

VALENCIA GOLF & COUNTRY CLUB REAL ESTATE MARKET UPDATE

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COMPLIMENTS OF STEVE SCHOEPFER
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Dear Steve,

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 Valencia Golf & Country Club 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 Valencia Golf & Country Club 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 Valencia Golf & Country Club 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 Valencia Golf & Country Club over the past year. For example, if Valencia Golf & Country Club 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 Valencia Golf & Country Club. 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 Valencia Golf & Country Club regardless of size. For example, a 2,000 square foot home that sold for \$400,000 and a 2,500 square foot home that 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 Valencia Golf & Country Club 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 Valencia Golf & Country Club. 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 my report every other month. I specialize in the representation of homeowners from Valencia Golf & Country Club, and believe you deserve access to the most current, objective and comprehensive information about Valencia Golf & Country Club 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,

Steve Schoepfer

- *"Top Performance Award" 13 consecutive years*
- *Gulfshore Life Magazine's designation: FIVE STAR Best in Client Satisfaction Real Estate Agent*
- *Golden B.E.A.R. Sales Leader*
- *Licensed in Real Estate Since 1978*

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SUMMARY OF HOMES SOLD BETWEEN 12/1/2012 AND 11/30/2013 & COMPARISON TO LAST YEAR

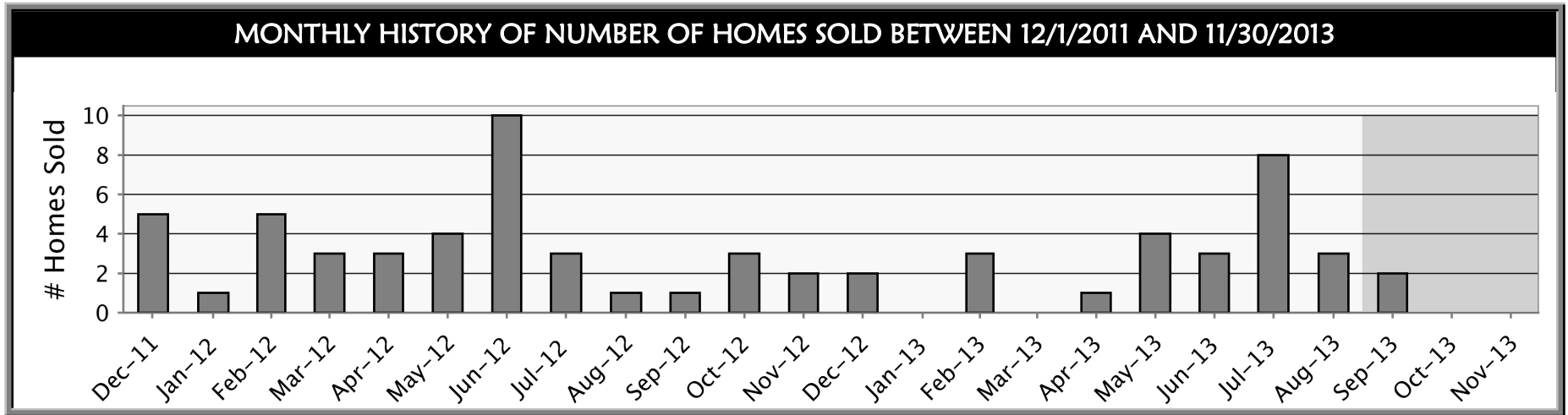
	Homes Sold	Annual Turnover	Avg Sale Price	Avg Price per Sq Ft
12/1/2012 to 11/30/2013	26	6.9%	\$252,804	\$95.90
12/1/2011 to 11/30/2012	41	10.9%	\$232,244	\$94.21
Difference (+/-)	-15	-4.0%	+\$20,560	+\$1.69

DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 11/30/2013

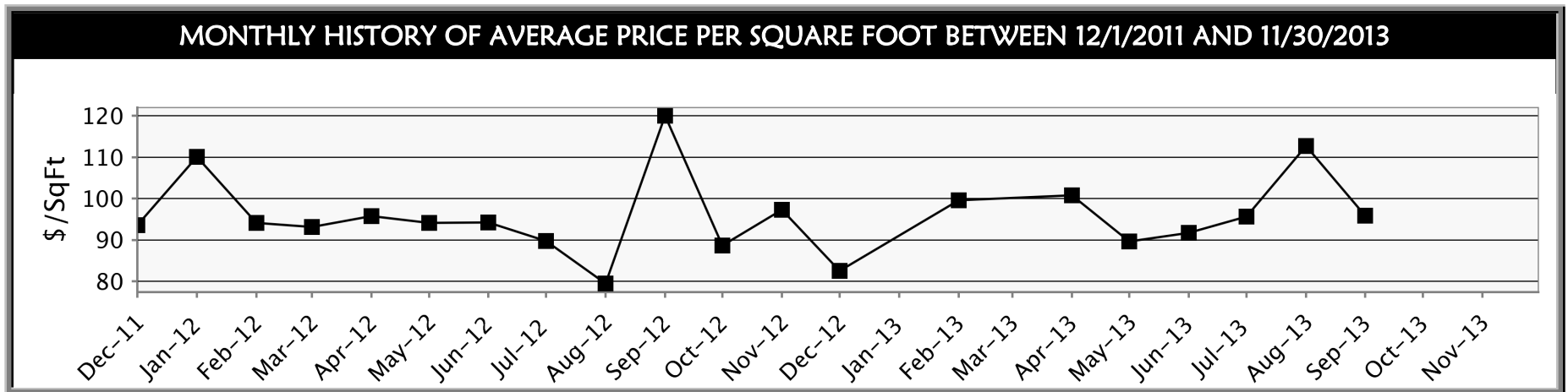
Address	Year Built	Pool	Living Area (Sq Ft)	Sold Price	Price per Sq Ft	Date Sold
1978 Par Dr	2005	No	2,733	\$265,000	\$96.96	9/25/2013
1763 Sarazen Pl	2007	No	3,692	\$350,000	\$94.80	9/25/2013
1930 Par Dr	2005	No	2,393	\$227,000	\$94.86	8/30/2013
1731 Sarazen Pl	2007	Yes	2,365	\$305,000	\$128.96	8/30/2013
2024 Par Dr	2005	No	1,848	\$211,000	\$114.18	8/23/2013
2112 Par Dr	2005	No	2,600	\$222,500	\$85.58	7/25/2013
1520 Birdie Dr	2010	No	1,831	\$220,000	\$120.15	7/24/2013
1741 Birdie Dr	2006	No	2,660	\$212,500	\$79.89	7/19/2013
1416 Birdie Dr	2012	No	2,245	\$255,000	\$113.59	7/18/2013
1637 Birdie Dr	2007	No	2,717	\$192,000	\$70.67	7/17/2013
1750 Sarazen Pl	2007	No	4,328	\$360,000	\$83.18	7/16/2013
1629 Birdie Dr	2007	Yes	1,835	\$213,000	\$116.08	7/9/2013
1654 Birdie Dr	2006	No	2,602	\$250,000	\$96.08	7/1/2013
1646 Double Eagle Trl	2006	Yes	2,622	\$265,000	\$101.07	6/28/2013
1730 Birdie Dr	2006	Yes	3,119	\$270,000	\$86.57	6/25/2013
1566 Double Eagle Trl	2005	No	3,141	\$274,900	\$87.52	6/21/2013
2002 Jacklin Ct	2006	Yes	2,769	\$300,000	\$108.34	5/23/2013
1753 Birdie Dr	2006	No	3,472	\$234,000	\$67.40	5/17/2013

Based on information from the Collier Property Appraiser. This information may or may not include all properties sold in Valencia Golf & Country Club 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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