

Anchor's The Way

real estate news, trends and investment opportunities



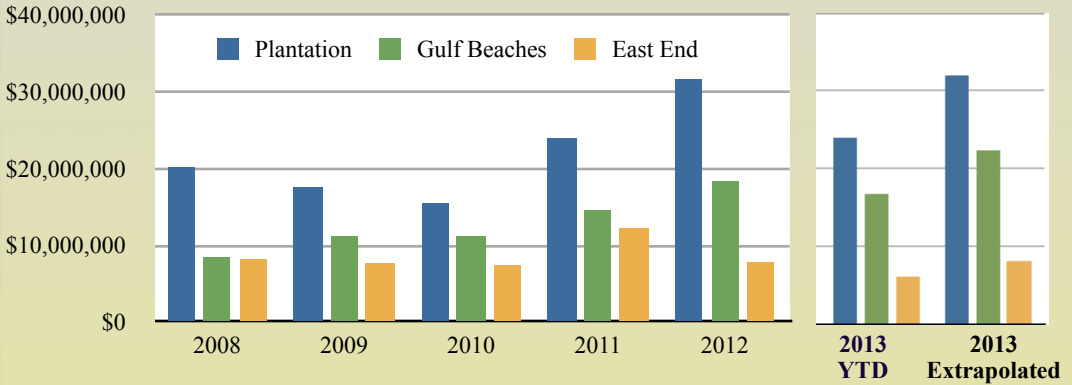
St. George Island

Apalachicola

Carrabelle

Eastpoint

St. George Island: Gross Residential Sales (\$) by Area - 2008/2013



The purpose of this short flyer is to give you a brief comparison of all residential home sales on St. George Island (SGI) from 2008 to today. The graph I have included above does just that by breaking the home sales (in \$) down between the three areas of SGI - Plantation, Gulf Beaches, and The East End. Also, on the back of this flyer I have included the same data, but lumped all the areas together to give an overall picture of SGI sales since 2008.

Looking at the chart above, the Plantation stands above the rest in regards to gross dollar sales. This tells me one of two things; either more homes sold in the Plantation or the value of the homes sold were higher, or both. Based on Anchor's selling experience, I can tell you it is almost always the latter. Typically there are far less sales in the Plantation, but the value of each sale is much greater than the rest of the island. As we have seen in some of the past flyers, the Plantation is unique, in that it remains "sort of" isolated from the rest of the SGI market. That is not to say sales do not rise and fall, but they do generally remain more protected. Also remaining stable throughout the last 5-6 years are sales in the East End - albeit at a much lower dollar volume than the Plantation. As you probably know, the 2008 worldwide financial crash was yet another hard hit to SGI home sales and we are only now starting to return to "pre-2004" levels.

The extrapolated section you see above is our estimate for year end 2013. Given the past sales this year, we can project the estimated volume for the last quarter. The East End remains relatively stable (as usual), while Gulf Beaches and The Plantation seem to continue this upward trend. We are very excited and optimistic about the 2012-2013 increase and feel it represents a great change in the taste and attitude of home buyers!

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All information taken from RAFGC MLS Service.



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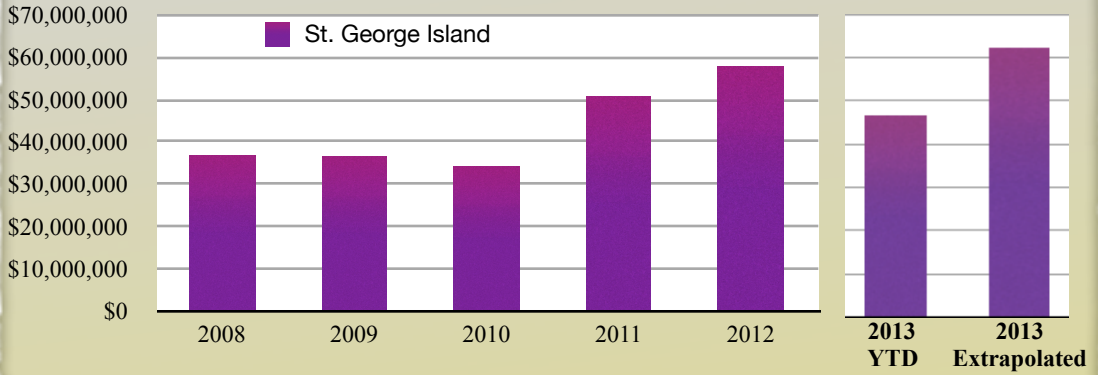
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St. George Island: Gross Residential Sales (\$) - All Areas Combined - 2008/2013



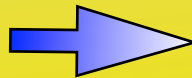
This chart is essentially the same numbers as the chart on the first side, but I have added all three areas of SGI together to give an overall picture of the SGI real estate market since 2008. This is fairly self-explanatory, but I will note the slight dip in 2010 was most likely due to the apprehension of buyers surrounding the BP oil spill in the Gulf of Mexico. Otherwise, 2010 would probably have been another step on the ladder of increasing sales towards our current mark in 2013.

What is impressive to me is the sheer increase in dollar volume since 2008! We have gone from about 37 million in 2008 to 58 million in 2012 and possibly breaking 62 million in 2013 (almost a 70% increase)! If our extrapolated numbers turn out to be right, 2013 will prove to yield almost double the sales (in dollars) as 2008!

So, here are the numbers, but what does this mean for home owners or buyers? It means the market is currently great for buyers and getting better for sellers! Buyers are excited, while home prices and mortgage rates are still fairly low - at least for now. Will it last? It is impossible to read the future, but given the current numbers and market activity, we are optimistic this excitement and buying will continue into 2014.

If you're considering buying or selling, now is the time! Give David or Olivier a call, text or email today. We have the knowledge, experience and passion to meet your needs.

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