



H&D HERMAN AND DAVIS — PROPERTIES —



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JUNE 2018 POINT COMFORT REAL ESTATE MARKET REPORT

Enclosed please find your **Point Comfort Market Report** letter providing the information for all active, pending, and closed properties for the month of June. We hope you had a safe and Happy 4th of July. The fireworks on the island were spectacular and the weather was really pleasant. The island is in full swing this summer with lots of visitors and plenty of warm weather.

Point Comfort real estate is HOT! There are only 6 active residential homes for sale. 6 homes have sold since January. Median price is \$339,500 compared to last year \$339,000. Average days on market is down to 45, compared to 58 in 2017. Currently there are 4 homes under contract. There is plenty of new home/construction activity in the area! Broad Creek Landing currently has 8 active villas on the market. Year to date villa sales are up 38%. Median sales price has greatly increased to \$170,400 from \$125,000 in 2017. Now is the time to list your property!

June 2018 Point Comfort Data															
	HOMES					VILLAS					LOTS				
	Active	Pending	Sold	2018 YTD	2017 YTD	Active	Pending	Sold	2018 YTD	2017 YTD	Active	Pending	Sold	2018 YTD	2017 YTD
	6	4	0	6	13	8	4	1	18	13	1	0	0	0	0
Average Price	\$376,833	\$441,750	0	\$329,167	\$365,962	\$253,463	\$236,125	\$145,000	\$178,650	\$137,246	\$162,500	0	0	0	0
Avg htd sq ft	1,764	1,924	0	1,645	1,962	1,423	1,240	1,000	1,173	1,038	0	0	0	0	0
Per sq. ft	\$215.32	\$209.95	0	\$201.88	\$183.93	\$176.32	\$184.78	\$145.00	\$151.16	\$131.18	0	0	0	0	0
DOM	299	105	0	45	58	78	20	2	57	32	326	0	0	0	0
Median Price	\$367,500	\$314,000	0	\$339,500	\$339,000	\$249,900	\$217,500	\$145,000	\$170,400	\$125,000	\$162,500	0	0	0	0
List to sale %				95.81%	96.66%				96.01%	93.89%				0.00%	0.00%

Herman and Davis Properties are GROWING. We are excited to announce the addition of another agent to our team, Tierra Schaffer, who will be listing and selling property on Hilton Head and Bluffton. Offering our clients a full concierge service, Lynn Shealy, a licensed Realtor, assists with showings, staging, managing inspections, and contractors when needed. Our marketing coordinator, Ashley Hamilton, assists in the design of post cards, brochures, newspaper/magazine ads, as well as our market reports. Lastly, our listing and closing coordinator, Lindsay Bird, is a woman of many talents specializing in social media, prospecting to our database, overseeing our website, and handles realtor to realtor promotion of all our properties. We enjoy what we do and invite you to come work with our team!

Herman & Davis Properties NEED MORE LISTINGS! Please give Tierra the opportunity to assist you in buying or selling your property today by providing you a free evaluation and marketing plan for your home!



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ACTIVE LISTINGS

CHARTER ONE/HERMAN & DAVIS PROPERTIES LISTING/SALE

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
364836	ACT	21 Quartermaster Lane	LND	Landscape						\$162,500		326	
383030	ACT	29 Forest Cove Unit#29	VIL	Wooded	2	2	0	1988	1,000	\$165,000		28	
378405	ACT	22 Three Mast Lane Unit#22	VIL	Landscape	2	2	0	1983	1,242	\$170,000		118	
376840	ACT	38 Three Mast Lane Unit#38	VIL	Landscape, Wooded	3	2	0	1983	1,448	\$205,000		124	
383115	ACT	6 Compass Point Unit#6B	VIL	Lagoon	3	2	0	1984	1,602	\$249,900		26	
382970	ACT	23 Anchorage Point Unit#23	VIL	Deep Water	2	2	1	1985	1,285	\$249,900		30	
383485	ACT	15 Compass Point Unit#15B	VIL	Landscape, Marsh	3	2	0	1984	1,602	\$299,000		15	
370833	ACT	3 Compass Point Unit#3B	VIL	Marsh	3	2	0	1984	1,602	\$339,000		268	
375340	ACT	52 Ashton Cove Drive	RES	Landscape	4	2	0	1996	1,807	\$339,000		147	
352857	ACT	18 Goldfinch Lane	RES	Landscape	3	2	1	1988	1,511	\$349,000		764	
383476	ACT	36 Compass Point Unit#36B	VIL	Marsh, Sound	3	2	0	1984	1,602	\$349,900		13	
375360	ACT	11 Ashton Cove Drive	RES	Lagoon	3	2	1	1992	1,794	\$360,000		149	
381235	ACT	54 Ashton Cove Drive	RES	Landscape	3	2	0	1994	1,545	\$375,000		57	
365627	ACT	6 Sea Olive Road	RES	Wooded	3	2	0	1969	1,711	\$389,000		366	
383243	ACT	3 Phoebe Lane	RES	Deep Water, Marsh	3	3	0	1985	2,216	\$449,000		309	

PENDING LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
381167	PEND	11 Three Mast Lane Unit#11	VIL	Landscape	1	1	0	1983	832	\$135,000		36	
382654	PEND	30 Shipwatch Point Unit#30A	VIL	Lagoon	2	2	0	1983	1,242	\$170,000		20	
376935	PEND	36 Bay Pines Drive	RES	Wooded	3	1	0	1968	1,480	\$200,000		4	
378922	PEND	21 Anchorage Point Unit#21	VIL	Marsh, Sound	2	2	1	1985	1,285	\$265,000		17	
367994	PEND	10 Bay Pines Drive	RES	Wooded	3	2	0	1970	1,764	\$289,000		230	
374857	PEND	56 Ashton Cove Drive	RES	Wooded	3	2	1	1992	1,630	\$339,000		157	
383407	PEND	32 Compass Point Unit#32B	VIL	Deep Water, Marsh	3	2	0	1984	1,602	\$374,500		5	
382958	PEND	29 Sea Olive Road	RES	Marsh, River	4	3	0	1989	2,821	\$939,000		28	

JUNE CLOSED LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
381422	CLOSD	79 Forest Cove Unit#79	VIL	Wooded	2	2	0	1988	1,000	\$145,000	\$145,000	2	6/4/2018

OUR COMMITMENT TO YOUR MARKETING PLAN

Because we take a different, customized approach to marketing your property, you can and should expect more. Delivering superior results is the way we do business at Herman and Davis Properties. As a result, more clients turn to us to market their Coastal Lowcountry home.

- Professionally designed property flyers using the services of professional photographers
- Post your home in the Hilton Head Island Multiple Listing Service with over 1,000 cooperating agents and brokers
- Place your home on CharterOneRealty.com, HermanAndDavisProperties.com, Zillow.com, Truila.com and Realtor.com.
- Introduce your luxury property to our network of over 130,000 real estate professionals in over 37 countries
- Promote your property to over 1500 local realtors
- Market your property in media (online and/or print)
- Launch your listing to over 900 Real Estate websites throughout the world
- Direct mail and email property flyers to other top producing agents in and around the Hilton Head, Bluffton and Lowcountry area
- Multi-faceted online marketing strategies using many websites, driving hundreds of online visitors to your listing
- Provide regular updates on comparable properties in your area & prompt feedback after every showing

