

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®

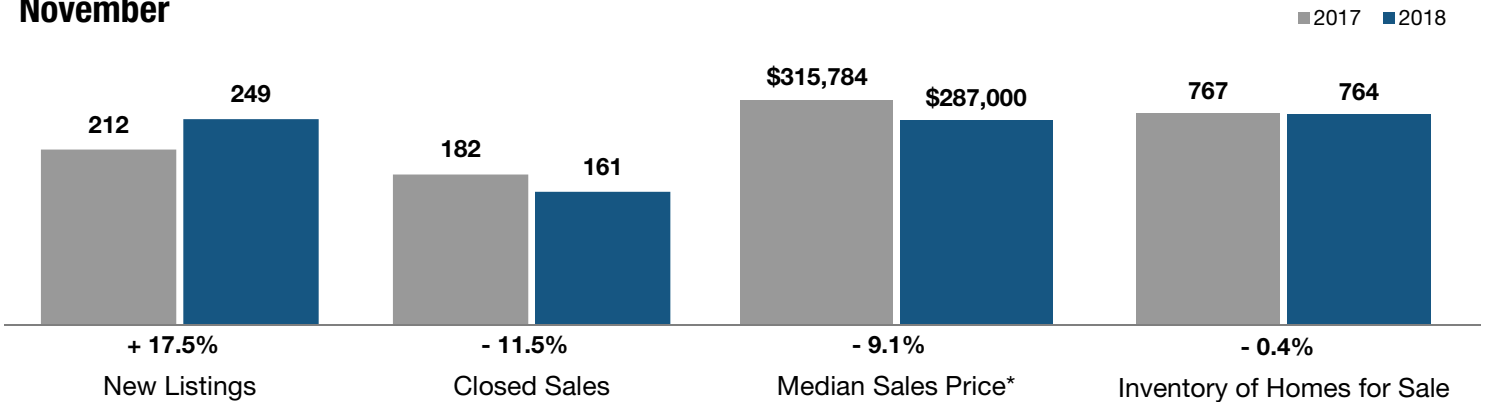


Mainland

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	212	249	+ 17.5%	2,576	2,849	+ 10.6%
Closed Sales	182	161	- 11.5%	1,941	2,193	+ 13.0%
Median Sales Price*	\$315,784	\$287,000	- 9.1%	\$285,000	\$288,733	+ 1.3%
Percent of List Price Received*	97.4%	97.2%	- 0.2%	97.2%	97.6%	+ 0.4%
Days on Market Until Sale	130	116	- 10.6%	134	125	- 7.1%
Inventory of Homes for Sale	767	764	- 0.4%	--	--	--

* 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

