



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, JUNE 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report[®] – June 2016

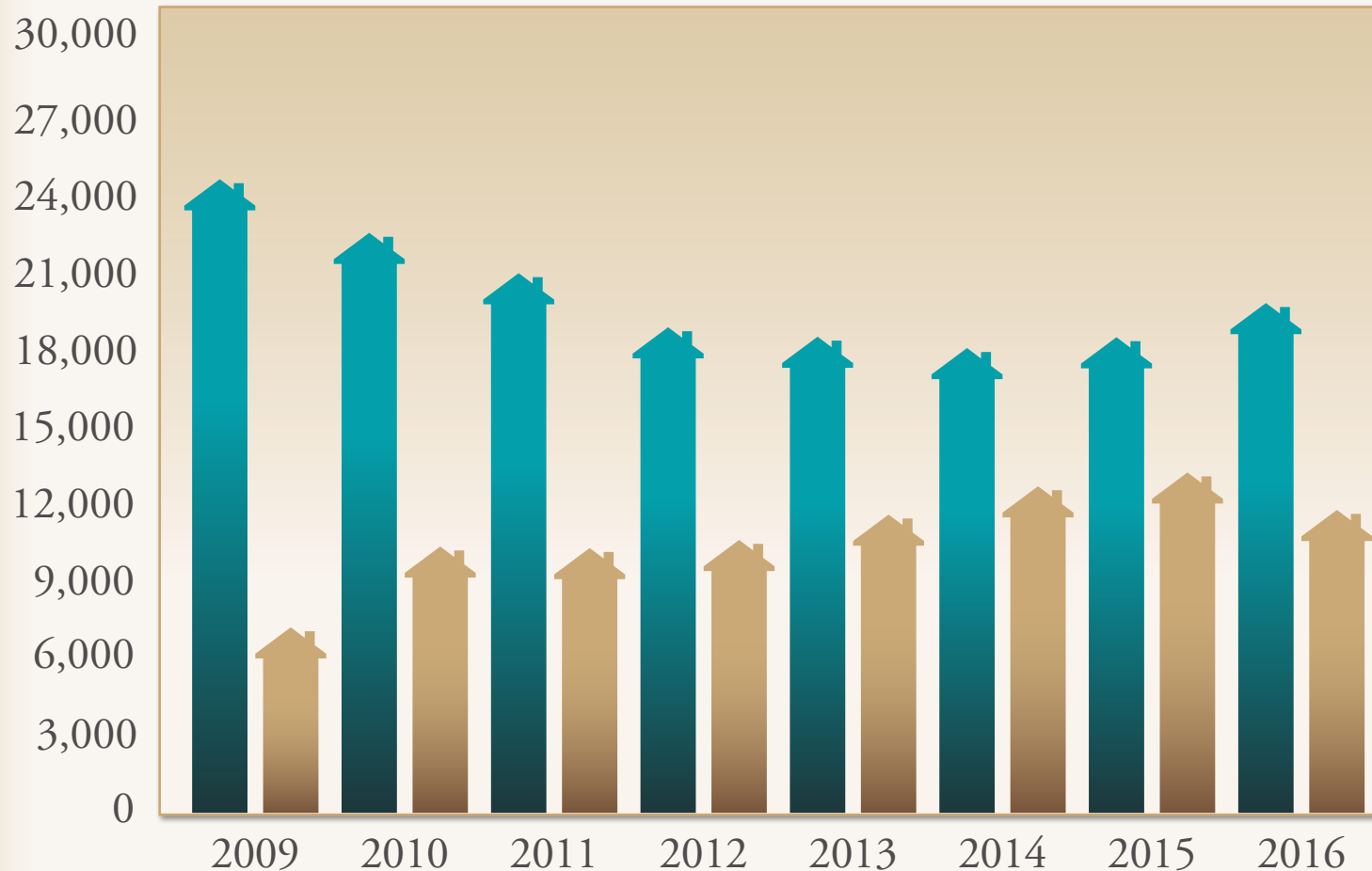
Naples / Bonita Springs / Estero Market Area



Bring Your Highest Expectations[™]

12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	19,888
2015	18,554
2014	18,132
2013	18,575
2012	18,943
2011	21,053
2010	22,628
2009	24,720

CLOSED UNITS

2016	11,813
2015	13,276
2014	12,737
2013	11,632
2012	10,642
2011	10,326
2010	10,386
2009	7,232

John R. Wood Properties

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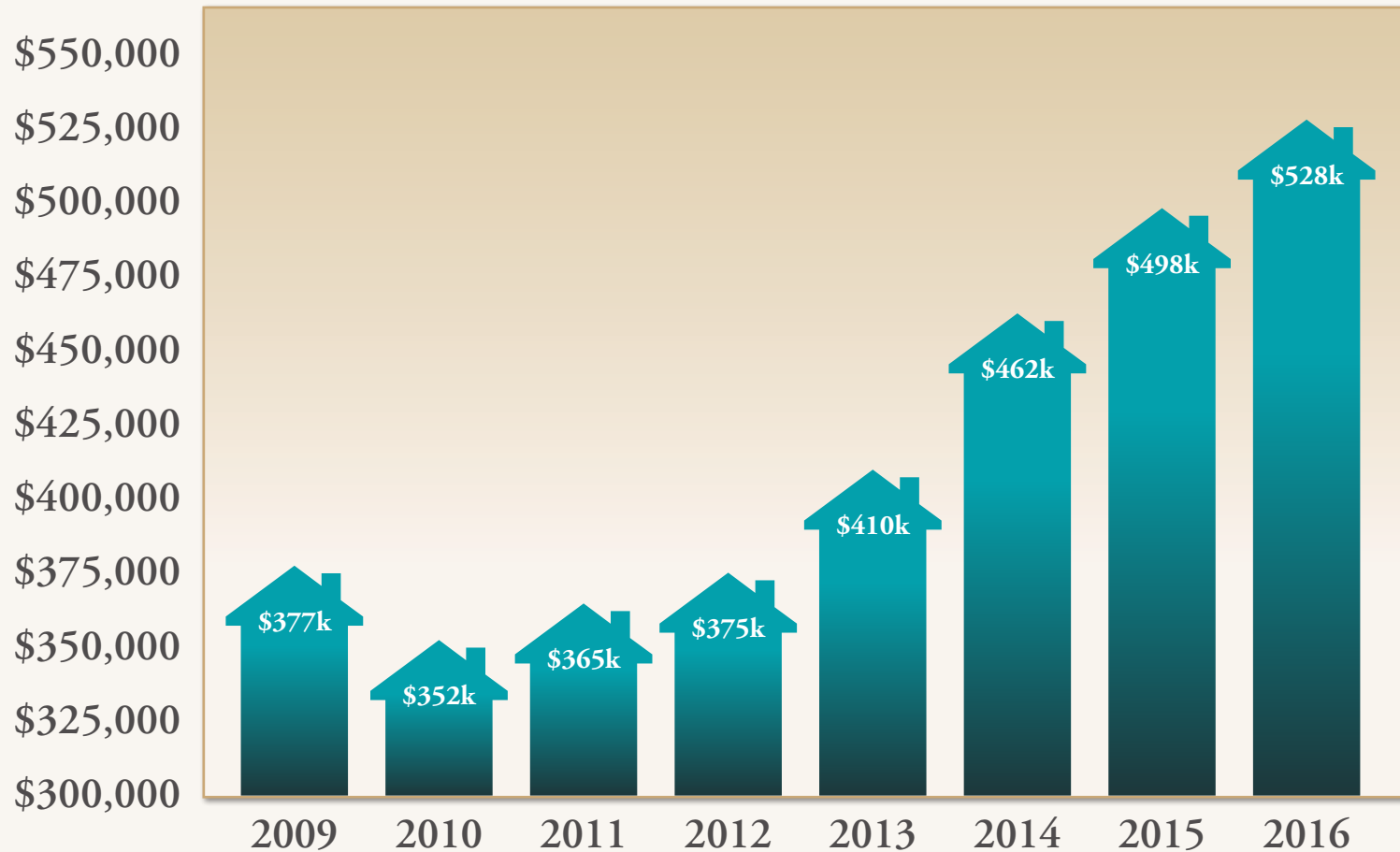
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- There were a total of 6,178 closed sales during the first six months of 2016, down from 7,458 closings during the same period 2015.
- During the past 12 months, the price segment showing the largest decline in number of sales is properties priced below \$250,000, down 24% (4,087 vs. 5,395).
- Over the past 12 months, the number of sales priced above \$2 million declined 5% over the prior 12 month period with 418 sales vs. 442 in the prior year.

NEW LISTINGS/INVENTORY

- Available inventory on July 1, 2016 consisted of 6,274 units, up 39% from July 1, 2015.
- The current supply of product is comprised of 2,894 condominiums and 3,380 single family homes. All price ranges posted inventory increases with the exception of single family homes priced below \$250,000. The largest gains over prior year were condominiums priced between \$1 million and \$2 million, up 100% and those priced above \$5 million, up from 7 units a year ago to 16 units on July 1, 2016.
- The number of properties currently available for purchase represents 6.4 months of supply based on the number of closings in the past 12 months.

AVERAGE AND MEDIAN SALES PRICE

- The average price of closed sales year-to-date remains approximately the same as the first six months of 2015, up less than 2%. Median price increased 6.5% year-over-year.
- Properties priced above \$2 million followed the overall market trend, with average price remaining static year-over-year

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



MONTHLY SNAPSHOT AS OF JULY 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	28	29	11.59	\$4,345,724
Barefoot Beach	20	12	20.00	\$3,509,583
Bonita Bay	27	67	4.84	\$1,103,985
The Brooks	46	80	6.90	\$775,934
Collier's Reserve	15	14	12.86	\$1,318,721
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	22	17	15.53	\$3,616,118
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	104	112	11.14	\$1,713,613
The Crossings	8	11	8.73	\$709,736
The Dunes				
Grey Oaks	48	49	11.76	\$2,289,067
Kensington	11	21	6.29	\$884,762
Lely Resort	97	107	10.88	\$717,639
Mediterra	60	69	10.43	\$2,397,437
Monterey	13	29	5.38	\$785,310
Olde Cypress	30	28	12.86	\$812,875
Old Naples	73	77	11.38	\$2,921,017
Palmira Golf and Country Club	25	28	10.71	\$586,386
Pelican Bay	25	36	8.33	\$1,403,264
Pelican Bay (Bay Colony)	7	10	8.40	\$5,979,831
Pelican Landing	27	49	6.61	\$788,792
Pelican Landing (The Colony)	9	19	5.68	\$1,573,103
Pelican Marsh	31	59	6.31	\$1,211,559
Pelican Sound	4	11	4.36	\$612,955
Pine Ridge	37	40	11.10	\$1,073,698
Port Royal	43	37	13.95	\$8,068,095
Quail Creek	18	31	6.97	\$938,501
Quail West	59	38	18.63	\$1,940,698
Royal Harbor	31	19	19.58	\$1,997,947
Tiburón	8	10	9.60	\$1,947,300
Vanderbilt Beach	23	26	10.62	\$1,813,442
The Vineyards	59	66	10.73	\$721,608
West Bay Club	13	20	7.80	\$910,400

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MONTHLY SNAPSHOT AS OF JULY 1, 2016

CONDOMINIUMS

12-Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores		1	0.00	\$650,000
Barefoot Beach	5	21	2.86	\$992,690
Bonita Bay	43	108	4.78	\$700,026
The Brooks	39	119	3.93	\$272,134
Collier's Reserve				
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	147	278	6.35	\$1,253,586
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	49	86	6.84	\$352,985
The Crossings				
The Dunes	25	32	9.38	\$1,136,108
Grey Oaks	6	17	4.24	\$892,902
Kensington	13	25	6.24	\$423,320
Lely Resort	128	168	9.14	\$314,379
Mediterra	19	17	13.41	\$575,147
Monterey	2	2	12.00	\$292,500
Olde Cypress	8	5	19.20	\$420,600
Old Naples	70	116	7.24	\$649,336
Palmira Golf and Country Club	12	19	7.58	\$356,821
Pelican Bay	110	225	5.87	\$946,526
Pelican Bay (Bay Colony)	20	15	16.00	\$3,634,600
Pelican Landing	28	58	5.79	\$353,598
Pelican Landing (The Colony)	78	59	15.86	\$921,277
Pelican Marsh	40	56	8.57	\$469,729
Pelican Sound	14	41	4.10	\$315,471
Pine Ridge	7	13	6.46	\$205,269
Port Royal				
Quail Creek				
Quail West				
Royal Harbor		1	0.00	\$512,000
Tiburón	39	22	21.27	\$812,294
Vanderbilt Beach	63	87	8.69	\$915,100
The Vineyards	83	83	12.00	\$374,550
West Bay Club	16	27	7.11	\$459,904

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