



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR DECEMBER 2018

Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- During the 12 months ending December 31, 2018 a total of 12,599 sales were reported, an increase of 6.1% over the prior 12 months when there were 11,872 sales.
- Closed sales priced above \$2 million increased 18.2% to 526 sales compared to 445 during the preceding 12-month period.

New Listings/Inventory

- Available inventory on January 1, 2019 consisted of 8,027 residential units compared to 6,822 a year ago. This represents 7.7 months of supply based on the current sales pace.
- During the 12 months ending December 31, 2018 there were 18,856 new listings added to the market, a decrease of 2.3% from the prior 12 months when 19,307 listings were added.

Average and Median Sales Price

- At \$568,574 the average sales price over the past 12 months was 6.2% above the same period last year.
- The median price rose 2.2% from \$324,250 to \$331,368.
- The average sales price over the past 12 months for properties priced above \$2 million was \$3,853,526, an increase of 3.3% from the prior year.

MARCO ISLAND

Closed Sales

- There were 846 closed sales during the 12-month period ending December 31, 2018 compared to 853 for the same period last year.

New Listings/Inventory

- Available inventory on January 1, 2019 consisted of 701 residential units, up 14.9% from 610 last year. This represents 9.9 months of supply at the current pace of sales.
- During the 12 months ending December 31, 2018 there were 1,381 new listings added to the market, up 6.5% from 1,297 during the prior 12 months.

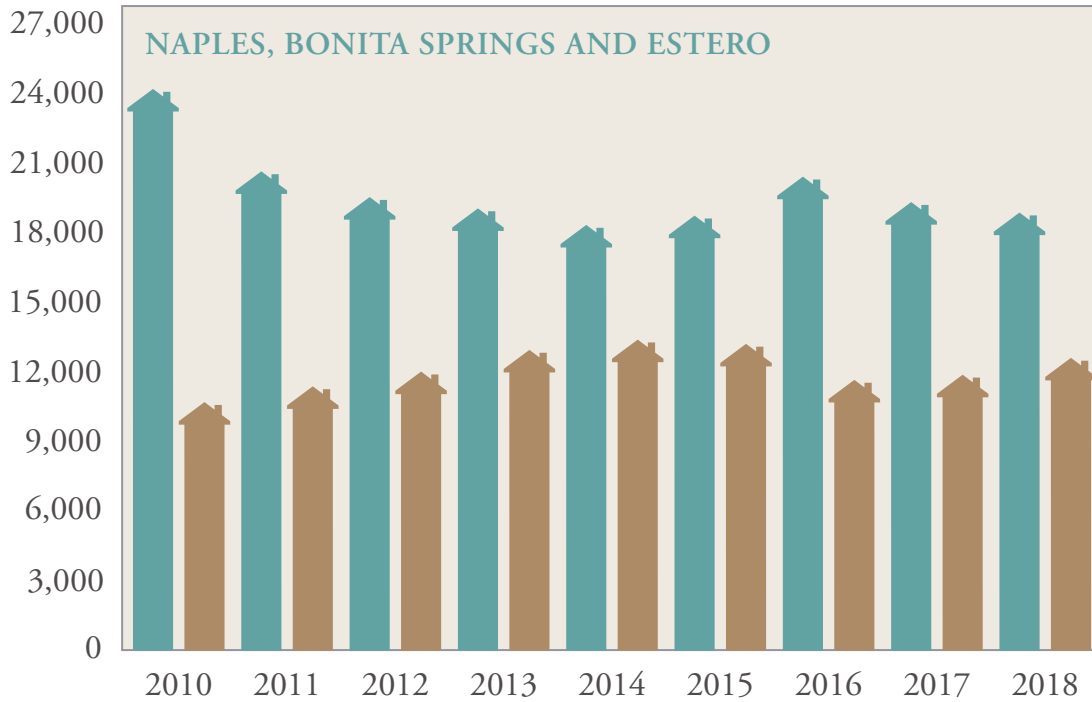
Average and Median Sales Price

- The average sales price over the past 12 months increased 7.3% to \$783,502 compared to \$730,108 a year ago.
- Median price for the past 12 months was essentially unchanged at \$583,844, up from \$578,890 last year.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

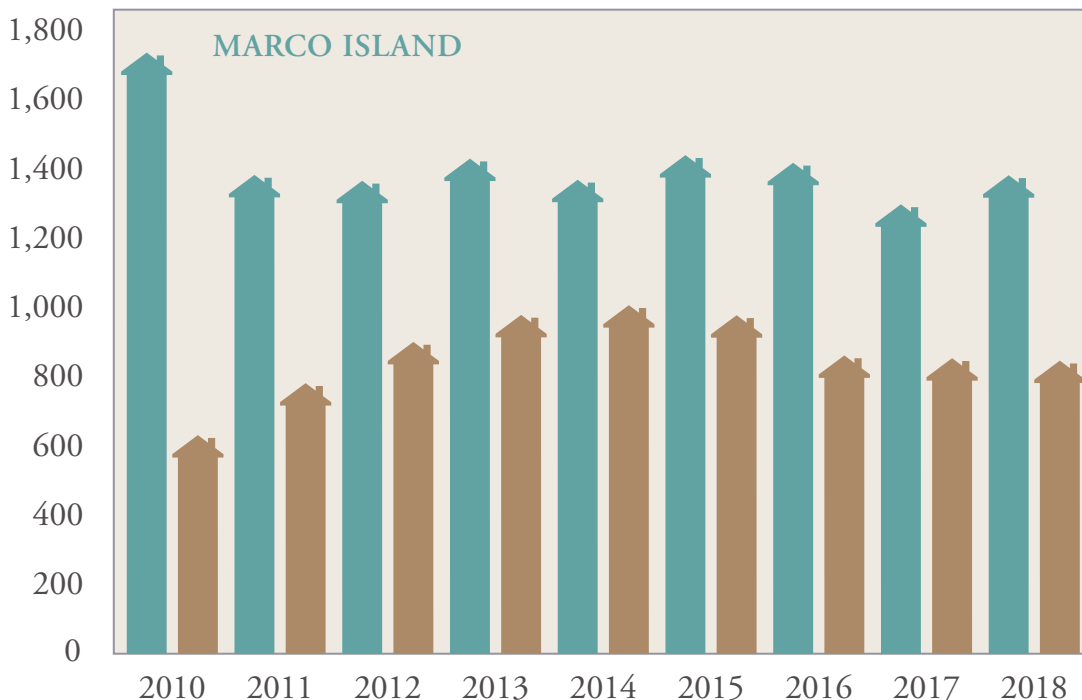


NEW LISTINGS

2010	24,179
2011	20,630
2012	19,523
2013	19,035
2014	18,323
2015	18,723
2016	20,402
2017	19,307
2018	18,856

CLOSED UNITS

2010	10,693
2011	11,372
2012	12,007
2013	12,942
2014	13,384
2015	13,202
2016	11,650
2017	11,872
2018	12,599



NEW LISTINGS

2010	1,735
2011	1,382
2012	1,365
2013	1,429
2014	1,368
2015	1,439
2016	1,417
2017	1,297
2018	1,381

CLOSED UNITS

2010	631
2011	781
2012	900
2013	978
2014	1,006
2015	977
2016	861
2017	853
2018	846

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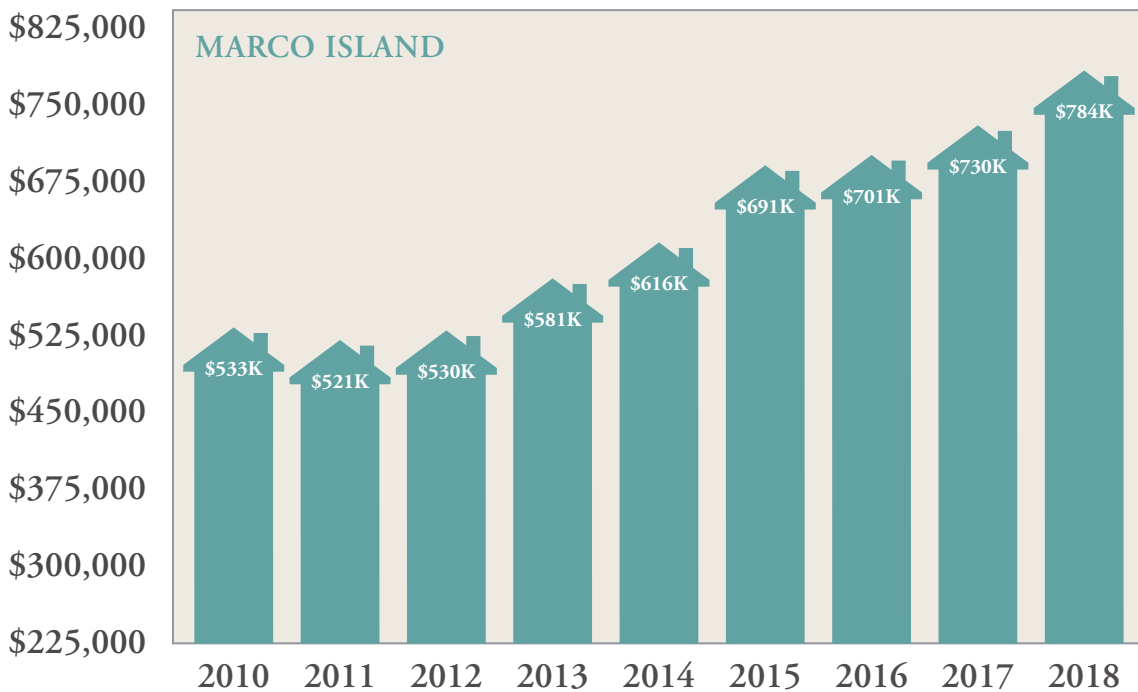
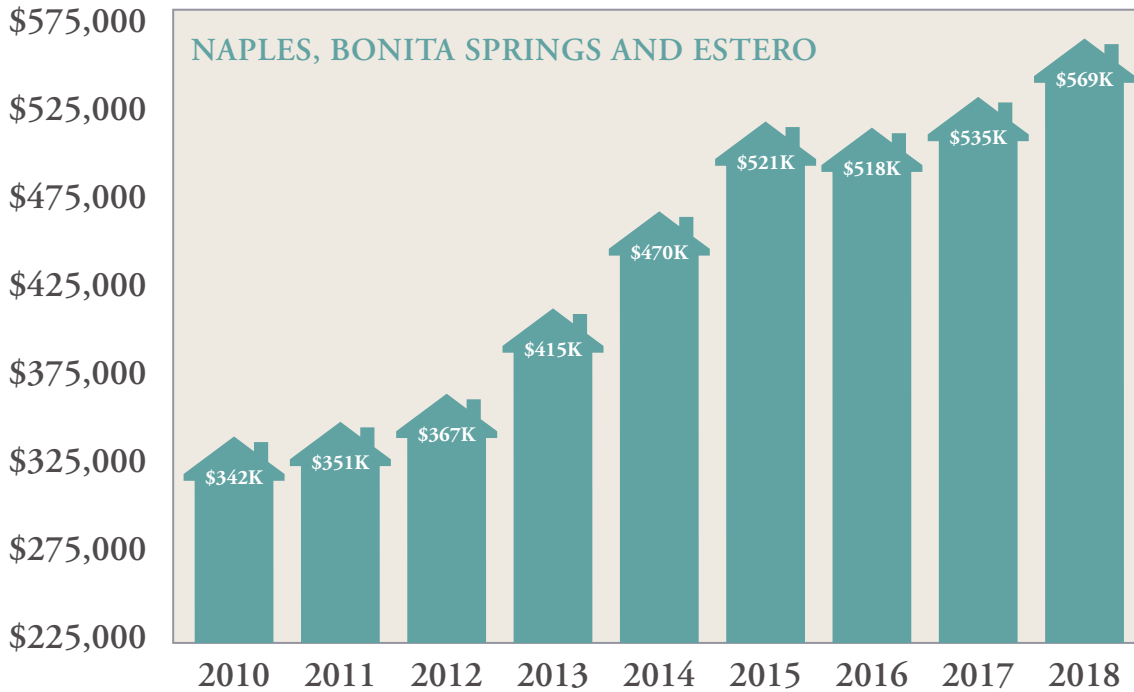
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The Marco Island statistics include only those sales and current listings on Marco Island and Key Marco.



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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 January 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	24	25	11.52	\$4,615,200
Audubon Country Club	25	27	11.11	\$968,974
Barefoot Beach	21	15	16.80	\$4,647,333
Bonita Bay	59	76	9.32	\$1,183,507
Brooks	73	100	8.76	\$776,662
Collier's Reserve	13	20	7.80	\$1,140,775
Crossings	6	16	4.50	\$655,480
Grey Oaks	44	50	10.56	\$2,483,685
Kensington	11	18	7.33	\$1,006,181
Lely Resort	98	109	10.79	\$658,666
Mediterra	56	35	19.20	\$2,335,407
Monterey	15	35	5.14	\$768,755
Olde Cypress	27	34	9.53	\$782,056
Old Naples	92	58	19.03	\$3,708,009
Palmira Golf and Country Club	28	35	9.60	\$572,997
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	88	113	9.35	\$2,106,066
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	20	24	10.00	\$3,805,347
Pelican Bay	35	48	8.75	\$2,272,348
Pelican Bay (Bay Colony)	11	3	44.00	\$3,300,000
Pelican Landing	43	41	12.59	\$789,681
Pelican Landing (The Colony)	11	5	26.40	\$1,331,000
Pelican Marsh	32	41	9.37	\$1,300,985
Pelican Sound	1	10	1.20	\$607,250
Pine Ridge	23	34	8.12	\$1,884,218
Port Royal	47	37	15.24	\$10,392,800
Quail Creek	18	25	8.64	\$1,118,842
Quail West	59	58	12.21	\$2,126,729
Royal Harbor	28	25	13.44	\$1,997,600
Tiburon	10	5	24.00	\$1,757,400
Vanderbilt Beach	32	25	15.36	\$1,611,200
Vineyards	52	67	9.31	\$626,287
West Bay Club	16	27	7.11	\$1,222,118

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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 January 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	8	16	6.00	\$1,471,031
Bonita Bay	90	127	8.50	\$626,023
Brooks	79	108	8.78	\$277,024
Dunes	29	38	9.16	\$1,117,123
Grey Oaks	9	15	7.20	\$1,186,433
Kensington	11	27	4.89	\$434,057
Lely Resort	119	150	9.52	\$299,927
Mediterra	9	27	4.00	\$586,287
Olde Cypress	8	8	12.00	\$423,688
Old Naples	100	110	10.91	\$854,167
Palmira Golf and Country Club	13	21	7.43	\$324,457
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	48	120	4.80	\$438,236
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	216	257	10.09	\$1,296,532
Pelican Bay	144	246	7.02	\$901,349
Pelican Bay (Bay Colony)	26	31	10.06	\$3,036,323
Pelican Landing	52	59	10.58	\$336,661
Pelican Landing (The Colony)	73	32	27.38	\$818,317
Pelican Marsh	51	81	7.56	\$365,988
Pelican Sound	30	62	5.81	\$315,319
Pine Ridge	12	25	5.76	\$247,922
Tiburon	18	31	6.97	\$894,258
Vanderbilt Beach	87	101	10.34	\$945,620
Vineyards	109	128	10.22	\$366,152
West Bay Club	6	28	2.57	\$547,554

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of January 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	118	112	12.64	\$1,347,205
Indirect Waterfront	126	137	11.04	\$899,389
Golf Course	11	14	9.43	\$681,714
Beachfront	1	4	3.00	\$6,218,750
Inland	60	84	8.57	\$515,625
Preserve	10	10	12.00	\$1,177,000

CONDOMINIUMS

Monthly Snapshot as of January 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	65	113	6.90	\$420,998
Indirect Waterfront	21	24	10.50	\$388,671
Golf Course	8	5	19.20	\$786,000
Beachfront	190	187	12.19	\$959,732
Gulf View	24	31	9.29	\$610,594
Inland	83	118	8.44	\$244,081
Preserve	5	7	8.57	\$349,286

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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