

# Local Market Update – June 2018

A Research Tool Provided by the Multiple Listing Service of Hilton Head Island and the Hilton Head Area Association of REALTORS®



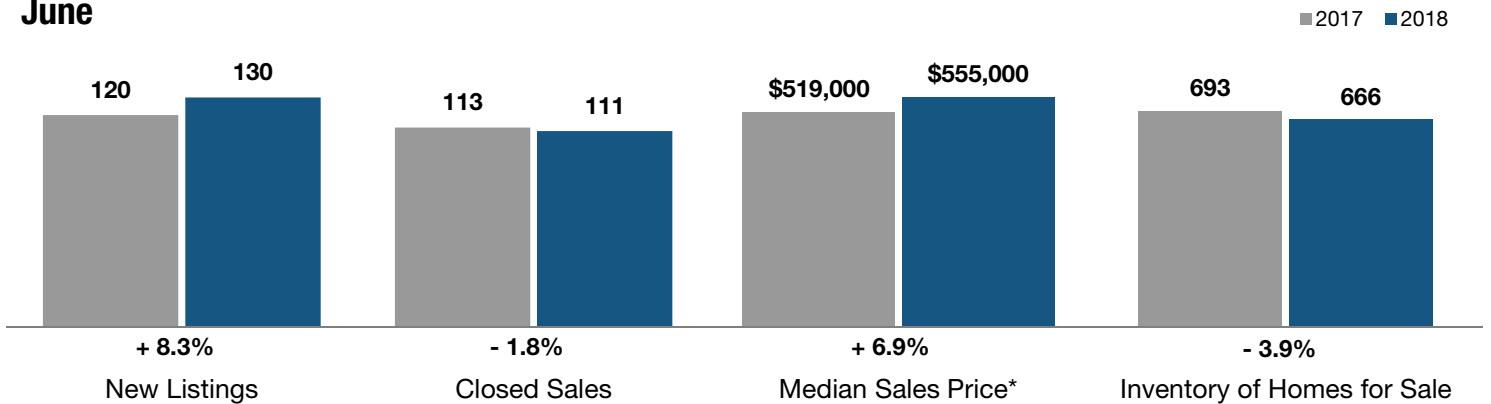
## Hilton Head Totals

Detached Homes Only

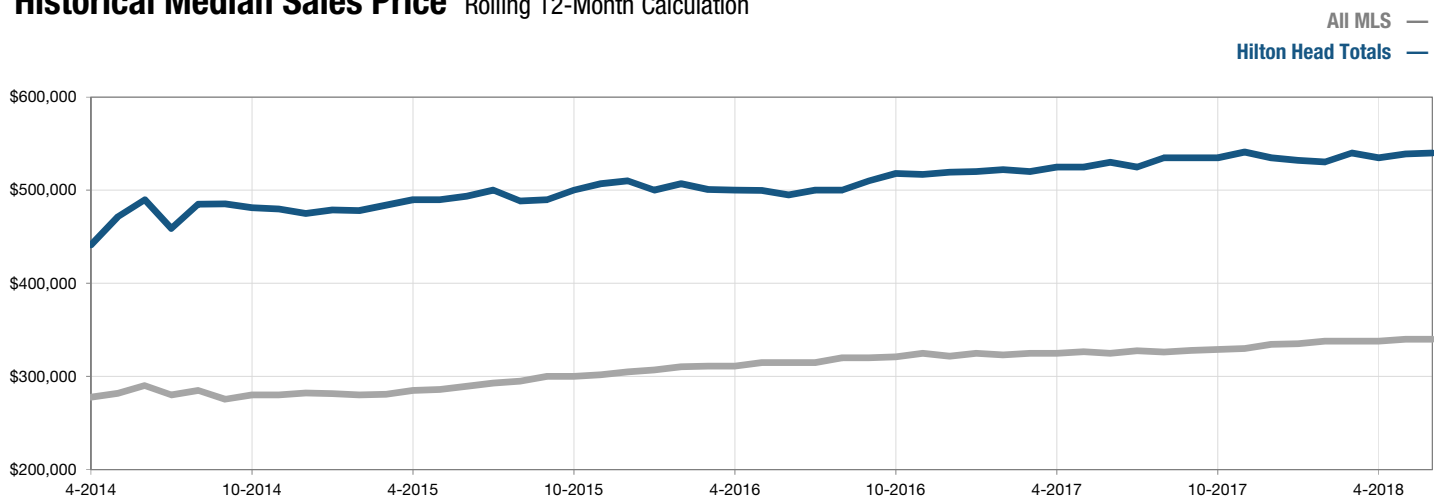
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	120	<b>130</b>	+ 8.3%	838	<b>946</b>	+ 12.9%
Closed Sales	113	<b>111</b>	- 1.8%	490	<b>585</b>	+ 19.4%
Median Sales Price*	\$519,000	<b>\$555,000</b>	+ 6.9%	\$529,750	<b>\$540,000</b>	+ 1.9%
Percent of List Price Received*	96.1%	<b>95.1%</b>	- 1.1%	95.6%	<b>95.5%</b>	- 0.1%
Days on Market Until Sale	170	<b>158</b>	- 6.8%	174	<b>156</b>	- 10.4%
Inventory of Homes for Sale	693	<b>666</b>	- 3.9%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### June



### Historical Median Sales Price Rolling 12-Month Calculation



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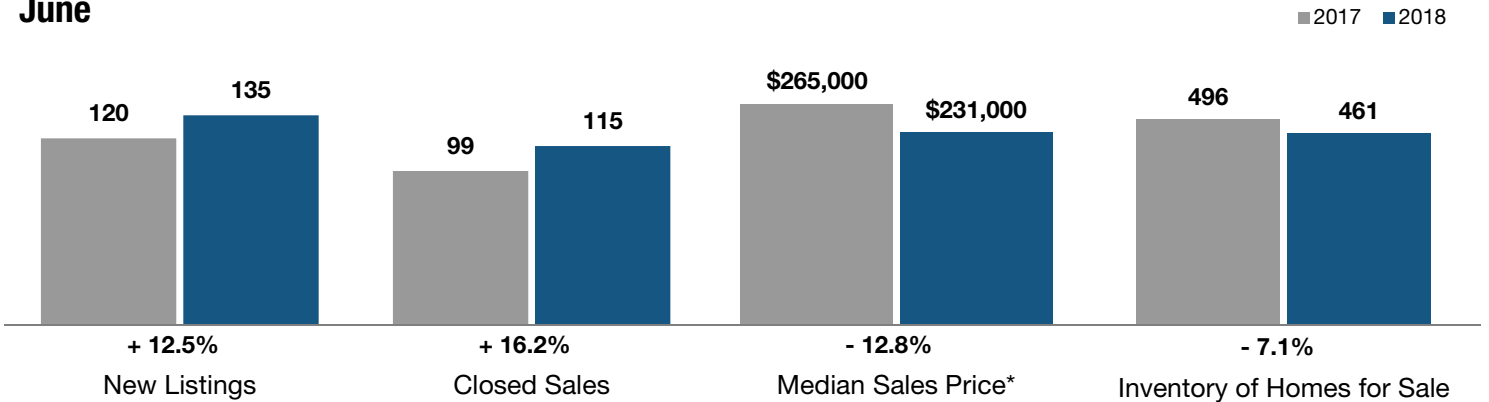
## Hilton Head Totals

Condos / Villas Only

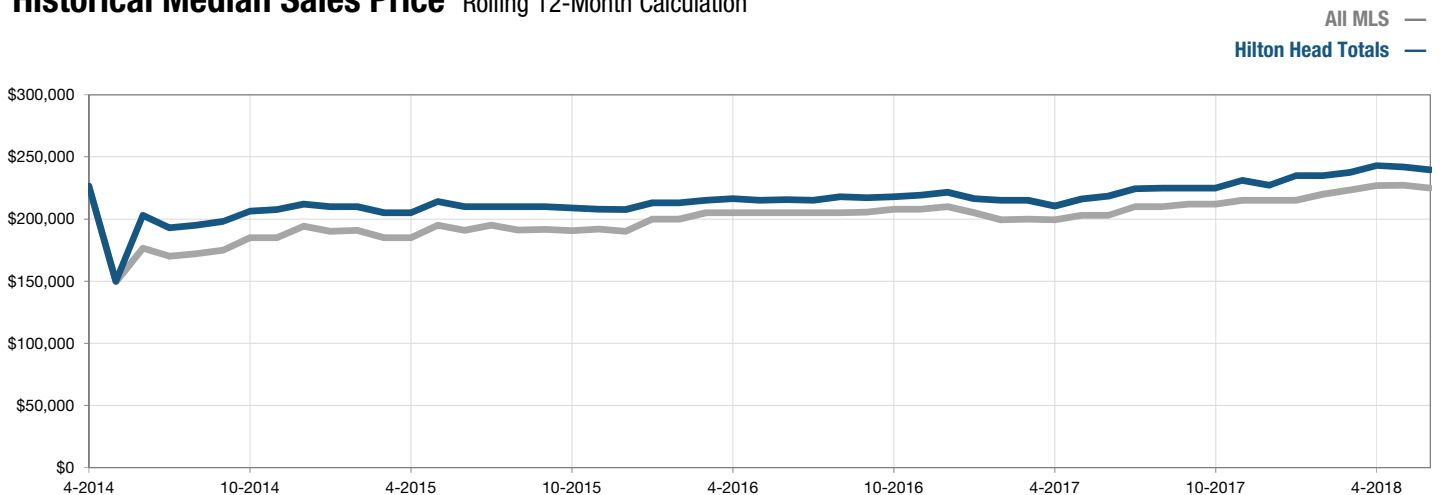
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	120	<b>135</b>	+ 12.5%	749	<b>819</b>	+ 9.3%
Closed Sales	99	<b>115</b>	+ 16.2%	542	<b>596</b>	+ 10.0%
Median Sales Price*	\$265,000	<b>\$231,000</b>	- 12.8%	\$216,450	<b>\$243,000</b>	+ 12.3%
Percent of List Price Received*	94.9%	<b>95.9%</b>	+ 1.0%	94.8%	<b>95.7%</b>	+ 0.9%
Days on Market Until Sale	165	<b>123</b>	- 25.6%	165	<b>131</b>	- 20.5%
Inventory of Homes for Sale	496	<b>461</b>	- 7.1%	--	--	--

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### June



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – December 2017

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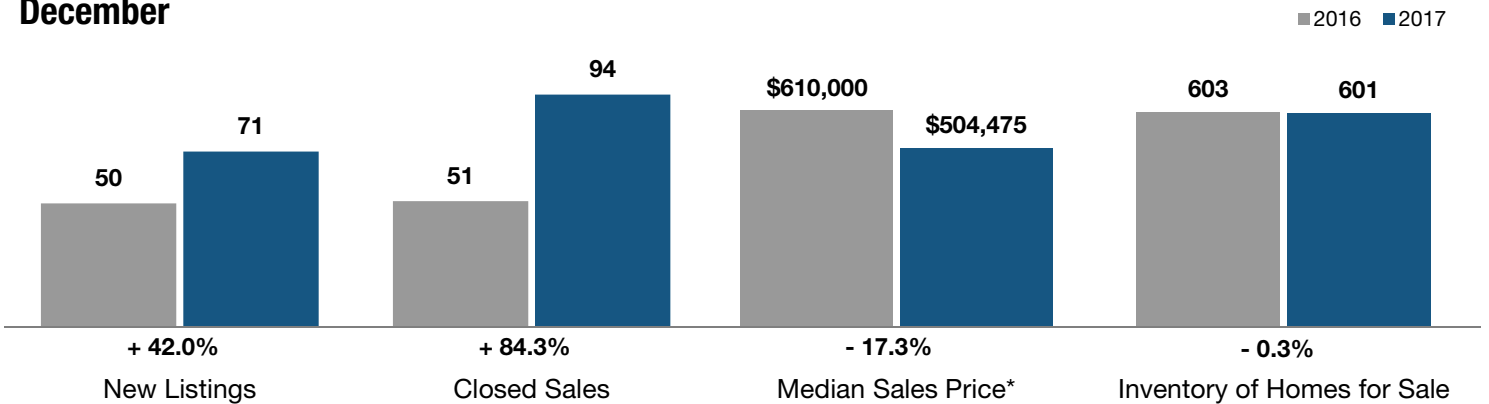
## Hilton Head Totals

Detached Homes Only

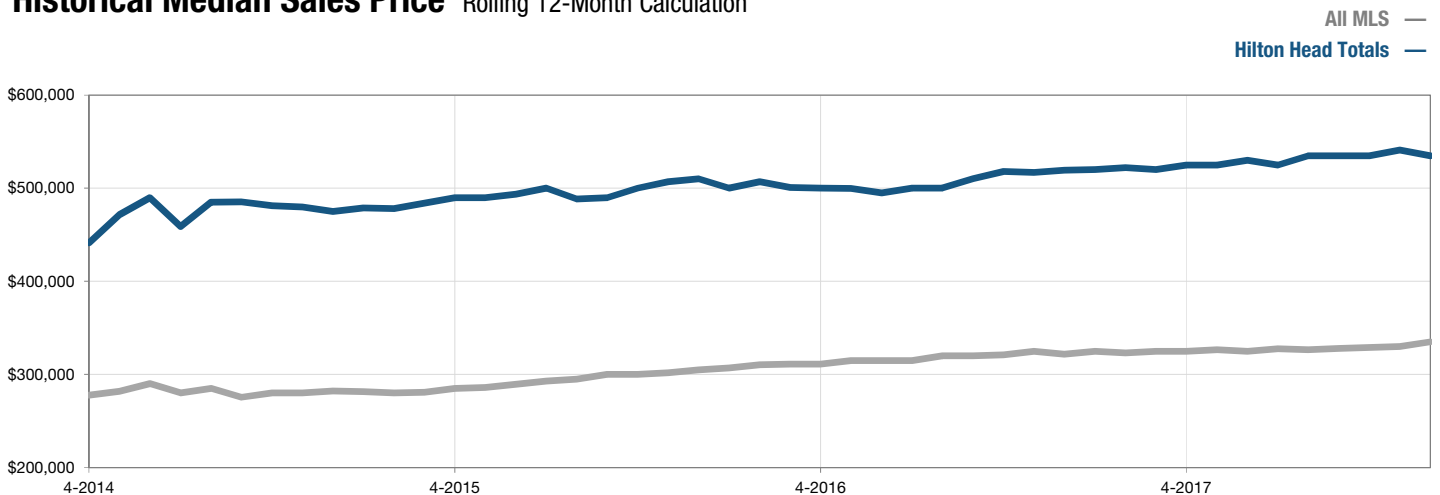
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	50	71	+ 42.0%	1,429	1,494	+ 4.5%
Closed Sales	51	94	+ 84.3%	896	975	+ 8.8%
Median Sales Price*	\$610,000	\$504,475	- 17.3%	\$519,250	\$535,000	+ 3.0%
Percent of List Price Received*	93.9%	94.7%	+ 0.8%	94.9%	95.4%	+ 0.5%
Days on Market Until Sale	201	170	- 15.5%	166	173	+ 4.6%
Inventory of Homes for Sale	603	601	- 0.3%	--	--	--

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### December



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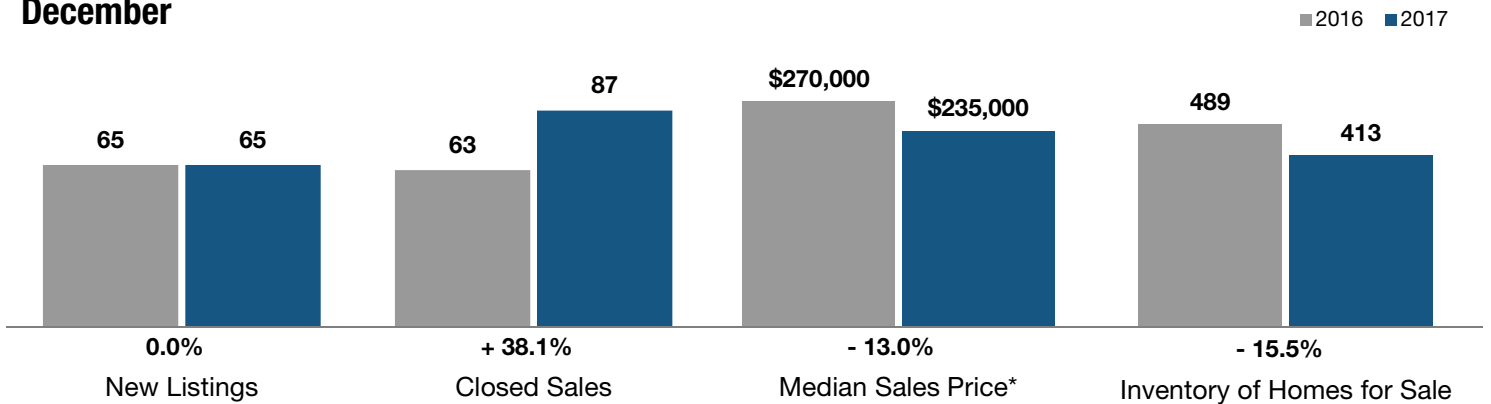
## Hilton Head Totals

Condos / Villas Only

Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	65	65	0.0%	1,213	1,320	+ 8.8%
Closed Sales	63	87	+ 38.1%	924	1,102	+ 19.3%
Median Sales Price*	\$270,000	\$235,000	- 13.0%	\$221,500	\$227,500	+ 2.7%
Percent of List Price Received*	95.0%	95.4%	+ 0.5%	94.4%	95.0%	+ 0.7%
Days on Market Until Sale	202	144	- 28.7%	160	158	- 1.3%
Inventory of Homes for Sale	489	413	- 15.5%	--	--	--

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### December



### Historical Median Sales Price Rolling 12-Month Calculation

