

Local Market Update – November 2012

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



Detached Homes Only

- 100.0% **0.0%** **+ 78.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

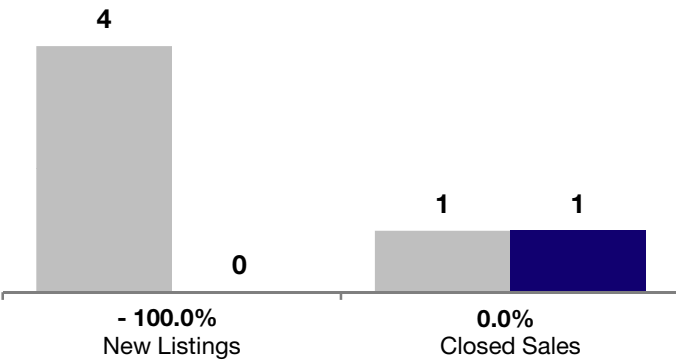
3: Shipyard

| | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-----------|----------|
| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
| New Listings | 4 | 0 | - 100.0% | 20 | 18 | - 10.0% |
| Closed Sales | 1 | 1 | 0.0% | 7 | 14 | + 100.0% |
| Median Sales Price* | \$450,000 | \$802,000 | + 78.2% | \$454,000 | \$441,750 | - 2.7% |
| Percent of List Price Received* | 94.7% | 84.4% | - 10.9% | 93.0% | 92.2% | - 0.8% |
| Days on Market Until Sale | 143 | 62 | - 56.6% | 67 | 134 | + 100.6% |
| Inventory of Homes for Sale | 15 | 6 | - 60.0% | -- | -- | -- |

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

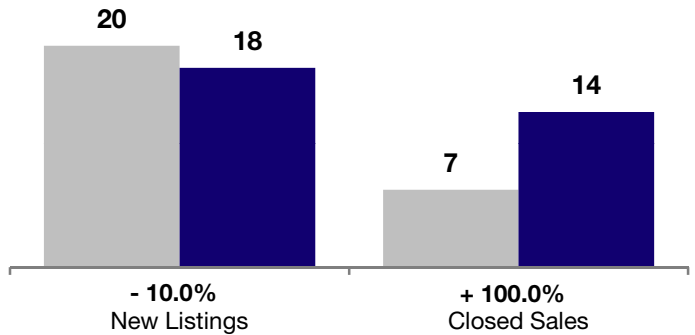
November

■ 2011 ■ 2012



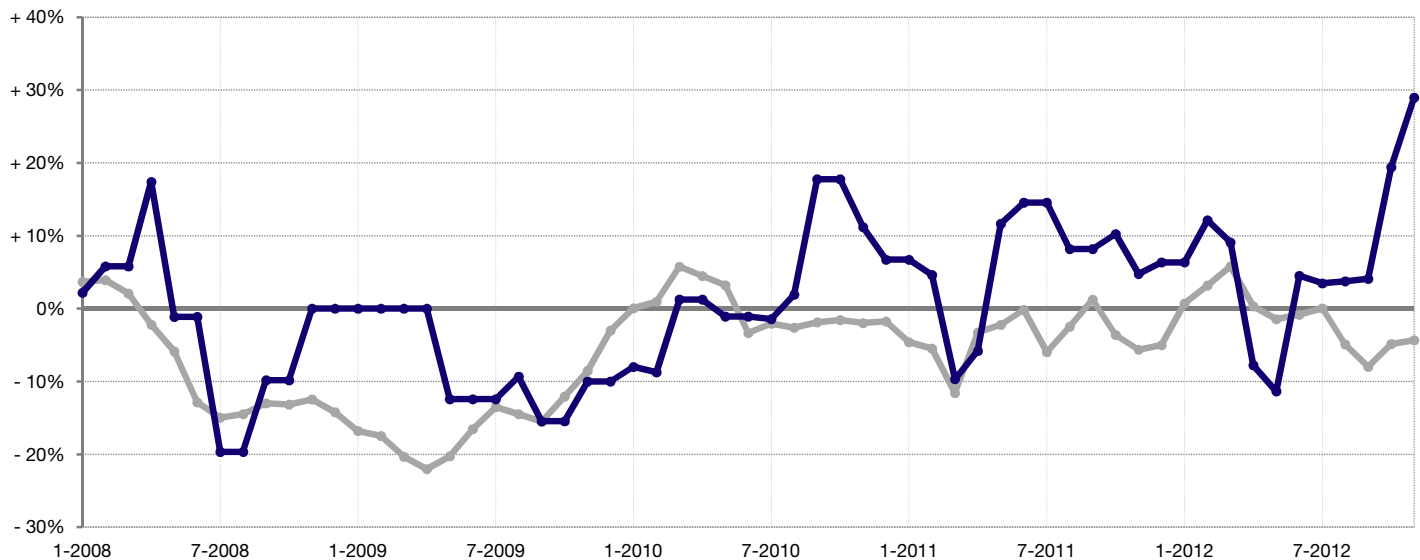
Year to Date

■ 2011 ■ 2012



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

All MLS —
3: Shipyard —



** 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.