

# Local Market Update – November 2018

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



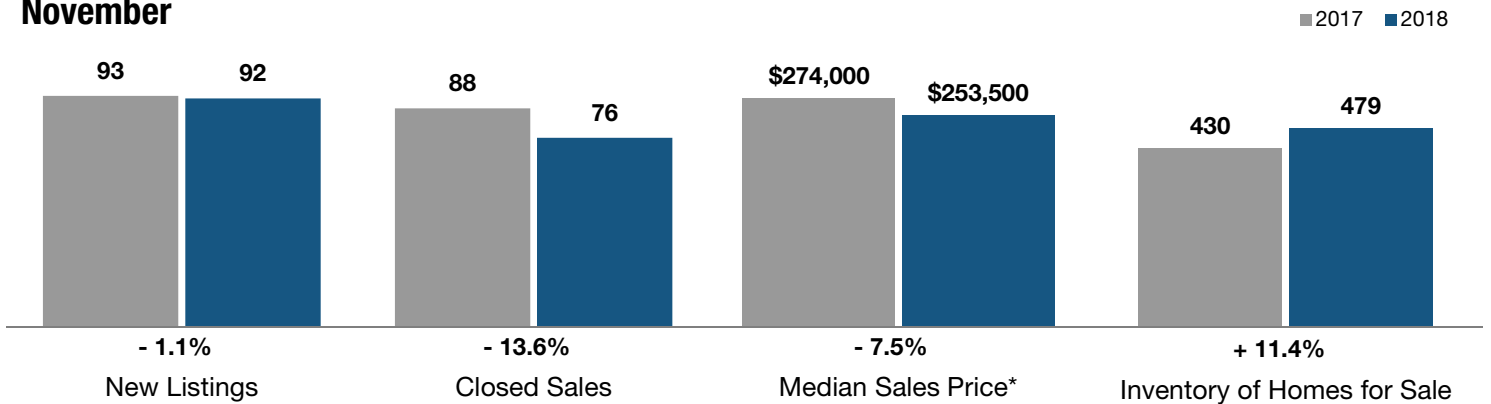
## Hilton Head Totals

Condos / Villas Only

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	93	92	- 1.1%	1,255	1,387	+ 10.5%
Closed Sales	88	76	- 13.6%	1,015	1,035	+ 2.0%
Median Sales Price*	\$274,000	\$253,500	- 7.5%	\$225,688	\$241,000	+ 6.8%
Percent of List Price Received*	95.4%	95.7%	+ 0.3%	95.0%	95.7%	+ 0.8%
Days on Market Until Sale	161	114	- 29.2%	159	124	- 21.9%
Inventory of Homes for Sale	430	479	+ 11.4%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation

