Portfolio Volume Eighteen, Number One : All the finest John's Island has to offer





On the cover



1 : 21 Dove Plum Road : Commanding one of the best riverfront views available in John's Island is this magnificent 3BR/4.5BA residence perfectly sited along the peaceful Indian River. The expansive grounds feature a generous private garden and boat dock with lift. This uniquely designed retreat captures the essence of indoor/outdoor living with a tropical courtyard pool as the focal point of every room accessible by pocket sliding doors throughout. Graceful pavilions with connecting terraces and lanais grace the 5,075± square foot home overlooking spectacular mile-wide river views. High ceilings, a gourmet island kitchen adjoining the family room, stately living room, handsome study with custom built-ins and luxurious master suite highlight this elegant retreat. \$4,875,000

November Record Activity. Inventory Plunges 37%!

November was a record month, since our inception in 1969, with 35 properties sold/under contract! This resulted in a diminishing inventory from 146 listings at the beginning of the year to 93 today – a 37% drop. Currently, 7% of our market is for sale, down from almost 13%.

With all of the recent activity, buyers are realizing now is the time to take advantage of the attractive values and supply still available. A sense of urgency that has been missing for the past few years has come back into the market.

Our state-of-the-art website, Johns Island Real Estate.com, has proven to be one of our most powerful marketing tools, allowing clients, members, prospects and brokers all over the world to access our full inventory. It is the only place where the public can see all of the amenities and exclusive lifestyle at John's Island.

It has been touted that MLS gives brokers in Indian River County an edge, however with our full inventory on over 25 partner sites including Trulia.com, Zillow.com, and LuxuryRealEstate.com, we not only make available our full inventory to those brokers, but to every person and broker in the U.S. and internationally.

Sel.

105 Properties Sold/Under Contract Since January 2013



Our company is 100% dedicated to John's Island, and nowhere else.

#1 in Sales

With over 95% of the sales in John's Island, no other agency even comes close.

Exclusive John's Island Focus

We know John's Island, we love John's Island and we *exclusively* market John's Island. We know every address, and understand all aspects of the John's Island lifestyle, property ownership, memberships and architectural review standards. And we put every ounce of energy and resources into it.

We live in John's Island

Our sales executives live here year-round. We are the *only* real estate company conveniently located on-site, and open seven days a week. Our clients are given personalized tours of John's Island, and introduced to other members. That is the very fabric of who we are and what we do.

Laser-Targeted Marketing

We fish in better ponds and get the right bites. With our comprehensive marketing tools – from new lead generation programs to our exclusive national and international network of luxury brokers and partners – word spreads fast in all the right circles.

www.JohnsIslandRealEstate.com

Our website is one of our most powerful marketing tools. It is the only Internet resource focused solely on the legendary John's Island lifestyle, world-class amenities and properties. Combined with our aggressive SEO and SEM strategies, we average over 8,000 visitors per month from over 200 countries.

Leveraging Our Connections

Networking equals success. We leverage our long-standing relationships to sell John's Island and only John's Island. We don't wait for buyers to come to us, we go directly to them. Our 'on the road' live presentations take the John's Island message to targeted, pre-qualified audiences in clubs all over the country.

Community Support

As an annual, major supporter of the John's Island Community Service League (JICSL), we also continue to be the driving force behind some of the most successful non-profit agencies in Indian River County, including the Environmental Learning Center (ELC), Riverside Theatre, Vero Beach Museum of Art, and Indian River Land Trust.

Data for this report based on data by John's Island Real Estate Company for sales during the period January 1, 2013 through December 11, 2013. Information deemed reliable but not guaranteed. JIRE is not responsible for its accuracy.

Follow "Johnny" this season



This Christmas, John's Island Real Estate Company proudly sponsored an endangered loggerhead sea turtle, named "Johnny", with the Sea Turtle Conservancy's annual *Tour de Turtles* migration marathon, a program that conducts valuable research and raises public awareness about sea turtles and their environment.

Before releasing each turtle, STC scientists attach a satellite transmitter to its shell. The GPS tracking device allows STC and the public to track the turtles for one to two years as they migrate from their nesting beaches to their foraging grounds. You and your family can follow Johnny and the turtles' migrations online at <u>www.TourDeTurtles.org</u>.

Did You Know?

- Sea turtles have existed for over 100 million years and are the most important indicators of the health of the world's marine and coastal ecosystems.
- 90% of the sea turtle nesting takes place on Florida beaches. Nesting season is from May through October.



Giving back



For decades, the employees of John's Island Real Estate Company have supported the United Way Campaign of Indian River County. We

are very proud to announce that, for the 3rd consecutive year, we have achieved 100% participation from our staff. In recognition of our support, Bob Gibb, on behalf of the company has matched our contributions, doubling our impact. Visit <u>www.UnitedWayIRC.org</u> for more information.



In the news

The Winter issue of *American Luxury Estates* (Eastern Edition) features one of our remarkable waterfront properties, **201 Sandpiper Point**, on its cover. Mailed to their private lists on a quarterly basis, it is also distributed to the most affluent areas from Maine through Florida including a digital version sent to high-net worth individuals worldwide.



Featured Listings



2 : 400 Beach Road #154 : Enjoy gentle ocean breezes from this furnished 1BR/1BA studio efficiency just steps to the Beach Club. This 590± SF northwest corner unit features a kitchenette, full bath, utility closet, private beach access and a tropical courtyard pool. \$130,000



3 : 400 Beach Road #142 : Beautifully updated, this furnished 1BR/1BA efficiency is conveniently located next to the new Beach Club. Light and airy, features include 590± SF, ocean views, plantation shutters, kitchenette, luxurious bathroom, washer/dryer and private beach access. \$255,000



4 : 777 Sea Oak Drive #717 : Two-story, 2BR/2BA, end-unit townhouse overlooking lush tropical pool. Located in private North Village, features include 1,500 \pm SF, living room with two terraces, vaulted ceiling master suite with balcony, 1-car garage, and access to the private tennis courts and heated pool. \$275,000



5 : 400 Beach Road #131 : This desirable, furnished, 1BR/1BA, oceanfront studio efficiency enjoys gorgeous, panoramic ocean views. Boasting 590± SF features include a kitchenette, walkin closet with washer/dryer, private courtyard pool and beach access. Conveniently located next to the new Beach Club and all Club facilities. \$285,000



6 :777 Sea Oak Drive #732 : Located in North Village, this renovated 2BR/2BA townhouse overlooks the lush, tropically landscaped pool. Offering 1,500 \pm SF, features include desirable southern exposure, spacious living room with terrace, new kitchen, custom millwork, 1-car garage, and access to private tennis courts and pool. *S* \$295,000



7 : 777 Sea Oak Drive #711 : Built for the active family, this beautiful 3BR/3BA townhouse showcases scenic fairway and lake views. Located within North Village, it features 1,900± SF, generous living room with terrace, upper level master suite and guest bedroom with balconies, 1-car garage and private tennis courts and pool. \$435,000





8 : 777 Sea Oak Drive #707 : Remodeled to perfection! Furnished, two-story, 3BR/3BA, coveted corner unit with exquisite golf and water views within private North Village. Features 1,900± SF, updated kitchen, custom wet bar with wine refrigerator, two terraces, 1-car garage, private tennis courts and heated pool. \$450,000



9 : **550 Beach Road #119** : Conveniently located near the Beach Club is this updated, furnished, 2BR/2BA oceanfront condominium. Overlooking expansive pool and ocean views, features include $1,520\pm$ SF, generous living room with dining area and wet bar opening onto the lanai, updated kitchen, and private pool and beach access. G \$470,000



10 : 777 Sea Oak Drive #701 : Showcasing spectacular golf and water views is this furnished, 3BR/3BA coveted corner unit boasting 1,900± SF. Features a generous living room with additional side terrace, upper level master suite and guest bedroom with covered balconies and access to private tennis courts, pool and 1-car garage. \$495,000



14 : 450 Beach Road #223 : Brilliant ocean views are showcased in this immaculate 2BR/2BA condominium located a short walk to the Beach Club. Enjoy panoramic ocean views throughout the 1,520± SF unit featuring tile floors, enclosed lanai, expansive living room, dining area with wet bar, sunlit kitchen and master bedroom. \$650,000



15 : 111 John's Island Drive #18 : Ideally in the heart of John's Island is this desirable, exquisitely renovated 3BR/2.5BA tennis townhouse with private entrance. Features $2,100\pm$ SF, lush golf views, expanded living room, custom built-ins and bar, gourmet kitchen, expanded 2nd floor master suite, private patios and two single-car garages. *(mandatory G)* \$650,000



11 : 450 Beach Road #122 : Conveniently located a short distance to the Beach Club is this beautiful 2BR/2BA oceanfront condominium. Offering 1,590 \pm SF, it affords an expansive living room with wet bar adjoining the enclosed lanai, bright kitchen, prevailing ocean breezes, pool and private beach access. *S* \$525,000



12 : 111 John's Island Drive #9 : Gorgeous 3BR/3BA, 1,900± SF, lush golf views, private entrance and terrace, western exposure, custom built-ins, gourmet kitchen, bright interiors, upper level master suite with balcony overlooking fairway views. \$625,000



13 : 341 Silver Moss Drive : Nestled along a private stretch of the South Course is this beautiful 2BR/2BA golf cottage. This desirable 1,750 \pm SF residence affords lush golf views, convenient access to the south gate, trayed ceiling living room, dining area, expansive lanai, spacious bedrooms and a bonus office. **G** \$650,000



16 : 500 Beach Road #203 : This updated 3BR/2BA, end unit condominium, located in a separate four-unit oceanside building with private entrance, is ideally located a short walk to the Beach Club. Overlooking expansive lawn and oceanside views, features include 1,800± GSF, custom moldings, generous lanai with wet bar, and multiple exposures. *G* \$675,000



17 : 141 Silver Moss Drive : Nestled along picturesque fairways of the South Course is this generous 2BR/2BA golf cottage conveniently located near all Club amenities. Boasting $1,900\pm$ SF, features include an expansive lanai with wet bar, large living room with custom built-ins, wood floors, tray ceilings and impact resistant glass windows. *G* \$680,000





18 : 183 Silver Moss Drive : A must-seel This exquisitely renovated 3BR/2BA golf cottage affords unique features rarely found in most golf cottages. Located within a short walk to all Club amenities, it affords 1,700± SF, elegant interiors, tray ceiling living room with custom built-ins, wine refrigerator, enclosed lanai showcasing spectacular golf views, top-of-the-line kitchen, rich Mexican tile floors, bonus guest room and plantation shutters. *G* \$775,000



19 : 600 Beach Road #135 : Exquisitely renovated, this gorgeous 2BR/2BA oceanfront condominium showcases stunning unobstructed ocean views. Professionally decorated interiors, 1,520± SF, quality craftsmanship, open gourmet kitchen, custom built-ins, pocket screen doors, luxurious master suite, and great location complete the picture. \$750,000



22 : 541 & 551 Sea Oak Drive : The quiet, peaceful and private environment found here is unsurpassed. Beautifully sited along the 4th fairway of the North course are two .45± acre homesites, offered separately. Enjoy serene sunsets and warm island breezes from these spectacular homesites, surrounded by matchless natural beauty, specimen oaks and golf views. These are just a few of the golf course lots remaining. \$920,000 each



23 : 650 Beach Road #145 : Exquisitely updated to perfection, this 3BR/3BA, southeast end-unit oceanfront condominium, set back from the ocean, enjoys gentle ocean breezes and expansive pool, lawn and sparkling ocean views. The open, gourmet kitchen features an island, premium appliances and storage. Features include custom millwork, quality craftsmanship, 2,000± SF, enclosed lanai, and a master suite with luxurious bath. G \$975,000



20 : 611 Indian Harbor Road : Nestled among lush tropical landscaping on a picturesque street that meanders along John's Island Sound is this 3BR/3BA residence set back from the road. The $3,766\pm$ SF home affords gorgeous, private water views of Indian Lake, high ceilings, spacious living areas, large master suite and detached guest cabana. *G* \$840,000



21 : 700 Beach Road #247 : Enjoy a private entrance to this beautifully updated and furnished, 3BR/2BA oceanside condominium located in a separate building. With only four units per side building, privacy is paramount. Spacious room, bright interiors and ample storage make this 1,825 \pm SF residence a rare find. Features include a galley kitchen, generous living room, and an expansive lanai with wet bar showcasing the panoramic pool and oceanside views. *G* \$895,000



24 : 261 Sabal Palm Lane : Nestled along picturesque fairways of the South Course is this charming 4BR/4BA home located along a quiet cul-de-sac street. Lush tropical landscaping frames this 4,084 \pm SF residence featuring a generous living room with fireplace adjoining the open kitchen and family room with a pecky cypress tray ceiling, master suite with sitting area, high ceilings, pool/spa and golf views. *G* \$1,285,000



25 : 350 Sabal Palm Lane : Nestled on a large .69± acre lot with lush tropical landscaping on a quiet no-thru street is this elegant, 4BR/5.5BA residence designed to capture panoramic fairway and lake views of the South Course. Conveniently located near the south gate, this 6,648± SF home features generous rooms, library with fireplace, dining room, upper level bedrooms and master suite each with balconies overlooking spectacular pool, golf and water views. Privacy is paramount. *G* \$1,295,000





26 : 250 Sabal Palm Lane : Located along a quiet cul-de-sac with lush tropical landscaping is this beautiful 3BR/4BA home designed by the noted architect, James E. Gibson. Nestled along multiple fairways and lakes, with one of the most spectacular South Course fairway views, this 3,875± SF retreat is a rare find. Voluminous ceilings, an expansive living room with fireplace, dining room, cozy family room with wet bar and built-ins and a pool complete the picture. \$1,390,000



27 : 341 Llwyd's Lane : Poised to capture spectacular views of the North Course is this beautiful 3BR/3BA residence located along a cul-de-sac street. Enjoy ample space for entertaining or relaxing in the voluminous living room with fireplace adjoining the dining room with wet bar. Sited on a .45±-acre lot, this 3,896± SF home affords an expansive family room, island kitchen, private master suite, guest bedrooms, and a paved patio overlooking unobstructed fairway views. \$1,490,000



30 : 221 Turtle Way : Positioned at the end of a quiet cul-de-sac is this immaculate three-bedroom residence offering panoramic vistas of the South Course. Boasting 5,655± SF, a double-sided fireplace separates the generous living room from the sunlit lanai where a floating staircase leads to a private guest suite affording spectacular tree-top views. Features include high ceilings, custom finishes and flooring, large master suite, exercise room, and poolside terrace. \$1,650,000



31 : 211 John's Island Drive : Desirably located in the heart of JI near all Club amenities is this exquisite 4BR/5BA residence nestled along the 18th fairway of the North Course. The spacious living room with fireplace and decorative columns flows effortlessly into the dining room and expansive lanai. Features include $4,400\pm$ SF, gourmet island kitchen with breakfast area, study/guest bedroom with full bath, and private master suite with sitting room. **G** \$1,650,000



28 : 570 Indian Harbor Road : Beautifully sited along a private stretch of the North Course is this meticulous 3BR/3.5BA family residence offering 4,130 SF. At the home's core is the open and light-filled living room with fireplace and tray ceiling, kitchen with dining area and formal dining room, with doors that open to the tropically landscaped poolside terrace. A library with wet bar, two guest ensuites, generous master suite with luxurious bathroom and a 2-car garage complete the picture. **G** \$1,495,000



32 : 270 John's Island Drive : A highly-desired location coupled with exquisite, panoramic golf and water views of the South Course make this $.59\pm$ acre homesite an ideal setting to build a custom home. Perfect for the active family, this lot-and-a-half homesite is within steps of all Club facilities and nestled along the 18th fairway with one of the best golf and water views available in John's Island with southern exposure. *G* \$2,050,000



29 : 470 Sea Oak Drive : Charming 4BR/4BA home with continuous vistas across multiple fairways of the north course from both sides of the property due to its unique location. Offering $4,333\pm$ SF, features include a generous great room with fireplace, dining area and wet bar, island kitchen that opens onto the family room and breakfast room, generous master suite, three guest bedrooms with full baths, private pool and two-car garage. **G** \$1,625,000



33 : 389 Island Creek Drive : Enjoy the private, tropical, lagoon-like setting with astonishing sunsets from this updated 3BR/3BA residence nestled along a protected cove. Offering 4,590 \pm SF on a generous .67 \pm acre lot, it overlooks stunning pool and water views of John's Island Sound. This unique family retreat features Mexican tile floors, voluminous ceilings, large great room with fireplace and wet bar, beamed ceiling family room with fireplace, updated bathrooms, bonus bunkroom, large yard & boat dock. \$2,350,000





34 : 561 Sea Oak Drive : This remarkable 5BR/4.5BA two-story residence is a must-see! Soaring ceilings, new fixtures, custom millwork and wood floors grace the professionally decorated interiors. The sunlit veranda perfectly frames the saltwater pool and fairway views. Boasting 5,000± SF, features include an expansive kitchen adjoining the family room, billiards room, newly added main level master suite, upper level guest rooms and expansive terraces. \$2,475,000



35 : **631 Indian Harbor Road** : Renovated to perfection! This exquisite 4BR/4.5BA retreat over–looks the sparkling pool with fountain and serene Indian Lake. Architectural detailing and Mexican tile floors add warmth and character. Features include 5,243± SF, voluminous living room with fireplace adjoining the expansive lanai, gourmet center island kitchen, beamed ceiling family room, billiards room with wet bar, upper level guest suite, library/bedroom, private gardens and an A/C garage. *G* \$2,650,000



38 : 228 Island Creek Drive : One of the most spectacular fairway and lake views of the South Course are enjoyed from this exquisite 4BR/4.5BA residence. Hardwood floors, vaulted ceilings with recessed lighting and custom millwork adorn this $5,624\pm$ SF home. Features include an upgraded, gourmet island kitchen with built-in service buffet and wine refrigerator, family room with wet bar, guest cabana and poolside terrace showcasing endless golf course vistas. *G* \$3,650,000



39 : 60 Gem Island Drive : This generous $1.83\pm$ acre, waterfront homesite is situated along the highly private and desirable eastern side of prestigious Gem Island and features a private boardwalk with boat dock. Lush mangroves, the playful antics of dolphin and manatee, and the meandering ibis and egrets create a relaxed atmosphere for any custom family estate. Enjoy outstanding fishing, boating and kayaking opportunities right in your own backyard. *G* \$3,925,000



36 : 140 Coquille Way : Within a short walk to the beach is this exquisite 4BR/5.5BA courtyard home located in the quaint seaside setting of Oceanside Village. Boasting $6,017\pm$ GSF, features include a gracious dining area, trayed ceiling living room with fireplace, family room, expansive porch showcasing brilliant southern views of the pool with spa, luxurious master suite, 2-car garage and an adjoining study or fourth guest bedroom with full bath. *G* \$2,750,000



37: **240 Coconut Palm Road**: Enjoy private waterfront living in this elegant 5BR/5.5BA residence sited along John's Island Sound. Set back from the road, this $6,325\pm$ SF home overlooks the tropically landscaped pool, spa, boat dock and protected wetlands from the generous covered terrace. Features include a voluminous living room with fireplace, dining room with coffered ceilings, island kitchen, family room with fireplace, library, office/guest suite, and bonus storage room. **G** \$3,565,000



40 : 810 Manatee Inlet : Located on the highly-desired John's Island Sound, offering complete privacy as well as magnificent, panoramic, waterfront views is this $2.76\pm$ acre homesite. An undisturbed natural preserve and pristine island neighbor this unparalleled parcel creating virtually no neighbors. Its exceptional size and private location allows you to build an estate of true distinction. John's Island Sound affords an abundance of wildlife and access to unlimited cruising on the Intracoastal Waterway. *G* \$5,200,000



41 : 161 Terrapin Point : One-of-a-kind! Nestled along Gem Island is this remarkable 5BR/8.5BA riverfront masterpiece with $8,000\pm$ SF, overlooking breathtaking views of the Intracoastal Waterway. Exceptional architecture, quality craftsmanship, detailed finishes and worldly design are beyond definition. Features a wine cellar, cinema room, elevator, pool, spa, sandy beach, boat dock with lift, summer kitchen and an upper level with guest bedrooms and luxurious master suite. *G* \$9,600,000



Additional listings

HOMES & ESTATES

PRICE CHANGE		\$1,295,000
		\$1,475,000
		\$1,600,000
		\$1,675,000
	G	\$1,725,000
		\$1,895,000
	G	\$2,100,000
	G	\$2,600,000
		\$4,250,000
		\$4,750,000
		\$5,850,000
		\$7,200,000
		\$7,250,000
	G	\$7,600,000
	PRICE CHANGE	G G G

HOMESITES

TOMESTES		
56. 280 Sea Oak Drive	G	\$795,000
57. 791 Shady Lake Lane	G	\$875,000
58. 80 Stingaree Point	G	\$2,300,000

59. 267 Island Creek Drive		\$2,350,000
60. 100 Stingaree Point	G	\$2,600,000
61. 61 Gem Island Drive		\$3,350,000
62. 221 Sago Palm Road	G	\$5,700,000
63. 531 Indian Harbor Road	G	\$6,350,000

TOWNHOUSES, COTTAGES & ISLAND HOUSE

<u>64</u> .	777 Sea Oak Drive		
	#714, 2BR/2BA		\$325,000
	#702, 3BR/3BA	G	\$435,000
	#730, 3BR/3BA	S	\$495,000
	#725, 3BR/3BA		\$525,000
<u>65.</u>	431 Silver Moss Drive #121, 2BR/2BA		\$395,000
<u>66.</u>	393 Silver Moss Drive, 2BR/2BA		\$545,000
<u>67.</u>	Island House (590± SF efficiencies)		
	#121 – S. Oceanside		\$149,900
	#210 - W. Courtyard	S	\$195,000
	#123 – S. Oceanside		\$195,000
	#124 – S. Oceanside		\$195,000
	#148/149 – N. Oceanside		\$395,000

CONDOMINIUMS

500 Beach Road #106, 2BR/2BA		\$495,000
650 Beach Road #342, 2BR/2BA	G	\$575,000
700 Beach Road #159, 3BR/2BA	S	\$595,000
500 Beach Road #115, 3BR/2BA	G	\$625,000
550 Beach Road #322, 2BR/2BA	G	\$625,000
550 Beach Road #124, 3BR/2BA	PRICE CHANGE	\$695,000
700 Beach Road #354, 2BR/2BA		\$750,000
500 Beach Road #308, 2BR/2BA		\$785,000
700 Beach Road #156, 3BR/2BA	S	\$825,000
750 Beach Road #108, 3BR/2BA	G	\$975,000

Our resident Sales Executives



Bob Gibb, Broker



Jeannette W. Mahaney









Michael Merrill







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Recently Under Contract (since last issue):



We're right here in John's Island. Call today for a private tour at 772-231-0900.