

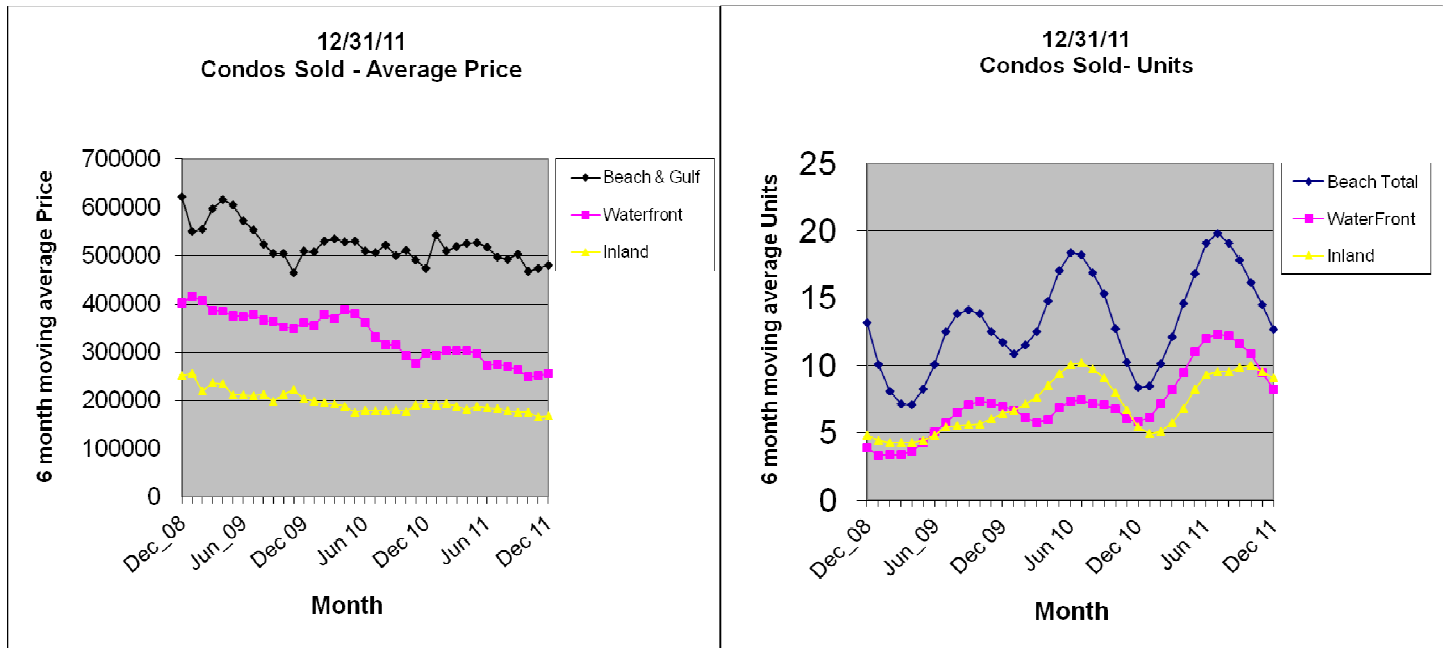
4th Quarter 2011 Real Estate Market Update Marco Island Florida

**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 price was **down 8%**, Beach & Gulf prices were **up 1%**, Inland prices were **down 14%**, and Waterfront prices were **down 14%**. Compared to the 3rd quarter of 2011 / 3 months, Cape Marco / Madeira prices were **down 13%**, Beach & Gulf prices were **up 1%**, Inland prices were **down 4%**, and Waterfront prices were **down 2%**. From the average price highs set in August 2005 the average Cape Marco / Madeira prices are **down 27%**, Beach & Gulf prices are **down 55%**, Inland prices are **down 61%**, and Waterfront prices are **down 61%**.

There were 97 more condos sold in 2011 compared to the same period in 2010 and over the past 12 months there has been a **30% increase**, in total condo units sold.

The highest price Cape Marco / Madeira condo sold in the quarter was \$3,275,000 in the Vera Cruz, the lowest price was \$550,000 in the Merida, and the median price was \$625,000. The highest price Beach & Gulf condo sold in the quarter was \$975,000 in Riviera, the lowest price was \$155,000 in the Tradewinds, and the median price was \$365,500. The highest price Waterfront condo sold in the quarter was \$750,000 in Esplanade I, the lowest price was \$105,000 in Angler's Cove, and the median price was \$240,000. The highest price Inland condo sold in the quarter was \$370,000 in Vista Del Sol, the lowest price was \$52,500 in Marco Villa, and the median price was \$140,000.

Houses

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



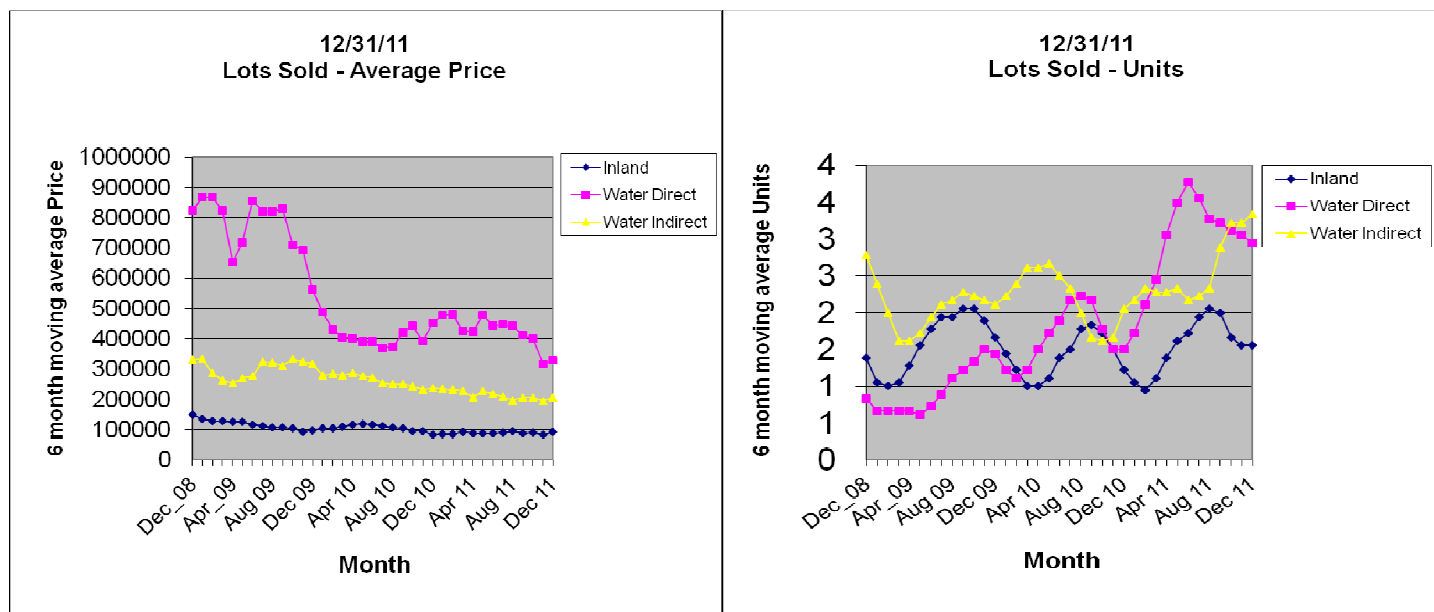
Over the past 12 months the average **Water Direct** home price was **up 16%**, **Water Indirect** prices were **up 5%**, and **Inland** prices were **down 8%**. Compared to the 3rd quarter 2011 / 3 months, **Water Direct** was **down 14%**, **Water Indirect** was **up 3%**, and **Inland** was **down 8%**. From the average price highs set in August 2005 the average **Water Direct** home price is **down 55%**, **Water Indirect** prices are **down 51%**, and **Inland** prices are **down 52%**.

There were 21 more homes sold in 2011 compared to the same period in 2010 and over the past 12 months there has been an **7% increase**, in home units sold.

The highest price Water Direct home sold this quarter for \$3,150,000 on Forrest Ct, the lowest price was \$299,700 on Collier, and the median price was \$700,000. The highest price Water Indirect home sold this quarter for \$1,299,900 on Lamplighter, the lowest price was \$290,000 on Cottonwood, and the median price was \$500,000. The highest price Inland home sold this quarter for \$349,900 on Bermuda, the lowest price was \$104,000 on 3rd, and the median price was \$267,000.

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 price was **down 27%**, **Water Indirect** prices were **down 13%**, and **Inland** prices were **up 11%**. Compared to the 3rd quarter 2011 / 3 months, **Water Direct** was **down 20%**, **Water Indirect** was **flat**, and **Inland** was **up 4%**. From the average price highs set in August 2005 the average **Water Direct** lot price is **down 78%**, **Water Indirect** prices are **down 76%**, and **Inland** prices are **down 81%**. With so few lots selling each month, the averages are greatly influenced by a few high or low priced sales.

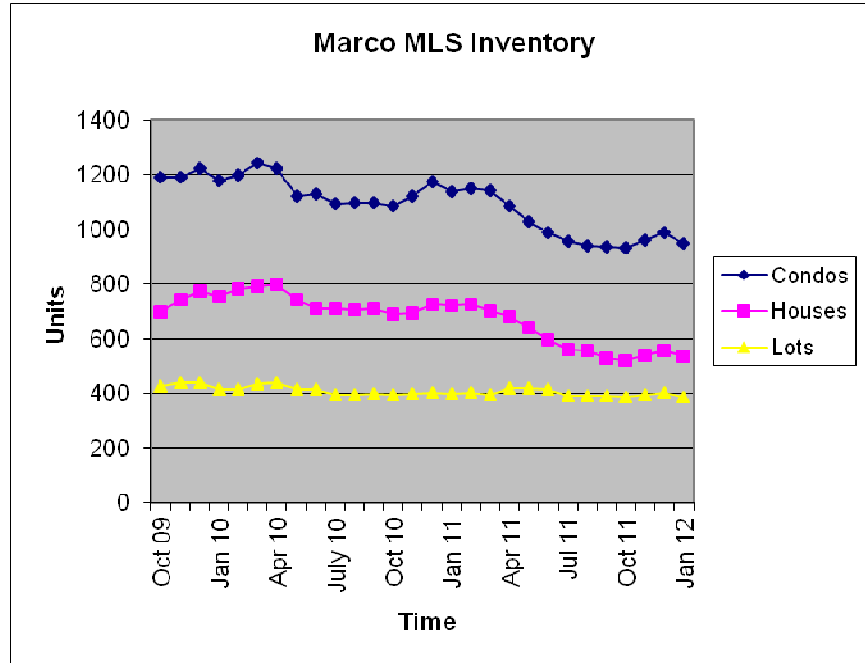
There were 28 more lots sold in 2011 compared to the same period in 2010 and over the past 12 months there has been a **41% increase** in lot units sold.

The highest price Water Direct lot sold this quarter for \$540,000 on Alameda, the lowest price was \$200,000 on Peru, and the median price was \$250,000. The highest price Water Indirect lots sold this quarter for \$505,000 on Driftwood, the lowest price was \$159,900 on Fiji, and the median price was \$205,000. The highest price Inland lot sold this quarter for \$140,000 on Beachcomber, the lowest price was \$50,000 on Tahiti, and the median price was \$97,500.

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1/1/2012 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 October 2009. This information is deemed reliable, but is not warranted or guaranteed.



	For Sale	Under Contract	
Total Marco MLS	1868	187	9.1%
Total Properties on Marco	1339	110	7.6%
Condos			
Total Marco MLS	947	76	7.4%
Marco Island	652	39	5.6%
Beach, Gulf	330	18	5.2%
Water Direct, Indirect	167	10	5.6%
Inland, Golf	155	11	6.6%
Houses			
Total Marco MLS	536	92	14.6%
Marco Island	370	53	12.5%
Water Direct	152	20	11.6%
Water Indirect	113	15	11.7%
Inland, Golf, Gulf, Beach	105	18	14.6%
Lots			
Total Marco MLS	385	19	4.7%
Marco Island	317	18	5.4%
Water Direct	110	5	4.3%
Water Indirect	74	7	8.6%
Inland, Golf, Gulf, Beach	133	6	4.3%