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JUNE 2018 PORT ROYAL REAL ESTATE MARKET REPORT

Enclosed please find your **Port Royal Plantation 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. The island is in full swing this summer with lots of visitors and plenty of hot weather.

Port Royal Plantation real estate market is HOT too! There are 37 active residential homes for sale. Year to date home sales are up over 7.7%. Median price is \$611,250 compared to last year \$629,000. Average days on market are down to 133, compared to 201 in 2017. Currently there are 6 homes under contract and 6 homes closed in June, and 26 closed as of January, 2018. There are 5 active villas on the market. Median sales price has increased to \$297,000 from \$247,500 in 2017. Days on Market has reduced to 206 days, from 290 last year. There are 17 Active lots, 4 closed so far this year. Home building is on the rise in Hilton Head and we should see an increase in sales over the next year. The median lot value decreased to \$357,750 from \$510,000 in 2017. As building costs continue to increase this puts pressure on lot prices.

June 2018 Port Royal 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
	37	6	6	28	26	5	2	0	7	5	17	0	0	4	3
Average Price	\$1,262,603	\$695,150	\$838,333	\$708,907	\$851,215	\$465,540	\$509,500	0	\$326,643	\$338,400	\$547,588	0	0	\$358,750	\$523,333
Avg htd sq ft	3,420	2,751	3,037	2,989	2,972	1,783	2,190	0	1,767	1,631	0	0	0	0	0
Per sq. ft	\$346.35	\$252.10	\$269.88	\$223.35	\$256.44	\$259.97	\$235.29	0	\$188.12	\$208.08	0	0	0	0	0
DOM	208	187	145	133	201	92	233	0	206	290	886	0	0	562	610
Median Price	\$810,000	\$689,450	\$665,000	\$611,250	\$629,000	\$420,000	\$509,500	0	\$297,000	\$247,500	\$449,000	0	0	\$357,750	\$510,000
List to sale %				93.89%	94.58%				96.42%	94.15%				84.80%	88.04%

Every 5 years the property values in Beaufort County are reassessed for tax purposes. Reports indicate homes have increased in assessed value by 6.84% and almost all areas of Beaufort County saw increases from 2013 to 2018, especially in Bluffton. Most homeowners on Hilton Head, which had an average property value growth of 4.23%, will not see an increase in property taxes. Assessment notices will be sent out to homeowners at the end of the summer, and homeowners will have 90 days to appeal the value. Give us a call if you have any questions.

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 manager, Ashley Hamilton, coordinates 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. Along with managing the current listings and closings, Lindsey enjoys listing and website promotions on social media. We enjoy what we do and invite you to come work with our Team!

Herman & Davis Properties NEED MORE LISTINGS!!! Due to the strong buyer demand, our sales activity and recent price gains, Sellers are encouraged to get their properties on the market. Please give Becky and Monica the opportunity to assist you in buying or selling your property today by providing a free evaluation and marketing plan for your home!

PORT ROYAL REAL ESTATE MARKET REPORT

Faces You Know. Results You Trust.



To learn more about how we can help you reach your real estate goals, call or email Becky and Monica today.

www.HermanAndDavisProperties.com

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ACTIVE LISTINGS

HERMAN DAVIS/CHARTER ONE LISTING/SALE

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
365989	ACT	24 Market Place Drive	LND	Golf						\$165,000		584	
324226	ACT	56 Barony Lane	LND	Golf, Lagoon						\$180,000		1,443	
321307	ACT	7 Market Place Drive	LND	Lagoon						\$209,500		1,946	
329685	ACT	11 Oak Creek Drive	LND	Golf						\$217,500		1,540	
383583	ACT	4 Catesby Lane	LND	Landscape, Wooded						\$265,000		1	
381140	ACT	207 PORT ROYAL TENNIS BEC	VIL	Golf, Lagoon	2	2	0	1983	1,161	\$289,000		35	
379150	ACT	205 CROWN REEF VILLA	VIL	Landscape	2	2	0	2000	1,294	\$309,900		85	
375032	ACT	47 Outpost Lane	LND	Marsh, Sound						\$324,000		137	
335414	ACT	30 Ocean Point Place S	LND	Golf, Ocean						\$325,000		3,729	
319552	ACT	21 N Ocean Point	LND	Ocean						\$425,000		1,988	
383580	ACT	7B THE LINKS VILLAS	VIL	Golf	3	3	0	1998	2,300	\$429,000		1	
372638	ACT	47 Scarborough Head Road	LND	Golf						\$449,000		226	
378365	ACT	15 Ensis Road	LND	Landscape, Wooded						\$459,000		111	
383606	ACT	35 Scarborough Head Road	RES	Landscape	3	2	0	1973	2,038	\$469,000		1	
372699	ACT	2 Donax Road	RES	Landscape	3	2	0	1973	1,977	\$470,500		223	
378399	ACT	1 Donax Road	RES	Landscape, Pool	3	2	1	1973	1,878	\$499,000		383	
381350	ACT	20 Doubloon Drive	RES	Golf	4	2	2	1967	2,680	\$500,000		47	
369126	ACT	1 Fort Walker Drive	RES	Golf	3	2	1	1984	2,793	\$519,000		227	
383432	ACT	26 Outpost Lane	RES	Golf	3	2	1	1990	1,796	\$519,000		8	
367967	ACT	15 Donax Road	LND	Wooded						\$545,000		301	
370535	ACT	35 Ensis Road	LND	Landscape						\$546,000		272	
379223	ACT	14 Planters Row NW	LND	Landscape						\$550,000		78	
364822	ACT	136 Coggins Point Road	LND	Golf, Ocean						\$550,000		391	
375254	ACT	17 Royal Crest Drive	RES	Golf, Lagoon	3	3	0	1981	2,881	\$569,000		210	
383495	ACT	4 Barnacle Road	RES	Landscape	3	2	1	1984	2,885	\$599,000		1	
323805	ACT	79 S Port Royal Drive	LND	Ocean						\$599,000		1,829	
381281	ACT	14 Dahlgren Lane	RES	Landscape	3	3	1	1986	2,087	\$599,900		48	
374510	ACT	2 THE LYONS VILLAS	VIL	Pool	4	4	1	1999	2,080	\$629,900		169	
381670	ACT	27 Fairway Winds Place	RES	Golf, Lagoon	3	4	1	1986	2,682	\$659,000		34	
375338	ACT	36 Scarborough Head Road	RES	Lagoon, Lake	4	3	1	1973	4,000	\$665,000		125	
376729	ACT	16 Yardley Lane	RES	Golf, Lagoon	3	3	1	1997	2,575	\$669,000		130	
374525	ACT	7 THE LYONS VILLAS	VIL	Pool	4	4	1	1999	2,080	\$669,900		169	
378864	ACT	18 Fairway Winds Place	RES	Golf, Lagoon	3	3	0	1990	3,087	\$685,000		91	
379672	ACT	8 Donax Road	RES	Landscape	3	2	1	1973	2,070	\$695,000		68	
379664	ACT	49 Fairway Winds Place	RES	Golf, Lagoon	3	3	1	1996	2,672	\$699,000		67	
375446	ACT	90 Barony Lane	RES	Golf, Pool	4	5	0	1980	3,548	\$774,900		116	
377192	ACT	22 Sovereign Drive	RES	Golf, Lagoon	3	4	1	1979	3,900	\$799,000		821	
382785	ACT	10 Barnacle Road	RES	Landscape, Wooded	3	2	0	1969	1,889	\$799,999		32	
381412	ACT	54 Planters Row	RES	Landscape	4	3	0	1973	3,497	\$810,000		44	
379189	ACT	49 Outpost Lane	RES	Marsh	4	3	1	1991	2,829	\$879,000		339	
381536	ACT	63 Outpost Lane	RES	Marsh, Sound	3	3	0	1994	3,177	\$899,000		465	
378664	ACT	36 N Port Royal Drive	RES	Landscape, Pool	4	3	2	1969	4,286	\$949,000		96	
381563	ACT	33 N Port Royal Drive	RES	Golf, Wooded	4	4	1	2000	3,972	\$975,000		370	
375145	ACT	25 Ocean Point N	RES	Landscape, Pool	4	4	2	2007	3,842	\$995,000		772	
374558	ACT	5 Heyward Place	RES	Sound	4	4	0	2000	3,600	\$1,150,000		166	
378895	ACT	20 Sovereign Drive	RES	Golf	5	4	2	1998	5,075	\$1,200,000		94	
375380	ACT	3 Everglade Place	RES	Lagoon, Landscape	5	4	1	1982	3,718	\$1,395,000		127	
378513	ACT	56 S Port Royal Drive	RES	Golf, Lagoon	5	5	1	2002	4,627	\$1,550,000		104	
367406	ACT	42 S Ocean Point	RES	Ocean	6	5	1	1993	5,027	\$1,685,000		327	
379045	ACT	42 Planters Row	RES	Lagoon, Ocean	4	4	1	1989	3,941	\$1,699,999		88	
374303	ACT	19 Coquina Road	LND	Ocean						\$1,750,000		179	
383529	ACT	23 Salt Spray Lane	LND	Ocean						\$1,750,000		304	
377317	ACT	70 S Port Royal Drive	RES	Lagoon	4	4	1	2015	4,000	\$2,200,000		106	

ACTIVE LISTINGS

HERMAN DAVIS/CHARTER ONE LISTING/SALE

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
380983	ACT	8 Heyward Place	RES	Ocean, Sound	5	5	1	2001	3,836	\$2,295,000		48	
372200	ACT	19 Donax Road	RES	Ocean	4	4	0	1990	5,886	\$2,650,000		980	
383233	ACT	21 Salt Spray Lane	RES	Deep Water, Ocean	5	4	1	1999	3,698	\$2,650,000		281	
382873	ACT	70 Planters Row	RES	Ocean	3	4	1	1990	4,026	\$3,399,995		18	
370701	ACT	21 Donax Road	RES	Ocean	4	4	2	2015	4,159	\$3,749,000		252	
380931	ACT	20 Donax Road	RES	Ocean	5	5	2	2007	5,902	\$4,395,000		385	

PENDING LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
382924	PEND	11A THE LINKS VILLAS	VIL	Golf	3	3	0	1998	2,300	\$420,000		379	
370613	PEND	42 Outpost Lane	RES	Lagoon	3	3	1	1981	2,012	\$449,000		258	
377037	PEND	5 THE LYONS VILLAS	VIL	Landscape, Pool	4	4	1	1999	2,080	\$599,000		87	
375270	PEND	2 Fairway Winds Place	RES	Golf, Lagoon	4	4	1	1985	2,400	\$649,000		97	
380973	PEND	36 Fairway Winds Place	RES	Golf, Lagoon	3	3	1	1994	2,519	\$689,000		36	
379531	PEND	9 Oak Creek Drive	RES	Golf, Marsh	3	3	0	1990	2,782	\$689,900		58	
354619	PEND	3 Rampart Lane	RES	Marsh, River	3	3	0	1986	2,848	\$699,000		342	
365153	PEND	11 Salt Spray Lane	RES	Lagoon, Ocean	4	4	1	1995	3,947	\$995,000		329	

JUNE CLOSED LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
361520	CLOSD	5 Barony Lane	RES	Golf	3	2	1	1981	2,295	\$524,900	\$500,000	368	6/19/2018
372539	CLOSD	79 Fort Walker Drive	RES	Landscape, Pool	4	3	0	1982	2,897	\$535,000	\$515,000	176	6/14/2018
378532	CLOSD	8 Market Place Drive	RES	Golf	3	3	1	1984	2,797	\$619,000	\$590,000	45	6/19/2018
369127	CLOSD	7 Royal Crest Drive	RES	Golf	4	3	1	1999	3,588	\$799,000	\$740,000	234	6/18/2018
379025	CLOSD	2 Albemarle Place	RES	Landscape, Wooded	3	3	0	1983	3,300	\$895,000	\$810,000	27	6/25/2018
378746	CLOSD	4 Planters Row	RES	Ocean	4	4	0	1973	3,342	\$1,950,000	\$1,875,000	20	6/26/2018

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

