



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
JANUARY 2020



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MONTHLY MARKET REPORT

JANUARY 2020

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SOUTHWEST FLORIDA MARKET REPORT - JANUARY 2020

Data Represented on 12-Month Rolling Basis.

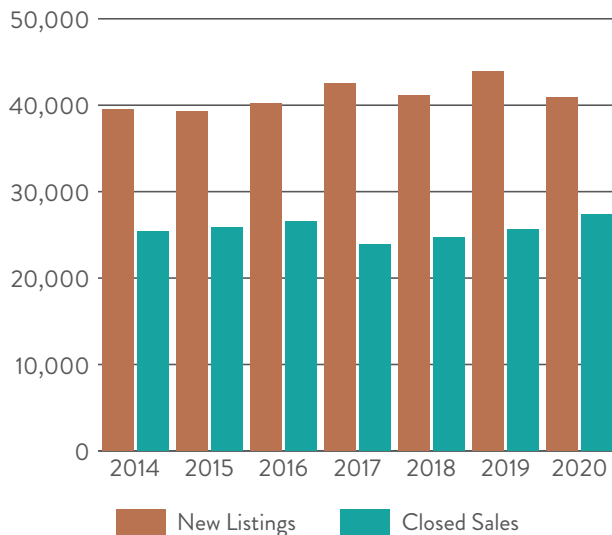


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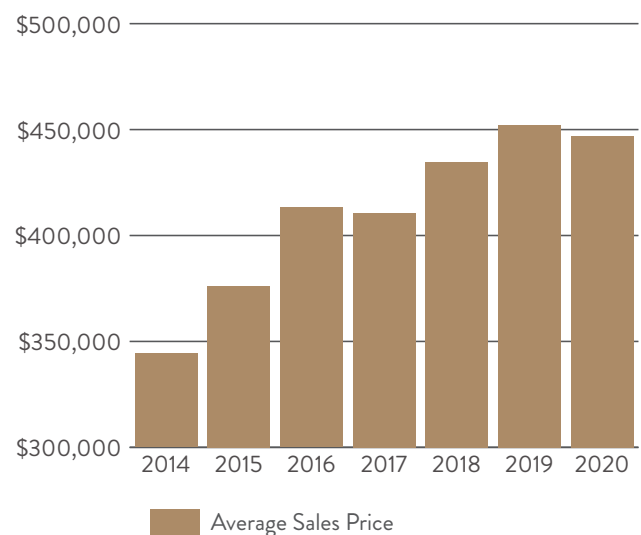
	2014	2015	2016	2017	2018	2019	2020
Listed	39,465	39,226	40,235	42,482	41,087	43,933	40,926
Sold	25,444	25,901	26,604	23,928	24,673	25,651	27,374
Avg. Sale \$	\$344,277	\$376,158	\$413,154	\$410,645	\$434,722	\$452,082	\$447,127



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 27,374 properties sold, sales were up 6.7% over the preceding 12-month period when 25,651 properties were sold. New listings were down 6.4%, from 43,078 to 40,304. The average sales price, at \$447,127, was static. As of February 1, 2020, inventory stood at 12,797 units while months of supply was 5.61 months.

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NAPLES

MARKET REPORT - JANUARY 2020

Data Represented on 12-Month Rolling Basis.

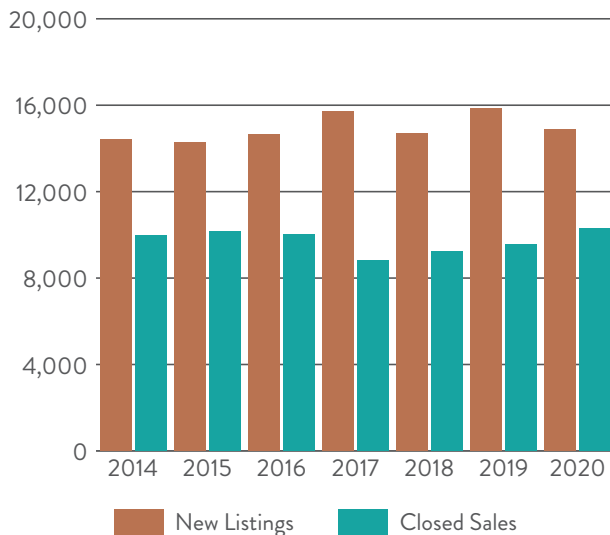


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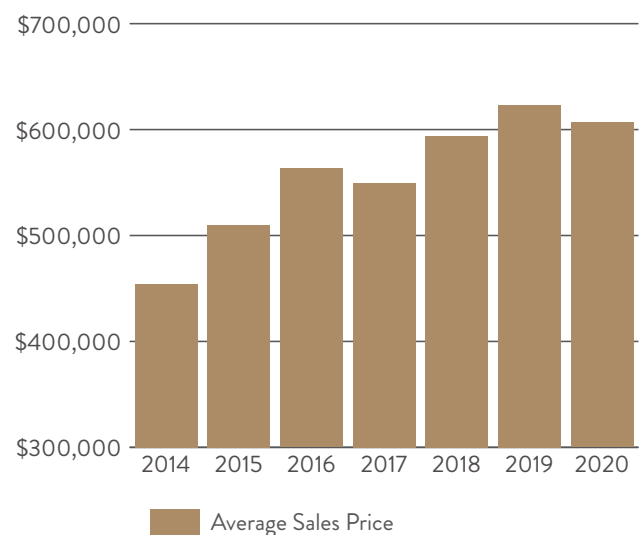
	2014	2015	2016	2017	2018	2019	2020
Listed	14,426	14,281	14,652	15,723	14,676	15,853	14,903
Sold	9,966	10,157	10,032	8,808	9,234	9,570	10,317
Avg. Sale \$	\$454,437	\$509,983	\$563,338	\$549,806	\$593,932	\$623,490	\$606,755



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 10,317 properties sold, sales were up 7.8% over the preceding 12-month period when 9,570 properties were sold. New listings were down 6%, from 15,853 to 14,903. The average sales price, at \$606,755, was down 2.7% from \$623,490. As of February 1, 2020, inventory stood at 5,524 units while months of supply was 6.43 months.



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	27	17	19.1	\$4,846,105
Audubon	35	21	20.0	\$1,122,143
Colliers Reserve	11	16	8.3	\$1,439,994
Crayton Road Area Non-Waterfront	77	132	7.0	\$2,126,114
Crayton Road Area Waterfront	16	22	8.7	\$4,291,136
Crossings	5	12	5.0	\$841,500
Grey Oaks	47	40	14.1	\$2,823,641
Kensington	10	17	7.1	\$865,912
Lely Resort	88	106	10.0	\$621,662
Mediterra	58	49	14.2	\$2,338,014
Monterey	5	23	2.6	\$807,277
Olde Cypress	30	29	12.4	\$804,738
Olde Naples	60	78	9.2	\$4,009,531
Pelican Bay	32	42	9.1	\$1,963,560
Pelican Bay - Bay Colony	11	7	18.9	\$8,660,005
Pelican Marsh	37	51	8.7	\$1,059,123
Pine Ridge	38	31	14.7	\$1,943,402
Port Royal	49	33	17.8	\$9,209,432
Quail Creek	11	21	6.3	\$1,090,043
Quail West	52	51	12.2	\$1,816,246
Royal Harbor	36	31	13.9	\$2,157,065
Tiburon	9	11	9.8	\$1,259,909
Vanderbilt Beach	26	32	9.8	\$1,876,625
Vineyards	35	69	6.1	\$654,343

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 1, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	51	99	6.2	\$415,708
Crayton Road Area Waterfront	213	285	9.0	\$1,382,782
Grey Oaks	2	14	1.7	\$872,786
Kensington	16	15	12.8	\$451,933
Lely Resort	89	195	5.5	\$315,741
Mediterra	18	16	13.5	\$572,052
Olde Naples	79	120	7.9	\$987,029
Pelican Bay	166	243	8.2	\$1,217,103
Pelican Bay - Bay Colony	32	15	25.6	\$4,488,500
Pelican Marsh	51	89	6.9	\$358,743
Pine Ridge	7	17	4.9	\$219,837
The Dunes	29	44	7.9	\$1,149,466
Tiburon	16	40	4.8	\$784,129
Vanderbilt Beach	96	99	11.6	\$838,093
Vineyards	59	131	5.4	\$350,073

MARCO ISLAND

MARKET REPORT - JANUARY 2020

Data Represented on 12-Month Rolling Basis.

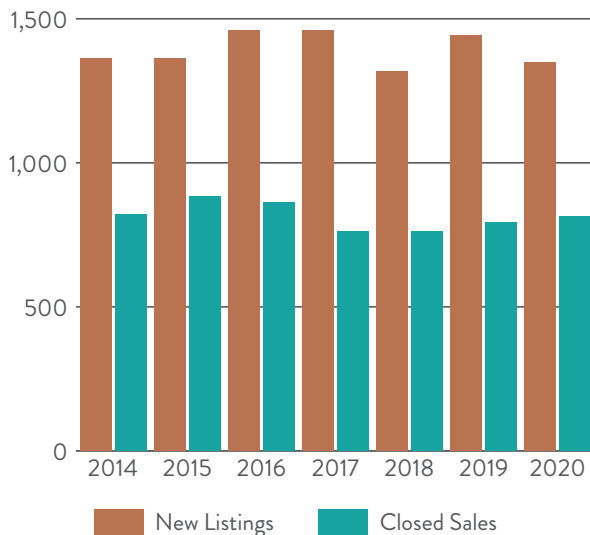


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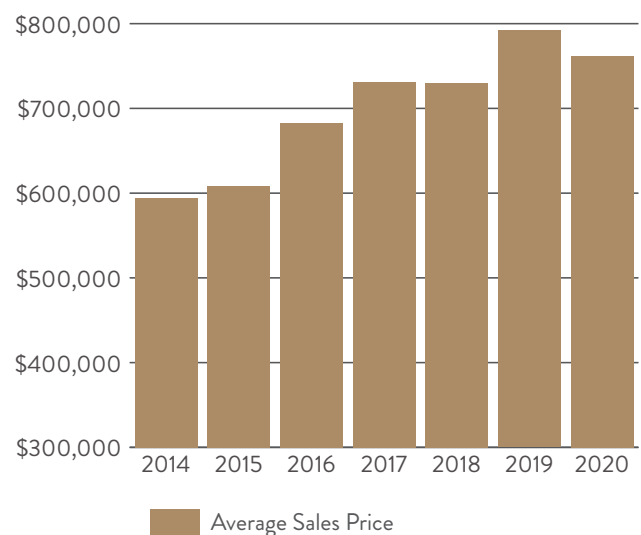
	2014	2015	2016	2017	2018	2019	2020
Listed	1,362	1,362	1,460	1,460	1,312	1,442	1,350
Sold	822	882	864	762	761	794	814
Avg. Sale \$	\$594,317	\$608,443	\$682,901	\$731,224	\$729,747	\$791,899	\$761,658



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 814 properties sold, sales were up 2.5% over the preceding 12-month period when 794 properties were sold. New listings were down 6.4%, from 1,442 to 1,350. The average sales price, at \$791,658, was down 3.8% from \$791,899. As of February 1, 2020, inventory stood at 654 units while months of supply was 9.64 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 1, 2020

Island Area Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	118	103	13.75	\$1,482,776
Golf Course	11	19	6.95	\$617,737
Gulf Front	2	0	—	—
Indirect Waterfront	100	167	7.19	\$988,929
Inland	50	117	5.13	\$576,014
Preserve	9	8	13.50	\$1,430,000

Island Area Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	85	110	9.27	\$366,445
Golf Course	3	1	36.00	\$483,000
Gulf Front	156	174	10.76	\$819,459
Gulf View	31	18	20.67	\$735,833
Indirect Waterfront	17	25	8.16	\$388,216
Inland	63	127	5.95	\$240,161
Preserve	5	8	7.50	\$428,781

Island Proximity Area Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	69	128	6.5	\$769,356
Isles Of Capri	26	21	14.9	\$694,292
Naples Reserve	57	87	7.9	\$512,365
Winding Cypress	17	17	12.0	\$582,976

Island Proximity Area Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	71	120	7.1	\$304,847
Hammock Bay Golf and Country Club	28	40	8.4	\$470,663
Isles Of Capri	14	22	7.6	\$398,723

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BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2020

Data Represented on 12-Month Rolling Basis.

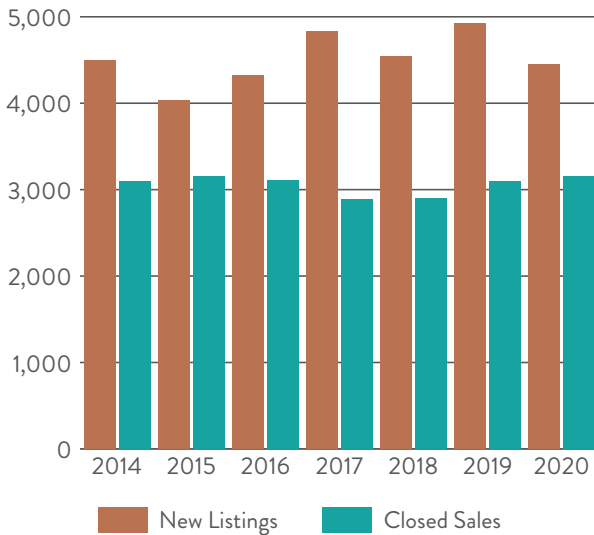


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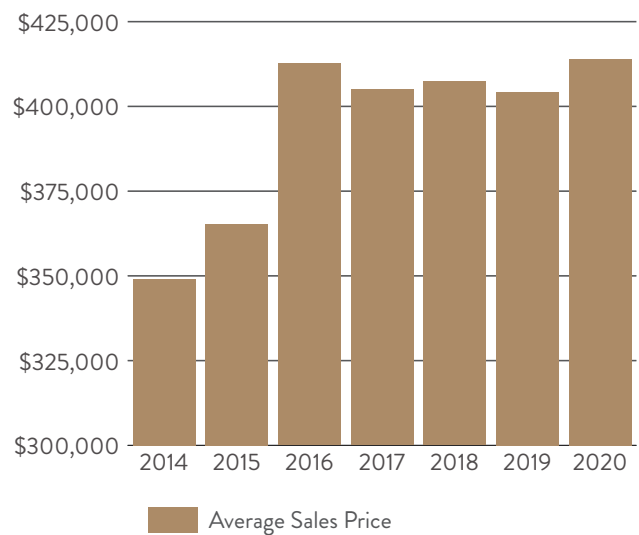
	2014	2015	2016	2017	2018	2019	2020
Listed	4,490	4,027	4,316	4,827	4,545	4,929	4,445
Sold	3,099	3,156	3,111	2,889	2,901	3,096	3,151
Avg. Sale \$	\$349,047	\$365,313	\$412,674	\$405,019	\$407,343	\$404,173	\$413,963



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,151 properties sold, sales were up 1.8% over the preceding 12-month period when 3,096 properties were sold. New listings were down 9.8%, from 4,929 to 4,445. The average sales price, at \$413,963, was up 2.4% from \$404,173. As of February 1, 2020, inventory stood at 1,485 units while months of supply was 5.66 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2020



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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	22	16	16.5	\$4,746,063
Bonita Bay	34	66	6.2	\$1,034,045
Brooks	53	88	7.2	\$711,713
Palmira Golf and Country Club	21	43	5.9	\$562,779
Pelican Landing	37	60	7.4	\$787,389
Pelican Landing - The Colony	14	7	24.0	\$1,742,000
Pelican Sound	1	6	2.0	\$683,333
West Bay Club	20	15	16.0	\$1,137,976

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	6	21	3.4	\$1,611,714
Bonita Bay	91	124	8.8	\$762,736
Brooks	56	137	4.9	\$275,137
Palmira Golf and Country Club	13	20	7.8	\$313,152
Pelican Landing	40	92	5.2	\$331,135
Pelican Landing - The Colony	38	61	7.5	\$922,788
Pelican Sound	5	64	0.9	\$290,144
West Bay Club	8	24	4.0	\$509,875

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FORT MYERS

MARKET REPORT - JANUARY 2020

Data Represented on 12-Month Rolling Basis.

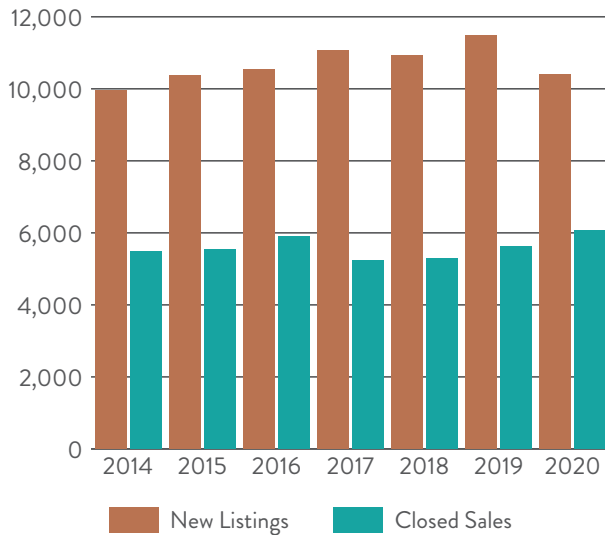


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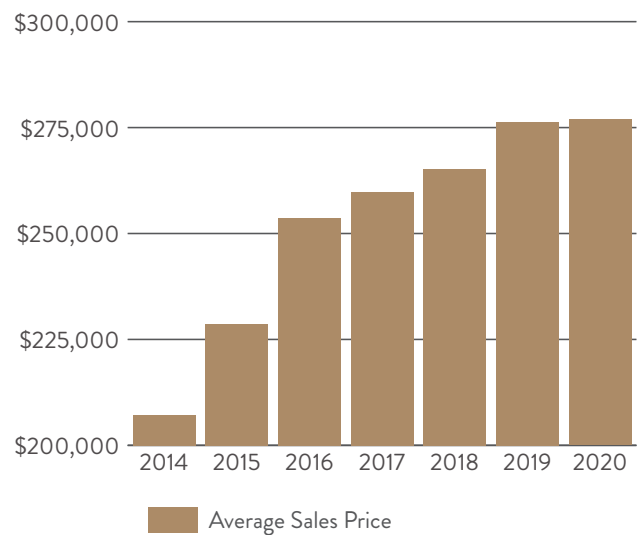
	2014	2015	2016	2017	2018	2019	2020
Listed	9,955	10,369	10,540	11,065	10,940	11,482	10,393
Sold	5,488	5,546	5,897	5,237	5,277	5,617	6,066
Avg. Sale \$	\$207,191	\$228,639	\$253,738	\$259,746	\$265,205	\$276,259	\$276,887



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,066 properties sold, sales were up 8% over the preceding 12-month period when 5,617 properties were sold. New listings were down 9.5%, from 11,482 to 10,393. The average sales price, at \$276,887, was static. As of February 1, 2020, inventory stood at 2,241 units while months of supply was 4.43 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	18	34	6.4	\$527,929
Colonial Country Club	12	23	6.3	\$338,926
Crown Colony	8	25	3.8	\$543,880
Fiddlesticks Country Club	22	24	11.0	\$506,479
The Forest	12	27	5.3	\$428,548
Gulf Harbour Yacht And Country Club	20	32	7.5	\$745,792
Miromar Lakes Beach And Golf Club	33	29	13.7	\$1,152,653
Parker Lakes	7	30	2.8	\$258,778
Paseo	13	24	6.5	\$424,746
The Plantation	50	101	5.9	\$421,880
Shadow Wood Preserve	8	10	9.6	\$789,590
Town And River	17	31	6.6	\$786,111

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	44	77	6.9	\$191,424
Crown Colony	7	10	8.4	\$255,040
Downtown Fort Myers	113	140	9.7	\$272,251
Fiddlesticks Country Club	13	16	9.8	\$127,875
Gulf Harbour Yacht And Country Club	43	102	5.1	\$419,449
Miromar Lakes Beach And Golf Club	37	38	11.7	\$550,013
Parker Lakes	13	44	3.5	\$189,275
Paseo	30	74	4.9	\$227,597
The Plantation	14	27	6.2	\$277,891
Shadow Wood Preserve	5	10	6.0	\$236,590
Town And River	0	5	0.0	\$186,060

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FORT MYERS BEACH

MARKET REPORT - JANUARY 2020

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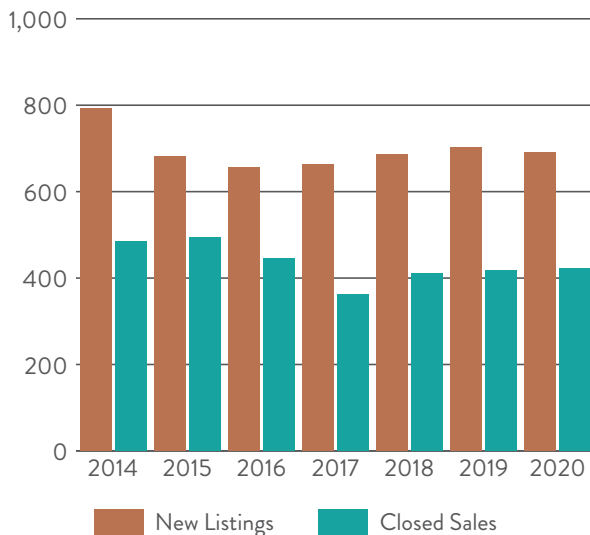


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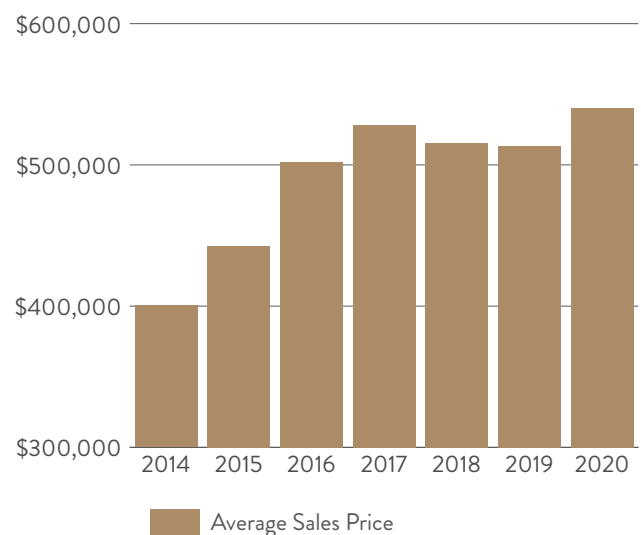
	2014	2015	2016	2017	2018	2019	2020
Listed	793	682	656	662	687	703	690
Sold	484	493	446	362	411	418	423
Avg. Sale \$	\$400,511	\$442,431	\$502,284	\$528,402	\$515,398	\$513,218	\$540,253



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 423 properties sold, sales were up 1.2% over the preceding 12-month period when 418 properties were sold. New listings were down 1.9%, from 703 to 690. The average sales price, at \$540,253, was up 5.3% from \$513,218. As of February 1, 2020, inventory stood at 298 units while months of supply was 8.45 months.

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12-Month Sold Comparison Report for Select Communities

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	5	10	6.0	\$653,125
Laguna Shores	19	15	15.2	\$1,114,400
Mcphie Park	8	9	10.7	\$955,333

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	6	9	8.0	\$476,111
Ocean Harbor Condo	10	10	12.0	\$513,350
Sandarac Condo	5	7	8.6	\$505,429
Waterside At Bay Beach	15	17	10.6	\$598,368

SANIBEL-CAPTIVA

MARKET REPORT - JANUARY 2020

Data Represented on 12-Month Rolling Basis.



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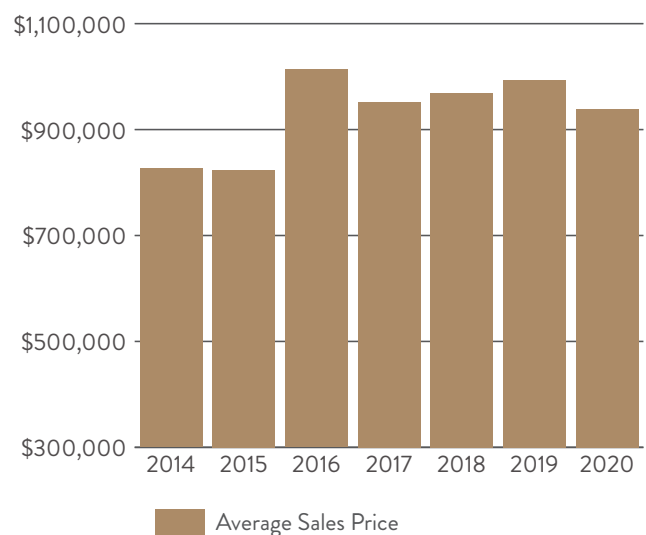
	2014	2015	2016	2017	2018	2019	2020
Listed	562	545	525	625	662	694	709
Sold	409	379	417	375	395	411	412
Avg. Sale \$	\$826,770	\$823,984	\$1,013,429	\$951,574	\$968,859	\$993,000	\$939,092



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 412 properties sold, sales were static with the preceding 12-month period. New listings were up 2.2%, from 694 to 709. The average sales price, at \$939,092, was down 5.4% from \$993,000 to \$939,092. As of February 1, 2020, inventory stood at 460 units while months of supply was 13.4 months.

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	8	14	6.9	\$899,428
Captiva Island	84	45	22.4	\$1,699,641
Dunes At Sanibel Island	13	16	9.8	\$672,969
Other Sanibel Island Single-Family	184	179	12.3	\$985,579

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	32	22	17.5	\$734,148
Other Sanibel Island	128	118	13.0	\$719,535
Sundial Of Sanibel Condos	10	19	6.3	\$515,132

CAPE CORAL

MARKET REPORT - JANUARY 2020

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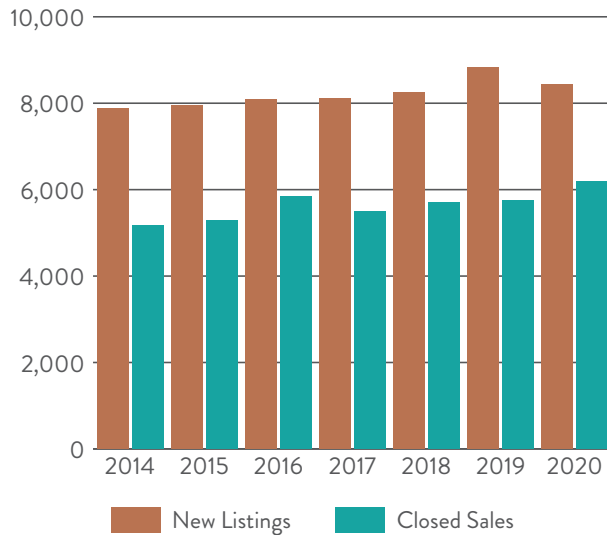


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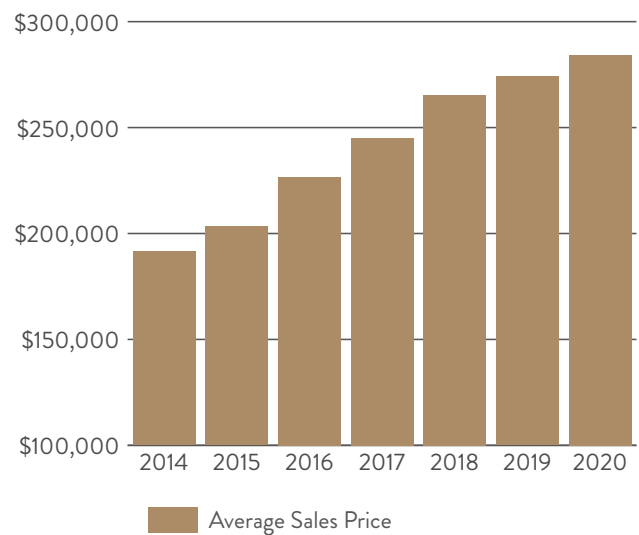
	2014	2015	2016	2017	2018	2019	2020
Listed	7,877	7,960	8,086	8,120	8,259	8,830	8,436
Sold	5,176	5,288	5,837	5,495	5,694	5,745	6,191
Avg. Sale \$	\$191,574	\$203,283	\$226,721	\$245,226	\$265,274	\$274,119	\$284,320



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,191 properties sold, sales were up 7.8% over the preceding 12-month period when 5,745 properties were sold. New listings were down 4.46%, from 8,830 to 8,436. The average sales price, at \$284,320, was up 3.7% from \$274,119. As of February 1, 2020, inventory stood at 2,135 units while months of supply was 4.14 months.

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12-Month Sold Comparison Report for Select Communities

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	13	17	9.2	\$1,298,882
Cape Royal	14	33	5.1	\$445,368
Tarpon Point Marina	5	1	60.0	\$779,000
Yacht Club	14	27	6.2	\$516,672

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	24	37	7.8	\$396,774
Tarpon Point Marina	28	29	11.6	\$623,905



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!