

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®



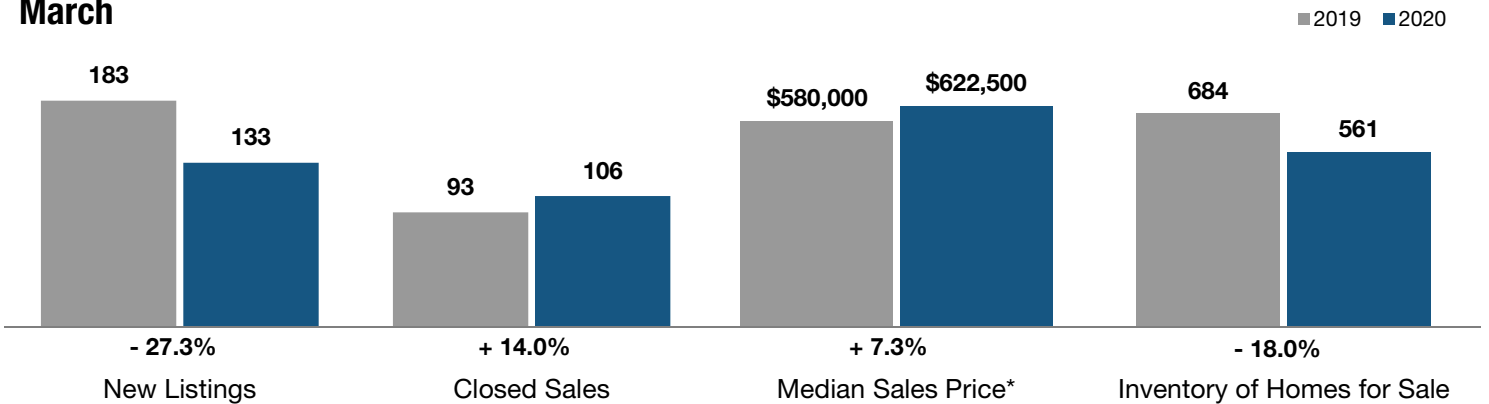
Hilton Head Totals

Detached Homes Only

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	183	133	- 27.3%	438	413	- 5.7%
Closed Sales	93	106	+ 14.0%	213	239	+ 12.2%
Median Sales Price*	\$580,000	\$622,500	+ 7.3%	\$554,972	\$600,000	+ 8.1%
Percent of List Price Received*	96.0%	95.7%	- 0.3%	95.8%	95.5%	- 0.2%
Days on Market Until Sale	147	151	+ 2.5%	169	175	+ 3.6%
Inventory of Homes for Sale	684	561	- 18.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

