

# Local Market Update – March 2019

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



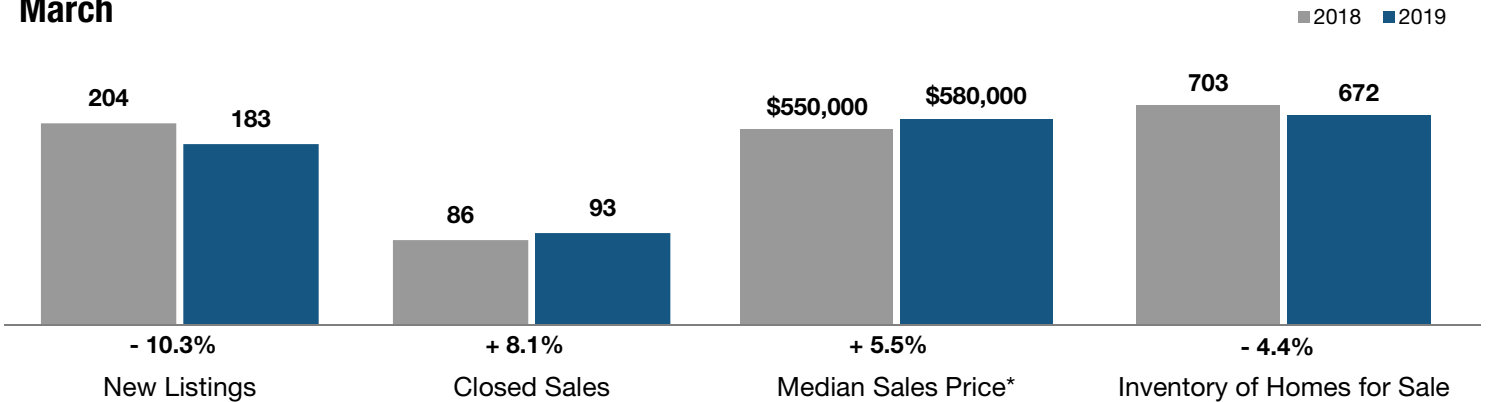
## Hilton Head Totals

Detached Homes Only

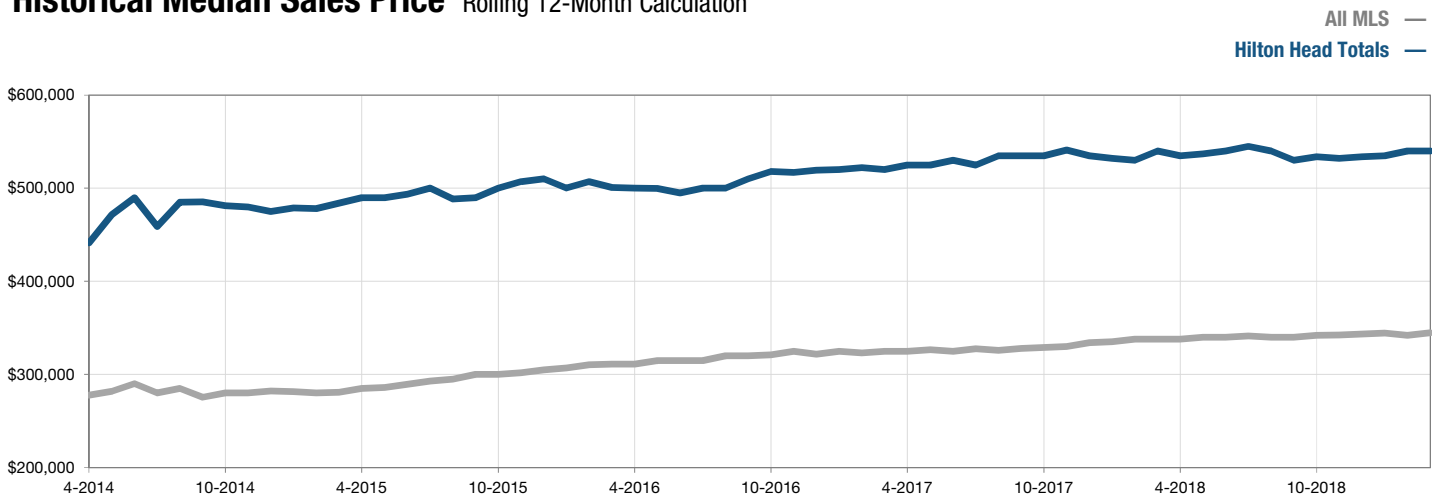
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	204	183	- 10.3%	518	437	- 15.6%
Closed Sales	86	93	+ 8.1%	230	213	- 7.4%
Median Sales Price*	\$550,000	\$580,000	+ 5.5%	\$527,000	\$554,972	+ 5.3%
Percent of List Price Received*	95.9%	96.0%	+ 0.1%	95.7%	95.8%	+ 0.1%
Days on Market Until Sale	159	147	- 7.5%	159	169	+ 6.3%
Inventory of Homes for Sale	703	672	- 4.4%	--	--	--

\* 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.

### March



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



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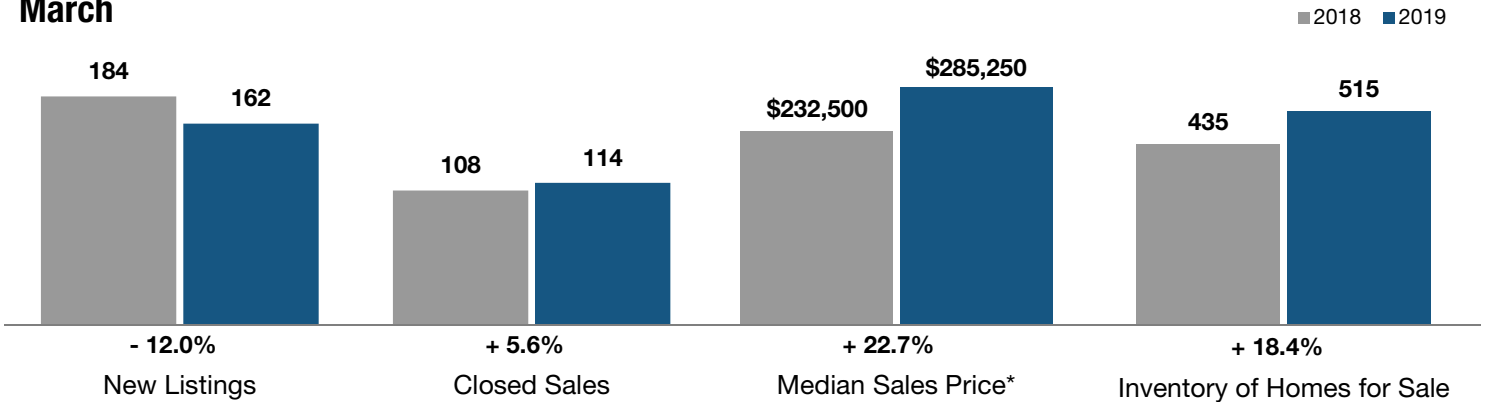
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Condos / Villas Only

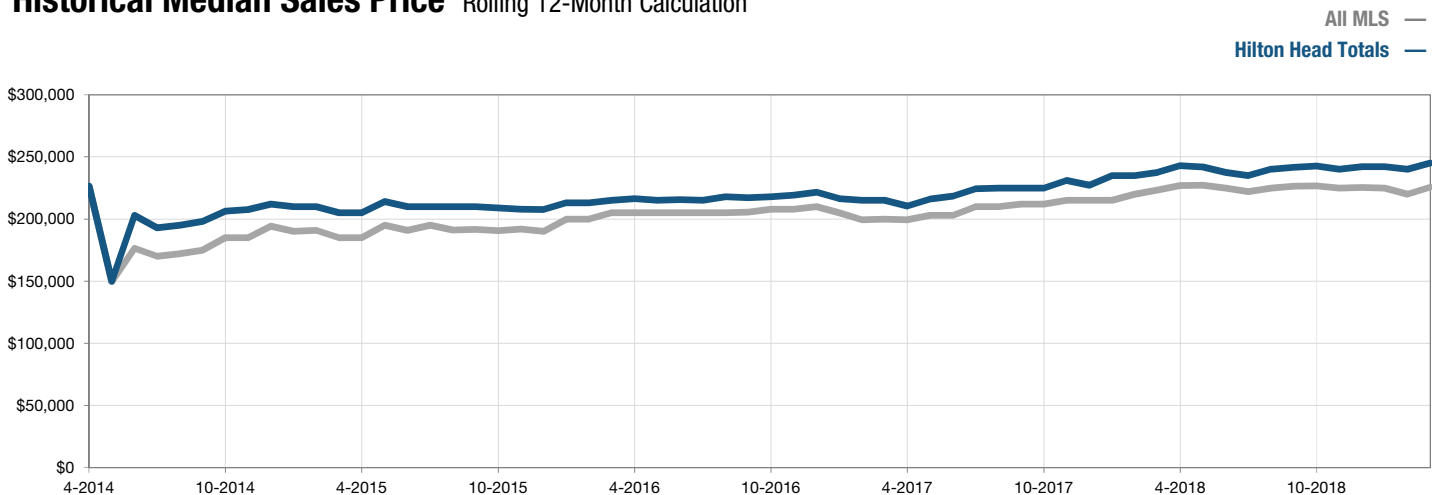
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	184	<b>162</b>	- 12.0%	406	<b>428</b>	+ 5.4%
Closed Sales	108	<b>114</b>	+ 5.6%	248	<b>239</b>	- 3.6%
Median Sales Price*	\$232,500	<b>\$285,250</b>	+ 22.7%	\$237,500	<b>\$250,000</b>	+ 5.3%
Percent of List Price Received*	95.4%	<b>95.9%</b>	+ 0.6%	95.4%	<b>95.8%</b>	+ 0.4%
Days on Market Until Sale	137	<b>146</b>	+ 6.6%	135	<b>136</b>	+ 1.0%
Inventory of Homes for Sale	435	<b>515</b>	+ 18.4%	--	--	--

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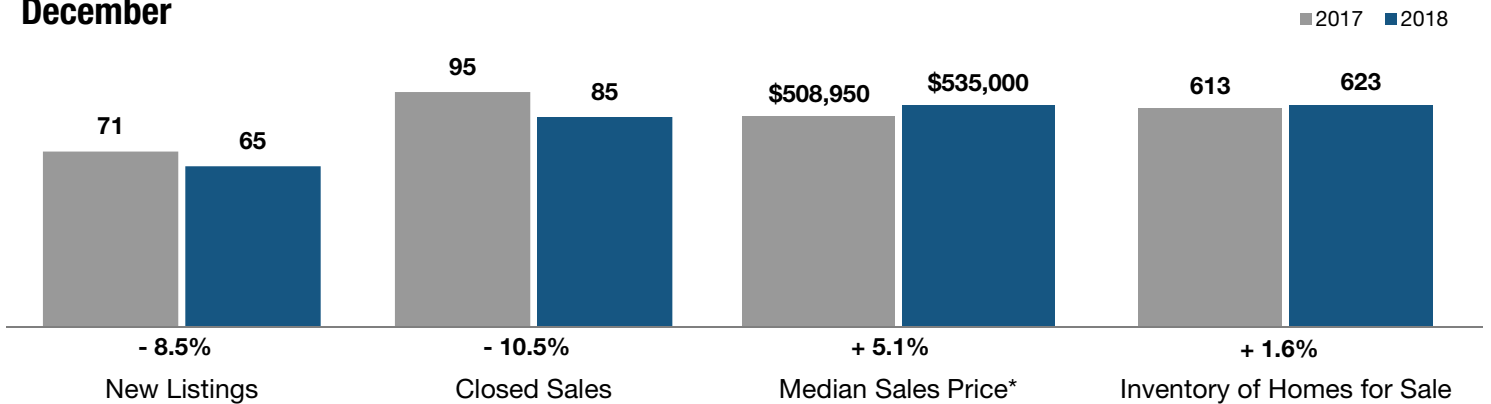
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Detached Homes Only

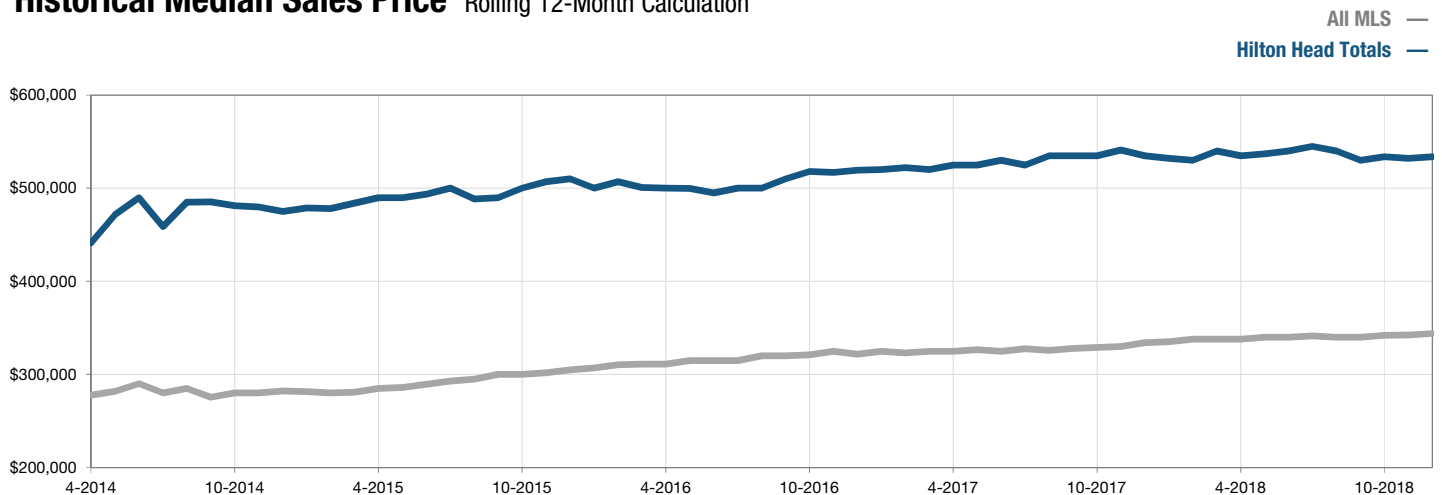
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	71	65	- 8.5%	1,493	1,639	+ 9.8%
Closed Sales	95	85	- 10.5%	976	1,140	+ 16.8%
Median Sales Price*	\$508,950	\$535,000	+ 5.1%	\$535,000	\$534,000	- 0.2%
Percent of List Price Received*	94.6%	96.1%	+ 1.5%	95.4%	95.7%	+ 0.4%
Days on Market Until Sale	174	146	- 16.0%	174	153	- 11.9%
Inventory of Homes for Sale	613	623	+ 1.6%	--	--	--

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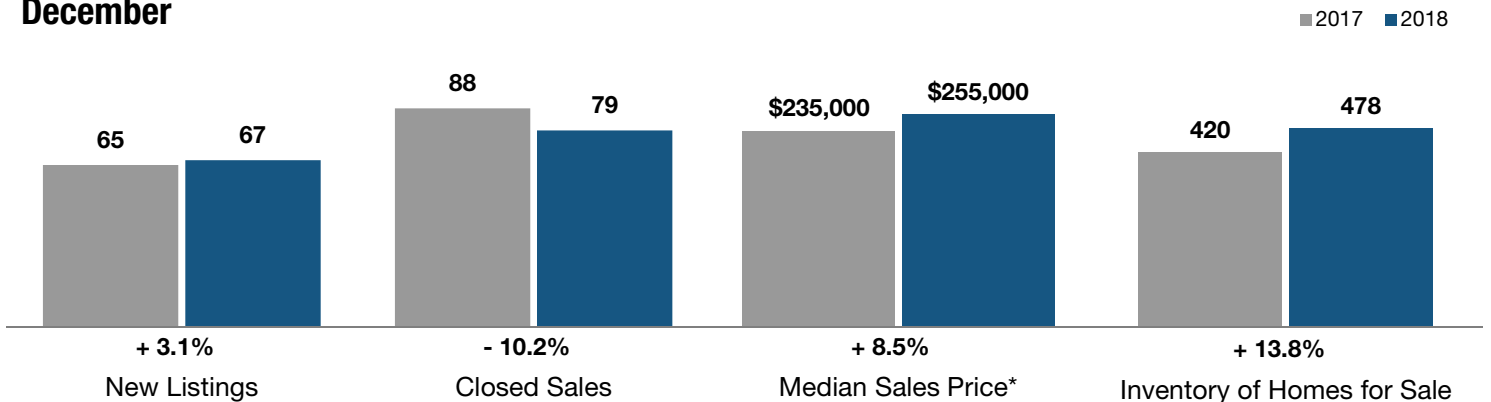
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Condos / Villas Only

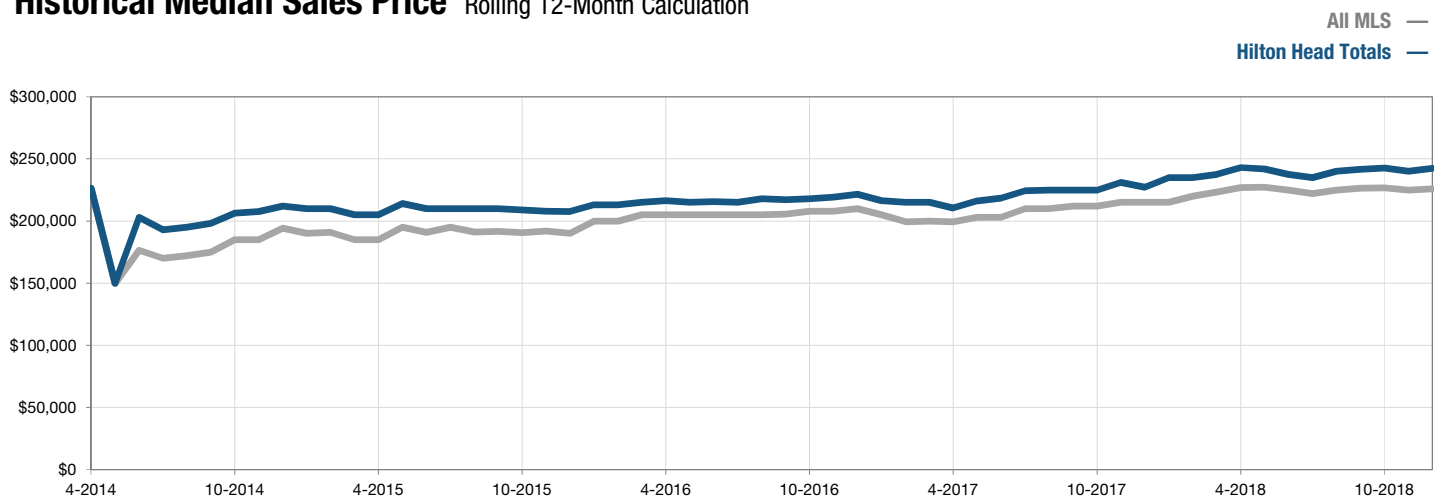
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	65	67	+ 3.1%	1,320	1,454	+ 10.2%
Closed Sales	88	79	- 10.2%	1,103	1,115	+ 1.1%
Median Sales Price*	\$235,000	\$255,000	+ 8.5%	\$227,250	\$242,500	+ 6.7%
Percent of List Price Received*	95.3%	94.8%	- 0.6%	95.0%	95.7%	+ 0.7%
Days on Market Until Sale	143	122	- 14.5%	158	124	- 21.4%
Inventory of Homes for Sale	420	478	+ 13.8%	--	--	--

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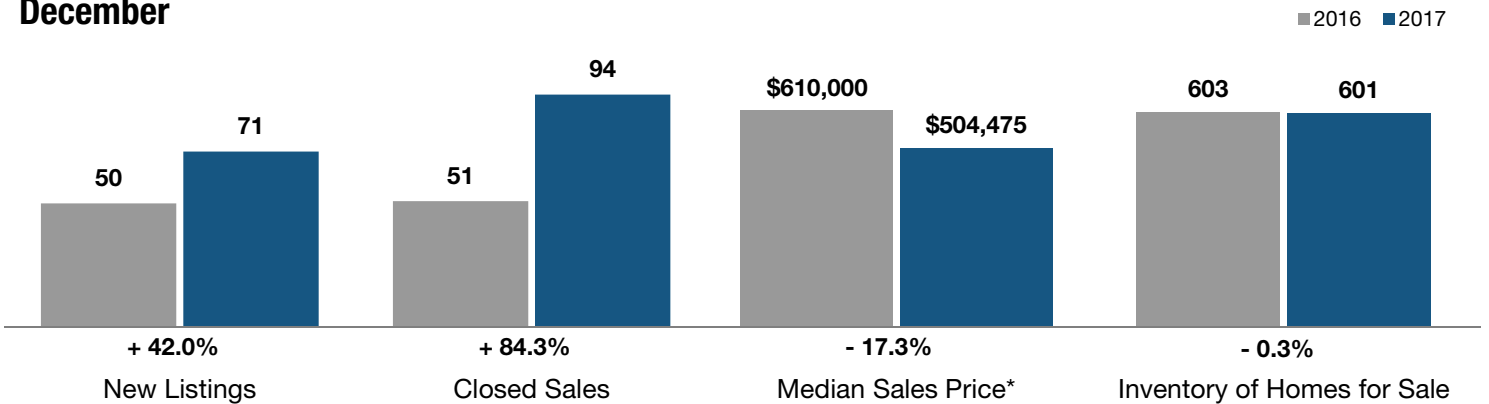
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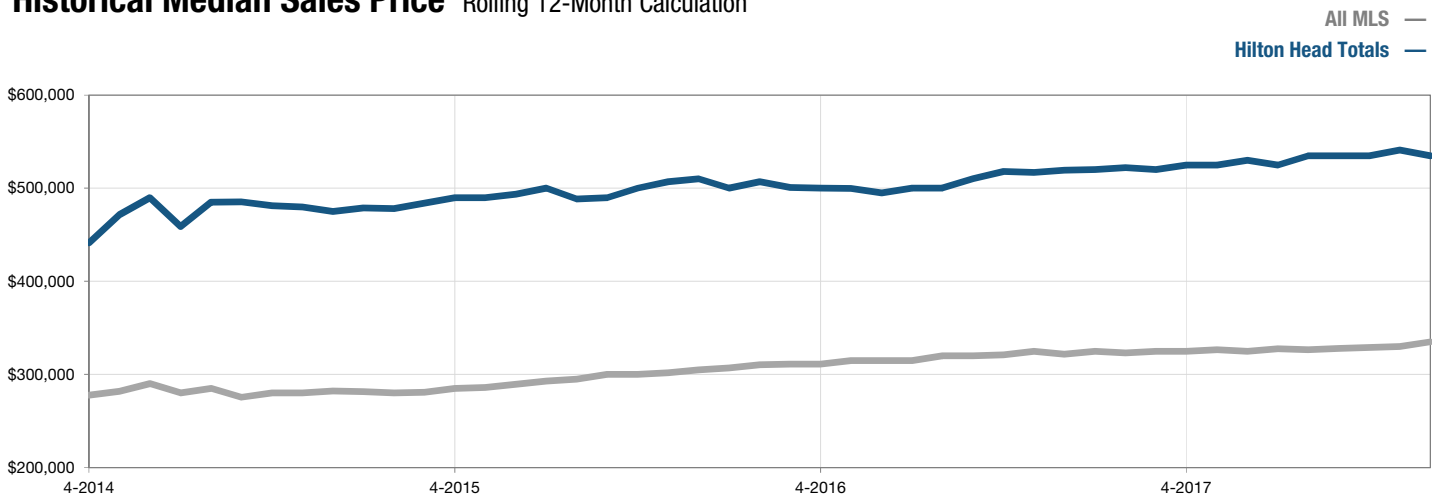
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	50	71	+ 42.0%	1,429	1,494	+ 4.5%
Closed Sales	51	94	+ 84.3%	896	975	+ 8.8%
Median Sales Price*	\$610,000	\$504,475	- 17.3%	\$519,250	\$535,000	+ 3.0%
Percent of List Price Received*	93.9%	94.7%	+ 0.8%	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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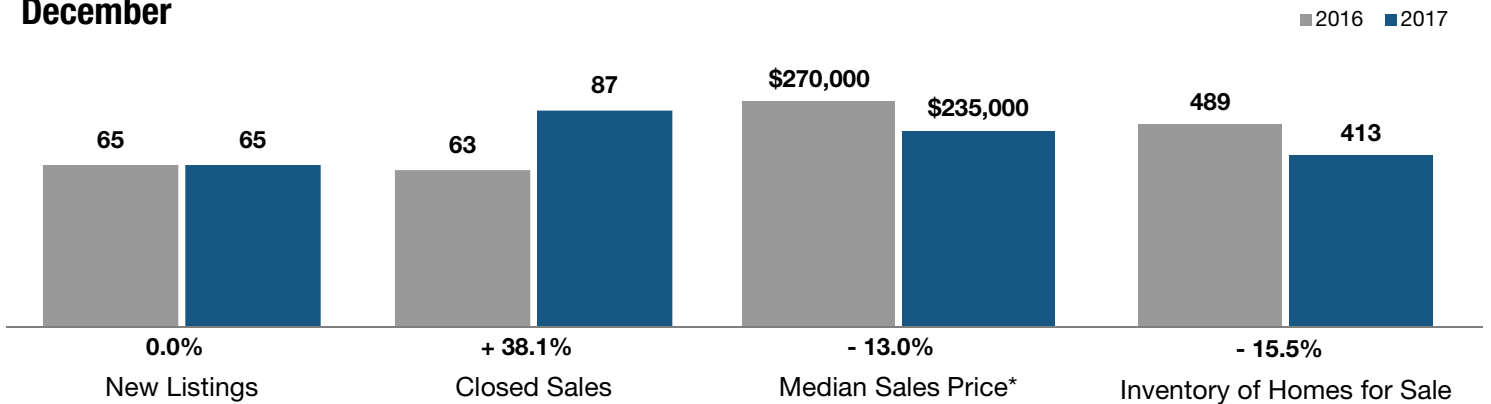
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Condos / Villas Only

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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