



FOR SALE

ON ST. GEORGE ISLAND



If you own property in Franklin County, you just received your TRIM notice regarding your taxes. Recent sales have left our company's marketing machine with ample space to advertise your house or lot. We are looking for a few good Listings. **Put us to work for you!**



MLS# 259244
\$875,000

1ST TIER PLANTATION 4 BR, 3.5 BA; dramatic two-story entry foyer, huge top level master suite, garden gazebo and spa. Azalea Drive



MLS# 258931
\$149,900

2ND TIER LOT NEXT TO BEACH EASEMENT! Sandy path to Gulf, half acre lot, wind sculpted pines and reindeer moss. Suzie Court East



MLS# 256186
\$589,500

TOWERING DUNES 4 master BRs, 3 living areas, furnished, very private POOL! ELEVATOR! One-acre lot, near tennis. Sea Dune Drive



\$58,000 Each

INTERIOR ISLAND LOTS On quiet streets leading to bay access for kayaks, canoes and the best sunsets. Bradford & Brown streets



MLS# 257320
\$1,087,000

EAST END BAYFRONT 3.87 ACRES, four of the six lots in Grace Bay subdivision, three of the four lots are contiguous. East Gulf Beach Drive



MLS# 259438
\$885,000

BAYSIDE BEACH Plantation bayfront, deep water, close to the Cut, dock, boat lift, 3 BR, 2 BA, oversized garage. Turpentine Trail



MLS# 259394
\$325,000

FIRST TIER LOT Superior high elevation lot, beach easement directly across the street, 100 feet wide by 150 feet deep. West Gorrie Drive



MLS# 259686
\$170,900

PLANTATION BAYFRONT LOT One acre, deep water near Bob Sikes Cut, all Plantation amenities available. Turpentine Trail



MLS# 259257
\$169,000

SECOND TIER LOT North side of East Gulf Beach Drive, high and dry lot, a two-story house would have panoramic views from top floor.

ISLAND REAL ESTATE MARKET UPDATE

By John Shelby

After counting the sales numbers for St. George Island at the end of the second quarter, I saw the first healthy year-to-year increase in the numbers of sales at 16.66% that we have seen since 2004. Property values increase when the number of sales increase, so we should start seeing property values rise for all types of properties at a more robust rate. If this is the beginning of the next upward trend in sales and property values on St. George Island, and history repeats itself, we are in for about two or three years of increasing numbers of sales and increasing property values.

Currently, the inventory of listed properties is a bit too high for a healthy real estate market. The overstock of listings makes Buyers feel that time is on their side, so they feel that they can wait for prices to come down. Increasing numbers of sales will diminish the number of listings on the market, creating a sense of urgency in the minds of Buyers. This dynamic will begin to push Buyers to make offers closer to asking prices. Sellers and Realtors alike will feel emboldened to price new listings at higher prices as the inventory of listings declines, and Buyers feel an increasing sense of urgency to snap up the higher priced listings as they hit the market.

If my predictions happen, and history repeats itself, we will see another spike in property values like the two you

can see in the graphs on these two pages.

This graph charts actual sales of 100 foot wide beachfront lots in the Plantation. During the two upward trends in property values seen between 1992 and 1995 and then again between 2002 and 2005, *all* properties on St. George Island spiked upward during these two time periods with similar percentage increases.



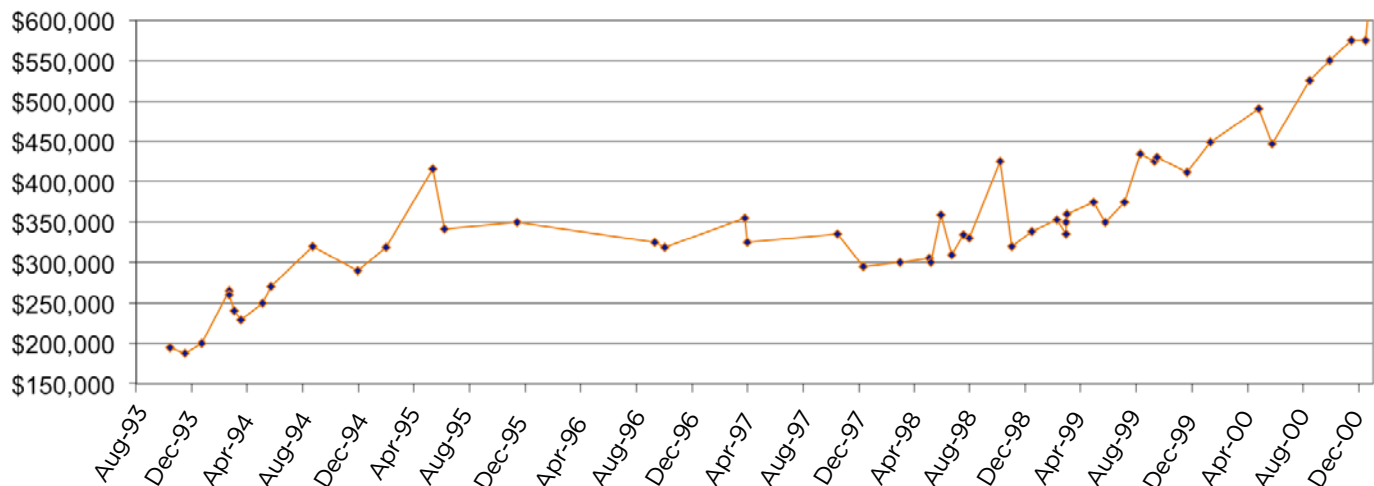
For Sellers, the time to sell is while the property values are on their way up. Waiting to time your sale at the peak of the market is more likely to leave you unable to sell when the roller coaster starts heading down again.

For Buyers, the time to buy is now, before the values increase any more. With property values just beginning to increase, you can buy with greater certainty that you won't be able to get it for less next month.

Investors may have an opportunity to buy now and turn around and sell at a higher price before the values peak again.

BEACHFRONT ONE ACRE LOTS ST. GEORGE PLANTATION 7 YEAR STUDY

Prepared by John and Kristen Shelby





MLS# 258948
\$635,000

BEACH FRONT LOT Gorgeous 100 foot wide Gulf-front Lot, near the restaurants and shopping, rare opportunity. West Gorrie Drive



MLS# 257405
\$1,333,333

PLANTATION BEACHFRONT WITH POOL Rental income over \$150,000, 4 BR, 3 BA, Spa Tub, underhouse kitchen/cabana area. Nautilus Drive



MLS# 258720
\$843,500

PLANTATION BEACHFRONT 100 foot wide, one acre, NOT located next to a public easement, adjacent lots are still vacant. Coral Reef Road



MLS# 256578
\$59,900

PLANTATION LOT Dry, full acre, bay side lot, one lot in from Leisure Lane, includes all amenities (tennis, pool, air strip). Harbor Light Lane



MLS# 255558
\$485,000

BAY COVE FRONT Private dock and screened pool, huge home, 5 BR, 4 BA, 3 LR, 2 kitchens, 2 bay garages. End of 12th Street

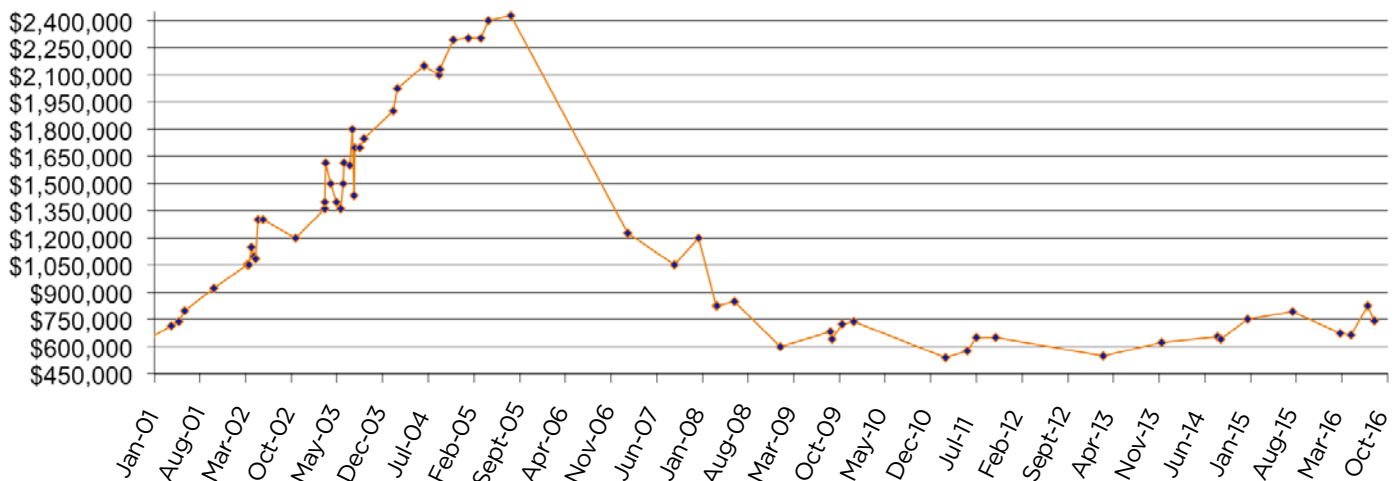


MLS# 259011
\$99,000

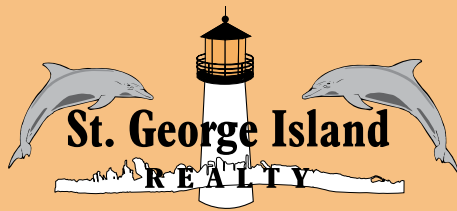
ISLAND BUILDING SITE One lot from the corner of 6th Street, easy beach access & near park on Apalachicola Bay, beautiful palm trees. East Pine Ave

BEACHFRONT ONE ACRE LOTS **ST. GEORGE PLANTATION 17 YEAR STUDY**

Prepared by John and Kristen Shelby



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MLS# 259967
\$99,000

CORNER LOT on a paved section of East Pine, location provides access to the beach via 5th Street, adjacent lot is also for sale. East Pine Avenue



MLS# 258403
\$319,000

1ST TIER EAST END LOT One acre, 5 foot easement to beach on west side, bike path on north side, no HOA fees. East Gulf Beach Drive



MLS# 255436
\$149,000

SUNSET BEACH LOT Right across the street from the beach, gated entry, community pool, tennis court, brick paver road, REO. Sunset Drive



MLS# 259416
\$555,000

GREAT 2ND TIER GULF VIEW HOME 5 BR, 4-1/2 BA, 2390 sq. ft., fireplace, tile floors, private pool, furnished. East Gulf Beach Drive



MLS# 259729
\$130,000

EAST END 2ND TIER LOT Clipper Bay, 1.22 acres, spacious Gulf views, bay fishing from community dock, assigned boat slip, community pool.



MLS# 256856
\$295,900

BAY FRONT LOT Great one acre East End bay front lot, white sandy beach, private location on a quiet street with nice houses. Watkins Cove



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