

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®



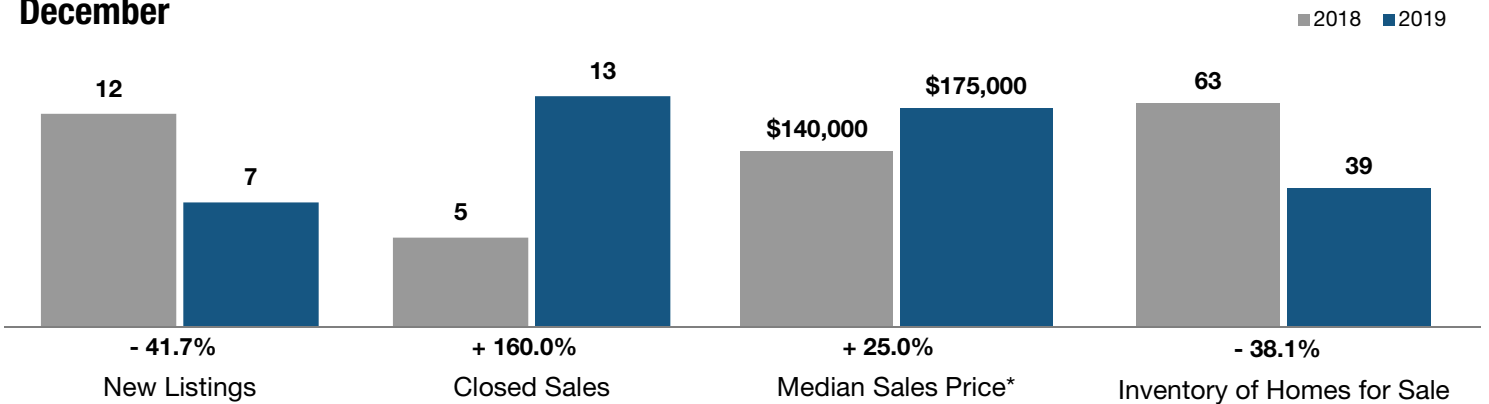
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Condos / Villas Only

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	12	7	- 41.7%	190	181	- 4.7%
Closed Sales	5	13	+ 160.0%	139	177	+ 27.3%
Median Sales Price*	\$140,000	\$175,000	+ 25.0%	\$162,500	\$175,000	+ 7.7%
Percent of List Price Received*	91.4%	97.1%	+ 6.2%	95.8%	96.0%	+ 0.3%
Days on Market Until Sale	120	106	- 12.2%	107	124	+ 16.0%
Inventory of Homes for Sale	63	39	- 38.1%	--	--	--

* 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

