

Why It's Time to Buy on HHI



By Steve Plowden, Your Island Friend & Realtor

As the national housing market continues to make a slow and steady recovery, the future of real estate is especially bright on Hilton Head Island.

In 2012, the Hilton Head area led South Carolina in home sales boasting an increase of nearly 22 percent over 2011. In comparison, the Beaufort area saw an increase of almost 12 percent over the same period, according to a recent article in [The Island Packet](#).

Out of the 53,375 homes sold statewide last year, more than 3,300 were in the Hilton Head area. As local inventory decreases drastically, sellers may find it the perfect time to list their property. However, it is important to note that the properties selling are those at the top of their respective categories, in terms of location, condition and price.

On the other hand, buyers have the best of both worlds. Although home sales are up and inventory is down, prices are still depressed and mortgage rates are at historic lows. If you've been sitting on the fence in regards to purchasing property, now may be a good time to jump.

Interested in buying or selling property on Hilton Head Island? With over two decades of experience in the local real estate market, I'm always ready to answer your questions. Call me anytime at (843) 290-4166 or visit www.steveplowden.com.