

Local Market Update – July 2017

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



Hilton Head Totals

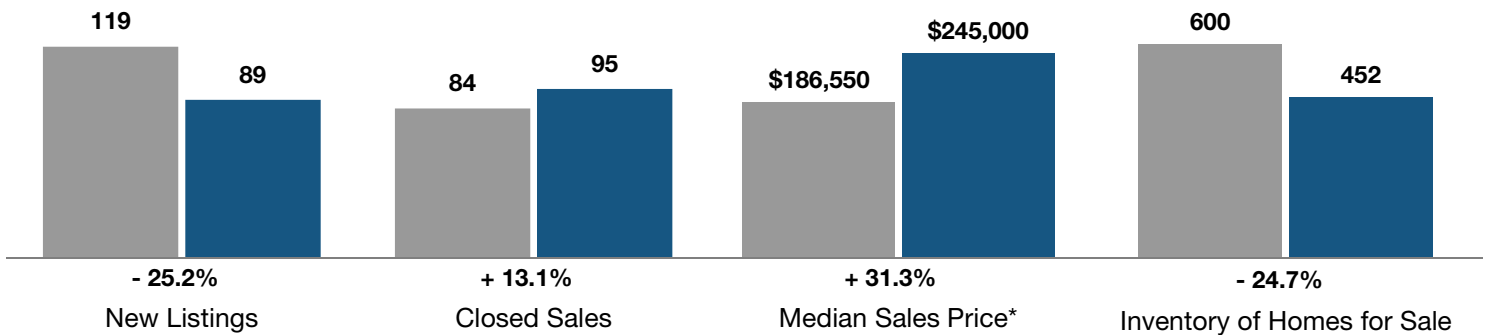
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	119	89	- 25.2%	837	838	+ 0.1%
Closed Sales	84	95	+ 13.1%	548	638	+ 16.4%
Median Sales Price*	\$186,550	\$245,000	+ 31.3%	\$218,000	\$221,500	+ 1.6%
Percent of List Price Received*	94.4%	94.9%	+ 0.6%	94.1%	94.8%	+ 0.7%
Days on Market Until Sale	174	159	- 8.3%	161	164	+ 2.1%
Inventory of Homes for Sale	600	452	- 24.7%	--	--	--

* 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.

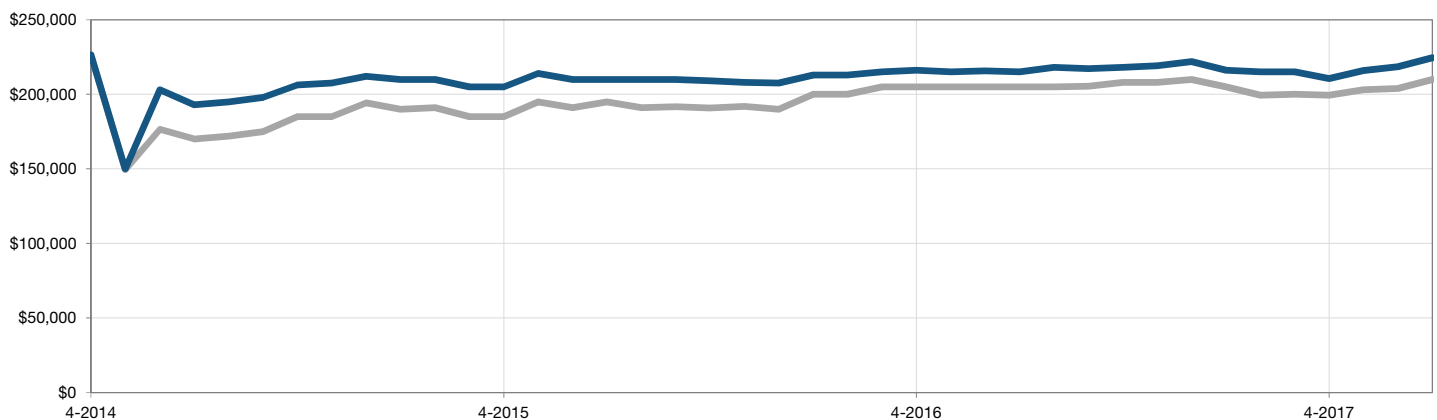
July

■ 2016 ■ 2017



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Hilton Head Totals —



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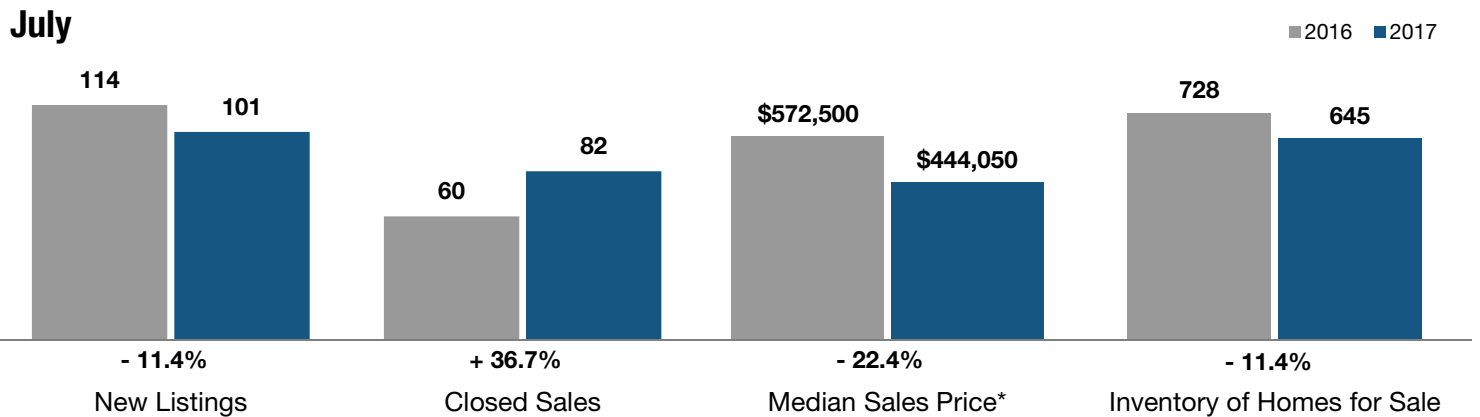


Hilton Head Totals

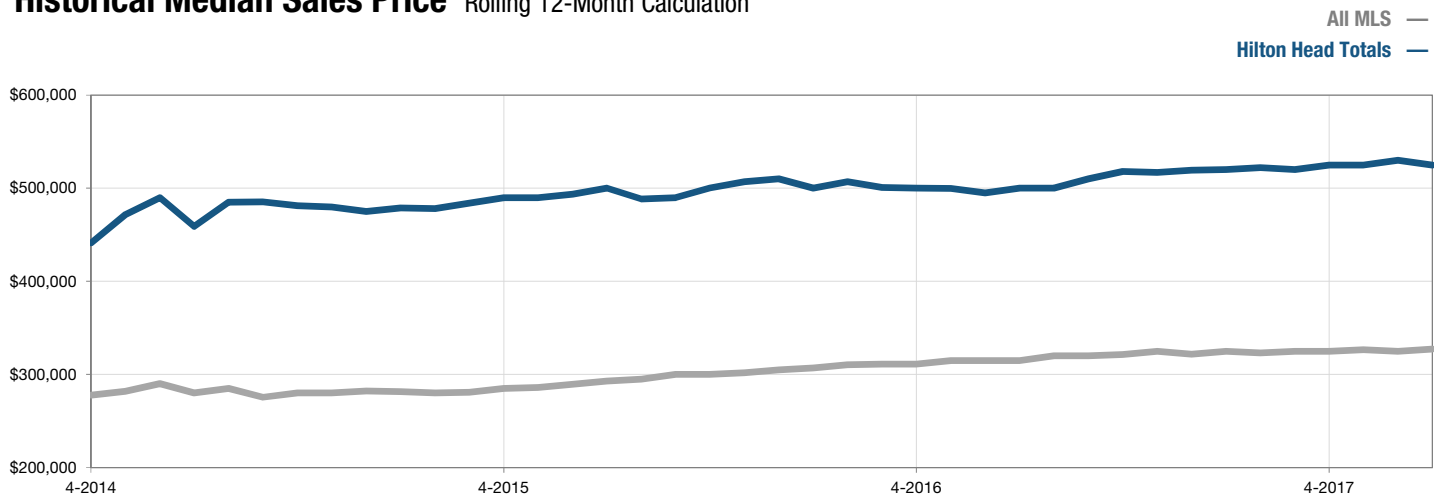
Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	114	101	- 11.4%	988	940	- 4.9%
Closed Sales	60	82	+ 36.7%	544	572	+ 5.1%
Median Sales Price*	\$572,500	\$444,050	- 22.4%	\$508,500	\$515,000	+ 1.3%
Percent of List Price Received*	96.0%	95.7%	- 0.3%	94.9%	95.6%	+ 0.8%
Days on Market Until Sale	175	186	+ 6.5%	161	176	+ 9.4%
Inventory of Homes for Sale	728	645	- 11.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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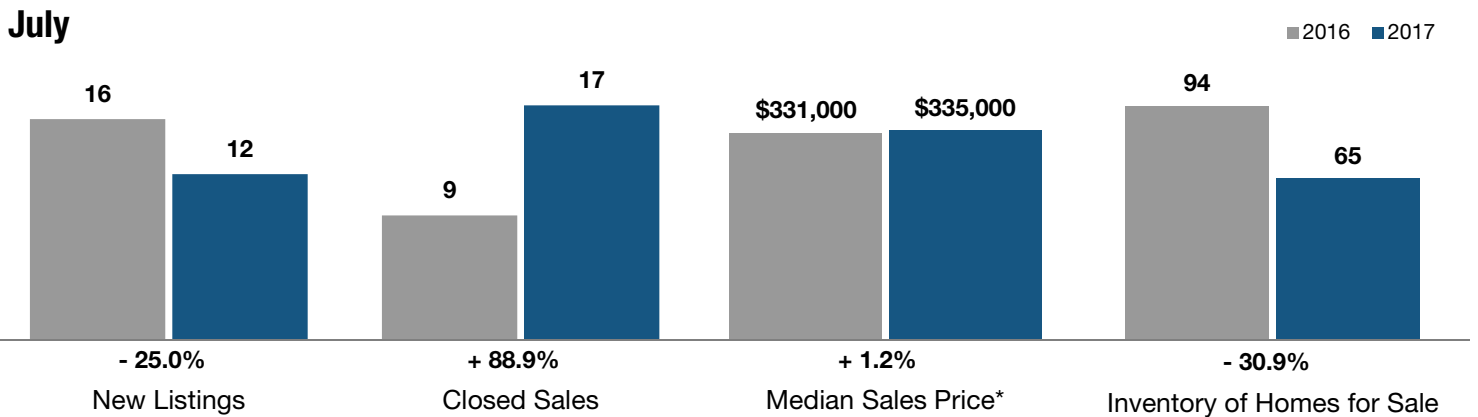


1: Sea Pines

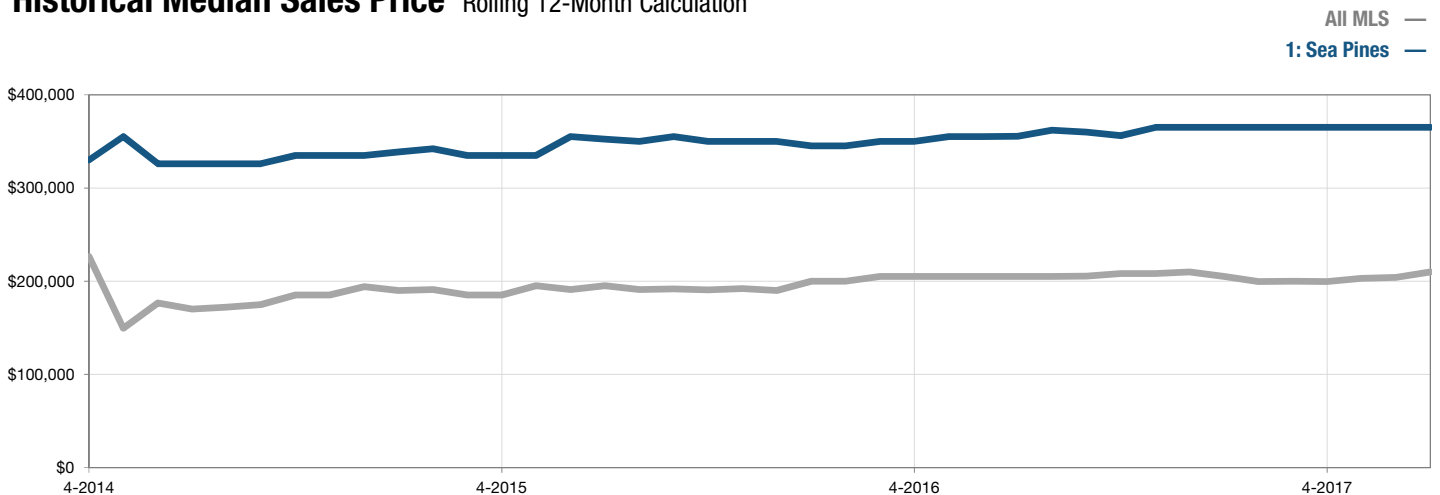
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	16	12	- 25.0%	119	114	- 4.2%
Closed Sales	9	17	+ 88.9%	82	95	+ 15.9%
Median Sales Price*	\$331,000	\$335,000	+ 1.2%	\$357,000	\$365,000	+ 2.2%
Percent of List Price Received*	94.7%	94.6%	- 0.1%	94.4%	95.2%	+ 0.8%
Days on Market Until Sale	188	147	- 21.9%	177	189	+ 6.5%
Inventory of Homes for Sale	94	65	- 30.9%	--	--	--

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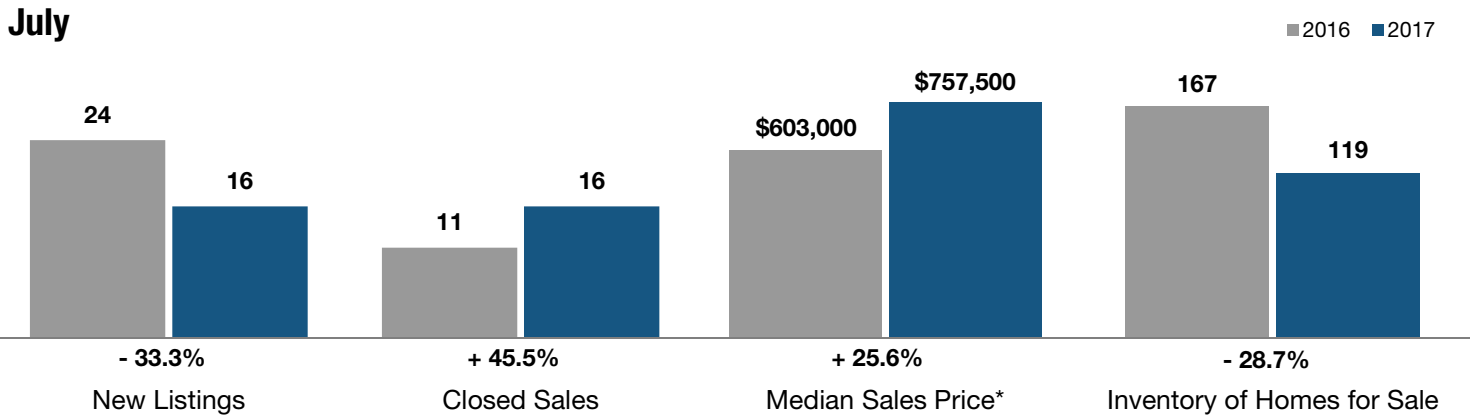


1: Sea Pines

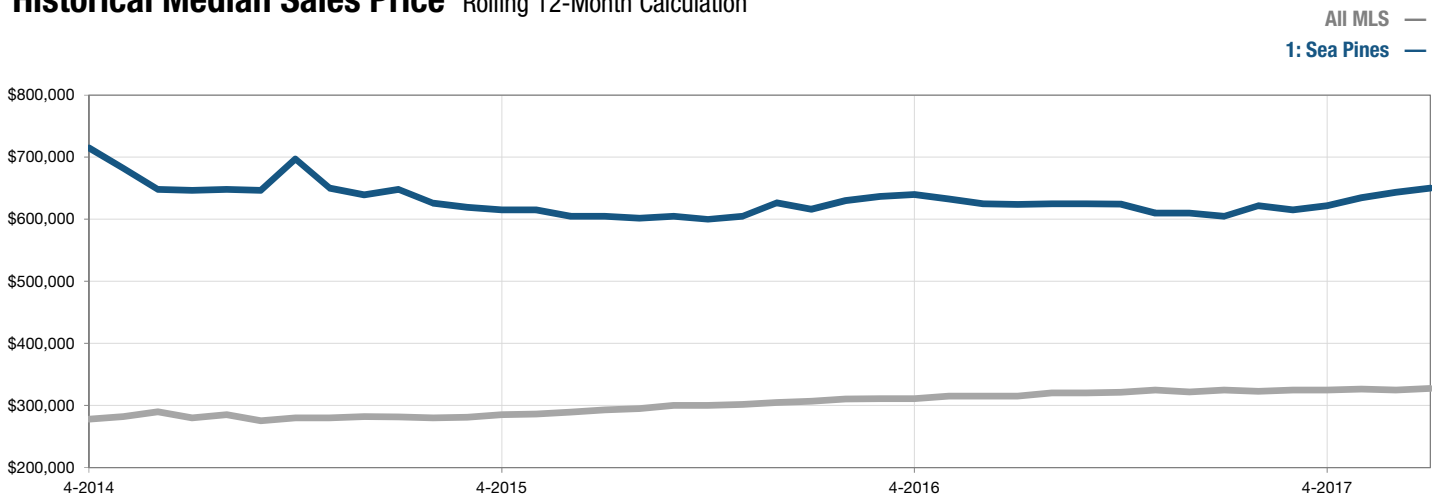
Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	24	16	- 33.3%	222	176	- 20.7%
Closed Sales	11	16	+ 45.5%	120	130	+ 8.3%
Median Sales Price*	\$603,000	\$757,500	+ 25.6%	\$599,500	\$677,500	+ 13.0%
Percent of List Price Received*	95.6%	95.2%	- 0.5%	94.5%	95.4%	+ 1.0%
Days on Market Until Sale	190	177	- 7.0%	159	175	+ 9.8%
Inventory of Homes for Sale	167	119	- 28.7%	--	--	--

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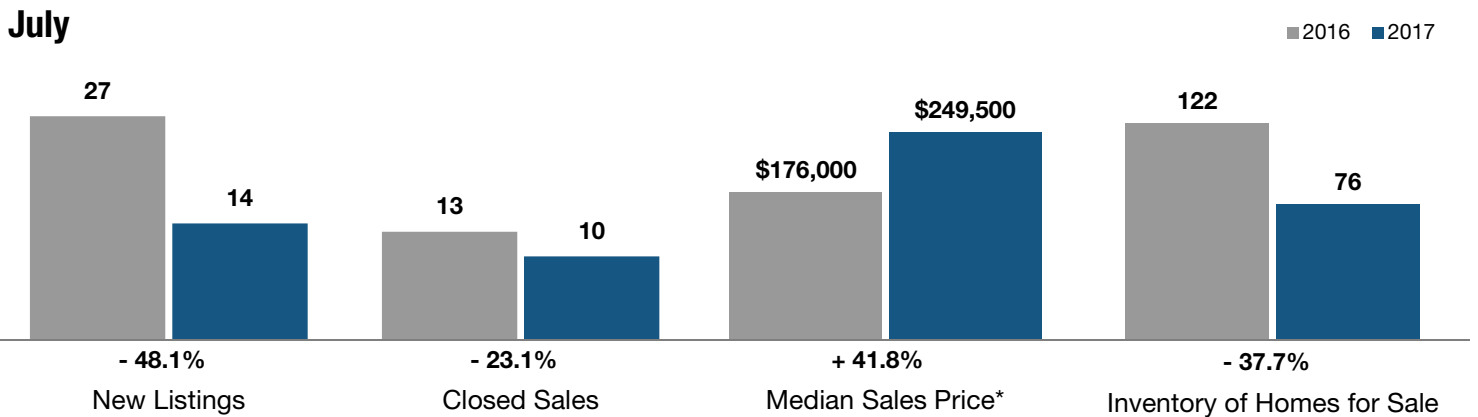


2: Forest Beach

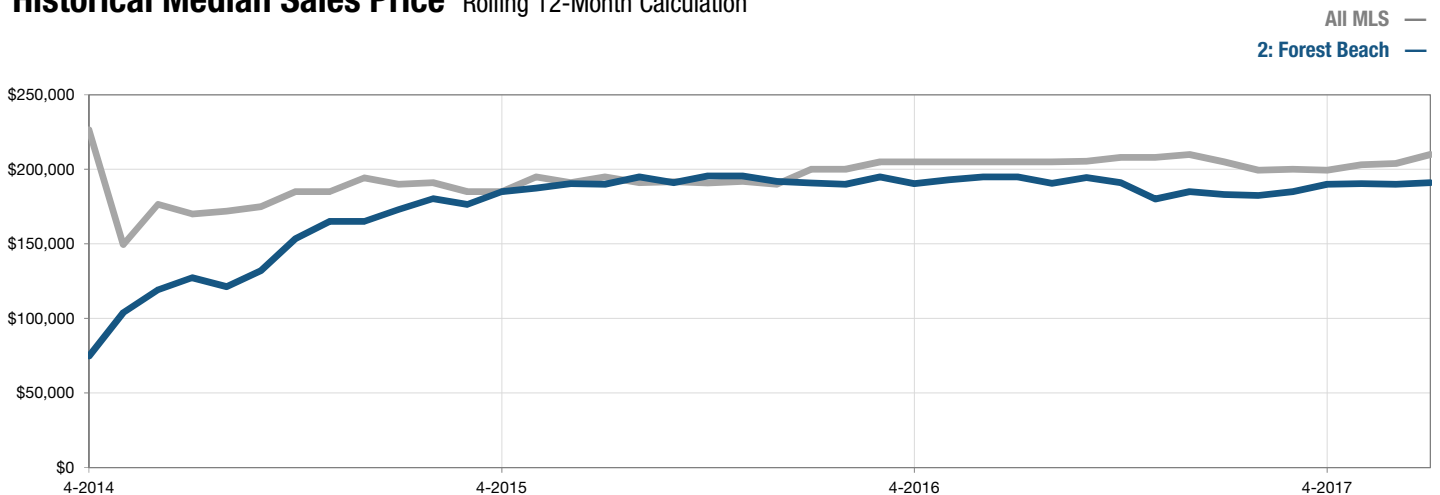
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	27	14	- 48.1%	161	153	- 5.0%
Closed Sales	13	10	- 23.1%	96	123	+ 28.1%
Median Sales Price*	\$176,000	\$249,500	+ 41.8%	\$194,500	\$199,880	+ 2.8%
Percent of List Price Received*	95.4%	96.0%	+ 0.7%	94.3%	95.1%	+ 0.8%
Days on Market Until Sale	137	191	+ 39.2%	167	165	- 0.8%
Inventory of Homes for Sale	122	76	- 37.7%	--	--	--

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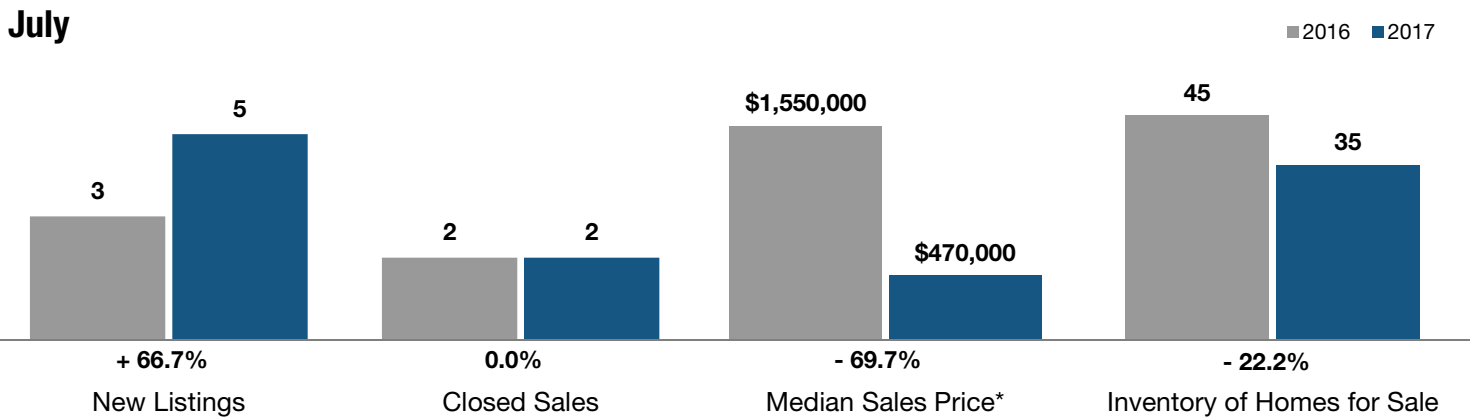


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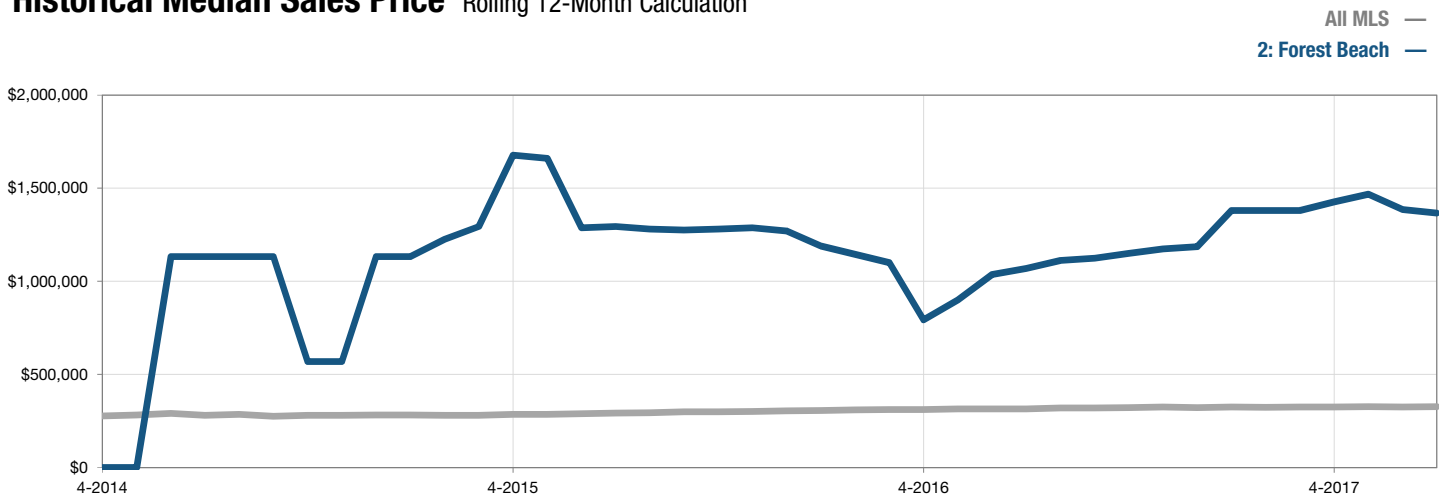
Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	3	5	+ 66.7%	40	35	- 12.5%
Closed Sales	2	2	0.0%	14	17	+ 21.4%
Median Sales Price*	\$1,550,000	\$470,000	- 69.7%	\$1,068,750	\$1,269,000	+ 18.7%
Percent of List Price Received*	93.5%	88.6%	- 5.2%	91.1%	92.4%	+ 1.4%
Days on Market Until Sale	206	207	+ 0.2%	259	267	+ 3.1%
Inventory of Homes for Sale	45	35	- 22.2%	--	--	--

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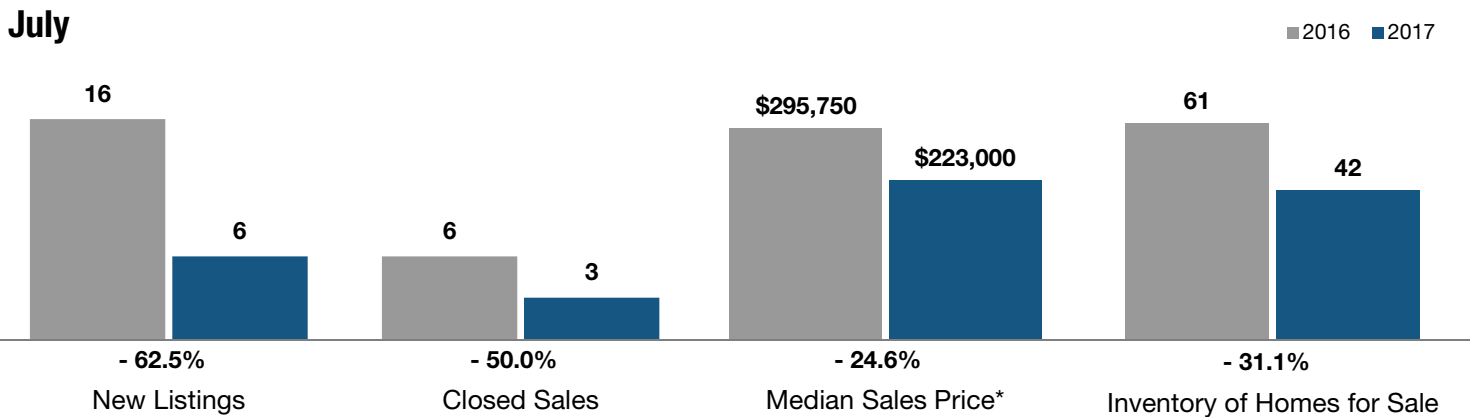


3: Shipyard

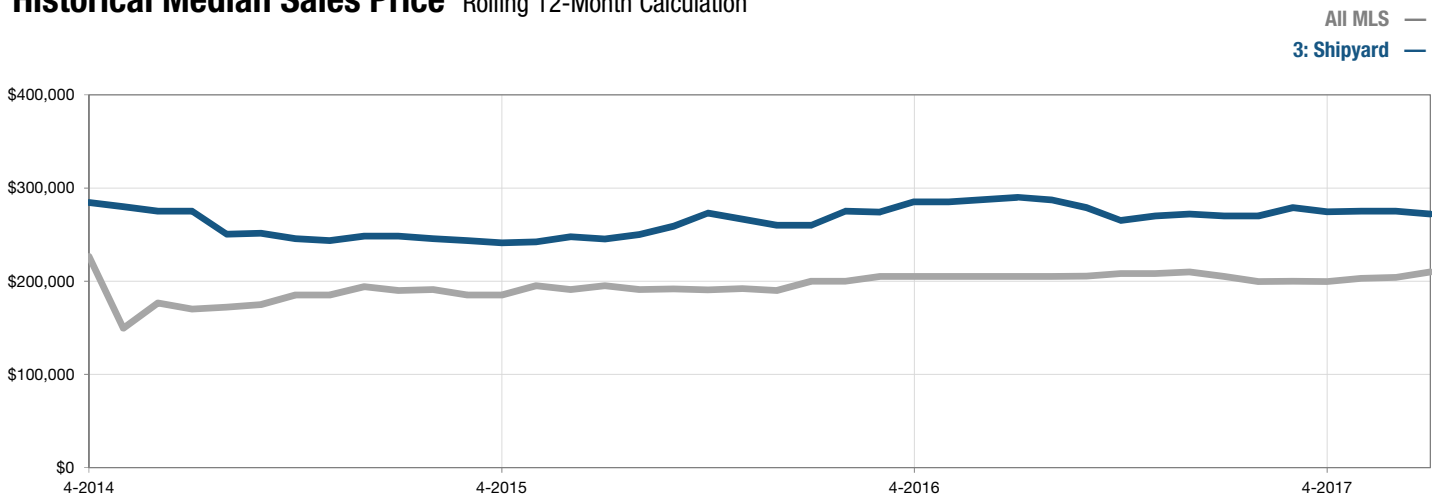
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	16	6	- 62.5%	79	75	- 5.1%
Closed Sales	6	3	- 50.0%	34	44	+ 29.4%
Median Sales Price*	\$295,750	\$223,000	- 24.6%	\$295,625	\$285,000	- 3.6%
Percent of List Price Received*	93.9%	93.6%	- 0.3%	94.8%	95.5%	+ 0.8%
Days on Market Until Sale	198	484	+ 144.3%	193	191	- 1.1%
Inventory of Homes for Sale	61	42	- 31.1%	--	--	--

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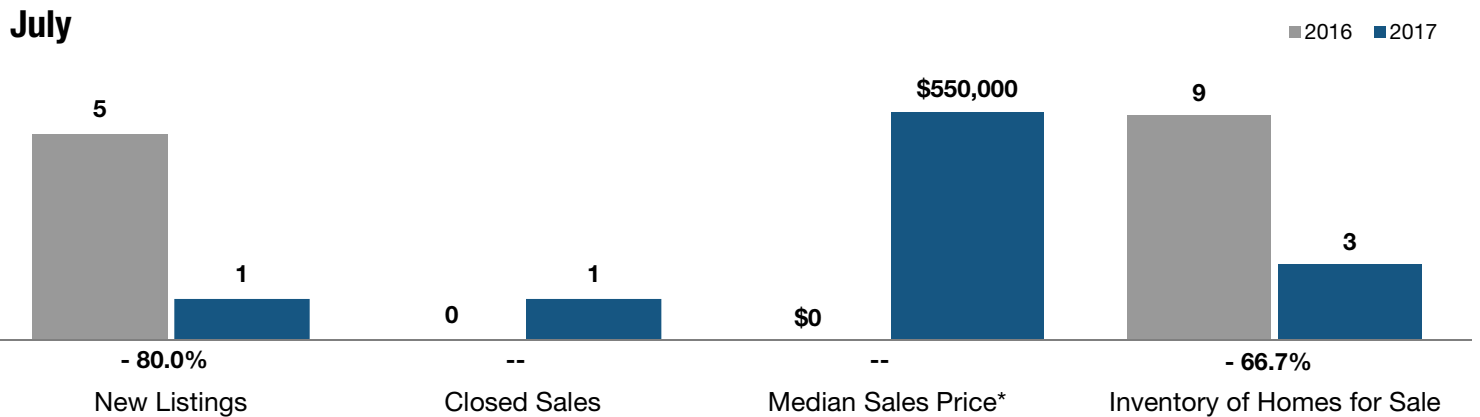


3: Shipyard

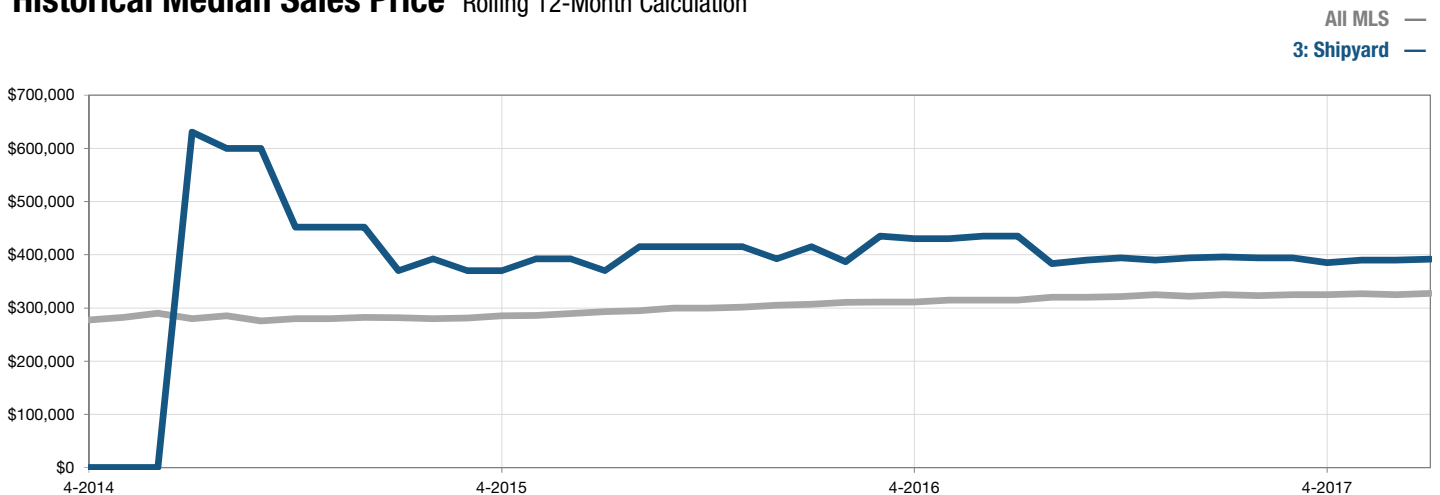
Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	1	- 80.0%	21	13	- 38.1%
Closed Sales	0	1	--	7	10	+ 42.9%
Median Sales Price*	\$0	\$550,000	--	\$455,000	\$404,000	- 11.2%
Percent of List Price Received*	0.0%	95.7%	--	94.7%	95.9%	+ 1.2%
Days on Market Until Sale	0	168	--	141	109	- 22.8%
Inventory of Homes for Sale	9	3	- 66.7%	--	--	--

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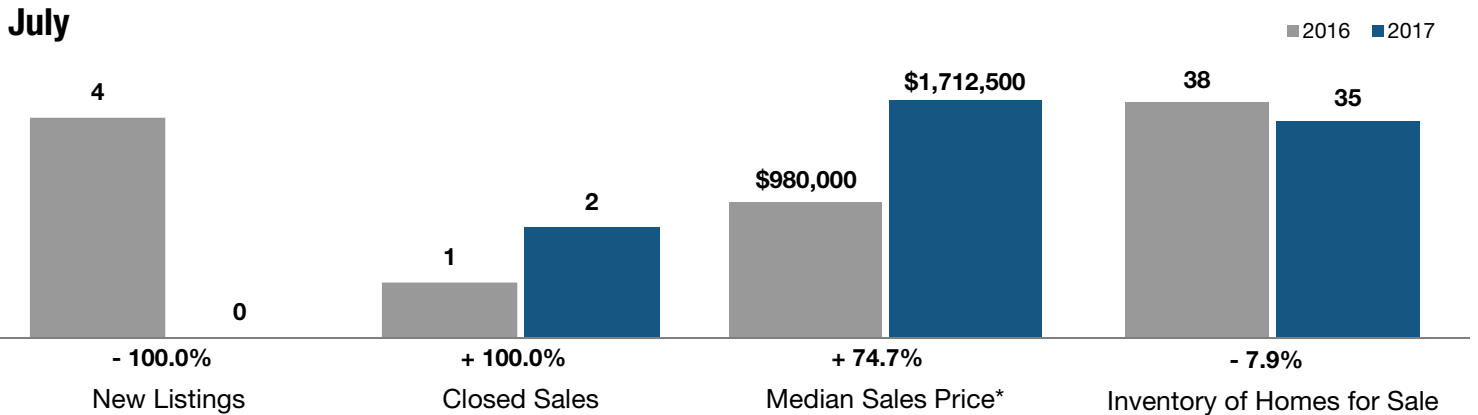
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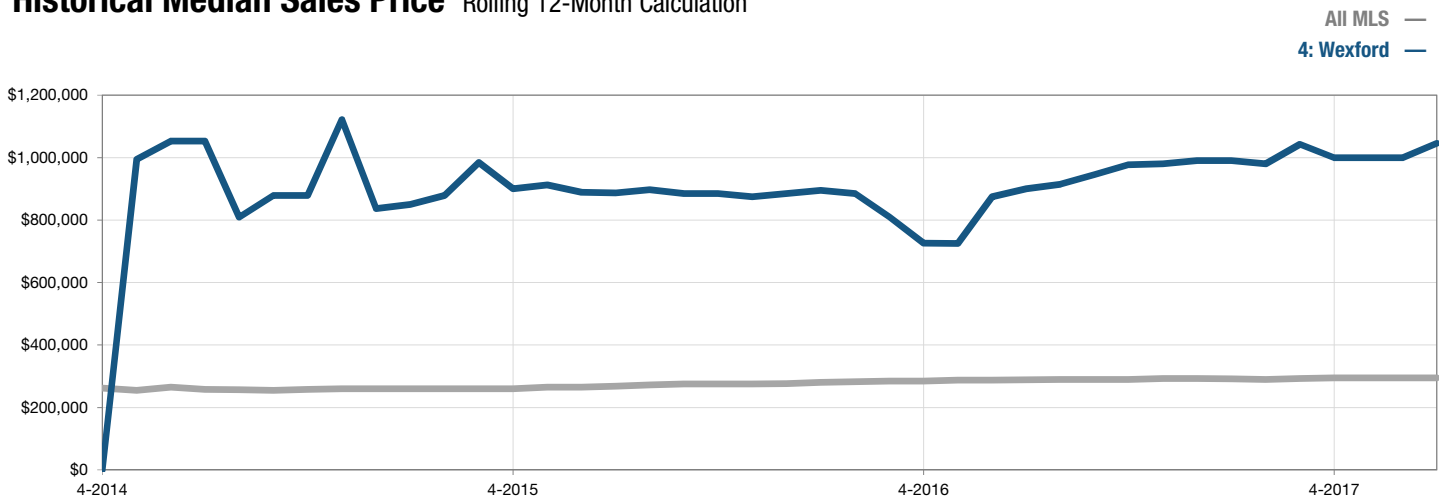
4: Wexford

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	4	0	- 100.0%	33	27	- 18.2%
Closed Sales	1	2	+ 100.0%	15	11	- 26.7%
Median Sales Price*	\$980,000	\$1,712,500	+ 74.7%	\$915,000	\$950,000	+ 3.8%
Percent of List Price Received*	85.2%	93.6%	+ 9.9%	91.8%	95.5%	+ 3.9%
Days on Market Until Sale	511	451	- 11.8%	284	219	- 23.1%
Inventory of Homes for Sale	38	35	- 7.9%	--	--	--

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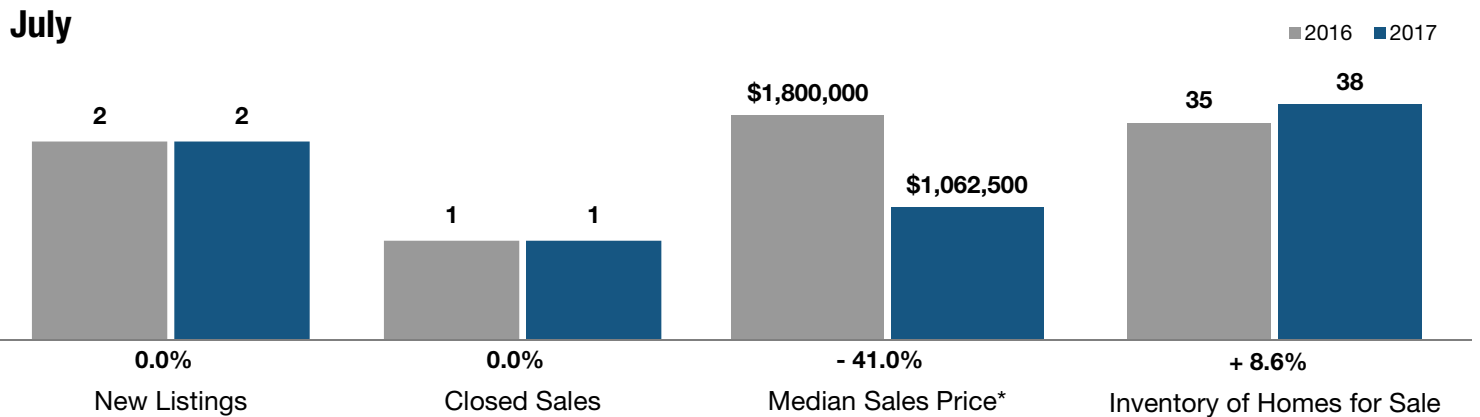
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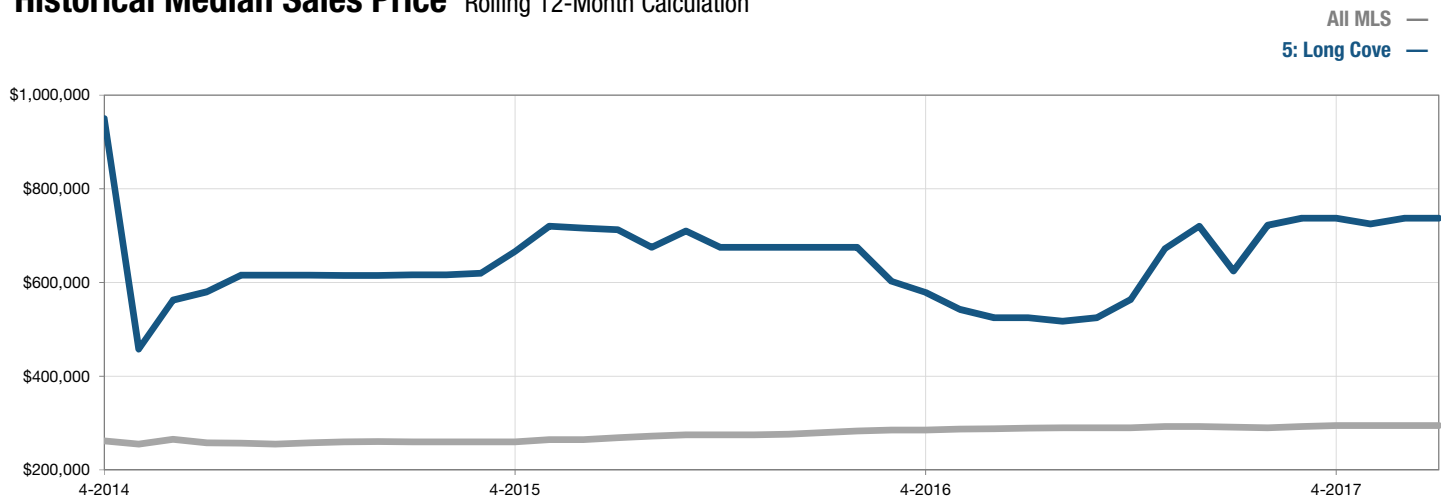
5: Long Cove

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	2	2	0.0%	35	34	- 2.9%
Closed Sales	1	1	0.0%	9	10	+ 11.1%
Median Sales Price*	\$1,800,000	\$1,062,500	- 41.0%	\$525,000	\$685,000	+ 30.5%
Percent of List Price Received*	95.0%	88.6%	- 6.7%	95.7%	93.8%	- 2.0%
Days on Market Until Sale	130	433	+ 233.1%	185	271	+ 47.1%
Inventory of Homes for Sale	35	38	+ 8.6%	--	--	--

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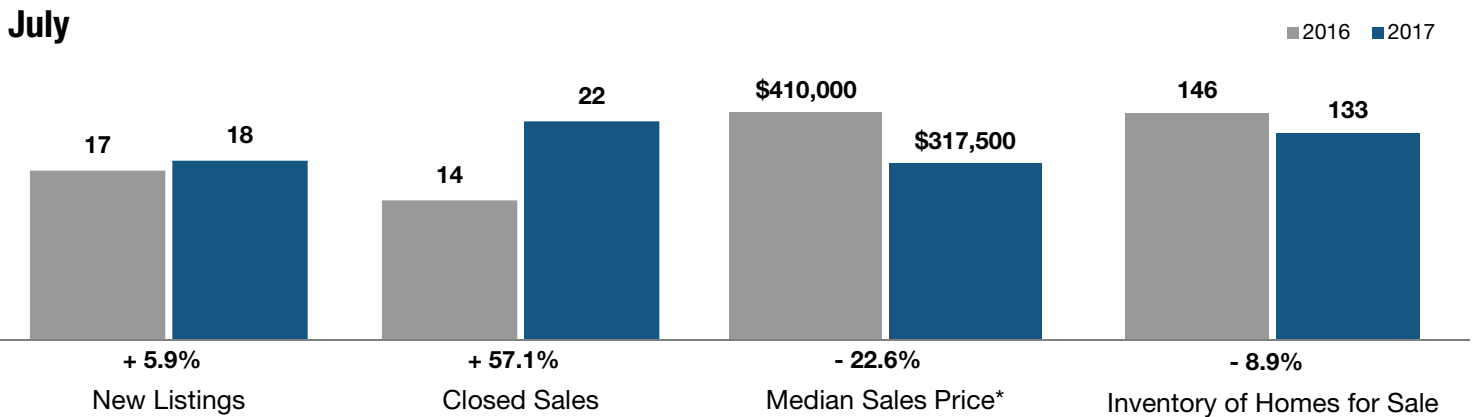


6: Palmetto Dunes

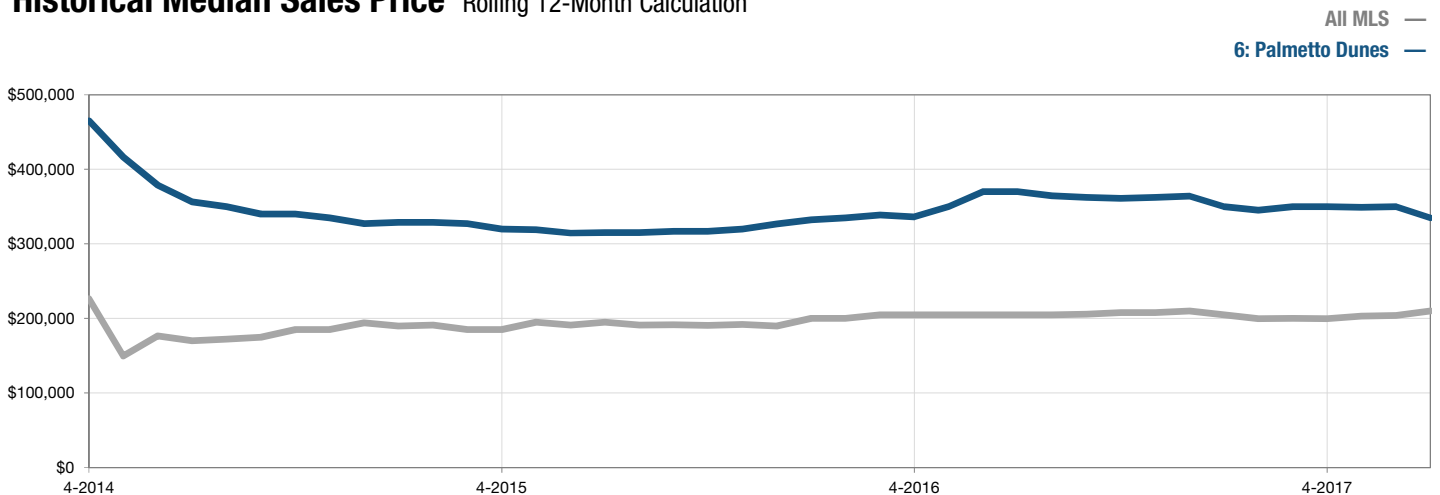
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	17	18	+ 5.9%	169	159	- 5.9%
Closed Sales	14	22	+ 57.1%	102	98	- 3.9%
Median Sales Price*	\$410,000	\$317,500	- 22.6%	\$372,500	\$347,000	- 6.8%
Percent of List Price Received*	93.7%	95.6%	+ 2.0%	94.3%	95.0%	+ 0.7%
Days on Market Until Sale	310	174	- 43.8%	182	210	+ 15.3%
Inventory of Homes for Sale	146	133	- 8.9%	--	--	--

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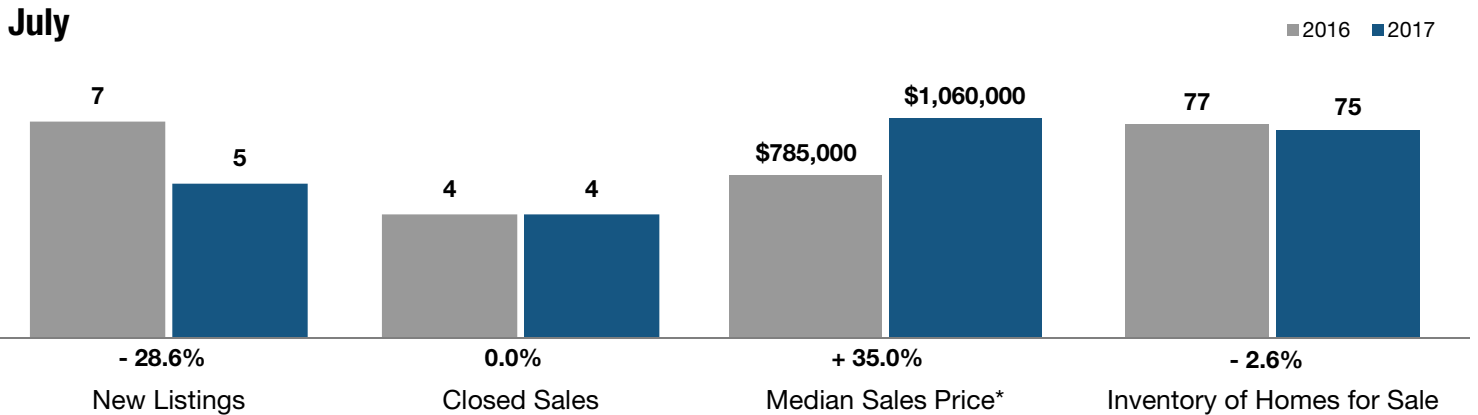


6: Palmetto Dunes

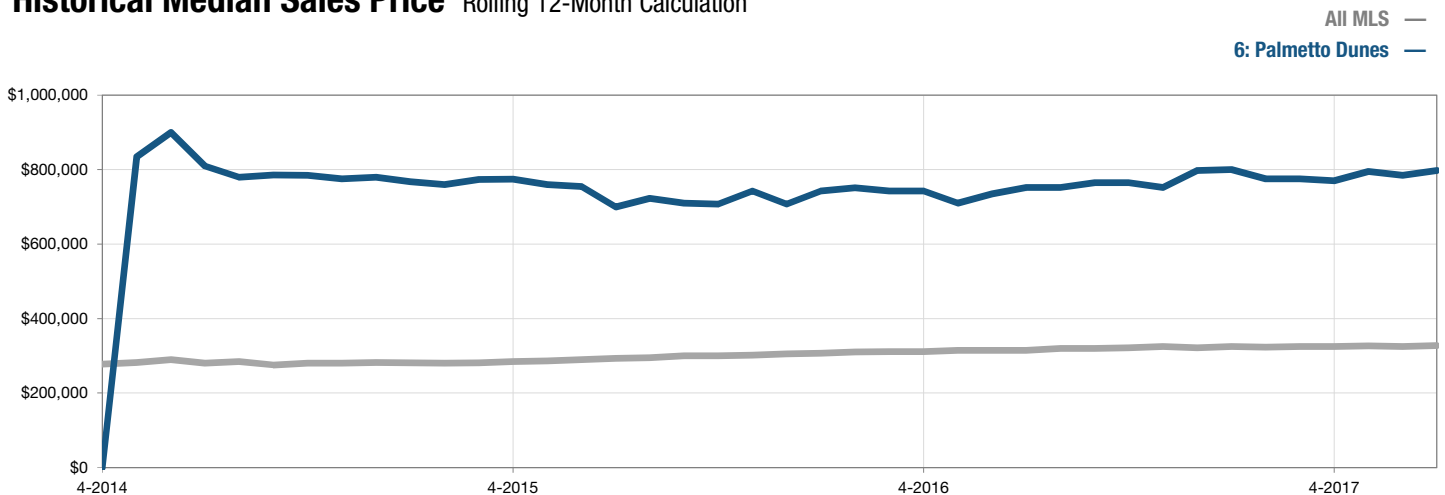
Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	5	- 28.6%	62	73	+ 17.7%
Closed Sales	4	4	0.0%	33	31	- 6.1%
Median Sales Price*	\$785,000	\$1,060,000	+ 35.0%	\$845,000	\$895,000	+ 5.9%
Percent of List Price Received*	96.3%	97.3%	+ 1.0%	94.2%	93.8%	- 0.4%
Days on Market Until Sale	231	195	- 15.6%	255	144	- 43.5%
Inventory of Homes for Sale	77	75	- 2.6%	--	--	--

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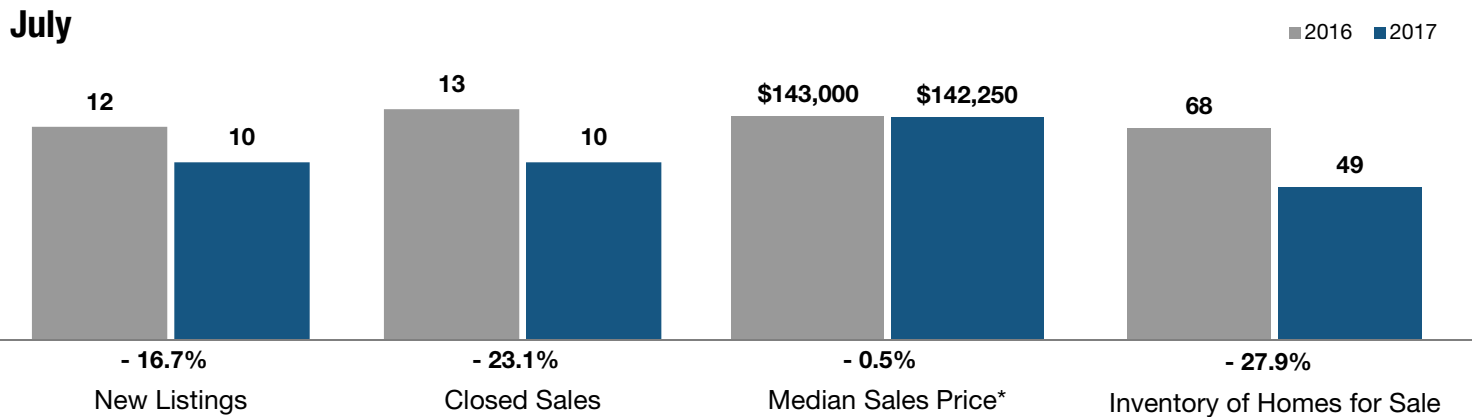


7: Folly Field

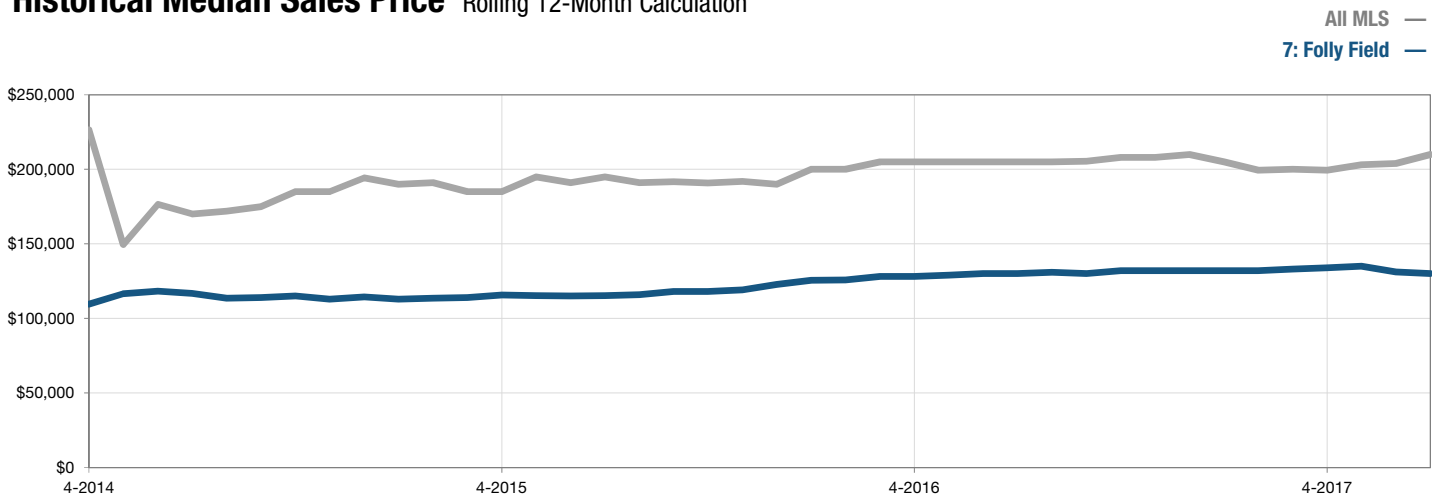
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	12	10	- 16.7%	100	94	- 6.0%
Closed Sales	13	10	- 23.1%	78	88	+ 12.8%
Median Sales Price*	\$143,000	\$142,250	- 0.5%	\$132,000	\$130,000	- 1.5%
Percent of List Price Received*	93.6%	95.6%	+ 2.2%	93.9%	94.8%	+ 0.9%
Days on Market Until Sale	170	139	- 18.3%	166	154	- 7.1%
Inventory of Homes for Sale	68	49	- 27.9%	--	--	--

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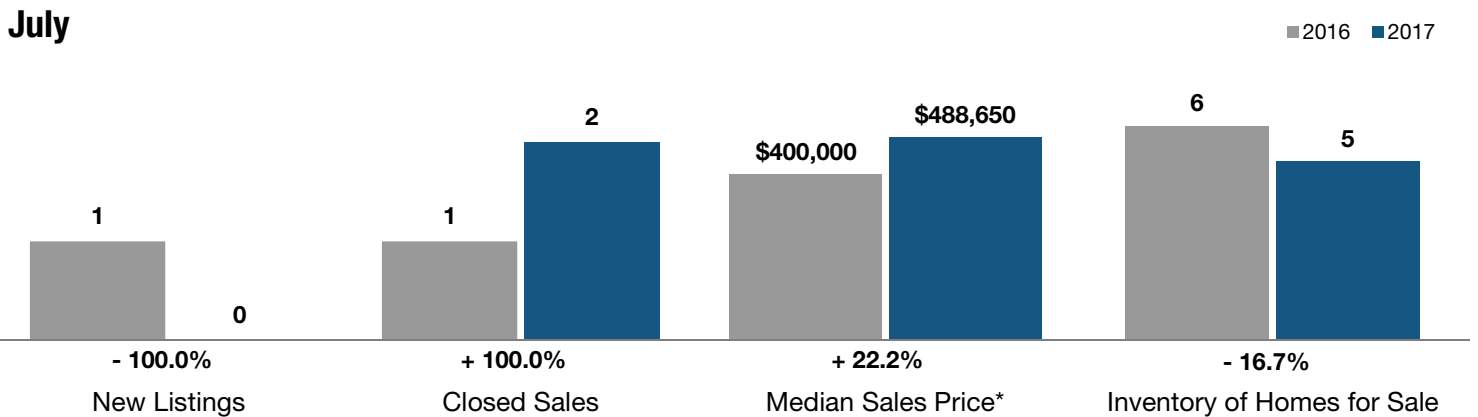


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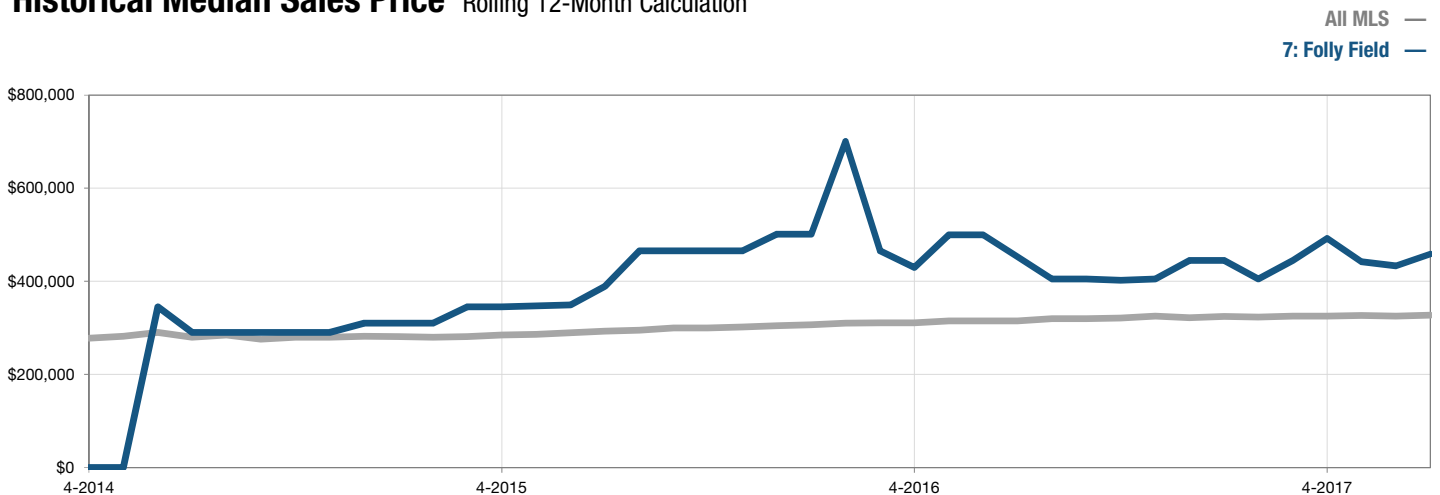
Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	0	- 100.0%	4	6	+ 50.0%
Closed Sales	1	2	+ 100.0%	5	5	0.0%
Median Sales Price*	\$400,000	\$488,650	+ 22.2%	\$405,000	\$433,000	+ 6.9%
Percent of List Price Received*	97.8%	92.7%	- 5.2%	93.0%	93.0%	- 0.1%
Days on Market Until Sale	269	460	+ 71.0%	158	421	+ 166.1%
Inventory of Homes for Sale	6	5	- 16.7%	--	--	--

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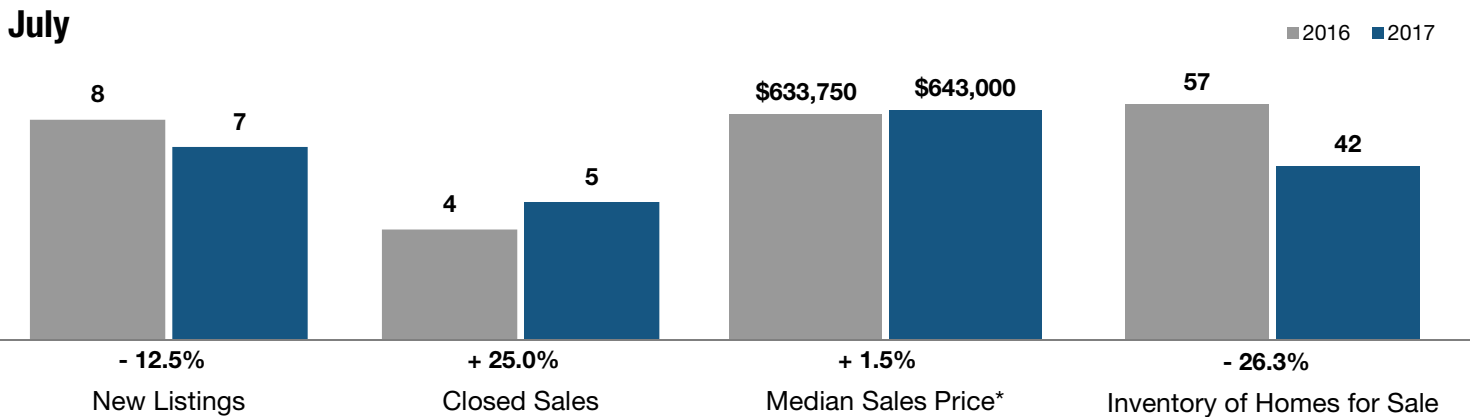
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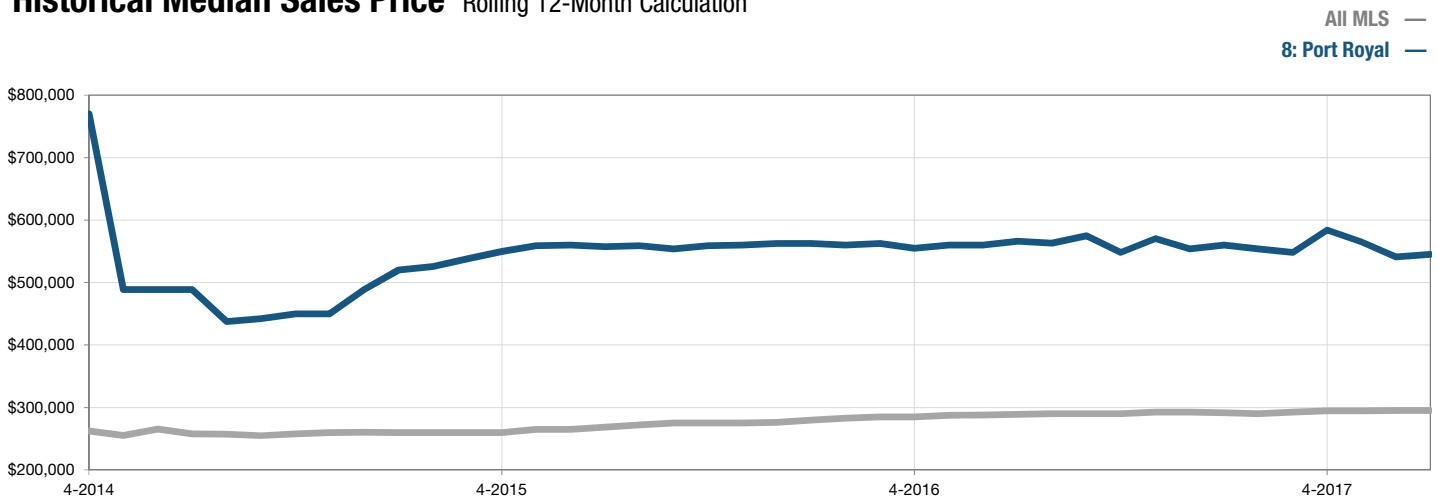
8: Port Royal

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	7	- 12.5%	72	55	- 23.6%
Closed Sales	4	5	+ 25.0%	32	37	+ 15.6%
Median Sales Price*	\$633,750	\$643,000	+ 1.5%	\$589,250	\$545,000	- 7.5%
Percent of List Price Received*	94.9%	91.3%	- 3.7%	93.9%	93.9%	+ 0.1%
Days on Market Until Sale	307	143	- 53.4%	195	225	+ 15.3%
Inventory of Homes for Sale	57	42	- 26.3%	--	--	--

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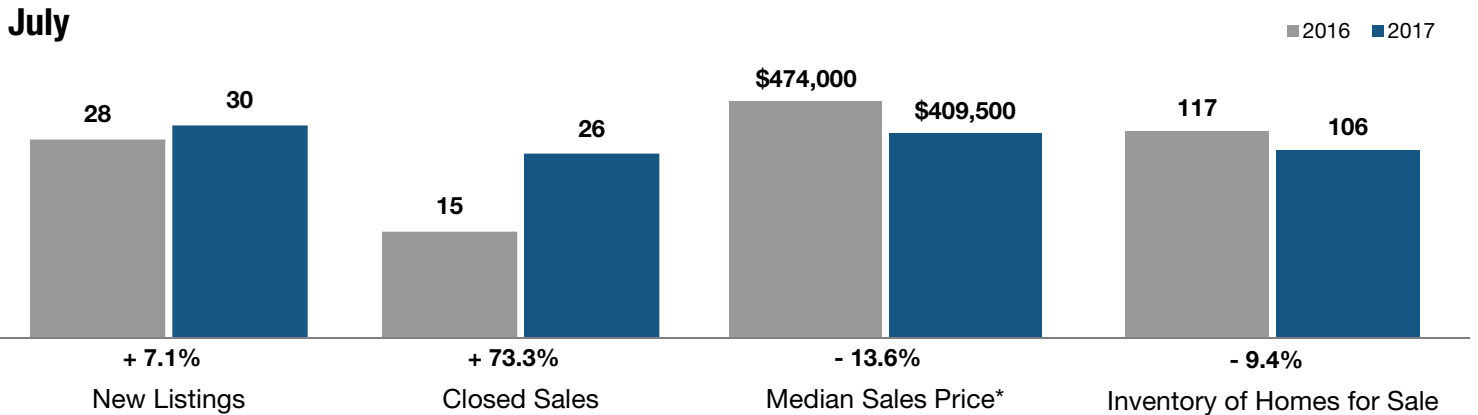
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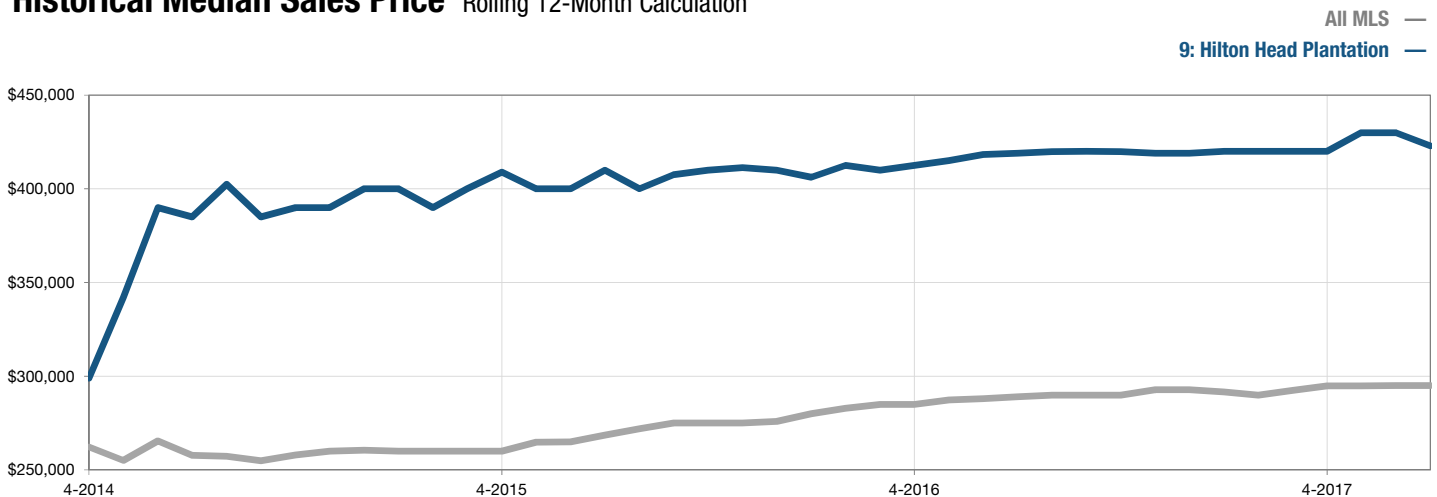
9: Hilton Head Plantation

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	28	30	+ 7.1%	231	215	- 6.9%
Closed Sales	15	26	+ 73.3%	152	144	- 5.3%
Median Sales Price*	\$474,000	\$409,500	- 13.6%	\$420,000	\$432,500	+ 3.0%
Percent of List Price Received*	96.3%	96.9%	+ 0.6%	96.0%	96.0%	+ 0.0%
Days on Market Until Sale	117	128	+ 9.4%	129	134	+ 4.0%
Inventory of Homes for Sale	117	106	- 9.4%	--	--	--

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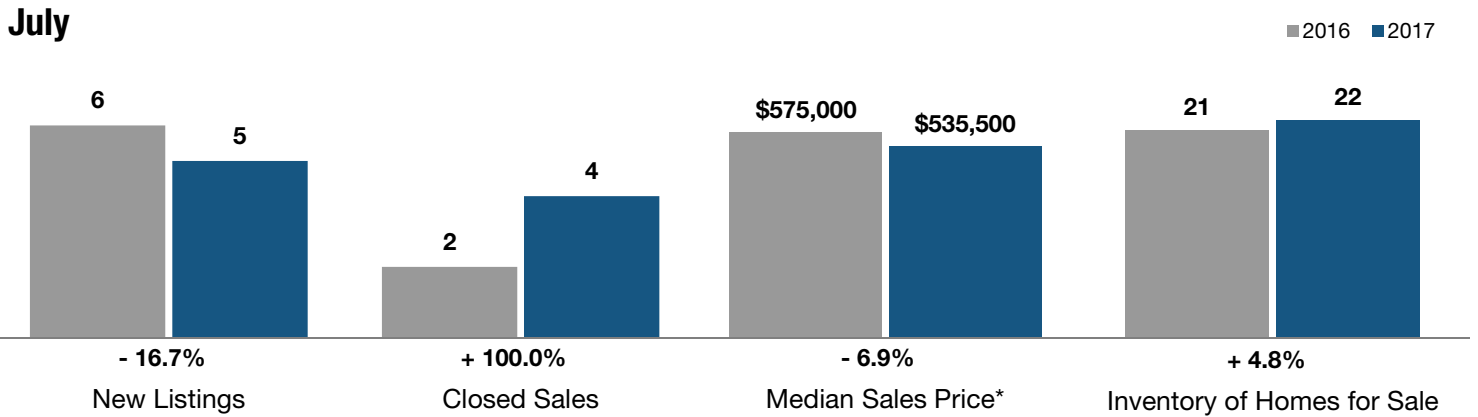
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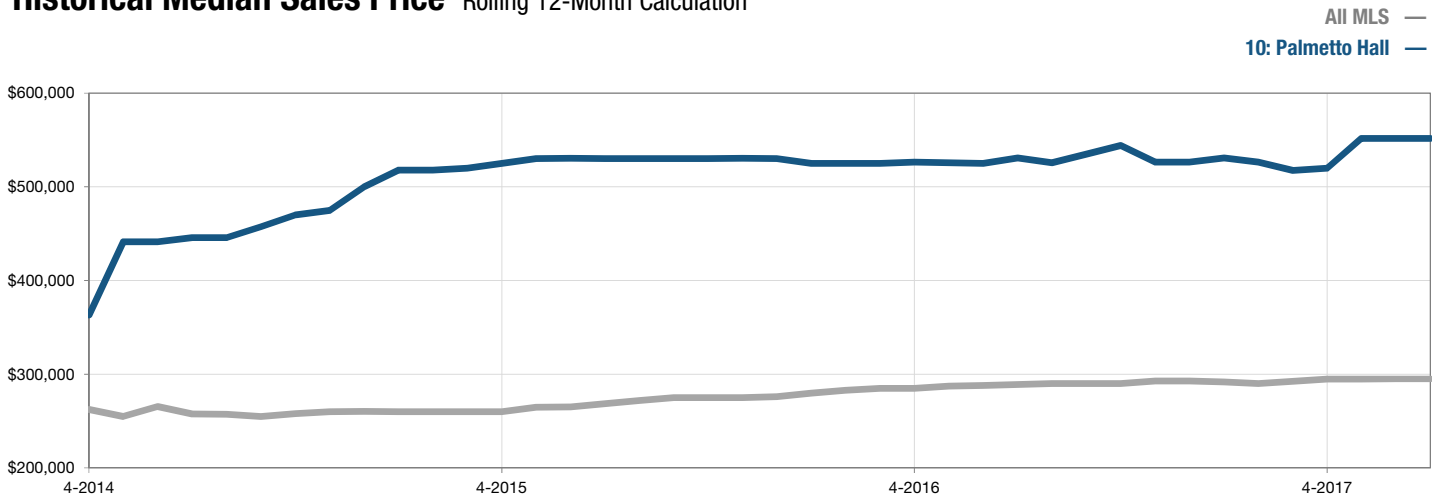
10: Palmetto Hall

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	5	- 16.7%	26	37	+ 42.3%
Closed Sales	2	4	+ 100.0%	11	20	+ 81.8%
Median Sales Price*	\$575,000	\$535,500	- 6.9%	\$535,000	\$560,740	+ 4.8%
Percent of List Price Received*	95.9%	96.9%	+ 1.1%	96.4%	96.1%	- 0.3%
Days on Market Until Sale	185	273	+ 48.1%	196	191	- 2.7%
Inventory of Homes for Sale	21	22	+ 4.8%	--	--	--

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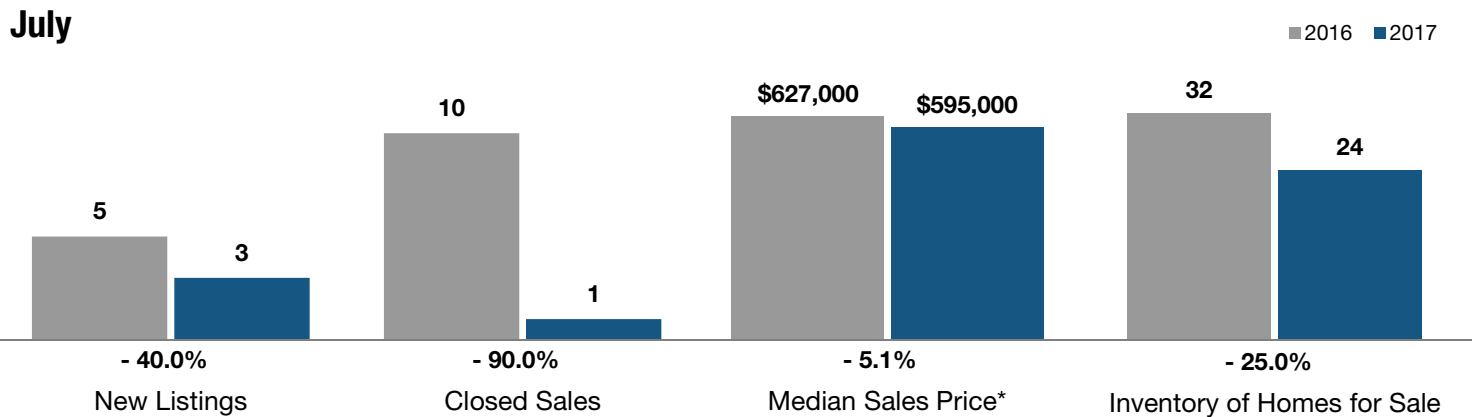
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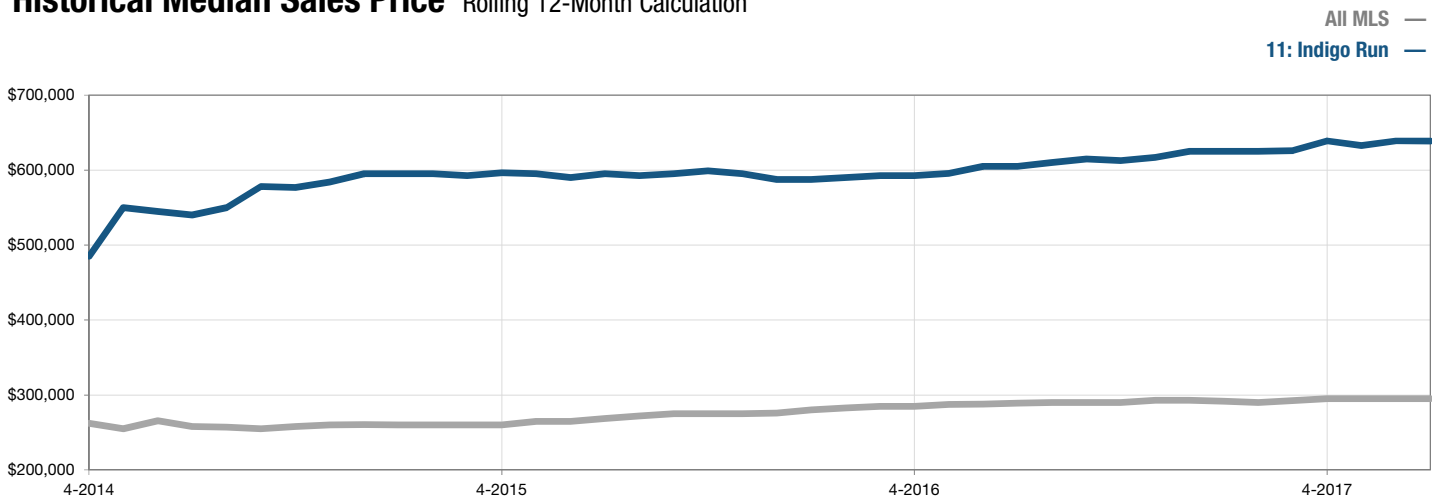
11: Indigo Run

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	3	- 40.0%	59	40	- 32.2%
Closed Sales	10	1	- 90.0%	42	27	- 35.7%
Median Sales Price*	\$627,000	\$595,000	- 5.1%	\$616,000	\$620,000	+ 0.6%
Percent of List Price Received*	96.7%	94.6%	- 2.2%	95.7%	96.0%	+ 0.3%
Days on Market Until Sale	162	110	- 32.1%	125	228	+ 82.4%
Inventory of Homes for Sale	32	24	- 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2017

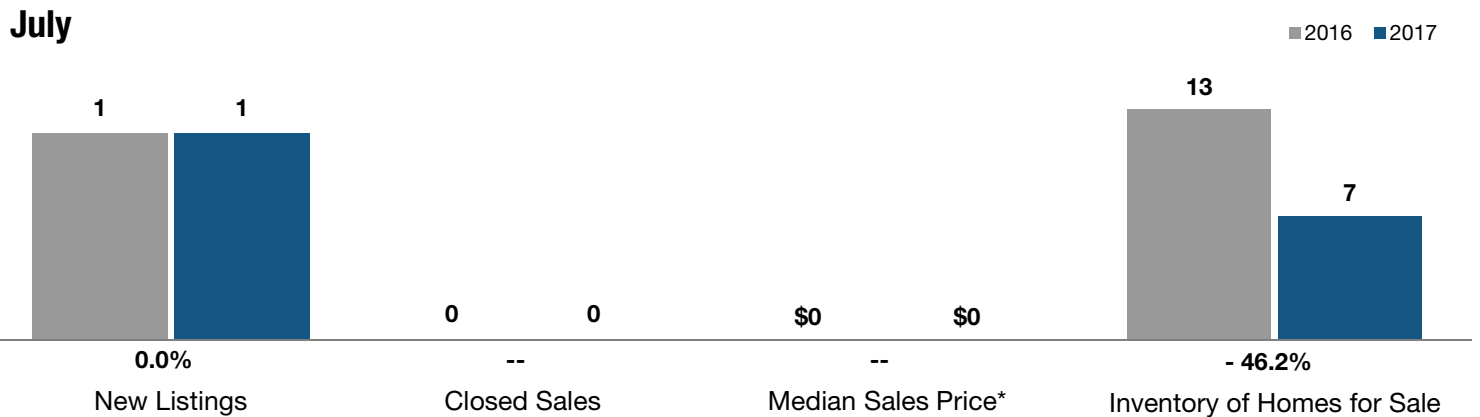
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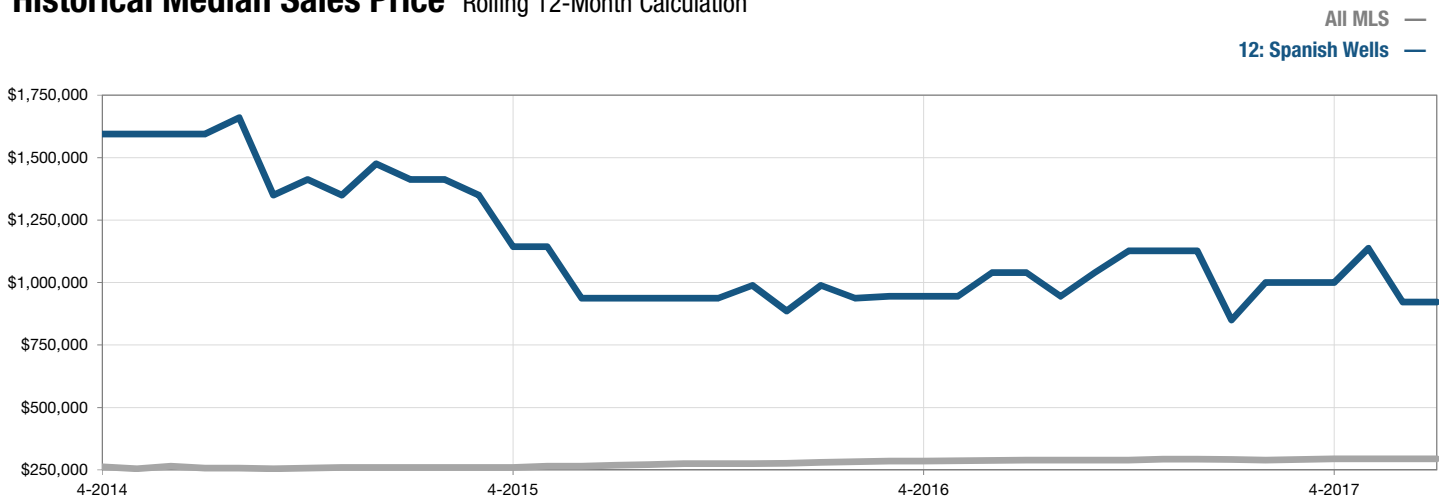
12: Spanish Wells

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	1	0.0%	9	13	+ 44.4%
Closed Sales	0	0	--	4	6	+ 50.0%
Median Sales Price*	\$0	\$0	--	\$1,127,500	\$922,500	- 18.2%
Percent of List Price Received*	0.0%	0.0%	--	92.6%	91.8%	- 1.0%
Days on Market Until Sale	0	0	--	53	410	+ 670.6%
Inventory of Homes for Sale	13	7	- 46.2%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2017

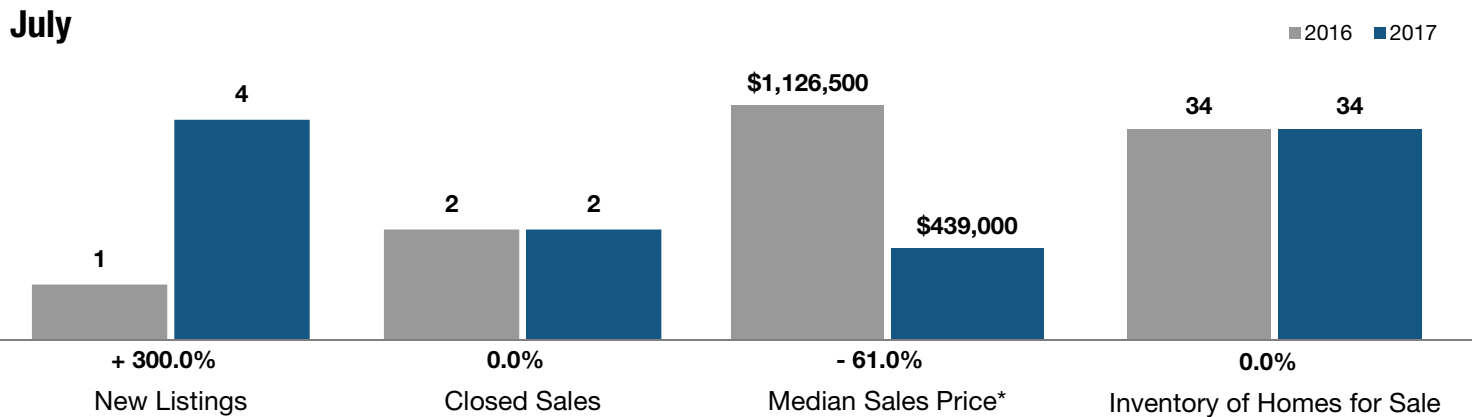
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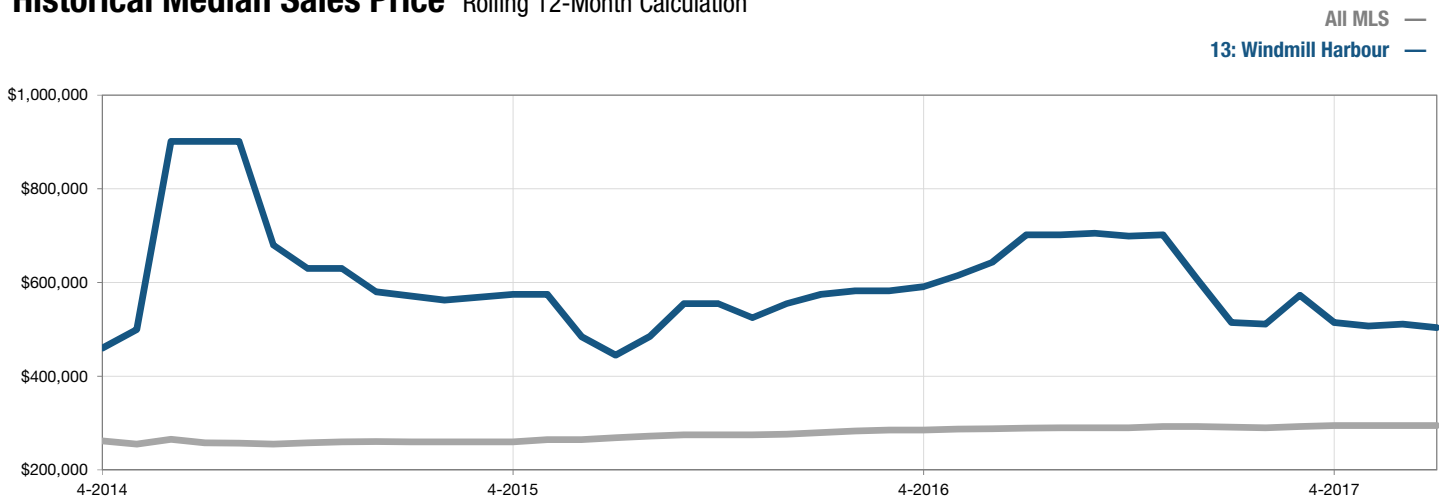
13: Windmill Harbour

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	4	+ 300.0%	39	36	- 7.7%
Closed Sales	2	2	0.0%	11	19	+ 72.7%
Median Sales Price*	\$1,126,500	\$439,000	- 61.0%	\$705,000	\$500,000	- 29.1%
Percent of List Price Received*	98.0%	95.3%	- 2.7%	94.6%	95.0%	+ 0.5%
Days on Market Until Sale	87	131	+ 50.6%	146	260	+ 77.6%
Inventory of Homes for Sale	34	34	0.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2017

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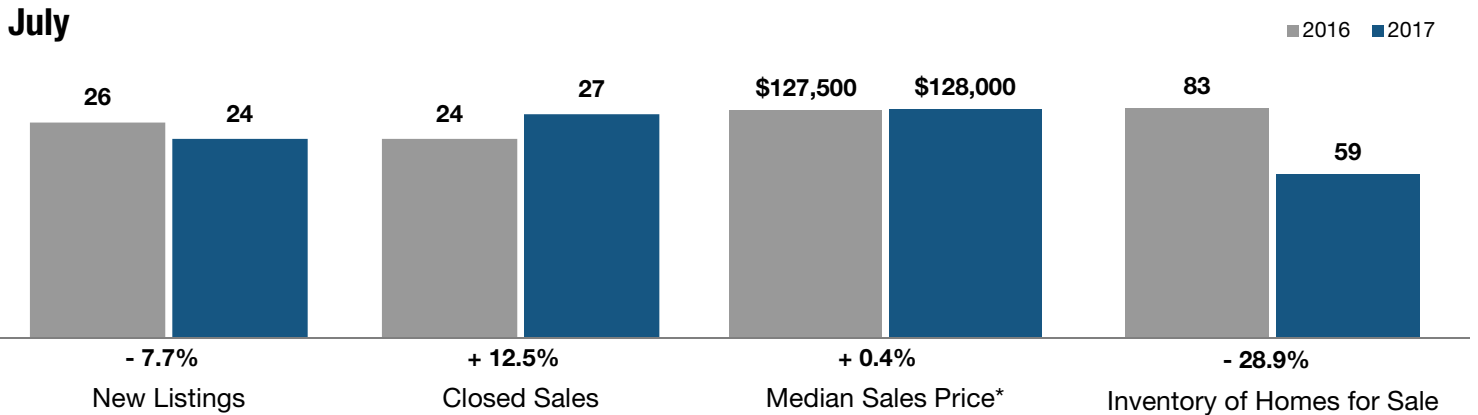


14: HH / Off Plantation

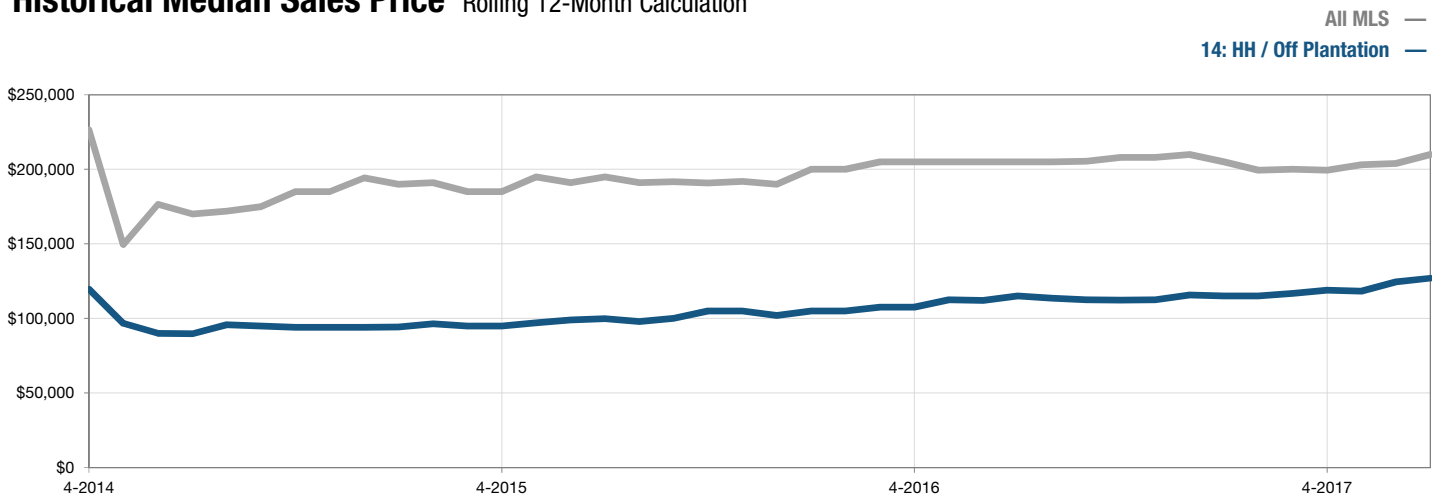
Condos / Villas Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	26	24	- 7.7%	195	193	- 1.0%
Closed Sales	24	27	+ 12.5%	151	156	+ 3.3%
Median Sales Price*	\$127,500	\$128,000	+ 0.4%	\$125,000	\$128,450	+ 2.8%
Percent of List Price Received*	94.5%	94.2%	- 0.4%	93.7%	94.1%	+ 0.4%
Days on Market Until Sale	111	115	+ 4.0%	111	120	+ 8.1%
Inventory of Homes for Sale	83	59	- 28.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2017

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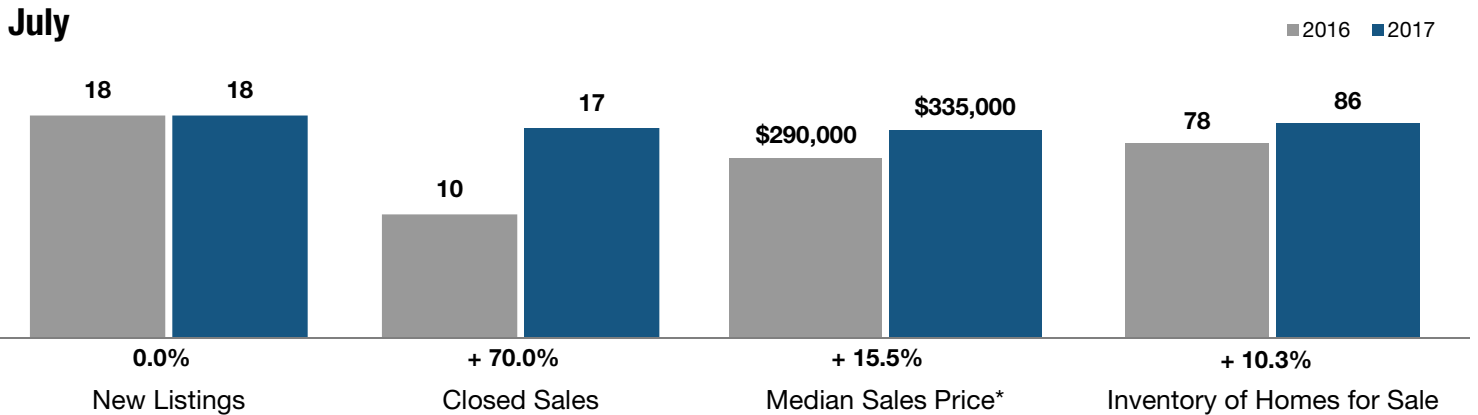


14: HH / Off Plantation

Detached Homes Only

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	18	18	0.0%	119	166	+ 39.5%
Closed Sales	10	17	+ 70.0%	75	96	+ 28.0%
Median Sales Price*	\$290,000	\$335,000	+ 15.5%	\$310,000	\$337,000	+ 8.7%
Percent of List Price Received*	97.4%	96.3%	- 1.1%	96.1%	97.8%	+ 1.7%
Days on Market Until Sale	151	224	+ 47.9%	156	143	- 8.3%
Inventory of Homes for Sale	78	86	+ 10.3%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation

