

Local Market Update – April 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

- 12.7%

+ 25.4%

- 8.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

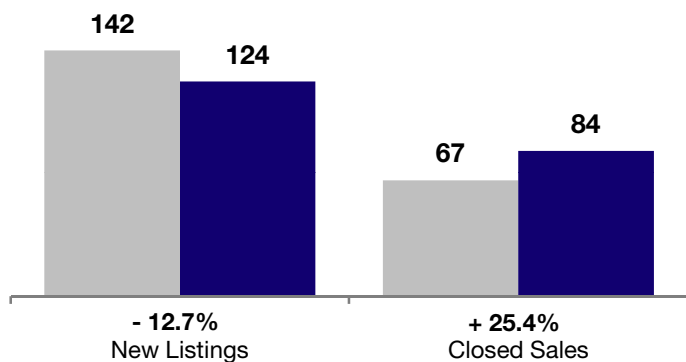
Detached Homes Only

| | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|---------|--------------|-----------|--------|
| | 2012 | 2013 | + / - | 2012 | 2013 | + / - |
| New Listings | 142 | 124 | - 12.7% | 571 | 529 | - 7.4% |
| Closed Sales | 67 | 84 | + 25.4% | 236 | 242 | + 2.5% |
| Median Sales Price* | \$480,000 | \$439,000 | - 8.5% | \$457,500 | \$450,000 | - 1.6% |
| Percent of List Price Received* | 94.2% | 94.6% | + 0.4% | 92.9% | 94.8% | + 2.1% |
| Days on Market Until Sale | 166 | 145 | - 12.9% | 154 | 149 | - 3.3% |
| Inventory of Homes for Sale | 898 | 718 | - 20.0% | -- | -- | -- |

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

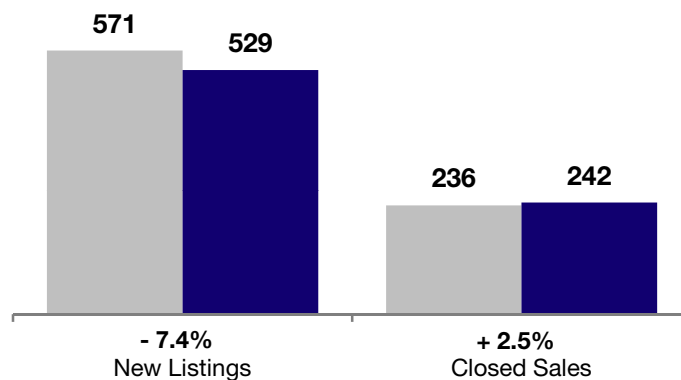
April

■ 2012 ■ 2013



Year to Date

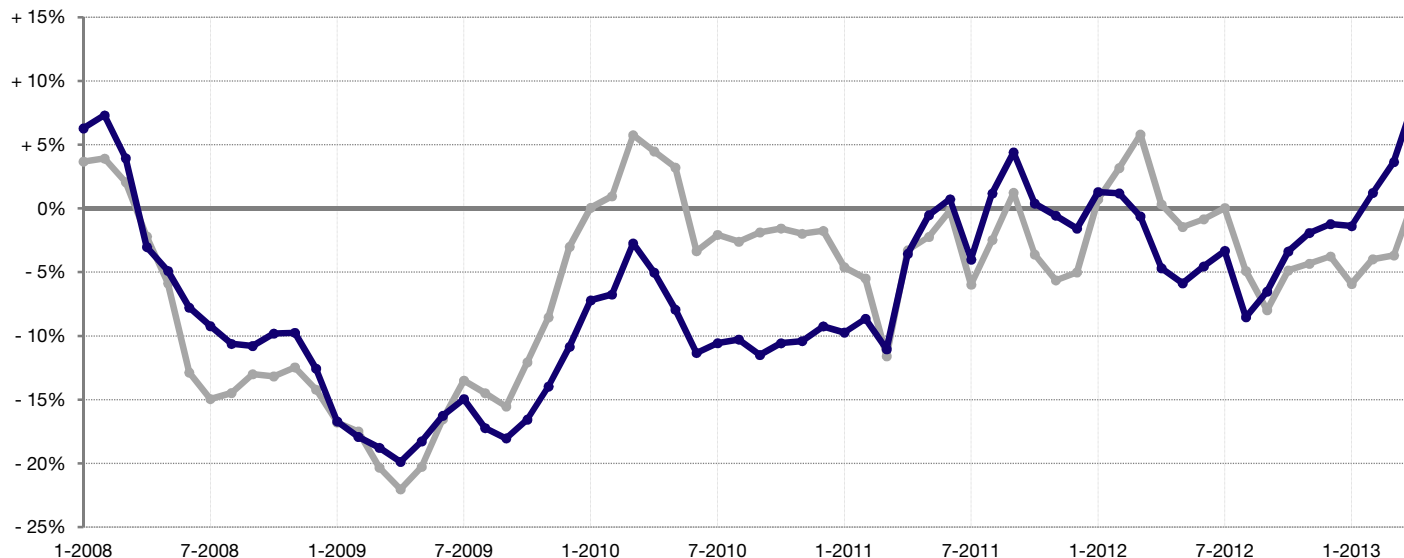
■ 2012 ■ 2013



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.