

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®



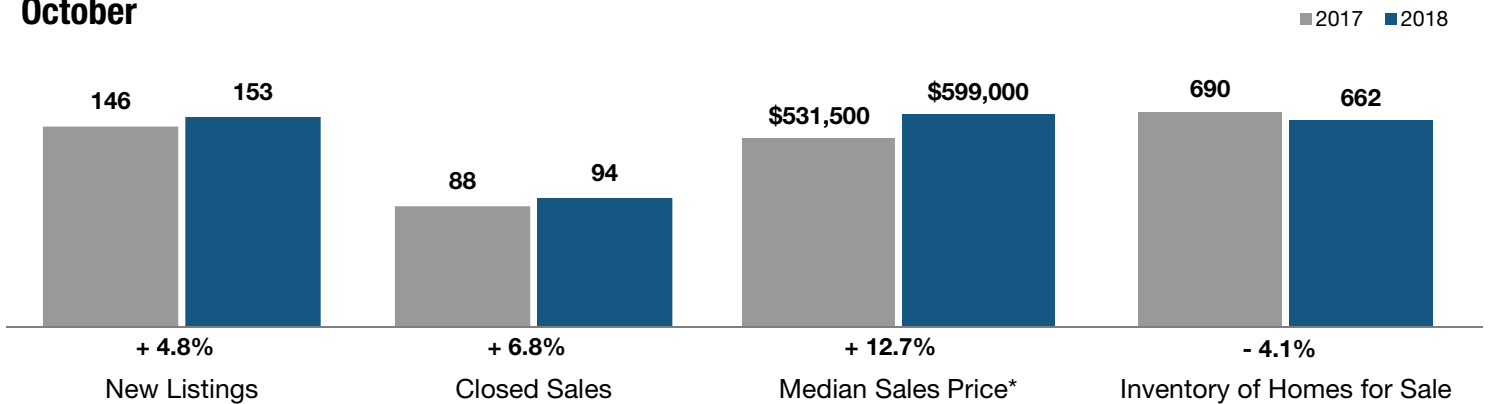
Hilton Head Totals

Detached Homes Only

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	146	153	+ 4.8%	1,313	1,467	+ 11.7%
Closed Sales	88	94	+ 6.8%	818	961	+ 17.5%
Median Sales Price*	\$531,500	\$599,000	+ 12.7%	\$537,500	\$534,500	- 0.6%
Percent of List Price Received*	95.4%	95.8%	+ 0.4%	95.5%	95.6%	+ 0.2%
Days on Market Until Sale	170	165	- 2.9%	174	153	- 12.5%
Inventory of Homes for Sale	690	662	- 4.1%	--	--	--

* 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

