



Bring Your Highest Expectations™

MONTHLY MARKET REPORT FOR SEPTEMBER 2018

Naples / Bonita Springs / Estero / Marco Island Market Area



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NAPLES, BONITA SPRINGS AND ESTERO

Closed Sales

- The number year-to-date closed sales for 2018 rose by 3.9%, with 9,840 closings compared to 9,467 for the same period in 2017.
- With 440 closings year-to-date compared to 370 for the same period in 2017, the number of sales priced above \$2 million for 2018 have increased by 18.9%.

New Listings/Inventory

- Down 5.5% from the same period last year, a total of 18,436 listings were added to the market during the 12 months ending September 30, 2018.
- Available inventory on October 1, 2018 consisted of 6,410 units compared to 6,156 units a month ago and 5,807 as of October 1st last year. *It should be noted that 2017 October inventory was significantly lower due to Hurricane Irma which occurred in mid-September.*

Average and Median Sales Price

- The average price for closed sales over the 12-month period ending September 30th increased by 6.1% when compared to the same period last year. The median sale price rose by 3.3%.
- The 12-month average for closings over \$2 million declined 3.3% to \$3,713,852. The year-to-date average sales price in this category remained static with 2017.

MARCO ISLAND

Closed Sales

- With 683 closings year-to-date, Marco Island sales are steady with those of 2017, showing a .3% increase.
- During the 12 months ending September 30, the Marco Island area had 855 closings, down 2.8% from the same period last year when there were 880 closings.

New Listings/Inventory

- Available inventory as of October 1st consisted of a total of 578 units, a 4.9% drop compared to 608 units at the same time last year.
- During the 12 months ending September 30th, a total of 1,284 listings were added to the Marco Island market. This is 6.8% fewer than were added during the same period last year when 1,377 new listings entered the market.

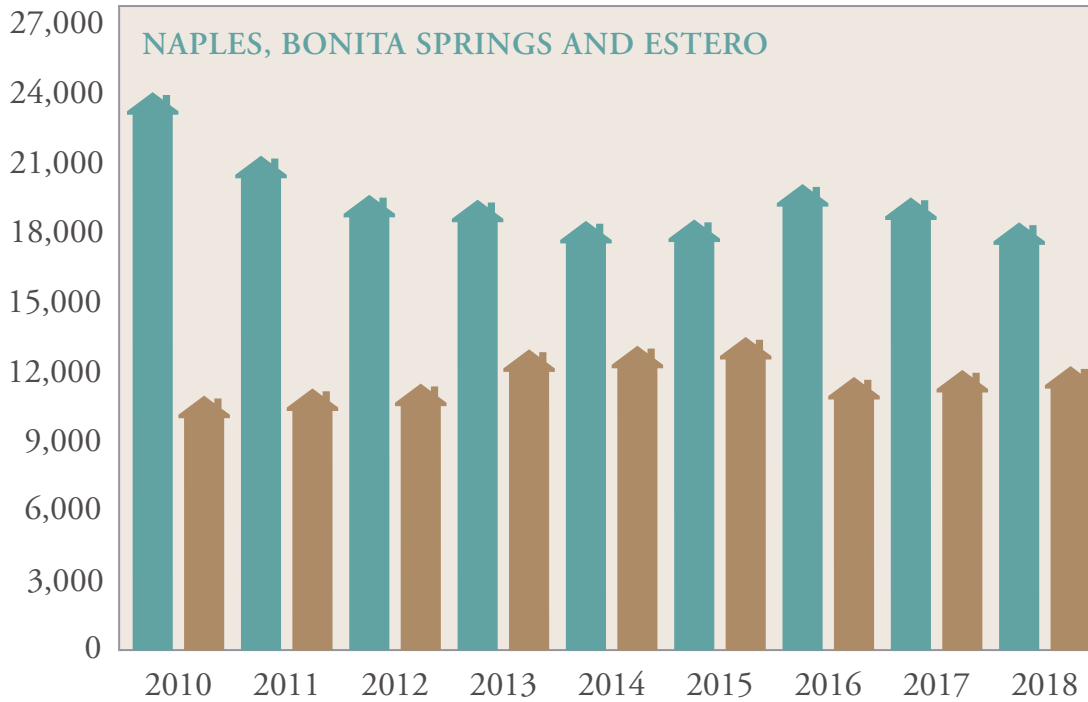
Average and Median Sales Price

- Due to several beachfront sales in August, the monthly average closed price for September declined. However, longer term averages tell a different story. The year-to-date average closed price increased 14.4% over 2017 and the rolling 12-month average rose 11.8%.



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NEW LISTINGS / CLOSED UNITS 12-Month Comparisons

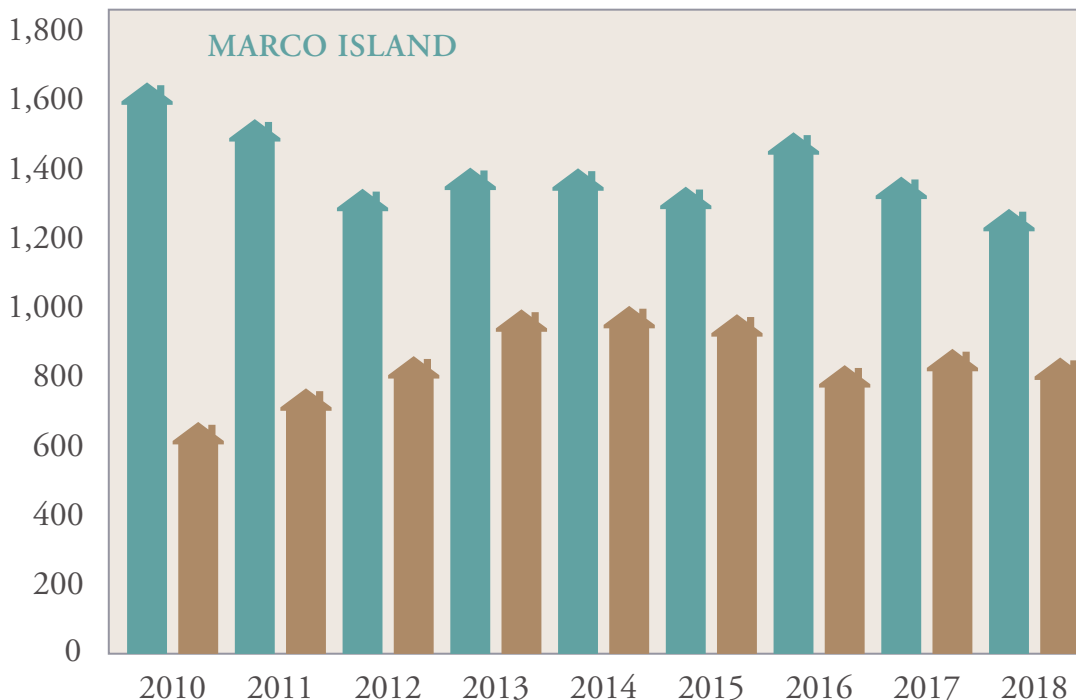


NEW LISTINGS

2010	24,041
2011	21,304
2012	19,621
2013	19,411
2014	18,498
2015	18,557
2016	20,083
2017	19,509
2018	18,436

CLOSED UNITS

2010	10,972
2011	11,282
2012	11,490
2013	12,966
2014	13,121
2015	13,500
2016	11,777
2017	12,079
2018	12,245



NEW LISTINGS

2010	1,649
2011	1,543
2012	1,342
2013	1,403
2014	1,401
2015	1,348
2016	1,505
2017	1,377
2018	1,284

CLOSED UNITS

2010	669
2011	766
2012	859
2013	994
2014	1,004
2015	980
2016	833
2017	880
2018	855

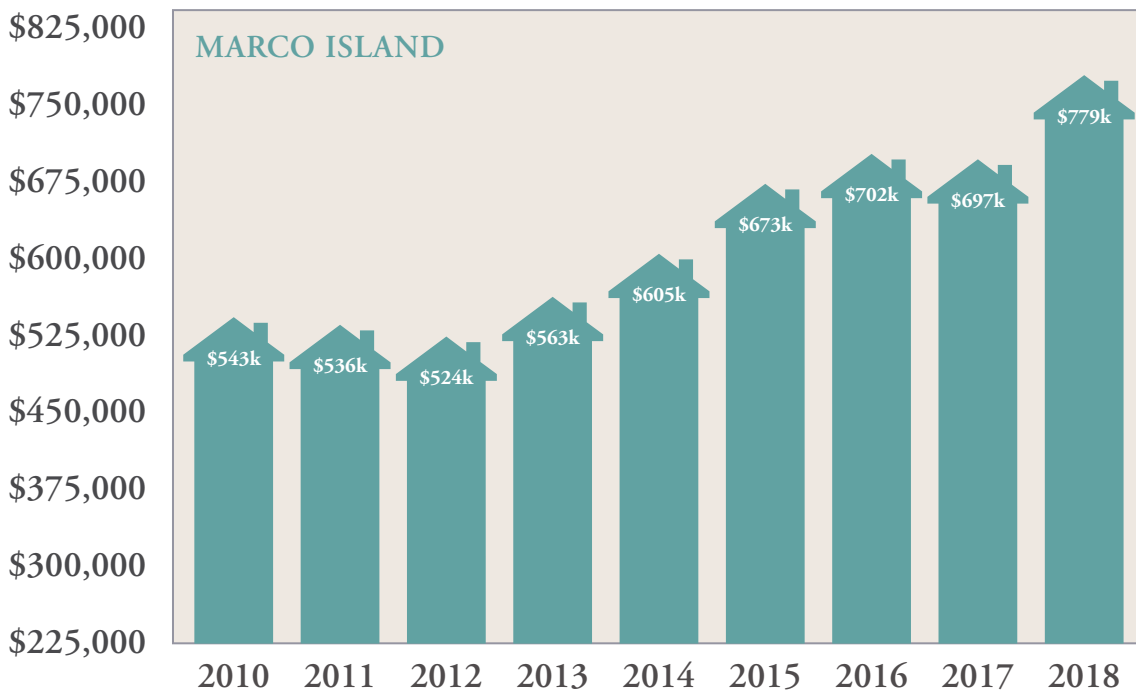
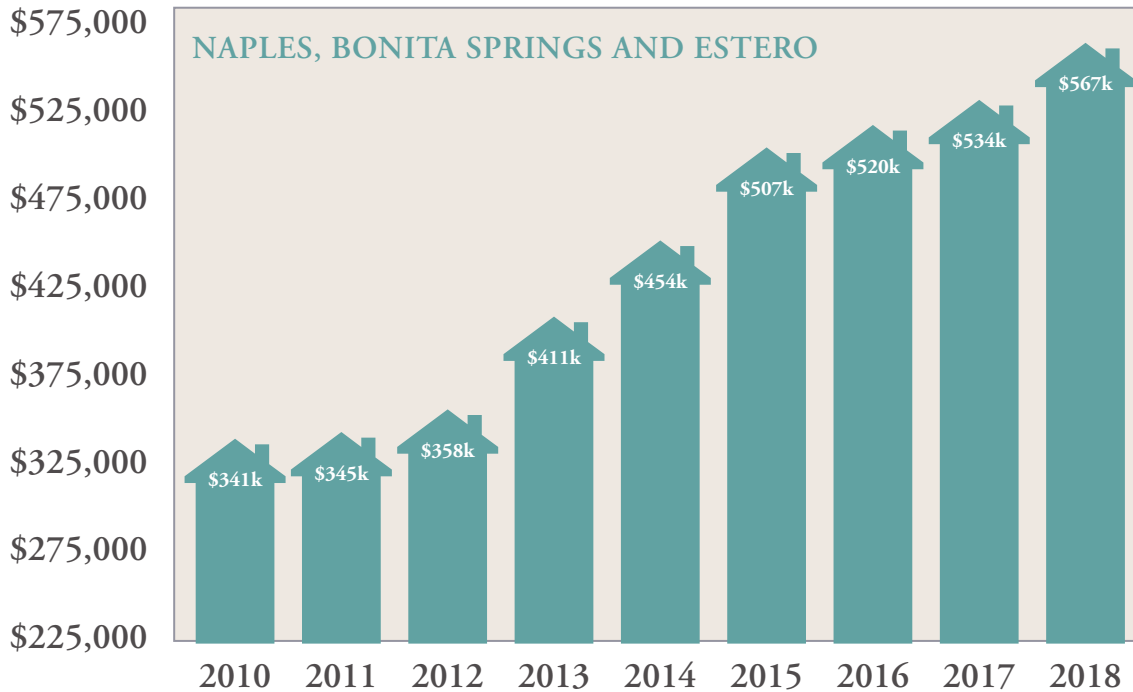
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AVERAGE SALES PRICE 12-Month Comparisons



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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 October 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	20	24	10.00	\$4,498,229
Audubon Country Club	20	22	10.91	\$993,741
Barefoot Beach	14	11	15.27	\$4,880,000
Bonita Bay	37	74	6.00	\$1,113,182
Brooks	58	95	7.33	\$777,832
Collier's Reserve	8	21	4.57	\$1,134,071
Crossings	9	15	7.20	\$646,512
Grey Oaks	37	57	7.79	\$2,549,123
Kensington	11	16	8.25	\$988,203
Lely Resort	87	118	8.85	\$633,526
Mediterra	43	37	13.95	\$2,291,183
Monterey	13	29	5.38	\$781,428
Olde Cypress	24	32	9.00	\$812,516
Old Naples	76	61	14.95	\$3,543,434
Palmira Golf and Country Club	23	40	6.90	\$568,141
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	61	125	5.86	\$2,050,415
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	12	21	6.86	\$3,650,278
Pelican Bay	21	51	4.94	\$2,281,450
Pelican Bay (Bay Colony)	7	2	42.00	\$3,800,000
Pelican Landing	33	40	9.90	\$734,111
Pelican Landing (The Colony)	8	5	19.20	\$1,276,000
Pelican Marsh	23	41	6.73	\$1,308,839
Pelican Sound	0	9	0.00	\$618,333
Pine Ridge	27	26	12.46	\$2,110,419
Port Royal	40	34	14.12	\$9,961,283
Quail Creek	18	20	10.80	\$1,046,325
Quail West	53	63	10.10	\$2,145,075
Royal Harbor	16	27	7.11	\$2,048,056
Tiburon	8	6	16.00	\$1,660,333
Vanderbilt Beach	19	27	8.44	\$1,588,185
Vineyards	39	64	7.31	\$602,905
West Bay Club	16	29	6.62	\$1,212,283

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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 October 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	5	16	3.75	\$1,414,678
Bonita Bay	66	114	6.95	\$636,474
Brooks	64	108	7.11	\$277,324
Dunes	24	34	8.47	\$1,060,167
Grey Oaks	7	15	5.60	\$1,157,267
Kensington	13	25	6.24	\$429,586
Lely Resort	94	147	7.67	\$290,447
Mediterra	9	25	4.32	\$588,310
Olde Cypress	7	7	12.00	\$416,714
Old Naples	69	104	7.96	\$823,864
Palmira Golf and Country Club	14	20	8.40	\$338,030
Park Shore/Moorings/Seagate/Coquina Sands - Non-Waterfront	39	114	4.11	\$437,657
Park Shore/Moorings/Seagate/Coquina Sands - Waterfront	146	250	7.01	\$1,294,996
Pelican Bay	97	233	5.00	\$925,435
Pelican Bay (Bay Colony)	21	29	8.69	\$2,996,241
Pelican Landing	33	60	6.60	\$336,442
Pelican Landing (The Colony)	48	34	16.94	\$911,899
Pelican Marsh	40	79	6.08	\$355,679
Pelican Sound	26	65	4.80	\$312,804
Pine Ridge	12	22	6.55	\$244,775
Tiburon	12	30	4.80	\$836,717
Vanderbilt Beach	66	109	7.27	\$931,050
Vineyards	92	118	9.36	\$364,221
West Bay Club	2	30	0.80	\$514,133

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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	105	110	11.45	\$1,385,400
Indirect Waterfront	89	149	7.17	\$900,000
Golf Course	7	12	7.00	\$728,667
Beachfront	1	6	2.00	\$6,037,500
Inland	49	86	6.84	\$514,901
Preserve	4	9	5.33	\$1,065,139

CONDOMINIUMS

Monthly Snapshot as of September 1, 2018	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Direct Waterfront	63	119	6.35	\$422,440
Indirect Waterfront	18	23	9.39	\$398,554
Golf Course	2	4	6.00	\$817,500
Beachfront	145	166	10.48	\$924,468
Gulf View	20	34	7.06	\$617,659
Inland	73	127	6.90	\$240,131
Preserve	2	10	2.40	\$349,400

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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