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MONTHLY MARKET REPORT FOR JUNE 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 June 30, 2019 a total of 12,561 sales were reported, up 4.4% from the same period the prior year when there were 12,030 sales.
- With 503 sales reported, closed sales priced above \$2 million were static with the preceding 12-month period.

### New Listings/Inventory

- With 6,667 units on the market, available inventory as of July 1, 2019 was static with that of the same date last year.
- Months of supply as of July 1, 2019 reflected 6.37 months, down 3.4% compared to the same date last year when 6.59 months was posted.
- New listings added over the 12-month period ending June 30, 2019 were up 4.6% to 19,770 compared with 18,867 listings added during the preceding 12-month period.

### Average and Median Sales Price

- The average price for closed sales over the 12-month period ending June 30, 2019 was \$553,773, down 2.2% compared to \$566,277 for the preceding 12-month period. The median price was unchanged.
- The average price for sales above \$2 million over the past 12 months was up 2.5% to \$3,895,250 compared to \$3,798,759 for the preceding 12-month period.

## MARCO ISLAND

### Closed Sales

- With 825 closings during the 12 months ending June 30, 2019, sales for the Marco Island area were static compared to the preceding 12-month period.

### New Listings/Inventory

- Available inventory as of July 1, 2019 for the Marco Island market totaled 667 units, up 9% compared to 612 units as of the same date the prior year. Months of supply, at 9.7 months, was up 8.2% compared to 8.97 months posted a year ago.
- During the 12 months ending June 30, 2019, 1,369 listings were added to the Marco Island market, a 6% increase over the preceding 12-month period when 1,292 listings were added.

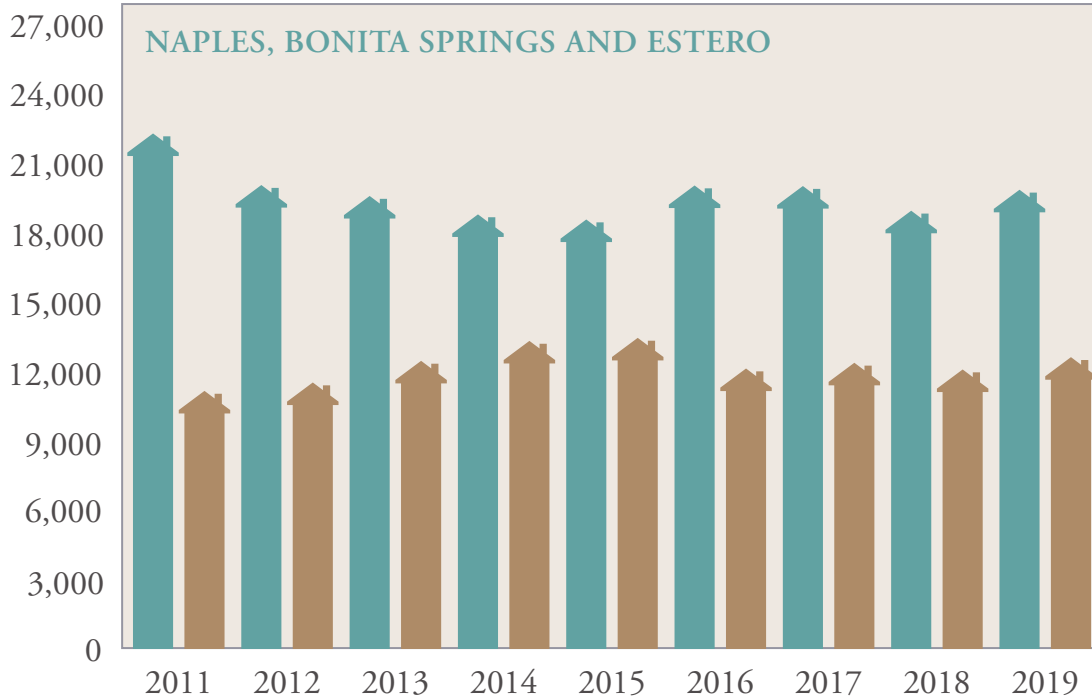
### Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$797,394, a 7.9% increase compared to the preceding 12 months when an average of \$738,724 was posted. When comparing the same two periods, median pricing was up 6.2% from \$563,931 to \$598,897.



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## NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

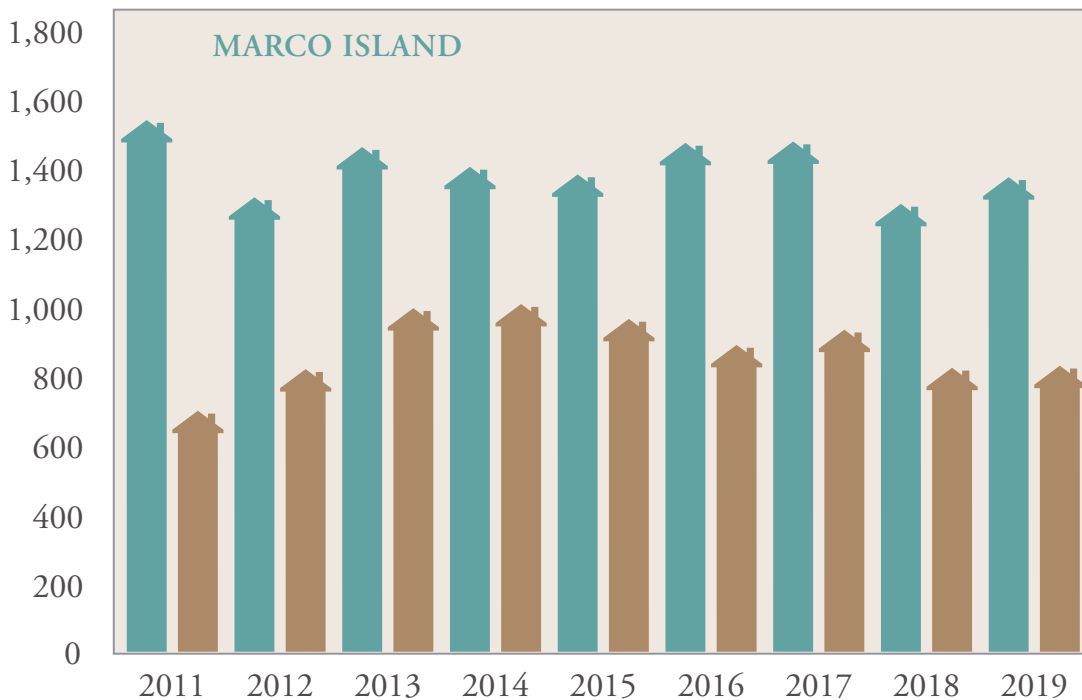


### NEW LISTINGS

2011	22,194
2012	19,973
2013	19,502
2014	18,709
2015	18,489
2016	19,954
2017	19,930
2018	18,867
2019	19,770

### CLOSED UNITS

2011	11,108
2012	11,470
2013	12,402
2014	13,261
2015	13,392
2016	12,072
2017	12,319
2018	12,030
2019	12,561



### NEW LISTINGS

2011	1,534
2012	1,311
2013	1,456
2014	1,399
2015	1,377
2016	1,468
2017	1,472
2018	1,292
2019	1,369

### CLOSED UNITS

2011	695
2012	815
2013	991
2014	1,003
2015	960
2016	885
2017	929
2018	819
2019	825

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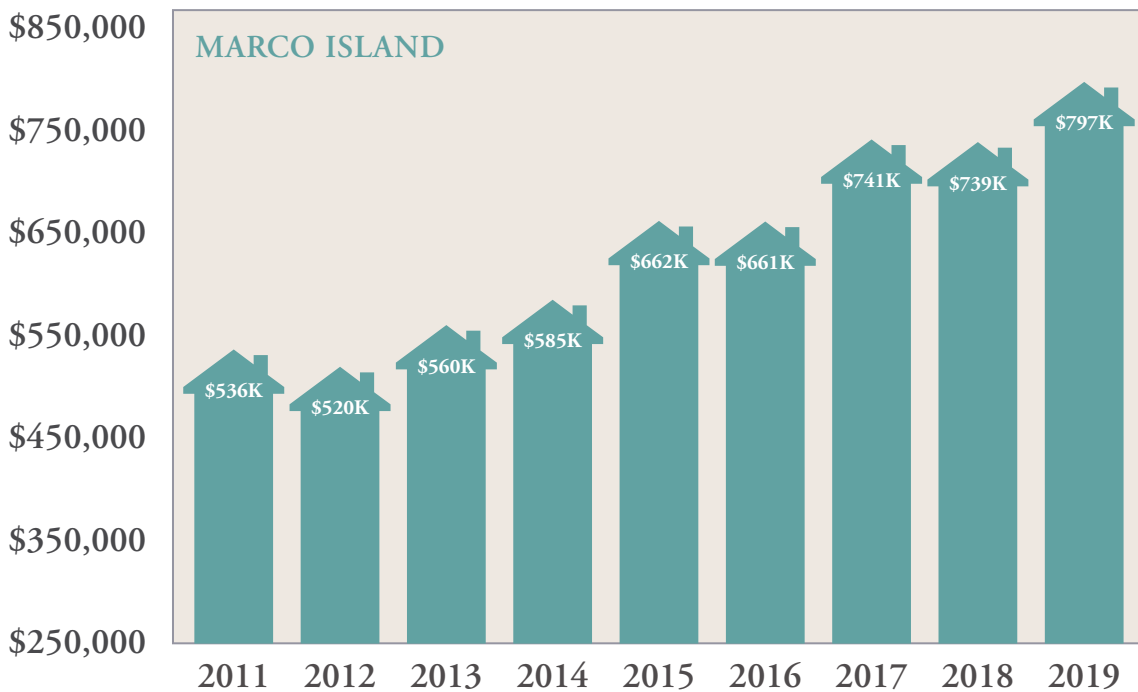
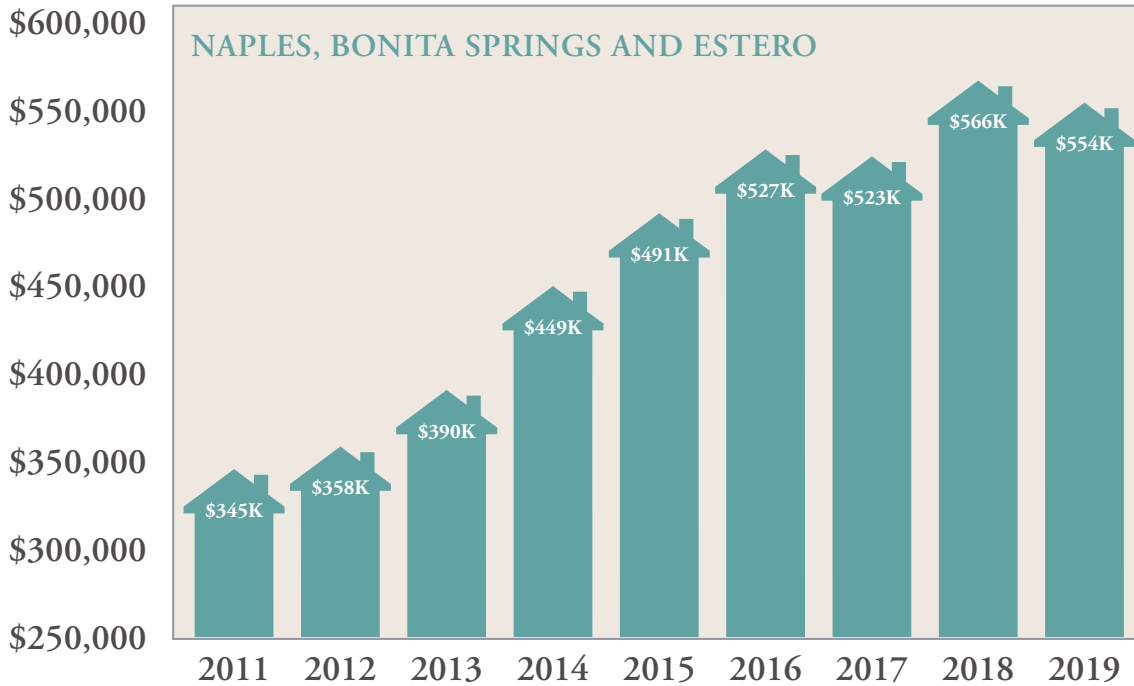
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## AVERAGE SALES PRICE 12-Month Comparisons



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

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

## SINGLE FAMILY HOMES

Monthly Snapshot as of July 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	20	22	10.91	\$4,927,945
Audubon Country Club	33	20	19.80	\$988,000
Barefoot Beach	16	17	11.29	\$5,196,588
Bonita Bay	25	62	4.84	\$990,373
Brooks	46	87	6.34	\$746,556
Collier's Reserve	14	11	15.27	\$1,232,091
Crossings	4	16	3.00	\$726,859
Grey Oaks	48	36	16.00	\$2,269,160
Kensington	9	13	8.31	\$982,962
Lely Resort	65	84	9.29	\$624,960
Mediterra	50	38	15.79	\$2,185,997
Monterey	14	21	8.00	\$738,143
Olde Cypress	20	30	8.00	\$839,183
Olde Naples	67	67	12.00	\$4,167,290
Palmira Golf and Country Club	24	28	10.29	\$629,246
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	74	91	9.76	\$2,053,436
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	21	17	14.82	\$3,767,941
Pelican Bay	23	34	8.12	\$1,954,860
Pelican Bay (Bay Colony)	8	3	32.00	\$3,066,667
Pelican Landing	24	53	5.43	\$807,163
Pelican Landing (The Colony)	10	5	24.00	\$2,086,000
Pelican Marsh	35	29	14.48	\$911,341
Pelican Sound	0	7	0.00	\$596,786
Pine Ridge	33	29	13.66	\$1,725,284
Port Royal	44	33	16.00	\$8,084,432
Quail Creek	14	23	7.30	\$1,151,350
Quail West	49	53	11.09	\$1,877,395
Royal Harbor	22	23	11.48	\$2,126,739
Tiburon	4	3	16.00	\$1,291,333
Vanderbilt Beach	29	24	14.50	\$1,914,354
Vineyards	31	67	5.55	\$656,250
West Bay Club	16	22	8.73	\$1,226,545

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

## CONDOMINIUMS

Monthly Snapshot as of July 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	1	4	3.00	\$691,125
Barefoot Beach	6	17	4.24	\$1,602,206
Bonita Bay	61	108	6.78	\$647,210
Brooks	56	113	5.95	\$261,522
Dunes	25	31	9.68	\$1,221,676
Grey Oaks	8	14	6.86	\$1,076,607
Kensington	9	22	4.91	\$430,245
Lely Resort	108	147	8.82	\$308,454
Mediterra	14	14	12.00	\$562,643
Olde Cypress	4	3	16.00	\$409,167
Olde Naples	73	88	9.95	\$967,433
Palmira Golf and Country Club	13	17	9.18	\$311,732
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	40	80	6.00	\$396,401
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	153	236	7.78	\$1,318,071
Pelican Bay	147	196	9.00	\$943,310
Pelican Bay (Bay Colony)	27	29	11.17	\$3,616,103
Pelican Landing	24	72	4.00	\$321,286
Pelican Landing (The Colony)	51	45	13.60	\$812,622
Pelican Marsh	47	70	8.06	\$391,032
Pelican Sound	5	60	1.00	\$306,684
Pine Ridge	14	18	9.33	\$244,874
Tiburon	15	31	5.81	\$946,855
Vanderbilt Beach	89	81	13.19	\$884,872
Vineyards	68	109	7.49	\$370,818
West Bay Club	8	19	5.05	\$618,605

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# Island Snapshot Report

Marco Island

## 12-Month Sold Comparison Report

### SINGLE FAMILY HOMES

Monthly Snapshot as of July 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	113	105	12.91	\$1,416,150
Indirect Waterfront	92	143	7.72	\$936,917
Golf Course	8	15	6.40	\$576,167
Beachfront	2	2	12.00	\$5,662,500
Inland	54	98	6.61	\$561,634
Preserve	9	11	9.82	\$1,274,273

### CONDOMINIUMS

Monthly Snapshot as of July 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	75	108	8.33	\$396,916
Indirect Waterfront	30	19	18.95	\$404,805
Golf Course	3	3	12.00	\$718,333
Beachfront	165	182	10.88	\$930,553
Gulf View	21	19	13.26	\$685,316
Inland	72	112	7.71	\$246,035
Preserve	6	5	14.40	\$359,450

#### 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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