



*Bring Your Highest Expectations™*

MONTHLY MARKET REPORT FOR SEPTEMBER 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 September 30, 2019 a total of 12,999 sales were reported, up 5.4% from the same period the prior year when there were 12,328 sales.
- Closed sales priced above \$2 million were down 2.9% from 515 to 500.

### New Listings/Inventory

- Available inventory as of October 1, 2019 totaled 6,115 units, down 4.6% compared to 6,410 units as of the same date the prior year.
- Months of supply, at 5.65 months, was down 9.5% compared to 6.24 months posted a year ago.
- New listings added over the 12-month period ending September 30, 2019 were down 2.5% to 19,513 compared with 20,023 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 September 30, 2019 were unchanged compared to the preceding 12-month period at \$559,653 and \$330,291, respectively.
- The average price for sales above \$2 million over the past 12 months was up 8.5% to \$4,030,565 compared to \$3,713,852 for the preceding 12-month period.

## MARCO ISLAND

### Closed Sales

- During the 12-month period ending September 30, 2019 a total of 839 sales were reported, down 1.9% from the same period the prior year when there were 855 sales.

### New Listings/Inventory

- Available inventory as of October 1, 2019 for the Marco Island market totaled 574 units, up 8.3% compared to 530 units as of the same date the prior year. Months of supply, at 8.21 months, was up 10.4% compared to 7.44 months posted a year ago.
- During the 12 months ending September 30 2019, 1,409 listings were added to the Marco Island market, a 9.7% increase over the preceding 12-month period when 1,284 listings were added.

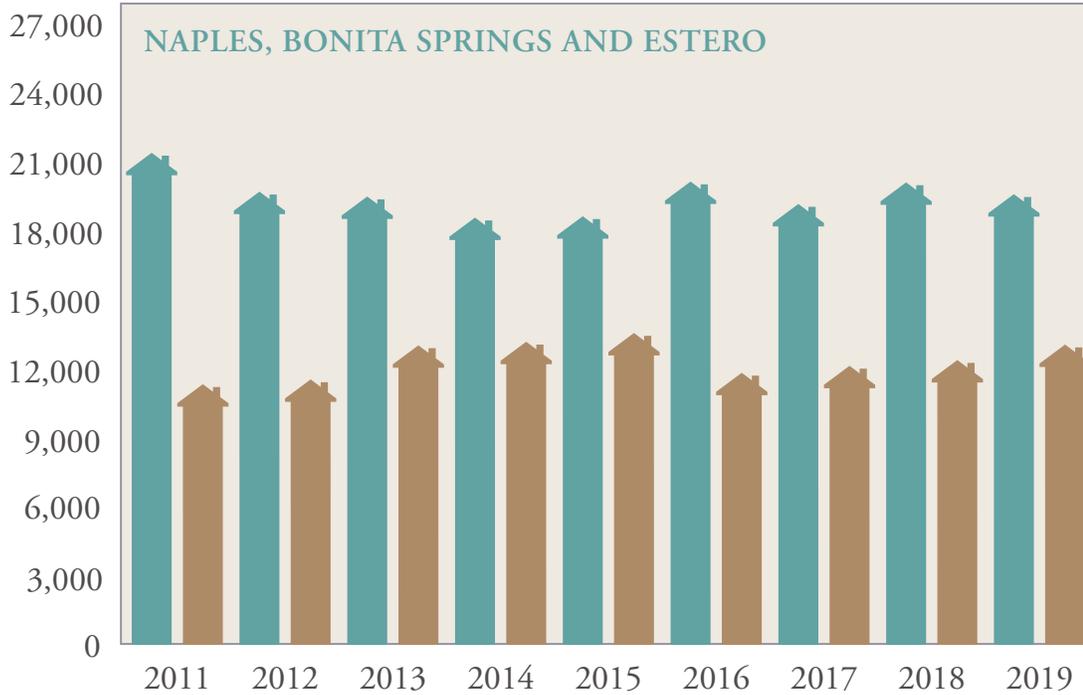
### Average and Median Sales Price

- Pricing of closed sales over the past 12 months averaged \$793,111, a 1.8% increase compared to the preceding 12 months when an average of \$778,983 was posted. When comparing the same two periods, median pricing was up 2.9% from \$578,345 to \$595,197.



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## NEW LISTINGS / CLOSED UNITS 12-Month Comparisons



### NEW LISTINGS

2011	21,304
2012	19,621
2013	19,411
2014	18,498
2015	18,557
2016	20,059
2017	19,088
2018	20,023
2019	19,513

### CLOSED UNITS

2011	11,282
2012	11,490
2013	12,966
2014	13,121
2015	13,500
2016	11,777
2017	12,079
2018	12,328
2019	12,999



### NEW LISTINGS

2011	1,543
2012	1,342
2013	1,403
2014	1,401
2015	1,348
2016	1,505
2017	1,377
2018	1,284
2019	1,409

### CLOSED UNITS

2011	766
2012	859
2013	994
2014	1,004
2015	980
2016	833
2017	880
2018	855
2019	839

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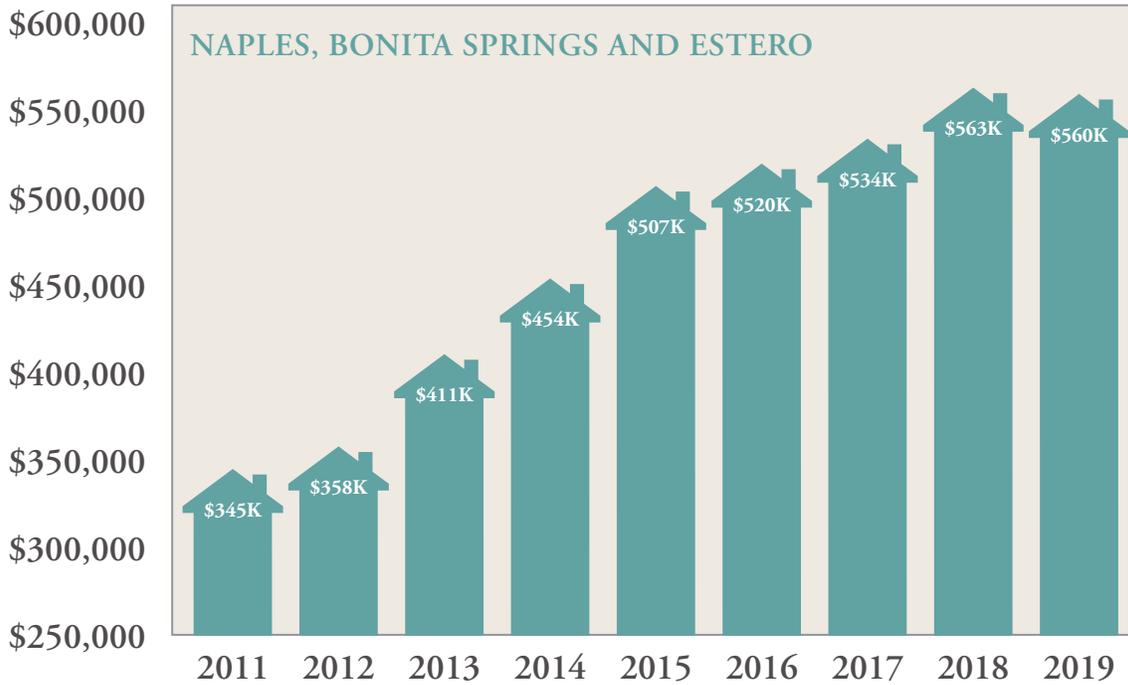
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## AVERAGE SALES PRICE 12-Month Comparisons



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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 October 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	16	21	9.14	\$4,569,585
Audubon Country Club	26	21	14.86	\$1,108,333
Barefoot Beach	17	21	9.71	\$4,772,238
Bonita Bay	23	70	3.94	\$1,010,595
Brooks	39	93	5.03	\$713,015
Collier's Reserve	12	13	11.08	\$1,366,923
Crossings	4	15	3.20	\$749,133
Grey Oaks	46	39	14.15	\$2,315,635
Kensington	10	16	7.50	\$924,719
Lely Resort	60	100	7.20	\$628,052
Mediterra	57	37	18.49	\$2,240,715
Monterey	9	23	4.70	\$741,147
Olde Cypress	25	33	9.09	\$808,194
Olde Naples	57	78	8.77	\$4,002,948
Palmira Golf and Country Club	18	33	6.55	\$603,921
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	70	104	8.08	\$2,102,718
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	14	25	6.72	\$3,917,800
Pelican Bay	28	42	8.00	\$1,793,268
Pelican Bay (Bay Colony)	6	3	24.00	\$2,300,012
Pelican Landing	27	61	5.31	\$802,973
Pelican Landing (The Colony)	12	5	28.80	\$1,707,000
Pelican Marsh	27	40	8.10	\$977,706
Pelican Sound	0	6	0.00	\$637,917
Pine Ridge	35	29	14.48	\$1,724,705
Port Royal	40	39	12.31	\$9,358,237
Quail Creek	15	25	7.20	\$1,161,138
Quail West	45	52	10.38	\$1,849,931
Royal Harbor	18	23	9.39	\$2,207,130
Tiburon	7	6	14.00	\$1,360,667
Vanderbilt Beach	22	25	10.56	\$1,948,520
Vineyards	27	67	4.84	\$705,029
West Bay Club	15	17	10.59	\$1,201,971

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

## CONDOMINIUMS

Monthly Snapshot as of October 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	4	18	2.67	\$1,680,694
Bonita Bay	61	115	6.37	\$626,654
Brooks	49	129	4.56	\$270,239
Dunes	26	36	8.67	\$1,191,861
Grey Oaks	4	14	3.43	\$900,179
Kensington	12	20	7.20	\$453,945
Lely Resort	94	177	6.37	\$319,009
Mediterra	16	13	14.77	\$582,885
Olde Cypress	5	2	30.00	\$505,500
Olde Naples	60	100	7.20	\$947,224
Palmira Golf and Country Club	11	18	7.33	\$304,472
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	43	74	6.97	\$361,828
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	147	274	6.44	\$1,377,286
Pelican Bay	132	215	7.37	\$1,040,694
Pelican Bay (Bay Colony)	22	27	9.78	\$3,299,337
Pelican Landing	30	82	4.39	\$321,408
Pelican Landing (The Colony)	41	60	8.20	\$887,883
Pelican Marsh	34	89	4.58	\$370,714
Pelican Sound	3	62	0.58	\$295,985
Pine Ridge	10	20	6.00	\$228,211
Tiburon	14	25	6.72	\$949,330
Vanderbilt Beach	74	80	11.10	\$811,947
Vineyards	66	120	6.60	\$350,817
West Bay Club	10	18	6.67	\$604,611

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# Island Snapshot Report

Marco Island

## 12-Month Sold Comparison Report

### SINGLE FAMILY HOMES

Monthly Snapshot as of October 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	101	111	10.92	\$1,518,770
Indirect Waterfront	87	141	7.40	\$959,018
Golf Course	4	19	2.53	\$592,368
Beachfront	2	0	—	—
Inland	52	106	5.89	\$560,746
Preserve	8	8	12.00	\$1,546,875

### CONDOMINIUMS

Monthly Snapshot as of October 1, 2019	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	66	107	7.40	\$387,936
Indirect Waterfront	19	20	11.40	\$372,493
Golf Course	3	1	36.00	\$660,000
Beachfront	141	188	9.00	\$902,369
Gulf View	22	19	13.89	\$718,447
Inland	75	112	8.04	\$243,114
Preserve	2	4	6.00	\$351,313

#### 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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