



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR AUGUST 2019

Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- During the 12-month period ending August 31, 2019 a total of 12,802 sales were reported, up 6% from the same period the prior year when there were 12,080 sales.
- Closed sales priced above \$2 million were up 1.2% from 503 to 509.

New Listings/Inventory

- Available inventory as of September 1, 2019 totaled 5,855 units, down 4.9% compared to 6,156 units as of the same date the prior year.
- Months of supply, at 5.49 months, was down 10.3% compared to 6.12 months posted a year ago.
- New listings added over the 12-month period ending August 31, 2019 were up 2.9% to 19,491 compared with 18,940 listings added during the preceding 12-month period.

Average and Median Sales Price

- Average and median prices for closed sales over the 12-month period ending August 31, 2019 were unchanged compared to the preceding 12-month period at \$562,084 and \$329,561, respectively.
- The average price for sales above \$2 million over the past 12 months was up 7.8% to \$4,007,170 compared to \$3,716,033 for the preceding 12-month period.

MARCO ISLAND

Closed Sales

- During the 12-month period ending August 31, 2019 a total of 845 sales were reported, up 2.2% from the same period the prior year when there were 827 sales.

New Listings/Inventory

- Available inventory as of September 1, 2019 for the Marco Island market totaled 578 units, up 14% compared to 507 units as of the same date the prior year. Months of supply, at 8.21 months, was up 11.6% compared to 7.36 months posted a year ago.
- During the 12 months ending August 31, 2019, 1,393 listings were added to the Marco Island market, a 11.4% increase over the preceding 12-month period when 1,250 listings were added.

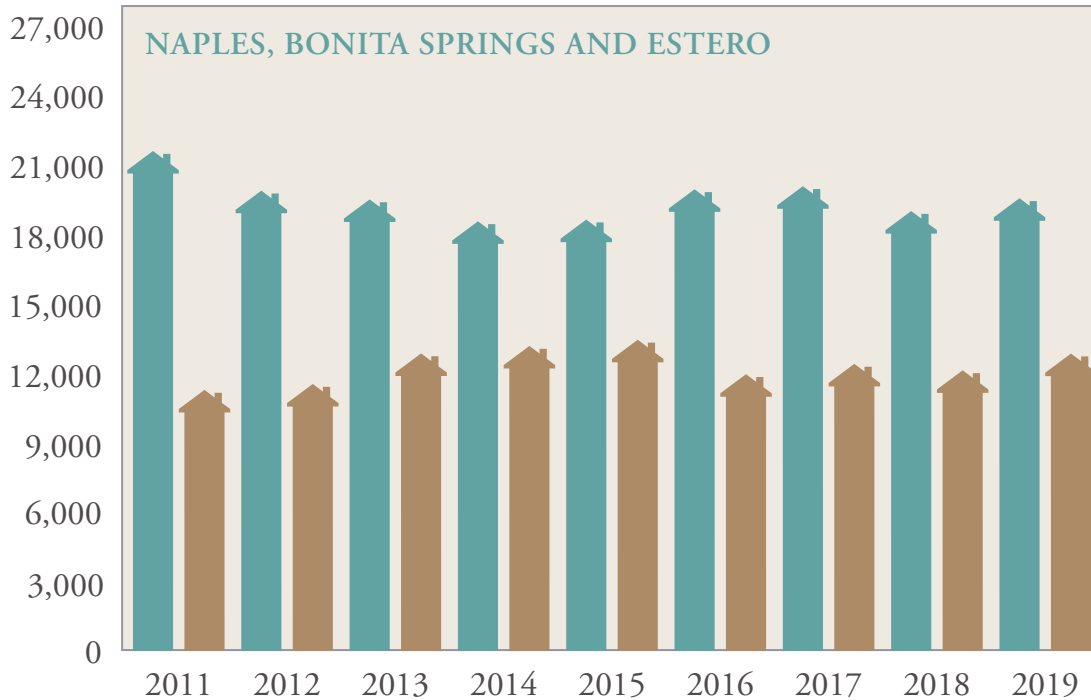
Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$786,677, a 2.3% increase compared to the preceding 12 months when an average of \$768,976 was posted. When comparing the same two periods, median pricing was up 1.7% from \$581,521 to \$591,499.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

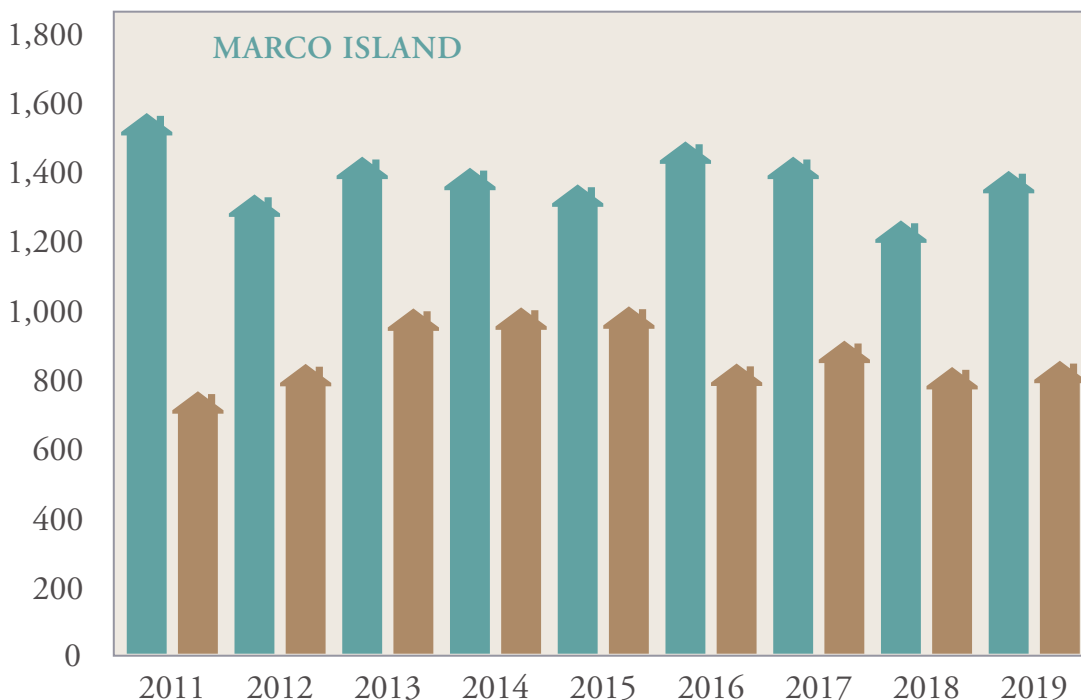


NEW LISTINGS

2011	21,525
2012	19,817
2013	19,440
2014	18,497
2015	18,571
2016	19,876
2017	20,009
2018	18,940
2019	19,491

CLOSED UNITS

2011	11,236
2012	11,492
2013	12,808
2014	13,130
2015	13,396
2016	11,914
2017	12,358
2018	12,080
2019	12,802



NEW LISTINGS

2011	1,560
2012	1,325
2013	1,434
2014	1,402
2015	1,354
2016	1,478
2017	1,434
2018	1,250
2019	1,393

CLOSED UNITS

2011	757
2012	836
2013	996
2014	999
2015	1,002
2016	837
2017	903
2018	827
2019	845

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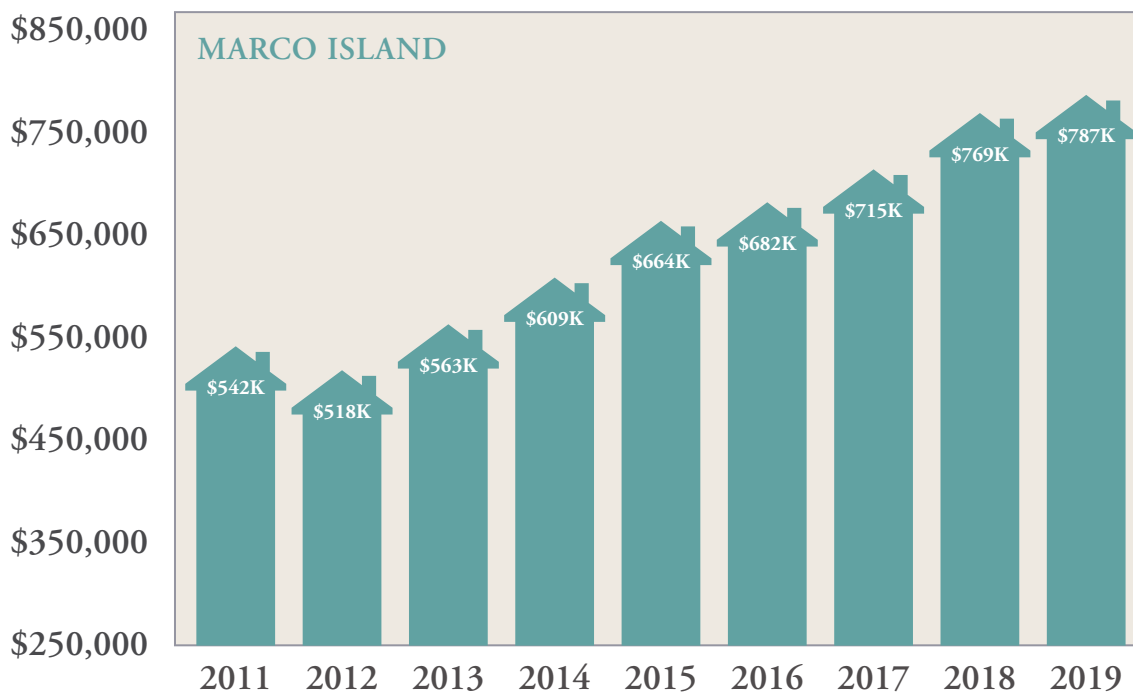
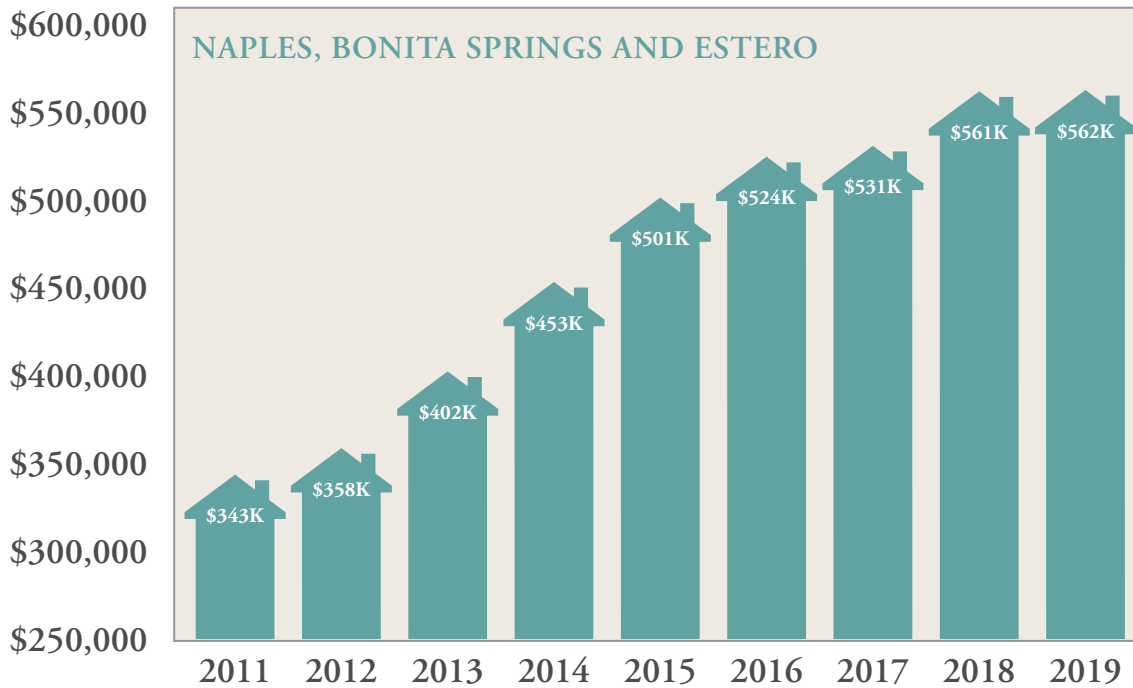
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The Marco Island statistics include only those sales and current listings on Marco Island and Key Marco.



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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 September 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	16	21	9.14	\$4,851,537
Audubon Country Club	26	20	15.60	\$991,250
Barefoot Beach	16	21	9.14	\$4,772,238
Bonita Bay	19	65	3.51	\$1,038,564
Brooks	35	91	4.62	\$726,374
Collier's Reserve	12	13	11.08	\$1,292,308
Crossings	6	16	4.50	\$754,047
Grey Oaks	42	40	12.60	\$2,298,994
Kensington	7	14	6.00	\$920,036
Lely Resort	60	96	7.50	\$629,553
Mediterra	49	40	14.70	\$2,221,037
Monterey	12	23	6.26	\$710,130
Olde Cypress	25	31	9.68	\$825,013
Olde Naples	56	72	9.33	\$4,029,443
Palmira Golf and Country Club	18	32	6.75	\$604,763
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	64	108	7.11	\$2,171,946
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	15	26	6.92	\$3,929,808
Pelican Bay	26	41	7.61	\$1,792,677
Pelican Bay (Bay Colony)	6	3	24.00	\$2,300,012
Pelican Landing	22	62	4.26	\$797,844
Pelican Landing (The Colony)	10	6	20.00	\$1,605,833
Pelican Marsh	26	35	8.91	\$945,093
Pelican Sound	0	6	0.00	\$637,917
Pine Ridge	33	34	11.65	\$1,730,925
Port Royal	42	40	12.60	\$9,244,656
Quail Creek	12	25	5.76	\$1,164,138
Quail West	46	52	10.62	\$1,934,344
Royal Harbor	19	27	8.44	\$2,163,481
Tiburon	4	6	8.00	\$1,360,667
Vanderbilt Beach	23	23	12.00	\$1,959,543
Vineyards	29	67	5.19	\$691,973
West Bay Club	16	17	11.29	\$1,238,441

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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 September 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Audubon Country Club	1	5	2.40	\$651,900
Barefoot Beach	3	19	1.89	\$1,712,763
Bonita Bay	57	115	5.95	\$637,867
Brooks	45	130	4.15	\$266,635
Dunes	24	33	8.73	\$1,204,939
Grey Oaks	7	14	6.00	\$900,179
Kensington	7	23	3.65	\$442,409
Lely Resort	98	168	7.00	\$316,738
Mediterra	15	12	15.00	\$581,042
Olde Cypress	2	2	12.00	\$505,500
Olde Naples	67	96	8.38	\$941,129
Palmira Golf and Country Club	13	17	9.18	\$305,500
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	41	78	6.31	\$372,786
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	136	266	6.14	\$1,385,387
Pelican Bay	132	220	7.20	\$1,017,931
Pelican Bay (Bay Colony)	24	29	9.93	\$3,274,797
Pelican Landing	17	79	2.58	\$319,768
Pelican Landing (The Colony)	46	55	10.04	\$847,873
Pelican Marsh	33	81	4.89	\$386,253
Pelican Sound	3	59	0.61	\$299,730
Pine Ridge	11	18	7.33	\$217,624
Tiburon	15	31	5.81	\$912,040
Vanderbilt Beach	74	86	10.33	\$908,501
Vineyards	64	118	6.51	\$361,983
West Bay Club	7	20	4.20	\$594,025

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of September 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	104	97	12.87	\$1,472,874
Indirect Waterfront	79	130	7.29	\$986,148
Golf Course	6	16	4.50	\$581,406
Beachfront	2	0	24.00	—
Inland	51	93	6.58	\$574,141
Preserve	7	8	10.50	\$1,416,500

CONDOMINIUMS

Monthly Snapshot as of September 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	63	104	7.27	\$391,278
Indirect Waterfront	22	17	15.53	\$389,638
Golf Course	4	2	24.00	\$640,000
Beachfront	140	169	9.94	\$903,197
Gulf View	17	15	13.60	\$673,733
Inland	70	108	7.78	\$252,729
Preserve	3	4	9.00	\$330,813

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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