



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR MARCH 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 is static with last year with 3,074 closings compared to 3,054 in 2017.
- Closed sales priced above \$2 million increased 38.5% year-over-year to 162 sales vs. 117 in the first three months of 2017. This represents the highest level during this period for the past nine years.

New Listings/Inventory

- Available inventory on April 1, 2018 consisted of 7,957 residential units. This represents a decrease of 3% over the same time last year.
- During the 12 months ending March 31, 2018 there were 18,074 new listings added to the market, a decrease of 10.5% over the prior 12 months.

Average and Median Sales Price

- The average sales price for the 12 months ending March 31, 2018 increased 8.2% over the prior 12 months to \$557,479.
- Median sales price for this period is up 4% to \$329,458.

MARCO ISLAND

Closed Sales

- During the past 12 months closed sales declined 6.5% to 817 sales, down from 874 for the 12 months ending March 31, 2017.
- There were 198 closed sales recorded during the first three months of 2018 compared to 234 for the same period a year ago.

New Listings/Inventory

- Available inventory on April 1, 2018 consisted of 701 units, down from 797 at this time in 2017.
- During the 12 months ending March 31, 2018 there were a total of 1,291 listings added to the market. This represents a 12.8% reduction over the prior 12-month period.

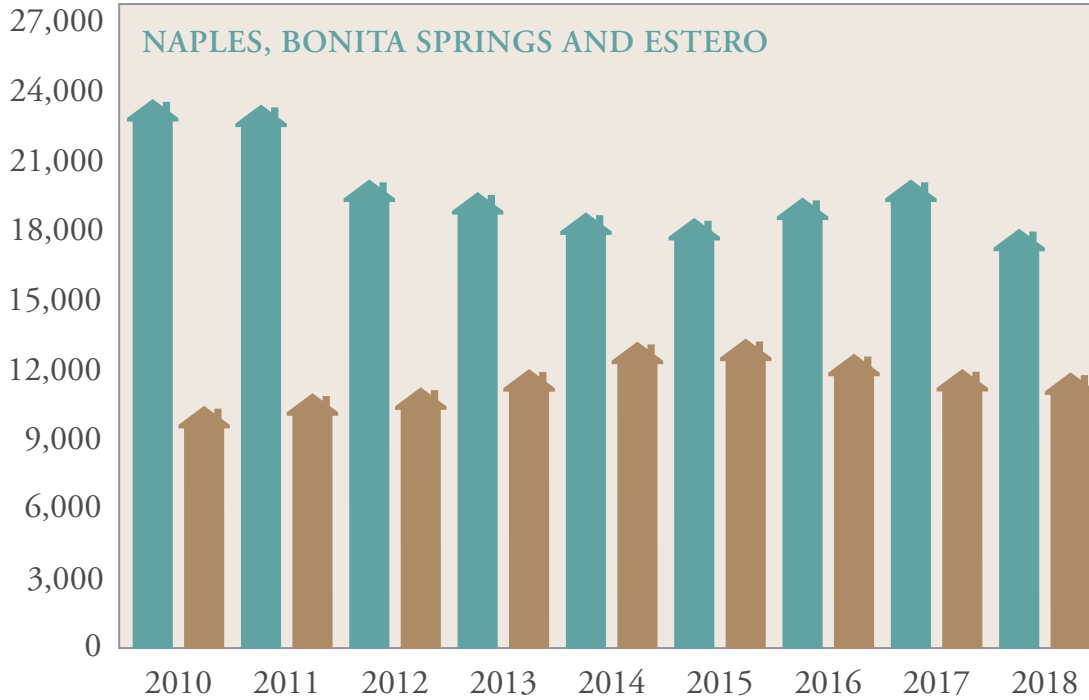
Average and Median Sales Price

- The average sales price over the past 12 months remained consistent with prior year at \$723,311.
- Median sales price also remained steady at \$563,149.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

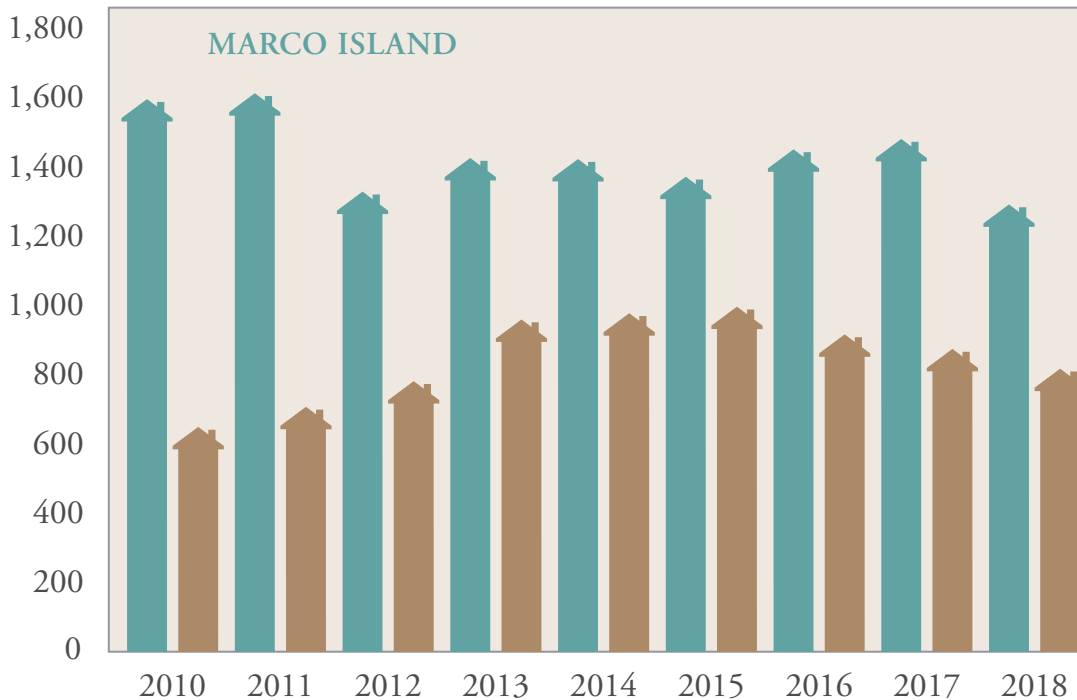


NEW LISTINGS

2010	23,661
2011	23,421
2012	20,195
2013	19,655
2014	18,781
2015	18,540
2016	19,419
2017	20,194
2018	18,074

CLOSED UNITS

2010	10,447
2011	10,990
2012	11,245
2013	12,030
2014	13,212
2015	13,342
2016	12,693
2017	12,036
2018	11,892



NEW LISTINGS

2010	1,595
2011	1,612
2012	1,328
2013	1,425
2014	1,422
2015	1,371
2016	1,450
2017	1,480
2018	1,291

CLOSED UNITS

2010	649
2011	707
2012	781
2013	959
2014	977
2015	996
2016	916
2017	874
2018	817

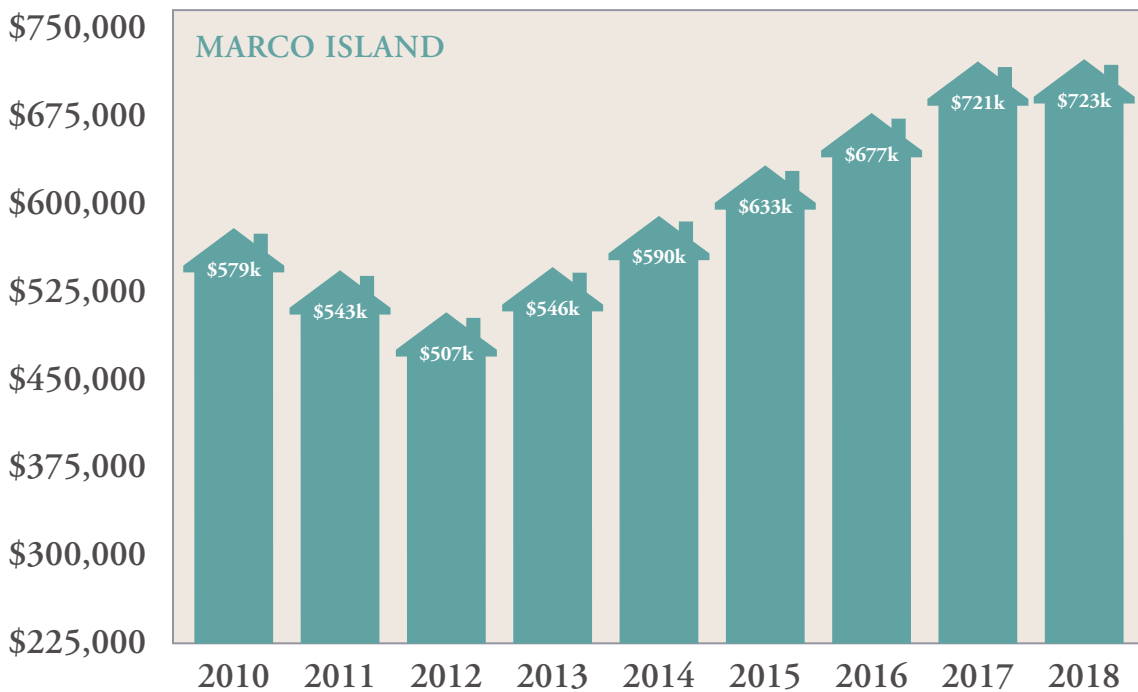
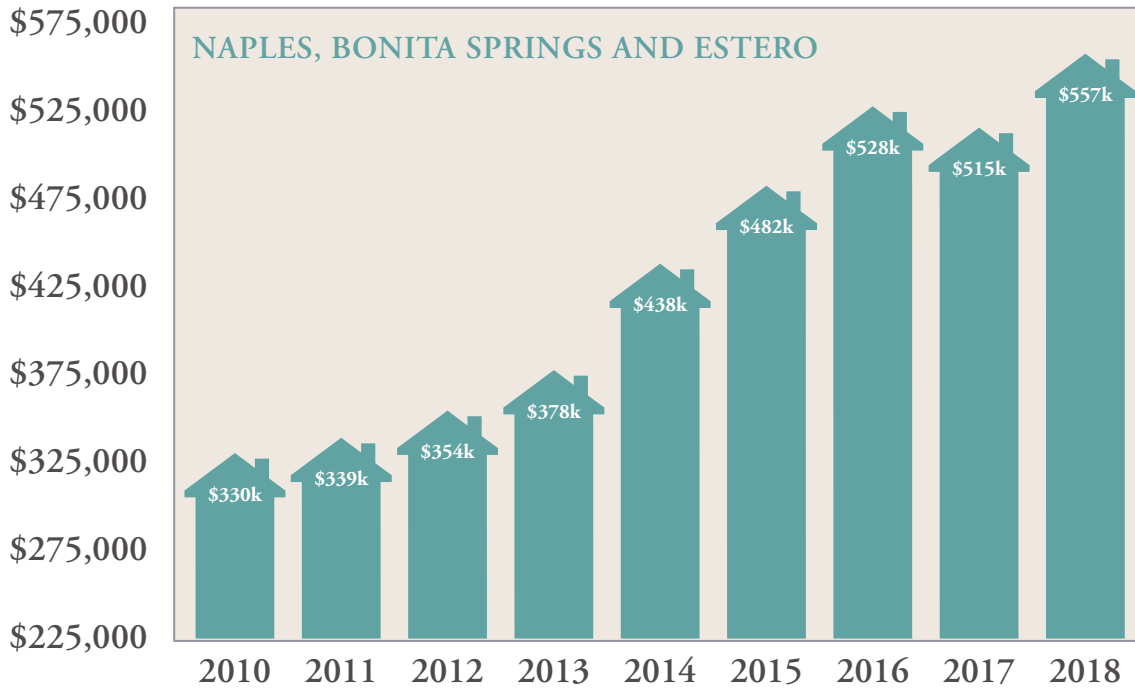
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AVERAGE SALES PRICE 12-Month Comparisons



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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 April 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	28	23	14.61	\$3,972,711
Audubon Country Club	31	24	15.50	\$947,500
Barefoot Beach	19	16	14.25	\$3,580,156
Bonita Bay	39	91	5.14	\$1,131,574
Brooks	68	100	8.16	\$748,162
Collier's Reserve	18	15	14.40	\$1,137,077
Crossings	8	12	8.00	\$744,578
Grey Oaks	37	80	5.55	\$2,508,175
Kensington	9	18	6.00	\$919,217
Lely Resort	96	136	8.47	\$690,328
Mediterra	59	37	19.14	\$2,056,115
Monterey	19	27	8.44	\$632,789
Olde Cypress	35	35	12.00	\$783,331
Old Naples	93	99	11.27	\$3,654,634
Palmira Golf and Country Club	35	40	10.50	\$573,416
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	92	161	6.86	\$1,874,579
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	23	26	10.62	\$3,431,115
Pelican Bay	25	60	5.00	\$1,585,821
Pelican Bay (Bay Colony)	7	6	14.00	\$3,325,000
Pelican Landing	38	47	9.70	\$766,010
Pelican Landing (The Colony)	14	10	16.80	\$1,244,000
Pelican Marsh	46	46	12.00	\$1,144,376
Pelican Sound	2	13	1.85	\$575,692
Pine Ridge	39	39	12.00	\$1,719,615
Port Royal	55	36	18.33	\$9,067,167
Quail Creek	24	27	10.67	\$926,444
Quail West	64	61	12.59	\$2,194,872
Royal Harbor	13	36	4.33	\$2,088,042
Tiburon	10	8	15.00	\$2,124,000
Vanderbilt Beach	30	37	9.73	\$1,527,682
Vineyards	56	64	10.50	\$624,298
West Bay Club	23	38	7.26	\$1,177,571

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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 April 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	7	28	3.00	\$1,314,173
Bonita Bay	89	133	8.03	\$646,738
Brooks	85	126	8.10	\$284,356
Dunes	36	34	12.71	\$1,099,772
Grey Oaks	9	13	8.31	\$1,044,808
Kensington	32	17	22.59	\$441,641
Lely Resort	136	181	9.02	\$306,086
Mediterra	21	33	7.64	\$587,758
Olde Cypress	8	9	10.67	\$422,033
Old Naples	85	155	6.58	\$820,933
Palmira Golf and Country Club	18	22	9.82	\$328,216
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	69	97	8.54	\$378,337
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	188	322	7.01	\$1,326,502
Pelican Bay	151	289	6.27	\$865,578
Pelican Bay (Bay Colony)	32	31	12.39	\$2,923,158
Pelican Landing	46	72	7.67	\$333,451
Pelican Landing (The Colony)	65	67	11.64	\$881,555
Pelican Marsh	51	67	9.13	\$449,780
Pelican Sound	31	81	4.59	\$310,174
Pine Ridge	15	30	6.00	\$225,377
Tiburon	27	32	10.13	\$778,888
Vanderbilt Beach	79	118	8.03	\$878,816
Vineyards	103	127	9.73	\$351,800
West Bay Club	10	40	3.00	\$506,525

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of April 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	137	104	15.81	\$1,353,388
Indirect Waterfront	111	142	9.38	\$874,338
Golf Course	9	10	10.80	\$536,325
Beachfront	3	2	18.00	\$5,675,000
Inland	55	102	6.47	\$488,179
Preserve	6	6	12.00	\$1,014,375

CONDOMINIUMS

Monthly Snapshot as of April 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	68	101	8.08	\$403,114
Indirect Waterfront	22	28	9.43	\$430,975
Golf Course	3	1	36.00	\$880,000
Beachfront	179	157	13.68	\$912,986
Gulf View	27	35	9.26	\$675,771
Inland	85	118	8.64	\$239,848
Preserve	6	11	6.55	\$373,227

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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