



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 | luxuryrealestate.com

Historical Comparison: 2010-2019

Sales and Prices: January 1, 2010 - June 30, 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	27	\$1,034,148	111	19	73	\$433,664	210	27	2	\$552,500	27	2
2011	35	\$1,029,057	91	11	59	\$453,996	231	28	3	\$275,000	29	3
2012	22	\$1,058,797	92	15	83	\$432,958	174	32	5	\$407,000	28	0
2013	22	\$1,152,205	76	16	89	\$454,477	155	32	6	\$409,000	19	1
2014	28	\$964,309	93	14	57	\$441,115	152	26	2	\$1,360,750	26	3
2015	37	\$916,373	78	13	61	\$384,628	136	21	2	\$375,000	22	2
2016	29	\$1,130,996	76	9	82	\$486,255	139	27	4	\$882,500	23	0
2017	26	\$1,233,788	79	8	74	\$423,298	137	32	7	\$472,714	19	1
2018	40	\$961,879	67	5	97	\$487,342	110	25	7	\$426,357	13	1
2019	39	\$902,875	51	18	92	\$504,358	120	24	7	\$505,000	10	1

Market Trends | Inventory Update

One thing worth noting is that the number of sales closed or scheduled to close for the first six months of 2019 is running parallel with the first six months of 2018. So far this year, 181 properties have either closed or are scheduled to close, compared to 175 in 2018. The good news is that the average sales price of condominiums and homesites have increased, while homes have decreased.

While the average sales price for homes is lower, it is because, as a 50-year old community, we have proportionately a greater number of older homes, which do not command as high a price as our newer and larger homes. The silver lining, however, is that last year there were only two homes that sold for over \$2,000,000 (million), and since January 1 of this year, we have 9 homes ranging in price from \$1,995,000 - \$4,995,000, either closed or under contract, which will increase the average home price upon closing.

Specializing in Palmetto Dunes, Shelter Cove and Leamington is What I Do...

I began my real estate career in 1976 working for a developer which prevented selling property throughout the Island. It was an opportune time to develop my 100% focus and my passion in our community. Recognizing that this was an extraordinary first-class community, and I wanted to be a part of it. It was 1996 with the formation of the Multiple Listing Service (MLS) and agents were then able to sell throughout the Island. I understood the intrinsic value of what made our community special and decided to continue my specialization in Palmetto Dunes and ultimately Shelter Cove and Leamington. This focus has worked out exceedingly well for me, our company, and both buyers and sellers in our community. I chose this path to share my knowledge and expertise with the property owners in our community. This has provided me a competitive edge along with proven sales results with \$1,000,000,000 (billion) in personal real estate sales, and in all facets of the community with history of the property values and prices. It has given me the opportunity to share my knowledge and expertise with local REALTORS® about the benefits of owning in our community and the intrinsic value that we represent. I am often amazed how realtors can realistically think they can keep abreast of market conditions and “best buys” in over 40 communities on Hilton Head Island, Bluffton and Daufuskie. My specialization in Palmetto Dunes, Shelter Cove and Leamington gives me a huge competitive advantage in discussing property values and market trends to help analyze the needs of both buyers and sellers.

Our Special Island!

As we reach the six-month mark in 2019, we can look back and see what a spectacular year it's been on Hilton Head Island. From the accolades that keep pouring in to the investment in enjoyable amenities to the dramatic improvement in the real estate market.

A little closer to home, we see the same encouraging picture emerging in *Palmetto Dunes. In June, *The Today Show* reported that Palmetto Dunes Oceanfront Resort as one of the top 19 resorts in the U.S. As we are known as a family-friendly community and ideal for nature lovers, Palmetto Dunes is centrally located offering three golf courses, a unique 11-mile lagoon system, sports activities, paved leisure paths, bicycle access to Shelter Cove and homes and condominium vacation rental properties.

At Schembra Real Estate Group, the first six months have been great as well. I am pleased to say that so far this year my sales volume closed or scheduled to close is \$35 million, which is four times what the nearest agent can claim.

As I always say, it is easy to sell what you love, where you live and believe in. Palmetto Dunes has a universal appeal because of its exceptional amenities, subtropical climate, gorgeous vegetation, fabulous beaches, convenient mid-Island location, easy accessibility and superior land planning. Many major land planners consider Hilton Head Island the finest land planned resort community in the U.S. We offer something for everyone, from the Atlantic Ocean in our backyard, to the winding 11-mile lagoon system, to the tranquil Broad Creek. A unique residential community with a resort atmosphere defines us.

Palmetto Dunes represents a wonderful opportunity for families to share quality time and enjoy relaxing moments together. At the same time, it allows them to invest in their family's lifestyle and future with a real estate asset that will enhance their investment portfolio.

It is hard to put a dollar value on family enjoyment and memories. Vacationers

absolutely fall in love and want to become a part of our community. We have all the makings of a community for transient and the mobile workforce who can make HHI their home and work elsewhere. Couple this with the prospect of capital appreciation, rental income if desired to help defer costs, tax write-offs where applicable, a forced savings program and low interest rates with a possibility of another rate reduction this year.

There will always be a demand for oceanfront / ocean-oriented property in Palmetto Dunes. Imagine where property values will be 5, 10 or more years from now. It is exciting to think what people will have to pay in the future to own a piece of our paradise. As a resale community, inventory can only come from existing owners. The supply will never keep up with the demand as we have a finite product in a world-class, oceanfront destination resort.

I strongly feel as a resale community with the strong influx of new money on the Island, our best days are ahead of us! I base that on a few points. First just looking at the rising stature of South Carolina:

- Per the Bloomberg Economics report of May 24, 2019, five million Americans annually move from one state to another. Particularly, Florida and South Carolina are enjoying top economic gains from this transience, and we are seeing a more affluent clientele moving in.
- The annual study conducted by United Van Lines tracking state-to-state migration found residents in the Northeast and Midwest lead our nation moving to states in the South and West because of our lower cost of living, weather and jobs.
- As I always stress, South Carolina is in the path of growth and ranks sixth in people moving in. Many companies are expanding or moving into South Carolina because it is less costly and a right-to-work state with warmer



Palmetto Dunes Resort
Named One of 19 Best Resorts
in the US by TripAdvisor

For complete list:
<https://www.today.com/money/19-best-resorts-us-t151283>

The Breeze Trolley...

www.breezetrolley.com

Now through October 15, 2019

1:00 pm - 10:30 pm every 30 minutes

12:00 pm - 12:30 am Friday and Saturday

Trolley Stops:

- Shelter Cove Towne Centre
- King Neptune
- Village of Wexford
- Arrow Road, Motorcoach Resort
- Park Plaza
- Deallyon at Cordillo Parkway
- Deallyon at South Forest Beach Drive
- Coligny Circle
- USCB Campus to Coligny 10:00 am-1:00 pm



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AMERICA'S BEST
REAL ESTATE PROFESSIONALS

Phil Schembra 2017:

**#5 Individual Sales Volume
South Carolina**

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



Our Special Island Continued...

weather, thus creating a growing work force.

- South Carolina is retirement tax friendly. The state does not tax Social Security retirement benefits and has a \$15,000 deduction for seniors receiving any other type of retirement income

Clearly, the momentum is growing as South Carolina goes from success to success. Focusing in even tighter, there are several signs that point to great things on the horizon for Hilton Head Island:

- Hilton Head Island is a controlled real estate market because of density restrictions of the Land Management Ordinance (LMO) and is virtually built out of developer inventory. The vast majority of future inventory can only be generated from existing owners deciding to sell causing upward pressure on prices as demand will always outstrip supply.
- This is a huge competitive advantage over other communities that have years of standing developer product or future development product planned that cannot be brought to the market plus resales to sell.
- Hilton Head Island Airport enplanements and deplanements are up 188% in the 1st quarter of this year compared to 2018 due to larger jets as well as new United Service that launched in March. Hilton Head Island is benefiting greatly as we become more easily accessible.
- That accessibility will only continue to grow. Hilton Head Island Airport received a \$10 million FAA grant for terminal expansion and modernization.
- During the first quarter of this year our Chamber of Commerce reports that ATAX Collections (accommodations tax) was up 18% for the Town of Hilton Head Island. All told, accommodations and hospitality taxes generated by visitors was \$23.8 million.
- Occupancy was up 8.2%, as we saw an increase in visitors who are spending more money in our local economy. Beyond that, tourism impacts home values, as visitors fall in love with our Island and want to become a part of our community.
- Beaufort County has plans to build an expansion bridge connecting Hilton Head Island to the Low Country.
- The Land Acquisition Program has significantly reduced density and helped preserve the natural environment of Hilton Head Island by purchasing 145 parcels, most recently the former Modern Classic Motors location on 278, totaling 1,301.99 acres, spending a total of \$175,450,000.

It's clear to see that our state and our community are making incredible strides over the past six months. And even clearer that the best is yet to come. Thank you for your continued support, trust and ongoing referrals. Because of our success, a shortage of properties for sale has developed. If you are thinking of changing your real estate goals and objectives, please get in touch with me or your professional at Schembra Real Estate Group for a no-obligation consultation on market conditions. I welcome the opportunity to explain the benefits of using Schembra Real Estate Group.

Affordability Index

Attractive Prices

- + Solid Financing with Extremely Low Interest Rates
- + Tax Benefits, If Applicable
- + Weekly and Long-Term Rentals at All-Time Highs
- + Vacation Savings
- + Forced Savings
- + Potential Capital Appreciation

= Exceptional Buying Power!!!

It's Easy to Get Here...

HILTON HEAD ISLAND AIRPORT

Airline	City	Name of Airport	When
American	Charlotte, NC	Charlotte Douglas International	Weekends and Week Days
American	Washington DC	Ronald Reagan International	Weekends
Delta	Atlanta, GA	Hartsfield-Jackson Atlanta International	Weekends and Week Days
Delta	New York City, NY	LaGuardia Airport	Weekends
United	Chicago, IL	O'Hare International	Weekends
United	New York City, NY	Newark Liberty International	Weekends
United	Washington DC	Ronald Reagan International	Weekends
United	Washington DC	Dulles International	Weekends and Week Days

SAVANNAH / HILTON HEAD ISLAND INTERNATIONAL AIRPORT

Airline	City	Name of Airport	When
Air Canada	Toronto	Leaster B Pearson International	Weekends and Weekdays
Allegiant	Cincinnati, OH	Northern Kentucky International	weekends
Allegiant	Columbus, OH	Rickenbacker International	Weekends and Weekdays
Allegiant	Cleveland, OH	Hopkins International	Weekends and Weekdays
Allegiant	Pittsburgh, PA	Pittsburgh International	Weekends and Weekdays
Allegiant	Lehigh Valley, PA	Lehigh Valley International	Weekends
Allegiant	Providence, RI	T F Green State	Weekends and Weekdays
American	Dallas, TX	Dallas/Fort Worth International Airport	Weekends
American	Miami, FL	Miami International Airport	Weekends
American	Chicago, IL	O'Hare International	Weekends and Weekdays
American	Charlotte, NC	Douglas International	Weekends and Weekdays
American	Washington, BC	Ronald Reagan International	Weekends and Weekdays
American	Philadelphia, PA	Philadelphia International	Weekends and Weekdays
Delta	Atlanta, GA	Hartsfield-Jackson International	Weekends and Weekdays
Delta	Minneapolis, MN	St. Paul International Airport	Weekends
Delta	Detroit, MI	Metropolitan Wayne county	Weekends and Weekdays
Delta	New York, NY	LaGuardia	Weekends and Weekdays
Delta	New York, NY	JFK International	Weekends and Weekdays
Jet Blue	New York, NY	JFK International	Weekends and Weekdays
Jet Blue	Boston, MA	Edward Logan International	Weekends and Weekdays
United	Denver, CO	Denver International Airport	Weekends
United	Houston, TX	Houston George Bush Intercontinental	Weekends
United	Chicago, IL	O'Hare International	Weekends and Weekdays
United	Washington, BC	Dulles International	weekends
United	Newark, NJ	Newark Liberty International	Weekends and Weekdays

Help Us Protect our Loggerhead Sea Turtles...

- Turn off lights and close blinds after 10:00 pm on buildings visible from the beach
- Remove trash from the beach; no large shovels
- Fill in the holes on the beach with sand from tents, umbrellas, toys, etc.
- Do not disturb the marked nests on the beach
- Take photos from a distance using no flash;



More information on the protections of our sea turtles: www.hiltonheadislandsc.gov

Why Expertise and Knowledge is Important...

- 43 years of record-breaking sales, longevity, experience, reputation and knowledge in one community
- As a REALTOR®, I will represent your best interest to the best of my ability. Not all Realtors are members of the National Association of Realtors (NAR) and must abide by a strict code of conduct
- I can offer you a proven reputation built on trust, hard work, integrity and core values
- I can share my professional relationships with attorneys, mortgage lenders, banks, architects, builders, designers, repairs and maintenance
- Offer a comprehensive marketing plan and communication plan
- Provide communication each step of the way during the sales process
- Provide excellent customer service and office support
- Excellent office location with visibility for our community listings and the only original tenant at The Plaza at Shelter Cove
- Knowledge and history of our pricing: where prices have been, present prices, and where they should be in the future

A Personal Thank You...

As a realtor and property owner living in Palmetto Dunes since 1976, I made a commitment to our owners with a 100% focus on specializing in Palmetto Dunes, Shelter Cove and Leamington, and have never looked back.

Not only because it allowed me to follow the trajectory of some of the Island's most desirable neighborhoods, but also because of the friendships and personal connections I've made along the way. I've seen clients become neighbors and neighbors become friends. Building that trust is the most important thing I do as a REALTOR.® Your confidence, your loyalty and your ongoing personal referrals have been a huge part of my success, both personally and professionally and I thank you.

Sincerely,

Philip A. Schembra
Broker-In-Charge

Stay Connected...

If you would like to receive our newsletter by email, please get in touch. We believe in establishing personal relationships and personal communications. If we can assist you with setting up a wish list for future properties, please get in touch.



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HILTON HEAD ISLAND • SOUTH CAROLINA

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