



2015 Sea Pines Mid-Year Newsletter

from Felice LaMarca

"your source for exceptional homes"

toll free (877)671-6702 *local (843)671-6702



REALTOR® Service Award Broker Associate

LIFE Member REALTOR® Distinguished Sales Award

Located near Shelter Cove Town Center *23B Shelter Cove Lane, Suite 100A, Hilton Head, SC 29928

email: Felice@FeliceLaMarca.com *visit me on line @www.FeliceLaMarca.com

Sea Pines Real Estate Update

\$\$\$ 2015 Mid-Year Review \$\$\$
(Jan.-June year to year)

2015 2014

HOMES

Homes Sold.....	94	79.
Average Price.....	\$712,954	\$793,612.
Median Price.....	\$572,500	\$650,000.
Days on Market.....	159	173
Total Home Sales.....	\$67,017,696.	\$62,695,309.

VILLAS

Villas Sold.....	59	50
Average Price.....	\$409,097	\$420,374.
Median Price.....	\$355,000	\$328,000.
Days on Market.....	201	206
Total Villa Sales.....	\$24,136,712	\$21,018,700.

LOTS

Lots Sold.....	13	13.
Average Price.....	\$512,692	\$301,231.
Median Price.....	\$365,000	\$280,000.
Days on Market.....	311	276
Total Lot Sales.....	\$6,665,000	\$3,916,000.

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

for Residential Homes, Lots, & Villas, Jan.-June,
2015:....\$97,819,408. 2014:...\$87,630,009.

Sales Figures as reported by Multiple Listing Service
of Hilton Head Island, June 30, 2015.

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

94 Home Sales

from
Jan.-June,
2015
break out
like this:



Price Range	Quantity
\$99,000 or under	0
\$100,000-\$199,999	0
\$200,000-\$399,999	19
\$400,000-\$599,999	29
\$600,000-\$799,999	18
\$800,000-\$999,999	11
\$1,000,000-\$1,499,999	12
\$1,500,000-\$1,999,999	3
\$2,000,000-\$2,499,999	
\$2,500,000-\$2,999,999	
\$3,000,000-\$3,999,999	2

QUICK FACTS:

- Hilton Head Island sold 61% of homes under \$600,000. **Sea Pines sold 51%** of home sales under \$600,000.
- Hilton Head Island sold 27% of homes from \$600,000 to \$1 million. **Sea Pines sold 31%** from \$600,000-\$1 million.
- Hilton Head Island sold 12% of homes over \$1 million. **Sea Pines sold 18%** of home sales over \$1 million.
- *Sales price to list price* is the amount a home sells for compared to its list price. The average is 90% & the median is 92% in Sea Pines.

PRICE ANALYSIS:

The price range that sold the most homes for the island, (\$400,000 to \$600,000 with \$200,000-\$400,000 close behind,) is also true for Sea Pines home sales. The buyers decreased considerably after \$800,000 and almost all dropped out over \$1.5 million. Sea Pines inventory is not plentiful under \$600,000. Therefore, we may see sales slow down the last half of this year if the big spenders don't come back.



Sea Pines gained **\$10.2 million** (almost a 12% increase) mid-year 2015. Homes, Villas & Lot sales all increased in dollar sales

mid-year 2015 over last year. Median & average prices increased in Villas & Lots, but decreased 12% in Home sales. Strong signal that the lower price ranges are still selling much stronger than the upper. A look at the price breakout will show you where home sales are.

Current Home Inventory

Currently there are **150 homes for sale** year to date in **2015**. That is **down** considerably (20%) from **187 in 2014**, as well as down from **183 in 2013**, **208 in 2012**, & down from the **highest # of 254 in 2008**.

A **59% decrease** in inventory over the last 7 years, is very healthy. Upper price range buyers should heed their counterparts in the lower price ranges. This should be an indication to buyers to not wait too long before making their "beach house" purchase.

Home Inventory Currently on the market:

- \$200,000-\$399,999————9 homes for sale.
- \$400,000-\$599,999————20 homes for sale.
- \$600,000-\$799,999————26 homes for sale.
- \$800,000-\$999,999————22 homes for sale.
- \$1,000,000-\$1,499,999——26 homes for sale.
- \$1.5-\$1,999,999————20 homes for sale.
- \$2 million-\$2,999,999——17 homes for sale.
- \$3 million-\$3,999,999——4 homes for sale.
- \$4 million-\$4,999,999——2 homes for sale.
- \$5 million-\$7,499,999——3 homes for sale.
- \$7.5 million-\$9,999,999——1 homes for sale.

Currently Sea Pines has 77% of home inventory over \$1 million and 19% (or 29 homes) under \$600,000. 59% of the Buyers, so far this year, are in the under \$600,000 price range. We need to watch the monthly sales figures closely to see where the year may end up.

59 Villa Sales Jan.-June, 2015 break out like this:



<u>Price Range</u>	<u>Quantity</u>
\$99,000 or under	0
\$100,000-\$199,999	3
\$200,000-\$299,999	13
\$300,000-\$399,000	26
\$400,000-\$599,999	11
\$600,000-\$799,999	4
\$800,000-\$999,999	
\$1,000,000-\$1,499,999	
\$1,500,000-\$1,999,999	2



Sea Pines Villa sales are up 18% from last mid-year. A gain of \$3.1 million to the Sea Pines market. The largest selling price range on HHI is \$100,000-\$300,000, but in Sea Pines it is \$300,000-\$400,000. However, we saw nearly double the sales in \$200,000-\$300,000 & a 75% increase in \$400,000-\$600,000. A welcomed sign that although the increase shows that the buyers are still buying the lower priced villas, they have begun to buy the mid-range priced villas, too. There are only **88 villas currently** on the market in Sea Pines. Down **29% from 124 villas on the market in 2014 mid-year**. **55%** are in the best selling ranges up to \$400,000.

**The villas that sold the most so far this year were: Heritage Villa (9), Bluff Villas (5) & Plantation Club Villas (5). All others sold 3 or less.

Villa average & median Sales prices were 94% of their List prices.

The table below shows the number of homes and villas that went **Under Contract monthly, for each month of **2015** compared to each month over the last 10 years. The % comparison is to 2014 only.

Remember that not all homes that go under contract actually make it to closing.

Interesting in this 10 year tracking of Homes & Villas, is that the number of monthly sales each year has still not exceeded the number of monthly sales of 2005, which was the peak year of the market.

Homes Under Contract by Month-Sea Pines

Villas under contract by Month-Sea Pines

Date												%	Date												%
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015			diff.	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	
JAN.	22	12	19	17	5	10	12	14	15	7	17	243%	JAN.	15	9	9	4	1	4	4	11	5	7	10	143%
FEB.	31	12	16	19	12	8	17	14	21	13	16	123%	FEB.	12	6	8	7	4	4	9	8	14	5	9	180%
MAR.	36	20	12	10	7	12	28	15	17	16	21	131%	MARCH	27	12	7	5	8	4	7	16	12	6	15	250%
APRIL	28	17	14	14	13	13	15	22	19	15	12	80%	APRIL	38	12	10	10	5	6	4	15	22	12	10	83%
MAY	22	19	14	13	14	11	14	14	27	21	15	71%	MAY	23	12	7	6	8	5	5	15	17	18	13	72%
JUNE	33	14	20	12	12	15	12	16	10	13	30	231%	JUNE	16	13	6	5	10	7	8	13	10	11	19	173%

This information is based on data provided by Multiple Listing Service of Hilton Head Island, Inc. ("HHIMLS") for the period January 1, 2015 through June 30th, 2015. HHIMLS does not guarantee and is not in any way responsible for its accuracy. Data provided by HHIMLS may not reflect all real estate activity in the market.

(94) Sea Pines Homes sold Jan. 1-June 30, 2015

<u>STREET ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>	<u>DAYS ON MARKET</u>
9 Acorn Ln	490,000	460,000	3/5/2015	379
10 Bateau Rd	799,000	740,000	3/3/2015	237
38 Battery Rd	679,000	659,000	6/5/2015	43
28 Baynard Cove Rd	1,699,000	1,617,500	5/18/2015	394
31 Baynard Cove Rd	779,000	775,000	4/23/2015	2
65 Baynard Park Rd	1,795,000	1,795,000	1/2/2015	3
31 S Beach Ln	1,139,999	1,050,000	5/22/2015	732
9 Black Skimmer Rd	999,000	950,000	6/22/2015	21
5 Cannon Row	669,000	623,000	2/19/2015	79
16 Cedar Wax Wing Rd	3,850,000	3,500,000	5/8/2015	42
23 Club Course Dr	475,000	450,000	2/27/2015	263
111 Club Course Dr	595,000	560,000	6/29/2015	114
140 Club Course Dr	552,500	530,000	2/3/2015	60
166 Club Course Dr	579,000	550,000	4/16/2015	7
173 Club Course Dr	769,000	700,000	2/27/2015	0
188 Club Course Dr	549,000	534,500	3/31/2015	20
2 Club Course Ln	429,000	402,000	4/14/2015	48
1 Cotton Ln	429,000	405,000	3/16/2015	454
16 Duck Hawk Rd	1,195,000	1,100,000	2/20/2015	110
7 Evergreen Ln	399,000	386,000	3/24/2015	29
5 Fawn Ln	314,000	300,000	2/27/2015	120
6 Fawn Ln	269,000	268,000	3/24/2015	10
17 Governors Ln	775,000	750,000	3/2/2015	29
52 Governors Ln	499,900	485,000	3/24/2015	94
1 Governors Rd	749,000	727,000	3/2/2015	3
90 Governors Rd	799,000	760,000	5/29/2015	94
4 Greenwood Ct	829,000	785,000	6/1/2015	16
253 Greenwood Dr	499,000	425,000	3/10/2015	73
10 Grey Widgeon Rd	874,000	874,000	3/30/2015	52
42 Gull Point Rd	1,195,000	1,100,000	1/23/2015	7
8 Heritage Ct	699,000	655,000	1/20/2015	287
28 Heritage Rd	879,000	840,000	5/1/2015	629
11 Isle Of Pines Dr	405,000	392,500	3/25/2015	125
8 Jessamine Pl	949,000	900,000	3/24/2015	183
48 Lands End Rd	1,399,000	1,175,000	2/5/2015	249
53 Lawton Rd	389,000	389,000	3/12/2015	30
77 Lawton Rd	250,000	250,000	2/27/2015	13
89 Lawton Rd	324,000	315,000	3/25/2015	328
17 S Live Oak Rd	1,147,000	1,100,000	3/2/2015	178
25 Long Marsh Ln	799,000	750,000	5/11/2015	254
7 Magnolia Crescent Rd	1,170,000	1,040,000	4/15/2015	133
1 Merganser Ct	499,000	465,000	6/26/2015	139
6 Newhall Rd	475,000	432,500	4/16/2015	172
43 Oak Ct	399,000	375,000	4/20/2015	246
15 Old Military Rd	559,000	522,255	2/27/2015	504
21 Old Military Rd	599,000	560,000	6/9/2015	37

**This information is based on data provided by Multiple Listing Service of Hilton Head Island, Inc. ("HHIMLS") for the period January 1, 2015 through June 30th, 2015. HHIMLS does not guarantee and is not in any way responsible for its accuracy. Data provided by HHIMLS may not reflect all real estate activity in the market.*

Sea Pines Homes sold Jan. 1-June 30, 2015 continued.

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>	<u>DAYS ON MARKET</u>
52 Otter Rd	254,900	244,000	2/13/2015	76
86 Otter Rd	284,900	275,000	3/24/2015	61
140 Otter Rd	359,000	326,666	3/13/2015	332
141 Otter Rd	269,900	259,900	4/29/2015	91
17 Oyster Catcher Rd	1,749,000	1,650,000	6/19/2015	118
21 Oyster Catcher Rd	3,495,000	2,900,000	3/20/2015	352
52 Oyster Landing Ln	535,000	450,000	3/9/2015	113
13 Pender Ln	350,000	340,000	3/25/2015	6
1 Pine Ct	629,000	595,000	5/20/2015	21
9 Pine Ct	549,000	510,000	4/14/2015	164
30 Pine Island Ct	649,000	605,000	3/5/2015	3
30 Pine Island Rd	624,500	605,000	4/20/2015	90
72 Plantation Dr	1,349,000	1,250,000	4/6/2015	272
41 Planters Wood Dr	685,000	638,750	6/12/2015	257
6 Portside Dr	949,000	925,000	1/13/2015	126
4 Possum Ln	279,000	260,000	2/17/2015	55
4 Red Maple Rd	848,000	800,000	1/22/2015	57
3 Rice Ln	399,000	375,000	6/16/2015	123
3 Saint Andrews Pl	749,000	710,000	5/20/2015	39
20 Sandfiddler Rd	609,000	577,500	6/8/2015	68
39 Sandfiddler Rd	419,000	400,000	6/29/2015	666
140 N Sea Pines Dr	599,000	570,000	5/27/2015	66
6 Seaside Sparrow Rd	1,199,000	1,030,000	4/6/2015	372
12 Seaside Sparrow Rd	1,449,000	1,449,000	5/18/2015	190
28 Shell Ring Rd	515,000	485,000	4/30/2015	6
15 Spartina Ct	899,000	850,000	1/29/2015	139
26 Spartina Ct	489,000	475,000	1/12/2015	2
18 Surf Scoter Rd	949,000	865,000	4/6/2015	45
7 Sylvan Ln	895,000	845,000	6/8/2015	249
5 Tupelo Rd	579,000	550,000	2/23/2015	339
15 Twin Pines Rd	599,000	575,000	2/27/2015	105
15 Wagon Rd	599,000	550,000	6/19/2015	651
8 Water Oak Dr	365,000	300,000	4/6/2015	470
14 Water Oak Dr	294,900	310,000	5/29/2015	112
19 Water Oak Dr	432,500	402,500	1/23/2015	116
1 Wildwood Ct	375,000	366,000	5/28/2015	133
13 Wildwood Rd	479,000	420,000	5/11/2015	105
17 Wildwood Rd	409,000	392,000	4/29/2015	4
3 Willet Rd	899,000	848,125	4/10/2015	65
41 Willow Oak Rd W	719,000	693,000	3/12/2015	82
8 Windjammer Ct	595,000	570,000	6/19/2015	223
27 Windjammer Ct	1,065,000	1,030,000	1/22/2015	149
5 Wood Duck Ct	399,000	375,000	3/16/2015	146
30 Wood Duck Ct	294,000	286,000	5/19/2015	42
12 Wood Ibis Rd	1,399,000	1,277,000	4/3/2015	381
20 Wood Ibis Rd	1,295,000	1,150,000	3/30/2015	257
48 Woodbine Pl	599,000	525,000	2/10/2015	318
13 Wren Drive	749,000	710,000	5/28/2015	114

(59) Sea Pines Villas sold Jan. 1-June 30, 2015

VILLA #	COMPLEX NAME	LIST PRICE	SALES PRICE	SOLD DATE	DAYS ON MARKET
312	BEACH LAGOON	595,000	540,000	1/5/2015	129
1852	BEACHSIDE TENNIS VILLAS	700,000	670,000	5/11/2015	463
1758	BLUFF VILLAS	379,000	355,000	6/23/2015	41
1676	BLUFF VILLAS	375,000	355,000	5/18/2015	144
1753	BLUFF VILLAS	327,900	317,612	5/19/2015	8
1768	BLUFF VILLAS	324,000	289,000	2/6/2015	328
1807	BLUFF VILLAS	179,000	166,000	6/18/2015	238
2639	CALIBOGUE CLUB	539,000	515,000	1/7/2015	128
1033	CARAVEL COURT	569,000	506,000	5/1/2015	155
3409	CAROLINA PLACE VILLAS	329,900	312,000	6/18/2015	35
804	CLIPPER COURT	199,000	190,000	3/27/2015	23
2837	CLUB COURSE VILLAS	289,100	289,100	3/12/2015	5
935	CUTTER COURT VILLAS	219,000	200,000	6/30/2015	103
2493	FAIRWAY OAKS VILLAS	399,500	390,000	3/26/2015	83
2542	GLENEAGLE GREEN	569,000	530,000	2/27/2015	19
150A	HARBOURWOOD VILLA	429,000	390,000	5/26/2015	47
2223	HERITAGE VILLAS	439,000	407,500	2/17/2015	188
2270	HERITAGE VILLAS	429,000	407,500	5/7/2015	56
2308	HERITAGE VILLAS	410,000	382,000	6/11/2015	221
2220	HERITAGE VILLAS	399,000	375,000	5/1/2015	64
2258	HERITAGE VILLAS	389,000	370,000	2/20/2015	273
2301	HERITAGE VILLAS	379,900	365,000	6/10/2015	83
2275	HERITAGE VILLAS	377,500	330,000	2/27/2015	388
2208	HERITAGE VILLAS	339,000	310,000	6/29/2015	101
2309	HERITAGE VILLAS	299,000	250,000	3/11/2015	339
2437	INLAND HARBOUR	439,000	412,500	5/29/2015	52
2440	INLAND HARBOUR	375,000	345,000	5/21/2015	46
829	KETCH COURT VILLAS	335,000	315,000	5/28/2015	122
838	KETCH COURT VILLAS	319,000	290,000	5/29/2015	738
881	KETCH COURT VILLAS	166,900	155,000	2/27/2015	1385
3331	LAKE FOREST VILLA	279,000	262,500	5/13/2015	348
120	LAWTON VILLAS	419,900	399,000	5/7/2015	507
108	LAWTON VILLAS	339,000	314,000	3/27/2015	26
1085	LIGHTHOUSE I VILLAS	865,900	795,000	1/23/2015	156
7	LIGHTHOUSE ROAD VILLAS	450,000	420,000	1/2/2015	2
2400	LIGHTHOUSE TENNIS VILLAS	219,900	215,000	5/14/2015	145
17	NIGHT HERON	269,000	250,000	5/19/2015	14

This information is based on data provided by Multiple Listing Service of Hilton Head Island, Inc. ("HHIMLS") for the period January 1, 2015 through June 30th, 2015. HHIMLS does not guarantee and is not in any way responsible for its accuracy. Data provided by HHIMLS may not reflect all real estate activity in the market.

Sea Pines Villas sold Jan. 1-June 30, 2015 continued.

VILLA #	<u>COMPLEX NAME</u>	<u>LIST PRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>	<u>DAYS ON MARKET</u>
541	PLANTATION CLUB VILLAS	399,900	379,500	6/3/2015	544
491	PLANTATION CLUB VILLAS	395,000	370,000	3/27/2015	37
505	PLANTATION CLUB VILLAS	395,000	390,000	5/7/2015	45
430	PLANTATION CLUB VILLAS	339,000	315,000	3/25/2015	143
464	PLANTATION CLUB VILLAS	335,000	316,000	4/22/2015	39
2311	RACQUET CLUB VILLAS	349,000	325,000	1/3/2015	1194
2365	RACQUET CLUB VILLAS	279,000	265,000	6/19/2015	287
2335	RACQUET CLUB VILLAS	275,000	255,000	5/8/2015	207
2824	RESIDENTS CLUB VILLAS	349,000	325,000	6/29/2015	263
2016	SEA LOFT	284,999	264,000	4/15/2015	336
1933	SOUTH BEACH CLUB VILLAS	1,575,000	1,500,000	5/26/2015	51
1903	SOUTH BEACH CLUB VILLAS	829,000	793,000	5/21/2015	17
1912	SOUTH BEACH CLUB VILLAS	799,000	770,000	2/12/2015	394
266	STONE CREEK VILLAS	399,900	377,000	2/27/2015	246
245	STONE CREEK VILLAS	335,000	318,500	5/27/2015	49
259	STONE CREEK VILLAS	275,000	260,000	3/25/2015	215
202	TURTLE LANE CLUB VILLAS	1,595,000	1,550,000	6/22/2015	78
196	TWIN OAKS VILLAS	525,000	490,000	4/30/2015	101
213	TWIN OAKS VILLAS	475,000	450,000	6/30/2015	105
199	TWIN OAKS VILLAS	469,000	444,000	4/15/2015	37
61	WOODBINE VILLAS	349,000	310,000	5/14/2015	40
47	WOODBINE VILLAS	329,000	285,000	2/26/2015	266

(13) Sea Pines Lots sold Jan. 1-June 30, 2015

<u>STREET ADDRESS</u>	<u>LISTPRICE</u>	<u>SALES PRICE</u>	<u>SOLD DATE</u>	<u>DAYS ON MARKET</u>
6 Beaver Lane	109,000	100,000	6/26/2015	5
43 N Calibogue Cay Road	1,795,000	1,600,000	5/29/2015	415
8 Canvasback Road	499,000	425,000	2/20/2015	496
43 Harleston Green	329,000	305,000	2/27/2015	177
18 Heritage Road	379,000	379,000	5/29/2015	1
11 Jessamine Place	659,000	610,000	4/29/2015	1865
51 Lawton Road	129,000	120,000	4/20/2015	34
10 Pine Island Road	349,000	340,000	6/30/2015	52
5 Royal Tern Road	1,249,000	1,249,000	5/11/2015	1
11 Surf Scoter	649,000	635,000	5/18/2015	215
3 Sweet Gum Lane	179,000	172,000	2/27/2015	49
18 Tupelo Road	379,000	365,000	5/11/2015	6
7 Wren Drive	399,000	365,000	1/26/2015	727

This information is based on data provided by Multiple Listing Service of Hilton Head Island, Inc. ("HHIMLS") for the period January 1, 2015 through June 30th, 2015. HHIMLS does not guarantee and is not in any way responsible for its accuracy. Data provided by HHIMLS may not reflect all real estate activity in the market.