

MONTHLY MARKET REPORT - JANUARY 2022





**Oakes Estates**

**\$7,500,000**

6075 English Oaks Ln - The most architecturally significant residence in Florida currently under construction. Contemporary Naples masterpiece, striking and luxurious while also being a 100% Green Energy home. Over 15,000 square feet of sumptuous living includes main house and separate guest house, sited on 2.73 acres. 3,000 square feet entertainment pavilion, outdoor chef's kitchen and second-story sun deck. 6/7 JRWeb# H3316 Patrick Dearborn, 877-4340, Kara Heaslip, 821-9056

# MONTHLY MARKET REPORT

## JANUARY 2022

Southwest Florida	2
Naples	3
Marco Island	6
Bonita-Estero	8
Fort Myers	10
Fort Myers Beach	12
Sanibel & Captiva Islands	14
Cape Coral	16






# SOUTHWEST FLORIDA

## MARKET REPORT - JANUARY 2022

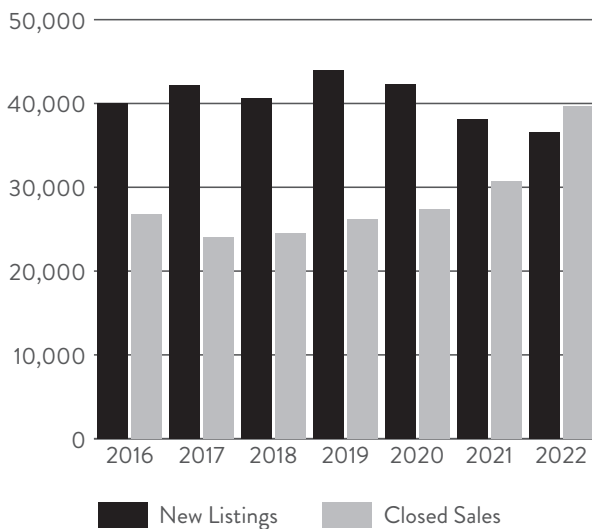


Data Represented on 12-Month Rolling Basis.

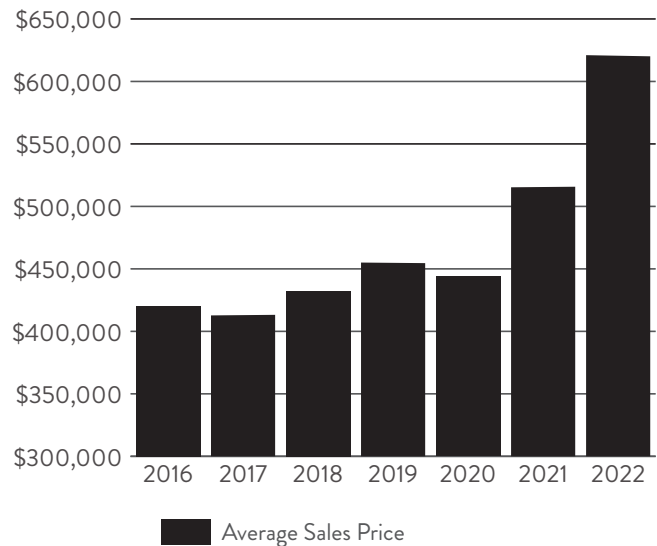
	2016	2017	2018	2019	2020	2021	2022
Listed	40,235	42,482	41,087	43,933	41,357	36,945	35,705
Sold	26,604	23,928	24,673	25,651	27,462	32,709	38,568
Avg. Sale \$	\$413,154	\$410,645	\$434,722	\$452,082	\$447,123	\$527,845	\$648,805

 <b>NEW LISTINGS</b> <b>35,705</b> ↓ 3.36%	 <b>CLOSED SALES</b> <b>38,568</b> ↑ 17.91%	 <b>AVERAGE SALES PRICE</b> <b>\$648,805</b> ↑ 22.92%	 <b>CURRENT INVENTORY</b> <b>1,947</b> ↓ 62.56%	 <b>MONTHS OF SUPPLY</b> <b>0.61</b> ↓ 68.25%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 38,568 properties sold, sales were up 17.91% over the preceding 12-month period when 32,709 properties were sold. New listings were down 3.36%, from 36,945 to 35,705. The average sales price was up 22.92%, from \$527,845 to \$648,805. As of January 31, 2022, inventory stood at 1,947 units while months of supply was .61 months.

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# NAPLES

## MARKET REPORT - JANUARY 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	14,652	15,723	14,676	15,853	15,055	14,770	13,892
Sold	10,032	8,808	9,234	9,570	10,353	12,838	15,646
Avg. Sale \$	\$563,338	\$549,806	\$593,932	\$623,490	\$607,531	\$716,568	\$847,116



NEW LISTINGS

13,892  
↓5.94%



CLOSED SALES

15,646  
↑21.87%



AVERAGE SALES PRICE

\$847,116  
↑18.22%



CURRENT INVENTORY

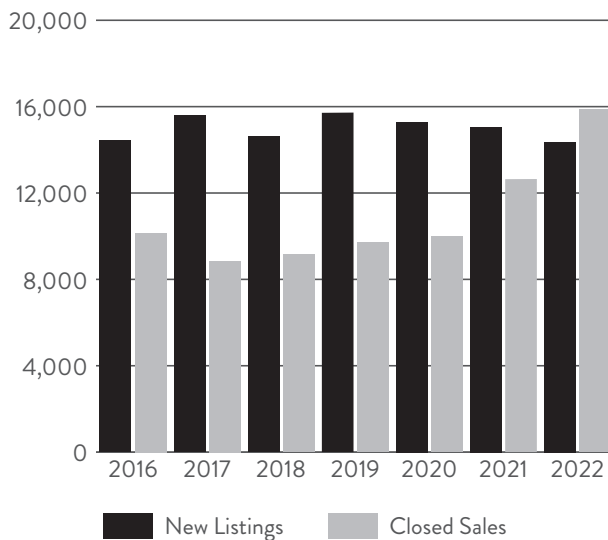
886  
↓62.96%



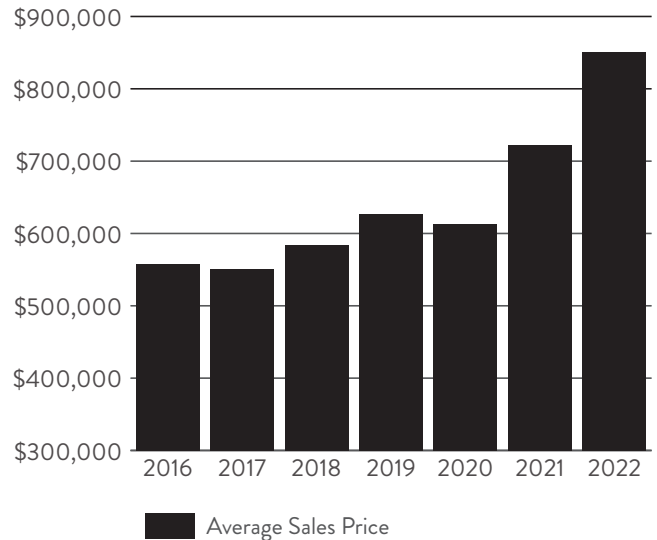
MONTHS OF SUPPLY

0.68  
↓69.61%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 15,646 properties sold, sales were up 21.87% over the preceding 12-month period when 12,838 properties were sold. New listings were down 5.64%, from 14,770 to 13,892. The average sales price was up 18.22%, from \$716,568 to \$847,116. As of January 31, 2022, inventory stood at 886 units while months of supply was .68 months.



## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	7	46	1.83	\$6,352,370
Audubon	5	48	1.25	\$1,477,411
Colliers Reserve	0	15	—	\$1,602,333
Crayton Road Area Non-Waterfront	24	172	1.67	\$3,085,586
Crayton Road Area Waterfront	10	15	8.00	\$6,693,733
Crossings	0	15	—	\$1,175,267
Grey Oaks	6	62	1.16	\$3,190,871
Kensington	1	22	0.55	\$1,029,614
Lely Resort	4	191	0.25	\$897,405
Mediterra	3	71	0.51	\$2,485,230
Monterey	0	35	—	\$1,026,583
Olde Cypress	0	46	—	\$1,028,984
Olde Naples	15	102	1.76	\$4,752,343
Pelican Bay	4	61	0.79	\$3,410,569
Pelican Bay - Bay Colony	1	19	0.63	\$6,249,474
Pelican Marsh	1	82	0.15	\$1,748,552
Pine Ridge	7	40	2.10	\$3,365,388
Port Royal	5	58	1.03	\$14,273,931
Quail Creek	2	31	0.77	\$1,731,935
Quail West	5	72	0.83	\$3,013,375
Royal Harbor	4	45	1.07	\$3,280,440
Tiburon	0	16	—	\$2,596,641
Vanderbilt Beach	8	41	2.34	\$3,120,900
Vineyards	6	80	0.90	\$904,063

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	9	178	0.61	\$649,674
Crayton Road Area Waterfront	17	436	0.47	\$1,892,121
The Dunes	5	56	1.07	\$1,291,838
Grey Oaks	0	17	—	\$1,144,706
Kensington	0	32	—	\$513,423
Lely Resort	11	313	0.42	\$369,058
Mediterra	1	34	0.35	\$717,750
Olde Naples	22	224	1.18	\$1,222,892
Pelican Bay	10	448	0.27	\$1,290,947
Pelican Bay - Bay Colony	2	40	0.60	\$3,772,575
Pelican Marsh	5	112	0.54	\$513,327
Pine Ridge	2	26	0.92	\$283,915
Tiburon	1	57	0.21	\$948,004
Vanderbilt Beach	11	201	0.66	\$1,249,635
Vineyards	0	181	—	\$463,897

# MARCO ISLAND

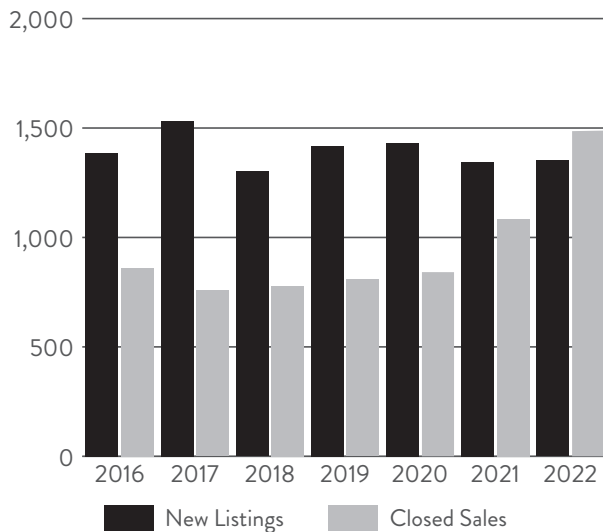
MARKET REPORT - JANUARY 2022



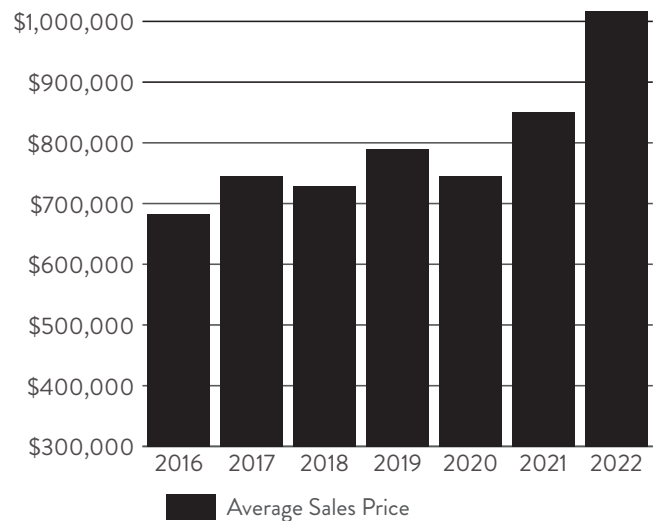
	2016	2017	2018	2019	2020	2021	2022
Listed	1,460	1,460	1,318	1,442	1,361	1,337	1,286
Sold	864	762	761	794	839	1,221	1,448
Avg. Sale \$	\$682,901	\$731,224	\$729,747	\$791,899	\$740,404	\$855,474	\$1,072,553

 <b>NEW LISTINGS</b> 1,286 ↓3.81%	 <b>CLOSED SALES</b> 1,448 ↑18.59%	 <b>AVERAGE SALES PRICE</b> \$1,072,553 ↑25.38%	 <b>CURRENT INVENTORY</b> 107 ↓62.19%	 <b>MONTHS OF SUPPLY</b> 0.89 ↓68.12%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 1,448 properties sold, sales were up 18.59% over the preceding 12-month period when 1,221 properties were sold. New listings were down 3.81%, from 1,337 to 1,286. The average sales price was up 25.38%, from \$855,474 to \$1,072,553. As of January 31, 2022, inventory stood at 107 units while months of supply was .89 months.





## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	24	203	1.42	\$2,164,642
Golf Course	1	14	0.86	\$1,027,136
Gulf Front	1	2	6.00	\$5,150,000
Indirect Waterfront	17	230	0.89	\$1,457,120
Inland	15	161	1.12	\$830,164
Preserve	1	18	0.67	\$2,153,833

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	7	177	0.47	\$520,118
Golf Course	0	3	—	\$854,967
Gulf Front	23	334	0.83	\$1,030,824
Gulf View	1	50	0.24	\$912,988
Indirect Waterfront	4	43	1.12	\$533,928
Inland	10	207	0.58	\$330,255
Preserve	2	21	1.14	\$484,019

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	9	157	0.69	\$1,047,249
Isles Of Capri	5	42	1.43	\$1,120,690
Naples Reserve	4	128	0.38	\$885,582
Winding Cypress	2	62	0.39	\$683,057

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	6	185	0.39	\$461,275
Hammock Bay Golf and Country Club	8	76	1.26	\$620,221
Isles Of Capri	4	25	1.92	\$465,532

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Statistics include Marco Island and Key Marco.

# BONITA SPRINGS - ESTERO

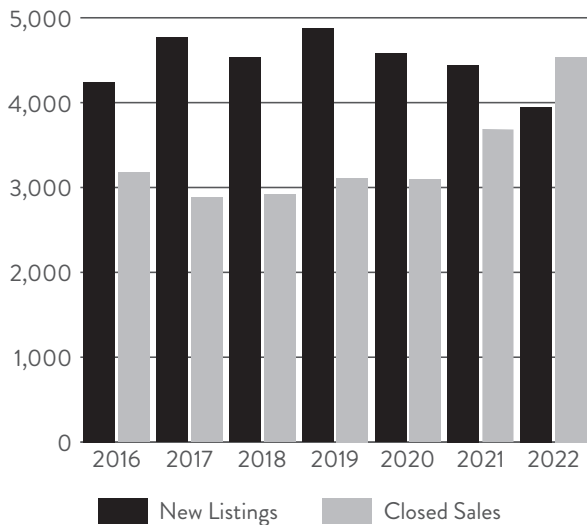
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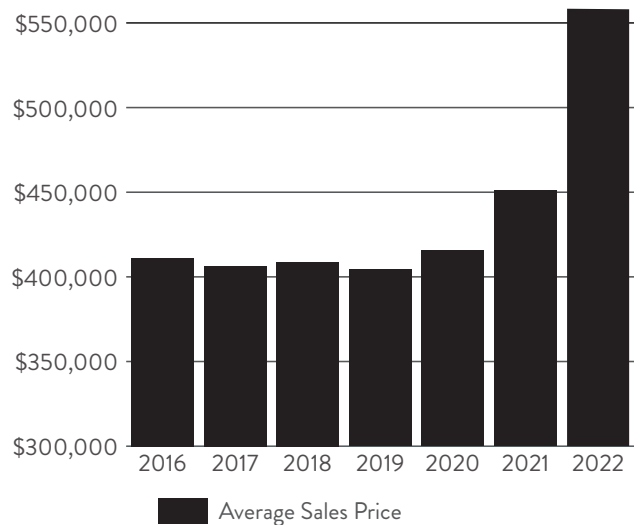
	2016	2017	2018	2019	2020	2021	2022
Listed	4,316	4,827	4,545	4,929	4,703	4,325	3,835
Sold	3,111	2,889	2,901	3,096	3,155	3,908	4,454
Avg. Sale \$	\$412,674	\$405,019	\$407,343	\$404,173	\$413,903	\$450,429	\$561,916

 NEW LISTINGS <b>3,835</b> ↓11.33%	 CLOSED SALES <b>4,454</b> ↑13.97%	 AVERAGE SALES PRICE <b>\$561,916</b> ↑24.75%	 CURRENT INVENTORY <b>161</b> ↓73.78%	 MONTHS OF SUPPLY <b>0.43</b> ↓76.99%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 4,454 properties sold, sales were up 13.97% from the preceding 12-month period when 3,908 properties were sold. New listings were down 11.33%, from 4,325 to 3,835. The average sales price was up 24.75%, from \$450,429 to \$561,916. As of January 31, 2022, inventory stood at 161 units while months of supply was .43 months.



# Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	36	1.00	\$4,935,278
Bonita Bay	4	88	0.55	\$1,764,817
Brooks	2	78	0.31	\$940,072
Palmira Golf and Country Club	0	38	—	\$667,474
Pelican Landing	1	75	0.16	\$1,018,295
Pelican Landing - The Colony	1	16	0.75	\$1,617,500
Pelican Sound	1	8	1.50	\$800,950
West Bay Club	2	30	0.80	\$1,216,083






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	0	16	—	\$1,776,812
Bonita Bay	16	194	0.99	\$1,033,270
Brooks	6	129	0.56	\$334,958
Palmira Golf and Country Club	0	21	—	\$403,986
Pelican Landing	2	92	0.26	\$422,372
Pelican Landing - The Colony	1	103	0.12	\$1,041,935
Pelican Sound	1	23	0.52	\$369,196
West Bay Club	0	31	—	\$679,400

# FORT MYERS

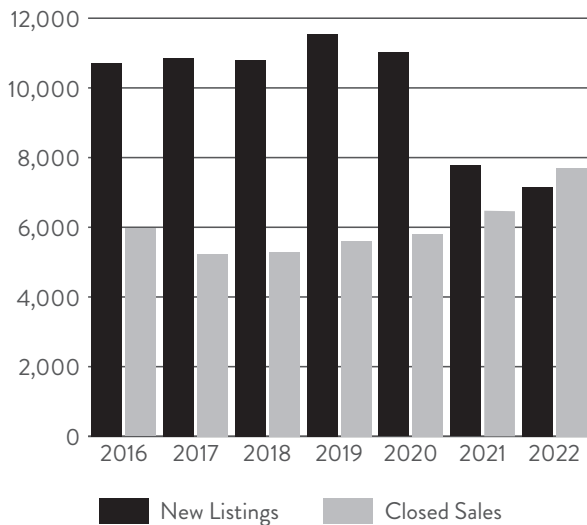
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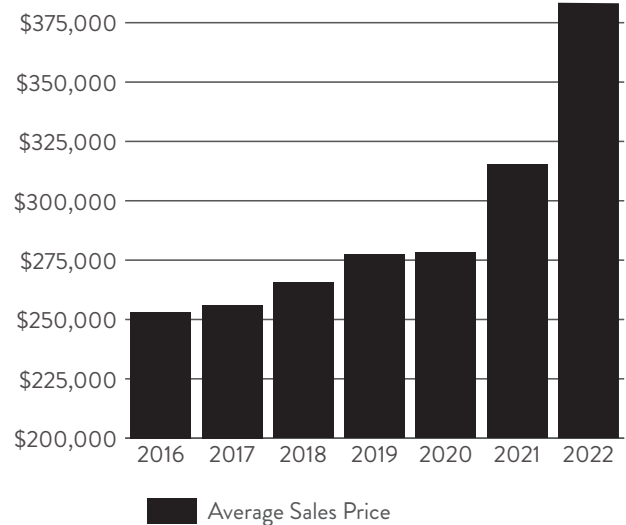
	2016	2017	2018	2019	2020	2021	2022
Listed	10,540	10,976	10,940	11,482	10,419	7,356	6,989
Sold	5,897	5,237	5,277	5,617	6,076	6,566	7,645
Avg. Sale \$	\$253,738	\$259,746	\$265,205	\$276,259	\$277,031	\$319,767	\$387,205

 NEW LISTINGS <b>6,989</b> ↓4.99%	 CLOSED SALES <b>7,645</b> ↑16.43%	 AVERAGE SALES PRICE <b>\$387,205</b> ↑ 21.09%	 CURRENT INVENTORY <b>241</b> ↓74.68%	 MONTHS OF SUPPLY <b>0.38</b> ↓78.26%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 7,645 properties sold, sales were up 16.43% from the preceding 12-month period when 6,566 properties were sold. New listings were down 4.99%, from 7,356 to 6,989. The average sales price was up 21.09%, from \$319,767 to \$387,205. As of January 31, 2022, inventory stood at 241 units while months of supply was .38 months.

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## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	1	35	0.34	\$611,380
Colonial Country Club	1	43	0.28	\$404,691
Crown Colony	0	20	—	\$577,738
Fiddlesticks Country Club	1	44	0.27	\$663,009
The Forest	1	18	0.67	\$559,889
Gulf Harbour Yacht And Country Club	3	47	0.77	\$970,440
Miromar Lakes Beach And Golf Club	3	68	0.53	\$2,113,504
Parker Lakes	2	19	1.26	\$366,126
Paseo	1	18	0.67	\$525,917
The Plantation	3	133	0.27	\$564,858
Shadow Wood Preserve	0	18	—	\$1,045,144
Town And River	4	35	1.37	\$1,074,964

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	2	119	0.20	\$237,513
Crown Colony	0	7	—	\$327,071
Downtown Fort Myers	16	292	0.66	\$354,360
Fiddlesticks Country Club	1	22	0.55	\$163,905
Gulf Harbour Yacht And Country Club	2	110	0.22	\$594,618
Miromar Lakes Beach And Golf Club	3	107	0.34	\$708,570
Parker Lakes	2	44	0.55	\$237,318
Paseo	6	230	0.31	\$282,973
The Plantation	0	29	—	\$364,031
Shadow Wood Preserve	0	7	—	\$275,214
Town And River	0	4	—	\$217,450

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# FORT MYERS BEACH

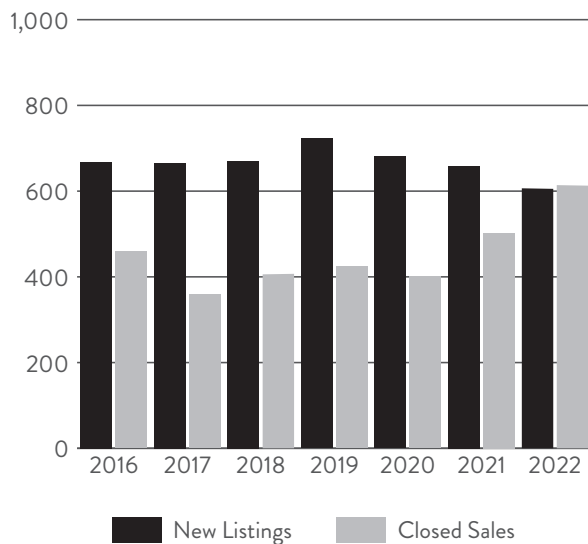
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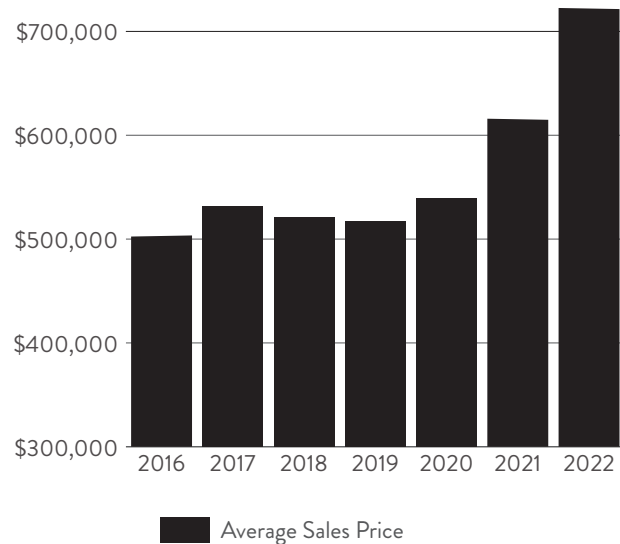
	2016	2017	2018	2019	2020	2021	2022
Listed	656	662	687	703	694	637	585
Sold	446	362	411	418	424	518	623
Avg. Sale \$	\$502,284	\$528,402	\$515,398	\$513,218	\$539,714	\$611,879	\$744,336

 NEW LISTINGS <b>585</b> ↓ 8.16%	 CLOSED SALES <b>623</b> ↑ 20.27%	 AVERAGE SALES PRICE <b>\$744,336</b> ↑ 21.65%	 CURRENT INVENTORY <b>47</b> ↓ 62.40%	 MONTHS OF SUPPLY <b>0.91</b> ↓ 68.74%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 623 properties sold, sales were up 20.27% from the preceding 12-month period when 518 properties were sold. New listings were down 8.16%, from 637 to 585. The average sales price was up 21.65%, from \$611,879 to \$744,336. As of January 31, 2022, inventory stood at 47 units while months of supply was .91 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	1	11	1.09	\$1,008,409
Laguna Shores	2	23	1.04	\$1,373,083
Mcphie Park	1	11	1.09	\$1,670,455
Other Fort Myers Beach	23	151	1.83	\$1,215,434






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	0	14	—	\$567,276
Ocean Harbor Condo	0	21	—	\$578,595
Sandarac Condo	0	8	—	\$568,665
Waterside At Bay Beach	1	37	0.32	\$706,530

# SANIBEL-CAPTIVA

MARKET REPORT - JANUARY 2022



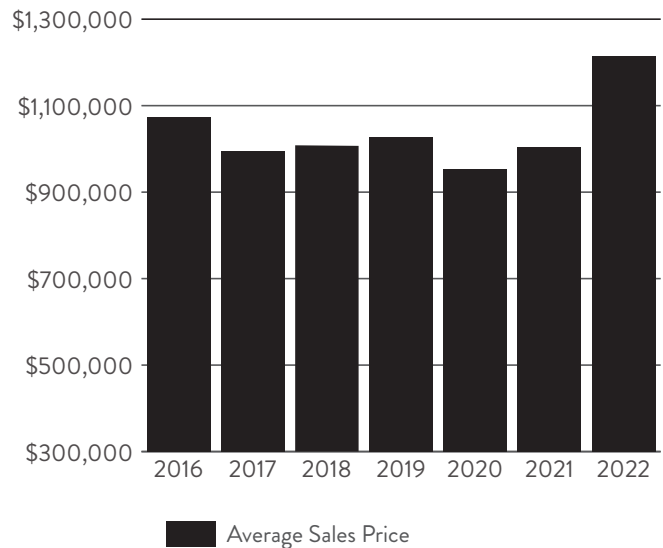
	2016	2017	2018	2019	2020	2021	2022
Listed	525	625	662	694	799	686	582
Sold	417	375	395	411	412	607	736
Avg. Sale \$	\$1,013,429	\$951,574	\$968,859	\$993,000	\$939,092	\$957,287	\$1,273,251

 NEW LISTINGS <b>582</b> ↓15.16%	 CLOSED SALES <b>736</b> ↑21.25%	 AVERAGE SALES PRICE <b>\$1,273,251</b> ↑33.01%	 CURRENT INVENTORY <b>42</b> ↓79.61%	 MONTHS OF SUPPLY <b>0.68</b> ↓83.19%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 736 properties sold, sales were up 21.25% over the preceding 12-month period when 607 properties were sold. New listings were down 15.16%, from 686 to 582. The average sales price was up 33.01%, from \$957,287 to \$1,273,251. As of January 31, 2022, inventory stood at 42 units while months of supply was .68 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	2	14	1.71	\$1,391,857
Captiva Island	8	91	1.05	\$2,284,882
Dunes At Sanibel Island	2	29	0.83	\$991,397
Other Sanibel Island Single-Family	14	283	0.59	\$1,407,669





Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	3	56	0.64	\$871,936
Sundial Of Sanibel Condos	0	25	—	\$748,114
Other Sanibel Island Condos	13	255	0.61	\$894,603

# CAPE CORAL

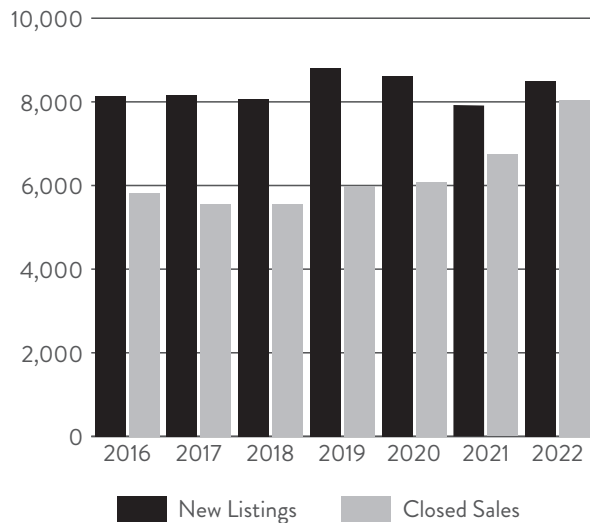
MARKET REPORT - JANUARY 2022



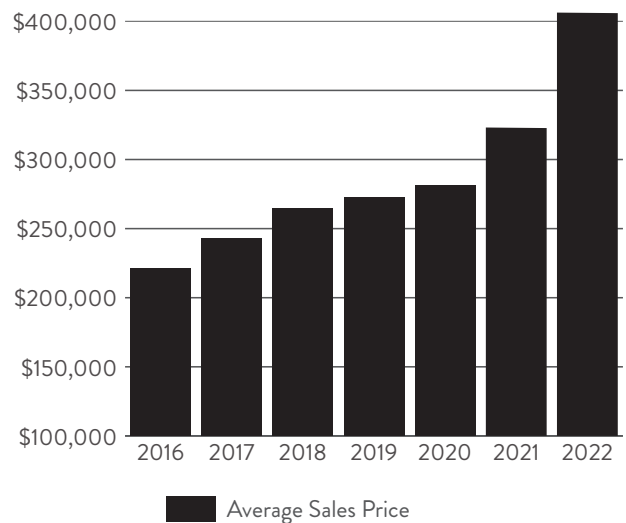
	2016	2017	2018	2019	2020	2021	2022
Listed	8,086	8,120	8,259	8,830	8,409	7,834	8,536
Sold	5,837	5,495	5,694	5,745	6,203	7,051	8,016
Avg. Sale \$	\$226,721	\$245,226	\$265,274	\$274,119	\$284,212	\$321,027	\$418,199

 NEW LISTINGS <b>8,536</b> ↑8.96%	 CLOSED SALES <b>8,016</b> ↑13.69%	 AVERAGE SALES PRICE <b>\$418,199</b> ↑30.27%	 CURRENT INVENTORY <b>463</b> ↓26.39%	 MONTHS OF SUPPLY <b>0.69</b> ↓35.25%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 8,016 properties sold, sales were up 13.69% over the preceding 12-month period when 7,051 properties were sold. New listings were up 8.96%, from 7,834 to 8,536. The average sales price was up 30.27%, from \$321,027 to \$418,199. As of January 31, 2022, inventory stood at 463 units while months of supply was .69 months.



## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	0	29	—	\$1,448,260
Cape Royal	5	31	1.94	\$680,785
Yacht Club	2	36	0.67	\$795,955

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	3	52	0.69	\$524,600
Tarpon Point Marina	0	51	—	\$730,346



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in SALES VOLUME  
in LISTINGS SOLD  
in TRANSACTIONS

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\*Source: MLS Statistics for Lee and Collier County from 1/1/21 to 12/31/21.