

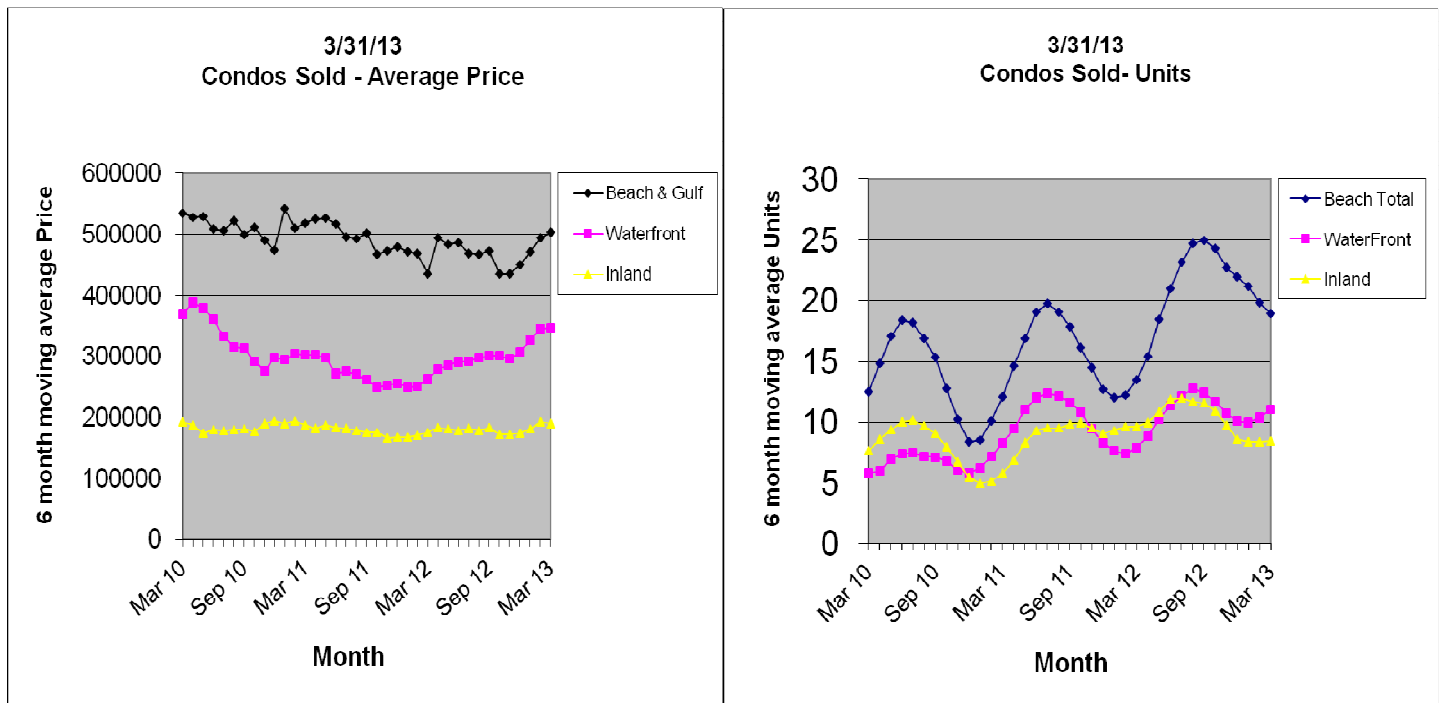
1st Quarter 2013 Real Estate Market Update Marco Island Florida

Prepared by Frank Schultz, Premiere Plus Realty
Direct 239-821-3839, Web www.SchultzHomeTeam.com

For the purposes of this report we have separated the Marco Island Real Estate market into three categories; Condos, Houses, and Lots. Each category is further divided into sub types. Condos are comprised of Cape Marco, Beach & Gulf, Waterfront, and Inland properties. Houses and Lots are comprised of Water Direct, Water Indirect, and Inland Properties. The Inland sub type excludes estates area, golf course, and Hideaway beach properties. Information for this report was collected from the Marco Island Area Multiple Listing Service and is deemed reliable, but is not warranted or guaranteed.

Condos

The following graphs show a weighted 6 month moving average of price and units sold:



*note: I have excluded Cape Marco & Madeira from average price graph

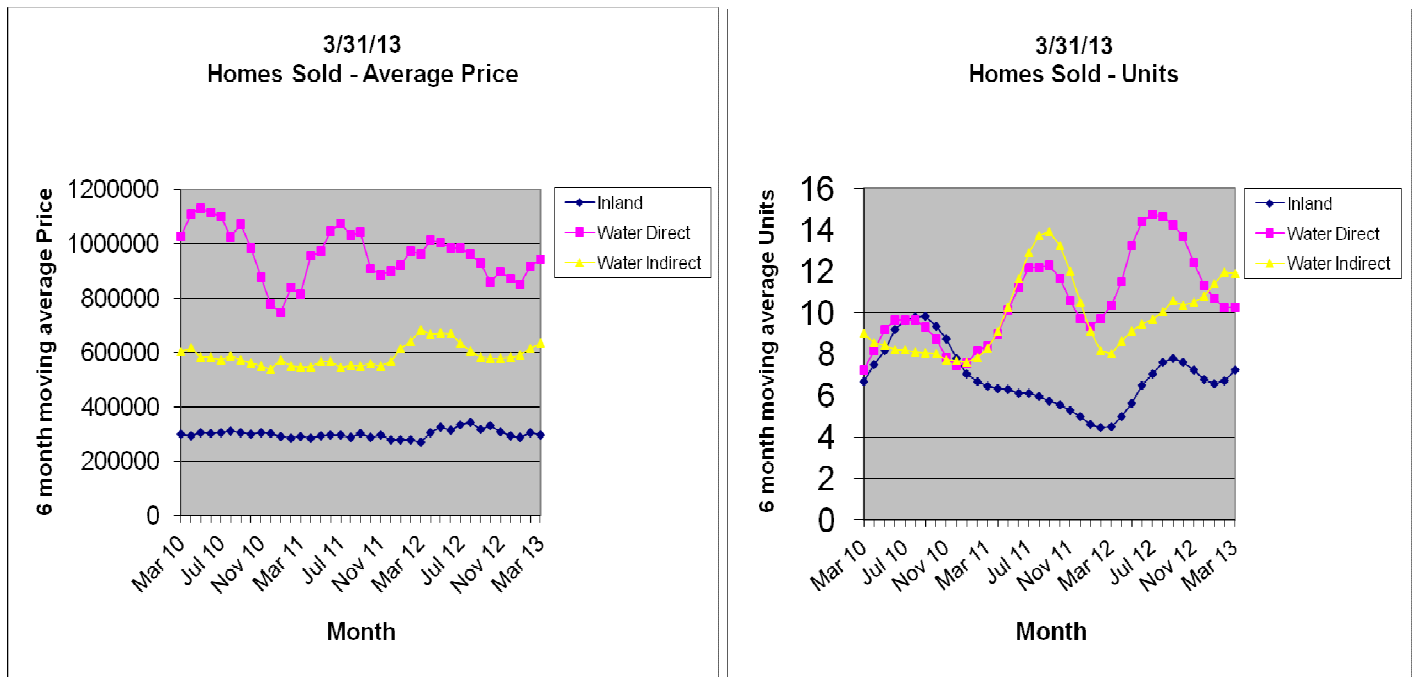
Over the past **12 months** the average **Cape Marco / Madeira** sales price was **down 24%**, **Beach & Gulf** sales prices were **up 16%**, **Inland** sales prices were **up 8%**, and **Waterfront** sales prices were **up 32%**. Compared to the 4th quarter of 2012 / **3 months**, **Cape Marco / Madeira** sales prices were **down 2%**, **Beach & Gulf** sales prices were **up 12%**, **Inland** sales prices were **up 9%**, and **Waterfront** sales prices were **up 13%**.

There were 8 fewer condos sold in 2013 compared to the same period in 2012 and over the past 12 months there has been a **19% increase**, in total condo units sold.

The highest price Cape Marco / Madeira condo sold in the quarter was \$1,600,000 in the Vera Cruz, the lowest price was \$845,000 in the Tampico, and the median price was \$1,082,500. The highest price Beach & Gulf condo sold in the quarter was \$1,725,000 in the Riviera, the lowest price was \$207,500 in South Seas tower 2, and the median price was \$423,000. The highest price Waterfront condo sold in the quarter was \$1,430,000 in Pier 81 north, the lowest price was \$117,000 in Anglers Cove, and the median price was \$295,000. The highest price Inland condo sold in the quarter was \$720,000 in Vista Del Sol, the lowest price was \$52,200 in Aquarius, and the median price was \$162,250.

Houses

The following graphs show a weighted 6 month moving average of price and units sold:



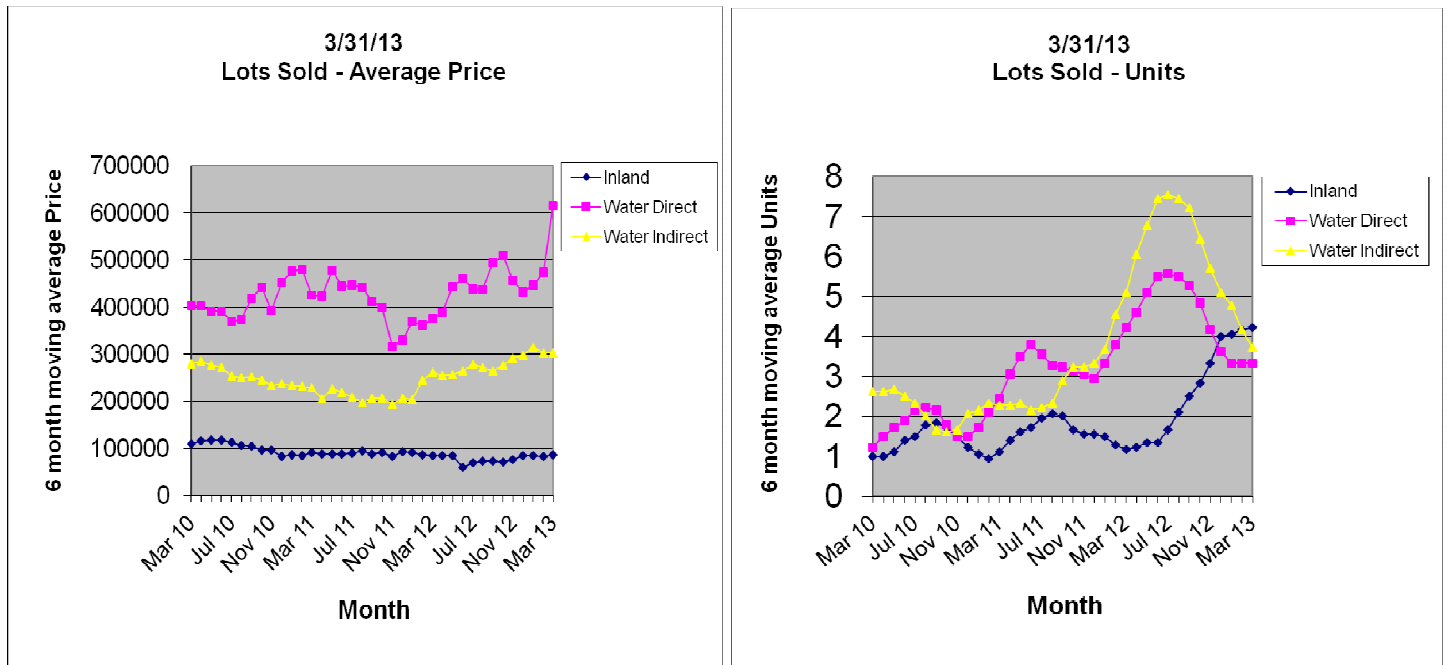
Over the past 12 months the average Water Direct home sales price was **down 2%**, Water Indirect sales prices were **down 7%**, and Inland sales prices were **up 9%**. Compared to the 4th quarter 2012 / 3 months, Water Direct was **up 9%**, Water Indirect was **up 9%**, and Inland was **flat**.

There were 14 more homes sold in 2013 compared to the same period in 2012 and over the past 12 months there has been a **14% increase**, in home units sold.

The highest price Water Direct home sold this quarter for \$3,400,000 on Caxambas Ct, the lowest price was \$318,000 on Heron, and the median price was \$810,000. The highest price Water Indirect home sold this quarter for \$1,400,000 on Rookery, the lowest price was \$350,000 on Collier, and the median price was \$617,500. The highest price Inland home sold this quarter for \$499,000 on Yellowbird, the lowest price was \$160,000 on Bluebird, and the median price was \$288,250.

Lots

The following graphs show a weighted 6 month moving average of price and units sold:



Over the past 12 months the average **Water Direct** Lot sales price was **up 64%**, **Water Indirect** sales prices were **up 15%**, and **Inland** sales prices were **up 2%**. Compared to the 4th quarter 2012 / 3 months, **Water Direct** was **up 43%**, **Water Indirect** was **up 1%**, and **Inland** was **up 2%**.

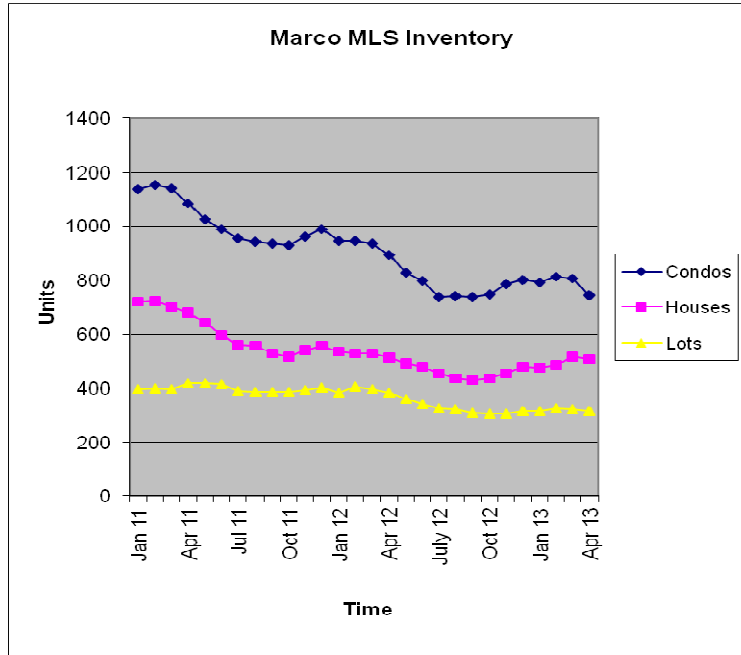
There were 8 fewer lots sold in 2013 compared to the same period in 2012 and over the past 12 months there has been a **30% increase** in lot units sold.

The highest price Water Direct lot sold this quarter for \$2,875,000 on Heights, the lowest price was \$249,127 on San Marco, and the median price was \$376,500. The highest price Water Indirect lot sold this quarter for \$555,000 on Heathwood, the lowest price was \$173,000 on Century, and the median price was \$220,000. The highest price Inland lot sold this quarter for \$156,000 on Ironwood, the lowest price was \$43,900 on Dogwood, and the median price was \$69,250.

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4/1/2013 Inventory Recap
Prepared by Frank Schultz, Premiere Plus Realty
Direct 239-821-3839, Web www.SchultzHomeTeam.com

This graph illustrates the number of properties for sale in the Marco Island Multiple Listing Service (MLS) since January 2011. This information is deemed reliable, but is not warranted or guaranteed.



	For Sale	Under Contract	
Total Marco MLS	1571	380	19.5%
Total Properties on Marco	1139	251	18.1%
 Condos			
Total Marco MLS	747	208	21.8%
Marco Island	509	122	19.3%
Beach, Gulf	250	53	17.5%
Water Direct, Indirect	122	33	21.2%
Inland, Golf	136	36	20.9%
 Houses			
Total Marco MLS	509	139	21.5%
Marco Island	362	98	21.3%
Water Direct	147	27	15.5%
Water Indirect	112	41	26.8%
Inland, Golf, Gulf, Beach	103	30	21.3%
 Lots			
Total Marco MLS	315	33	9.5%
Marco Island	268	31	10.4%
Water Direct	83	8	8.8%
Water Indirect	72	15	17.2%
Inland, Golf, Gulf, Beach	113	8	6.6%