



Bring Your Highest Expectations™

MARKET REPORT 1ST QUARTER 2016

Marco Island

NEW LISTINGS / CLOSED SALES

SINGLE-FAMILY HOMES

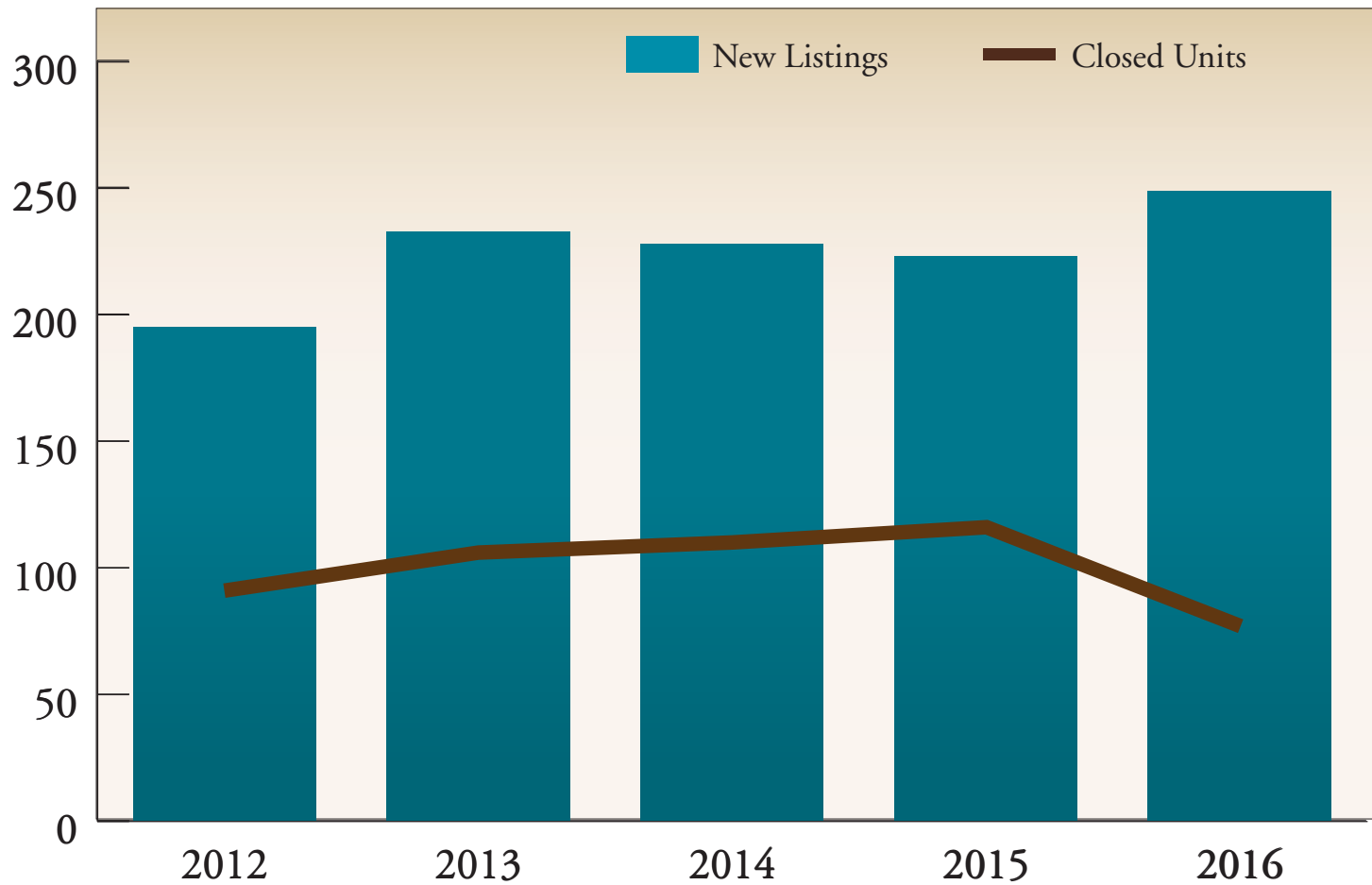


Exhibit 1a

NEW LISTINGS / CLOSED SALES

CONDOMINIUMS

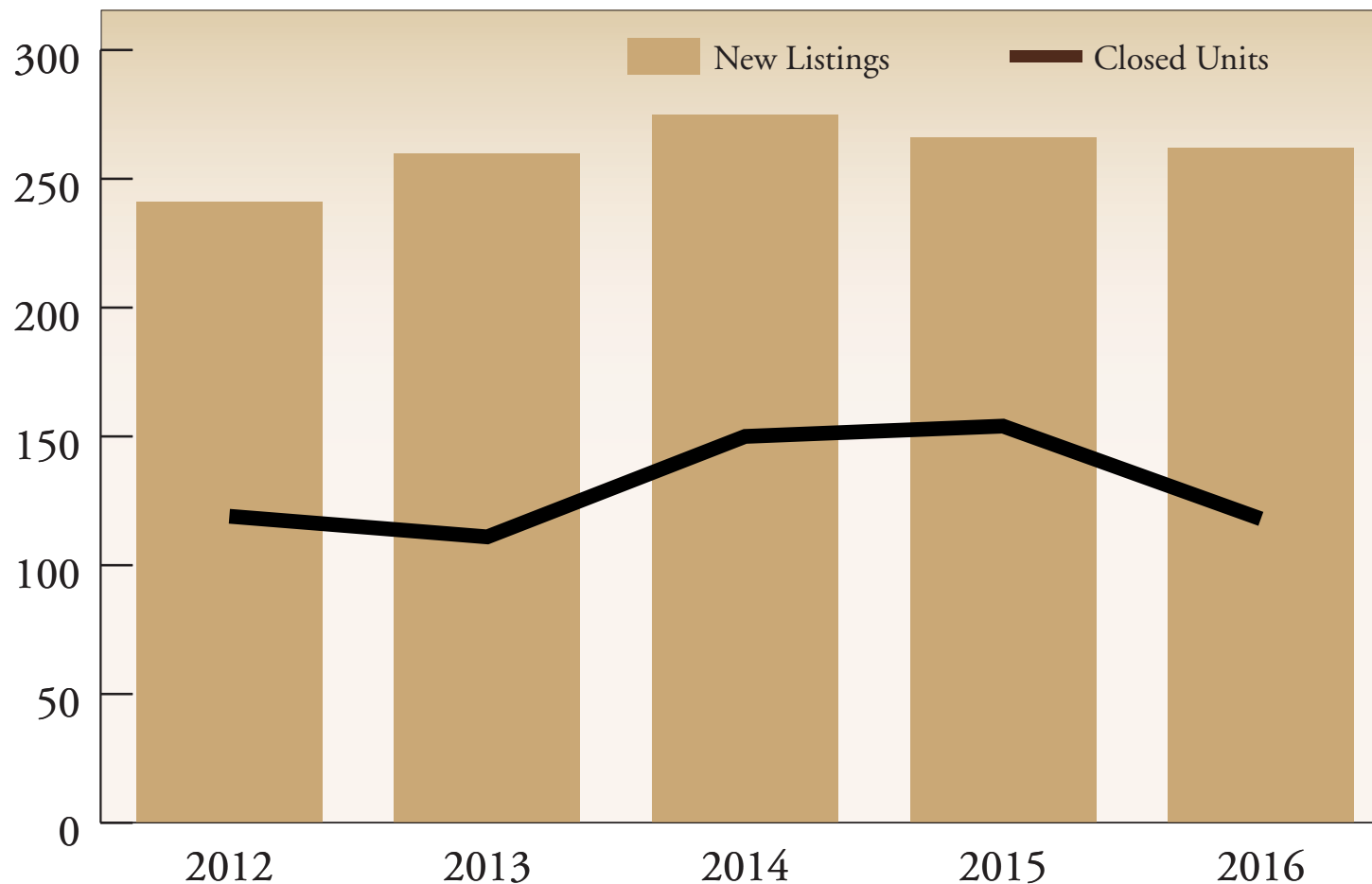


Exhibit 1b

CLOSED SALES / AVERAGE SALES PRICE

SINGLE-FAMILY HOMES

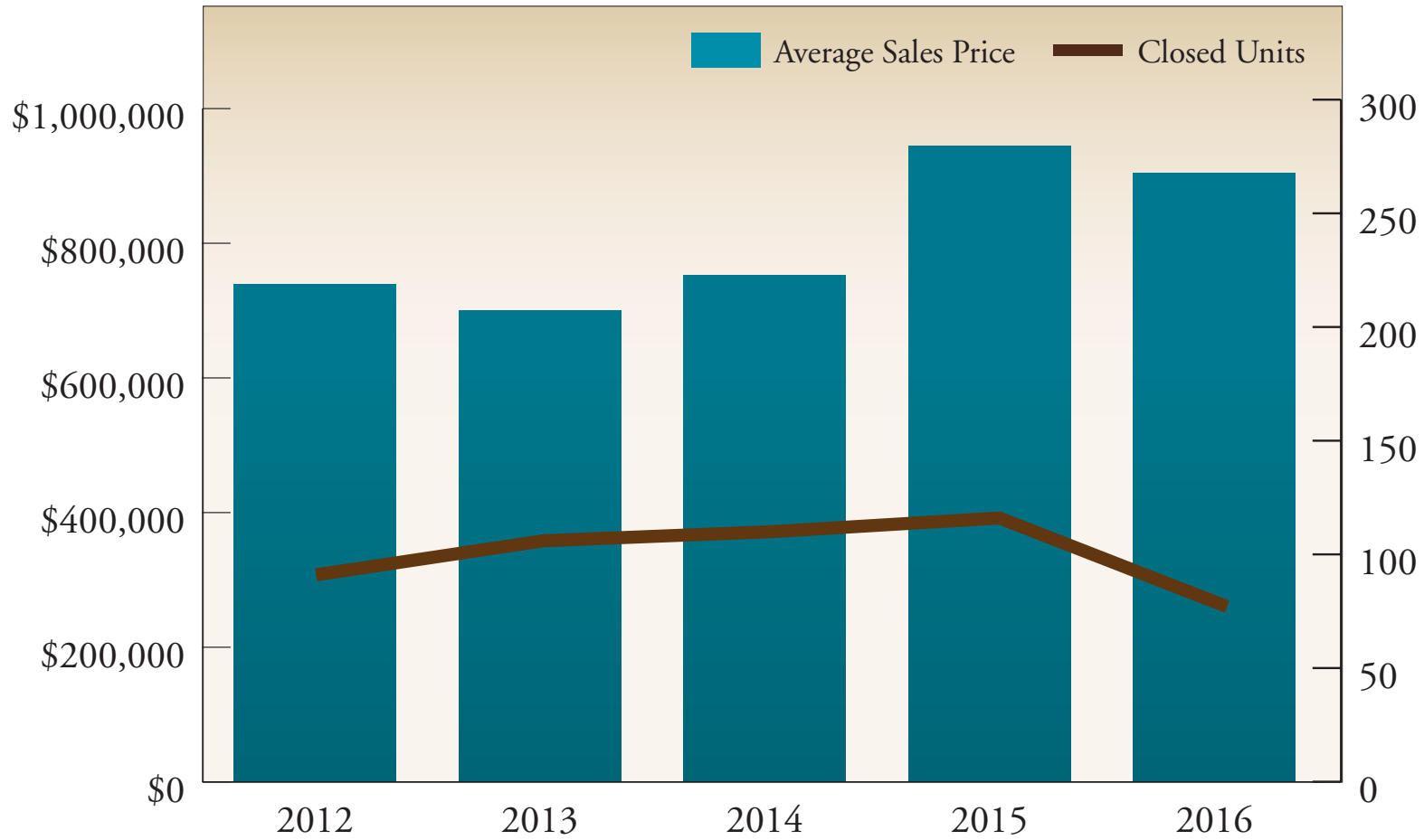


Exhibit 2a

CLOSED SALES / AVERAGE SALES PRICE

CONDOMINIUMS

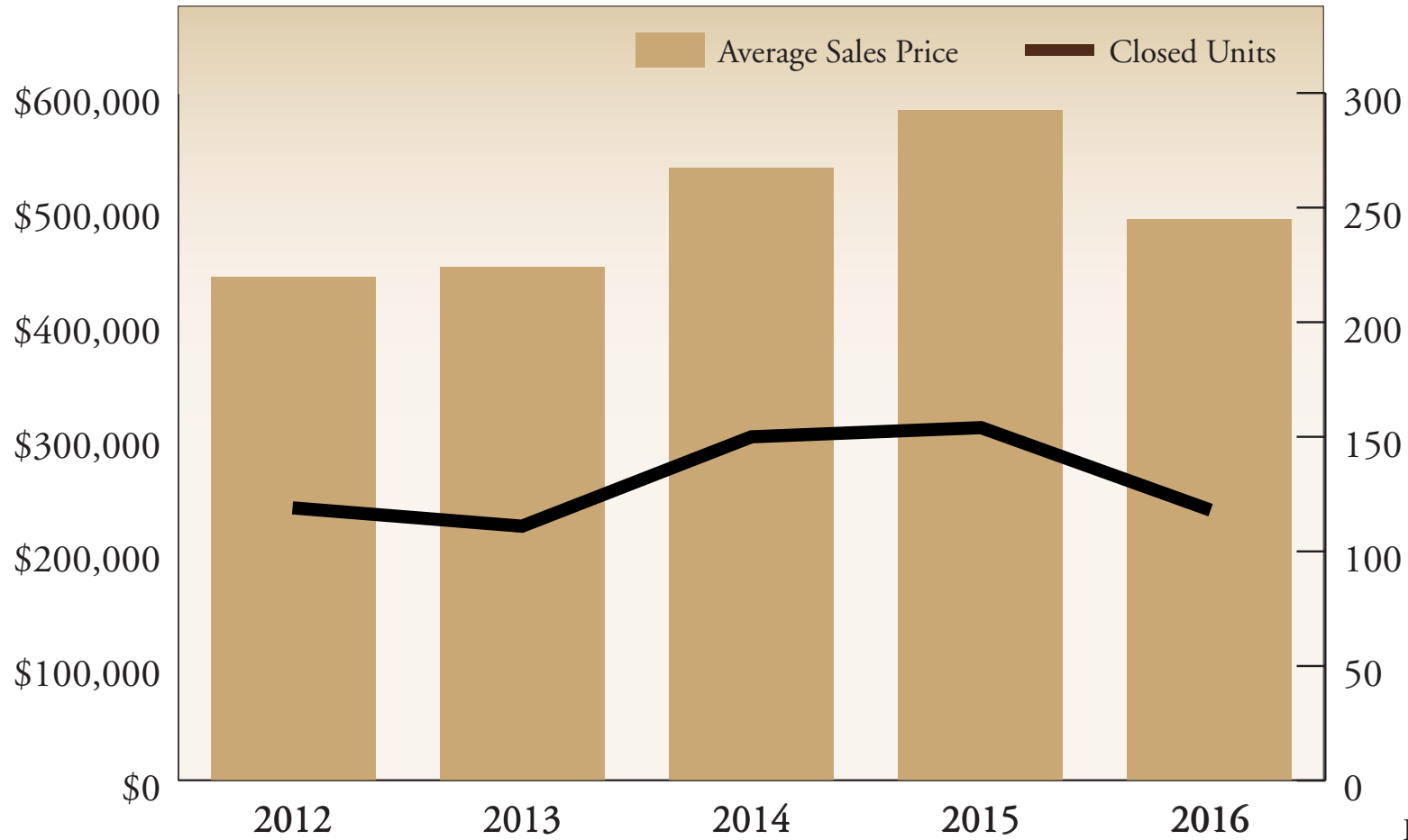


Exhibit 2b

SUMMARY

CLOSED SALES

- During the first quarter of 2016, there were 195 closings of single family homes and condominiums on the island, a 27.8% decrease from the 270 residential units closed in Q1 2015.
- A slower start to the 2016 season due to stock market volatility, and cooler than usual Southwest Florida weather probably accounted for some of the decline, which affected sales throughout the area.

NEW LISTINGS/INVENTORY

- The number of new listings placed on the market during the quarter increased 4.5% over prior year to 511 properties vs. 489 in the same period 2015.
- The number of new sales pended during the first quarter was down 34.8% from 2015, contributing to a growing inventory of available properties.

AVERAGE AND MEDIAN SALES PRICE

- The average price paid for single family homes during Q1 2016 remained relatively stable, down only 4% to \$904,789. The average price for condominiums dropped 16% to \$490,416, down from \$585,646 in the first quarter of 2015.
- Median price of residential properties increased 5.5%, up from \$568,750 to \$600,000.

This report includes just single family homes and condominiums on Marco Island. It does not account for residential lot sales, which are a significant factor in the Marco Island market. It is intended to give the reader a broad, overview of trends in the residential market. It should also be noted that average sales price can be impacted by a few large sales or the lack thereof. Median price, reflects an equal number of sales above and below a median price point and is often a better indicator of market trends.

Buyers and sellers should request current market data for properties in which there is a specific interest.