

# Local Market Update – July 2021

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

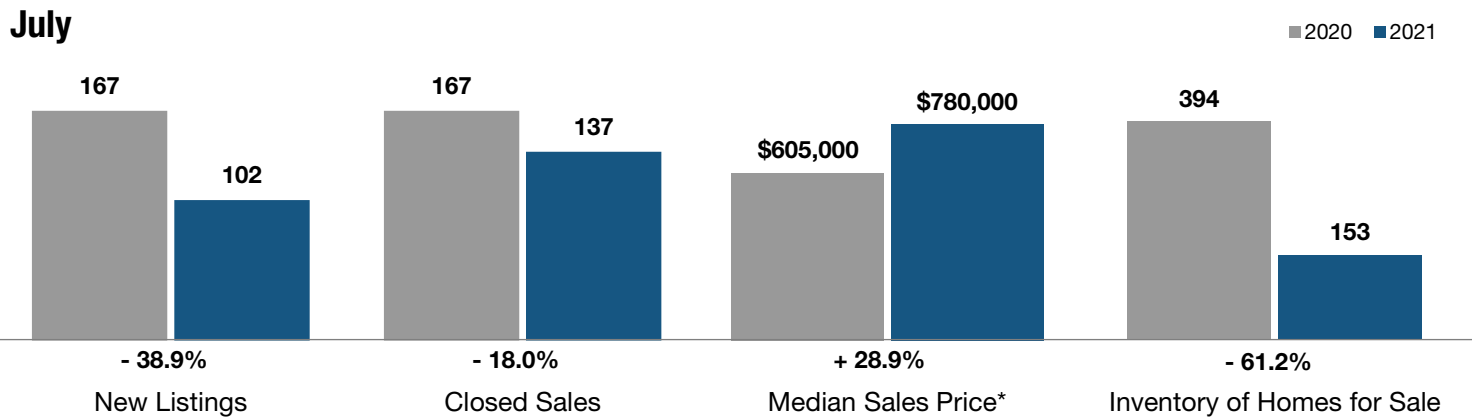


## Hilton Head Totals

Detached Homes Only

| Key Metrics                     | July      |           |                | Year to Date |           |                |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
|                                 | 2020      | 2021      | Percent Change | 2020         | 2021      | Percent Change |
| New Listings                    | 167       | 102       | - 38.9%        | 961          | 933       | - 2.9%         |
| Closed Sales                    | 167       | 137       | - 18.0%        | 700          | 937       | + 33.9%        |
| Median Sales Price*             | \$605,000 | \$780,000 | + 28.9%        | \$585,000    | \$775,000 | + 32.5%        |
| Percent of List Price Received* | 96.5%     | 98.5%     | + 2.1%         | 95.8%        | 98.4%     | + 2.7%         |
| Days on Market Until Sale       | 175       | 90        | - 48.7%        | 165          | 102       | - 38.1%        |
| Inventory of Homes for Sale     | 394       | 153       | - 61.2%        | --           | --        | --             |

\* 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.



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

