

Hilton Head Island...Our Position in the Marketplace!

Dear Fellow Palmetto Dunes, Shelter Cove and Leamington Owners,

Good News! Momentum for the spring selling season began early this year and we are creating activity and interest in both listings and sales. In fact, to date, my personal sales volume is approaching \$10,000,000, closed or scheduled to close in our neighborhood in Palmetto Dunes, Shelter Cove and Leamington.

I organized and moderated a recent symposium for realtors and members of the business community which was a huge success! As we always indicate, knowledge is power and it was rewarding to get the positive feedback from our attendees. Our speakers included *Steve Birdwell*, President, The Sea Pines Resort, *Ariana Pernice*, Vice-President, Visitor and Convention Bureau of the Hilton Head Island-Bluffton Chamber of Commerce, *Steve Riley*, Hilton Head Island Town Manager, and *James Wedgeworth*, Charter One Realty and discussed the capital improvements and future plans for the Island, chamber marketing and raising real estate values. My presentation focused on our property prices compared to other world--class oceanfront residential resort communities on the East Coast. It was quite an eye opener to many in the audience that our prices on Hilton Head Island are at the low end of the spectrum compared to our competition. We over deliver in amenities and under deliver in price. Our media coverage is ongoing and will be highlighted on upcoming shows with Dr. Debi Lynes, WHHI, Talk of the Town, Adventure Radio and Hilton Head Monthly Magazine.

Raising Prices! We have the perfect opportunity to raise prices because of all the capital improvements in both the private and public sectors which will have a tremendous impact on the quality of life for owners and guests. The awards and accolades continue as most recently we were selected by Travel +Leisure Magazine as the #1 Island in the US and Canada for 2016. National Real Estate News: Recently, the National Association of Realtors (NAR) reported that home sales in January, 2017 were at the fastest pace in almost a decade. The sales pace in January was 3.8% higher than a year ago and surpasses November, 2016 as the strongest since February, 2007.

As always, I thank you for your referrals as much of my success has been generated from you, the owners, and I thank you for this. Your continued trust and confidence in my knowledge and expertise has allowed me to continue my record-breaking sales. I shall continue my efforts to raise prices in Palmetto Dunes, Shelter Cove and Leamington so we, too can compete in this high-end market. We are easy to reach! Please stop by and say hello on your next trip to The Plaza at Shelter Cove!

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Sincerely,

Broker-In-Charge

Hilton Head Island's #1 All-Time Listing and Selling Agent since 1976
for homes, homesites and condominiums in one community...
all achieved in Palmetto Dunes, Shelter Cove and Leamington.

\$1,000,000,000 (Billion) in Personal Sales

Specializing Since 1976 Palmetto Dunes | Shelter Cove | Leamington

As a member of the Hilton Head Island Board of Realtors with over 1,000 realtors selling on Hilton Head Island and the Low Country, now more than ever it is important to work with an experienced and knowledgeable realtor especially as we are transitioning from a buyers market to a sellers market. I take my responsibility and commitment to our owners and prospective owners very seriously either as a buyer, seller or as an investor in our community.

Specializing exclusively in sales in Palmetto Dunes, Shelter Cove and Leamington since 1976 has earned me the distinction of holding every record on the Island for sales by one realtor for homes, homesites and condominiums in one community. Experience and negotiating skills can save you time and money as our inventory changes on a daily basis. Please contact me today if you would like to discuss where the prices were, where they are now, and most important what our plan is for moving these prices forward.

www.philschembra.com

schembra
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"Serving the Palmetto Dunes Community Since 1976"
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