



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR APRIL 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 April 30, 2019 a total of 12,464 sales were reported, up 3.3% from the same period the prior year when there were 12,061 sales.
- With 510 sales reported, closed sales priced above \$2 million were up 1.4% compared to the prior 12-month period when 503 sales were posted.

New Listings/Inventory

- Available inventory as of May 1, 2019 consisted of 7,789 units compared to 7,538 as of the same date last year, up 3.3%.
- Months of supply was static with that of the same time last year at 7.5 months.
- New listings added over the 12-month period ending April 30, 2019 were up 14.8% to 20,113 compared with 17,526 listings added during the preceding 12-month period.

Average and Median Sales Price

- Average and median prices for closed sales for the 12-month period ending April 30, 2019 were static with the preceding 12-months, at \$562,261 and \$328,228, respectively.
- The average price for sales above \$2 million over the past 12-months was up 8.4% to \$3,958,231 compared to \$3,653,038 for the preceding 12-month period.

MARCO ISLAND

Closed Sales

- During the 12-months ending April 30, 2019, 845 closings were posted for the Marco Island area, up 3.2% over the preceding 12-months when 819 sales were reported.

New Listings/Inventory

- Available inventory as of May 1, 2019 for the Marco Island market totaled 748 units, up 12.5% compared to 665 units as of the same date the prior year. Months of supply, at 10.62 months, was up 9% compared to 9.74 months the prior year.
- During the 12-months ending April 30, 2019, 1,391 listings were added to the Marco Island market, a 7.2% increase over the preceding 12-month period when 1,297 listings were added.

Average and Median Sales Price

- Pricing of closed sales over the past 12-months averaged \$812,736, an 11.3% increase compared to the preceding 12-months when an average of \$730,214 was posted. When comparing the same two periods, median pricing was up 7.6% from \$558,432 to \$600,936.



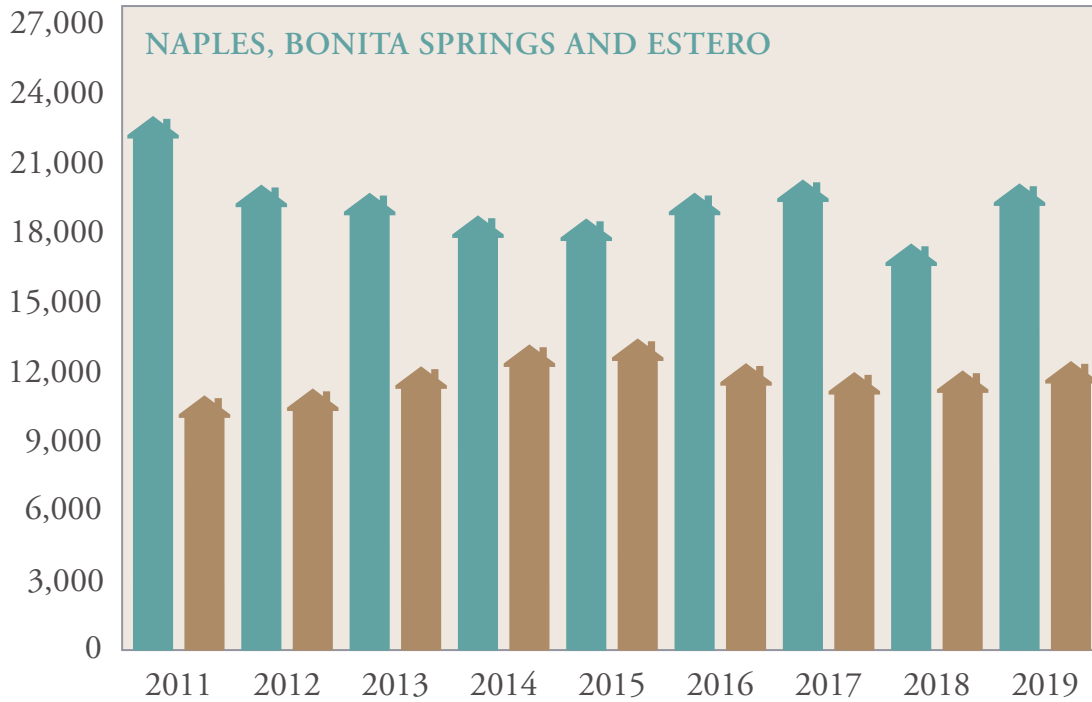
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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

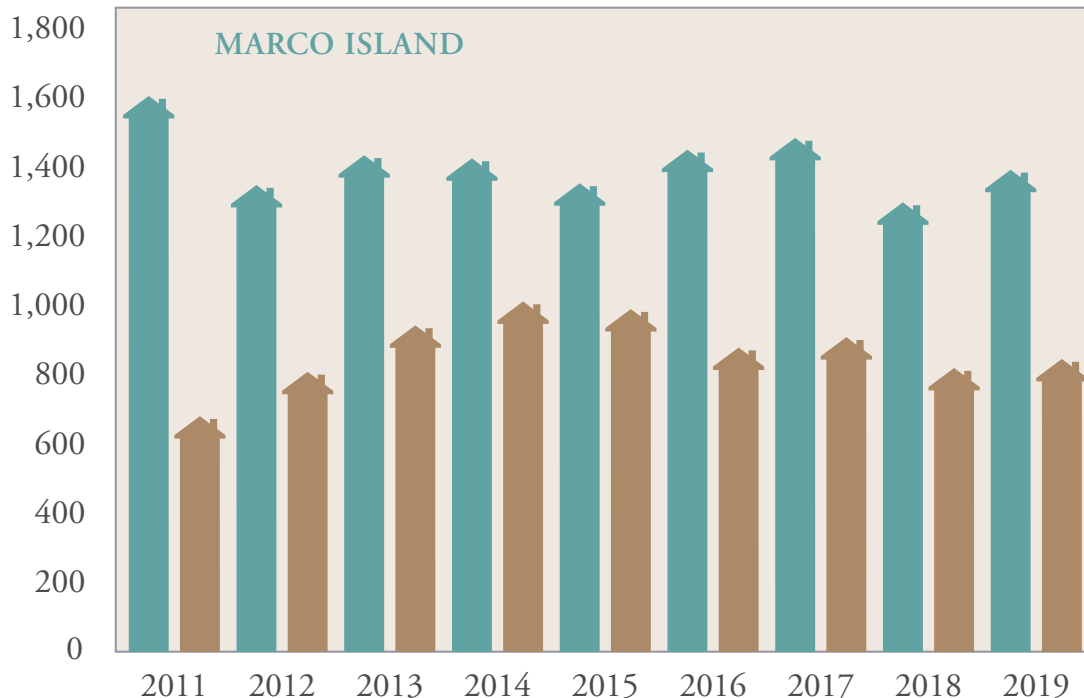


NEW LISTINGS

2011	23,015
2012	20,060
2013	19,710
2014	18,735
2015	18,602
2016	19,713
2017	20,281
2018	17,526
2019	20,113

CLOSED UNITS

2011	10,986
2012	11,281
2013	12,236
2014	13,179
2015	13,436
2016	12,372
2017	11,989
2018	12,061
2019	12,464



NEW LISTINGS

2011	1,604
2012	1,347
2013	1,433
2014	1,424
2015	1,352
2016	1,449
2017	1,483
2018	1,297
2019	1,391

CLOSED UNITS

2011	680
2012	808
2013	942
2014	1,011
2015	989
2016	878
2017	908
2018	819
2019	845

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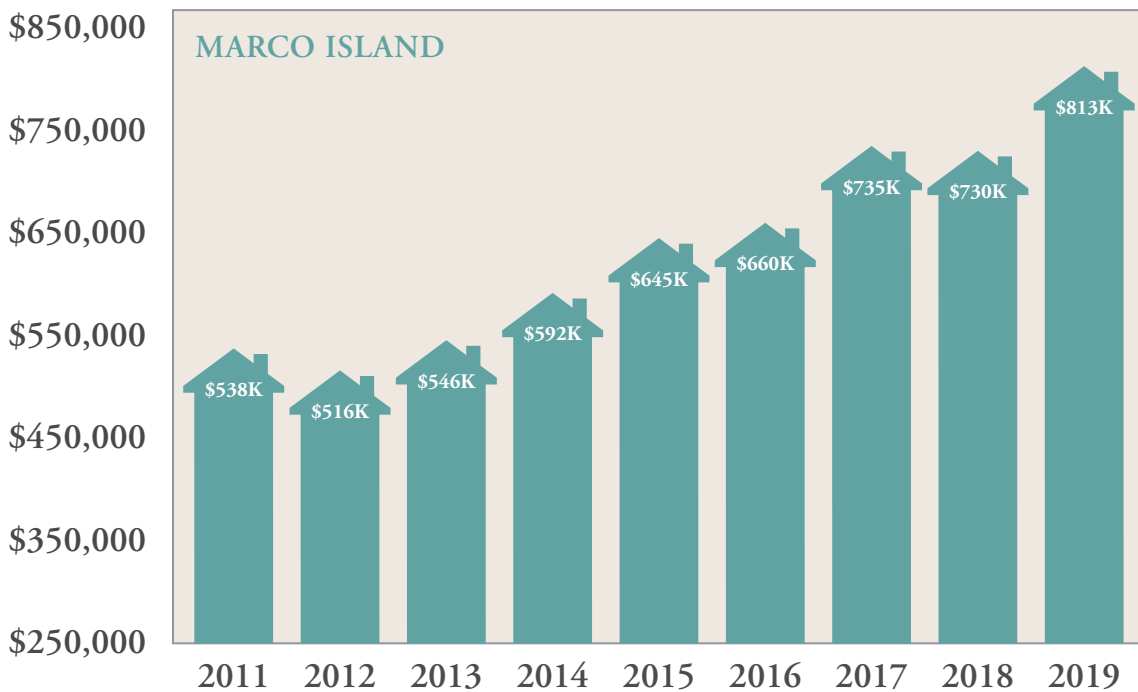
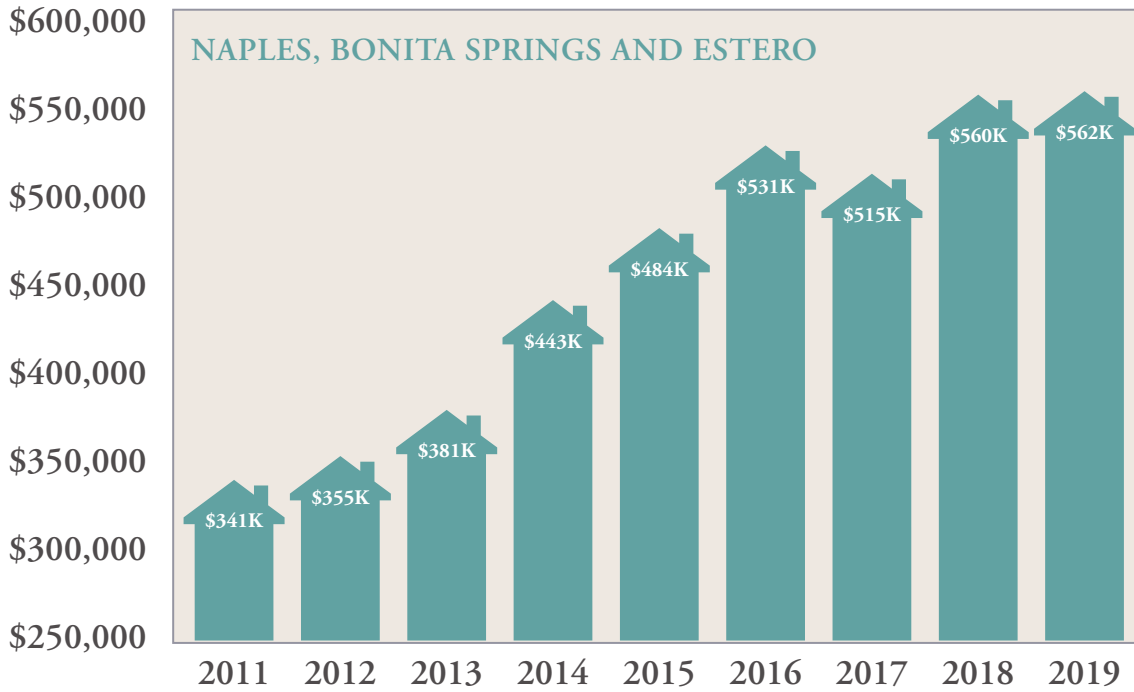
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AVERAGE SALES PRICE 12-Month Comparisons



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Neighborhood Snapshot Report[©]

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

SINGLE FAMILY HOMES

Monthly Snapshot as of May1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	24	23	12.52	\$4,699,556
Audubon Country Club	33	26	15.23	\$1,006,377
Barefoot Beach	21	20	12.60	\$5,046,350
Bonita Bay	34	80	5.10	\$1,031,789
Brooks	59	92	7.70	\$752,797
Collier's Reserve	21	17	14.82	\$1,221,647
Crossings	6	17	4.24	\$742,632
Grey Oaks	54	40	16.20	\$2,277,119
Kensington	14	17	9.88	\$990,191
Lely Resort	88	95	11.12	\$625,666
Mediterra	60	44	16.36	\$2,307,043
Monterey	12	25	5.76	\$807,344
Olde Cypress	27	32	10.13	\$836,359
Olde Naples	78	75	12.48	\$3,973,053
Palmira Golf and Country Club	24	32	9.00	\$578,528
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	92	104	10.62	\$2,124,066
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	25	23	13.04	\$3,757,862
Pelican Bay	36	50	8.64	\$2,221,024
Pelican Bay (Bay Colony)	14	3	56.00	\$3,066,667
Pelican Landing	34	54	7.56	\$808,000
Pelican Landing (The Colony)	14	5	33.60	\$1,711,000
Pelican Marsh	38	37	12.32	\$1,213,146
Pelican Sound	1	9	1.33	\$594,167
Pine Ridge	29	31	11.23	\$1,539,408
Port Royal	50	39	15.38	\$9,136,503
Quail Creek	19	26	8.77	\$1,142,310
Quail West	69	65	12.74	\$1,908,042
Royal Harbor	31	27	13.78	\$2,079,630
Tiburon	7	3	28.00	\$2,153,000
Vanderbilt Beach	36	26	16.62	\$1,899,019
Vineyards	41	74	6.65	\$622,247
West Bay Club	19	22	10.36	\$1,235,818

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Neighborhood Snapshot Report[©]

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

CONDOMINIUMS

Monthly Snapshot as of May 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	2	4	6	\$694,875
Barefoot Beach	5	17	3.53	\$1,568,088
Bonita Bay	80	124	7.74	\$644,041
Brooks	74	120	7.40	\$258,206
Dunes	35	33	12.73	\$1,195,157
Grey Oaks	6	14	5.14	\$1,070,536
Kensington	11	27	4.89	\$443,965
Lely Resort	128	154	9.97	\$304,394
Mediterra	14	18	9.33	\$554,056
Olde Cypress	4	4	12.00	\$444,375
Olde Naples	97	100	11.64	\$933,579
Palmira Golf and Country Club	14	19	8.84	\$321,676
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	48	112	5.14	\$393,694
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	197	266	8.89	\$1,356,170
Pelican Bay	174	227	9.20	\$939,907
Pelican Bay (Bay Colony)	26	34	9.18	\$3,280,206
Pelican Landing	32	63	6.10	\$323,631
Pelican Landing (The Colony)	62	44	16.91	\$825,173
Pelican Marsh	62	74	10.05	\$392,866
Pelican Sound	10	58	2.07	\$317,098
Pine Ridge	13	18	8.67	\$240,078
Tiburon	18	36	6.00	\$906,597
Vanderbilt Beach	102	89	13.75	\$882,462
Vineyards	90	127	8.50	\$379,460
West Bay Club	8	19	5.05	\$637,895

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of May 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	134	99	16.24	\$1,469,596
Indirect Waterfront	109	124	10.55	\$901,006
Golf Course	10	14	8.57	\$762,214
Beachfront	2	2	12.00	\$5,662,500
Inland	59	71	9.97	\$541,645
Preserve	10	9	13.33	\$1,378,000

CONDOMINIUMS

Monthly Snapshot as of May 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	88	92	11.48	\$403,108
Indirect Waterfront	32	18	21.33	\$404,017
Golf Course	3	4	9.00	\$762,500
Beachfront	187	173	12.97	\$977,428
Gulf View	28	21	16.00	\$658,929
Inland	76	96	9.50	\$235,933
Preserve	7	7	12.00	\$346,036

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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