

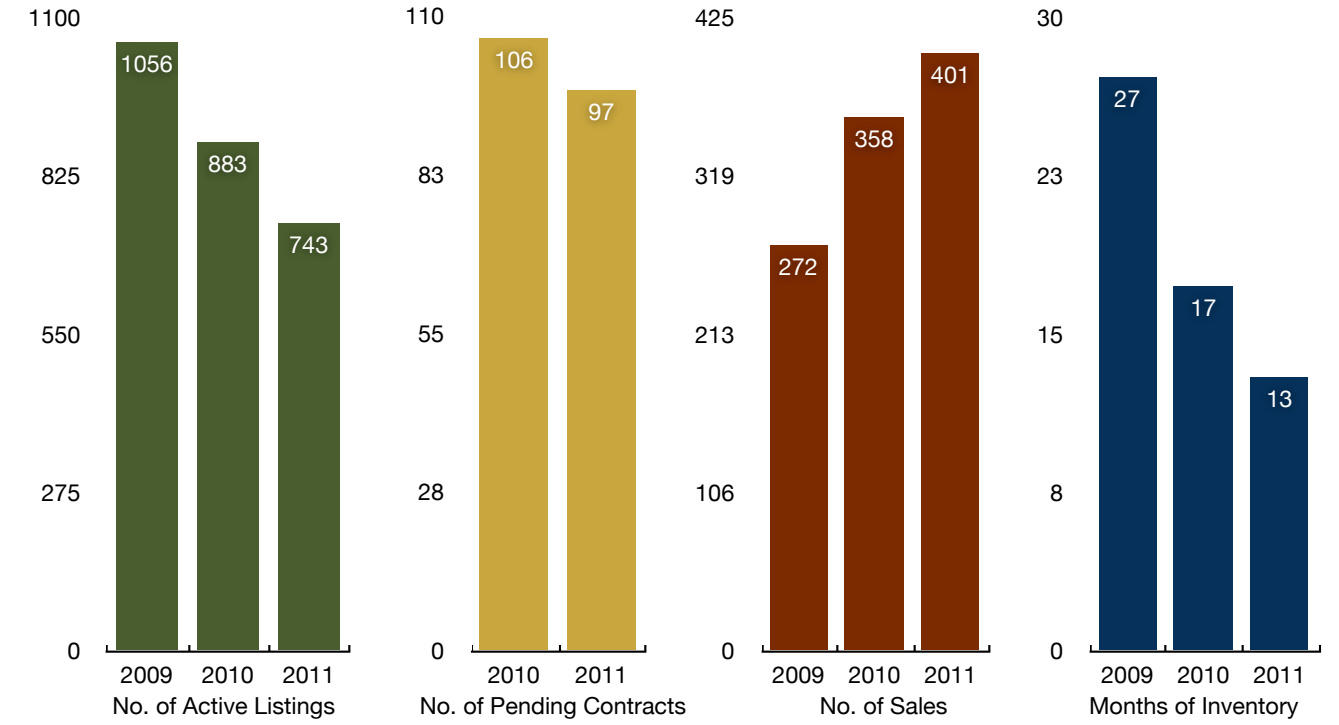


Hilton Head Areas	Total Active			Pending		Total Sold			% change in total sales	Months of Inventory		
Year	2009	2010	2011	2010	2011	2009	2010	2011	10 vs 11	2009	2010	2011
<b>Sea Pines Plantation</b>	230	235	179	19	23	59	79	103	30.0%	27	21	12
<b>Forest Beach</b>	66	47	39	2	2	9	14	15	7.0%	51	24	18
<b>Shipyard</b>	11	8	10	2	0	3	4	5	25.0%	26	14	14
<b>Wexford</b>	58	45	39	2	1	8	13	15	15.0%	51	24	18
<b>Long Cove</b>	29	32	31	2	2	3	9	7	-22.0%	68	25	31
<b>Palmetto Dunes</b>	137	112	95	11	8	22	38	37	-3.0%	44	21	18
<b>Port Royal</b>	51	49	30	7	7	16	13	26	100.0%	22	26	8
<b>Hilton Head Plantation</b>	160	109	99	25	26	77	87	95	9.0%	15	9	7
<b>Palmetto Hall</b>	34	24	28	3	4	10	7	15	114.0%	24	24	13
<b>Indigo Run</b>	52	40	36	7	8	22	23	22	-4.0%	17	12	11
<b>Spanish Wells</b>	25	17	22	1	2	3	9	3	-67.0%	58	13	51
<b>Windmill Harbour</b>	35	31	30	5	2	6	15	5	-67.0%	41	14	42
<b>Off Plantation</b>	168	134	105	20	12	34	47	53	13.0%	35	20	14
<b>Totals</b>	1056	883	743	106	97	272	358	401		27	17	13

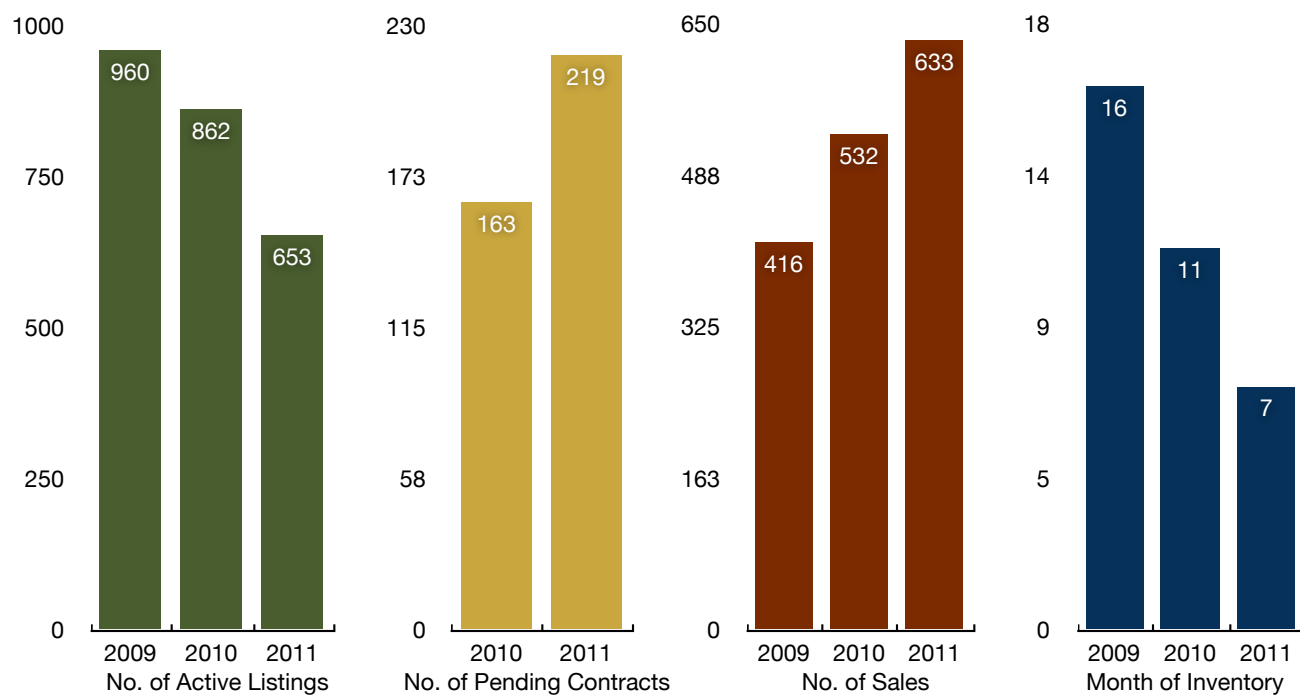
  

Bluffton Areas	Total Active			Pending		Total Sold			% change in total sales	Months of Inventory		
Year	2009	2010	2011	2010	2011	2009	2010	2011	10 vs 11	2009	2010	2011
<b>Moss Creek Plantation</b>	66	66	55	7	10	12	28	33	18.0%	39	17	12
<b>Colleton River</b>	38	24	20	3	1	8	18	4	-78.0%	33	9	35
<b>Belfair Plantation</b>	60	43	42	2	5	5	11	14	27.0%	84	27	21
<b>Rose Hill Plantation</b>	54	58	32	4	7	18	14	31	121.0%	21	29	7
<b>Berkeley Hall</b>	-	-	18	-	4	4	10	15	50.0%	-	-	8
<b>Hampton Hall</b>	-	-	50	-	5	18	21	20	-5.0%	-	-	18
<b>Sun City</b>	218	222	209	45	94	122	173	195	13.0%	13	9	8
<b>Bluffton</b>	524	449	227	102	93	229	257	321	25.0%	16	12	5
<b>Totals</b>	960	862	653	163	219	416	532	633		16	11	7

Hilton Head Areas Totals - Homes



Bluffton-Mainland Areas Totals - Homes



Hilton Head Areas	Average Sale Price			% change in Avg Sale Price	Average Days on Market			% change in DOM	Percent Sale Price vs List Price		
Year	2009	2010	2011	10 vs 11	2009	2010	2011	10 vs 11	2009	2010	2011
<b>Sea Pines Plantation</b>	\$835,935	\$926,955	\$833,820	-10.0%	184	158	185	17.0%	88.4%	92.0%	91.3%
<b>Forest Beach</b>	\$1,311,666	\$1,051,107	\$845,300	-20.0%	215	229	240	5.0%	84.6%	92.5%	93.0%
<b>Shipyard</b>	\$366,666	\$440,625	\$488,400	11.0%	77	191	47	-75.0%	83.3%	91.9%	92.4%
<b>Wexford</b>	\$963,112	\$989,154	\$895,427	-9.0%	176	121	300	148.0%	90.2%	92.8%	94.2%
<b>Long Cove</b>	\$761,666	\$623,889	\$619,593	-1.0%	17	178	173	-3.0%	89.7%	88.6%	94.2%
<b>Palmetto Dunes</b>	\$1,186,131	\$1,021,446	\$1,032,081	1.0%	169	221	197	-11.0%	91.4%	92.1%	94.7%
<b>Port Royal</b>	\$937,000	\$665,442	\$736,558	11.0%	178	208	215	3.0%	89.0%	93.0%	93.0%
<b>Hilton Head Plantation</b>	\$498,763	\$432,872	\$417,525	-4.0%	121	95	121	27.0%	92.8%	93.8%	94.1%
<b>Palmetto Hall</b>	\$564,450	\$538,286	\$469,527	-13.0%	101	238	165	-31.0%	94.5%	94.9%	94.7%
<b>Indigo Run</b>	\$636,484	\$643,522	\$647,455	1.0%	136	146	141	-3.0%	89.5%	95.6%	95.0%
<b>Spanish Wells</b>	\$900,333	\$2,238,889	\$1,390,333	-38.0%	132	417	569	36.0%	91.8%	88.7%	89.3%
<b>Windmill Harbour</b>	\$1,020,833	\$775,000	\$621,898	-20.0%	218	256	106	-59.0%	89.4%	91.8%	90.0%
<b>Off Plantation</b>	\$273,130	\$347,016	\$286,751	-17.0%	108	158	95	-40.0%	95.6%	93.4%	93.3%

Bluffton Areas	Average Sale Price			% change in Avg Sale Price	Average Days on Market			% change in DOM	Percent Sale Price vs List Price		
Year	2009	2010	2011	10 vs 11	2009	2010	2011	10 vs 11	2009	2010	2011
<b>Moss Creek Plantation</b>	\$419,866	\$438,532	\$392,330	-11.0%	119	139	194	40.0%	94.23%	90.38%	93.35%
<b>Colleton River</b>	\$722,812	\$881,389	\$840,000	-5.0%	67	235	519	121.0%	92.67%	90.28%	89.05%
<b>Belfair Plantation</b>	\$688,600	\$619,614	\$654,954	6.0%	317	324	254	-22.0%	92.68%	91.11%	93.97%
<b>Rose Hill Plantation</b>	\$411,397	\$317,964	\$355,395	12.0%	143	160	196	23.0%	89.99%	93.55%	92.94%
<b>Berkeley Hall</b>	\$815,000	\$638,100	\$447,133	-30.0%	231	177	234	32.0%	87.30%	92.37%	93.45%
<b>Hampton Hall</b>	\$379,111	\$421,857	\$417,330	-1.0%	236	112	143	28.0%	91.31%	95.04%	95.30%
<b>Sun City</b>	\$223,014	\$208,817	\$212,307	2.0%	137	114	83	-27.0%	93.05%	94.58%	95.37%
<b>Bluffton</b>	\$232,448	\$180,477	\$175,068	-3.0%	122	102	117	15.0%	94.21%	96.30%	95.67%

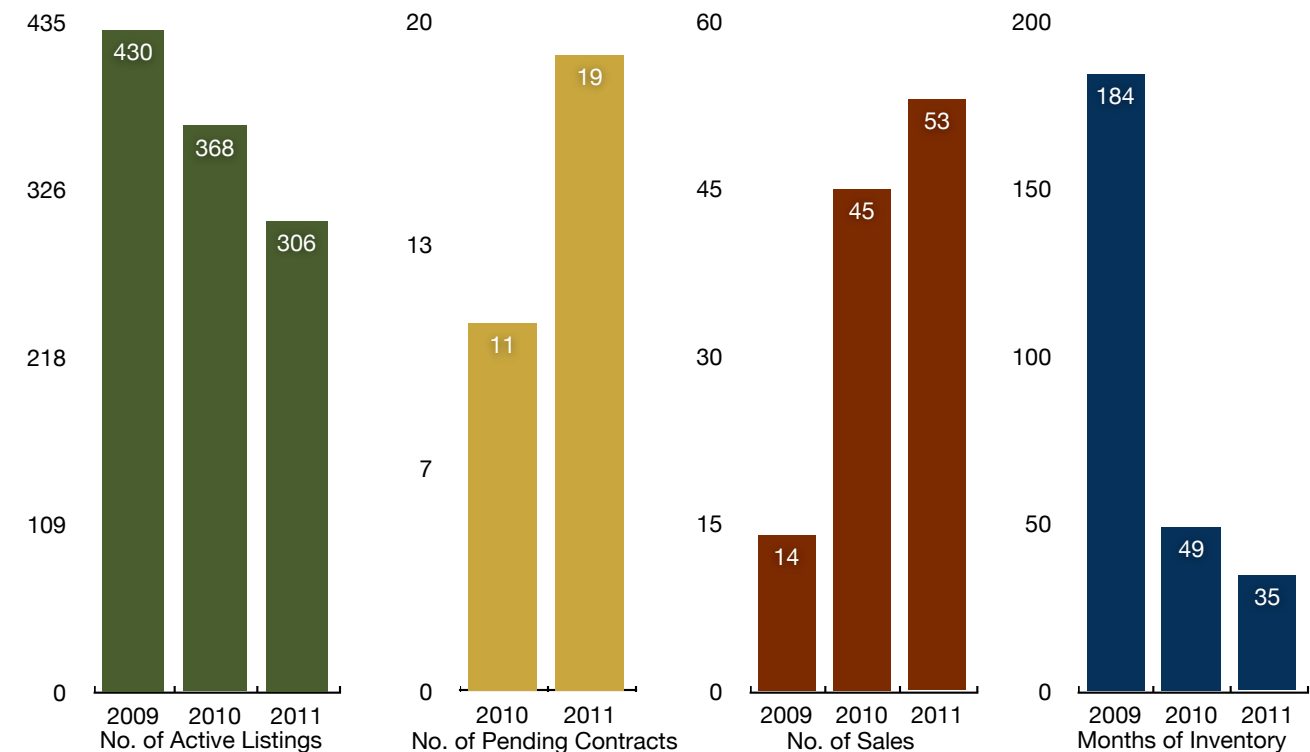
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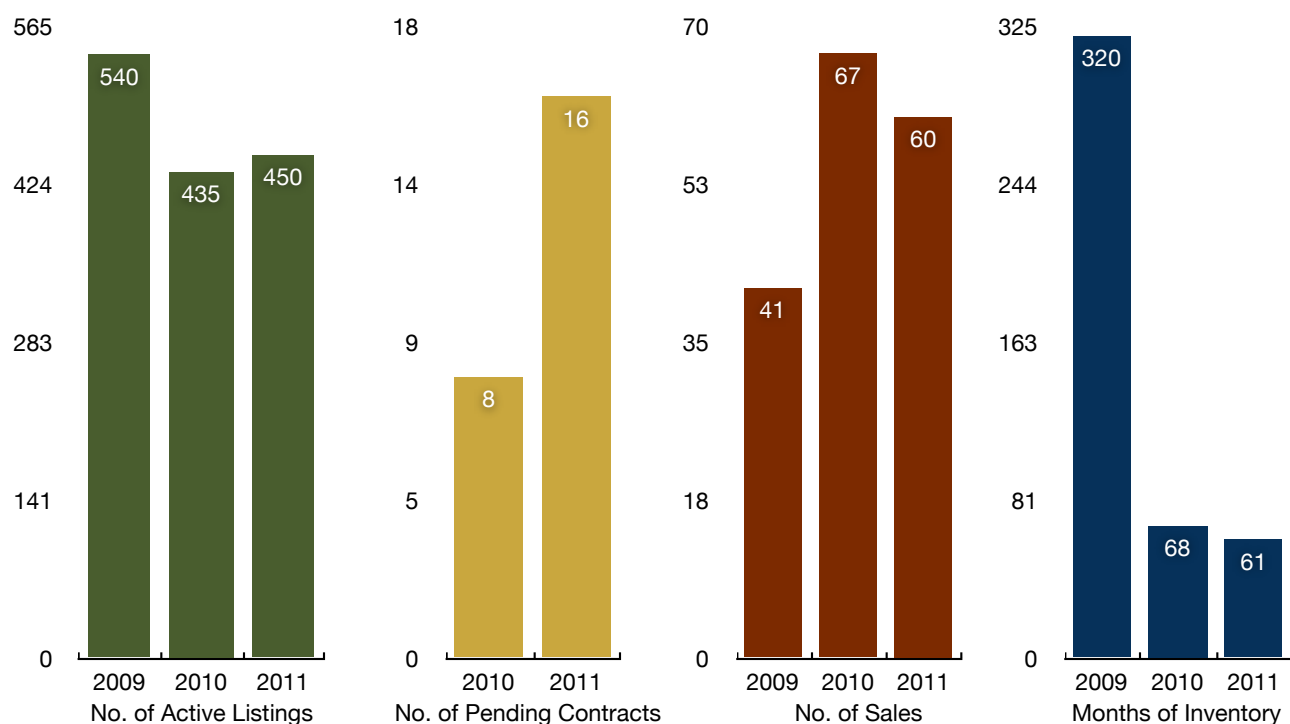
Hilton Head Areas	Total Active			Pending		Total Sold			% change in total sales	Months of Inventory		
Year	2009	2010	2011	2010	2011	2009	2010	2011	10 vs 11%	2009	2010	2011
Sea Pines Plantation	47	46	40	0	1	2	1	5	400.0%	165	322	56
Forest Beach	10	17	6	0	3	0	-	1	-	-	-	42
Shipyard	4	6	6	0	0	0	-	1	-	-	-	42
Wexford	31	40	24	1	6	2	2	5	150.0%	109	140	34
Long Cove	20	19	20	0	0	2	1	3	200.0%	70	133	47
Palmetto Dunes	28	27	30	1	1	5	3	3	0.0%	39	63	70
Port Royal	21	15	12	0	2	0	1	1	0.0%	-	105	84
Hilton Head Plantation	26	18	15	1	0	0	6	5	-17.0%	-	21	21
Palmetto Hall	29	19	16	1	2	0	7	3	-57.0%	-	19	37
Indigo Run	31	30	28	2	0	2	9	5	-44.0%	109	23	39
Spanish Wells	7	6	5	0	0	1	0	1	-	49	-	35
Windmill Harbour	22	22	23	0	0	0	0	2	-	-	-	81
Off Plantation	154	103	81	5	4	0	15	18	20.0%	-	48	32
<b>Totals</b>	<b>430</b>	<b>368</b>	<b>306</b>	<b>11</b>	<b>19</b>	<b>14</b>	<b>45</b>	<b>53</b>		<b>184</b>	<b>49</b>	<b>35</b>

Bluffton Areas	Total Active			Pending		Total Sold			% change in total sales	Months of Inventory		
Year	2009	2010	2011	2010	2011	2009	2010	2011	10 vs 11%	2009	2010	2011
Moss Creek Plantation	11	17	16	0	0	0	1	1	0.0%	-	119	112
Colleton River	84	55	46	3	0	6	15	11	-27.0%	98	26	29
Belfair Plantation	82	67	58	0	1	6	4	6	50.0%	96	117	68
Rose Hill Plantation	40	38	32	1	1	5	1	2	100.0%	56	266	112
Berkeley Hall	-	-	47	-	3	8	4	8	100.0%	-	-	41
Hampton Hall	108	90	68	3	6	11	24	13	-46.0%	69	26	37
Sun City	32	33	34	0	0	1	4	2	-50.0%	224	58	119
Off Plantation	183	135	149	1	5	4	14	17	21.0%	320	68	61
<b>Totals</b>	<b>540</b>	<b>435</b>	<b>450</b>	<b>8</b>	<b>16</b>	<b>41</b>	<b>67</b>	<b>60</b>		<b>79</b>	<b>39</b>	<b>45</b>

Hilton Head Areas Totals - Lots



Bluffton Areas Totals - Lots



Hilton Head Areas	Average Sale Price				% change in Avg Sale Price	Average Days on Market			% change in DOM	Percent Sale Price vs List Price		
Year	2009	2010	2011	10 vs 11%	2009	2010	2011	10 vs 11%	2009	2010	2011	
Sea Pines Plantation	\$3,117,500	\$470,000	\$532,400	13.0%	81	67	421	528.0%	92.44%	94.20%	90.98%	
Forest Beach	-	-	\$199,000	-	-	-	171	-	-	-	100.00%	
Shipyard	-	-	\$255,000	-	-	-	477	-	-	-	91.10%	
Wexford	\$515,000	\$120,000	\$149,400	25.0%	280	213	464	118.0%	89.72%	90.60%	75.92%	
Long Cove	\$165,000	\$600,000	\$121,667	-80.0%	276	295	97	-67.0%	82.91%	86.30%	90.10%	
Palmetto Dunes	\$641,000	\$521,167	\$235,667	-55.0%	197	174	253	45.0%	83.32%	87.34%	77.90%	
Port Royal	-	\$283,500	\$925,000	226.0%	-	241	142	-41.0%	-	81.20%	92.60%	
Hilton Head Plantation	-	\$313,500	\$316,450	1.0%	-	167	139	-17.0%	-	85.11%	88.90%	
Palmetto Hall	-	\$98,286	\$93,167	-5.0%	98	124	440	255.0%	-	82.35%	72.33%	
Indigo Run	\$225,000	\$155,611	\$155,100	0.0%	71	255	250	-2.0%	85.23%	80.60%	80.40%	
Spanish Wells	\$1,900,000	-	\$1,100,000	-	-	-	6	-	63.35%	-	88.00%	
Windmill Harbour	-	-	\$260,000	-	-	-	291	-	-	-	80.80%	
Off Plantation	-	\$106,647	\$220,744	107.0%	-	199	175	-12.0%	-	83.74%	86.96%	
Bluffton Areas	Average Sale Price				% change in Avg Sale Price	Average Days on Market			% change in DOM	Percent Sale Price vs List Price		
Year	2009	2010	2011	10 vs 11%	2009	2010	2011	10 vs 11%	2009	2010	2011	
Moss Creek Plantation	-	\$250,000	\$116,736	-53.0%	-	773	667	-14.0%	-	83.61%	87.50%	
Colleton River	\$217,066	\$120,117	\$58,164	-52.0%	69	325	344	6.0%	92.22%	82.01%	75.05%	
Belfair Plantation	\$98,566	\$21,500	\$50,150	133.0%	327	394	657	67.0%	85.31%	94.07%	83.35%	
Rose Hill Plantation	\$91,700	\$75,000	\$81,450	9.0%	328	194	334	72.0%	91.65%	75.80%	83.10%	
Berkeley Hall	\$44,500	\$77,500	\$20,613	-73.0%	263	362	246	-32.0%	87.39%	77.79%	73.64%	
Hampton Hall	\$75,396	\$48,075	\$82,397	71.0%	154	228	154	-32.0%	78.13%	85.61%	77.73%	
Sun City	\$335,000	\$180,100	\$236,500	31.0%	347	588	194	-67.0%	84.28%	86.74%	88.44%	
Off Plantation	\$47,750	\$64,941	\$82,397	27.0%	90	89	311	249.0%	82.40%	84.69%	77.73%	

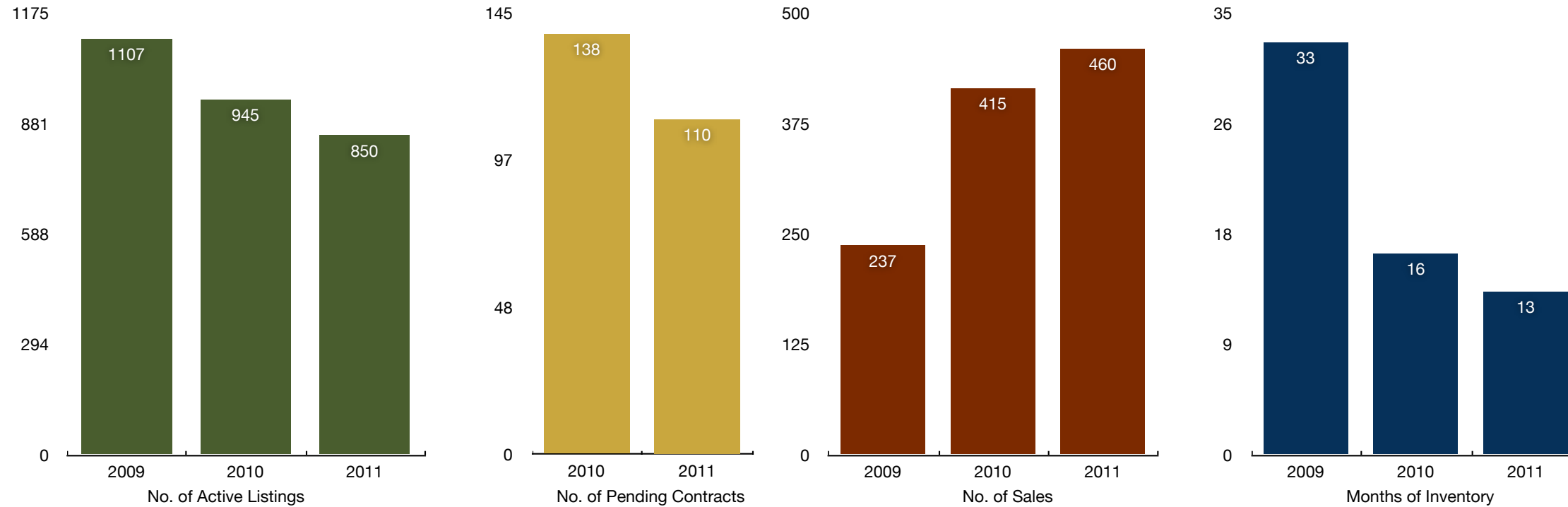
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Hilton Head Areas	Total Active			Pending		Total Sold			% change 10 vs 11	Months of Inventory		
	2009	2010	2011	2010	2011	2009	2010	2011		2009	2010	2011
Sea Pines Plantation	153	161	157	19	17	28	28	46	64.0%	38	40	24
Forest Beach	220	179	160	29	20	54	94	92	-2.0%	29	13	12
Shipyard	76	74	66	5	8	15	31	31	0.0%	35	17	15
Palmetto Dunes	251	206	209	21	27	43	87	70	-20.0%	41	17	21
Folly Field	118	91	78	12	6	27	25	40	60.0%	31	25	14
Hilton Head Plantation	18	19	13	2	3	6	10	8	-20.0%	21	13	11
Indigo Run	3	3	5	0	0	2	1	0	-100.0%	11	21	-
Windmill Harbour	5	5	3	1	0	0	1	2	100.0%	-	35	11
Off Plantation	263	207	159	49	29	62	138	171	24.0%	30	11	7
<b>Totals</b>	<b>1107</b>	<b>945</b>	<b>850</b>	<b>138</b>	<b>110</b>	<b>237</b>	<b>415</b>	<b>460</b>		<b>33</b>	<b>16</b>	<b>13</b>

Hilton Head Areas	Average Sale Price			% change in Avg Sale Price 10 vs 11	Average Days on Market			% change in DOM 10 vs 11%	Percent Sale Price vs List Price		
	2009	2010	2011		2009	2010	2011		2009	2010	2011
Sea Pines Plantation	\$414,107	\$360,657	\$410,557	14.0%	170	194	209	8.0%	92.59%	92.72%	90.96%
Forest Beach	\$232,675	\$192,175	\$152,118	-21.0%	183	126	143	13.0%	90.95%	92.77%	90.96%
Shipyard	\$299,366	\$292,661	\$250,575	-14.0%	224	171	158	-8.0%	91.04%	92.99%	92.92%
Palmetto Dunes	\$402,365	\$412,293	\$456,518	11.0%	257	87	219	152.0%	92.20%	93.19%	92.26%
Folly Field	\$181,840	\$174,352	\$140,294	-20.0%	194	157	242	54.0%	90.58%	90.60%	89.56%
Hilton Head Plantation	\$361,666	\$481,190	\$356,125	-26.0%	229	145	107	-26.0%	92.31%	91.38%	91.35%
Indigo Run	\$316,000	\$340,000	-	-	129	250	-	-	94.62%	92.14%	-
Windmill Harbour	-	\$319,900	\$212,500	-34.0%	-	854	199	-77.0%	-	87.50%	90.70%
Off Plantation	\$129,014	\$88,685	\$80,742	-9.0%	138	87	125	44.0%	91.76%	97.63%	93.23%

Hilton Head Areas Totals - Villas



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