



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR MAY 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 May 31, 2019 a total of 12,622 sales were reported, up 4.7% from the same period the prior year when there were 12,050 sales.
- With 494 sales reported, closed sales priced above \$2 million were static with the preceding 12-month period.

New Listings/Inventory

- Available inventory as of June 1, 2019 consisted of 7,698 units compared to 6,885 as of the same date last year, up 11.8%.
- Months of supply as of June 1, 2019 reflected 7.32 months, up 6.7% compared to the same date last year when 6.86 months was posted.
- New listings added over the 12-month period ending May 31, 2019 were up 16.4% to 20,286 compared with 17,421 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 May 31, 2019 were static with the preceding 12 months, at \$558,670 and \$329,666, respectively.
- The average price for sales above \$2 million over the past 12 months was up 7.7% to \$3,977,929 compared to \$3,692,600 for the preceding 12-month period.

MARCO ISLAND

Closed Sales

- During the 12 months ending May 31, 2019, 844 closings were posted for the Marco Island area, up 3.3% over the preceding 12 months when 817 sales were reported.

New Listings/Inventory

- Available inventory as of June 1, 2019 for the Marco Island market totaled 716 units, up 10.5% compared to 648 units as of the same date the prior year. Months of supply, at 10.18 months, was up 7% compared to 9.52 months posted a year ago.
- During the 12 months ending May 31, 2019, 1,375 listings were added to the Marco Island market, a 5.8% increase over the preceding 12-month period when 1,300 listings were added.

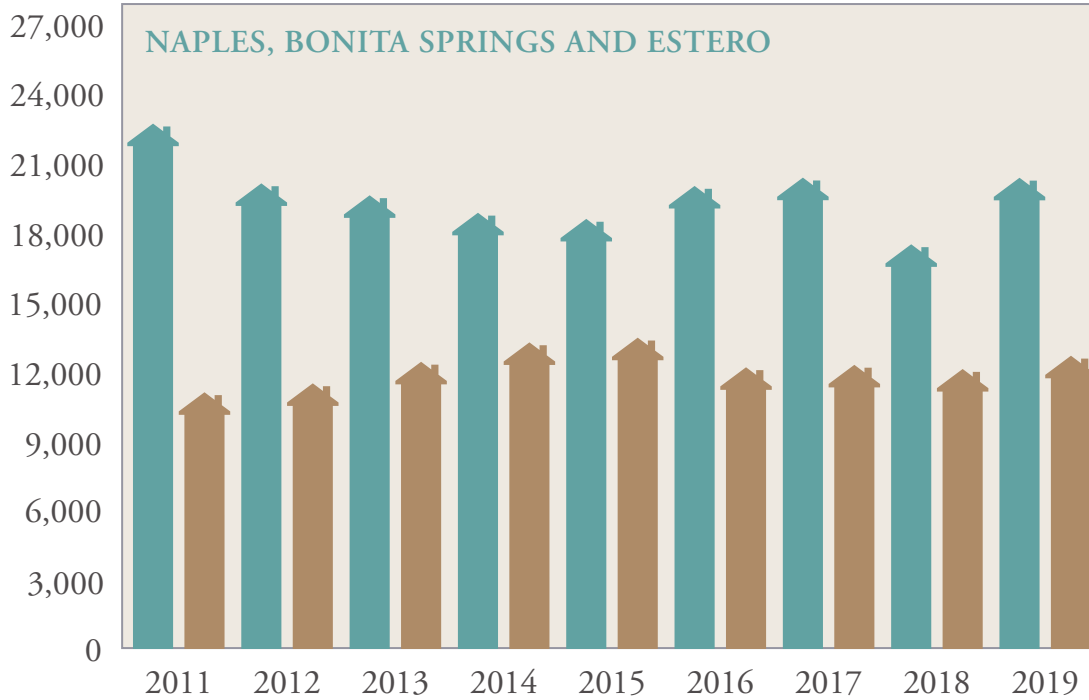
Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$803,790, a 9.6% increase compared to the preceding 12 months when an average of \$733,718 was posted. When comparing the same two periods, median pricing was up 7.8% from \$558,867 to \$602,635.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

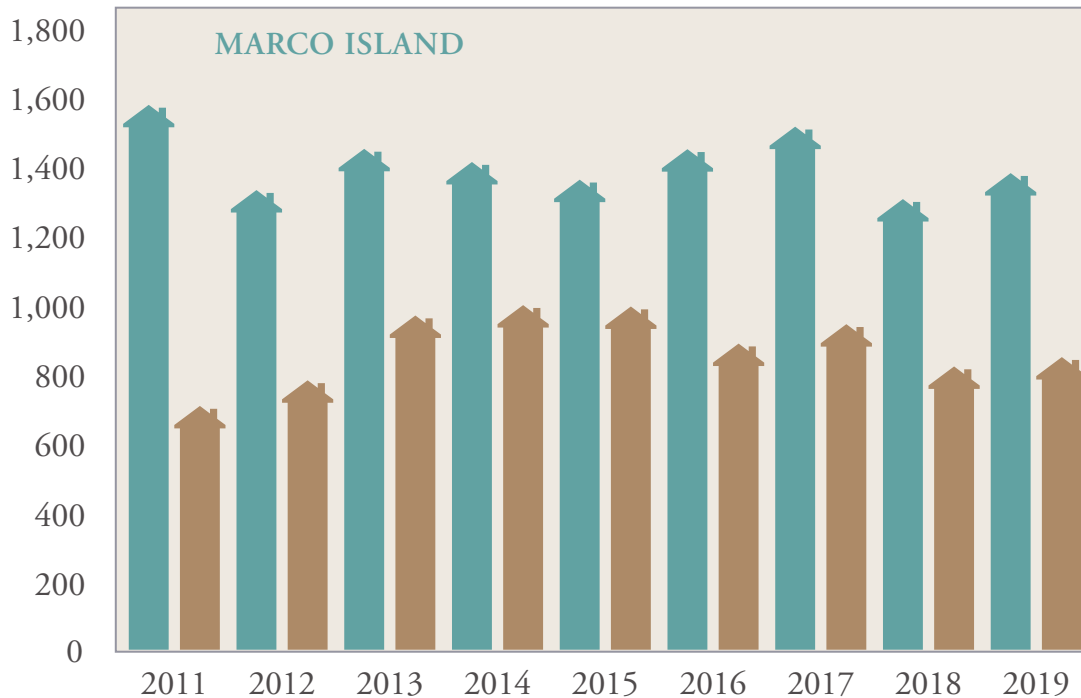


NEW LISTINGS

2011	22,618
2012	20,045
2013	19,531
2014	18,779
2015	18,515
2016	19,934
2017	20,292
2018	17,421
2019	20,286

CLOSED UNITS

2011	11,049
2012	11,433
2013	12,361
2014	13,197
2015	13,400
2016	12,125
2017	12,230
2018	12,050
2019	12,622



NEW LISTINGS

2011	1,572
2012	1,326
2013	1,445
2014	1,407
2015	1,356
2016	1,444
2017	1,509
2018	1,300
2019	1,375

CLOSED UNITS

2011	703
2012	777
2013	964
2014	994
2015	990
2016	883
2017	939
2018	817
2019	844

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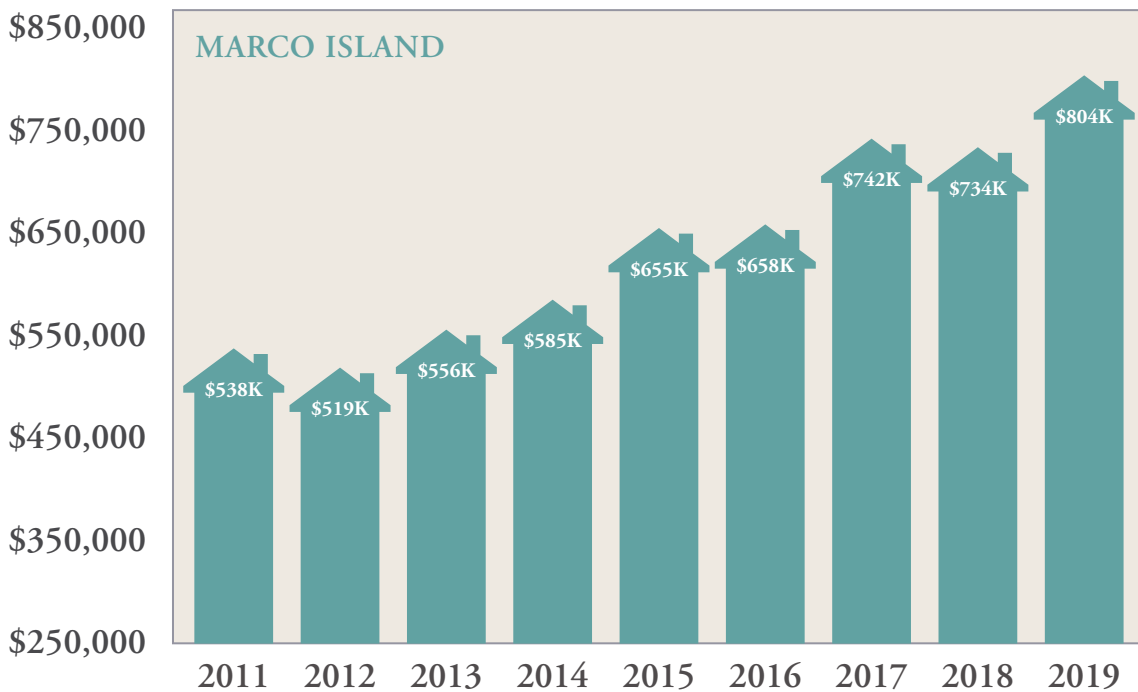
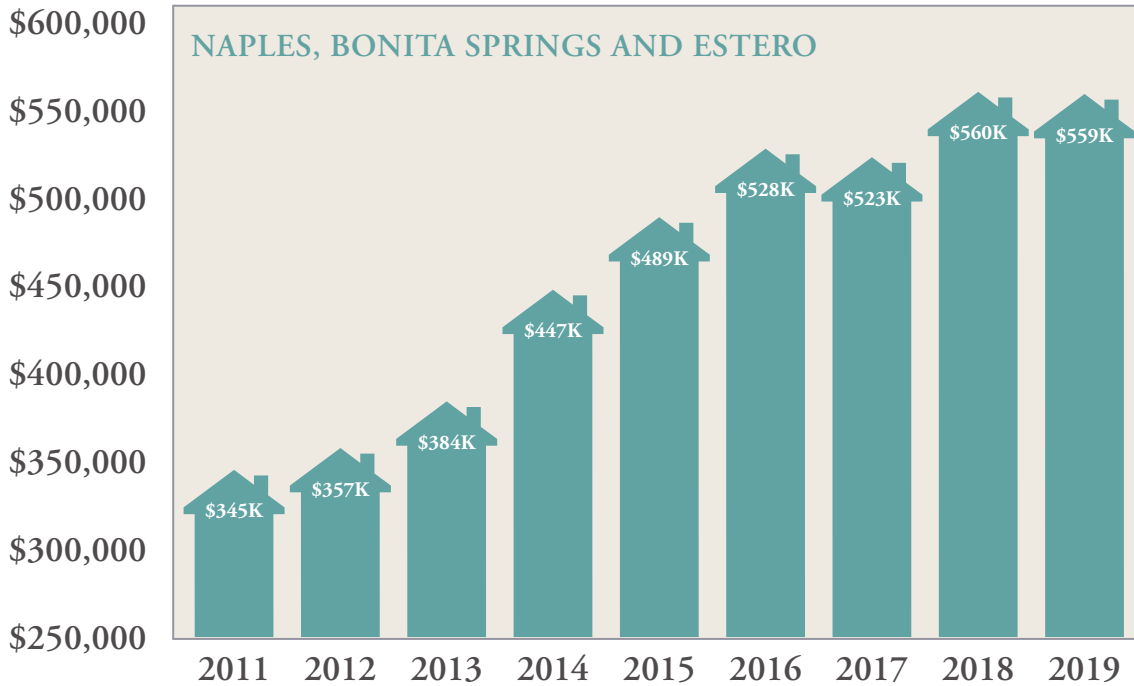
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The Marco Island statistics include only those sales and current listings on Marco Island and Key Marco.



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AVERAGE SALES PRICE 12-Month Comparisons



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Neighborhood Snapshot Report[©]

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

SINGLE FAMILY HOMES

Monthly Snapshot as of June 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	22	23	11.48	\$4,835,425
Audubon Country Club	33	23	17.22	\$1,016,848
Barefoot Beach	18	19	11.37	\$5,071,158
Bonita Bay	25	71	4.23	\$1,005,114
Brooks	49	94	6.26	\$735,785
Collier's Reserve	15	13	13.85	\$1,195,615
Crossings	4	18	2.67	\$719,708
Grey Oaks	57	38	18.00	\$2,244,467
Kensington	11	15	8.80	\$967,883
Lely Resort	72	96	9.00	\$626,745
Mediterra	60	45	16.00	\$2,240,175
Monterey	18	25	8.64	\$801,844
Olde Cypress	27	30	10.80	\$839,183
Olde Naples	72	73	11.84	\$4,076,965
Palmira Golf and Country Club	25	34	8.82	\$602,321
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	93	105	10.63	\$2,047,216
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	5	19	3.16	\$3,671,316
Pelican Bay	26	44	7.09	\$1,949,913
Pelican Bay (Bay Colony)	10	3	40.00	\$3,066,667
Pelican Landing	27	59	5.49	\$789,324
Pelican Landing (The Colony)	10	6	20.00	\$1,905,000
Pelican Marsh	35	31	13.55	\$1,002,868
Pelican Sound	0	9	0.00	\$613,056
Pine Ridge	33	33	12.00	\$1,752,777
Port Royal	50	37	16.22	\$9,449,321
Quail Creek	14	28	6.00	\$1,167,681
Quail West	58	62	11.23	\$1,890,204
Royal Harbor	27	25	12.96	\$2,115,600
Tiburón	6	5	14.40	\$1,826,800
Vanderbilt Beach	33	26	15.23	\$1,884,404
Vineyards	33	69	5.74	\$659,692
West Bay Club	15	22	8.18	\$1,226,545

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Neighborhood Snapshot Report[©]

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

CONDOMINIUMS

Monthly Snapshot as of June 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	1	5	2.40	\$685,900
Barefoot Beach	6	18	4.00	\$1,555,694
Bonita Bay	62	117	6.36	\$642,023
Brooks	57	122	5.61	\$261,381
Dunes	29	33	10.55	\$1,204,271
Grey Oaks	6	15	4.80	\$1,051,500
Kensington	11	26	5.08	\$430,208
Lely Resort	113	156	8.69	\$307,927
Mediterra	14	15	11.20	\$565,133
Olde Cypress	4	4	12.00	\$444,375
Olde Naples	78	98	9.55	\$925,241
Palmira Golf and Country Club	14	19	8.84	\$311,155
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	39	93	5.03	\$396,528
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	173	258	8.05	\$1,317,947
Pelican Bay	154	226	8.18	\$934,448
Pelican Bay (Bay Colony)	25	30	10.00	\$3,587,233
Pelican Landing	28	78	4.31	\$323,206
Pelican Landing (The Colony)	50	48	12.50	\$801,479
Pelican Marsh	56	81	8.30	\$388,670
Pelican Sound	6	67	1.07	\$310,874
Pine Ridge	13	20	7.80	\$236,881
Tiburon	16	35	5.49	\$901,929
Vanderbilt Beach	100	92	13.04	\$864,887
Vineyards	75	124	7.26	\$378,321
West Bay Club	9	20	5.40	\$618,300

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of June 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	122	108	13.56	\$1,380,171
Indirect Waterfront	94	149	7.57	\$925,743
Golf Course	7	16	5.25	\$701,906
Beachfront	2	2	12.00	\$5,662,500
Inland	55	95	6.95	\$564,675
Preserve	10	11	10.91	\$1,274,273

CONDOMINIUMS

Monthly Snapshot as of June 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	88	104	9.58	\$416,629
Indirect Waterfront	31	20	18.60	\$399,865
Golf Course	3	4	9.00	\$762,500
Beachfront	174	190	10.99	\$951,146
Gulf View	25	20	15.00	\$655,925
Inland	76	116	7.86	\$244,990
Preserve	6	7	10.29	\$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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