



*Bring Your Highest Expectations™*

# MONTHLY MARKET REPORT

## AUGUST 2020



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# MONTHLY MARKET REPORT

## AUGUST 2020

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# SOUTHWEST FLORIDA

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.



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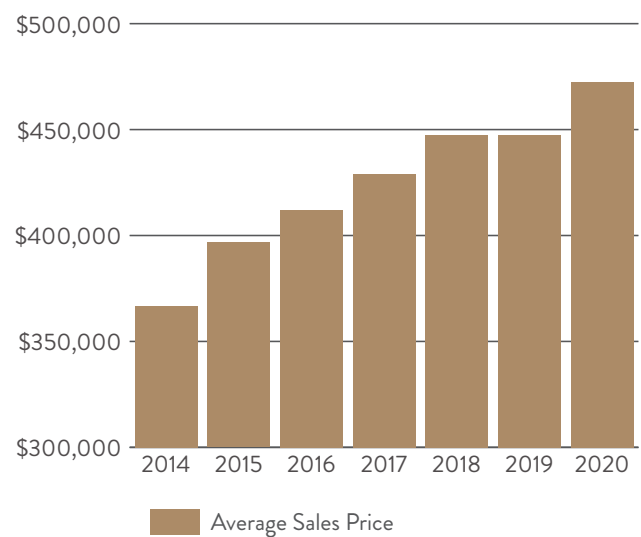
	2014	2015	2016	2017	2018	2019	2020
Listed	39,458	39,828	41,765	42,054	42,109	42,676	38,976
Sold	25,210	26,898	24,369	25,147	25,395	25,970	27,139
Avg. Sale \$	\$366,593	\$396,705	\$412,170	\$429,137	\$447,583	\$447,592	\$472,382



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 27,139 properties sold, sales were up 4.5% over the preceding 12-month period when 25,970 properties were sold. New listings were down 8.7%, from 42,676 to 38,976. The average sales price was up 5.5%, from \$447,592 to \$472,382. As of August 31, 2020, inventory stood at 8,499 units while months of supply was 3.76 months.

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# NAPLES

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.

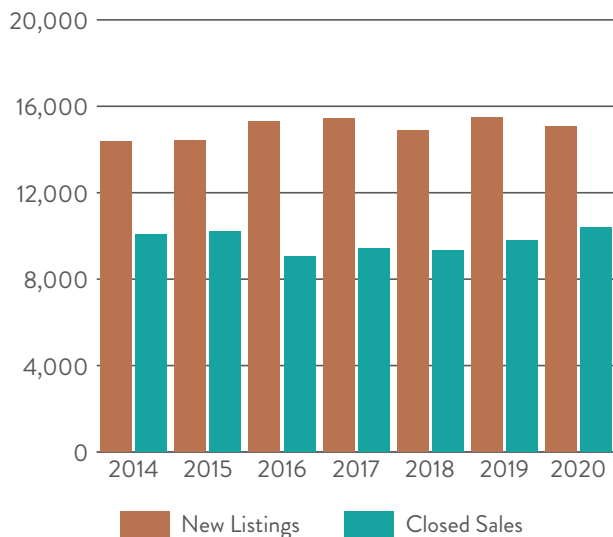


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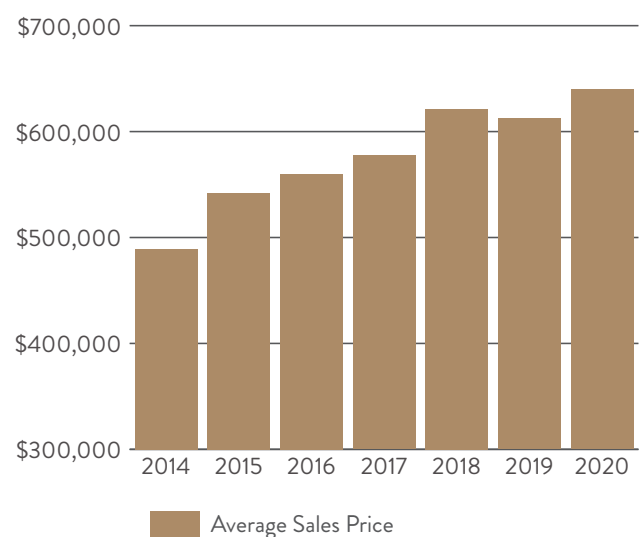
	2014	2015	2016	2017	2018	2019	2020
Listed	14,371	14,435	15,296	15,434	14,878	15,498	15,066
Sold	10,050	10,216	9,049	9,414	9,311	9,808	10,413
Avg. Sale \$	\$489,280	\$541,835	\$560,069	\$577,429	\$621,315	\$612,327	\$639,810



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 10,413 properties sold, sales were up 6.2% over the preceding 12-month period when 9,808 properties were sold. New listings were down 2.8%, from 15,498 to 15,066. The average sales price was up 4.5%, from \$612,327 to \$639,810. As of August 31, 2020, inventory stood at 3,898 units while months of supply was 4.49 months.

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# NAPLES

MARKET REPORT - AUGUST 2020



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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	18	28	7.71	\$5,018,110
Audubon	18	29	7.45	\$1,069,876
Colliers Reserve	6	15	4.80	\$1,548,793
Crayton Road Area Non-Waterfront	68	119	6.86	\$2,082,691
Crayton Road Area Waterfront	9	19	5.68	\$4,540,789
Crossings	5	12	5.00	\$848,783
Grey Oaks	22	52	5.08	\$2,681,715
Kensington	3	16	2.25	\$851,900
Lely Resort	72	119	7.26	\$650,062
Mediterra	38	42	10.86	\$2,121,135
Monterey	8	21	4.57	\$833,851
Olde Cypress	18	33	6.55	\$741,716
Olde Naples	44	80	6.60	\$3,891,175
Pelican Bay	19	52	4.38	\$2,643,481
Pelican Bay - Bay Colony	7	3	28.00	\$6,983,333
Pelican Marsh	21	57	4.42	\$1,063,151
Pine Ridge	28	35	9.60	\$2,246,328
Port Royal	42	34	14.82	\$8,551,324
Quail Creek	8	21	4.57	\$1,081,714
Quail West	27	59	5.49	\$1,937,405
Royal Harbor	16	34	5.65	\$2,718,147
Tiburon	4	9	5.33	\$1,756,111
Vanderbilt Beach	18	40	5.40	\$1,956,158
Vineyards	19	64	3.56	\$655,193

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# NAPLES

MARKET REPORT - AUGUST 2020



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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	61	97	7.55	\$421,963
Crayton Road Area Waterfront	180	259	8.34	\$1,470,302
The Dunes	29	43	8.09	\$1,090,640
Grey Oaks	7	7	12.00	\$811,571
Kensington	14	11	15.27	\$469,818
Lely Resort	78	164	5.71	\$308,754
Mediterra	20	12	20.00	\$538,153
Olde Naples	70	119	7.06	\$914,721
Pelican Bay	111	234	5.69	\$1,030,539
Pelican Bay - Bay Colony	16	23	8.35	\$2,742,696
Pelican Marsh	31	81	4.59	\$385,256
Pine Ridge	5	18	3.33	\$213,278
Tiburon	17	35	5.83	\$782,669
Vanderbilt Beach	69	91	9.10	\$960,346
Vineyards	41	120	4.10	\$355,298

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# MARCO ISLAND

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.



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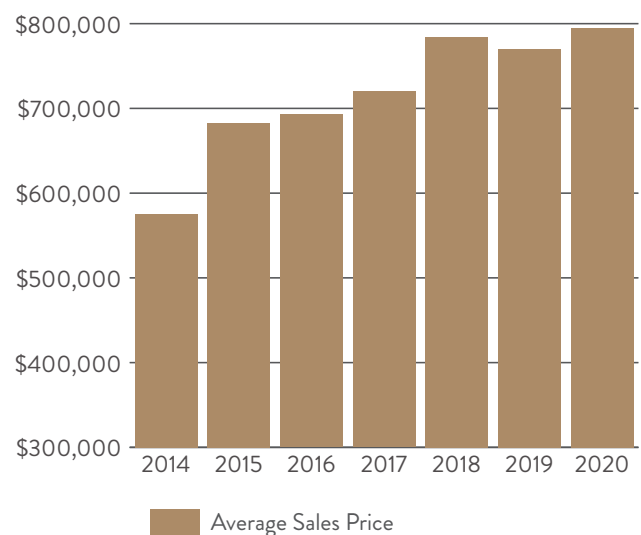
	2014	2015	2016	2017	2018	2019	2020
Listed	1,360	1,341	1,507	1,472	1,296	1,410	1,354
Sold	869	848	778	814	767	803	867
Avg. Sale \$	\$575,737	\$683,063	\$692,741	\$719,935	\$783,897	\$769,757	\$794,768



12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 867 properties sold, sales were up 7.8% over the preceding 12-month period when 803 properties were sold. New listings were down 4%, from 1,410 to 1,354. The average sales price was up 3.3%, from \$769,757 to \$794,768. As of August 31, 2020, inventory stood at 456 units while months of supply was 6.31 months.

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## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	67	128	6.28	\$1,630,579
Golf Course	5	11	5.45	\$556,379
Gulf Front	1	1	12.00	\$3,800,000
Indirect Waterfront	35	163	2.58	\$976,899
Inland	29	111	3.14	\$574,149
Preserve	7	8	10.50	\$795,684

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	66	92	8.61	\$351,829
Golf Course	162	172	11.30	\$845,370
Gulf Front	20	27	8.89	\$675,130
Gulf View	12	26	5.54	\$365,525
Indirect Waterfront	44	118	4.47	\$257,795
Inland	8	7	13.71	\$483,571
Preserve	0	3	-	\$641,000

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	34	123	3.32	\$758,002
Isles Of Capri	11	25	5.28	\$925,460
Naples Reserve	31	112	3.32	\$531,102
Winding Cypress	18	28	7.71	\$546,267

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	46	128	4.31	\$306,438
Hammock Bay Golf and Country Club	18	29	7.45	\$463,603
Isles Of Capri	10	21	5.71	\$529,805

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# BONITA SPRINGS - ESTERO

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.

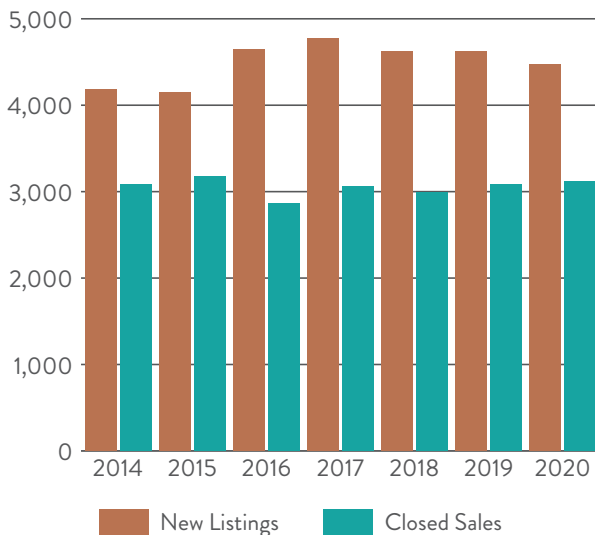


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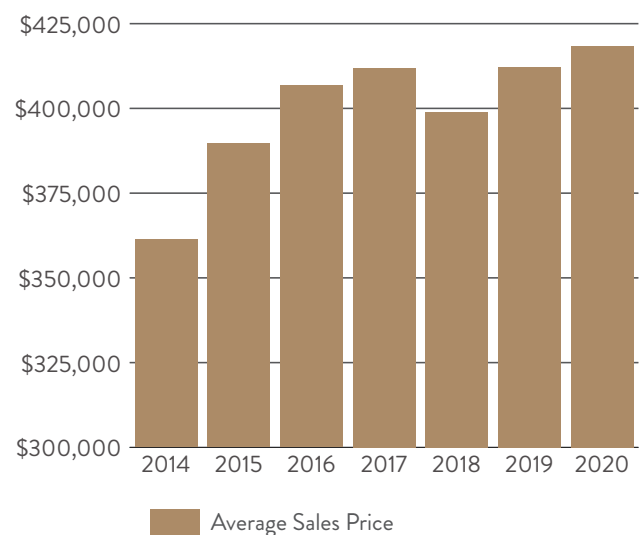
	2014	2015	2016	2017	2018	2019	2020
Listed	4,180	4,146	4,647	4,776	4,617	4,620	4,471
Sold	3,080	3,177	2,861	3,061	2,993	3,081	3,115
Avg. Sale \$	\$361,289	\$389,641	\$406,773	\$411,986	\$398,841	\$412,190	\$418,449



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 3,115 properties sold, sales were up 1.1% from the preceding 12-month period when 3,081 properties were sold. New listings were down 3.2%, from 4,620 to 4,471. The average sales price was up 1.5%, from \$412,190 to \$418,449. As of August 31, 2020, inventory stood at 1,030 units while months of supply was 3.97 months.

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# BONITA SPRINGS - ESTERO

MARKET REPORT - AUGUST 2020



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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	17	14	14.57	\$3,750,000
Bonita Bay	25	63	4.76	\$1,271,318
Brooks	37	71	6.25	\$723,484
Palmira Golf and Country Club	15	40	4.50	\$589,738
Pelican Landing	25	38	7.89	\$749,563
Pelican Landing - The Colony	10	7	17.14	\$1,509,857
Pelican Sound	0	8	-	\$658,125
West Bay Club	17	22	9.27	\$1,103,075

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	8	14	6.86	\$1,738,679
Bonita Bay	66	123	6.44	\$796,447
Brooks	42	121	4.17	\$268,255
Palmira Golf and Country Club	8	26	3.69	\$322,431
Pelican Landing	25	80	3.75	\$337,826
Pelican Landing - The Colony	46	61	9.05	\$877,870
Pelican Sound	4	58	0.83	\$305,566
West Bay Club	11	24	5.50	\$466,767

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# FORT MYERS

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.

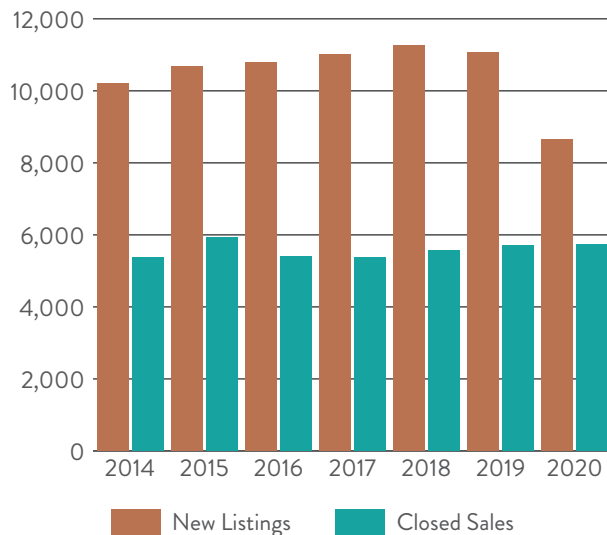


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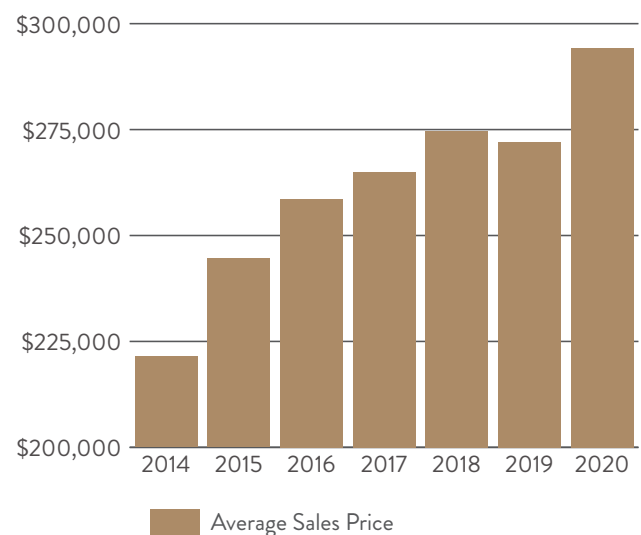
	2014	2015	2016	2017	2018	2019	2020
Listed	10,198	10,687	10,788	10,999	11,268	11,068	8,637
Sold	5,384	5,938	5,390	5,366	5,570	5,695	5,746
Avg. Sale \$	\$221,415	\$244,578	\$258,682	\$265,052	\$274,669	\$272,133	\$294,228



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 5,746 properties sold, sales were up 1% from the preceding 12-month period when 5,695 properties were sold. New listings were down 22%, from 11,068 to 8,637. The average sales price was up 8.1%, from \$272,133 to \$294,228. As of August 31, 2020, inventory stood at 1,553 units while months of supply was 3.24 months.

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# FORT MYERS

MARKET REPORT - AUGUST 2020



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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	8	33	2.91	\$539,445
Colonial Country Club	10	17	7.06	\$371,088
Crown Colony	13	32	4.88	\$571,250
Fiddlesticks Country Club	10	24	5.00	\$480,829
The Forest	7	26	3.23	\$434,231
Gulf Harbour Yacht And Country Club	7	27	3.11	\$734,465
Miromar Lakes Beach And Golf Club	37	40	11.10	\$1,590,313
Parker Lakes	4	28	1.71	\$255,646
Paseo	7	43	1.95	\$387,556
The Plantation	34	112	3.64	\$430,980
Shadow Wood Preserve	4	9	5.33	\$652,422
Town And River	7	28	3.00	\$699,036

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	35	73	5.75	\$192,854
Crown Colony	3	16	2.25	\$249,088
Downtown Fort Myers	110	129	10.23	\$299,477
Fiddlesticks Country Club	9	12	9.00	\$141,715
Gulf Harbour Yacht And Country Club	34	78	5.23	\$462,680
Miromar Lakes Beach And Golf Club	41	42	11.71	\$561,643
Parker Lakes	7	31	2.71	\$186,668
Paseo	33	60	6.60	\$239,251
The Plantation	2	33	0.73	\$280,414
Shadow Wood Preserve	4	10	4.80	\$273,800
Town And River	1	1	12.00	\$175,000

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# FORT MYERS BEACH

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.

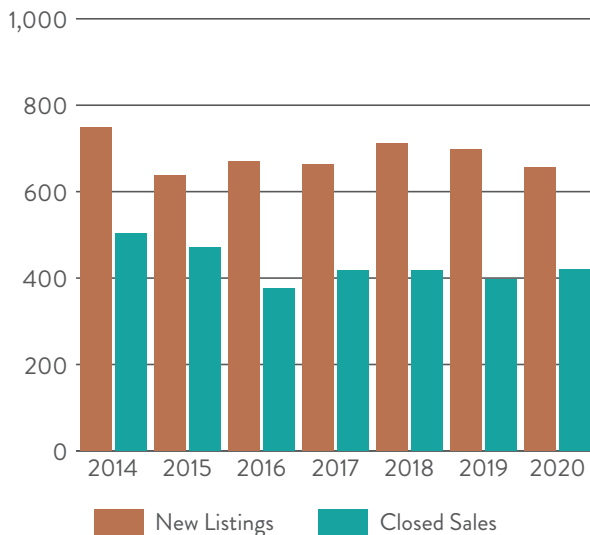


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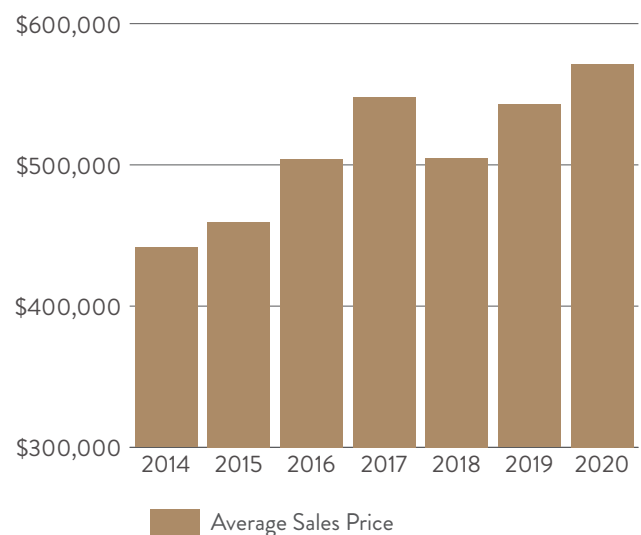
	2014	2015	2016	2017	2018	2019	2020
Listed	749	638	671	663	712	697	656
Sold	504	4671	375	418	417	396	420
Avg. Sale \$	\$441,421	\$459,521	\$504,370	\$548,231	\$505,003	\$542,827	\$571,242



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 420 properties sold, sales were up 6.1% from the preceding 12-month period when 396 properties were sold. New listings were down 5.9%, from 697 to 656. The average sales price was up 5.2%, from \$542,827 to \$571,242. As of August 31, 2020, inventory stood at 206 units while months of supply was 5.89 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	2	9	2.67	\$799,211
Laguna Shores	7	23	3.65	\$793,696
Mcphie Park	5	10	6.00	\$635,100

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	3	12	3.00	\$454,708
Ocean Harbor Condo	7	8	10.50	\$500,750
Sandarac Condo	4	9	5.33	\$483,278
Waterside At Bay Beach	12	20	7.20	\$635,906

# SANIBEL-CAPTIVA

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.



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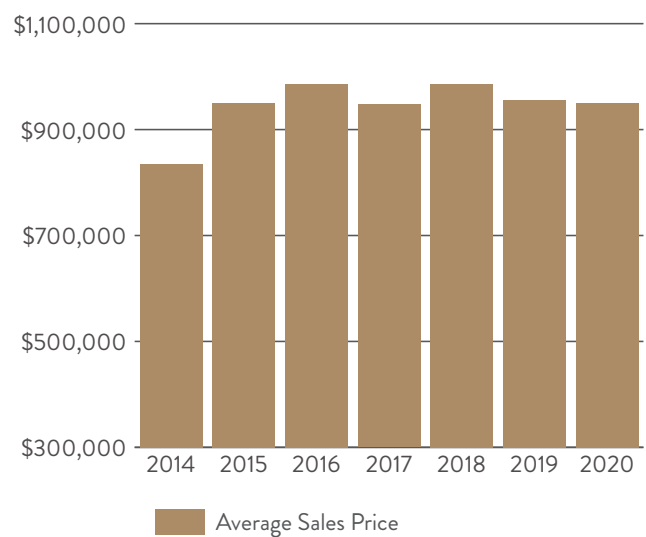
	2014	2015	2016	2017	2018	2019	2020
Listed	584	498	583	609	689	687	782
Sold	376	413	372	399	442	369	428
Avg. Sale \$	\$835,196	\$950,336	\$986,642	\$947,279	\$986,151	\$956,471	\$950,156



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 428 properties sold, sales were up 16% over the preceding 12-month period when 369 properties were sold. New listings were up 14%, from 687 to 782. The average sales price was down .7%, from \$956,471 to \$950,156. As of August 31, 2020, inventory stood at 313 units while months of supply was 8.78 months.

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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	4	15	3.20	\$923,163
Captiva Island	68	48	17.00	\$1,586,790
Dunes At Sanibel Island	7	28	3.00	\$687,911
Other Sanibel Island Single-Family	91	186	5.87	\$1,005,671

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	29	28	12.43	\$710,073
Sundial Of Sanibel Condos	9	16	6.75	\$536,656
Other Sanibel Island Condos	105	113	11.15	\$726,559

# CAPE CORAL

## MARKET REPORT - AUGUST 2020

Data Represented on 12-Month Rolling Basis.



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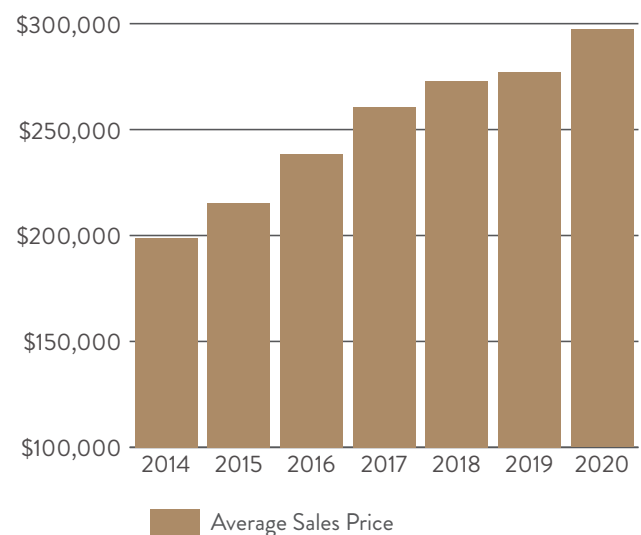
	2014	2015	2016	2017	2018	2019	2020
Listed	8,016	8,083	8,273	8,101	8,649	8,696	8,010
Sold	4,947	5,835	5,544	5,675	5,895	5,818	6,150
Avg. Sale \$	\$198,678	\$215,394	\$238,619	\$260,632	\$273,065	\$277,136	\$297,217



12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 6,150 properties sold, sales were up 5.7% over the preceding 12-month period when 5,818 properties were sold. New listings were down 7.9%, from 8,696 to 8,010. The average sales price was up 7.3%, from \$277,136 to \$297,217. As of August 31, 2020, inventory stood at 1,043 units while months of supply was 2.04 months.

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# CAPE CORAL

MARKET REPORT - AUGUST 2020



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## Neighborhood Snapshot Report<sup>©</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	12	9.00	\$1,121,000
Cape Royal	5	31	1.94	\$492,577
Tarpon Point Marina	2	3	8.00	\$888,000
Yacht Club	8	28	3.43	\$544,473

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	17	31	6.58	\$394,908
Tarpon Point Marina	19	28	8.14	\$605,714





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!**