

PHIL SCHEMBRA'S INVENTORY UPDATE

PALMETTO DUNES | SHELTER COVE | LEAMINGTON

January 1 - April 30, 2020

We are prepared to navigate this real estate market with you!

We now realize the impact that the pandemic has had on our real estate market and our lives, but there is hope on the horizon. In my 44 years in real estate in Palmetto Dunes, I've seen trends both good and bad and learned which way the signs are pointing. That experience is telling me that our local market will see a swift recovery. Furthermore, several trends long building in our favor will accelerate when this crisis passes.

The first is that people want to live here. Before this disruption in our market, we were experiencing a vast migration to our area from the northeast. People have been moving to places like Hilton Head Island for a change of pace. With the more densely populated areas of the country being hit the hardest by the pandemic, we will see that exodus toward our region continue to grow.

And the things this crisis has revealed about our working world will spur that exodus. Gartner, Inc., the world's leading research and advisory company, interviewed major CFO's, who stated 75% of people working remotely probably will continue to do so because of cost savings to companies. As those professionals who can work remotely find that their business doesn't dictate their location, it's going to be easier than ever for them to make the journey to our more hospitable climate. This influx will provide a new market of potential buyers.

With historically low interest rates, low inventory, attractive prices and an award-winning niche in the resort real estate market both nationally and internationally, I am absolutely convinced our best years are ahead of us.

Prior to the pandemic in less than three months of this year, I had already closed or had scheduled to close \$20,000,000 (million) in Palmetto Dunes, Shelter Cove and Leamington (an anomaly I might add for this time period.)

As always, I appreciate your comments in my efforts to communicate with you. If you would like us to keep in touch and would like to share your email, please forward it to phil@schembrarealestate.com.

Stay Safe and Healthy!



Philip A. Schembra

Broker-In-Charge

Hilton Head Island's #1 All-Time Listing and
Selling Agent in one community

\$1,000,000,000 (billion) in sales since 1976

phil@schembrarealestate.com

www.schembrarealestategroup.com

www.luxuryrealestate.com

800.845.9506 | 843.785.2452

ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	FB	HB	FURNISHED	SQ FT	YR BUILT	VIEW	LIST PRICE
41 Off Shore	3	3	0	Yes	2,364	1978	Lake	\$525,000
15 Interlochen Drive	3	2	1	No	2,880	1977	Landscape, Wooded	\$584,900
26 Off Shore	3	3	1	Yes	1,993	1995	Golf, Pool	\$599,000
31 Starboard Tack	3	2	1	No	2,346	1989	Lagoon	\$599,000
46 Port Tack	3	2	1	No	2,114	1984	Lagoon	\$639,000
25 Swing About	3	3	1	No	1,950	1980	Lagoon	\$649,500
60 Full Sweep	4	3	0	Yes	2,295	2003	Golf, Landscape	\$669,500
24 Promontory Court	3	2	1	Yes	2,169	1979	Lagoon	\$724,900
10 Hunt Club Court	4	4	0	Yes	2,244	1987	Lagoon, Pool	\$749,000
24 Haul Away	3	3	1	Yes	2,506	1982	Lagoon, Pool	\$749,600
14 SE Starboard Tack	3	2	0	Yes	2,701	1979	Lagoon, Pool	\$769,000
8 Merion Court	4	3	0	Yes	2,635	1975	Golf	\$774,900
5 Saint George Road	5	5	0	Yes	2,276	1985	Lagoon, Pool	\$790,000
6 Slack Tide	4	3	1	Yes	2,735	1982	Lagoon	\$799,000
4 Burns Court	4	3	1	Yes	2,496	1987	Golf	\$799,500
10 Newport Drive	3	3	1	Yes	2,400	1997	Deep Water, Marsh	\$849,000
6 Troon Drive	5	4	1	Yes	4,021	2002	Wooded	\$889,000
21 Cartgate Drive	6	5	0	Yes	3,500	1994	Pool, Wooded	\$899,000
6 Galleon	4	4	0	No	2,800	1980	Tennis Court, Wooded	\$925,000
31 Saint George Road	4	2	1	Yes	3,327	1978	Lagoon	\$975,000
191 Mooring Buoy	4	4	1	Yes	3,248	1988	Lagoon, Pool	\$995,000
14 Port Tack	4	3	1	Yes	3,173	1982	Golf, Lagoon	\$999,000
1 Armada Street	3	3	0	Yes	2,477	1979	Wooded	\$1,060,000
20 Heath Drive	5	4	1	Yes	4,149	1987	Golf, Pool	\$1,140,000
181 Mooring Buoy	5	4	0	Yes	2,952	1978	Lagoon, Pool	\$1,149,000
183 Mooring Buoy	4	3	0	Yes	2,800	1982	Lagoon, Pool	\$1,149,000
9 Shelley Court	5	4	1	Yes	3,410	1997	Lagoon, Pool	\$1,150,000
2 Eastwind	4	4	0	Yes	2,800	1981	Wooded	\$1,180,000
2 Lee Shore	5	5	0	Yes	3,005	1994	Wooded	\$1,225,000
147 Mooring Buoy	6	5	0	Yes	3,978	1980	Lagoon	\$1,239,000
84 Mooring Buoy	5	5	0	Yes	3,365	1986	Landscape, Pool	\$1,249,000
9 Hunt Club Court	5	4	1	Yes	3,369	1995	Landscape, Wooded	\$1,275,000
4 Dinghy	4	3	0	Yes	2,905	1982	Landscape	\$1,295,000
18 Midstream	4	3	1	No	3,507	1998	Golf, Lagoon	\$1,449,000
5 Brigantine	6	6	1	Yes	3,990	1988	Landscape	\$1,625,000
21 Starboard Tack	5	5	1	Yes	5,219	1997	Lagoon, Pool	\$1,895,000
9 Promontory Court	5	5	0	Yes	5,019	2007	Golf, Lagoon	\$2,095,000
7 Armada Street	6	6	2	Yes	6,116	2004	Landscape	\$2,195,000
195 Mooring Buoy	5	6	0	Yes	5,592	2002	Lagoon, Landscape	\$2,350,000
1 Man O War	5	5	1	Yes	4,064	1997	Landscape, Pool	\$2,950,000
5 Eastwind	6	6	1	Yes	4,858	2019	Landscape, Ocean	\$2,995,000
8 Galleon	3	3	1	No	3,100	1978	Ocean	\$2,995,000
12 Brigantine	6	5	1	Yes	5,600	1981	Ocean	\$3,345,000
11 Junket	6	7	1	Yes	4,902	1980	Ocean	\$3,489,000
17 Armada	5	5	0	Yes	4,916	1992	Ocean	\$3,695,000
9 Highrigger	5	6	0	Yes	4,633	1999	Ocean	\$3,750,000
7 Ketch	5	5	1	No	4,498	1998	Ocean	\$4,195,000
20 Brigantine	5	5	1	Yes	7,047	1998	Ocean	\$4,295,000
9 Cat Boat	5	5	3	Yes	5,500	2004	Ocean	\$4,399,000
7 Iron Clad	6	7	1	Yes	4,836	1987	Ocean	\$4,399,000
7 Catboat	5	5	2	Yes	6,230	2000	Ocean	\$4,795,000
9 Iron Clad	5	5	1	Yes	5,500	2020	Ocean	\$6,500,000

UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	FB	HB	FURNISHED	SQ FT	YR BUILT	VIEW	LIST PRICE
3 Merion Court	3	3	0	No	2,027	1978	Landscape	\$499,900
47 Off Shore	3	2	1	No	2,064	1984	Lagoon, Pool	\$635,000
7 Topside	3	2	0	Yes	2,054	1990	Lagoon	\$662,500
6 Topside	3	3	0	No	2,452	1989	Lake, Pool	\$679,000
21 Saint George Road	4	3	1	Yes	2,796	1980	Lagoon, Pool	\$690,000
53 Port Tack	3	2	1	No	2,160	1984	Lagoon	\$695,000
29 Sea Lane	5	5	1	Yes	3,978	2000	Golf, Pool	\$1,195,000
39 Mooring Buoy	5	4	1	No	3,486	1997	Lagoon	\$1,200,000
37 Sea Lane	7	5	2	Yes	3,268	1990	Golf, Pool	\$1,279,000
126 Mooring Buoy	5	4	1	Yes	4,182	2020	Landscape, Pool	\$2,295,000

SOLD HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	FB	HB	FURNISHED	SQ FT	YR BUILT	VIEW	SOLD	SOLD PRICE
62 Full Sweep	3	2	0	Yes	2,031	1995	Golf, Landscape	3/23/20	\$530,000
20 Port Tack	4	3	0	Yes	2,702	1973	Lake	3/12/20	\$575,000
25 Heath Drive	4	3	1	Yes	2,455	1995	Landscape	4/16/20	\$575,000
5 Down Wind	3	2	1	Yes	2,260	1981	Lagoon, Wooded	4/3/20	\$665,000
169 Mooring Buoy	3	2	1	Yes	2,093	1991	Lagoon	3/11/20	\$690,000
15 Heath Drive	5	5	0	Yes	2,486	1996	Landscape, Pool	3/9/20	\$735,000
6 Sutherland Court	4	3	1	Yes	2,611	1987	Landscape, Pool	4/21/20	\$740,000
47 Port Tack	3	2	0	Yes	1,934	1980	Lagoon, Pool	3/31/20	\$752,500
7 Queens Way	4	3	2	No	4,056	1992	Golf, Lagoon	1/8/20	\$824,500
62 Mooring Buoy	3	3	0	Yes	2,466	1984	Landscape	4/17/20	\$850,000
11 Brassie Court	3	2	1	No	2,056	1991	Golf, Landscape	1/31/20	\$860,000
16 Heath Drive	4	4	0	Yes	2,637	1988	Golf, Pool	1/8/20	\$864,500
4 Interlochen Drive	4	3	1	No	2,880	2012	Landscape	3/23/20	\$935,000
26 Heath Drive	5	6	0	Yes	3,181	1989	Golf, Pool	1/7/20	\$990,000
51 Haul Away	4	4	1	Yes	4,159	1971	Golf, Lagoon	2/26/20	\$1,010,000
2 Rum Row	5	4	0	Yes	3,560	1975	Lagoon, Pool	1/6/20	\$1,030,000
5 Burns CT	4	4	1	No	3,236	1992	Golf	1/17/20	\$1,062,000
13 Promontory Court	3	3	0	No	3,212	1984	Golf, Lagoon	1/29/20	\$1,190,000
11 Queens Way	4	4	1	No	3,324	1991	Golf	3/27/20	\$1,195,000
12 Full Sweep	5	4	2	No	4,270	2001	Golf, Lagoon	1/30/20	\$1,350,000
45 Sea Lane	4	4	1	No	4,183	2010	Golf	3/23/20	\$1,500,000
35 S Shore Court	4	5	1	No	4,125	2003	Lagoon	4/17/20	\$1,526,000
10 Armada Street	5	5	1	Yes	3,320	1981	Landscape	2/24/20	\$1,600,000
11 Armada Street	6	6	1	Yes	5,736	1998	Ocean	3/18/20	\$3,837,250

ACTIVE HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
2 Promontory Court	Golf, Wooded	\$259,900
2 Brassie Court	Landscape	\$295,000
24 Heath Drive	Golf	\$349,000
83 Port Tack	Lagoon	\$349,500
40 Leamington Lane	Golf, Lagoon	\$429,000
18 Brassie Court	Lagoon, Lake	\$449,900
23 Leamington Lane	Lagoon	\$749,000
3 S Shore Drive	Lagoon	\$899,000
15 Brigantine	Ocean	\$3,150,000

SOLD HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	SOLD	SOLD PRICE
89 Leamington Lane	Golf	4/17/20	\$360,000

UNDER CONTRACT HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
50 Leamington Lane	Golf, Lagoon	\$429,000
2 Midstream	Golf, Lagoon	\$520,000

SOLD CONDOS: Palmetto Dunes | Shelter Cove | Leamington

#	COMPLEX	BDS	FB	HB	FURN	SQ FT	VIEW	SOLD	CLOSED PRICE
104	Abbington	3	3	0	Yes	1,500	Lagoon	1/17/20	\$620,000
7435	Anchorage	2	2	0	No	1,150	Lagoon	4/1/20	\$275,000
7415	Anchorage	2	2	0	Yes	1,140	Lagoon	1/21/20	\$289,000
7406	Anchorage	2	2	0	Yes	1,140	Lagoon	1/28/20	\$310,000
404	Barrington Arms	3	3	0	Yes	1,792	Ocean	3/18/20	\$955,000
704	Barrington Park	1	1	1	Yes	801	Lagoon, Landscape	2/13/20	\$305,500
702	Barrington Park	3	3	0	Yes	1,498	Lagoon	3/20/20	\$485,000
7803	Centrecourt	2	2	0	Yes	1,199	Lagoon, Landscape	3/17/20	\$326,500
7805	Centrecourt	2	2	0	Yes	1,199	Lagoon	4/15/20	\$333,000
7807	Centrecourt	2	2	0	Yes	1,199	Lagoon, River	3/27/20	\$337,500
7827	Centrecourt	2	2	0	Yes	1,199	Lagoon	1/16/20	\$345,000
55	Fazio	3	2	1	No	1,956	Golf	3/9/20	\$290,000
54	Fazio	3	2	1	Yes	1,956	Golf	4/1/20	\$332,000
40	Fazio	3	3	0	Yes	2,017	Lagoon	1/3/20	\$367,000
5104	Hampton Place	1	2	0	Yes	985	Ocean	1/8/20	\$405,000
6204	Hampton Place	1	2	0	Yes	985	Ocean, Pool	3/10/20	\$530,900
7139	Harbourside II	2	2	0	Yes	1,257	Harbor	2/27/20	\$340,000
7142	Harbourside II	2	2	0	Yes	1,257	Harbor	4/17/20	\$330,000
2	Hickory Cove	3	4	0	Yes	1,600	Lagoon	4/16/20	\$495,000
7654	Huntington	3	3	1	Yes	1,511	Lagoon	4/10/20	\$640,000
2106	Newport	2	2	0	No	1,210	Deep Water, River	4/3/20	\$329,000
7101	Newport	2	2	1	No	1,420	Lagoon, Landscape	3/20/20	\$369,000
697	Queens Grant	2	1	0	Yes	1,024	Landscape	4/2/20	\$245,000
778	Queens Grant	2	1	0	Yes	1,024	Landscape	3/3/20	\$250,333
532	Queens Grant	3	2	1	Yes	1,988	Landscape	4/17/20	\$322,450
733	Queens Grant	2	2	0	Yes	1,447	Golf	3/23/20	\$322,000
681	Queens Grant	2	2	0	Yes	1,459	Landscape	3/27/20	\$325,000
781	Queens Grant	2	2	0	Yes	1,447	Lagoon	3/31/20	\$335,000
685	Queens Grant	3	2	1	Yes	1,988	Landscape	2/27/20	\$395,000
1959	St Andrews Common	2	2	0	Yes	1,177	Golf, Lagoon	2/28/20	\$280,000
17	The Moorings	2	3	0	Yes	1,260	Pool	1/10/20	\$415,000
293	Turnberry Village	2	2	0	Yes	1,473	Golf	3/27/20	\$338,500
235	Turnberry Village	2	2	0	Yes	1,473	Golf	3/17/20	\$412,000
296	Turnberry Village	2	2	0	Yes	1,473	Golf, Lagoon	3/10/20	\$410,000
2419	Villamare	2	2	0	Yes	1,232	Landscape	4/24/20	\$470,000
1402	Villamare	2	2	0	Yes	1,232	Ocean	1/15/20	\$675,000
8105	Wendover Dunes	2	2	1	Yes	1,562	Landscape, Wooded	1/7/20	\$585,000
8107	Wendover Dunes	3	3	0	Yes	1,957	Wooded	1/3/20	\$785,000
4401	Windsor Ct N	2	2	0	Yes	1,442	Ocean	4/13/20	\$728,000
3305	Windsor Ct S	2	2	0	Yes	1,442	Ocean, Pool	3/2/20	\$759,000

