



Natalie Kirstein



A John R. Wood Realtor

Marco Island Real Estate Start to Car Carrier Season is Soaring!

September Sales Soar on Marco Island

For the month of September 2015, sales soared with 42.86% growth over September 2014 - 70 closed sales in September 2014 versus 100 in September 2015. Once again, inventory declined with a reported decrease of 16.21% with 907 properties for sale in September 2014 versus only 760 for sale in September 2015.

High-end homes in demand on Marco Island

On Monday, October 5, 2015, the Naples Daily News ran an article which highlighted the recent success in the luxury market on Marco Island.

Two records sales were set on Marco Island in recent months.

1. Highest priced inland home sale on Marco Island, listed by Natalie Kirstein, which went under contract in 34 days for \$3,800,000.
2. Highest priced condominium sale, a Madeira penthouse, at \$6,500,000.

Article link - High-end housing booming on Marco Island

In line with the topic of luxury real estate, the Naples Daily News reported that Naples is one of the Top 20 Markets in the U.S. for luxury listings and sales.

The biannual report also said that "rather than discouraging real estate investments, upward momentum in many high-end markets seems to have reinvograted interest among the wealthy in real estate as an asset class."

Annual Sales Trends for Marco Island

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Inventory and Sales Trends



As I mentioned in my last report, inventory continues to decline at an appreciable rate; whereas, sales growth remains relatively constant on an annual basis. The current trend in the real estate market is dramatically different than the peak of the market in the 2004-2005 time frame which experienced dramatic spikes in sales and declines in inventory.

	Sept. 2014	Sept. 2015	%Change
Annual Closed Sales	1181	1192	+0.93%
Inventory	907	760	-16.21%
Avg. Sell Price	\$565,611	\$644,072	+13.87%
List to Sell Ratio	93.56%	93.94%	+0.40%
Avg. Days on Market	204	194	-4.79%

Bold font and green color indicates positive growth; therefore, as evident above in the "%Change" column, all indicators for Marco Island real estate are positive across the board.

Hottest Market Segment - Condominiums

Condominium Market Trends



On an annualized basis, condominiums are the hottest selling segment of the Marco Island real estate market with the lowest amount of inventory and the highest number of sales. Ironically, the average sale price for condominiums only grew by 12.21%; whereas, the average sale price for single family homes appreciated by 25.26%.



347 SEABREEZE DRIVE

UNDER CONTRACT IN 34 DAYS

SOLD: \$3,800,000

Highest priced inland home sale on Marco Island.



1000 ROYAL MARCO WAY VILLA #3

UNDER CONTRACT IN 7 DAYS

SOLD: \$3,550,000

Villa #3 sale price was 24.6% higher than Villa #5 which sold in February 2015.



158 SOUTH BEACH DRIVE

SOLD ONE OF THE FEW REMAINING BEACHFRONT LOTS IN HIDEAWAY BEACH.



For more information on the Marco Island Real Estate Market, contact your knowledgeable and experienced Realtor, Natalie Kirstein.

Natalie is Selling Marco's Luxury Lifestyle!

Sincerely,

Natalie Kirstein

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