

Local Market Update – December 2025

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

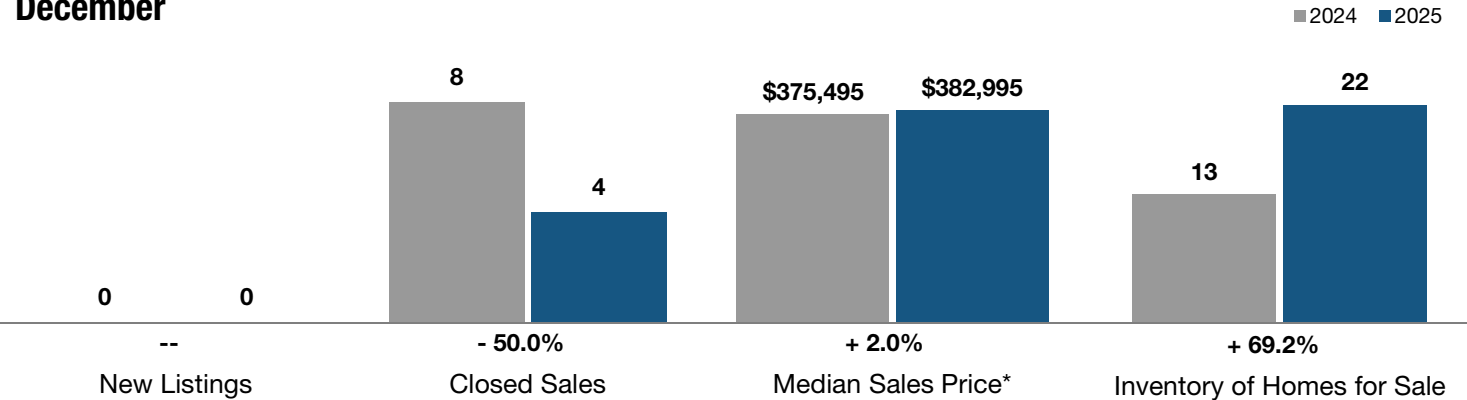


Hilton Head Lakes

| Key Metrics | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2024 | 2025 | Percent Change | 2024 | 2025 | Percent Change |
| New Listings | 0 | 0 | -- | 86 | 97 | + 12.8% |
| Closed Sales | 8 | 4 | - 50.0% | 50 | 70 | + 40.0% |
| Median Sales Price* | \$375,495 | \$382,995 | + 2.0% | \$391,196 | \$375,000 | - 4.1% |
| Percent of List Price Received* | 95.6% | 96.7% | + 1.2% | 98.3% | 98.3% | 0.0% |
| Days on Market Until Sale | 157 | 95 | - 39.5% | 59 | 80 | + 35.6% |
| Inventory of Homes for Sale | 13 | 22 | + 69.2% | -- | -- | -- |

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation

