

Local Market Update – November 2020

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



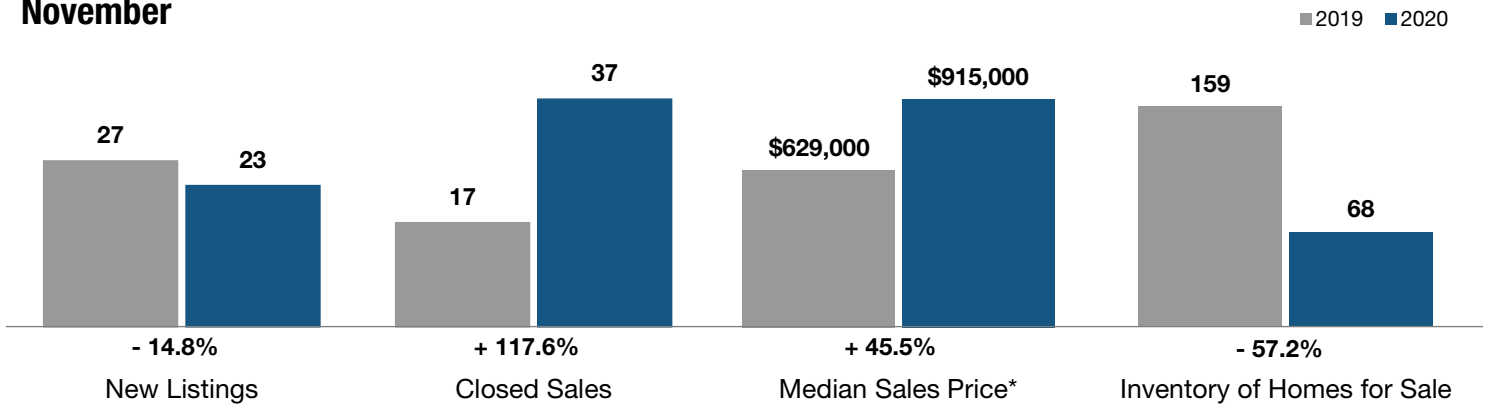
1: Sea Pines

Detached Homes Only

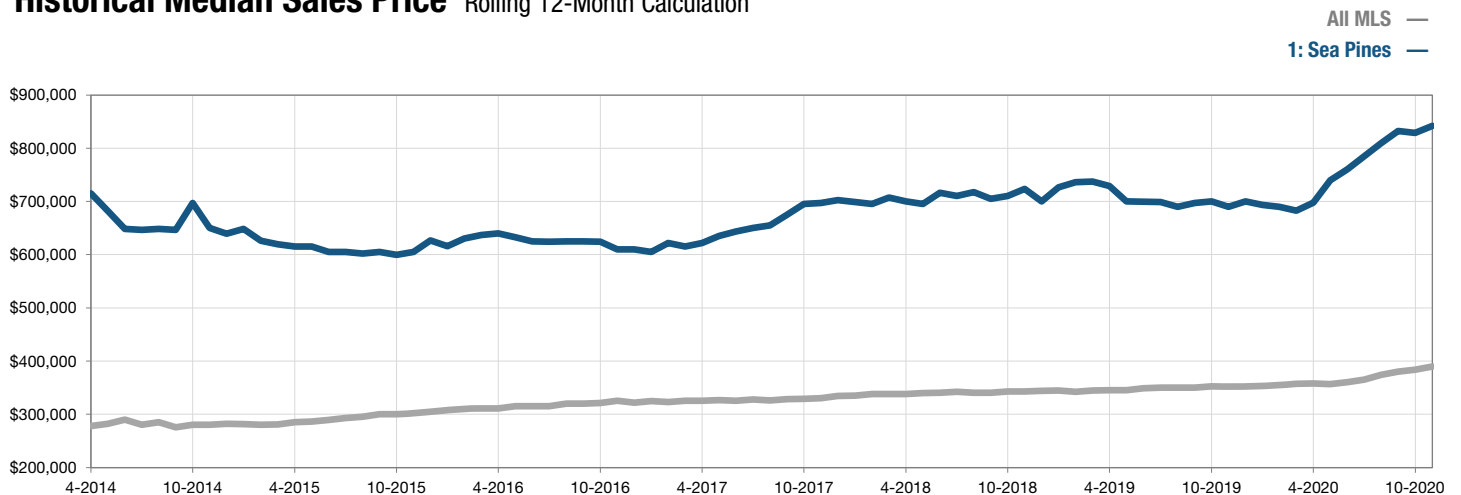
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	27	23	- 14.8%	310	358	+ 15.5%
Closed Sales	17	37	+ 117.6%	195	319	+ 63.6%
Median Sales Price*	\$629,000	\$915,000	+ 45.5%	\$700,000	\$845,000	+ 20.7%
Percent of List Price Received*	94.4%	97.4%	+ 3.3%	94.8%	95.9%	+ 1.2%
Days on Market Until Sale	141	141	+ 0.3%	175	165	- 5.5%
Inventory of Homes for Sale	159	68	- 57.2%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



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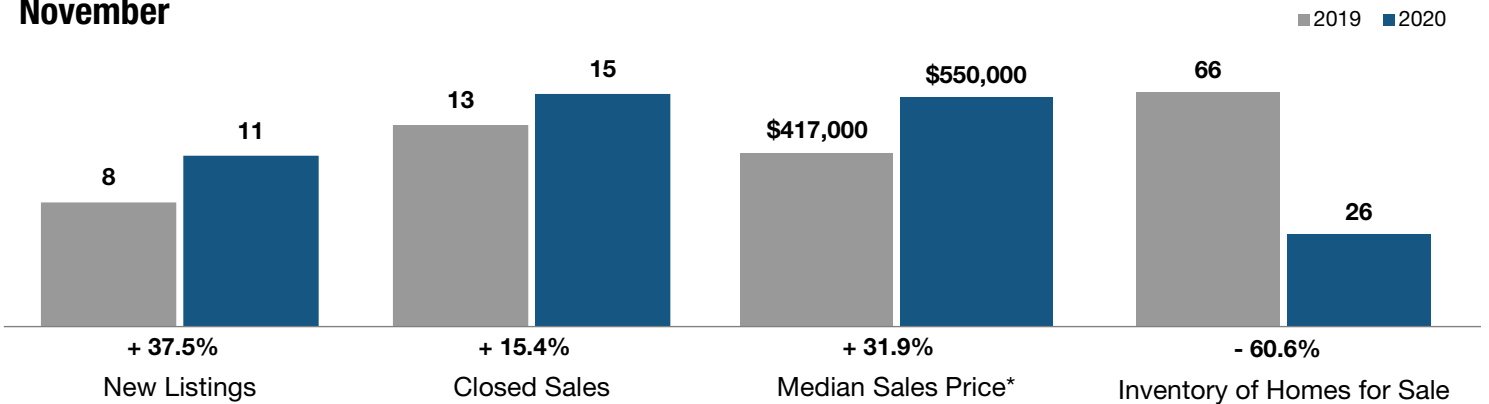
1: Sea Pines

Condos / Villas Only

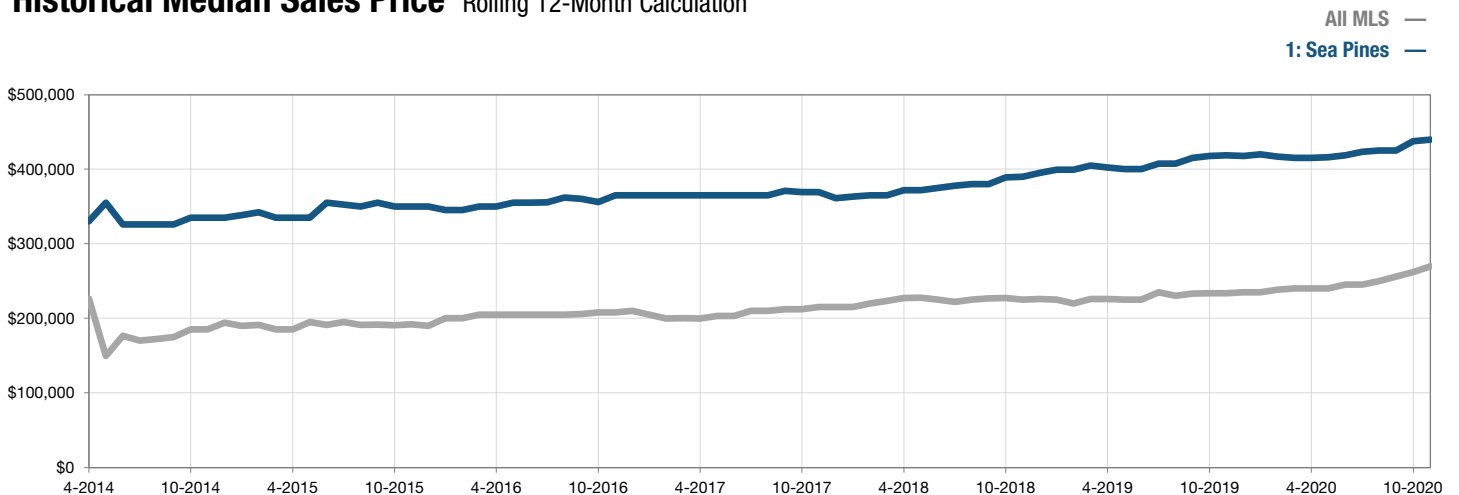
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	8	11	+ 37.5%	194	173	- 10.8%
Closed Sales	13	15	+ 15.4%	133	167	+ 25.6%
Median Sales Price*	\$417,000	\$550,000	+ 31.9%	\$420,000	\$450,000	+ 7.1%
Percent of List Price Received*	94.8%	96.1%	+ 1.4%	95.3%	96.9%	+ 1.7%
Days on Market Until Sale	165	102	- 38.5%	157	160	+ 2.1%
Inventory of Homes for Sale	66	26	- 60.6%	--	--	--

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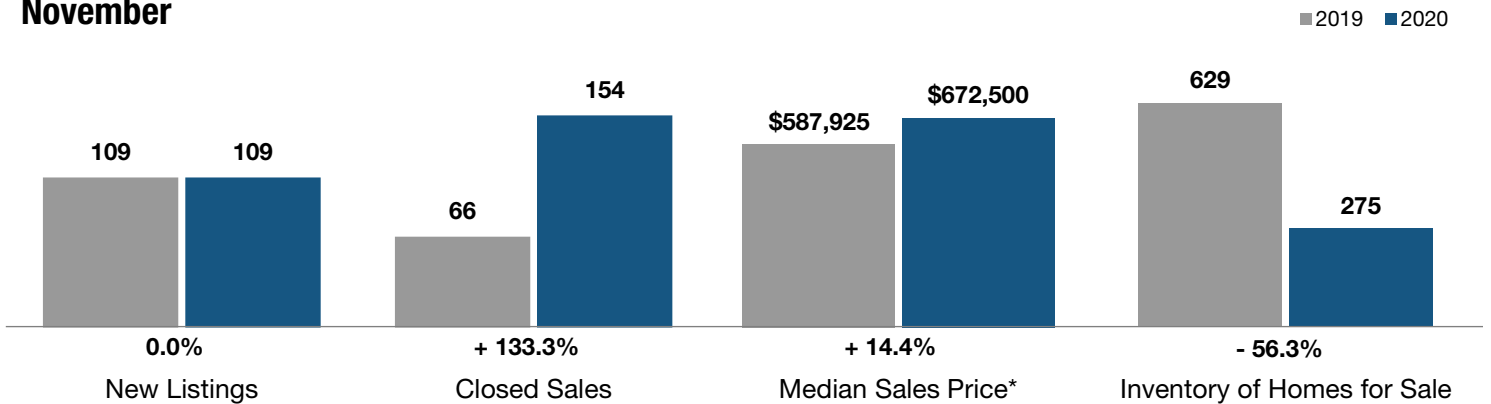
Hilton Head Totals

Detached Homes Only

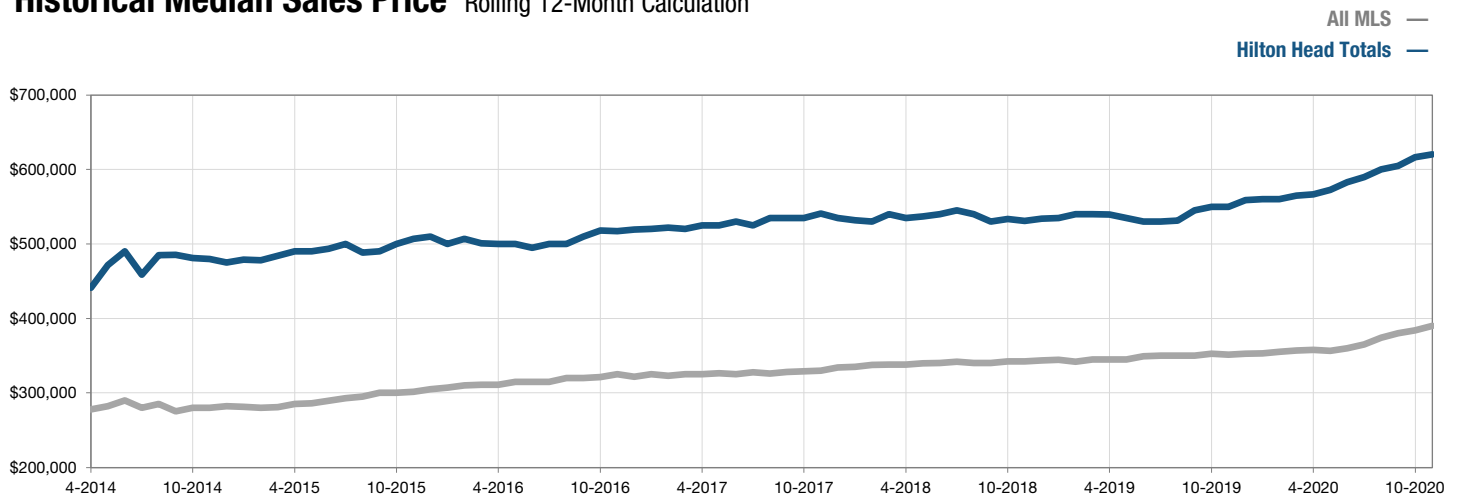
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	109	109	0.0%	1,444	1,555	+ 7.7%
Closed Sales	66	154	+ 133.3%	977	1,408	+ 44.1%
Median Sales Price*	\$587,925	\$672,500	+ 14.4%	\$550,000	\$620,500	+ 12.8%
Percent of List Price Received*	94.9%	97.6%	+ 2.9%	95.8%	96.4%	+ 0.6%
Days on Market Until Sale	159	134	- 15.5%	164	157	- 4.1%
Inventory of Homes for Sale	629	275	- 56.3%	--	--	--

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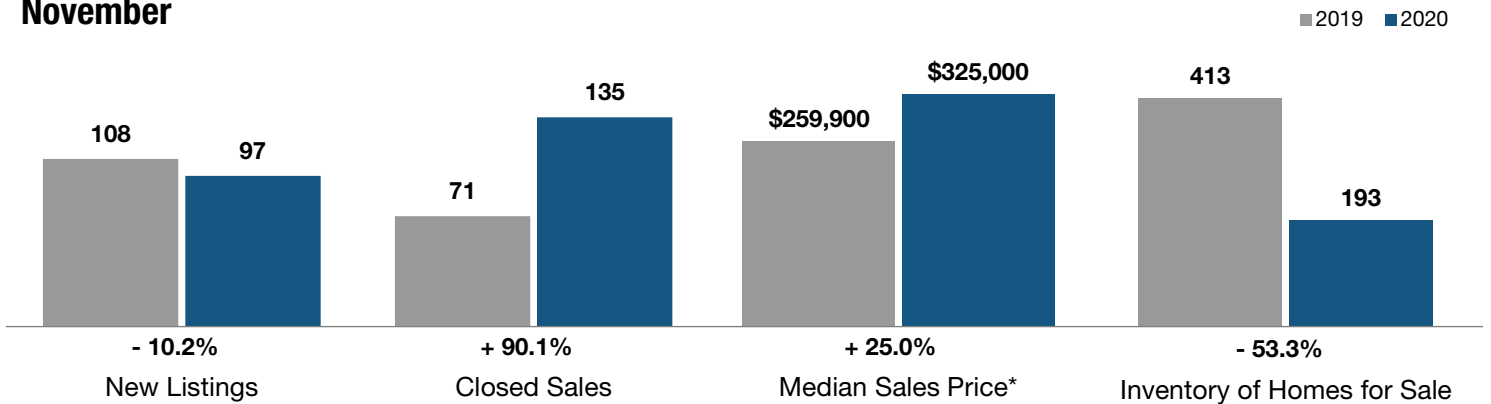
Hilton Head Totals

Condos / Villas Only

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	108	97	- 10.2%	1,364	1,339	- 1.8%
Closed Sales	71	135	+ 90.1%	1,087	1,234	+ 13.5%
Median Sales Price*	\$259,900	\$325,000	+ 25.0%	\$250,000	\$297,250	+ 18.9%
Percent of List Price Received*	95.6%	97.5%	+ 2.0%	95.6%	96.6%	+ 1.0%
Days on Market Until Sale	126	102	- 18.8%	134	127	- 4.8%
Inventory of Homes for Sale	413	193	- 53.3%	--	--	--

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