

# Local Market Update – November 2018

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



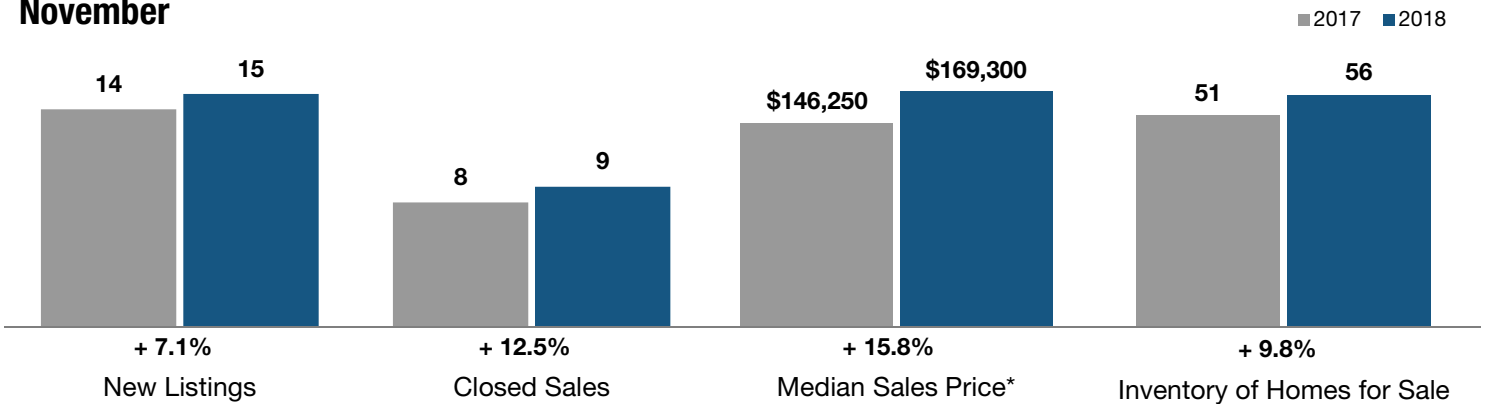
## 7: Folly Field

Condos / Villas Only

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	14	15	+ 7.1%	144	178	+ 23.6%
Closed Sales	8	9	+ 12.5%	123	134	+ 8.9%
Median Sales Price*	\$146,250	\$169,300	+ 15.8%	\$136,500	\$162,750	+ 19.2%
Percent of List Price Received*	94.4%	95.3%	+ 1.0%	95.1%	95.9%	+ 0.9%
Days on Market Until Sale	196	135	- 31.1%	154	106	- 31.0%
Inventory of Homes for Sale	51	56	+ 9.8%	--	--	--

\* 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

