



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, MAY 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report® – May 2016

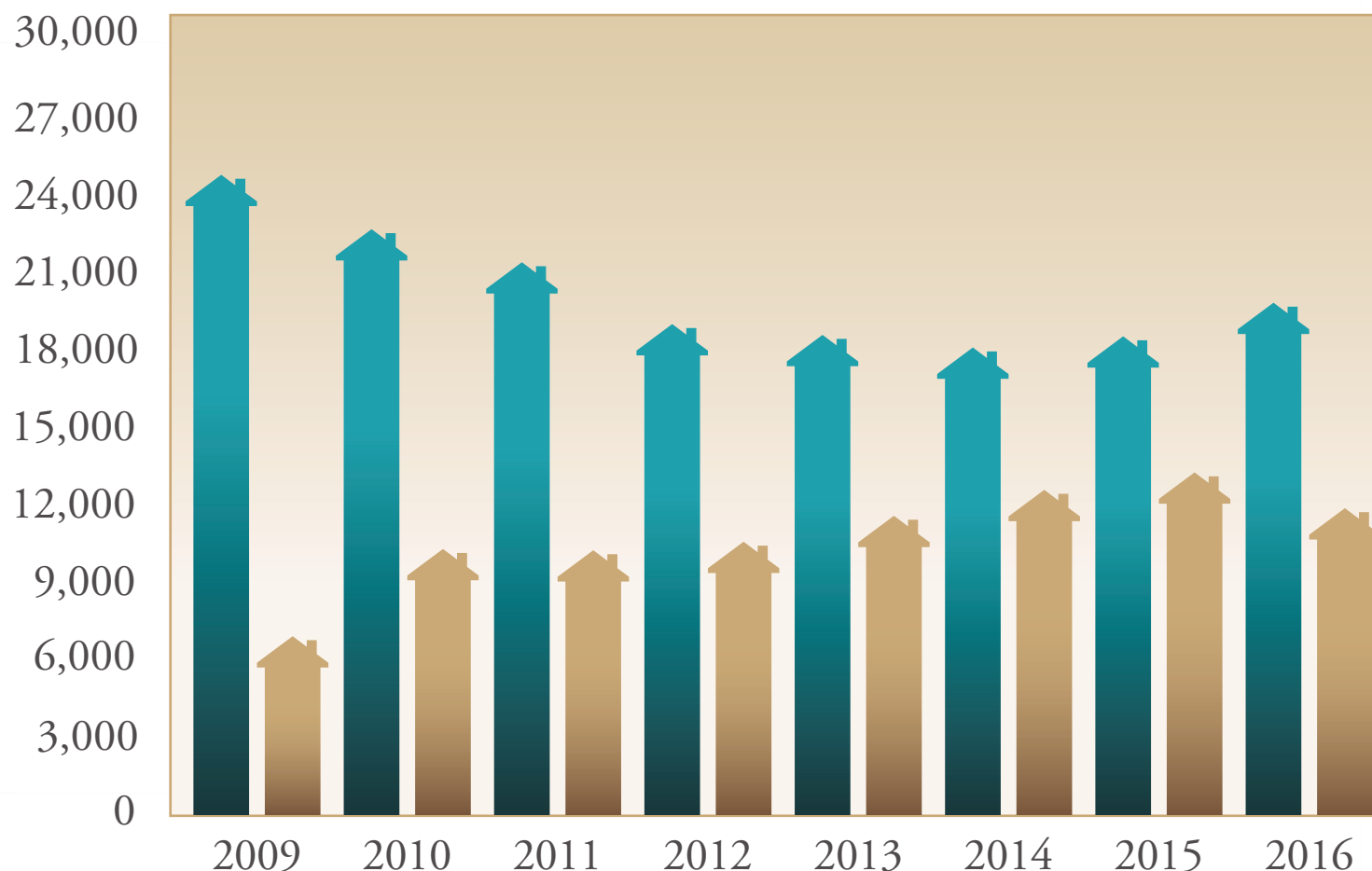
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12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	-----	19,867
2015	-----	18,563
2014	-----	18,130
2013	-----	18,619
2012	-----	19,038
2011	-----	21,437
2010	-----	22,719
2009	-----	24,829

2016	-----	11,896
2015	-----	13,285
2014	-----	12,607
2013	-----	11,602
2012	-----	10,596
2011	-----	10,265
2010	-----	10,314
2009	-----	6,930

John R. Wood Properties

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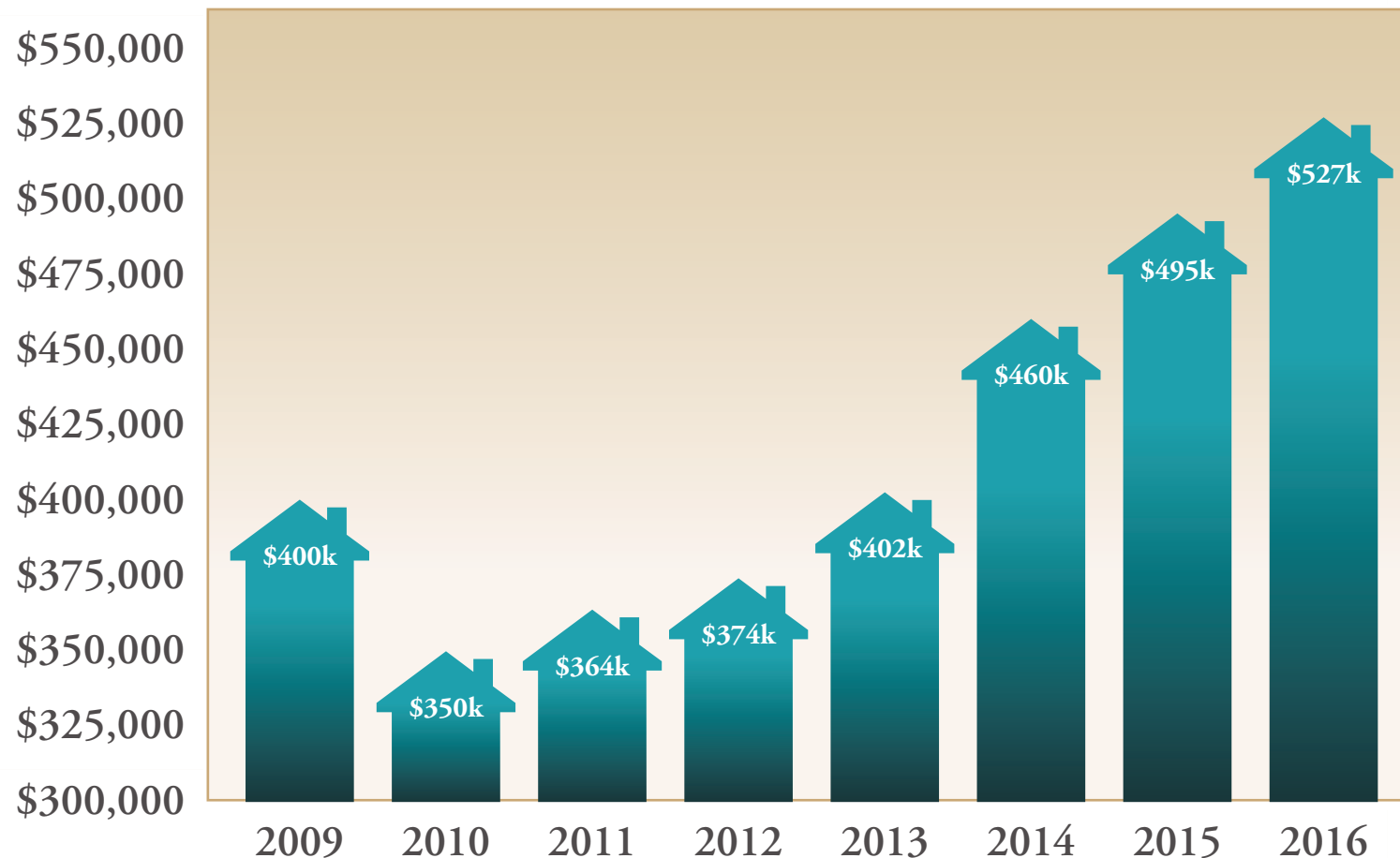
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- There were 5,019 sales that closed during the first 5 months of 2016, down from 6,216 closings during the same period in 2015.
- The 10.5% decline in closed sales over the past 12 months is driven primarily by a 25% decrease in sales below \$250,000. Closings in the \$500,000 - \$750,000 segment actually increased 5.5% during the period.
- The number of closed sales priced above \$2 million year-to-date fell 23% when compared to the same period in 2015. During the past 12 months, sales in this price category are down 3% (423 vs. 436)

NEW LISTINGS/INVENTORY

- Available inventory on May 1, 2016 consisted of 6,562 units, down 3.6% from the 6,810 units last month, and up 38% over prior year.
- During the month of May 2016 there were a total of 1,495 new listings added to the market, the highest for the month since 2010, when there were a total of 1,810.

AVERAGE AND MEDIAN SALES PRICE

- Average price of closed sales during the month of May increased 2% year-over-year, while median closed price is up 7%.
- Average price of sales above \$2 million remained approximately the same over the past 12 months, declining less than 3%.

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



MONTHLY SNAPSHOT AS OF JUNE 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	25	14.88	\$4,478,320
Barefoot Beach	17	12	17.00	\$3,509,583
Bonita Bay	36	65	6.65	\$1,119,800
The Brooks	47	74	7.62	\$797,206
Collier's Reserve	15	13	13.85	\$1,317,469
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	22	14	18.86	\$3,757,071
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	110	122	10.82	\$1,753,386
The Crossings	8	11	8.73	\$713,736
The Dunes				
Grey Oaks	50	54	11.11	\$2,234,663
Kensington	12	21	6.86	\$776,381
Lely Resort	108	109	11.89	\$699,062
Mediterra	64	68	11.29	\$2,395,722
Monterey	14	29	5.79	\$774,000
Olde Cypress	37	27	16.44	\$810,550
Old Naples	82	81	12.15	\$2,933,127
Palmira Golf and Country Club	28	31	10.84	\$589,929
Pelican Bay	25	30	10.00	\$1,422,317
Pelican Bay (Bay Colony)	8	10	9.60	\$6,367,230
Pelican Landing	22	50	5.28	\$826,916
Pelican Landing (The Colony)	10	18	6.67	\$1,594,184
Pelican Marsh	31	53	7.02	\$1,367,415
Pelican Sound	3	13	2.77	\$600,808
Pine Ridge	41	39	12.62	\$1,073,664
Port Royal	44	36	14.67	\$8,050,542
Quail Creek	16	32	6.00	\$968,079
Quail West	66	37	21.41	\$1,881,790
Royal Harbor	33	24	16.50	\$1,851,083
Tiburon	6	12	6.00	\$2,149,000
Vanderbilt Beach	29	25	13.92	\$1,814,680
The Vineyards	64	62	12.39	\$749,203
West Bay Club	13	19	8.21	\$893,316

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MONTHLY SNAPSHOT AS OF JUNE 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		1	0.00	\$650,000
Barefoot Beach	5	18	3.33	\$973,417
Bonita Bay	51	102	6.00	\$675,856
The Brooks	39	124	3.77	\$264,076
Collier's Reserve				
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	161	285	6.78	\$1,220,730
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	52	89	7.01	\$331,728
The Crossings				
The Dunes	28	35	9.60	\$1,149,113
Grey Oaks	6	19	3.79	\$879,649
Kensington	14	27	6.22	\$424,315
Lely Resort	133	167	9.56	\$307,604
Mediterra	21	16	15.75	\$581,094
Monterey	2	3	8.00	\$290,667
Olde Cypress	9	5	21.60	\$427,600
Old Naples	84	119	8.47	\$648,789
Palmira Golf and Country Club	14	22	7.64	\$356,118
Pelican Bay	124	247	6.02	\$953,088
Pelican Bay (Bay Colony)	19	19	12.00	\$2,594,684
Pelican Landing	28	61	5.51	\$351,798
Pelican Landing (The Colony)	72	68	12.71	\$940,430
Pelican Marsh	45	60	9.00	\$464,028
Pelican Sound	16	44	4.36	\$312,655
Pine Ridge	7	18	4.67	\$192,894
Port Royal				
Quail Creek				
Quail West				
Royal Harbor		1	0.00	\$512,000
Tiburón	40	28	17.14	\$771,981
Vanderbilt Beach	65	86	9.07	\$903,408
The Vineyards	79	87	10.90	\$383,032
West Bay Club	15	32	5.63	\$462,200

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