

# Local Market Update – February 2018

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



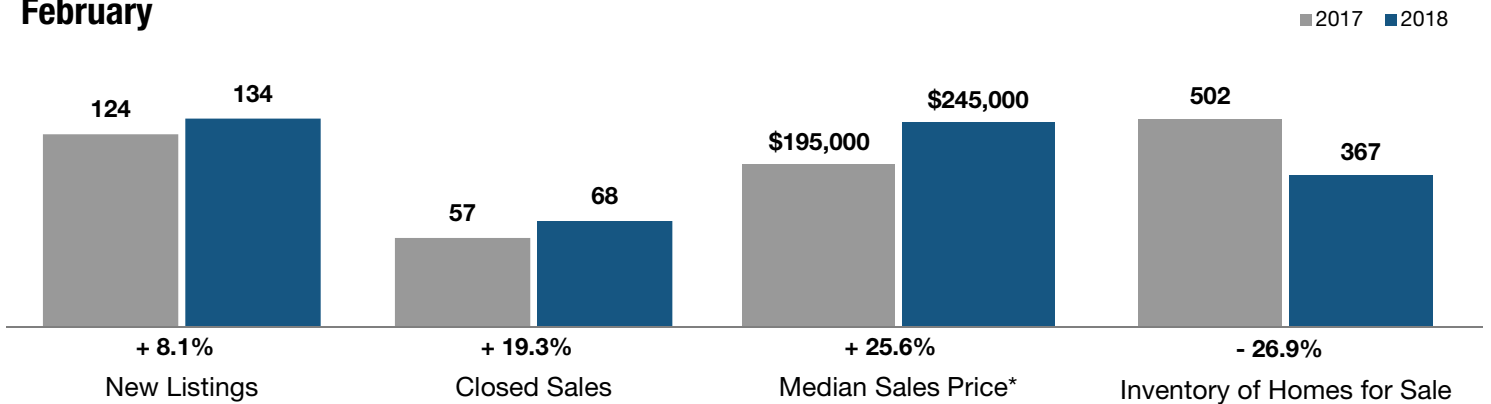
## Hilton Head Totals

Condos / Villas Only

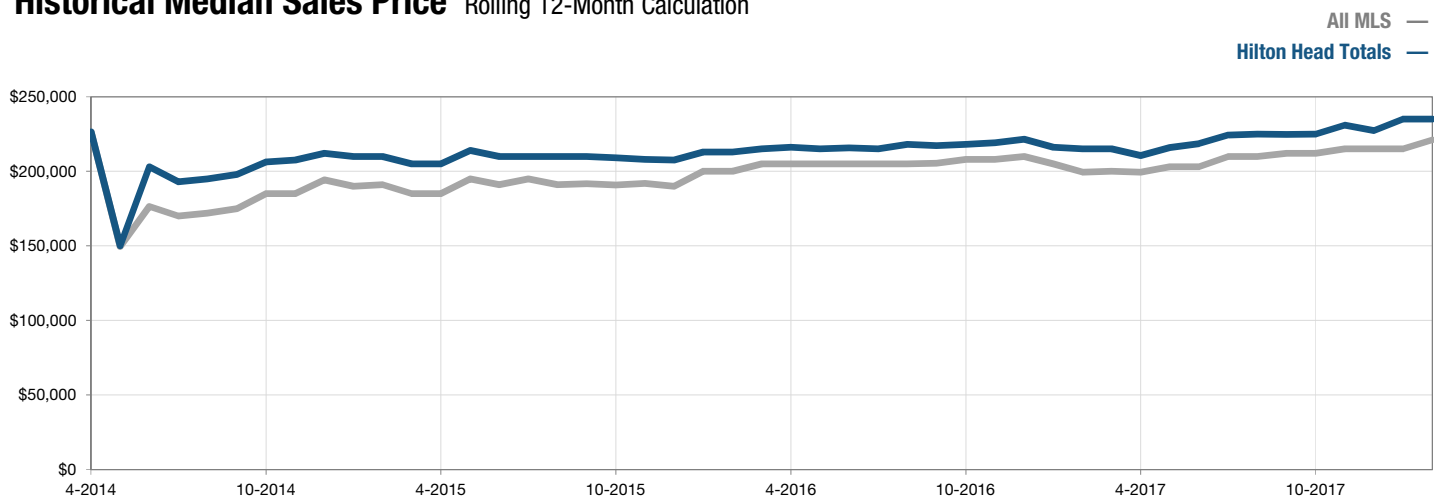
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	124	<b>134</b>	+ 8.1%	240	<b>222</b>	- 7.5%
Closed Sales	57	<b>68</b>	+ 19.3%	118	<b>135</b>	+ 14.4%
Median Sales Price*	\$195,000	<b>\$245,000</b>	+ 25.6%	\$199,500	<b>\$253,500</b>	+ 27.1%
Percent of List Price Received*	94.6%	<b>94.9%</b>	+ 0.3%	94.1%	<b>95.4%</b>	+ 1.4%
Days on Market Until Sale	189	<b>133</b>	- 29.5%	180	<b>133</b>	- 26.2%
Inventory of Homes for Sale	502	<b>367</b>	- 26.9%	--	--	--

\* 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.

### February



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



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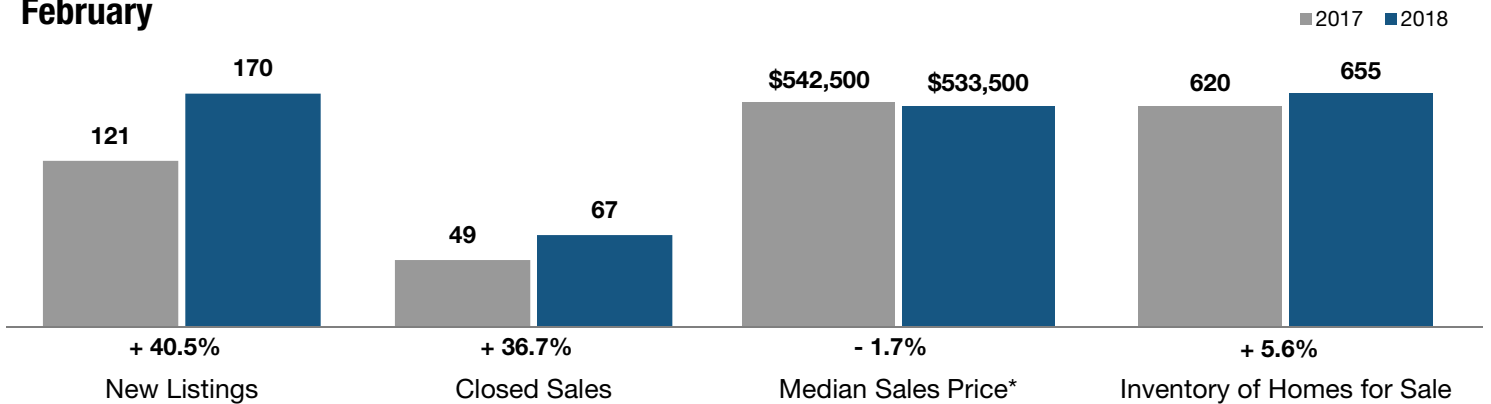
## Hilton Head Totals

Detached Homes Only

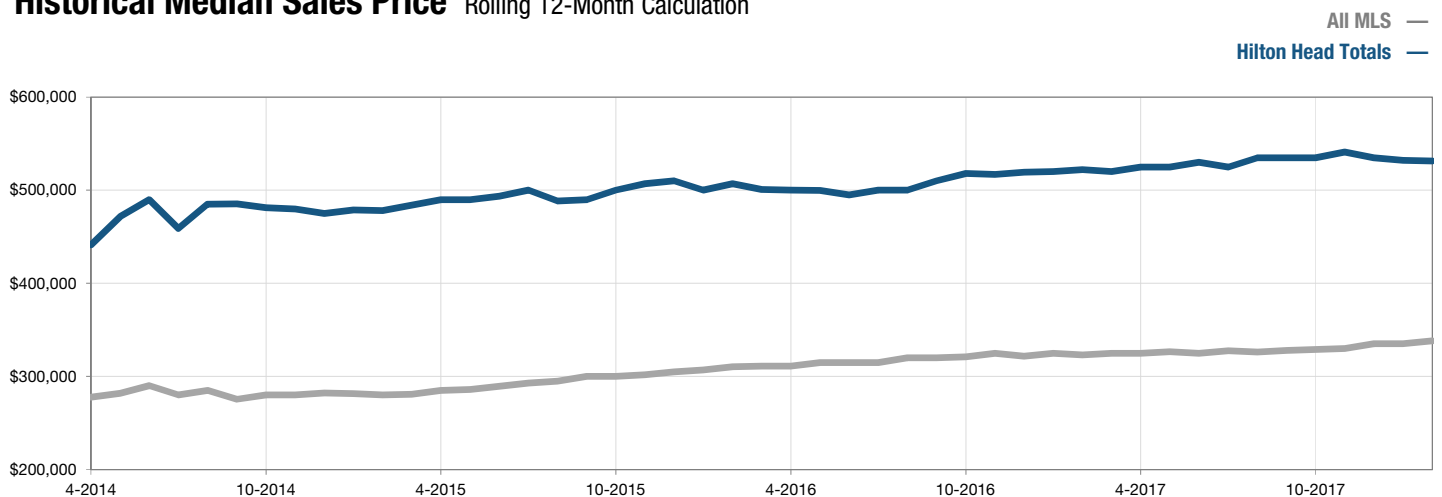
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	121	<b>170</b>	+ 40.5%	246	<b>314</b>	+ 27.6%
Closed Sales	49	<b>67</b>	+ 36.7%	107	<b>142</b>	+ 32.7%
Median Sales Price*	\$542,500	<b>\$533,500</b>	- 1.7%	\$520,000	<b>\$495,000</b>	- 4.8%
Percent of List Price Received*	95.0%	<b>95.8%</b>	+ 0.8%	94.6%	<b>95.6%</b>	+ 1.0%
Days on Market Until Sale	213	<b>137</b>	- 35.6%	201	<b>161</b>	- 20.1%
Inventory of Homes for Sale	620	<b>655</b>	+ 5.6%	--	--	--

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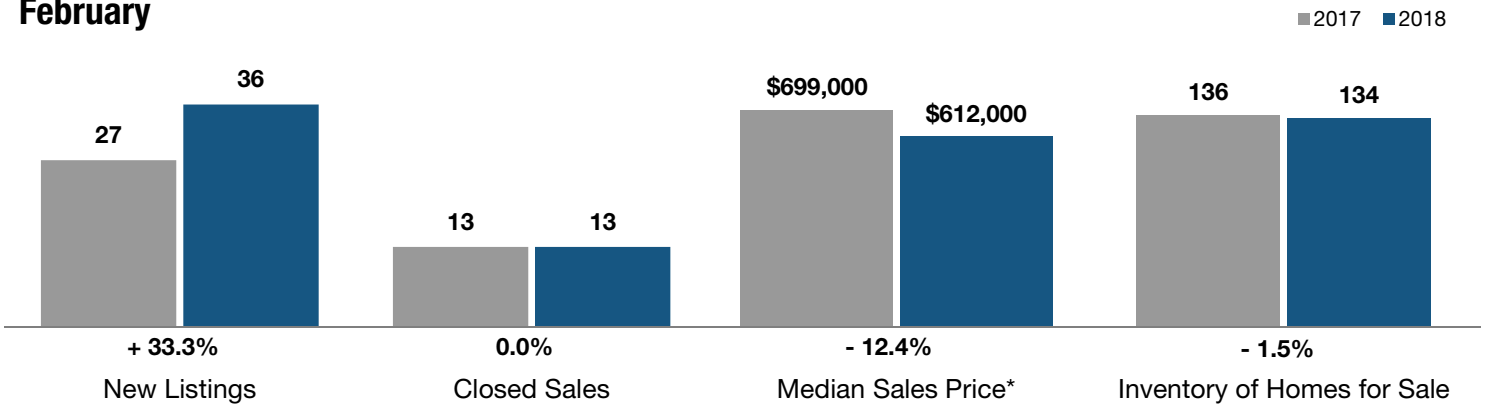
## 1: Sea Pines

Detached Homes Only

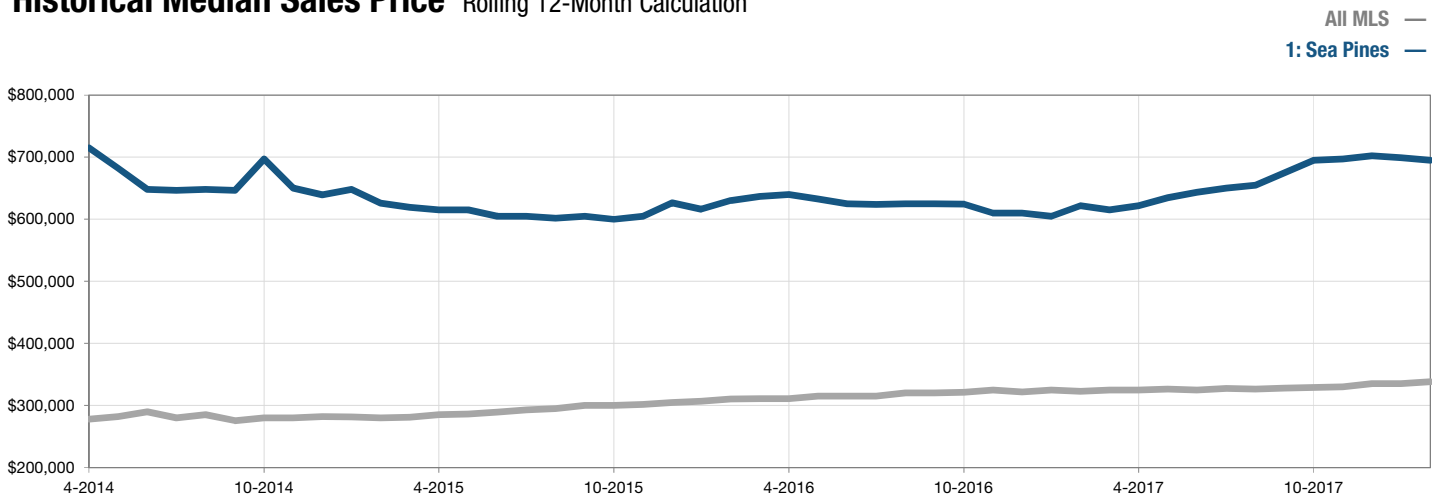
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	27	<b>36</b>	+ 33.3%	51	<b>57</b>	+ 11.8%
Closed Sales	13	<b>13</b>	0.0%	25	<b>31</b>	+ 24.0%
Median Sales Price*	\$699,000	<b>\$612,000</b>	- 12.4%	\$695,000	<b>\$632,500</b>	- 9.0%
Percent of List Price Received*	95.5%	<b>91.5%</b>	- 4.2%	94.5%	<b>93.3%</b>	- 1.3%
Days on Market Until Sale	158	<b>180</b>	+ 14.2%	174	<b>154</b>	- 11.6%
Inventory of Homes for Sale	136	<b>134</b>	- 1.5%	--	--	--

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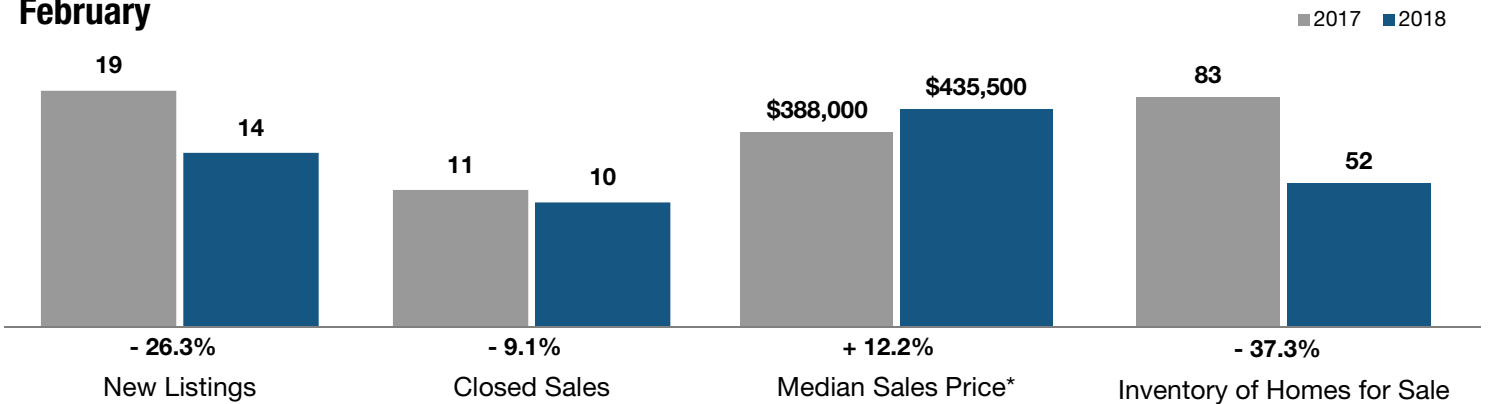
## 1: Sea Pines

Condos / Villas Only

Key Metrics	February			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	19	14	- 26.3%	34	21	- 38.2%
Closed Sales	11	10	- 9.1%	21	19	- 9.5%
Median Sales Price*	\$388,000	<b>\$435,500</b>	+ 12.2%	\$362,000	<b>\$455,000</b>	+ 25.7%
Percent of List Price Received*	94.6%	<b>94.2%</b>	- 0.4%	94.6%	<b>95.1%</b>	+ 0.6%
Days on Market Until Sale	237	<b>116</b>	- 51.1%	229	<b>128</b>	- 44.3%
Inventory of Homes for Sale	83	<b>52</b>	- 37.3%	--	--	--

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