



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR FEBRUARY 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 February 28, 2019 a total of 12,355 sales were reported, up 3.5% from the same period the prior year when there were 11,940 sales.
- Closed sales priced above \$2 million increased 4.8% with 506 sales compared to 483 during the preceding 12-month period.

New Listings/Inventory

- Available inventory as of March 1, 2019 consisted of 8,874 units compared to 8,053 as of the same date last year, up 10.2%.
- Months of supply were up 6.5% as of March 1, 2019 at 8.6 months compared to 8.1 months of supply posted on the same date last year.
- New listings added over the 12-month period ending February 28, 2019 were up 11% to 20,027 compared with 18,044 listings added during the prior 12-month period.

Average and Median Sales Price

- At \$566,160, the average price for closed sales over the past 12 months was up 2.1% from \$554,520 posted for the preceding 12 months. The median closed sale price was static with the prior year.
- The average price for sales above \$2 million during the 12-month period ending February 28, 2019 was up 9.3% from last year to \$4,010,452 compared to \$3,667,004 for the preceding 12 months.

MARCO ISLAND

Closed Sales

- During the 12 months end February 28, 2019, 831 closings were posted for the Marco Island area, consistent with the prior year.

New Listings/Inventory

- Available inventory as of March 1, 2019 for the Marco Island market totaled 803 units, up 17.9% compared to 681 units as of the same date the prior year. Months of supply, at 11.6 months, was up 18.2% compared to 9.8 months the prior year.
- During the 12 months ending February 28, 2019, 1,415 listings were added to the Marco Island market, a 10.2% increase over the preceding 12-month period when 1,284 listings were added.

Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$813,962, a 12.7% increase compared to the preceding 12 months when an average of \$722,477 was posted. When comparing the same two periods, median pricing was up 6.5% from \$565,371 to \$602,134.



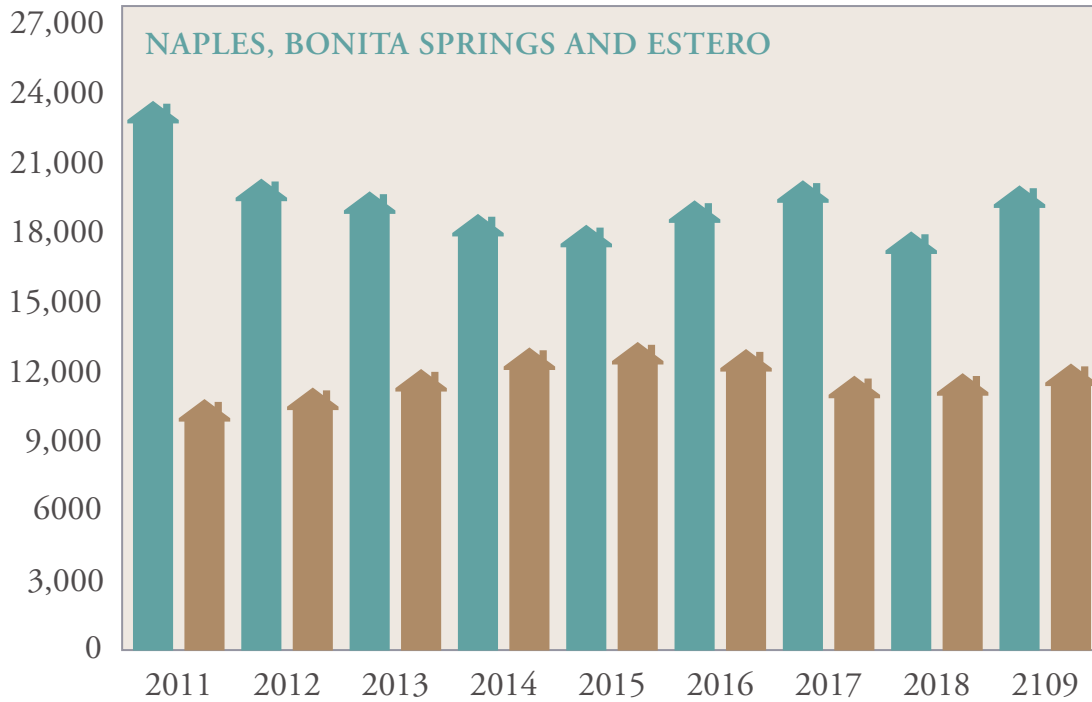
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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons



NEW LISTINGS

2011	23,666
2012	20,317
2013	19,770
2014	18,799
2015	18,331
2016	19,383
2017	20,247
2018	18,044
2019	20,027

CLOSED UNITS

2011	10,825
2012	11,321
2013	12,119
2014	13,048
2015	13,284
2016	12,979
2017	11,831
2018	11,940
2019	12,355



NEW LISTINGS

2011	1,676
2012	1,312
2013	1,384
2014	1,433
2015	1,368
2016	1,453
2017	1,495
2018	1,284
2019	1,415

CLOSED UNITS

2011	676
2012	822
2013	942
2014	976
2015	973
2016	942
2017	842
2018	833
2019	831

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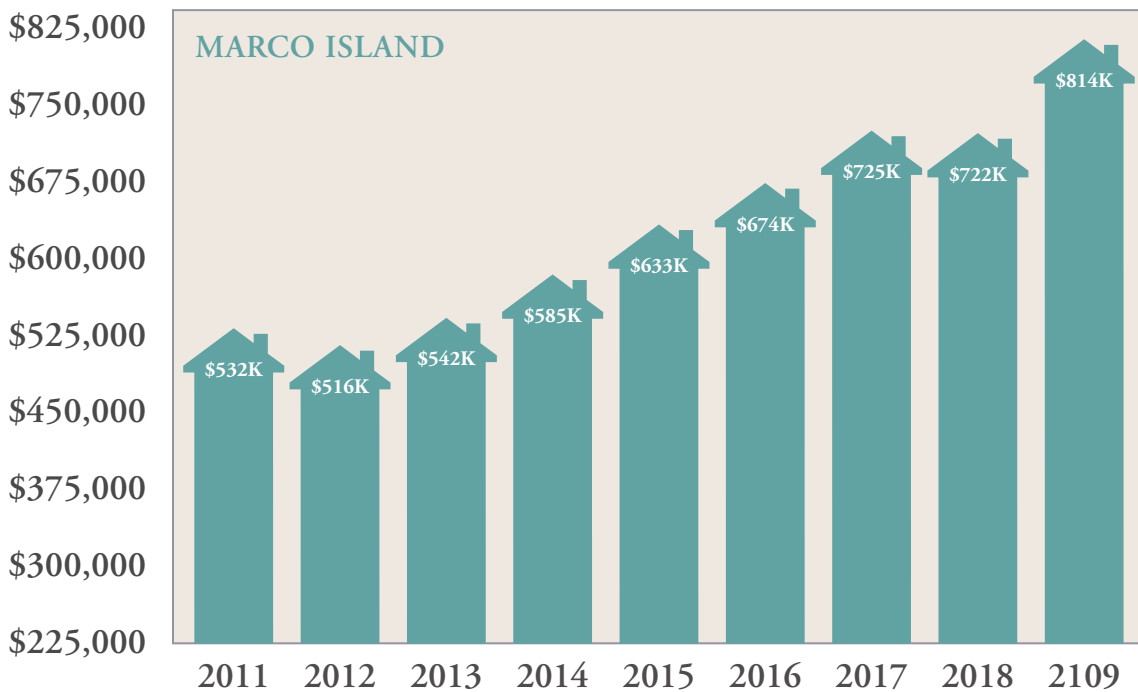
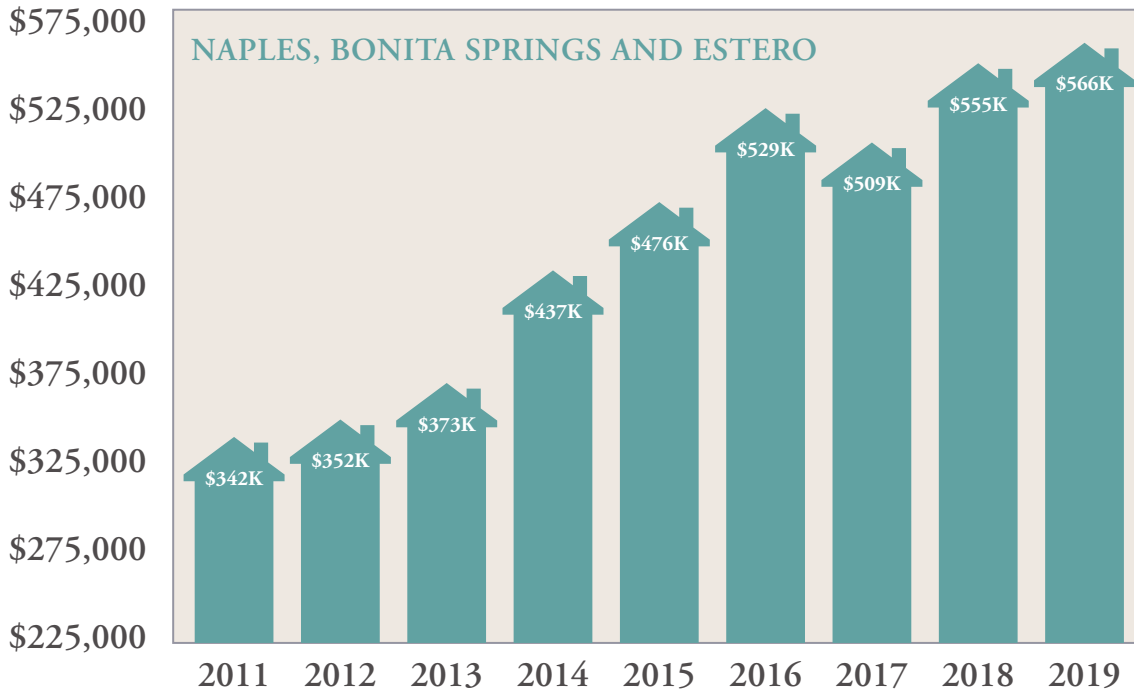
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AVERAGE SALES PRICE 12-Month Comparisons



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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 March 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	25	25	12.00	\$4,594,200
Audubon Country Club	30	25	14.40	\$975,992
Barefoot Beach	24	18	16.00	\$4,790,389
Bonita Bay	46	76	7.26	\$1,153,702
Brooks	83	93	10.71	\$772,172
Collier's Reserve	18	20	10.80	\$1,165,525
Crossings	4	18	2.67	\$642,093
Grey Oaks	56	45	14.93	\$2,297,372
Kensington	11	15	8.80	\$1,006,983
Lely Resort	105	108	11.67	\$662,344
Mediterra	66	34	23.29	\$2,329,114
Monterey	12	32	4.50	\$787,998
Olde Cypress	28	36	9.33	\$802,081
Olde Naples	85	60	17.00	\$3,851,033
Palmira Golf and Country Club	37	33	13.45	\$568,024
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	130	105	14.86	\$2,197,604
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	6	24	3.00	\$3,738,472
Pelican Bay	44	44	12.00	\$2,315,913
Pelican Bay (Bay Colony)	13	4	39.00	\$3,100,000
Pelican Landing	45	44	12.27	\$796,055
Pelican Landing (The Colony)	16	5	38.40	\$1,331,000
Pelican Marsh	35	39	10.77	\$1,303,267
Pelican Sound	0	9	0.00	\$608,611
Pine Ridge	27	33	9.82	\$1,876,542
Port Royal	59	41	17.27	\$10,026,186
Quail Creek	21	23	10.96	\$1,135,003
Quail West	73	63	13.90	\$2,062,209
Royal Harbor	35	21	20.00	\$2,227,143
Tiburon	11	4	33.00	\$1,896,750
Vanderbilt Beach	39	22	21.27	\$2,027,909
Vineyards	55	67	9.85	\$637,501
West Bay Club	17	21	9.71	\$1,239,333

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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 March 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6	14	5.14	\$1,448,500
Bonita Bay	96	120	9.60	\$637,677
Brooks	88	111	9.51	\$269,128
Dunes	41	33	14.91	\$1,135,331
Grey Oaks	7	15	5.60	\$1,044,500
Kensington	12	27	5.33	\$440,298
Lely Resort	124	147	10.12	\$303,992
Mediterra	10	19	6.32	\$580,789
Olde Cypress	3	5	7.20	\$442,500
Olde Naples	103	95	13.01	\$891,551
Palmira Golf and Country Club	19	20	11.40	\$328,680
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	46	111	4.97	\$418,818
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	239	262	10.95	\$1,306,842
Pelican Bay	178	237	9.01	\$910,146
Pelcian Bay (Bay Colony)	28	34	9.88	\$3,032,412
Pelican Landing	52	57	10.95	\$337,625
Pelican Landing (The Colony)	76	38	24.00	\$803,411
Pelican Marsh	63	78	9.69	\$383,407
Pelican Sound	23	58	4.76	\$313,886
Pine Ridge	15	24	7.50	\$251,235
Tiburon	18	36	6.00	\$868,944
Vanderbilt Beach	113	91	14.90	\$882,265
Vineyards	103	123	10.05	\$381,342
West Bay Club	11	28	4.71	\$553,268

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of March 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	145	113	15.40	\$1,447,133
Indirect Waterfront	127	131	11.63	\$927,232
Golf Course	13	16	9.75	\$751,063
Beachfront	1	4	3.00	\$6,218,750
Inland	64	86	8.93	\$534,057
Preserve	12	10	14.40	\$1,177,000

CONDOMINIUMS

Monthly Snapshot as of March 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	70	110	7.64	\$424,944
Indirect Waterfront	27	23	14.09	\$383,330
Golf Course	3	5	7.20	\$786,000
Beachfront	206	183	13.51	\$947,705
Gulf View	25	32	9.38	\$646,591
Inland	100	111	10.81	\$233,578
Preserve	8	7	11.18	\$598,540

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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