

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®

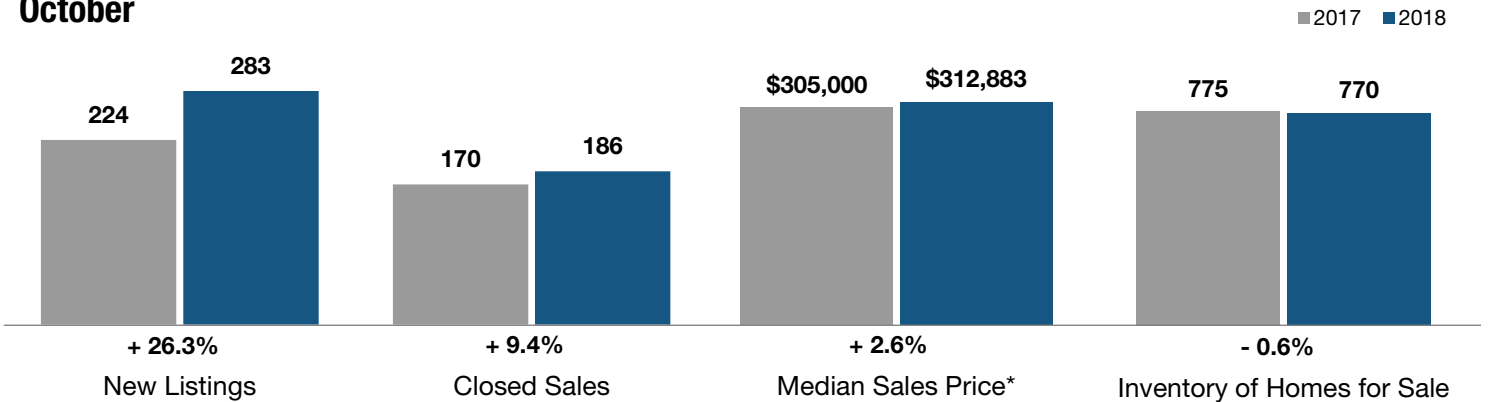


Mainland

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	224	283	+ 26.3%	2,364	2,600	+ 10.0%
Closed Sales	170	186	+ 9.4%	1,759	2,024	+ 15.1%
Median Sales Price*	\$305,000	\$312,883	+ 2.6%	\$285,000	\$288,165	+ 1.1%
Percent of List Price Received*	97.4%	97.6%	+ 0.3%	97.2%	97.6%	+ 0.4%
Days on Market Until Sale	138	116	- 16.0%	135	126	- 6.8%
Inventory of Homes for Sale	775	770	- 0.6%	--	--	--

* 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

