



Data shows increase in sales and prices

Neighborhood numbers

Tallahassee Realtor Don Pickett tracks home data in Leon County's four quadrants, with numbers trending up for sales and sold prices in northeast.

When you read articles, such as this one, that report the number of sales and prices going up or down, they frequently are based on overall Leon County data. What you really want to know is what is happening in your neighborhood or subdivision.

The Leon County trend is not necessarily the case for every location in the county, such as each of the four quadrants and each subdivision. There are different factors that can affect the number of sales and

prices. A good example is when a developer brings on the market a small subdivision that sells out very quickly. Such is the case with the Palafox subdivision developed by Premier Construction Company. All 17 sales were reported in 2012 and 2013 and there are none currently on the market for sale. The Palafox subdivision is one of many not included in this report as a result.

The graphics displayed here are for a 12-month period. For 2014 it is from Sept. 1, 2013 to Aug. 31, 2014 and the like period for 2015. Only subdivisions with three or more sales in

both 12 month periods are included. The color codes in yellow indicates an increase, orange a decrease and a blank is no change.

The number of sales increased 20 percent for the county and every quadrant increased, with the largest increase being 26 percent in the NE quadrant. The sold price increased 6 percent for the entire county with the largest increase being 27 percent in the SW quadrant.

There are 129 subdivisions included in this report of which approximately 59 percent had an increase in the number sales and 61 percent had an increase in sold price.

Of note, I did not include SouthWood in the SE quadrant data and reported it separately. SouthWood sales make up one-third of the sales in the quadrant; and, not similar to the general market in the quadrant.

How is this subdivision report is to be used?

All the data shown, relative to price, is to be used to indicate a trend, not an absolute value. The sales data used for some subdivisions included sales that were not "at-arms-length," where the seller did not have financial issues regarding their mortgage. Some sales, were "short-sales" and "bank/lender owned" homes which negatively affected the average sold price.

Here is a recommendation for homeowners who either currently have their home on the market or will be doing so in the future — have a conversation with your Realtor frequently about the current market as it relates to your home and make changes to improve the attraction for buyers. Owners putting their home on the market should find a full time Realtor with a good track record. It's highly recommended you have an appraiser to help determine market value.

In today's real estate market the three key words for success in getting your home sold are: price, condition and location.

Donald Pickett, Realtor, GRI is with Coldwell Banker Hartung and Noblin, Inc. and Tallahassee Market Trends N Research. Contact him at donpick@aol.com.

Donald Pickett

Special to the Homefinder

	2014	2014	2015	2015		
AREA	UNITS SOLD	AVERAGE SOLD PRICE	UNITS SOLD	AVERAGE SOLD PRICE	SALES CHANGE	SOLD PRICE CHANGE
LEON COUNTY	2410	\$209,473	2897	\$222,210	20%	6%
NE AREA	1336	\$260,794	1690	\$281,305	26%	8%
Arbor Hills	19	\$125,300	9	\$137,700		
Arvah Branch	3	\$252,667	6	\$229,667		
Avondale	10	\$189,556	7	\$202,400		
Benjamin's Run	5	\$180,980	5	\$217,500		
Betton Hills	31	\$340,261	42	\$327,603		
Bobbin Brook	4	\$526,801	11	\$666,536		
Buckhead	8	\$410,564	10	\$462,985		
Bull Run	60	\$301,948	67	\$317,882		
Camelot Park	15	\$157,820	24	\$153,903		
Cameron Chase	10	\$218,650	8	\$216,688		
Centerville Conservation	5	\$615,196	9	\$669,702		
Chemonie Crossing	11	\$354,227	11	\$339,627		
Countryside at Benjamin's	4	\$204,225	6	\$197,596		
Durward	6	\$314,000	4	\$379,850		
Eagles Ridge	7	\$260,508	6	\$278,050		
Eastgate	18	\$137,977	10	\$155,311		
Easton Glen	3	\$215,000	9	\$239,500		
Emerald Acres	3	\$233,333	10	\$225,650		
Evening Rose	4	\$234,900	5	\$247,500		
Foxcroft	12	\$203,613	16	\$202,373		
Gardenia Gardens	4	\$366,400	5	\$239,875		
Glen at Golden Eagle	5	\$186,600	6	\$194,833		
Golden Eagle	48	\$432,491	41	\$436,931		
Goose Creek	12	\$209,500	6	\$234,000		
Greens of Killearn	5	\$260,600	7	\$290,143		
Hawks Landing	5	\$320,487	7	\$311,857		
Highgrove	5	\$432,200	10	\$439,220		
Homestead Ridge	7	\$188,070	5	\$207,400		
Inglewood	4	\$135,875	4	\$150,050		
Killearn Acres	51	\$155,261	57	\$175,686		
Killearn Commons	8	\$180,863	15	\$184,305		
Killearn Estates	108	\$243,014	123	\$243,623		
Killearn Lakes	115	\$196,941	163	\$201,651		
Kingsmill	4	\$262,277	11	\$268,911		
Lafayette Oaks	15	\$275,900	13	\$276,350		
Lenox Mill	4	\$269,500	10	\$272,345		
Luna Plantation	7	\$358,143	10	\$344,950		
McBride Estates	6	\$272,857	11	\$348,545		
Meadowbrook	10	\$172,990	13	\$155,579		

Melody Hills	6	\$154,365	11	\$170,977		
Mission San Miguel	5	\$337,046	8	\$333,537		
Observation Pointe	15	\$232,533	4	\$241,275		
Ox Bottom	25	\$410,300	61	\$388,536		
Park Charleston	7	\$269,773	7	\$269,571		
Persimmon Hill	4	\$475,026	3	\$473,333		
Piedmont Park	9	\$242,278	11	\$234,027		
Piney Z	36	\$214,877	46	\$208,102		
Quail Valley	3	\$395,000	5	\$394,600		
Royal Oaks	10	\$202,150	14	\$208,136		
Sable Chase	6	\$215,183	4	\$201,100		
Sedgefield	6	\$135,425	7	\$172,929		
Shannon Forest	13	\$188,638	15	\$194,436		
Stoney Creek	4	\$246,250	7	\$272,214		
Summerbrooke	35	\$336,066	32	\$361,970		
The Antlers	4	\$272,475	4	\$251,750		
The Glen at Golden Eagle	9	\$169,939	7	\$175,914		
The Groves at Summerbrooke	4	\$198,500	7	\$173,583		
The Highlands at Northampton	3	\$191,267	3	\$189,000		
Velda Oaks	9	\$246,475	23	\$263,551		
Vieux Carre	4	\$446,250	4	\$434,375		
Villages at Maclay	4	\$239,500	4	\$229,750		
Waverly Hills	15	\$247,695	15	\$319,493		
Weems Plantation	16	\$158,567	25	\$166,556		
Woodgate	7	\$195,071	10	\$172,740		

	2014	2014	2015	2015		
AREA	UNITS SOLD	AVERAGE SOLD PRICE	UNITS SOLD	AVERAGE SOLD PRICE	SALES CHANGE	SOLD PRICE CHANGE
NW AREA	540	\$140,364	640	\$144,924	19%	3%
Astoria Park	7	\$116,357	10	\$116,490		
Autumn Woods	9	\$75,903	12	\$83,658		
Cortona Hills	15	\$331,439	9	\$341,444		
Edinburgh Estates	7	\$190,000	8	\$171,772		
Farmview Estates	5	\$203,100	3	\$208,367		
Forest Heights	12	\$125,004	10	\$109,060		
Harbinwood North	9	\$190,925	5	\$148,432		
Heritage Village	6	\$82,200	5	\$95,225		
Holly Hills	13	\$132,373	13	\$149,795		
Hunters Crossing	6	\$222,650	4	\$230,750		
Huntington Woods	15	\$82,147	15	\$98,548		
Kirkwood	4	\$170,975	6	\$161,580		

Lake Jackson Heights	7	\$97,633	15	\$103,802		
Lakebreeze	3	\$166,067	5	\$313,675		
Lakeshore Estates	10	\$144,890	16	\$169,627		
Lakeside	8	\$141,863	12	\$146,003		
Lakewood Estates	5	\$58,600	6	\$68,000		
Lakewood Village	6	\$117,100	12	\$100,818		
Park Terrace	4	\$145,600	7	\$133,568		
Parkhill	7	\$74,743	12	\$72,845		
Parkside	7	\$136,200	11	\$131,823		
Pine Tip Hills	5	\$316,900	10	\$355,150		
Plantation of Tallahassee	6	\$176,760	5	\$215,900		
Plantation Woods	10	\$99,519	21	\$110,186		
Rocky Hill	7	\$138,682	9	\$138,250		
Runnymede	3	\$112,500	6	\$102,033		
Russell's Pond	7	\$101,129	10	\$100,399		
Sagebrook Mill	5	\$167,080	9	\$176,361		
San Luis Ridge	6	\$137,208	10	\$199,175		
Scenic Heights	5	\$120,200	4	\$123,167		
Settlers Creek	7	\$146,333	18	\$126,517		
Settlers Springs	7	\$139,429	13	\$142,192		
Suburban Hills	7	\$108,548	8	\$157,143		
Summerlake	12	\$189,417	5	\$197,733		
Terrence Heights	8	\$132,850	13	\$99,763		
Tippecanoe Hills	8	\$179,676	9	\$213,882		
Tower Oaks	7	\$94,800	4	\$103,220		
Town N Country Park	13	\$137,908	11	\$118,568		
Westbury	4	\$133,514	4	\$143,950		
Westover	7	\$86,400	12	\$84,475		
Woodbriar	5	\$107,025	6	\$120,667		

	2014	2014	2015	2015		
AREA	UNITS SOLD	AVERAGE SOLD PRICE	UNITS SOLD	AVERAGE SOLD PRICE	SALES CHANGE	SOLD PRICE CHANGE
SE AREA (excluding Southwood)	245	\$123,967	266	\$125,077	9%	1%
SOUTHWOOD	122	\$332,797	131	\$305,116	7%	1%
Apalachee Ridge	6	\$27,446	16	\$42,195		
Blairstone Forest	5	\$137,180	5	\$115,071		
Dry Creek Run	7	\$113,643	4	\$118,167		
Frontier Estates	4	\$90,625	5	\$132,610		
Golden Pheasant	4	\$296,372	5	\$302,900		
Greys Run	3	\$217,667	3	\$266,000		
Indian Head Acres	27	\$155,394	22	\$153,333		
Lake Heritage Estates	3	\$70,633	5	\$89,680		
Meadows at Woodrun	8	\$101,638	12	\$115,504		
Pebble Brooke	11	\$120,617	6	\$141,245		
Richland	8	\$139,813	6	\$134,583		
Timber Lake	12	\$99,458	11	\$112,841		
Woodland Drives	14	\$211,887	17	\$183,769		

	2014	2014	2015	2015		
AREA	UNITS SOLD	AVERAGE SOLD PRICE	UNITS SOLD	AVERAGE SOLD PRICE	SALES CHANGE	SOLD PRICE CHANGE
SW AREA	166	\$73,358	174	\$93,131	5%	27%
Azalea Park	6	\$67,300	3	\$83,333		
Blounts Camps	4	\$92,125	5	\$143,625		
Capital City Estates	4	\$33,863	6	\$38,994		
Elberta Empire	6	\$26,053	6	\$49,083		
Lone Star Camp	4	\$119,875	3	\$243,333		
Mabry Manor	13	\$55,181	8	\$59,688		
Parramore Shores	3	\$281,667	3	\$215,300		
Seminole Manor	7	\$53,071	4	\$51,375		
Villages at Wilson Green	8	\$83,175	7	\$87,607		
Villas at Pine Forest	7	\$148,824	5	\$141,976		
Weaver Circle	5	\$45,584	3	\$72,500		