

# Changes in Latitude, Changes in Attitude: Time to Invest in Island Real Estate



This could be your new Hilton Head address.

Did Santa forget to bring you that five-bedroom oceanfront house you've always wanted on Hilton Head Island? Where is that two-bedroom condo overlooking one of South Carolina's famed golf courses? Perhaps you ended up on the Naughty List this year. Maybe Santa didn't have room in his bag for exceptionally large items. The most likely explanation is that Good St. Nick, a toy specialist, decided to leave the buying and selling of Lowcountry real estate to the experts.

Thanks to overwhelming—and often conflicting—information regarding the housing market, it is difficult to make informed decisions regarding real estate options.

When is the right time to buy or sell? Why do similar properties sell for different prices? Should you investigate foreclosures and short sales? Should you purchase a primary residence or investment property? What exactly do POA and regime fees cover?

According to a recent release from the [National Association of Realtors](#), existing-home sales are on the rise, accompanied by an upward trend in pricing.

In December, Nick Timiraos of [The Wall Street Journal](#) predicted a housing recovery may finally be on the way, thanks to the shrinkage of shadow and housing inventory, rising prices and tight credit standards.

It may still be a buyer's market, but as available inventory decreases, prices will rise. If you wait too long, you may miss out on this incredible opportunity to own your own piece of paradise.

Have questions about the local real estate market? Hilton Head Island is my hometown, so feel free to call me anytime at (843) 290-4166. Advice is always free!

Steve Plowden  
Your Island Friend & Realtor  
[Dunes Marketing Group](#)  
[www.steveplowden.com](http://www.steveplowden.com)  
[snlplowden@hargray.com](mailto:snlplowden@hargray.com)