

# Local Market Update – September 2019

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



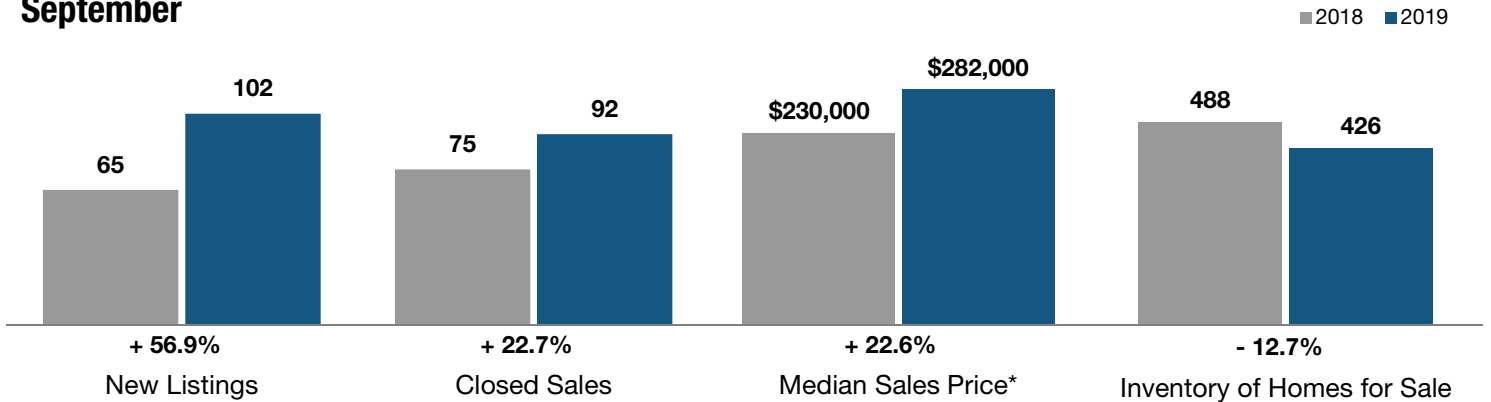
## Hilton Head Totals

Condos / Villas Only

Key Metrics	September			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	65	<b>102</b>	+ 56.9%	1,149	<b>1,134</b>	- 1.3%
Closed Sales	75	<b>92</b>	+ 22.7%	878	<b>908</b>	+ 3.4%
Median Sales Price*	\$230,000	<b>\$282,000</b>	+ 22.6%	\$242,750	<b>\$250,000</b>	+ 3.0%
Percent of List Price Received*	95.4%	<b>95.7%</b>	+ 0.3%	95.8%	<b>95.7%</b>	- 0.1%
Days on Market Until Sale	117	<b>138</b>	+ 18.2%	125	<b>134</b>	+ 6.7%
Inventory of Homes for Sale	488	<b>426</b>	- 12.7%	--	--	--

\* 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

