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## MONTHLY MARKET REPORT FOR OCTOBER 2018

Naples / Bonita Springs / Estero / Marco Island Market Area



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## NAPLES, BONITA SPRINGS AND ESTERO

### Closed Sales

- The number of year-to-date closed sales for 2018 rose by 5.1% with 10,781 closings compared to 10,258 for the same period in 2017. With 12,395 closings during the 12 months ending October 31, 2018, sales were up 2.7% from the prior 12-month period when there were 12,068 closings.
- With 469 closings year-to-date compared to 393 for the same period in 2017, the number of sales priced above \$2 million increased by 19.3%.

### New Listings/Inventory

- Down 4.1% from the same period last year, a total of 18,481 listings were added to the market during the 12 months ending October 31, 2018.
- Available inventory on November 1, 2018 consisted of 7,034 units compared to 6,088 for the same date last year, up 15.5%. *It should be noted that 2017 November inventory was significantly lower due to Hurricane Irma which occurred in mid-September. When compared to 2016, this year's November inventory was up by a more modest 4.9%.*

### Average and Median Sales Price

- At \$565,499, the average price for closed sales over the 12-month period ending October 31st increased by 5.3% when compared to the same period last year. The median sale price rose by 2.1% to \$330,624.
- The year-to-date average sales price for closings over \$2 million increased by 5.3% to \$3,588,255 when compared to the same period in 2017. The 12-month average sale price for closings in this category decreased by 2% to \$3,728,834.

## MARCO ISLAND

### Closed Sales

- With 736 closings year-to-date, the rate of sales on Marco Island reflected no change when compared to 2017.
- During the 12 months ending October 31st, Marco Island had 853 closings, down 1.6% from the same period last year when there were 867 closings.

### New Listings/Inventory

- Available inventory as of November 1st consisted of a total of 633 units, a 4.6% increase compared to 605 units at the same time last year. At 8.91, months of available inventory rose by one half of one percent when compared to the same date in 2017.
- During the 12 months ending October 31st, a total of 1,331 listings were added to the Marco Island market. This is 2.1% fewer than were added during the same period last year when 1,359 new listings entered the market.

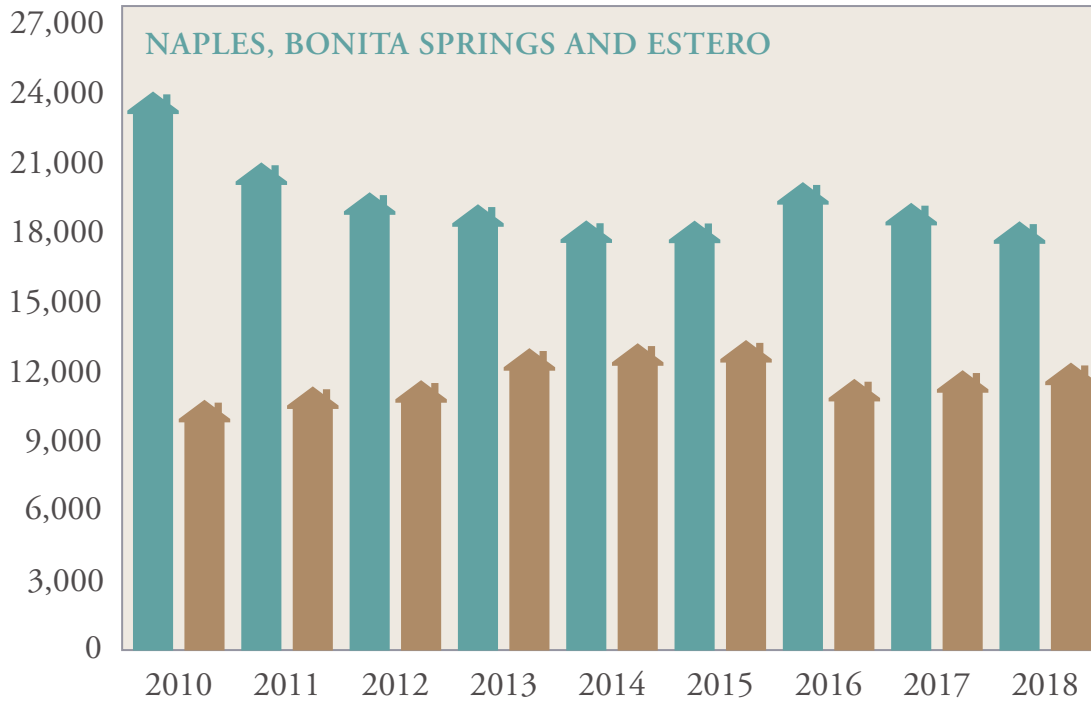
### Average and Median Sales Price

- Reflecting a 16.2% increase, the year-to-date average closed price was \$797,099 compared to \$686,219 in 2017. At \$582,616, the 12-month median sale price was static with that of 2017.



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## NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

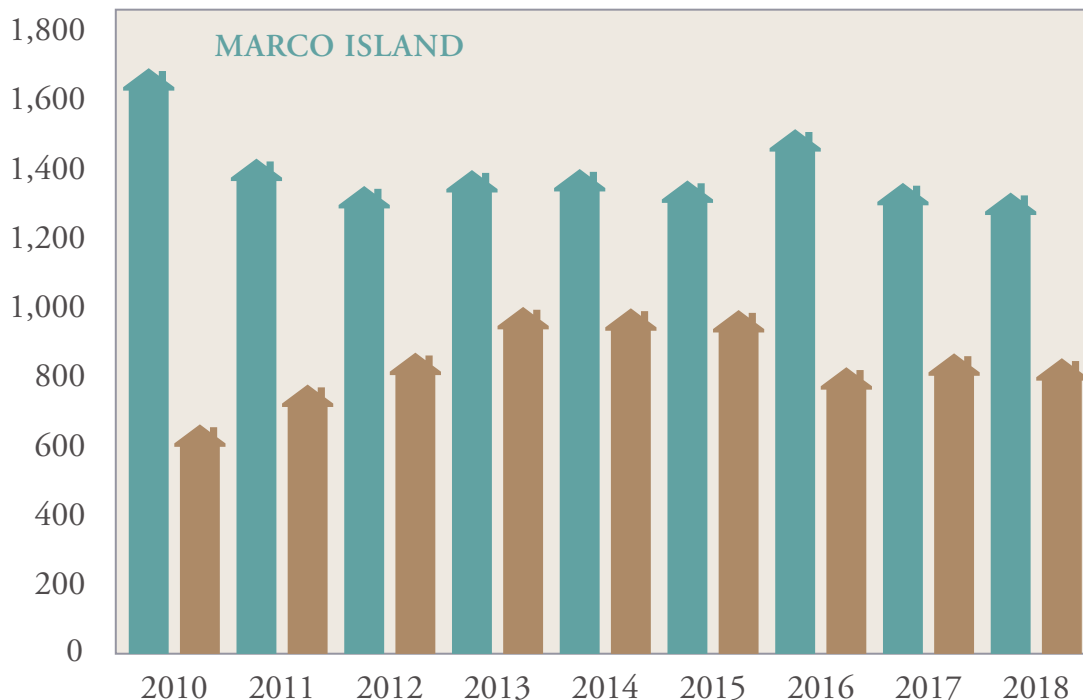


### NEW LISTINGS

2010	-----	24,069
2011	-----	21,016
2012	-----	19,730
2013	-----	19,215
2014	-----	18,519
2015	-----	18,509
2016	-----	20,168
2017	-----	19,275
2018	-----	18,481

### CLOSED UNITS

2010	-----	10,793
2011	-----	11,370
2012	-----	11,638
2013	-----	13,017
2014	-----	13,229
2015	-----	13,367
2016	-----	11,694
2017	-----	12,068
2018	-----	12,395



### NEW LISTINGS

2010	-----	1,690
2011	-----	1,429
2012	-----	1,350
2013	-----	1,396
2014	-----	1,399
2015	-----	1,366
2016	-----	1,514
2017	-----	1,359
2018	-----	1,331

### CLOSED UNITS

2010	-----	662
2011	-----	777
2012	-----	869
2013	-----	1,001
2014	-----	997
2015	-----	992
2016	-----	827
2017	-----	867
2018	-----	853

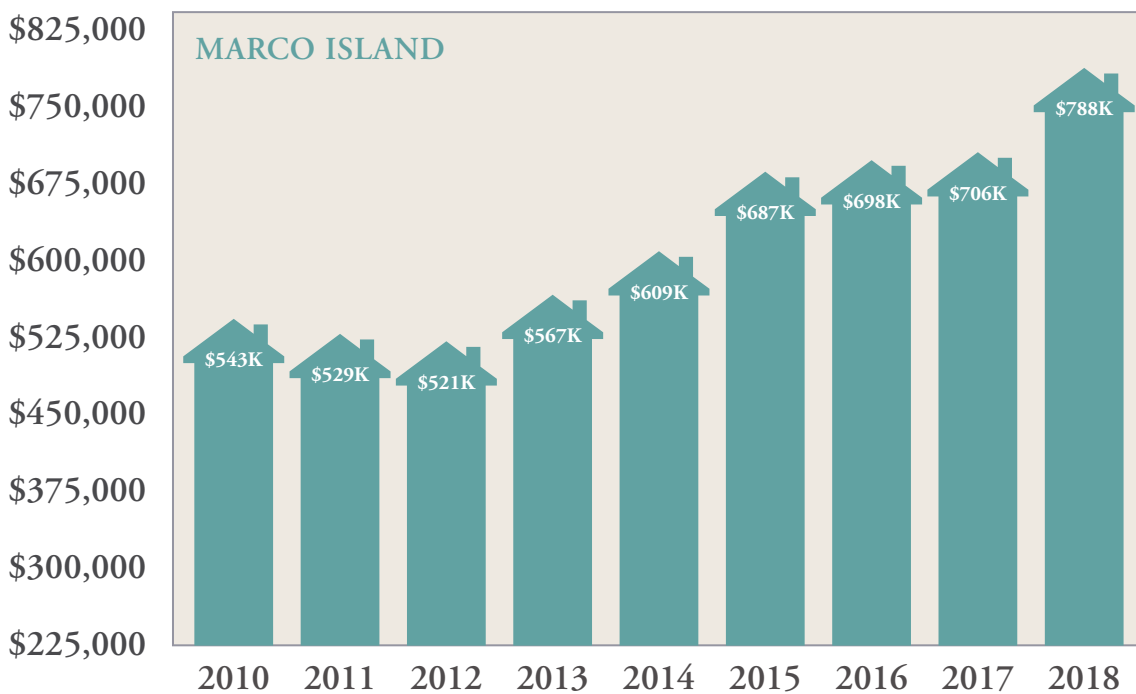
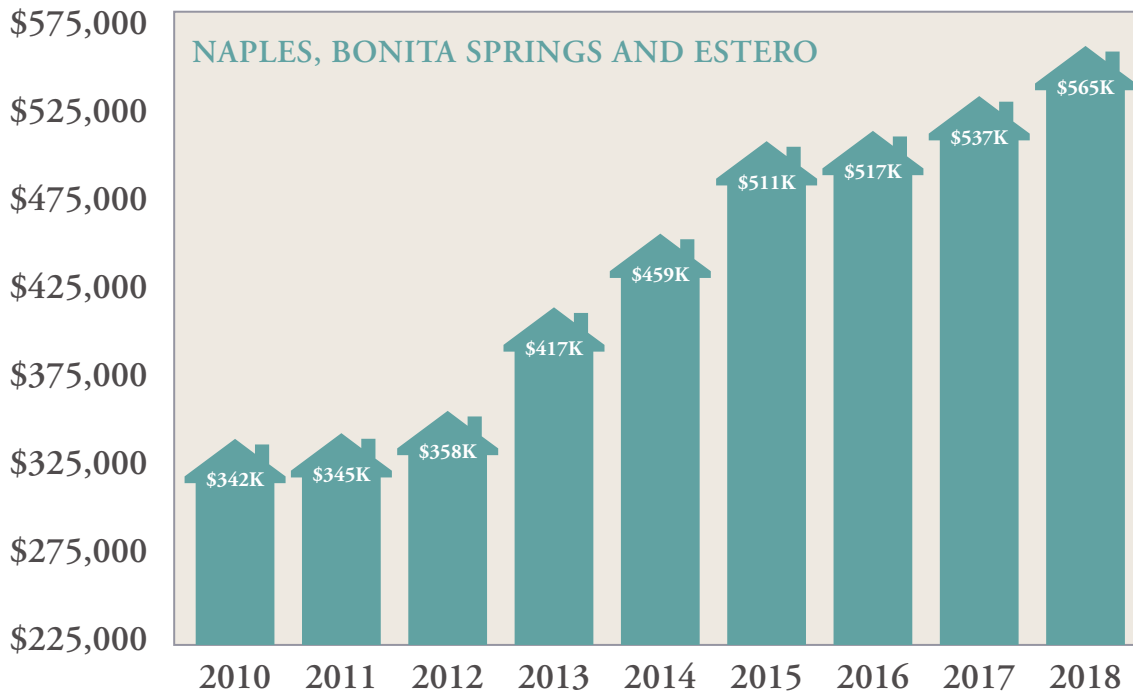
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## AVERAGE SALES PRICE 12-Month Comparisons



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# Neighborhood Snapshot Report<sup>©</sup>

Naples, Bonita Springs and Estero Market Area  
12-Month Sold Comparison Report for Select Communities

## SINGLE FAMILY HOMES

Monthly Snapshot as of November 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	21	25	10.08	\$4,597,300
Audubon Country Club	19	23	9.91	\$1,004,230
Barefoot Beach	16	14	13.71	\$4,865,000
Bonita Bay	47	75	7.52	\$1,130,058
Brooks	70	97	8.66	\$765,709
Collier's Reserve	12	21	6.86	\$1,134,071
Crossings	5	16	3.75	\$645,480
Grey Oaks	41	54	9.11	\$2,539,444
Kensington	13	16	9.75	\$988,203
Lely Resort	95	111	10.27	\$642,397
Mediterra	50	37	16.22	\$2,213,885
Monterey	13	32	4.88	\$760,357
Olde Cypress	24	31	9.29	\$787,542
Old Naples	85	59	17.29	\$3,562,831
Palmira Golf and Country Club	25	40	7.50	\$568,141
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	76	122	7.48	\$2,072,913
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	13	20	7.80	\$3,494,042
Pelican Bay	27	49	6.61	\$2,235,540
Pelican Bay (Bay Colony)	10	2	60.00	\$3,800,000
Pelican Landing	33	42	9.43	\$733,273
Pelican Landing (The Colony)	9	5	21.60	\$1,276,000
Pelican Marsh	26	43	7.26	\$1,296,498
Pelican Sound	0	9	0.00	\$618,333
Pine Ridge	26	32	9.75	\$2,022,528
Port Royal	49	35	16.80	\$9,902,389
Quail Creek	14	22	7.64	\$1,080,023
Quail West	57	63	10.86	\$2,169,862
Royal Harbor	18	29	7.45	\$2,038,879
Tiburon	9	6	18.00	\$1,660,333
Vanderbilt Beach	21	27	9.33	\$1,588,185
Vineyards	48	70	8.23	\$642,617
West Bay Club	15	28	6.43	\$1,210,257

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12-Month Sold Comparison Report for Select Communities

## CONDOMINIUMS

Monthly Snapshot as of November 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	5	14	4.29	\$1,436,536
Bonita Bay	77	115	8.03	\$618,061
Brooks	66	109	7.27	\$277,121
Dunes	26	34	9.18	\$1,090,020
Grey Oaks	9	16	6.75	\$1,138,844
Kensington	13	28	5.57	\$428,913
Lely Resort	111	151	8.82	\$294,021
Mediterra	9	26	4.15	\$587,606
Olde Cypress	5	7	8.57	\$416,714
Olde Naples	84	112	9.00	\$878,852
Palmira Golf and Country Club	16	20	9.60	\$338,030
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	45	119	4.54	\$432,645
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	173	252	8.24	\$1,268,641
Pelican Bay	118	235	6.03	\$915,567
Pelican Bay (Bay Colony)	22	30	8.80	\$3,087,367
Pelican Landing	39	62	7.55	\$336,395
Pelican Landing (The Colony)	60	36	20.00	\$881,349
Pelican Marsh	48	80	7.20	\$355,736
Pelican Sound	27	60	5.40	\$310,172
Pine Ridge	16	24	8.00	\$247,960
Tiburon	18	31	6.97	\$885,065
Vanderbilt Beach	70	106	7.92	\$926,748
Vineyards	103	118	10.47	\$363,069
West Bay Club	3	30	1.20	\$515,467

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# Island Snapshot Report

Marco Island

## 12-Month Sold Comparison Report

### SINGLE FAMILY HOMES

Monthly Snapshot as of November 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	111	112	11.89	\$1,419,589
Indirect Waterfront	107	147	8.73	\$908,922
Golf Course	7	11	7.64	\$765,364
Beachfront	1	5	2.40	\$5,845,000
Inland	51	85	7.20	\$513,688
Preserve	7	11	7.64	\$1,148,750

### CONDOMINIUMS

Monthly Snapshot as of November 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	61	114	6.42	\$428,397
Indirect Waterfront	19	25	9.12	\$391,564
Golf Course	2	4	6.00	\$817,500
Beachfront	161	168	11.50	\$940,104
Gulf View	22	32	8.25	\$622,825
Inland	82	130	7.57	\$239,632
Preserve	2	9	2.67	\$360,444

#### 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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