



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR JULY 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 July 31, 2019 a total of 12,705 sales were reported, up 5.3% from the same period the prior year when there were 12,064 sales.
- Closed sales priced above \$2 million were up 1.6% from 505 to 513.

New Listings/Inventory

- Available inventory as of August 1, 2019 totaled 6,145 units, down 2.5% compared to 6,304 units as of the same date the prior year.
- Months of supply, at 5.8 months, was down 7.4% compared to 6.27 months posted a year ago.
- New listings added over the 12-month period ending July 31, 2019 were up 3.5% to 19,601 compared with 18,932 listings added during the preceding 12-month period.

Average and Median Sales Price

- The average price for closed sales over the 12-month period ending July 31, 2019 was \$560,397, down 1.3% compared to the preceding 12-month period. The median price was unchanged.
- The average price for sales above \$2 million over the past 12 months was up 4.3% to \$3,962,216 compared to \$3,798,666 for the preceding 12-month period.

MARCO ISLAND

Closed Sales

- During the 12-month period ending July 31, 2019 a total of 832 sales were reported, up 1.8% from the same period the prior year when there were 817 sales.

New Listings/Inventory

- Available inventory as of Aug 1, 2019 for the Marco Island market totaled 623 units, up 11.1% compared to 561 units as of the same date the prior year. Months of supply, at 8.99 months, was up 9% compared to 8.24 months posted a year ago.
- During the 12 months ending July 31, 2019, 1,381 listings were added to the Marco Island market, a 7.3% increase over the preceding 12-month period when 1,287 listings were added.

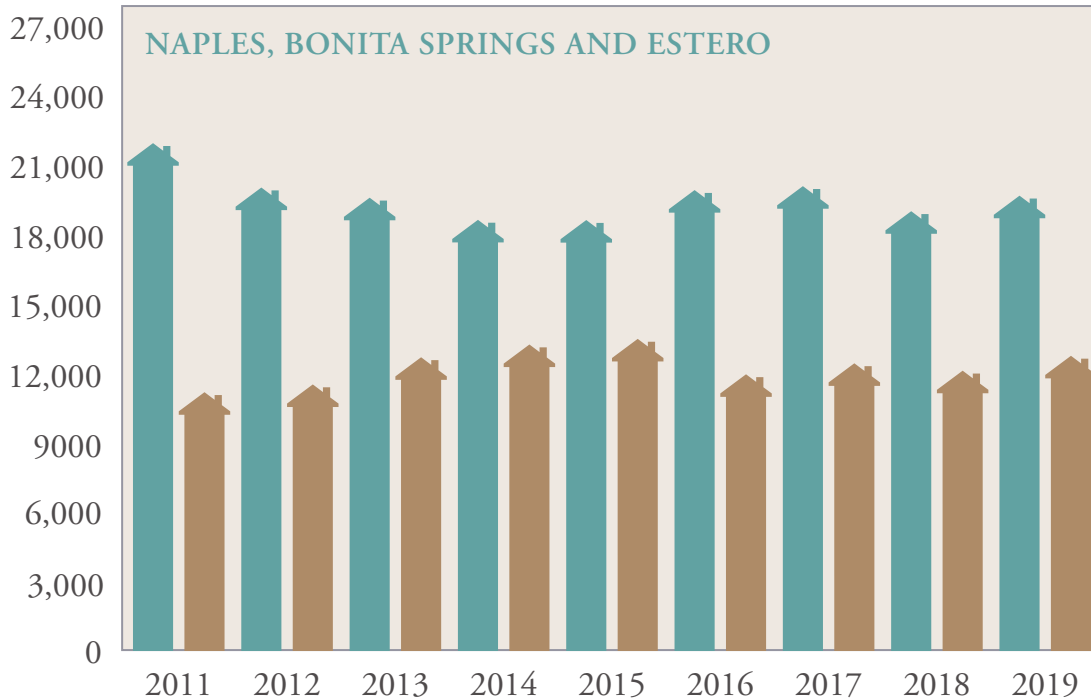
Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$794,922, a 5.6% increase compared to the preceding 12 months when an average of \$752,451 was posted. When comparing the same two periods, median pricing was up 3.5% from \$572,717 to \$592,868.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

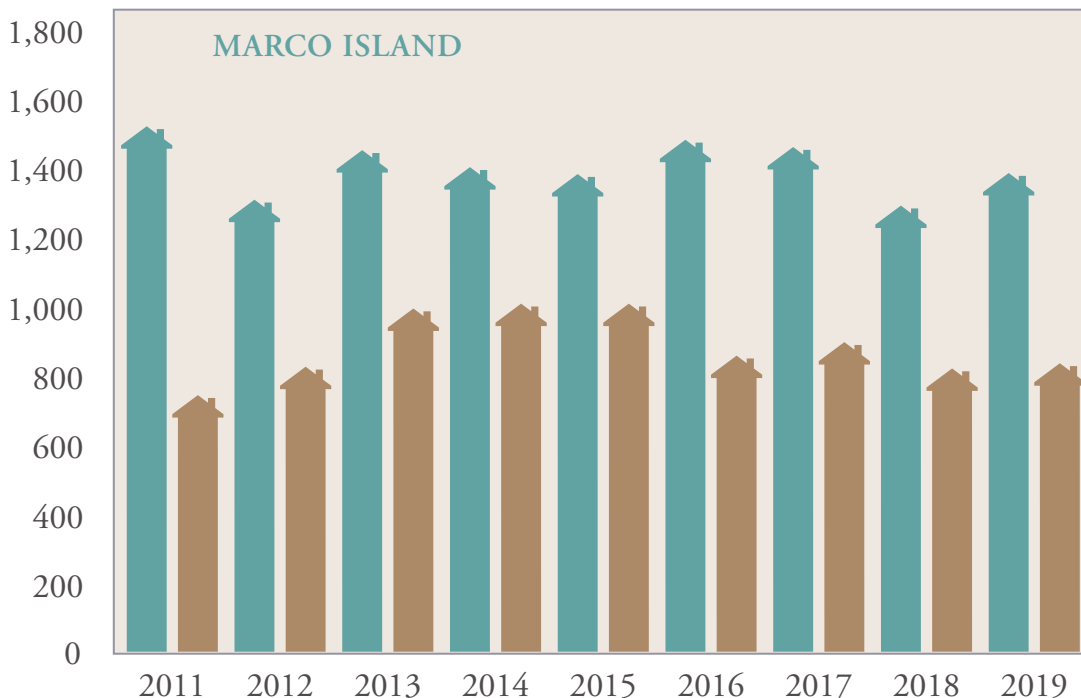


NEW LISTINGS

2011	21,863
2012	19,951
2013	19,513
2014	18,560
2015	18,551
2016	19,842
2017	20,011
2018	18,932
2019	19,601

CLOSED UNITS

2011	11,138
2012	11,472
2013	12,642
2014	13,192
2015	13,434
2016	11,909
2017	12,382
2018	12,064
2019	12,705



NEW LISTINGS

2011	1,516
2012	1,304
2013	1,447
2014	1,398
2015	1,378
2016	1,477
2017	1,456
2018	1,287
2019	1,381

CLOSED UNITS

2011	740
2012	822
2013	990
2014	1,004
2015	1,004
2016	854
2017	893
2018	817
2019	832

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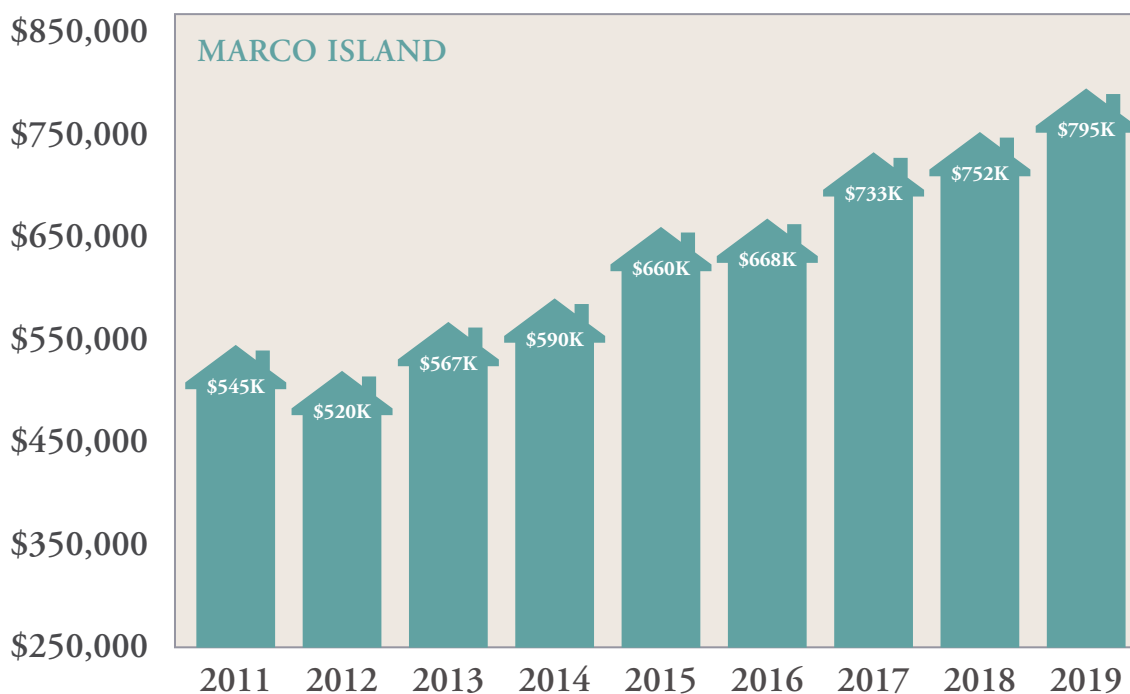
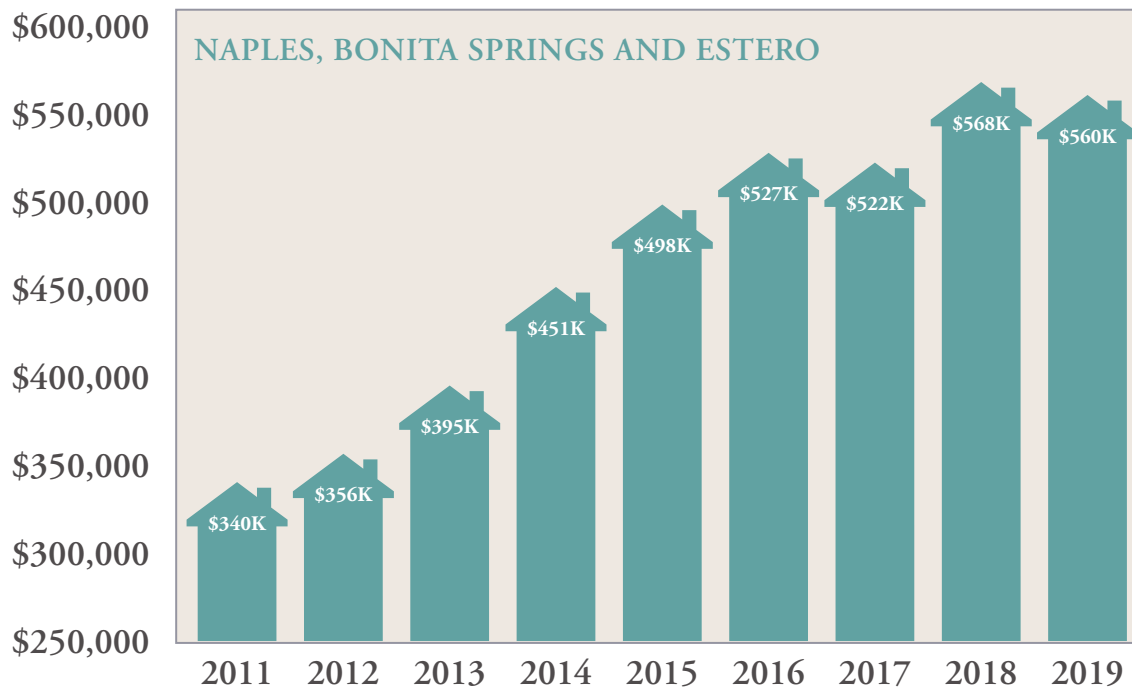
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The Marco Island statistics include only those sales and current listings on Marco Island and Key Marco.



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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 August 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	17	23	8.87	\$4,914,230
Audubon Country Club	31	19	19.58	\$935,526
Barefoot Beach	17	21	9.71	\$4,772,238
Bonita Bay	18	66	3.27	\$1,040,873
Brooks	42	98	5.14	\$717,984
Collier's Reserve	12	13	11.08	\$1,319,231
Crossings	6	16	4.50	\$754,047
Grey Oaks	39	39	12.00	\$2,237,301
Kensington	7	14	6.00	\$992,893
Lely Resort	60	96	7.50	\$621,636
Mediterra	49	42	14.00	\$2,196,463
Monterey	15	25	7.20	\$715,640
Olde Cypress	22	33	8.00	\$816,618
Olde Naples	58	71	9.80	\$4,213,407
Palmira Golf and Country Club	22	32	8.25	\$610,387
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	69	110	7.53	\$2,147,479
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	18	25	8.64	\$4,009,000
Pelican Bay	26	42	7.43	\$1,825,768
Pelican Bay (Bay Colony)	7	3	28.00	\$2,300,012
Pelican Landing	22	59	4.47	\$804,514
Pelican Landing (The Colony)	9	5	21.60	\$1,734,000
Pelican Marsh	29	34	10.24	\$938,596
Pelican Sound	0	8	0.00	\$622,188
Pine Ridge	31	35	10.63	\$1,725,664
Port Royal	45	40	13.50	\$8,705,906
Quail Creek	12	24	6.00	\$1,172,644
Quail West	45	53	10.19	\$1,907,140
Royal Harbor	23	25	11.04	\$2,223,560
Tiburon	1	4	3.00	\$1,231,000
Vanderbilt Beach	23	27	10.22	\$1,817,389
Vineyards	29	67	5.19	\$669,395
West Bay Club	16	20	9.60	\$1,207,050

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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 August 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	1	5	2.40	\$651,900
Barefoot Beach	4	19	2.53	\$1,729,605
Bonita Bay	57	119	5.75	\$638,523
Brooks	55	130	5.08	\$264,923
Dunes	26	35	8.91	\$1,196,886
Grey Oaks	8	16	6.00	\$1,038,906
Kensington	8	24	4.00	\$442,204
Lely Resort	103	171	7.23	\$313,856
Mediterra	14	14	12.00	\$565,000
Olde Cypress	4	2	24.00	\$423,750
Olde Naples	64	98	7.84	\$936,228
Palmira Golf and Country Club	13	17	9.18	\$305,500
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	41	79	6.23	\$375,049
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	143	261	6.57	\$1,382,199
Pelican Bay	136	230	7.10	\$1,014,160
Pelican Bay (Bay Colony)	24	31	9.29	\$3,236,100
Pelican Landing	21	81	3.11	\$320,180
Pelican Landing (The Colony)	51	55	11.13	\$847,873
Pelican Marsh	43	78	6.62	\$387,019
Pelican Sound	3	58	0.62	\$301,622
Pine Ridge	10	20	6.00	\$222,261
Tiburon	13	33	4.73	\$904,008
Vanderbilt Beach	85	88	11.59	\$887,118
Vineyards	61	122	6.00	\$364,513
West Bay Club	7	19	4.42	\$603,579

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of August 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	112	105	12.80	\$1,452,988
Indirect Waterfront	92	144	7.67	\$975,810
Golf Course	6	18	4.00	\$558,750
Beachfront	2	1	24.00	\$6,500,000
Inland	51	97	6.31	\$571,176
Preserve	7	10	8.40	\$1,289,200

CONDOMINIUMS

Monthly Snapshot as of August 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	76	111	8.22	\$390,990
Indirect Waterfront	21	21	12.00	\$397,062
Golf Course	4	3	16.00	\$718,333
Beachfront	146	182	9.63	\$913,416
Gulf View	17	16	12.75	\$655,375
Inland	74	115	7.72	\$251,686
Preserve	5	6	10.00	\$359,542

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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