

Local Market Update – April 2020

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

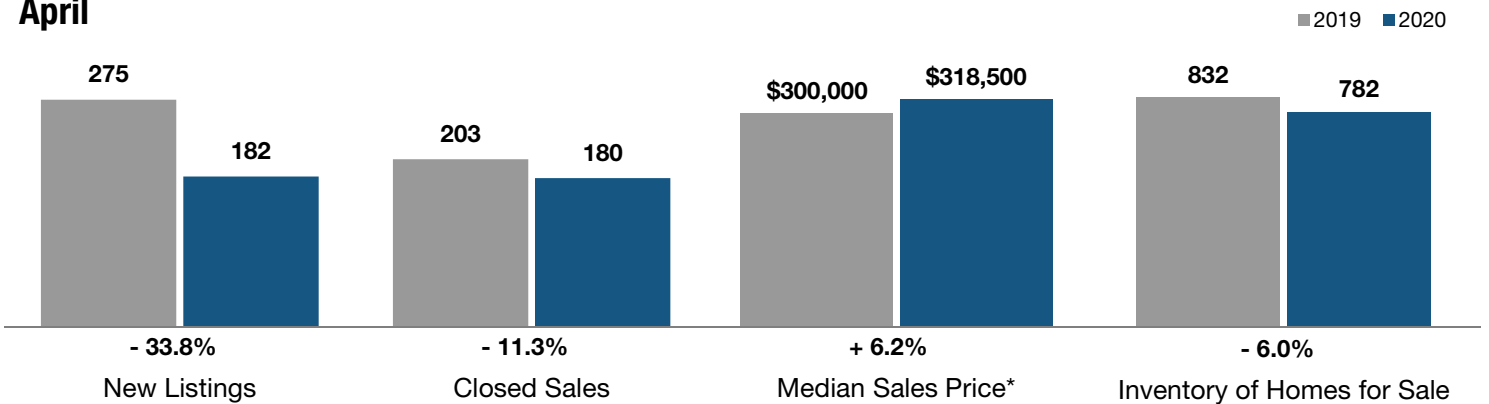


Mainland

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2019 | 2020 | Percent Change | 2019 | 2020 | Percent Change |
| New Listings | 275 | 182 | - 33.8% | 1,111 | 1,000 | - 10.0% |
| Closed Sales | 203 | 180 | - 11.3% | 712 | 690 | - 3.1% |
| Median Sales Price* | \$300,000 | \$318,500 | + 6.2% | \$297,990 | \$325,000 | + 9.1% |
| Percent of List Price Received* | 97.5% | 97.5% | + 0.1% | 97.4% | 97.6% | + 0.2% |
| Days on Market Until Sale | 125 | 132 | + 5.2% | 126 | 135 | + 7.8% |
| Inventory of Homes for Sale | 832 | 782 | - 6.0% | -- | -- | -- |

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation

