



# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE COASTAL CAROLINAS ASSOCIATION OF REALTORS®

## December 2011

Now that 2011 is fully in the books, it's important to discern which market segments performed well and which encountered additional challenges. This not only sheds light on consumer behavior, but also provides a preliminary look at what 2012 might have in store. For the 12-month period spanning January 2011 through December 2011, Closed Sales in the Coastal Carolinas region were up 3.2 percent overall. The price range with the largest gain in sales was the \$150,000 and Below range, where they increased 12.2 percent.

The overall Median Sales Price was down 7.0 percent to \$139,000. The property type with the smallest price decline was the Single-Family segment, where prices decreased 5.7 percent to \$164,990. The price range that tended to sell the quickest was the \$150,000 and Below range at 177 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 248 days.

Market-wide, inventory levels were down 13.1 percent. The property type that lost the least inventory was the Condo segment, where it decreased 12.4 percent. That amounts to 11.5 months supply for Single-Family homes and 13.6 months supply for Condos.

## Quick Facts

<b>+ 12.4%</b>	<b>+ 7.3%</b>	<b>+ 4.8%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$150,000 and Below</b>	<b>4 Bedrooms or More</b>	<b>Single-Family Homes</b>

Closed Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

Click on desired metric to jump to that page.



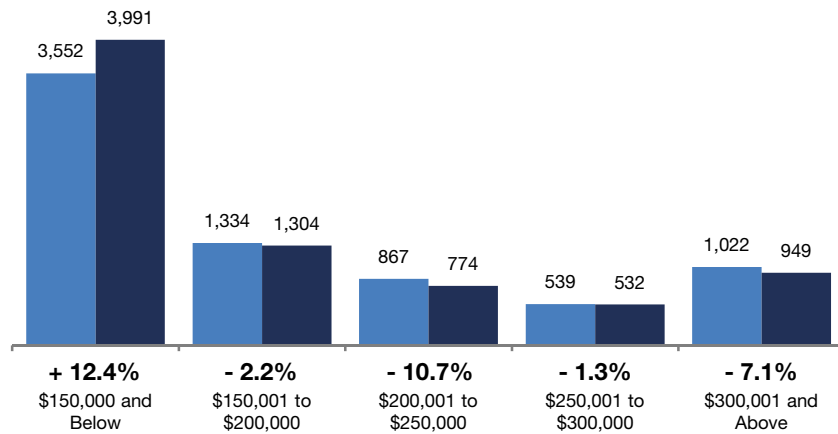
# Closed Sales

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



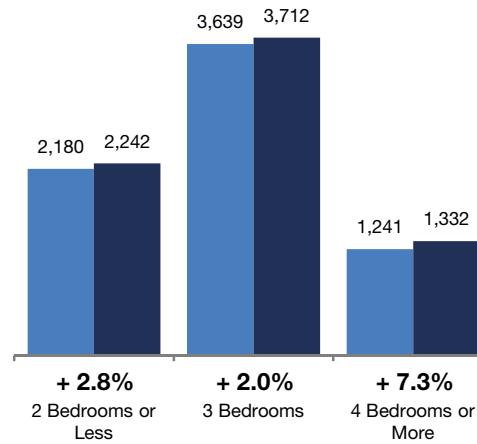
## By Price Range

■ 12-2010 ■ 12-2011



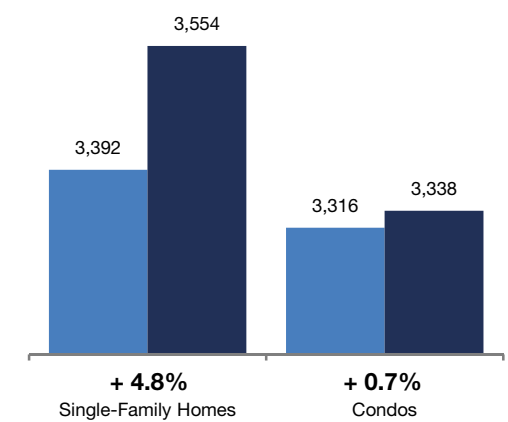
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$150,000 and Below	3,552	3,991	+ 12.4%
\$150,001 to \$200,000	1,334	1,304	- 2.2%
\$200,001 to \$250,000	867	774	- 10.7%
\$250,001 to \$300,000	539	532	- 1.3%
\$300,001 and Above	1,022	949	- 7.1%
<b>All Price Ranges</b>	<b>7,314</b>	<b>7,550</b>	<b>+ 3.2%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	1,356	1,648	+ 21.5%
3 Bedrooms	854	827	- 3.2%
4 Bedrooms or More	581	507	- 12.7%
	348	377	+ 8.3%
	688	683	- 0.7%
<b>All Price Ranges</b>	<b>3,392</b>	<b>3,554</b>	<b>+ 4.8%</b>

### Condos

	12-2010	12-2011	Change
Single-Family Homes	2,196	2,343	+ 6.7%
Condos	480	477	- 0.6%
	286	267	- 6.6%
	191	155	- 18.8%
	334	266	- 20.4%
<b>All Price Ranges</b>	<b>3,316</b>	<b>3,338</b>	<b>+ 0.7%</b>

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	2,180	2,242	+ 2.8%
3 Bedrooms	3,639	3,712	+ 2.0%
4 Bedrooms or More	1,241	1,332	+ 7.3%
<b>All Bedroom Counts</b>	<b>7,314</b>	<b>7,550</b>	<b>+ 3.2%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	245	249	+ 1.6%
3 Bedrooms	2,508	2,580	+ 2.9%
4 Bedrooms or More	1,073	1,213	+ 13.0%
<b>All Bedroom Counts</b>	<b>3,392</b>	<b>3,554</b>	<b>+ 4.8%</b>

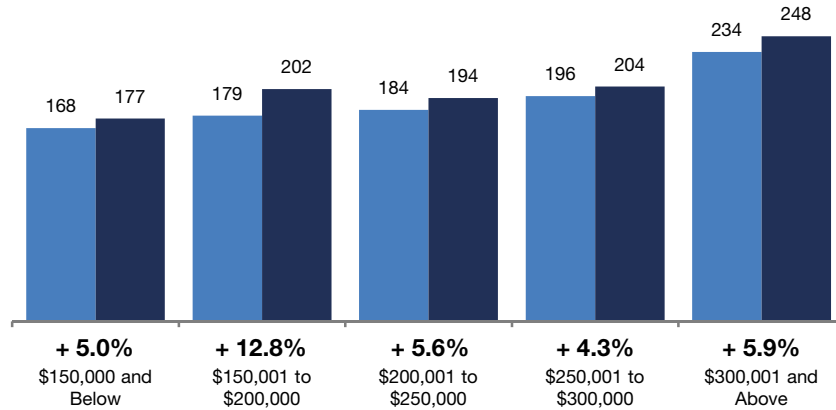
# Days on Market Until Sale

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



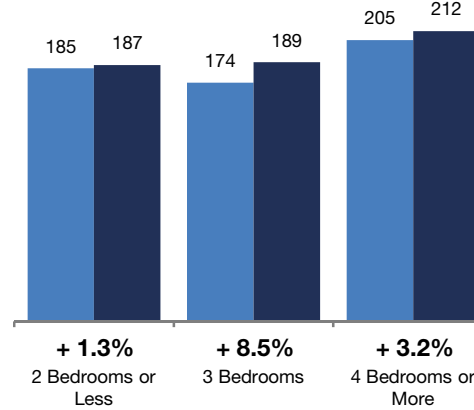
## By Price Range

■ 12-2010 ■ 12-2011



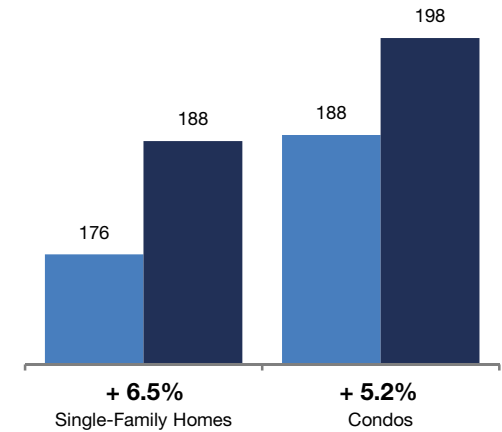
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$150,000 and Below	168	177	+ 5.0%
\$150,001 to \$200,000	179	202	+ 12.8%
\$200,001 to \$250,000	184	194	+ 5.6%
\$250,001 to \$300,000	196	204	+ 4.3%
\$300,001 and Above	234	248	+ 5.9%
<b>All Price Ranges</b>	<b>182</b>	<b>193</b>	<b>+ 5.8%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	155	172	+ 10.9%
3 Bedrooms	167	179	+ 6.9%
4 Bedrooms or More	175	182	+ 3.6%
	189	182	- 3.7%
	232	251	+ 8.1%
<b>All Single-Family Homes</b>	<b>176</b>	<b>188</b>	<b>+ 6.5%</b>

### Condos

	12-2010	12-2011	Change
Single-Family Homes	177	180	+ 2.0%
Condos	199	240	+ 20.5%
	202	220	+ 9.2%
	210	260	+ 23.6%
	241	242	+ 0.3%
<b>All Condos</b>	<b>188</b>	<b>198</b>	<b>+ 5.2%</b>

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	185	187	+ 1.3%
3 Bedrooms	174	189	+ 8.5%
4 Bedrooms or More	205	212	+ 3.2%
<b>All Bedroom Counts</b>	<b>182</b>	<b>193</b>	<b>+ 5.8%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	167	175	+ 4.5%
3 Bedrooms	166	179	+ 8.2%
4 Bedrooms or More	203	209	+ 2.7%
<b>All Single-Family Homes</b>	<b>176</b>	<b>188</b>	<b>+ 6.5%</b>

	12-2010	12-2011	Change
Single-Family Homes	187	189	+ 1.0%
Condos	193	212	+ 9.6%
	219	245	+ 11.6%
<b>All Condos</b>	<b>188</b>	<b>198</b>	<b>+ 5.2%</b>

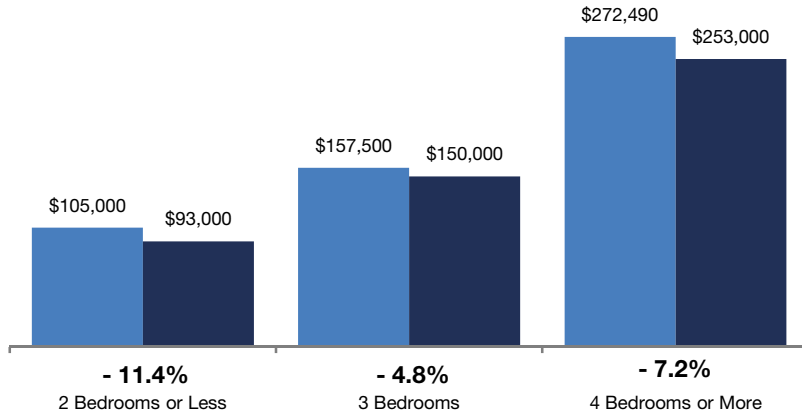
# Median Sales Price

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



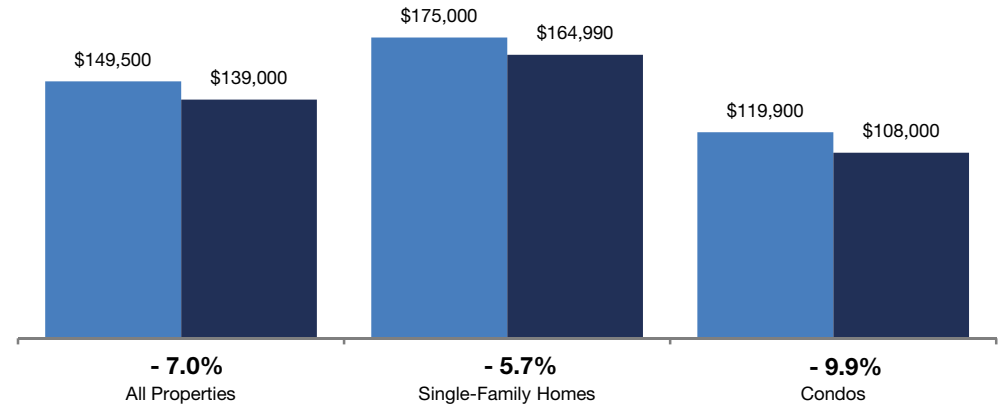
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	\$105,000	\$93,000	- 11.4%
3 Bedrooms	\$157,500	\$150,000	- 4.8%
4 Bedrooms or More	\$272,490	\$253,000	- 7.2%
<b>All Bedroom Counts</b>	<b>\$149,500</b>	<b>\$139,000</b>	<b>- 7.0%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	\$108,000	\$96,000	- 11.1%
3 Bedrooms	\$159,000	\$148,547	- 6.6%
4 Bedrooms or More	\$269,629	\$250,000	- 7.3%
<b>All Bedroom Counts</b>	<b>\$175,000</b>	<b>\$164,990</b>	<b>- 5.7%</b>

### Condos

	12-2010	12-2011	Change
2 Bedrooms or Less	\$105,000	\$92,000	- 12.4%
3 Bedrooms	\$152,190	\$155,000	+ 1.8%
4 Bedrooms or More	\$286,000	\$289,500	+ 1.2%
<b>All Bedroom Counts</b>	<b>\$119,900</b>	<b>\$108,000</b>	<b>- 9.9%</b>

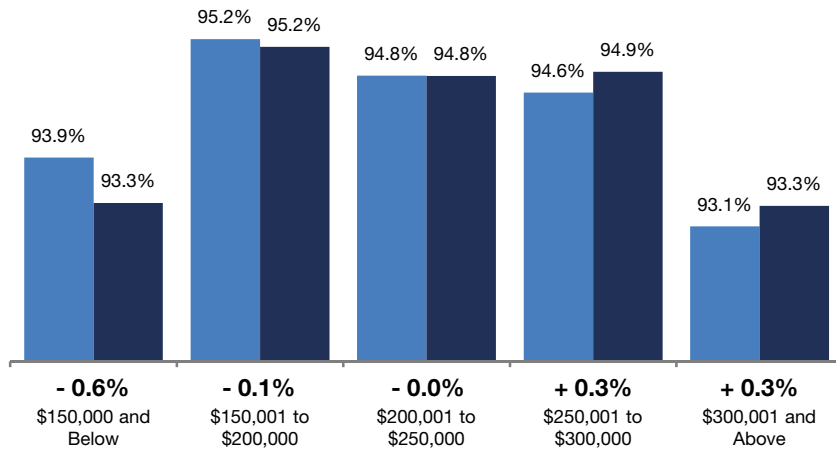
# Percent of List Price Received

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.**



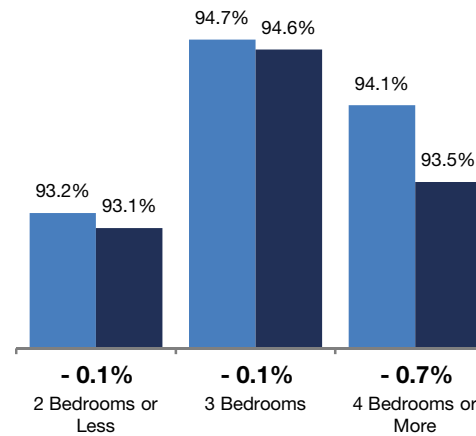
## By Price Range

■ 12-2010 ■ 12-2011



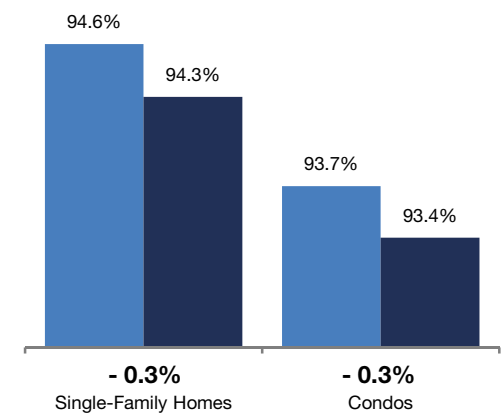
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$150,000 and Below	93.9%	93.3%	-0.6%
\$150,001 to \$200,000	95.2%	95.2%	-0.1%
\$200,001 to \$250,000	94.8%	94.8%	-0.0%
\$250,001 to \$300,000	94.6%	94.9%	+0.3%
\$300,001 and Above	93.1%	93.3%	+0.3%
<b>All Price Ranges</b>	<b>94.2%</b>	<b>93.9%</b>	<b>-0.3%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	93.2%	93.1%	-0.1%
3 Bedrooms	94.7%	94.6%	-0.1%
4 Bedrooms or More	94.1%	93.5%	-0.7%
<b>All Bedroom Counts</b>	<b>94.2%</b>	<b>93.9%</b>	<b>-0.3%</b>

### Condos

	12-2010	12-2011	Change
Single-Family Homes	94.6%	94.3%	-0.3%
Condos	93.7%	93.4%	-0.3%

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	93.2%	93.1%	-0.1%
3 Bedrooms	94.7%	94.6%	-0.1%
4 Bedrooms or More	94.1%	93.5%	-0.7%
<b>All Bedroom Counts</b>	<b>94.2%</b>	<b>93.9%</b>	<b>-0.3%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	92.0%	91.2%	-0.9%
3 Bedrooms	95.0%	94.9%	-0.1%
4 Bedrooms or More	94.2%	93.5%	-0.7%
<b>All Bedroom Counts</b>	<b>94.6%</b>	<b>94.3%</b>	<b>-0.3%</b>

	12-2010	12-2011	Change
Single-Family Homes	93.7%	93.4%	-0.3%
Condos	93.7%	93.4%	-0.3%

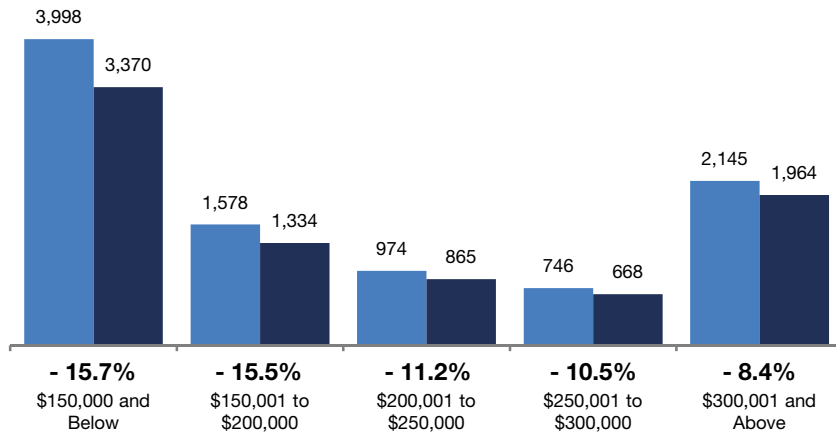
# Inventory of Homes for Sale

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



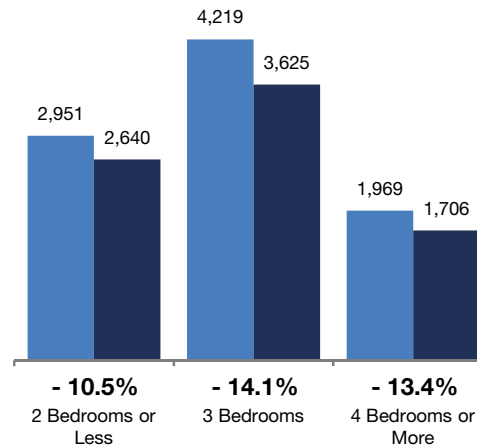
## By Price Range

■ 12-2010 ■ 12-2011



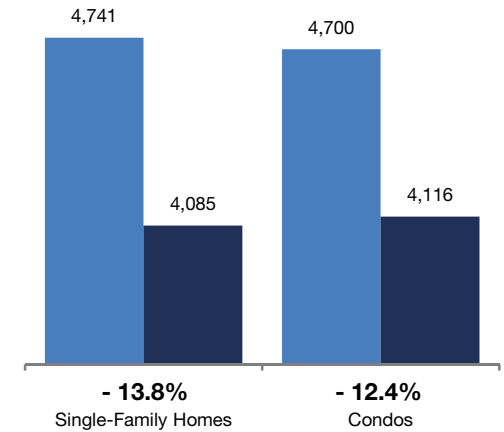
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$150,000 and Below	3,998	3,370	- 15.7%
\$150,001 to \$200,000	1,578	1,334	- 15.5%
\$200,001 to \$250,000	974	865	- 11.2%
\$250,001 to \$300,000	746	668	- 10.5%
\$300,001 and Above	2,145	1,964	- 8.4%
<b>All Price Ranges</b>	<b>9,441</b>	<b>8,201</b>	<b>- 13.1%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	1,439	1,156	- 19.7%
3 Bedrooms	871	739	- 15.2%
4 Bedrooms or More	570	530	- 7.0%
	439	399	- 9.1%
	1,422	1,261	- 11.3%
<b>All Single-Family Homes</b>	<b>4,741</b>	<b>4,085</b>	<b>- 13.8%</b>

### Condos

	12-2010	12-2011	Change
Single-Family Homes	2,559	2,214	- 13.5%
Condos	707	595	- 15.8%
	404	335	- 17.1%
	307	269	- 12.4%
	723	703	- 2.8%
<b>All Condos</b>	<b>4,700</b>	<b>4,116</b>	<b>- 12.4%</b>

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	2,951	2,640	- 10.5%
3 Bedrooms	4,219	3,625	- 14.1%
4 Bedrooms or More	1,969	1,706	- 13.4%
<b>All Bedroom Counts</b>	<b>9,441</b>	<b>8,201</b>	<b>- 13.1%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	287	282	- 1.7%
3 Bedrooms	2,702	2,312	- 14.4%
4 Bedrooms or More	1,751	1,490	- 14.9%
<b>All Single-Family Homes</b>	<b>4,741</b>	<b>4,085</b>	<b>- 13.8%</b>

	12-2010	12-2011	Change
Single-Family Homes	2,664	2,358	- 11.5%
Condos	1,517	1,313	- 13.4%
	218	216	- 0.9%
<b>All Condos</b>	<b>4,700</b>	<b>4,116</b>	<b>- 12.4%</b>

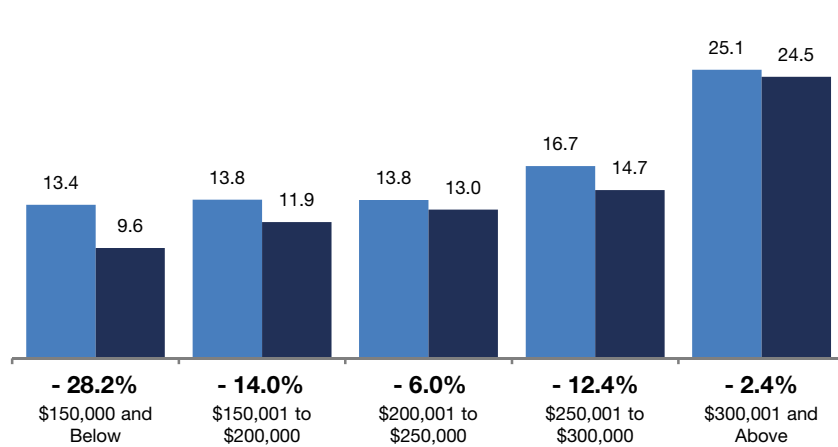
# Months Supply of Inventory

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.



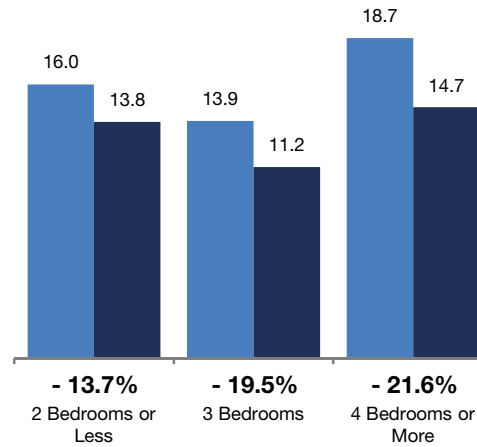
## By Price Range

■ 12-2010 ■ 12-2011



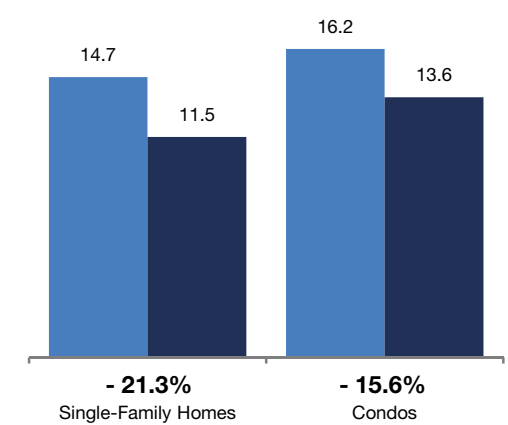
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$150,000 and Below	13.4	9.6	- 28.2%
\$150,001 to \$200,000	13.8	11.9	- 14.0%
\$200,001 to \$250,000	13.8	13.0	- 6.0%
\$250,001 to \$300,000	16.7	14.7	- 12.4%
\$300,001 and Above	25.1	24.5	- 2.4%
<b>All Price Ranges</b>	<b>15.4</b>	<b>12.5</b>	<b>- 18.7%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	12.5	7.9	- 36.6%
3 Bedrooms	11.9	10.4	- 12.5%
4 Bedrooms or More	12.1	11.9	- 1.1%
Single-Family Homes	14.7	12.4	- 15.9%
Condos	20.8	20.2	- 3.1%
<b>All Property Types</b>	<b>14.7</b>	<b>11.5</b>	<b>- 21.3%</b>

### Condos

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	16.0	13.8	- 13.7%
3 Bedrooms	13.9	11.2	- 19.5%
4 Bedrooms or More	18.7	14.7	- 21.6%
<b>All Bedroom Counts</b>	<b>15.4</b>	<b>12.5</b>	<b>- 18.7%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	13.5	12.9	- 4.4%
3 Bedrooms	12.9	10.2	- 20.5%
4 Bedrooms or More	19.1	14.1	- 26.3%
Single-Family Homes	16.2	20.9	+ 28.6%
Condos	16.2	13.6	- 15.6%
<b>All Property Types</b>	<b>14.7</b>	<b>11.5</b>	<b>- 21.3%</b>