

Hilton Head

Real Estate Market Trends 7/1/10 - 7/31/10

Homes

Price Range	Active	Contingent	Pending	Sold	Selling \$ % of List \$	DOM	#months	inc/dec
-350,000	111	4	8	2	96%	175	13.9	3 +
350-550	174	0	15	19	93%	205	11.6	4 -
550-750	155	1	17	9	94%	170	9.1	11 -
750-Mil	157	0	5	11	93%	73	31.4	11 +
Mil - 2 Mil	184	1	5	10	93%	210	36.8	6 +
2 Mil +	140	0	1	3	90%	720	140	2 -

Strong activity in the \$350,000 - \$750,000 price range(time to buy or sell)
More negotiability ahead for homes over \$750,000(time to sell)

Villas

Price Range	Active	Contingent	Pending	Sold	Selling \$ % of List \$	DOM	#Months	inc/dec
-350,000	553	19	52	43	95%	165	11	2 +
350-550	252	1	8	8	92%	187	31.5	12 +
550-750	73	0	1	1	94%	118	73	3 X
750-Mil	52	0	2	1	90%	831	26	2 X
Mil +	41	0	0	0	0%	0	41	4 +

Increasing inventory in all price segments of villas(time to sell or negotiate)
Lower pricing or more negotiability ahead for villas over \$350,000

Lots

Price Range	Active	Contingent	Pending	Sold	Selling \$ % of List \$	DOM	#Months	inc/dec
-350,000	221	0	3	3	92%	199	73.6	
350-550	61	0	0	1	92%	214	61	
550-750	27	0	0	0	0%	0	27	
750-Mil	35	0	0	0	0%	0	35	
Mil +	45	0	0	0	0%	0	45	

Inventories remain high



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All information is deemed to be reliable and subject to verification by all parties.

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