

## Happy New Year!

At Schembra Real Estate Group we are beyond excited to welcome you to another year on beautiful Hilton Head Island. As we look forward to working with you in 2018 and beyond, we welcome you to our January **NEWS**, packed with helpful information about our Island and its real estate market. For the first time in this edition, we are excited to provide you with our Palmetto Dunes, Shelter Cove and Leamington 2017 Comprehensive Market Report: a thorough recap of year-end inventory for 2017, as well as a 10-year historical comparison of our market.

## Hilton Head Island's Award-Winning Year...

We have known for years what a special place we call home, and it seems this past year the world has taken notice more than ever before. Among the many prestigious honors bestowed Hilton Head Island this past year, we've been named:



- Top Island in the US by **Condé Nast Traveler** Magazine
- #1 Island in the Continental US by **Travel + Leisure** Magazine
- #2 Island in the World by **Travel + Leisure** Magazine
- Best Family Beach Vacation in the USA by **US News & World Report**

We are excited to see what accolades our Island receives as we continue to build our brand and improve on our success in 2018!

## The Momentum Continues for Raising Prices!

Dear Palmetto Dunes, Shelter Cove, Leamington Owners and Friends,

This year has been amazing for so many reasons, but on a personal level, I would like to thank everyone in the community for the groundswell of support I have received in my campaign to raise prices.

At the risk of getting on my soapbox one more time, I'd like to stress once again what a crucial issue this is to homeowners throughout Hilton Head Island. A rising tide lifts all ships, and when it comes to our Island's prices, we are holding that tide back. Don't take my word for it - please do your own research. Look at comparable oceanfront residential resort communities anywhere in the country. You will find that across the board, housing prices have returned to - and in some cases exceeded - pre-recession pricing. **But not HERE? And WHY NOT HERE?** As you read this **NEWS** you'll see what Hilton Head Island has going for it. Massive investment in infrastructure and amenities from both public and private sectors. Global recognition for our strengths as a residential resort destination. I could go on, but you'll read about all of that in a moment. The point being, there is no reason why our prices shouldn't be higher.

While I've been working to raise prices for some time, the campaign began in earnest in 2017 with a very

well-received symposium entitled, **Our Position in the Marketplace** which brought together members of the business and real estate community. Through this presentation, a clear picture emerged of the vital need to raise prices. I have been humbled to see how overwhelmingly positive the response was.

This campaign continued throughout the year with a full-fledged media blitz of magazine articles and television appearances. On WHHI's **Talk of the Town** and **Hilton Head News**, I compared prices on our Island against prices in comparable high-end oceanfront residential resort communities along the East Coast underscoring how our prices fell far below the average. My article, **Hilton Head Island Sells Itself**, appeared in **CH2 Magazine** followed by a series of articles in the August, September and October issues of Hilton Head magazine articles, I stated my case that our Island offers far too much in terms of amenities and quality of life for prices to be where they are.

I urge you to join in the conversation and contact me as we build on this momentum in 2018. We all have a stake in our community and we all benefit when the tide rises bringing our home prices to where they need to be.

## Hilton Head Island Invests in Itself...

Along with our well-deserved recognition from the world's many travel media outlets, we are seeing the benefits of this wave of massive reinvestment, totaling in the neighborhood of \$750,000,000, with the diversity of groups behind it. The public sector came through, with the Town of Hilton Head Island making positive strides to improve our infrastructure, pathways and beaches. The private sector came through, with construction crews staying busy all year updating our shops, restaurants and businesses to meet a discerning clientele of locals and guests. Even our community groups came through, raising funds and lending volunteer support to community involvement projects.

It's an inspiring example, one that shows our community knows the importance of constant improvement. From a real estate standpoint, we are virtually a resale community, competing with other areas. We gain a decided edge in that regard when everyone comes together to make the sort of focused continual improvement we've seen over the last year.

## Beach Update...

Speaking of reinvestment in Hilton Head Island, we completed our 4th beach nourishment project which was a huge success.

As the first Chair of the Beach Nourishment Committee for the Hilton Head Island Board of Realtors, I understand how important our beach is to the Island's overall appeal.

**Breaking News...**the Town of Hilton Head Island has submitted bids for sand fencing and re-vegetation of all nourished beaches, with a goal in mind for completion in Spring, 2018. Because of beach nourishment, the new lines that are being drawn by Coastal Resources will not have an adverse affect on Palmetto Dunes and Leamington oceanfront property. For additional information, please contact me.

## Why Buy Now?

Over the course of this **NEWS**, I hope I've shown you how truly special Hilton Head Island is. You might take that to mean that it's always a good time to buy on Hilton Head Island, and you would be right. So why is now such a good time to buy?

I'm confident that 2018 will prove to be a watershed year on our Island. All the things I have mentioned, the reinvestment in our Island, the re-nourishment of our beaches and the increase in prices that needs to happen, will continue to build upon the momentum of an extraordinary year in 2017...and we are just getting started.

Study after study has shown that the population of the United States is moving and making their way to the southeast. Drawn by the warmer climate, quality of life, affordability, ever-improving infrastructure and friendlier tax structure, they are relocating here every day. And when you look at where they will end up, Hilton Head Island is clearly one of those more attractive places to set down roots. Beyond just young families looking for a great place to raise children, you have to look at the 75,000,000 baby boomers who are nearing retirement age. The result is a massive influx of interest - if you want to buy, you need to get here before they do. And that's not to mention several big developments that could rapidly change the profile of Hilton Head Island.

Just as one example, the upcoming June 2018 completion of the expansion of the airport runway will

not only help us with commercial flights, but will also allow corporate and private jets to fly direct to the Island thus opening up the high-end luxury market. And even those not flying onto the Island can enjoy easy access to Savannah/Hilton Head International Airport, which has recently completed a massive expansion of its available airlift and was recently named one of the 10 Best Airports in the US, finishing #6 in **Condé Nast Traveler's Reader's Choice Awards 2017**. Larger carriers like Delta, Air Canada, American, Jet Blue, United and budget airlines like Allegiant and Sun Country have opened up flights to all points on the globe. This isn't just a matter of convenience.

According to the IDC (International Data Corporation) roughly 75% of the entire workforce will consist of mobile employees by 2020. This is a large and growing population of people who can choose to live and work anywhere in the world, as long as there is convenient air travel access. With everything our Island has to offer, and two fantastic airports, more and more of that growing population is going to choose Hilton Head Island. There's no end in sight to the newcomers to our Island looking to buy. And when they get here, they will find a real estate market pinned entirely to resale. There is virtually no developer inventory currently on the market, meaning every home on the market comes from existing owners choosing to sell. This can only mean prices will rise.

All of this sends a clear signal...  
**the time to buy is now!**

## Schembra Real Estate Group Joins **Who's Who in Luxury Real Estate...**

We are honored to become a member of **Who's Who in Luxury Real Estate**. We have gained a global presence with our listings, 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.

## Report: Hilton Head Island Living is Good For Your Brain...

You've always known that Island living is good for your quality of life, and now you have scientific proof that it's good for your brain as well!

A landmark New Zealand study conducted by researchers from Michigan State University found a definite link between living near water and increased mental health. Even when broken down by age, gender or lifestyle, respondents who lived within sight of the ocean showed overwhelmingly better mental health. This backs up research by bestselling *Blue Mind*

author and marine biologist Wallace J. Nichols, who wrote, "Our brains are wired to respond emotionally to water. When you step outside, and particularly by the edge of water, your cortisol levels drop, your brain switches into a different mode...and it turns out what we've learned is that boosts creativity, settles your brain and your body down, reduces stress. It makes you happy." As if you needed one more reason to buy on Hilton Head Island, now you have it. It's good for your health!

## What I May Offer You...

When choosing a realtor, experience counts. And few realtors on Hilton Head Island, or indeed the entire southeast, have the kind of targeted expertise and experience that I have amassed in my 42 years as a licensed realtor in our community.

As the only realtor specializing exclusively in Palmetto Dunes, Shelter Cove and Leamington, I have been able to achieve \$1,000,000,000 (billion) in personal sales over the course of my career on Hilton Head Island. In 2017 my total sales volume more than doubled the next-nearest agent or sales team within this community.

At the same time I never let anything get in the way of delivering an honest, personal and attentive experience to each client, determining their specific real estate needs, finding the perfect property to meet those needs, and helping each client achieve their real estate goals and objectives is all part of what I can offer a client as the "VIP Customer Experience."

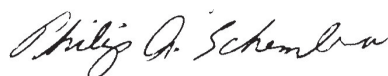
And while any realtor can promise that experience, I can deliver, and have done so for over a thousand clients throughout the years, many whom have become personal friends. These same clients have come to trust and value my unique insight into our market. That insight comes from 100% focus and commitment

to Palmetto Dunes, Shelter Cove and Leamington owners and community that runs deep.

As the **#1 All-Time Listing and Selling Agent for homes, homesites and condominiums in one community all achieved in Palmetto Dunes, Shelter Cove and Leamington**, I have balanced a tremendously successful track record with an innate desire to help my clients and make their dreams become a reality by owning in our special community.

Thank you for your continued trust, support and confidence since 1976. I consider it a privilege to live and specialize in our community and to help countless buyers and sellers achieve their real estate goals and objectives. My personal relationships and your referrals have been a huge part of my success, and I thank you. 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, get in touch. Please stop by our office at The Plaza at Shelter Cove and say hello.

Sincerely,



Philip A. Schembra  
Broker-In-Charge

## Tax Cuts and Jobs Act of 2017...

It is too early to tell what the long-term effects may be of the new Tax Cuts and Jobs Act of 2017. As it's designed, it has the potential to facilitate tremendous improvement to our economy, and I'm hopeful it will. But there are important ramifications to real estate you should know about.

Specifically, the \$10,000 limitation on the state and local taxes and the limitation of the interest deduction of \$750,000 both have the potential to impact real estate negatively. But as mentioned already, it is too early to tell.

In my opinion, I believe the real estate industry is more than capable of adjusting to the new bill, and the potentially huge benefits to the economy in general will be more than enough to offset these losses. I would advise each and every individual to consult their tax accountant or financial advisor to better understand how the new bill will affect them personally.



in partnership with  
Zillow trulia

The Plaza At Shelter Cove  
50P Shelter Cove Lane  
Hilton Head Island, SC 29928  
843.785.2452 local  
800.845.9506 toll-free  
843.785.2511 fax  
phil@schembrarealestate.com

The Palmetto Dunes, Shelter Cove and Leamington **NEWS** is published by **Schembra Real Estate Group** four times a year. No part of this **NEWS** may be reproduced in any form without written permission from **Schembra Real Estate Group**.

Follow us...





## ACTIVE HOMES: Palmetto Dunes | Leamington

ADDRESS	LIST PRICE	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW
44 Off Shore	\$349,000	3	2	0	No	1,754	1973	Golf, Landscape
14 Heath Drive	\$519,000	3	3	0	Yes	2,078	1981	Golf
19 Cartgate Drive	\$559,000	3	3	0	No	1,956	1995	Wooded
56 Full Sweep	\$559,000	3	2	0	Yes	1,958	1982	Golf, Pool
52 Off Shore	\$579,000	3	3	1	No	2,340	1990	Golf
12 Sea Lane	\$599,000	4	4	1	No	2,512	1982	Lagoon/Canal
15 Interlochen Drive	\$619,000	3	3	1	No	2,920	1977	Landscape
22 Promontory Court	\$629,000	3	3	1	Yes	2,873	1994	Pool, Wooded
6 Topside	\$639,000	3	3	0	Yes	2,452	1989	Lake
35 Full Sweep	\$649,000	4	4	0	Yes	2,843	1987	Lake
75 Port Tack	\$649,000	3	3	1	No	2,237	1984	Lagoon/Canal
55 Sea Lane	\$659,000	3	3	0	No	2,592	1989	Golf, Lagoon/Canal
37 Swing About	\$699,000	4	3	0	No	2,430	1983	Lagoon/Canal
29 Rum Row	\$725,000	3	3	0	Yes	2,100	1978	Golf
11 Saint George Road	\$729,000	4	5	1	Yes	3,435	1983	Lagoon/Canal, River
10 Hunt Club Court	\$730,000	4	4	0	Yes	2,244	1987	Lagoon/Canal
22 Heath Drive	\$735,000	4	4	0	Yes	2,500	1981	Golf, Pool
81 Port Tack	\$749,000	3	3	0	Yes	2,438	1995	Lagoon/Canal
12 Hunt Club Court	\$749,500	3	3	1	Yes	2,025	1980	Lagoon/Canal
29 Swing About	\$759,500	4	3	0	Yes	2,597	1973	Lagoon/Canal, Pool
58 FULL SWEEP	\$772,000	4	4	0	Yes	2,785	2002	Golf, Pool
17 Interlochen Drive	\$795,500	5	5	1	No	3,400	2002	Landscape, Pool
21 Swing About	\$799,500	4	4	0	Yes	2,796	2002	Lagoon/Canal, Pool
73 Leamington Lane	\$824,000	4	4	0	No	3,400	1992	Golf, Landscape
4 Ginger Beer Court	\$869,000	5	6	2	Yes	3,968	2000	Landscape, Pool
10 Arthur Hills Court	\$875,000	4	3	0	No	3,251	1992	Golf, Lagoon/Canal
142 Mooring Buoy	\$895,000	3	4	0	Yes	2,100	1975	Landscape
6 Covington Court	\$895,000	4	4	0	Yes	2,479	1989	Lagoon/Canal, Landscape
55 Heath Court W	\$929,000	4	5	1	Yes	3,524	1990	Golf, Lagoon/Canal
4 Galleon	\$949,500	3	3	0	No	2,252	1981	Landscape
22 Arthur Hills Court	\$950,000	4	4	1	No	3,500	1993	Golf, Lagoon/Canal
5 Hunt Club Court	\$995,000	5	5	0	Yes	3,870	1999	Landscape, Pool
3 Eastwind	\$995,000	3	3	0	Yes	1,881	1983	Landscape, Wooded
4 Full Sweep	\$1,049,000	4	3	0	Yes	2,385	1979	Lagoon/Canal, River
13 S Shore Place	\$1,070,000	4	5	1	No	3,430	1995	Lagoon/Canal, Landscape
144 Mooring Buoy	\$1,100,000	3	3	0	Yes	2,132	1973	Pool, Wooded
1 Armada Street	\$1,175,000	3	3	0	Yes	2,477	1979	Wooded
9 High Water	\$1,190,000	7	9	2	Yes	4,604	1987	Lagoon/Canal
4 Catboat	\$1,195,000	5	5	0	Yes	4,012	1989	Landscape, Pool
7 Slack Tide	\$1,199,000	4	4	1	No	3,263	2003	Golf, Lagoon/Canal
2 Lee Shore	\$1,225,000	5	5	0	Yes	3,005	1994	Wooded
29 Port Tack	\$1,295,000	6	6	1	Yes	5,802	2003	Golf, Lagoon/Canal
14 Port Tack	\$1,325,000	4	4	1	Yes	3,173	1982	Golf, Lagoon/Canal
44 Sea Lane	\$1,345,000	4	4	1	Yes	2,680	1984	Lagoon/Canal
4 Fairway Court	\$1,390,000	4	5	1	No	5,000	2004	Golf, Lagoon/Canal
1 Eastwind	\$1,395,000	5	5	1	Yes	3,038	1984	Landscape
3 Flotilla	\$1,395,000	5	5	0	Yes	3,966	1981	Landscape
4 Junket	\$1,495,000	4	4	0	Yes	3,416	1985	Landscape, Wooded
4 Ketch	\$1,595,000	6	7	1	Yes	4,022	1992	Ocean
3 Junket	\$1,695,000	5	6	1	Yes	4,591	1992	Wooded
176 Mooring Buoy	\$1,795,000	5	8	2	Yes	4,561	1980	Golf, Lagoon/Canal
164 Mooring Buoy	\$1,895,000	5	7	2	Yes	3,680	1979	Landscape, Pool
49 Mooring Buoy	\$1,895,000	6	7	0	Yes	5,322	2002	Golf, Lagoon/Canal
5 Junket	\$1,999,000	6	7	1	Yes	5,112	1984	Ocean
9 Promontory Court	\$2,095,000	5	5	0	Yes	5,019	2007	Golf, Lagoon/Canal
19 Armada	\$3,250,000	4	5	1	Yes	3,842	1987	Ocean
17 Armada	\$3,695,000	5	5	0	Yes	4,916	1992	Ocean
11 Iron Clad	\$3,995,000	6	9	2	No	5,787	1996	Ocean
9 Junket	\$4,150,000	5	7	2	Yes	4,956	1994	Ocean
12 Brigantine	\$4,395,000	6	6	1	Yes	5,600	1981	Ocean
8 Galleon	\$5,495,000	7	8	1	Yes	5,206	1978	Ocean, Tennis Court

## UNDER CONTRACT HOMES: Palmetto Dunes | Leamington

ADDRESS	LIST PRICE	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW
21 Full Sweep	\$559,900	3	2	0	Yes	2,034	1980	Lake, Pool
51 Heath Court W	\$699,000	4	4	0	Yes	4,335	1990	Golf
10 Full Sweep	\$727,900	4	3	1	Yes	2,536	1980	Golf, Lagoon/Canal
122 Mooring Buoy	\$799,000	4	4	0	Yes	2,648	1970	Landscape
39 Full Sweep	\$899,900	4	5	1	Yes	3,411	2003	Lagoon/Canal, Lake
6 Flotilla	\$1,439,000	5	5	1	Yes	3,292	1990	Landscape, Pool

## SOLD HOMES: Palmetto Dunes | Leamington

ADDRESS	SOLD PRICE	SOLD	BDS	BA	HB	FURN	SQ FT	YR BUILT	VIEW
84 Port Tack	\$376,000	5/26/17	4	5	2	No	3,648	1973	Lagoon/Canal, Pool
56 Port Tack	\$399,000	9/28/17	3	4	1	No	2,240	1986	Lake
62 Leamington Lane	\$400,000	1/26/17	3	4	1	No	3,054	1987	Golf
11 Brassie Court	\$425,000	5/2/17	3	2	0	No	2,056	1991	Golf
56 Full Sweep	\$425,000	2/16/17	3	2	0	Yes	1,958	1982	Golf
12 Promontory Court	\$440,000	3/21/17	3	3	0	No	2,330	1985	Landscape, Wooded
1 Brassie Court	\$500,000	10/5/17	3	3	1	No	2,048	1985	Golf, Landscape
3 End Court	\$515,000	12/15/17	3	3	1	Yes	2,023	1995	Landscape
8 Saint George Road	\$570,000	10/30/17	3	2	0	Yes	1,820	1976	Golf
8 Swing About	\$605,000	4/13/17	3	2	0	Yes	2,111	2000	Golf, Pool
3 Burns Court	\$610,000	5/15/17	5	5	1	Yes	2,894	1998	Landscape, Pool
53 Full Sweep	\$660,000	3/30/17	4	4	1	Yes	2,497	1974	Lake
5 Off Shore	\$675,000	7/13/17	3	3	1	No	2,521	1990	Lagoon/Canal
7 Ginger Beer Court	\$680,000	9/21/17	3	3	0	No	2,407	1983	Golf
3 Full Sweep	\$680,000	6/28/17	4	5	1	No	3,160	1988	Lake, Pool
40 Starboard Tack	\$684,500	12/27/17	4	4	0	Yes	3,840	1974	Lagoon/Canal
47 Heath Court W	\$710,000	4/27/17	3	3	0	No	2,310	1997	Golf
86 Leamington Lane	\$727,500	3/8/17	4	3	0	Yes	3,071	1996	Golf, Lagoon/Canal
6 Flagg Road	\$727,500	3/7/17	4	5	1	Yes	2,749	1998	Landscape, Pool
5 Cockle Court	\$735,000	9/1/17	3	4	1	No	2,842	1994	Lagoon/Canal
9 End Court	\$790,000	8/17/17	4	3	0	No	2,900	1989	Golf, Pool
7 Merion Court	\$810,000	9/25/17	4	5	1	No	4,204	2006	Golf
75 Off Shore	\$810,000	9/22/17	4	4	0	No	3,000	2000	Lagoon/Canal, Pool
15 Promontory Court	\$830,000	12/1/17	4	4	0	Yes	2,506	1982	Golf, Lagoon/Canal
44 Mooring Buoy	\$850,000	8/29/17	5	4	0	Yes	2,600	1979	Landscape
36 Starboard Tack	\$850,000	12/14/17	5	4	0	Yes	3,163	2005	Lagoon/Canal
2 Niblick Court	\$870,000	5/1/17	5	4	1	No	3,459	2002	Lagoon/Canal, Landscape
18 Full Sweep	\$875,000	8/1/17	3	3	0	Yes	2,515	1979	Golf, Lagoon/Canal
50 Haul Away	\$885,000	3/30/17	4	5	1	Yes	3,409	1989	Lagoon/Canal
19 Leamington Lane	\$895,000	7/14/17	4	4	0	No	3,262	1993	Lagoon/Canal
42 Mooring Buoy	\$922,000	9/26/17	4	4	0	Yes	2,361	1979	Landscape, Pool
34 Sea Lane	\$930,000	8/1/17	5	4	1	Yes	2,768	1976	Lagoon/Canal
136 Mooring Buoy	\$955,000	10/25/17	3	3	0	Yes	2,505	1981	Pool, Wooded
5 Burns Court	\$970,000	1/4/17	4	5	1	No	3,236	1992	Golf
46 Haul Away	\$970,000	5/22/17	4	3	0	No	2,818	1999	Lagoon/Canal, Pool
13 Queens Way	\$1,050,000	9/5/17	3	4	1	No	4,188	1992	Golf
4 S Shore Drive	\$1,092,500	1/31/17	4	4	1	No	3,000	2015	Golf, Lagoon/Canal
10 Strath Court	\$1,160,000	12/14/17	5	5	1	Yes	3,308	2001	Lagoon/Canal
38 Leamington Lane	\$1,170,000	4/24/17	4	5	1	No	3,130	2016	Golf
1 Fairway Court	\$1,190,000	11/15/17	5	6	1	No	6,122	1999	Golf, Lagoon/Canal
3 Lookout	\$1,225,000	7/14/17	7	7	1	No	5,179	2006	Golf, Lagoon/Canal
4 Leamington Place	\$1,235,000	12/1/17	4	6	1	No	3,482	1999	Lagoon/Canal, Pool
179 Mooring Buoy	\$1,250,000	2/22/17	7	7	1	Yes	5,158	1998	Lagoon/Canal
48 Sea Lane	\$1,260,000	12/6/17	6	5	1	Yes	5,087	1988	Lagoon/Canal, Pool
1 Night Harbour	\$1,287,500	12/29/17	6	7	1	Yes	4,274	1981	Golf, Pool
2 Fairway Court	\$1,300,000	4/7/17	4	5	1	No	4,258	2008	Golf, Lagoon/Canal
54 Mooring Buoy	\$1,550,000	9/28/17	5	5	1	Yes	3,624	2013	Landscape
6 Iron Clad	\$1,585,000	7/17/17	6	7	1	Yes	4,320	1998	Ocean, Pool
3 Galleon	\$1,600,000	6/28/17	5	6	1	Yes	5,701	1993	Ocean, Wooded
4 Brigantine	\$1,680,000	6/1/17	6	8	2	Yes	4,976	2001	Ocean
162 Mooring Buoy	\$1,770,000	10/6/17	5	6	2	Yes	4,844	1990	Ocean, Wooded
159 Mooring Buoy	\$1,845,000	1/17/17	5	5	1	Yes	4,144	2016	Lagoon/Canal, Pool
11 Sea Lane	\$2,050,000	10/5/17	5	7	2	No	7,056	2005	Golf, Pool
160 S Shore Drive	\$2,425,000	3/24/17	5	6	1	No	3,912	1999	Ocean
9 Iron Clad	\$2,750,000	1/3/17	6	8	2	Yes	5,335	1980	Ocean
11 Catboat	\$2,825,000	11/14/17	4	5	1	Yes	5,342	1971	Ocean
10 Highrigger	\$3,500,000	9/18/17	5	6	1	Yes	4,992	1995	Ocean
8 Flotilla	\$3,850,000	5/5/17	6	7	1	Yes	5,885	2002	Ocean
12 Armada Street	\$4,235,000	3/28/17	5	7	2	Yes	4,638	2016	Ocean

### ACTIVE HOMESITES: Palmetto Dunes | Leamington

ADDRESS	LIST PRICE	VIEW
86 Port Tack	\$249,000	Lagoon/Canal, Lake
16 Cartgate Drive	\$249,900	Wooded
17 Heath Drive	\$249,900	Wooded
1 Promontory Court	\$269,900	Golf
12 Leamington Lane	\$329,000	Golf, Landscape
42 Leamington Lane	\$379,900	Golf, Lagoon/Canal
50 Leamington Lane	\$419,500	Golf
6 Strath Court	\$450,000	Lagoon/Canal
18 Brassie Court	\$579,000	Lagoon/Canal, Lake
126 Mooring Buoy	\$730,000	Wooded
2 Junket	\$770,000	Landscape
3 Long Boat	\$925,000	Ocean
6 Night Harbour	\$2,695,000	Ocean
9 Long Boat	\$2,890,000	Ocean
15 Brigantine	\$3,769,000	Ocean

### SOLD HOMESITES: Palmetto Dunes | Leamington

ADDRESS	SOLD PRICE	SOLD	VIEW
48 Off Shore	\$185,000	7/6/17	Golf
40 Swing About	\$225,000	1/23/17	Golf, Landscape
13 Full Sweep	\$250,000	2/22/17	Lake
5 Rum Row	\$270,000	9/8/17	Golf
12 Brassie Court	\$275,000	9/23/17	Lagoon/Canal
20 Starboard Tack	\$332,000	5/26/17	Lagoon/Canal
4 Leamington Court	\$355,000	6/27/17	Golf, Lagoon/Canal
21 Leamington Lane	\$466,000	10/18/17	Lagoon/Canal
79 Mooring Buoy	\$540,000	9/15/17	Wooded
107 Mooring Buoy	\$544,800	10/5/17	Wooded
3 Port Tack	\$550,000	2/27/17	Lagoon/Canal
5 Cat Boat	\$790,000	5/3/17	Wooded
6 Brigantine	\$807,000	4/18/17	Landscape

### UNDER CONTRACT HOMESITES: Palmetto Dunes | Leamington

ADDRESS	LIST PRICE	VIEW
38 Sea Lane	\$599,000	Lagoon/Canal

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

	COMPLEX	LIST PRICE	BDS	BA	HB	FURN	SQ FT	VIEW
110	Abbington	\$749,000	3	3	0	Yes	1,534	Lagoon/Canal
7473	Anchorage	\$239,000	2	2	0	Yes	1,150	Lagoon/Canal, Pool
7474	Anchorage	\$309,900	3	3	0	Yes	1,551	Lagoon/Canal, Pool
406	Barrington Arms	\$469,000	1	2	1	Yes	960	Ocean
401	Barrington Arms	\$595,000	2	2	0	Yes	1,171	Ocean, Pool
105	Barrington Arms	\$899,000	3	3	0	Yes	1,792	Ocean, Pool
305	Barrington Arms	\$925,000	3	3	0	Yes	1,792	Ocean
404	Barrington Arms	\$1,070,000	3	3	0	Yes	1,792	Ocean, Pool
217	Barrington Court	\$379,900	1	2	1	Yes	862	Ocean
110	Barrington Court	\$649,000	2	2	0	Yes	1,171	Ocean, Pool
712	Barrington Park	\$315,000	1	2	1	Yes	801	Lagoon/Canal
705	Barrington Park	\$344,000	1	2	1	Yes	801	Lagoon/Canal, Landscape
713	Barrington Park	\$349,000	1	2	1	Yes	801	Lagoon/Canal
208	Captains Quarters	\$399,995	2	2	0	Yes	1,390	Harbor
258	Captains Quarters	\$415,000	2	2	0	Yes	1,380	Deep Water
259	Captains Quarters	\$429,000	2	2	0	Yes	1,310	Deep Water, Marsh
249	Captains Quarters	\$444,900	2	2	0	Yes	1,390	Deep Water, Marsh
255	Captains Quarters	\$479,500	2	2	0	Yes	1,390	Harbor
411	Captains Walk	\$659,000	2	2	0	Yes	1,367	Ocean
429	Captains Walk	\$789,000	3	3	0	Yes	1,762	Ocean, Pool
457	Captains Walk	\$839,500	3	3	0	Yes	1,762	Ocean
462	Captains Walk	\$849,900	3	3	0	Yes	1,762	Ocean
474	Captains Walk	\$895,000	3	3	0	Yes	1,762	Ocean
29	Fazio Villas	\$433,000	3	3	1	Yes	1,836	Golf
5104	Hampton Place	\$449,500	1	2	0	Yes	985	Ocean
5501	Hampton Place	\$535,000	1	2	0	Yes	985	Ocean
5204	Hampton Place	\$549,000	1	2	0	Yes	985	Ocean
5203	Hampton Place	\$695,000	2	2	0	Yes	1,540	Ocean
5306	Hampton Place	\$799,000	2	2	0	Yes	1,540	Ocean
6401	Hampton Place	\$1,199,000	3	3	0	Yes	1,971	Ocean
5108	Hampton Place	\$1,275,000	3	3	0	Yes	1,971	Ocean
6108	Hampton Place	\$1,295,000	3	3	0	Yes	1,971	Ocean
7121	Harbourside I	\$279,000	1	2	1	Yes	995	Deep Water, Harbor
7106	Harbourside I	\$376,500	2	2	0	Yes	1,259	Harbor
7152	Harbourside II	\$299,000	1	2	1	No	995	Harbor
7144	Harbourside II	\$335,000	2	2	0	Yes	1,261	Landscape
2	Hickory Cove	\$499,000	3	4	0	Yes	1,654	Lagoon/Canal
7626	Huntington	\$479,000	2	2	0	Yes	1,406	Lagoon/Canal
967	Inverness Village	\$325,000	2	2	0	No	1,450	Golf
942	Inverness Village	\$335,000	2	2	0	Yes	1,228	Golf
934	Inverness Village	\$369,000	2	2	0	Yes	1,450	Golf
938	Inverness Village	\$389,000	2	2	0	Yes	1,228	Golf
2104	Newport	\$359,000	2	2	0	No	1,210	Marsh, Sound
655	Queens Grant	\$226,500	2	1	0	Yes	1,043	Landscape
794	Queens Grant	\$228,000	2	1	0	Yes	1,024	Landscape
736	Queens Grant	\$234,900	2	1	0	Yes	1,024	Landscape
746	Queens Grant	\$265,000	2	2	0	Yes	1,447	Landscape
797	Queens Grant	\$267,500	2	1	0	Yes	1,024	Lagoon/Canal
536	Queens Grant	\$320,000	3	3	0	Yes	1,828	Landscape
773	Queens Grant	\$329,000	2	2	0	Yes	1,447	Lagoon/Canal, Landscape
556	Queens Grant	\$364,900	2	2	0	Yes	1,447	Landscape
622	Queens Grant	\$430,000	3	3	0	Yes	1,828	Golf, Landscape
105	Somerset	\$1,225,000	3	4	1	Yes	2,366	Ocean
201	Somerset	\$1,775,000	3	4	1	Yes	2,740	Ocean
406	Somerset	\$1,995,000	3	4	1	Yes	2,740	Ocean
2101	South Shore Commons	\$1,185,000	3	3	0	No	2,481	Landscape, Pool
1201	South Shore Commons	\$1,195,000	3	3	0	No	2,481	Landscape, Pool
1661	St Andrews Common	\$215,000	2	2	0	Yes	1,177	Wooded
1770	St Andrews Common	\$225,000	1	2	1	Yes	902	Golf, Landscape
1863	St Andrews Common	\$249,000	2	2	0	Yes	1,177	Landscape, Pool
1864	St Andrews Common	\$289,000	2	2	0	Yes	1,177	Golf, Lagoon/Canal
95	The Moorings Villas	\$379,000	2	3	0	Yes	1,260	Landscape
156	Townhomes At Southshore	\$2,695,000	5	5	0	Yes	4,232	Ocean
122	Townhomes At Southshore	\$3,495,000	6	6	0	Yes	5,029	Ocean
20	Tradewinds	\$469,900	3	4	1	No	2,300	Landscape
19	Tradewinds	\$485,500	3	4	1	No	2,300	Landscape
25	Tradewinds	\$529,900	3	4	1	Yes	2,300	Landscape, Pool
229	Turnberry Village	\$299,000	2	2	0	Yes	1,351	Golf
252	Turnberry Village	\$359,500	3	3	0	Yes	1,576	Landscape, Pool
210	Turnberry Village	\$379,900	2	2	0	No	1,473	Golf, Lagoon/Canal
245	Turnberry Village	\$419,000	3	3	0	Yes	1,576	Landscape
2116	Villamare	\$459,900	2	2	0	Yes	1,232	Landscape
2518	Villamare	\$499,000	2	2	0	Yes	1,232	Ocean, Wooded
2219	Villamare	\$530,000	2	2	0	Yes	1,232	Lagoon/Canal, Landscape
3230	Villamare	\$569,900	2	2	0	Yes	1,232	Ocean
1103	Villamare	\$575,000	2	2	0	Yes	1,232	Ocean
3330	Villamare	\$579,000	2	2	0	Yes	1,232	Ocean
3420	Villamare	\$599,000	2	2	0	Yes	1,232	Ocean, Pool
1404	Villamare	\$629,000	2	2	0	Yes	1,232	Ocean, Pool
1503	Villamare	\$674,900	2	2	0	Yes	1,232	Ocean, Pool
1105	Villamare	\$699,900	2	2	0	Yes	1,232	Deep Water, Ocean
1308	Villamare	\$750,000	2	2	0	Yes	1,232	Ocean
3425	Villamare	\$799,000	2	2	0	Yes	1,232	Ocean, Pool
1501	Villamare	\$815,000	2	2	0	Yes	1,232	Ocean
14	Water Oak	\$324,900	2	3	0	Yes	1,270	Golf
8128	Wendover Dunes	\$519,000	2	3	1	Yes	1,562	Wooded
8116	Wendover Dunes	\$739,000	3	3	0	Yes	1,957	Landscape
3403	Windsor Ct S	\$529,000	1	2	0	Yes	1,037	Ocean
3408	Windsor Ct S	\$1,395,000	3	3	0	Yes	1,880	Landscape, Ocean
3107	Windsor Ct S	\$1,445,000	3	3	0	Yes	1,935	Ocean
107	Windsor Place I	\$639,000	2	2	0	Yes	1,442	Ocean
406	Windsor Place I	\$729,999	2	2	0	Yes	1,442	Ocean
309	Windsor Place I	\$1,299,000	3	3	0	Yes	1,830	Ocean
2114	Windsor Place II	\$459,000	1	2	0	Yes	1,019	Ocean
2414	Windsor Place II	\$479,000	1	2	0	Yes	1,019	Ocean
2314	Windsor Place II	\$489,000	1	2	0	Yes	1,019	Ocean, Pool
2219	Windsor Place II	\$1,389,999	3	3	0	Yes	1,830	Ocean
2220	Windsor Place II	\$1,399,000	3	3	0	Yes	1,830	Ocean
7524	Yacht Club	\$379,000	3	3	0	No	1,467	Harbor, Pool
7525	Yacht Club	\$479,000	3	3	0	Yes	1,416	Harbor, Pool
7515	Yacht Club	\$495,000	3	3	0	Yes	1,416	Harbor, Pool
7526	Yacht Club	\$495,000	3	3	0	Yes	1,467	Harbor, Pool







The only REALTOR® specializing exclusively in Palmetto Dunes, Shelter Cove and Leamington

The Plaza At Shelter Cove  
50P Shelter Cove Lane  
Hilton Head Island, South Carolina

[schembrarealestategroup.com](http://schembrarealestategroup.com)

### Historical Comparison: 2008-2017 Sales and Prices: January 1 - December 31, 2017 Palmetto Dunes | Shelter Cove | Leamington

Year	Homes Sold	Avg Price	Inventory	Under Contract	Condos Sold	Avg Price	Inventory	Under Contract	Homesites Sold	Avg Price	Inventory	Under Contract
2008	40	\$50,539,900	135	2	111	\$69,589,235	260	6	4	\$4,965,000	30	0
2009	44	\$50,318,900	113	7	96	\$38,826,555	192	23	7	\$4,234,125	29	1
2010	63	\$63,443,688	103	4	140	\$61,366,950	201	16	3	\$1,563,500	25	1
2011	62	\$62,101,500	89	2	125	\$55,747,400	185	16	5	\$1,227,000	26	4
2012	55	\$55,043,291	69	12	169	\$68,431,050	160	19	11	\$4,168,750	22	1
2013	62	\$58,773,000	81	6	183	\$81,159,300	135	18	13	\$11,562,460	18	1
2014	61	\$947,262	77	12	134	\$433,708	132	19	11	\$640,509	22	1
2015	74	\$983,506	68	11	140	\$409,060	124	26	6	\$456,833	19	0
2016	66	\$990,991	53	5	159	\$445,826	119	13	7	\$610,714	16	1
2017	59	\$1,180,364	61	6	183	\$419,804	103	15	13	\$429,985	15	1

In 2017, there were a total of 65 homes sold or under contract, and there were 61 homes available for sale. In 2016, there were 71 homes sold or under contract, with 53 homes available for sale. The good news from these numbers is this: the average home price in 2017 was \$1,180,364; the highest average sales price since 2009.

In 2017, there were 198 condominiums closed or under contract, and currently there are only 103 units available for sale. In 2016 there were 172 sold or under contract and 119 for sale.

In 2017, there were 14 homesites sold or under contract and 15 were available for sale. In 2016, there were a total of 8 homesites sold or under contract, with 16 available for sale. The large variance in average price from 2017 to 2016 was due to a \$2,200,000 oceanfront homesite sold which did not occur in 2017.

With only 5% of properties in the community for sale (which is an extremely low amount) we see once again why we should be raising prices.