

Local Market Update – July 2019

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

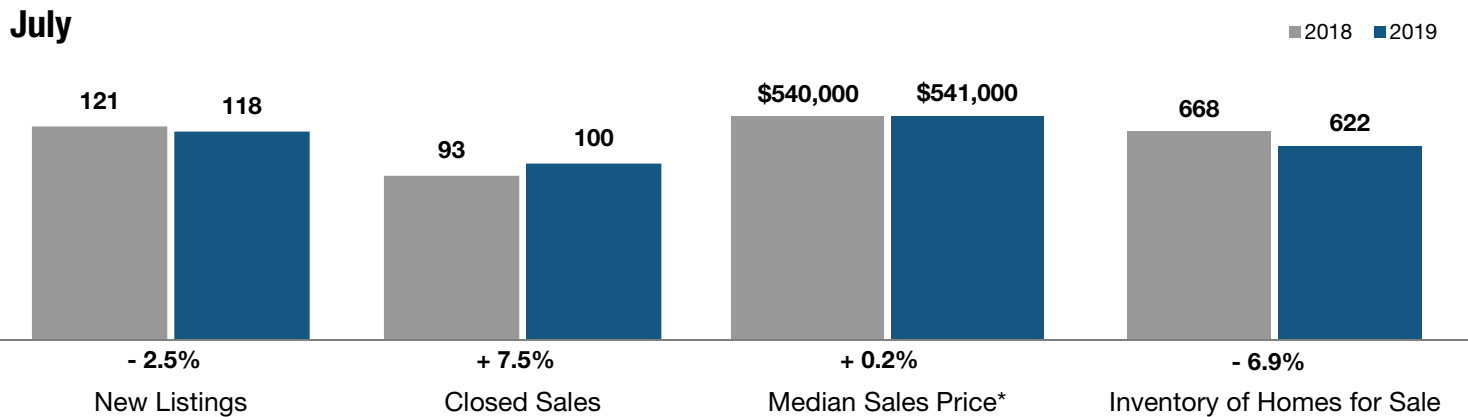


Hilton Head Totals

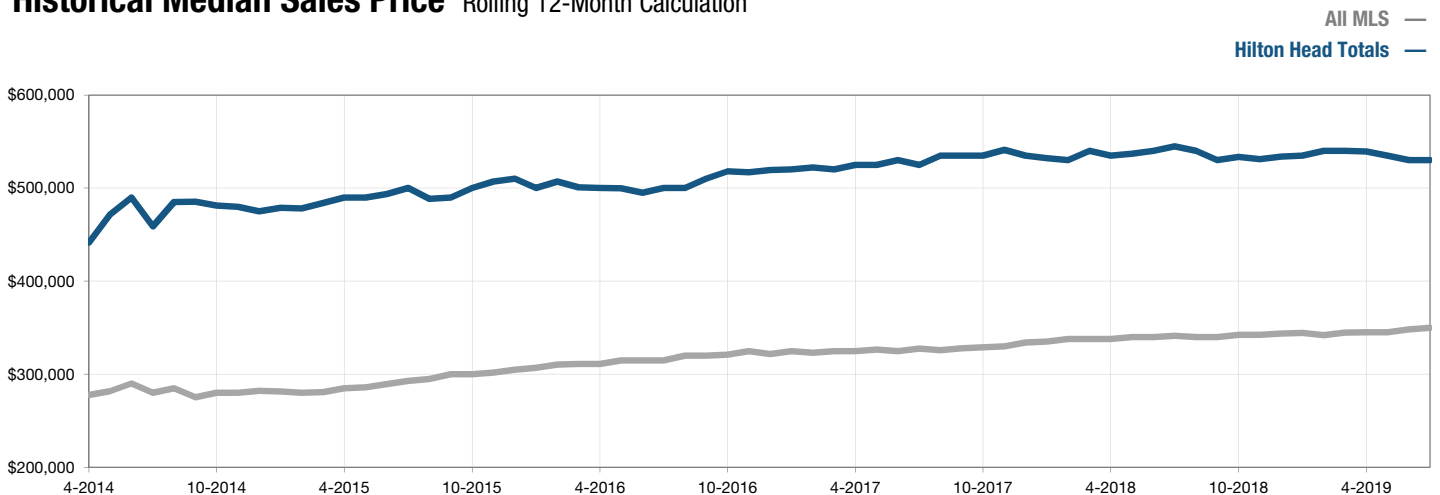
Detached Homes Only

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	121	118	- 2.5%	1,067	963	- 9.7%
Closed Sales	93	100	+ 7.5%	685	641	- 6.4%
Median Sales Price*	\$540,000	\$541,000	+ 0.2%	\$540,000	\$532,500	- 1.4%
Percent of List Price Received*	95.9%	96.3%	+ 0.5%	95.6%	96.0%	+ 0.4%
Days on Market Until Sale	138	171	+ 24.0%	153	165	+ 7.8%
Inventory of Homes for Sale	668	622	- 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.



Historical Median Sales Price Rolling 12-Month Calculation



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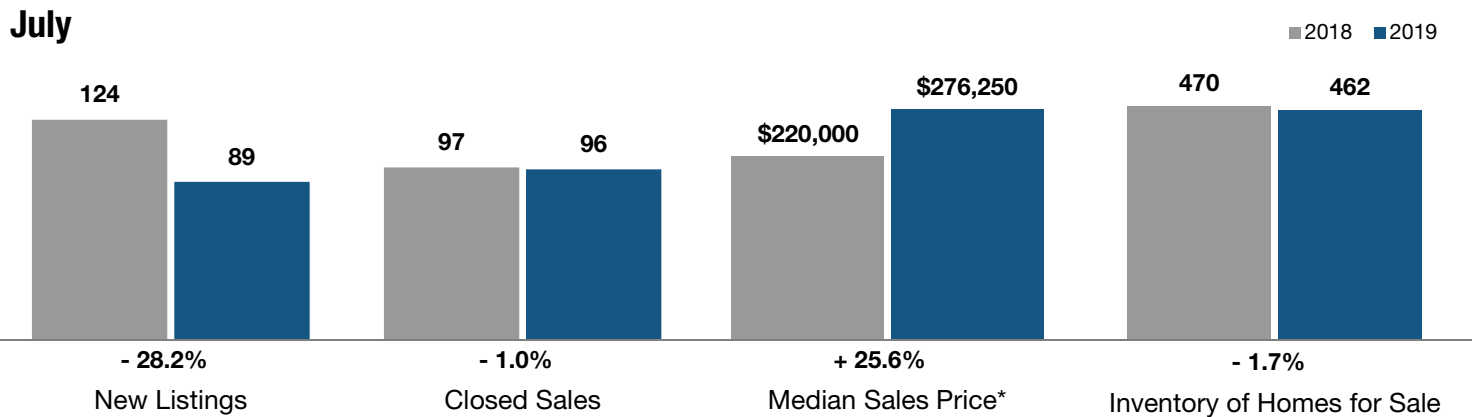


Hilton Head Totals

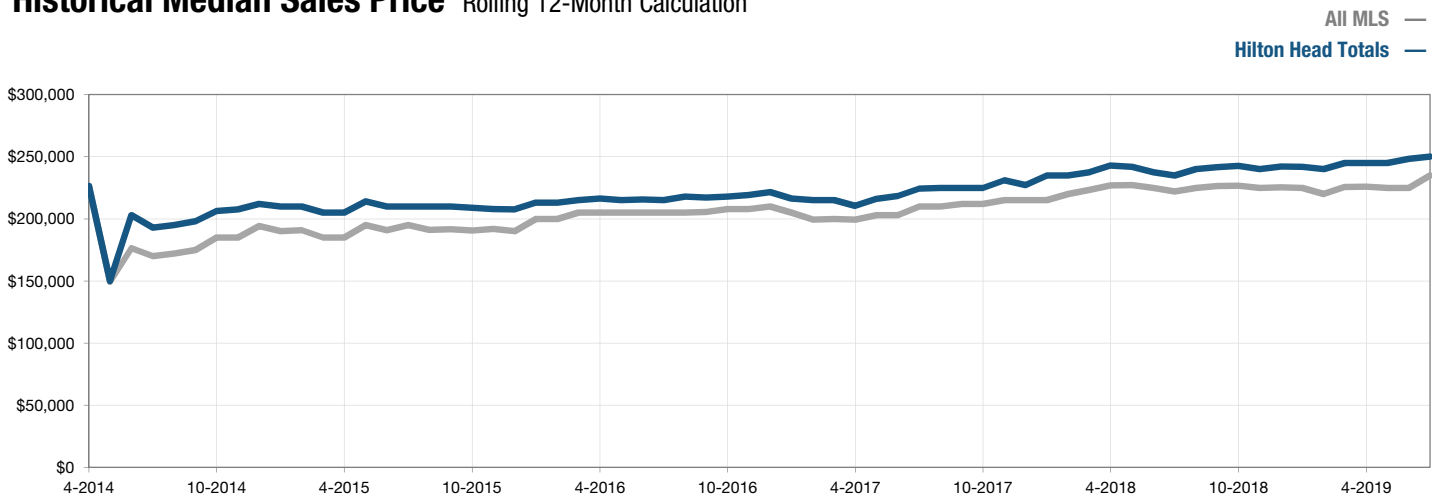
Condos / Villas Only

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	124	89	- 28.2%	942	917	- 2.7%
Closed Sales	97	96	- 1.0%	698	705	+ 1.0%
Median Sales Price*	\$220,000	\$276,250	+ 25.6%	\$236,750	\$250,000	+ 5.6%
Percent of List Price Received*	96.5%	95.7%	- 0.9%	95.8%	95.7%	- 0.1%
Days on Market Until Sale	107	146	+ 36.1%	128	134	+ 5.0%
Inventory of Homes for Sale	470	462	- 1.7%	--	--	--

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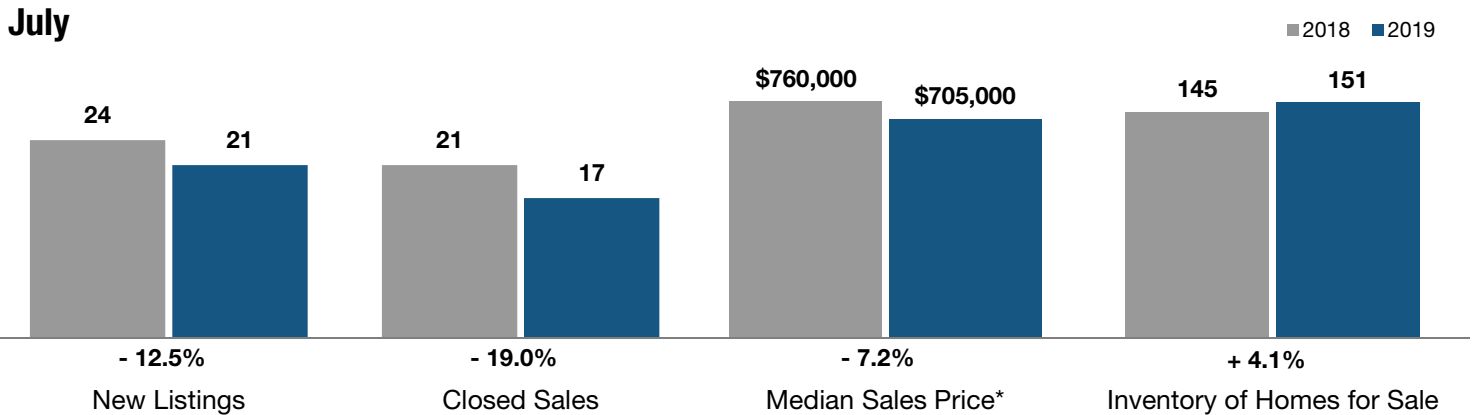


1: Sea Pines

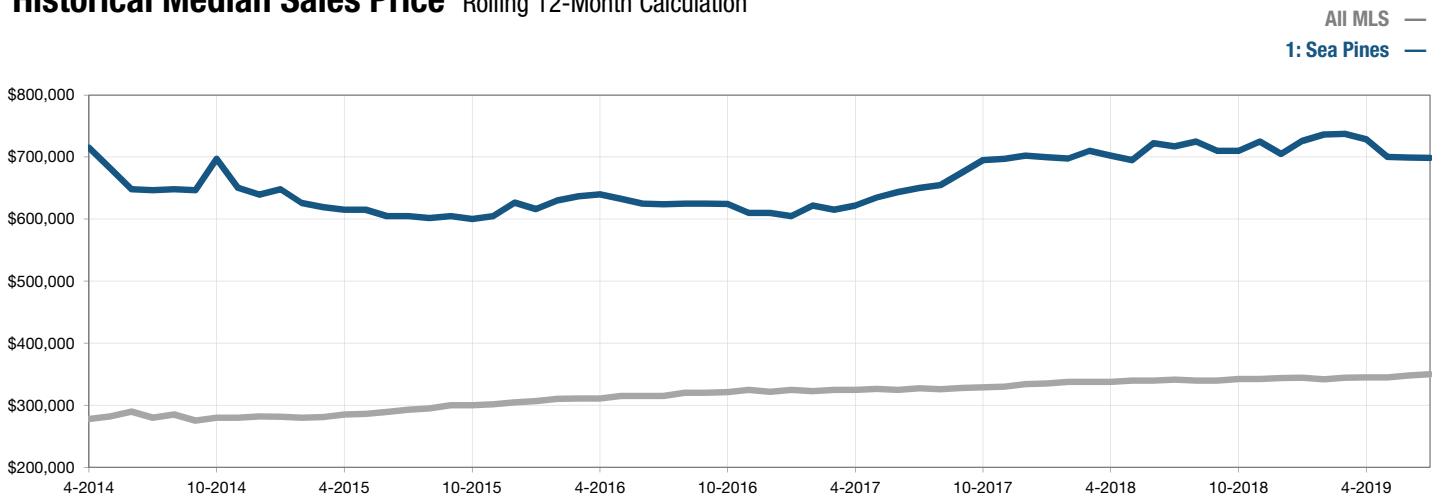
Detached Homes Only

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	24	21	- 12.5%	227	185	- 18.5%
Closed Sales	21	17	- 19.0%	147	120	- 18.4%
Median Sales Price*	\$760,000	\$705,000	- 7.2%	\$684,350	\$659,500	- 3.6%
Percent of List Price Received*	95.2%	95.8%	+ 0.6%	95.0%	94.8%	- 0.2%
Days on Market Until Sale	157	214	+ 35.8%	142	187	+ 31.6%
Inventory of Homes for Sale	145	151	+ 4.1%	--	--	--

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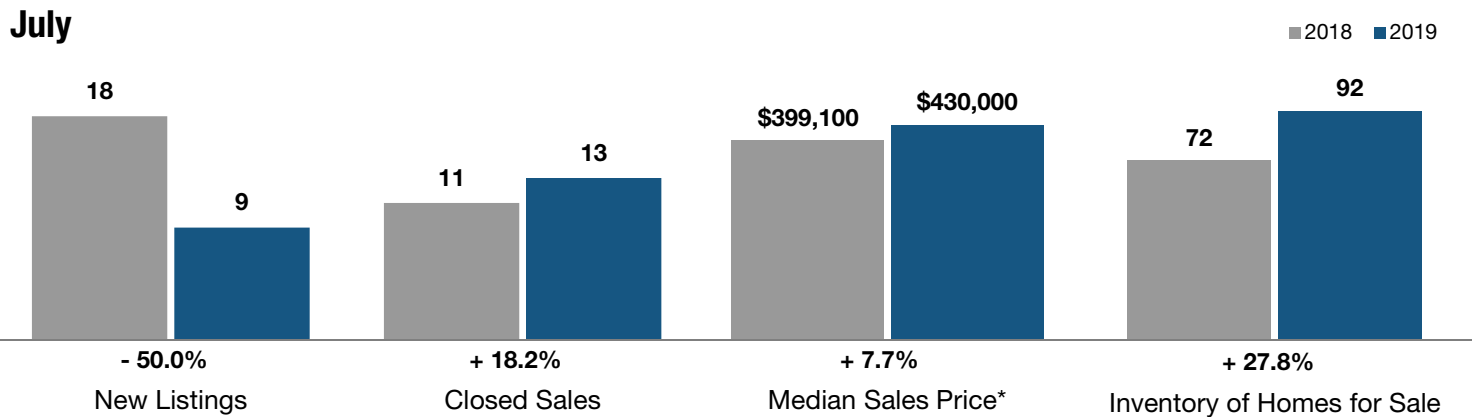


1: Sea Pines

Condos / Villas Only

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	18	9	- 50.0%	127	146	+ 15.0%
Closed Sales	11	13	+ 18.2%	87	92	+ 5.7%
Median Sales Price*	\$399,100	\$430,000	+ 7.7%	\$399,100	\$416,250	+ 4.3%
Percent of List Price Received*	96.8%	95.4%	- 1.4%	95.7%	95.5%	- 0.2%
Days on Market Until Sale	162	151	- 6.3%	170	156	- 8.2%
Inventory of Homes for Sale	72	92	+ 27.8%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

