

# RESORTQUEST<sup>®</sup>

REAL ESTATE

## Real Estate Market Overview



Destin & Miramar Beach / 3<sup>rd</sup> Quarter (July 1<sup>st</sup> - September 30<sup>th</sup>, 2013)

### Gulf Front Destin Condos

	2013	2012		sales	avg sold \$	avg \$/sq ft
Total number of sales:	61	44				
Avg price per square foot:	\$331	\$286	0-1 bed	13	\$216,338	\$293
Average price:	\$532,097	\$445,455	2 bed	26	\$399,173	\$321
Average days on market:	133	203	3+ bed	16	\$826,531	\$352

### Gulf Front Miramar Beach Condos

	2013	2012		sales	avg sold \$	avg \$/sq ft
Total number of sales:	34	17				
Avg price per square foot:	\$363	\$335	0-1 bed	1	\$234,500	\$299
Average price:	\$547,865	\$530,853	2 bed	24	\$402,871	\$335
Average days on market:	314	389	3+ bed	7	\$910,714	\$443

ResortQuest Real Estate / *Own Where Your Heart Lives...*

## Market Snapshots

July 1<sup>st</sup> - September 30<sup>th</sup>, 2013



### Destin & Miramar Beach Single Family Detached Homes

	2013	2012
Total number of sales:	110	163
Avg price per square foot:	\$192	\$180
Average price:	\$572,638	\$476,320
Average days on market:	156	186

### Combined Residential Sales Destin & Miramar Beach

	2013	2012	Year over Year % change	
July	201	149	↑	35%
August	172	166	↑	4%
September	138	140	↓	-1%

### Destin & Miramar Beach Residential Land

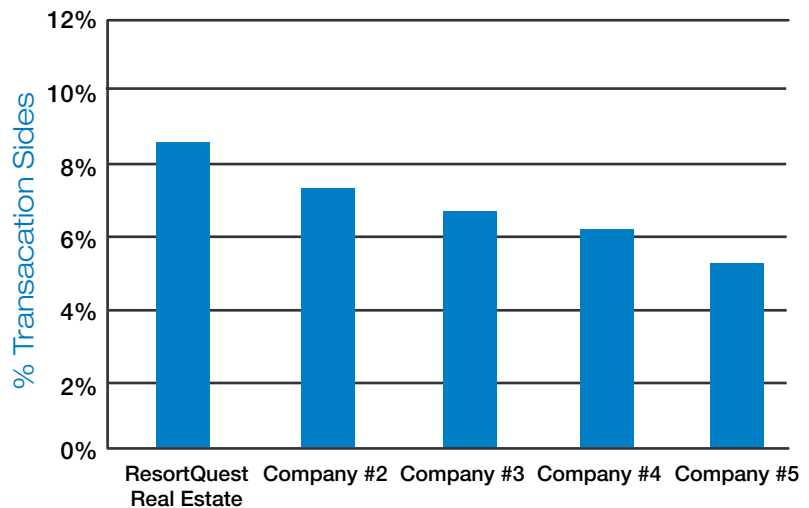
	2013	2012
Total number of sales:	49	37
Average price per acre:	\$820,890	\$720,960
Average price:	\$243,352	\$301,646
Average days on market:	220	199

2013 is continuing to be a great year to buy and sell real estate in Destin & Miramar Beach with a 12% increase in sales over the 3<sup>rd</sup> quarter of 2012, or 511 closed sales.

### ResortQuest Market Share

ResortQuest took part in 83 transaction sides in the 3<sup>rd</sup> quarter of 2013 in Destin and Miramar Beach.

We are proud to be the area's #1 company, with a ResortQuest Realtor involved in 8.4%\* of all combined residential transaction sides taking place between July 1<sup>st</sup> and September 30<sup>th</sup>, 2013.



\*Based on the Emerald Coast Association of Realtors' MLS combined residential records for Destin and South Walton West from 7/1/2013 - 10/1/2013.

## Market Snapshots / Resorts

July 1<sup>st</sup> - September 30<sup>th</sup>, 2013



### Tops'l Beach & Racquet Resort Combined Residential Sales

property	br/ba	sold \$	\$/sq ft	DOM
Captiva at Tops'l unit 23	3/3 <sup>1/2</sup>	\$575,000	\$223	18
<i>Compare to Captiva 148</i>	<i>3/3<sup>1/2</sup></i>	<i>\$469,000</i>	<i>Sold 3<sup>rd</sup> quarter 2012</i>	
The Summit at Tops'l unit 801	2/2	\$320,000	\$280	567
<i>Compare to Summit 903</i>	<i>2/2</i>	<i>\$259,900</i>	<i>Sold 3<sup>rd</sup> quarter 2012</i>	
Tides at Tops'l unit 1002	2/2	\$520,000	\$426	159
<i>Highest price paid for a 2/2 Gulf front unit since 2009!</i>				
Tops'l Beach Manor 603	2/2	\$445,000	\$364	7
Tides at Tops'l unit 510	2/2	\$342,000	\$278	81
Tides at Tops'l unit 1204	2/2	\$470,000	\$385	n/a
Tides at Tops'l unit 604	2/2	\$465,000	\$381	n/a
Tides at Tops'l unit 810	2/2	\$319,000	\$260	30
Tides at Tops'l unit 702	2/2	\$471,500	\$386	16
Tides at Tops'l unit 108	2/2	\$282,500	\$230	121
Tides at Tops'l unit 205	2/2	\$422,500	\$346	1249
The Summit at Tops'l unit 106	3/3	\$290,000	\$181	385

Sellers are holding to their list price and buyers are flocking to current Tops'l listings! The average percentage of sold to list price has been 96.54%, compared to 89.28% sold to list the 3<sup>rd</sup> quarter of last year.

### Sandestin Golf & Beach Resort Combined Residential

community	sales	avg sold \$	avg \$/sq ft	avg DOM
Beach Front	10	\$793,150	\$441	412
Beach Side	10	\$349,440	\$342	182
Bayside East	26	\$445,660	\$200	243
Bayside West	13	\$268,692	\$191	126
Burnt Pine	7	\$1,768,214	\$345	202
Village	17	\$202,324	\$232	139

Boasting 97 sales in the 3<sup>rd</sup> quarter, with only 9% bank-related (short-sale or foreclosure), sales in Sandestin have increased 18% year over year. Price per square foot is also on the rise, averaging \$277 per square foot versus last year's \$234.