

# Residential Villa Market Activity in 2008

## Residential Villa – Q2 2008 Sales and Current Listings

Villa Complex	Active Listings	Listing Price Range	Sales in Q2 2008	Selling Price Range
Briarwood 2 bedroom	2	\$459,000 & \$479,000	0	
Carolina Place Villa 3 bedroom	1	\$419,000	0	
Club Course Villas 2 bedroom 3 bedroom	2 2	\$439,000 & \$454,000 \$481,500 & \$555,000	0 0	
Fairway Oaks 2 bedroom	1	\$499,000	0	
Greenwood Gardens 2 bedroom 3 bedroom	1 1	\$595,000 \$559,000	0 0	
Lawton Villas 2 bedroom	3	\$459,000 - \$549,000	0	
Residents Club Villas 2 bedroom	1	\$490,000	0	

# BOB CLARK & ASSOCIATES ANALYSIS

## COMMENTS ON 2008 ACTIVITY

The overall Sea Pines villa market in the second quarter of 2008 continued the downward trend of the first quarter. We had twenty two villa sales in the second quarter of 2008 compared to 34 in the second quarter of 2007. The total number of Sea Pines villas sold for the first 6 months of the year is now off 35% compared to the same period in 2007. On the bright side, the number of villa inquiries this past month has picked up considerably.

There are currently 12 of what we classify as “Residential” villas for sale in Sea Pines. This compares to 8 that were for sale at the end of the first quarter 2008. This group consists of Briarwood, Club Course, Fairway Oaks, Greenwood Gardens, Lawton and Residents Club villas. There were no sales out of this group in the second quarter of 2008 compared to 2 in the same period of 2007. For the first six months of the year we have seen only one sale of a Residential type villa compared to 4 for the first six months of 2007.

We attribute some of the lack of sales activity to what appears to be a lack of investor-type buyers. This same phenomena seems to exist for Sea Pines home sales as well. However, we are seeing more buyers who are looking for a second home than in previous years. Today’s buyers are slow to act in this market but they are looking and asking questions. We are not seeing as many investors who tend to be attracted to villas, particularly villas that generate rental income.

It continues to be important for a Seller who has a property listed to present the property in the best condition possible and to listen to the showing feedback from Realtors on price. If you are thinking of listing your property, it is especially important in this market to work with experienced Realtors who know the market.

Our investment in internet advertising and positioning, coupled with our mail and print media advertising campaigns continue to generate many buyer inquiries. Contact us to see how you can take full advantage of our marketing efforts.

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

[www.WeSellSeaPines.com](http://www.WeSellSeaPines.com)