

**Lowcountry Market Trends
2012 & 2011**

	<u>Year to Date May 31, 2012</u>		<u>Year to Date May 31, 2011</u>		<u>Year to Date May 31, 2012</u>		<u>Year to Date May 31, 2011</u>		<u>Year to Date May 31, 2012</u>		<u>Year to Date May 31, 2011</u>	
All Areas in Hilton Head MLS				Hilton Head Island communities				Palmetto Dunes, Leamington & Shelter Cove				
HOMES				HOMES				HOMES				
Homes Sold	831	3%	805		287	5%	274		18	-18%	22	
Sales Volume	\$ 323,044,966	8%	\$ 298,987,209		\$ 193,812,333	8%	\$ 179,752,946		\$ 18,988,541	-16%	\$ 22,606,400	
Median Sold Price	\$ 262,000	2%	\$ 256,000		\$ 478,500	-3%	\$ 493,500		\$ 790,000	7%	\$ 737,500	
Ave. Sold Price	\$ 388,742	5%	\$ 371,412		\$ 682,437	4%	\$ 656,032		\$ 1,054,918	3%	\$ 1,027,563	
Days on Market	147		143		175		163		129		200	
VILLAS				VILLAS				VILLAS				
Villas Sold	421	15%	365		367	12%	328		69	28%	54	
Sales Volume	\$ 88,220,153	25%	\$ 70,499,322		\$ 83,882,337	22%	\$ 68,484,022		\$ 29,853,550	21%	\$ 24,635,000	
Median Sold Price	\$ 147,900	31%	\$ 113,000		\$ 180,000	27%	\$ 141,337		\$ 325,000	-16%	\$ 387,500	
Ave. Sold Price	\$ 209,549	8%	\$ 193,148		\$ 228,562	9%	\$ 208,792		\$ 432,660	-5%	\$ 456,212	
Days on Market	150		155		160		163		234		179	
HOMESITES				HOMESITES				HOMESITES				
Homesites Sold	208	52%	137		54	29%	42		4	100%	2	
Sales Volume	\$ 24,807,843	47%	\$ 16,846,386		\$ 12,320,460	20%	\$ 10,265,150		\$ 1,760,000	220%	\$ 550,000	
Median Sold Price	\$ 55,000	11%	\$ 49,500		\$ 123,750	27%	\$ 97,500		\$ 480,000	75%	\$ 275,000	
Ave. Sold Price	\$ 117,572	-2%	\$ 120,331		\$ 228,156	-7%	\$ 244,408		\$ 440,000	60%	\$ 275,000	
Days on Market	210		245		219		203		618		398	
ACTIVE LISTINGS:				ACTIVE LISTINGS:				ACTIVE LISTINGS:				
Homes	1,749	-15%	2,049		742	-7%	802		91	-10%	101	
Villas	798	-14%	933		718	-18%	873		180	-22%	231	
Homesites	1,280	-6%	1,362		362	13%	320		27	4%	26	

**Active listings
WyldFyre**

	Jne 2011	Jul 2011	Aug 2011	Sep 2011	Oct 2011	Nov 2011	Dec 2011	Jan2012	Feb 2012	Mar 2012	Apr 2012	May 2012	June 2012
Palmetto Dunes													
homes	101	91	91	94	95	93	90	90	87	85	93	92	91
villas	231	230	212	203	200	193	197	183	180	186	178	177	180
lots	26	29	30	28	25	28	28	26	23	24	26	26	27
equity/bs/sh	30	32	29	28	28	26	27	23	24	26	27	25	24
Hilton Head Island													
homes	802	776	756	754	758	745	740	695	688	694	751	748	742
villas	873	865	860	856	842	809	782	709	728	715	706	722	718
lots	320	331	321	324	318	316	316	294	309	317	332	343	362
equity/bs/sh	126	129	128	127	123	124	122	115	117	119	118	118	116
ALL/Entire MLS													
homes	2,049	1,994	1,932	1,906	1,918	1,869	1,819	1,727	1,738	1,753	1,760	1,774	1,749
villas	933	933	925	919	913	880	853	777	810	799	784	803	798
lots	1,362	1,352	1,351	1,323	1,313	1,317	1,302	1,227	1,260	1,265	1,257	1,259	1,280
equity/bs/sh	131	134	134	133	128	126	124	116	119	121	120	120	118
date read:	6/2/2011	7/2/2011	8/1/2011	9/1/2011	10/1/2011	11/1/2011	12/1/2011	1/3/2012	2/1/2012	3/2/2012	4/2/2012	5/1/2012	6/1/2012