

Local Market Update – October 2019

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



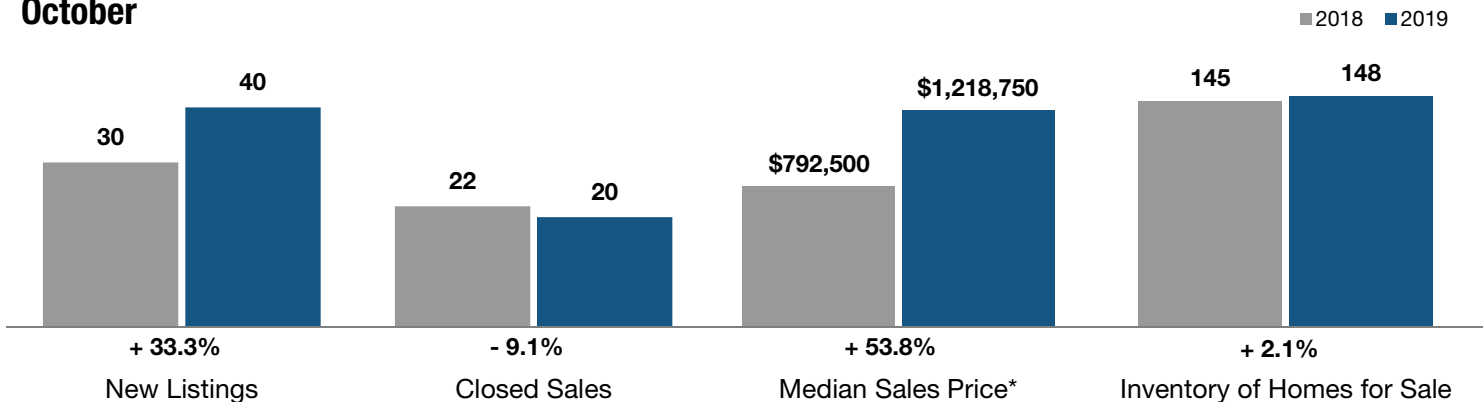
1: Sea Pines

Detached Homes Only

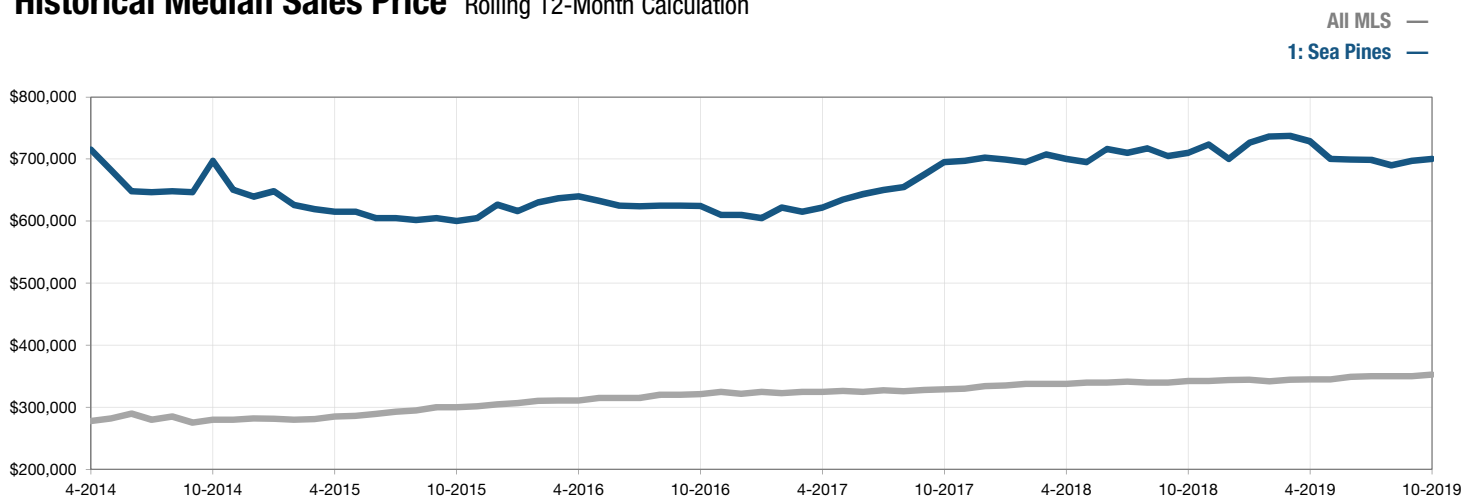
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	30	40	+ 33.3%	306	280	- 8.5%
Closed Sales	22	20	- 9.1%	204	177	- 13.2%
Median Sales Price*	\$792,500	\$1,218,750	+ 53.8%	\$700,000	\$700,000	0.0%
Percent of List Price Received*	94.8%	94.4%	- 0.4%	94.9%	94.9%	- 0.1%
Days on Market Until Sale	177	177	- 0.2%	149	179	+ 20.1%
Inventory of Homes for Sale	145	148	+ 2.1%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



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Hilton Head Totals

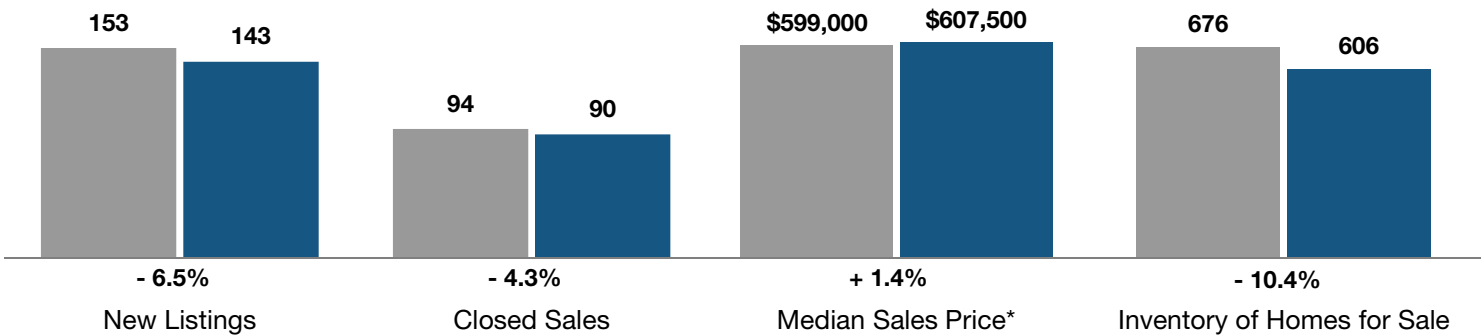
Detached Homes Only

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	153	143	- 6.5%	1,467	1,331	- 9.3%
Closed Sales	94	90	- 4.3%	961	910	- 5.3%
Median Sales Price*	\$599,000	\$607,500	+ 1.4%	\$534,000	\$550,000	+ 3.0%
Percent of List Price Received*	95.8%	95.6%	- 0.2%	95.6%	95.9%	+ 0.2%
Days on Market Until Sale	165	163	- 0.7%	153	164	+ 7.8%
Inventory of Homes for Sale	676	606	- 10.4%	--	--	--

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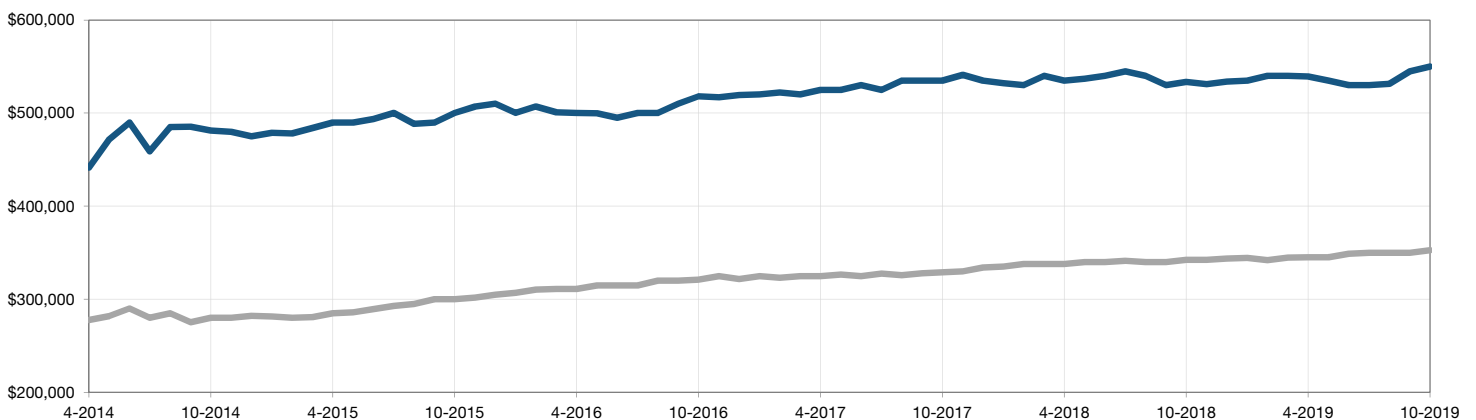
October

■ 2018 ■ 2019



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Hilton Head Totals —



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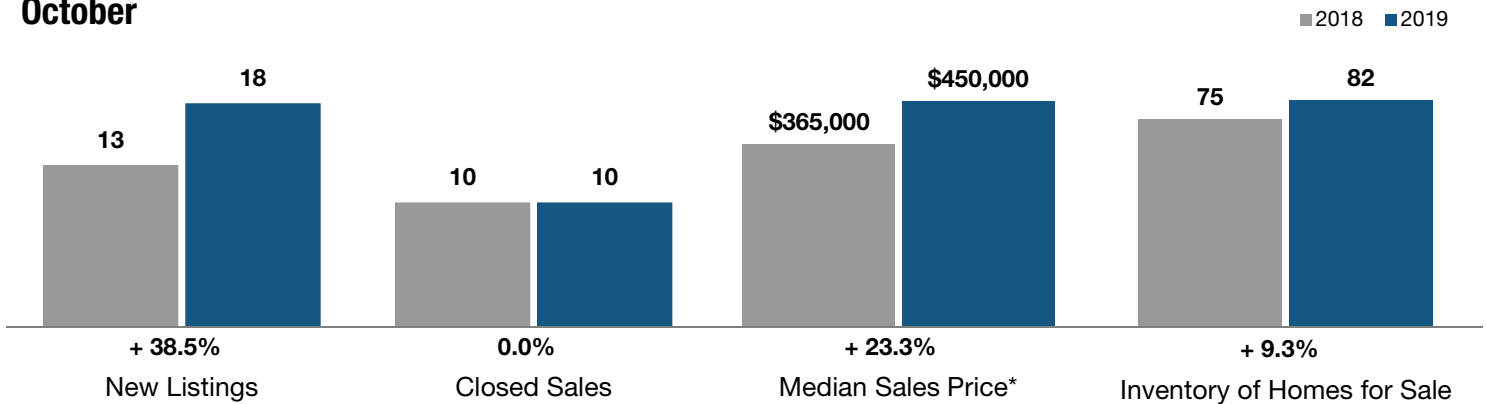
1: Sea Pines

Condos / Villas Only

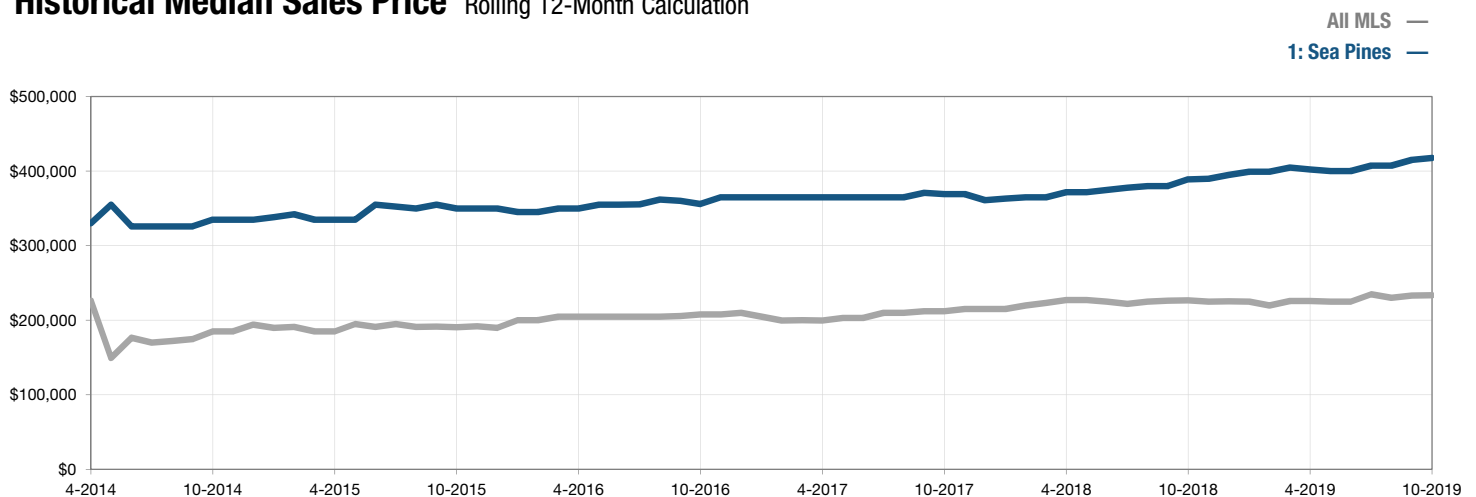
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	13	18	+ 38.5%	169	188	+ 11.2%
Closed Sales	10	10	0.0%	128	120	- 6.3%
Median Sales Price*	\$365,000	\$450,000	+ 23.3%	\$404,550	\$422,500	+ 4.4%
Percent of List Price Received*	96.4%	94.8%	- 1.7%	95.7%	95.4%	- 0.3%
Days on Market Until Sale	137	134	- 1.9%	156	156	- 0.1%
Inventory of Homes for Sale	75	82	+ 9.3%	--	--	--

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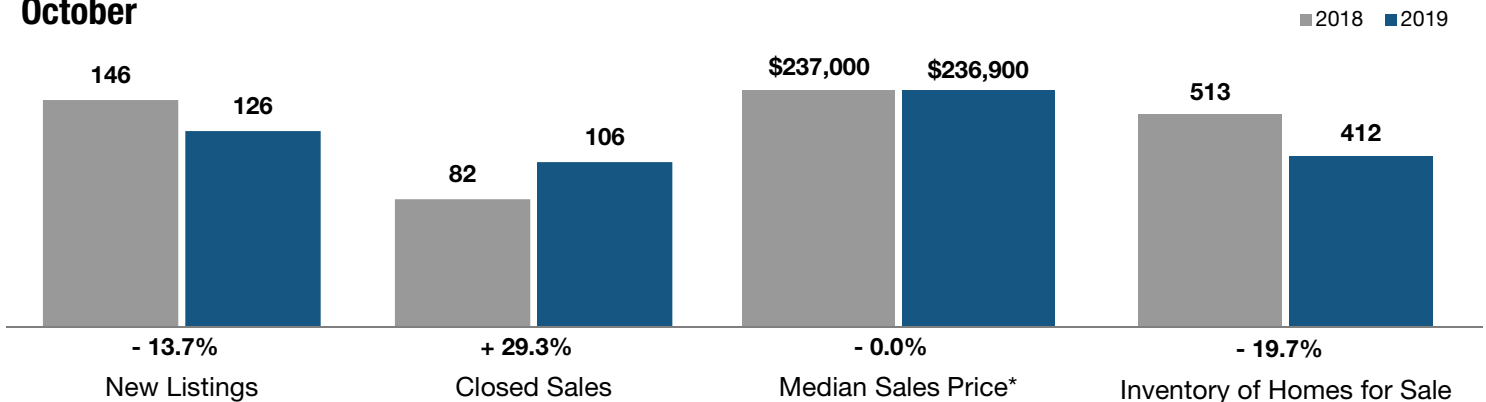
Hilton Head Totals

Condos / Villas Only

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	146	126	- 13.7%	1,295	1,257	- 2.9%
Closed Sales	82	106	+ 29.3%	960	1,014	+ 5.6%
Median Sales Price*	\$237,000	\$236,900	- 0.0%	\$240,000	\$250,000	+ 4.2%
Percent of List Price Received*	95.7%	95.6%	- 0.1%	95.7%	95.7%	- 0.1%
Days on Market Until Sale	125	140	+ 12.4%	125	134	+ 7.3%
Inventory of Homes for Sale	513	412	- 19.7%	--	--	--

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