

## Hilton Head

### Real Estate Market Trends 10/1/11 -10/31/11

#### Homes

| Price Range | Active | Contingent | Pending | Sold | Selling \$ % of List \$ | DOM  | Remaining # Months Inventory |
|-------------|--------|------------|---------|------|-------------------------|------|------------------------------|
| -350        | 106    | 16         | 11      | 7    | 94%                     | 171  | 9.6                          |
| 350-550     | 148    | 13         | 23      | 12   | 92%                     | 210  | 6.4                          |
| 550-750     | 134    | 3          | 6       | 9    | 94%                     | 108  | 22.3                         |
| 750-Mil     | 112    | 5          | 8       | 10   | 96%                     | 121  | 14                           |
| Mil - 2 Mil | 152    | 5          | 8       | 6    | 91%                     | 269  | 19                           |
| 2 Mil +     | 97     | 0          | 0       | 1    | 77%                     | 1262 | 97                           |

#### Villas

| Price Range | Active | Contingent | Pending | Sold | Selling \$ % of List \$ | DOM | Remaining # Months Inventory |
|-------------|--------|------------|---------|------|-------------------------|-----|------------------------------|
| -350,000    | 521    | 33         | 38      | 37   | 94%                     | 147 | 13.7                         |
| 350-550     | 167    | 3          | 5       | 4    | 97%                     | 206 | 33.4                         |
| 550-750     | 59     | 2          | 1       | 2    | 91%                     | 71  | 59                           |
| 750-Mil     | 32     | 0          | 1       | 3    | 91%                     | 27  | 32                           |
| Mil +       | 31     | 0          | 1       | 1    | 85%                     | 203 | 31                           |

#### Lots

| Price Range | Active | Contingent | Pending | Sold | Selling \$ % of List \$ | DOM | Remaining # Months Inventory |
|-------------|--------|------------|---------|------|-------------------------|-----|------------------------------|
| -350,000    | 198    | 2          | 5       | 3    | 78%                     | 108 | 39.6                         |
| 350-550     | 42     | 2          | 0       | 1    | 77%                     | 145 | 42                           |
| 550-750     | 24     | 0          | 0       | 0    | 0%                      | 0   | 24                           |
| 750-Mil     | 15     | 0          | 0       | 0    | 0%                      | 0   | 15                           |
| Mil +       | 37     | 0          | 1       | 0    | 0%                      | 0   | 37                           |



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