



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR MAY 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 5,791 closings vs. 5,729 in 2017.
- Closed sales priced above \$2 million increased 21.2% to 303 sales, up from 250 during the prior year.

New Listings/Inventory

- Available inventory on June 1, 2018 was 6,885 residential units compared to 7,082 a year ago. This represents 6.9 months of supply.
- During the 12 months ending May 31, 2018 there were 17,421 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 7.3% over the past 12 months to \$560,764. Median sales price for the period is up 2.8% to \$328,333.
- The average price of sales above \$2 million remained static for the 12-month period but is showing a 2.7% increase on a year-to-date basis.

MARCO ISLAND

Closed Sales

- There were 405 closings during the first five months of 2018 compared to 441 for the same period last year.
- During the past 12 months the number of closed sales declined 13% to 817 closings, down from 939 for the same period in 2017.

New Listings/Inventory

- Available inventory on June 1, 2018 consisted of 648 residential units, down from 705 on June 1, 2017.
- During the 12 months ending May 31, 2018 there were 1,300 new listings added to the market, down from 1,509 during the previous 12 months.

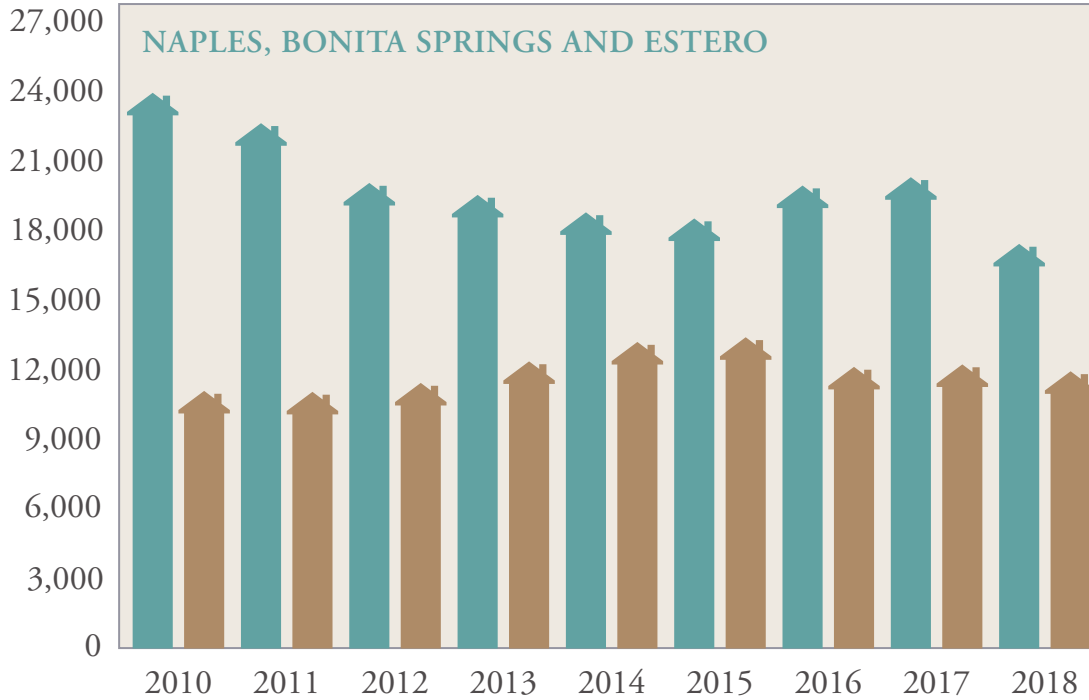
Average and Median Sales Price

- The average sales price over the past 12 months remained stable at \$733,718 compared to \$742,000 a year ago.
- Median price for the 12 months declined slightly to \$558,867 compared to \$579,502 a year ago.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

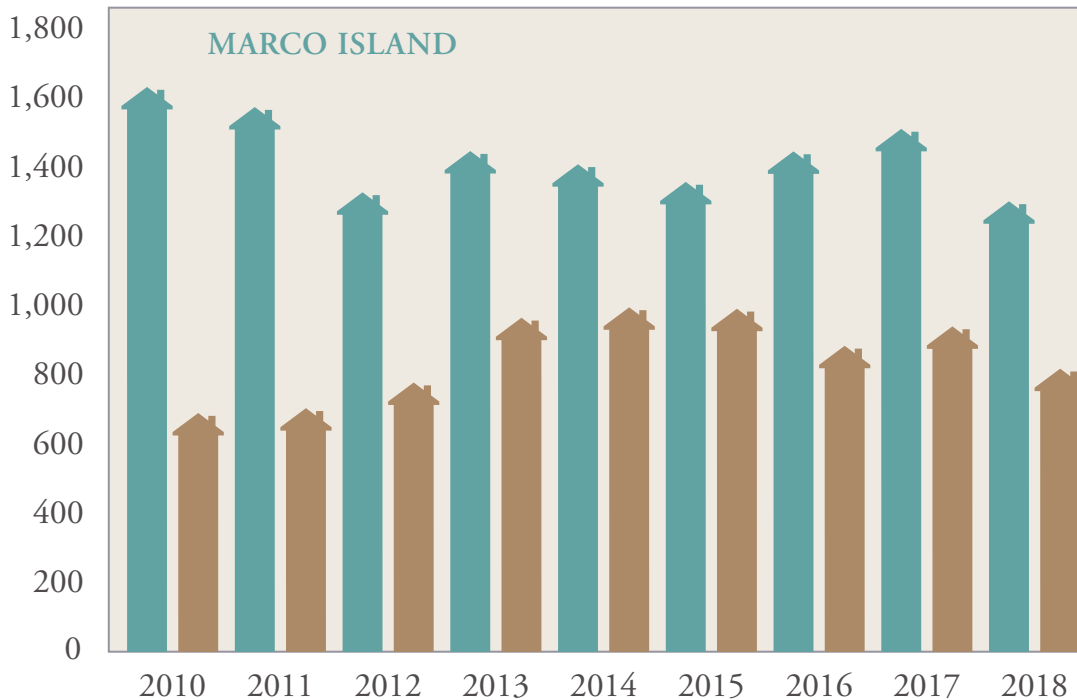


NEW LISTINGS

2010	23,927
2011	22,618
2012	20,045
2013	19,531
2014	18,779
2015	18,515
2016	19,934
2017	20,292
2018	17,421

CLOSED UNITS

2010	11,089
2011	11,049
2012	11,433
2013	12,361
2014	13,197
2015	13,400
2016	12,125
2017	12,230
2018	11,934



NEW LISTINGS

2010	1,630
2011	1,572
2012	1,326
2013	1,445
2014	1,407
2015	1,356
2016	1,444
2017	1,509
2018	1,300

CLOSED UNITS

2010	689
2011	703
2012	777
2013	964
2014	994
2015	990
2016	883
2017	939
2018	817

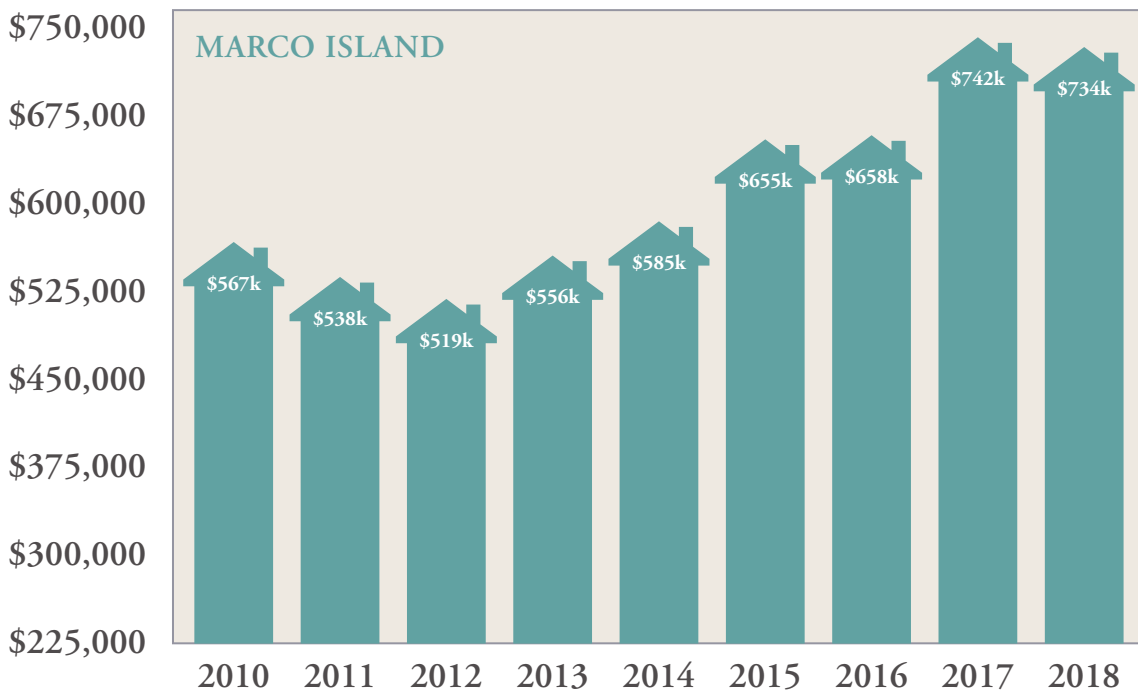
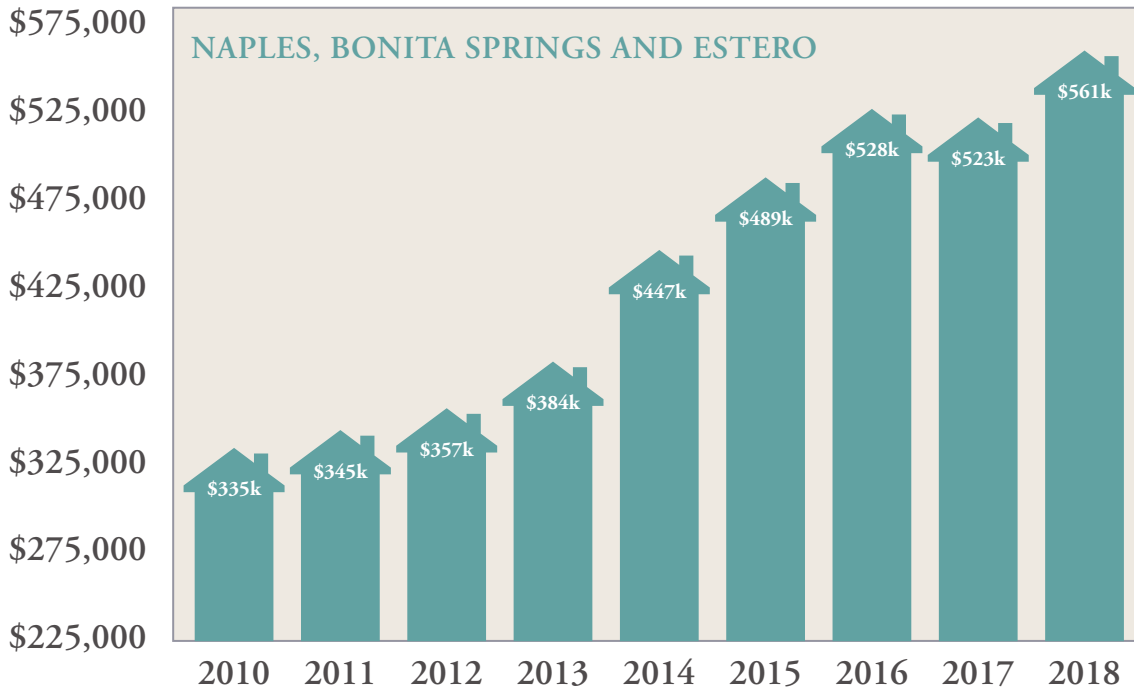
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AVERAGE SALES PRICE 12-Month Comparisons



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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 June 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	27	18	18.00	\$4,202,667
Audubon Country Club	23	20	13.80	\$912,240
Barefoot Beach	16	10	19.20	\$3,656,000
Bonita Bay	34	72	5.67	\$1,182,045
Brooks	56	88	7.64	\$771,097
Collier's Reserve	14	19	8.84	\$1,193,750
Crossings	7	11	7.64	\$709,994
Grey Oaks	32	64	6.00	\$2,569,375
Kensington	13	17	9.18	\$952,588
Lely Resort	84	124	8.13	\$666,911
Mediterra	47	30	18.80	\$2,283,542
Monterey	19	30	7.60	\$683,644
Olde Cypress	31	33	11.27	\$797,076
Old Naples	85	63	16.19	\$3,518,659
Palmira Golf and Country Club	20	36	6.67	\$547,990
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	73	129	6.79	\$1,841,708
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	16	28	6.86	\$3,484,994
Pelican Bay	20	47	5.11	\$2,050,191
Pelican Bay (Bay Colony)	8	5	19.20	\$3,480,000
Pelican Landing	30	39	9.23	\$813,536
Pelican Landing (The Colony)	9	4	27.00	\$1,440,000
Pelican Marsh	38	43	10.60	\$1,240,395
Pelican Sound	2	9	2.67	\$599,333
Pine Ridge	30	29	12.41	\$1,923,965
Port Royal	44	35	15.09	\$9,063,371
Quail Creek	19	20	11.40	\$929,250
Quail West	61	50	14.64	\$2,249,568
Royal Harbor	12	26	5.54	\$2,189,904
Tiburon	7	6	14.00	\$1,598,667
Vanderbilt Beach	21	24	10.50	\$1,701,406
Vineyards	50	55	10.91	\$636,830
West Bay Club	23	32	8.63	\$1,234,694

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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 June 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	7	14	6.00	\$1,373,096
Bonita Bay	67	118	6.81	\$644,655
Brooks	73	103	8.50	\$284,014
Dunes	35	26	16.15	\$1,114,499
Grey Oaks	15	12	15.00	\$1,053,250
Kensington	23	19	14.53	\$434,345
Lely Resort	128	146	10.52	\$300,738
Mediterra	15	24	7.50	\$597,427
Olde Cypress	6	4	18.00	\$403,000
Old Naples	71	126	6.76	\$795,166
Palmira Golf and Country Club	15	19	9.47	\$337,693
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	48	93	6.19	\$375,878
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	172	264	7.82	\$1,280,525
Pelican Bay	117	226	6.21	\$853,029
Pelican Bay (Bay Colony)	18	29	7.45	\$3,067,466
Pelican Landing	41	54	9.11	\$339,028
Pelican Landing (The Colony)	56	45	14.93	\$869,636
Pelican Marsh	37	53	8.38	\$443,585
Pelican Sound	28	62	5.42	\$303,429
Pine Ridge	11	25	5.28	\$231,146
Tiburon	23	23	12.00	\$764,517
Vanderbilt Beach	71	87	9.79	\$936,821
Vineyards	91	104	10.50	\$346,099
West Bay Club	6	38	1.89	\$498,342

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of June 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	101	104	11.65	\$1,414,401
Indirect Waterfront	100	142	8.45	\$888,340
Golf Course	8	10	9.60	\$547,325
Beachfront	2	4	6.00	\$6,225,000
Inland	53	106	6.00	\$498,682
Preserve	5	8	7.50	\$1,044,281

CONDOMINIUMS

Monthly Snapshot as of June 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	59	114	6.21	\$390,396
Indirect Waterfront	23	26	10.62	\$409,512
Golf Course	4	1	48.00	\$880,000
Beachfront	159	142	13.44	\$920,829
Gulf View	25	33	9.09	\$630,391
Inland	83	119	8.37	\$234,084
Preserve	3	8	4.50	\$387,313

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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