

Local Market Update – December 2017

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



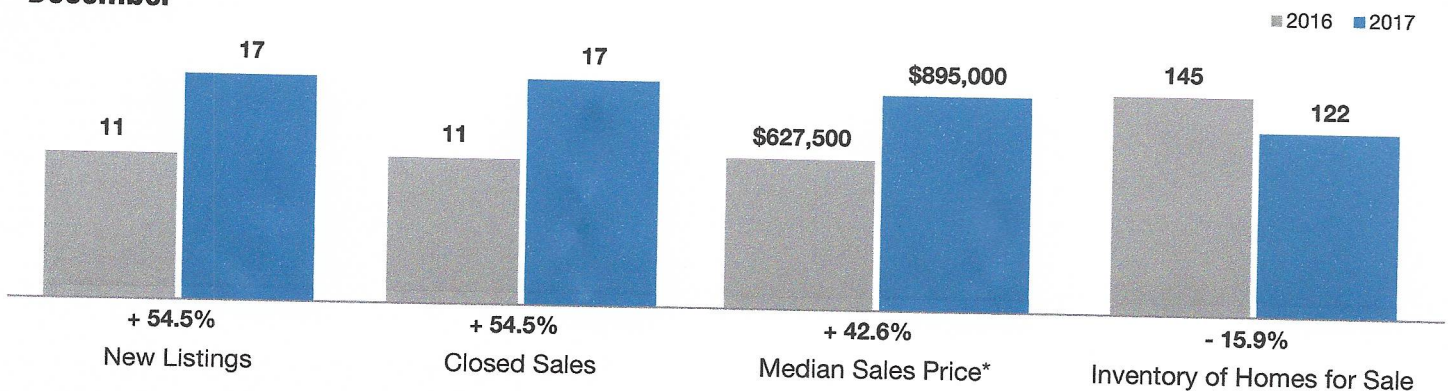
1: Sea Pines

Detached Homes Only

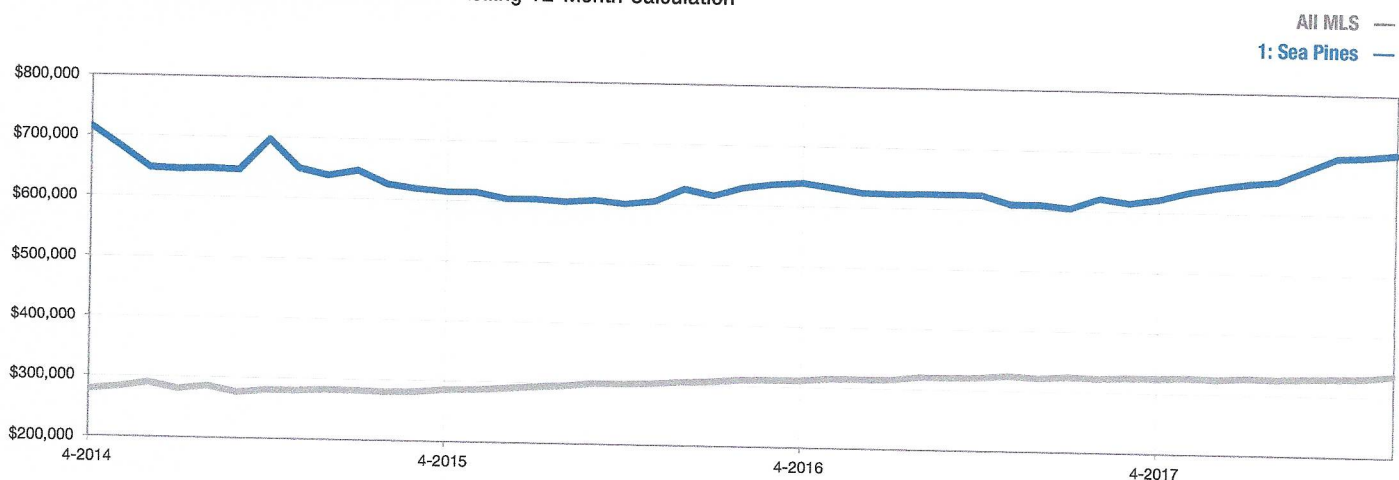
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	11	17	+ 54.5%	319	287	- 10.0%
Closed Sales	11	17	+ 54.5%	189	214	+ 13.2%
Median Sales Price*	\$627,500	\$895,000	+ 42.6%	\$610,000	\$702,500	+ 15.2%
Percent of List Price Received*	96.0%	95.3%	- 0.7%	94.5%	94.9%	+ 0.4%
Days on Market Until Sale	290	201	- 30.9%	178	182	+ 2.3%
Inventory of Homes for Sale	145	122	- 15.9%	--	--	--

* 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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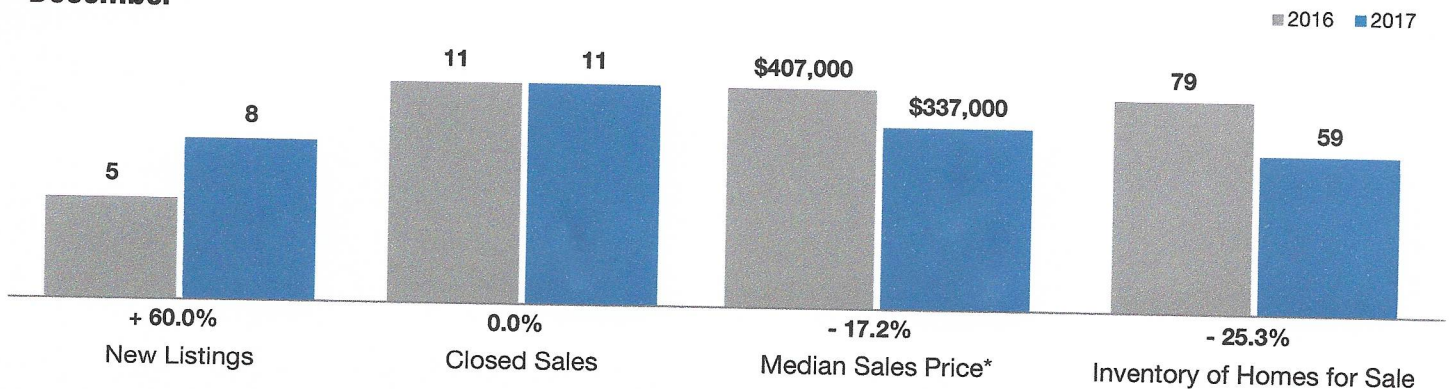
1: Sea Pines

Condos / Villas Only

Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	8	+ 60.0%	167	178	+ 6.6%
Closed Sales	11	11	0.0%	132	163	+ 23.5%
Median Sales Price*	\$407,000	\$337,000	- 17.2%	\$365,000	\$361,250	- 1.0%
Percent of List Price Received*	94.4%	95.8%	+ 1.4%	94.8%	95.3%	+ 0.6%
Days on Market Until Sale	138	284	+ 105.4%	176	193	+ 9.5%
Inventory of Homes for Sale	79	59	- 25.3%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation

