

Local Market Update – July 2024

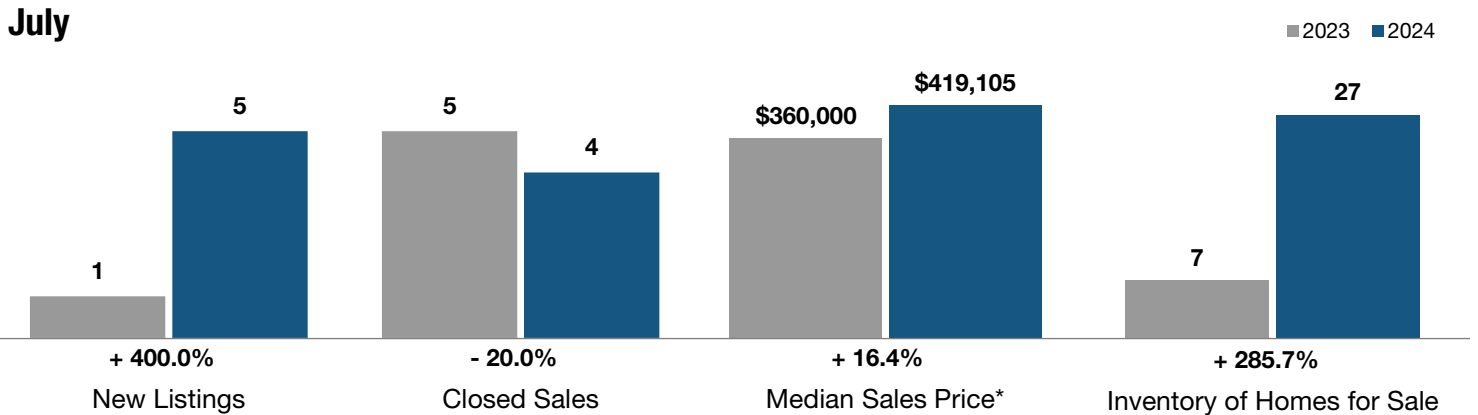
A Research Tool Provided by REsides, Inc. and the Hilton Head Area Association of REALTORS®



Hilton Head Lakes

| Key Metrics | July | | | Year to Date | | |
|--------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2023 | 2024 | Percent Change | 2023 | 2024 | Percent Change |
| New Listings | 1 | 5 | + 400.0% | 20 | 58 | + 190.0% |
| Closed Sales | 5 | 4 | - 20.0% | 45 | 19 | - 57.8% |
| Median Sales Price* | \$360,000 | \$419,105 | + 16.4% | \$404,440 | \$405,000 | + 0.1% |
| Percent of List Price Received* | 96.9% | 99.6% | + 2.8% | 94.9% | 98.4% | + 3.7% |
| Cumulative Days on Market Until Sale | 38 | 34 | - 10.5% | 31 | 37 | + 19.4% |
| Inventory of Homes for Sale | 7 | 27 | + 285.7% | -- | -- | -- |

* 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.



Historical Median Sales Price Rolling 12-Month Calculation

