

Grand Strand Market Report

December 2017












December capped off a great year for the Grand Strand as full year SFR sales volume and median sales price were up 9.8% and 4.3%, respectively. Condo sales activity increased 3.0% for December and is up 15.6% for the year. Condo sales prices remain up as inventory continues to tighten. Residential lot sales maintained strong growth, up 7.7% for the year.

SFR sales volume in the Grand Strand was down 1.3% compared to December 2016 while year-to-date sales continue to maintain its strong growth: up 9.8% for the year. Median sales price increased to \$225,000, a 4.7% increase from December 2016. The year-to-date median sales price is also up 4.3% for the year. Sales prices for new construction slid 3.4% to \$240,270 while resales increased 10% to \$214,450 when compared to December 2016. The average sold-to-list ratio for Single Family Residential sales in December was 96%, flat when compared to the same month in 2016.

Condo sales activity and the median sales price increased 3.0% and 8.1%, respectively, compared to December 2016. Year-to-date, condo sales are up 15.6% with condo median sales prices also up 6.4%. Condo inventory continues to tighten as inventory is down compared to prior year levels: down 7.1% compared to December 2016. The average sold to list ratio for condo sales in December was 94%, up 100 basis points compared to the same month in 2016.

Residential lot sales are down 5.8% in December compared to 2016. Year-to-date residential lot sales are also up 7.7%. The median sales price jumped to \$72,000, up 25.2% compared to the same month in 2016. The year-to-date median sales price is \$50,000: a 0.2% increase from 2016. Sold to list ratios are at 84%, up 100 basis points compared to December 2016.

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		
\$225,000			\$137,250			\$72,000		

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Grand Strand Active Inventory

Single Family Residential

	# Listings
Horry Co.	4,061
Georgetown	616
Total	4,677
Average List Price	\$363,896
Median List Price	\$268,990

Distribution by Price Range

	Horry Co.	G'town Co.
Less than \$150k	377	57
\$150k- \$250k	1,618	84
\$250k- \$500k	1,579	254
\$500k- \$1.0 MM	381	140
\$1 MM +	106	81

Condo/Townhome

	# Listings
Horry Co.	2,687
Georgetown	276
Total	2,963
Average List Price	\$206,234
Median List Price	\$167,000

Distribution by Price Range

	Horry Co.	G'town Co.
Less than \$100k	543	17
\$100k- \$150k	683	52
\$150k- \$200k	537	42
\$200k- \$400k	781	80
\$400k- \$750k	125	75
\$750k +	182	10

Residential Lot

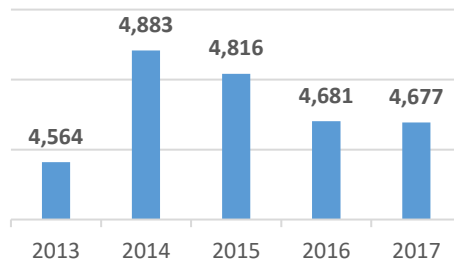
	# Listings
Horry Co.	1,292
Georgetown	512
Total	1,804
Average List Price	\$132,608
Median List Price	\$75,000

Distribution by Price Range

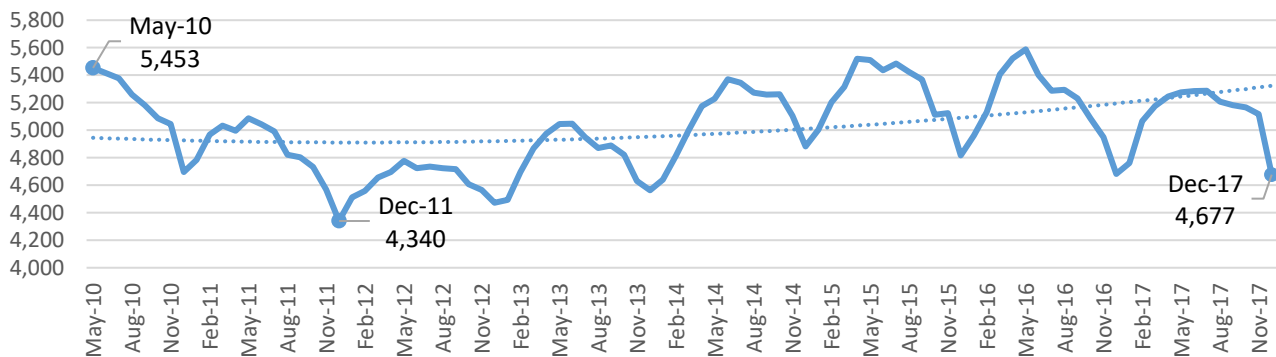
	Horry Co.	G'town Co.
Less than \$25k	120	77
\$25k- \$50k	324	56
\$50k- \$75k	259	54
\$75k- \$100k	143	56
\$100k- \$175k	213	118
\$175k- 250k	120	60
\$250k +	113	91

Grand Strand Inventory Trends

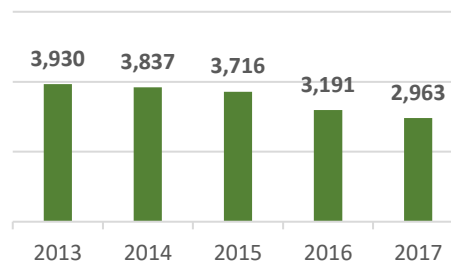
SFR Inventory - December



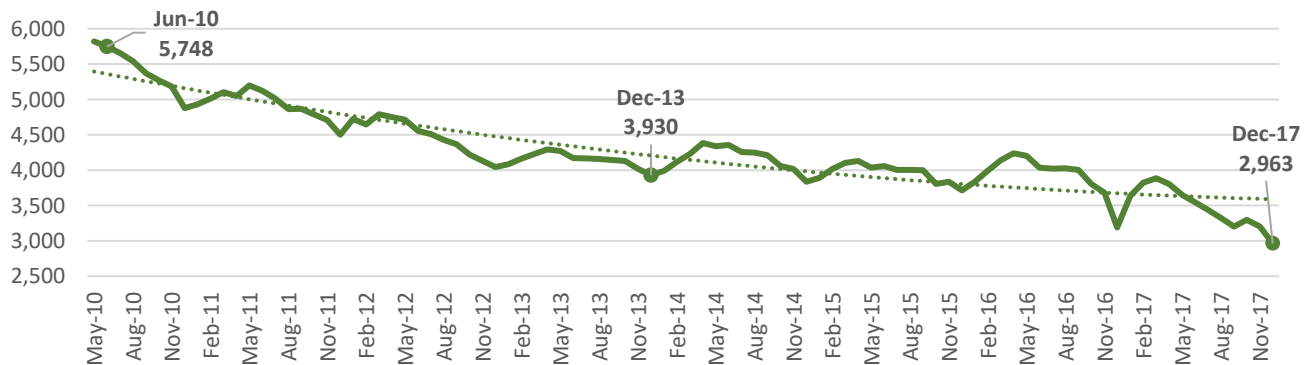
Historical Data



Condo Inventory – December

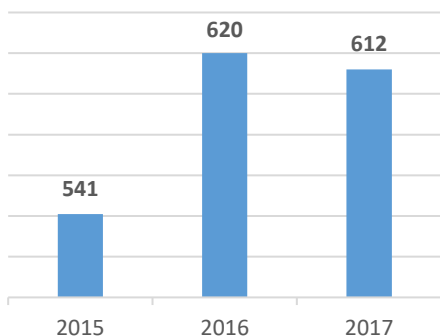


Historical Data

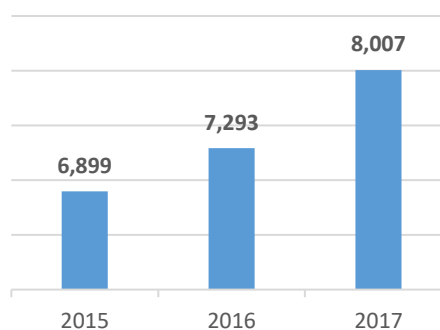


Closed Sales – SFR

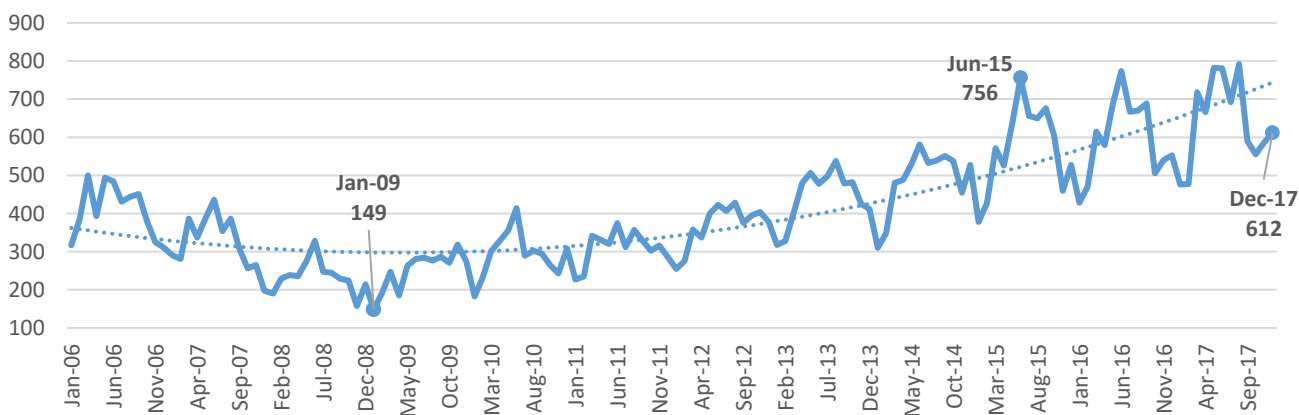
December



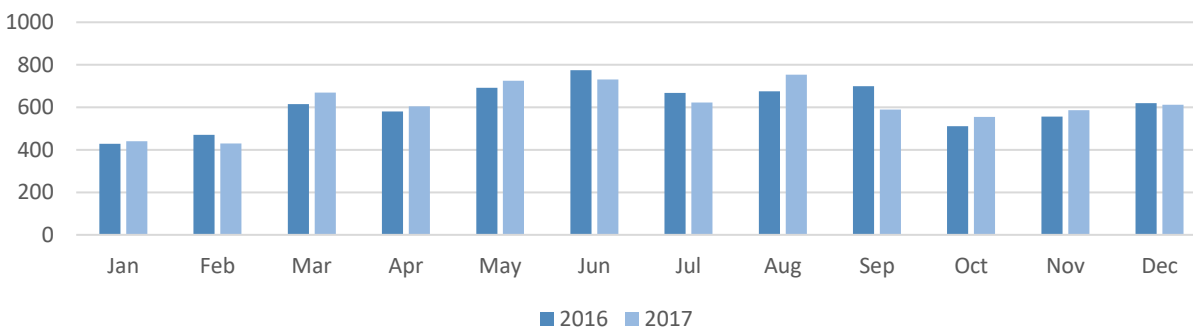
Year to Date



Historical Data

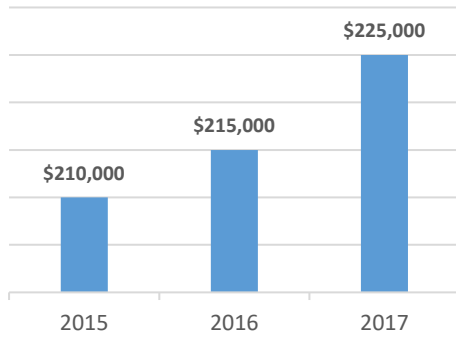


Year Over Year

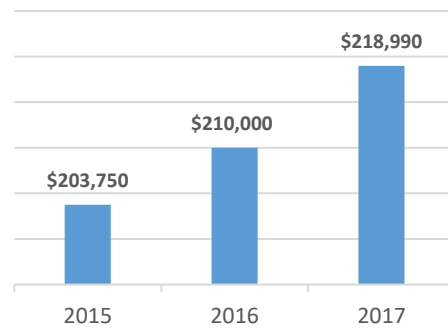


Median Sales Price – SFR

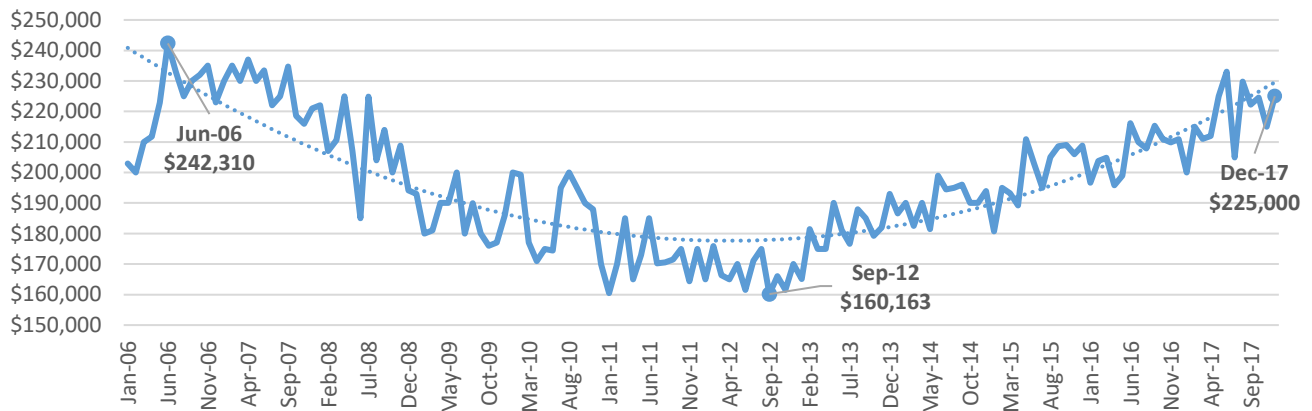
December



Year to Date

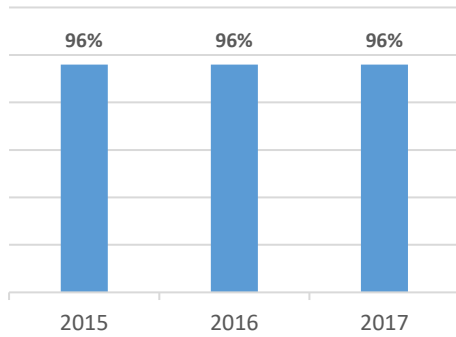


Historical Data

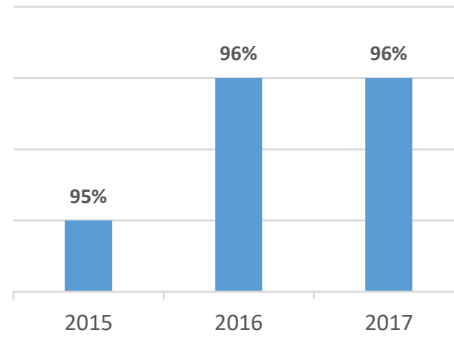


Sold to List Price Ratio – SFR

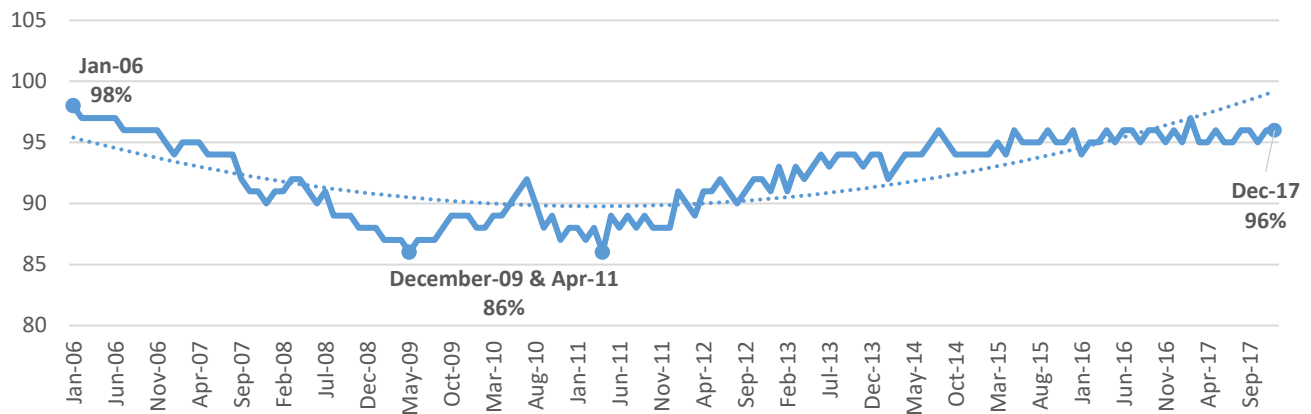
December



Year to Date



Historical Data

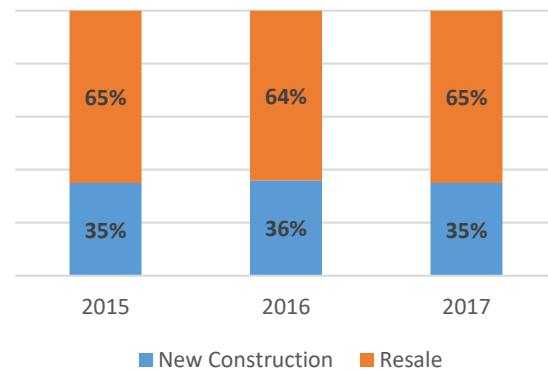
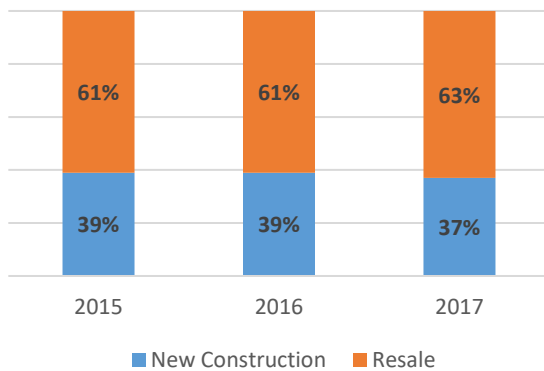


New Construction vs Resale – SFR

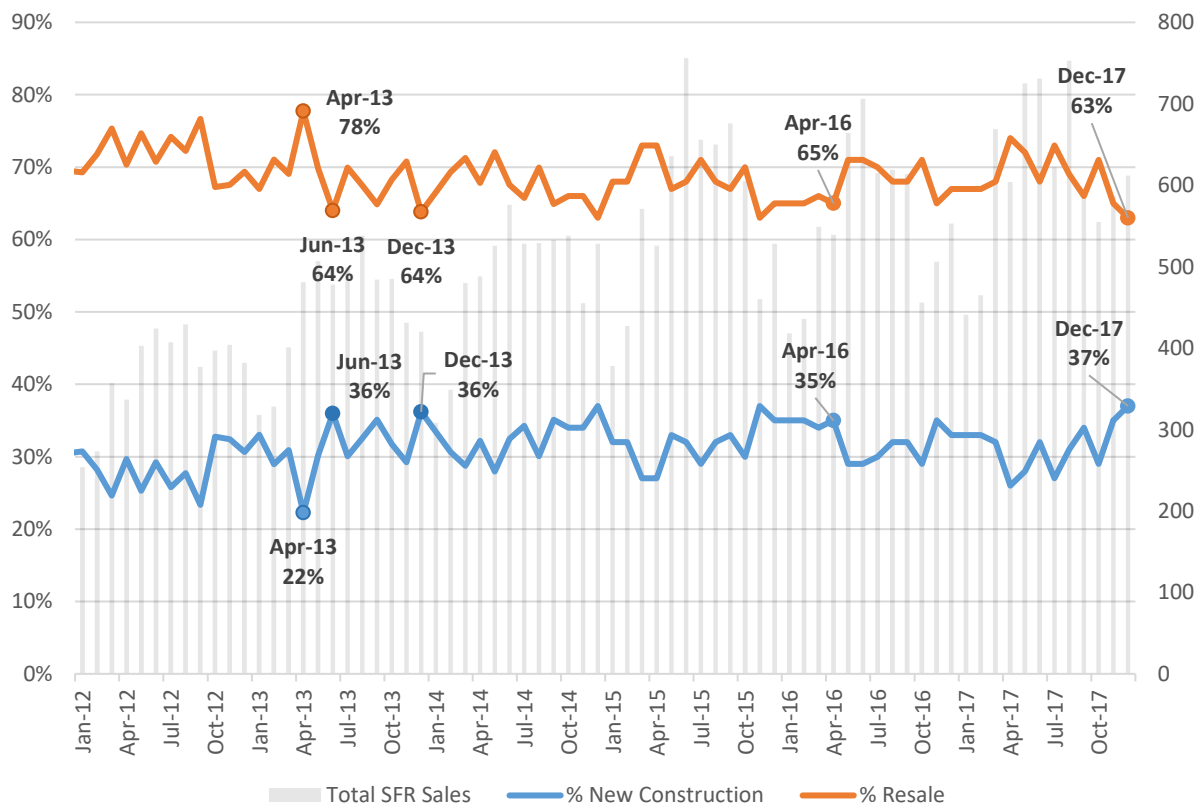
% of Total Sales

December

Year to Date



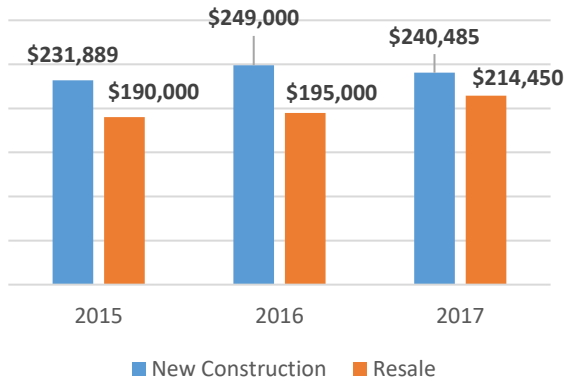
Historical Data – % of Total Sales



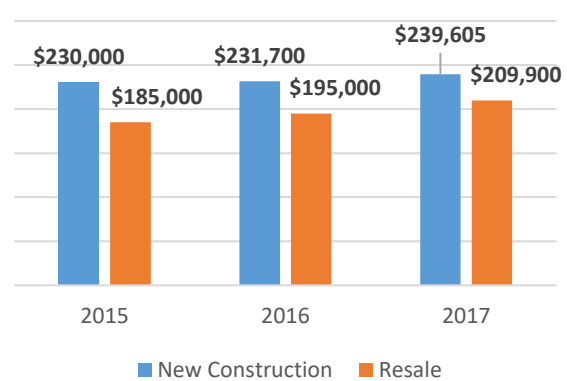
New Construction vs Resale – SFR

Median Sales Price

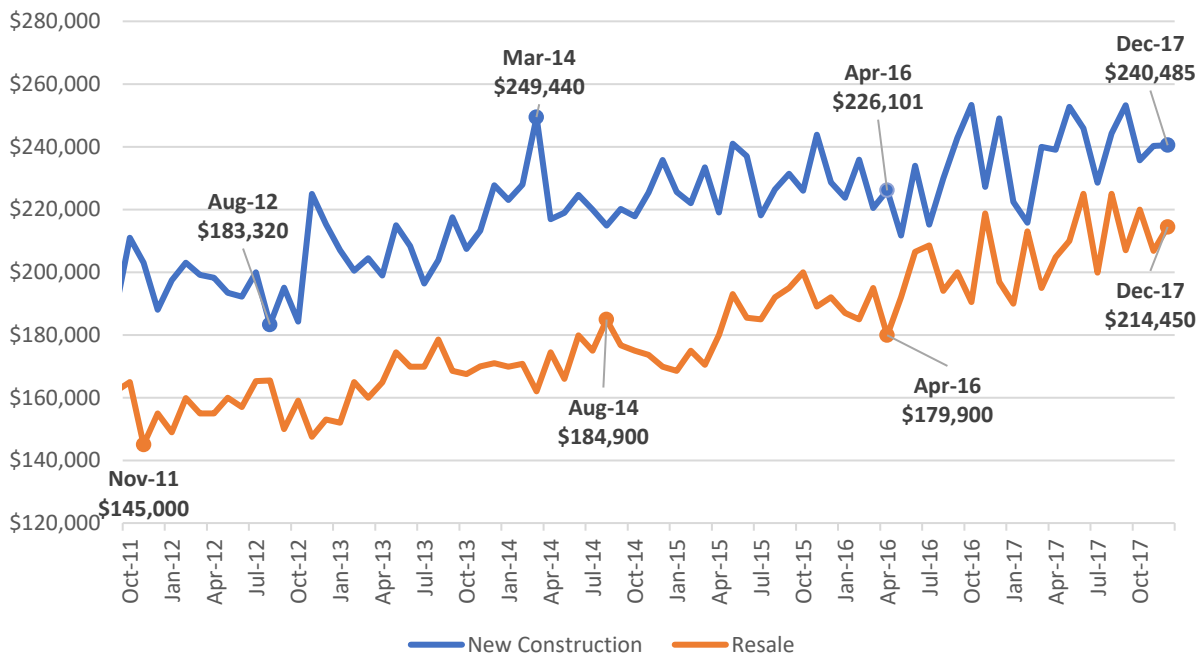
December



Year to Date

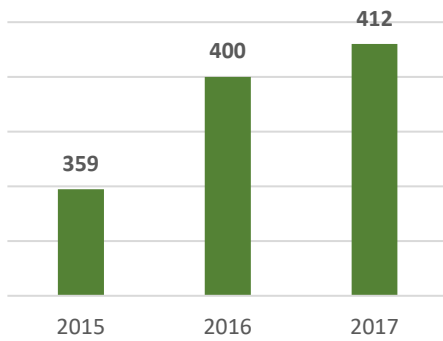


Historical Data – Median Sales Price

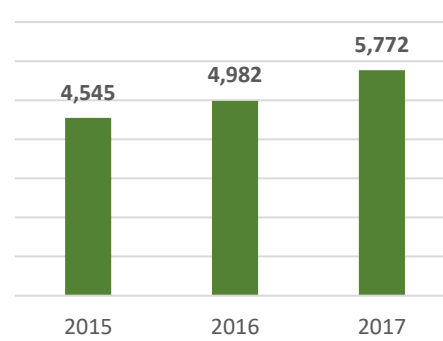


Closed Sales – Condo

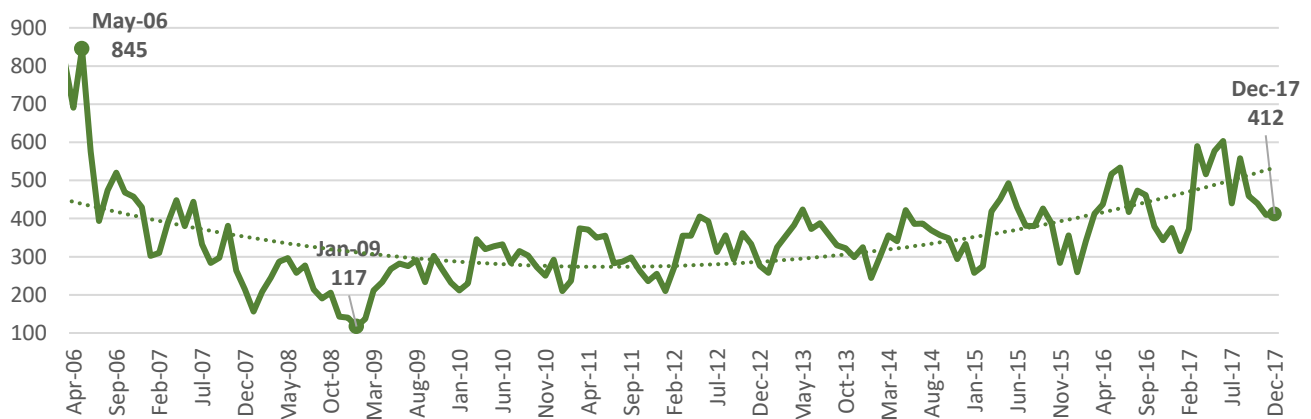
December



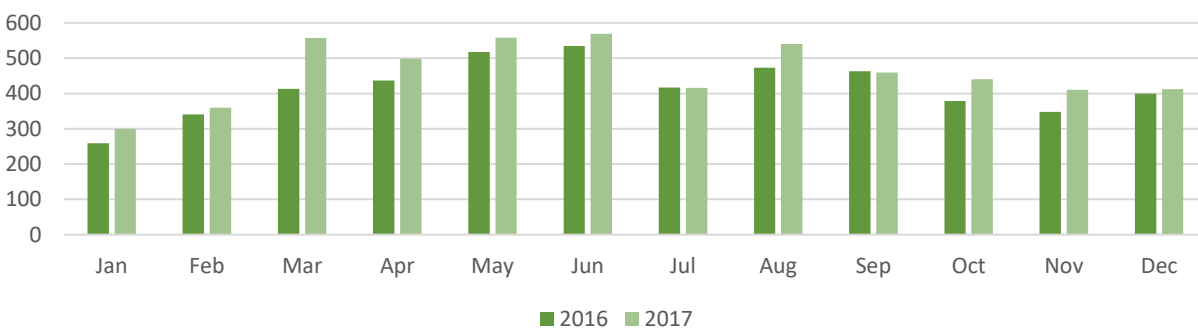
Year to Date



Historical Data

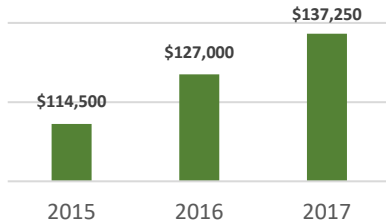


Year Over Year

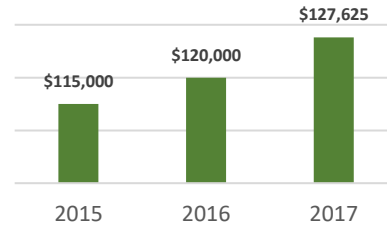


Median Sales Price – Condo

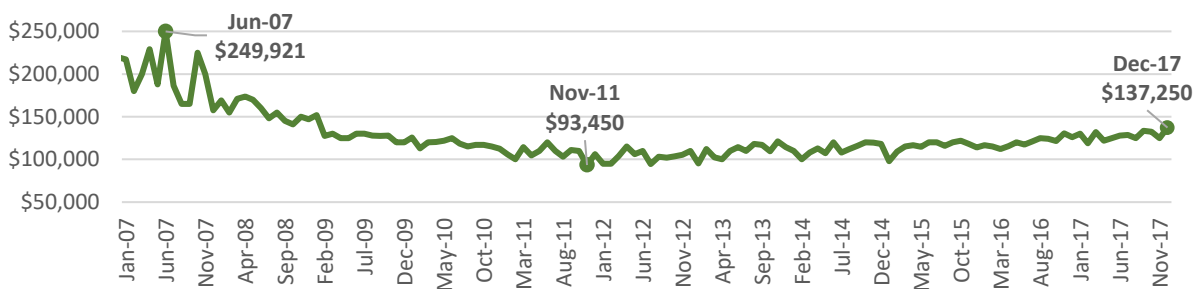
December



Year to Date

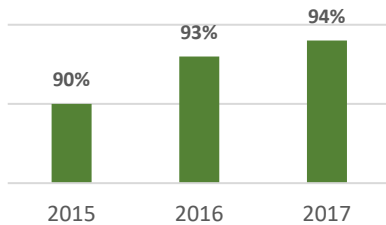


Historical Data

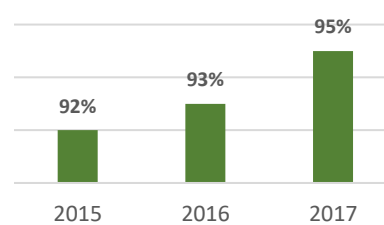


Sold to List Price Ratio – Condo

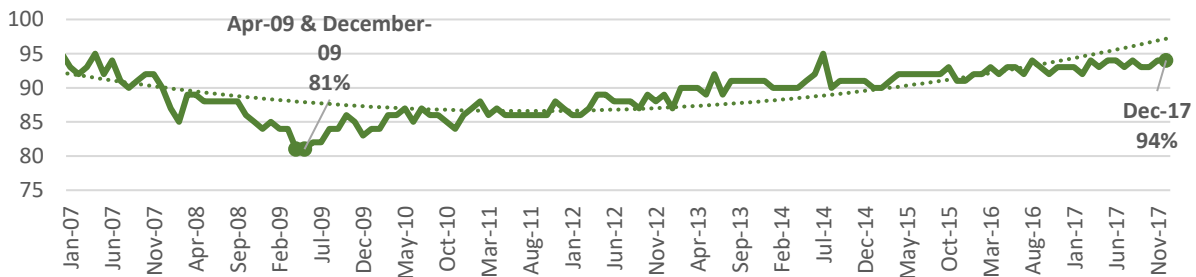
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Year to Date

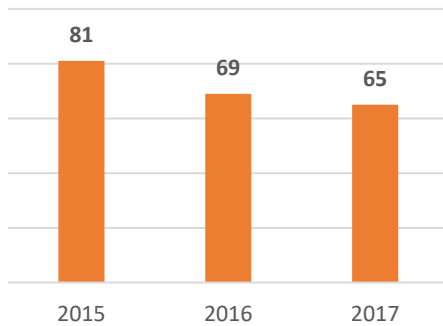


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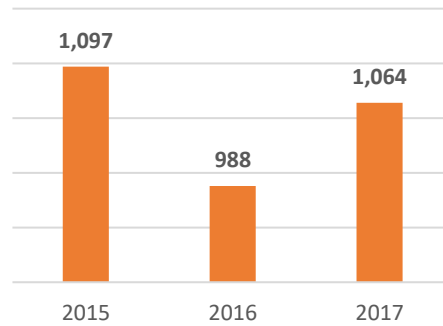


Closed Sales – Residential Lot

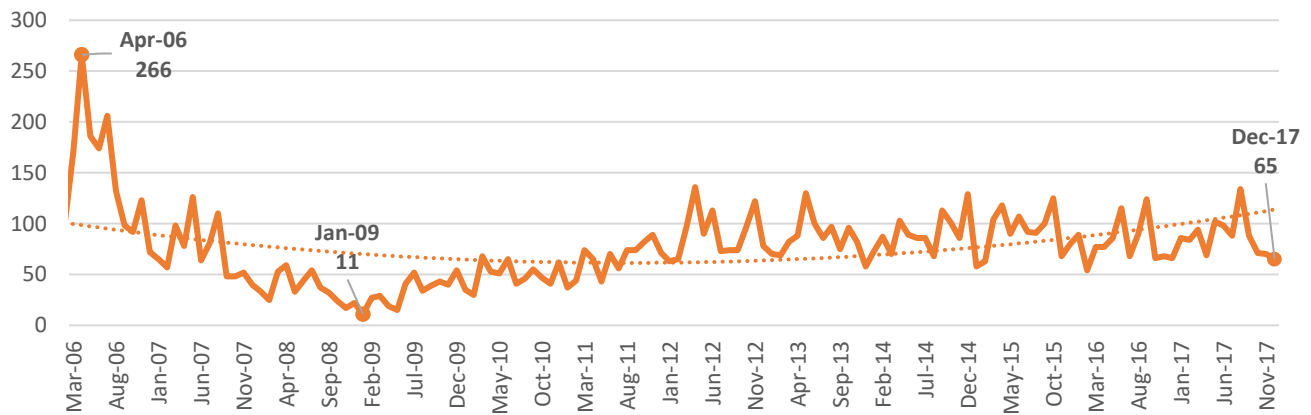
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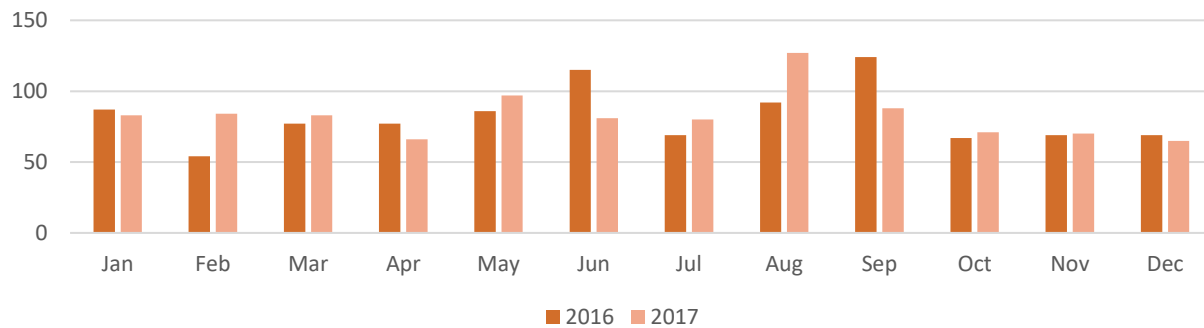
Year to Date



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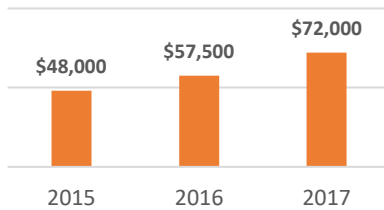


Year Over Year

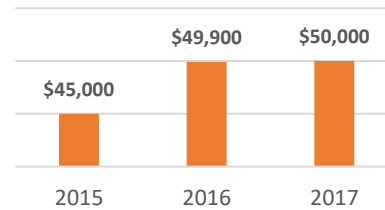


Median Sales Price – Residential Lot

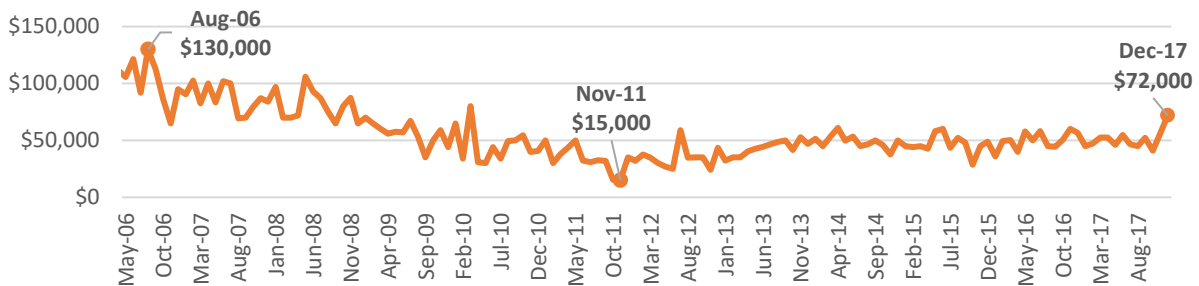
December



Year to Date

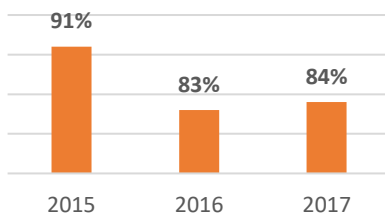


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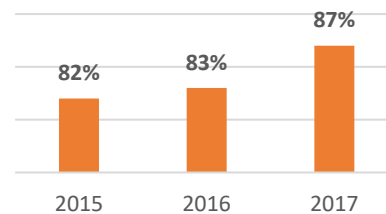


Sold to List Price Ratio – Residential Lot

December



Year to Date



Historical Data

