

MONTHLY MARKET REPORT - MARCH 2022



A LOCAL LEGACY
OF ACHIEVEMENT

\$5.8B+

IN WRITTEN
SALES VOLUME

21

LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

650+

AGENTS
THROUGHOUT
SOUTHWEST FL

#54

AMONG REAL
TRENDS
TOP 500
BROKERS (2021)

1958

YEAR ESTABLISHED
BY VISIONARY
JOHN R. WOOD

HEADQUARTERED
IN NAPLES, FLORIDA

INDEPENDENTLY
OWNED & OPERATED;
NOT A FRANCHISE



NAPLES, FL

MONTHLY MARKET REPORT

MARCH 2022

Southwest Florida	2
.....	
Naples	3
.....	
Marco Island	6
.....	
Bonita-Estero	8
.....	
Fort Myers	10
.....	
Fort Myers Beach	12
.....	
Sanibel & Captiva Islands	14
.....	
Cape Coral	16
.....	
Pine Island	18
.....	






SOUTHWEST FLORIDA

MARKET REPORT - MARCH 2022

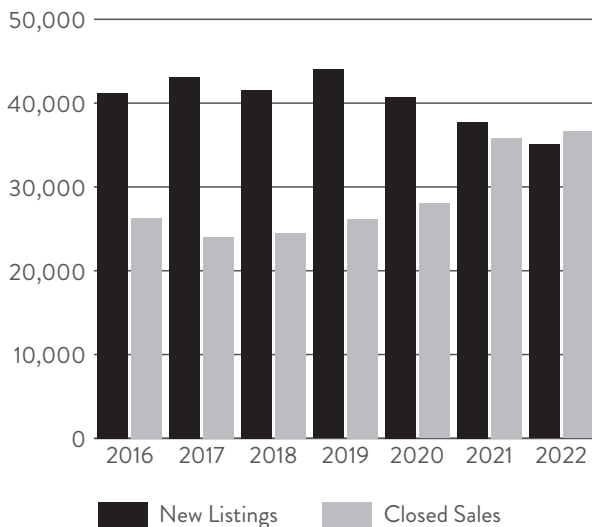


Data Represented on 12-Month Rolling Basis.

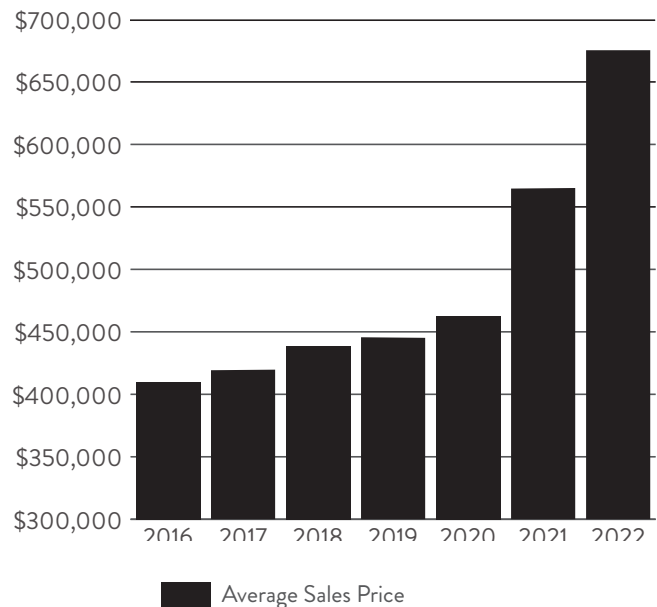
	2016	2017	2018	2019	2020	2021	2022
Listed	41,002	42,261	41,465	43,264	40,169	37,049	35,857
Sold	25,693	24,616	24,693	25,387	28,410	35,264	36,390
Avg. Sale \$	\$411,515	\$417,582	\$440,536	\$447,324	\$456,548	\$554,574	\$670,785

 NEW LISTINGS 35,857 ↓3.22%	 CLOSED SALES 36,390 ↑3.19%	 AVERAGE SALES PRICE \$670,785 ↑20.95%	 CURRENT INVENTORY 2,456 ↓12.82%	 MONTHS OF SUPPLY 0.81 ↓15.51%
---	---	--	--	--

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 36,390 properties sold, sales were up 3.19% over the preceding 12-month period when 35,264 properties were sold. New listings were down 3.22, from 37,049 to 35,857. The average sales price was up 20.95%, from \$554,574 to \$670,785. As of March 31, 2022, inventory stood at 2,456 units while months of supply was .81 months.

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, Copyright 2022, 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. Statistics include Naples, Bonita, Estero, Fort Myers (excluding North and East Fort Myers), Fort Myers Beach, Cape Coral, Sanibel-Captiva Islands, Marco Island.

NAPLES

MARKET REPORT - MARCH 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	14,977	15,533	14,792	15,564	14,951	14,938	13,802
Sold	9,667	9,079	9,243	9,482	10,761	14,131	14,463
Avg. Sale \$	\$562,141	\$558,142	\$608,566	\$610,328	\$622,756	\$748,880	\$873,463



NEW LISTINGS

13,802
↓7.60%



CLOSED SALES

14,463
↑2.35%



AVERAGE SALES PRICE

\$873,463
↑16.64%



CURRENT INVENTORY

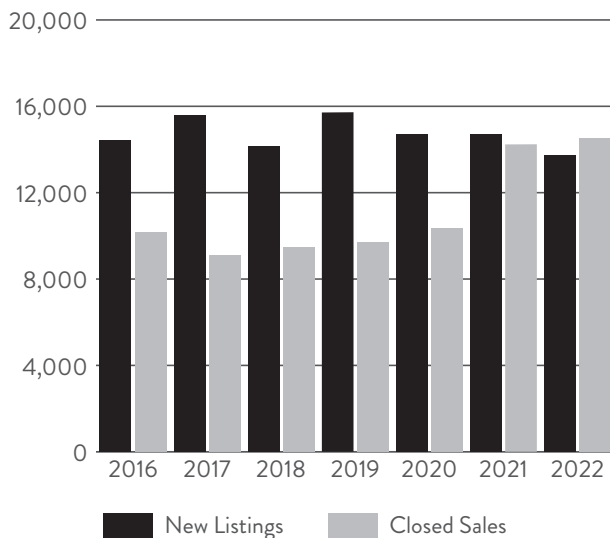
1,121
↓18.12%



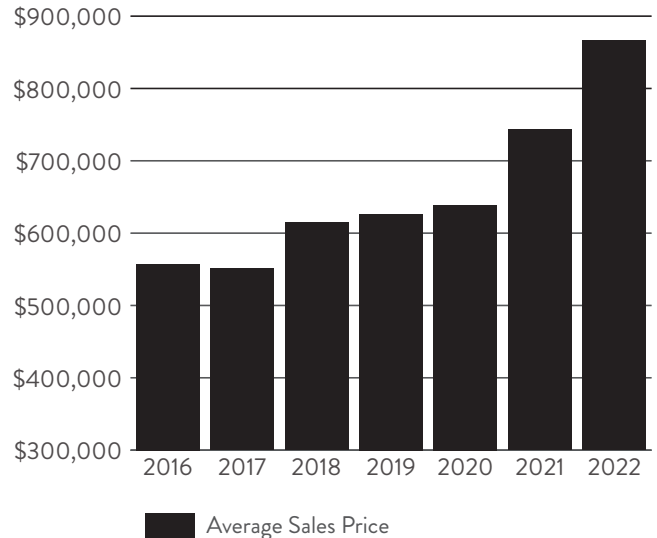
MONTHS OF SUPPLY

0.93
↓20.00%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 14,463 properties sold, sales were up 2.35% over the preceding 12-month period when 14,131 properties were sold. New listings were down 7.60%, from 14,938 to 13,802. The average sales price was up 16.64%, from \$748,880 to \$873,463. As of March 31, 2022, inventory stood at 1,121 units while months of supply was .93 months.

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, Copyright 2022, 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. Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	10	38	3.16	\$6,826,553
Audubon	1	40	0.30	\$1,721,131
Colliers Reserve	1	12	1.00	\$1,768,417
Crayton Road Area Non-Waterfront	35	146	2.88	\$3,363,160
Crayton Road Area Waterfront	13	22	7.09	\$7,827,000
Crossings	1	15	0.80	\$1,199,467
Grey Oaks	4	48	1.00	\$3,585,458
Kensington	1	18	0.67	\$1,087,556
Lely Resort	9	164	0.66	\$964,933
Mediterra	4	54	0.89	\$2,639,376
Monterey	2	29	0.83	\$1,101,038
Olde Cypress	0	41	—	\$1,186,934
Olde Naples	18	84	2.57	\$5,533,823
Pelican Bay	3	54	0.67	\$3,580,557
Pelican Bay - Bay Colony	1	13	0.92	\$5,410,769
Pelican Marsh	1	65	0.18	\$1,927,943
Pine Ridge	15	36	5.00	\$3,713,348
Port Royal	6	34	2.12	\$16,702,588
Quail Creek	3	31	1.16	\$1,998,065
Quail West	2	63	0.38	\$3,109,159
Royal Harbor	8	38	2.53	\$3,800,073
Tiburon	1	15	0.80	\$2,751,883
Vanderbilt Beach	7	36	2.33	\$3,264,081
Vineyards	3	81	0.44	\$897,679

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, Copyright 2022, 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.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	12	149	0.97	\$633,833
Crayton Road Area Waterfront	30	373	0.97	\$2,042,191
The Dunes	2	50	0.48	\$1,377,324
Grey Oaks	0	18	—	\$1,455,278
Kensington	0	21	—	\$556,226
Lely Resort	8	286	0.34	\$406,091
Mediterra	2	36	0.68	\$1,047,000
Olde Naples	30	192	1.88	\$1,243,347
Pelican Bay	17	386	0.53	\$1,378,604
Pelican Bay - Bay Colony	0	35	—	\$3,910,457
Pelican Marsh	5	100	0.60	\$563,572
Pine Ridge	1	23	0.52	\$299,259
Tiburon	0	51	—	\$1,011,613
Vanderbilt Beach	11	191	0.69	\$1,361,747
Vineyards	1	162	0.07	\$490,080

MARCO ISLAND

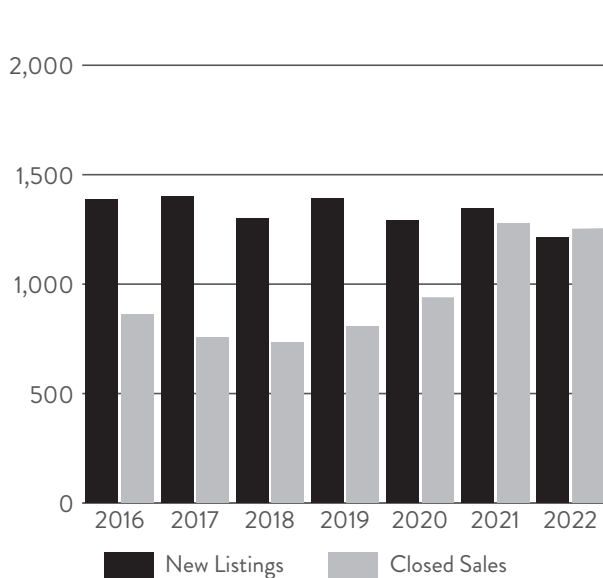
MARKET REPORT - MARCH 2022



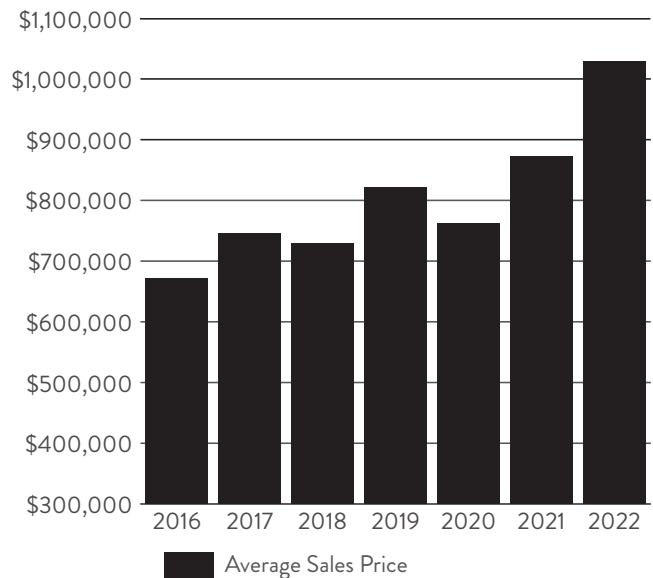
	2016	2017	2018	2019	2020	2021	2022
Listed	1,459	1,473	1,318	1,446	1,315	1,420	1,219
Sold	829	785	747	791	908	1,333	1,311
Avg. Sale \$	\$666,720	\$742,703	\$726,141	\$816,624	\$762,302	\$880,548	\$1,163,666

 NEW LISTINGS 1,219 ↓14.15%	 CLOSED SALES 1,311 ↓1.65%	 AVERAGE SALES PRICE \$1,163,666 ↑32.15%	 CURRENT INVENTORY 149 ↓6.29%	 MONTHS OF SUPPLY 1.36 ↓4.72%
--	---	---	--	--

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,311 properties sold, sales were down 1.65% over the preceding 12-month period when 1,333 properties were sold. New listings were down 14.15%, from 1,420 to 1,219. The average sales price was up 32.15%, from \$880,548 to \$1,163,666. As of March 31, 2022, inventory stood at 149 units while months of supply was 1.36 months.



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	28	177	1.90	\$2,393,792
Golf Course	3	13	2.77	\$1,071,531
Gulf Front	1	3	4.00	\$9,191,667
Indirect Waterfront	31	226	1.65	\$1,568,839
Inland	13	151	1.03	\$896,516
Preserve	5	14	4.29	\$2,289,929

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	15	154	1.17	\$545,673
Golf Course	0	4	—	\$1,041,225
Gulf Front	26	294	1.06	\$1,066,950
Gulf View	3	38	0.95	\$1,029,658
Indirect Waterfront	2	39	0.62	\$636,203
Inland	19	192	1.19	\$352,610
Preserve	3	16	2.25	\$506,025

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	17	152	0.63	\$1,205,881
Isles Of Capri	7	36	1.23	\$1,238,611
Naples Reserve	7	107	0.49	\$966,397
Winding Cypress	0	53	—	\$718,037






Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	13	161	0.97	\$503,801
Hammock Bay Golf and Country Club	2	68	0.35	\$647,468
Isles Of Capri	1	24	0.50	\$496,554

BONITA SPRINGS - ESTERO

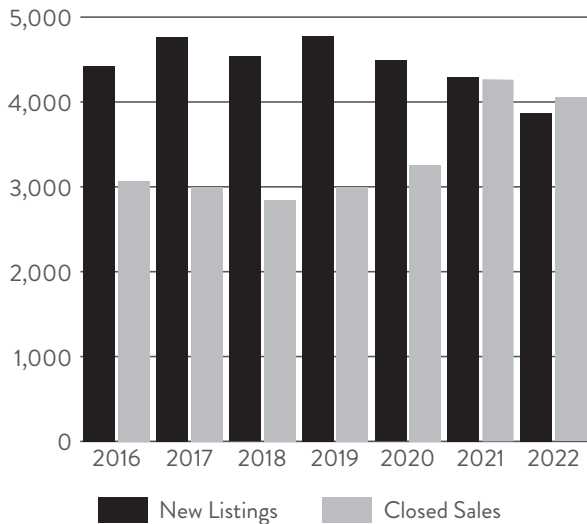
MARKET REPORT - MARCH 2022



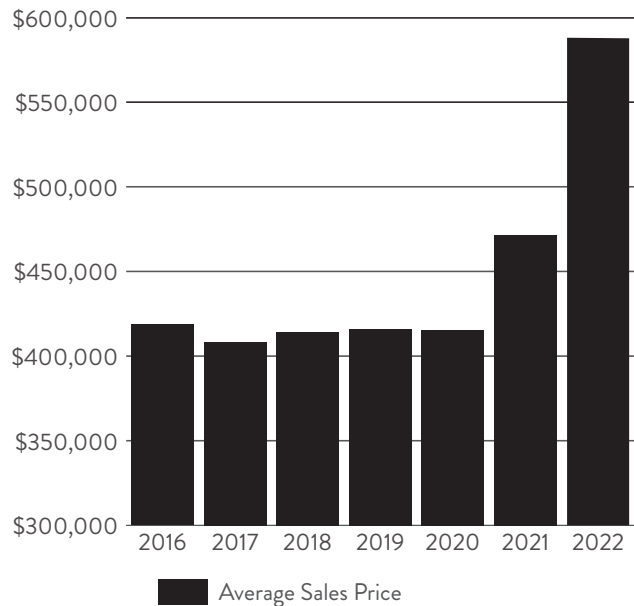
	2016	2017	2018	2019	2020	2021	2022
Listed	4,483	4,870	4,570	4,850	4,483	4,247	3,926
Sold	3,021	3,001	2,857	3,049	3,312	4,240	4,066
Avg. Sale \$	\$414,783	\$405,976	\$407,524	\$408,468	\$407,855	\$471,526	\$586,202

 NEW LISTINGS 3,926 ↓7.56%	 CLOSED SALES 4,066 ↓4.10%	 AVERAGE SALES PRICE \$586,202 ↑24.32%	 CURRENT INVENTORY 257 ↑9.83%	 MONTHS OF SUPPLY 0.76 ↑14.53%
---	---	---	--	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 4,066 properties sold, sales were down 4.10% from the preceding 12-month period when 4,240 properties were sold. New listings were down 7.56%, from 4,247 to 3,926. The average sales price was up 24.32%, from \$471,526 to \$586,202. As of March 31, 2022, inventory stood at 257 units while months of supply was .76 months.



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	2	27	0.89	\$5,473,519
Bonita Bay	5	74	0.81	\$1,937,027
Brooks	4	72	0.67	\$1,017,180
Palmira Golf and Country Club	0	39	—	\$720,869
Pelican Landing	3	58	0.62	\$1,070,545
Pelican Landing - The Colony	0	13	—	\$1,676,923
Pelican Sound	0	12	—	\$856,975
West Bay Club	1	22	0.55	\$1,239,386

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	1	12	1.00	\$2,016,167
Bonita Bay	9	173	0.62	\$1,092,857
Brooks	8	112	0.86	\$365,836
Palmira Golf and Country Club	0	10	—	\$450,390
Pelican Landing	3	74	0.49	\$470,773
Pelican Landing - The Colony	0	81	—	\$1,060,709
Pelican Sound	1	21	0.57	\$409,995
West Bay Club	0	26	—	\$722,554

FORT MYERS

MARKET REPORT - MARCH 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	10,707	11,040	11,030	11,218	9,791	7,283	6,960
Sold	5,687	5,342	5,322	5,576	6,204	6,998	7,197
Avg. Sale \$	\$255,993	\$263,456	\$267,110	\$274,003	\$281,580	\$330,056	\$405,926



NEW LISTINGS

6,960
↓4.43%



CLOSED SALES

7,197
↑2.84%



AVERAGE SALES PRICE

\$405,926
↑22.99%



CURRENT INVENTORY

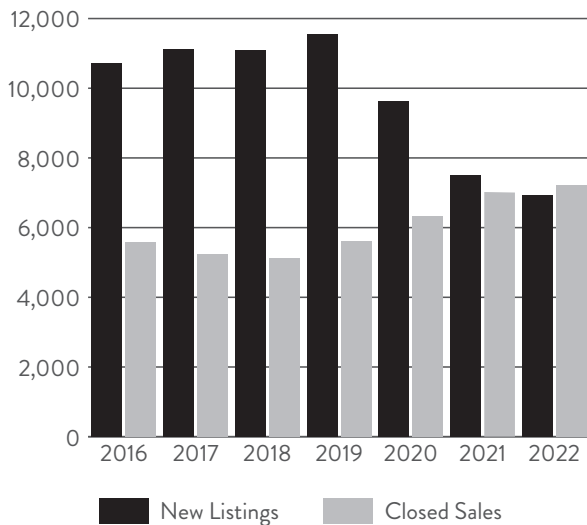
284
↓37.31%



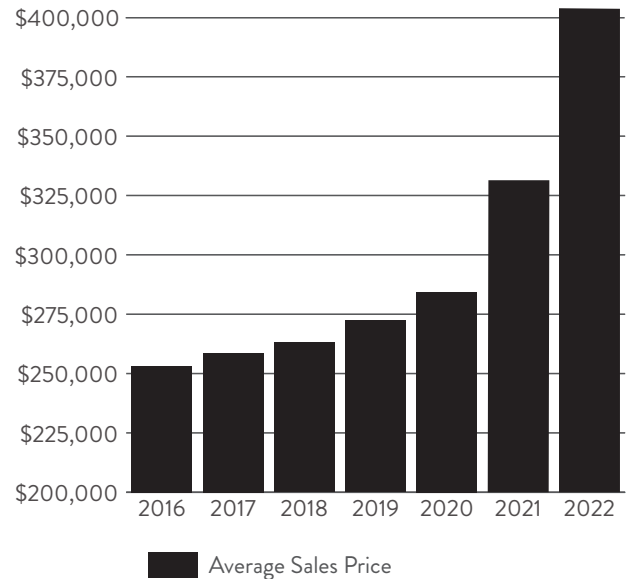
MONTHS OF SUPPLY

0.47
↓39.04%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 7,197 properties sold, sales were up 2.84% from the preceding 12-month period when 6,998 properties were sold. New listings were down 4.43%, from 7,283 to 6,960. The average sales price was up 22.99%, from \$330,056 to \$405,926. As of March 31, 2022, inventory stood at 284 units while months of supply was .47 months.

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, Copyright 2022, 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. Statistics exclude North Fort Myers and East Fort Myers areas.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	2	31	0.77	\$679,916
Colonial Country Club	2	41	0.59	\$438,469
Crown Colony	0	18	—	\$631,681
Fiddlesticks Country Club	4	39	1.23	\$677,462
The Forest	1	16	0.75	\$578,869
Gulf Harbour Yacht And Country Club	2	33	0.73	\$1,098,491
Miromar Lakes Beach And Golf Club	4	58	0.83	\$2,337,783
Parker Lakes	2	20	1.20	\$408,725
Paseo	2	13	1.85	\$682,385
The Plantation	4	116	0.47	\$634,159
Shadow Wood Preserve	1	16	0.75	\$1,135,631
Town And River	3	31	1.16	\$1,165,013

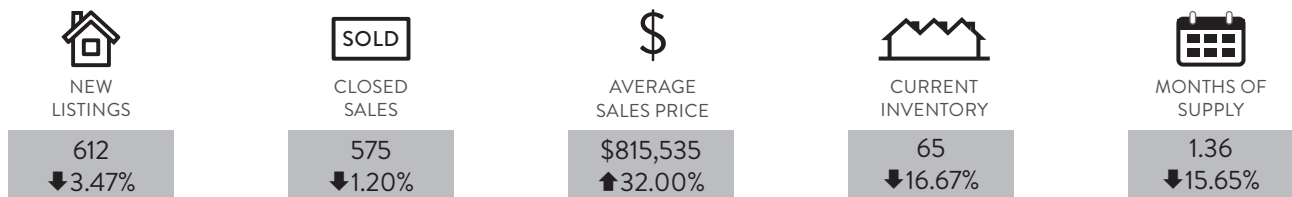
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	1	100	0.12	\$255,707
Crown Colony	0	12	—	\$384,875
Downtown Fort Myers	15	288	0.63	\$371,454
Fiddlesticks Country Club	1	19	0.63	\$173,600
Gulf Harbour Yacht And Country Club	5	97	0.62	\$658,970
Miromar Lakes Beach And Golf Club	5	94	0.64	\$773,992
Parker Lakes	2	42	0.57	\$267,002
Paseo	0	212	—	\$306,337
The Plantation	1	27	0.44	\$390,033
Shadow Wood Preserve	0	6	—	\$307,583
Town And River	0	4	—	\$217,450

FORT MYERS BEACH

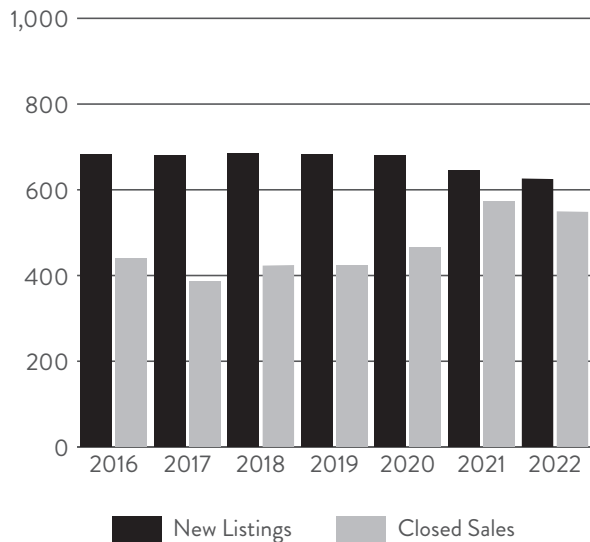
MARKET REPORT - MARCH 2022



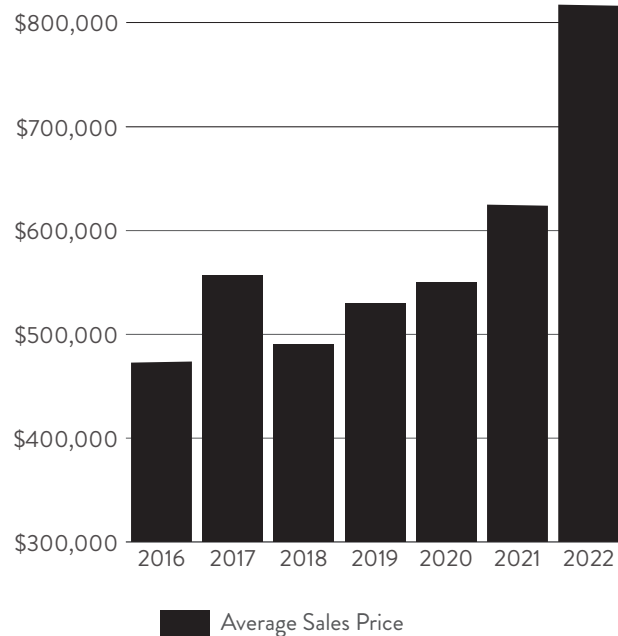
	2016	2017	2018	2019	2020	2021	2022
Listed	673	673	691	689	673	634	612
Sold	418	397	406	407	434	582	575
Avg. Sale \$	\$475,364	\$558,173	\$493,131	\$527,228	\$552,750	\$617,829	\$815,535



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 575 properties sold, sales were down 1.20% from the preceding 12-month period when 582 properties were sold. New listings were down 3.47%, from 634 to 612. The average sales price was up 32.00%, from \$617,829 to \$815,535. As of March 31, 2022, inventory stood at 65 units while months of supply was 1.36 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	3	11	3.27	\$1,045,682
Laguna Shores	4	14	3.43	\$1,677,600
Mcphie Park	4	14	3.43	\$1,689,643

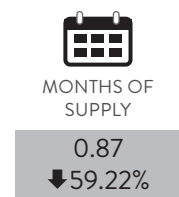
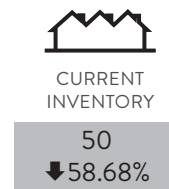
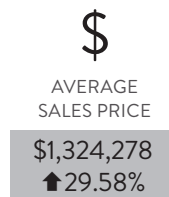
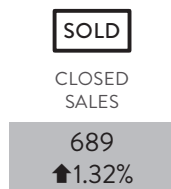
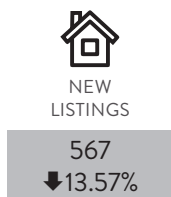
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	0	14	—	\$591,557
Ocean Harbor Condo	1	13	0.92	\$593,692
Sandarac Condo	1	4	3.00	\$668,000
Waterside At Bay Beach	3	35	1.03	\$745,846

SANIBEL-CAPTIVA

MARKET REPORT - MARCH 2022



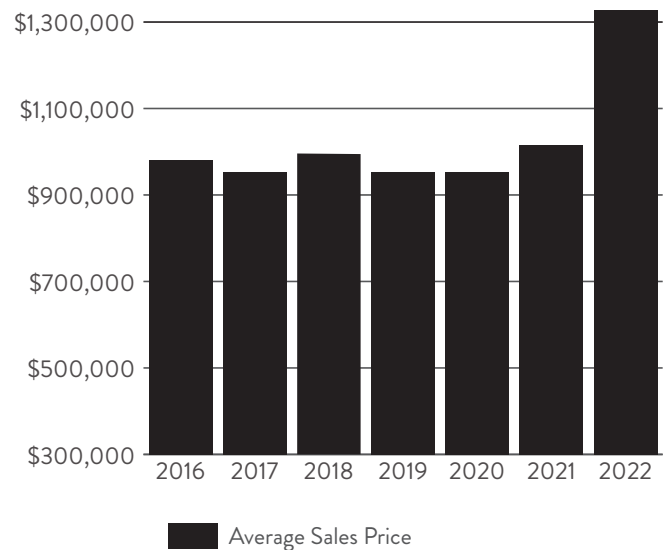
	2016	2017	2018	2019	2020	2021	2022
Listed	546	626	661	700	735	656	567
Sold	381	395	402	387	439	680	689
Avg. Sale \$	\$994,632	\$960,224	\$998,569	\$951,097	\$952,507	\$1,021,969	\$1,324,278



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 689 properties sold, sales were up 1.32% over the preceding 12-month period when 680 properties were sold. New listings were down 13.57%, from 656 to 567. The average sales price was up 29.58%, from \$1,021,969 to \$1,324,278. As of March 31, 2022, inventory stood at 50 units while months of supply was .87 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	1	13	0.92	\$1,566,692
Captiva Island	14	89	1.89	\$2,196,750
Dunes At Sanibel Island	3	25	1.44	\$1,145,500
Other Sanibel Island Single-Family	12	267	0.54	\$1,485,985






Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	5	56	1.07	\$1,022,436
Sundial Of Sanibel Condos	0	20	—	\$731,490
Other Sanibel Island Condos	15	228	0.79	\$904,148

CAPE CORAL

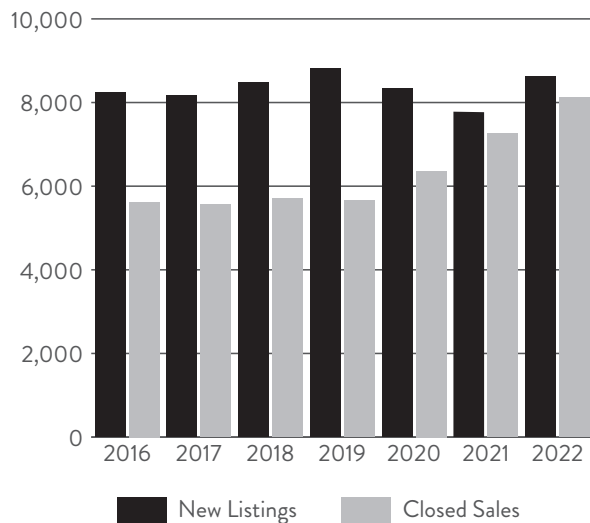
MARKET REPORT - MARCH 2022



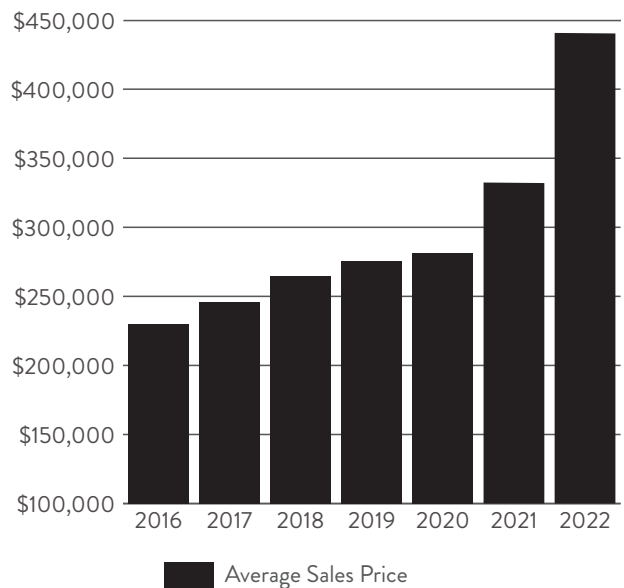
	2016	2017	2018	2019	2020	2021	2022
Listed	8,157	8,046	8,403	8,797	8,221	7,871	8,624
Sold	5,690	5,617	5,716	5,695	6,352	7,300	8,089
Avg. Sale \$	\$230,395	\$249,637	\$266,449	\$275,190	\$286,680	\$333,809	\$440,735

 NEW LISTINGS 8,624 ↑9.57%	 CLOSED SALES 8,089 ↑10.81%	 AVERAGE SALES PRICE \$440,735 ↑32.03%	 CURRENT INVENTORY 530 ↑31.51%	 MONTHS OF SUPPLY 0.79 ↑18.69%
---	--	---	---	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 8,089 properties sold, sales were up 10.81% over the preceding 12-month period when 7,300 properties were sold. New listings were up 9.57%, from 7,871 to 8,624. The average sales price was up 32.03%, from \$333,809 to \$440,735. As of March 31, 2022, inventory stood at 530 units while months of supply was .79 months.



Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	1	21	0.57	\$1,800,512
Cape Royal	4	26	1.85	\$712,912
Yacht Club	4	37	1.30	\$915,322

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	1	50	0.24	\$565,238
Tarpon Point Marina	1	40	0.30	\$764,970

PINE ISLAND-MATLACHA

MARKET REPORT - MARCH 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	375	374	383	412	361	358	389
Sold	236	220	218	244	246	297	359
Avg. Sale \$	\$290,493	\$304,840	\$341,657	\$337,840	\$350,763	436,984	\$566,069

NEW LISTINGS

389
↑8.66%

CLOSED SALES

359
↑20.88%

AVERAGE SALES PRICE

\$566,069
↑29.54%

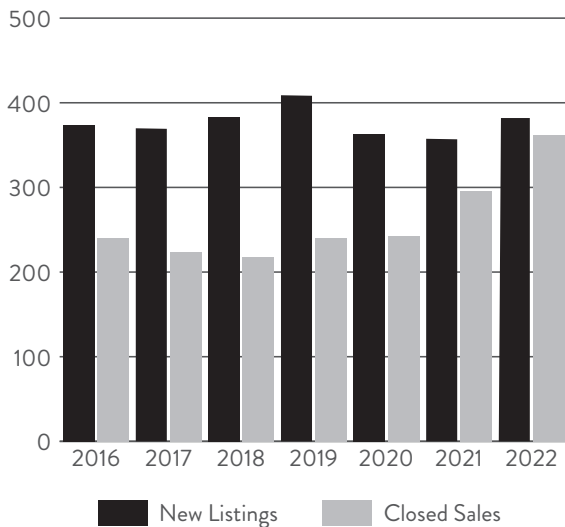
CURRENT INVENTORY

41

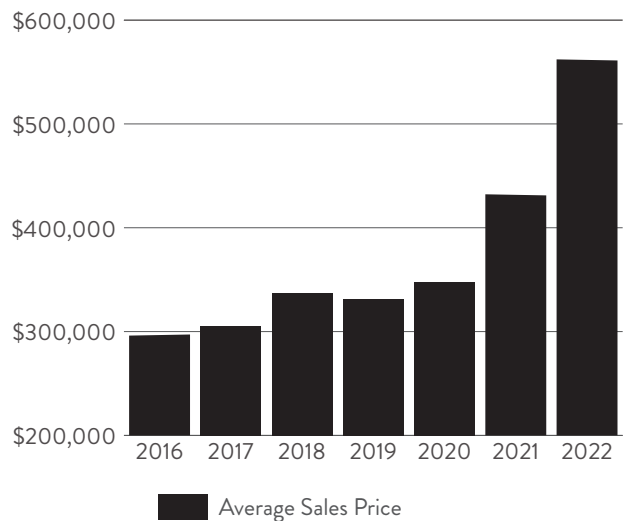
MONTHS OF SUPPLY

1.37

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 359 properties sold, sales were up 20.88% over the preceding 12-month period when 297 properties were sold. New listings were up 8.66%, from 358 to 389. The average sales price was up 29.54%, from \$436,984 to \$566,069. As of March 31, 2022, inventory stood at 41 units while months of supply was 1.37 months.

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, Copyright 2022, 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.



Pine Island Realty merges with John R. Wood Properties

Pine Island Realty has merged with the region's unrivaled leader in real estate, John R. Wood Properties. Now clients seeking to buy or sell property in Bokeelia, Matlacha, Pineland and St. James City can take advantage of the global reach, marketing resources and local expertise of John R. Wood Properties. Pine Island Realty's locations and agents increase the brokerage's presence to 21 total offices and almost 700 agents, with a record-setting sales volume of \$5.8 billion in 2021.



JOHN R. WOOD IS THE #1 REAL ESTATE COMPANY IN SOUTHWEST FLORIDA



Established in 1958 in Naples, John R. Wood Properties is proud to serve the communities of Pine Island.





The Unrivaled Leader in Real Estate



in SALES VOLUME
in LISTINGS SOLD
in TRANSACTIONS

THANK YOU
SOUTHWEST
FLORIDA
FOR MAKING
JOHN R. WOOD #1

For more than 60 years, John R. Wood Properties has set a standard of legendary service, impeccable ethics and philanthropy. These principles make us the leading local luxury brokerage in Southwest Florida.

650 best-in-class agents in 21 offices, from Marco Island to Pine Island.

Contact us to market your home today | JohnRWood.com | (239) 262-1900

*Source: MLS Statistics for Lee and Collier County from 1/1/21 to 12/31/21.