

Local Market Update – May 2018

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

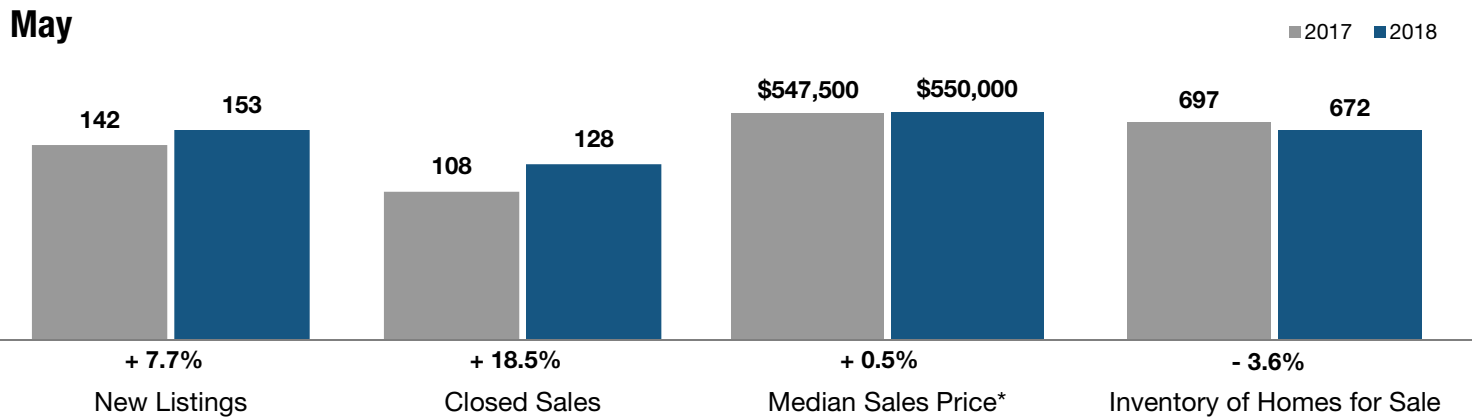


Hilton Head Totals

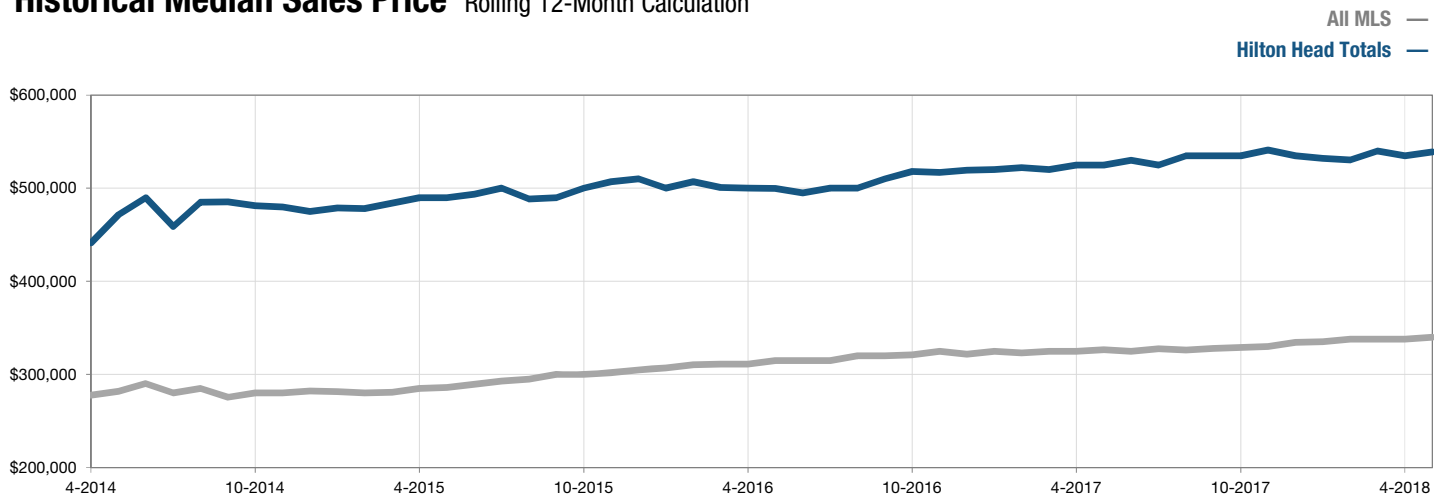
Detached Homes Only

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	142	153	+ 7.7%	719	816	+ 13.5%
Closed Sales	108	128	+ 18.5%	377	470	+ 24.7%
Median Sales Price*	\$547,500	\$550,000	+ 0.5%	\$532,000	\$535,000	+ 0.6%
Percent of List Price Received*	96.1%	95.6%	- 0.5%	95.5%	95.6%	+ 0.2%
Days on Market Until Sale	172	155	- 9.9%	176	156	- 11.3%
Inventory of Homes for Sale	697	672	- 3.6%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



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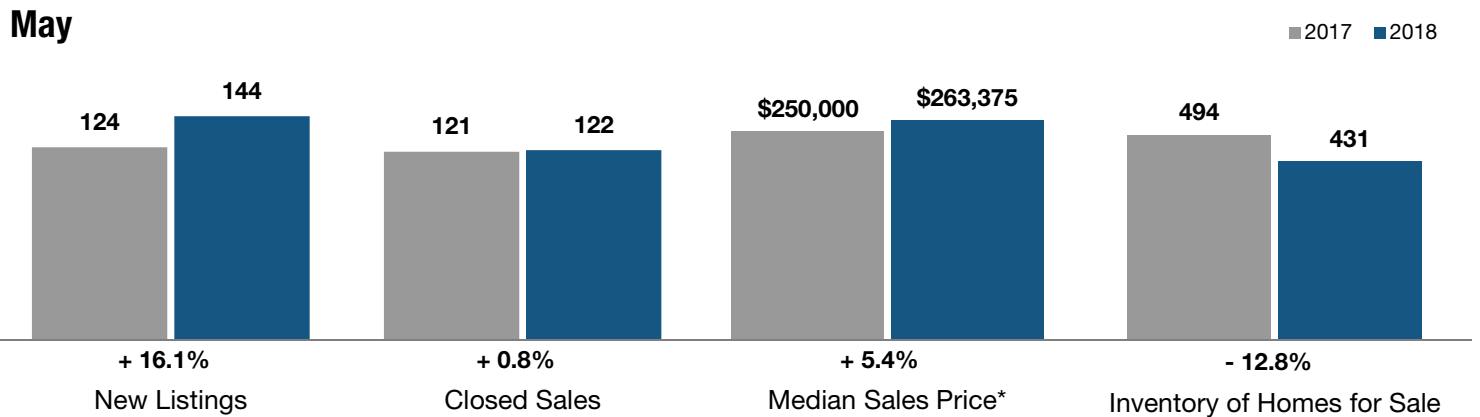


Hilton Head Totals

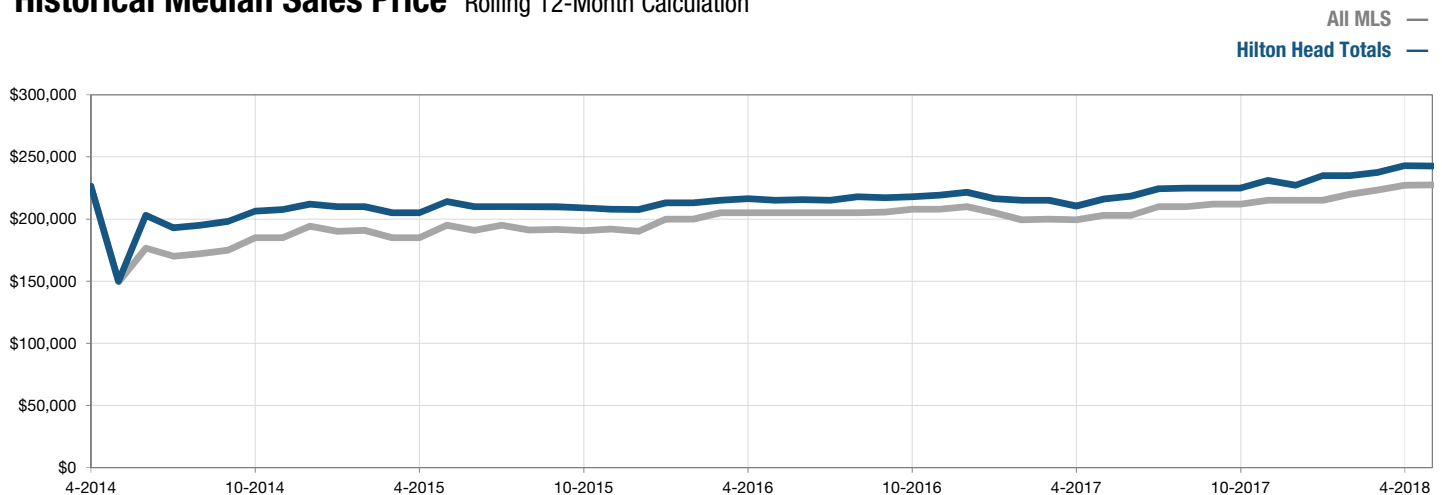
Condos / Villas Only

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	124	144	+ 16.1%	629	684	+ 8.7%
Closed Sales	121	122	+ 0.8%	443	479	+ 8.1%
Median Sales Price*	\$250,000	\$263,375	+ 5.4%	\$215,000	\$245,000	+ 14.0%
Percent of List Price Received*	95.1%	96.5%	+ 1.5%	94.8%	95.6%	+ 0.9%
Days on Market Until Sale	147	136	- 7.4%	165	133	- 19.2%
Inventory of Homes for Sale	494	431	- 12.8%	--	--	--

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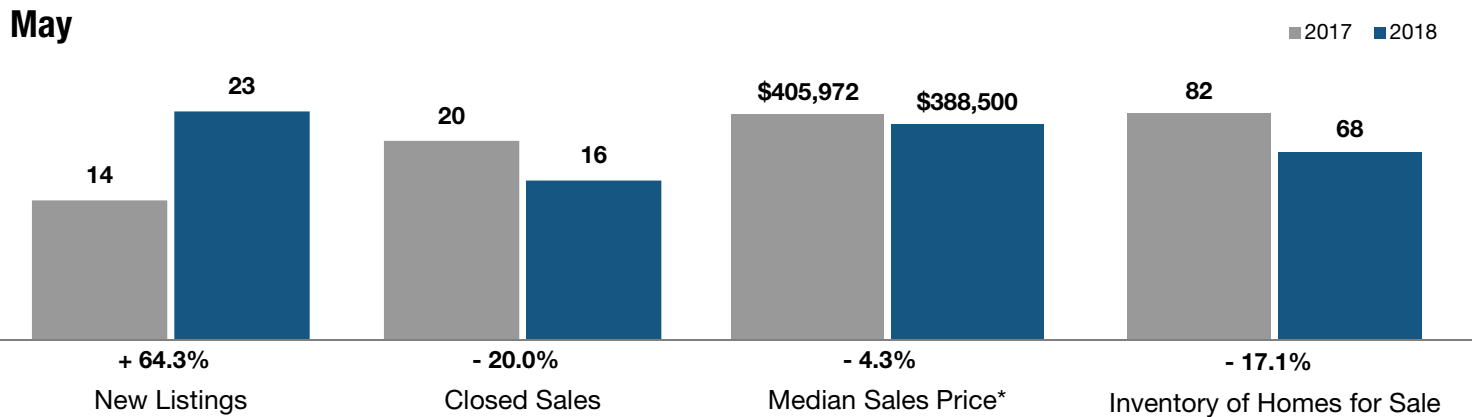


1: Sea Pines

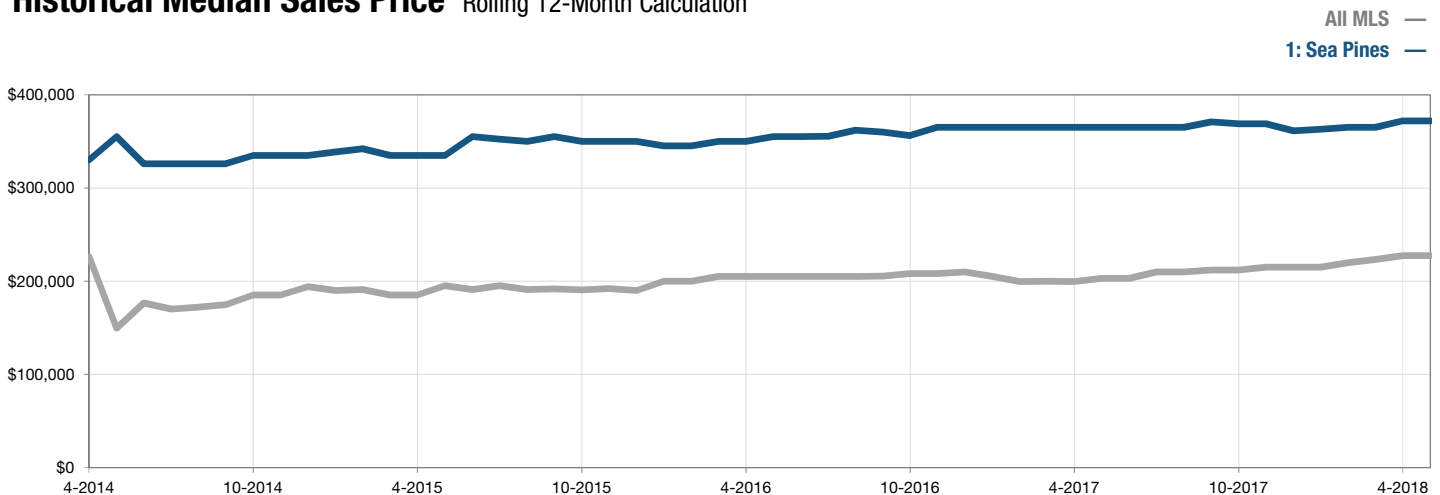
Condos / Villas Only

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	14	23	+ 64.3%	88	89	+ 1.1%
Closed Sales	20	16	- 20.0%	63	61	- 3.2%
Median Sales Price*	\$405,972	\$388,500	- 4.3%	\$365,000	\$425,000	+ 16.4%
Percent of List Price Received*	95.5%	96.7%	+ 1.2%	95.4%	95.4%	+ 0.1%
Days on Market Until Sale	133	290	+ 118.0%	185	195	+ 5.3%
Inventory of Homes for Sale	82	68	- 17.1%	--	--	--

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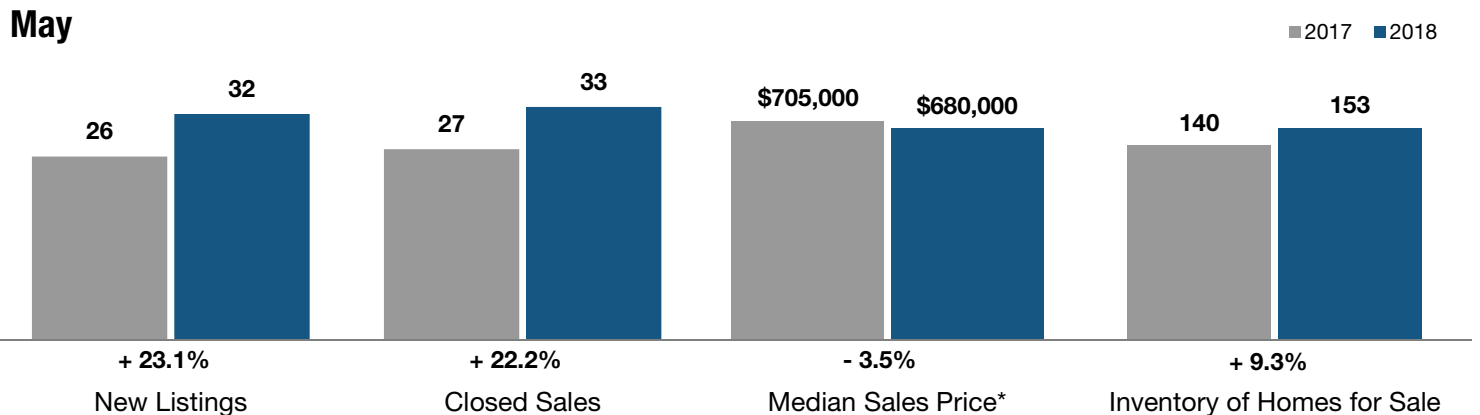


1: Sea Pines

Detached Homes Only

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	26	32	+ 23.1%	142	174	+ 22.5%
Closed Sales	27	33	+ 22.2%	88	95	+ 8.0%
Median Sales Price*	\$705,000	\$680,000	- 3.5%	\$690,000	\$658,750	- 4.5%
Percent of List Price Received*	95.0%	96.9%	+ 1.9%	95.1%	95.1%	- 0.0%
Days on Market Until Sale	158	121	- 23.6%	181	128	- 29.0%
Inventory of Homes for Sale	140	153	+ 9.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

