



NEWS



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

SPRING 2020

We Are Here for You...

By telephone, email, video chat, or text (843.384.3843), Schembra Real Estate Group continues our commitment to our property owners and is still in the business of buying and selling properties throughout Palmetto Dunes, Shelter Cove and Leamington.

Our abbreviated Schembra Real Estate News is here to keep you updated on the market as we navigate these trying times. Our current inventory on our homes, homesites or condominiums is available on schembrarealestate.com. (please see reverse side of News)

If you would like an update on the Palmetto Dunes, Shelter Cove or Leamington market, please call our office or send us an email for a return call. As mentioned, if you prefer to text, my number is 843.384.3843. It is our goal to keep you informed.



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This Too Shall Pass

Amid uncertainty, there are always signs of hope.

These are uncertain times, and I've always felt that the best way to combat uncertainty is with communication. Throughout this pandemic, I've made it one of my top priorities to keep the lines of communication open - between myself and my clients, but also with prospective buyers.

This is obviously a more truncated version of our News, but while there's less to report on, what we can share with you is a message of hope and confidence that this recovery will happen sooner rather than later, and that Hilton Head Island will see a return to a market that was showing extraordinary promise prior to the pandemic.

This is not like the recession of 2008, which took 10 years to dig out of due to the underlying structural banking issues it exposed. This is a momentary crisis caused by uncertainty, and uncertainty never endures for long. In my conversations with business leaders, their opinion is that once our doors are open for business, those who lost their money in the stock market will be anxious to recoup their losses, and those who did not have money in the stock market may want to invest. Historically, buyers turn to real estate in that situation.

All signs point to that recovery being particularly advantageous for Hilton Head Island. If you look at the areas that are being hit the hardest during the pandemic, they are all metropolitan areas where density is simply a part of the lifestyle. Now that this density has

gone from an occasional annoyance to a health threat, you're going to see people long to make a change. They'll look to Hilton Head Island and fall in love with our quality of life, our people and our community. With our special niche, awards, convenient geographical location, superior land planning, climate, accessibility, amenities and most importantly quality of life, as a resale community, we will be able to come out stronger.

These same people, incidentally, will have just realized how much of their profession can be done remotely. So, if they can perform their job anywhere, why wouldn't they choose Hilton Head Island? We have been the beneficiary of a shift in the population from the northeast and other parts of the country who appreciate our quality of life.

I'll leave you with one final sign that recovery should be swift in our community. Prior to this pandemic, the new normal for our market was one of strong sales and decreased inventory. In the first ten weeks of the year, my personal sales volume surpassed \$20,000,000 (million) closed or scheduled to close in Palmetto Dunes, Shelter Cove and Leamington. We will weather this storm, because, after all, we are Hilton Head Islanders, and we will recover on the other side with a brighter future.

Thank you for your friendship, continued trust, and confidence, and I look forward to hearing from you. **Stay Healthy and Safe!!**



*The only specialist in Palmetto Dunes,
Shelter Cove and Leamington since 1976*

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Historical Comparison: 2011-2020
Sales and Prices: January 1, 2011 – March 31, 2020
Palmetto Dunes | Shelter Cove | Leamington

Year	Homes Sold	Avg Price	Inventory	Pending	Villas Sold	Avg Price	Inventory	Pending	Homesites Sold	Avg Price	Inventory	Pending
2011	7	\$1,635,700	102	13	20	\$487,375	217	24	1	\$375,000	29	1
2012	6	\$698,863	95	10	24	\$480,146	180	36	2	\$390,000	25	3
2013	7	\$995,286	87	7	36	\$536,043	157	33	5	\$350,000	21	1
2014	12	\$1,022,630	91	7	23	\$419,822	143	21	1	\$2,254,000	23	1
2015	14	\$1,110,307	81	12	22	\$404,455	135	25	1	\$575,000	25	0
2016	12	\$1,301,208	78	12	31	\$525,839	142	21	1	\$415,000	26	1
2017	12	\$1,440,625	70	10	22	\$438,968	127	25	3	\$341,667	16	2
2018	13	\$919,846	64	15	34	\$475,544	103	34	2	\$438,500	18	1
2019	17	\$786,456	59	13	30	\$565,543	126	35	2	\$703,750	10	4
2020	18	\$1,154,347	52	10	25	\$443,189	105	25	0	0	10	2

Please note that 2020 was off to a great start with January and February on track with sales volume that would have taken three months in 2019. When our recovery gets back on track, it will come quickly, and it will bring our local real estate market to even greater heights.

Please visit schembrarealestate.com and select **NEWS, Spring 2020 Inventory** for our inventory insertion.