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MONTHLY MARKET REPORT  
JULY 2020



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# MONTHLY MARKET REPORT

## JULY 2020

Southwest Florida .....	2
Naples.....	3
Marco Island .....	6
Bonita-Estero .....	8
Fort Myers .....	10
Fort Myers Beach .....	12
Sanibel & Captiva Islands.....	14
Cape Coral.....	16

# SOUTHWEST FLORIDA

## MARKET REPORT - JULY 2020



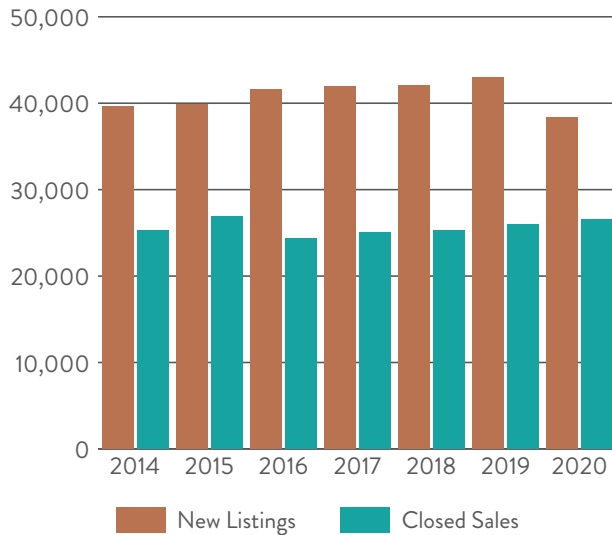
Data Represented on 12-Month Rolling Basis.

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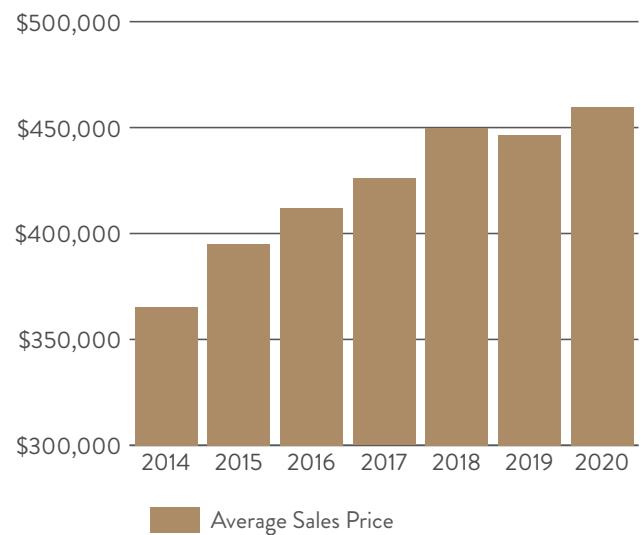
	2014	2015	2016	2017	2018	2019	2020
Listed	39,575	39,870	41,609	41,961	42,105	42,987	38,371
Sold	25,322	26,874	24,393	25,084	25,235	25,965	26,534
Avg. Sale \$	\$365,417	\$395,134	\$411,894	\$426,030	\$449,875	\$446,489	\$459,767



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 26,534 properties sold, sales were up 2.2% over the preceding 12-month period when 25,965 properties were sold. New listings were down 10.7%, from 42,987 to 38,371. The average sales price was up 3%, from \$446,489 to \$459,767. As of July 31, 2020, inventory stood at 9,161 units while months of supply was 4.14 months.

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# NAPLES

## MARKET REPORT - JULY 2020

Data Represented on 12-Month Rolling Basis.

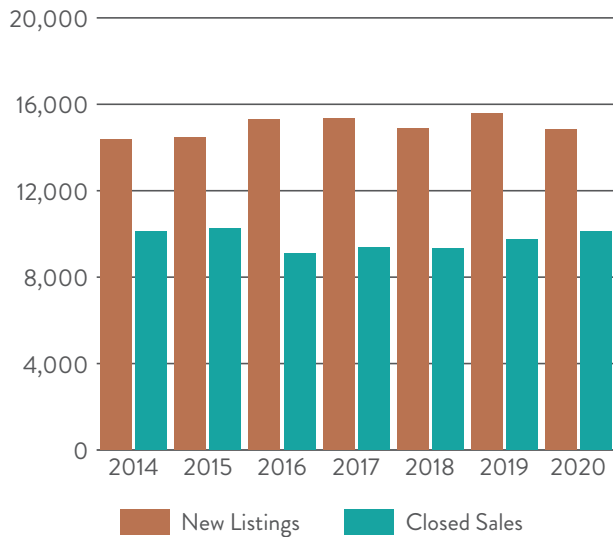


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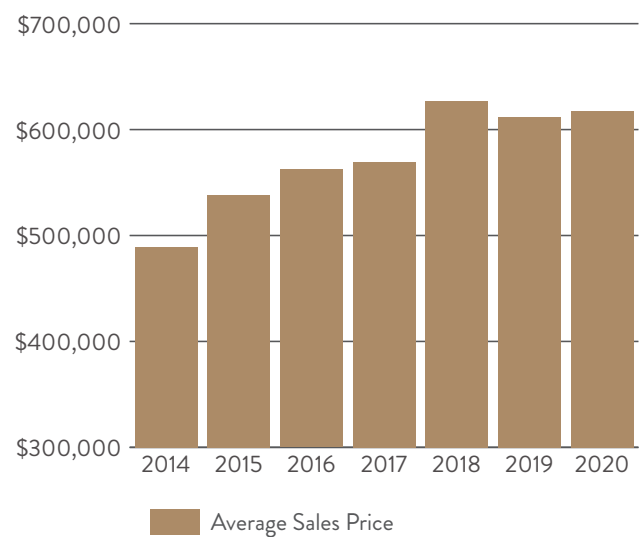
	2014	2015	2016	2017	2018	2019	2020
Listed	14,360	14,454	15,275	15,366	14,892	15,578	14,817
Sold	10,091	10,237	9,086	9,393	9,309	9,743	10,095
Avg. Sale \$	\$489,214	\$538,141	\$562,386	\$569,605	\$626,832	\$611,761	\$617,763



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 10,095 properties sold, sales were up 3.6% over the preceding 12-month period when 9,743 properties were sold. New listings were down 4.9%, from 15,578 to 14,817. The average sales price was up 1%, from \$611,761 to \$617,763. As of July 31, 2020, inventory stood at 4,196 units while months of supply was 4.99 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	20	27	8.89	\$5,100,262
Audubon	19	25	9.12	\$1,117,100
Colliers Reserve	9	15	7.20	\$1,486,993
Crayton Road Area Non-Waterfront	83	109	9.14	\$2,085,603
Crayton Road Area Waterfront	9	19	5.68	\$4,311,842
Crossings	4	8	6.00	\$884,675
Grey Oaks	29	52	6.69	\$2,706,580
Kensington	3	14	2.57	\$840,743
Lely Resort	81	106	9.17	\$672,509
Mediterra	42	38	13.26	\$2,143,980
Monterey	7	19	4.42	\$812,678
Olde Cypress	22	30	8.80	\$741,121
Olde Naples	44	75	7.04	\$3,905,420
Pelican Bay	20	50	4.80	\$2,566,670
Pelican Bay - Bay Colony	8	3	32.00	\$6,983,333
Pelican Marsh	26	59	5.29	\$1,061,197
Pine Ridge	30	35	10.29	\$2,201,990
Port Royal	41	31	15.87	\$9,367,581
Quail Creek	10	20	6.00	\$1,009,550
Quail West	32	58	6.62	\$1,888,567
Royal Harbor	25	30	10.00	\$2,542,067
Tiburon	9	11	9.82	\$1,731,364
Vanderbilt Beach	18	35	6.17	\$1,904,324
Vineyards	19	61	3.74	\$668,935

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	70	91	9.23	\$411,768
Crayton Road Area Waterfront	186	260	8.58	\$1,414,124
The Dunes	30	39	9.23	\$1,106,090
Grey Oaks	5	7	8.57	\$811,571
Kensington	13	10	15.60	\$473,800
Lely Resort	73	175	5.01	\$306,198
Mediterra	22	12	22.00	\$561,069
Olde Naples	73	122	7.18	\$936,982
Pelican Bay	118	231	6.13	\$1,008,860
Pelican Bay - Bay Colony	17	16	12.75	\$2,805,125
Pelican Marsh	32	79	4.86	\$377,390
Pine Ridge	3	17	2.12	\$208,412
Tiburon	18	35	6.17	\$786,669
Vanderbilt Beach	74	90	9.87	\$951,479
Vineyards	44	118	4.47	\$345,811

# MARCO ISLAND

## MARKET REPORT - JULY 2020



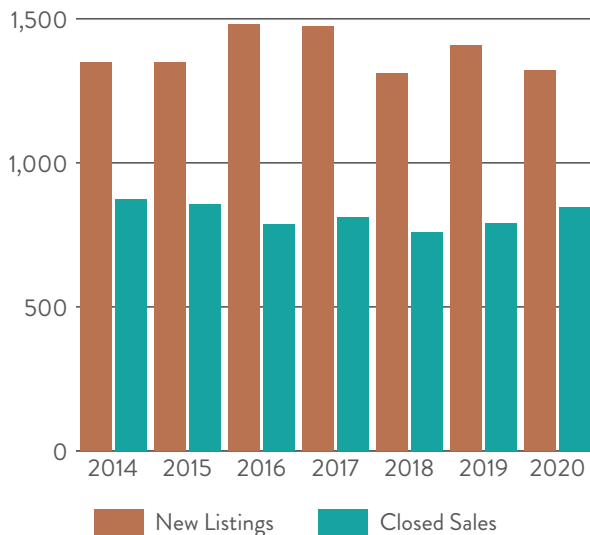
Data Represented on 12-Month Rolling Basis.

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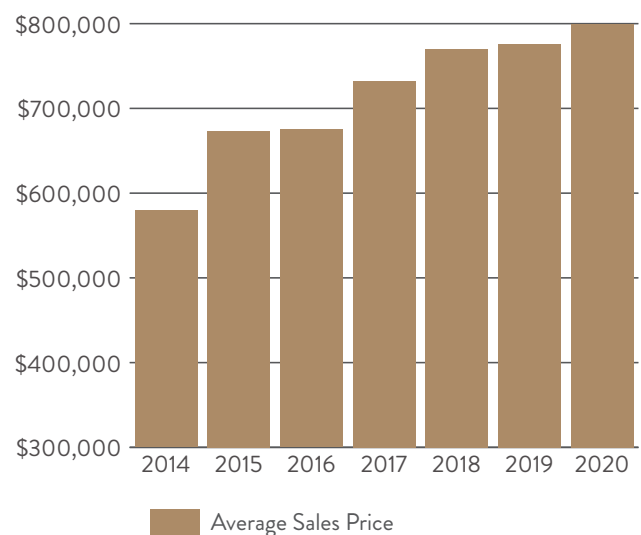
	2014	2015	2016	2017	2018	2019	2020
Listed	1,350	1,349	1,482	1,473	1,311	1,408	1,322
Sold	872	856	785	809	759	788	846
Avg. Sale \$	\$579,523	\$673,207	\$675,189	\$732,261	\$770,395	\$776,169	\$799,388



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 846 properties sold, sales were up 7.3% over the preceding 12-month period when 788 properties were sold. New listings were down 6.1%, from 1,408 to 1,322. The average sales price was up 3%, from \$776,169 to \$799,388. As of July 31, 2020, inventory stood at 487 units while months of supply was 6.91 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	75	121	7.44	\$1,633,075
Golf Course	5	14	4.29	\$576,619
Gulf Front	1	1	12.00	\$3,800,000
Indirect Waterfront	43	155	3.33	\$978,020
Inland	40	105	4.57	\$564,152
Preserve	4	9	5.33	\$1,083,385

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	73	86	10.19	\$359,602
Golf Course	1	3	4.00	\$641,000
Gulf Front	154	180	10.27	\$851,347
Gulf View	21	28	9.00	\$698,500
Indirect Waterfront	16	23	8.35	\$364,996
Inland	46	114	4.84	\$255,803
Preserve	8	6	16.00	\$490,000

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	50	111	5.41	\$787,051
Isles Of Capri	13	22	7.09	\$809,386
Naples Reserve	31	105	3.54	\$536,587
Winding Cypress	12	25	5.76	\$552,112

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	48	124	4.65	\$302,417
Hammock Bay Golf and Country Club	19	31	7.35	\$469,758
Isles Of Capri	12	21	6.86	\$541,376



# BONITA SPRINGS - ESTERO

## MARKET REPORT - JULY 2020

Data Represented on 12-Month Rolling Basis.

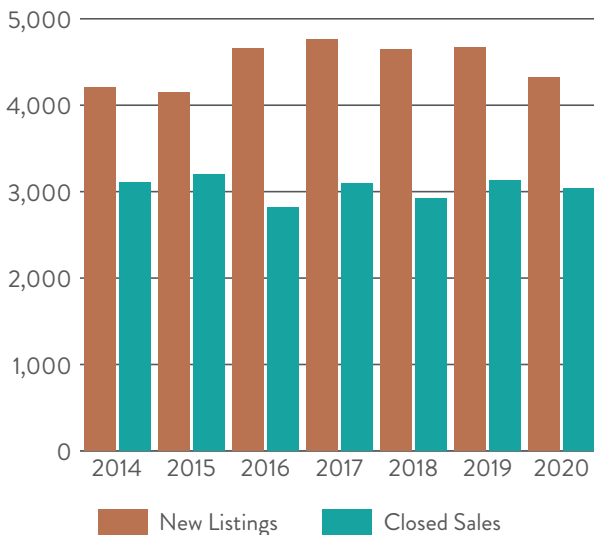


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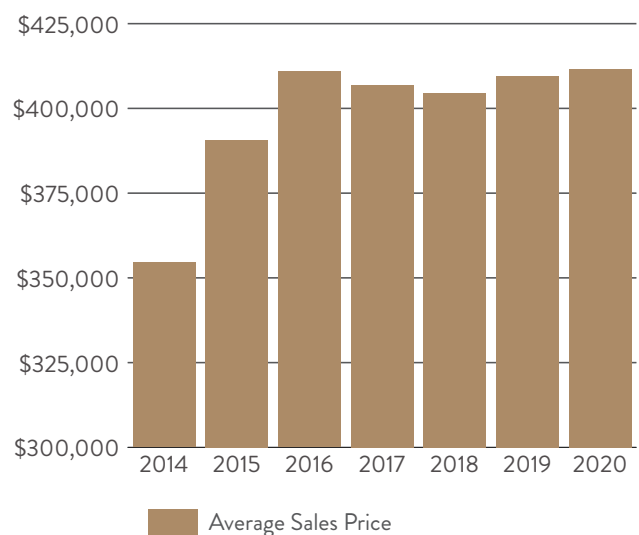
	2014	2015	2016	2017	2018	2019	2020
Listed	4,211	4,147	4,658	4,762	4,643	4,668	4,317
Sold	3,102	3,194	2,821	3,093	2,916	3,130	3,034
Avg. Sale \$	\$354,496	\$390,720	\$410,846	\$408,712	\$406,889	\$404,561	\$411,649



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 3,034 properties sold, sales were down 3.1% from the preceding 12-month period when 3,130 properties were sold. New listings were down 7.5%, from 4,668 to 4,317. The average sales price was up .5%, from \$409,648 to \$411,649. As of July 31, 2020, inventory stood at 1,116 units while months of supply was 4.41 months.

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# BONITA SPRINGS - ESTERO

MARKET REPORT - JULY 2020



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	17	12	17.00	\$3,512,500
Bonita Bay	21	55	4.58	\$1,288,765
Brooks	41	70	7.03	\$719,316
Palmira Golf and Country Club	16	38	5.05	\$597,289
Pelican Landing	26	40	7.80	\$732,778
Pelican Landing - The Colony	10	6	20.00	\$1,475,667
Pelican Sound	0	8	—	\$658,125
West Bay Club	18	20	10.80	\$1,139,882

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	9	13	8.31	\$1,586,346
Bonita Bay	69	120	6.90	\$793,988
Brooks	47	114	4.95	\$267,399
Palmira Golf and Country Club	7	25	3.36	\$318,829
Pelican Landing	31	78	4.77	\$339,935
Pelican Landing - The Colony	46	55	10.04	\$870,420
Pelican Sound	4	58	0.83	\$304,617
West Bay Club	12	25	5.76	\$464,000

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# FORT MYERS

## MARKET REPORT - JULY 2020

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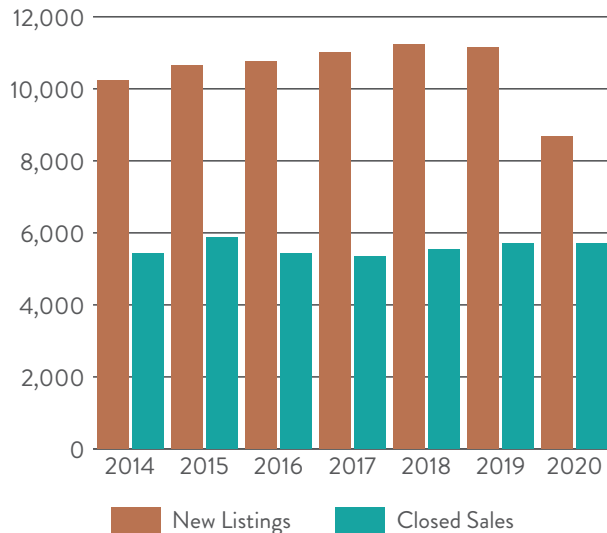


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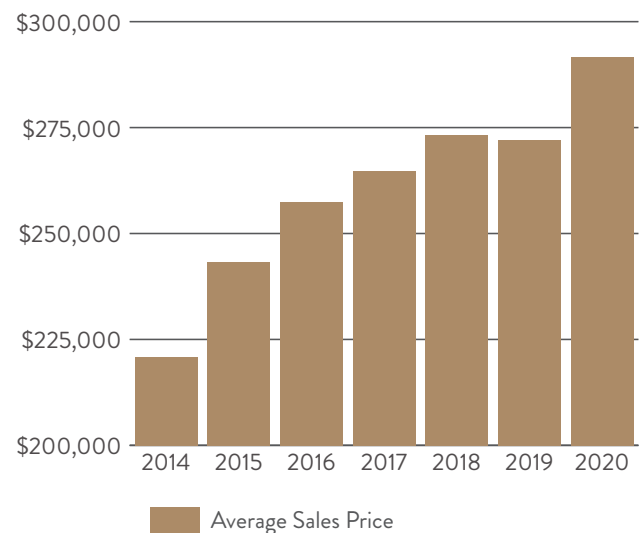
	2014	2015	2016	2017	2018	2019	2020
Listed	10,231	10,659	10,764	11,006	11,228	11,163	8,667
Sold	5,426	5,886	5,421	5,332	5,543	5,695	5,706
Avg. Sale \$	\$220,839	\$243,248	\$257,483	\$264,819	\$273,262	\$272,125	\$291,672



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,706 properties sold, sales were up .2% from the preceding 12-month period when 5,695 properties were sold. New listings were down 22.4%, from 11,163 to 8,667. The average sales price was up 7.2%, from \$272,125 to \$291,672. As of July 31, 2020, inventory stood at 1,662 units while months of supply was 3.5 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	14	33	5.09	\$521,991
Colonial Country Club	9	18	6.00	\$370,194
Crown Colony	11	26	5.08	\$575,019
Fiddlesticks Country Club	7	22	3.82	\$482,109
The Forest	9	22	4.91	\$440,273
Gulf Harbour Yacht And Country Club	11	26	5.08	\$740,021
Miromar Lakes Beach And Golf Club	38	39	11.69	\$1,533,654
Parker Lakes	3	32	1.13	\$253,522
Paseo	8	24	4.00	\$509,600
The Plantation	40	106	4.53	\$434,381
Shadow Wood Preserve	8	10	9.60	\$713,680
Town And River	7	25	3.36	\$679,000

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	34	75	5.44	\$192,252
Crown Colony	3	13	2.77	\$247,108
Downtown Fort Myers	112	126	10.67	\$298,501
Fiddlesticks Country Club	11	15	8.80	\$121,438
Gulf Harbour Yacht And Country Club	43	72	7.17	\$454,395
Miromar Lakes Beach And Golf Club	39	41	11.41	\$606,122
Parker Lakes	7	31	2.71	\$187,442
Paseo	35	76	5.53	\$235,793
The Plantation	5	30	2.00	\$279,388
Shadow Wood Preserve	6	9	8.00	\$277,889
Town And River	1	2	6.00	\$181,450

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# FORT MYERS BEACH

## MARKET REPORT - JULY 2020



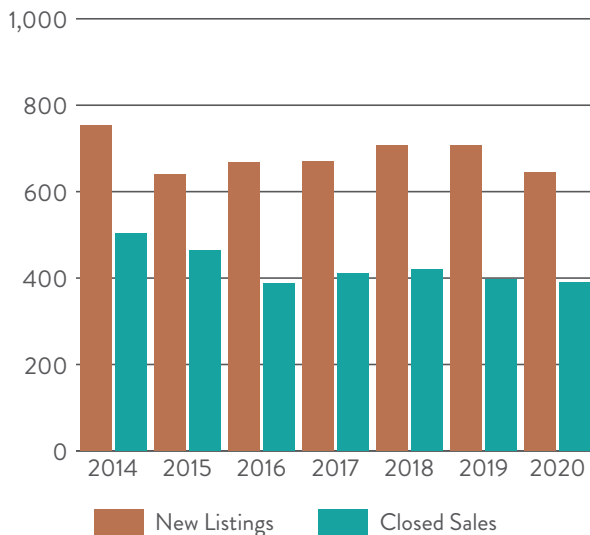
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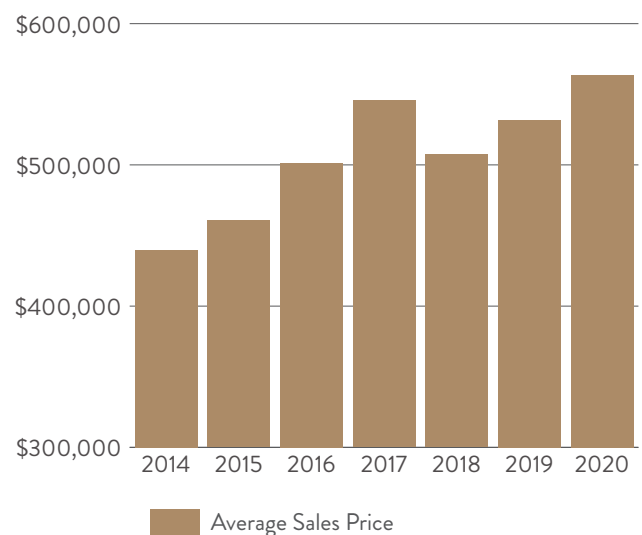
	2014	2015	2016	2017	2018	2019	2020
Listed	753	641	668	669	706	707	645
Sold	503	465	388	411	420	398	390
Avg. Sale \$	\$439,608	\$460,606	\$501,305	\$545,670	\$507,405	\$531,794	\$563,592



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 390 properties sold, sales were down 2% from the preceding 12-month period when 398 properties were sold. New listings were down 8.8%, from 707 to 645. The average sales price was up 6%, from \$531,794 to \$563,592. As of July 31, 2020, inventory stood at 227 units while months of supply was 6.98 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	4	8	6.00	\$830,363
Laguna Shores	12	21	6.86	\$846,762
Mcphie Park	6	7	10.29	\$516,429

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	2	9	2.67	\$444,833
Ocean Harbor Condo	7	9	9.33	\$488,444
Sandarac Condo	2	9	2.67	\$463,278
Waterside At Bay Beach	15	21	8.57	\$624,198

# SANIBEL-CAPTIVA

## MARKET REPORT - JULY 2020



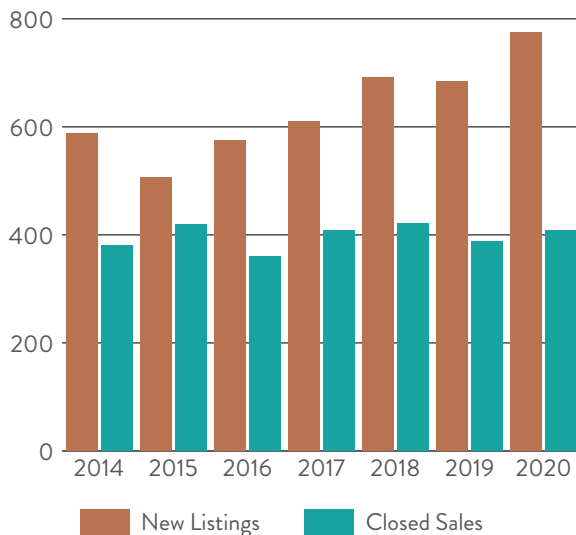
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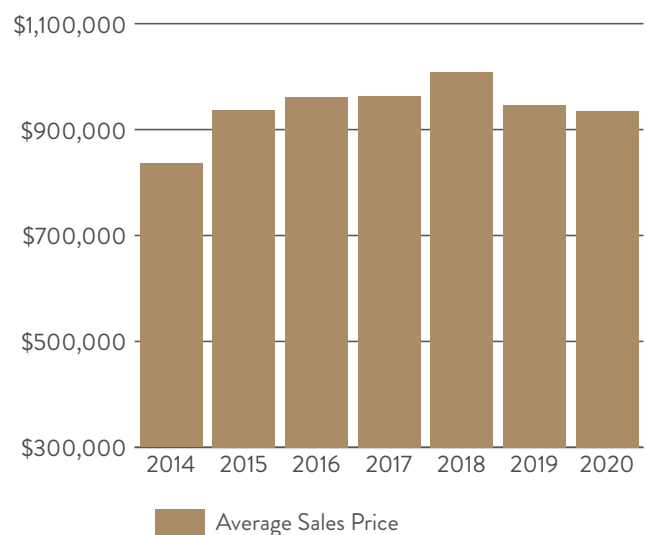
	2014	2015	2016	2017	2018	2019	2020
Listed	588	507	575	610	692	684	774
Sold	380	419	360	409	421	388	408
Avg. Sale \$	\$835,936	\$937,607	\$960,865	\$963,709	\$1,008,484	\$945,828	\$934,961



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 408 properties sold, sales were up 5.2% over the preceding 12-month period when 388 properties were sold. New listings were up 13.2%, from 684 to 774. The average sales price was down 1.2%, from \$945,828 to \$934,961. As of July 31, 2020, inventory stood at 364 units while months of supply was 10.71 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	5	16	3.75	\$924,059
Captiva Island	77	40	23.10	\$1,740,610
Dunes At Sanibel Island	8	25	3.84	\$685,060
Other Sanibel Island Single-Family	113	169	8.02	\$972,660

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	35	25	16.80	\$807,630
Sundial Of Sanibel Condos	11	14	9.43	\$503,500
Other Sanibel Island Condos	114	119	11.50	\$731,335



# CAPE CORAL

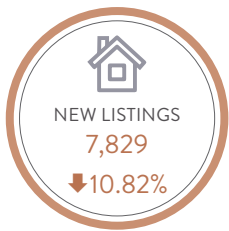
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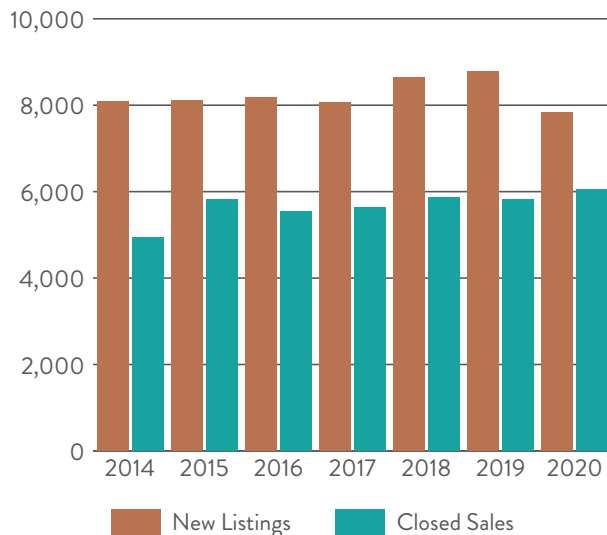


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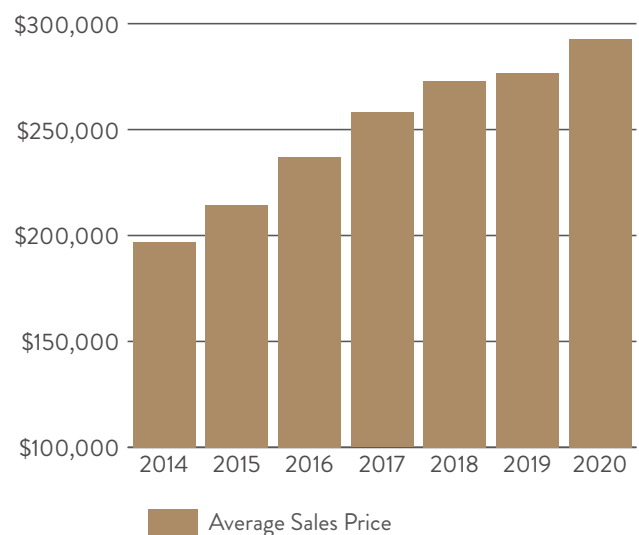
	2014	2015	2016	2017	2018	2019	2020
Listed	8,082	8,113	8,187	8,075	8,633	8,779	7,829
Sold	4,948	5,817	5,532	5,637	5,867	5,823	6,055
Avg. Sale \$	\$196,926	\$214,346	\$237,211	\$258,093	\$272,776	\$276,552	\$292,711



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 6,055 properties sold, sales were up 4% over the preceding 12-month period when 5,823 properties were sold. New listings were down 10.8%, from 8,779 to 7,829. The average sales price was up 5.8%, from \$276,552 to \$292,711. As of July 31, 2020, inventory stood at 1,109 units while months of supply was 2.2 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	8	13	7.38	\$1,138,615
Cape Royal	5	33	1.82	\$490,148
Tarpon Point Marina	2	3	8.00	\$888,000
Yacht Club	8	28	3.43	\$498,702

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	18	31	6.97	\$393,715
Tarpon Point Marina	29	24	14.50	\$604,896



**JRW #1 AGAIN in 2019**  
**2019 CLOSED SALES VOLUME**  
of the top brokerage firms in Southwest Florida

# OUR SALES SPEAK VOLUMES



John R. Wood Properties is the leading broker in Southwest Florida  
**FOR THE FIFTH CONSECUTIVE YEAR!**