



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR JUNE 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 remained stable when compared to the same period last year with 7,139 closings vs. 7,010 in 2017.
- Closed sales priced above \$2 million increased 21.6% over the first six months of 2017 to 354 sales compared to 291 during the prior year.

New Listings/Inventory

- Available inventory on July 1, 2018 was 6,608 residential units compared to 6,443 a year ago. This represents 6.6 months of supply based on the current sales pace.
- During the 12 months ending June 30, 2018 there were 17,474 new listings added to the market, a decrease of 14% over the prior 12 months.

Average and Median Sales Price

- The average sales price increased 8% over the past 12 months to \$566,277. Median sales price for the period is up 2.8% to \$328,563.
- Average sales price on a year-to-date basis for properties priced above \$2 million is up 11.6%, impacted by a number of higher priced sales during the first six months. (A \$48 million beachfront sale that closed in June was excluded so as not to skew the average).
- The average price of sales above \$2 million is up 3.4% over the 12 months ending June 30, 2018 to \$3,798,800.

MARCO ISLAND

Closed Sales

- There were 497 closed sales during the first six months of 2018 compared to 531 for the same period last year.
- During the past 12 months the number of closed sales declined 12% to 819 closings, down from 929 during the same period in 2017.

New Listings/Inventory

- Available inventory on July 1, 2018 consisted of 612 residential units down from 683 on July 1, 2017.
- During the 12 months ending June 30, 2018 there were 1,292 new listings added to the market, down from 1,472 during the previous 12 months.

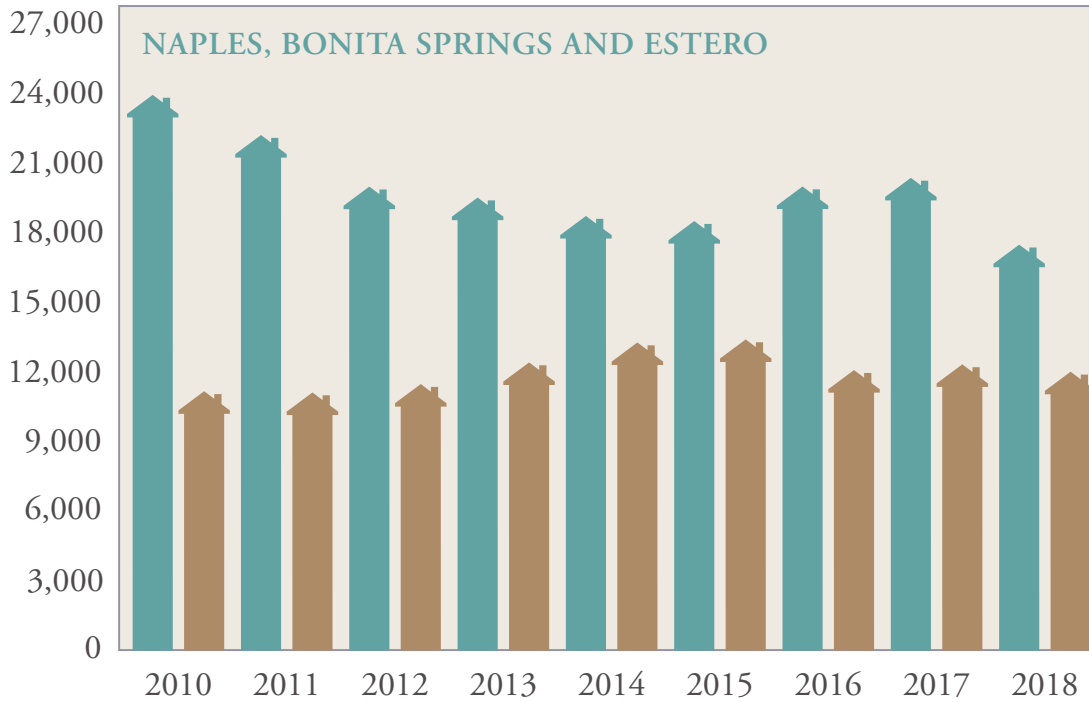
Average and Median Sales Price

- The average sales price over the past 12 months remained static with prior 12 months at \$738,724 compared to \$741,255 a year ago.
- Median price for the past 12 months declined slightly to \$563,931 down from \$576,381 a year ago.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

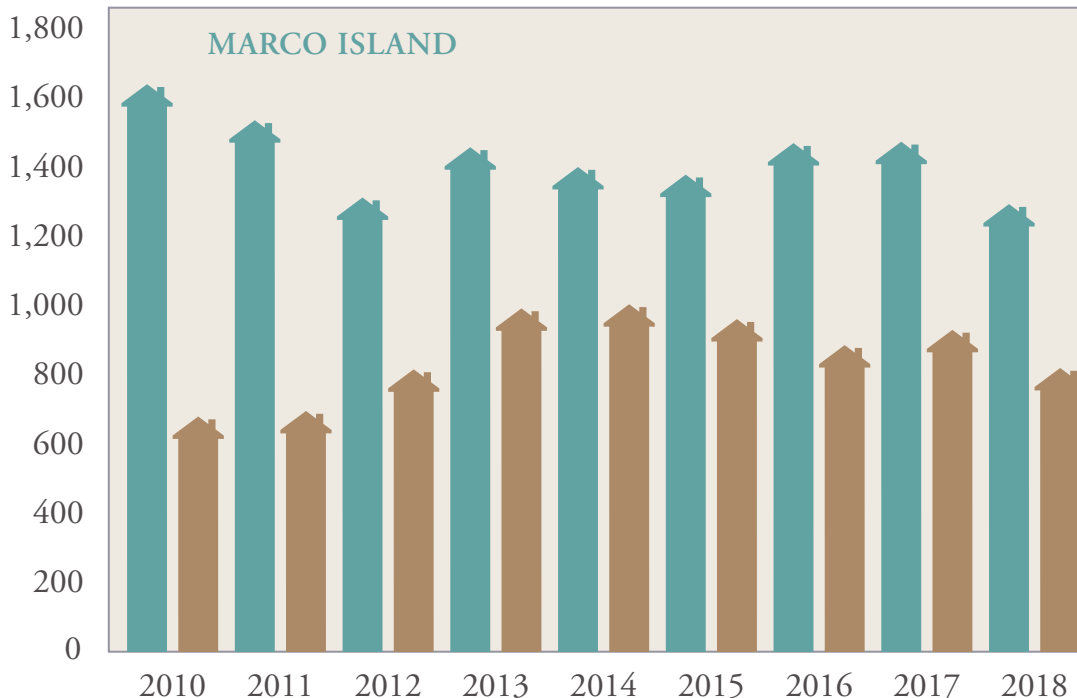


NEW LISTINGS

2010	23,924
2011	22,194
2012	19,973
2013	19,502
2014	18,709
2015	18,489
2016	19,978
2017	20,351
2018	17,474

CLOSED UNITS

2010	11,161
2011	11,108
2012	11,470
2013	12,402
2014	13,261
2015	13,392
2016	12,072
2017	12,319
2018	12,001



NEW LISTINGS

2010	1,638
2011	1,534
2012	1,311
2013	1,456
2014	1,399
2015	1,377
2016	1,468
2017	1,472
2018	1,292

CLOSED UNITS

2010	679
2011	695
2012	815
2013	991
2014	1,003
2015	960
2016	885
2017	929
2018	819

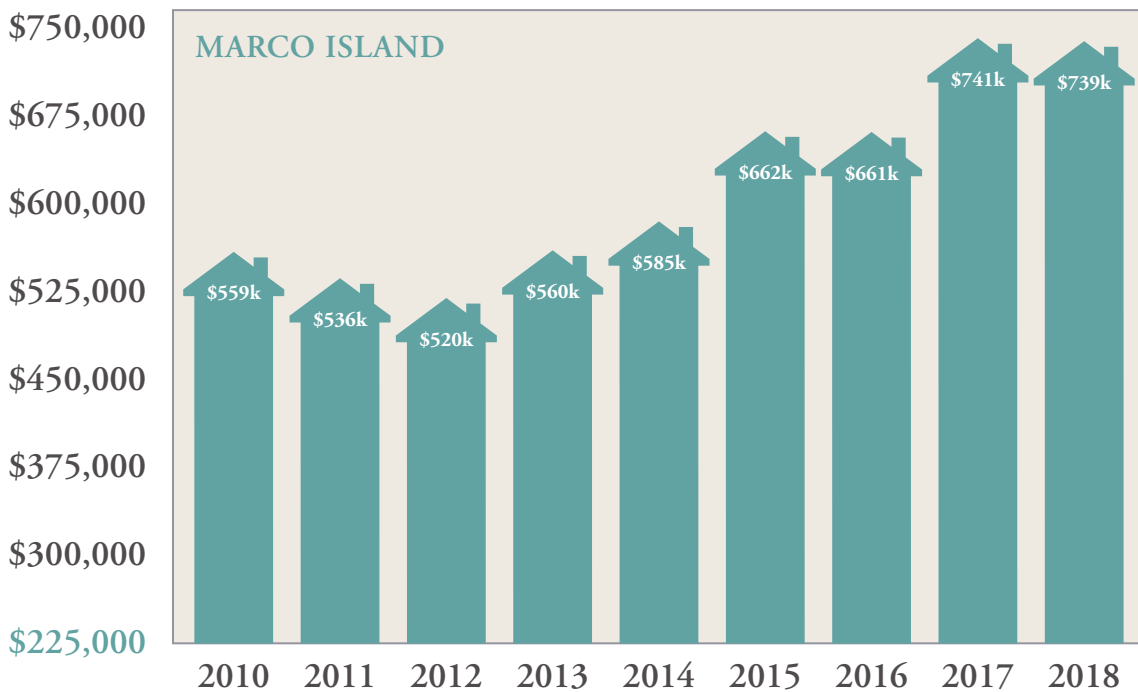
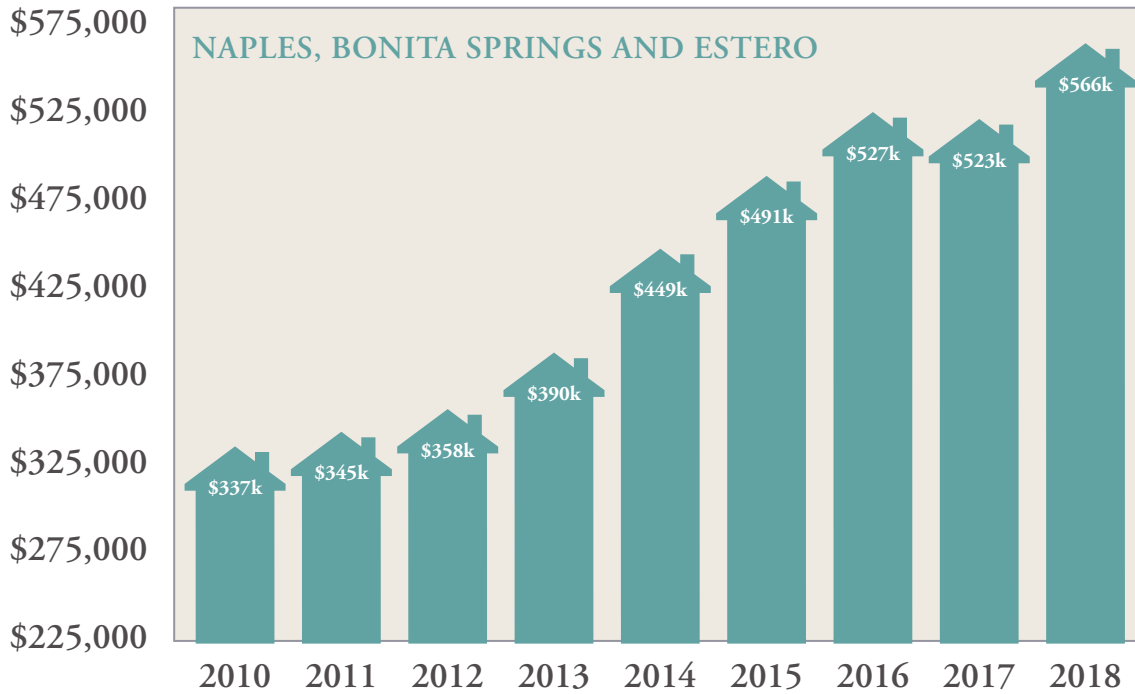
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AVERAGE SALES PRICE 12-Month Comparisons



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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 July 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	26	19	16.42	\$4,128,842
Audubon Country Club	21	18	14.00	\$937,350
Barefoot Beach	13	12	13.00	\$3,714,167
Bonita Bay	31	75	4.96	\$1,176,430
Brooks	57	85	8.05	\$749,154
Collier's Reserve	10	20	6.00	\$1,171,063
Crossings	6	14	5.14	\$696,066
Grey Oaks	32	59	6.51	\$2,514,703
Kensington	9	18	6.00	\$953,819
Lely Resort	86	120	8.60	\$651,358
Mediterra	40	34	14.12	\$2,201,919
Monterey	21	29	8.69	\$763,428
Olde Cypress	23	31	8.90	\$790,113
Old Naples	77	65	14.22	\$3,483,238
Palmira Golf and Country Club	23	40	6.90	\$542,441
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	66	125	6.34	\$1,913,279
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	15	28	6.43	\$3,436,815
Pelican Bay	17	52	3.92	\$2,042,114
Pelican Bay (Bay Colony)	6	5	14.40	\$3,480,000
Pelican Landing	26	33	9.45	\$716,082
Pelican Landing (The Colony)	7	4	21.00	\$915,000
Pelican Marsh	31	44	8.45	\$1,387,659
Pelican Sound	3	10	3.60	\$601,400
Pine Ridge	28	30	11.20	\$1,871,863
Port Royal	41	37	13.30	\$10,469,152
Quail Creek	18	23	9.39	\$962,130
Quail West	56	52	12.92	\$2,301,732
Royal Harbor	13	24	6.50	\$2,152,188
Tiburon	6	8	9.00	\$1,856,500
Vanderbilt Beach	17	24	8.50	\$1,730,573
Vineyards	52	55	11.35	\$646,048
West Bay Club	22	29	9.10	\$1,248,317

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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 July 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6	15	4.80	\$1,332,557
Bonita Bay	64	111	6.92	\$654,007
Brooks	67	104	7.73	\$283,538
Dunes	30	24	15.00	\$1,132,582
Grey Oaks	14	13	12.92	\$1,026,077
Kensington	22	20	13.20	\$431,433
Lely Resort	113	141	9.62	\$298,314
Mediterra	13	23	6.78	\$596,880
Olde Cypress	7	5	16.80	\$432,400
Old Naples	77	124	7.45	\$804,096
Palmira Golf and Country Club	15	21	8.57	\$333,269
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	48	97	5.94	\$388,316
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	145	251	6.93	\$1,302,603
Pelican Bay	111	233	5.72	\$877,495
Pelican Bay (Bay Colony)	14	28	6.00	\$3,121,214
Pelican Landing	35	55	7.64	\$338,555
Pelican Landing (The Colony)	54	40	16.20	\$849,237
Pelican Marsh	35	58	7.24	\$436,552
Pelican Sound	22	68	3.88	\$305,590
Pine Ridge	12	24	6.00	\$219,648
Tiburon	18	23	9.39	\$759,891
Vanderbilt Beach	70	91	9.23	\$959,449
Vineyards	89	114	9.37	\$352,158
West Bay Club	3	35	1.03	\$498,371

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of July 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	106	107	11.89	\$1,366,346
Indirect Waterfront	91	142	7.69	\$887,784
Golf Course	8	11	8.73	\$742,386
Beachfront	1	4	3.00	\$6,225,000
Inland	46	98	5.63	\$502,902
Preserve	8	7	13.71	\$964,893

CONDOMINIUMS

Monthly Snapshot as of July 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	59	113	6.27	\$413,576
Indirect Waterfront	21	25	10.08	\$407,192
Golf Course	3	2	18.00	\$887,500
Beachfront	157	149	12.64	\$934,504
Gulf View	25	31	9.68	\$612,352
Inland	79	121	7.83	\$237,711
Preserve	3	9	4.00	\$359,278

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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