

Local Market Update – March 2022

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



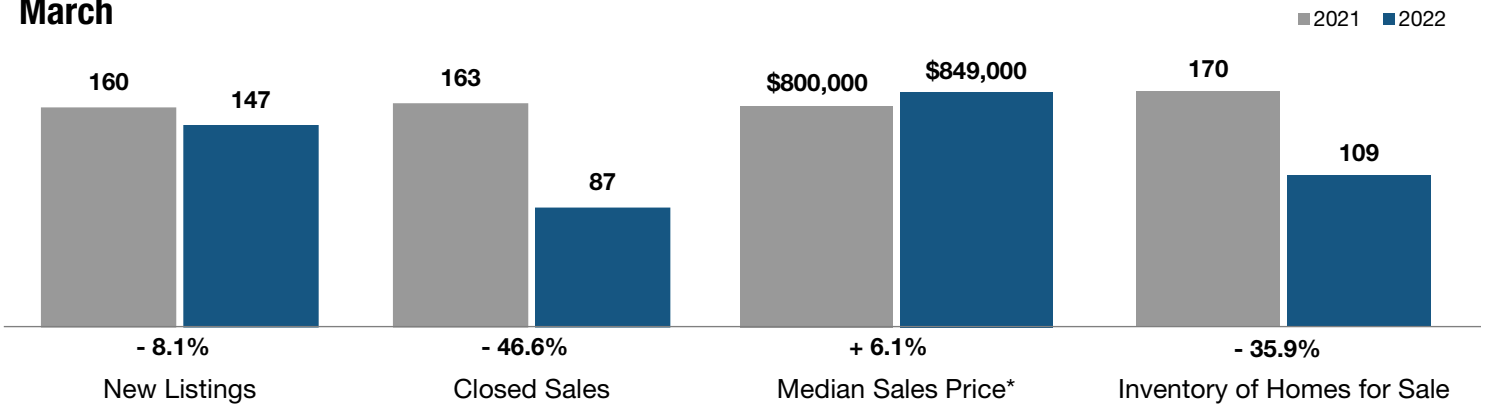
Hilton Head Totals

Detached Homes Only

| Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-----------|----------------|
| | 2021 | 2022 | Percent Change | 2021 | 2022 | Percent Change |
| New Listings | 160 | 147 | - 8.1% | 426 | 329 | - 22.8% |
| Closed Sales | 163 | 87 | - 46.6% | 389 | 244 | - 37.3% |
| Median Sales Price* | \$800,000 | \$849,000 | + 6.1% | \$750,000 | \$799,000 | + 6.5% |
| Percent of List Price Received* | 97.7% | 100.7% | + 3.1% | 97.6% | 99.8% | + 2.2% |
| Days on Market Until Sale | 97 | 87 | - 10.0% | 111 | 84 | - 24.1% |
| Inventory of Homes for Sale | 170 | 109 | - 35.9% | -- | -- | -- |

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

