

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®



Mainland

+ 7.0%

Change in
New Listings

+ 33.7%

Change in
Closed Sales

+ 24.2%

Change in
Median Sales Price

March

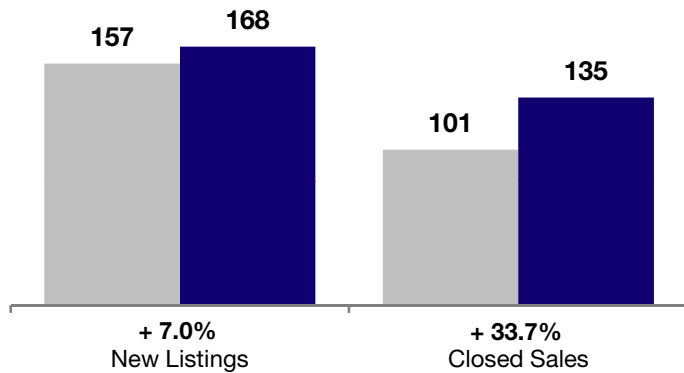
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	157	168	+ 7.0%	504	529	+ 5.0%
Closed Sales	101	135	+ 33.7%	255	342	+ 34.1%
Median Sales Price*	\$165,000	\$204,950	+ 24.2%	\$185,500	\$214,450	+ 15.6%
Percent of List Price Received*	96.2%	96.7%	+ 0.5%	95.9%	96.6%	+ 0.8%
Days on Market Until Sale	125	92	- 26.4%	133	94	- 29.1%
Inventory of Homes for Sale	906	712	- 21.4%	--	--	--

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

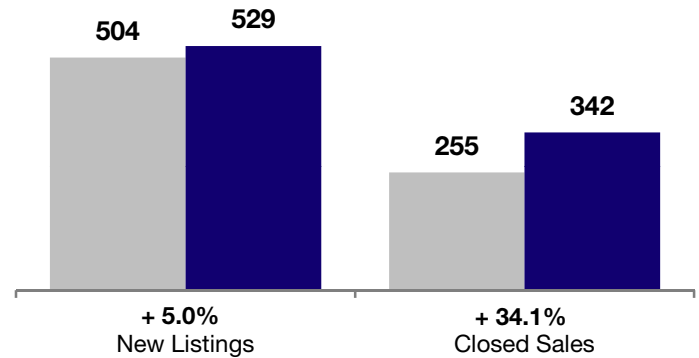
March

■ 2012 ■ 2013



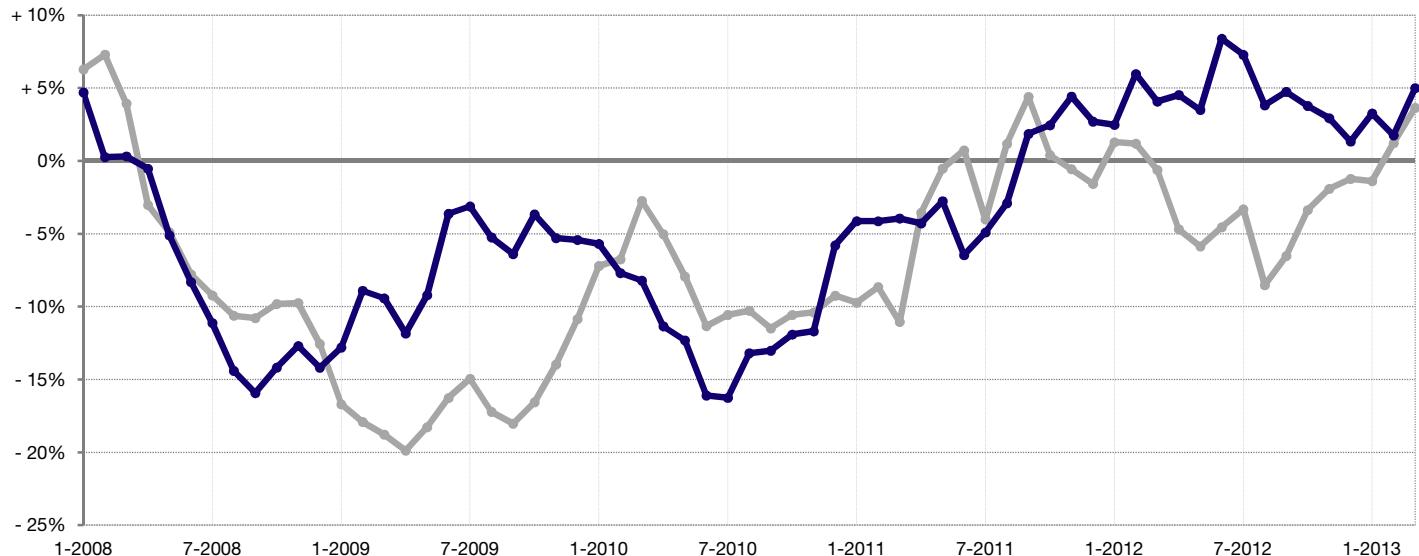
Year to Date

■ 2012 ■ 2013



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

All MLS — Mainland —



** 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.