

Local Market Update – June 2020

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



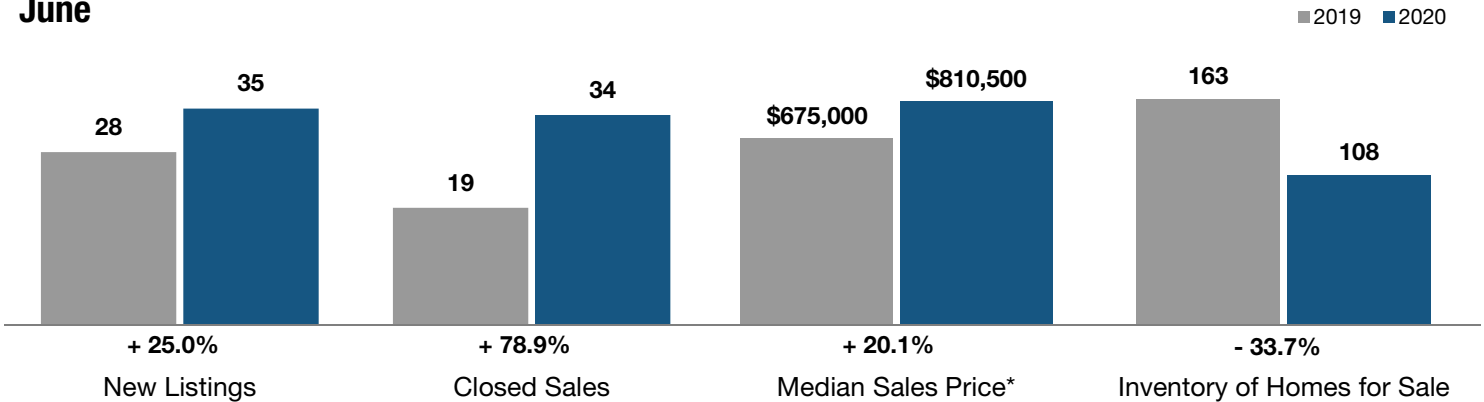
1: Sea Pines

Detached Homes Only

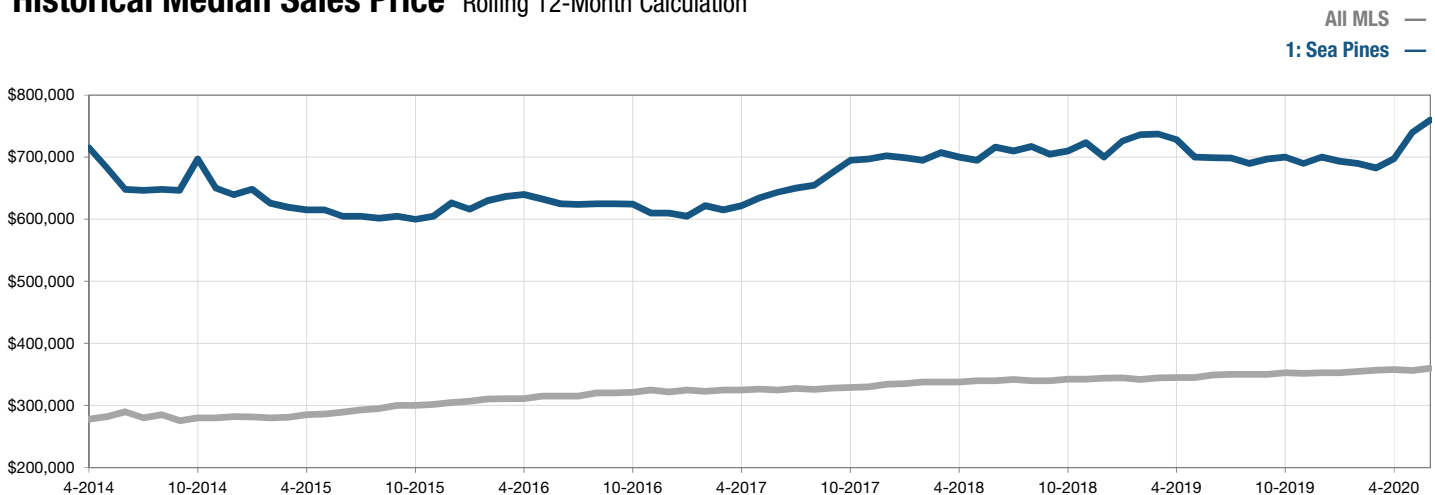
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	28	35	+ 25.0%	167	189	+ 13.2%
Closed Sales	19	34	+ 78.9%	103	119	+ 15.5%
Median Sales Price*	\$675,000	\$810,500	+ 20.1%	\$650,000	\$750,000	+ 15.4%
Percent of List Price Received*	94.7%	94.7%	- 0.1%	94.7%	95.0%	+ 0.4%
Days on Market Until Sale	188	150	- 20.3%	183	155	- 15.0%
Inventory of Homes for Sale	163	108	- 33.7%	--	--	--

* 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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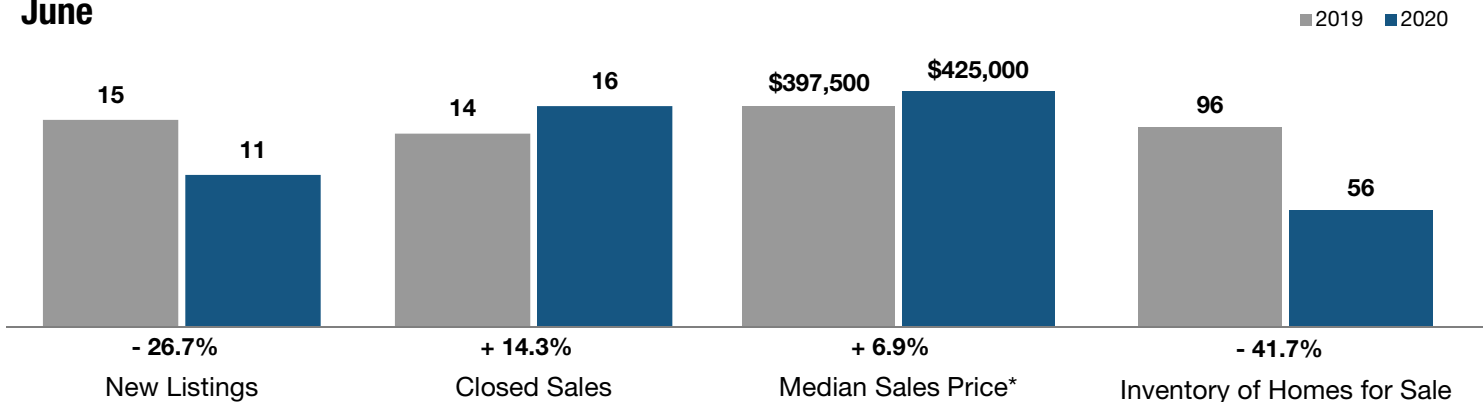
1: Sea Pines

Condos / Villas Only

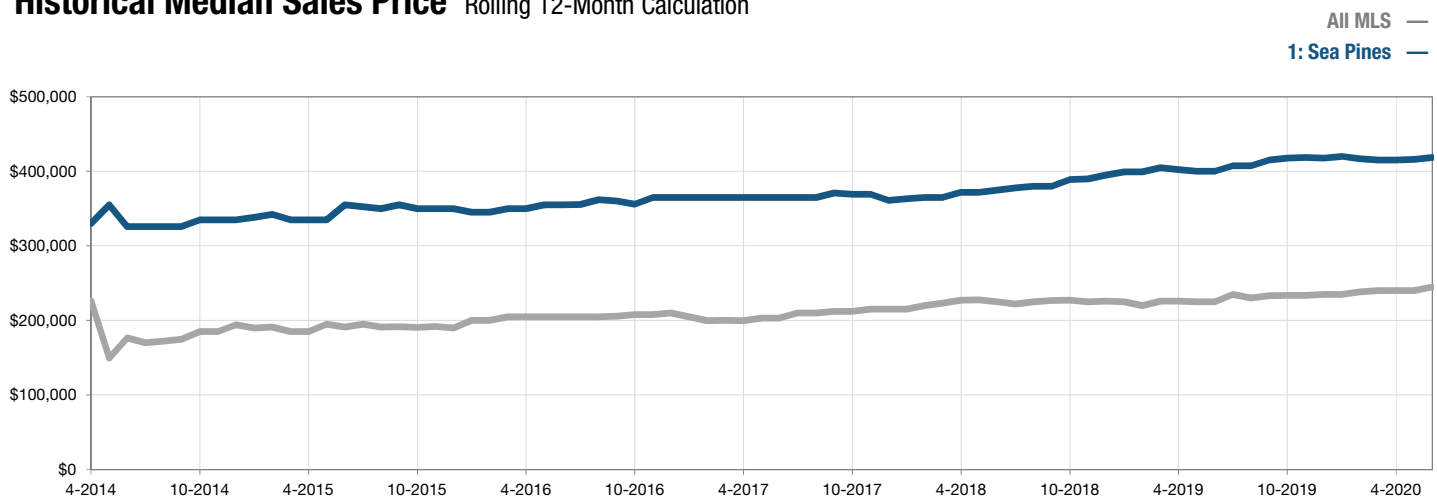
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	15	11	- 26.7%	134	91	- 32.1%
Closed Sales	14	16	+ 14.3%	79	58	- 26.6%
Median Sales Price*	\$397,500	\$425,000	+ 6.9%	\$410,000	\$412,500	+ 0.6%
Percent of List Price Received*	95.1%	96.5%	+ 1.4%	95.5%	96.8%	+ 1.4%
Days on Market Until Sale	201	166	- 17.3%	157	138	- 12.1%
Inventory of Homes for Sale	96	56	- 41.7%	--	--	--

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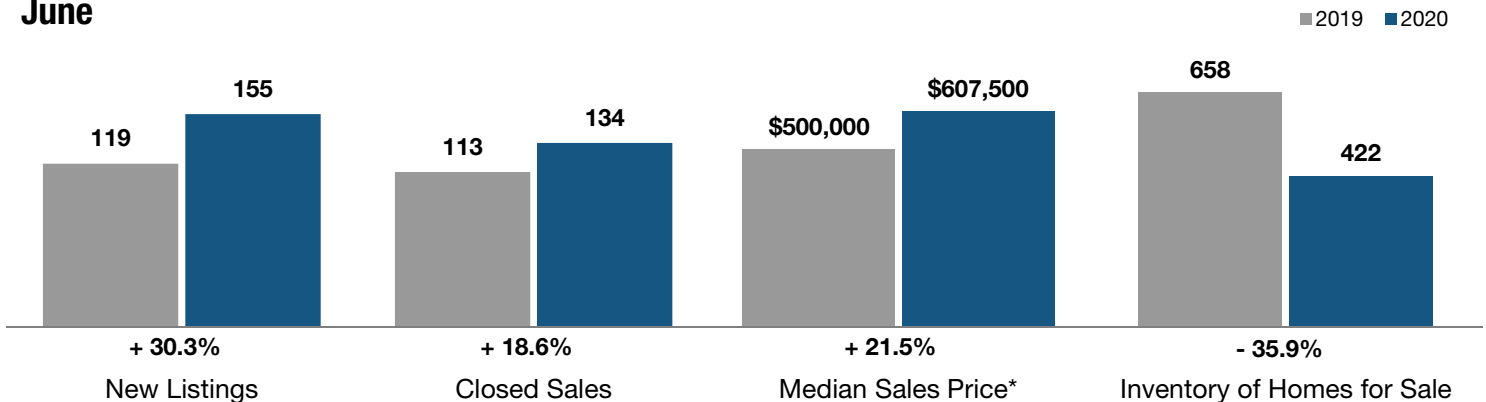
Hilton Head Totals

Detached Homes Only

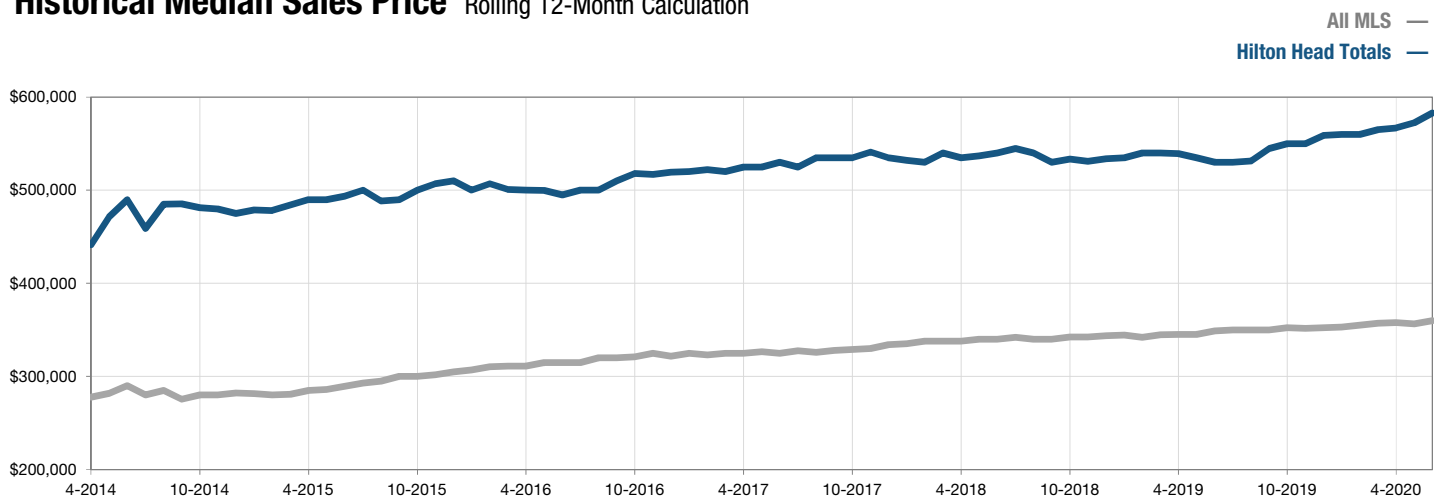
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	119	155	+ 30.3%	848	794	- 6.4%
Closed Sales	113	134	+ 18.6%	541	533	- 1.5%
Median Sales Price*	\$500,000	\$607,500	+ 21.5%	\$532,500	\$580,000	+ 8.9%
Percent of List Price Received*	95.7%	95.7%	- 0.0%	95.9%	95.6%	- 0.3%
Days on Market Until Sale	164	155	- 5.4%	164	161	- 1.5%
Inventory of Homes for Sale	658	422	- 35.9%	--	--	--

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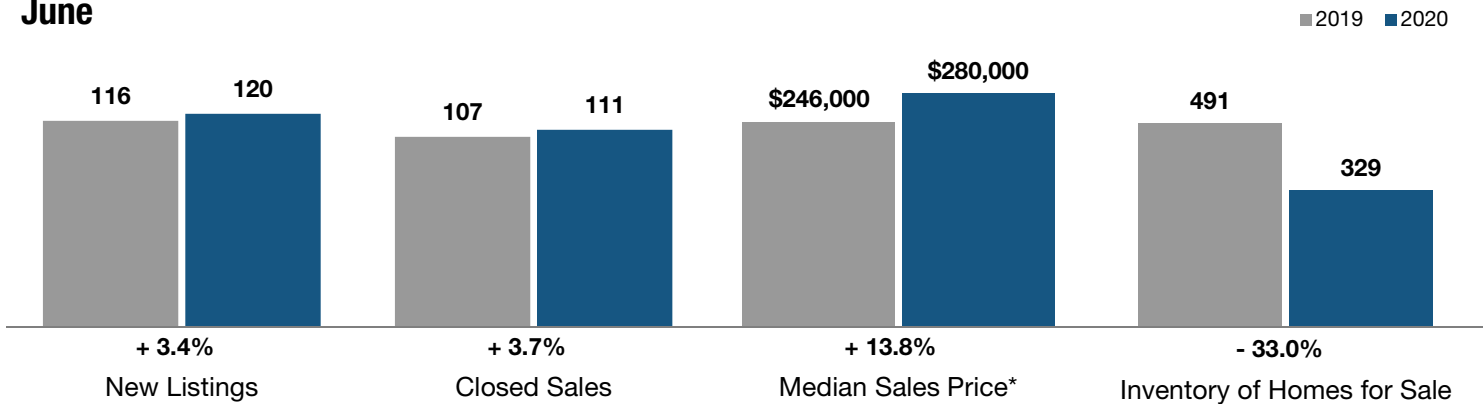
Hilton Head Totals

Condos / Villas Only

Key Metrics	June			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	116	120	+ 3.4%	825	679	- 17.7%
Closed Sales	107	111	+ 3.7%	610	469	- 23.1%
Median Sales Price*	\$246,000	\$280,000	+ 13.8%	\$250,000	\$270,000	+ 8.0%
Percent of List Price Received*	95.5%	96.1%	+ 0.6%	95.7%	95.9%	+ 0.2%
Days on Market Until Sale	124	126	+ 1.1%	132	121	- 8.5%
Inventory of Homes for Sale	491	329	- 33.0%	--	--	--

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