



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, JANUARY 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report[®] – January 2016

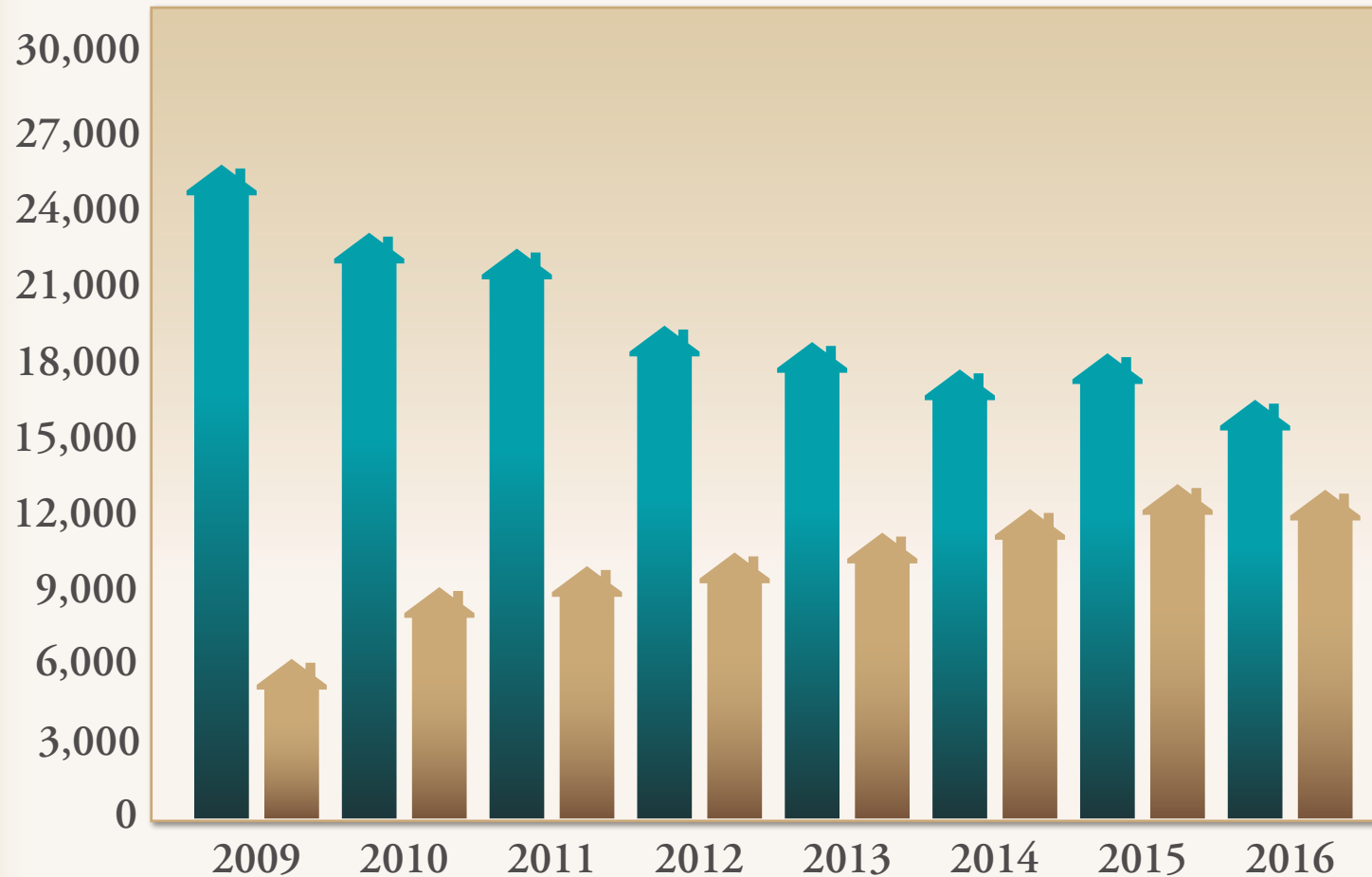
Naples / Bonita Springs / Estero Market Area



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12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	16,535
2015	18,371
2014	17,732
2013	18,814
2012	19,462
2011	22,505
2010	23,133
2009	25,824

CLOSED UNITS

2016	12,980
2015	13,202
2014	12,217
2013	11,283
2012	10,500
2011	9,963
2010	9,133
2009	6,298

John R. Wood Properties

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Market Report[®] – January 2016

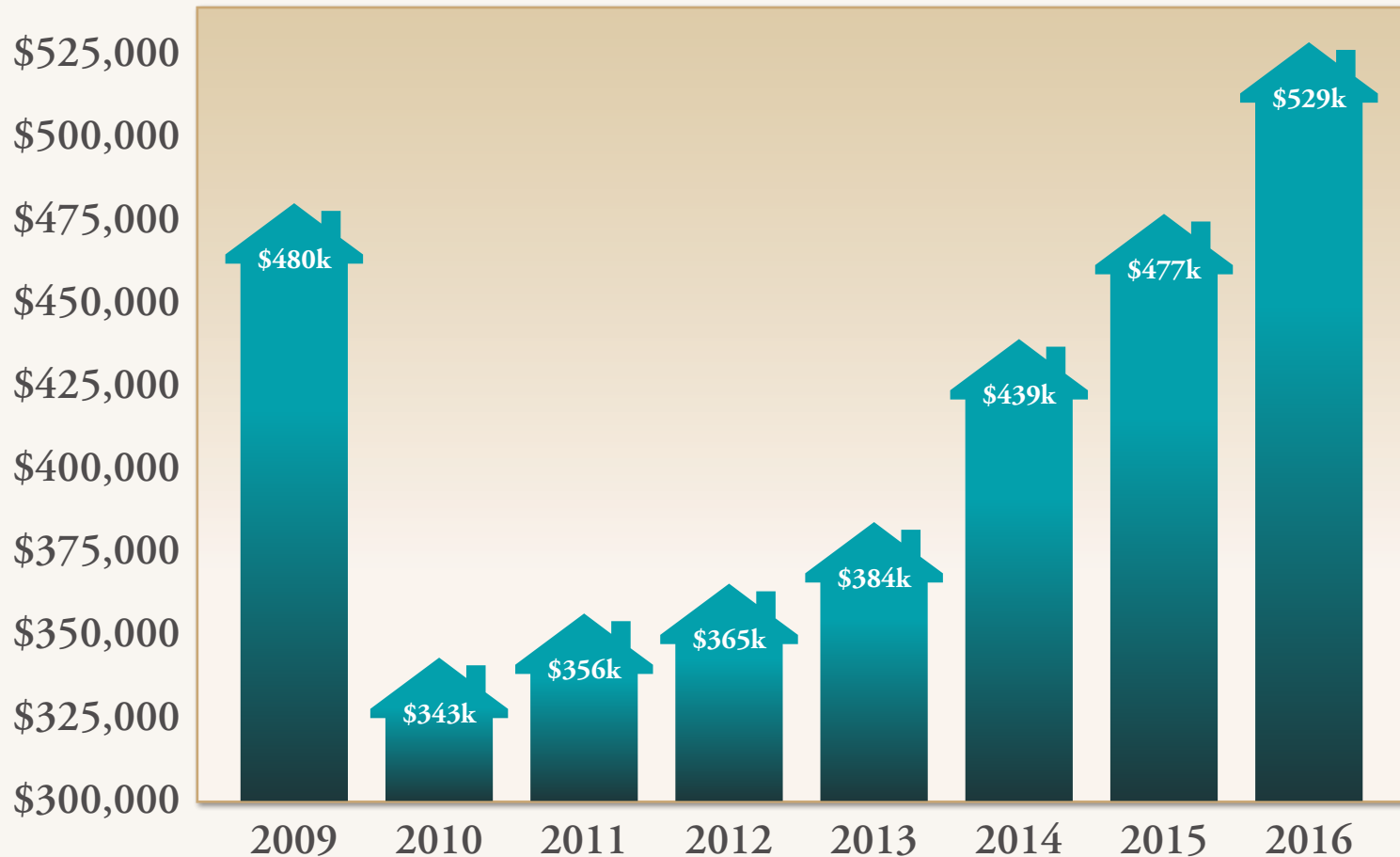
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- Closed sales during the 12 months ending January 31, 2016 were approximately the same as the prior 12 months, down less than 2%.
- January closings were down 13% from January 2015 but posted the 3rd highest January on record.
- The number of January closed sales priced above \$2 million remained strong, up 14% over the same period in 2015. During the past 12 months, sales in this price category are up 11.5% (486 vs 436).

NEW LISTINGS/INVENTORY

- Available inventory on February 1, 2016 consisted of 6,041 units (2,706 condominiums and 3,335 single family homes). This represents a 12% increase over February 1, 2015 and 5.6 months of supply.
- During the 12 months ending January 31, 2016, there were a total of 16,535 new listings added to the market which is 10% less than the same period in 2015.

AVERAGE AND MEDIAN SALES PRICE

- Average price of closed sales during the month of January increased 15.3% year-over-year, while median closed price was up 9.2%.
- Average price of sales above \$2 million increased 5.4% over the past 12 months, from \$3,649,933 to \$3,846,897.

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



MONTHLY SNAPSHOT AS OF FEBRUARY 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	31	28	13.29	\$4,269,839
Barefoot Beach	18	19	11.37	\$3,163,553
Bonita Bay	47	79	7.14	\$1,082,848
The Brooks	52	80	7.80	\$828,523
Collier's Reserve	16	12	16.00	\$1,450,175
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	4	31	1.55	\$3,351,790
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	69	119	6.96	\$1,593,745
The Crossings	6	12	6.00	\$679,050
The Dunes	-	-	-	-
Grey Oaks	46	66	8.36	\$2,501,316
Kensington	7	21	4.00	\$816,810
Lely Resort	94	118	9.56	\$686,070
Mediterra	63	62	12.19	\$2,296,224
Monterey	15	22	8.18	\$716,591
Olde Cypress	35	33	12.73	\$832,281
Old Naples	90	71	15.21	\$3,091,553
Palmira Golf and Country Club	18	45	4.80	\$598,474
Pelican Bay	24	44	6.55	\$1,453,989
Pelican Bay (Bay Colony)	6	10	7.20	\$6,377,500
Pelican Landing	26	55	5.67	\$806,671
Pelican Landing (The Colony)	11	19	6.95	\$1,479,439
Pelican Marsh	30	64	5.63	\$1,599,102
Pelican Sound	2	10	2.40	\$560,700
Pine Ridge	42	38	13.26	\$1,066,645
Port Royal	44	37	14.27	\$10,206,270
Quail Creek	21	33	7.64	\$1,004,074
Quail West	68	47	17.36	\$1,928,906
Royal Harbor	23	36	7.67	\$1,714,000
Tiburon	6	16	4.50	\$2,061,531
Vanderbilt Beach	32	30	12.80	\$1,611,067
The Vineyards	63	68	11.12	\$741,301
West Bay Club	10	24	5.00	\$862,875

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MONTHLY SNAPSHOT AS OF FEBRUARY 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	-	4	-	\$607,000
Barefoot Beach	6	15	4.80	\$915,800
Bonita Bay	54	112	5.79	\$694,212
The Brooks	34	134	3.04	\$248,930
Collier's Reserve	-	-	-	-
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	138	351	4.72	\$1,174,435
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	45	97	5.57	\$269,601
The Crossings	-	-	-	-
The Dunes	24	51	5.65	\$1,109,171
Grey Oaks	11	17	7.76	\$775,415
Kensington	13	22	7.09	\$423,450
Lely Resort	125	192	7.81	\$310,891
Mediterra	17	26	7.85	\$553,192
Monterey	3	4	9.00	\$336,500
Olde Cypress	5	5	12.00	\$437,700
Old Naples	78	140	6.69	\$708,312
Palmira Golf and Country Club	9	26	4.15	\$319,002
Pelican Bay	98	264	4.45	\$891,640
Pelican Bay (Bay Colony)	24	37	7.78	\$2,764,776
Pelican Landing	23	67	4.12	\$337,051
Pelican Landing (The Colony)	53	71	8.96	\$909,543
Pelican Marsh	31	64	5.81	\$437,530
Pelican Sound	9	65	1.66	\$255,637
Pine Ridge	7	23	3.65	\$208,239
Port Royal	-	-	-	-
Quail Creek	-	-	-	-
Quail West	-	-	-	-
Royal Harbor	-	1	-	\$512,000
Tiburón	28	44	7.64	\$773,693
Vanderbilt Beach	53	110	5.78	\$868,480
The Vineyards	71	112	7.61	\$398,999
West Bay Club	13	40	3.90	\$495,869

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