

FEBRUARY 2020
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, 2020 for the Naples, Bonita Springs and Estero Area increased 11% year-over-year (7,833 vs 7,069).
- There were 37 closed sales, priced above two million, in February 2020 compared to 30 in February 2019 a 23% increase. During the 12 months ending February 29, 2020, sales in this category decreased 2% over the same time period in 2019 (406 vs 413).

NEW LISTINGS / INVENTORY

- During the 12 months ending February 29, 2020, a total of 11,239 new listings were added to the market, this is a 4% decrease vs the same time period 12 months ending February 29, 2019.
- Available inventory as of February 29, 2020 consisted of 5,508 units, a decrease of 14% vs the same time period in 2019. Current inventory represents 9 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$655,227, a decrease of 3% vs the same time period in 2019.
- The median sales price for the area increased 3% to \$400,000 vs 2019.

NAPLES, BONITA SPRINGS AND ESTERO – CONDOMINIUMS

CLOSED SALES

- The number of closed sales in the 12 months ending February 29, 2020 for the Naples, Bonita Springs and Estero Area increased 9% year-over-year (6,206 vs 5,697).
- There were 13 closed sales priced above two million compared to 9 in February 29, 2019, a 44% increase. During the 12 months ending February 29, 2020, sales in this category increased 22% vs the same time period in 2019 (158 vs 129 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending February 29, 2020, a total of 8,624 new listings were added to the market, a 7% decrease vs the same time period 12 months ending February 29, 2019.
- Available inventory as of February 29, 2020 consisted of 4,345 units, a decrease of 18% vs the same time period in 2019. Current inventory represents 9 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$413,510, an increase of 3% vs the same time period in 2019.
- The median sales price for the area increased 3% to \$286,500 vs 2019.

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

CLOSED SALES

- The number of closed sales in the 12 months ending February 29, 2020 for the luxury market from Port Royal to Bonita Beach Road Area increased 11% year-over-year (398 vs 358).

NEW LISTINGS / INVENTORY

- During the 12 months ending February 29, 2020, a total of 634 new listings were added to the market, this is a 6% decrease compared to the same time period 12 months ending February 29, 2019.
- Available inventory as of February 29, 2020 consisted of 461 units, a decrease of 12% vs the same time period in 2019. Current inventory represents 14 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$3,493,893, which decreased 9% vs the same time period in 2019.
- The median sales price for the area decreased 30% to \$2,667,500 vs 2019.

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

CLOSED SALES

- The number of closed sales in the 12 months ending February 29, 2020 for the luxury market from Port Royal to Bonita Beach Road Area increased 16% year-over-year (398 vs 342).

NEW LISTINGS / INVENTORY

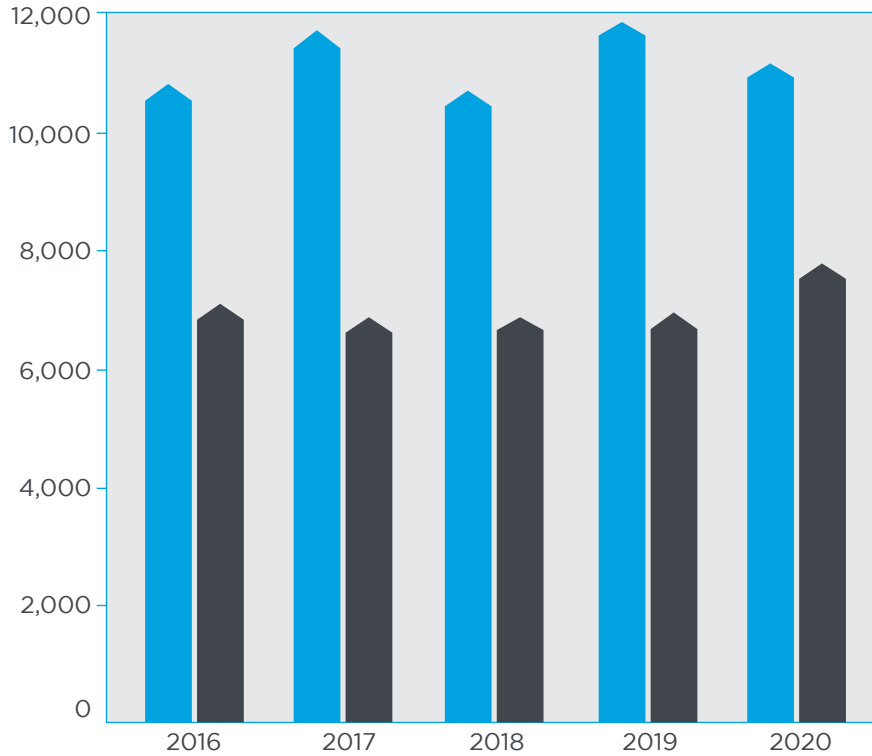
- During the 12 months ending February 29, 2020, a total of 636 new listings were added to the market, remaining relatively the same with a decrease less than 1% vs the same time period 12 months ending February 29, 2019.
- Available inventory as of February 29, 2020 consisted of 435 units, an 8% decrease vs the same time period in 2019. Current inventory represents 13 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,000,037, an increase of 2% vs the same time period in 2019.
- The median sales price for the area increased 5% to \$1,610,000 vs 2019.

New Listings | Closed Units
 12 Month Comparisons

Naples, Bonita Springs and Estero - Single Family Properties



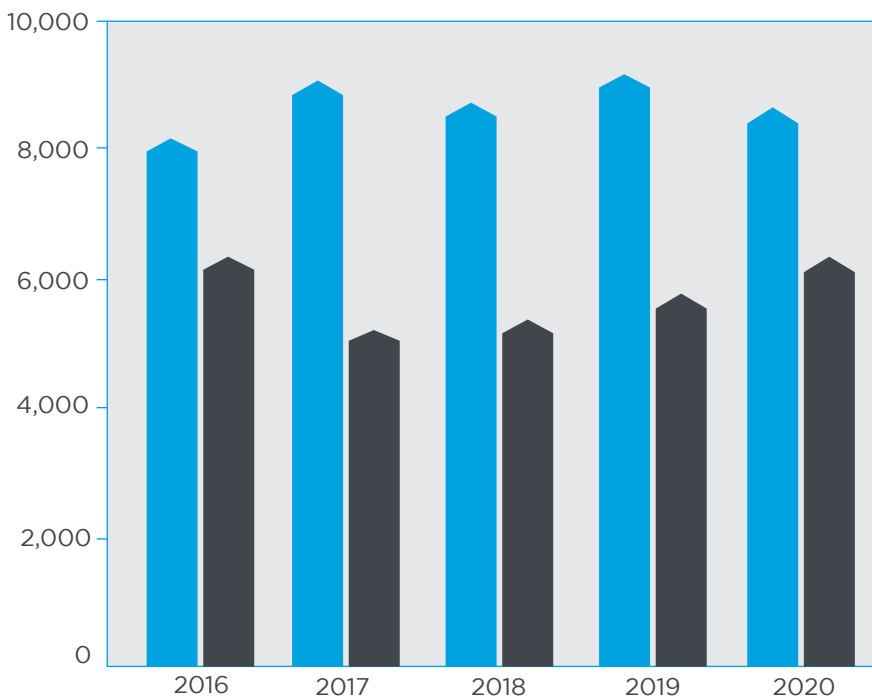
■ New Listings

2016 -----	10,834
2017 -----	11,583
2018 -----	10,813
2019 -----	11,727
2020 -----	11,239

■ Closed Units

2016 -----	7,136
2017 -----	6,727
2018 -----	6,760
2019 -----	7,069
2020 -----	7,833

Naples, Bonita Springs and Estero - Condominiums



■ New Listings

2016 -----	8,228
2017 -----	9,161
2018 -----	8,794
2019 -----	9,257
2020 -----	8,624

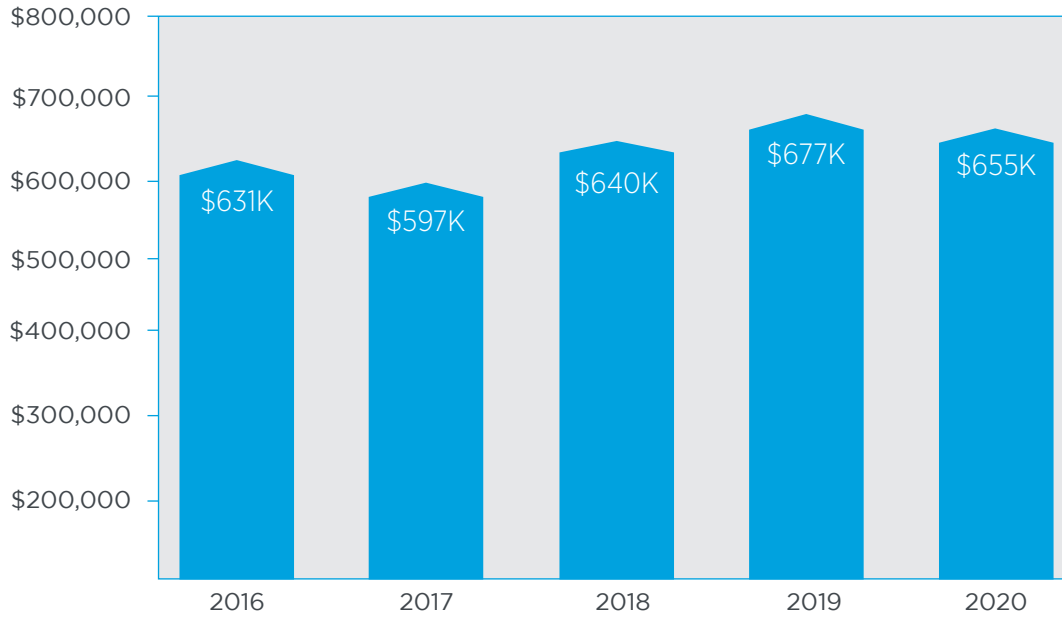
■ Closed Units

2016 -----	6,260
2017 -----	5,359
2018 -----	5,573
2019 -----	5,697
2020 -----	6,206

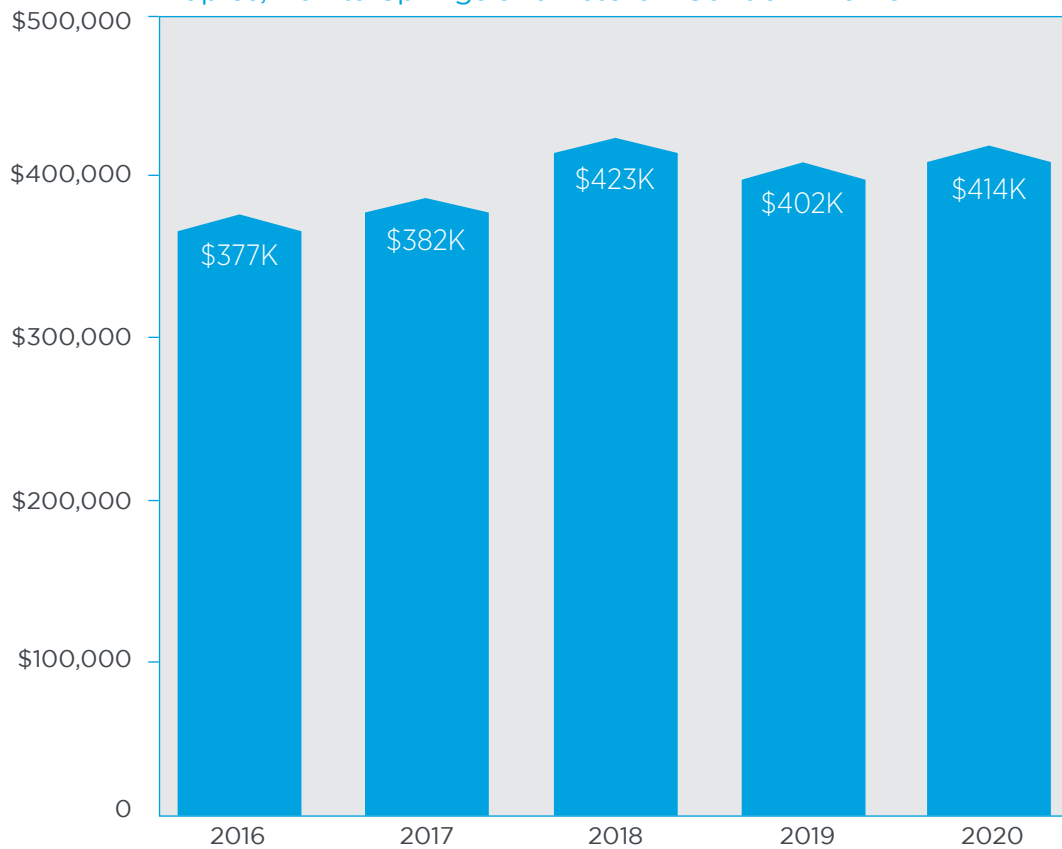
* The source of this market data is the Southwest Florida MLS, Copyright 2020. Accuracy of this information is reliable but not guaranteed. Anyone who chooses to use this information to make market decisions should have this data independently verified.

Average Sales Price 12 Month Comparisons

Naples, Bonita Springs and Estero - Single Family Properties



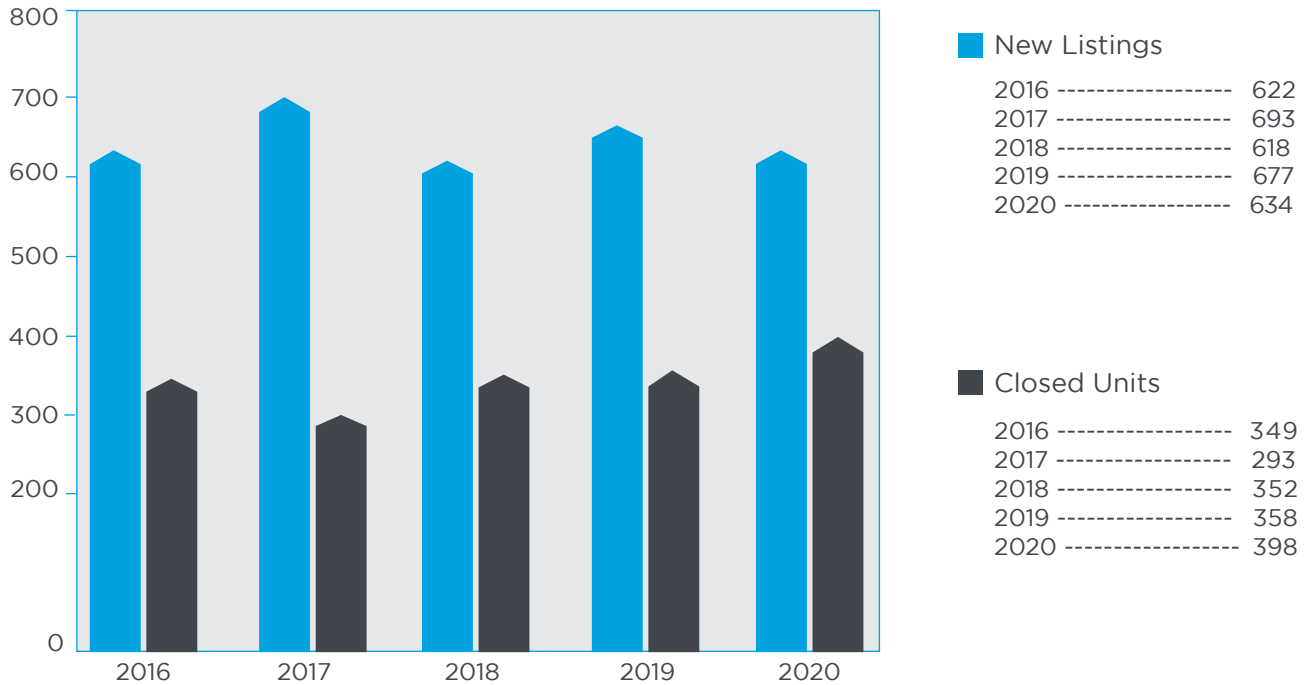
Naples, Bonita Springs and Estero - Condominiums



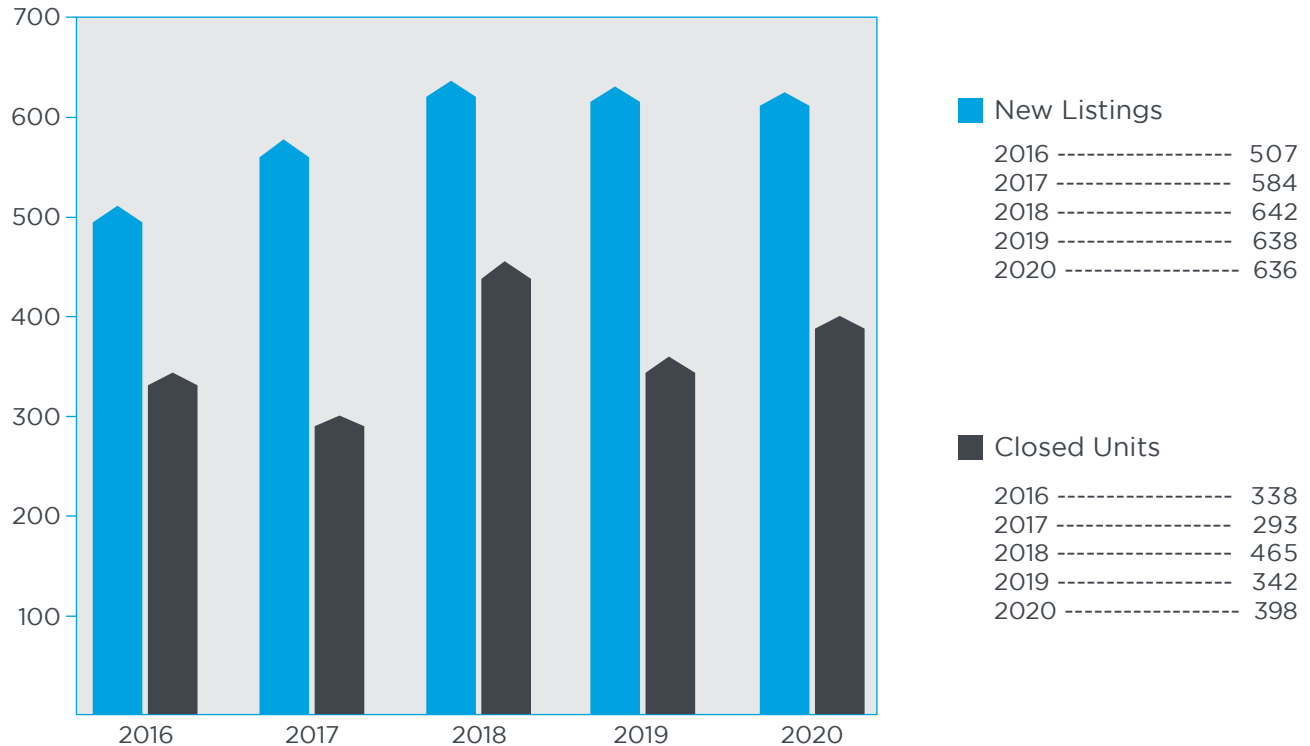
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New Listings | Closed Units
 12 Month Comparisons

Luxury Property Market - Port Royal to Bonita Beach Road Area (West of 41) Single Family Properties \$1M+



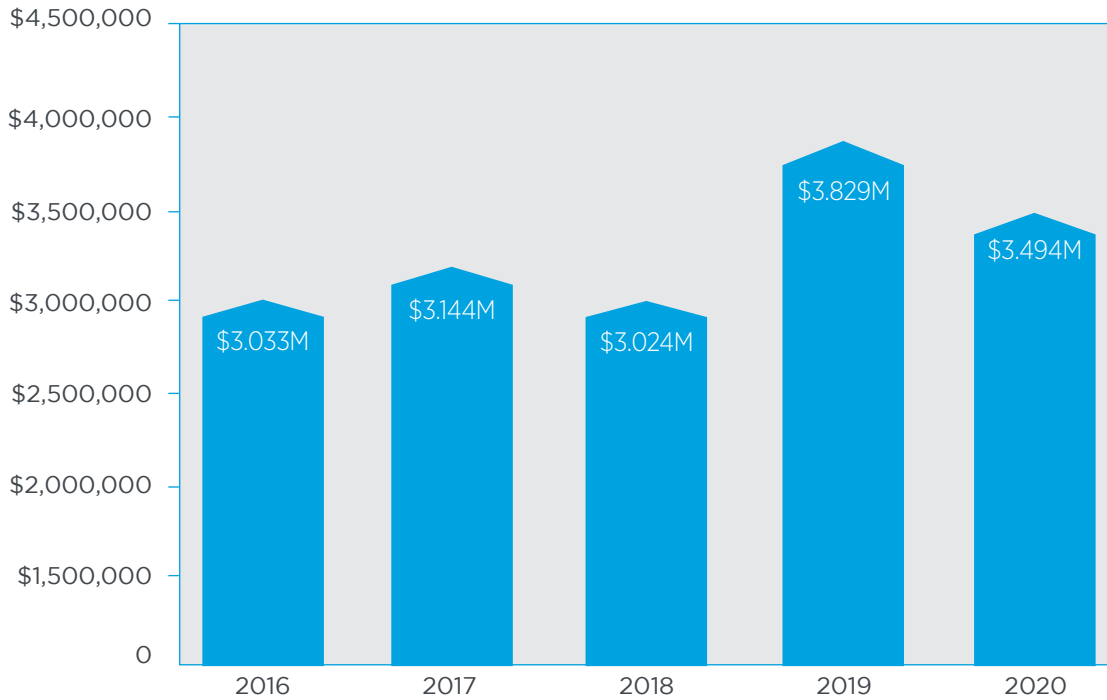
Luxury Property Market - Port Royal to Bonita Beach Road Area (West of 41) Condominiums \$1M+



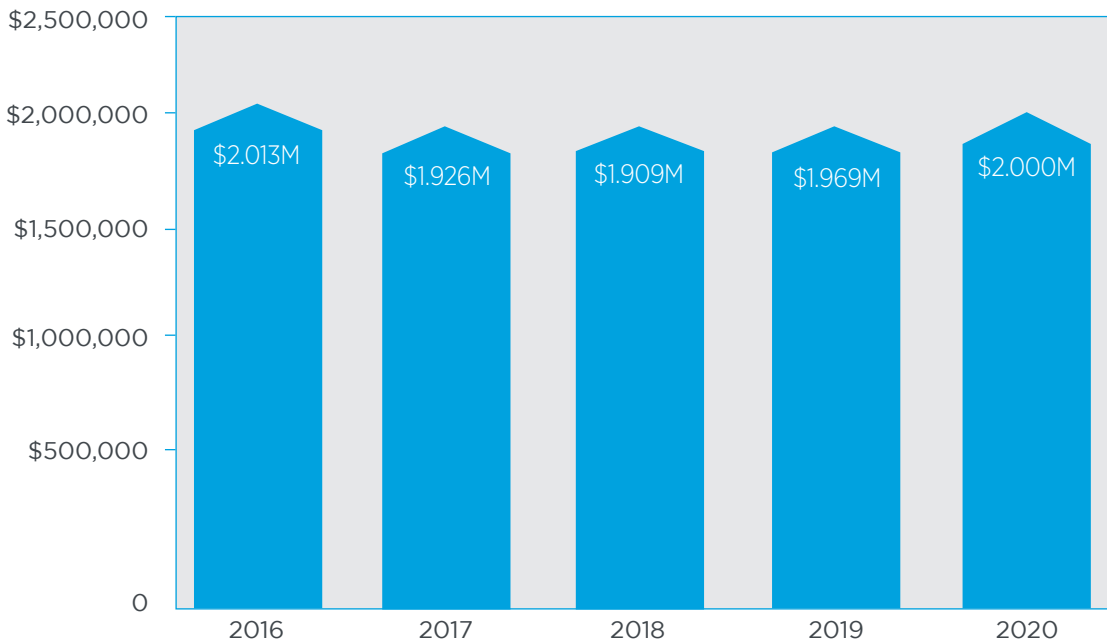
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Average Sales Price 12 Month Comparisons

Luxury Property Market - Port Royal to Bonita Beach Road Area
(West of 41) Single Family Properties (\$1M+)



Luxury Property Market - Port Royal to Bonita Beach Road Area
(West of 41) Condominiums (\$1M+)



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Neighborhood Snapshot Report

Naples, Bonita Springs and Estero Market Area

Single Family Properties

Monthly Snapshot as of February 29, 2020	ACTIVE LISTINGS	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	24 -14.3%	16 -36.0%	11.7 -5.6%	\$5,025,549 +9.4%
Audubon	34 +17.2%	21 -19.2%	17.6 +37.5%	\$1,124,524 +17.8%
Barefoot Beach	21 +5.0%	13 -27.8%	7.8 -38.6%	\$4,574,615 -4.5%
Bonita Bay	35 -27.1%	68 -11.7%	6.0 -22.1%	\$1,156,382 +0.2%
The Brooks	5 -16.7%	14 +133.3%	3.7 -14.0%	\$467,273 -2.2%
Colliers Reserve	15 0.0%	14 -30.0%	9.7 +21.3%	\$1,431,779 +22.8%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	90 -3.2%	127 +32.3%	10.2 0.0%	\$2,023,774 -4.1%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	27 0.0%	38 +11.8%	9.9 +23.8%	\$3,626,533 +5.6%
Crossings	6 -25.0%	10 -44.4%	3.4 -15.0%	\$902,800 +40.6%
Grey Oaks	52 +8.3%	43 -4.4%	14.7 +45.5%	\$2,771,038 +21.2%
Kensington	11 -15.4%	18 +12.5%	5.8 -6.5%	\$834,417 -16.5%
Lely Resort	90 -15.1%	105 -1.9%	10.8 -2.7%	\$618,402 -6.2%
Mediterra	61 +10.9%	46 +35.3%	13.7 -18.0%	\$2,296,844 -1.4%
Monterey	14 -26.3%	26 -18.8%	5.8 -6.5%	\$770,476 -2.2%
Olde Naples	71 -25.3%	76 +26.7%	11.6 -35.9%	\$4,086,920 +6.7%
Palmira Golf & Country Club	25 -16.7%	45 +36.4%	8.1 -10.0%	\$559,989 -1.4%
Pelican Bay	46 +21.1%	54 +10.2%	10.7 +28.9%	\$2,614,251 -0.9%
Pelican Landing	37 -7.5%	60 +36.4%	7.6 -33.9%	\$767,973 -3.5%
Pelican Landing (The Colony)	13 0.0%	7 +16.7%	12.9 3.2%	\$1,777,000 +25.3%
Pelican Marsh	37 +8.8%	53 +35.9%	10.0 +5.3%	\$1,002,392 -23.1%
Pelican Sound	1 -50.0%	6 -33.3%	0.7 -41.7%	\$683,333 +12.3%
Pine Ridge	38 +8.6%	32 -3.0%	12.3 +11.8%	\$1,840,530 -0.8%
Port Royal	50 -3.8%	35 -14.6%	15.1 -6.8%	\$9,263,893 -9.1%
Quail Creek	17 -32.0%	25 +4.2%	6.9 -38.9%	\$1,104,036 0.0%
Quail West	57 -16.2%	50 -20.6%	12.2 -12.2%	\$1,855,971 -9.9%
Royal Harbor	33 +37.5%	32 +60.0%	12.0 +39.5%	\$2,286,531 +4.2%
Tiburon	8 -11.1%	12 +200.0%	3.6 -43.8%	\$1,509,917 -20.4%
Vanderbilt Beach	33 +13.8%	34 +54.5%	12.5 +17.9%	\$1,771,676 -12.6%
Vineyards	43 -29.5%	74 +10.4%	7.4 -39.8%	\$659,220 +3.4%
West Bay Club	21 +5.0%	16 -23.8%	10.7 +52.9%	\$1,114,665 -10.1%

Neighborhood Snapshot Report

Naples, Bonita Springs and Estero Market Area

Condominiums

Monthly Snapshot as of February 29, 2020	ACTIVE LISTINGS	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Barefoot Beach	6 -14.3%	19 +35.7%	3.1 -34.0%	\$1,632,684 +12.7%
Bonita Bay	85 -5.6%	133 +3.1%	7.9 -12.2%	\$761,023 +1.2%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	50 -10.7%	74 -15.9%	8.5 +2.4%	\$396,988 -6.8%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	219 -3.1%	314 +7.9%	8.8 -8.3%	\$1,349,598 +11.6%
The Dunes	34 +3.0%	46 +35.3%	10.4 +4.0%	\$1,127,804 +0.8%
Grey Oaks	6 -45.5%	13 -7.1%	4.1 -36.9%	\$871,615 -16.9%
Kensington	13 -35.0%	15 -44.4%	6.1 -40.2%	\$457,933 +4.0%
Lely Resort	125 -7.4%	198 +33.8%	8.7 -20.2%	\$319,046 +5.0%
Mediterra	18 +28.6%	15 -21.1%	12.4 +110.2%	\$568,856 -2.1%
Monterey	1 -50.0%	3 0.0%	0.9 -40.0%	\$302,333 -7.7%
Olde Naples	94 -6.0%	128 +25.5%	10.3 -2.8%	\$992,949 +4.5%
Palmira Golf & Country Club	15 -6.3%	24 +20.0%	7.9 +21.5%	\$317,914 -3.3%
Pelican Bay	201 +8.1%	266 -2.6%	9.3 +10.7%	\$1,362,161 +15.8%
Pelican Landing	38 -20.8%	91 +56.9%	5.9 -37.9%	\$332,504 -1.3%
Pelican Marsh	57 0.0%	92 +17.9%	8.2 -5.7%	\$360,442 -6.0%
Pelican Sound	10 -69.7%	65 +12.1%	1.7 -71.7%	\$290,219 -7.5%
Pine Ridge	9 -25.0%	18 +63.6%	5.7 -27.8%	\$216,513 +11.9%
Tiburon	21 -30.0%	38 -25.5%	5.9 -39.2%	\$801,254 +6.9%
Vanderbilt Beach	95 +9.2%	99 +5.3%	12.1 +14.2%	\$840,616 -3.7%
Vineyards	80 -29.2%	140 +12.0%	7.6 -34.5%	\$347,368 -8.6%
West Bay Club	10 +11.1%	26 -10.3%	4.7 +56.7%	\$509,692 -6.8%

