

# Local Market Update – February 2017

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



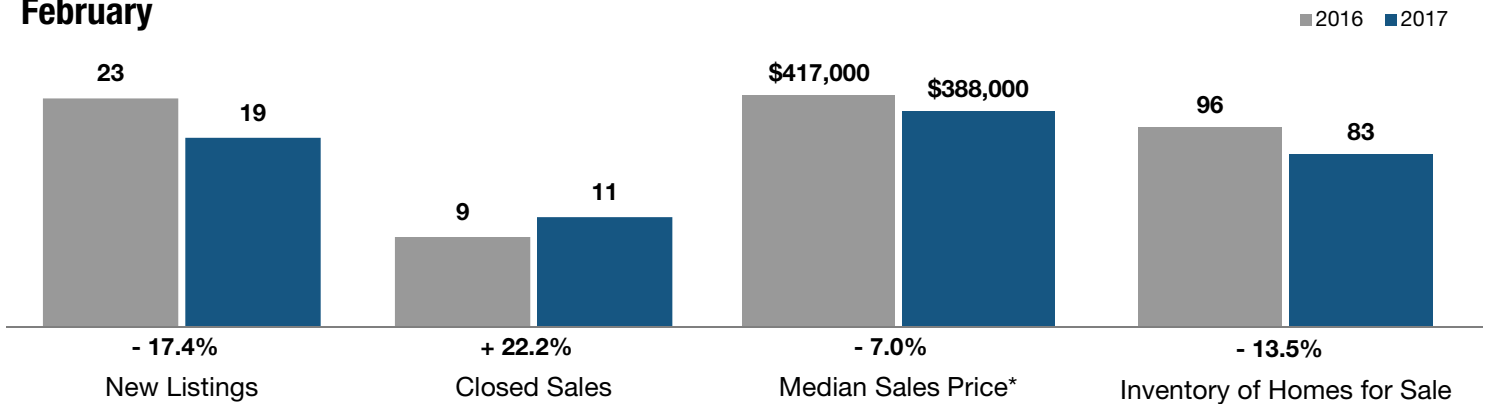
## 1: Sea Pines

Condos / Villas Only

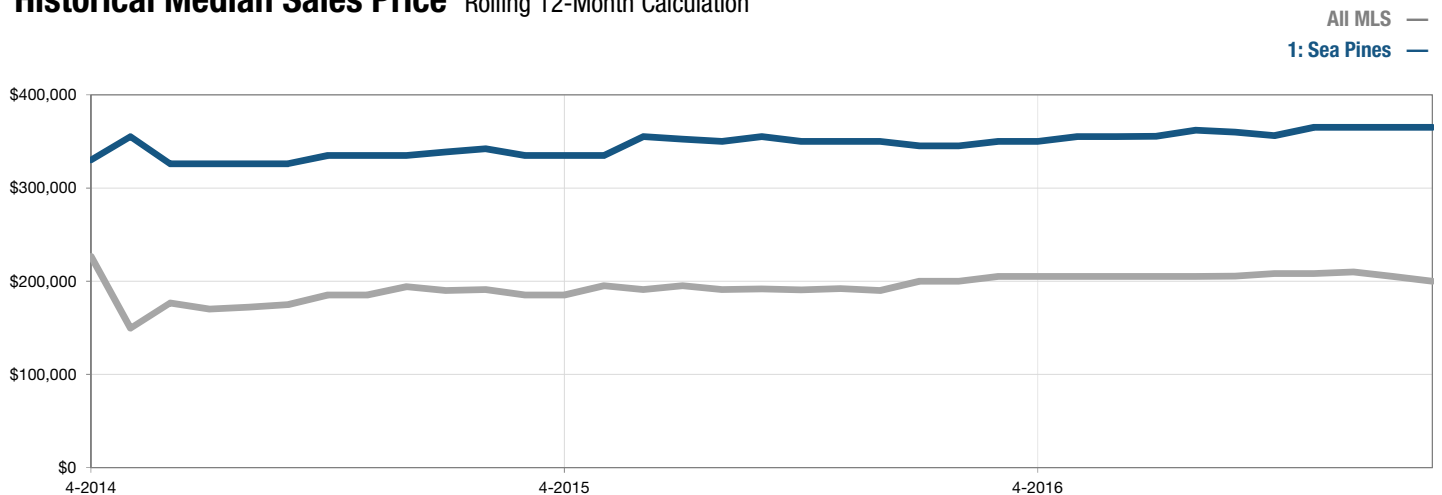
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	23	19	- 17.4%	36	34	- 5.6%
Closed Sales	9	11	+ 22.2%	19	21	+ 10.5%
Median Sales Price*	\$417,000	<b>\$388,000</b>	- 7.0%	\$325,000	<b>\$362,000</b>	+ 11.4%
Percent of List Price Received*	92.8%	<b>94.6%</b>	+ 1.9%	93.6%	<b>94.6%</b>	+ 1.0%
Days on Market Until Sale	215	<b>237</b>	+ 10.3%	204	<b>229</b>	+ 12.3%
Inventory of Homes for Sale	96	<b>83</b>	- 13.5%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



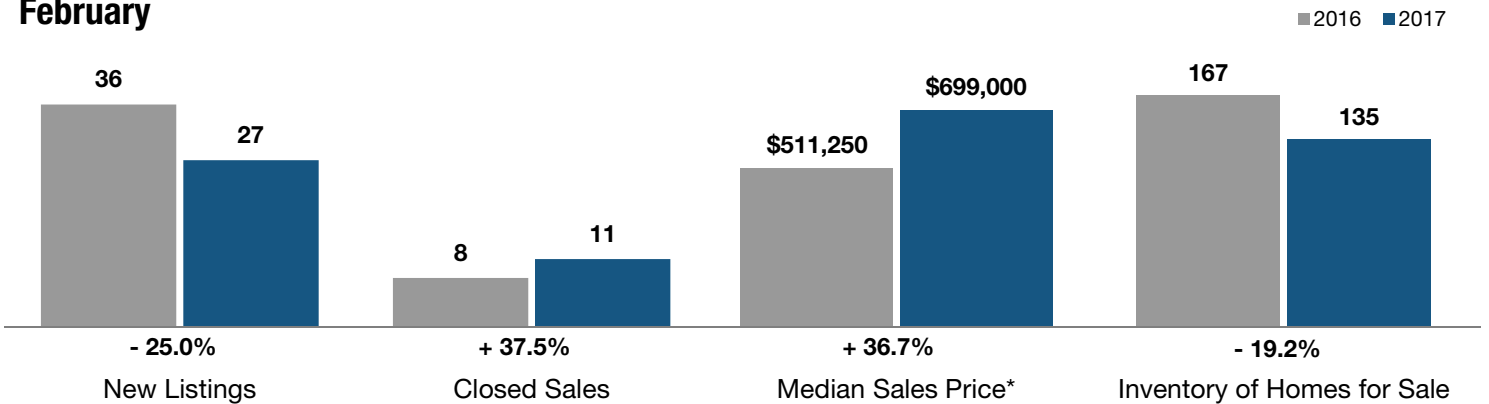
## 1: Sea Pines

Detached Homes Only

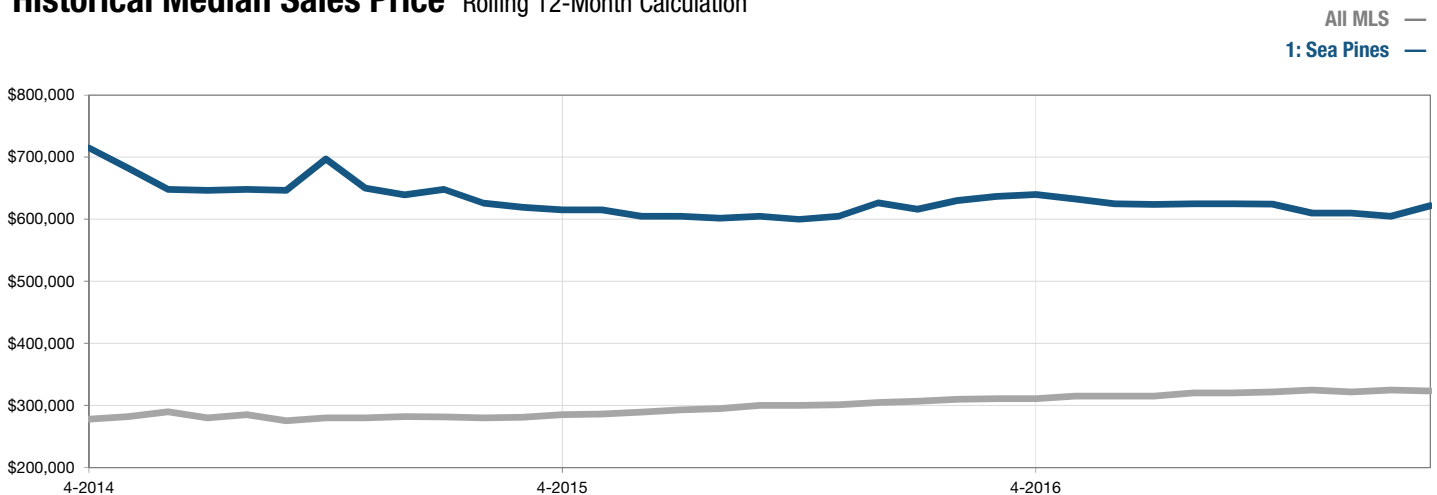
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	36	27	- 25.0%	81	51	- 37.0%
Closed Sales	8	11	+ 37.5%	24	23	- 4.2%
Median Sales Price*	\$511,250	<b>\$699,000</b>	+ 36.7%	\$581,500	<b>\$695,000</b>	+ 19.5%
Percent of List Price Received*	94.1%	<b>96.2%</b>	+ 2.2%	93.7%	<b>94.8%</b>	+ 1.1%
Days on Market Until Sale	131	<b>167</b>	+ 26.9%	159	<b>179</b>	+ 12.9%
Inventory of Homes for Sale	167	<b>135</b>	- 19.2%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



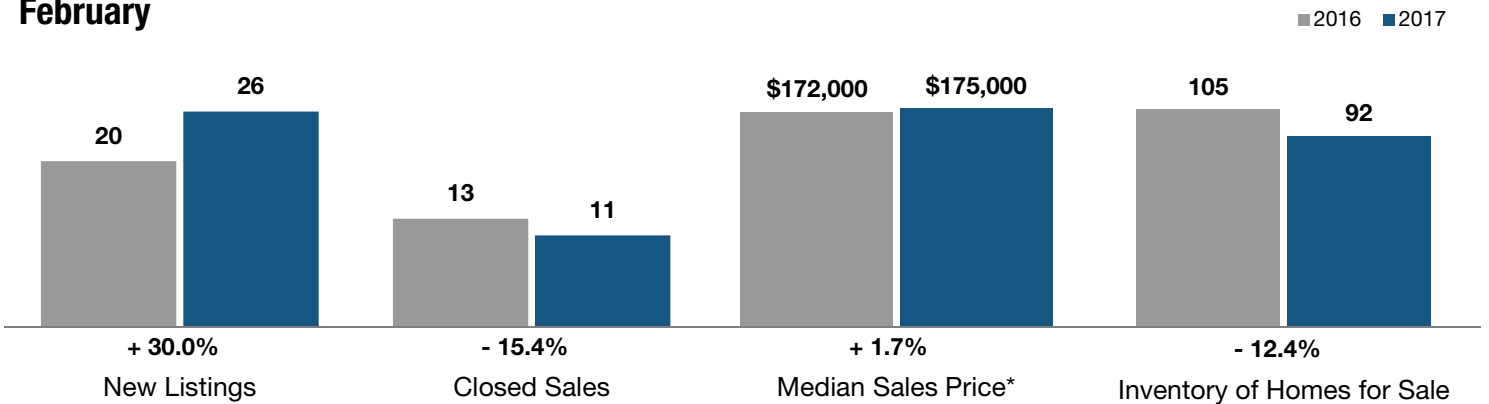
## 2: Forest Beach

Condos / Villas Only

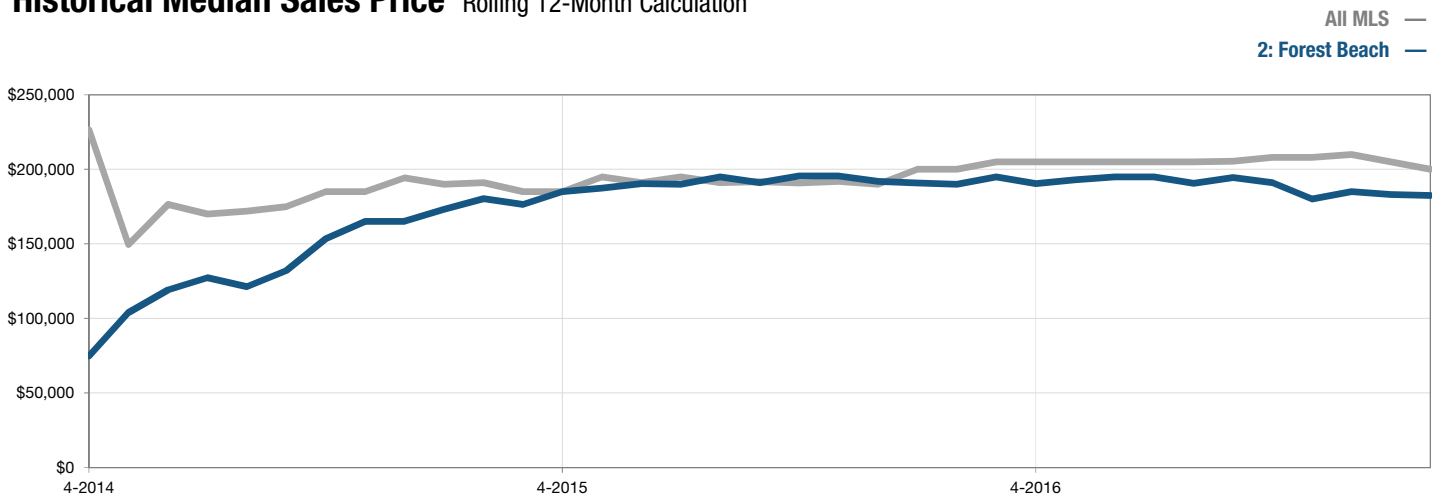
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	<b>26</b>	+ 30.0%	36	<b>57</b>	+ 58.3%
Closed Sales	13	<b>11</b>	- 15.4%	23	<b>26</b>	+ 13.0%
Median Sales Price*	\$172,000	<b>\$175,000</b>	+ 1.7%	\$205,000	<b>\$162,000</b>	- 21.0%
Percent of List Price Received*	93.4%	<b>94.6%</b>	+ 1.4%	94.9%	<b>91.3%</b>	- 3.8%
Days on Market Until Sale	145	<b>259</b>	+ 78.0%	169	<b>180</b>	+ 6.5%
Inventory of Homes for Sale	105	<b>92</b>	- 12.4%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



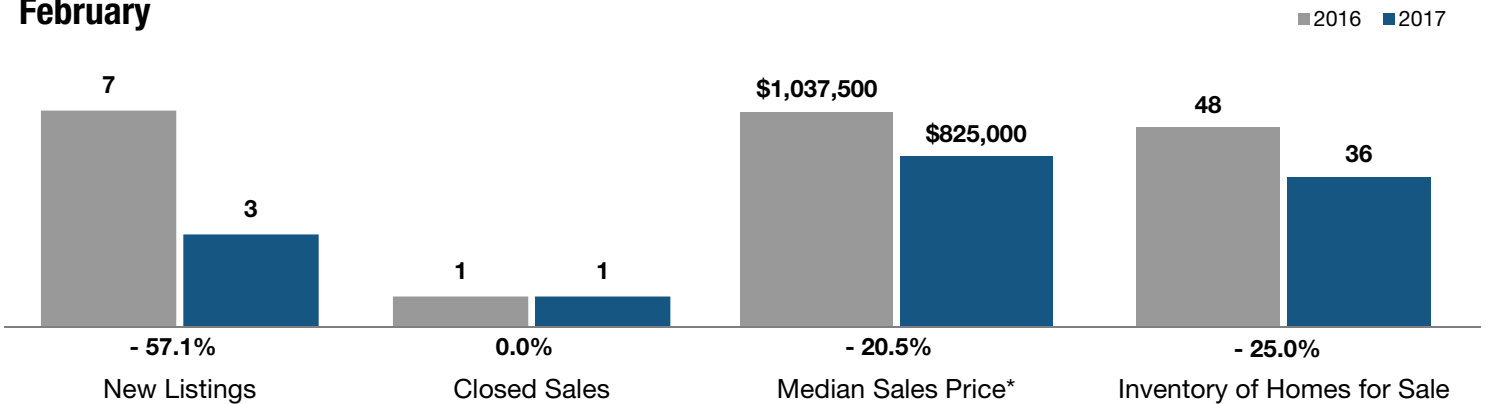
## 2: Forest Beach

Detached Homes Only

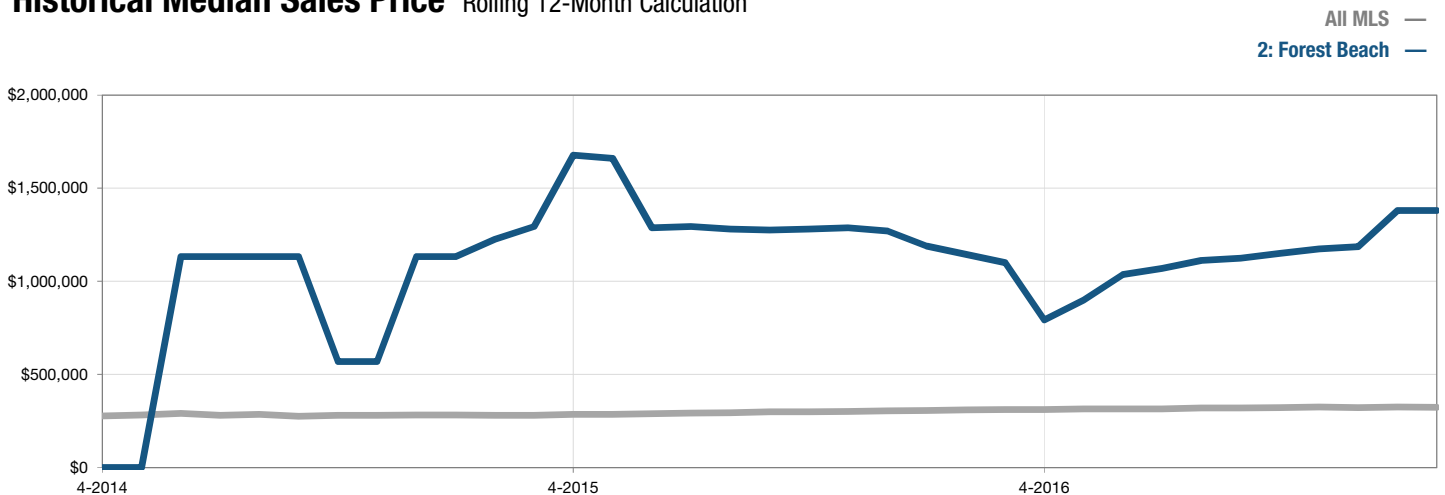
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	3	- 57.1%	12	10	- 16.7%
Closed Sales	1	1	0.0%	3	5	+ 66.7%
Median Sales Price*	\$1,037,500	<b>\$825,000</b>	- 20.5%	\$735,000	<b>\$1,468,000</b>	+ 99.7%
Percent of List Price Received*	96.5%	<b>92.8%</b>	- 3.8%	93.3%	<b>89.6%</b>	- 4.0%
Days on Market Until Sale	92	<b>74</b>	- 19.6%	213	<b>309</b>	+ 45.1%
Inventory of Homes for Sale	48	<b>36</b>	- 25.0%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



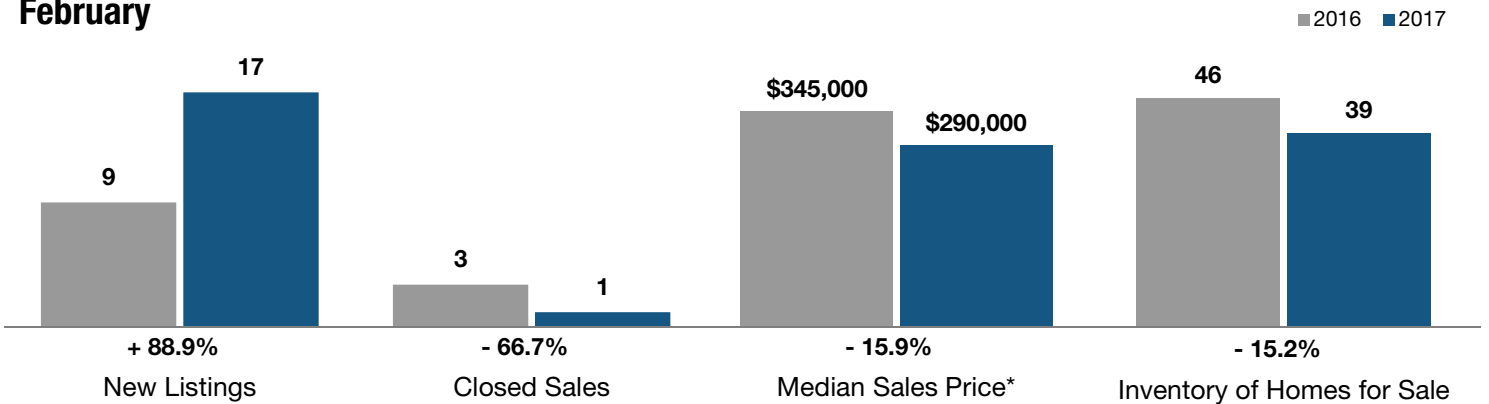
## 3: Shipyard

Condos / Villas Only

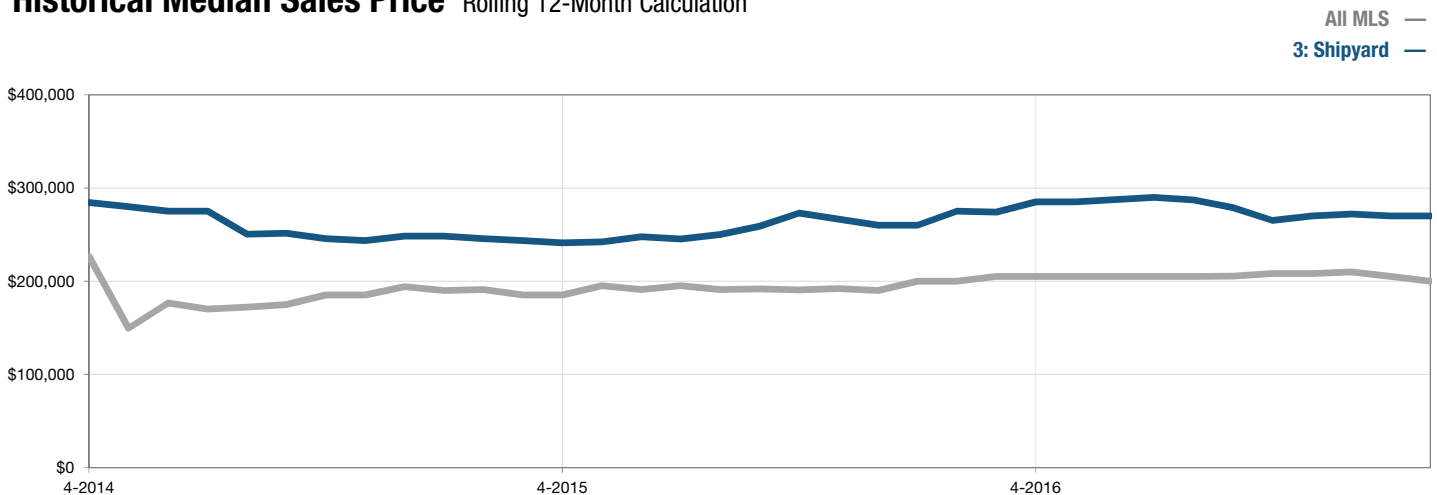
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	9	17	+ 88.9%	17	26	+ 52.9%
Closed Sales	3	1	- 66.7%	7	4	- 42.9%
Median Sales Price*	\$345,000	\$290,000	- 15.9%	\$345,000	\$247,500	- 28.3%
Percent of List Price Received*	94.3%	93.9%	- 0.5%	94.3%	95.5%	+ 1.2%
Days on Market Until Sale	115	210	+ 83.1%	192	117	- 39.3%
Inventory of Homes for Sale	46	39	- 15.2%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



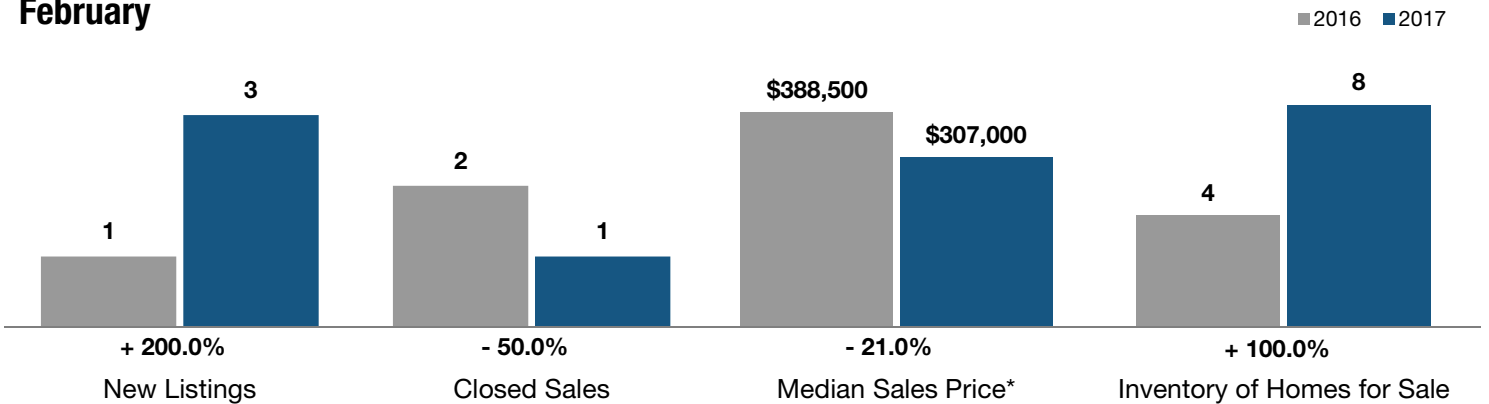
## 3: Shipyard

Detached Homes Only

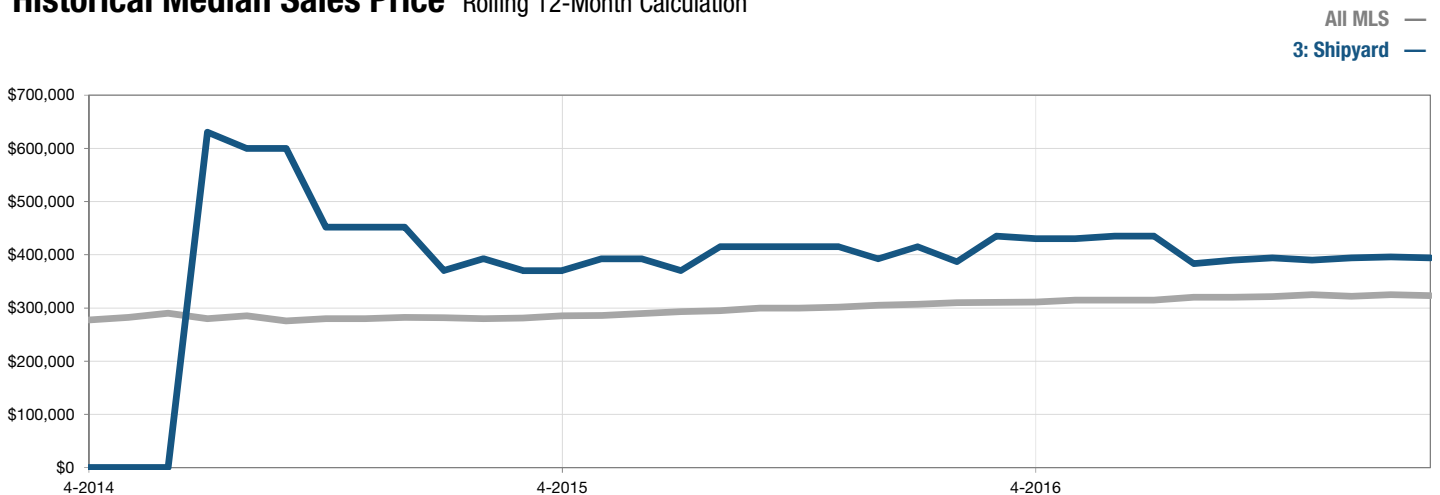
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	3	+ 200.0%	3	6	+ 100.0%
Closed Sales	2	1	- 50.0%	2	2	0.0%
Median Sales Price*	\$388,500	\$307,000	- 21.0%	\$388,500	\$352,500	- 9.3%
Percent of List Price Received*	93.9%	96.0%	+ 2.2%	93.9%	97.7%	+ 4.1%
Days on Market Until Sale	262	57	- 78.2%	262	74	- 71.8%
Inventory of Homes for Sale	4	8	+ 100.0%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

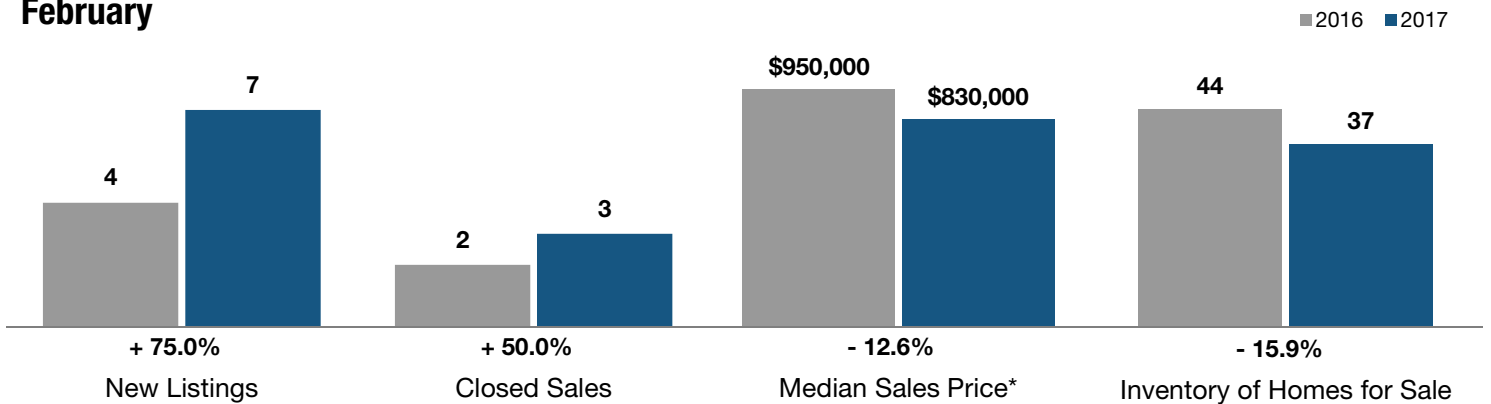


## 4: Wexford

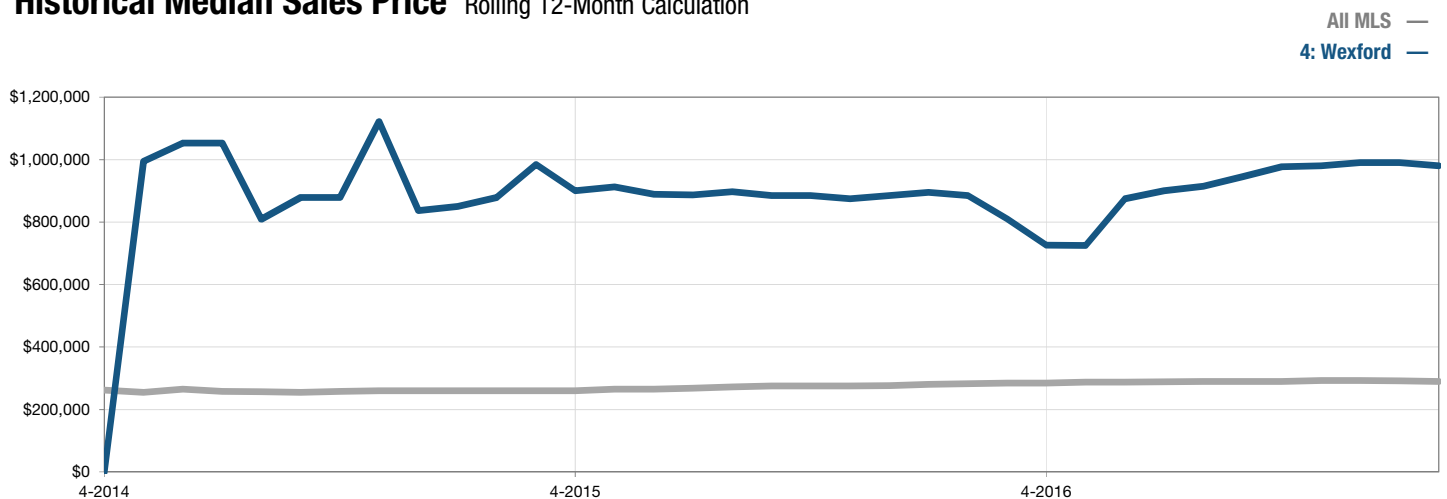
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	4	7	+ 75.0%	10	11	+ 10.0%
Closed Sales	2	3	+ 50.0%	3	4	+ 33.3%
Median Sales Price*	\$950,000	\$830,000	- 12.6%	\$1,112,500	\$1,315,000	+ 18.2%
Percent of List Price Received*	91.0%	93.9%	+ 3.2%	94.7%	93.3%	- 1.5%
Days on Market Until Sale	541	150	- 72.2%	391	232	- 40.7%
Inventory of Homes for Sale	44	37	- 15.9%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

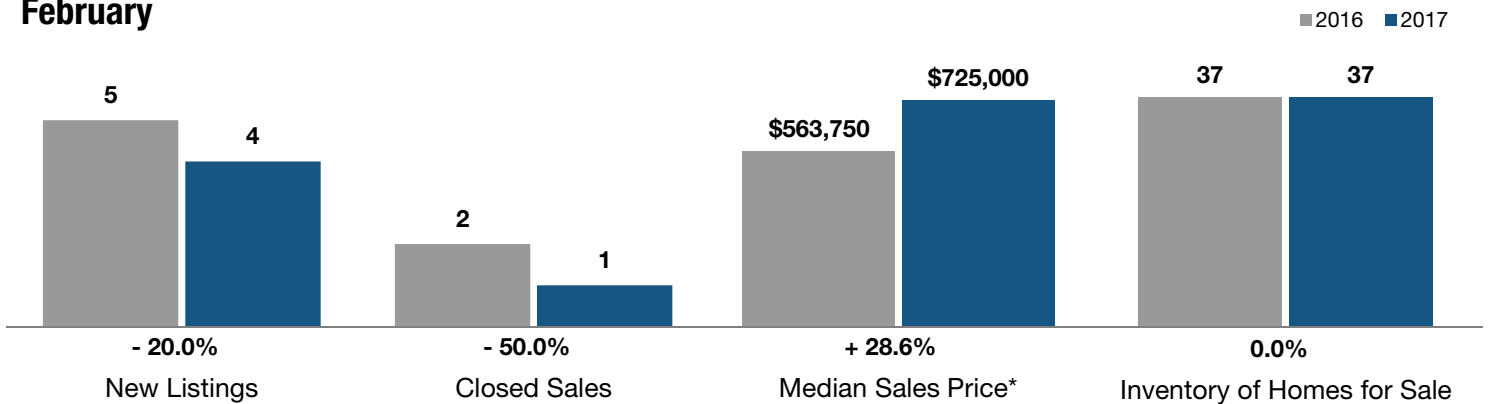


## 5: Long Cove

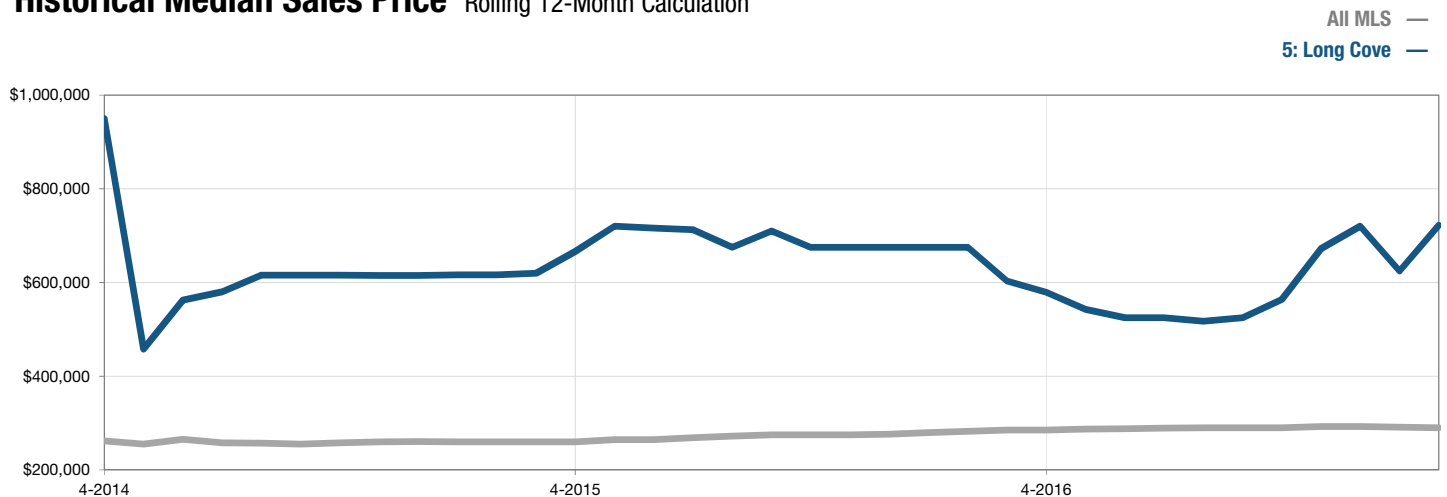
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	4	- 20.0%	11	9	- 18.2%
Closed Sales	2	1	- 50.0%	4	1	- 75.0%
Median Sales Price*	\$563,750	<b>\$725,000</b>	+ 28.6%	\$683,750	<b>\$725,000</b>	+ 6.0%
Percent of List Price Received*	95.9%	<b>90.7%</b>	- 5.4%	95.7%	<b>90.7%</b>	- 5.2%
Days on Market Until Sale	141	<b>366</b>	+ 159.6%	179	<b>366</b>	+ 104.2%
Inventory of Homes for Sale	37	<b>37</b>	0.0%	--	--	--

\* 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.

### February



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





# Local Market Update – February 2017

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



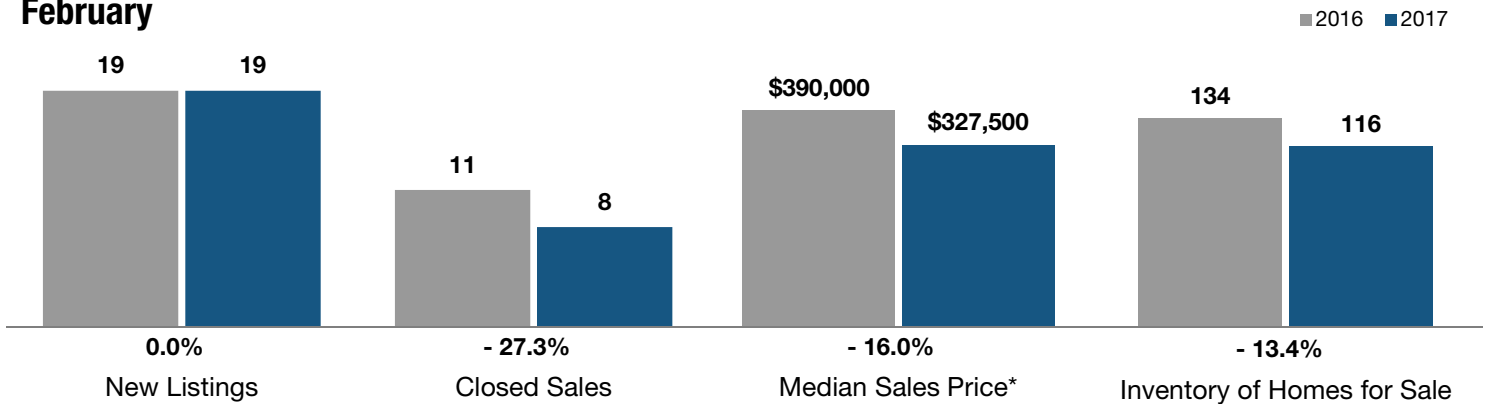
## 6: Palmetto Dunes

Condos / Villas Only

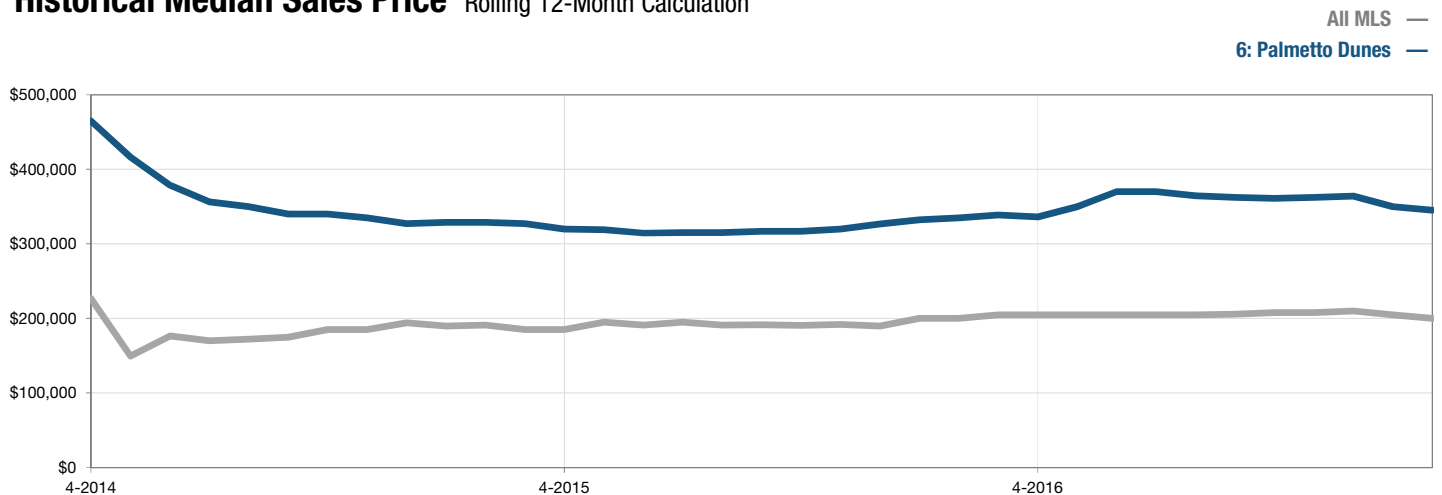
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	19	19	0.0%	42	32	- 23.8%
Closed Sales	11	8	- 27.3%	26	18	- 30.8%
Median Sales Price*	\$390,000	\$327,500	- 16.0%	\$442,000	\$315,000	- 28.7%
Percent of List Price Received*	93.7%	93.8%	+ 0.1%	93.9%	94.4%	+ 0.5%
Days on Market Until Sale	192	179	- 6.9%	197	260	+ 32.2%
Inventory of Homes for Sale	134	116	- 13.4%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



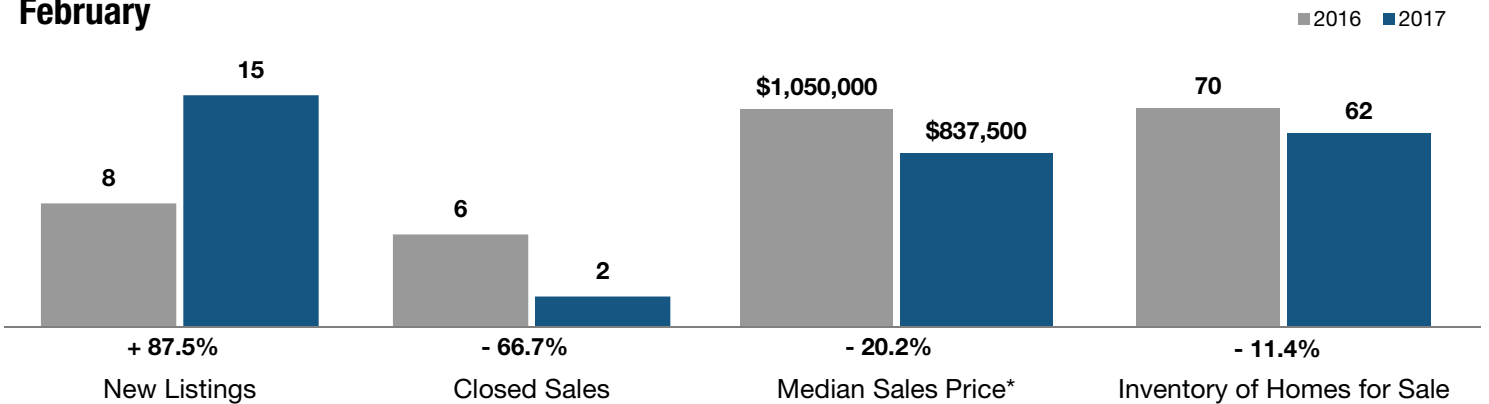
## 6: Palmetto Dunes

Detached Homes Only

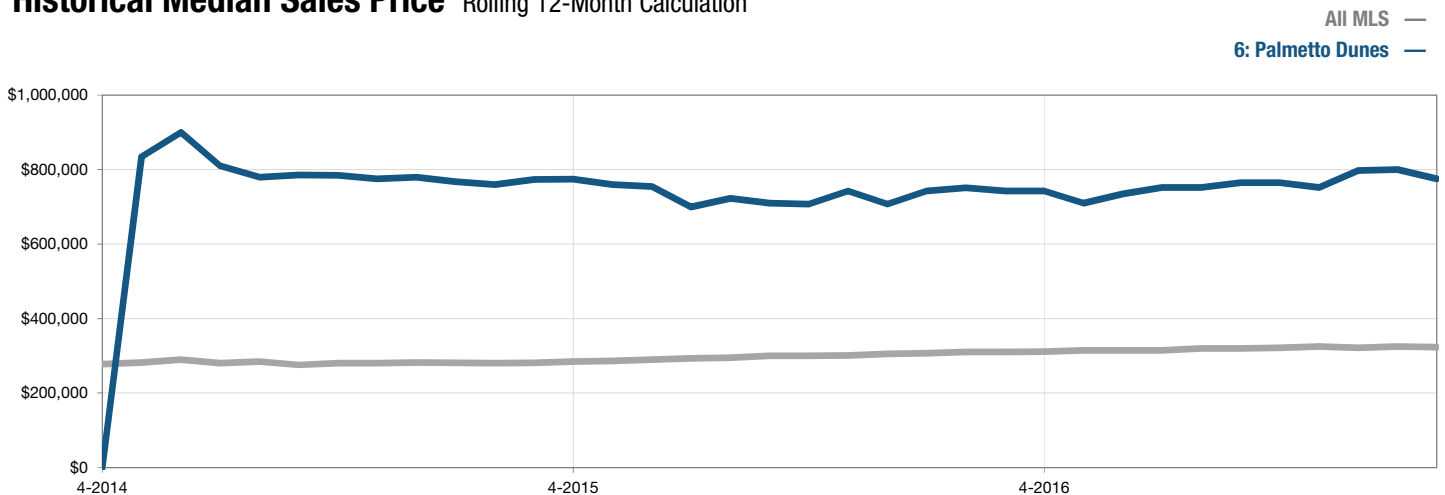
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	15	+ 87.5%	14	20	+ 42.9%
Closed Sales	6	2	- 66.7%	8	7	- 12.5%
Median Sales Price*	\$1,050,000	<b>\$837,500</b>	- 20.2%	\$1,154,500	<b>\$1,092,500</b>	- 5.4%
Percent of List Price Received*	95.6%	<b>94.2%</b>	- 1.5%	94.6%	<b>90.4%</b>	- 4.4%
Days on Market Until Sale	221	103	- 53.5%	251	131	- 47.9%
Inventory of Homes for Sale	70	62	- 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.

### February



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



# Local Market Update – February 2017

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



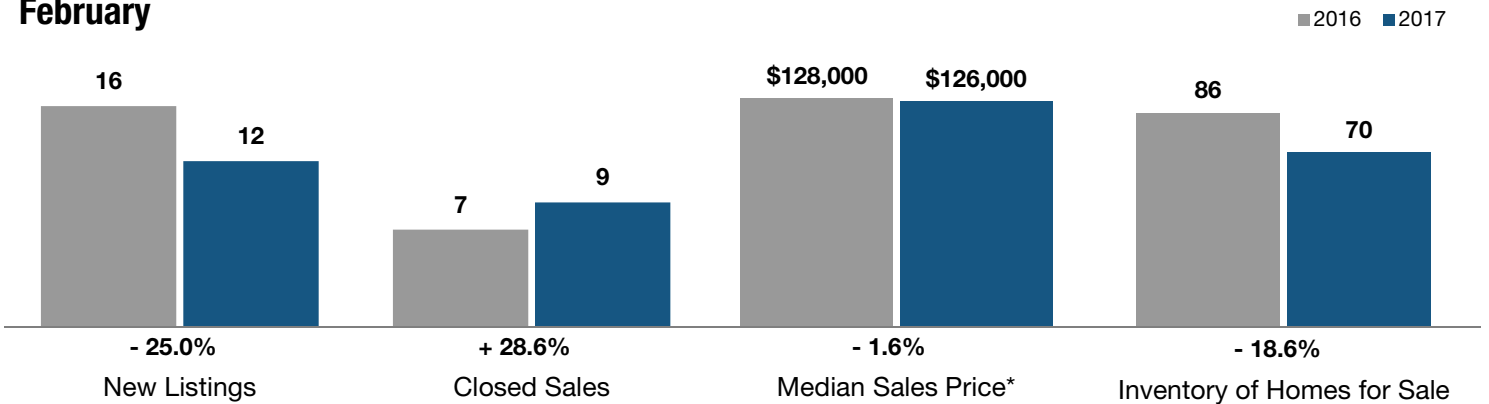
## 7: Folly Field

Condos / Villas Only

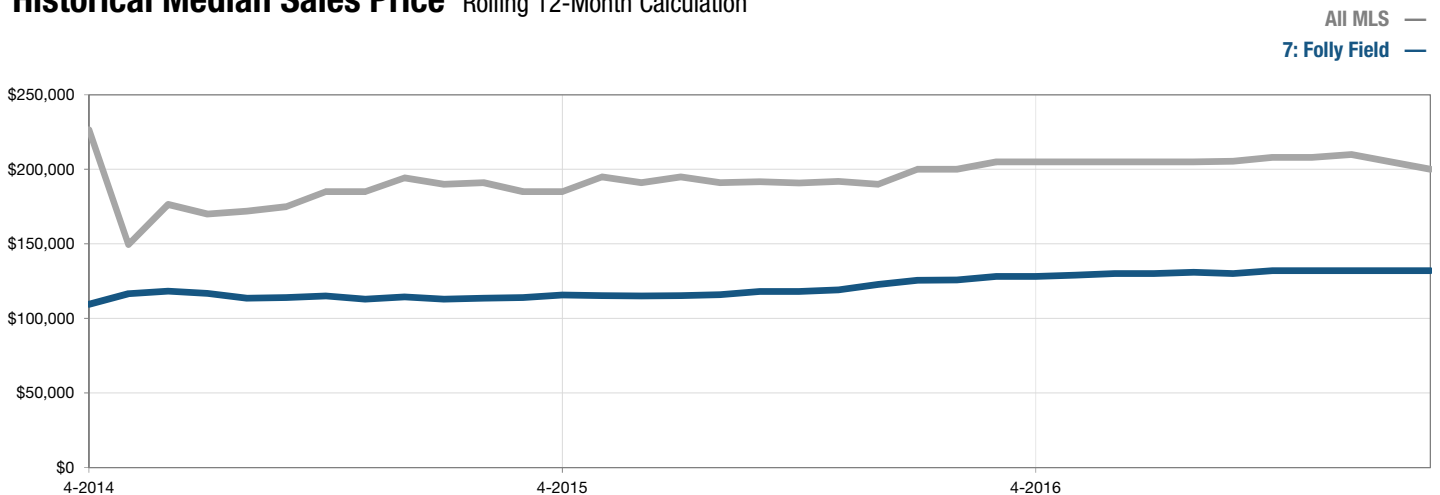
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	16	12	- 25.0%	28	25	- 10.7%
Closed Sales	7	9	+ 28.6%	14	9	- 35.7%
Median Sales Price*	\$128,000	\$126,000	- 1.6%	\$151,500	\$126,000	- 16.8%
Percent of List Price Received*	94.5%	95.0%	+ 0.6%	93.4%	95.0%	+ 1.7%
Days on Market Until Sale	143	123	- 14.2%	176	123	- 30.5%
Inventory of Homes for Sale	86	70	- 18.6%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



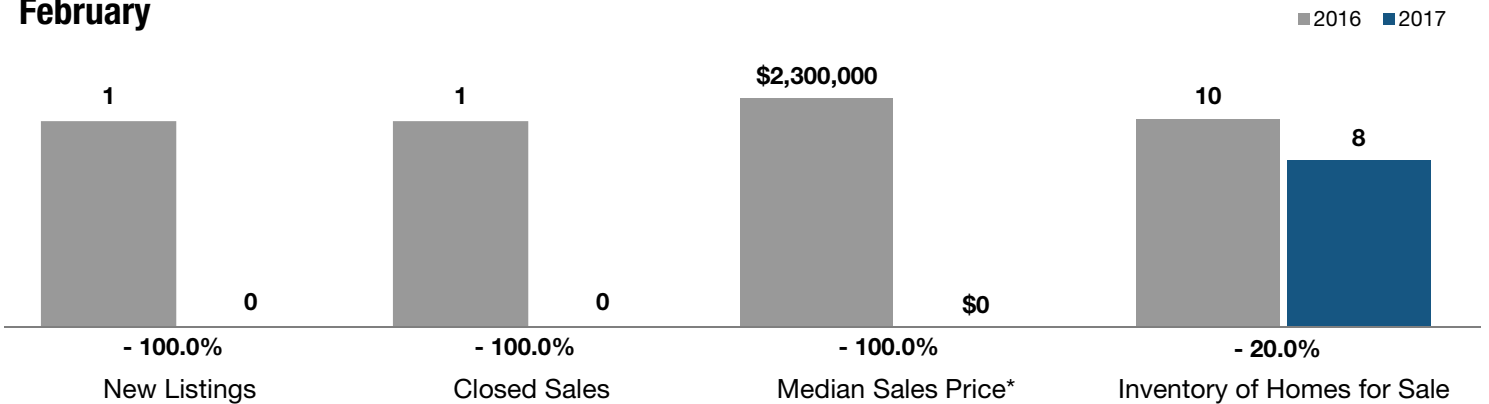
## 7: Folly Field

Detached Homes Only

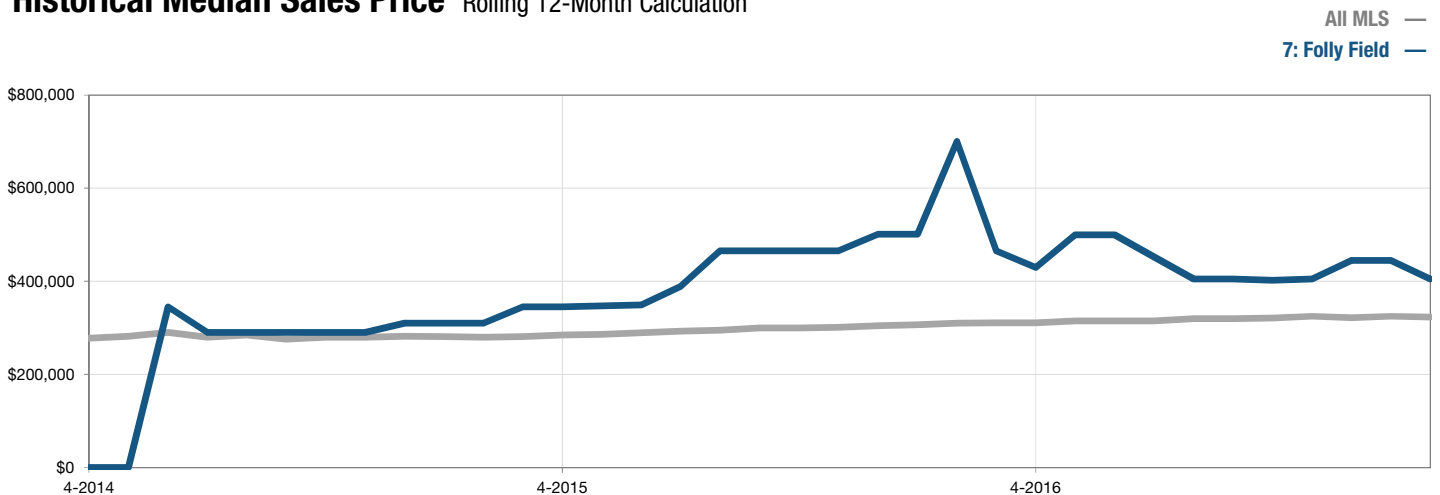
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	0	- 100.0%	3	2	- 33.3%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$2,300,000	\$0	- 100.0%	\$2,300,000	\$0	- 100.0%
Percent of List Price Received*	85.2%	0.0%	- 100.0%	85.2%	0.0%	- 100.0%
Days on Market Until Sale	146	0	- 100.0%	146	0	- 100.0%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

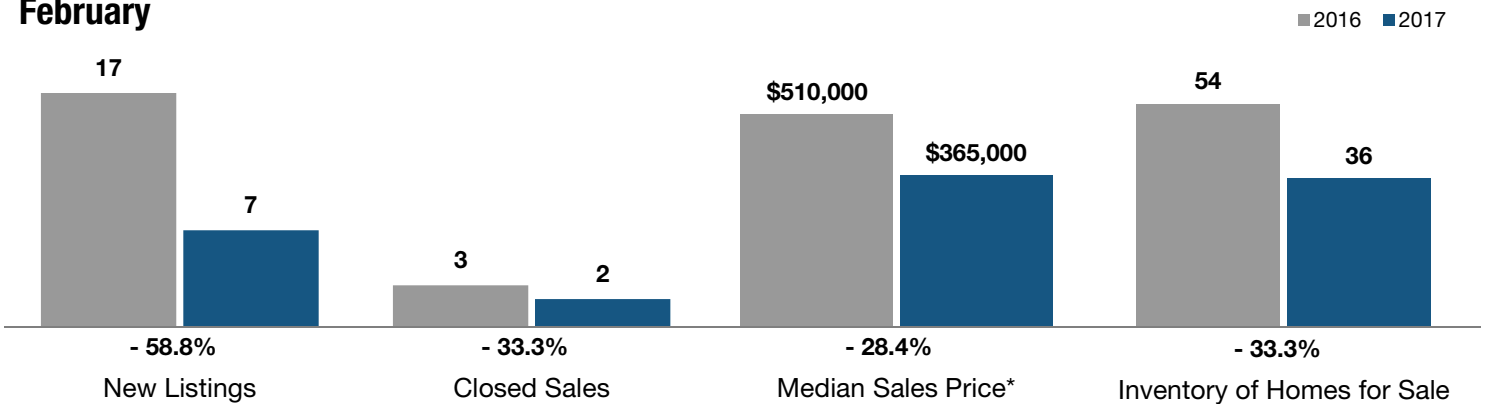


## 8: Port Royal

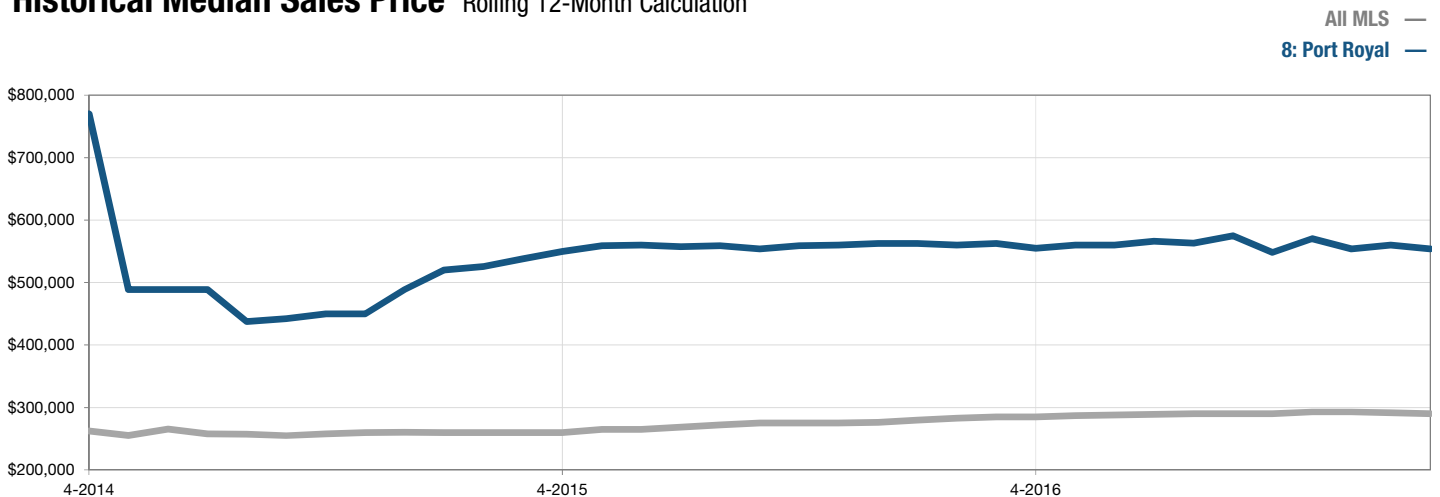
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	17	7	- 58.8%	20	14	- 30.0%
Closed Sales	3	2	- 33.3%	8	6	- 25.0%
Median Sales Price*	\$510,000	<b>\$365,000</b>	- 28.4%	\$545,000	<b>\$564,000</b>	+ 3.5%
Percent of List Price Received*	89.7%	<b>93.2%</b>	+ 3.9%	92.3%	<b>93.8%</b>	+ 1.6%
Days on Market Until Sale	202	<b>626</b>	+ 209.4%	255	<b>309</b>	+ 21.4%
Inventory of Homes for Sale	54	<b>36</b>	- 33.3%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

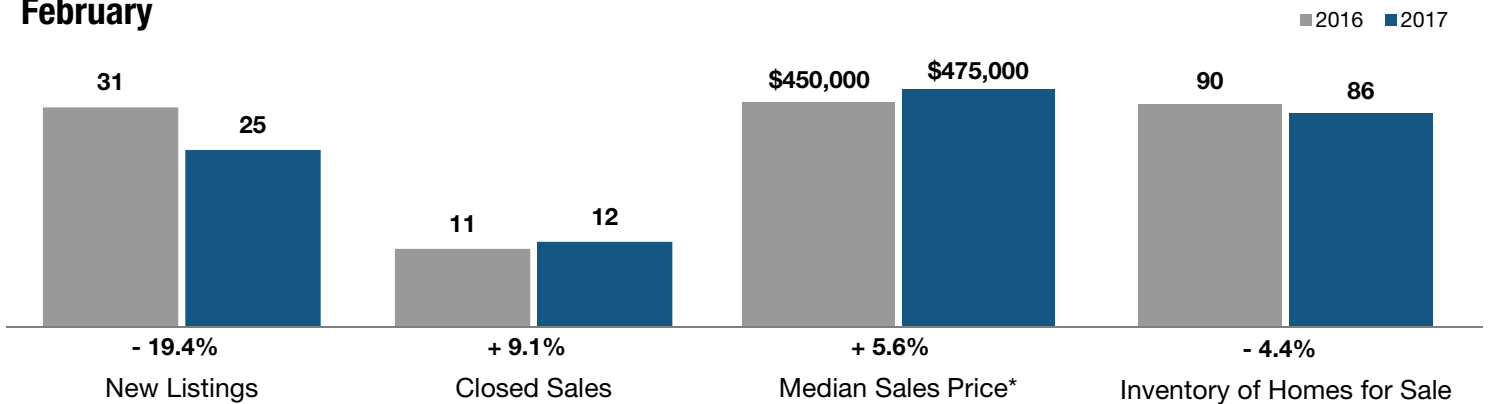


## 9: Hilton Head Plantation

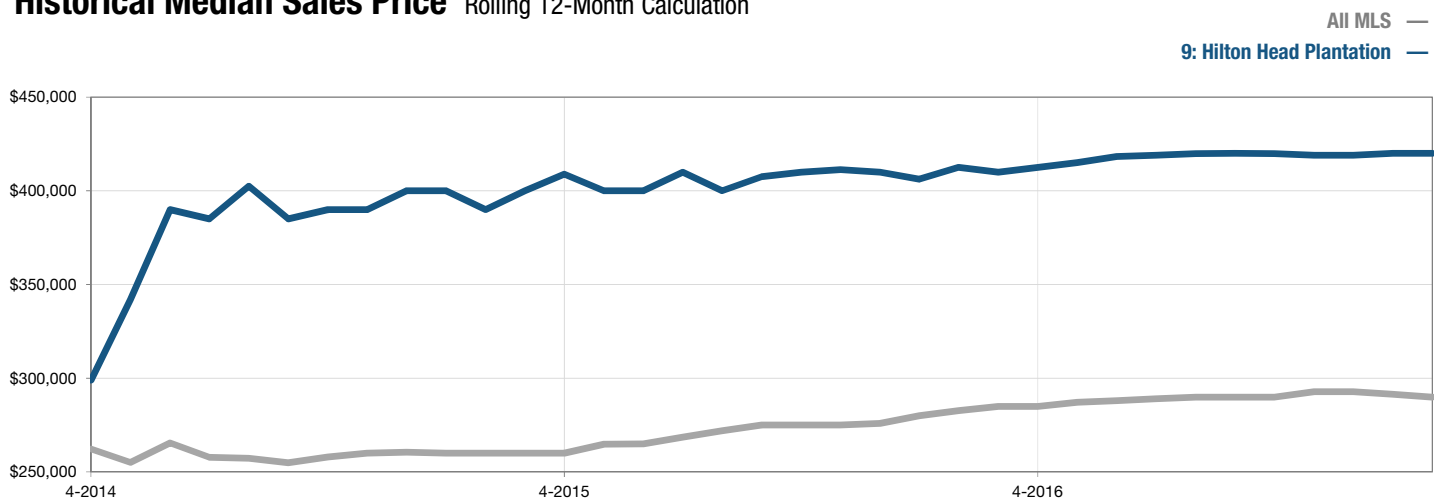
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	31	25	- 19.4%	54	65	+ 20.4%
Closed Sales	11	12	+ 9.1%	31	26	- 16.1%
Median Sales Price*	\$450,000	<b>\$475,000</b>	+ 5.6%	\$371,250	<b>\$478,750</b>	+ 29.0%
Percent of List Price Received*	95.2%	<b>94.0%</b>	- 1.2%	94.6%	<b>95.0%</b>	+ 0.4%
Days on Market Until Sale	188	<b>223</b>	+ 18.7%	161	<b>182</b>	+ 13.5%
Inventory of Homes for Sale	90	<b>86</b>	- 4.4%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

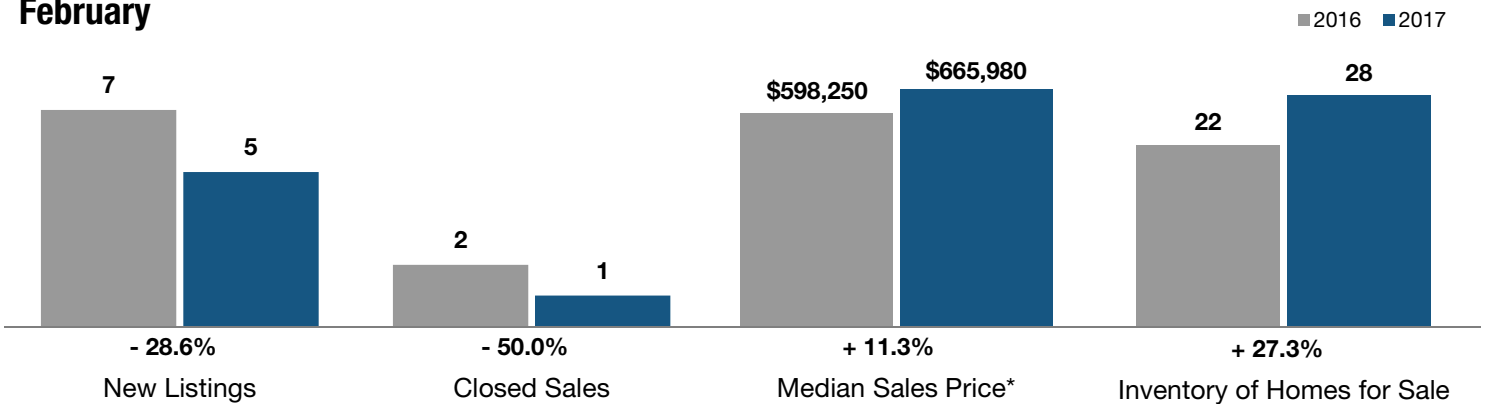


## 10: Palmetto Hall

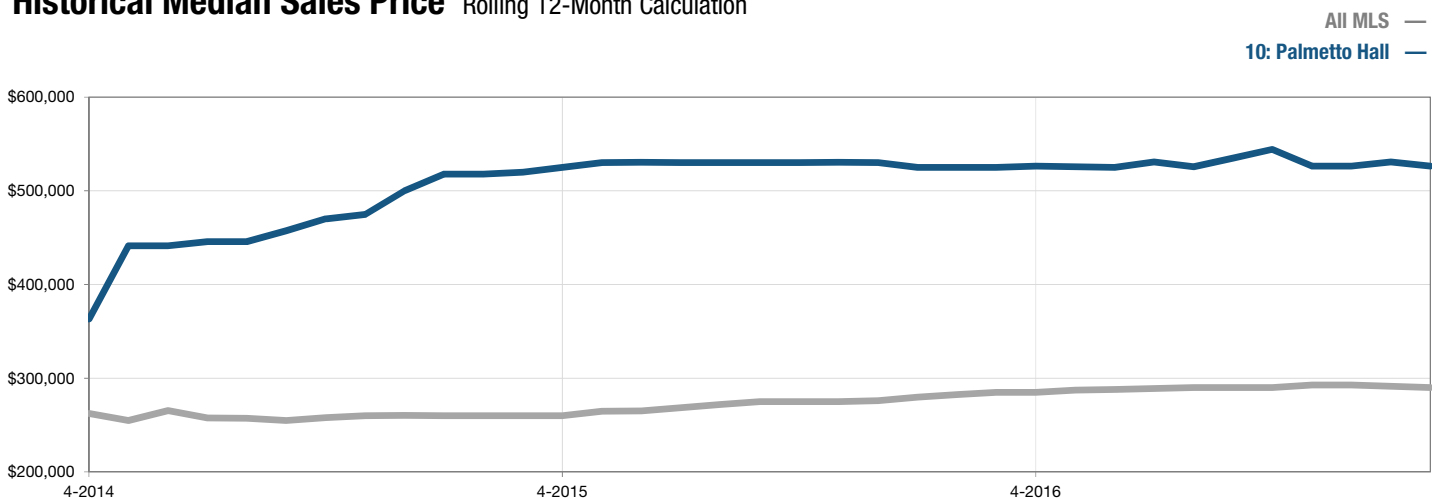
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	5	- 28.6%	12	9	- 25.0%
Closed Sales	2	1	- 50.0%	3	1	- 66.7%
Median Sales Price*	\$598,250	<b>\$665,980</b>	+ 11.3%	\$535,000	<b>\$665,980</b>	+ 24.5%
Percent of List Price Received*	96.0%	<b>95.3%</b>	- 0.8%	97.0%	<b>95.3%</b>	- 1.8%
Days on Market Until Sale	304	<b>182</b>	- 40.1%	289	<b>182</b>	- 37.1%
Inventory of Homes for Sale	22	<b>28</b>	+ 27.3%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

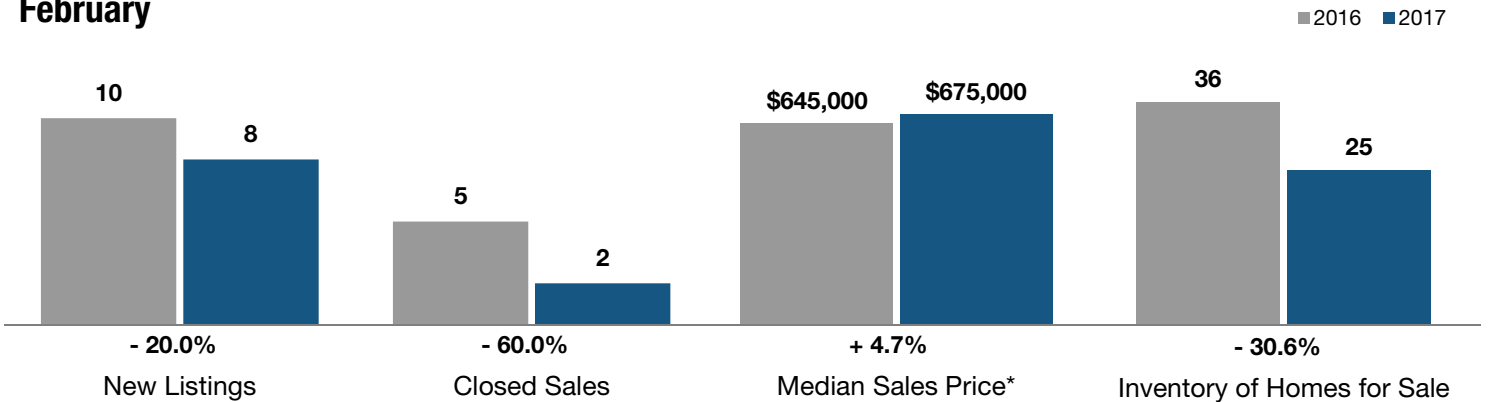


## 11: Indigo Run

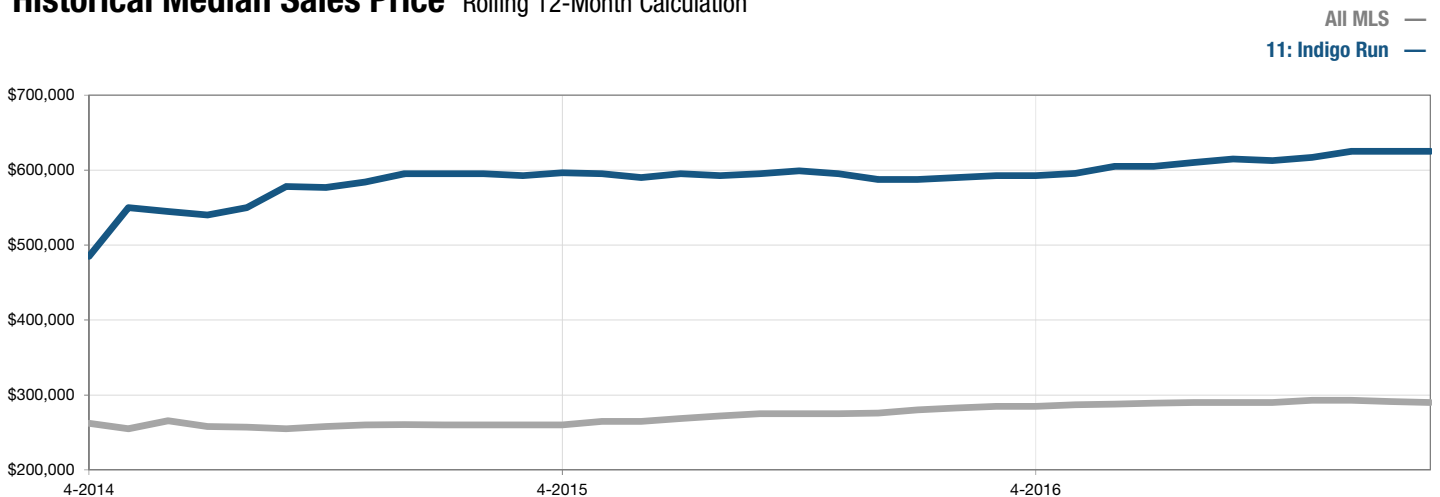
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	10	8	- 20.0%	21	11	- 47.6%
Closed Sales	5	2	- 60.0%	7	4	- 42.9%
Median Sales Price*	\$645,000	<b>\$675,000</b>	+ 4.7%	\$610,000	<b>\$675,000</b>	+ 10.7%
Percent of List Price Received*	93.0%	<b>95.3%</b>	+ 2.5%	94.5%	<b>96.0%</b>	+ 1.6%
Days on Market Until Sale	139	<b>498</b>	+ 257.2%	147	<b>376</b>	+ 156.2%
Inventory of Homes for Sale	36	<b>25</b>	- 30.6%	--	--	--

\* 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.

### February



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





# Local Market Update – February 2017

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

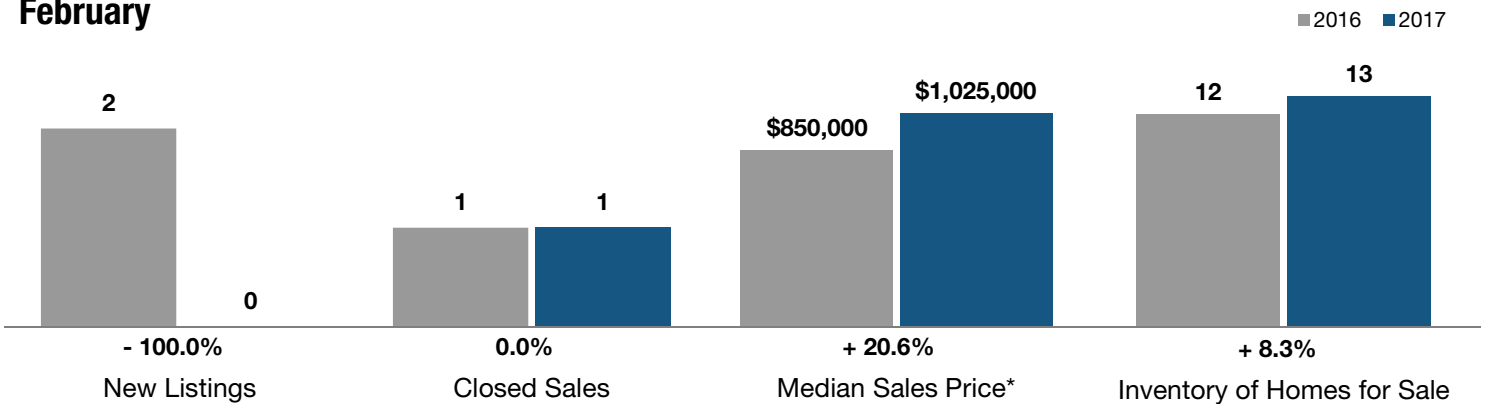


## 12: Spanish Wells

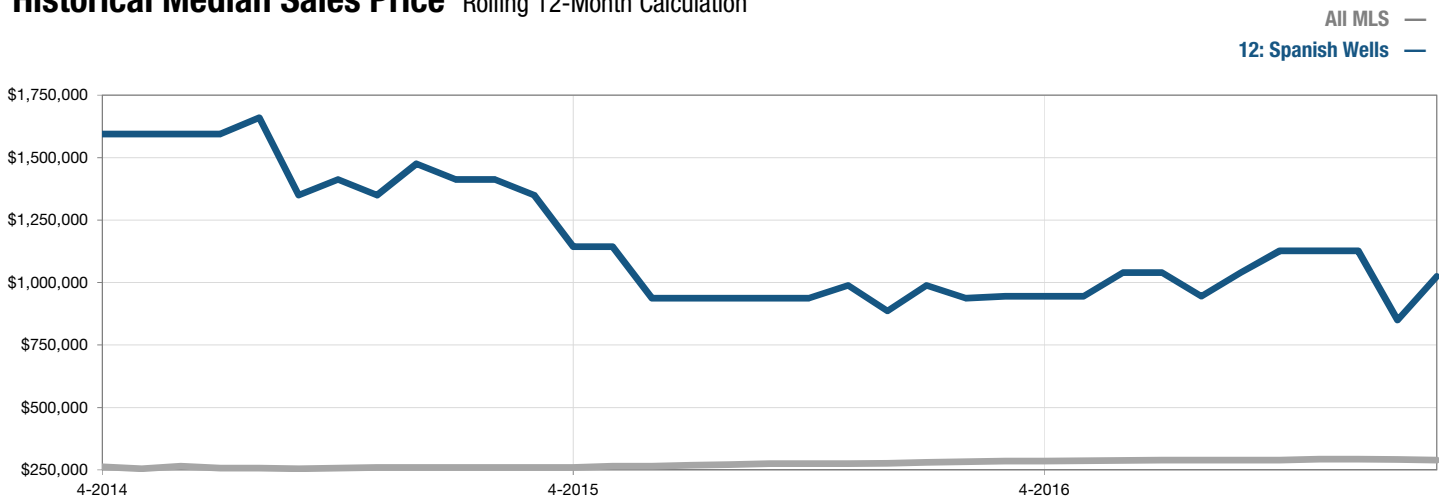
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	2	0	- 100.0%	2	4	+ 100.0%
Closed Sales	1	1	0.0%	2	1	- 50.0%
Median Sales Price*	\$850,000	<b>\$1,025,000</b>	+ 20.6%	\$1,237,500	<b>\$1,025,000</b>	- 17.2%
Percent of List Price Received*	98.3%	<b>97.6%</b>	- 0.7%	94.4%	<b>97.6%</b>	+ 3.4%
Days on Market Until Sale	81	<b>32</b>	- 60.5%	56	<b>32</b>	- 42.3%
Inventory of Homes for Sale	12	<b>13</b>	+ 8.3%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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

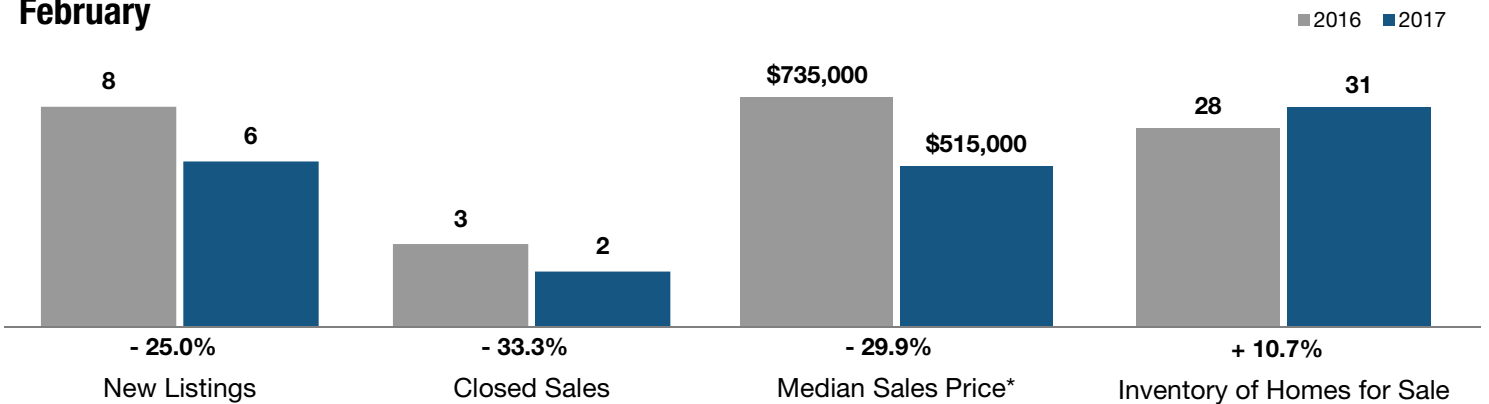


## 13: Windmill Harbour

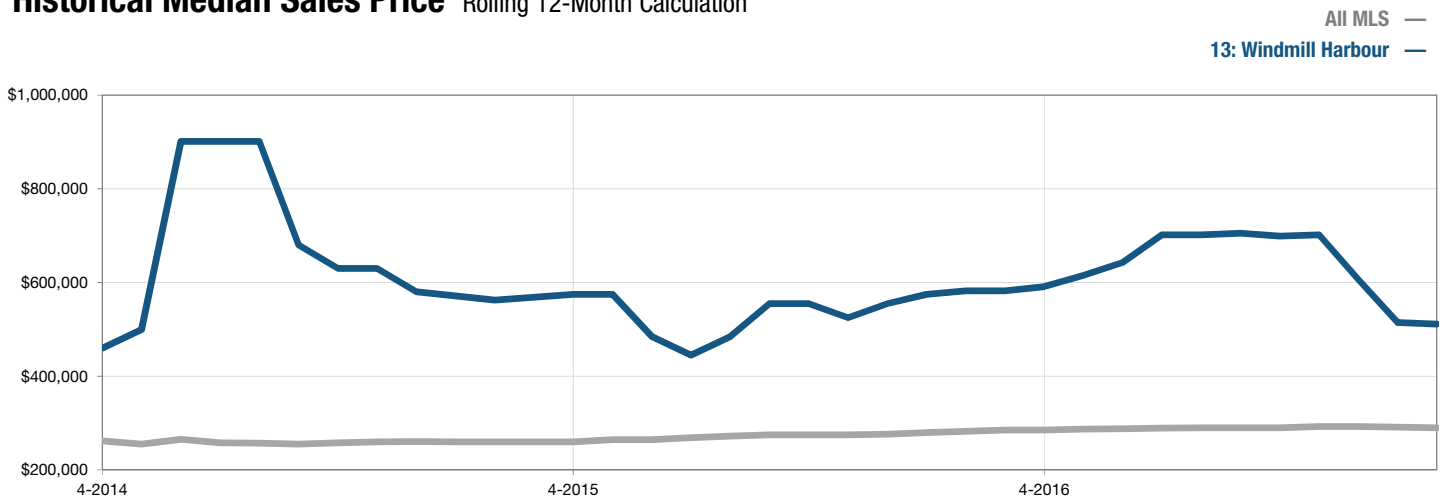
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	6	- 25.0%	15	10	- 33.3%
Closed Sales	3	2	- 33.3%	4	4	0.0%
Median Sales Price*	\$735,000	\$515,000	- 29.9%	\$817,500	\$467,500	- 42.8%
Percent of List Price Received*	91.1%	92.7%	+ 1.7%	91.7%	94.5%	+ 3.0%
Days on Market Until Sale	184	217	+ 17.7%	196	308	+ 56.7%
Inventory of Homes for Sale	28	31	+ 10.7%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



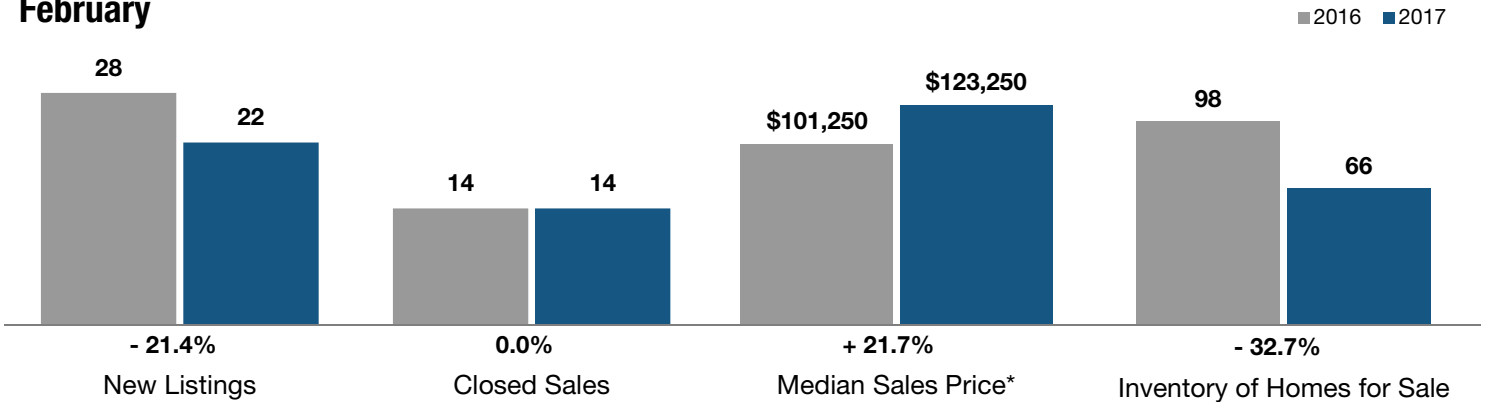
## 14: HH / Off Plantation

Condos / Villas Only

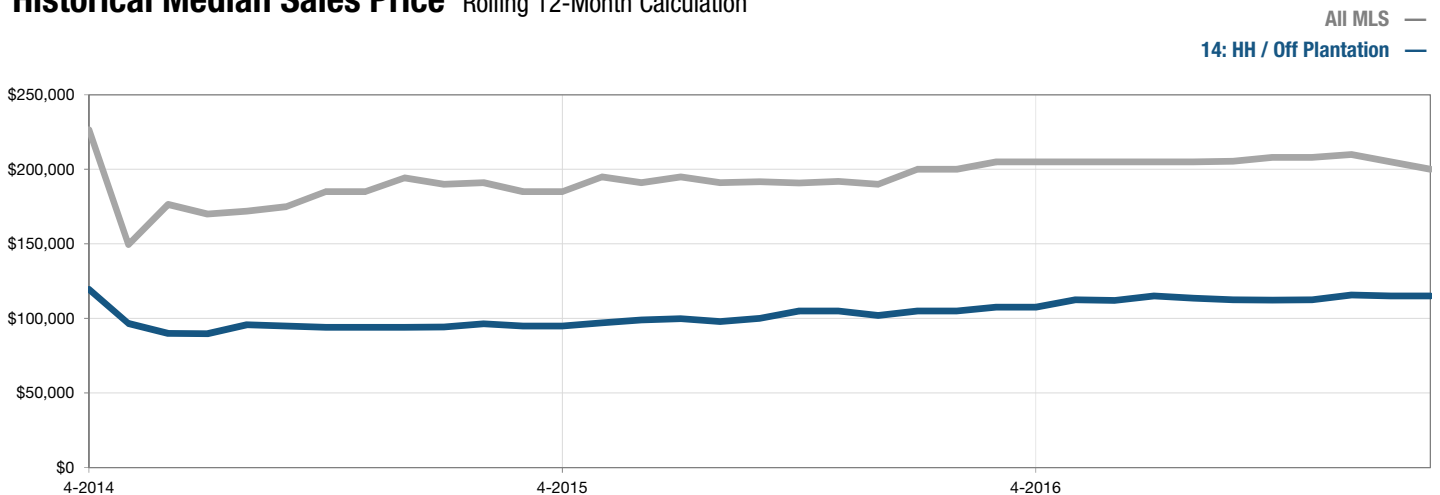
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	28	22	- 21.4%	51	50	- 2.0%
Closed Sales	14	14	0.0%	26	34	+ 30.8%
Median Sales Price*	\$101,250	\$123,250	+ 21.7%	\$115,500	\$115,000	- 0.4%
Percent of List Price Received*	92.6%	95.0%	+ 2.6%	91.6%	94.3%	+ 2.9%
Days on Market Until Sale	109	140	+ 28.8%	118	135	+ 14.7%
Inventory of Homes for Sale	98	66	- 32.7%	--	--	--

\* 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.

### February



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



# Local Market Update – February 2017

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



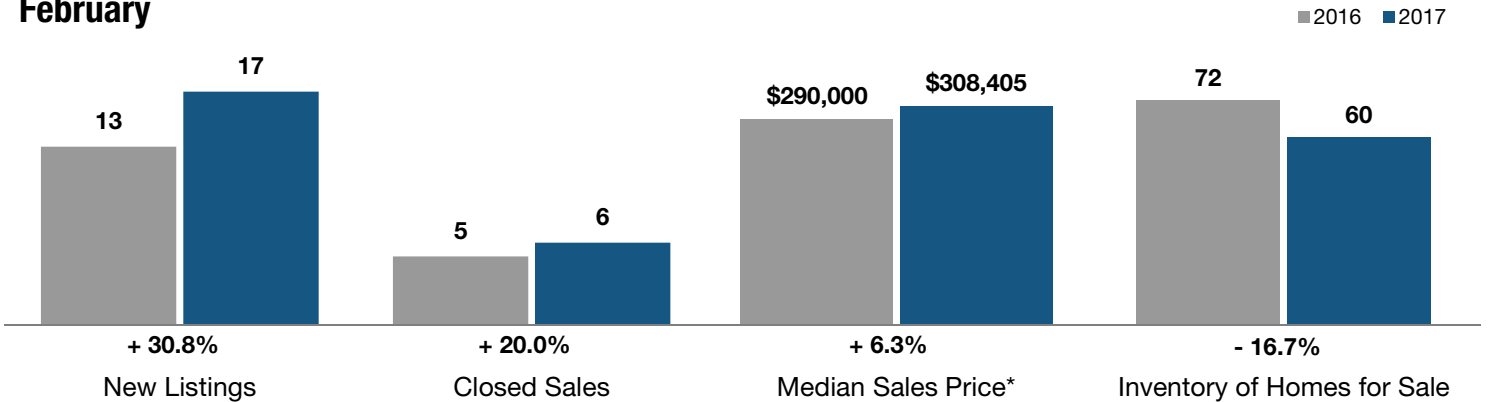
## 14: HH / Off Plantation

Detached Homes Only

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	13	17	+ 30.8%	28	32	+ 14.3%
Closed Sales	5	6	+ 20.0%	18	17	- 5.6%
Median Sales Price*	\$290,000	\$308,405	+ 6.3%	\$285,000	\$292,500	+ 2.6%
Percent of List Price Received*	95.2%	100.2%	+ 5.3%	93.0%	98.4%	+ 5.8%
Days on Market Until Sale	113	209	+ 84.6%	183	171	- 6.8%
Inventory of Homes for Sale	72	60	- 16.7%	--	--	--

\* 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.

### February



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

