



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR NOVEMBER 2018

Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- During the 12 months ending November 30, 2018 a total of 12,519 sales were reported, an increase of 4.6% over the prior 12 months when there were 11,968 sales.
- Closed sales priced above \$2 million increased 15.9% to 525 sales compared to 453 during the preceding 12-month period.

New Listings/Inventory

- Available inventory on December 1, 2018 consisted of 7,540 residential units compared to 6,692 a year ago. This represents 7.2 months of supply based on the current sales pace.
- During the 12 months ending November 30, 2018 there were 18,549 new listings added to the market, a decrease of 3.8% from the prior 12 months when 19,290 listings were added.

Average and Median Sales Price

- At \$568,756 the average sales price over the past 12 months was 6.2% above the same period last year.
- The median price rose 1.7% from \$325,250 to \$330,874.
- The average sales price over the past 12 months for properties priced above \$2 million was \$3,801,632, an increase of 2% from the prior year.

MARCO ISLAND

Closed Sales

- There were 858 closed sales during the 12-month period ending November 30, 2018 compared to 867 for the same period last year, a decrease of 1%.
- Year-to-date closed sales were nearly static with the same period last year, up from 785 to 790.

New Listings/Inventory

- Available inventory on December 1, 2018 consisted of 694 residential units, up 12.7% from 616 last year. This represents 9.7 months of supply at the current pace of sales.
- During the 12 months ending November 30, 2018 there were 1,368 new listings added to the market, up 5% from 1,303 during the prior 12 months.

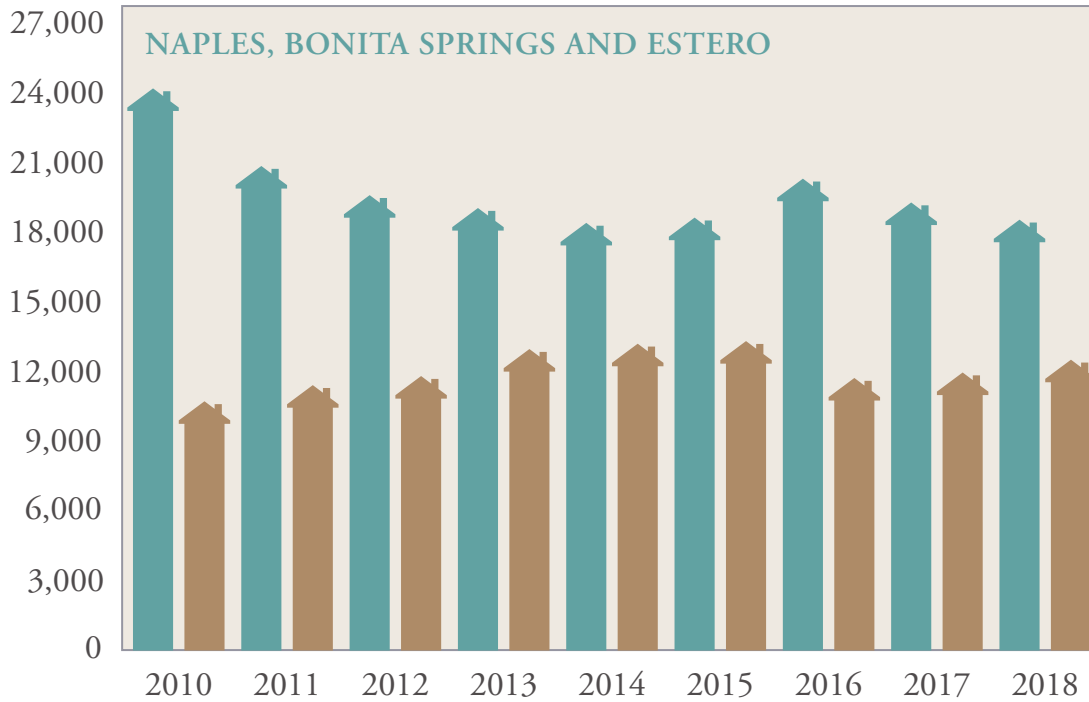
Average and Median Sales Price

- The average sales price over the past 12 months increased 6.7% to \$774,096 compared to \$725,372 a year ago.
- Median price for the past 12 months was essentially unchanged at \$580,534, up from \$576,944 last year.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

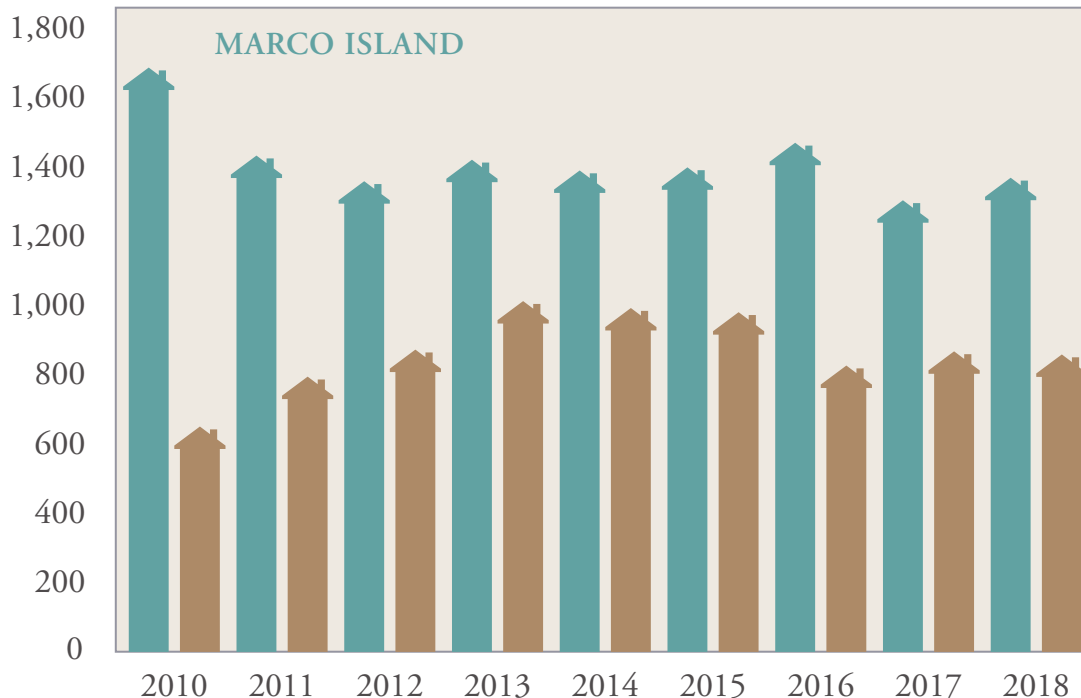


NEW LISTINGS

2010	24,203
2011	20,861
2012	19,606
2013	19,051
2014	18,412
2015	18,638
2016	20,315
2017	19,290
2018	18,549

CLOSED UNITS

2010	10,729
2011	11,424
2012	11,815
2013	12,978
2014	13,208
2015	13,321
2016	11,732
2017	11,968
2018	12,519



NEW LISTINGS

2010	1,686
2011	1,432
2012	1,358
2013	1,420
2014	1,389
2015	1,398
2016	1,469
2017	1,303
2018	1,368

CLOSED UNITS

2010	650
2011	794
2012	872
2013	1,012
2014	992
2015	980
2016	826
2017	867
2018	858

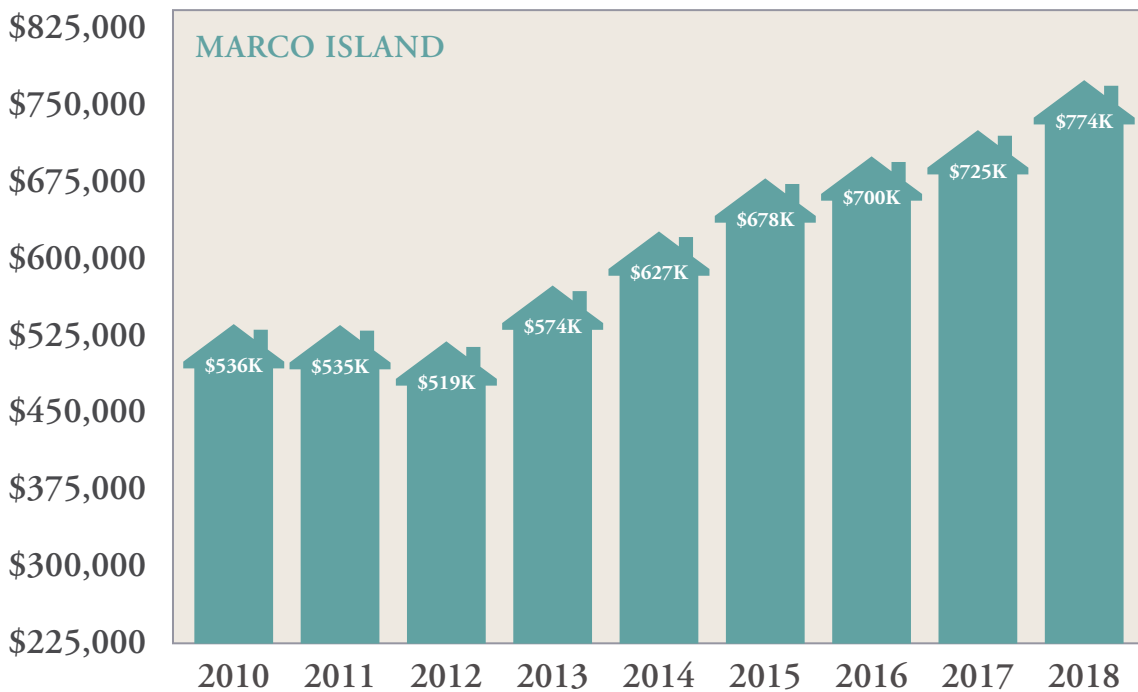
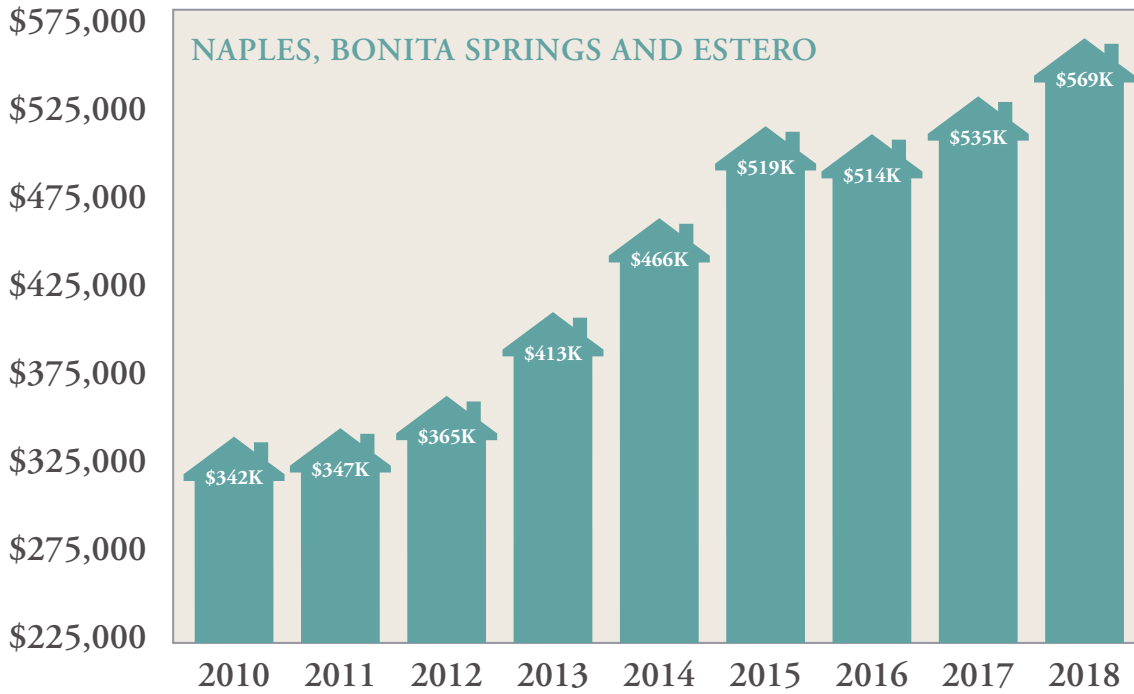
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AVERAGE SALES PRICE 12-Month Comparisons



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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 December 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	23	24	11.50	\$4,645,000
Audubon Country Club	23	25	11.04	\$975,692
Barefoot Beach	21	14	18.00	\$4,865,000
Bonita Bay	51	74	8.27	\$1,163,399
Brooks	76	97	9.40	\$779,765
Collier's Reserve	11	20	6.60	\$1,140,775
Crossings	6	18	4.00	\$646,538
Grey Oaks	48	54	10.67	\$2,470,912
Kensington	12	16	9.00	\$988,203
Lely Resort	99	109	10.90	\$658,922
Mediterra	53	36	17.67	\$2,243,438
Monterey	16	35	5.49	\$767,326
Olde Cypress	27	30	10.80	\$791,497
Old Naples	87	60	17.40	\$3,584,408
Palmira Golf and Country Club	23	37	7.46	\$559,518
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	79	118	8.03	\$2,050,130
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	13	22	7.09	\$3,729,697
Pelican Bay	27	50	6.48	\$2,211,454
Pelican Bay (Bay Colony)	12	3	48.00	\$3,300,000
Pelican Landing	39	46	10.17	\$755,868
Pelican Landing (The Colony)	11	5	26.40	\$1,331,000
Pelican Marsh	29	44	7.91	\$1,266,805
Pelican Sound	1	9	1.33	\$616,944
Pine Ridge	24	35	8.23	\$1,921,454
Port Royal	49	38	15.47	\$9,982,464
Quail Creek	14	24	7.00	\$1,069,708
Quail West	61	61	12.00	\$2,078,736
Royal Harbor	26	26	12.00	\$2,034,135
Tiburon	8	6	16.00	\$1,660,333
Vanderbilt Beach	29	26	13.38	\$1,650,000
Vineyards	56	68	9.88	\$633,613
West Bay Club	16	26	7.38	\$1,234,892

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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 December 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	5	16	3.75	\$1,427,281
Bonita Bay	83	123	8.10	\$628,508
Brooks	76	109	8.37	\$280,240
Dunes	25	36	8.33	\$1,107,519
Grey Oaks	10	16	7.50	\$1,161,031
Kensington	12	26	5.54	\$424,598
Lely Resort	119	151	9.46	\$296,842
Mediterra	9	27	4.00	\$583,139
Olde Cypress	2	3	8.00	\$327,483
Olde Naples	9	8	13.50	\$423,688
Palmira Golf and Country Club	89	116	9.21	\$863,564
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	49	121	4.86	\$430,130
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	197	264	8.95	\$1,298,408
Pelican Bay	125	240	6.25	\$918,724
Pelican Bay (Bay Colony)	26	30	10.40	\$3,107,533
Pelican Landing	45	61	8.85	\$334,975
Pelican Landing (The Colony)	62	32	23.25	\$859,879
Pelican Marsh	53	80	7.95	\$363,649
Pelican Sound	26	56	5.57	\$312,327
Pine Ridge	13	24	6.50	\$248,335
Tiburon	17	31	6.58	\$896,677
Vanderbilt Beach	72	103	8.39	\$938,304
Vineyards	108	118	10.98	\$369,047
West Bay Club	8	29	3.31	\$515,914

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of December 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	118	107	13.23	\$1,362,341
Indirect Waterfront	117	146	9.62	\$904,993
Golf Course	8	15	6.40	\$693,600
Beachfront	1	4	3.00	\$6,218,750
Inland	52	87	7.17	\$517,063
Preserve	11	11	12.00	\$1,148,750

CONDOMINIUMS

Monthly Snapshot as of December 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	67	117	6.87	\$418,699
Indirect Waterfront	21	23	10.96	\$392,309
Golf Course	3	5	7.20	\$786,000
Beachfront	186	186	12.00	\$932,852
Gulf View	23	31	8.90	\$622,852
Inland	83	118	8.44	\$239,833
Preserve	4	8	6.00	\$361,750

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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