

Local Market Update – March 2021

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



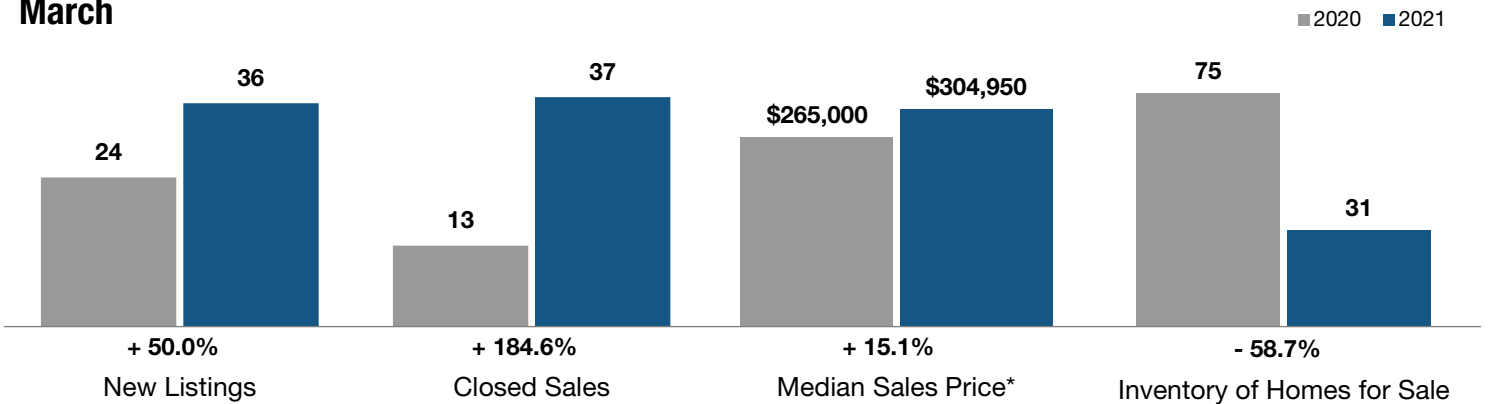
2: Forest Beach

Condos / Villas Only

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	24	36	+ 50.0%	57	98	+ 71.9%
Closed Sales	13	37	+ 184.6%	48	74	+ 54.2%
Median Sales Price*	\$265,000	\$304,950	+ 15.1%	\$252,500	\$292,450	+ 15.8%
Percent of List Price Received*	94.8%	97.7%	+ 3.1%	95.0%	98.1%	+ 3.3%
Days on Market Until Sale	198	90	- 54.4%	128	100	- 22.3%
Inventory of Homes for Sale	75	31	- 58.7%	--	--	--

* 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

