



*Bring Your Highest Expectations™*

MONTHLY MARKET REPORT  
APRIL 2020



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# MONTHLY MARKET REPORT

## APRIL 2020

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# SOUTHWEST FLORIDA

## MARKET REPORT - APRIL 2020



Data Represented on 12-Month Rolling Basis.

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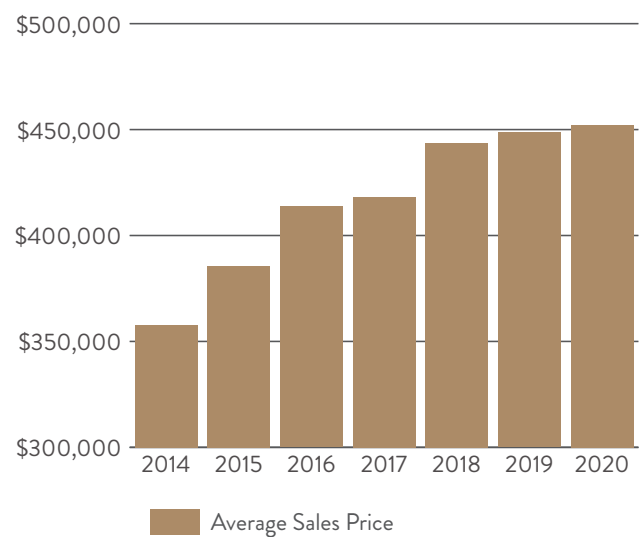
	2014	2015	2016	2017	2018	2019	2020
Listed	39,641	39,824	41,238	41,912	41,820	43,365	37,325
Sold	25,347	26,519	25,250	24,513	25,074	25,514	27,516
Avg. Sale \$	\$357,771	\$385,481	\$413,704	\$418,226	\$443,721	\$448,599	\$452,277



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 27,516 properties sold, sales were up 7.9% over the preceding 12-month period when 25,514 properties were sold. New listings were down 13.9%, from 43,365 to 37,325. The average sales price, at \$452,227 was up 1% from \$448,599. As of April 30, 2020, inventory stood at 11,801 units while months of supply was 5.15 months.

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# NAPLES

## MARKET REPORT - APRIL 2020

Data Represented on 12-Month Rolling Basis.

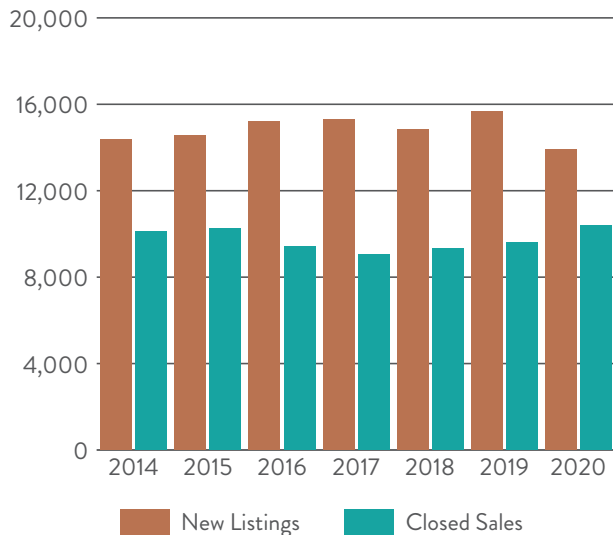


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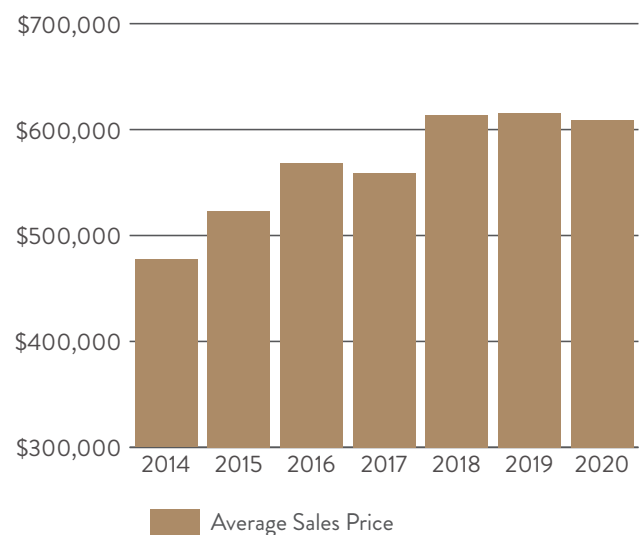
	2014	2015	2016	2017	2018	2019	2020
Listed	14,386	14,549	15,187	15,308	14,843	15,652	13,923
Sold	10,095	10,234	9,416	9,049	9,312	9,623	10,374
Avg. Sale \$	\$477,453	\$522,965	\$568,696	\$558,957	\$613,620	\$615,508	\$609,152



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 10,374 properties sold, sales were up 7.8% over the preceding 12-month period when 9,623 properties were sold. New listings were down 11%, from 15,652 to 13,923. The average sales price, at \$609,152, was down 1% from \$615,508. As of April 30, 2020, inventory stood at 5,271 units while months of supply was 6.1 months.





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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	23	22	12.55	\$5,523,818
Audubon	23	21	13.14	\$1,149,976
Colliers Reserve	13	15	10.40	\$1,461,327
Crayton Road Area Non-Waterfront	90	120	9.00	\$2,127,005
Crayton Road Area Waterfront	15	19	9.47	\$4,475,263
Crossings	7	8	10.50	\$696,875
Grey Oaks	36	45	9.60	\$2,586,403
Kensington	6	12	6.00	\$869,750
Lely Resort	85	119	8.57	\$664,025
Mediterra	46	41	13.46	\$2,263,703
Monterey	4	24	2.00	\$747,641
Olde Cypress	23	34	8.12	\$760,718
Olde Naples	64	74	10.38	\$3,816,837
Pelican Bay	39	47	9.96	\$2,213,883
Pelican Bay - Bay Colony	9	3	36.00	\$6,583,345
Pelican Marsh	27	54	6.00	\$1,018,005
Pine Ridge	35	33	12.73	\$2,147,013
Port Royal	49	32	18.38	\$10,168,320
Quail Creek	10	27	4.44	\$1,077,181
Quail West	46	50	11.04	\$1,947,578
Royal Harbor	31	30	12.40	\$2,368,033
Tiburon	8	16	6.00	\$1,563,688
Vanderbilt Beach	36	33	13.09	\$1,763,101
Vineyards	34	64	6.38	\$708,580

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# Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	62	95	7.83	\$394,401
Crayton Road Area Waterfront	181	274	7.93	\$1,454,757
The Dunes	25	43	6.98	\$1,076,198
Grey Oaks	1	12	1.00	\$834,250
Kensington	13	11	14.18	\$465,045
Lely Resort	82	192	5.13	\$316,338
Mediterra	23	15	18.40	\$576,789
Olde Naples	76	128	7.13	\$969,429
Pelican Bay	139	261	6.39	\$1,198,693
Pelican Bay - Bay Colony	24	15	19.20	\$3,279,633
Pelican Marsh	41	86	5.72	\$366,411
Pine Ridge	5	19	3.16	\$210,789
Tiburon	18	38	5.68	\$790,122
Vanderbilt Beach	82	102	9.65	\$836,434
Vineyards	53	132	4.82	\$342,055

# MARCO ISLAND

## MARKET REPORT - APRIL 2020

Data Represented on 12-Month Rolling Basis.



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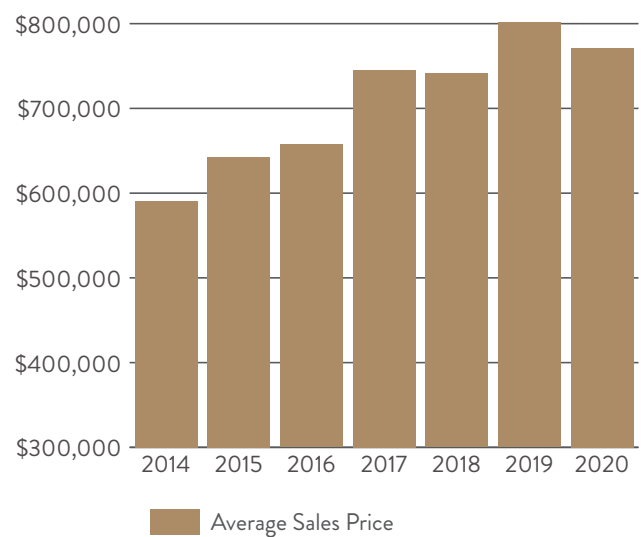
	2014	2015	2016	2017	2018	2019	2020
Listed	1,389	1,331	1,461	1,473	1,336	1,425	1,233
Sold	848	864	810	801	751	805	868
Avg. Sale \$	\$590,508	\$643,001	\$657,462	\$745,381	\$741,155	\$801,376	\$771,458



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 868 properties sold, sales were up 7.8% over the preceding 12-month period when 805 properties were sold. New listings were down 13.5%, from 1,425 to 1,233. The average sales price, at \$771,458, was down 3.7% from \$801,376. As of April 30, 2020, inventory stood at 625 units while months of supply was 8.64 months.

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## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	106	113	0.00	\$1,655,482
Golf Course	6	18	4.00	\$549,028
Gulf Front	2	0	—	—
Indirect Waterfront	83	163	6.11	\$995,678
Inland	66	107	7.40	\$570,369
Preserve	7	10	8.40	\$1,237,500

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	85	93	10.97	\$356,530
Golf Course	3	1	36.00	\$483,000
Gulf Front	152	187	9.75	\$773,009
Gulf View	25	23	13.04	\$701,783
Indirect Waterfront	20	19	12.63	\$384,389
Inland	62	125	5.95	\$250,954
Preserve	6	7	10.29	\$471,429

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	73	104	8.42	\$755,309
Isles Of Capri	23	17	16.24	\$754,853
Naples Reserve	57	98	6.98	\$513,185
Winding Cypress	16	23	8.35	\$558,115

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	60	183	3.93	\$297,821
Hammock Bay Golf and Country Club	26	65	4.80	\$476,167
Isles Of Capri	17	37	5.51	\$426,640

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# BONITA SPRINGS - ESTERO

## MARKET REPORT - APRIL 2020

Data Represented on 12-Month Rolling Basis.

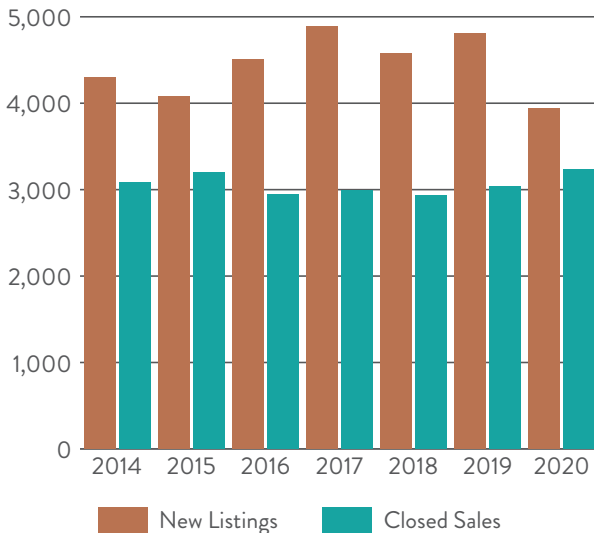


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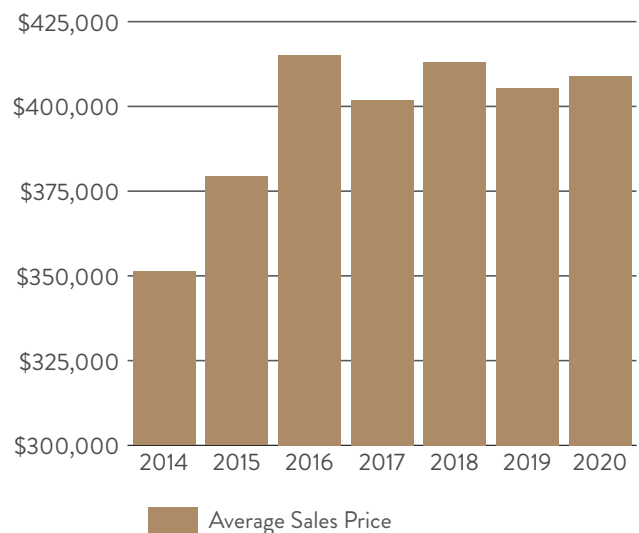
	2014	2015	2016	2017	2018	2019	2020
Listed	4,296	4,075	4,504	4,886	4,573	4,809	3,935
Sold	3,085	3,204	2,949	2,990	2,934	3,037	3,230
Avg. Sale \$	\$351,321	\$379,313	\$415,225	\$401,808	\$413,170	\$405,325	\$408,977



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 3,230 properties sold, sales were up 6.4% over the preceding 12-month period when 3,037 properties were sold. New listings were down 18.2%, from 4,809 to 3,935. The average sales price, at \$408,977, was up 1% from \$405,325. As of April 30, 2020, inventory stood at 1,348 units while months of supply was 5 months.

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# BONITA SPRINGS - ESTERO

MARKET REPORT - APRIL 2020



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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	24	16	18.00	\$3,455,938
Bonita Bay	25	61	4.92	\$1,194,987
Brooks	51	87	7.03	\$691,628
Palmira Golf and Country Club	14	49	3.43	\$591,990
Pelican Landing	30	56	6.43	\$765,105
Pelican Landing - The Colony	11	8	16.50	\$1,583,000
Pelican Sound	0	7	—	\$691,429
West Bay Club	20	16	15.00	\$1,151,415

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	8	16	6.00	\$1,666,094
Bonita Bay	79	122	7.77	\$752,276
Brooks	45	127	4.25	\$277,596
Palmira Golf and Country Club	13	23	6.78	\$325,603
Pelican Landing	35	83	5.06	\$343,197
Pelican Landing - The Colony	31	65	5.72	\$874,932
Pelican Sound	1	67	0.18	\$299,100
West Bay Club	10	26	4.62	\$478,173

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# FORT MYERS

## MARKET REPORT - APRIL 2020

Data Represented on 12-Month Rolling Basis.



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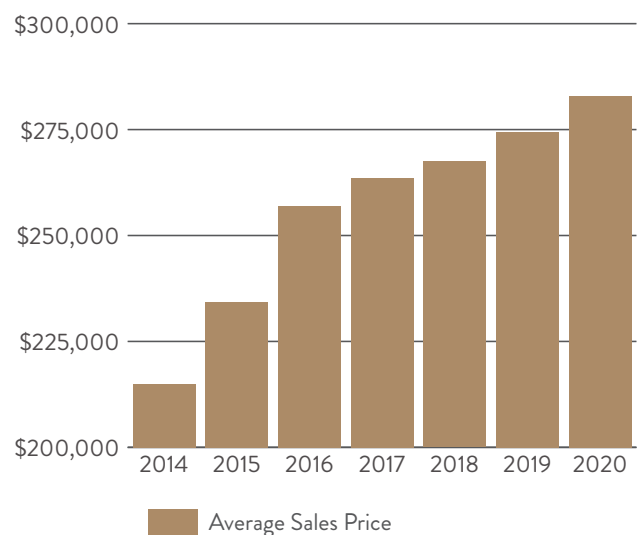
	2014	2015	2016	2017	2018	2019	2020
Listed	10,113	10,655	10,698	10,962	11,160	11,237	9,101
Sold	5,437	5,719	5,627	5,301	5,425	5,602	5,969
Avg. Sale \$	\$214,895	\$234,292	\$256,927	\$263,633	\$267,456	\$274,388	\$282,904



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,969 properties sold, sales were up 6.6% over the preceding 12-month period when 5,602 properties were sold. New listings were down 19%, from 11,237 to 9,101. The average sales price, at \$282,904, was up 3.1% from \$274,388. As of April 30, 2020, inventory stood at 2,055 units while months of supply was 4.13 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	16	30	6.40	\$516,420
Colonial Country Club	10	21	5.71	\$356,924
Crown Colony	7	28	3.00	\$570,000
Fiddlesticks Country Club	14	21	8.00	\$474,043
The Forest	10	22	5.45	\$405,495
Gulf Harbour Yacht And Country Club	21	33	7.64	\$715,177
Miromar Lakes Beach And Golf Club	44	28	18.86	\$1,225,605
Parker Lakes	3	34	1.06	\$252,212
Paseo	4	24	2.00	\$445,913
The Plantation	40	105	4.57	\$426,695
Shadow Wood Preserve	7	12	7.00	\$759,650
Town And River	15	23	7.83	\$753,150

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	34	88	4.64	\$193,130
Crown Colony	4	13	3.69	\$251,492
Downtown Fort Myers	108	143	9.06	\$280,993
Fiddlesticks Country Club	7	15	5.60	\$120,667
Gulf Harbour Yacht And Country Club	43	93	5.55	\$441,801
Miromar Lakes Beach And Golf Club	33	43	9.21	\$578,512
Parker Lakes	12	33	4.36	\$186,976
Paseo	28	84	4.00	\$226,666
The Plantation	12	29	4.97	\$285,826
Shadow Wood Preserve	4	13	3.69	\$253,992
Town And River	1	3	4.00	\$171,267

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# FORT MYERS BEACH

## MARKET REPORT - APRIL 2020



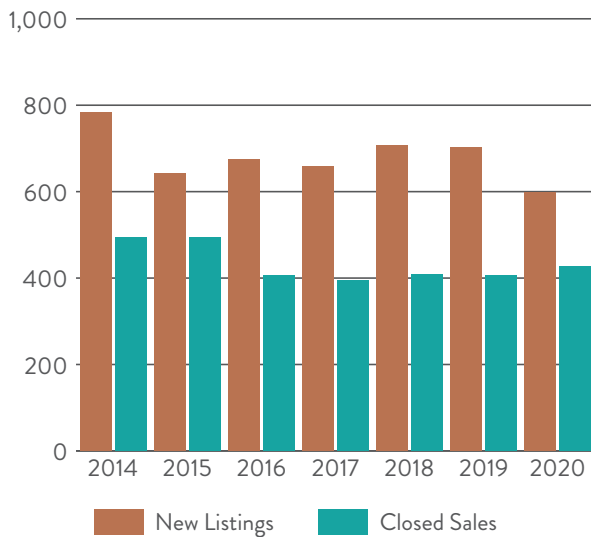
Data Represented on 12-Month Rolling Basis.

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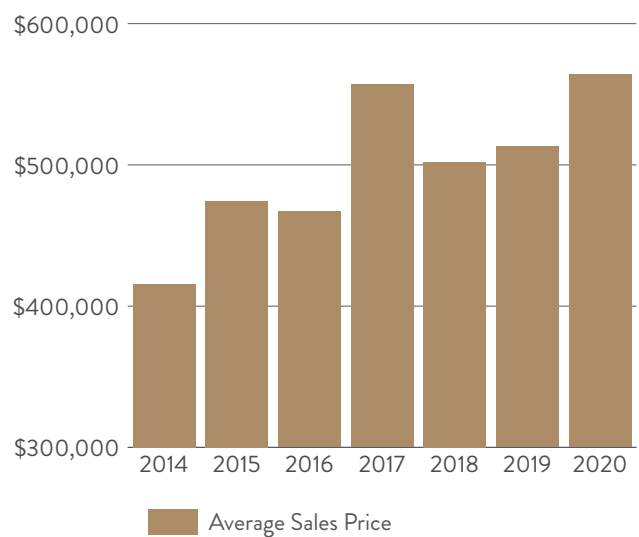
	2014	2015	2016	2017	2018	2019	2020
Listed	784	643	674	659	706	703	599
Sold	495	493	407	395	408	406	426
Avg. Sale \$	\$415,873	\$474,326	\$466,940	\$556,940	\$501,842	\$513,027	\$564,028



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 426 properties sold, sales were up 4.9% over the preceding 12-month period when 406 properties were sold. New listings were down 14.8%, from 703 to 599. The average sales price, at \$564,028, was up 9.9% from \$513,027. As of April 30, 2020, inventory stood at 253 units while months of supply was 7.13 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	5	9	6.67	\$768,694
Laguna Shores	14	22	7.64	\$1,104,909
Mcphie Park	7	8	10.50	\$997,125

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	11	5.45	\$472,273
Ocean Harbor Condo	7	10	8.40	\$527,100
Sandarac Condo	3	11	3.27	\$491,409
Waterside At Bay Beach	10	22	5.45	\$638,098



# SANIBEL-CAPTIVA

## MARKET REPORT - APRIL 2020



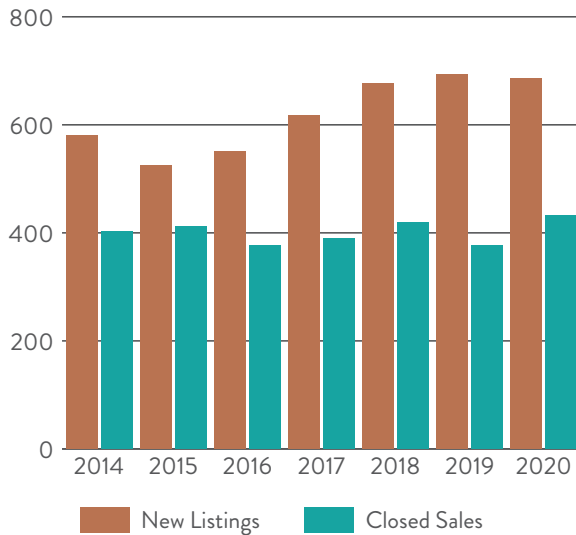
Data Represented on 12-Month Rolling Basis.

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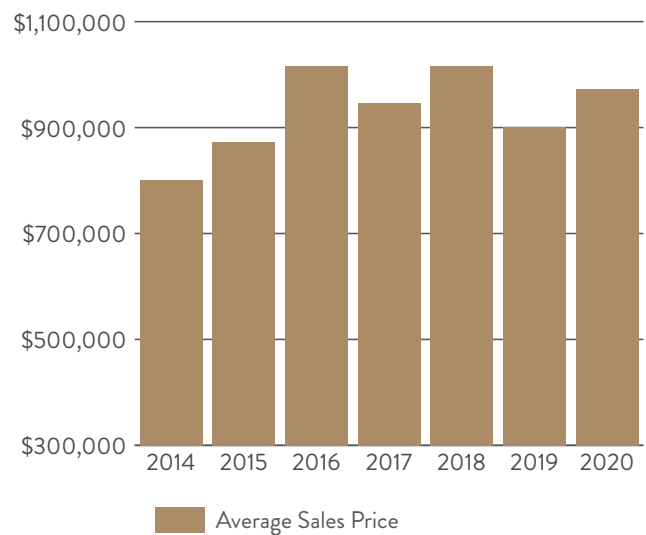
	2014	2015	2016	2017	2018	2019	2020
Listed	581	524	551	617	676	694	685
Sold	402	412	377	390	419	376	432
Avg. Sale \$	\$800,621	\$872,757	\$1,016,772	\$946,941	\$1,016,839	\$901,395	\$972,268



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 432 properties sold, sales were up 14.9% over the preceding 12-month period when 376 properties were sold. New listings were down 1.3%, from 694 to 685. The average sales price, at \$972,268, was up 7.9% from \$901,395. As of April 30, 2020, inventory stood at 418 units while months of supply was 11.61 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	9	15	7.20	\$909,746
Captiva Island	85	46	22.17	\$1,868,369
Dunes At Sanibel Island	5	4	15.00	\$805,875
Other Sanibel Island Single-Family	151	181	10.01	\$1,033,857

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	38	21	21.71	\$691,940
Sundial Of Sanibel Condos	9	20	5.40	\$551,425
Other Sanibel Island Condos	107	124	10.35	\$717,902

# CAPE CORAL

## MARKET REPORT - APRIL 2020

Data Represented on 12-Month Rolling Basis.



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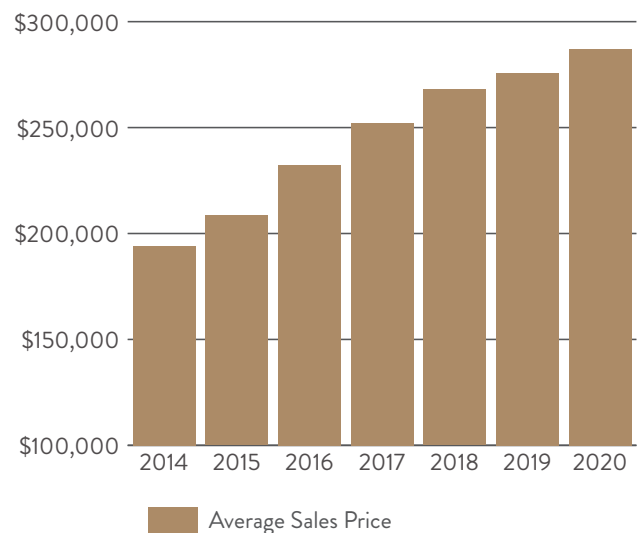
	2014	2015	2016	2017	2018	2019	2020
Listed	8,092	8,047	8,163	8,007	8,526	8,845	7,849
Sold	4,985	5,593	5,664	5,587	5,825	5,665	6,217
Avg. Sale \$	\$194,156	\$208,534	\$232,179	\$252,140	\$267,980	\$275,741	\$287,250



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 6,217 properties sold, sales were up 9.7% over the preceding 12-month period when 5,665 properties were sold. New listings were down 11.3%, from 8,845 to 7,849. The average sales price, at \$287,250, was up 4.2% from \$275,741. As of April 30, 2020, inventory stood at 1,831 units while months of supply was 3.53 months.

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### Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of May 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	10	13	9.23	\$1,396,308
Cape Royal	7	34	2.47	\$481,651
Tarpon Point Marina	3	1	36.00	\$779,000
Yacht Club	15	27	6.67	\$478,394

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	21	32	7.88	\$404,352
Tarpon Point Marina	30	30	12.00	\$589,142



**JRW #1 AGAIN in 2019**  
**2019 CLOSED SALES VOLUME**  
of the top brokerage firms in Southwest Florida

# OUR SALES SPEAK VOLUMES



John R. Wood Properties is the leading broker in Southwest Florida  
**FOR THE FIFTH CONSECUTIVE YEAR!**