

## Harbour Town Homes & Villa Market Activity in 2008

### Harbourtown Villas and Homes – Q3 2008 Sales and Current Listings

Villa Complex	Active Listings	Listing Price Range	Sales in Q3 2008	Selling Price Range
Caravel Court 2 bedroom 3 bedroom	1 3	\$799,000 \$749,900 - \$899,000	0 0	
Clipper Court 2 bedroom 3 bedroom	1 1	\$409,000 \$679,000	0 0	
Cutter Court 1 bedroom 2 bedroom 3 bedroom	2 5 1	\$270,000 & \$340,000 \$525,000 - \$699,000 \$985,000	1 0 0	\$275,000
Gleneagle Green 2 bedroom	1	\$555,000	0	
Harbourtown Club Villa 4 bedroom	2	\$675,000 & \$699,500	0	
Harbourwood Villa 2 bedroom	2	\$499,000 & \$535,000	0	
Heritage Villas 2 bedroom 3 bedroom 4 bedroom	8 4 3	\$425,000 - \$569,000 \$535,000 - \$569,000 \$579,900 - \$599,900	0 0 0	
Inland Harbour 2 bedroom	3	\$349,000 - \$439,000	0	
Ketch Court Eff 1 bedroom 2 bedroom 3 bedroom	1 3 4 3	\$299,000 \$315,000 - \$490,000 \$399,000 - \$559,000 \$529,000 - \$834,500	0 0 0 0	
Lighthouse Tennis Villas 1 bedroom 2 bedroom	4 4	\$299,000 - \$334,000 \$363,000 - \$449,000	0 0	
Mariners Way 2 bedroom 3 bedroom	3 1	\$399,000 - \$449,000 \$649,000	0 0	
Muirfield I 2 bedroom 3 bedroom	1 1	\$519,000 \$599,000	0 0	
Racquet Club Villas 1 bedroom 2 bedroom	2 5	\$329,000 & \$334,500 \$395,000 - \$525,000	0 0	
Sea Loft 1 bedroom 2 bedroom	1 1	\$399,000 \$389,000	0 0	
Stoney Creek Villas 1 bedroom 2 bedroom 3 bedroom	1 2 4	\$390,000 \$445,000 & \$480,000 \$549,000 - \$649,000	0 0 1	\$505,000
Twin Oaks Villas 2 bedroom 3 bedroom	1 2	\$479,000 \$625,000 & \$699,900	0 0	

This information is derived from Hilton Head MLS electronic data and is believed to be accurate, but not guaranteed.

## Harbour Town Homes & Villa Market Activity in 2008

Home Address	Bedrooms	Bathrooms	Year Built	Date Sold	List Price	Selling Price
<b>Q3 2008 Sales</b>						
15 Windjammer	3	2	1976	9/11	\$799,000	\$675,000
<b>Current Listings</b>						
2 Mizzenmast	5	4	1977		\$695,000	
38 Stoney Creek	3	3	1978		\$699,900	
8 Windjammer	4	4	1975		\$749,000	
18 Spinnaker	3	3.5	1972		\$795,000	
29 Stoney Creek	4	3.5	1981		\$995,000	
57 Stoney Creek	3	2	1973		\$999,000	
9 Mizzenmast	3	3	1974		\$999,900	
60 Stoney Creek	4	4	1982		\$1,050,000	
8 Genoa Court	4	4	1972		\$1,095,000	
13 Mizzenmast	3	2.5	1974		\$1,100,000	
62 Stoney Creek	4	4	1996		\$1,195,000	
47 Stoney Creek	3	2.5	1975		\$1,199,000	
11 Mizzenmast	4	4	1973		\$1,295,000	

### COMMENTS ON 2008 ACTIVITY

Currently, there are 81 villas in the Harbour Town area and 13 homes listed for sale. During the third quarter, two Harbour Town area villas were sold in 2008, compared to nine in Q3 of 2007, two in Q3 of 2006 and 31 in Q3 of 2005. The Harbour Town villa group has been the hardest hit by the slump in villa sales. This villa group only produced 12% of the villa sales in third quarter 2008 and account for 45% of the villa inventory available for sale. There was one home sold in the Harbour Town area in third quarter 2008, compared to zero in Q3 of 2007, one in Q3 of 2006, and six in Q3 of 2005.

The overall Sea Pines villa market continues to struggle, but the decline in the number of sales appears to be improving: in the 3<sup>rd</sup> quarter of 2008 the number of overall villa sales was 17, one more than in the third quarter of 2007.

There are currently 180 villas for sale in Sea Pines. Year-to-date through third quarter of this year, there were only 51 sales, a decrease of 26% compared to the 69 sales for the same period last year. In the home market we have 238 properties currently listed and 112 sales through the 3<sup>rd</sup> quarter of 2008, a 4% decrease from the 127 homes sold in the same period of 2007.

It is interesting to note that villas in the extreme low end and the extreme high end of the price spectrum have realized an increase in sales this year compared to 2007. For villas priced under \$400,000, we had 13 sales in 2008 versus nine in 2007. And, for villas priced over \$1,500,000, five have sold this year, versus three that were sold through third quarter of 2007. However, with the pricing pressure we have seen in the market, it is conceivable that the villas that sold for under \$400,000 in 2008 would have sold for more than \$400,000 in 2007. Lately, many of our villa inquiries have involved high end properties, particularly those with water views and that are well-priced.

In most villa complexes and in the home market, prices have declined through the first three quarters of 2008. It is possible that we will see this trend continuing into 2009 due to high inventory levels. We encourage any seller who is fortunate enough to get an offer to negotiate wisely, and consider any offer seriously, since offers have been few and far between. If you are considering putting your home or villa on the market it will be of the utmost importance to price it wisely.

On the bright side, if you have friends or relatives that have been thinking of purchasing a Sea Pines villa, please tell them that now, and through the winter, will be a great time to buy: in three years they will thank you with a big smile on their face. We have to ride out this downturn and remember that Sea Pines homes and villas are in finite supply, and that our community attracts thousands of visitors annually, many of whom will be purchasing their first Sea Pines villa in the near future.

If we can help you determine whether now is the time to sell your home or villa, please contact us. We would be happy to help.