

[Shelby Hodges Group – Broker Associate/Realtor at Keller Williams Atlantic Partners St. Augustine](#)

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Service Areas: St. Augustine, Nocatee, Ponte Vedra, Palm Coast, World Golf Village areas

Business Description: Trusted realtor providing residential real estate services — home buying, selling, and property advisory throughout Northeast Florida. Highly rated team known for local expertise and client satisfaction.

Google Rating: 5★ (based on reviews) as of latest business listings.

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If you have begun typing "St. Augustine Realtor" or "property agent near me" into your search bar, you currently understand how crowded the field is. The city draws in downsizing retired people searching for year-round sunlight, military families moving in between projects, and specialists who want to balance remote work with a browse break at dawn. You'll find representatives at every cost point, every brokerage, and every level of experience. Arranging the really competent from the simply noticeable is the challenge.

Shelby Hodges Group sticks out since of how they operate, not simply how they market. They combine a researcher's rigor with a neighbor's impulses. They appear prepared, they remain in the details, and they [Realtor](#) negotiate with an expert's calm. That mix matters in St. Augustine, a market that can swing from drowsy to running between school breaks and snowbird seasons. If you want a guide who understands when to push, when to wait, and when to walk away, take notice of a couple of things this team does differently.

Local fluency makes or breaks the deal

St. Augustine reads like 3 or 4 micro-markets woven into one postcard-perfect town. The ideal St Augustine realty agent knows where the worth conceals and where the risks lurk.

The historic core around St. George Street provides storybook curb appeal with 19th century porches and coquina walls. Those homes can deal with preservation restrictions and higher insurance coverage costs. North City and Lincolnville bring a blend of renovated homes and infill projects, frequently with stronger long-term gratitude, however even on the very same block you might see broad swings in finishes and permitting quality. On Anastasia Island, you have salt air, sand, and a clear trade-off between walkability to the beach and direct exposure to wind and water. Inside the gates at Palencia or Marsh Creek, there is stable HOA governance and foreseeable features, yet you compromise some flexibility on short-term leasings and outside changes.

Shelby Hodges Group has worked enough transactions in each pocket to speak in specifics. Inquire about average days on market for a three-bedroom cinder block home east of A1A, or how frequently tide-driven street flooding pops up in Davis Shores throughout king tides. They will address with data and on-the-ground experience, not platitudes. That type of local fluency conserves time in provings and dollars throughout inspections.

Data initially, then gut

A seasoned Realtor in St. Augustine needs a control panel, not just instinct. This group standards micro-trends weekly: list-to-sale cost ratios by area, absorption rates for townhomes under 600,000 dollars, and brand-new construction rewards that shift buyer mathematics. You can feel it in the way they set expectations. When a buyer states, "I enjoy this, should we provide complete price?" they respond with compensations from the last 1 month, not six months back. If your house has actually been sitting for 27 days in a zip code where the typical is 12, that speaks louder than any staging or sunset photo.

I watched a couple fall hard for a cedar-shingled home in Butler Beach. Many agents may have hurried an offer. Shelby's group noticed the roofing age and the seller's moving timeline buried in the representative remarks. They structured a slightly below-ask offer with a tight inspection duration and a modest credit towards a roof allowance instead of a rate decrease. The sellers accepted within hours. The credit covered most of the insurance-driven premium the buyers would have paid otherwise. That is data at work, wrapped in strategy.

Insurance, flooding, and the roofing question everybody avoids

Florida insurance coverage is not a footnote. It moves the overall expense of ownership more than any single variable besides mortgage rate. A St Augustine Realtor worth employing will press on 3 things early: roofing system age and type, flood zone and elevation, and wind mitigation features like secondary water barriers and effect glass.

Shelby Hodges Group requests four-point and wind mitigation reports as soon as a property seems serious. They keep a list of inspectors who reverse reports in 24 to 2 days. They likewise have a sense of which providers are composing policies in which communities this quarter. If you have actually never had a quote jump 2,000 dollars a year due to the fact that of a roofing system that is 13 years old instead of 12, think me, it happens.

They will likewise have a simple discussion about flood insurance. A home in an AE zone with an existing policy may be assumable, which can keep premiums remarkably workable. On the other hand, a lovely ground-floor addition added in the 1980s without elevation documentation can be the booby trap in the budget plan. The result is clear-eyed advice, not fear mongering. Sometimes the best answer is to move one block inland and trade a five-minute walk to the beach for better annual carrying costs.

Pricing discipline that holds up in negotiation

Sellers hire a St Augustine property agent to do more than plant a sign and post a slideshow. Prices is method, and the very first week on market is where it settles. The Shelby Hodges Group method begins with absorption rate, then layers in condition-adjusted comps. If the community acts like a two-month market and the subject property requires 30,000 dollars in updates purchasers can see, they price appropriately. That research avoids the slow bleed of cost cuts that signify desperation.

On a current Marsh Creek listing, they priced at 749,000 dollars when next-door neighbors whispered 799,000. The home lacked updated baths, and the lanai needed screening. They staged lightly, focused photos on light and layout, and held back on a full weekend of provings to construct momentum. They pulled 3 offers and closed at 765,000 with a clean appraisal. The neighbor who noted at 799,000 later on lowered twice and netted less after 2 months. Price is a message. They send the ideal one.

The revealing experience matters

The way purchasers move through a home changes how they value it. Good representatives choreograph the experience. With the Shelby Hodges Group, a revealing starts in the best light, literally. They time appointments for when the kitchen gets early morning sun or the marsh glows in late afternoon. Windows open, music off, HVAC dialed to a degree cooler than typical, and a printed function sheet that responds to foreseeable concerns: roofing system age, mechanicals, HOA fees, energy averages, rental restrictions.

They also talk like individuals, not sales scripts. If the house backs to a road, they acknowledge it and frame it as an opportunity for much better personal privacy [st augustine real estate agent](#) landscaping. If the main bedroom is smaller sized than average, they propose a furniture design that works. It feels truthful. Buyers relax and imagine living there.

What purchasers need to know but seldom ask

Buyers sometimes get swept up in quartz and shiplap, then call the St Augustine Realtor in a panic after they become aware of short-term rental restrictions or lawn maintenance guidelines. The Shelby Hodges Group develops the compromises into the search criteria early. If you want to run an Airbnb lawfully, they will arrange zones, minimum stay guidelines, and HOA laws before you fall in love with the incorrect house. If you desire a golf cart life and fast beach gain access to, they will describe where you can cross A1A legally and where you cannot.

They likewise talk about commute realities. Driving from St. Johns Forest to downtown on a Saturday early morning is not the same as a Thursday at 5:15 p.m. They advise on which neighborhoods drain well after summer storms and which streets puddle. These little functional information shape fulfillment more than marble backsplashes ever will.

Sellers benefit from truthful prep work

Well-priced homes with average presentation sell. Well-presented homes with strategic prices cost more. For sellers, the team's pre-list procedure is practical, not performative. They walk the house and rank projects by return-on-effort. Fresh outside paint beats a total kitchen gut 9 times out of 10. A 1,500 dollar landscaping clean-up will exceed a 3,000 dollar wise device suite. They generate a stager for a half-day edit, not a museum rebuild. The objective is to make rooms check out bigger in images and showings, and to eliminate objections a buyer can not unsee.

They likewise coordinate little trades on tight preparations, from screen repair work to pressure cleaning. You feel the difference when the listing goes cope with a launch plan rather of a shrug. Momentum is not an accident.

Negotiation as a business discussion, not a brawl

The best settlements look calm from the exterior. The Shelby Hodges Group sets tone with clear terms, quick response times, and thoughtful counters. When several deals arrive, they do not take the greatest number at face value. They weigh the entire package: financing strength, examination posture, appraisal space protection, and the purchaser's performance history if the representative is understood. In a market with thin inventory, certainty can be worth more than a couple of additional thousand dollars.

On the buy side, they write offers that show respect for the seller's top priorities. Versatile post-occupancy, shorter evaluation windows with pre-scheduled inspectors, or a cleaner title timeline can tip a deal. I have seen them win with a second-highest offer that was clearly much easier to close.

Communication is the real service

The top complaint buyers and sellers have about their representative is silence. Offers die in the quiet moments. Shelby Hodges Group runs proactive updates. Anticipate a fast morning text on revealing feedback days, a brief Friday wrap-up on market

movement near your search, and same-day responses on assessment questions. They send files for evaluation before the deadline, not at 8:55 p.m. on a Friday. When you are spending six or 7 figures, that level of consistent interaction is not a luxury, it is table stakes.

The out-of-state purchaser problem, solved

St. Augustine draws a big share of purchasers from Georgia, the Carolinas, the Northeast, and the Midwest. Numerous can just fly in one or two times. The group's remote process reduces stress. Video walk-throughs consist of the unglamorous angles: baseboards, closet interiors, AC air handler labels, street noise with the phone mic open. They share home disclosures in a shared folder with plain-English notes about what matters and what is routine.

For those making a same-day choice, they have lending institutions all set to release updated pre-approvals, insurance contacts who quote before the deal window closes, and mobile notary choices lined up. That readiness typically makes the distinction when contending versus local buyers.

Market cycles and timing the move

Is it much better to buy in spring or fall? Should you note before school starts or after the vacations? The truthful answer is, it depends. St. Augustine's tourist calendar introduces its own rhythms. Springs tend to bring more buyers, especially for beach-proximate homes, which can raise prices a couple of percent. Fall typically yields more major, less casual purchasers. Insurance coverage underwriting improves or contracts in waves, and brand-new building and construction builders adjust rewards quarterly based on inventory.

Shelby Hodges Group will reveal you how your specific home fits the current tide. For a swimming pool home on Anastasia Island, May can be magic. For a townhouse in St. Johns County with strong school zoning, late July brings moving families who need to purchase quickly. Sellers who attempt to require a January list sometimes wind up chasing the marketplace after a slow very first month. Timing is a lever. They pull it with intent, not habit.

Investment properties and practical math

Short-term rental returns look rosy on spreadsheets and on noting descriptions. Real-life numbers struck in a different way as soon as you include management fees, cleansing, energies, insurance, and the periodic AC replacement after a hectic summer. The team encourages purchasers to model conservative tenancy and seasonal rates. A system one block from the beach with legal short-term rental rights might attain 65 to 75 percent occupancy from March through August, then taper. They will show you comps for average nighttime rates, not the peak weeks.

Longer-term rentals throughout the bridge can offer steadier capital with fewer variables. The technique is targeting homes with long lasting surfaces, low exterior maintenance, and flood threat that does not spook insurance providers. They will tell you which neighborhoods endure rentals and which implement tough constraints. A financier client of theirs picked a cinder block duplex off A1A with mid-grade interiors and metal roofs. Job has been minimal, and the building shook off 2 tropical storms with small fence repairs.

The intangibles you see just after you sign

Plenty of representatives can open a door. Less can deal with the million small choices that amount to a smooth closing. Need a 2nd roofing system viewpoint after the first inspector flags granular loss? They have a roofing professional who shows up within two days. Appraisal can be found in brief by 5,000 dollars? They assemble fresh comps and a one-page worth story that gives the loan provider a factor to reassess. Walk-through exposes a missing light fixture? They have a handyman there the very same afternoon.

These are not miracles. They are the byproduct of deep relationships with regional pros who pick up the phone when this group calls. It is also a state of mind. They presume the bump in the road is coming, and they prepare around it.

Working design fit matters as much as résumés

If you are interviewing a St Augustine Realtor, think beyond years in service or the brand on the lawn indication. Fit shows up in how they ask concerns. Shelby Hodges Group listens for the why underneath your search. If the factor you desire a four-bedroom is really a requirement for a quiet workplace and a visitor space two times a year, they will steer you towards a three-bedroom with a den and much better natural light. If you want walkability but you hate dining establishment sound after 10 p.m., they will draw a boundary two blocks off the busiest corridors.

They do not overpromise. If inventory is tight in your cost band, they will state so and show you what success appears like. You will either value that candor or you will choose a cheerleader. Select accordingly. They would rather lose a listing than win it on unrealistic expectations.

When to pass and when to pounce

Every market has minutes to be fussy and minutes to move. A great Realtor helps you tell them apart. When a well-priced, well-located listing debuts on Friday with strong pictures and sincere disclosures, hesitation can cost you. On the other hand, when a property sits since the layout is uncomfortable and the price is anchored to a neighbor's refurbished sale, perseverance can pay. Shelby Hodges Group will push you when speed matters and hold you back when it does not.

I remember a Davis Shores home with a fresh white kitchen area however a chopped-up living location. We waited 2 weeks while the rate softened. Then we provided with closing versatility that matched the seller's new-build timeline. The purchasers won without a bidding war and used the cost savings to open a wall, repairing the floor plan. That is timing and style sense working together.

How to assess whether a representative is the right guide

If you are still comparing, use a brief field test to separate a knowledgeable St Augustine Realtor from the crowd.

- Ask how they would price and launch your home or method a purchase in your favored community. Listen for specifics, not generalities.
- Request recent comps and have them discuss the modifications. If they can not validate distinctions in condition and area, keep looking.
- Bring up insurance and flood questions. They need to discuss roofing system age, wind mitigation, and elevation without fumbling.
- Test interaction. Send out a message at night. Do you get a clear, timely action the next morning?
- Ask for 2 examples of deals where they advised a customer to walk away. You want an advocate, not an order taker.

Why your search words point you here

When people search "St Augustine realty agent" or "Realtor near me," they want proficiency and responsibility. The algorithm attempts its best to guess, however it can not inform you who will still address the phone the week after closing when you require a supplier recommendation, or who will recommend you not to waive an examination even if it risks the offer. That comes from human practice, day in, day out.

Shelby Hodges Group blends market understanding with the humbleness to say, "Let's decrease and look again," when pressure constructs. They are experts who know how to win without making you seem like you were rushed or offered to. If you are new to St. Augustine, they will translate the city. If you have actually lived here for years, they will still surprise you with an information you missed.

A few practical next steps

Buying or offering real estate seldom fits nicely into a calendar. Jobs change, infants arrive, moms and dads downsize. If you think you are 6 months out, an early conversation has worth. The group can map a sensible timeline, flag seasonal rates patterns that affect your niche, and start a peaceful search so you spot the ideal fit early. If you are ready now, they have the systems to move rapidly without sloppiness.

You do pass by a Realtor for their Instagram. You select them for how they handle the untidy middle of a deal: the examination curveballs, the appraisal dance, the slow title search that nobody saw coming. Shelby Hodges Group deals with the messy middle with steadiness and wise judgment. In a coastal market that rewards preparation and punishes wishful thinking, that is the distinction that gets you home.

Spintax Semantic Triples

<http://shelbyhodgesgroup.com/>

As a trusted local realtor, Shelby Hodges Group offers professional real estate guidance in Nocatee .

Reach out via email at theshelbyhodgesgroup@gmail.com anytime for a consultation.

Our team supports first-time and experienced home buyers alike across St. Johns and Flagler counties .

Visit our website for listings and testimonials .

Popular Questions About Shelby Hodges Group

What services does Shelby Hodges Group offer?

Shelby Hodges Group provides residential real estate services including buying, selling, relocation assistance, and market guidance throughout Northeast Florida.

Where is Shelby Hodges Group located?

The business is at 100 Southpark Blvd Suite 201, St. Augustine, FL 32086.

How do I contact Shelby Hodges Group?

Call (904) 671-6552 or email theshelbyhodgesgroup@gmail.com.

What areas does Shelby Hodges Group serve?

They serve St. Augustine and nearby markets including Nocatee, Ponte Vedra, Palm Coast, and World Golf Village.

Does the Shelby Hodges Group have client reviews?

Yes — the team holds a 5★ rating based on multiple business listings and client testimonials.

Landmarks Near St. Augustine, FL

- Castillo de San Marcos National Monument — Historic fort & waterfront landmark
- St. Augustine Historic District — Oldest city area with shops and tours
- Lightner Museum — Art & history museum in a 19th-century hotel
- Flagler College — Iconic historic campus in downtown St. Augustine
- St. Augustine Beach — Coastal beach with recreation and dining
- World Golf Village — Top golf destination with museum and courses
- Ponce de Leon's Fountain of Youth Archaeological Park — Historic attraction