

# 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®



## Hilton Head Totals

**+ 22.6%**

**- 4.3%**

**- 10.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

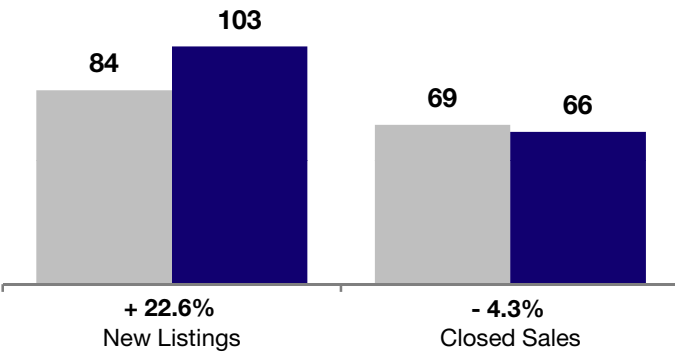
### Attached Condominiums Only

|                                 | December  |           |         | Year to Date |           |         |
|---------------------------------|-----------|-----------|---------|--------------|-----------|---------|
|                                 | 2012      | 2013      | + / -   | 2012         | 2013      | + / -   |
| New Listings                    | 84        | 103       | + 22.6% | 1,244        | 1,205     | - 3.1%  |
| Closed Sales                    | 69        | 66        | - 4.3%  | 813          | 791       | - 2.7%  |
| Median Sales Price*             | \$216,000 | \$194,000 | - 10.2% | \$187,000    | \$225,000 | + 20.3% |
| Percent of List Price Received* | 95.2%     | 91.9%     | - 3.5%  | 93.5%        | 93.8%     | + 0.3%  |
| Days on Market Until Sale       | 138       | 152       | + 10.1% | 141          | 141       | + 0.3%  |
| Inventory of Homes for Sale     | 774       | 719       | - 7.1%  | --           | --        | --      |

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

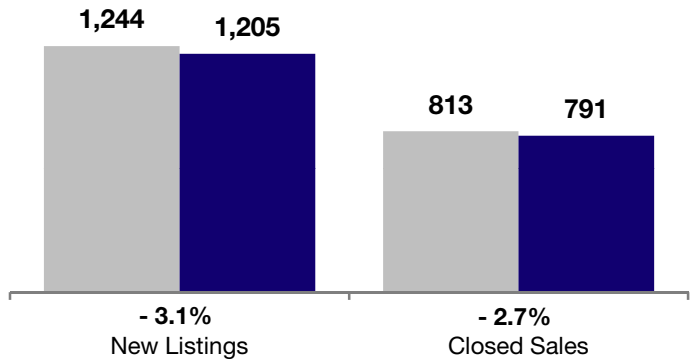
### December

■ 2012 ■ 2013



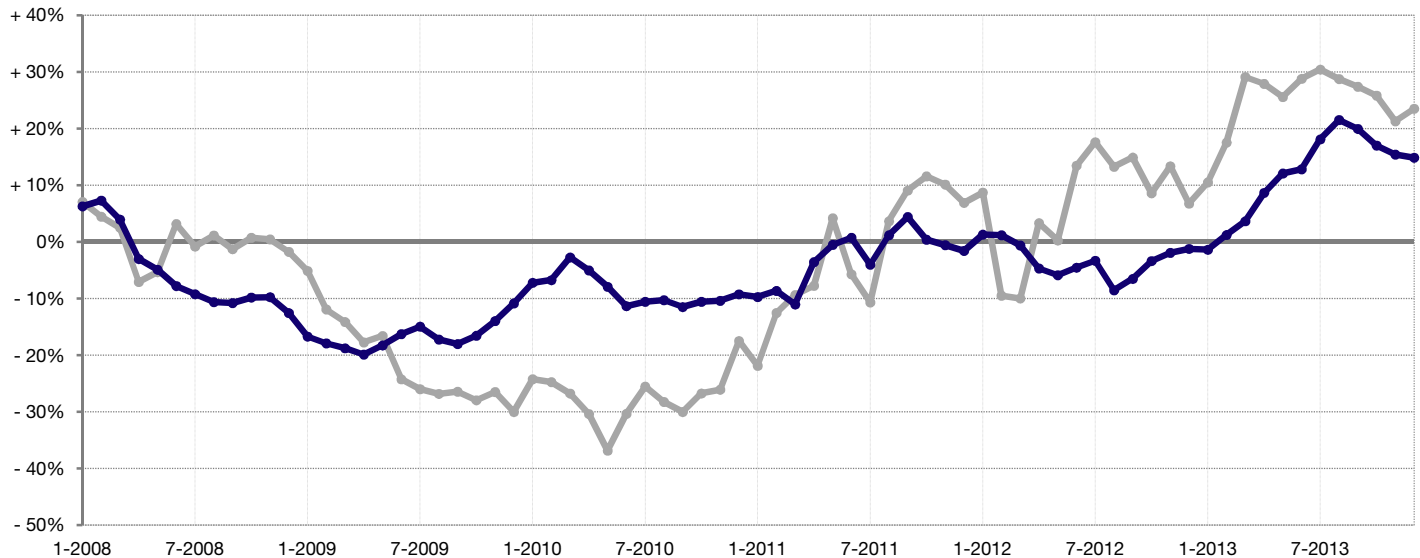
### Year to Date

■ 2012 ■ 2013



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

All MLS — Hilton Head Totals – Attached Condominiums 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.