

## Hilton Head

### Real Estate Market Trends 7/1/11 -7/31/11

#### Homes

| Price Range | Active | Contingent | Pending | Sold | Selling \$ % of List \$ | DOM | Remaining # Months Inventory |
|-------------|--------|------------|---------|------|-------------------------|-----|------------------------------|
| -350,000    | 88     | 15         | 11      | 10   | 92%                     | 94  | 8                            |
| 350-550     | 161    | 18         | 15      | 14   | 95%                     | 77  | 10.7                         |
| 550-750     | 134    | 5          | 13      | 11   | 93%                     | 146 | 10.3                         |
| 750-Mil     | 133    | 5          | 9       | 1    | 88%                     | 161 | 14.8                         |
| Mil - 2 Mil | 152    | 2          | 3       | 8    | 89%                     | 315 | 50.7                         |
| 2 Mil +     | 92     | 2          | 3       | 1    | 83%                     | 418 | 30.7                         |

#### Villas

| Price Range | Active | Contingent | Pending | Sold | Selling \$ % of List \$ | DOM | Remaining # Months Inventory |
|-------------|--------|------------|---------|------|-------------------------|-----|------------------------------|
| -350,000    | 521    | 37         | 45      | 52   | 92%                     | 128 | 11.6                         |
| 350-550     | 204    | 3          | 11      | 7    | 90%                     | 203 | 18.5                         |
| 550-750     | 60     | 1          | 2       | 1    | 91%                     | 40  | 30                           |
| 750-Mil     | 40     | 1          | 2       | 0    | 0%                      | 479 | 20                           |
| Mil +       | 32     | 0          | 1       | 1    | 92%                     | 112 | 32                           |

#### Lots

| Price Range | Active | Contingent | Pending | Sold | Selling \$ % of List \$ | DOM | Remaining # Months Inventory |
|-------------|--------|------------|---------|------|-------------------------|-----|------------------------------|
| -350,000    | 192    | 3          | 8       | 8    | 71%                     | 449 | 24                           |
| 350-550     | 50     | 0          | 0       | 0    | 0%                      | 0   | 50                           |
| 550-750     | 25     | 0          | 2       | 0    | 0%                      | 306 | 12.5                         |
| 750-Mil     | 22     | 0          | 0       | 0    | 0%                      | 0   | 22                           |
| Mil +       | 35     | 0          | 0       | 0    | 0%                      | 0   | 35                           |



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