

Premier Sotheby's International Realty
The Plaza at Five Points
50 Central Avenue, Suite 110
Sarasota, Florida 34236

PRSRT STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

OUR MISSION

To leverage our skills and experience to further enhance the level of service provided to our clients.

OUR COMMITMENT

To deliver exceptional services and results based on expert market knowledge, business acumen, innovation, and persistence.

WHO WE ARE

- Premier Sotheby's International Realty top producing agent team in Sarasota from 2008-2018
- Consistently ranked among the top 1% of realtors in Sarasota
- Over \$30 Million in closed and pending sales year to date 2019
- Over \$57 Million in closed sales in 2018
- Over \$500 Million in closed or pending sales since joining Sotheby's International Realty in 2007.

FEATURED PALMER RANCH PROPERTIES FOR SALE



8241 SHADOW PINE WAY | \$599,000
4 bedrooms, 3 full baths, 3,276 square feet



3900 LOSILLIAS DRIVE | \$1,399,000
3 bedrooms, 4 full and 3 half baths, 10,259 square feet



4250 BOCA POINTE DRIVE | \$1,095,000
4 Bedrooms, 4 full and 1 half bath, 4,372 square feet



11190 SANDHILL PRESERVE DR. | \$559,000
3 bedrooms, 2 full baths, 2,144 square feet

Joel Schemmel, J.D., REALTOR®

c. 941.587.4894 | o.941.308.6497 | joel.schemmel@premiersir.com | schemmelgroup.com



PALMER RANCH
MARKET REPORT

schemmelgroup

Premier | Sotheby's
INTERNATIONAL REALTY

schemmelgroup

Premier | Sotheby's
INTERNATIONAL REALTY

MARKET SNAPSHOT OF SELECT PALMER RANCH COMMUNITIES

| | Year | Homes Sold | Current Lisitngs | Monthly Supply | Average Sold Price | Avgerage SP/SqFt |
|-----------------------------|---------|------------|------------------|----------------|--------------------|------------------|
| Villagewalk | 2019 1Q | 20 | 28 | 4.2 | \$360,040 | \$205 |
| | 2018 1Q | 20 | - | - | \$338,915 | \$188 |
| | Change | 0% | - | - | 6% | 8% |
| Stoneybrook | 2019 1Q | 13 | 49 | 11.3 | \$309,323 | \$180 |
| | 2018 1Q | 13 | - | - | \$263,424 | \$165 |
| | Change | 0% | - | - | 15% | 8% |
| Turtle Rock | 2019 1Q | 10 | 19 | 5.7 | \$429,675 | \$188 |
| | 2018 1Q | 11 | - | - | \$443,756 | \$171 |
| | Change | (10%) | - | - | (-3%) | 9% |
| Isles of Sarasota | 2019 1Q | 9 | 14 | 4.7 | \$352,722 | \$184 |
| | 2018 1Q | 13 | - | - | \$352,869 | \$192 |
| | Change | (44%) | - | - | 0% | (4%) |
| Prestancia | 2019 1Q | 6 | 31 | 15.5 | \$513,167 | \$184 |
| | 2018 1Q | 13 | - | - | \$545,692 | \$192 |
| | Change | (44%) | - | - | (6%) | (7%) |
| Esplanade | 2019 1Q | 2 | 13 | 19.5 | \$531,976 | \$251 |
| | 2018 1Q | 1 | - | - | \$608,959 | \$268 |
| | Change | 50% | - | - | (14%) | (7%) |
| Deer Creek | 2019 1Q | 5 | 12 | 7.2 | \$413,750 | \$162 |
| | 2018 1Q | 1 | - | - | \$545,000 | \$195 |
| | Change | 80% | - | - | (32%) | (20%) |
| Arbor Lakes | 2019 1Q | 4 | 11 | 8.3 | \$482,875 | \$179 |
| | 2018 1Q | 3 | - | - | \$502,418 | \$172 |
| | Change | 25% | - | - | (4%) | 4% |
| Sandhill Preserve | 2019 1Q | 5 | 12 | 7.2 | \$474,899 | \$227 |
| | 2018 1Q | 4 | - | - | \$580,000 | \$227 |
| | Change | 20% | - | - | (22%) | 0% |
| Silver Oak | 2019 1Q | 5 | 15 | 9.0 | \$727,000 | \$219 |
| | 2018 1Q | 4 | - | - | \$793,750 | \$187 |
| | Change | 20% | - | - | (9%) | 15% |
| Legacy Estates at Esplanade | 2019 1Q | 2 | 6 | 9.0 | \$887,879 | \$271 |
| | 2018 1Q | 0 | - | - | - | - |
| | Change | - | - | - | - | - |
| Cobbleston | 2019 1Q | 0 | 2 | - | - | - |
| | 2018 1Q | 3 | - | - | \$540,000 | \$271 |
| | Change | - | - | - | - | - |

PALMER RANCH 1ST QUARTER 2019 SUMMARY

Property sales on Palmer Ranch in the first quarter of 2019 have for the most part outpaced the first quarter of 2018. The exceptions being predominantly Prestancia and Isles of Sarasota. In general, the sold price per square foot is also ahead of last year. When this does not happen it generally reflects the state of updates for homes in certain communities. Homes that have not been updated will generally sell at a discount, reflecting the work the new owners will need to do to make things current.

New construction and new developments continue to lead the market from a price and frequency of sale perspective. Certainly, buyers' preference is for newer homes but much of the demand also comes from a lifestyle choice. That is why both in Palmer Ranch and other places such as Lakewood Ranch the lifestyle communities are ahead in sales. Communities such as Taylor Morrison's Esplanade and DiVosta's Hammock Preserve are leading the charge.

Esplanade and Hammock Preserve are each about one-quarter complete and there are new communities on the horizon. There are development plans in place for multiple new communities on Palmer Ranch including:

| | |
|--|-------------------------|
| Promenade Estates (DR Horton) | 425 Single Family Homes |
| Promenade East (DR Horton) | 149 Townhomes |
| DiVosta Homes (A) | 500 Single Family Units |
| DiVosta Homes (B) | 500 Single Family Units |
| Glenridge Expansion | |
| Sorrento on Palmer Ranch (Taylor Morrison) | 389 Units |

Should you have questions about information contained in this report, or if you would like to receive our quarterly update, please contact us. If you would like information on a specific community or area, we would be pleased to provide custom reports for you.

If you are considering a move or would like a professional opinion of your home's value and marketability in today's market, please call or email us to learn how the unique differences in using the Schemmel Group and Premier Sotheby's International Realty can benefit you.

Best regards,



Joel Schemmel, J.D., REALTOR®
941.587.4894
joel.schemmel@premiersir.com

