

HILTON HEAD ISLAND • SOUTH CAROLINA

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

PALMETTO DUNES | SHELTER COVE | LEAMINGTON



schembrarealestategroup.com

WINTER 2024

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



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



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





Ranking Report

2022 Sales

Individual Sales Volume Hilton Head Island #4

Individual Sales Volume State of South Carolina

2021 Sales

#1 Individual Sales Volume Hilton Head Island

#4 Individual Sales Volume State of South Carolina

2020 Sales

Individual Sales Volume Hilton Head Island

Individual Sales Volume State of South Carolina

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



Palmetto Dunes | Shelter Cove | Leamington 2023 Inventory

January 1 - December 31, 2023

ADDRESS	BDS	BA	НВ	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 19 Brassie Court	BDS 5	BA 4	HB	FURN Yes	SQ FT 4,582	YR BUILT 1984	VIEW Golf, Lagoon	LIST PRICE \$2.195.000
9 Leamington Court	5	5	1	No	4,465	1995	Lagoon	\$2,699,000
5 Armada Street 3 Dinghy	6	6	1	Yes Yes	4,506 4,662	1996 2023	Landscape, Pool Landscape, Pool	\$3,550,000 \$5,195,000

SOLD HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	ВА	НВ	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

ADDRESSVIEWLIST PRICE1 High WaterLagoon, Wooded\$599,900

SOLD HOMESITES: Palmetto Dunes | Leamington

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

ACTIVE CONDOS: Palmetto Dunes | Shelter Cove | Leamington COMPLEX Golf, Lagoon \$745,000 Inverness Village Lagoon Ocean, Poo 7442 Anchorage \$569,000 972 Yes 1.450 Golf, Lagoon \$820,000 Barrington Arms \$1,250,000 ,445 Lagoon 401 Newport 116 Barrington Court Ω Yes 1171 Ocean Pool \$899,000 7201 Newport Nο 1520 Lagoon \$689,000 207 1,024 Landscape \$499,000 Captains Quarters Yes Deep Water, Harbon \$519,000 Queens Grant Yes 0 569 467 Captains Walk Yes 1.367 Ocean \$1,349,000 Queens Grant Yes 1.988 Wooded \$725,000 45 \$729,000 \$795,000 1,636 Lagoon 507 Queens Grant 1,988 Landscape 17 Fazio Yes 1,888 Landscape, Pool \$935,000 1666 St Andrews Common Yes 1,177 Landscape \$580,000 The Moorings \$899,000 \$779.000 5501 Hampton Place Yes 985 Ocean 73 Yes 1260 Landscape, Wooded 1.777 \$2,399,000 1.351 \$779,000 6308 Ocean, Pool 298 Turnberry Village Hampton Place Yes Yes Lagoon 7101 No 1,010 990 \$450,000 233 Turnberry Village 1576 Golf, Landscape \$865,000 Harbourside I Landscape 7108 \$599,000 2516 Villamare 1.232 Landscape, Ocean \$875,000 Harbourside | Yes Harbor Yes 7150 Harbourside II 1123 Harbor \$595,000 2419 Villamare Yes 1232 Landscape, Ocean \$875,000 Yes Ocean, Pool Harbourside II 1,647 Harbor, Landscape 1403 1,232 \$1,295,000 7172 \$719,000 Villamare Yes Yes 7622 Huntington Ω Yes 2152 Lagoon, Landscape \$1,695,000 2114 Windsor Place II 0 Yes 1019 Ocean Pool \$739,000 UNDER CONTRACT CONDOS: Palmetto Dunes | Shelter Cove | Leamington LIST PRICE 1,576 COMPLEX FURN VIEW Turnberry Village \$849.000 HB Golf, Landscape 7485 \$935,000 Anchorage 2414 0 1,232 Yes 1,150 Lagoon, Landscape \$599,000 Villamare Yes Lagoon, Landscape \$599,000 \$435,000 Ocean \$2,475,000 7104 Harbourside 887 Harbor 2517 Windsor Place II 2,005 Deep Water 1.043 7548 Yacht Club No 1.472 \$815,000 582 Queens Grant Yes Landscape 632 Queens Grant 0 Yes 1.043 Wooded \$549,900 7535 0 1 416 Harbor, Pool \$919,000 Yacht Club 0 1,177 \$575,000 St Andrews Common 1759 Yes Landscape SOLD CONDOS: Palmetto Dunes | Shelter Cove | Learnington Landscape FURN SQ FT VIEW SOLD SOLD PRICE \$760,000 1,335 107 1.534 Lagoon, Landscape 10/4/23 837 Ocean Cove Yes 1.335 Landscape 7/17/23 \$764,000 Anchorage 828 767 7411 1140 Lake 11/21/23 \$435,000 Ocean Cove Yes No 1665 Landscape 3/6/23 \$882,000 7442 7470 1,003 1,043 1,024 \$440,000 1.150 Yes Anchorage Yes Pool 2/9/23 \$527,000 709 Queens Grant Landscape 3/17/23 \$460,000 7448 Anchorage No 1,140 Lagoon, Pool 3/30/23 \$527,000 674 Queens Grant Yes 1.043 Landscape 9/6/23 \$475,000 7488 Anchorage Anchorage 1,140 1,140 Lagoon Lagoon, Landscape 6/8/23 11/30/23 \$544,000 \$550,000 Queens Grant Queens Grant 1,043 1,043 Landscape Landscape 3/31/23 10/20/23 \$495,000 \$495,000 7443 Anchorage No 1.140 Lagoon, Landscape 9/20/23 \$555,000 520 Queens Grant Yes 1.043 Landscape 7/18/23 \$549,900 7416 Anchorage Yes 1150 Lagoon, Pool 7/20/23 \$560,000 681 Queens Grant 1459 Landscape 12/15/23 \$580,000



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

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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.