Local Market Update – August 2019

A Research Tool Provided by the Multiple Listing Service of
Hilton Head Island and the Hilton Head Area Association of REALTORS®
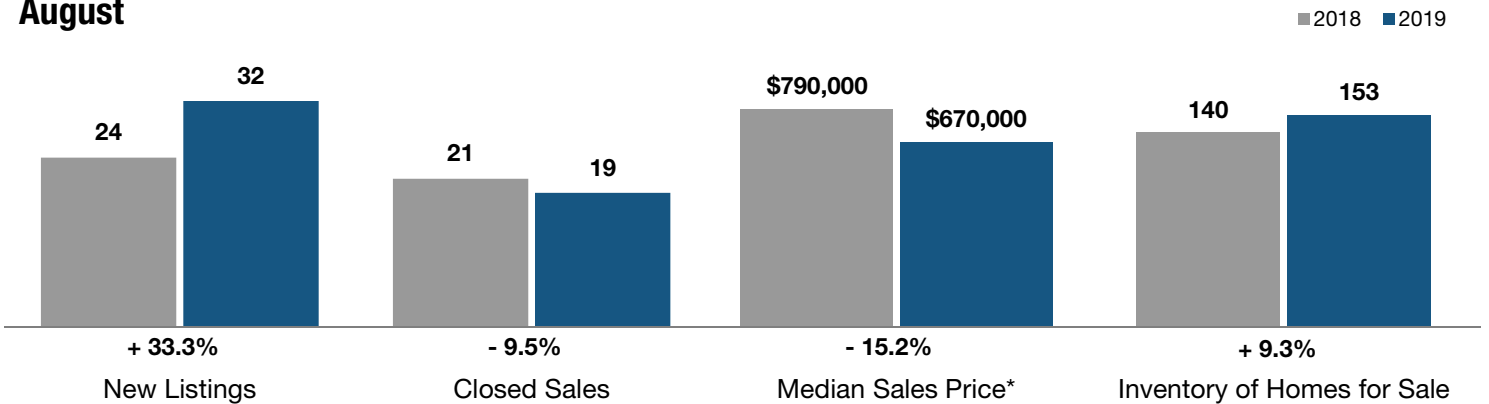
HILTON HEAD MLS MULTIPLE LISTING SERVICE   **HILTON HEAD AREA** ASSOCIATION OF REALTORS®

1: Sea Pines

Detached Homes Only

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	24	32	+ 33.3%	251	217	- 13.5%
Closed Sales	21	19	- 9.5%	168	139	- 17.3%
Median Sales Price*	$790,000	$670,000	- 15.2%	$698,600	$669,000	- 4.2%
Percent of List Price Received*	95.0%	94.9%	- 0.1%	95.0%	94.8%	- 0.2%
Days on Market Until Sale	158	166	+ 4.9%	144	184	+ 27.7%
Inventory of Homes for Sale	140	153	+ 9.3%	--	--	--

* 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.

August

■ 2018 ■ 2019

24 / 32	21 / 19	$790,000 / $670,000	140 / 153
+ 33.3%	- 9.5%	- 15.2%	+ 9.3%
New Listings	Closed Sales	Median Sales Price*	Inventory of Homes for Sale

Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
1: Sea Pines —

Local Market Update – August 2019

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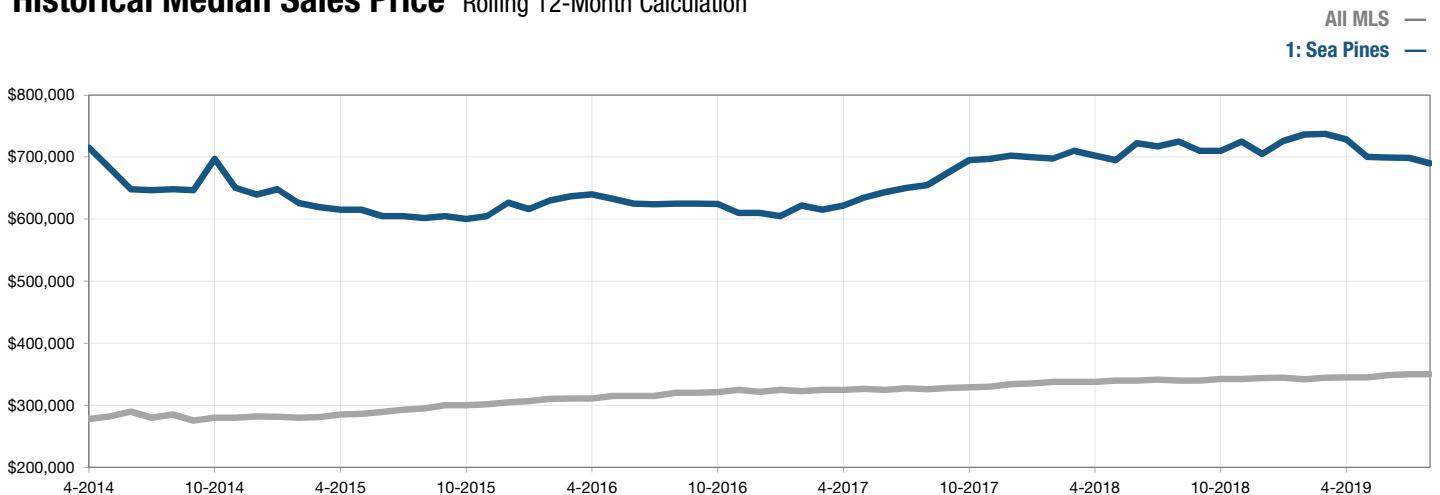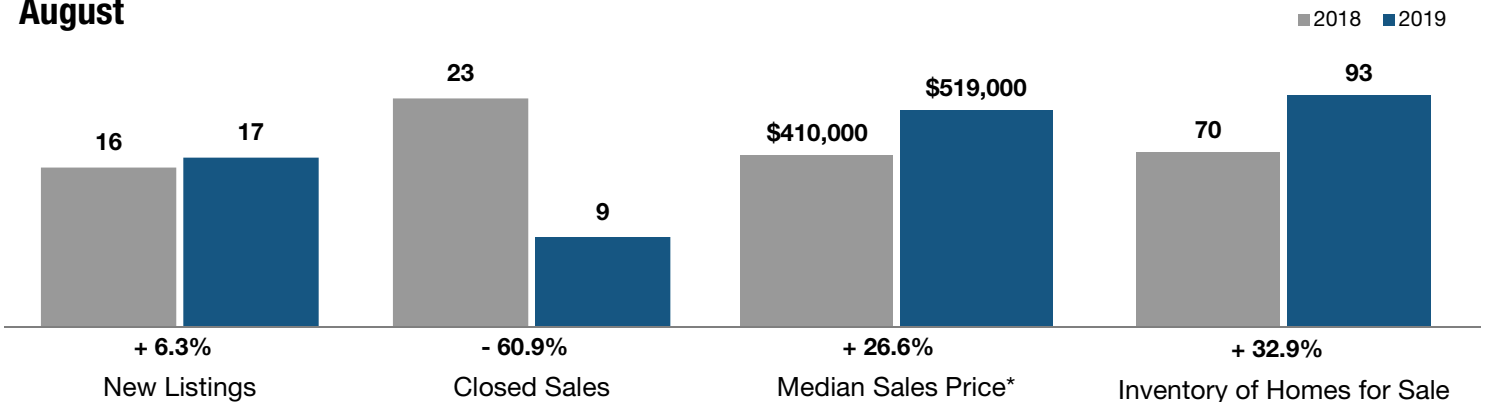Hilton Head Island and the Hilton Head Area Association of REALTORS®
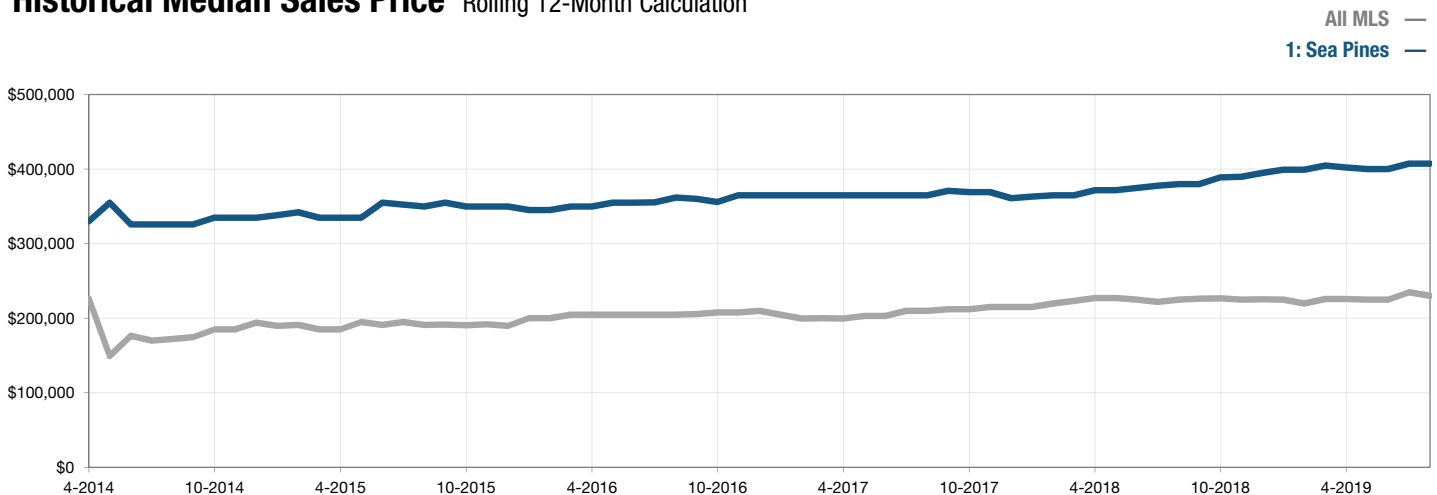
1: Sea Pines

Condos / Villas Only

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	16	17	+ 6.3%	143	163	+ 14.0%
Closed Sales	23	9	- 60.9%	110	101	- 8.2%
Median Sales Price*	$410,000	$519,000	+ 26.6%	$404,550	$417,500	+ 3.2%
Percent of List Price Received*	95.3%	95.0%	- 0.4%	95.6%	95.5%	- 0.1%
Days on Market Until Sale	103	179	+ 74.6%	157	158	+ 1.1%
Inventory of Homes for Sale	70	93	+ 32.9%	--	--	--

* 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.

August

■ 2018 ■ 2019

16 17	23 9	$410,000 $519,000	70 93
+ 6.3%	- 60.9%	+ 26.6%	+ 32.9%
New Listings	Closed Sales	Median Sales Price*	Inventory of Homes for Sale

Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
1: Sea Pines —

Local Market Update – August 2019

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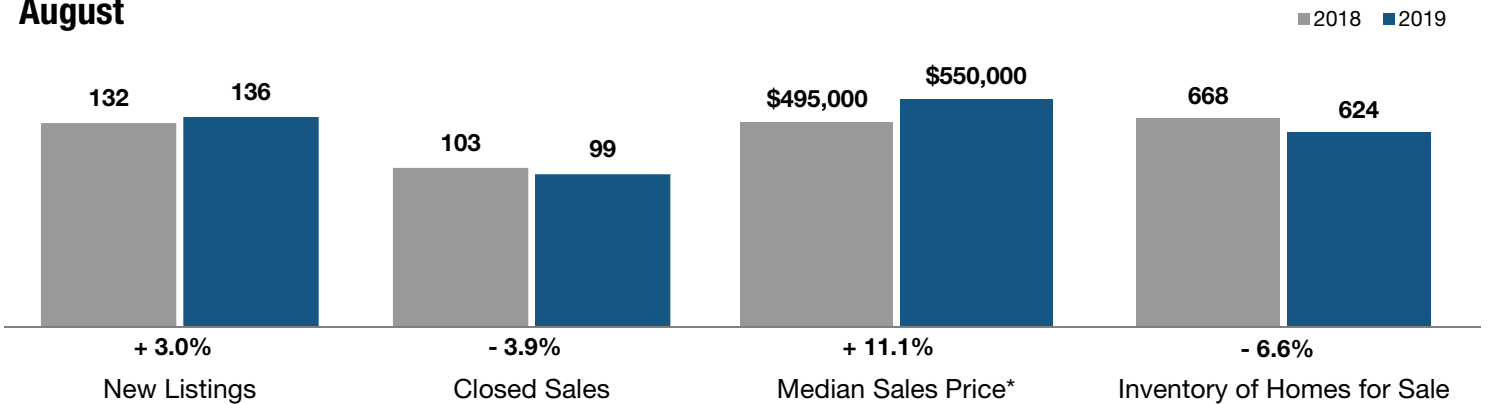Hilton Head Island and the Hilton Head Area Association of REALTORS®
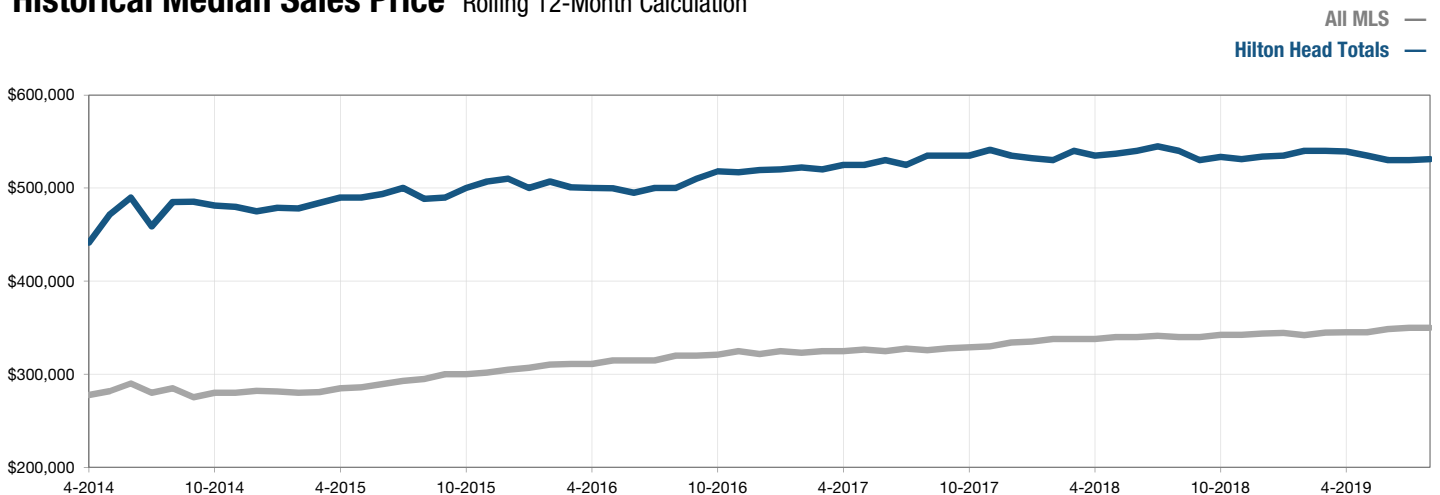
Hilton Head Totals

Detached Homes Only

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	132	136	+ 3.0%	1,199	1,099	- 8.3%
Closed Sales	103	99	- 3.9%	788	741	- 6.0%
Median Sales Price*	$495,000	$550,000	+ 11.1%	$537,000	$535,000	- 0.4%
Percent of List Price Received*	95.7%	95.5%	- 0.2%	95.6%	95.9%	+ 0.3%
Days on Market Until Sale	141	154	+ 8.8%	152	164	+ 7.9%
Inventory of Homes for Sale	668	624	- 6.6%	--	--	--

* 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.

August

■ 2018 ■ 2019

| + 3.0% | - 3.9% | + 11.1% | - 6.6% |
| New Listings | Closed Sales | Median Sales Price* | Inventory of Homes for Sale |

Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Hilton Head Totals —

Local Market Update – August 2019

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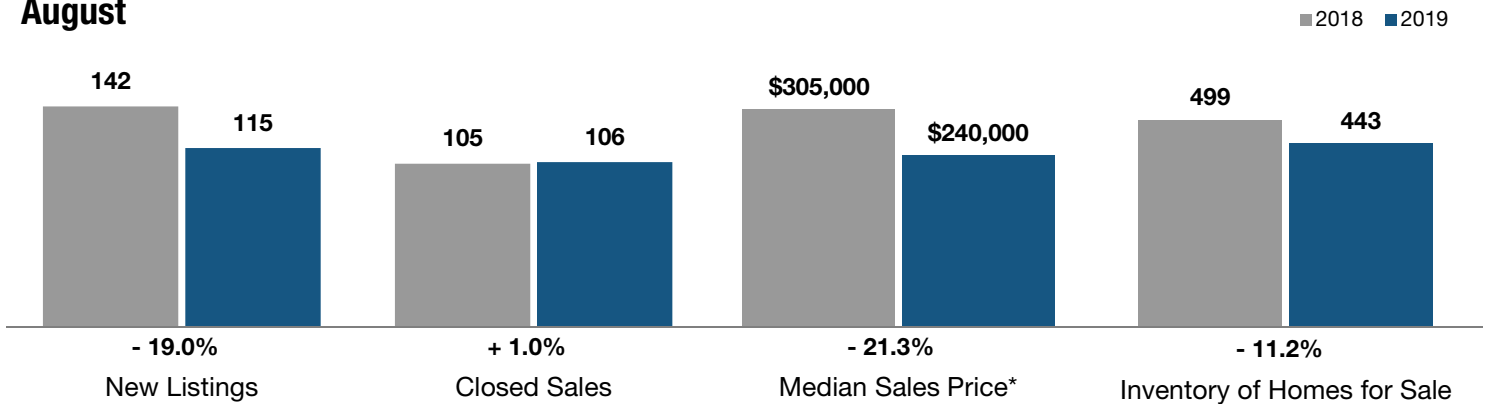Hilton Head Island and the Hilton Head Area Association of REALTORS®

Hilton Head Totals

Condos / Villas Only

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	142	115	- 19.0%	1,084	1,032	- 4.8%
Closed Sales	105	106	+ 1.0%	803	812	+ 1.1%
Median Sales Price*	$305,000	$240,000	- 21.3%	$245,000	$250,000	+ 2.0%
Percent of List Price Received*	95.7%	95.3%	- 0.4%	95.8%	95.7%	- 0.1%
Days on Market Until Sale	115	129	+ 11.4%	126	133	+ 5.7%
Inventory of Homes for Sale	499	443	- 11.2%	--	--	--

* 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.

August

2018 ■ 2019

142 115 — - 19.0% — New Listings
105 106 — + 1.0% — Closed Sales
$305,000 $240,000 — - 21.3% — Median Sales Price*
499 443 — - 11.2% — Inventory of Homes for Sale

Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Hilton Head Totals —