



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR OCTOBER 2019

Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- During the 12-month period ending October 31, 2019 a total of 12,957 sales were reported, up 4.2% from the same period the prior year when there were 12,429 sales.
- Closed sales priced above \$2 million were down 4.6% from 521 to 497.

New Listings/Inventory

- Available inventory as of November 1, 2019 totaled 6,436 units, down 8.5% compared to 7,034 units as of the same date the prior year.
- Months of supply, at 5.96 months, was down 12.2% compared to 6.79 months posted a year ago.
- New listings added over the 12-month period ending October 31, 2019 were down 2.9% to 19,842 compared with 20,434 listings added during the preceding 12-month period.

Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$556,484, a 1.5% decrease compared to the preceding 12 months when an average of \$565,079 was posted. When comparing the same two periods, median pricing was unchanged at \$329,458.
- The average price for sales above \$2 million over the past 12 months was up 7.6% to \$4,012,651 compared to \$3,728,834 for the preceding 12-month period.

MARCO ISLAND

Closed Sales

- During the 12-month period ending October 31, 2019 a total of 811 sales were reported, down 4.9% from the same period the prior year when there were 853 sales.

New Listings/Inventory

- Available inventory as of November 1, 2019 for the Marco Island market totaled 620 units, up 3.7% compared to 598 units as of the same date the prior year. Months of supply, at 9.17 months, was up 9% compared to 8.41 months posted a year ago.
- During the 12 months ending October 31, 2019, 1,424 listings were added to the Marco Island market, a 7% increase over the preceding 12-month period when 1,331 listings were added.

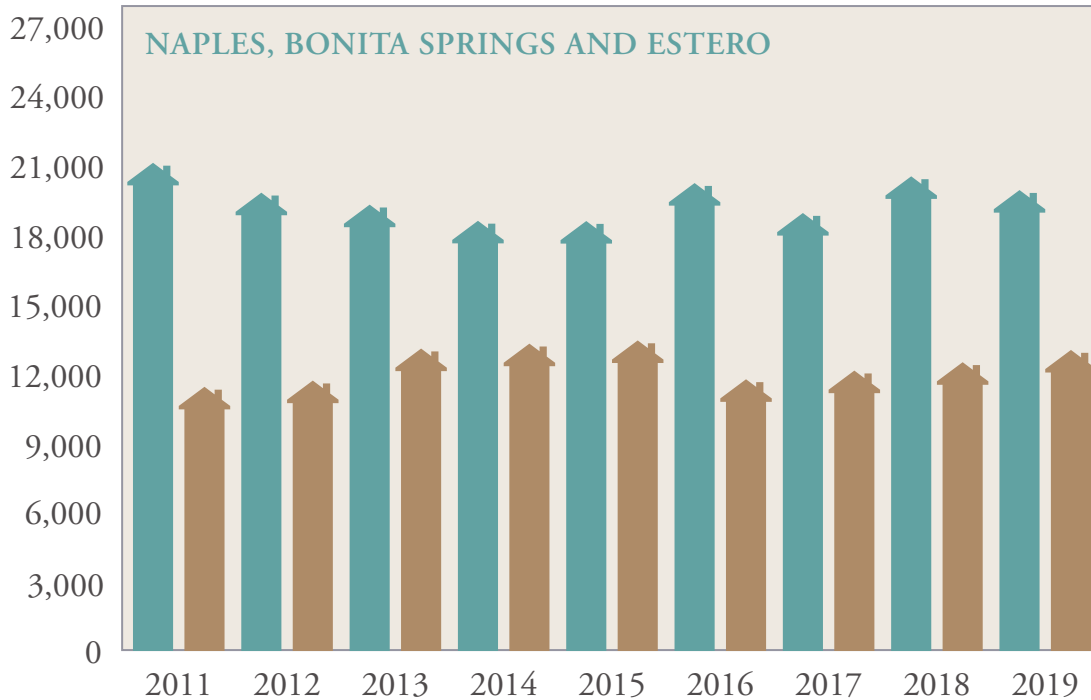
Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$804,391, a 2.1% increase compared to the preceding 12 months when an average of \$787,991 was posted. When comparing the same two periods, median pricing was up 5.6% from \$582,616 to \$615,354.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons



NEW LISTINGS

2011	21,016
2012	19,730
2013	19,215
2014	18,519
2015	18,509
2016	20,144
2017	18,854
2018	20,434
2019	19,842

CLOSED UNITS

2011	11,370
2012	11,638
2013	13,017
2014	13,229
2015	13,367
2016	11,694
2017	12,068
2018	12,429
2019	12,957



NEW LISTINGS

2011	1,429
2012	1,350
2013	1,396
2014	1,399
2015	1,366
2016	1,514
2017	1,359
2018	1,331
2019	1,424

CLOSED UNITS

2011	777
2012	869
2013	1,001
2014	997
2015	992
2016	827
2017	867
2018	853
2019	811

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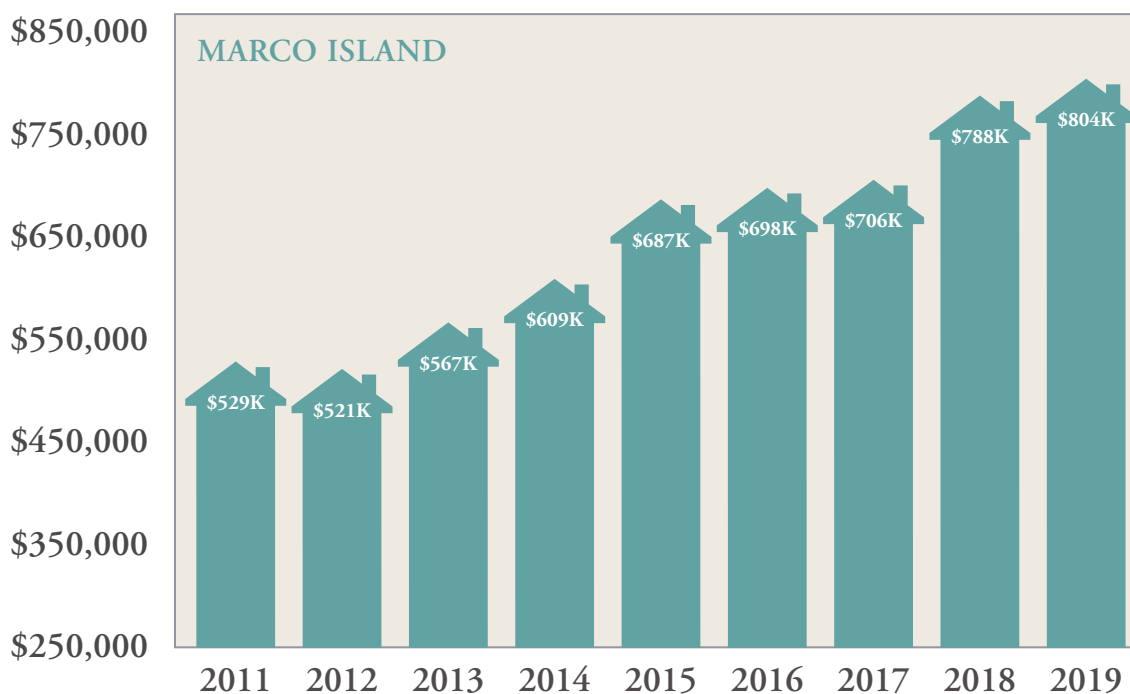
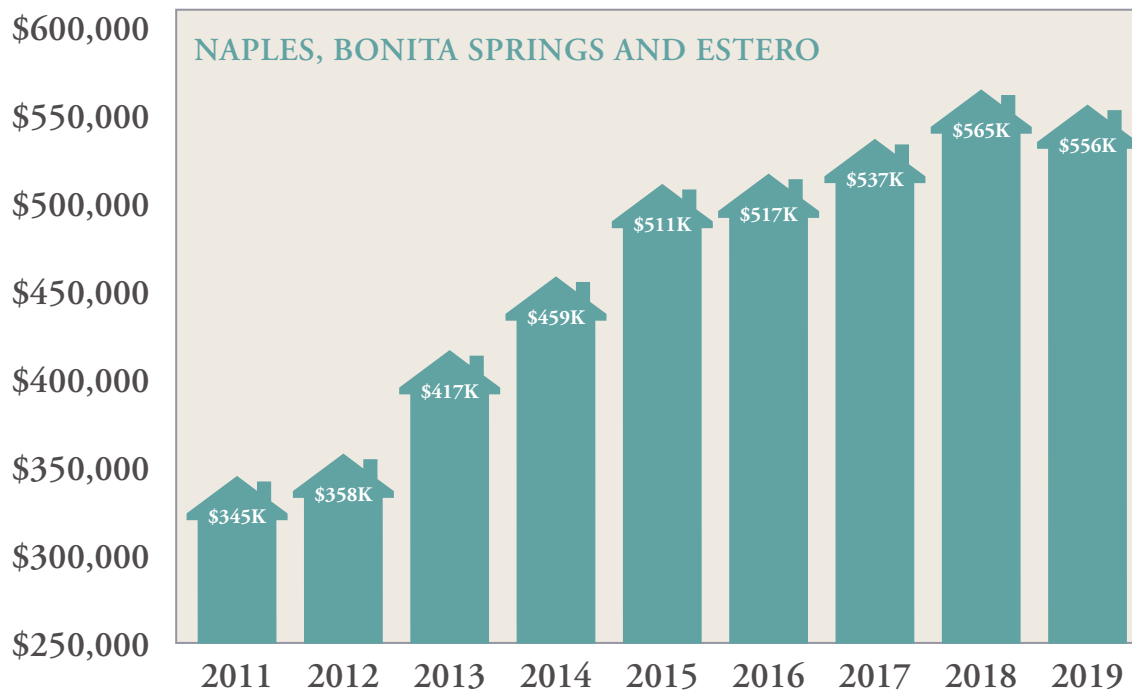
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AVERAGE SALES PRICE 12-Month Comparisons



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Neighborhood Snapshot Report[©]

Naples, Bonita Springs and Estero Market Area
12-Month Sold Comparison Report for Select Communities

SINGLE FAMILY HOMES

Monthly Snapshot as of November 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	21	19	13.26	\$4,563,752
Audubon Country Club	19	19	12.00	\$1,120,000
Barefoot Beach	16	18	10.67	\$4,765,944
Bonita Bay	47	65	8.68	\$1,007,181
Brooks	70	86	9.77	\$722,824
Collier's Reserve	12	13	11.08	\$1,366,923
Crossings	5	14	4.29	\$757,643
Grey Oaks	41	37	13.30	\$2,321,885
Kensington	13	16	9.75	\$924,719
Lely Resort	95	95	12.00	\$619,066
Mediterra	50	35	17.14	\$2,293,327
Monterey	13	20	7.80	\$768,819
Olde Cypress	24	31	9.29	\$816,142
Olde Naples	85	75	13.60	\$4,038,899
Palmira Golf and Country Club	25	33	9.09	\$603,921
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	76	99	9.21	\$2,135,951
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	13	25	6.24	\$3,917,800
Pelican Bay	27	39	8.31	\$1,769,032
Pelican Bay (Bay Colony)	10	3	40.00	\$2,300,012
Pelican Landing	33	58	6.83	\$806,954
Pelican Landing (The Colony)	9	5	21.60	\$1,707,000
Pelican Marsh	26	36	8.67	\$963,924
Pelican Sound	0	6	—	\$637,917
Pine Ridge	26	22	14.18	\$1,795,066
Port Royal	49	38	15.47	\$9,396,612
Quail Creek	14	21	8.00	\$1,183,570
Quail West	57	49	13.96	\$1,817,784
Royal Harbor	18	21	10.29	\$2,237,571
Tiburon	9	6	18.00	\$1,360,667
Vanderbilt Beach	21	25	10.08	\$1,948,520
Vineyards	48	60	9.60	\$674,365
West Bay Club	15	13	13.85	\$1,209,885

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Neighborhood Snapshot Report[©]

Naples, Bonita Springs and Estero Market Area
12-Month Sold Comparison Report for Select Communities

CONDOMINIUMS

Monthly Snapshot as of November 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	3	5	7.20	\$651,900
Barefoot Beach	5	18	3.33	\$1,680,694
Bonita Bay	77	108	8.56	\$627,020
Brooks	66	122	6.49	\$269,803
Dunes	26	34	9.18	\$1,178,015
Grey Oaks	9	12	9.00	\$923,333
Kensington	13	16	9.75	\$466,188
Lely Resort	111	169	7.88	\$318,060
Mediterra	9	12	9.00	\$583,958
Olde Cypress	5	2	30.00	\$505,500
Olde Naples	84	91	11.08	\$896,900
Palmira Golf and Country Club	16	17	11.29	\$305,147
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	44	66	8.00	\$369,294
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	174	263	7.94	\$1,390,452
Pelican Bay	118	201	7.04	\$1,059,459
Pelican Bay (Bay Colony)	22	23	11.48	\$3,418,787
Pelican Landing	39	78	6.00	\$322,275
Pelican Landing (The Colony)	60	55	13.09	\$911,164
Pelican Marsh	48	86	6.70	\$369,163
Pelican Sound	27	61	5.31	\$297,477
Pine Ridge	16	18	10.67	\$222,124
Tiburon	18	23	9.39	\$912,728
Vanderbilt Beach	70	75	11.20	\$844,466
Vineyards	103	113	10.94	\$351,531
West Bay Club	3	17	2.12	\$619,882

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of November 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	108	108	12.00	\$1,511,791
Indirect Waterfront	88	144	7.33	\$967,799
Golf Course	7	22	3.82	\$604,045
Beachfront	2	0	—	—
Inland	55	105	6.29	\$575,239
Preserve	8	6	16.00	\$1,554,167

CONDOMINIUMS

Monthly Snapshot as of October 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	74	111	8.00	\$375,227
Indirect Waterfront	21	18	14.00	\$389,972
Golf Course	4	1	48.00	\$660,000
Beachfront	160	182	10.55	\$892,360
Gulf View	24	20	14.40	\$704,525
Inland	69	110	7.53	\$242,057
Preserve	3	6	6.00	\$350,042

Definitions

Direct Waterfront	Properties with direct waterfront access indicates there are no bridges or the Marco Island High Span Bridge to navigate to open water.
Indirect Waterfront	Properties with indirect waterfront access indicates there is at least 1 bridge, not including the Marco Island High Span Bridge, to navigate to access open water.
Golf Course	Properties with frontage on the golf course.
Beachfront	Properties with direct views of the Gulf of Mexico and direct beachfront access.
Gulf View	Properties with direct views of the Gulf of Mexico with NO direct beachfront access.
Inland	Properties with inland similar housing views.
Preserve	Properties with views of a preserve or mangroves.

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