

Local Market Update – April 2020

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



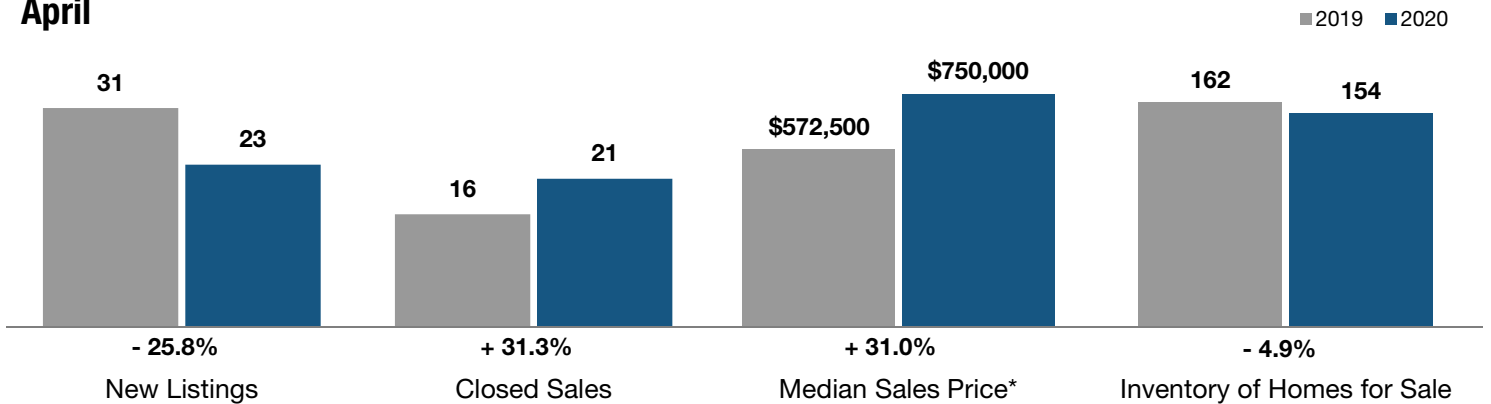
1: Sea Pines

Detached Homes Only

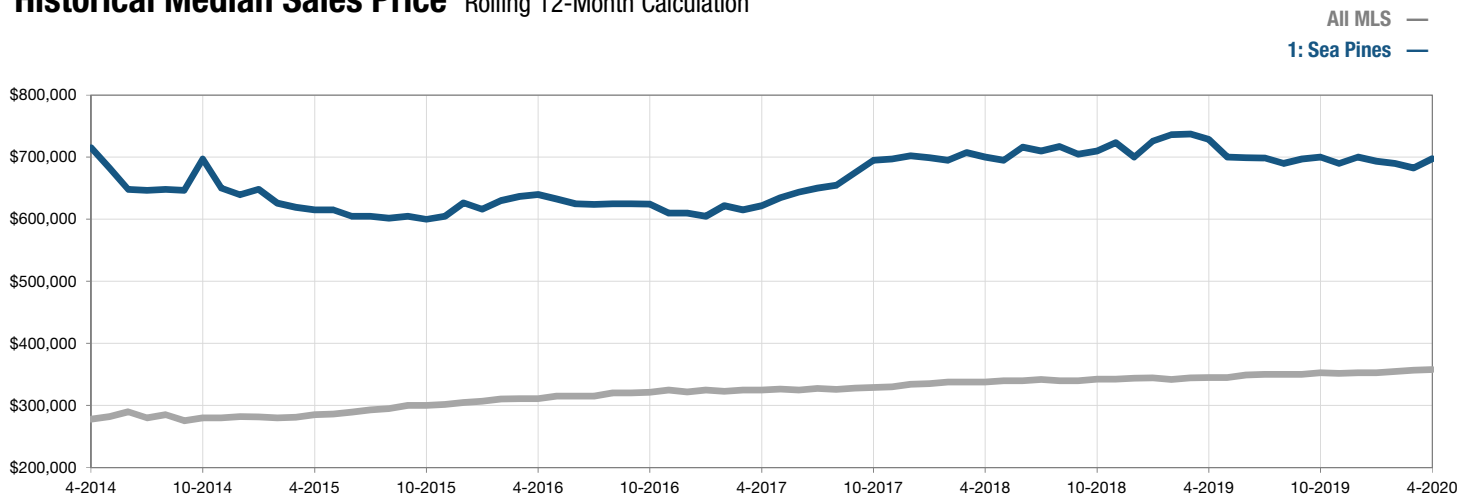
| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 31 | 23 | - 25.8% | 110 | 123 | + 11.8% |
| Closed Sales | 16 | 21 | + 31.3% | 57 | 68 | + 19.3% |
| Median Sales Price* | \$572,500 | \$750,000 | + 31.0% | \$750,000 | \$701,250 | - 6.5% |
| Percent of List Price Received* | 94.6% | 93.6% | - 1.1% | 94.5% | 95.1% | + 0.6% |
| Days on Market Until Sale | 201 | 133 | - 34.0% | 200 | 168 | - 16.1% |
| Inventory of Homes for Sale | 162 | 154 | - 4.9% | -- | -- | -- |

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



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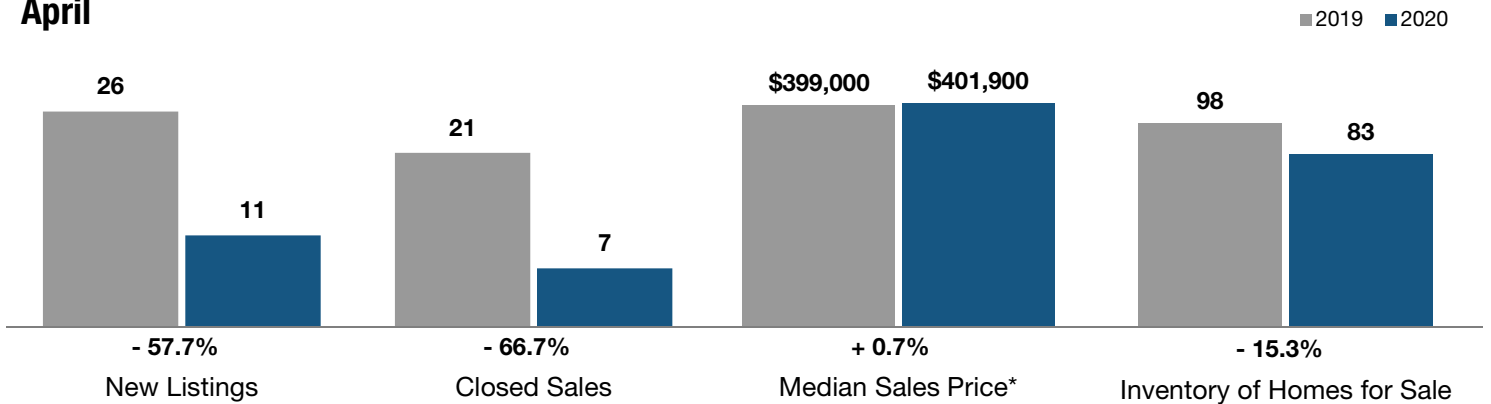
1: Sea Pines

Condos / Villas Only

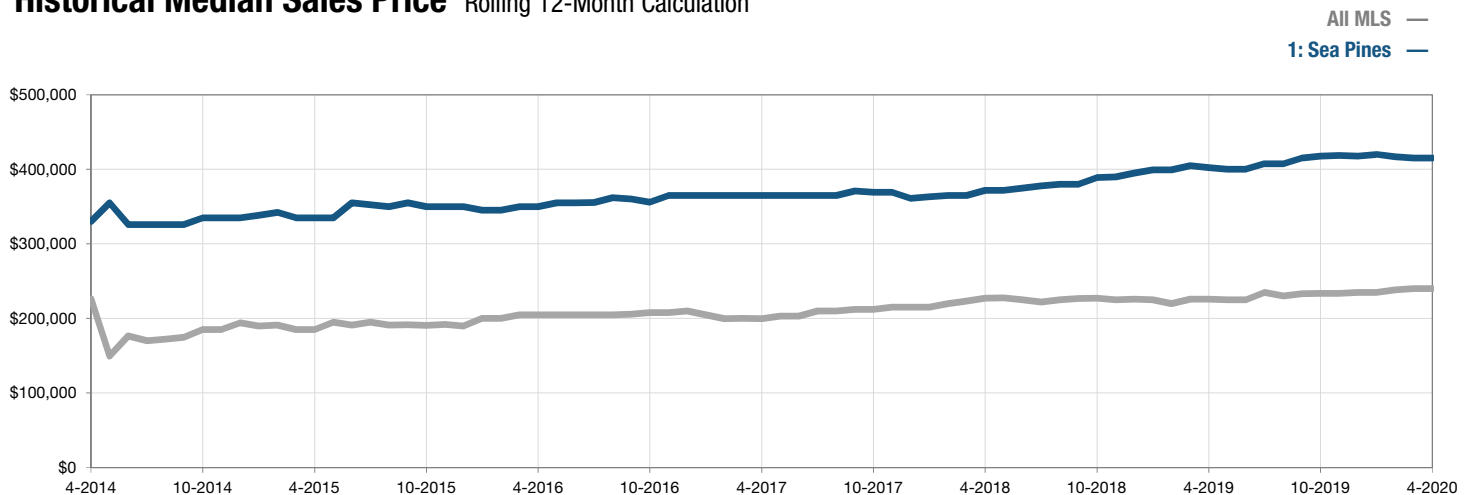
| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 26 | 11 | - 57.7% | 104 | 65 | - 37.5% |
| Closed Sales | 21 | 7 | - 66.7% | 52 | 36 | - 30.8% |
| Median Sales Price* | \$399,000 | \$401,900 | + 0.7% | \$418,750 | \$408,450 | - 2.5% |
| Percent of List Price Received* | 95.4% | 98.1% | + 2.8% | 95.8% | 97.3% | + 1.6% |
| Days on Market Until Sale | 142 | 66 | - 53.9% | 141 | 121 | - 13.8% |
| Inventory of Homes for Sale | 98 | 83 | - 15.3% | -- | -- | -- |

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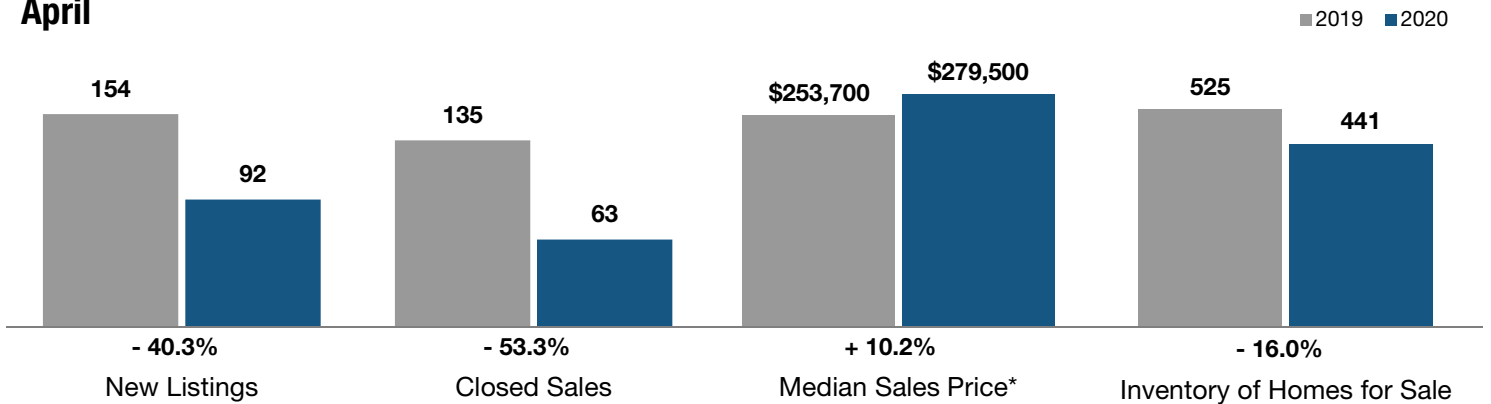
Hilton Head Totals

Condos / Villas Only

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 154 | 92 | - 40.3% | 580 | 452 | - 22.1% |
| Closed Sales | 135 | 63 | - 53.3% | 375 | 294 | - 21.6% |
| Median Sales Price* | \$253,700 | \$279,500 | + 10.2% | \$252,500 | \$265,000 | + 5.0% |
| Percent of List Price Received* | 95.5% | 96.2% | + 0.7% | 95.7% | 96.0% | + 0.3% |
| Days on Market Until Sale | 138 | 128 | - 7.1% | 137 | 119 | - 12.6% |
| Inventory of Homes for Sale | 525 | 441 | - 16.0% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation

