

## Hilton Head Island Performance Group...

The perfect holiday gift!! Are you ready to organize your life in 2019? Our subsidiary company has announced the 2019 line of daily planners are now available. We offer THE TOTAL EXECUTIVE® 2019, THE TOTAL SALESPERSON® 2019 and THE TOTAL PERSON® 2019. Our planners are the most affordable, functional and user-friendly life learning planners on the market “today for individuals, corporations and people in the world of sports. New topics this year include Creating Community, Empathy and Vulnerability. \$43.00 or less based on quantity. Personalization available. Call Lynn at 800.845.9506, 843.785.2452 or email [lynn@hhperformancegroup.com](mailto:lynn@hhperformancegroup.com) and mention property owner to order. We are inviting our property owners to take advantage of our 20% savings. Embossing and shipping not included. [www.hhperformancegroup.com](http://www.hhperformancegroup.com) for more information.

## Christopher Schembra...

Our son, Christopher, maintains heavy ties to the family business while building his own legacy in New York City. We're proud to share that Chris will be honored November 18 as a recipient of *Smart Hustle Magazine's* “Entrepreneur of the Year” award in New York City. Learn more about how Chris is leaving his mark on the world by visiting [747club.org](http://747club.org).

## Palmetto Dunes' 50th Anniversary Year

Where did the year go? It seems like only yesterday we were eyeing the beginning of 2018 in anticipation of the 50th anniversary of Palmetto Dunes. It's a milestone that I've been especially anxious to celebrate, having spent the entirety of my 42 years in real estate specializing in Palmetto Dunes, Shelter Cove and Leamington. This exceptional community means a lot to me, and seeing it reach its golden anniversary is extremely gratifying.

If the year flew by, it's only because this has been a year of endless excitement on Hilton Head Island. I keep telling people that the best just keeps getting better. For the third consecutive year, *Travel + Leisure* readers have voted Hilton Head Island the No. 1 Island in the United States. This is a huge feather in our cap, and it's just one of dozens of other awards and accolades our Island has received over the last year. Hilton Head Island has always enjoyed notoriety as a blissful sub-tropical paradise and our reputation has only grown in the last year.

Adding to that reputation is a series of smart development and growth choices made right here. The various capital improvement programs currently transforming the Island are too numerous to mention, but simply drive down the street for a few miles and you will see something new and exciting. Perhaps no single improvement will have greater impact on our area in the years to come than the expansion of the Hilton Head Island Airport runway from 4,200 to 5,000 feet. Already, our airport is in discussion with several carriers to expand air-lift to the Island and make it easier

than ever for people to discover Hilton Head Island.

As great as 2018 was, I'm confident our best years are ahead of us. In my 42 years of selling real estate, I've seen this Island through good times and bad, bull markets and bears, and I have never seen it in a better position to grow and improve than it is right now. The awards are going to keep rolling in and our community's emphasis on smart land planning and strategic growth will continue to make a better Hilton Head Island for everyone.

I was reminded of what a remarkable place we live in during a recent chat with Inspirato, one of the most successful and prestigious private clubs in the world who bring new owners to our community and their representative indicated that Hilton Head Island was one of their most desirable destination spots for travelers, investors and families. He stated that we, “are not only a residential resort community, with spectacular amenities and great land planning with low density but a vibrant, diverse group of guests and residents.” It's something I've known for quite some time, but it's refreshing to hear it from an objective outsider.

One of my favorite ways to spend an evening is watching families who are making memories of a lifetime. Those families return year after year because of the amazing Island paradise we call home. We're an Island that is never satisfied with “good enough.” We never rest on our laurels. We're always looking for ways to make a good thing better, and that's why I'm confident 2018 was just the start of big things for Hilton Head Island.

## Three Miles of Award-Winning Beach...

Our beaches have never looked better. Without our beautiful white sandy beaches, Hilton Head Island would simply not be the vacation paradise it is. As Past Chairman of the Beach Nourishment Committee for the HHI Board of Realtors, it has provided me ongoing first-hand insight into our 4th beach renourishment project, self-funded by The Town of Hilton Head Island which uses Accommodations Tax funds. The most recent project was a complete success and left the three miles of beach along Palmetto Dunes and Leamington healthy and beautiful. This, naturally, adds value to property inside our community and makes life here even sweeter.

## Stay Connected...

If you would like to hear from us via email, please let us know. We can also guide you through your real estate options and even set up automatic alerts for particular properties that interest you. This high-tech, high-touch approach is just one way we're dedicated to finding you the property of your dreams.



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## Our Community...

### Palmetto Dunes

One of the great privileges of specializing in Palmetto Dunes, Shelter Cove and Leamington for 42 years, selling more than \$1,000,000,000 (billion) in personal sales, is that I've had a front row seat to 50 years of exceptionally smart growth.

In Palmetto Dunes, the PDPOA recently closed a \$2,000,000, (million) purchase of a large parcel of land on Lee Shore to be used as a new amenity complex to enrich the lives of property owners. Over the next 6-9 months, a dedicated committee of volunteers formed by the PDPOA Board of Directors will work on a redevelopment plan for this property to deliver the finest experience possible for the money.

Details were still being discussed as this newsletter went to print, but the possibilities are fascinating. Situated on the banks of our award-winning 11-mile man-made lagoon, one of the largest private lagoons in the country, this community complex promises to deliver yet another world-class amenity to the property owners of Palmetto Dunes.

Elsewhere in Palmetto Dunes, beautification of the Queens Folly Corridor is nearing completion. With the addition of some live oak lighting and completion of the Queen's Grant entrance signs, we'll soon see a fresh new look for this enchanting Palmetto Dunes neighborhood.

Three of our famed T-streets are currently receiving a fresh new look, as well. Armada, Brigantine and Catboat are currently being regraded, repaved and given new drainage infrastructure, with an estimated goal of substantial completion by year end. Unforeseen occurrences could, naturally, delay this, so keep an eye on pdpoa.org for updates. Please note that the parking and paths from Dinghy to Dunes House Lane may be temporarily affected. Be patient and know that progress in the community is great for all of us. For any questions, please contact

**bbrown@pdpoa.org** or **843-785-1109**.

### Shelter Cove

Ongoing updates occur in the Shelter Cove area, which continues to add new shops, restaurants and amenities since undergoing a \$100,000,000 (million) re-development. Whole Foods Market, now owned by Amazon, is undergoing a remodel as it comes under new management. Stay tuned for details. In addition, a new Starbucks is currently under construction adjacent to the Kroger Fuel Center, which should be completed Spring, 2019.

Shelter Cove Harbour will begin maintenance to the seawall from mid-October to mid-April 2019. Shelter Cove Pavers are still available in Phase IV. Deadline January 31st with installation of bricks by the end of March. Bricks are currently \$149 for a 4x8 brick and \$300 for an 8x8 brick.

Visit **welcometosheltercove.com**; **theplazaatsheltercove.com** and **sheltercove-townecentre.com** for more information.

### Leamington

When you look at the private community of Leamington, you need only see the stunning Beach Club to see how well this community creates value for its homeowners. Perhaps most impressive, this project was budgeted so well there wasn't a dime in special assessment. We are so fortunate to have so many talented, dedicated people committed to the betterment of our community. Right now several projects are in progress include renovations to the Recreation Center which will replace the existing wooden decking with a more expansive outdoor deck area and installation of new gates at the U.S. 278 entrance.

No matter how much our community has to offer, I'm constantly impressed by the way we never rest on our laurels in making a good thing even better.

## What Does The Affordability Index Mean for You?

Break down the numbers of our current real estate market and you'll find we are in the thick of an exceptionally robust buyer's market. When you look at all the factors - our attractive prices, low interest rates, applicable tax benefits, healthy rental market, potential for capital appreciation and savings on vacation spending for part-time owners, it adds up to exceptional buying power. It's a great window of opportunity for buyers, but it will not last forever. There is an old saying in the real estate business,

"Buy when others are trying to sell," and that's more true now than it's ever been. Savvy investors are seeing that we are in the early stages of what promises to be stellar growth and are taking advantage of the exceptional opportunities this presents them. Our community is special, however, in that it's strictly a resale community. With future inventory generated solely by owners, the law of supply and demand dictates that prices will go up as this buying frenzy continues.

## What I Can Do For You...

One of the best things a realtor can offer to their clients is specialization. You don't need a realtor who is good at everything; you need a realtor who is great at the one thing you need them for: buying or selling a property in our community. If you live in Palmetto Dunes, Shelter Cove and Leamington, I can offer you that specialization on a level that no other real estate professional can match.

Our community has been my 100% focus since I began my career on Hilton Head Island 42 years ago. Back then, I worked directly for the developer and were thus unable to sell island-wide. That changed with the advent of the Multiple Listing Service, but even then I knew the intrinsic value of our community, and chose to remain a specialist. Decades later, I have amassed more than \$1,000,000,000 (billion) in

personal sales just in Palmetto Dunes, Shelter Cove and Leamington, more than any other single realtor in one community on Hilton Head Island. In fact, I have invested in owning more property in our community other than the major developers themselves.

Beyond decades of experience selling in our community, I've also gained unparalleled knowledge as the only realtor who has been a resident and lives in the community as long as I have. I've enjoyed its amenities as I've watched them grow, I've raised a family here and I've made it a point to end nearly every day looking out at our beautiful beach from my oceanfront home in Palmetto Dunes. I've been a part of this community from every angle. Specialization is not just something I offer for you. It's something I've lived every day for 42 years.

## Challenges for 2019...

If there will be a theme to 2019, it will be to continue the momentum that carried us through 2018. It's been a monumental year, but if there is one thing that could use a shot in the arm, it is our real estate prices.

I've said time and time again that Hilton Head Island's prices need to be higher. We've made progress in that arena, with condo prices rising noticeably in the last year. Even so, they are not where they should be compared to our Island's competition. When you compare us to other residential resort

communities, we overdeliver in overall quality of life - amenities, smart land planning, weather, location, you name it - and yet we price ourselves well below our value and our competition.


With all the good things happening in our community, the challenge in 2019 will be to take a stand and say that we are overdue to raise our prices. When you look at the big picture, we're worth it. If you're thinking about buying or selling in our community, please give me a chance to show you how your property could be worth more than you think.

## Thank You...

I arrived on Hilton Head Island in 1976, tasked with giving the Palmetto Dunes real estate market a shot in the arm as this young community came into being. I realized then what a special place this was and have specialized in our community ever since. I was confident that Palmetto Dunes had something amazing on their hands, but even then, I couldn't imagine how much success this community would enjoy over the next 42 years. What started out as a sleepy beachfront neighborhood has blossomed into a world-class oceanfront residential resort community.

The decision I made all those years ago to specialize in Palmetto Dunes, Shelter Cove and Leamington was one of the best I ever made. 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.

Sincerely,



Philip A. Schembra  
Broker-In-Charge



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Follow us...



## ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
11 Brassie Court	3	2	0	No	2,056	1991	Golf	\$499,000
51 Off Shore Drive	3	3	1	No	2,058	1985	Lake, Landscape	\$499,900
3 Strath Court	3	2	0	Yes	1,848	1995	Landscape, Pool	\$569,000
47 Queens Way	3	3	1	No	3,003	1993	Golf	\$589,900
3 Up Wind	4	3	0	No	2,176	1973	Lake, Wooded	\$598,139
6 Topside	3	3	0	Yes	2,452	1989	Lake	\$599,000
15 Off Shore	5	5	1	No	2,742	1973	Lagoon	\$599,900
35 Full Sweep	4	4	0	Yes	2,843	1987	Lake	\$625,000
43 Sea Lane	3	3	0	No	2,356	1980	Golf, Lagoon	\$649,000
44 Full Sweep	3	3	0	Yes	2,347	1980	Golf, Lagoon	\$650,000
7 Topside	3	2	0	No	2,054	1990	Lagoon	\$660,000
22 Promontory Court	3	3	1	Yes	2,873	1994	Pool, Wooded	\$669,000
41 Saint George Road	3	3	0	No	3,449	1985	Landscape	\$680,000
69 Port Tack	3	3	1	No	2,295	1988	Lagoon	\$685,000
12 Queens Way	3	3	0	No	2,707	2000	Wooded	\$709,000
5 Midstream	3	3	0	Yes	2,064	1981	Lagoon	\$715,000
5 Down Wind	3	3	1	No	2,260	1981	Lagoon	\$725,000
11 Saint George Road	4	5	1	Yes	3,435	1983	Lagoon, River	\$729,000
10 Hunt Club Court	4	4	0	Yes	2,244	1987	Lagoon	\$730,000
1 Cockle Court	6	5	0	Yes	2,846	1981	Landscape, Pool	\$745,000
43 Off Shore	4	5	1	No	4,094	1979	Lagoon, Pool	\$775,000
49 Off Shore	4	4	0	Yes	2,829	1993	Lagoon	\$775,000
2 High Water	4	5	0	Yes	5,047	1980	Golf, Lagoon	\$780,000
73 Leamington Lane	4	4	0	No	3,400	1992	Golf, Landscape	\$799,000
40 Haul Away	3	4	1	No	3,242	1990	Lagoon	\$825,000
9 Full Sweep	3	4	1	No	3,097	1992	Lake	\$849,000
29 Off Shore	4	5	1	No	3,042	1992	Lagoon, Pool	\$849,900
6 Covington Court	4	4	0	Yes	2,479	1989	Lagoon, Landscape	\$865,000
20 Port Tack	4	3	0	Yes	2,702	1973	Lagoon	\$875,000
32 Mooring Buoy	3	3	1	No	2,366	1983	Landscape	\$875,000
49 Haul Away	4	4	1	Yes	2,449	1996	Golf, Pool	\$895,000
3 Eastwind	3	3	0	Yes	1,881	1983	Landscape, Wooded	\$899,900
25 Port Tack	3	3	0	Yes	2,782	1979	Golf, Lagoon	\$949,000
4 Galleon	3	3	0	No	2,252	1981	Landscape	\$949,500
81 Leamington Lane	4	5	1	No	4,055	1989	Golf	\$949,900
37 Haul Away	4	4	0	No	3,201	2002	Golf, Pool	\$989,000
7 Saint George Road	4	5	1	Yes	3,065	1997	Lagoon, Pool	\$995,000
4 Iron Clad	3	3	1	Yes	2,408	1989	Landscape, Ocean	\$995,000
5 Hunt Club Court	5	5	0	Yes	3,870	1999	Landscape, Pool	\$999,000
19 Port Tack	4	4	1	Yes	3,239	1972	Golf, Lagoon	\$1,050,000
144 Mooring Buoy	3	3	0	Yes	2,132	1973	Pool, Wooded	\$1,100,000
1 Armada Street	3	3	0	Yes	2,477	1979	Wooded	\$1,149,000
24 Mooring Buoy	4	3	0	Yes	2,656	1994	Landscape, Wooded	\$1,149,900
14 Port Tack	3	4	1	Yes	3,173	1982	Golf, Lagoon	\$1,150,000
29 Port Tack	6	6	1	Yes	5,802	2003	Golf, Lagoon	\$1,195,000
25 Rum Row	6	5	1	Yes	4,032	1991	Golf	\$1,199,000
2 Lee Shore	5	5	0	Yes	3,005	1994	Wooded	\$1,225,000
4 Fairway Court	4	5	1	No	5,000	2004	Golf, Lagoon	\$1,290,000
27 S Shore Dr	4	5	1	No	3,572	1993	Lagoon, Pool	\$1,299,000
4 Junket	4	4	0	Yes	3,416	1985	Landscape, Wooded	\$1,395,000
9 Leamington Court	5	6	1	No	4,465	1995	Lagoon	\$1,395,000
176 Mooring Buoy	5	8	2	Yes	4,561	1980	Golf, Lagoon	\$1,695,000
5 Junket	6	7	1	Yes	5,112	1984	Ocean	\$1,949,000
9 Promontory Court	5	5	0	Yes	5,019	2007	Golf, Lagoon	\$2,095,000
2 Galleon	8	7	0	Yes	5,388	2003	Landscape, Pool	\$2,385,000
6 Armada	6	7	1	Yes	4,431	2016	Landscape, Wooded	\$2,495,000
85 Mooring Buoy	5	7	2	Yes	4,500	2015	Lagoon	\$2,499,000
19 Armada	4	5	1	Yes	3,842	1987	Ocean	\$3,250,000
8 Night Harbour	5	6	1	Yes	3,700	1994	Ocean	\$3,390,000
17 Armada	5	5	0	Yes	4,916	1992	Ocean	\$3,695,000
11 Dinghy	6	7	1	Yes	4,560	1989	Ocean	\$3,695,000
12 Brigantine	6	6	1	Yes	5,600	1981	Ocean	\$3,750,000
11 Junket	6	8	1	Yes	4,902	1980	Ocean	\$3,795,000
9 High Rigger	5	6	0	No	4,633	1999	Ocean	\$3,995,000
9 East Wind	6	7	1	Yes	5,784	2004	Ocean	\$4,495,000
9 Cat Boat	5	8	3	Yes	5,500	2004	Ocean	\$4,599,000
8 Man O War	6	8	2	Yes	5,940	2005	Ocean, Pool	\$4,695,000
8 Galleon	7	8	1	Yes	3,100	1978	Ocean, Tennis Court	\$5,495,000
13 Brigantine	4	7	1	No	7,365	2007	Ocean, Pool	\$8,995,000

## SOLD HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	SOLD	SOLD PRICE
44 Off Shore	3	2	0	No	1,754	1973	Golf, Landscape	3/23/18	\$286,650
32 Off Shore	3	3	1	Yes	1,818	1986	Golf	6/4/18	\$462,500
14 Heath Drive	3	3	1	Yes	2,078	1981	Golf	5/11/18	\$450,000
2 Merion Court	3	2	0	Yes	1,698	1980	Landscape	4/23/18	\$513,000
19 Cartgate Drive	3	3	0	No	1,956	1995	Wooded	4/4/18	\$450,000
21 Full Sweep	3	2	0	Yes	2,034	1980	Lake, Pool	1/8/18	\$460,000
12 Sea Lane	4	4	1	No	2,512	1982	Lagoon	4/2/18	\$535,000
12 Promontory Court	3	3	1	No	2,330	1985	Landscape, Wooded	4/12/18	\$580,000
51 Heath Court W	4	4	0	Yes	4,335	1990	Golf	1/9/18	\$532,000
6 Cottage Court	4	3	0	Yes	3,040	1995	Landscape	6/18/18	\$700,000
29 Rum Row	3	3	0	Yes	2,100	1978	Golf	3/5/18	\$695,000
56 Port Tack	3	4	1	No	2,240	1986	Lagoon	5/3/18	\$702,500
10 Full Sweep	4	3	1	Yes	2,536	1980	Golf, Lagoon	1/5/18	\$710,000
81 Port Tack	3	3	0	Yes	2,438	1995	Lagoon	7/30/18	\$715,000
12 Hunt Club Court	3	3	1	Yes	2,025	1980	Lagoon	5/14/18	\$670,000
17 Interlochen Drive	5	5	1	No	3,400	2002	Landscape, Pool	8/23/18	\$675,000
85 Leamington Lane	4	4	1	Yes	3,328	1995	Golf	3/22/18	\$730,000
122 Mooring Buoy	4	4	0	Yes	2,648	1970	Landscape	2/12/18	\$710,000
18 Leamington Lane	4	3	0	No	2,788	1989	Golf	9/27/18	\$775,000
142 Mooring Buoy	3	4	0	Yes	2,100	1975	Wooded	5/9/18	\$799,000
21 Swing About	4	4	0	Yes	2,796	2002	Lagoon, Pool	4/16/18	\$762,500
10 Arthur Hills Court	4	3	0	No	3,251	1992	Golf, Lagoon	7/10/18	\$810,000
5 Troon Drive	5	5	1	Yes	2,644	1996	Pool	5/15/18	\$810,000
4 Ginger Beer Court	5	6	2	Yes	3,968	2000	Landscape, Pool	3/7/18	\$750,000
4 Covington Place	3	4	1	No	2,504	1990	Lagoon, Landscape	4/30/18	\$855,000
39 Full Sweep	4	5	1	Yes	3,411	2003	Lagoon, Lake	1/5/18	\$820,000
55 Heath Court W	3	5	1	Yes	3,524	1990	Golf, Lagoon	4/16/18	\$855,000
17 Port Tack	3	3	0	Yes	2,368	1971	Golf, Lagoon	8/7/18	\$850,000
4 Haul Away	5	5	1	No	6,064	2002	Lagoon	4/3/18	\$1,001,000
4 Full Sweep	4	3	0	Yes	2,385	1979	Lagoon, River	4/12/18	\$985,000
11 S Shore Drive	4	4	1	Yes	3,276	1995	Lagoon	6/22/18	\$1,050,000
87 Mooring Buoy	4	4	0	Yes	2,750	1986	Pool, Wooded	6/20/18	\$1,020,000
11 Promontory Court	5	5	1	No	4,081	1995	Golf, Lagoon	4/20/18	\$1,095,000
1 Eastwind	5	5	1	Yes	3,038	1984	Landscape	6/20/18	\$1,015,000
4 Catboat	5	5	0	Yes	4,012	1989	Landscape, Pool	8/3/18	\$1,000,000
161 Mooring Buoy	5	5	0	Yes	3,506	1989	Lagoon	3/23/18	\$1,078,500
2 Weather Shore	5	6	2	Yes	3,654	1990	Landscape, Pool	4/2/18	\$1,100,000
11 Leamington Lane	5	6	1	No	4,140	2002	Lagoon	6/27/18	\$1,150,000
9 High Water	7	7	1	Yes	4,604	1987	Lagoon	4/27/18	\$1,100,000
5 Eastwind	5	4	0	Yes	2,854	1980	Pool	2/21/18	\$1,150,000
6 Dinghy	4	5	1	Yes	2,710	1983	Landscape, Wooded	3/9/18	\$1,200,000
44 Sea Lane	4	4	1	Yes	2,680	1984	Lagoon	5/3/18	\$1,245,000
39 Port Tack	4	4	0	Yes	3,671	1999	Golf, Lagoon	9/28/18	\$1,237,500
6 Flotilla	5	5	1	Yes	3,292	1990	Landscape, Pool	1/18/18	\$1,350,000
4 Ketch	6	7	1	Yes	4,022	1992	Ocean	6/29/18	\$1,300,000
3 Junket	5	6	1	Yes	4,591	1992	Wooded	4/27/18	\$1,530,000
164 Mooring Buoy	5	7	2	Yes	3,680	1979	Landscape, Pool	3/9/18	\$1,737,500
49 Mooring Buoy	6	7	0	Yes	5,322	2002	Golf, Lagoon	5/11/18	\$1,775,000
15 S Shore Place	4	5	1	No	5,450	2010	Lagoon, Pool	10/1/18	\$1,900,000
1 Brigantine	8	7	0	Yes	5,130	2003	Landscape, Pool	9/24/18	\$1,975,000
11 Iron Clad	6	9	2	No	5,787	1996	Ocean	4/16/18	\$3,755,000

## UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW	LIST PRICE
52 Off Shore	3	3	1	No	2,340	1990	Golf	\$510,000
14 Promontory Ct	3	4	1	Yes	2,538	1999	Landscape, Pool	\$675,000
1 Yard Arm	4	4	0	Yes	2,974	1983	Lagoon, Pool	\$699,000
29 Swing About	4	3	0	Yes	2,597	1973	Lagoon, Pool	\$724,500
14 Heath Drive	3	3	1	No	2,078	1981	Golf	\$733,500
22 Arthur Hills Court	4	4	1	No	3,500	1993	Golf, Lagoon	\$850,000
9 Junket	5	7	2	Yes	4,956	1994	Ocean	\$3,789,000

## ACTIVE HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE			
86 Port Tack	Lagoon, Lake	\$249,000	18 Brassie Court	Lagoon, Lake	\$489,000
1 Promontory Court	Golf	\$269,900	46 Mooring Buoy	Landscape	\$665,000
40 Leamington Lane	Golf, Lagoon	\$409,000	2 Junket	Landscape	\$745,000
50 Leamington Lane	Golf	\$419,500	4 Flotilla	Ocean	\$995,000
6 Strath Court	Lagoon	\$450,000	9 Long Boat	Ocean	\$2,890,000
			15 Brigantine	Ocean	\$3,450,000

## SOLD HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	SOLD	SOLD PRICE				
17 Heath Drive	Wooded	4/17/18	\$195,000	20 Starboard Tack	Lagoon	5/15/18	\$355,000
16 Cartgate Drive	Wooded	5/16/18	\$222,500	38 Sea Lane	Lagoon	1/18/18	\$575,000
12 Leamington Lane	Golf, Landscape	3/9/18	\$302,000	126 Mooring Buoy	Wooded	8/15/18	\$576,000
42 Leamington Lane	Golf, Lagoon	7/20/18	\$320,000	3 Arthur Hills Court	Golf, Lagoon	5/17/18	\$585,000
				3 Long Boat	Ocean	5/31/18	\$750,000

## UNDER CONTRACT HOMESITES: Palmetto Dunes | Leamington

ADDRESS	VIEW	LIST PRICE
41 Port Tack	Golf, Lagoon	\$549,000

## ACTIVE CONDOS: Palmetto Dunes | Shelter Cove | Leamington

COMPLEX	BDS	BA	HB	FURN	SQ FT	VIEW	LIST PRICE										
121	Abbington	2	2	0	Yes	1,120	Lagoon	\$599,500	666	Queens Grant	2	2	0	No	1,043	Landscape	\$225,000
104	Abbington	3	3	0	Yes	1,534	Lagoon	\$699,000	570	Queens Grant	2	1	0	No	1,024	Landscape	\$246,000
110	Abbington	3	3	0	Yes	1,534	Lagoon	\$715,000	697	Queens Grant	2	1	0	Yes	1,024	Landscape	\$250,000
108	Abbington	3	3	0	Yes	1,534	Lagoon	\$775,000	745	Queens Grant	2	2	0	Yes	1,447	Lagoon	\$289,000
406	Barrington Arms	1	2	1	Yes	960	Ocean	\$429,000	584	Queens Grant	2	2	0	Yes	1,447	Landscape	\$345,000
105	Barrington Arms	3	3	0	Yes	1,792	Ocean, Pool	\$899,000	592	Queens Grant	2	2	0	Yes	1,447	Landscape	\$347,000
305	Barrington Arms	3	3	0	Yes	1,792	Ocean	\$925,000	630	Queens Grant	2	2	0	Yes	1,447	Landscape	\$369,000
404	Barrington Arms	3	3	0	Yes	1,792	Ocean, Pool	\$999,999	544	Queens Grant	2	2	0	Yes	1,447	Golf	\$369,900
117	Barrington Court	1	2	1	Yes	862	Ocean	\$445,500	680	Queens Grant	3	3	1	Yes	1,988	Landscape	\$384,000
411	Barrington Court	2	2	0	Yes	1,171	Landscape, Ocean	\$689,000	201	Somerset	3	4	1	Yes	2,740	Ocean	\$1,775,000
712	Barrington Park	1	2	1	Yes	801	Lagoon	\$315,000	1201	South Shore Commons	3	3	0	Yes	2,481	Landscape, Pool	\$1,099,000
713	Barrington Park	1	2	1	Yes	801	Lagoon	\$337,900	1958	St Andrews Common	1	2	1	Yes	902	Landscape	\$235,000
702	Barrington Park	3	3	0	Yes	1,498	Lagoon	\$549,000	1768	St Andrews Common	2	2	0	Yes	1,342	Landscape	\$364,900
2	Beach	3	3	1	Yes	1,480	Ocean	\$995,000	1981	St Andrews Common	2	2	0	Yes	1,342	Landscape	\$439,900
201	Captains Quarters	2	2	0	No	1,390	Deep Water, River	\$439,900	17	The Moorings	2	3	0	Yes	1,260	Landscape	\$399,000
229	Captains Quarters	2	2	0	Yes	1,380	Marsh	\$495,000	5	The Moorings Villas	2	2	0	Yes	1,251	Ocean	\$425,000
428	Captains Walk	2	2	0	Yes	1,367	Ocean	\$699,900	156	Townhomes At Southshore	5	5	0	Yes	4,232	Ocean	\$2,595,000
429	Captains Walk	3	3	0	Yes	1,762	Ocean, Pool	\$760,000	122	Townhomes At Southshore	6	6	0	Yes	5,029	Ocean	\$2,995,000
425	Captains Walk	2	2	0	No	1,367	Ocean	\$775,000	20	Tradewinds	3	4	1	No	2,300	Landscape	\$409,900
450	Captains Walk	2	2	0	Yes	1,367	Ocean	\$789,000	295	Turnberry Village	2	2	0	Yes	1,351	Golf	\$379,000
7804	Centrecourt	2	2	0	Yes	1,199	Lagoon	\$349,000	245	Turnberry Village	3	3	0	Yes	1,576	Landscape	\$409,000
7834	Centrecourt	2	2	0	Yes	1,199	Wooded	\$359,000	243	Turnberry Village	2	2	0	Yes	1,473	Landscape, Pool	\$415,000
57	Fazio	3	3	0	Yes	2,015	Golf, Landscape	\$449,000	279	Turnberry Village	3	3	0	Yes	1,576	Golf	\$429,000
5104	Hampton Place	1	2	0	Yes	985	Ocean	\$449,500	255	Turnberry Village	2	2	0	Yes	1,473	Golf	\$437,500
6102	Hampton Place	2	2	0	Yes	1,540	Ocean	\$742,000	2116	Villamare	2	2	0	Yes	1,232	Landscape	\$459,900
5302	Hampton Place	2	2	0	Yes	1,540	Ocean	\$770,000	2518	Villamare	2	2	0	Yes	1,232	Ocean, Wooded	\$489,000
5402	Hampton Place	2	2	0	Yes	1,392	Ocean	\$785,000	3429	Villamare	2	2	0	Yes	1,232	Ocean	\$509,000
5107	Hampton Place	2	2	0	Yes	1,540	Ocean	\$799,500	2214	Villamare	2	2	0	Yes	1,232	Lagoon, Lake	\$524,000
6108	Hampton Place	3	3	0	Yes	1,971	Ocean	\$1,255,000	2516	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$525,000
5108	Hampton Place	3	3	0	Yes	1,971	Ocean	\$1,275,000	2415	Villamare	2	2	0	Yes	1,232	Landscape, Ocean	\$529,900
6508	Hampton Place	3	3	0	Yes	1,971	Ocean	\$1,550,000	2219	Villamare	2	2	0	Yes	1,232	Lagoon, Landscape	\$530,000
7108	Harbourside I	1	2	1	Yes	995	Harbor	\$235,000	3232	Villamare	2	2	0	Yes	1,232	Ocean, Wooded	\$539,000
7121	Harbourside I	1	2	1	Yes	995	Deep Water, Harbor	\$277,000	3220	Villamare	2	2	0	Yes	1,232	Ocean, Pool	\$539,000
7127	Harbourside I	2	3	1	Yes	1,259	Harbor	\$359,000	3420	Villamare	2	2	0	Yes	1,232	Ocean, Pool	\$545,000
7160	Harbourside II	1	2	1	Yes	1,010	Landscape, Wooded	\$245,000	3230	Villamare	2	2	0	Yes	1,232	Ocean	\$549,000
7150	Harbourside II	1	2	1	Yes	1,010	River	\$298,000	3330	Villamare	2	2	0	Yes	1,232	Ocean	\$559,000
7152	Harbourside II	1	2	1	No	995	Harbor	\$299,000	1405	Villamare	2	2	0	Yes	1,232	Ocean	\$725,000
7131	Harbourside II	2	2	0	Yes	1,261	Landscape	\$325,000	1308	Villamare	2	2	0	Yes	1,232	Ocean	\$750,000
7144	Harbourside II	2	2	0	Yes	1,261	Landscape	\$335,000	3425	Villamare	2	2	0	Yes	1,232	Ocean, Pool	\$779,000
7147	Harbourside II	2	2	0	No	1,647	Harbor	\$409,000	1402	Villamare	2	2	0	Yes	1,232	Ocean	\$799,000
7168	Harbourside II	3	3	0	Yes	1,647	Deep Water, Harbor	\$625,000	17	Water Oak	2	3	0	Yes	1,270	Golf	\$339,000
6	Hickory Cove	2	3	0	No	1,270	Lagoon	\$429,000	14	Water Oak	2	3	0	Yes	1,270	Golf	\$374,999
38	Hickory Cove	3	4	0	Yes	1,570	Pool	\$499,000	38	Water Oak	3	4	0	Yes	1,570	Pool	\$389,000
7645	Huntington	2	2	0	Yes	1,406	Lagoon	\$524,000	8110	Wendover Dunes	3	3	0	Yes	1,957	Wooded	\$769,300
942	Inverness Village	2	2	0	Yes	1,228	Golf	\$328,000	4305	Windsor Ct N	2	2	0	Yes	1,442	Ocean, Pool	\$769,000
984	Inverness Village	2	2	0	Yes	1,228	Golf, Lagoon	\$349,000	3104	Windsor Ct S	1	2	0	Yes	1,037	Ocean	\$519,000
934	Inverness Village	2	2	0	Yes	1,450	Golf	\$359,000	3105	Windsor Ct S	2	2	0	Yes	1,442	Ocean	\$729,000
978	Inverness Village	2	2	0	Yes	1,450	Lagoon, River	\$369,000	3405	Windsor Ct S	2	2	0	Yes	1,442	Ocean, Pool	\$755,000
983	Inverness Village	2	2	0	Yes	1,228	Golf, Lagoon	\$379,000	3506	Windsor Ct S	2	2	0	Yes	1,442	Ocean, Pool	\$769,000
985	Inverness Village	2	2	0	Yes	1,228	Golf	\$379,000	503	Windsor Place I	1	2	0	Yes	1,019	Ocean	\$515,000
938	Inverness Village	2	2	0	Yes	1,228	Golf	\$380,000	107	Windsor Place I	2	2	0	Yes	1,442	Ocean	\$599,900
2104	Newport	2	2	0	No	1,210	Marsh, Sound	\$315,000	406	Windsor Place I	2	2	0	Yes	1,442	Ocean	\$724,900
1204	Newport	2	3	1	No	1,520	Deep Water, Marsh	\$365,000	203	Windsor Place I	4	4	0	Yes	2,130	Landscape, Ocean	\$999,000
1104	Newport	3	3	0	Yes	1,429	Marsh, River	\$389,000	409	Windsor Place I	3	3	0	Yes	1,830	Ocean	\$1,099,000
6201	Newport	2	3	1	No	1,520	Lagoon, Landscape	\$394,000	309	Windsor Place I	3	3	0	Yes	1,830	Ocean	\$1,275,000
7101	Newport	2	4	1	No	1,420	Lagoon, Landscape	\$399,900	2314	Windsor Place II	1	2	0	Yes	1,019	Ocean, Pool	\$469,000
6100	Newport	3	3	0	No	1,700	Deep Water	\$525,000	2116	Windsor Place II	2	2	0	Yes	1,442	Landscape, Ocean	\$615,000
806	Ocean Cove	3	3	0	Yes	1,665	Lagoon, Landscape	\$595,000	2516	Windsor Place II	2	2	0	Yes	1,442	Ocean	\$679,000
3403	Peninsula At Newport	3	3	0	No	1,840	Deep Water, Lagoon	\$569,900	7526	Yacht Club	3	3	0	Yes	1,467	Harbor, Pool	\$498,000





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Shelter Cove and Leamington since 1976*

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### Historical Comparison: 2009-2018 Sales and Prices: January 1, 2009 – September 30, 2018 Palmetto Dunes | Shelter Cove | Leamington

Year	Homes Sold	Avg Price	Inventory	Pending	Villas Sold	Avg Price	Inventory	Pending	Homesites Sold	Avg Price	Inventory	Pending
2009	31	\$1,282,222	129	6	62	\$403,326	224	12	6	\$622,354	26	0
2010	47	\$1,029,607	111	8	103	\$414,233	201	22	3	\$521,167	27	1
2011	43	\$1,085,221	93	10	91	\$446,091	199	26	3	\$235,667	26	3
2012	39	\$1,041,604	80	16	132	\$408,866	180	21	7	\$375,714	29	1
2013	41	\$1,097,888	79	16	143	\$454,590	141	27	10	\$814,886	19	1
2014	41	\$1,012,519	90	11	97	\$424,138	147	19	9	\$701,833	23	1
2015	59	\$860,344	74	13	100	\$386,236	141	24	5	\$419,000	19	1
2016	42	\$1,108,628	71	15	123	\$451,350	141	23	5	\$766,000	21	0
2017	44	\$1,180,898	76	5	131	\$417,200	123	25	11	\$416,273	18	1
2018	50	\$970,253	68	9	139	\$481,503	111	18	9	\$431,167	11	1

### Market Trends | Inventory Update

We are beginning to notice a few intriguing trends. For one, inventory levels are at the lowest they've been for the past 10 years\*. That's across all three categories: homes, homesites and condominiums for sale, sold or under contract.

Another encouraging trend is that prices are starting to show signs of adjusting upwards. The average price of a condominium is at its highest level for the past 10 years, as it is becoming quite apparent that a home/condominium in the \$500,000 range is becoming more and more difficult to find. The average price of a home is still less than where we would like it to be, however, this is partially due to the abundance of smaller, older homes for sale, which is natural for a 50-year-old community. The average price of homesites was slightly up over last year, but is less than previous years since there were not any expensive million-plus homesites sold, which brings the average price down.

In analyzing the market, I'm extremely optimistic. Sales have stayed relatively strong, but inventory is extremely low as we have only a slight percent of properties currently for sale. This signals a huge shortage of inventory, and thus a great opportunity for owners who are thinking of selling.

\*With the exception of 2013, in which inventory was only slightly ahead of this year's pace.