



*Bring Your Highest Expectations™*

MONTHLY MARKET REPORT FOR DECEMBER 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 December 31, 2019 a total of 13,213 sales were reported, up 4.6% from the same period the prior year when there were 12,631 sales.
- Closed sales priced above \$2 million were down 4.2% from 529 to 507.

### New Listings/Inventory

- Available inventory as of January 1, 2020 totaled 6,618 units, down 17.6% compared to 8,027 units as of the same date the prior year.
- Months of supply, at 6.01 months, was down 21.2% compared to 7.63 months posted a year ago.
- New listings added over the 12-month period ending December 31, 2019 were down 7.8% to 19,179 compared with 20,809 listings added during the preceding 12-month period.

### Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$555,952, a 2.3% decrease compared to the preceding 12 months when an average of \$569,263 was posted. When comparing the same two periods, median pricing fell by 2.4% from \$331,458 to \$323,612.
- The average price for sales above \$2 million over the past 12 months was up 3.6% to \$3,978,179 compared to \$3,838,558 for the preceding 12-month period.

## MARCO ISLAND

### Closed Sales

- During the 12-month period ending December 31, 2019 a total of 874 sales were reported, up 3.3% from the same period the prior year when there were 846 sales.

### New Listings/Inventory

- Available inventory as of January 1, 2020 for the Marco Island market totaled 656 units, down 6.4% compared to 701 units as of the same date the prior year. Months of supply, at 9.01 months, was up 9.4% compared to 9.94 months posted a year ago.
- During the 12 months ending December 31, 2019, 1,397 listings were added to the Marco Island market, a 1.2% increase over the preceding 12-month period when 1,381 listings were added.

### Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$759,868, down 3% from the preceding 12-month period when the average sale price was \$783,502. When comparing the same two periods, median pricing was static at \$587,929.



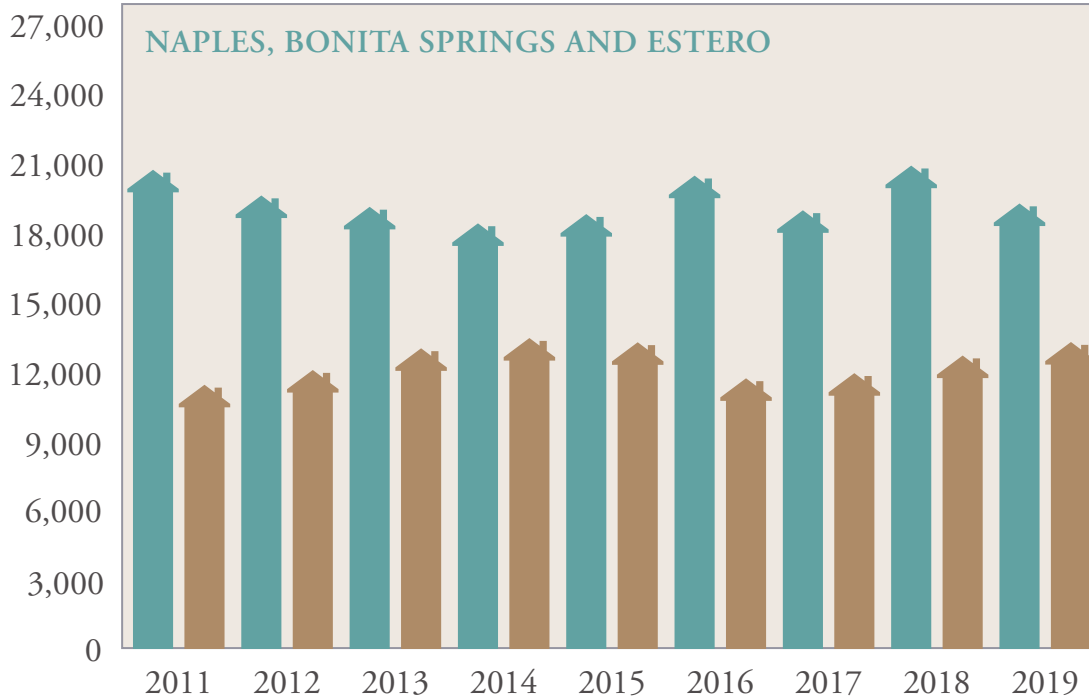
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## NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

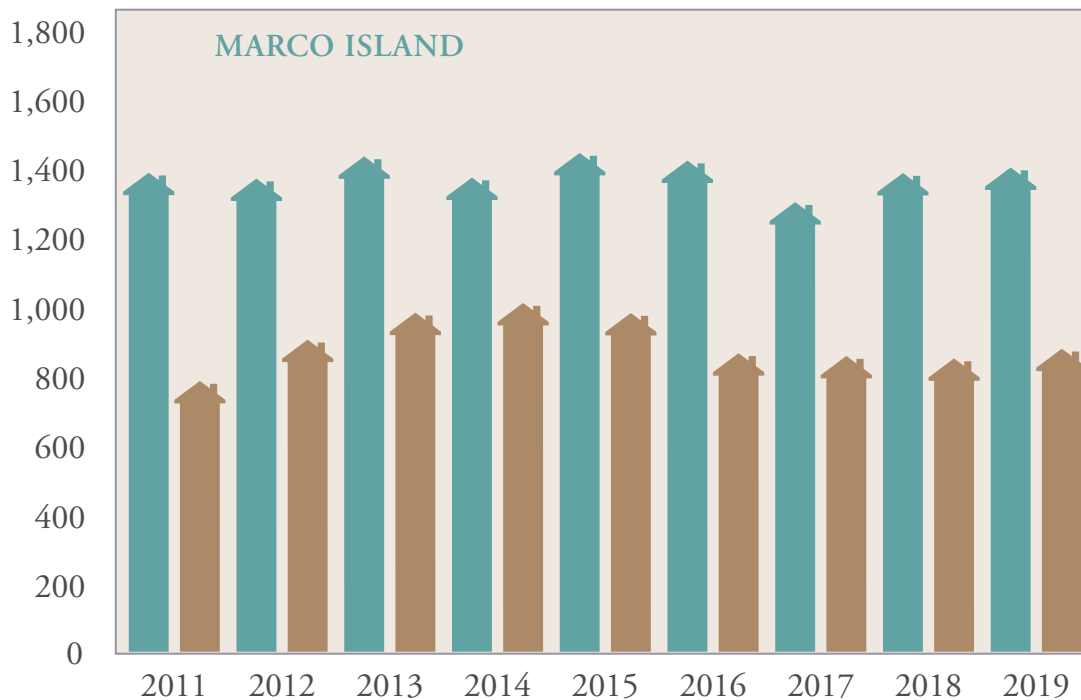


### NEW LISTINGS

2011	20,630
2012	19,523
2013	19,035
2014	18,323
2015	18,723
2016	20,378
2017	18,886
2018	20,809
2019	19,179

### CLOSED UNITS

2011	11,372
2012	12,007
2013	12,942
2014	13,384
2015	13,202
2016	11,650
2017	11,872
2018	12,631
2019	13,213



### NEW LISTINGS

2011	1,382
2012	1,365
2013	1,429
2014	1,368
2015	1,439
2016	1,417
2017	1,297
2018	1,381
2019	1,397

### CLOSED UNITS

2011	781
2012	900
2013	978
2014	1,006
2015	977
2016	861
2017	853
2018	846
2019	874

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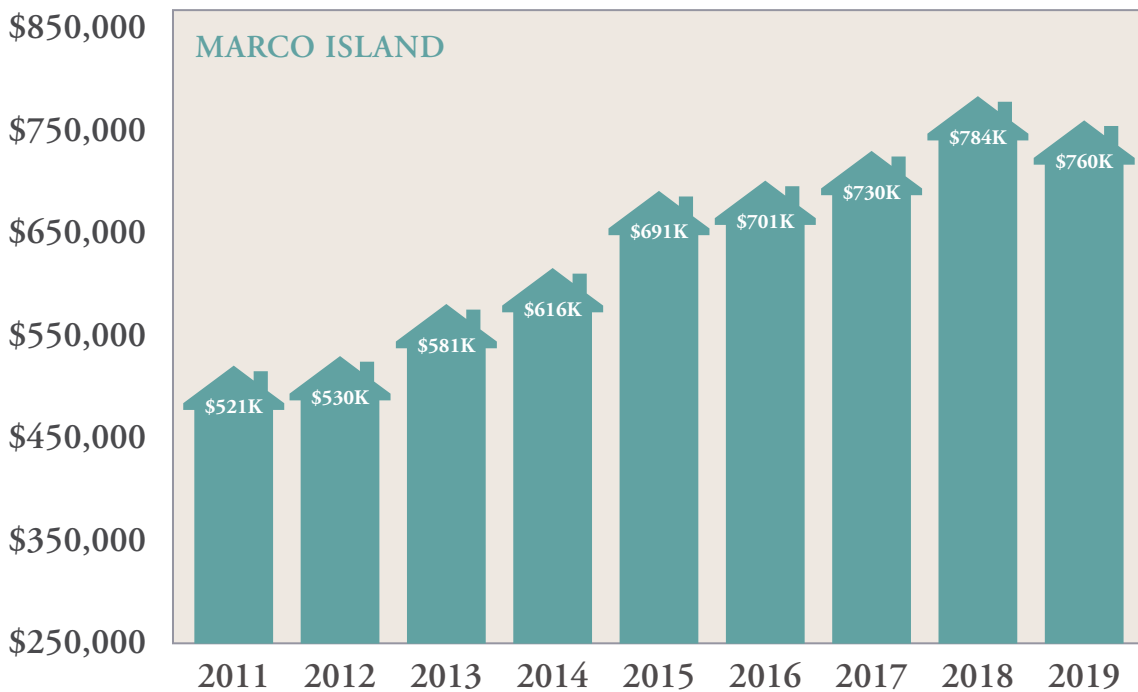
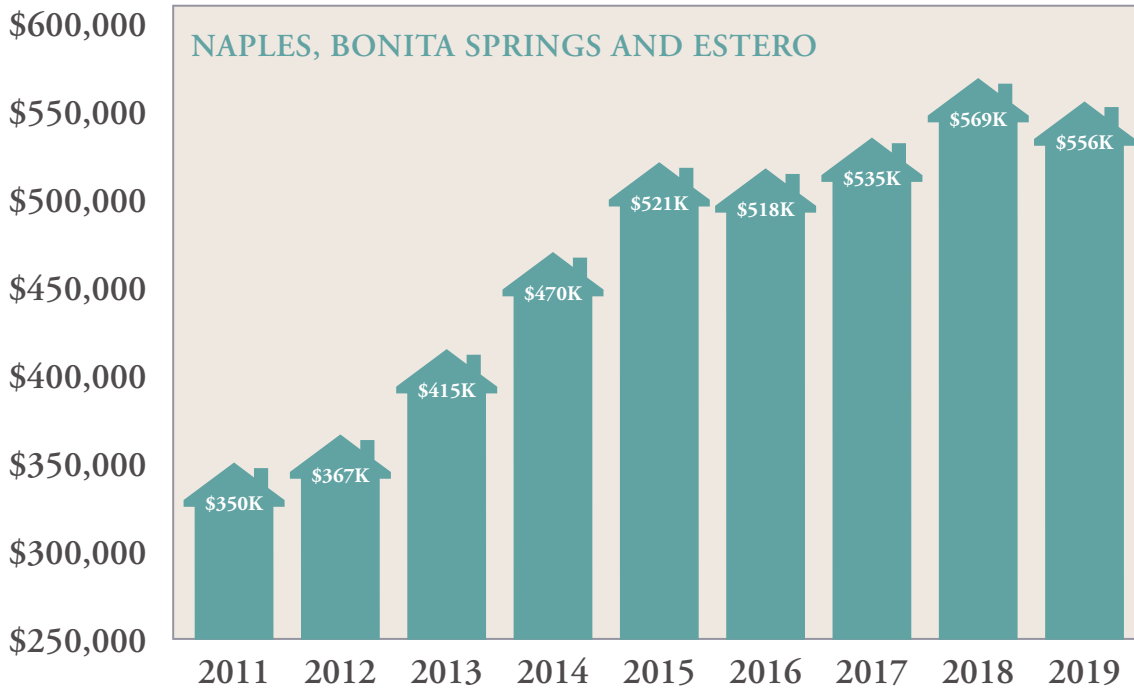
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## AVERAGE SALES PRICE 12-Month Comparisons



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

Naples, Bonita Springs and Estero Market Area  
12-Month Sold Comparison Report for Select Communities

## SINGLE FAMILY HOMES

Monthly Snapshot as of January 1, 2020	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	22	18	14.67	\$4,936,877
Audubon Country Club	34	21	19.43	\$1,118,571
Barefoot Beach	19	16	14.25	\$4,889,813
Bonita Bay	28	68	4.94	\$1,037,161
Brooks	41	93	5.29	\$709,148
Collier's Reserve	10	17	7.06	\$1,406,759
Crossings	5	12	5.00	\$841,500
Grey Oaks	45	41	13.17	\$2,749,622
Kensington	8	16	6.00	\$873,469
Lely Resort	80	110	8.73	\$608,427
Mediterra	58	42	16.57	\$2,485,422
Monterey	6	23	3.13	\$806,951
Olde Cypress	28	32	10.50	\$818,669
Olde Naples	58	78	8.92	\$4,021,646
Palmira Golf and Country Club	23	46	6.00	\$559,987
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	64	116	6.62	\$2,115,298
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	16	28	6.86	\$3,882,500
Pelican Bay	29	42	8.29	\$1,929,786
Pelican Bay (Bay Colony)	11	2	66.00	\$2,300,018
Pelican Landing	35	61	6.89	\$781,203
Pelican Landing (The Colony)	11	6	22.00	\$1,723,167
Pelican Marsh	29	48	7.25	\$978,859
Pelican Sound	1	5	2.40	\$684,000
Pine Ridge	37	23	19.30	\$1,910,715
Port Royal	44	38	13.89	\$8,951,875
Quail Creek	12	20	7.20	\$1,180,995
Quail West	48	52	11.08	\$1,804,876
Royal Harbor	32	26	14.77	\$2,251,885
Tiburon	8	9	10.67	\$1,295,444
Vanderbilt Beach	25	31	9.68	\$1,896,355
Vineyards	36	68	6.35	\$667,701
West Bay Club	20	12	20.00	\$1,263,208

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Naples, Bonita Springs and Estero Market Area  
12-Month Sold Comparison Report for Select Communities

## CONDOMINIUMS

Monthly Snapshot as of January 1, 2020	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	3	5	7.20	\$651,900
Barefoot Beach	7	20	4.20	\$1,579,800
Bonita Bay	86	109	9.47	\$578,491
Brooks	48	132	4.36	\$275,173
Dunes	30	40	9.00	\$1,159,888
Grey Oaks	4	13	3.69	\$889,923
Kensington	14	15	11.20	\$465,267
Lely Resort	92	193	5.72	\$313,601
Mediterra	16	15	12.80	\$585,856
Olde Naples	83	104	9.58	\$900,624
Palmira Golf and Country Club	16	19	10.11	\$313,054
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	47	80	7.05	\$390,973
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	196	276	8.52	\$1,369,851
Pelican Bay	143	216	7.94	\$1,064,039
Pelcian Bay (Bay Colony)	33	20	19.80	\$3,451,355
Pelican Landing	35	90	4.67	\$323,283
Pelican Landing (The Colony)	43	61	8.46	\$874,355
Pelican Marsh	45	90	6.00	\$368,607
Pelican Sound	7	65	1.29	\$290,526
Pine Ridge	4	23	2.09	\$222,858
Tiburon	12	31	4.65	\$879,976
Vanderbilt Beach	85	86	11.86	\$840,510
Vineyards	54	129	5.02	\$357,157
West Bay Club	4	18	2.67	\$542,056

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# Island Snapshot Report

Marco Island

## 12-Month Sold Comparison Report

### SINGLE FAMILY HOMES

Monthly Snapshot as of January 1, 2020	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	111	88	15.14	\$1,557,897
Indirect Waterfront	94	136	8.29	\$971,795
Golf Course	9	18	6.00	\$628,000
Beachfront	2	—	—	—
Inland	53	93	6.84	\$579,420
Preserve	8	6	16.00	\$1,554,167

### CONDOMINIUMS

Monthly Snapshot as of January 1, 2020	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	79	96	9.88	\$378,893
Indirect Waterfront	17	16	12.75	\$398,094
Golf Course	3	—	—	—
Beachfront	174	148	14.11	\$831,083
Gulf View	31	17	21.88	\$723,824
Inland	74	99	8.97	\$244,500
Preserve	2	6	4.00	\$350,042

#### 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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