

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®

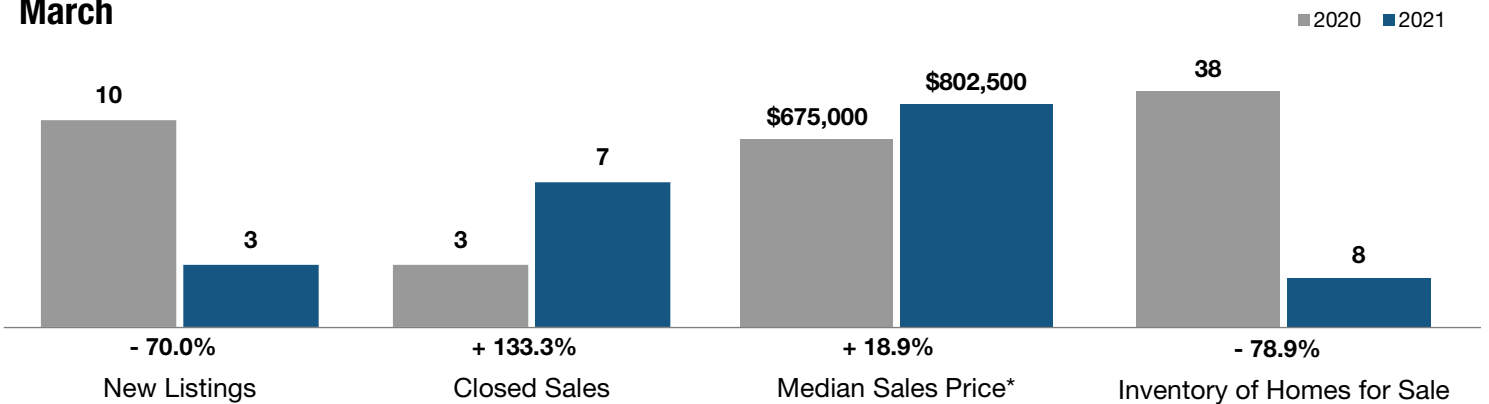


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| Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | 2020 | 2021 | Percent Change |
| New Listings | 10 | 3 | - 70.0% | 20 | 13 | - 35.0% |
| Closed Sales | 3 | 7 | + 133.3% | 8 | 17 | + 112.5% |
| Median Sales Price* | \$675,000 | \$802,500 | + 18.9% | \$727,000 | \$802,500 | + 10.4% |
| Percent of List Price Received* | 95.3% | 96.1% | + 0.8% | 96.0% | 96.3% | + 0.3% |
| Days on Market Until Sale | 403 | 122 | - 69.7% | 287 | 186 | - 35.2% |
| Inventory of Homes for Sale | 38 | 8 | - 78.9% | -- | -- | -- |

* 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

