

Local Market Update – March 2020

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



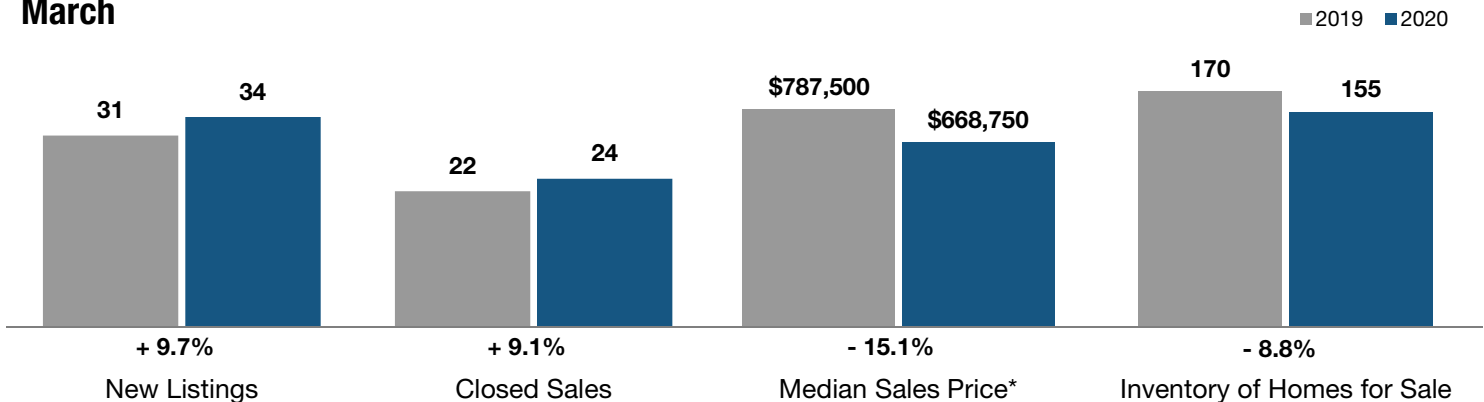
1: Sea Pines

Detached Homes Only

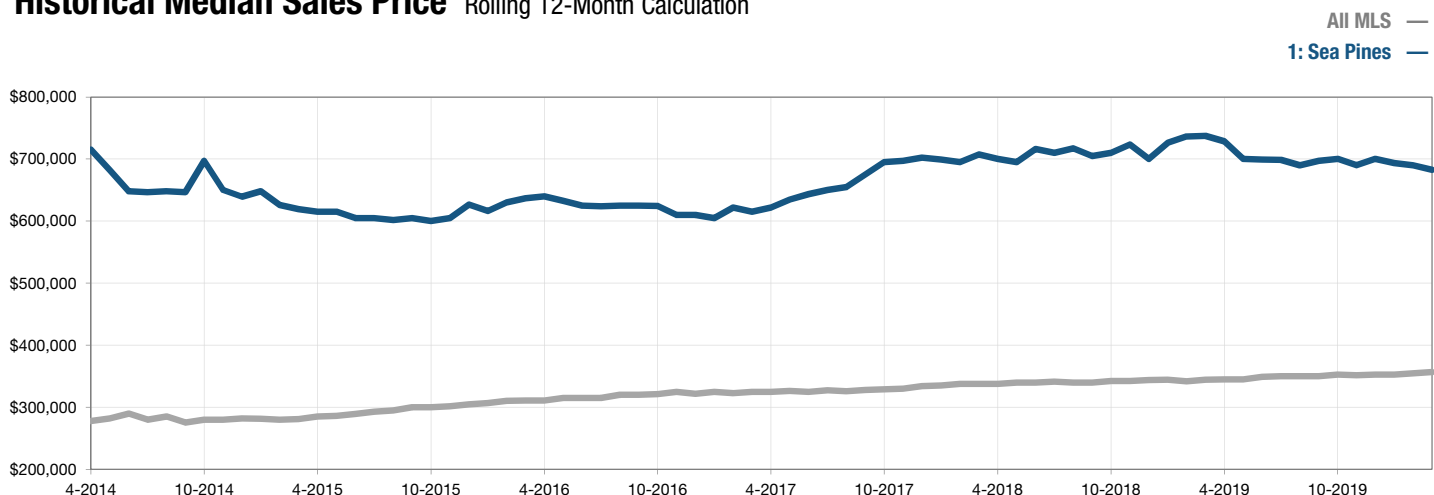
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	31	34	+ 9.7%	78	99	+ 26.9%
Closed Sales	22	24	+ 9.1%	41	47	+ 14.6%
Median Sales Price*	\$787,500	\$668,750	- 15.1%	\$820,000	\$662,000	- 19.3%
Percent of List Price Received*	95.3%	95.8%	+ 0.5%	94.5%	95.8%	+ 1.4%
Days on Market Until Sale	185	157	- 15.5%	200	184	- 8.1%
Inventory of Homes for Sale	170	155	- 8.8%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



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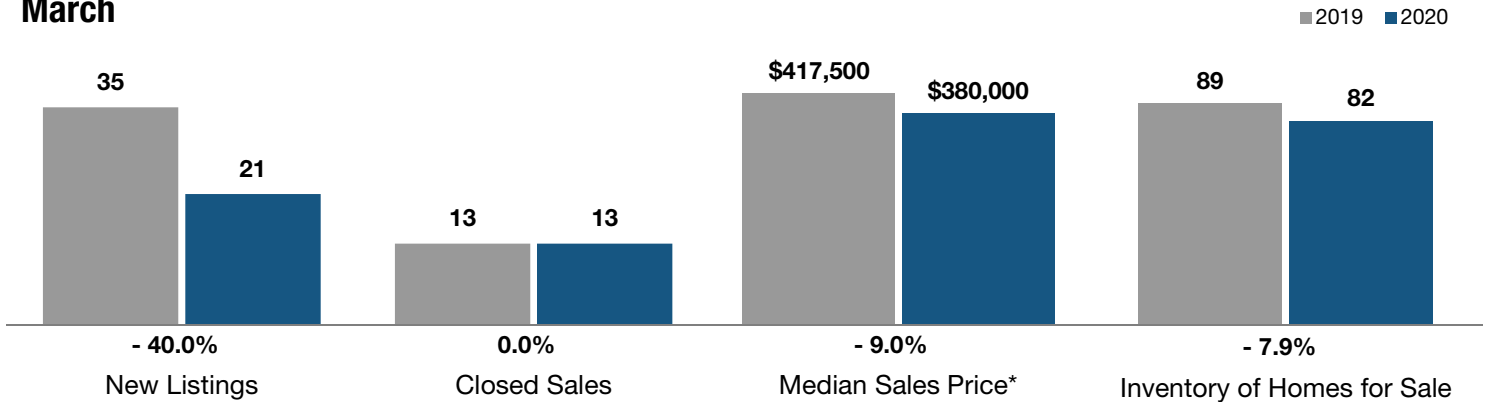
1: Sea Pines

Condos / Villas Only

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	35	21	- 40.0%	79	55	- 30.4%
Closed Sales	13	13	0.0%	31	29	- 6.5%
Median Sales Price*	\$417,500	\$380,000	- 9.0%	\$420,000	\$415,000	- 1.2%
Percent of List Price Received*	96.2%	96.2%	+ 0.0%	96.0%	97.1%	+ 1.2%
Days on Market Until Sale	111	121	+ 9.7%	139	135	- 3.4%
Inventory of Homes for Sale	89	82	- 7.9%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

