

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 recently organized and moderated a 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 receive 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. The discussion focused on capital improvements and future plans for the Island, Chamber marketing and raising real estate prices. My presentation included 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 will be ongoing and will be highlighted on upcoming shows with Dr. Debi Lynes, WHHI, Talk of the Town, Adventure Radio and *Hilton Head Monthly Magazine*. A separate article on the current real estate market will appear in an upcoming issue of *CH2 Magazine*.

Raising Prices! We have the perfect opportunity to raise prices because of 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. The 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, which is very positive for Hilton Head Island real estate.

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!

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

It Pays to Specialize! Palmetto Dunes | Shelter Cove | Leamington

As a member of the *Hilton Head Island Board of Realtors* with over 1,000 realtors in sales on Hilton Head Island and the Low Country, now, more than ever it is important to work with a realtor who is knowledgeable about our community, one with honed negotiating skills that can save you time and money as our inventory changes daily. We are transitioning from a buyers' market to a sellers' market. Specializing exclusively in Palmetto Dunes, Shelter Cove and Leamington since 1976 has earned me the distinction of holding every record on Hilton Head Island for sales by one realtor for homes, homesites and condominiums in one community.

Thank You! I take my responsibility and commitment to our property owners and prospective owners very seriously either as a buyer or seller in our community. Please contact me today if you would like to discuss where the prices have been, where they are now, and most importantly what our plan is for increasing prices moving forward.

Please visit schembrarealestategroup.com for current listings in
Palmetto Dunes | Shelter Cove | Leamington

www.schembrarealestategroup.com | phil@schembrarealestate.com
843.785.2452 | 800.845.9506

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real estate group
Palmetto Dunes | Shelter Cove | Leamington | Since 1976
50P Shelter Cove Lane
Hilton Head Island, SC 29928-5546

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