



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR JANUARY 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 January 31, 2019 a total of 12,498 sales were reported, up 4.7% from the same period the prior year when there were 11,938 sales.
- Closed sales priced above \$2 million increased 12.8% with 519 sales compared to 460 during the preceding 12-month period.

New Listings/Inventory

- Available inventory as of February 1, 2019 consisted of 8,803 units compared to 7,663 as of the same date last year, up 14.9%.
- Inventories were up 9.7% as of February 1 with 8.5 months of supply compared to 7.7 months of supply posted on the same date last year.
- New listings added over the 12-month period ending January 31 were up 8.4% to 19,843 compared with 18,307 listings added during the prior 12-month period.

Average and Median Sales Price

- At \$567,383, the average price for closed sales over the past 12 months was up 4.1% from \$545,183 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 January 31 was up 7.5% from last year to \$3,960,798.

MARCO ISLAND

Closed Sales

- As of January 31, 2019, 840 closings were posted for the Marco Island area, consistent with the prior year.

New Listings/Inventory

- Available inventory as of February 1, 2019 for the Marco Island market totaled 784 units, up 19.3% compared to 657 units as of the same date the prior year. Months of supply, at 11.2 months, was up 19.6% compared to 9.4 months the prior year.
- During the 12 months ending January 31, 1,396 listings were added to the Marco Island market, a 7.6% increase over the preceding 12-month period when 1,298 listings were added.

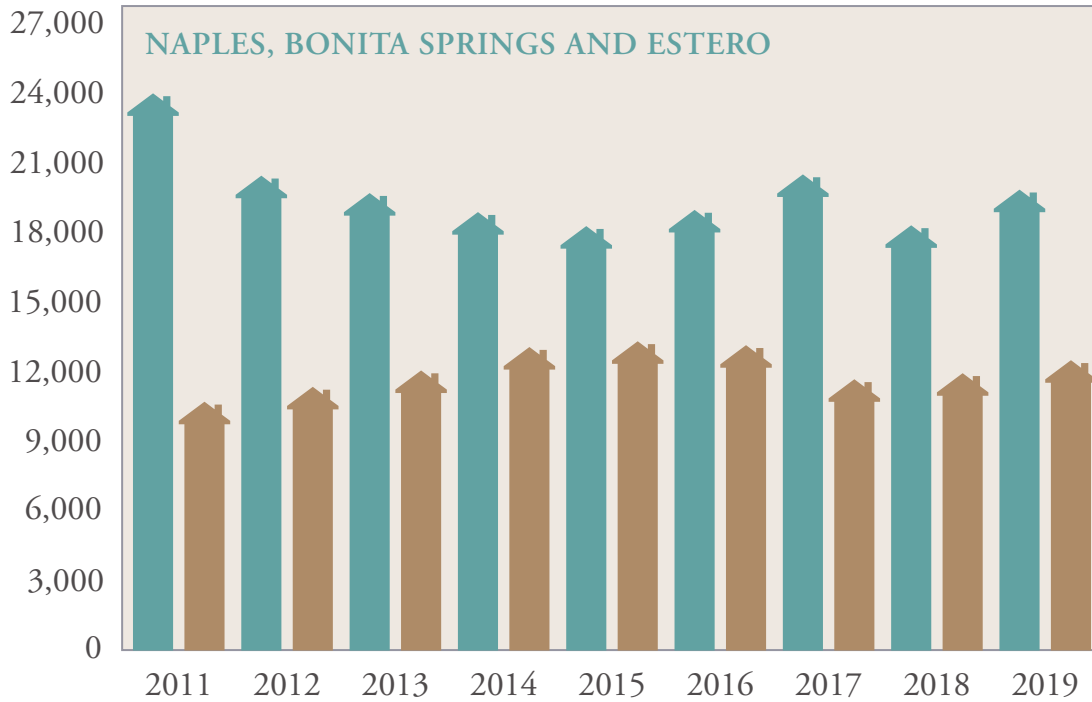
Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$793,779, a 9.8% increase compared to the preceding 12 months when an average of \$722,633 was posted. When comparing the same two periods, median pricing was up 3.8% from \$566,903 to \$588,193.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

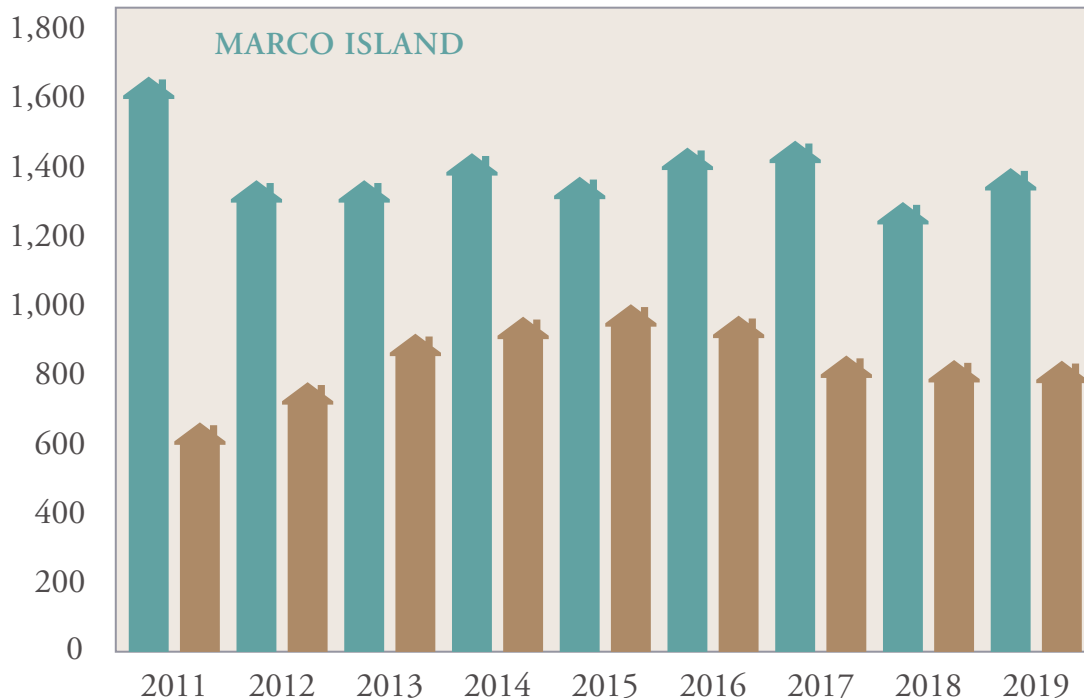


NEW LISTINGS

2011	23,990
2012	20,444
2013	19,695
2014	18,876
2015	18,273
2016	18,970
2017	20,499
2018	18,307
2019	19,843

CLOSED UNITS

2011	10,710
2012	11,351
2013	12,056
2014	13,065
2015	13,313
2016	13,145
2017	11,677
2018	11,938
2019	12,498



NEW LISTINGS

2011	1,660
2012	1,361
2013	1,361
2014	1,439
2015	1,371
2016	1,455
2017	1,475
2018	1,298
2019	1,396

CLOSED UNITS

2011	662
2012	778
2013	918
2014	967
2015	1,003
2016	970
2017	855
2018	842
2019	840

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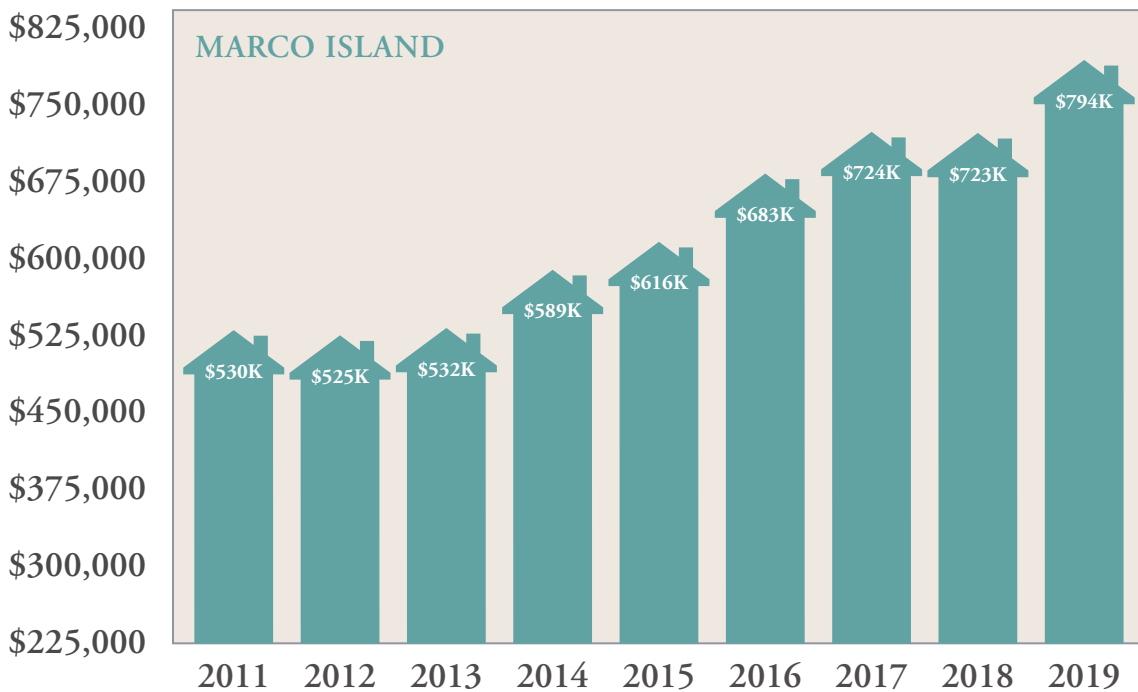
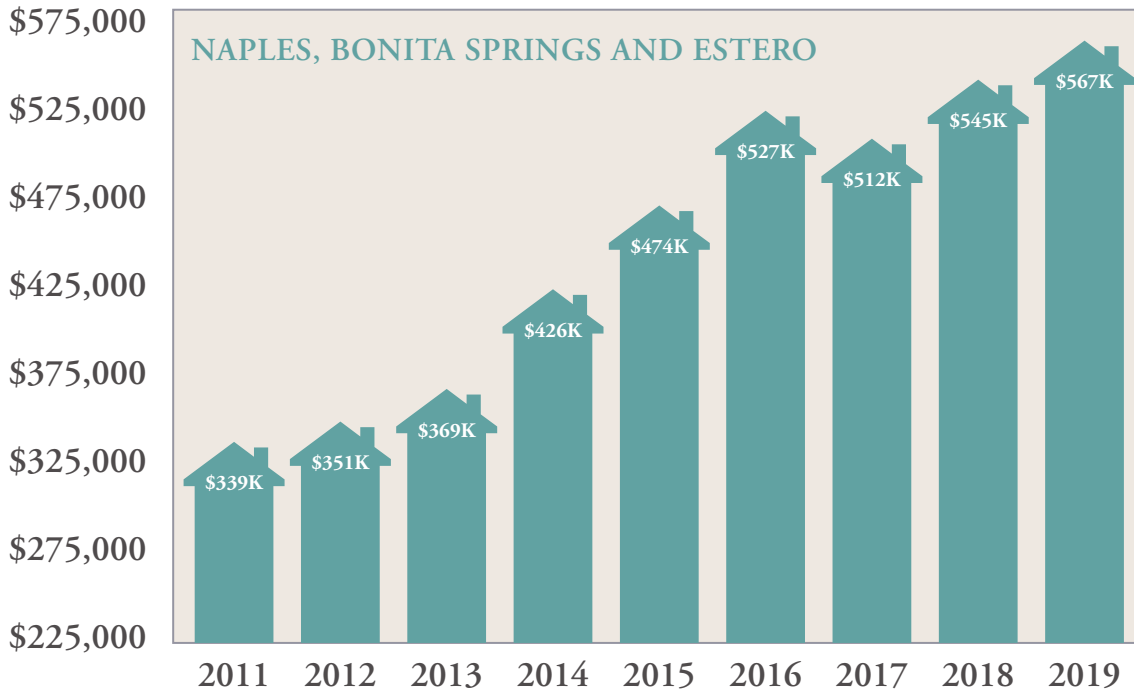
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AVERAGE SALES PRICE 12-Month Comparisons



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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 February 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	28	23	14.61	\$4,620,870
Audubon Country Club	32	27	14.22	\$969,900
Barefoot Beach	23	17	16.24	\$5,063,824
Bonita Bay	54	77	8.42	\$1,178,331
Brooks	79	99	9.58	\$760,202
Collier's Reserve	17	19	10.74	\$1,127,132
Crossings	5	16	3.75	\$655,480
Grey Oaks	53	50	12.72	\$2,395,185
Kensington	14	17	9.88	\$1,025,573
Lely Resort	109	110	11.89	\$655,725
Mediterra	62	30	24.80	\$2,329,733
Monterey	12	34	4.24	\$786,336
Olde Cypress	27	37	8.76	\$804,051
Old Naples	88	63	16.76	\$3,825,230
Palmira Golf and Country Club	33	37	10.70	\$580,265
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	109	110	11.89	\$2,166,427
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	23	24	11.50	\$3,805,347
Pelican Bay	43	46	11.22	\$2,290,254
Pelican Bay (Bay Colony)	12	4	36.00	\$3,100,000
Pelican Landing	44	43	12.28	\$779,859
Pelican Landing (The Colony)	14	5	33.60	\$1,331,000
Pelican Marsh	30	37	9.73	\$1,279,470
Pelican Sound	1	10	1.20	\$607,250
Pine Ridge	21	35	7.20	\$1,858,454
Port Royal	53	43	14.79	\$10,180,782
Quail Creek	19	25	9.12	\$1,122,802
Quail West	71	64	13.31	\$2,081,269
Royal Harbor	35	23	18.26	\$2,048,043
Tiburon	12	4	36.00	\$1,896,750
Vanderbilt Beach	35	26	16.15	\$1,594,038
Vineyards	64	69	11.13	\$633,409
West Bay Club	20	21	11.43	\$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 February 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6	15	4.80	\$1,447,433
Bonita Bay	96	124	9.29	\$640,701
Brooks	88	107	9.87	\$271,128
Dunes	35	35	12.00	\$1,116,648
Grey Oaks	9	13	8.31	\$1,084,038
Kensington	11	27	4.89	\$440,280
Lely Resort	129	145	10.68	\$301,285
Mediterra	9	24	4.50	\$584,906
Olde Cypress	2	7	3.43	\$427,071
Olde Naples	111	104	12.81	\$890,898
Palmira Golf and Country Club	18	21	10.29	\$324,457
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	50	111	5.41	\$429,975
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	250	263	11.41	\$1,296,408
Pelican Bay	177	236	9.00	\$883,918
Pelican Bay (Bay Colony)	25	33	9.09	\$2,997,000
Pelican Landing	53	57	11.16	\$336,511
Pelican Landing (The Colony)	75	34	26.47	\$802,901
Pelican Marsh	60	85	8.47	\$382,424
Pelican Sound	34	57	7.16	\$318,095
Pine Ridge	16	26	7.38	\$246,348
Tiburon	14	35	4.80	\$875,914
Vanderbilt Beach	103	93	13.29	\$936,485
Vineyards	113	132	10.27	\$374,452
West Bay Club	8	28	3.43	\$553,268

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of February 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	141	112	15.11	\$1,382,987
Indirect Waterfront	127	138	11.04	\$914,141
Golf Course	10	15	8.00	\$667,800
Beachfront	1	4	3.00	\$6,218,750
Inland	76	86	10.60	\$516,802
Preserve	12	10	14.40	\$1,177,000

CONDOMINIUMS

Monthly Snapshot as of February 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	78	111	8.43	\$422,115
Indirect Waterfront	26	21	14.86	\$386,267
Golf Course	3	5	7.20	\$786,000
Beachfront	203	184	13.24	\$945,382
Gulf View	25	31	9.68	\$616,561
Inland	95	117	9.74	\$245,050
Preserve	7	6	14.00	\$340,833

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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