

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®

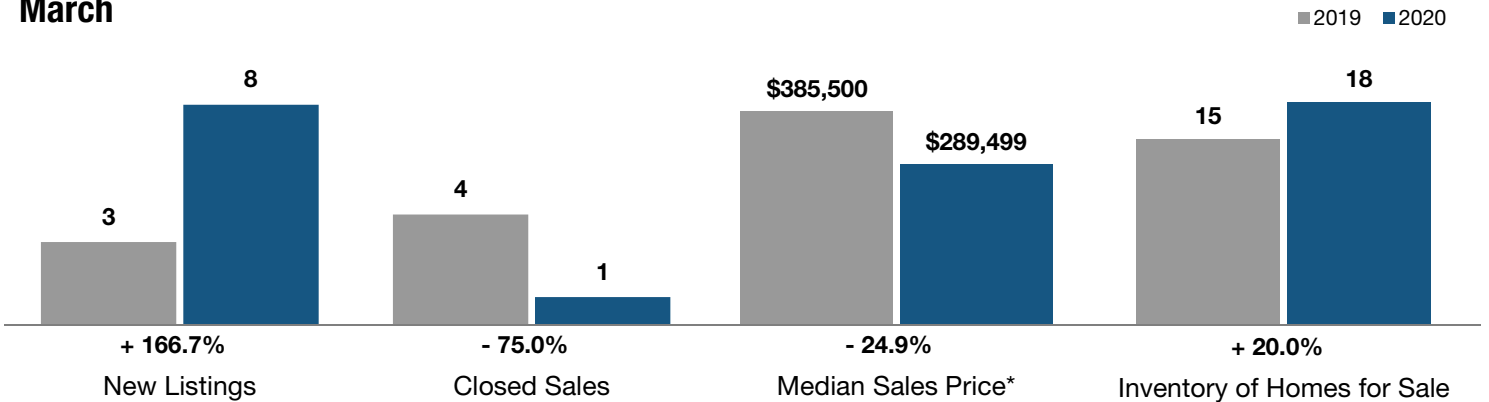


33: Hilton Head Lakes

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	3	8	+ 166.7%	9	14	+ 55.6%
Closed Sales	4	1	- 75.0%	4	4	0.0%
Median Sales Price*	\$385,500	\$289,499	- 24.9%	\$385,500	\$360,098	- 6.6%
Percent of List Price Received*	96.2%	100.0%	+ 3.9%	96.2%	97.4%	+ 1.2%
Days on Market Until Sale	147	57	- 61.3%	147	141	- 4.1%
Inventory of Homes for Sale	15	18	+ 20.0%	--	--	--

* 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

