

MONTHLY MARKET REPORT - SEPTEMBER 2021



# MONTHLY MARKET REPORT

## SEPTEMBER 2021

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# SOUTHWEST FLORIDA

## MARKET REPORT - SEPTEMBER 2021

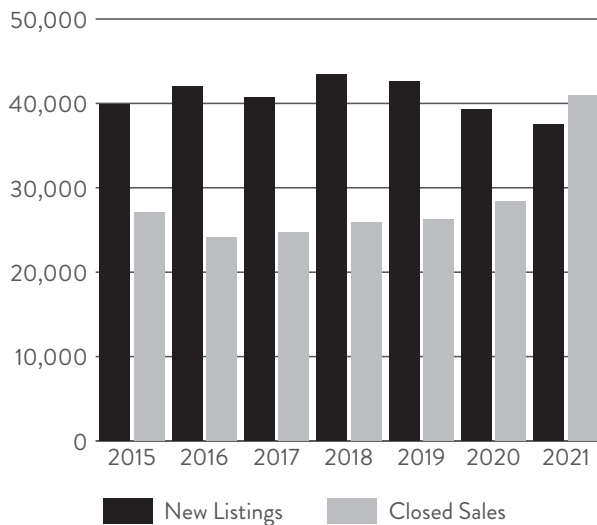


Data Represented on 12-Month Rolling Basis.

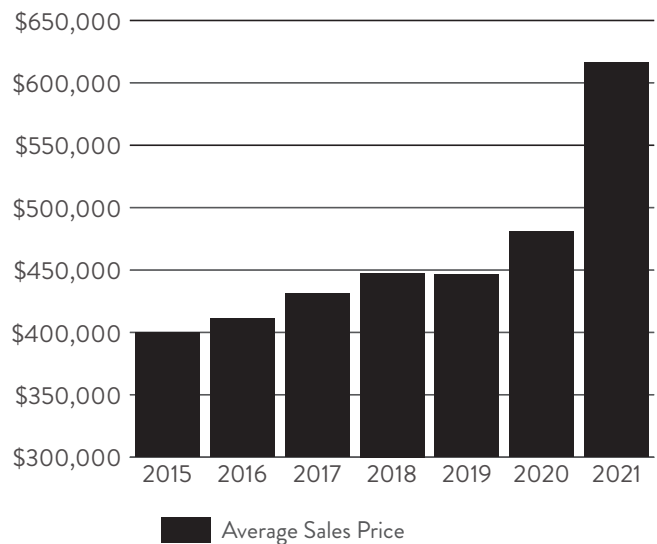
	2015	2016	2017	2018	2019	2020	2021
Listed	39,832	41,998	40,702	43,405	42,625	39,306	37,491
Sold	27,102	24,102	24,655	25,842	26,191	28,388	40,881
Avg. Sale \$	\$399,751	\$410,953	\$431,408	\$447,765	\$446,428	\$480,960	\$616,530

 <b>NEW LISTINGS</b> <b>37,491</b> ↓4.62%	 <b>CLOSED SALES</b> <b>40,881</b> ↑44.01%	 <b>AVERAGE SALES PRICE</b> <b>\$616,530</b> ↑28.19%	 <b>CURRENT INVENTORY</b> <b>2,494</b> ↓68.54%	 <b>MONTHS OF SUPPLY</b> <b>0.73</b> ↓78.16%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 40,881 properties sold, sales were up 44.01% over the preceding 12-month period when 28,388 properties were sold. New listings were down 4.62%, from 39,306 to 37,491. The average sales price was up 28.19%, from \$480,960 to \$616,530. As of September 30, 2021, inventory stood at 2,494 units while months of supply was .73 months.

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# NAPLES

## MARKET REPORT - SEPTEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	14,365	15,440	14,757	15,564	15,471	15,260	14,940
Sold	10,273	8,924	9,223	9,528	9,868	10,974	16,672
Avg. Sale \$	\$546,376	\$557,205	\$581,856	\$621,364	\$607,449	\$650,223	\$814,828



NEW LISTINGS

14,940  
↓2.10%



CLOSED SALES

16,672  
↑51.92%



AVERAGE SALES PRICE

\$814,828  
↑25.32%



CURRENT INVENTORY

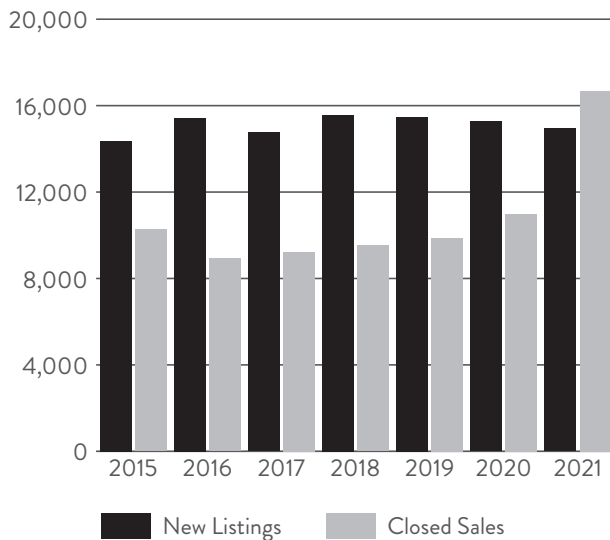
1,010  
↓72.38%



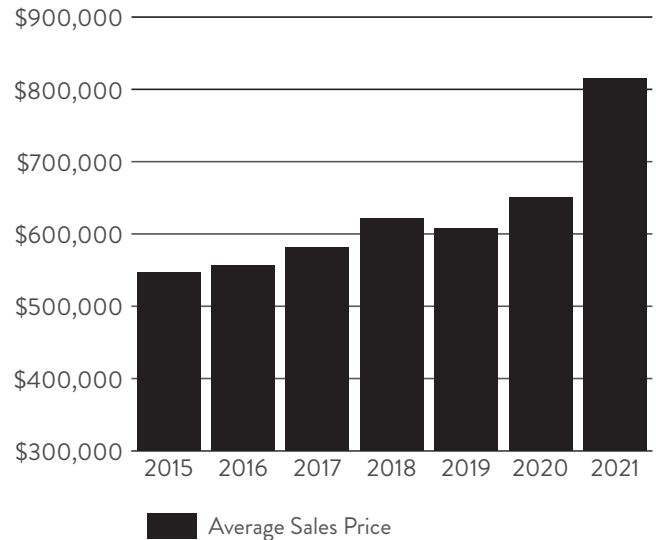
MONTHS OF SUPPLY

0.73  
↓81.82%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 16,672 properties sold, sales were up 51.92% over the preceding 12-month period when 10,974 properties were sold. New listings were down 2.10%, from 15,260 to 14,940. The average sales price was up 25.32%, from \$650,223 to \$814,828. As of September 30, 2021, inventory stood at 1,010 units while months of supply was .73 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	8	59	1.63	\$5,999,954
Audubon	3	63	0.57	\$1,338,885
Colliers Reserve	0	22	—	\$1,543,750
Crayton Road Area Non-Waterfront	18	214	1.01	\$2,832,961
Crayton Road Area Waterfront	8	18	5.33	\$5,740,419
Crossings	0	15	—	\$1,024,600
Grey Oaks	8	92	1.04	\$2,919,239
Kensington	1	20	0.60	\$993,475
Lely Resort	7	238	0.35	\$800,577
Mediterra	5	89	0.67	\$2,264,537
Monterey	2	38	0.63	\$956,021
Olde Cypress	0	57	—	\$991,636
Olde Naples	16	118	1.63	\$4,595,110
Pelican Bay	5	63	0.95	\$2,919,787
Pelican Bay - Bay Colony	2	29	0.83	\$5,667,069
Pelican Marsh	2	97	0.25	\$1,620,699
Pine Ridge	8	59	1.63	\$2,948,884
Port Royal	8	70	1.37	\$12,763,043
Quail Creek	3	36	1.00	\$1,651,639
Quail West	5	88	0.68	\$2,618,403
Royal Harbor	11	53	2.49	\$2,870,487
Tiburon	1	24	0.50	\$2,134,552
Vanderbilt Beach	5	52	1.15	\$2,509,681
Vineyards	8	93	1.03	\$841,314

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	5	199	0.30	\$582,554
Crayton Road Area Waterfront	30	479	0.75	\$1,695,163
The Dunes	2	69	0.35	\$1,244,664
Grey Oaks	1	21	0.57	\$1,051,948
Kensington	0	38	-	\$483,209
Lely Resort	18	287	0.75	\$337,172
Mediterra	1	37	0.32	\$625,257
Olde Naples	28	225	1.49	\$1,125,560
Pelican Bay	17	463	0.44	\$1,226,643
Pelican Bay - Bay Colony	2	42	0.57	\$3,491,857
Pelican Marsh	2	132	0.18	\$455,070
Pine Ridge	0	25	-	\$249,416
Tiburon	3	62	0.58	\$873,363
Vanderbilt Beach	13	208	0.75	\$1,216,905
Vineyards	4	184	0.26	\$434,322

# MARCO ISLAND

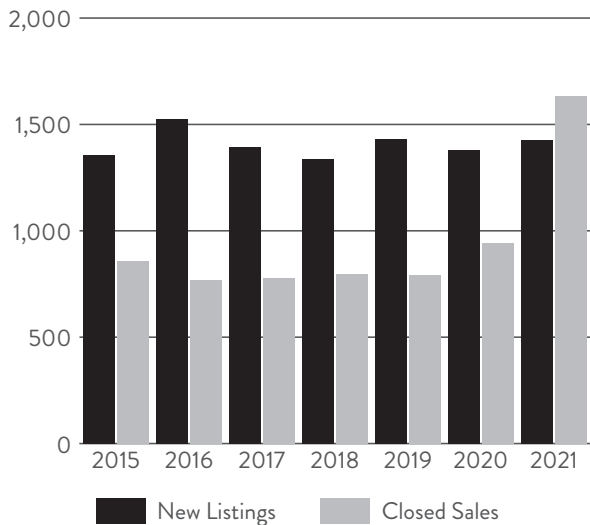
MARKET REPORT - SEPTEMBER 2021



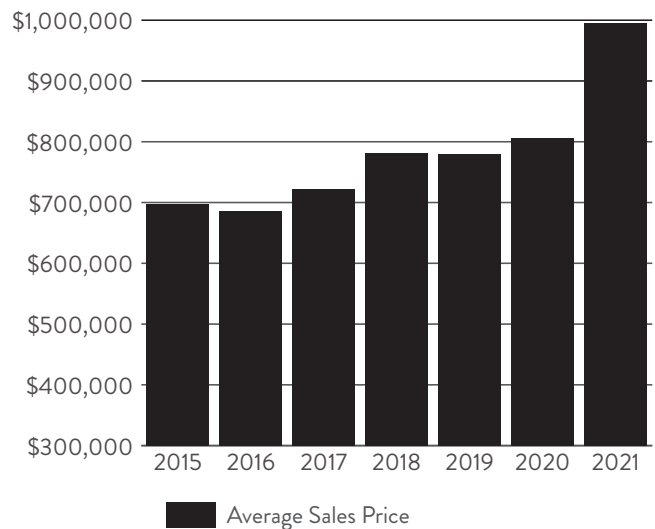
	2015	2016	2017	2018	2019	2020	2021
Listed	1,356	1,525	1,392	1,336	1,433	1,380	1,427
Sold	860	767	778	799	793	941	1,635
Avg. Sale \$	\$697,596	\$686,607	\$722,238	\$781,542	\$779,338	\$805,922	\$995,022

 NEW LISTINGS <b>1,427</b> ↑3.41%	 CLOSED SALES <b>1,635</b> ↑73.75%	 AVERAGE SALES PRICE <b>\$995,022</b> ↑23.46%	 CURRENT INVENTORY <b>178</b> ↓60.00%	 MONTHS OF SUPPLY <b>1.31</b> ↓76.98%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 1,635 properties sold, sales were up 73.75% over the preceding 12-month period when 941 properties were sold. New listings were up 3.41%, from 1,380 to 1,427. The average sales price was up 23.46%, from \$805,922 to \$995,022. As of September 30, 2021, inventory stood at 178 units while months of supply was 1.31 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	37	229	1.94	\$1,973,907
Golf Course	1	16	0.75	\$955,625
Gulf Front	2	3	8.00	\$5,433,333
Indirect Waterfront	35	254	1.65	\$1,330,867
Inland	17	178	1.15	\$765,834
Preserve	2	21	1.14	\$2,050,190

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	22	199	1.33	\$464,286
Golf Course	0	3	—	\$854,967
Gulf Front	36	407	1.06	\$970,805
Gulf View	4	53	0.91	\$829,940
Indirect Waterfront	1	48	0.25	\$471,412
Inland	19	205	1.11	\$294,545
Preserve	2	19	1.26	\$461,153

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	14	183	0.92	\$948,197
Isles Of Capri	6	36	2.00	\$1,103,583
Naples Reserve	6	149	0.48	\$785,079
Winding Cypress	4	68	0.71	\$660,326

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	10	200	0.60	\$407,123
Hammock Bay Golf and Country Club	4	75	0.64	\$551,292
Isles Of Capri	3	33	1.09	\$496,800

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Statistics include Marco Island and Key Marco.



# BONITA SPRINGS - ESTERO

MARKET REPORT - SEPTEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	4,193	4,659	4,767	4,643	4,572	4,614	4,161
Sold	3,225	2,850	2,976	3,025	3,107	3,281	4,880
Avg. Sale \$	\$396,382	\$402,146	\$414,978	\$395,847	\$414,690	\$422,471	\$524,865

NEW LISTINGS

4,161  
↓9.82%

CLOSED SALES

4,880  
↑48.74%

AVERAGE SALES PRICE

\$524,865  
↑24.24%

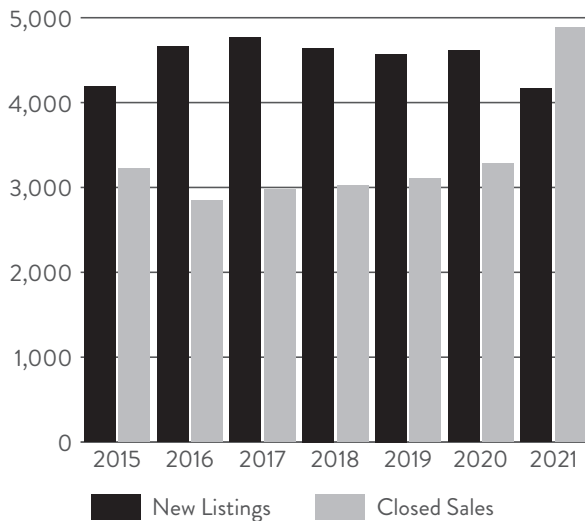
CURRENT INVENTORY

180  
↓81.63%

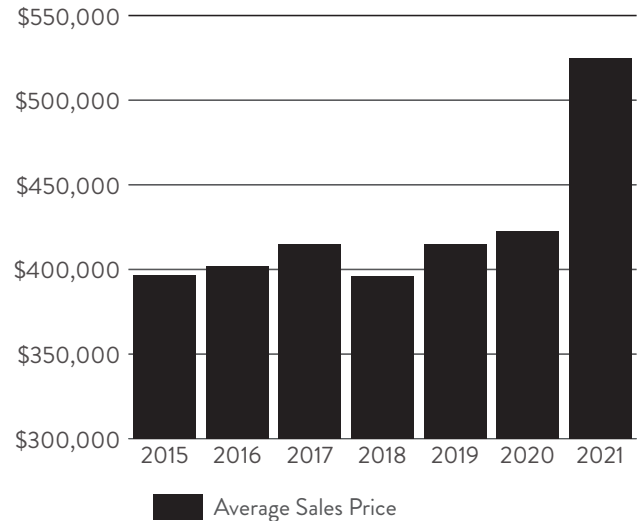
MONTHS OF SUPPLY

0.44  
↓87.65%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 4,880 properties sold, sales were up 48.74% from the preceding 12-month period when 3,281 properties were sold. New listings were down 9.92%, from 4,614 to 4,161. The average sales price was up 24.24%, from \$422,471 to \$524,865. As of September 30, 2021, inventory stood at 180 units while months of supply was .44 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	42	0.86	\$4,479,012
Bonita Bay	8	96	1.00	\$1,658,563
Brooks	2	109	0.22	\$878,766
Palmira Golf and Country Club	0	53	—	\$601,613
Pelican Landing	0	93	—	\$884,623
Pelican Landing - The Colony	0	23	—	\$1,612,391
Pelican Sound	1	12	1.00	\$772,250
West Bay Club	1	43	0.28	\$1,196,786

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	0	27	—	\$1,612,079
Bonita Bay	11	198	0.67	\$961,413
Brooks	1	157	0.08	\$303,638
Palmira Golf and Country Club	0	27	—	\$351,100
Pelican Landing	3	107	0.34	\$388,807
Pelican Landing - The Colony	4	127	0.38	\$1,007,491
Pelican Sound	0	35	—	\$314,111
West Bay Club	0	35	—	\$661,997

# FORT MYERS

MARKET REPORT - SEPTEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	10,623	10,875	10,606	11,580	11,133	8,457	7,279
Sold	6,005	5,290	5,294	5,662	5,754	5,925	8,095
Avg. Sale \$	\$245,702	\$259,281	\$265,663	\$274,267	\$274,137	\$299,715	\$361,487



NEW LISTINGS

7,279  
↓13.93%



CLOSED SALES

8,095  
↑36.62%



AVERAGE SALES PRICE

\$361,487  
↑20.61%



CURRENT INVENTORY

375  
↓74.08



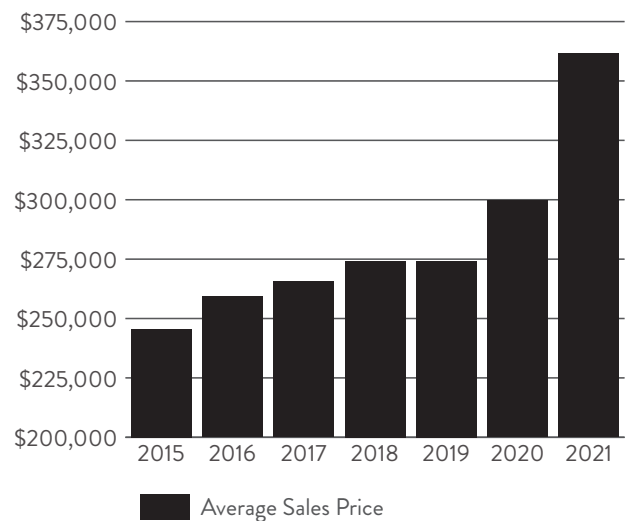
MONTHS OF SUPPLY

0.56  
↓81.03%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 8,095 properties sold, sales were up 36.62% from the preceding 12-month period when 5,925 properties were sold. New listings were down 13.93%, from 8,457 to 7,279. The average sales price was up 20.61%, from \$299,715 to \$361,487. As of September 30, 2021, inventory stood at 375 units while months of supply was .56 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	1	36	0.33	\$599,456
Colonial Country Club	2	45	0.53	\$373,760
Crown Colony	1	26	0.46	\$526,813
Fiddlesticks Country Club	2	48	0.50	\$657,894
The Forest	0	30	—	\$524,980
Gulf Harbour Yacht And Country Club	2	58	0.41	\$702,849
Miromar Lakes Beach And Golf Club	4	79	0.61	\$1,658,524
Parker Lakes	1	27	0.44	\$327,581
Paseo	0	31	—	\$491,129
The Plantation	4	173	0.28	\$487,034
Shadow Wood Preserve	0	27	—	\$953,944
Town And River	5	40	1.50	\$993,119

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	1	143	0.08	\$218,116
Crown Colony	0	16	—	\$286,594
Downtown Fort Myers	40	292	1.64	\$334,813
Fiddlesticks Country Club	0	24	—	\$130,888
Gulf Harbour Yacht And Country Club	7	122	0.69	\$566,534
Miromar Lakes Beach And Golf Club	4	107	0.45	\$689,093
Parker Lakes	1	52	0.23	\$210,613
Paseo	5	180	0.33	\$261,634
The Plantation	1	30	0.40	\$318,360
Shadow Wood Preserve	0	11	—	\$281,591
Town And River	0	6	—	\$214,467

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# FORT MYERS BEACH

MARKET REPORT - SEPTEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	640	664	655	733	690	676	609
Sold	462	370	417	423	394	457	643
Avg. Sale \$	\$464,344	\$511,057	\$547,788	\$505,908	\$541,619	\$574,044	\$664,810



NEW LISTINGS

609  
↓9.91%



CLOSED SALES

643  
↑40.70%



AVERAGE SALES PRICE

\$664,810  
↑15.81%



CURRENT INVENTORY

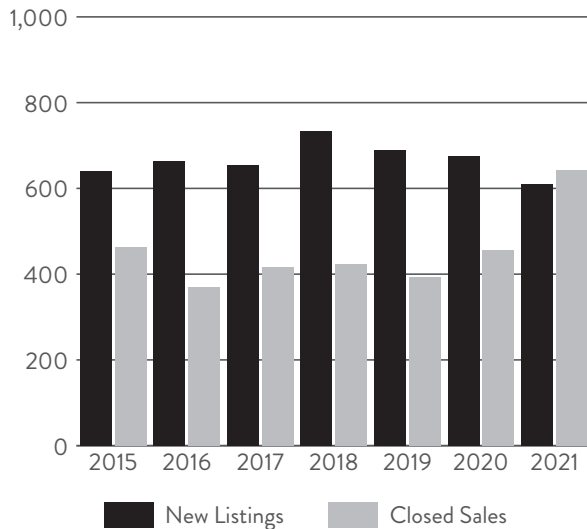
79  
↓59.69%



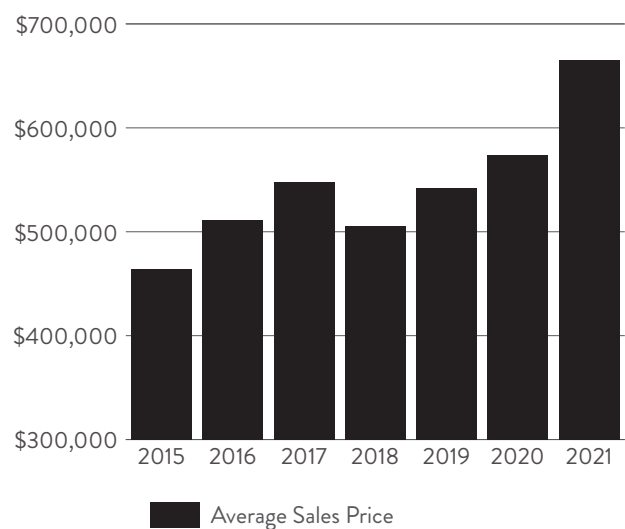
MONTHS OF SUPPLY

1.47  
↓71.35%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 643 properties sold, sales were up 40.70% from the preceding 12-month period when 457 properties were sold. New listings were down 9.91%, from 676 to 609. The average sales price was up 15.81%, from \$574,044 to \$664,810. As of September 30, 2021, inventory stood at 79 units while months of supply was 1.47 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	2	10	2.40	\$982,900
Laguna Shores	4	27	1.78	\$912,626
Mcphie Park	4	13	3.69	\$957,423






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	1	12	1.00	\$502,989
Ocean Harbor Condo	1	23	0.52	\$569,848
Sandarac Condo	0	10	-	\$542,582
Waterside At Bay Beach	5	42	1.43	\$668,114

# SANIBEL-CAPTIVA

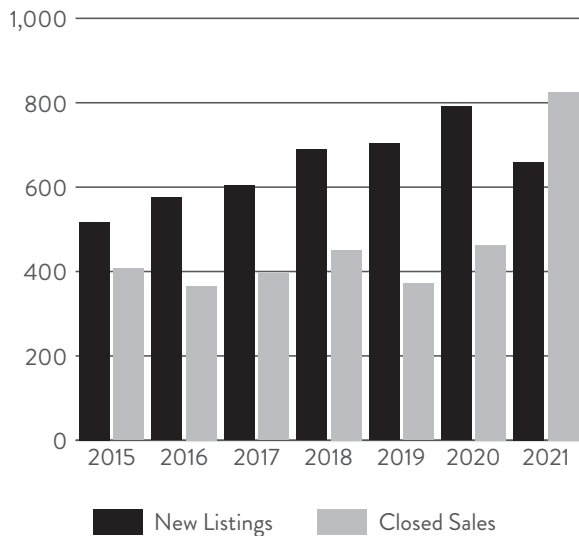
MARKET REPORT - SEPTEMBER 2021



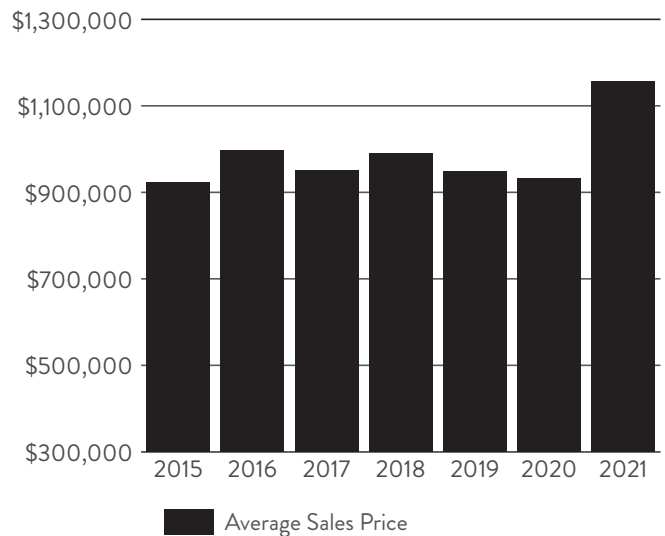
	2015	2016	2017	2018	2019	2020	2021
Listed	517	575	604	689	703	791	659
Sold	407	366	395	451	372	463	826
Avg. Sale \$	\$923,643	\$997,251	\$951,453	\$990,003	\$948,808	\$931,426	\$1,157,073

 NEW LISTINGS <b>659</b> ↓16.69%	 CLOSED SALES <b>826</b> ↑78.40%	 AVERAGE SALES PRICE <b>\$1,157,073</b> ↑24.23%	 CURRENT INVENTORY <b>75</b> ↓71.48%	 MONTHS OF SUPPLY <b>1.09</b> ↓84.02%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 826 properties sold, sales were up 78.40% over the preceding 12-month period when 463 properties were sold. New listings were down 16.69%, from 791 to 659. The average sales price was up 24.23%, from \$931,426 to \$1,157,073. As of September 30, 2021, inventory stood at 75 units while months of supply was 1.09 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	5	17	3.53	\$1,220,059
Captiva Island	21	96	2.63	\$2,058,159
Dunes At Sanibel Island	5	31	1.94	\$812,687
Other Sanibel Island Single-Family	22	317	0.83	\$1,299,819

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	2	55	0.44	\$797,616
Sundial Of Sanibel Condos	16	277	0.69	\$838,665
Other Sanibel Island Condos	4	33	1.45	\$727,359








# CAPE CORAL

MARKET REPORT - SEPTEMBER 2021



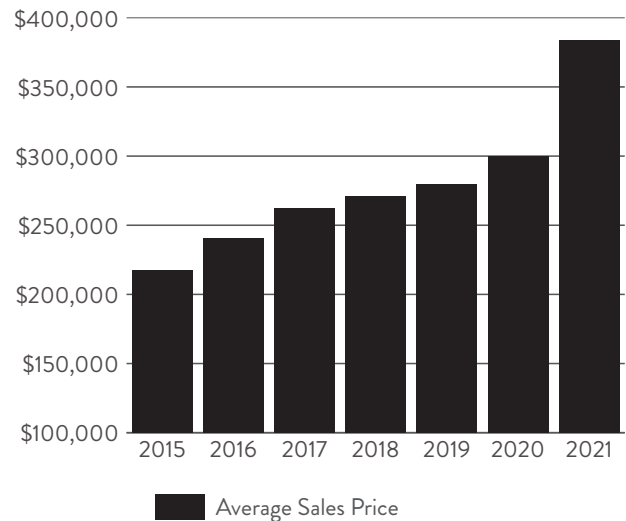
	2015	2016	2017	2018	2019	2020	2021
Listed	8,138	8,260	7,921	8,860	8,623	8,128	8,416
Sold	5,870	5,535	5,572	5,954	5,903	6,347	8,130
Avg. Sale \$	\$217,542	\$240,989	\$262,448	\$271,289	\$279,584	\$299,990	\$383,994

 NEW LISTINGS <b>8,416</b> ↑3.54%	 CLOSED SALES <b>8,130</b> ↑28.09%	 AVERAGE SALES PRICE <b>\$383,994</b> ↑28.00%	 CURRENT INVENTORY <b>597</b> ↓36.49%	 MONTHS OF SUPPLY <b>0.88</b> ↓50.42%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 8,130 properties sold, sales were up 28.09% over the preceding 12-month period when 6,347 properties were sold. New listings were up 3.54%, from 8,128 to 8,416. The average sales price was up 28.00%, from \$299,990 to \$383,994. As of September 30, 2021, inventory stood at 597 units while months of supply was .88 months.



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

12-Month Sold Comparison Report for Select Communities

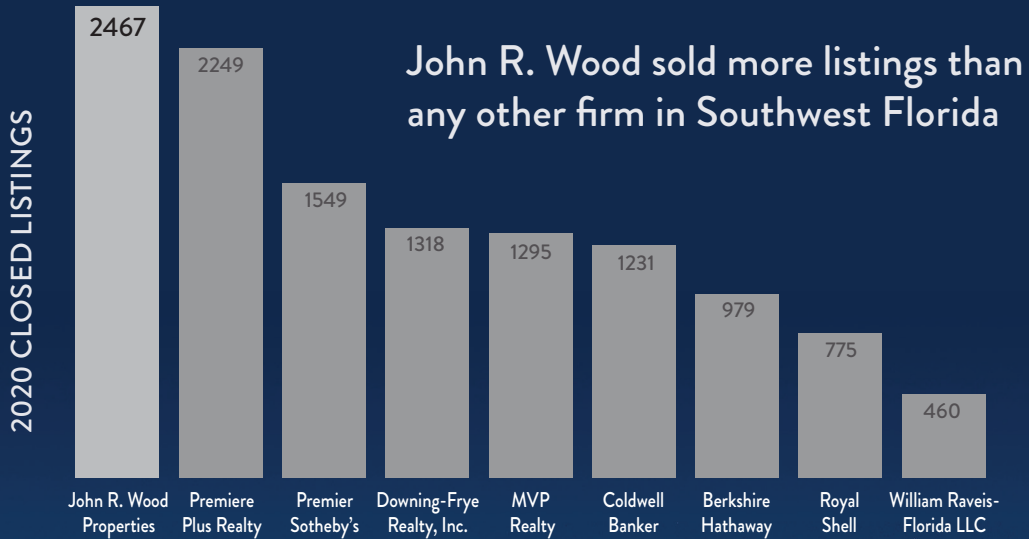
Monthly Snapshot as of September 30, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	3	31	1.16	\$1,188,505
Cape Royal	7	31	2.71	\$659,495
Tarpon Point Marina	0	2	-	\$1,600,000
Yacht Club	4	34	1.41	\$637,250

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	6	61	1.18	\$476,082
Tarpon Point Marina	2	54	0.44	\$688,169



# JOHN R. WOOD PROPERTIES THE #1 CHOICE FOR SELLING YOUR HOME



When it comes to selling your home, choose John R. Wood Properties.  
The #1 brokerage in Southwest Florida.

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