



Sea Pines Real Estate Update

\$\$\$ 2012 Mid-Year Review \$\$\$ (Jan.-June year to year)

2011 2012

HOMES

Homes Sold.....	90.....	93.
Average Price.....	\$893,168.....	\$941,207.
Median Price.....	\$677,500.....	\$605,000.
Days on Market.....	199.....	166
Total Home Sales.....	\$80,385,090.	\$87,532,213.

VILLAS

Villas Sold.....	35.....	66
Average Price.....	\$434,561.....	\$358,815.
Median Price.....	\$350,000.....	\$325,000.
Days on Market.....	251.....	213
Total Villa Sales.....	\$15,209,640.....	\$23,681,800.

LOTS

Lots Sold.....	3.....	5.
Average Price.....	\$566,667.....	\$760,500.
Median Price.....	\$600,000.....	\$295,500.
Days on Market.....	334.....	159
Total Lot Sales.....	\$1,700,000.....	\$3,802,500.

\$\$\$ TOTAL TRANSACTIONS \$\$\$

for Residential Homes, Lots, & Villas, Jan.-June,

2011:....\$97,294,730. 2012:...\$115,016,513.

Sales Figures as reported by Multiple Listing Service of Hilton Head Island, June 30, 2012.

The data contained herein has not been verified by the Multiple Listing Service of Hilton Head, but is believed to be accurate.



Sea Pines sold over \$17 million more in homes, villas and lots the first six months of this year than 2011 mid-year. That is an 18% increase over 2011's mid-year numbers. Average prices were up in homes and lots because of a few high sales. Median prices(which is a better indicator of price) were down across the board.

93 Home Sales from Jan.-June, 2012 break out like this:

Price Range	Quantity
\$99,999 or under	0
\$100,000 - \$199,999	0
\$200,000 - \$399,999	19
\$400,000 - \$599,999	27
\$600,000 - \$799,999	15
\$800,000 - \$999,999	6
\$1,000,000 - \$1,499,999	11
\$1,500,000 - \$1,999,999	6
\$2,000,000 - \$2,499,999	2
\$2,500,000 - \$2,999,999	3
\$3,000,000 - \$3,999,999	1
\$4,000,000 - \$4,999,999	2
\$5,000,000 - \$7,499,999	1
\$7,500,000 - \$9,999,999	0
\$10,000,000 or over	0
Total	93

- As was true for Hilton Head Island, the biggest selling price range for Sea Pines was \$200,000-600,000.
- 72% of Sea Pines home sales were under \$1 million, while 85% of the island's home sales were.
- With 15% of all home sales on the island over \$1 million, Sea Pines saw 28% of home sales over \$1 million. Of the 26 homes sold over \$1 million, 7 of those were over \$2 million. And, one sold oceanfront on Black Skimmer for \$5,050,000.

On The Market

Currently there are **208 homes for sale** year to date 2012. That is up from **182 in 2011**, down from **234 in 2010**, **236 in 2009** & **254 in 2008**.

Current inventory breakdown:

- \$200,000-\$399,999———10 homes for sale.
- \$400,000-\$599,999———29 homes for sale.
- \$600,000-\$799,999———42 homes for sale.
- \$800,000-\$999,999———32 homes for sale.
- \$1,000,000-\$1,499,999———38 homes for sale.
- \$1.5-\$1,999,999———17 homes for sale.
- \$2 million-\$2,999,999———23 homes for sale.
- \$3 million-\$3,999,999———7 homes for sale.
- \$4 million-\$4,999,999———4 homes for sale.
- \$5 million-\$7,499,999———5 homes for sale.
- \$7.5 million+———1 home for sale.

Sea Pines still has more inventory in the upper price ranges than there are available buyers. 95 homes or 46% of current Sea Pines inventory are priced over \$1 million. Sales mid-year show 26 homes or 28% have sold in this price range. Although that is pacing ahead of last year by 33 homes, sellers in this price range must be patient. I emphasize.....with 46% of the Sea Pines inventory priced over \$1 million, and 28% in sales so far, we will continue to see the upper priced homes taking longer to sell. There just are not as many buyers as we need in the market over \$1 million.

66 Villa Sales Jan.-June, 2012 break out like this:

Price Range	Quantity
\$99,999 or under	1
\$100,000 - \$199,999	5
\$200,000 - \$399,999	44
\$400,000 - \$599,999	9
\$600,000 - \$799,999	5
\$800,000 - \$999,999	1
\$1,000,000 - \$1,499,999	1

88% more villas sold in Sea Pines so far this year over 2011. 66.7% of those villas sold were between \$200,000-\$400,000. This is the price range that has the most sales on the island as well.

- 24 more villas sold in the \$200,000-\$400,000 range than in 2011.
- 1 sold over \$1,000,000 while none did in 2011. That villa was in Schooner Court

Currently there are **108 villas on the market** in Sea Pines. That is down **37% from the high of 171 in 2008**. 58 villas or 53% are under \$400,000. 15 villas or 14% are priced from \$600,000-\$999,999. 5 villas or .05% are priced from \$1.5 million to 2.5 million.

The table below shows that villas went under contract in 2012 at the rate of 111% over 2011 mid-year. Yes, that is 111%!!! There are excellent villas at good prices available and many buyers have seized that opportunity.

****The table below shows the number of homes and villas that went Under Contract monthly, for each month of 2012 compared to each month over the last 8 years. The % is comparison only to each month of 2011.**

Homes Under Contract by Month-Sea Pines

Dates	2005	2006	2007	2008	2009	2010	2011	2012	% of prev. year
JAN.	22	12	19	17	5	10	12	14	117%
FEB.	31	12	16	19	12	8	17	14	82%
MAR.	36	20	12	10	7	12	28	15	54%
APRIL	28	17	14	14	13	13	15	22	147%
MAY	22	19	14	13	14	11	14	14	100%
JUNE	33	14	20	12	12	15	12	16	133%

Villas under contract by Month-Sea Pines

Dates	2005	2006	2007	2008	2009	2010	2011	2012	% of prev. year
JAN.	15	9	9	4	1	4	4	11	275%
FEB.	12	6	8	7	4	4	9	8	89%
MARCH	27	12	7	5	8	4	7	16	229%
APRIL	38	12	10	10	5	6	4	15	375%
MAY	23	12	7	6	8	5	5	15	300%
JUNE	16	13	6	5	10	7	8	13	163%

*Statistical Data courtesy Hilton Head Multiple Listing Service as of July 10, 2012 .
The contents have not been reviewed by the MLS of Hilton Head, SC
but is believed to be accurate.

Sea Pines Homes sold Jan. 1-June 30, 2012

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
5 Acorn Ln	248,900	240,000	2/3/2012
31 Acorn Ln	270,000	285,000	3/30/2012
11 Atlantic Pointe Dr	3,100,000	2,800,000	6/29/2012
16 Audubon Pond Rd	1,599,000	1,500,000	2/15/2012
8 Bald Eagle West	639,000	625,000	4/24/2012
28 Bateau Rd	649,000	649,000	5/4/2012
10 Baynard Cove Rd	699,000	605,000	6/15/2012
49 Baynard Cove Rd	1,795,000	1,625,000	1/26/2012
17 Baynard Park Rd	795,000	745,000	3/16/2012
34 Baynard Park Rd	699,000	620,000	1/30/2012
71 Baynard Park Rd	2,599,000	2,325,000	3/26/2012
26 E Beach Lagoon Dr	2,499,000	2,237,000	4/30/2012
32 S Beach Ln	1,550,000	1,462,500	6/28/2012
9 Beachside Drive	1,200,000	1,075,000	4/27/2012
6 Belted Kingfisher	1,699,000	1,550,000	3/19/2012
25 Belted Kingfisher	4,900,000	4,550,000	3/26/2012
25 Black Skimmer Rd	5,500,000	5,050,000	4/30/2012
28 N Calibogue Cay Rd	1,399,000	1,350,000	5/4/2012
30 N Calibogue Cay Rd	895,000	850,000	6/19/2012
4 Catbird Ln	599,000	550,000	3/19/2012
14 Club Course Dr	419,000	410,000	5/23/2012
32 Club Course Dr	569,900	555,000	4/13/2012
51 Club Course Dr	695,000	630,000	1/25/2012
70 Club Course Dr	529,000	460,000	5/11/2012
108 Club Course Dr	599,900	523,428	1/17/2012
151 Club Course Dr	349,000	333,000	2/9/2012
159 Club Course Dr	329,000	308,500	5/22/2012
178 Club Course Dr	689,000	650,000	6/28/2012
39 Deer Run Lane	450,000	370,000	1/12/2012
34 Deer Run Ln	500,000	490,000	5/31/2012
8 Dewberry Lane	399,900	353,535	4/20/2012
5 Fern Ct	599,950	525,000	6/26/2012
13 Governors Ln	387,000	380,000	3/23/2012
23 Governors Rd	459,000	425,000	6/21/2012
57 Governors Rd	535,000	515,000	4/12/2012
64 Governors Rd	695,000	650,000	2/1/2012
6 Grey Widgeon Rd	1,799,000	1,657,000	5/18/2012
1 Gunnery Ln	579,000	522,500	6/25/2012
24 Gunnery Ln	399,000	325,000	6/4/2012
35 Hearthwood Drive	1,059,000	970,000	1/13/2012
6 Heritage Ct	1,195,000	1,075,000	2/13/2012
8 Hollyberry Ln	483,000	459,000	6/6/2012
22 Indigo Ln	449,000	400,000	5/9/2012
23 Isle of Pines	499,000	476,000	1/17/2012
1 Long Marsh Ln	649,000	615,000	3/27/2012
15 Long Marsh Ln	1,075,000	1,000,000	4/25/2012
28 Marsh Dr	1,269,000	1,175,000	4/6/2012
28 Marsh View Dr	1,275,000	1,090,000	6/28/2012
12 Mizzenmast Ct.	699,000	650,000	5/17/2012

*Statistical Data courtesy Hilton Head Multiple Listing Service as of June 30, 2012 .
The data contained herein has not been reviewed by the Multiple Listing Service of Hilton Head, SC.,
but is believed to be accurate.

Sea Pines Homes sold Jan. 1-June 30, 2011 continued.

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
16 Newhall Rd	497,000	467,000	6/29/2012
22 Newhall Rd	499,000	480,000	5/29/2012
55 North Calibogue Cay Road	3,250,000	2,700,000	2/3/2012
2 North Live Oak Road	698,500	655,000	6/15/2012
30 Oak Ct	359,000	340,000	1/18/2012
60 Otter Rd	329,000	332,000	4/20/2012
62 Otter Rd	369,000	328,250	6/15/2012
19 Oyster Landing Ln	599,000	540,000	5/25/2012
21 Oyster Landing Ln	499,000	430,000	2/1/2012
1 Pine Island Ct	549,900	517,500	4/23/2012
38 Pine Island Rd	379,000	325,000	2/7/2012
42 Planters Wood Dr	279,000	250,000	1/10/2012
2 Red Oak Rd	849,000	815,000	3/28/2012
4 Red Oak	849,000	825,000	4/23/2012
10 Ridgewood Ln	625,000	575,000	3/14/2012
9 Royal Tern Rd	1,699,000	1,650,000	3/15/2012
10 Ruddy Turnstone	949,000	930,000	2/3/2012
9 Saint Andrews Pl	1,050,000	950,000	5/11/2012
60 Sandfiddler Rd	349,000	361,600	4/23/2012
42 N Sea Pines Dr	795,000	772,500	2/29/2012
28 Shell Ring Rd	489,000	440,000	6/22/2012
9 South Beach Lagoon	3,995,000	3,500,000	1/20/2012
21 South Beach Lagoon	5,500,000	4,600,000	3/30/2012
15 South Live Oak Road	2,599,000	2,500,000	1/31/2012
23 Spanish Moss Rd	799,900	760,000	1/16/2012
19 Spartina Crescent	1,149,000	1,047,500	5/17/2012
13 Spotted Sandpiper	1,499,000	1,375,000	1/26/2012
1 Surf Scoter	1,995,000	1,750,000	1/27/2012
2 Sweet Gum Ct	379,000	358,500	5/15/2012
12 Turnberry Ln	595,000	544,000	5/15/2012
25 Twin Pines Rd	425,000	425,000	1/27/2012
12 W West Beach Lagoon Rd	1,198,000	1,175,000	4/5/2012
22 West Beach Lagoon Rd	1,090,000	1,090,000	6/8/2012
8 W Willow Oak Rd	679,000	630,000	6/7/2012
19 Willow Oak Rd	549,500	505,000	3/15/2012
21 Willow Oak Rd W	499,000	450,000	6/14/2012
41 Willow Oak Road West	449,000	385,000	5/4/2012
20 Wisteria Ln	469,000	425,000	5/30/2012
36 Wisteria Ln	234,000	234,400	6/20/2012
17 Wood Duck Ct	499,000	475,000	5/10/2012
42 Wood Duck Rd	495,000	475,000	2/28/2012
48 Wood Duck Rd	399,000	385,000	6/18/2012
53 Wood Duck Rd	359,000	340,000	4/4/2012
16 Woodbine Place	799,000	732,500	3/9/2012

*Statistical Data courtesy Hilton Head Multiple Listing Service as of June 30, 2012 . The data contained herein has not been reviewed by the Multiple Listing Service of Hilton Head, SC., but is believed to be accurate.

Sea Pines Villas sold Jan. 1-June 30, 2012

#	COMPLEX NAME	LIST PRICE	SALES PRICE	SOLD DATE
1849	BEACHSIDE TENNIS VILLAS	665,000	625,000	4/26/2012
1888	BEACHSIDE TENNIS VILLAS	625,000	600,000	6/26/2012
1663	BLUFF VILLAS	95,000	95,000	2/27/2012
1744	BLUFF VILLAS	269,000	250,000	5/18/2012
1762	BLUFF VILLAS	519,000	465,000	5/23/2012
1670	BLUFF VILLAS	249,000	222,500	5/29/2012
1650	BLUFF VILLAS	465,000	425,000	6/1/2012
1809	BLUFF VILLAS	335,000	300,000	6/22/2012
361	BRIARWOOD	499,000	460,000	3/15/2012
379	BRIARWOOD	379,000	350,000	3/26/2012
377	BRIARWOOD	349,000	310,000	4/17/2012
2629	CALIBOGUE CLUB	385,000	381,000	4/27/2012
2630	CALIBOGUE CLUB	519,000	485,000	6/18/2012
806	CLIPPER COURT	449,000	420,000	6/1/2012
800	CLIPPER COURT	649,000	575,000	6/25/2012
2838	CLUB COURSE VILLAS	250,000	200,000	6/25/2012
961	CUTTER COURT VILLAS	395,000	365,000	5/23/2012
928	CUTTER COURT VILLAS	299,000	275,000	5/29/2012
911	CUTTER COURT VILLAS	299,900	276,600	6/25/2012
70	FAIRWAY LANE VILLAS	379,000	360,000	2/15/2012
99	FAIRWAY LANE VILLAS	425,000	380,000	5/16/2012
2494	FAIRWAY OAKS VILLAS	325,000	315,000	1/19/2012
2519	FAIRWAY OAKS VILLAS	399,000	380,000	1/20/2012
2542	GLENEAGLE GREEN	549,000	514,500	3/29/2012
343	GREENWOOD GARDEN VILLAS	269,900	265,000	3/22/2012
1266	HARBOUR TOWN CLUB VILLA	397,500	390,000	3/27/2012
2220	HERITAGE VILLAS	369,000	330,000	5/10/2012
2277	HERITAGE VILLAS	439,000	405,000	5/16/2012
2310	HERITAGE VILLAS	244,000	242,000	5/24/2012
2232	HERITAGE VILLAS	299,000	277,700	6/15/2012
2437	INLAND HARBOUR	335,000	302,500	6/20/2012
884	KETCH COURT VILLAS	235,000	215,000	4/4/2012
1584	LAGOON VILLA	291,000	280,000	5/18/2012
1581	LAGOON VILLA	399,000	375,000	6/15/2012
3334	LAKE FOREST VILLA	289,000	255,000	1/12/2012
3360	LAKE FOREST VILLA	449,000	399,000	6/27/2012
31	LIGHTHOUSE ROAD VILLAS	369,000	357,000	4/13/2012
2403	LIGHTHOUSE TENNIS VILLAS	205,000	192,500	1/20/2012
667	MARINERS WAY VILLAS	199,000	185,000	6/20/2012
6987	MUIRFIELD I	399,000	372,500	1/11/2012
6993	MUIRFIELD I	389,000	370,000	5/21/2012
24	NIGHT HERON	225,000	200,000	1/27/2012
12	NIGHT HERON	199,500	195,000	2/23/2012
561	OCEAN COURSE VILLAS	399,000	370,000	2/16/2012
557	OCEAN COURSE VILLAS	539,000	500,000	5/7/2012

*Statistical Data courtesy Hilton Head Multiple Listing Service as of July 30, 2012 .
The data contained herein has not been reviewed by the Multiple Listing Service of Hilton Head, SC
but is believed to be accurate.

Sea Pines Villas sold Jan. 1-June 30, 2012 continued

#	<u>COMPLEX NAME</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
463	PLANTATION CLUB VILLAS	275,000	243,000	2/13/2012
514	PLANTATION CLUB VILLAS	285,000	280,000	2/15/2012
469	PLANTATION CLUB VILLAS	299,000	275,000	3/6/2012
527	PLANTATION CLUB VILLAS	299,000	270,000	4/12/2012
1607	PORT VILLAS	340,000	285,000	2/17/2012
1617	PORT VILLAS	349,000	320,000	3/20/2012
2357	RACQUET CLUB VILLAS	199,000	185,000	3/12/2012
2321	RACQUET CLUB VILLAS	219,000	205,000	4/30/2012
2319	RACQUET CLUB VILLAS	173,900	164,000	5/4/2012
2334	RACQUET CLUB VILLAS	249,000	235,000	5/17/2012
2861	RESIDENTS CLUB VILLAS	269,000	242,000	2/16/2012
2828	RESIDENTS CLUB VILLAS	479,000	380,000	5/15/2012
2858	RESIDENTS CLUB VILLAS	379,000	340,000	6/8/2012
719	SCHOONER COURT VILLAS	1,000,000	1,000,000	6/25/2012
1468	SOUND VILLAS	875,000	800,000	3/1/2012
1909	SOUTH BEACH CLUB VILLAS	749,000	705,000	4/30/2012
1907	SOUTH BEACH CLUB VILLAS	689,000	650,000	6/20/2012
190	TWIN OAKS VILLAS	635,000	635,000	3/5/2012
210	TWIN OAKS VILLAS	329,000	315,000	6/15/2012
182	TWIN OAKS VILLAS	318,000	295,000	6/29/2012
51	WOODBINE VILLAS	379,000	350,000	3/28/2012

Sea Pines Lots sold Jan. 1-June 30, 2012

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
58 N Sea Pines Dr	599,000	550,000	2/28/2012
11 Marshview Dr	295,000	295,000	3/6/2012
12 Calibogue Cay Rd	2,700,000	2,400,000	3/9/2012
56 Hearthwood Dr	289,500	282,500	5/4/2012
25 Deer Run Ln	329,000	275,000	6/7/2012

*Statistical Data courtesy Hilton Head Multiple Listing Service as of June 30, 2012 . The data contained herein has not been reviewed by the Multiple Listing Service of Hilton Head, SC., but is believed to be accurate.