



*Bring Your Highest Expectations™*

MONTHLY MARKET REPORT FOR NOVEMBER 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 November 30, 2019 a total of 12,994 sales were reported, up 3.2% from the same period the prior year when there were 12,597 sales.
- Closed sales priced above \$2 million were down 5.3% from 525 to 497.

### New Listings/Inventory

- Available inventory as of December 1, 2019 totaled 6,710 units, down 11% compared to 7,540 units as of the same date the prior year.
- Months of supply, at 6.2 months, was down 13.7% compared to 7.18 months posted a year ago.
- New listings added over the 12-month period ending November 30, 2019 were down 2.8% to 19,929 compared with 20,502 listings added during the preceding 12-month period.

### Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$554,209, a 2.5% decrease compared to the preceding 12 months when an average of \$568,267 was posted. When comparing the same two periods, median pricing fell by 2.4% from \$330,458 to \$322,370.
- The average price for sales above \$2 million over the past 12 months was up 4.8% to \$3,983,934 compared to \$3,801,632 for the preceding 12-month period.

## MARCO ISLAND

### Closed Sales

- During the 12-month period ending November 30, 2019 a total of 844 sales were reported, down 1.6% from the same period the prior year when there were 858 sales.

### New Listings/Inventory

- Available inventory as of December 1, 2019 for the Marco Island market totaled 658 units, up 6.8% compared to 616 units as of the same date the prior year. Months of supply, at 9.36 months, was up 8.6% compared to 8.62 months posted a year ago.
- During the 12 months ending November 30, 2019, 1,411 listings were added to the Marco Island market, a 3.1% increase over the preceding 12-month period when 1,368 listings were added.

### Average and Median Sales Price

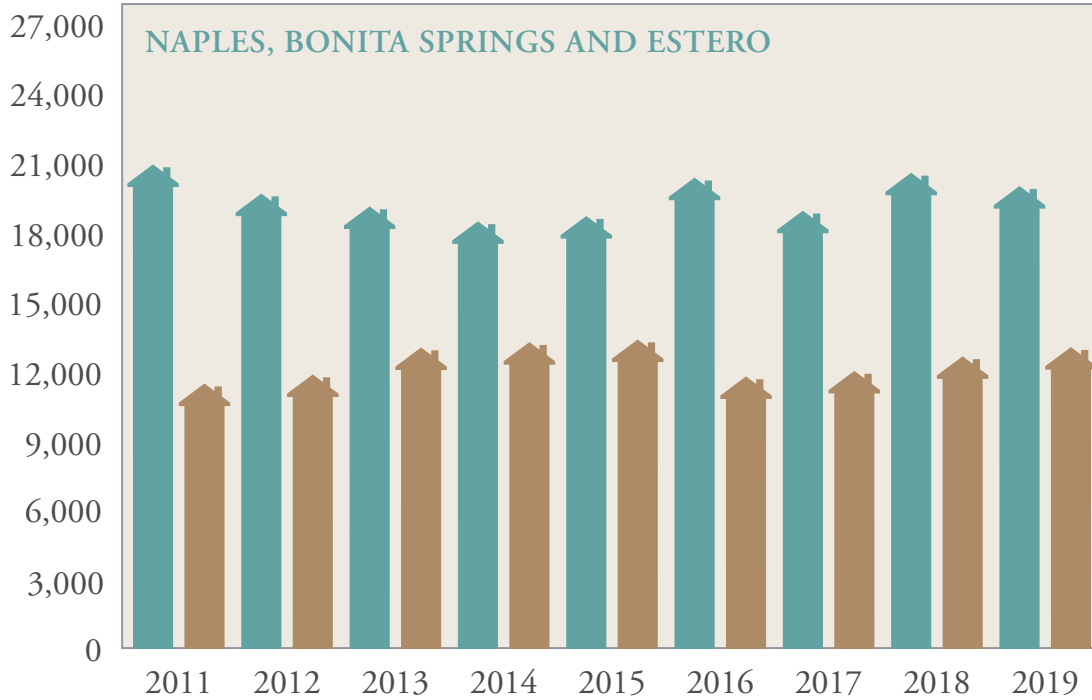
- Pricing of closed sales over the past 12 months averaged \$772,050, static with the preceding 12 months. When comparing the same two periods, median pricing was up 3.3% from \$580,534 to \$599,430.





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## NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

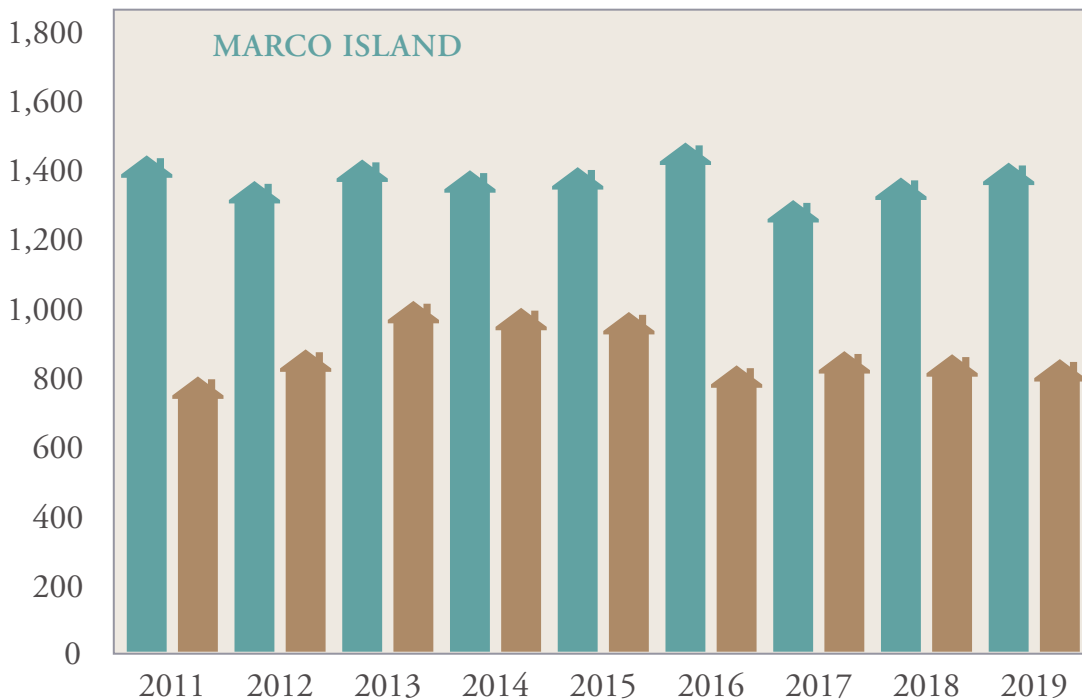


### NEW LISTINGS

2011	20,861
2012	19,606
2013	19,051
2014	18,412
2015	18,638
2016	20,291
2017	18,869
2018	20,502
2019	19,929

### CLOSED UNITS

2011	11,424
2012	11,815
2013	12,978
2014	13,208
2015	13,321
2016	11,732
2017	11,968
2018	12,597
2019	12,994



### NEW LISTINGS

2011	1,432
2012	1,358
2013	1,420
2014	1,389
2015	1,398
2016	1,469
2017	1,303
2018	1,368
2019	1,411

### CLOSED UNITS

2011	794
2012	872
2013	1,012
2014	992
2015	980
2016	826
2017	867
2018	858
2019	844

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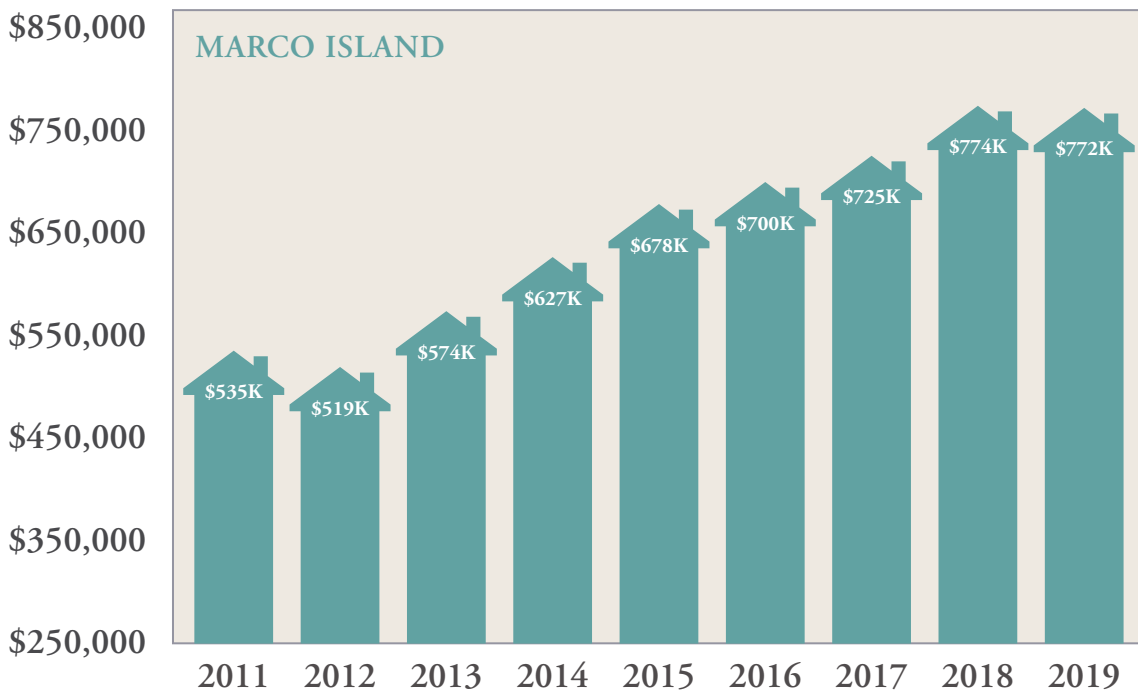
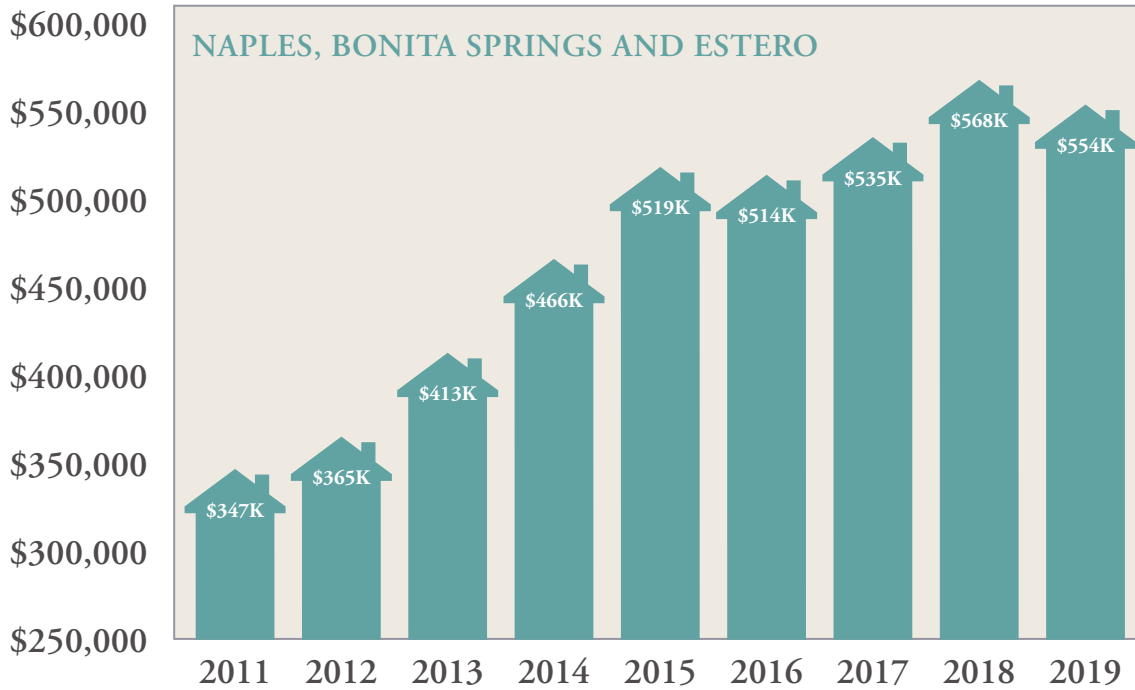
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## AVERAGE SALES PRICE 12-Month Comparisons



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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 December 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	23	17	16.24	\$4,662,576
Audubon Country Club	23	22	12.55	\$1,100,000
Barefoot Beach	21	18	14.00	\$4,765,944
Bonita Bay	51	66	9.27	\$1,037,014
Brooks	76	96	9.50	\$712,425
Collier's Reserve	11	14	9.43	\$1,430,714
Crossings	6	12	6.00	\$770,167
Grey Oaks	48	38	15.16	\$2,606,829
Kensington	12	18	8.00	\$904,194
Lely Resort	99	100	11.88	\$609,122
Mediterra	53	36	17.67	\$2,323,374
Monterey	16	22	8.73	\$757,722
Olde Cypress	27	33	9.82	\$809,921
Olde Naples	87	76	13.74	\$4,119,650
Palmira Golf and Country Club	23	45	6.13	\$574,164
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	79	108	8.78	\$2,133,293
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	13	28	5.57	\$3,715,893
Pelican Bay	27	42	7.71	\$1,802,643
Pelican Bay (Bay Colony)	12	2	72.00	\$2,300,018
Pelican Landing	39	56	8.36	\$814,435
Pelican Landing (The Colony)	11	5	26.40	\$1,638,000
Pelican Marsh	29	44	7.91	\$965,915
Pelican Sound	1	5	2.40	\$639,000
Pine Ridge	24	23	12.52	\$1,841,150
Port Royal	49	38	15.47	\$9,208,454
Quail Creek	14	22	7.64	\$1,220,930
Quail West	61	54	13.56	\$1,821,785
Royal Harbor	26	25	12.48	\$2,178,960
Tiburon	8	9	10.67	\$1,295,444
Vanderbilt Beach	29	28	12.43	\$1,854,607
Vineyards	56	66	10.18	\$678,737
West Bay Club	16	12	16.00	\$1,168,625

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

## CONDOMINIUMS

Monthly Snapshot as of December 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	3	5	7.20	\$651,900
Barefoot Beach	5	20	3.00	\$1,661,425
Bonita Bay	83	114	8.74	\$575,076
Brooks	76	125	7.30	\$268,429
Dunes	25	36	8.33	\$1,159,375
Grey Oaks	10	12	10.00	\$885,000
Kensington	12	17	8.47	\$469,941
Lely Resort	119	192	7.44	\$313,127
Mediterra	9	13	8.31	\$596,833
Olde Naples	89	98	10.90	\$881,785
Palmira Golf and Country Club	14	20	8.40	\$312,152
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	49	76	7.74	\$392,254
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	197	268	8.82	\$1,382,666
Pelican Bay	125	215	6.98	\$1,049,483
Pelcian Bay (Bay Colony)	26	21	14.86	\$3,479,862
Pelican Landing	45	83	6.51	\$323,825
Pelican Landing (The Colony)	62	58	12.83	\$896,353
Pelican Marsh	53	90	7.07	\$367,546
Pelican Sound	26	66	4.73	\$294,026
Pine Ridge	13	20	7.80	\$229,961
Tiburon	17	27	7.56	\$868,157
Vanderbilt Beach	72	83	10.41	\$819,022
Vineyards	108	124	10.45	\$344,371
West Bay Club	8	17	5.65	\$612,176

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# Island Snapshot Report

Marco Island

## 12-Month Sold Comparison Report

### SINGLE FAMILY HOMES

Monthly Snapshot as of November 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	117	103	13.63	\$1,512,786
Indirect Waterfront	93	140	7.97	\$967,065
Golf Course	8	18	5.33	\$628,000
Beachfront	2	—	—	—
Inland	57	98	6.98	\$575,981
Preserve	7	6	14.00	\$1,554,167

### CONDOMINIUMS

Monthly Snapshot as of November 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	87	104	10.04	\$380,310
Indirect Waterfront	15	17	10.59	\$392,618
Golf Course	3	—	—	—
Beachfront	172	161	12.82	\$867,255
Gulf View	28	19	17.68	\$722,237
Inland	71	107	7.96	\$242,442
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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