



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, FEBRUARY 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report® – February 2016

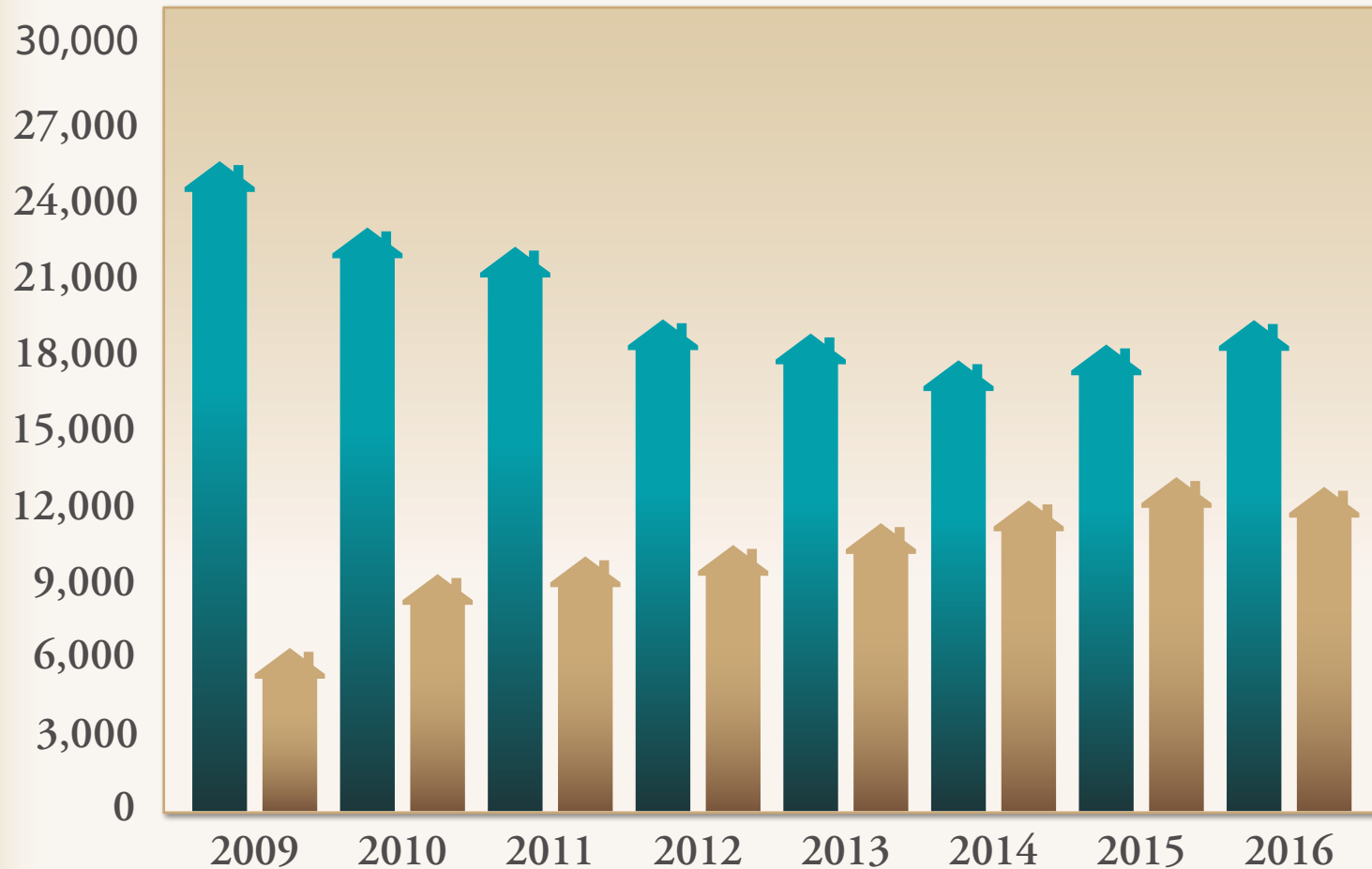
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12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	-----	19,371
2015	-----	18,408
2014	-----	17,786
2013	-----	18,841
2012	-----	19,401
2011	-----	22,268
2010	-----	23,027
2009	-----	25,644

CLOSED UNITS

2016	-----	12,789
2015	-----	13,174
2014	-----	12,249
2013	-----	11,356
2012	-----	10,494
2011	-----	10,045
2010	-----	9,346
2009	-----	6,431

John R. Wood Properties

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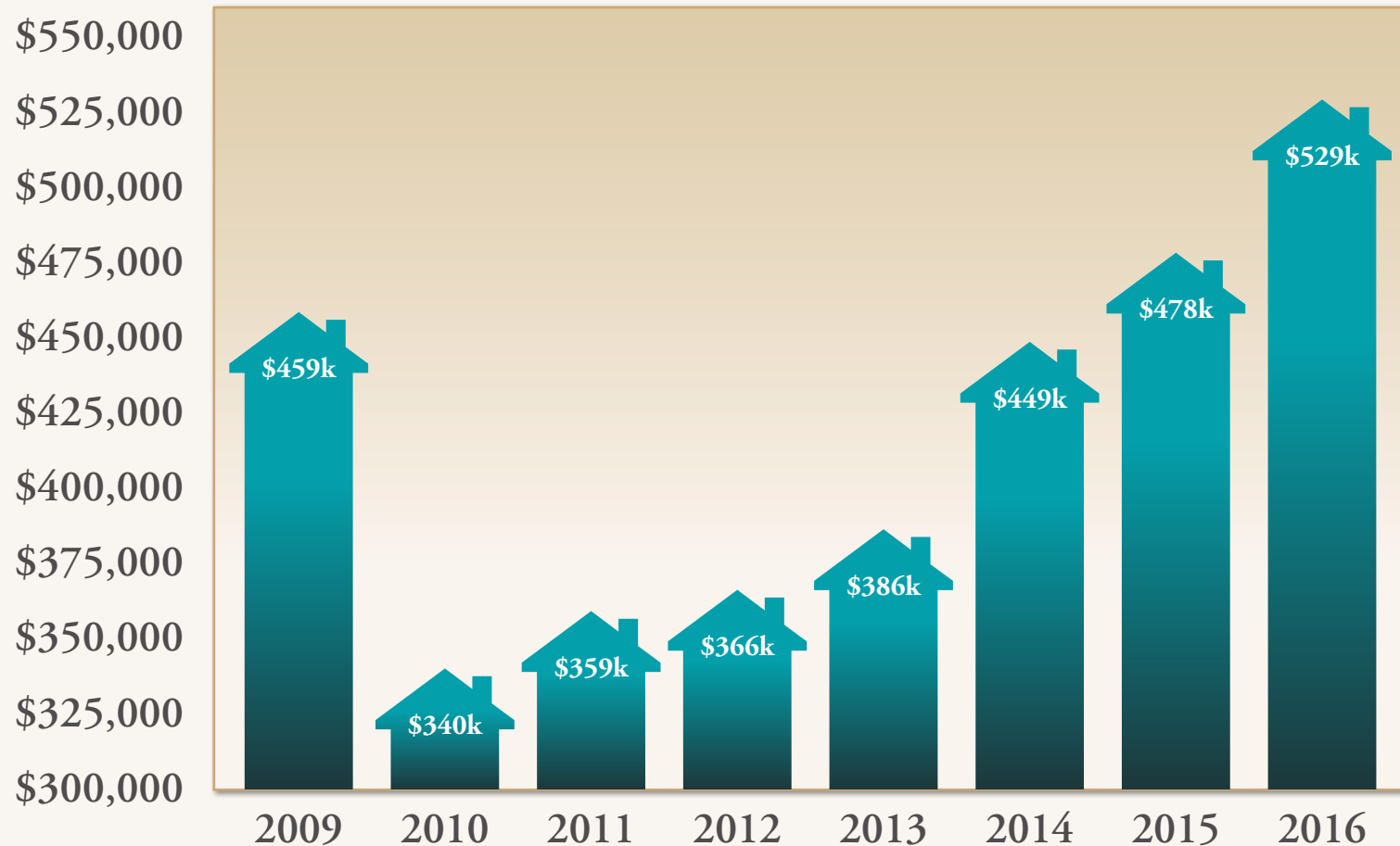
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- Year-to-date closed sales posted a 17% decline over the first two months of 2015. Two segments accounted for a bulk of the decline – properties priced below \$250,000 were down 34%, and those priced between \$750,000 and \$1 million, were down 38%.
- The number of closed sales priced above \$2 million fell 13% year-over-year, representing 10 fewer sales than the same period in 2015.

NEW LISTINGS/INVENTORY

- Available inventory on March 1, 2016 consisted of 6,847 units, up 13% from 6,041 units in January, and 27% above the 5,400 properties available for sale on March 1, 2015.
- During the first two months of 2016, a total of 4,722 new listings were placed on the market, representing a 16% increase over the same period in 2015.

AVERAGE AND MEDIAN SALES PRICE

- The median price of closed sales year-to-date increased 10.8% over the prior year to \$327,000, while the average closed price is up 9% to \$585,861.
- Average sales price for properties priced above \$2 million increased 4.3% over the past 12 months, from \$3,686,426 to \$3,844,954.

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MONTHLY SNAPSHOT AS OF MARCH 1, 2016

SINGLE FAMILY HOMES

12-Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	31	27	13.78	\$4,338,722
Barefoot Beach	17	17	12.00	\$3,341,618
Bonita Bay	41	78	6.31	\$1,115,231
The Brooks	53	82	7.76	\$835,681
Collier's Reserve	16	12	16.00	\$1,450,175
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	10	25	4.80	\$3,435,720
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	70	120	7.00	\$1,594,055
The Crossings	8	13	7.38	\$668,815
The Dunes	-	-	-	-
Grey Oaks	52	64	9.75	\$2,306,917
Kensington	8	20	4.80	\$806,400
Lely Resort	108	109	11.89	\$709,883
Mediterra	67	70	11.49	\$2,314,587
Monterey	12	23	6.26	\$715,609
Olde Cypress	39	32	14.63	\$828,552
Old Naples	91	68	16.06	\$2,989,343
Palmira Golf and Country Club	22	42	6.29	\$584,531
Pelican Bay	28	38	8.84	\$1,442,355
Pelican Bay (Bay Colony)	6	10	7.20	\$6,377,500
Pelican Landing	29	55	6.33	\$803,898
Pelican Landing (The Colony)	11	19	6.95	\$1,479,439
Pelican Marsh	29	67	5.19	\$1,619,022
Pelican Sound	1	12	1.00	\$586,625
Pine Ridge	45	41	13.17	\$1,093,815
Port Royal	42	38	13.26	\$10,190,974
Quail Creek	26	36	8.67	\$930,376
Quail West	72	43	20.09	\$1,880,104
Royal Harbor	33	33	12.00	\$1,731,636
Tiburon	9	15	7.20	\$2,095,633
Vanderbilt Beach	39	28	16.71	\$1,849,661
The Vineyards	62	71	10.48	\$739,605
West Bay Club	13	23	6.78	\$857,957

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MONTHLY SNAPSHOT AS OF MARCH 1, 2016

CONDOMINIUMS

12-Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	MONTHS OF SUPPLY	AVERAGE CLOSED PRICE
Aqualane Shores	-	4	-	\$607,000
Barefoot Beach	6	15	4.80	\$915,800
Bonita Bay	52	106	5.89	\$674,083
The Brooks	33	127	3.12	\$253,774
Collier's Reserve	-	-	-	-
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	138	346	4.79	\$1,165,359
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	53	95	6.69	\$270,981
The Crossings	-	-	-	-
The Dunes	19	51	4.47	\$1,115,396
Grey Oaks	12	16	9.00	\$776,379
Kensington	15	25	7.20	\$429,036
Lely Resort	136	184	8.87	\$309,464
Mediterra	23	26	10.62	\$553,192
Monterey	2	4	6.00	\$291,750
Olde Cypress	6	3	24.00	\$442,667
Old Naples	90	136	7.94	\$700,842
Palmira Golf and Country Club	15	29	6.21	\$325,312
Pelican Bay	101	265	4.57	\$923,896
Pelican Bay (Bay Colony)	20	34	7.06	\$2,688,418
Pelican Landing	27	63	5.14	\$344,800
Pelican Landing (The Colony)	51	70	8.74	\$916,095
Pelican Marsh	43	66	7.82	\$444,112
Pelican Sound	13	67	2.33	\$266,946
Pine Ridge	8	23	4.17	\$207,370
Port Royal	-	-	-	-
Quail Creek	-	-	-	-
Quail West	-	-	-	-
Royal Harbor	-	1	-	\$512,000
Tiburon	29	44	7.91	\$773,693
Vanderbilt Beach	70	104	8.08	\$855,769
The Vineyards	80	110	8.73	\$398,217
West Bay Club	11	39	3.38	\$507,340

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