

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

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TRUST OUR EXPERIENCE

Our success in marketing and selling homes in Prestancia speaks for itself. Over the past five years, we have closed over \$30 million in sales on our listed properties in Prestancia alone. We know the market and not only successfully market our listings but bring qualified buyers to the table. Let us leverage our skills and proven experience to sell your home. Our goal is to deliver results based on expert market knowledge, business acumen, marketing innovation and persistence.

STATISTICS

- ▶ Over \$570 Million in closed or pending sales since joining Sotheby's International Realty in 2007
- ▶ Over \$38 Million in total Prestancia sales in the past 5 years
- ▶ Consistently ranked among the top 1% of REALTORS® in Sarasota
- ▶ Premier Sotheby's International Realty top producing agent team in Sarasota 2008-2018

CALL TODAY FOR A CONFIDENTIAL CONSULTATION



Joel Schemmel, J.D., Sales Associate

941.587.4894

joel.schemmel@premiersir.com

Sharon Chiodi, Sales Associate

941.809.0380

sharon.chiodi@premiersir.com

schemmelgroup.com

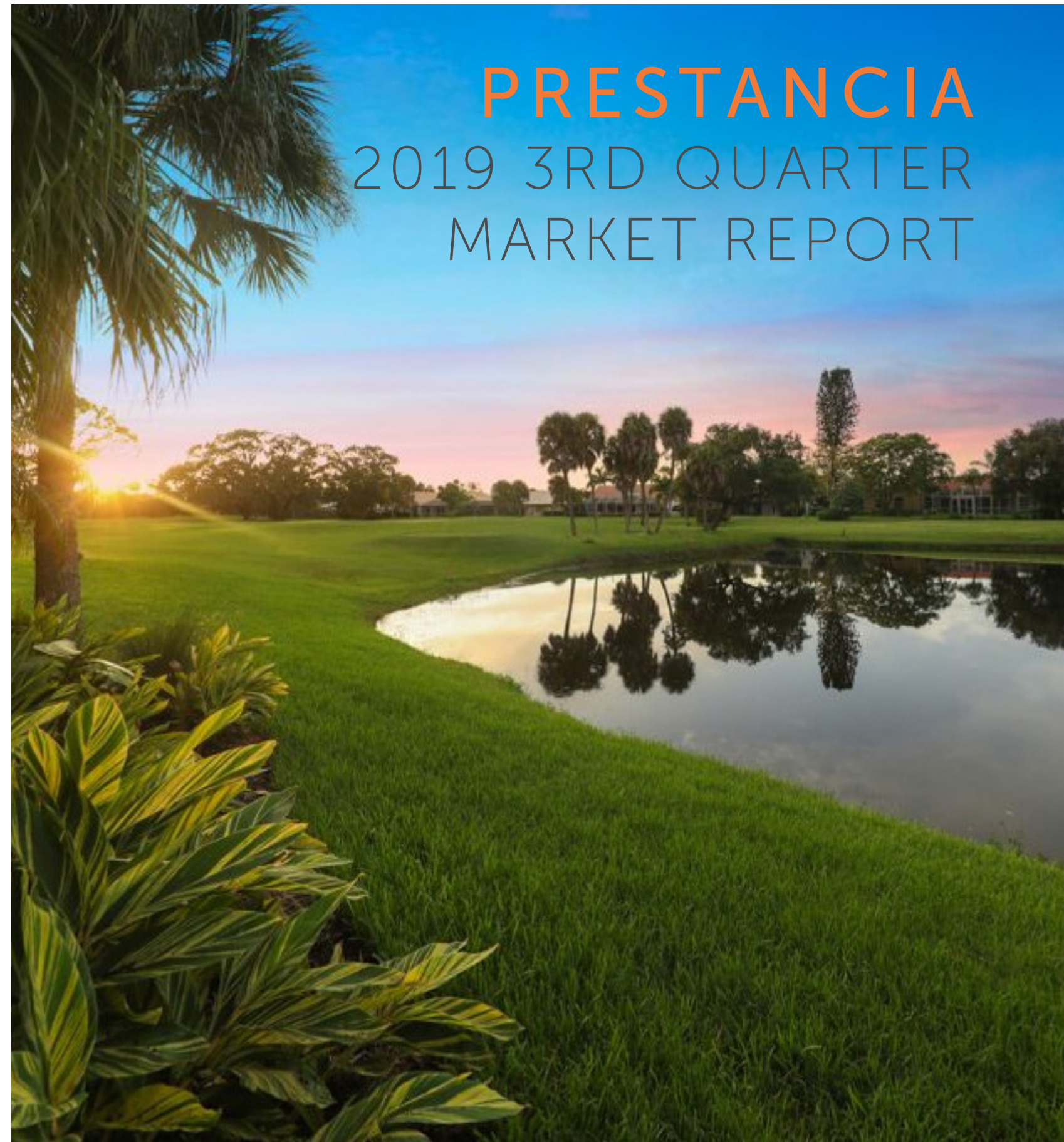
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PRESTANCIA 2019 3RD QUARTER MARKET REPORT



2019 3RD QUARTER MARKET REPORT

SUMMARY OF SINGLE FAMILY HOME SALES IN PRESTANCIA

Year	Homes Sold	Current Lisitngs	Months Supply	Average Sold Price	Avgerage SP/SqFt
2019	9	15	15.0	\$646,556	\$181
2018	12	8	6.0	\$720,833	\$206
Change	-33.33%	47%	60%	-11%	-14%

SINGLE FAMILY HOME SUMMARY

Activity remained consistent in the third quarter with a lower number of sales compared to last year. There were 9 single-family home sales in Prestancia year-to-date compared to 12 in 2018. We are still seeing the average sold price and average sold price per square foot decrease primarily due to the sales of homes that have not been significantly improved and therefore are selling at a lower price. The price per square foot for single-family homes this year has varied from \$239.51 to \$121.46.

SUMMARY OF CONDO/VILLA SALES IN PRESTANCIA

Year	Condos/Villas Sold	Current Lisitngs	Monthly Supply	Average Sold Price	Avgerage SP/SqFt
2019	10	12	10.8	\$386,750	\$166
2018	17	8	4.2	\$416,118	\$165
Change	-70%	33%	61%	-8%	1%

CONDO/VILLA SUMMARY

The number of condo and villa sales were down through the third quarter compared to last year. Although the average sold price and average sold price per square foot decreased in the third quarter, the average sold price per square foot is still slightly ahead of last year. This is the result of the benchmark sale in the first quarter of an updated free-standing villa with a pool and golf course views selling at \$205 per square foot. The price per square foot for condo and villa sales varied from \$197.14 to \$133.11.

FEATURED PROPERTIES FOR SALE



3917 BOCA POINTE | \$1,250,000
4 bedrooms, 3.5 baths, 5,081 square feet



4175 ESCONDITO CIRCLE | \$745,000
3 bedrooms, 2.5 baths, 5,051 square feet



4250 BOCA POINTE DRIVE | \$945,000
4 bedrooms, 4.5 baths, 4,372 square feet



7242 VILLA D ESTE DRIVE | \$450,000
3 bedrooms, 3 full baths, 2,887 square feet



4634 MIRADA WAY #32 | \$630,000
3 bedrooms, 3 full baths, 3,199 square feet



7367 VILLA D ESTE DRIVE | \$585,000
3 bedrooms, 3 full baths, 3,046 square feet

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