

# 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®



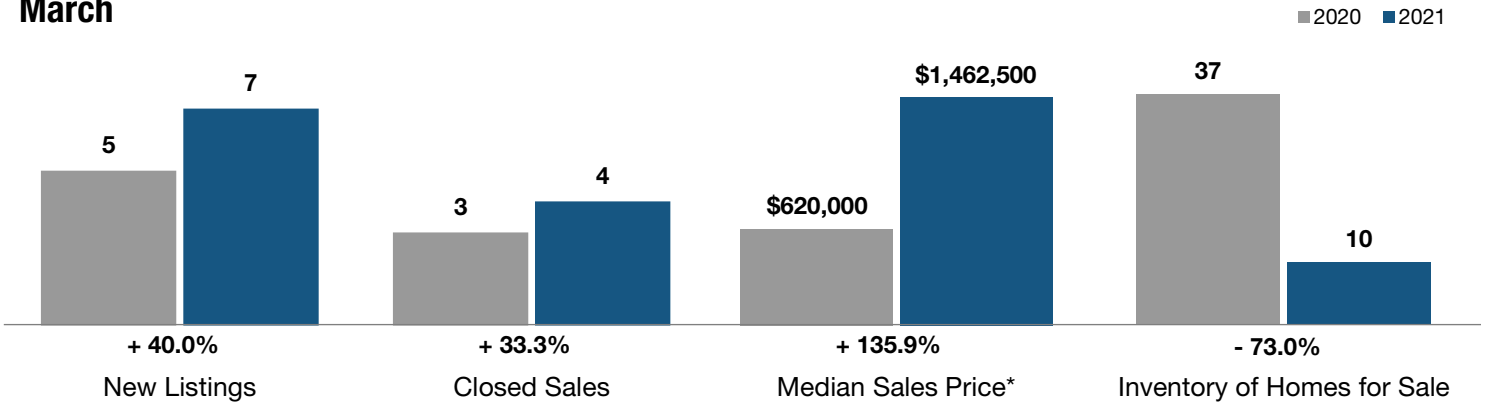
## 2: Forest Beach

Detached Homes Only

| Key Metrics                     | March     |             |                | Year to Date |           |                |
|---------------------------------|-----------|-------------|----------------|--------------|-----------|----------------|
|                                 | 2020      | 2021        | Percent Change | 2020         | 2021      | Percent Change |
| New Listings                    | 5         | 7           | + 40.0%        | 8            | 18        | + 125.0%       |
| Closed Sales                    | 3         | 4           | + 33.3%        | 8            | 13        | + 62.5%        |
| Median Sales Price*             | \$620,000 | \$1,462,500 | + 135.9%       | \$700,000    | \$850,000 | + 21.4%        |
| Percent of List Price Received* | 94.4%     | 98.4%       | + 4.3%         | 95.7%        | 99.2%     | + 3.7%         |
| Days on Market Until Sale       | 290       | 73          | - 74.8%        | 197          | 75        | - 61.9%        |
| Inventory of Homes for Sale     | 37        | 10          | - 73.0%        | --           | --        | --             |

\* 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

