

# 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®



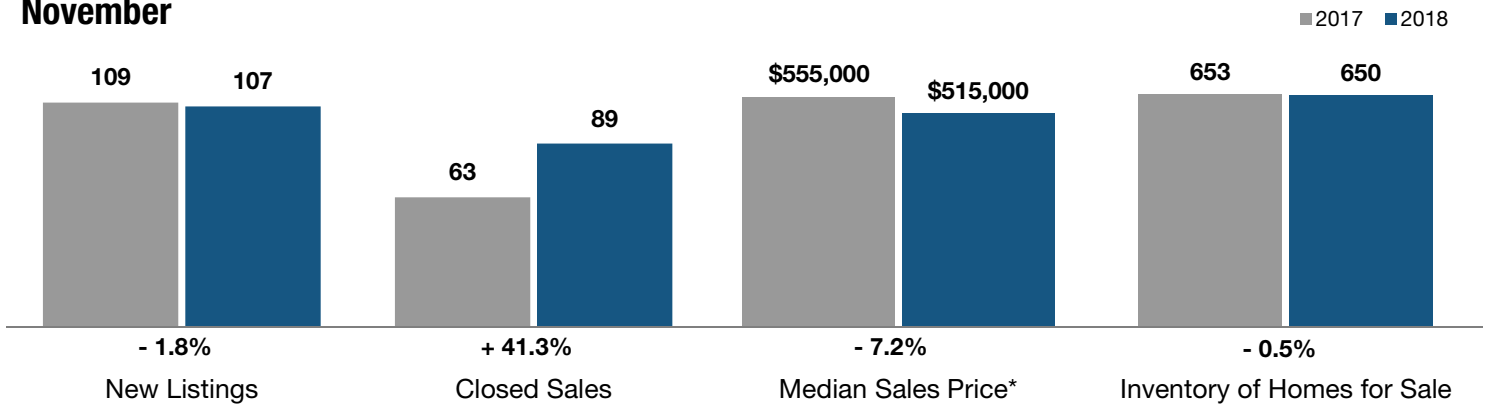
## Hilton Head Totals

Detached Homes Only

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	109	107	- 1.8%	1,422	1,574	+ 10.7%
Closed Sales	63	89	+ 41.3%	881	1,050	+ 19.2%
Median Sales Price*	\$555,000	\$515,000	- 7.2%	\$540,000	\$533,500	- 1.2%
Percent of List Price Received*	95.6%	96.4%	+ 0.8%	95.5%	95.7%	+ 0.2%
Days on Market Until Sale	167	167	- 0.6%	174	154	- 11.6%
Inventory of Homes for Sale	653	650	- 0.5%	--	--	--

\* 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

