

Local Market Update – November 2013

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



Mainland

- 14.8%

Change in
New Listings

- 21.5%

Change in
Closed Sales

+ 7.1%

Change in
Median Sales Price

November

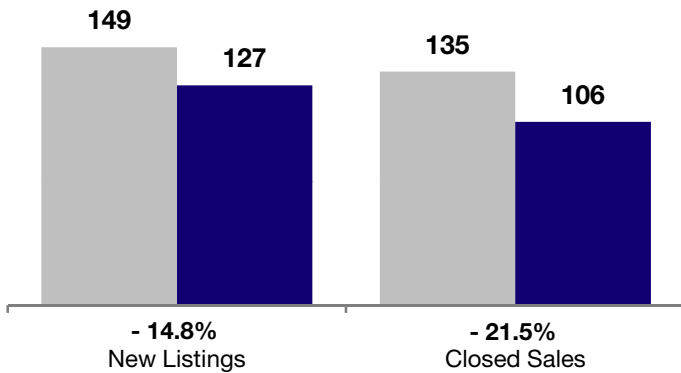
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	149	127	- 14.8%	1,841	1,890	+ 2.7%
Closed Sales	135	106	- 21.5%	1,215	1,402	+ 15.4%
Median Sales Price*	\$197,008	\$211,000	+ 7.1%	\$189,900	\$213,000	+ 12.2%
Percent of List Price Received*	96.2%	97.4%	+ 1.2%	96.2%	96.7%	+ 0.6%
Days on Market Until Sale	98	70	- 28.5%	110	91	- 17.0%
Inventory of Homes for Sale	785	610	- 22.3%	--	--	--

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

November

■ 2012 ■ 2013



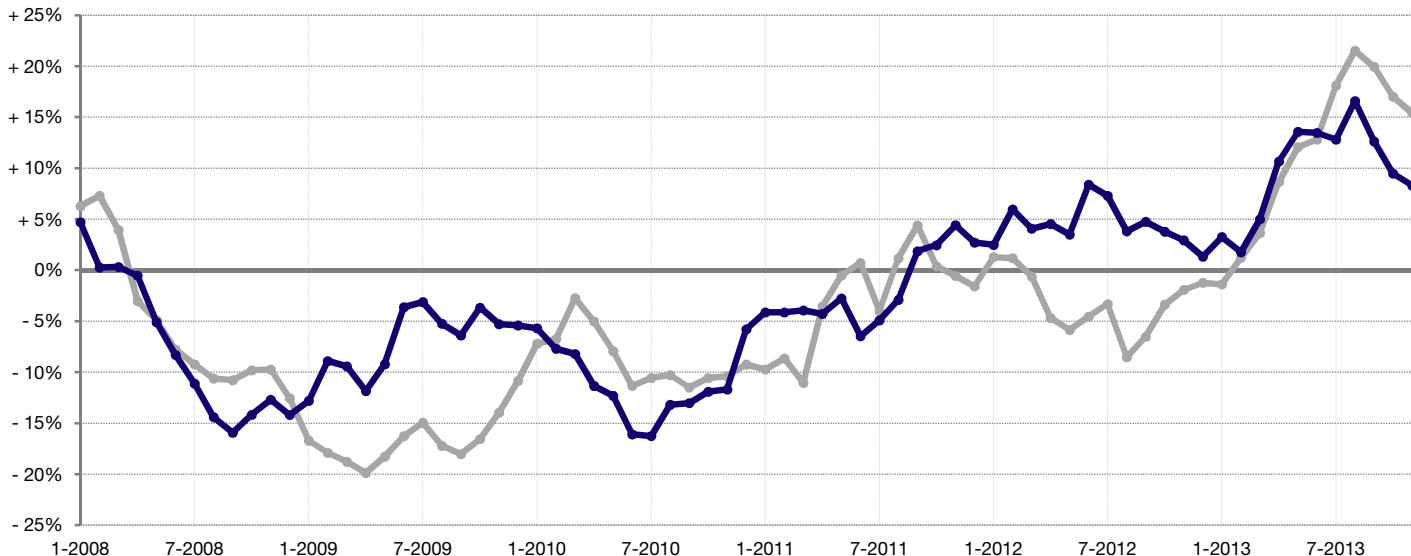
Year to Date

■ 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.