



The Low Journal

The Sea Pines Real Estate Company Fall - Winter 2007

**HOLIDAY GREETINGS & BEST WISHES
FOR A HAPPY, HEALTHY 2008**



Why You Should Buy Now

Eleanor Lightsey O'Key, Executive Vice President of Hilton Head Island Association of Realtors
Special to the Packet
Published Sunday, May 27, 2007

Here are the facts:

- **The Right Time.** Selection is great -- you can pick and choose from several homes. That may not be the case when inventories of existing homes, which are higher than they have been in decades, decrease as sales pick up. Right now there are 6,144 listings with the Multiple Listing Service, as compared with 2,348 in April of 2005. If you were buying real estate at that time, you might have to take less than you wanted and "make do." Now you can have just exactly what you want. What are you waiting for?
- **The Right Reason.** The Sun Belt -- that's us -- is growing and the buyers are coming. Kiplinger reported in December of 2006 that by the year 2030, population is expected to increase by 52 percent. And in our particular part of the Sun Belt, careful planning and diligent care have made our island a unique place to live. People want to be here and be part of our terrific lifestyle. The natural beauty, temperate climate and first rate amenities are unbeatable anywhere in the world. What are you waiting for?
- **The Right Place.** Comparing upper end waterfront property from Virginia to Florida reveals that properties on Hilton Head Island represent outstanding value as compared to similar resort areas. Oceanfront properties in Boca Raton, Fla., have sold for \$15 million, in Miami Beach for \$35 million, and in North Carolina's Outer Banks

for \$15 million. On Hilton Head Island, the highest priced oceanfront property is listed for \$9 million. What are you waiting for?

- **The Right Price.** Many experts agree that this is the bottom for the Hilton Head Island market. The average price of a home on the Island fell from \$628,728 in April 2006 to \$580,046 in April 2007, a drop of 9 percent. The average villa price a year ago was \$419,260 compared to \$375,702 in April 2007, which is 11 percent less. This is the first time in more than 10 years that prices have declined. As with stocks, the time to sell is when the price is high, and the time to buy is when the price is low. What are you waiting for?

So how many more reasons do you need to buy NOW?

Note Worthy Awards...

- Sea Pines Resorts has been ranked number 13 by the readers of *Travel & Leisure Magazine* in the **Top 20 Family Resorts in the U.S. and Canada, Fall 2007.**
- Harbour Town Golf Links recently won two awards. Harbour Town was ranked number 15 by *Golf Digest* magazine among America's 100 Greatest Public Golf Course and was ranked number 29 in *Golfweek* magazine's **Best Courses for 2007.**
- *Golf, Inc.* magazine has ranked The Sea Pines Resorts as one of the Top Ten Golf Resorts in the world!



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Baynard Park Road, Sea Pines \$2,495,000



Wicklow Drive - Wexford \$949,000



**Sandhill Crane - Sea Pines Ocean Front - SOLD
Listed Price - \$5,875,000**



**Fort Walker Drive - Port Royal - SOLD
Listed Price - \$799,000**



**Red Maple, Sea Pines
\$799,500**



**Club Course Villas - Sea Pines
\$469,000**



**Briarwood Villas - Sea Pines
\$519,000**



**Purple Martin Lane
Hilton Head Plantation - \$385,000**



**Forest Beach Villa -
South Forest Beach \$279,000**



**Pipers Pond - Rose Hill
\$324,900**

How is Business?

Sea Pines

MLS Year-to-date through October 2007

	October 2007	October 2006	Percent Change
Homes			
Sold	142	136	4.41%
Total Dollars (000)	227,169	172,016	32.06%
Average \$	1,559,779	1,264,824	23.32%
Days on Market	145	104	39.42%
% of List	93.00	95.00	-2.11%
Villas			
Sold	72	72	0.00%
Total Dollars (000)	42,897	45,955	-6.65%
Average \$	595,797	638,264	-6.65%
Days on Market	131	73	79.45%
% of List	94.00	96.00	-2.08%
Lots			
Sold	4	12	-66.67%
Total Dollars (000)	2,233	9,532	-76.57%
Average \$	558,125	794,383	-29.74%
Days on Market	266	76	250.00%
% of List	87.00	94.00	-7.45%
Total			
Sold	218	220	-0.91%
Total Dollars (000)	272,299	227,503	19.69%
Average \$	1,249,078	1,034,105	20.79%
Days on Market	145	92	57.33%
% of List	91.33	95.00	-3.86%

On-Going Events

The Coastal Discovery Museum offers on-going activities and events such as **Evening Turtle Talk & Walk** and **Dolphin & Nature Cruises**.

The Coastal Discovery Museum on Hilton Head Island is a great place to visit any time of the year. With indoor and outdoor exhibits, activity centers in the Sea Island Classroom, the History Time-line Exhibit, and Museum Store on-site, plus 11 different tours and cruises around the island, the Museum is a fantastic way to become familiar with the Island's unique history and ecology. More than 125,000 visitors and students enjoyed classes, exhibits and tours last year.

For more information call 843-689-6767 or visit www.coastaldiscovery.org

Coastal Discovery Museum
Hands-on exploring of the history, wildlife,
and heritage of Coastal Carolina

Hilton Head named one of the best places to live

BY JIM FABER, *The Island Packet*

Published Wednesday, August 9, 2006

Hilton Head Island is used to being honored for a lot of things. It makes lists for best beaches, best golfing, best resort and even best small art town.

Now the island and surrounding area have been named one of the top places to live by bizjournals.com, the Internet presence of American City Business Journals, a national chain of business newspapers.

Hilton Head ranked 19th overall of 577 small cities ranked in the study. The Island and Beaufort County ranked third in the south, behind just Kill Devil Hills, N.C., and Oxford, Miss.

The study looked at micropolitan areas, which are areas headed by a central municipality of between 10,000 and 50,000 residents. Some 2 million people per year move out of metropolitan areas and into rural or "micropolitan" areas, said Scott Thomas, projects editor for bizjournals.com.

American City Business Journals runs business newspapers in 41 markets, including Atlanta.

Many of the cities at the top of the list had something that gave it access to resources far beyond the typical small town, Thomas said.

Bozeman, Mont., which led the list, and Laramie, Wyo., which was fifth, are college towns. Jackson, Wyo., the second-place city, is a popular resort area. No. 8, Pierre, S.D., is a state capital.

Hilton Head's resort fame means it has amenities, like dining and theater, far beyond what a typical small town would have, said Charlie Clark, director of communications for the Hilton Head-Bluffton Chamber of Commerce.

Clark said it was no surprise the Hilton Head area held its own in per-capita income, small-business growth, concentration of professional jobs, college-degree concentration and a number of other factors looked at in the study, although the town failed to rank in the top five of any specific category.

"There is a reason this area is the fastest-growing area in South Carolina," Clark said. "There is an enviable quality of life here people are drawn to."

THE NEWSLETTER OF INGRID LOW

The Sea Pines  Real Estate Co.

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First In The LowcountrySM



THANK YOU once again for your continued support and trust in my service and knowledge which has resulted in a steady number of referrals and repeat sales again this year. Your loyalty and support means the world to me and has assured me this year again a place in the “Top 10” at The Sea Pines Real Estate Company.

Calendar of Events

Hilton Head Symphony Orchestra - The theme for the 26th season is “**The Dream of America**”. Upcoming concerts include *Coplan and Gershwin* January 13, 2008 and *Copland’s America* January 27, 2008. For more information visit www.hhso.org

The Verizon Heritage golf tournament will be played April 14 - 20, 2008 at the Harbour Town Golf Links. This is the 40th annual tournament and the only PGA Tour event in South Carolina. The purse for the 2008 tournament will be \$5,500,000.



Coastal Carolina Performing Arts Center has recently announced its upcoming season. For tickets or more information, please call 843-842-ARTS or visit www.artshhi.com.

- Camelot December 5 - 30, 2007
- Agatha Christie’s **Black Coffee** February 5-24, 2008
- The Producers: April 23 - May 25, 2008

Pete Dye returns to The Sea Pines Resort

Golf course architect completely remodels the venerable resort’s former Sea Marsh golf course. “Heron Point by Pete Dye” opened in September 2007, less than one mile from his legendary Harbour Town Golf Links

Hilton Head Island, South Carolina - The Sea Pines Resort, one of South Carolina’s premier addresses and home of the famed Harbour Town Golf Links, has added another Pete Dye golf course to its stable.

“Heron Point by Pete Dye” (formerly called “Sea Marsh”) opens on September 17, 2007 and along with its sister layout, the Ocean Course, and nearby Harbour Town Golf Links, comprises the 54-holes of resort golf within The Sea Pines Resort.