

# Local Market Update – March 2017

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



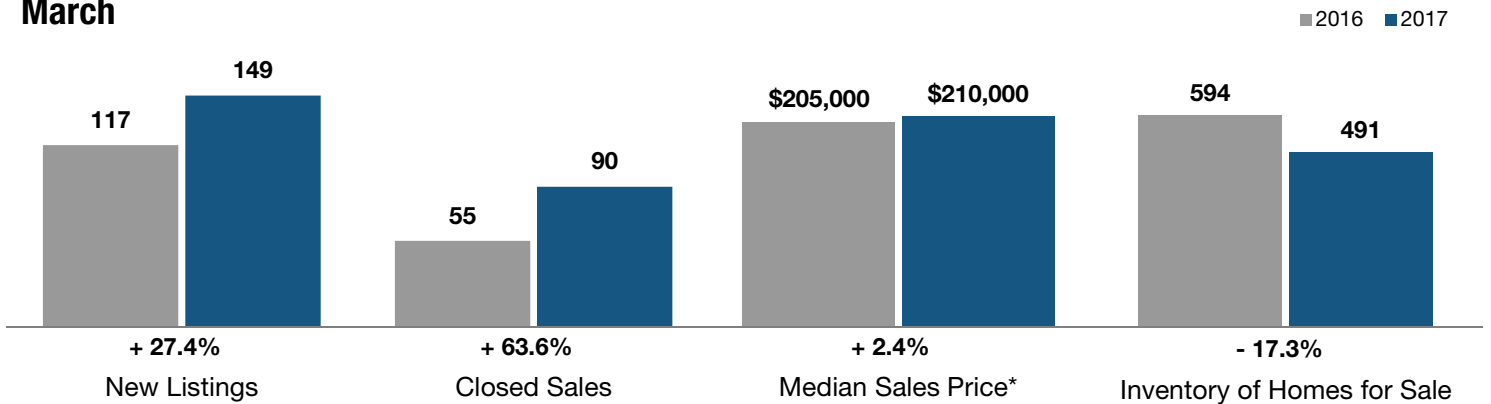
## Hilton Head Totals

Condos / Villas Only

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	117	<b>149</b>	+ 27.4%	338	<b>389</b>	+ 15.1%
Closed Sales	55	<b>90</b>	+ 63.6%	177	<b>208</b>	+ 17.5%
Median Sales Price*	\$205,000	<b>\$210,000</b>	+ 2.4%	\$228,000	<b>\$204,500</b>	- 10.3%
Percent of List Price Received*	93.0%	<b>95.1%</b>	+ 2.3%	93.3%	<b>94.4%</b>	+ 1.2%
Days on Market Until Sale	142	<b>192</b>	+ 35.4%	163	<b>186</b>	+ 14.1%
Inventory of Homes for Sale	594	<b>491</b>	- 17.3%	--	--	--

\* 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

