



Q2 2016 Marco Island Market Report

The real estate market on Marco Island which reported strong sales numbers and declining inventory (properties for sale) for the past three years transitioned into a balanced market in 2016. Marco Island saw annual sales match inventory which is traditionally indicative of an overall balanced market. The second quarter of 2016 (Q2 2016) continued to show nominal price appreciation.

Interestingly, analysis of the local real estate market shows that certain segments continue to report stronger sales (demand) than inventory (properties for sale) which is also indicative of price appreciation.

Another interesting change in the market is that some properties listed during peak season are experiencing stronger showings and buyer activity during the summer months. Buyers are returning to our island paradise for a preview of the inventory during the off-season and, in increasing numbers, buying.

Lastly, the luxury market which reported lackluster sales for the beginning of the year, came back strong and inched slightly behind the strong sales figures reported in 2015.

[2016 Comparison](#)

Chart A. Quarterly Market Trends



The chart above shows the average and median sales price continued to increase in the second quarter of 2016 (Q2 2016); however, closed sales regressed slightly back to numbers reported in the second quarter of 2012 (Q2 2012).

Q2 Market Overview

| | Q2 2015 | Q2 2016 | % Change |
|--|-----------------|------------------|----------------|
| Closed Sales | 394 | 320 | -18.78% |
| Inventory (Properties for Sale) | 891 | 1,016 | 14.03% |
| Avg. Sale Price | \$661,96 | \$680,830 | 2.85% |

Table B. Year-over-Year Market Indicators Comparison

The overall market for Marco Island is moving to a balanced market where sales are relatively equal to inventory.

July 2016

- Inventory: 1,016 properties for sale
- Annual sales: 1,010 (7/1/15 to 7/1/16)

What's Hot?

When you view the market at a micro level, it is a very segmented market where certain parts of the market have less inventory than sales, other segments are balanced, and some segments of the market have an oversupply.

Consider the following segments which boast significantly stronger demand than inventory::

| | Inventory | Annual Sales (7/1/15-7/1/16) + Pending Sales |
|---|-----------|--|
| Hideaway Beach Condominiums | 16 | 28 |
| Beachfront Condominiums (on Collier Blvd,) | 47 | 88 |
| Water Indirect Homes | 114 | 148 |
| Inland Homes | 72 | 132 |

(figures as of 7/11/16)

Luxury Market

The luxury real estate market which was quiet at the start of the year is also heating up and quickly catching up to the strong demand for luxury properties experienced in 2015.



Chart C. Luxury Sales Trends

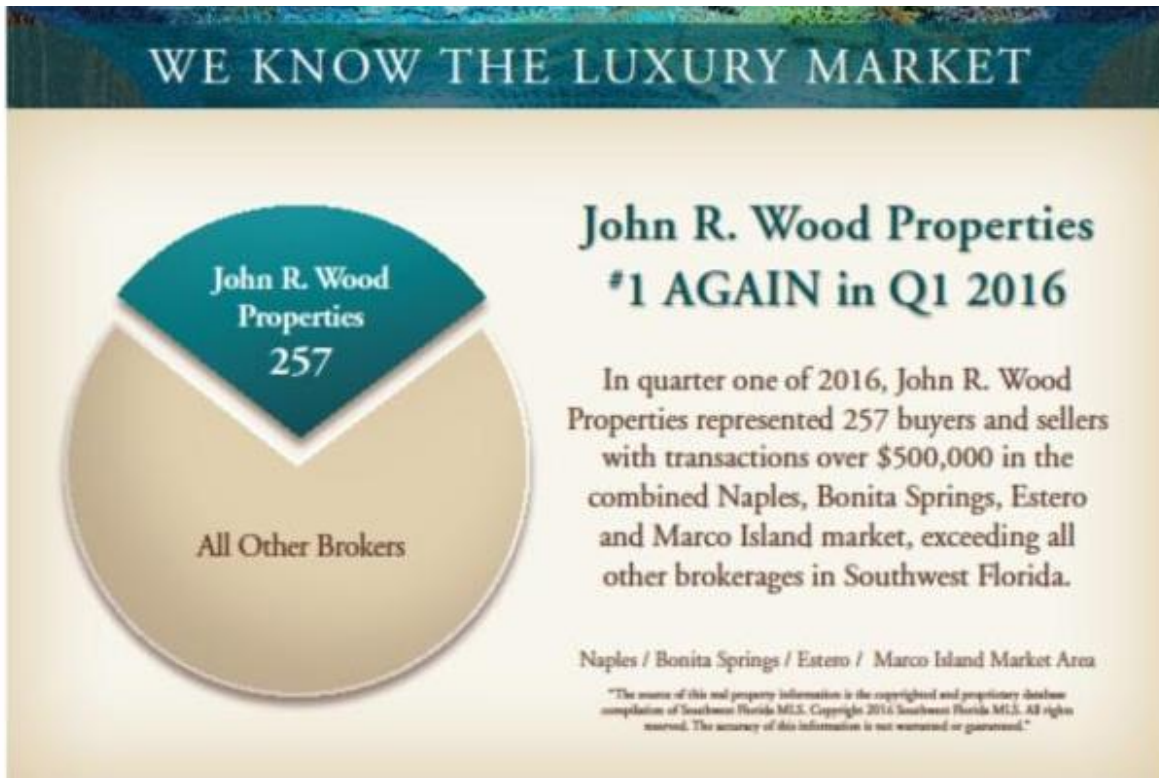
For information on the Naples Real Estate Market Report, reference the following link:

[Naples Market Report](#)

Exciting Properties for Sale on Marco Island & beyond?

| | | |
|---|--|---|
| <p><u>SELLING HIDEAWAY BEACH AT PREMIUM</u> <u>SOLD - \$1,800,000</u> 5000 Royal Marco Way #734 Highest Priced Riviera sale in 2015 <u>SOLD - \$1,600,000</u> 2000 Royal Marco Way BC12 Highest priced Royal Marco Point 1 Sale in 2015. <u>SOLD - \$3,800,000</u> 347 Seabreeze Drive Highest priced inland home sale in Marco Island history. <u>SOLD - \$3,550,000</u> 1000 Royal marco Way Villa 3</p> | <p><u>JUST LISTED</u> 795 Waterside Drive HIDEAWAY BEACH \$4,900,000 The perfect destination for the most discriminating buyer looking for privacy and beauty in a stunning contemporary home. This masterpiece of art and architecture is set in a tranquil tropical setting. This Frank Lloyd Wright inspiration is situated on a uniquely exceptional lot. <u>795 Waterside Detail</u></p> | <p><u>JUST LISTED</u> 361 Periwinkle Court HIDEAWAY BEACH \$1,700,000 Casual elegance abounds from this spectacular custom built home in the gated confines of Hideaway Beach. As you pull up to the home, you are enamored with the charming Bimini-style home nestled in the private, lush landscaping. Numerous upgrades, quality touches & stunning accents. Captivating, sweeping views from the observation deck.</p> |
| <p>162 South Beach HIDEAWAY BEACH \$8,500,000 Pinnacle of Luxury Living Rarely available beachfront front home with exquisite, handcrafted finishes, stunning sunsets and beach views, and elegance beyond compare! <u>162 South Beach Virtual Tour</u></p> | <p><u>ESTATES LOT - 1130 CAXAMBAS DRIVE</u> — \$799,000 Unique opportunity to own the pinnacle lot in Estates with sweeping 360 degree views, historic significance, and 3 lots to enjoy a castle or spectacular exclusive compound.</p> | <p>South Seas Tower 1 1401 \$525,000 Stunning year-round sunsets from this nicely finished condominium in South Seas. Rarely available combination of beachfront with the opportunity to have a boat dock too. <u>SST1 1401 Details</u></p> |
| <p>MADEIRA 403 \$4,500,000 Contemporary elegance with spectacular, long beach views! Enjoy the elegance of the newest beachfront condominium on Marco Island and convenience to the JW Marriott. <u>Madeira 403 Details</u></p> | <p><u>UNDER CONTRACT</u> MADEIRA 106 \$4,950,000 Beach walkout condominium that lives like a home but offers the convenience of a luxury condominium. Located in Marco Island's newest beachfront condominium. <u>Madeira 106 Information</u></p> | <p><u>UNDER CONTRACT</u> 680 DORANDO CT \$1,999,999 Boaters delight, desirable Tigertail water direct tip home with 171' of water frontage. Amazing views of Smokehouse Bay from every vantage point in this home. <u>680 Dorando Details</u></p> |
| <p><u>ESPLANADE 2 #207</u> \$750,000 Professionally decorated, rarely available, 3 bed/3 bath luxury condominium. <u>VT - Esplanade 2 #207</u> Also, available rent.</p> | <p><u>SOLD</u> 15 BLUE HILL CT \$732,000 Unique location w/ stunning bay views & private mangroves. <u>15 Blue Hill Sale Info</u></p> | <p>405 Capri Blvd., Isles of Capri \$275,000 Lowest priced waterfront lot in Isles of Capri. Build your dream home on this lot with 75'</p> |

| | | |
|---|--|--|
| <p>PRINCE 706 \$849,000 Luxury finishes with stunning beach views. Located in desirable Prince building with wonderful amenities and short stroll to JW Marriott. Prince 706 Details</p> | <p>PRINCE 404 \$725,000 Stunning, long beach views to Tigertail Beach. The lowest priced condominium for its size on the Collier Blvd. beachfront. Prince 404 Details</p> | <p>of water frontage & no bridges to the Marco River and Gulf.</p> <p>UNDER CONTRACT PRINCESS 703 \$742,500 Beautiful beach, south facing views from this 2 bed/2.5 bath condo. PRINCESS 703 Details</p> |
|---|--|--|



A recap of the real estate market conditions today:

- pent-up demand is re-entering the market in the summer months;
- some segments of the market have little to no inventory and other areas of the market have an oversupply - **a very segmented market**;
- luxury real estate is starting to experience a resurgence in buyer activity.

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

MBA, CLHMS

Million Dollar Guild - Institute of Luxury Home Marketing

Top 10 Sales for Second Half of 2015 - Marco Island Area Association of Realtors

Feel free to forward market report to your family & friends interested in buying or selling on Marco Island.

*The best compliments we receive are referrals to our Team!
Your family and friends will be in great hands with us. Call us today!*

Disclosure: Based upon sales reports and data provided by the Marco Area Association of Realtors, from January 1, 2000 to July 11, 2016.

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