

**FEBRUARY 2019**  
**LUXURY PROPERTIES MARKET REPORT**  
Naples / Bonita Springs / Estero



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## **NAPLES, BONITA SPRINGS AND ESTERO – SINGLE FAMILY PROPERTIES**

### **CLOSED SALES**

- The number of closed sales in the 12 months ending February 29, 2019 for the Naples, Bonita Springs and Estero area increased 4% year-over-year (7,017 vs 6,751).
- There were 31 closed sales, priced above two million, in February 2019 compared to 38 in February 2018, a 23% decrease. During the 12 months ending February 28, 2019, sales in this category increase 12% over the same time period in 2018 (407 vs 363).

### **NEW LISTINGS / INVENTORY**

- During the 12 months ending February 29, 2019, a total of 11,591 new listings were added to the market, this is 7% more listings than the same time period, 12 months ending February 28, 2018.
- Available inventory as of February 28, 2019 consisted of 6,216 units, an increase of 8% vs the same time period in 2018. Current inventory represents 11 months of supply based on current absorption rates.

### **AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$681,337 which improved over the same time period in 2018, representing an increase of 6%.
- The median sales price for the area increased 3% to \$395,000 vs \$408,000 in 2018.

## **NAPLES, BONITA SPRINGS AND ESTERO – CONDOMINIUMS**

### **CLOSED SALES**

- The number of closed sales in the 12 months ending February 28, 2019 for the Naples, Bonita Springs and Estero area increase of 1% year-over-year (5,642 vs 5,564)
- There were 9 closed sales, priced above two million, in February 2019 compared to 22 in February 2018 a 144% decrease. During the 12 months ending February 28, 2019, sales in this category decreased 15% over the same time period in 2018 (150 vs 128 units).

### **NEW LISTINGS / INVENTORY**

- During the 12 months ending February 28, 2019, a total of 9,116 new listings were added to the market, approximately 4% more listings than the same time period 12 months ending February 28, 2018.
- Available inventory as of February 28, 2019 consisted of 5,125 units, an increase of 3% vs the same time period in 2018. Current inventory represents 10 months of supply based on current absorption rate.

### **AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$401,633, which improved over the same time period in 2018.
- The median sales price for the area increase 1% to \$254,000 vs \$250,785 in 2018.

## **LUXURY MARKET \$1M+ (WEST OF 41) PORT ROYAL TO BONITA BEACH ROAD – SINGLE FAMILY PROPERTIES**

### **CLOSED SALES**

- The number of closed sales in the 12 months ending February 28, 2019 for the luxury market from Port Royal to Bonita Beach Road area improved 2% year-over-year (358 vs 352).

### **NEW LISTINGS / INVENTORY**

- During the 12 months ending February 28, 2019, a total of 688 new listings were added to the market, this is approximately 11% more listings than the same time period 12 months ending February 28, 2018.
- Available inventory as of February 28, 2019 consisted of 518 units, a increase of 8% vs the same time period in 2018. Current inventory represents 17 months of supply based on current absorption rates.

### **AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$3,828,590, which increased 27% vs the same time period in 2018.
- The median sales price for the area increased 52% to \$3,800,000 vs \$2,495,000 in 2018.

## **LUXURY MARKET \$1M+ (WEST OF 41) PORT ROYAL TO BONITA BEACH ROAD - CONDOMINIUMS**

### **CLOSED SALES**

- The number of closed sales in the 12 months ending February 28, 2019 for the luxury market from Royal to Bonita Beach Road area decreased 27% year-over-year (341 vs 465).

### **NEW LISTINGS / INVENTORY**

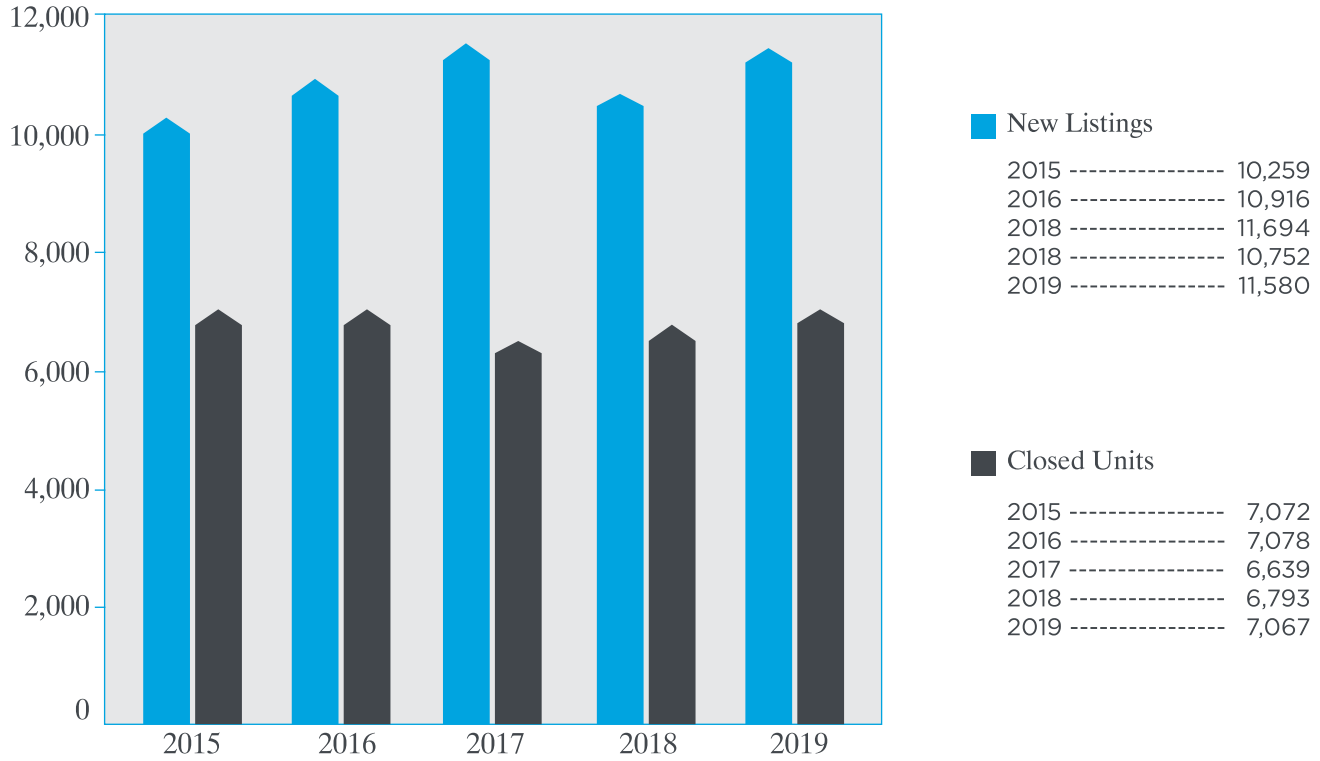
- During the 12 months ending February 28, 2019, a total of 642 new listings were added to the market, which is no increase vs the same time period, 12 months ending February 28, 2018.
- Available inventory as of February 28, 2019 consisted of 474 units, an increase of 15% vs the same time period in 2018. Current inventory represents 17 months of supply based on current absorption rates.

### **AVERAGE & MEDIAN SALES PRICE**

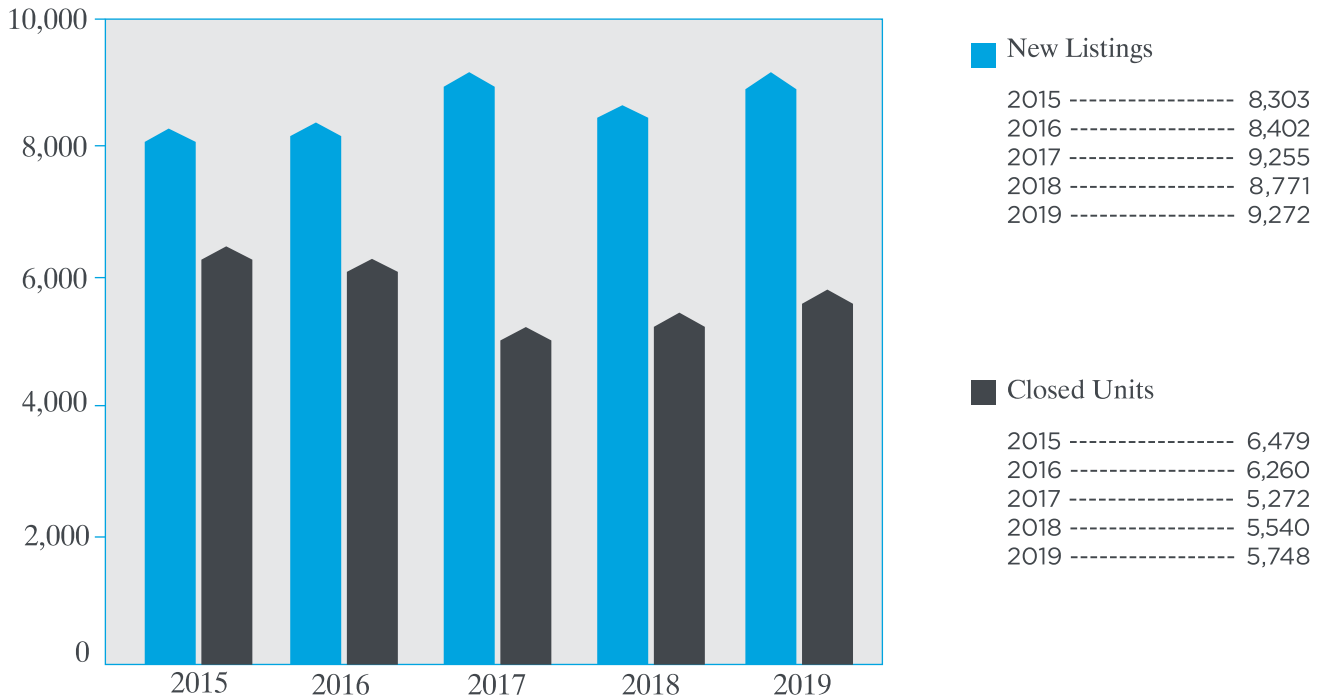
- The year-over-year average sales price for the area was \$1,971,538, a decrease of 3% vs the same time period in 2018.
- The median sales price for the area decrease 12% to \$1,600,000 vs \$1,820,000 in 2018.

**New Listings | Closed Units**  
 12 Month Comparisons

**Naples, Bonita Springs and Estero - Single Family Properties**



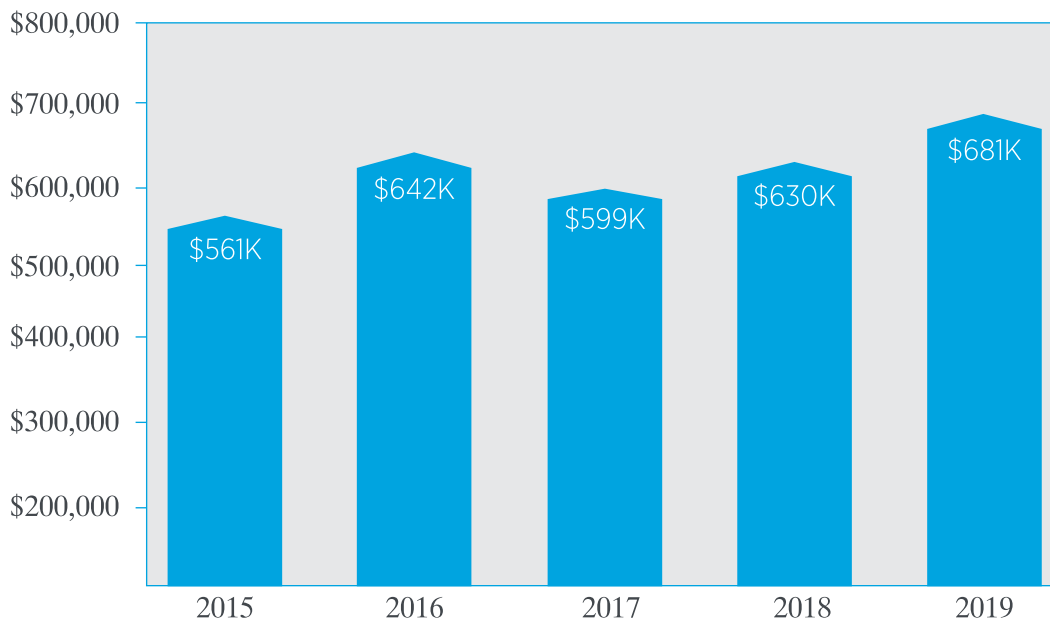
**Naples, Bonita Springs and Estero - Condominiums**



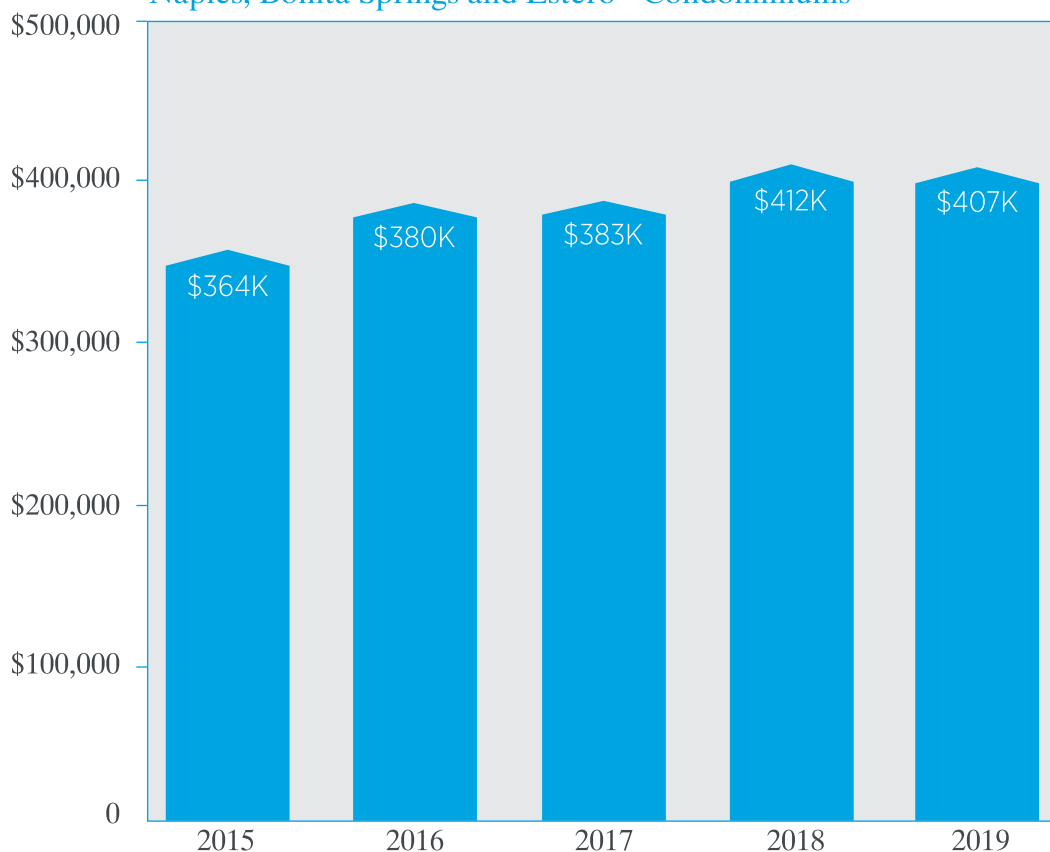
*\* The source of this market data is the Southwest Florida MLS, Copyright 2019. Accuracy of this information is reliable but not guaranteed. Anyone who chooses to use this information to make market decisions should have this data independently verified.*

## Average Sales Price 12 Month Comparisons

### Naples, Bonita Springs and Estero - Single Family Properties



### Naples, Bonita Springs and Estero - Condominiums

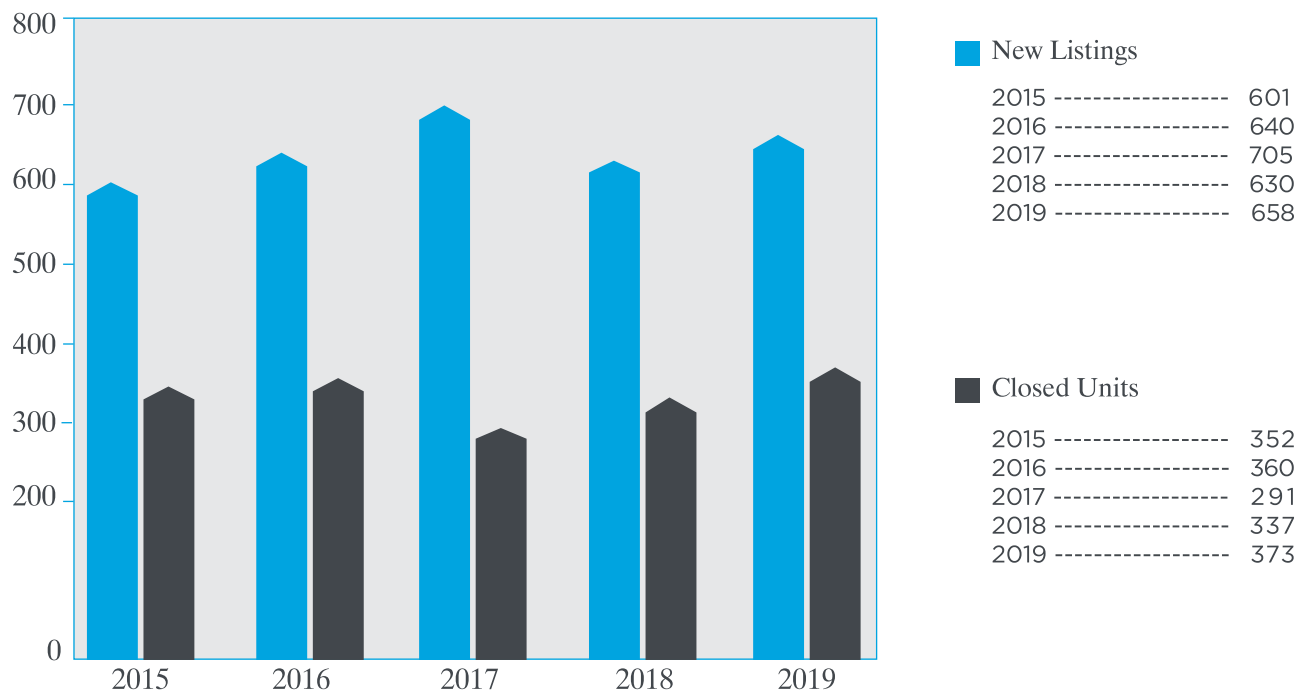


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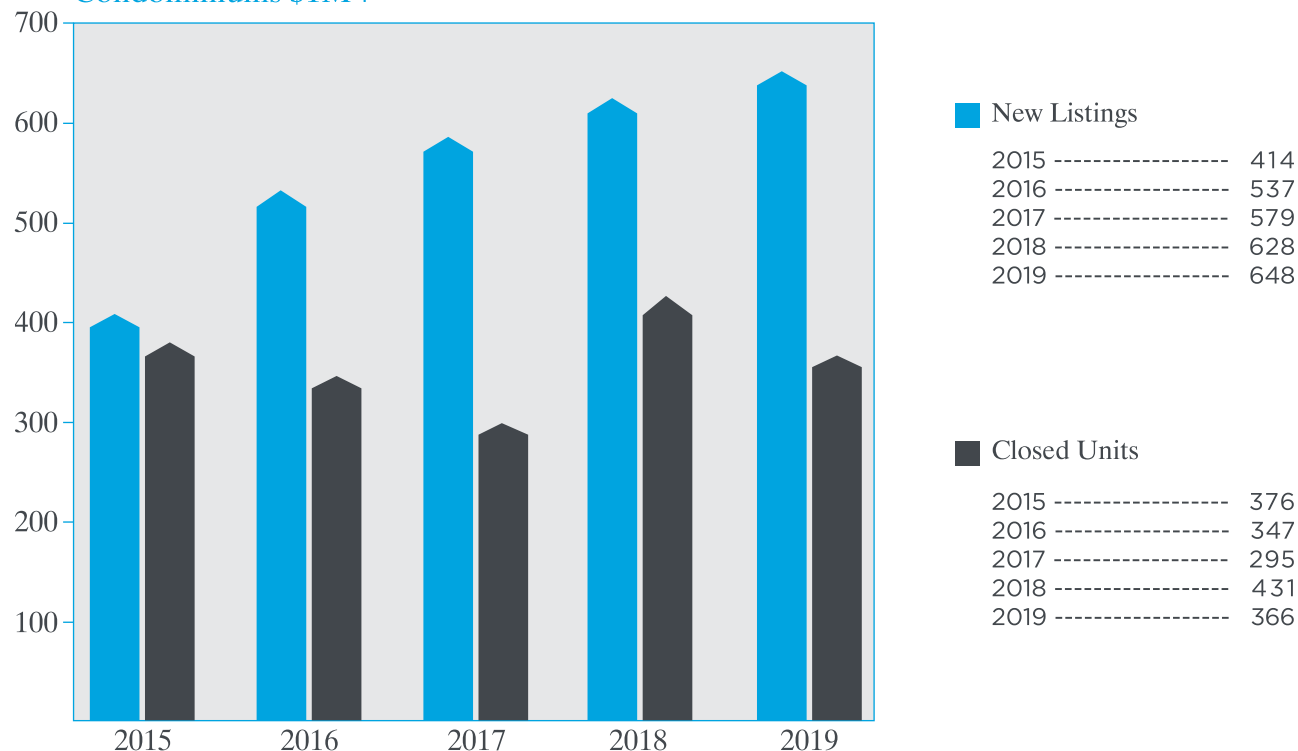
## New Listings | Closed Units

12 Month Comparisons

### Luxury Property Market - Port Royal to Bonita Beach Road Single Family Properties \$1M+



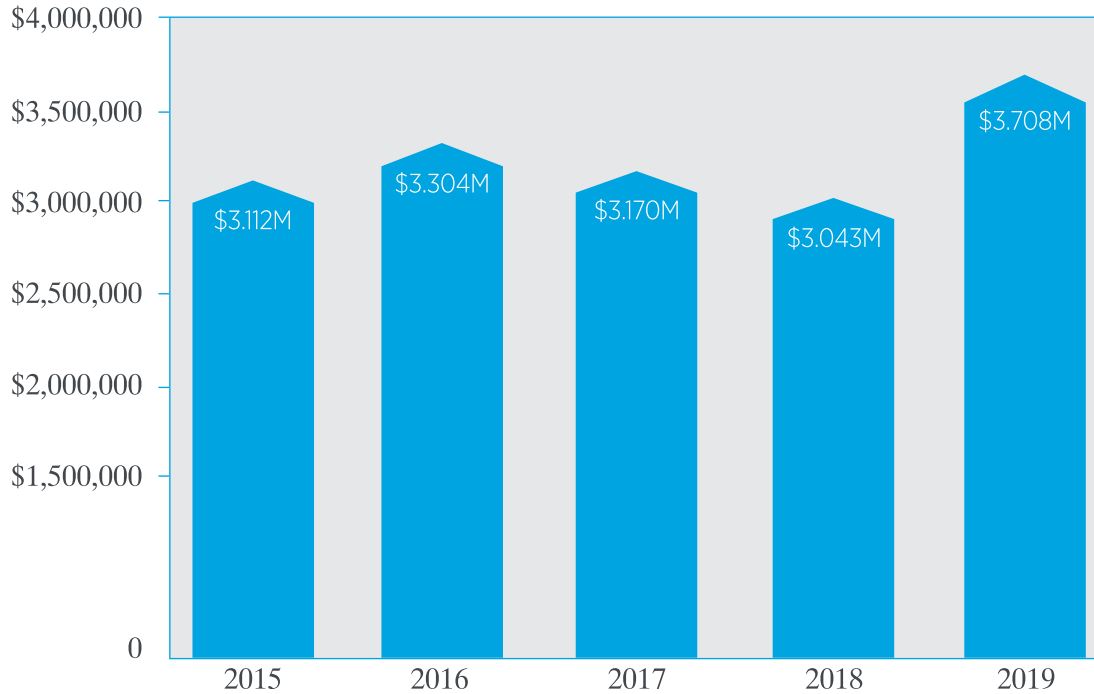
### Luxury Property Market - Port Royal to Bonita Beach Road Condominiums \$1M+



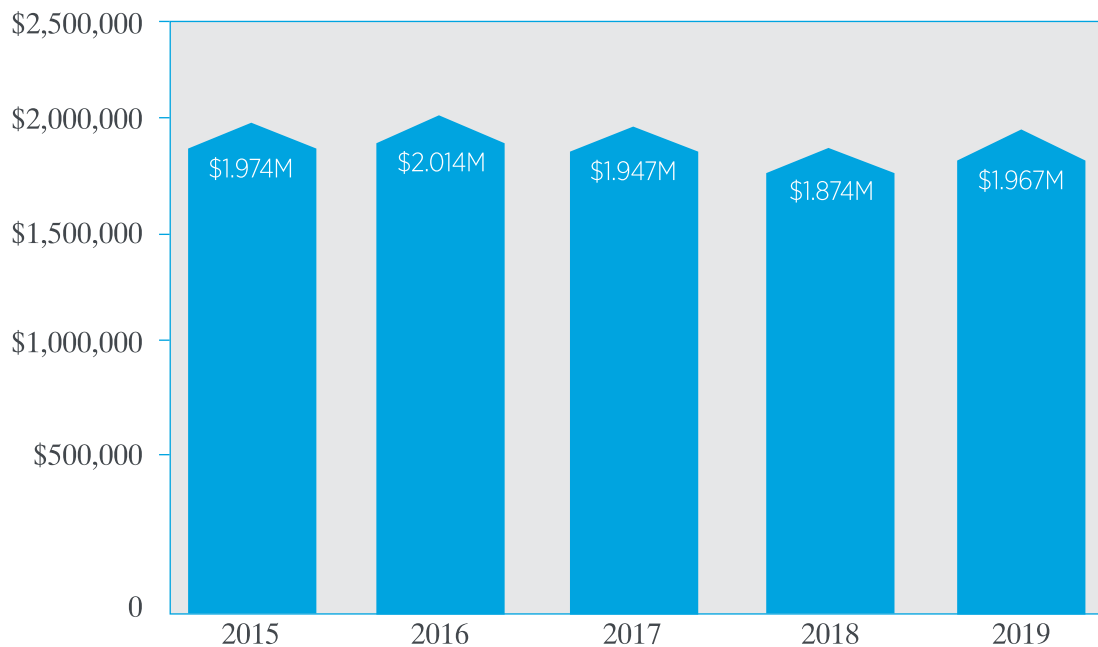
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## Average Sales Price 12 Month Comparisons

### Luxury Property Market - Port Royal to Bonita Beach Road Single Family Properties (\$1M+)



### Luxury Property Market - Port Royal to Bonita Beach Road Condominiums (\$1M+)



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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 January 31, 2019	ACTIVE LISTINGS	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	30	21	17.1	\$4,841,326
Audubon Country Club	36	27	16	\$974,665
Barefoot Beach	25	17	17.7	\$4,755,648
Bonita Bay	74	83	10.7	\$1,132,589
The Brooks	9	8	13.5	\$483,141
Colliers Reserve	21	19	12.6	\$1,087,425
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	118	105	13.5	\$1,992,626
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	25	36	8.3	\$3,108,148
The Crossings	8	16	6	\$648,709
Grey Oaks	63	51	14.8	\$2,151,662
Kensington	15	18	10	\$1,034,199
Lely Resort	133	124	12.9	\$603,055
Mediterra	71	30	28.4	\$2,217,198
Monterey	15	35	5.1	\$767,824
Olde Naples	105	65	19.4	\$3,987,755
Palmira Golf and Country Club	36	38	11.36	\$580,575
Pelican Bay	59	69	10.3	\$1,954,613
Pelican Landing	55	51	12.9	\$727,807
Pelican Landing (The Colony)	15	5	36.1	\$1,331,000
Pelican Marsh	38	37	12.3	\$1,157,011
Pelican Sound	0	10	0	\$605,000
Pine Ridge	29	34	10.2	\$1,831,225
Port Royal	56	43	15.6	\$9,831,407
Quail Creek	19	26	8.8	\$1,019,164
Quail West	80	64	15	\$2,033,523
Royal Harbor	41	23	21.4	\$2,090,573
Tiburon	11	5	26.4	\$1,752,833
Vanderbilt Beach	37	27	16.4	\$1,430,887
Vineyards	72	78	11.1	\$597,143
West Bay Club	23	21	13.1	\$1,227,625

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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 January 31, 2019	ACTIVE LISTINGS	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	13	14	11.1	\$1,493,708
Bonita Bay	118	125	11.3	\$684,226
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	62	77	9.7	\$462,448
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	276	267	12.4	\$1,232,769
The Dunes	36	35	12.3	\$1,134,908
Grey Oaks	12	13	11.1	\$959,125
Kensington	15	27	6.7	\$456,315
Lely Resort	132	131	12.1	\$290,895
Mediterra	9	24	4.5	\$580,299
Monterey	0	2	0	\$303,725
Olde Naples	118	104	13.6	\$979,292
Palmira Golf and Country Club	19	20	11.4	\$311,179
Pelican Bay	226	250	10.8	\$1,169,867
Pelican Landing	62	49	15.2	\$330,845
Pelican Marsh	72	84	10.3	\$385,554
Pelican Sound	43	57	9.1	\$317,833
Pine Ridge	15	14	12.9	\$195,275
Tiburon	27	47	6.9	\$788,736
Vanderbilt Beach	108	95	13.6	\$885,797
Vineyards	122	125	11.7	\$388,674
West Bay Club	12	27	5.3	\$577,536

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