



Bring Your Highest Expectations™

MONTHLY MARKET REPORT, MARCH 2016

For the Naples / Bonita Springs / Estero Market Area

Market Report[®] – March 2016

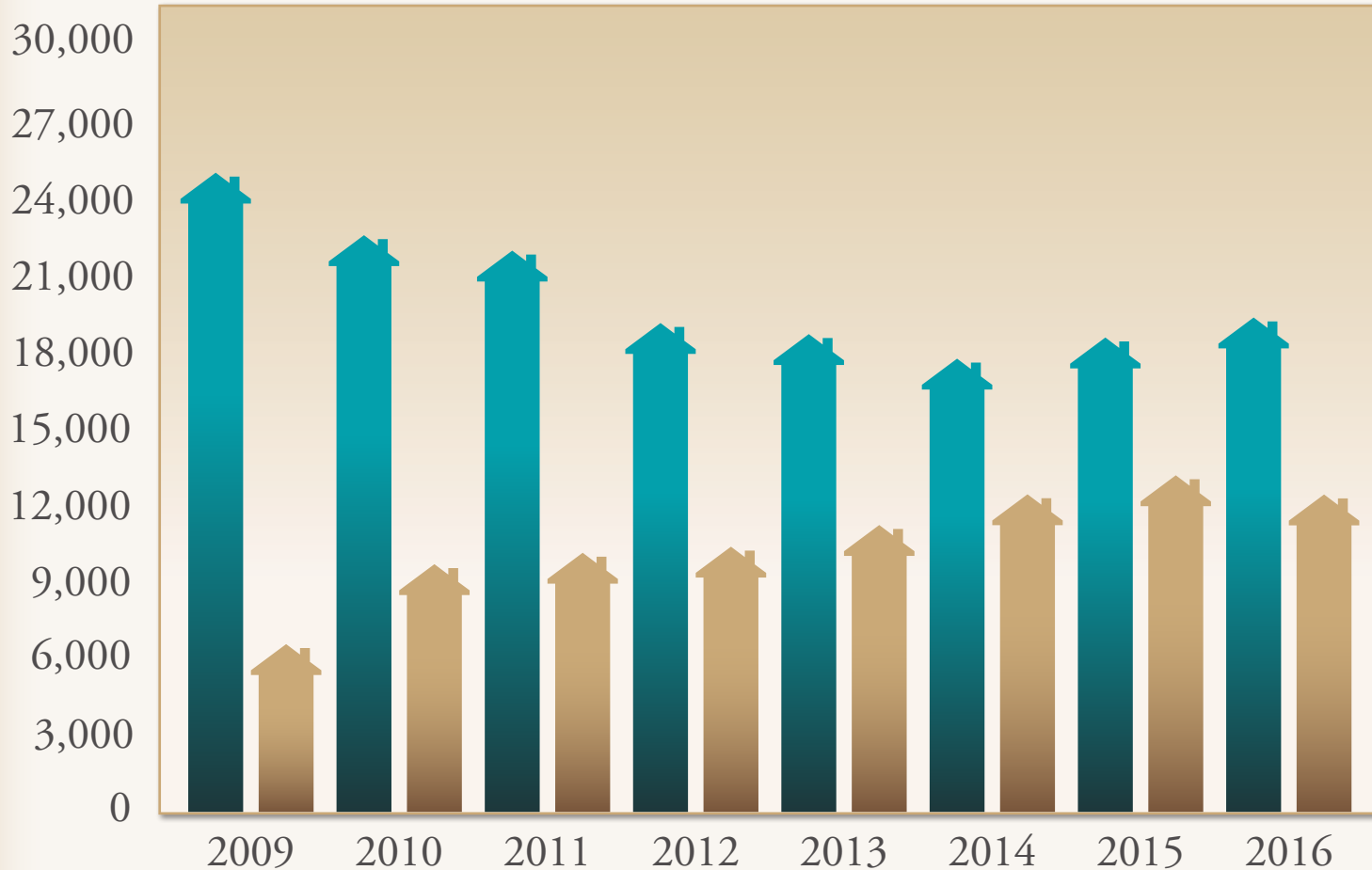
Naples / Bonita Springs / Estero Market Area



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12-MONTH COMPARISONS

NEW LISTINGS / CLOSED UNITS



NEW LISTINGS

2016	19,440
2015	18,653
2014	17,821
2013	18,787
2012	19,223
2011	22,071
2010	22,678
2009	25,137

CLOSED UNITS

2016	12,478
2015	13,232
2014	12,485
2013	11,276
2012	10,424
2011	10,184
2010	9,736
2009	6,591

John R. Wood Properties

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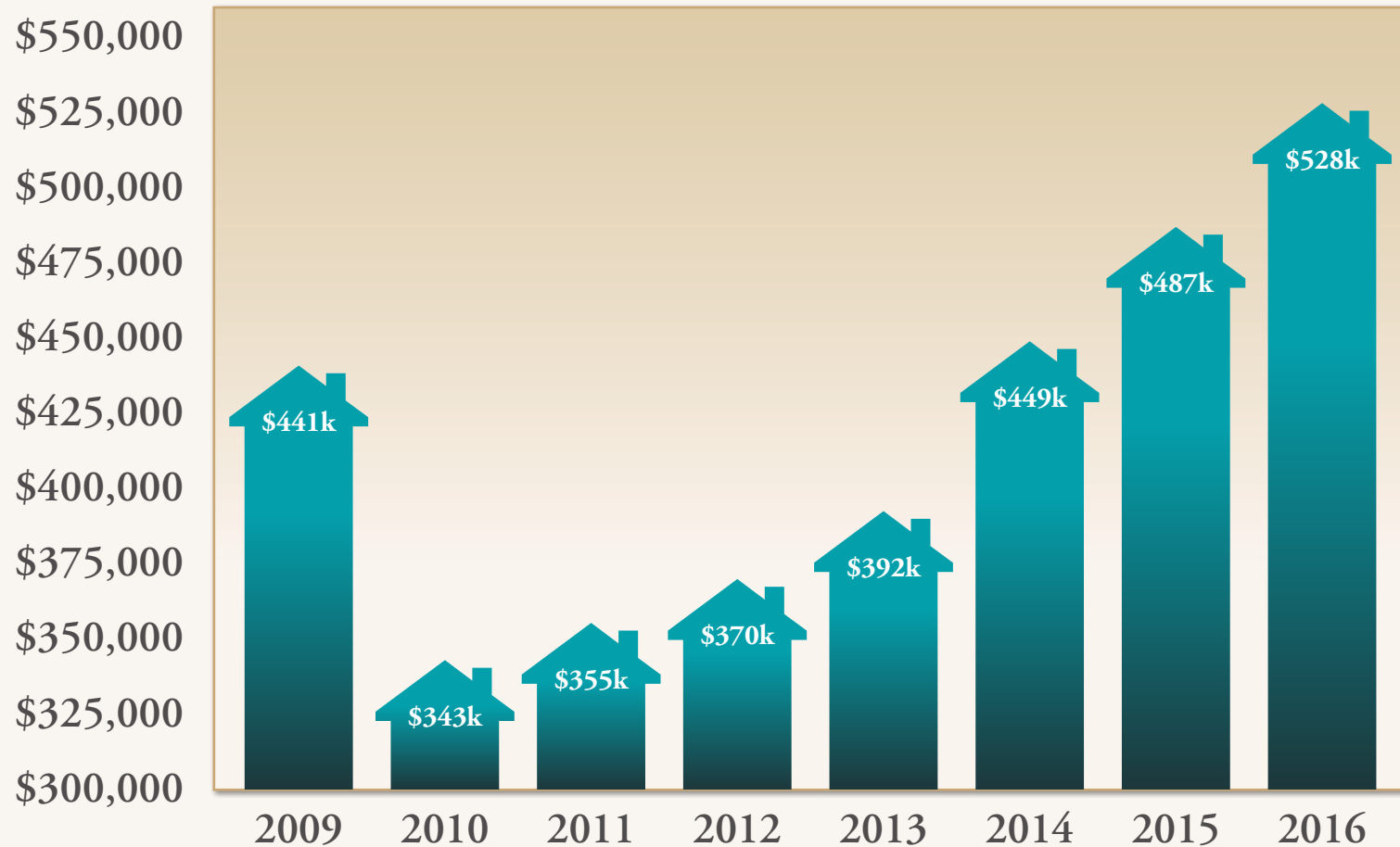
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12-MONTH COMPARISONS

AVERAGE SALES PRICE



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SUMMARY

CLOSED SALES

- The slight decrease in the number of closed sales over the past 12 months is largely due to decreases in the under \$250,000 segment (down 24%). Sales in all other price ranges increased over prior year during this period with the exception of properties priced above \$2 million, which declined by less than 3%.
- A total of 2,561 sales closed during the first quarter of this year vs. 3,176 during Q1 2015. The only category showing an increase over prior year were properties priced between \$500,000 and \$750,000, which were up 5%. Properties priced below \$250,000 and those above \$5 million posted the largest decreases in number of sales, down 34% and 36% respectively.

NEW LISTINGS/INVENTORY

- The number of new listings placed in inventory during Q1 is up 12% over the same period 2015 (6,741 vs. 6,016). Over the past 12 months, new listings are up 4% compared with the prior 12-month period.
- Available inventory in the Naples, Bonita Springs, Estero combined markets on April 1, 2016 consisted of 6,961 units, up from 6,847 units in March, and 5,179 units a year ago, a year-over-year increase of 34%.

AVERAGE AND MEDIAN SALES PRICE

- Average sales price during the first quarter was \$556,482, an increase of 4% over Q1 2015.
- Average price of properties above \$2 million increased 3.8% over the past 12 months, from \$3,709,916 to \$3,852,016.

Neighborhood Snapshot Report[®] Naples / Bonita Springs / Estero Market Area



MONTHLY SNAPSHOT AS OF APRIL 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	38	26	17.54	\$4,332,519
Barefoot Beach	19	11	20.73	\$3,993,864
Bonita Bay	48	79	7.29	\$1,120,855
The Brooks	55	79	8.35	\$840,175
Collier's Reserve	18	13	16.62	\$1,321,315
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	6	17	4.24	\$3,619,588
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	76	116	7.86	\$1,653,411
The Crossings	9	13	8.31	\$668,815
The Dunes	-	-	-	-
Grey Oaks	56	59	11.39	\$2,237,343
Kensington	12	20	7.20	\$814,900
Lely Resort	116	112	12.43	\$697,371
Mediterra	66	68	11.65	\$2,326,801
Monterey	15	24	7.50	\$725,375
Olde Cypress	42	27	18.67	\$807,732
Old Naples	84	70	14.40	\$2,945,147
Palmira Golf and Country Club	23	40	6.90	\$598,433
Pelican Bay	29	38	9.16	\$1,457,750
Pelican Bay (Bay Colony)	6	10	7.20	\$6,377,500
Pelican Landing	32	55	6.98	\$795,717
Pelican Landing (The Colony)	11	17	7.76	\$1,467,373
Pelican Marsh	33	59	6.71	\$1,611,415
Pelican Sound	3	11	3.27	\$571,773
Pine Ridge	44	44	12.00	\$1,091,055
Port Royal	49	38	15.47	\$9,844,263
Quail Creek	23	34	8.12	\$926,281
Quail West	73	38	23.05	\$1,878,776
Royal Harbor	41	28	17.57	\$1,676,571
Tiburón	8	14	6.86	\$2,149,071
Vanderbilt Beach	37	26	17.08	\$1,995,750
The Vineyards	63	67	11.28	\$782,477
West Bay Club	12	20	7.20	\$867,900

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MONTHLY SNAPSHOT AS OF APRIL 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	-	3	-	\$601,000
Barefoot Beach	6	14	5.14	\$920,500
Bonita Bay	56	105	6.40	\$674,191
The Brooks	40	124	3.87	\$254,349
Collier's Reserve	-	-	-	-
Park Shore/Moorings/Seagate/Coquina Sands Waterfront	161	325	5.94	\$1,217,834
Park Shore/Moorings/Seagate/Coquina Sands Non-Waterfront	56	94	7.15	\$298,077
The Crossings	-	-	-	-
The Dunes	20	46	5.22	\$1,079,287
Grey Oaks	9	17	6.35	\$813,503
Kensington	13	25	6.24	\$433,760
Lely Resort	136	172	9.49	\$314,462
Mediterra	24	23	12.52	\$558,065
Monterey	2	3	8.00	\$295,667
Olde Cypress	11	3	44.00	\$442,667
Old Naples	88	130	8.12	\$715,330
Palmira Golf and Country Club	11	26	5.08	\$334,098
Pelican Bay	125	262	5.73	\$947,605
Pelican Bay (Bay Colony)	20	31	7.74	\$2,537,635
Pelican Landing	30	64	5.63	\$344,313
Pelican Landing (The Colony)	47	76	7.42	\$919,700
Pelican Marsh	48	60	9.60	\$451,157
Pelican Sound	14	54	3.11	\$271,644
Pine Ridge	7	21	4.00	\$207,833
Port Royal	-	-	-	-
Quail Creek	-	-	-	-
Quail West	-	-	-	-
Royal Harbor	-	1	-	\$512,000
Tiburón	36	37	11.68	\$790,661
Vanderbilt Beach	68	102	8.00	\$875,157
The Vineyards	87	99	10.55	\$395,293
West Bay Club	12	38	3.79	\$491,868

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