

MONTHLY MARKET REPORT - DECEMBER 2021





MONTHLY MARKET REPORT

DECEMBER 2021

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SOUTHWEST FLORIDA

MARKET REPORT - DECEMBER 2021



Data Represented on 12-Month Rolling Basis.

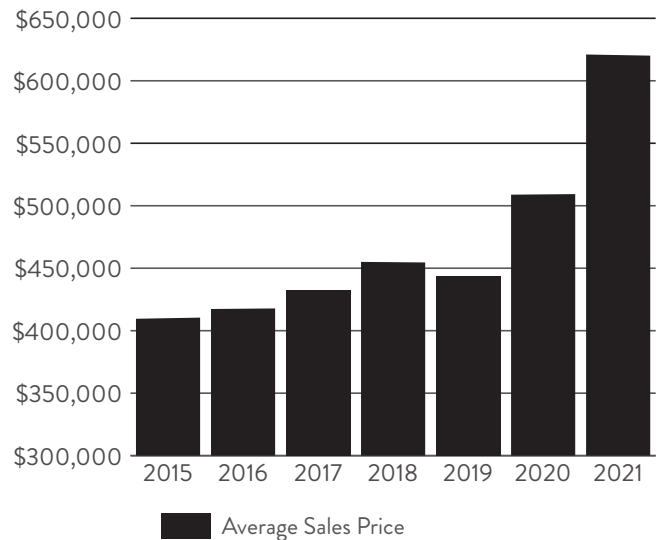
	2015	2016	2017	2018	2019	2020	2021
Listed	40,008	42,306	40,767	43,865	42,014	37,855	36,282
Sold	26,705	23,846	24,534	25,957	27,106	31,834	39,179
Avg. Sale \$	\$408,668	\$413,142	\$430,460	\$453,342	\$445,082	\$518,791	\$641,354

 NEW LISTINGS 36,282 ↓4.16%	 CLOSED SALES 39,179 ↑23.07%	 AVERAGE SALES PRICE \$641,354 ↑23.62%	 CURRENT INVENTORY 2,108 ↓66.90%	 MONTHS OF SUPPLY 0.65 ↓73.10%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 39,179 properties sold, sales were up 23.07% over the preceding 12-month period when 31,834 properties were sold. New listings were down 4.16%, from 37,855 to 36,282. The average sales price was up 23.62%, from \$518,791 to \$641,354. As of December 31, 2021, inventory stood at 2,108 units while months of supply was .65 months.

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NAPLES

MARKET REPORT - DECEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	14,460	15,663	14,635	15,825	15,195	15,141	14,186
Sold	10,069	8,775	9,180	9,684	10,207	12,430	15,959
Avg. Sale \$	\$559,542	\$554,867	\$583,231	\$625,037	\$606,011	\$708,251	\$835,839



NEW LISTINGS

14,186
↓6.31%



CLOSED SALES

15,959
↑28.39%



AVERAGE SALES PRICE

\$835,839
↑18.01%



CURRENT INVENTORY

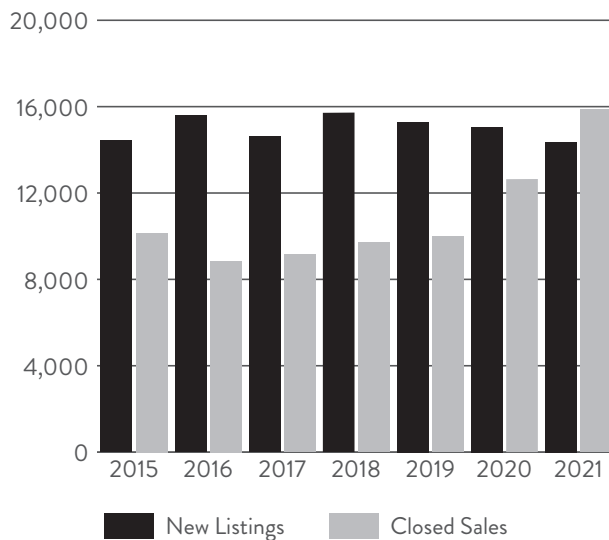
883
↓70.09%



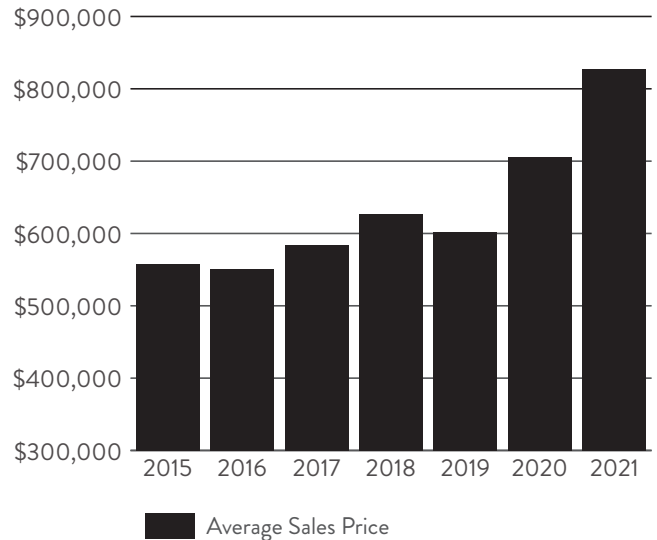
MONTHS OF SUPPLY

0.66
↓76.70%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 15,959 properties sold, sales were up 28.39% over the preceding 12-month period when 12,430 properties were sold. New listings were down 6.31%, from 15,141 to 14,186. The average sales price was up 18.01%, from \$708,251 to \$835,839. As of December 31, 2021, inventory stood at 883 units while months of supply was .66 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	6	49	1.47	\$6,245,312
Audubon	3	50	0.72	\$1,436,395
Colliers Reserve	0	15	—	\$1,560,833
Crayton Road Area Non-Waterfront	18	182	1.19	\$3,016,685
Crayton Road Area Waterfront	10	15	8.00	\$6,130,400
Crossings	0	15	—	\$1,175,267
Grey Oaks	5	68	0.88	\$3,150,471
Kensington	0	23	—	\$1,011,674
Lely Resort	7	203	0.41	\$859,549
Mediterra	3	73	0.49	\$2,386,360
Monterey	0	36	—	\$1,025,983
Olde Cypress	2	48	0.50	\$1,026,047
Olde Naples	15	104	1.73	\$4,576,192
Pelican Bay	4	65	0.74	\$3,167,995
Pelican Bay - Bay Colony	2	21	1.14	\$5,900,714
Pelican Marsh	2	86	0.28	\$1,752,399
Pine Ridge	8	44	2.18	\$3,267,920
Port Royal	7	61	1.38	\$14,572,426
Quail Creek	1	31	0.39	\$1,692,581
Quail West	3	82	0.44	\$2,910,619
Royal Harbor	7	49	1.71	\$3,216,141
Tiburon	0	16	—	\$2,576,016
Vanderbilt Beach	6	46	1.57	\$2,915,477
Vineyards	4	80	0.60	\$898,649

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	7	179	0.47	\$613,203
Crayton Road Area Waterfront	25	446	0.67	\$1,785,546
The Dunes	3	60	0.60	\$1,282,215
Grey Oaks	0	17	—	\$1,095,588
Kensington	1	32	0.38	\$503,892
Lely Resort	11	290	0.46	\$362,581
Mediterra	1	32	0.38	\$696,984
Olde Naples	20	222	1.08	\$1,178,362
Pelican Bay	13	448	0.35	\$1,268,358
Pelican Bay - Bay Colony	1	42	0.29	\$3,707,214
Pelican Marsh	1	117	0.10	\$496,723
Pine Ridge	0	26	—	\$281,881
Tiburon	0	60	—	\$937,188
Vanderbilt Beach	10	204	0.59	\$1,244,851
Vineyards	2	171	0.14	\$458,043

MARCO ISLAND

MARKET REPORT - DECEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	1,404	1,512	1,304	1,426	1,417	1,347	1,319
Sold	862	757	771	798	822	1,152	1,495
Avg. Sale \$	\$689,732	\$718,823	\$737,471	\$784,999	\$752,351	\$837,024	\$1,057,530



NEW LISTINGS

1,319
↓2.08%



CLOSED SALES

1,495
↑29.77%



AVERAGE SALES PRICE

\$1,057,530
↑26.34%



CURRENT INVENTORY

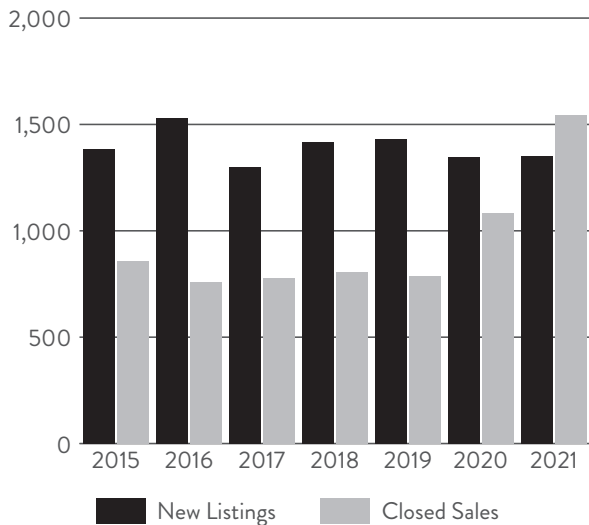
138
↓61.56%



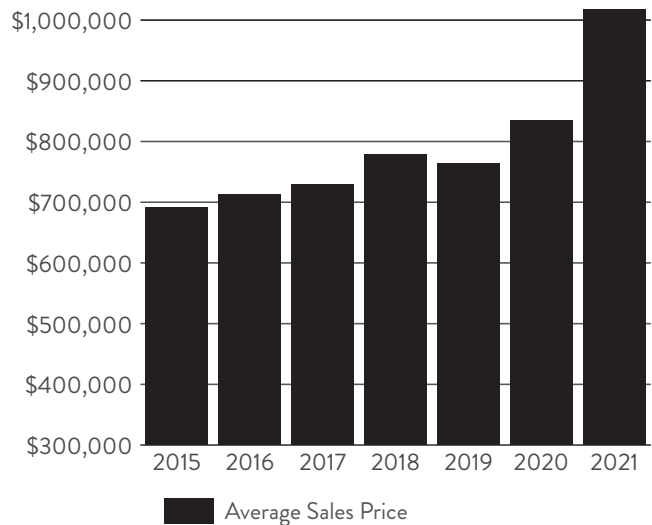
MONTHS OF SUPPLY

1.11
↓70.38%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,495 properties sold, sales were up 29.77% over the preceding 12-month period when 1,152 properties were sold. New listings were down 2.08%, from 1,347 to 1,319. The average sales price was up 26.34%, from \$837,024 to \$1,057,530. As of December 31, 2021, inventory stood at 138 units while months of supply was 1.11 months.



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	29	214	1.63	\$2,116,707
Golf Course	0	14	—	\$1,027,136
Gulf Front	3	3	12.00	\$5,433,333
Indirect Waterfront	22	228	1.16	\$1,422,319
Inland	15	165	1.09	\$812,286
Preserve	5	19	3.16	\$2,116,789

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	12	187	0.77	\$502,748
Golf Course	1	3	4.00	\$854,967
Gulf Front	30	359	1.00	\$1,015,738
Gulf View	0	51	—	\$922,831
Indirect Waterfront	2	42	0.57	\$497,460
Inland	16	190	1.01	\$315,483
Preserve	3	20	1.80	\$484,470

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	5	158	0.38	\$1,023,622
Isles Of Capri	3	43	0.84	\$1,099,163
Naples Reserve	4	127	0.38	\$865,774
Winding Cypress	2	66	0.36	\$678,450

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	11	185	0.71	\$451,6433
Hammock Bay Golf and Country Club	3	75	0.48	\$598,838
Isles Of Capri	1	27	0.44	\$458,196

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Statistics include Marco Island and Key Marco.

BONITA SPRINGS - ESTERO

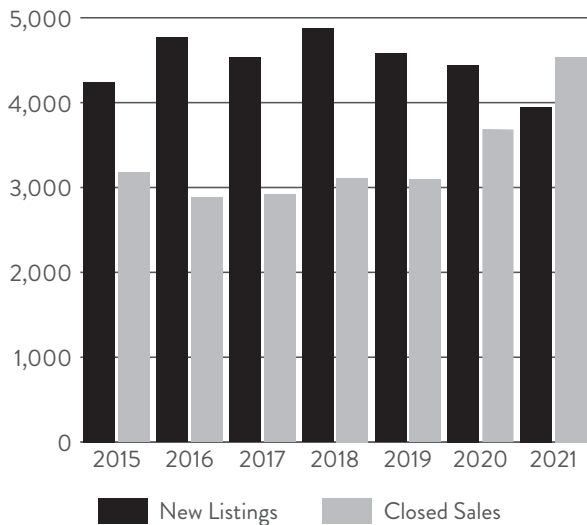
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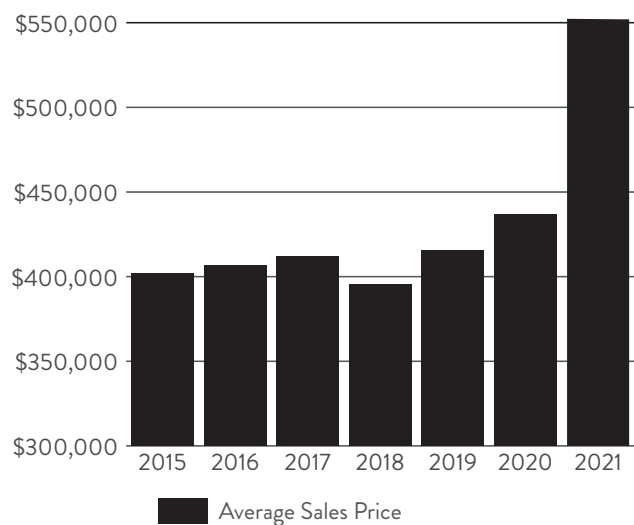
	2015	2016	2017	2018	2019	2020	2021
Listed	4,260	4,803	4,551	4,901	4,519	4,457	3,879
Sold	3,130	2,887	2,866	3,115	3,154	3,754	4,573
Avg. Sale \$	\$406,665	\$410,442	\$406,597	\$405,424	\$409,545	\$445,736	\$553,289

 NEW LISTINGS 3,879 ↓12.97%	 CLOSED SALES 4,573 ↑21.82%	 AVERAGE SALES PRICE \$553,289 ↑24.13%	 CURRENT INVENTORY 143 ↓81.64%	 MONTHS OF SUPPLY 0.38 ↓84.93%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 4,573 properties sold, sales were up 21.82% from the preceding 12-month period when 3,754 properties were sold. New listings were down 12.97%, from 4,457 to 3,879. The average sales price was up 24.13%, from \$445,736 to \$553,289. As of December 31, 2021, inventory stood at 143 units while months of supply was .38 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	36	1.00	\$5,034,542
Bonita Bay	6	94	0.77	\$1,711,999
Brooks	0	81	—	\$908,566
Palmira Golf and Country Club	2	40	0.60	\$631,650
Pelican Landing	0	75	—	\$939,931
Pelican Landing - The Colony	2	16	1.50	\$1,600,312
Pelican Sound	0	10	—	\$812,260
West Bay Club	2	32	0.75	\$1,222,422






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	0	19	—	\$1,701,157
Bonita Bay	11	195	0.68	\$1,052,602
Brooks	2	138	0.35	\$328,359
Palmira Golf and Country Club	0	23	—	\$389,617
Pelican Landing	2	94	0.26	\$412,731
Pelican Landing - The Colony	1	109	0.11	\$1,042,168
Pelican Sound	0	22	—	\$343,023
West Bay Club	0	31	—	\$674,755

FORT MYERS

MARKET REPORT - DECEMBER 2021



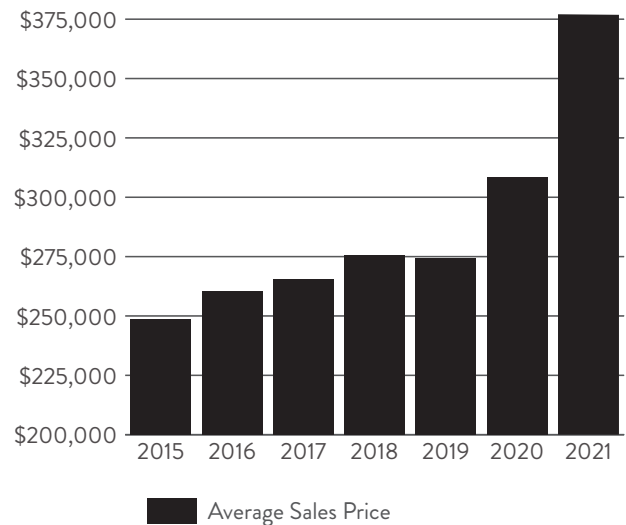
	2015	2016	2017	2018	2019	2020	2021
Listed	10,597	10,976	10,810	11,503	10,909	7,556	7,145
Sold	5,962	5,177	5,297	5,656	5,917	6,485	7,755
Avg. Sale \$	\$250,156	\$260,483	\$265,179	\$276,799	\$275,394	\$314,760	\$383,552

 NEW LISTINGS 7,145 ↓5.56%	 CLOSED SALES 7,755 ↑19.58%	 AVERAGE SALES PRICE \$383,552 ↑21.86%	 CURRENT INVENTORY 307 ↓72.86	 MONTHS OF SUPPLY 0.48 ↓77.30%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 7,755 properties sold, sales were up 19.58% from the preceding 12-month period when 6,485 properties were sold. New listings were down 5.56%, from 7,566 to 7,145. The average sales price was up 21.86%, from \$314,760 to \$383,552. As of December 31, 2021, inventory stood at 307 units while months of supply was .48 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	1	38	0.32	\$602,377
Colonial Country Club	1	44	0.60	\$399,925
Crown Colony	0	21	—	\$556,726
Fiddlesticks Country Club	0	46	—	\$661,661
The Forest	0	18	—	\$560,000
Gulf Harbour Yacht And Country Club	1	51	0.24	\$793,276
Miromar Lakes Beach And Golf Club	2	73	0.6433	\$2,074,937
Parker Lakes	1	21	0.57	\$345,252
Paseo	1	20	0.60	\$496,550
The Plantation	3	144	0.25	\$551,814
Shadow Wood Preserve	0	18	—	\$1,045,144
Town And River	3	38	0.95	\$1,032,467

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	0	120	—	\$236,716
Crown Colony	0	9	—	\$319,222
Downtown Fort Myers	46	297	1.86	\$352,411
Fiddlesticks Country Club	0	23	—	\$141,991
Gulf Harbour Yacht And Country Club	2	111	0.22	\$601,063
Miromar Lakes Beach And Golf Club	1	103	0.12	\$712,755
Parker Lakes	0	48	—	\$232,896
Paseo	12	177	0.81	\$279,250
The Plantation	0	28	—	\$354,496
Shadow Wood Preserve	0	8	—	\$301,438
Town And River	1	5	2.40	\$ 214,960

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FORT MYERS BEACH

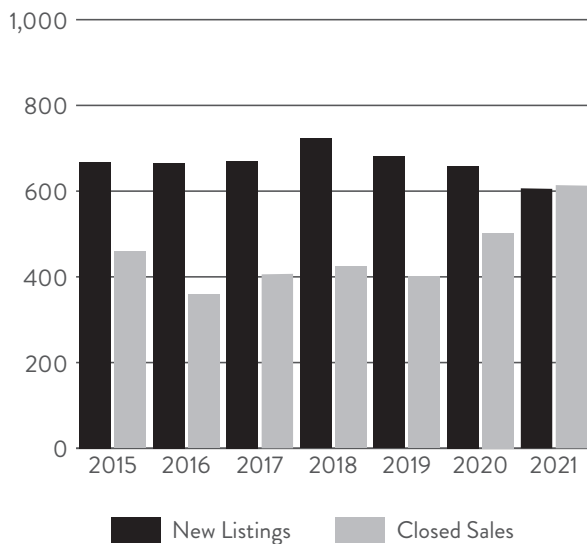
MARKET REPORT - DECEMBER 2021



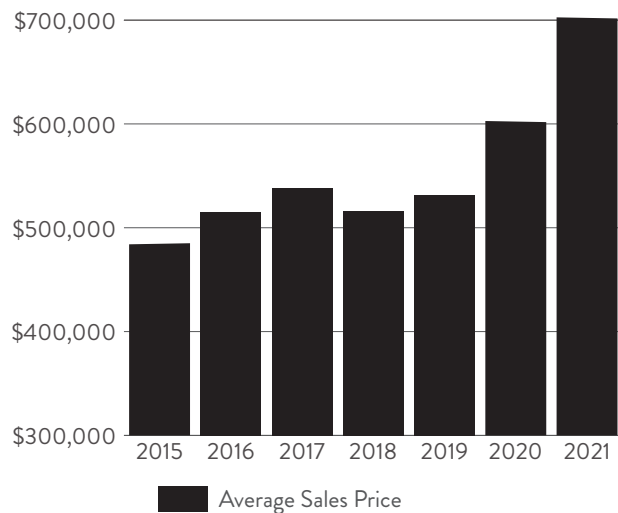
	2015	2016	2017	2018	2019	2020	2021
Listed	656	651	670	724	686	640	611
Sold	440	372	401	430	405	506	634
Avg. Sale \$	\$491,133	\$513,990	\$536,122	\$514,024	\$530,781	\$602,539	\$715,049

 NEW LISTINGS 611 ↓4.53%	 CLOSED SALES 634 ↑25.30%	 AVERAGE SALES PRICE \$715,049 ↑18.67%	 CURRENT INVENTORY 62 ↓59.21%	 MONTHS OF SUPPLY 1.17 ↓67.45%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 634 properties sold, sales were up 25.30% from the preceding 12-month period when 506 properties were sold. New listings were down 4.53%, from 640 to 611. The average sales price was up 18.67%, from \$602,539 to \$715,046. As of December 31, 2021, inventory stood at 62 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 December 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	1	11	1.09	\$925,227
Laguna Shores	1	24	0.50	\$1,064,621
Mcphie Park	2	11	2.18	\$1,489,091

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	1	13	0.92	\$522,451
Ocean Harbor Condo	0	21	—	\$567,833
Sandarac Condo	0	8	—	\$568,665
Waterside At Bay Beach	7	39	2.15	\$688,072

SANIBEL-CAPTIVA

MARKET REPORT - DECEMBER 2021



	2015	2016	2017	2018	2019	2020	2021
Listed	526	616	638	694	712	622	603
Sold	405	372	394	433	393	586	760
Avg. Sale \$	\$972,148	\$987,296	\$924,823	\$1,014,696	\$938,372	\$930,980	\$1,270,012


NEW LISTINGS

603
↓3.05%



CLOSED SALES

760
↑29.69%



AVERAGE SALES PRICE

\$1,270,012
↑36.42%



CURRENT INVENTORY

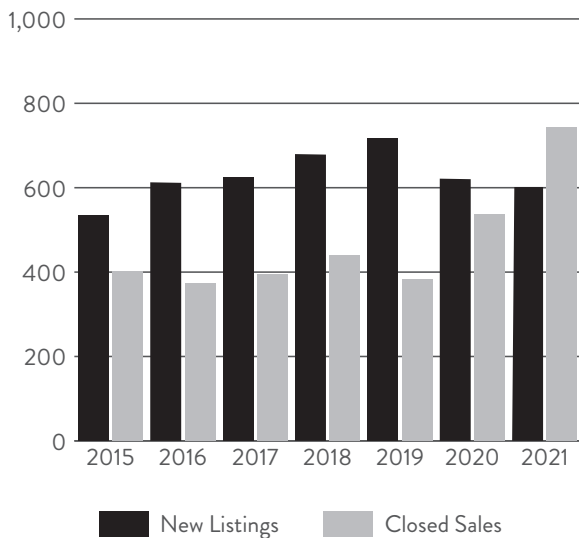
51
↓77.63%



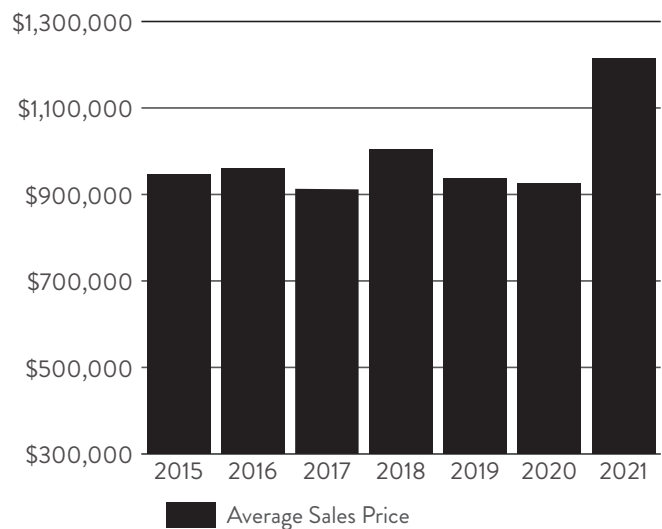
MONTHS OF SUPPLY

0.81
↓82.75%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 760 properties sold, sales were up 29.69% over the preceding 12-month period when 586 properties were sold. New listings were down 3.05%, from 622 to 603. The average sales price was up 36.42%, from \$930,980 to \$1,270,012. As of December 31, 2021, inventory stood at 51 units while months of supply was .81 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	4	13	3.69	\$1,333,923
Captiva Island	12	100	1.44	\$2,208,089
Dunes At Sanibel Island	2	30	0.80	\$944,147
Other Sanibel Island Single-Family	13	291	0.54	\$1,427,274





Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	3	46	0.78	\$903,867
Sundial Of Sanibel Condos	0	25	—	\$719,914
Other Sanibel Island Condos	17	255	0.80	\$877,734

CAPE CORAL

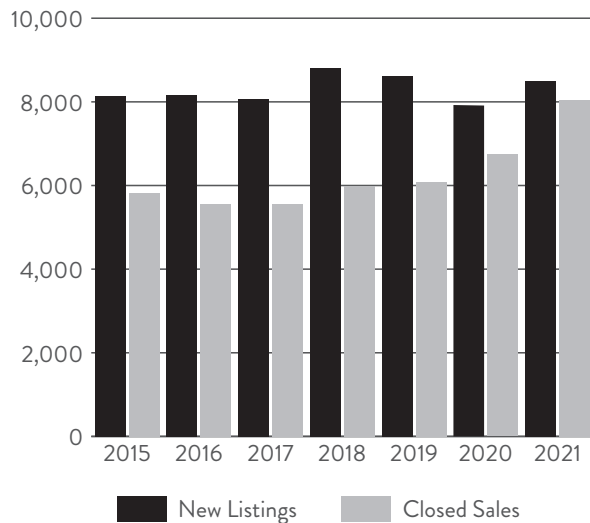
MARKET REPORT - DECEMBER 2021



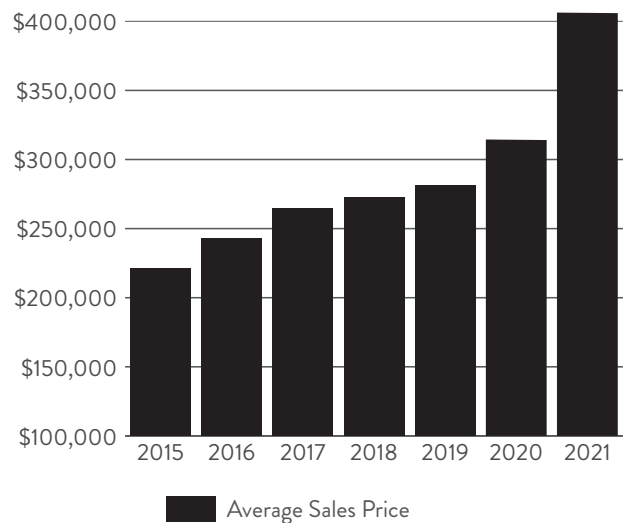
	2015	2016	2017	2018	2019	2020	2021
Listed	8,105	8,085	8,159	8,792	8,576	7,987	8,539
Sold	5,837	5,506	5,625	5,841	6,154	6,921	8,003
Avg. Sale \$	\$224,564	\$244,592	\$264,697	\$273,754	\$282,820	\$315,335	\$410,378

 NEW LISTINGS 8,539 ↑6.91%	 CLOSED SALES 8,003 ↑15.63%	 AVERAGE SALES PRICE \$410,378 ↑30.14%	 CURRENT INVENTORY 524 ↓31.68%	 MONTHS OF SUPPLY 0.79 ↓40.92%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 8,003 properties sold, sales were up 15.63% over the preceding 12-month period when 6,921 properties were sold. New listings were up 6.91%, from 7,987 to 8,539. The average sales price was up 30.14%, from \$315,335 to \$410,378. As of December 31, 2021, inventory stood at 524 units while months of supply was .79 months.



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2021

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	0	29	—	\$1,274,467
Cape Royal	4	31	1.55	\$669,418
Yacht Club	5	34	1.06	\$713,368

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	1	49	0.24	\$512,494
Tarpon Point Marina	0	54	—	\$725,373



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in LISTINGS SOLD
in TRANSACTIONS

THANK YOU
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*Source: MLS Statistics for Lee and Collier County from 1/1/21 to 12/31/21.