

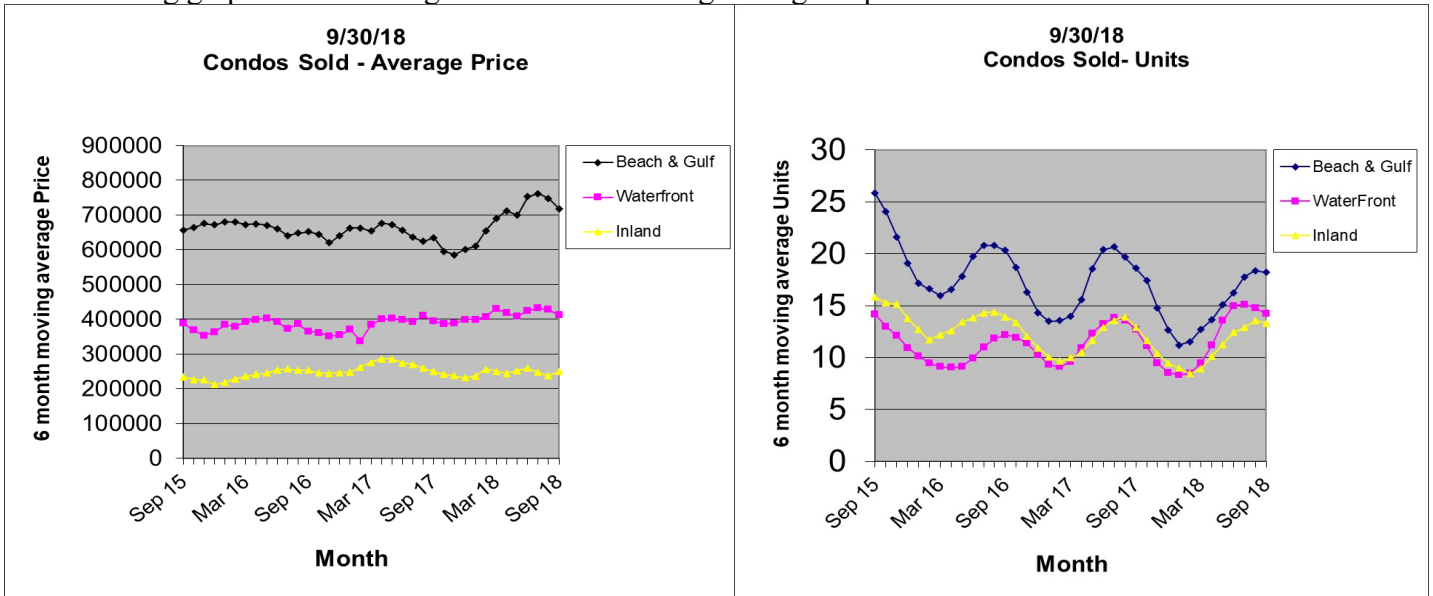
3rd Quarter 2018 Real Estate Market Update Marco Island Florida

**Prepared by Frank Schultz, Gulf Coast Realty
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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 **up 36%**, Beach & Gulf sales prices were **up 13%**, Inland sales prices were **FLAT**, and Waterfront sales prices were **up 4%**. Compared to the 2nd quarter of 2018 / **3 months**, Cape Marco / Madeira sales prices were **up 6%**, Beach & Gulf sales prices were **down 5%**, Inland sales prices were **down 4%**, and Waterfront sales prices were **down 3%**.

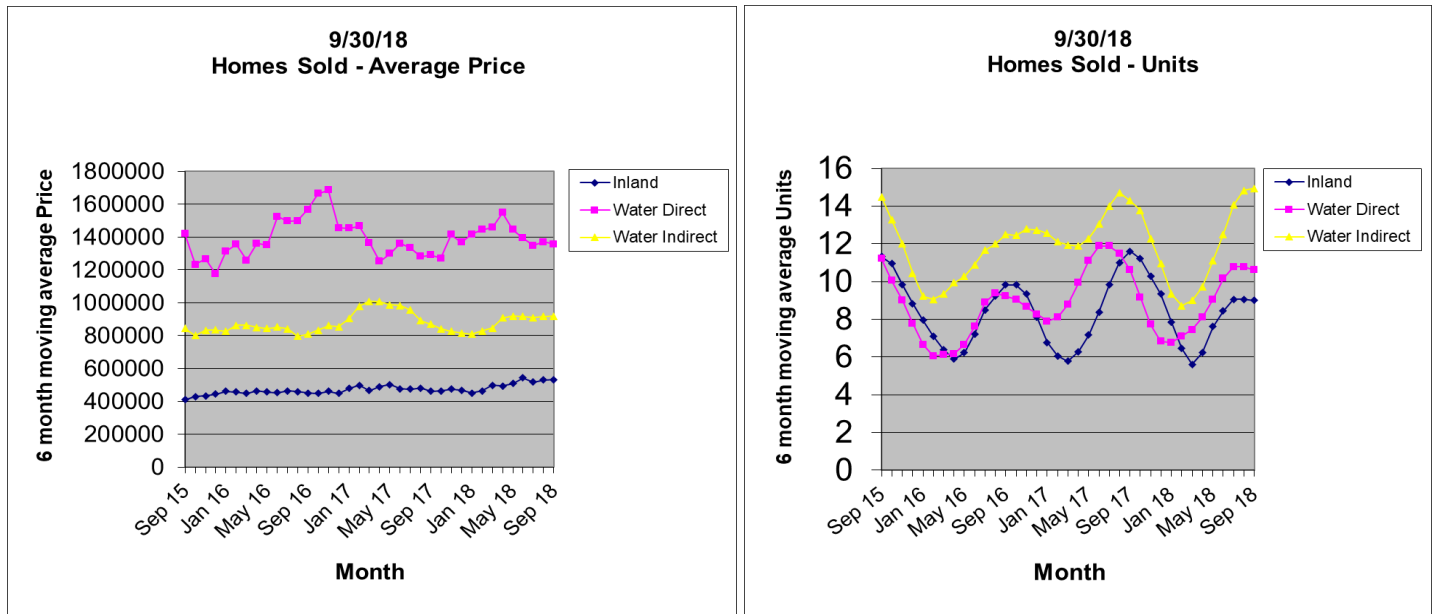
There were **22 more** condos sold in 2018 compared to the same period in 2017 and over the past 12 months there has been an **5% increase**, in total condo units sold.

The highest price Cape Marco / Madeira condo sold in the quarter was \$4,650,000 in the Belize, the lowest price was \$855,000 in the Merida and Monterrey, and the median price was \$1,655,000. The highest price Beach & Gulf condo sold in the quarter was \$1,530,000 in the Somerset, the lowest price was \$260,000 in the Tradewinds, and the median price was \$575,000. The highest price Waterfront condo sold in the quarter was \$985,000 in Pier 81 North, the lowest price was \$175,001 in Anglers Cove, and the median price was \$378,500.

The highest price Inland condo sold in the quarter was \$579,000 in Club Marco, the lowest price was \$112,001 in Coquina Gardens, and the median price was \$199,900.

Houses

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



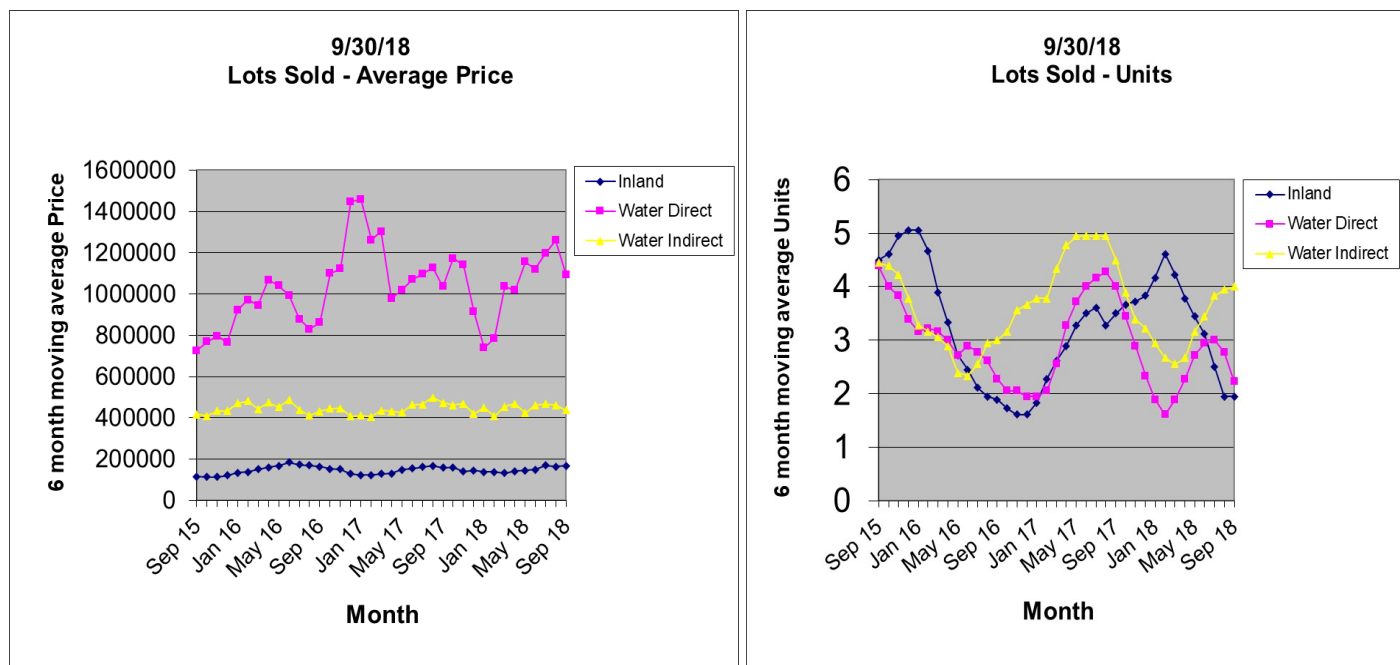
Over the past 12 months the average Water Direct home sales price was **up 5%**, Water Indirect sales prices were **up 6%**, and Inland sales prices were **up 16%**. Compared to the 2nd quarter 2018 / 3 months, Water Direct was **down 3%**, Water Indirect was **FLAT**, and Inland was **down 2%**.

There were **20 fewer** homes sold in 2018 compared to the same period in 2017 and over the past 12 months there has been a **7% decrease**, in home units sold.

The highest price Water Direct home sold this quarter for \$2,500,000 on Tigertail, the lowest price was \$462,000 on Fairlawn, and the median price was \$910,000. The highest price Water Indirect home sold this quarter for \$2,450,000 on Tulip, the lowest price was \$540,000 on Rookery, and the median price was \$830,000. The highest price Inland home sold this quarter for \$700,000 on Balfour, the lowest price was \$295,000 on Yellowbird, and the median price was \$404,000.

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 6%**, **Water Indirect** sales prices were **down 7%**, and **Inland** sales prices were **up 5%**. Compared to the 2nd quarter 2018 / **3 months**, **Water Direct** was **down 2%**, **Water Indirect** was **down 5%**, and **Inland** was **up 13%**.

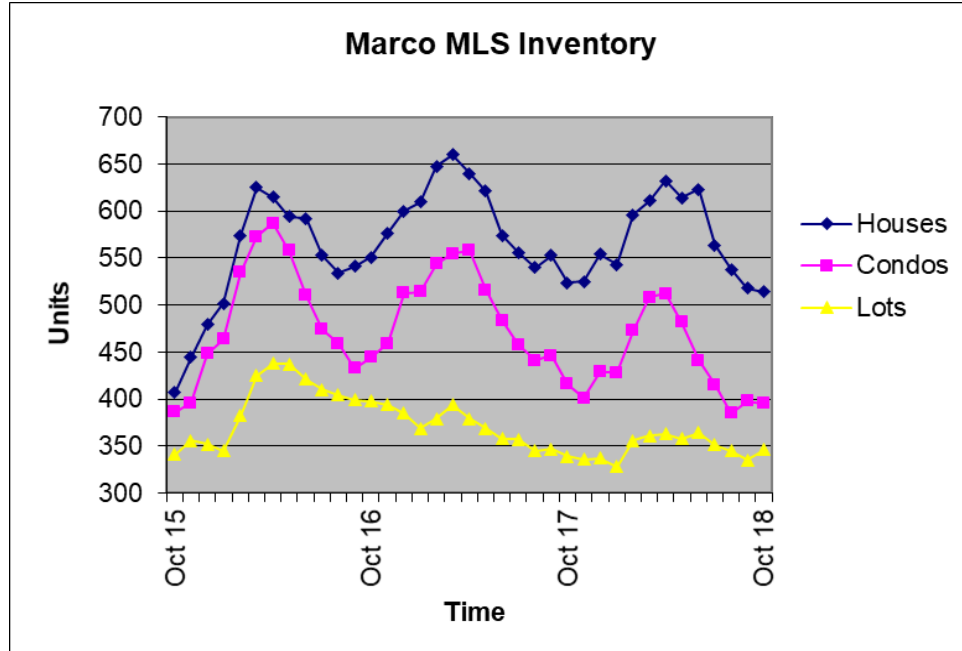
There were **34 fewer** lots sold in 2018 compared to the same period in 2017 and over the past 12 months there has been a **27% decrease** in lot units sold.

The highest price Water Direct lot sold this quarter for \$890,000 on Anchor, the lowest price was \$417,000 on Olde Marco Ln, and the median price was \$653,500. The highest price Water Indirect lot sold this quarter for \$1,250,000 on Coronado Ct, the lowest price was \$234,500 on Rose Ct, and the median price was \$354,000. The highest price Inland lot sold this quarter for \$290,000 on Inlet Dr, the lowest price was \$55,000 on Dogwood, and the median price was \$132,500.

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10/1/2018 Inventory Recap
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This graph illustrates the number of properties for sale in the Marco Island Multiple Listing Service (MLS) since October 2015. This information is deemed reliable, but is not warranted or guaranteed.



	For Sale	Under Contract	
Total Marco MLS	1255	152	10.8%
Total Properties on Marco	827	93	10.1%
Condos			
Total Marco MLS	514	72	12.3%
Marco Island	296	42	12.4%
Beach, Gulf	151	26	14.7%
Water Direct, Indirect	68	6	8.1%
Inland, Golf	77	10	11.5%
Houses			
Total Marco MLS	395	66	14.3%
Marco Island	248	40	13.9%
Water Direct	103	15	12.7%
Water Indirect	85	13	13.3%
Inland, Golf, Gulf, Beach	60	12	16.7%
Lots			
Total Marco MLS	346	14	3.9%
Marco Island	283	11	3.7%
Water Direct	109	5	4.4%
Water Indirect	60	5	7.7%
Inland, Golf, Gulf, Beach	114	1	0.9%