THE COMMUNITIES OF ST. GEORGE ISLAND

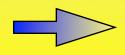
As many of you may know, St. George Island is separated into 3 main subdivisions; The Plantation, The Gulf Beaches, and the East End. The purpose of this short article and bar chart on the back is to briefly describe each of these subdivisions and to show you the difference in Gulf Front home sales between the 3 areas.

The Plantation is located on the Westernmost side of the island and is an exclusive gated community. There are roughly 250 Gulf Front properties and most are one full acre with 100 feet of Gulf frontage. Stretching almost 3 miles in length and containing over 1,000 properties, this is thought by many to be the most desirable area of St. George Island.

The Gulf Beaches are in the middle section, extending two miles from each side of the bridge; it is where most of the businesses and tourist shops are located. There are roughly 250 Gulf Front properties typically on 1/3 of an acre with 100 feet of Gulf frontage. This is the most populated section of the island and has typically outpaced the other areas in overall sales, until more recently. If you like to be around the crowd or "part of the party", this is the area for you!

The East End Tracts are located on the Eastern side and are a bit more private because they are less densely populated, due to the preponderance of 1 acre lots. There are only about 120 Gulf Front properties here. Also adding to the privacy is the adjoining state park, which spans to the Eastern-most end of St. George Island. This is truly a great place to own a home!

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The first noticeable fact above is the amount of sales in the East End. You can see they are consistently less than the other 2 areas. The primary reason for this is the lesser number of homes; thus less sales. If you noticed, there were actually 0 Gulf Front East End sales in 2006! Gulf Beaches and the Plantation undoubtedly lead the way in Gulf Front sales.

2007

2008

20

10

2002

2004

2003

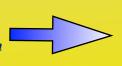
2005

2006

Some may think the Plantation would have the most sales, but that is not always true. In the early 2000's, the Gulf Beaches subdivision led the way with the most Gulf Front home sales. This was the inevitable result of ultra-low interest rates and the increase in the number of speculators looking for the best value to build a rental home. In 2008 the sales changed, though, and the Plantation has since outpaced the other two areas in Gulf Front sales every year (except 2009). Why? I believe this can be attributed to the perceived better value offered by the Plantation from the onset of the real estate price collapse. Buyers felt their money was better protected in the Plantation than anywhere else on the island. This trend is continuing in 2013 and I expect it to stay throughout the year.

I hope you enjoy seeing the differences in Gulf Front sales between these three areas over the years and as always - do not hesitate to contact us if you are considering buying or selling; we have the experience, knowledge and passion to meet your needs!

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2010



YTD

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