



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, APRIL 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report[®] – April 2016

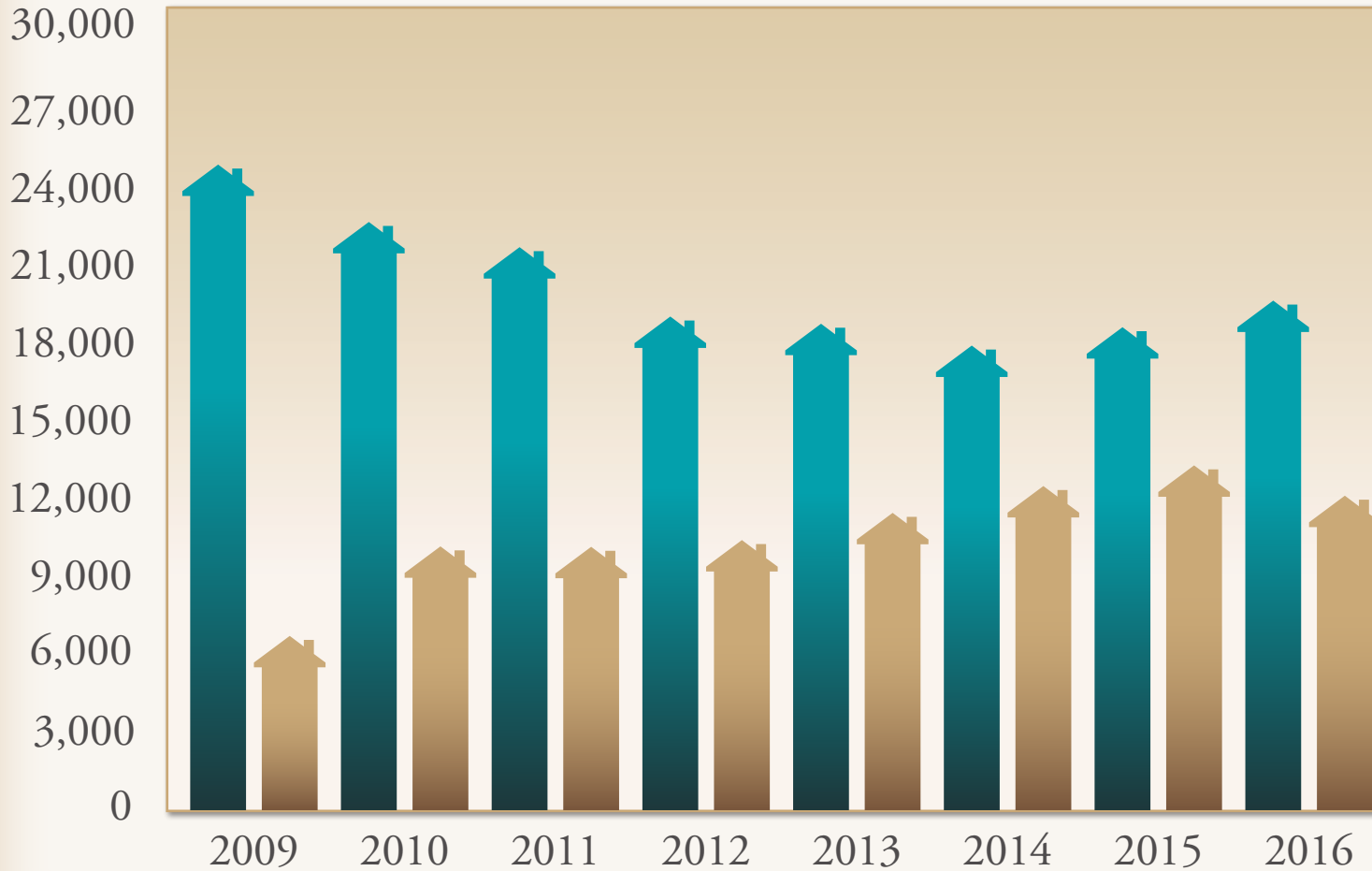
Naples / Bonita Springs / Estero Market Area



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12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	19,697
2015	18,668
2014	17,958
2013	18,802
2012	19,081
2011	21,763
2010	22,738
2009	24,957

CLOSED UNITS

2016	12,153
2015	13,325
2014	12,526
2013	11,489
2012	10,437
2011	10,176
2010	10,193
2009	6,731

John R. Wood Properties

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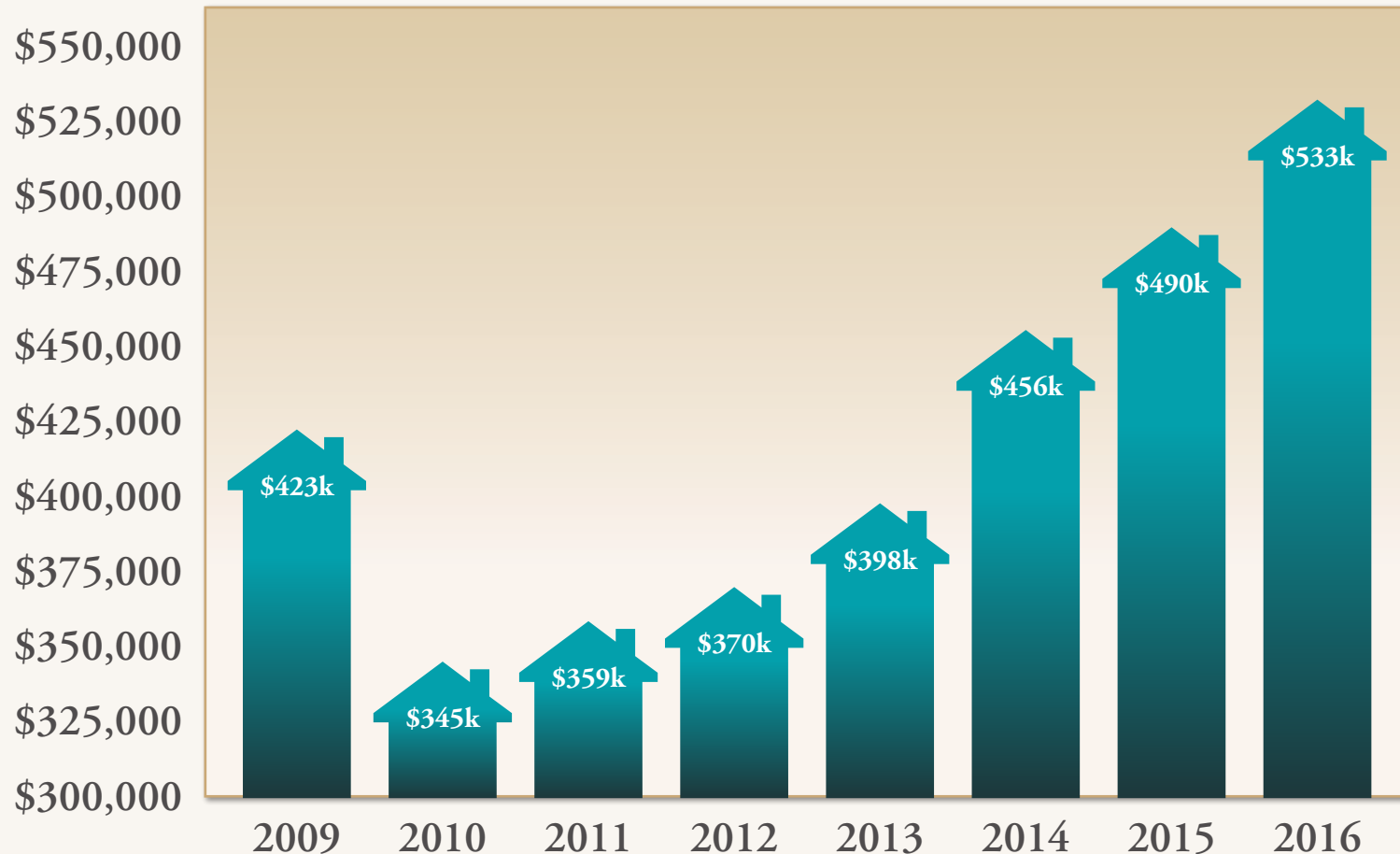
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- There were 3,859 closed sales during the first 4 months of 2016, down from 4,799 closings during the same period in 2015.
- The 9% decline in the number of closed sales over the past 12 months continues to be driven primarily by the 26% drop in sales priced below \$250,000. Sales priced between \$2 and \$5 million remained approximately the same as the prior 12 months.
- Closed sales priced above \$2 million year-to-date fell 20% when compared to the same period in 2015 (155 vs 194).

NEW LISTINGS/INVENTORY

- Available inventory on May 1, 2016 consisted of 6,810 units, up from 5,030 units on May 1, 2015.
- During the month of April 2016 there were a total of 1,922 new listings added to the market. This is the highest for the month since 2010.

AVERAGE AND MEDIAN SALES PRICE

- Average price of closed sales during the month of April increased 5% year-over-year, while median closed price is up 8%.
- Average price of sales above \$2 million increased 2% over the past 12 months, from \$3,791,661 to \$3,868,535.

Neighborhood Snapshot Report[®] Naples / Bonita Springs / Estero Market Area



MONTHLY SNAPSHOT AS OF MAY 1, 2016

SINGLE FAMILY HOMES

12-Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	36	27	16.00	\$4,388,259
Barefoot Beach	20	12	20.00	\$3,949,167
Bonita Bay	47	73	7.73	\$1,133,759
The Brooks	49	76	7.74	\$817,209
Collier's Reserve	12	13	11.08	\$1,378,238
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	20	11	21.82	\$3,888,545
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	111	121	11.01	\$1,726,348
The Crossings	9	11	9.82	\$713,736
The Dunes				
Grey Oaks	52	60	10.40	\$2,222,286
Kensington	7	21	4.00	\$776,381
Lely Resort	117	105	13.37	\$696,958
Mediterra	66	70	11.31	\$2,411,722
Monterey	14	25	6.72	\$755,080
Olde Cypress	39	28	16.71	\$843,527
Old Naples	80	78	12.31	\$3,000,645
Palmira Golf and Country Club	26	39	8.00	\$592,687
Pelican Bay	26	29	10.76	\$1,370,159
Pelican Bay (Bay Colony)	10	11	10.91	\$6,186,118
Pelican Landing	24	51	5.65	\$795,431
Pelican Landing (The Colony)	10	18	6.67	\$1,450,051
Pelican Marsh	29	59	5.90	\$1,507,415
Pelican Sound	5	13	4.62	\$598,423
Pine Ridge	42	47	10.72	\$1,030,274
Port Royal	47	38	14.84	\$8,636,039
Quail Creek	21	36	7.00	\$937,043
Quail West	71	39	21.85	\$1,873,826
Royal Harbor	39	25	18.72	\$1,823,340
Tiburón	7	13	6.46	\$2,233,615
Vanderbilt Beach	31	26	14.31	\$1,854,885
The Vineyards	64	63	12.19	\$773,867
West Bay Club	12	19	7.58	\$888,316

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MONTHLY SNAPSHOT AS OF MAY 1, 2016

CONDOMINIUMS

12-Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores		2	0.00	\$627,500
Barefoot Beach	9	16	6.75	\$989,938
Bonita Bay	55	105	6.29	\$705,213
The Brooks	46	127	4.35	\$259,826
Collier's Reserve				
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	176	299	7.06	\$1,243,055
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	60	94	7.66	\$318,402
The Crossings				
The Dunes	24	40	7.20	\$1,086,318
Grey Oaks	5	20	3.00	\$844,228
Kensington	12	26	5.54	\$430,538
Lely Resort	128	162	9.48	\$311,976
Mediterra	24	19	15.16	\$573,763
Monterey	3	4	9.00	\$295,500
Olde Cypress	10	3	40.00	\$442,667
Old Naples	83	121	8.23	\$665,441
Palmira Golf and Country Club	13	25	6.24	\$354,952
Pelican Bay	126	246	6.15	\$974,101
Pelican Bay (Bay Colony)	21	23	10.96	\$2,315,348
Pelican Landing	27	62	5.23	\$345,342
Pelican Landing (The Colony)	79	73	12.99	\$927,613
Pelican Marsh	49	54	10.89	\$460,674
Pelican Sound	16	46	4.17	\$296,115
Pine Ridge	7	17	4.94	\$193,359
Port Royal				
Quail Creek				
Quail West				
Royal Harbor				
Tiburon	38	34	13.41	\$784,720
Vanderbilt Beach	66	93	8.52	\$855,527
The Vineyards	82	97	10.14	\$391,717
West Bay Club	14	36	4.67	\$465,775

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