

Local Market Update – March 2013

A RESEARCH TOOL PROVIDED BY THE MULTIPLE LISTING SERVICE OF
HILTON HEAD ISLAND AND THE HILTON HEAD AREA ASSOCIATION OF REALTORS®



Hilton Head Totals

- 9.2%

Change in
New Listings

- 28.6%

Change in
Closed Sales

+ 74.8%

Change in
Median Sales Price

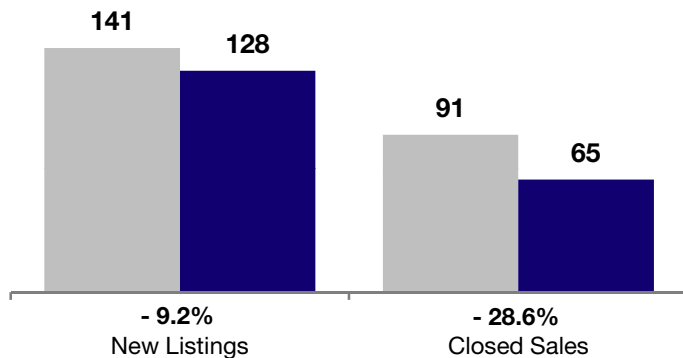
Attached Condominiums Only

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	141	128	- 9.2%	394	346	- 12.2%
Closed Sales	91	65	- 28.6%	194	152	- 21.6%
Median Sales Price*	\$123,000	\$215,000	+ 74.8%	\$142,000	\$222,225	+ 56.5%
Percent of List Price Received*	93.1%	95.4%	+ 2.6%	92.8%	94.0%	+ 1.3%
Days on Market Until Sale	137	135	- 1.5%	130	158	+ 20.8%
Inventory of Homes for Sale	863	751	- 13.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

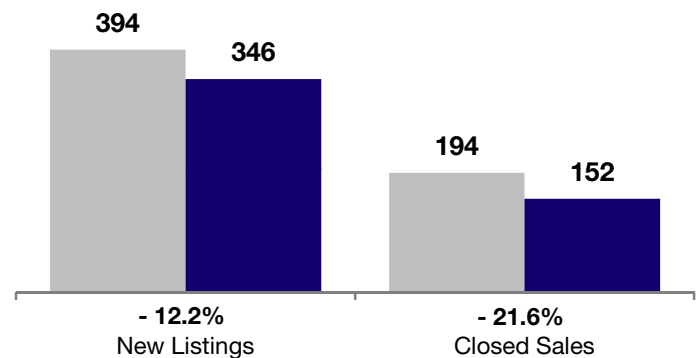
March

■ 2012 ■ 2013



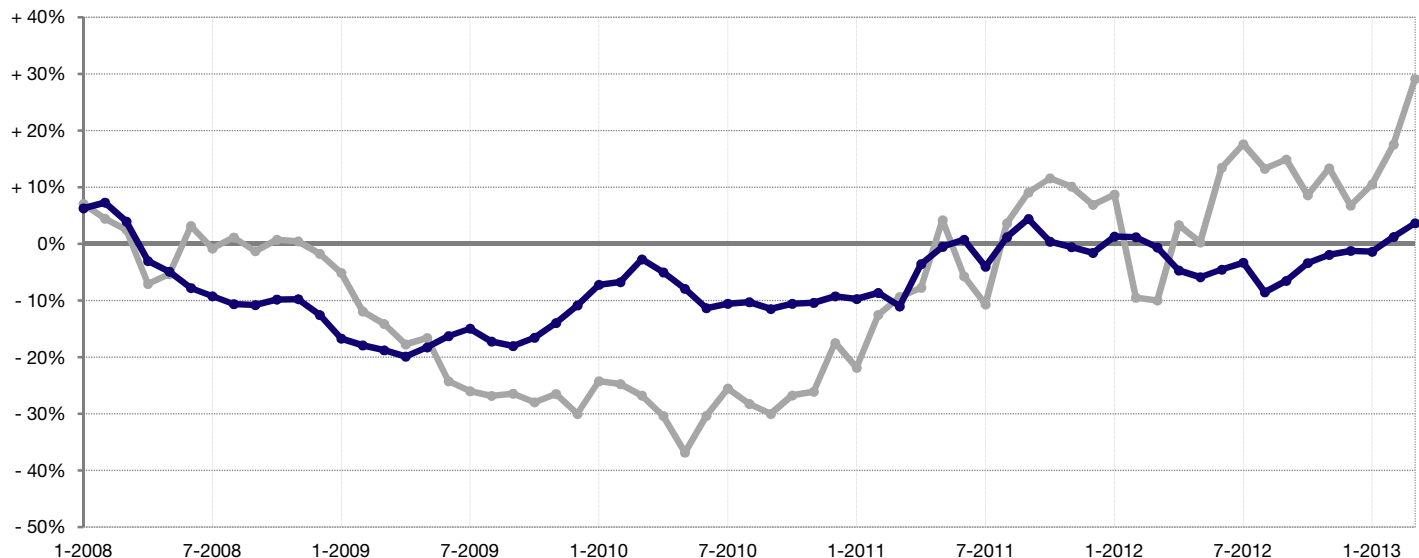
Year to Date

■ 2012 ■ 2013



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — Hilton Head Totals – Attached Condominiums Only —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Multiple Listing Service of Hilton Head Island. Sponsored by South Carolina REALTORS®. Powered by 10K Research and Marketing.