\$5.8B+
IN WRITTEN
SALES VOLUME

21 LOCATIONS FROM MARCO ISLAND TO PINE ISLAND

650+
AGENTS
THROUGHOUT
SOUTHWEST FL

#54

AMONG REAL

TRENDS

TOP 500

BROKERS (2021)

1958
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# MONTHLY MARKET REPORT JULY 2022

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Sanibel & Captiva Islands	14
Cape Coral	16
Pine Island	18

### SOUTHWEST FLORIDA

#### MARKET REPORT - JULY 2022

Data Represented on 12-Month Rolling Basis.



	2016	2017	2018	2019	2020	2021	2022
Listed	41,850	42,334	42,505	43,380	38,734	39,158	36,714
Sold	24,393	25,084	25,395	26,204	26,971	42,071	32,295
Avg. Sale \$	\$411,894	\$426,030	\$449,176	\$445,495	\$459,454	\$604,220	\$730,978

NEW LISTINGS
36,714 <b>♣</b> 6.24%

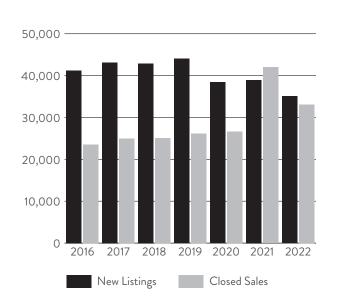




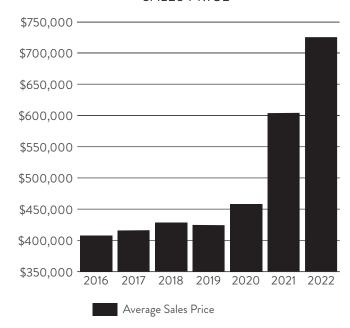




### 12 MONTH NEW LISTING AND CLOSED SALES



#### 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 32,295 properties sold, sales were down 23.24% from the preceding 12-month period when 42,071 properties were sold. New listings were down 6.24%, from 39,158 to 36,714. The average sales price was up 20.98%, from \$604,220 to \$730,978. As of July 31, 2022, inventory stood at 5,552 units while months of supply was 2.06 months.



	2016	2017	2018	2019	2020	2021	2022
Listed	15,275	15,366	14,892	15,578	14,817	15,514	13,825
Sold	9,086	9,393	9,309	9,743	10,207	17,077	12,310
Avg. Sale \$	\$562,386	\$569,605	\$626,832	\$611,761	\$617,638	\$804,314	\$967,394

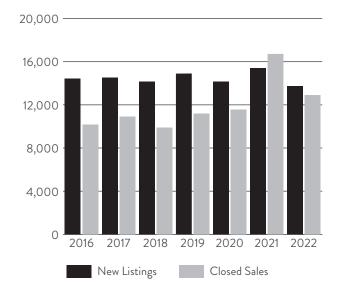
NEW LISTINGS
13,825 <b>♣</b> 10.89%



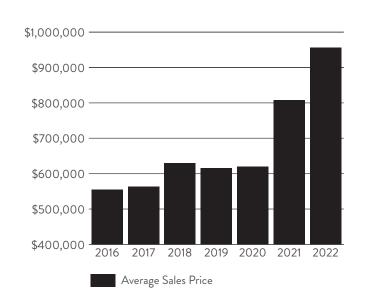








#### 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 12,310 properties sold, sales were down 27.91% from the preceding 12-month period when 17,077 properties were sold. New listings were down 10.89%, from 15,514 to 13,825. The average sales price was up 20.28%, from \$804,314 to \$967,394. As of July 31, 2022, inventory stood at 2,263 units while months of supply was 2.21 months.



Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	18	16	13.50	\$8,592,188
Audubon	4	29	1.66	\$2,087,991
Colliers Reserve	1	11	1.09	\$2,054,636
Crayton Road Area Non-Waterfront	45	103	5.24	\$3,988,741
Crayton Road Area Waterfront	17	19	10.74	\$8,691,842
Crossings	3	16	2.25	\$1,218,172
Grey Oaks	10	41	2.93	\$4,540,683
Kensington	2	20	1.20	\$1,220,875
Lely Resort	29	109	3.19	\$1,256,814
Mediterra	11	50	2.64	\$3,097,644
Monterey	4	17	2.82	\$1,212,359
Olde Cypress	7	31	2.71	\$1,403,855
Olde Naples	17	60	3.40	\$7,207,631
Pelican Bay	4	43	1.12	\$4,017,151
Pelican Bay - Bay Colony	1	5	2.40	\$6,316,400
Pelican Marsh	6	40	1.80	\$2,366,188
Pine Ridge	21	25	10.08	\$4,919,733
Port Royal	12	27	5.33	\$19,813,444
Quail Creek	7	31	2.71	\$2,132,194
Quail West	11	49	2.69	\$3,743,592
Royal Harbor	7	27	3.11	\$4,761,227
Tiburon	1	13	0.92	\$2,782,231
Vanderbilt Beach	12	28	5.14	\$3,802,982
Vineyards	11	65	2.03	\$1,065,720



Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	30	129	2.79	\$676,003
Crayton Road Area Waterfront	34	282	1.45	\$2,347,033
The Dunes	4	38	1.26	\$1,762,599
Grey Oaks	2	15	1.60	\$1,629,333
Kensington	0	17	0.00	\$732,000
Lely Resort	20	220	1.09	\$494,843
Mediterra	4	27	1.78	\$1,143,222
Olde Naples	25	153	1.96	\$1,555,161
Pelican Bay	31	318	1.17	\$1,595,089
Pelican Bay - Bay Colony	0	19	0.00	\$4,813,421
Pelican Marsh	6	73	0.99	\$695,538
Pine Ridge	0	20	0.00	\$370,153
Tiburon	5	36	1.67	\$1,197,014
Vanderbilt Beach	19	131	1.74	\$1,405,628
Vineyards	20	120	2.00	\$576,626



	2016	2017	2018	2019	2020	2021	2022
Listed	1,482	1,473	1,311	1,408	1,322	1,503	1,186
Sold	785	809	759	788	849	1,712	986
Avg. Sale \$	\$675,189	\$732,261	\$770,395	\$776,169	\$798,026	\$970,354	\$1,282,179

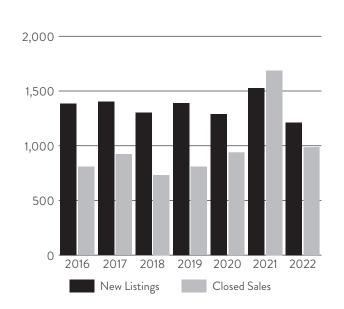




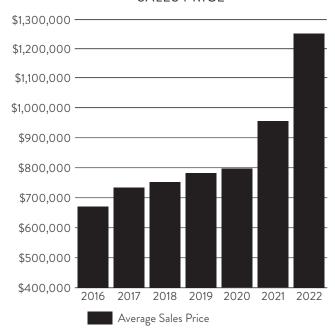








# 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 986 properties sold, sales were down 42,41% from the preceding 12-month period when 1,712 properties were sold. New listings were down 21.09%, from 1,503 to 1,186. The average sales price was up 32.14%, from \$970,354 to \$1,282,179. As of July 31, 2022, inventory stood at 247 units while months of supply was 3.01 months.



Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	41	114	4.32	\$2,758,089
Golf Course	5	11	5.45	\$1,185,264
Gulf Front	0	3	_	\$10,358,333
Indirect Waterfront	48	171	3.37	\$1,779,330
Inland	28	110	3.05	\$1,013,894
Preserve	3	7	5.14	\$2,369,286

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	35	130	3.23	\$635,494
Golf Course	0	6	_	\$1,351,667
Gulf Front	51	211	2.90	\$1,201,929
Gulf View	7	29	2.90	\$1,188,242
Indirect Waterfront	3	38	0.95	\$702,474
Inland	24	148	1.95	\$419,192
Preserve	2	13	1.85	\$592,646

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	17	143	1.43	\$1,540,476
Isles Of Capri	10	26	4.62	\$1,465,500
Naples Reserve	10	75	1.60	\$1,129,219
Winding Cypress	2	33	0.73	\$816,854

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	27	122	2.66	\$609,929
Hammock Bay Golf and Country Club	10	48	2.50	\$733,548
Isles Of Capri	3	14	2.57	\$539,779



	2016	2017	2018	2019	2020	2021	2022
Listed	4,658	4,762	4,643	4,668	4,317	4,376	3,966
Sold	2,821	3,093	2,916	3,130	3,070	4,998	3,579
Avg. Sale \$	\$410,846	\$406,889	\$404,561	\$409,648	\$413,096	\$513,021	\$650,141

NEW LISTINGS	
3,966 <b>▼</b> 9.37%	

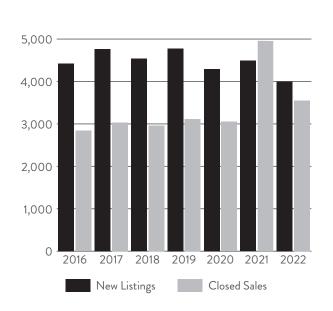




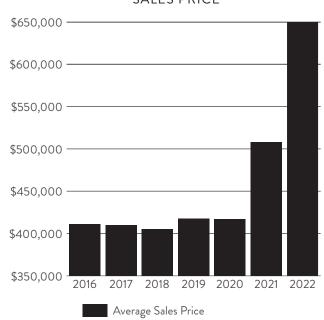




12	MONTH	NEW	LISTIN	١G	AND
	CLC	DSFD	SALES		



#### 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 3,579 properties sold, sales were down 28.39% from the preceding 12-month period when 4,998 properties were sold. New listings were down 9.37%, from 4,376 to 3,966. The average sales price was up 26.73%, from \$513,021 to \$650,141. As of July 31, 2022, inventory stood at 478 units while months of supply was 1.6 months.



Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	5	20	3.00	\$6,175,000
Bonita Bay	5	46	1.30	\$2,065,832
Brooks	11	70	1.89	\$1,314,834
Palmira Golf and Country Club	2	32	0.75	\$855,692
Pelican Landing	3	43	0.84	\$1,356,814
Pelican Landing - The Colony	0	7	_	\$2,310,714
Pelican Sound	0	11	_	\$933,045
West Bay Club	1	9	1.33	\$1,599,554

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	10	3.60	\$2,672,500
Bonita Bay	9	167	0.65	\$1,158,578
Brooks	10	112	1.07	\$461,438
Palmira Golf and Country Club	3	13	2.77	\$590,100
Pelican Landing	4	60	0.80	\$522,573
Pelican Landing - The Colony	15	51	3.53	\$1,231,359
Pelican Sound	1	28	0.43	\$551,021
West Bay Club	5	17	3.53	\$953,759



	2016	2017	2018	2019	2020	2021	2022
Listed	10,764	11,006	11,228	11,163	8,667	7,587	7,026
Sold	5,421	5,332	5,543	5,695	5,744	8,128	6,438
Avg. Sale \$	\$257,483	\$264,819	\$273,262	\$272,125	\$292,285	\$352,939	\$452,474

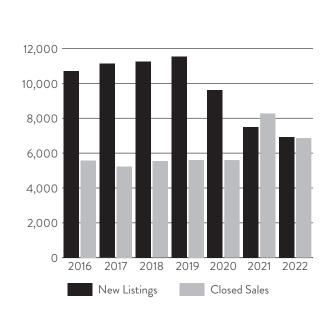




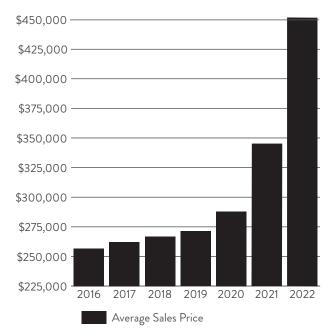








#### 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 6,438 properties sold, sales were down 20.79% from the preceding 12-month period when 8,128 properties were sold. New listings were down 7.39%, from 7,587 to 7,026. The average sales price was up 28.20%, from \$352,939 to \$452,474. As of July 31, 2022, inventory stood at 773 units while months of supply was 1.44 months.

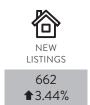


Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	7	25	3.36	\$860,872
Colonial Country Club	3	40	0.90	\$525,995
Crown Colony	1	17	0.71	\$790,324
Fiddlesticks Country Club	5	26	2.31	\$834,788
The Forest	5	15	4.00	\$684,993
Gulf Harbour Yacht And Country Club	6	37	1.95	\$1,355,632
Miromar Lakes Beach And Golf Club	10	50	2.40	\$2,614,488
Parker Lakes	4	23	2.09	\$454,327
Paseo	4	17	2.82	\$920,053
The Plantation	11	108	1.22	\$708,011
Shadow Wood Preserve	0	6	_	\$1,301,667
Town And River	4	25	1.92	\$942,416

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	5	85	0.71	\$303,117
Crown Colony	1	12	1.00	\$434,417
Downtown Fort Myers	48	218	2.64	\$416,419
Fiddlesticks Country Club	1	11	1.09	\$250,127
Gulf Harbour Yacht And Country Club	11	88	1.50	\$704,722
Miromar Lakes Beach And Golf Club	7	54	1.56	\$909,776
Parker Lakes	2	40	0.60	\$305,084
Paseo	14	149	1.13	\$358,478
The Plantation	4	25	1.92	\$484,060
Shadow Wood Preserve	0	2	_	\$382,500
Town And River	1	2	12.00	\$400,000



	2016	2017	2018	2019	2020	2021	2022
Listed	668	669	706	707	645	640	662
Sold	388	411	420	398	391	693	541
Avg. Sale \$	\$501,305	\$545,670	\$507,405	\$531,794	\$562,803	\$644,114	\$929,719



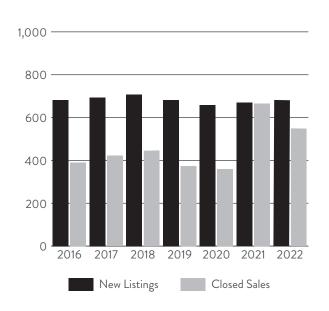




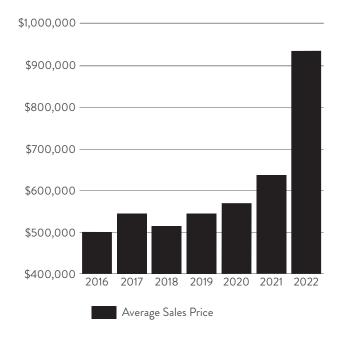




12	MONTH	NEW	LISTING	AND
	CLC	SFD	SALES	



### 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 541 properties sold, sales were down 21.93% from the preceding 12-month period when 693 properties were sold. New listings were up 3.44%, from 640 to 662. The average sales price was up 44.34%, from \$644,114 to \$929,719. As of July 31, 2022, inventory stood at 126 units while months of supply was 2.79 months.



Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	4	12	4.00	\$1,111,042
Laguna Shores	4	14	3.43	\$1,856,000
Mcphie Park	2	12	2.00	\$1,624,667

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	10	6.00	\$664,380
Ocean Harbor Condo	0	9	_	\$768,433
Sandarac Condo	2	4	6.00	\$736,500
Waterside At Bay Beach	5	23	2.61	\$818,461



	2016	2017	2018	2019	2020	2021	2022
Listed	575	610	692	684	774	665	525
Sold	360	409	421	388	410	835	517
Avg. Sale \$	\$960,865	\$963,709	\$1,008,484	\$945,828	\$934,302	\$1,118,747	\$1,542,751

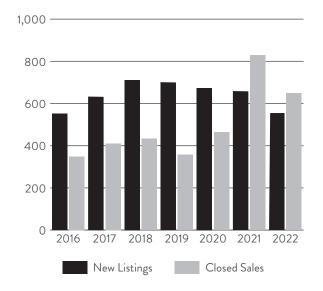




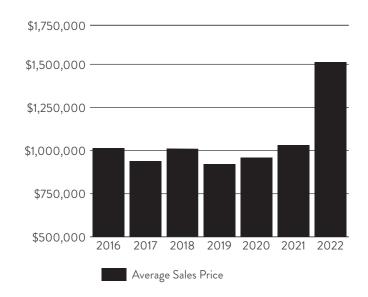








## 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 517 properties sold, sales were down 38.08% from the preceding 12-month period when 835 properties were sold. New listings were down 21.05%, from 665 to 525. The average sales price was up 37.90%, from \$1,118,747 to \$1,552,751. As of July 31, 2022, inventory stood at 86 units while months of supply was 2 months.

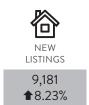


Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	2	13	1.85	\$1,681,077
Captiva Island	19	75	3.04	\$2,666,653
Dunes At Sanibel Island	7	27	3.11	\$1,256,023
Other Sanibel Island Single-Family	26	184	1.70	\$1,666,830

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	6	46	1.57	\$1,230,033
Sundial Of Sanibel Condos	3	15	2.40	\$863,606
Other Sanibel Island Condos	23	163	1.69	\$1,042,576



	2016	2017	2018	2019	2020	2021	2022
Listed	8,187	8,075	8,633	8,779	7,829	8,483	9,181
Sold	5,532	5,637	5,867	5,823	6,086	8,249	7,619
Avg. Sale \$	\$237,211	\$258,093	\$272,776	\$276,552	\$292,623	\$367,931	\$484,820

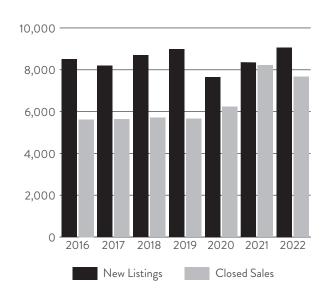




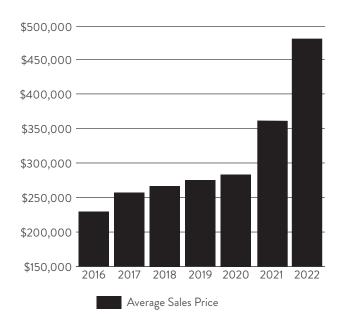








## 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 7,619 properties sold, sales were down 7.64% from the preceding 12-month period when 8,249 properties were sold. New listings were up 8.23%, from 8,483 to 9,181. The average sales price was up 31.77%, from \$367,931 to \$484,820. As of July 31, 2022, inventory stood at 1,520 units while months of supply was 2.39 months.



Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	6	17	4.24	\$2,050,294
Cape Royal	13	24	6.50	\$834,963
Yacht Club	6	31	2.32	\$900,771

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	39	2.77	\$621,823
Tarpon Point Marina	4	29	1.66	\$869,897



	2016	2017	2018	2019	2020	2021	2022
Listed	241	373	400	393	363	390	343
Sold	145	214	234	239	214	379	305
Avg. Sale \$	\$312,569	\$313,604	\$343,977	\$338,035	\$369,549	\$462,432	\$655,085

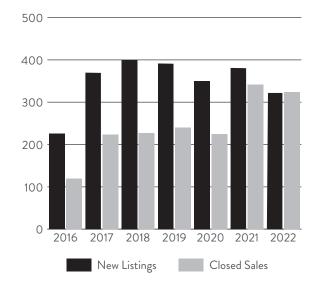




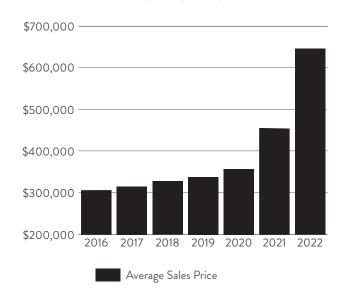








#### 12 MONTH AVERAGE SALES PRICE



#### SUMMARY

With 305 properties sold, sales were down 19.53% from the preceding 12-month period when 379 properties were sold. New listings were down 12.05%, from 390 to 343. The average sales price was up 41.66%, from \$462,432 to \$655,085. As of July 31, 2022, inventory stood at 59 units while months of supply was 2.32 months.



Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	22	65	4.06	\$577,734
Matlacha	10	22	5.45	\$951,564
St James City	26	80	3.90	\$814,144

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	1	10	1.20	\$340,790
Matlacha	0	1	_	\$995,000
St James City	0	5	_	\$356,920





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