

[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 actually started typing "St. Augustine Realtor" or "realty agent near me" into your search bar, you currently understand how crowded the field is. The city brings in scaling down retired people trying to find year-round sunlight, military households moving in between projects, and experts who wish to stabilize remote work with a browse break at sunrise. You'll discover agents at every price point, every brokerage, and every level of experience. Sorting the truly experienced from the simply visible is the challenge.

Shelby Hodges Group sticks out because of how they operate, not simply how they market. They integrate a researcher's rigor with a neighbor's instincts. They appear prepared, they remain in the details, and they work out with an expert's calm. That mix matters in St. Augustine, a market that can swing from drowsy to sprinting in between school breaks and snowbird seasons. If you want a guide who knows when to press, when to wait, and when to walk away, take note of a couple of things this team does differently.

Local fluency makes or breaks the deal

St. Augustine checks out like three or 4 micro-markets woven into one postcard-perfect town. The ideal St Augustine realty agent understands where the value conceals and where the risks lurk.

The historical core around St. George Street uses storybook curb appeal with 19th century patios and coquina walls. Those homes can face preservation constraints and greater insurance coverage expenses. North City and Lincolnville bring a mix of renovated homes and infill projects, frequently with stronger long-term appreciation, however even on the same block you might see wide swings in finishes and allowing quality. On Anastasia Island, you have salt air, sand, and a clear trade-off between walkability to the beach and exposure to wind and water. Inside the gates at Palencia or Marsh Creek, there is steady HOA governance and foreseeable facilities, yet [st augustine real estate agentreal estate agent](#) you trade off some versatility on short-term rentals and outside changes.

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

Data first, then gut

A skilled Realtor in St. Augustine needs a dashboard, not simply instinct. This group benchmarks micro-trends weekly: list-to-sale price ratios by area, absorption rates for townhouses under 600,000 dollars, and brand-new building incentives that shift purchaser math. You can feel it in the way they set expectations. When a purchaser says, "I like this, should we provide full rate?" they respond with comps from the last one month, not 6 months back. If the house has been sitting for 27 days in a postal code where the median is 12, that speaks louder than any staging or sundown photo.

I viewed a couple fall hard for a cedar-shingled cottage in Butler Beach. Most agents may have rushed a deal. Shelby's team discovered the roofing system age and the seller's moving timeline buried in the representative remarks. They structured a somewhat below-ask deal with a tight inspection duration and a modest credit toward a roofing system allowance rather than a price reduction. The sellers accepted within hours. The credit covered the majority of the insurance-driven premium the purchasers would have paid otherwise. That is data at work, covered in strategy.

Insurance, flooding, and the roofing system question everyone avoids

Florida insurance is not a footnote. It shifts the total cost of ownership more than any single variable besides home loan rate. A St Augustine Realtor worth employing will press on 3 things early: roof age and type, flood zone and elevation, and wind mitigation functions like secondary water barriers and effect glass.

Shelby Hodges Group requests four-point and wind mitigation reports as quickly as a property appears severe. They keep a short list of inspectors who reverse reports in 24 to two days. They also have a sense of which providers are composing policies in which areas this quarter. If you have never had a quote dive 2,000 dollars a year due to the fact that of a roof that is 13 years old rather of 12, believe me, it happens.

They will also have a simple conversation about flood insurance. A home in an AE zone with a current policy might be assumable, which can keep premiums surprisingly 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. The result is clear-eyed suggestions, not fear mongering. Often the ideal response is to move one block inland and trade a five-minute walk to the beach for much better [Realtor](#) annual bring costs.

Pricing discipline that holds up in negotiation

Sellers hire a St Augustine property agent to do more than plant a sign and publish a slideshow. Rates is method, and the first week on market is where it pays off. The Shelby Hodges Group method begins with absorption rate, then layers in condition-adjusted compensations. If the community imitates a two-month market and the subject home needs 30,000 dollars in updates purchasers can see, they price accordingly. That homework prevents the sluggish bleed of cost cuts that indicate desperation.

On a recent Marsh Creek listing, they priced at 749,000 dollars when neighbors whispered 799,000. The home lacked upgraded baths, and the lanai required screening. They staged gently, focused images on light and design, and held back on a complete weekend of showings to develop momentum. They pulled three deals and closed at 765,000 with a clean appraisal. The neighbor who listed at 799,000 later reduced twice and netted less after two months. Cost is a message. They send the best one.

The revealing experience matters

The way purchasers move through a house changes how they value it. Good agents choreograph the experience. With the Shelby Hodges Group, a showing starts in the best light, actually. They time appointments for when the kitchen area gets early morning sun or the marsh shines in late afternoon. Windows open, music off, a/c called to a degree cooler than typical, and a printed function sheet that answers foreseeable concerns: roof age, mechanicals, HOA charges, energy averages, rental restrictions.

They also talk like individuals, not sales scripts. If your house backs to a roadway, they acknowledge it and frame it as a chance for much better personal privacy landscaping. If the main bed room is smaller sized than average, they propose a furniture layout that works. It feels honest. Buyers unwind and envision living there.

What purchasers would like to know but seldom ask

Buyers in some cases 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 backyard maintenance guidelines. The Shelby Hodges Group constructs the compromises into the search criteria early. If you wish to run an Airbnb legally, they will arrange zones, minimum stay rules, and HOA laws before you fall in love with the wrong house. If you want a golf cart life and fast beach access, they will describe where you can cross A1A lawfully and where you cannot.

They also discuss commute realities. Driving from St. Johns Forest to downtown on a Saturday morning is not the same as a Thursday at 5:15 p.m. They advise on which communities drain pipes well after summer storms and which streets puddle. These small operational information shape satisfaction more than marble backsplashes ever will.

Sellers benefit from sincere prep work

Well-priced homes with average discussion sell. Well-presented homes with strategic prices cost more. For sellers, the group's pre-list procedure is practical, not performative. They stroll the house and rank projects by return-on-effort. Fresh exterior paint beats a total cooking area gut 9 times out of 10. A 1,500 dollar landscaping cleanup will surpass a 3,000 dollar smart home appliance suite. They bring in a stager for a half-day edit, not a museum restore. The objective is to make rooms check out bigger in images and provings, and to eliminate objections a purchaser can not unsee.

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

Negotiation as a company discussion, not a brawl

The best negotiations look calm from the outside. The Shelby Hodges Group sets tone with clear terms, quick action times, and thoughtful counters. When several deals show up, they do not take the greatest number at stated value. They weigh the whole package: funding strength, examination posture, appraisal gap protection, and the buyer's track record if the agent is understood. In a market with thin stock, certainty can be worth more than a couple of extra thousand dollars.

On the buy side, they compose deals that lionize for the seller's top priorities. Flexible post-occupancy, much shorter examination 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 genuine service

The top complaint buyers and sellers have about their representative is silence. Deals die in the quiet minutes. Shelby Hodges Group runs proactive updates. Expect a fast early morning text on showing feedback days, a short Friday wrap-up on market movement near your search, and same-day answers on inspection questions. They send out documents for evaluation before the deadline, not at 8:55 p.m. on a Friday. When you are investing 6 or seven figures, that level of stable interaction is not a high-end, it is table stakes.

The out-of-state buyer issue, solved

St. Augustine draws a large share of buyers from Georgia, the Carolinas, the Northeast, and the Midwest. Many can just fly in one or two times. The team's remote procedure decreases stress. Video walk-throughs consist of the unglamorous angles: baseboards, closet interiors, a/c 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 lenders prepared to issue upgraded pre-approvals, insurance coverage contacts who estimate before the offer window closes, and mobile notary options lined up. That preparedness frequently makes the difference when competing versus local buyers.

Market cycles and timing the move

Is it much better to purchase in spring or fall? Should you note before school starts or after the holidays? The sincere answer is, it depends. St. Augustine's tourism calendar introduces its own rhythms. Springs tend to bring more purchasers, specifically for

beach-proximate homes, which can raise costs a couple of percent. Fall frequently yields more severe, fewer casual buyers. Insurance coverage underwriting improves or contracts in waves, and brand-new building contractors change incentives quarterly based on inventory.

Shelby Hodges Group will show you how your specific residential or commercial property fits the current tide. For a pool home on Anastasia Island, May can be magic. For a townhome in St. Johns County with strong school zoning, late July brings relocating households who should buy quickly. Sellers who attempt to require a January list in some cases wind up chasing after the market after a slow first month. Timing is a lever. They pull it with intent, not habit.

Investment residential or commercial properties and sensible math

Short-term rental returns look rosy on spreadsheets and on listing descriptions. Real-life numbers struck in a different way when you add management costs, cleansing, utilities, insurance, and the occasional AC replacement after a busy summer. The team encourages buyers to model conservative tenancy and seasonal rates. A system one block from the beach with legal short-term leasing rights might attain 65 to 75 percent occupancy from March through August, then taper. They will show you comps for typical nightly rates, not the peak weeks.

Longer-term leasings across the bridge can use steadier cash flow with fewer variables. The trick is targeting homes with long lasting surfaces, low exterior maintenance, and flood threat that does not alarm insurers. They will inform you which communities tolerate rentals and which impose hard restrictions. A financier customer of theirs picked a cinder block duplex off A1A with mid-grade interiors and metal roofing systems. Vacancy has actually been minimal, and the building shrugged off two tropical storms with small fence repairs.

The intangibles you see only after you sign

Plenty of agents can open a door. Less can handle the million small choices that amount to a smooth closing. Need a 2nd roof opinion after the very first inspector flags granular loss? They have a roofing professional who shows up within 2 days. Appraisal is available in brief by 5,000 dollars? They put together fresh compensations and a one-page worth narrative that provides the lending institution a reason to reevaluate. Walk-through exposes a missing light? They have a handyman there the same afternoon.

These are not miracles. They are the by-product of deep relationships with regional pros who get the phone when this team calls. It is also a state of mind. They assume the bump in the road is coming, and they plan around it.

Working style 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 appears in how they ask concerns. Shelby Hodges Group listens for the why underneath your search. If the reason you desire a four-bedroom is in fact a requirement for a quiet workplace and a visitor room two times a year, they will guide you toward a three-bedroom with a den and better natural light. If you want walkability but you hate restaurant sound after 10 p.m., they will draw a limit two blocks off the busiest corridors.

They do not overpromise. If stock is tight in your price band, they will state so and reveal you what success appears like. You will either appreciate that sincerity or you will choose a cheerleader. Choose appropriately. They would rather lose a listing than win it on impractical expectations.

When to pass and when to pounce

Every market has minutes to be particular and minutes to move. An excellent Realtor assists you tell them apart. When a well-priced, well-located listing debuts on Friday with strong photos and honest disclosures, hesitation can cost you. Alternatively, when a home sits since the floor plan is awkward and the cost is anchored to a neighbor's remodelled sale, patience can pay. Shelby Hodges Group will nudge you when speed matters and hold you back when it does not.

I keep in mind a Davis Shores home with a fresh white cooking area but a chopped-up living area. We waited two weeks while the price softened. Then we offered with closing flexibility 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 layout. That is timing and design sense working together.

How to evaluate whether an agent 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 release your home or technique a purchase in your preferred neighborhood. Listen for specifics, not generalities.
- Request current compensations and have them explain the changes. If they can not validate differences in condition and area, keep looking.
- Bring up insurance coverage and flood questions. They must discuss roofing age, wind mitigation, and elevation without fumbling.
- Test interaction. Send out a message at night. Do you receive a clear, timely action the next morning?
- Ask for 2 examples of deals where they advised a client to walk away. You want an advocate, not an order taker.

Why your search words point you here

When individuals search "St Augustine real estate agent" or "Realtor near me," they desire proficiency and responsibility. The algorithm tries its best to think, however it can not tell you who will still address the phone the week after closing when you need a vendor recommendation, or who will advise you not to waive an examination even if it runs the risk of the offer. That comes from human practice, day in, day out.

Shelby Hodges Group blends market knowledge with the humility to say, "Let's decrease and look once again," when pressure builds. They are professionals who understand how to win without making you feel like you were rushed or offered to. If you are brand-new to St. Augustine, they will translate the city. If you have actually lived here for years, they will still amaze you with a detail you missed.

A few useful next steps

Buying or offering property hardly ever fits nicely into a calendar. Jobs change, children arrive, parents downsize. If you believe you are six months out, an early discussion has worth. The team can map a sensible timeline, flag seasonal pricing patterns that impact your niche, and begin a peaceful search so you find the right fit early. If you are ready now, they have the systems to move rapidly without sloppiness.

You do not choose a Realtor for their Instagram. You choose them for how they handle the untidy middle of a deal: the assessment curveballs, the appraisal dance, the sluggish title search that nobody saw coming. Shelby Hodges Group handles the messy middle with steadiness and wise judgment. In a seaside market that rewards preparation and penalizes wishful thinking, that is the difference that gets you home.

Spintax Semantic Triples

<http://shelbyhodgesgroup.com/>

The team at Shelby Hodges Group provides home buying and selling support in Nocatee .

Contact us at (904) 671-6552 to start your property journey.

We provide expert negotiation and market insights in your local community.

Explore client reviews and active listings at our homepage.

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