

# Local Market Update – November 2023

A Research Tool Provided by REsides, Inc. and the Hilton Head Area Association of REALTORS®



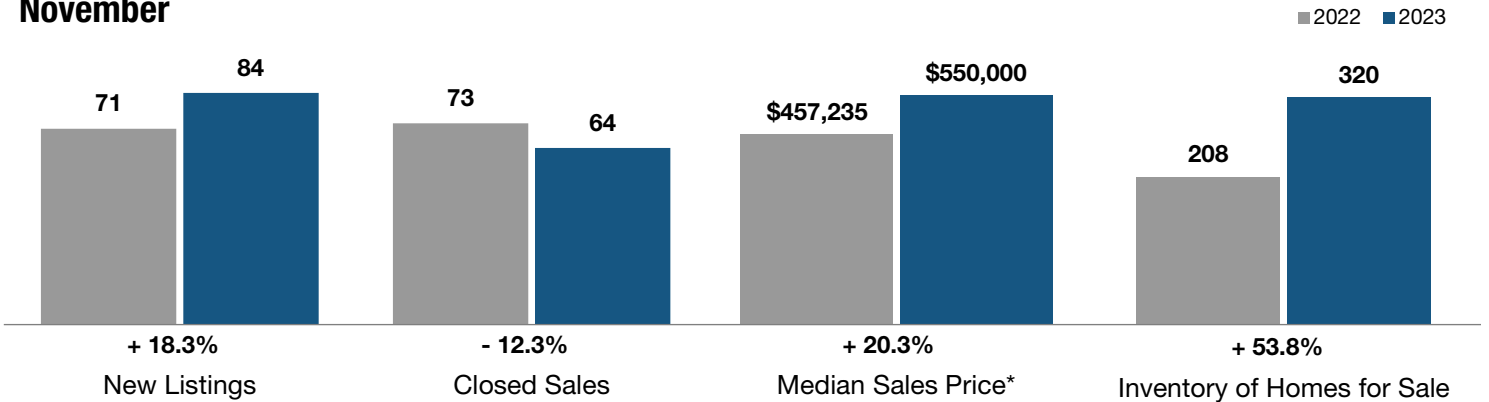
## Hilton Head Totals

Condos / Villas Only

| Key Metrics                     | November  |           |                | Year to Date |           |                |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
|                                 | 2022      | 2023      | Percent Change | 2022         | 2023      | Percent Change |
| New Listings                    | 71        | 84        | + 18.3%        | 1,296        | 1,214     | - 6.3%         |
| Closed Sales                    | 73        | 64        | - 12.3%        | 1,149        | 900       | - 21.7%        |
| Median Sales Price*             | \$457,235 | \$550,000 | + 20.3%        | \$450,000    | \$520,000 | + 15.6%        |
| Percent of List Price Received* | 96.6%     | 96.6%     | - 0.0%         | 99.5%        | 97.5%     | - 2.0%         |
| Days on Market Until Sale       | 83        | 87        | + 4.0%         | 71           | 100       | + 40.8%        |
| Inventory of Homes for Sale     | 208       | 320       | + 53.8%        | --           | --        | --             |

\* 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.

### November



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

