



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
MAY 2020



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MONTHLY MARKET REPORT

MAY 2020

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SOUTHWEST FLORIDA

MARKET REPORT - MAY 2020



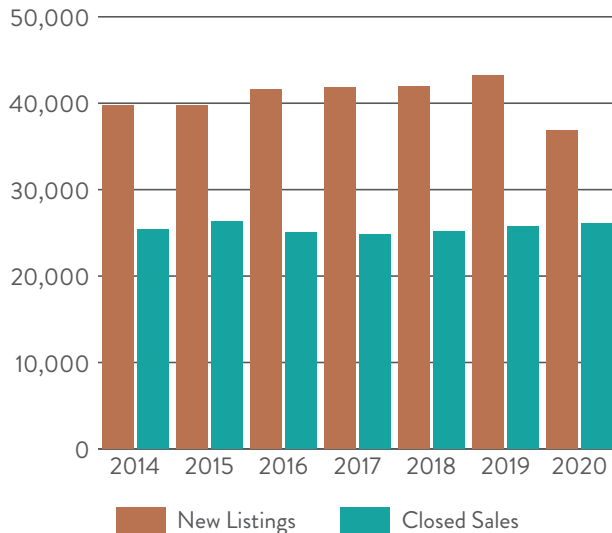
Data Represented on 12-Month Rolling Basis.

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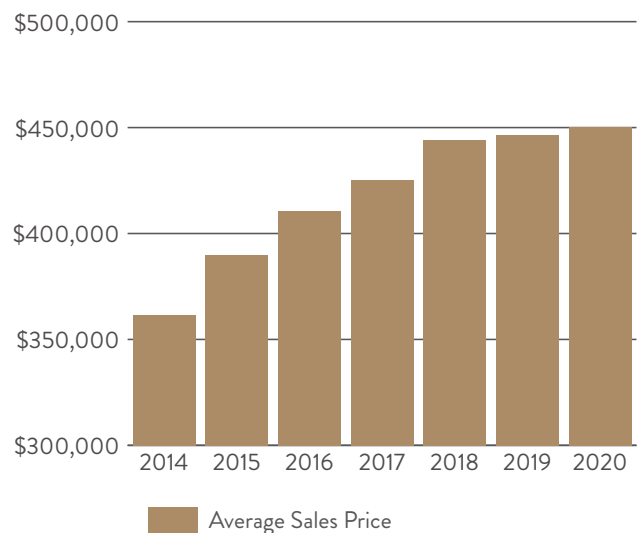
	2014	2015	2016	2017	2018	2019	2020
Listed	39,799	39,692	41,640	41,833	41,921	43,220	36,870
Sold	25,347	26,380	25,033	24,787	25,184	25,776	26,057
Avg. Sale \$	\$361,565	\$389,864	\$410,468	\$425,128	\$443,975	\$446,642	\$450,222



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 26,057 properties sold, sales were up 1.1% over the preceding 12-month period when 25,776 properties were sold. New listings were down 14.7%, from 43,220 to 36,870. The average sales price, at \$450,222 was up .8% from \$446,642. As of May 31, 2020, inventory stood at 10,973 units while months of supply was 5.05 months.

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NAPLES

MARKET REPORT - MAY 2020

Data Represented on 12-Month Rolling Basis.

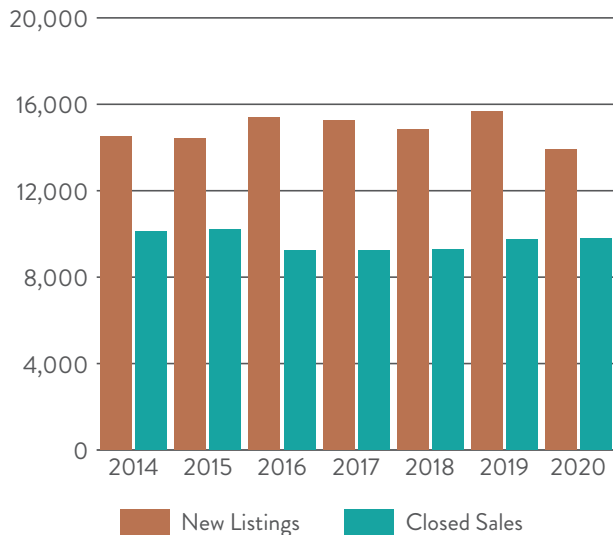


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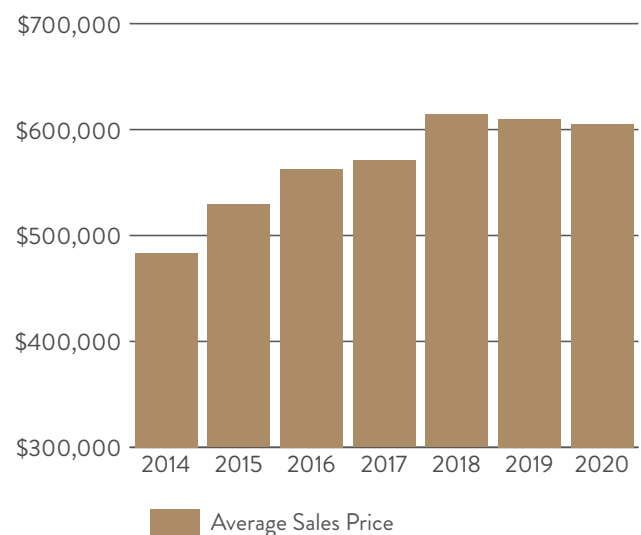
	2014	2015	2016	2017	2018	2019	2020
Listed	14,489	14,403	15,396	15,272	14,844	15,644	13,898
Sold	10,196	10,242	9,256	9,277	9,740	9,740	9,807
Avg. Sale \$	\$483,764	\$529,170	\$562,783	\$570,886	\$614,239	\$609,970	\$605,026



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 9,807 properties sold, sales were up .7% over the preceding 12-month period when 9,740 properties were sold. New listings were down 11.2%, from 15,644 to 13,898. The average sales price, at \$605,026, was down .8% from \$609,970. As of May 31, 2020, inventory stood at 4,974 units while months of supply was 6.09 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	21	21	12.00	\$5,288,048
Audubon	21	21	12.00	\$1,146,167
Colliers Reserve	11	15	8.80	\$1,469,660
Crayton Road Area Non-Waterfront	87	106	9.85	\$2,174,391
Crayton Road Area Waterfront	12	20	7.20	\$4,619,000
Crossings	5	7	8.57	\$749,286
Grey Oaks	34	45	9.07	\$2,587,848
Kensington	7	13	6.46	\$826,300
Lely Resort	84	105	9.60	\$660,056
Mediterra	47	38	14.84	\$2,235,838
Monterey	8	22	4.36	\$765,631
Olde Cypress	25	35	8.57	\$738,269
Olde Naples	58	65	10.71	\$3,878,792
Pelican Bay	34	48	8.50	\$2,206,719
Pelican Bay - Bay Colony	8	3	32.00	\$6,583,345
Pelican Marsh	26	58	5.38	\$1,000,866
Pine Ridge	34	32	12.75	\$1,949,732
Port Royal	48	31	18.58	\$9,680,000
Quail Creek	11	25	5.28	\$1,023,956
Quail West	41	50	9.84	\$1,955,978
Royal Harbor	25	27	11.11	\$2,297,815
Tiburon	7	12	7.00	\$1,674,583
Vanderbilt Beach	30	29	12.41	\$1,780,080
Vineyards	35	58	7.24	\$693,563

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 1, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	62	89	8.36	\$397,069
Crayton Road Area Waterfront	187	245	9.16	\$1,464,786
The Dunes	26	41	7.61	\$1,068,451
Grey Oaks	3	10	3.60	\$829,600
Kensington	17	9	22.67	\$478,944
Lely Resort	86	179	5.77	\$312,075
Mediterra	24	13	22.15	\$567,910
Olde Naples	81	116	8.38	\$954,072
Pelican Bay	133	242	6.60	\$1,152,161
Pelican Bay - Bay Colony	25	14	21.43	\$2,681,750
Pelican Marsh	33	65	6.09	\$414,106
Pine Ridge	6	17	4.24	\$209,706
Tiburon	20	38	6.32	\$786,333
Vanderbilt Beach	86	93	11.10	\$903,944
Vineyards	52	124	5.03	\$343,876

MARCO ISLAND

MARKET REPORT - MAY 2020



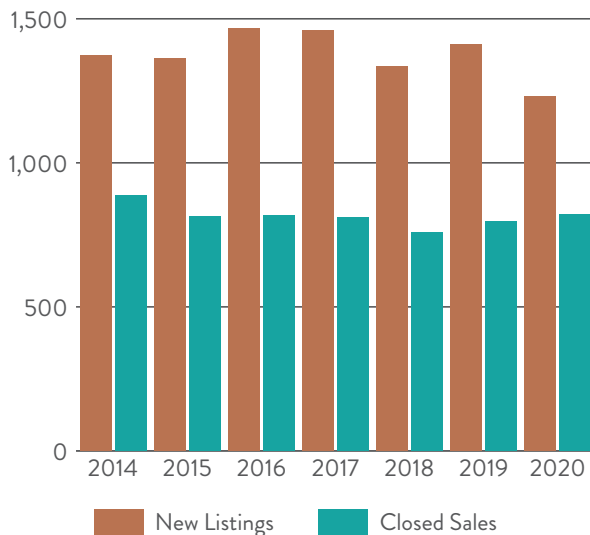
Data Represented on 12-Month Rolling Basis.

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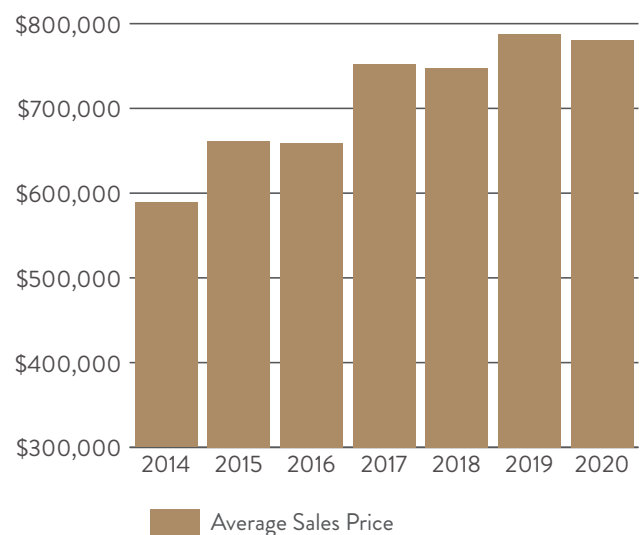
	2014	2015	2016	2017	2018	2019	2020
Listed	1,372	1,362	1,467	1,461	1,334	1,411	1,232
Sold	887	814	816	810	758	796	821
Avg. Sale \$	\$589,102	\$661,111	\$659,491	\$752,239	\$747,320	\$787,824	\$780,712



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 821 properties sold, sales were up 3.1% over the preceding 12-month period when 796 properties were sold. New listings were down 12.7%, from 1,411 to 1,232. The average sales price, at \$780,712, was down .9% from \$787,824. As of May 31, 2020, inventory stood at 597 units while months of supply was 8.73 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 1, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	93	109	10.24	\$1,718,564
Golf Course	5	17	3.53	\$564,863
Gulf Front	1	0	—	—
Indirect Waterfront	78	150	6.24	\$978,234
Inland	59	98	7.22	\$562,852
Preserve	8	8	12.00	\$1,191,875

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	86	90	11.47	\$350,976
Golf Course	2	1	24.00	\$483,000
Gulf Front	157	176	10.70	\$805,705
Gulf View	24	25	11.52	\$715,640
Indirect Waterfront	17	22	9.27	\$380,632
Inland	59	118	6.00	\$248,324
Preserve	8	7	13.71	\$471,429

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	81	99	9.82	\$756,816
Isles Of Capri	20	18	13.33	\$771,250
Naples Reserve	54	90	7.20	\$521,376
Winding Cypress	17	23	8.87	\$562,680

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	52	117	5.33	\$299,197
Hammock Bay Golf and Country Club	24	31	9.29	\$470,613
Isles Of Capri	15	16	11.25	\$473,369

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BONITA SPRINGS - ESTERO

MARKET REPORT - MAY 2020

Data Represented on 12-Month Rolling Basis.

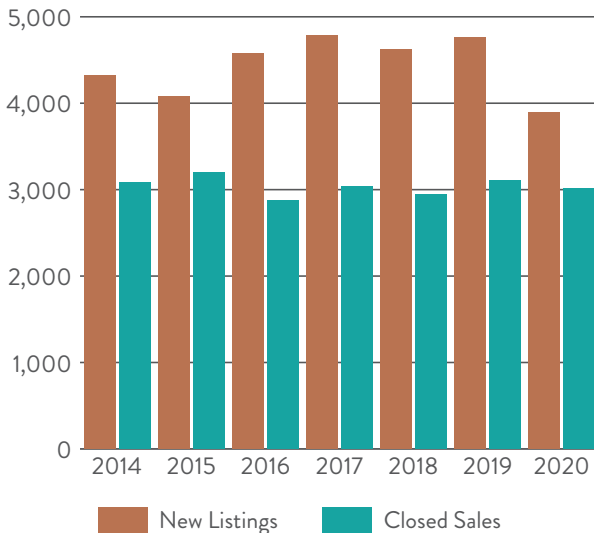


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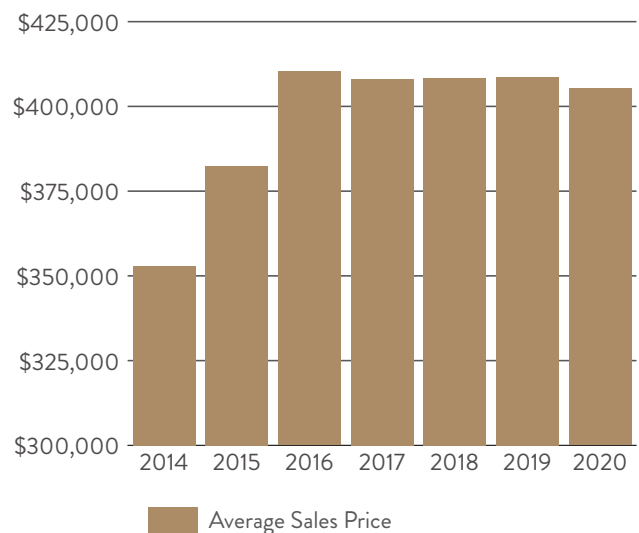
	2014	2015	2016	2017	2018	2019	2020
Listed	4,321	4,080	4,582	4,782	4,617	4,758	3,889
Sold	3,088	3,203	2,879	2,040	2,950	3,112	3,011
Avg. Sale \$	\$352,915	\$382,411	\$410,299	\$408,023	\$408,428	\$408,747	\$405,295



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,011 properties sold, sales were down 3.3% over the preceding 12-month period when 3,112 properties were sold. New listings were down 18.3%, from 4,758 to 3,889. The average sales price, at \$405,295, was down .8% from \$408,747. As of May 31, 2020, inventory stood at 1,249 units while months of supply was 4.98 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - MAY 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	23	13	21.23	\$3,575,000
Bonita Bay	21	57	4.42	\$1,229,372
Brooks	49	75	7.84	\$693,509
Palmira Golf and Country Club	17	41	4.98	\$598,329
Pelican Landing	30	46	7.83	\$752,885
Pelican Landing - The Colony	10	7	17.14	\$1,398,429
Pelican Sound	0	7	—	\$695,000
West Bay Club	18	17	12.71	\$1,127,803

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	10	15	8.00	\$1,725,500
Bonita Bay	72	110	7.85	\$748,182
Brooks	48	118	4.88	\$273,483
Palmira Golf and Country Club	12	21	6.86	\$330,320
Pelican Landing	32	70	5.49	\$348,322
Pelican Landing - The Colony	41	62	7.94	\$886,826
Pelican Sound	3	56	0.64	\$300,005
West Bay Club	12	24	6.00	\$461,667

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FORT MYERS

MARKET REPORT - MAY 2020

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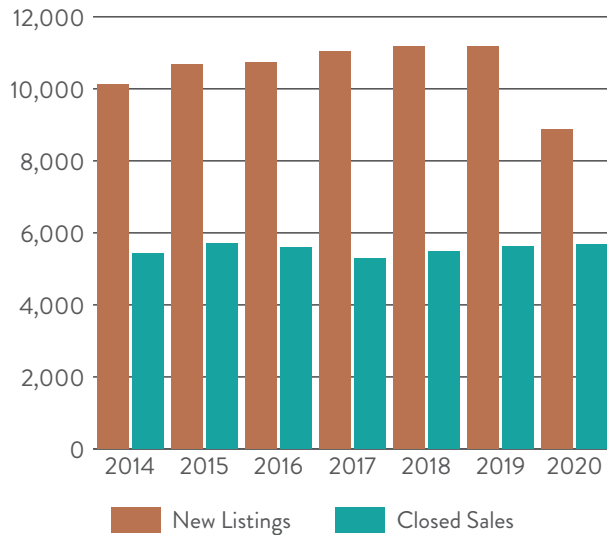


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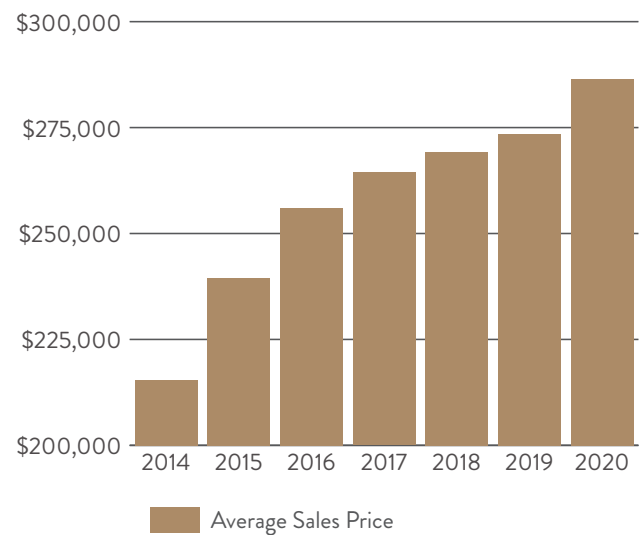
	2014	2015	2016	2017	2018	2019	2020
Listed	10,132	10,684	10,732	11,039	11,169	11,171	8,879
Sold	5,420	5,710	5,604	5,297	5,497	5,613	5,675
Avg. Sale \$	\$215,481	\$239,469	\$256,012	\$264,364	\$269,284	\$273,431	\$286,404



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,675 properties sold, sales were up 1.1% over the preceding 12-month period when 5,613 properties were sold. New listings were down 20.5%, from 11,171 to 8,879. The average sales price, at \$286,404, was up 4.7% from \$273,431. As of May 31, 2020, inventory stood at 1,951 units while months of supply was 4.13 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	14	29	5.79	\$518,303
Colonial Country Club	9	19	5.68	\$352,179
Crown Colony	8	28	3.43	\$581,518
Fiddlesticks Country Club	16	20	9.60	\$487,420
The Forest	9	17	6.35	\$446,235
Gulf Harbour Yacht And Country Club	17	33	6.18	\$728,065
Miromar Lakes Beach And Golf Club	48	28	20.57	\$1,419,909
Parker Lakes	5	35	1.71	\$250,863
Paseo	9	25	4.32	\$467,096
The Plantation	44	107	4.93	\$424,095
Shadow Wood Preserve	7	11	7.64	\$795,073
Town And River	15	22	8.18	\$749,905

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	39	78	6.00	\$191,018
Crown Colony	3	13	2.77	\$250,954
Downtown Fort Myers	110	132	10.00	\$286,851
Fiddlesticks Country Club	8	15	6.40	\$114,333
Gulf Harbour Yacht And Country Club	45	80	6.75	\$423,362
Miromar Lakes Beach And Golf Club	36	43	10.05	\$587,558
Parker Lakes	13	32	4.88	\$185,631
Paseo	37	73	6.08	\$231,801
The Plantation	10	31	3.87	\$280,334
Shadow Wood Preserve	6	10	7.20	\$270,700
Town And River	0	4	—	\$172,200

FORT MYERS BEACH

MARKET REPORT - MAY 2020



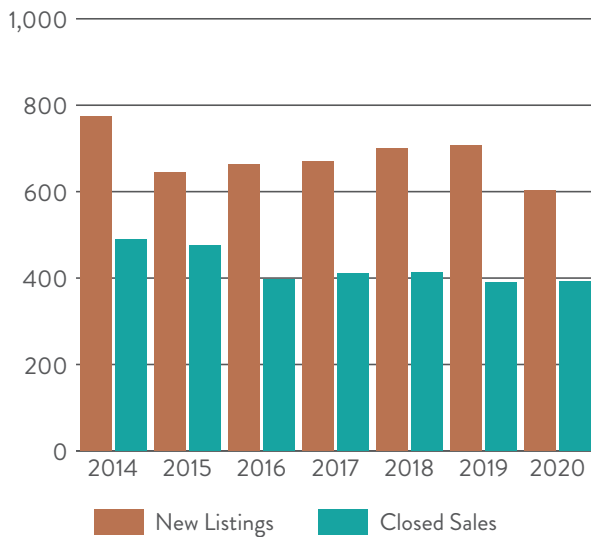
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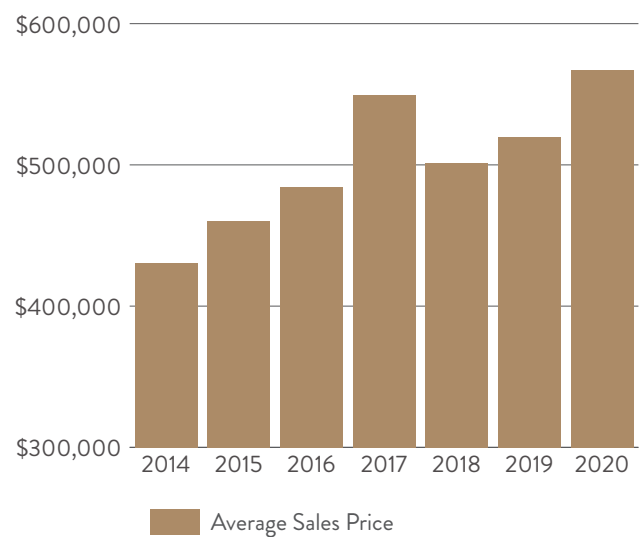
	2014	2015	2016	2017	2018	2019	2020
Listed	773	644	663	670	701	706	602
Sold	489	476	398	411	413	389	393
Avg. Sale \$	\$430,372	\$460,364	\$484,146	\$549,334	\$501,432	\$519,793	\$567,250



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 393 properties sold, sales were up 1% over the preceding 12-month period when 389 properties were sold. New listings were down 14.7%, from 706 to 602. The average sales price, at \$567,250, was up 9.1% from \$519,793. As of May 31, 2020, inventory stood at 258 units while months of supply was 7.88 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	4	7	6.86	\$814,271
Laguna Shores	14	22	7.64	\$1,104,909
Mcphie Park	9	7	15.43	\$949,929

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	3	9	4.00	\$445,556
Ocean Harbor Condo	9	9	12.00	\$488,444
Sandarac Condo	4	9	5.33	\$461,167
Waterside At Bay Beach	14	23	7.30	\$641,659

SANIBEL-CAPTIVA

MARKET REPORT - MAY 2020



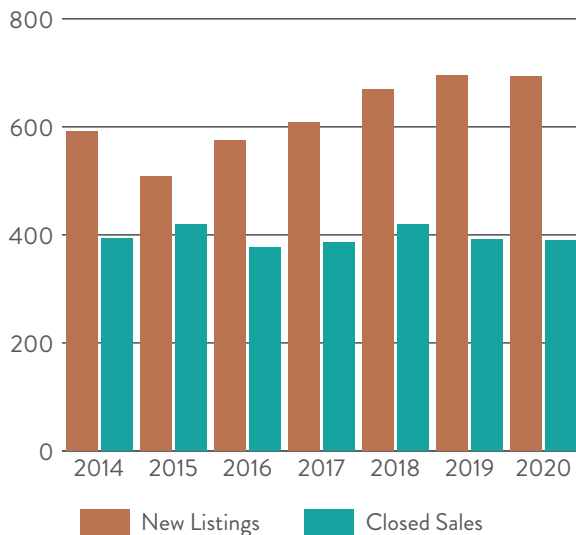
Data Represented on 12-Month Rolling Basis.

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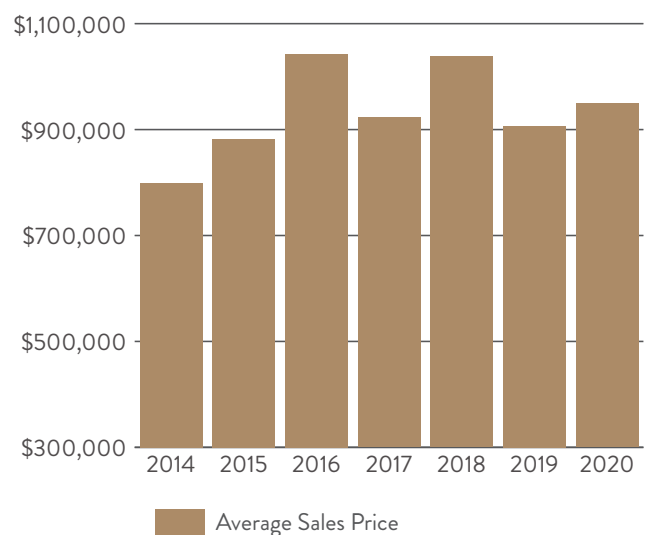
	2014	2015	2016	2017	2018	2019	2020
Listed	591	509	574	609	669	696	693
Sold	393	419	377	386	420	392	390
Avg. Sale \$	\$799,385	\$882,764	\$1,042,588	\$922,984	\$1,037,935	\$906,635	\$949,363



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 390 properties sold, sales were down .5% over the preceding 12-month period when 392 properties were sold. New listings were down .4%, from 696 to 693. The average sales price, at \$949,363, was up 4.7% from \$906,635. As of May 31, 2020, inventory stood at 401 units while months of supply was 12.34 months.

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	7	13	6.46	\$921,630
Captiva Island	80	39	24.62	\$1,831,601
Dunes At Sanibel Island	18	24	9.00	\$684,417
Other Sanibel Island Single-Family	145	161	10.81	\$1,005,315

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	35	21	20.00	\$721,702
Sundial Of Sanibel Condos	10	17	7.06	\$505,794
Other Sanibel Island Condos	105	115	10.96	\$726,277

CAPE CORAL

MARKET REPORT - MAY 2020

Data Represented on 12-Month Rolling Basis.



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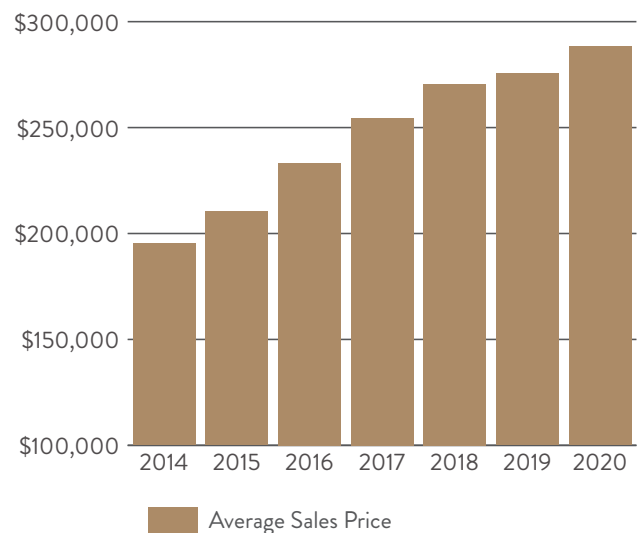
	2014	2015	2016	2017	2018	2019	2020
Listed	8,121	8,010	8,226	8,000	8,587	8,834	7,677
Sold	4,960	5,562	5,717	5,587	5,869	5,734	5,960
Avg. Sale \$	\$195,341	\$210,321	\$233,368	\$254,421	\$270,560	\$275,532	\$288,273



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,960 properties sold, sales were up 3.9% over the preceding 12-month period when 5,734 properties were sold. New listings were down 13.1%, from 8,834 to 7,677. The average sales price, at \$288,273, was up 4.6% from \$275,532. As of May 31, 2020, inventory stood at 1,543 units while months of supply was 3.11 months.

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12-Month Sold Comparison Report for Select Communities

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	13	8.31	\$1,349,308
Cape Royal	8	31	3.10	\$489,658
Tarpon Point Marina	2	1	24.00	\$779,000
Yacht Club	14	26	6.46	\$482,140

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	25	28	10.71	\$397,295
Tarpon Point Marina	32	27	14.22	\$611,093



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!