



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

[schembrarealestategroup.com](http://schembrarealestategroup.com) | [luxuryrealestate.com](http://luxuryrealestate.com)

### Historical Comparison: 2010-2019

Sales and Prices: January 1, 2010 – December 31, 2019  
Palmetto Dunes | Shelter Cove | Leamington

Year	Homes Sold	Avg Price	Inventory	Pending	Villas Sold	Avg Price	Inventory	Pending	Homesites Sold	Avg Price	Inventory	Pending
2010	63	\$1,007,043	103	4	140	\$438,335	201	16	3	\$521,167	25	1
2011	62	\$1,033,895	89	2	125	\$445,979	185	16	5	\$245,400	26	4
2012	55	\$1,000,787	69	12	169	\$404,917	160	19	11	\$378,977	22	1
2013	62	\$947,952	81	6	183	\$443,493	135	18	13	\$889,420	18	1
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

### Crunching the Numbers on 2019...

Looking back, I believe 2019 was a watershed year for us as sales in our community turned the corner. Home inventory was the lowest since 1999, condominium inventory was the lowest since 2004 and homesite inventory is at an all-time low.

Prices for condominiums and homesites stayed relatively even while homes increased 17%.

Since we are a resale community with no developer inventory, as the market continues to strengthen even more and existing inventory continues to deplete, supply and demand dictates that prices should naturally rise.

Today, there are only 155 homes, homesites and condominiums to sell in Palmetto Dunes, Shelter Cove and Leamington creating the perfect opportunity to change your real estate goals and objectives.

## Wow! Hilton Head Island Stands Amongst the Best Beaches in the World...

### Condé Nast Traveler 2019 Reader's Choice Awards

- 1 - Skiathos, Greece
- 2 - Culebra, Puerto Rico
- 3 - Boracay, Philippines
- 4 - Kiawah Island, South Carolina
- 5 - Palawan, Philippines
- 6 - Seychelles, Tanzania
- 7 - Hilton Head Island, South Carolina
- 8 - Cook Islands, South Pacific
- 9 - Whitsunday Islands, Australia
- 10 - Anguilla
- 11 - Turks and Caicos
- 12 - St. John, US Virgin Islands
- 13 - Zanzibar
- 14 - St. Barts
- 15 - Maldives
- 16 - Maui, Hawaii
- 17 - Corsica
- 18 - British Virgin Islands
- 19 - Bermuda
- 20 - Isla Holbox, Mexico



— REALTRENDS | TomFerry —  
**AMERICA'S BEST**  
REAL ESTATE PROFESSIONALS

**Phil Schembra 2019:**  
**#1 Individual Sales Volume  
Hilton Head Island**  
**#14 Individual Sales Volume  
South Carolina**



Hello Palmetto Dunes, Shelter Cove and Leamington Owners,

The new year has arrived, and as we welcome 2020 I look forward to another year of continued success and growth for Hilton Head Island and our spectacular community. Having spent 44 years living and working in Palmetto Dunes, Shelter Cove and Leamington, I've seen our real estate markets at its most dizzying heights and its deepest lows, and all indications I'm seeing now in terms of national and local trends has given me an immense sense of optimism for the coming year. Beyond the standard indicators - inventory is low and sales have increased significantly - there's a momentum being carried through the last year that bodes well for us.

But, before I get too carried away with the good news, I'd like to express my gratitude for your continued support, loyalty and ongoing referrals. My proven track record and success in our community could not have been accomplished without the incredible property owners of this community.

With your help, we've been able to build success amid the positive signs that have been everywhere this past year. 2019 saw Hilton Head Island receiving even more positive accolades and awards, creating explosive interest among a population that is flocking to our region.

South Carolina is the sixth fastest-growing state in the U.S., with much of that growth centered around our beautiful coastal community. Study after study has shown that the population of the United States is moving and making their way to the southeast. Drawn by the warmer climate, quality of life, affordability, ever-improving infrastructure and friendlier tax structure, they are relocating here every day.

It's our southern charm and hospitality, our central location to other historic

cities and towns, mild winters, our reputation as foodies along with our neighboring towns and cities. The weather; the cost of living, the amenities, with our award-winning renowned beach, a vibrant arts community, emphasis on our environmental footprint and the incredible Low Country that we call home.

And it's not just retirees. New fields have opened up allowing young and established professionals to work from anywhere. (Read more about our growing number of professionals working remotely). Couple that with a rise in consumer confidence, and an all-time high with the stock market breaking records, and you have the perfect environment for a mobile workforce to live where they want, and when you look at where they will end up, Hilton Head Island is clearly one of those more attractive places to set down roots.

Especially when you consider how this mobile workforce still needs to stay in touch with their associates. With the increased daily flights at the Hilton Head Island and the Savannah-Hilton Head Island International Airport, now more than ever do we have the opportunity to get here at a rapid pace. The expansion of the Hilton Head Island Airport has increased air traffic tremendously this year by 240%, making it much easier to live on Hilton Head Island while keeping one foot in the greater corporate world.

We are fortunate to own a "piece of paradise" in our award-winning, residential, oceanfront community. We are even more fortunate that growing interest in our community has at last yielded higher prices and the healthy real estate market we've all seen on the horizon over the past few years. We're not just in recovery. As a market, we are back in a big way, and everything I see indicates that we're only going to see greater strides in the coming year.

## The Buzz About Hilton Head Island...

Our community and Hilton Head Island continue to garner both national and international accolades.

- **Best Island in the US** - 4th year in a row - *Condé Nast Traveler* Reader's Choice Awards
- **#1 Island in the Continental US** - 4th year in a row - *Travel + Leisure*
- **#2 Island in the World** - *Travel + Leisure*
- Palmetto Dunes Resort...**Top 20 Resorts in the South** - *Condé Nast Traveler* Reader's Choice Awards
- Hilton Head Island featured in the **9 Best Beaches in South Carolina** - *Trips to Discover*
- *Trip Advisor's 2019 List of 14 Scenic Island Vacations in the US Oozing with Charm*
- Six Hilton Head Island golf courses named **2019's Best Resort Courses** - *Golfweek*
- Named **Gold-Level Bicycle Friendly Community** by the League of America Bicyclists
- South Carolina named **3rd Friendliest State in America** - *Big-Seven Travel*
- Hilton Head Island was one of the 8 beach towns named **Best Beach Towns to Visit This Winter** - *Southern Living*
- *Golf Week's 2019 Best Golf Courses You Can Play* - Robert Trent Jones Golf Course, Palmetto Dunes

## Shelter Cove | Palmetto Dunes Project...

From the Town..."The contract has been signed and construction is underway, with a estimated completion date of June, 2020 to proceed for the Town of Hilton Head Island Safety and Capacity improvements at 5 intersections on US 278 in the Shelter Cove area, with traffic signal modifications at King Neptune/Queens Folly, the old Mall Boulevard, and a new signal at Shelter Cove Lane near the Beaufort County Sheriff's Office, 2 new signalized crosswalks, and the removal of two un signalized crosswalks.

Their objectives are to improve safety and conveyance for vehicular and pedestrians at key intersections along US 278." The Shelter Cove area pathway project was recently completed providing pathway connectivity in the area, enhance pedestrian and bicyclist safety and improve storm drainage in the area."

**Project Objectives:** To improve safety and conveyance for vehicles and pedestrians at key intersections along US 278.

## Why I Chose to Specialize 44 Years Ago - Gaining the Competitive Edge...

When I began my real estate career on the Island 44 years ago, the decision to eschew the traditional real estate model and focus exclusively on Palmetto Dunes, Shelter Cove and Leamington was easy for me. I believe in this community, I live in this community and I have made a total commitment to the property owners. The ability to drill down and focus 100% of my energies, until I knew almost every blade of grass in this community, has allowed me to build an unparalleled level of expertise over the ensuing years.

Living and working in the community and watching it grow has only strengthened my appreciation and understanding of what we have to offer: three miles of the most beautiful award-winning beach on Hilton Head Island, the unique 11-mile lagoon system, a beautiful harbor community, and a private oceanfront and golf community. We are the total package, located in the epicenter of Hilton Head Island for easy access by walking or biking.

I've seen how external factors affect our community's prices historically, and can use that knowledge to accurately gauge where they are headed. It is very difficult for a generalist realtor today, one who spreads their focus among the Low Country's many diverse neighborhoods, to have that institutional knowledge.

That knowledge, both deep and broad, of what makes our community special has played a critical role in my success as a REALTOR®, and I thank you for this.

## Gobankingrates.com announces Hilton Head Island The Best Place to Get a Vacation Home in South Carolina...

Our community offers options for owners to rent their property and thus help defer costs with income-producing property. To ensure a pleasant experience for full-time residents, you'll find numerous rules and regulations in effect for visitors and vacationers. Our incredible security and operations staff at Palmetto Dunes Property Owners (PDPOA) ensure that everyone, resident and visitor alike, enjoys their experience in our community with easy access to our numerous amenities.

Not to mention, for those who call our community home for part of the year or just a few weeks of the year, ownership with rental income is a great way to defer the costs of a family vacation. It's truly a win-win for everyone involved.

## Welcome to Our Island...

How fortunate we are to have two fabulous airports at our fingertips, making it easier for persons to work remotely. With technology today, it was just a matter of time before a segment of the population would take advantage and visit the Low Country and unpack their briefcase. There is a strong desire in today's workforce to work anytime from anywhere, and we are seeing the

## My Goal for 2020...

My ongoing goal is to continue to work diligently to promote our community and quality of life while increasing our prices. It has been a long time since we had multiple offers for a property and we are seeing it happen again.

Because of my specialization, my concentrated efforts to promote Palmetto Dunes, Shelter Cove and Leamington are unmatched. With \$1,000,000,000 (billion) in personal sales in our community since 1976, now more than ever it is critical that you work with an agent who is knowledge based about the special place we call home. My experience and specialization over the last 44 years has enabled me to give a more realistic appraisal of the value of property in our community and help you make a more informed decision.

I never let anything get in the way of delivering an honest, personal and professional experience to each client, determining their specific real estate needs, finding the perfect property to meet those needs and helping each client achieve their real estate goals and objectives. It is all part of what I can offer a client as the "VIP Customer Experience," something that comes easily thanks to my deep knowledge of our community.

Our office location at The Plaza at Shelter Cove provides the greatest visibility on Hilton Head Island for real estate listings in our community. All company listings are on display

beginnings of a trend here. Research from Stanford Graduate School of Business Professor Nicholas Bloom in his *Future Workforce Report* predicts "that by 2028, 73 percent of all corporate teams will have remote workers." This trend is here to stay, and we certainly have a wide variety of options to offer this segment of the population.

in our window and viewed weekly by hundreds of people predisposed to the community. In addition, our associate company, Hilton Head Island Performance Group, provides unique national supplemental marketing.

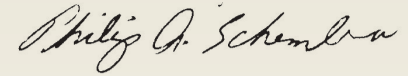
**Again, many thanks!** 2019 was an outstanding year for me. I could not have achieved my success without your continued support, confidence, trust and loyalty, I saw my personal sales exceed many of the largest real estate firms that sell in Palmetto Dunes, Shelter Cove and Leamington, closing \$60,000,000 (million) in sales or sales scheduled to close has helped me continue to achieve every major record on Hilton Head Island for sales by one agent in one community in all three categories of homes, homesites and condominiums. I have balanced a tremendously successful track record with an innate desire to help my clients and make their dreams become a reality by owning in our special community.

I take very seriously my obligation to get the highest fair market price for my selling clients. By the same token, I know how important it is to demonstrate to potential buyers the real value of property and the many incentives to own property. So, give yourself an extra proven edge before deciding to buy or sell, and please give me a call for a no-obligation consultation. I look forward to chatting with you.

## Thank You...

I appreciate your kind comments and trust in my knowledge, negotiation skills and experience. I have been fortunate to forge personal and professional relationships and gain an incredible network of ongoing referrals. If your needs have changed, or if you are thinking of reinvesting or selling your property, please contact me. The results speak for themselves.

Sincerely,



Philip A. Schembra  
Broker-In-Charge

## We Are Here To Help...

Although my focus is on you, the property owners in our community, Schembra Real Estate Group has more than qualified sales agents that can help you or a referral both on and off the Island with a selection of properties to see. Perhaps you get bombarded with real estate mail, and you prefer not to hear from us, with our mailings, please get in touch.



**schembra**  
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HILTON HEAD ISLAND • SOUTH CAROLINA

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