



Bring Your Highest Expectations™

MONTHLY MARKET REPORT

NOVEMBER 2020



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MONTHLY MARKET REPORT

NOVEMBER 2020

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SOUTHWEST FLORIDA

MARKET REPORT - NOVEMBER 2020



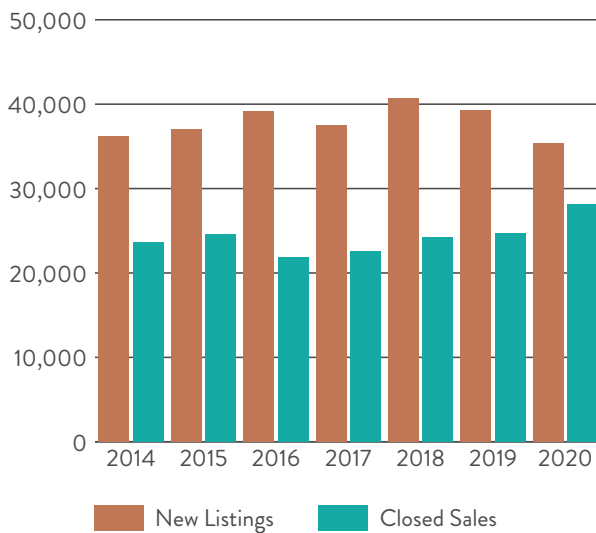
Data Represented on 12-Month Rolling Basis.

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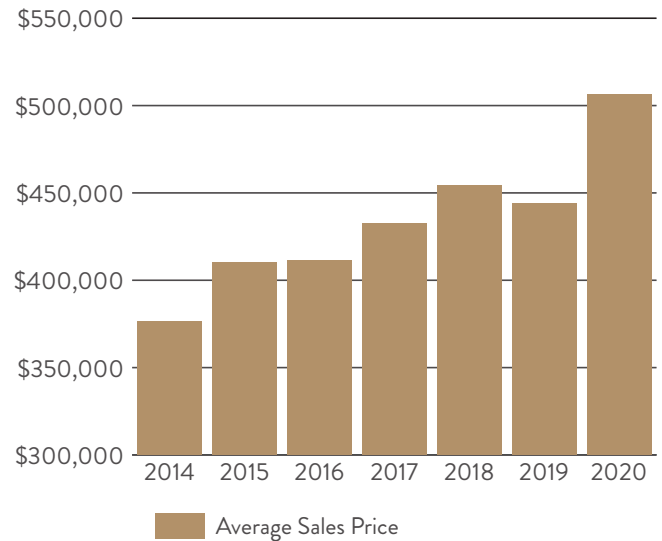
	2014	2015	2016	2017	2018	2019	2020
Listed	39,130	40,072	42,170	40,603	44,019	42,340	38,145
Sold	25,585	26,835	24,025	24,515	26,212	26,478	30,489
Avg. Sale \$	\$373,050	\$406,493	\$409,816	\$432,327	\$450,636	\$443,908	\$502,355



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 30,489 properties sold, sales were up 15.1% over the preceding 12-month period when 26,478 properties were sold. New listings were down 10%, from 42,340 to 38,145. The average sales price was up 13.2%, from \$443,908 to \$502,355. As of November 30, 2020, inventory stood at 7,099 units while months of supply was 2.79 months.

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NAPLES

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

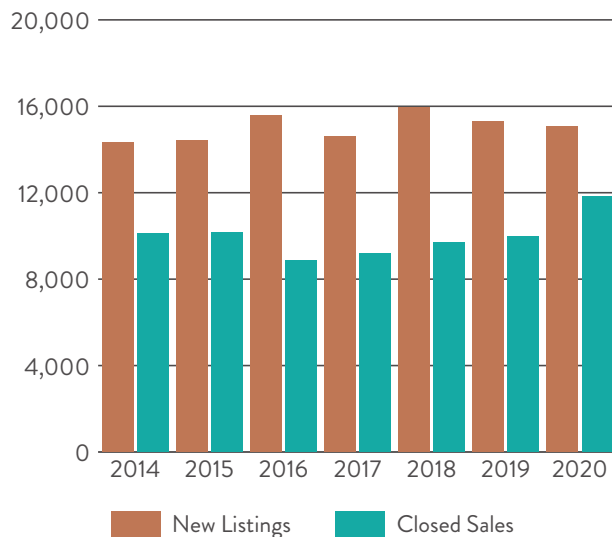


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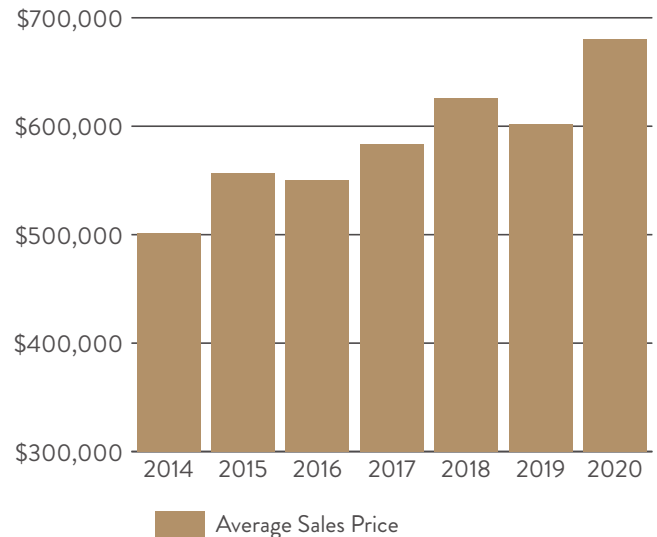
	2014	2015	2016	2017	2018	2019	2020
Listed	14,303	14,436	15,589	14,608	15,947	15,291	15,059
Sold	10,111	10,143	8,855	9,168	9,704	9,985	11,848
Avg. Sale \$	\$501,564	\$557,218	\$550,598	\$583,462	\$626,360	\$601,639	\$680,624



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 11,848 properties sold, sales were up 18.7% over the preceding 12-month period when 9,985 properties were sold. New listings were down 1.5%, from 15,291 to 15,059. The average sales price was up 13.1%, from \$601,639 to \$680,624. As of November 30, 2020, inventory stood at 3,362 units while months of supply was 3.41 months.

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NAPLES

MARKET REPORT - NOVEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	20	35	6.86	\$4,920,573
Audubon	11	40	3.30	\$1,097,091
Colliers Reserve	4	20	2.40	\$1,554,845
Crayton Road Area Non-Waterfront	50	142	4.23	\$2,076,698
Crayton Road Area Waterfront	3	23	1.57	\$4,972,676
Crossings	3	16	2.25	\$811,588
Grey Oaks	20	69	3.48	\$2,614,915
Kensington	3	14	2.57	\$814,672
Lely Resort	42	139	3.63	\$678,509
Mediterra	34	52	7.85	\$2,057,397
Monterey	7	21	4.00	\$834,548
Olde Cypress	11	41	3.22	\$835,637
Olde Naples	38	90	5.07	\$3,914,672
Pelican Bay	16	54	3.56	\$2,626,267
Pelican Bay - Bay Colony	7	7	12.00	\$6,086,429
Pelican Marsh	14	58	2.90	\$1,135,786
Pine Ridge	19	52	4.38	\$2,265,894
Port Royal	30	42	8.57	\$8,935,000
Quail Creek	8	19	5.05	\$1,262,316
Quail West	13	69	2.26	\$2,170,429
Royal Harbor	17	49	4.16	\$2,626,571
Tiburon	3	16	2.25	\$1,935,563
Vanderbilt Beach	15	44	4.09	\$2,020,076
Vineyards	7	83	1.01	\$699,836

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NAPLES

MARKET REPORT - NOVEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	46	116	4.76	\$431,644
Crayton Road Area Waterfront	154	297	6.22	\$1,486,277
The Dunes	18	49	4.41	\$1,081,213
Grey Oaks	2	9	2.67	\$1,009,544
Kensington	13	15	10.40	\$431,393
Lely Resort	63	174	4.34	\$311,155
Mediterra	11	17	7.76	\$561,441
Olde Naples	69	128	6.47	\$934,362
Pelican Bay	112	274	4.91	\$1,033,744
Pelican Bay - Bay Colony	12	27	5.33	\$2,615,815
Pelican Marsh	21	87	2.90	\$402,922
Pine Ridge	3	23	1.57	\$213,457
Tiburon	20	39	6.15	\$803,712
Vanderbilt Beach	53	105	6.06	\$965,087
Vineyards	33	133	2.98	\$372,159

MARCO ISLAND

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

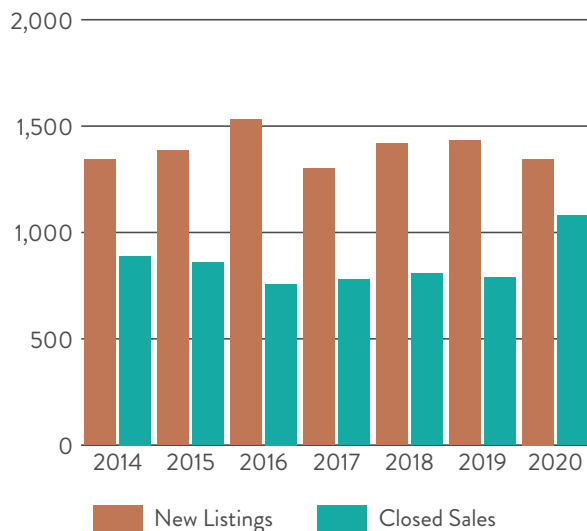


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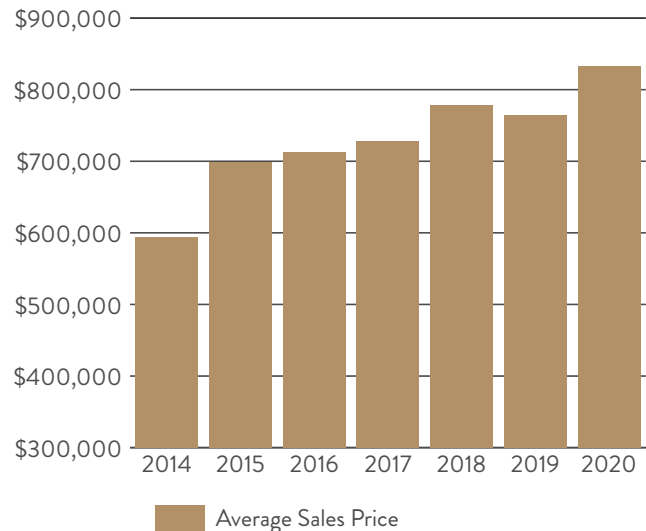
	2014	2015	2016	2017	2018	2019	2020
Listed	1,342	1,386	1,532	1,301	1,417	1,432	1,346
Sold	889	860	758	778	808	788	1,080
Avg. Sale \$	\$593,845	\$699,010	\$712,455	\$728,786	\$778,340	\$763,892	\$832,854



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 1,080 properties sold, sales were up 37.1% over the preceding 12-month period when 788 properties were sold. New listings were down 6%, from 1,432 to 1,346. The average sales price was up 9%, from \$763,892 to \$832,854. As of November 30, 2020, inventory stood at 402 units while months of supply was 4.47 months.

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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	61	163	4.49	\$1,634,594
Golf Course	4	11	4.36	\$531,015
Gulf Front	3	1	36.00	\$3,800,000
Indirect Waterfront	28	204	1.65	\$1,074,120
Inland	19	144	1.58	\$598,516
Preserve	9	11	9.82	\$1,173,224

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	64	116	6.62	\$377,742
Golf Course	0	4	—	\$653,250
Gulf Front	128	212	7.25	\$862,858
Gulf View	19	31	7.35	\$696,000
Indirect Waterfront	11	31	4.26	\$390,844
Inland	50	146	4.11	\$269,941
Preserve	6	6	12.00	\$477,083

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	23	163	1.69	\$793,689
Isles Of Capri	11	22	6.00	\$982,705
Naples Reserve	18	135	1.60	\$566,988
Winding Cypress	5	40	1.50	\$560,193

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	24	146	1.97	\$310,984
Hammock Bay Golf and Country Club	22	34	7.76	\$452,470
Isles Of Capri	11	24	5.50	\$526,329

BONITA SPRINGS - ESTERO

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

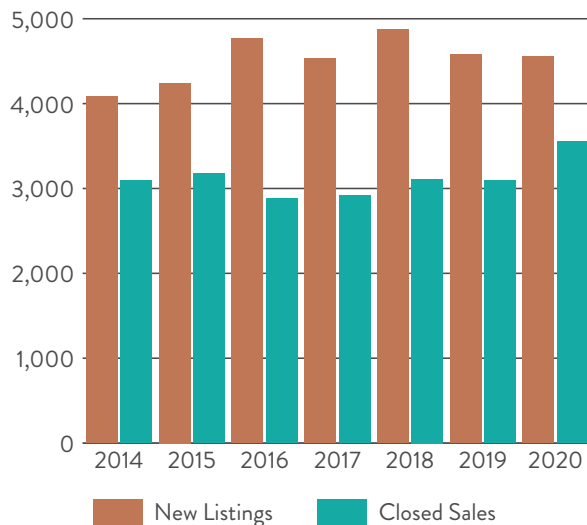


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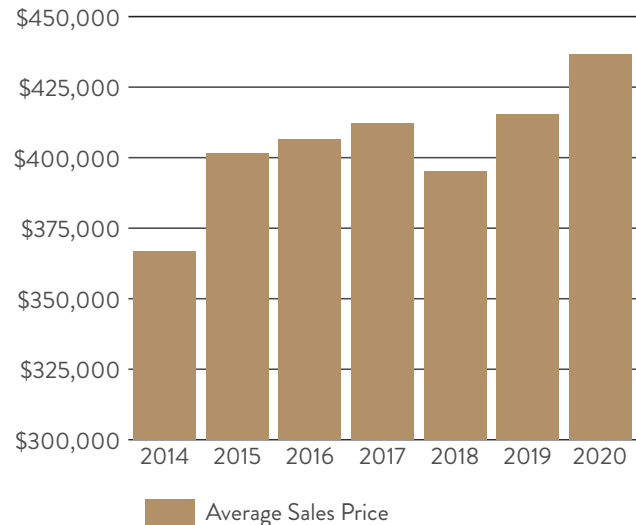
	2014	2015	2016	2017	2018	2019	2020
Listed	4,082	4,243	4,763	4,535	4,873	4,581	4,558
Sold	3,099	3,175	2,883	2,922	3,111	3,098	3,556
Avg. Sale \$	\$366,906	\$401,716	\$406,403	\$412,107	\$395,259	\$415,504	\$436,783



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,556 properties sold, sales were up 14.8% from the preceding 12-month period when 4,581 properties were sold. New listings up .5%, from 4,581 to 4,558. The average sales price was up 5.1%, from \$415,504 to \$436,783. As of November 30, 2020, inventory stood at 884 units while months of supply was 2.98 months.

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BONITA SPRINGS - ESTERO

MARKET REPORT - NOVEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	17	25	8.16	\$3,807,400
Bonita Bay	25	58	5.17	\$1,362,946
Brooks	13	75	2.08	\$806,411
Palmira Golf and Country Club	6	41	1.76	\$610,146
Pelican Landing	14	57	2.95	\$744,491
Pelican Landing - The Colony	11	13	10.15	\$1,608,385
Pelican Sound	1	11	1.09	\$673,182
West Bay Club	9	29	3.72	\$1,208,559

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	7	19	4.42	\$1,634,237
Bonita Bay	68	138	5.91	\$821,795
Brooks	39	137	3.42	\$276,284
Palmira Golf and Country Club	6	28	2.57	\$322,917
Pelican Landing	23	94	2.94	\$347,756
Pelican Landing - The Colony	37	66	6.73	\$830,835
Pelican Sound	1	59	0.20	\$309,408
West Bay Club	8	30	3.20	\$507,330

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FORT MYERS

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

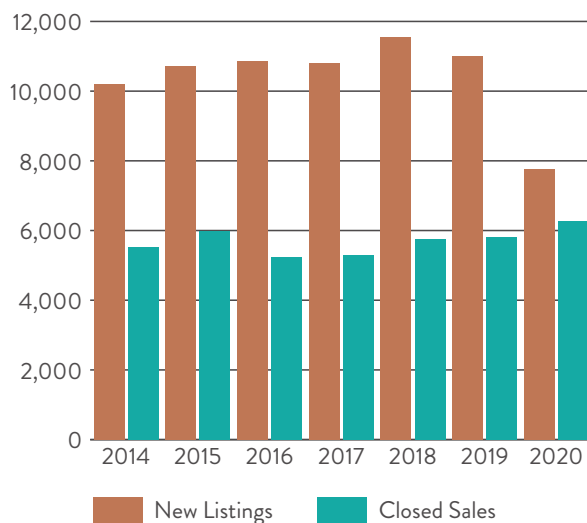


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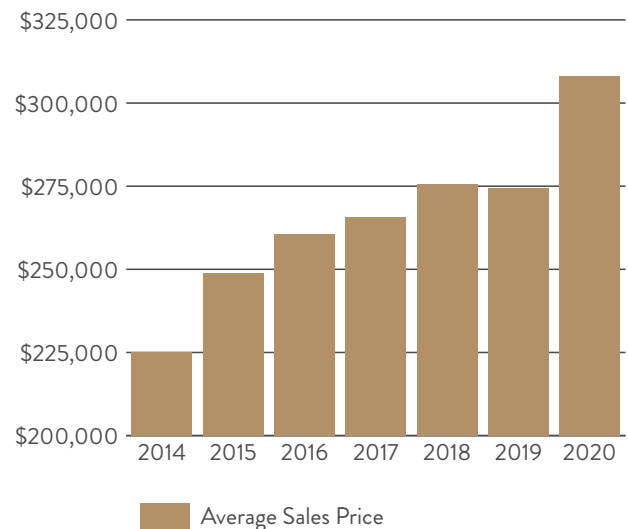
	2014	2015	2016	2017	2018	2019	2020
Listed	10,193	10,708	10,855	10,799	11,540	11,013	7,775
Sold	5,512	5,969	5,230	5,285	5,743	5,812	6,256
Avg. Sale \$	\$225,205	\$248,839	\$260,445	\$265,579	\$275,559	\$274,445	\$308,138



12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 6,256 properties sold, sales were up 7.6% from the preceding 12-month period when 5,812 properties were sold. New listings were down 29.4%, from 11,013 to 7,775. The average sales price was up 12.3%, from \$274,445 to \$308,138. As of November 30, 2020, inventory stood at 1,209 units while months of supply was 2.32 months.

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FORT MYERS

MARKET REPORT - NOVEMBER 2020



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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	11	35	3.77	\$538,880
Colonial Country Club	6	25	2.88	\$365,300
Crown Colony	8	38	2.53	\$556,997
Fiddlesticks Country Club	11	27	4.89	\$551,089
The Forest	3	26	1.38	\$473,481
Gulf Harbour Yacht And Country Club	10	39	3.08	\$774,572
Miromar Lakes Beach And Golf Club	30	55	6.55	\$1,644,555
Parker Lakes	5	28	2.14	\$253,257
Paseo	2	32	0.75	\$478,669
The Plantation	16	141	1.36	\$433,672
Shadow Wood Preserve	2	12	2.00	\$748,275
Town And River	7	27	3.11	\$694,444

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	18	92	2.35	\$192,709
Crown Colony	1	17	0.71	\$258,347
Downtown Fort Myers	70	139	6.04	\$304,013
Fiddlesticks Country Club	5	18	3.33	\$128,754
Gulf Harbour Yacht And Country Club	30	97	3.71	\$483,244
Miromar Lakes Beach And Golf Club	35	57	7.37	\$583,833
Parker Lakes	6	39	1.85	\$188,531
Paseo	36	93	4.65	\$230,381
The Plantation	4	39	1.23	\$283,036
Shadow Wood Preserve	1	10	1.20	\$273,700
Town And River	1	2	6.00	\$193,500

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FORT MYERS BEACH

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

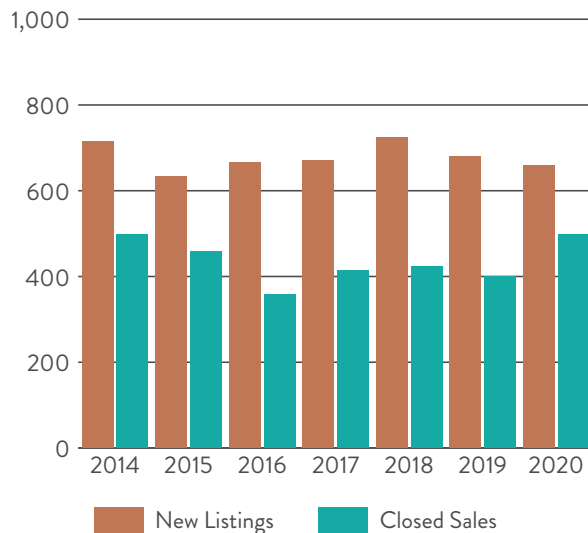


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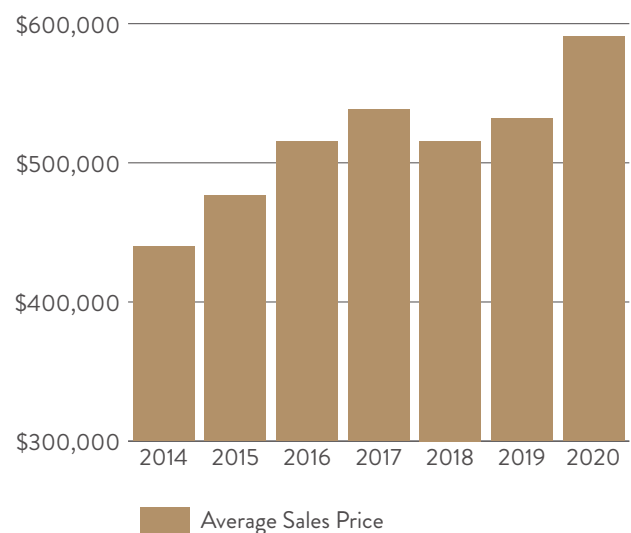
	2014	2015	2016	2017	2018	2019	2020
Listed	715	633	666	670	723	681	659
Sold	499	459	359	414	424	401	499
Avg. Sale \$	\$439,680	\$476,607	\$515,092	\$538,242	\$515,733	\$531,645	\$590,667



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 499 properties sold, sales were up 24.4% from the preceding 12-month period when 401 properties were sold. New listings were down 3.2%, from 681 to 659. The average sales price was up 11.1%, from \$531,645 to \$590,667. As of November 30, 2020, inventory stood at 181 units while months of supply was 4.35 months.

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Neighborhood Snapshot Report[©]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	2	10	2.40	\$883,200
Laguna Shores	9	26	4.15	\$770,385
Mcphie Park	3	14	2.57	\$627,214

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	9	6.67	\$467,500
Ocean Harbor Condo	4	11	4.36	\$524,636
Sandarac Condo	3	8	4.50	\$482,875
Waterside At Bay Beach	11	22	6.00	\$644,425

SANIBEL-CAPTIVA

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

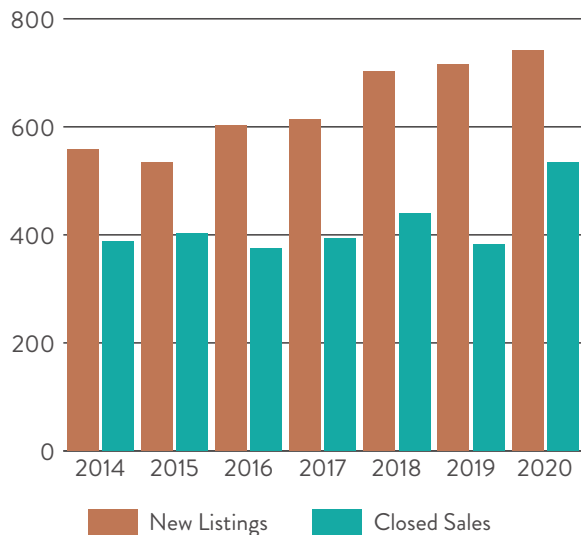


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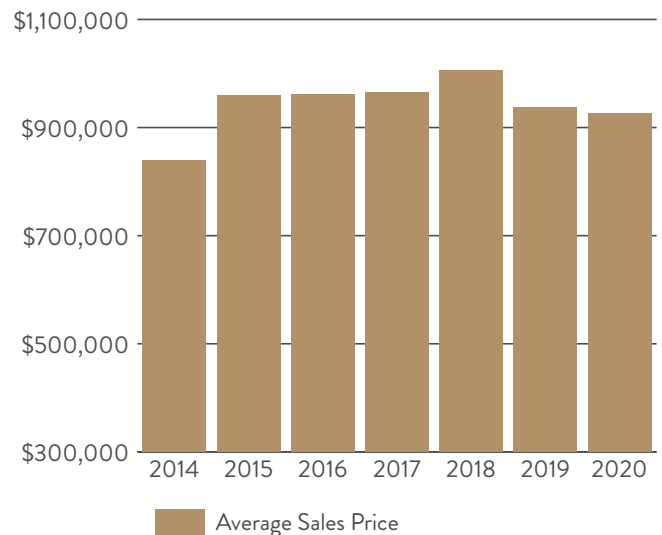
	2014	2015	2016	2017	2018	2019	2020
Listed	558	534	603	614	702	716	742
Sold	338	402	374	394	440	383	535
Avg. Sale \$	\$839,996	\$959,960	\$960,788	\$965,807	\$1,005,247	\$937,883	\$926,515



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 535 properties sold, sales were up 39.7% over the preceding 12-month period when 383 properties were sold. New listings were up 3.6%, from 716 to 742. The average sales price was down 1.2%, from \$937,883 to \$926,515. As of November 30, 2020, inventory stood at 244 units while months of supply was 5.47 months.

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SANIBEL-CAPTIVA

MARKET REPORT - NOVEMBER 2020



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12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2020

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	4	16	3.00	\$902,090
Captiva Island	47	63	8.95	\$1,534,687
Dunes At Sanibel Island	2	34	0.71	\$700,630
Other Sanibel Island Single-Family	72	220	3.93	\$984,330

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	19	31	7.35	\$698,645
Sundial Of Sanibel Condos	8	19	5.05	\$576,447
Other Sanibel Island Condos	92	152	7.26	\$725,674

CAPE CORAL

MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

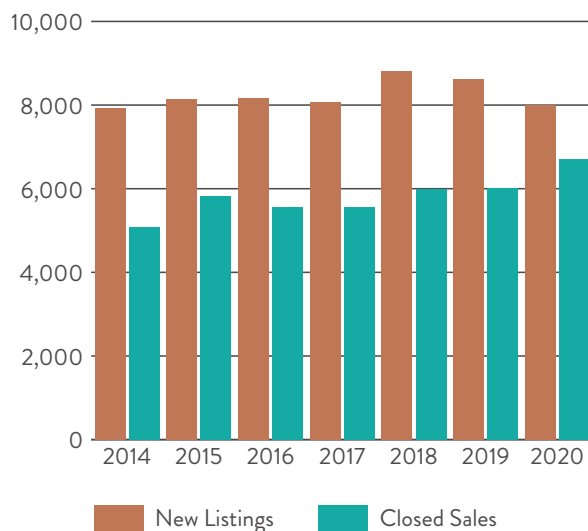


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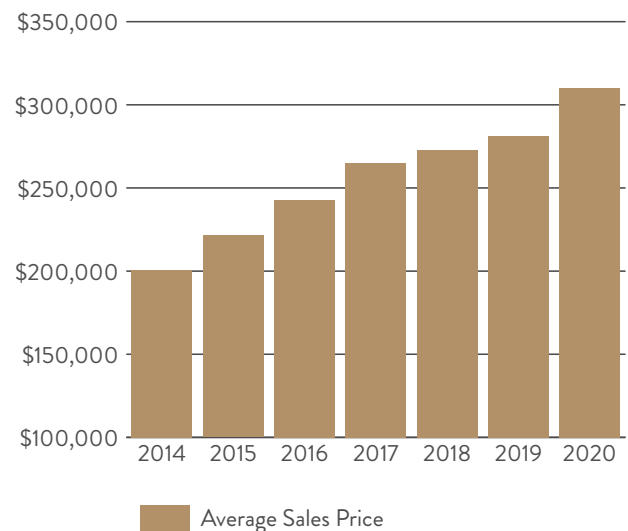
	2014	2015	2016	2017	2018	2019	2020
Listed	7,937	8,132	8,162	8,076	8,817	8,626	8,006
Sold	5,087	5,827	5,566	5,554	5,982	6,011	6,715
Avg. Sale \$	\$200,817	\$221,349	\$242,941	\$264,891	\$272,702	\$281,099	\$309,968



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,715 properties sold, sales were up 11.7% over the preceding 12-month period when 6,011 properties were sold. New listings were down 7.2%, from 8,626 to 8,006. The average sales price was up 10.3%, from \$281,099 to \$309,968. As of November 30, 2020, inventory stood at 817 units while months of supply was 1.46 months.

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CAPE CORAL

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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	2	10	2.40	\$883,200
Cape Royal	9	26	4.15	\$770,385
Tarpon Point Marina	3	14	2.57	\$627,214
Yacht Club	45	117	4.62	\$910,487

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	8	41	2.34	\$413,031
Tarpon Point Marina	20	36	6.67	\$588,417



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!