



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR AUGUST 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 rose slightly when compared to the same period last year, with 9,162 closings vs. 8,887 in 2017.
- Closed sales priced above \$2 million increased 16.5% over the first eight months of 2018 to 409 sales compared to 351 during the same period the prior year.

New Listings/Inventory

- Available inventory on September 1, 2018 consisted of 6,156 residential units compared to 6,159 a year ago. This represents 6.1 months of supply based on the current sales pace.
- During the 12 months ending August 31, 2018 there were 17,547 new listings added to the market, a decrease of 14.1% from the prior 12 months.

Average and Median Sales Price

- At \$561,355 the average sales price over the past 12 months was 5.8% above the same period last year. The median price rose 2.3% to \$329,188
- Average sales price on a year-to-date basis for properties priced above \$2 million was \$3,895,600, a decline of 20.3% from the prior year.

MARCO ISLAND

Closed Sales

- There were 624 closed sales during the first eight months of 2018 compared to 650 for the same period last year.
- During the past 12 months the number of closed sales decreased by 8.4% to 827 compared to 903 during the same period in 2017.

New Listings/Inventory

- Available inventory on September 1, 2018 consisted of 507 residential units, down from 644 last year. This represents a 21.3% reduction.
- During the 12 months ending August 31, 2018 there were 1,250 new listings added to the market, down 12.8% from 1,434 during the prior 12 months.

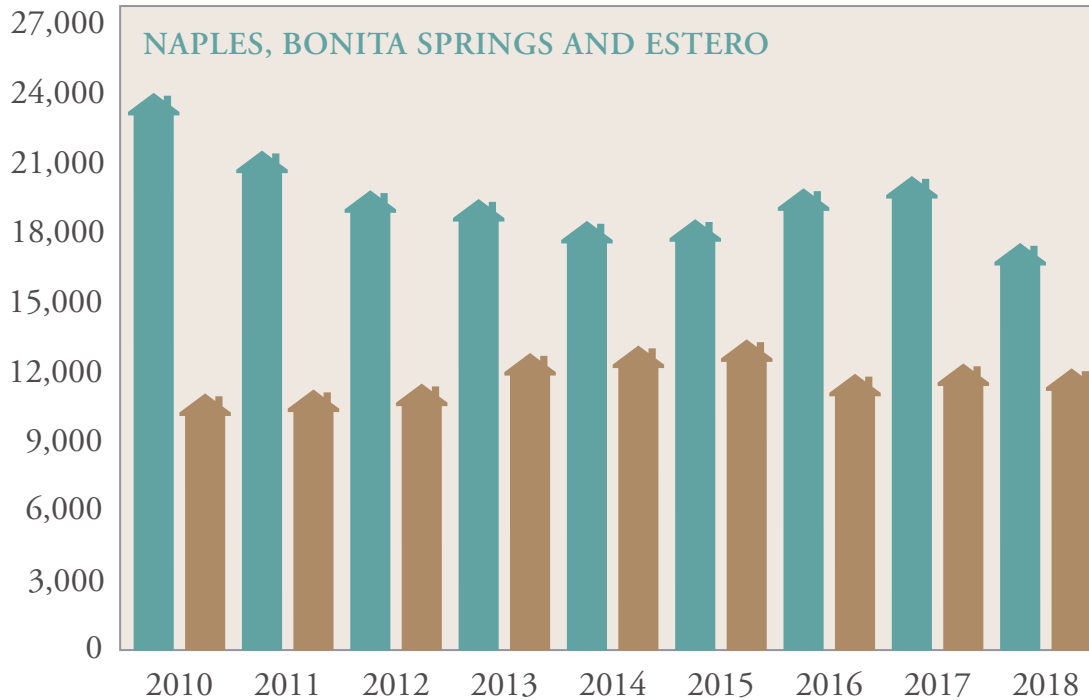
Average and Median Sales Price

- The average sales price over the past 12 months increased 7.7% to \$768,976 compared to \$714,068 a year ago.
- Median price for the past 12 months increased 2% when compared to the prior year, from \$569,997 to \$581,521.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

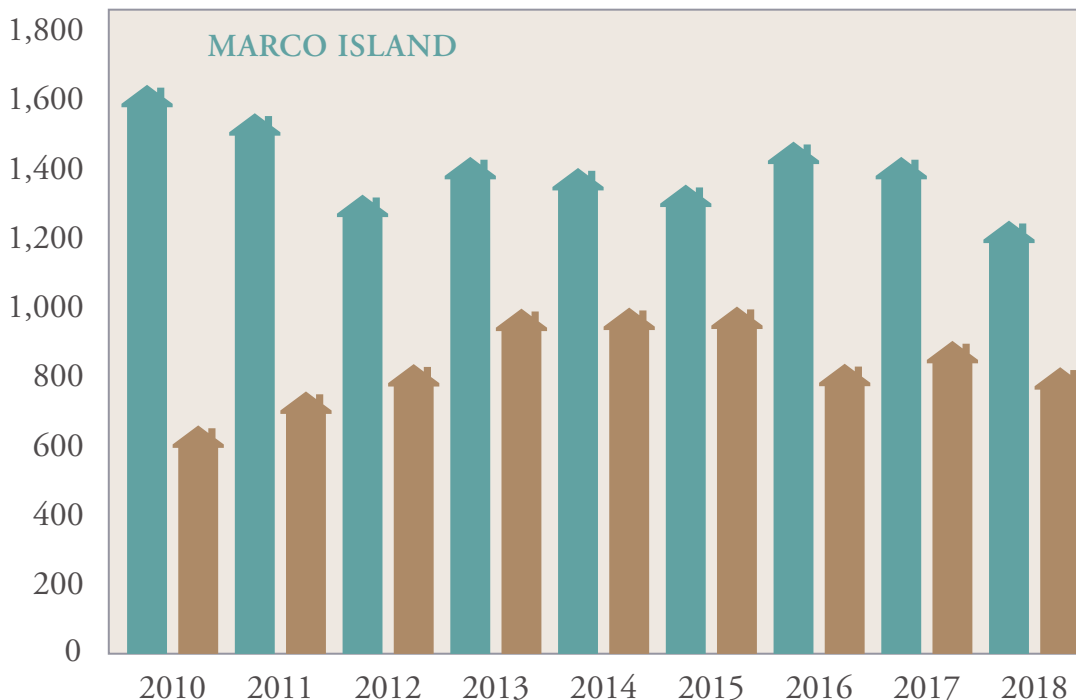


NEW LISTINGS

2010	24,011
2011	21,525
2012	19,817
2013	19,440
2014	18,497
2015	18,571
2016	19,900
2017	20,430
2018	17,547

CLOSED UNITS

2010	11,068
2011	11,236
2012	11,492
2013	12,808
2014	13,130
2015	13,396
2016	11,914
2017	12,358
2018	12,147



NEW LISTINGS

2010	1,642
2011	1,560
2012	1,325
2013	1,434
2014	1,402
2015	1,354
2016	1,478
2017	1,434
2018	1,250

CLOSED UNITS

2010	659
2011	757
2012	836
2013	996
2014	999
2015	1,002
2016	837
2017	903
2018	827

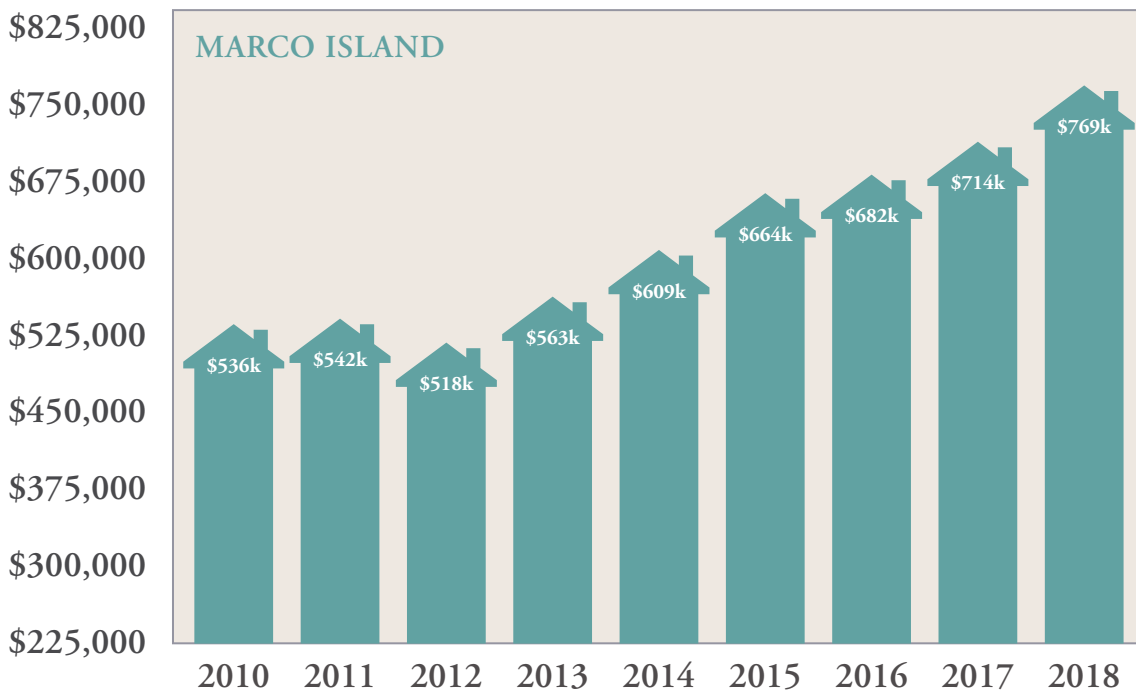
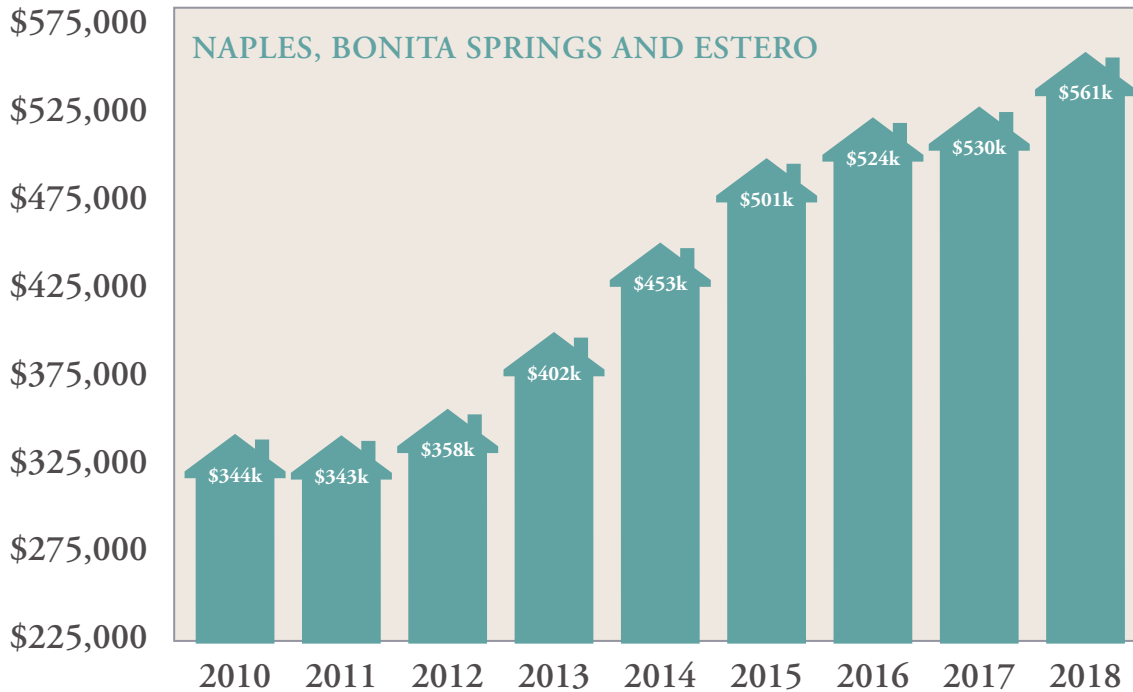
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AVERAGE SALES PRICE 12-Month Comparisons



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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, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	24	23	12.52	\$4,309,022
Audubon Country Club	12	21	6.86	\$980,348
Barefoot Beach	13	11	14.18	\$4,880,000
Bonita Bay	29	69	5.04	\$1,117,267
Brooks	50	90	6.67	\$755,406
Collier's Reserve	8	19	5.05	\$1,152,658
Crossings	8	13	7.38	\$636,533
Grey Oaks	31	58	6.41	\$2,519,224
Kensington	8	16	6.00	\$988,203
Lely Resort	88	116	9.10	\$635,289
Mediterra	39	34	13.76	\$2,337,169
Monterey	21	27	9.33	\$790,460
Olde Cypress	21	32	7.88	\$808,734
Old Naples	80	62	15.48	\$3,655,476
Palmira Golf and Country Club	23	39	7.08	\$548,914
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	75	138	6.52	\$2,167,281
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	2	21	1.14	\$3,650,278
Pelican Bay	11	49	2.69	\$2,102,223
Pelican Bay (Bay Colony)	5	7	8.57	\$3,478,571
Pelican Landing	23	39	7.08	\$742,390
Pelican Landing (The Colony)	6	4	18.00	\$1,320,000
Pelican Marsh	25	40	7.50	\$1,335,185
Pelican Sound	1	9	1.33	\$618,333
Pine Ridge	31	25	14.88	\$1,980,036
Port Royal	41	33	14.91	\$10,215,716
Quail Creek	22	23	11.48	\$996,022
Quail West	59	57	12.42	\$2,159,054
Royal Harbor	11	25	5.28	\$2,095,100
Tiburon	7	7	12.00	\$1,951,714
Vanderbilt Beach	18	28	7.71	\$1,665,750
Vineyards	43	61	8.46	\$614,683
West Bay Club	17	28	7.29	\$1,265,900

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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, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	4	15	3.20	\$1,356,323
Bonita Bay	59	113	6.27	\$642,901
Brooks	63	101	7.49	\$279,093
Dunes	26	32	9.75	\$1,085,333
Grey Oaks	9	14	7.71	\$1,156,357
Kensington	18	21	10.29	\$431,817
Lely Resort	96	142	8.11	\$289,222
Mediterra	11	24	5.50	\$598,865
Olde Cypress	4	7	6.86	\$416,714
Old Naples	70	109	7.71	\$819,717
Palmira Golf and Country Club	13	22	7.09	\$332,959
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	46	112	4.93	\$398,293
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	136	241	6.77	\$1,321,490
Pelican Bay	94	226	4.99	\$899,083
Pelican Bay (Bay Colony)	15	30	6.00	\$3,119,800
Pelican Landing	33	57	6.95	\$340,112
Pelican Landing (The Colony)	51	36	17.00	\$887,738
Pelican Marsh	34	79	5.16	\$353,065
Pelican Sound	21	67	3.76	\$304,436
Pine Ridge	12	26	5.54	\$238,694
Tiburon	17	27	7.56	\$813,389
Vanderbilt Beach	60	97	7.42	\$859,815
Vineyards	88	117	9.03	\$353,791
West Bay Club	3	30	1.20	\$510,967

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Island Snapshot Report

Marco Island

12-Month Sold Comparison Report

SINGLE FAMILY HOMES

Monthly Snapshot as of September 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	102	111	11.03	\$1,380,532
Indirect Waterfront	84	145	6.95	\$895,606
Golf Course	6	12	6.00	\$728,667
Beachfront	0	6	0.00	\$6,037,500
Inland	48	85	6.78	\$511,182
Preserve	4	7	6.86	\$949,179

CONDOMINIUMS

Monthly Snapshot as of September 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	51	111	5.51	\$423,172
Indirect Waterfront	20	23	10.43	\$404,641
Golf Course	2	3	8.00	\$883,333
Beachfront	132	160	9.90	\$934,217
Gulf View	22	32	8.25	\$621,419
Inland	66	123	6.44	\$234,465
Preserve	2	9	2.67	\$351,222

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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