

United Van Lines Study...

United Van Lines released its 45th Annual National Movers Study that used their customer data to track the percentages of state-to-state migration patterns. Their report illustrates what I always emphasize that South Carolina is on the path of growth. I am pleased to let you know that South Carolina ranks #3 in the 2021 percentages among its clientele. Listed below are the Top 10 inbound and outbound states:

Top 10 States Moving To

Vermont
South Dakota
South Carolina
West Virginia
Florida
Alabama
Tennessee
Oregon
Idaho
Rhode Island

Top 10 States Moving From

New Jersey
Illinois
New York
Connecticut
California
Michigan
Massachusetts
Louisiana
Ohio
Maryland



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2021 Ranking Report (2020 sales)

#1 Individual Sales Volume, State of South Carolina
(Over 27,000 SC Realtors)

#1 Individual Sales Volume, Hilton Head Island



2021 Was A Spectacular Year!

Before we begin 2022 in earnest, I would like to take this opportunity to express my gratitude for the support I have received from our property owners, prospective owners, and friends over this past year. It would be an understatement to say that 2021 was an extraordinary year for the local real estate market. In my 46 years of selling real estate on Hilton Head Island, I can honestly say I've never seen a year quite like it.

Thank you to my incredible staff and so many of you, despite the severe effects of Covid last year impacting our country, I was able to achieve more than \$100 million in personal sales volume, closed or scheduled to close in Palmetto Dunes, Shelter Cove, and Leamington. This is a milestone in our community, a record by any individual agent in one community in the history of our Island, and a sure sign of a year unlike any other.

It seems that so many want a part of our quality of life on Hilton Head Island, and it's not hard to see why. Once again, we received two awards in 2021: *Conde' Nast Traveler* and *Travel+Leisure* readers, both for five times, have both chosen Hilton Head Island as the #1 Island in the U.S.

Based on my experience of record-breaking sales in Hilton Head Island real estate for the past 46 years, I foresee that we will continue to see appreciation in prices, extremely low inventory, and a continuation of buyers who fall in love with Hilton Head Island and want to become a part of our community. As Palmetto Dunes, Shelter Cove, and Leamington reach maturity, our property owners should enjoy a steady rate of increased property values.

We have the opportunity to control our own destiny and raise prices in our community. Real estate on Hilton Head Island is a bargain compared to other high-end oceanfront residential resort communities throughout our country. With the elevated profile we are receiving through all this national and international media recognition, we need to begin recognizing our own worth and raise prices accordingly.

That's especially true as there are 3,600 properties in Palmetto Dunes, Shelter Cove, and Leamington, and given the historic lows we're experiencing in inventory, there are only 15 properties currently on the market for sale: five homes, three homesites, and seven condominiums. With my longevity and specialization in our community, we have never experienced a shortage as we have at this time. With rapidly changing upward prices, a huge demand, and virtually no inventory, today's market represents a huge opportunity for those owners who wish to make a change in their real estate goals and objectives. In this sellers' market, it is critical to work with a specialist that has the knowledge and longevity in our community.

Since January 1, 2020, I have achieved \$200 million in personal sales volume, closed or scheduled to close and humbled by my latest recognition as the #1 REALTOR® in the State of South Carolina for individual sales volume in the 2021 REALTRENDS America's Best ranking report (2020 sales).

Thank You, a great deal of my success has come from so many of you, and I do appreciate your continued support and loyalty. I welcome the opportunity to have a conversation with you. I'm easy to reach. Enjoy 2022!



Palmetto Dunes | Shelter Cove | Leamington 2021 Inventory

January 1 - December 31, 2021

ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
20 Heath Drive	5	4	1	Yes	4,149	1987	Golf, Pool	\$1,500,000
29 Promontory Court	4	4	0	No	4,542	1983	Lagoon	\$1,799,500
82 S Shore Drive	4	4	1	Yes	3,482	2006	Pool, Wooded	\$2,395,000
8 Brigantine	5	6	1	Yes	3,509	1995	Landscape, Pool	\$2,995,000
11 Sea Lane	5	5	2	No	7,051	2005	Golf, Pool	\$3,995,000

UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
58 Off Shore	3	2	0	No	1,700	1972	Golf, Landscape	\$629,500
35 Off Shore Drive	3	2	1	Yes	2,290	1982	Marsh, Pool	\$875,000
4 Slack Tide	4	4	2	Yes	4,200	1980	Lagoon	\$1,015,000
22 Heath Drive	4	4	0	Yes	2,286	1981	Golf, Pool	\$1,099,000
10 Newport Drive	3	3	1	No	2,320	1997	Marsh, River	\$1,150,000
53 Full Sweep	4	3	1	Yes	2,497	1974	Lake, Pool	\$1,295,000
1 Down Wind	4	3	1	No	3,016	1973	Lake, Landscape	\$1,349,000
37 Mooring Buoy	4	3	0	Yes	2,069	1980	Lagoon, Pool	\$1,450,000
56 Leamington Lane	4	4	1	No	3,812	1989	Golf	\$1,695,000
27 Sea Lane	5	5	1	No	4,123	2001	Golf, Pool	\$2,095,000
190 Mooring Buoy	4	4	0	No	3,197	1981	Golf, Lagoon	\$2,150,000
1 Catboat	6	6	0	Yes	3,400	1976	Landscape, Pool	\$2,195,000
33 Starboard Tack	4	5	1	No	4,426	2008	Lagoon, Pool	\$2,400,000
22 Full Sweep	5	4	0	Yes	4,500	1989	Golf, Ocean	\$2,625,000
12 Port Tack	5	5	1	No	7,320	2004	Golf, Lagoon	\$2,750,000
9 Brigantine	8	8	0	Yes	5,573	1982	Landscape, Pool	\$3,425,000
9 Galleon	6	6	0	Yes	4,048	1993	Ocean	\$4,495,000

ACTIVE - UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURNISHED	SQ FT	YR BUILT	VIEW	LIST PRICE
4 Highrigger	6	6	1	Yes	4,300	2002	Landscape, Pool	\$2,695,000

ACTIVE HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
86 Port Tack	Lagoon, Landscape	\$549,000
20 Promontory Court	Landscape	\$595,000
13 Full Sweep	Lake	\$619,000

SOLD HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	SOLD	SOLD PRICE
48 Off Shore	Golf, Wooded	4/27/21	\$315,000
1 High Water	Lagoon	6/30/21	\$460,000
3 High Water	Lagoon, Landscape	9/22/21	\$525,000
16 Rum Row	Lagoon	6/29/21	\$725,000
23 Leamington Lane	Lagoon	7/13/21	\$775,000
56 Sea Lane	Wooded	4/29/21	\$775,000
3 S Shore Drive	Lagoon	4/23/21	\$837,500
1 Galleon	Sound	1/29/21	\$875,000
49 Sea Lane	Golf, Lagoon	7/2/21	\$900,000
170 Mooring Buoy	Golf	11/4/21	\$900,000
139 Mooring Buoy	Lagoon	3/24/21	\$980,000



*The only specialist in Palmetto Dunes,
Shelter Cove and Leamington since 1976*

The Plaza At Shelter Cove
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Historical Comparison: 2012-2021

Sales and Prices: January 1, 2012 - December 31, 2021

Palmetto Dunes | Shelter Cove | Leamington

Year	Homes Sold	Avg Price	Inventory	Pending	Active Under Contract	Villas Sold	Avg Price	Inventory	Pending	Active Under Contract	Homesites Sold	Avg Price	Inventory	Pending	Active Under Contract
2012	57	\$995,023	69	12		169	\$404,917	160	19		11	\$378,977	22	1	
2013	62	\$947,952	81	6		183	\$443,493	135	18		13	\$889,420	18	1	
2014	61	\$947,262	77	12		134	\$433,708	132	19		11	\$640,509	22	1	
2015	74	\$983,506	68	11		140	\$409,060	124	26		6	\$456,833	19	0	
2016	66	\$990,991	53	5		159	\$445,826	119	13		7	\$610,714	16	1	
2017	59	\$1,180,364	61	6		183	\$419,804	103	14		13	\$429,985	15	1	
2018	67	\$955,898	55	9		168	\$473,928	121	11		10	\$438,550	13	0	
2019	91	\$1,118,029	48	10		207	\$476,990	99	14		12	\$474,267	8	0	
2020	125	\$1,261,375	19	9	2	260	\$504,979	15		6	14	\$640,607	4	0	0
2021	125	\$1,600,327	5	17	1	257	\$627,849	7	23	0	11	\$733,409	3	0	0

As I mentioned earlier, 2021 has been an extraordinary year on so many levels. Looking at the numbers for the past 10 years, we see a clearer picture of why exactly that is.

Let's start with one set of numbers that is quite evident...our available inventory. Ten years ago, I would have never believed that there would be such a shortage of inventory at the end of 2021: only five homes, three homesites, and seven condominiums. As a mature community, those numbers were destined to decline, but it was not expected for them to fall so drastically.

With such low inventory, we see an outstanding opportunity for continued price increases across the board for homes, homesites, and condominiums. With prices reaching the highest they've been in many years, we are in a great position as we approach 2022!