

## Who's Who in Luxury Real Estate Press Release...

Seattle, WA USA - Who's Who in Luxury Real Estate continues to expand and strengthen its network of luxury real estate professionals and brokerages from around the world. Schembra Real Estate Group, the newest edition to the network, represents the top properties throughout Hilton Head Island, South Carolina, and Palmetto Dunes, Shelter Cove and Leamington. Along with membership in the Who's Who network, they will benefit from having their listings on LuxuryRealEstate.com, exposing them to more qualified buyers both nationally and internationally. To be eligible for membership with Who's Who in Luxury Real Estate, brokers or firms must list and sell in the top 10 percent of their market – only the very best companies and individuals are inducted into the network. Schembra Real Estate Group continues its goal of elevating Hilton Head Island real estate and providing their clients the utmost in professionalism, service and first-class experience.

## Congratulations Hilton Head Island...

Over 5,000,000 (million) Travel + Leisure Magazine readers around the world have voted Hilton Head Island #1 Island in the Continental US and #2 in the World in 2017! Conde' Nast Traveler voted Disney Hilton Head Resort located in Shelter Cove as the #1 Resort / Hotel in South Carolina!

## Our Diamond Has Been Polished!

Dear Palmetto Dunes, Shelter Cove and Leamington Owners,

Are you ready for a crash course in real estate? I guarantee it's worth learning because if you read on you'll find out why you as a homeowner are uniquely positioned here on Hilton Head Island to hold all the cards in securing your future in the bright days ahead. That power comes from the fact that as a resale community, the only inventory realtors can secure is from you, the owner. We need more inventory, which means we're waiting on you to decide on when you would like to sell, if at all.

On a national scale, things are moving in a direction that can have an extraordinary impact on the real estate market. There is a renewed confidence that the worst of the real estate bubble is behind us, and the best lies ahead. The stock market is improving, unemployment is below 5 percent and regulations on real estate and lending are being relaxed.

Rest assured, any improvement in the national real estate market has an immediate and extraordinary impact on Hilton Head Island. I say this from experience, having watched the ebb and flow of the market during times like this in my 41 years specializing in Palmetto Dunes, Shelter Cove, Leamington and Hilton Head Island. And after selling \$1,000,000,000 (billion) of real estate, I can promise that our area always feels these upswings

quickly. Historically, we have only needed a small percentage of sellers who want to move to the coast and fall in love with our Island.

Historically, we've had to face some tough competition from other markets along the southeast coast, which has become the most popular spot in the US to move to.

If you look back on the last few years, you'll see what we've done to get a leg up on the competition. Hilton Head Island has been raking in the accolades for our land planning design, amenities, beach and quality of life. These are not just awards lauding us for our tourism, these are awards that paint us as a home town and you'd better believe those first-time visitors are taking notice. As an Island, we have been called a "diamond in the rough" for too long. Ask Travel + Leisure, as Hilton Head Island was named #1 "Best Island in the Continental US" in 2016 and Charleston was #1 and Savannah #9 for "World's Best Cities" in 2016. They will tell you that this diamond has been polished and is ready to shine. Projects from the beach nourishment to the dazzling transformation of the Shelter Cove area reflect our renewed commitment to capital improvements. That attracts first time visitors, entices potential new residents and creates a greater quality of life for residents.

(continued)

Which is where you come in, the homeowner who suddenly finds yourself holding all the cards in our real estate market. Right now, inventory on Hilton Head Island is low, with less than 5 percent of homeowners looking to sell. That's probably a function of that greater quality of life I mentioned, but if it's not, it's because they have been waiting for the market to improve, their wait is over.

The market has corrected itself, the wave of that improved market is just waiting to arrive on our shores and Hilton Head Island has marvelously positioned itself to take advantage. It's a finite Island, though, so it's about to be entirely on homeowners to increase inventory by putting their home on the market at a price point befitting the rich amenities of this polished jewel of an Island. There's an old saying that "patience is a virtue". For those of you who waited, your ship is coming in.

### 11- Mile Lagoon and Lake System...

The PDPOA and their Lagoon and Lake Advisory Group continue to be on the forefront of protecting one of our most valuable assets, the second largest man-made lagoon system in the US which meanders through Palmetto Dunes and Leamington. The lagoon is perfect for fishing, kayaking, canoeing, and electric boat leisure cruises and offers some of the most spectacular views on the Island of both lagoon and golf in a serene setting for our homes and condominiums.

### Affordability Index...

- Attractive Prices
- + Enjoyment for Family and Friends
- + Solid Financing/Historic Low Interest Rates
- + Tax Benefits, if Applicable
- + Weekly/Long-Term Rentals at All-Time High
- + Vacation Savings
- + Forced Savings
- + Potential Capital Appreciation

= Exceptional Buying Power!!!

### Shelter Cove Legacy Brick Program...

What a memorable opportunity to leave your legacy at Shelter Cove Harbour. The Shelter Cove Company is selling 4x8 (\$149) and 8x8 (\$248) personalized pavers for the pavilion where Shanner Tanner performs, completion Summer, 2018. More info, [www.welcomeshelterhc.org](http://www.welcomeshelterhc.org) or [ddominguez@sheltercovehc.org](mailto:ddominguez@sheltercovehc.org). MasterCard/Visa accepted

### The Epicenter of Hilton Head Island...

The redevelopment of the Shelter Cove area is nothing short of phenomenal and the impact it has had on the Island. This success has put the spotlight not only on Shelter Cove Towne Centre, but Shelter Cove Harbour and The Plaza at Shelter Cove. The POA's and developers have spent over \$80,000,000 (million) to enhance the owner and customer experience in the most popular location on the Island.

With over 2,500,000 visitors to our Island, the activity that the Shelter Cove area is generating provides an opportunity for potential real estate sales in Palmetto Dunes, Shelter Cove and Leamington as we showcase our community and amenities, which will translate into increased values in years to come.


### Island-Wide Real Estate...

As I continue to focus 100% on Palmetto Dunes, Shelter Cove and Leamington owners, our on-site real estate agents are happy to assist you with your real estate goals and objectives on Hilton Head Island and the Low Country.

### Thank You For Your Referrals...

A great deal of my success has been generated from our owners, who I have made a total commitment to since 1976, and I thank you for this. Your continued trust and confidence in my knowledge and expertise in our community is very much appreciated.

Sincerely,



Philip A. Schembra  
Broker-In-Charge

### Follow Us...



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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 June 30, 2017 - 79 homes, 19 homesites and 137 condominiums for sale

Price Ranges

HOMES

Golf	\$ 499,900	—	\$ 2,250,000
Golf/Lagoon	\$ 1,275,000	—	\$ 1,895,000
Lagoon/Golf		\$ 1,395,000	
Lagoon/Lake	\$ 649,000	—	\$ 1,399,000
Wooded	\$ 599,000	—	\$ 1,275,000
4th & 5th Row Ocean/Lagoon		\$ 1,295,000	
3rd & 4th Row Ocean	\$ 895,000	—	\$ 1,495,000
2nd Row Ocean	\$ 1,295,000	—	\$ 2,795,000
Oceanfront	\$ 3,250,000	—	\$ 6,950,000

HOMESITES

Golf	\$ 275,000	—	\$ 419,500
Golf/Lagoon		\$ 399,900	
Lagoon/Lake	\$ 269,000	—	\$ 579,000
Wooded	\$ 249,900	—	\$ 279,000
4th & 5th Row Ocean/Lagoon		None Available	
3rd & 4th Row Ocean	\$ 775,000	—	\$ 799,000
2nd Row Ocean	\$ 950,000	—	\$ 1,599,000
Oceanfront	\$ 2,890,000	—	\$ 3,769,000

CONDOMINIUMS

Abbington (L)	\$ 639,000	—	\$ 789,000
Anchorage (SC)	\$ 225,000	—	\$ 339,900
Barrington Arms and Barrington Court (L)	\$ 469,000	—	\$ 925,000
Barrington Park (L)	\$ 315,000	—	\$ 425,000
Beach Villas (PD)	\$ 595,000	—	\$ 1,199,000
Captain's Cove (PD)		\$ 499,000	
Captain's Quarters (SC)	\$ 429,000	—	\$ 459,900
Captain's Walk (PD)	\$ 587,000	—	\$ 949,500
CentreCourt (PD)		\$ 311,900	
Fazio (PD)		\$ 395,051	
Hampton Place (L)	\$ 449,500	—	\$ 799,000
Harbourside I & II (SC)	\$ 229,000	—	\$ 376,500
Hickory Cove (PD)	\$ 359,600	—	\$ 399,000
Huntington (L)	\$ 479,000	—	\$ 579,000
Inverness Village (PD)	\$ 325,000	—	\$ 349,900
MainSail (SC)	\$ 499,000	—	\$ 614,900
Moorings (PD)		\$ 369,500	
Newport (SC)	\$ 350,000	—	\$ 449,900
Ocean Cove (PD)		None Available	
Peninsula at Newport (SC)	\$ 639,000	—	\$ 699,000
Queen's Grant (PD)	\$ 199,500	—	\$ 379,000
St. Andrews Common (PD)	\$ 209,000	—	\$ 319,900
Somerset (L)	\$ 1,295,000	—	\$ 2,895,000
South Shore Commons (L)		None Available	
Townhomes at South Shore (L)	\$ 2,999,999	—	\$ 3,495,000
Tradewinds (SC)	\$ 464,865	—	\$ 529,900
Turnberry Village (PD)	\$ 354,000	—	\$ 425,000
Villamare (PD)	\$ 449,900	—	\$ 859,000
Water Oak (PD)		None Available	
WatersEdge (condo/office) (SC)	\$ 175,000	—	\$ 205,000
Wendover Dunes (L)	\$ 539,000	—	\$ 759,000
Windsor Place and Windsor Court (L)	\$ 419,900	—	\$ 1,445,000
Yacht Club (SC)	\$ 397,500	—	\$ 528,000



"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 1st Quarter: January 1 - June 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	23	1,148,076	113	7	2007	2	791,000	30	1	2007	59	675,700	297	24
2008	25	1,216,580	123	4	2008	3	1,551,666	29	0	2008	61	608,259	261	20
2009	19	1,096,573	138	6	2009	4	473,750	28	2	2009	41	408,760	251	8
2010	27	1,034,148	111	19	2010	2	552,500	27	2	2010	73	433,664	210	27
2011	35	1,029,057	91	11	2011	3	275,000	29	3	2011	59	453,996	231	28
2012	22	1,058,797	92	15	2012	5	407,000	28	0	2012	83	432,958	174	32
2013	22	1,152,205	76	16	2013	6	409,000	19	1	2013	89	454,477	155	32
2014	28	964,309	93	14	2014	2	1,360,750	26	3	2014	57	441,115	152	26
2015	37	916,373	78	13	2015	2	375,000	22	2	2015	61	384,628	136	21
2016	29	1,130,996	76	9	2016	4	882,500	23	0	2016	82	486,255	139	27
2017	26	1,233,788	79	8	2017	7	472,714	19	1	2017	74	423,298	137	32

**2017 2nd Quarter Results!**

Good News! Homes: the average home price is at the highest level since 2007. There was a slight increase in inventory: slight decrease in units sold or under contract. Condominiums: a decrease in both prices, sales and inventory. Stronger sales in our more affordable neighborhoods. Homesites: A decrease in prices and inventory and a doubling in sales. In 2016, we had an oceanfront homesite sell for \$2.2 million, increasing the average price of homesites considerably.

Good News: as of July 7th, there are slightly over 5% of properties for sale in our community. Because inventory has remained extremely low, it is only a function of time before prices increase.