

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®



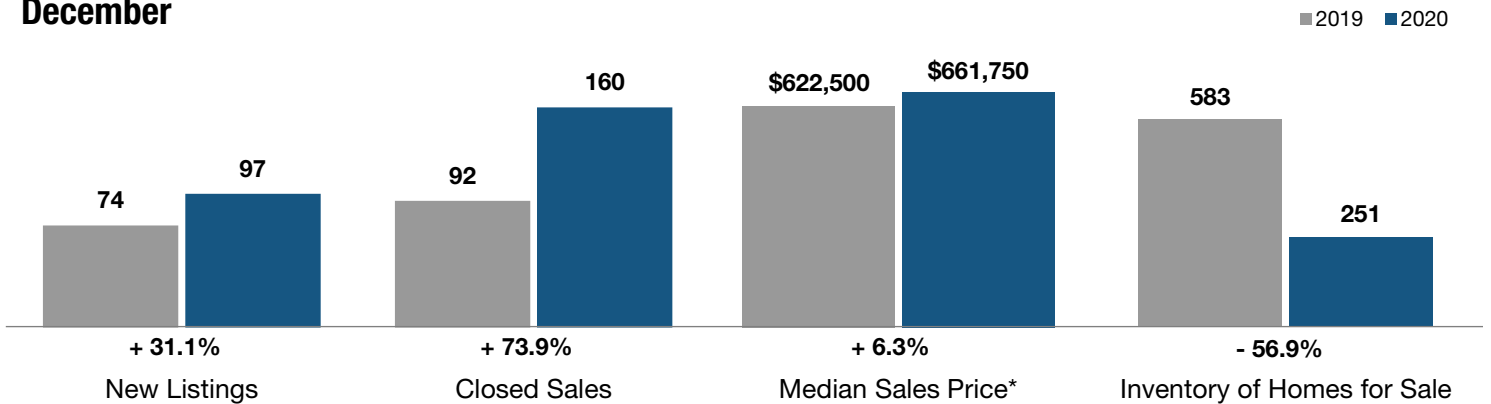
Hilton Head Totals

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% | -- | -- | -- |

* 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

