

# Local Market Update – December 2017

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



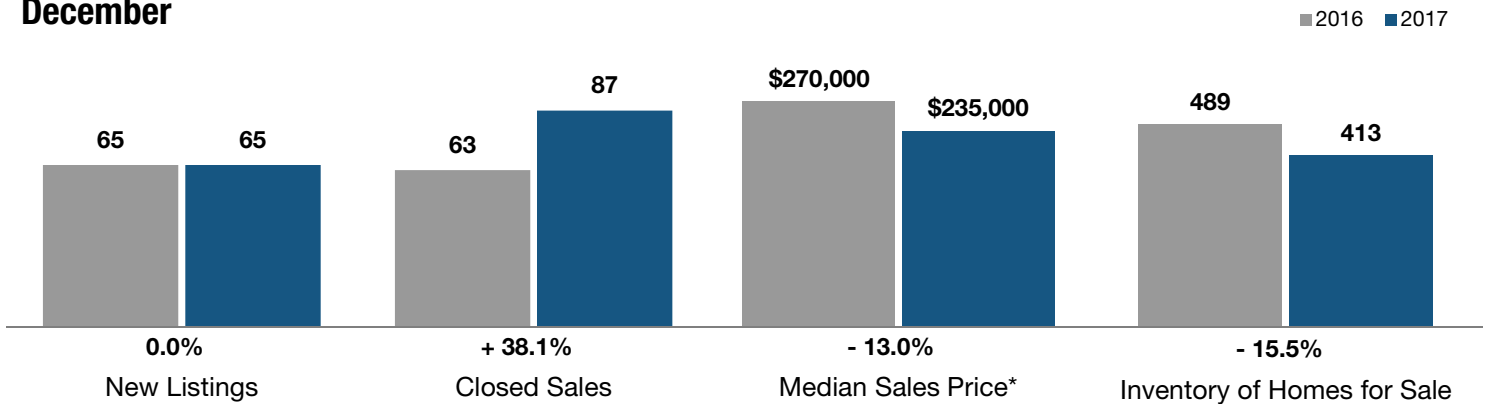
## Hilton Head Totals

Condos / Villas Only

Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	65	65	0.0%	1,213	1,320	+ 8.8%
Closed Sales	63	87	+ 38.1%	924	1,102	+ 19.3%
Median Sales Price*	\$270,000	\$235,000	- 13.0%	\$221,500	\$227,500	+ 2.7%
Percent of List Price Received*	95.0%	95.4%	+ 0.5%	94.4%	95.0%	+ 0.7%
Days on Market Until Sale	202	144	- 28.7%	160	158	- 1.3%
Inventory of Homes for Sale	489	413	- 15.5%	--	--	--

\* 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.

### December



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

