

# Local Market Update – July 2020

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

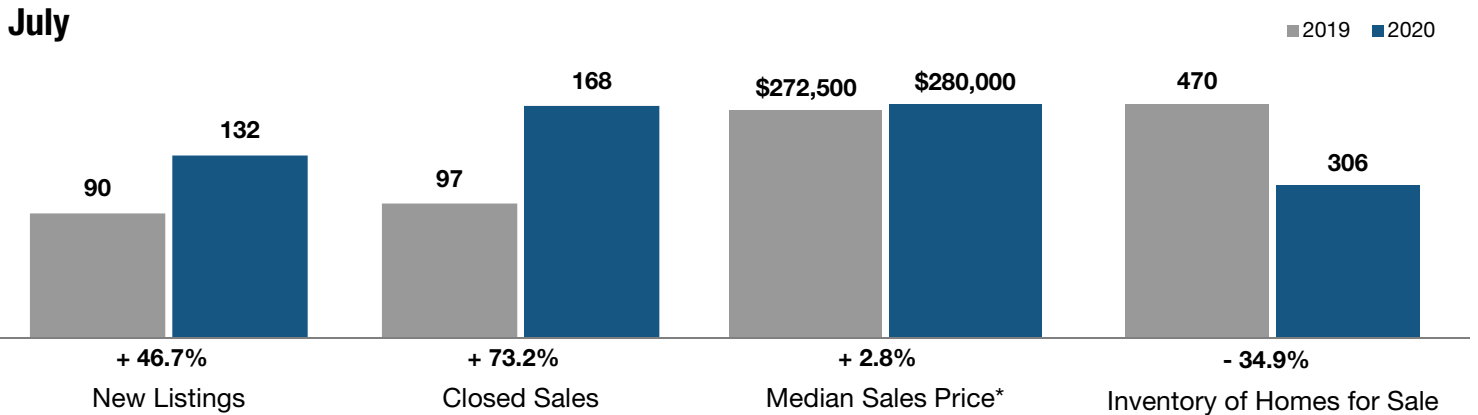


## Hilton Head Totals

Condos / Villas Only

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	90	<b>132</b>	+ 46.7%	915	<b>811</b>	- 11.4%
Closed Sales	97	<b>168</b>	+ 73.2%	707	<b>638</b>	- 9.8%
Median Sales Price*	\$272,500	<b>\$280,000</b>	+ 2.8%	\$250,000	<b>\$271,000</b>	+ 8.4%
Percent of List Price Received*	95.6%	<b>96.7%</b>	+ 1.1%	95.7%	<b>96.1%</b>	+ 0.4%
Days on Market Until Sale	145	<b>118</b>	- 18.3%	134	<b>120</b>	- 10.2%
Inventory of Homes for Sale	470	<b>306</b>	- 34.9%	--	--	--

\* 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.



### Historical Median Sales Price Rolling 12-Month Calculation

