

INLET CAY REAL ESTATE MARKET UPDATE

The Corcoran Group
340 Royal Poinciana Plaza Suite 302
Palm Beach, FL 33480

Forwarding Service Requested

COMPLIMENTS OF STEVEN PRESSON
"INLET CAY SPECIALIST"

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Steven Presson
340 Royal Poinciana Plaza Suite 302
Palm Beach, FL 33480



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corcoran group real estate



Steven Presson, Realtor Associate
Integrity. Persistence. Results.

Tel: (561) 843-6057

E-Mail: steven.presson@corcoran.com

Dear Steven,

Your home is one of your most important assets. Like any other investment, you should know everything you can about its value and marketability. That is why I am happy to enclose this complimentary report on sales activity in Ocean Ridge over the past year. I will send you an updated report every sixty (60) days to help you stay current on how changes in the real estate market are specifically impacting Ocean Ridge and your home. If you prefer not to receive any reports from me in the future, you can easily remove yourself from my mailing list at www.mycommunityupdate.com.



The following tables contain information on homes sold in Ocean Ridge over the past two years. Most of the information is self-explanatory. However, additional clarification may be helpful for the following statistics:

- **Annual Turnover:** This is the percentage of homes that has sold in Ocean Ridge over the past year. For example, if Ocean Ridge had 100 homes and 5 sold in the past year, your annual turnover would be 5%. This statistic measures the pace of real estate activity in Ocean Ridge. A higher turnover indicates a faster pace.
- **Avg Price per Sq Ft:** The average price per square foot is useful for understanding the average value of homes in Ocean Ridge regardless of size. For example, a 2,000 square foot home which sold for \$400,000, and a 2,500 square foot home which sold for \$500,000, both have a price per square foot of \$200. The

difference in their sale price results in part from the difference in their living area. Multiplying the living area of your home by the average price per square foot for Ocean Ridge provides a rough estimate of your home's value.

- **Difference (+/-):** This shows how each statistic has changed from one year to the next, illustrating important trends in Ocean Ridge. For example, if the Avg Price per Sq Ft was \$200.00 over the past 12 months, and was only \$180.00 the year before, it would show +\$20.00, indicating that the Avg Price per Sq Ft has increased by \$20.00 compared to the previous year.
- **Living Area:** This is the space in a home that is typically air-conditioned. It generally excludes areas such as the garage, lanai, porch, veranda, etc.
- **Beds:** This is the number of existing bedrooms in a home. The number of possible bedrooms may be greater.
- **Baths:** This is the total number of full and half baths in a home.

I hope you enjoy receiving your report every other month. I specialize in the representation of homeowners from Ocean Ridge, and believe you deserve access to the most current, objective and comprehensive information about Ocean Ridge and your home. If you require the services of a real estate professional in the future, please allow me to outline how I can help you meet or exceed your objectives. Until then...

Best Wishes,

Steven Presson

Steven Presson, Realtor Associate, Integrity. Persistence. Results.
steven.presson@corcoran.com
561.843.6057

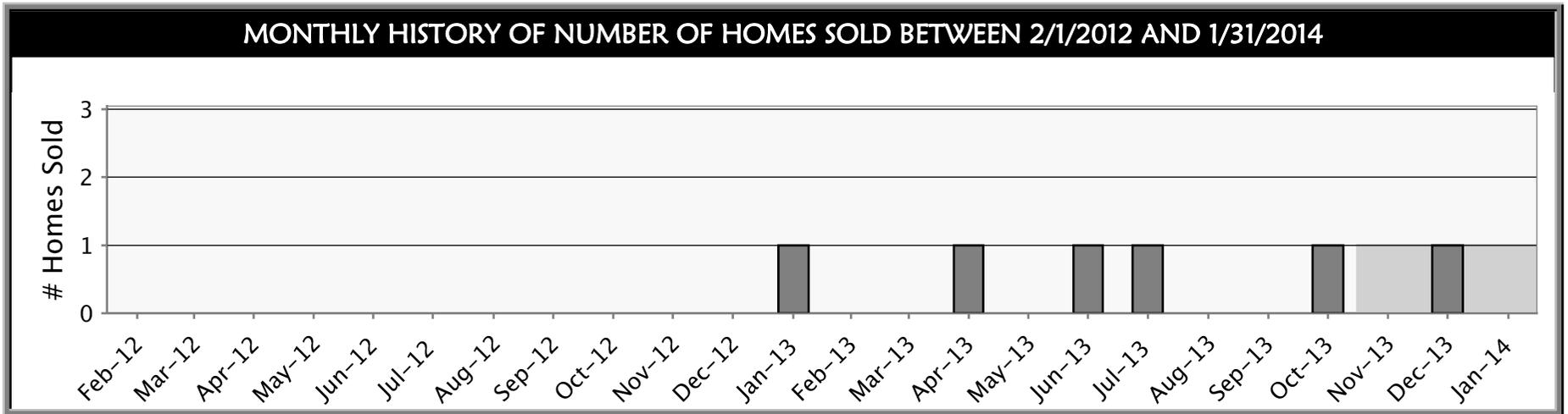
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| SUMMARY OF HOMES SOLD BETWEEN 2/1/2013 AND 1/31/2014 & COMPARISON TO LAST YEAR | | | | |
|---|------------|-----------------|----------------|---------------------|
| | Homes Sold | Annual Turnover | Avg Sale Price | Avg Price per Sq Ft |
| 2/1/2013 to 1/31/2014 | 5 | 8.2% | \$1,168,500 | \$413.47 |
| 2/1/2012 to 1/31/2013 | 1 | 1.6% | \$830,000 | \$262.58 |
| Difference (+/-) | +4 | +6.6% | +\$338,500 | +\$150.89 |

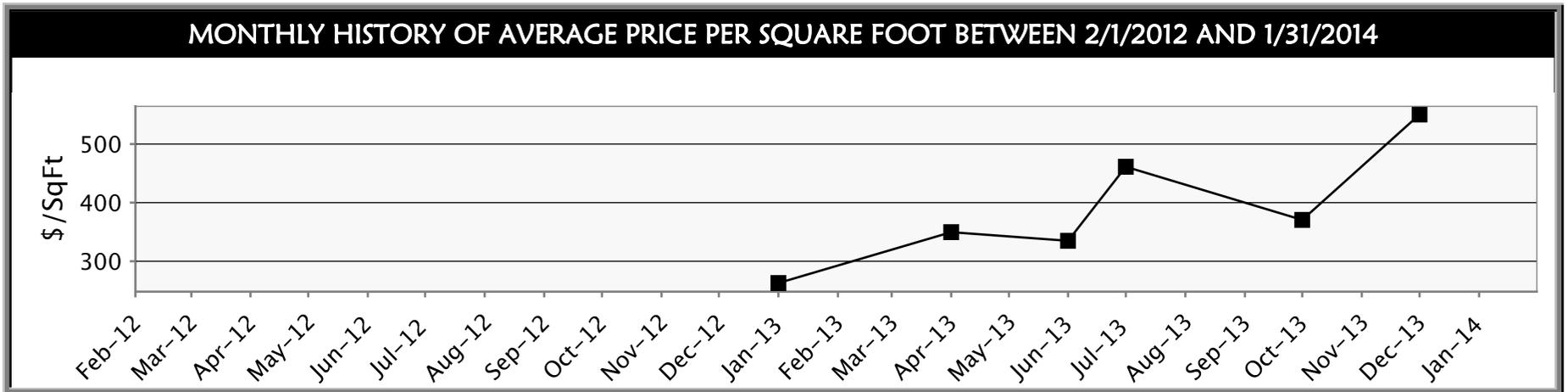
| DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 1/31/2014 | | | | | | | | |
|--|------------|------|-------|------|---------------------|-------------|-----------------|------------|
| Address | Year Built | Beds | Baths | Pool | Living Area (Sq Ft) | Sold Price | Price per Sq Ft | Date Sold |
| 58 Spanish River Dr | 1965 | 4 | 4 | Yes | 3,126 | \$1,720,000 | \$550.22 | 12/10/2013 |
| 69 Spanish River Dr | 1974 | 3 | 3 | Yes | 2,622 | \$972,500 | \$370.90 | 10/1/2013 |
| 5 Inlet Cay Dr | 1975 | 3 | 4 | Yes | 2,277 | \$1,050,000 | \$461.13 | 7/30/2013 |
| 16 Spanish River Dr | 1989 | 4 | 4 | Yes | 3,579 | \$1,200,000 | \$335.29 | 6/18/2013 |
| 51 Spanish River Dr | 1967 | 3 | 3 | Yes | 2,573 | \$900,000 | \$349.79 | 4/18/2013 |

Based on information from the Palm Beach Property Appraiser. This information may or may not include all properties sold in Inlet Cay during the reporting period. The accuracy of information in this report is dependent upon the aforementioned source, and is not guaranteed. If your property is presently listed with another broker, this is not a solicitation of that listing.

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Note: All sales may not be reported for the shaded region, as sales may take between 30-90 days to be published by the Property Appraiser.



Note: The charts do not include data points for months without any home sales.

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