

# Local Market Update – December 2013

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



## Mainland

**- 31.0%**

Change in  
New Listings

**+ 25.5%**

Change in  
Closed Sales

**+ 27.4%**

Change in  
Median Sales Price

### December

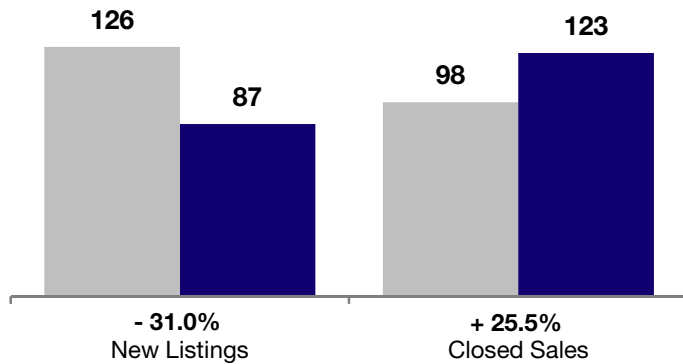
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	126	87	- 31.0%	1,967	1,996	+ 1.5%
Closed Sales	98	123	+ 25.5%	1,313	1,525	+ 16.1%
Median Sales Price*	\$194,500	\$247,750	+ 27.4%	\$190,000	\$215,900	+ 13.6%
Percent of List Price Received*	96.6%	97.2%	+ 0.6%	96.2%	96.7%	+ 0.6%
Days on Market Until Sale	91	71	- 21.7%	109	90	- 17.4%
Inventory of Homes for Sale	760	601	- 20.9%	--	--	--

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

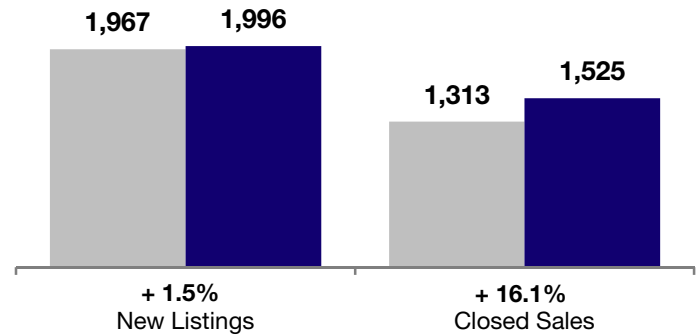
### December

■ 2012 ■ 2013



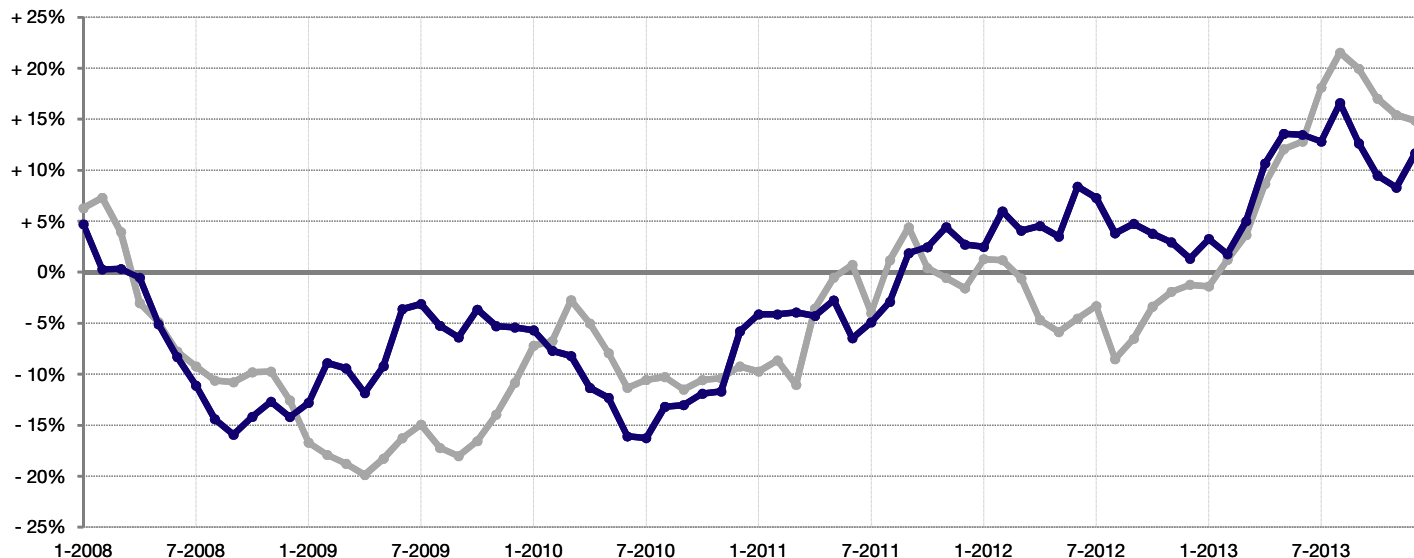
### Year to Date

■ 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.