



NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT
OCTOBER 2021

WILLIAM RAVEIS
REAL ESTATE

NAPLES & BONITA SPRINGS

Single-Family Properties

CLOSED SALES

- The number of closed sales in the 12 months ending October 31, 2021 for the Naples and Bonita Springs Area increased 29% year-over-year (10,364 vs 8,046).
- There were 37 closed sales, priced above two million in October 2021 compared to 80 in October 2020, a 54% decrease. During the 12 months ending October 31, 2021, sales in this category increased 89% over the same time period in 2020 (986 vs 523 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending October 31, 2021, a total of 10,308 new listings were added to the market, this is a 1% decrease vs the same time period 12 months ending October 31, 2020.
- Available inventory as of October 31, 2021 consisted of 2,227 units, a decrease of 40% vs the same time period in 2020. Current inventory represents 4 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$966,975 a 33% increase vs the same time period in 2020.
- The median sales price for the area in October 2021 increased 30% to \$542,500 vs October 2020.

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NAPLES & BONITA SPRINGS

Condominiums

CLOSED SALES

- The number of closed sales in the 12 months ending October 31, 2021 for the Naples and Bonita Springs Area increased 58% year-over-year (8,979 vs 5,677).
- There were 15 closed sales priced above two million compared to 21 in October 2020, a 29% decrease. During the 12 months ending October 31, 2021, sales in this category increased 57% vs the same time period in 2020 (334 vs 212 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending October 31, 2021, a total of 7,896 new listings were added to the market, a 4% decrease vs the same time period 12 months ending October 31, 2020.
- Available inventory as of October 31, 2021 consisted of 1,238 units, a decrease of 63% vs the same time period in 2020. Current inventory represents 3 months of supply based on current absorption rates.



AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$542,733 an increase of 14% vs the same time period in 2020.
- The median sales price for the area in October 2021 increased 21% to \$555,366 vs October 2020.

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PORT ROYAL TO BONITA BEACH ROAD AREA

Single-Family Properties

LUXURY MARKET \$1M+ (WEST OF 41)

CLOSED SALES

- The number of closed sales in the 12 months ending October 31, 2021 for the luxury market from Port Royal to Bonita Beach Road Area increased 52% year-over-year (703 vs 463).

NEW LISTINGS / INVENTORY

- During the 12 months ending October 31, 2021, a total of 667 new listings were added to the market, an increase of less than 4% compared to the same time period 12 months ending October 31, 2020.
- Available inventory as of October 31, 2021 consisted of 185 units, a decrease of 46% vs the same time period in 2020 (185 vs 340). Current inventory represents 6 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$4,614,849 an increase of 34% vs the same time period in 2020.
- The median sales price for the area in October 2021 increased 3% to \$3,000,000 vs October 2020.

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PORT ROYAL TO BONITA BEACH ROAD AREA

Condominiums

LUXURY MARKET \$1M+ (WEST OF 41)

CLOSED SALES

- The number of closed sales in the 12 months ending October 31, 2021 for the luxury market from Port Royal to Bonita Beach Road Area increased 59% year-over-year (783 vs 493).

NEW LISTINGS / INVENTORY

- During the 12 months ending October 31, 2021, a total of 739 new listings were added to the market, a decrease of 4% vs the same time period 12 months ending October 31, 2020.
- Available inventory as of October 31, 2021 consisted of 176 units, a 47% decrease vs the same time period in 2020. Current inventory represents 6 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,263,145, increasing 8% vs the same time period in 2020.
- The median sales price for the area in October 2021 decreased 15% to \$1,500,000 vs October 2020.



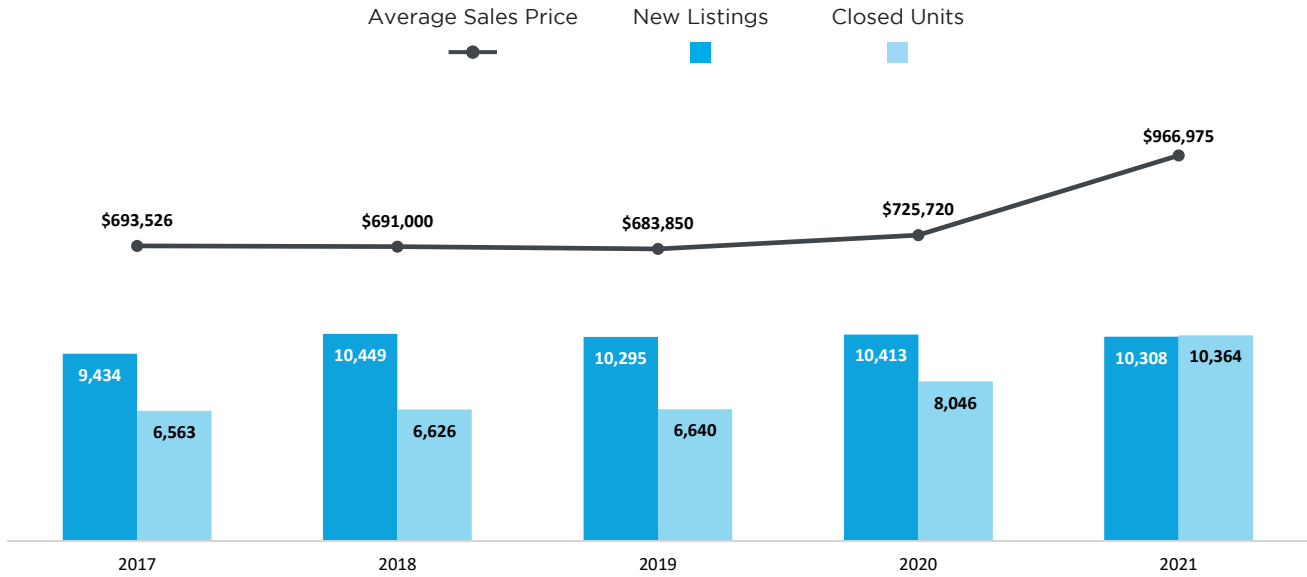
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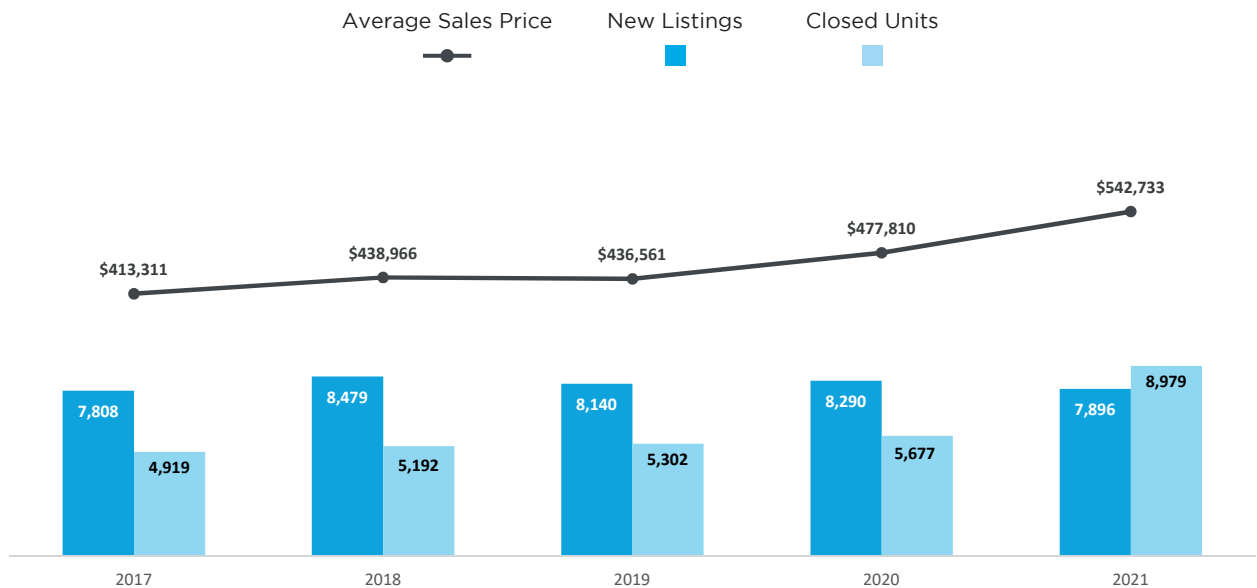
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties



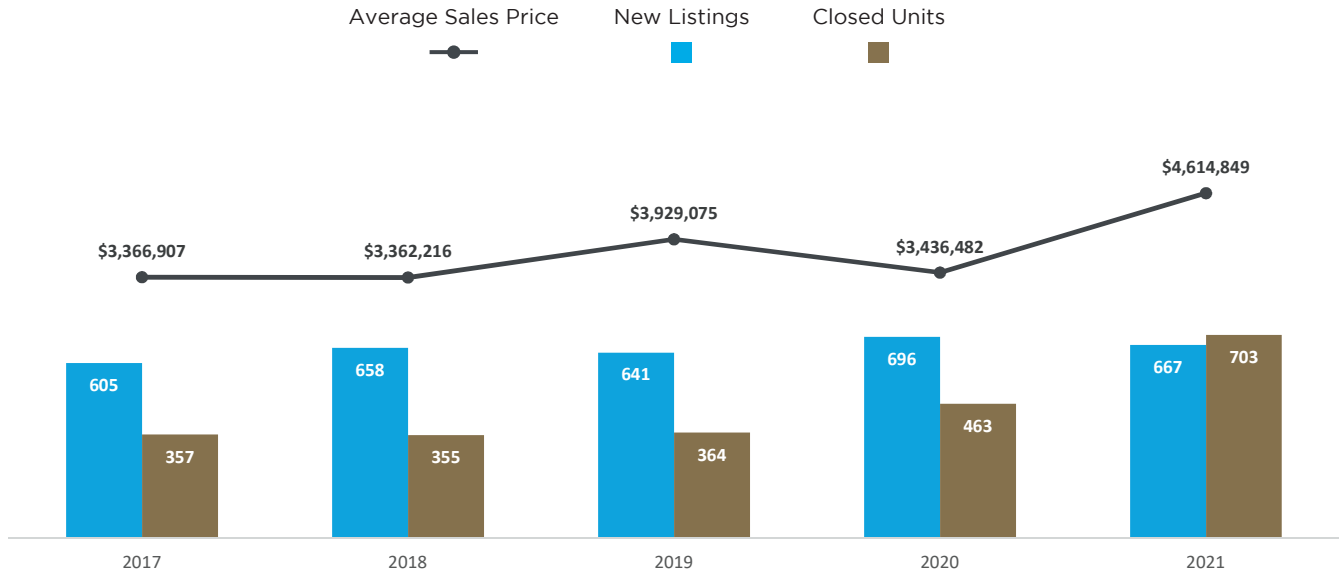
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PORT ROYAL TO BONITA BEACH ROAD AREA

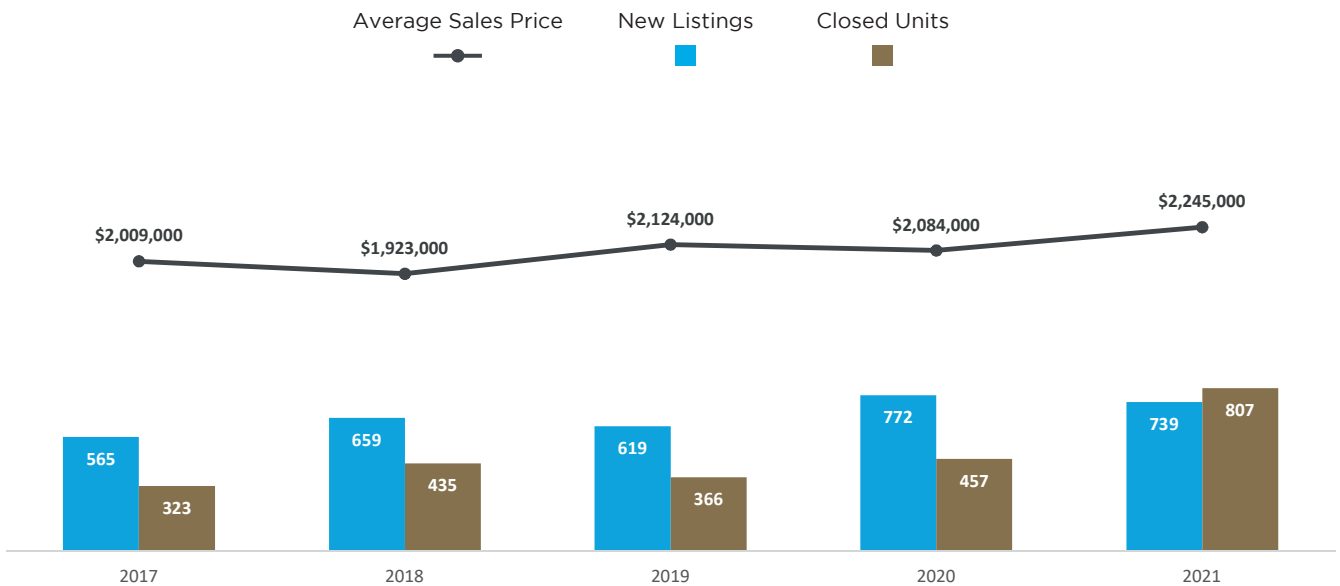
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties



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COMMUNITY SNAPSHOT REPORT

Single-Family Properties

Neighborhood	Active Listings	% Change	Closed Past 12 Months	% Change	Months Of Supply	% Change	Average Closed Price	% Change
Aqualane Shores	7	-68%	56	+70%	3.8	-66%	\$6,170,809	+25%
Bonita Bay	12	-66%	97	+67%	2.8	-57%	\$1,678,268	+28%
Collier's Reserve	0	-100%	18	+29%	0.6	-91%	\$1,570,972	+7%
Grey Oaks	6	-82%	80	+27%	2.2	-79%	\$2,887,450	+6%
Isles of Collier Preserve	6	-78%	88	+73%	1.7	-73%	\$1,264,132	+18%
Kensington	0	-100%	18	+13%	1.8	-59%	\$1,015,806	+29%
Lely Resort	6	-93%	221	+71%	2.5	-76%	\$814,049	+18%
Mediterra	8	-81%	92	+104%	3.1	-74%	\$2,334,824	+12%
Monterey	0	-100%	33	+50%	2.8	-36%	\$989,012	+21%
Naples Park	24	-63%	259	+44%	2.0	-63%	\$612,565	+27%
Naples Reserve	6	-82%	130	+7%	1.4	-79%	\$818,419	+49%
Olde Naples	2	-82%	107	+26%	3.5	+64%	\$4,668,472	+21%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	24	-79%	174	+40%	3.3	-65%	\$2,862,340	+40%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	12	-8%	36	-3%	3.0	-59%	\$4,686,015	+29%
Pelican Bay	7	-81%	86	+41%	2.8	-71%	\$3,724,001	+27%
Pelican Landing	2	-93%	84	+75%	2.0	-77%	\$897,236	+18%
Pelican Marsh	2	-94%	97	+73%	2.4	-67%	\$1,626,843	+53%
Pine Ridge	8	-73%	48	+4%	2.9	-77%	\$3,034,812	+33%
Port Royal	7	-80%	63	+75%	3.5	-76%	\$12,008,738	+38%
Quail Creek	3	-80%	37	+68%	2.3	-63%	\$1,528,824	+28%
Quail West	7	-82%	82	+21%	2.2	-79%	\$2,663,058	+28%
Royal Harbor	10	-57%	46	-6%	2.6	-77%	\$3,134,583	+22%
The Colony At Pelican Landing	2	-85%	22	+144%	2.1	-84%	\$1,581,364	-2%
Tiburon	1	-80%	16	-6%	1.7	-65%	\$2,232,203	+20%
Vanderbilt Beach	4	-81%	49	+20%	2.4	-77%	\$2,640,376	+30%
Vineyards	6	-60%	86	+18%	1.7	-76%	\$877,876	+30%

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COMMUNITY SNAPSHOT REPORT

Condominiums

Neighborhood	Active Listings	% Change	Closed Past 12 Months	% Change	Months Of Supply	% Change	Average Closed Price	% Change
Bonita Bay	23	-73%	200	+55%	3.2	-62%	\$991,376	+27%
Grey Oaks	1	-86%	19	+138%	1.6	-45%	\$1,050,579	+19%
Isles of Collier Preserve	3	-91%	51	+28%	2.0	-70%	\$586,166	+12%
Kensington	0	-100%	37	+164%	3.5	-72%	\$486,326	+10%
Lely Resort	14	-85%	277	+61%	2.8	-59%	\$340,904	+8%
Mediterra	2	-86%	34	+127%	2.5	-81%	\$635,132	+15%
Olde Naples	25	-73%	217	+84%	4.5	-54%	\$1,125,478	+25%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	5	-90%	149	+55%	3.0	-67%	\$581,088	+39%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	23	-89%	475	+53%	3.4	-65%	\$1,656,323	+19%
Pelican Bay	16	-92%	508	+76%	2.9	-68%	\$1,408,145	+22%
Pelican Landing	4	-89%	101	+11%	1.6	-73%	\$391,403	+13%
Pelican Marsh	0	-100%	127	+57%	1.7	-75%	\$463,598	+16%
The Dunes of Naples	5	-82%	69	+165%	2.9	-88%	\$1,237,172	+13%
Tiburon	1	-96%	63	+66%	2.8	-60%	\$890,810	+14%
Vanderbilt Beach	12	-82%	198	+104%	3.6	-67%	\$1,197,106	+16%
Vineyards	5	-87%	168	+26%	2.5	-58%	\$431,716	+17%

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SOUTHWEST FLORIDA COMMUNITY GUIDE

- *City of Naples*
- *North Naples (North of Pine Ridge Road)*
- *South Naples (South of Pine Ridge Road)*
- *Bonita Springs*

KEY

GOLF COURSE

18 holes	18
27 holes	27
36 holes	36
54 holes	54
90 holes	90

PRICE RANGE

Dominant price less than \$500K	\$
Dominant price \$500K to \$1M	\$\$
Dominant price over \$1M	\$\$\$

Neighborhood	Single-Family	Condominium	Golf Course	Boating*	Clubhouse	Tennis	Gated**	Price Range
AQUALANE SHORES <i>City of Naples</i>	●			●				\$\$\$
BONITA BAY <i>Bonita Springs</i>	●	●	90	●	●	●	●	\$\$
COLLIER'S RESERVE <i>North Naples</i>	●		18		●	●	●	\$\$\$
GREY OAKS <i>South Naples & City of Naples</i>	●	●	90		●	●	●	\$\$\$
ISLE OF COLLIER PRESERVE <i>South Naples</i>	●	●		●	●	●	●	\$\$\$
KENSINGTON <i>South Naples</i>	●	●	18		●	●	●	\$\$
LELY RESORT <i>South Naples</i>	●	●	54		●	●	●	\$
MEDITERRA <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
MONTEREY <i>North Naples</i>	●				●	●	●	\$\$
MOORINGS & COQUINA SANDS <i>City of Naples</i>	●	●	18		●	●		\$\$\$

*Many properties are boating oriented (have a dock or has a community dock/marina). **May or may not be manned by a security guard.

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Neighborhood	Single-Family	Condominium	Golf Course	Boating*	Clubhouse	Tennis	Gated**	Price Range
NAPLES PARK <i>North Naples</i>	●							\$\$
NAPLES RESERVE <i>South Naples</i>	●	●		●	●	●	●	\$\$
OLD NAPLES <i>City of Naples</i>	●	●						\$\$\$
PARK SHORE <i>City of Naples</i>	●	●		●				\$\$\$
PELICAN BAY <i>North Naples</i>	●	●	27		●	●	●	\$\$\$
PELICAN LANDING <i>Bonita Springs</i>	●	●	36	●	●	●	●	\$
PELICAN MARSH <i>North Naples</i>	●	●	18		●	●	●	\$\$\$
PINE RIDGE <i>North Naples</i>	●							\$\$\$
PORT ROYAL <i>City of Naples</i>	●			●	●	●		\$\$\$
QUAIL CREEK <i>North Naples</i>	●	●	18		●	●	●	\$\$\$
QUAIL WEST <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
ROYAL HARBOR <i>City of Naples</i>	●			●				\$\$\$
THE COLONY AT PELICAN LANDING <i>Bonita Springs</i>	●	●	54	●	●	●	●	\$\$
THE DUNES OF NAPLES <i>North Naples</i>		●			●	●	●	\$\$\$
TIBURON GOLF CLUB <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
VANDERBILT BEACH AREA <i>North Naples</i>	●	●		●		●	●	\$\$\$
VINEYARDS <i>North Naples</i>	●	●	36		●	●	●	\$\$

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