

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®

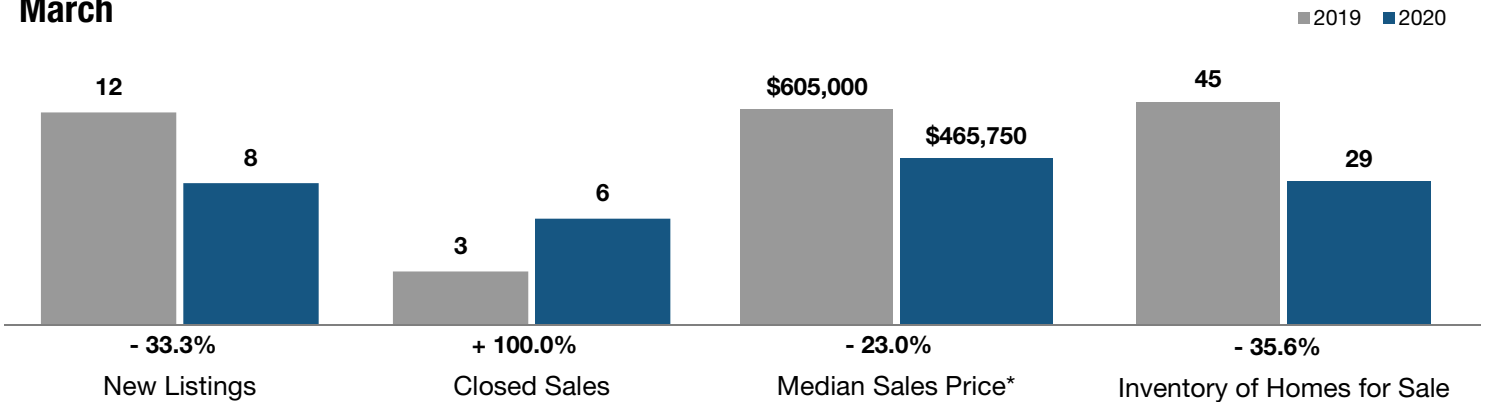


31: Hampton Hall

| Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 12 | 8 | - 33.3% | 41 | 24 | - 41.5% |
| Closed Sales | 3 | 6 | + 100.0% | 16 | 17 | + 6.3% |
| Median Sales Price* | \$605,000 | \$465,750 | - 23.0% | \$559,000 | \$541,300 | - 3.2% |
| Percent of List Price Received* | 96.8% | 96.3% | - 0.6% | 96.9% | 96.6% | - 0.3% |
| Days on Market Until Sale | 291 | 102 | - 65.0% | 240 | 119 | - 50.5% |
| Inventory of Homes for Sale | 45 | 29 | - 35.6% | -- | -- | -- |

* 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

