

Local Market Update – December 2019

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



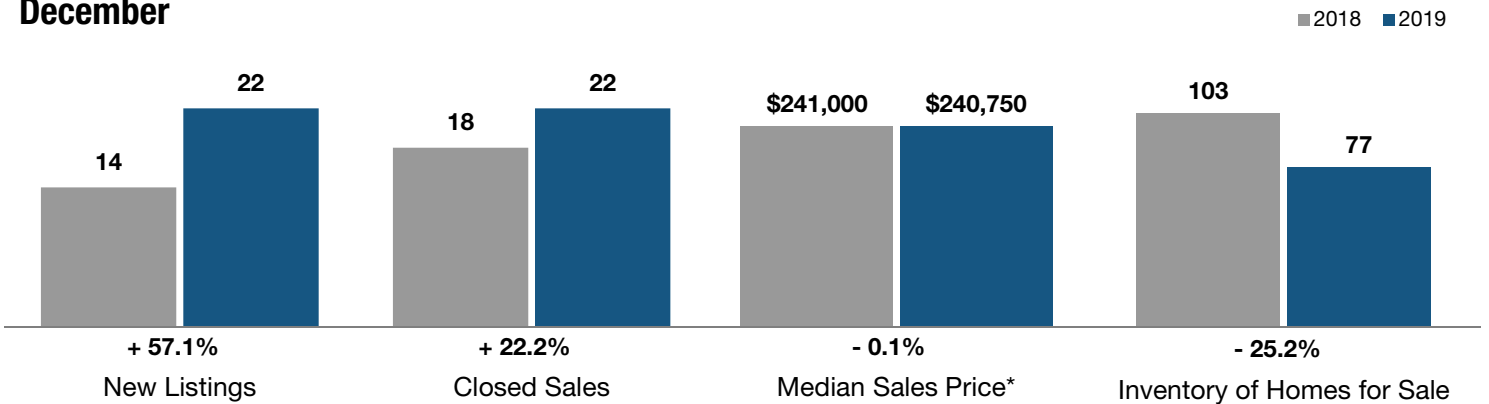
2: Forest Beach

Condos / Villas Only

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	14	22	+ 57.1%	262	259	- 1.1%
Closed Sales	18	22	+ 22.2%	197	216	+ 9.6%
Median Sales Price*	\$241,000	\$240,750	- 0.1%	\$235,000	\$247,500	+ 5.3%
Percent of List Price Received*	94.6%	96.1%	+ 1.5%	95.4%	95.3%	- 0.2%
Days on Market Until Sale	105	174	+ 66.6%	113	143	+ 26.4%
Inventory of Homes for Sale	103	77	- 25.2%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation

