



HERE TO SERVE - GET RESULTS

SUSAN OCHSNER

The Sea Pines Real Estate Co.

www.yourhiltonheadagent.com

### Pete Dye Returns to The Sea Pines Resort

Golf course architect completely remodels the resort's former Sea Marsh golf course

Heron Point by Pete Dye opens on September 17, 2007 and along with its sister layout, the Ocean Course, and nearby Harbour Town Golf Links, comprises the 54-holes of resort golf within The Sea Pines Resort. Dye ushered in a new era of golf course architecture in 1968 when he built Harbour Town Golf Links, with its signature

waste bunkers, narrow approaches, small greens, dramatic angles and spectacular views. Forty years later, he comes full circle by building a new masterpiece on the site once occupied by the aging and often forgotten Sea Marsh course. "Sea Pines has such a great golf image, so you've got to keep all of your golf courses up to date —

that's what you've got to do to keep competitive with the world," Dye said. "Sea Pines has really been great to do this renovation. It helps the value of the homeowners and everybody else to keep the golf course up to date. You've got to stay ahead of the game."

The new, multi-million dollar course is 7,000 yards from the back tees with a wonderful mixture of short and long holes. Dye added lagoons and changed the contours of many existing bodies of water on the course. An interesting point is that Pete dye courses often appreciate faster over five years than residences on golf courses created by other architects, according to data just released by Golf Digest and Business Week. For a copy of the article, please contact me and I will send it to you.



Please call me if you would like a **FREE** market analysis of your property.  
My cell phone is 843-816-6388

*Travel & Leisure*  
*Family ranks*  
*Sea Pines Resort*  
*No. 13*  
*Top 20 Family*  
*Resorts in U.S. &*  
*Canada*

### Celebrity Chef Classic

Elbow With The World's Top Chefs & Golf Insiders November 15-18

For all you food aficionados, Harbour Town will host the Celebrity Chef Classic from November 15-18th. Play the premier Harbour Town Golf Links and a newly designed Pete Dye golf course. Meet *Gourmet's* Executive Chef, Sara Moulton. *Simply Ming's* Ming Tsai, and other top chefs will be present for this unforgettable weekend. Contact me for more a complete list of accommodations and the schedule of events.



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## The Sky is not Falling, The Market has Just Re-adjusted

As we tune into the news and listen to the sub-prime situation and the full credit crunch, we can feel like the "sky is falling" syndrome of Chicken Little. The free and easy times are gone for now and in my opinion that is a good thing. When I was in international banking we had a saying that was prompted by the Asian/Japanese markets of the 80's; "when your taxi drivers and

hairdressers are throwing money in quite eagerly, you have an overheated market and it's time to get out and wait for a correction." Real estate investment is no different. When a two bedroom, Bluff villa is on the market for only three days, listed at over \$600,000, as was the case in 2005, you have an overheated market. So here we are two years later. The market

has stabilized and Beaufort county remains one of the fastest growing counties in the nation. Hilton Head Island will always remain a beautiful place to live, play, retire and work. With the proper pricing, presentation and product, you can successfully buy and sell in the cyclical market of real estate, without worries.

For Complete Listings and Island Information go to...  
www.yourhiltonheadsgent.com and you are linked!

## Number of Properties Sold & Average Price From January to June

| Sea Pines    | 2005              | 2006             | 2007             | Shipyard  | 2005             | 2006             | 2007            |
|--------------|-------------------|------------------|------------------|-----------|------------------|------------------|-----------------|
| Homes        | 137 (\$1,333,261) | 78 (\$1,275,494) | 77 (\$1,488,906) | Homes     | 9 (\$529,778)    | 3 (\$755,000)    | 6 (\$533,422)   |
| Villas       | 121 (\$505,898)   | 55 (\$667,600)   | 51 (\$599,959)   | Villas    | 66 (\$394,752)   | 34 (\$468,018)   | 28 (\$408,089)  |
| Lots         | 13 (\$572,036)    | 7 (\$689,657)    | 2 (\$466,250)    | Lots      | 4 (\$313,750)    | 2(\$3885,000)    | 0 (NA)          |
| Forest Beach |                   |                  |                  | Wexford   |                  |                  |                 |
| Homes        | 40 (\$1,702,752)  | 10 (\$2,417,806) | 8 (\$2,368,750)  | Homes     | 23 (\$1,284,630) | 14 (\$1,704,514) | 7 (\$1,869,386) |
| Villas       | 226 (\$332,086)   | 81 (\$331,252)   | 47 (\$319,216)   | Villas    | 22 (\$375,177)   | 10 (\$466,150)   | 2 (\$542,000)   |
| Lots         | 6 (\$971,667)     | 4 (\$846,875)    | 0 (NA)           | Long Cove |                  |                  |                 |
|              |                   |                  |                  | Homes     | 15 (\$685,767)   | 6 (\$1,144,167)  | 9 (\$898,056)   |
|              |                   |                  |                  | Lots      | 27 (\$253,441)   | 5 (\$342,000)    | 3 (\$336,667)   |

### A Little Bit about Susan...

Susan knows that success comes from working hard, integrity and striving for excellence and results. She earned her business economics and marketing degree from the University of South Carolina and then began her financial career in the mortgage industry and later international private banking in Zurich. She put her career on hold to focus on her family. As her sons grew and became more independent, she was ready to focus on her career again and real estate was the perfect fit with her background and passion for serving others. Susan has been in Sea Pines since 1972 and knows the south end of the island in detail. Give her a chance to pleasantly surprise you with energy, professionalism and talent to get results.

You will be glad you did! Thank You.