

Residential Villa Market Activity in 2007

Residential Villa Sales Activity and Current Listings

Villa Complex	Active Listings - 8	Sold in 2007 - 8	Selling Price Range in 2007
Briarwood 2 bedroom	1	1	\$525,000
Carolina Place Villas 3 bedroom	3	1	\$470,000
Club Course Villas 2 bedroom	1	1	\$455,000
Fairway Oaks Villas 3 bedroom	0	1	\$560,000
Greenwood Gardens Villas	1	0	
Lawton Villas 2 bedroom	1	1	\$500,000
Residents Club Villas 2 bedroom 3 bedroom	1 0	1 2	\$490,000 \$500,000 - \$666,000

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 4 villas listed for sale in the residential category of Sea Pines (includes those units generally not available for short term vacation rentals, such as Baynard Cove Club, Briarwood, Club Course, Fairway Oaks, Greenwood Gardens and Resident's Club). There were 6 sales of units in 2007 versus 10 sales in 2006. Each of those years fall well short of the 18 sales in 2005. If the 2007 sales rate continues, our current inventory level for Residential villas represents less than 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 by 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.

www.WeSellSeaPines.com