

# Grand Strand Market Report

## September 2017












Sales slide in September as sales prices remain steady and up to 2016 levels. Despite sales decline in September, full year sales and sales prices remain above the 2016 performance.

SFR sales volume in the Grand Strand is down 15.7% compared to September 2016. However, year-to-date sales continue their strong growth: up 6.6% for the year. Median sales price is up to \$222,218, a 2.0% increase from September 2016 and up 4.7% for the year. Sales prices for new construction and resales are up 2.8% and 4.4%, respectively, when compared to September 2016. The average sold-to-list ratio for Single Family Residential sales in September was 96%, flat compared to the same month in 2016. SFR inventory continues to tighten as inventory is down 0.9% from 2016.

Condo sales activity decreased 0.9% while the median sales price increased 7.7% compared to September 2016. Year-to-date, condo sales are up 14.9% and condo median sales prices are up 6.3%. Condo inventory continues to tighten as inventory is down compared to prior year levels: down 20.0% compared to September 2016. The average sold to list ratio for condo sales in September was 93%, flat compared to the same month in 2016.

Residential lot sales were down 29.0% in September compared to 2016 but are up 7.7% year-to-date. The median sales price increased to \$52,250, up 17.3% compared to the same month in 2016. Sold to list ratios are at 86%, up 300 basis points compared to September 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		
\$222,218			\$133,500			\$52,250		

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# Grand Strand Active Inventory

## Single Family Residential

	# Listings
Horry Co.	4,486
Georgetown	697
Total	5,183
Average List Price	\$356,785
Median List Price	\$264,900

## Distribution by Price Range

	Horry Co.	G'town Co.
Less than \$150k	446	60
\$150k- \$250k	1,800	85
\$250k- \$500k	1,716	297
\$500k- \$1.0 MM	420	165
\$1 MM +	104	90

## Condo/Townhome

	# Listings
Horry Co.	2,923
Georgetown	281
Total	3,204
Average List Price	\$207,195
Median List Price	\$164,900

## Distribution by Price Range

	Horry Co.	G'town Co.
Less than \$100k	625	10
\$100k- \$150k	726	53
\$150k- \$200k	543	48
\$200k- \$400k	869	81
\$400k- \$750k	139	76
\$750k +	21	13

## Residential Lot

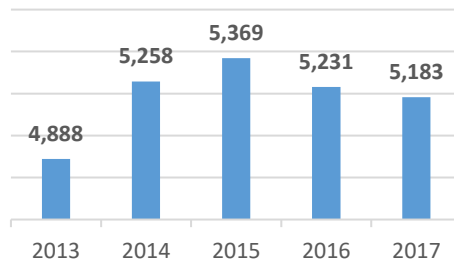
	# Listings
Horry Co.	1,345
Georgetown	564
Total	1,909
Average List Price	\$133,669
Median List Price	\$78,000

## Distribution by Price Range

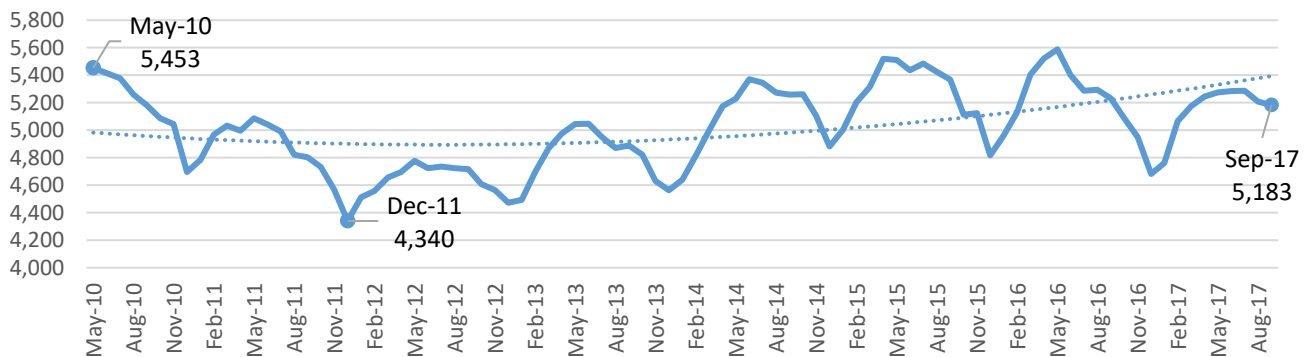
	Horry Co.	G'town Co.
Less than \$25k	131	76
\$25k- \$50k	336	59
\$50k- \$75k	273	53
\$75k- \$100k	142	64
\$100k- \$175k	222	130
\$175k- 250k	123	76
\$250k +	118	106

# Grand Strand Inventory Trends

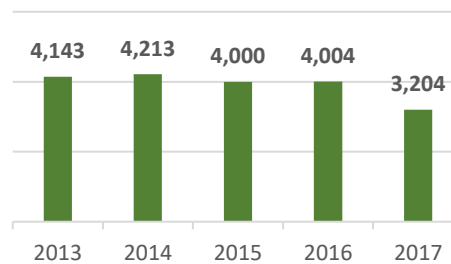
## SFR Inventory - September



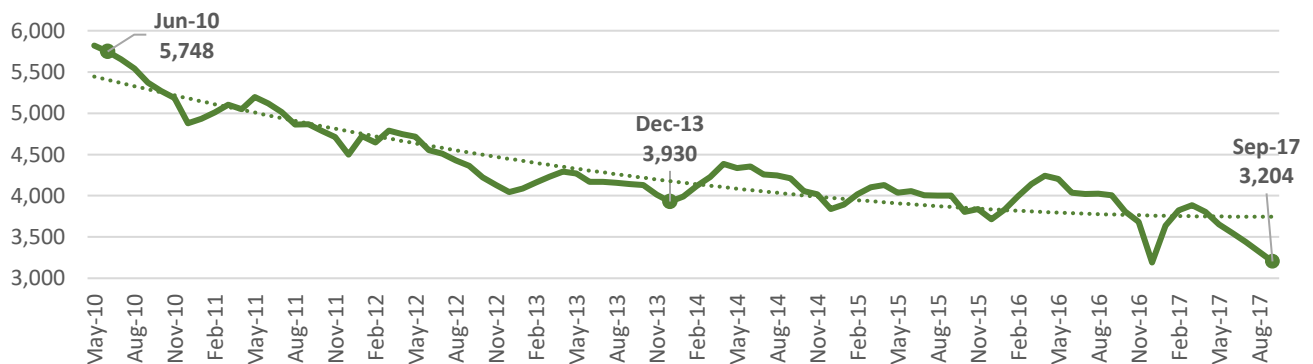
### Historical Data



## Condo Inventory – September

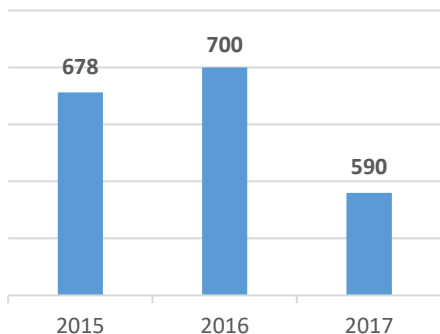


### Historical Data

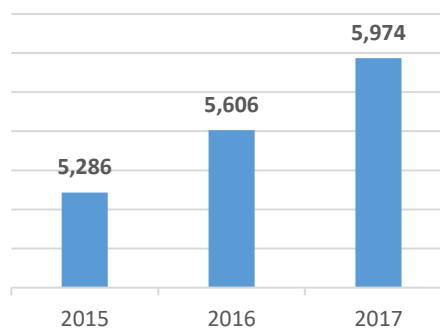


# Closed Sales – SFR

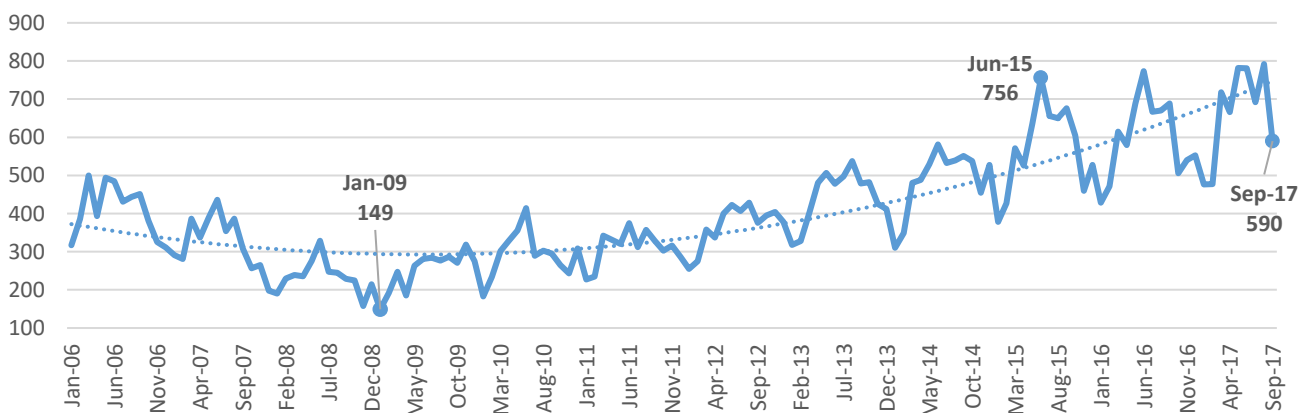
## September



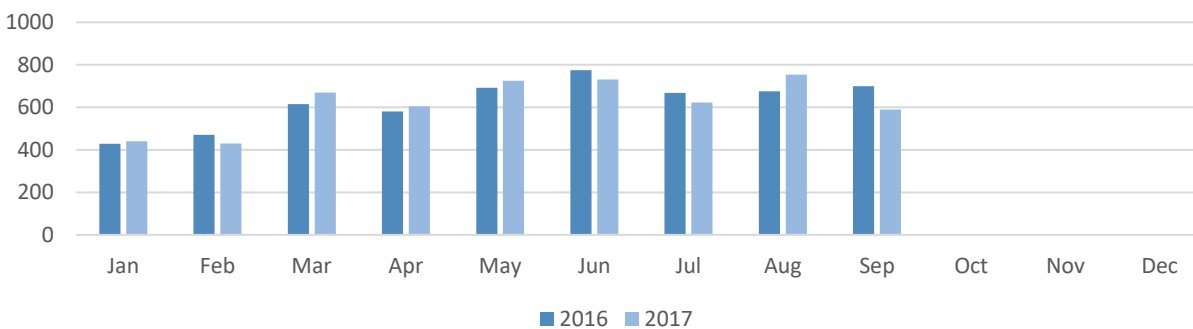
## Year to Date



## Historical Data

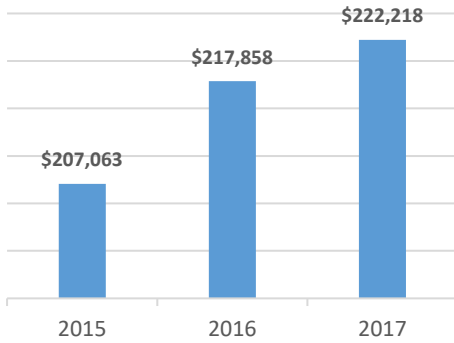


## Year Over Year

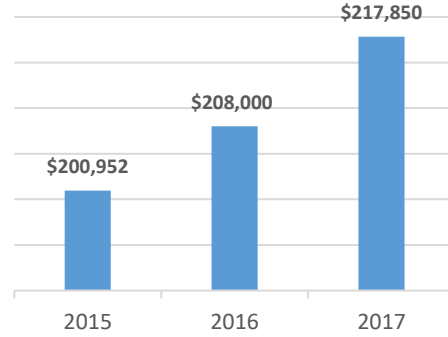


# Median Sales Price – SFR

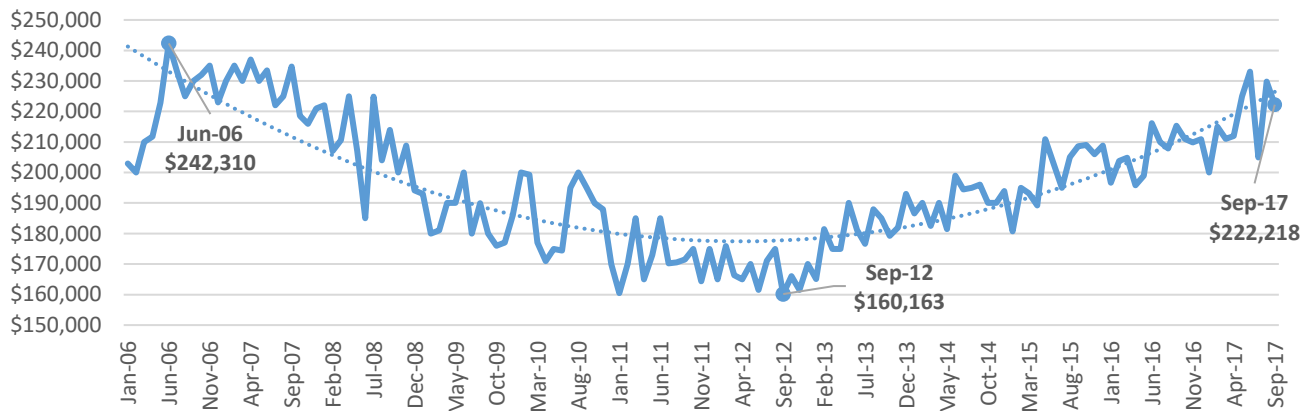
## September



## Year to Date

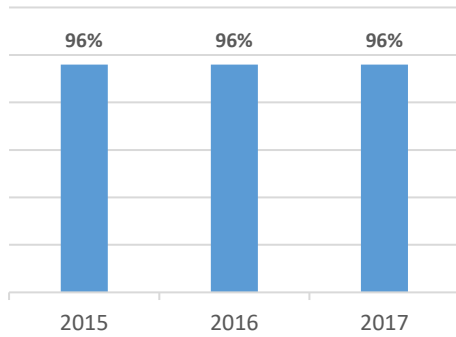


## Historical Data

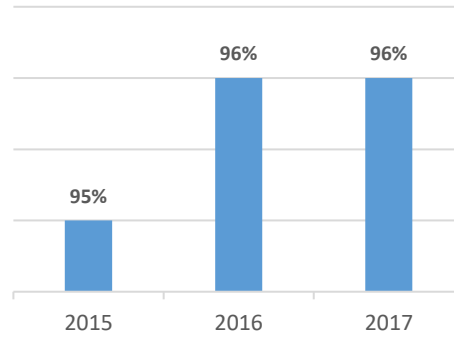


# Sold to List Price Ratio – SFR

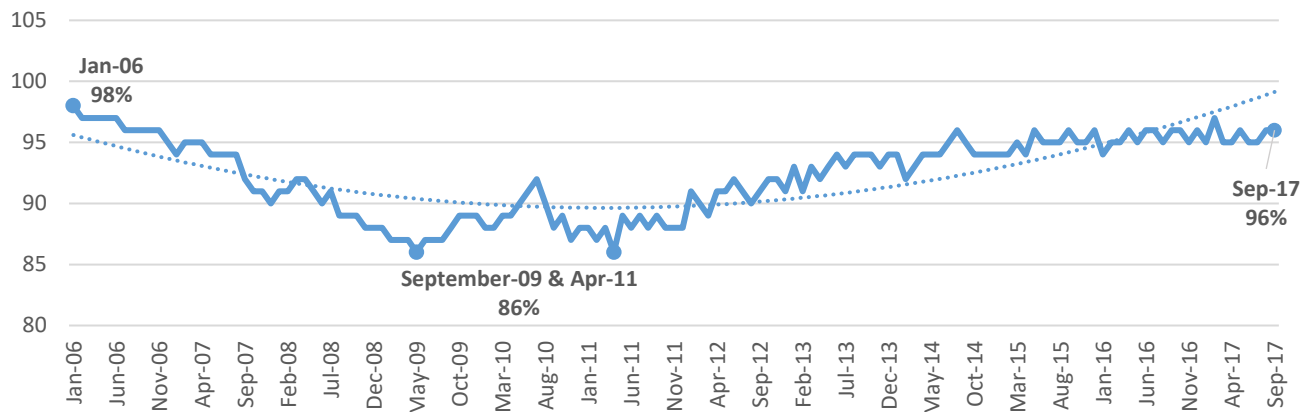
## September



## Year to Date



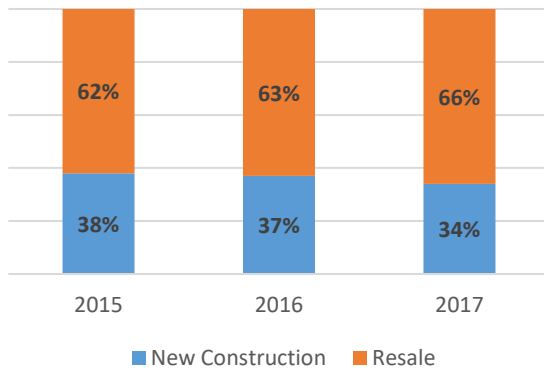
## Historical Data



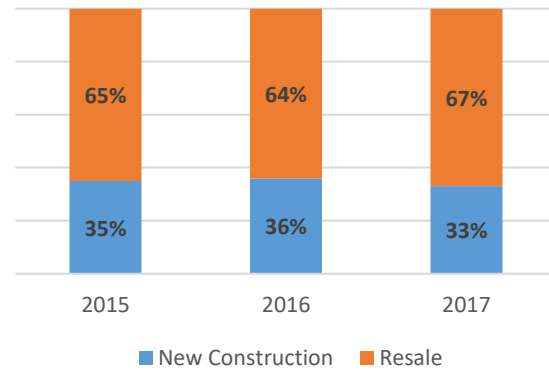
# New Construction vs Resale – SFR

% of Total Sales

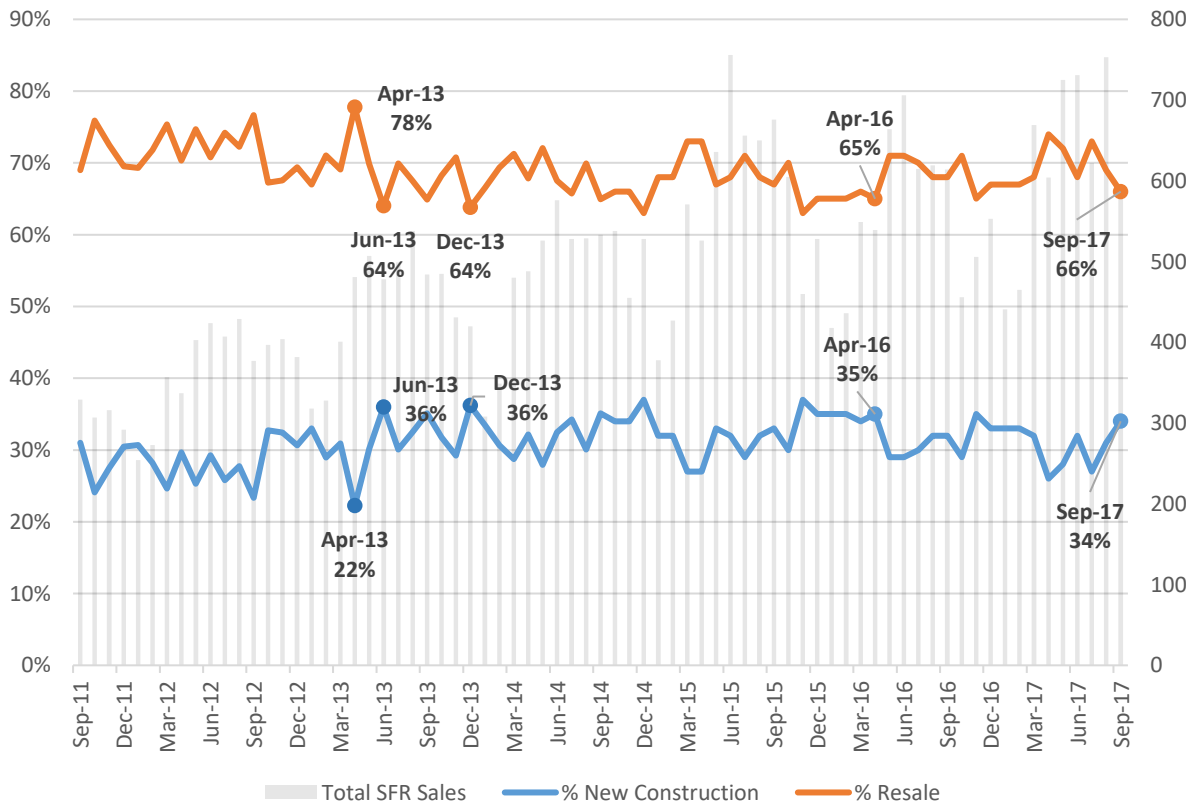
September



Year to Date



## Historical Data – % of Total Sales

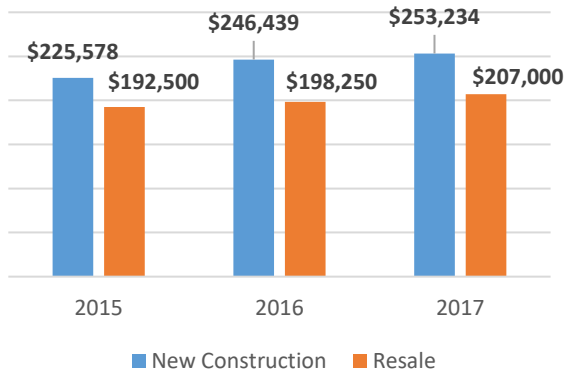




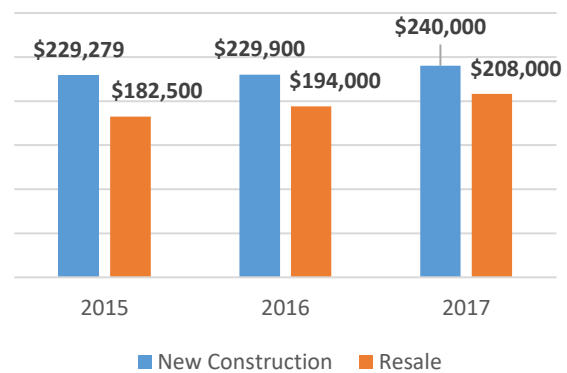
# New Construction vs Resale – SFR

Median Sales Price

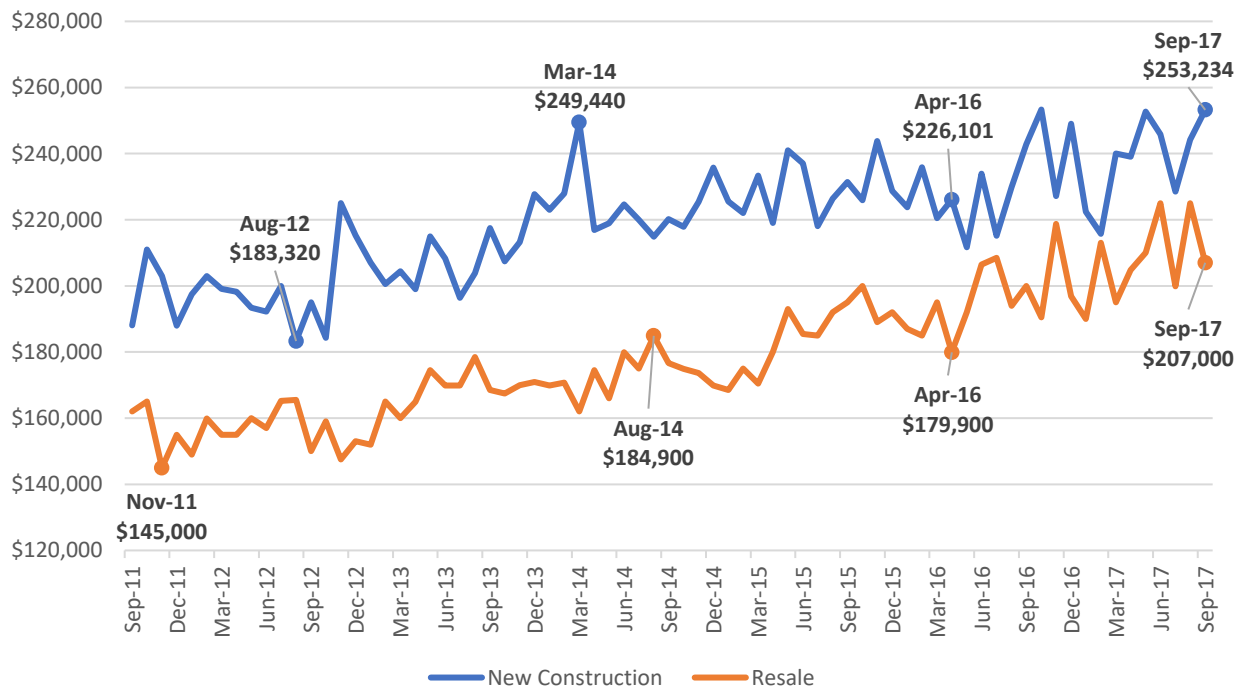
## September



## Year to Date

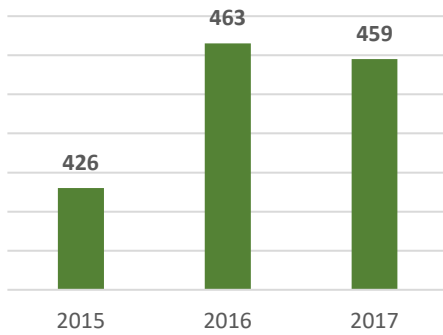


## Historical Data – Median Sales Price

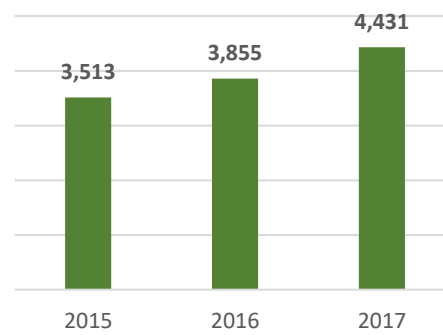


# Closed Sales – Condo

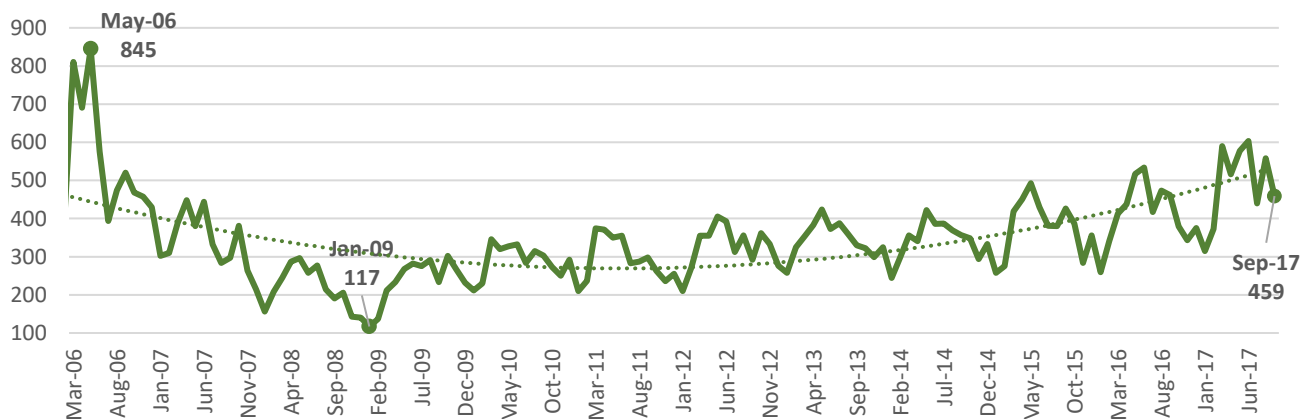
## September



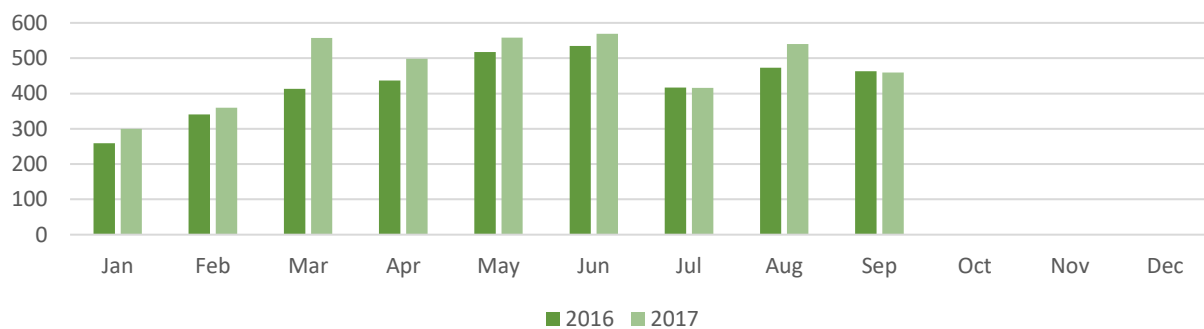
## Year to Date



## Historical Data

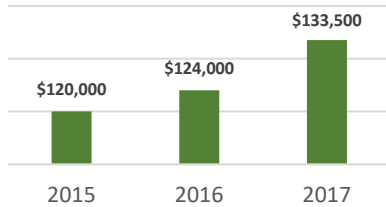


## Year Over Year

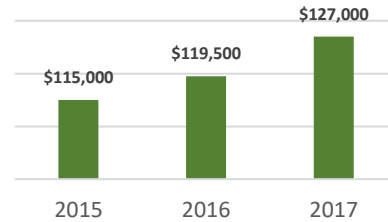


# Median Sales Price – Condo

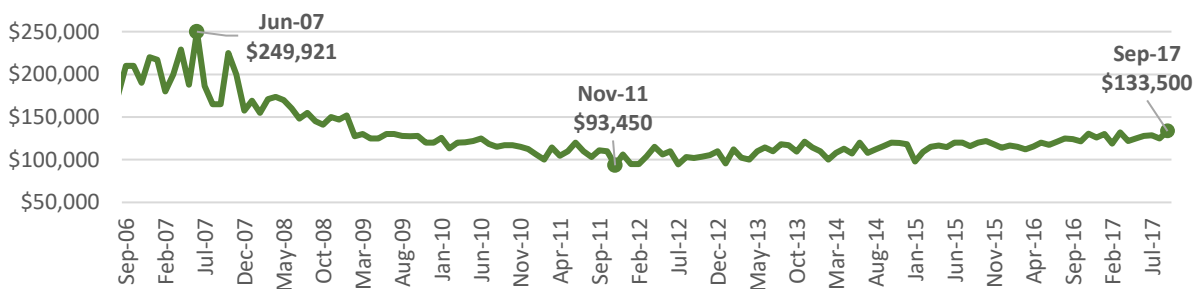
### September



### Year to Date

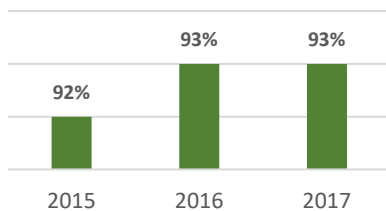


## Historical Data

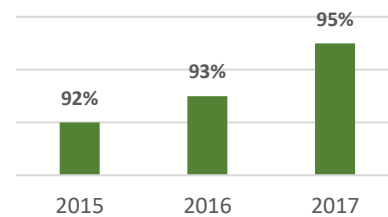


# Sold to List Price Ratio – Condo

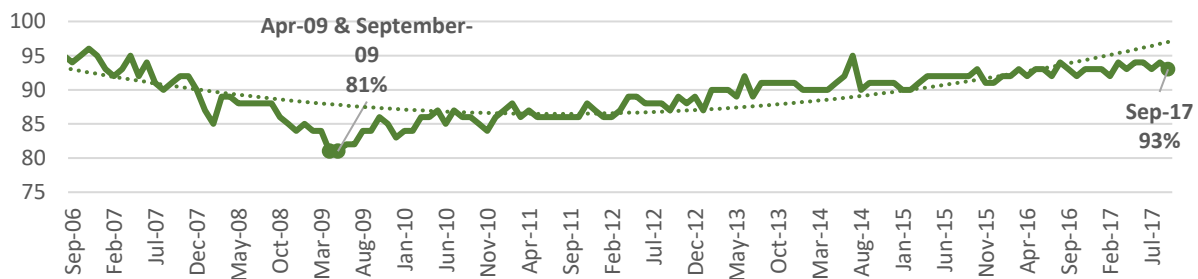
### September



### Year to Date

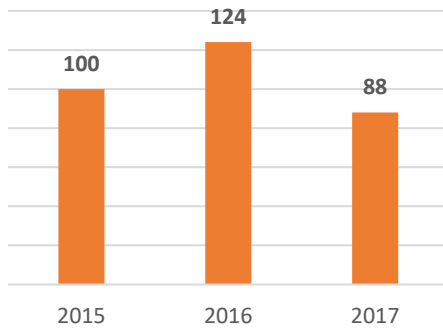


## Historical Data

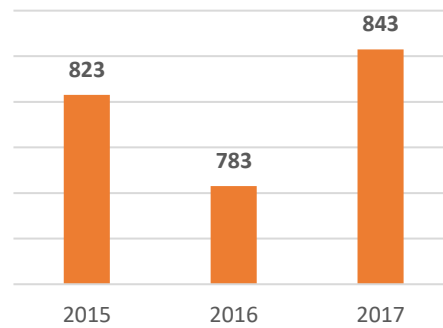


# Closed Sales – Residential Lot

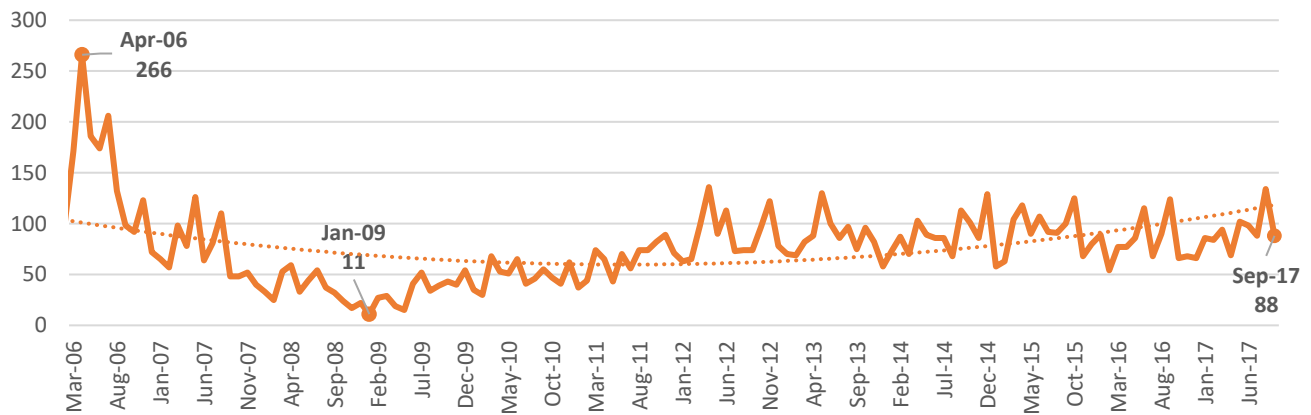
## September



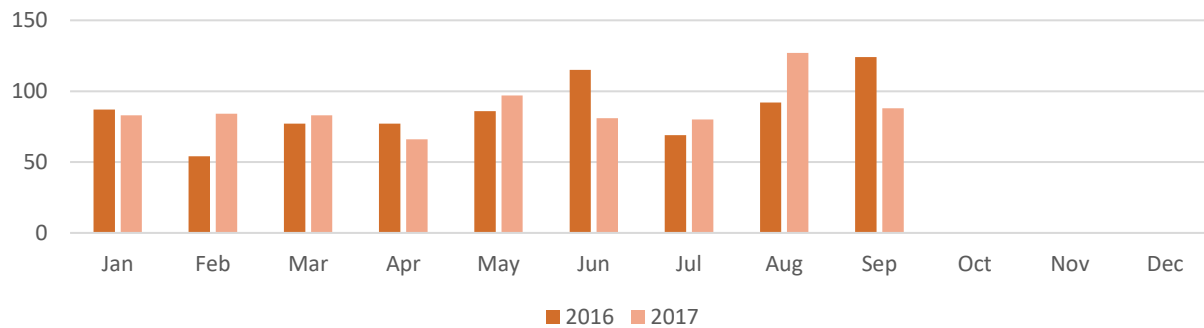
## Year to Date



## Historical Data

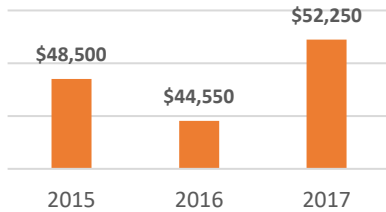


## Year Over Year

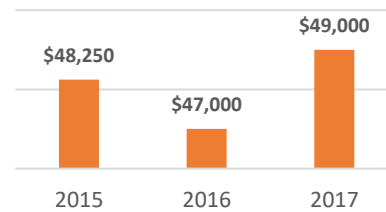


# Median Sales Price – Residential Lot

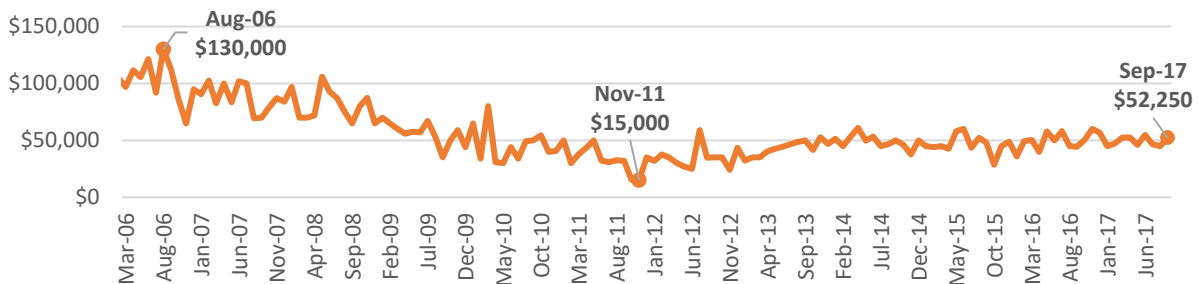
### September



### Year to Date

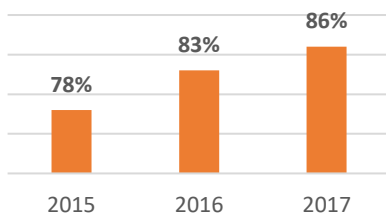


### Historical Data

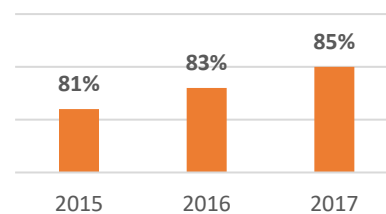


# Sold to List Price Ratio – Residential Lot

### September



### Year to Date



### Historical Data

