



Charter One Realty & Marketing
5 Park Lane
Hilton Head Island, SC 29928

Becky: 843.301.3355

Monica: 843.384.4473

Web: www.HermanAndDavisProperties.com

SEA PINES CLUB COURSE 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

Becky Herman

843.301.3355

Becky@BeckyHerman.com

Monica Davis

843.384.4473

Monica@MonicaDavis.com



BECKY HERMAN

843.301.3355

BECKY@BECKYHERMAN.COM



HERMAN
AND DAVIS
— PROPERTIES —

MONICA DAVIS

843.384.4473

MONICA@MONICADAVIS.COM



JUNE 2018 SEA PINES CLUB COURSE REAL ESTATE MARKET REPORT

Enclosed please find your **Sea Pines Club Course 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.

Sea Pines Plantation real estate market is HOT too! There are 141 active residential homes for sale. Year to date home sales are up over 10%. Median price is \$672,500 compared to last year \$657,500. Average days on market is down to 149, compared to 194 in 2017. Currently there are 32 homes under contract, 5 of these houses are listed over \$3m, compared to 3 houses over \$3m that closed in June. There are currently 67 active villas on the market. Median sales price has increased to \$401,000 from \$365,000 in 2017. Days on Market has reduced to a favorable 134 days, from 183 last year. The most significant increase has been the median Lot price. In 2017, the median sale price was \$285,000 and year to date this year is already \$495,000. This is largely due to the new SPEC houses that are being built Oceanside!

June 2018 Club Course 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
	32	9	6	34	35	3	2	3	6	4	6	0	0	1	2
Average Price	\$697,825	\$526,056	\$531,233	\$599,350	\$507,101	\$377,967	\$394,000	\$346,833	\$384,417	\$379,344	\$198,917	0	0	\$110,000	\$214,500
Avg htd sq ft	2,620	2,222	2,802	2,557	2,256	1,283	1,510	1,244	1,367	1,396	0	0	0	0	0
Per sq. ft	\$257.50	\$238.27	\$196.29	\$226.57	\$226.77	\$295.57	\$271.70	\$278.75	\$281.88	\$265.52	0	0	0	0	0
DOM	105	54	145	120	136	57	35	30	37	177	430	0	0	306	400
Median Price	\$579,000	\$489,000	\$533,500	\$494,250	\$480,000	\$384,900	\$394,000	\$359,000	\$371,500	\$309,938	\$189,500	0	0	\$110,000	\$214,500
List to sale %				95.67%	96.29%				96.55%	95.36%				85.27%	97.27%

Herman and Davis Properties are pleased to announce we have the following properties currently under contract in Sea Pines within the last 30 days: **13 Marsh Drive** listed for \$3,210,000, **24 Surf Scoter** listed for \$2,225,000, **328 Greenwood Garden Villas** listed for \$595,000, **847 Ketch Court** listed for \$239,000, and **1671 Bluff Villas** listed for \$220,000. Our recent sales include **7 Isle of Pines**, **263 Greenwood Drive**, **351 Greenwood Garden Villa**, and **60 Oak Court**. Please view our BRAND NEW website, HermanandDavis.com to learn more about our team, and the properties we currently have for sale.

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!

ACTIVE LISTINGS

HERMAN & DAVIS PROPERTIES LISTING/SALE - NEW LISTING

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
352760	ACT	143 Club Course Drive	LND	Wooded						\$155,000		1,112	
359837	ACT	61 Club Course Drive	LND	Wooded						\$159,000		470	
377169	ACT	27 Shell Ring Road	LND	Lagoon, Wooded						\$189,000		116	
367831	ACT	61 Shell Ring Road	LND	Lagoon						\$190,000		307	
363333	ACT	25 Sandfiddler Road	LND	Landscape						\$241,500		412	
374663	ACT	32 Wood Duck Court	LND	Golf						\$259,000		165	
383518	ACT	36 Wood Duck Road	RES	Lagoon	3	2	0	1977	1,840	\$315,000		4	
379487	ACT	21 Water Oak Drive	RES	Lagoon	3	2	0	1981	2,072	\$354,999		74	
382895	ACT	3338 LAKE FOREST VILLA	VIL	Lagoon	2	2	0	1981	1,260	\$360,000		26	
374044	ACT	62 Otter Road	RES	Wooded	3	2	0	1981	1,694	\$364,900		199	
372579	ACT	125 Otter Road	RES	Landscape	4	3	0	1979	2,052	\$379,000		214	
374052	ACT	3 Acorn Ln	RES	Landscape, Wooded	3	2	0	1981	1,732	\$379,000		200	
378858	ACT	3307 LAKE FOREST VILLA	VIL	Lagoon, Wooded	2	2	0	1981	1,200	\$384,900		95	
365658	ACT	85 Governors Road	RES	Lagoon, Landscape	4	3	0	1974	1,809	\$389,000		354	
376916	ACT	3420 CAROLINA PLACE VILLAS	VIL	Lagoon	3	3	0	1987	1,388	\$389,000		49	
382858	ACT	16 Acorn Lane	RES	Landscape	3	2	0	1979	1,848	\$399,000		29	
379829	ACT	30 Wood Duck Court	RES	Golf	2	2	0	1980	1,892	\$399,990		104	
374651	ACT	4 Wood Duck Court	RES	Golf	3	2	1	1981	1,996	\$424,900		162	
365599	ACT	3 Fox Lane	RES	Wooded	4	3	0	1992	1,861	\$425,000		361	
383589	ACT	1 Fawn Lane	RES	Landscape	3	2	0	1979	1,908	\$439,000		1	
383437	ACT	6 Acorn Lane	RES	Landscape	3	2	1	1994	2,350	\$459,900		7	
381319	ACT	8 Wood Duck Court	RES	Golf	3	2	0	1977	1,971	\$489,000		47	
381249	ACT	31 Club Course Drive	RES	Golf, Landscape	3	2	0	1987	2,113	\$529,000		49	
378671	ACT	2 Wood Duck Court	RES	Golf	3	2	0	1986	2,125	\$539,900		99	
381446	ACT	38 Shell Ring Road	RES	Landscape	4	3	0	1991	2,069	\$569,000		8	
373936	ACT	99 Governors Road	RES	Golf	3	2	0	1980	2,042	\$589,000		207	
383203	ACT	90 Club Course Drive	RES	Golf	3	2	1	1980	1,980	\$656,000		14	
379451	ACT	50 Shell Ring Road	RES	Lagoon, Wooded	3	3	1	1996	2,093	\$674,900		71	
381240	ACT	2 Bateau Road	RES	Lagoon, Landscape	3	3	1	1989	2,709	\$739,000		41	
381524	ACT	68 Shell Ring Road	RES	Lagoon, Wooded	4	4	1	2018	2,658	\$739,900		40	
382657	ACT	42 Sandfiddler Rd	RES	Deep Water, Marsh	4	4	0	1988	3,526	\$750,000		34	
378820	ACT	15 Wood Duck Road	RES	Landscape	4	3	1	1997	3,648	\$779,000		91	
380890	ACT	47 Oak Court	RES	Landscape, Wooded	4	4	1	2007	2,685	\$779,000		57	
383023	ACT	3 Governors Road	RES	Golf	4	3	1	1981	3,181	\$829,000		21	
382748	ACT	23 Shell Ring Road	RES	Lagoon	4	4	0	1996	3,320	\$849,000		29	
373906	ACT	3 Long Marsh Lane	RES	Marsh	3	3	1	1986	3,000	\$1,100,000		210	
379307	ACT	25 Oyster Landing Road	RES	Landscape, Pool	4	3	1	1993	3,405	\$1,150,000		78	
379480	ACT	182 Club Course Drive	RES	Golf, Lagoon	6	6	1	2006	5,261	\$1,295,000		252	
375349	ACT	27 Long Marsh Lane	RES	Deep Water, Marsh	4	3	1	1998	3,304	\$1,299,000		141	
381137	ACT	38 Pine Island Road	RES	Golf, Marsh	5	4	1	1976	4,900	\$1,395,000		53	
377318	ACT	7 Long Marsh Lane	RES	Marsh, Sound	4	4	2	1996	4,780	\$1,850,000		110	

PENDING LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
379641	PEND	3321 LAKE FOREST VILLA	VIL	Lagoon, Wooded	2	2	0	1981	1,200	\$389,000		20	
378934	PEND	3308 LAKE FOREST VILLA	VIL	Lagoon, Lake	3	2	1	1981	1,820	\$399,000		50	
375332	PEND	11 Newhall Road	RES	Wooded	3	2	0	1979	2,064	\$410,000		106	
378690	PEND	1 Club Course Lane	RES	Wooded	4	3	0	1984	2,170	\$429,000		90	
379795	PEND	7 Isle Of Pines Drive	RES	Golf, Lagoon	3	2	0	1979	1,742	\$449,000		5	
374232	PEND	154 Otter Rd	RES	Golf	3	2	0	1980	2,300	\$465,000		160	
383352	PEND	7 Evergreen Lane	RES	Wooded	3	2	0	1998	1,748	\$489,000		2	
381403	PEND	67 Shell Ring Road	RES	Lagoon	3	2	1	1995	2,095	\$495,000		16	
382793	PEND	39 Governors Road	RES	Landscape	3	2	0	1986	2,154	\$499,000		4	
378427	PEND	17 Governors Road	RES	Lagoon, Pool	3	2	1	1979	2,254	\$698,600		24	
379068	PEND	137 Club Course Drive	RES	Golf	4	3	1	1989	3,470	\$799,900		78	

JUNE CLOSED LISTINGS

HERMAN & DAVIS PROPERTIES LISTING/SALE - NEW LISTING

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
374788	CLOSD	3299 LAKE FOREST VILLA	VIL	Lagoon	2	2	0	1981	1,200	\$335,000	\$317,500	66	6/4/2018
379678	CLOSD	3426 CAROLINA PLACE VILLAS	VIL	Lagoon	3	2	0	1987	1,279	\$359,000	\$345,000	16	6/26/2018
379088	CLOSD	3416 CAROLINA PLACE VILLAS	VIL	Lagoon, Wooded	3	3	0	1987	1,252	\$389,000	\$378,000	9	6/1/2018
374057	CLOSD	14 Fawn Lane	RES	Landscape	4	3	0	1976	2,975	\$449,900	\$449,900	109	6/1/2018
378564	CLOSD	24 Wood Duck Court	RES	Golf	3	2	0	1981	1,918	\$459,000	\$435,000	54	6/11/2018
362084	CLOSD	151 Otter Road	RES	Wooded	4	3	0	1995	2,435	\$499,000	\$492,000	394	6/15/2018
370734	CLOSD	17 Marshview Drive	RES	Golf, Landscape	3	4	1	1979	3,401	\$599,000	\$575,000	191	6/6/2018
377149	CLOSD	8 Governors Road	RES	Golf	3	2	1	1991	2,330	\$639,000	\$610,000	22	6/4/2018
374625	CLOSD	121 Club Course Drive	RES	Golf, Lagoon	4	4	0	1987	3,750	\$689,000	\$625,500	97	6/18/2018

HERMAN & DAVIS PROPERTIES
SEA PINES LISTINGS/SALES



12 Piping Plover Road
2nd Row, 4 BR 4 BA
Sea Pines | **\$2,710,000**



1936 S. Beach Club Villas
Ocean View, 4 BR 4.5 BA
Sea Pines | **\$1,649,000**



27 Long Marsh Lane
Marsh View, 4 BR 3.5 BA
Sea Pines | **\$1,299,000**



1921 S. Beach Club Villas
Ocean View, 3 BR 2.5 BA
Sea Pines | **\$1,175,000**



13 Marsh Drive
Marsh/Golf View, 6 BR 6.5 BA
Sea Pines | **\$3,210,000**



24 Surf Scoter Road
2nd Row, 4 BR 4.5 BA
Sea Pines | **\$2,225,000**



847 Ketch Court Villas
Harbour View, Studio Penthouse
Sea Pines | **\$239,000**



1671 Bluff Villas
Loft with 1 BA
Sea Pines | **\$220,000**



328 Greenwood Garden
Golf View, 3 BR 2 BA
Sea Pines | **\$595,000**



7 Isle of Pines Drive
Golf View, 3 BR 2 BA
Sea Pines | **\$449,000**



351 Greenwood Garden
Golf View, 3 BR 2 BA
Sea Pines | **\$449,000**



151 Otter Road
Wooded View, 4 BR 3 BA
Sea Pines | **\$499,000**



- 37 Years Combined Experience
- Local Market Knowledge
- Premier Zillow & Trulia Agents
- Professional Photography
- Aerial and Cinematic Video
- Staging Consultation
- Strong Negotiating Skills

- Exceptional Customer Service
- Social Media Exposure
- Promoted on over 900 Real Estate Websites
- Exclusive & Custom Print Advertising
- Timely Feedback on All Showings
- Professionally Designed Print Marketing
- Brand New Website Exposure