



## 2010 Difference Between Asking and Selling Price

### House Sales

#### Count, % Difference

- Foreclosed 20, -3.83%\*
- Short Sales 10, -10.35%
- Normal Sales 27, -7.95%
- Major Fixer-Uppers 3, -32.4%
- Auction 1, -26.17%
- >1000 DOM 4, -23.49%

\*7 Foreclosed houses were priced so low that they attracted multiple offers and sold for more than the asking price.

### Lot Sales

#### Count, % Difference

- Foreclosed 8, -8.19%
- Short Sale 3, -10.56%
- Normal Lot 8, -20.07%\*

\*Foreclosed Lots were listed for 13% less than normal lot sales on average.



**John Shelby,**  
Broker

johnshelby@sgirealty.com

*Celebrating 23 years in Real Estate; 18 of which have been on St. George Island*

# 2020 Vision

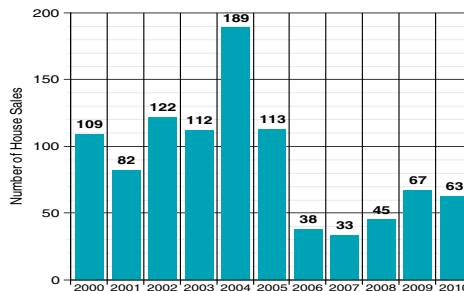
Despite the threat of the Oil Spill that never showed up on St. George Island, 2010 Real Estate sales were relatively strong. No, we didn't beat last year in sales, but when you factor in the loss of sales for the four most crucial sales months, only being down 12.1% was pretty good. In 2009, there were 92 sales. In 2010, there were 82 sales. Every indicator suggests that the St. George Island Real Estate Market will enjoy the best Spring/Summer Real Estate Market since 2004.

St. George Island's huge property value gains of the first half of the previous decade were lost in the second half of the decade.

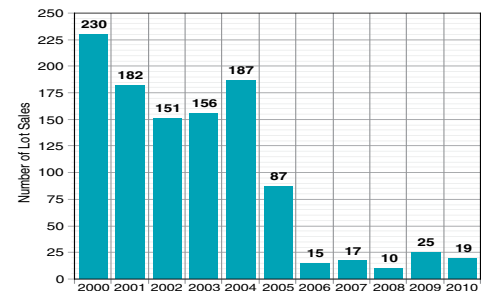
The charts below show that SGI property values and sales reflect economic

patterns experienced throughout the nation, in almost all facets of the economy. Pundits are predicting that the recovery starting in 2011 will hit some of the pre-recession peaks by 2020. That means 60% to 90% increases in value within the next nine years! As the recovery unfolds in 2011, the feds will have to raise the rock bottom interest rates we are enjoying now. With the remaining foreclosures pulling property values down and the low interest rates still in place, the first two or three quarters of 2011 may represent the best time to buy within the 20 year time span from 2000 to 2020. Investors with 2020 vision will focus their attention on St. George Island real estate now.

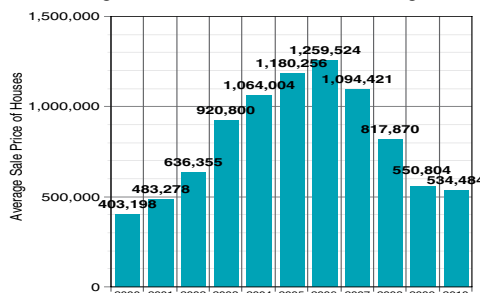
St. George Island House Sales Per Year



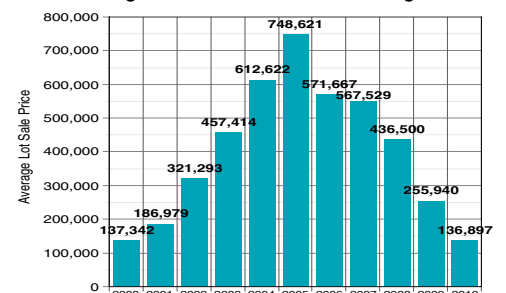
St. George Island Lot Sales Per Year



Average Price of Houses Sold on St. George Island



Average Price of Lots Sold on St. George Island



# SOLD in 2010

by St. George Island Realty

## We Need Listings

St. George Island Realty sold most of its listings in the months following the oil spill scare. We accomplished the task of selling our listings by carefully determining the highest value that the Owners could possibly hope for, and pricing accordingly. Relentless marketing through e-mail, syndicated on-line advertising, local and regional print media, MLS and our newsletters brought the Buyers. Call us for a free Market Analysis of your property.



237079 SOLD 1-08-10, \$300,000  
GULF VIEW HOME, East Gulf Beach Drive



237433 SOLD 2-22-10, \$175,000  
1ST TIER LOT, East Gorrie Drive



239136 SOLD 3-05-10, \$570,000  
BEACHFRONT HOME, East Gorrie Drive



236575 SOLD 3-05-10, \$1,150,000  
BEACHFRONT HOME, East Gulf Beach Drive



238348 SOLD 3-10-10, \$380,000  
GULF VIEW HOME, East Gulf Beach Drive



238626 SOLD 3-11-10, \$23,000  
GOLF COURSE LOT, St. James Bay



238547 SOLD 4-29-10, \$25,000  
LAKEFRONT LOT, Lakes on the Bluff



239368 SOLD 5-21-10, \$140,000  
ISLAND BUNGALOW, West Pine Avenue



208568 SOLD 7-21-10, \$100,000  
GULF VIEW LOT, East Gulf Beach Drive



239846 SOLD 7-23-10, \$66,000  
BAYVIEW LOT, East Pine Avenue



"REPRESENTED BOTH BUYER AND SELLER!"

240006 SOLD 8-27-10, \$575,000  
GULF VIEW HOME, East Gulf Beach Drive



201195 SOLD 9-30-10, \$445,000  
1ST TIER HOME, East Gorrie Drive



237046 SOLD 10-8-10, \$157,500  
CANAL FRONT COTTAGE, Patton Drive



"REPRESENTED BOTH BUYER AND SELLER!"

236034 SOLD 10-26-10, \$300,000  
CANAL FRONT HOME, Gander Street



238824 SOLD 10-29-10, \$423,000  
PLANTATION HOME, Blueberry Road



240078 SOLD 11-18-10, \$1,330,000  
PLANTATION BEACHFRONT, Sea Oat Drive



239699 SOLD 11-22-10, \$625,000  
GULF VIEW HOME, East Gulf Beach Drive



238929 SOLD 12-1-10, \$220,000  
1ST TIER CONDO, East Gorrie Drive



239121 SOLD 12-2-10, \$660,000  
BAY FRONT HOME, Watkins Cove



240243 SOLD 12-22-10, \$503,000  
PLANTATION 1ST TIER, Sea Pines Place

St. George Island Realty – Bringing buyers and sellers together.



## Meet Katie!

Katie is the newest member of St. George Island Realty and has already been helpful with paper shredding and marking boundaries. She intends to get her license (dog tag) soon. She has no problem being called a mutt as she is quite proud of her golden retriever/poodle heritage. Katie comes to work with John and Kristen almost every day.

# FOR SALE

by St. George Island Realty



MLS# 236168 ... \$95,000

**ST. GEORGE PLANTATION** Located in Sea Palm Village, a great one-acre interior lot on the south side of Leisure Lane with beautiful pathway through the wooded dunes to the beach boardwalk and the Gulf, large trees & vegetation, amenities include a new club house and pool. Bayberry Lane



MLS# 240661 ... \$379,000

**FEEL THE BREEZE** Great Gulf view from quiet East Pine Ave, 5 BR, 3 BA (2 separate bedrooms and a bath downstairs at ground level with private entrance), tastefully furnished, tile floors, vaulted ceiling with outstanding crown molding, elevated observation platform, swimming pool!



MLS# 242138 ... \$399,000

**KEEP COMING BACK** Beautiful island home, professionally remodeled and upgraded within the past 5 years, 3 BR, 2 BA, office, vaulted, beamed ceiling in LR, secluded screened porch, hurricane shutters, very nice Gulf view! Move in condition. West Gulf Beach Drive. Listed by Michael Billings.



MLS# 241935 ... \$470,000

**EAST END BEACHFRONT LOT!** 1.02 acres! 728 ft deep by 61 ft wide, street to beach lot, two rows of gorgeous dunes, bike path runs parallel to Gulf Beach Dr. State Park approx. 2 miles east & commercial area about 2 miles west. Last sale of an East End beachfront lot was \$560,000.



MLS# 242173 ... \$699,900

**PLANTATION BEACHFRONT** The easternmost beachfront house in the Plantation, 3 BR, 2 BA, large stone fireplace, Beachfront windows to enjoy the panorama of the beach and Gulf of Mexico, nearby tennis courts, new Plantation amenities include pool & club house. Sandy Lane



MLS# 241399 ... \$399,000

**LUXURIOUS BAY FRONT CABIN** Dock on deep water with 2 lifts, sea wall, RV parking with hook-up, storm shutters, bay front screened porch, tastefully furnished open living/ dining/ kitchen, granite counter tops and tile backsplash in kitchen and bath, 2 BR, 1 BA, wood burning stove, stone hearth.



UNDER CONTRACT

MLS# 239215 ... \$649,900

**LIGHTHOUSE BY THE SEA** Beachfront Short Sale! Tastefully furnished turn key rental house, 4 BR, 3 BA, open kitchen/ dining/ living area, observation tower looks like a lighthouse containing staircase, tile roof, vinyl siding, large deck off living area, East Gorrie Drive. UNDER CONTRACT



MLS# 242038 ... \$285,000

**ONE ACRE 1ST TIER LOT** 18 ft dune near road, all adjacent beachfront lots already have houses in place. With 256 ft of depth and 166 ft of width behind 100 ft wide beachfront lots, siting your house for the best Gulf access and view is a cinch, first one-acre 1st tier East End lot to be listed in many years!



MLS# 242223 ... \$399,000

**FIRST TIER DUPLEX** Street to street oversized 1st tier Gulf View location! Upstairs 2 BR, 2 BA (976 sq. ft.) with fire place; downstairs 1 BR, 1 BA (619 sq. ft.), kitchens on both floors, stairway connects both units, garage/work shop, storage building, outside shower and sink, covered screen porch.



MLS# 242257 ... \$185,000

**ISLAND RETREAT** Great 2 BR, 2 BA octagon house on West Bayshore Drive (paved road access). Beach and Bay access from this home in quiet area of Island, Apalachicola Bay view from front porch, open kitchen/living area is spacious and comfortable with deck just off living area.



MLS# 239766 ... \$649,000

**ISLAND OASIS** Partially covered courtyard with waterfall, huge LR & DR, gourmet kitchen, 4 BR, 5 1/2 BA, private walled pool and hot tub area, covered outdoor dining area, handicapped accessible, 1st tier, elevated deck with spectacular Gulf view. Top quality house without stairs!



UNDER CONTRACT

MLS# 239231 ... \$399,900

**AS CLOSE AS IT GETS BAY FRONT** 2 BR 2 BA, turn key furnished rental ready house. Cedar paneled ceiling and some walls in kitchen and dining rooms. Two very spacious bedrooms! Laundry room, nicely appointed kitchen, vinyl siding, DOCK, gutters, fireplace. Short Sale. UNDER CONTRACT



MLS# 242245 ... \$465,000

**PRIVACY ON WEST PINE AVE** 4 BR (2 are masters), 3-1/2 BA with extra LR/5th BR, Large open living/dining/kitchen area with tile floors, FURNISHED, interesting architectural features, POOL with vinyl fencing, enclosed outdoor shower, screened porch on top floor, covered ground level entry.



MLS# 240872 ... \$599,000

**ESCAPE** Six ft deep at end of DOCK, 2 boat LIFTS. Spectacular sunset view! Completely remodeled interior (2006) w/ Italian tile, 3 BR, 2 BA, furnished, gourmet kitchen w/ granite and maple, SS Dacor Gas Range & Microwave, Pantry, Screened room, Room for pool on east side of lot. Marks Street



MLS# 241243 ... \$299,900

**BAY VIEW HOME** Located in the quite area of the island on Brown Street, 4 BR, 2 BA, large fenced yard, balcony for each upstairs BR, galley kitchen, dining room, large living area, Florida room, washer and dryer, large deck, large ground level storage or shop, under house entry, circular drive.



MLS# 241482 ... \$79,000

**COMMERCIAL/RESIDENTIAL LOT ON SGI** Unique property zoned C-4 Mixed Use allows a business downstairs and residential unit above, excellent location on main paved road (East Gulf Beach Dr) to State Park for max. exposure for commercial use, beach access on East Third Str. Alley, Short Sale.



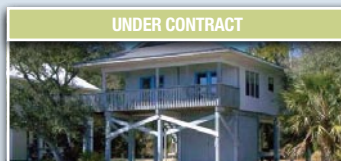
MLS# 241307 ... \$29,900

**RIVER CREST LOT** Lot measures 100 x 150, close to the beautiful community Lodge, private boat LAUNCH & canal leading to Scipio Creek & out to the Apalachicola River, perfect for your fishing "get away," "River Crest" is a private community just off Bay City Rd. in Apalachicola. Short Sale.



MLS# 241735 ... \$109,000

**LANARK VILLAGE** Well-maintained home in desirable neighborhood with Bay view from front yard. High elevation property, close proximity to the Bay, Lanark Boat Club & Lanark Golf Course. 2 BR, 1 BA, appliances, HVAC & water heater like new, Furnished, Carl King Ave. Listed by Janie Burke



UNDER CONTRACT

MLS# 237996 ... \$225,000

**BAYFRONT GETAWAY** Excellent condition. Large Living area with Panoramic Bay view over looking Dog Island, between St. James & Lanark Village Golf Courses, 2 BR, 2 BA, furnished, covered porch, concrete parking pad under house, downstairs storage/workroom. Short Sale UNDER CONTRACT



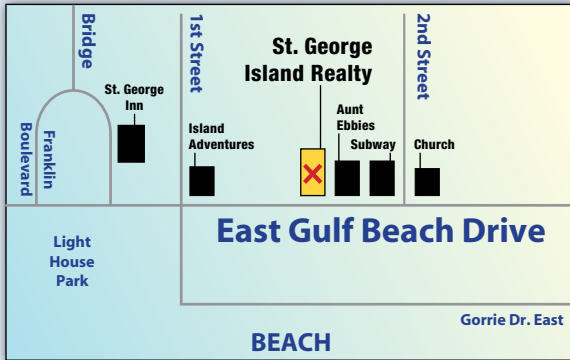
MLS# 238697 ... \$115,000

**WATERFRONT LOT IN LANARK** 50 ft water frontage directly on the St. George Sound. Close to Lanark Boat Club and launch area as well as all Lanark amenities are available, the St. James Golf Course & Restaurant are close by. Great opportunity to own water front property! Listed by Janie Burke



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**139 East Gulf Beach Drive**  
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MLS# 239713 ... \$1,169,000

**CUSTOM BEACHFRONT ESTATE**

Stunning contemporary home on 2 GULF FRONT LOTS (200 ft.), Great room with 180-degree beach view, library, elevator, fireplaces, atrium, gourmet kitchen, pantry and utility room with laundry chute, 4 BR, 3 1/2 BA, expansive master suite with fireplace, massive enclosed garage and workroom, hurricane shutters, wired-in generator. East End. Listed by Janie Burke.



MLS# 240869 ... \$629,000

**BAYFRONT HOME**

Directly on the Apalachicola Bay, furnished, 4 BR (master suite on top level with private covered deck), 4 BA, 2nd living area could be 5th BR, tastefully refurbished in 2010, elevator shaft, pool, bayside covered decks, deep water at end of private dock with 2 boat slips, rock revetment in place, income producing property, "A Tropical Bay."

**E-Newsletter**

Periodically, we will be sending out our e-newsletter this year and want to include more readers. It will feature new listings and brief reports on the Franklin County real estate market. If you would like to be included, please e-mail your current e-mail address to [kristen@sgirealty.com](mailto:kristen@sgirealty.com). We may already have your e-mail address, but we would like your permission to send it to you, as well as confirm that we have your best address. This e-newsletter will be in addition to this printed newsletter.

**Check out our beach web cam! Log on to [www.sgirealty.com](http://www.sgirealty.com)**