

Hilton Head

Real Estate Market Trends

9/1/11 -9/1/11

Homes

Price Range	Active	Contingent	Pending	Sold	Selling \$ % of List \$	DOM	Remaining # Months Inventory
-350,000	99	20	11	13	95%	99	9
350-550	158	16	9	16	93%	168	17.5
550-750	139	4	6	3	89%	459	34.75
750-Mil	114	6	8	6	88%	218	14.25
Mil - 2 Mil	155	3	6	7	90%	213	25.8
2 Mil +	94	1	4	2	90%	337	23.5

Villas

Price Range	Active	Contingent	Pending	Sold	Selling \$ % of List \$	DOM	Remaining # Months Inventory
-350,000	532	34	34	26	92%	130	15.6
350-550	178	4	9	8	93%	250	19.77
550-750	59	1	1	1	96%	297	59
750-Mil	37	1	3	1	91%	165	12.3
Mil +	31	0	1	1	86%	370	31

Lots

Price Range	Active	Contingent	Pending	Sold	Selling \$ % of List \$	DOM	Remaining # Months Inventory
-350,000	198	2	4	5	67%	449	49.5
350-550	43	1	1	2	86%	145	43
550-750	25	0	0	0	0%	0	25
750-Mil	16	0	0	0	0%	0	16
Mil +	36	0	0	1	77%	430	36



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