

Local Market Update – January 2018

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



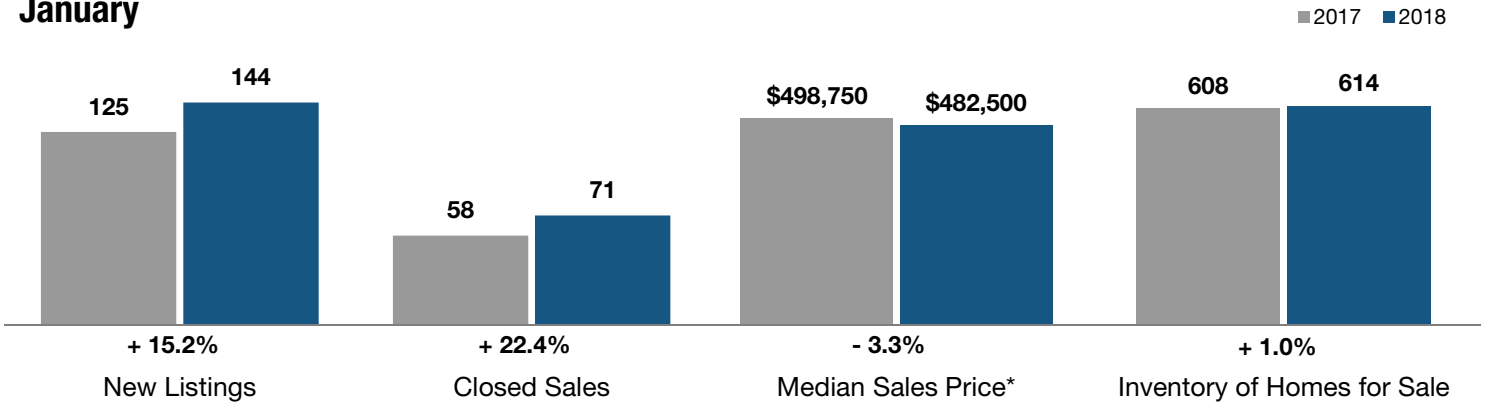
Hilton Head Totals

Detached Homes Only

| Key Metrics | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | 2017 | 2018 | Percent Change |
| New Listings | 125 | 144 | + 15.2% | 125 | 144 | + 15.2% |
| Closed Sales | 58 | 71 | + 22.4% | 58 | 71 | + 22.4% |
| Median Sales Price* | \$498,750 | \$482,500 | - 3.3% | \$498,750 | \$482,500 | - 3.3% |
| Percent of List Price Received* | 94.2% | 94.8% | + 0.6% | 94.2% | 94.8% | + 0.6% |
| Days on Market Until Sale | 191 | 185 | - 3.1% | 191 | 185 | - 3.1% |
| Inventory of Homes for Sale | 608 | 614 | + 1.0% | -- | -- | -- |

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation

