

Hilton Head

Real Estate Market Trends

9/1/12 -9/30/12

Homes

Price Range	Active	Active 9/11	Contingent	Pending	Pend 9/11	Sold	Sold 9/11	List / Sale %	DOM	# Months Inventory	9/11 # Months Inventory
-350	68	99	27	10	11	16	13	95%	82	6.8	9
350-550	135	158	21	16	9	12	16	94%	84	8.4	17.5
550-750	121	139	6	9	6	9	3	95%	115	13.4	34.75
750-Mil	134	114	6	3	8	4	6	95%	172	44.6	14.25
Mil - 2 Mil	149	155	7	2	6	8	7	91%	419	74.5	25.8
2 Mil +	72	94	1	1	4	4	2	89%	215	72	23.5

Villas

Price Range	Active	Active 9/11	Contingent	Pending	Pend 9/11	Sold	Sold 9/11	List / Sale %	DOM	# Months Inventory	9/11 # Months Inventory
-350,000	422	532	38	45	34	49	26	91%	97	9.4	15.6
350-550	137	178	3	5	9	8	8	92%	433	27.4	19.8
550-750	45	59	1	1	1	4	1	92%	769	45	59
750-Mil	39	37	3	1	3	1	1	93%	172	39	12.3
Mil +	17	31	0	0	1	1	1	100%	0	17	31

Lots

Price Range	Active	Active 9/11	Contingent	Pending	Pend 9/11	Sold	Sold 9/11	List / Sale %	DOM	# Months Inventory	9/11 # Months Inventory
-350,000	243	198	2	15	4	4	5	92%	155	16.2	49.5
350-550	39	43	0	0	1	1	2	80%	16	39	43
550-750	28	25	0	0	0	2	0	92%	213	28	25
750-Mil	23	16	0	0	0	0	0	0%	0	23	16
Mil +	39	36	0	0	0	0	1	0%	0	39	36



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