

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®



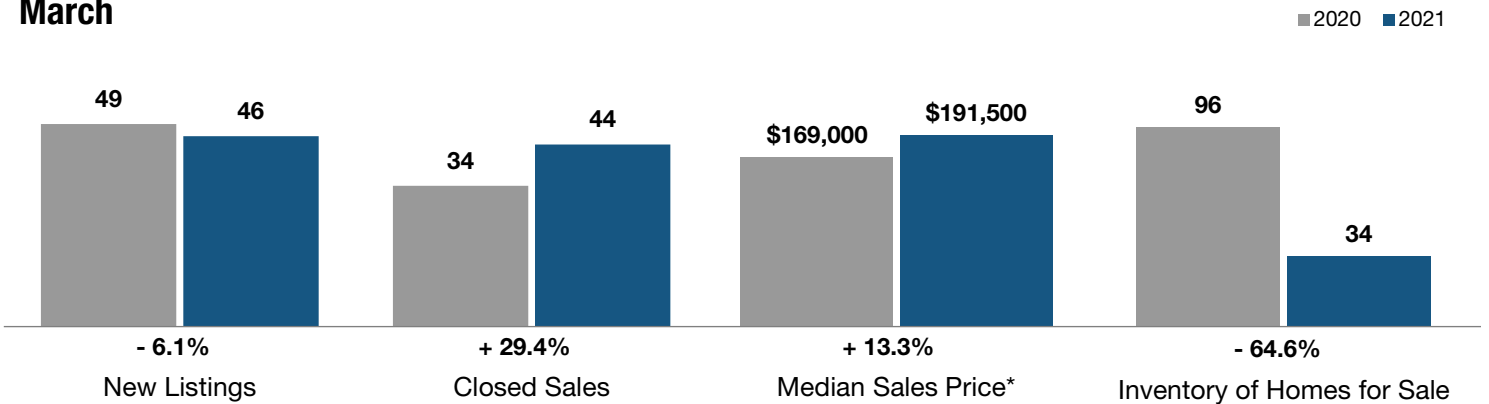
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Condos / Villas Only

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	49	46	- 6.1%	111	130	+ 17.1%
Closed Sales	34	44	+ 29.4%	77	110	+ 42.9%
Median Sales Price*	\$169,000	\$191,500	+ 13.3%	\$162,000	\$189,450	+ 16.9%
Percent of List Price Received*	96.3%	98.4%	+ 2.2%	96.1%	97.9%	+ 1.8%
Days on Market Until Sale	100	77	- 22.8%	108	80	- 25.5%
Inventory of Homes for Sale	96	34	- 64.6%	--	--	--

* 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

