

# Local Market Update – October 2020

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



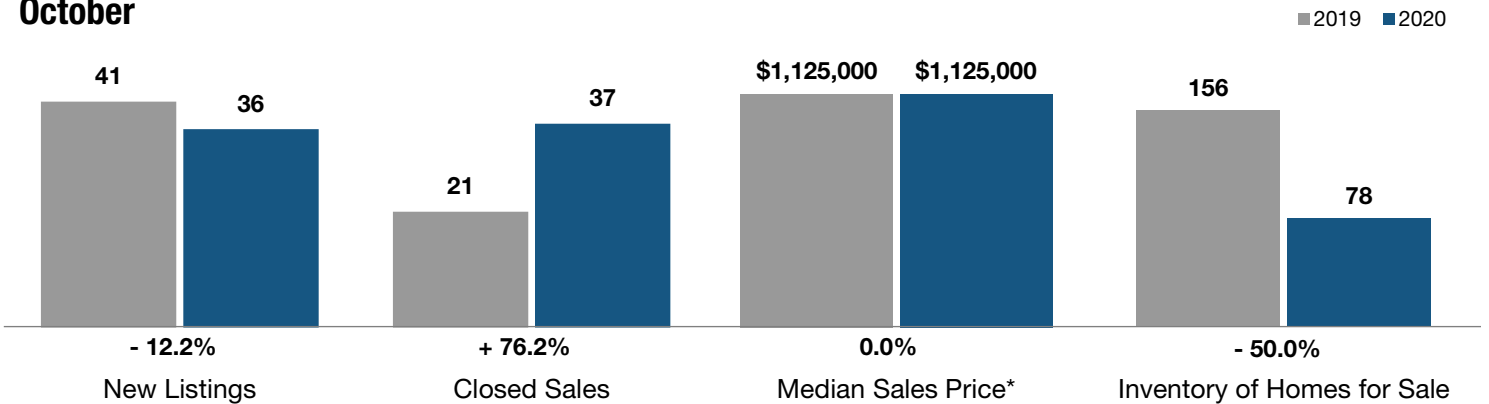
## 1: Sea Pines

Detached Homes Only

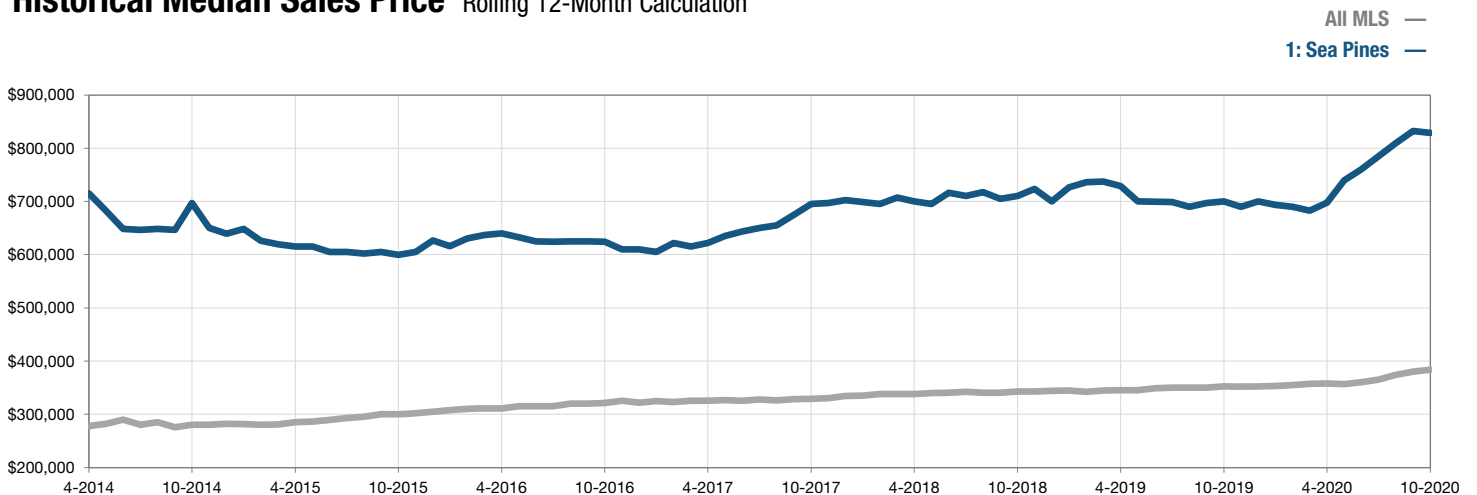
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	41	36	- 12.2%	283	334	+ 18.0%
Closed Sales	21	37	+ 76.2%	178	282	+ 58.4%
Median Sales Price*	\$1,125,000	\$1,125,000	0.0%	\$700,000	\$837,000	+ 19.6%
Percent of List Price Received*	94.6%	96.4%	+ 1.9%	94.9%	95.8%	+ 0.9%
Days on Market Until Sale	171	158	- 7.7%	178	168	- 5.4%
Inventory of Homes for Sale	156	78	- 50.0%	--	--	--

\* 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.

### October



### Historical Median Sales Price Rolling 12-Month Calculation



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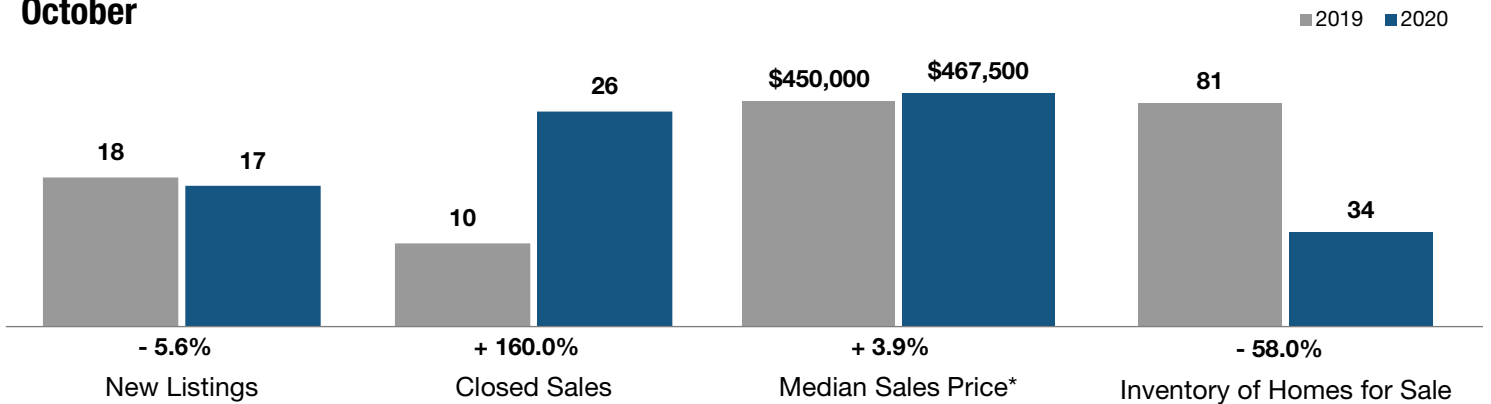
## 1: Sea Pines

Condos / Villas Only

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	18	17	- 5.6%	186	163	- 12.4%
Closed Sales	10	26	+ 160.0%	120	152	+ 26.7%
Median Sales Price*	\$450,000	\$467,500	+ 3.9%	\$422,500	\$446,000	+ 5.6%
Percent of List Price Received*	94.8%	97.6%	+ 3.0%	95.4%	97.0%	+ 1.7%
Days on Market Until Sale	134	192	+ 43.2%	156	166	+ 6.4%
Inventory of Homes for Sale	81	34	- 58.0%	--	--	--

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### October



### Historical Median Sales Price Rolling 12-Month Calculation

