

Local Market Update – September 2018

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



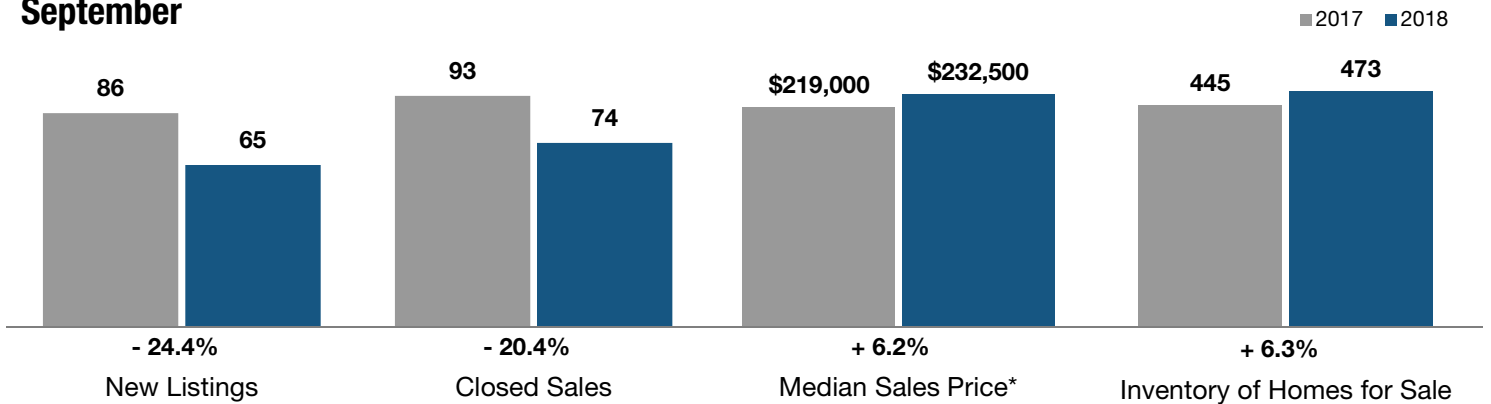
Hilton Head Totals

Condos / Villas Only

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	86	65	- 24.4%	1,039	1,149	+ 10.6%
Closed Sales	93	74	- 20.4%	831	877	+ 5.5%
Median Sales Price*	\$219,000	\$232,500	+ 6.2%	\$220,000	\$243,000	+ 10.5%
Percent of List Price Received*	95.2%	95.4%	+ 0.2%	94.8%	95.7%	+ 1.0%
Days on Market Until Sale	154	118	- 23.6%	159	125	- 21.3%
Inventory of Homes for Sale	445	473	+ 6.3%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation

