

# Local Market Update – November 2021

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

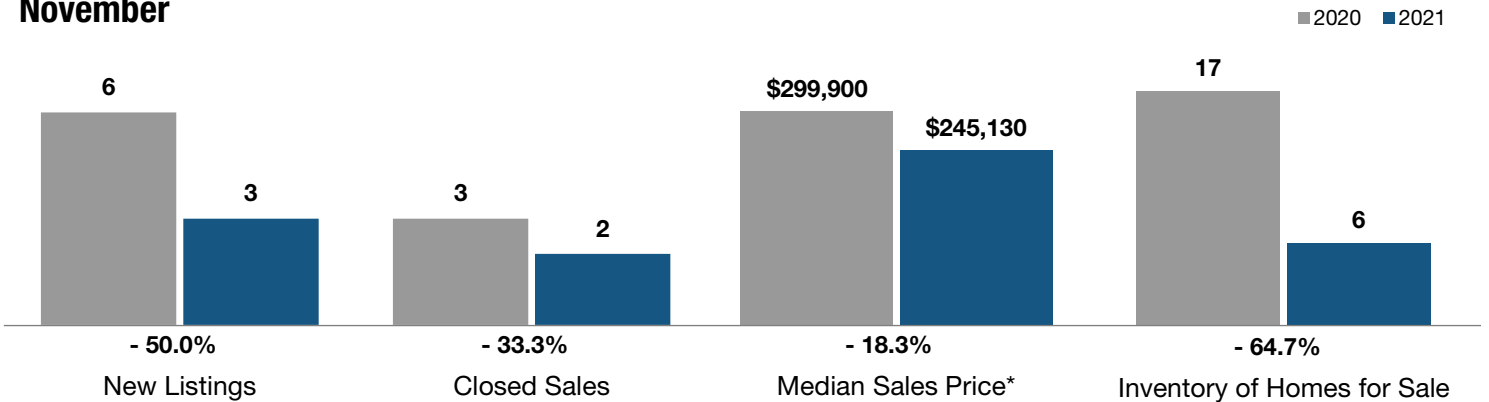


## Hilton Head Lakes

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	6	3	- 50.0%	41	43	+ 4.9%
Closed Sales	3	2	- 33.3%	21	26	+ 23.8%
Median Sales Price*	\$299,900	<b>\$245,130</b>	- 18.3%	\$310,000	<b>\$400,000</b>	+ 29.0%
Percent of List Price Received*	96.7%	<b>98.6%</b>	+ 2.0%	95.2%	<b>98.5%</b>	+ 3.5%
Days on Market Until Sale	180	<b>342</b>	+ 90.0%	139	<b>220</b>	+ 58.3%
Inventory of Homes for Sale	17	<b>6</b>	- 64.7%	--	--	--

\* 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.

### November



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

