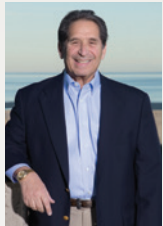


## Thank You!

After 45 years in real estate, I love the fact that I am always learning something. And this past year has taught me a lot. Specifically, it has taught me to be even more grateful to my staff, our property owners, clients, and friends.

Thanks to your trust and confidence in me, we were able to triumph over a global pandemic and economic uncertainty to produce one of the best years Hilton Head Island real estate has seen in a decade.

None of this happens without your loyalty, support and ongoing referrals, and for that, I thank you.



**PHILIP A. SCHEMBRA**  
Owner | Broker-In-Charge

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— REALTRENDS | TomFerry —

**AMERICA'S BEST**  
REAL ESTATE PROFESSIONALS

**Phil Schembra 2020:**

**#1 Individual Sales Volume | Hilton Head Island**

**#4 Individual Sales Volume | South Carolina**

(23,500 SC Realtors at this time)



## This Is Why We Call Hilton Head Island Our Home!

If you're reading this, you don't need to be reminded why Hilton Head Island is such a magnificent place to call home. You already know all about the people that make up our extraordinary community, our world-class amenities, our one-of-a-kind quality of life and the overall family enjoyment each day brings here on Hilton Head Island! But every day, more and more people are finding out what you already know.

And for those owners seeking the best price for their property, it is creating the perfect golden opportunity.

Our Island's real estate has indeed exploded over the last year, urged to new heights by economic drivers and the unique circumstances of the pandemic. With more people seeking out our quality of life, demand has skyrocketed. For my part, I've seen tremendous growth in my personal real estate sales.

By all indications, this growth will only continue. Since January 1, 2020, I have achieved over \$145 million in personal sales, closed or scheduled to close in our community... Palmetto Dunes, Shelter Cove and Leamington, of which approximately \$50 million in closed personal sales has been achieved for the 1st quarter of 2021. I continue to be one REALTOR® specializing in one community - Island-wide the sales are booming! According to a recent story in The Island Packet:

- 59.1% more homes — including houses, condos and villas — were sold on Hilton Head Island during the first two months of this year than during the same time period last year.
- On Hilton Head, the median sales price for a house in February was 31% higher than it was at the end of February last year, according to SCR data. For a condo or villa, it was 8.2% higher.
- Inventory is down 71.1 percent versus last February.

This indicates that the time has come to raise prices. We haven't seen demand like this in years, meaning at this moment sellers hold all the cards. With homes, homesites and condominiums being snapped up after just hours on the market, it's clear that we are in a prime position to name our price in Palmetto Dunes, Shelter Cove and Leamington.

If you are so moved to take advantage of this exceptional opportunity in our market and get what your property is worth, I encourage you to put my 45 years of record-breaking sales and experience to your advantage. Together, we can raise prices on Hilton Head Island to the point where they reflect our status as a world-class oceanfront residential resort community.



## Palmetto Dunes | Shelter Cove | Leamington 2021 Inventory

January 1 - March 31, 2021

### ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
41 Off Shore	3	3	0	Yes	2,301	1978	Lake	\$849,900
16 Hunt Club Court	4	4	0	No	3,177	1995	Lagoon	\$1,295,000
7 Saint George Road	4	4	1	Yes	3,065	1997	Lagoon	\$1,450,000
114 Mooring Buoy	3	2	1	Yes	1,983	1977	Landscape, Pool	\$1,499,000
50 Haul Away	4	4	1	Yes	3,409	1989	Lagoon	\$1,595,000
1 Up Wind	5	4	0	Yes	3,607	1995	Lake, Pool	\$1,625,000
22 Full Sweep	5	4	0	No	4,500	1989	Golf, Ocean	\$1,725,000
176 Mooring Buoy	5	6	2	Yes	4,561	1980	Golf, Lagoon	\$1,876,000
82 S Shore Drive	4	4	1	Yes	3,482	2006	Pool, Wooded	\$2,395,000
5 Galleon	5	6	2	No	6,517	2005	Landscape	\$3,495,000
17 Armada	5	5	0	Yes	4,916	1992	Ocean	\$3,995,000
8 Ketch	6	7	1	Yes	4,058	1972	Ocean	\$4,000,000

### UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
6 Benty Court	3	3	1	No	3,300	1999	Golf, Landscape	\$775,000
37 Swing About	4	3	0	No	2,592	1983	Lagoon, Landscape	\$779,000
55 Sea Lane	3	3	0	No	2,592	1989	Golf, Lagoon	\$799,000
3 Niblick Court	4	3	1	No	2,392	1981	Golf	\$799,000
15 Rum Row	3	2	0	No	2,358	1980	Golf	\$799,900
16 Troon Drive	3	3	0	No	2,106	1983	Golf	\$869,000
5 Masters Court	4	3	1	No	2,940	1998	Golf, Landscape	\$1,049,000
2 Covington Place	3	3	0	No	2,160	1993	Lagoon	\$1,050,000
20 Heath Drive	5	4	1	Yes	4,149	1987	Golf, Pool	\$1,075,000
76 Off Shore	5	4	1	Yes	5,194	2005	Golf	\$1,099,999
184 Mooring Buoy	3	3	1	Yes	2,219	1981	Golf	\$1,195,000
144 Mooring Buoy	3	3	0	Yes	2,132	1973	Pool, Wooded	\$1,199,000
9 Saint George Road	4	4	1	Yes	3,144	1984	Lagoon	\$1,250,000
10 End Court	5	4	1	No	3,326	1977	Golf, Lagoon	\$1,400,000
101 Mooring Buoy	3	3	1	Yes	3,000	1988	Lagoon	\$1,450,000
17 Port Tack	3	3	0	No	2,368	1971	Golf, Lagoon	\$1,525,000
15 Swing About	6	5	1	Yes	3,480	1980	Lagoon	\$1,590,000
39 Mooring Buoy	5	4	1	Yes	3,486	1997	Lagoon	\$1,700,000
6 Lookout	4	3	1	Yes	3,499	2010	Lagoon	\$1,995,000
29 S Shore Court	6	5	1	No	4,582	1998	Lagoon	\$2,200,000
9 Junket	5	5	2	Yes	4,956	1994	Ocean, Pool	\$3,995,000
12 Armada Street	5	5	2	Yes	4,664	2016	Ocean	\$5,450,000

### ACTIVE - UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURNISHED	SQ FT	YR BUILT	VIEW	LIST PRICE
35 Full Sweep	5	5	0	No	3,524	1987	Lagoon	\$1,650,000

**SOLD HOMES: Palmetto Dunes | Leamington**

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	SOLD	SOLD PRICE
15 Interlochen Drive	3	2	1	No	2,880	1977	Landscape, Pool	3/8/21	\$490,000
50 Port Tack	3	3	0	No	2,195	1981	Lake	3/1/21	\$720,000
38 Off Shore	3	2	0	Yes	2,200	1973	Golf	3/5/21	\$710,000
53 Port Tack	3	2	1	No	2,160	1984	Lagoon	3/1/21	\$700,000
85 Port Tack	5	3	1	Yes	3,083	1977	Lagoon	3/2/21	\$700,000
11 Saint George Road	4	4	1	Yes	3,435	1983	Lagoon	1/29/21	\$750,000
23 Saint George Road	4	3	0	Yes	2,112	1980	Lagoon	1/25/21	\$767,080
10 Swing About	3	3	1	No	2,517	1979	Landscape, Pool	1/5/21	\$787,000
6 End Court	4	3	0	No	2,333	1995	Lake, Wooded	1/27/21	\$885,000
31 Saint George Road	4	2	1	Yes	3,648	1978	Lagoon, Landscape	2/8/21	\$910,000
6 Galleon	4	4	0	No	4,072	1980	Tennis Court, Wooded	2/4/21	\$935,000
5 Ginger Beer Court	4	4	1	Yes	2,703	1993	Landscape, Pool	1/5/21	\$977,000
2 Lee Shore	5	5	0	Yes	3,005	1994	Wooded	2/25/21	\$1,250,000
46 Heath Court W	3	2	1	No	2,744	1987	Lagoon	2/23/21	\$1,200,000
14 Hunt Club Court	4	4	1	Yes	3,634	2001	Lagoon	2/16/21	\$1,310,000
39 Full Sweep	4	4	1	Yes	3,411	2003	Lake, Landscape	3/19/21	\$1,350,000
24 Mooring Buoy	4	3	0	Yes	2,656	1994	Landscape, Pool	3/18/21	\$1,425,000
4 Night Harbour	3	3	1	Yes	3,236	1985	Pool	2/1/21	\$1,500,000
48 Mooring Buoy	5	5	0	Yes	2,758	1985	Pool	1/21/21	\$1,562,000
39 Port Tack	4	4	0	Yes	3,671	1999	Golf, Lagoon	3/17/21	\$1,750,000
19 Port Tack	5	3	1	No	3,274	1972	Golf, Lagoon	3/1/21	\$1,740,000
9 Promontory Court	5	5	0	Yes	5,019	2007	Golf, Lagoon	3/19/21	\$1,875,000
155 Mooring Buoy	5	5	1	Yes	3,860	2003	Lagoon	3/24/21	\$1,995,000
18 Haul Away	6	6	1	Yes	4,126	2013	Golf, Lagoon	3/19/21	\$2,139,000
195 Mooring Buoy	5	6	0	Yes	5,592	2002	Lagoon, Landscape	2/11/21	\$2,150,000
159 Mooring Buoy	5	4	1	Yes	4,144	2016	Lagoon, Pool	3/29/21	\$2,550,000
70 Mooring Buoy	5	4	1	No	4,304	2021	Landscape	3/24/21	\$2,251,856
1 Man O War	5	5	1	Yes	5,052	1997	Landscape, Pool	3/25/21	\$2,600,000
8 Galleon	3	3	1	No	3,100	1978	Ocean	3/16/21	\$2,925,000
17 Brigantine	5	5	1	Yes	3,908	1993	Ocean	3/2/21	\$3,840,000
7 Highrigger	5	4	2	Yes	3,720	1991	Ocean	2/10/21	\$3,950,000

**ACTIVE HOMESITES: Palmetto Dunes | Leamington**

ADDRESS	VIEW	LIST PRICE
48 Off Shore	Golf, Wooded	\$325,000
13 Full Sweep	Lake, Landscape	\$569,900
23 Leamington Lane	Lagoon	\$839,000
4 Galleon	Landscape	\$1,850,000

**UNDER CONTRACT HOMESITES:  
Palmetto Dunes | Leamington**

ADDRESS	VIEW	LIST PRICE
56 Sea Lane	Wooded	\$800,000
3 S Shore Drive	Lagoon	\$875,000

**SOLD HOMESITES: Palmetto Dunes | Leamington**

ADDRESS	VIEW	SOLD PRICE
1 Galleon	Sound	\$950,000
139 Mooring Buoy	Lagoon	\$980,000

**ACTIVE CONDOS: Palmetto Dunes | Shelter Cove | Leamington**

	COMPLEX	BDS	BA	HB	FURNISHED	SQ FT	VIEW	LIST PRICE
201	Captains Quarters	2	2	0	Yes	1,400	Intracoastal, Marsh	\$559,000
209	Captains Quarters	2	2	0	Yes	1,400	Deep Water, Marsh	\$619,000
7152	Harbourside II	1	1	1	No	990	Harbor	\$350,000
1101	South Shore Commons	3	3	0	No	2,481	Landscape	\$1,700,000

**ACTIVE UNDER CONTRACT CONDOS: Palmetto Dunes | Shelter Cove | Leamington**

	COMPLEX	BDS	BA	HB	FURNISHED	SQ FT	VIEW	LIST PRICE
7154	Harbourside II	2	2	0	Yes	1,257	Harbor, River	\$450,000
7202	Newport	2	2	1	No	1,520	Lagoon, Landscape	\$359,000
6206	Newport	2	2	1	No	1,520	Lagoon	\$415,000
510	Queens Grant	3	2	1	Yes	1,988	Landscape	\$499,000
3408	Windsor Ct S	3	3	0	Yes	1,880	Ocean, Pool	\$1,899,000

**UNDER CONTRACT CONDOS: Palmetto Dunes | Shelter Cove | Leamington**

	COMPLEX	BDS	BA	HB	FURNISHED	SQ FT	VIEW	LIST PRICE
122	Abbington	3	3	0	Yes	1,500	Lagoon	\$795,000
7428	Anchorage	2	2	0	Yes	1,150	Lagoon, Pool	\$335,000
7463	Anchorage	2	2	0	Yes	1,140	Lagoon	\$350,000
7429	Anchorage	2	2	0	No	1,150	Lagoon	\$355,000
7444	Anchorage	2	2	0	Yes	1,150	Lagoon	\$359,000
507	Barrington Arms	2	2	0	Yes	1,171	Ocean	\$849,500
112	Barrington Court	2	2	0	Yes	1,171	Landscape, Ocean	\$849,999
214	Barrington Court	2	2	0	Yes	1,171	Ocean	\$895,000
606	Barrington Park	2	2	0	Yes	1,108	Lagoon, Landscape	\$585,000
602	Barrington Park	3	3	0	Yes	1,498	Lagoon	\$699,000
495	Captains Cove	2	2	0	Yes	1,400	Lagoon	\$699,000
214	Captains Quarters	1	1	0	Yes	885	Harbor, Marsh	\$349,000
206	Captains Quarters	1	1	0	Yes	885	Deep Water, Harbor	\$350,000
257	Captains Quarters	2	2	0	Yes	1,315	Sound	\$390,000
482	Captains Walk	2	2	0	Yes	1,367	Ocean	\$795,000
409	Captains Walk	2	2	0	Yes	1,367	Ocean	\$795,000
454	Captains Walk	2	2	0	Yes	1,367	Ocean	\$815,000
469	Captains Walk	3	3	0	Yes	1,762	Ocean	\$1,099,000
462	Captains Walk	3	3	0	Yes	1,762	Ocean	\$1,100,000
7836	Centrecourt	2	2	0	Yes	1,199	Landscape	\$370,000
7813	Centrecourt	2	2	0	Yes	1,199	Lagoon	\$425,000
29	Fazio	3	2	1	Yes	1,836	Golf, Landscape	\$475,000
5502	Hampton Place	2	2	0	Yes	1,392	Ocean	\$849,000
4	Hickory Cove	2	3	0	Yes	1,300	Lagoon	\$460,000
26	Hickory Cove	2	3	0	Yes	1,300	Golf	\$469,000
6	Hickory Cove	2	3	0	No	1,300	Lagoon	\$475,000
937	Inverness Village	2	2	0	No	1,228	Golf	\$439,000
911	Inverness Village	3	3	0	Yes	1,930	Golf, Lagoon	\$525,000
810	Ocean Cove	3	3	0	Yes	1,665	Lagoon	\$585,000
751	Queens Grant	2	1	0	No	1,024	Landscape	\$305,000
531	Queens Grant	2	1	0	Yes	1,024	Landscape	\$329,900
507	Queens Grant	3	2	1	Yes	1,988	Landscape	\$499,000
207	Turnberry Village	3	3	0	Yes	1,576	Golf	\$550,000
205	Turnberry Village	2	2	0	Yes	1,473	Golf, Landscape	\$617,222
283	Turnberry Village	3	3	0	Yes	1,576	Golf	\$625,000
3226	Villamare	2	2	0	Yes	1,232	Landscape	\$429,000
1209	Villamare	2	2	0	Yes	1,236	Ocean	\$599,000
1206	Villamare	3	3	0	Yes	1,764	Ocean, Pool	\$1,695,000
4301	Windsor Ct N	2	2	0	Yes	1,442	Ocean	\$900,000
3301	Windsor Ct S	2	2	0	Yes	1,442	Ocean	\$875,000
402	Windsor Place I	1	2	0	Yes	1,019	Ocean	\$539,900
503	Windsor Place I	1	2	0	Yes	1,019	Ocean	\$565,000
7535	Yacht Club	2	3	0	Yes	1,506	Harbor, Pool	\$569,000
7537	Yacht Club	3	3	0	Yes	1,467	Harbor, Pool	\$580,000
7525	Yacht Club	3	3	0	Yes	1,416	Harbor, Pool	\$629,000

## SOLD CONDOS: Palmetto Dunes | Shelter Cove | Leamington

	COMPLEX	BDS	BA	HB	FURNISHED	SQ FT	VIEW	SOLD PRICE
124	Abbington	2	3	0	Yes	1,193	Lagoon	\$710,000
7477	Anchorage	2	2	0	Yes	1,150	Lagoon	\$329,900
7479	Anchorage	2	2	0	Yes	1,150	Lagoon, Landscape	\$331,000
7412	Anchorage	2	2	0	Yes	1,150	Lagoon	\$345,000
7470	Anchorage	2	2	0	Yes	1,150	Pool	\$359,000
7442	Anchorage	2	2	0	Yes	1,140	Landscape, Pool	\$385,000
7474	Anchorage	3	3	0	Yes	1,551	Lagoon	\$399,900
208	Barrington Arms	2	2	0	Yes	1,171	Ocean, Pool	\$619,000
102	Barrington Arms	2	2	0	Yes	1,171	Ocean	\$675,000
416	Barrington Court	2	2	0	Yes	1,171	Landscape, Ocean	\$739,900
6	Beach	3	4	0	Yes	1,772	Ocean	\$1,600,000
494	Captains Cove	4	3	0	Yes	1,400	Lagoon	\$679,500
7809	Centrecourt	2	2	0	Yes	1,199	Lagoon	\$365,000
57	Fazio	3	3	0	Yes	2,015	Golf, Landscape	\$550,000
6104	Hampton Place	1	2	0	No	985	Ocean, Pool	\$525,000
6202	Hampton Place	2	2	0	Yes	1,392	Ocean	\$825,000
5205	Hampton Place	2	2	0	Yes	1,392	Ocean	\$925,000
5508	Hampton Place	3	3	0	Yes	1,777	Ocean	\$1,795,000
7114	Harbourside I	2	2	1	Yes	1,374	Harbor, Landscape	\$328,500
7125	Harbourside I	2	2	1	No	1,647	Harbor	\$425,000
7142	Harbourside II	2	2	0	Yes	1,257	Harbor	\$369,000
43	Hickory Cove	3	4	0	Yes	1,600	Pool	\$479,000
7627	Huntington	2	2	0	Yes	1,488	Lagoon	\$549,000
9200	Newport	2	2	1	No	1,520	Lagoon	\$344,000
701	Queens Grant	2	1	0	Yes	1,024	Landscape	\$299,000
674	Queens Grant	2	1	0	Yes	1,043	Wooded	\$304,000
736	Queens Grant	2	1	0	Yes	1,024	Landscape	\$315,000
533	Queens Grant	2	2	0	Yes	1,447	Landscape	\$379,000
526	Queens Grant	2	2	0	Yes	1,447	Landscape	\$385,000
652	Queens Grant	2	2	0	No	1,459	Golf	\$430,000
756	Queens Grant	3	2	1	No	1,988	Golf, Lagoon	\$475,000
707	Queens Grant	3	2	1	Yes	1,988	Golf, Lagoon	\$479,000
710	Queens Grant	3	2	1	Yes	1,988	Golf, Lagoon	\$479,000
1760	St Andrews Common	2	2	0	Yes	1,177	Golf, Landscape	\$325,000
1866	St Andrews Common	2	2	0	Yes	1,177	Landscape	\$369,500
7	Tradewinds	3	3	1	Yes	2,369	Pool	\$595,000
224	Turnberry Village	3	3	0	Yes	1,576	Golf, Lagoon	\$509,000
1110	Villamare	2	2	0	Yes	1,232	Ocean	\$519,900
2419	Villamare	2	2	0	Yes	1,232	Landscape	\$525,000
2519	Villamare	2	2	0	Yes	1,232	Ocean	\$559,000
1210	Villamare	2	2	0	Yes	1,236	Ocean	\$599,000
1308	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$679,000
1405	Villamare	2	2	0	Yes	1,232	Ocean	\$699,900
3524	Villamare	2	2	0	Yes	1,232	Ocean	\$925,000
6	Water Oak	3	4	0	Yes	1,570	Golf	\$549,900
8135	Wendover Dunes	2	2	1	Yes	1,562	Landscape, Wooded	\$649,500
8115	Wendover Dunes	3	3	0	Yes	1,957	Landscape, Pool	\$769,000
8137	Wendover Dunes	3	3	0	Yes	1,957	Landscape	\$775,000
8116	Wendover Dunes	3	3	0	Yes	1,957	Landscape, Pool	\$785,000
8138	Wendover Dunes	3	3	0	Yes	1,957	Landscape	\$825,000
4104	Windsor Ct N	1	2	0	Yes	1,037	Ocean, Pool	\$539,500
4503	Windsor Ct N	1	2	0	Yes	1,037	Ocean	\$565,000
4405	Windsor Ct N	2	2	0	Yes	1,442	Ocean	\$924,900
3303	Windsor Ct S	1	2	0	Yes	1,037	Ocean	\$525,000
502	Windsor Place I	1	2	0	Yes	1,019	Ocean	\$539,900
110	Windsor Place I	1	2	0	Yes	1,019	Ocean	\$559,500
7515	Yacht Club	3	3	0	Yes	1,416	Harbor, Pool	\$625,000



The only specialist in Palmetto Dunes,  
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### Historical Comparison: 2012-2021

Sales and Prices: January 1, 2012 - March 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	6	\$698,863	95	10		24	\$480,146	180	36		2	\$390,000	25	3	
2013	7	\$995,286	87	7		36	\$536,043	157	33		5	\$350,000	21	1	
2014	12	\$1,022,630	91	7		23	\$419,822	143	21		1	\$2,254,000	23	1	
2015	14	\$1,110,307	81	12		22	\$404,455	135	25		1	\$575,000	25	0	
2016	12	\$1,301,208	78	12		31	\$525,839	142	21		1	\$415,000	26	1	
2017	12	\$1,440,625	70	10		22	\$438,968	127	25		3	\$341,667	16	2	
2018	13	\$919,846	64	15		34	\$475,544	103	34		2	\$438,500	18	1	
2019	17	\$786,456	59	13		30	\$565,543	126	35		2	\$703,750	10	4	
2020	18	\$1,154,347	52	10		25	\$443,189	105	25		0	0	10	2	
2021	31	\$1,570,772	12	22	1	57	\$573,668	4	45	5	2	\$927,500.00	4	2	0

### Red Hot Market!

As you read over these 1st quarter numbers, you may assume we have made some mistake. We promise, as unbelievable as they seem, these numbers are very real. The market is experiencing the kind of upward trajectory I have not seen in my 45 years of record-breaking sales and specializing in Palmetto Dunes, Shelter Cove and Leamington. And with more than \$145 million in personal sales over the last 15 months in our community, I'm living proof that our market is red hot right now.

This means the time is right to raise prices. I've been saying for years that we are undervalued, and this market represents the perfect opportunity to right the ship. Look at it this way - of 3,600 potential properties, there are only 21 homes, homesites and condominiums on the market. With so little inventory, many properties placed on the market at this time are receiving full-price or multiple offers.

If you are so moved to take advantage of this historic market, it's vital that you choose a REALTOR® who specializes in our community and understands the market and knows where the prices were, where they are now and where they are headed in the future.