

# Grand Strand Market Report

## April 2018

Grand Strand SFR sales activity was down in April but maintains its 3.3% growth rate for the year. Condo and Residential lot sales are up 4.1% and 31.4%, respectively, compared to April 2017 levels.

SFR sales volume is down 4.3% compared to April 2017 but is up 3.3% year-to-date. Median sales price is up to \$224,900, a 6.1% increase from April 2017. Sales prices for new construction and resales are also up 6.2% and 5.4%, respectively, when compared to April 2017. The average sold-to-list ratio for Single Family Residential sales in April was 96%, flat compared to the same month in 2017.

Condo sales volume is up 4.1% compared to April 2017 with year-to-date sales near 2017 levels, down a mere 0.1%. The median sales price is up to \$130,000, a 7.0% increase from April 2017. Condo inventory continued to tighten as inventory is down as compared to prior year levels: down 10.7% compared to April 2017. The average sold to list ratio for condo sales in April was 94%, up 100 basis points compared to the same month in 2017.

Residential lot sales were up 31.4% in April compared to 2017. The median sales price increased to \$52,500, up 2.9% compared to the same month in 2017. Sold to list ratios are at 84%, down 300 basis points when compared to April 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		
\$224,900			\$130,000			\$52,500		
⬆️			⬆️			⬆️		

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# Grand Strand Active Inventory

## Single Family Residential

	# Listings
Horry Co.	4,674
Georgetown	723
Total	5,397
Average List Price	\$370,878
Median List Price	\$275,207

## Distribution by Price Range

	Horry Co.	G'town Co.
Less than \$150k	338	47
\$150k- \$250k	1,783	115
\$250k- \$500k	1,962	292
\$500k- \$1.0 MM	476	171
\$1 MM +	115	98

## Condo/Townhome

	# Listings
Horry Co.	3,078
Georgetown	319
Total	3,397
Average List Price	\$205,017
Median List Price	\$167,000

## Distribution by Price Range

	Horry Co.	G'town Co.
Less than \$100k	611	15
\$100k- \$150k	804	57
\$150k- \$200k	628	50
\$200k- \$400k	872	101
\$400k- \$750k	143	88
\$750k +	20	8

## Residential Lot

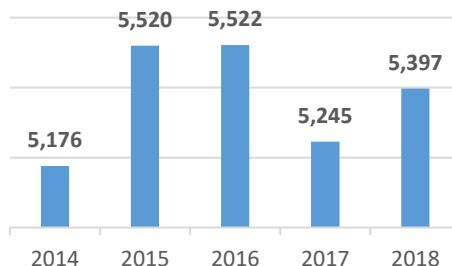
	# Listings
Horry Co.	1,390
Georgetown	535
Total	1,925
Average List Price	\$131,556
Median List Price	\$79,000

## Distribution by Price Range

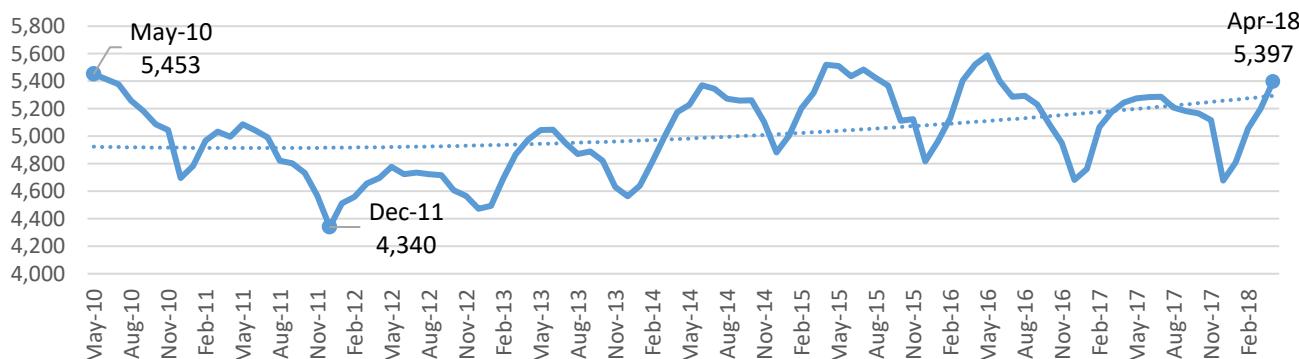
	Horry Co.	G'town Co.
Less than \$25k	111	79
\$25k- \$50k	364	47
\$50k- \$75k	276	53
\$75k- \$100k	159	68
\$100k- \$175k	247	128
\$175k- 250k	124	65
\$250k +	109	95

# Grand Strand Inventory Trends

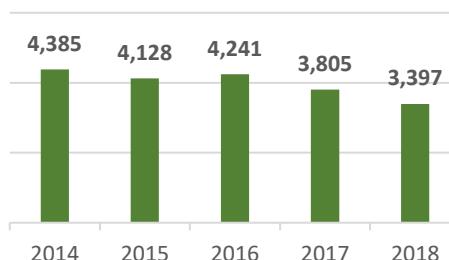
## SFR Inventory - April



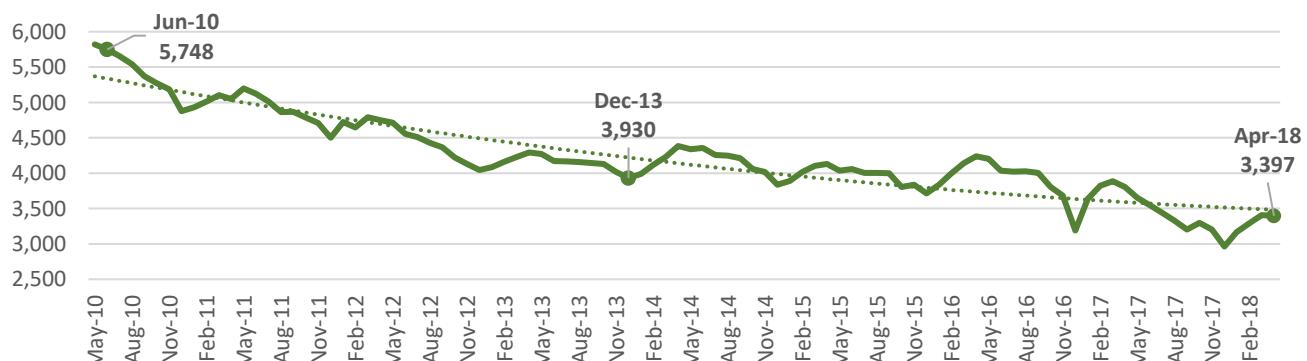
### Historical Data



## Condo Inventory – April

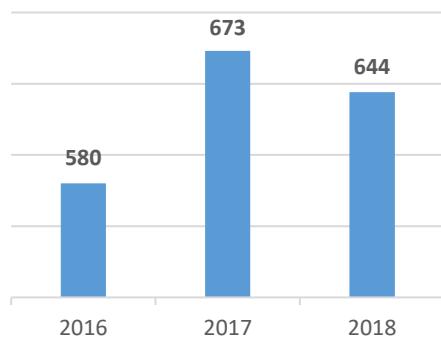


### Historical Data

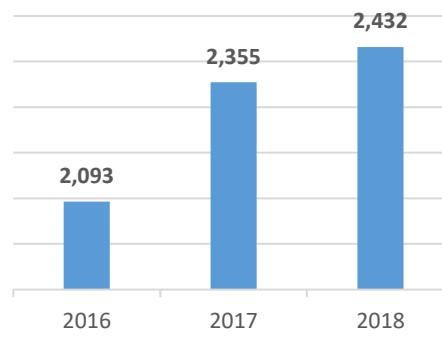


## Closed Sales – SFR

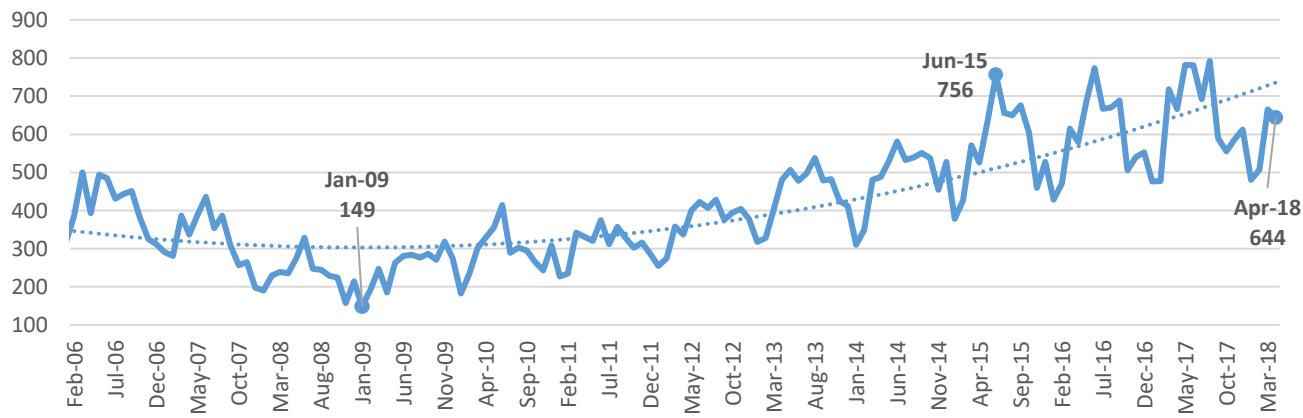
April



Year to Date



## Historical Data



## Year Over Year

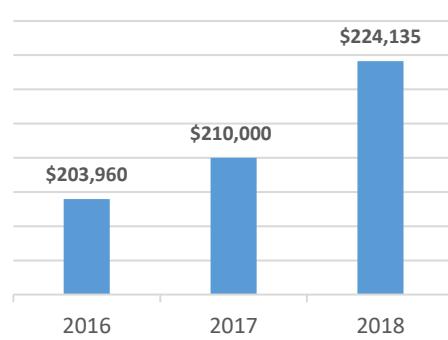


## Median Sales Price – SFR

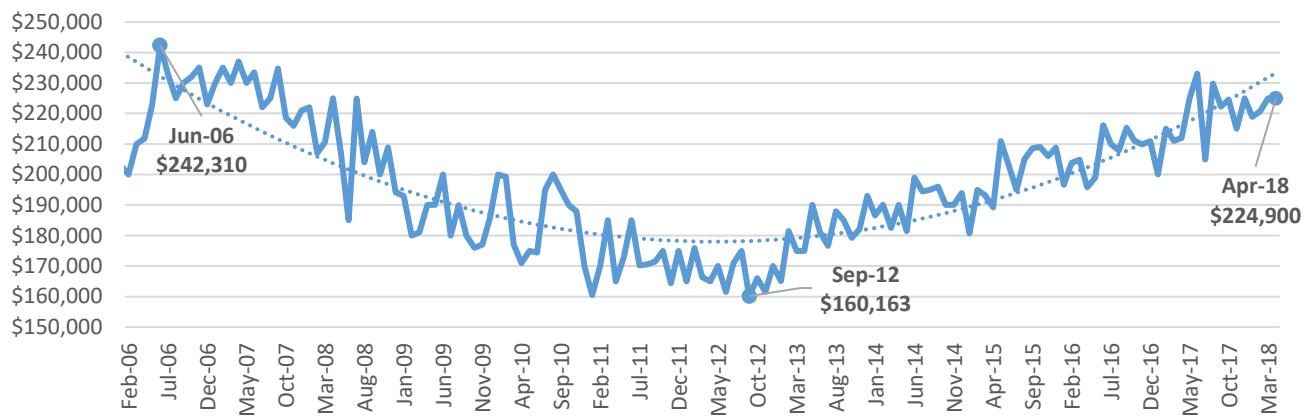
April



Year to Date

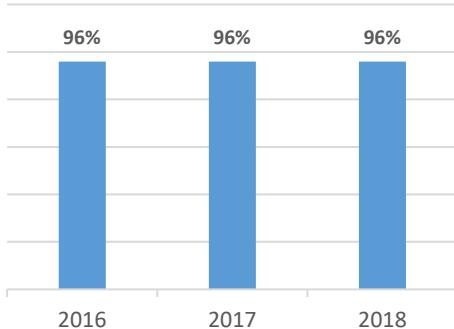


## Historical Data

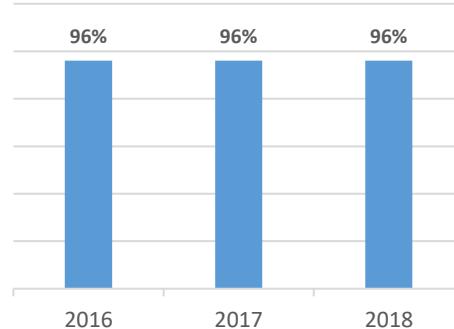


## Sold to List Price Ratio – SFR

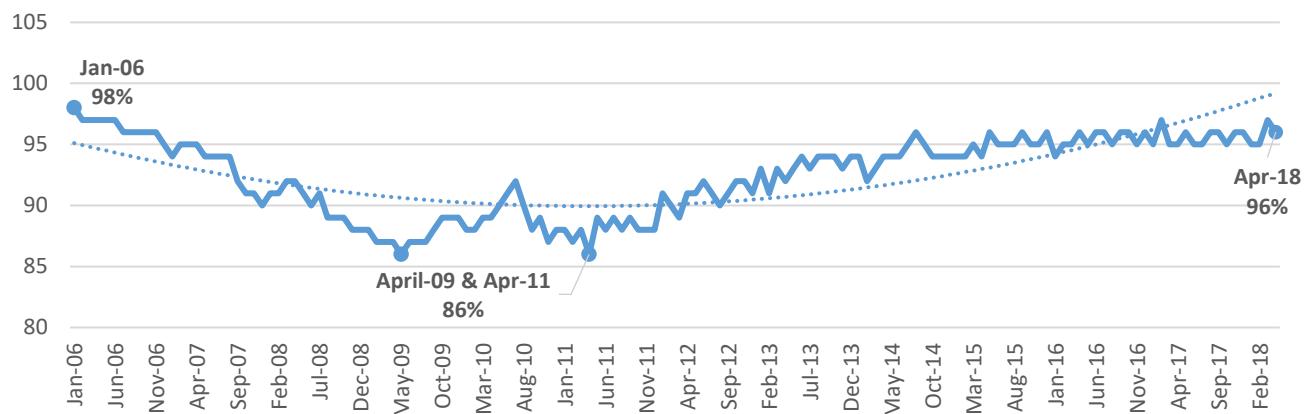
April



Year to Date

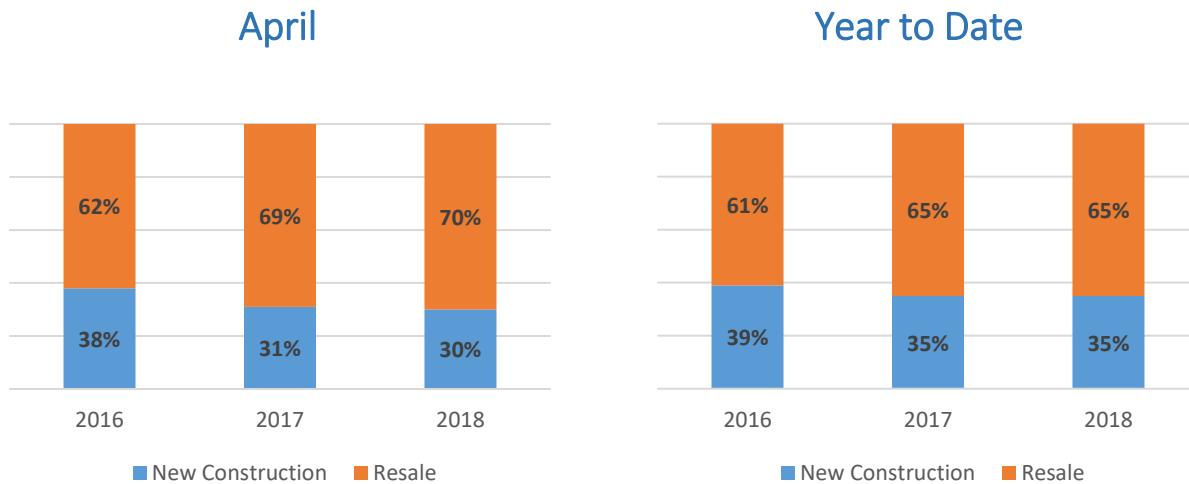


## Historical Data

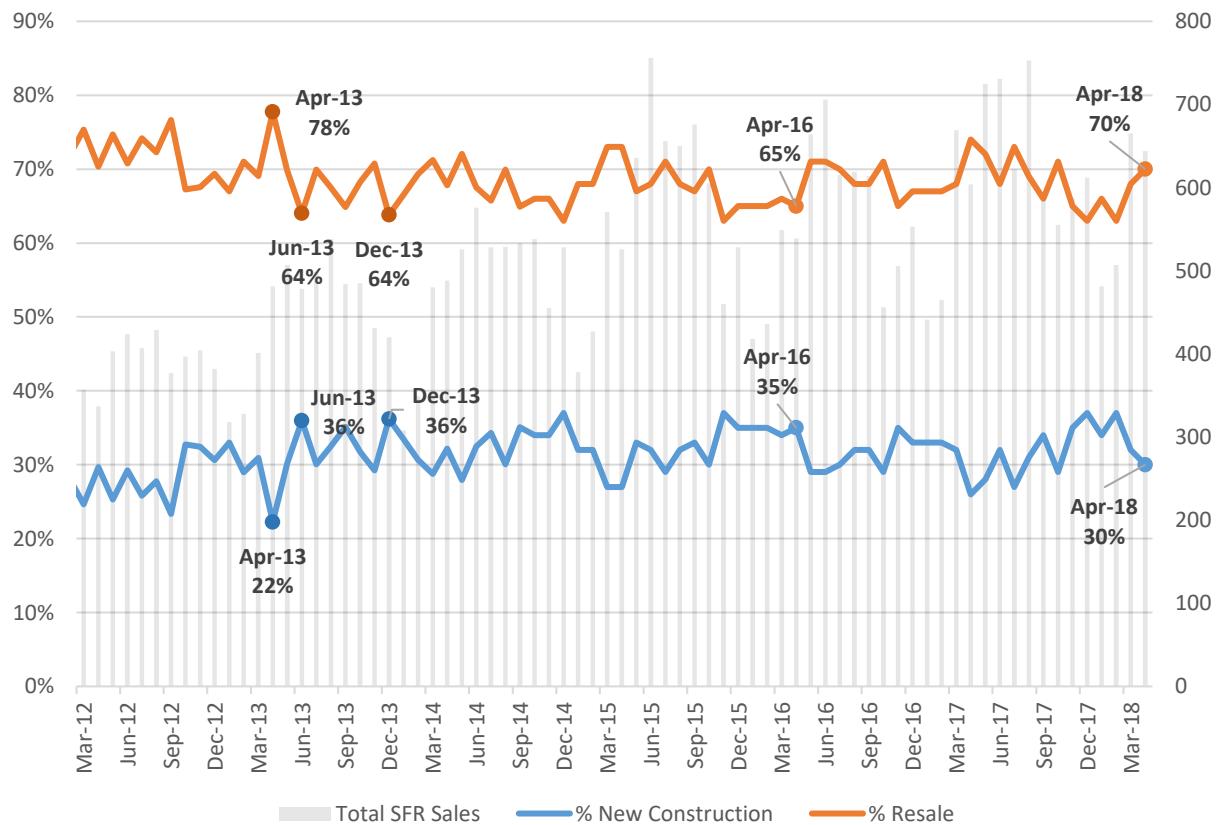


# New Construction vs Resale – SFR

% of Total Sales



## Historical Data – % of Total Sales



# New Construction vs Resale – SFR

Median Sales Price

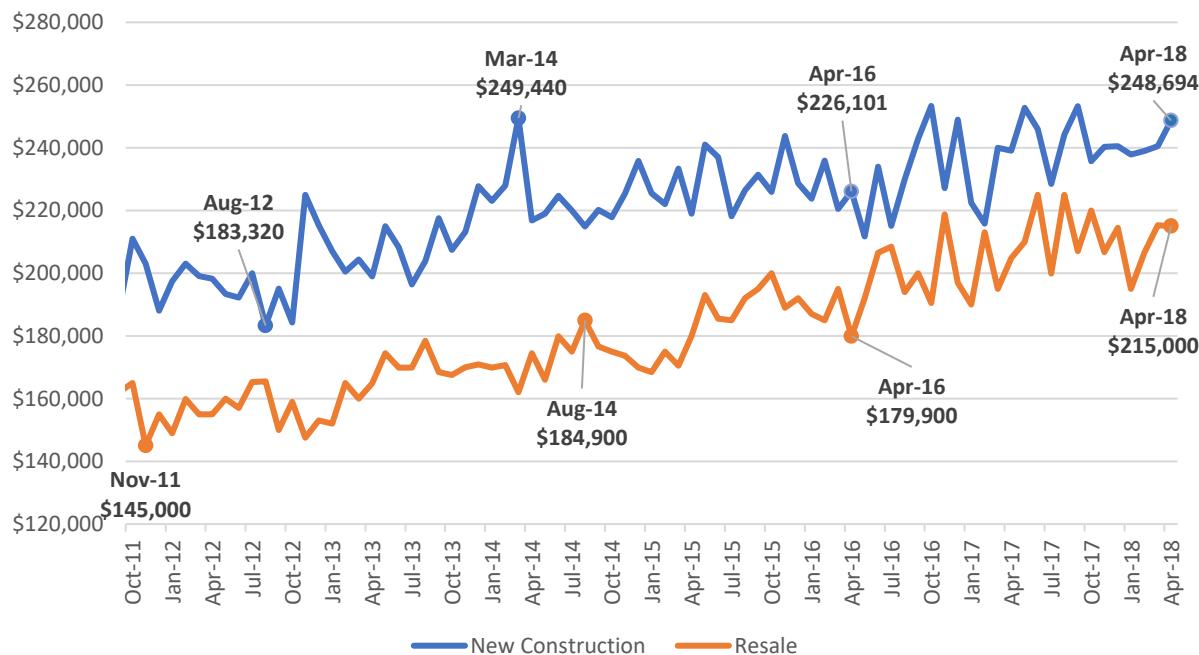
April



Year to Date

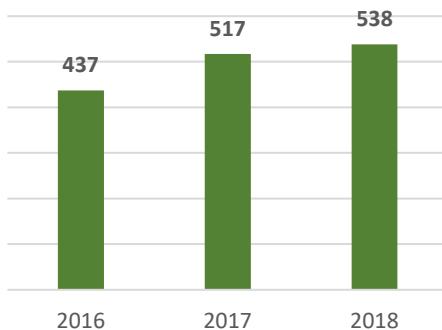


## Historical Data – Median Sales Price

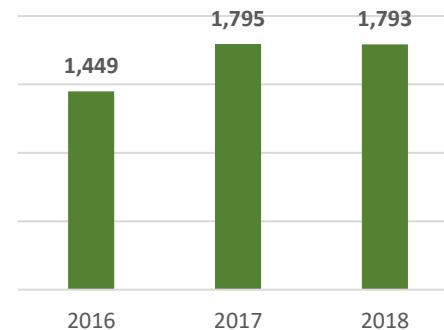


## Closed Sales – Condo

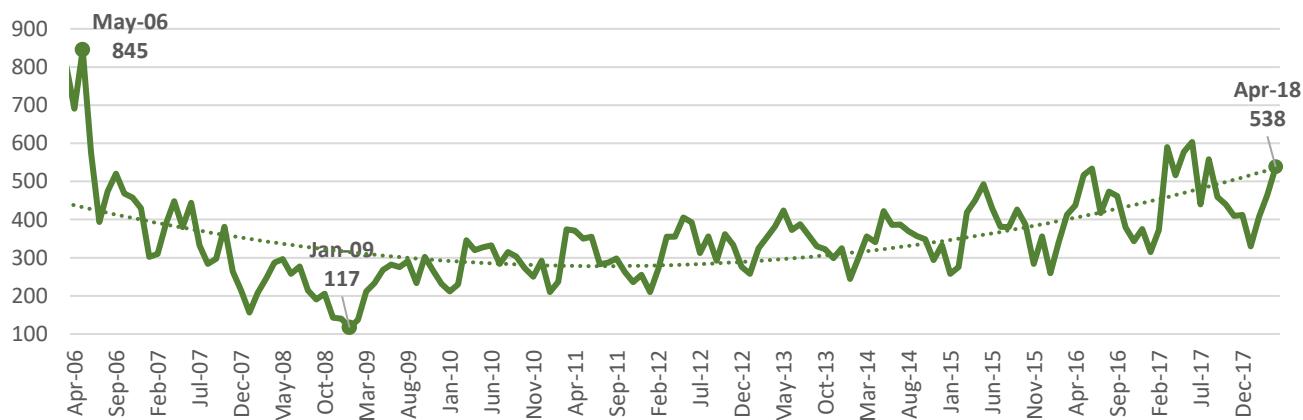
April



Year to Date



### Historical Data



### Year Over Year



## Median Sales Price – Condo

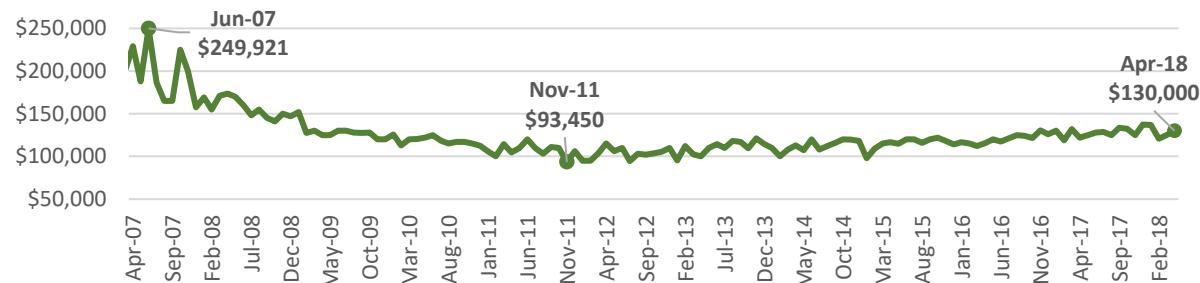
April



Year to Date

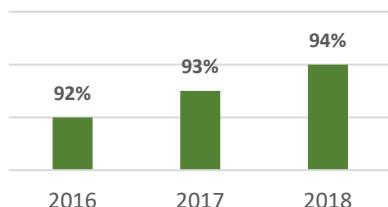


### Historical Data

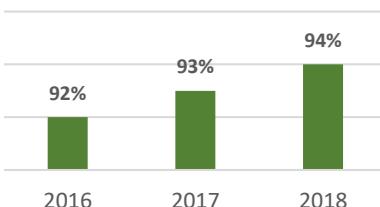


## Sold to List Price Ratio – Condo

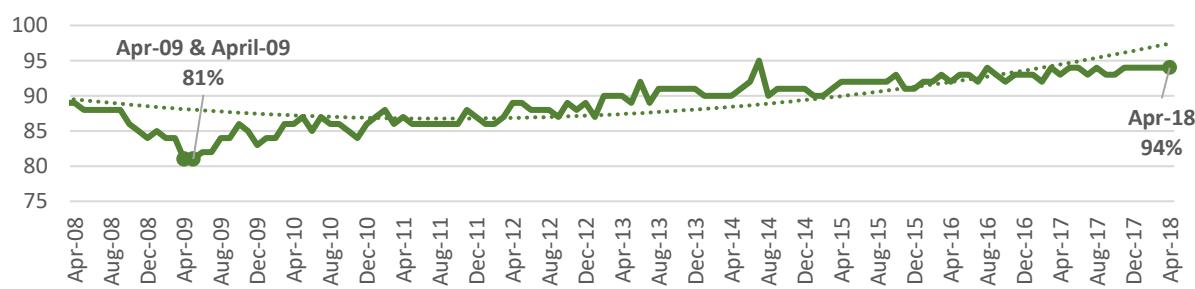
April



Year to Date

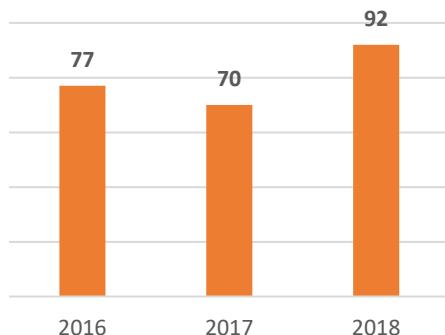


### Historical Data

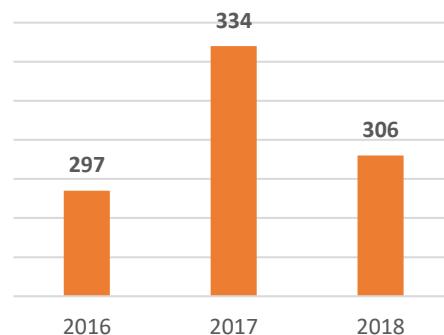


## Closed Sales – Residential Lot

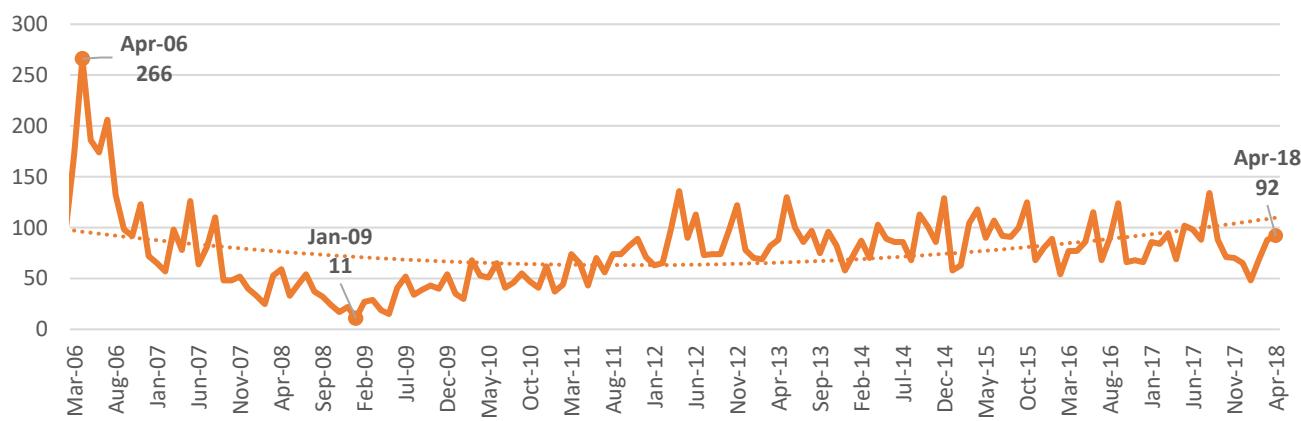
April



Year to Date



### Historical Data



### Year Over Year



## Median Sales Price – Residential Lot

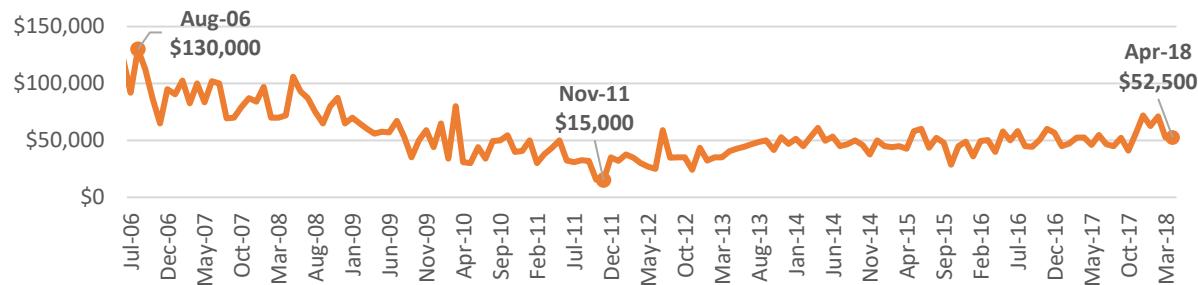
April



Year to Date

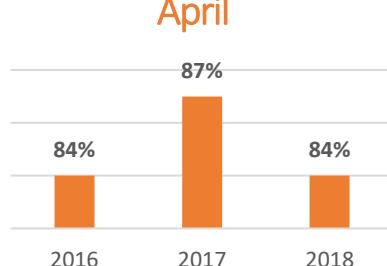


### Historical Data

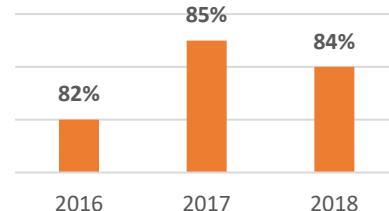


## Sold to List Price Ratio – Residential Lot

April



Year to Date



### Historical Data

