

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®



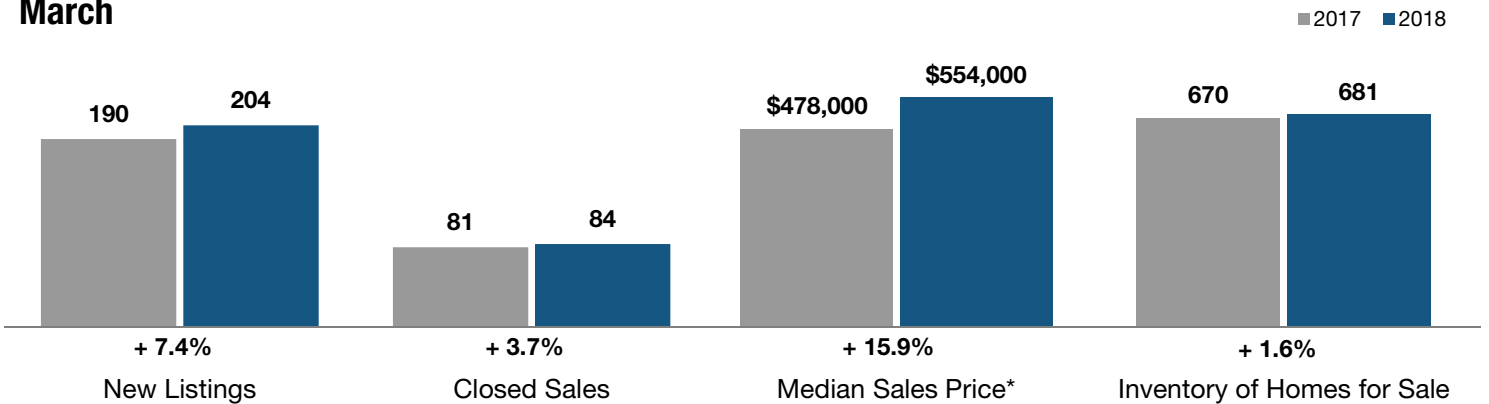
Hilton Head Totals

Detached Homes Only

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	190	204	+ 7.4%	436	518	+ 18.8%
Closed Sales	81	84	+ 3.7%	188	227	+ 20.7%
Median Sales Price*	\$478,000	\$554,000	+ 15.9%	\$506,500	\$530,000	+ 4.6%
Percent of List Price Received*	95.4%	95.9%	+ 0.5%	94.9%	95.7%	+ 0.8%
Days on Market Until Sale	164	160	- 2.4%	185	160	- 13.4%
Inventory of Homes for Sale	670	681	+ 1.6%	--	--	--

* 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

