



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, JULY 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report[®] – July 2016

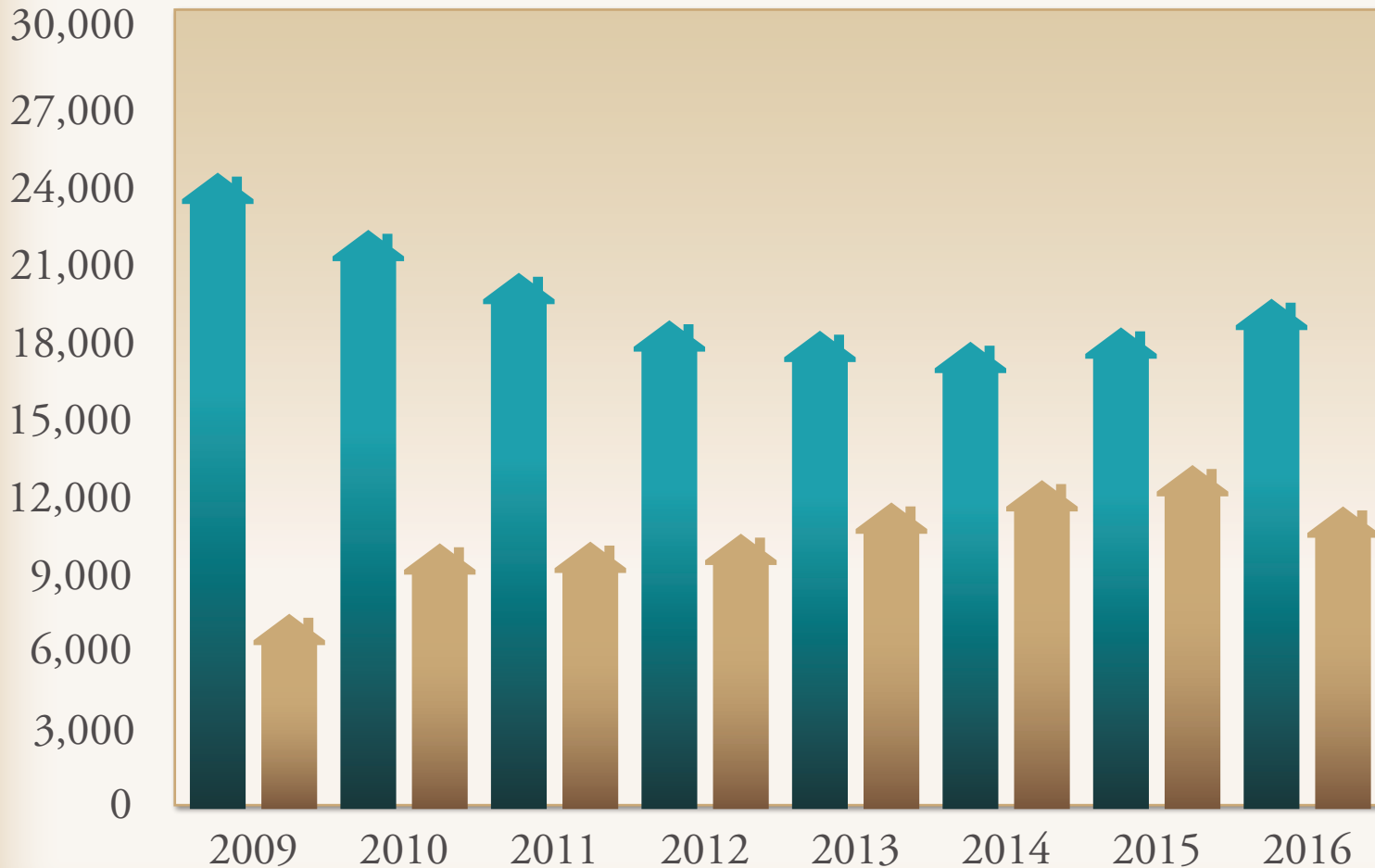
Naples / Bonita Springs / Estero Market Area



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12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	19,758
2015	18,648
2014	18,092
2013	18,519
2012	18,923
2011	20,762
2010	22,427
2009	24,642

CLOSED UNITS

2016	11,713
2015	13,316
2014	12,732
2013	11,866
2012	10,657
2011	10,349
2010	10,284
2009	7,554

John R. Wood Properties

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Market Report[®] – July 2016

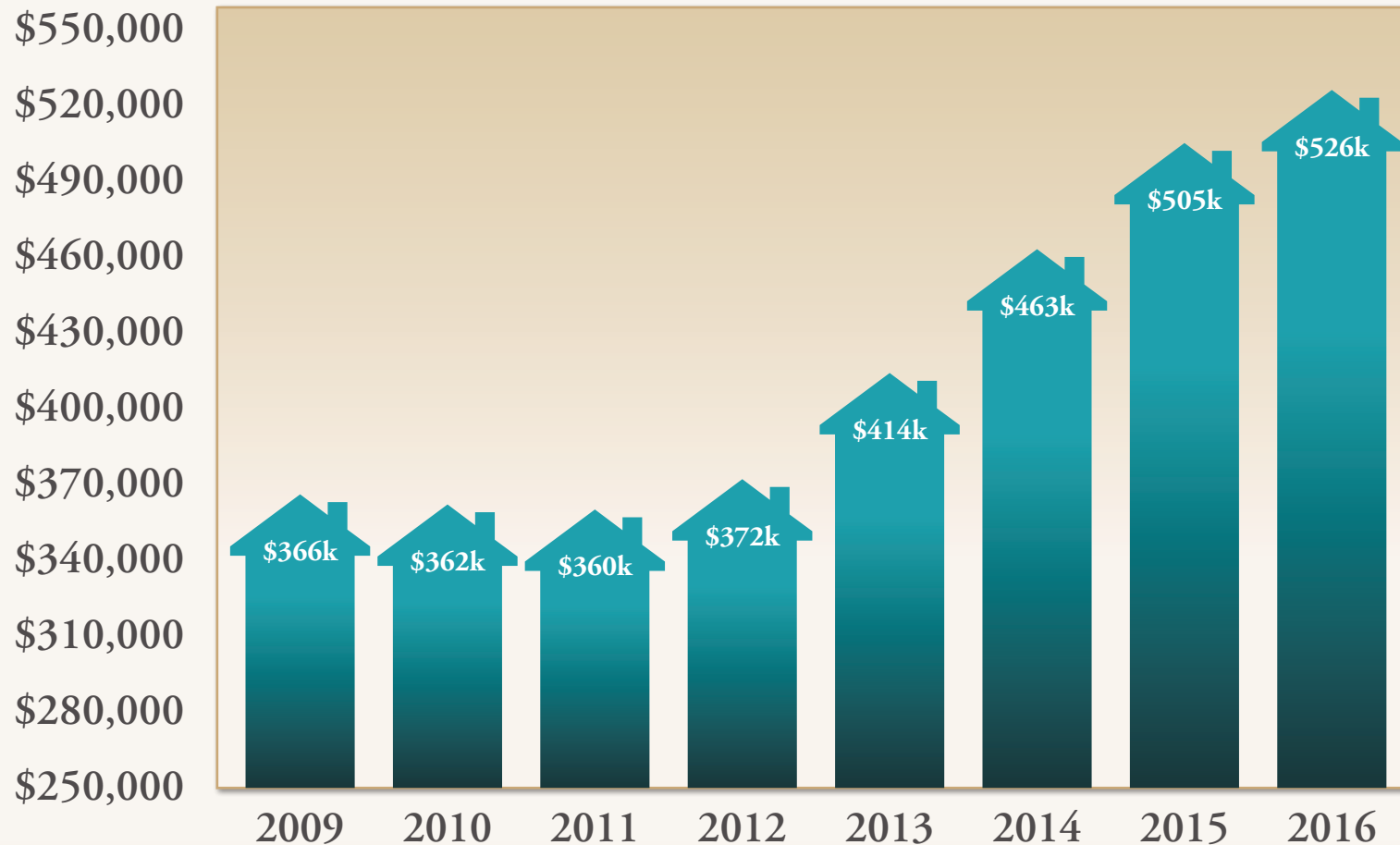
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- The number of closed sales through July 2016 is down 16% from the same period in 2015. Sales pace is driven by inventory, demand and pricing.
- During the past 12 months, closings for properties priced above \$2 million declined by 9.7% (410 vs. 454).

NEW LISTINGS/INVENTORY

- Available inventory on August 1, 2016 in the Naples, Bonita Springs, Estero combined market consisted of 5,991 units (3,222 single family homes and 2,769 condominiums). This is up from 4,286 units on August 1, 2015.
- The number of available properties for sale on August 1, 2016 represents 6.1 months of supply based on current absorption rates.

AVERAGE AND MEDIAN SALES PRICE

- The average price of closed sales increased 4% over the past 12 months, and year-to-date has remained approximately the same as prior year (\$541,515 in 2016 vs. \$535,318 in 2015).
- Median price is up 5% for the first seven months of the year (\$320,000 vs. \$305,000).
- Average price of closed sales priced above \$2 million fell 3% over the past 12 months from \$3,900,914 to \$3,796,322.

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



MONTHLY SNAPSHOT AS OF AUGUST 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	29	27	12.89	\$4,126,889
Barefoot Beach	18	12	18.00	\$3,697,083
Bonita Bay	26	68	4.59	\$1,102,030
The Brooks	39	76	6.16	\$786,089
Collier's Reserve	16	13	14.77	\$1,341,315
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	95	106	10.75	\$1,738,544
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	24	14	20.57	\$3,351,357
The Crossings	8	13	7.38	\$701,315
Grey Oaks	42	51	9.88	\$2,157,871
Kensington	11	22	6.00	\$898,501
Lely Resort	90	108	10.00	\$707,366
Mediterra	59	67	10.57	\$2,458,833
Monterey	15	28	6.43	\$784,625
Olde Cypress	20	26	9.23	\$794,058
Old Naples	70	74	11.35	\$3,018,369
Palmira Golf and Country Club	23	25	11.04	\$608,992
Pelican Bay	22	36	7.33	\$1,406,111
Pelican Bay (Bay Colony)	6	8	9.00	\$6,518,539
Pelican Landing	23	49	5.63	\$793,608
Pelican Landing (The Colony)	10	19	6.32	\$1,573,103
Pelican Marsh	28	57	5.89	\$1,258,281
Pelican Sound	2	12	2.00	\$615,625
Pine Ridge	33	41	9.66	\$1,215,924
Port Royal	43	36	14.33	\$7,971,653
Quail Creek	16	28	6.86	\$919,932
Quail West	58	35	19.89	\$1,932,187
Royal Harbor	31	18	20.67	\$2,003,389
Tiburon	7	10	8.40	\$2,216,300
Vanderbilt Beach	21	29	8.69	\$1,816,707
The Vineyards	55	65	10.15	\$709,838
West Bay Club	12	16	9.00	\$952,125

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MONTHLY SNAPSHOT AS OF AUGUST 1, 2016

CONDOMINIUMS

12-Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	5	21	2.86	\$992,690
Bonita Bay	41	114	4.32	\$702,213
The Brooks	40	116	4.14	\$272,449
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	47	89	6.34	\$361,912
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	131	264	5.95	\$1,244,683
The Dunes	22	31	8.52	\$1,143,240
Grey Oaks	5	16	3.75	\$894,320
Kensington	10	24	5.00	\$432,750
Lely Resort	129	161	9.61	\$316,513
Mediterra	20	17	14.12	\$574,265
Monterey	2	3	8.00	\$291,667
Olde Cypress	7	6	14.00	\$422,167
Old Naples	59	115	6.16	\$631,204
Palmira Golf and Country Club	10	19	6.32	\$356,821
Pelican Bay	106	221	5.76	\$949,676
Pelican Bay (Bay Colony)	18	18	12.00	\$3,442,722
Pelican Landing	31	57	6.53	\$353,907
Pelican Landing (The Colony)	74	57	15.58	\$928,892
Pelican Marsh	38	60	7.60	\$469,230
Pelican Sound	14	44	3.82	\$314,870
Pine Ridge	7	14	6.00	\$205,036
Tiburon	35	18	23.33	\$802,651
Vanderbilt Beach	61	91	8.04	\$963,843
The Vineyards	81	81	12.00	\$374,910
West Bay Club	16	26	7.38	\$461,285

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