



Bring Your Highest Expectations™

MONTHLY MARKET REPORT
MARCH 2020



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MONTHLY MARKET REPORT

MARCH 2020

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SOUTHWEST FLORIDA MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.

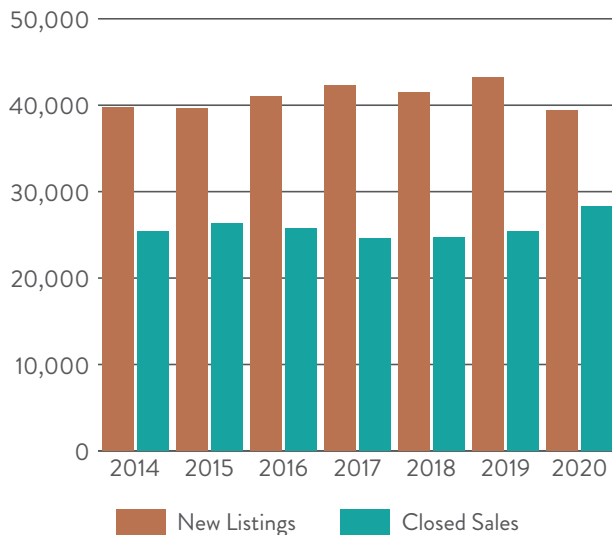


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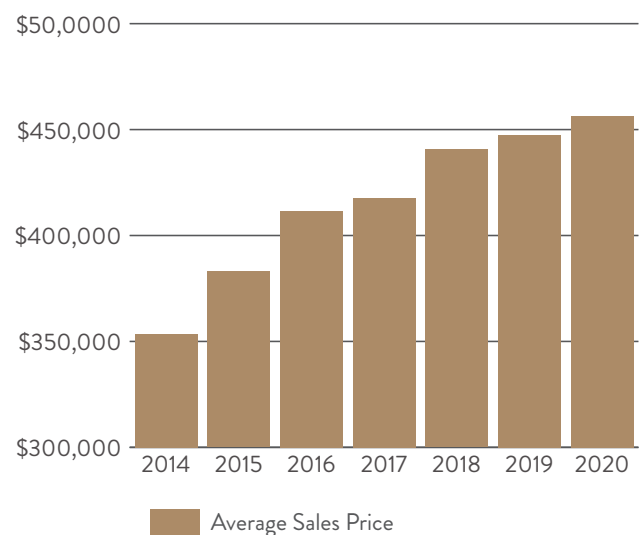
	2014	2015	2016	2017	2018	2019	2020
Listed	39,735	39,574	41,002	42,261	41,465	43,264	39,399
Sold	25,413	26,319	25,693	24,616	24,693	25,387	28,258
Avg. Sale \$	\$353,390	\$382,950	\$411,515	\$417,582	\$440,536	\$447,324	\$456,279



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 28,258 properties sold, sales were up 11.3% over the preceding 12-month period when 25,387 properties were sold. New listings were down 8.9%, from 43,264 to 39,399. The average sales price, at \$456,279 was up 2% from \$447,324. As of April 1, 2020, inventory stood at 12,590 units while months of supply was 5.35 months.

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NAPLES

MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.

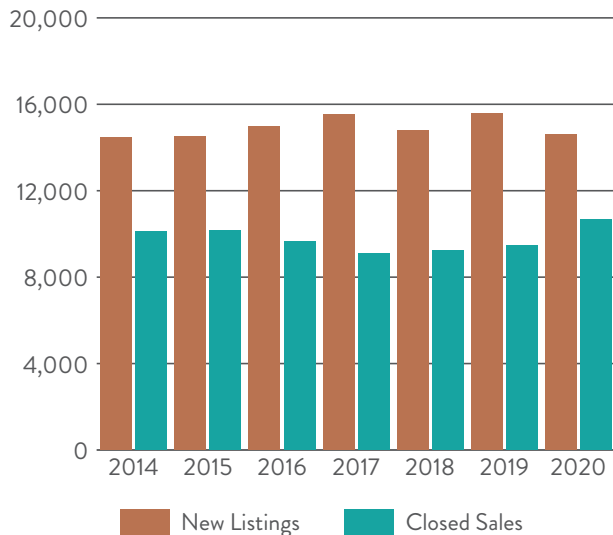


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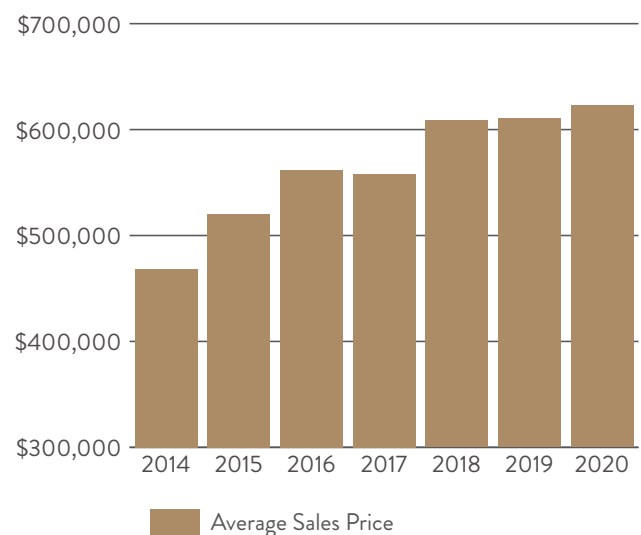
	2014	2015	2016	2017	2018	2019	2020
Listed	14,451	14,487	14,977	15,533	14,792	15,564	14,614
Sold	10,095	10,172	9,667	9,079	9,246	9,482	10,678
Avg. Sale \$	\$468,122	\$520,255	\$562,141	\$558,142	\$608,566	\$610,328	\$622,603



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 10,678 properties sold, sales were up 12.6% over the preceding 12-month period when 9,482 properties were sold. New listings were down 6.1%, from 15,564 to 14,614. The average sales price, at \$622,603, was up 2% from \$610,328. As of April 1, 2020, inventory stood at 5,577 units while months of supply was 6.27 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	26	17	18.35	\$5,179,353
Audubon	32	22	17.45	\$1,172,795
Colliers Reserve	11	16	8.25	\$1,439,994
Crayton Road Area Non-Waterfront	94	135	8.36	\$2,120,690
Crayton Road Area Waterfront	14	22	7.64	\$4,418,636
Crossings	7	9	9.33	\$689,000
Grey Oaks	39	48	9.75	\$2,727,701
Kensington	9	16	6.75	\$904,781
Lely Resort	85	120	8.50	\$648,045
Mediterra	49	46	12.78	\$2,306,996
Monterey	4	24	2.00	\$747,641
Olde Cypress	29	33	10.55	\$783,073
Olde Naples	66	81	9.78	\$4,036,369
Pelican Bay	35	53	7.92	\$2,196,953
Pelican Bay - Bay Colony	12	4	36.00	\$9,573,759
Pelican Marsh	31	56	6.64	\$1,037,817
Pine Ridge	38	34	13.41	\$2,009,793
Port Royal	50	37	16.22	\$9,794,223
Quail Creek	12	28	5.14	\$1,090,675
Quail West	43	48	10.75	\$1,932,937
Royal Harbor	38	32	14.25	\$2,336,844
Tiburon	8	14	6.86	\$1,594,214
Vanderbilt Beach	38	37	12.32	\$1,770,076
Vineyards	32	73	5.26	\$684,579

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	75	92	9.78	\$394,539
Crayton Road Area Waterfront	201	302	7.99	\$1,463,727
The Dunes	31	48	7.75	\$1,124,344
Grey Oaks	1	15	0.80	\$885,067
Kensington	14	11	15.27	\$469,227
Lely Resort	86	203	5.08	\$319,000
Mediterra	23	15	18.40	\$574,456
Olde Naples	84	134	7.52	\$980,943
Pelican Bay	149	270	6.62	\$1,190,319
Pelican Bay - Bay Colony	28	18	18.67	\$3,794,417
Pelican Marsh	67	85	8.42	\$409,610
Pine Ridge	2	21	1.14	\$216,820
Tiburon	20	40	6.00	\$806,441
Vanderbilt Beach	79	111	8.54	\$876,721
Vineyards	62	139	5.35	\$350,698

MARCO ISLAND

MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.

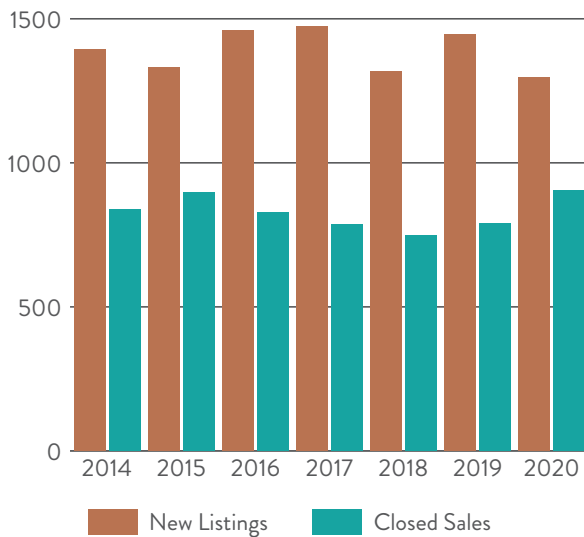


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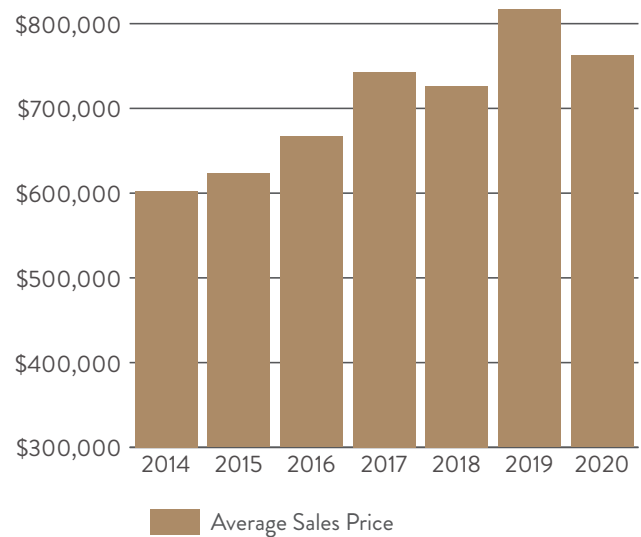
	2014	2015	2016	2017	2018	2019	2020
Listed	1,393	1,330	1,459	1,473	1,318	1,446	1,296
Sold	837	897	829	785	747	791	905
Avg. Sale \$	\$602,322	\$623,095	\$666,720	\$742,703	\$726,141	\$816,624	\$762,564



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 905 properties sold, sales were up 14.4% over the preceding 12-month period when 791 properties were sold. New listings were down 10.4%, from 1,446 to 1,296. The average sales price, at \$762,564, was down 6.6% from \$816,624. As of April 1, 2020, inventory stood at 644 units while months of supply was 8.54 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	115	119	11.60	\$1,582,390
Golf Course	7	18	4.67	\$533,722
Gulf Front	2	0	—	—
Indirect Waterfront	88	170	6.21	\$982,090
Inland	66	116	6.83	\$562,556
Preserve	8	9	10.67	\$1,308,889

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	87	104	10.04	\$373,330
Golf Course	3	1	36.00	\$483,000
Gulf Front	157	186	10.13	\$798,434
Gulf View	26	21	14.86	\$733,071
Indirect Waterfront	18	20	10.80	\$389,195
Inland	62	134	5.55	\$254,502
Preserve	5	6	10.00	\$466,667

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	78	116	8.07	\$765,063
Isles Of Capri	23	19	14.53	\$735,658
Naples Reserve	56	101	6.65	\$522,512
Winding Cypress	17	22	9.27	\$567,893

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	64	132	5.82	\$302,985
Hammock Bay Golf and Country Club	26	40	7.80	\$476,138
Isles Of Capri	18	22	9.82	\$429,855

BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.



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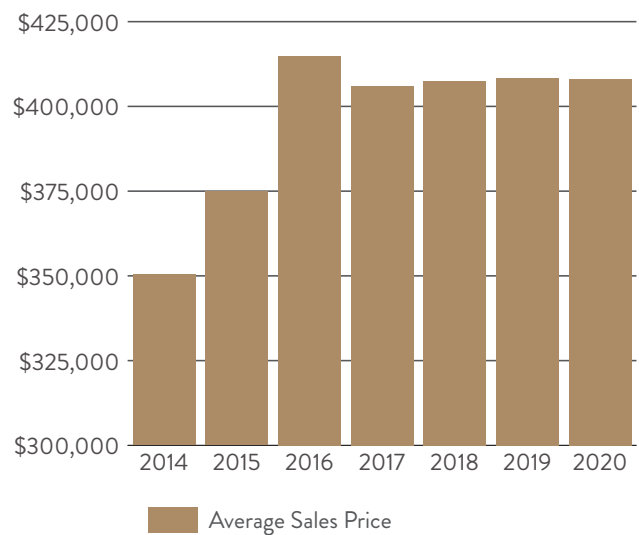
	2014	2015	2016	2017	2018	2019	2020
Listed	4,343	4,016	4,483	4,870	4,570	4,850	4,191
Sold	3,118	3,171	3,021	3,001	2,857	3,049	3,290
Avg. Sale \$	\$350,365	\$374,919	\$414,783	\$405,976	\$407,524	\$408,468	\$407,983



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,290 properties sold, sales were up 7.9% over the preceding 12-month period when 3,049 properties were sold. New listings were down 13.6%, from 4,850 to 4,191. The average sales price, at \$407,983, was static. As of April 1, 2020, inventory stood at 1,480 units while months of supply was 5.4 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	28	16	21.00	\$4,198,125
Bonita Bay	34	61	6.69	\$1,189,651
Brooks	55	86	7.67	\$717,294
Palmira Golf and Country Club	19	47	4.85	\$560,489
Pelican Landing	33	57	6.95	\$767,849
Pelican Landing - The Colony	14	8	21.00	\$1,798,625
Pelican Sound	1	6	2.00	\$710,833
West Bay Club	23	16	17.25	\$1,135,978

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	7	18	4.67	\$1,746,528
Bonita Bay	86	133	7.76	\$733,421
Brooks	45	140	3.86	\$274,881
Palmira Golf and Country Club	12	28	5.14	\$325,031
Pelican Landing	37	92	4.83	\$335,414
Pelican Landing - The Colony	35	67	6.27	\$887,359
Pelican Sound	3	67	0.54	\$289,764
West Bay Club	11	27	4.89	\$465,852

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FORT MYERS

MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.

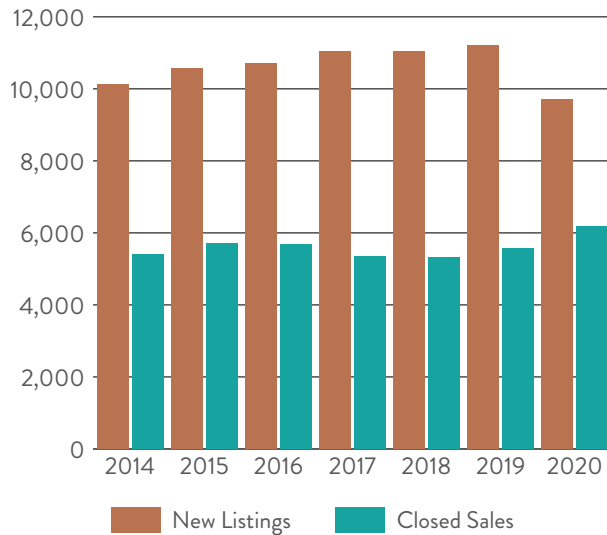


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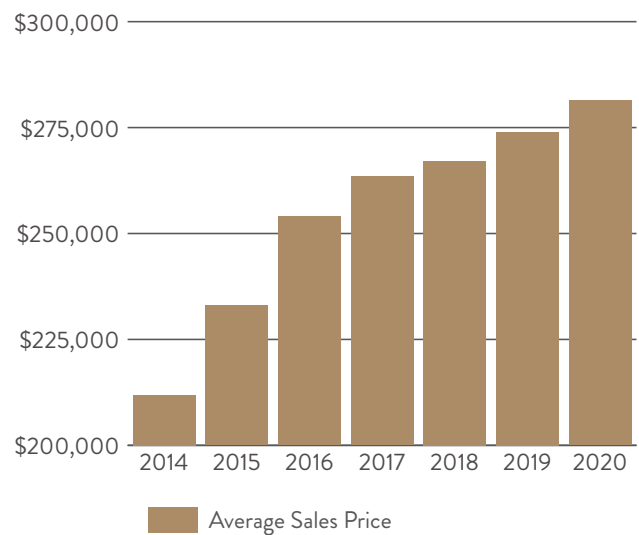
	2014	2015	2016	2017	2018	2019	2020
Listed	10,135	10,563	10,707	11,040	11,030	11,218	9,717
Sold	5,400	5,718	5,687	5,342	5,322	5,576	6,181
Avg. Sale \$	\$211,905	\$233,013	\$253,993	\$263,456	\$267,110	\$274,003	\$281,376



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,181 properties sold, sales were up 10.9% over the preceding 12-month period when 5,576 properties were sold. New listings were down 13.4%, from 11,218 to 9,717. The average sales price, at \$281,376, was up 2.7% from \$274,003. As of April 1, 2020, inventory stood at 2,226 units while months of supply was 4.32 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	17	30	6.80	\$524,087
Colonial Country Club	9	25	4.32	\$345,012
Crown Colony	12	28	5.14	\$557,714
Fiddlesticks Country Club	18	23	9.39	\$460,022
The Forest	10	21	5.71	\$401,805
Gulf Harbour Yacht And Country Club	23	33	8.36	\$786,950
Miromar Lakes Beach And Golf Club	42	34	14.82	\$1,185,204
Parker Lakes	6	32	2.25	\$253,588
Paseo	10	24	5.00	\$437,996
The Plantation	47	108	5.22	\$422,691
Shadow Wood Preserve	9	11	9.82	\$770,527
Town And River	15	27	6.67	\$747,128

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	36	86	5.02	\$190,557
Crown Colony	6	13	5.54	\$253,838
Downtown Fort Myers	118	147	9.63	\$276,537
Fiddlesticks Country Club	7	18	4.67	\$130,833
Gulf Harbour Yacht And Country Club	47	95	5.94	\$430,989
Miromar Lakes Beach And Golf Club	38	45	10.13	\$583,300
Parker Lakes	15	40	4.50	\$186,978
Paseo	31	78	4.77	\$226,825
The Plantation	13	33	4.73	\$284,032
Shadow Wood Preserve	4	12	4.00	\$256,992
Town And River	1	4	3.00	\$177,575

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FORT MYERS BEACH

MARKET REPORT - MARCH 2020



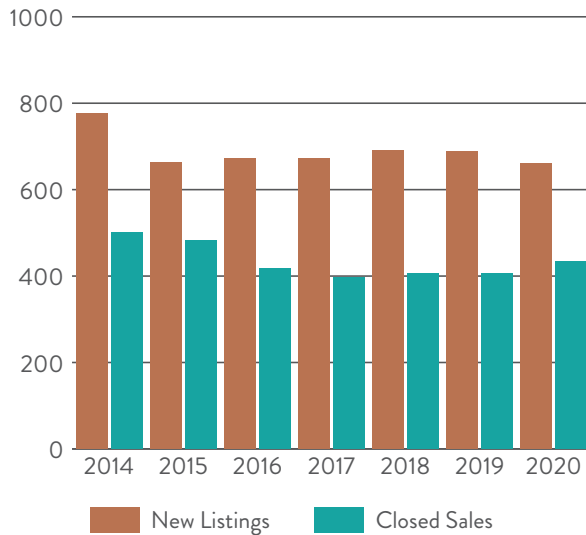
Data Represented on 12-Month Rolling Basis.

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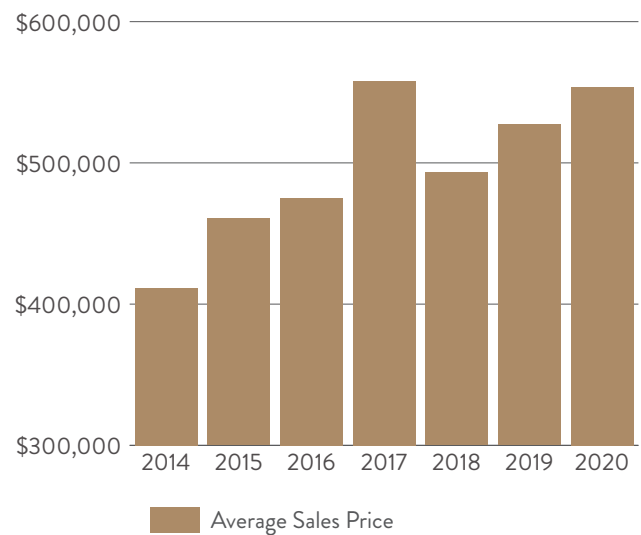
	2014	2015	2016	2017	2018	2019	2020
Listed	776	663	673	673	691	689	660
Sold	502	482	418	397	406	407	433
Avg. Sale \$	\$411,572	\$460,577	\$475,364	\$558,173	\$493,131	\$527,228	\$553,506



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 433 properties sold, sales were up 6.4% over the preceding 12-month period when 407 properties were sold. New listings were down 4.2%, from 689 to 660. The average sales price, at \$553,506, was up 4.95% from \$527,228. As of April 1, 2020, inventory stood at 284 units while months of supply was 7.87 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	4	10	4.80	\$745,825
Laguna Shores	18	19	11.37	\$1,211,474
Mcphie Park	7	8	10.50	\$1,009,313

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	6	11	6.55	\$472,273
Ocean Harbor Condo	9	9	12.00	\$537,611
Sandarac Condo	4	10	4.80	\$495,800
Waterside At Bay Beach	12	23	6.26	\$638,616

SANIBEL-CAPTIVA

MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.

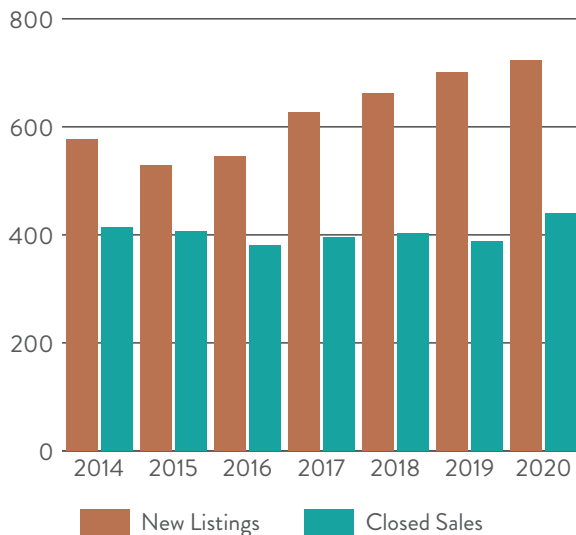


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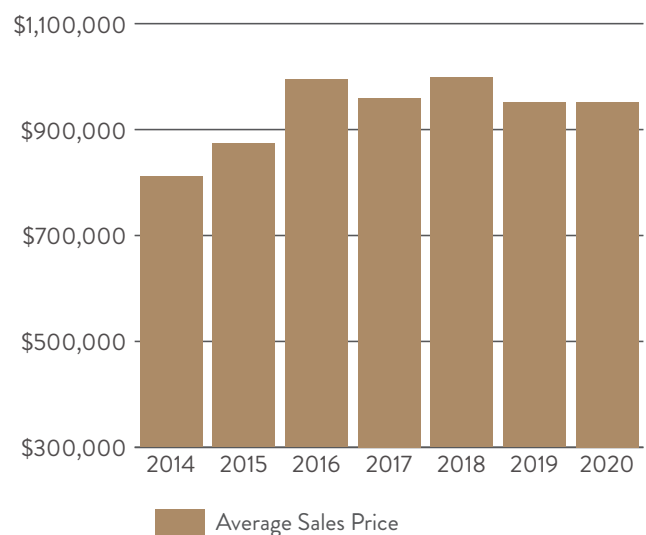
	2014	2015	2016	2017	2018	2019	2020
Listed	577	528	546	626	661	700	723
Sold	413	407	381	395	402	387	439
Avg. Sale \$	\$811,400	\$873,736	\$994,632	\$960,224	\$998,569	\$951,097	\$952,507



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 439 properties sold, sales were up 13.4% over the preceding 12-month period when 387 properties were sold. New listings were up 3.3%, from 700 to 723. The average sales price, at \$952,507, was static. As of April 1, 2020, inventory stood at 455 units while months of supply was 12.44 months.

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Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	10	16	7.50	\$916,062
Captiva Island	88	49	21.55	\$1,788,699
Dunes At Sanibel Island	18	20	10.80	\$718,925
Other Sanibel Island Single-Family	168	188	10.72	\$982,018

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	42	21	24.00	\$717,964
Sundial Of Sanibel Condos	9	17	6.35	\$529,618
Other Sanibel Island Condos	119	128	11.16	\$714,755

CAPE CORAL

MARKET REPORT - MARCH 2020

Data Represented on 12-Month Rolling Basis.



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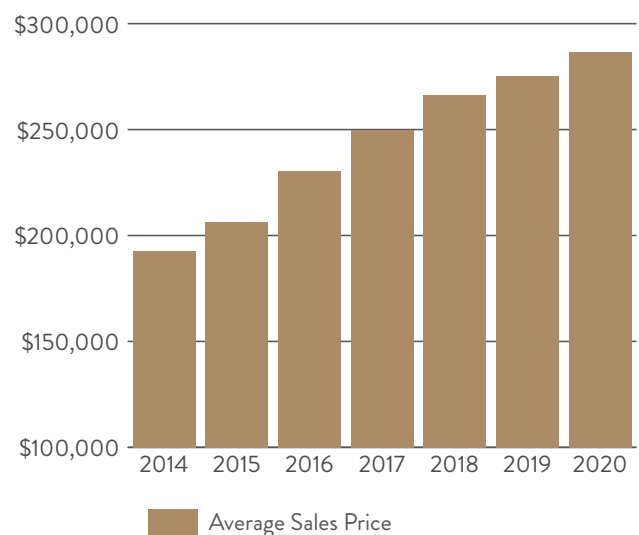
	2014	2015	2016	2017	2018	2019	2020
Listed	8,060	7,987	8,157	8,046	8,403	8,797	8,198
Sold	5,048	5,472	5,690	5,617	5,716	5,695	6,332
Avg. Sale \$	\$192,636	\$206,334	\$230,395	\$249,637	\$266,449	\$275,190	\$286,781



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,332 properties sold, sales were up 11.2% over the preceding 12-month period when 5,695 properties were sold. New listings were down 6.8%, from 8,797 to 8,198. The average sales price, at \$286,781, was up 4.2% from \$275,190. As of April 1, 2020, inventory stood at 1,924 units while months of supply was 3.65 months.

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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 1, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	13	16	9.75	\$1,336,688
Cape Royal	7	34	2.47	\$489,026
Tarpon Point Marina	3	1	36.00	\$779,000
Yacht Club	14	28	6.00	\$476,702

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	23	33	8.36	\$399,323
Tarpon Point Marina	32	34	11.29	\$604,375



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!

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