

1st Quarter 2009 Sales and Pending Contracts Sea Pines Homes

Address	Status	Bedrooms/ Bathrooms	Year Built	Sold Date	List Price	Sales Price
12 Piping Plover	Closed	5/5.5	2005	1/20/09	\$3,195,000	\$2,750,000
4 Isle of Pines	Closed	3/2	1979	1/21/09	\$495,000	\$440,000
41 Otter Rd	Closed	3/2	1988	1/30/09	\$399,000	\$300,000
5 Loblolly	Closed	3/2.5	1973	2/2/09	\$649,900	\$580,000
16 Columbine	Closed	3/2.5	1998	2/23/09	\$599,900	\$575,000
11 Royal Tern	Closed	3/2.5	1979	2/24/09	\$1,675,000	\$1,500,000
34 S Sea Pines Dr	Closed	6/6.5	1981	2/27/09	\$1,999,000	\$1,800,000
18 Belted Kingfisher	Closed	6/6.5	2005	2/27/09	\$3,395,000	\$2,750,000
33 Willow Oak West	Closed	3/4	1973	2/27/09	\$249,900	\$357,000
2 Mizzenmast	Closed	5/4.5	1977	3/10/09	\$499,000	\$495,000
13 Mizzenmast Ct	Closed	3/2.5	1974	3/13/09	\$1,100,000	\$960,000
37 St Andrews Pl	Closed	3/4	1980	3/16/09	\$679,000	\$629,000
43 Shell Ring Rd	Closed	4/3.5	1996	3/16/09	\$499,000	\$440,000
3 Oyster Catcher	Closed	5/5.5	2001	3/18/09	\$1,495,000	\$1,450,000
13 Red Cardinal	Closed	5/5	1984	3/25/09	\$1,895,000	\$1,675,000
26 Old Military	Closed	5/4.5	1979	3/30/09	\$1,299,000	\$1,000,000
19 South Beach Lagoon- lot	Pending	NA	NA		\$3,995,000	
9 Beach Lagoon Rd	Pending	6/5.5	1999		\$3,995,000	
12 Deer Run Lane	Pending	3/3.5	1974		\$999,000	
28 Planters Woods Dr	Pending	3/2.5	1981		\$509,000	
29 Acorn Lane	Pending	3/2	1981		\$269,900	
15 Wood Duck Ct	Pending	3/2	1978		\$329,000	
26 Heritage Rd	Pending	5/4.5	1978		\$1,695,000	
142 N Sea Pines Dr	Pending	4/4	1987		\$829,000	
33 Water Oak Dr	Pending	3/2.5	1974		\$499,000	
6 Deer Run	Pending	3/3	1978		\$725,000	
32 Stoney Creek	Pending	3/3.5	1978		\$850,000	
25 Isle of Pines	Pending	2/3	1978		\$425,000	
49 Shell Ring Rd	Pending	3/2.5	2004		\$739,000	
15 Deer Run Lane	Pending	3/3	1971		\$675,000	

Sea Pines Villas

Villa Complex	Status	Bedrooms/ Bathrooms	Sold Date	List Price	Sales Price
811 Clipper Court	Closed	2/2	2/9/09	\$389,000	\$350,000
2429 Inland Harbour	Closed	2/2	3/4/09	\$419,000	\$380,000
1715 Bluff Villa	Closed	1/1	3/13/09	\$299,999	\$275,000
2300 Heritage Villa	Closed	2/2	3/19/09	\$395,000	\$370,000
2045 Sea Loft	Closed	1/1	3/25/09	\$299,000	\$275,000
155A Harbourwood Villa	Pending	2/2		\$535,000	
1666 Bluff Villa	Pending	3/2		\$699,000	
336 Greenwood Gardens	Pending	3/2		\$499,000	
67 Fairway Lane Villa	Pending	2/2		\$489,000	
2053 Sea Loft	Pending	2/2		\$389,000	
3321 Lake Forest Villa	Pending	2/2		\$419,000	
549 Ocean Course Villa	Pending	2/2		\$499,000	
2839 Club Course Villa	Pending	3/3		\$429,000	
835 Ketch Court	Pending	1/1		\$449,500	
378 Briarwood	Pending	2/2		\$399,500	

Comments on First Quarter Sales Activity

The slowdown in Island real estate sales during Q4 2008 continued into Q1 2009, with villa activity at the lowest level in several years. However, as we pointed out in Q4 2008, Sea Pines continues to outperform its south island neighbors. The communities of Wexford, Long Cove, Palmetto Dunes, Leamington, Shipyard, Shelter Cove, and all of Forest Beach posted 9 home sales combined in Q1 2009. By contrast, Sea Pines posted 16 home sales, with an additional 14 homes under contract, pending close.

Of the 16 home sales, 3 were in the South Beach area, 3 were Oceanside, 6 in the interior Plantation area, and 2 each in the Club Course and Harbour Town areas. Excluding the beach zone home sales, which were all over \$1,400,000, most sales, 8 in total, were between \$300,000 and \$630,000. Currently, we are not seeing sales of mid priced homes outside the beach zone.

The somewhat diverse spread between list price and sale price across the various properties may seem like a function of negotiation, but is more often simply a result of the degree to which the seller recognized the property's true "core" value in this market and listed such: a good reason to use knowledgeable, experienced Realtors. This list of sales is proof of what is today's truism: condition and price, working together, will prevail.

Should you list today? Buyers today are focused on buying what they perceive to be a "smart buy", particularly after adjusting for today's market conditions. When will they buy? Only they know for certain. However, we see numerous parties who are "taking inventory": making a list of their top 3 or 4 properties in anticipation of buying. When they decide to act, we believe they will act swiftly. If your property is priced correctly and marketed properly by experienced professionals, your property will be on their list. In particular, we have many customers who are closely watching the beach oriented properties and in fact, in first quarter 2009, Clark, Cramer & Frank closed 1/3 of all beach homes sold. We would be happy to do a comparable market analysis and suggest the best list pricing and probable selling price in today's market.

	Q1 2009	Q1 2008	Q1 2007
Homes Sold			
# of homes	16	34	32
Average price of home	\$1,111,937	\$1,119,538	\$1,300,809
Sales price/list price	91.8%	93%	94%
Villas Sold			
# of villas	5	12	21
Average price of villa	\$330,000	\$575,304	\$587,805
Sales price/list price	91.6%	94%	93%

In closing, we'll leave you with some excerpts from the aforementioned "Why Buy in a Recession?" seminar:

Island real estate is more than a financial investment; does your stock certificate have a beach?

Annualized growth rate for Sea Pines homes over the past 20 years: 8.4%.

Historical data suggests that we are close to the bottom of the market, if not already there.

If homeowners elsewhere would price themselves ahead of their market in order to get out, they would be able to take advantage of today's lower Island pricing. If their market stabilizes or goes up, history shows that Hilton Head will already be on the rise.

The "island experience and life style" is our asset; at today's real estate prices, it is a bargain!

Act now before the property that you want is not available – start enjoying the lifestyle sooner.

"Be greedy when others are fearful" – Warren Buffet.