

MONTHLY MARKET REPORT - APRIL 2022



A LOCAL LEGACY
OF ACHIEVEMENT

\$5.8B+

IN WRITTEN
SALES VOLUME

21

LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

650+

AGENTS
THROUGHOUT
SOUTHWEST FL

#54

AMONG REAL
TRENDS
TOP 500
BROKERS (2021)

1958

YEAR ESTABLISHED
BY VISIONARY
JOHN R. WOOD

HEADQUARTERED
IN NAPLES, FLORIDA

INDEPENDENTLY
OWNED & OPERATED;
NOT A FRANCHISE



NAPLES, FL

MONTHLY MARKET REPORT

APRIL 2022

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
.....
Pine Island	18
.....






SOUTHWEST FLORIDA

MARKET REPORT - APRIL 2022

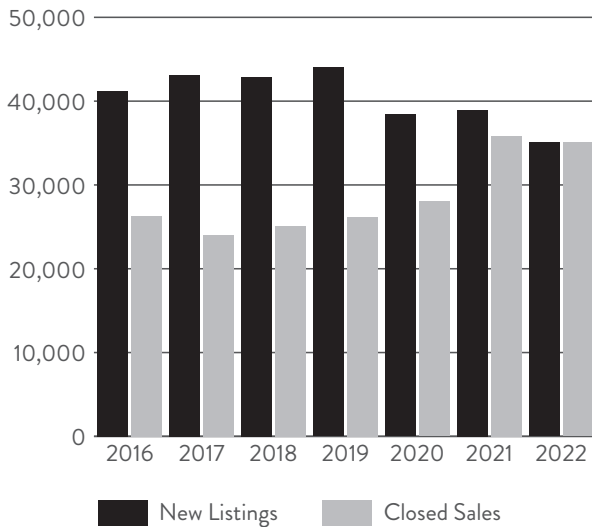


Data Represented on 12-Month Rolling Basis.

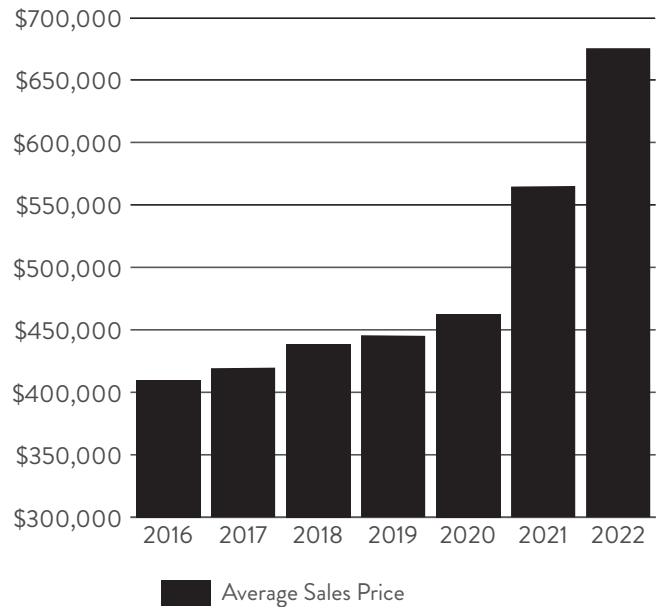
	2016	2017	2018	2019	2020	2021	2022
Listed	41,403	42,285	42,206	43,779	38,495	39,179	36,210
Sold	25,250	24,513	25,162	25,751	27,897	38,016	35,304
Avg. Sale \$	\$413,704	\$418,226	\$443,325	\$447,567	\$451,643	\$570,564	\$688,596

 NEW LISTINGS 36,210 ↓7.58%	 CLOSED SALES 35,304 ↓7.13%	 AVERAGE SALES PRICE \$688,596 ↑20.69%	 CURRENT INVENTORY 2,590 ↑3.31%	 MONTHS OF SUPPLY 0.88 ↑11.25%
---	---	--	---	--

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 35,304 properties sold, sales were down 7.13% from the preceding 12-month period when 38,016 properties were sold. New listings were down 7.58%, from 39,179 to 36,210. The average sales price was up 20.69%, from \$570,564 to \$688,596. As of April 30, 2022, inventory stood at 2,590 units while months of supply was .88 months.

NAPLES

MARKET REPORT - APRIL 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	15,187	15,308	14,843	15,652	14,272	15,696	13,781
Sold	9,416	9,049	9,312	9,623	10,449	15,239	13,773
Avg. Sale \$	\$568,696	\$558,957	\$613,620	\$615,508	\$609,288	\$769,790	\$902,375



NEW LISTINGS

13,781
↓12.20%



CLOSED SALES

13,773
↓9.62%



AVERAGE SALES PRICE

\$902,375
↑17.22%



CURRENT INVENTORY

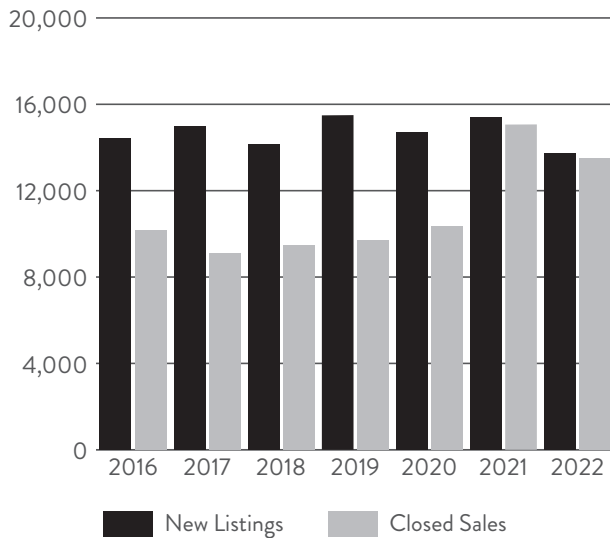
1,143
↑9.27%



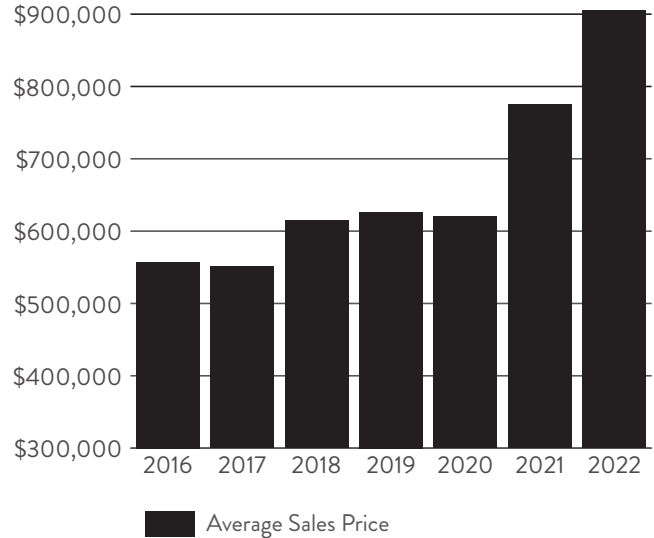
MONTHS OF SUPPLY

1.00
↑20.90%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 13,773 properties sold, sales were down 9.62% from the preceding 12-month period when 15,239 properties were sold. New listings were down 12.20%, from 15,696 to 13,781. The average sales price was up 17.22%, from \$769,790 to \$902,375. As of April 30, 2022, inventory stood at 1,143 units while months of supply was 1 month.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	12	31	0.22	\$7,364,161
Audubon	0	36	—	\$1,809,868
Colliers Reserve	2	10	0.42	\$1,816,600
Crayton Road Area Non-Waterfront	35	133	0.32	\$3,529,759
Crayton Road Area Waterfront	12	22	0.15	\$8,044,000
Crossings	1	13	1.08	\$1,188,385
Grey Oaks	4	47	0.98	\$3,789,617
Kensington	1	21	1.75	\$1,175,238
Lely Resort	17	148	0.73	\$1,032,958
Mediterra	5	56	0.93	\$2,832,112
Monterey	0	25	—	\$1,135,104
Olde Cypress	1	32	2.67	\$1,279,852
Olde Naples	18	72	0.33	\$6,141,220
Pelican Bay	6	51	0.71	\$3,771,276
Pelican Bay - Bay Colony	2	10	0.42	\$5,111,500
Pelican Marsh	2	63	2.63	\$2,052,156
Pine Ridge	19	33	0.14	\$3,876,531
Port Royal	7	32	0.38	\$18,324,406
Quail Creek	4	36	0.75	\$1,990,361
Quail West	3	57	1.58	\$3,360,386
Royal Harbor	11	32	0.24	\$4,489,290
Tiburon	2	12	0.50	\$2,829,333
Vanderbilt Beach	8	28	0.29	\$3,523,586
Vineyards	5	72	1.20	\$940,965

John R. Wood Properties, *Bring Your Highest Expectations.*

The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2022, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022





Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	10	144	1.20	\$614,145
Crayton Road Area Waterfront	31	335	0.90	\$2,120,246
The Dunes	2	43	1.79	\$1,468,644
Grey Oaks	1	13	1.08	\$1,243,462
Kensington	1	17	1.42	\$594,515
Lely Resort	10	272	2.27	\$432,020
Mediterra	5	28	0.47	\$987,500
Olde Naples	13	179	1.15	\$1,201,523
Pelican Bay	18	366	1.69	\$1,462,297
Pelican Bay - Bay Colony	1	30	2.50	\$4,056,700
Pelican Marsh	2	89	3.71	\$602,047
Pine Ridge	4	23	0.48	\$317,954
Tiburon	3	46	1.28	\$1,067,005
Vanderbilt Beach	11	180	1.36	\$1,414,852
Vineyards	6	152	2.11	\$518,527

MARCO ISLAND

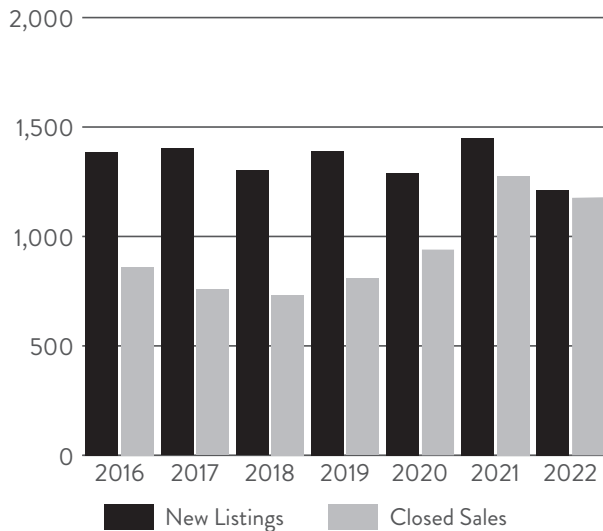
MARKET REPORT - APRIL 2022



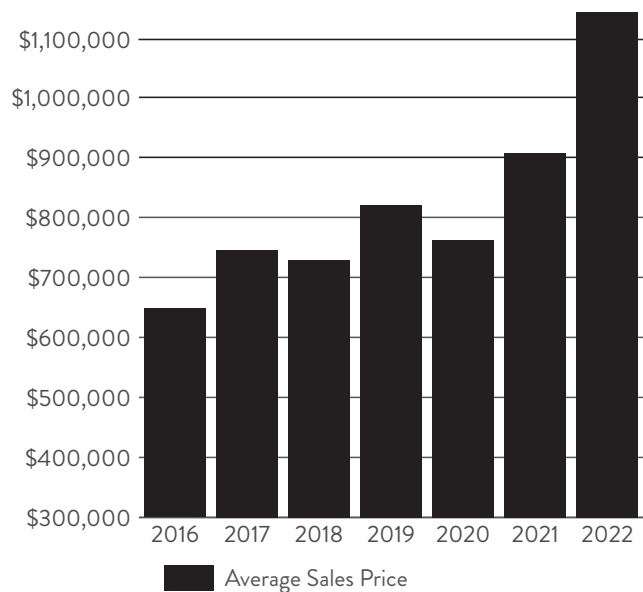
	2016	2017	2018	2019	2020	2021	2022
Listed	1,461	1,473	1,336	1,425	1,262	1,491	1,225
Sold	810	801	751	805	870	1,478	1,212
Avg. Sale \$	\$657,462	\$745,381	\$741,155	\$801,376	\$770,946	\$904,580	\$1,208,901

 NEW LISTINGS 1,225 ↓17.84%	 CLOSED SALES 1,212 ↓18.00%	 AVERAGE SALES PRICE \$1,208,901 ↑33.64%	 CURRENT INVENTORY 173 ↑14.57%	 MONTHS OF SUPPLY 1.71 ↑39.71%
--	--	---	---	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,212 properties sold, sales were down 18% from the preceding 12-month period when 1,478 properties were sold. New listings were down 17.84%, from 1,491 to 1,225. The average sales price was up 33.64%, from \$904,580 to \$1,208,901. As of April 30, 2022, inventory stood at 173 units while months of supply was 1.71 months.



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	20	168	0.70	\$2,555,027
Golf Course	3	11	0.31	\$1,112,355
Gulf Front	0	3	—	\$9,191,667
Indirect Waterfront	51	215	0.35	\$1,615,293
Inland	20	140	0.58	\$916,550
Preserve	5	12	0.20	\$2,334,083

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	7	143	1.17	\$571,057
Golf Course	0	5	—	\$1,092,980
Gulf Front	43	262	0.51	\$1,044,223
Gulf View	2	32	1.33	\$1,117,766
Indirect Waterfront	19	37	0.16	\$657,578
Inland	17	176	0.86	\$371,945
Preserve	1	17	1.42	\$545,612

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	15	150	0.83	\$1,406,627
Isles Of Capri	6	35	0.49	\$1,485,057
Naples Reserve	8	98	1.02	\$996,287
Winding Cypress	1	53	4.42	\$732,330

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	15	150	0.83	\$536,157
Hammock Bay Golf and Country Club	6	66	0.92	\$667,241
Isles Of Capri	1	19	1.58	\$464,358

John R. Wood Properties, *Bring Your Highest Expectations.*






The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2022, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data.. Statistics include Marco Island and Key Marco.

BONITA SPRINGS - ESTERO

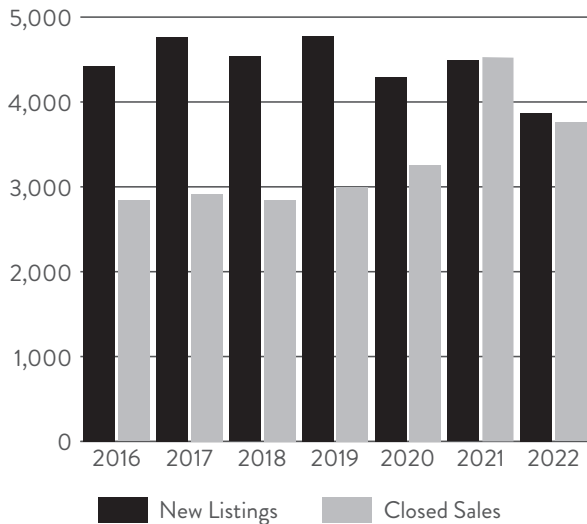
MARKET REPORT - APRIL 2022



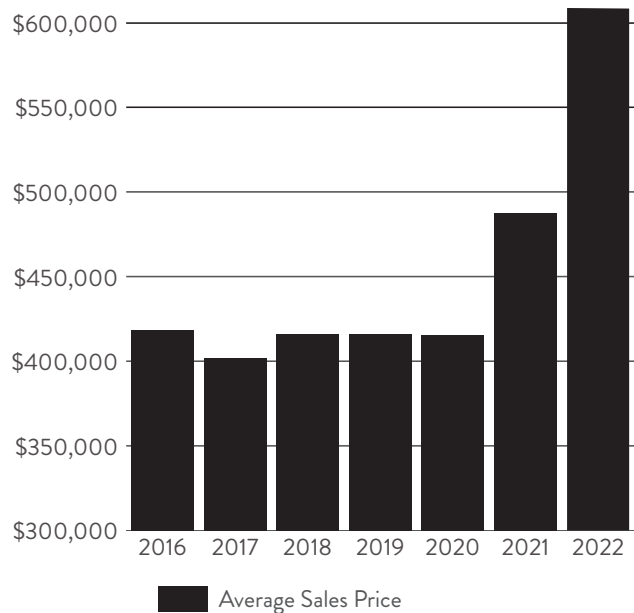
	2016	2017	2018	2019	2020	2021	2022
Listed	4,504	4,886	4,573	4,809	4,229	4,478	3,964
Sold	2,949	2,990	2,934	3,037	3,246	4,518	3,872
Avg. Sale \$	\$415,225	\$401,808	\$413,170	\$405,325	\$409,250	\$480,188	\$610,345

 NEW LISTINGS 3,964 ↓11.48%	 CLOSED SALES 3,872 ↓14.30%	 AVERAGE SALES PRICE \$610,345 ↑27.11%	 CURRENT INVENTORY 274 ↑34.98%	 MONTHS OF SUPPLY 0.85 ↑57.49%
--	--	---	---	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,872 properties sold, sales were down 14.30% from the preceding 12-month period when 4,518 properties were sold. New listings were down 11.48%, from 4,478 to 3,964. The average sales price was up 27.11%, from \$480,188 to \$610,345. As of April 30, 2022, inventory stood at 274 units while months of supply was .85 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	4	24	0.50	\$6,105,000
Bonita Bay	3	66	1.83	\$1,855,788
Brooks	3	68	1.89	\$1,062,647
Palmira Golf and Country Club	1	33	2.75	\$755,118
Pelican Landing	0	51	—	\$1,124,682
Pelican Landing - The Colony	0	11	—	\$1,799,545
Pelican Sound	0	13	—	\$861,692
West Bay Club	1	16	1.33	\$1,393,281






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	2	120	0.42	\$2,232,400
Bonita Bay	11	168	1.27	\$1,149,477
Brooks	8	105	1.09	\$403,328
Palmira Golf and Country Club	1	8	0.67	\$483,613
Pelican Landing	2	70	2.92	\$491,646
Pelican Landing - The Colony	6	69	0.96	\$1,134,759
Pelican Sound	0	17	—	\$470,347
West Bay Club	0	26	—	\$913,419

FORT MYERS

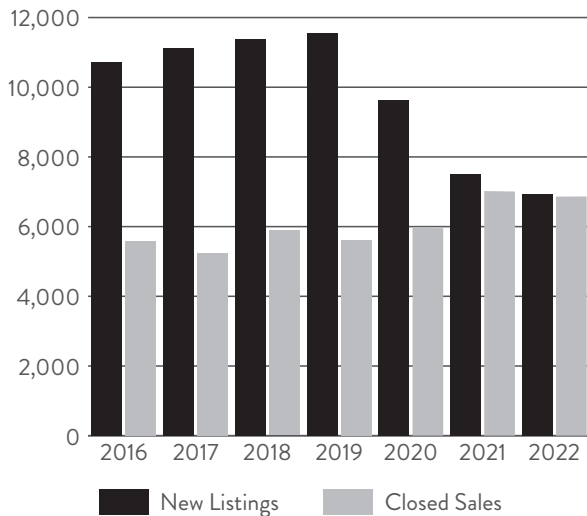
MARKET REPORT - APRIL 2022



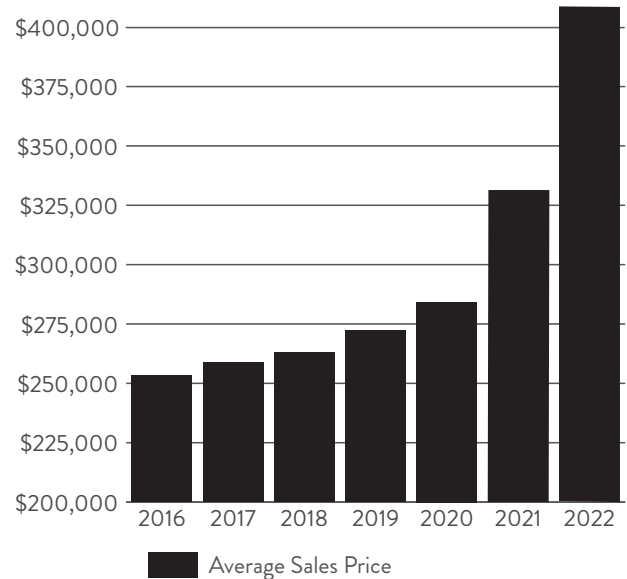
	2016	2017	2018	2019	2020	2021	2022
Listed	10,698	10,962	11,160	11,237	9,179	7,597	6,992
Sold	5,627	5,301	5,425	5,602	5,994	7,415	6,985
Avg. Sale \$	\$256,927	\$263,633	\$267,456	\$274,388	\$283,203	\$336,938	\$416,479

 NEW LISTINGS 6,992 ↓7.96%	 CLOSED SALES 6,985 ↓5.80%	 AVERAGE SALES PRICE \$416,479 ↑23.61%	 CURRENT INVENTORY 318 ↓25.18%	 MONTHS OF SUPPLY 0.55 ↓20.57%
---	---	---	---	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,985 properties sold, sales were down 5.80% from the preceding 12-month period when 7,415 properties were sold. New listings were down 7.96%, from 7,597 to 6,992. The average sales price was up 23.61%, from \$336,938 to \$416,479. As of April 30, 2022, inventory stood at 318 units while months of supply was .55 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	1	29	2.42	\$777,183
Colonial Country Club	1	37	3.08	\$461,998
Crown Colony	2	16	0.67	\$634,703
Fiddlesticks Country Club	5	37	0.62	\$728,000
The Forest	1	15	1.25	\$587,460
Gulf Harbour Yacht And Country Club	5	33	0.55	\$1,228,464
Miromar Lakes Beach And Golf Club	6	53	0.74	\$2,530,951
Parker Lakes	1	20	1.67	\$398,225
Paseo	5	14	0.23	\$749,357
The Plantation	5	118	1.97	\$666,798
Shadow Wood Preserve	2	13	0.54	\$1,063,500
Town And River	2	28	1.17	\$1,085,943

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	5	101	1.68	\$270,430
Crown Colony	1	9	0.75	\$408,500
Downtown Fort Myers	28	269	0.80	\$380,140
Fiddlesticks Country Club	1	16	1.33	\$180,581
Gulf Harbour Yacht And Country Club	6	95	1.32	\$658,450
Miromar Lakes Beach And Golf Club	10	75	0.63	\$800,151
Parker Lakes	1	46	3.83	\$280,236
Paseo	3	196	5.44	\$320,655
The Plantation	2	25	1.04	\$426,736
Shadow Wood Preserve	0	4	—	\$315,125
Town And River	1	1	0.08	\$204,900

FORT MYERS BEACH

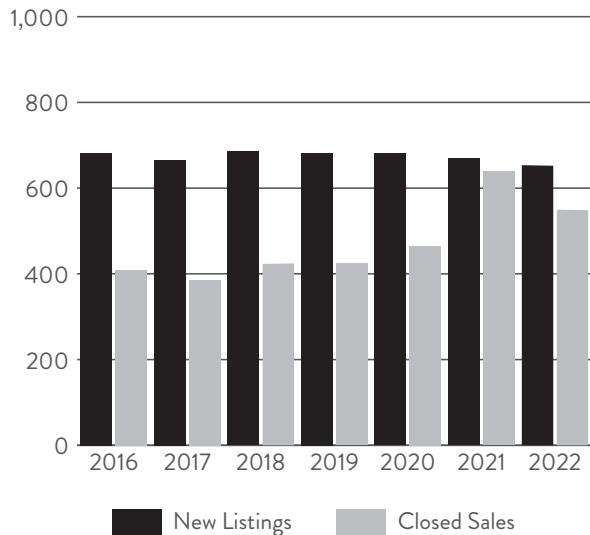
MARKET REPORT - APRIL 2022



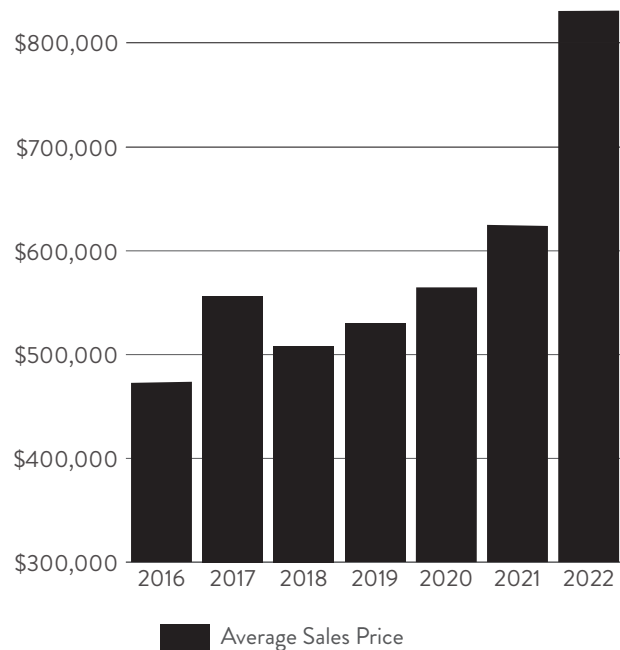
	2016	2017	2018	2019	2020	2021	2022
Listed	674	659	706	703	613	676	642
Sold	407	395	408	406	426	623	566
Avg. Sale \$	\$466,940	\$556,940	\$501,842	\$513,027	\$564,028	\$627,722	\$849,870



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 566 properties sold, sales were down 9.15% from the preceding 12-month period when 623 properties were sold. New listings were down 5.03%, from 676 to 642. The average sales price was up 35.39%, from \$627,722 to \$849,870. As of April 30, 2022, inventory stood at 81 units while months of supply was 1.72 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	6	9	0.13	\$1,075,278
Laguna Shores	5	13	0.22	\$1,753,577
Mcphie Park	2	15	0.63	\$1,637,667

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	0	11	—	\$621,891
Ocean Harbor Condo	1	12	1.00	\$662,575
Sandarac Condo	1	4	0.33	\$668,000
Waterside At Bay Beach	6	29	0.40	\$776,586

SANIBEL-CAPTIVA

MARKET REPORT - APRIL 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	551	617	676	694	699	695	556
Sold	377	390	419	376	433	732	625
Avg. Sale \$	\$1,016,772	\$946,941	\$1,016,839	\$901,395	\$971,004	\$1,068,793	\$1,367,559



NEW LISTINGS

695
↓20.00%



CLOSED SALES

625
↓14.62%



AVERAGE SALES PRICE

\$1,367,559
↑27.95%



CURRENT INVENTORY

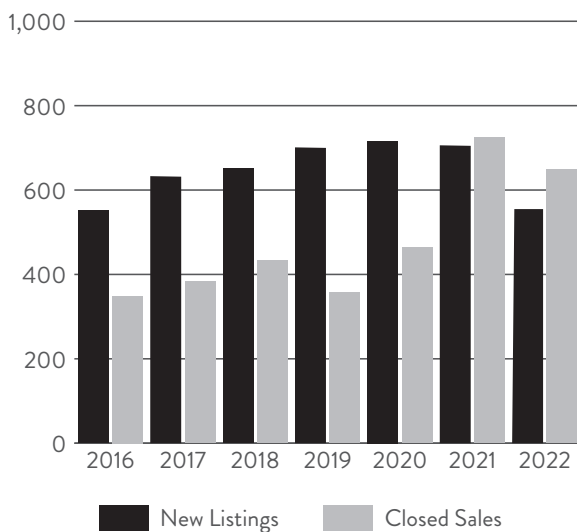
26
↓69.77%



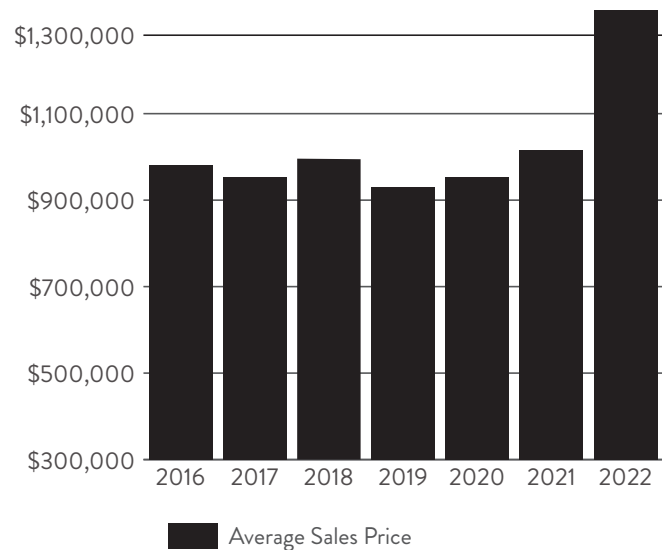
MONTHS OF SUPPLY

0.50
↓64.59%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 625 properties sold, sales were down 14.62% from the preceding 12-month period when 732 properties were sold. New listings were down 20.00%, from 695 to 556. The average sales price was up 27.95%, from \$1,068,793 to \$1,367,559. As of April 30, 2022, inventory stood at 26 units while months of supply was .50 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2022, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	1	12	1.00	\$1,582,250
Captiva Island	14	79	0.47	\$2,201,629
Dunes At Sanibel Island	1	23	1.92	\$1,200,978
Other Sanibel Island Single-Family	14	241	1.43	\$1,535,431






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	3	52	1.44	\$1,177,499
Sundial Of Sanibel Condos	0	21	—	\$764,657
Other Sanibel Island Condos	16	207	1.08	\$939,295

CAPE CORAL

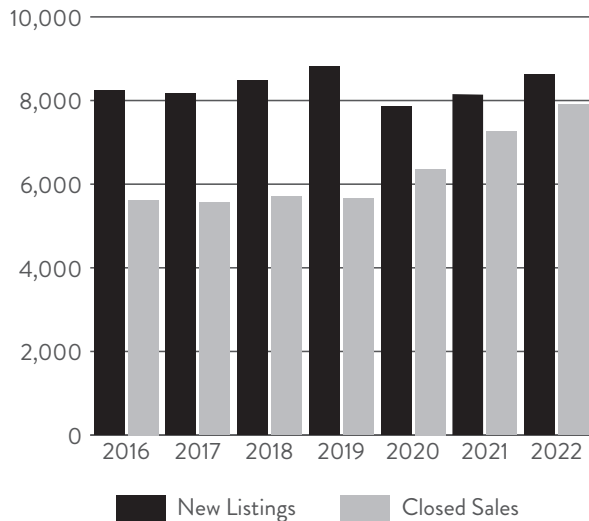
MARKET REPORT - APRIL 2022



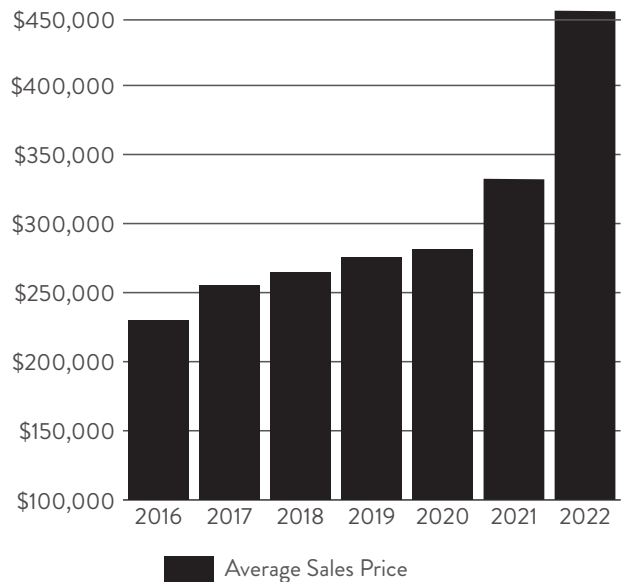
	2016	2017	2018	2019	2020	2021	2022
Listed	8,163	8,007	8,526	8,845	7,895	8,167	8,690
Sold	5,664	5,587	5,825	5,665	6,240	7,694	7,916
Avg. Sale \$	\$232,179	\$252,140	\$267,980	\$275,741	\$287,049	\$342,887	\$455,337

 NEW LISTINGS 8,690 ↑6.40%	 CLOSED SALES 7,916 ↑2.89%	 AVERAGE SALES PRICE \$455,337 ↑32.79%	 CURRENT INVENTORY 539 ↑35.09%	 MONTHS OF SUPPLY 0.82 ↑31.30%
---	---	---	---	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 7,916 properties sold, sales were up 2.89% over the preceding 12-month period when 7,694 properties were sold. New listings were up 6.40%, from 8,167 to 8,690. The average sales price was up 32.79%, from \$342,887 to \$445,337. As of April 30, 2022, inventory stood at 539 units while months of supply was .82 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	3	23	0.64	\$1,868,293
Cape Royal	7	22	0.26	\$727,850
Yacht Club	5	34	0.57	\$944,468

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	4	48	1.00	\$585,704
Tarpon Point Marina	3	36	1.00	\$762,217

PINE ISLAND-MATLACHA

MARKET REPORT - APRIL 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	165	373	386	414	346	379	360
Sold	73	222	226	237	239	317	355
Avg. Sale \$	\$294,773	\$313,752	\$339,051	\$336,591	\$353,342	\$451,941	\$574,771



NEW LISTINGS

360
↓5.01%



CLOSED SALES

355
↑11.99%



AVERAGE SALES PRICE

\$574,771
↑27.18%



CURRENT INVENTORY

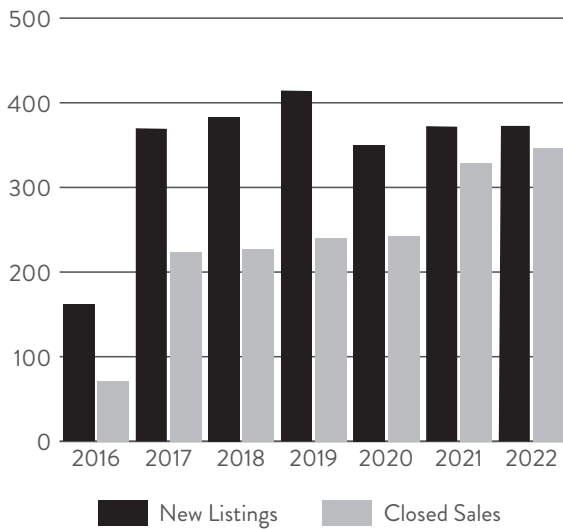
36



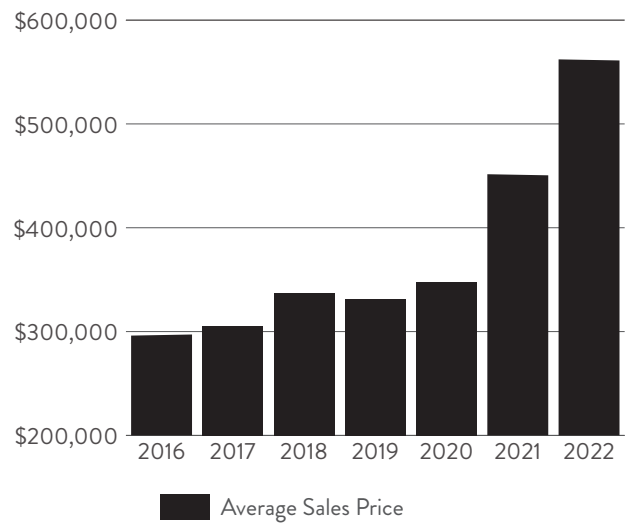
MONTHS OF SUPPLY

1.22

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 355 properties sold, sales were up 11.99% over the preceding 12-month period when 317 properties were sold. New listings were down 5.01%, from 379 to 360. The average sales price was up 27.18%, from \$451,941 to \$574,771. As of April 30, 2022, inventory stood at 36 units while months of supply was 1.22 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2022, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	17	41	0.20	\$535,383
Matlacha	3	17	0.47	\$992,641
St James City	14	53	0.32	\$739,506

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	2	7	0.29	\$271,843
Matlacha	1	0	—	—
St James City	0	4	—	\$337,475



Pine Island Realty merges with John R. Wood Properties



JOHN R. WOOD IS THE #1 REAL ESTATE COMPANY IN SOUTHWEST FLORIDA



Established in 1958 in Naples, John R. Wood Properties is proud to serve the communities of Pine Island.