

# Grand Strand Market Report

## November 2018

Despite lower SFR and condo sales volume in November, year-to-date sales continue their growth at 3.50% and 0.26%, respectively. SFR and condo median sales prices are also up for November: 11.92% and 5.80%, respectively.

SFR sales volume is down 12.43% compared to November 2017 but maintained its 3.50% growth rate for the year. Median sales price is up to \$242,000, an 11.92% increase from November 2017. Sales prices for new construction and resales are up 15.03% and 10.24%, respectively, compared to November 2017. The average sold-to-list ratio for Single Family Residential sales in November was 95%, down 100 basis points compared to the same month in 2017.

Condo sales volume is down 9.05% compared to November 2017. However, year-to-date sales are up 0.26% from 2017 levels. The median sales price is up to \$132,250, a 5.80% increase from November 2017. Condo inventory continued to tighten as inventory is down compared to prior year levels: down 3.47% compared to November 2017. The average sold to list ratio for condo sales in November was 94%, flat compared to the same month in 2017.

Residential lot sales were down 21.92% in November compared to 2017. However, the median sales price increased to \$57,000, up 3.64% compared to the same month in 2017. Sold to list ratios are at 86%, flat compared to November 2017.

### At a glance...

| SFR                |     |           | Condo              |     |           | Residential Lot    |     |           |
|--------------------|-----|-----------|--------------------|-----|-----------|--------------------|-----|-----------|
| Sales              |     | Inventory | Sales              |     | Inventory | Sales              |     | Inventory |
| Month              | YTD | Month     | Month              | YTD | Month     | Month              | YTD | Month     |
| ↓                  | ↑   | ↓         | ↓                  | ↑   | ↓         | ↓                  | ↓   | -         |
| Median Sales Price |     |           | Median Sales Price |     |           | Median Sales Price |     |           |
| \$242,000 ↑        |     |           | \$132,250 ↑        |     |           | \$57,000 ↑         |     |           |

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# Grand Strand Active Inventory

## Single Family Residential

|                    | # Listings |
|--------------------|------------|
| Horry Co.          | 4,067      |
| Georgetown         | 715        |
| Total              | 4,782      |
| Average List Price | \$384,332  |
| Median List Price  | \$284,900  |

## Distribution by Price Range

|                  | Horry Co. | G'town Co. |
|------------------|-----------|------------|
| Less than \$150k | 244       | 51         |
| \$150k- \$250k   | 1,509     | 98         |
| \$250k- \$500k   | 1,748     | 309        |
| \$500k- \$1.0 MM | 453       | 170        |
| \$1 MM +         | 113       | 87         |

## Condo/Townhome

|                    | # Listings |
|--------------------|------------|
| Horry Co.          | 2,821      |
| Georgetown         | 269        |
| Total              | 3,090      |
| Average List Price | \$206,721  |
| Median List Price  | \$164,900  |

## Distribution by Price Range

|                  | Horry Co. | G'town Co. |
|------------------|-----------|------------|
| Less than \$100k | 560       | 18         |
| \$100k- \$150k   | 732       | 55         |
| \$150k- \$200k   | 561       | 26         |
| \$200k- \$400k   | 792       | 91         |
| \$400k- \$750k   | 155       | 73         |
| \$750k +         | 21        | 6          |

## Residential Lot

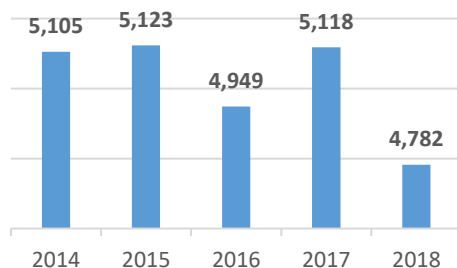
|                    | # Listings |
|--------------------|------------|
| Horry Co.          | 1,302      |
| Georgetown         | 559        |
| Total              | 1,862      |
| Average List Price | \$137,839  |
| Median List Price  | \$80,000   |

## Distribution by Price Range

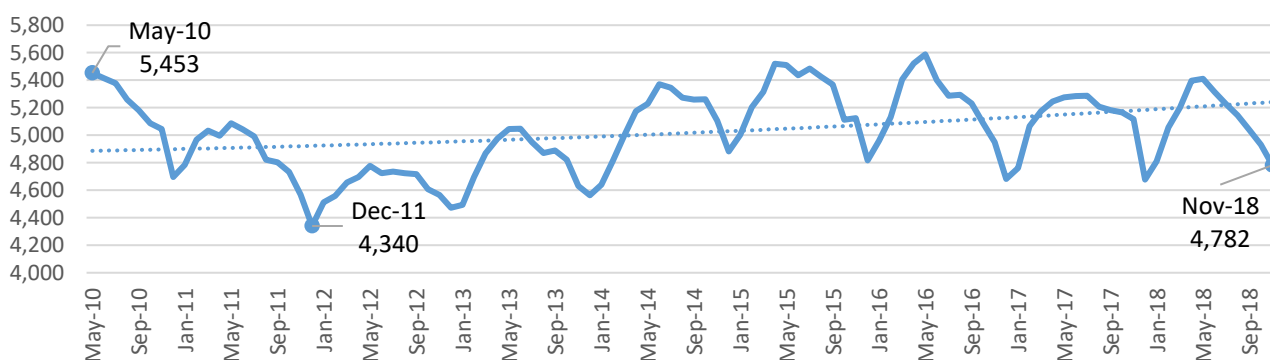
|                 | Horry Co. | G'town Co. |
|-----------------|-----------|------------|
| Less than \$25k | 118       | 62         |
| \$25k- \$50k    | 330       | 57         |
| \$50k- \$75k    | 246       | 60         |
| \$75k- \$100k   | 150       | 71         |
| \$100k- \$175k  | 233       | 131        |
| \$175k- 250k    | 119       | 76         |
| \$250k +        | 106       | 102        |

# Grand Strand Inventory Trends

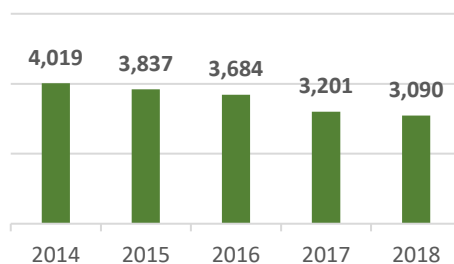
## SFR Inventory - November



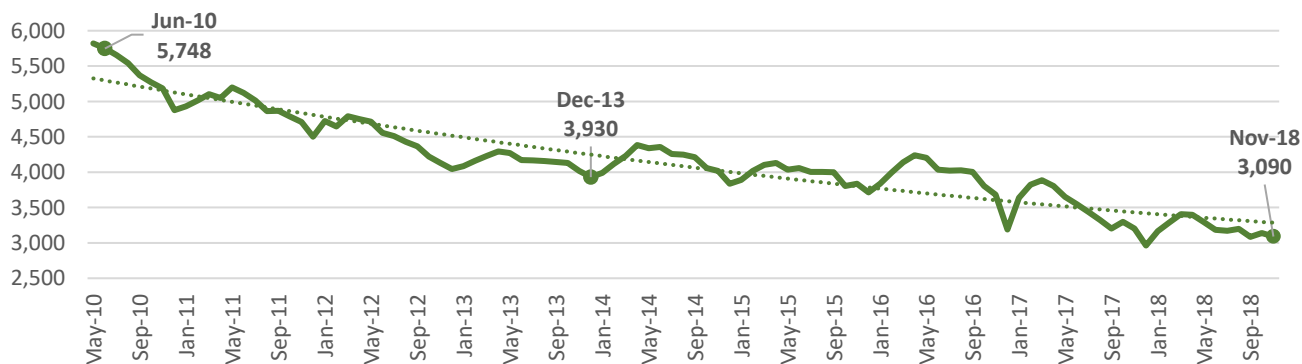
### Historical Data



## Condo Inventory – November

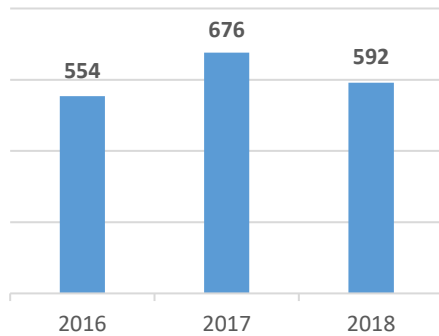


### Historical Data

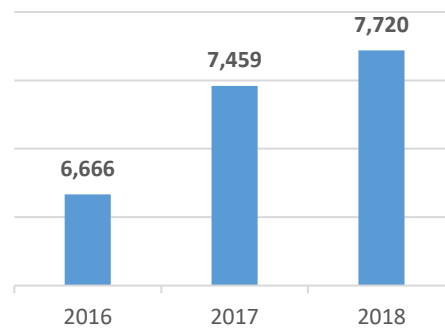


# Closed Sales – SFR

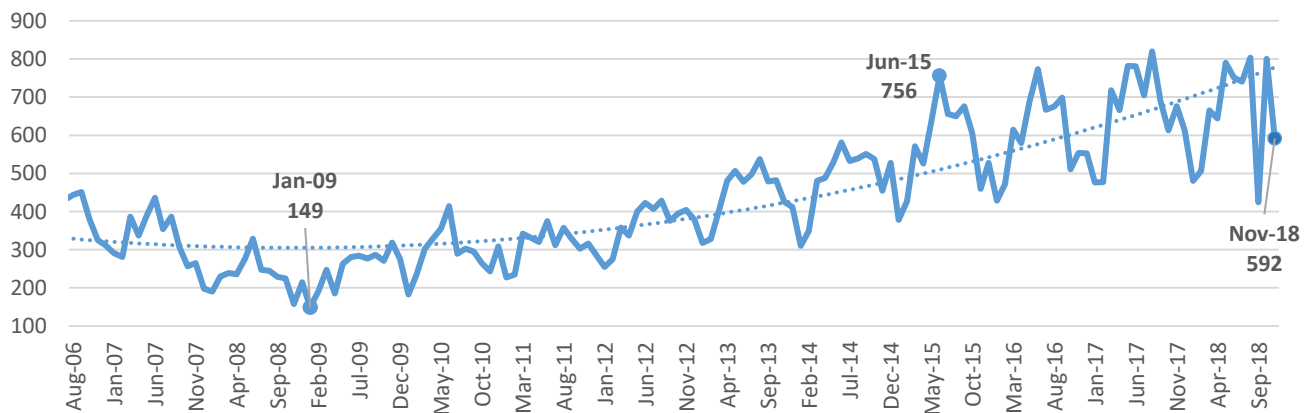
## November



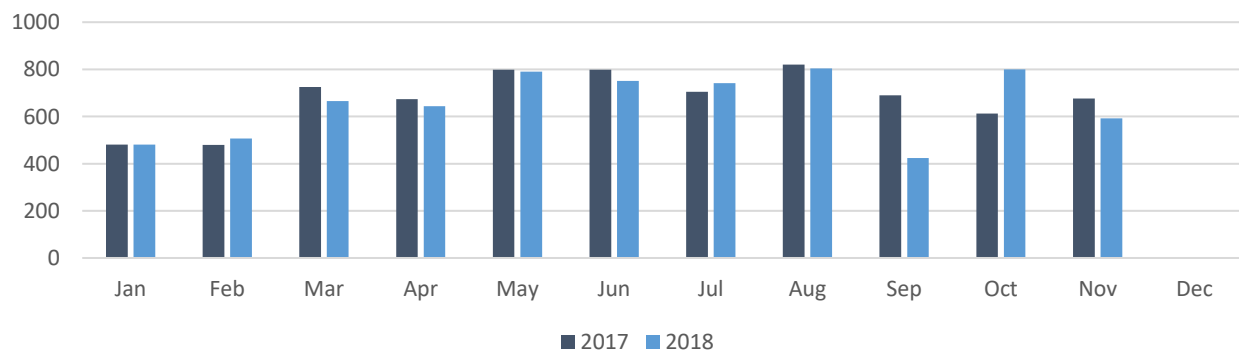
## Year to Date



## Historical Data

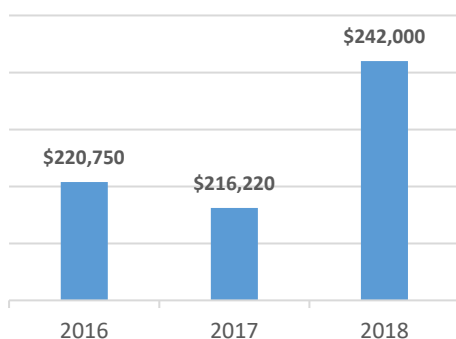


## Year Over Year

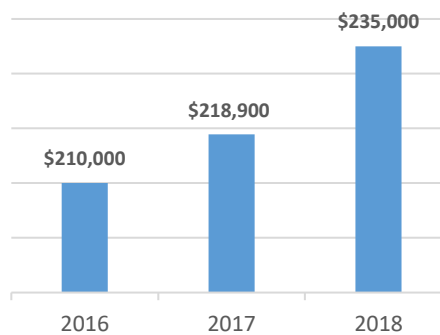


# Median Sales Price – SFR

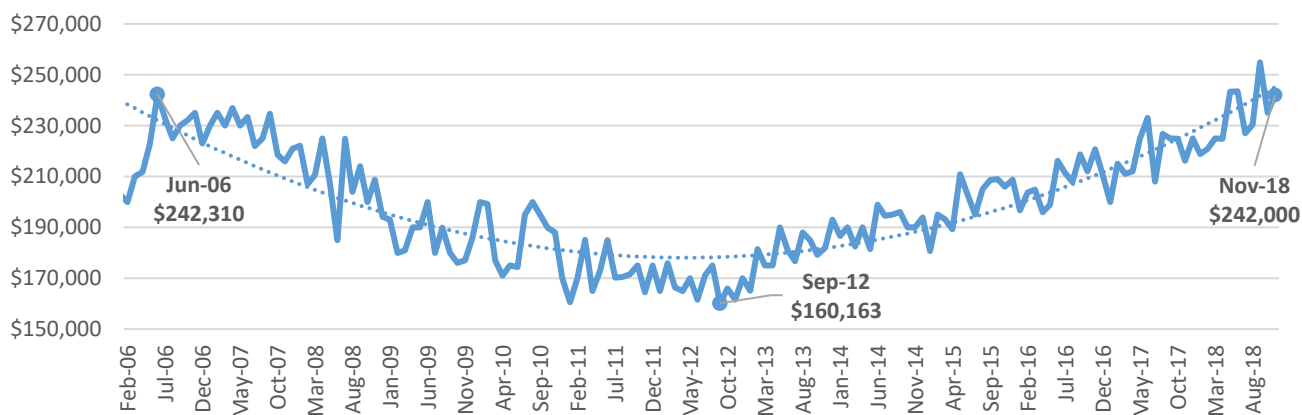
## November



## Year to Date

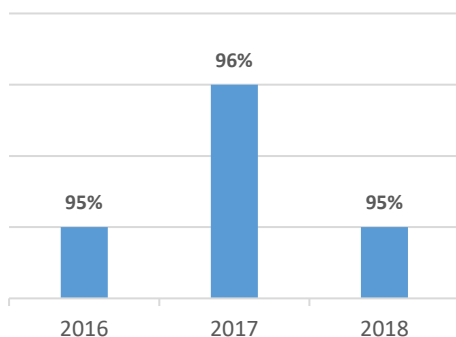


## Historical Data

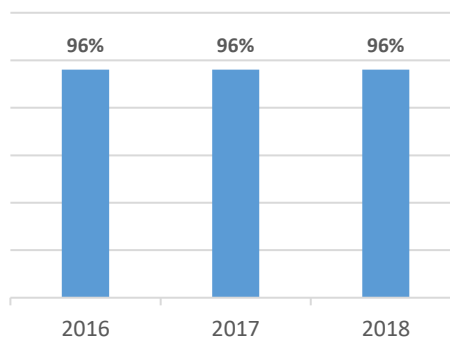


# Sold to List Price Ratio – SFR

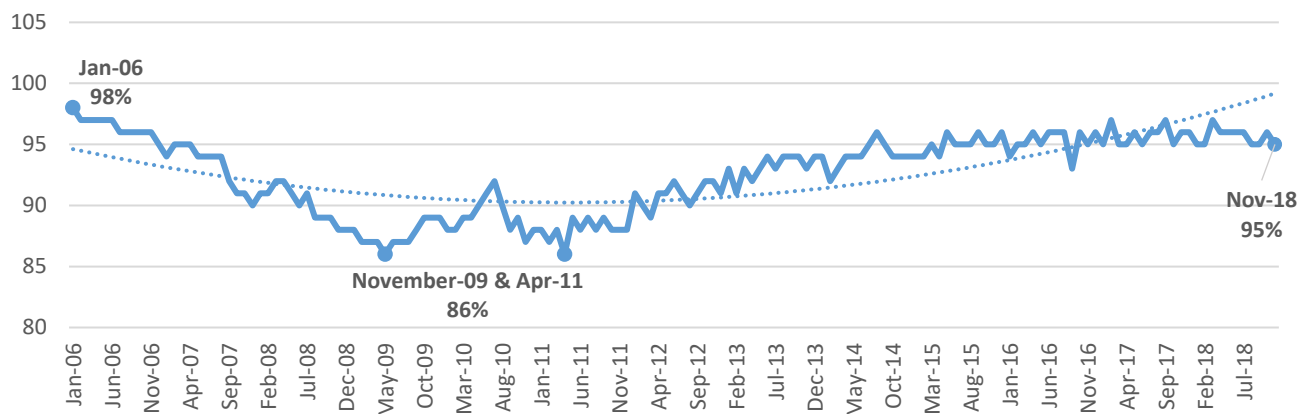
## November



## Year to Date



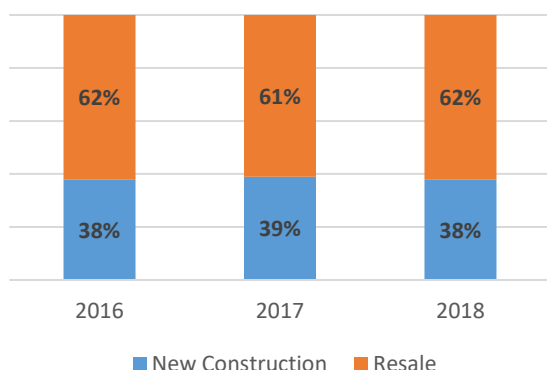
## Historical Data



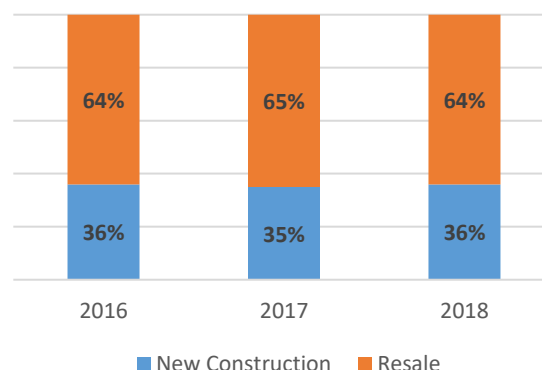
# New Construction vs Resale – SFR

% of Total Sales

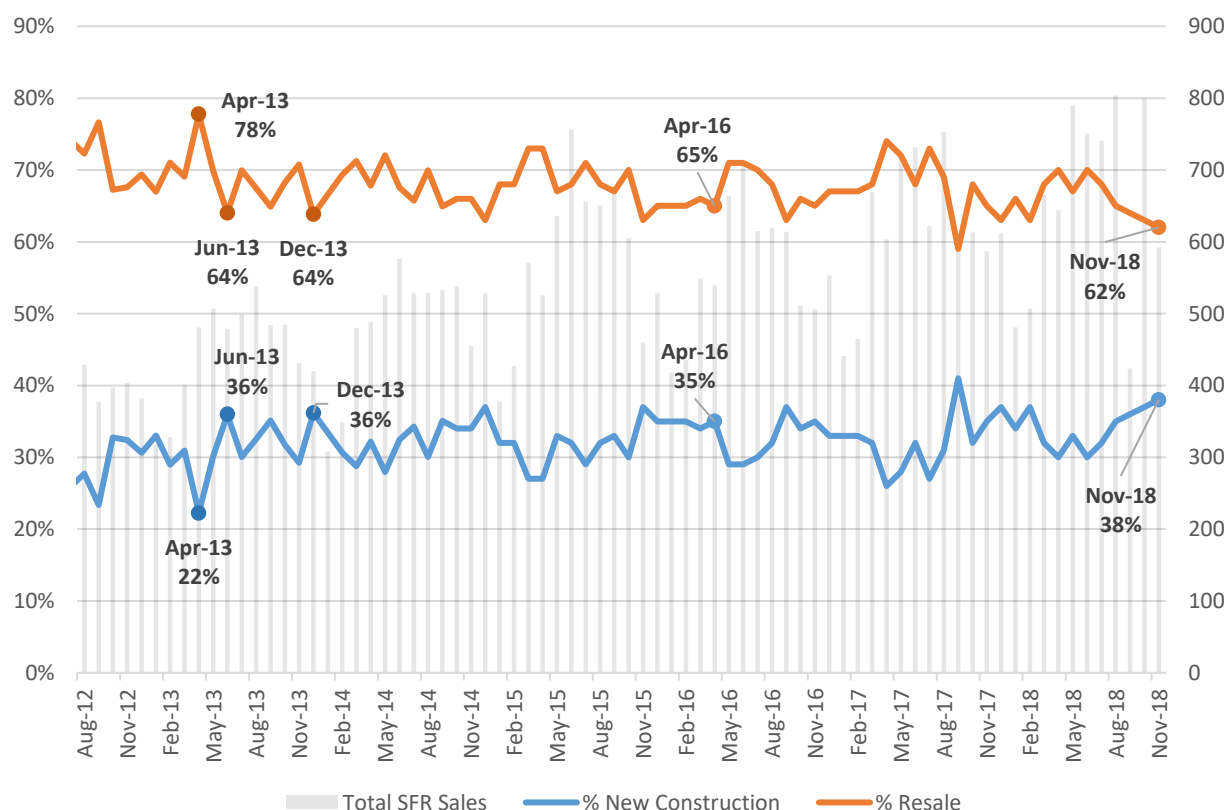
November



Year to Date



## Historical Data – % of Total Sales

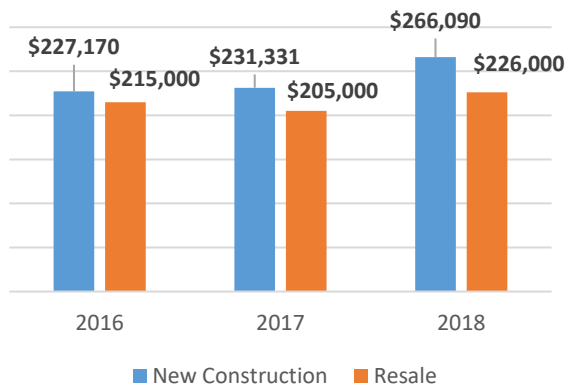




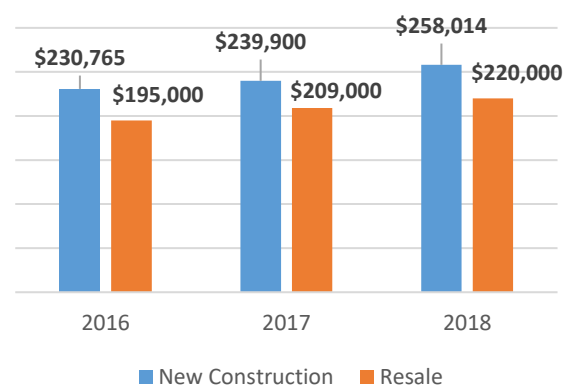
# New Construction vs Resale – SFR

Median Sales Price

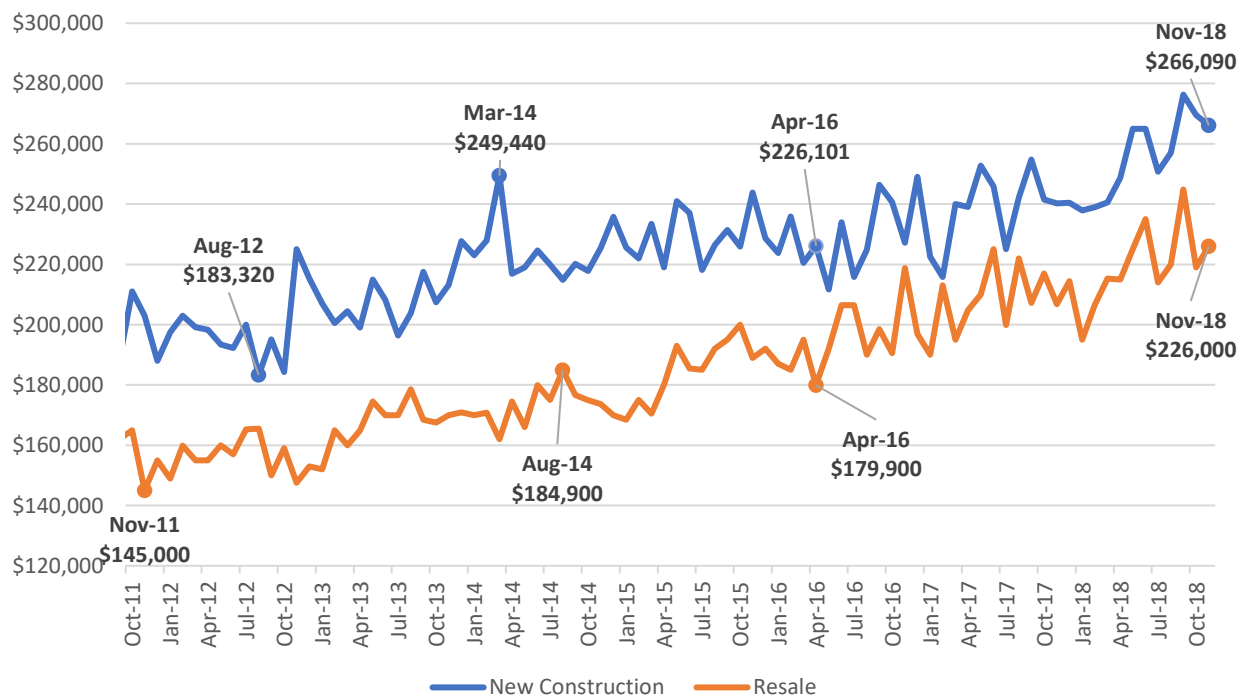
November



Year to Date

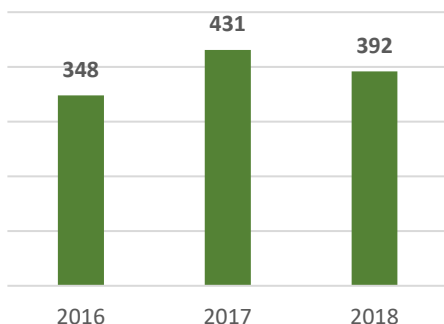


## Historical Data – Median Sales Price

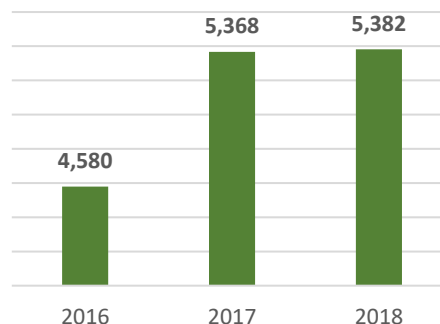


# Closed Sales – Condo

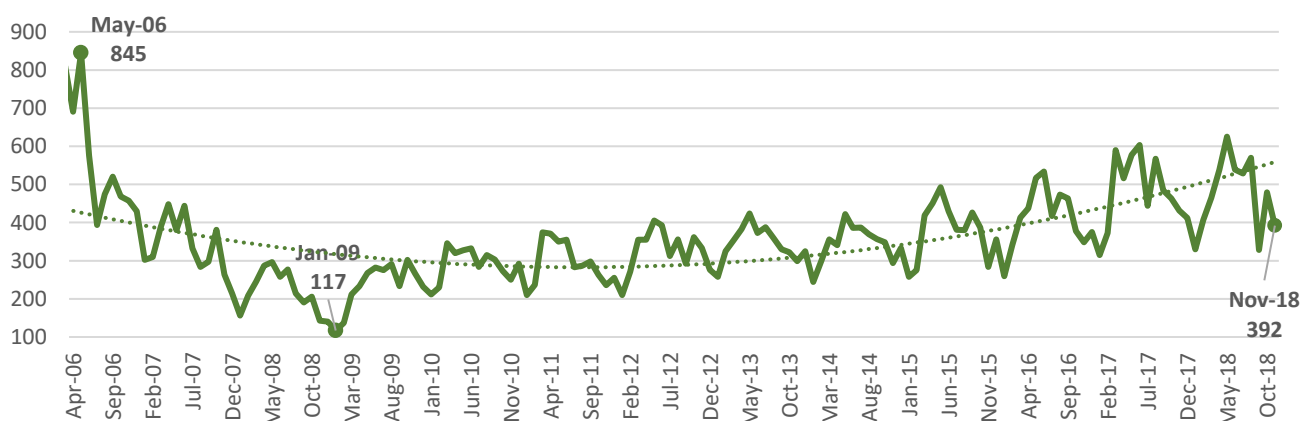
## November



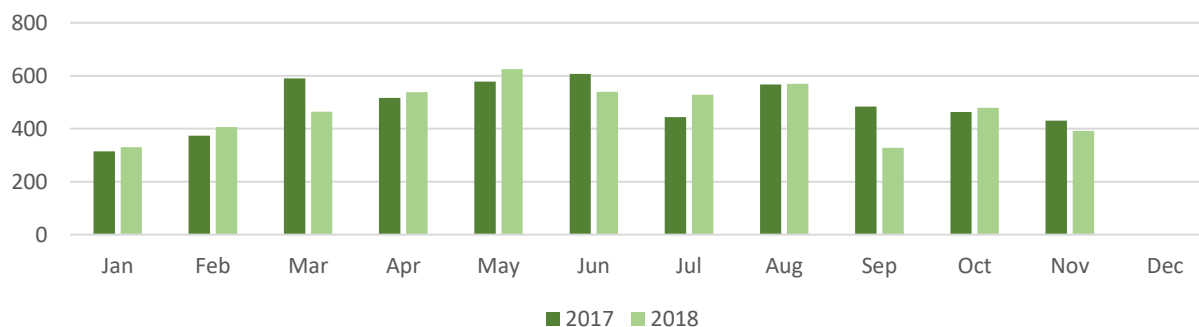
## Year to Date



## Historical Data

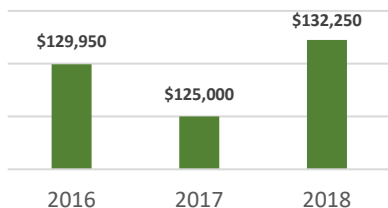


## Year Over Year

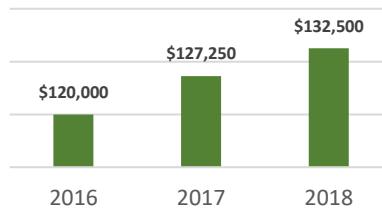


## Median Sales Price – Condo

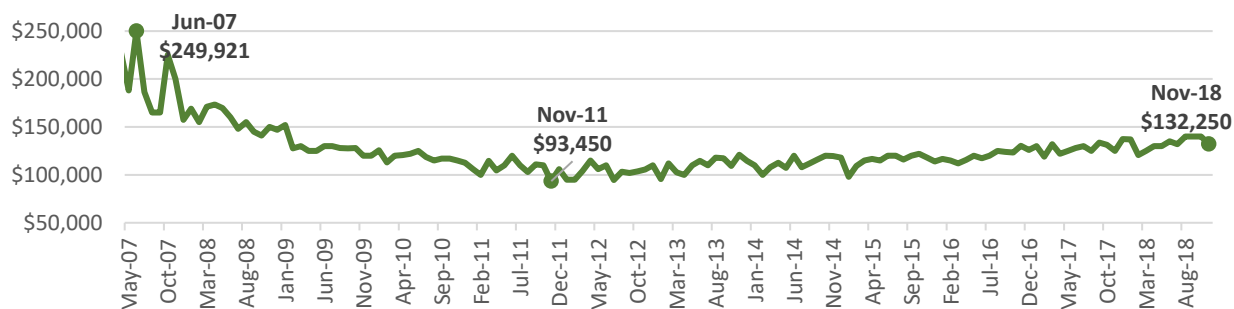
### November



### Year to Date

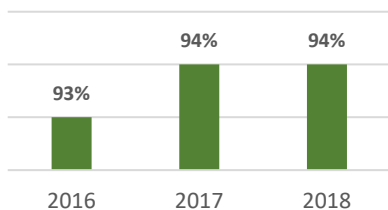


### Historical Data

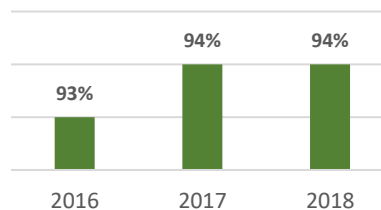


## Sold to List Price Ratio – Condo

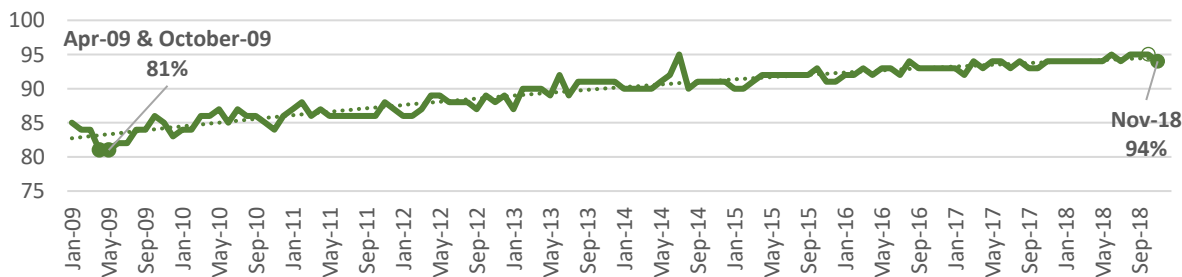
### November



### Year to Date

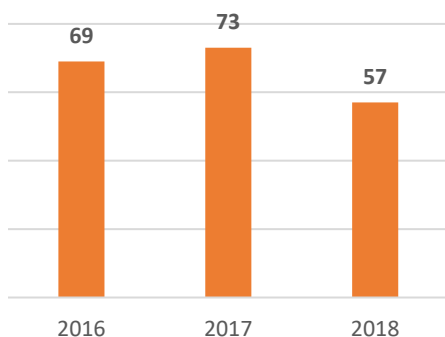


### Historical Data

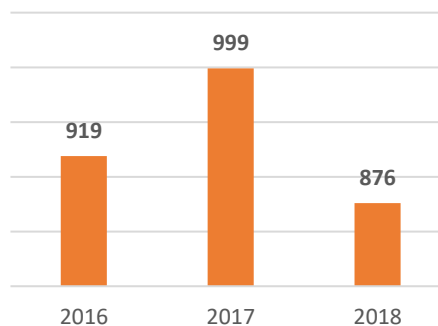


# Closed Sales – Residential Lot

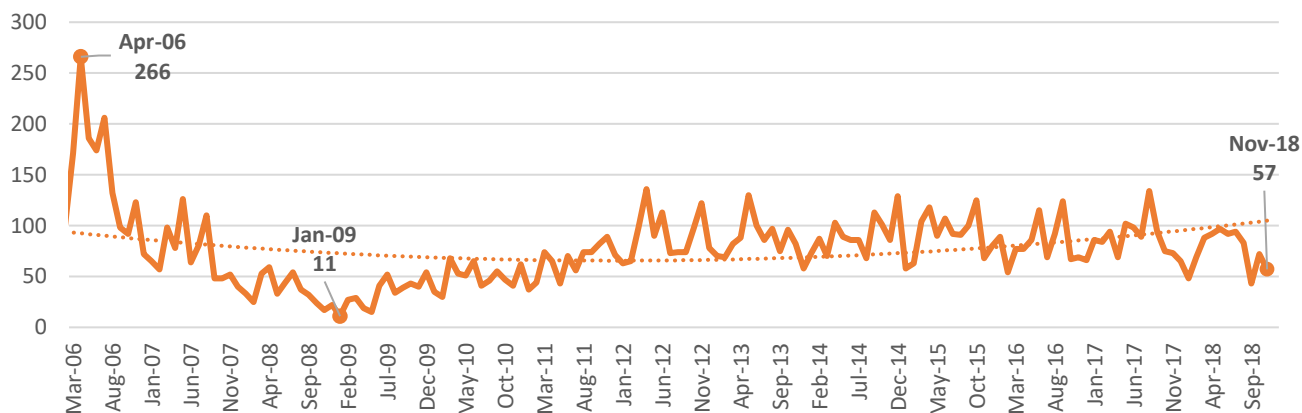
## November



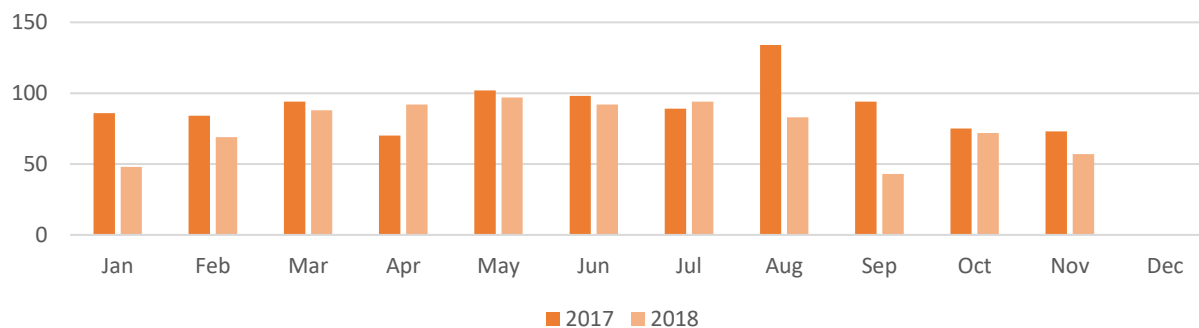
## Year to Date



## Historical Data

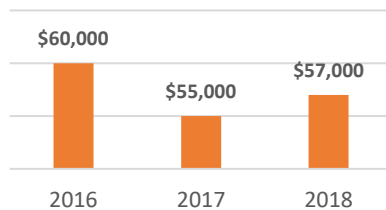


## Year Over Year

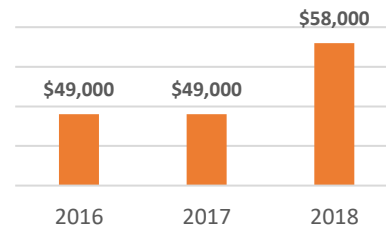


## Median Sales Price – Residential Lot

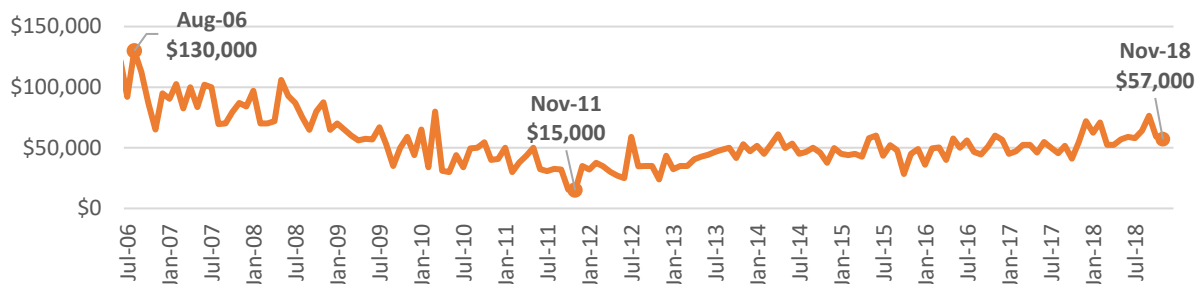
November



Year to Date

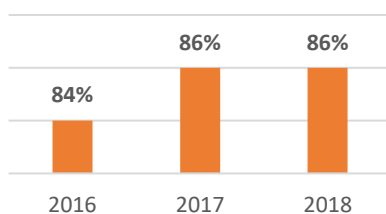


Historical Data

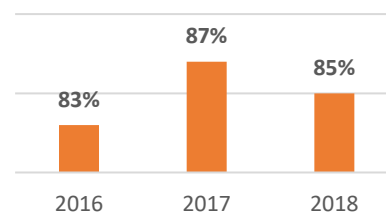


## Sold to List Price Ratio – Residential Lot

November



Year to Date



Historical Data

