

Local Market Update – April 2021

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



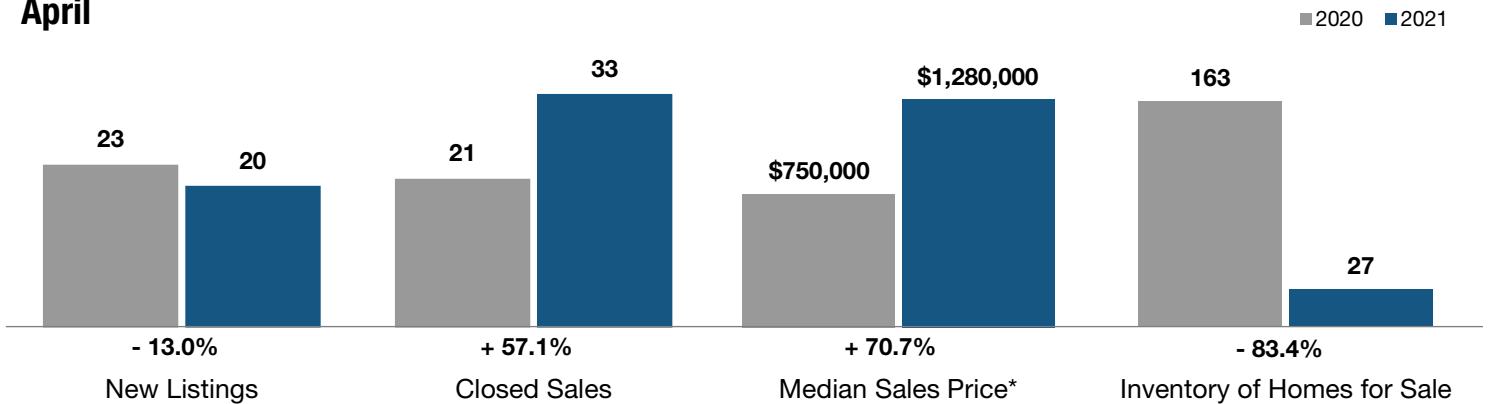
1: Sea Pines

Detached Homes Only

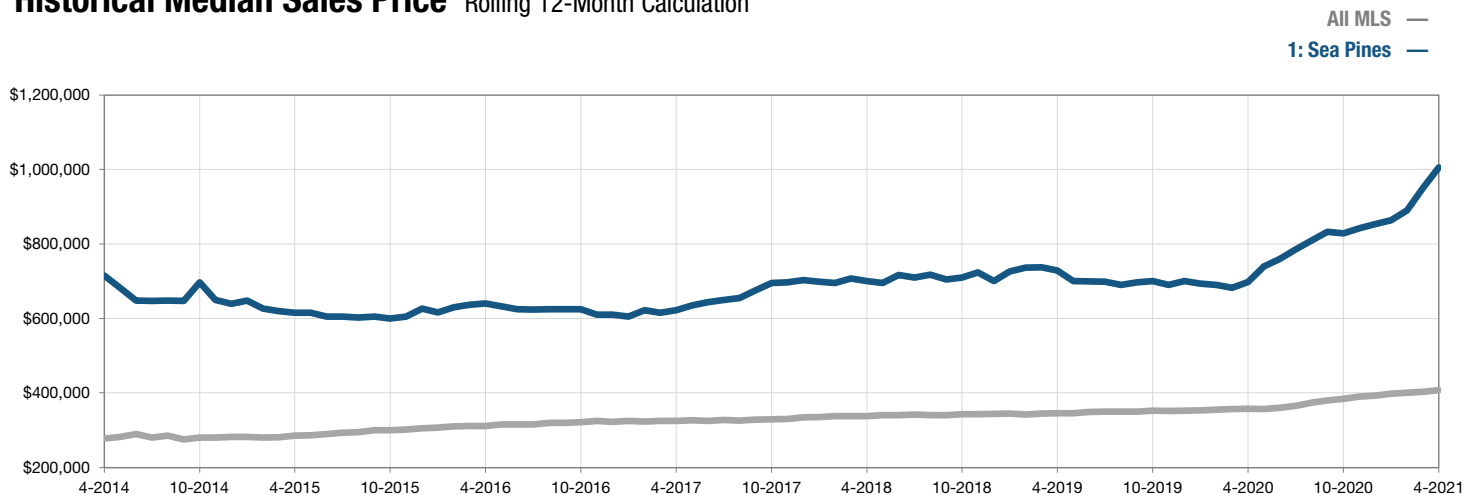
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	20	- 13.0%	123	117	- 4.9%
Closed Sales	21	33	+ 57.1%	68	128	+ 88.2%
Median Sales Price*	\$750,000	\$1,280,000	+ 70.7%	\$701,250	\$1,130,000	+ 61.1%
Percent of List Price Received*	93.6%	97.3%	+ 4.0%	95.1%	96.7%	+ 1.6%
Days on Market Until Sale	133	86	- 34.9%	168	111	- 34.0%
Inventory of Homes for Sale	163	27	- 83.4%	--	--	--

* 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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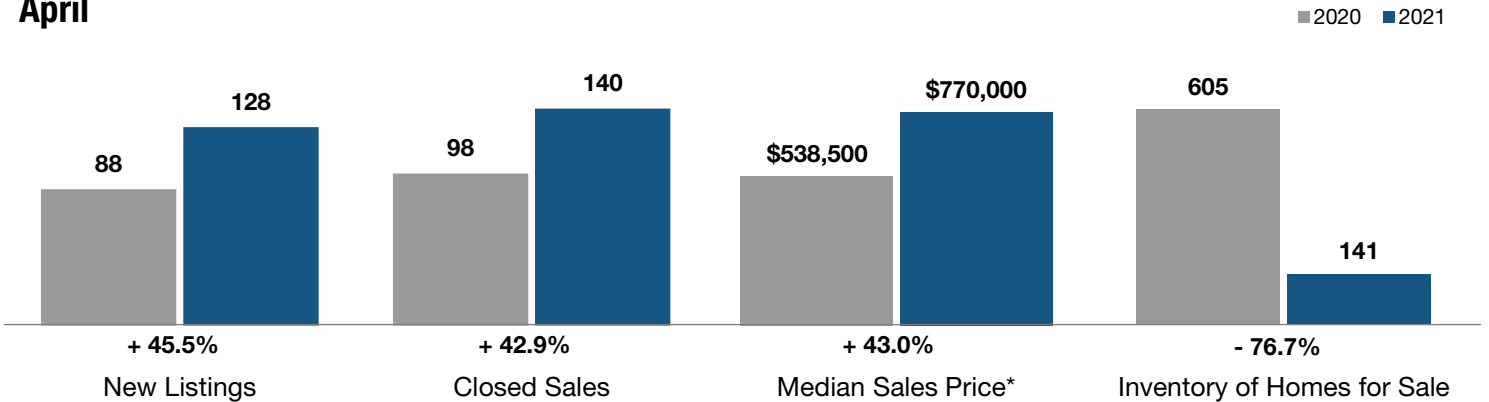
Hilton Head Totals

Detached Homes Only

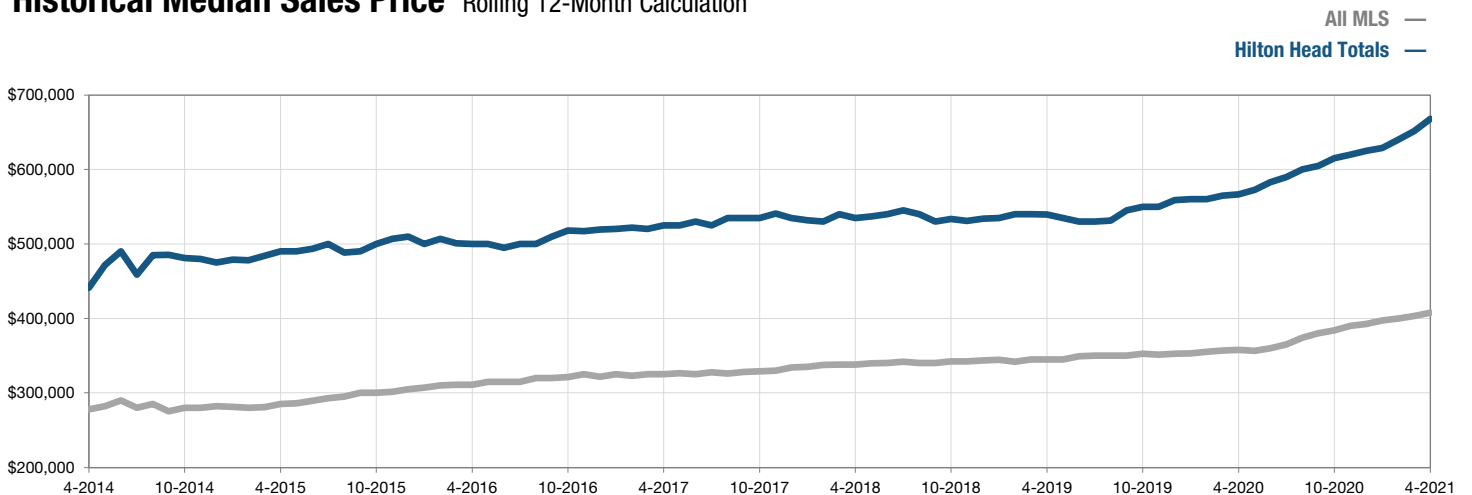
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	88	128	+ 45.5%	509	554	+ 8.8%
Closed Sales	98	140	+ 42.9%	338	526	+ 55.6%
Median Sales Price*	\$538,500	\$770,000	+ 43.0%	\$575,000	\$763,000	+ 32.7%
Percent of List Price Received*	95.2%	98.2%	+ 3.2%	95.5%	97.8%	+ 2.4%
Days on Market Until Sale	153	100	- 34.7%	169	109	- 35.6%
Inventory of Homes for Sale	605	141	- 76.7%	--	--	--

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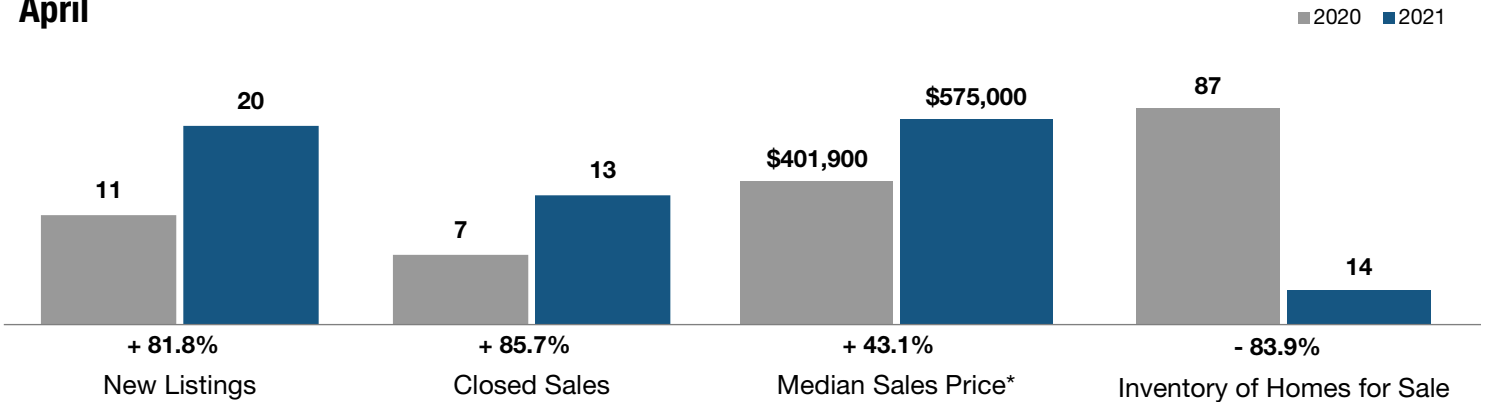
1: Sea Pines

Condos / Villas Only

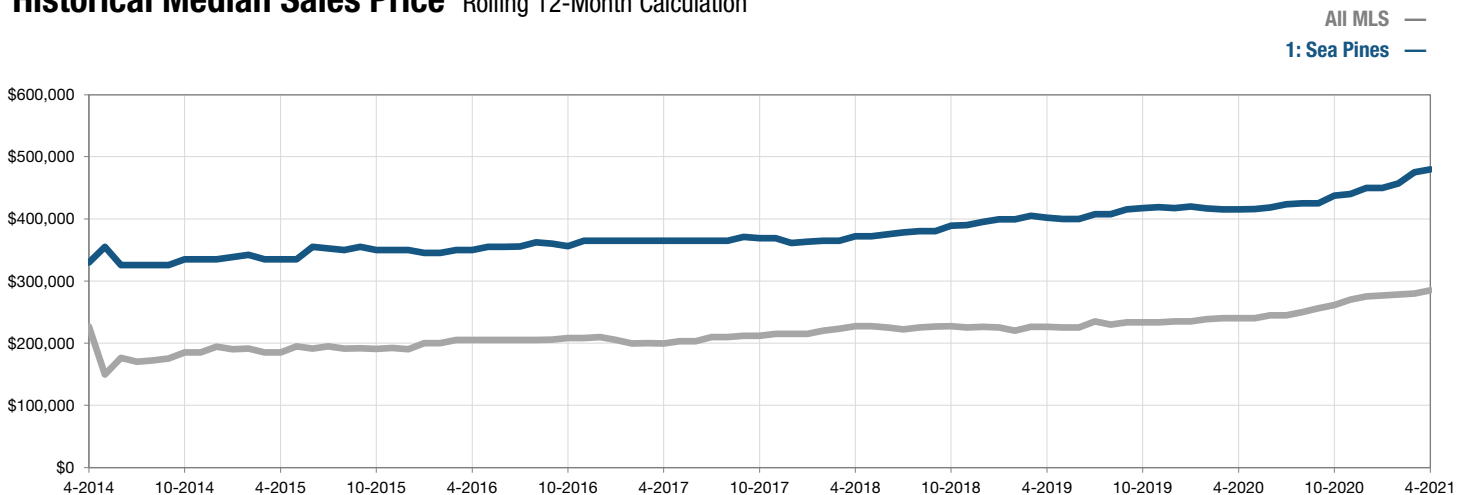
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	11	20	+ 81.8%	65	55	- 15.4%
Closed Sales	7	13	+ 85.7%	36	51	+ 41.7%
Median Sales Price*	\$401,900	\$575,000	+ 43.1%	\$408,450	\$540,000	+ 32.2%
Percent of List Price Received*	98.1%	97.5%	- 0.6%	97.3%	97.9%	+ 0.6%
Days on Market Until Sale	66	137	+ 109.2%	121	135	+ 11.1%
Inventory of Homes for Sale	87	14	- 83.9%	--	--	--

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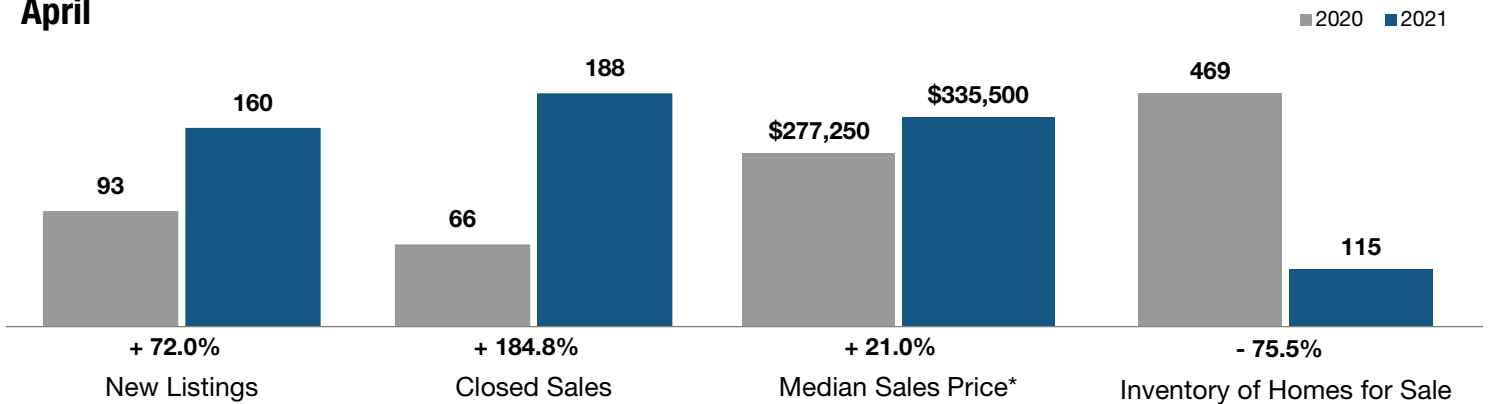
Hilton Head Totals

Condos / Villas Only

Key Metrics	April			Year to Date		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	93	160	+ 72.0%	459	608	+ 32.5%
Closed Sales	66	188	+ 184.8%	297	553	+ 86.2%
Median Sales Price*	\$277,250	\$335,500	+ 21.0%	\$265,000	\$304,000	+ 14.7%
Percent of List Price Received*	96.2%	98.8%	+ 2.7%	96.0%	98.4%	+ 2.5%
Days on Market Until Sale	131	68	- 47.7%	120	85	- 29.4%
Inventory of Homes for Sale	469	115	- 75.5%	--	--	--

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