

# Local Market Update – March 2018

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



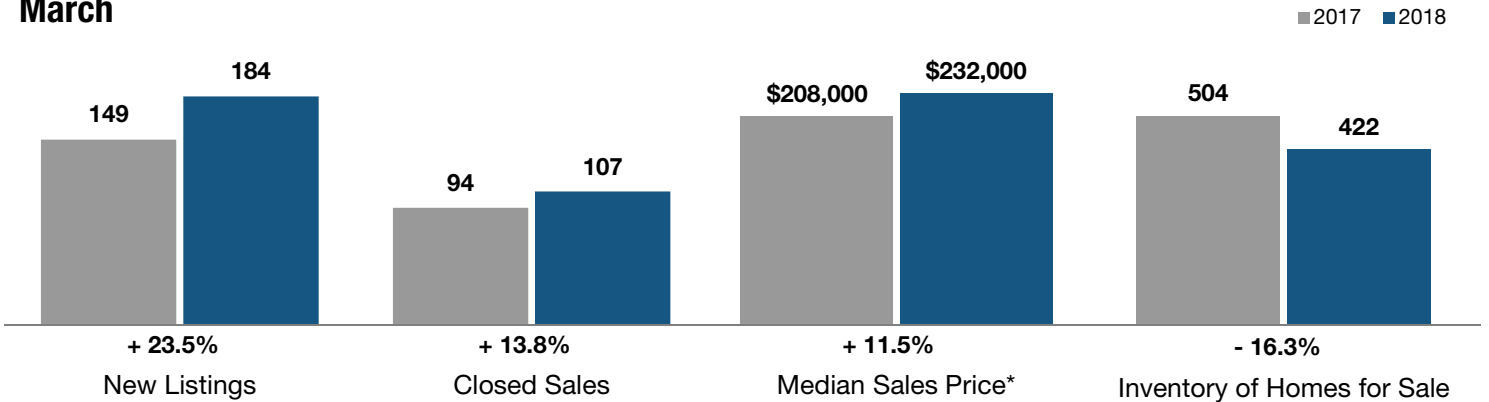
## Hilton Head Totals

Condos / Villas Only

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	149	<b>184</b>	+ 23.5%	389	<b>406</b>	+ 4.4%
Closed Sales	94	<b>107</b>	+ 13.8%	212	<b>246</b>	+ 16.0%
Median Sales Price*	\$208,000	<b>\$232,000</b>	+ 11.5%	\$201,500	<b>\$237,500</b>	+ 17.9%
Percent of List Price Received*	94.8%	<b>95.4%</b>	+ 0.7%	94.4%	<b>95.4%</b>	+ 1.0%
Days on Market Until Sale	190	<b>141</b>	- 25.8%	184	<b>136</b>	- 26.5%
Inventory of Homes for Sale	504	<b>422</b>	- 16.3%	--	--	--

\* 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

