

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®

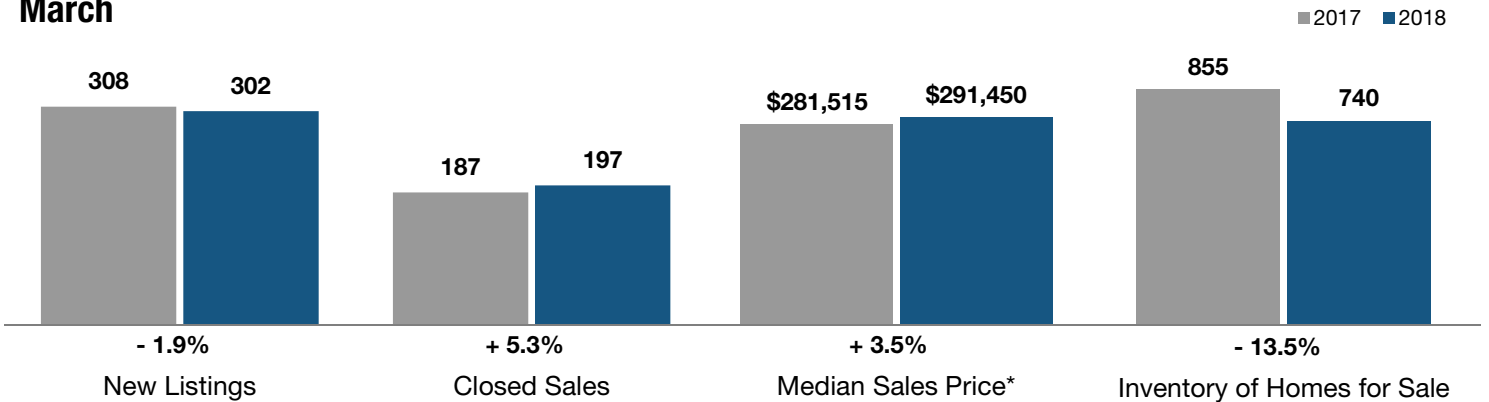


Mainland

| Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | 2017 | 2018 | Percent Change |
| New Listings | 308 | 302 | - 1.9% | 770 | 750 | - 2.6% |
| Closed Sales | 187 | 197 | + 5.3% | 432 | 476 | + 10.2% |
| Median Sales Price* | \$281,515 | \$291,450 | + 3.5% | \$281,015 | \$294,990 | + 5.0% |
| Percent of List Price Received* | 97.0% | 97.3% | + 0.3% | 97.1% | 97.5% | + 0.4% |
| Days on Market Until Sale | 129 | 125 | - 2.9% | 132 | 138 | + 4.3% |
| Inventory of Homes for Sale | 855 | 740 | - 13.5% | -- | -- | -- |

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

