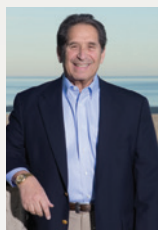


## Congratulations!

**Hilton Head Island, SC** selected No. 4 on the 10 Hottest Luxury Real Estate Markets

1. Kahului, HI
2. San Luis Obispo, CA
3. Sebastian, FL
4. Hilton Head Island, SC
5. Wilmington, NC
6. Barnstable Town, MA
7. Austin, TX
8. Portland, ME
9. Salt Lake City, UT
10. Prescott, AZ

Source: Realtor.com



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

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**Over \$1 Billion in Personal Sales in Palmetto Dunes, Shelter Cove and Leamington since 1976**

**#1 Individual Sales Volume, State of South Carolina**

America's Best 2021 Ranking Report (2020 sales)



## How Fortunate We Are!

Are we ready for Spring on this Island? You bet we are. The Island is bustling as we continue to welcome both visitors and new owners to our Island paradise, those who want to invest in our quality of life and the amenities that our world-class Island offers. As the Island prepares for Easter week and the RBC Heritage Golf Tournament, the same week this year, residents and businesses alike are sprucing up their landscaping, working on their properties, and preparing for a great Spring and Summer.

It appears the so-called off-season arrived and disappeared so fast that we didn't even know it happened. As you know, our market is as active as we have seen it in years with a shortage of inventory, unstoppable sales, many with multiple offers. Many people are moving south and taking advantage of three miles of award-winning beach, climate, amenities, the tax structure in our state, our emphasis on our environment, and of course, our incredible quality of life. Many of you know this because you purchased your property here for the same reasons. This market has also brought the way we do business to the forefront. You can easily take your chair to the beach, sit at the harbor, or by the lagoon and work remotely.

There's always some danger in trying to predict something like the local real estate market, but my 46 years of experience 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 because we

are a mature community with a limited amount of inventory.

It's no exaggeration to say that the past two years have been several of the most amazing years in my career. Interest in our incredible Island has already been steadily growing thanks to the tremendous number of awards and accolades we've received. Recently, it has launched to even greater heights, which should continue for years to come. This has been an exciting time for the Island but also an immensely rewarding time for me personally. Living in and specializing in Palmetto Dunes, Shelter Cove, and Leamington real estate sales, I have been able to achieve over \$200 million, closed or scheduled to close since January 1, 2020 and over \$1 billion in sales since 1976.

Thank you. I am grateful to so many of you who have entrusted me to help you achieve your real estate goals and objectives.

Since 1976, I have had the privilege of working with so many people who have realized owning their dream property. This history and experience have allowed me the knowledge to know every inch of Palmetto Dunes, Shelter Cove, and Leamington. The market is so competitive, that now, more than ever, it is important to work with an experienced REALTOR® who specializes in our community. I welcome the opportunity to have a conversation with you about the market, and if this is the best time to sell! Please get in touch, as I am easy to reach, and *It Pays to Specialize!!!*

### IN MEMORIAM

My brother, Andrew who also arrived in 1976 to help jump-start sales in Palmetto Dunes, passed away on March 28, 2022. He will be missed by the countless friends he made here, who came to admire him as I did.



# Palmetto Dunes | Shelter Cove | Leamington 2022 Inventory

January 1 - March 31, 2022

## ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
4 Masters Court	5	3	1	No	3,194	1986	Landscape	\$1,399,000
15 Rum Row	3	3	0	Yes	2,400	1980	Golf	\$1,599,000
9 Full Sweep	4	4	1	No	3,097	1992	Lake	\$2,399,000

## UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
78 Off Shore	3	2	0	No	1,838	1991	Golf	\$799,000
77 Off Shore	3	3	0	No	2,032	1983	Lagoon	\$899,000
9 Cartgate Drive	3	2	1	No	2,172	1986	Lagoon	\$980,000
21 Swing About	4	4	0	Yes	2,796	2002	Lagoon, Pool	\$1,499,000
49 Queens Way	5	3	1	No	3,935	2005	Golf	\$1,850,000
122 Mooring Buoy	4	4	1	Yes	3,300	1970	Wooded	\$3,500,000

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

ADDRESS	BDS	BA	HB	FURNISHED	SQ FT	YR BUILT	VIEW	LIST PRICE
5 Brigantine	6	6	1	Yes	4,585	1988	Ocean, Pool	\$4,199,995

## SOLD HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	SOLD	SOLD PRICE
58 Off Shore	3	2	0	No	1,700	1972	Golf, Landscape	2/17/22	\$590,000
35 Off Shore Drive	3	2	1	Yes	2,290	1982	Marsh, Pool	1/21/22	\$940,000
4 Slack Tide	4	4	2	Yes	4,200	1980	Lagoon	1/21/22	\$940,000
10 Newport Drive	3	3	1	No	2,320	1997	Marsh, River	2/3/22	\$1,100,000
22 Heath Drive	4	4	0	Yes	2,286	1981	Golf, Pool	1/27/22	\$1,120,000
53 Full Sweep	4	3	1	Yes	2,497	1974	Lake, Pool	1/28/22	\$1,275,000
2 Burns Court	4	4	1	No	2,670	1993	Pool	3/17/22	\$1,325,000
1 Down Wind	4	3	1	No	3,016	1973	Lake, Landscape	1/14/22	\$1,349,000
4 Brassie Court	4	3	1	No	2,651	1991	Lagoon, Landscape	2/18/22	\$1,364,502
37 Mooring Buoy	4	3	0	Yes	2,069	1980	Lagoon, Pool	1/14/22	\$1,425,000
56 Leamington Lane	4	4	1	No	3,812	1989	Golf	2/22/22	\$1,475,000
39 Queens Way	4	4	1	No	3,905	1996	Golf	3/22/22	\$1,880,000
190 Mooring Buoy	4	4	0	No	3,197	1981	Golf, Lagoon	1/10/22	\$2,150,000
1 Catboat	6	6	0	Yes	3,400	1976	Landscape, Pool	1/14/22	\$2,150,000
84 Mooring Buoy	5	5	0	Yes	3,365	1986	Landscape, Pool	2/4/22	\$2,350,000
22 Full Sweep	5	4	0	Yes	4,500	1989	Golf, Ocean	2/9/22	\$2,350,000
27 Sea Lane	5	5	1	No	4,123	2001	Golf, Pool	1/21/22	\$2,400,000
12 Port Tack	5	5	1	No	7,320	2004	Golf, Lagoon	1/18/22	\$2,400,000
4 Highrigger	6	6	1	Yes	4,300	2002	Landscape, Pool	1/28/22	\$2,450,000
8 Arthur Hills Court	5	4	1	No	4,730	2001	Golf, Lagoon	3/14/22	\$2,515,000
9 Brigantine	8	8	0	Yes	5,573	1982	Landscape, Pool	3/16/22	\$3,200,000
11 Sea Ln	5	5	2	No	7,051	2005	Golf, Pool	2/17/22	\$3,995,500
9 Galleon	6	6	0	Yes	4,048	1993	Ocean	1/11/22	\$4,300,000

## ACTIVE HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
86 Port Tack	Lagoon, Landscape	\$549,000

## UNDER CONTRACT HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
13 Full Sweep	Lake	\$619,000

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

	COMPLEX	BDS	BA	HB	FURNISHED	SQ FT	VIEW	LIST PRICE
502	Barrington Arms	2	2	0	Yes	1,171	Ocean	\$1,200,000
411	Barrington Court	2	2	0	Yes	1,171	Ocean	\$1,375,000
467	Captains Walk	2	2	0	Yes	1,367	Ocean	\$1,195,000
421	Captains Walk	2	2	0	Yes	1,367	Ocean	\$1,250,000
5508	Hampton Place	3	3	0	Yes	1,777	Ocean	\$3,295,000
7601	Huntington	3	3	1	Yes	1,511	Lagoon, Pool	\$999,000
3101	Windsor Ct S	2	2	0	Yes	1,442	Landscape, Ocean	\$1,350,000

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

COMPLEX	BDS	BA	HB	FURN	SQ FT	VIEW	LIST PRICE										
120	Abbingtion	3	3	0	Yes	1,534	Lagoon	\$1,075,000	570	Queens Grant	2	1	0	Yes	1,043	Landscape	\$449,000
107	Abbingtion	3	3	0	Yes	1,534	Lagoon	\$1,099,000	790	Queens Grant	2	2	0	Yes	1,043	Landscape	\$479,000
517	Barrington Court	1	1	1	Yes	862	Landscape, Ocean	\$599,000	635	Queens Grant	2	2	0	Yes	1,043	Landscape	\$499,000
417	Barrington Court	1	1	1	Yes	862	Landscape, Ocean	\$599,000	578	Queens Grant	2	2	0	Yes	1,043	Wooded	\$535,000
713	Barrington Park	1	1	1	Yes	801	Lagoon, Landscape	\$524,900	586	Queens Grant	3	2	1	Yes	1,988	Landscape	\$565,000
234	Captains Quarters	2	2	0	Yes	1,315	Marsh, River	\$699,000	514	Queens Grant	2	2	0	Yes	1,447	Landscape	\$619,000
256	Captains Quarters	2	2	0	Yes	1,310	Deep Water, Harbor	\$795,000	204	Somerset	3	3	1	Yes	2,668	Ocean	\$2,400,000
466	Captains Walk	2	2	0	No	1,367	Ocean	\$1,095,000	1952	St Andrews Common	1	1	1	Yes	902	Golf, Lagoon	\$410,000
445	Captains Walk	2	2	0	Yes	1,367	Ocean	\$1,225,000	1766	St Andrews Common	2	2	0	Yes	1,342	Landscape	\$479,000
7818	Centrecourt	2	2	0	Yes	1,199	Lagoon, Landscape	\$599,900	1780	St Andrews Common	3	2	0	Yes	1,542	Landscape	\$499,000
6505	Hampton Place	2	2	0	Yes	1,392	Ocean, Pool	\$1,499,000	1966	St Andrews Common	2	2	0	No	1,177	Golf	\$499,900
7104	Harbourside I	1	1	1	Yes	887	Harbor	\$495,000	227	Turnberry Village	2	2	0	Yes	1,473	Golf	\$687,500
7127	Harbourside I	2	2	1	Yes	1,647	Deep Water, Harbor	\$699,000	282	Turnberry Village	3	3	0	Yes	1,576	Golf	\$705,000
934	Inverness Village	2	2	0	Yes	1,450	Golf	\$675,000	3409	Windsor Ct S	4	4	0	Yes	2,135	Ocean	\$2,499,900
7200	Newport	2	2	1	No	1,520	Lake	\$565,000	401	Windsor Place I	2	2	0	Yes	1,442	Ocean	\$1,030,000
9200	Newport	2	2	1	No	1,520	Lagoon, Landscape	\$625,000	2112	Windsor Place II	2	2	0	Yes	1,442	Ocean, Pool	\$1,100,000
732	Queens Grant	2	1	0	Yes	1,024	Landscape	\$445,000	2320	Windsor Place II	3	3	0	Yes	1,830	Ocean	\$2,000,000
									7527	Yacht Club	3	3	0	Yes	1,372	Harbor	\$849,000

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

COMPLEX	BDS	BA	HB	FURN	SQ FT	VIEW	SOLD	SOLD PRICE											
111	Abbingtion	2	3	0	Yes	1,500	Lagoon	3/21/22	\$1,000,000	924	Inverness Village	2	2	0	Yes	1,228	Golf, Lagoon	2/17/22	\$599,000
7487	Anchorage	2	2	0	No	1,140	Lagoon	1/4/22	\$400,000	908	Inverness Village	3	3	0	Yes	2,010	Golf, Lagoon	3/3/22	\$740,000
7438	Anchorage	2	2	0	No	1,140	Lagoon, Pool	2/18/22	\$418,000	210	Main Sail	2	2	1	Yes	1,705	Deep Water, Harbor	3/23/22	\$1,050,000
103	Barrington Arms	1	1	1	Yes	960	Ocean, Pool	2/2/22	\$550,000	2205	Newport	2	2	0	Yes	1,210	Deep Water, Marsh	2/18/22	\$625,000
210	Barrington Court	2	2	0	Yes	1,171	Ocean, Pool	1/19/22	\$720,000	620	Queens Grant	2	1	0	No	1,024	Landscape	3/16/22	\$355,000
116	Barrington Court	2	2	0	Yes	1,171	Landscape, Ocean	1/28/22	\$750,000	713	Queens Grant	2	1	0	No	1,024	Landscape	3/18/22	\$360,499
216	Barrington Court	2	2	0	Yes	1,171	Ocean	3/16/22	\$901,000	641	Queens Grant	2	2	0	Yes	1,459	Landscape	1/21/22	\$550,000
515	Barrington Court	2	2	0	Yes	1,171	Landscape, Ocean	2/25/22	\$955,000	548	Queens Grant	3	2	1	Yes	1,988	Golf, Landscape	3/11/22	\$635,000
705	Barrington Park	1	1	1	Yes	801	Lagoon, Landscape	3/21/22	\$550,000	618	Queens Grant	3	2	1	Yes	1,988	Golf, Landscape	1/20/22	\$639,900
238	Captains Quarters	1	1	0	Yes	885	Intracoastal, Marsh	2/22/22	\$410,000	1101	South Shore Commons	3	3	0	No	2,481	Landscape	1/31/22	\$1,600,000
463	Captains Walk	3	3	0	Yes	1,762	Ocean	1/7/22	\$1,050,000	2102	South Shore Commons	3	3	0	Yes	2,481	Landscape, Pool	3/2/22	\$1,700,000
473	Captains Walk	2	2	0	Yes	1,367	Ocean	3/21/22	\$1,185,000	1652	St Andrews Common	1	1	1	No	902	Landscape	2/8/22	\$375,000
443	Captains Walk	2	2	0	Yes	1,367	Ocean	2/1/22	\$1,250,000	1860	St Andrews Common	2	2	0	Yes	1,177	Landscape	3/7/22	\$474,000
429	Captains Walk	3	3	0	Yes	1,762	Ocean, Pool	1/14/22	\$1,262,000	1782	St Andrews Common	2	2	0	Yes	1,177	Landscape, Wooded	3/7/22	\$480,000
7801	Centrecourt	2	2	0	Yes	1,199	Lagoon	1/27/22	\$545,000	1761	St Andrews Common	2	2	0	Yes	1,342	Golf	3/2/22	\$526,900
7804	Centrecourt	2	2	0	Yes	1,199	Lagoon	2/23/22	\$565,000	25	Tradewinds	3	3	1	Yes	2,369	Landscape, Pool	2/11/22	\$720,000
7814	Centrecourt	2	2	0	Yes	1,199	Lagoon	2/28/22	\$585,500	207	Turnberry Village	3	3	0	Yes	1,576	Golf	1/21/22	\$690,000
7820	Centrecourt	2	2	0	Yes	1,199	Lagoon	2/2/22	\$635,000	2513	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	3/10/22	\$710,000
49	Fazio	2	2	1	Yes	1,636	Pool	3/11/22	\$699,000	1310	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	2/28/22	\$805,000
7108	Harbourside I	1	1	1	Yes	990	Harbor	2/16/22	\$493,000	28	Water Oak	3	4	0	Yes	1,570	Golf, Landscape	2/23/22	\$725,000
7106	Harbourside I	2	2	0	No	1,259	Harbor	3/23/22	\$580,000	3209	Windsor Ct S	1	2	0	Yes	1,037	Ocean, Pool	1/24/22	\$699,000
52	Hickory Cove	2	3	0	Yes	1,300	Landscape, Pool	3/8/22	\$575,000	3308	Windsor Ct S	3	3	0	Yes	1,880	Ocean	2/14/22	\$2,300,000
7653	Huntington	3	3	1	Yes	1,775	Lagoon	2/18/22	\$975,000	2113	Windsor Place II	2	2	0	Yes	1,442	Ocean, Pool	2/7/22	\$875,000
984	Inverness Village	2	2	0	Yes	1,228	Golf, Lagoon	3/4/22	\$574,000	2117	Windsor Place II	3	3	0	Yes	2,005	Landscape, Ocean	3/31/22	\$2,050,000

### Town of Hilton Head Island Short-Term Rentals Initiative

The Town of Hilton Head Island recently announced it has engaged a Charleston, SC-based firm to assist in crafting an ordinance addressing short-term rentals. While the governing documents of many communities on the Island already address short-term rentals in some manner, a town ordinance could potentially have further or different effects. Current and prospective property owners would be well-served to familiarize themselves with this new planned initiative. Visit the Town's website for more information: <https://hiltonheadislandsc.gov/short-termrentals/home.cfm>



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



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## Historical Comparison: 2013-2022

Sales and Prices: January 1, 2013 - March 31, 2022

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
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	4	2	0
2022	23	\$1,958,435	3	6	1	47	\$763,017	6	35	1	0	0	1	1	0

<b>2005</b>	<b>27</b>	<b>\$1,839,868</b>	<b>65</b>	<b>26</b>		<b>73</b>	<b>\$674,508</b>	<b>68</b>	<b>45</b>		<b>7</b>	<b>\$1,025,571</b>	<b>10</b>	<b>5</b>	
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As we've been seeing over the past few months, the market continues to hit its stride, building on the strength of overwhelming interest in our market. This surge has lifted us back to a position of incredible bargaining power, elevating prices to a level I've been trying to get them to for years.

For many years, 2005 has served as a high water mark we've been trying to return to. You need only look at the number of homes, homesites, and condominiums to see that we have reached and exceeded that mark!

With inventory at an all-time low, demand will only continue to rise, forcing prices higher. This gives property owners tremendous leverage and an advantage at the bargaining table.