

Hilton Head Island, South Carolina

Real Estate Market Trends

6/1/14 - 6/30/14

Homes

Price Range	Active	Active 6/13	Contingent	Pending	Pend 6/13	Sold	Sold 6/13	List / Sale %	DOM	# Months Inventory	6/13 # Months Inventory
-350	75	34	11	19	10	13	15	98%	126	3.9	3.4
350-550	143	148	8	18	20	27	22	94%	133	7.9	7.4
550-750	162	122	4	11	10	17	20	94%	178	14.7	12.2
750-Mil	110	103	4	6	5	7	8	93%	163	18.3	20.6
Mil - 2 Mil	166	158	2	8	6	10	10	92%	332	20.75	26.3
2 Mil +	74	72	2	2	2	6	2	92%	119	37	36

For every home that sells we are getting a new home listed for sale, holding months of inventory in check and values stable.

Villas

Price Range	Active	Active 6/13	Contingent	Pending	Pend 6/13	Sold	Sold 6/13	List / Sale %	DOM	# Months Inventory	6/13 # Months Inventory
-350,000	469	442	13	47	39	61	59	94%	118	9.8	11.3
350-550	135	116	0	9	13	21	18	94%	168	15	8.9
550-750	49	56	1	4	4	5	4	91%	306	12.25	14
750-Mil	28	17	0	1	1	1	0	97%	121	28	17
Mil +	16	21	0	1	3	2	3	93%	506	16	7

Lower priced villas are seeing a sudden increase in buyer activity over this time last year. Prices are held in check by new actives.

Lots

Price Range	Active	Active 6/13	Contingent	Pending	Pend 6/13	Sold	Sold 6/13	List / Sale %	DOM	# Months Inventory	6/13 # Months Inventory
-350,000	172	221	0	8	3	11	11	85%	498	15.6	73.6
350-550	39	41	0	0	0	2	2	93%	N/A	139	41
550-750	26	20	1	0	1	1	2	83%	N/A	26	20
750-Mil	14	16	0	0	0	0	2	0%	N/A	14	16
Mil +	27	30	1	0	0	0	2	0%	N/A	27	30

Lower priced lots are seeing an increase in sales and a decrease in supply. Values may soon start moving up on these lower priced lots because of limited supply.



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