

**Lowcountry Market Trends  
2011 & 2010**

	<u>Year to Date March 31, 2011</u>	<u>Year to Date March 31, 2010</u>	<u>Year to Date March 31, 2011</u>	<u>Year to Date March 31, 2010</u>	<u>Year to Date March 31, 2011</u>	<u>Year to Date March 31, 2010</u>		
<b>All Areas in Hilton Head MLS</b>			<b>Hilton Head Island communities</b>		<b>Palmetto Dunes, Leamington &amp; Shelter Cove</b>			
<b>HOMES</b>			<b>HOMES</b>		<b>HOMES</b>			
Homes Sold	443	356	Homes Sold	135	134	Homes Sold	8	11
Sales Volume	\$ 151,204,189	\$ 150,457,760	Sales Volume	\$ 82,230,017	\$ 94,491,376	Sales Volume	\$ 12,378,900	\$ 10,576,500
Median Sold Price	\$ 228,000	\$ 277,500	Median Sold Price	\$ 475,000	\$ 537,500	Median Sold Price	\$ 1,039,500	\$ 710,000
Ave. Sold Price	\$ 341,318	\$ 422,634	Ave. Sold Price	\$ 609,111	\$ 705,159	Ave. Sold Price	\$ 1,547,362	\$ 961,500
Days on Market	146	148	Days on Market	169	173	Days on Market	186	219
<b>VILLAS</b>			<b>VILLAS</b>		<b>VILLAS</b>			
Villas Sold	170	155	Villas Sold	153	138	Villas Sold	22	28
Sales Volume	\$ 32,511,680	\$ 32,687,552	Sales Volume	\$ 31,679,780	\$ 32,636,792	Sales Volume	\$ 10,297,500	\$ 11,897,400
Median Sold Price	\$ 113,300	\$ 140,000	Median Sold Price	\$ 150,000	\$ 167,500	Median Sold Price	\$ 344,500	\$ 322,500
Ave. Sold Price	\$ 191,245	\$ 210,887	Ave. Sold Price	\$ 207,057	\$ 229,252	Ave. Sold Price	\$ 468,068	\$ 424,907
Days on Market	148	152	Days on Market	155	157	Days on Market	157	215
<b>HOMESITES</b>			<b>HOMESITES</b>		<b>HOMESITES</b>			
Homesites Sold	86	55	Homesites Sold	29	21	Homesites Sold	1	2
Sales Volume	\$ 9,591,887	\$ 8,137,100	Sales Volume	\$ 5,414,900	\$ 3,718,700	Sales Volume	\$ 375,000	\$ 1,105,000
Median Sold Price	\$ 42,500	\$ 72,000	Median Sold Price	\$ 65,000	\$ 111,000	Median Sold Price	\$ 375,000	\$ 552,500
Ave. Sold Price	\$ 111,533	\$ 147,947	Ave. Sold Price	\$ 186,720	\$ 177,080	Ave. Sold Price	\$ 375,000	\$ 552,500
Days on Market	244	200	Days on Market	183	207	Days on Market	151	154
<b>ACTIVE LISTINGS at 3/31:</b>			<b>ACTIVE LISTINGS at 3/31:</b>		<b>ACTIVE LISTINGS at 3/31:</b>			
Homes	2,028	2,301	Homes	783	941	Homes	101	107
Villas	886	1,035	Villas	819	947	Villas	223	213
Homesites	1,371	1,524	Homesites	321	373	Homesites	29	29