



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR APRIL 2018
Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- The number of closed sales year-to-date increased 4% over the same period last year to 4,480 compared to 4,312 in 2017.
- Closed sales priced above \$2 million increased 34.7% to 225 sales vs. 167 in the first four months of 2017. This sets a new record for number of sales in this segment based on data for the past 10 years

New Listings/Inventory

- Available inventory on May 1, 2018 consisted of 7,538 residential units compared to 7,638 a year ago. This represents 7.5 months of supply, approximately the same as prior year.
- During the 12 months ending April 30, 2018 there were 17,526 new listings added to the market, a decrease of 13.6% from the 12 months ending April 30, 2017.

Average and Median Sales Price

- The average sales price for the 12 months ending April 30, 2018 increased 8.7% over the prior 12 months to \$560,290. Median sales price for the period is up 3.8%.
- The average price of sales above \$2 million declined 2.4% over the past 12 months to \$3,653,038, while the year-to-date price in this segment increased 3.5% to \$4,101,650.

MARCO ISLAND

Closed Sales

- There were 301 closed sales during the first four months of 2018 compared to 335 for the same period last year.
- During the past 12 months the number of closed sales declined 9.8% to 819 sales, down from 908 for the 12 months ending April 30, 2017.

New Listings/Inventory

- Available inventory on May 1, 2018 consisted of 665 residential units, down from 765 at the same time in 2017.
- During the 12 months ending April 30, 2018 there were 1,297 listings added to the market, down 12.5% from the prior 12 months.

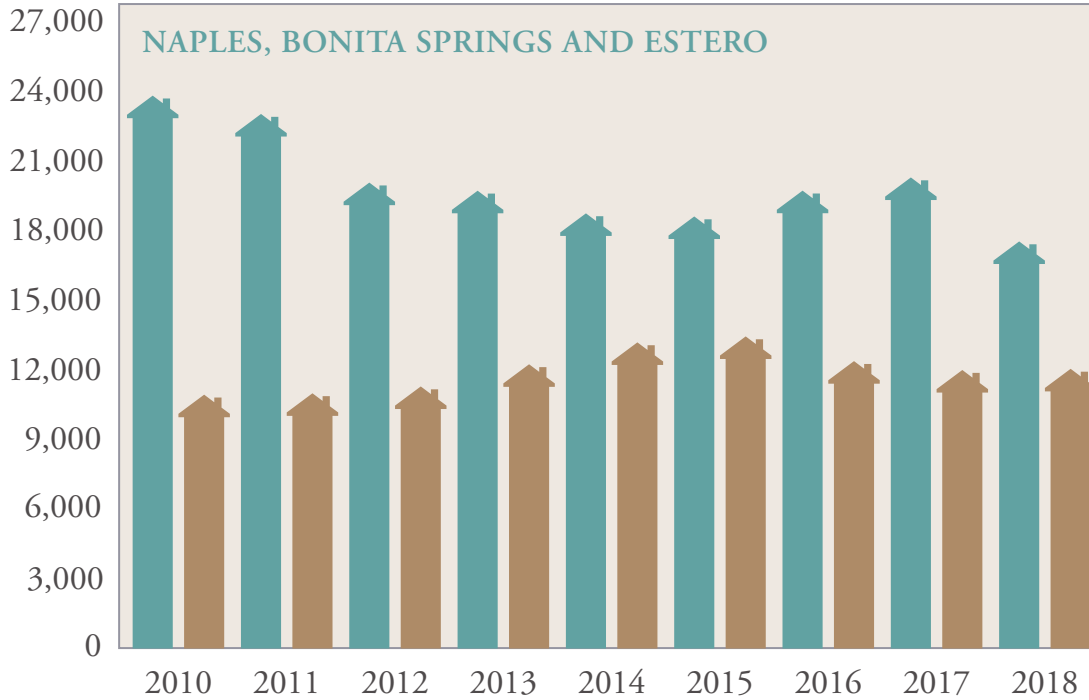
Average and Median Sales Price

- The average sales price over the past 12 months remained static with prior year at \$730,214.
- Median price for the 12 months declined slightly to \$558,432 compared to \$573,257 a year ago.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

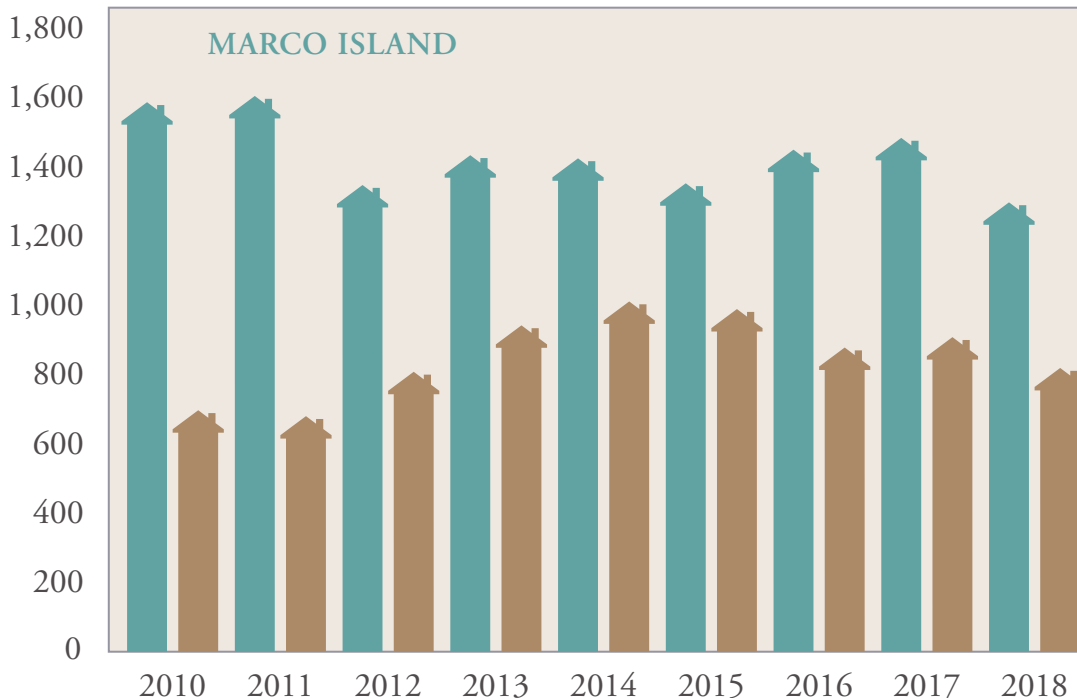


NEW LISTINGS

2010	23,805
2011	23,015
2012	20,060
2013	19,710
2014	18,735
2015	18,602
2016	19,713
2017	20,281
2018	17,526

CLOSED UNITS

2010	10,927
2011	10,986
2012	11,281
2013	12,236
2014	13,179
2015	13,436
2016	12,372
2017	11,989
2018	12,040



NEW LISTINGS

2010	1,586
2011	1,604
2012	1,347
2013	1,433
2014	1,424
2015	1,352
2016	1,449
2017	1,483
2018	1,297

CLOSED UNITS

2010	697
2011	680
2012	808
2013	942
2014	1,011
2015	989
2016	878
2017	908
2018	819

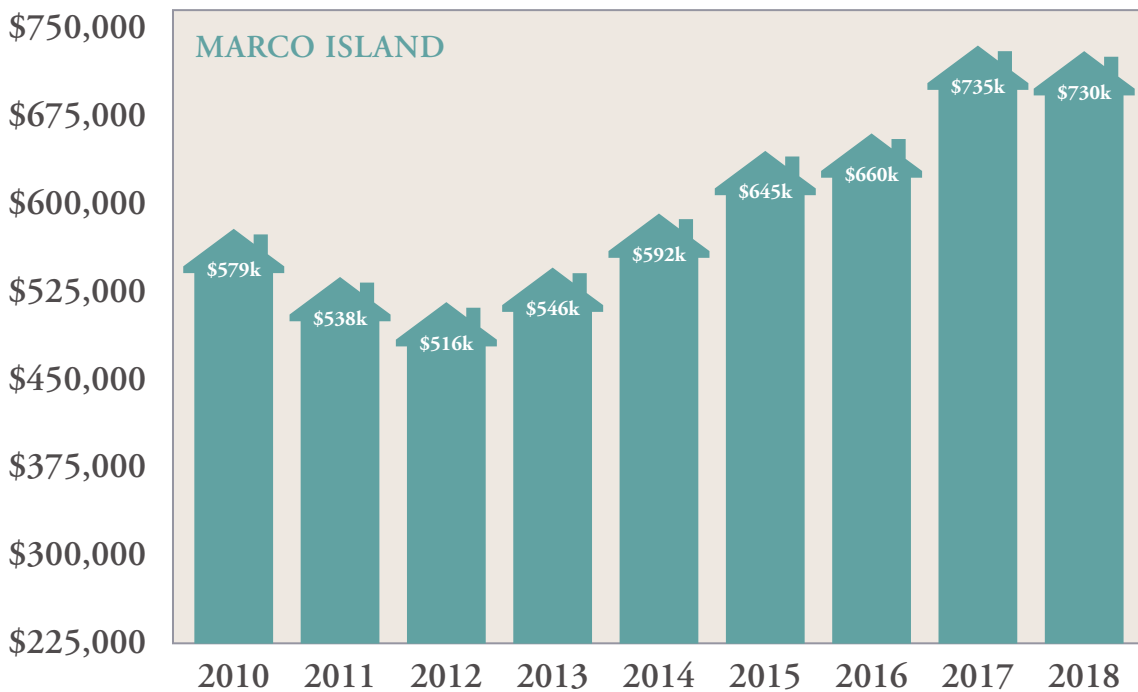
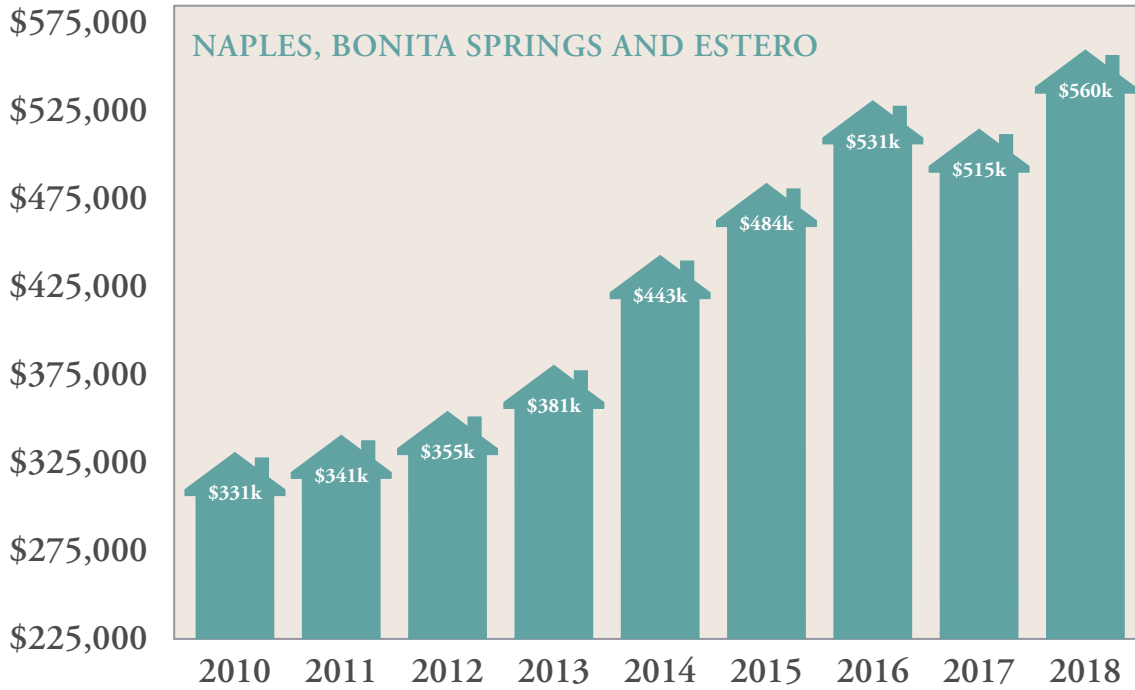
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AVERAGE SALES PRICE 12-Month Comparisons



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Neighborhood Snapshot Report[©]

Naples, Bonita Springs and Estero Market Area
12-Month Sold Comparison Report for Select Communities

SINGLE FAMILY HOMES

Monthly Snapshot as of May 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	25	17	17.65	\$3,976,353
Audubon Country Club	28	18	18.67	\$930,917
Barefoot Beach	19	8	28.50	\$3,795,625
Bonita Bay	37	66	6.73	\$1,235,148
Brooks	66	89	8.90	\$770,727
Collier's Reserve	17	17	12.00	\$1,158,597
Crossings	8	13	7.38	\$770,379
Grey Oaks	37	72	6.17	\$2,556,042
Kensington	10	17	7.06	\$913,288
Lely Resort	92	125	8.83	\$686,413
Mediterra	55	33	20.00	\$2,203,765
Monterey	19	28	8.14	\$669,136
Olde Cypress	34	31	13.16	\$789,694
Old Naples	89	67	15.94	\$3,505,194
Palmira Golf and Country Club	27	32	10.13	\$562,427
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	86	128	8.06	\$1,777,813
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	18	25	8.64	\$3,443,160
Pelican Bay	21	45	5.60	\$1,730,978
Pelican Bay (Bay Colony)	9	5	21.60	\$3,480,000
Pelican Landing	34	39	10.46	\$777,126
Pelican Landing (The Colony)	11	5	26.40	\$1,342,000
Pelican Marsh	39	41	11.41	\$1,241,811
Pelican Sound	3	8	4.50	\$599,875
Pine Ridge	32	33	11.64	\$1,941,060
Port Royal	47	31	18.19	\$9,080,419
Quail Creek	24	22	13.09	\$929,318
Quail West	66	52	15.23	\$2,271,602
Royal Harbor	14	28	6.00	\$2,253,089
Tiburon	10	7	17.14	\$1,913,143
Vanderbilt Beach	24	28	10.29	\$1,659,455
Vineyards	55	48	13.75	\$626,576
West Bay Club	23	34	8.12	\$1,224,153

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Neighborhood Snapshot Report[©]

Naples, Bonita Springs and Estero Market Area
12-Month Sold Comparison Report for Select Communities

CONDOMINIUMS

Monthly Snapshot as of May 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6	17	4.24	\$1,364,021
Bonita Bay	77	116	7.97	\$624,031
Brooks	83	99	10.06	\$282,539
Dunes	34	30	13.60	\$1,106,583
Grey Oaks	11	11	12.00	\$1,064,455
Kensington	28	16	21.00	\$417,400
Lely Resort	125	150	10.00	\$304,623
Mediterra	19	25	9.12	\$602,930
Olde Cypress	7	6	14.00	\$423,550
Old Naples	80	125	7.68	\$800,036
Palmira Golf and Country Club	16	19	10.11	\$339,403
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	55	81	8.15	\$363,670
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	184	266	8.30	\$1,231,947
Pelican Bay	143	234	7.33	\$854,849
Pelican Bay (Bay Colony)	27	25	12.96	\$3,041,660
Pelican Landing	42	59	8.54	\$332,814
Pelican Landing (The Colony)	61	51	14.35	\$879,389
Pelican Marsh	50	53	11.32	\$444,604
Pelican Sound	32	66	5.82	\$303,528
Pine Ridge	15	24	7.50	\$237,548
Tiburon	22	26	10.15	\$740,342
Vanderbilt Beach	72	95	9.09	\$904,036
Vineyards	100	103	11.65	\$344,606
West Bay Club	8	41	2.34	\$508,000

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of May 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	114	99	13.82	\$1,411,896
Indirect Waterfront	109	145	9.02	\$885,354
Golf Course	8	10	9.60	\$555,825
Beachfront	3	4	9.00	\$6,225,000
Inland	49	103	5.71	\$496,246
Preserve	6	8	9.00	\$897,406

CONDOMINIUMS

Monthly Snapshot as of May 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	57	103	6.64	\$396,792
Indirect Waterfront	21	29	8.69	\$414,907
Golf Course	3	1	36.00	\$880,000
Beachfront	164	149	13.21	\$902,727
Gulf View	27	36	9.00	\$642,900
Inland	86	123	8.39	\$234,150
Preserve	6	9	8.00	\$378,722

Definitions

Direct Waterfront	Properties with direct waterfront access indicates there are no bridges or the Marco Island High Span Bridge to navigate to open water.
Indirect Waterfront	Properties with indirect waterfront access indicates there is at least 1 bridge, not including the Marco Island High Span Bridge, to navigate to access open water.
Golf Course	Properties with frontage on the golf course.
Beachfront	Properties with direct views of the Gulf of Mexico and direct beachfront access.
Gulf View	Properties with direct views of the Gulf of Mexico with NO direct beachfront access.
Inland	Properties with inland similar housing views.
Preserve	Properties with views of a preserve or mangroves.

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