

Local Market Update – September 2018

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



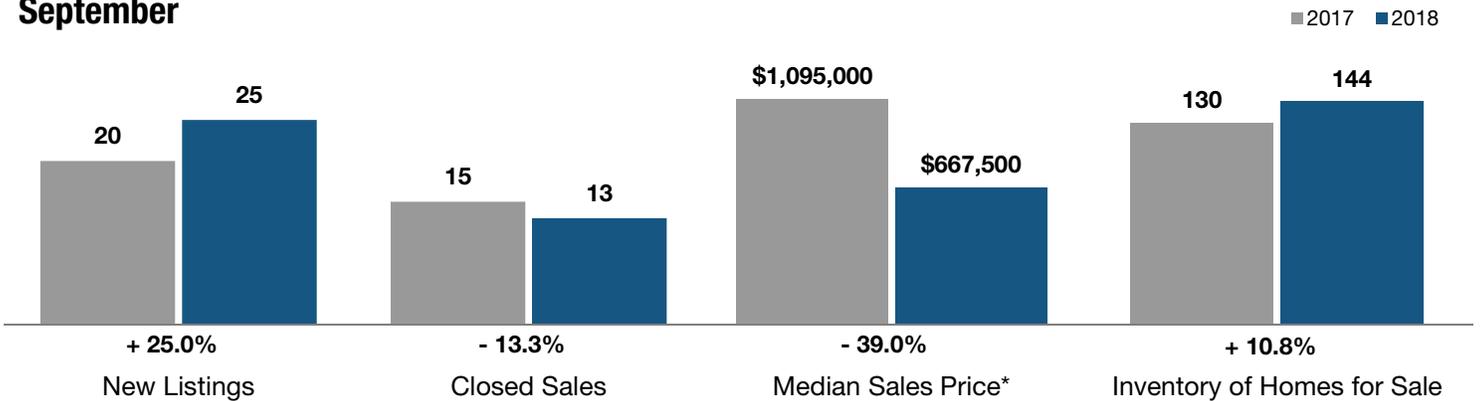
1: Sea Pines

Detached Homes Only

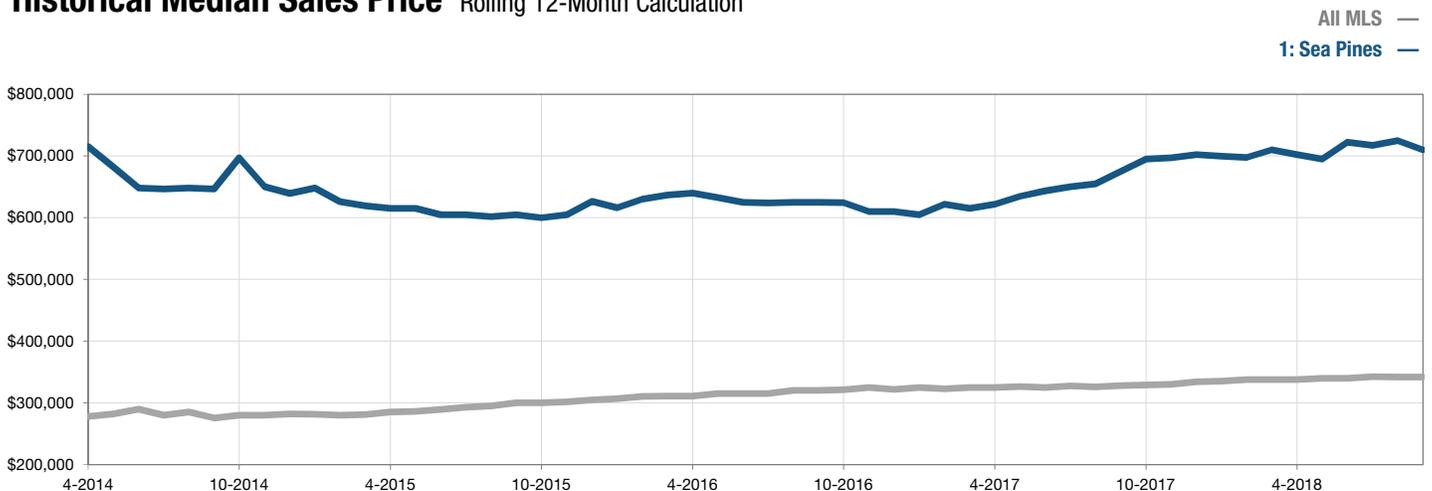
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	20	25	+ 25.0%	220	276	+ 25.5%
Closed Sales	15	13	- 13.3%	167	181	+ 8.4%
Median Sales Price*	\$1,095,000	\$667,500	- 39.0%	\$695,000	\$696,800	+ 0.3%
Percent of List Price Received*	93.9%	93.6%	- 0.3%	95.0%	94.9%	- 0.1%
Days on Market Until Sale	209	159	- 24.1%	177	145	- 17.9%
Inventory of Homes for Sale	130	144	+ 10.8%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



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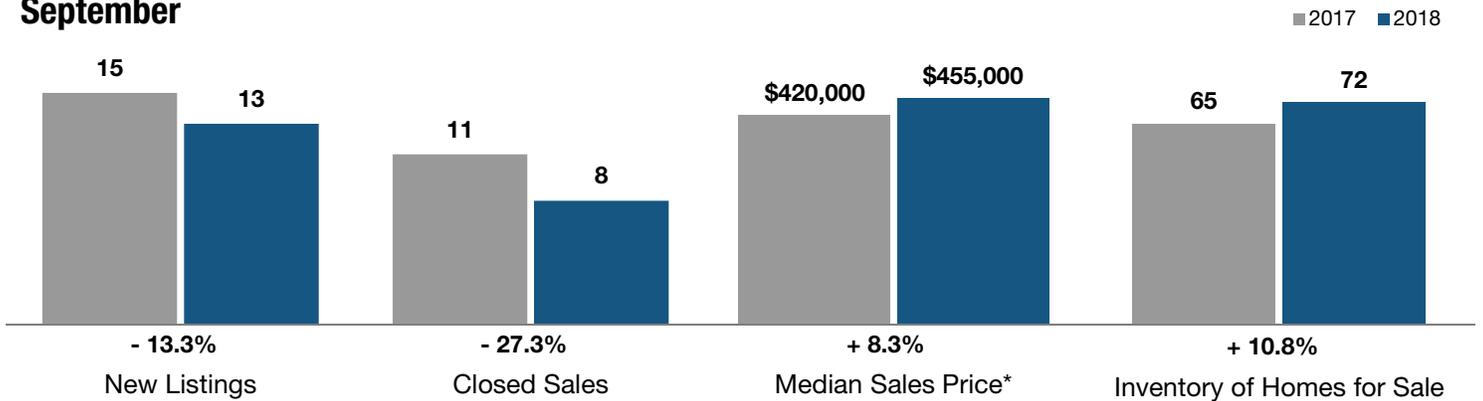
1: Sea Pines

Condos / Villas Only

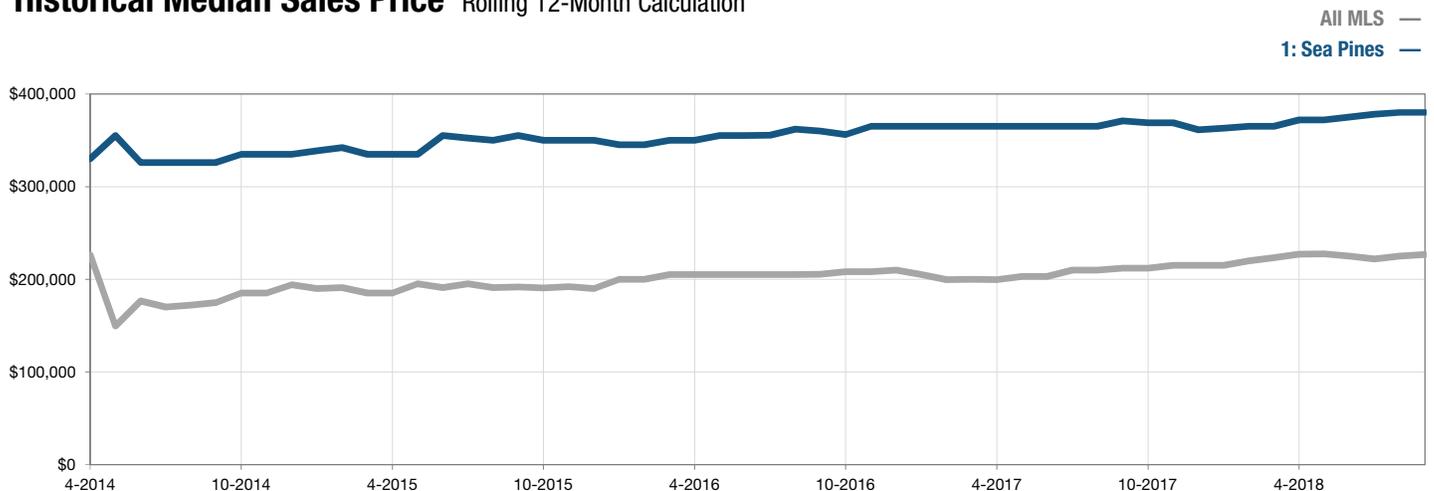
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	15	13	- 13.3%	144	156	+ 8.3%
Closed Sales	11	8	- 27.3%	118	118	0.0%
Median Sales Price*	\$420,000	\$455,000	+ 8.3%	\$368,250	\$410,000	+ 11.3%
Percent of List Price Received*	95.1%	95.4%	+ 0.3%	95.1%	95.6%	+ 0.6%
Days on Market Until Sale	214	177	- 17.5%	191	158	- 17.1%
Inventory of Homes for Sale	65	72	+ 10.8%	--	--	--

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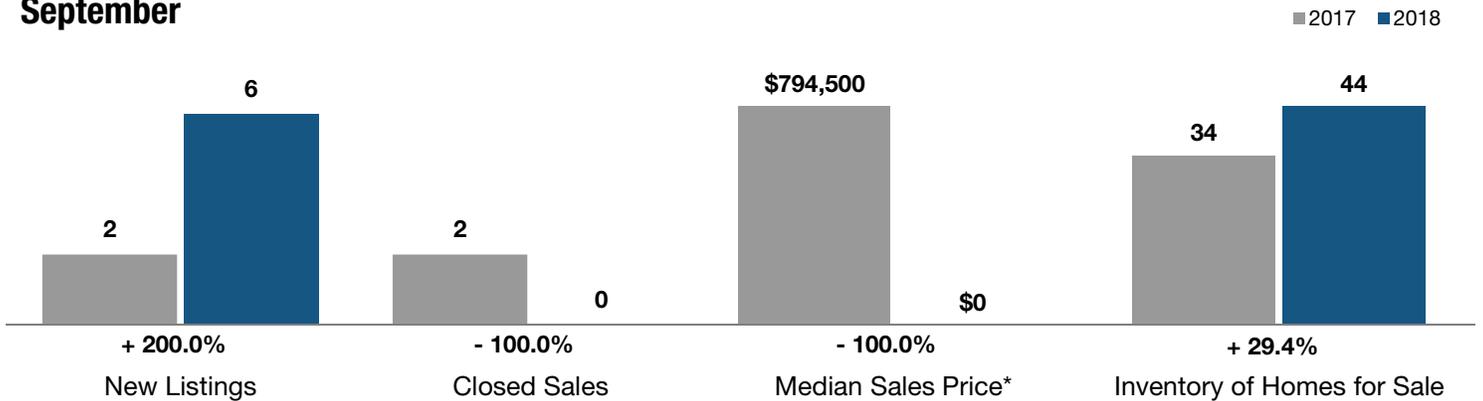
2: Forest Beach

Detached Homes Only

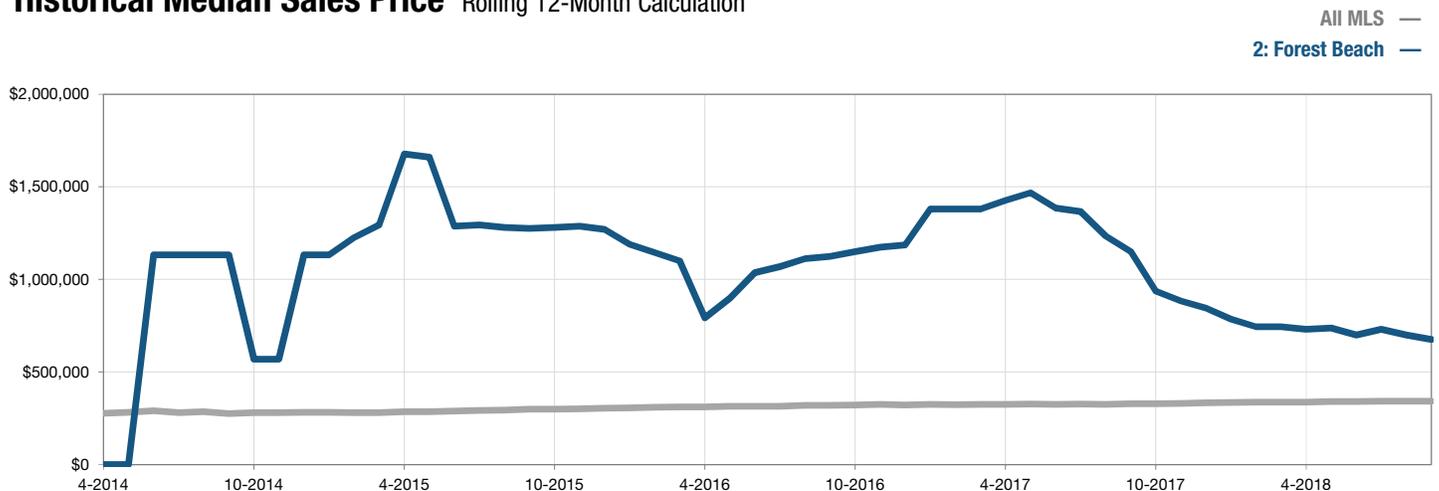
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	2	6	+ 200.0%	44	49	+ 11.4%
Closed Sales	2	0	- 100.0%	26	25	- 3.8%
Median Sales Price*	\$794,500	\$0	- 100.0%	\$937,500	\$725,000	- 22.7%
Percent of List Price Received*	94.6%	0.0%	- 100.0%	92.7%	95.2%	+ 2.8%
Days on Market Until Sale	117	0	- 100.0%	257	158	- 38.2%
Inventory of Homes for Sale	34	44	+ 29.4%	--	--	--

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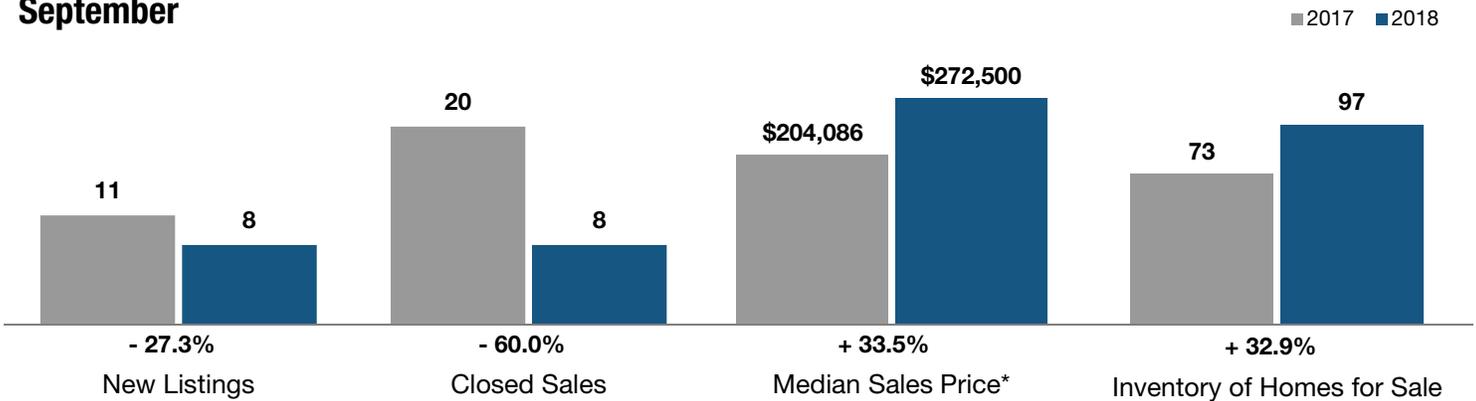
2: Forest Beach

Condos / Villas Only

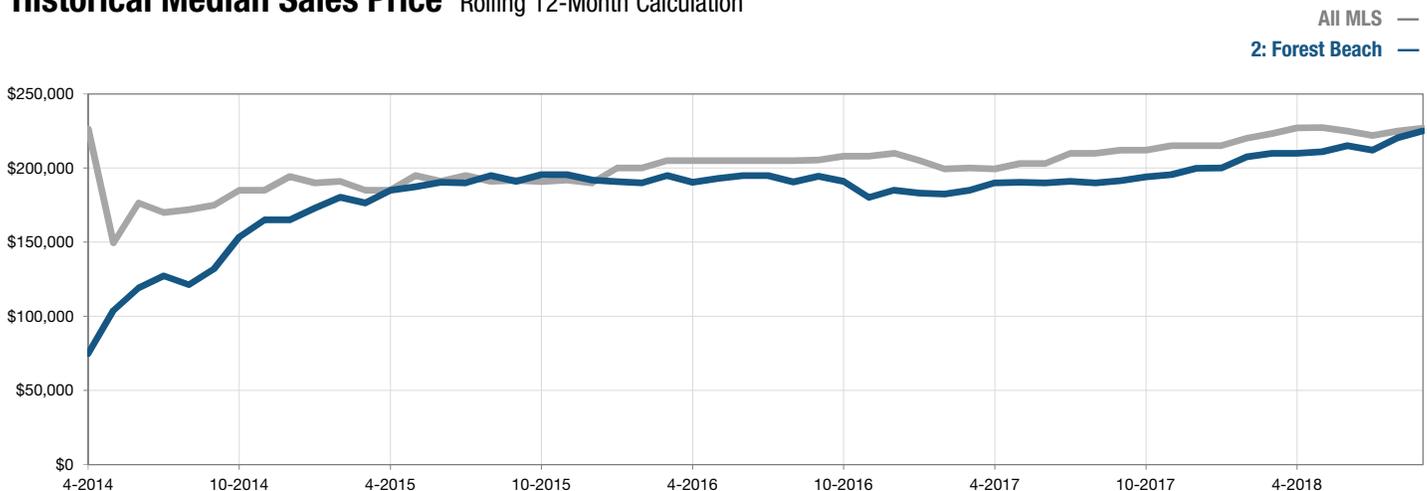
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	11	8	- 27.3%	185	194	+ 4.9%
Closed Sales	20	8	- 60.0%	158	145	- 8.2%
Median Sales Price*	\$204,086	\$272,500	+ 33.5%	\$197,500	\$235,000	+ 19.0%
Percent of List Price Received*	95.5%	95.1%	- 0.4%	95.2%	95.5%	+ 0.3%
Days on Market Until Sale	144	131	- 8.9%	157	119	- 24.4%
Inventory of Homes for Sale	73	97	+ 32.9%	--	--	--

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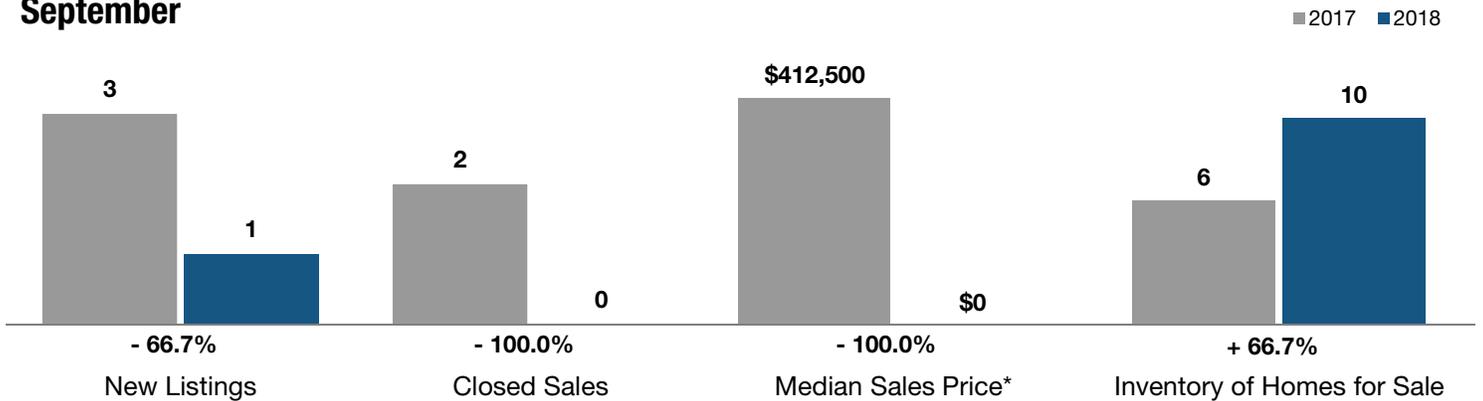
3: Shipyard

Detached Homes Only

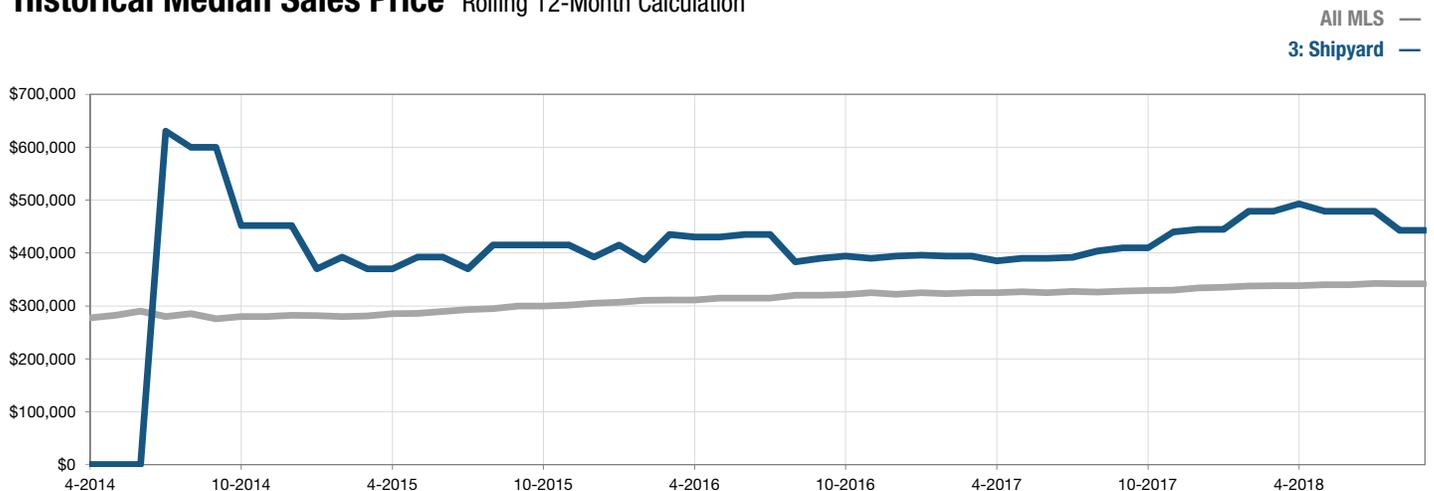
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	3	1	- 66.7%	17	13	- 23.5%
Closed Sales	2	0	- 100.0%	14	6	- 57.1%
Median Sales Price*	\$412,500	\$0	- 100.0%	\$444,500	\$448,500	+ 0.9%
Percent of List Price Received*	92.6%	0.0%	- 100.0%	95.8%	94.1%	- 1.8%
Days on Market Until Sale	134	0	- 100.0%	112	130	+ 16.1%
Inventory of Homes for Sale	6	10	+ 66.7%	--	--	--

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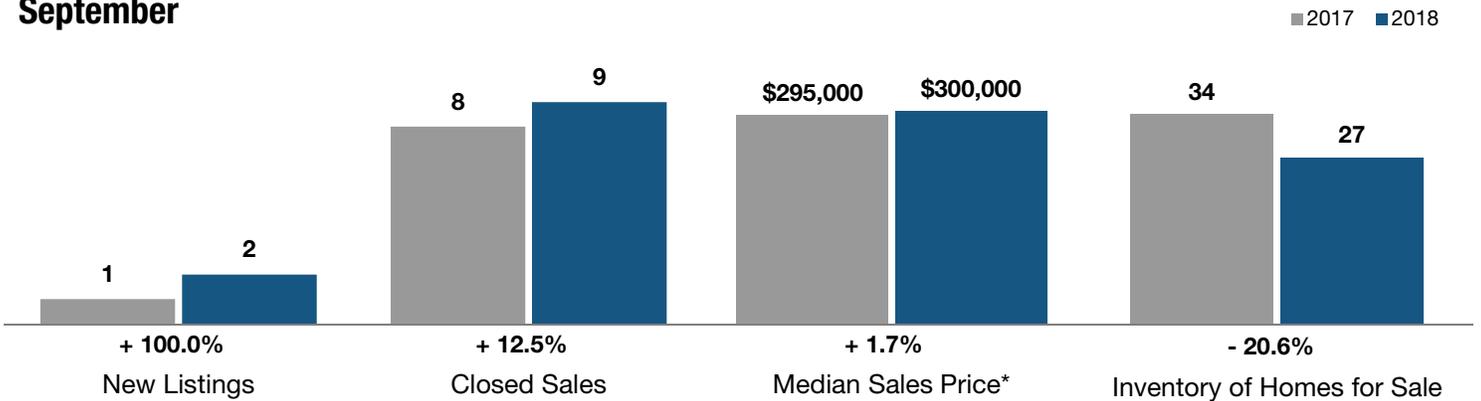
3: Shipyard

Condos / Villas Only

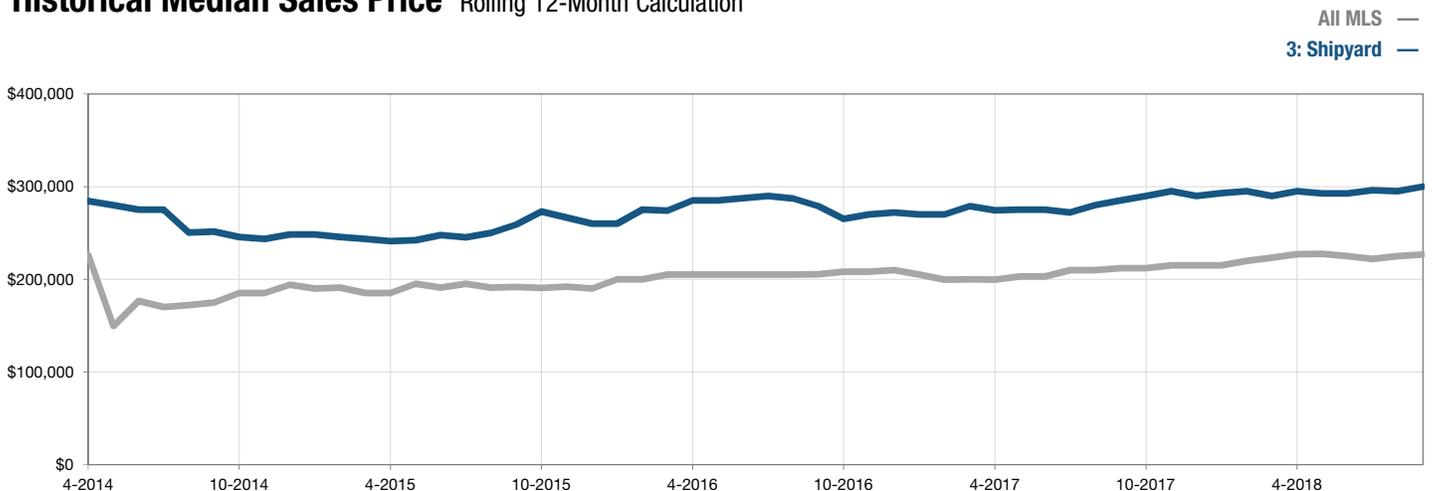
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	1	2	+ 100.0%	81	91	+ 12.3%
Closed Sales	8	9	+ 12.5%	65	80	+ 23.1%
Median Sales Price*	\$295,000	\$300,000	+ 1.7%	\$295,000	\$300,000	+ 1.7%
Percent of List Price Received*	95.7%	95.4%	- 0.4%	95.8%	96.2%	+ 0.4%
Days on Market Until Sale	236	142	- 40.1%	185	134	- 27.4%
Inventory of Homes for Sale	34	27	- 20.6%	--	--	--

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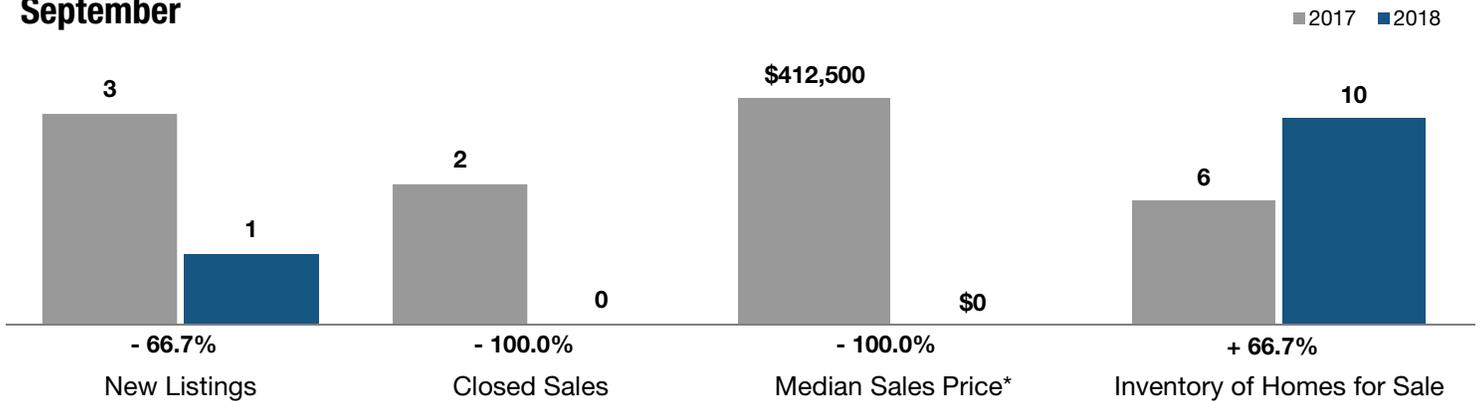
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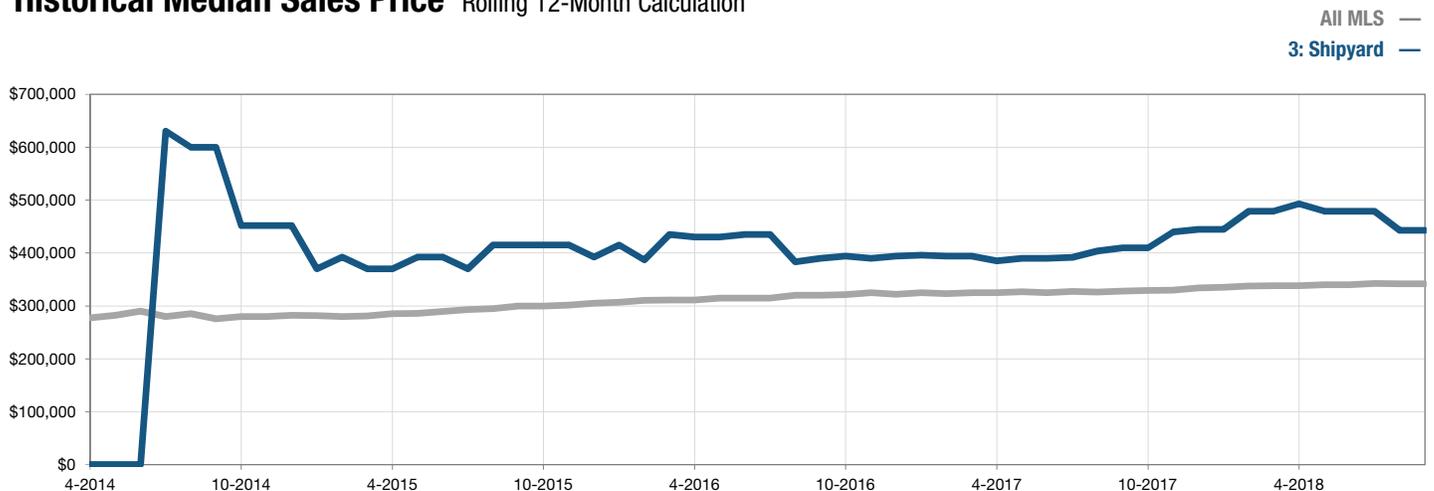
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	3	1	- 66.7%	17	13	- 23.5%
Closed Sales	2	0	- 100.0%	14	6	- 57.1%
Median Sales Price*	\$412,500	\$0	- 100.0%	\$444,500	\$448,500	+ 0.9%
Percent of List Price Received*	92.6%	0.0%	- 100.0%	95.8%	94.1%	- 1.8%
Days on Market Until Sale	134	0	- 100.0%	112	130	+ 16.1%
Inventory of Homes for Sale	6	10	+ 66.7%	--	--	--

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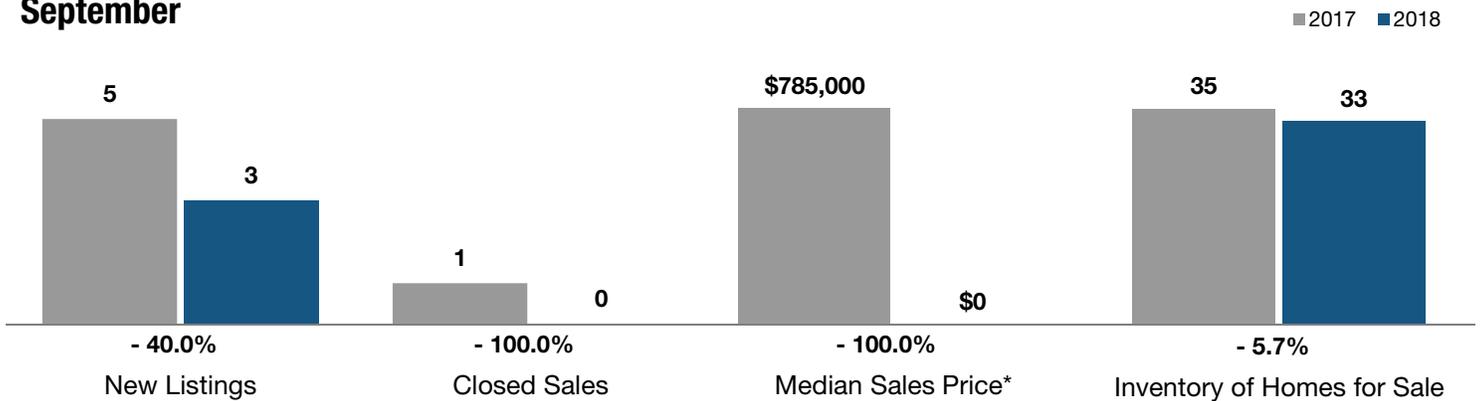


4: Wexford

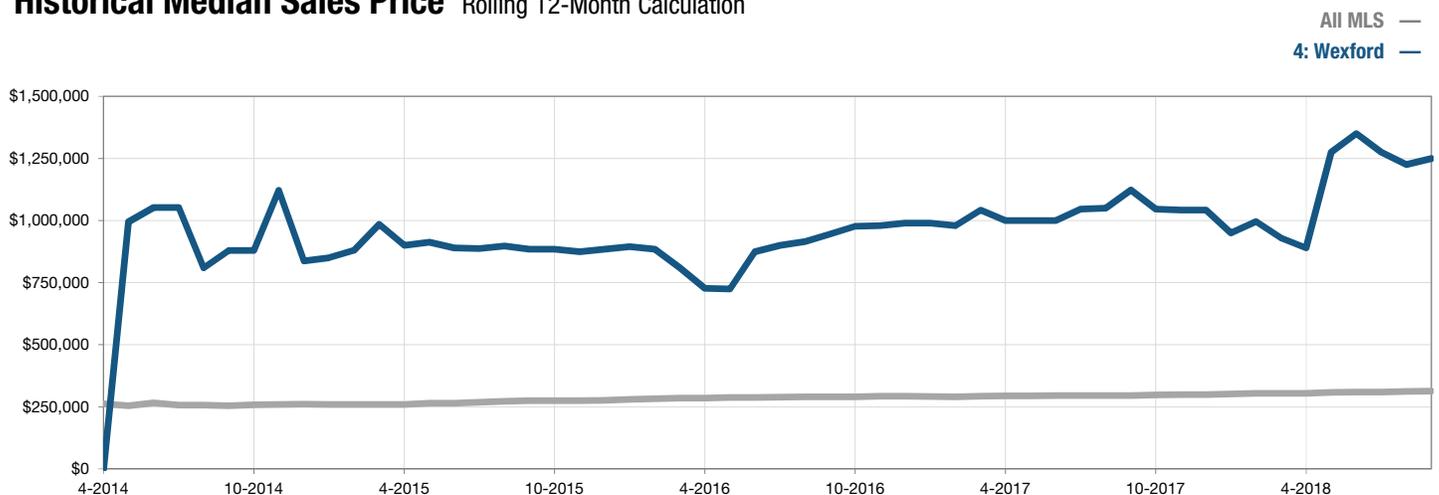
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	5	3	- 40.0%	36	38	+ 5.6%
Closed Sales	1	0	- 100.0%	15	18	+ 20.0%
Median Sales Price*	\$785,000	\$0	- 100.0%	\$1,042,500	\$1,335,000	+ 28.1%
Percent of List Price Received*	97.0%	0.0%	- 100.0%	95.1%	95.3%	+ 0.1%
Days on Market Until Sale	196	0	- 100.0%	209	283	+ 35.3%
Inventory of Homes for Sale	35	33	- 5.7%	--	--	--

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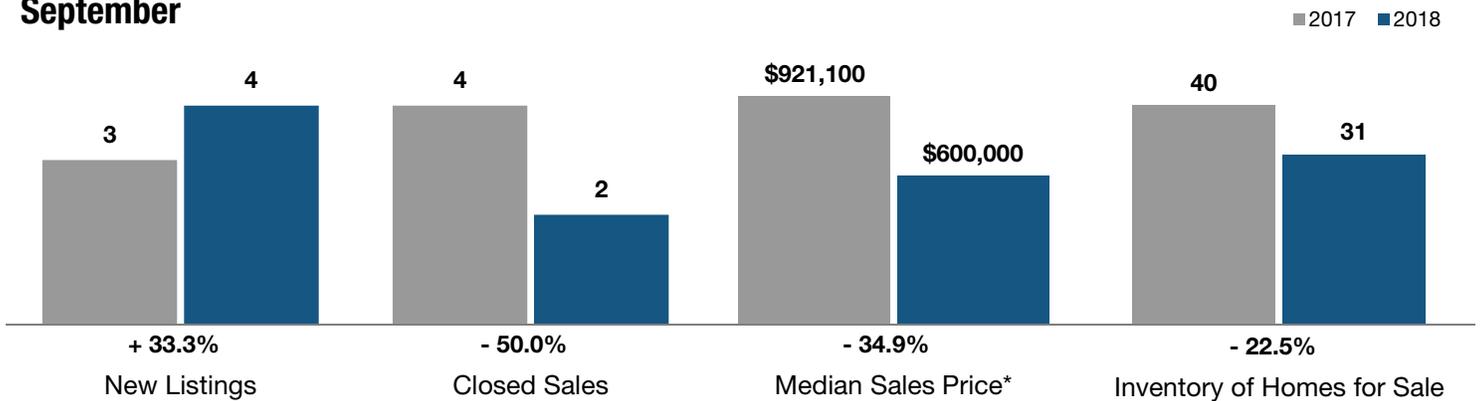


5: Long Cove

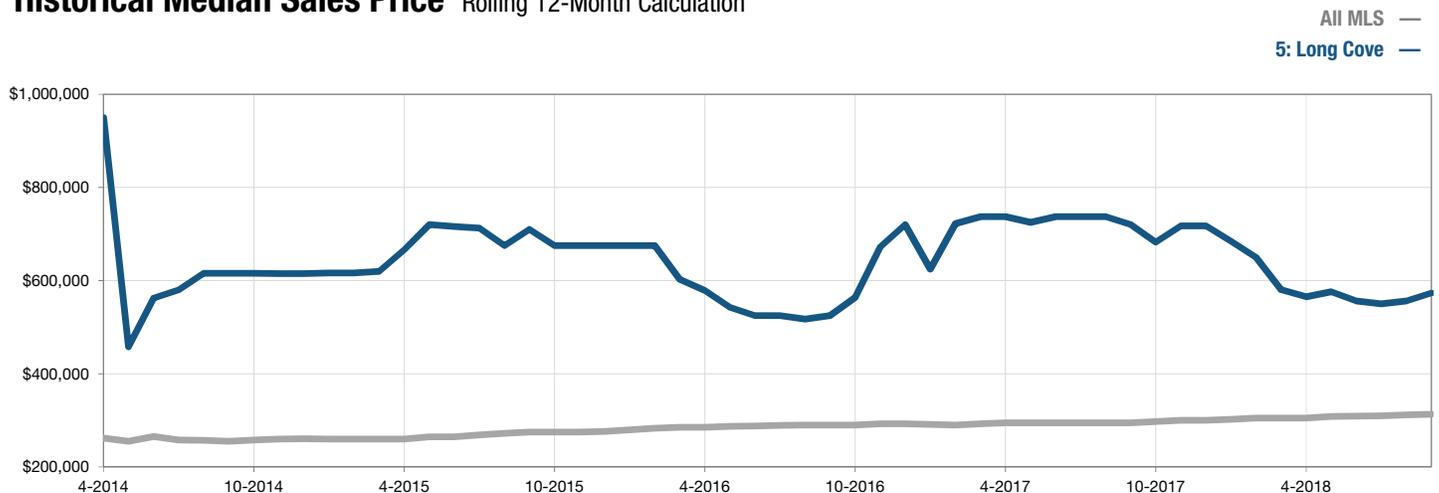
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	3	4	+ 33.3%	44	33	- 25.0%
Closed Sales	4	2	- 50.0%	15	19	+ 26.7%
Median Sales Price*	\$921,100	\$600,000	- 34.9%	\$645,000	\$550,000	- 14.7%
Percent of List Price Received*	94.5%	91.9%	- 2.7%	94.4%	93.7%	- 0.7%
Days on Market Until Sale	202	330	+ 63.5%	242	264	+ 8.9%
Inventory of Homes for Sale	40	31	- 22.5%	--	--	--

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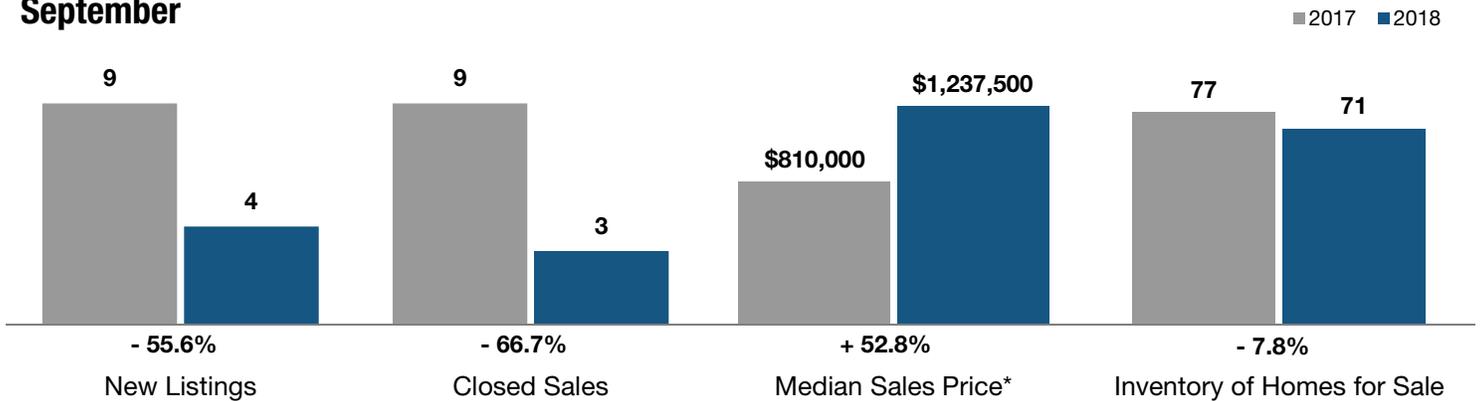
6: Palmetto Dunes

Detached Homes Only

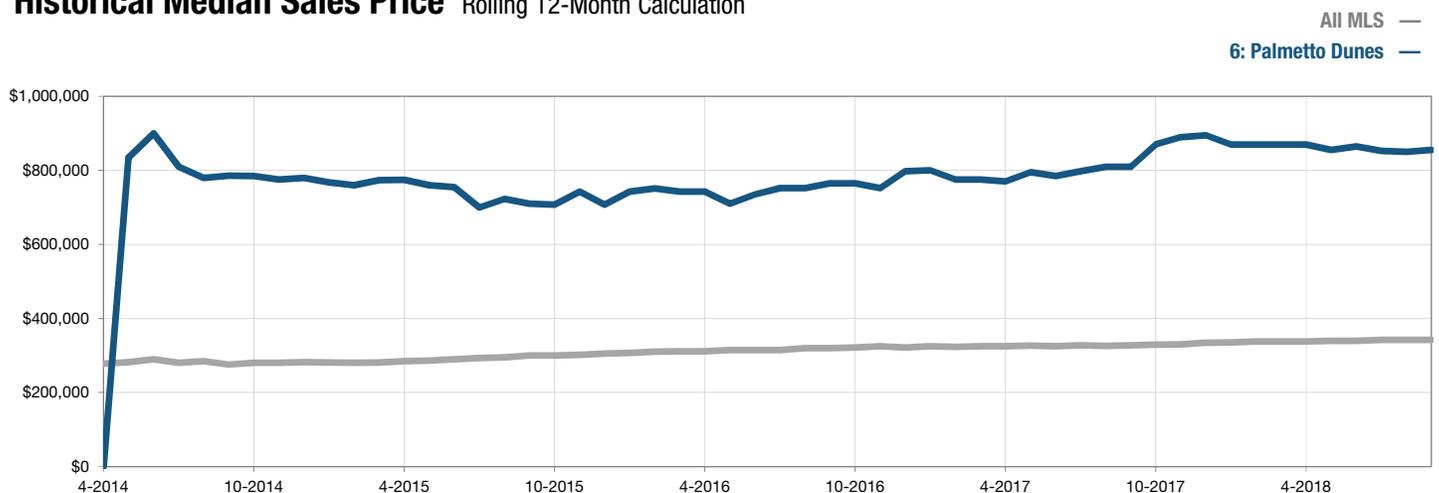
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	9	4	- 55.6%	88	84	- 4.5%
Closed Sales	9	3	- 66.7%	44	50	+ 13.6%
Median Sales Price*	\$810,000	\$1,237,500	+ 52.8%	\$880,000	\$835,000	- 5.1%
Percent of List Price Received*	96.5%	93.9%	- 2.7%	94.4%	93.1%	- 1.3%
Days on Market Until Sale	225	191	- 14.9%	157	228	+ 45.0%
Inventory of Homes for Sale	77	71	- 7.8%	--	--	--

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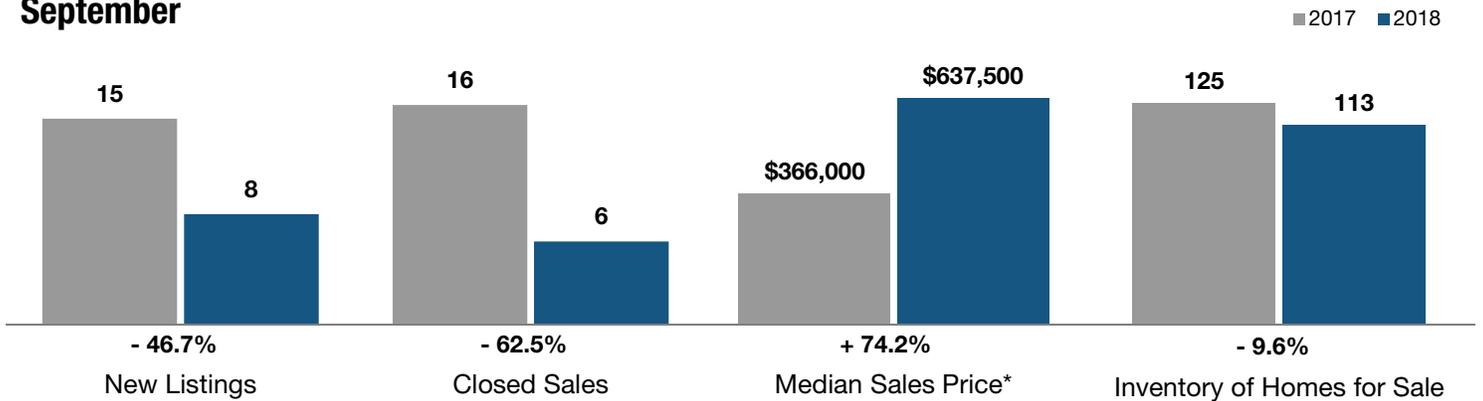
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Condos / Villas Only

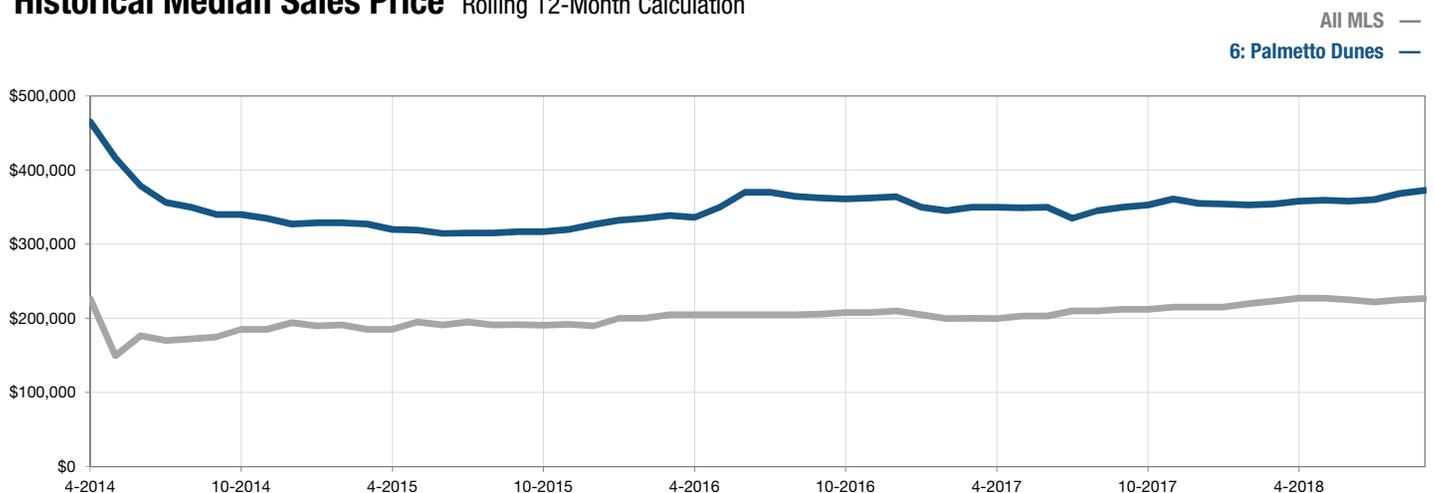
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	15	8	- 46.7%	194	188	- 3.1%
Closed Sales	16	6	- 62.5%	132	139	+ 5.3%
Median Sales Price*	\$366,000	\$637,500	+ 74.2%	\$347,000	\$360,000	+ 3.7%
Percent of List Price Received*	94.1%	96.8%	+ 2.8%	95.0%	96.0%	+ 1.1%
Days on Market Until Sale	238	124	- 48.0%	202	170	- 15.9%
Inventory of Homes for Sale	125	113	- 9.6%	--	--	--

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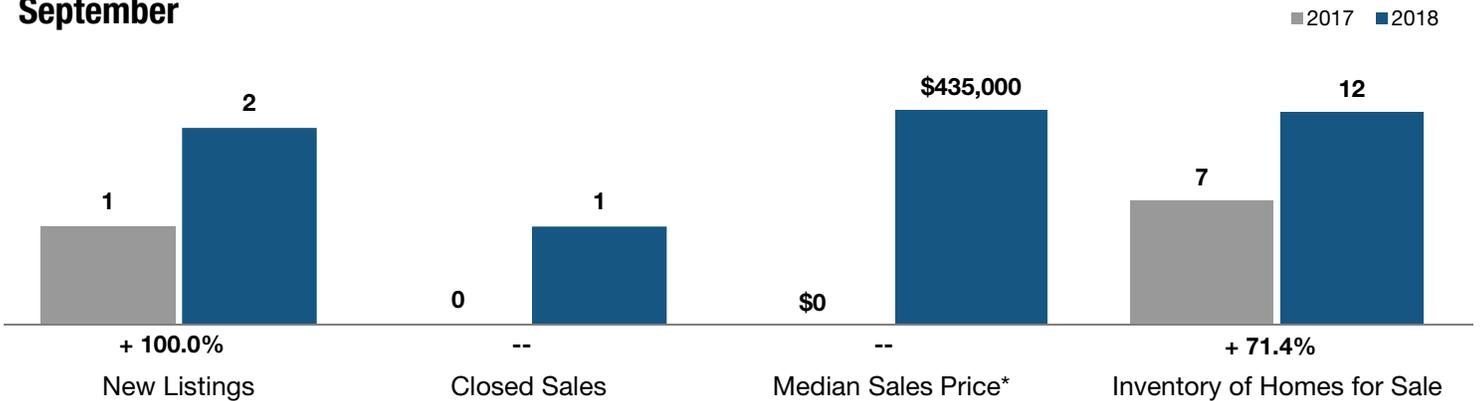
7: Folly Field

Detached Homes Only

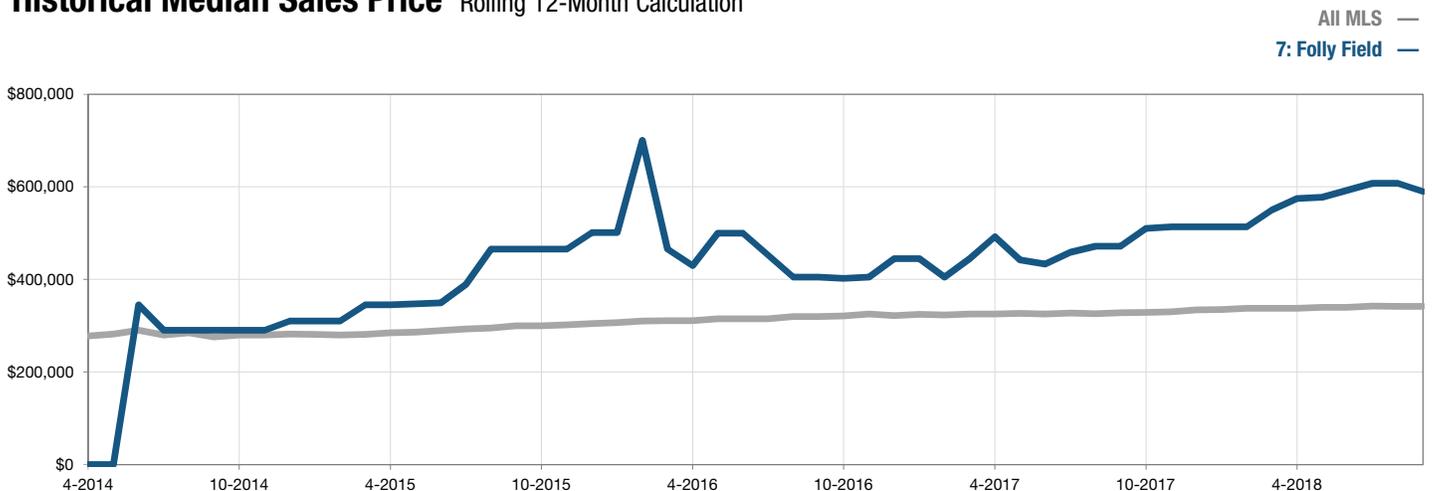
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	1	2	+ 100.0%	10	19	+ 90.0%
Closed Sales	0	1	--	6	11	+ 83.3%
Median Sales Price*	\$0	\$435,000	--	\$473,226	\$607,720	+ 28.4%
Percent of List Price Received*	0.0%	91.6%	--	91.7%	95.3%	+ 3.9%
Days on Market Until Sale	0	66	--	388	132	- 66.0%
Inventory of Homes for Sale	7	12	+ 71.4%	--	--	--

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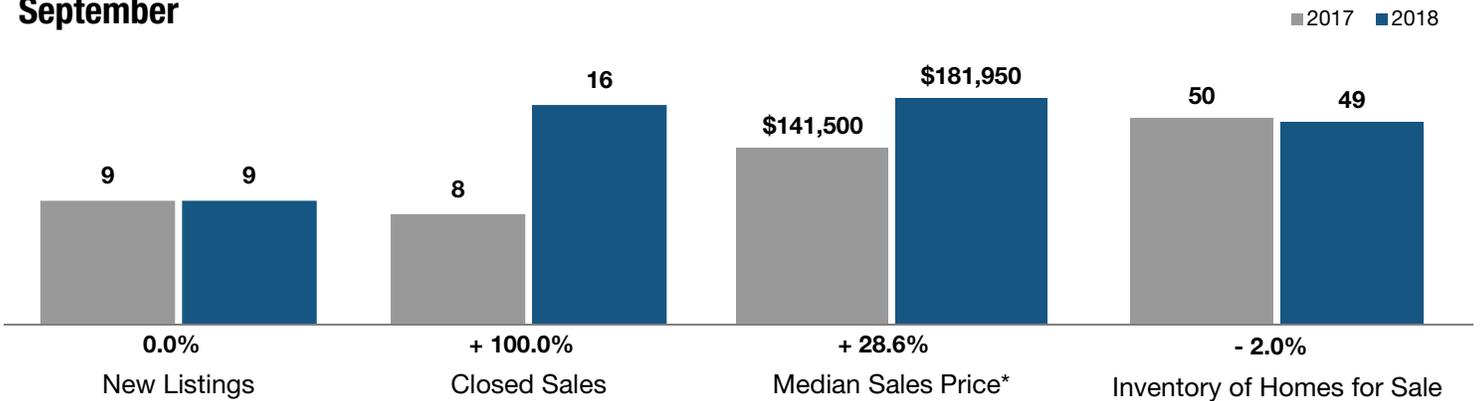
7: Folly Field

Condos / Villas Only

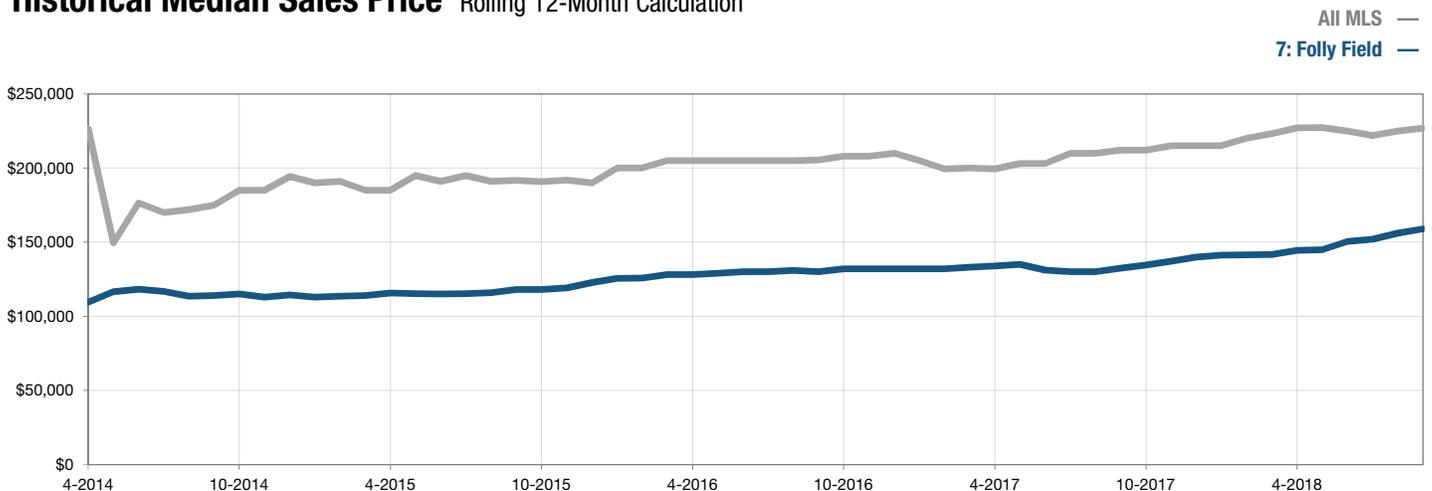
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	9	9	0.0%	119	146	+ 22.7%
Closed Sales	8	16	+ 100.0%	106	116	+ 9.4%
Median Sales Price*	\$141,500	\$181,950	+ 28.6%	\$130,000	\$160,000	+ 23.1%
Percent of List Price Received*	96.5%	94.6%	- 2.0%	94.9%	95.8%	+ 0.9%
Days on Market Until Sale	101	88	- 12.4%	154	102	- 33.4%
Inventory of Homes for Sale	50	49	- 2.0%	--	--	--

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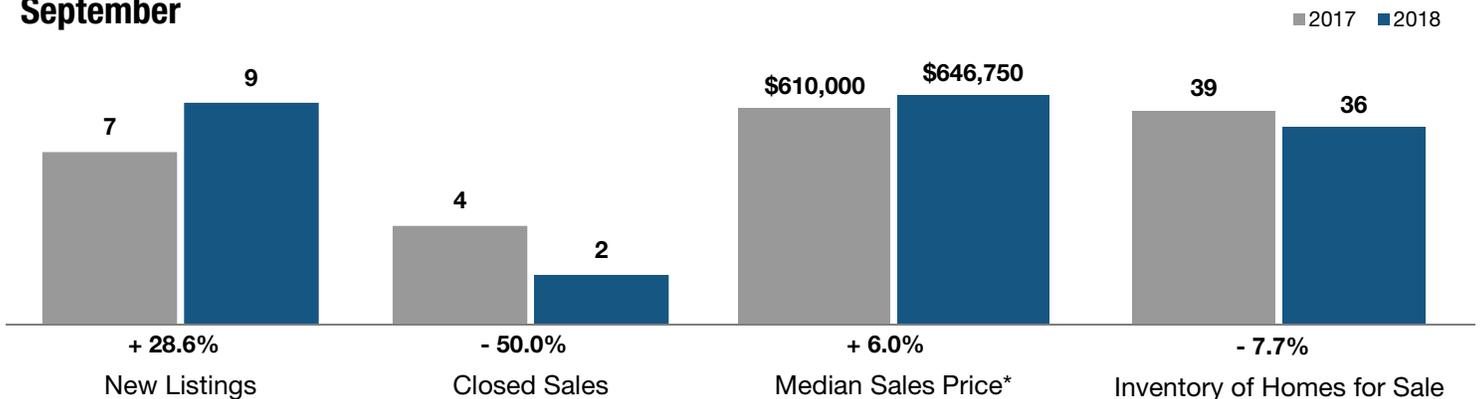


8: Port Royal

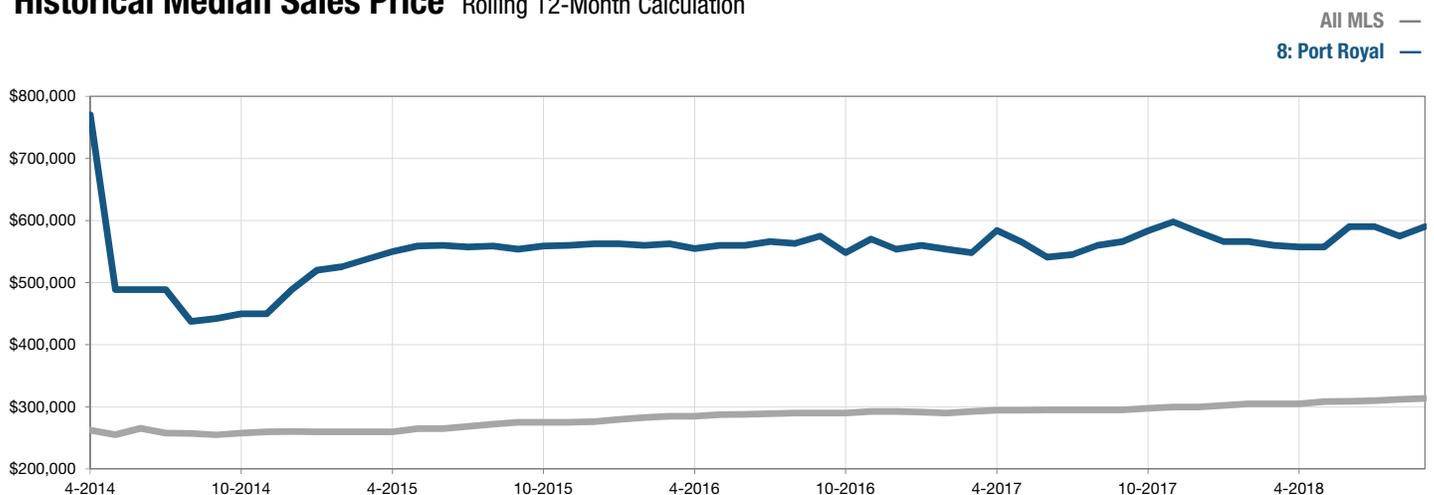
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	7	9	+ 28.6%	65	79	+ 21.5%
Closed Sales	4	2	- 50.0%	43	52	+ 20.9%
Median Sales Price*	\$610,000	\$646,750	+ 6.0%	\$599,079	\$590,000	- 1.5%
Percent of List Price Received*	97.5%	98.1%	+ 0.6%	94.2%	95.1%	+ 1.0%
Days on Market Until Sale	146	87	- 40.8%	214	160	- 25.2%
Inventory of Homes for Sale	39	36	- 7.7%	--	--	--

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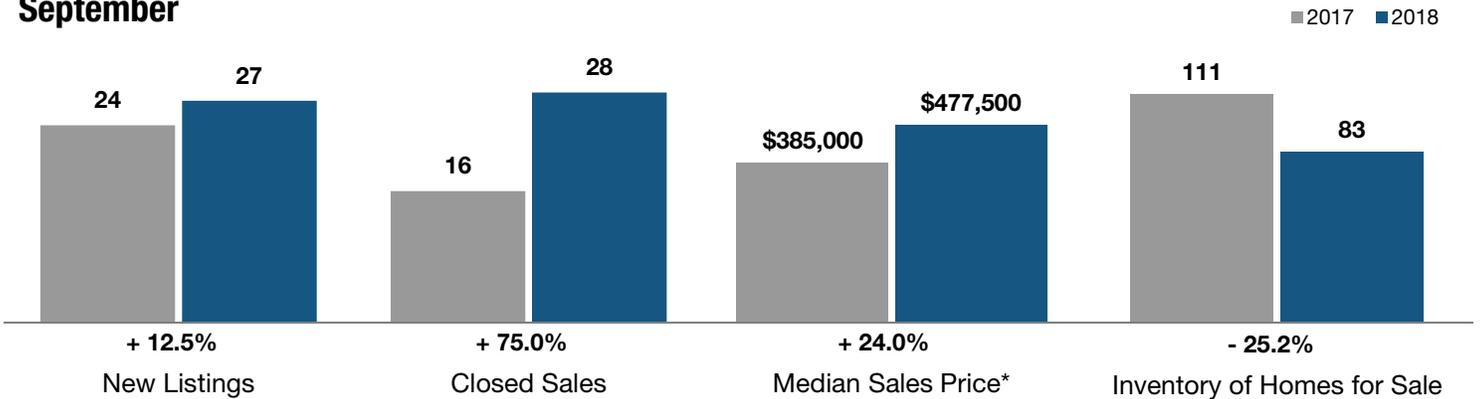


9: Hilton Head Plantation

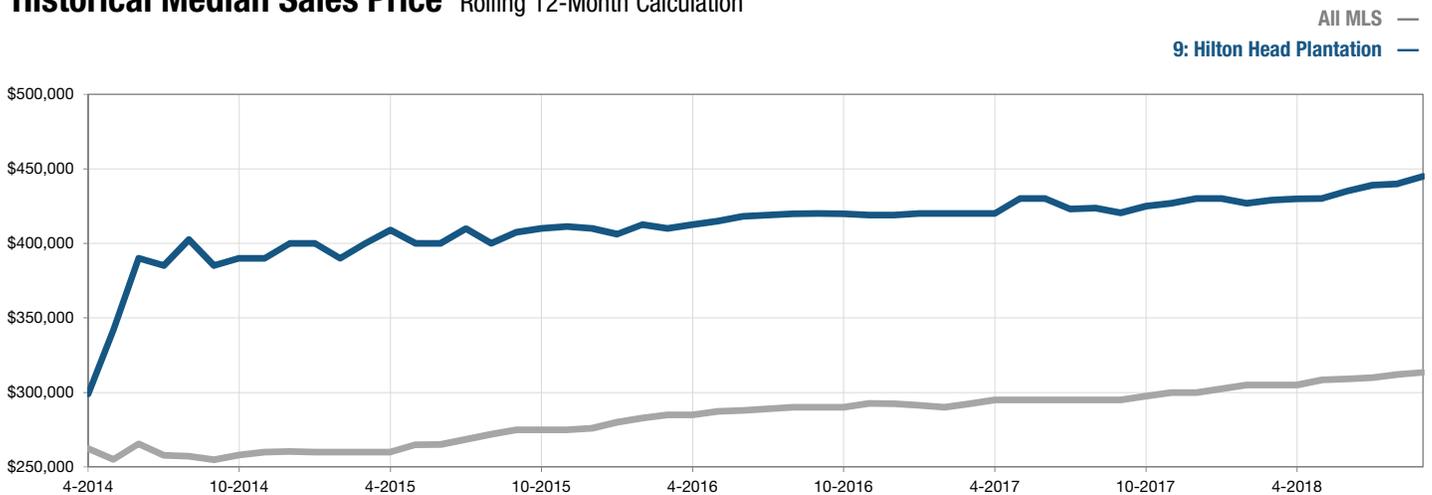
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	24	27	+ 12.5%	264	282	+ 6.8%
Closed Sales	16	28	+ 75.0%	174	234	+ 34.5%
Median Sales Price*	\$385,000	\$477,500	+ 24.0%	\$423,625	\$445,500	+ 5.2%
Percent of List Price Received*	94.8%	96.1%	+ 1.3%	95.9%	96.5%	+ 0.6%
Days on Market Until Sale	148	128	- 13.4%	137	123	- 10.5%
Inventory of Homes for Sale	111	83	- 25.2%	--	--	--

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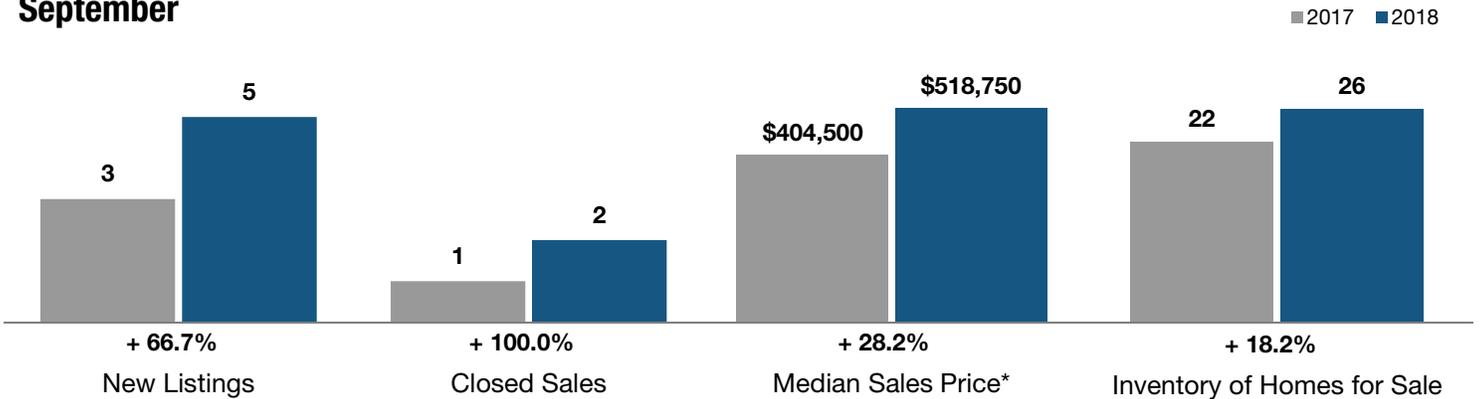


10: Palmetto Hall

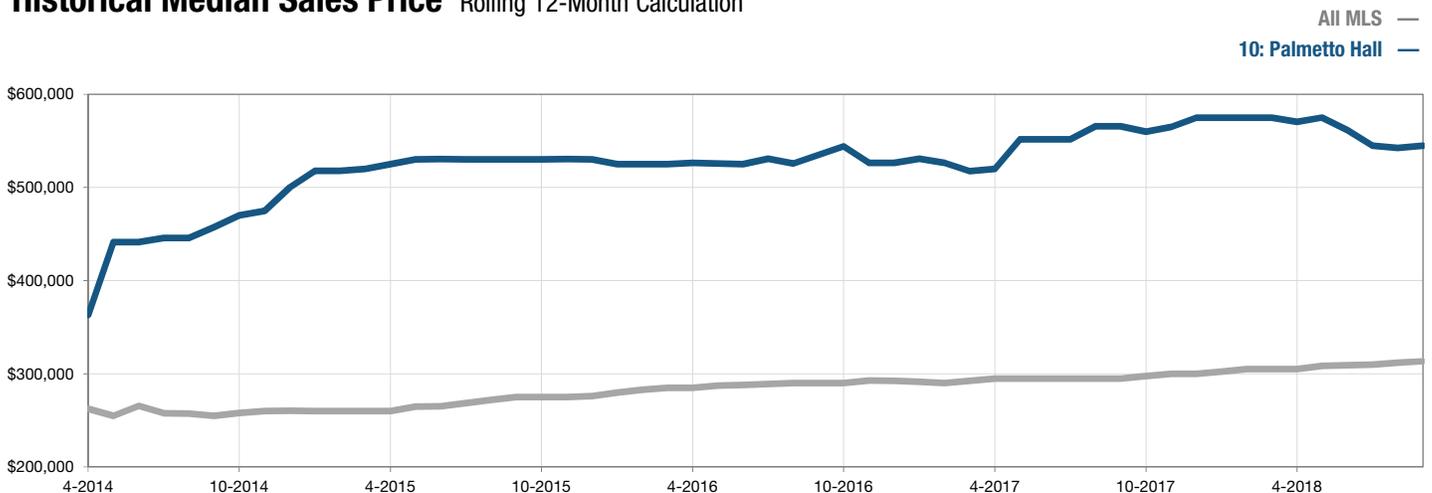
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	3	5	+ 66.7%	42	55	+ 31.0%
Closed Sales	1	2	+ 100.0%	25	32	+ 28.0%
Median Sales Price*	\$404,500	\$518,750	+ 28.2%	\$566,480	\$533,500	- 5.8%
Percent of List Price Received*	97.6%	96.2%	- 1.4%	96.2%	96.1%	- 0.0%
Days on Market Until Sale	218	66	- 69.7%	181	127	- 30.1%
Inventory of Homes for Sale	22	26	+ 18.2%	--	--	--

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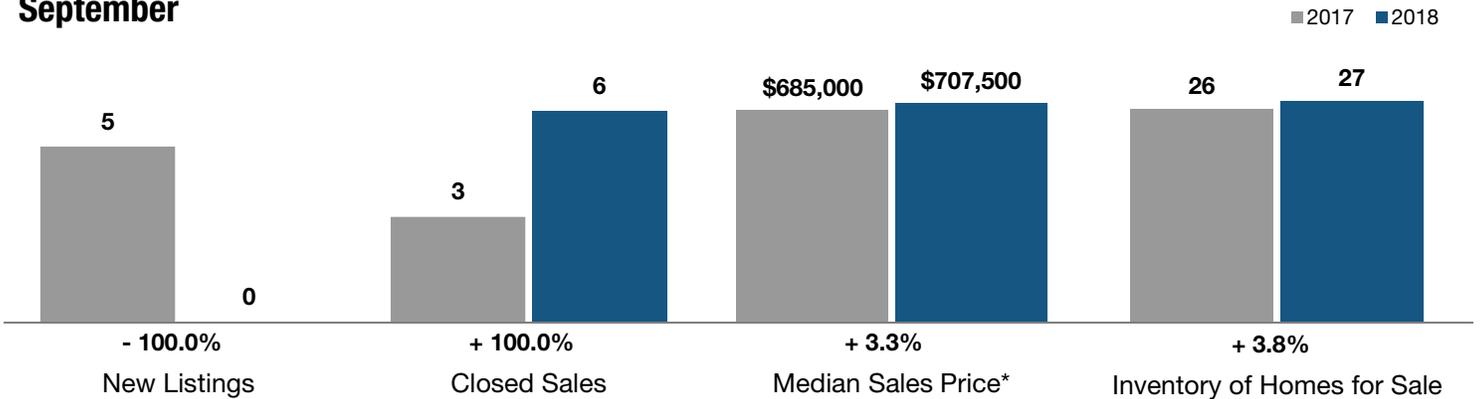


11: Indigo Run

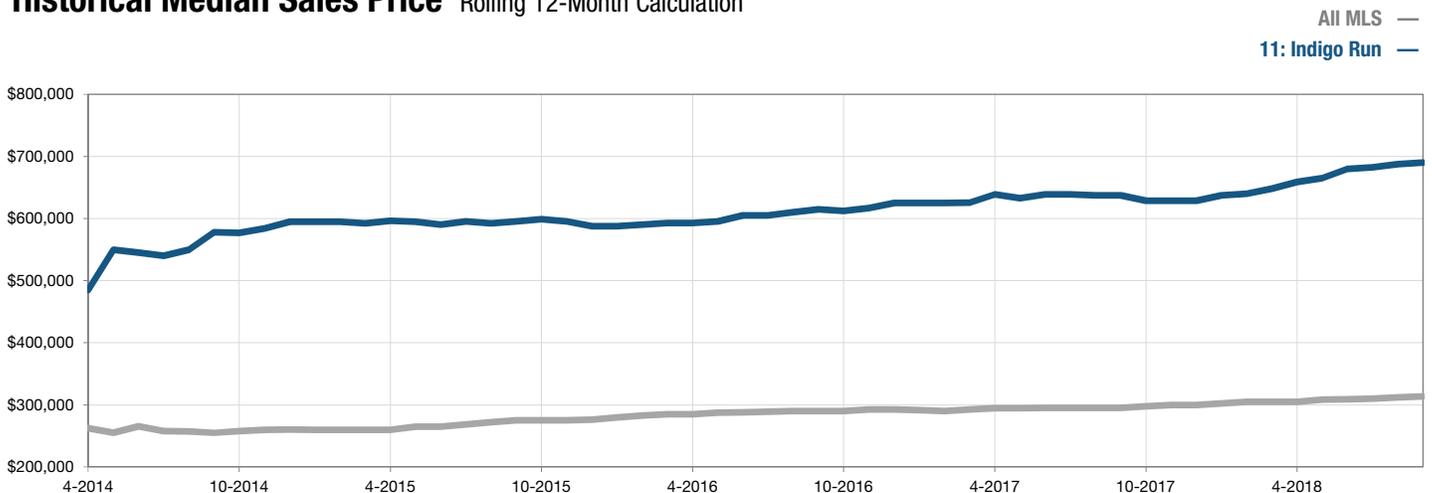
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	5	0	- 100.0%	50	72	+ 44.0%
Closed Sales	3	6	+ 100.0%	34	45	+ 32.4%
Median Sales Price*	\$685,000	\$707,500	+ 3.3%	\$628,750	\$690,000	+ 9.7%
Percent of List Price Received*	96.0%	97.0%	+ 1.0%	96.2%	96.9%	+ 0.7%
Days on Market Until Sale	348	113	- 67.7%	233	157	- 32.5%
Inventory of Homes for Sale	26	27	+ 3.8%	--	--	--

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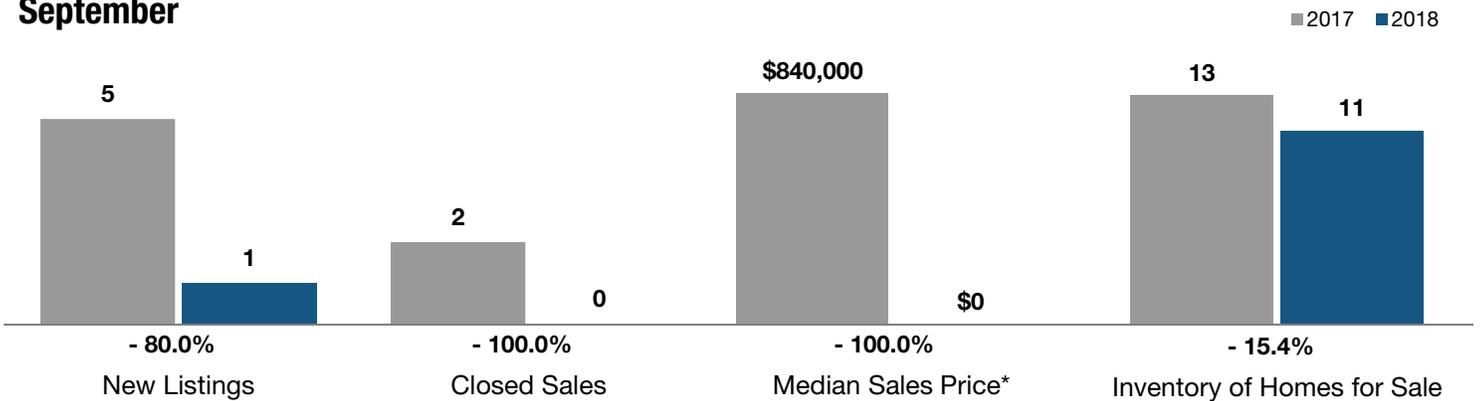


12: Spanish Wells

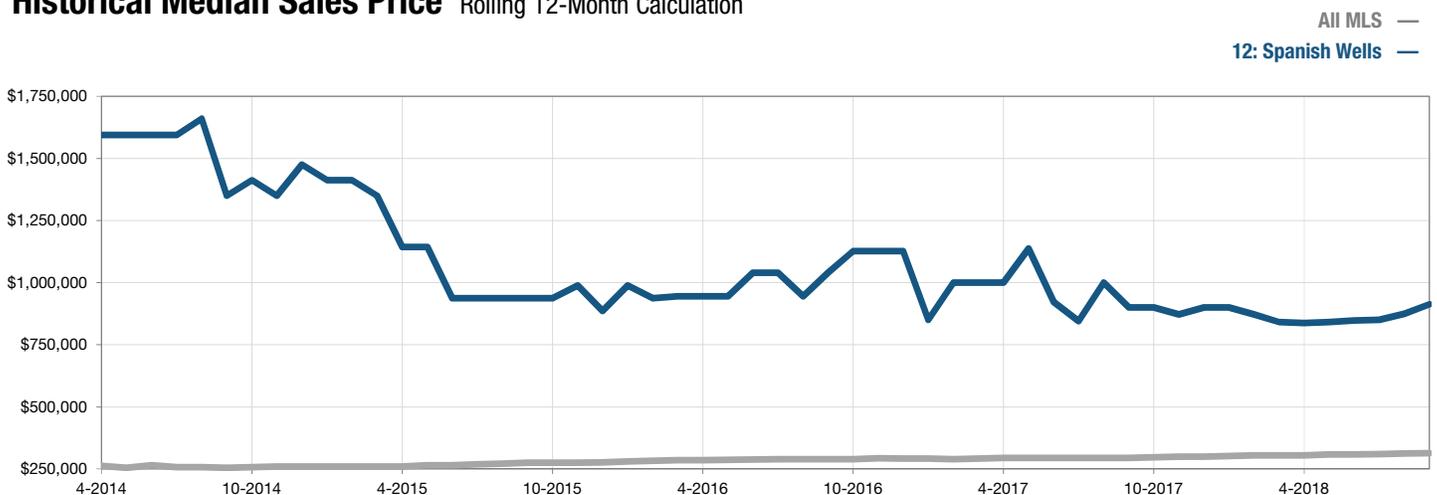
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	5	1	- 80.0%	19	15	- 21.1%
Closed Sales	2	0	- 100.0%	11	12	+ 9.1%
Median Sales Price*	\$840,000	\$0	- 100.0%	\$900,000	\$912,500	+ 1.4%
Percent of List Price Received*	93.0%	0.0%	- 100.0%	90.5%	93.5%	+ 3.2%
Days on Market Until Sale	98	0	- 100.0%	350	202	- 42.3%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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

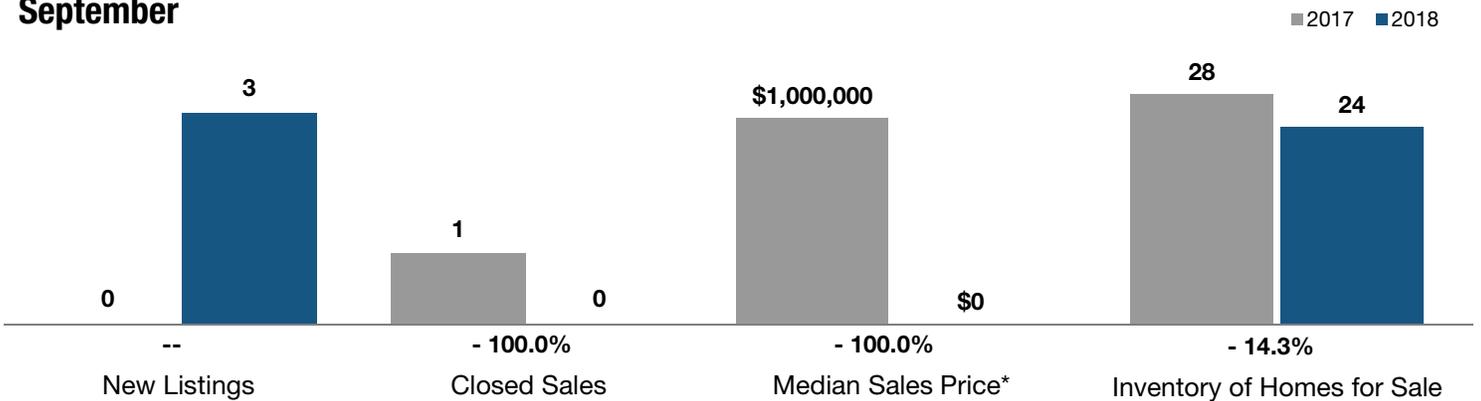


13: Windmill Harbour

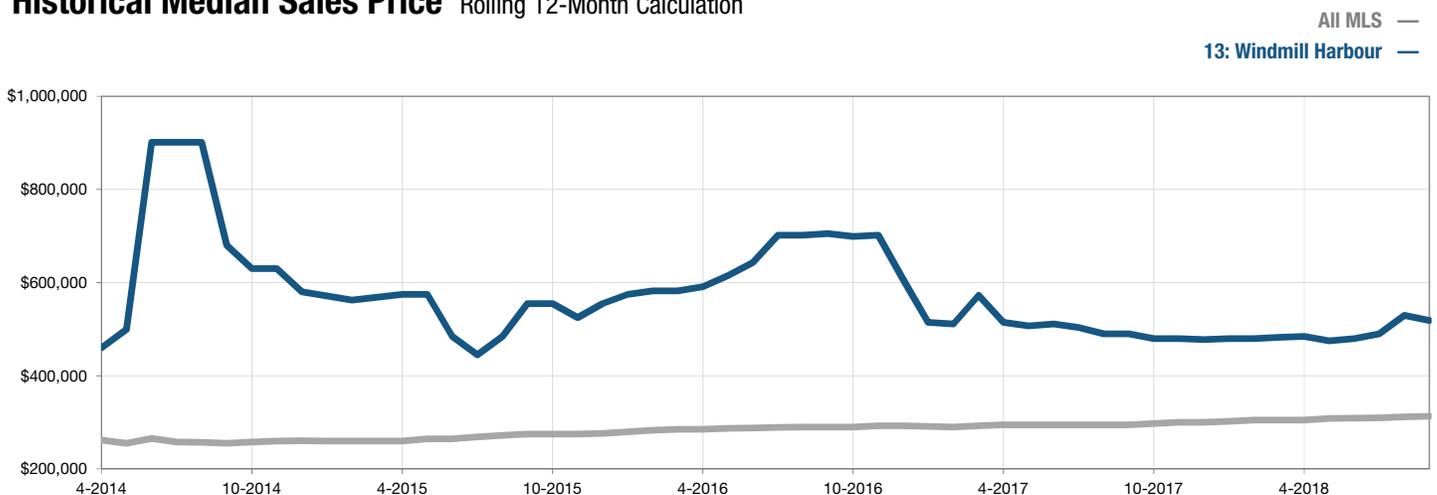
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	3	--	37	38	+ 2.7%
Closed Sales	1	0	- 100.0%	24	21	- 12.5%
Median Sales Price*	\$1,000,000	\$0	- 100.0%	\$495,000	\$541,000	+ 9.3%
Percent of List Price Received*	83.4%	0.0%	- 100.0%	93.3%	94.5%	+ 1.4%
Days on Market Until Sale	349	0	- 100.0%	249	241	- 3.1%
Inventory of Homes for Sale	28	24	- 14.3%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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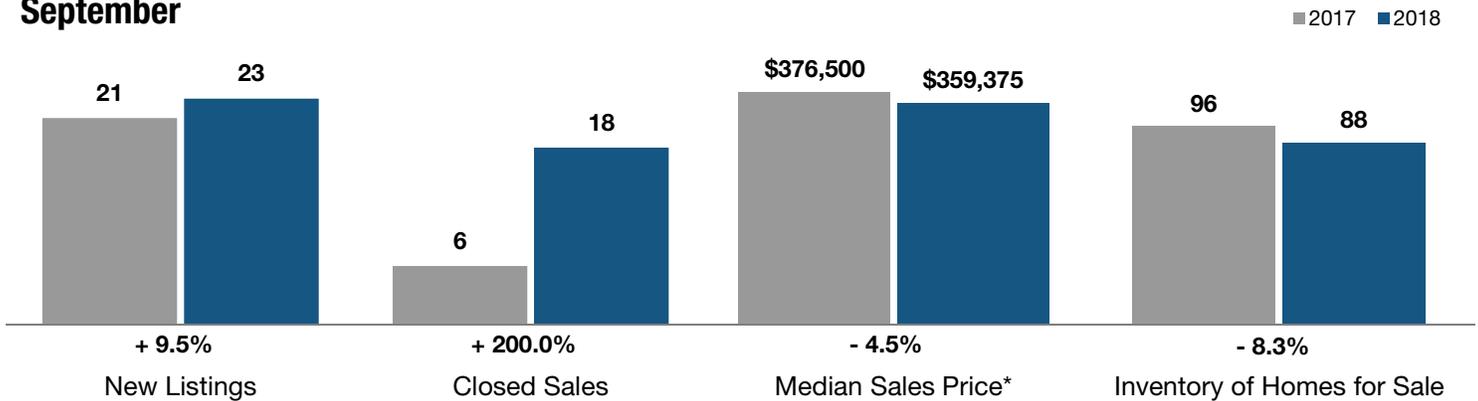
14: HH / Off Plantation

Detached Homes Only

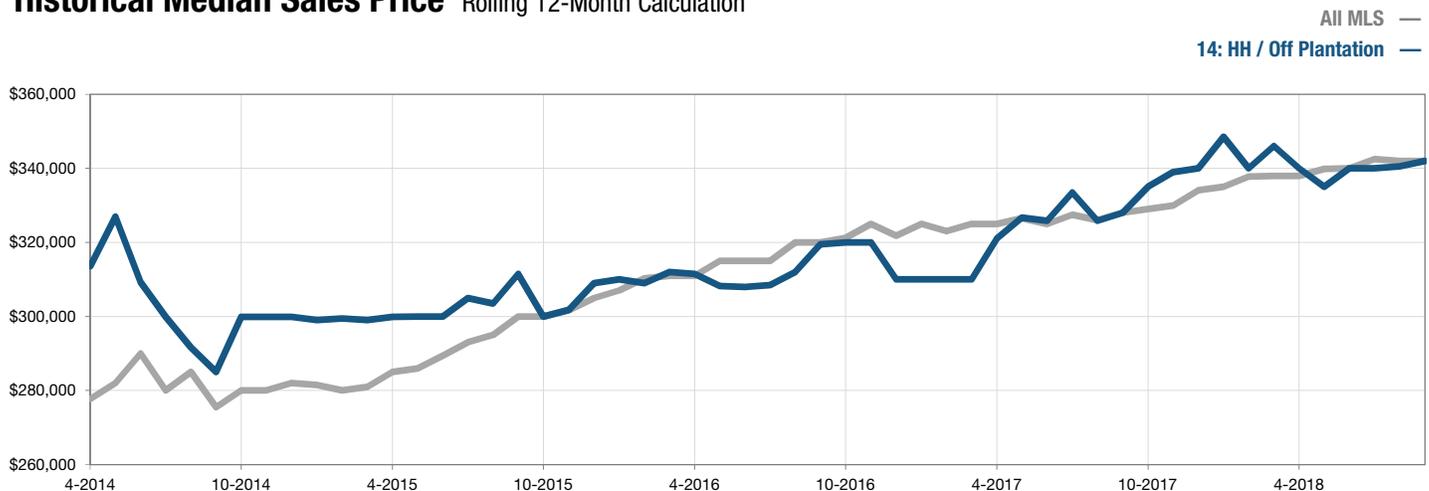
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	21	23	+ 9.5%	208	247	+ 18.8%
Closed Sales	6	18	+ 200.0%	115	141	+ 22.6%
Median Sales Price*	\$376,500	\$359,375	- 4.5%	\$332,000	\$340,000	+ 2.4%
Percent of List Price Received*	96.9%	97.3%	+ 0.4%	97.9%	97.3%	- 0.7%
Days on Market Until Sale	143	171	+ 19.1%	138	125	- 9.1%
Inventory of Homes for Sale	96	88	- 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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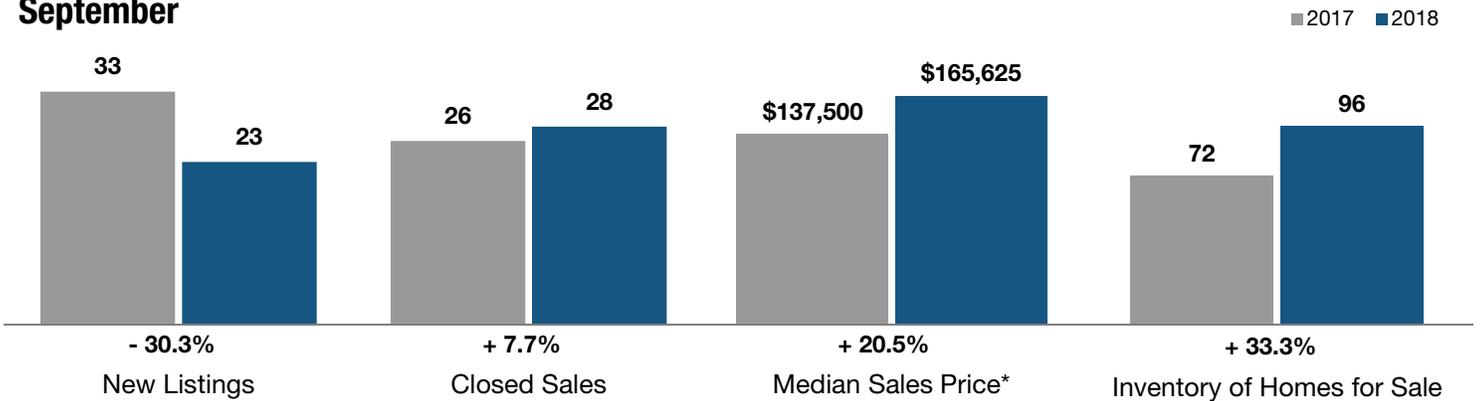
14: HH / Off Plantation

Condos / Villas Only

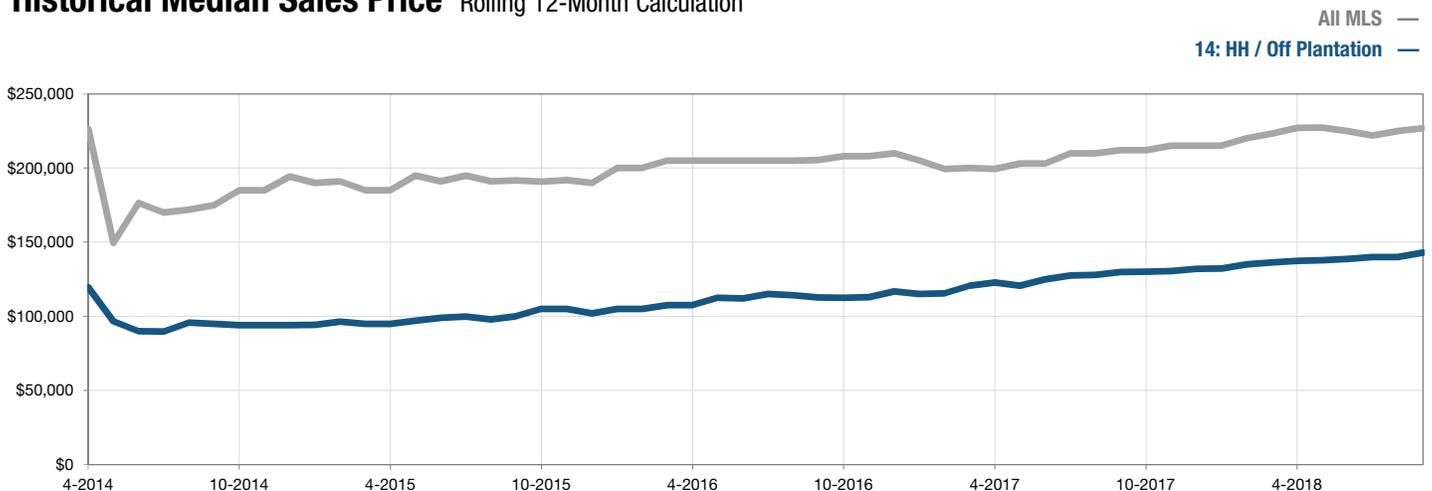
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	33	23	- 30.3%	267	328	+ 22.8%
Closed Sales	26	28	+ 7.7%	215	250	+ 16.3%
Median Sales Price*	\$137,500	\$165,625	+ 20.5%	\$130,000	\$146,000	+ 12.3%
Percent of List Price Received*	95.9%	95.5%	- 0.4%	94.2%	95.5%	+ 1.4%
Days on Market Until Sale	76	106	+ 39.7%	112	95	- 15.4%
Inventory of Homes for Sale	72	96	+ 33.3%	--	--	--

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September



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Local Market Update – September 2018

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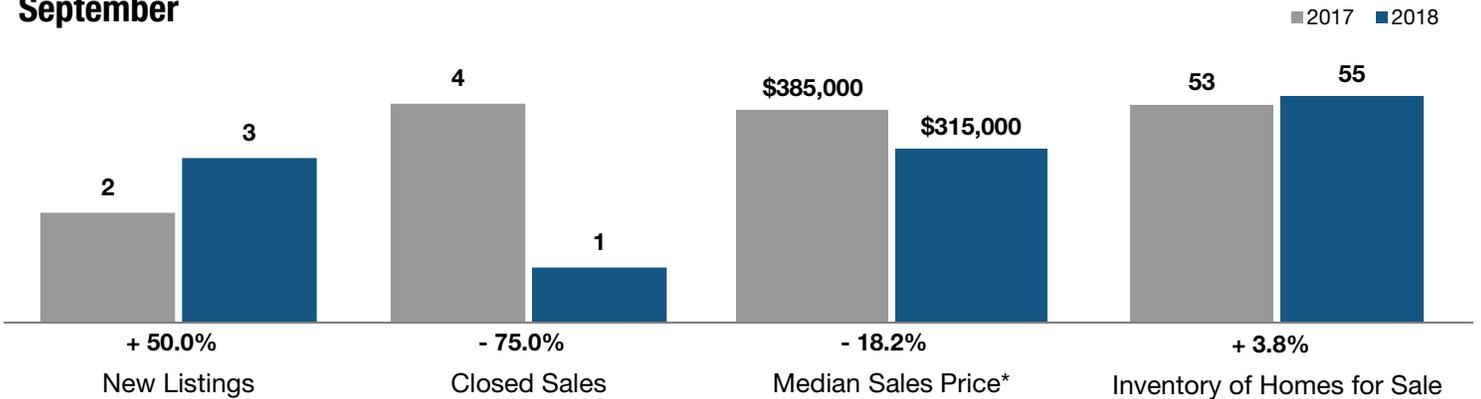


Daufuskie Island

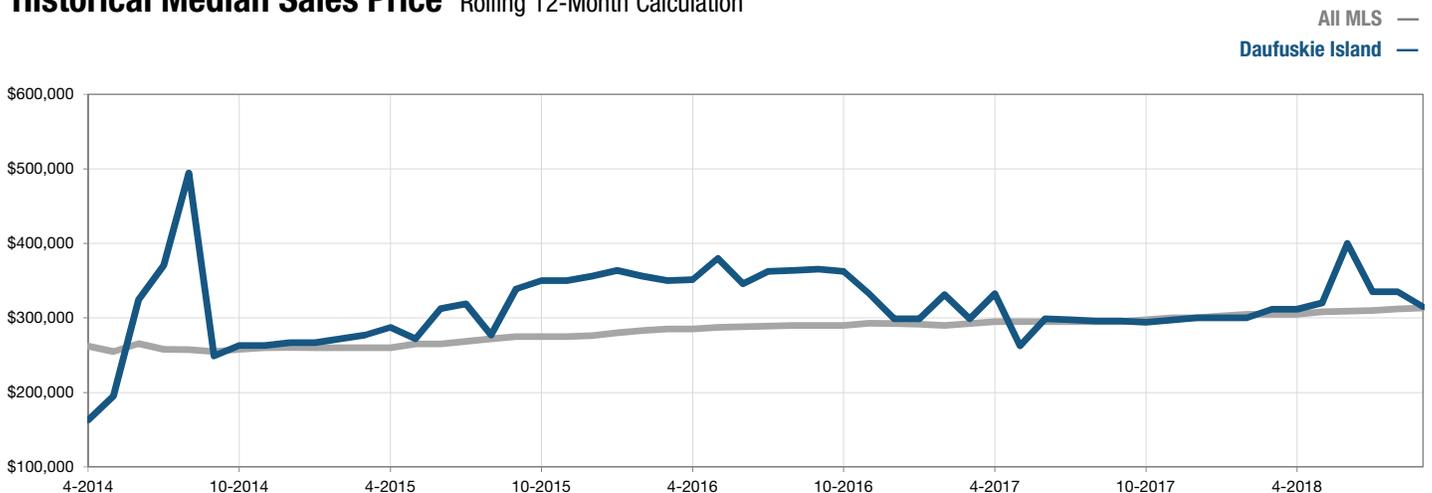
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	2	3	+ 50.0%	49	62	+ 26.5%
Closed Sales	4	1	- 75.0%	24	24	0.0%
Median Sales Price*	\$385,000	\$315,000	- 18.2%	\$300,000	\$315,000	+ 5.0%
Percent of List Price Received*	97.3%	92.9%	- 4.5%	95.1%	91.5%	- 3.8%
Days on Market Until Sale	454	71	- 84.4%	264	198	- 25.3%
Inventory of Homes for Sale	53	55	+ 3.8%	--	--	--

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September



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Local Market Update – September 2018

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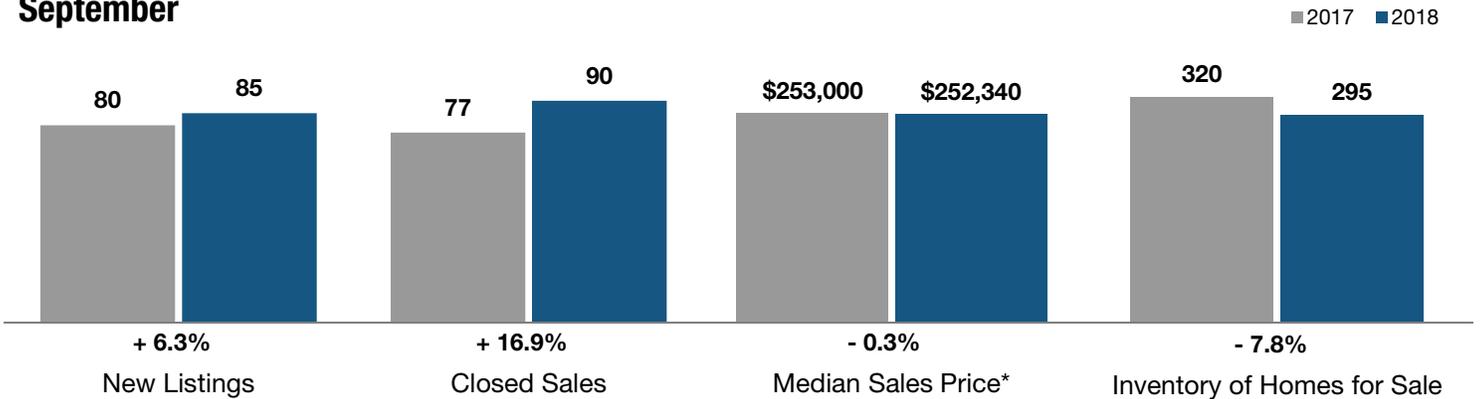


16: Bluffton / Off Plantation

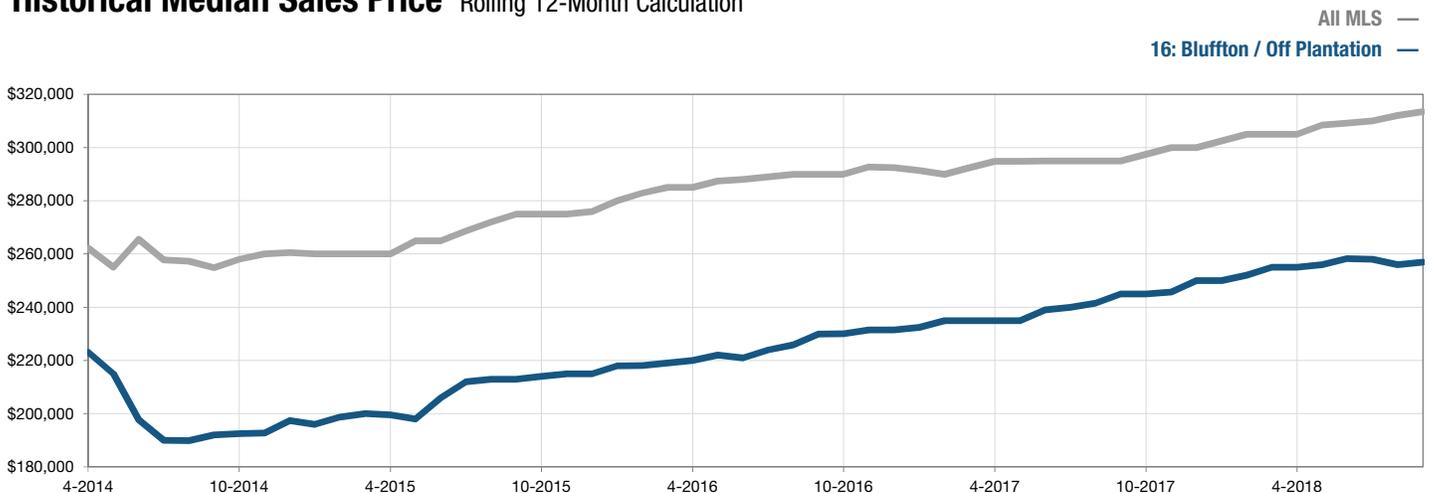
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	80	85	+ 6.3%	1,072	1,201	+ 12.0%
Closed Sales	77	90	+ 16.9%	860	964	+ 12.1%
Median Sales Price*	\$253,000	\$252,340	- 0.3%	\$245,000	\$254,000	+ 3.7%
Percent of List Price Received*	97.0%	97.8%	+ 0.8%	97.2%	97.8%	+ 0.6%
Days on Market Until Sale	117	99	- 15.1%	118	114	- 3.4%
Inventory of Homes for Sale	320	295	- 7.8%	--	--	--

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September



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Local Market Update – September 2018

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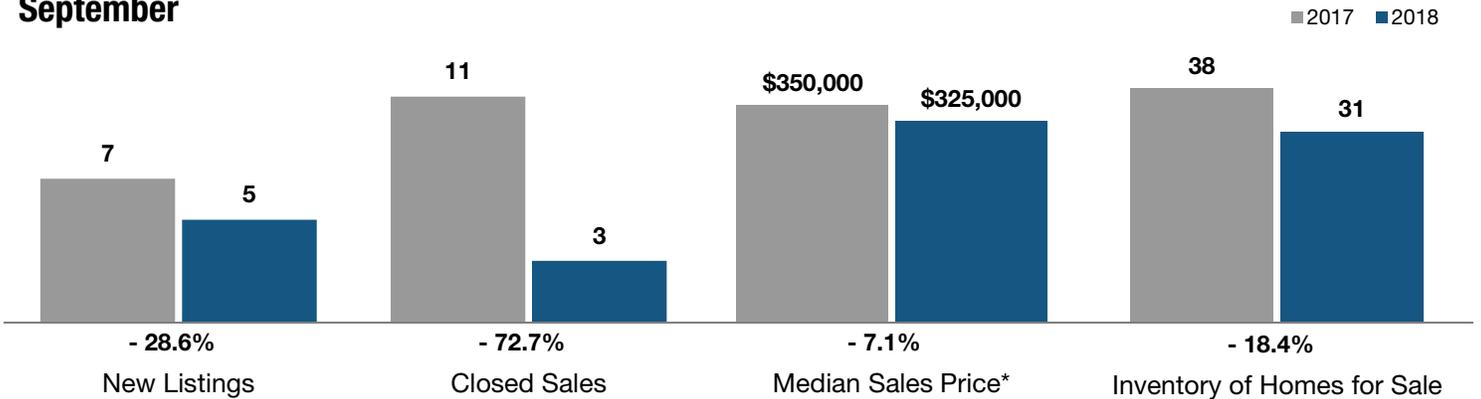


17: Moss Creek

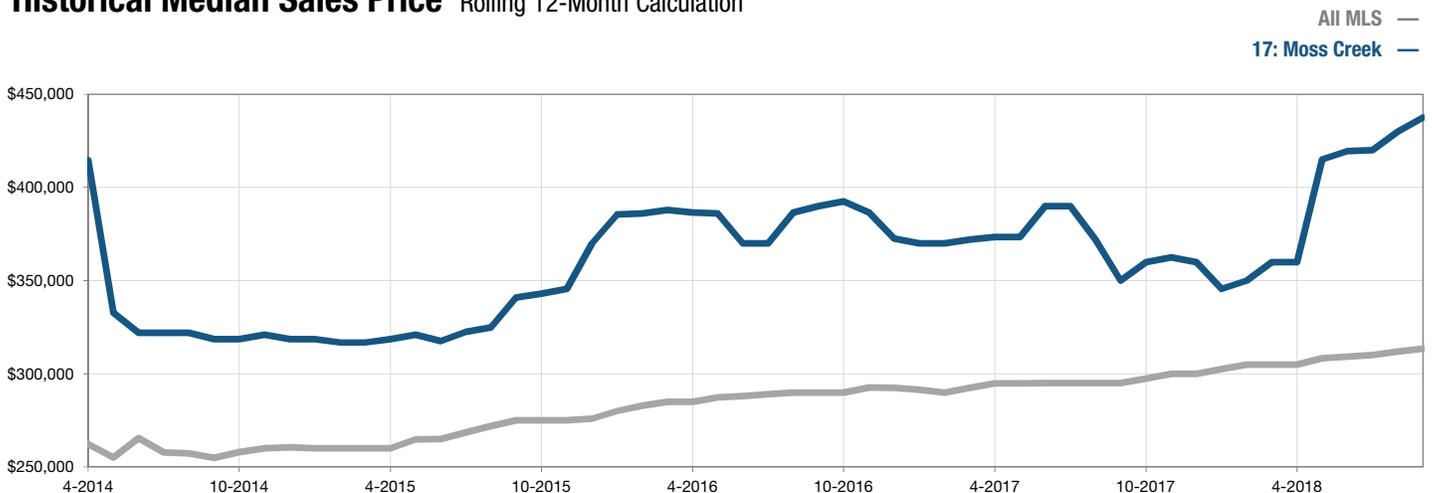
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	7	5	- 28.6%	74	66	- 10.8%
Closed Sales	11	3	- 72.7%	56	53	- 5.4%
Median Sales Price*	\$350,000	\$325,000	- 7.1%	\$347,500	\$450,000	+ 29.5%
Percent of List Price Received*	94.3%	93.7%	- 0.7%	94.2%	94.1%	- 0.1%
Days on Market Until Sale	119	151	+ 27.2%	162	163	+ 0.9%
Inventory of Homes for Sale	38	31	- 18.4%	--	--	--

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September



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Local Market Update – September 2018

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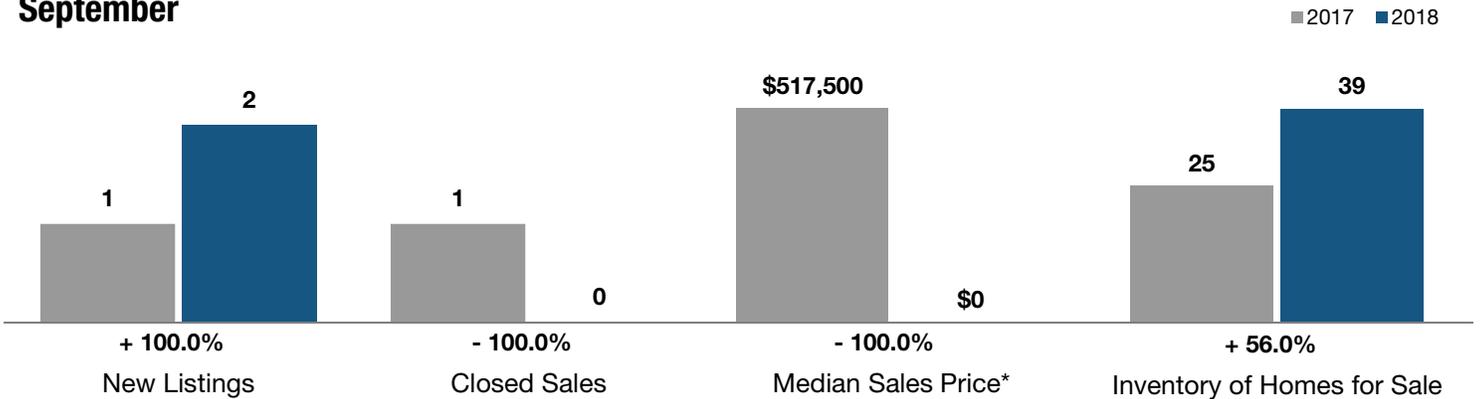


18: Colleton River

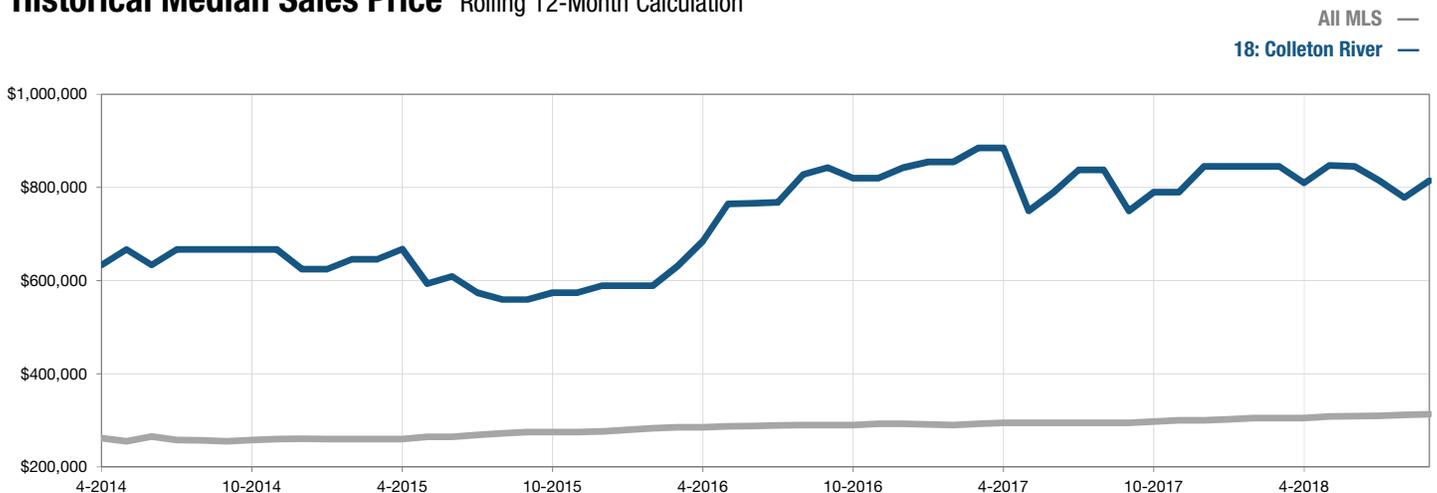
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	1	2	+ 100.0%	27	44	+ 63.0%
Closed Sales	1	0	- 100.0%	22	15	- 31.8%
Median Sales Price*	\$517,500	\$0	- 100.0%	\$790,000	\$775,000	- 1.9%
Percent of List Price Received*	86.4%	0.0%	- 100.0%	94.0%	94.2%	+ 0.2%
Days on Market Until Sale	112	0	- 100.0%	290	169	- 41.6%
Inventory of Homes for Sale	25	39	+ 56.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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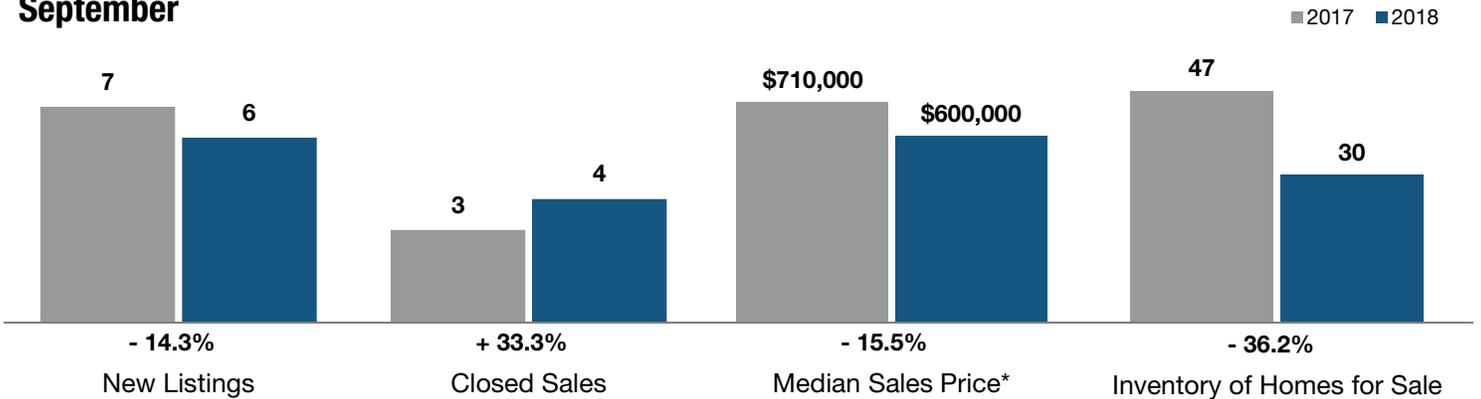


19: Belfair

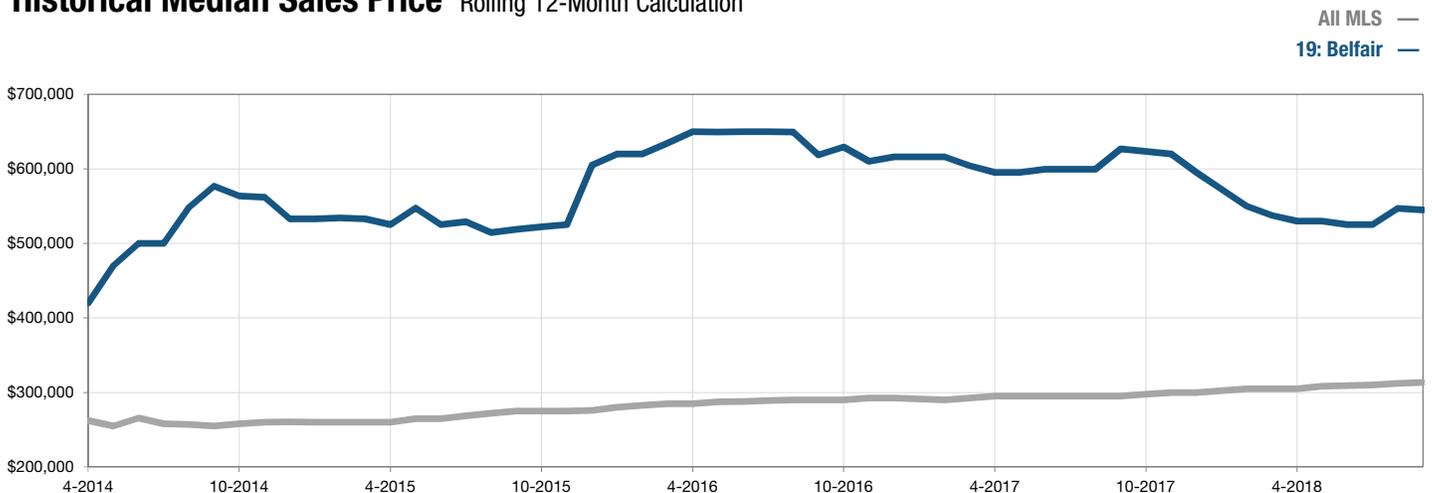
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	7	6	- 14.3%	52	50	- 3.8%
Closed Sales	3	4	+ 33.3%	24	38	+ 58.3%
Median Sales Price*	\$710,000	\$600,000	- 15.5%	\$670,000	\$547,000	- 18.4%
Percent of List Price Received*	95.8%	95.3%	- 0.5%	94.8%	95.7%	+ 1.0%
Days on Market Until Sale	233	327	+ 40.3%	285	242	- 15.1%
Inventory of Homes for Sale	47	30	- 36.2%	--	--	--

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September



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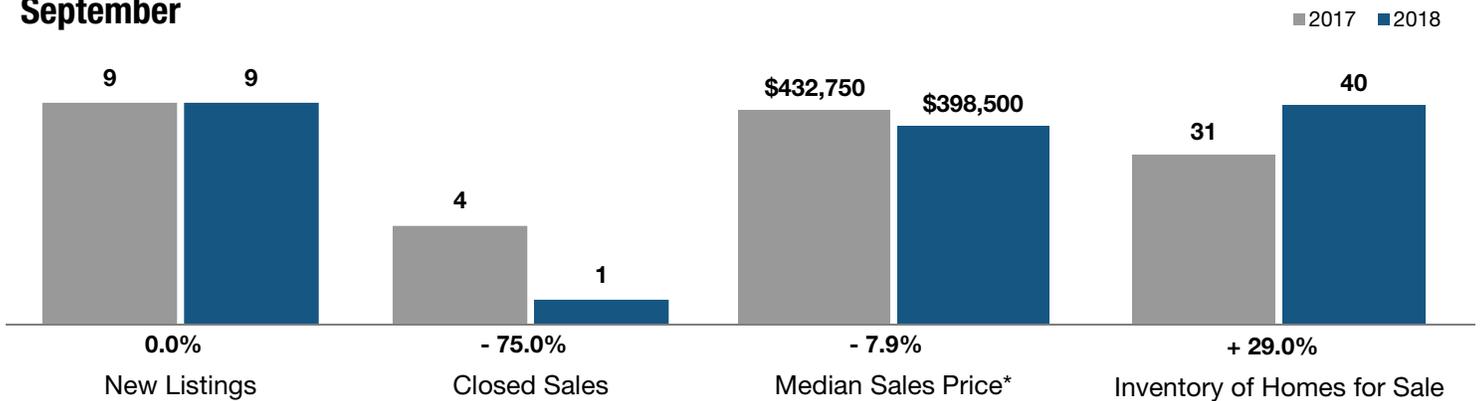


20: Rose Hill

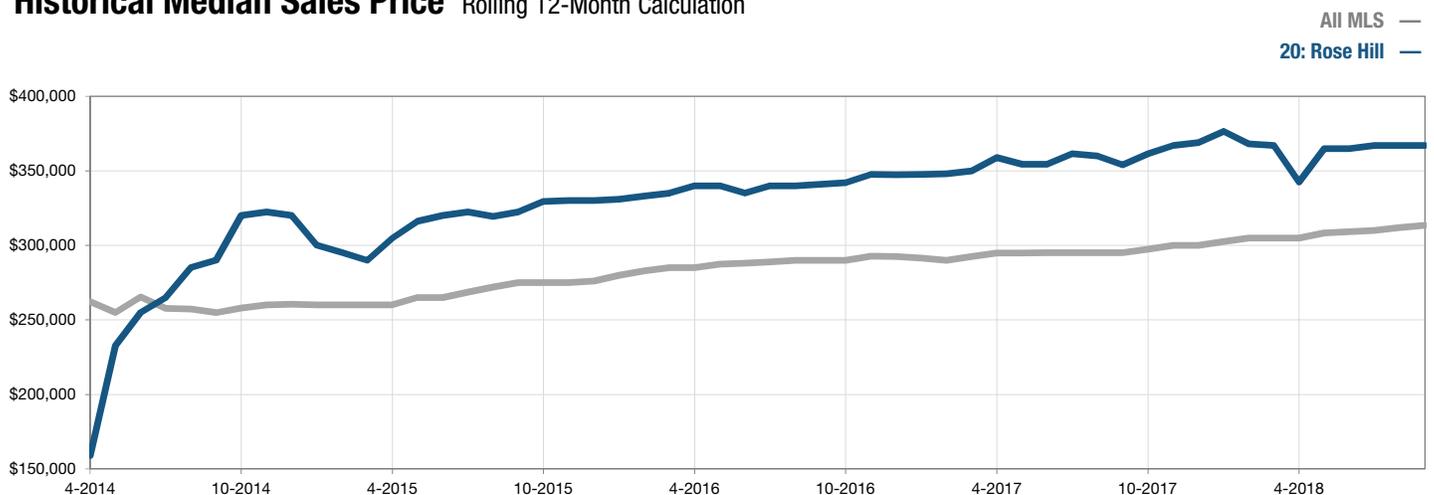
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	9	9	0.0%	55	56	+ 1.8%
Closed Sales	4	1	- 75.0%	41	30	- 26.8%
Median Sales Price*	\$432,750	\$398,500	- 7.9%	\$363,000	\$349,500	- 3.7%
Percent of List Price Received*	97.1%	100.4%	+ 3.4%	96.6%	96.1%	- 0.5%
Days on Market Until Sale	65	76	+ 17.8%	156	182	+ 16.4%
Inventory of Homes for Sale	31	40	+ 29.0%	--	--	--

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September



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Local Market Update – September 2018

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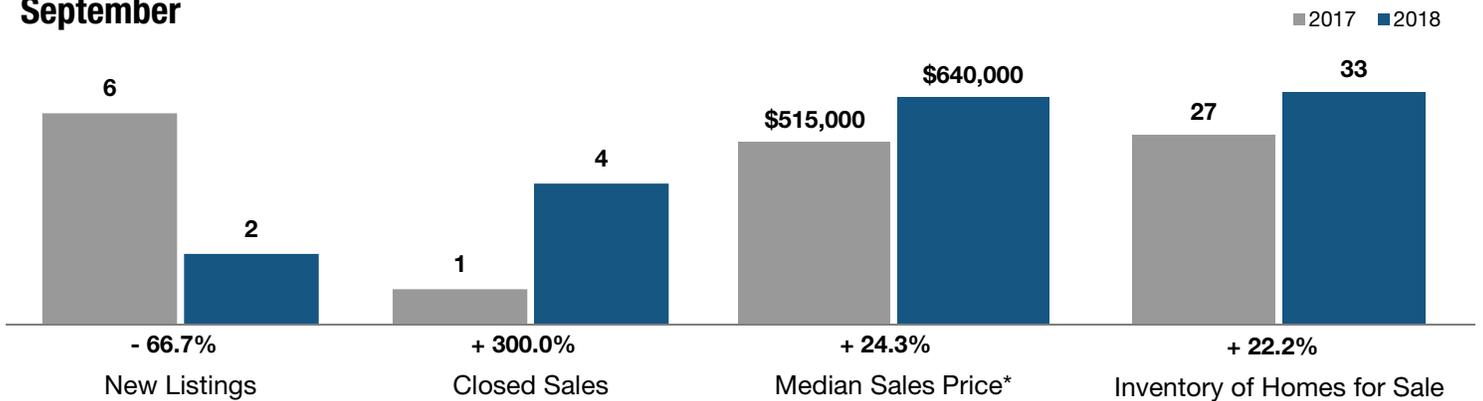


21: Berkeley Hall

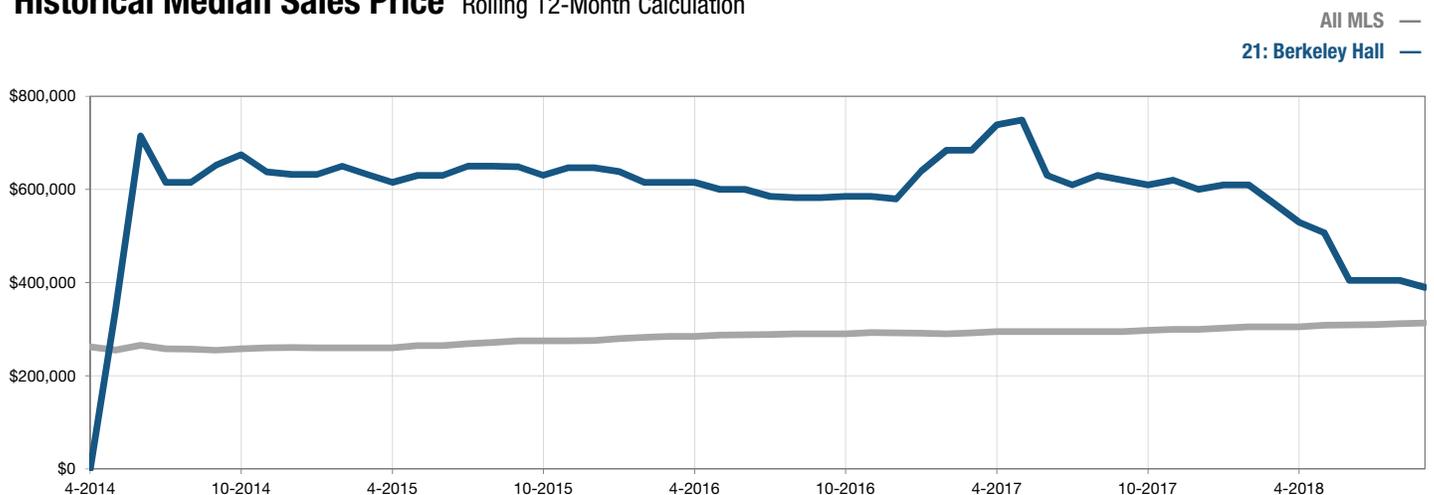
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	6	2	- 66.7%	26	45	+ 73.1%
Closed Sales	1	4	+ 300.0%	19	24	+ 26.3%
Median Sales Price*	\$515,000	\$640,000	+ 24.3%	\$620,000	\$366,500	- 40.9%
Percent of List Price Received*	99.1%	94.3%	- 4.8%	93.0%	94.0%	+ 1.0%
Days on Market Until Sale	462	180	- 61.0%	332	220	- 33.9%
Inventory of Homes for Sale	27	33	+ 22.2%	--	--	--

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September



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Local Market Update – September 2018

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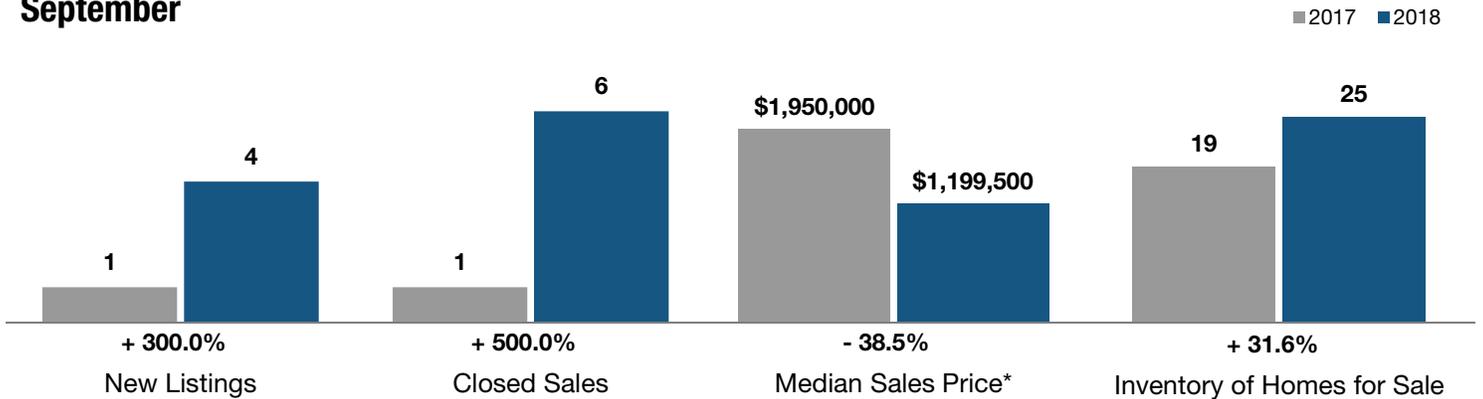


22: Palmetto Bluff

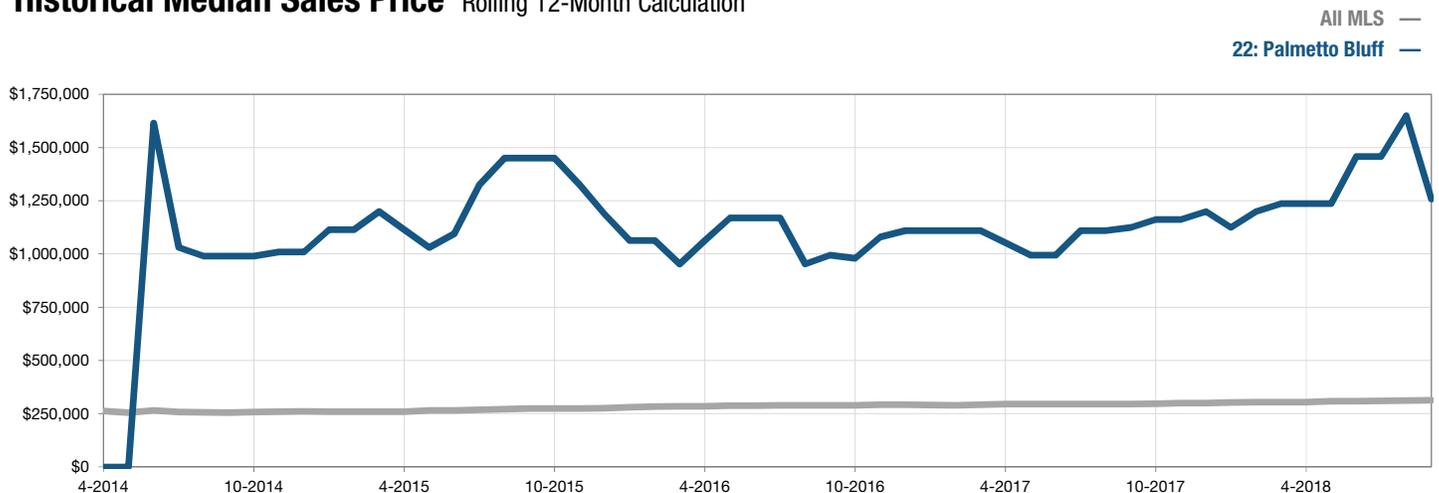
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	1	4	+ 300.0%	24	36	+ 50.0%
Closed Sales	1	6	+ 500.0%	13	16	+ 23.1%
Median Sales Price*	\$1,950,000	\$1,199,500	- 38.5%	\$1,200,000	\$1,257,000	+ 4.8%
Percent of List Price Received*	84.8%	97.1%	+ 14.5%	94.8%	96.8%	+ 2.1%
Days on Market Until Sale	431	194	- 54.9%	219	153	- 30.5%
Inventory of Homes for Sale	19	25	+ 31.6%	--	--	--

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September



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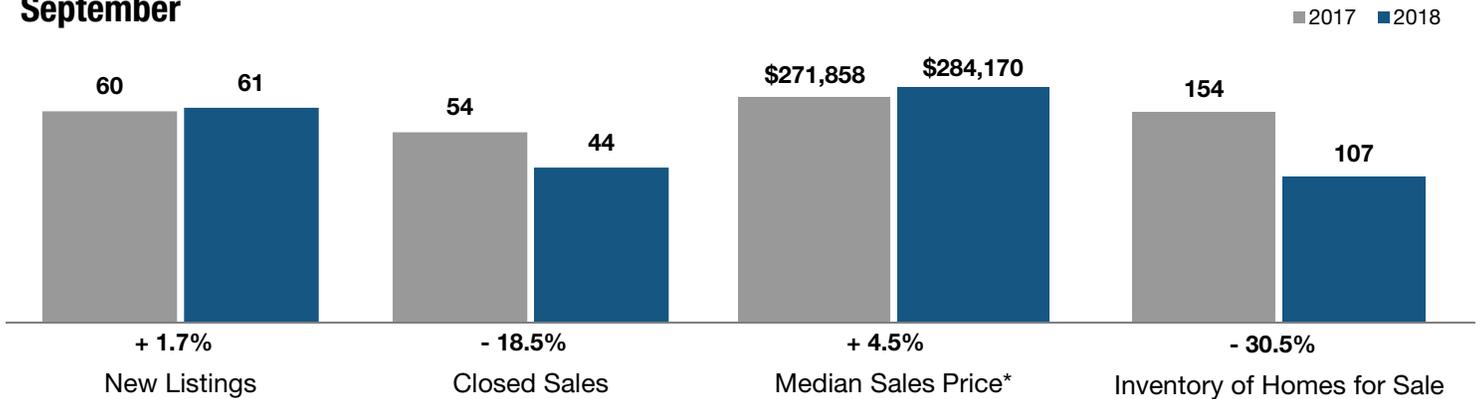


23: Sun City / Riverbend

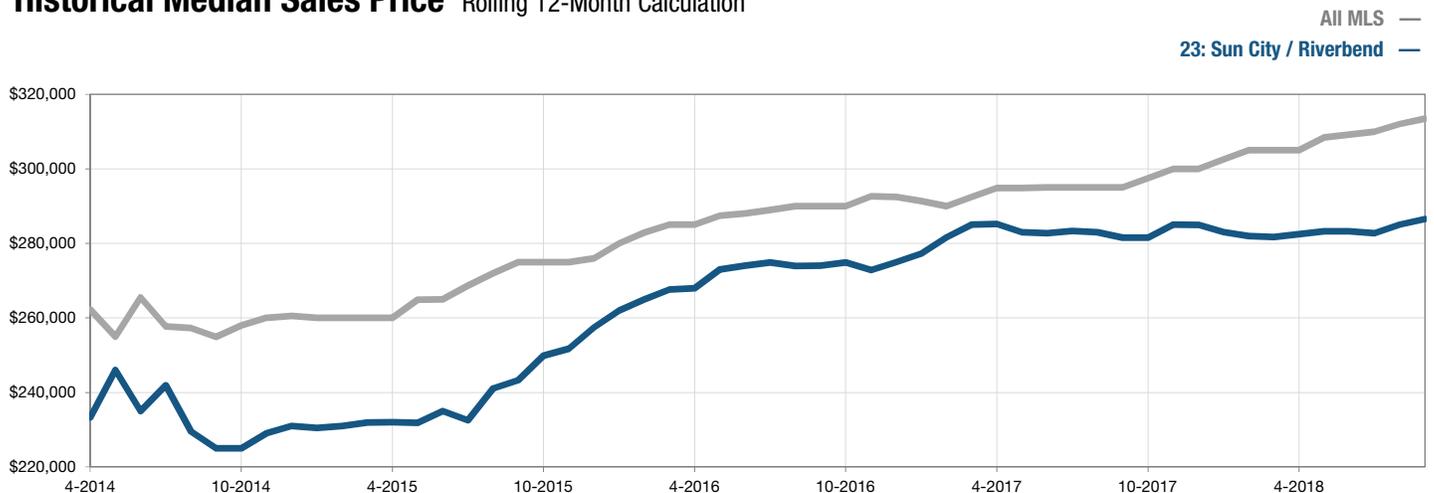
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	60	61	+ 1.7%	611	602	- 1.5%
Closed Sales	54	44	- 18.5%	432	530	+ 22.7%
Median Sales Price*	\$271,858	\$284,170	+ 4.5%	\$279,750	\$280,000	+ 0.1%
Percent of List Price Received*	98.0%	98.2%	+ 0.3%	97.8%	97.9%	+ 0.1%
Days on Market Until Sale	121	95	- 21.9%	118	110	- 7.1%
Inventory of Homes for Sale	154	107	- 30.5%	--	--	--

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September



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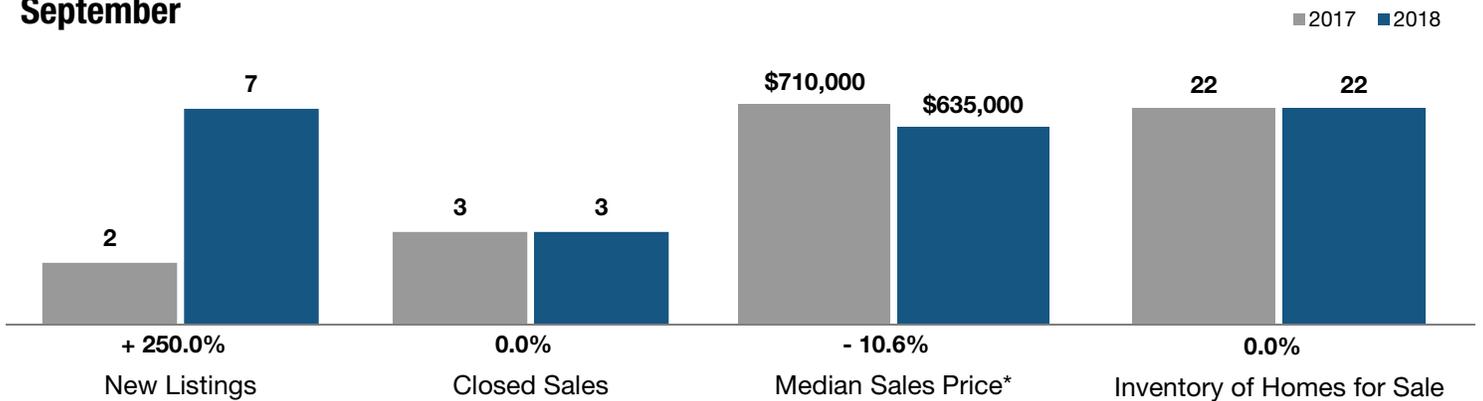


24: Oldfield

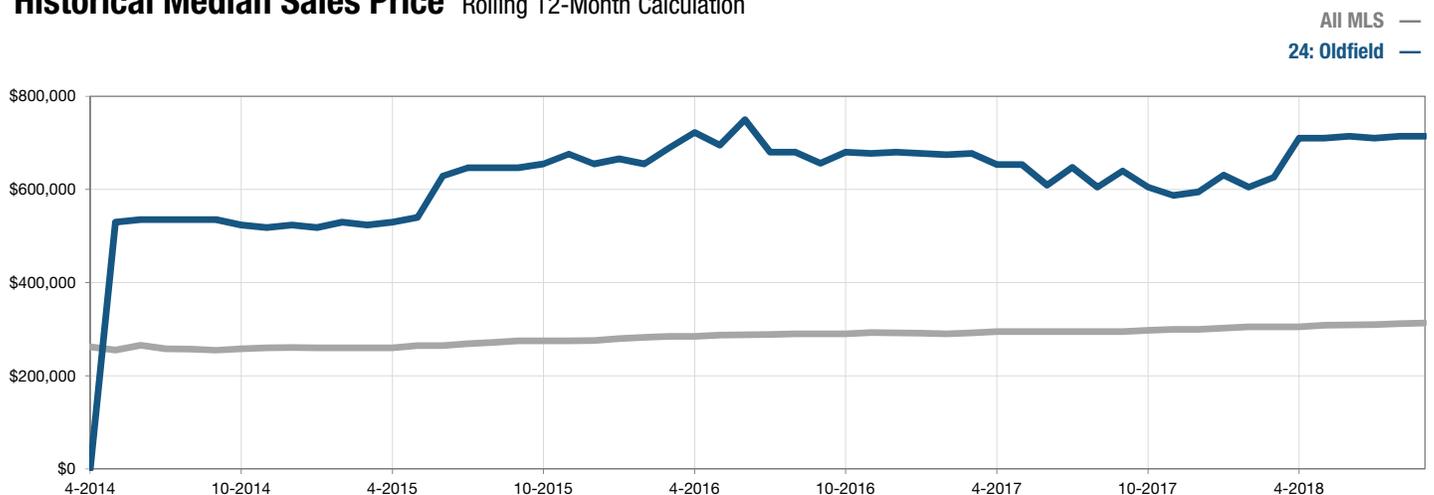
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	2	7	+ 250.0%	32	34	+ 6.3%
Closed Sales	3	3	0.0%	18	23	+ 27.8%
Median Sales Price*	\$710,000	\$635,000	- 10.6%	\$562,500	\$714,000	+ 26.9%
Percent of List Price Received*	97.7%	98.6%	+ 0.9%	96.5%	95.5%	- 1.1%
Days on Market Until Sale	153	124	- 18.9%	166	208	+ 25.5%
Inventory of Homes for Sale	22	22	0.0%	--	--	--

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September



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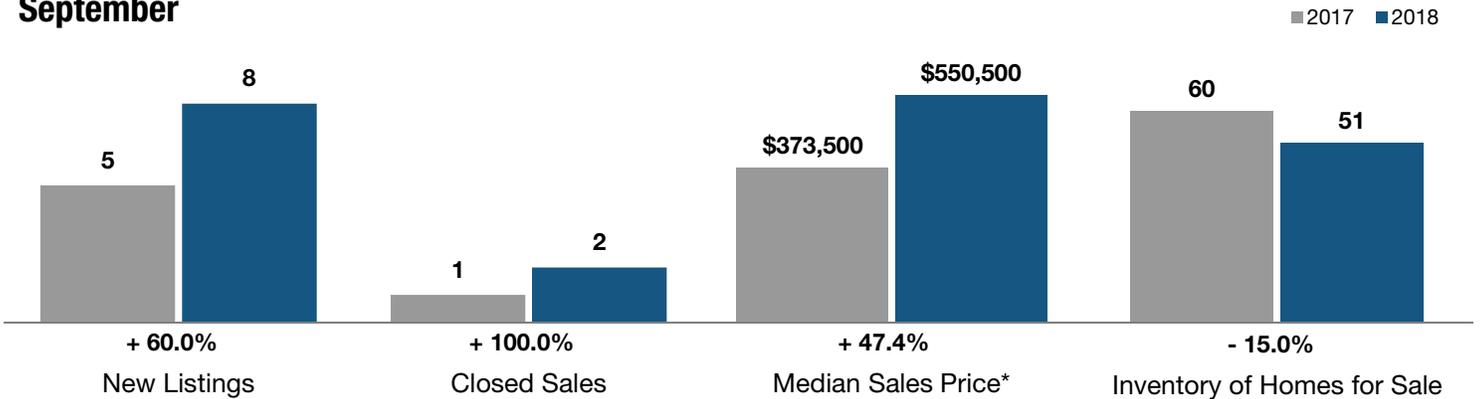


25: Callawassie Island

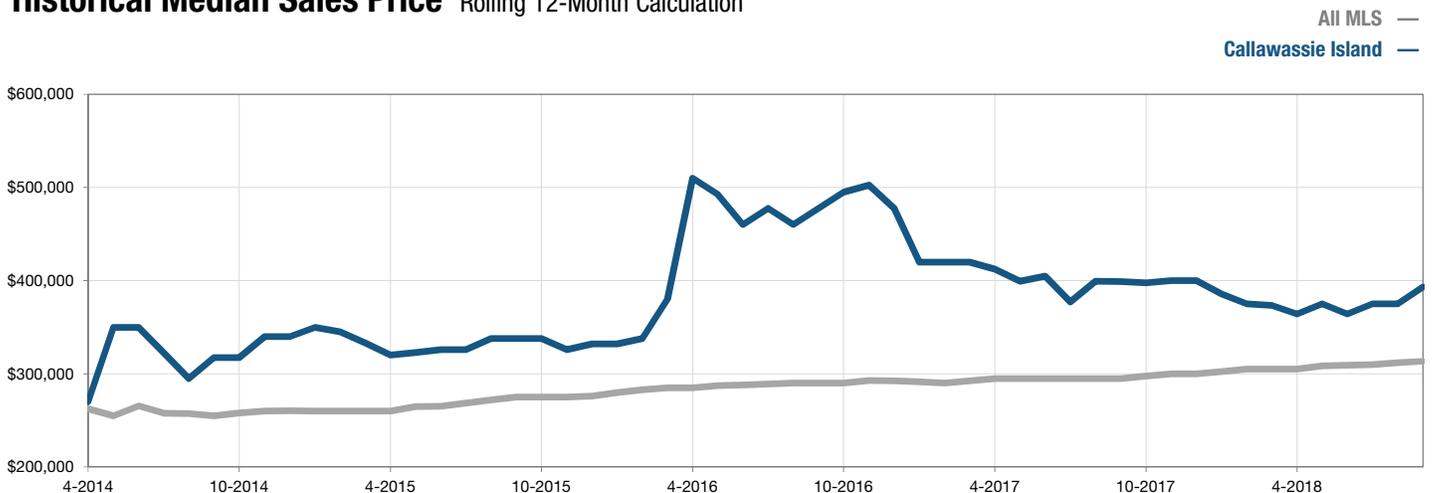
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	5	8	+ 60.0%	55	44	- 20.0%
Closed Sales	1	2	+ 100.0%	17	27	+ 58.8%
Median Sales Price*	\$373,500	\$550,500	+ 47.4%	\$373,500	\$355,000	- 5.0%
Percent of List Price Received*	93.8%	94.0%	+ 0.1%	93.7%	94.4%	+ 0.8%
Days on Market Until Sale	504	179	- 64.6%	248	295	+ 19.1%
Inventory of Homes for Sale	60	51	- 15.0%	--	--	--

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September



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Local Market Update – September 2018

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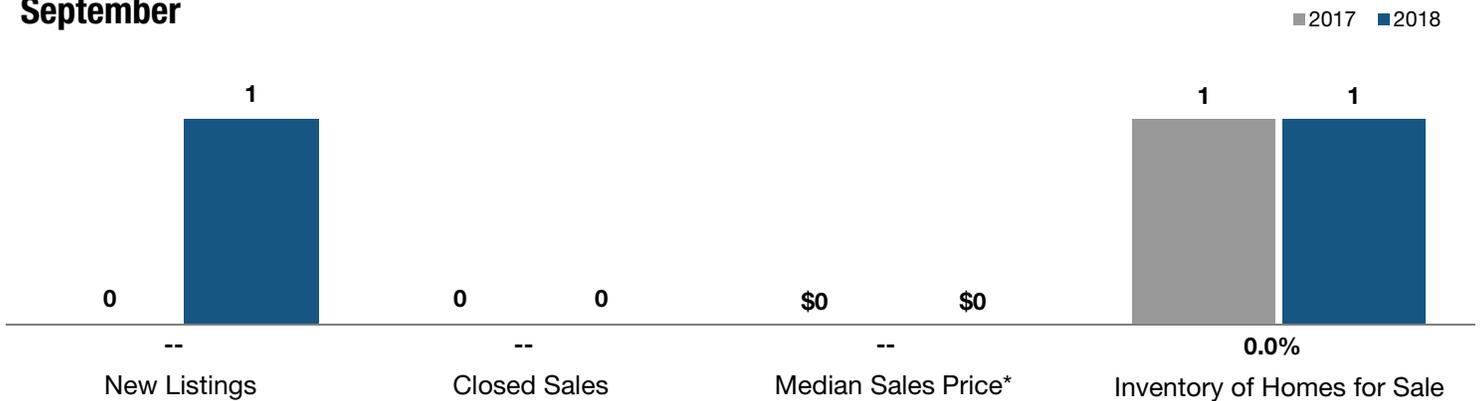


26: Spring Island

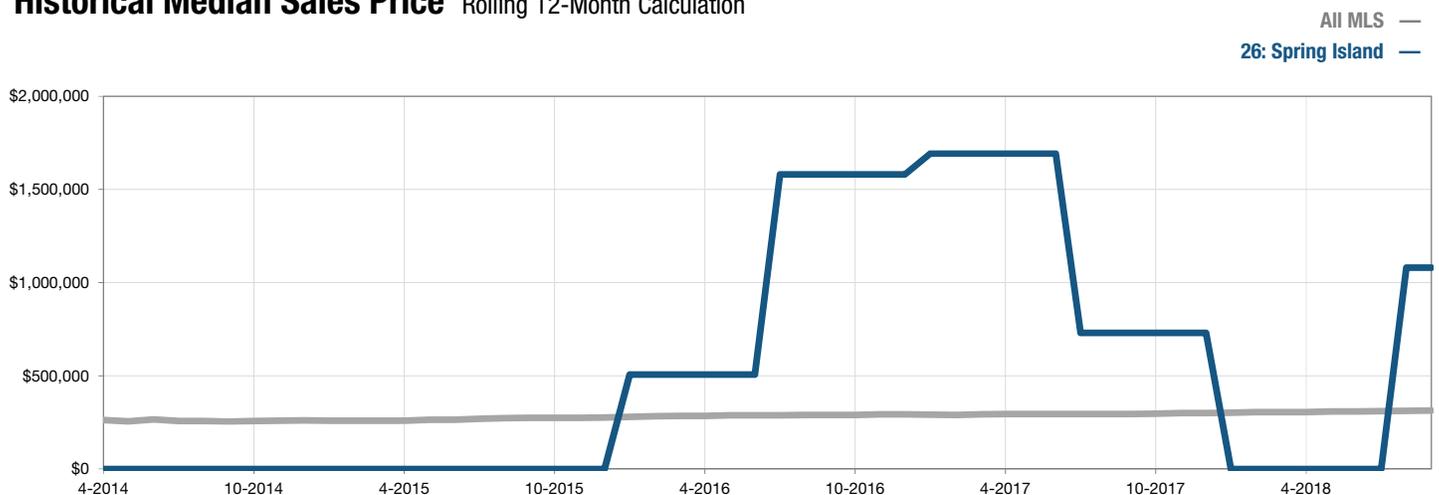
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	1	--	1	2	+ 100.0%
Closed Sales	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$730,000	\$1,080,000	+ 47.9%
Percent of List Price Received*	0.0%	0.0%	--	100.7%	91.9%	- 8.7%
Days on Market Until Sale	0	0	--	53	178	+ 235.8%
Inventory of Homes for Sale	1	1	0.0%	--	--	--

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September



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Local Market Update – September 2018

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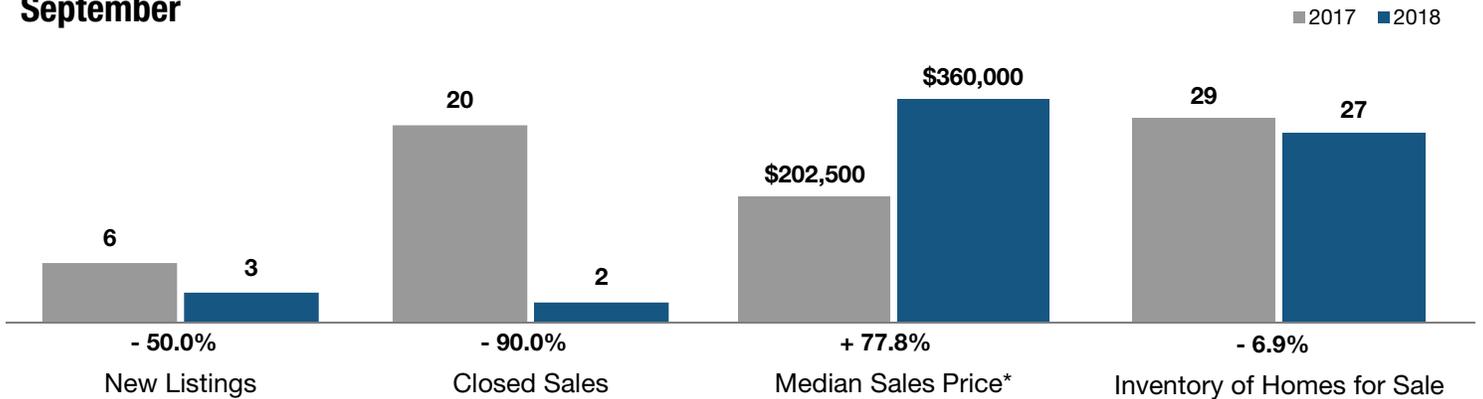


27: Beauf. Co - N. of Broad River

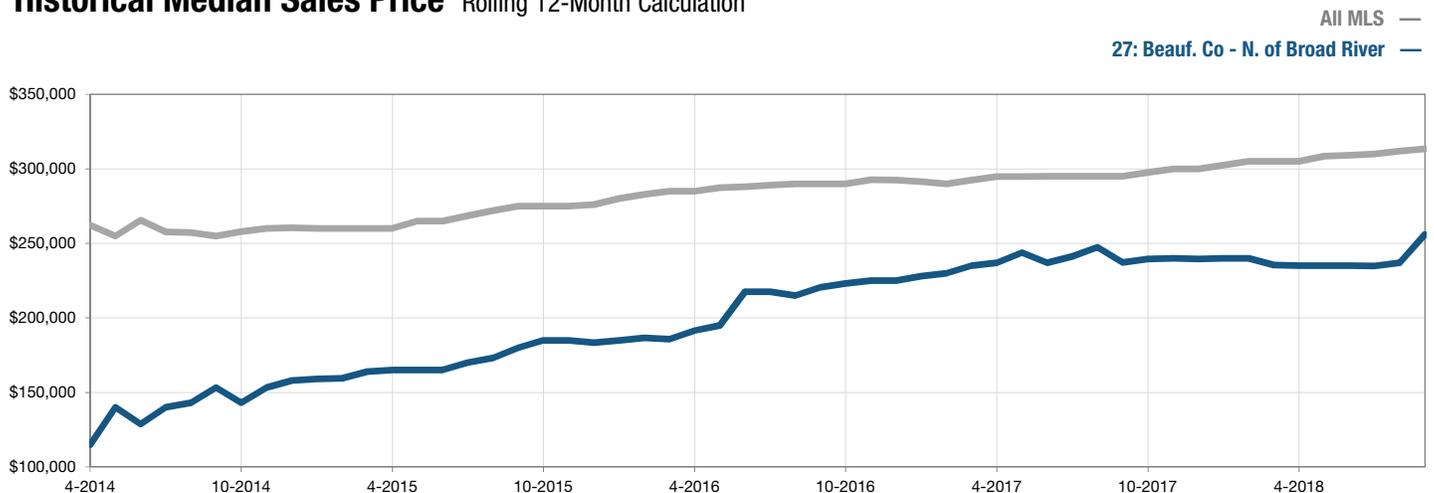
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	6	3	- 50.0%	195	98	- 49.7%
Closed Sales	20	2	- 90.0%	166	65	- 60.8%
Median Sales Price*	\$202,500	\$360,000	+ 77.8%	\$238,500	\$276,000	+ 15.7%
Percent of List Price Received*	96.6%	97.5%	+ 0.9%	96.0%	96.3%	+ 0.3%
Days on Market Until Sale	150	83	- 44.5%	131	88	- 32.9%
Inventory of Homes for Sale	29	27	- 6.9%	--	--	--

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September



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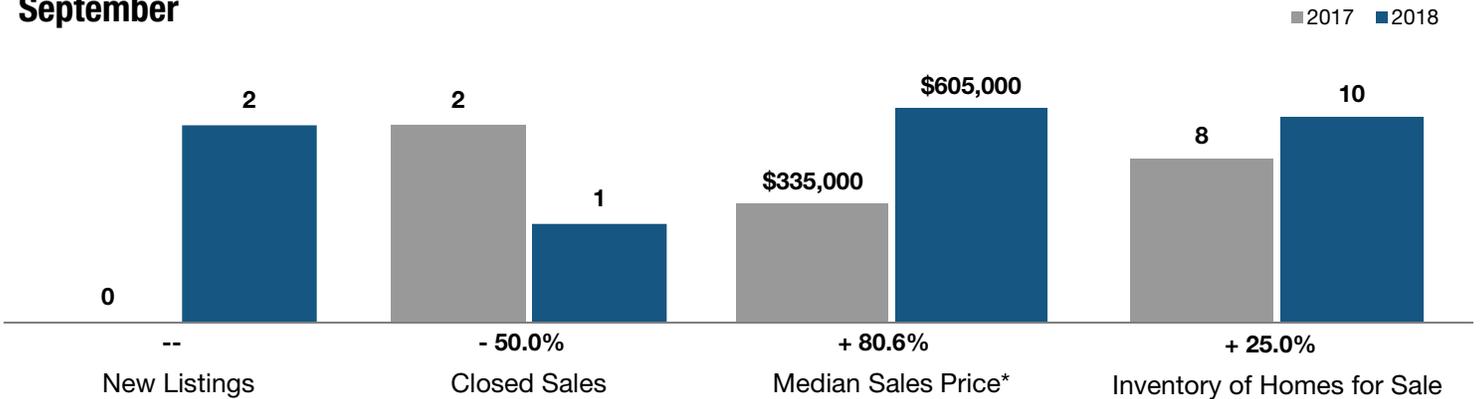


28: Beauf. Co - S. of Broad River

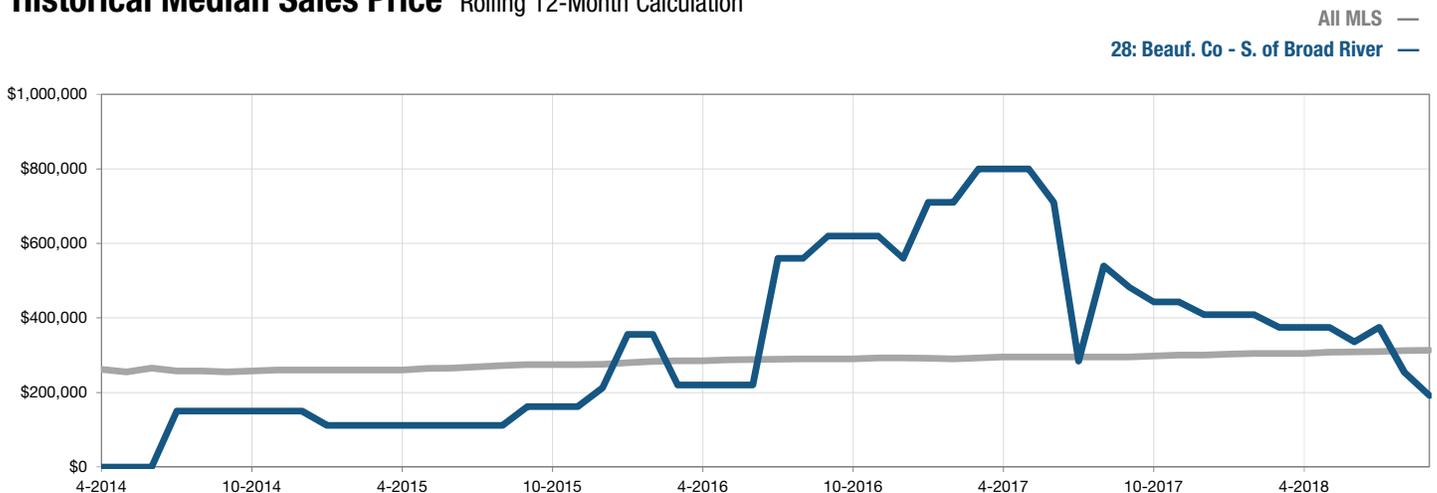
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	2	--	14	12	- 14.3%
Closed Sales	2	1	- 50.0%	8	2	- 75.0%
Median Sales Price*	\$335,000	\$605,000	+ 80.6%	\$482,750	\$367,500	- 23.9%
Percent of List Price Received*	94.7%	93.2%	- 1.5%	93.0%	96.6%	+ 3.9%
Days on Market Until Sale	77	181	+ 135.1%	110	106	- 3.3%
Inventory of Homes for Sale	8	10	+ 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

A Research Tool Provided by the Multiple Listing Service of
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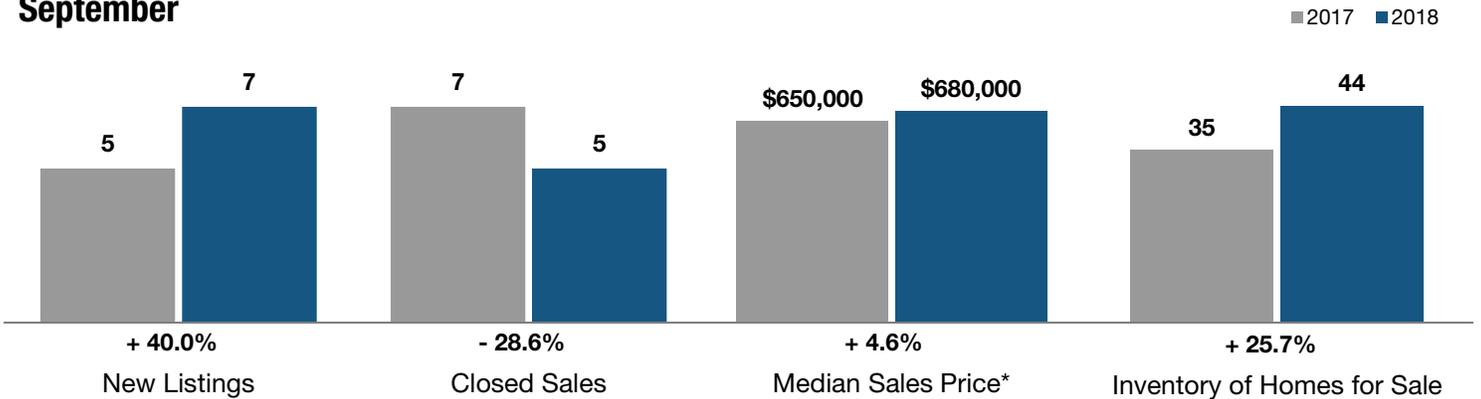


31: Hampton Hall

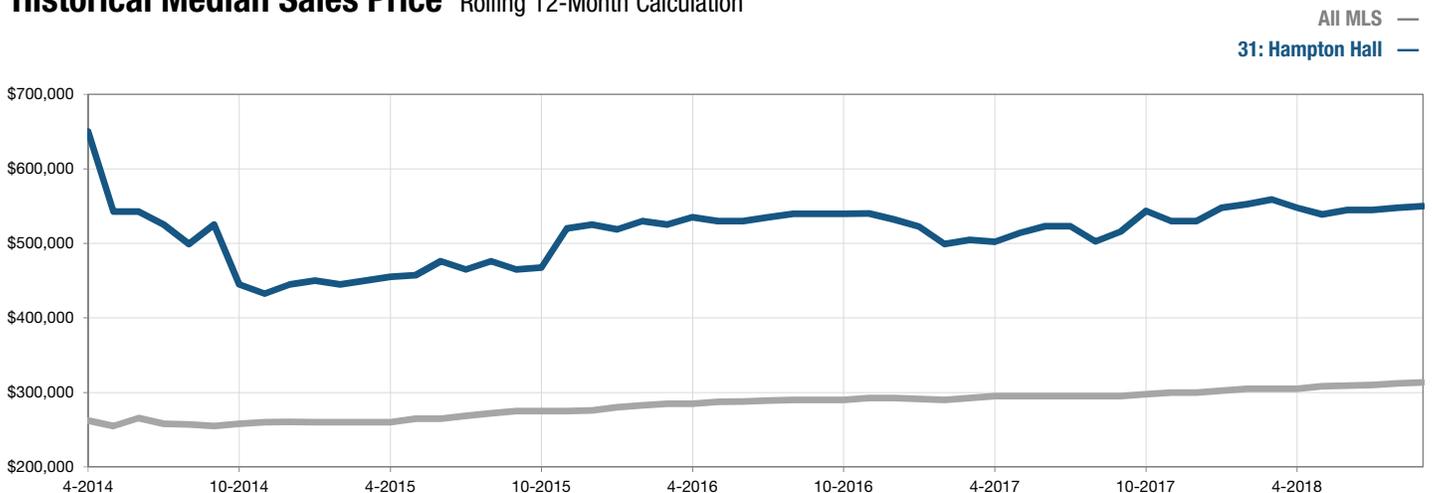
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	5	7	+ 40.0%	61	84	+ 37.7%
Closed Sales	7	5	- 28.6%	42	54	+ 28.6%
Median Sales Price*	\$650,000	\$680,000	+ 4.6%	\$516,000	\$547,500	+ 6.1%
Percent of List Price Received*	96.9%	96.7%	- 0.2%	97.1%	96.8%	- 0.3%
Days on Market Until Sale	251	167	- 33.5%	196	180	- 8.5%
Inventory of Homes for Sale	35	44	+ 25.7%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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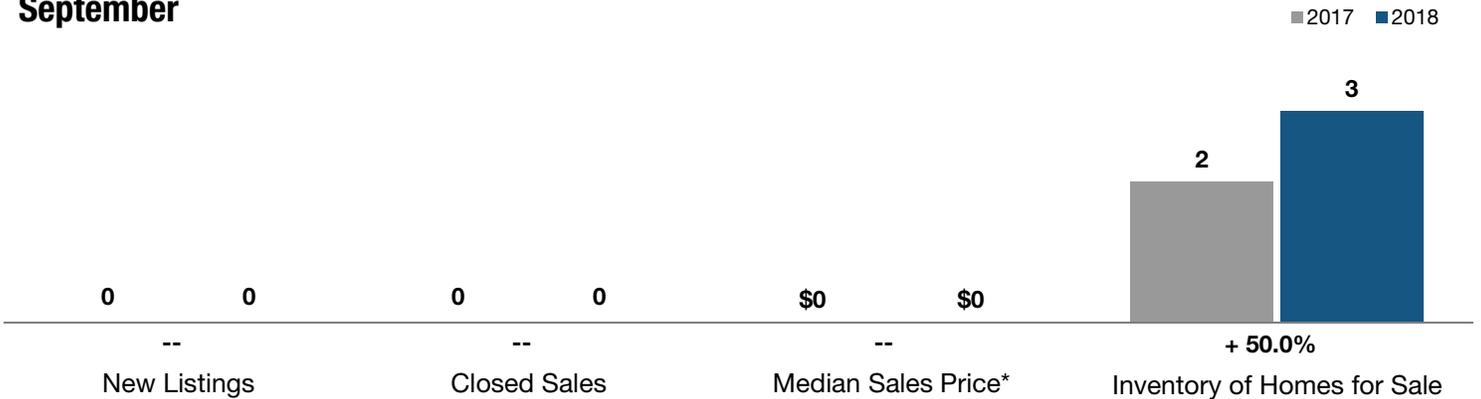


32: Hampton Pointe

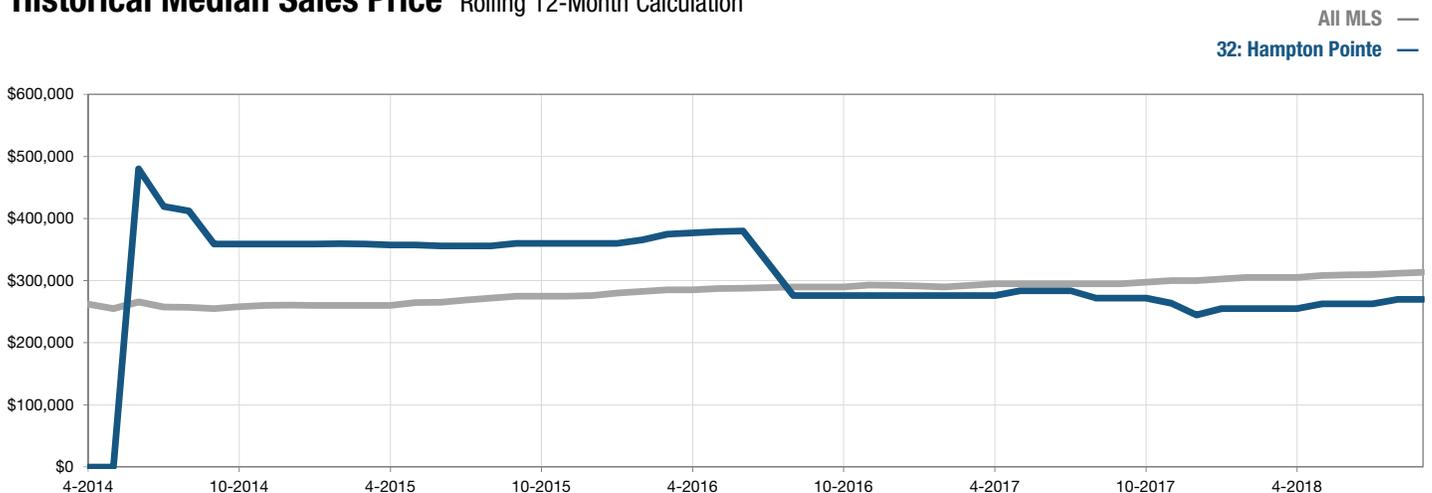
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	0	--	1	6	+ 500.0%
Closed Sales	0	0	--	1	2	+ 100.0%
Median Sales Price*	\$0	\$0	--	\$255,000	\$287,500	+ 12.7%
Percent of List Price Received*	0.0%	0.0%	--	88.2%	95.0%	+ 7.6%
Days on Market Until Sale	0	0	--	790	138	- 82.6%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--

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September



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Local Market Update – September 2018

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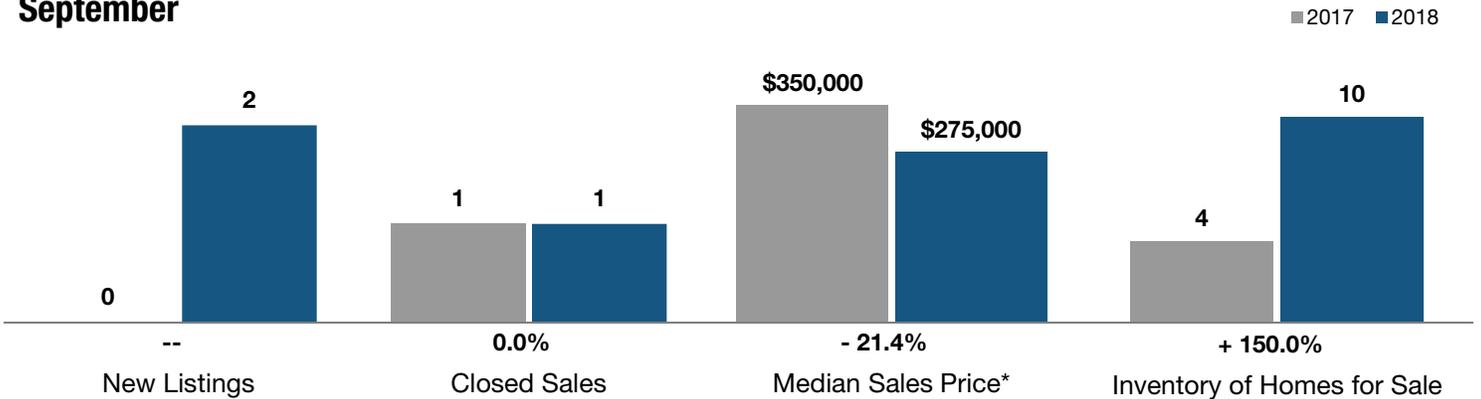


33: Hilton Head Lakes

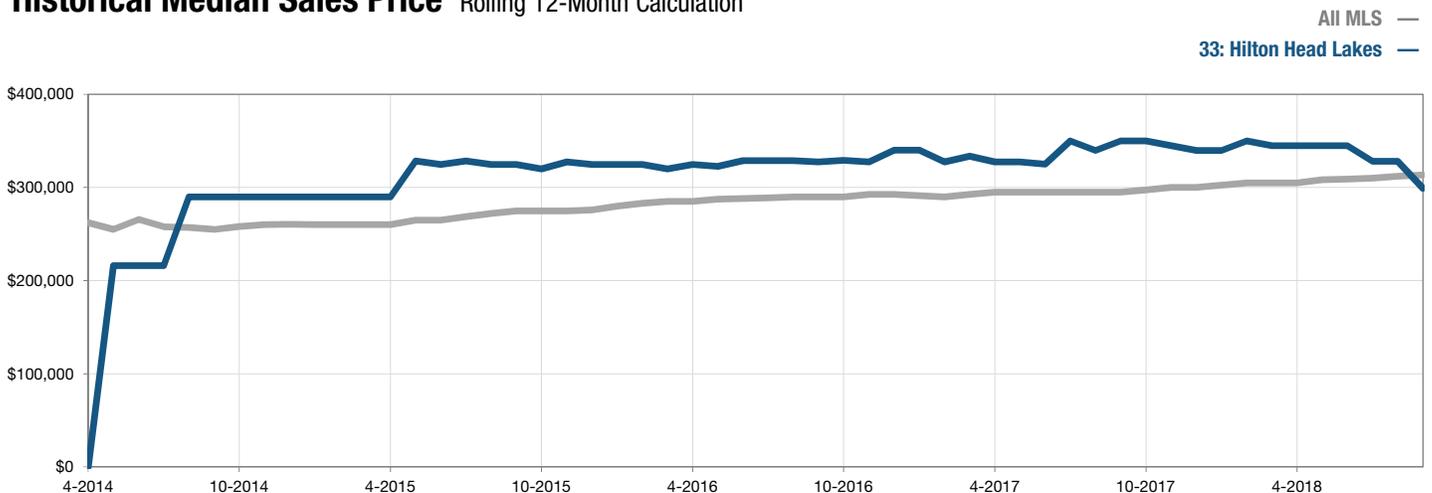
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	2	--	14	23	+ 64.3%
Closed Sales	1	1	0.0%	7	9	+ 28.6%
Median Sales Price*	\$350,000	\$275,000	- 21.4%	\$339,900	\$275,000	- 19.1%
Percent of List Price Received*	94.8%	94.8%	- 0.0%	97.2%	96.4%	- 0.9%
Days on Market Until Sale	168	280	+ 66.7%	131	146	+ 11.7%
Inventory of Homes for Sale	4	10	+ 150.0%	--	--	--

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September



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Local Market Update – September 2018

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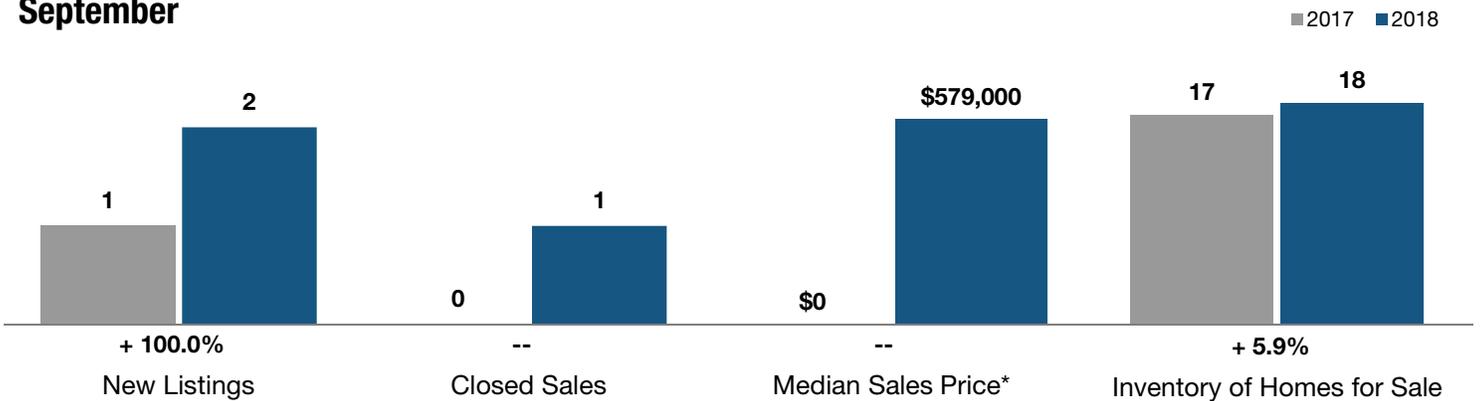


35: Fripp Island

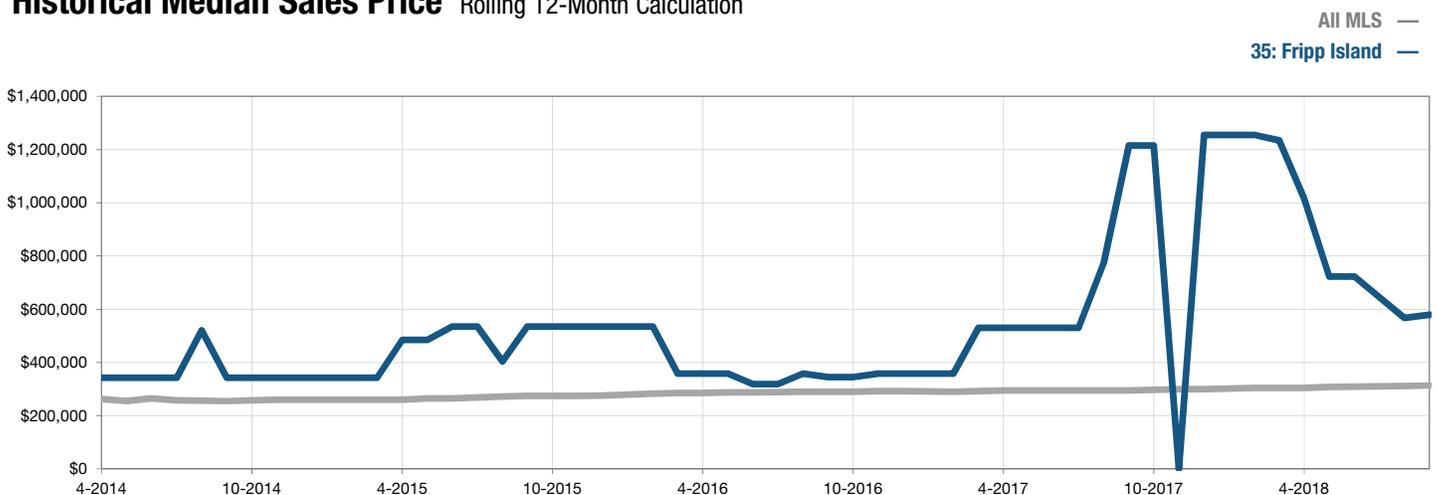
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	1	2	+ 100.0%	9	26	+ 188.9%
Closed Sales	0	1	--	0	9	--
Median Sales Price*	\$0	\$579,000	--	\$0	\$490,000	--
Percent of List Price Received*	0.0%	84.3%	--	0.0%	93.4%	--
Days on Market Until Sale	0	821	--	0	397	--
Inventory of Homes for Sale	17	18	+ 5.9%	--	--	--

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September



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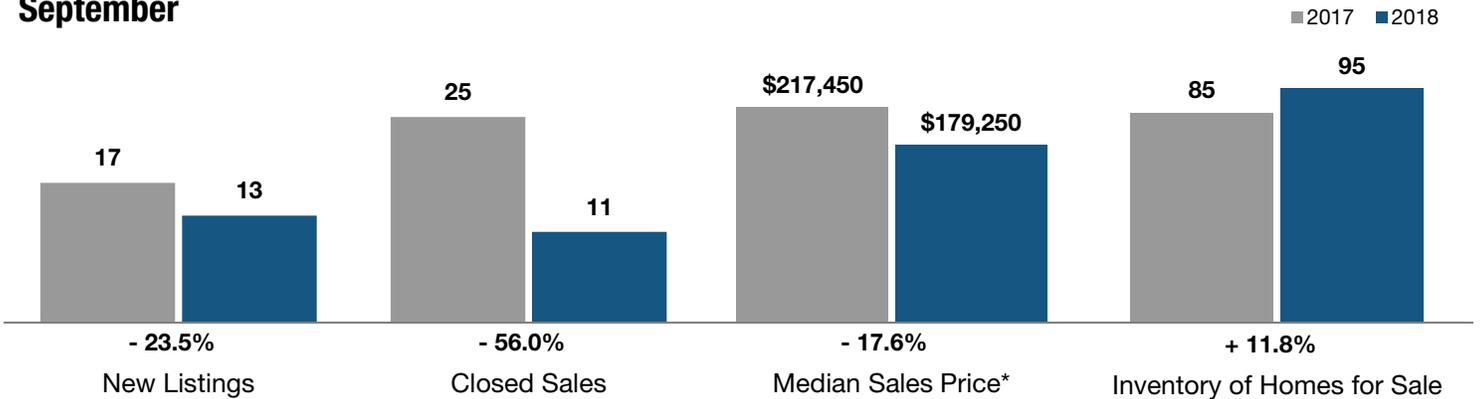


40: Jasper County

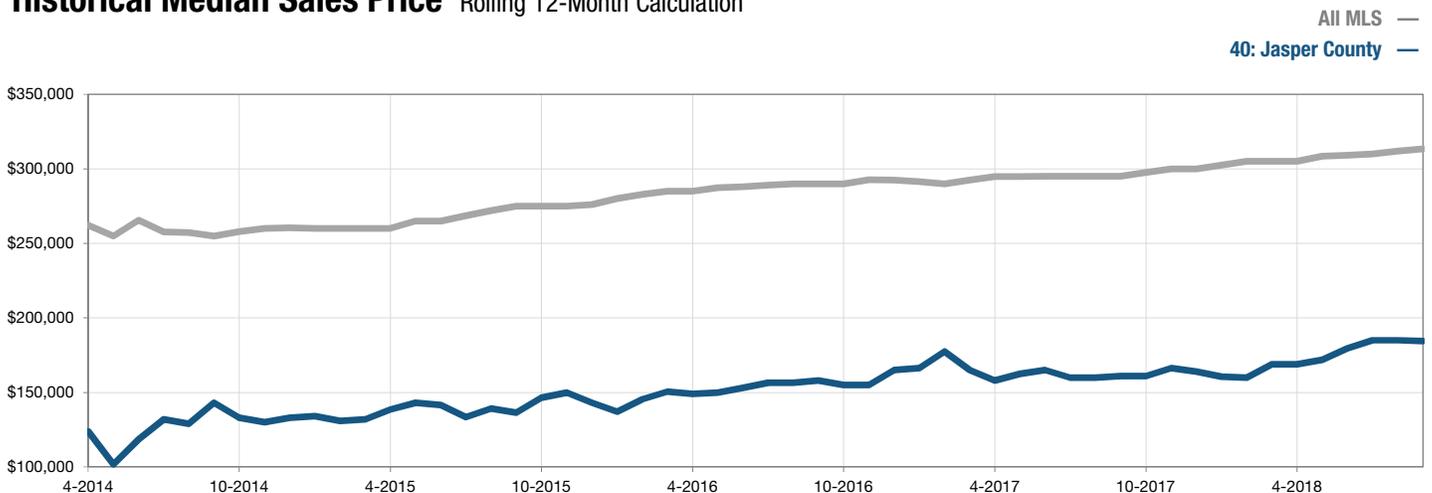
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	17	13	- 23.5%	211	188	- 10.9%
Closed Sales	25	11	- 56.0%	149	106	- 28.9%
Median Sales Price*	\$217,450	\$179,250	- 17.6%	\$160,000	\$185,000	+ 15.6%
Percent of List Price Received*	96.5%	94.5%	- 2.0%	95.3%	96.0%	+ 0.8%
Days on Market Until Sale	174	108	- 38.1%	157	136	- 13.1%
Inventory of Homes for Sale	85	95	+ 11.8%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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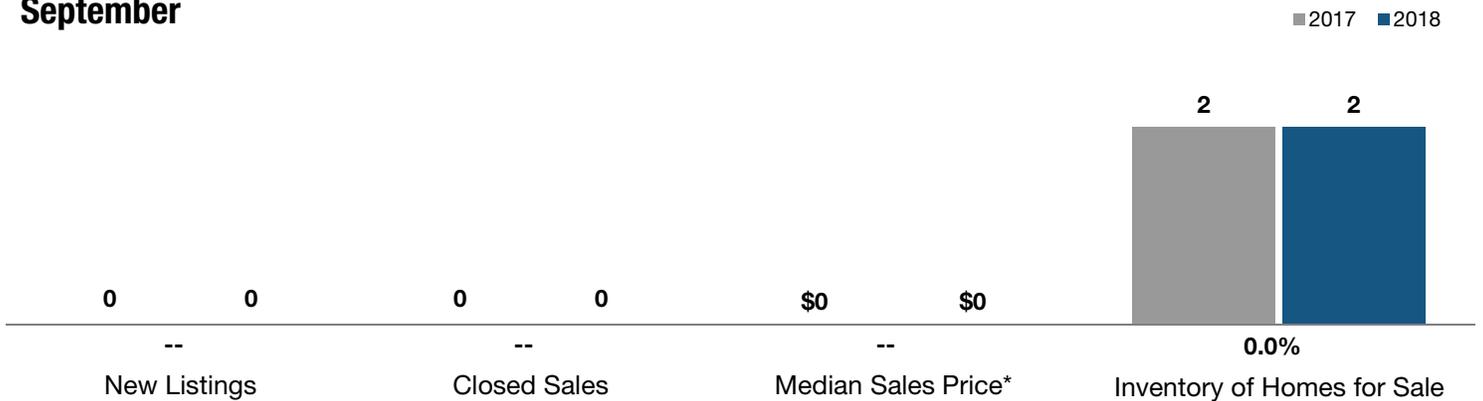


41: Allendale County

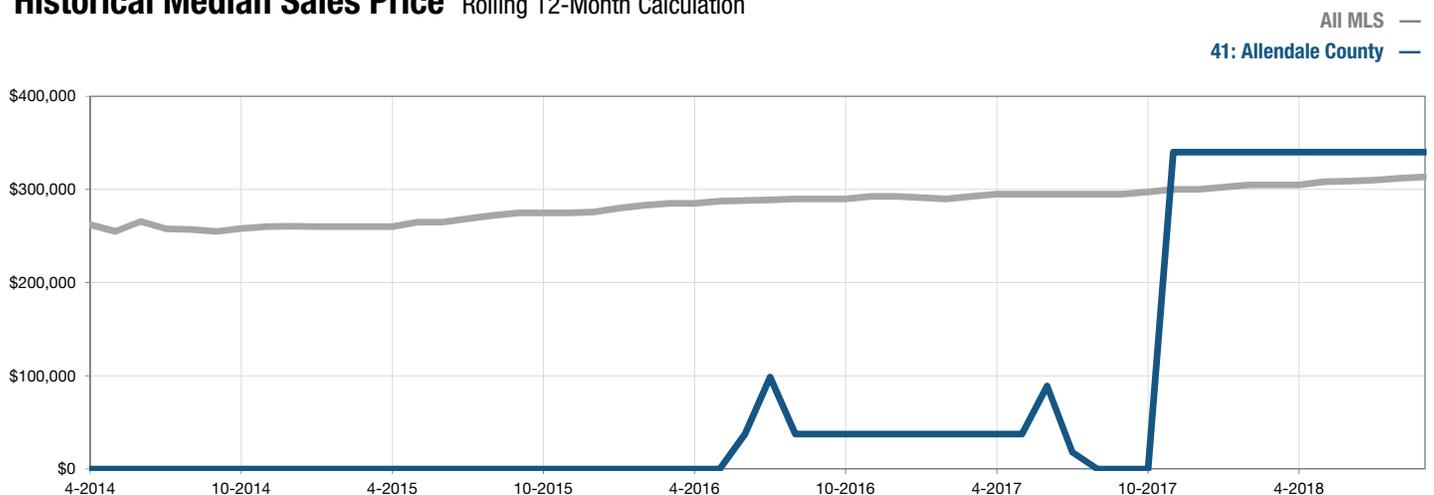
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	0	--	1	2	+ 100.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	2	2	0.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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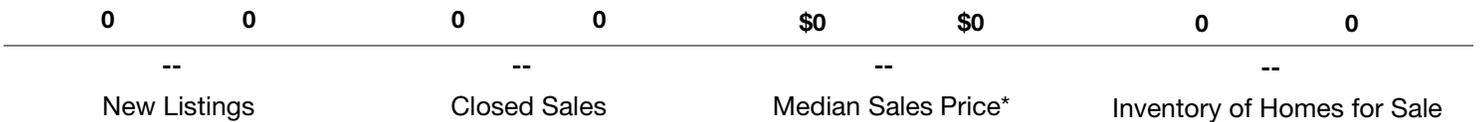
42: Barnwell County

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	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.

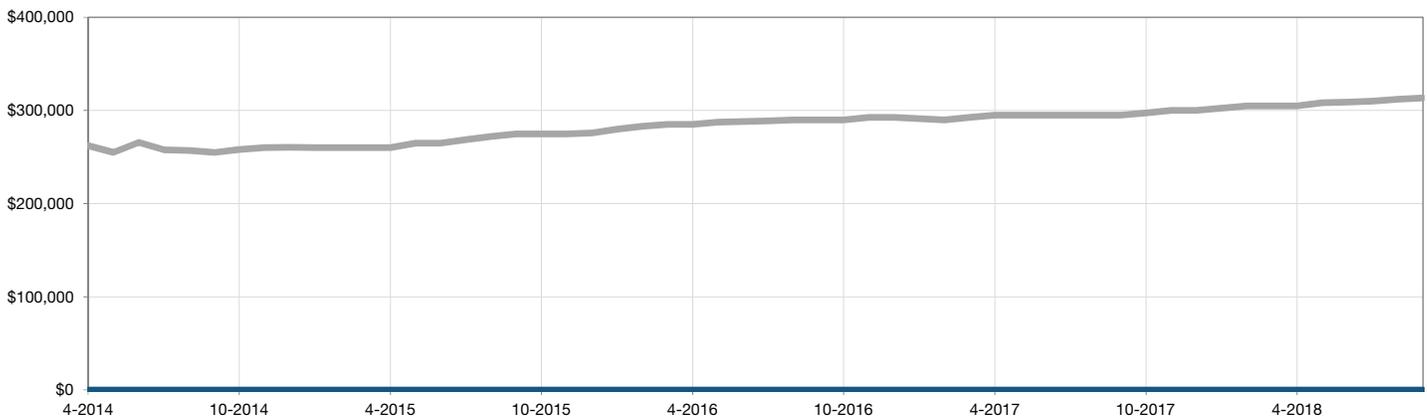
September

■ 2017 ■ 2018



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
42: Barnwell County —



Local Market Update – September 2018

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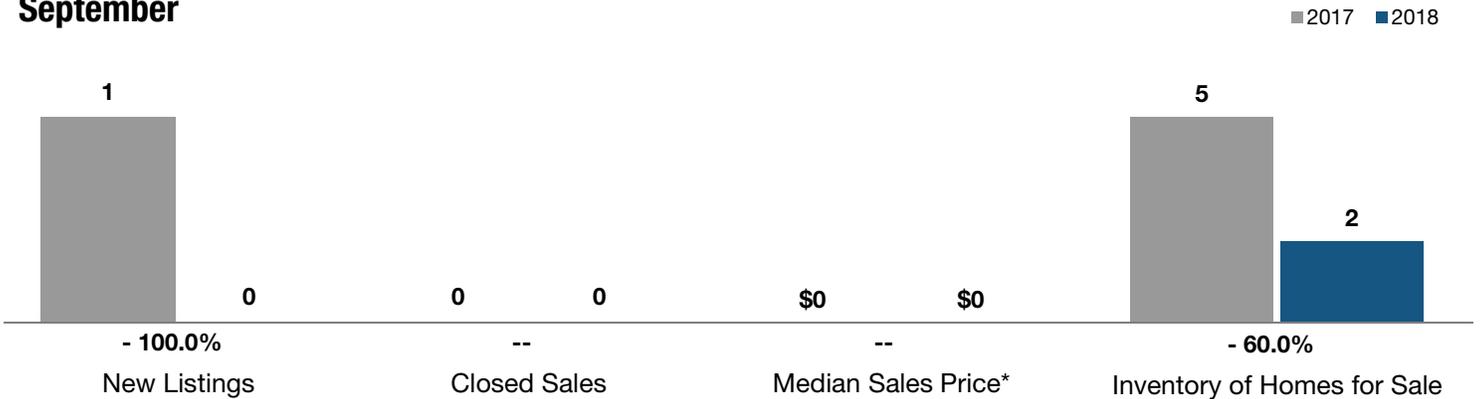


43: Colleton County

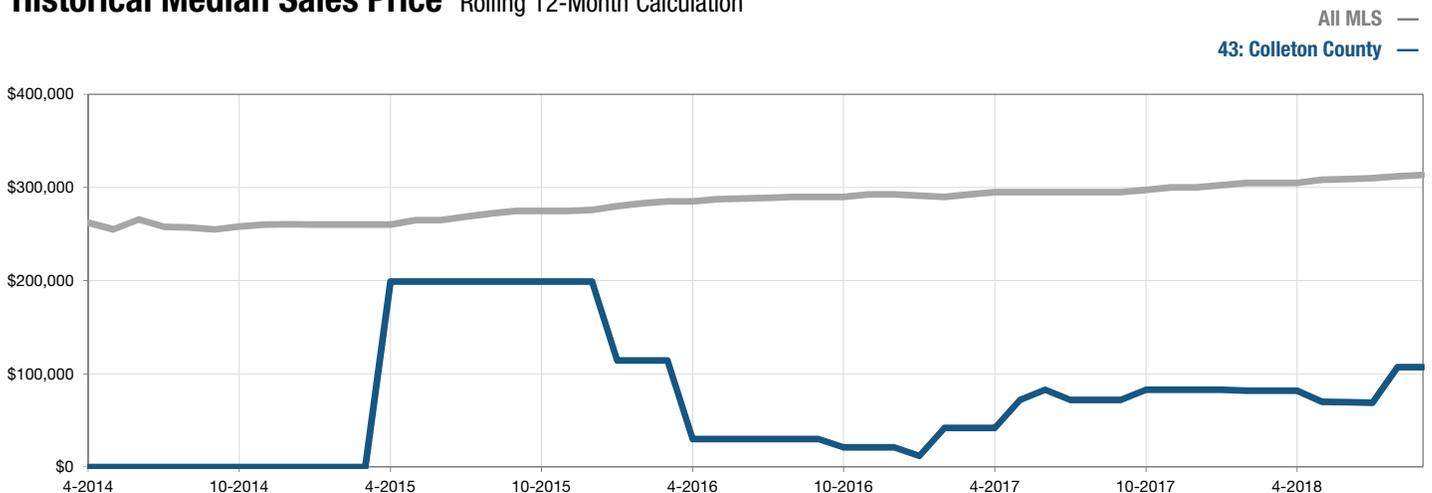
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	1	0	- 100.0%	7	1	- 85.7%
Closed Sales	0	0	--	4	2	- 50.0%
Median Sales Price*	\$0	\$0	--	\$82,750	\$107,000	+ 29.3%
Percent of List Price Received*	0.0%	0.0%	--	95.3%	95.6%	+ 0.3%
Days on Market Until Sale	0	0	--	165	434	+ 163.0%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

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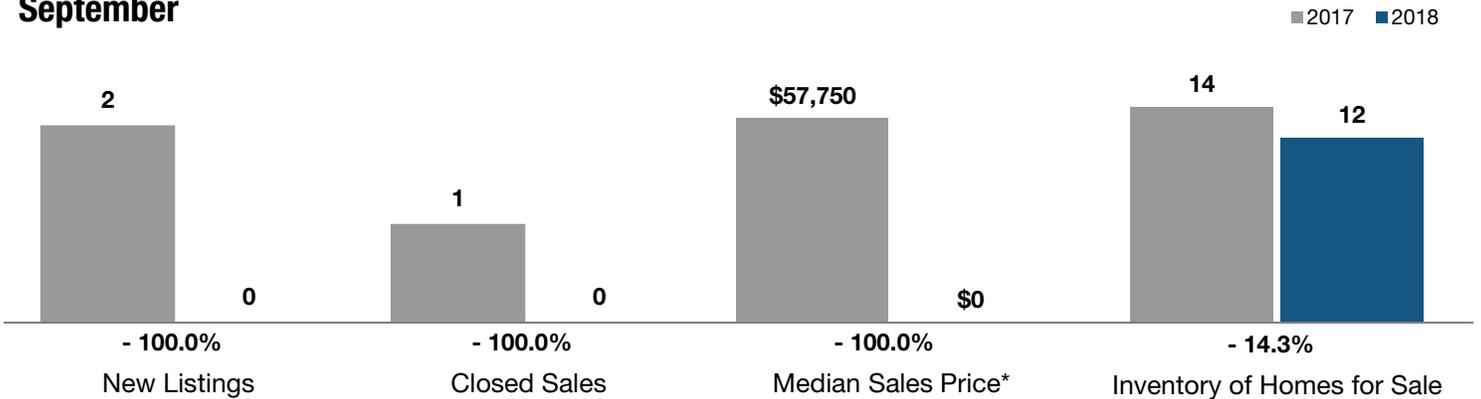


44: Hampton County

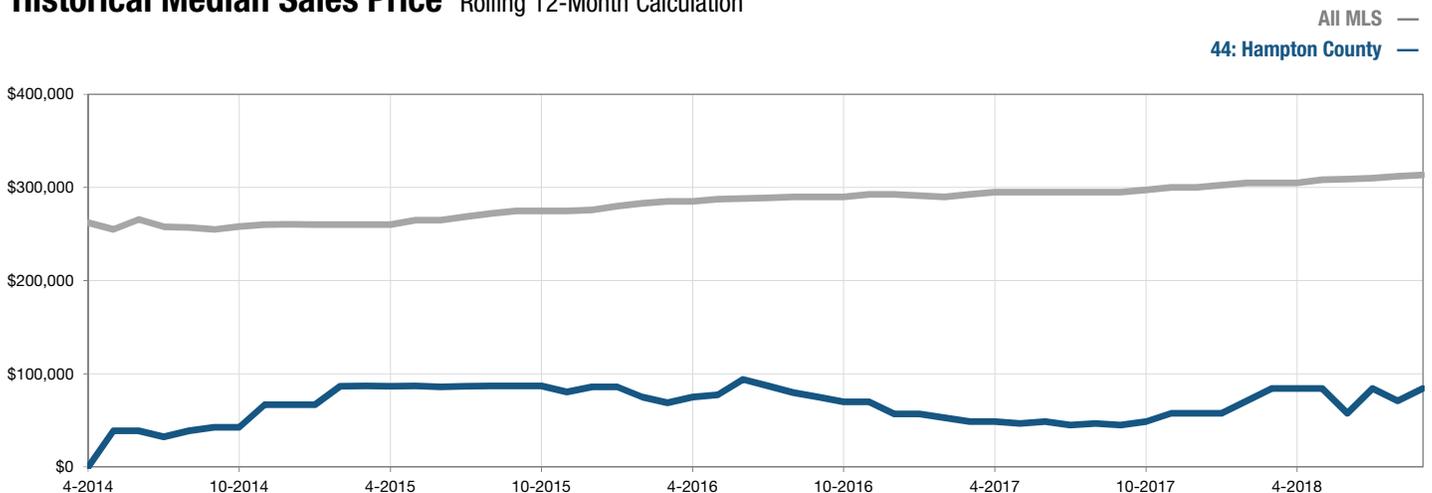
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	2	0	- 100.0%	14	18	+ 28.6%
Closed Sales	1	0	- 100.0%	8	4	- 50.0%
Median Sales Price*	\$57,750	\$0	- 100.0%	\$53,232	\$83,500	+ 56.9%
Percent of List Price Received*	107.9%	0.0%	- 100.0%	96.2%	88.3%	- 8.3%
Days on Market Until Sale	43	0	- 100.0%	253	122	- 51.7%
Inventory of Homes for Sale	14	12	- 14.3%	--	--	--

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September



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Local Market Update – September 2018

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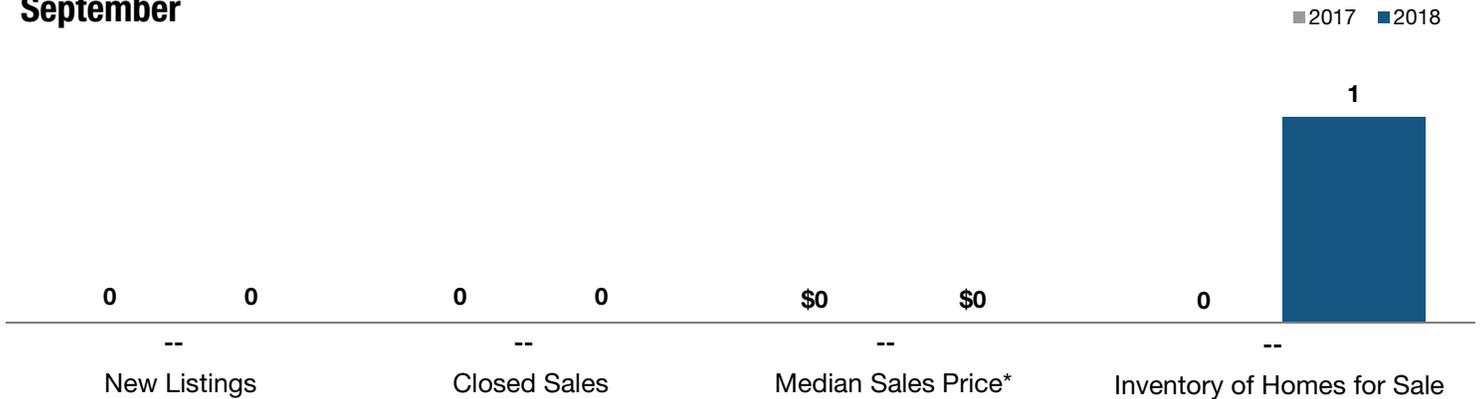


46: Bamberg County

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	0	0	--	1	1	0.0%
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$170,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	56.9%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	6	0	- 100.0%
Inventory of Homes for Sale	0	1	--	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation

