

# Local Market Update – April 2022

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



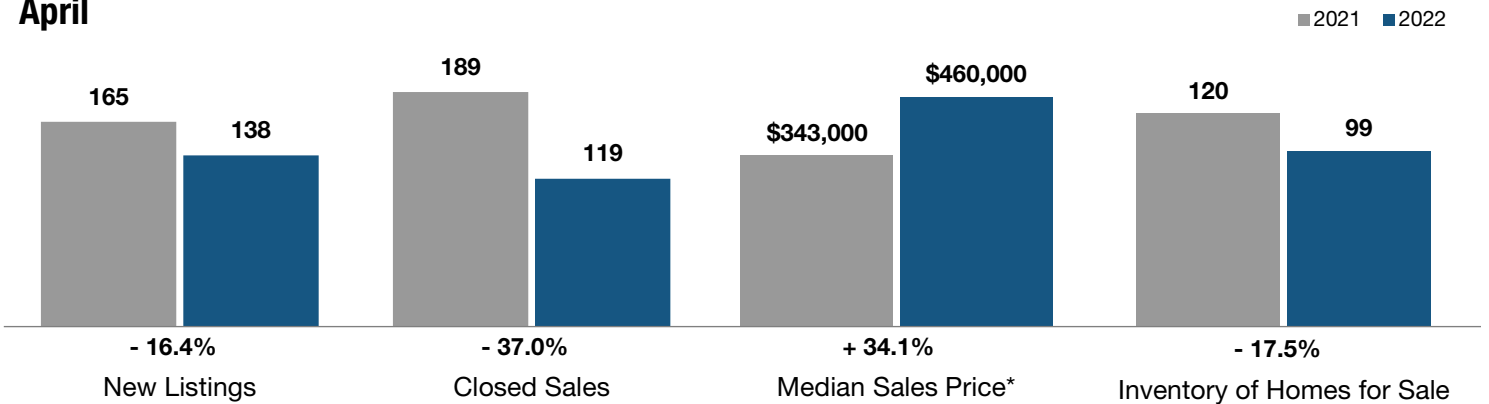
## Hilton Head Totals

Condos / Villas Only

| Key Metrics                     | April     |                  |                | Year to Date |                  |                |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
|                                 | 2021      | 2022             | Percent Change | 2021         | 2022             | Percent Change |
| New Listings                    | 165       | <b>138</b>       | - 16.4%        | 611          | <b>486</b>       | - 20.5%        |
| Closed Sales                    | 189       | <b>119</b>       | - 37.0%        | 555          | <b>464</b>       | - 16.4%        |
| Median Sales Price*             | \$343,000 | <b>\$460,000</b> | + 34.1%        | \$305,000    | <b>\$415,000</b> | + 36.1%        |
| Percent of List Price Received* | 99.2%     | <b>101.1%</b>    | + 1.9%         | 98.5%        | <b>100.6%</b>    | + 2.1%         |
| Days on Market Until Sale       | 69        | <b>58</b>        | - 16.2%        | 85           | <b>70</b>        | - 17.3%        |
| Inventory of Homes for Sale     | 120       | <b>99</b>        | - 17.5%        | --           | --               | --             |

\* 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.

### April



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

