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MONTHLY MARKET REPORT FOR MARCH 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 March 31, 2019 a total of 12,361 sales were reported, up 3.7% from the same period the prior year when there were 11,918 sales.
- Closed sales priced above \$2 million were flat with the prior 12 month period at 495 sales.

### New Listings/Inventory

- Available inventory as of April 1, 2019 consisted of 8,926 units compared to 7,957 as of the same date last year, up 11.8%.
- Months of supply was up 6.5% as of April 1, 2019 at 8.67 months compared to 8.01 months of supply posted on the same date last year.
- New listings added over the 12-month period ending March 31, 2019 were up 10.2% to 19,920 compared with 18,074 listings added during the preceding 12-month period.

### Average and Median Sales Price

- Average and median prices for closed sales for the 12 month period ending March 31, 2019 were static with the preceding 12 months, at \$560,331 and \$329,060, respectively.
- The average price for sales above \$2 million over the past 12 months was up 8.6% at \$3,964,424 compared to \$3,650,484 for the preceding 12 month period.

## MARCO ISLAND

### Closed Sales

- During the 12 months ending March 31, 2019, 833 closings were posted for the Marco Island area, up 2% over the preceding 12 months when 817 sales were reported.

### New Listings/Inventory

- Available inventory as of April 1, 2019 for the Marco Island market totaled 797 units, up 13.7% compared to 701 units as of the same date the prior year. Months of supply, at 11.48 months, was up 11.5% compared to 10.3 months the prior year.
- During the 12 months ending March 31, 2019, 1,409 listings were added to the Marco Island market, a 9.1% increase over the preceding 12 month period when 1,291 listings were added.

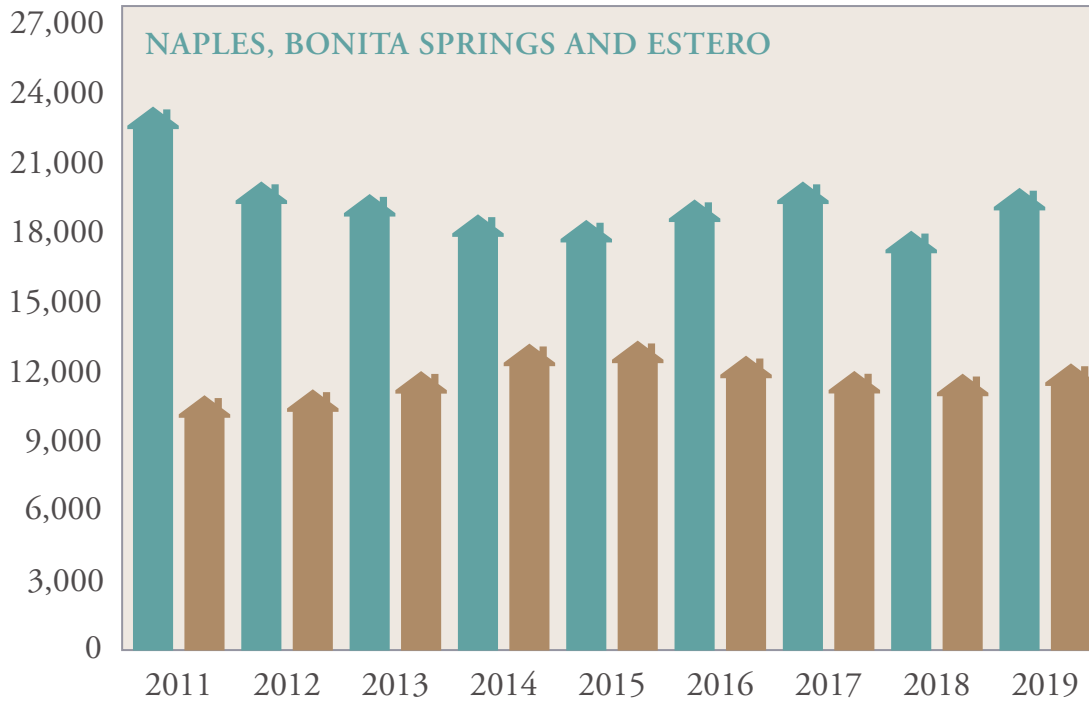
### Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$819,707, a 13.3% increase compared to the preceding 12 months when an average of \$723,331 was posted. When comparing the same two periods, median pricing was up 6.5% from \$563,149 to \$599,474.



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## NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

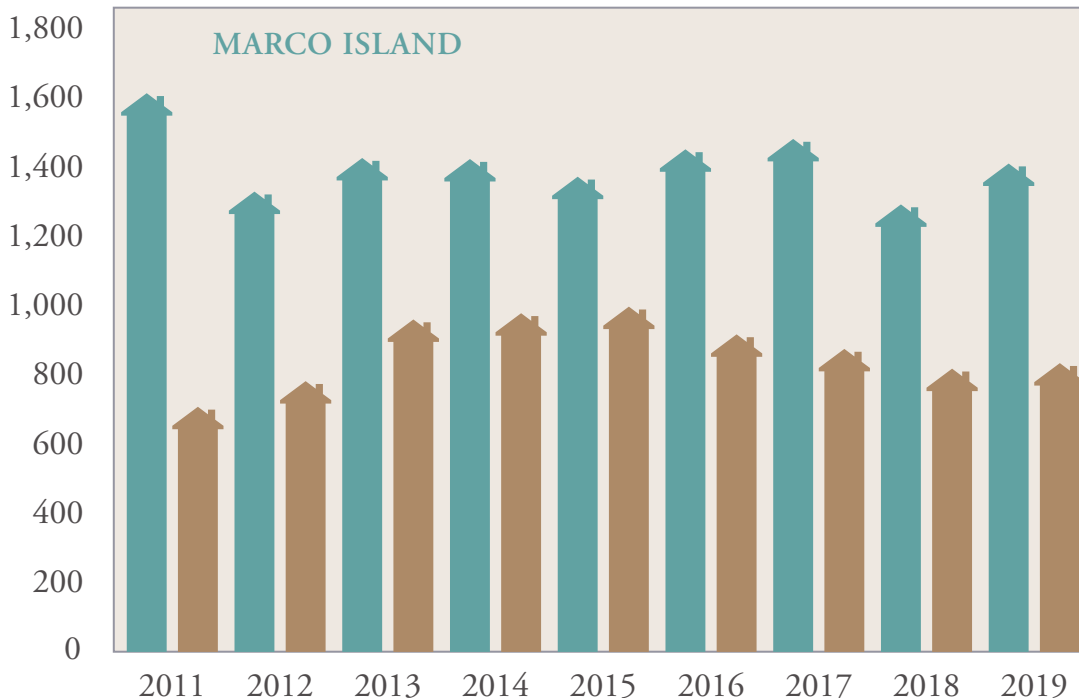


### NEW LISTINGS

2011	23,421
2012	20,195
2013	19,655
2014	18,781
2015	18,540
2016	19,419
2017	20,194
2018	18,074
2019	19,920

### CLOSED UNITS

2011	10,990
2012	11,245
2013	12,030
2014	13,212
2015	13,342
2016	12,693
2017	12,036
2018	11,918
2019	12,361



### NEW LISTINGS

2011	1,612
2012	1,328
2013	1,425
2014	1,422
2015	1,371
2016	1,450
2017	1,480
2018	1,291
2019	1,409

### CLOSED UNITS

2011	707
2012	781
2013	959
2014	977
2015	996
2016	916
2017	874
2018	817
2019	833

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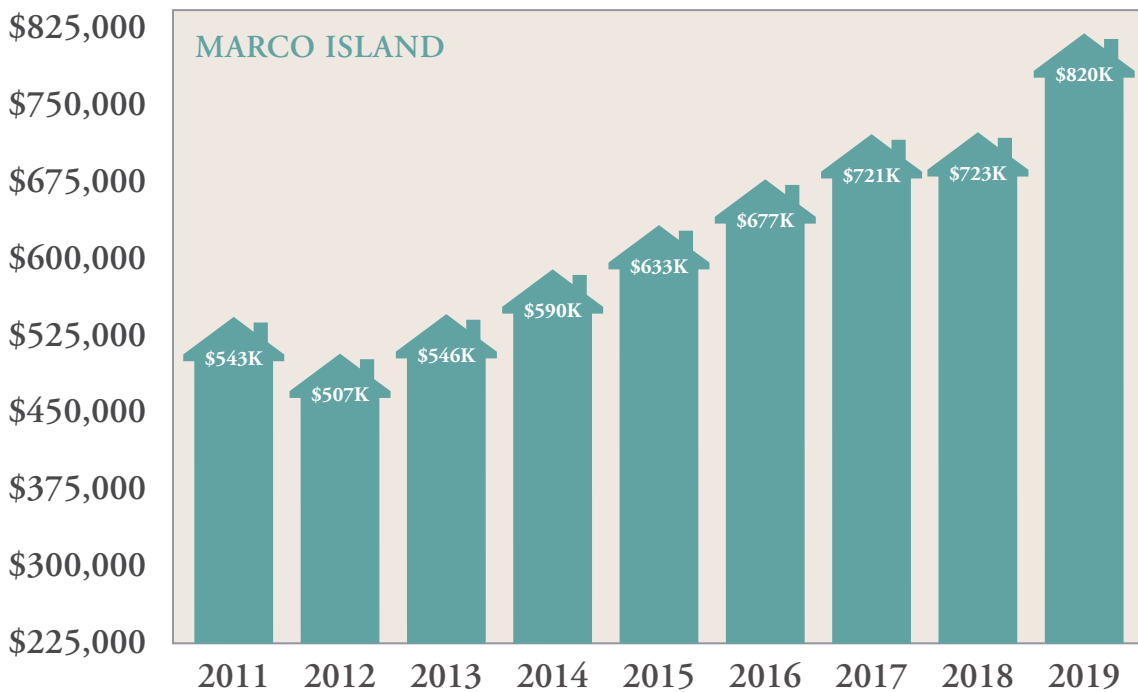
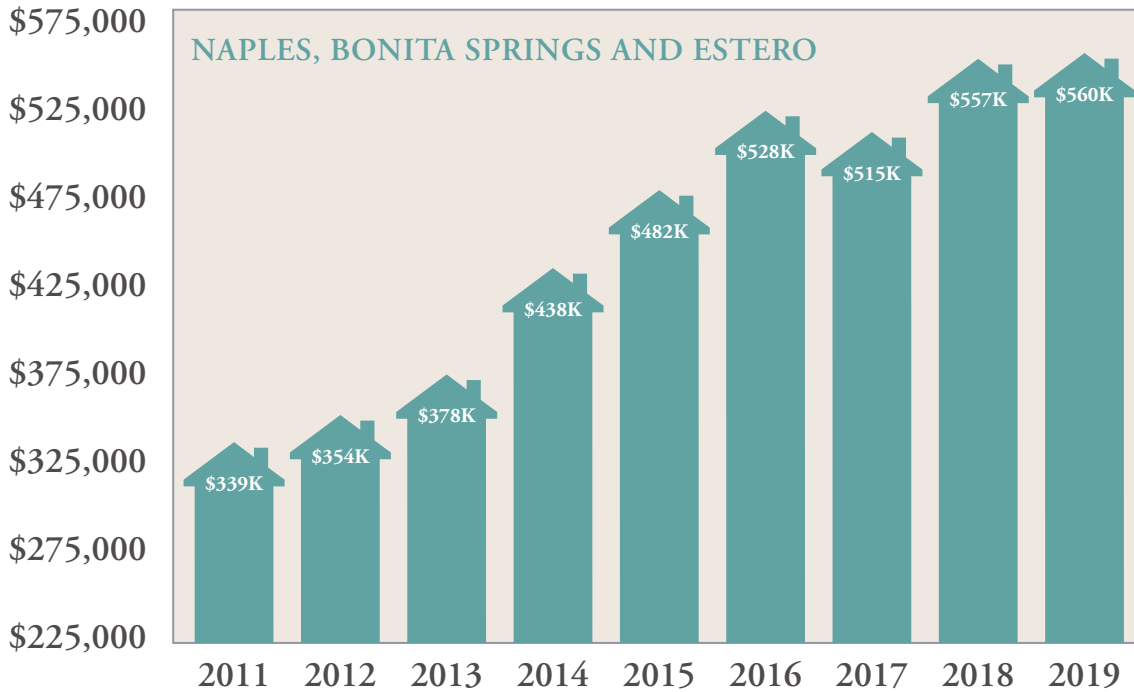
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## AVERAGE SALES PRICE 12-Month Comparisons



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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 April 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	26	26	12.00	\$4,657,299
Audubon Country Club	33	25	15.84	\$988,232
Barefoot Beach	24	18	16.00	\$4,790,389
Bonita Bay	38	81	5.63	\$1,091,286
Brooks	67	97	8.29	\$759,755
Collier's Reserve	19	19	12.00	\$1,210,684
Crossings	6	19	3.79	\$752,829
Grey Oaks	53	44	14.45	\$2,157,483
Kensington	11	15	8.80	\$1,002,250
Lely Resort	105	104	12.12	\$650,936
Mediterra	63	42	18.00	\$2,316,664
Monterey	13	31	5.03	\$819,600
Olde Cypress	24	35	8.23	\$793,783
Olde Naples	82	70	14.06	\$4,048,171
Palmira Golf and Country Club	33	31	12.77	\$566,013
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	106	99	12.85	\$2,146,140
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	23	19	14.53	\$3,907,675
Pelican Bay	41	45	10.93	\$2,372,782
Pelican Bay (Bay Colony)	14	3	56.00	\$3,066,667
Pelican Landing	37	51	8.71	\$785,126
Pelican Landing (The Colony)	14	5	33.60	\$1,331,000
Pelican Marsh	41	40	12.30	\$1,244,585
Pelican Sound	1	9	1.33	\$594,167
Pine Ridge	32	34	11.29	\$1,770,196
Port Royal	57	39	17.54	\$9,692,913
Quail Creek	20	23	10.43	\$1,129,133
Quail West	75	67	13.43	\$1,947,981
Royal Harbor	36	25	17.28	\$2,091,400
Tiburon	9	2	54.00	\$2,630,000
Vanderbilt Beach	34	23	17.74	\$1,992,326
Vineyards	47	72	7.83	\$626,497
West Bay Club	18	21	10.29	\$1,250,476

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

## CONDOMINIUMS

Monthly Snapshot as of April 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6	15	4.80	\$1,414,100
Bonita Bay	92	118	9.36	\$632,921
Brooks	89	115	9.29	\$265,045
Dunes	32	31	12.39	\$1,177,941
Grey Oaks	5	12	5.00	\$1,089,375
Kensington	12	31	4.65	\$436,953
Lely Resort	180	154	14.03	\$303,281
Mediterra	12	18	8.00	\$570,778
Olde Cypress	1	5	2.40	\$442,500
Olde Naples	116	97	14.35	\$943,271
Palmira Golf and Country Club	20	20	12.00	\$326,288
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	55	119	5.55	\$392,343
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	237	259	10.98	\$1,318,536
Pelican Bay	176	235	8.99	\$918,376
Pelcian Bay (Bay Colony)	26	33	9.45	\$3,093,242
Pelican Landing	50	61	9.84	\$328,781
Pelican Landing (The Colony)	74	41	21.66	\$805,259
Pelican Marsh	64	83	9.25	\$388,103
Pelican Sound	18	64	3.38	\$314,537
Pine Ridge	17	22	9.27	\$251,302
Tiburon	19	35	6.51	\$866,914
Vanderbilt Beach	106	88	14.45	\$899,842
Vineyards	116	126	11.05	\$377,441
West Bay Club	5	25	2.40	\$608,060

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# Island Snapshot Report

Marco Island

## 12-Month Sold Comparison Report

### SINGLE FAMILY HOMES

Monthly Snapshot as of April 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	141	113	14.97	\$1,496,425
Indirect Waterfront	119	137	10.42	\$910,308
Golf Course	15	16	11.25	\$728,813
Beachfront	2	4	6.00	\$6,218,750
Inland	63	85	8.89	\$544,727
Preserve	12	11	13.09	\$1,226,818

### CONDOMINIUMS

Monthly Snapshot as of April 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	84	108	9.33	\$398,240
Indirect Waterfront	34	22	18.55	\$392,605
Golf Course	3	4	9.00	\$762,500
Beachfront	196	186	12.65	\$956,450
Gulf View	26	28	11.14	\$629,282
Inland	93	112	9.96	\$232,465
Preserve	9	7	15.43	\$346,036

#### 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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