

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®



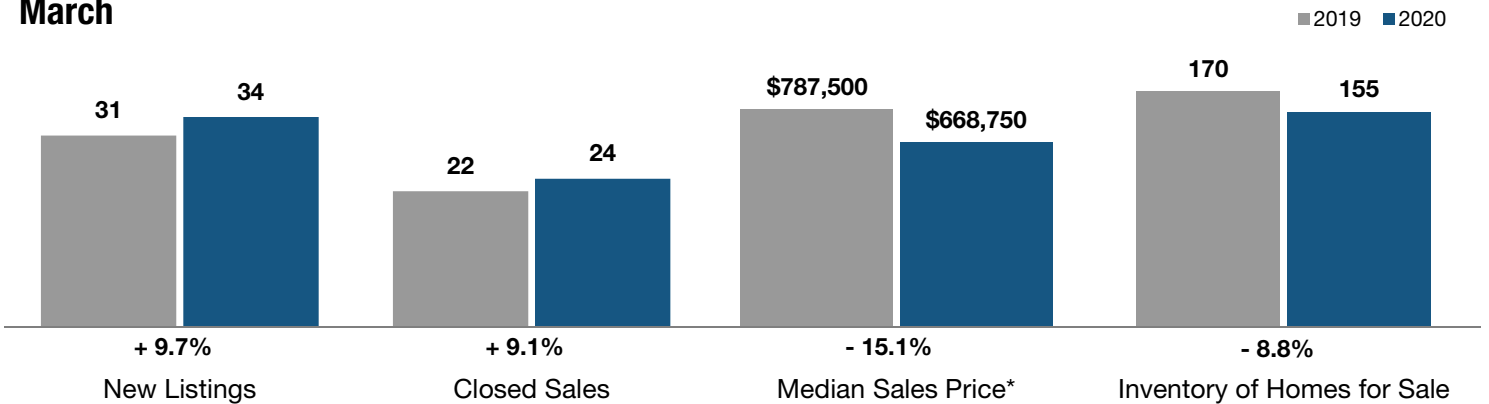
1: Sea Pines

Detached Homes Only

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	31	34	+ 9.7%	78	99	+ 26.9%
Closed Sales	22	24	+ 9.1%	41	47	+ 14.6%
Median Sales Price*	\$787,500	\$668,750	- 15.1%	\$820,000	\$662,000	- 19.3%
Percent of List Price Received*	95.3%	95.8%	+ 0.5%	94.5%	95.8%	+ 1.4%
Days on Market Until Sale	185	157	- 15.5%	200	184	- 8.1%
Inventory of Homes for Sale	170	155	- 8.8%	--	--	--

* 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

