

The Word is Out...

Please review some of the media outlets that have bestowed incredible awards and recognition upon Hilton Head Island and our community. Our Island continues to be showcased throughout the world.

- #1 Island in the Continental US
- #2 Island in the World Travel + Leisure Magazine
- US News & World Report
- Condé Nast Traveler
- Southern Living
- TripAdvisor
- Insider.com
- Golf Digest
- Golfweek
- Marie Claire
- Cosmopolitan
- MSN
- USA Today
- Reader's Digest
- The Knot
- Travel Channel
- Coastal Living
- FoxNews.com
- League of American Bicyclists

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- The Total Salesperson® 2018
- The Total Person® 2018
- The Total Student® 2017-2018

Special 20% Savings for Palmetto Dunes, Shelter Cove and Leamington Owners and Friends!

Please visit:

hhiperformancegroup.com or call Lynn at 843.785.2452 or 800.845.9506 or stop by Schembra Real Estate Group at The Plaza at Shelter Cove.

Exceptional Community!

Dear Palmetto Dunes, Shelter Cove Leamington Owners and Friends,

Fall Is in the Air! Thanksgiving will be here before we know it, and will be the time of the year to reflect on how fortunate we are to own a "piece of paradise" in this extraordinary community of Palmetto Dunes, Shelter Cove and Leamington.

Our Reputation! I have been working with one of the most successful and prestigious private luxury destination companies in the world, and last week I met with their representative who indicated that "Hilton Head Island was one of their most desirable destination spots for their clientele." He stated that we are not only a resort community, but a "vibrant, diverse group of guests and residents who enjoy the lifestyle and the overabundance of amenities that we offer." Needless to say, Hilton Head Island continues to rise to the top of their request list. However, in his poignant manner, he was startled with our price ranges, as we over deliver in our quality of life and amenities and under deliver in price.

My Approach to Raising Prices! In my ongoing effort to raise prices in our community, I continue to take a very aggressive approach to move forward and keep the dialogue open.

I have written a series of three articles that appear in the Hilton Head Monthly Magazine.

These articles can be found on schembrarealestate.com under News! We need to understand where we are positioned in the marketplace not only as a community, but with our prices, which are low compared to other high-end resort communities we compete with. This issue is one I continually emphasize to owners, Island residents, 1,200 realtors and prospective owners, as for them it is a good time to buy. If we continue to stay in the forefront and highlight the reasons why prices should be higher, we will provide an opportunity to accomplish our goals of moving our real estate prices to another level and make us competitive.

It's a Good Time to Buy...

It is hard to put a price on an ideal getaway for a stress-reducing vacation or a year-round home. New owners will have a solid long-term real estate investment as our economy strengthens, and will have the added benefits of great financing, tax write-offs (if applicable), vacation savings as well as rental opportunity, if desired, to help defer expenses. Today's market represents a great window of opportunity for buyers. The old saying, "Being in the right place at the right time" was never truer than today. There is huge room for growth.

(continued)

We are at pre-recession prices, as noted on the reverse side illustrating prices for the past 10 years. Consumer confidence remains extremely strong, with our current US GDP growth rate at 3.1%. That means the US economy grew 3.1 percent in the second quarter of 2017 (April through June). That is a bit higher than the ideal growth rate of between 2-3 percent. The ideal rate is fast enough to provide enough jobs, but not so fast it will create inflation.

Beach Update...

I recently spoke to Chris Creed, project engineer with Olson and Associates, Inc., the company responsible for the past four beach nourishment projects, and he stated that "our beach nourishment held up exceedingly well during Hurricane Irma, and we will not have any long-term damage." His observation was that we experienced a normal winter storm and a portion of the displaced sand will be expected to work back onshore during spring/summer waves.

As the initial Chairperson of the Hilton Head Island Board of Realtors beach nourishment committee, I continue to be optimistic and very positive about the benefits and impact that a nourished, impeccable beach has on our community-property values, enjoyment by all, stability and the success we continue to receive. We self-fund beach nourishment through accommodations tax of 2% of all overnight lodging.

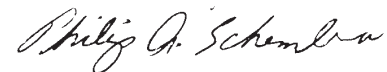
An Extraordinary Community...

With the amenities list below and the awards in the side bar included, it is easy to understand how our low home prices do not reflect the essence of our residential award-winning, oceanfront resort community on the Island.

- Priceless enjoyment and memories had by all
- Incredible three miles of beach in Palmetto Dunes and Leamington
- Largest marina on the Island
- Unique 11-mile lagoon system
- Location: New Epicenter of HHI
- Sub-tropical climate/four seasons
- Overabundance of amenities
- Location in path of southern growth
- Easy access for 105 million people within a 15-hour drive-to-radius
- Superior land planning/design
- Low density
- Fiscally responsible Town Gov't
- Palmetto Dunes, Shelter Cove & Leamington resale communities
- Future inventory generated from existing owners
- Demand will outstrip supply in future years
- Special niche in high-end luxury market because of our reputation
- Opportunity to attract the mobile workforce
- Stewards of the environment
- Diverse population
- World-class golf, tennis, sports
- Rich cultural, history and arts community
- Medical facilities
- Enrichment for life-long learning
- Private residential neighborhoods
- Shopping and dining
- Attraction of first-class events
- Biking and walking trails
- Fully funded beach nourishment project
- Nationally and Internationally acclaimed awards

Thank you for your continued trust, support and confidence in my efforts to raise prices. I consider it a privilege to live and specialize in our community and to help countless buyers and sellers achieve their real estate goals. Thank you for your continued referrals, it is truly a testament of my ability to provide you with a first-class experience. If your needs have changed, you are thinking of selling or reinvesting, or if any of your family members, friends or business associates are interested in becoming a part of our community, please contact me. Have a wonderful fall and please stop by our office at The Plaza at Shelter Cove and say hello.

Sincerely,



Philip A. Schembra
Broker-In-Charge

Follow Us...



The Plaza at Shelter Cove
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"Philip A. Schembra...the ONLY specialist in Palmetto Dunes, Shelter Cove and Leamington"

Palmetto Dunes (PD) | Shelter Cove (SC) | Leamington (L)

As of September 30, 2017 - 76 homes, 18 homesites and 137 condominiums for sale

Price Ranges

HOMES

Golf	\$ 499,900	—	\$ 1,225,000
Lagoon/Lake	\$ 500,000	—	\$ 1,595,000
Wooded	\$ 559,000	—	\$ 1,275,000
4th & 5th Row Ocean/Lagoon	\$ 1,399,000	—	\$ 1,895,000
3rd & 4th Row Ocean	\$ 799,000	—	\$ 1,395,000
2nd Row Ocean	\$ 1,195,000	—	\$ 2,795,000
Oceanfront	\$ 3,100,000	—	\$ 6,950,000

HOMESITES

Golf	\$ 275,000	—	\$ 419,500
Lagoon/Lake	\$ 254,000	—	\$ 599,000
Wooded			\$249,900
4th & 5th Row Ocean/Lagoon			None Available
3rd & 4th Row Ocean	\$ 695,000	—	\$ 770,000
2nd Row Ocean	\$ 950,000	—	\$ 1,299,000
Oceanfront	\$ 2,890,000	—	\$ 3,769,000

CONDOMINIUMS

Abbington (L)	\$ 699,000	—	\$ 749,000
Anchorage (SC)	\$ 294,900	—	\$ 329,500
Barrington Arms and Barrington Court (L)	\$ 399,900	—	\$ 925,000
Barrington Park (L)	\$ 315,000	—	\$ 349,500
Beach Villas (PD)			None Available
Captain's Cove (PD)			None Available
Captain's Quarters (SC)	\$ 429,000	—	\$ 479,500
Captain's Walk (PD)	\$ 639,900	—	\$ 889,500
CentreCourt (PD)			None Available
Fazio (PD)	\$ 289,900	—	\$ 449,900
Hampton Place (L)	\$ 449,500	—	\$ 1,295,000
Harbourside I & II (SC)	\$ 229,000	—	\$ 376,500
Hickory Cove (PD)			\$499,000
Huntington (L)			\$479,000
Inverness Village (PD)	\$ 325,000	—	\$ 335,000
MainSail (SC)			\$499,000
Moorings (PD)			None Available
Newport (SC)	\$ 315,000	—	\$ 425,000
Ocean Cove (PD)			None Available
Peninsula at Newport (SC)			\$699,000
Queen's Grant (PD)	\$ 228,000	—	\$ 369,000
St. Andrews Common (PD)	\$ 235,000	—	\$ 259,000
Somerset (L)	\$ 1,289,000	—	\$ 2,595,000
South Shore Commons (L)			\$1,185,000
Townhomes at South Shore (L)	\$ 2,795,000	—	\$ 3,495,000
Tradewinds (SC)	\$ 464,865	—	\$ 529,900
Turnberry Village (PD)	\$ 309,900	—	\$ 425,000
Villamare (PD)	\$ 449,900	—	\$ 859,000
Water Oak (PD)			\$339,000
WatersEdge (condo/office) (SC)	\$ 175,000	—	\$ 205,000
Wendover Dunes (L)	\$ 529,000	—	\$ 759,000
Windsor Place and Windsor Court (L)	\$ 419,900	—	\$ 1,445,000
Yacht Club (SC)	\$ 395,000	—	\$ 495,000



"Specializing in Palmetto Dunes, Shelter Cove and Leamington since 1976"

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

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Historical Comparison 2007-2017

Sales and Prices 3rd Quarter: January 1 - September 30

Palmetto Dunes | Shelter Cove | Leamington

HOMES					HOMESITES					CONDOMINIUMS				
Year	Sold	Avg. Price	Inventory	Under Contract	Year	Sold	Avg. Price	Inventory	Under Contract	Year	Sold	Avg. Price	Inventory	Under Contract
2007	34	1,165,654	125	6	2007	5	1,204,000	31	0	2007	102	670,204	278	12
2008	36	1,311,025	127	4	2008	3	1,551,666	30	1	2008	91	603,266	250	18
2009	31	1,282,222	129	6	2009	6	622,354	26	0	2009	62	403,326	224	12
2010	47	1,029,607	111	8	2010	3	521,167	27	1	2010	103	414,233	201	22
2011	43	1,085,221	93	10	2011	3	235,667	26	3	2011	91	446,091	199	26
2012	39	1,041,604	80	16	2012	7	375,714	29	1	2012	132	408,866	180	21
2013	41	1,097,888	79	16	2013	10	814,886	19	1	2013	143	454,590	141	27
2014	41	1,012,519	90	11	2014	9	701,833	23	1	2014	97	424,138	147	19
2015	59	860,344	74	13	2015	5	419,000	19	1	2015	100	386,236	141	24
2016	42	1,108,628	71	15	2016	5	766,000	21	0	2016	123	451,350	141	23
2017	44	1,180,898	76	5	2017	11	416,273	18	1	2017	131	417,200	123	25

2017 3rd Quarter Results!

It's a question I'm asked more than any other. "Will we ever see a return to pre-recession prices?" Somehow people never believe me when I say "yes." In 2005, the average price for a home was \$1,565,000, a homesite was \$1,250,000 and a condominium was \$640,000. Compare to the table above showing current prices. It's been a struggle to get back, but we're almost there. The fact is, there are comparable resort communities who are already there. It's a place we can get back to within five years if we just draw the line in the sand and commit to it. It will take realtors and owners working together to bring our prices where they need to be, and I hope this NEWS shows you why it needs to be done.