

# Local Market Update – August 2021

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



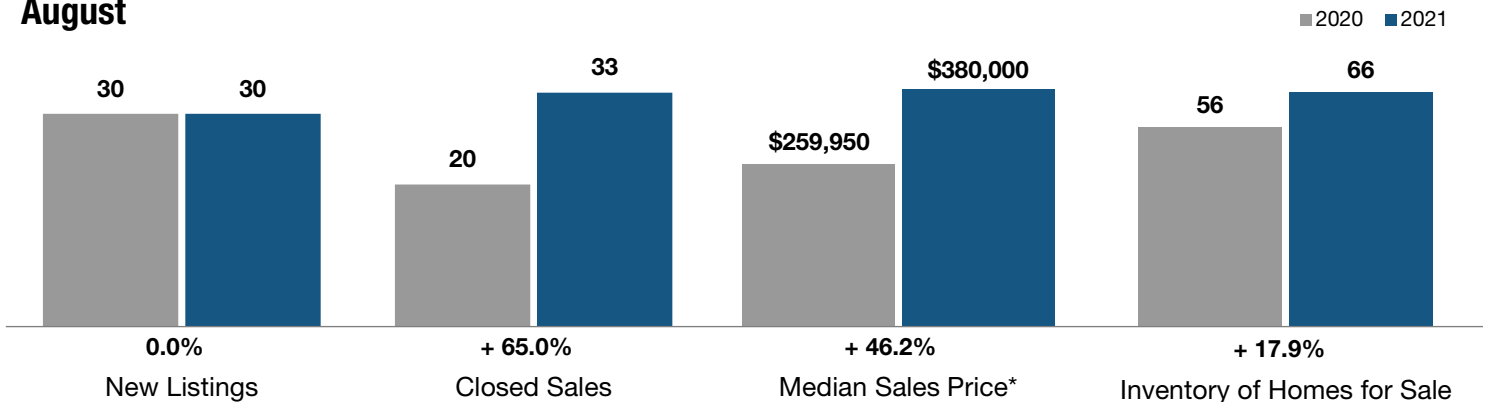
## 2: Forest Beach

Condos / Villas Only

| Key Metrics                     | August    |           |                | Year to Date |           |                |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
|                                 | 2020      | 2021      | Percent Change | 2020         | 2021      | Percent Change |
| New Listings                    | 30        | 30        | 0.0%           | 191          | 277       | + 45.0%        |
| Closed Sales                    | 20        | 33        | + 65.0%        | 153          | 228       | + 49.0%        |
| Median Sales Price*             | \$259,950 | \$380,000 | + 46.2%        | \$257,000    | \$330,500 | + 28.6%        |
| Percent of List Price Received* | 97.9%     | 99.4%     | + 1.5%         | 96.1%        | 99.1%     | + 3.1%         |
| Days on Market Until Sale       | 92        | 64        | - 30.3%        | 115          | 79        | - 31.0%        |
| Inventory of Homes for Sale     | 56        | 66        | + 17.9%        | --           | --        | --             |

\* 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.

### August



### Historical Median Sales Price Rolling 12-Month Calculation

