

Local Market Update – September 2018

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



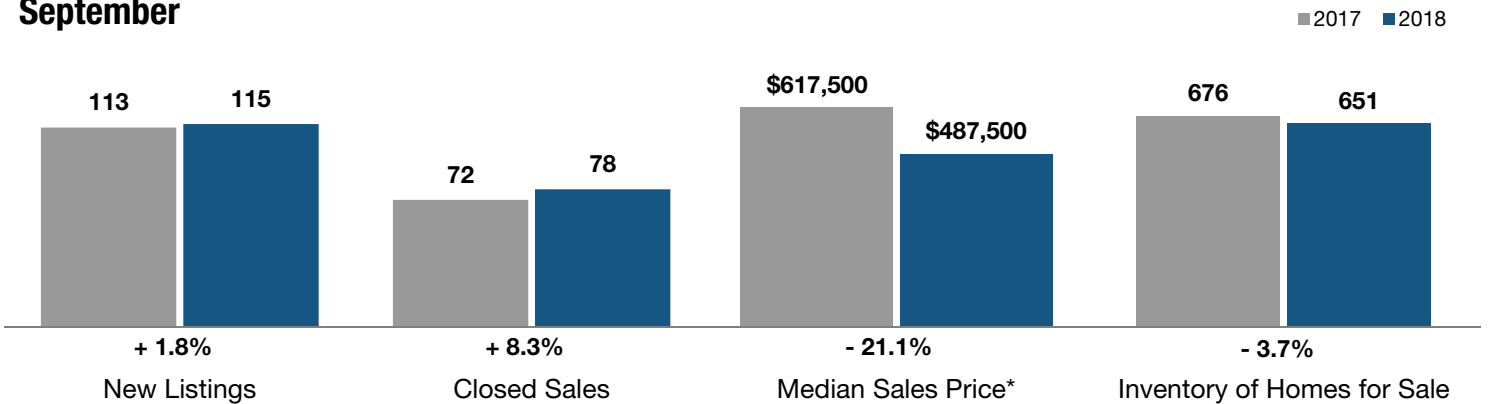
Hilton Head Totals

Detached Homes Only

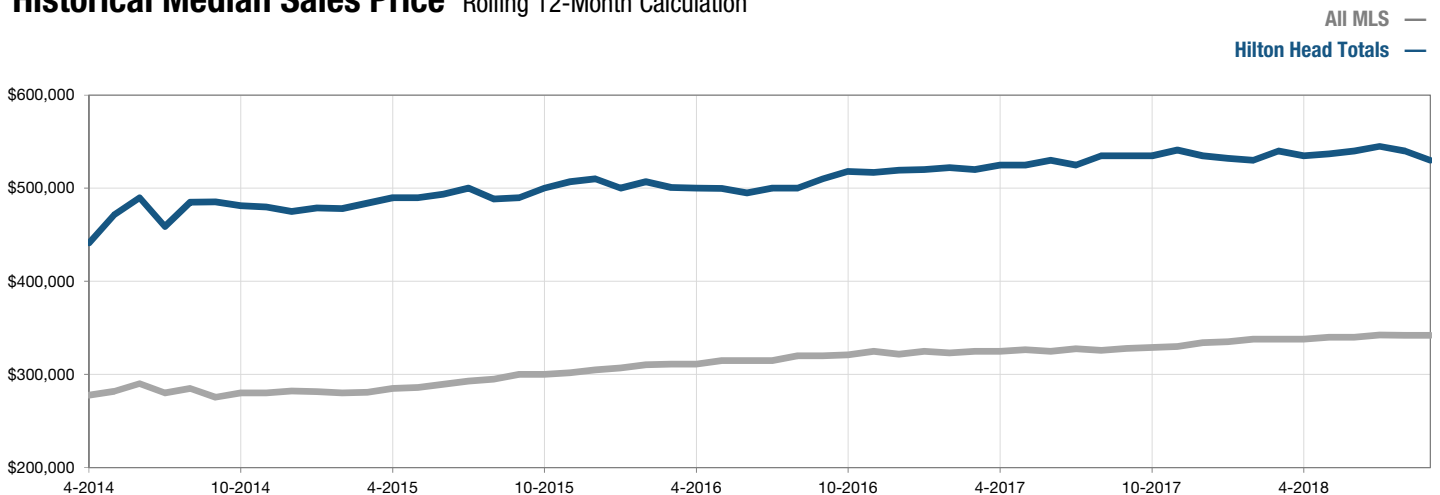
| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | 2017 | 2018 | Percent Change |
| New Listings | 113 | 115 | + 1.8% | 1,167 | 1,314 | + 12.6% |
| Closed Sales | 72 | 78 | + 8.3% | 730 | 866 | + 18.6% |
| Median Sales Price* | \$617,500 | \$487,500 | - 21.1% | \$540,000 | \$530,000 | - 1.9% |
| Percent of List Price Received* | 95.2% | 95.8% | + 0.6% | 95.5% | 95.6% | + 0.2% |
| Days on Market Until Sale | 177 | 147 | - 16.7% | 175 | 151 | - 13.6% |
| Inventory of Homes for Sale | 676 | 651 | - 3.7% | -- | -- | -- |

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



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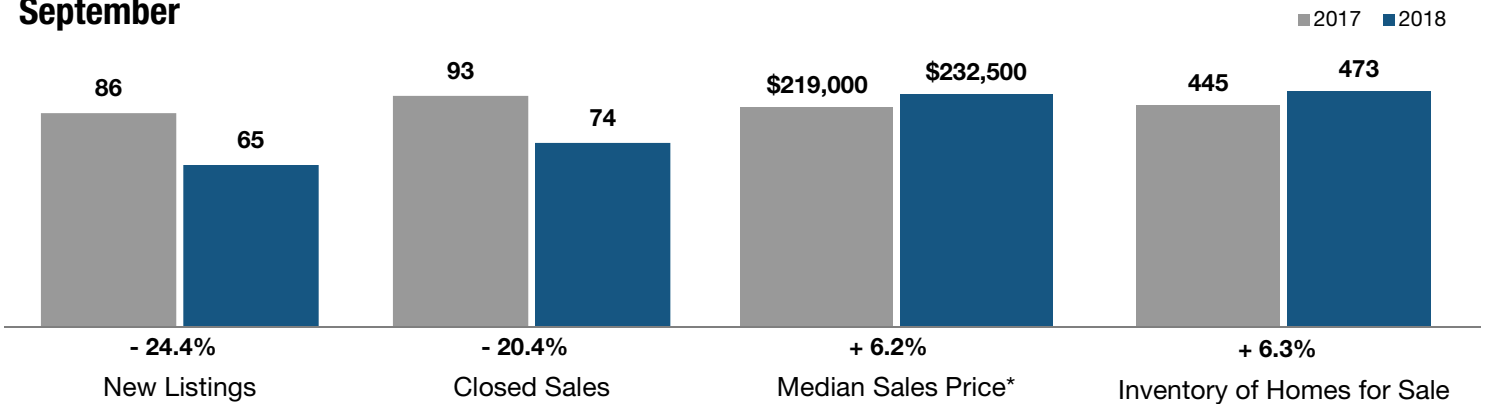
Hilton Head Totals

Condos / Villas Only

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | 2017 | 2018 | Percent Change |
| New Listings | 86 | 65 | - 24.4% | 1,039 | 1,149 | + 10.6% |
| Closed Sales | 93 | 74 | - 20.4% | 831 | 877 | + 5.5% |
| Median Sales Price* | \$219,000 | \$232,500 | + 6.2% | \$220,000 | \$243,000 | + 10.5% |
| Percent of List Price Received* | 95.2% | 95.4% | + 0.2% | 94.8% | 95.7% | + 1.0% |
| Days on Market Until Sale | 154 | 118 | - 23.6% | 159 | 125 | - 21.3% |
| Inventory of Homes for Sale | 445 | 473 | + 6.3% | -- | -- | -- |

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation

