

Local Market Update – June 2020

A Research Tool Provided by the Multiple Listing Service of Hilton Head Island and the Hilton Head Area Association of REALTORS®



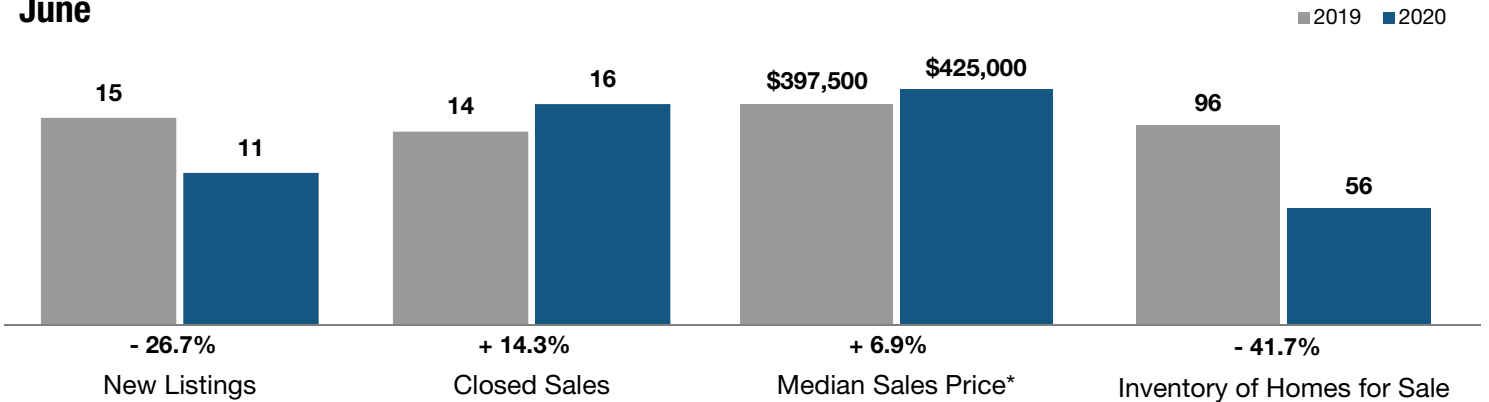
1: Sea Pines

Condos / Villas Only

| Key Metrics | June | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 15 | 11 | - 26.7% | 134 | 91 | - 32.1% |
| Closed Sales | 14 | 16 | + 14.3% | 79 | 58 | - 26.6% |
| Median Sales Price* | \$397,500 | \$425,000 | + 6.9% | \$410,000 | \$412,500 | + 0.6% |
| Percent of List Price Received* | 95.1% | 96.5% | + 1.4% | 95.5% | 96.8% | + 1.4% |
| Days on Market Until Sale | 201 | 166 | - 17.3% | 157 | 138 | - 12.1% |
| Inventory of Homes for Sale | 96 | 56 | - 41.7% | -- | -- | -- |

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation

