

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

- 26.3%

Change in
New Listings

+ 6.3%

Change in
Closed Sales

- 18.0%

Change in
Median Sales Price

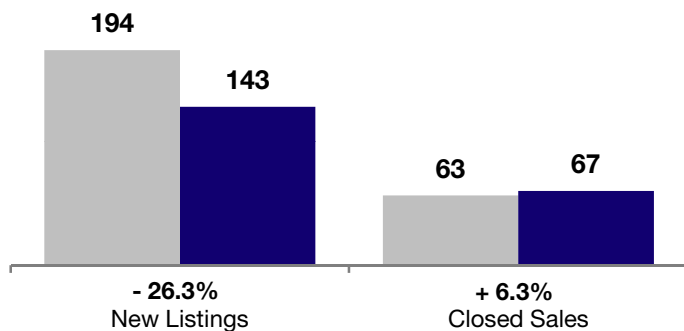
Detached Homes Only

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	194	143	- 26.3%	429	391	- 8.9%
Closed Sales	63	67	+ 6.3%	169	158	- 6.5%
Median Sales Price*	\$505,000	\$414,000	- 18.0%	\$448,000	\$461,000	+ 2.9%
Percent of List Price Received*	91.9%	95.3%	+ 3.7%	92.4%	95.0%	+ 2.8%
Days on Market Until Sale	160	147	- 8.2%	150	151	+ 1.3%
Inventory of Homes for Sale	887	712	- 19.7%	--	--	--

* 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

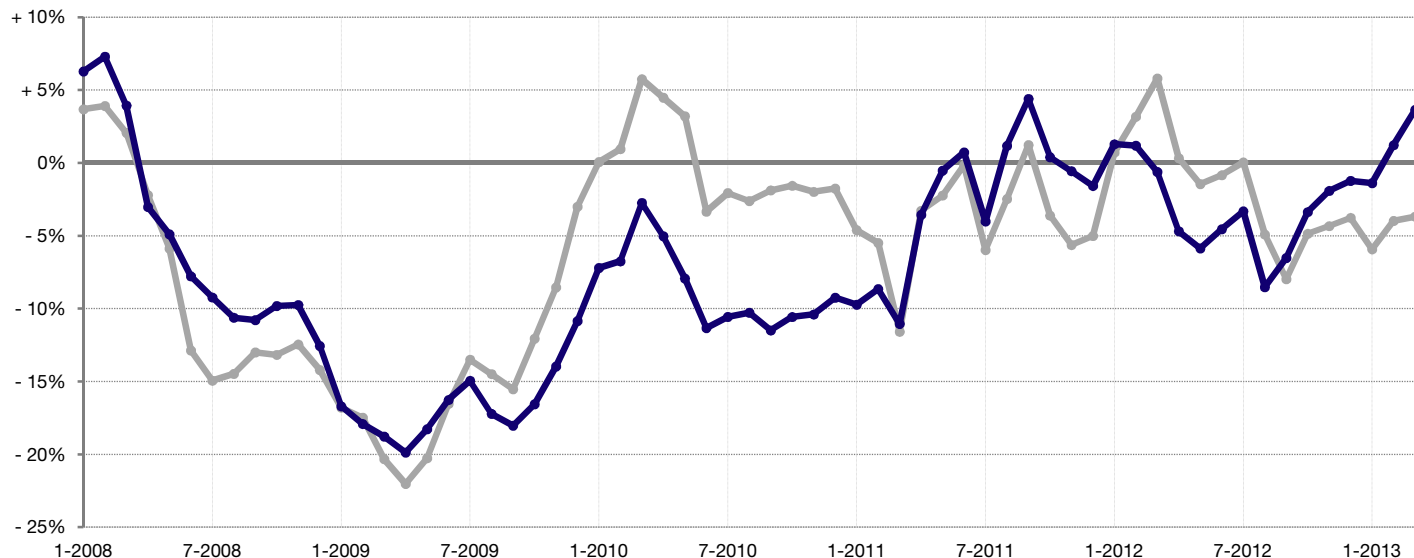
■ 2012 ■ 2013



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

All MLS —

Hilton Head Totals – Detached Homes 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.