



*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



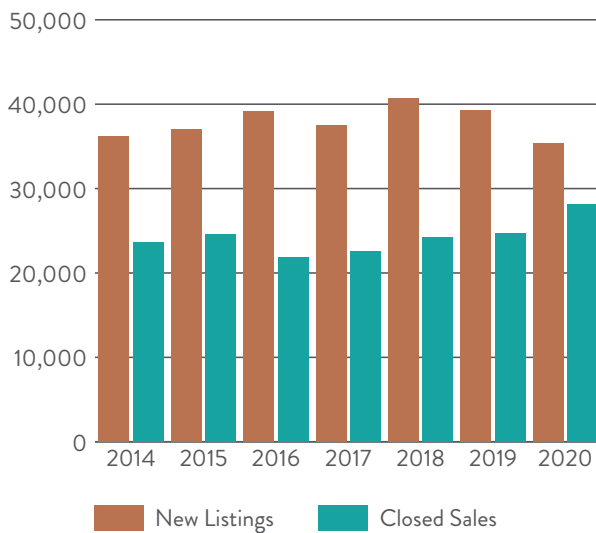
Data Represented on 12-Month Rolling Basis.

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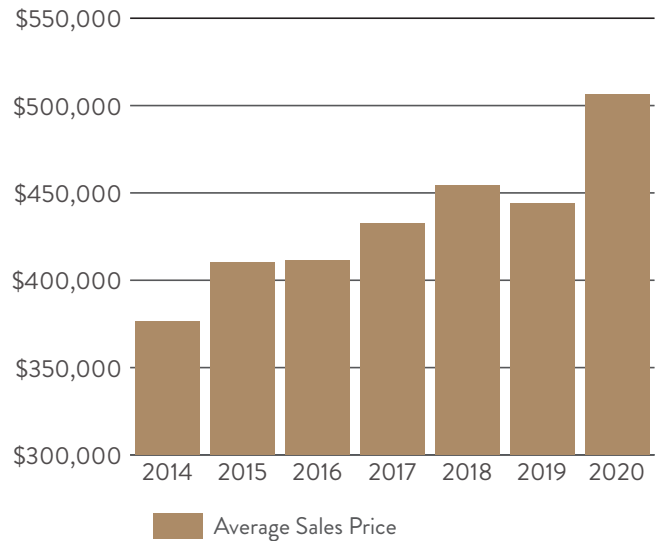
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 39,130    | 40,072    | 42,170    | 40,603    | 44,019    | 42,340    | 38,145    |
| 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.

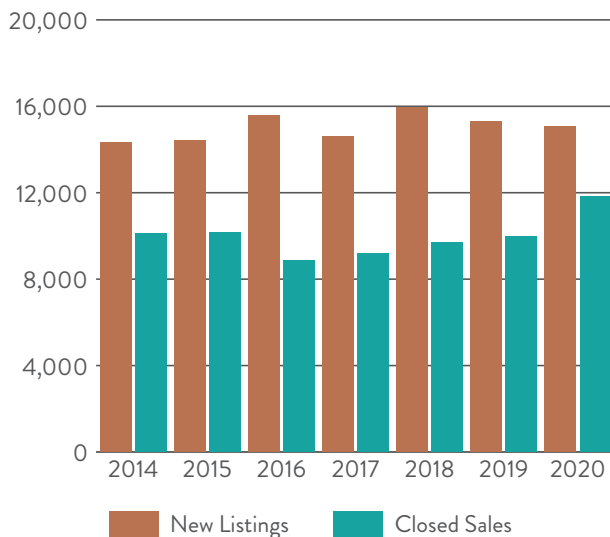


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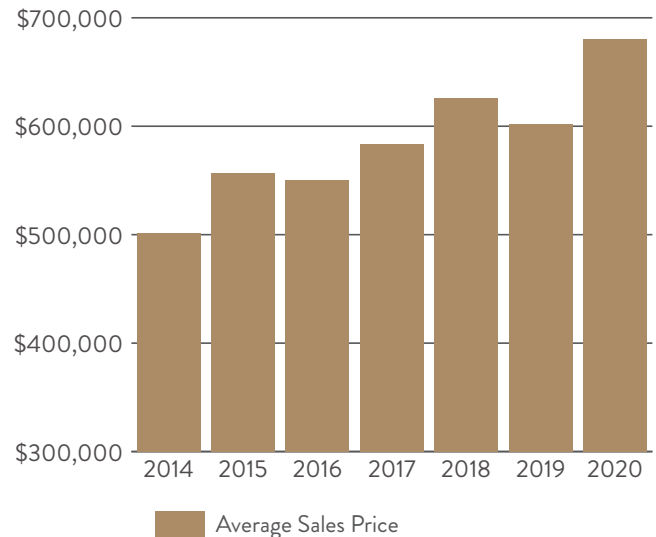
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 14,303    | 14,436    | 15,589    | 14,608    | 15,947    | 15,291    | 15,059    |
| 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<sup>©</sup>

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

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.

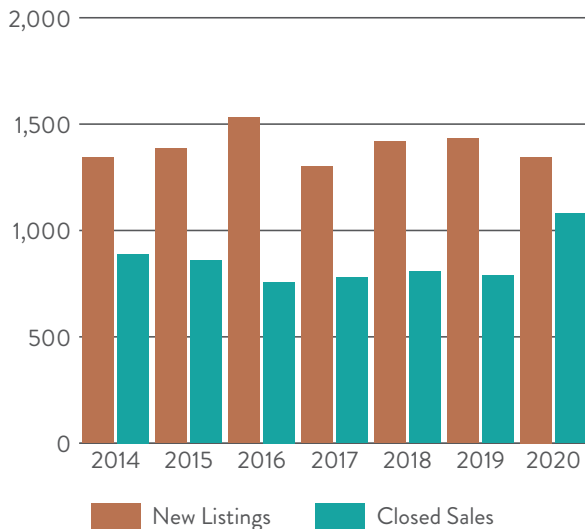


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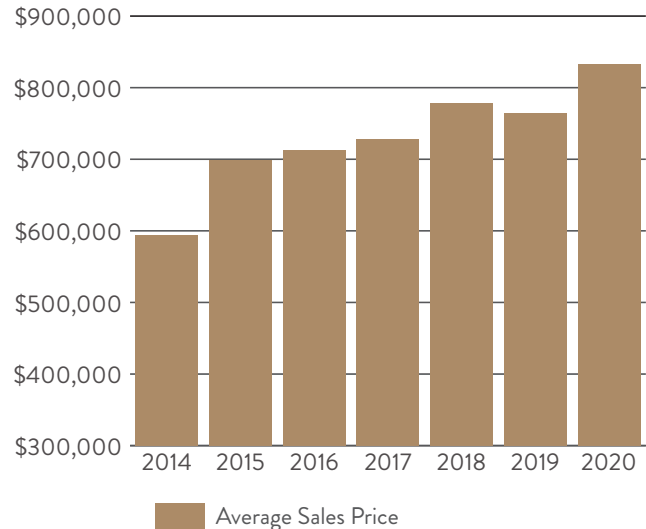
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 1,342     | 1,386     | 1,532     | 1,301     | 1,417     | 1,432     | 1,346     |
| 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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Statistics include Marco Island and Key Marco.



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

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            |

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# BONITA SPRINGS - ESTERO

## MARKET REPORT - NOVEMBER 2020

Data Represented on 12-Month Rolling Basis.

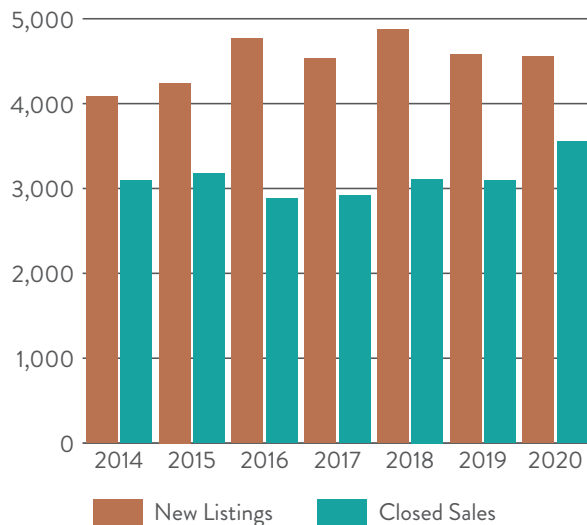


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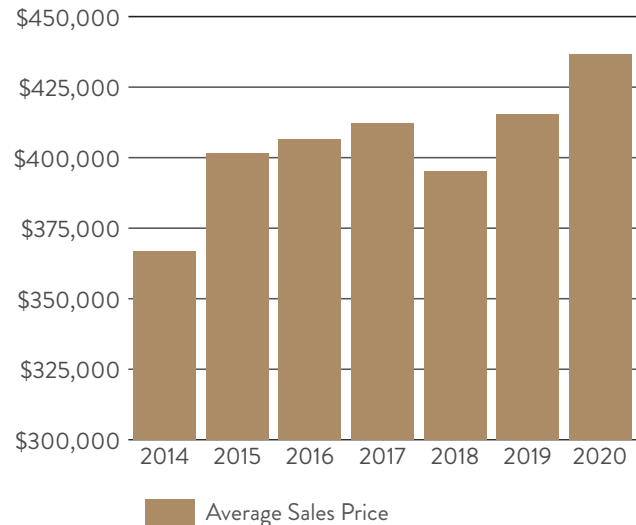
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 4,082     | 4,243     | 4,763     | 4,535     | 4,873     | 4,581     | 4,558     |
| 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<sup>©</sup>

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.

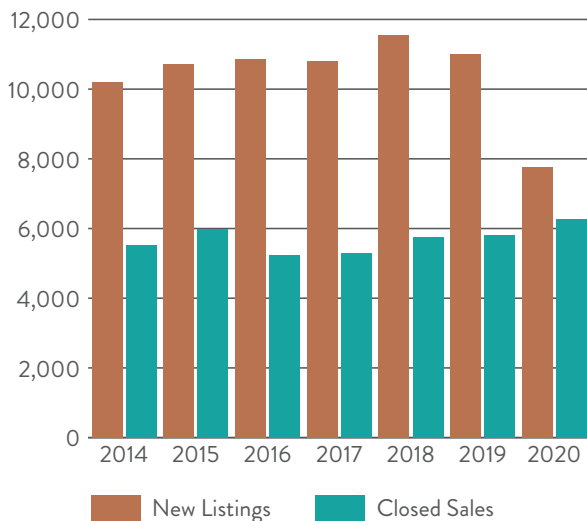


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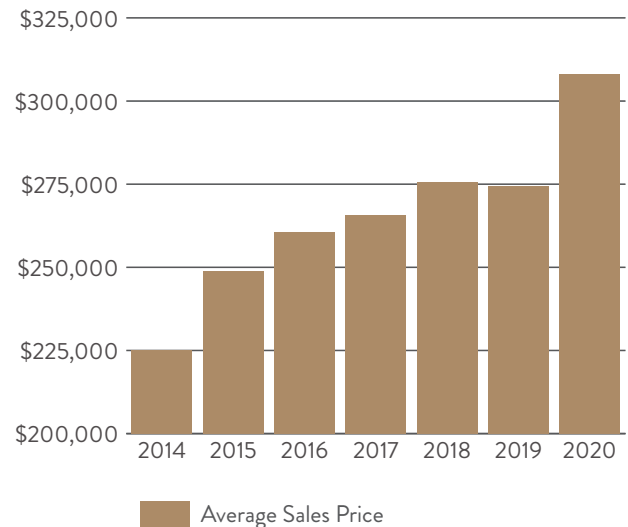
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 10,193    | 10,708    | 10,855    | 10,799    | 11,540    | 11,013    | 7,775     |
| 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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## Neighborhood Snapshot Report<sup>©</sup>

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



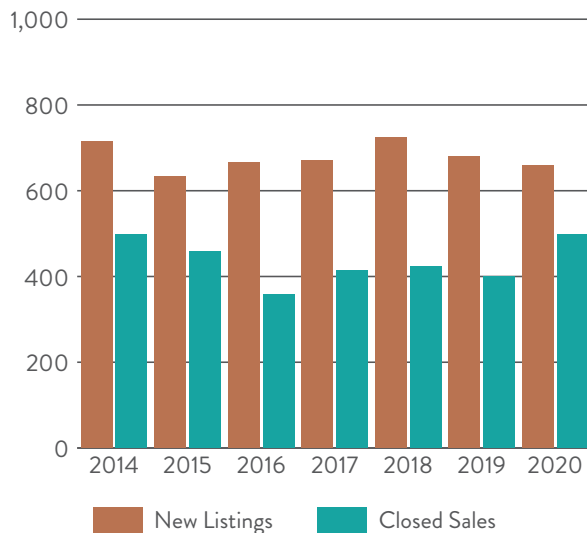
Data Represented on 12-Month Rolling Basis.

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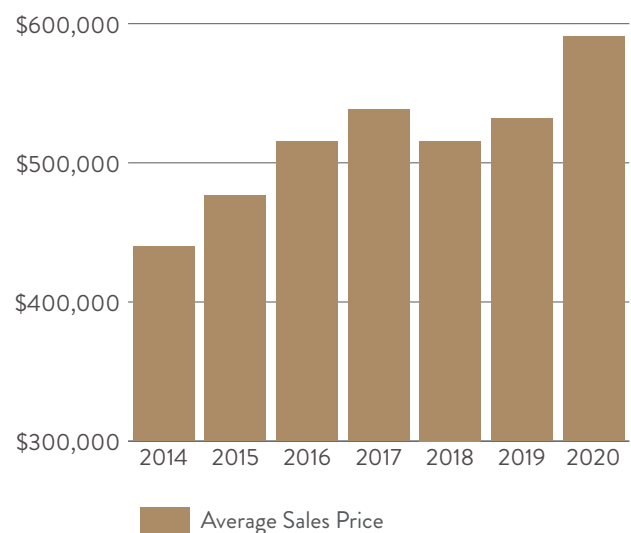
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 715       | 633       | 666       | 670       | 723       | 681       | 659       |
| 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<sup>©</sup>

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



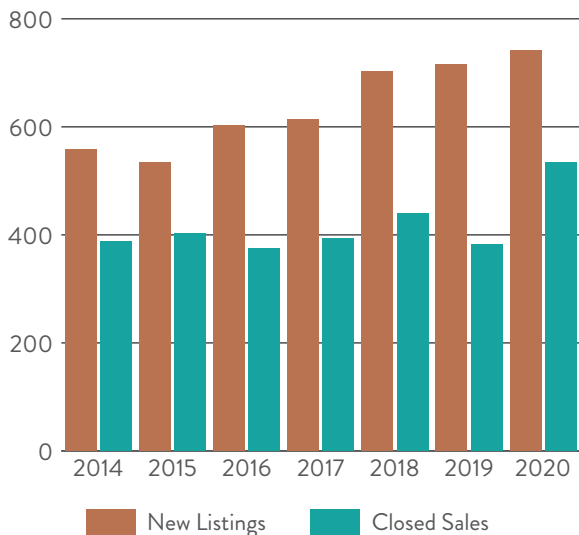
Data Represented on 12-Month Rolling Basis.

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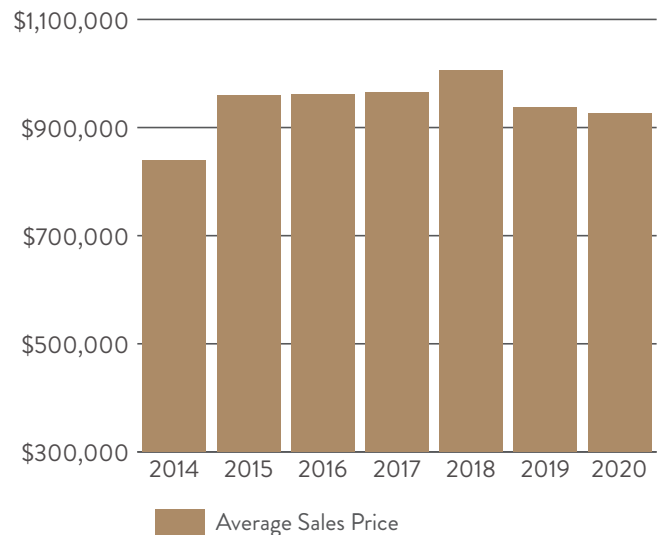
|              | 2014      | 2015      | 2016      | 2017      | 2018        | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|
| Listed       | 558       | 534       | 603       | 614       | 702         | 716       | 742       |
| 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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## Neighborhood Snapshot Report<sup>©</sup>

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.

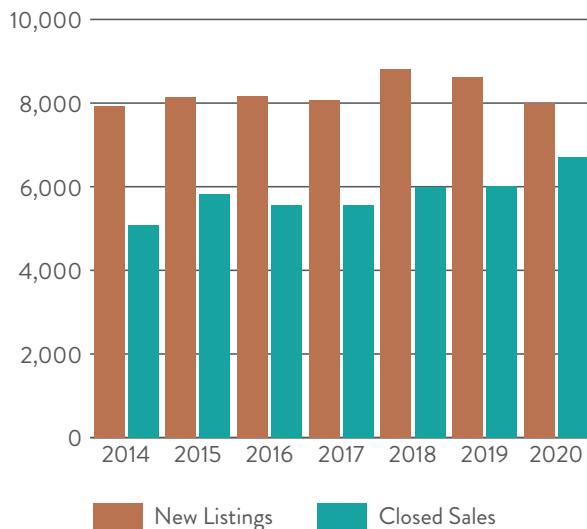


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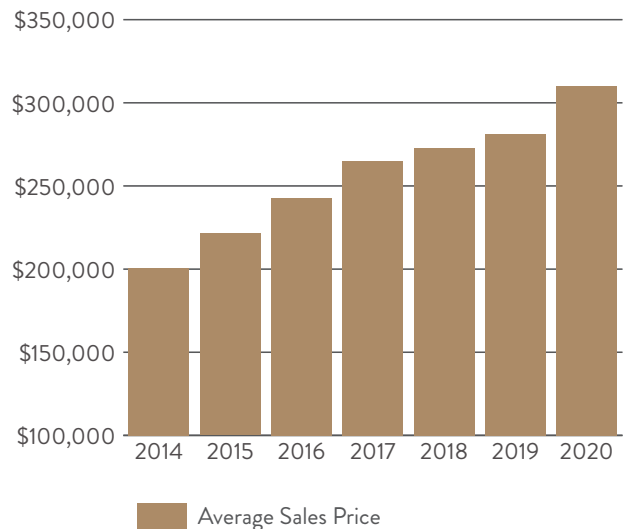
|              | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 7,937     | 8,132     | 8,162     | 8,076     | 8,817     | 8,626     | 8,006     |
| 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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## Neighborhood Snapshot Report<sup>©</sup>

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 |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| 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!**