

Local Market Update – August 2017

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



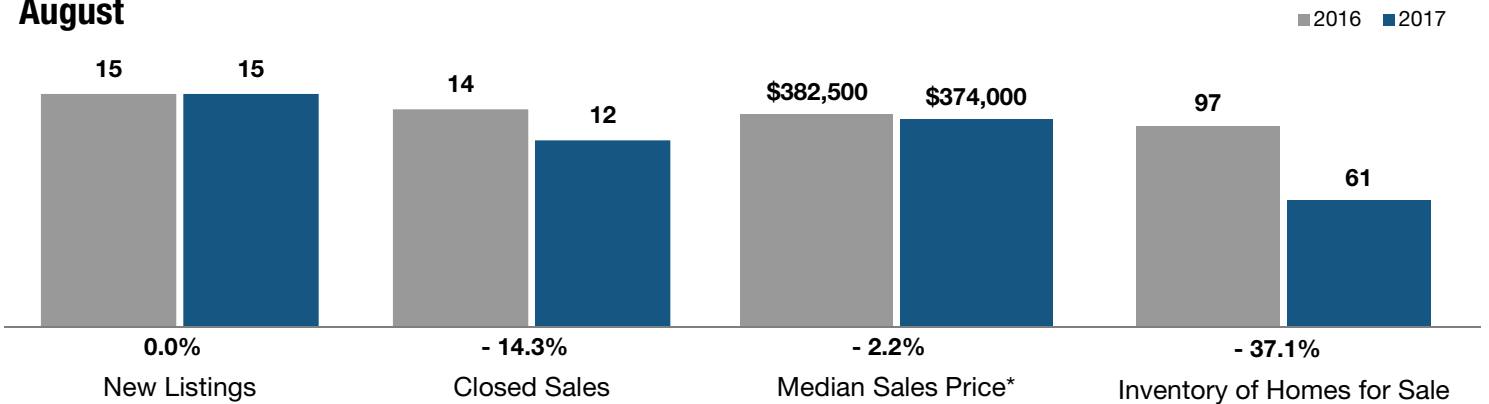
1: Sea Pines

Condos / Villas Only

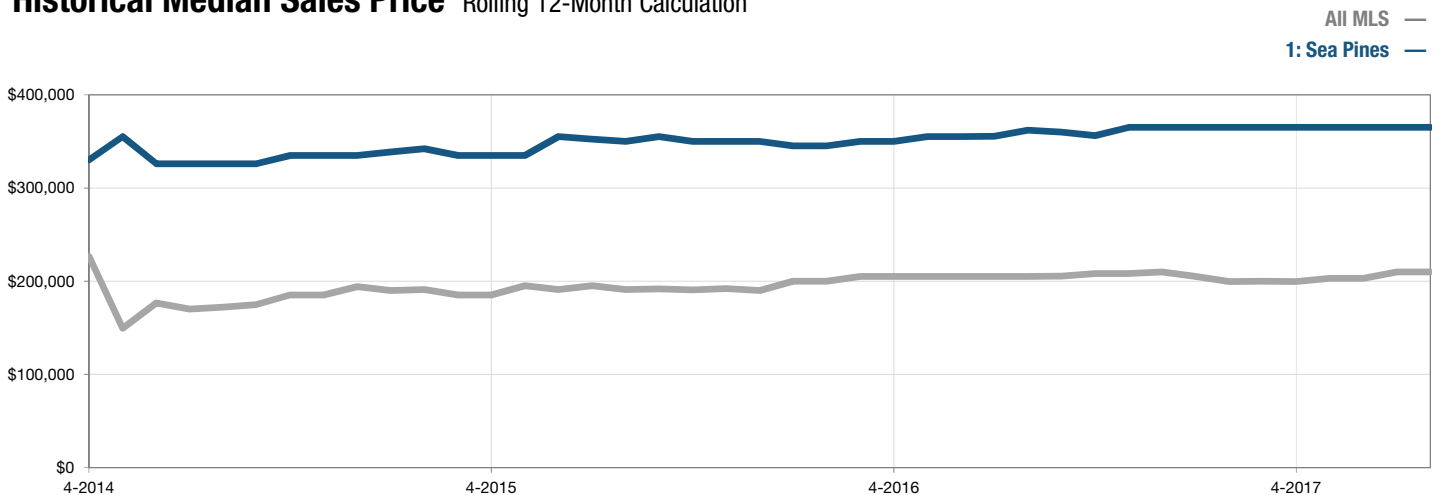
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	15	15	0.0%	134	129	- 3.7%
Closed Sales	14	12	- 14.3%	96	107	+ 11.5%
Median Sales Price*	\$382,500	\$374,000	- 2.2%	\$362,500	\$365,000	+ 0.7%
Percent of List Price Received*	95.2%	94.1%	- 1.1%	94.5%	95.1%	+ 0.6%
Days on Market Until Sale	196	184	- 6.3%	180	188	+ 4.6%
Inventory of Homes for Sale	97	61	- 37.1%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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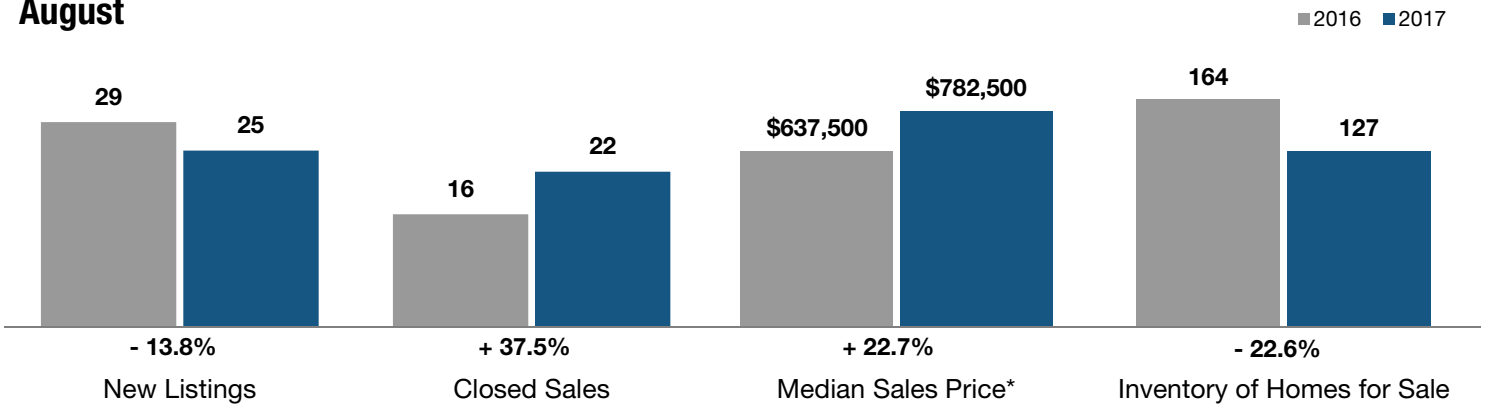
1: Sea Pines

Detached Homes Only

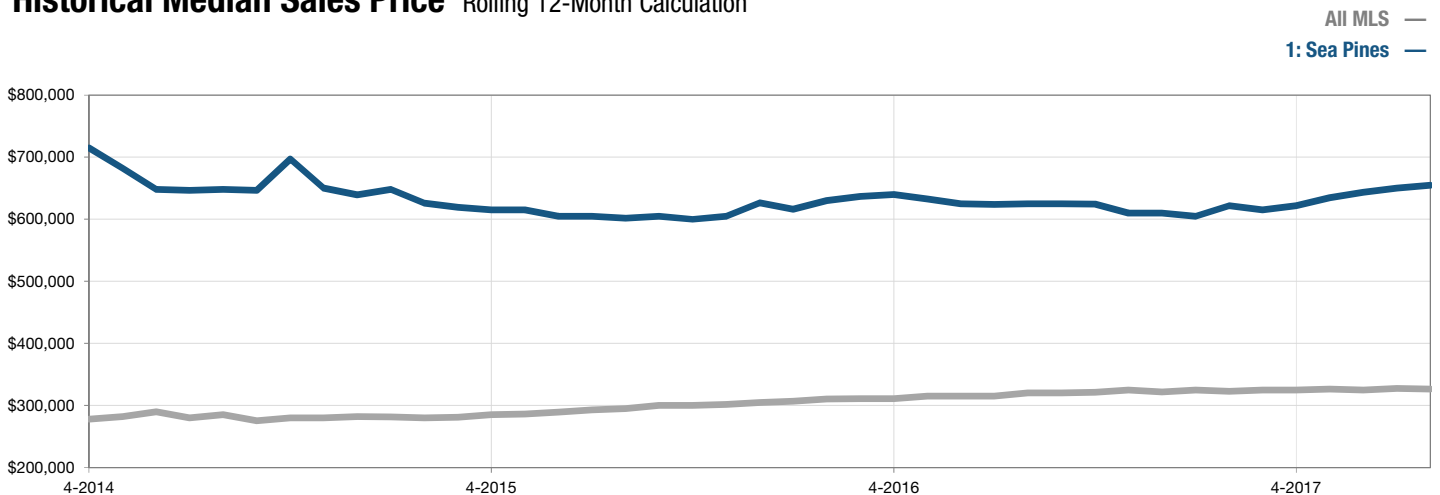
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	29	25	- 13.8%	251	201	- 19.9%
Closed Sales	16	22	+ 37.5%	136	152	+ 11.8%
Median Sales Price*	\$637,500	\$782,500	+ 22.7%	\$600,000	\$685,000	+ 14.2%
Percent of List Price Received*	95.4%	93.7%	- 1.8%	94.6%	95.1%	+ 0.6%
Days on Market Until Sale	168	170	+ 1.1%	160	174	+ 8.7%
Inventory of Homes for Sale	164	127	- 22.6%	--	--	--

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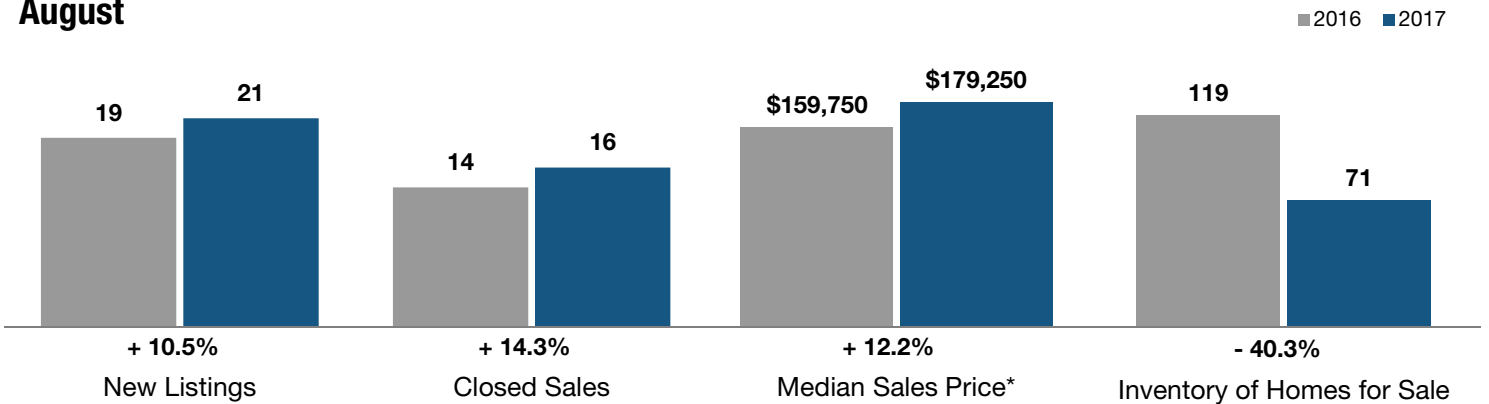
2: Forest Beach

Condos / Villas Only

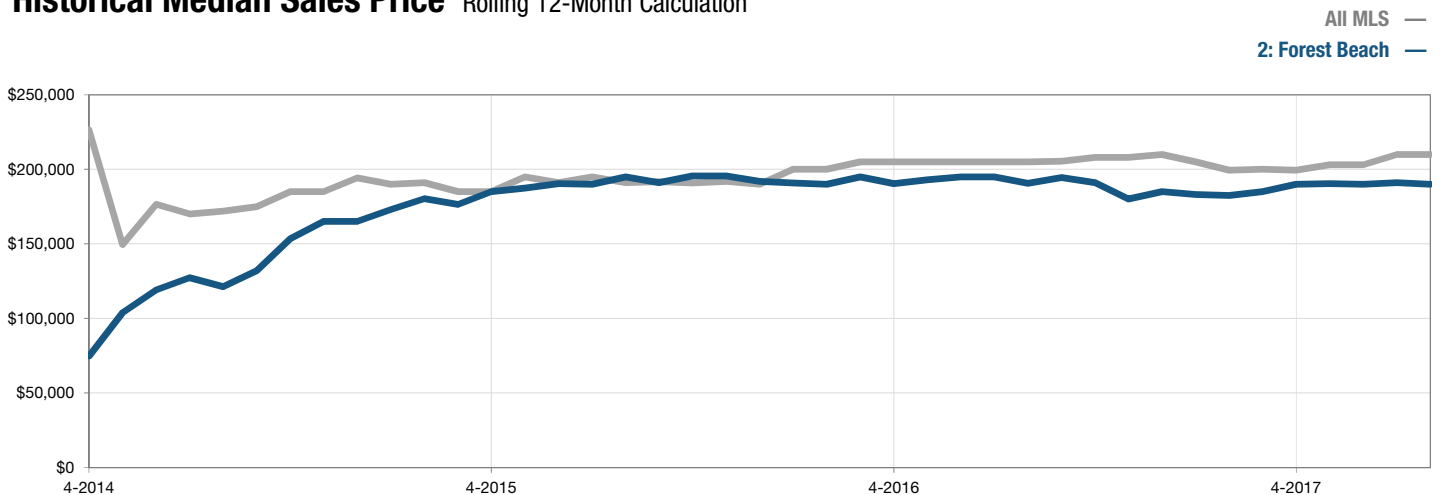
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	19	21	+ 10.5%	180	174	- 3.3%
Closed Sales	14	16	+ 14.3%	110	138	+ 25.5%
Median Sales Price*	\$159,750	\$179,250	+ 12.2%	\$185,000	\$191,700	+ 3.6%
Percent of List Price Received*	94.5%	94.3%	- 0.2%	94.3%	95.2%	+ 0.9%
Days on Market Until Sale	145	108	- 25.5%	164	159	- 3.2%
Inventory of Homes for Sale	119	71	- 40.3%	--	--	--

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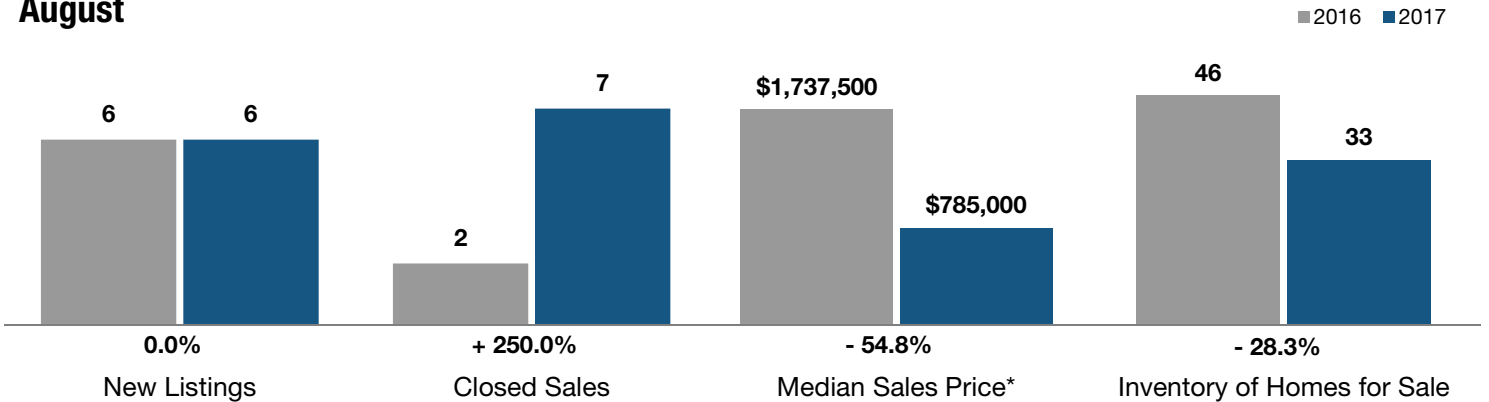
2: Forest Beach

Detached Homes Only

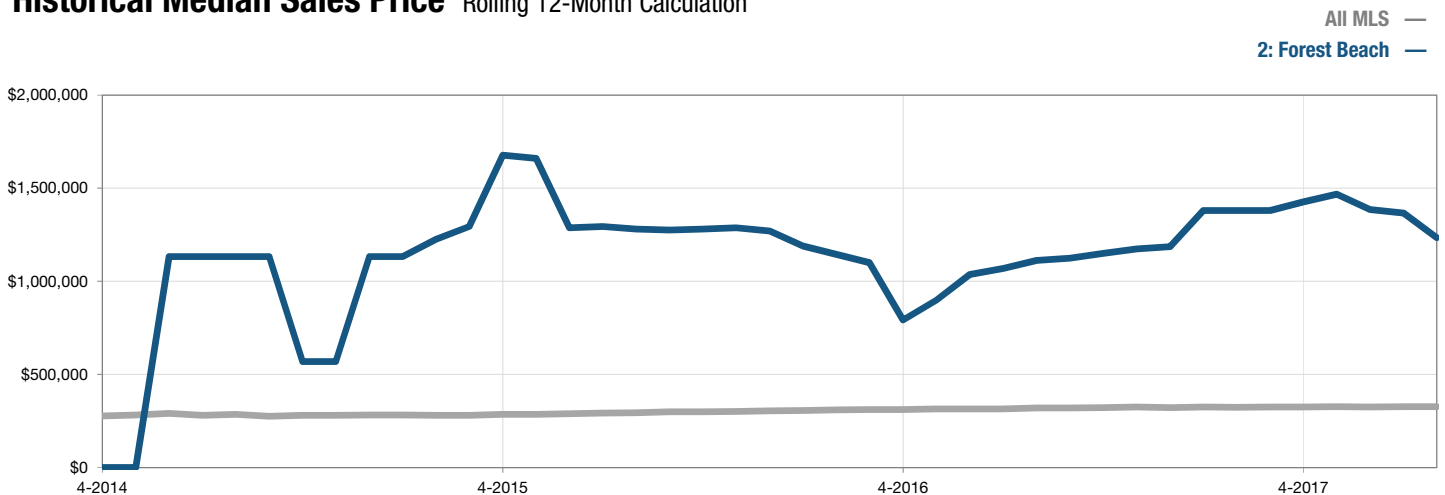
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	6	0.0%	46	41	- 10.9%
Closed Sales	2	7	+ 250.0%	16	24	+ 50.0%
Median Sales Price*	\$1,737,500	\$785,000	- 54.8%	\$1,112,500	\$1,025,000	- 7.9%
Percent of List Price Received*	90.7%	92.8%	+ 2.4%	91.0%	92.5%	+ 1.6%
Days on Market Until Sale	130	271	+ 108.7%	243	268	+ 10.4%
Inventory of Homes for Sale	46	33	- 28.3%	--	--	--

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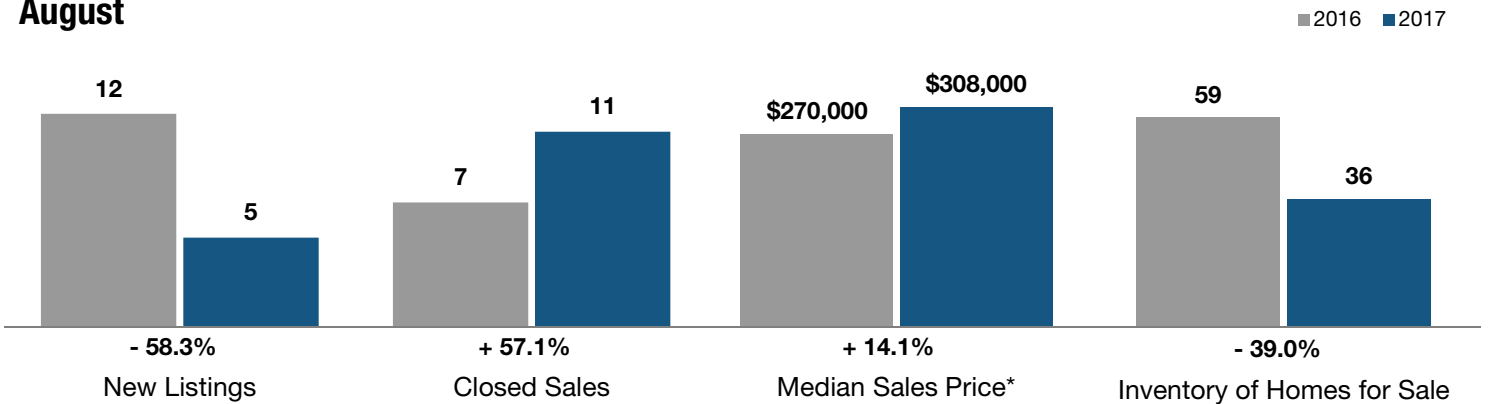
3: Shipyard

Condos / Villas Only

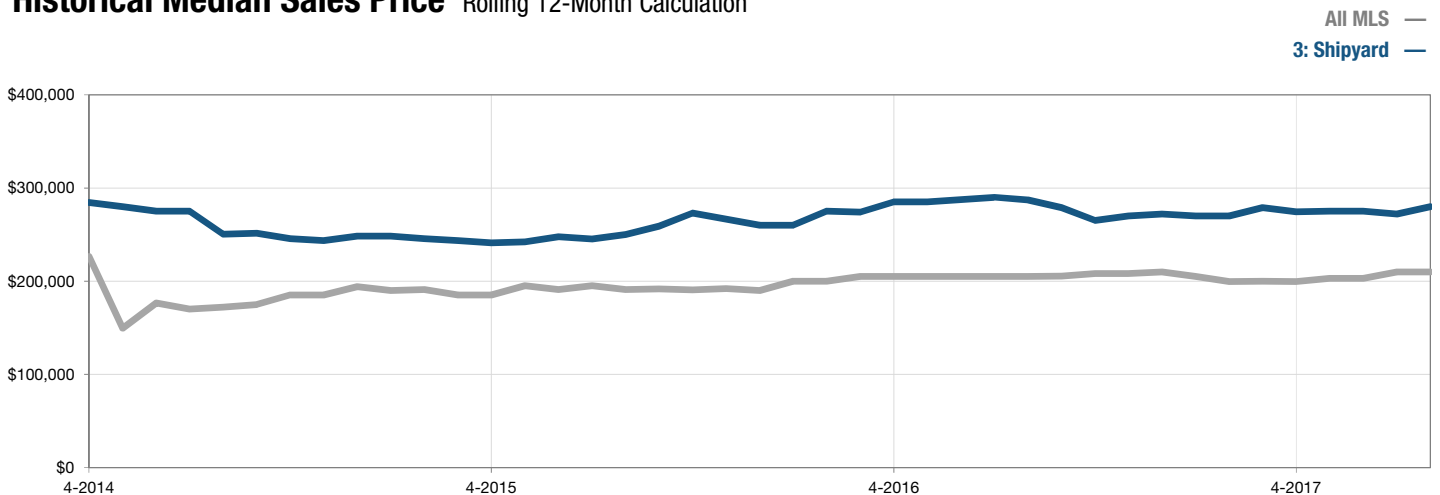
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	12	5	- 58.3%	91	80	- 12.1%
Closed Sales	7	11	+ 57.1%	41	55	+ 34.1%
Median Sales Price*	\$270,000	\$308,000	+ 14.1%	\$293,500	\$295,000	+ 0.5%
Percent of List Price Received*	95.3%	96.5%	+ 1.2%	94.9%	95.7%	+ 0.9%
Days on Market Until Sale	113	112	- 1.0%	180	175	- 2.5%
Inventory of Homes for Sale	59	36	- 39.0%	--	--	--

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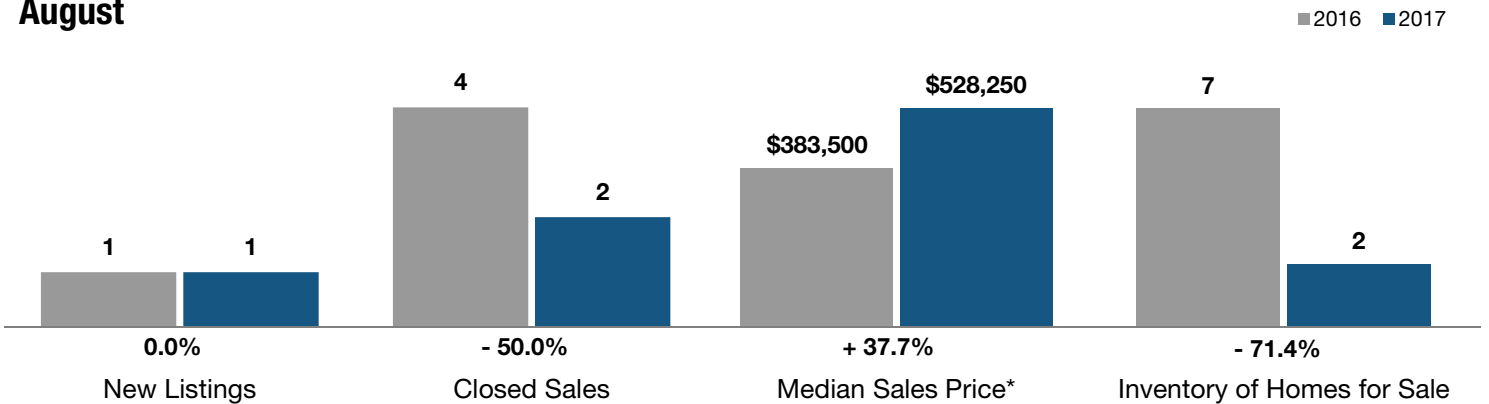
3: Shipyard

Detached Homes Only

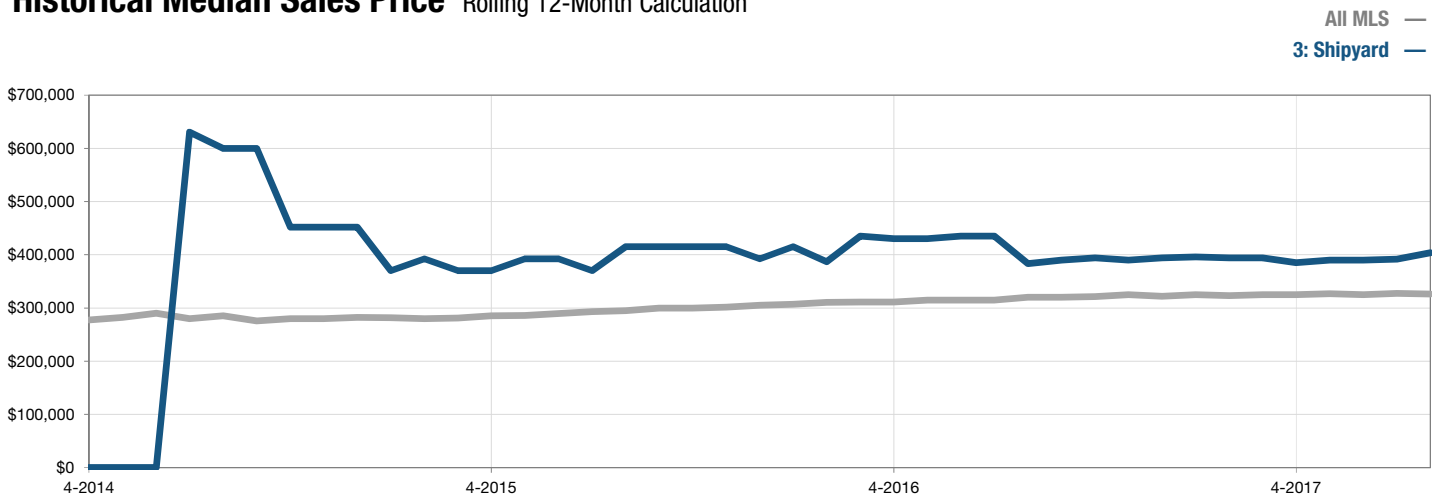
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	1	0.0%	22	14	- 36.4%
Closed Sales	4	2	- 50.0%	11	12	+ 9.1%
Median Sales Price*	\$383,500	\$528,250	+ 37.7%	\$425,000	\$444,500	+ 4.6%
Percent of List Price Received*	96.8%	98.8%	+ 2.0%	95.5%	96.3%	+ 0.9%
Days on Market Until Sale	160	107	- 33.1%	148	108	- 26.7%
Inventory of Homes for Sale	7	2	- 71.4%	--	--	--

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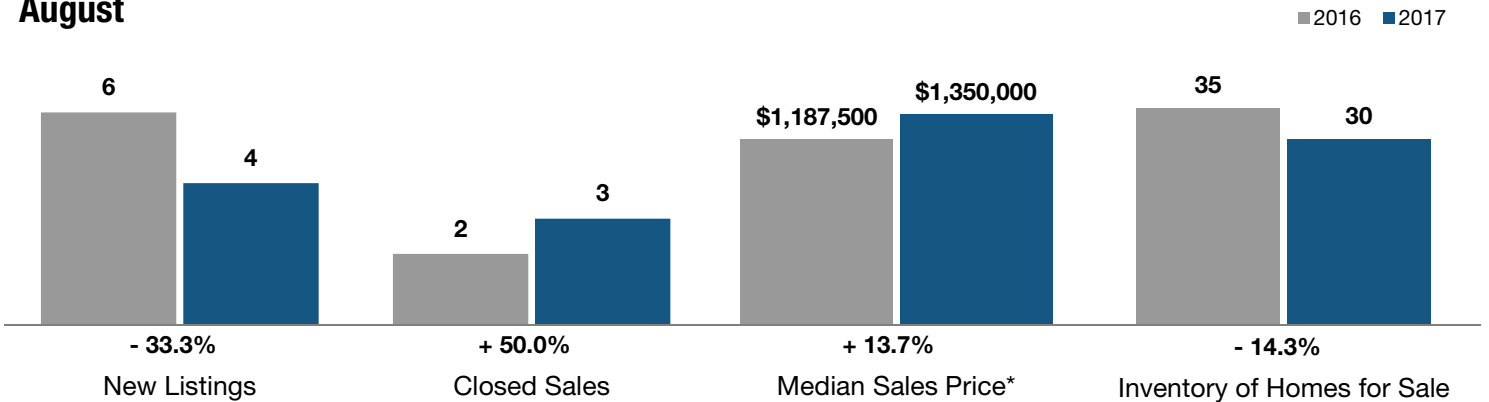


4: Wexford

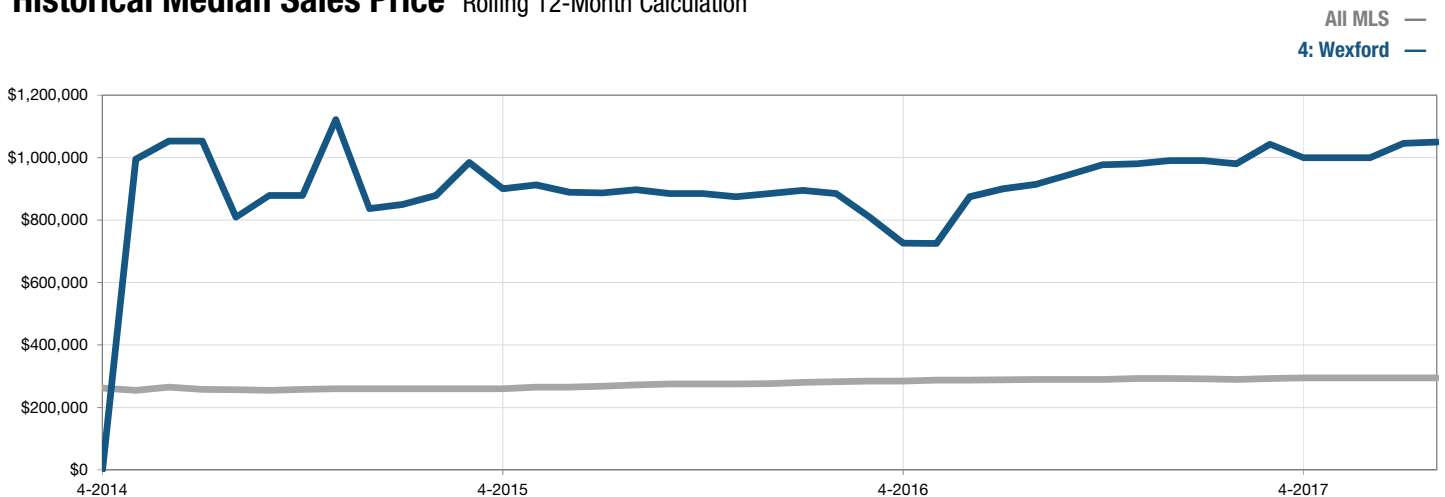
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	4	- 33.3%	39	31	- 20.5%
Closed Sales	2	3	+ 50.0%	17	14	- 17.6%
Median Sales Price*	\$1,187,500	\$1,350,000	+ 13.7%	\$975,000	\$1,158,750	+ 18.8%
Percent of List Price Received*	90.6%	95.0%	+ 4.9%	91.7%	95.0%	+ 3.6%
Days on Market Until Sale	56	179	+ 220.2%	270	210	- 22.2%
Inventory of Homes for Sale	35	30	- 14.3%	--	--	--

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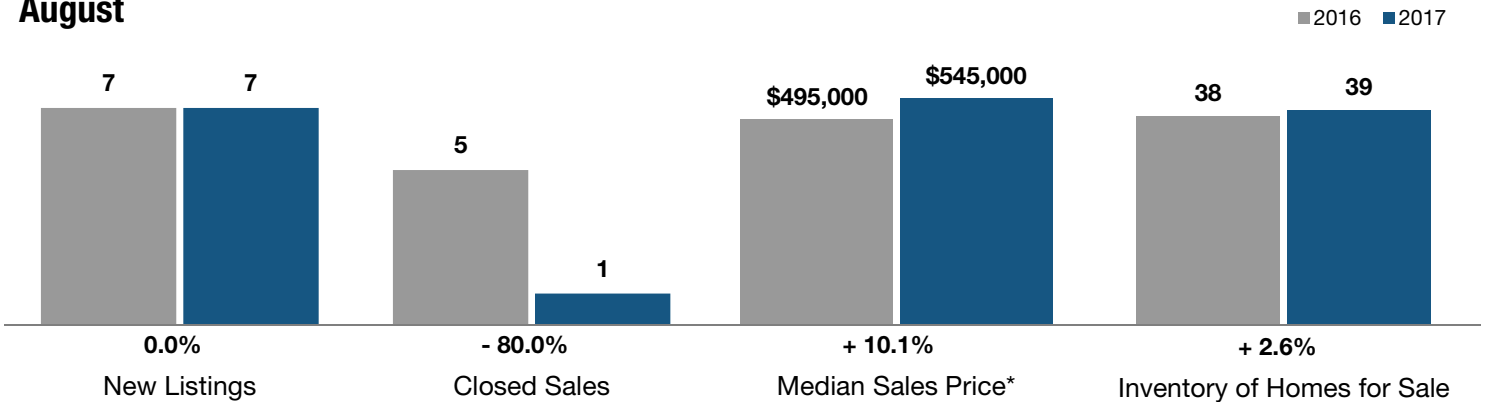


5: Long Cove

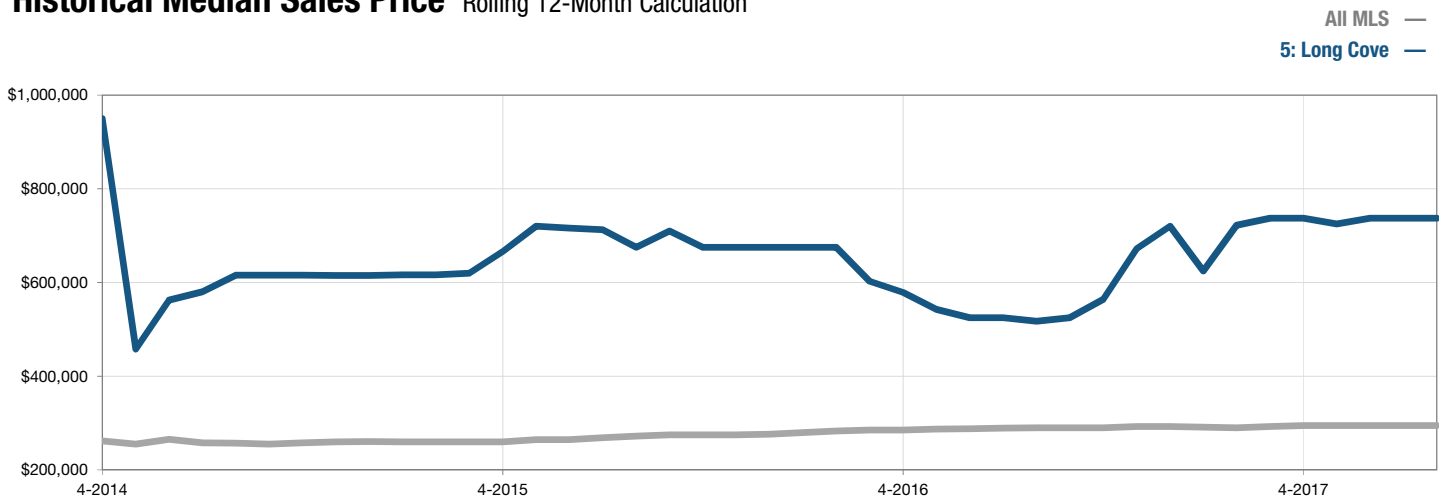
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	7	0.0%	42	41	- 2.4%
Closed Sales	5	1	- 80.0%	14	11	- 21.4%
Median Sales Price*	\$495,000	\$545,000	+ 10.1%	\$515,500	\$645,000	+ 25.1%
Percent of List Price Received*	94.7%	99.3%	+ 4.9%	95.4%	94.3%	- 1.1%
Days on Market Until Sale	380	115	- 69.7%	254	257	+ 1.2%
Inventory of Homes for Sale	38	39	+ 2.6%	--	--	--

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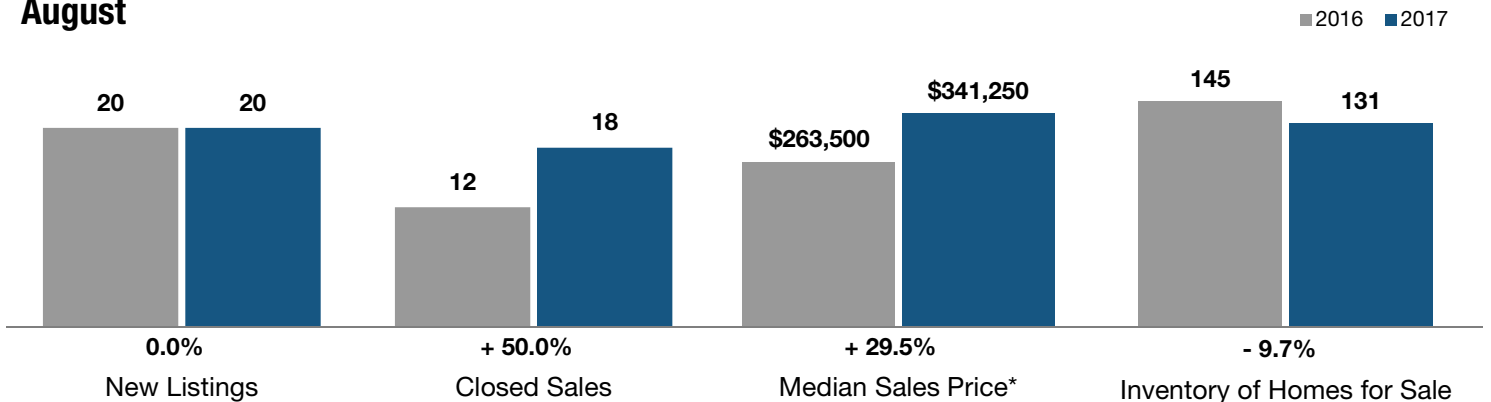
6: Palmetto Dunes

Condos / Villas Only

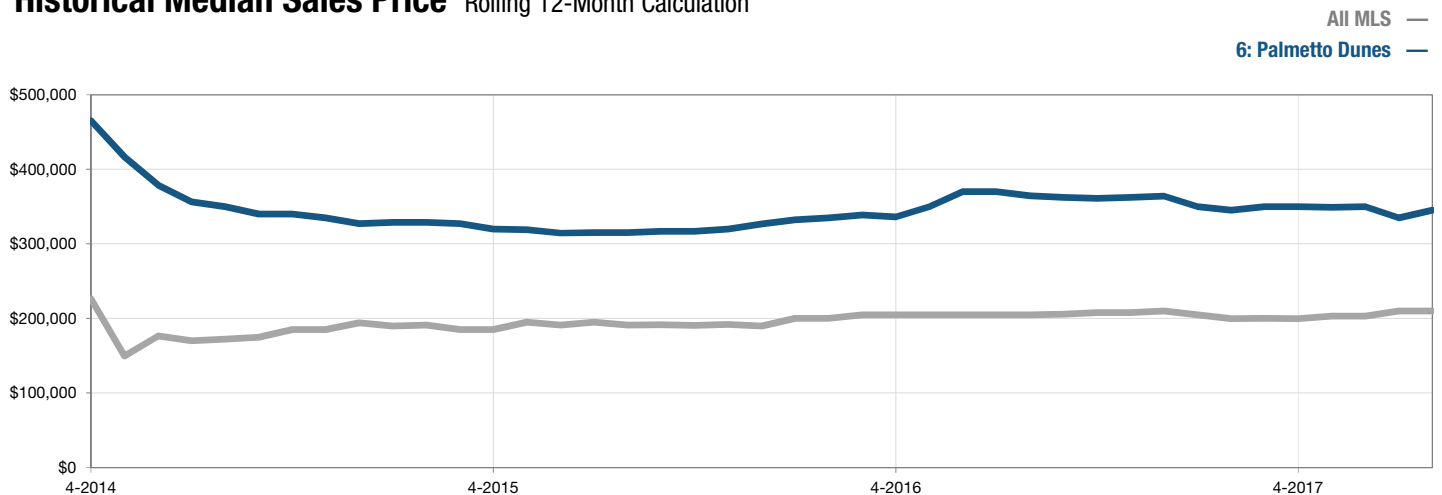
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	20	0.0%	189	179	- 5.3%
Closed Sales	12	18	+ 50.0%	114	116	+ 1.8%
Median Sales Price*	\$263,500	\$341,250	+ 29.5%	\$364,500	\$343,750	- 5.7%
Percent of List Price Received*	95.3%	95.8%	+ 0.5%	94.4%	95.1%	+ 0.7%
Days on Market Until Sale	114	132	+ 15.8%	175	198	+ 13.2%
Inventory of Homes for Sale	145	131	- 9.7%	--	--	--

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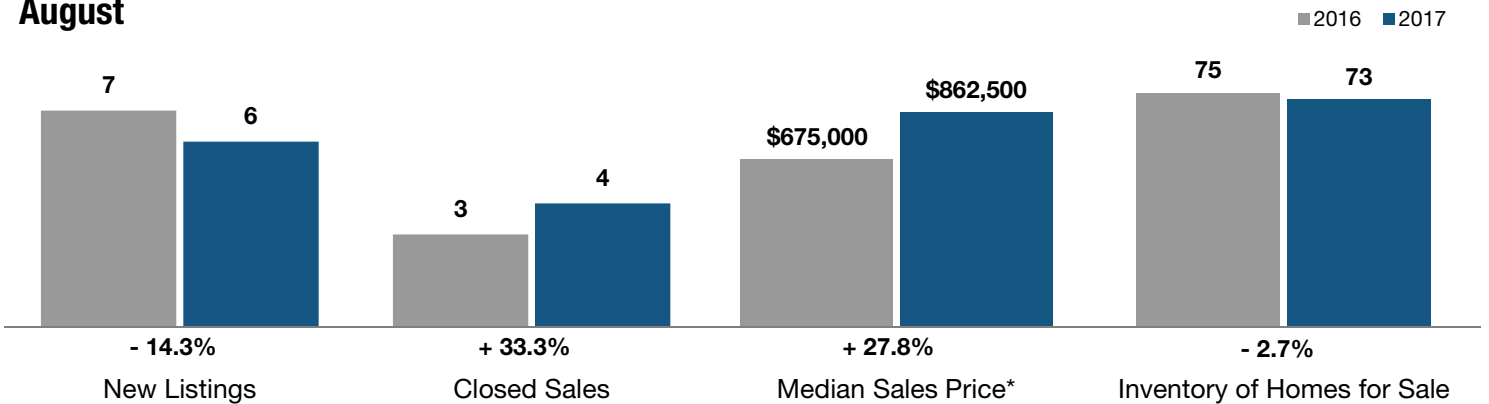
6: Palmetto Dunes

Detached Homes Only

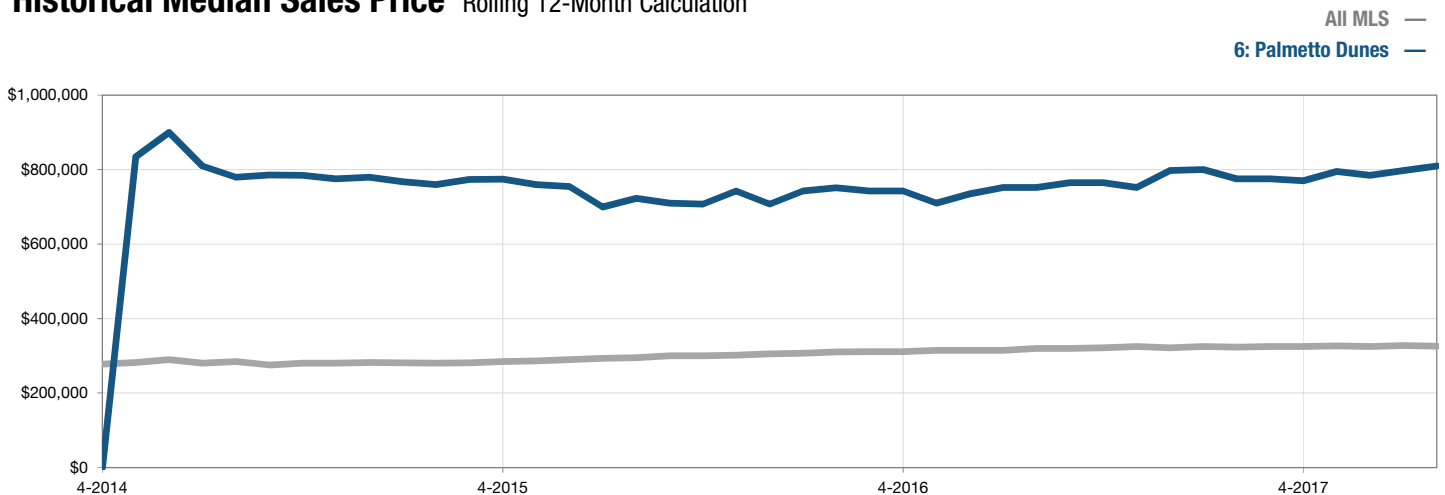
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	6	- 14.3%	69	79	+ 14.5%
Closed Sales	3	4	+ 33.3%	36	35	- 2.8%
Median Sales Price*	\$675,000	\$862,500	+ 27.8%	\$835,000	\$885,000	+ 6.0%
Percent of List Price Received*	90.2%	94.6%	+ 4.8%	93.8%	93.9%	+ 0.0%
Days on Market Until Sale	92	106	+ 16.1%	245	140	- 43.0%
Inventory of Homes for Sale	75	73	- 2.7%	--	--	--

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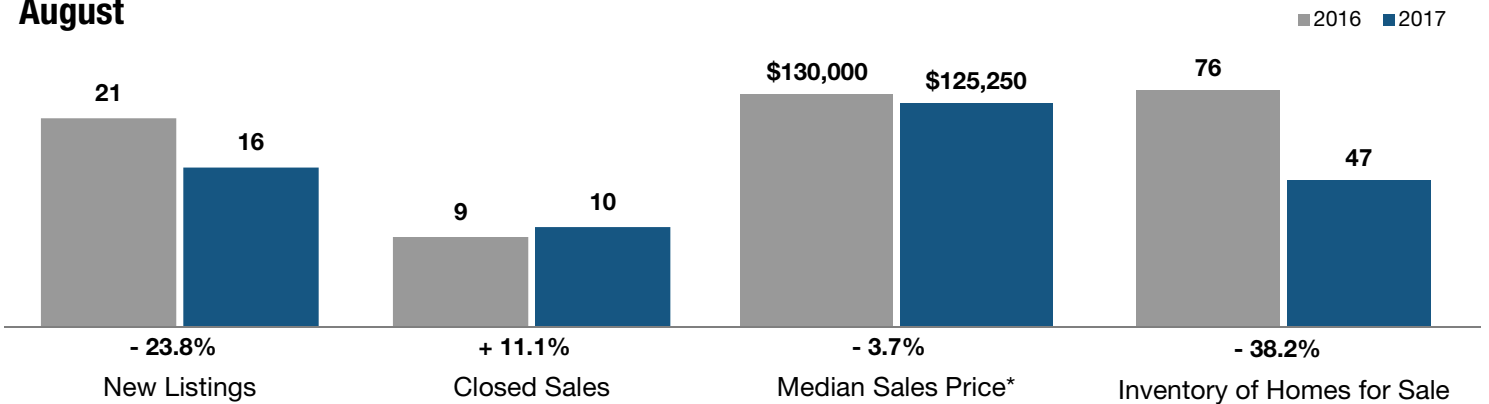
7: Folly Field

Condos / Villas Only

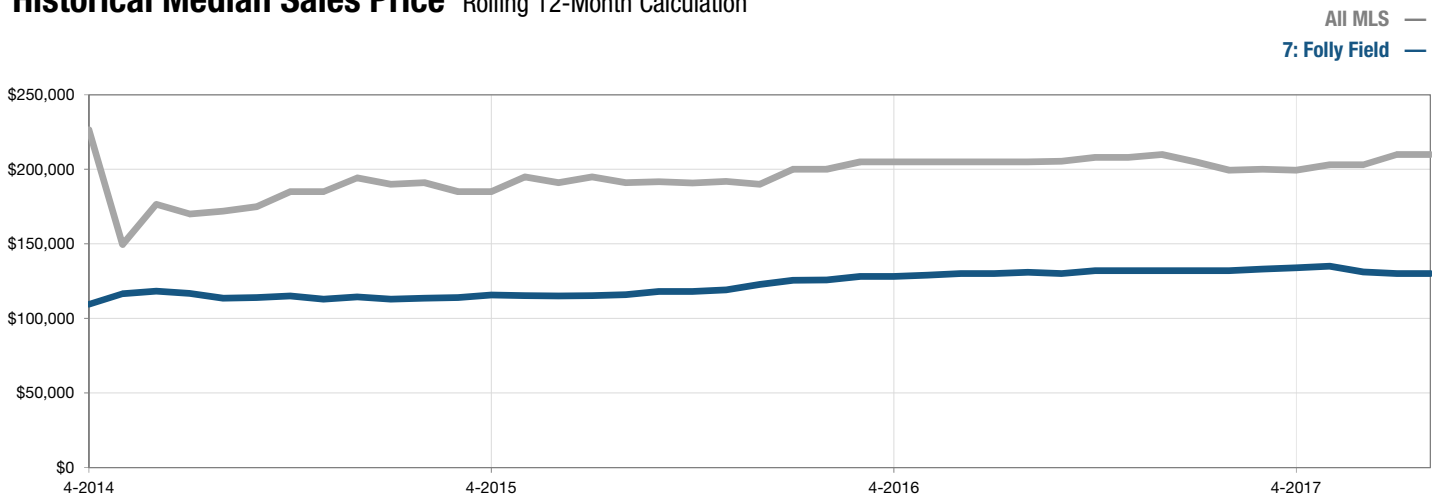
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	21	16	- 23.8%	121	110	- 9.1%
Closed Sales	9	10	+ 11.1%	87	98	+ 12.6%
Median Sales Price*	\$130,000	\$125,250	- 3.7%	\$132,000	\$129,500	- 1.9%
Percent of List Price Received*	94.8%	94.7%	- 0.1%	94.0%	94.8%	+ 0.8%
Days on Market Until Sale	136	197	+ 45.0%	162	158	- 2.6%
Inventory of Homes for Sale	76	47	- 38.2%	--	--	--

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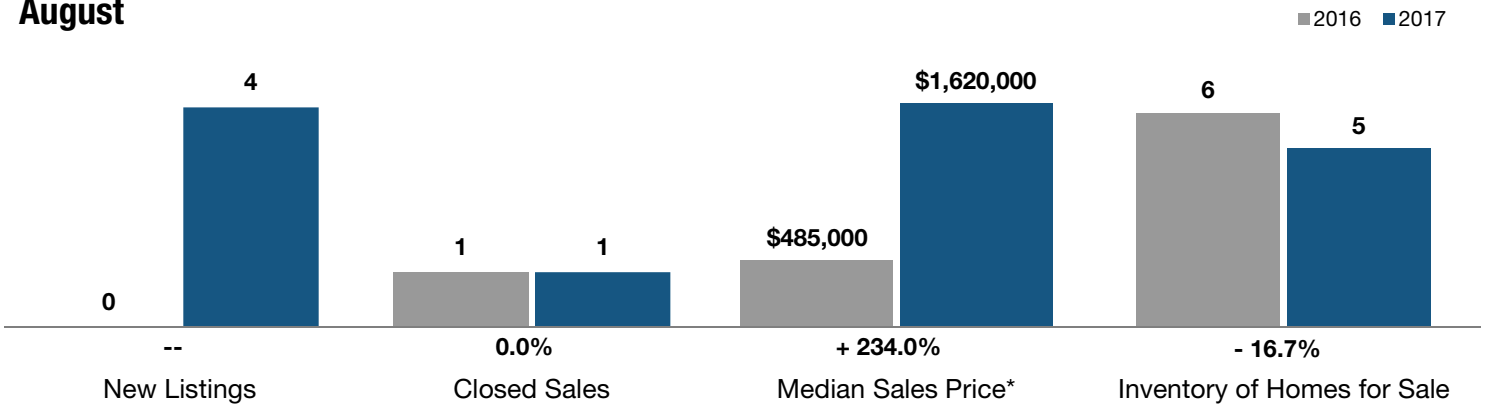
7: Folly Field

Detached Homes Only

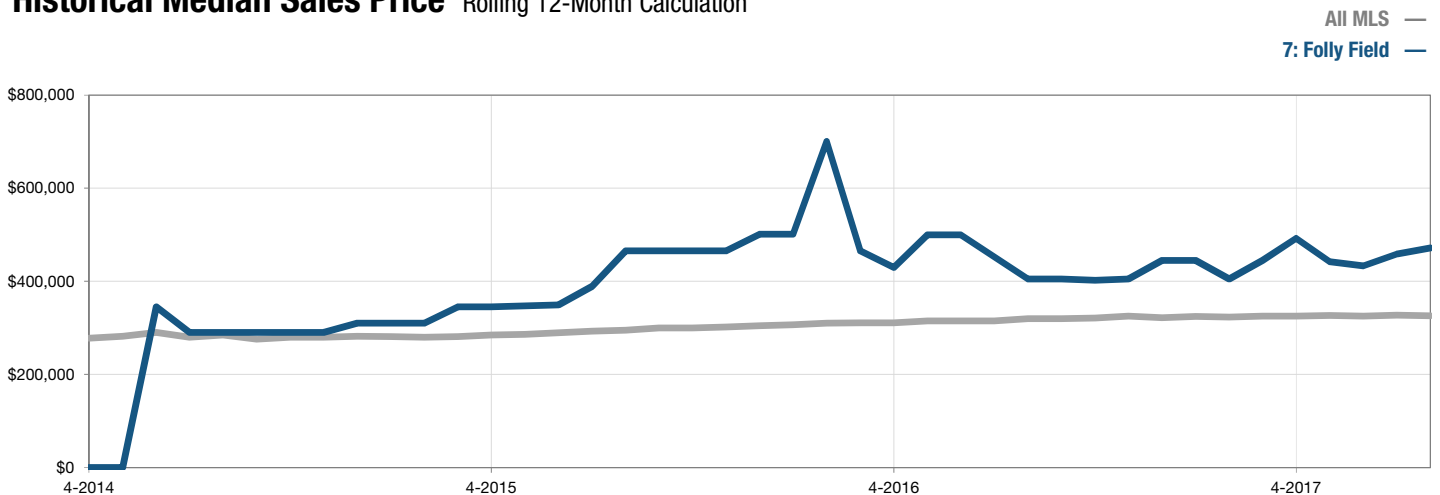
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	0	4	--	4	10	+ 150.0%
Closed Sales	1	1	0.0%	6	6	0.0%
Median Sales Price*	\$485,000	\$1,620,000	+ 234.0%	\$445,000	\$473,226	+ 6.3%
Percent of List Price Received*	95.1%	85.5%	- 10.1%	93.4%	91.7%	- 1.8%
Days on Market Until Sale	232	220	- 5.2%	171	388	+ 127.3%
Inventory of Homes for Sale	6	5	- 16.7%	--	--	--

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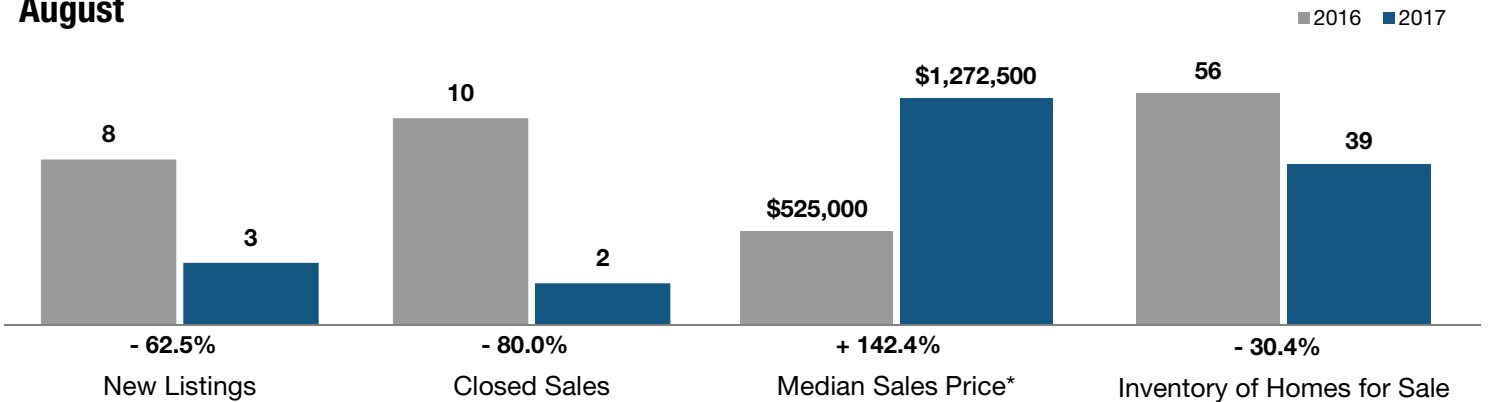


8: Port Royal

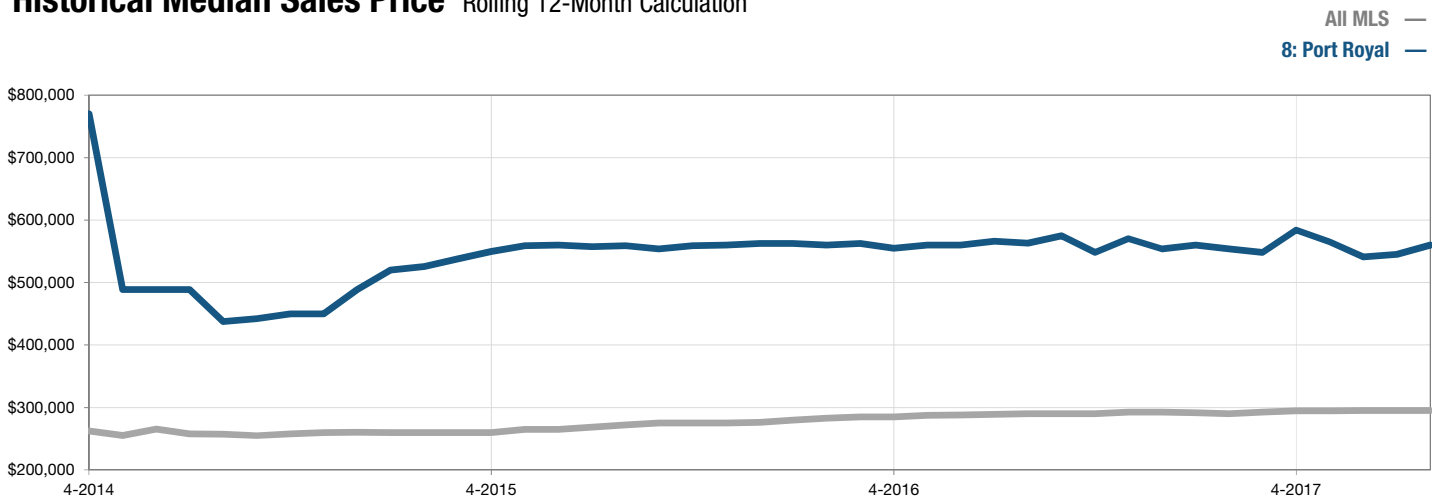
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	3	- 62.5%	80	58	- 27.5%
Closed Sales	10	2	- 80.0%	42	39	- 7.1%
Median Sales Price*	\$525,000	\$1,272,500	+ 142.4%	\$559,950	\$599,079	+ 7.0%
Percent of List Price Received*	92.7%	91.9%	- 0.8%	93.6%	93.8%	+ 0.3%
Days on Market Until Sale	193	80	- 58.5%	195	221	+ 13.6%
Inventory of Homes for Sale	56	39	- 30.4%	--	--	--

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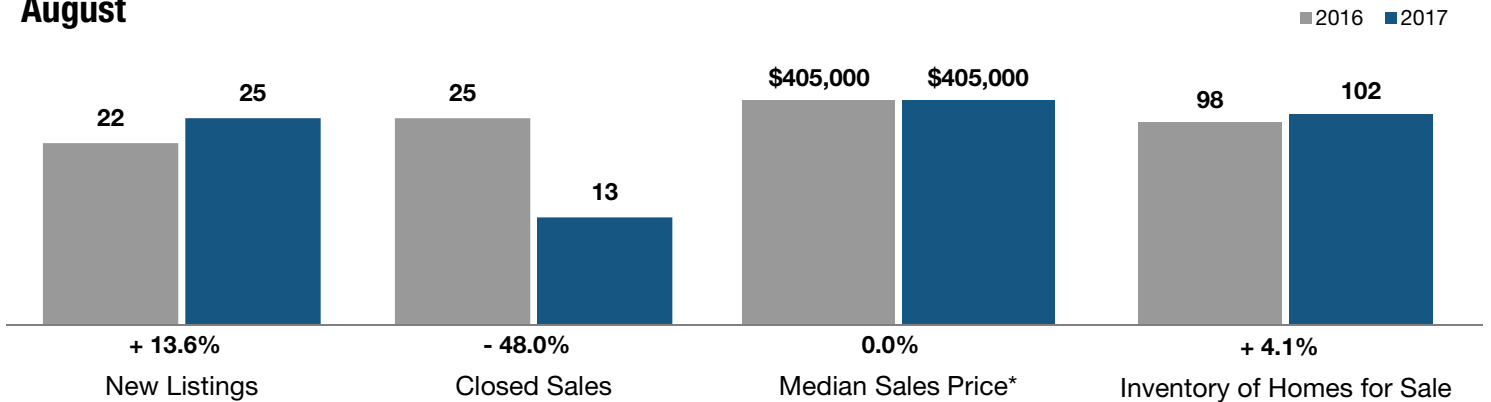


9: Hilton Head Plantation

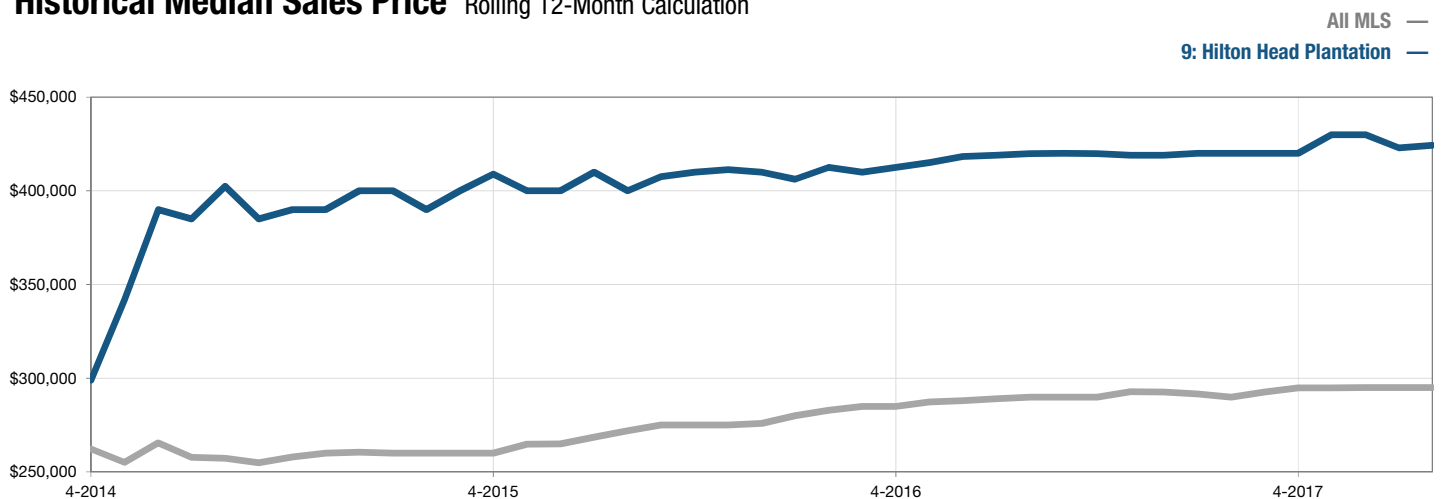
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	22	25	+ 13.6%	253	240	- 5.1%
Closed Sales	25	13	- 48.0%	177	157	- 11.3%
Median Sales Price*	\$405,000	\$405,000	0.0%	\$420,000	\$430,000	+ 2.4%
Percent of List Price Received*	95.4%	95.6%	+ 0.1%	95.9%	96.0%	+ 0.1%
Days on Market Until Sale	124	139	+ 12.5%	128	134	+ 4.9%
Inventory of Homes for Sale	98	102	+ 4.1%	--	--	--

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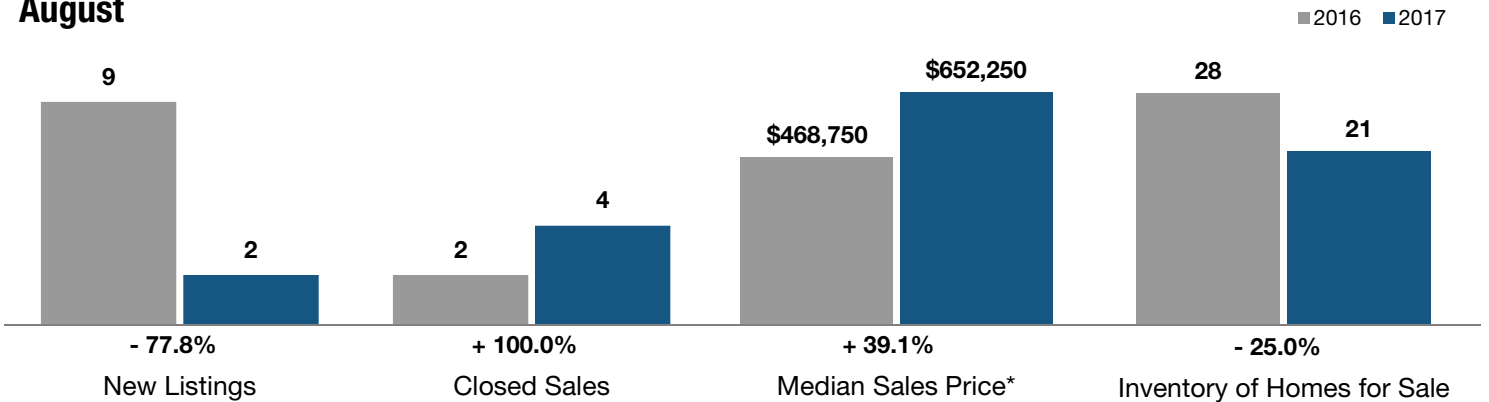


10: Palmetto Hall

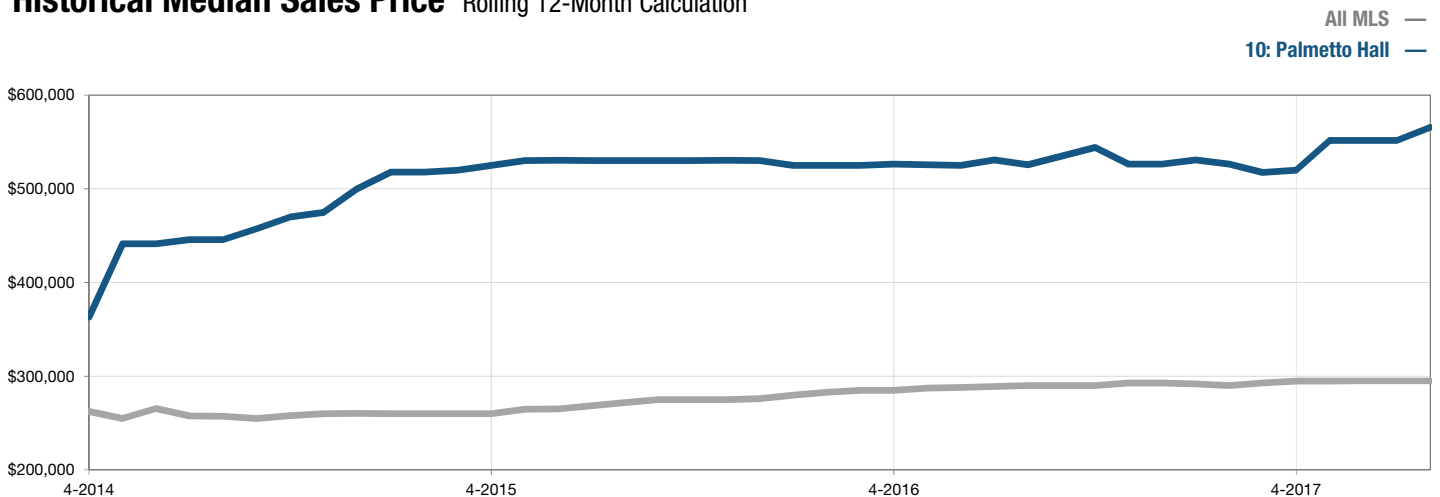
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	9	2	- 77.8%	35	39	+ 11.4%
Closed Sales	2	4	+ 100.0%	13	24	+ 84.6%
Median Sales Price*	\$468,750	\$652,250	+ 39.1%	\$526,500	\$570,615	+ 8.4%
Percent of List Price Received*	98.2%	96.2%	- 2.1%	96.7%	96.1%	- 0.6%
Days on Market Until Sale	139	124	- 11.2%	187	179	- 4.1%
Inventory of Homes for Sale	28	21	- 25.0%	--	--	--

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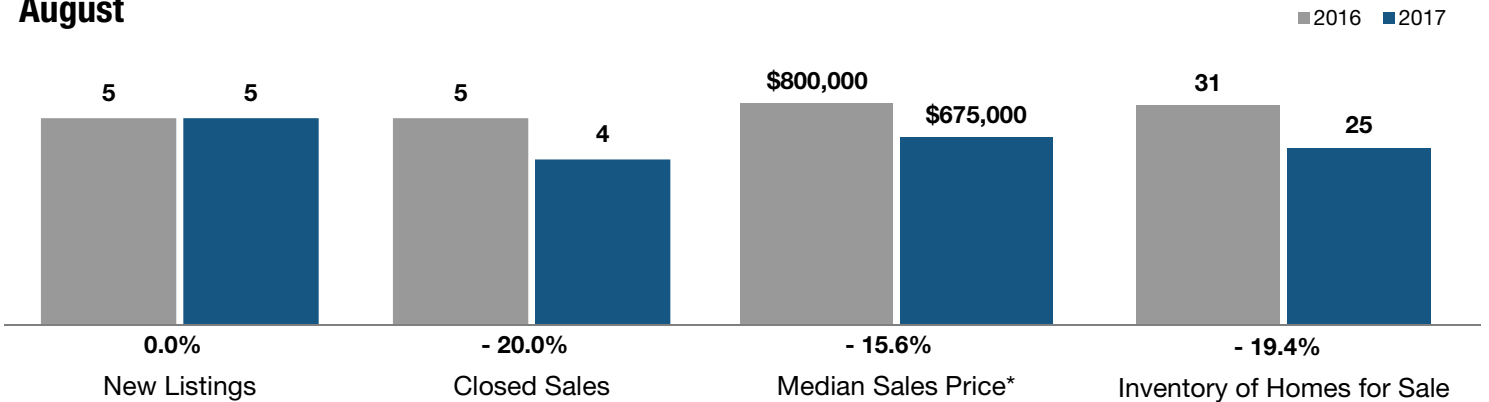


11: Indigo Run

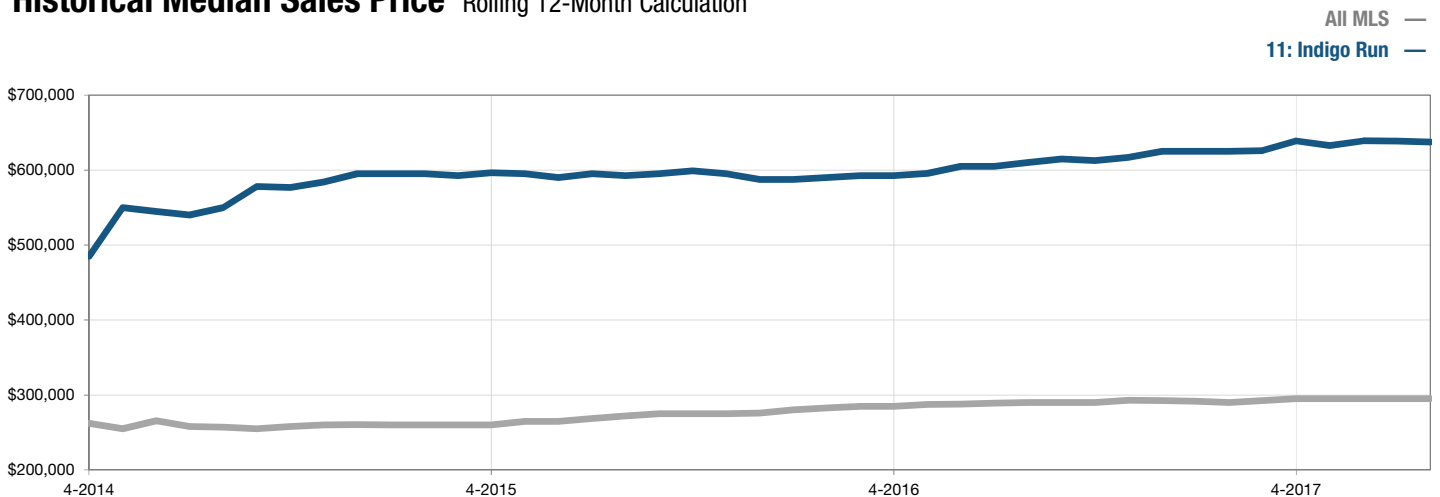
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	5	0.0%	64	45	- 29.7%
Closed Sales	5	4	- 20.0%	47	31	- 34.0%
Median Sales Price*	\$800,000	\$675,000	- 15.6%	\$617,000	\$620,000	+ 0.5%
Percent of List Price Received*	95.7%	97.6%	+ 2.0%	95.7%	96.2%	+ 0.6%
Days on Market Until Sale	151	181	+ 19.7%	128	222	+ 73.7%
Inventory of Homes for Sale	31	25	- 19.4%	--	--	--

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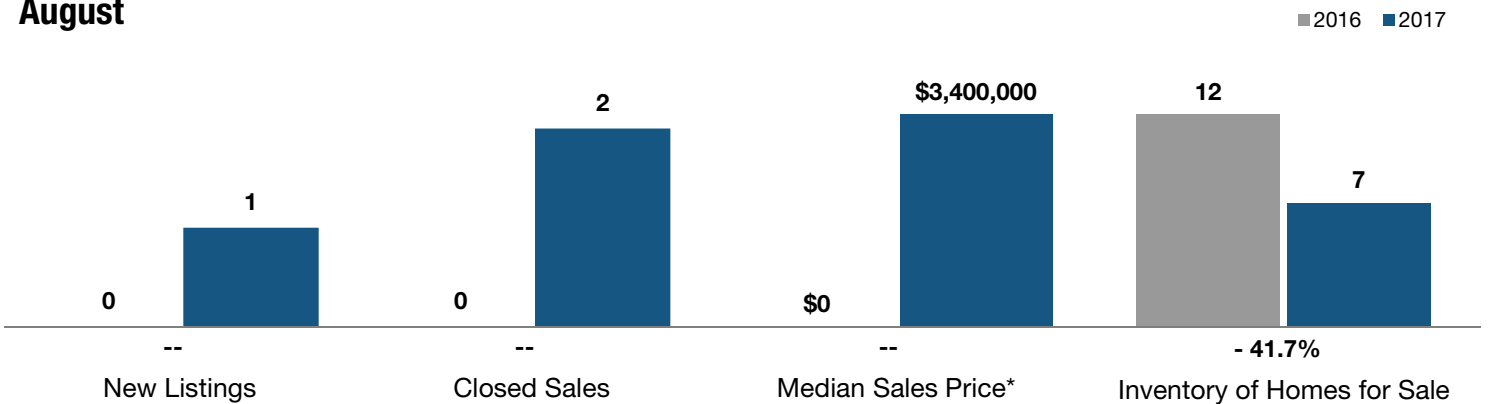


12: Spanish Wells

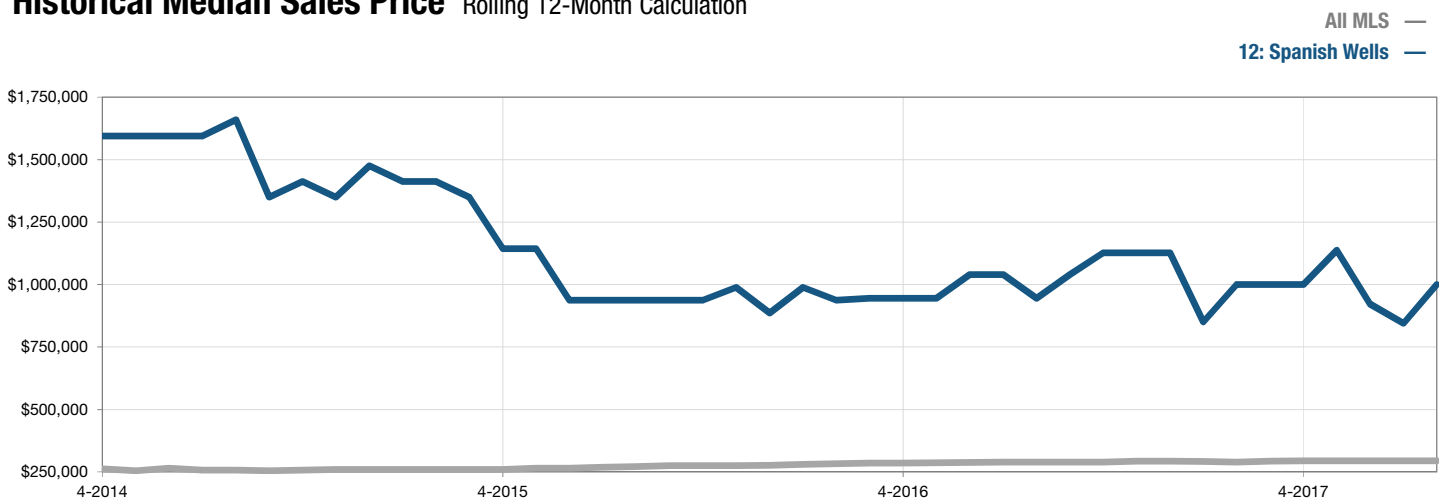
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	0	1	--	9	14	+ 55.6%
Closed Sales	0	2	--	4	9	+ 125.0%
Median Sales Price*	\$0	\$3,400,000	--	\$1,127,500	\$1,000,000	- 11.3%
Percent of List Price Received*	0.0%	83.9%	--	92.6%	90.0%	- 2.9%
Days on Market Until Sale	0	503	--	53	406	+ 663.1%
Inventory of Homes for Sale	12	7	- 41.7%	--	--	--

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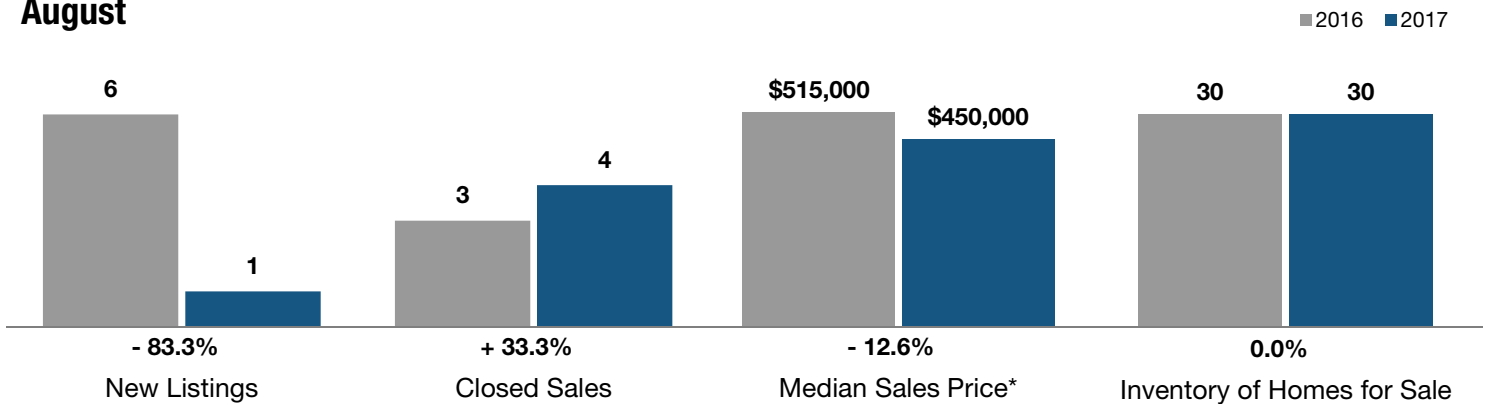


13: Windmill Harbour

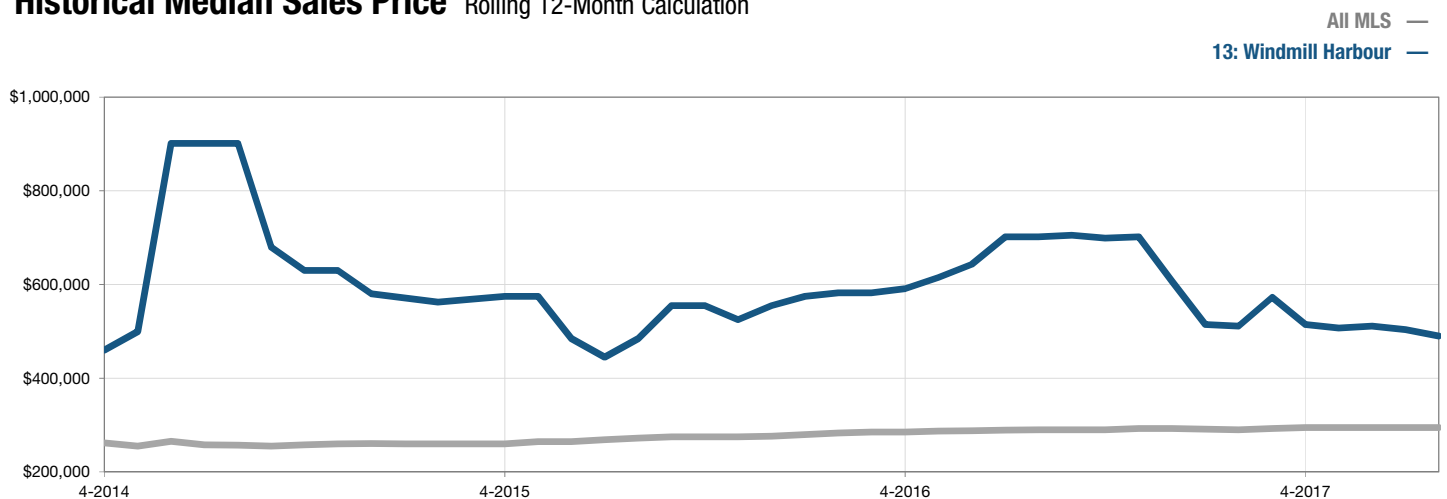
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	1	- 83.3%	45	37	- 17.8%
Closed Sales	3	4	+ 33.3%	14	23	+ 64.3%
Median Sales Price*	\$515,000	\$450,000	- 12.6%	\$702,000	\$490,000	- 30.2%
Percent of List Price Received*	91.4%	87.3%	- 4.5%	93.9%	93.7%	- 0.2%
Days on Market Until Sale	218	171	- 21.7%	163	244	+ 50.1%
Inventory of Homes for Sale	30	30	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.

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2017

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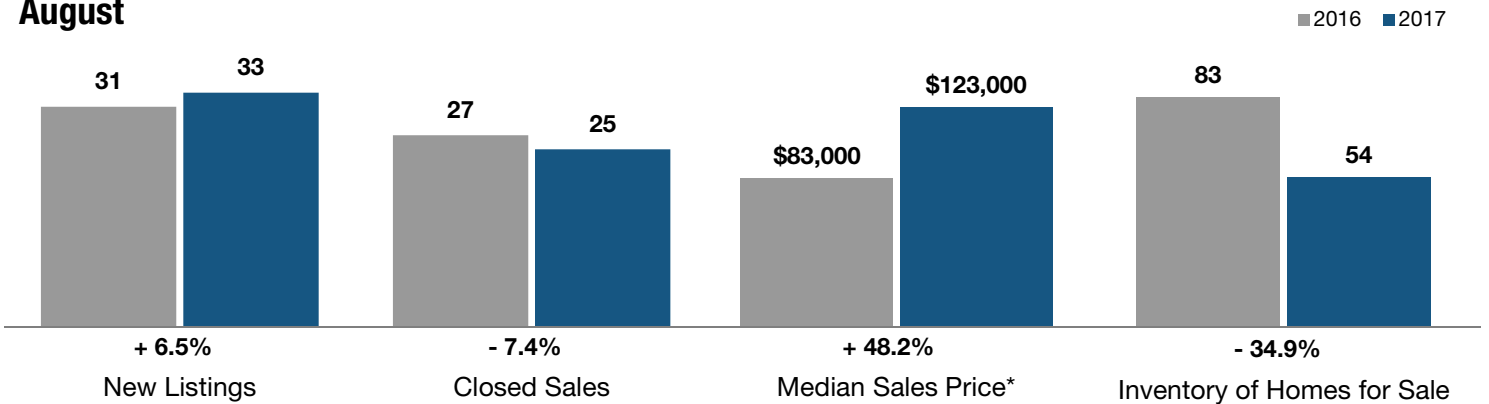
14: HH / Off Plantation

Condos / Villas Only

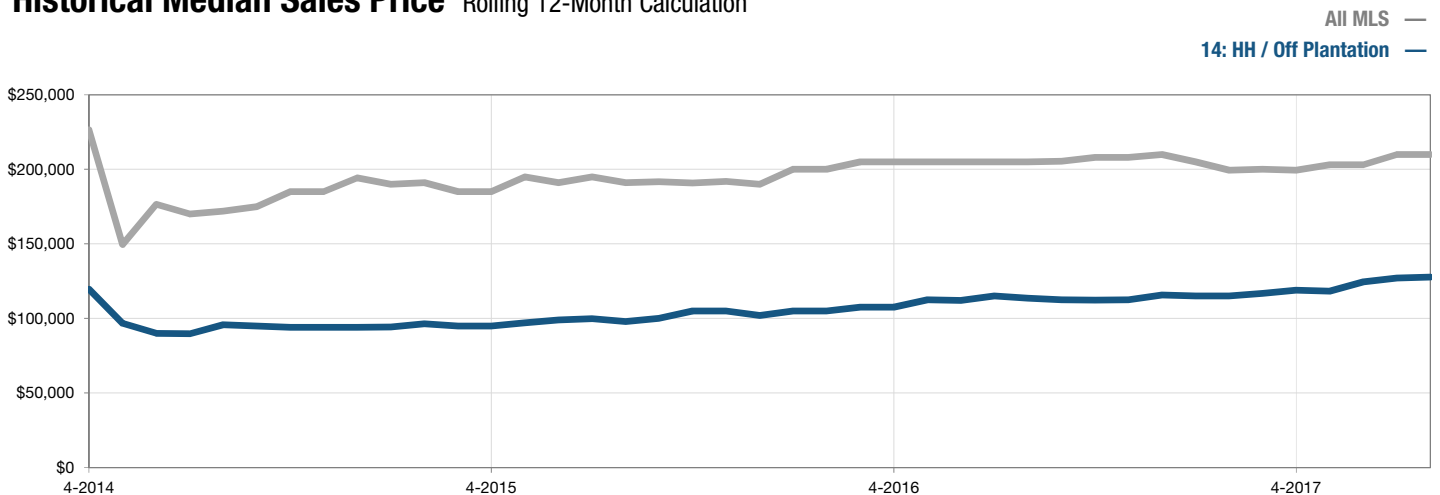
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	31	33	+ 6.5%	226	226	0.0%
Closed Sales	27	25	- 7.4%	178	182	+ 2.2%
Median Sales Price*	\$83,000	\$123,000	+ 48.2%	\$117,500	\$128,200	+ 9.1%
Percent of List Price Received*	94.2%	93.1%	- 1.1%	93.8%	93.9%	+ 0.2%
Days on Market Until Sale	97	105	+ 8.3%	109	117	+ 7.9%
Inventory of Homes for Sale	83	54	- 34.9%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



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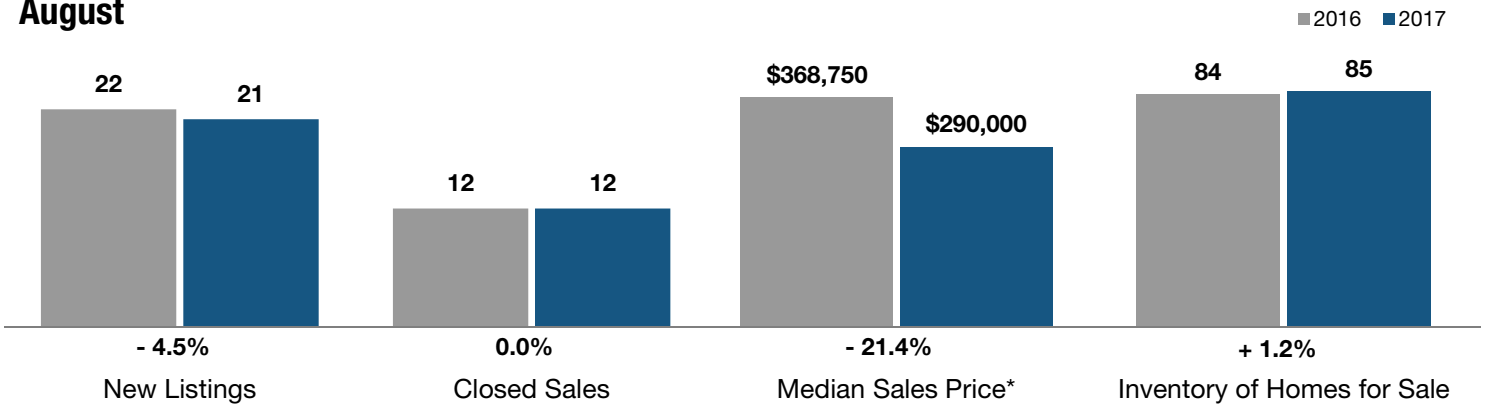
14: HH / Off Plantation

Detached Homes Only

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	22	21	- 4.5%	141	187	+ 32.6%
Closed Sales	12	12	0.0%	87	108	+ 24.1%
Median Sales Price*	\$368,750	\$290,000	- 21.4%	\$319,000	\$330,250	+ 3.5%
Percent of List Price Received*	95.7%	99.5%	+ 4.1%	96.1%	98.0%	+ 2.0%
Days on Market Until Sale	136	93	- 31.2%	153	138	- 10.0%
Inventory of Homes for Sale	84	85	+ 1.2%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation

