

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®



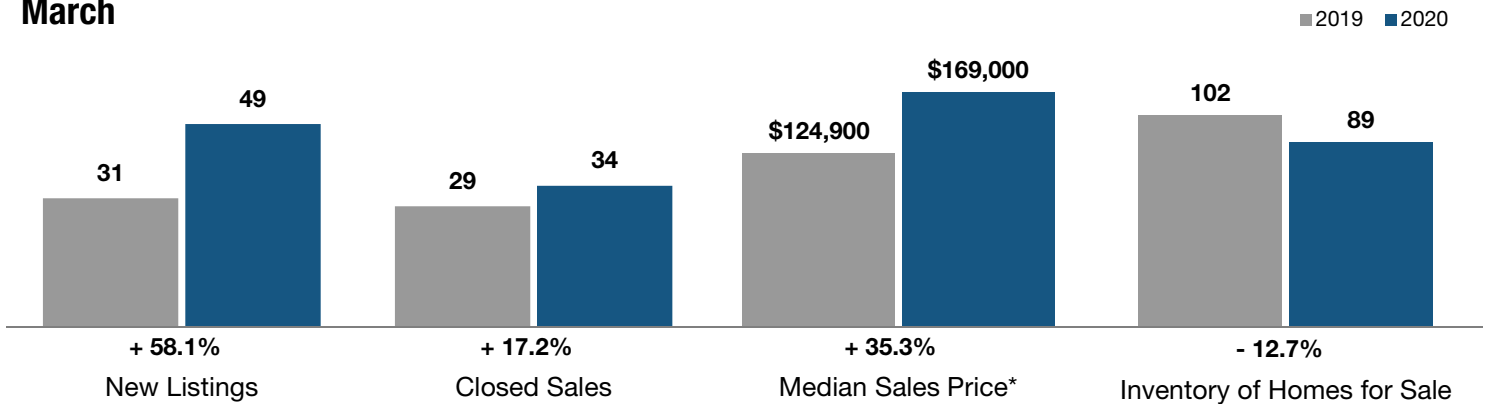
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Condos / Villas Only

| Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 31 | 49 | + 58.1% | 109 | 111 | + 1.8% |
| Closed Sales | 29 | 34 | + 17.2% | 68 | 77 | + 13.2% |
| Median Sales Price* | \$124,900 | \$169,000 | + 35.3% | \$129,750 | \$162,000 | + 24.9% |
| Percent of List Price Received* | 97.3% | 96.3% | - 1.0% | 96.6% | 96.1% | - 0.5% |
| Days on Market Until Sale | 128 | 100 | - 22.0% | 106 | 108 | + 1.8% |
| Inventory of Homes for Sale | 102 | 89 | - 12.7% | -- | -- | -- |

* 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

