



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
MARCH 2021



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MONTHLY MARKET REPORT

MARCH 2021

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 - MARCH 2021

Data Represented on 12-Month Rolling Basis.



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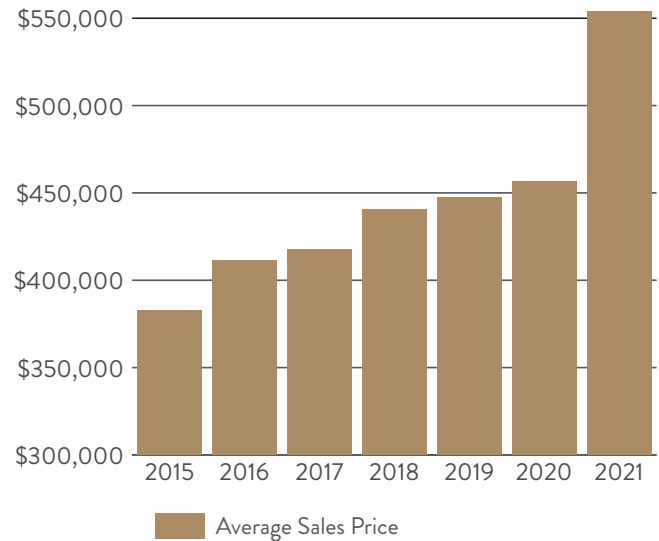
	2015	2016	2017	2018	2019	2020	2021
Listed	39,574	41,002	42,261	41,465	43,264	40,169	37,049
Sold	26,319	25,693	24,616	24,693	25,387	28,410	35,026
Avg. Sale \$	\$382,950	\$411,515	\$417,582	\$440,536	\$447,324	\$456,548	\$553,986



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 35,026 properties sold, sales were up 23.29% over the preceding 12-month period when 28,410 properties were sold. New listings were down 7.77%, from 40,169 to 37,049. The average sales price was up 21.34%, from \$456,548 to \$553,986. As of March 31, 2021, inventory stood at 2,817 units while months of supply was .97 months.

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NAPLES

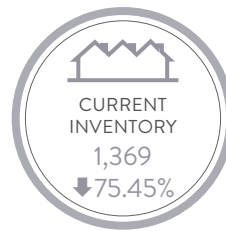
MARKET REPORT - MARCH 2021

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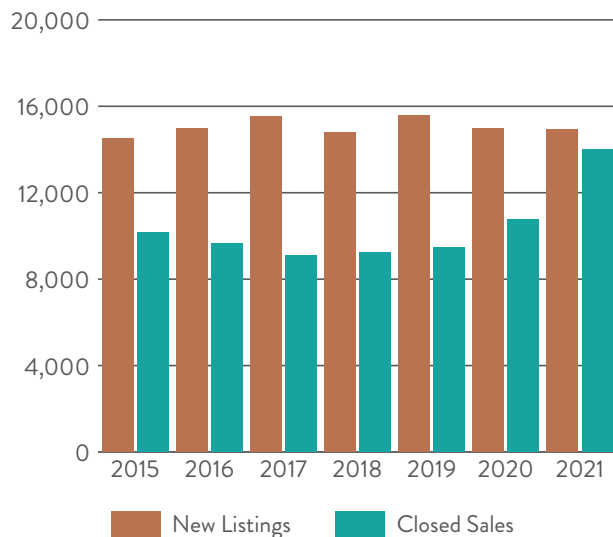


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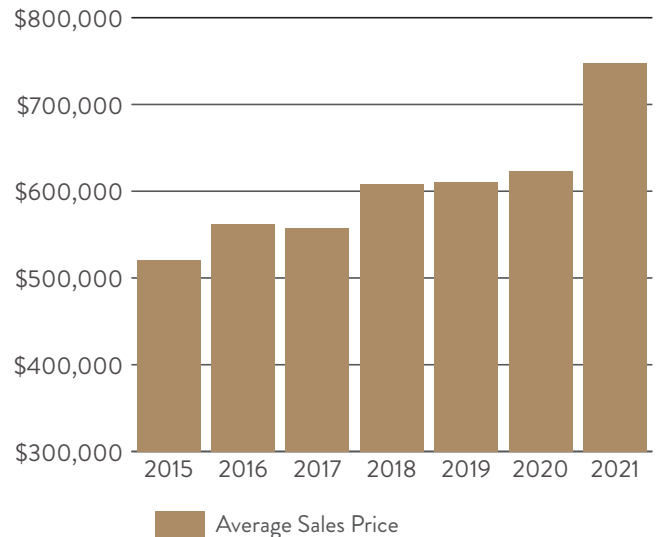
	2015	2016	2017	2018	2019	2020	2021
Listed	14,487	14,977	15,533	14,792	15,564	14,951	14,938
Sold	10,172	9,667	9,079	9,243	9,482	10,761	14,009
Avg. Sale \$	\$520,255	\$562,141	\$558,142	\$608,566	\$610,328	\$622,756	\$747,954



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 14,009 properties sold, sales were up 30.18% over the preceding 12-month period when 10,761 properties were sold. New listings were down .09%, from 14,951 to 14,938. The average sales price was up 20.10%, from \$622,756 to \$747,954. As of March 31, 2021, inventory stood at 1,369 units while months of supply was 1.17 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	9	52	2.08	\$5,393,776
Audubon	5	55	1.09	\$1,128,521
Colliers Reserve	0	23	—	\$1,574,761
Crayton Road Area Non-Waterfront	41	173	2.84	\$2,397,628
Crayton Road Area Waterfront	2	22	1.09	\$4,871,206
Crossings	0	15	—	\$802,827
Grey Oaks	7	84	1.00	\$2,767,405
Kensington	1	19	0.63	\$820,284
Lely Resort	18	183	1.18	\$722,306
Mediterra	10	71	1.69	\$2,057,661
Monterey	1	24	0.50	\$840,950
Olde Cypress	3	54	0.67	\$870,410
Olde Naples	18	106	2.04	\$4,306,061
Pelican Bay	6	58	1.24	\$2,524,837
Pelican Bay - Bay Colony	2	18	1.33	\$5,675,278
Pelican Marsh	8	81	1.19	\$1,294,464
Pine Ridge	7	55	1.53	\$2,418,898
Port Royal	14	70	2.40	\$10,937,143
Quail Creek	6	25	2.88	\$1,394,160
Quail West	6	88	0.82	\$2,304,890
Royal Harbor	5	63	0.95	\$2,752,637
Tiburon	0	17	—	\$1,700,235
Vanderbilt Beach	6	48	1.50	\$2,045,094
Vineyards	3	81	0.44	\$750,158

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Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2021

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	15	164	1.10	\$516,829
Crayton Road Area Waterfront	55	388	1.70	\$1,474,217
The Dunes	9	58	1.86	\$1,200,930
Grey Oaks	2	11	2.18	\$1,005,536
Kensington	1	31	0.39	\$447,474
Lely Resort	16	219	0.88	\$310,408
Mediterra	0	24	—	\$594,521
Olde Naples	52	169	3.69	\$1,067,041
Pelican Bay	45	350	1.54	\$1,121,591
Pelican Bay - Bay Colony	5	35	1.71	\$3,137,771
Pelican Marsh	9	112	0.96	\$416,804
Pine Ridge	1	21	0.57	\$230,976
Tiburon	3	48	0.75	\$760,745
Vanderbilt Beach	22	128	2.06	\$974,789
Vineyards	15	132	1.36	\$370,817

MARCO ISLAND

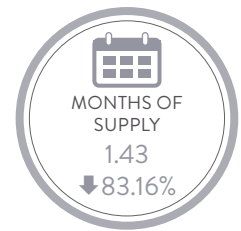
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Data Represented on 12-Month Rolling Basis.

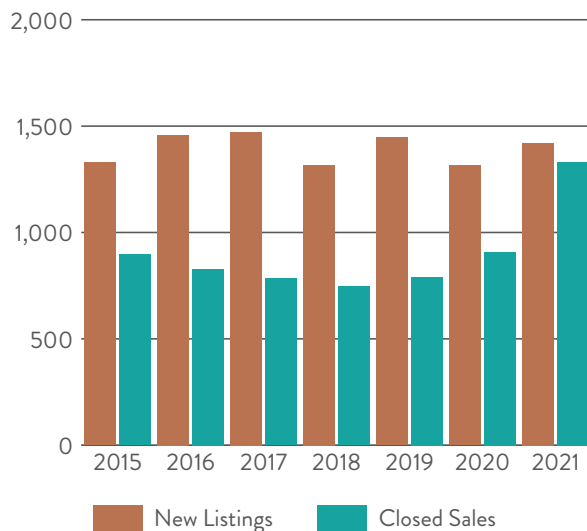


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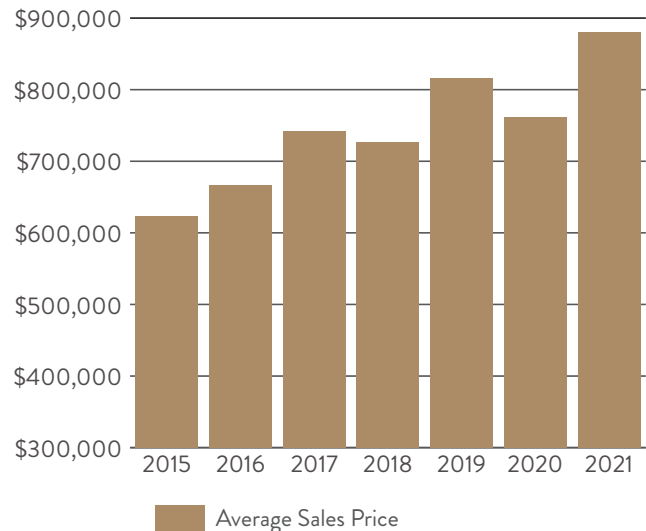
	2015	2016	2017	2018	2019	2020	2021
Listed	1,330	1,459	1,473	1,318	1,446	1,315	1,420
Sold	897	829	785	747	791	908	1,331
Avg. Sale \$	\$623,095	\$666,720	\$742,703	\$726,141	\$816,624	\$762,302	\$880,642



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,331 properties sold, sales were up 46.59% over the preceding 12-month period when 908 properties were sold. New listings were up 7.98%, from 1,315 to 1,420. The average sales price was up 15.52%, from \$762,302 to \$880,642. As of March 31, 2021, inventory stood at 159 units while months of supply was 1.43 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2021

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	28	204	1.65	\$1,629,539
Golf Course	0	10	—	\$657,517
Gulf Front	1	3	4.00	\$4,700,000
Indirect Waterfront	26	221	1.41	\$1,128,024
Inland	18	160	1.35	\$653,478
Preserve	1	16	0.75	\$1,522,842

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	13	155	1.01	\$412,723
Golf Course	0	5	—	\$769,000
Gulf Front	49	294	2.00	\$926,859
Gulf View	3	44	0.82	\$737,291
Indirect Waterfront	3	42	0.86	\$412,682
Inland	16	164	1.17	\$275,079
Preserve	1	13	0.92	\$432,115

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	4	186	0.26	\$803,010
Isles Of Capri	5	31	1.94	\$888,903
Naples Reserve	11	148	0.89	\$618,882
Winding Cypress	4	46	1.04	\$598,154

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	9	157	0.69	\$333,860
Hammock Bay Golf and Country Club	14	41	4.10	\$459,524
Isles Of Capri	3	30	1.20	\$536,833

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Statistics include Marco Island and Key Marco.

BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2021

Data Represented on 12-Month Rolling Basis.



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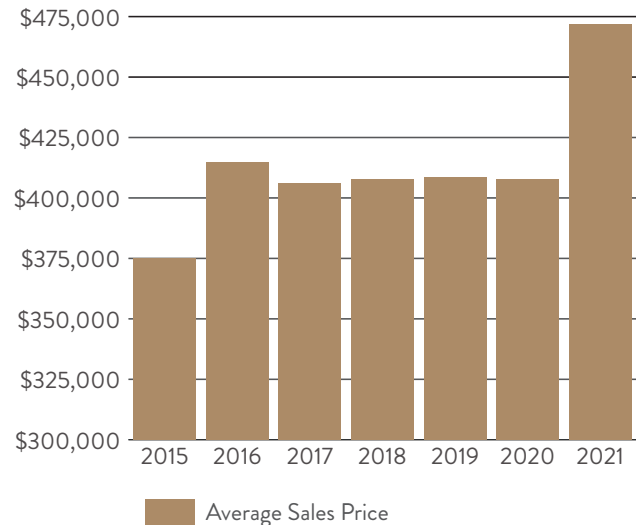
	2015	2016	2017	2018	2019	2020	2021
Listed	4,016	4,483	4,870	4,570	4,850	4,483	4,247
Sold	3,171	3,021	3,001	2,857	3,049	3,312	4,204
Avg. Sale \$	\$374,919	\$414,783	\$405,976	\$407,524	\$408,468	\$407,855	\$471,768



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 4,204 properties sold, sales were up 26.93% from the preceding 12-month period when 3,312 properties were sold. New listings were down 5.26%, from 4,483 to 4,247. The average sales price was up 15.67%, from \$407,855 to \$471,768. As of March 31, 2021, inventory stood at 234 units while months of supply was .67 months.

BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2021



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	5	37	1.62	\$4,072,663
Bonita Bay	5	77	0.78	\$1,505,238
Brooks	5	102	0.59	\$848,989
Palmira Golf and Country Club	3	49	0.73	\$614,061
Pelican Landing	1	71	0.17	\$814,205
Pelican Landing - The Colony	3	19	1.89	\$1,598,158
Pelican Sound	0	10	—	\$701,000
West Bay Club	0	40	—	\$1,180,577

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	0	24	—	\$1,401,505
Bonita Bay	22	179	1.47	\$828,349
Brooks	4	154	0.31	\$276,404
Palmira Golf and Country Club	0	35	—	\$332,116
Pelican Landing	2	118	0.20	\$353,360
Pelican Landing - The Colony	14	97	1.73	\$943,082
Pelican Sound	0	46	—	\$316,458
West Bay Club	4	28	1.71	\$558,836

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FORT MYERS

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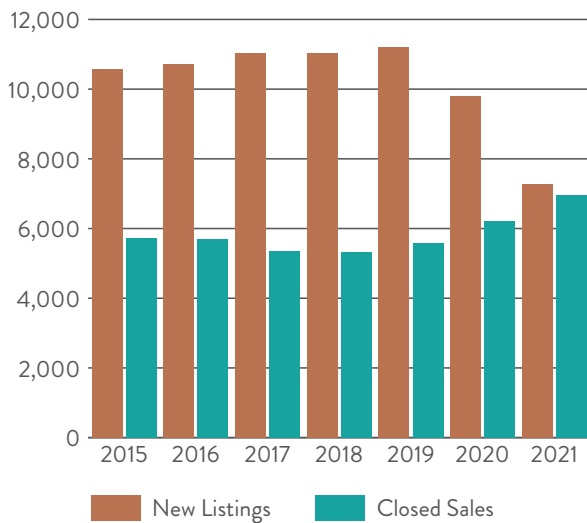


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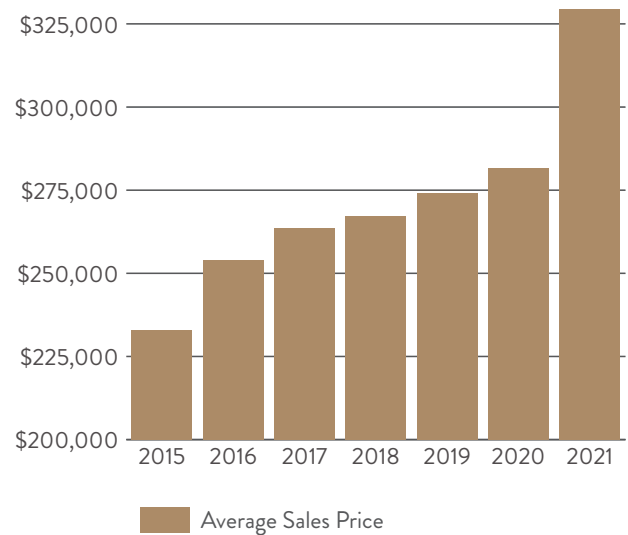
	2015	2016	2017	2018	2019	2020	2021
Listed	10,563	10,707	11,040	11,030	11,218	9,791	7,283
Sold	5,718	5,687	5,342	5,322	5,576	6,204	6,960
Avg. Sale \$	\$233,013	\$253,993	\$263,456	\$267,110	\$274,003	\$281,580	\$329,439



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,960 properties sold, sales were up 12.19% from the preceding 12-month period when 6,204 properties were sold. New listings were down 25.62%, from 9,791 to 7,283. The average sales price was up 17%, from \$281,580 to \$329,439. As of March 31, 2021, inventory stood at 453 units while months of supply was .78 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	3	34	1.06	\$530,097
Colonial Country Club	0	29	—	\$366,479
Crown Colony	2	30	0.80	\$544,547
Fiddlesticks Country Club	5	33	1.82	\$632,600
The Forest	4	35	1.37	\$474,954
Gulf Harbour Yacht And Country Club	4	58	0.83	\$669,672
Miromar Lakes Beach And Golf Club	6	80	0.90	\$1,702,011
Parker Lakes	2	30	0.80	\$272,740
Paseo	0	41	—	\$465,866
The Plantation	0	167	—	\$442,382
Shadow Wood Preserve	2	18	1.33	\$758,522
Town And River	1	37	0.32	\$697,620

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	3	108	0.33	\$201,566
Crown Colony	0	18	—	\$266,333
Downtown Fort Myers	53	172	3.70	\$309,147
Fiddlesticks Country Club	1	17	0.71	\$127,263
Gulf Harbour Yacht And Country Club	10	110	1.09	\$521,903
Miromar Lakes Beach And Golf Club	13	68	2.29	\$594,313
Parker Lakes	0	48	—	\$196,079
Paseo	9	129	0.84	\$233,965
The Plantation	0	37	—	\$287,565
Shadow Wood Preserve	1	12	1.00	\$264,167
Town And River	0	3	—	\$197,333

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FORT MYERS BEACH

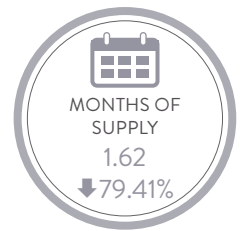
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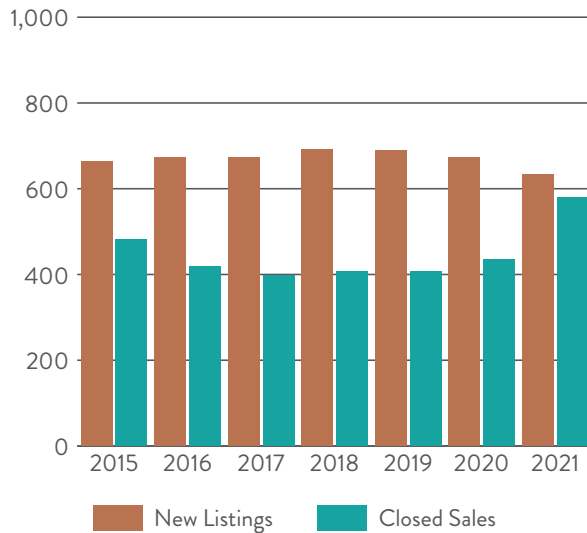
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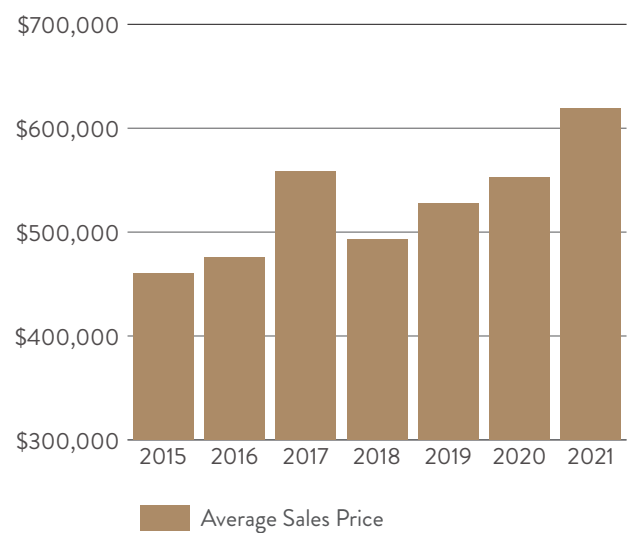
	2015	2016	2017	2018	2019	2020	2021
Listed	663	673	673	691	689	673	634
Sold	482	418	397	406	407	434	579
Avg. Sale \$	\$460,577	\$475,364	\$558,173	\$493,131	\$527,228	\$552,750	\$618,968



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 579 properties sold, sales were up 33.41% from the preceding 12-month period when 434 properties were sold. New listings were down 5.79%, from 673 to 634. The average sales price was up 11.98%, from \$552,750 to \$618,968. As of March 31, 2021, inventory stood at 78 units while months of supply was 1.62 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	0	12	0.00	\$895,167
Laguna Shores	1	32	0.38	\$795,734
Mcphie Park	2	16	1.50	\$669,125

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	0	9	—	\$475,718
Ocean Harbor Condo	3	17	2.12	\$523,441
Sandarac Condo	1	10	1.20	\$504,532
Waterside At Bay Beach	3	26	1.38	\$583,567

SANIBEL-CAPTIVA

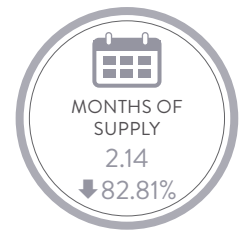
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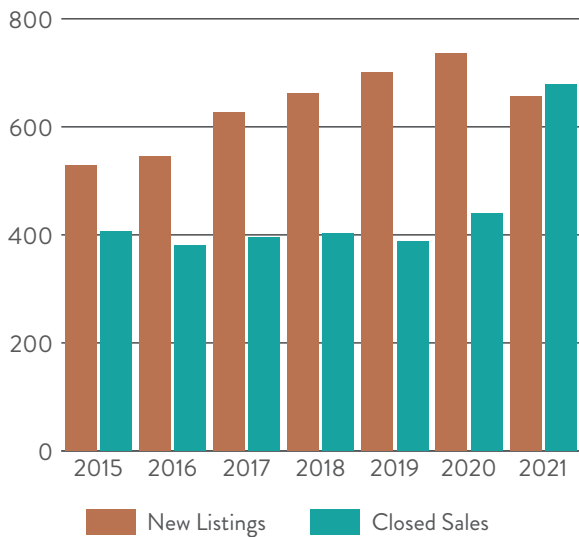
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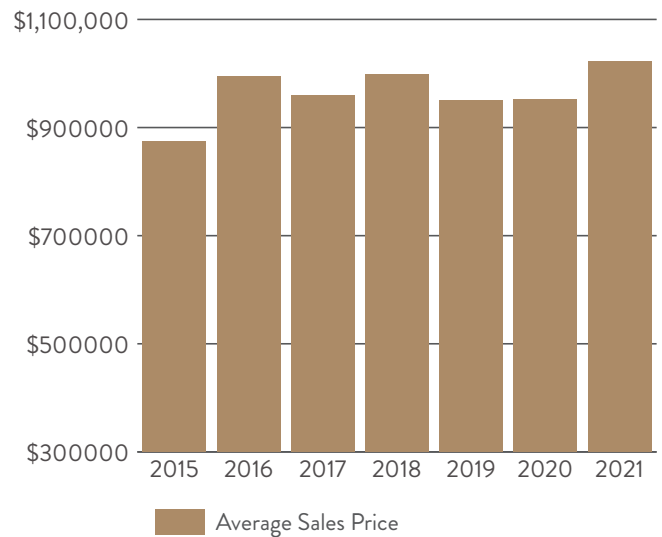
	2015	2016	2017	2018	2019	2020	2021
Listed	528	546	626	661	700	735	656
Sold	407	381	395	402	387	439	679
Avg. Sale \$	\$873,736	\$994,632	\$960,224	\$998,569	\$951,097	\$952,507	\$1,022,186



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 679 properties sold, sales were up 54.67% over the preceding 12-month period when 439 properties were sold. New listings were down 10.75%, from 735 to 656. The average sales price was up 7.32%, from \$952,507 to \$1,022,186. As of March 31, 2021, inventory stood at 121 units while months of supply was 2.14 months.

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12-Month Sold Comparison Report for Select Communities

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	1	18	0.67	\$1,086,220
Captiva Island	21	87	2.90	\$1,744,742
Dunes At Sanibel Island	0	42	—	\$722,138
Other Sanibel Island Single-Family	38	261	1.75	\$1,106,723

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	6	42	1.71	\$625,952
Sundial Of Sanibel Condos	4	28	1.71	\$683,625
Other Sanibel Island Condos	51	201	3.04	\$786,584

CAPE CORAL

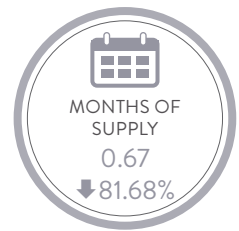
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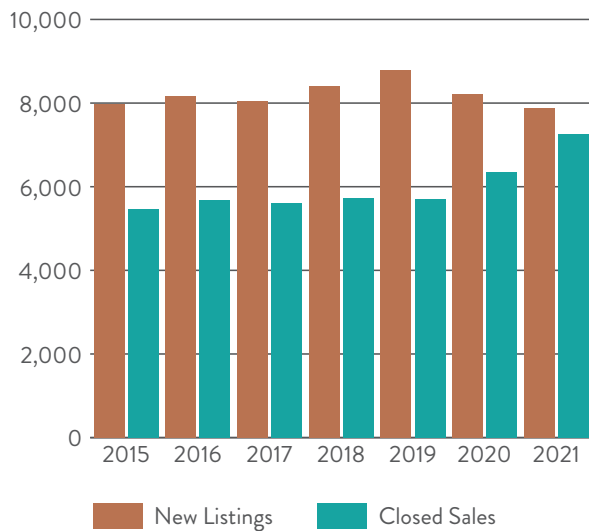


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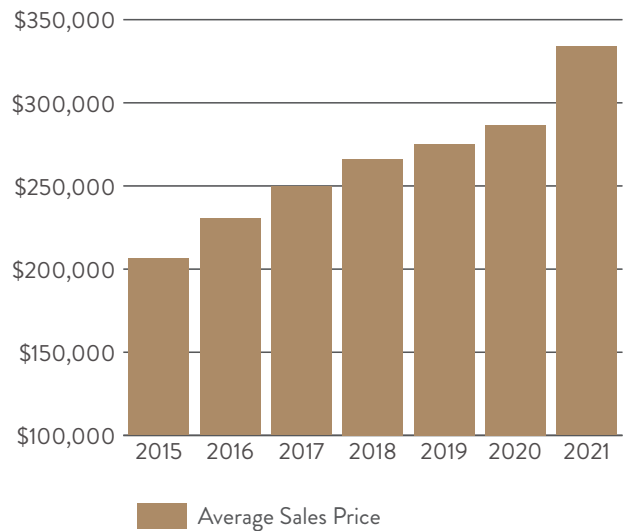
	2015	2016	2017	2018	2019	2020	2021
Listed	7,987	8,157	8,046	8,403	8,797	8,221	7,871
Sold	5,472	5,690	5,617	5,716	5,695	6,352	7,264
Avg. Sale \$	\$206,334	\$230,395	\$249,637	\$266,449	\$275,190	\$286,680	\$333,844



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 7,264 properties sold, sales were up 14.36% over the preceding 12-month period when 6,352 properties were sold. New listings were down 4.26%, from 8,221 to 7,871. The average sales price was up 16.45%, from \$286,680 to \$333,844. As of March 31, 2021, inventory stood at 403 units while months of supply was .67 months.

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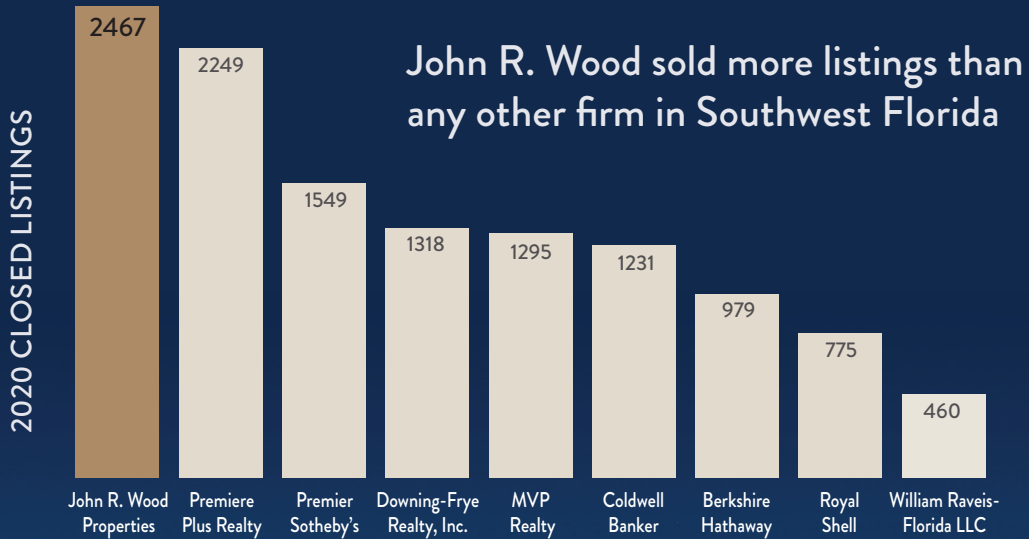
Monthly Snapshot as of March 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	5	27	2.22	\$1,074,848
Cape Royal	1	26	0.46	\$568,804
Tarpon Point Marina	1	4	3.00	\$1,271,250
Yacht Club	6	25	2.88	\$455,436

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	3	53	0.68	\$414,298
Tarpon Point Marina	2	44	0.55	\$637,144



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