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## JUNE 2018 SEA PINES HARBOURTOWN REAL ESTATE MARKET REPORT

Enclosed please find your **Sea Pines Harbortown 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.

**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 Harbortown Central 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
	9	4	1	9	3	21	8	5	27	30	3	0	1	2	2
<b>Average Price</b>	\$1,585,778	\$742,000	\$695,000	\$710,222	\$698,333	\$465,762	\$461,500	\$375,200	\$428,278	\$385,080	\$569,667	0	\$326,000	\$313,000	\$242,500
<b>Avg htd sq ft</b>	2,999	2,393	2,920	2,321	2,757	1,311	1,547	1,252	1,512	1,460	0	0	0	0	0
<b>Per sq. ft</b>	\$515.37	\$321.32	\$238.01	\$301.40	\$252.61	\$368.73	\$317.85	\$309.52	\$306.98	\$290.68	\$0.00	0	0	0	0
<b>DOM</b>	140	112	2	44	137	114	44	33	114	234	195	0	358	1407	441
<b>Median Price</b>	\$1,500,000	\$699,000	\$695,000	\$695,000	\$745,000	\$437,000	\$459,000	\$410,000	\$437,000	\$373,750	\$575,000	0	\$326,000	\$313,000	\$242,500
<b>List to sale %</b>				96.85%	97.06%				95.57%	94.63%				83.59%	80.85%

## SEA PINES HARBOURTOWN 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](http://www.HermanAndDavisProperties.com)

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**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](http://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
383424	ACT	847 KETCH COURT VILLAS	VIL	Harbor, Sound	0	1	0	1973	401	\$239,000		368	
367580	ACT	2330 RACQUET CLUB VILLAS	VIL	Lagoon	1	1	0	1978	660	\$245,000		310	
378924	ACT	2366 RACQUET CLUB VILLAS	VIL	Golf	1	1	0	1978	660	\$267,000		91	
367954	ACT	966 CUTTER COURT VILLAS	VIL	Harbor, Landscape	1	1	0	1974	851	\$299,000		292	
382779	ACT	667 MARINERS WAY VILLAS	VIL	Harbor, Landscape	2	2	0	1977	1,002	\$325,000		29	
377078	ACT	296 STONEY CREEK VILLAS	VIL	Landscape	2	2	1	1973	1,600	\$383,000		102	
381391	ACT	256 STONEY CREEK VILLAS	VIL	Landscape	2	2	1	1973	1,600	\$385,000		43	
381286	ACT	835 KETCH COURT VILLAS	VIL	Harbor, Sound	1	1	0	1973	724	\$399,000		42	
379744	ACT	2285 HERITAGE VILLAS	VIL	Golf	2	2	1	1973	1,600	\$409,000		112	
376730	ACT	962 CUTTER COURT VILLAS	VIL	Landscape	2	1	1	1974	1,514	\$419,000		124	
383192	ACT	902 CUTTER COURT VILLAS	VIL	Golf, Landscape	2	2	1	1974	1,514	\$437,000		15	
381000	ACT	2372 RACQUET CLUB VILLAS	VIL	Golf	3	3	0	1978	1,805	\$437,500		34	
382914	ACT	867 KETCH COURT VILLAS	VIL	Landscape	2	2	1	1973	1,514	\$439,000		25	
378760	ACT	825 KETCH COURT VILLAS	VIL	Landscape	2	1	1	1973	1,140	\$445,000		97	
381184	ACT	682 MARINERS WAY VILLAS	VIL	Deep Water, Sound	2	2	0	1977	1,024	\$449,000		52	
382894	ACT	680 MARINERS WAY VILLAS	VIL	Harbor, Landscape	2	2	0	1977	1,024	\$449,000		26	
383387	ACT	963 CUTTER COURT VILLAS	VIL	Harbor, Landscape	3	2	1	1974	1,652	\$482,500		5	
362016	ACT	A-729 SCHOONER COURT VILLAS	VIL	Sound	2	2	1	1971	1,441	\$529,000		425	
377062	ACT	12 Spinnaker Court	LND	Deep Water, Golf						\$535,000		118	
372683	ACT	59 Stoney Creek Road	LND	Marsh						\$575,000		223	
381182	ACT	23 Stoney Creek Road	RES	Marsh	3	3	0	1974	2,704	\$579,000		50	
372217	ACT	64 Stoney Creek Road	LND	Golf, Marsh						\$599,000		243	
381183	ACT	683 MARINERS WAY VILLAS	VIL	Harbor, Sound	3	2	0	1977	1,550	\$649,000		52	
383244	ACT	18 Spinnaker Court	RES	Landscape	3	3	1	1972	2,343	\$695,000		11	
383537	ACT	954 CUTTER COURT VILLAS	VIL	Harbor	3	3	1	1974	1,652	\$729,000		4	
369056	ACT	9 Genoa Court	RES	Deep Water, Golf	3	2	1	1980	2,810	\$819,000		291	
367557	ACT	26 Stoney Creek Road	RES	Golf, Pool	5	4	0	1977	3,098	\$895,000		319	
375000	ACT	A-719 SCHOONER COURT VILLAS	VIL	Deep Water, Sound	3	3	1	1971	2,600	\$1,365,000		152	
365767	ACT	43 Lighthouse Lane	RES	Deep Water, Golf	3	3	0	1978	2,208	\$1,500,000		354	
381119	ACT	22 Genoa Court	RES	Golf, Sound	3	4	0	1990	2,890	\$1,895,000		48	
379113	ACT	61 Lighthouse Lane	RES	Deep Water, Harbor	4	4	1	1983	3,438	\$2,195,000		85	
379283	ACT	10 Spinnaker Court	RES	Golf, Sound	5	6	1	1973	4,358	\$2,699,000		63	
381433	ACT	15 Mizzenmast Lane	RES	Golf, Sound	4	4	1	2011	3,138	\$2,995,000		42	

PENDING LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
383424	PEND	847 KETCH COURT VILLAS	VIL	Harbour, Sound	0	1	0	1973	401	\$239,000		371	
381617	PEND	2368 RACQUET CLUB VILLAS	VIL	Golf	1	1	0	1978	660	\$289,000		31	
376849	PEND	2314 RACQUET CLUB VILLAS	VIL	Tennis Court, Wooded	2	2	0	1978	1,400	\$319,000		104	
381070	PEND	267 STONEY CREEK VILLAS	VIL	Marsh	2	2	1	1973	1,350	\$379,000		13	
376719	PEND	2455 INLAND HARBOUR	VIL	Golf, Lagoon	2	2	0	1979	1,525	\$459,000		86	
382659	PEND	153A HARBOURWOOD VILLA	VIL	Golf, Landscape	2	2	0	1972	1,250	\$459,000		26	
382773	PEND	2267 HERITAGE VILLAS	VIL	Golf, Lagoon	3	3	0	1973	1,750	\$489,000		2	
377319	PEND	A-727 SCHOONER COURT VILLAS	VIL	Sound	2	2	1	1971	1,441	\$599,000		88	
363702	PEND	24 Spinnaker Court	RES	Landscape	3	3	0	1974	1,977	\$695,000		214	
378952	PEND	29 Stoney Creek Road	RES	Marsh	4	3	1	1981	2,363	\$699,000		66	
382695	PEND	10 Mizzenmast Court	RES	Landscape, Sound	3	2	1	1973	1,840	\$699,000		15	
382961	PEND	1100 HARBOUR SOUTH VILLAS	VIL	Landscape, Pool	3	4	0	1981	3,000	\$699,000		3	
374669	PEND	12 Genoa Court	RES	Golf, Sound	3	4	1	1992	3,391	\$875,000		154	

JUNE CLOSED LISTINGS

MLS	Status	Address	Prop Type	View	BEDS	FB	HB	Yr Built	ApHtdSF	List Price	Close Price	DOM	Close Date
379102	CLOSD	2338 RACQUET CLUB VILLAS	VIL	Golf, Lagoon	1	1	0	1978	660	\$199,000	\$180,000	17	6/7/2018
378586	CLOSD	2259 HERITAGE VILLAS	VIL	Lagoon	2	2	1	1973	1,600	\$369,000	\$353,000	31	6/1/2018
381063	CLOSD	2035 SEA LOFT	VIL	Sound	2	2	0	1972	916	\$425,000	\$410,000	17	6/7/2018
359839	CLOSD	21 Stoney Creek Road	LND	Marsh						\$429,000	\$326,000	358	6/1/2018
378588	CLOSD	2428 INLAND HARBOUR	VIL	Golf, Lagoon	2	2	1	1979	1,430	\$445,000	\$445,500	2	6/1/2018
375428	CLOSD	806 CLIPPER COURT	VIL	Landscape	3	3	1	1978	1,652	\$499,000	\$487,500	100	6/28/2018
379520	CLOSD	13 Mizzenmast Lane	RES	Golf, Lagoon	4	3	0	1971	2,920	\$699,000	\$695,000	2	6/20/2018

# 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**



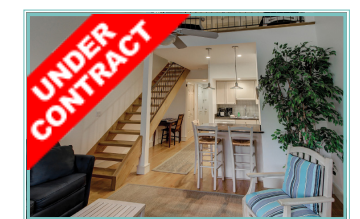
**13 Marsh Drive**  
Marsh/Golf View, 6 BR 6.5 BA  
Sea Pines | **\$3,210,000**



**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**

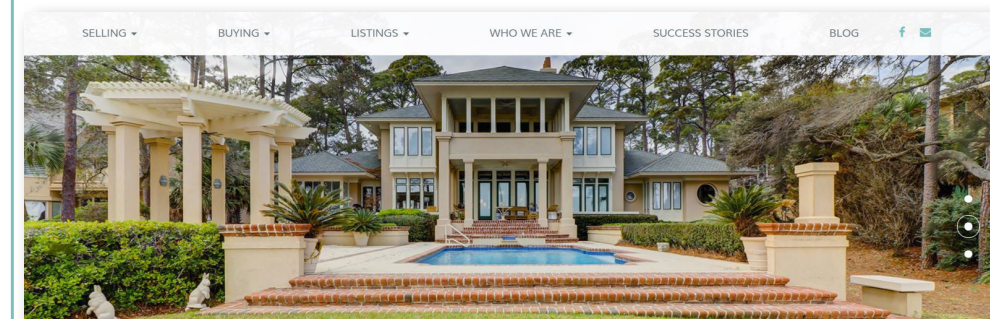


**351 Greenwood Garden**  
Golf View, 3 BR 2 BA  
Sea Pines | **\$449,000**



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

VISIT OUR NEW WEBSITE  
[www.HermanandDavisProperties.com](http://www.HermanandDavisProperties.com)



Go Ahead – Ask Us Anything!

Our one-on-one approach means that if you have questions, we've got answers.  
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