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MONTHLY MARKET REPORT  
SEPTEMBER 2020



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# MONTHLY MARKET REPORT

## SEPTEMBER 2020

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# SOUTHWEST FLORIDA

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.

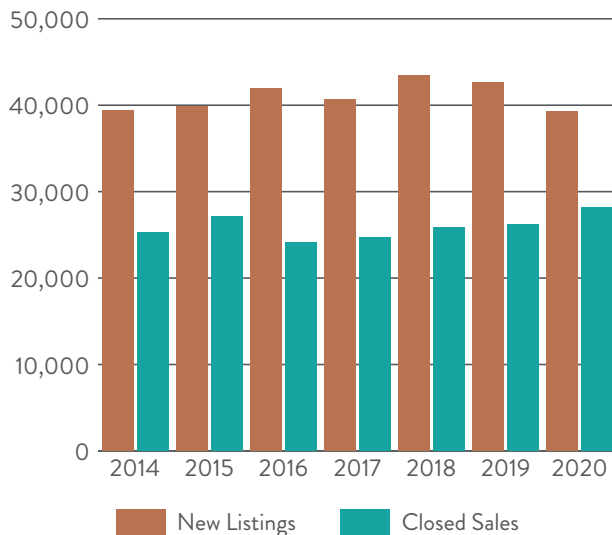


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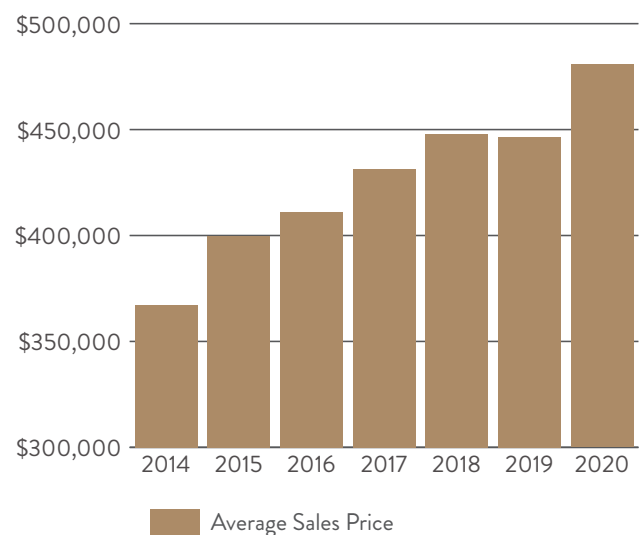
	2014	2015	2016	2017	2018	2019	2020
Listed	39,391	39,832	41,998	40,702	43,405	42,625	39,306
Sold	25,308	27,102	24,102	24,655	25,842	26,191	28,158
Avg. Sale \$	\$367,321	\$399,751	\$410,953	\$431,408	\$447,765	\$446,528	\$480,741



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 28,158 properties sold, sales were up 7.5% over the preceding 12-month period when 26,191 properties were sold. New listings were down 7.8%, from 42,625 to 39,306. The average sales price was up 7.7%, from \$446,528 to \$480,741. As of September 30, 2020, inventory stood at 7,928 units while months of supply was 3.38 months.

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# NAPLES

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.

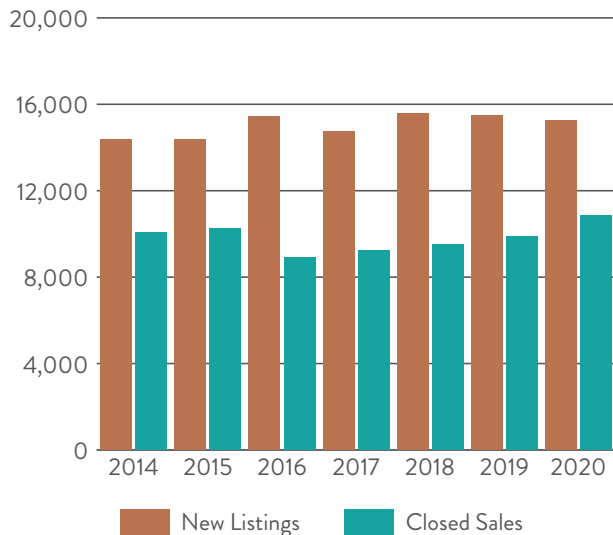


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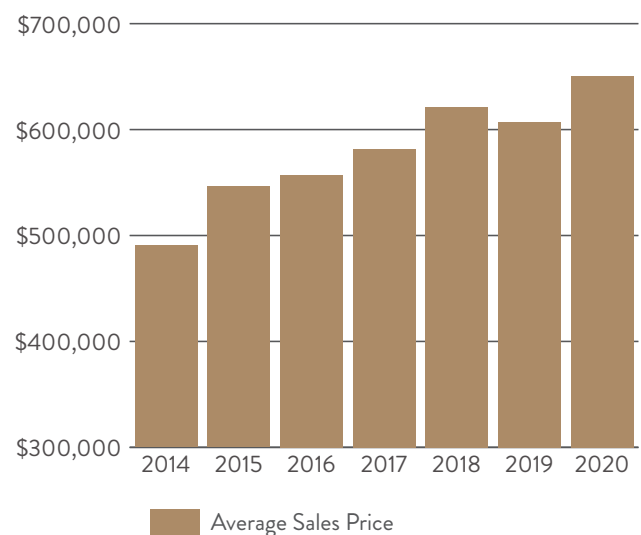
	2014	2015	2016	2017	2018	2019	2020
Listed	14,370	14,365	15,440	15,757	15,564	15,471	15,260
Sold	10,050	10,273	8,924	9,223	9,528	9,868	10,856
Avg. Sale \$	\$490,448	\$546,376	\$557,205	\$581,856	\$621,364	\$607,449	\$650,667



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 10,856 properties sold, sales were up 10% over the preceding 12-month period when 9,868 properties were sold. New listings were down 1.4%, from 15,471 to 15,260. The average sales price was up 7.1%, from \$607,449 to \$650,667. As of September 30, 2020, inventory stood at 3,657 units while months of supply was 4.04 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	19	29	7.86	\$4,957,347
Audubon	15	30	6.00	\$978,255
Colliers Reserve	6	13	5.54	\$1,565,146
Crayton Road Area Non-Waterfront	70	126	6.67	\$2,078,240
Crayton Road Area Waterfront	6	20	3.60	\$4,696,250
Crossings	6	13	5.54	\$844,646
Grey Oaks	26	46	6.78	\$2,751,253
Kensington	5	14	4.29	\$836,815
Lely Resort	62	116	6.41	\$698,836
Mediterra	42	32	15.75	\$2,514,030
Monterey	6	20	3.60	\$811,425
Olde Cypress	14	36	4.67	\$760,059
Olde Naples	41	79	6.23	\$3,913,658
Pelican Bay	21	42	6.00	\$2,841,155
Pelican Bay - Bay Colony	8	2	48.00	\$8,825,000
Pelican Marsh	22	60	4.40	\$1,052,193
Pine Ridge	21	42	6.00	\$2,175,511
Port Royal	37	35	12.69	\$8,707,000
Quail Creek	10	21	5.71	\$1,109,571
Quail West	21	63	4.00	\$2,065,744
Royal Harbor	11	44	3.00	\$2,670,386
Tiburon	5	10	6.00	\$1,715,500
Vanderbilt Beach	15	41	4.39	\$1,933,252
Vineyards	14	67	2.51	\$677,527

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Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	59	108	6.56	\$428,555
Crayton Road Area Waterfront	158	269	7.05	\$1,497,639
The Dunes	23	41	6.73	\$1,078,793
Grey Oaks	5	15	4.00	\$1,421,500
Kensington	14	11	15.27	\$451,182
Lely Resort	66	173	4.58	\$305,812
Mediterra	16	24	8.00	\$910,147
Olde Naples	61	121	6.05	\$924,040
Pelican Bay	122	262	5.59	\$1,036,115
Pelican Bay - Bay Colony	15	27	6.67	\$2,699,148
Pelican Marsh	26	74	4.22	\$399,334
Pine Ridge	5	19	3.16	\$212,421
Tiburon	18	40	5.40	\$776,235
Vanderbilt Beach	66	96	8.25	\$957,245
Vineyards	32	123	3.12	\$355,689

# MARCO ISLAND

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.

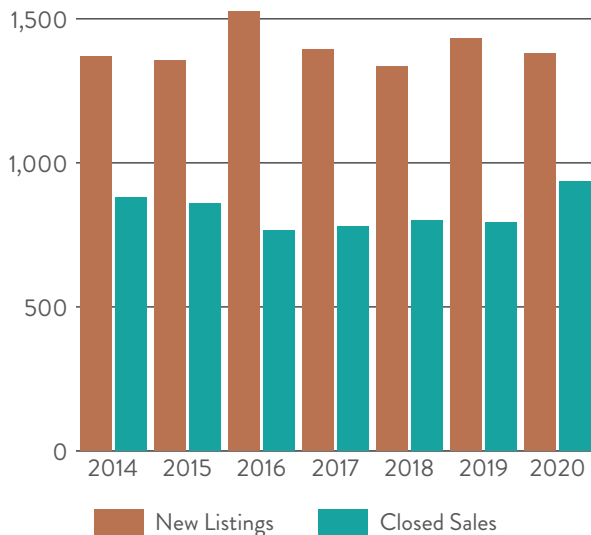


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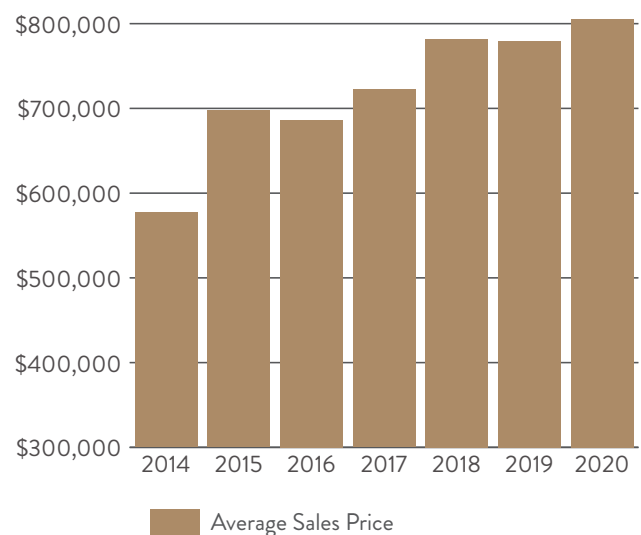
	2014	2015	2016	2017	2018	2019	2020
Listed	1,370	1,356	1,525	1,392	1,336	1,433	1,380
Sold	880	860	767	778	799	793	936
Avg. Sale \$	\$577,225	\$697,596	\$686,607	\$722,238	\$781,542	\$779,338	\$805,653



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 936 properties sold, sales were up 18% over the preceding 12-month period when 793 properties were sold. New listings were down 3.7%, from 1,433 to 1,380. The average sales price was up 3.4%, from \$779,338 to \$805,653. As of September 30, 2020, inventory stood at 445 units while months of supply was 5.71 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	63	142	5.32	\$1,595,439
Golf Course	4	11	4.36	\$556,379
Gulf Front	3	1	36.00	\$3,800,000
Indirect Waterfront	35	178	2.36	\$1,017,205
Inland	32	126	3.05	\$586,397
Preserve	6	10	7.20	\$1,056,547

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	67	96	8.38	\$354,705
Golf Course	0	4	0.00	\$653,250
Gulf Front	144	177	9.76	\$846,424
Gulf View	19	26	8.77	\$688,212
Indirect Waterfront	14	27	6.22	\$375,691
Inland	51	130	4.71	\$261,103
Preserve	7	8	10.50	\$471,875

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	33	130	3.05	\$749,159
Isles Of Capri	15	25	7.20	\$928,180
Naples Reserve	28	114	2.95	\$532,510
Winding Cypress	10	31	3.87	\$545,671

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	34	130	3.14	\$307,327
Hammock Bay Golf and Country Club	20	33	7.27	\$465,985
Isles Of Capri	11	22	6.00	\$533,586

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Statistics include Marco Island and Key Marco.



# BONITA SPRINGS - ESTERO

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.

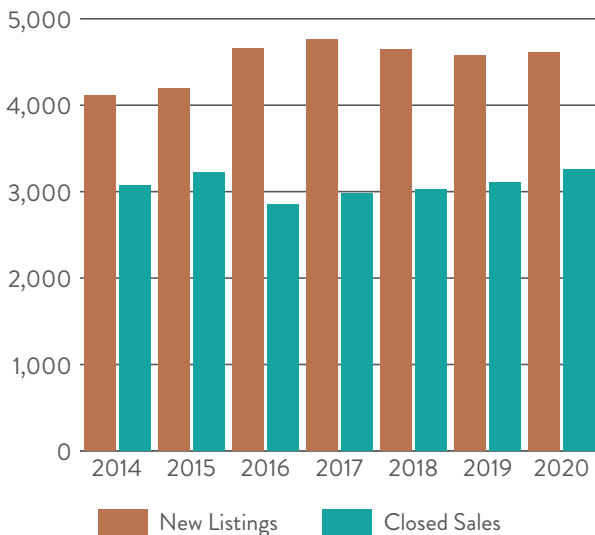


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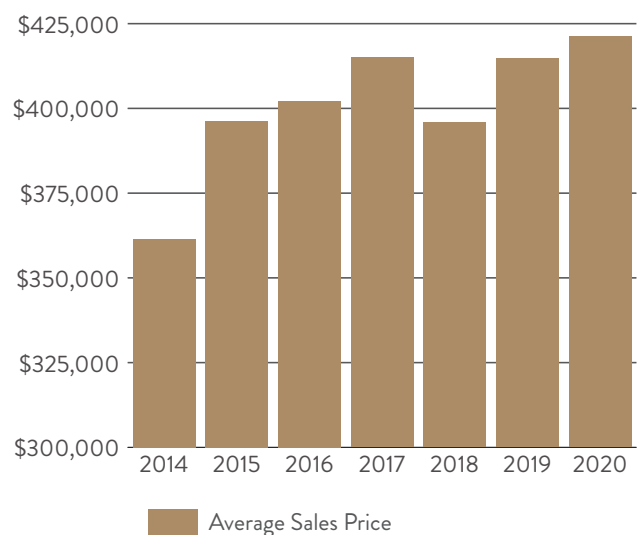
	2014	2015	2016	2017	2018	2019	2020
Listed	4,113	4,193	4,659	4,767	4,643	4,572	4,614
Sold	3,070	3,225	2,850	2,976	3,025	3,107	3,257
Avg. Sale \$	\$361,506	\$396,382	\$402,146	\$414,978	\$395,847	\$414,690	\$421,178



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 3,257 properties sold, sales were up 4.8% from the preceding 12-month period when 3,107 properties were sold. New listings were up .9%, from 4,572 to 4,614. The average sales price was up 1.6%, from \$414,690 to \$421,178. As of September 30, 2020, inventory stood at 980 units while months of supply was 3.61 months.

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# BONITA SPRINGS - ESTERO

MARKET REPORT - SEPTEMBER 2020



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	13	16	9.75	\$3,647,500
Bonita Bay	30	46	7.83	\$1,454,371
Brooks	30	70	5.14	\$787,826
Palmira Golf and Country Club	14	41	4.10	\$599,439
Pelican Landing	19	38	6.00	\$752,879
Pelican Landing - The Colony	11	8	16.50	\$1,477,375
Pelican Sound	0	8	—	\$658,125
West Bay Club	13	22	7.09	\$1,162,405

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	4	16	3.00	\$1,627,594
Bonita Bay	64	142	5.41	\$794,492
Brooks	39	124	3.77	\$267,515
Palmira Golf and Country Club	6	28	2.57	\$324,740
Pelican Landing	22	87	3.03	\$352,892
Pelican Landing - The Colony	50	60	10.00	\$847,718
Pelican Sound	4	55	0.87	\$311,596
West Bay Club	10	27	4.44	\$488,793

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# FORT MYERS

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.

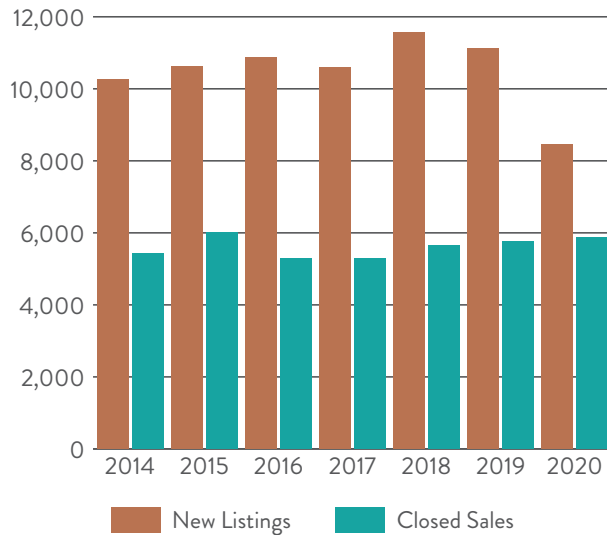


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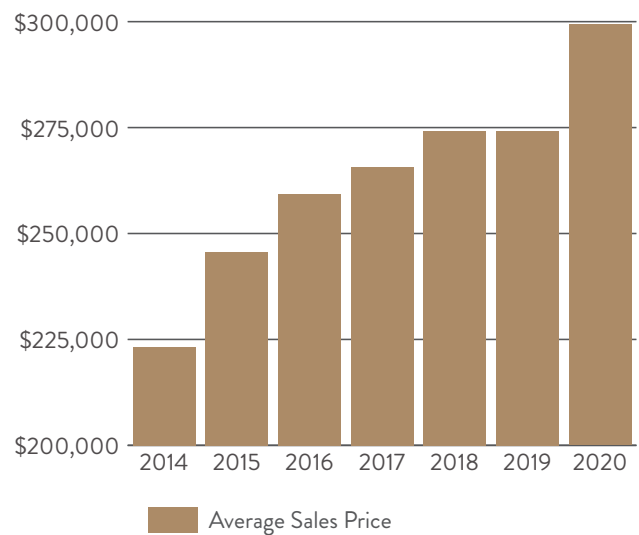
	2014	2015	2016	2017	2018	2019	2020
Listed	10,261	10,623	10,875	10,606	11,580	11,133	8,457
Sold	5,418	6,005	5,290	5,294	5,662	5,754	5,877
Avg. Sale \$	\$223,277	\$245,702	\$259,281	\$265,663	\$274,267	\$274,137	\$299,307



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,877 properties sold, sales were up 2.1% from the preceding 12-month period when 5,754 properties were sold. New listings were down 24%, from 11,133 to 8,457. The average sales price was up 9.2%, from \$274,137 to \$299,307. As of September 30, 2020, inventory stood at 1,447 units while months of supply was 2.95 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	10	37	3.24	\$536,586
Colonial Country Club	13	20	7.80	\$374,675
Crown Colony	6	32	2.25	\$569,531
Fiddlesticks Country Club	11	24	5.50	\$520,392
The Forest	9	25	4.32	\$438,840
Gulf Harbour Yacht And Country Club	13	26	6.00	\$914,602
Miromar Lakes Beach And Golf Club	41	42	11.71	\$1,689,798
Parker Lakes	1	27	0.44	\$252,207
Paseo	10	28	4.29	\$498,193
The Plantation	25	118	2.54	\$428,129
Shadow Wood Preserve	5	8	7.50	\$615,225
Town And River	9	31	3.48	\$717,000

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	32	75	5.12	\$193,868
Crown Colony	3	15	2.40	\$249,360
Downtown Fort Myers	101	135	8.98	\$303,453
Fiddlesticks Country Club	7	15	5.60	\$124,538
Gulf Harbour Yacht And Country Club	35	85	4.94	\$470,182
Miromar Lakes Beach And Golf Club	35	47	8.94	\$565,277
Parker Lakes	7	30	2.80	\$189,873
Paseo	34	86	4.74	\$229,074
The Plantation	5	36	1.67	\$282,494
Shadow Wood Preserve	4	9	5.33	\$278,333
Town And River	1	1	12.00	\$175,000

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# FORT MYERS BEACH

## MARKET REPORT - SEPTEMBER 2020



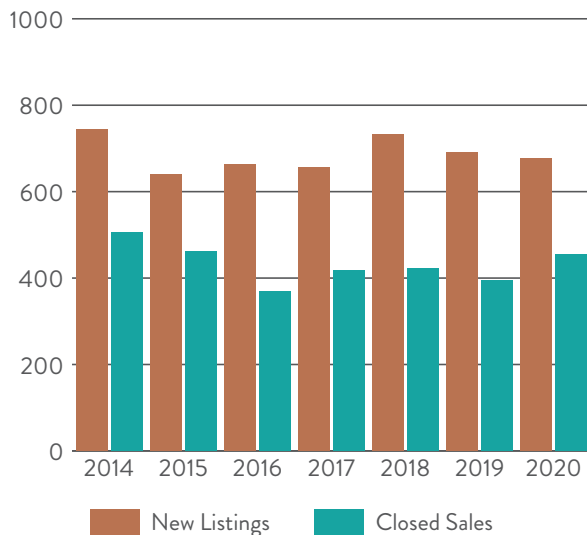
Data Represented on 12-Month Rolling Basis.

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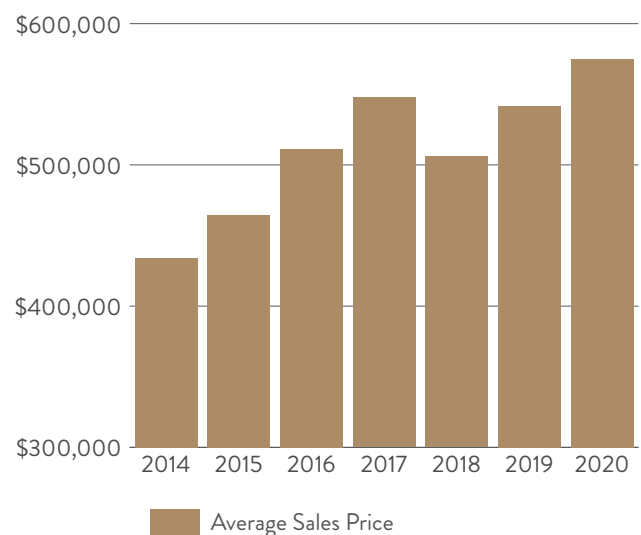
	2014	2015	2016	2017	2018	2019	2020
Listed	743	640	664	655	733	690	676
Sold	506	462	370	417	423	394	455
Avg. Sale \$	\$434,009	\$464,344	\$511,057	\$547,788	\$505,908	\$541,619	\$575,160



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 455 properties sold, sales were up 15.5% from the preceding 12-month period when 394 properties were sold. New listings were down 2%, from 690 to 676. The average sales price was up 6.2%, from \$541,619 to \$575,160. As of September 30, 2020, inventory stood at 196 units while months of supply was 5.17 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	2	11	2.18	\$802,082
Laguna Shores	7	24	3.50	\$781,250
Mcphie Park	1	11	1.09	\$611,000

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	3	11	3.27	\$463,773
Ocean Harbor Condo	5	9	6.67	\$514,556
Sandarac Condo	3	8	4.50	\$492,438
Waterside At Bay Beach	16	21	9.14	\$637,163



# SANIBEL-CAPTIVA

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.



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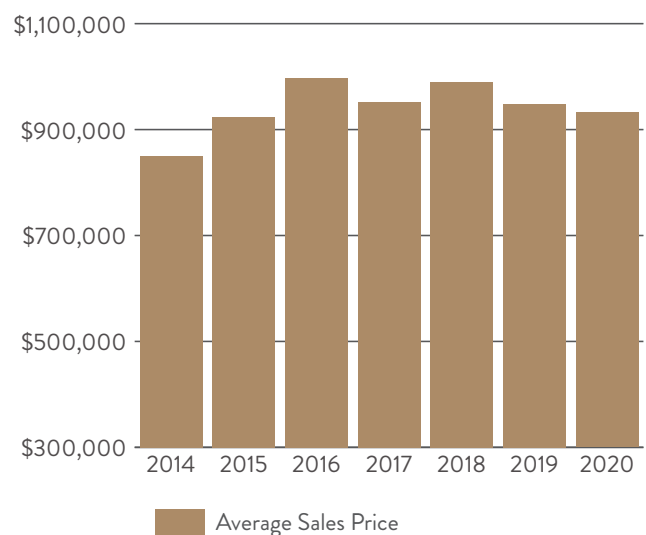
	2014	2015	2016	2017	2018	2019	2020
Listed	570	517	575	604	689	703	791
Sold	382	407	366	395	451	372	462
Avg. Sale \$	\$850,274	\$923,643	\$997,251	\$951,453	\$990,003	\$948,808	\$932,522



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 462 properties sold, sales were up 24.2% over the preceding 12-month period when 372 properties were sold. New listings were up 12.5%, from 703 to 791. The average sales price was down 1.7%, from \$948,808 to \$932,522. As of September 30, 2020, inventory stood at 263 units while months of supply was 6.83 months.

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# SANIBEL-CAPTIVA

MARKET REPORT - SEPTEMBER 2020



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	5	15	4.00	\$934,730
Captiva Island	62	53	14.04	\$1,508,244
Dunes At Sanibel Island	2	34	0.71	\$691,338
Other Sanibel Island Single-Family	72	194	4.45	\$988,679

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	20	22	10.91	\$811,443
Sundial Of Sanibel Condos	10	14	8.57	\$549,679
Other Sanibel Island Condos	92	131	8.43	\$734,435

# CAPE CORAL

## MARKET REPORT - SEPTEMBER 2020

Data Represented on 12-Month Rolling Basis.

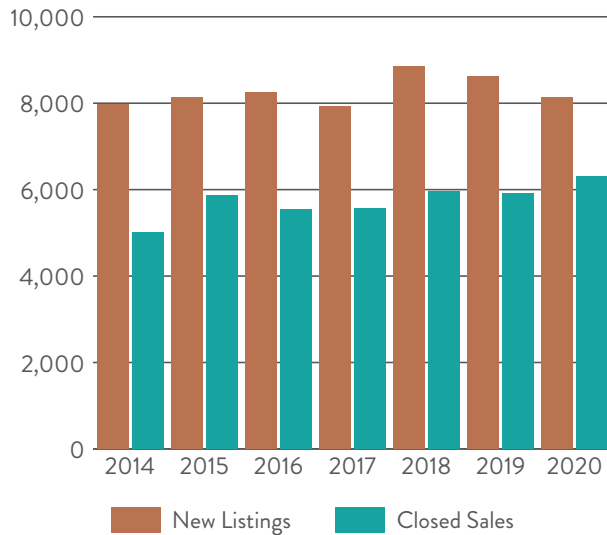


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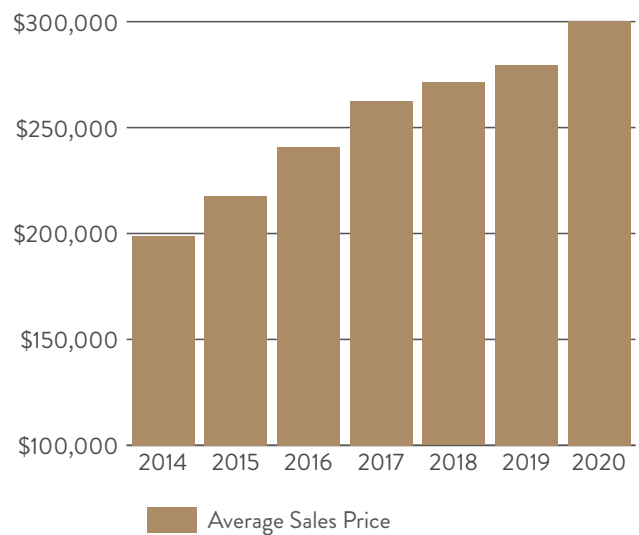
	2014	2015	2016	2017	2018	2019	2020
Listed	7,964	8,138	8,260	7,921	8,860	8,623	8,128
Sold	5,002	5,870	5,535	5,572	5,954	5,903	6,315
Avg. Sale \$	\$198,969	\$217,542	\$240,989	\$262,448	\$271,289	\$279,584	\$300,183



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 6,315 properties sold, sales were up 7% over the preceding 12-month period when 5,903 properties were sold. New listings were down 5.7%, from 8,623 to 8,128. The average sales price was up 7.4%, from \$279,584 to \$300,183. As of September 30, 2020, inventory stood at 940 units while months of supply was 1.79 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	12	9	16.00	\$1,020,889
Cape Royal	3	33	1.09	\$495,224
Tarpon Point Marina	0	3	—	\$888,000
Yacht Club	9	28	3.86	\$517,393

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	15	33	5.45	\$397,914
Tarpon Point Marina	19	30	7.60	\$590,500



# JRW #1 AGAIN in 2019

## 2019 CLOSED SALES VOLUME

of the top brokerage firms in Southwest Florida

# OUR SALES SPEAK VOLUMES



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