



The Plaza At Shelter Cove
50P Shelter Cove Lane
Hilton Head Island, SC 29928



PHIL SCHEMBRA'S INVENTORY UPDATE

PALMETTO DUNES | SHELTER COVE | LEAMINGTON

January 1 - October 31, 2019

The Housing Boom Has Begun!

I am enthusiastic about the real estate market in Palmetto Dunes, Shelter Cove and Leamington; not only where it is now, but where it is headed in the future. I recently read an article by Stephen McBride, editor of the "Risk Hedge Report," that the biggest housing boom in history has already begun. The article mainly highlights national trends, but each of these signs pointing the way to a new real estate boom can be seen right here on Hilton Head Island.

The first national sign of a coming boom is that Millennials are growing up and buying homes. While common knowledge once said this age group wasn't buying homes, that's becoming increasingly untrue, and once this generation truly enters the market, their sheer numbers will fuel the coming boom. Already, new home building has hit the highest level last month since June 2007, and building permits were at the highest level since May 2007.

Another national sign is a demographic shift that sees Americans moving to the South in record numbers. With its favorable climate and tax structure, South Carolina is poised to capture many of these newly minted Southerners, and once they've set their sights on the Palmetto State they will definitely find Hilton Head Island on the top of their list. Buyers fall in love with our Island because of our gorgeous natural beauty, quality of life, climate, four seasons, amenities, affordability and our most important amenity, the Atlantic Ocean and well-nourished beaches.

We're seeing the effects already. This year, I have experienced a dramatic increase in inquiries from buyers about our Island paradise, and my personal sales volume for homes, homesites and condominiums is approaching \$60 million. That's just in Palmetto Dunes, Shelter Cove and Leamington.

As a resale community, future inventory can only come from owners, and as I always emphasize, supply and demand are the driver of prices. This year the closed sales prices compared to last year in Palmetto Dunes, Shelter Cove and Leamington for homes are up 17%, homesites are up 21% and condominiums are up 2%. The big takeaway is that it's the perfect time to sell.

If you are thinking of selling, I would love the opportunity to speak with you because an educated seller is a smart seller. With more than 43 years of experience, I know where prices should be, and I am seeing a number of properties come on the market that are simply not priced where they should be. It's my sincere hope that I can help you sell your property for what it's truly worth.

Thank you for your continued support and ongoing referrals, which is a huge part of my success.

Happy Thanksgiving!



Philip A. Schembra

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UNDER CONTRACT CONDOS: Palmetto Dunes | Shelter Cove | Leamington

#	COMPLEX	BDS	FB	HB	FURNISHED	SQ FT	VIEW	LIST PRICE
110	Abbingtion	3	3	0	Yes	1,500	Lagoon	\$669,000
7447	Anchorage	2	2	0	Yes	1,140	Lagoon, Landscape	\$272,500
609	Barrington Park	1	1	1	Yes	801	Lagoon	\$324,900
412	Captains Walk	3	3	0	Yes	1,762	Ocean	\$800,000
40	Fazio	3	3	0	Yes	2,017	Lagoon	\$400,000
19	Fazio	3	3	0	Yes	2,008	Pool	\$459,000
15	Fazio	3	3	0	Yes	1,888	Golf	\$510,000
7121	Harbourside I	1	1	1	Yes	990	Deep Water, Harbor	\$277,000
7158	Harbourside II	2	2	0	Yes	1,257	Harbor	\$299,000
7138	Harbourside II	2	2	0	Yes	1,257	Harbor, Marsh	\$339,000
7169	Harbourside II	3	3	0	Yes	2,356	Harbor	\$509,000
25	Hickory Cove	2	3	0	Yes	1,270	Golf	\$409,000
980	Inverness Village	2	2	0	No	1,228	Golf	\$280,250
979	Inverness Village	2	2	0	Yes	1,228	Golf	\$425,000
112	Main Sail	2	2	1	No	1,890	Harbor, Landscape	\$599,900
2106	Newport	2	2	0	No	1,210	Deep Water, River	\$339,000
593	Queens Grant	2	2	0	Yes	1,043	Landscape	\$269,999
681	Queens Grant	2	2	0	Yes	1,459	Landscape	\$339,900
1777	St Andrews Common	2	2	0	Yes	1,177	Golf, Lagoon	\$239,000
1764	St Andrews Common	2	2	0	Yes	1,177	Lagoon	\$262,500
17	The Moorings	2	3	0	Yes	1,260	Pool	\$425,900
244	Turnberry Village	3	3	0	Yes	1,576	Landscape, Pool	\$439,000
8111	Wendover Dunes	2	2	1	Yes	1,562	Pool, Wooded	\$599,000
8110	Wendover Dunes	3	3	0	Yes	1,957	Wooded	\$729,999
3504	Windsor Ct S	1	2	0	Yes	1,037	Ocean	\$524,000
2316	Windsor Place II	2	2	0	Yes	1,442	Ocean	\$759,000

ACTIVE CONDOS: Palmetto Dunes | Shelter Cove | Leamington

#	COMPLEX	BDS	FB	HB	FURNISHED	SQ FT	VIEW	LIST PRICE
104	Abbingtion	3	3	0	Yes	1,500	Lagoon	\$644,900
108	Abbingtion	3	3	0	Yes	1,534	Lagoon	\$775,000
7473	Anchorage	2	2	0	Yes	1,150	Lagoon, Pool	\$255,000
7428	Anchorage	2	2	0	Yes	1,150	Lagoon, Pool	\$289,900
7437	Anchorage	2	2	0	No	1,150	Lagoon	\$309,900
7406	Anchorage	2	2	0	Yes	1,140	Lagoon	\$319,000
406	Barrington Arms	1	1	1	Yes	960	Ocean	\$495,000
303	Barrington Arms	1	1	1	Yes	960	Ocean	\$499,000
407	Barrington Arms	2	2	0	Yes	1,171	Ocean, Pool	\$590,000
702	Barrington Park	3	3	0	Yes	1,498	Lagoon	\$499,994
495	Captains Cove	2	2	0	Yes	1,400	Lagoon	\$639,000
257	Captains Quarters	2	2	0	Yes	1,315	Harbor, Marsh	\$419,999
252	Captains Quarters	2	2	0	Yes	1,315	Deep Water, Marsh	\$425,000
225	Captains Quarters	2	2	0	Yes	1,465	Deep Water, Marsh	\$475,000
256	Captains Quarters	2	2	0	Yes	1,310	Deep Water, Marsh	\$499,900
408	Captains Walk	2	2	0	Yes	1,367	Ocean	\$649,000
436	Captains Walk	2	2	0	Yes	1,367	Ocean	\$669,000
409	Captains Walk	2	2	0	Yes	1,367	Ocean	\$695,000
454	Captains Walk	2	2	0	Yes	1,367	Ocean	\$795,000
7807	Centrecourt	2	2	0	Yes	1,199	Lagoon, River	\$347,500
7832	Centrecourt	2	2	0	Yes	1,199	Landscape	\$349,000
7827	Centrecourt	2	2	0	Yes	1,199	Lagoon, Landscape	\$362,500
54	Fazio	3	2	1	Yes	1,956	Golf	\$389,000
47	Fazio	3	3	0	Yes	2,017	Golf	\$429,000
5104	Hampton Place	1	2	0	Yes	985	Ocean	\$429,000
5401	Hampton Place	1	2	0	Yes	985	Ocean	\$549,000
6204	Hampton Place	1	2	0	Yes	985	Ocean, Pool	\$555,000
6201	Hampton Place	3	3	0	Yes	1,777	Deep Water, Ocean	\$1,190,000
6101	Hampton Place	3	3	0	Yes	1,777	Ocean	\$1,200,000
6108	Hampton Place	3	3	0	Yes	1,777	Ocean	\$1,225,000
5308	Hampton Place	3	3	0	Yes	1,777	Ocean	\$1,399,000
6508	Hampton Place	3	3	0	Yes	1,777	Ocean	\$1,425,000
7101	Harbourside I	1	1	1	Yes	1,010	Landscape	\$199,000
7160	Harbourside II	1	1	1	Yes	1,123	Landscape, Wooded	\$235,000
7137	Harbourside II	1	1	1	No	990	Harbor	\$249,000
7131	Harbourside II	2	2	0	Yes	1,266	Landscape	\$255,000
7150	Harbourside II	1	1	1	Yes	1,123	Deep Water, Ocean	\$297,000
7144	Harbourside II	2	2	0	Yes	1,266	Landscape	\$329,900
7139	Harbourside II	2	2	0	Yes	1,257	Harbor	\$357,980
52	Hickory Cove	2	3	0	Yes	1,270	Landscape, Pool	\$389,000
38	Hickory Cove	3	4	0	Yes	1,570	Landscape, Pool	\$449,000
7617	Huntington	2	2	0	Yes	1,488	Lagoon	\$539,900
7656	Huntington	3	3	0	Yes	1,795	Lagoon	\$649,000
7649	Huntington	3	3	1	Yes	1,511	Lagoon	\$714,500
7632	Huntington	3	3	1	Yes	1,511	Lagoon	\$775,000
7623	Huntington	4	4	0	Yes	2,152	Lagoon, Landscape	\$795,000
984	Inverness Village	2	2	0	Yes	1,328	Golf, Lagoon	\$359,000
961	Inverness Village	3	3	0	Yes	2,000	Golf, Lagoon	\$374,500
977	Inverness Village	3	3	0	Yes	1,450	Golf, Lagoon	\$399,000
955	Inverness Village	2	2	0	No	1,450	Golf	\$409,000
212	Main Sail	2	2	1	No	1,890	Harbor, Landscape	\$599,900
3403	Peninsula At Newport	3	3	0	No	1,840	Deep Water, Lagoon	\$539,900
601	Queens Grant	2	1	0	Yes	1,024	Landscape	\$257,000
778	Queens Grant	2	1	0	Yes	1,024	Landscape	\$263,333
512	Queens Grant	2	2	0	Yes	1,043	Landscape	\$299,500
507	Queens Grant	3	2	1	Yes	1,988	Landscape	\$329,000
680	Queens Grant	3	2	1	Yes	1,988	Landscape	\$359,000
523	Queens Grant	3	2	1	Yes	1,988	Landscape	\$360,000
675	Queens Grant	3	2	1	Yes	1,988	Landscape	\$385,000
545	Queens Grant	3	2	1	Yes	1,988	Golf, Landscape	\$399,900
653	Queens Grant	3	2	1	No	1,988	Golf	\$400,000
785	Queens Grant	3	2	1	Yes	1,988	Landscape	\$425,000
707	Queens Grant	3	2	1	Yes	1,988	Golf, Lagoon	\$434,900
101	Somerset	3	3	1	Yes	2,740	Ocean	\$1,325,000
1959	St Andrews Common	2	2	0	Yes	1,177	Golf, Lagoon	\$299,900
1881	St Andrews Common	2	2	0	Yes	1,342	Landscape, Wooded	\$359,000
1776	St Andrews Common	2	2	0	Yes	1,342	Landscape, Pool	\$399,000
71	The Moorings	2	3	0	Yes	1,251	Landscape	\$424,000
75	The Moorings	2	3	0	Yes	1,260	Landscape, Pool	\$442,000
19	Tradewinds	3	3	1	No	2,369	Landscape	\$489,900
293	Turnberry Village	2	2	0	Yes	1,473	Golf	\$365,000
294	Turnberry Village	2	2	0	Yes	1,351	Golf	\$369,000
235	Turnberry Village	2	2	0	Yes	1,473	Golf	\$429,000
296	Turnberry Village	2	2	0	Yes	1,473	Golf, Lagoon	\$437,500
284	Turnberry Village	2	2	0	Yes	1,473	Golf	\$439,900
3229	Villamare	2	2	0	Yes	1,232	Lagoon, Landscape	\$439,900
2518	Villamare	2	2	0	Yes	1,232	Wooded	\$469,000
3220	Villamare	2	2	0	Yes	1,232	Ocean, Pool	\$475,000
2116	Villamare	2	2	0	Yes	1,232	Lagoon	\$479,000
3330	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$485,000
2419	Villamare	2	2	0	Yes	1,232	Landscape	\$495,000
2415	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$498,500
2314	Villamare	2	2	0	Yes	1,232	Lagoon	\$499,000
3121	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$499,000
2516	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$499,500
2214	Villamare	2	2	0	Yes	1,232	Lagoon, Lake	\$524,000
3326	Villamare	2	2	0	Yes	1,232	Ocean	\$539,500
1109	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$550,000
1102	Villamare	2	2	0	Yes	1,232	Ocean	\$599,000
3522	Villamare	2	2	0	Yes	1,232	Ocean	\$679,000
1205	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$685,000
1308	Villamare	2	2	0	Yes	1,232	Ocean	\$699,500
1402	Villamare	2	2	0	Yes	1,232	Ocean	\$699,900
1405	Villamare	2	2	0	Yes	1,232	Ocean	\$725,000
3324	Villamare	2	2	0	Yes	1,232	Ocean	\$749,500
10	Water Oak	3	4	0	No	1,570	Golf	\$420,000
4401	Windsor Ct N	2	2	0	Yes	1,442	Ocean	\$754,000
3104	Windsor Ct S	1	2	0	Yes	1,037	Ocean, Pool	\$512,000
3405	Windsor Ct S	2	2	0	Yes	1,442	Ocean	\$689,000
3105	Windsor Ct S	2	2	0	Yes	1,442	Ocean	\$729,000
3305	Windsor Ct S	2	2	0	Yes	1,442	Lagoon, Pool	\$779,500
3309	Windsor Ct S	4	4	0	Yes	2,135	Ocean, Pool	\$1,299,000
302	Windsor Place I	1	2	0	Yes	1,019	Ocean	\$479,000
306	Windsor Place I	2	2	0	Yes	1,442	Ocean, Pool	\$649,500
203	Windsor Place I	4	4	0	Yes	2,130	Lagoon, Ocean	\$998,000
309	Windsor Place I	3	3	0	Yes	1,830	Ocean	\$1,249,000
2516	Windsor Place II	2	2	0	Yes	1,442	Ocean	\$674,000
2113	Windsor Place II	2	2	0	Yes	1,442	Landscape, Pool	\$685,000
2412	Windsor Place II	2	2	0	Yes	1,442	Ocean, Pool	\$777,000
2417	Windsor Place II	3	3	0	Yes	2,005	Ocean	\$1,399,000