

Local Market Update – October 2018

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



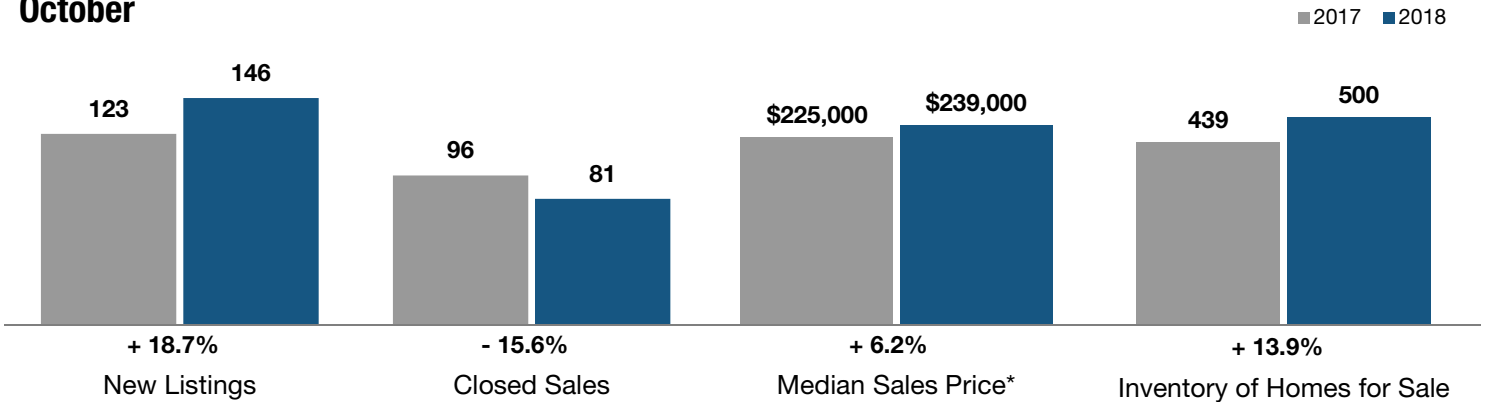
Hilton Head Totals

Condos / Villas Only

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	123	146	+ 18.7%	1,162	1,295	+ 11.4%
Closed Sales	96	81	- 15.6%	927	959	+ 3.5%
Median Sales Price*	\$225,000	\$239,000	+ 6.2%	\$220,000	\$240,000	+ 9.1%
Percent of List Price Received*	95.8%	95.7%	- 0.1%	94.9%	95.7%	+ 0.9%
Days on Market Until Sale	159	126	- 20.6%	159	125	- 21.3%
Inventory of Homes for Sale	439	500	+ 13.9%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation

