

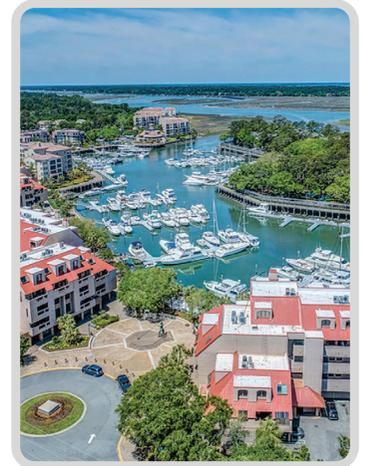
How Fortunate We Are to Live on Hilton Head Island!

There's always some danger in trying to predict something like the local real estate market, but my 46 years have taught me to look for certain patterns that emerge over time. And if 2021 was any precursor, this year will be just as much of an adventure, but completely different.

The big headline for this year will be the continued lack of inventory. As of this writing, inventory has nearly hit rock bottom across Hilton Head Island. This unprecedented lack of inventory bodes well for owners interested in changing their real estate goals and objectives, but it also signals a dramatic rise in real estate prices long-term. For a community that has historically lagged behind other high-end oceanfront residential resort communities in pricing, this is a positive sign.

For years, our real estate market has benefited from developers adding new products or resales. Today, we have virtually neither of those things. What we do have is a strong base of property owners, vacationers, and a tremendous surge of interest as the pandemic introduced entirely new segments of visitors to our southern hospitality and quality of life. These visitors are falling in love with Hilton Head Island for the same reasons we did, and they're willing to pay whatever it takes to call it home.

With all of these factors turning Hilton Head Island into a mature resale community, there is a high probability that prices will continue to increase, but, perhaps not at the same rapid pace we have experienced during the past few years! Please get in touch as I would love to have a conversation with you about the market, I'm easy to reach!



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