

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®

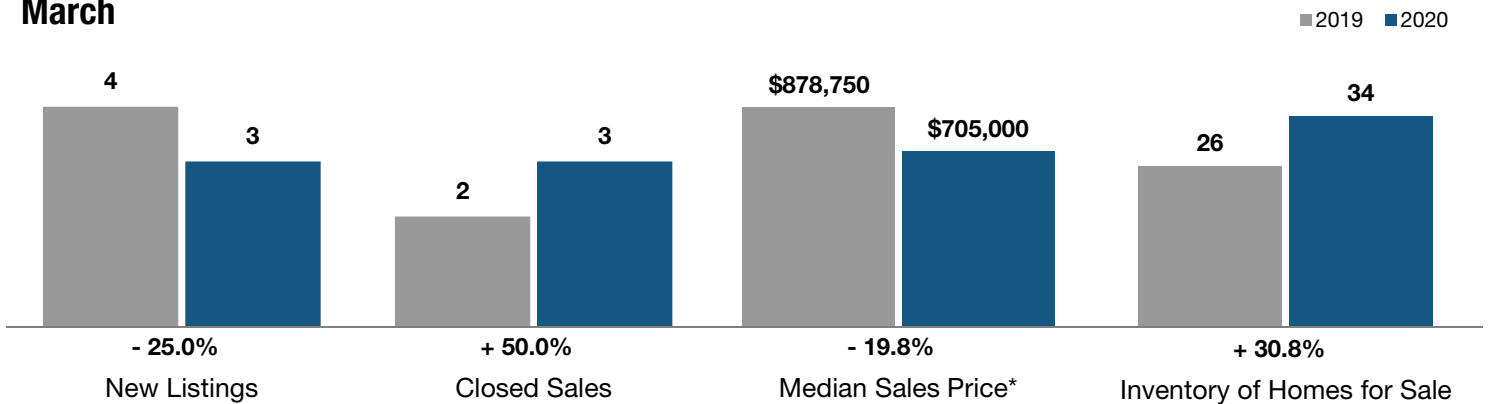


21: Berkeley Hall

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	4	3	- 25.0%	10	17	+ 70.0%
Closed Sales	2	3	+ 50.0%	5	7	+ 40.0%
Median Sales Price*	\$878,750	\$705,000	- 19.8%	\$660,000	\$760,000	+ 15.2%
Percent of List Price Received*	95.1%	91.9%	- 3.3%	94.9%	93.3%	- 1.7%
Days on Market Until Sale	193	242	+ 25.4%	145	218	+ 50.7%
Inventory of Homes for Sale	26	34	+ 30.8%	--	--	--

* 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

