



>> 2018 ELECTION RESULTS



The annual meeting of the membership took place on Thursday, March 22nd. The past Board President Richard Schulman was presented with a plaque for his years of service to Summer House. The community has been very fortunate to have him serve as a Board Member. He will be missed. The new Board of Directors are listed below:

President – David Benedict **Secretary** – Dawn Lamb
Vice President – Jim Kroll **Member at Large** – Jeff Rockett
Treasurer – Cindy Taylor

SUMMER HOUSE UPDATES JANUARY 2018

- » New Board Members have been posted at the mail center.
- » The hot tub will be closed starting Monday, April 2nd until Thursday, April 5th. The scope of the work is to be resurfacing and replacing new tiles on the steps.
- » Pine straw has been ordered and should arrive the 2nd week of April. It will be installed after the roofs are blown.
- » New sod will be installed between buildings B & C the 2nd week of April.
- » New bike rack will be installed in the next two weeks to be placed between the J building and garages.
- » **Over the next two weeks, please tag any bikes that you may have stored on one of the two bikes racks located by the C building. There are a number of bikes that may be left from past residents. We will donate any unclaimed bikes to a charity locally.**
- » Parking is still an ongoing issue here at Summer House. Please make sure that your vehicle is registered with Management.
- » AED device has been installed in the pool area. The device is located in the women's restroom.

>> A FRIENDLY REMINDER TO ALL RESIDENTS

- » **Board approval is required for any alterations to landscaping/ balconies/patios.** Please remember that requests for changes should be submitted in writing to the board. As stated in The Master Deed, objects may not hang over or be attached to balconies. Also, permanent enclosure of a balcony is prohibited.
- » **No gas or barbecue grills** of any type are permitted on balconies or in any other areas. All residents are invited to use the gas grills located near the pool and Summer House Clubhouse.
- » **Help keep breezeways clean!** It's tempting to leave garbage bags and other items in the breezeways. The Master Deed states that common areas must be clear. This guideline enables Summer House to keep the property safe for all to use and prevents stains and rodents.
- » **The speed limit** inside of the parking lot is 13 MPH.
- » **Pet owners** should always clean up after their animals, dog stations are provided.
- » **For the safety of everyone,** below we have listed emergency contacts. Please keep this list where you can find it. Thank you!

Emergencies – Always call **911** first for a medical emergency, to report a fire or illegal activity.

Police department **non emergency** number – **843-524-2777**

Absolute Island Management is the managing agent for the community.
843-681-2877
Monday -Friday 9:00am to 5:00pm

After hours answering service
Call for a water leak, rule infractions at the pool after hours or if gate is not opening - **843-805-3198**

Coastal Security Investigative Services – Call to report suspicious activity and after hours noise complaints - **843-247-0788**

>> CONSTRUCTION UPDATE

Peter Sherrat (Architect) with The Sherrat Company attended the Annual Meeting to discuss the scope of the work that will be taking place here at Summer House. The targeted date to start construction is June 1, 2018. There are a number of other projects that need to take place before the actual construction starts. There will be as few as possible trees and shrubs removed away from the buildings that are slated first for the project. After removal of

trees and shrubs, the drainage project will be completed according to the specifications required to eliminate excess water from the foundations of the buildings. Buildings "J" and "K" will be ready to begin June 1st.

Parking will be limited in front of these buildings, due to dumpsters needed for the construction debris. If you have a garage, please use it for your vehicle to help free up spaces for other residents that do have a garage.

>> LETS EAT OUT



Photos from www.facebook.com/santafecafehi/photos

SANTA FE CAFE

BY NANCY SCHULMAN

The Santa Fe Café offers southwestern cuisine at its best. For those of you who have visited New Mexico, the restaurant could rival any found in Santa Fe or Albuquerque. Located in Plantation Center near Palmetto Dunes the restaurant has been around for over 20 years and has long been an island favorite. We, too, have enjoyed many meals there over the years.

To truly enjoy southwestern cuisine you must try some of their appetizer specialties. So many choices...begin with chile con Queso, a warm cheese dip with chips and salsa or for something slightly spicier there's Queso Fundido. I really like the oysters, fried in a cornmeal crust served with cocktail and tartar sauces. The crabcakes and cerviche are also good choices. One of the knockouts is the painted desert soup, almost too pretty to eat. It's a corn and red pepper soup trimmed with Mexican cream and mole and is delicious. Sopa Azteca is traditional tortilla, chicken soup. Several different salads are also offered.

For entrees there are numerous choices. We are fans of fish and I can recommend the grouper, blackened redfish, or tortilla crusted salmon. An herb roasted chicken and grilled pork tenderloin are also excellent. Several items have a slight "kick" to them, but none are very spicy or hot. You can ask your server if unsure. The Santa Fe Café is said to be famous for their steaks. I'll take their word for it as I've never tried them.

If you prefer a vegetarian meal there are two standouts: fire roasted

red pepper stuffed with rice, vegetables and cheese [it's available as an appetizer or entrée]. Then there's one of my personal favorites: the stuffed portobella mushroom – it is mesquite grilled and baked with chiles, artichokes, caramelized onions, cheese and topped with a combination of smoked tomato coulis, corn, beans and a pico de gallo. Many of the dishes are variations on Mexican favorites: chimichanga, burrito, tacos, fajitas, and a combo platter of chile relleno, tamale, and enchilada.



CHIPOTLE PARMESAN CRUSTED GROUPE

Should you have any room left for dessert there are some wonderful choices. I haven't tried them all, but have every confidence that they won't disappoint. I base this on those I have sampled. For a traditional Mexican dessert order churros or sopapillas. Each is a fried pastry then rolled in cinnamon and sugar [churro] or drizzled with honey and rolled in cinnamon [sopapilla]. They are served with ice cream and/or strawberry sauce and cream on the side. Key lime pie and a kahlua chocolate mousse are lighter choices. While I have not yet ordered it, the toffee cake served with coconut ice cream, strawberries and cream is called the ultimate indulgence. Sounds good to me.

I should mention that the restaurant has an outdoor bar upstairs that is very popular, especially in nicer weather. I'd suggest making a reservation as the restaurant is always crowded and deservedly so. Try it for something different, I think you'll be a fan.

SITEPLAN



PARKING – LET’S WORK TOGETHER!

One of the biggest concerns facing Summer House residents is parking. It can be frustrating to come home from work or an outing only to find someone without a parking sticker parked in front of your building.

Two windshield stickers are available per residence, when the necessary paperwork is provided. When moving in, folks need to present a valid driver’s license, current vehicle registration, and insurance cards for any vehicles to be kept on the premises. Tenant parking beyond two vehicles with stickers must be in one of six designated visitor parking areas above shown in gray.

On occasion, you may need a temporary car pass. For example, if your vehicle is being serviced. A temporary pass can be obtained by visiting the Summer House property manager’s office during office hours, 9 a.m. - 5 p.m.

HOMEOWNER RESPONSIBILITY FOR RENTERS AND GUESTS

As a homeowner at Summer House, by means of the Master Deed, you take responsibility for your guests’ actions and behaviors. This rule also applies to owners that lease their home as well as having visitors while you are away.

Please be sure to provide the rules and regulations for the community to your tenants and guests to avoid an uncomfortable situation. We will do all we can to help them be informed however this starts with you. We recommend having your residents obtain renters insurance. This is a very inexpensive way to help cover a financial obligation you might have in the event a renter damages your property or that of the Association.

PALMETTO ELECTRIC OFFERS WATER HEATER REBATE

A new program available from Palmetto Electric Cooperative enables property owners to purchase a water heater and get money back! In addition, the water heater operates only during off-peak hours and saves money, which is passed on to users.

Old water heaters can be replaced with a new electric model, with a rebate of up to \$350. Owners may also select to purchase the water heater, have it installed, and pay a monthly fee for a five-year period.

There are different rebate amounts for different size water heaters: \$250 for an 80-gallon or larger off-peak electric water heater. \$150 for a new 50 to 79-gallon off-peak electric water heater. \$100 for a new off-peak heat pump or solar/electric water heater that’s 50-gallon or larger.

To qualify for a rebate and other incentives under the H2O Select Program, owners must complete an enrollment form and allow Palmetto Electric to install an off-peak switch on each new water heater.

For a brochure about the program and an enrollment application form, please stop by the Summer House office or visit www.palmetto.coop.

SOME SPRING SUMMER HOUSE HOUSEKEEPING

TRASH DISPOSAL

The trash compactor is located at the front of the property. You may not leave garbage outside your front door for any length of time. A fee of \$25.00 per bag per occurrence will be assessed for violations. Disposal of furniture, appliances, mattresses, or any large or bulky items must be arranged for separately by the homeowner and may not be left at the compactors or anywhere on the property. A fee of \$500.00 per item per occurrence will be assessed for violations.

PETS AT SUMMER HOUSE

The town of Hilton Head has a law for leashing your pets – and so do we! Please always keep your pet on a leash and always keep a bag handy (green ones provided throughout the community) to pick up after your pet. Diseases are common in areas that have waste on the grounds. Please do your part to keep the community healthy and clean. Please don’t leave dogs or pets unattended on the balcony – you may not think your dog barks but it does and it can be a nuisance to your neighbors.



COMMON PROPERTY

At Summer House it is against the rules and regulations to affix anything to a common element. This includes but is not limited to roofs, siding, stucco, railings, balconies and landscaping. The porches or balconies outside your unit are common property, therefore you can not alter them in any way.

For general questions or to submit an idea for how the community can be even better please feel free to email Marsha@summerhousehi.com.

MANAGEMENT TEAM

Summer House Property Management
Manager – Marsha Garrett
Maintenance Supervisor - Mark Blackburn

Board of Directors Contact:

shboard@summerhousehiltonhead.com
 380 Marshland Road
 Hilton Head, SC 29926



SHELTER COVE HARBOUR
 Presents:
MUSIC & TASTE
 ON THE HARBOUR

Every Thursday through May 17 from 6:00 PM - 9:00 PM

MARCH 29: The Headliners
 APRIL 5: Deas Guys
 APRIL 12: The Headliners
 APRIL 19: Target Band
 APRIL 26: The Headliners
 MAY 3: Deas Guys
 MAY 10: The Headliners
 MAY 17: Deas Guys

>> **PROPERTY OWNERS**
A REMINDER ABOUT SUMMER HOUSE HO6 POLICY

- » Per the Summer House Master Deed and Bylaws, each homeowner is required to carry an HO6 Policy for their condo. A copy of this policy should be kept up to date with the management office.
- » Summer House staff will be reaching out to those who are delinquent. There is a \$50 fine if your policy is not provided yearly.
- » If you are not sure if you are up-to-date with your HO6 policy, please contact the Summer House office, 843/681-2877.

APRIL 2018						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5 MUSIC & TASTE ON THE HARBOUR APRIL 5: Deas Guys	6	7
8	9 50 50th Annual RBC Heritage PGA Tour April 9 - 15, 2018	10 50 50th Annual RBC Heritage PGA Tour April 9 - 15, 2018	11 50 50th Annual RBC Heritage PGA Tour April 9 - 15, 2018	12 50 50th Annual RBC Heritage PGA Tour April 9 - 15, 2018	13 50 50th Annual RBC Heritage PGA Tour April 9 - 15, 2018	14 50 50th Annual RBC Heritage PGA Tour April 9 - 15, 2018
15 50 RBC Heritage PRESENTED BY BOJING	16	17	18	19 MUSIC & TASTE ON THE HARBOUR APRIL 19: Target Band	20	21 Touch of the Lowcountry Spring Gala Apr 21, 2018 7:00 - 11:00 PM
22	23	24	25	26 MUSIC & TASTE ON THE HARBOUR APRIL 26: The Headliners	27	28 The Art Market at Historic Honey Horn April 28-29, 2018
29 The Art Market at Historic Honey Horn April 28-29, 2018	30					

STRONG RENTAL CLIMATE,

WHAT INVESTORS NEED TO KNOW FOR THEIR REAL ESTATE TO STAY RENTED AT OR ABOVE MARKET RENT.

By Kevin Quat

Four years ago, if you asked me where I thought long term rental rates would be for the average two-bedroom villa, I would have said 15% higher than they are today. I would have suggested this based on how rents from 2012 were trending year over year. And I would have been wrong. My team has tracked the market rental appreciation and it has shocked us all, in some cases up 40% from 2012 levels. Given a short supply of available rental properties, coupled with active business growth (in part due to the Chamber of Commerce and the publicity of Hilton Head and Bluffton on various mediums), we have seen a tremendous increase in rental rates. But not everything is rented. Why is that? Why are some investors not able to achieve the most rent for their properties? Why do some properties sit vacant or rent poorly?

If you are invested in long-term rental real estate (yearly rentals) or if you want to invest in cash-flow producing real estate in Hilton Head or Bluffton (or Savannah), please consider saving this article. I am about to give you a quick down and dirty outline for success in our local real estate rental markets. Ready?

1. Know your competition. In order for your rental property to rent at the highest possible rent in the marketplace, you must understand where the competition is priced and how it looks (and smells). The best way to do this is to shop them. Walk the asset. Ask questions of the owner or property manager. Understand what is involved to rent that asset (deposit, application fee, etc.). Make sure your rental property looks better (smells better) and is priced similarly. Then sell the value of renting your asset. Perhaps it's the ease of contacting you or your manager due to their procedures for customer service. Perhaps you have in house maintenance services and remain on call for issues. Remember, the rental prospect will be looking at your property and the competition so be ready to sell the value of your asset.

2. Be Positive. Buying "right" is a cliché. Everyone wants to buy low and sell high but it is so hard to know exactly where the bottom or the top is to be able to buy or sell

(respectively). For my real estate investments and my clients, I chose to focus on positive cash flow. If you can pay any applicable debt service, cover management fees (a good manager should pay for themselves by paying attention to item 1 above), taxes and insurance and be left with some cash for maintenance, you bought right. You are buying positive. Having a renter pay down debt service in a positively cash-flowing asset is a great way to build wealth. Ask yourself, how many of these investments can you own if it loses \$1 vs. how many can you own if it makes \$1. Go with the larger number.

3. Who is your client? Are you marketing an executive home that is at the top of any renter's budget? If so, try marketing to custom builders who are working with clients that are building homes and need a place during construction; or to hospitals that are relocating doctors to the area. Focus your marketing efforts on where you may be able to attract customers that are most likely to rent your property. Vacancy loss is never returned. In other words, sitting vacant will never yield a positive return. Focus specifically on attracting a renter for your space through thoughtful and purposeful marketing. It makes all the difference.

While we do not know how high rents will go, we do know that the demand for rental properties has increased significantly in Hilton Head and Bluffton over the past 4 years. We also know that there will always be renters. Following the steps above will assist you in staying relevant to these folks and may just help you stand out and create a strong rental investment strategy for years to come.

Let me know how you are doing. Drop me a line and say hi. I would love to hear your thoughts and achievements in real estate investing.

Kevin Quat is the President of Absolute Island Management, Inc., a boutique property management firm on Hilton Head specializing in long-term rental management and Association management. He is also a licensed realtor and sales agent for ERA Evergreen working in the SC and GA markets to build rental portfolios. Kevin@absoluteisland.com.

For general questions or to submit an idea for how the community can be even better please feel free to email Marsha@summerhousehi.com.

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