



*Bring Your Highest Expectations™*

# MONTHLY MARKET REPORT

## JUNE 2020



*Bring Your Highest Expectations™*

# MONTHLY MARKET REPORT

## JUNE 2020

Southwest Florida .....	2
Naples.....	3
Marco Island .....	6
Bonita-Estero .....	8
Fort Myers .....	10
Fort Myers Beach .....	12
Sanibel & Captiva Islands.....	14
Cape Coral.....	16

# SOUTHWEST FLORIDA

## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.



*Bring Your Highest Expectations™*

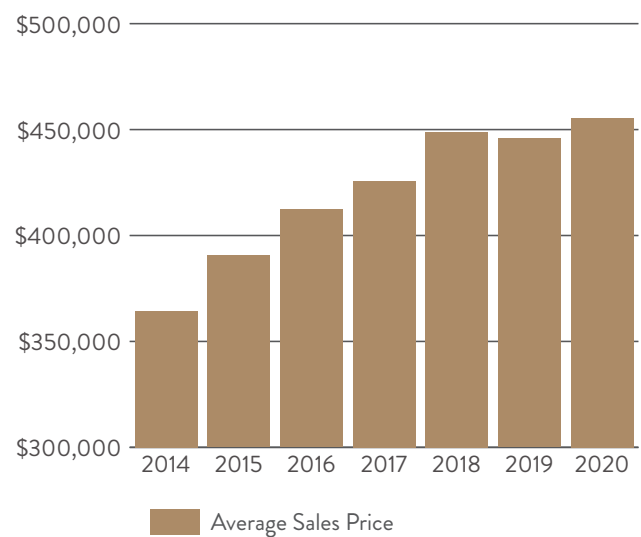
	2014	2015	2016	2017	2018	2019	2020
Listed	39,705	39,818	41,673	41,992	41,790	43,191	36,923
Sold	25,443	26,655	24,723	24,983	25,146	25,691	25,889
Avg. Sale \$	\$364,210	\$390,499	\$412,336	\$425,710	\$448,901	\$445,750	\$455,536



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 25,889 properties sold, sales were up .77% over the preceding 12-month period when 25,691 properties were sold. New listings were down 14.5%, from 43,191 to 36,923. The average sales price, at \$455,536 was up 2.2% from \$445,750. As of June 30, 2020, inventory stood at 9,941 units while months of supply was 4.61 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics include Naples, Bonita, Estero, Fort Myers (excluding North and East Fort Myers), Fort Myers Beach, Cape Coral, Sanibel-Captiva Islands, Pine Island, Marco Island.

# NAPLES

## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.

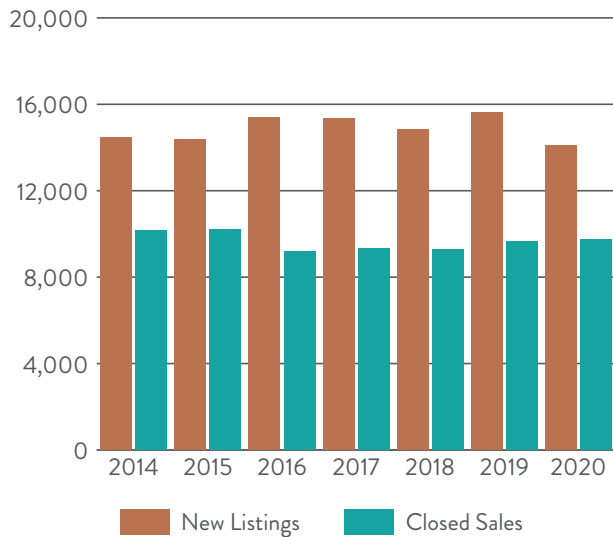


*Bring Your Highest Expectations™*

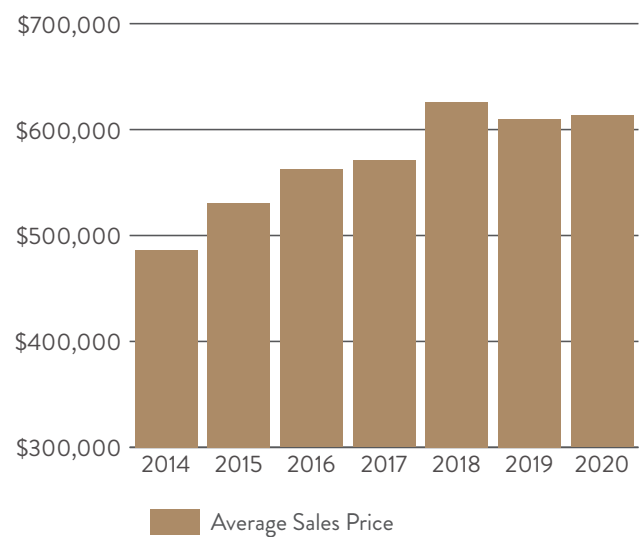
	2014	2015	2016	2017	2018	2019	2020
Listed	14,473	14,387	15,377	15,336	14,814	15,622	14,075
Sold	10,168	10,202	9,205	9,332	9,277	9,669	9,739
Avg. Sale \$	\$486,636	\$530,751	\$562,386	\$570,821	\$626,098	\$610,188	\$613,206



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 9,739 properties sold, sales were up .7% over the preceding 12-month period when 9,669 properties were sold. New listings were down 9.9%, from 15,622 to 14,075. The average sales price, at \$613,206, was up .5% from \$610,188. As of June 30, 2020, inventory stood at 4,547 units while months of supply was 5.6 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.



# NAPLES

MARKET REPORT - JUNE 2020



*Bring Your Highest Expectations™*

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	21	26	9.69	\$5,051,692
Audubon	22	23	11.48	\$1,125,587
Colliers Reserve	12	16	9.00	\$1,503,431
Crayton Road Area Non-Waterfront	89	99	10.79	\$2,095,313
Crayton Road Area Waterfront	11	21	6.29	\$4,425,238
Crossings	3	8	4.50	\$784,063
Grey Oaks	29	52	6.69	\$2,696,965
Kensington	7	12	7.00	\$870,617
Lely Resort	84	119	8.47	\$645,395
Mediterra	42	37	13.62	\$2,251,671
Monterey	9	20	5.40	\$801,819
Olde Cypress	26	34	9.18	\$716,165
Olde Naples	51	71	8.62	\$3,961,923
Pelican Bay	20	53	4.53	\$2,225,047
Pelican Bay - Bay Colony	6	3	24.00	\$6,583,345
Pelican Marsh	27	57	5.68	\$1,035,004
Pine Ridge	32	32	12.00	\$2,230,544
Port Royal	45	27	20.00	\$10,263,519
Quail Creek	11	22	6.00	\$999,950
Quail West	35	52	8.08	\$1,893,883
Royal Harbor	25	28	10.71	\$2,310,214
Tiburon	7	12	7.00	\$1,674,583
Vanderbilt Beach	22	33	8.00	\$1,855,510
Vineyards	23	60	4.60	\$668,861

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.

# NAPLES

MARKET REPORT - JUNE 2020



*Bring Your Highest Expectations™*

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	68	89	9.17	\$461,796
Crayton Road Area Waterfront	185	242	9.17	\$1,458,953
The Dunes	29	39	8.92	\$1,075,936
Grey Oaks	3	8	4.50	\$830,750
Kensington	15	9	20.00	\$479,778
Lely Resort	80	161	5.96	\$305,488
Mediterra	25	13	23.08	\$567,910
Olde Naples	72	117	7.38	\$904,622
Pelican Bay	118	219	6.47	\$1,081,685
Pelican Bay - Bay Colony	25	16	18.75	\$2,877,781
Pelican Marsh	34	79	5.16	\$370,304
Pine Ridge	4	15	3.20	\$204,333
Tiburon	20	36	6.67	\$766,268
Vanderbilt Beach	82	89	11.06	\$965,271
Vineyards	55	116	5.69	\$347,156

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics include Naples, Golden Gate, Golden Gate Estates, and Ave Maria areas.

# MARCO ISLAND

## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.

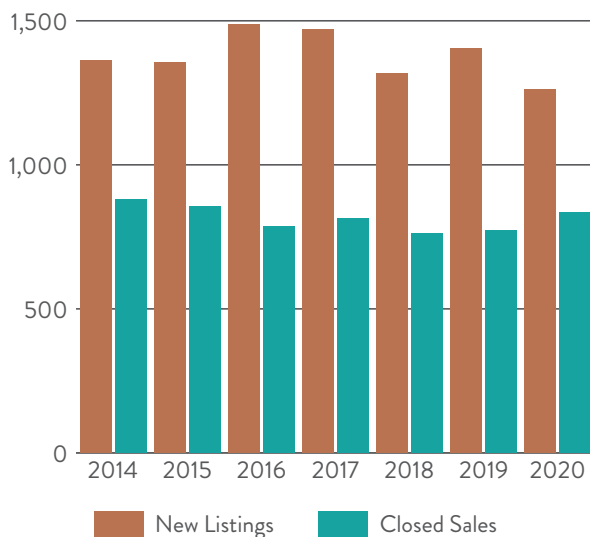


*Bring Your Highest Expectations™*

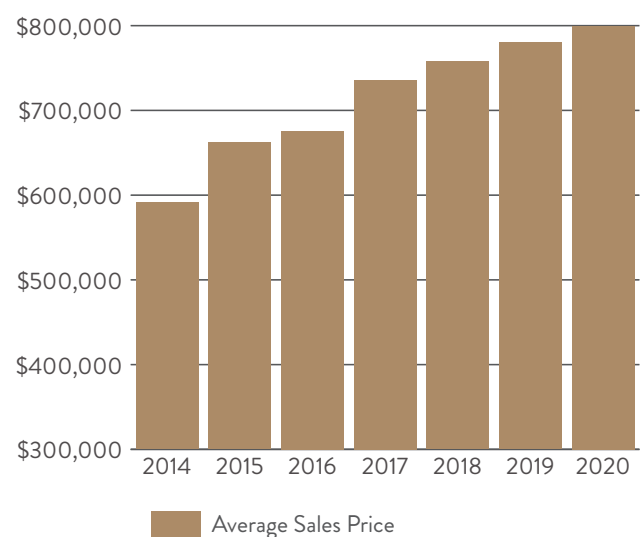
	2014	2015	2016	2017	2018	2019	2020
Listed	1,363	1,355	1,489	1,471	1,317	1,403	1,262
Sold	879	856	787	814	762	774	835
Avg. Sale \$	\$591,427	\$662,161	\$675,943	\$735,610	\$757,689	\$780,213	\$799,755



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 835 properties sold, sales were up 7.9% over the preceding 12-month period when 774 properties were sold. New listings were down 10.1%, from 1,403 to 1,262. The average sales price, at \$799,755, up 2.5% from \$780,213. As of June 30, 2020, inventory stood at 545 units while months of supply was 7.83 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics include Marco Island and Key Marco.



*Bring Your Highest Expectations™*

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	91	120	9.10	\$1,660,929
Golf Course	5	18	3.33	\$559,315
Gulf Front	1	0	—	—
Indirect Waterfront	58	154	4.52	\$1,005,757
Inland	50	99	6.06	\$560,510
Preserve	6	9	8.00	\$1,083,385

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	77	84	11.00	\$354,938
Golf Course	1	2	6.00	\$516,500
Gulf Front	152	179	10.19	\$834,988
Gulf View	23	25	11.04	\$711,740
Indirect Waterfront	15	22	8.18	\$365,314
Inland	54	115	5.63	\$248,896
Preserve	10	7	17.14	\$471,429

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	67	104	7.73	\$775,444
Isles Of Capri	17	21	9.71	\$825,071
Naples Reserve	38	123	3.71	\$477,979
Winding Cypress	16	26	7.38	\$534,217

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	48	114	5.05	\$301,497
Hammock Bay Golf and Country Club	22	28	9.43	\$468,964
Isles Of Capri	14	17	9.88	\$511,994



# BONITA SPRINGS - ESTERO

## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.

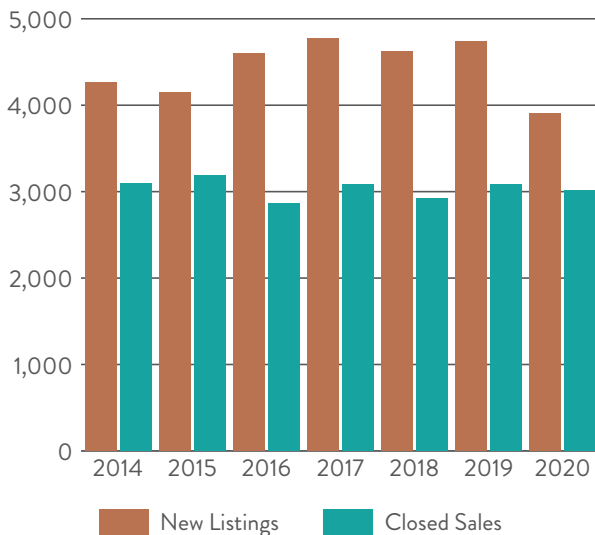


*Bring Your Highest Expectations™*

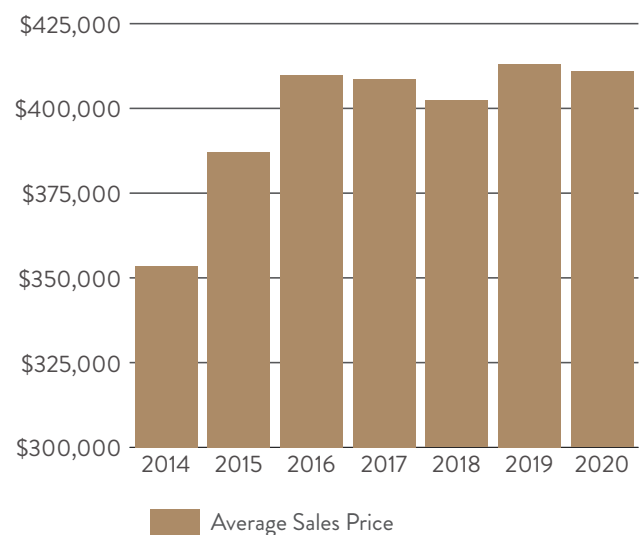
	2014	2015	2016	2017	2018	2019	2020
Listed	4,266	4,150	4,600	4,777	4,620	4,744	3,901
Sold	3,092	3,189	2,863	3,079	2,918	3,083	3,018
Avg. Sale \$	\$353,557	\$387,145	\$409,769	\$408,712	\$402,303	\$413,124	\$410,910



12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 3,018 properties sold, sales were down 2.1% from the preceding 12-month period when 3,083 properties were sold. New listings were down 17.8%, from 4,744 to 3,901. The average sales price, at \$410,910, was down .5% from \$413,124. As of June 30, 2020, inventory stood at 1,167 units while months of supply was 4.64 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data."

# BONITA SPRINGS - ESTERO

MARKET REPORT - JUNE 2020



*Bring Your Highest Expectations™*

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	23	9	30.67	\$4,444,444
Bonita Bay	21	60	4.20	\$1,221,167
Brooks	44	76	6.95	\$679,042
Palmira Golf and Country Club	20	37	6.49	\$570,743
Pelican Landing	26	49	6.37	\$688,051
Pelican Landing - The Colony	11	7	18.86	\$1,398,429
Pelican Sound	0	6	—	\$647,500
West Bay Club	16	18	10.67	\$1,190,425

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	8	14	6.86	\$1,816,607
Bonita Bay	63	110	6.87	\$799,432
Brooks	45	113	4.78	\$270,266
Palmira Golf and Country Club	6	20	3.60	\$332,336
Pelican Landing	32	65	5.91	\$339,372
Pelican Landing - The Colony	46	57	9.68	\$892,774
Pelican Sound	3	62	0.58	\$315,940
West Bay Club	10	27	4.44	\$458,778

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data."

# FORT MYERS

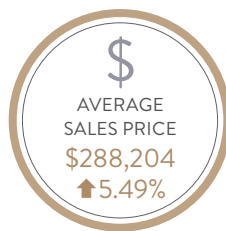
## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.



*Bring Your Highest Expectations™*

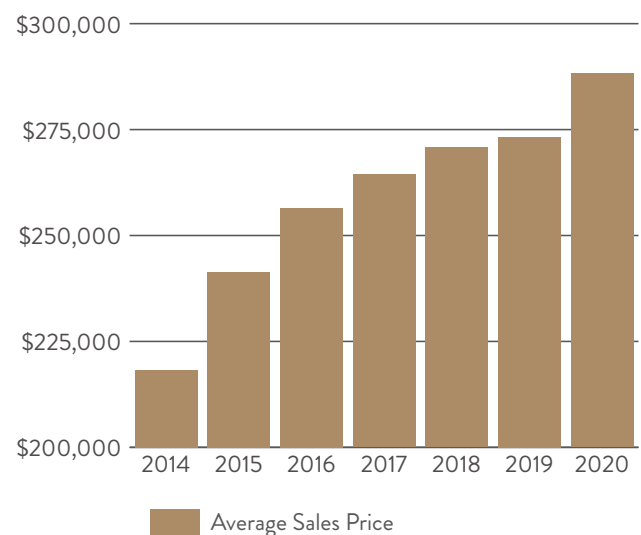
	2014	2015	2016	2017	2018	2019	2020
Listed	10,160	10,711	10,760	11,065	11,096	11,186	8,653
Sold	5,439	5,830	5,475	5,333	5,501	5,635	5,600
Avg. Sale \$	\$218,216	\$241,446	\$256,523	\$264,371	\$270,775	\$273,214	\$288,204



12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 5,600 properties sold, sales were down .6% from the preceding 12-month period when 5,635 properties were sold. New listings were down 22.6%, from 11,186 to 8,653. The average sales price, at \$288,204, was up 5.5% from \$273,214. As of June 30, 2020, inventory stood at 1,750 units while months of supply was 3.75 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics exclude North Fort Myers and East Fort Myers areas.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	13	33	4.73	\$525,733
Colonial Country Club	11	26	5.08	\$337,727
Crown Colony	13	25	6.24	\$581,300
Fiddlesticks Country Club	12	22	6.55	\$479,836
The Forest	8	20	4.80	\$446,650
Gulf Harbour Yacht And Country Club	14	30	5.60	\$751,922
Miromar Lakes Beach And Golf Club	38	32	14.25	\$1,331,639
Parker Lakes	4	34	1.41	\$252,653
Paseo	10	29	4.14	\$445,031
The Plantation	41	112	4.39	\$421,813
Shadow Wood Preserve	7	11	7.64	\$795,073
Town And River	10	26	4.62	\$721,923

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	33	68	5.82	\$180,521
Crown Colony	3	13	2.77	\$250,954
Downtown Fort Myers	115	125	11.04	\$295,511
Fiddlesticks Country Club	9	14	7.71	\$110,214
Gulf Harbour Yacht And Country Club	47	80	7.05	\$422,592
Miromar Lakes Beach And Golf Club	33	40	9.90	\$600,750
Parker Lakes	10	30	4.00	\$186,390
Paseo	34	68	6.00	\$230,051
The Plantation	5	22	2.73	\$276,089
Shadow Wood Preserve	3	9	4.00	\$278,111
Town And River	0	4	—	\$172,200

# FORT MYERS BEACH

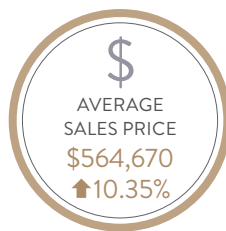
## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.

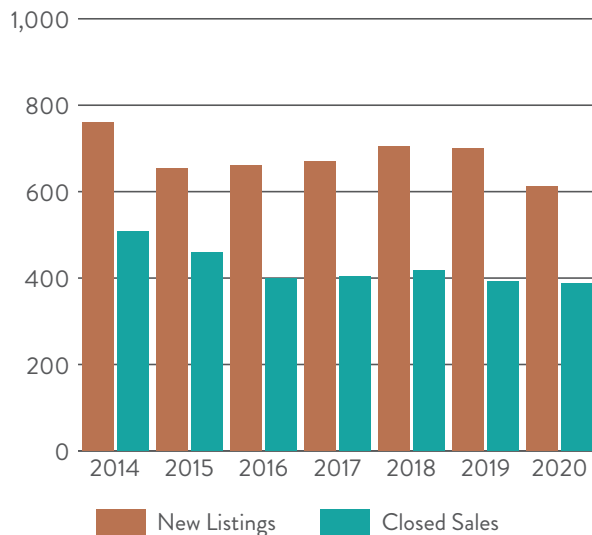


*Bring Your Highest Expectations™*

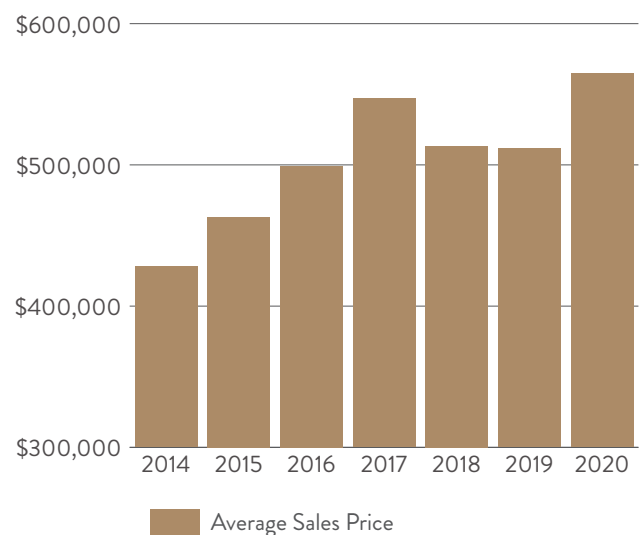
	2014	2015	2016	2017	2018	2019	2020
Listed	761	653	660	671	705	700	613
Sold	509	460	399	404	417	393	388
Avg. Sale \$	\$428,010	\$463,231	\$499,229	\$546,970	\$513,536	\$511,706	\$564,670



### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 388 properties sold, sales were down 1.3% over the preceding 12-month period when 393 properties were sold. New listings were down 12.4%, from 700 to 613. The average sales price, at \$564,670, was up 10.4% from \$511,706. As of June 30, 2020, inventory stood at 246 units while months of supply was 7.61 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data."



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	4	8	6.00	\$786,988
Laguna Shores	13	21	7.43	\$1,100,381
Mcphie Park	10	8	15.00	\$915,563

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	9	5.33	\$444,833
Ocean Harbor Condo	7	9	9.33	\$488,444
Sandarac Condo	3	9	4.00	\$461,167
Waterside At Bay Beach	15	21	8.57	\$631,341



# SANIBEL-CAPTIVA

## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.



*Bring Your Highest Expectations™*

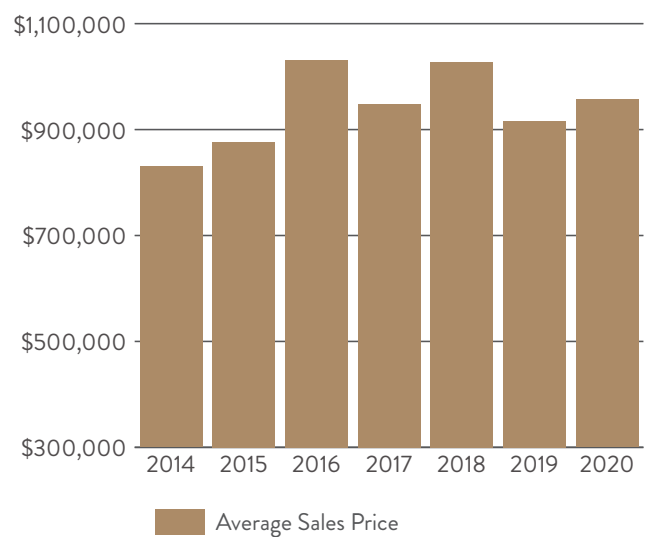
	2014	2015	2016	2017	2018	2019	2020
Listed	593	505	569	617	680	689	732
Sold	390	417	368	397	423	374	389
Avg. Sale \$	\$830,399	\$876,013	\$1,031,708	\$948,097	\$1,028,182	\$915,571	\$956,576



12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 389 properties sold, sales were up 4% over the preceding 12-month period when 374 properties were sold. New listings were up 6.2%, from 689 to 732. The average sales price, at \$956,576, was up 4.5% from \$915,571. As of June 30, 2020, inventory stood at 387 units while months of supply was 11.94 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data."



*Bring Your Highest Expectations™*

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	4	12	4.00	\$940,933
Captiva Island	80	42	22.86	\$1,801,439
Dunes At Sanibel Island	14	26	6.46	\$667,692
Other Sanibel Island Single-Family	134	166	9.69	\$985,608

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	33	22	18.00	\$782,307
Sundial Of Sanibel Condos	8	14	6.86	\$501,500
Other Sanibel Island Condos	113	106	12.79	\$735,763

# CAPE CORAL

## MARKET REPORT - JUNE 2020

Data Represented on 12-Month Rolling Basis.

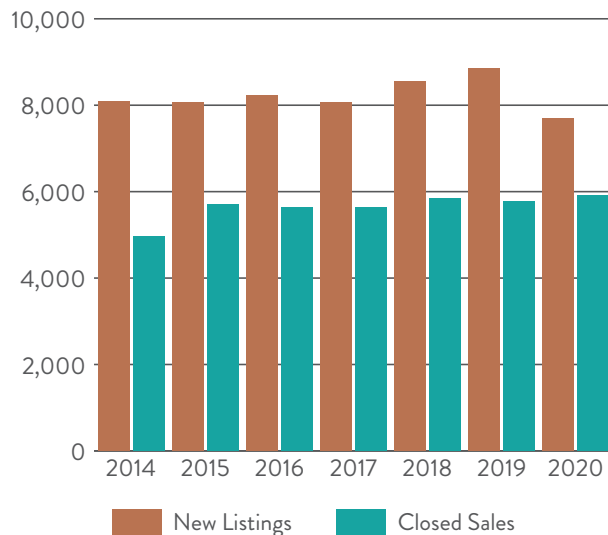


*Bring Your Highest Expectations™*

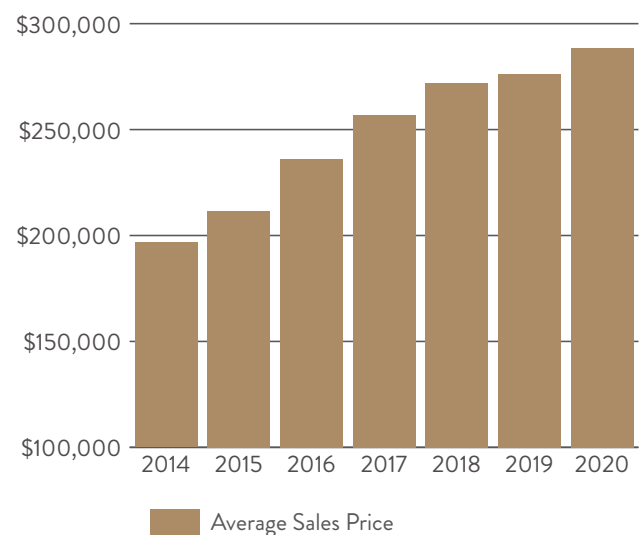
	2014	2015	2016	2017	2018	2019	2020
Listed	8,089	8,057	8,218	8,055	8,558	8,847	7,687
Sold	4,966	5,701	5,626	5,624	5,848	5,763	5,920
Avg. Sale \$	\$196,706	\$211,646	\$236,215	\$256,780	\$271,825	\$276,089	\$288,564



12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 5,920 properties sold, sales were up 2.7% over the preceding 12-month period when 5,763 properties were sold. New listings were down 13.1%, from 8,847 to 7,687. The average sales price, at \$288,564, was up 4.5% from \$276,089. As of June 30, 2020, inventory stood at 1,299 units while months of supply was 2.63 months.

John R. Wood Properties, *Bring Your Highest Expectations.*

"The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Marco Island MLS, Copyright 2020, and the proprietary compilation of that data by John R. Wood Properties, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data." Statistics include Cape Coral, Pine Island, and Burnt Store areas.

# CAPE CORAL

MARKET REPORT - JUNE 2020



*Bring Your Highest Expectations™*

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	10	14	8.57	\$1,240,500
Cape Royal	5	31	1.94	\$494,787
Tarpon Point Marina	2	3	8.00	\$801,333
Yacht Club	11	24	5.50	\$489,256

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	21	27	9.33	\$391,306
Tarpon Point Marina	34	24	17.00	\$606,979



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!**