

MONTHLY MARKET REPORT - AUGUST 2023



**\$5.8B+**

IN WRITTEN  
SALES VOLUME

**23**

LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

**800+**

AGENTS  
THROUGHOUT  
SOUTHWEST FL

**#54**

AMONG REAL  
TRENDS  
TOP 500  
BROKERS (2021)

**1958**

YEAR ESTABLISHED  
BY VISIONARY  
JOHN R. WOOD

HEADQUARTERED  
IN NAPLES, FLORIDA

INDEPENDENTLY  
OWNED & OPERATED;  
NOT A FRANCHISE

A LOCAL LEGACY  
OF ACHIEVEMENT



NAPLES, FL



## MONTHLY MARKET REPORT

### AUGUST 2023

|                           |    |
|---------------------------|----|
| Southwest Florida         | 2  |
| Naples                    | 3  |
| Marco Island              | 6  |
| Bonita-Estero             | 8  |
| Fort Myers                | 10 |
| Fort Myers Beach          | 12 |
| Sanibel & Captiva Islands | 14 |
| Cape Coral                | 16 |
| Pine Island               | 18 |

# SOUTHWEST FLORIDA

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 42,429    | 42,512    | 43,073    | 39,341    | 38,564    | 36,467    | 33,076    |
| Sold         | 25,147    | 25,575    | 26,206    | 27,632    | 41,906    | 31,726    | 23,941    |
| Avg. Sale \$ | \$429,137 | \$446,797 | \$446,598 | \$471,989 | \$608,210 | \$746,900 | \$795,912 |



NEW  
LISTINGS

33,076  
↓9.30%



CLOSED  
SALES

23,941  
↓24.54%



AVERAGE  
SALES PRICE

\$795,912  
↑6.56%



CURRENT  
INVENTORY

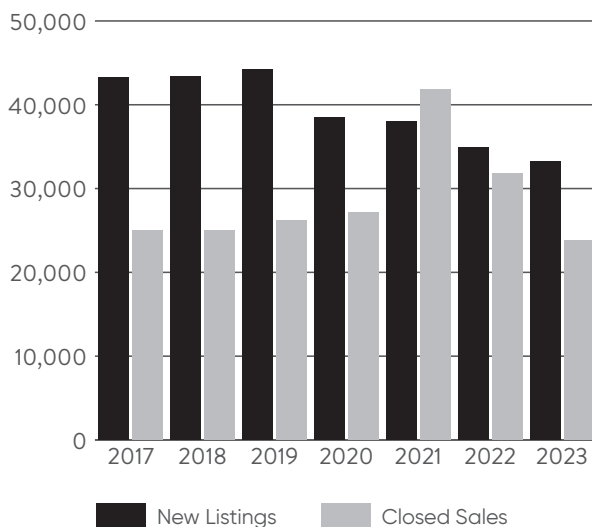
7,564  
↑39.56%



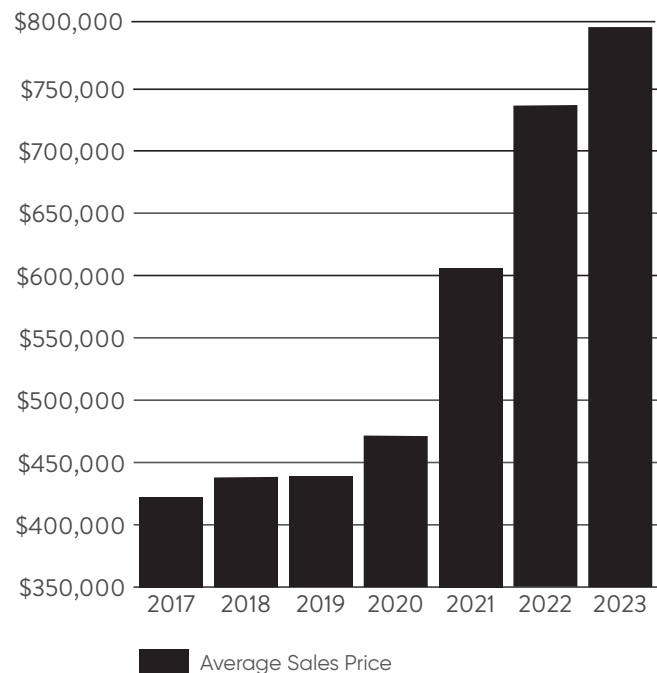
MONTHS OF  
SUPPLY

3.79  
↑84.94%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 23,941 properties sold, sales were down 24.54% from the preceding 12-month period when 31,726 properties were sold. New listings were down 9.30%, from 36,467 to 33,076. The average sales price was up 6.56%, from \$746,900 to \$795,912. As of August 31, 2023, inventory stood at 7,564 units while months of supply was 3.79 months.

# NAPLES

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023        |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Listed       | 15,434    | 14,878    | 15,498    | 15,066    | 15,281    | 13,678    | 11,827      |
| Sold         | 9,414     | 9,311     | 9,808     | 10,543    | 17,024    | 12,019    | 9,185       |
| Avg. Sale \$ | \$577,429 | \$621,315 | \$612,327 | \$639,621 | \$805,003 | \$992,724 | \$1,078,387 |



NEW  
LISTINGS

11,827  
↓13.53%



CLOSED  
SALES

9,185  
↓23.58%



AVERAGE  
SALES PRICE

\$1,078,387  
↑8.63%



CURRENT  
INVENTORY

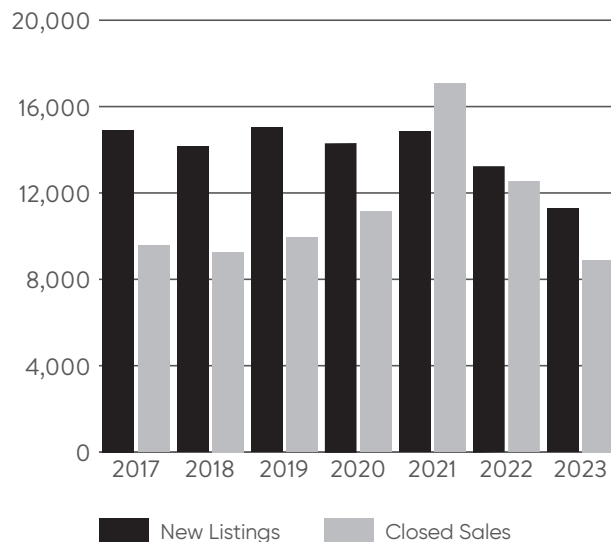
2,512  
↑20.13%



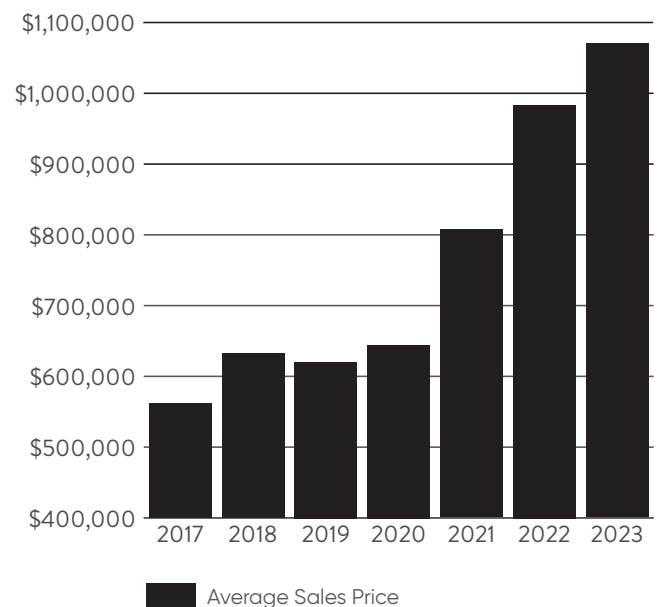
MONTHS OF  
SUPPLY

3.28  
↑57.20%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 9,185 properties sold, sales were down 23.58% from the preceding 12-month period when 12,019 properties were sold. New listings were down 13.53%, from 13,678 to 11,827. The average sales price was up 8.63%, from \$992,724 to \$1,078,387. As of August 31, 2023, inventory stood at 2,512 units while months of supply was 3.28 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes              | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Aqualane Shores                  | 21                  | 13                    | 19.38            | \$9,522,885          |
| Audubon                          | 5                   | 23                    | 2.61             | \$2,399,327          |
| Colliers Reserve                 | 1                   | 13                    | 0.92             | \$2,534,615          |
| Crayton Road Area Non-Waterfront | 50                  | 108                   | 5.56             | \$3,666,459          |
| Crayton Road Area Waterfront     | 18                  | 15                    | 14.40            | \$5,767,507          |
| Crossings                        | 2                   | 13                    | 1.85             | \$1,656,577          |
| Esplanade                        | 7                   | 35                    | 2.40             | \$2,050,271          |
| Grey Oaks                        | 11                  | 40                    | 3.30             | \$4,055,262          |
| Isles of Collier Preserve        | 15                  | 52                    | 3.46             | \$2,076,937          |
| Kensington                       | 2                   | 20                    | 1.20             | \$1,670,825          |
| Lely Resort                      | 14                  | 92                    | 1.83             | \$1,396,313          |
| Mediterra                        | 9                   | 31                    | 3.48             | \$3,814,506          |
| Monterey                         | 0                   | 17                    | —                | \$1,504,706          |
| Olde Cypress                     | 5                   | 32                    | 1.88             | \$1,560,513          |
| Olde Naples                      | 28                  | 53                    | 6.36             | \$6,889,226          |
| Pelican Bay                      | 9                   | 34                    | 3.18             | \$3,704,931          |
| Pelican Bay - Bay Colony         | 7                   | 4                     | 21.00            | \$7,075,769          |
| Pelican Marsh                    | 9                   | 32                    | 3.38             | \$2,198,016          |
| Pine Ridge                       | 18                  | 26                    | 8.31             | \$6,330,654          |
| Port Royal                       | 25                  | 20                    | 15.00            | \$18,432,500         |
| Quail Creek                      | 6                   | 16                    | 4.50             | \$2,428,363          |
| Quail West                       | 10                  | 39                    | 3.08             | \$4,203,502          |
| The Quarry                       | 4                   | 31                    | 1.55             | \$1,732,950          |
| Riverstone                       | 5                   | 39                    | 1.54             | \$1,136,044          |
| Royal Harbor                     | 11                  | 22                    | 6.00             | \$4,364,274          |
| The Strand                       | 3                   | 14                    | 2.57             | \$1,232,357          |
| Tiburon                          | 2                   | 7                     | 3.43             | \$4,205,714          |
| Treviso Bay                      | 0                   | 19                    | —                | \$1,923,947          |
| Vanderbilt Beach                 | 23                  | 15                    | 18.40            | \$3,568,567          |
| Vineyards                        | 8                   | 68                    | 1.41             | \$1,307,404          |

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Condominiums                     | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Crayton Road Area Non-Waterfront | 48                  | 86                    | 6.70             | \$849,729            |
| Crayton Road Area Waterfront     | 80                  | 181                   | 5.30             | \$2,487,186          |
| The Dunes                        | 5                   | 20                    | 3.00             | \$1,885,500          |
| Esplanade                        | 6                   | 42                    | 1.71             | \$706,269            |
| Grey Oaks                        | 1                   | 10                    | 1.20             | \$2,131,900          |
| Isles of Collier Preserve        | 16                  | 55                    | 3.49             | \$820,741            |
| Kensington                       | 1                   | 17                    | 0.71             | \$801,382            |
| Lely Resort                      | 26                  | 130                   | 2.40             | \$575,050            |
| Mediterra                        | 5                   | 11                    | 5.45             | \$1,629,091          |
| Olde Naples                      | 36                  | 101                   | 4.28             | \$1,746,983          |
| Pelican Bay                      | 55                  | 238                   | 2.77             | \$1,667,813          |
| Pelican Bay - Bay Colony         | 1                   | 14                    | 0.86             | \$6,697,493          |
| Pelican Marsh                    | 9                   | 62                    | 1.74             | \$807,210            |
| Pine Ridge                       | 4                   | 7                     | 6.86             | \$347,857            |
| The Quarry                       | 0                   | 17                    | —                | \$707,206            |
| The Strand                       | 3                   | 53                    | 0.68             | \$567,538            |
| Tiburon                          | 5                   | 27                    | 2.22             | \$1,589,037          |
| Treviso Bay                      | 10                  | 56                    | 2.14             | \$580,425            |
| Vanderbilt Beach                 | 41                  | 49                    | 10.04            | \$1,485,243          |
| Vineyards                        | 16                  | 86                    | 2.23             | \$691,576            |

# MARCO ISLAND

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022        | 2023        |
|--------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Listed       | 1,472     | 1,296     | 1,410     | 1,354     | 1,465     | 1,170       | 1,171       |
| Sold         | 814       | 767       | 803       | 871       | 1,688     | 971         | 742         |
| Avg. Sale \$ | \$719,935 | \$783,897 | \$769,757 | \$793,376 | \$985,347 | \$1,316,738 | \$1,478,595 |



NEW  
LISTINGS

1,171  
● 0%



CLOSED  
SALES

742  
↓ 23.58%



AVERAGE  
SALES PRICE

\$1,478,595  
↑ 12.29%



CURRENT  
INVENTORY

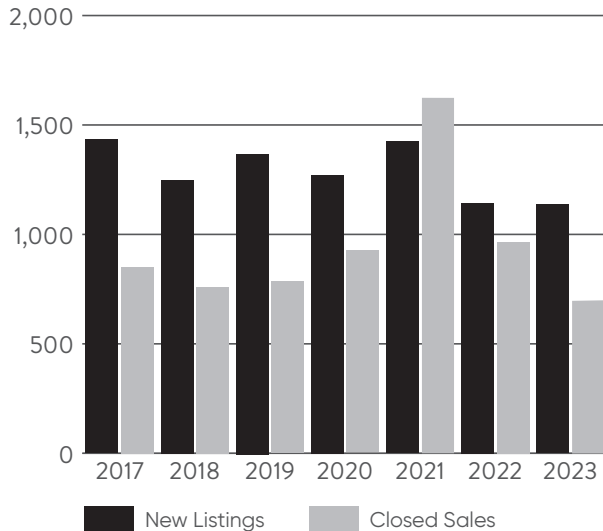
362  
↑ 50.21%



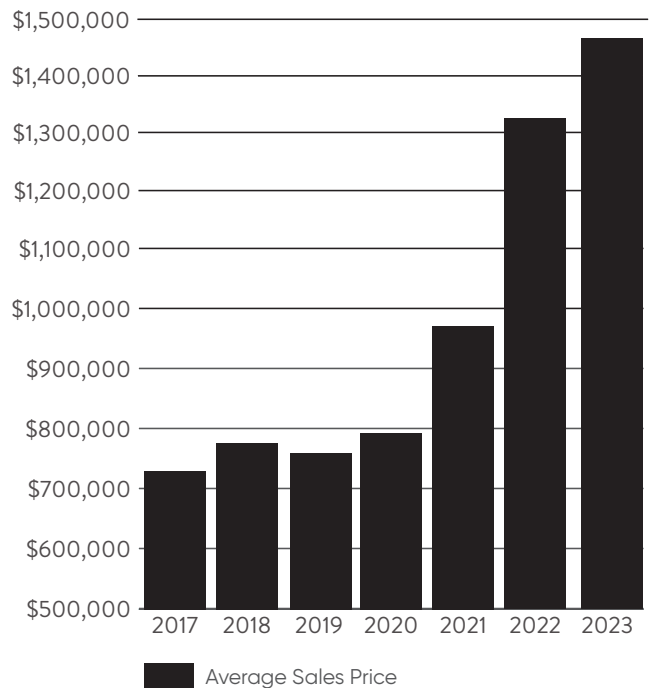
MONTHS OF  
SUPPLY

5.58  
↑ 96.57%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 742 properties sold, sales were down 23.58% from the preceding 12-month period when 971 properties were sold. New listings were unchanged at 1,171. The average sales price was up 12.29%, from \$1,316,738 to \$1,478,595. As of August 31, 2023, inventory stood at 362 units while months of supply was 5.85 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Island Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------|---------------------|-----------------------|------------------|----------------------|
| Direct Waterfront          | 56                  | 95                    | 7.07             | \$3,312,616          |
| Golf Course                | 5                   | 11                    | 5.45             | \$1,266,409          |
| Gulf Front                 | 0                   | 0                     | —                |                      |
| Indirect Waterfront        | 61                  | 127                   | 5.76             | \$2,060,392          |
| Inland                     | 37                  | 108                   | 4.11             | \$1,109,796          |
| Preserve                   | 4                   | 4                     | 12.00            | \$2,896,250          |

| Island Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Direct Waterfront   | 41                  | 88                    | 5.59             | \$715,465            |
| Golf Course         | 1                   | 4                     | 3.00             | \$1,462,500          |
| Gulf Front          | 74                  | 146                   | 6.08             | \$1,423,322          |
| Gulf View           | 25                  | 29                    | 10.34            | \$1,244,241          |
| Indirect Waterfront | 8                   | 25                    | 3.84             | \$672,800            |
| Inland              | 40                  | 99                    | 4.85             | \$425,959            |
| Preserve            | 9                   | 6                     | 18.00            | \$614,500            |

| Island Proximity Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|--------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Fiddler's Creek                      | 19                  | 64                    | 3.56             | \$1,741,016          |
| Isles Of Capri                       | 5                   | 19                    | 3.16             | \$1,305,526          |
| Naples Reserve                       | 14                  | 58                    | 2.90             | \$1,344,990          |
| Winding Cypress                      | 2                   | 27                    | 0.89             | \$1,046,727          |

| Island Proximity Condominiums     | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Fiddler's Creek                   | 28                  | 67                    | 5.01             | \$689,175            |
| Hammock Bay Golf and Country Club | 12                  | 43                    | 3.35             | \$770,765            |
| Isles Of Capri                    | 3                   | 11                    | 3.27             | \$712,340            |

# BONITA SPRINGS - ESTERO

MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 4,776     | 4,617     | 4,620     | 4,471     | 4,275     | 3,947     | 3,560     |
| Sold         | 3,061     | 2,993     | 3,081     | 3,162     | 4,976     | 3,496     | 2,875     |
| Avg. Sale \$ | \$411,986 | \$398,841 | \$412,190 | \$419,370 | \$518,696 | \$665,335 | \$764,796 |



NEW  
LISTINGS

3,560  
↓9.80%



CLOSED  
SALES

2,875  
↓17.76%



AVERAGE  
SALES PRICE

\$764,796  
↑14.95%



CURRENT  
INVENTORY

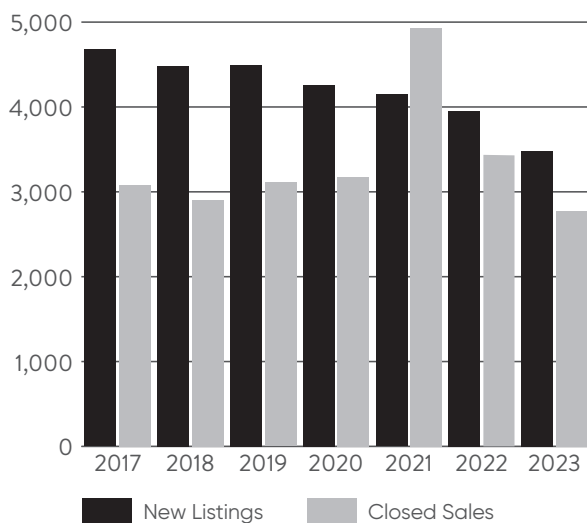
680  
↑52.81%



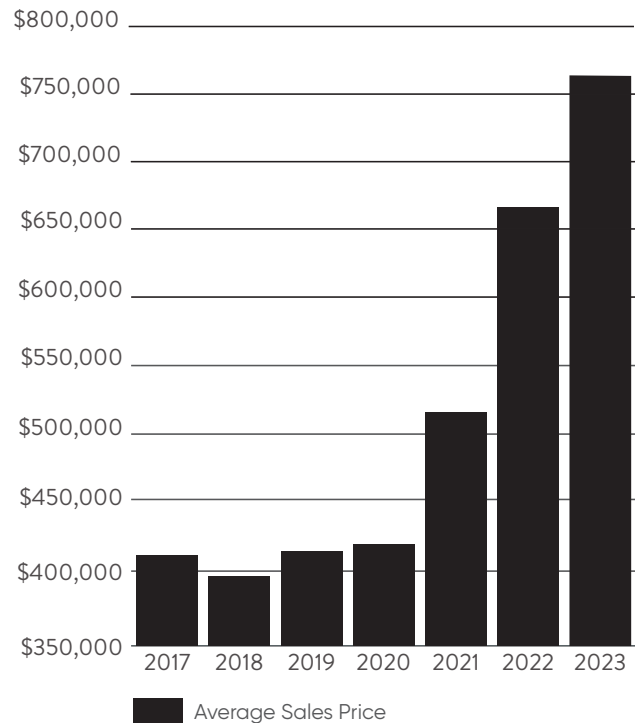
MONTHS OF  
SUPPLY

2.84  
↑85.82%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 2,875 properties sold, sales were down 17.76% from the preceding 12-month period when 3,496 properties were sold. New listings were down 9.80%, from 3,947 to 3,560. The average sales price was up 14.96%, from \$665,335 to \$764,796. As of August 31, 2023, inventory stood at 680 units while months of supply was 2.84 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes           | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------|---------------------|-----------------------|------------------|----------------------|
| Barefoot Beach                | 9                   | 9                     | 12.00            | \$6,247,222          |
| Bonita Bay                    | 11                  | 47                    | 2.81             | \$2,295,165          |
| The Brooks                    | 5                   | 71                    | 0.85             | \$1,329,245          |
| Palmira Golf and Country Club | 7                   | 26                    | 3.23             | \$982,462            |
| Pelican Landing               | 11                  | 41                    | 3.22             | \$1,374,512          |
| Pelican Landing - The Colony  | 1                   | 9                     | 1.33             | \$2,540,556          |
| Pelican Sound                 | 1                   | 9                     | 1.33             | \$1,052,590          |
| West Bay Club                 | 4                   | 27                    | 1.78             | \$1,351,352          |

| Condominiums                  | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------|---------------------|-----------------------|------------------|----------------------|
| Barefoot Beach                | 4                   | 4                     | 12.00            | \$2,723,750          |
| Bonita Bay                    | 29                  | 121                   | 2.88             | \$2,048,074          |
| The Brooks                    | 20                  | 80                    | 3.00             | \$531,677            |
| Palmira Golf and Country Club | 5                   | 16                    | 3.75             | \$667,619            |
| Pelican Landing               | 5                   | 61                    | 0.98             | \$583,895            |
| Pelican Landing - The Colony  | 22                  | 56                    | 4.71             | \$1,514,174          |
| Pelican Sound                 | 2                   | 25                    | 0.96             | \$587,862            |
| West Bay Club                 | 8                   | 25                    | 3.84             | \$893,076            |

# FORT MYERS

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 10,999    | 11,268    | 11,068    | 8,637     | 7,435     | 6,919     | 6,791     |
| Sold         | 5,366     | 5,570     | 5,695     | 5,794     | 8,148     | 6,380     | 4,904     |
| Avg. Sale \$ | \$265,052 | \$274,669 | \$272,133 | \$295,121 | \$357,935 | \$465,676 | \$495,159 |



NEW  
LISTINGS

6,791  
↓1.85%



CLOSED  
SALES

4,904  
↓23.13%



AVERAGE  
SALES PRICE

\$495,159  
↑6.33%



CURRENT  
INVENTORY

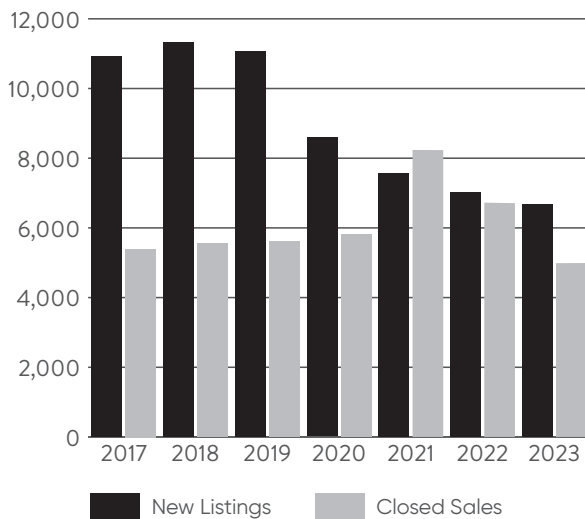
1,376  
↑76.64%



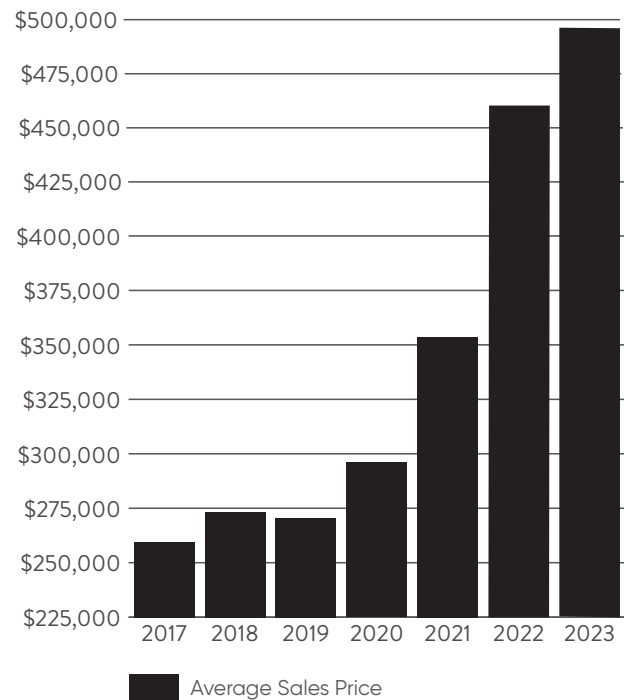
MONTHS OF  
SUPPLY

3.37  
↑129.80%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 4,904 properties sold, sales were down 23.13% from the preceding 12-month period when 6,380 properties were sold. New listings were down 1.85%, from 6,919 to 6,791. The average sales price was up 6.33%, from \$465,676 to \$495,159. As of August 31, 2023, inventory stood at 1,376 units while months of supply was 3.37 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes                 | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Belle Lago                          | 10                  | 23                    | 5.22             | \$911,883            |
| Colonial Country Club               | 7                   | 27                    | 3.11             | \$625,581            |
| Crown Colony                        | 4                   | 12                    | 4.00             | \$862,167            |
| Esplanade Lake Club                 | 6                   | 33                    | 2.18             | \$1,403,224          |
| Fiddlesticks Country Club           | 4                   | 22                    | 2.18             | \$916,177            |
| The Forest                          | 6                   | 32                    | 2.25             | \$668,984            |
| Gulf Harbour Yacht And Country Club | 7                   | 29                    | 2.90             | \$1,586,831          |
| Miromar Lakes Beach And Golf Club   | 12                  | 33                    | 4.36             | \$2,231,352          |
| Parker Lakes                        | 5                   | 18                    | 3.33             | \$459,817            |
| Paseo                               | 1                   | 16                    | 0.75             | \$931,672            |
| The Plantation                      | 21                  | 95                    | 2.65             | \$684,589            |
| Shadow Wood Preserve                | 4                   | 3                     | 16.00            | \$1,242,500          |
| Town And River                      | 6                   | 25                    | 2.88             | \$1,094,896          |
| Wildblue                            | 27                  | 127                   | 2.55             | \$1,462,164          |

| Condominiums                        | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Colonial Country Club               | 22                  | 57                    | 4.63             | \$364,091            |
| Crown Colony                        | 4                   | 11                    | 4.36             | \$466,991            |
| Downtown Fort Myers                 | 61                  | 111                   | 6.59             | \$462,512            |
| Esplanade Lake Club                 | 1                   | 7                     | 1.71             | \$519,662            |
| Fiddlesticks Country Club           | 4                   | 12                    | 4.00             | \$373,250            |
| The Forest                          | 13                  | 37                    | 4.22             | \$253,119            |
| Gulf Harbour Yacht And Country Club | 34                  | 82                    | 4.98             | \$917,150            |
| Miromar Lakes Beach And Golf Club   | 13                  | 25                    | 6.24             | \$1,142,360          |
| Parker Lakes                        | 8                   | 32                    | 3.00             | \$313,961            |
| Paseo                               | 10                  | 77                    | 1.56             | \$412,619            |
| The Plantation                      | 4                   | 19                    | 2.53             | \$516,442            |
| Shadow Wood Preserve                | 2                   | 1                     | 24.00            | \$407,000            |
| Town And River                      | 2                   | 5                     | 4.80             | \$317,750            |



# FORT MYERS BEACH

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 663       | 712       | 697       | 656       | 628       | 664       | 595       |
| Sold         | 418       | 417       | 396       | 421       | 676       | 524       | 347       |
| Avg. Sale \$ | \$548,231 | \$505,003 | \$542,827 | \$570,491 | \$646,890 | \$942,517 | \$920,691 |



NEW  
LISTINGS

595  
↓10.39%



CLOSED  
SALES

347  
↓33.78%



AVERAGE  
SALES PRICE

\$920,691  
↓2.32%



CURRENT  
INVENTORY

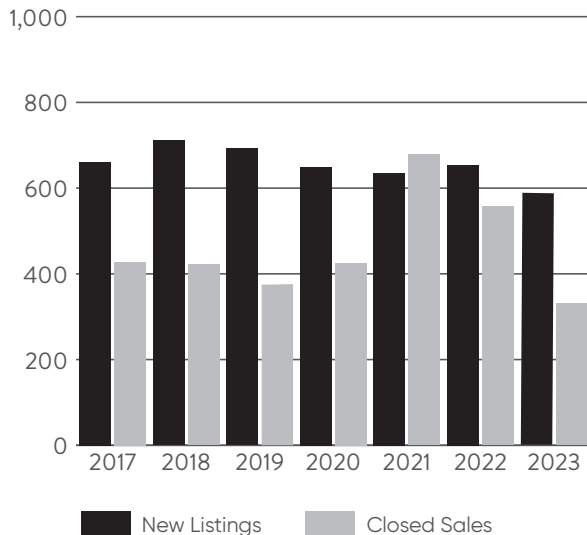
185  
↑44.53%



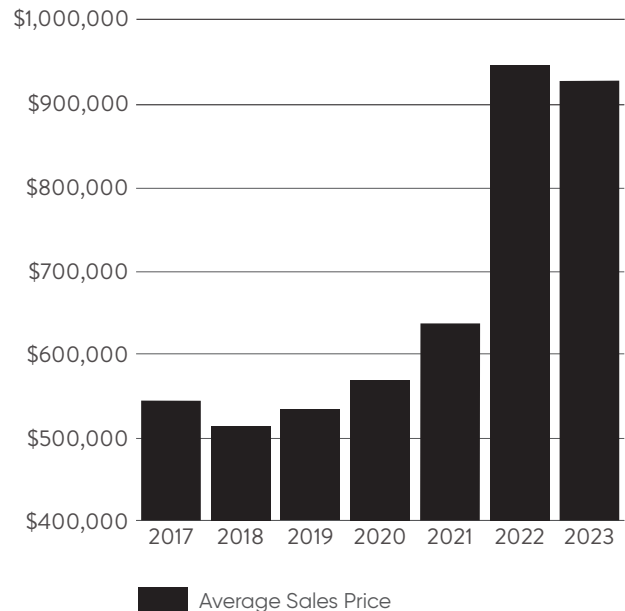
MONTHS OF  
SUPPLY

6.40  
↑118.25%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 347 properties sold, sales were down 33.78% from the preceding 12-month period when 524 properties were sold. New listings were down 10.39%, from 664 to 595. The average sales price was down 2.32%, from \$942,517 to \$920,691. As of August 31, 2023, inventory stood at 185 units while months of supply was 6.40 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Fairview Isles      | 11                  | 21                    | 6.29             | \$999,524            |
| Laguna Shores       | 4                   | 20                    | 2.40             | \$910,825            |
| Mcphie Park         | 9                   | 8                     | 13.50            | \$1,717,419          |

| Condominiums           | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|------------------------|---------------------|-----------------------|------------------|----------------------|
| Carlos Pointe          | 4                   | 5                     | 9.60             | \$573,700            |
| Ocean Harbor Condo     | 6                   | 1                     | 72.00            | \$850,000            |
| Sandarac Condo         | 5                   | 5                     | 12.00            | \$618,150            |
| Waterside At Bay Beach | 19                  | 49                    | 4.65             | \$1,380,855          |

# SANIBEL-CAPTIVA

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021        | 2022        | 2023        |
|--------------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| Listed       | 609       | 686       | 687       | 782       | 674         | 504         | 651         |
| Sold         | 399       | 442       | 369       | 430       | 836         | 501         | 357         |
| Avg. Sale \$ | \$947,279 | \$986,151 | \$956,471 | \$948,113 | \$1,125,598 | \$1,593,046 | \$1,225,840 |



NEW  
LISTINGS

651  
↑29.17%



CLOSED  
SALES

357  
↓28.74%



AVERAGE  
SALES PRICE

\$1,225,840  
↓23.05%



CURRENT  
INVENTORY

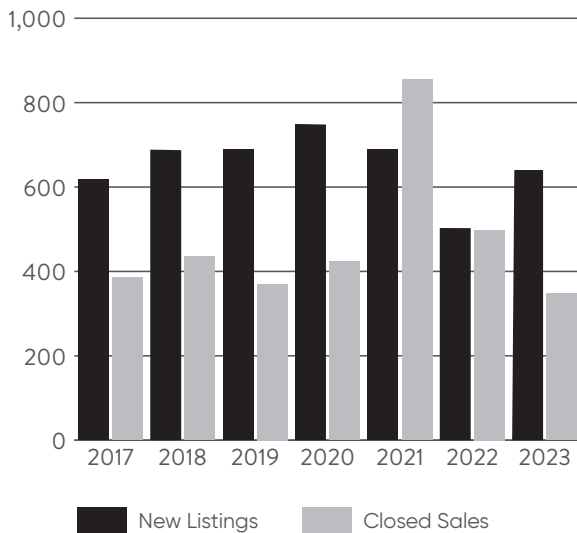
186  
↑118.82%



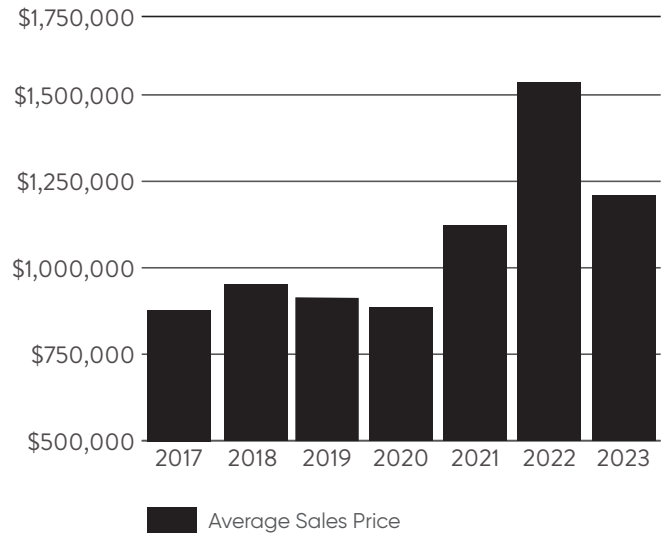
MONTHS OF  
SUPPLY

6.25  
↑207.09%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 357 properties sold, sales were down 28.74% from the preceding 12-month period when 501 properties were sold. New listings were up 29.17%, from 504 to 651. The average sales price was down 23.05%, from \$1,593,046 to \$1,225,840. As of August 31, 2023, inventory stood at 186 units while months of supply was 6.25 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes                | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Beachview Country Club Estates     | 3                   | 12                    | 3.00             | \$1,061,329          |
| Captiva Island                     | 28                  | 16                    | 21.00            | \$2,367,165          |
| Dunes At Sanibel Island            | 9                   | 22                    | 4.91             | \$850,205            |
| Other Sanibel Island Single-Family | 72                  | 210                   | 4.11             | \$1,320,818          |

| Condominiums                | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-----------------------------|---------------------|-----------------------|------------------|----------------------|
| Captiva Island              | 15                  | 14                    | 12.86            | \$937,554            |
| Sundial Of Sanibel Condos   | 49                  | 72                    | 8.17             | \$980,639            |
| Other Sanibel Island Condos | 10                  | 11                    | 10.91            | \$655,091            |

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 8,101     | 8,649     | 8,696     | 8,010     | 8,417     | 9,252     | 8,118     |
| Sold         | 5,675     | 5,895     | 5,818     | 6,180     | 8,188     | 7,538     | 5,338     |
| Avg. Sale \$ | \$260,632 | \$273,065 | \$277,136 | \$297,065 | \$375,024 | \$490,502 | \$480,440 |



NEW LISTINGS

8,118  
↓12.26%



CLOSED SALES

5,338  
↓29.19%



AVERAGE SALES PRICE

\$480,440  
↓2.05%



CURRENT INVENTORY

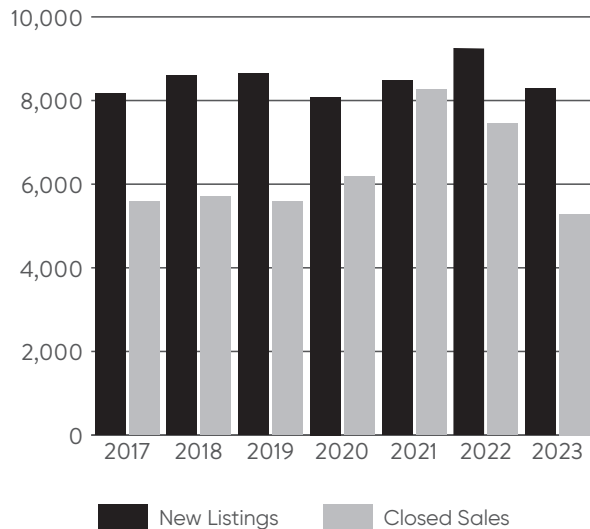
2,152  
↑34.58%



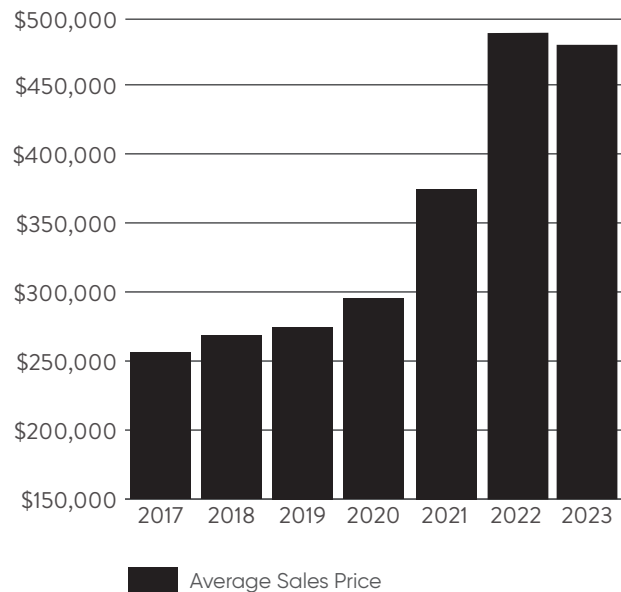
MONTHS OF SUPPLY

4.84  
↑90.05%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,338 properties sold, sales were down 29.19% from the preceding 12-month period when 7,538 properties were sold. New listings were down 12.26%, from 9,252 to 8,118. The average sales price was down 2.05%, from \$490,502 to \$480,440. As of August 31, 2023, inventory stood at 2,152 units while months of supply was 4.84 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Cape Harbour        | 5                   | 5                     | 12.00            | \$2,220,000          |
| Cape Royal          | 7                   | 26                    | 3.23             | \$785,194            |
| Yacht Club          | 11                  | 22                    | 6.00             | \$884,318            |

| Condominiums        | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Cape Harbour        | 16                  | 19                    | 10.11            | \$650,158            |
| Tarpon Point Marina | 13                  | 10                    | 15.60            | \$1,465,000          |

# PINE ISLAND-MATLACHA

## MARKET REPORT - AUGUST 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 375       | 403       | 397       | 365       | 389       | 333       | 363       |
| Sold         | 222       | 228       | 236       | 231       | 370       | 297       | 193       |
| Avg. Sale \$ | \$326,233 | \$333,188 | \$337,676 | \$379,883 | \$469,039 | \$672,153 | \$539,360 |



NEW  
LISTINGS

363  
↑9.01%



CLOSED  
SALES

193  
↓35.02%



AVERAGE  
SALES PRICE

\$539,360  
↓19.76%



CURRENT  
INVENTORY

111  
↑113.46%



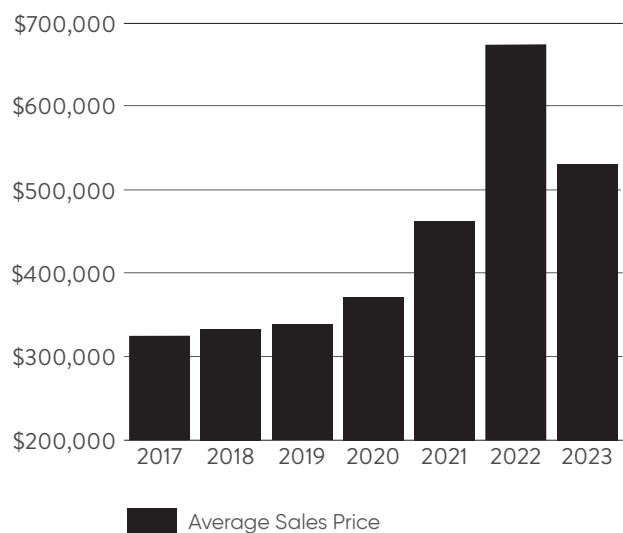
MONTHS OF  
SUPPLY

6.90  
↑228.49%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 193 properties sold, sales were down 36.02% from the preceding 12-month period when 297 properties were sold. New listings were up 9.01%, from 333 to 363. The average sales price was down 19.76%, from \$672,153 to \$539,360. As of August 31, 2023, inventory stood at 111 units while months of supply was 6.90 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Bokeelia            | 47                  | 69                    | 8.17             | \$521,783            |
| Matlacha            | 16                  | 17                    | 11.29            | \$759,647            |
| St James City       | 39                  | 90                    | 5.20             | \$540,190            |

| Condominiums & Attached | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------|---------------------|-----------------------|------------------|----------------------|
| Bokeelia                | 8                   | 16                    | 6.00             | \$388,906            |
| Matlacha                | 0                   | 0                     | —                |                      |
| St James City           | 1                   | 1                     | 12.00            | \$340,000            |



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