

Local Market Update – December 2019

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



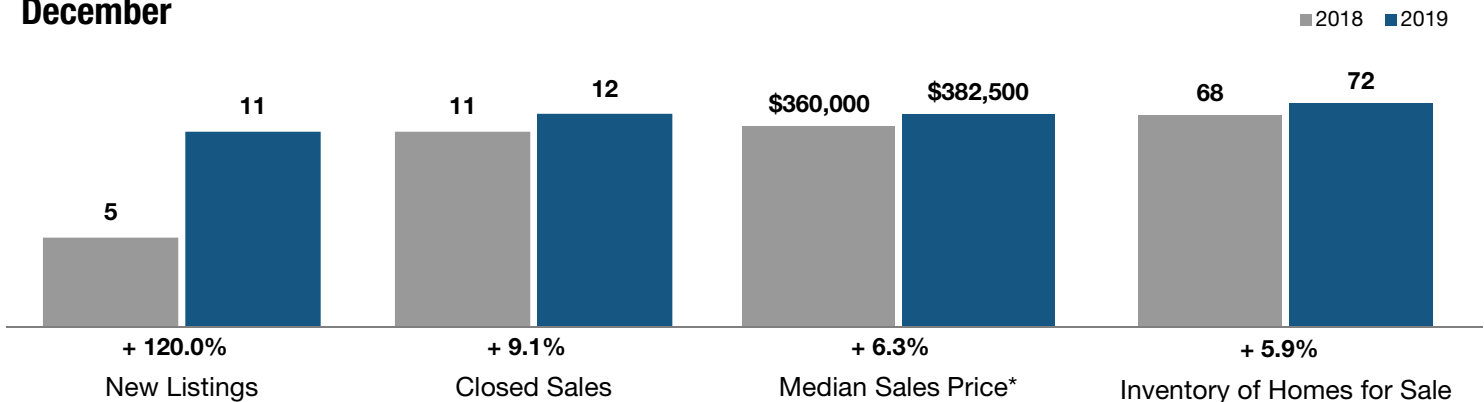
1: Sea Pines

Condos / Villas Only

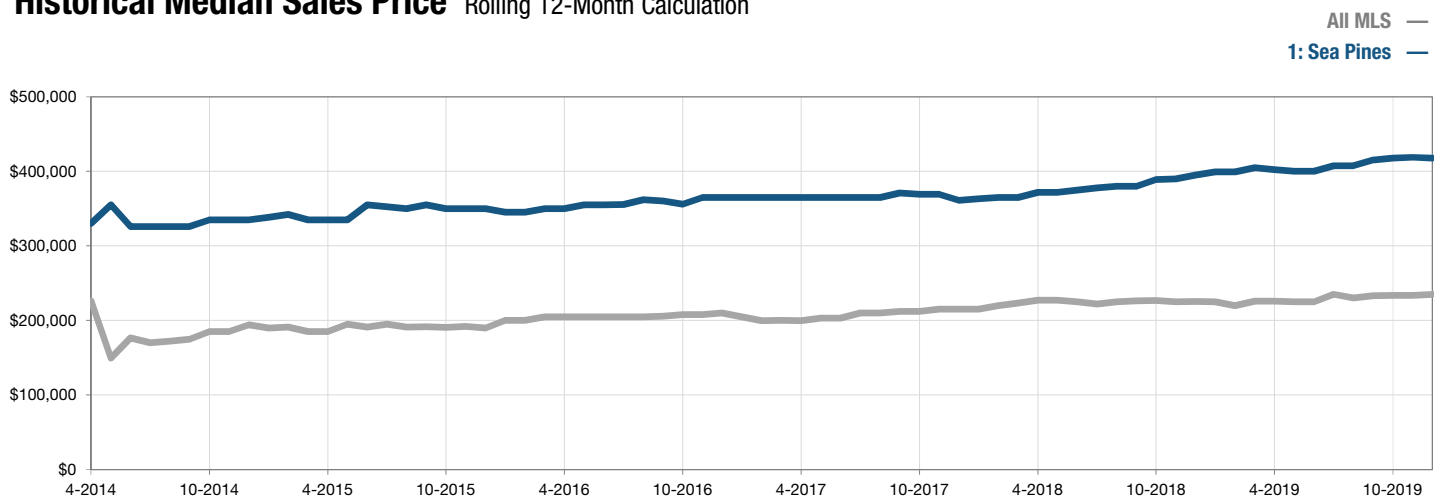
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	5	11	+ 120.0%	188	207	+ 10.1%
Closed Sales	11	12	+ 9.1%	147	145	- 1.4%
Median Sales Price*	\$360,000	\$382,500	+ 6.3%	\$395,000	\$417,500	+ 5.7%
Percent of List Price Received*	94.5%	96.0%	+ 1.7%	95.6%	95.4%	- 0.2%
Days on Market Until Sale	139	183	+ 31.7%	152	159	+ 4.9%
Inventory of Homes for Sale	68	72	+ 5.9%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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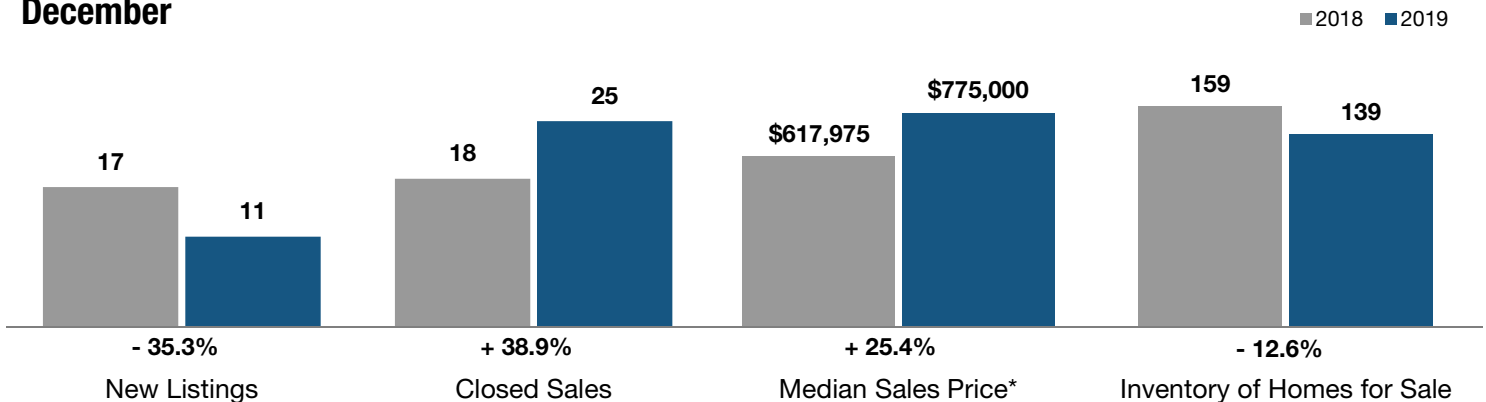
1: Sea Pines

Detached Homes Only

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	17	11	- 35.3%	350	319	- 8.9%
Closed Sales	18	25	+ 38.9%	236	220	- 6.8%
Median Sales Price*	\$617,975	\$775,000	+ 25.4%	\$700,000	\$700,000	0.0%
Percent of List Price Received*	95.0%	96.0%	+ 1.0%	95.0%	95.0%	- 0.0%
Days on Market Until Sale	133	179	+ 34.2%	153	175	+ 14.4%
Inventory of Homes for Sale	159	139	- 12.6%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation

