



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR JANUARY 2018

Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- There were 891 closings during the month of January, an 8% increase over January 2017 and the highest for the month since 2014.
- The number of closed sales priced above \$2 million increased 50% year-over-year to 45 sales vs. 30 in 2017.

New Listings/Inventory

- Available inventory on February 1, 2018 consisted of 7,663 units, down from 8,091 units a year ago.
- During the 12 months ending January 31, 2018, there were a total of 18,307 new listings added to the market, a 10.7% decrease from the same period in 2017.

Average and Median Sales Price

- Average sales price during the month of January was \$544,205, up from \$532,476 in January 2017. The 12-month average price is \$545,183, an increase of 6.6% over the prior 12 months.
- Median sales price over the past 12 months is up 3.5% to \$327,000.

MARCO ISLAND

Closed Sales

- During the 12 months ending January 31, 2018, the Marco Island area recorded 842 closings, down from 855 during the prior 12 months.
- There were 50 sales during the month of January, down 18% from January 2017.

New Listings/Inventory

- Available inventory on February 1, 2018 consisted of 657 units, down 16% from the same period in 2017.
- During the 12 months ending January 31, 2018, there were 1,298 new listings added to the market. This represents a 12% reduction over the prior period.

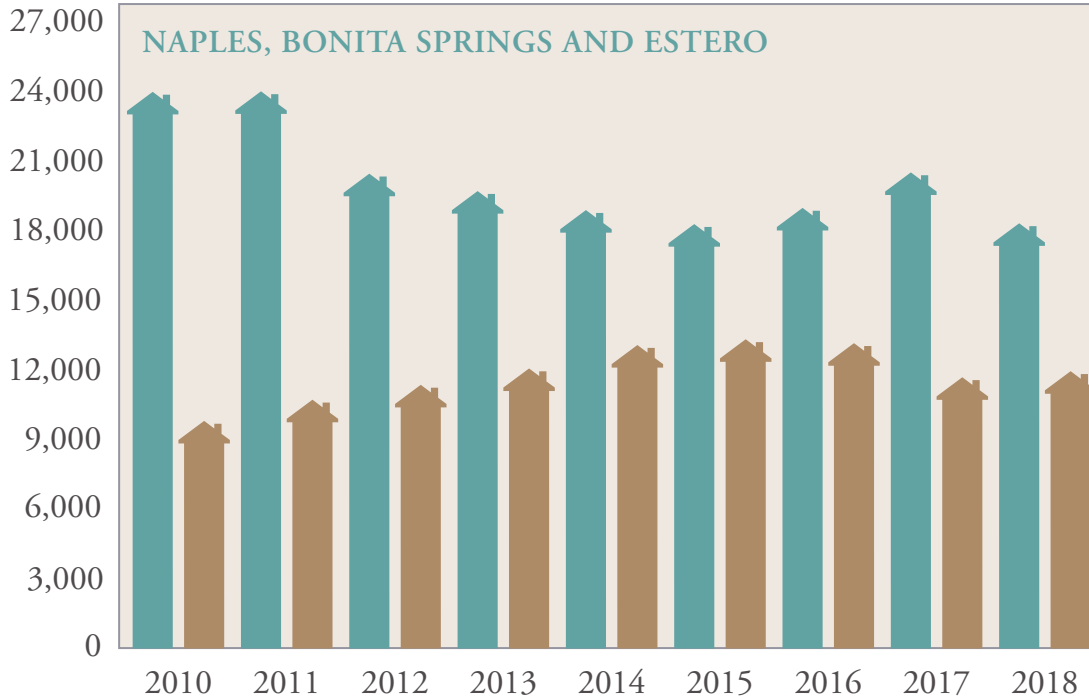
Average and Median Sales Price

- The average sales price in January decreased 15.5% to \$731,640 when compared to January 2017.
- The average and median sales prices for the 12 months ending January 31, 2018 remained consistent with the prior year at \$722,633 for the average price and \$566,903 for the median price.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

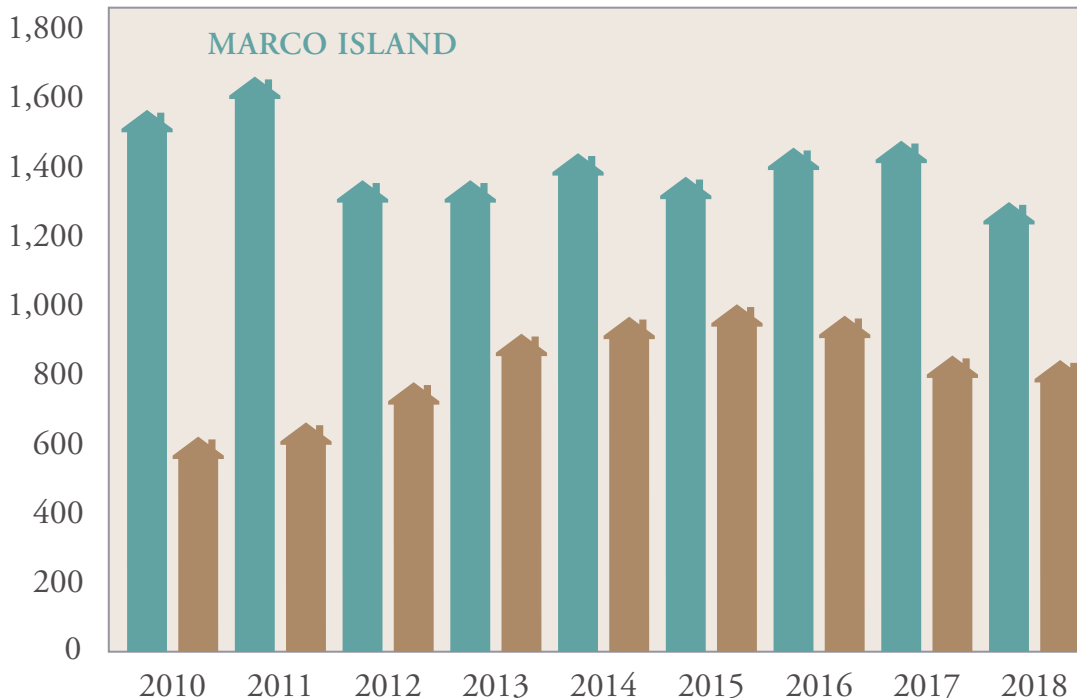


NEW LISTINGS

2010	23,968
2011	23,990
2012	20,444
2013	19,695
2014	18,876
2015	18,273
2016	18,970
2017	20,499
2018	18,307

CLOSED UNITS

2010	9,798
2011	10,710
2012	11,351
2013	12,056
2014	13,065
2015	13,313
2016	13,145
2017	11,677
2018	11,938



NEW LISTINGS

2010	1,564
2011	1,660
2012	1,361
2013	1,361
2014	1,439
2015	1,371
2016	1,455
2017	1,475
2018	1,298

CLOSED UNITS

2010	621
2011	662
2012	778
2013	918
2014	967
2015	1,003
2016	970
2017	855
2018	842

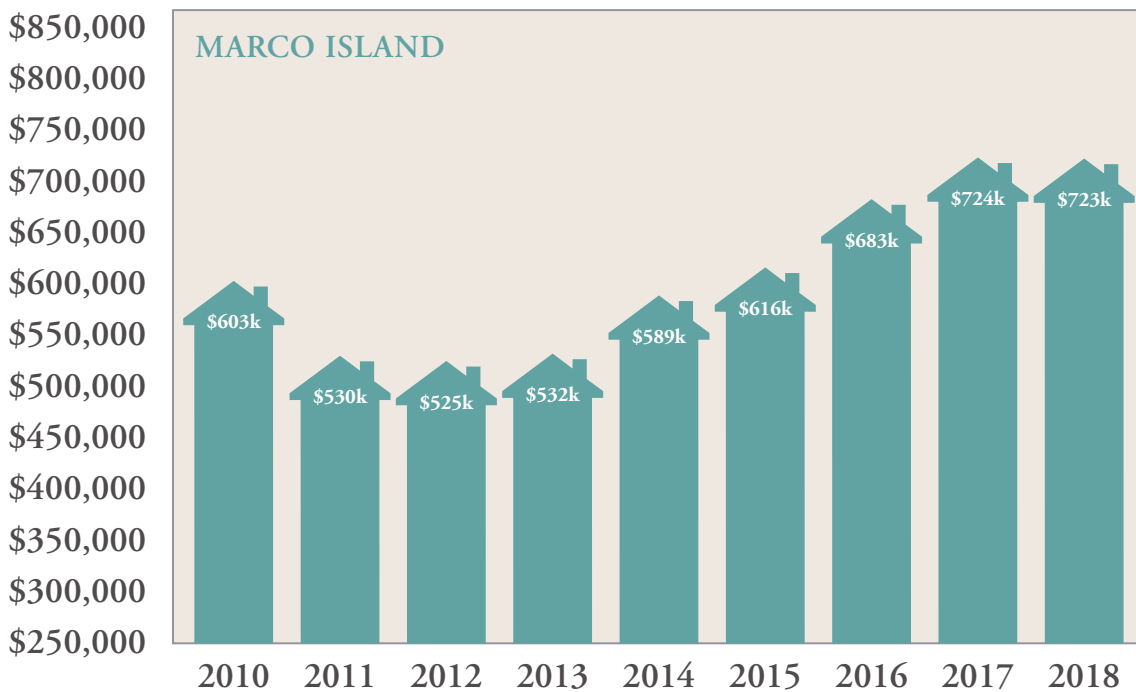
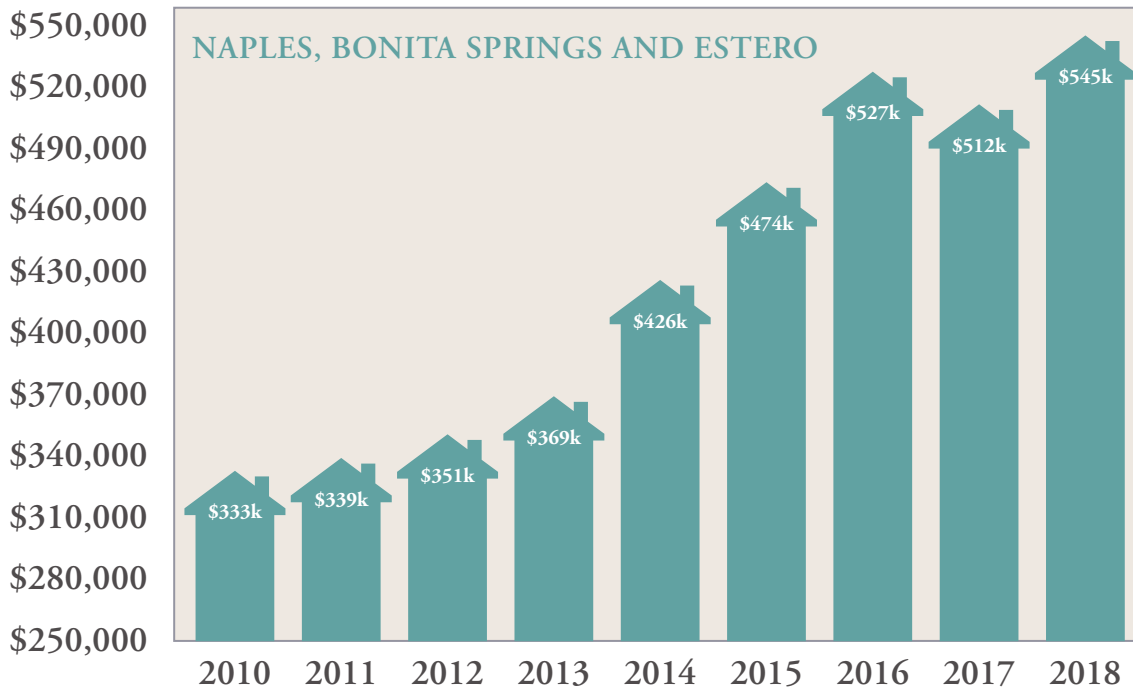
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AVERAGE SALES PRICE 12-Month Comparisons



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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 February 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	24	20	14.40	\$4,051,150
Audubon Country Club	38	16	28.50	\$1,002,563
Barefoot Beach	15	9	20.00	\$3,519,722
Bonita Bay	42	66	7.64	\$1,130,182
Brooks	71	73	11.67	\$740,415
Collier's Reserve	16	10	19.20	\$1,145,365
Crossings	8	9	10.67	\$803,778
Grey Oaks	37	55	8.07	\$2,477,300
Kensington	12	9	16.00	\$897,433
Lely Resort	104	107	11.66	\$713,051
Mediterra	58	35	19.89	\$2,100,914
Monterey	18	16	13.50	\$611,656
Olde Cypress	33	30	13.20	\$770,020
Old Naples	87	77	13.56	\$3,559,075
Palmira Golf and Country Club	39	27	17.33	\$587,898
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	101	116	10.45	\$1,747,830
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	24	16	18.00	\$3,541,031
Pelican Bay	18	49	4.41	\$1,603,699
Pelican Bay (Bay Colony)	11	3	44.00	\$3,383,333
Pelican Landing	31	46	8.09	\$779,705
Pelican Landing (The Colony)	15	10	18.00	\$1,276,500
Pelican Marsh	44	32	16.50	\$1,133,712
Pelican Sound	2	11	2.18	\$581,273
Pine Ridge	36	26	16.62	\$1,624,231
Port Royal	50	26	23.08	\$8,340,308
Quail Creek	20	22	10.91	\$896,773
Quail West	65	49	15.92	\$2,089,589
Royal Harbor	18	25	8.64	\$2,275,140
Tiburon	7	5	16.80	\$2,693,000
Vanderbilt Beach	22	26	10.15	\$2,143,452
Vineyards	59	49	14.45	\$657,964
West Bay Club	20	30	8.00	\$1,179,833

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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 February 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	5	18	3.33	\$1,178,992
Bonita Bay	92	89	12.40	\$643,325
Brooks	81	93	10.45	\$279,260
Dunes	42	21	24.00	\$1,148,464
Grey Oaks	10	10	12.00	\$1,078,850
Kensington	25	13	23.08	\$450,146
Lely Resort	125	140	10.71	\$309,125
Mediterra	24	16	18.00	\$568,031
Olde Cypress	11	4	33.00	\$461,075
Old Naples	86	105	9.83	\$811,625
Palmira Golf and Country Club	18	14	15.43	\$332,564
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	72	70	12.34	\$328,946
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	196	239	9.84	\$1,314,864
Pelican Bay	150	223	8.07	\$847,777
Pelican Bay (Bay Colony)	27	22	14.73	\$3,001,132
Pelican Landing	54	61	10.62	\$338,984
Pelican Landing (The Colony)	60	59	12.20	\$879,970
Pelican Marsh	51	51	12.00	\$444,289
Pelican Sound	25	57	5.26	\$312,337
Pine Ridge	16	23	8.35	\$233,061
Tiburon	26	27	11.56	\$703,867
Vanderbilt Beach	69	86	9.63	\$729,519
Vineyards	112	95	14.15	\$361,271
West Bay Club	15	36	5.00	\$515,056

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of February 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	117	113	12.42	\$1,353,819
Indirect Waterfront	112	140	9.60	\$916,139
Golf Course	9	14	7.71	\$510,732
Beachfront	5	2	30.00	\$5,675,000
Inland	68	102	8.00	\$497,798
Preserve	3	6	6.00	\$1,014,375

CONDOMINIUMS

Monthly Snapshot as of February 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	64	110	6.98	\$378,393
Indirect Waterfront	23	27	10.22	\$438,648
Golf Course		1	0.00	\$760,000
Beachfront	140	164	10.24	\$856,075
Gulf View	28	31	10.84	\$686,161
Inland	82	119	8.27	\$245,888
Preserve	6	13	5.54	\$377,346

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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