

Plantation Villa Market Activity in 2007

Plantation Villa Sales Activity and Current Listings

Villa Complex	Active Listings - 14	Sold in 2007 - 19	Selling Price Range in 2007
Calibogue Club 2 bedroom 3 bedroom	0 2	2 0	\$610,000 - \$635,000
Lake Forest Villas 2 bedroom 3 bedroom	4	4 4	\$364,770 - \$480,000 \$455,000 - \$590,000
Lighthouse Road Vil- las 2 bedroom 3 bedroom	0 0	1 1	\$430,000 \$475,000
Plantation Club Villas 2 bedroom 3 bedroom	4 4	5 0	\$405,000 - \$450,000
Wildwood Spa Villas 2 bedroom	0	2	\$447,500 - 470,000

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

BOB CLARK & ASSOCIATES ANALYSIS

COMMENTS ON 2007 ACTIVITY

Currently, there are 11 villas for sale in the plantation area (the interior areas of Sea Pines including Calibogue Club, Lighthouse Rd, Plantation Club, Wildwood Spa, and Woodbine). Sales were much stronger in 2007 with 11 units sold, compared to 4 sales in 2006, but well below the 22 sales in 2005. In Sea Pines, this group of villas enjoyed the largest increase in sales activity for villas in 2007. If the 2007 sales rate continues, our current inventory level represents a one year supply.

We compared the price paid for properties of similar type and condition in 2007 versus prior years and found that in most Sea Pines neighborhoods, selling prices were relatively constant in 2007 versus 2006, and even modestly increased in some cases. That said, selling prices were less than the prices produced in the overheated 2004-5 market, ranging from marginal differences to over 10% in some cases.

The market does present opportunities for Buyers and Sellers, though, and particularly for Sellers who are thinking about "moving up" - buying larger and/or newer properties. They are selling their current property at today's somewhat reduced prices and at the same time buying the new property at today's lower prices as well. The "savings" on the new property can more than compensate for any reduction in proceeds from the sale of their current property.

Homes that are properly priced to the market have been selling well and we believe that will continue into 2008. The sales process will continue to take longer than it did in the 2004 and 2005 markets, but with proper pricing, and the appropriate marketing, a property will sell.

Please contact us to learn more about the value of your home in today's market, and how we would propose to market your property for maximum exposure and results.

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