



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR JULY 2018
Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- The number of closed sales year-to-date remained stable when compared to the same period last year with 8,104 closings vs. 7,958 in 2017.
- Closed sales priced above \$2 million increased 18.5% over the first seven months of 2018 to 385 sales compared to 325 during the prior year.

New Listings/Inventory

- Available inventory on August 1, 2018 consisted of 6,304 residential units compared to 6,264 a year ago. This represents 6.3 months of supply based on the current sales pace.
- During the 12 months ending July 31, 2018 there were 17,539 new listings added to the market, a decrease of 14% from the prior 12 months.

Average and Median Sales Price

- The average sales price increased 8.9% over the past 12 months to \$568,633, while the median price climbed 3.2% to \$330,604.
- Average sales price on a year-to-date basis for properties priced above \$2 million remained static with prior year at \$3,987,452. Over the past 12 months, the average price in this category is up 4% to \$3,800,000.

MARCO ISLAND

Closed Sales

- There were 558 closed sales during the first seven months of 2018 compared to 594 for the same period last year.
- During the past 12 months the number of closed sales declined 8.5% to 817 compared to 893 during the same period in 2017.

New Listings/Inventory

- Available inventory on August 1, 2018 consisted of 561 residential units, down from 651 last year.
- During the 12 months ending July 31, 2018 there were 1,287 new listings added to the market, down from 1,456 during the prior 12 months.

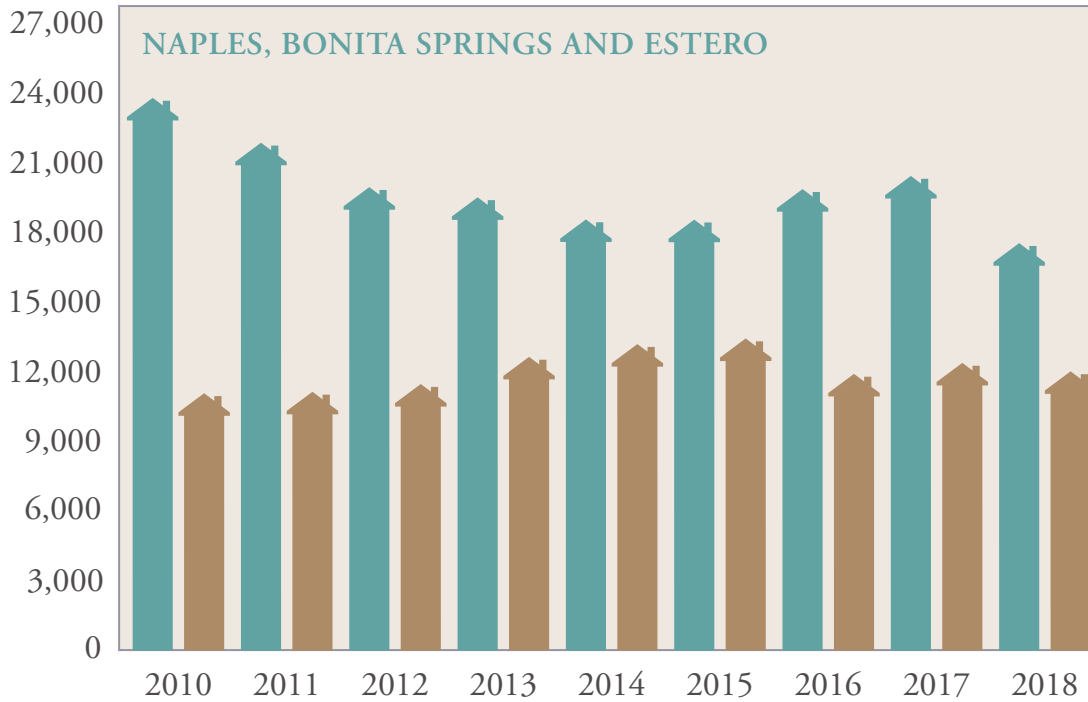
Average and Median Sales Price

- The average sales price over the past 12 months increased less than 3% to \$752,451 compared to \$732,709 a year ago.
- Median price for the past 12 months was consistent with prior year at \$572,717.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

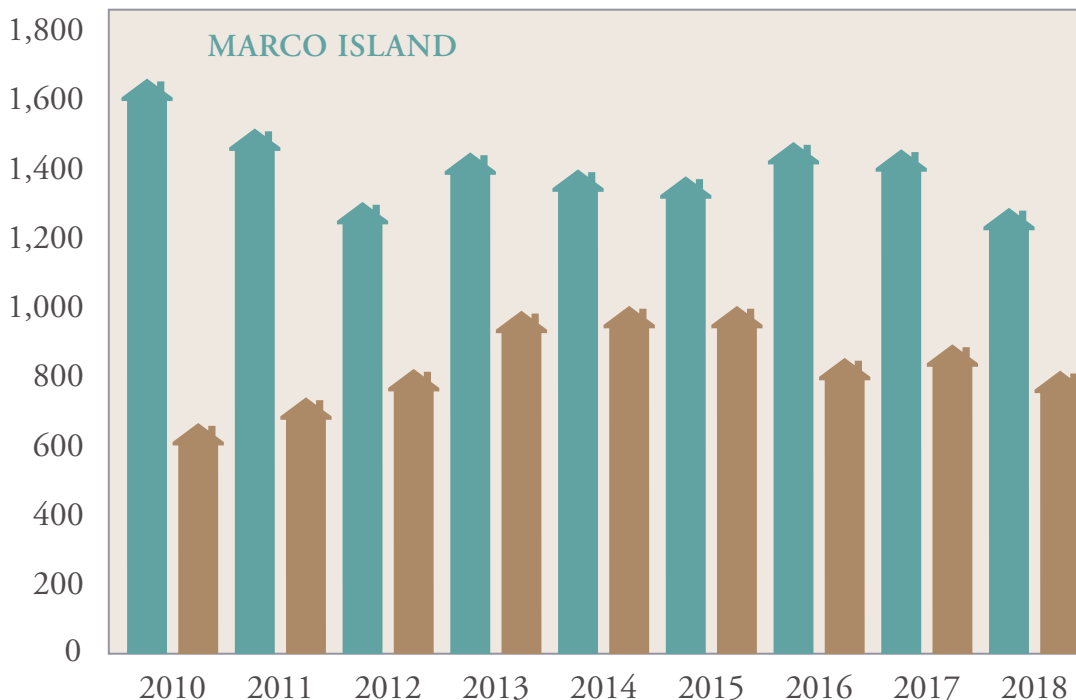


NEW LISTINGS

2010	23,794
2011	21,863
2012	19,951
2013	19,513
2014	18,560
2015	18,551
2016	19,866
2017	20,432
2018	17,539

CLOSED UNITS

2010	11,075
2011	11,138
2012	11,472
2013	12,642
2014	13,192
2015	13,434
2016	11,909
2017	12,382
2018	12,018



NEW LISTINGS

2010	1,660
2011	1,516
2012	1,304
2013	1,447
2014	1,398
2015	1,378
2016	1,477
2017	1,456
2018	1,287

CLOSED UNITS

2010	666
2011	740
2012	822
2013	990
2014	1,004
2015	1,004
2016	854
2017	893
2018	817

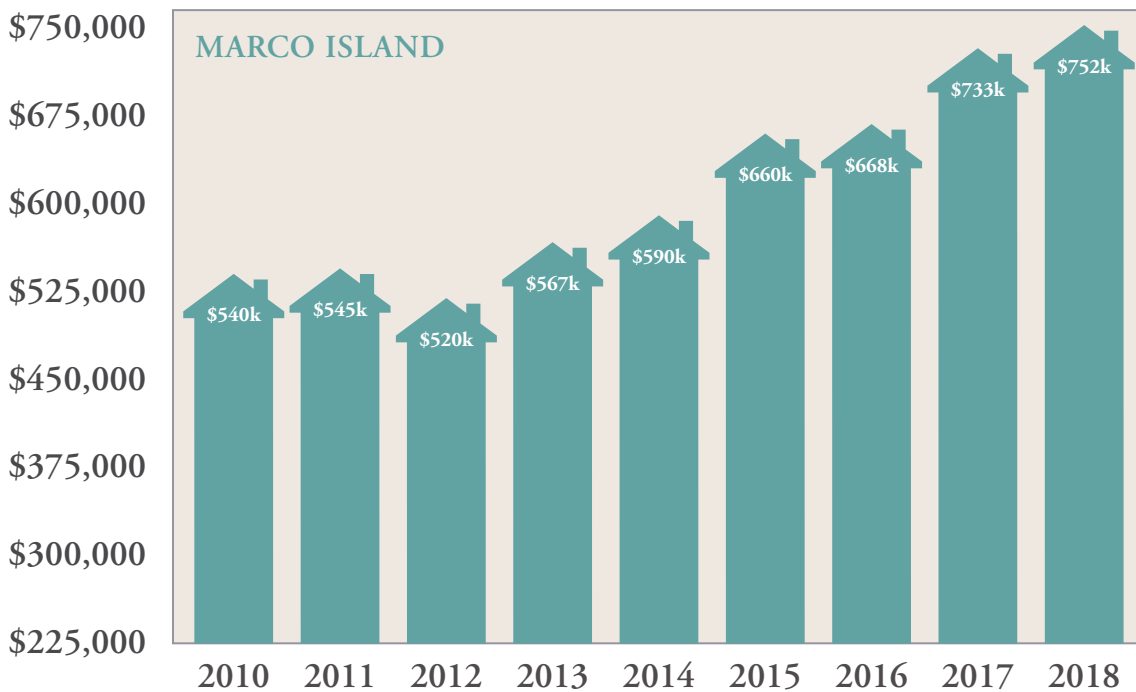
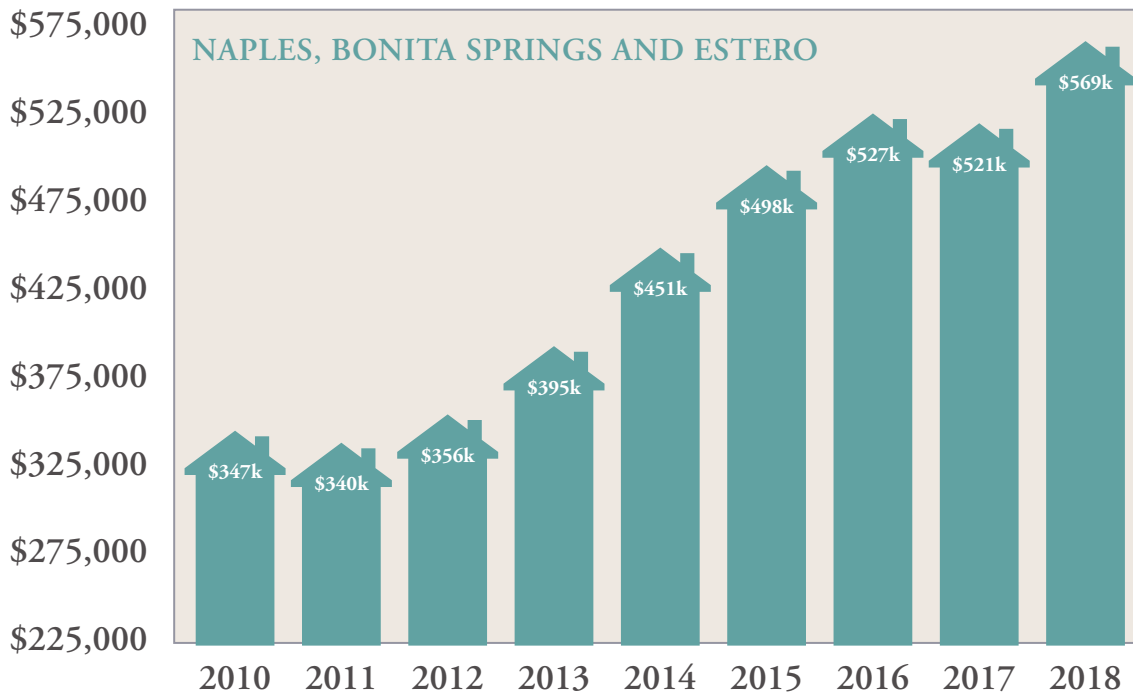
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AVERAGE SALES PRICE 12-Month Comparisons



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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 August 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	24	21	13.71	\$4,188,690
Audubon Country Club	12	22	6.55	\$972,150
Barefoot Beach	13	13	12.00	\$4,374,615
Bonita Bay	29	78	4.46	\$1,159,234
Brooks	50	85	7.06	\$772,471
Collier's Reserve	8	19	5.05	\$1,116,645
Crossings	8	14	6.86	\$673,209
Grey Oaks	31	58	6.41	\$2,561,034
Kensington	8	18	5.33	\$971,736
Lely Resort	88	115	9.18	\$647,278
Mediterra	39	32	14.63	\$2,263,321
Monterey	21	31	8.13	\$767,804
Olde Cypress	21	32	7.88	\$791,578
Old Naples	80	67	14.33	\$3,472,493
Palmira Golf and Country Club	23	41	6.73	\$576,040
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	75	117	7.69	\$1,915,290
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	2	26	0.92	\$3,410,801
Pelican Bay	11	52	2.54	\$2,037,287
Pelican Bay (Bay Colony)	5	6	10.00	\$3,633,333
Pelican Landing	23	36	7.67	\$723,561
Pelican Landing (The Colony)	6	3	24.00	\$861,667
Pelican Marsh	25	44	6.82	\$1,325,077
Pelican Sound	1	8	1.50	\$613,000
Pine Ridge	31	27	13.78	\$1,927,070
Port Royal	41	37	13.30	\$10,117,395
Quail Creek	22	23	11.48	\$1,028,674
Quail West	59	55	12.87	\$2,223,702
Royal Harbor	11	27	4.89	\$2,088,981
Tiburon	7	8	10.50	\$1,856,500
Vanderbilt Beach	18	25	8.64	\$1,694,440
Vineyards	43	60	8.60	\$631,278
West Bay Club	17	29	7.03	\$1,277,248

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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 August 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	4	15	3.20	\$1,339,657
Bonita Bay	59	110	6.44	\$637,221
Brooks	63	103	7.34	\$282,659
Dunes	26	26	12.00	\$1,133,439
Grey Oaks	9	13	8.31	\$1,026,077
Kensington	18	19	11.37	\$434,771
Lely Resort	96	138	8.35	\$296,992
Mediterra	11	24	5.50	\$600,948
Olde Cypress	4	6	8.00	\$423,667
Old Naples	70	124	6.77	\$773,709
Palmira Golf and Country Club	13	22	7.09	\$332,959
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	46	103	5.36	\$404,135
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	136	258	6.33	\$1,295,411
Pelican Bay	94	229	4.93	\$881,030
Pelican Bay (Bay Colony)	15	29	6.21	\$3,057,810
Pelican Landing	33	51	7.76	\$339,480
Pelican Landing (The Colony)	51	40	15.30	\$853,962
Pelican Marsh	34	63	6.48	\$424,980
Pelican Sound	21	70	3.60	\$302,817
Pine Ridge	12	24	6.00	\$232,481
Tiburon	17	25	8.16	\$786,100
Vanderbilt Beach	60	94	7.66	\$939,806
Vineyards	88	120	8.80	\$347,358
West Bay Club	3	29	1.24	\$506,345

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of August 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	106	109	11.67	\$1,352,422
Indirect Waterfront	82	143	6.88	\$885,536
Golf Course	7	12	7.00	\$728,854
Beachfront	1	5	2.40	\$5,945,000
Inland	42	89	5.66	\$509,534
Preserve	7	6	14.00	\$1,101,542

CONDOMINIUMS

Monthly Snapshot as of August 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	53	110	5.78	\$420,692
Indirect Waterfront	21	22	11.45	\$398,627
Golf Course	2	2	12.00	\$887,500
Beachfront	143	155	11.07	\$938,504
Gulf View	23	33	8.36	\$629,482
Inland	76	123	7.41	\$232,634
Preserve	2	8	3.00	\$365,875

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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