



# Natalie Kirstein



A John R. Wood Realtor

## Marco Island Real Estate

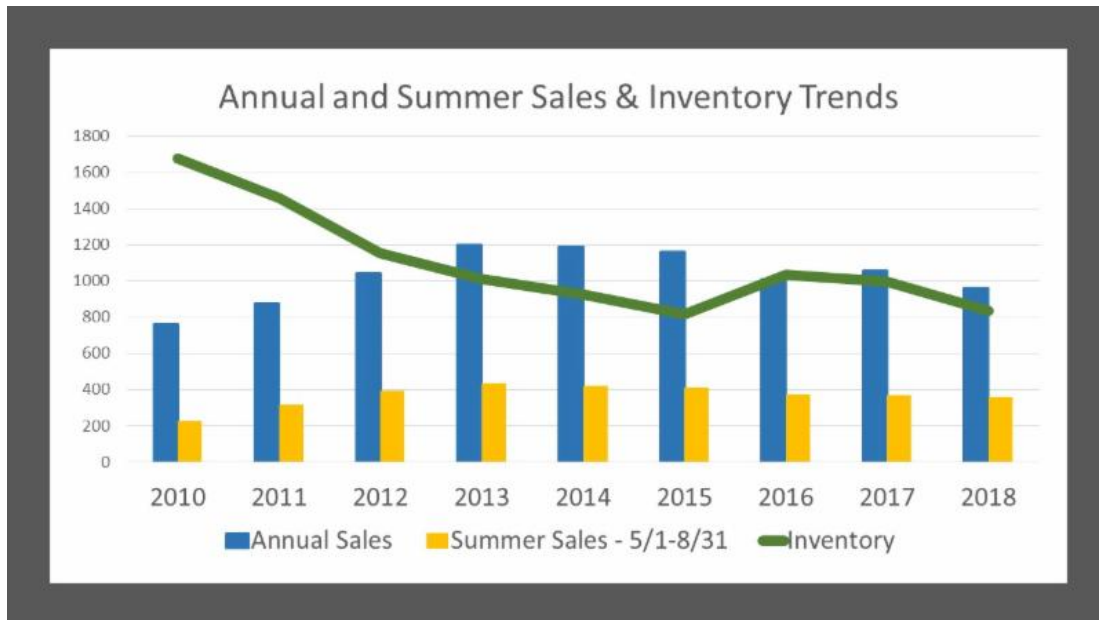
### August 2018

August set the pace for a **strong "Car Carrier Season"** for Marco Island Real Estate. For August, with its limited inventory, Marco Island Real Estate reported the following for August 2018:

- **Inventory decreased by 16.12%;**
- **Closed sales increased by 15.87%;**
- **Pending sales (a future indicator of closed sales) increased by 20.45%**

We continue in the current market to struggle to find properties for our buyers!

### Annual & Summer Inventory & Sales Trends



Annual sales outpaced inventory (number of properties for sale). This is a positive indicator for the overall health of the Marco Island Real Estate Market. In contrast to the strong sales growth in August 2018, annual sales declined by 8.97% and summer sales declined minimally by 1.9%.

According to Coco Amar, Broker, John R. Wood Properties, the decline in sales is a factor of lack of inventory. ***"If you believe in supply and demand theory this means that prices will continue to rise in those markets most affected by lack of inventory."***

	08/31/2017 - 08/31/2018	08/31/2016 - 08/31/2017	%Change
Inventory	838	999	-16.12%
Sold Listings	963	1,058	-8.97%
Avg. Sell Price	\$726,847.53	\$687,510.93	5.72%
Median Sell Price	\$525,000.00	\$525,000.00	0
List to Sell Ratio	93.07%	93.11%	-0.05%
Avg. Day on Market	180	181	-0.20%

The chart above shows that sales outpaced inventory, inventory decreased, annual closed sales decreased, and the average sales price increased.

		8/31/2017- 8/31/2018	8/31/2016- 8/31/2017	% Change
Single Family Homes	Inventory	247	331	-25.38%
	Sold Listings	367	408	-10.04%
Multi-Family/ Condominiums	Inventory	300	350	-14.29%
	Sold Listings	462	490	-5.71%

While annual closed sales declined in a year-over-year comparison for both single family homes and condominiums, **sales far surpassed inventory**. Furthermore, inventory declined more significantly than the reported sales decline.

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LUXURY REAL ESTATE!



Please contact me for a free, comprehensive market report or any other information on the Marco Island and Naples Real Estate Market.

**Feel free to forward market report to your family & friends interested in buying or selling on Marco Island. The best compliments I receive are referrals!**

## Natalie Kirstein

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