

Local Market Update – June 2019

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



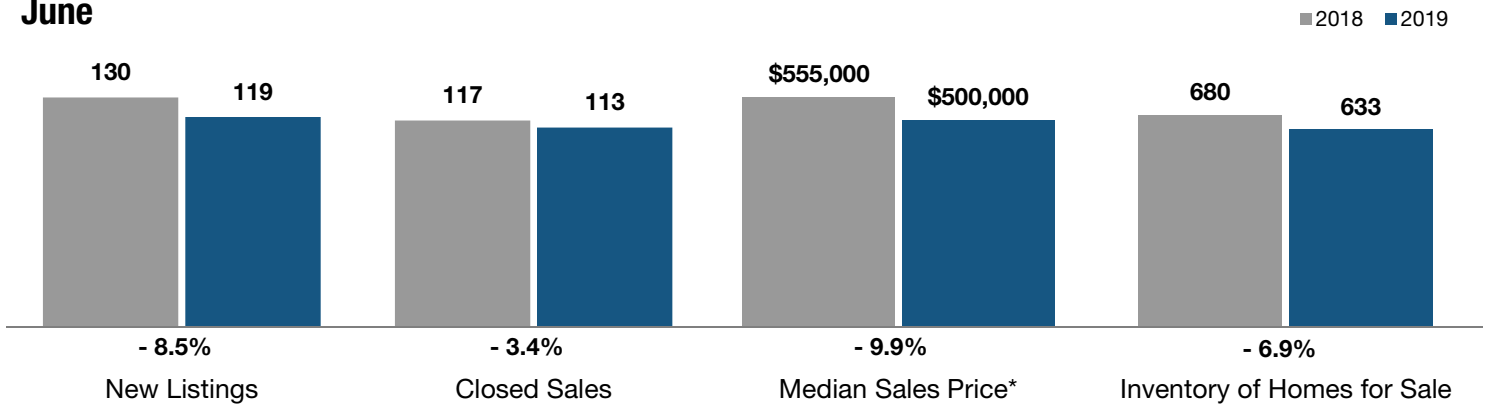
Hilton Head Totals

Detached Homes Only

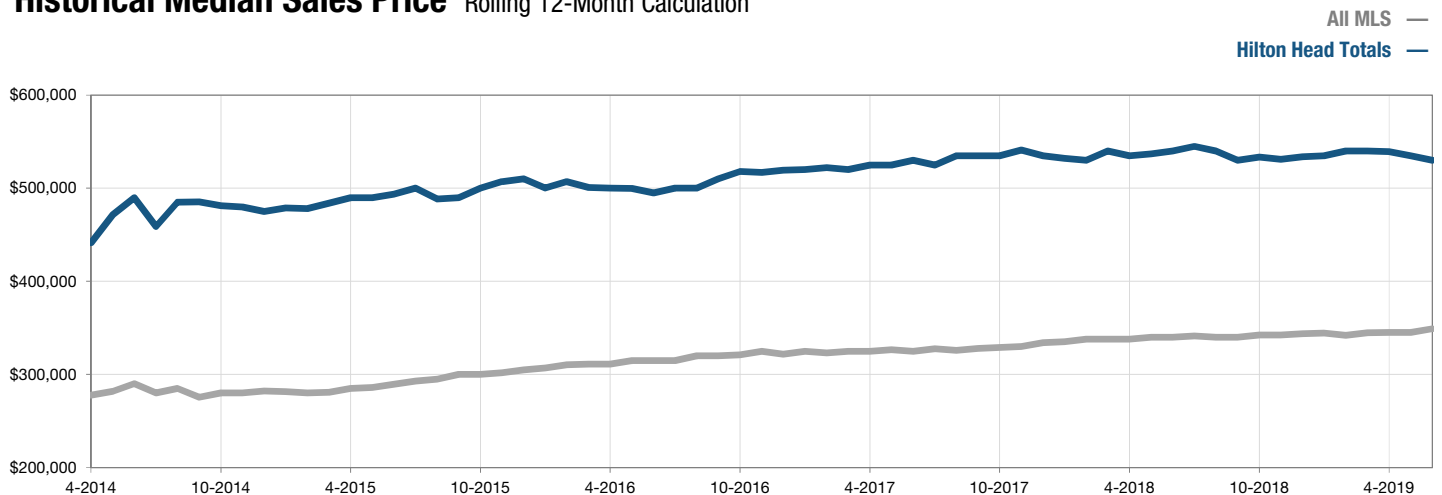
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	130	119	- 8.5%	946	845	- 10.7%
Closed Sales	117	113	- 3.4%	592	541	- 8.6%
Median Sales Price*	\$555,000	\$500,000	- 9.9%	\$540,000	\$532,500	- 1.4%
Percent of List Price Received*	95.2%	95.7%	+ 0.5%	95.6%	95.9%	+ 0.4%
Days on Market Until Sale	156	164	+ 5.3%	155	164	+ 5.5%
Inventory of Homes for Sale	680	633	- 6.9%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



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Hilton Head Totals

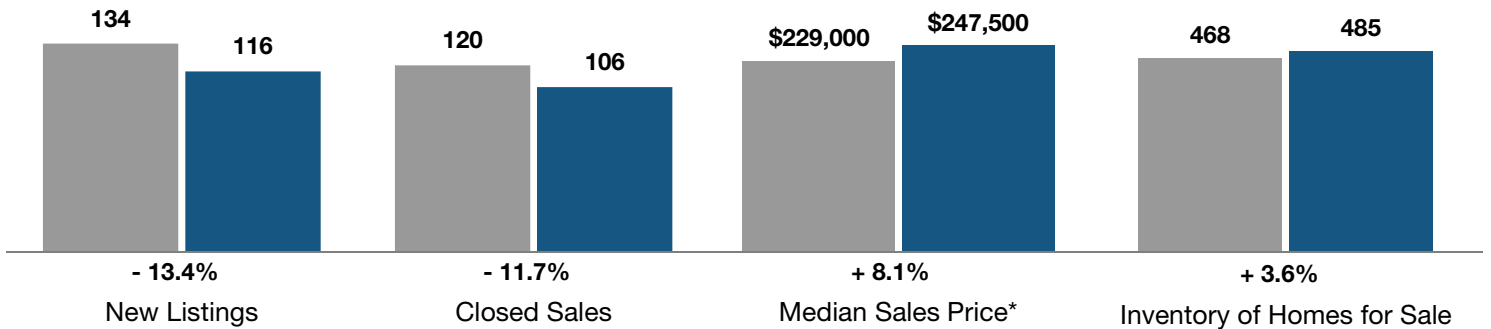
Condos / Villas Only

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	134	116	- 13.4%	818	828	+ 1.2%
Closed Sales	120	106	- 11.7%	601	608	+ 1.2%
Median Sales Price*	\$229,000	\$247,500	+ 8.1%	\$240,000	\$250,000	+ 4.2%
Percent of List Price Received*	95.8%	95.5%	- 0.4%	95.7%	95.7%	+ 0.0%
Days on Market Until Sale	122	125	+ 2.1%	131	132	+ 1.0%
Inventory of Homes for Sale	468	485	+ 3.6%	--	--	--

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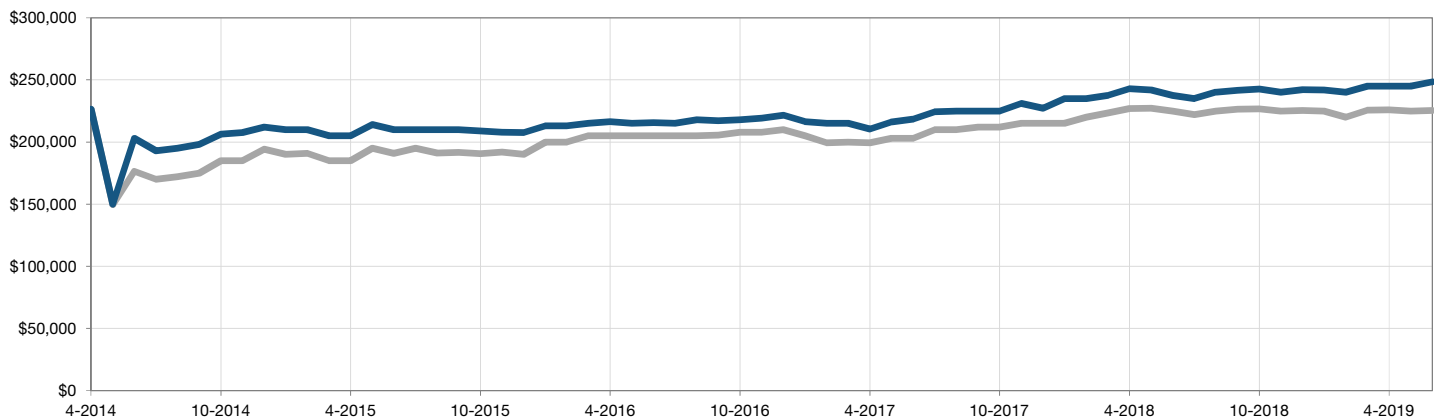
June

■ 2018 ■ 2019



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Hilton Head Totals —



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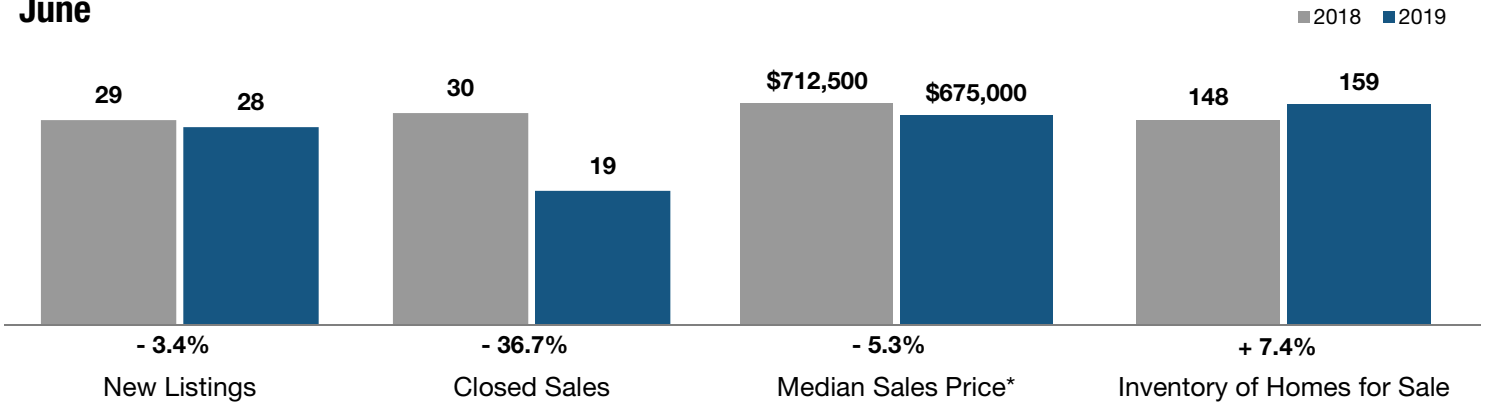
1: Sea Pines

Detached Homes Only

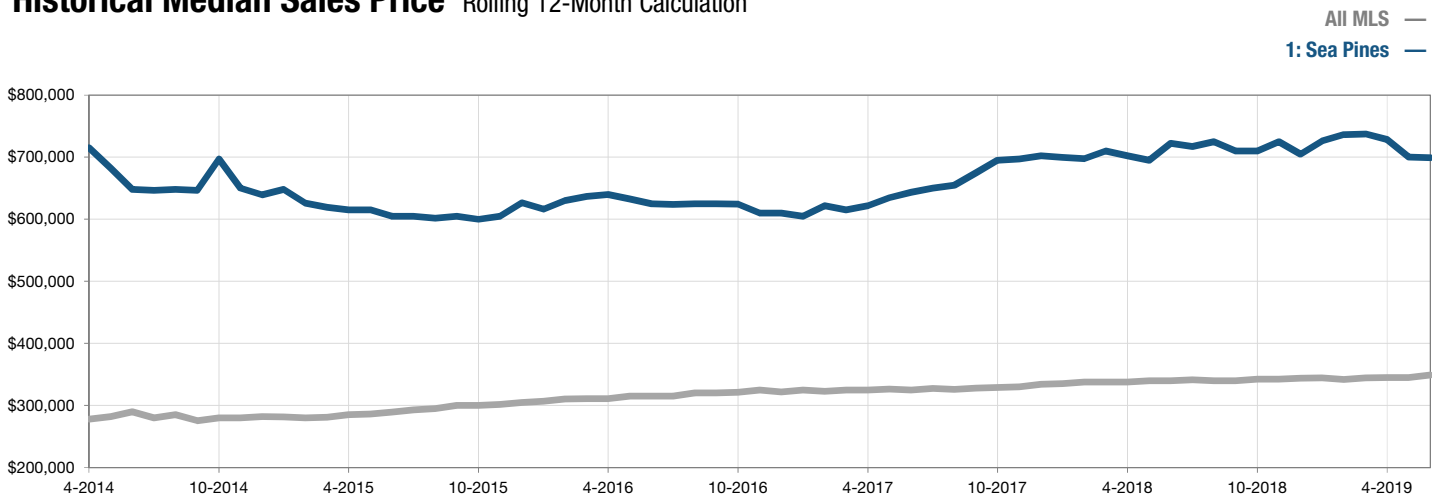
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	29	28	- 3.4%	203	164	- 19.2%
Closed Sales	30	19	- 36.7%	126	103	- 18.3%
Median Sales Price*	\$712,500	\$675,000	- 5.3%	\$665,000	\$650,000	- 2.3%
Percent of List Price Received*	94.8%	94.7%	- 0.0%	95.0%	94.7%	- 0.3%
Days on Market Until Sale	176	188	+ 7.1%	140	183	+ 30.8%
Inventory of Homes for Sale	148	159	+ 7.4%	--	--	--

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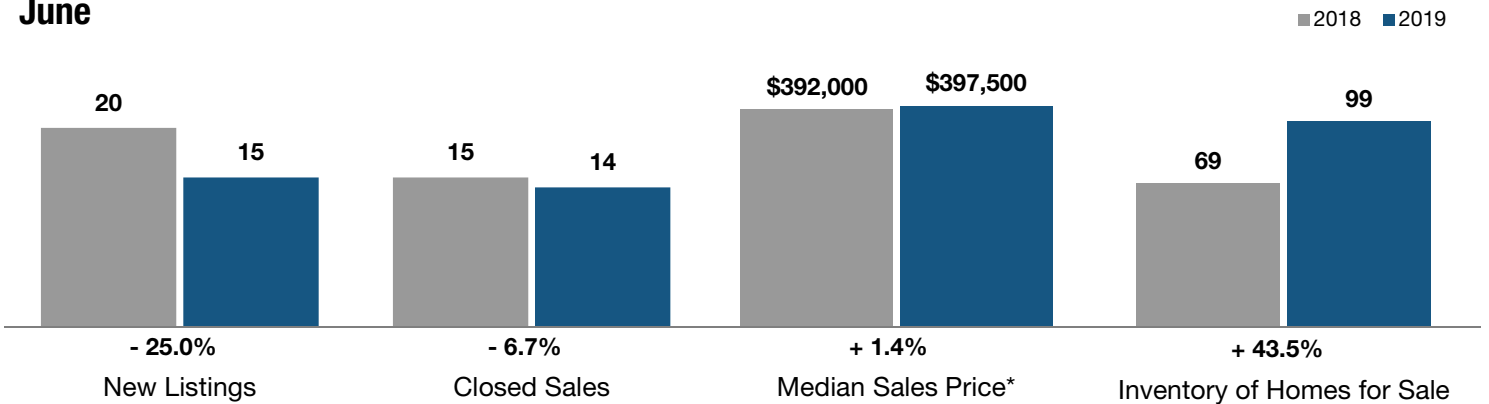
1: Sea Pines

Condos / Villas Only

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	20	15	- 25.0%	109	137	+ 25.7%
Closed Sales	15	14	- 6.7%	76	79	+ 3.9%
Median Sales Price*	\$392,000	\$397,500	+ 1.4%	\$401,000	\$410,000	+ 2.2%
Percent of List Price Received*	95.8%	95.1%	- 0.7%	95.5%	95.5%	+ 0.0%
Days on Market Until Sale	78	201	+ 158.9%	171	157	- 8.4%
Inventory of Homes for Sale	69	99	+ 43.5%	--	--	--

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