4.5	+ 136.8%
3 Bedrooms	2.1	2.9	+ 38.1%
4 Bedrooms or More	2.5	3.8	+ 52.0%
All Bedroom Counts	2.0	4.0	+ 100.0%