



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR FEBRUARY 2018

Naples / Bonita Springs / Estero / Marco Island Market Area



Bring Your Highest Expectations™

NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- There were 1,849 closings during the first two months of 2018 compared to 1,728 for the same period last year.
- The number of closed sales priced above \$2 million increased 63% year-over-year to 103 sales vs. 63 in 2017, and is the highest on record for this period.

New Listings/Inventory

- Available inventory on March 1, 2018 consisted of 8,053 units, approximately the same as 2017 when there were 8,278 residential properties for sale.
- During the 12 months ending February 28, 2018, there were a total of 18,044 new listings added to the market, a decrease of 10.9% from the same period in 2017.

Average and Median Sales Price

- The average sales price for the 12 months ending February 28, 2018, increased 8.7% over the prior 12 months to \$553,881.
- Median sales price for this period increased 3.6% to \$327,375.

MARCO ISLAND

Closed Sales

- During the 12 months ending February 28, 2018, closed sales remained relatively stable with 833 closings compared to 857 for the prior period.
- Year-to-date closed sales declined 15% over 2017 with 113 closed vs. 133 during the same period last year.

New Listings/Inventory

- Available inventory of single family homes and condominiums on February 1, 2018 consisted of 676 units, down 16% from the same period in 2017.
- During the 12 months ending February 28, 2018, there were 1,284 new listings added to the market. This represents a 14% reduction over the prior period.

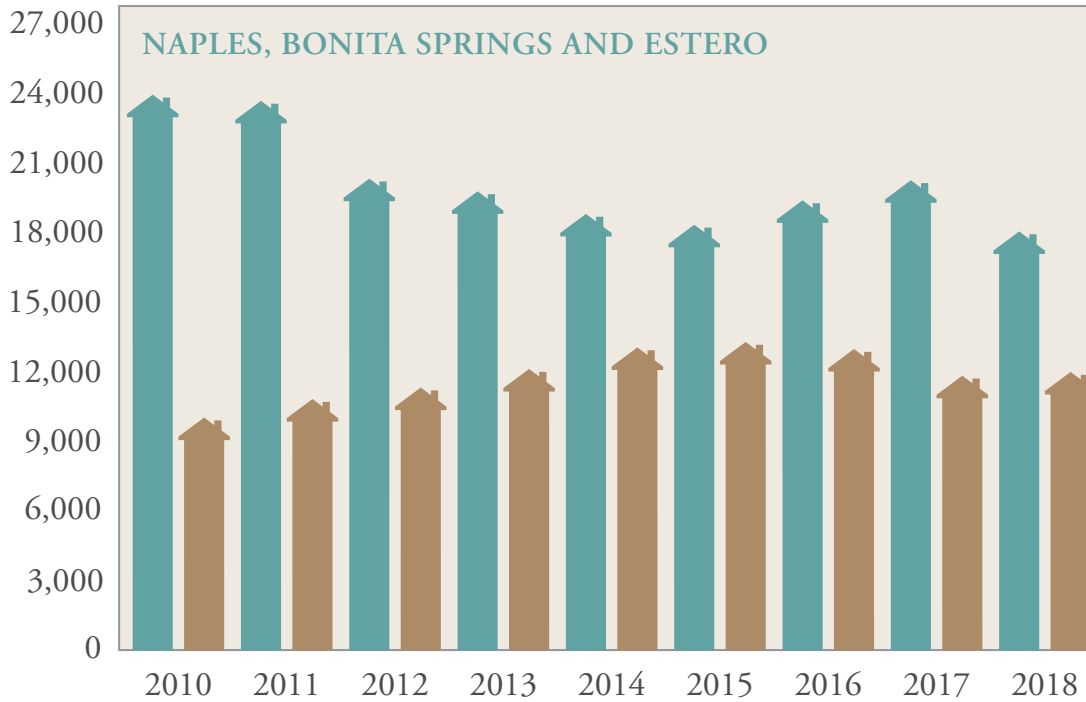
Average and Median Sales Price

- The 12-month average sales price remained consistent with the previous 12 months at \$722,477 compared to \$724,898 for the period ending February 28, 2017.
- Median sales price also remained steady over the past 12 months at \$565,371.



Bring Your Highest Expectations™

NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

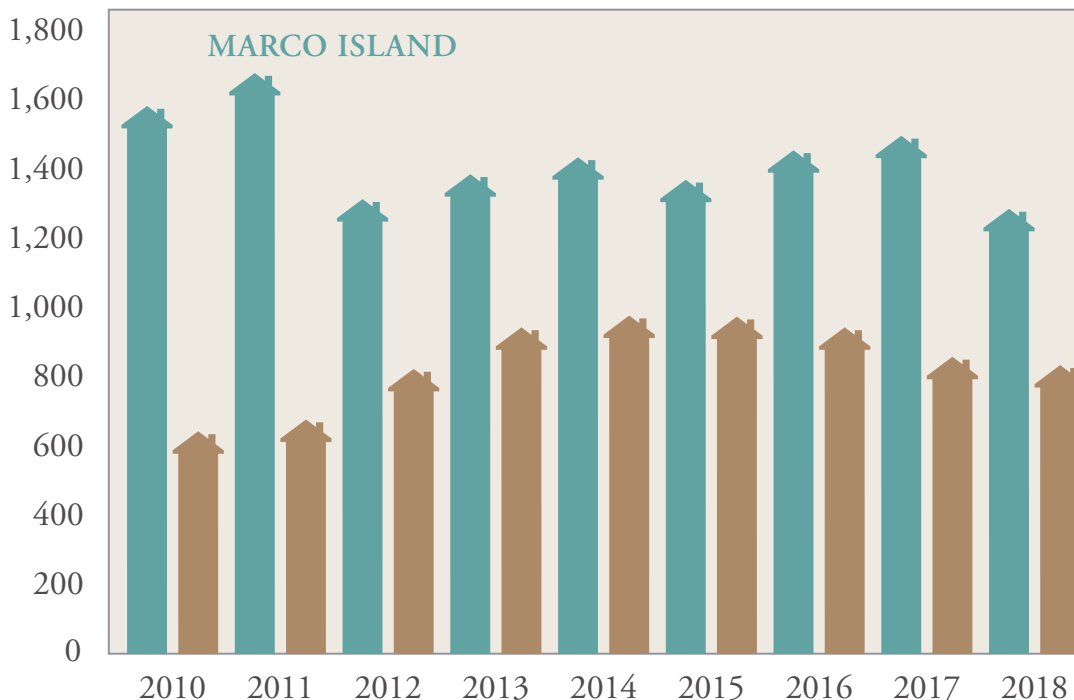


NEW LISTINGS

2010	23,931
2011	23,666
2012	20,317
2013	19,770
2014	18,799
2015	18,331
2016	19,383
2017	20,247
2018	18,044

CLOSED UNITS

2010	10,028
2011	10,825
2012	11,321
2013	12,119
2014	13,048
2015	13,284
2016	12,979
2017	11,831
2018	11,993



NEW LISTINGS

2010	1,581
2011	1,676
2012	1,312
2013	1,384
2014	1,433
2015	1,368
2016	1,453
2017	1,495
2018	1,284

CLOSED UNITS

2010	642
2011	676
2012	822
2013	942
2014	976
2015	973
2016	942
2017	857
2018	833

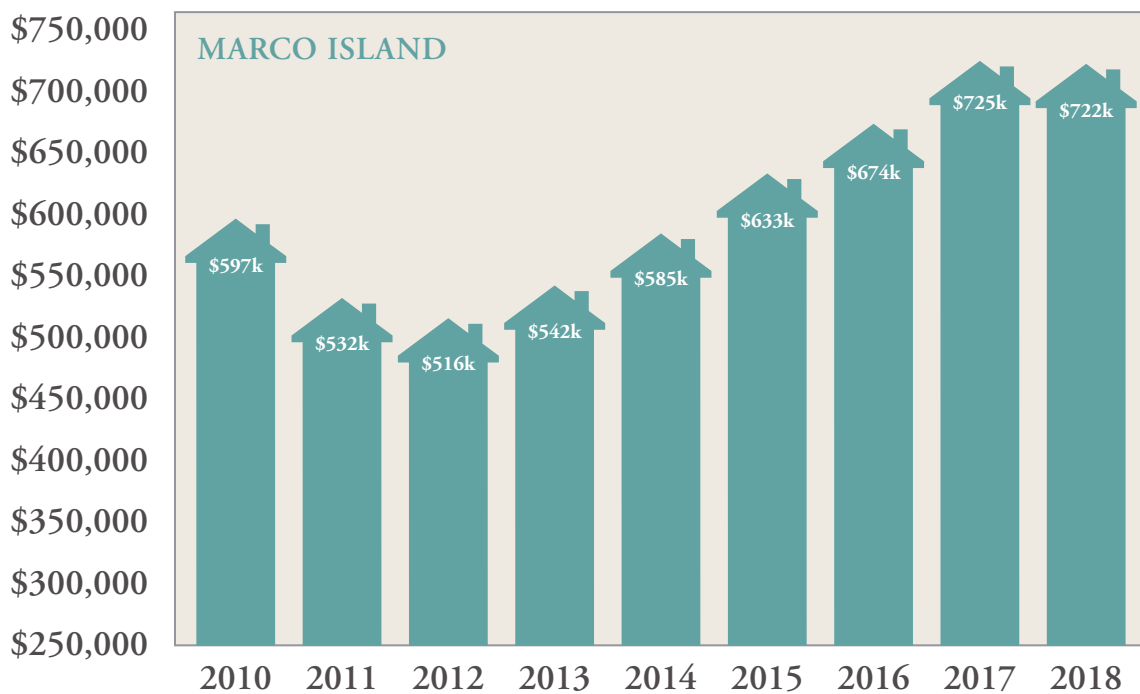
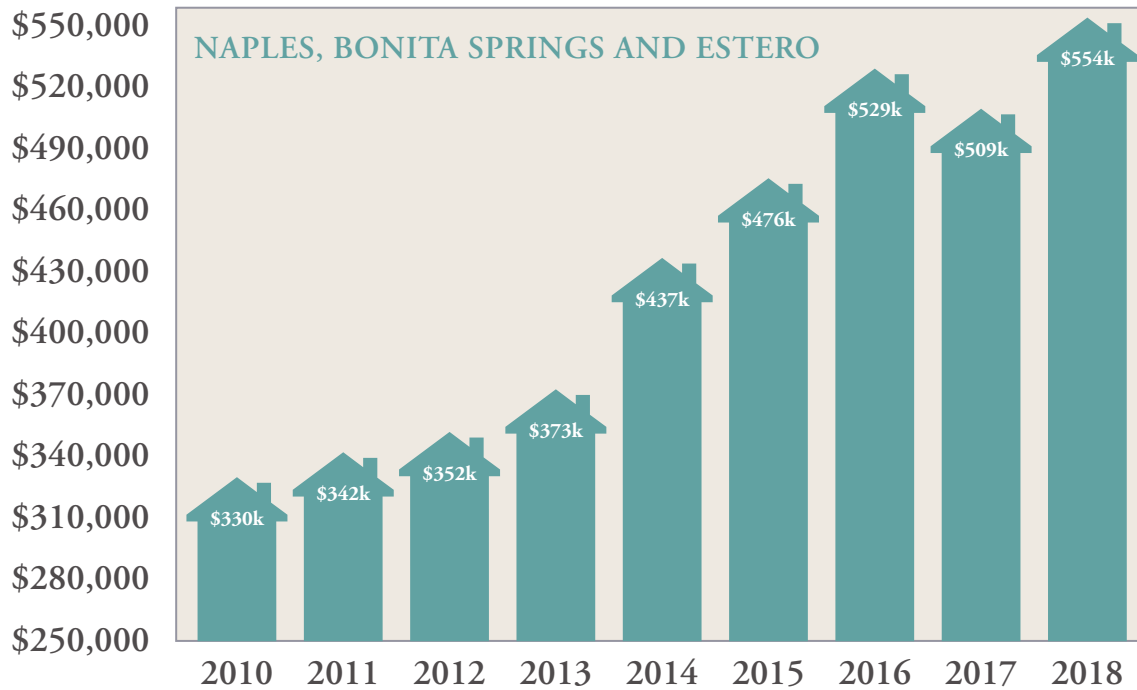
John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2018, 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."



Bring Your Highest Expectations™

AVERAGE SALES PRICE 12-Month Comparisons



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, Marco Island MLS, Copyright 2018, 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."



Bring Your Highest Expectations™

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 March 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	26	19	16.42	\$4,103,842
Audubon Country Club	39	19	24.63	\$973,079
Barefoot Beach	18	13	16.62	\$3,570,577
Bonita Bay	34	72	5.67	\$1,123,531
Brooks	70	79	10.63	\$746,385
Collier's Reserve	17	12	17.00	\$1,165,721
Crossings	9	10	10.80	\$770,900
Grey Oaks	40	60	8.00	\$2,434,567
Kensington	10	13	9.23	\$914,685
Lely Resort	99	112	10.61	\$694,685
Mediterra	58	36	19.33	\$2,087,535
Monterey	24	20	14.40	\$633,475
Olde Cypress	33	28	14.14	\$768,093
Old Naples	94	87	12.97	\$3,577,055
Palmira Golf and Country Club	40	32	15.00	\$566,820
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	96	129	8.93	\$1,778,666
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	25	19	15.79	\$3,384,553
Pelican Bay	25	53	5.66	\$1,576,939
Pelican Bay (Bay Colony)	8	3	32.00	\$3,383,333
Pelican Landing	34	43	9.49	\$788,836
Pelican Landing (The Colony)	14	9	18.67	\$1,304,444
Pelican Marsh	49	37	15.89	\$1,148,481
Pelican Sound	2	12	2.00	\$569,500
Pine Ridge	36	31	13.94	\$1,705,323
Port Royal	51	28	21.86	\$8,834,571
Quail Creek	19	25	9.12	\$915,760
Quail West	64	48	16.00	\$2,111,505
Royal Harbor	13	30	5.20	\$2,119,150
Tiburon	9	6	18.00	\$2,444,167
Vanderbilt Beach	28	29	11.59	\$1,568,043
Vineyards	61	52	14.08	\$635,707
West Bay Club	21	35	7.20	\$1,206,363

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, Marco Island MLS, Copyright 2018, 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."



Bring Your Highest Expectations™

Neighborhood Snapshot Report[©]

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

CONDOMINIUMS

Monthly Snapshot as of March 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6	22	3.27	\$1,263,152
Bonita Bay	99	105	11.31	\$641,210
Brooks	82	103	9.55	\$281,259
Dunes	40	26	18.46	\$1,120,288
Grey Oaks	11	10	13.20	\$1,098,750
Kensington	28	14	24.00	\$451,314
Lely Resort	143	157	10.93	\$305,705
Mediterra	21	25	10.08	\$580,130
Olde Cypress	10	7	17.14	\$431,614
Old Naples	95	125	9.12	\$815,733
Palmira Golf and Country Club	14	15	11.20	\$328,727
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	77	84	11.00	\$367,240
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	187	254	8.83	\$1,355,946
Pelican Bay	153	237	7.75	\$858,535
Pelican Bay (Bay Colony)	37	25	17.76	\$3,095,756
Pelican Landing	53	58	10.97	\$332,112
Pelican Landing (The Colony)	67	60	13.40	\$896,954
Pelican Marsh	54	52	12.46	\$453,846
Pelican Sound	33	68	5.82	\$307,685
Pine Ridge	16	24	8.00	\$223,179
Tiburon	31	27	13.78	\$720,533
Vanderbilt Beach	74	99	8.97	\$810,334
Vineyards	108	104	12.46	\$350,179
West Bay Club	13	35	4.46	\$510,314

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, Marco Island MLS, Copyright 2018, 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."



Bring Your Highest Expectations™

Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of March 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	125	114	13.16	\$1,337,733
Indirect Waterfront	116	145	9.60	\$883,831
Golf Course	10	12	10.00	\$496,021
Beachfront	4	2	24.00	\$5,675,000
Inland	65	100	7.80	\$481,566
Preserve	4	6	8.00	\$1,014,375

CONDOMINIUMS

Monthly Snapshot as of March 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	62	103	7.22	\$397,883
Indirect Waterfront	23	27	10.22	\$438,648
Golf Course		1	0.00	\$760,000
Beachfront	153	158	11.62	\$875,227
Gulf View	28	33	10.18	\$672,303
Inland	80	122	7.87	\$247,261
Preserve	6	12	6.00	\$383,792

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.

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

"The source of this real property information is the copyrighted and proprietary database compilation of Marco Island MLS, Copyright 2018, 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."