

Local Market Update – March 2020

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



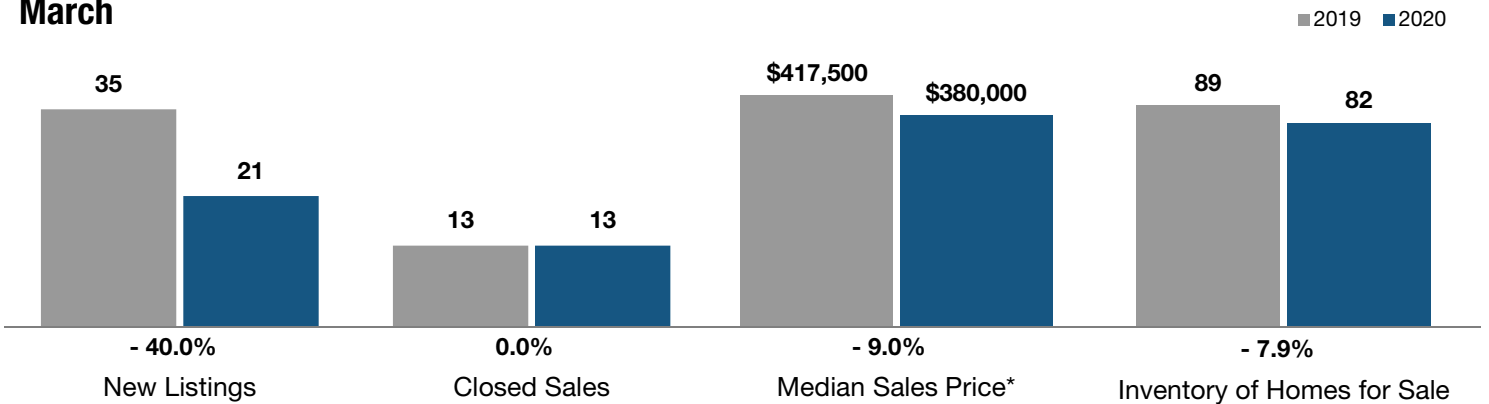
1: Sea Pines

Condos / Villas Only

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	35	21	- 40.0%	79	55	- 30.4%
Closed Sales	13	13	0.0%	31	29	- 6.5%
Median Sales Price*	\$417,500	\$380,000	- 9.0%	\$420,000	\$415,000	- 1.2%
Percent of List Price Received*	96.2%	96.2%	+ 0.0%	96.0%	97.1%	+ 1.2%
Days on Market Until Sale	111	121	+ 9.7%	139	135	- 3.4%
Inventory of Homes for Sale	89	82	- 7.9%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

