

DYNAMIC, PROFESSIONAL AND PERSISTENT

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 \$500 Million in or pending sales since joining Sotheby's International Realty in 2007.

CALL TODAY FOR A CONFIDENTIAL CONSULTATION



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PRESTANCIA
MARKET REPORT

2018 YEAR END MARKET REPORT

SUMMARY OF SINGLE FAMILY HOME SALES IN PRESTANCIA

Year	Homes Sold	Current Lisitngs	Monthly Supply	Average Sold Price	Avgerage SP/SqFt
2018	14	15	13	\$711,786	\$204
2017	13	8	7	\$758,538	\$202
Change	7.69%	87.50%	85.71%	-6.16%	0.99%

SINGLE FAMILY HOME SUMMARY

The number of single-family home sales in Prestancia through the fourth quarter of 2018 increased by one compared to 2017. While the overall average sales price in 2018 has dropped by more than \$46,000, it is important to note that the average sold price per square foot has increased slightly from the prior year. In 2018, of the 14 single-family home sales, half were sold above \$206 per square foot which is a direct result of how updated a home was when it sold. In 2018, single-family home sales varied from \$255 to \$150 per square foot.

SUMMARY OF CONDO/VILLA SALES IN PRESTANCIA

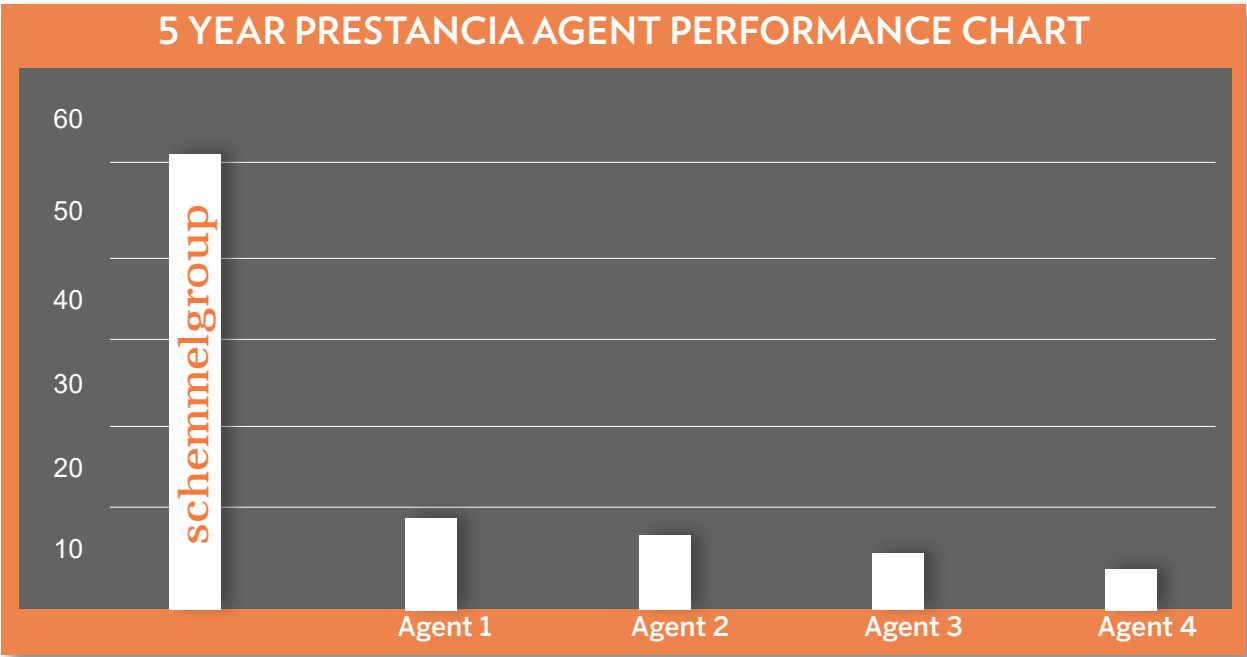
Year	Condos/Villas Sold	Current Lisitngs	Monthly Supply	Average Sold Price	Average SP/SqFt
2018	23	9	5	\$405,109	\$158
2017	28	8	3	\$416,589	\$174
Change	-17.86%	12.50%	66.67%	-2.76%	-9.20%

CONDO/VILLA SUMMARY

The number of condo/villa sales in Prestancia through the fourth quarter of 2018 decreased by 18% from 2017. The overall average sales price and average sold price per square foot are both down from 2017. This is primarily a reflection of the condition of the properties sold. The demand for maintenance-free properties remains very strong and is helped by new construction on Palmer Ranch. The high prices of new construction and low inventory will continue to put positive pressure on prices. In summary, condo/villa sales varied from \$279 to \$102 per square foot.

THE SCHEMSEL GROUP HISTORY OF SUCCESS

40% MORE BUSINESS IN PRESTANCIA THAN THE NEXT 4 AGENTS COMBINED



FEATURED PROPERTIES FOR SALE



7700 CALLE FACIL | \$749,000
4 bedrooms, 4.5 baths, 3,506 square feet



4541 MURCIA BLVD. | \$645,000
3 bedrooms, 4.5 baths, 3,241 square feet



7742 CLUB LANE | \$599,000
3 bedrooms, 2.5 baths, 3,204 square feet



7242 VILLA D ESTE DRIVE | \$499,900
3 bedrooms, 3 baths, 2,887 square feet