

# PETE POPOVICH

Serving Hilton Head and Bluffton  
Golf Communities  
Since 1992

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Private Golf Club

# NEWS

Summer 2009

petepopovich.com

The Private Golf Club **NEWS** is published by Pete Popovich at **Schembra Real Estate Group, Inc.** four times a year to update owners and prospective owners on current market conditions and news in the community.

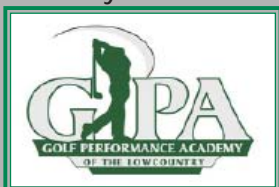
## Golf Performance Academy

**Did You Know?** The Golf Performance Academy is the only golf instructional school in the area to Guarantee Results! We are also the only instructional school with a full-time club fitter. We work closely with shaft companies and golf club engineers to keep up to date with the latest and greatest on club head and shaft technology. By doing this we are able to identify if your game needs a swing fix or a club fix.

**The 90% Rule.** Ninety percent of swing problems come from improperly fit golf clubs. But how do you know if your game is suffering from improper fit golf clubs or swing mechanics? Through years of working with golfers of various skill levels, and reviewing 30+ years of club fitting data, we are able to determine the real 'cause' of your problems, not the effect, and advise you how to make corrections. If the problem is improper swing mechanics one of our instructors will put you back on track. If it is a club problem; wrong length, lie, flex, etc., we are able to fix the club too.

**Golf Update...**The GPA is not resting on its laurels. We continue to work with club engineers, shaft companies, therapists and doctors on how the club and body work and how to make you a better golfer. This will significantly improve our ability to instruct thus improving the quality of your game and more importantly your enjoyment. If you think our instruction was good in the past, wait until you see what is in store for the future!

golfacademyhiltonhead.com



Dear Private Golf Club Owners,

Summer is in full force, here in the Lowcountry, and visitors have arrived. Predictions that higher fuel, food and other costs might have a negative impact on visitors' spending are proving not to be true.

**Years of Accomplishments!** Recent improvements and plans for the future, by all the private residential golf communities in the Lowcountry, are proving to be well thought out and well done. It is quite impressive to note that our local clubs are doing everything necessary to keep the communities modern and up to date; fitness center remodeling, new greens and fairways, clubhouse remodeling, the list goes on and on.

When talking to visitors I always tell them **"the best is yet to come!"** Why do I say this? Because if you love the Lowcountry and the "quality of life" that we represent, each and every one of us will benefit from the enhancements, updates and increased property values in the future. Private residential golf communities in our area are not resting on their significant accomplishments, but continue to strive for excellence in their ongoing commitment to improve the "quality of life" for each and everyone of their members.

This is the perfect time for buyers to invest in our communities. It seems as if we have bottomed out in listing and selling prices. Now our biggest challenge is two-fold. First, we must constantly work to overcome the massive negative press not only about the real estate market but everything

that is going on in our country. The negative press is particularly odd since the worldwide stock markets are up 40% since their lows in early March of this year.

Second, the number of agents in the area has declined from 1,700 to 1,300. It would be more advantageous if we had 400 to 500 qualified real estate agents to represent buyers and sellers in today's market. Unqualified and uninformed agents hurt all real estate sales in the Lowcountry. Unfortunately, too many agents do not understand that today is a great time to buy in the Lowcountry. Having lived in the area since 1992, I can confidently say that this is as good a buyers' market as I have seen in a very long time.

**Did you know?** If home prices were to come down another 10% but interest rates were to increase by 1% your monthly principal and interest payment would actually be higher! Stock prices are also on the rise, 40% worldwide. When stock prices go up so do interest rates. With interest rates being at 37 year lows for such an extended period of time the threat of inflation looms on the horizon. When things are the highest they have ever been, or the lowest, is when people should take advantage of the opportunity. Interest rates and home prices have been low for so long they are only going one way, up. With this in mind, why wait to **"own a piece of paradise?"**

**Lowcountry Real Estate Update:** Being in the Lowcountry since 1992, I have seen several cycles in the market,

but I believe this cycle is much different than most. The biggest difference is the 24/7 negative press coverage that has instilled doubt and lack of confidence in buyers' minds to invest in real estate throughout the country. It is inexcusable, as the Lowcountry is first and foremost a family community, and because we represent a solid real estate investment that can be utilized and enjoyed.

I am firmly convinced that those who invest today will return 3-5 years from now and say, "Thank you for encouraging me to buy." Families will have the best of both worlds, an investment in a "piece of paradise" for their family and a solid real estate investment with great upside potential.

All the fundamentals are in place for a strong real estate market in the Lowcountry. I base my optimism in part on my knowledge of private golf clubs and the Lowcountry's niche in this market as boasting world-class golf courses/communities. Listed below are just a few of the points that will drive the market for years to come.

- 77 million very mobile baby boomers are retiring, living longer and looking for the "good life."
- WW II and baby boomer generations will bequeath an astronomical \$41 trillion to children, friends and charities in the first half of this millennium, many of whom will buy real estate.
- Population growth in the Southeast will fuel the demand for property for years to come. With our overwhelming amenities and competitive prices, the Lowcountry represents exceptional opportunities and value.

Each year approximately 2.5 million people from the United States, Canada and Europe visit the Lowcountry. With a lack of developer inventory to speak of, those interested in selling will do well as current and future inventory will only be generated from owner resale's. At today's price levels and inventory, there are wonderful opportunities for astute buyers. For sellers who are pricing their properties competitively in today's

market, buyers are out there. Now it is more important than ever to work with an agent who knows where the market is today, where it was, and where it is going. With all the efforts taken to improve communities, the future has never looked brighter.

I continue to see a lot of activity, thanks in part too many of you and your response to this newsletter. However, I know it takes a complete effort on the part of the entire real estate community to achieve the maximum results desired for everyone.

Thank you for your continued confidence. I do appreciate and welcome your calls and emails. If your needs have changed or you are interested in changing your portfolio interests, please give me a call.

Sincerely,



Pete Popovich  
Real Estate Agent

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## We're Easy To Reach...

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- Why Buy Now?
- Available Listings
- Buyer and Seller Information
- Community Facts
- And much more...

## Join Our Email Community...

If you would like the latest information on new listings and "best buys" in the Low Country or would like to receive this publication in an email instead of a mailing please send an email to pnp14@msn.com.

## Associate Company...

Golf Performance Academy

- Dedicated to making the game more enjoyable for players of all levels; beginner, mid-handicap and accomplished player.
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Colleton River | Belfair | Berkeley Hall | Palmetto Bluff  
 Current Listings as of June 2009

COLLETON RIVER

<i>Homes</i>			
Golf	\$ 569,900	—	\$1,595,000
Golf/Lagoon	\$ 699,000	—	\$1,340,000
Lagoon	\$ 525,000	—	\$ 895,000
Golf/Creek-Lake	\$ 564,900	—	\$1,495,000
Creek/Marsh/Deepwater	\$ 949,000	—	\$3,850,000
<i>Homesites</i>			
Golf	\$ 30,000	—	\$ 299,000
Golf/Lagoon	\$ 49,900	—	\$ 250,000
Lagoon	\$ 94,900	—	\$ 199,900
Golf/Creek-Lake-Marsh	\$ 99,000	—	\$ 499,000
Creek/Marsh/Deepwater	\$ 475,000	—	\$1,900,000

BELFAIR

<i>Homes</i>			
Golf	\$ 629,000	—	\$ 899,000
Golf/Lagoon-Marsh	\$ 548,000	—	\$1,795,000
Golf/Lake	\$ 579,000	—	\$1,550,000
Landscape/Wooded	\$ 469,000	—	\$2,395,000
Lake/Creek/Marsh	\$ 615,000	—	\$1,250,000
<i>Homesites</i>			
Golf	\$ 44,900	—	\$ 325,000
Golf/Lagoon-Marsh	\$ 93,900	—	\$ 395,000
Lagoon	\$ 75,000	—	\$ 144,900
Wooded/Lakeview	\$ 29,900	—	\$ 299,900
Creek/Marsh/Deepwater	\$ 35,000	—	\$ 699,000

BERKELEY HALL

<i>Homes</i>			
Golf	\$ 434,900	—	\$1,399,000
Golf/Lagoon-Marsh	\$ 749,000	—	\$1,695,000
Lagoon/Wooded	\$ 499,900	—	\$1,199,000
Lake/Landscape	\$ 515,000	—	\$ 899,000
Creek/Deepwater	\$2,590,000	—	\$3,499,000
<i>Homesites</i>			
Golf	\$ 162,500	—	\$ 275,000
Golf/Lagoon/Wooded	\$ 45,500	—	\$ 425,000
Wooded	\$ 25,500	—	\$ 118,000
Lagoon/Lake	\$ 39,500	—	\$ 390,000
Creek/Marsh/Deepwater	\$ 295,000	—	\$1,995,000

PALMETTO BLUFF

<i>Homes</i>			
Golf		\$2,595,000	
Golf/Lake-Landscape	\$2,495,000	—	\$2,950,000
Lake/Lagoon/Landscape	\$ 924,500	—	\$1,495,000
Creek/Deepwater	\$2,975,000	—	\$3,100,000
<i>Homesites</i>			
Golf		\$ 349,000	
Lake/Creek	\$ 355,000	—	\$1,895,000
Wooded	\$ 239,900	—	\$ 399,000
Creek/Deepwater	\$ 879,900	—	\$3,995,000

Callawassie Island | Spring Island  
Current Listings as of June 2009

CALLAWASSIE ISLAND

<i>Homes</i>			
Golf	\$ 258,500	—	\$ 655,000
Golf/Lagoon	\$ 315,000	—	\$ 895,000
Wooded	\$ 299,900	—	\$ 560,000
Creek/Marsh/Deepwater	\$ 489,000	—	\$ 1,075,000
<i>Homesites</i>			
Golf	\$ 64,000	—	\$ 175,000
Golf/Lagoon	\$ 66,900	—	\$ 275,000
Lagoon/Wooded	\$ 59,900	—	\$ 145,000
Creek/Marsh/Deepwater	\$ 87,500	—	\$ 850,000

SPRING ISLAND

<i>Homes</i>			
Golf	\$ 750,000	—	\$ 1,695,000
Golf/Water-Marsh	\$ 598,500	—	\$ 3,750,000
Marsh/Lagoon	\$ 850,000	—	\$ 2,550,000
Creek/Marsh/Deepwater	\$ 925,000	—	\$ 5,495,000
<i>Homesites</i>			
Golf	\$ 195,000	—	\$ 475,000
Marsh/Lagoon	\$ 345,000	—	\$ 880,000
Wooded	\$ 295,000	—	\$ 550,000
Marsh/Deepwater	\$ 490,000	—	\$ 1,450,000



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