

Local Market Update – September 2020

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



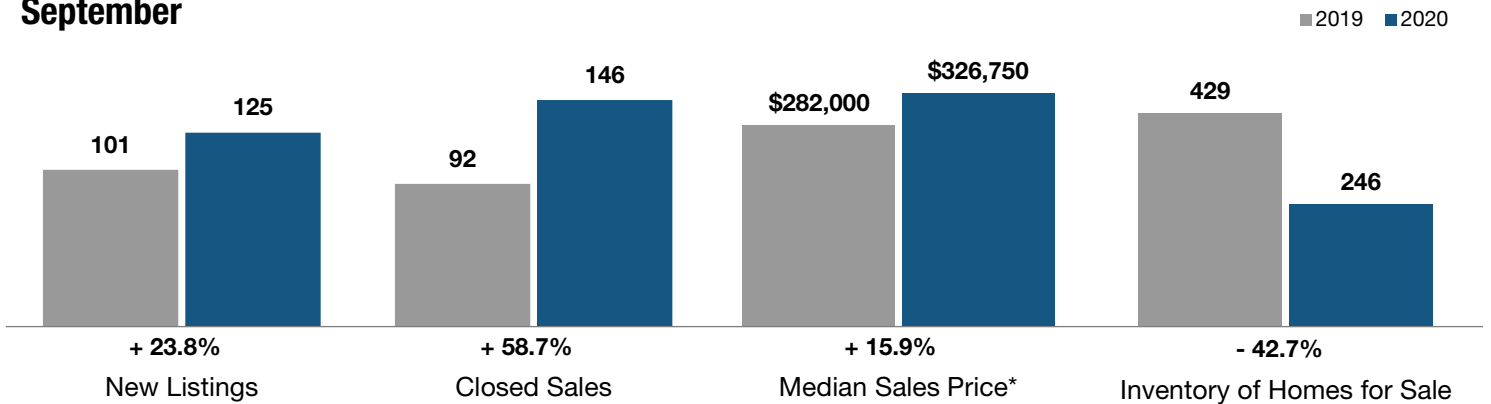
Hilton Head Totals

Condos / Villas Only

Key Metrics	September			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	101	125	+ 23.8%	1,131	1,089	- 3.7%
Closed Sales	92	146	+ 58.7%	909	922	+ 1.4%
Median Sales Price*	\$282,000	\$326,750	+ 15.9%	\$250,000	\$281,475	+ 12.6%
Percent of List Price Received*	95.7%	97.0%	+ 1.3%	95.7%	96.4%	+ 0.8%
Days on Market Until Sale	138	134	- 3.0%	133	128	- 4.1%
Inventory of Homes for Sale	429	246	- 42.7%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation

