



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
OCTOBER 2020



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MONTHLY MARKET REPORT

OCTOBER 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 - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.

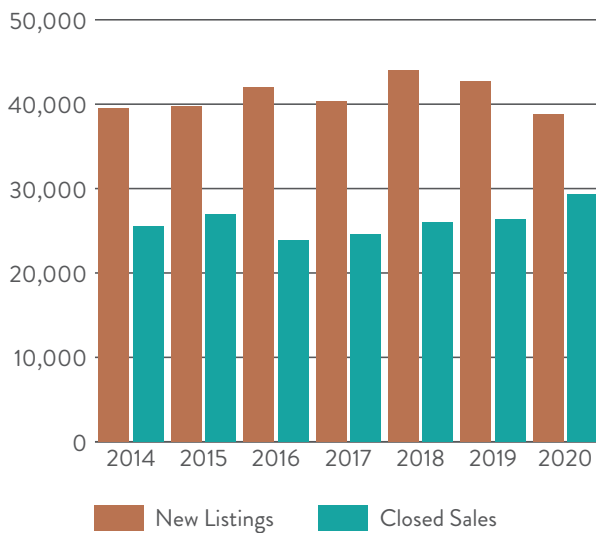


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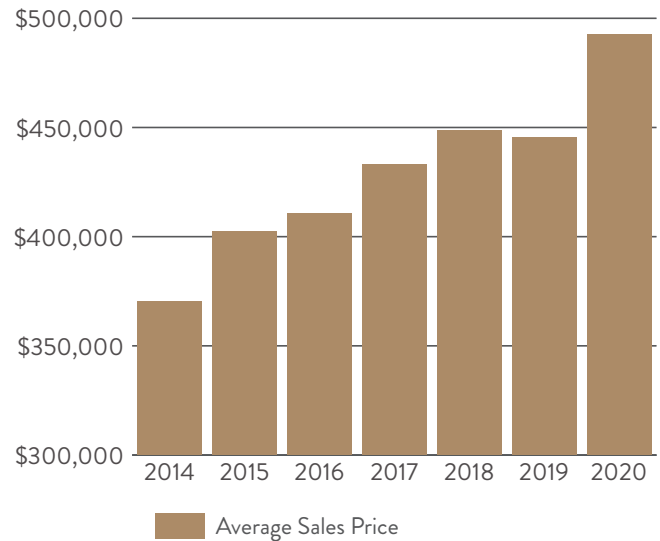
	2014	2015	2016	2017	2018	2019	2020
Listed	39,536	39,787	41,992	40,392	43,983	42,717	38,785
Sold	25,522	26,962	23,903	24,636	25,995	26,370	29,368
Avg. Sale \$	\$370,092	\$402,543	\$410,716	\$432,842	\$448,773	\$445,392	\$492,652



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 29,368 properties sold, sales were up 11.4% over the preceding 12-month period when 26,370 properties were sold. New listings were down 9.2%, from 42,717 to 38,785. The average sales price was up 10.6%, from \$445,392 to \$492,652. As of October 31, 2020, inventory stood at 7,588 units while months of supply was 3.10 months.

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NAPLES

MARKET REPORT - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.

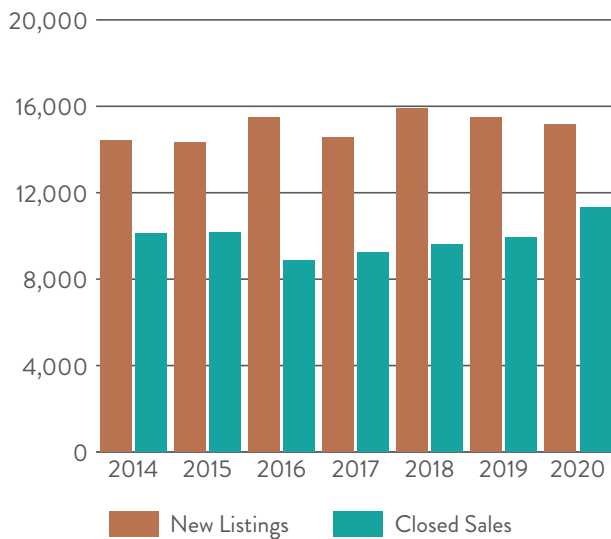


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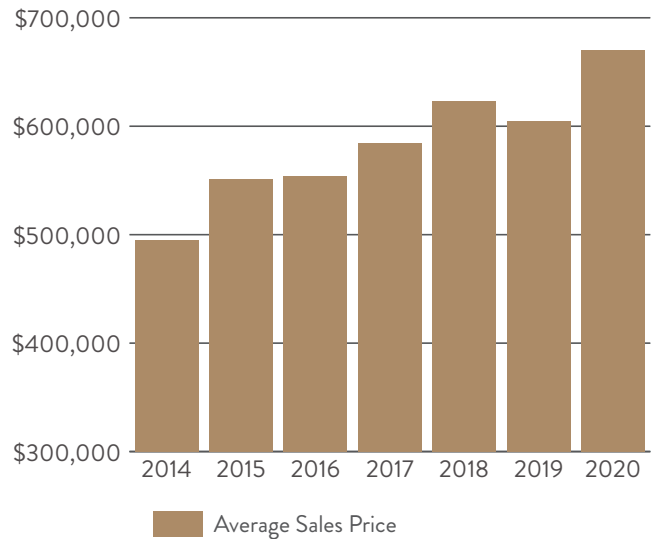
	2014	2015	2016	2017	2018	2019	2020
Listed	14,427	14,325	15,473	15,572	15,897	15,467	15,167
Sold	10,136	10,171	8,860	9,222	9,604	9,949	11,334
Avg. Sale \$	\$494,605	\$551,298	\$553,756	\$584,346	\$623,324	\$604,739	\$670,324



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 11,334 properties sold, sales were up 13.9% over the preceding 12-month period when 9,949 properties were sold. New listings were down 1.9%, from 15,467 to 15,167. The average sales price was up 10.9%, from \$604,739 to \$670,324. As of October 31, 2020, inventory stood at 3,530 units while months of supply was 3.74 months.



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	16	33	5.82	\$4,948,335
Audubon	9	38	2.84	\$1,084,438
Colliers Reserve	2	14	1.71	\$1,465,136
Crayton Road Area Non-Waterfront	63	141	5.36	\$2,066,586
Crayton Road Area Waterfront	4	22	2.18	\$4,705,455
Crossings	2	16	1.50	\$811,588
Grey Oaks	24	63	4.57	\$2,736,875
Kensington	4	15	3.20	\$820,694
Lely Resort	59	130	5.45	\$695,298
Mediterra	35	45	9.33	\$2,091,215
Monterey	7	22	3.82	\$819,409
Olde Cypress	12	39	3.69	\$788,131
Olde Naples	37	86	5.16	\$3,854,035
Pelican Bay	22	56	4.71	\$2,528,268
Pelican Bay - Bay Colony	10	6	20.00	\$6,518,333
Pelican Marsh	22	57	4.63	\$1,063,888
Pine Ridge	22	46	5.74	\$2,279,597
Port Royal	30	37	9.73	\$8,835,000
Quail Creek	9	22	4.91	\$1,191,864
Quail West	16	68	2.82	\$2,087,273
Royal Harbor	15	50	3.60	\$2,579,140
Tiburon	4	17	2.82	\$1,855,824
Vanderbilt Beach	14	42	4.00	\$2,017,698
Vineyards	6	71	1.01	\$676,398

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	58	118	5.90	\$417,500
Crayton Road Area Waterfront	159	287	6.65	\$1,474,376
The Dunes	23	42	6.57	\$1,091,177
Grey Oaks	5	8	7.50	\$884,488
Kensington	15	14	12.86	\$442,921
Lely Resort	68	171	4.77	\$314,700
Mediterra	12	15	9.60	\$552,856
Olde Naples	62	121	6.15	\$918,639
Pelican Bay	122	262	5.59	\$1,019,571
Pelican Bay - Bay Colony	16	27	7.11	\$2,615,815
Pelican Marsh	23	82	3.37	\$400,931
Pine Ridge	2	22	1.09	\$217,773
Tiburon	20	37	6.49	\$794,524
Vanderbilt Beach	55	99	6.67	\$1,017,556
Vineyards	27	133	2.44	\$367,648

MARCO ISLAND

MARKET REPORT - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.



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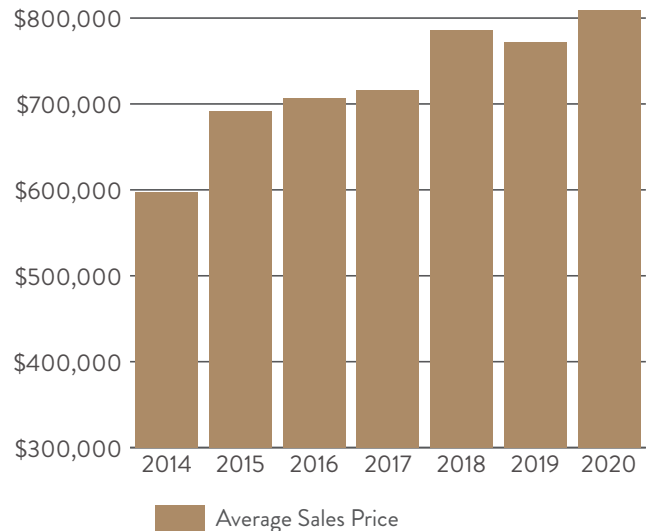
	2014	2015	2016	2017	2018	2019	2020
Listed	1,365	1,345	1,528	1,362	1,376	1,451	1,351
Sold	882	857	755	780	800	790	1,008
Avg. Sale \$	\$596,964	\$691,686	\$707,156	\$715,855	\$785,967	\$771,821	\$809,724



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,008 properties sold, sales were up 27.6% over the preceding 12-month period when 790 properties were sold. New listings were down 6.9%, from 1,451 to 1,351. The average sales price was up 4.9%, from \$771,821 to \$809,724. As of October 31, 2020, inventory stood at 408 units while months of supply was 4.86 months.

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Statistics include Marco Island and Key Marco.



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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	59	150	4.72	\$1,597,442
Golf Course	6	8	9.00	\$510,771
Gulf Front	3	1	36.00	\$3,800,000
Indirect Waterfront	30	184	1.96	\$1,025,541
Inland	24	138	2.09	\$593,554
Preserve	7	11	7.64	\$1,173,224

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	67	104	7.73	\$369,746
Golf Course	0	4	—	\$653,250
Gulf Front	128	205	7.49	\$852,107
Gulf View	19	27	8.44	\$691,963
Indirect Waterfront	7	30	2.80	\$365,022
Inland	51	139	4.40	\$262,175
Preserve	7	7	12.00	\$498,929

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	28	146	2.30	\$793,125
Isles Of Capri	13	23	6.78	\$963,891
Naples Reserve	25	129	2.33	\$551,665
Winding Cypress	7	33	2.55	\$542,672

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	25	144	2.08	\$310,112
Hammock Bay Golf and Country Club	24	32	9.00	\$459,578
Isles Of Capri	12	22	6.55	\$535,541

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BONITA SPRINGS - ESTERO

MARKET REPORT - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.

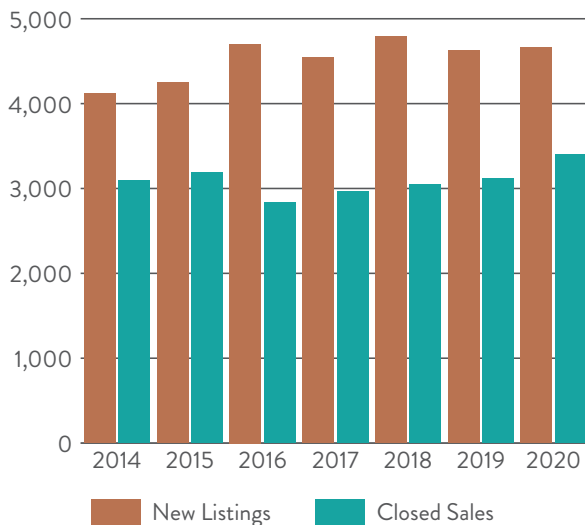


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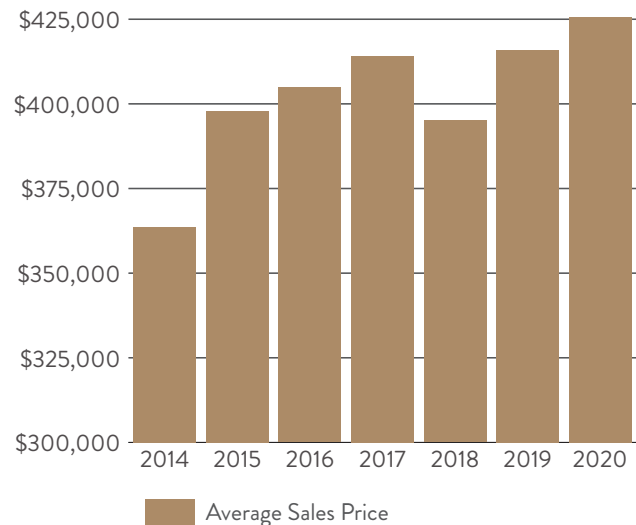
	2014	2015	2016	2017	2018	2019	2020
Listed	4,117	4,250	4,702	4,541	4,795	4,622	4,666
Sold	3,095	3,192	2,836	2,967	3,046	3,122	3,404
Avg. Sale \$	\$363,523	\$397,814	\$404,846	\$414,158	\$395,076	\$415,934	\$425,644



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,404 properties sold, sales were up 9% from the preceding 12-month period when 3,122 properties were sold. New listings were up 1%, from 4,622 to 4,666. The average sales price was up 2.3%, from \$415,934 to \$425,644. As of October 31, 2020, inventory stood at 961 units while months of supply was 3.39 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - OCTOBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	16	22	8.73	\$3,643,636
Bonita Bay	26	58	5.38	\$1,309,466
Brooks	30	69	5.22	\$778,714
Palmira Golf and Country Club	11	43	3.07	\$591,779
Pelican Landing	16	48	4.00	\$759,729
Pelican Landing - The Colony	12	9	16.00	\$1,619,889
Pelican Sound	0	10	—	\$673,500
West Bay Club	9	26	4.15	\$1,158,189

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	8	18	5.33	\$1,619,528
Bonita Bay	68	132	6.18	\$801,335
Brooks	41	130	3.78	\$270,959
Palmira Golf and Country Club	7	28	3.00	\$324,293
Pelican Landing	27	91	3.56	\$347,001
Pelican Landing - The Colony	43	61	8.46	\$847,895
Pelican Sound	1	58	0.21	\$306,639
West Bay Club	8	29	3.31	\$501,290

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FORT MYERS

MARKET REPORT - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.

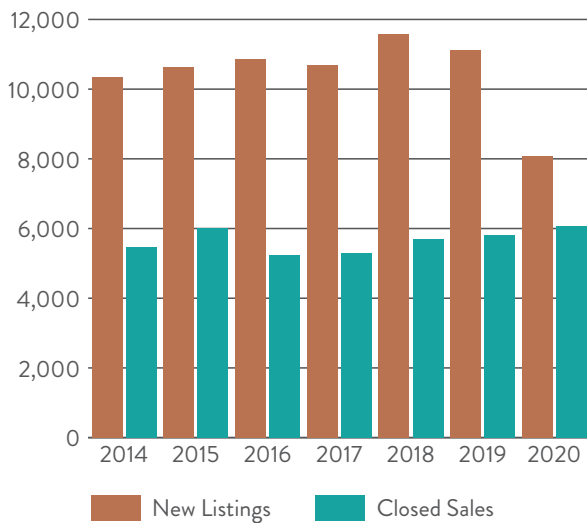


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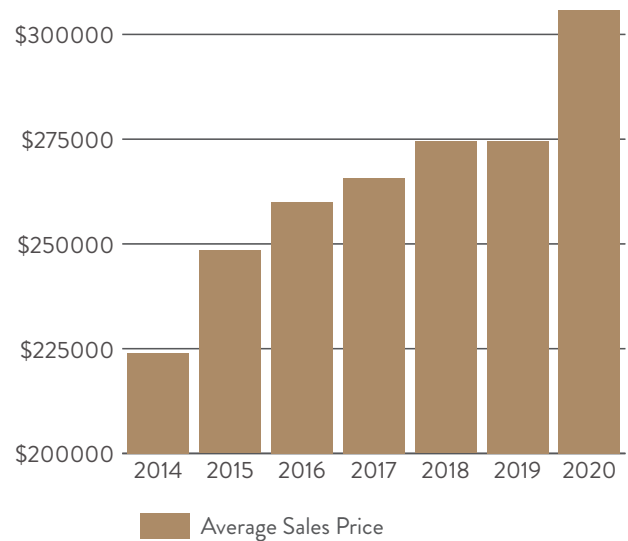
	2014	2015	2016	2017	2018	2019	2020
Listed	10,336	10,626	10,860	10,683	11,585	11,114	8,074
Sold	5,476	6,006	5,223	5,299	5,688	5,807	6,059
Avg. Sale \$	\$224,039	\$248,440	\$259,976	\$265,782	\$274,442	\$274,516	\$305,916



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,059 properties sold, sales were up 4.3% from the preceding 12-month period when 5,807 properties were sold. New listings were down 27.4%, from 11,114 to 8,074. The average sales price was up 11.3%, from \$274,516 to \$305,916. As of October 31, 2020, inventory stood at 1,357 units while months of supply was 2.69 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	10	37	3.24	\$542,049
Colonial Country Club	9	22	4.91	\$372,114
Crown Colony	7	36	2.33	\$568,192
Fiddlesticks Country Club	11	26	5.08	\$519,015
The Forest	3	24	1.50	\$467,938
Gulf Harbour Yacht And Country Club	13	37	4.22	\$816,691
Miromar Lakes Beach And Golf Club	40	51	9.41	\$1,724,520
Parker Lakes	3	31	1.16	\$254,035
Paseo	7	29	2.90	\$484,531
The Plantation	21	129	1.95	\$428,164
Shadow Wood Preserve	4	8	6.00	\$666,788
Town And River	8	30	3.20	\$727,567

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	15	79	2.28	\$193,638
Crown Colony	1	15	0.80	\$249,360
Downtown Fort Myers	85	138	7.39	\$304,259
Fiddlesticks Country Club	7	17	4.94	\$130,887
Gulf Harbour Yacht And Country Club	30	91	3.96	\$473,235
Miromar Lakes Beach And Golf Club	36	53	8.15	\$570,717
Parker Lakes	9	36	3.00	\$189,842
Paseo	37	88	5.05	\$229,358
The Plantation	6	36	2.00	\$281,344
Shadow Wood Preserve	4	10	4.80	\$273,700
Town And River	1	2	6.00	\$193,500

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FORT MYERS BEACH

MARKET REPORT - OCTOBER 2020



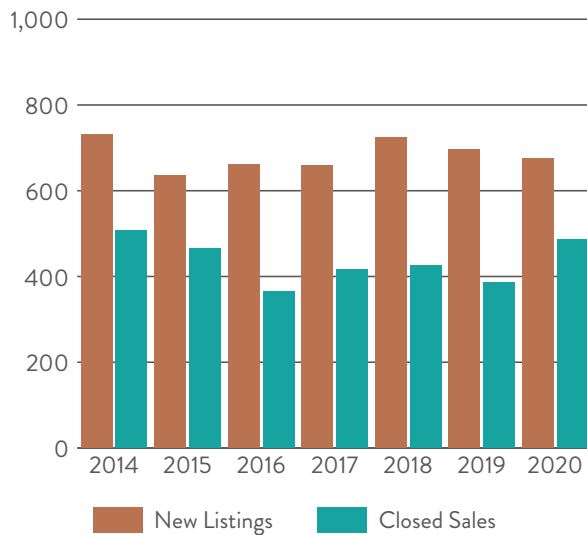
Data Represented on 12-Month Rolling Basis.

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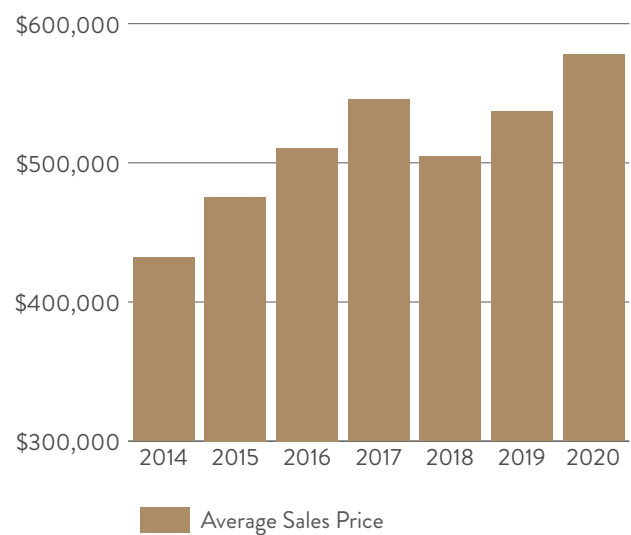
	2014	2015	2016	2017	2018	2019	2020
Listed	731	635	661	658	723	695	676
Sold	507	465	365	416	425	386	487
Avg. Sale \$	\$431,739	\$475,387	\$510,717	\$545,630	\$504,627	\$537,128	\$577,994



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 487 properties sold, sales were up 26.2% from the preceding 12-month period when 386 properties were sold. New listings were down 2.7%, from 695 to 676. The average sales price was up 7.6%, from \$537,128 to \$577,994. As of October 31, 2020, inventory stood at 186 units while months of supply was 4.58 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	1	11	1.09	\$862,000
Laguna Shores	7	26	3.23	\$779,038
Mcphie Park	3	13	2.77	\$594,692

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	9	6.67	\$467,500
Ocean Harbor Condo	4	12	4.00	\$526,333
Sandarac Condo	2	9	2.67	\$487,722
Waterside At Bay Beach	13	22	7.09	\$641,382

SANIBEL-CAPTIVA

MARKET REPORT - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.

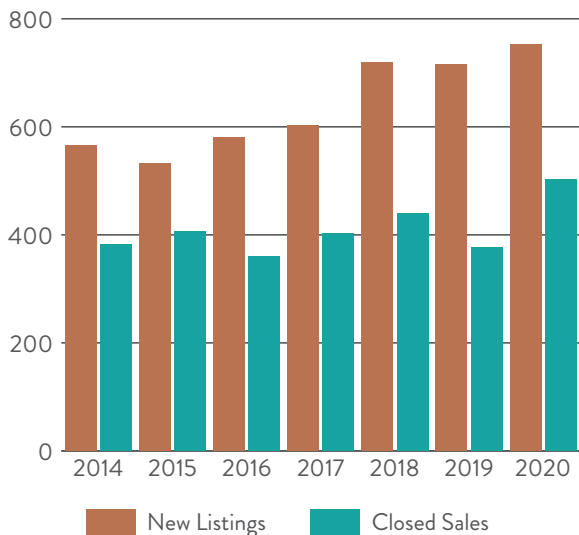


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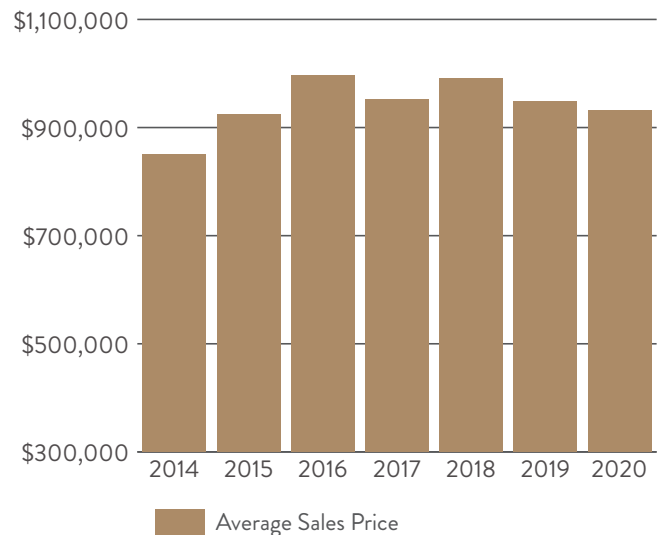
	2014	2015	2016	2017	2018	2019	2020
Listed	566	533	580	603	719	715	752
Sold	382	407	360	402	439	377	503
Avg. Sale \$	\$849,021	\$943,413	\$969,924	\$964,261	\$1,007,893	\$939,096	\$930,872



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 503 properties sold, sales were up 33.4% over the preceding 12-month period when 377 properties were sold. New listings were up 5.2%, from 715 to 752. The average sales price was down .9%, from \$939,096 to \$930,872. As of October 31, 2020, inventory stood at 243 units while months of supply was 5.80 months.

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	4	16	3.00	\$918,496
Captiva Island	53	59	10.78	\$1,556,360
Dunes At Sanibel Island	3	34	1.06	\$704,824
Other Sanibel Island Single-Family	67	214	3.76	\$973,201

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	18	26	8.31	\$694,490
Sundial Of Sanibel Condos	9	15	7.20	\$559,700
Other Sanibel Island Condos	89	139	7.68	\$731,989

CAPE CORAL

MARKET REPORT - OCTOBER 2020

Data Represented on 12-Month Rolling Basis.

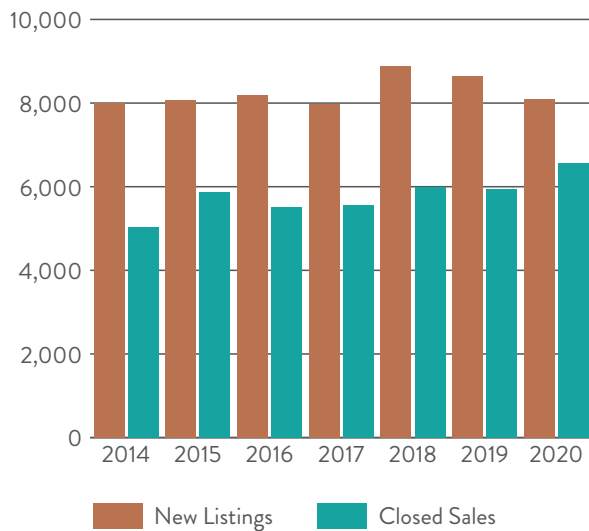


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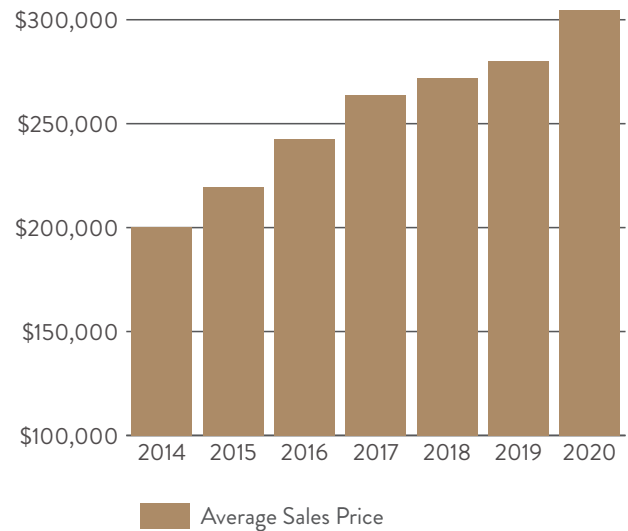
	2014	2015	2016	2017	2018	2019	2020
Listed	7,994	8,073	8,188	7,973	8,888	8,653	8,099
Sold	5,044	5,864	5,504	5,550	5,993	6,939	6,573
Avg. Sale \$	\$200,336	\$219,366	\$242,658	\$263,871	\$271,831	\$280,273	\$304,640



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,573 properties sold, sales were up 10.7% over the preceding 12-month period when 6,939 properties were sold. New listings were down 6.4%, from 8,653 to 8,099. The average sales price was up 8.7%, from \$280,273 to \$304,640. As of October 31, 2020, inventory stood at 903 units while months of supply was 1.65 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	14	13	12.92	\$1,099,077
Cape Royal	2	32	0.75	\$509,450
Tarpon Point Marina	0	5	—	\$1,172,800
Yacht Club	6	28	2.57	\$517,393

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	38	2.84	\$404,925
Tarpon Point Marina	17	34	6.00	\$589,735



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!