

Local Market Update – April 2018

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



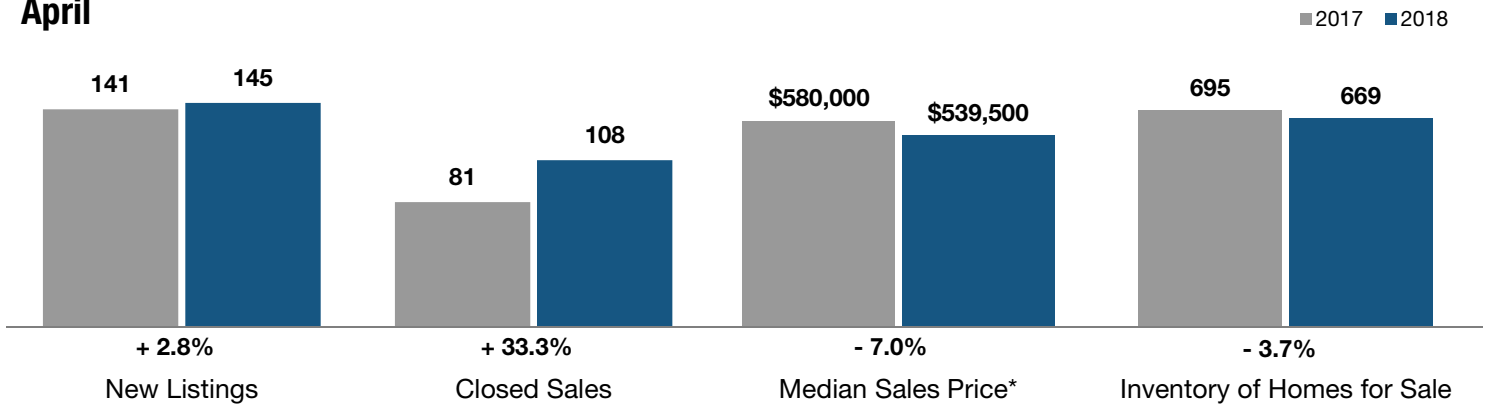
Hilton Head Totals

Detached Homes Only

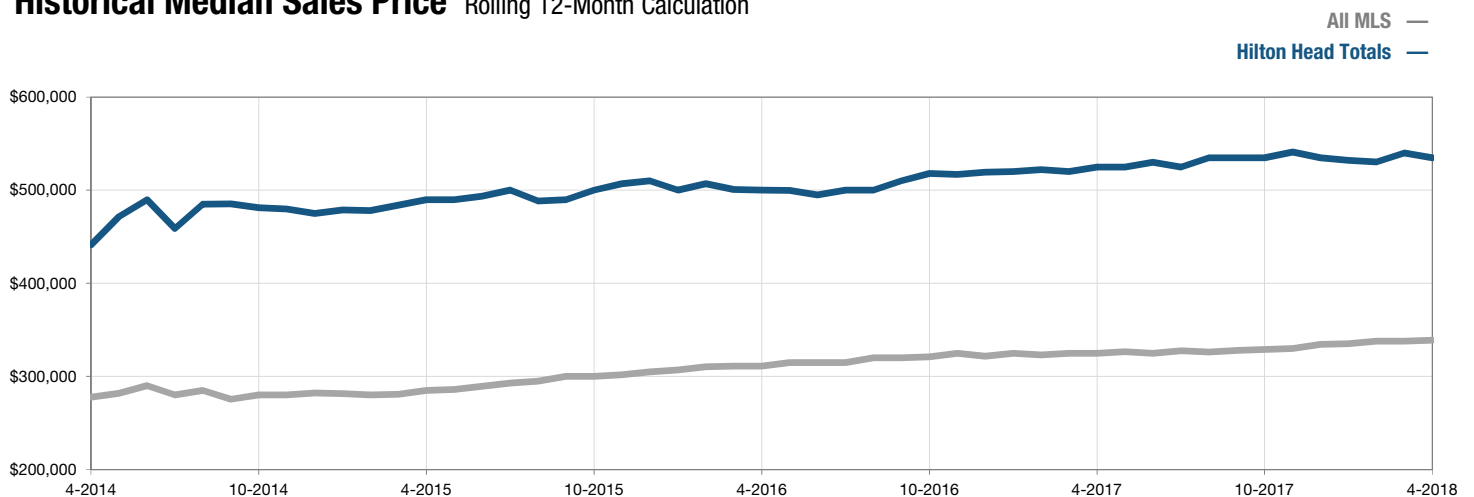
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	141	145	+ 2.8%	577	663	+ 14.9%
Closed Sales	81	108	+ 33.3%	269	337	+ 25.3%
Median Sales Price*	\$580,000	\$539,500	- 7.0%	\$525,000	\$532,000	+ 1.3%
Percent of List Price Received*	96.0%	95.6%	- 0.4%	95.2%	95.7%	+ 0.4%
Days on Market Until Sale	159	146	- 8.0%	177	156	- 12.2%
Inventory of Homes for Sale	695	669	- 3.7%	--	--	--

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



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Hilton Head Totals

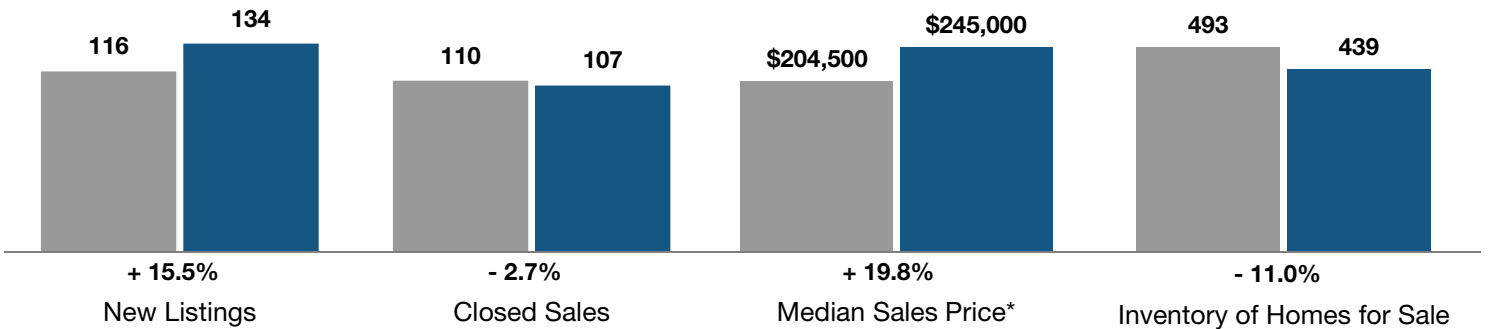
Condos / Villas Only

Key Metrics	April			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	116	134	+ 15.5%	505	540	+ 6.9%
Closed Sales	110	107	- 2.7%	322	355	+ 10.2%
Median Sales Price*	\$204,500	\$245,000	+ 19.8%	\$201,500	\$243,000	+ 20.6%
Percent of List Price Received*	95.1%	95.2%	+ 0.1%	94.7%	95.3%	+ 0.7%
Days on Market Until Sale	146	123	- 15.9%	171	131	- 23.5%
Inventory of Homes for Sale	493	439	- 11.0%	--	--	--

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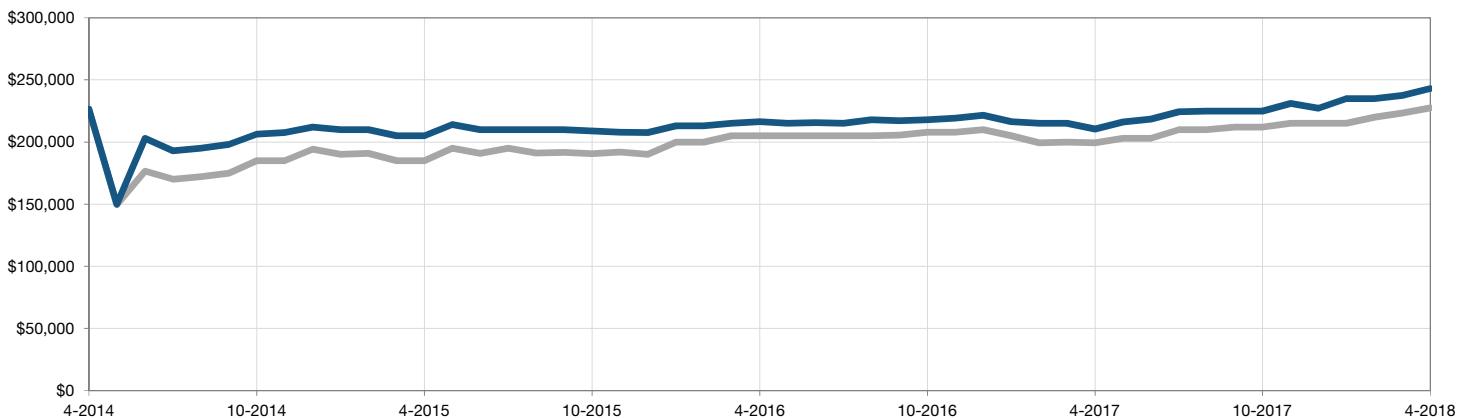
April

■ 2017 ■ 2018



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Hilton Head Totals —



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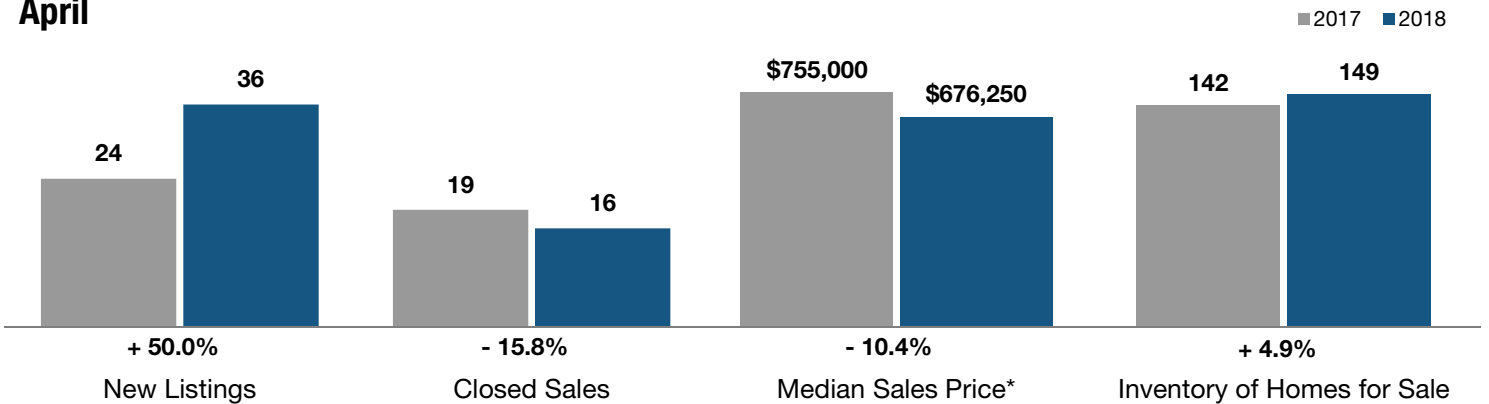
1: Sea Pines

Detached Homes Only

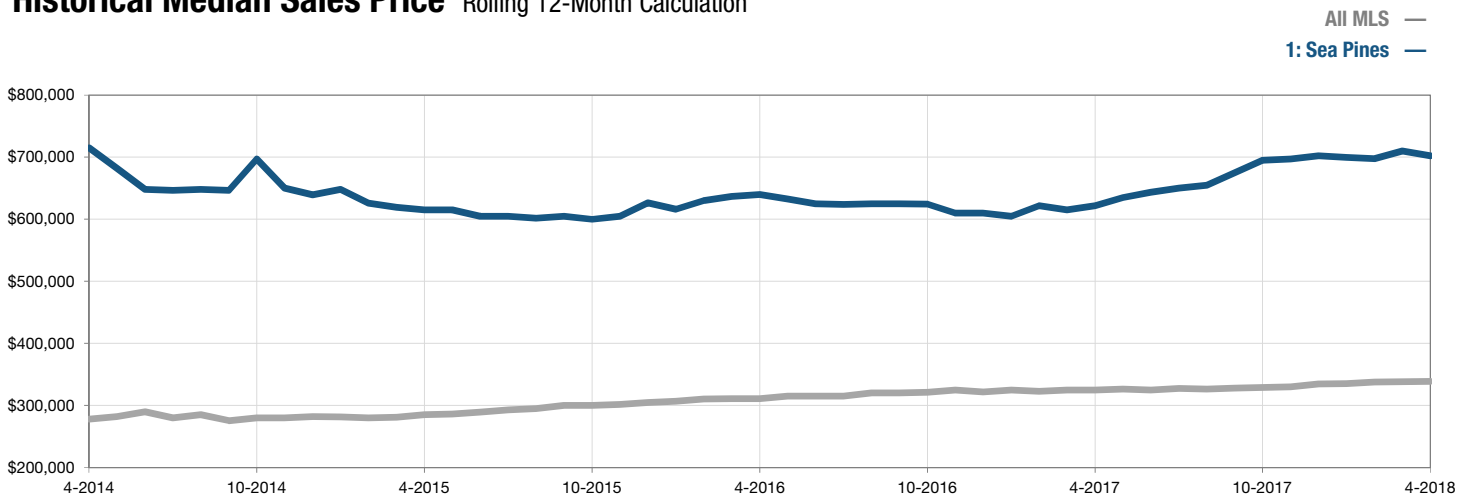
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	24	36	+ 50.0%	116	142	+ 22.4%
Closed Sales	19	16	- 15.8%	61	62	+ 1.6%
Median Sales Price*	\$755,000	\$676,250	- 10.4%	\$685,000	\$657,500	- 4.0%
Percent of List Price Received*	95.9%	94.1%	- 1.8%	95.2%	94.1%	- 1.1%
Days on Market Until Sale	183	95	- 48.2%	191	133	- 30.5%
Inventory of Homes for Sale	142	149	+ 4.9%	--	--	--

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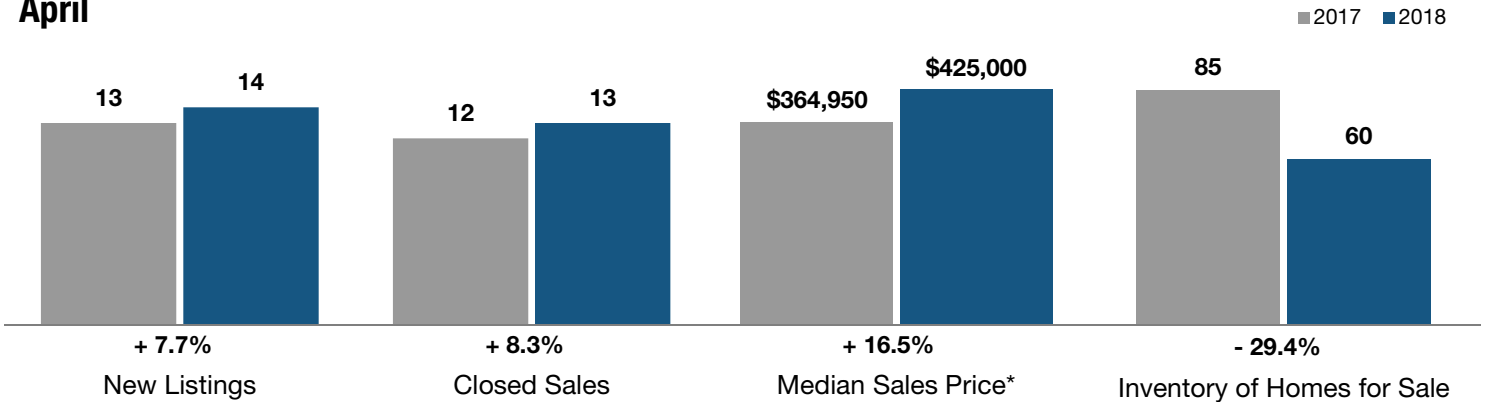
1: Sea Pines

Condos / Villas Only

Key Metrics	April			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	13	14	+ 7.7%	74	66	- 10.8%
Closed Sales	12	13	+ 8.3%	43	44	+ 2.3%
Median Sales Price*	\$364,950	\$425,000	+ 16.5%	\$362,000	\$426,750	+ 17.9%
Percent of List Price Received*	95.7%	95.8%	+ 0.2%	95.3%	94.9%	- 0.4%
Days on Market Until Sale	93	115	+ 24.5%	208	152	- 26.7%
Inventory of Homes for Sale	85	60	- 29.4%	--	--	--

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