



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
JANUARY 2021



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MONTHLY MARKET REPORT

JANUARY 2021

Southwest Florida	2
Naples.....	3
Marco Island	6
Bonita-Estero	8
Fort Myers	10
Fort Myers Beach	12
Sanibel & Captiva Islands.....	14
Cape Coral.....	16

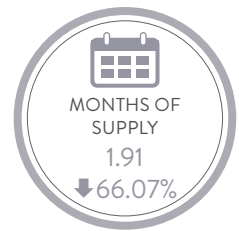
SOUTHWEST FLORIDA MARKET REPORT - JANUARY 2021

Data Represented on 12-Month Rolling Basis.

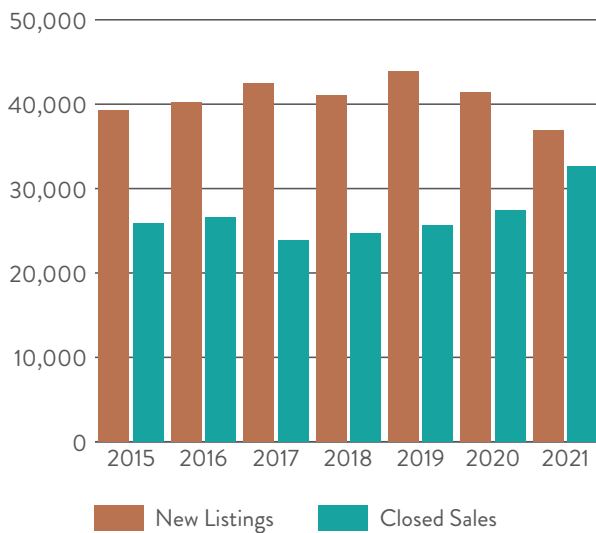


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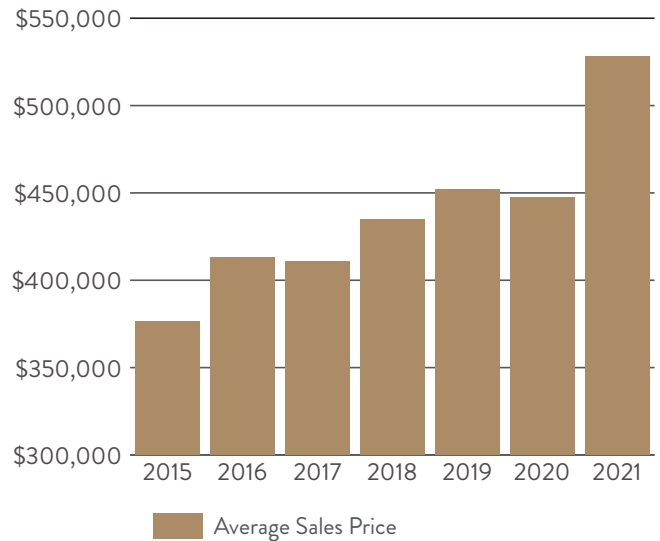
	2015	2016	2017	2018	2019	2020	2021
Listed	39,226	40,235	42,482	41,087	43,933	41,357	36,945
Sold	25,901	26,604	23,928	24,673	25,651	27,462	32,626
Avg. Sale \$	\$376,158	\$413,154	\$410,645	\$434,722	\$452,082	\$447,123	\$527,969



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 32,626 properties sold, sales were up 18.8% over the preceding 12-month period when 27,462 properties were sold. New listings were down 10.7%, from 41,357 to 36,945. The average sales price was up 18.1%, from \$447,123 to \$527,969. As of January 31, 2021, inventory stood at 5,201 units while months of supply was 1.91 months.

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NAPLES

MARKET REPORT - JANUARY 2021

Data Represented on 12-Month Rolling Basis.

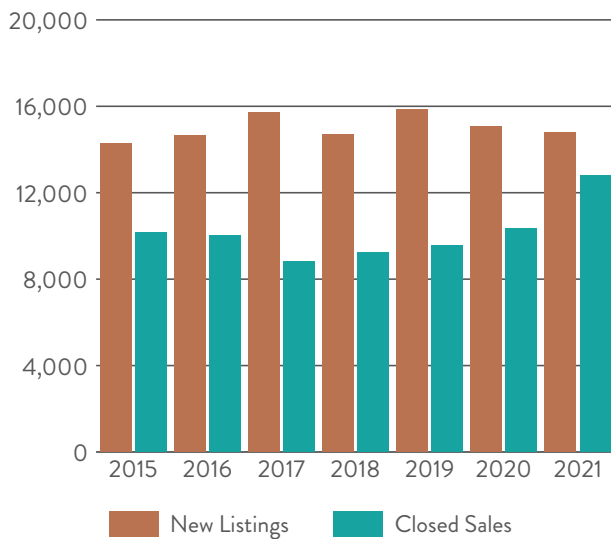


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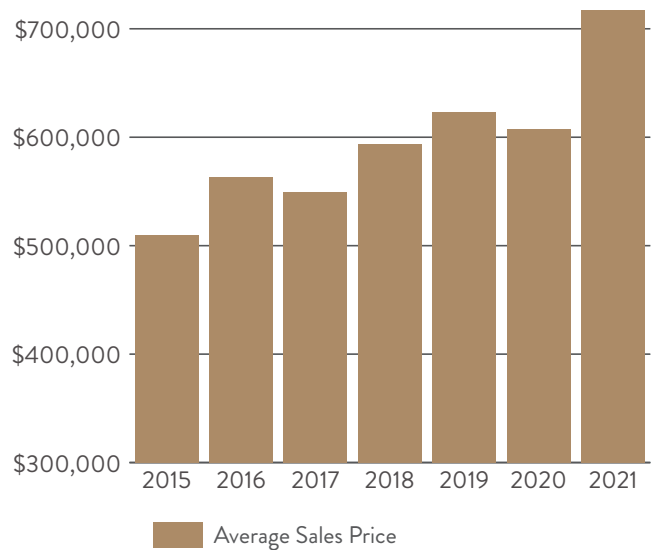
	2015	2016	2017	2018	2019	2020	2021
Listed	14,281	14,652	15,723	14,676	15,853	15,055	14,770
Sold	10,157	10,032	8,808	9,234	9,570	10,353	12,791
Avg. Sale \$	\$509,983	\$563,338	\$549,806	\$593,932	\$623,490	\$607,531	\$717,013



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 12,791 properties sold, sales were up 23.6% over the preceding 12-month period when 10,353 properties were sold. New listings were down 1.9%, from 15,055 to 14,770. The average sales price was up 18%, from \$607,531 to \$717,013. As of January 31, 2021, inventory stood at 2,392 units while months of supply was 2.24 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	14	44	3.82	\$5,081,054
Audubon	7	45	1.87	\$1,060,259
Colliers Reserve	1	19	0.63	\$1,562,868
Crayton Road Area Non-Waterfront	37	159	2.79	\$2,267,768
Crayton Road Area Waterfront	6	23	3.13	\$4,995,284
Crossings	1	15	0.80	\$794,360
Grey Oaks	14	81	2.07	\$2,563,457
Kensington	2	14	1.71	\$823,922
Lely Resort	28	160	2.10	\$691,777
Mediterra	15	63	2.86	\$1,951,387
Monterey	6	20	3.60	\$765,375
Olde Cypress	9	48	2.25	\$820,753
Olde Naples	28	97	3.46	\$4,208,933
Pelican Bay	12	60	2.40	\$2,458,165
Pelican Bay - Bay Colony	6	13	5.54	\$4,777,308
Pelican Marsh	10	66	1.82	\$1,107,486
Pine Ridge	17	57	3.58	\$2,275,691
Port Royal	18	53	4.08	\$10,686,321
Quail Creek	4	26	1.85	\$1,344,346
Quail West	17	86	2.37	\$2,252,155
Royal Harbor	8	57	1.68	\$2,693,845
Tiburon	3	18	2.00	\$1,920,500
Vanderbilt Beach	12	49	2.94	\$1,905,313
Vineyards	8	85	1.13	\$725,580

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Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2021

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	37	127	3.50	\$454,602
Crayton Road Area Waterfront	119	341	4.19	\$1,479,319
The Dunes	13	52	3.00	\$1,132,123
Grey Oaks	4	11	4.36	\$995,718
Kensington	13	20	7.80	\$430,895
Lely Resort	39	194	2.41	\$311,256
Mediterra	9	16	6.75	\$588,469
Olde Naples	55	140	4.71	\$986,616
Pelican Bay	81	316	3.08	\$1,057,616
Pelican Bay - Bay Colony	11	33	4.00	\$2,727,485
Pelican Marsh	10	97	1.24	\$411,466
Pine Ridge	2	21	1.14	\$221,310
Tiburon	5	41	1.46	\$768,067
Vanderbilt Beach	36	118	3.66	\$978,060
Vineyards	30	124	2.90	\$361,137

MARCO ISLAND

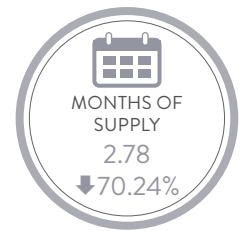
MARKET REPORT - JANUARY 2021

Data Represented on 12-Month Rolling Basis.

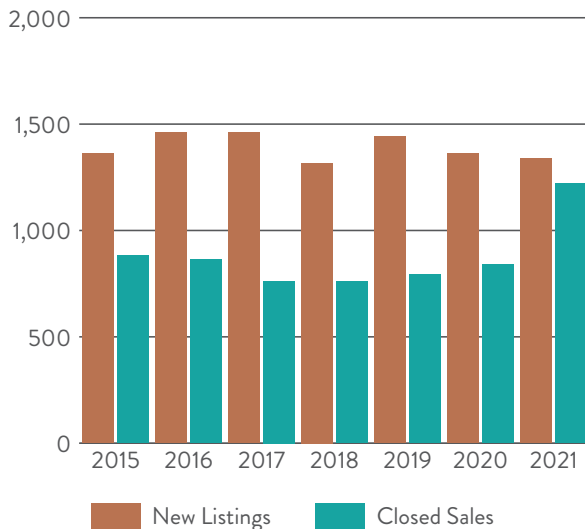


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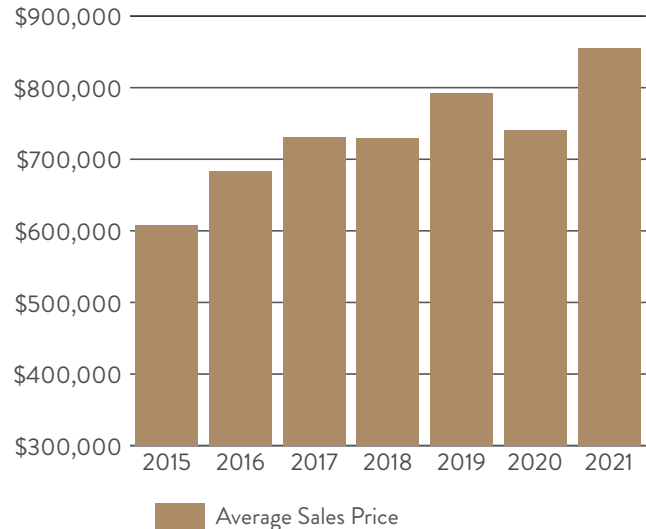
	2015	2016	2017	2018	2019	2020	2021
Listed	1,362	1,460	1,460	1,318	1,442	1,361	1,337
Sold	882	864	762	761	794	839	1,220
Avg. Sale \$	\$608,443	\$682,901	\$732,224	\$729,747	\$791,899	\$740,404	\$855,683



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,220 properties sold, sales were up 45.4% over the preceding 12-month period when 839 properties were sold. New listings were down 1.8%, from 1,361 to 1,337. The average sales price was up 15.6%, from \$740,404 to \$855,683. As of January 31, 2021, inventory stood at 283 units while months of supply was 2.78 months.

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Statistics include Marco Island and Key Marco.



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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2021

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	45	188	2.87	\$1,640,438
Golf Course	3	10	3.60	\$639,517
Gulf Front	1	2	6.00	\$4,900,000
Indirect Waterfront	19	217	1.05	\$1,060,176
Inland	22	152	1.74	\$634,332
Preserve	6	12	6.00	\$1,191,289

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	38	135	3.38	\$387,949
Golf Course	0	3	—	\$710,000
Gulf Front	90	270	4.00	\$890,115
Gulf View	15	36	5.00	\$708,914
Indirect Waterfront	5	34	1.76	\$401,684
Inland	35	153	2.75	\$269,660
Preserve	4	7	6.86	\$425,214

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	13	169	0.92	\$810,114
Isles Of Capri	8	24	4.00	\$928,417
Naples Reserve	5	146	0.41	\$591,768
Winding Cypress	1	42	0.29	\$553,601

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	9	144	0.75	\$316,076
Hammock Bay Golf and Country Club	21	37	6.81	\$445,838
Isles Of Capri	6	28	2.57	\$553,818

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BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2021

Data Represented on 12-Month Rolling Basis.



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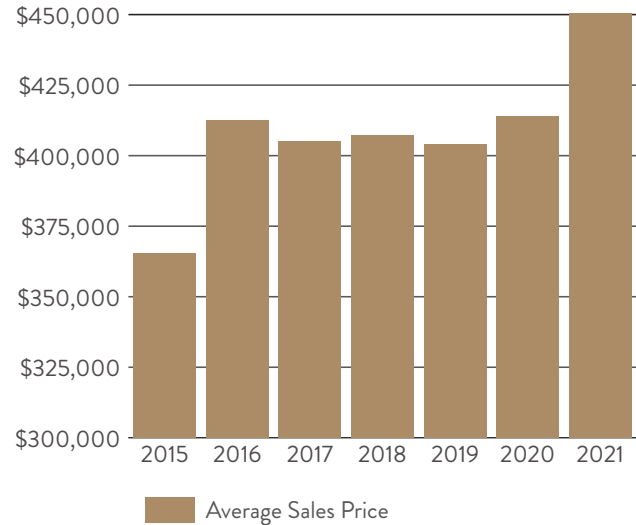
	2015	2016	2017	2018	2019	2020	2021
Listed	4,027	4,316	4,827	4,545	4,929	4,703	4,325
Sold	3,156	3,111	2,889	2,901	3,096	3,155	3,894
Avg. Sale \$	\$365,313	\$412,674	\$405,019	\$407,343	\$404,173	\$413,903	\$450,590



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,894 properties sold, sales were up 23.4% from the preceding 12-month period when 3,155 properties were sold. New listings were down 8%, from 4,703 to 4,325. The average sales price was up 8.9%, from \$413,903 to \$450,590. As of January 31, 2021, inventory stood at 614 units while months of supply was 1.89 months.

BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2021



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	12	29	4.97	\$4,069,087
Bonita Bay	17	69	2.96	\$1,435,224
Brooks	10	99	1.21	\$843,911
Palmira Golf and Country Club	5	49	1.22	\$607,888
Pelican Landing	12	61	2.36	\$775,689
Pelican Landing - The Colony	2	15	1.60	\$1,577,667
Pelican Sound	0	11	—	\$699,545
West Bay Club	6	33	2.18	\$1,139,457

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	4	20	2.40	\$1,486,106
Bonita Bay	51	157	3.90	\$789,432
Brooks	20	146	1.64	\$277,209
Palmira Golf and Country Club	1	33	0.36	\$324,275
Pelican Landing	11	99	1.33	\$344,268
Pelican Landing - The Colony	34	85	4.80	\$879,095
Pelican Sound	0	56	—	\$303,921
West Bay Club	6	27	2.67	\$546,237

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FORT MYERS

MARKET REPORT - JANUARY 2021

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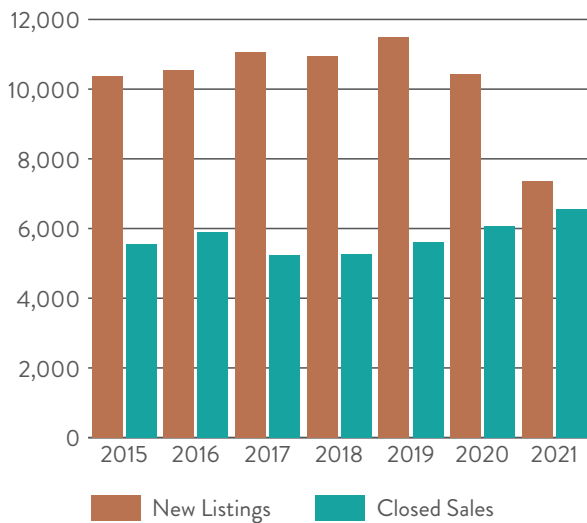


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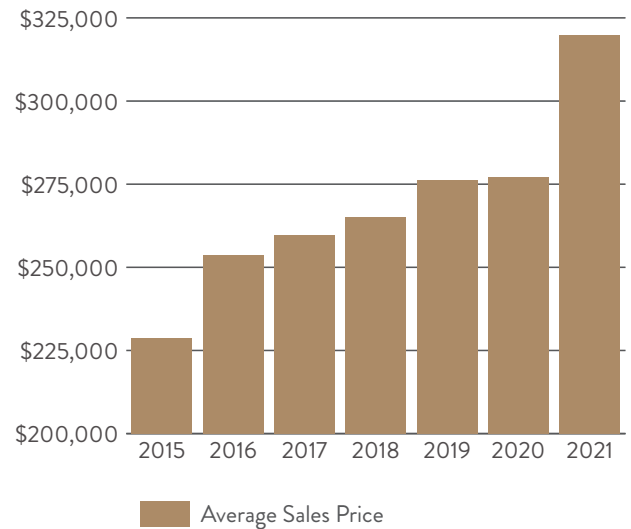
	2015	2016	2017	2018	2019	2020	2021
Listed	10,369	10,540	11,065	10,940	11,482	10,419	7,356
Sold	5,546	5,897	5,237	5,277	5,617	6,076	6,555
Avg. Sale \$	\$228,639	\$253,738	\$259,746	\$265,205	\$276,205	\$277,031	\$319,893



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,555 properties sold, sales were up 7.9% from the preceding 12-month period when 6,076 properties were sold. New listings were down 29.4%, from 10,419 to 7,356. The average sales price was up 15.5%, from \$277,031 to \$319,893. As of January 31, 2021, inventory stood at 952 units while months of supply was 1.74 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	2	32	0.75	\$539,935
Colonial Country Club	5	25	2.40	\$375,780
Crown Colony	4	35	1.37	\$542,911
Fiddlesticks Country Club	9	28	3.86	\$591,389
The Forest	4	32	1.50	\$463,138
Gulf Harbour Yacht And Country Club	8	47	2.04	\$716,980
Miromar Lakes Beach And Golf Club	12	71	2.03	\$1,686,917
Parker Lakes	1	29	0.41	\$259,628
Paseo	2	39	0.62	\$483,026
The Plantation	11	155	0.85	\$435,411
Shadow Wood Preserve	2	16	1.50	\$730,675
Town And River	6	33	2.18	\$725,397

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	16	98	1.96	\$197,071
Crown Colony	0	21	—	\$265,881
Downtown Fort Myers	73	156	5.62	\$300,542
Fiddlesticks Country Club	3	19	1.89	\$125,736
Gulf Harbour Yacht And Country Club	17	97	2.10	\$507,882
Miromar Lakes Beach And Golf Club	29	60	5.80	\$608,833
Parker Lakes	6	43	1.67	\$194,309
Paseo	23	112	2.46	\$233,591
The Plantation	0	42	—	\$285,198
Shadow Wood Preserve	3	13	2.77	\$282,769
Town And River	1	3	4.00	\$197,333

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FORT MYERS BEACH

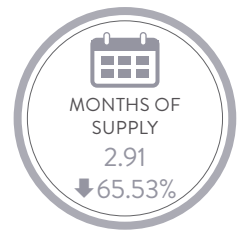
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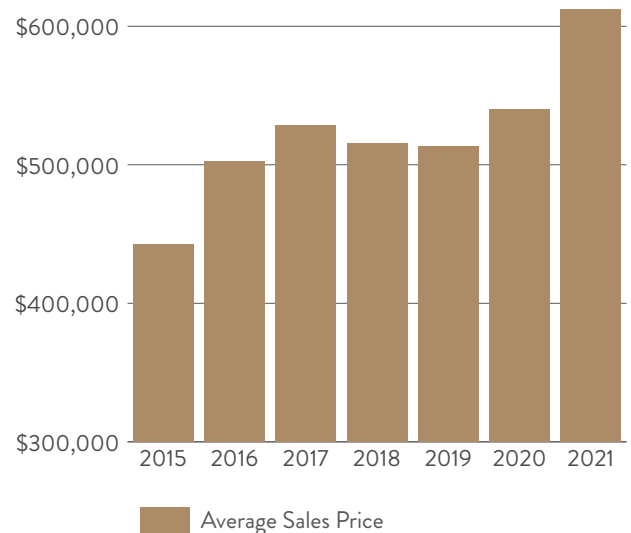
	2015	2016	2017	2018	2019	2020	2021
Listed	682	656	662	687	703	694	637
Sold	493	446	362	411	418	424	516
Avg. Sale \$	\$442,431	\$502,284	\$528,402	\$515,398	\$513,218	\$539,714	\$612,082



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 516 properties sold, sales were up 21.7% from the preceding 12-month period when 424 properties were sold. New listings were down 8.2%, from 694 to 637. The average sales price was up 13.4%, from \$539,714 to \$612,082. As of January 31, 2021, inventory stood at 125 units while months of supply was 2.91 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	1	11	1.09	\$928,818
Laguna Shores	6	28	2.57	\$867,536
Mcphie Park	1	16	0.75	\$648,031

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	1	9	1.33	\$475,044
Ocean Harbor Condo	3	10	3.60	\$500,600
Sandarac Condo	1	8	1.50	\$482,875
Waterside At Bay Beach	7	26	3.23	\$615,990

SANIBEL-CAPTIVA

MARKET REPORT - JANUARY 2021

Data Represented on 12-Month Rolling Basis.

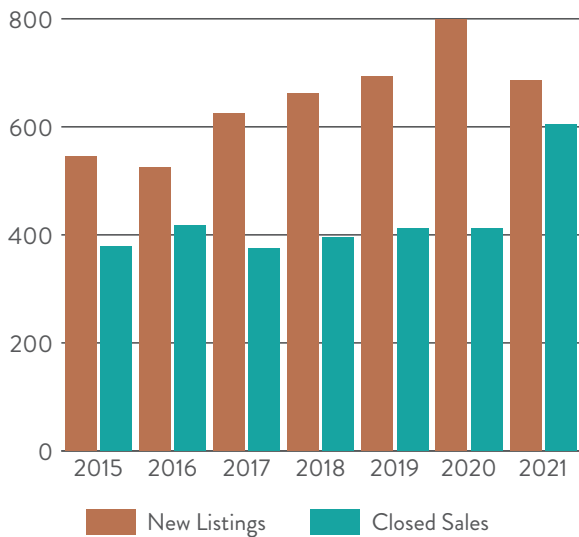


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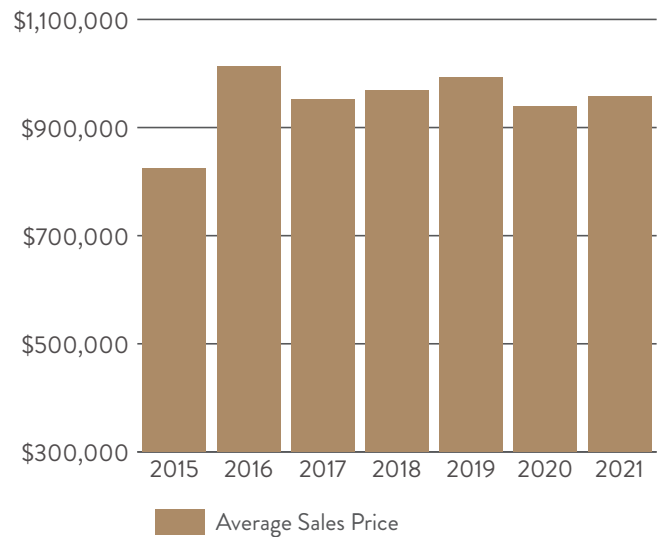
	2015	2016	2017	2018	2019	2020	2021
Listed	545	525	625	662	694	799	686
Sold	379	417	375	395	411	412	605
Avg. Sale \$	\$823,984	\$1,013,429	\$951,574	\$968,859	\$993,000	\$939,092	\$958,154



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 605 properties sold, sales were up 46.8% over the preceding 12-month period when 412 properties were sold. New listings were down 14.1%, from 799 to 686. The average sales price was up 2%, from \$939,092 to \$958,154. As of January 31, 2021, inventory stood at 206 units while months of supply was 4.09 months.

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	1	15	0.80	\$937,197
Captiva Island	47	71	7.94	\$1,534,147
Dunes At Sanibel Island	2	38	0.63	\$739,574
Other Sanibel Island Single-Family	60	245	2.94	\$1,058,426

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	12	36	4.00	\$691,125
Sundial Of Sanibel Condos	5	23	2.61	\$631,630
Other Sanibel Island Condos	79	176	5.39	\$729,514

CAPE CORAL

MARKET REPORT - JANUARY 2021

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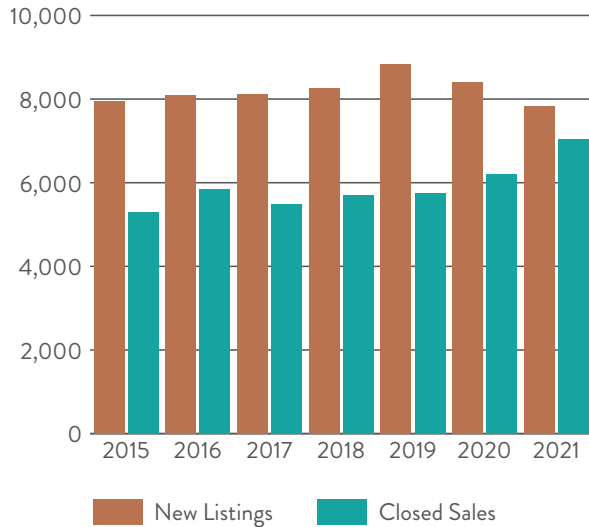


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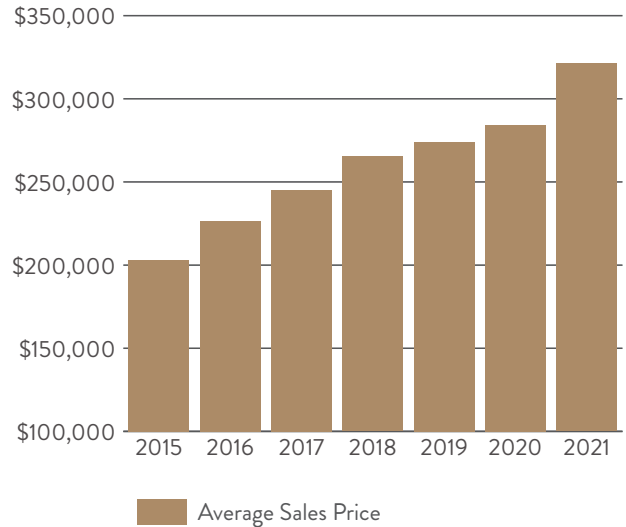
	2015	2016	2017	2018	2019	2020	2021
Listed	7,960	8,086	8,120	8,259	8,830	8,409	7,834
Sold	5,288	5,837	5,495	5,694	5,745	6,203	7,045
Avg. Sale \$	\$203,283	\$226,721	\$245,226	\$265,274	\$274,119	\$284,212	\$321,255



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 7,045 properties sold, sales were up 13.6% over the preceding 12-month period when 6,203 properties were sold. New listings were down 6.8%, from 8,409 to 7,834. The average sales price was up 13%, from \$284,212 to \$321,225. As of January 31, 2021, inventory stood at 629 units while months of supply was 1.07 months.

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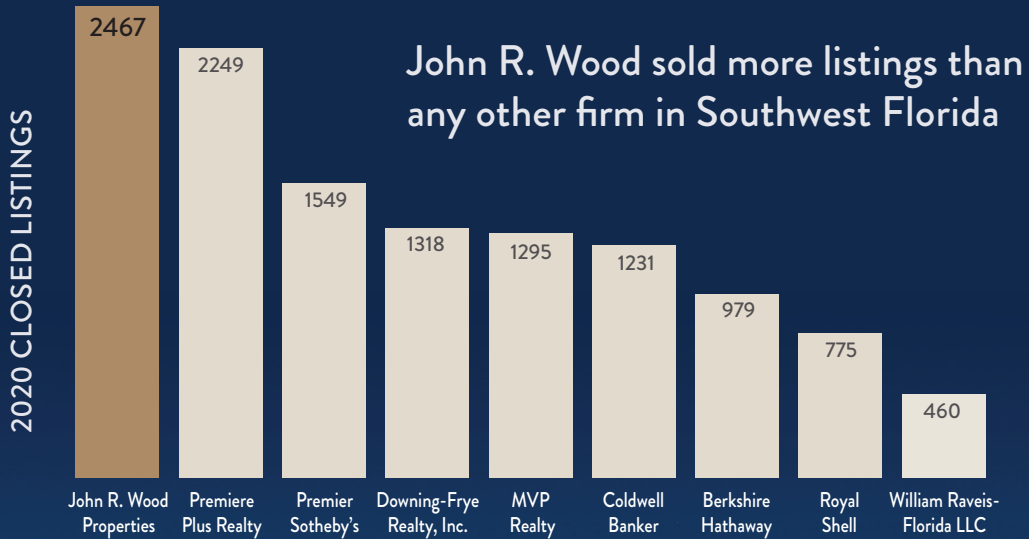
Monthly Snapshot as of January 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	6	17	4.24	\$1,065,712
Cape Royal	5	32	1.88	\$546,994
Tarpon Point Marina	0	4	—	\$1,271,250
Yacht Club	3	27	1.33	\$425,611

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	5	46	1.30	\$413,983
Tarpon Point Marina	20	37	6.49	\$592,311



JOHN R. WOOD PROPERTIES THE #1 CHOICE FOR SELLING YOUR HOME



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