

# 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®



## Mainland

**- 17.9%**

Change in  
New Listings

**+ 15.4%**

Change in  
Closed Sales

**+ 27.4%**

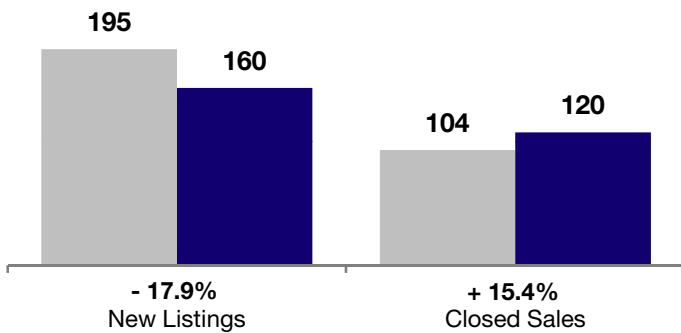
Change in  
Median Sales Price

|                                 | April     |           |         | Year to Date |           |         |
|---------------------------------|-----------|-----------|---------|--------------|-----------|---------|
|                                 | 2012      | 2013      | + / -   | 2012         | 2013      | + / -   |
| New Listings                    | 195       | 160       | - 17.9% | 699          | 705       | + 0.9%  |
| Closed Sales                    | 104       | 120       | + 15.4% | 359          | 462       | + 28.7% |
| Median Sales Price*             | \$164,500 | \$209,500 | + 27.4% | \$185,000    | \$211,045 | + 14.1% |
| Percent of List Price Received* | 94.7%     | 96.5%     | + 1.9%  | 95.6%        | 96.6%     | + 1.1%  |
| Days on Market Until Sale       | 129       | 104       | - 19.9% | 132          | 97        | - 26.7% |
| Inventory of Homes for Sale     | 903       | 709       | - 21.5% | --           | --        | --      |

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

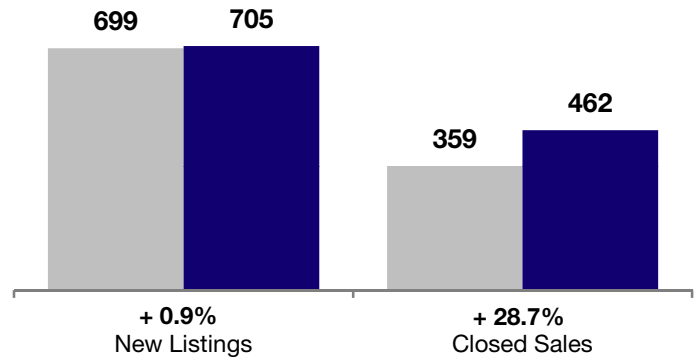
### April

■ 2012 ■ 2013



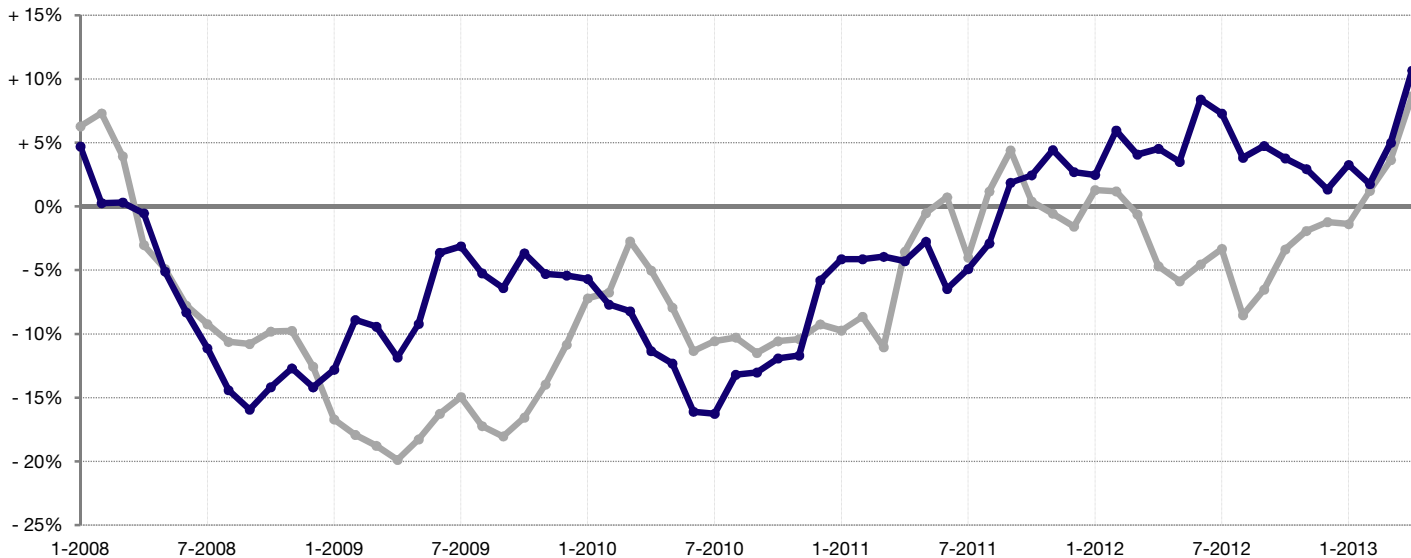
### Year to Date

■ 2012 ■ 2013



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

All MLS — 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.