



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
FEBRUARY 2020



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MONTHLY MARKET REPORT

FEBRUARY 2020

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SOUTHWEST FLORIDA MARKET REPORT - FEBRUARY 2020



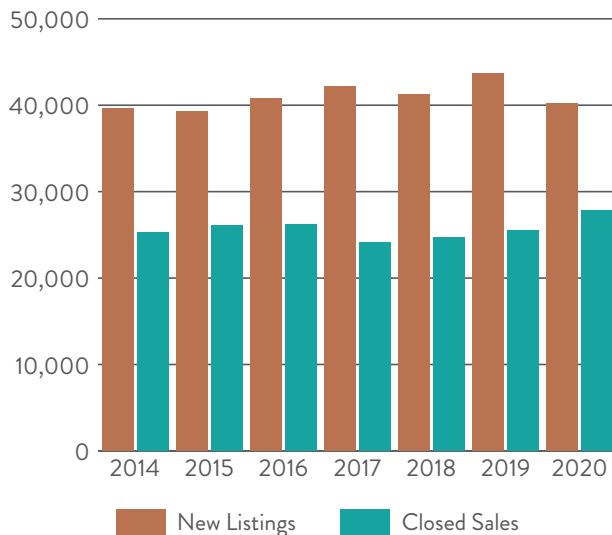
Data Represented on 12-Month Rolling Basis.

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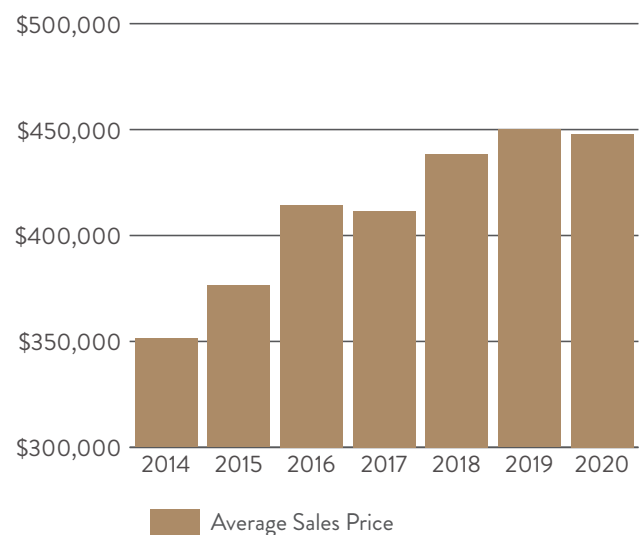
	2014	2015	2016	2017	2018	2019	2020
Listed	39,588	39,303	40,812	42,197	41,283	43,682	40,200
Sold	25,307	26,043	26,226	24,139	24,754	25,543	27,816
Avg. Sale \$	\$351,400	\$376,335	\$414,339	\$411,684	\$438,530	\$449,990	\$447,939



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 27,816 properties sold, sales were up 8.9% over the preceding 12-month period when 25,543 properties were sold. New listings were down 8%, from 43,682 to 40,200. The average sales price, at \$447,939, was static. As of March 1, 2020, inventory stood at 12,493 units while months of supply was 5.39 months.

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NAPLES

MARKET REPORT - FEBRUARY 2020

Data Represented on 12-Month Rolling Basis.

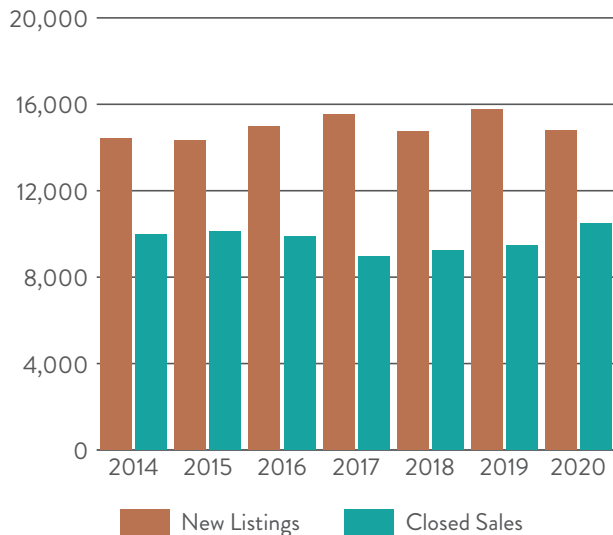


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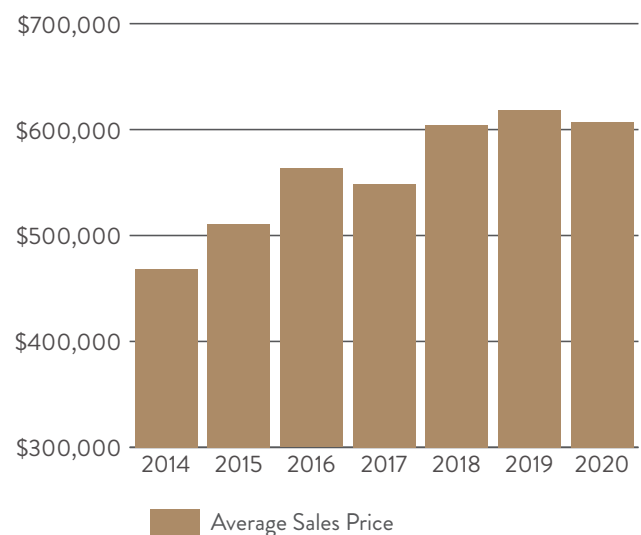
	2014	2015	2016	2017	2018	2019	2020
Listed	14,421	14,332	14,957	15,523	14,726	15,771	14,801
Sold	9,966	10,111	9,903	8,948	9,232	9,485	10,502
Avg. Sale \$	\$468,670	\$510,923	\$563,380	\$548,857	\$604,329	\$618,708	\$607,370



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 10,502 properties sold, sales were up 10.7% over the preceding 12-month period when 9,485 properties were sold. New listings were down 6.2%, from 15,771 to 14,801. The average sales price, at \$607,370, was down 1.8% from \$618,708. As of March 1, 2020, inventory stood at 5,538 units while months of supply was 6.33 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	28	16	21.0	\$5,025,549
Audubon	32	21	18.3	\$1,124,524
Colliers Reserve	10	14	8.6	\$1,431,779
Crayton Road Area Non-Waterfront	88	135	7.8	\$2,090,504
Crayton Road Area Waterfront	15	22	8.2	\$4,535,682
Crossings	7	10	8.4	\$902,800
Grey Oaks	43	42	12.3	\$2,811,658
Kensington	13	17	9.2	\$865,912
Lely Resort	87	105	9.9	\$618,402
Mediterra	55	46	14.3	\$2,296,844
Monterey	7	26	3.2	\$770,476
Olde Cypress	27	32	10.1	\$808,044
Olde Naples	59	77	9.2	\$4,075,272
Pelican Bay	34	47	8.7	\$2,012,223
Pelican Bay - Bay Colony	12	6	24.0	\$7,620,006
Pelican Marsh	34	53	7.7	\$1,002,392
Pine Ridge	37	31	14.3	\$1,895,579
Port Royal	50	35	17.1	\$9,263,893
Quail Creek	10	25	4.8	\$1,104,036
Quail West	49	50	11.8	\$1,855,971
Royal Harbor	37	32	13.9	\$2,286,531
Tiburon	8	12	8.0	\$1,509,917
Vanderbilt Beach	38	34	13.4	\$1,771,676
Vineyards	30	74	4.9	\$659,220

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Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	61	96	7.6	\$410,011
Crayton Road Area Waterfront	214	291	8.8	\$1,435,034
The Dunes	29	46	7.6	\$1,127,804
Grey Oaks	1	14	0.9	\$885,429
Kensington	13	15	10.4	\$457,933
Lely Resort	89	199	5.4	\$318,613
Mediterra	19	15	15.2	\$568,856
Olde Naples	86	128	8.1	\$992,949
Pelican Bay	159	252	7.6	\$1,183,065
Pelican Bay - Bay Colony	31	15	24.8	\$4,338,500
Pelican Marsh	48	71	8.1	\$417,992
Pine Ridge	6	18	4.0	\$216,513
Tiburon	22	39	6.8	\$814,555
Vanderbilt Beach	81	100	9.7	\$834,740
Vineyards	59	140	5.1	\$347,368

MARCO ISLAND

MARKET REPORT - FEBRUARY 2020

Data Represented on 12-Month Rolling Basis.



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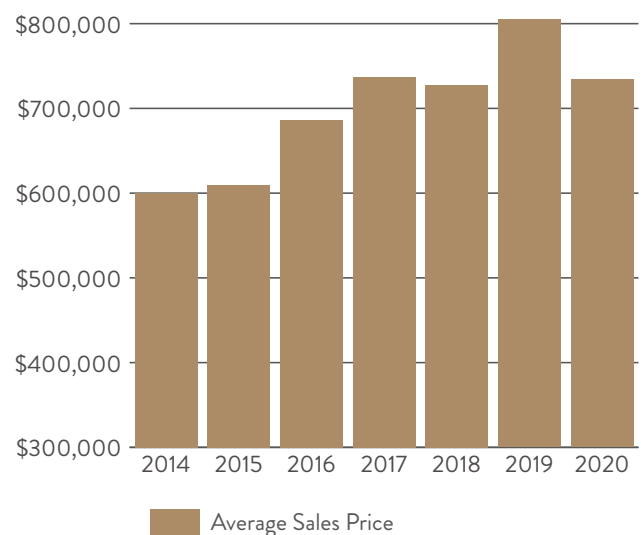
	2014	2015	2016	2017	2018	2019	2020
Listed	1,391	1,332	1,463	1,453	1,302	1,469	1,320
Sold	814	903	851	762	755	790	865
Avg. Sale \$	\$600,152	\$609,272	\$685,999	\$736,918	\$727,945	\$804,997	\$733,958



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 865 properties sold, sales were up 9.5% over the preceding 12-month period when 790 properties were sold. New listings were down 10.1%, from 1,469 to 1,320. The average sales price, at \$733,958, was down 8.8% from \$804,997. As of March 1, 2020, inventory stood at 639 units while months of supply was 8.86 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 1, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	116	99	14.1	\$1,516,661
Golf Course	8	18	5.3	\$540,944
Gulf Front	2	0	-	-
Indirect Waterfront	95	166	6.9	\$968,636
Inland	57	113	6.1	\$564,287
Preserve	8	9	10.7	\$1,435,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	82	108	9.1	\$366,776
Golf Course	3	1	36.0	\$483,000
Gulf Front	153	170	10.8	\$816,211
Gulf View	30	20	18.0	\$714,875
Indirect Waterfront	16	20	9.6	\$401,320
Inland	64	133	5.8	\$247,446
Preserve	5	7	8.6	\$444,643

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	71	120	7.1	\$771,780
Isles Of Capri	27	21	15.4	\$694,292
Naples Reserve	51	85	7.2	\$513,084
Winding Cypress	18	17	12.7	\$577,976

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	66	128	6.2	\$301,388
Hammock Bay Golf and Country Club	27	43	7.5	\$470,651
Isles Of Capri	17	22	9.3	\$393,041

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BONITA SPRINGS - ESTERO

MARKET REPORT - FEBRUARY 2020

Data Represented on 12-Month Rolling Basis.

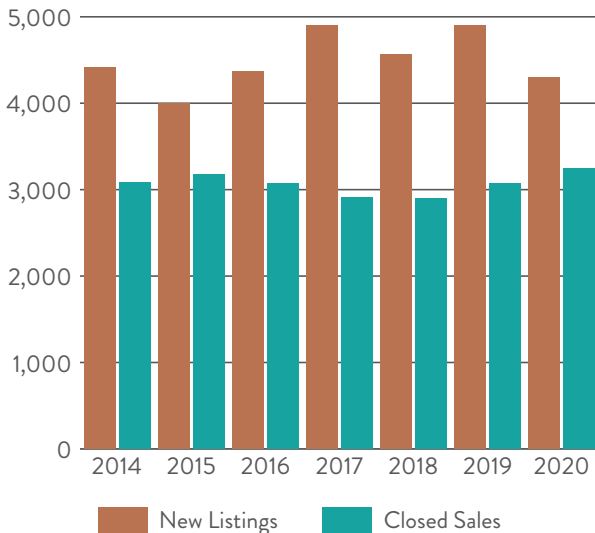


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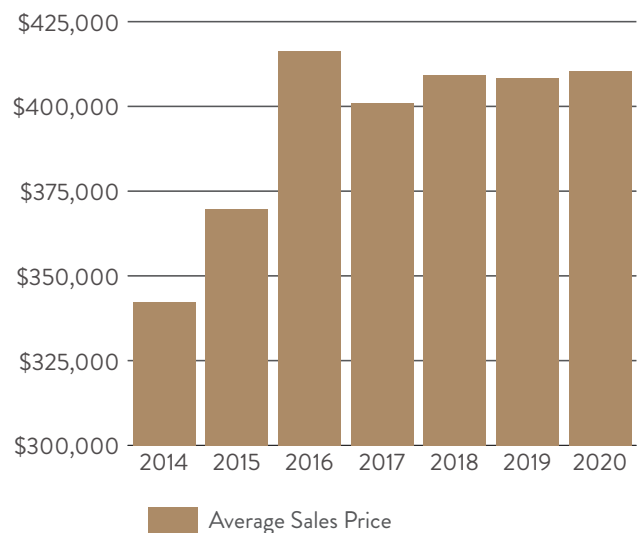
	2014	2015	2016	2017	2018	2019	2020
Listed	4,410	4,002	4,372	4,895	4,563	4,900	4,295
Sold	3,082	3,174	3,073	2,915	2,897	3,076	3,242
Avg. Sale \$	\$342,252	\$369,796	\$416,441	\$401,059	\$409,289	\$408,360	\$410,379



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,242 properties sold, sales were up 5.4% over the preceding 12-month period when 3,076 properties were sold. New listings were down 12.4%, from 4,900 to 4,295. The average sales price, at \$410,379, was static. As of March 1, 2020, inventory stood at 1,477 units while months of supply was 5.47 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - FEBRUARY 2020



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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	25	13	23.1	\$4,574,615
Bonita Bay	35	68	6.2	\$1,156,382
Brooks	59	93	7.6	\$715,299
Palmira Golf and Country Club	20	45	5.3	\$559,989
Pelican Landing	41	61	8.1	\$768,457
Pelican Landing - The Colony	14	7	24.0	\$1,777,000
Pelican Sound	0	6	—	\$683,333
West Bay Club	22	16	16.5	\$1,114,665

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	7	19	4.4	\$1,632,684
Bonita Bay	92	133	8.3	\$761,023
Brooks	51	138	4.4	\$273,886
Palmira Golf and Country Club	10	24	5.0	\$317,914
Pelican Landing	36	91	4.7	\$332,504
Pelican Landing - The Colony	34	60	6.8	\$916,276
Pelican Sound	2	65	0.4	\$290,219
West Bay Club	8	26	3.7	\$509,692

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FORT MYERS

MARKET REPORT - FEBRUARY 2020

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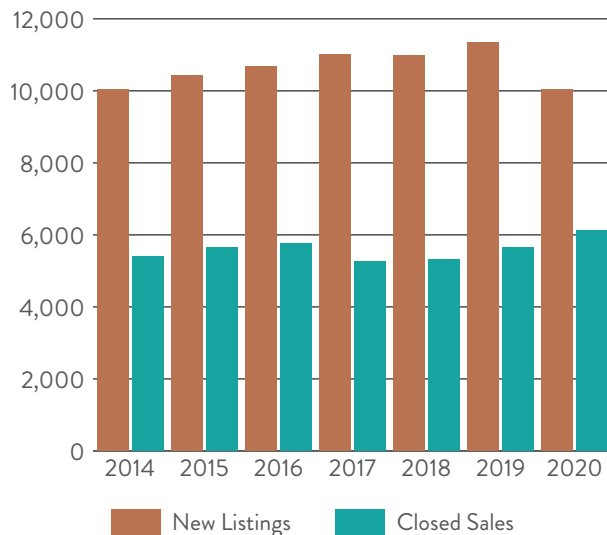


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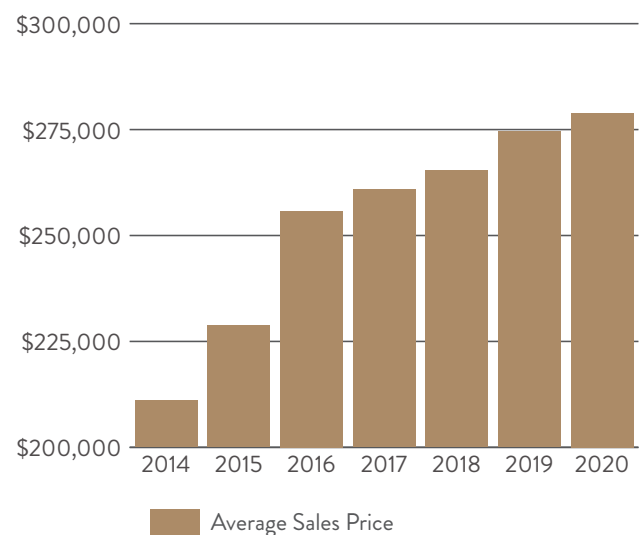
	2014	2015	2016	2017	2018	2019	2020
Listed	10,040	10,440	10,679	11,019	10,979	11,353	10,039
Sold	5,415	5,639	5,768	5,258	5,314	5,652	6,114
Avg. Sale \$	\$211,086	\$228,737	\$255,701	\$260,890	\$265,370	\$274,530	\$278,887



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,114 properties sold, sales were up 8.2% over the preceding 12-month period when 5,652 properties were sold. New listings were down 11.6%, from 11,353 to 10,039. The average sales price, at \$278,887, was up 1.6% from \$274,530. As of March 1, 2020, inventory stood at 2,137 units while months of supply was 4.19 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	14	32	5.3	\$530,925
Colonial Country Club	10	21	5.7	\$338,824
Crown Colony	14	27	6.2	\$544,704
Fiddlesticks Country Club	23	23	12.0	\$504,370
The Forest	12	27	5.3	\$414,733
Gulf Harbour Yacht And Country Club	21	32	7.9	\$764,792
Miromar Lakes Beach And Golf Club	36	31	13.9	\$1,131,998
Parker Lakes	9	33	3.3	\$258,195
Paseo	12	26	5.5	\$428,073
The Plantation	53	107	5.9	\$423,498
Shadow Wood Preserve	7	10	8.4	\$789,590
Town And River	16	29	6.6	\$815,843

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	38	80	5.7	\$191,575
Crown Colony	6	11	6.5	\$251,764
Downtown Fort Myers	122	141	10.4	\$275,362
Fiddlesticks Country Club	9	14	7.7	\$134,429
Gulf Harbour Yacht And Country Club	45	102	5.3	\$440,322
Miromar Lakes Beach And Golf Club	34	41	10.0	\$549,644
Parker Lakes	11	41	3.2	\$185,051
Paseo	31	76	4.9	\$227,880
The Plantation	15	30	6.0	\$279,835
Shadow Wood Preserve	4	12	4.0	\$261,742
Town And River	0	5	—	\$186,060

FORT MYERS BEACH

MARKET REPORT - FEBRUARY 2020



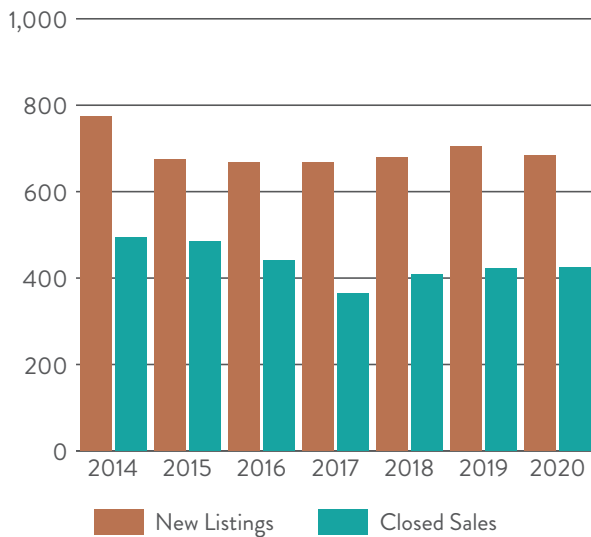
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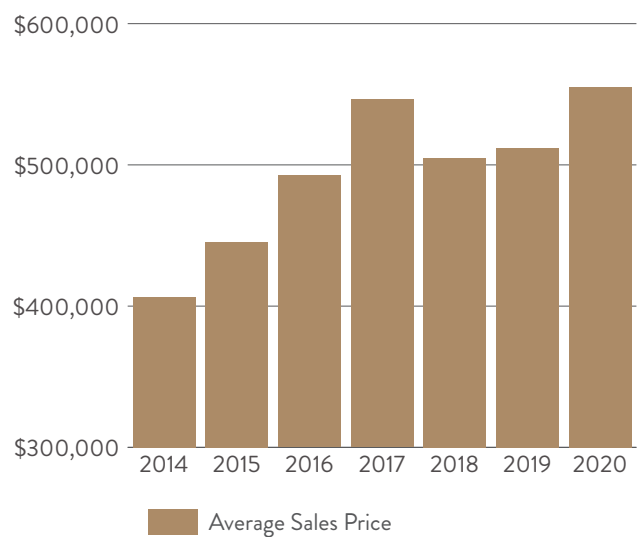
	2014	2015	2016	2017	2018	2019	2020
Listed	775	675	668	668	680	704	684
Sold	495	484	442	364	409	423	425
Avg. Sale \$	\$406,570	\$445,305	\$492,540	\$546,373	\$504,883	\$512,033	\$554,965



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 425 properties sold, sales were static with preceding 12-month period. New listings were down 2.8%, from 704 to 684. The average sales price, at \$554,965, was up 8.4% from \$512,033. As of March 1, 2020, inventory stood at 289 units while months of supply was 8.16 months.

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12-Month Sold Comparison Report for Select Communities

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	5	10	6.0	\$659,325
Laguna Shores	18	19	11.4	\$1,200,842
Mcphie Park	7	7	12.0	\$1,091,357

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	6	9	8.0	\$476,111
Ocean Harbor Condo	8	10	9.6	\$526,850
Sandarac Condo	5	9	6.7	\$505,889
Waterside At Bay Beach	12	15	9.6	\$598,218

SANIBEL-CAPTIVA

MARKET REPORT - FEBRUARY 2020

Data Represented on 12-Month Rolling Basis.



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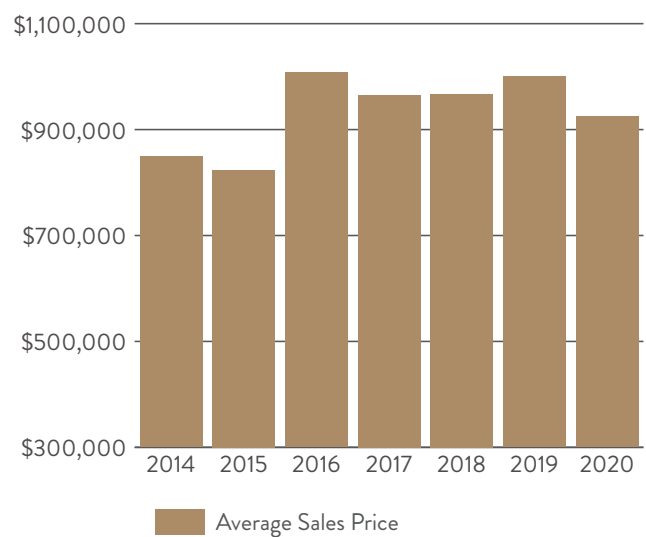
	2014	2015	2016	2017	2018	2019	2020
Listed	573	534	540	618	657	712	709
Sold	408	389	402	382	408	396	427
Avg. Sale \$	\$849,361	\$823,231	\$1,007,992	\$965,860	\$966,708	\$1,000,067	\$924,765



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 427 properties sold, sales were up 7.8% over the preceding 12-month period when 396 properties were sold. New listings were static. The average sales price, at \$924,765, was down 7.5% from \$1,000,067. As of March 1, 2020, inventory stood at 479 units while months of supply was 13.5 months.

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	7	15	5.6	\$913,132
Captiva Island	89	46	23.2	\$1,697,801
Dunes At Sanibel Island	18	17	12.7	\$683,441
Other Sanibel Island Single-Family	189	186	12.2	\$961,556

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	40	21	22.9	\$732,250
Sundial Of Sanibel Condos	10	20	6.0	\$511,075
Other Sanibel Island Condos	125	123	12.2	\$709,042

CAPE CORAL

MARKET REPORT - FEBRUARY 2020

Data Represented on 12-Month Rolling Basis.



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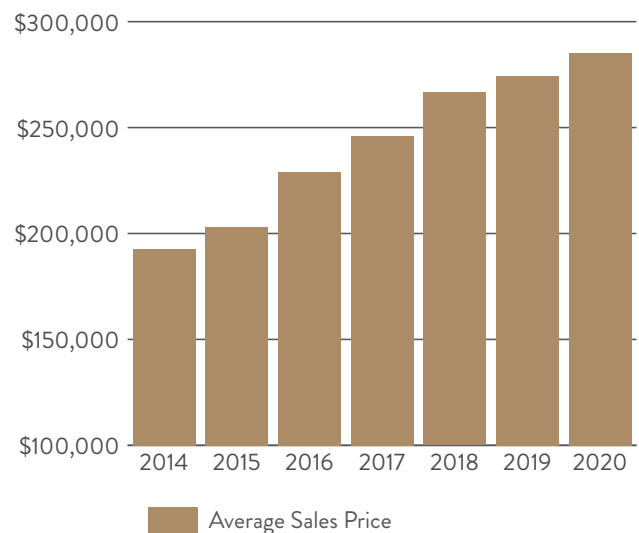
	2014	2015	2016	2017	2018	2019	2020
Listed	7,978	7,988	8,133	8,021	8,376	8,773	8,352
Sold	5,127	5,343	5,787	5,510	5,739	5,721	6,241
Avg. Sale \$	\$192,693	\$203,149	\$229,135	\$246,143	\$266,564	\$274,262	\$285,208



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,241 properties sold, sales were up 9.1% over the preceding 12-month period when 5,721 properties were sold. New listings were down 4.8%, from 8,773 to 8,352. The average sales price, at \$285,208, was up 4% from \$274,262. As of March 1, 2020, inventory stood at 1,934 units while months of supply was 3.72 months.

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12-Month Sold Comparison Report for Select Communities

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	14	15	11.2	\$1,355,800
Cape Royal	5	31	1.9	\$480,086
Tarpon Point Marina	4	1	48.0	\$779,000
Yacht Club	10	26	4.6	\$502,313

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	24	37	7.8	\$399,477
Tarpon Point Marina	29	32	10.9	\$606,352



JRW #1 AGAIN in 2019

2019 CLOSED SALES VOLUME

of the top brokerage firms in Southwest Florida

OUR SALES SPEAK VOLUMES



John R. Wood Properties is the leading broker in Southwest Florida
FOR THE FIFTH CONSECUTIVE YEAR!