

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®



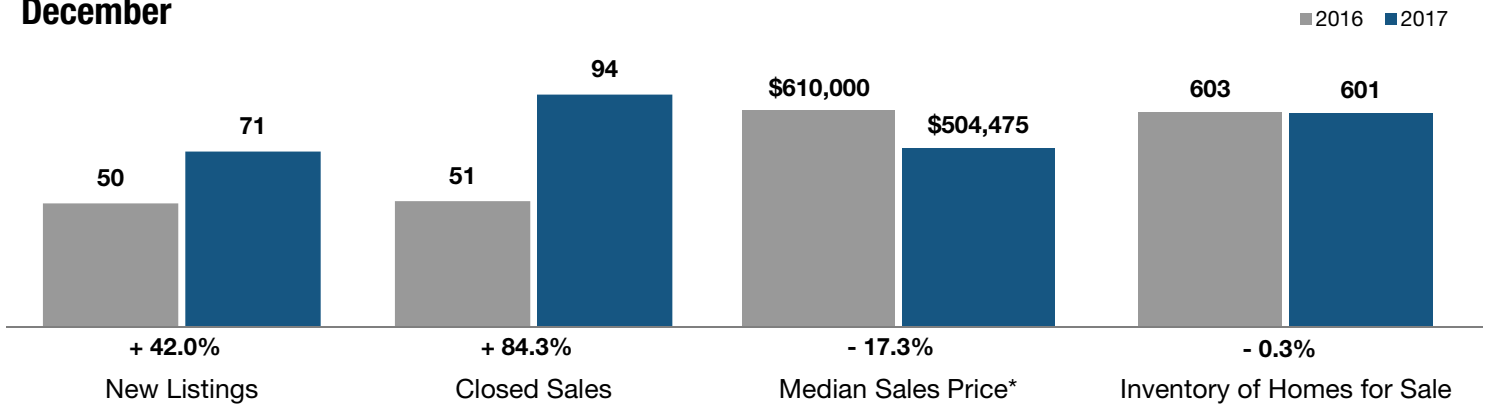
Hilton Head Totals

Detached Homes Only

Key Metrics	December			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	50	71	+ 42.0%	1,429	1,494	+ 4.5%
Closed Sales	51	94	+ 84.3%	896	975	+ 8.8%
Median Sales Price*	\$610,000	\$504,475	- 17.3%	\$519,250	\$535,000	+ 3.0%
Percent of List Price Received*	93.9%	94.7%	+ 0.8%	94.9%	95.4%	+ 0.5%
Days on Market Until Sale	201	170	- 15.5%	166	173	+ 4.6%
Inventory of Homes for Sale	603	601	- 0.3%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation

