



# NEWSLETTER

**Arthur & Candis Hill**  
**Hill & Hill Associates**

Mid July 2011 [www.homesandcondosemeraldcoast.com](http://www.homesandcondosemeraldcoast.com)



Market Areas We Serve	Houses	Condo's
<b>Destin (MLS 14)</b>		
Sold last yr 6/1/09— 7/18/10	350	344
Sold this yr 6/1/10 —7/18/11	321	465
<b>% Chg # sales / Avg price chg</b>	<b>-8.3% -3.5%</b>	<b>+35.2% -12.4%</b>
For Sale Inventory- 7/18/2011	317	591
<b>Miramar Beach (MLS 15)</b>		
Sold last yr 6/1/09— 7/18/10	229	400
Sold this yr 6/1/10 —7/18/11	250	451
<b>% Chg # sales / Avg price chg</b>	<b>+9.1% -10.6%</b>	<b>+12.8 -12.8%</b>
For Sale Inventory- 7/18/2011	215	468
<b>N SRB (Mack Bayou) (MLS 16)</b>		
Sold last yr 6/1/09— 7/18/10	129	10
Sold this yr 6/1/10 —7/18/11	161	12
<b>% Chg # sales / Avg price chg</b>	<b>+10.8% -6.6%</b>	<b>+20% -24.4%</b>
For Sale Inventory- 7/18/2011	124	5
<b>Santa Rosa Beach (MLS 17)</b>		
Sold last yr 6/1/09— 7/18/10	158	92
Sold this yr 6/1/10 —7/18/11	155	86
<b>% Chg # sales / Avg price chg</b>	<b>-1.9% 12.2%</b>	<b>+38.9 -15.3%</b>
For Sale Inventory- 7/18/2011	192	92
<b>Grayton Beach (MLS 18)</b>		
Sold last yr 6/1/09— 7/18/10	260	143
Sold this yr 6/1/10 —7/18/11	254	195
<b>% Chg # sales / Avg price chg</b>	<b>+1.9% +3.8%</b>	<b>+36.4% -4.7%</b>
For Sale Inventory- 7/18/2011	463	208
<b>Point Washington (MLS 19)</b>		
Sold last yr 6/1/09— 7/18/10	18	0
Sold this yr 6/1/10 —7/18/11	28	0
<b>% Chg # sales / Avg price chg</b>	<b>+55.6% -19%</b>	<b>0</b>
For Sale Inventory- 7/18/2011	30	0
<b>Fort Walton Beach (MLS 12)</b>		
Sold last yr 6/1/09— 7/18/10	702	386
Sold this yr 6/1/10 —7/18/11	660	194
<b>% Chg # sales / Avg price chg</b>	<b>-6% -3.2%</b>	<b>+4% +1.8%</b>
For Sale Inventory- 7/18/2011	378	371
<b>Niceville (MSL 13)</b>		
Sold last yr 6/1/09—7/18/10	418	13
Sold this yr 6/1/10 —7/18/11	423	14
<b>% Chg # sales / Avg price chg</b>	<b>+1.2% -3.8%</b>	<b>+7.7% +1.8%</b>
For Sale Inventory - 7/18/2011	269	31



### CHIPPING AWAY AT FOR SALE INVENTORY

HOUSES and CONDOS— Across the board, excessive inventory continues to decline, while yr over yr average sold prices drift in and out of positive gains in some areas. An increasing number of buyers are taking advantage of market conditions, either buying for cash, or taking advantage of low interest rates.

**UPON FURTHER REVIEW** The overall market numbers in the table to the left reflect unduly on the market for homes and condos built in or after 2000. Inventory is lower, and prices are bottoming or increasing slightly. Distressed sales of older properties bring the averages down significantly.

**OVERALL Emerald Coast Sales Up** A year over year comparison for the entire Emerald Coast area served by our MLS shows condo sales are up 28.1%, or 1132 vs. 1,450, and home sales up 3.4%, or 3,925 vs. 4,056. Complete sales data for Okaloosa County, according to Metro Market Trends, shows the average price of each home sold in Okaloosa in May 2011 was \$208,527, a slight increase from last May's average of \$206,004. Average townhome and condominium prices saw an even larger increase, from \$263,100 last year to \$319,991.29 this year.

**Keller Williams #1 By a Wide Margin** MLS data for the six month period Jan 1—June 30 2011 shows Keller Williams Realty, Emerald Coast Office continues to lead the entire Emerald Coast Association of Realtors, with total volume of \$76,615,017 and 365.5 "sides", leading the # 2 Office, RE/MAX Southern by \$11,458,600, and 159 "sides", #3 American Realty of NW Florida LLC by \$40,530,675, and 161 "sides". The Hill and Hill Team ranks in the top 10%. We thank you for your support. Please keep your referrals coming!

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