

# Local Market Update – March 2020

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



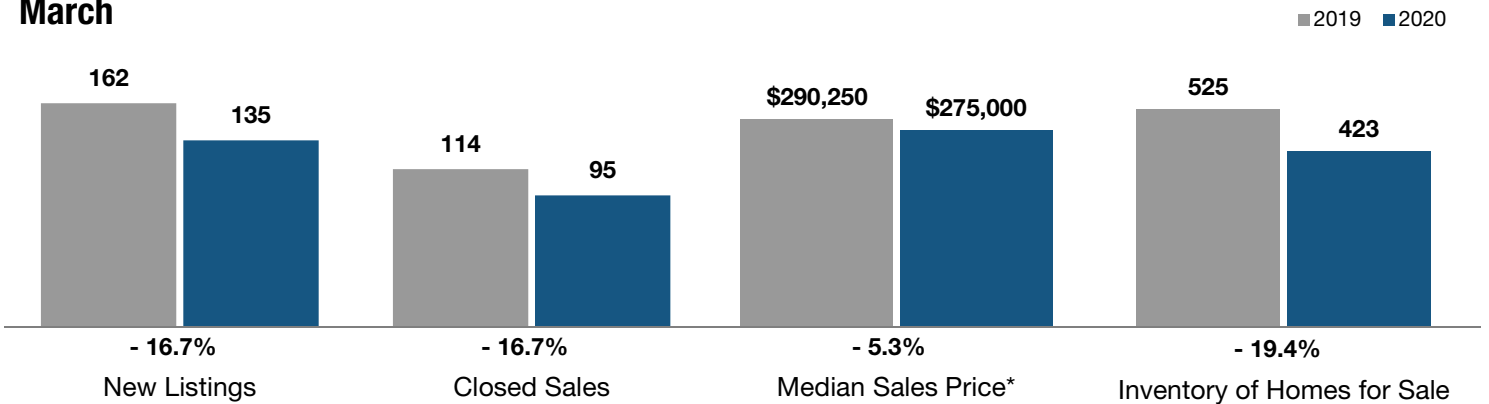
## Hilton Head Totals

Condos / Villas Only

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	162	135	- 16.7%	427	359	- 15.9%
Closed Sales	114	95	- 16.7%	240	231	- 3.8%
Median Sales Price*	\$290,250	\$275,000	- 5.3%	\$251,250	\$257,000	+ 2.3%
Percent of List Price Received*	95.9%	95.9%	- 0.1%	95.8%	95.9%	+ 0.2%
Days on Market Until Sale	146	124	- 15.3%	136	117	- 13.8%
Inventory of Homes for Sale	525	423	- 19.4%	--	--	--

\* 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.

### March



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

