



Sea Pines Real Estate Update

\$\$\$ 2013 Mid-Year Review \$\$\$ (Jan.-June year to year)

2013 2012

HOMES

Homes Sold.....	101	.....93.
Average Price.....	\$775,099	.....\$941,207.
Median Price.....	\$585,000	.....\$605,000.
Days on Market.....	168	.....166
Total Home Sales.....	\$78,285,025.	.....\$87,532,213.

VILLAS

Villas Sold.....	74	.....66
Average Price.....	\$401,934	.....\$358,815.
Median Price.....	\$361,000	.....\$325,000.
Days on Market.....	128	.....213
Total Villa Sales.....	\$29,743,122	.....\$23,681,800.

LOTS

Lots Sold.....	8	.....5.
Average Price.....	\$935,813	.....\$760,500.
Median Price.....	\$680,000	.....\$295,500.
Days on Market.....	212	.....159
Total Lot Sales.....	\$7,486,500	.....\$3,802,500.

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

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

2013:....\$115,514,647. 2012:....\$115,016,513.

Sales Figures as reported by Multiple Listing Service of Hilton Head Island, June 30, 2013.

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

Nationally, the media reports a housing market that is showing major signs of recovery & in some places showing movement more towards a “sellers” market. *Locally* it is important to understand that *sales here have been driven very specific to price point*. The island (as you read in my Hilton Head newsletter) is trending up

as well. But be sure to look at what & where the sales are occurring. Sales for lower priced properties is close to the range of a sellers market. Sales for higher priced properties is still turned towards a buyers market. **Sea Pines** has many higher priced properties, so even though the trending is good, will still show slower gains.

That being said, Sea Pines sold only \$525,000 more in homes, villas & lot sales the first six months of this year. Still good news because that is 9% more properties sold than 2012 mid-year. But...still indicative of slumping prices & slow to sell higher priced properties.

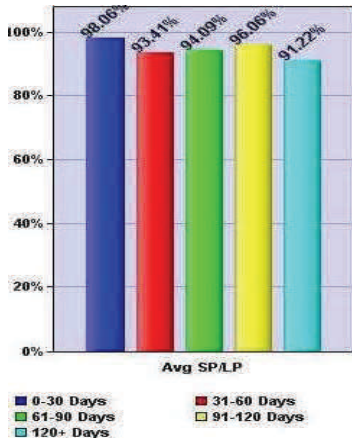
So let’s look at how **the 101 Home Sales** from Jan.-June, 2013 breakout:

Price Range	Quantity
\$99,999 or under	0
\$100,000 - \$199,999	0
\$200,000 - \$399,999	25
\$400,000 - \$599,999	27
\$600,000 - \$799,999	16
\$800,000 - \$999,999	13
\$1,000,000 - \$1,499,999	6
\$1,500,000 - \$1,999,999	10
\$2,000,000 - \$2,499,999	3
\$2,500,000 - \$2,999,999	0
\$3,000,000 - \$3,999,999	1
\$4,000,000 - \$4,999,999	0
\$5,000,000 - \$7,499,999	0
\$7,500,000 - \$9,999,999	0
\$10,000,000 or over	0
Total	101

- As was true for Hilton Head Island, the biggest selling price range for Sea Pines was \$200,000-600,000 with 51% of sales.
- Sea Pines saw 20% of home sales over \$1 million, while the island only saw 12% of home sales over \$1 million. Of those 20 homes sold in Sea Pines, half were between \$1.5 & \$2 million. These #'s will increase as the market continues to improve.
- One oceanfront lot sold for \$3.6 million and was listed by our company, Lancaster Real Estate Sales.

On The Market

Currently there are **183 homes for sale** year to date in **2013**. That is down from **208 in 2012**, & down from the **highest # of 254 in 2008**. That is a **30% decrease** in inventory over the last 5 years. Similar to the island, Sea Pines decrease in inventory is trending good.



Some more good news is that list price to sales price is improving. Of course that depends on properties being priced accurately.

Current inventory breakdown:

- \$200,000-\$399,999 — 14 homes for sale.
- \$400,000-\$599,999 — 36 homes for sale.
- \$600,000-\$799,999 — 23 homes for sale.
- \$800,000-\$999,999 — 30 homes for sale.
- \$1,000,000-\$1,499,999 — 33 homes for sale.
- \$1.5-\$1,999,999 — 18 homes for sale.
- \$2 million-\$2,999,999 — 15 homes for sale.
- \$3 million-\$3,999,999 — 7 homes for sale.
- \$4 million-\$4,999,999 — 3 homes for sale.
- \$5 million-\$7,499,999 — 3 homes for sale.
- \$7.5 million+ — 1 home for sale.



20% of all Sea Pines Home buyers this year were over 1 million. That is down from 2012's mid-year by 8%. 44% of the current inventory in Sea Pines is over \$1 million. Sea Pines still has more inventory in the upper price ranges than there are available buyers. While the trending and pacing is good, patience is still needed.

74 Villa Sales Jan.-June, 2013 break out like this:

Price Range	Quantity
\$99,999 or under	0
\$100,000 - \$199,999	3
\$200,000 - \$399,999	46
\$400,000 - \$599,999	14
\$600,000 - \$799,999	9
\$800,000 - \$999,999	1
\$1,000,000 - \$1,499,999	1

Sea Pines Villa sales are doing quite well. Average & median price are both up, number of villas sold & dollar volume are all up for our mid-year look. Again, pricing was key.

Currently there are **112 villas on the market** in Sea Pines. The best price range of sales was from \$200,000-\$399,999 with 62% of sales here. Current inventory has 56% of villas in this price range. Sea Pines current villas on the market is in line with mirroring the buying market. Look for good sales here throughout the rest of 2013.

**The villas that sold the most so far was Heritage Villas. Not surprising, since it is perhaps one of the best maintained & improved villa complexes in Sea Pines.

The table below shows the number of homes and villas that went **Under Contract monthly, for **each month of 2013** compared to each month over the last 9 years. The % is comparison only to each month of 2012.

Homes Under Contract by Month-Sea Pines

Villas under contract by Month-Sea Pines

Dates	Homes Under Contract									% of prev. year	Villas under contract									% of prev. year	
	2005	2006	2007	2008	2009	2010	2011	2012	2013		2005	2006	2007	2008	2009	2010	2011	2012	2013		
JAN.	22	12	19	17	5	10	12	14	15	107%	JAN.	15	9	9	4	1	4	4	11	5	45%
FEB.	31	12	16	19	12	8	17	14	21	150%	FEB.	12	6	8	7	4	4	9	8	14	175%
MAR.	36	20	12	10	7	12	28	15	17	113%	MARCH	27	12	7	5	8	4	7	16	12	75%
APRIL	28	17	14	14	13	13	15	22	19	86%	APRIL	38	12	10	10	5	6	4	15	22	147%
MAY	22	19	14	13	14	11	14	14	27	193%	MAY	23	12	7	6	8	5	5	15	17	113%
JUNE	33	14	20	12	12	15	12	16	10	63%	JUNE	16	13	6	5	10	7	8	13	10	77%

*Statistical Data courtesy Hilton Head Multiple Listing Service as of July 31, 2013 .
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, 2013

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
11 Acorn Ln	420,000	400,000	6/10/2013
13 Acorn Ln	259,900	252,000	5/28/2013
20 Acorn Ln	219,900	220,000	4/18/2013
31 Acorn Ln	399,000	370,000	4/5/2013
43 Acorn Ln	339,000	324,900	3/18/2013
11 Audubon Pond Rd	1,095,000	950,000	4/30/2013
32 Audubon Pond Rd	1,295,000	1,175,000	6/6/2013
7 Baynard Cove Rd	998,000	920,000	5/30/2013
46 Baynard Cove Rd	1,200,000	1,200,000	1/14/2013
72 Baynard Cove Rd	629,000	600,000	6/14/2013
4 Baynard Cove Road	775,000	775,000	3/21/2013
42 Baynard Park Rd	1,599,000	1,500,000	6/10/2013
1 S Beach Ln	940,000	842,000	5/13/2013
16 Belted Kingfisher	991,500	950,000	2/22/2013
3 Black Duck Rd	1,500,000	1,400,000	3/28/2013
9 N Calibogue Cay Rd	2,060,000	2,000,000	5/16/2013
7 Cannon Row	399,000	375,000	3/27/2013
8 Club Course Dr	519,000	505,000	5/24/2013
76 Club Course Dr	549,000	516,500	5/31/2013
84 Club Course Dr	429,000	419,000	4/17/2013
99 Club Course Dr	595,000	555,000	3/25/2013
132 Club Course Dr	599,000	575,000	3/1/2013
164 Club Course Dr	599,000	585,000	6/24/2013
180 Club Course Dr	449,900	439,000	4/4/2013
19 Columbine Lane	594,999	565,000	6/28/2013
55 Deer Run Ln	699,000	610,000	2/4/2013
7 Evergreen Ln	359,000	340,000	2/28/2013
94 Forest Dr	449,000	409,000	4/15/2013
8 Gadwall Rd	2,100,000	1,950,000	6/25/2013
9 Genoa Ct	799,000	800,000	6/7/2013
17 Governors Rd	549,000	512,000	4/30/2013
46 Governors Rd	949,000	930,000	5/2/2013
79 Governors Rd	415,000	360,000	3/26/2013
92 Governors Rd	459,000	425,000	3/5/2013
14 Green Heron Rd	999,000	965,000	6/27/2013
21 Green Heron Rd	1,895,000	1,735,000	6/13/2013
9 Greenwood Ct	1,295,000	1,020,000	3/1/2013
25 Gull Point Rd	1,099,000	945,000	5/20/2013
26 Gunnery Ln	475,000	414,000	3/1/2013
8 Harleston Grn	799,000	754,500	1/29/2013
30 Heritage Rd	1,899,000	1,750,000	6/28/2013
61 Heritage Rd	1,990,000	1,890,000	5/1/2013
14 Indigo Ln	519,900	495,000	4/15/2013
14 Isle Of Pines Dr	399,000	370,000	5/30/2013

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Sea Pines Homes sold Jan. 1-June 30, 2013 continued.

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
7 Jessamine Pl	499,000	450,000	6/3/2013
6 Lands End Ct	774,900	740,000	5/9/2013
43 Lawton Rd	299,900	325,000	3/8/2013
45 Lawton Rd	272,250	301,125	5/29/2013
53 Lawton Rd	349,000	327,500	3/22/2013
65 Lawton Rd	399,000	381,000	5/24/2013
11 S Live Oak Rd	875,000	775,000	6/28/2013
22 Marsh View Dr	1,100,000	950,000	1/30/2013
26 Marsh View Dr	999,000	950,000	5/13/2013
3 Mockingbird Ln	599,000	580,000	4/30/2013
3 Night Heron Lakeside	420,000	415,000	3/21/2013
4 Night Heron Lakeside	439,000	385,000	6/13/2013
11 Oak Ct	379,900	365,000	3/7/2013
26 Oak Ct	299,900	282,000	2/22/2013
42 Old Military Rd	749,000	670,000	6/20/2013
72 Otter Rd	347,500	340,000	5/31/2013
88 Otter Rd	335,000	325,000	4/12/2013
103 Otter Rd	319,000	298,000	5/1/2013
163 Otter Rd	279,000	270,000	3/25/2013
43 Oyster Landing Ln	899,000	840,000	5/6/2013
1 Pine Ct	300,000	275,000	5/31/2013
9 Pine Island Rd	799,000	744,000	2/6/2013
53 Planters Wood Dr	569,000	530,000	6/12/2013
3 Pyxie Ln	1,395,000	1,300,000	4/30/2013
22 Red Cardinal Rd	2,295,000	2,135,000	5/9/2013
23 Ruddy Turnstone Rd	895,000	735,000	6/11/2013
12 Sandhill Crane Rd	1,349,000	1,175,000	4/26/2013
24 Sandhill Crane Rd	3,575,000	3,257,500	4/16/2013
2 Scaup Ct	529,999	505,000	4/5/2013
5 N Sea Pines Dr	476,300	440,000	6/17/2013
58 N Sea Pines Dr	2,495,000	2,150,000	6/7/2013
80 N Sea Pines Dr	1,950,000	1,725,000	4/30/2013
227 S Sea Pines Dr	779,900	650,000	5/10/2013
18 Shell Ring Rd	549,000	520,000	2/14/2013
19 Shell Ring Rd	435,000	398,500	2/14/2013
11 Spanish Moss Rd	629,000	608,000	2/22/2013
15 Spartina Crescent	699,000	660,000	6/27/2013
35 Stoney Creek Rd	599,000	562,500	3/15/2013
28 Surf Scoter Rd	1,800,000	1,600,000	1/28/2013
21 Tupelo Rd	699,000	650,000	1/9/2013
4 Turnberry Lane	1,949,500	1,740,000	6/21/2013
6 Turnberry Ln	599,000	540,000	4/29/2013
12 Twin Pines Ct	849,000	737,000	1/22/2013
36 Twin Pines Rd	2,295,000	1,850,000	3/28/2013

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Sea Pines Homes sold Jan. 1-June 30, 2013 continued.

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
21 W Beach Lagoon Rd	1,800,000	1,500,000	1/31/2013
18 Wagon Rd	529,000	500,000	5/20/2013
37 Water Oak Dr	339,000	322,500	6/20/2013
6 Willow Oak Rd W	699,000	675,000	6/28/2013
17 Windjammer Ct	625,000	625,000	6/14/2013
13 Wisteria Ln	519,000	495,000	4/1/2013
14 Wood Duck Ct	529,000	480,000	5/10/2013
24 Wood Duck Ct	324,900	315,000	5/13/2013
9 Wood Duck Rd	649,000	585,000	4/10/2013
8 Woodbine Pl	998,500	912,500	3/28/2013
21 Wren Dr	995,000	930,000	3/28/2013

Sea Pines Lots sold Jan. 1-June 30, 2013

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
19 Baynard Cove Rd	995,000	675,000	6/12/2013
3 S Beach Lagoon Dr	3,995,000	3,600,000	3/19/2013
10A Beach Lagoon Rd	1,100,000	1,000,000	5/28/2013
4 Belted Kingfisher	794,000	685,000	6/21/2013
94 Club Course Dr	189,000	172,500	1/17/2013
4 Piping Plover Rd	999,000	914,000	3/25/2013
3 Sweet Gum Ln	130,000	105,000	5/9/2013
24 Wagon Rd	375,000	335,000	6/14/2013

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Sea Pines Villas sold Jan. 1-June 30, 2013

<u>#</u>	<u>COMPLEX NAME</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
309	BEACH LAGOON	589,000	565,000	5/28/2013
301	BEACH LAGOON	679,000	645,000	5/17/2013
303	BEACH LAGOON	695,000	685,000	2/5/2013
1821	BEACHSIDE TENNIS VILLAS	679,000	615,000	5/6/2013
1894	BEACHSIDE TENNIS VILLAS	679,000	630,000	3/22/2013
1826	BEACHSIDE TENNIS VILLAS	699,000	660,000	5/17/2013
1805	BLUFF VILLAS	244,900	227,500	2/27/2013
1726	BLUFF VILLAS	387,500	367,000	6/18/2013
360	BRIARWOOD	374,900	362,000	4/19/2013
371	BRIARWOOD	498,000	467,500	4/15/2013
2624	CALIBOGUE CLUB	299,000	252,500	1/30/2013
2639	CALIBOGUE CLUB	449,000	382,500	5/15/2013
2621	CALIBOGUE CLUB	489,000	450,000	3/28/2013
2625	CALIBOGUE CLUB	539,000	519,000	5/30/2013
1036	CARAVEL COURT	312,000	283,500	6/28/2013
904	CUTTER COURT VILLAS	299,000	300,000	6/25/2013
79	FAIRWAY LANE VILLAS	399,000	366,000	5/16/2013
2503	FAIRWAY OAKS VILLAS	375,000	335,000	5/3/2013
2511	FAIRWAY OAKS VILLAS	395,000	380,000	4/1/2013
2	FAIRWAY ONE VILLAS	749,000	725,000	6/4/2013
348	GREENWOOD GARDEN VILLAS	299,000	276,250	5/23/2013
354	GREENWOOD GARDEN VILLAS	335,000	300,000	5/30/2013
315	GREENWOOD GARDEN VILLAS	349,000	311,000	2/12/2013
1113	HARBOUR SOUTH VILLAS	539,000	500,000	3/25/2013
1253	HARBOURTOWN CLUB VILLA	379,500	379,000	6/10/2013
2266	HERITAGE VILLAS	319,000	304,000	3/28/2013
2229	HERITAGE VILLAS	349,000	328,500	4/15/2013
2298	HERITAGE VILLAS	337,500	330,000	5/3/2013
2300	HERITAGE VILLAS	369,000	333,000	3/18/2013
2249	HERITAGE VILLAS	369,000	341,000	6/11/2013
2238	HERITAGE VILLAS	389,000	357,500	1/22/2013
2251	HERITAGE VILLAS	396,500	375,000	6/14/2013
2204	HERITAGE VILLAS	399,000	380,000	6/10/2013
2274	HERITAGE VILLAS	489,900	390,000	6/18/2013
2284	HERITAGE VILLAS	419,900	426,000	1/16/2013
2456	INLAND HARBOUR	499,000	485,000	6/28/2013
825	KETCH COURT VILLAS	215,000	205,000	3/27/2013
829	KETCH COURT VILLAS	295,000	280,000	1/10/2013
891	KETCH COURT VILLAS	342,000	342,000	5/8/2013
856	KETCH COURT VILLAS	449,000	417,500	6/5/2013
860	KETCH COURT VILLAS	485,000	455,000	4/9/2013

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Sea Pines Villas sold Jan. 1-June 30, 2013 continued

<u>#</u>	<u>COMPLEX NAME</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>
1593	LAGOON VILLA	424,500	400,000	4/2/2013
1581	LAGOON VILLA	569,000	550,000	6/7/2013
1583	LAGOON VILLA	564,500	550,000	6/28/2013
3317	LAKE FOREST VILLA	249,000	254,000	3/28/2013
3344	LAKE FOREST VILLA	385,000	360,000	1/18/2013
109	LAWTON VILLAS	295,000	270,000	5/16/2013
111	LAWTON VILLAS	348,500	317,000	6/28/2013
121	LAWTON VILLAS	424,000	394,000	6/4/2013
1087	LIGHTHOUSE I VILLAS	1,080,000	955,000	6/27/2013
23	LIGHTHOUSE ROAD VILLAS	285,000	252,500	6/25/2013
22	LIGHTHOUSE ROAD VILLAS	285,000	270,000	5/8/2013
5	LIGHTHOUSE ROAD VILLAS	429,000	398,000	3/28/2013
2384	LIGHTHOUSE TENNIS VILLAS	195,000	175,000	3/27/2013
24	NIGHT HERON	289,900	260,000	6/28/2013
548	OCEAN COURSE VILLAS	479,000	460,000	5/24/2013
425	PLANTATION CLUB VILLAS	319,000	302,500	3/1/2013
530	PLANTATION CLUB VILLAS	319,000	304,900	5/31/2013
490	PLANTATION CLUB VILLAS	369,000	330,000	4/2/2013
506	PLANTATION CLUB VILLAS	370,000	360,000	6/10/2013
501	PLANTATION CLUB VILLAS	399,000	377,000	4/30/2013
1602	PORT VILLAS	525,000	525,000	2/13/2013
2346	RACQUET CLUB VILLAS	189,000	170,000	1/25/2013
2862	RESIDENTS CLUB VILLAS	249,900	249,000	6/13/2013
714	SCHOONER COURT VILLAS	699,000	690,000	5/2/2013
2038	SEA LOFT	249,000	239,000	4/10/2013
2003	SEA LOFT	299,000	275,000	2/28/2013
2026	SEA LOFT	333,000	315,000	5/8/2013
1411	SOUTH BEACH VILLAS	799,000	657,072	2/8/2013
256	STONE CREEK VILLAS	262,350	175,000	4/25/2013
256	STONE CREEK VILLAS	234,900	234,900	6/6/2013
277	STONE CREEK VILLAS	249,900	240,000	2/28/2013
36	TURTLE LANE CLUB VILLAS	795,000	700,000	2/19/2013
4002	TURTLE LANE CLUB VILLAS	1,400,000	1,000,000	6/24/2013

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