

## Exciting News!

Verizon Technology is currently installing a 5G cellular network on the roof at the Hilton Head Marriott Hotel in Palmetto Dunes. Reliable cell service and bandwidth are a critical necessity for Palmetto Dunes property owners and guests. The new cell site will improve coverage along the coastline and in surrounding areas with 5G service and c-band spectrum.

Hilton Head Island Airport has begun Phase I of the Terminal Improvements Project, which focuses heavily on raising the passenger experience. The overall scope of the project includes key elements that will drastically enhance the airport's functionality and is projected to span two years.

<https://www.hiltonheadairport.com/new-terminal-phase-1.html>




**schembra**  
real estate group  
HILTON HEAD ISLAND • SOUTH CAROLINA  
**PHILIP A. SCHEMBRA**  
Owner | Broker-In-Charge

The Plaza At Shelter Cove  
50P Shelter Cove Lane  
Hilton Head Island, SC 29928  
800.845.9506  
843.785.2452 (call or text)  
[phil@schembrarealestate.com](mailto:phil@schembrarealestate.com)



Over \$1.25 Billion in Personal Sales  
in Palmetto Dunes, Shelter Cove  
and Leamington since 1976



Happy New Year and again, we would like to welcome our new owners to the community! As we embark on 2024, I am both confident and excited about what the future will hold for our community.

We have all chosen to live here for so many great reasons, and especially, now with my longevity in the community since 1976, I am grateful for all the exciting activities and opportunities for involvement available to our owners. I am extremely optimistic about the new year due to the amount of capital investment by our community, the Town of Hilton Head Island and private investment continuing to create options for workforce housing. These improvements, along with so many individual owners who are also reinvesting in the community, Hilton Head Island will be even more sought after than ever.

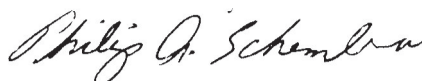
Families have recently begun leading the charge in purchasing high-end properties in our community, deciding they would rather keep their money in a property as opposed to other investment opportunities. I continue to acknowledge that families purchase for family enjoyment, our amazing quality of life, and for a solid real estate investment. Presently, we are experiencing fewer investors who wish to flip their property for profit. As noted on the reverse side of our SREG NEWS, we have a huge shortage of available properties, and as we are a resale community, property can only become available when an owner decides to sell.

In addition, higher interest rates have made it more difficult for owners with extremely low interest rates to sell and then reinvest at a higher rate. Many professionals in the real estate industry indicate that once interest rates drop, prices should have the opportunity to increase as property becomes more affordable. It is a fact that, with the boom in Lowcountry real estate, we will always continue to attract buyers who want to become part of our Island's extraordinary community.


As many owners may be holding on to their properties, I am so grateful to so many of you for allowing me to help you accomplish changes in your real estate goals and objectives. My specialization in our community has given me a proven advantage as I know where prices were, where they are now and where they are headed in the future.

The cornerstone of my success has been your continued support, confidence and loyalty in my efforts to continually improve property values for all property owners, which has helped me, once again, achieve distinction as the #1 Agent for closed individual sales for homes, homesites and condominiums in Palmetto Dunes, Shelter Cove and Leamington.

If there is a change on the horizon in your local real estate portfolio, please don't hesitate to get in touch. I can provide you with a no-obligation consultation on the current and volatile market we are embracing, and I would love to have a conversation with you. Again, have a safe and healthy new year! Enjoy!



Philip A. Schembra

	2022 Sales	2021 Sales	2020 Sales
	<b>#1</b>	<b>#1</b>	<b>#1</b>
Individual Sales Volume Hilton Head Island	Individual Sales Volume Hilton Head Island	Individual Sales Volume Hilton Head Island	Individual Sales Volume Hilton Head Island
<b>#4</b>	<b>#4</b>	<b>#1</b>	<b>#1</b>
Individual Sales Volume State of South Carolina	Individual Sales Volume State of South Carolina	Individual Sales Volume State of South Carolina	Individual Sales Volume State of South Carolina

### ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
72 Off Shore	3	2	1	No	2,002	1976	Golf	\$720,000
60 Off Shore	3	2	0	No	1,981	1973	Golf, Landscape	\$825,000
64 Full Sweep	4	2	1	Yes	2,752	1992	Golf, Landscape	\$1,299,000
38 Full Sweep	3	2	0	Yes	2,219	1982	Golf, Lagoon	\$1,388,000
9 Midstream	4	4	0	Yes	2,910	1985	Lagoon	\$1,599,000
10 Hunt Club Court	5	4	1	No	3,414	1987	Lagoon, Wooded	\$1,790,000
49 Queens Way	5	3	1	No	3,935	2005	Golf	\$1,895,000
6 Fairway Court	4	4	0	No	3,703	1996	Golf, Lagoon	\$2,150,000
13 Full Sweep	6	6	1	Yes	4,003	2023	Lagoon	\$3,695,000
3 Armada Street	6	6	1	Yes	5,418	2003	Pool	\$4,750,000
3 Ketch	6	6	1	Yes	6,086	2002	Wooded	\$5,200,000
14 Armada Street	5	5	1	Yes	5,099	1995	Ocean	\$6,500,000
9 Galleon	6	6	0	Yes	4,048	1993	Ocean	\$6,895,000
18 Armada Street	6	7	0	Yes	6,398	1995	Ocean	\$8,249,995

### UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
19 Brassie Court	5	4	1	Yes	4,582	1984	Golf, Lagoon	\$2,195,000
9 Leamington Court	5	5	1	No	4,465	1995	Lagoon	\$2,699,000
5 Armada Street	6	5	2	Yes	4,506	1996	Landscape, Pool	\$3,550,000
3 Dinghy	6	6	1	Yes	4,662	2023	Landscape, Pool	\$5,195,000

### SOLD HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	SOLD	SOLD PRICE
36 Full Sweep	4	3	0	No	2,253	1983	Golf, Lagoon	3/30/23	\$949,500
7 Troon Drive	3	2	0	No	1,874	1983	Wooded	10/10/23	\$975,000
10 Newport Drive Unit#3404	3	3	1	No	1,920	1997	Deep Water	4/13/23	\$1,020,000
3 Ginger Beer Court	3	2	0	Yes	1,926	1988	Pool, Wooded	5/4/23	\$1,100,000
10 Newport Drive Unit#3302	3	3	0	No	1,840	1997	Marsh, Sound	7/11/23	\$1,150,000
75 Leamington Lane	3	2	1	No	2,753	1997	Golf	12/28/23	\$1,200,000
68 Leamington Lane	3	3	0	No	2,596	1994	Golf, Lagoon	11/21/23	\$1,275,000
20 Cartgate Drive	3	3	0	No	2,893	1998	Landscape, Wooded	5/22/23	\$1,280,000
5 Stratford Ln	4	4	1	No	3,180	1998	Golf	4/24/23	\$1,325,000
10 Newport Drive Unit#3401	3	3	1	No	1,920	1997	Deep Water	2/6/23	\$1,383,000
52 Full Sweep	4	4	1	No	3,015	2016	Golf, Lagoon	3/17/23	\$1,395,000
7 Niblick Court	3	3	0	No	2,198	1984	Golf	7/19/23	\$1,420,000
66 Leamington Lane	3	2	1	No	2,748	1990	Golf	12/5/23	\$1,420,000
25 Heath Drive	4	3	1	Yes	2,455	1995	Landscape, Pool	10/19/23	\$1,450,000
19 Troon Drive	3	3	0	Yes	2,607	1981	Landscape, Pool	12/8/23	\$1,450,000
18 Promontory Court	3	3	1	No	2,405	1995	Landscape	4/25/23	\$1,600,000
2 High Water	4				5,047	1980		10/17/23	\$1,600,000
185 Mooring Buoy	3	3	0	Yes	2,255	1992	Lagoon, Pool	6/30/23	\$1,615,000
1 Cockle Court	6	5	0	Yes	2,846	1981	Landscape	11/21/23	\$1,655,000
12 Midstream	3	3	1	No	2,062	1984	Golf, Lagoon	5/19/23	\$1,665,000
8 Cottage Ct	5	4	0	Yes	2,665	1994	Lagoon, Wooded	12/19/23	\$1,675,000
15 Sea Lane	4	3	0	Yes	2,360	1981	Golf	8/8/23	\$1,700,000
33 Haul Away	4	3	1	Yes	2,228	1986	Golf	11/27/23	\$1,707,000
15 Rum Row	3	3	0	Yes	2,358	1980	Golf, Landscape	10/3/23	\$1,750,000
61 Mooring Buoy	4	4	0	No	2,408	1981	Lagoon	12/15/23	\$1,800,000
4 Leamington Lane	4	4	1	No	3,282	1996	Golf, Landscape	9/6/23	\$1,802,500
39 Off Shore	6	5	0	No	3,300	2000	Lake, Landscape	3/3/23	\$1,830,000
8 Queens Way	4	4	1	Yes	4,164	2001	Lagoon	3/29/23	\$1,875,000
2 Rum Row	5	4	0	No	3,560	1975	Golf, Lagoon	10/10/23	\$1,899,000
1 Sutherland Court	4	4	1	Yes	3,266	1998	Landscape	11/30/23	\$1,900,000
114 Mooring Buoy	3	2	1	Yes	1,983	1977	Landscape, Pool	4/28/23	\$1,949,500
16 Brassie Ct	4	4	1	No	4,080	2006	Lagoon, Landscape	10/20/23	\$1,950,000
27 Starboard Tack	4	4	0	Yes	3,377	2001	Lagoon, Pool	6/2/23	\$1,950,000
6 Fairway Court	4	4	0	No	3,703	1996	Golf, Lagoon	3/1/23	\$2,000,000
13 Sea Lane	5	5	0	Yes	3,282	1993	Golf, Landscape	3/20/23	\$2,100,000
47 Mooring Buoy	4	4	1	No	2,936	1979	Golf, Lagoon	11/10/23	\$2,300,000
5 Full Sweep	4	5	1	No	4,437	2005	Lagoon	3/21/23	\$2,350,000
98 Leamington Lane	4	4	0	No	3,727	1993	Lagoon	1/13/23	\$2,450,000
12 Port Tack	5	6	1	Yes	7,320	2004	Golf, Pool	9/18/23	\$2,900,000
3 Flotilla	5	5	0	Yes	3,966	1981	Landscape, Pool	3/31/23	\$2,975,000
14 Mooring Buoy	6	7	0	Yes	5,884	2003	Landscape	5/3/23	\$3,200,000
5 Junket	6	6	1	Yes	3,702	1984	Landscape, Pool	7/21/23	\$3,500,000
3 Catboat	7	7	2	Yes	5,077	2007	Landscape	8/2/23	\$4,500,000
3 Brigantine	6	6	1	Yes	5,000	2001	Ocean, Wooded	1/9/23	\$4,600,000

### UNDER CONTRACT HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
1 High Water	Lagoon, Wooded	\$599,900

### SOLD HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	SOLD	SOLD PRICE
2 Midstream	Golf, Lagoon	6/16/23	\$750,000





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

The Plaza At Shelter Cove  
50P Shelter Cove Lane  
Hilton Head Island, South Carolina



[schembrarealestategroup.com](http://schembrarealestategroup.com) | [luxuryrealestate.com](http://luxuryrealestate.com)

## Historical Comparison: 2014-2023

Sales and Prices: January 1, 2014 - December 31, 2023  
Palmetto Dunes | Shelter Cove | Leamington

Year	Homes Sold	Avg Price	Inventory	Pending	Active Under Contract	Sold	Avg Price	Inventory	Pending	Active Under Contract	Homesites Sold	Avg Price	Inventory	Pending	Active Under Contract
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	28	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
2022	73	\$2,092,712	10	4	0	187	\$858,552	32	11	0	3	\$708,000	0	0	0
2023	44	\$1,899,784	15	3	0	166	\$815,587	28	12	0	1	\$750,000	0	1	0

Viewing Hilton Head Island’s real estate sales trends over the last 10 years, you will notice the scarcity of our inventory levels heading into 2024. This is to be expected, however, in a resale community such as ours, which has built its reputation on family enjoyment and quality of life, the pandemic years saw a massive surge in interest from people all over the country looking to relocate to Hilton Head Island, and listed above is the end result.

The positive aspect of all this is that a depleted inventory has resulted in increased demand, which has continued to raise prices. We should anticipate this trend to continue throughout the year.