

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®



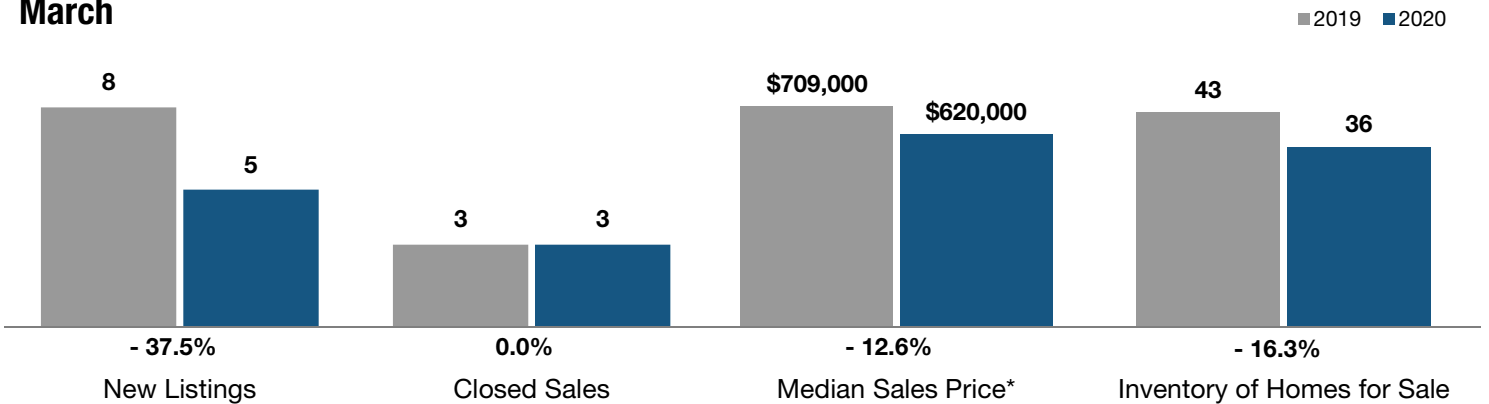
2: Forest Beach

Detached Homes Only

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	8	5	- 37.5%	18	8	- 55.6%
Closed Sales	3	3	0.0%	5	8	+ 60.0%
Median Sales Price*	\$709,000	\$620,000	- 12.6%	\$870,000	\$700,000	- 19.5%
Percent of List Price Received*	92.0%	94.4%	+ 2.5%	92.4%	95.7%	+ 3.5%
Days on Market Until Sale	234	290	+ 24.1%	315	197	- 37.4%
Inventory of Homes for Sale	43	36	- 16.3%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

