



Bring Your Highest Expectations™

MONTHLY MARKET REPORT

DECEMBER 2020



Bring Your Highest Expectations™

MONTHLY MARKET REPORT

DECEMBER 2020

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SOUTHWEST FLORIDA

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

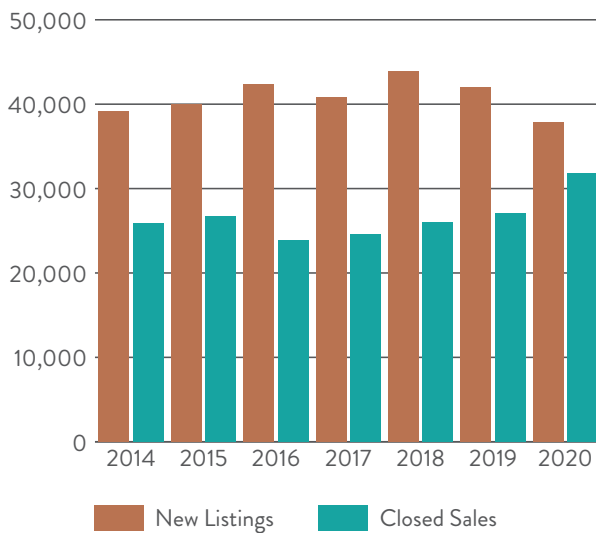


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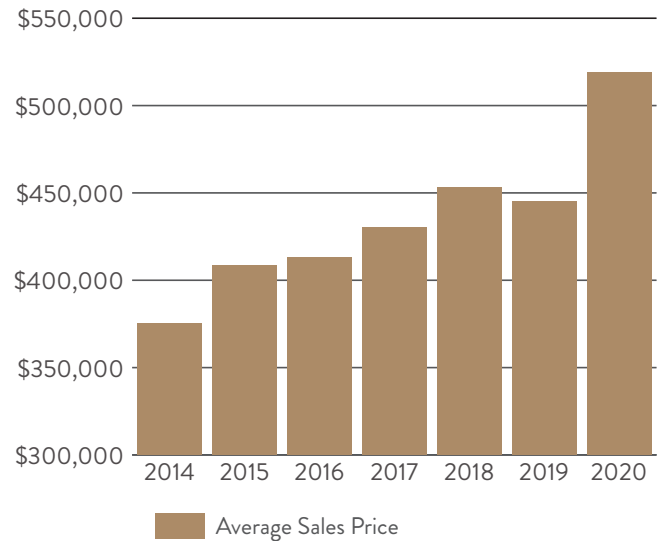
	2014	2015	2016	2017	2018	2019	2020
Listed	39,189	40,008	42,306	40,767	43,865	42,014	37,855
Sold	25,912	26,705	23,846	24,534	25,957	27,106	31,834
Avg. Sale \$	\$375,488	\$408,668	\$413,142	\$430,460	\$453,342	\$445,082	\$518,791



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 31,834 properties sold, sales were up 17.4% over the preceding 12-month period when 27,106 properties were sold. New listings were down 9.9%, from 42,014 to 37,855. The average sales price was up 16.6%, from \$445,082 to \$518,791. As of December 31, 2020, inventory stood at 6,368 units while months of supply was 2.40 months.

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NAPLES

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

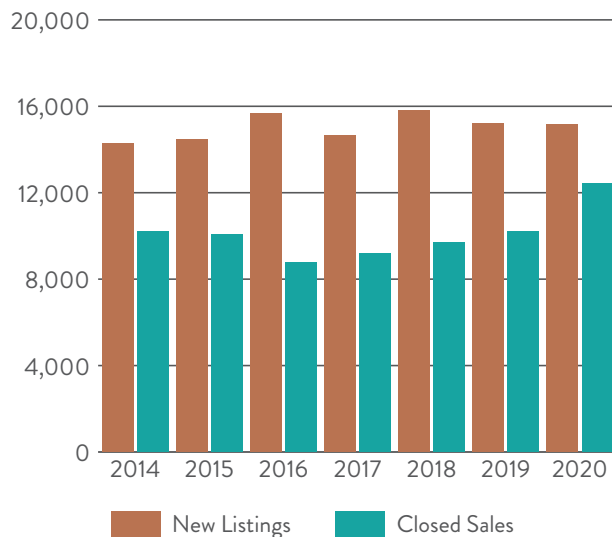


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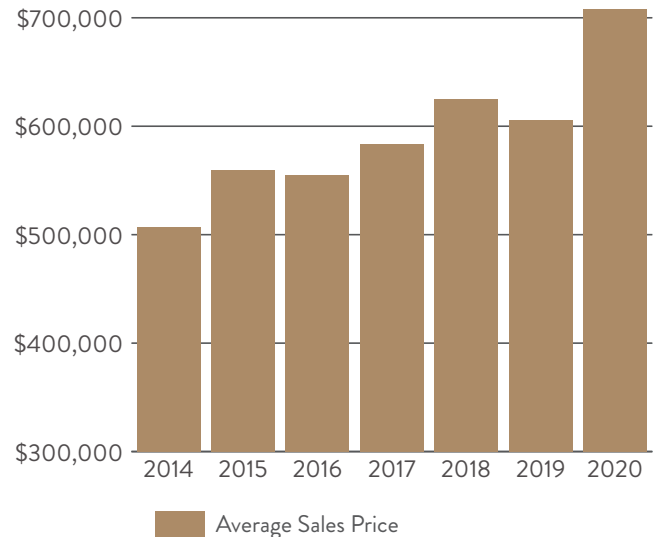
	2014	2015	2016	2017	2018	2019	2020
Listed	14,289	14,460	15,663	14,635	15,825	15,195	15,141
Sold	10,228	10,069	8,775	9,180	9,684	10,207	12,430
Avg. Sale \$	\$506,556	\$559,542	\$554,867	\$583,231	\$625,037	\$606,011	\$708,251



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 12,430 properties sold, sales were up 21.8% over the preceding 12-month period when 10,207 properties were sold. New listings were down .4%, from 15,195 to 15,141. The average sales price was up 16.9%, from \$606,011 to \$708,251. As of December 31, 2020, inventory stood at 2,952 units while months of supply was 2.85 months.

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NAPLES

MARKET REPORT - DECEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	20	42	5.71	\$5,072,621
Audubon	9	43	2.51	\$1,070,992
Colliers Reserve	3	18	2.00	\$1,589,278
Crayton Road Area Non-Waterfront	44	162	3.26	\$2,216,755
Crayton Road Area Waterfront	5	24	2.50	\$5,054,856
Crossings	3	15	2.40	\$794,360
Grey Oaks	15	74	2.43	\$2,459,435
Kensington	2	13	1.85	\$824,262
Lely Resort	29	144	2.42	\$687,242
Mediterra	28	61	5.51	\$1,958,326
Monterey	7	20	4.20	\$767,625
Olde Cypress	10	46	2.61	\$821,351
Olde Naples	34	98	4.16	\$4,206,087
Pelican Bay	14	59	2.85	\$2,463,600
Pelican Bay - Bay Colony	7	12	7.00	\$5,969,167
Pelican Marsh	15	64	2.81	\$1,124,752
Pine Ridge	16	58	3.31	\$2,246,836
Port Royal	25	49	6.12	\$9,347,959
Quail Creek	6	23	3.13	\$1,339,261
Quail West	12	78	1.85	\$2,178,969
Royal Harbor	11	56	2.36	\$2,618,804
Tiburon	3	18	2.00	\$1,884,389
Vanderbilt Beach	8	46	2.09	\$1,989,246
Vineyards	6	85	0.85	\$707,793

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NAPLES

MARKET REPORT - DECEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	47	125	4.51	\$449,421
Crayton Road Area Waterfront	140	326	5.15	\$1,505,275
The Dunes	13	51	3.06	\$1,123,753
Grey Oaks	4	9	5.33	\$1,043,100
Kensington	16	19	10.11	\$436,205
Lely Resort	59	183	3.87	\$308,556
Mediterra	9	18	6.00	\$577,806
Olde Naples	67	131	6.14	\$984,865
Pelican Bay	105	303	4.16	\$1,079,076
Pelican Bay - Bay Colony	11	31	4.26	\$2,730,710
Pelican Marsh	17	95	2.15	\$407,049
Pine Ridge	4	21	2.29	\$219,738
Tiburon	16	37	5.19	\$774,750
Vanderbilt Beach	51	109	5.61	\$963,350
Vineyards	34	128	3.19	\$362,984

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MARCO ISLAND

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

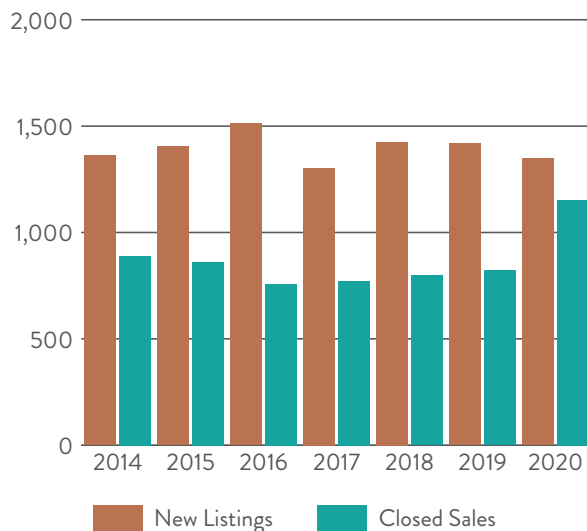


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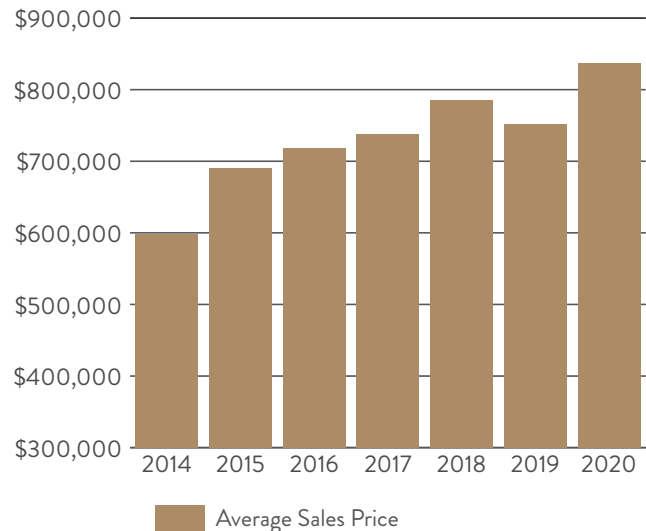
	2014	2015	2016	2017	2018	2019	2020
Listed	1,363	1,404	1,512	1,304	1,426	1,417	1,347
Sold	890	862	757	771	798	822	1,152
Avg. Sale \$	\$598,438	\$689,732	\$718,823	\$737,471	\$784,999	\$752,351	\$837,024



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,152 properties sold, sales were up 40.2% over the preceding 12-month period when 822 properties were sold. New listings were down 4.9%, from 1,417 to 1,347. The average sales price was up 11.3%, from \$752,351 to \$837,024. As of December 31, 2020, inventory stood at 359 units while months of supply was 3.74 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	56	175	3.84	\$1,619,939
Golf Course	4	11	4.36	\$618,652
Gulf Front	3	1	36.00	\$3,800,000
Indirect Waterfront	24	212	1.36	\$1,054,796
Inland	25	150	2.00	\$637,159
Preserve	9	11	9.82	\$1,167,770

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	55	126	5.24	\$386,608
Golf Course	1	3	4.00	\$710,000
Gulf Front	106	241	5.28	\$864,147
Gulf View	22	34	7.76	\$682,821
Indirect Waterfront	5	30	2.00	\$402,675
Inland	44	150	3.52	\$269,534
Preserve	5	7	8.57	\$425,214

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	21	166	1.52	\$800,205
Isles Of Capri	8	24	4.00	\$979,563
Naples Reserve	12	149	0.97	\$579,508
Winding Cypress	5	41	1.46	\$566,681

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	20	147	1.63	\$310,568
Hammock Bay Golf and Country Club	23	35	7.89	\$455,457
Isles Of Capri	10	27	4.44	\$570,256

BONITA SPRINGS - ESTERO

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

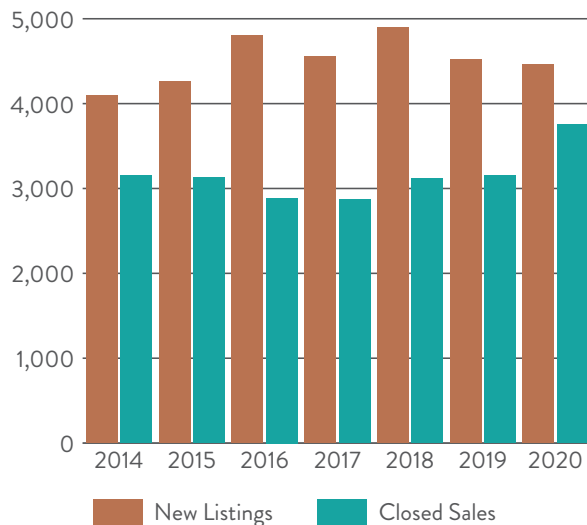


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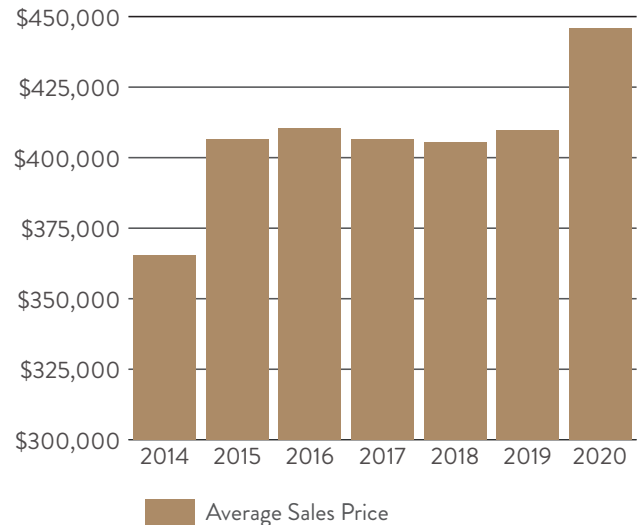
	2014	2015	2016	2017	2018	2019	2020
Listed	4,100	4,260	4,803	4,551	4,901	4,519	4,457
Sold	3,157	3,130	2,887	2,866	3,115	3,154	3,754
Avg. Sale \$	\$365,290	\$406,665	\$410,442	\$406,597	\$405,424	\$409,545	\$445,736



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,754 properties sold, sales were up 19% from the preceding 12-month period when 3,154 properties were sold. New listings were down 1.4%, from 4,519 to 4,457. The average sales price was up 8.8%, from \$409,545 to \$445,736. As of December 31, 2020, inventory stood at 779 units while months of supply was 2.49 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - DECEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	12	29	4.97	\$4,004,655
Bonita Bay	24	63	4.57	\$1,415,833
Brooks	12	90	1.60	\$839,908
Palmira Golf and Country Club	4	43	1.12	\$625,174
Pelican Landing	11	59	2.24	\$784,153
Pelican Landing - The Colony	8	14	6.86	\$1,543,929
Pelican Sound	0	10	—	\$666,000
West Bay Club	12	34	4.24	\$1,147,786

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	6	20	3.60	\$1,617,856
Bonita Bay	59	144	4.92	\$799,252
Brooks	25	138	2.17	\$267,743
Palmira Golf and Country Club	6	31	2.32	\$323,828
Pelican Landing	26	98	3.18	\$348,072
Pelican Landing - The Colony	36	81	5.33	\$890,271
Pelican Sound	1	57	0.21	\$308,062
West Bay Club	8	28	3.43	\$540,264

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FORT MYERS

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

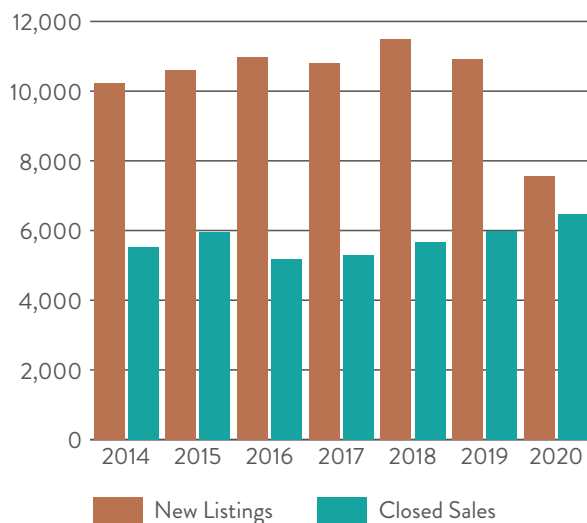


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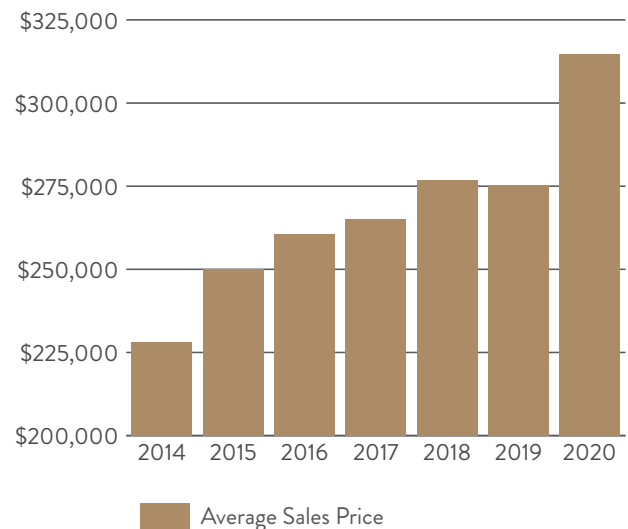
	2014	2015	2016	2017	2018	2019	2020
Listed	10,225	10,597	10,976	10,810	11,503	10,909	7,566
Sold	5,522	5,962	5,177	5,297	5,656	5,971	6,485
Avg. Sale \$	\$227,999	\$250,156	\$260,483	\$265,179	\$276,799	\$275,394	\$314,760



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 6,485 properties sold, sales were up 8.6% from the preceding 12-month period when 5,971 properties were sold. New listings were down 30.6%, from 10,909 to 7,566. The average sales price was up 14.3%, from \$275,394 to \$314,760. As of December 31, 2020, inventory stood at 1,131 units while months of supply was 2.09 months.

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FORT MYERS

MARKET REPORT - DECEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	8	30	3.20	\$539,730
Colonial Country Club	6	26	2.77	\$368,365
Crown Colony	6	36	2.00	\$551,553
Fiddlesticks Country Club	9	30	3.60	\$570,813
The Forest	5	33	1.82	\$465,406
Gulf Harbour Yacht And Country Club	9	44	2.45	\$759,490
Miromar Lakes Beach And Golf Club	27	66	4.91	\$1,603,318
Parker Lakes	2	28	0.86	\$254,754
Paseo	3	38	0.95	\$483,563
The Plantation	16	148	1.30	\$434,153
Shadow Wood Preserve	3	16	2.25	\$730,675
Town And River	7	32	2.63	\$739,469

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	21	100	2.52	\$194,414
Crown Colony	0	21	—	\$263,329
Downtown Fort Myers	69	144	5.75	\$299,873
Fiddlesticks Country Club	4	18	2.67	\$133,199
Gulf Harbour Yacht And Country Club	20	92	2.61	\$488,942
Miromar Lakes Beach And Golf Club	37	61	7.28	\$598,262
Parker Lakes	8	41	2.34	\$190,715
Paseo	25	102	2.94	\$232,037
The Plantation	4	42	1.14	\$284,245
Shadow Wood Preserve	1	12	1.00	\$265,917
Town And River	1	2	6.00	\$193,500

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FORT MYERS BEACH

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

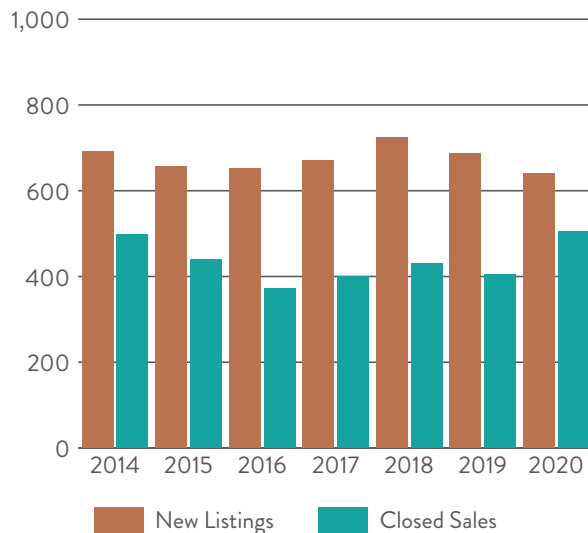


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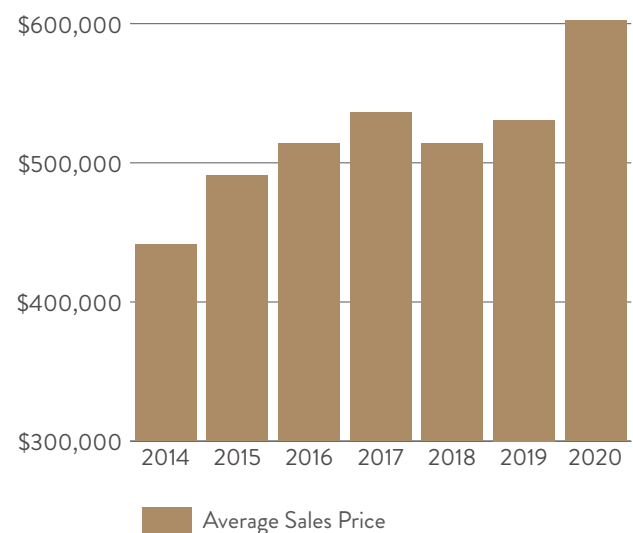
	2014	2015	2016	2017	2018	2019	2020
Listed	692	656	651	670	724	686	640
Sold	498	440	372	401	430	405	506
Avg. Sale \$	\$441,261	\$491,133	\$513,990	\$536,122	\$514,024	\$530,781	\$602,539



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 506 properties sold, sales were up 24.9% from the preceding 12-month period when 405 properties were sold. New listings were down 6.7%, from 686 to 640. The average sales price was up 13.5%, from \$530,781 to \$602,539. As of December 31, 2020, inventory stood at 152 units while months of supply was 3.6 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	1	10	1.20	\$883,200
Laguna Shores	8	28	3.43	\$793,714
Mcphie Park	0	15	—	\$613,233

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	9	6.67	\$470,600
Ocean Harbor Condo	4	10	4.80	\$515,600
Sandarac Condo	4	8	6.00	\$482,875
Waterside At Bay Beach	8	23	4.17	\$624,015

SANIBEL-CAPTIVA

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.

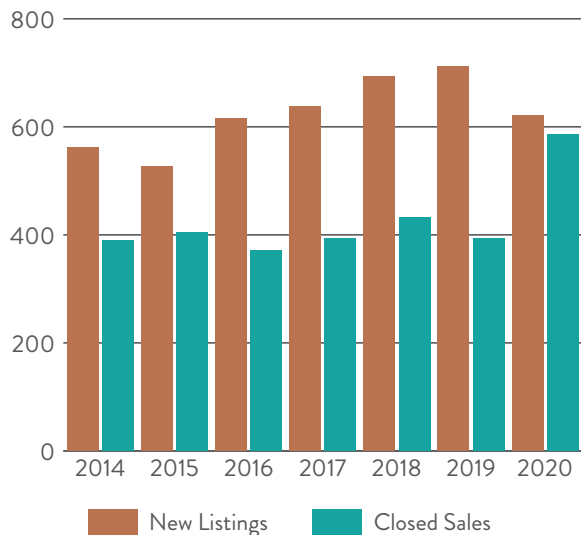


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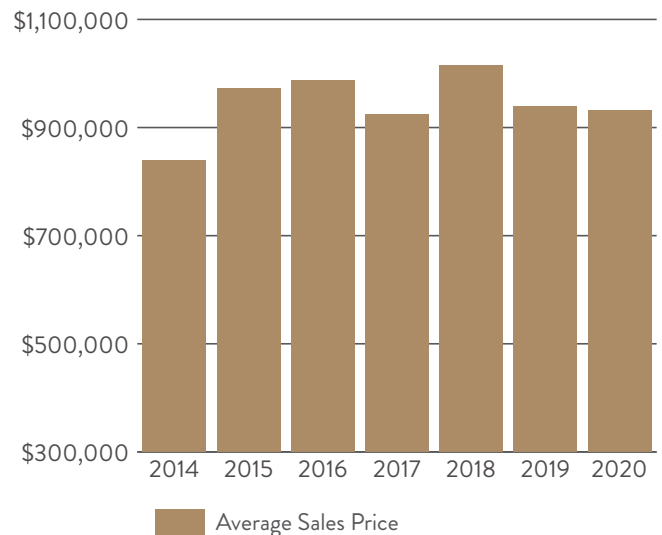
	2014	2015	2016	2017	2018	2019	2020
Listed	561	526	616	638	694	712	622
Sold	389	405	372	394	433	393	586
Avg. Sale \$	\$839,392	\$972,148	\$987,296	\$924,823	\$1,014,696	\$938,372	\$930,980



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 586 properties sold, sales were up 49.1% over the preceding 12-month period when 393 properties were sold. New listings were down 12.6%, from 712 to 622. The average sales price was down .8%, from \$938,372 to \$930,980. As of December 31, 2020, inventory stood at 228 units while months of supply was 4.67 months.

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SANIBEL-CAPTIVA

MARKET REPORT - DECEMBER 2020



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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	3	15	2.40	\$937,197
Captiva Island	54	67	9.67	\$1,580,869
Dunes At Sanibel Island	2	37	0.65	\$726,322
Other Sanibel Island Single-Family	61	233	3.14	\$991,118

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	20	36	6.67	\$730,431
Sundial Of Sanibel Condos	6	24	3.00	\$618,854
Other Sanibel Island Condos	82	174	5.66	\$727,734

CAPE CORAL

MARKET REPORT - DECEMBER 2020

Data Represented on 12-Month Rolling Basis.



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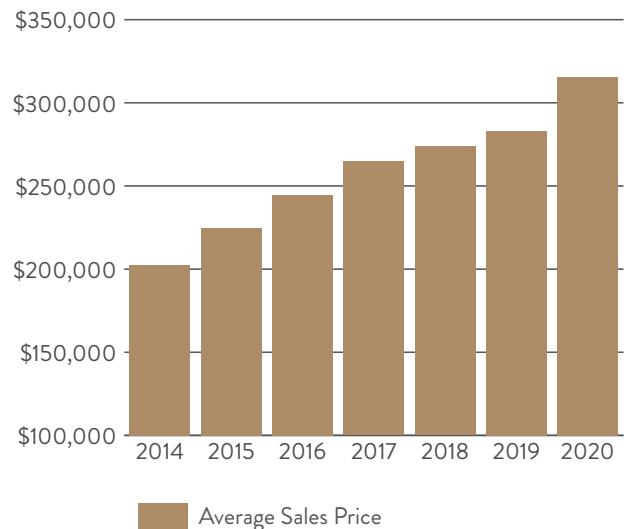
	2014	2015	2016	2017	2018	2019	2020
Listed	7,959	8,105	8,085	8,159	8,792	8,576	7,987
Sold	5,228	5,837	5,506	5,625	5,841	6,154	6,921
Avg. Sale \$	\$202,270	\$224,564	\$244,592	\$264,697	\$273,754	\$282,820	\$315,335



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,921 properties sold, sales were up 12.5% over the preceding 12-month period when 6,154 properties were sold. New listings were down 6.9%, from 8,576 to 7,987. The average sales price was up 11.5%, from \$282,820 to \$315,335. As of December 31, 2020, inventory stood at 767 units while months of supply was 1.33 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	12	9.00	\$1,089,342
Cape Royal	1	31	0.39	\$535,929
Tarpon Point Marina	0	4	—	\$1,271,250
Yacht Club	5	30	2.00	\$507,600

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	8	45	2.13	\$414,601
Tarpon Point Marina	21	34	7.41	\$591,265



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 FIVE YEARS!