

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®



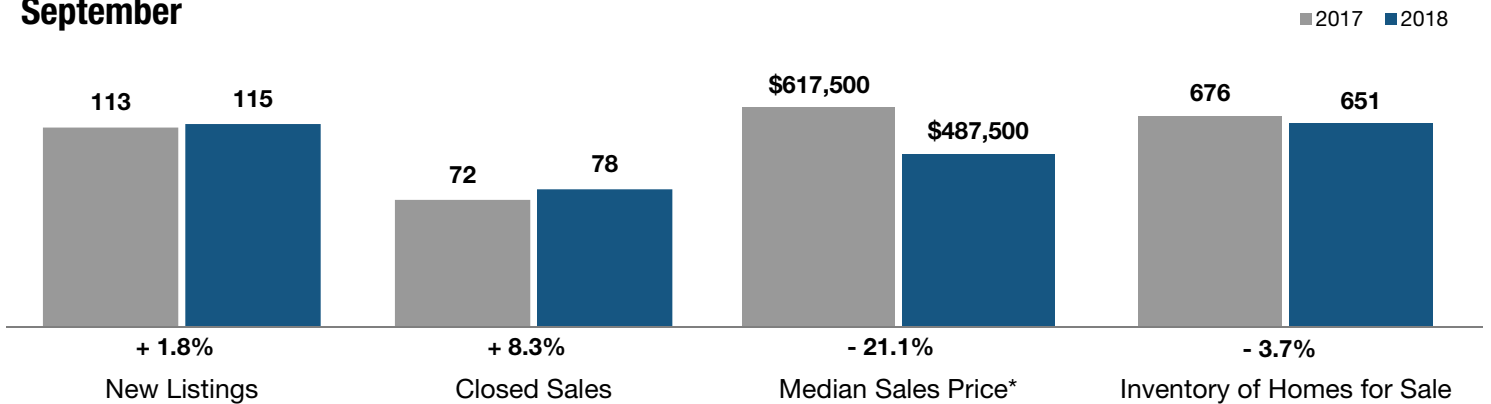
Hilton Head Totals

Detached Homes Only

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	113	115	+ 1.8%	1,167	1,314	+ 12.6%
Closed Sales	72	78	+ 8.3%	730	866	+ 18.6%
Median Sales Price*	\$617,500	\$487,500	- 21.1%	\$540,000	\$530,000	- 1.9%
Percent of List Price Received*	95.2%	95.8%	+ 0.6%	95.5%	95.6%	+ 0.2%
Days on Market Until Sale	177	147	- 16.7%	175	151	- 13.6%
Inventory of Homes for Sale	676	651	- 3.7%	--	--	--

* 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

