

Local Market Update – December 2020

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



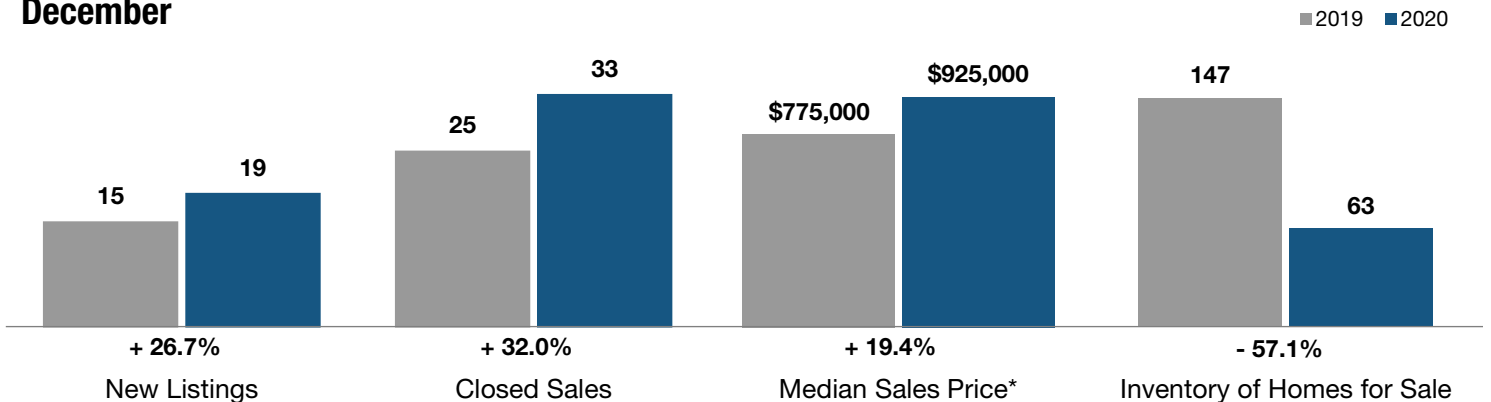
1: Sea Pines

Detached Homes Only

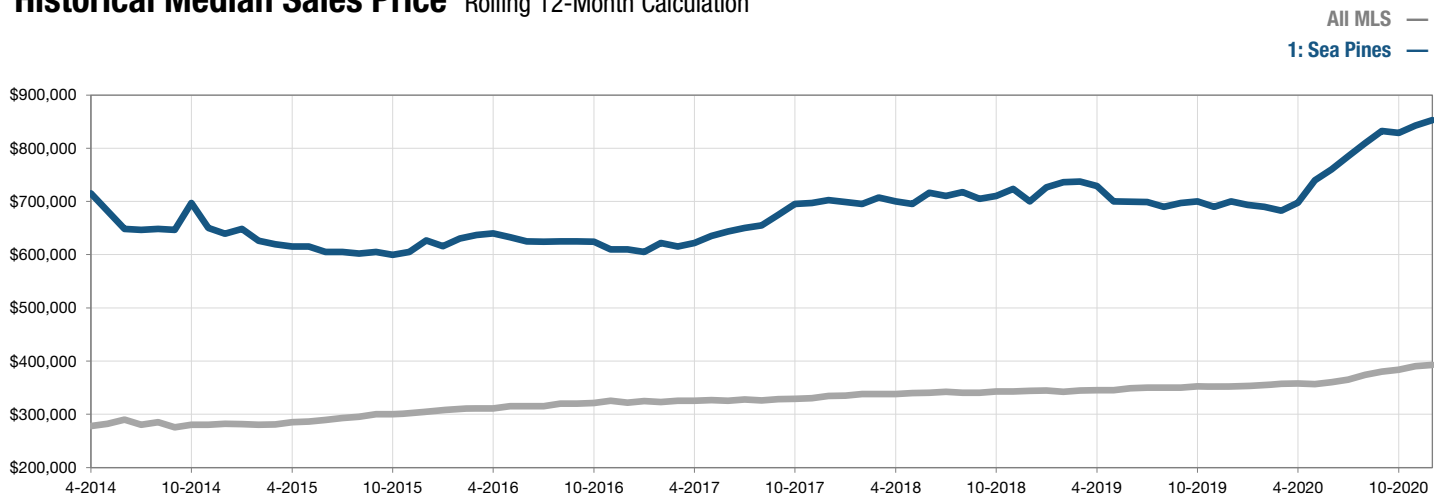
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	15	19	+ 26.7%	325	381	+ 17.2%
Closed Sales	25	33	+ 32.0%	220	352	+ 60.0%
Median Sales Price*	\$775,000	\$925,000	+ 19.4%	\$700,000	\$853,000	+ 21.9%
Percent of List Price Received*	96.0%	97.8%	+ 1.9%	95.0%	96.1%	+ 1.2%
Days on Market Until Sale	179	107	- 40.3%	175	160	- 8.8%
Inventory of Homes for Sale	147	63	- 57.1%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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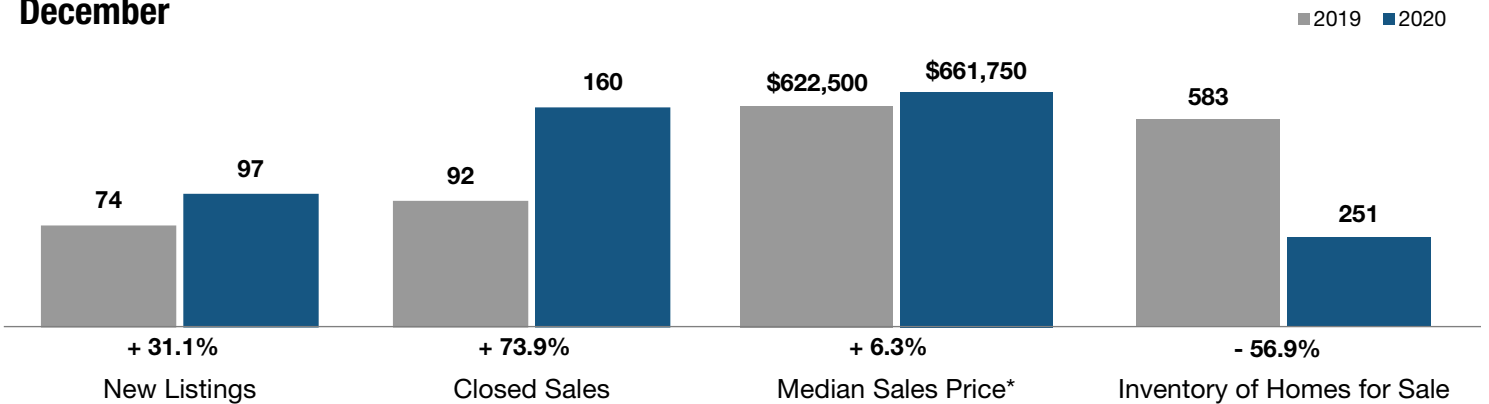
Hilton Head Totals

Detached Homes Only

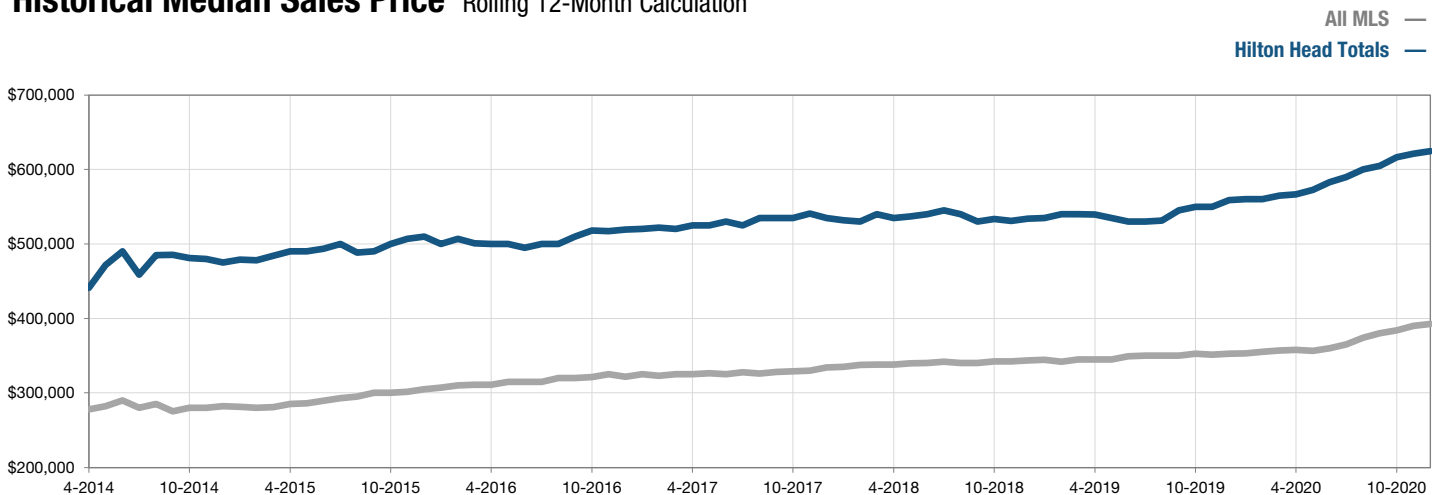
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	74	97	+ 31.1%	1,518	1,659	+ 9.3%
Closed Sales	92	160	+ 73.9%	1,069	1,569	+ 46.8%
Median Sales Price*	\$622,500	\$661,750	+ 6.3%	\$559,000	\$625,000	+ 11.8%
Percent of List Price Received*	96.1%	97.7%	+ 1.6%	95.8%	96.5%	+ 0.7%
Days on Market Until Sale	164	115	- 29.4%	164	153	- 6.6%
Inventory of Homes for Sale	583	251	- 56.9%	--	--	--

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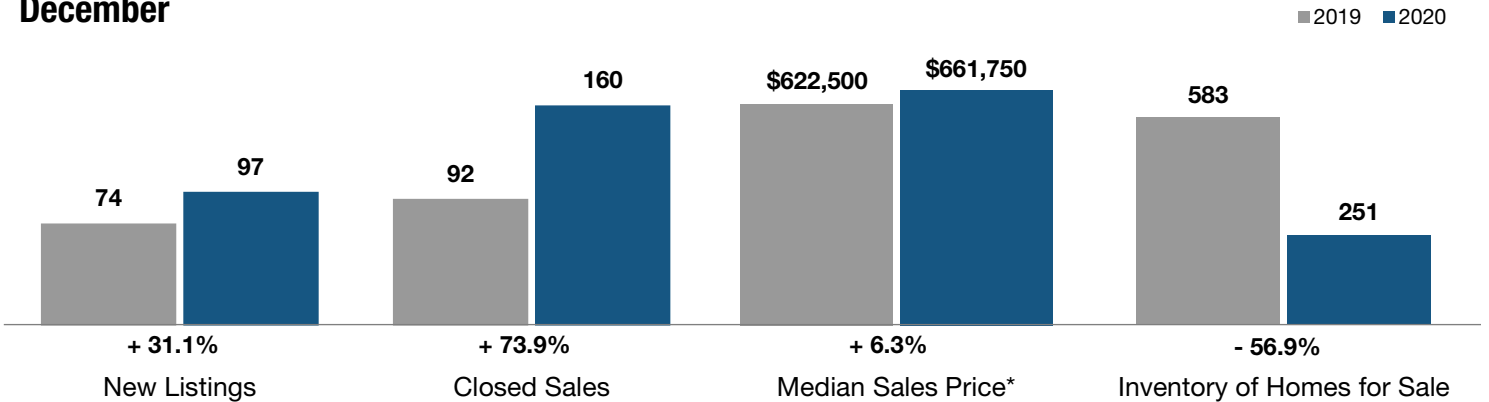
Hilton Head Totals

Detached Homes Only

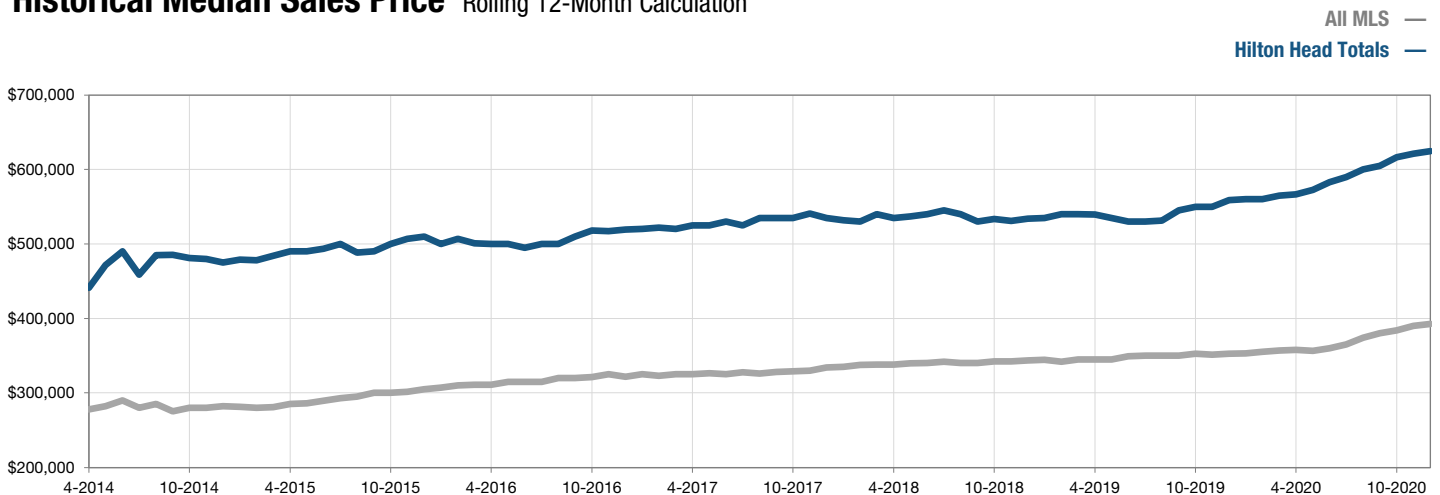
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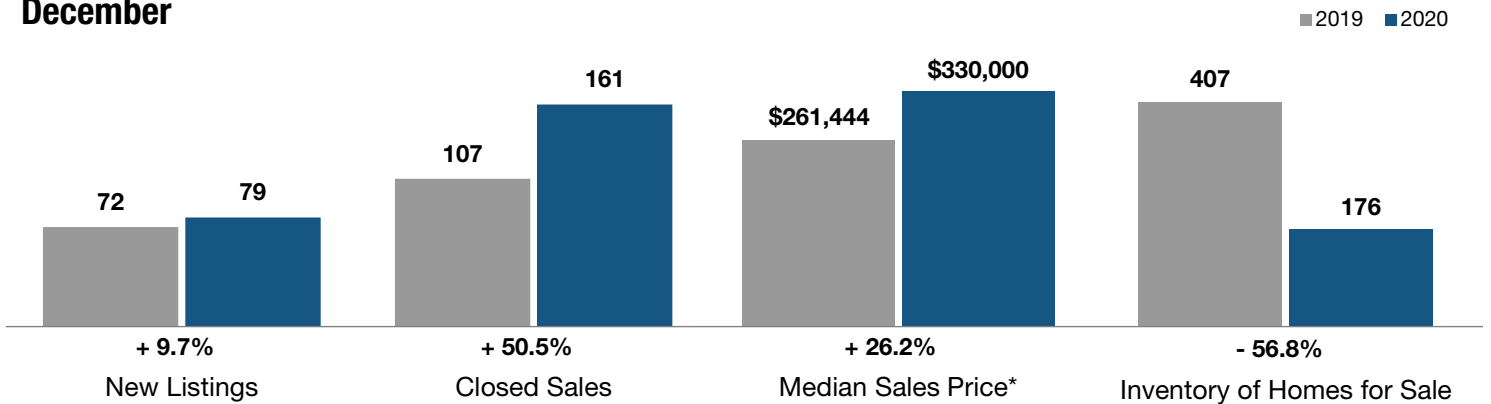
Hilton Head Totals

Condos / Villas Only

Key Metrics	December			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	72	79	+ 9.7%	1,436	1,422	- 1.0%
Closed Sales	107	161	+ 50.5%	1,194	1,396	+ 16.9%
Median Sales Price*	\$261,444	\$330,000	+ 26.2%	\$250,788	\$302,500	+ 20.6%
Percent of List Price Received*	95.6%	97.6%	+ 2.1%	95.6%	96.7%	+ 1.1%
Days on Market Until Sale	143	102	- 28.4%	134	124	- 7.5%
Inventory of Homes for Sale	407	176	- 56.8%	--	--	--

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