

How is Business 2011?

Sea Pines Plantation

Hilton Head Multiple Listing Service Data through December 2011

| | December 2011 | December 2010 | Percent Change 2011 vs 2010 | December 2009 |
|------------------------|---------------|---------------|-----------------------------|---------------|
| Homes | | | | |
| Sold | 161 | 134 | 120% | 121 |
| Total Dollars | \$137,372,417 | \$117,174,718 | 117% | \$111,273,200 |
| Average Price | \$853,244 | \$874,438 | (2%) | \$919,613 |
| Sales Price/List Price | 90.9% | 91.2% | ---- | 89.5% |
| Days on Market | 196 | 161 | 122% | 192 |
| Villas | | | | |
| Sold | 82 | 57 | 144% | 61 |
| Total Dollars | \$33,025,203 | \$25,611,050 | 129% | \$25,969,029 |
| Average Price | \$402,746 | \$449,317 | (10%) | \$425,722 |
| Sales Price/List Price | 89.9% | 91.4% | (1.6%) | 92.5% |
| Days on Market | 198 | 225 | (12%) | 173 |
| Homesites | | | | |
| Sold | 7 | 4 | 175% | 7 |
| Total Dollars | \$3,330,000 | \$5,115,000 | (35%) | \$8,915,000 |
| Average Price | \$475,714 | \$1,278,750 | (62%) | \$1,273,571 |
| Sales Price/List Price | 88% | 89.8% | (2%) | 91.7% |
| Days on Market | 550 | 484 | 114% | 193 |
| Total | | | | |
| Sold | 250 | 195 | 128% | 189 |
| Total Dollars | \$173,727,620 | \$147,900,768 | 117% | \$146,157,229 |
| Average Price | \$694,910 | \$758,465 | (8.4%) | \$773,319 |

MLS data as of 1/6 /12.