



BOB HODDE

Who would expect the youngest salesman for one of the Island's largest real estate companies to also be the one who has been there the longest? Not very many people. But this Island is not exactly like a lot of other places. To further bear that out, one would not expect to find many businessmen on this newly booming Island to be of the third generation of his family living here. Bob Hodde is just such a man.

Bob is a salesman for the Sea Pines Company and while there are others in sales there who have longer tenure with the company than he has, they have not spent their entire time in real estate sales. Bob's grandmother, Mrs. Henry Booth, better known to her Island friends as Georgy, lives six months of the year at her villa on Beach Lagoon Road. She spends the other half at Pomfret Center, Connecticut. She has been a part-time Islander for about 12 years. Bob's parents, Bill and Betty Hodde, have been property owners here since 1962. The family has been vacationing on the Island ever since they built their oceanfront home on Beach Lagoon Road in 1973.

This past spring quarter was a very strong sales period for the Sea Pines Company and the other real estate companies on the Island. Bob Hodde was the top salesman for Sea Pines during that period. He sold \$2.75 million worth of real estate. Bob says that since 1973 he believes he has sold more residential property than any other salesman on the Island. He

calculates his total sales during that period between \$15 million and \$20 million. That is not too shabby a record for a young man to make before he turns 30 years old.

Young Bob spent his earlier childhood vacations on the Rhode Island beaches. He recently got back to Hilton Head from a trip up to the Block Island Races, so he touches base with his old haunts every now and then.

"I'm 29 years old," he told me. There was a little pride in making that announcement of still being within his second decade. He's done very well in his first career years. He was telling the truth about being 29, but he did not know that I already received an invitation to a surprise birthday party for him which was to take place within the week. Just after the nation celebrated its birthday on July 4, Bob was surprised with a celebration of his own big number 30. Having passed that milestone ourselves some time ago, we were very pleased to be included with such a youthful gathering. We've known Bob and all of his family since those first vacations he and they enjoyed in the early 60's.

Bob has been a full-time Islander since 1973. He moved down immediately after finishing the University of Vermont. His prep school was the Winchendon School, Winchendon, Massachusetts.

"I came down and worked for Jim Chaffin as a "gofer" for awhile, 'Go fer this and go fer that!' but I soon got into sales. I've been in sales since

'73," he says.

There were seven years of summer employment on the Island before it became a full-time thing with Bob. Those summers in the sun were spent at a variety of jobs. He worked as counselor in the children's summer program at the Hilton Head Inn and as a ranger at the Harbour Town Golf Links, among others. Bob also worked as a short order cook at the old Sandbar — a name from out of the past for many Islanders.

"It was the only 'watering hole' on the Island at that time," Bob remembers. It was a popular gathering spot for the young and those who thought they were. Since there were so few places to go, one small segment of the population could not lay total claim to the only available fun spot.

"When I got into college," Bob remembers, "I also got into some more responsible summer jobs on the Island." The only summer since childhood that Bob did not spend on Hilton Head he spent on another island. He worked for a McDonalds "and lived on the beach" at Oahu, Hawaii. "I do love islands," he responds. Martha's Vineyard, Nantucket, Cumberland, and, of course, this one."

"I also like skiing," he says. One can do that on water at any of the islands named, but hardly on the snow he prefers. "I go out West for that," Bob says. Prep school and college near the ski areas of New England gave him plenty of opportunity to ski the slopes and instill a love for the sport.

"I have to get away from the Island for a vacation," he adds. "You know how that is." Indeed I do, or did when I was also with Sea Pines. "People are here on their vacations and their time is free time. We work as salesmen and we certainly have to be available when they want to see or talk about real estate. So we get calls at night and on weekends.

"My free time on the Island is when I'm on the beach or when I'm jogging." There are no telephones there. I can testify, I discovered that 16 years ago. Bob continues, "I like my job. I really feel fortunate to have been here and seen the Island grow. I also feel very comfortable in telling visitors about the Island. I feel like I've really grown up here. I knew when I finished school I wanted to come here to live."

A bright, articulate, successful and lucky young man. So many have to wait until they have finished with work, not school, to move to our Island. □