

WILLIAM RAVEIS
LUXURY PROPERTIES

Matt Brown
LUXURY SPECIALIST

REAL ESTATE MARKET REPORT 2020

NAPLES FLORIDA | LUXURY MARKET REPORT

PRESENTED BY:

MATT BROWN, BROKER ASSOCIATE | 720 5TH AVE S #201, NAPLES FL 34102



exclusive affiliate of
CHRISTIE'S
INTERNATIONAL REAL ESTATE
in Collier County, Florida

Leading
REAL ESTATE COMPANIES
IN THE WORLD

NAPLES LUXURY MARKET REPORT

2020

Market Summary: 2020 provided a couple dramatic unexpected turns for our real estate market in Naples - first of which was a slowdown with activity grinding almost to a halt in mid-March and April, then a dramatic acceleration starting in May through the end of the year with luxury properties selling with greater velocity than ever seen before with 826 sales of \$2M or more, 68% more than 2019. Inventory of properties on the market over \$2M averaged 17 months of supply during 2019 and was quickly reduced to only 6.4 months by the end of 2020.

Single Family Homes: There were 1279 sales over \$1M in 2020, 61.7% more than in 2019, with the highest sales price at \$19.8M for 1777 Galleon Drive in Port Royal. Even with the pause in the market, sales in the \$6-8M range were more than double last year, up 125%. Royal Harbor had the largest overall increase in average sales price with a 21% increase to \$2.6M and Pelican Bay saw the highest increase in average price per square foot with a 16.6% increase with 16 sales over \$900/SF. At year end, single family home inventory for all price ranges was only 2.9 months of supply, 4.8 months over \$1M and 7 months over \$3M.

Condominiums: 2020 sales over \$1M were up 50.2% from 2019 with a total of 622 transactions. The greatest increase came within the \$2M to \$3M range where sales were up 92%. The highest priced condo sale of 2020 was a 12,050 SF PH at Regent in Park Shore which closed for \$14M and the most expensive price per square foot sale closed for \$1669/SF (\$6.7M) within Mystique at Pelican Bay. Vanderbilt Beach, Coquina Sands and Barefoot Beach all saw the greatest rise in average selling price with increases of approximately 20% while Grey Oaks and Barefoot Beach had the greatest price per square foot gains with 20% increases. At year end, condo inventory for all price ranges was only 4.1 months of supply, 5.9 months over \$1M and 11.6 months over \$3M.

Looking Ahead: If the demand for Naples real estate experienced during the 2nd half of 2020 keeps up, the inventory levels will enter seller's market territory widely considered to be less than 6 months of supply (it's already there in some segments) and prices would be likely to continue increasing. In 2020, some suburbs around the country saw widespread multiple offer situations as buyers looked to change their living environment. Multiple offers started occurring in Naples but there have not been a large volume of over asking sales, only 5.0% (591 of 11,707) of transactions under \$2M closed above the asking price and only 3.0% (25 of the 826) of sales over \$2M closed above the asking price, many due to including furniture or new construction upgrades.



WILLIAM RAVEIS
LUXURY PROPERTIES

Matt Brown
LUXURY SPECIALIST

SUMMARY OF SALES in NAPLES: 2020 vs 2019

Total Sales (Single Family + Condos)	2020	% Change	2019
# of Properties	12,529	+21.1%	10,344
\$ Volume	\$8,797,419,840	+41.0%	\$6,238,116,868
Average Price	\$702,165	+16.4%	\$603,066

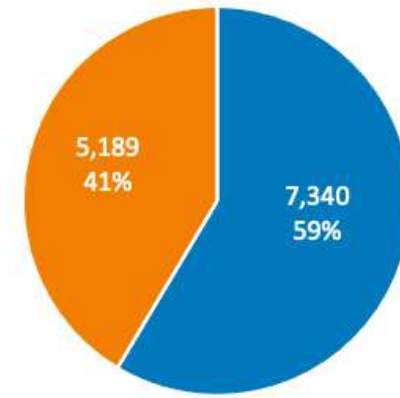
Single Family Homes

# of Properties	7,340	+27.1%	5,774
\$ Volume	\$6,107,067,122	+46.1%	\$4,181,399,916
Average Price	\$832,025	+14.9%	\$724,177

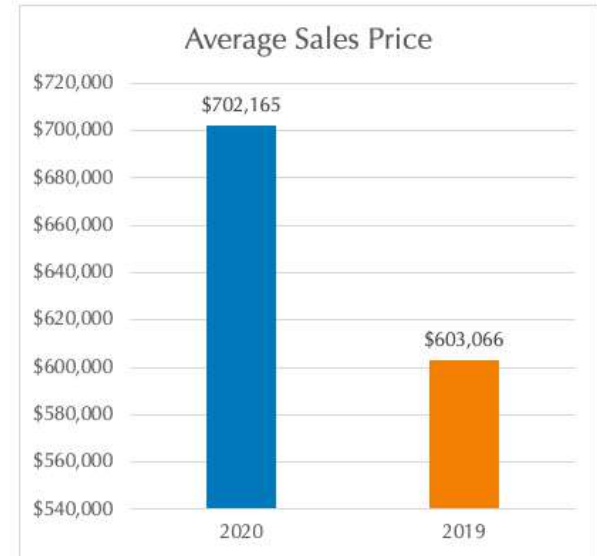
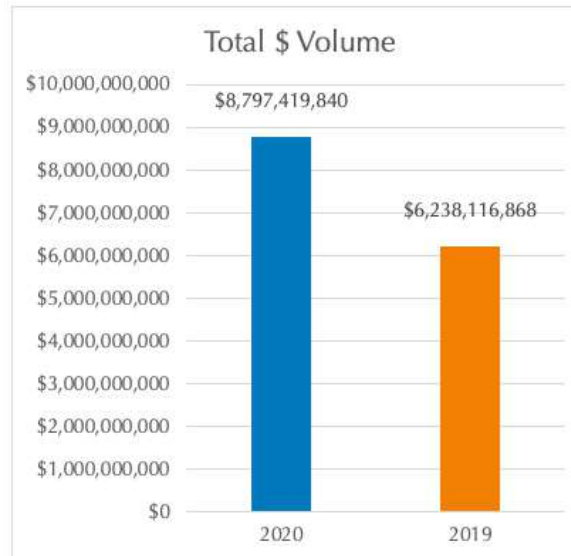
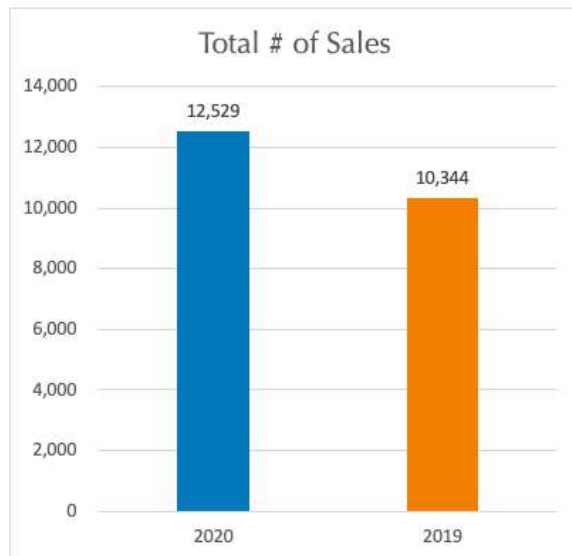
Condominiums

# of Properties	5,189	+13.5%	4,570
\$ Volume	\$2,690,352,718	+30.8%	\$2,056,716,952
Average Price	\$518,472	+15.2%	\$450,047

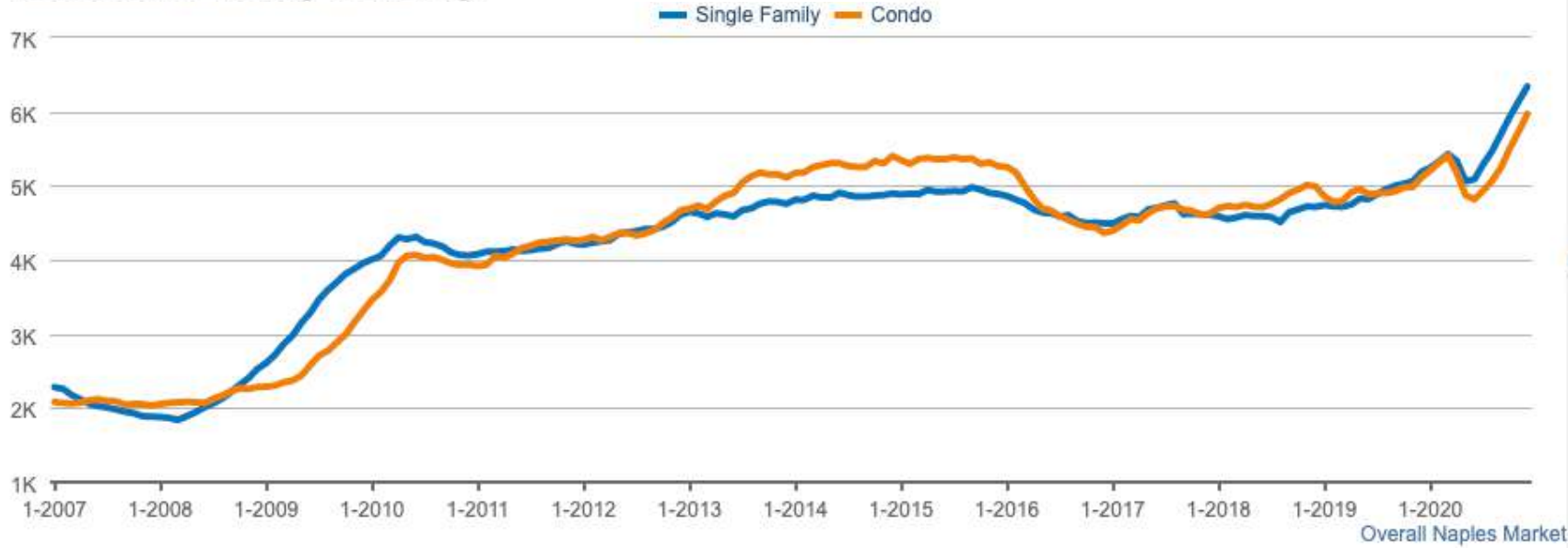
2020 Sold Property Type



■ Single Family Homes ■ Condominiums



TOTAL SALES (Rolling 12-mo Avg)

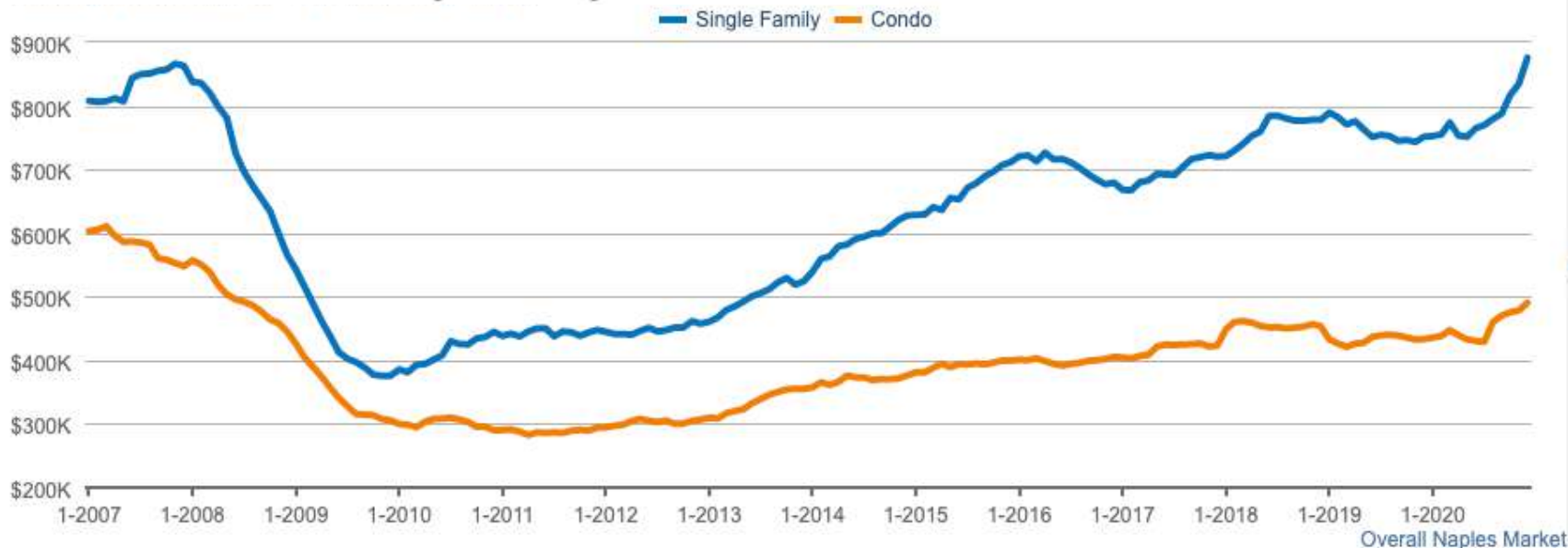


DECEMBER 2020

Single Family
6,340 | +22.2%

Condo
5,969 | +16.7%

AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

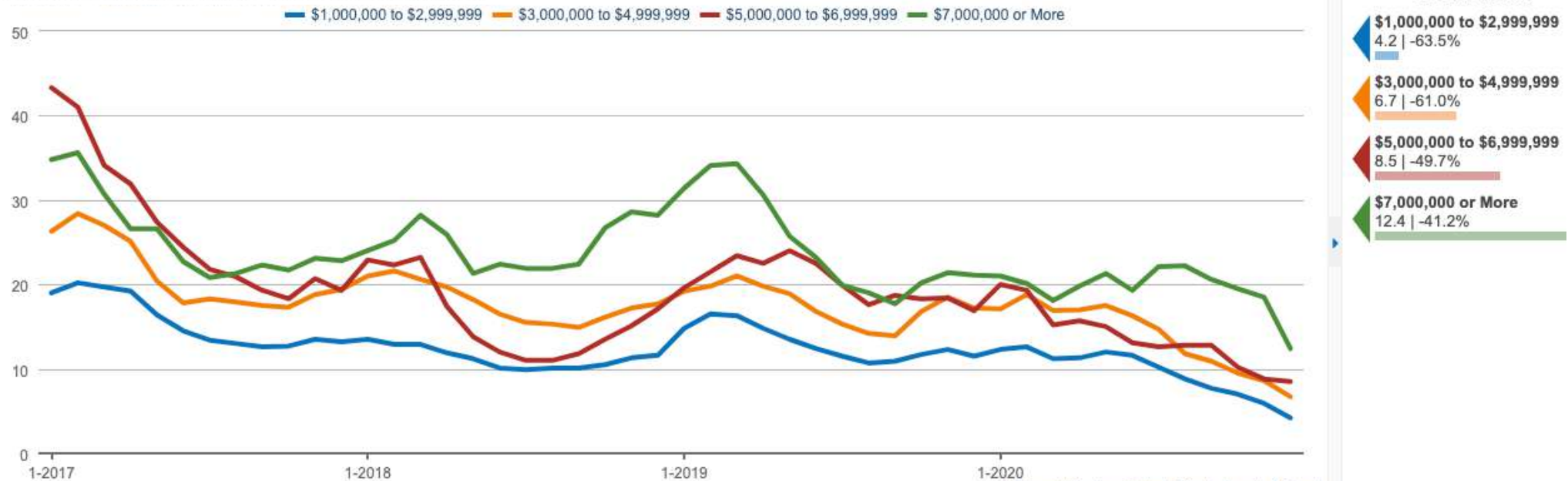
Single Family
\$875,759 | +16.5%

Condo
\$490,579 | +13.2%

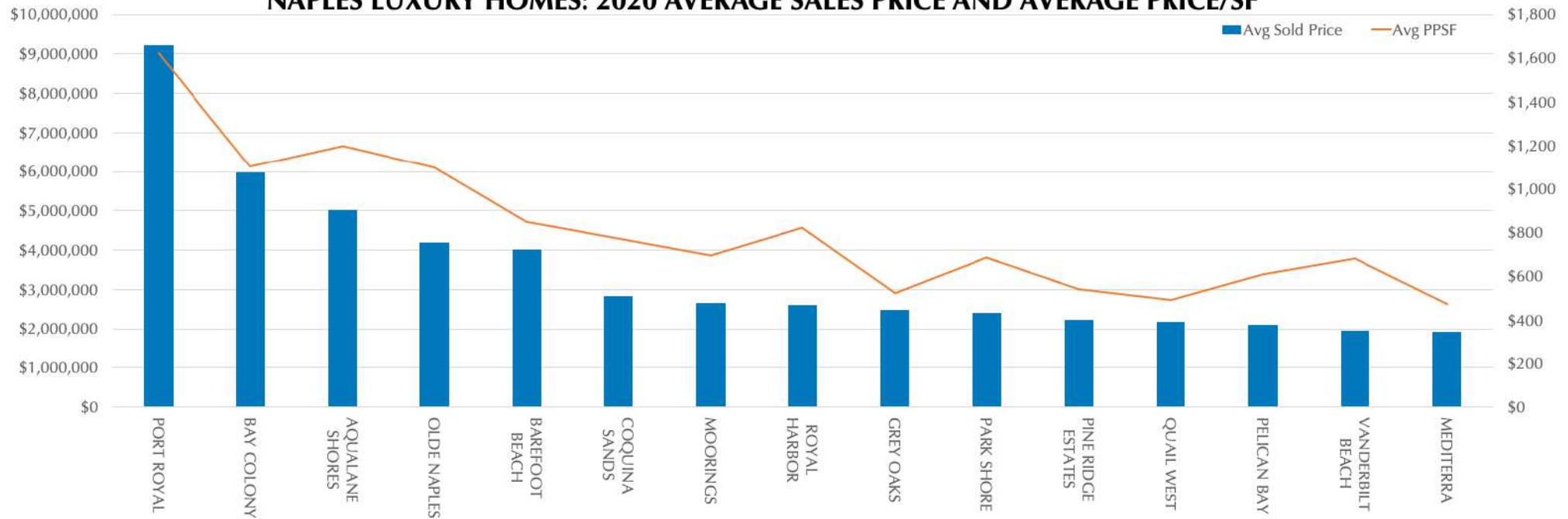
NAPLES LUXURY MARKET: 2020 vs 2019

	SINGLE FAMILY HOMES			CONDOMINIUMS		
	2020	% Change	2019	2020	% Change	2019
\$1M to \$2M	685	+56.0%	439	390	+41.8%	275
\$2M to \$3M	219	+61.0%	136	158	+92.7%	82
\$3M to \$4M	166	+76.6%	94	43	+53.6%	28
\$4M to \$5M	74	+85.0%	40	9	-35.7%	14
\$5M to \$6M	32	+52.4%	21	7	+133.3%	3
\$6M to \$7M	40	+122.2%	18	9	+80.0%	5
\$7M to \$8M	25	+127.3%	11	1	-50.0%	2
\$8M to \$9M	11	+57.1%	7	2	+0.0%	2
\$9M to \$10M	5	+25.0%	4	2	+0.0%	2
\$10M to \$15M	14	+0.0%	14	1	+0.0%	1
\$15M+	8	+14.3%	7	0	+0.0%	0
TOTAL	1279	+61.7%	791	622	+50.2%	414

MONTHS SUPPLY OF HOMES FOR SALE

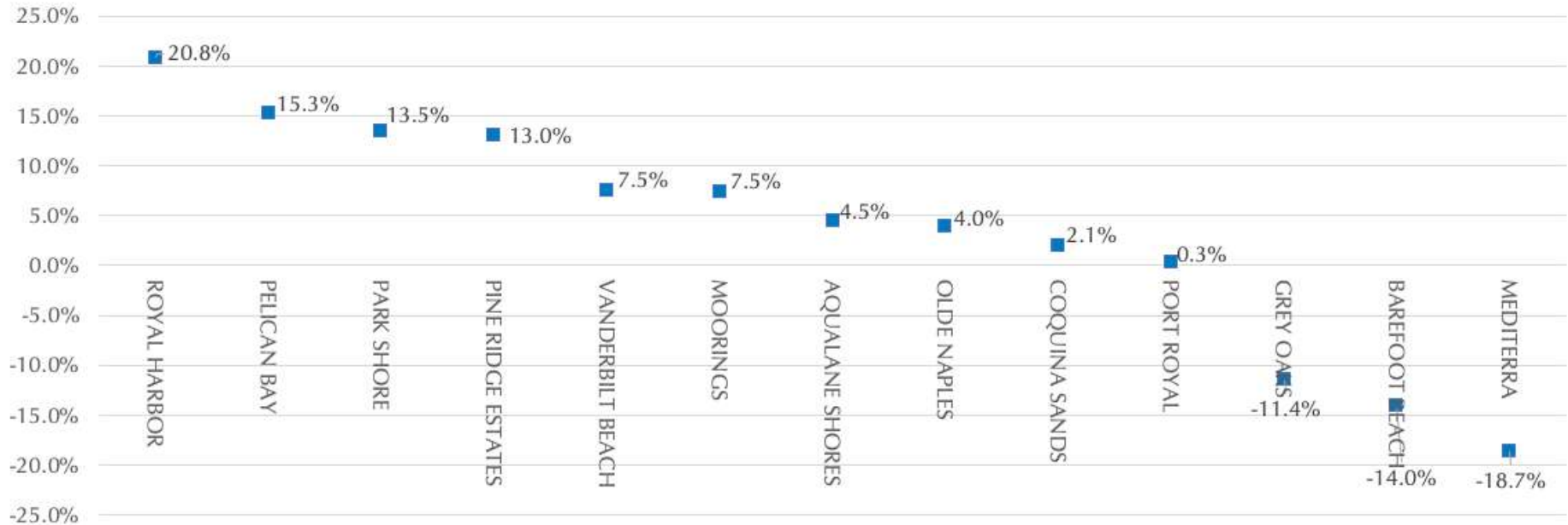


NAPLES LUXURY HOMES: 2020 AVERAGE SALES PRICE AND AVERAGE PRICE/SF

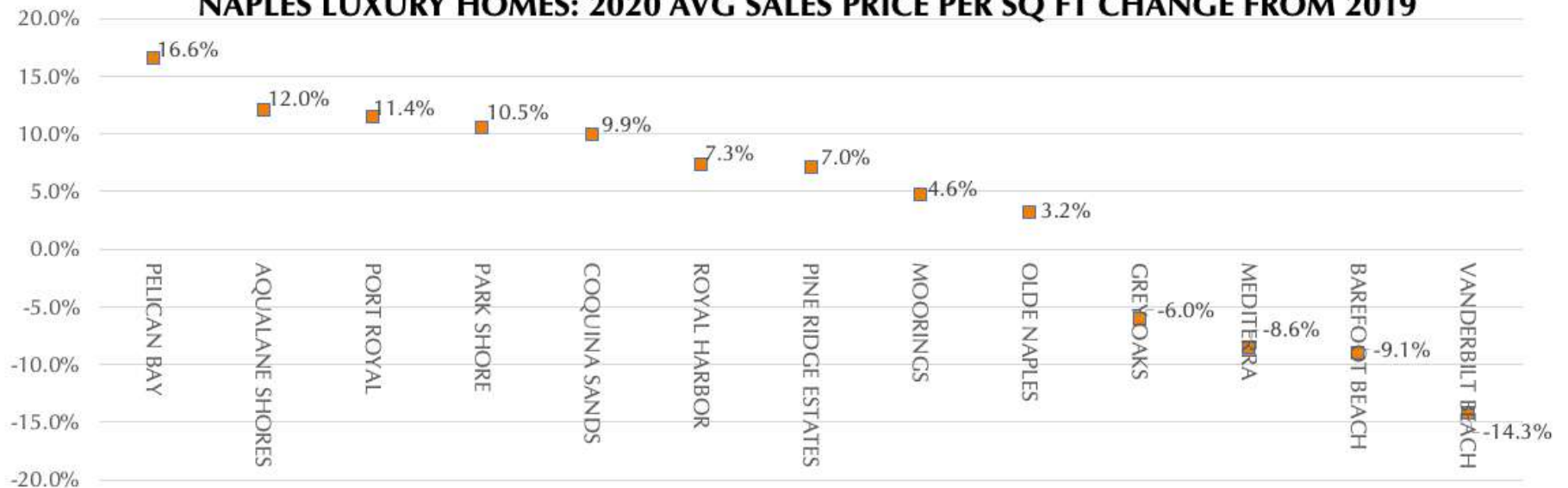


Neighborhood	Total Volume	# Sold	Avg Sold Price	Avg PPSF	Avg Living SF	Avg Lot Size (ac)	Avg DOM	Avg Yr Built	Avg Annual Fees	Avg Taxes	Avg Discount
PORT ROYAL	\$461,625,000	50	\$9,232,500	\$1,624	6131	0.67	212	1996	\$602	\$62,902	-8.5%
BAY COLONY	\$71,630,000	12	\$5,969,167	\$1,101	5240	0.35	115	1999	\$20,860	\$40,027	-5.6%
AQUALANE SHORES	\$216,250,071	43	\$5,029,071	\$1,198	4290	0.35	142	1996	\$156	\$27,511	-7.3%
OLDE NAPLES	\$414,326,500	99	\$4,185,116	\$1,097	3847	0.27	175	1999	\$403	\$22,962	-5.4%
BAREFOOT BEACH	\$108,785,000	27	\$4,029,074	\$850	4623	0.24	200	2003	\$6,629	\$23,793	-9.3%
COQUINA SANDS	\$70,895,000	25	\$2,835,800	\$775	3632	0.44	76	1994	\$756	\$16,455	-6.5%
MOORINGS	\$230,694,337	87	\$2,651,659	\$696	3713	0.34	145	1998	\$682	\$16,883	-6.2%
ROYAL HARBOR	\$146,653,000	56	\$2,618,804	\$821	3247	0.29	118	1992	\$21	\$16,541	-6.5%
GREY OAKS	\$180,508,155	73	\$2,472,714	\$524	4466	0.44	161	2006	\$17,182	\$19,195	-6.5%
PARK SHORE	\$177,506,480	74	\$2,398,736	\$689	3144	0.29	145	1994	\$1,549	\$12,053	-4.6%
PINE RIDGE ESTATES	\$131,496,463	59	\$2,228,754	\$544	4111	1.38	147	1991	\$8	\$11,052	-6.8%
QUAIL WEST	\$169,959,589	78	\$2,178,969	\$490	4428	0.68	159	2012	\$20,385	\$14,375	-6.4%
PELICAN BAY	\$158,311,400	75	\$2,110,819	\$611	3282	0.40	118	1992	\$5,986	\$14,634	-5.4%
VANDERBILT BEACH	\$92,069,830	47	\$1,958,933	\$683	2923	0.23	161	1990	\$169	\$13,358	-6.1%
MEDITERRA	\$120,057,907	62	\$1,936,418	\$474	3977	0.43	209	2008	\$13,452	\$18,570	-5.8%

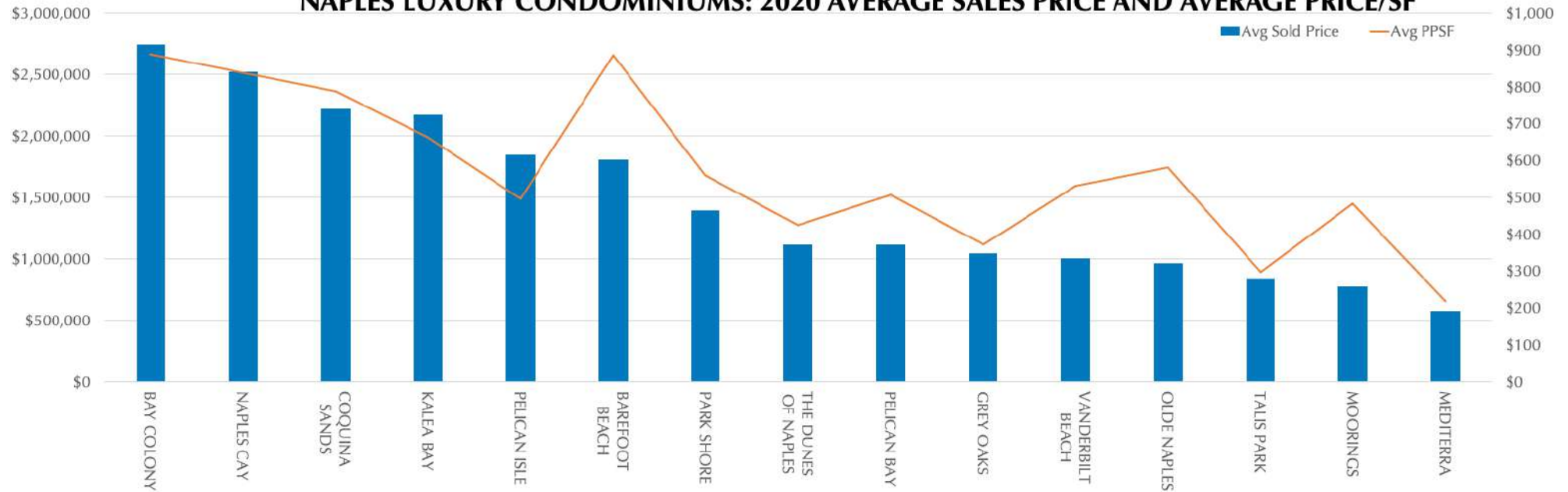
NAPLES LUXURY HOMES: 2020 AVG SALES PRICE CHANGE FROM 2019



NAPLES LUXURY HOMES: 2020 AVG SALES PRICE PER SQ FT CHANGE FROM 2019

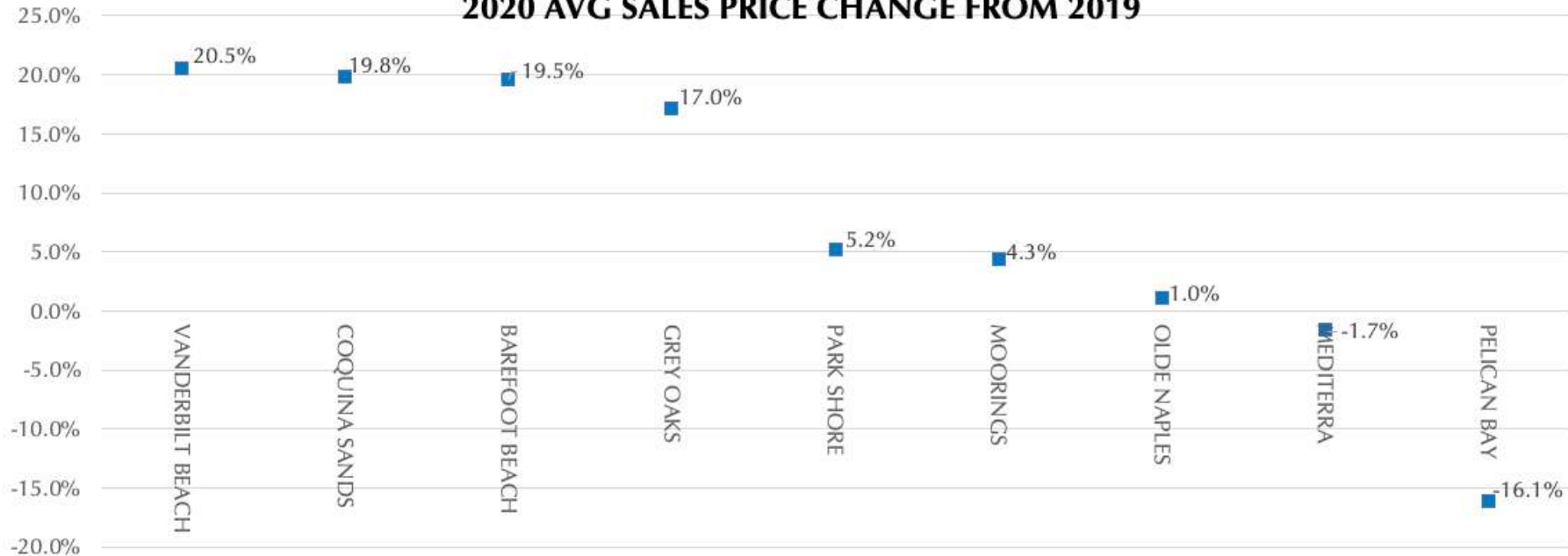


NAPLES LUXURY CONDOMINIUMS: 2020 AVERAGE SALES PRICE AND AVERAGE PRICE/SF

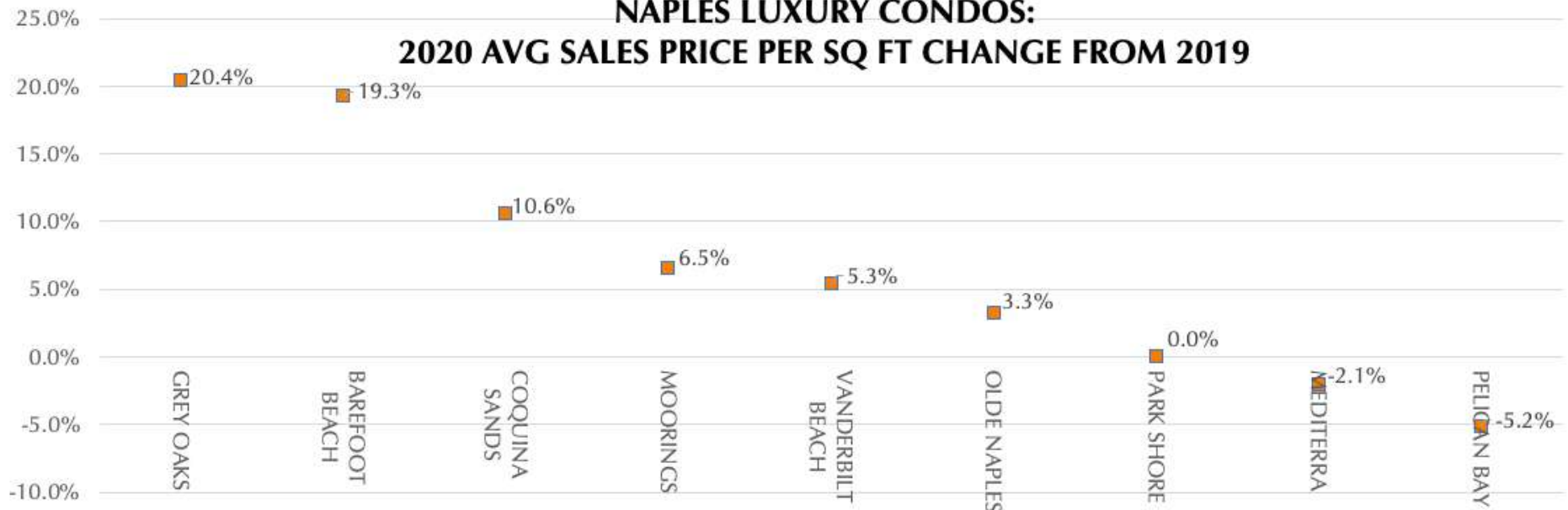


Neighborhood	Total Volume	# Sold	Avg Sold Price	Avg PPSF	Avg Living SF	Avg DOM	Avg Yr Built	Avg Annual Fees	Avg Taxes	Avg Discount
BAY COLONY	\$74,099,000	27	\$2,744,407	\$889	3054	166	1996	\$33,771	\$24,182	-8.3%
NAPLES CAY	\$37,814,000	15	\$2,520,933	\$839	2870	123	1994	\$23,240	\$16,373	-4.6%
COQUINA SANDS	\$35,479,000	16	\$2,217,438	\$788	2468	89	1981	\$16,460	\$14,943	-4.4%
KALEA BAY	\$284,309,999	131	\$2,170,305	\$664	3269	67	2020	\$21,959	\$15,997	-0.4%
PELICAN ISLE	\$29,542,500	16	\$1,846,406	\$497	3528	75	2004	\$20,727	\$16,663	-4.3%
BAREFOOT BEACH	\$39,707,125	22	\$1,804,869	\$885	1998	62	1993	\$13,381	\$12,348	-5.5%
PARK SHORE	\$323,024,500	232	\$1,392,347	\$559	2141	115	1984	\$16,674	\$9,849	-5.5%
THE DUNES OF NAPLES	\$58,228,415	52	\$1,119,777	\$426	2595	111	2003	\$18,128	\$9,811	-4.2%
PELICAN BAY	\$325,196,520	292	\$1,113,687	\$506	1996	106	1993	\$16,600	\$8,574	-5.1%
GREY OAKS	\$9,387,900	9	\$1,043,100	\$371	2801	138	2004	\$28,391	\$7,840	-6.4%
VANDERBILT BEACH	\$104,617,700	104	\$1,005,939	\$531	1611	158	1986	\$10,567	\$8,711	-5.7%
OLDE NAPLES	\$136,991,075	142	\$964,726	\$582	1547	107	1984	\$8,892	\$6,798	-4.5%
TALIS PARK	\$22,567,613	27	\$835,838	\$298	2775	176	2018	\$22,208	\$9,931	-5.7%
MOORINGS	\$115,186,052	149	\$773,061	\$482	1459	105	1973	\$11,615	\$5,426	-5.1%
MEDITERRA	\$9,800,500	17	\$576,500	\$218	2644	171	2004	\$17,860	\$7,598	-6.1%

**NAPLES LUXURY CONDOS:
2020 AVG SALES PRICE CHANGE FROM 2019**



**NAPLES LUXURY CONDOS:
2020 AVG SALES PRICE PER SQ FT CHANGE FROM 2019**







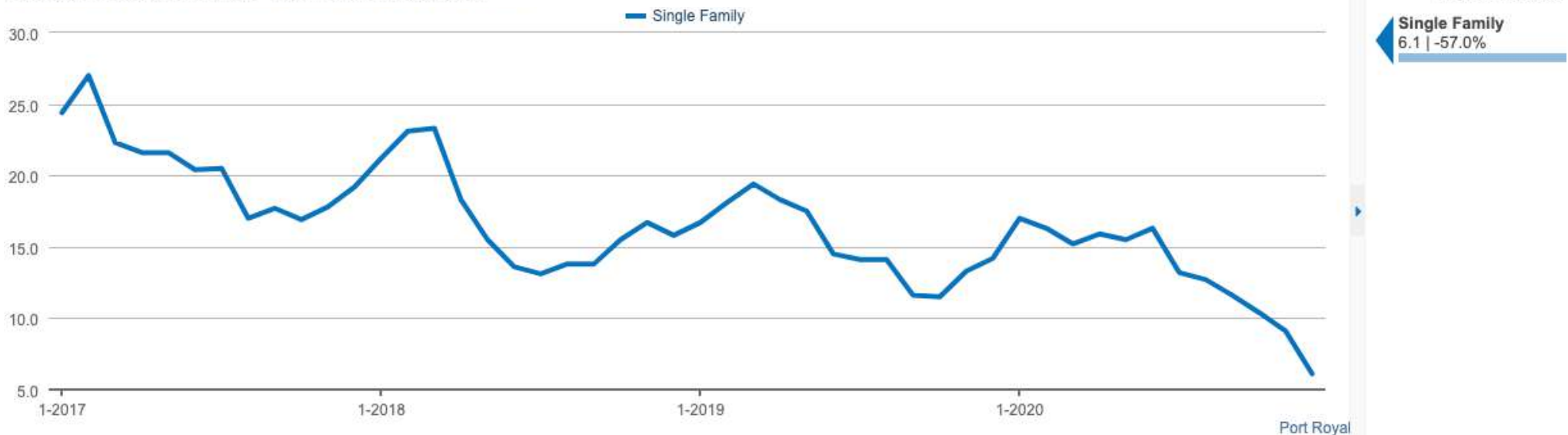
PORT ROYAL: 2020 vs 2019

The Port Royal neighborhood is an area of approximately 1.5 square miles, roughly 30% of that being waterways that are navigable to the Gulf of Mexico with approximately 640 single family homes and no condominiums. The Port Royal area is about 2 miles North to South along the Gulf of Mexico and 1 mile from East to West at the widest from Naples Bay to the Gulf.

SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$461,625,000	+28.6%	\$359,071,250
Number Sold	50	+28.2%	39
Average Sold Price	\$9,232,500	+0.3%	\$9,206,955
Average Sold Price Per Sq Ft	\$1,624	+11.4%	\$1,457
Average Living Area (SF)	6131	+1.4%	6049
Average Lot Size (ac)	0.67	-1.5%	0.68
Average Days on Market	212	-20.0%	264
Average Year Built	1996	-0.2%	2000
Average of Total Annual Fees	\$602	-11.4%	\$679
Average of Property Taxes	\$62,902	+11.5%	\$56,400
Average Discount from Last Ask	-8.5%	+26.2%	-6.7%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$9,220,213 | -1.0%

AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$1,212 | +14.9%

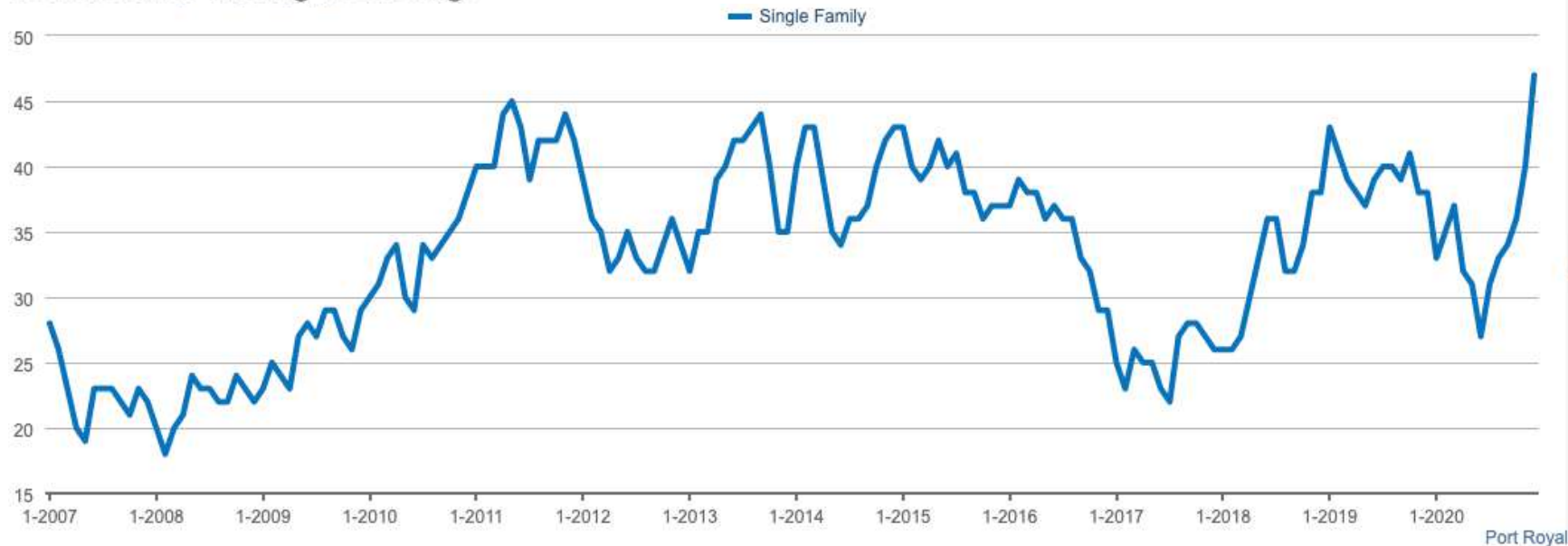
NEW LISTINGS (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
56 | -6.7%

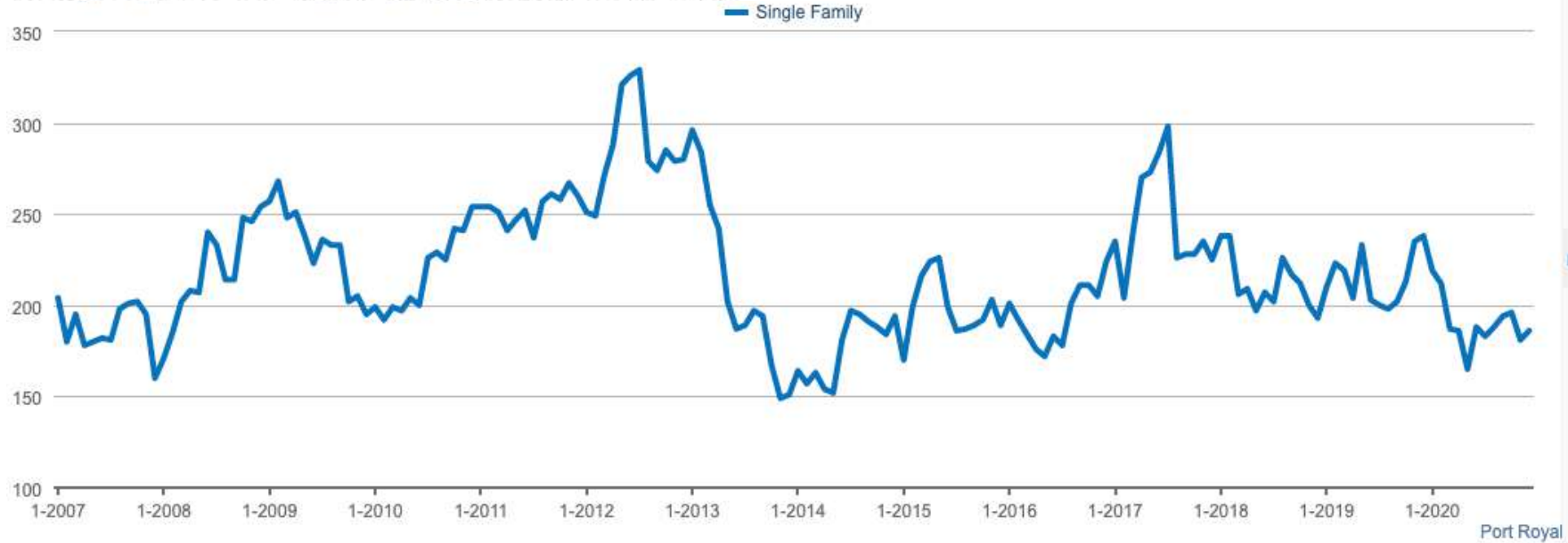
TOTAL SALES (Rolling 12-mo Avg)



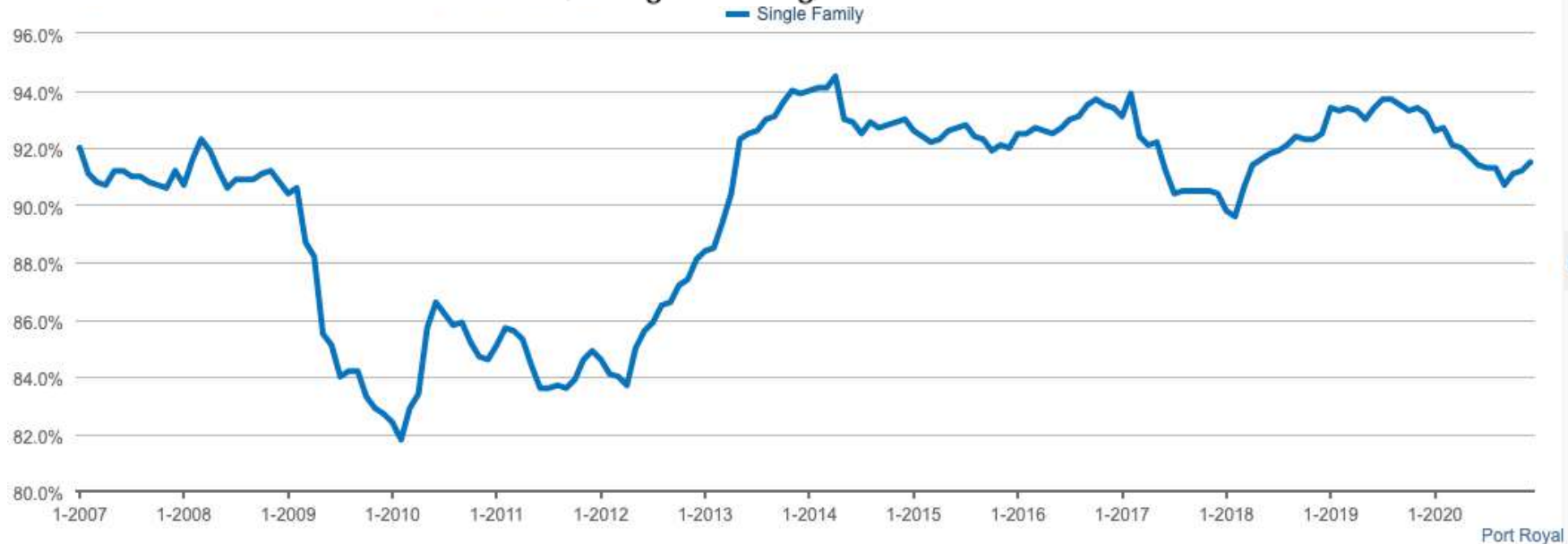
DECEMBER 2020

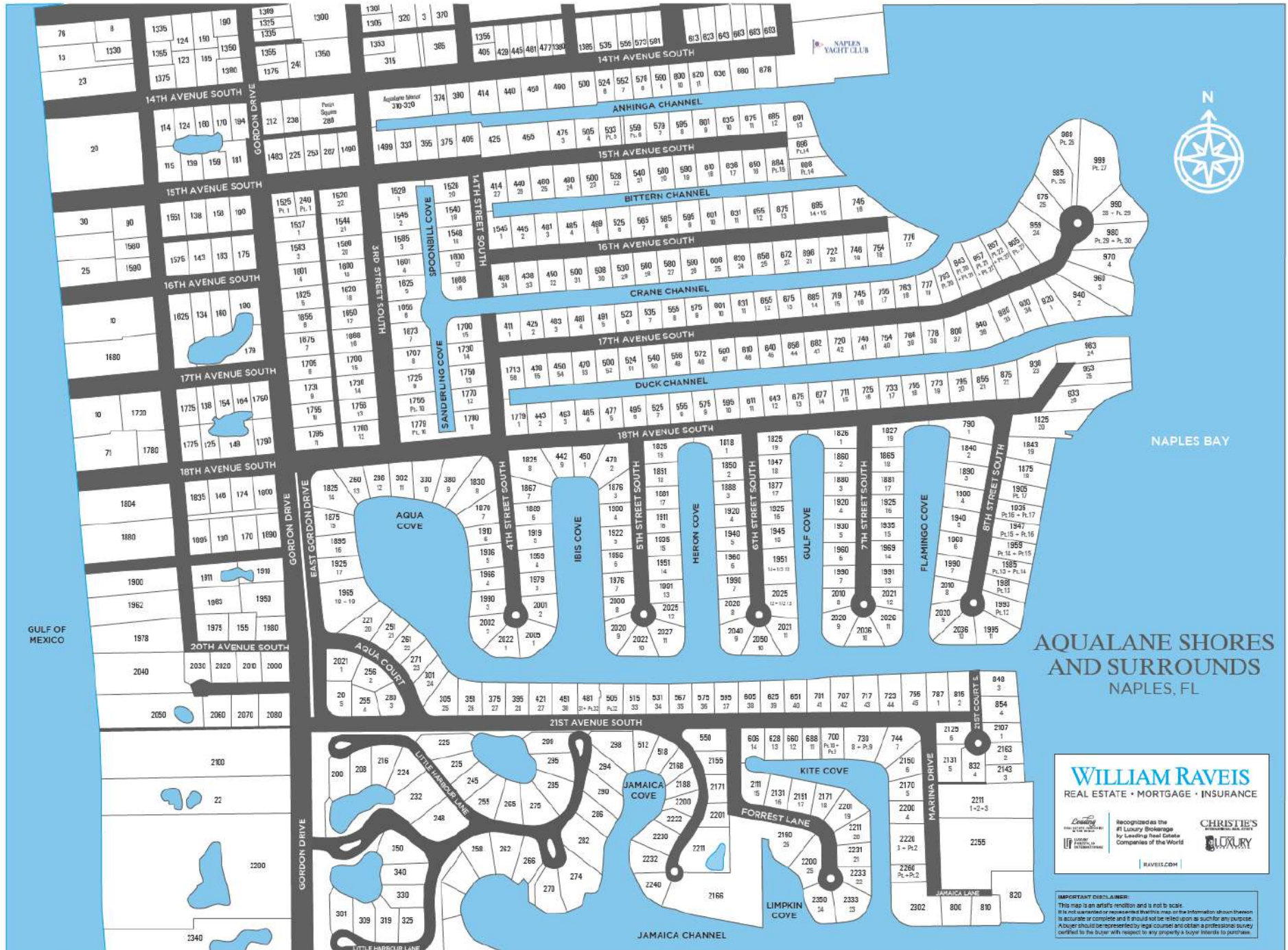
Single Family
47 | +23.7%

AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)





**AQUALANE SHORES
AND SURROUNDS**
NAPLES, FL

WILLIAM RAVEIS
REAL ESTATE • MORTGAGE • INSURANCE



Recognized as the
#1 Luxury Brokerage
by Leading Real Estate
Companies of the World



RAVEIS.COM

IMPORTANT DISCLAIMER:
This map is an artist's rendition and is not to scale.
It is not guaranteed or represented that the map or the information shown thereon
is accurate or complete and it should not be relied upon as such for any purpose.
A buyer should be represented by a legal counsel and obtain a professional survey
certified to the buyer with respect to any property a buyer intends to purchase.

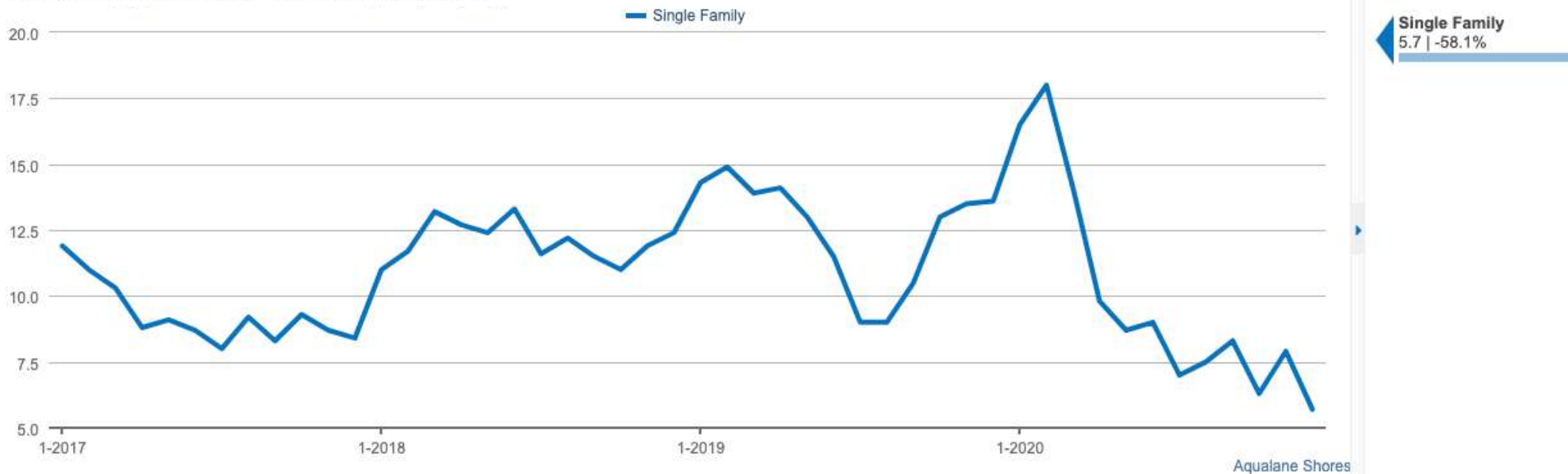
AQUALANE SHORES: 2020 vs 2019

The Aqualane Shores neighborhood is approximately 0.5 square miles with roughly 20% of that being waterways that provide most property owners with access to Naples Bay and the Gulf of Mexico. The neighborhood is located between Old Naples (South of 14th Ave S) and Port Royal and from Gulf Shore Blvd S to Naples Bay. There are approximately 450 single family homes in Aqualane Shores.

SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$216,250,071	+149.5%	\$86,663,785
Number Sold	43	+138.9%	18
Average Sold Price	\$5,029,071	+4.5%	\$4,814,655
Average Sold Price Per Sq Ft	\$1,198	+12.0%	\$1,070
Average Living Area (SF)	4290	-3.3%	4438
Average Lot Size (ac)	0.35	+4.0%	0.34
Average Days on Market	142	-18.9%	175
Average Year Built	1996	-0.2%	1999
Average of Total Annual Fees	\$156	-57.1%	\$365
Average of Property Taxes	\$27,511	-6.5%	\$29,431
Average Discount from Last Ask	-7.3%	+0.3%	-7.2%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



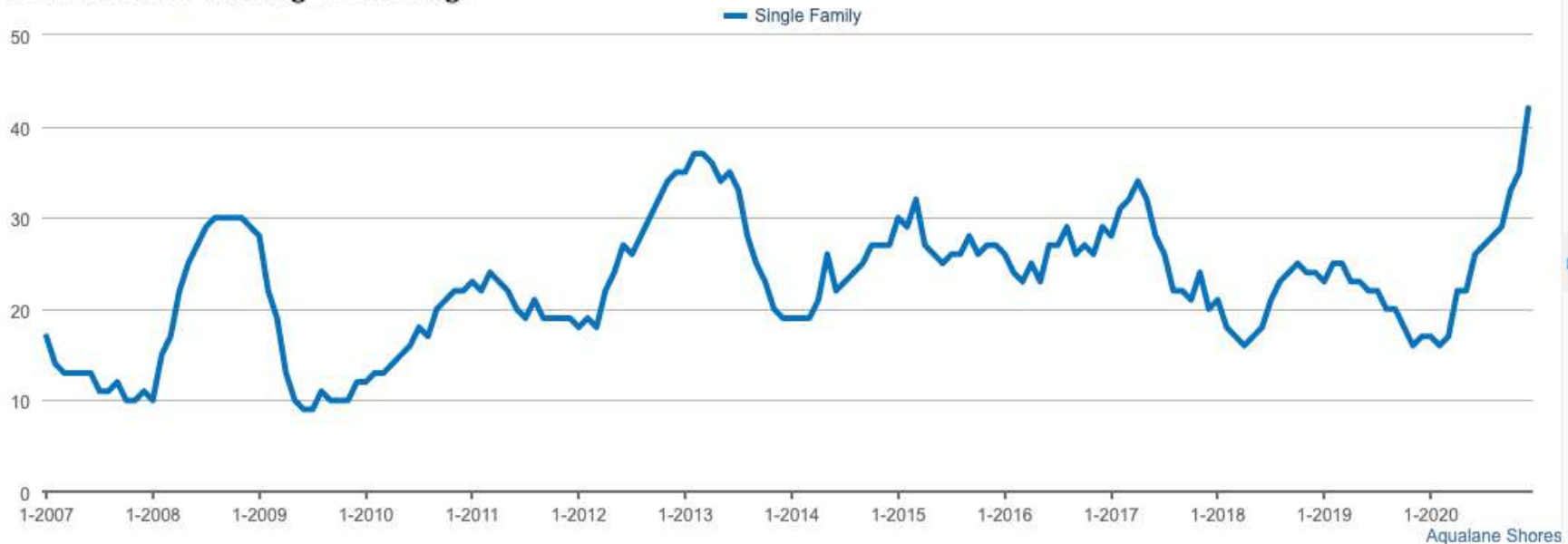
AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)

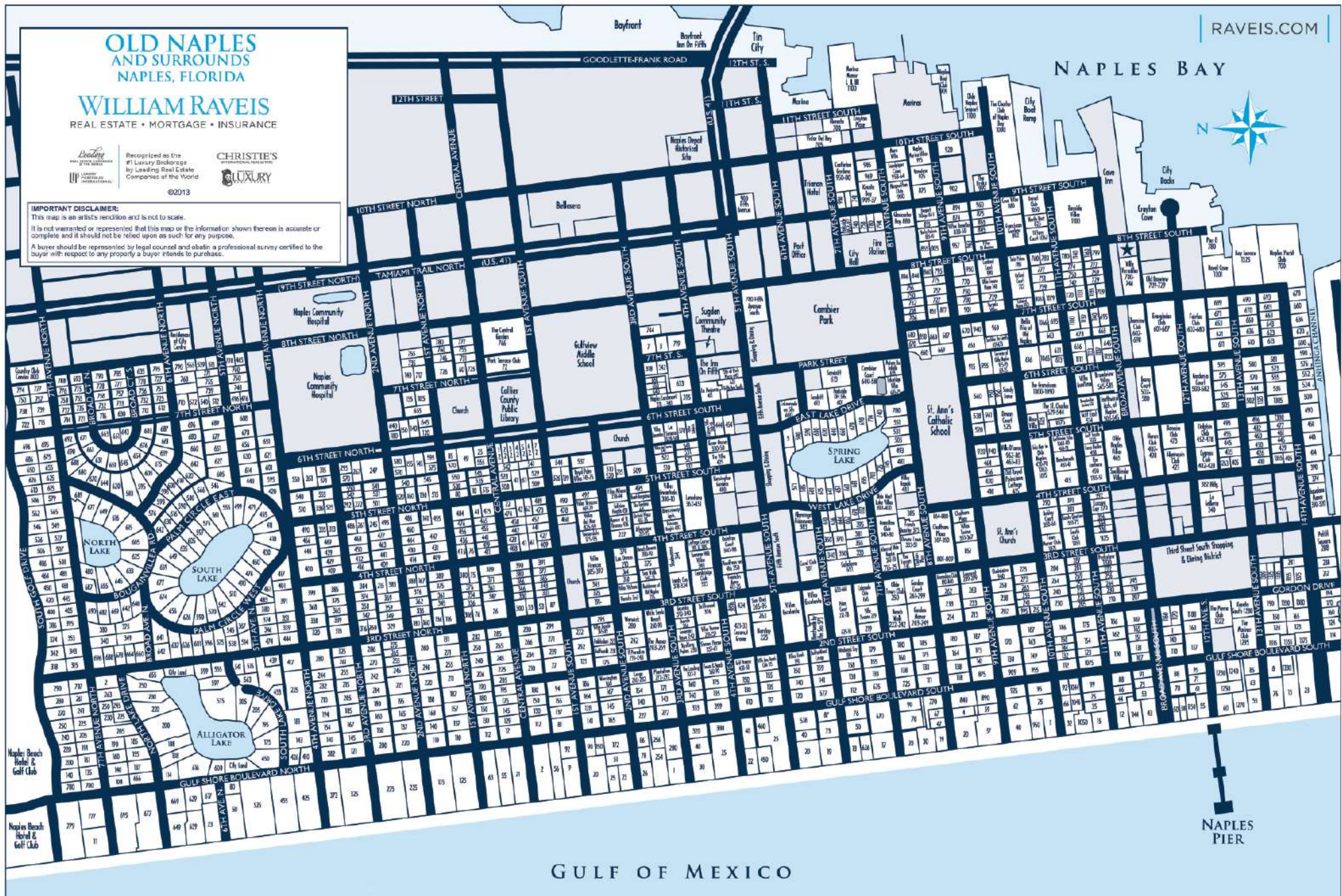


AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)





OLD NAPLES: 2020 vs 2019

The Old Naples neighborhood is approximately 1.5 square miles of land with roughly 2850 residences; 1100 single family homes and 1750 condominiums. The area is 1.75 miles along the Gulf of Mexico and about 0.75 miles from East to West from US 41 to the waterfront.

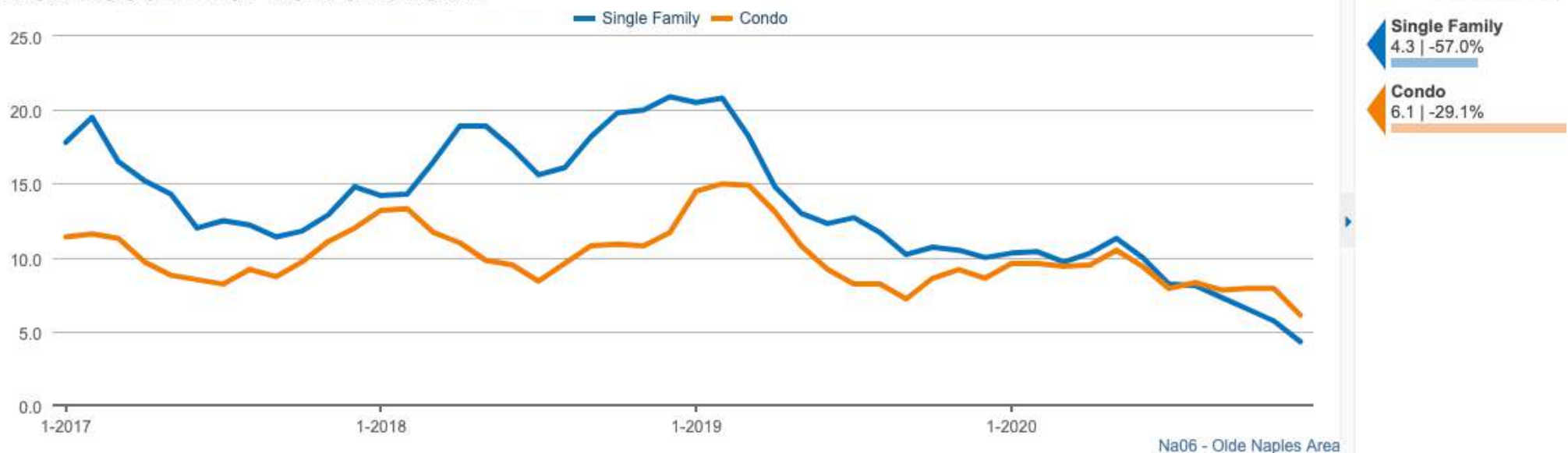
SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$414,326,500	+30.3%	\$317,998,411
Number Sold	99	+25.3%	79
Average Sold Price	\$4,185,116	+4.0%	\$4,025,296
Average Sold Price Per Sq Ft	\$1,097	+3.2%	\$1,064
Average Living Area (SF)	3847	+3.6%	3713
Average Lot Size (ac)	0.27	-6.5%	0.29
Average Days on Market	175	-17.4%	212
Average Year Built	1999	+0.2%	1996
Average of Total Annual Fees	\$403	-32.1%	\$593
Average of Property Taxes	\$22,962	-5.3%	\$24,239
Average Discount from Last Ask	-5.4%	-32.4%	-7.9%

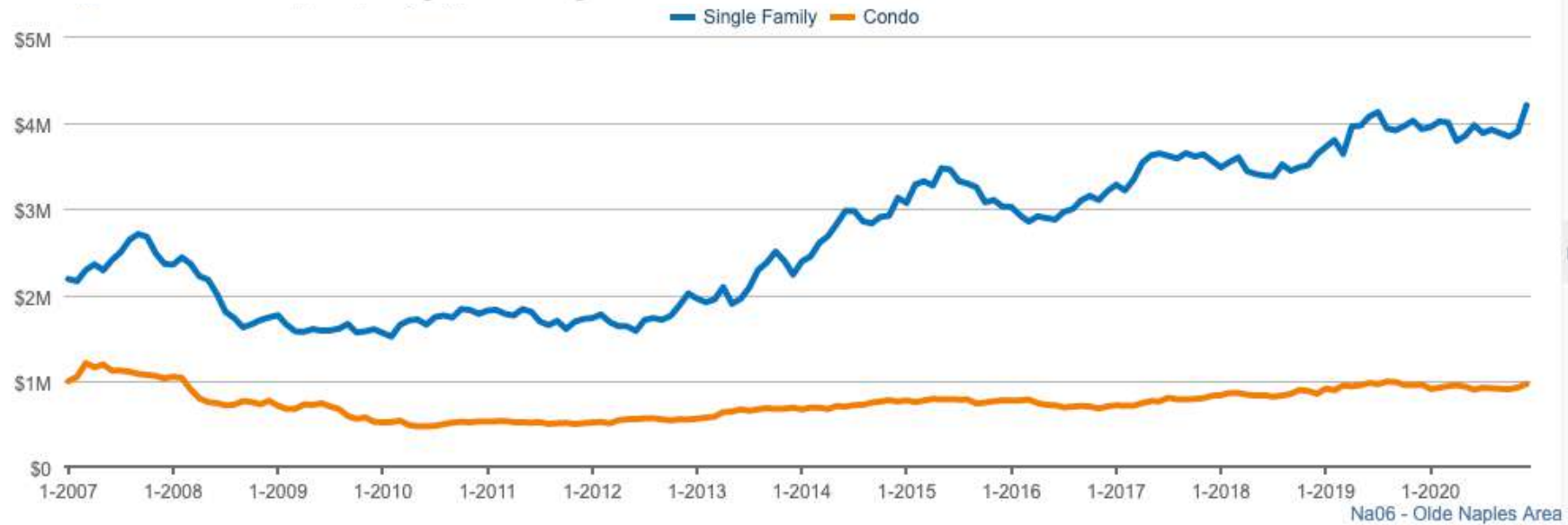
CONDOMINIUMS

	2020	% Change	2019
Total Dollar Volume	\$136,991,075	+3.2%	\$132,787,900
Number Sold	142	+2.2%	139
Average Sold Price	\$964,726	+1.0%	\$955,309
Average Sold Price Per Sq Ft	\$582	+3.3%	\$564
Average Living Area (SF)	1547	-0.2%	1550
Average Days on Market	107	-18.4%	131
Average Year Built	1984	-0.1%	1985
Average of Total Annual Fees	\$8,892	+4.1%	\$8,539
Average of Property Taxes	\$6,798	+5.4%	\$6,448
Average Discount from Last Ask	-4.5%	-9.6%	-5.0%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$4,212,781 | +7.1%

Condo
\$963,862 | +0.6%

AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)

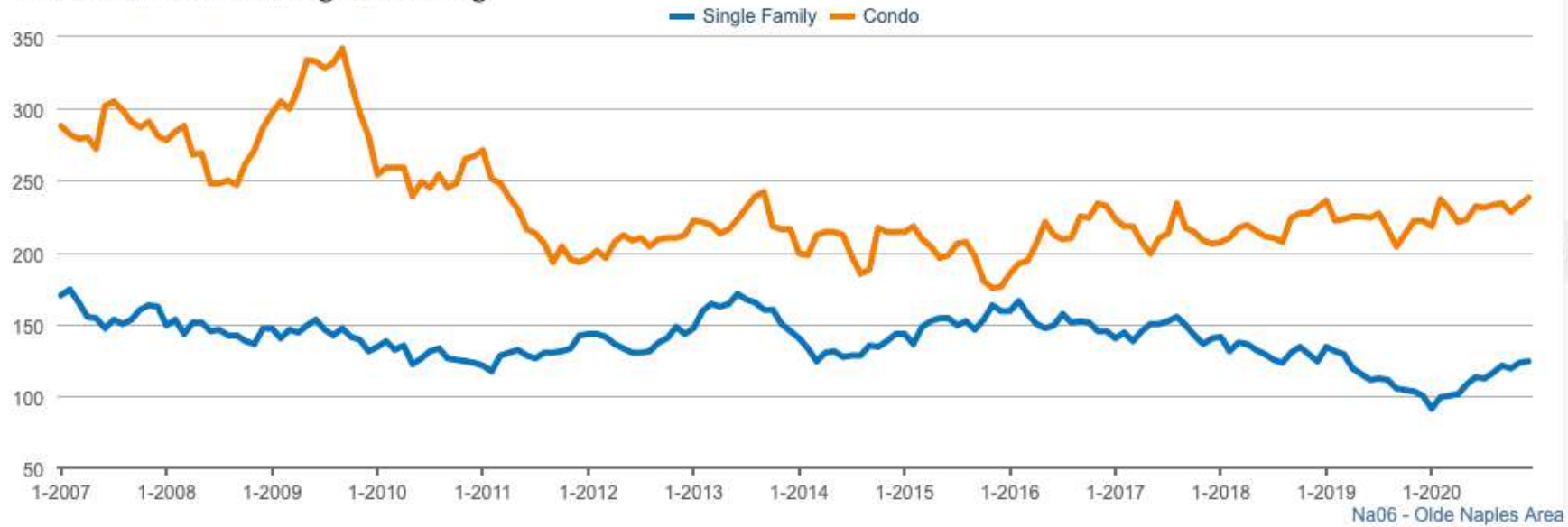


DECEMBER 2020

Single Family
\$803 | +0.2%

Condo
\$511 | +3.0%

NEW LISTINGS (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
124 | +24.0%

Condo
238 | +7.2%

TOTAL SALES (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
96 | +24.7%

Condo
144 | +3.6%

AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



DECEMBER 2020

Single Family

155 | -27.2%

Condo

99 | -23.8%

AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



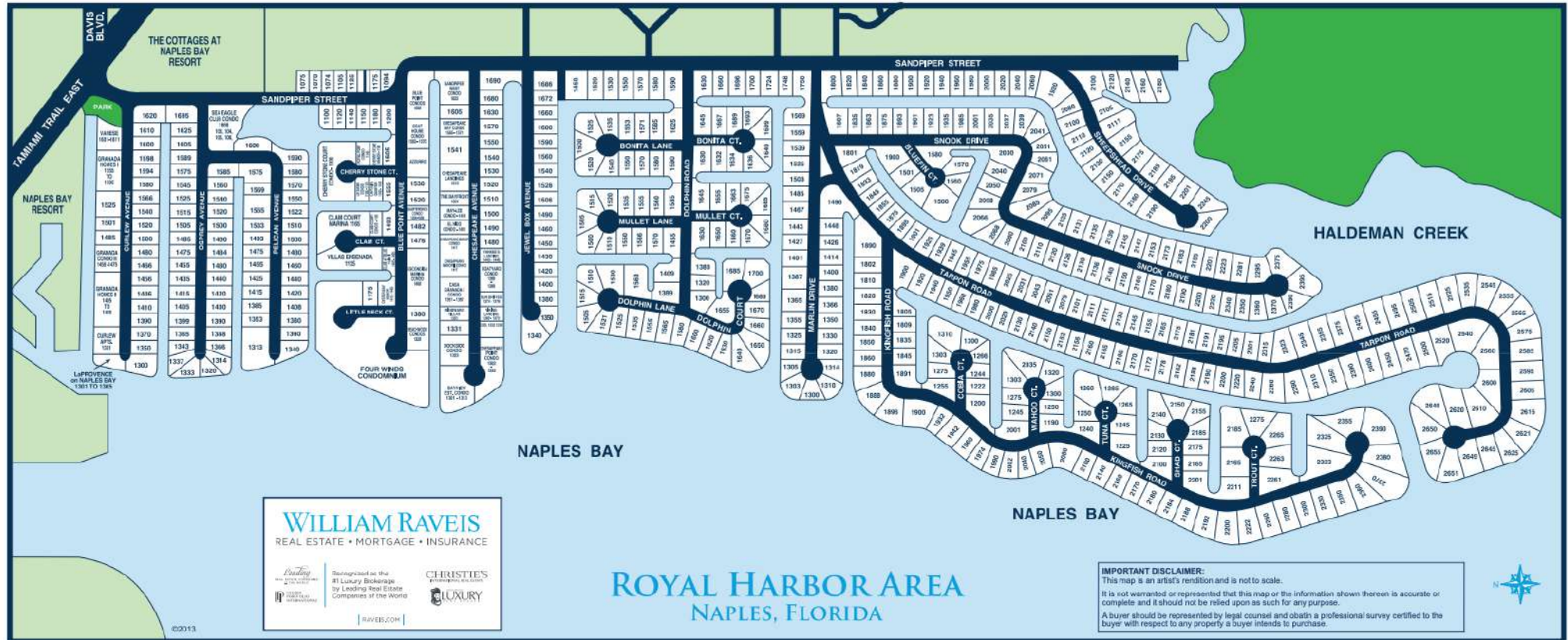
DECEMBER 2020

Single Family

94.3% | +2.6%

Condo

95.4% | +0.4%



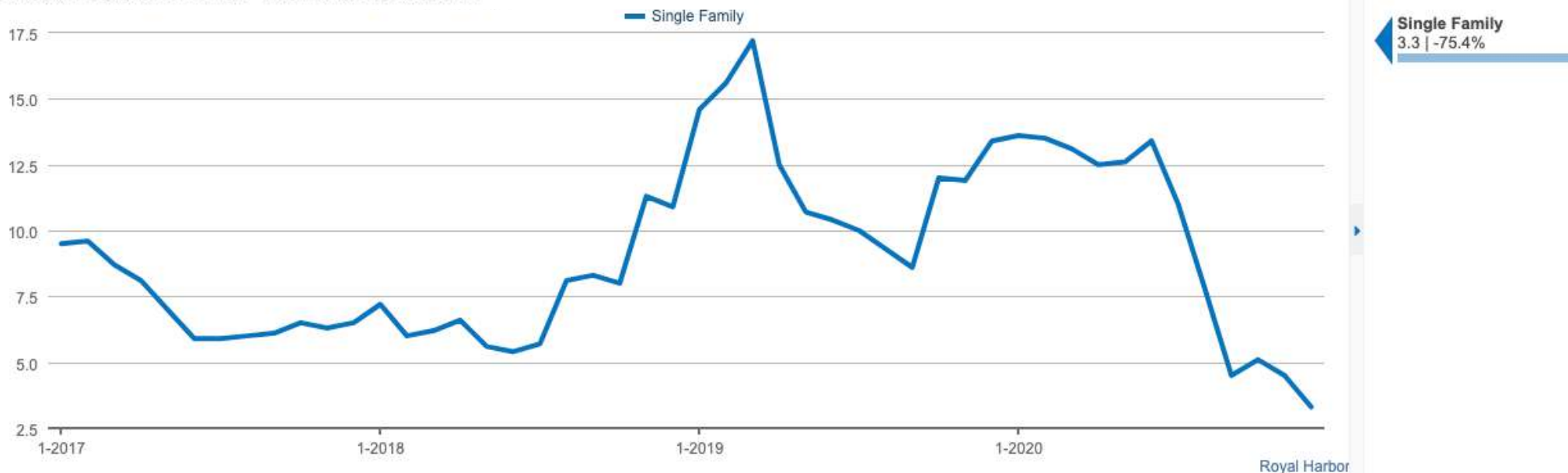
ROYAL HARBOR: 2020 vs 2019

The Royal Harbor neighborhood is approximately 0.43 square miles and is located on the east side of Naples Bay, south of US 41, directly across Naples Bay from Old Naples, Aqualane Shores and Port Royal. There are 544 single family homes within Royal Harbor.

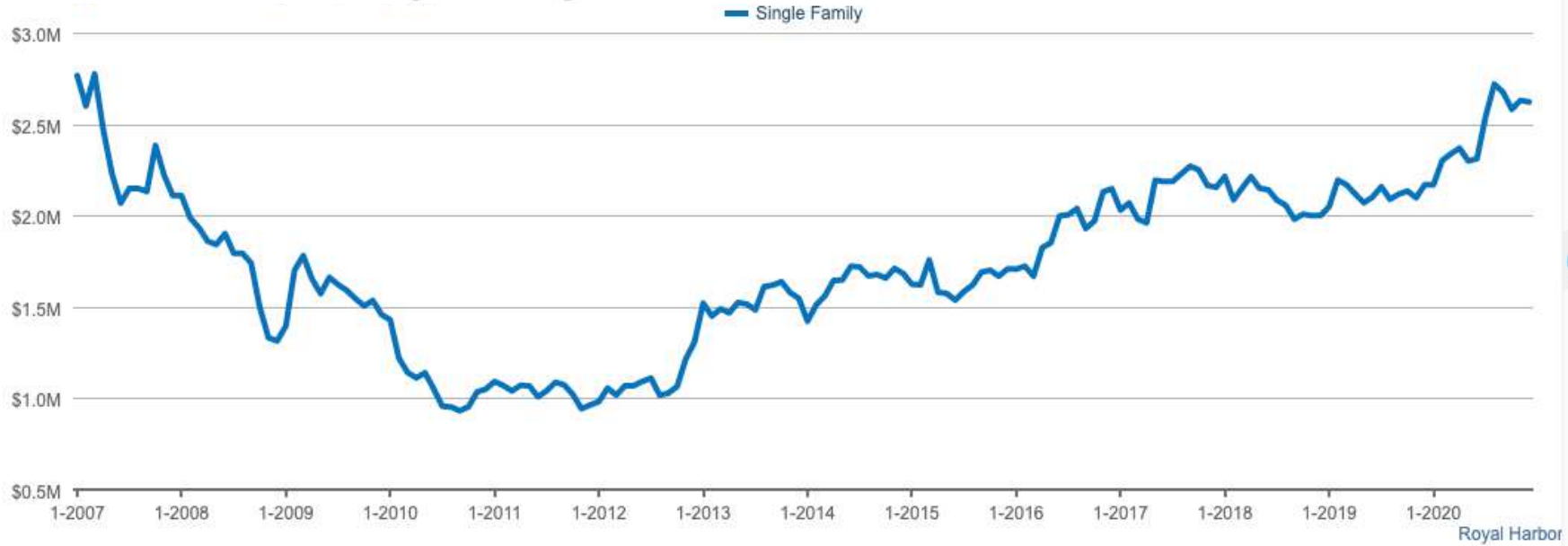
SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$146,653,000	+141.6%	\$60,699,000
Number Sold	56	+100.0%	28
Average Sold Price	\$2,618,804	+20.8%	\$2,167,821
Average Sold Price Per Sq Ft	\$821	+7.3%	\$765
Average Living Area (SF)	3247	+16.8%	2780
Average Lot Size (ac)	0.29	-2.0%	0.30
Average Days on Market	118	+66.0%	71
Average Year Built	1992	+0.3%	1985
Average of Total Annual Fees	\$21	-25.9%	\$29
Average of Property Taxes	\$16,541	+14.7%	\$14,416
Average Discount from Last Ask	-6.5%	-7.7%	-7.0%

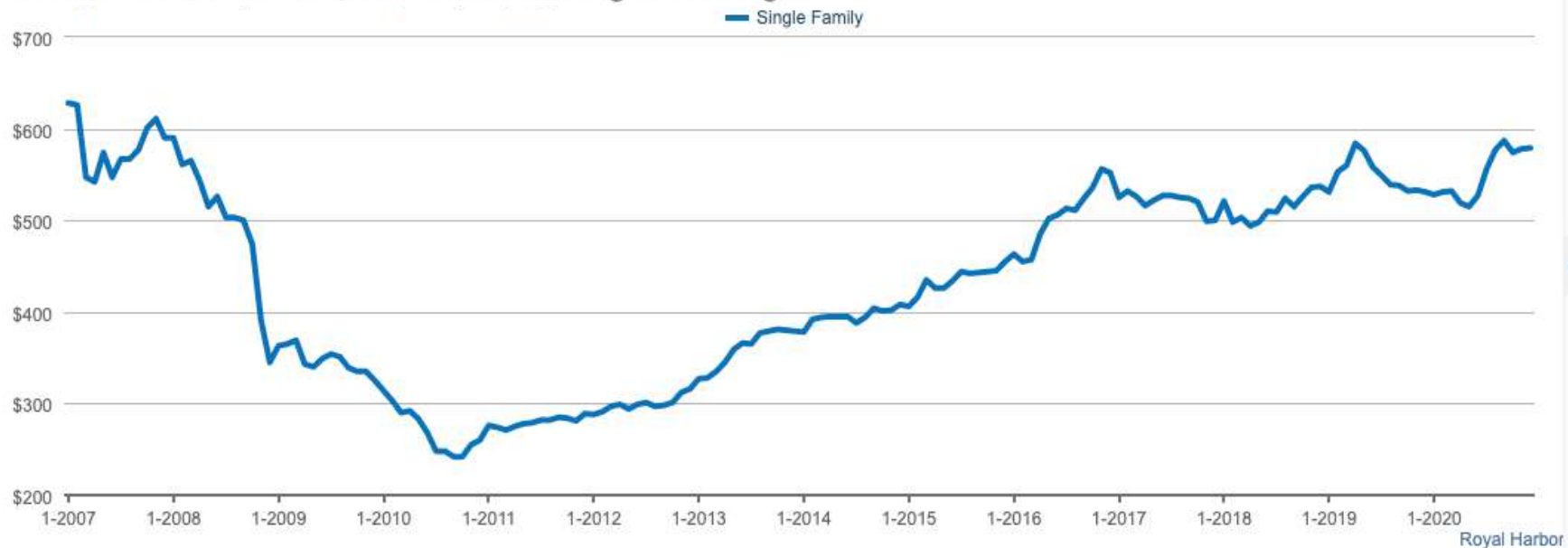
MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



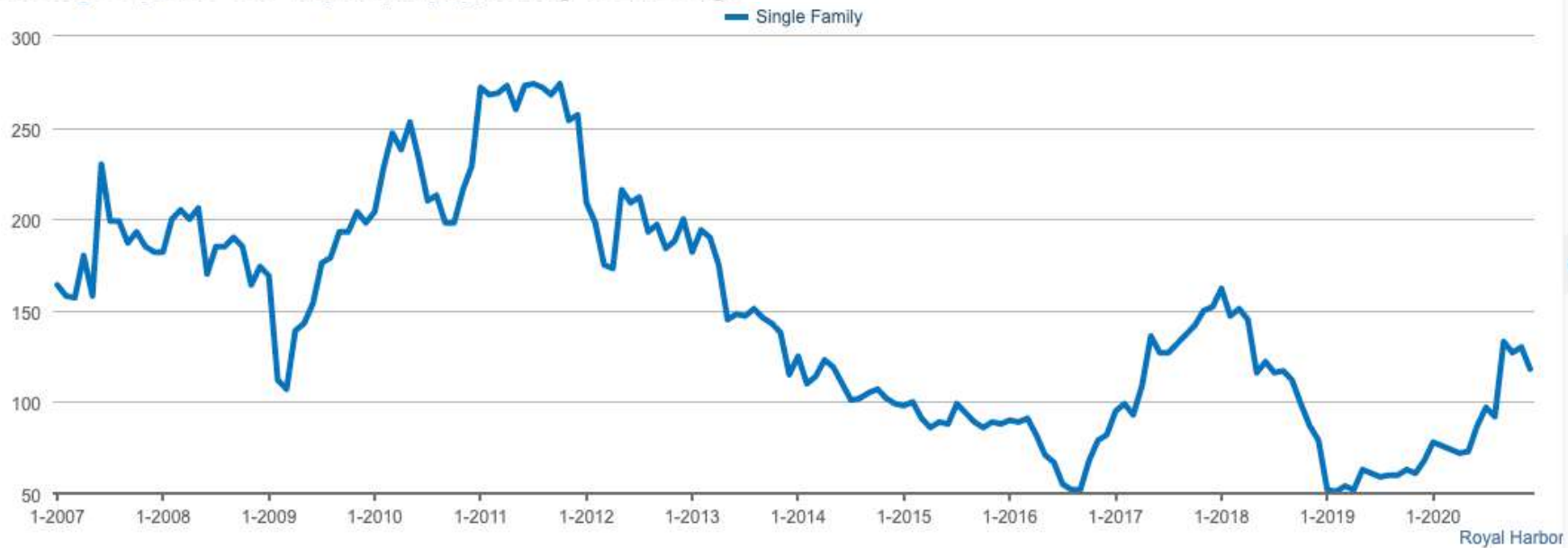
NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)



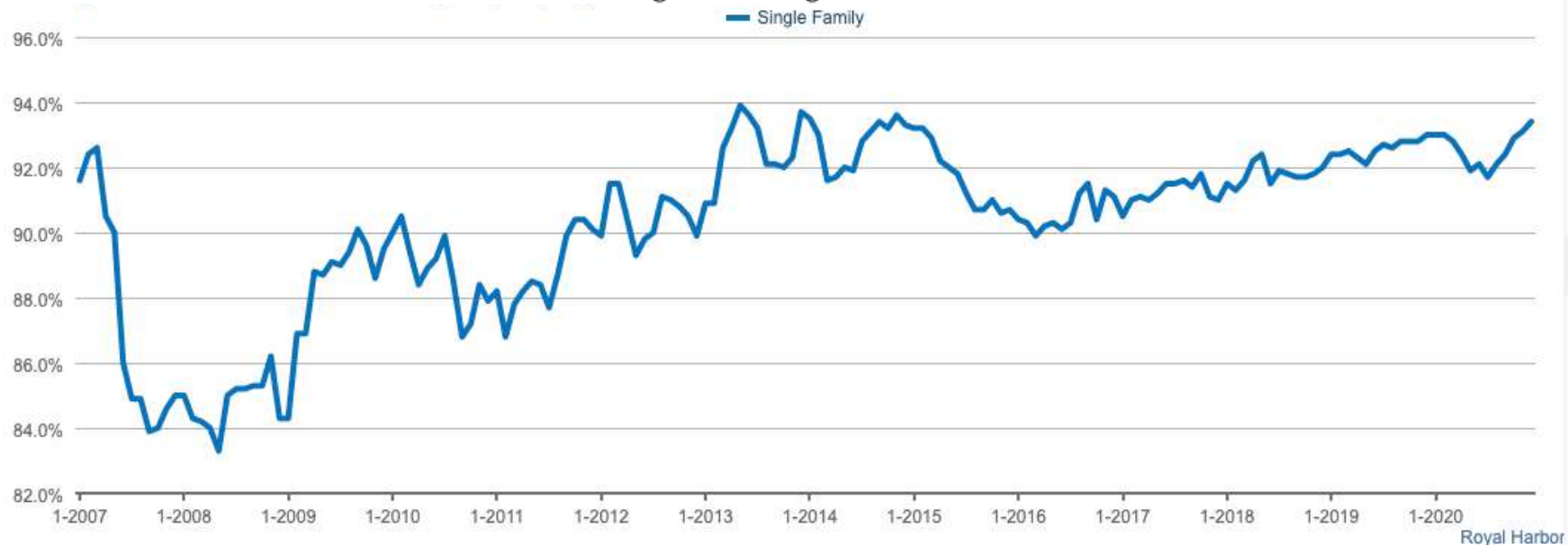
AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



DECEMBER 2020

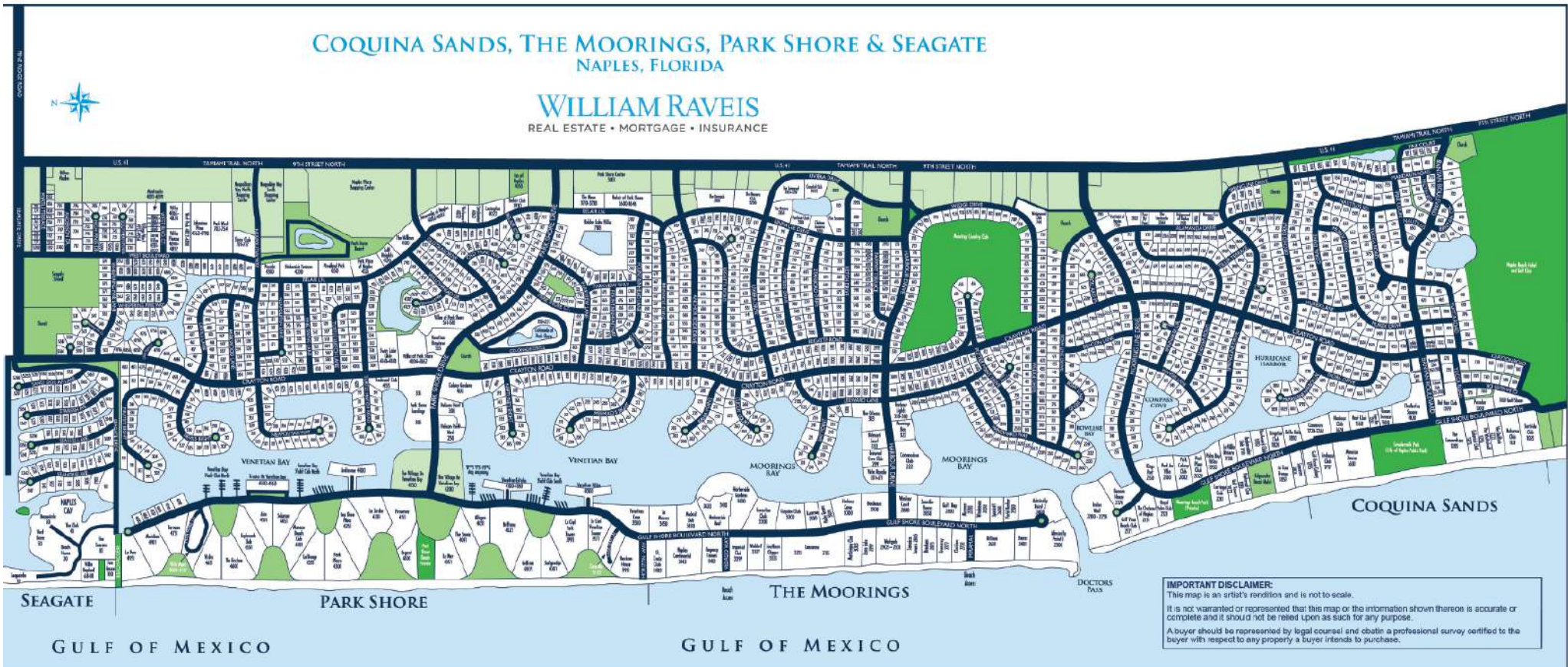
Single Family
118 | +73.5%

AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
93.4% | +0.4%



COQUINA SANDS: 2020 vs 2019

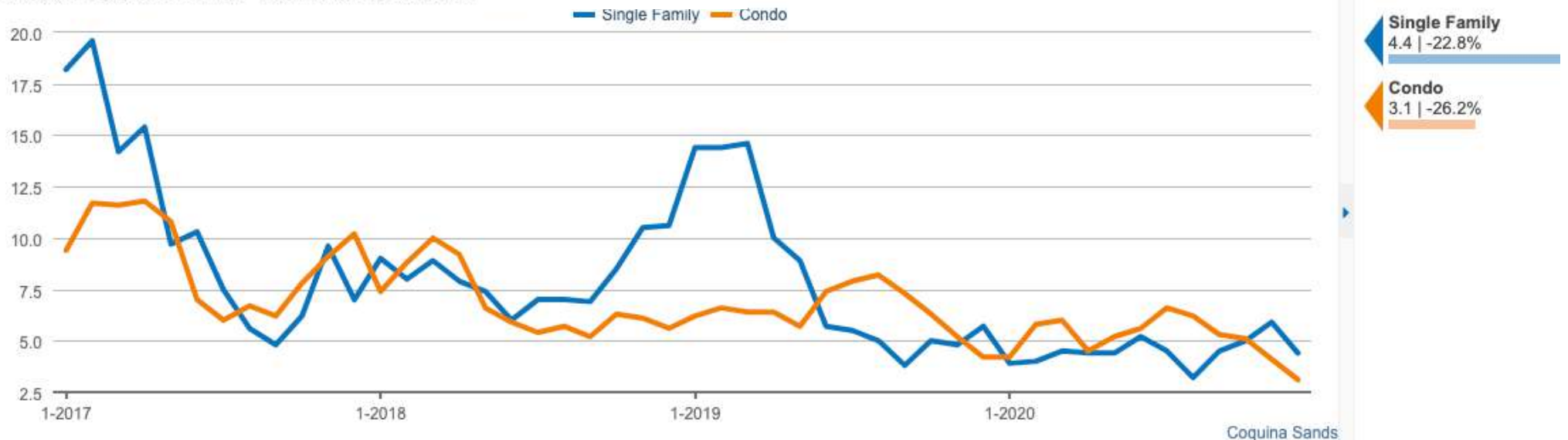
The Coquina Sands neighborhood is approximately 0.33 square miles and is located south of the Moorings, north of Old Naples and between the Gulf of Mexico and US 41. There are 843 residences within Coquina Sands (263 single family homes and 580 condominiums).

SINGLE FAMILY HOMES

CONDOMINIUMS

	2020	% Change	2019	2020	% Change	2019
Total Dollar Volume	\$70,895,000	+41.7%	\$50,019,000	\$35,479,000	+0.9%	\$35,174,000
Number Sold	25	+38.9%	18	16	-15.8%	19
Average Sold Price	\$2,835,800	+2.1%	\$2,778,833	\$2,217,438	+19.8%	\$1,851,263
Average Sold Price Per Sq Ft	\$775	+9.9%	\$706	\$788	+10.6%	\$712
Average Living Area (SF)	3632	-6.9%	3903	2468	+8.5%	2274
Average Lot Size (ac)	0.44	2.6%	0.43			
Average Days on Market	76	-48.8%	149	89	-25.7%	119
Average Year Built	1994	-0.1%	1996	1981	-0.1%	1984
Average of Total Annual Fees	\$756		\$7	\$16,460	+20.0%	\$13,721
Average of Property Taxes	\$16,455	23.7%	\$13,298	\$14,943	+5.1%	\$14,213
Average Discount from Last Ask	-6.5%	1.0%	-6.4%	-4.4%	-25.7%	-6.0%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$2,929,444 | -2.1%

Condo
\$1,636,111 | +32.9%

AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$545 | +4.8%

Condo
\$634 | +17.4%

NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)



AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



DECEMBER 2020

Single Family

79 | -44.0%

Condo

81 | -26.4%

AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family

93.6% | +0.3%

Condo

95.5% | +1.9%

MOORINGS: 2020 vs 2019

The Moorings neighborhood is approximately 1.4 square miles and is located south of Park Shore, north of Coquina Sands and between the Gulf of Mexico and US 41. There are 3,841 residences in the Moorings neighborhood (847 single family homes and 2,994 condominiums).

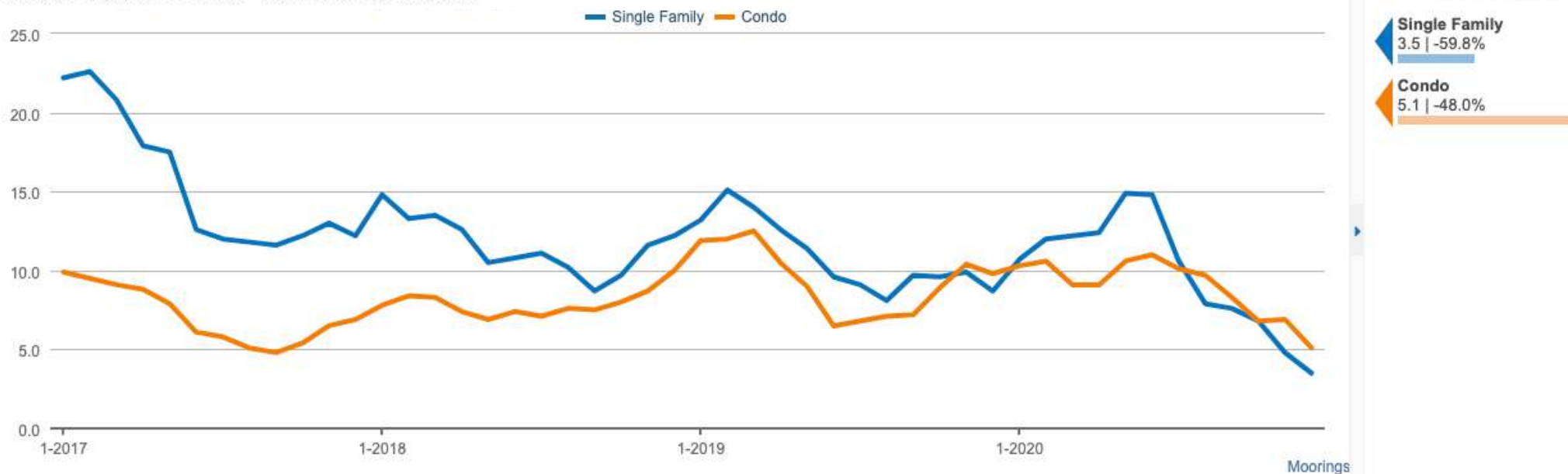
SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$230,694,337	+41.6%	\$162,871,000
Number Sold	87	+31.8%	66
Average Sold Price	\$2,651,659	+7.5%	\$2,467,742
Average Sold Price Per Sq Ft	\$696	+4.6%	\$665
Average Living Area (SF)	3713	+2.8%	3613
Average Lot Size (ac)	0.34	-1.7%	0.35
Average Days on Market	145	-7.8%	157
Average Year Built	1998	+0.0%	1998
Average of Total Annual Fees	\$682		\$4
Average of Property Taxes	\$16,883	+18.9%	\$14,195
Average Discount from Last Ask	-6.2%	-9.1%	-6.8%

CONDOMINIUMS

	2020	% Change	2019
Total Dollar Volume	\$115,186,052	+35.1%	\$85,260,200
Number Sold	149	+29.6%	115
Average Sold Price	\$773,061	+4.3%	\$741,393
Average Sold Price Per Sq Ft	\$482	+6.5%	\$453
Average Living Area (SF)	1459	-2.2%	1492
Average Days on Market	105	+14.2%	92
Average Year Built	1973	+0.0%	1974
Average of Total Annual Fees	\$11,615	-3.5%	\$12,040
Average of Property Taxes	\$5,426	+3.2%	\$5,256
Average Discount from Last Ask	-5.1%	-6.8%	-5.4%

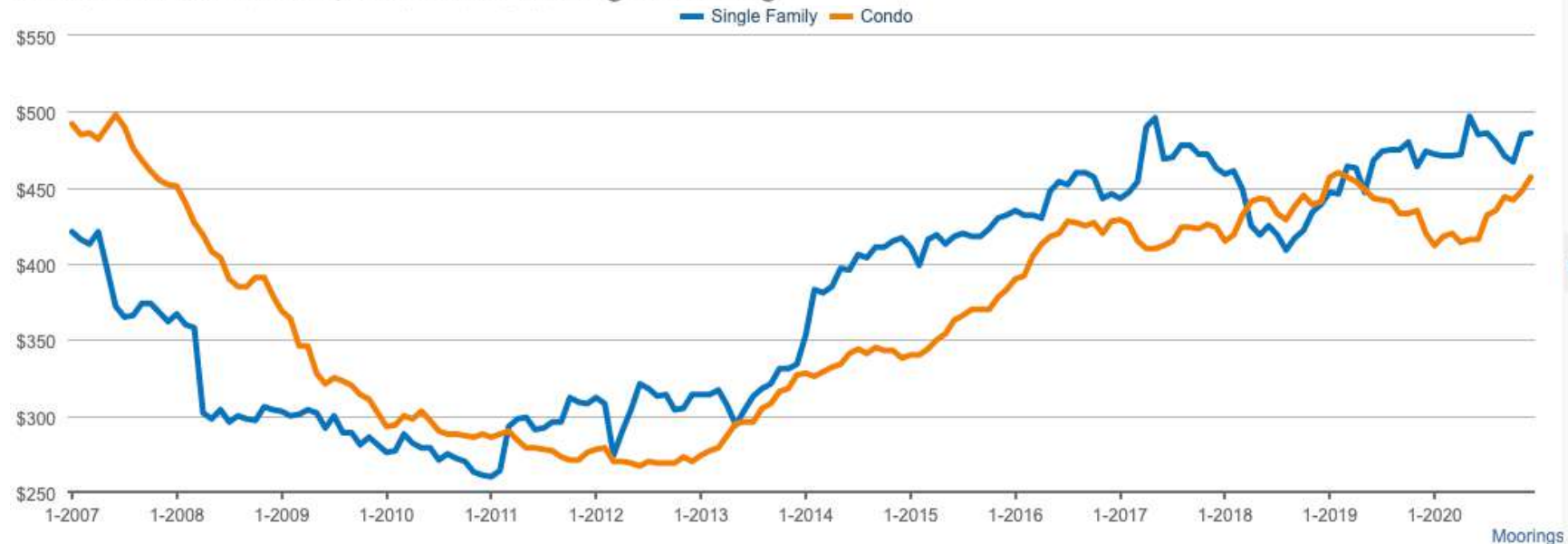
MONTHS SUPPLY OF HOMES FOR SALE



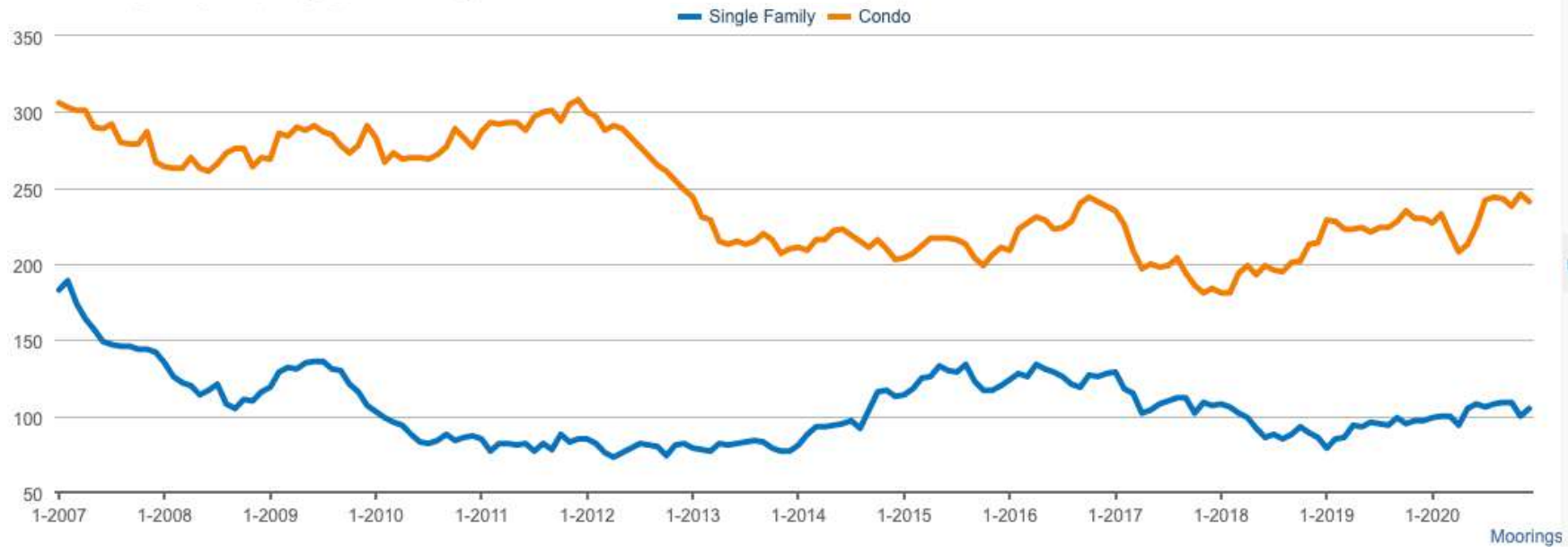
AVERAGE SALES PRICE (Rolling 12-mo Avg)



AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



NEW LISTINGS (Rolling 12-mo Avg)

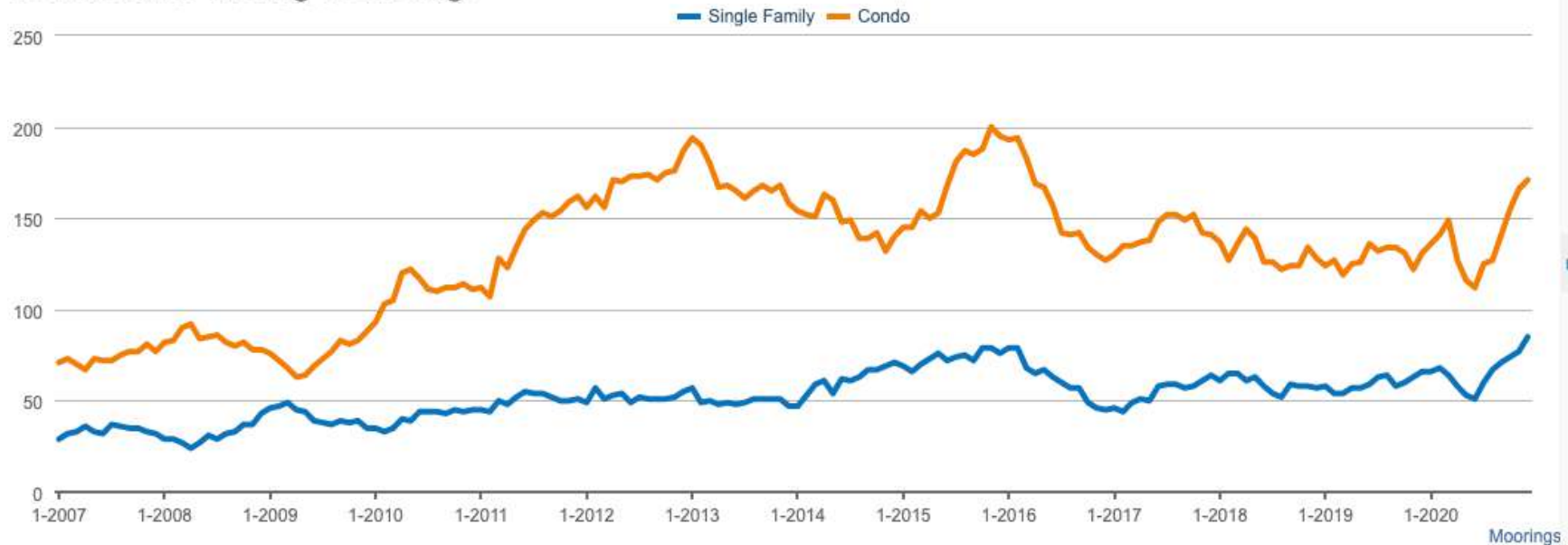


DECEMBER 2020

Single Family
105 | +8.2%

Condo
241 | +4.8%

TOTAL SALES (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
85 | +28.8%

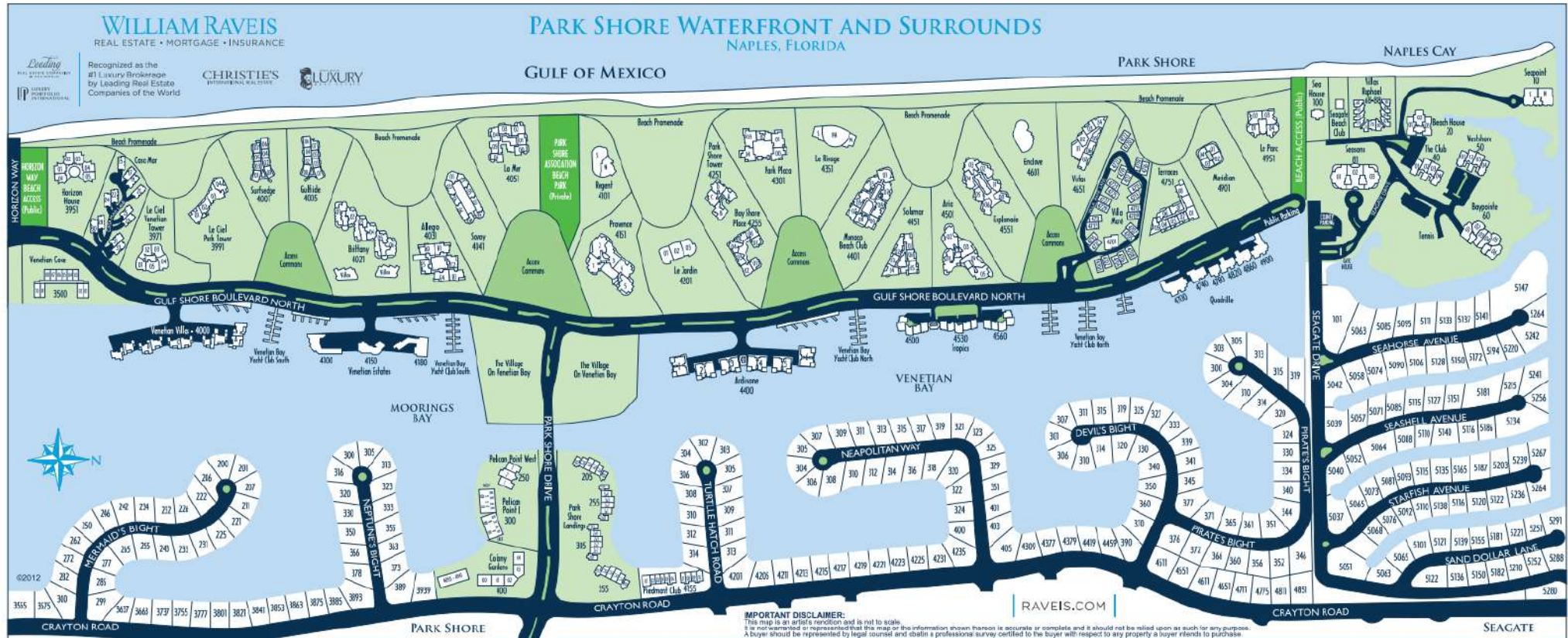
Condo
171 | +30.5%

AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



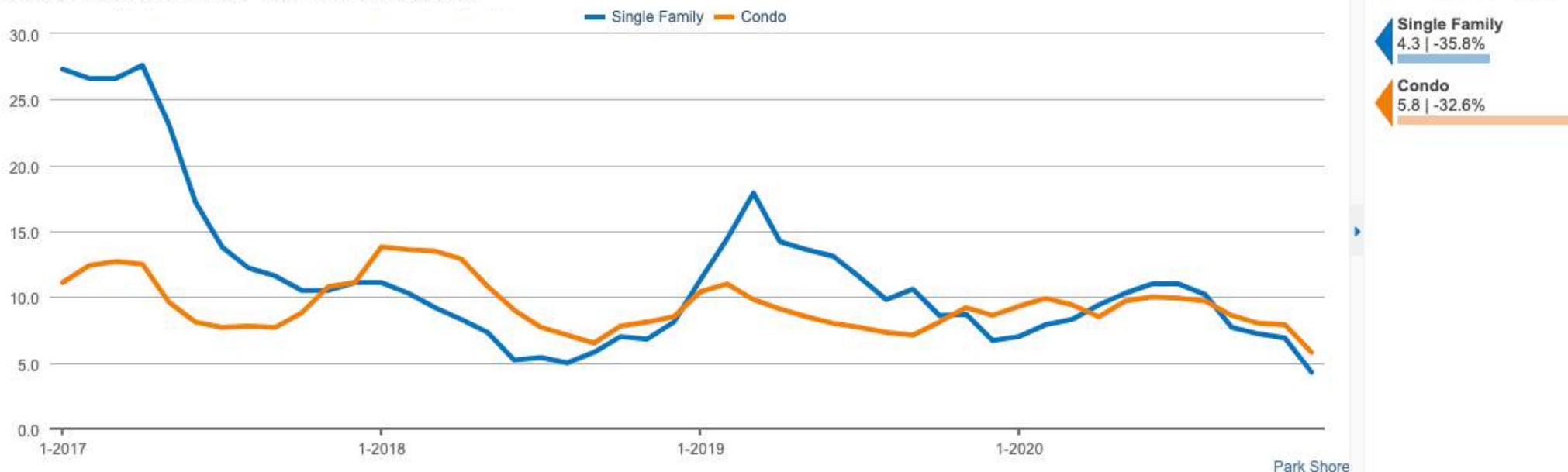


PARK SHORE: 2020 vs 2019

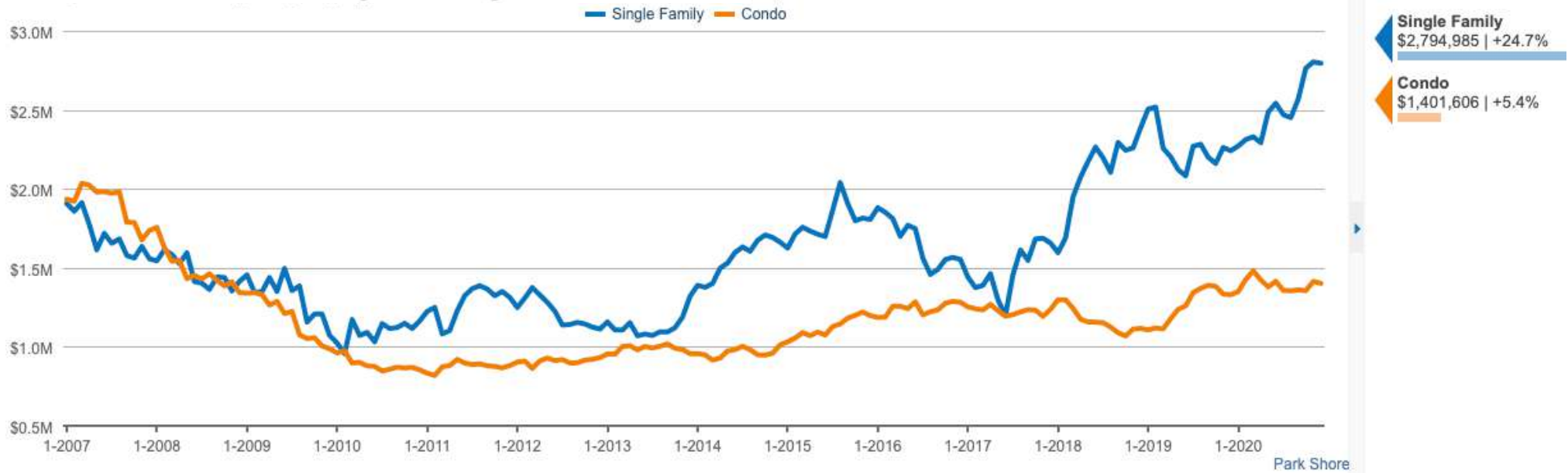
The Park Shore neighborhood is approximately 1.5 square miles located directly south of Pelican Bay, north of the Moorings and between the Gulf of Mexico and US 41. There are 4,791 residences in Park Shore (806 single family homes and 3,985 condominiums)

	SINGLE FAMILY HOMES			CONDOMINIUMS		
	2020	% Change	2019	2020	% Change	2019
Total Dollar Volume	\$177,506,480	+44.8%	\$122,627,100	\$323,024,500	+15.1%	\$280,710,250
Number Sold	74	+27.6%	58	232	+9.4%	212
Average Sold Price	\$2,398,736	+13.5%	\$2,114,260	\$1,392,347	+5.2%	\$1,324,105
Average Sold Price Per Sq Ft	\$689	+10.5%	\$624	\$559	+0.0%	\$559
Average Living Area (SF)	3144	-0.6%	3162	2141	+2.9%	2080
Average Lot Size (ac)	0.29	-9.2%	0.32			
Average Days on Market	145	+2.5%	141	115	+0.5%	114
Average Year Built	1994	+0.2%	1991	1984	+0.0%	1984
Average of Total Annual Fees	\$1,549	+72.2%	\$899	\$16,674	+5.8%	\$15,753
Average of Property Taxes	\$12,053	+3.4%	\$11,657	\$9,849	+5.8%	\$9,308
Average Discount from Last Ask	-4.6%	-33.0%	-6.9%	-5.5%	-1.2%	-5.6%

MONTHS SUPPLY OF HOMES FOR SALE



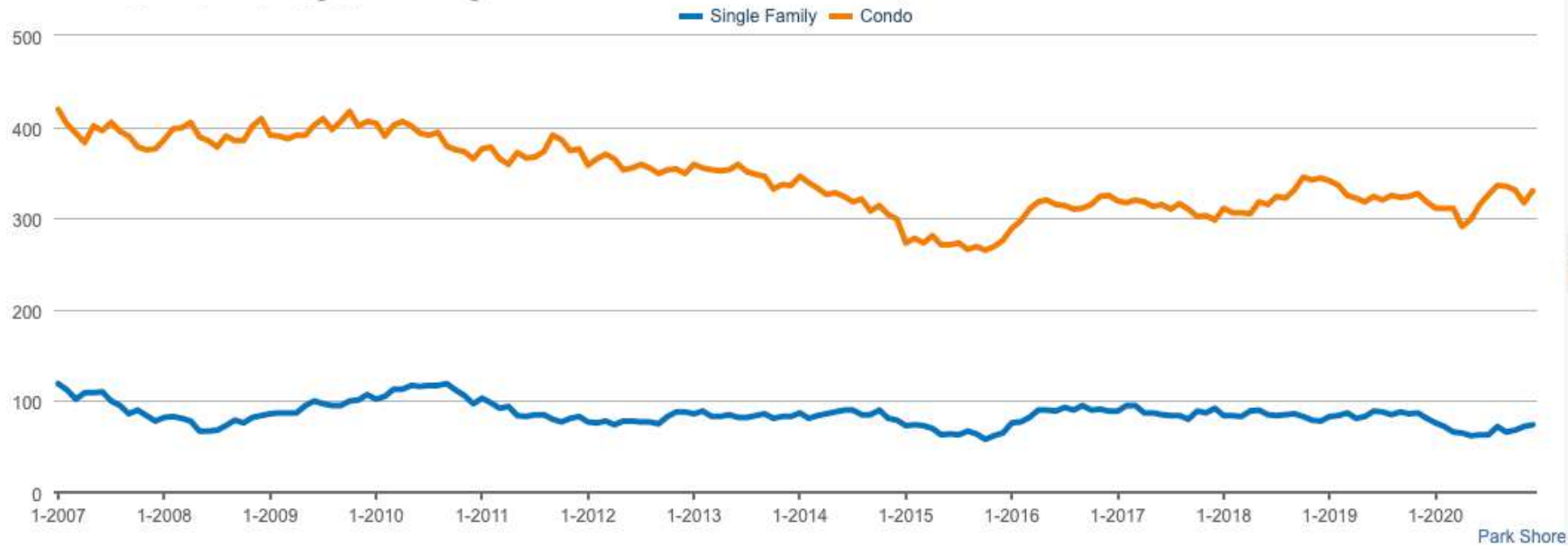
AVERAGE SALES PRICE (Rolling 12-mo Avg)



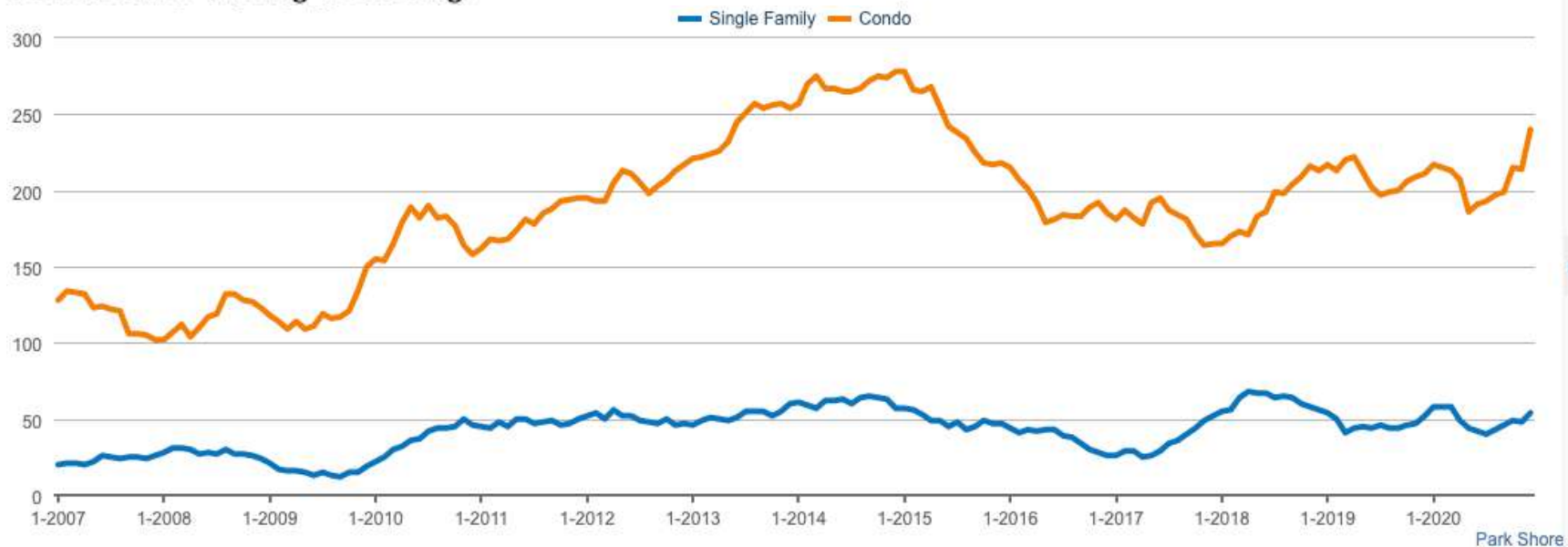
AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)

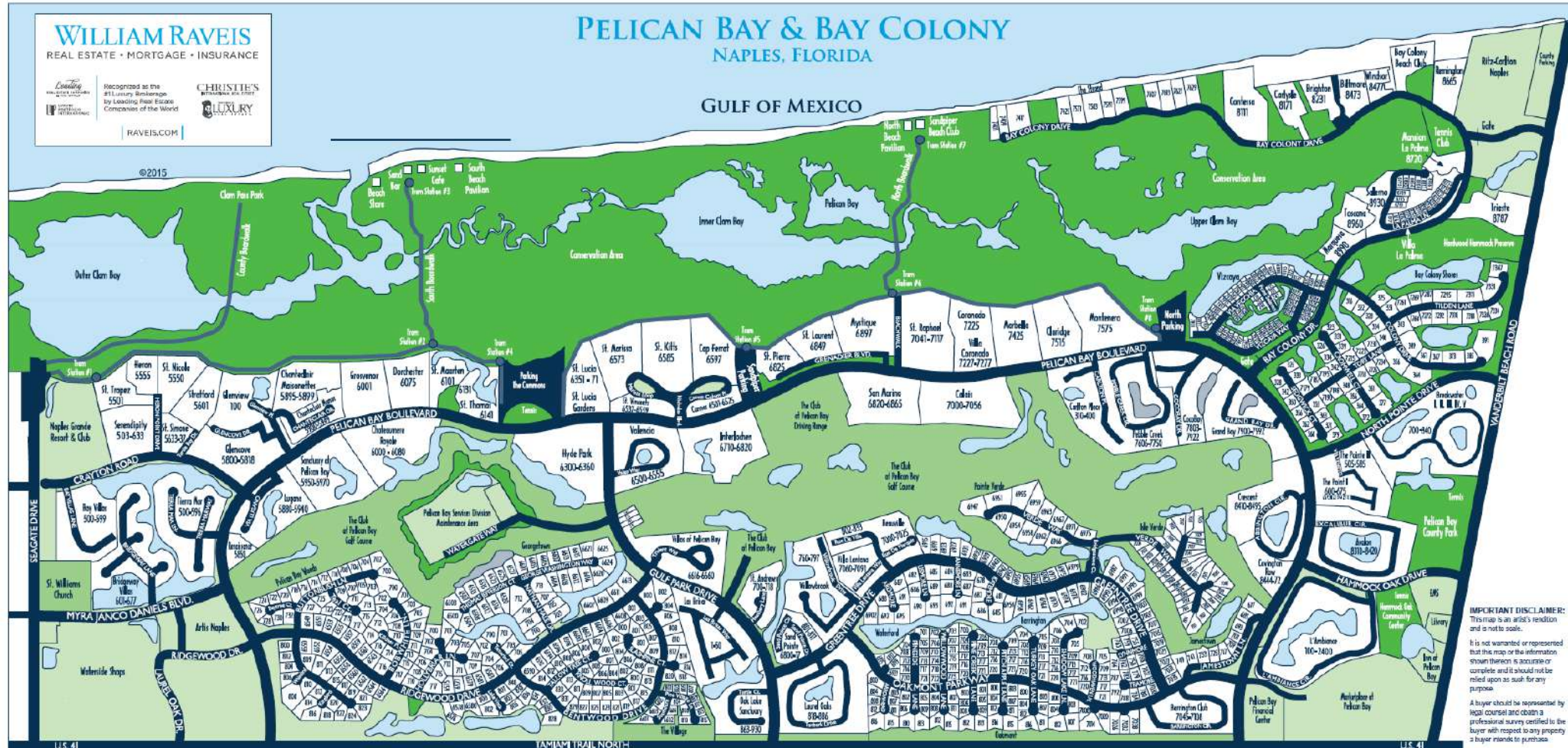


AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)





PELICAN BAY & BAY COLONY: 2020 vs 2019

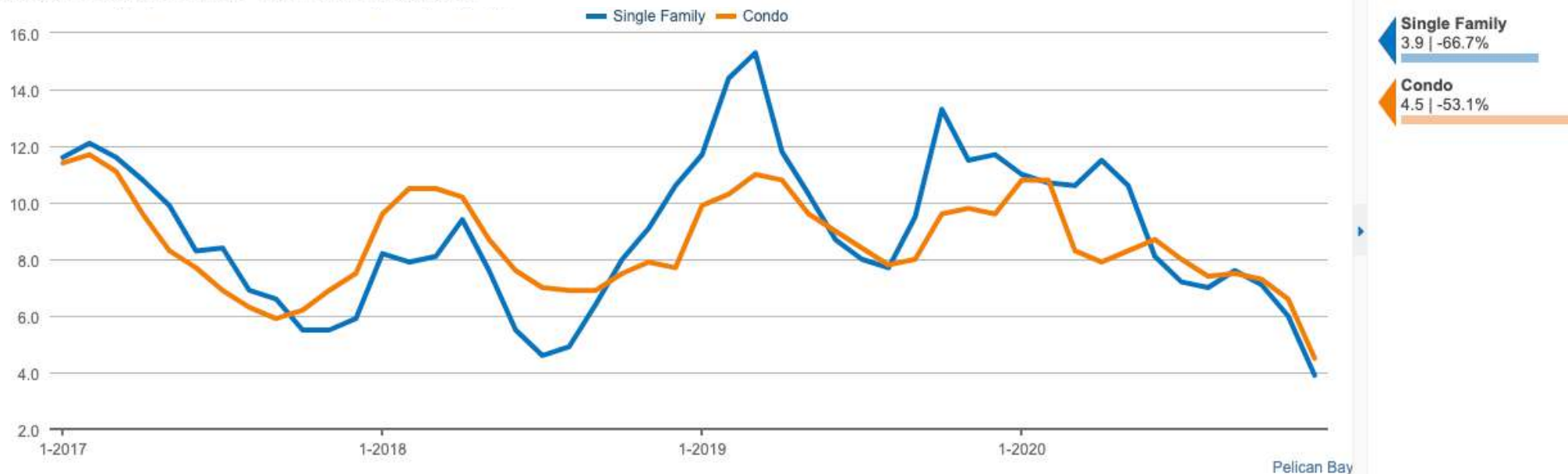
The Pelican Bay neighborhood is approximately 3 miles North to South along the Gulf of Mexico and 1 mile from East to West from US 41 to the waterfront. Pelican Bay consists of 6,500 residences in 95 associations at build-out, currently there are approximately 717 single family houses and 5,550 condominiums.

SINGLE FAMILY HOMES

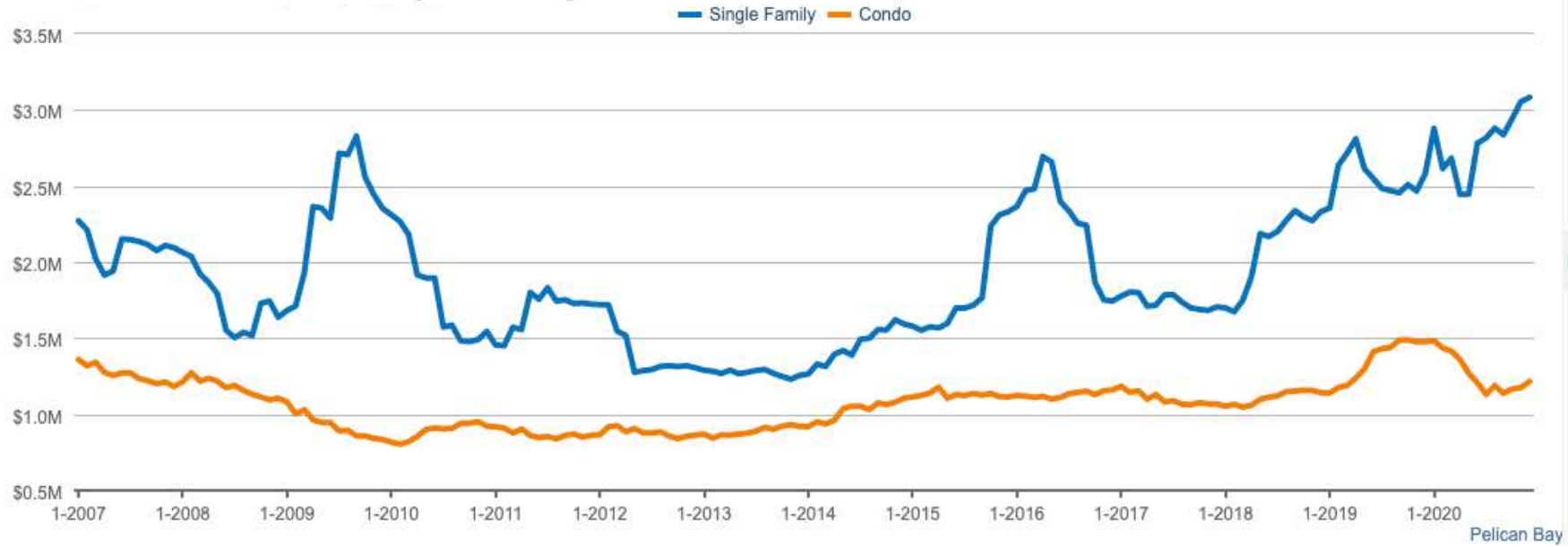
CONDOMINIUMS

	2020	% Change	2019	2020	% Change	2019
Total Dollar Volume	\$229,941,400	+70.0%	\$135,288,535	\$399,295,520	+11.5%	\$358,170,010
Number Sold	87	+47.5%	59	319	+32.9%	240
Average Sold Price	\$2,643,005	+15.3%	\$2,293,026	\$1,251,710	-16.1%	\$1,492,375
Average Sold Price Per Sq Ft	\$679	+16.6%	\$582	\$539	-5.2%	\$568
Average Living Area (SF)	3552	+3.9%	3418	2085	-6.8%	2236
Average Lot Size (ac)	0.39	+3.9%	0.37	0.16		0.25
Average Days on Market	117	+24.9%	94	111	-6.0%	118
Average Year Built	1993	+0.1%	1990	1993	-0.1%	1994
Average of Total Annual Fees	\$8,038	+20.7%	\$6,659	\$18,053	-1.2%	\$18,266
Average of Property Taxes	\$18,136	+10.7%	\$16,390	\$9,920	-6.1%	\$10,567
Average Discount from Last Ask	-5.4%	-14.1%	-6.3%	-5.4%	+32.9%	-5.2%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)

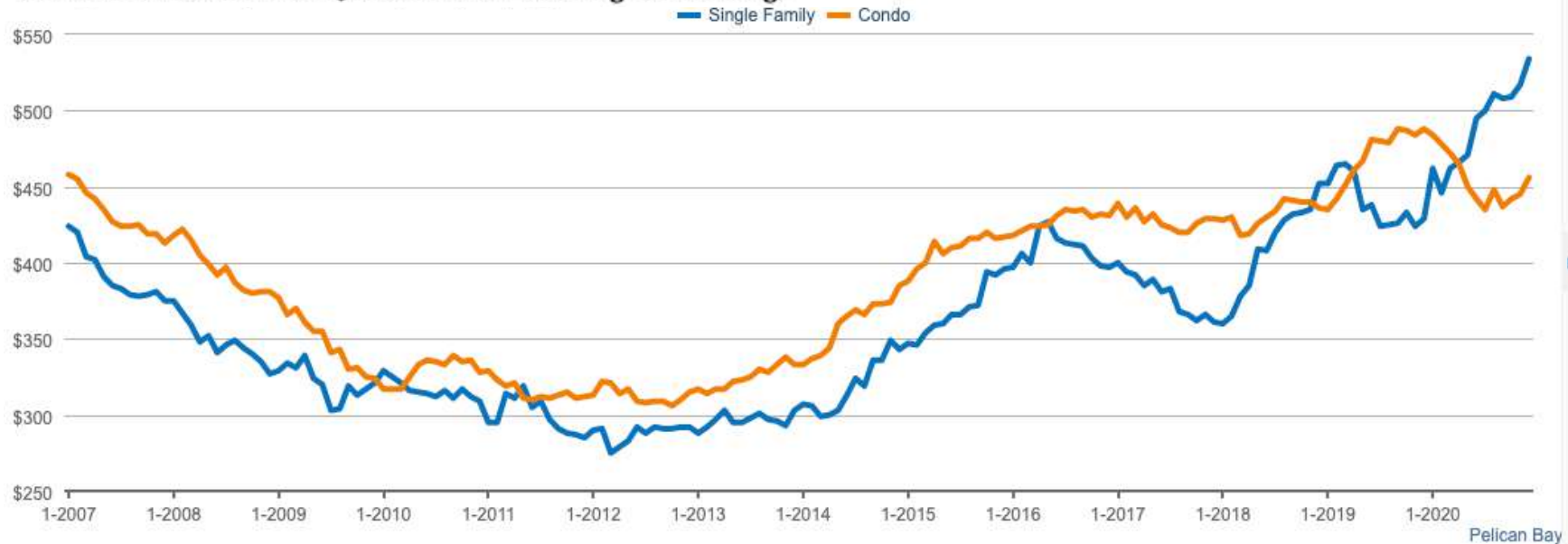


DECEMBER 2020

Single Family
\$3,083,249 | +19.4%

Condo
\$1,215,749 | -17.7%

AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)

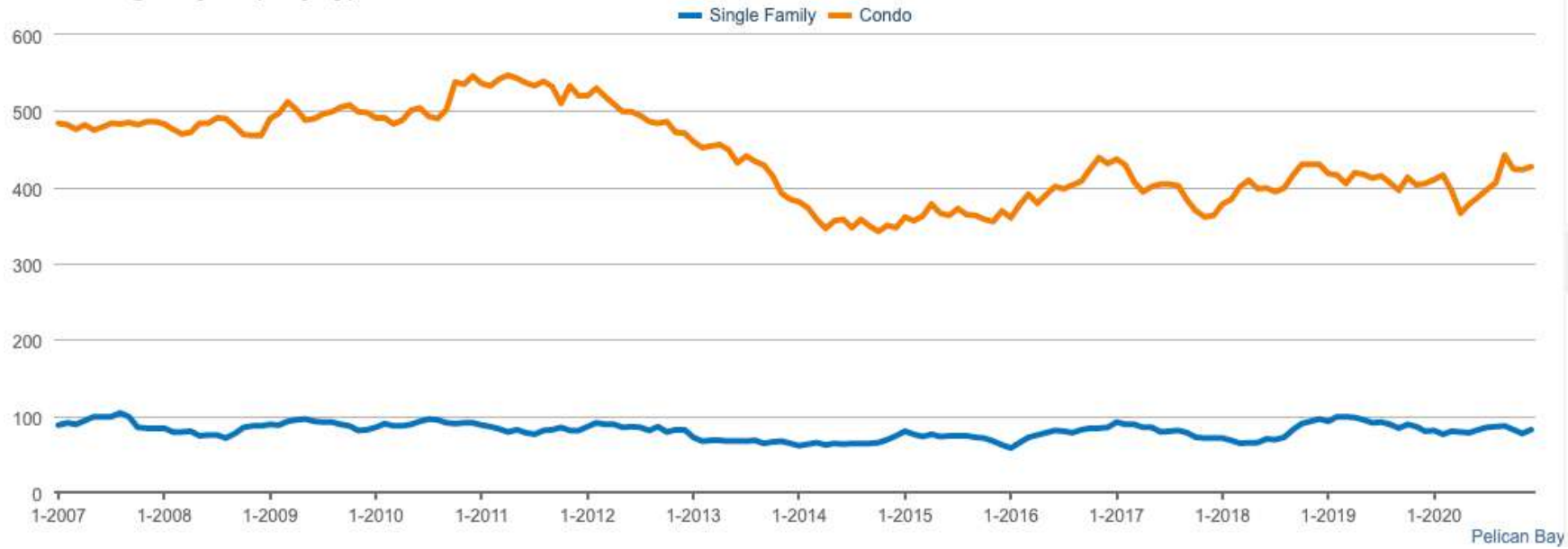


DECEMBER 2020

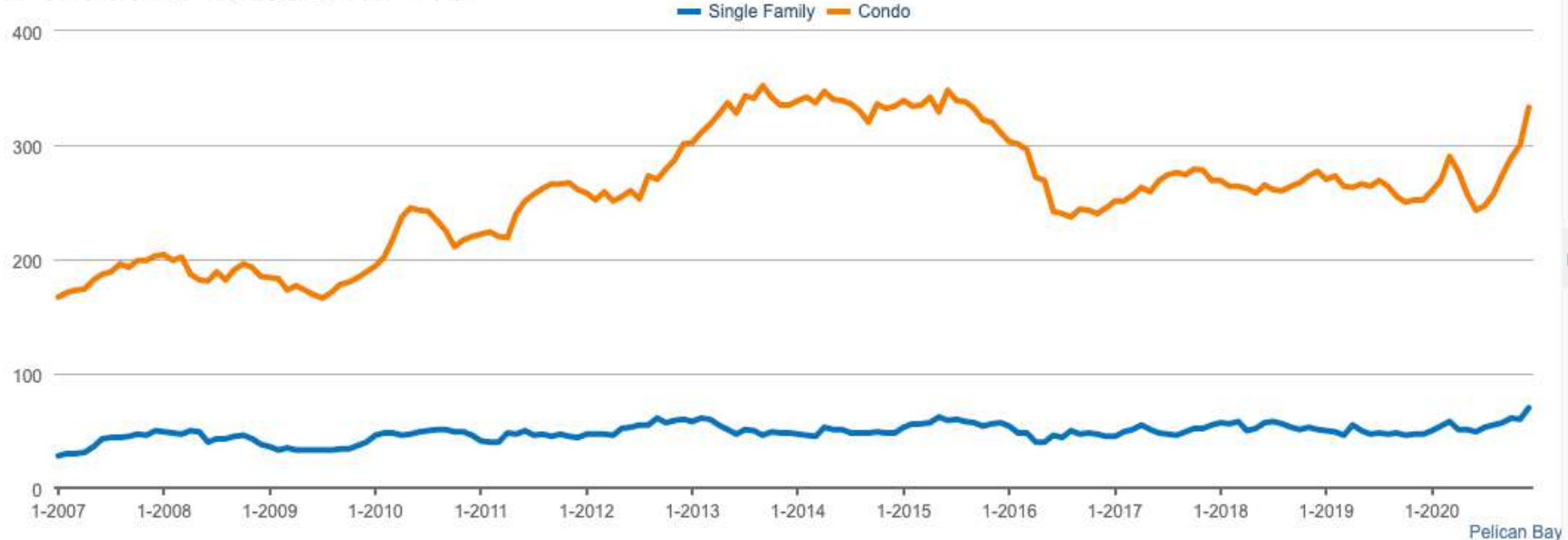
Single Family
\$534 | +24.5%

Condo
\$456 | -6.6%

NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)



AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



DECEMBER 2020

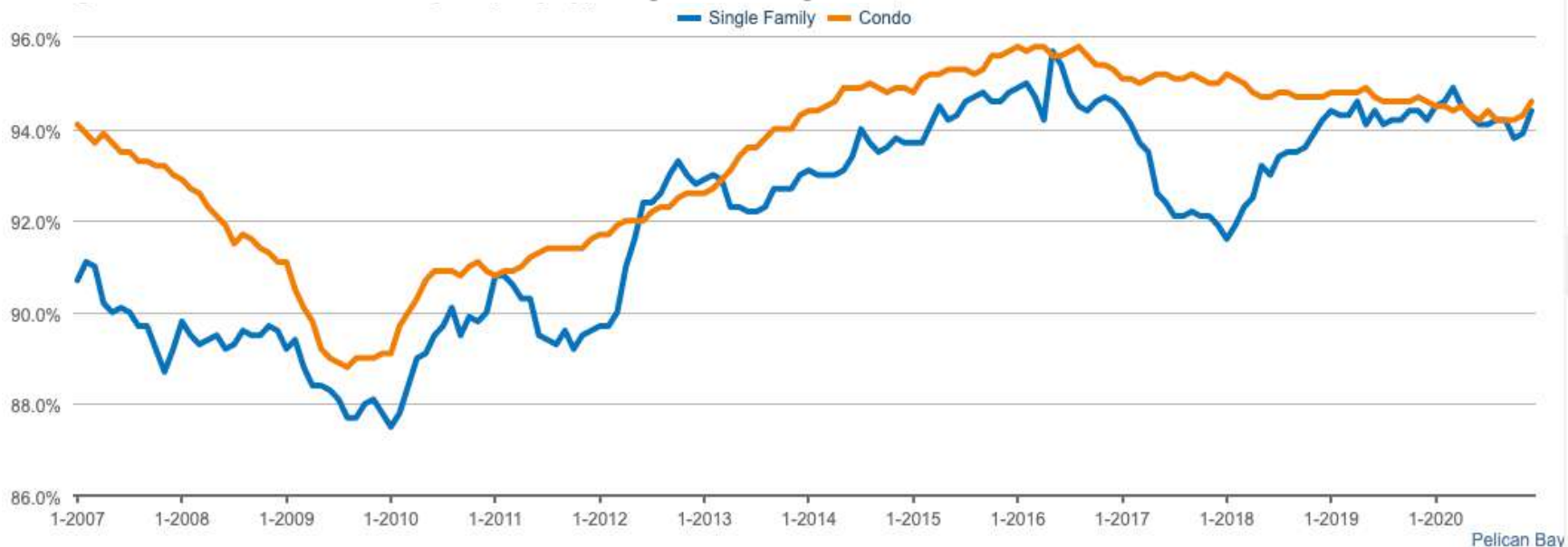
Single Family

135 | +32.4%

Condo

102 | -11.3%

AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family

94.4% | +0.2%

Condo

94.6% | 0.0%

WILLIAM RAVEIS
REAL ESTATE • MORTGAGE • INSURANCE

Top Global
Luxury Brokerage
Award Winner

LUXURY
PORTFOLIO
INTERNATIONAL

Leading
REAL ESTATE
COMPANIES
IN THE WORLD

CHRISTIE'S
INTERNATIONAL REAL ESTATE



Official REALTOR®
of the Boston Red Sox

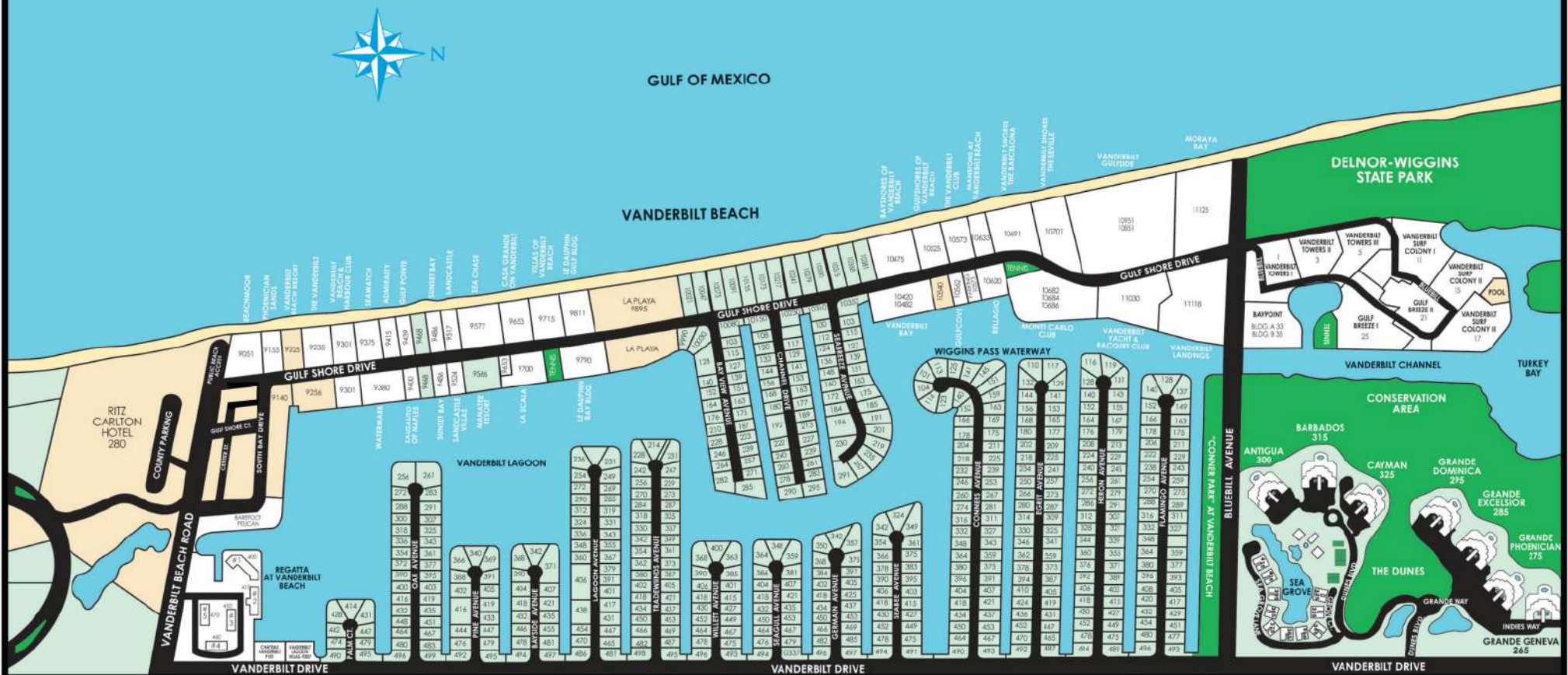
RAVEIS.COM

IMPORTANT DISCLAIMER:

This map is an artist's rendition and is not to scale.

It is not warranted or represented that this map or information shown thereon is accurate or complete and it should not be relied upon as such for any purpose.

A buyer should be represented by legal counsel and obtain a professional survey certified to the buyer with respect to any property a buyer intends to purchase.



VANDERBILT BEACH: 2020 vs 2019

The Vanderbilt Beach neighborhood is approximately 0.68 square miles and is located north of Pelican Bay, south of Delnor-Wiggins Pass State Park and between Vanderbilt Drive and the Gulf of Mexico. There are 3,199 residences within the Vanderbilt Beach neighborhood (503 single family homes and 2,696 condominiums).

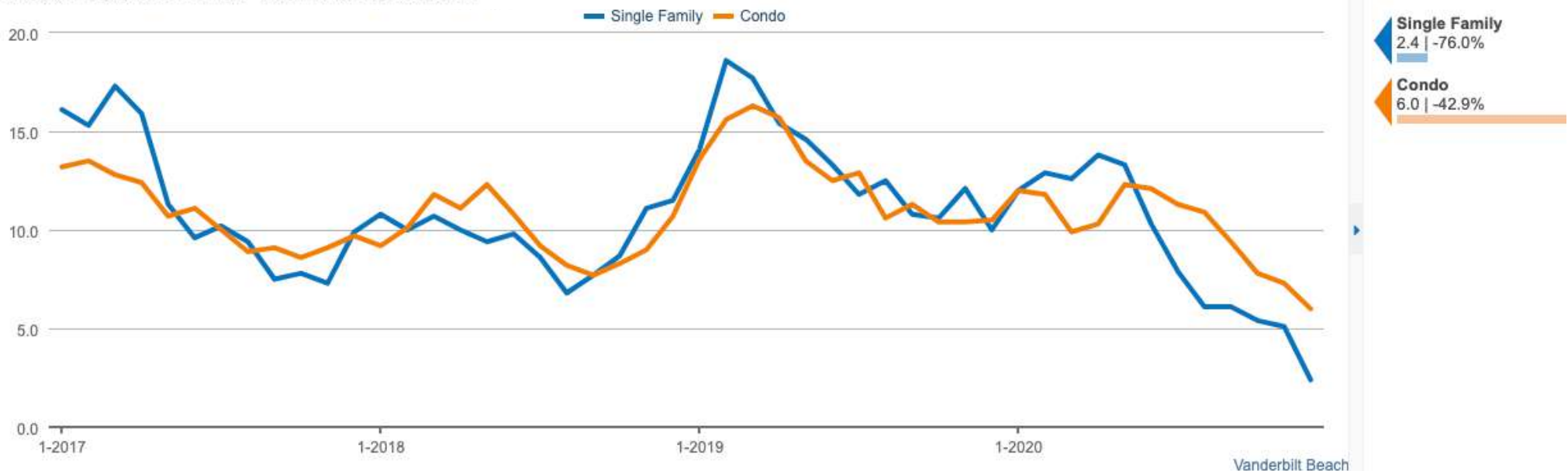
SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$92,069,830	+48.6%	\$61,969,000
Number Sold	47	+38.2%	34
Average Sold Price	\$1,958,933	+7.5%	\$1,822,618
Average Sold Price Per Sq Ft	\$683	-14.3%	\$796
Average Living Area (SF)	2923	+18.2%	2474
Average Lot Size (ac)	0.23	+38.2%	0.24
Average Days on Market	161	+26.9%	127
Average Year Built	1990	+0.3%	1986
Average of Total Annual Fees	\$169	+38.2%	\$680
Average of Property Taxes	\$13,358	+13.2%	\$11,798
Average Discount from Last Ask	-6.1%	+10.6%	-5.6%

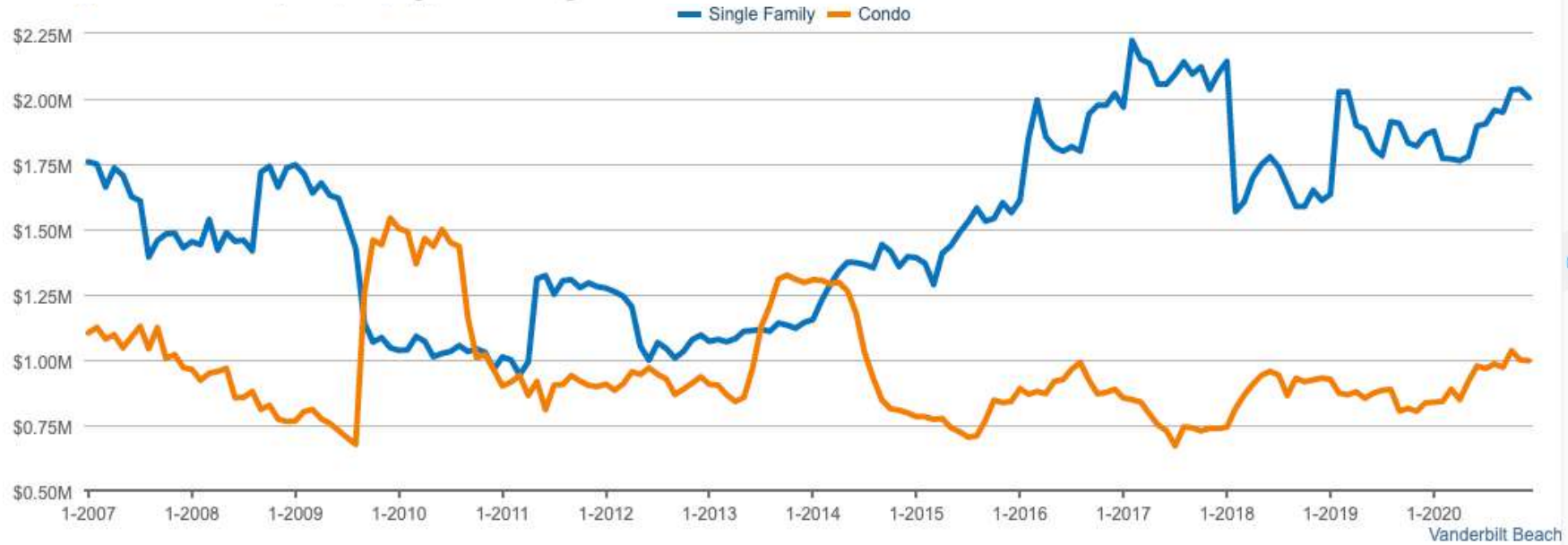
CONDOMINIUMS

	2020	% Change	2019
Total Dollar Volume	\$104,617,700	+32.0%	\$79,281,225
Number Sold	104	+9.5%	95
Average Sold Price	\$1,005,939	+20.5%	\$834,539
Average Sold Price Per Sq Ft	\$531	+5.3%	\$504
Average Living Area (SF)	1611	+3.1%	1563
Average Lot Size (ac)			
Average Days on Market	158	+17.3%	135
Average Year Built	1986	+0.0%	1986
Average of Total Annual Fees	\$10,567	+8.8%	\$9,712
Average of Property Taxes	\$8,711	+26.9%	\$6,863
Average Discount from Last Ask	-5.7%	+32.9%	-5.5%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$2,004,563 | +7.6%

Condo
\$996,800 | +19.3%

AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



DECEMBER 2020

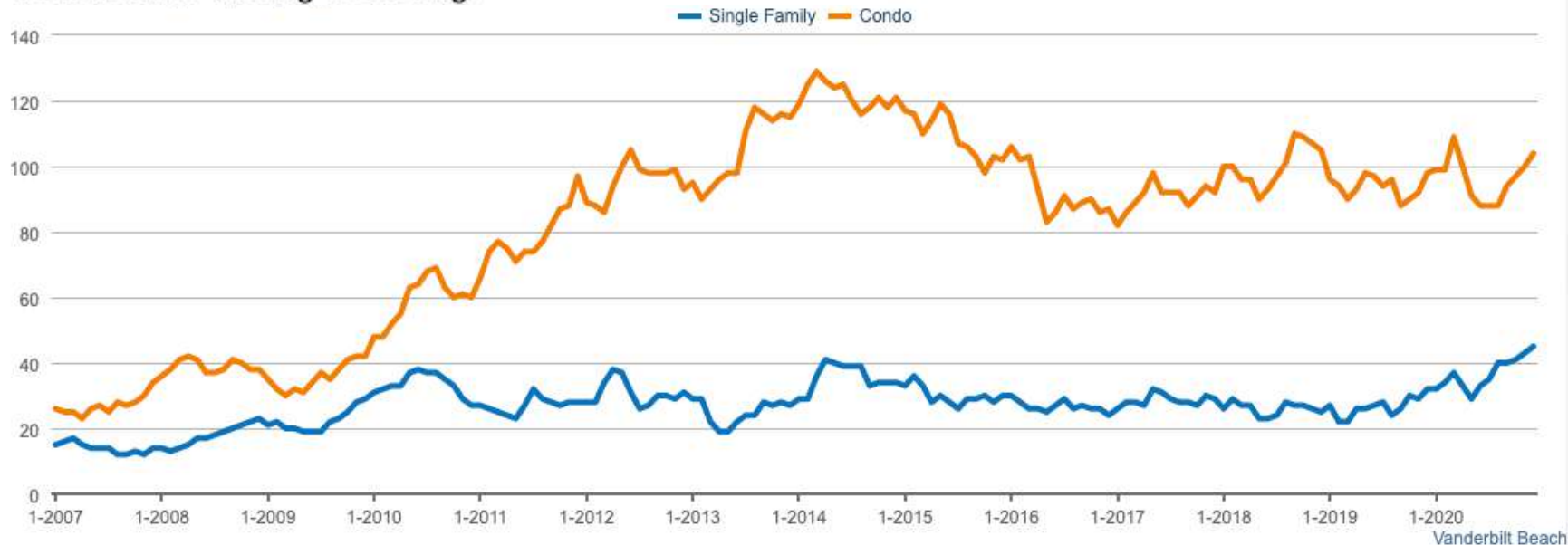
Single Family
\$474 | -19.5%

Condo
\$466 | +6.6%

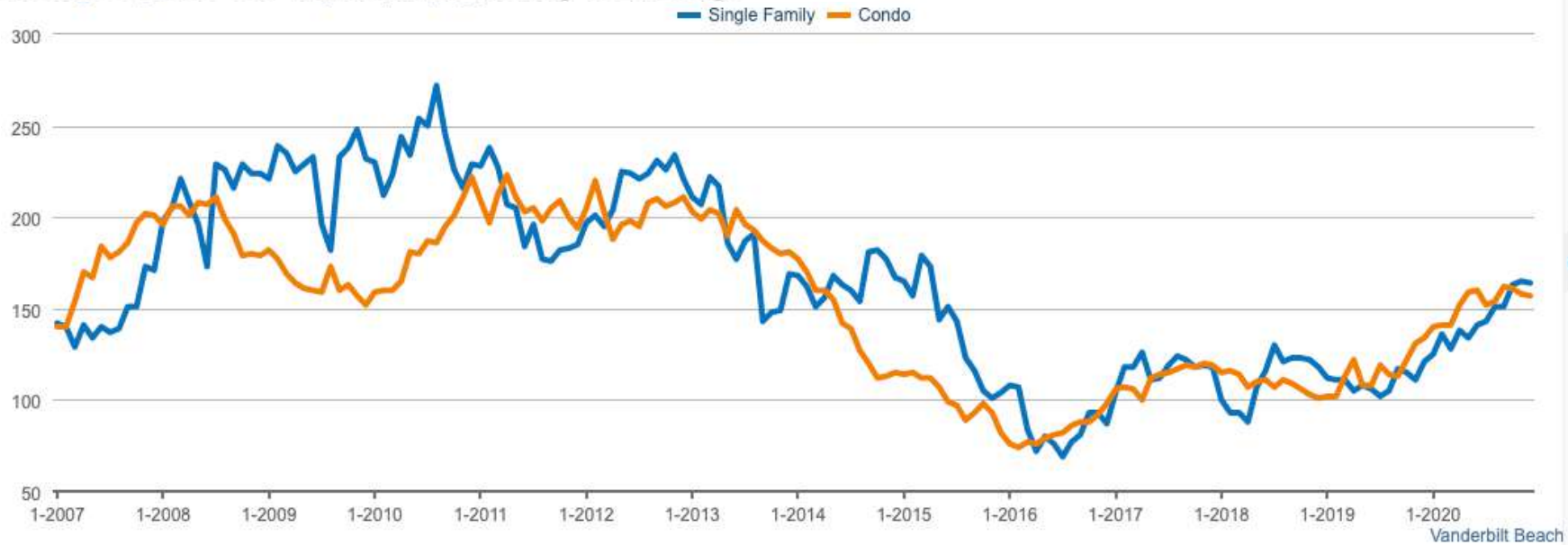
NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)



AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)

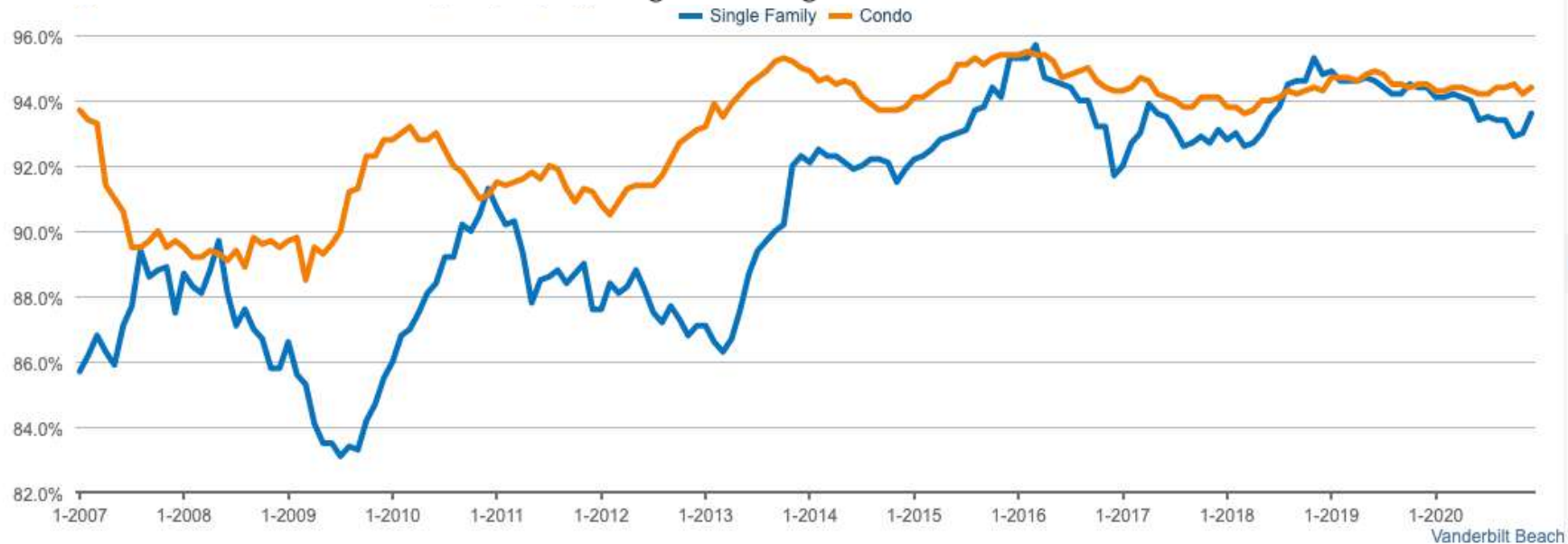


DECEMBER 2020

Single Family
164 | +35.5%

Condo
157 | +17.2%

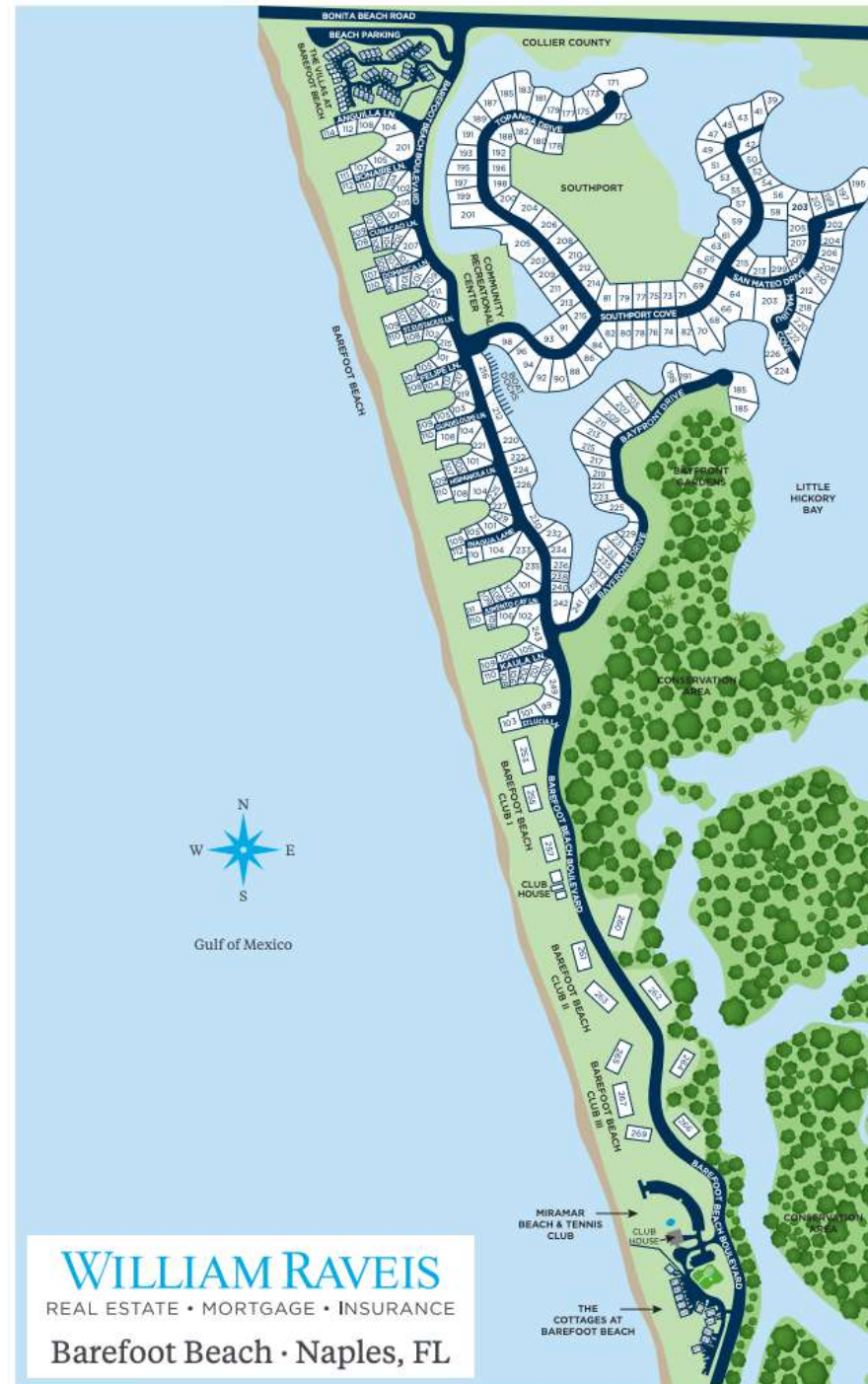
AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
93.6% | -0.8%

Condo
94.4% | -0.1%



BAREFOOT BEACH: 2020 vs 2019

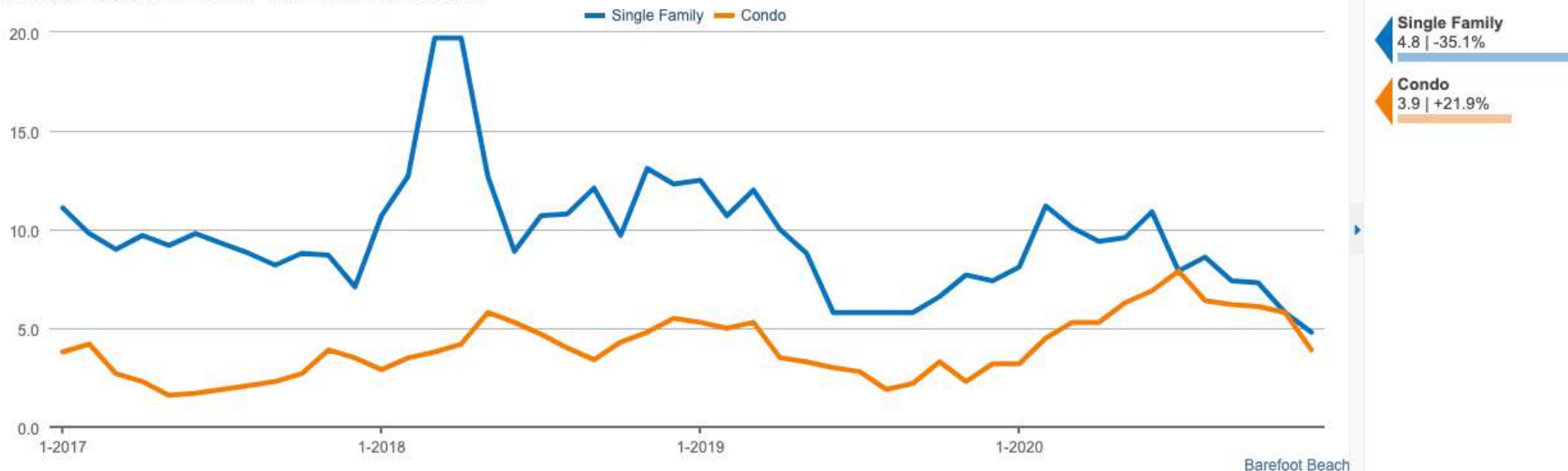
The Barefoot Beach neighborhood is approximately 2.5 miles North to South along the Gulf of Mexico from Bonita Beach Road South to Wiggins Pass and 0.5 mile from East to West from Little Hickory Bay to the Beach. There are 660 residences within Barefoot Beach (247 single family homes and 413 condominiums).

SINGLE FAMILY HOMES

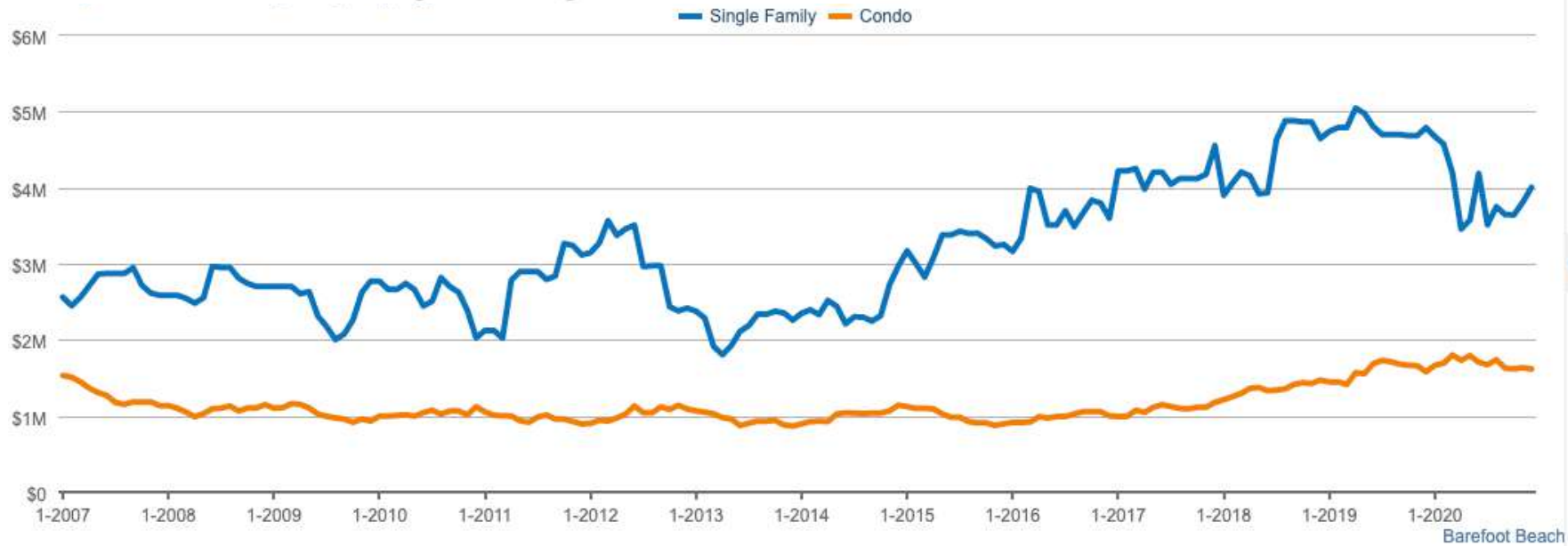
CONDOMINIUMS

	2020	% Change	2019	2020	% Change	2019
Total Dollar Volume	\$108,785,000	+29.0%	\$84,337,000	\$39,707,125	+38.4%	\$28,696,000
Number Sold	27	+50.0%	18	22	+15.8%	19
Average Sold Price	\$4,029,074	-14.0%	\$4,685,389	\$1,804,869	+19.5%	\$1,510,316
Average Sold Price Per Sq Ft	\$850	-9.1%	\$934	\$885	+19.3%	\$742
Average Living Area (SF)	4623	-10.5%	5163	1998	-0.3%	2004
Average Lot Size (ac)	0.24	+6.7%	0.23			
Average Days on Market	200	+36.4%	147	62	-26.4%	85
Average Year Built	2003	-0.1%	2004	1993	+0.0%	1992
Average of Total Annual Fees	\$6,629	+9.6%	\$6,046	\$13,381	+2.0%	\$13,120
Average of Property Taxes	\$23,793	-11.4%	\$26,853	\$12,348	+16.3%	\$10,617
Average Discount from Last Ask	-9.3%	+31.1%	-7.1%	-5.5%	+32.9%	-6.8%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$4,004,655 | -16.4%

Condo
\$1,617,856 | +2.4%

AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)

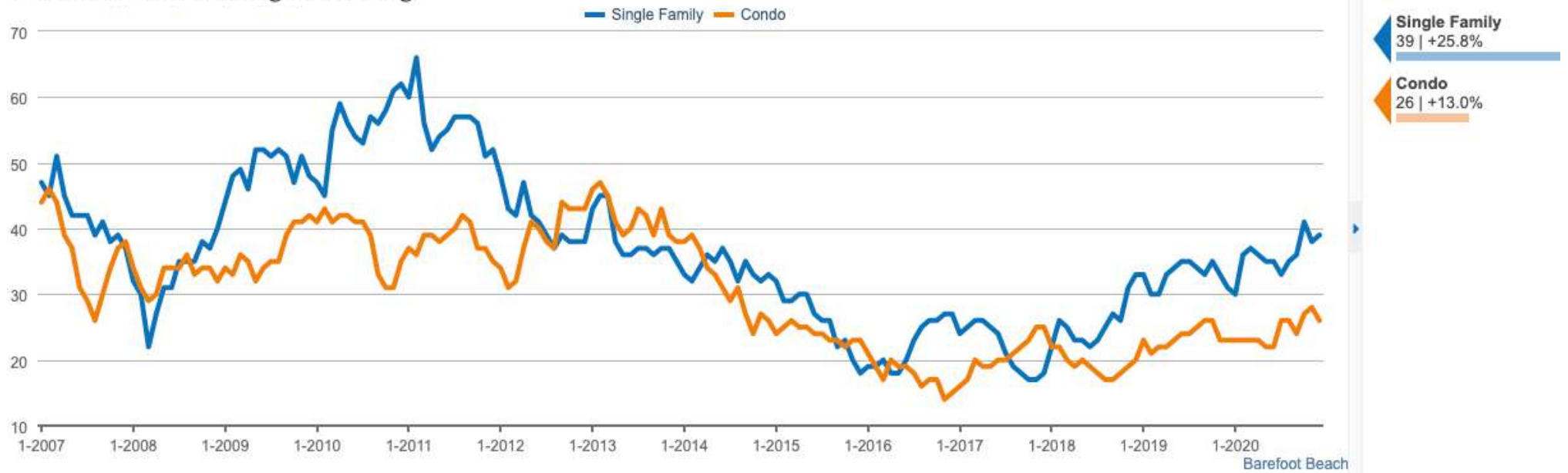


DECEMBER 2020

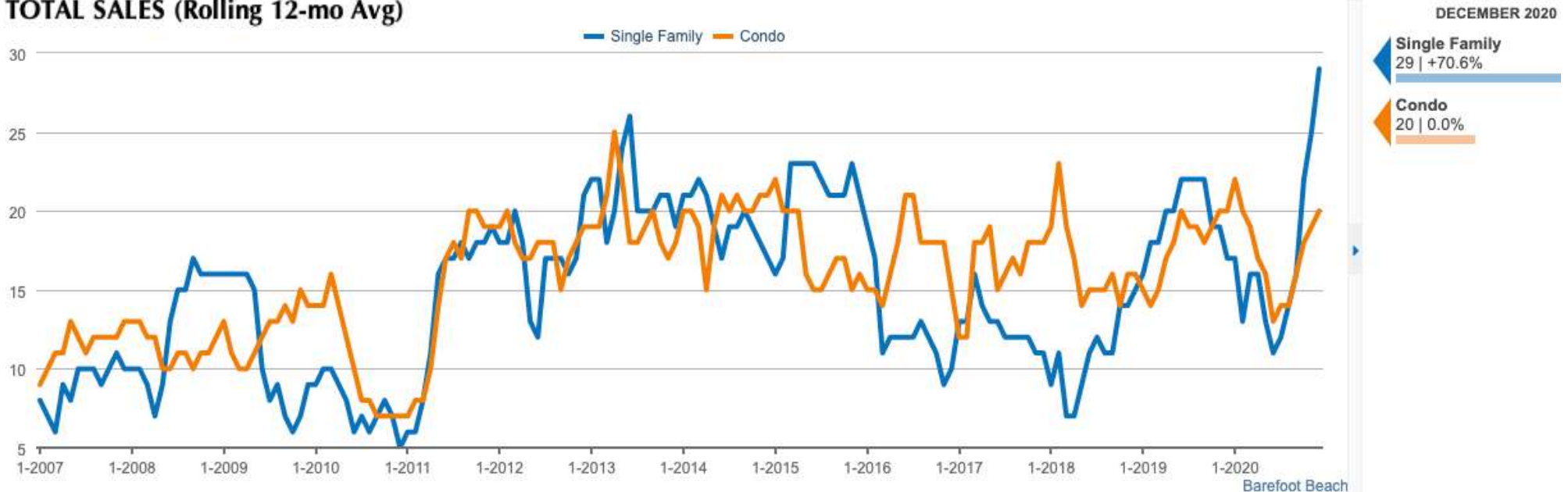
Single Family
\$513 | -12.5%

Condo
\$759 | +11.1%

NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)



AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)





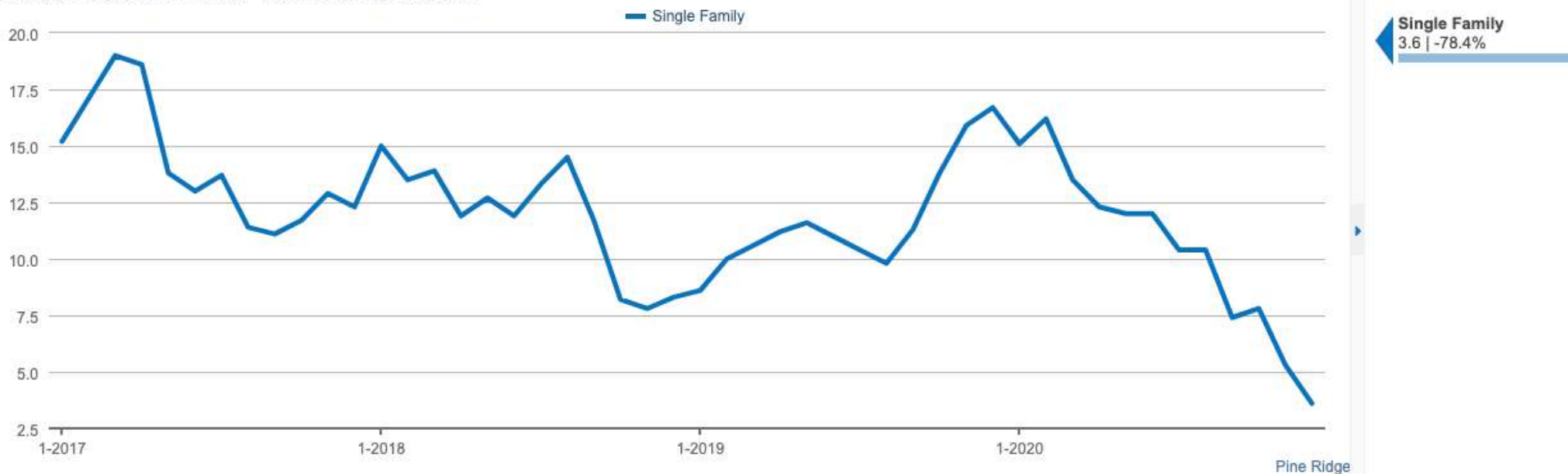
PINE RIDGE ESTATES: 2020 vs 2019

The Pine Ridge neighborhood is approximately 1.75 square miles of land with roughly 532 single family homes. This area is about 2.7 miles North to South and 1 mile from East to West from US 41 to Goodlette-Frank Road.

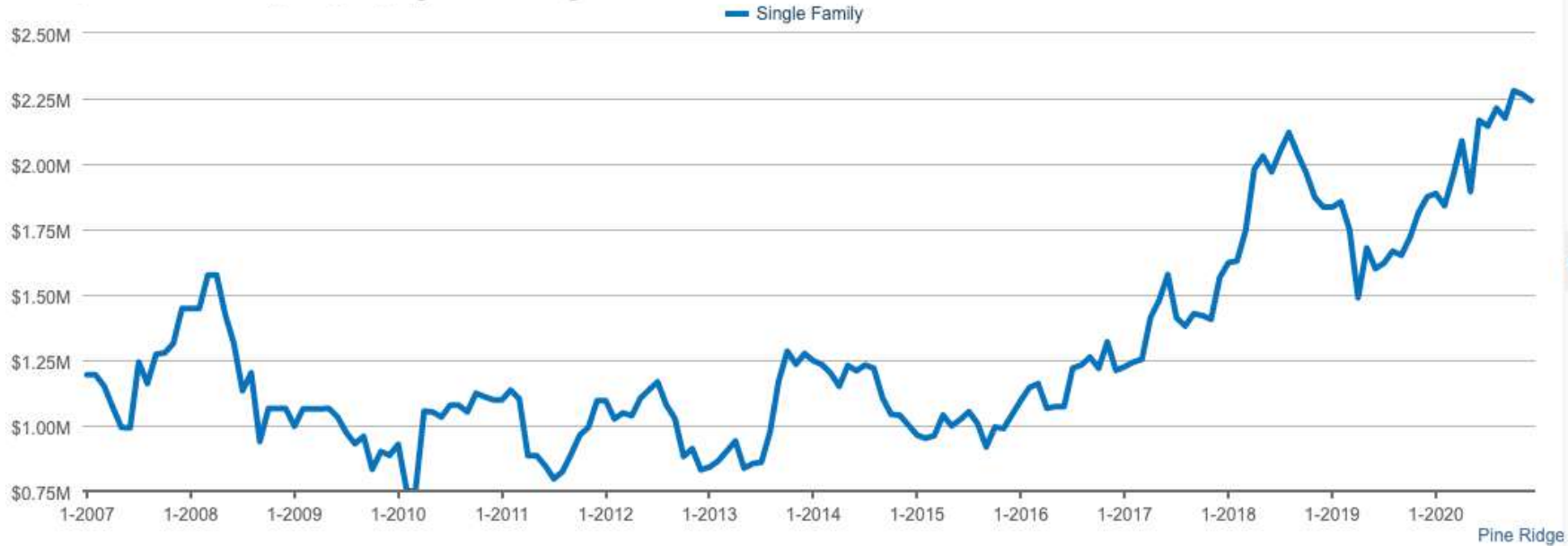
SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$131,496,463	+166.8%	\$49,295,450
Number Sold	59	+136.0%	25
Average Sold Price	\$2,228,754	+13.0%	\$1,971,818
Average Sold Price Per Sq Ft	\$544	+7.0%	\$509
Average Living Area (SF)	4111	+8.7%	3783
Average Lot Size (ac)	1.38	-6.2%	1.47
Average Days on Market	147	+22.8%	120
Average Year Built	1991	+0.2%	1987
Average of Total Annual Fees	\$8	-47.0%	\$16
Average of Property Taxes	\$11,052	+14.5%	\$9,656
Average Discount from Last Ask	-6.8%	-1.2%	-6.9%

MONTHS SUPPLY OF HOMES FOR SALE



AVERAGE SALES PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$2,241,812 | +19.6%

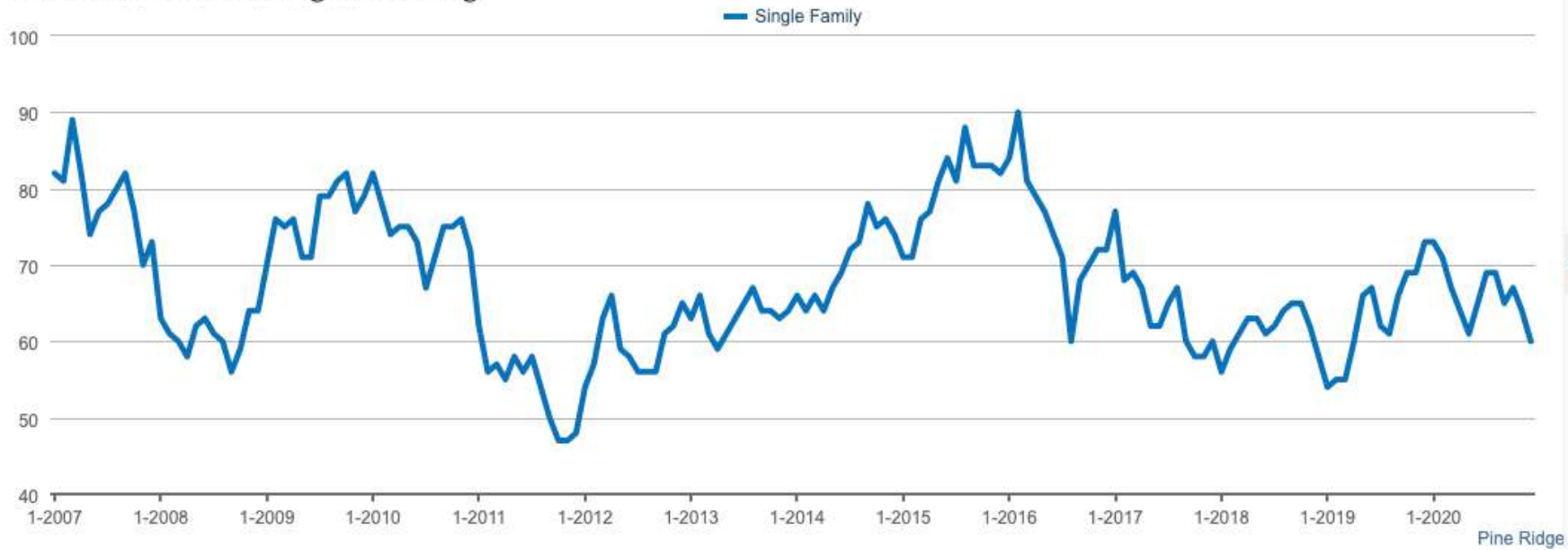
AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
\$377 | +1.6%

NEW LISTINGS (Rolling 12-mo Avg)

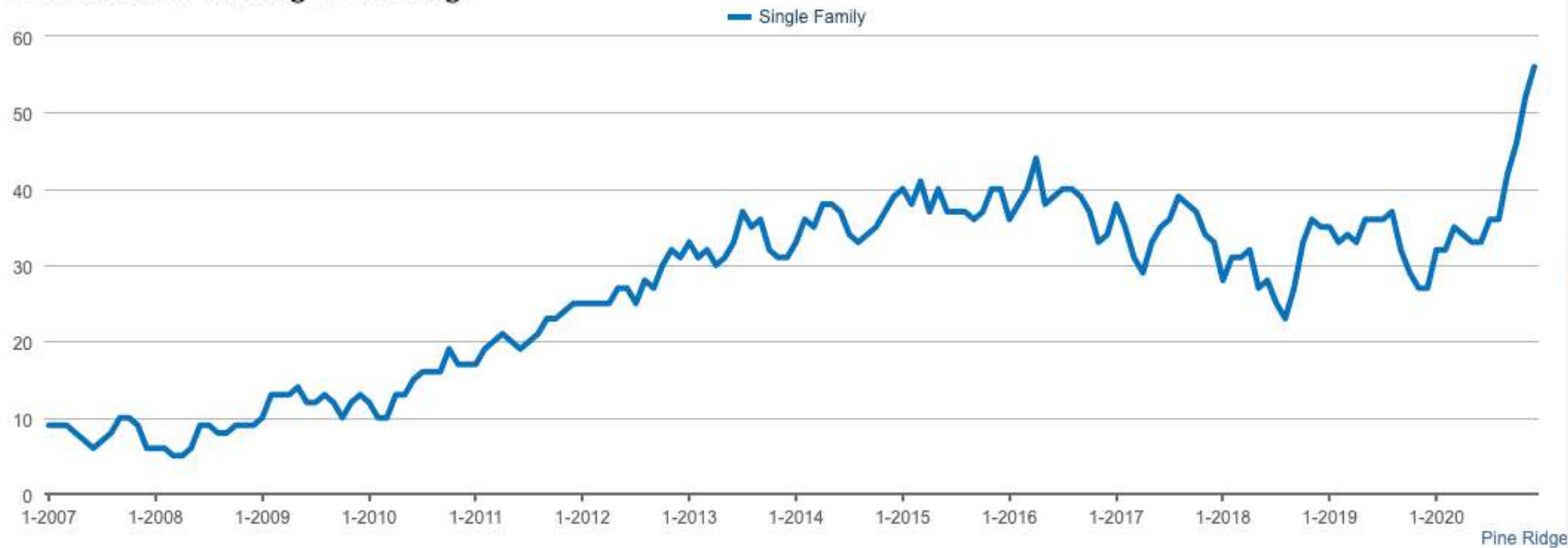


DECEMBER 2020

Single Family

60 | -17.8%

TOTAL SALES (Rolling 12-mo Avg)



DECEMBER 2020

Single Family

56 | +107.4%

AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
145 | +29.5%

AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



DECEMBER 2020

Single Family
92.8% | -0.5%

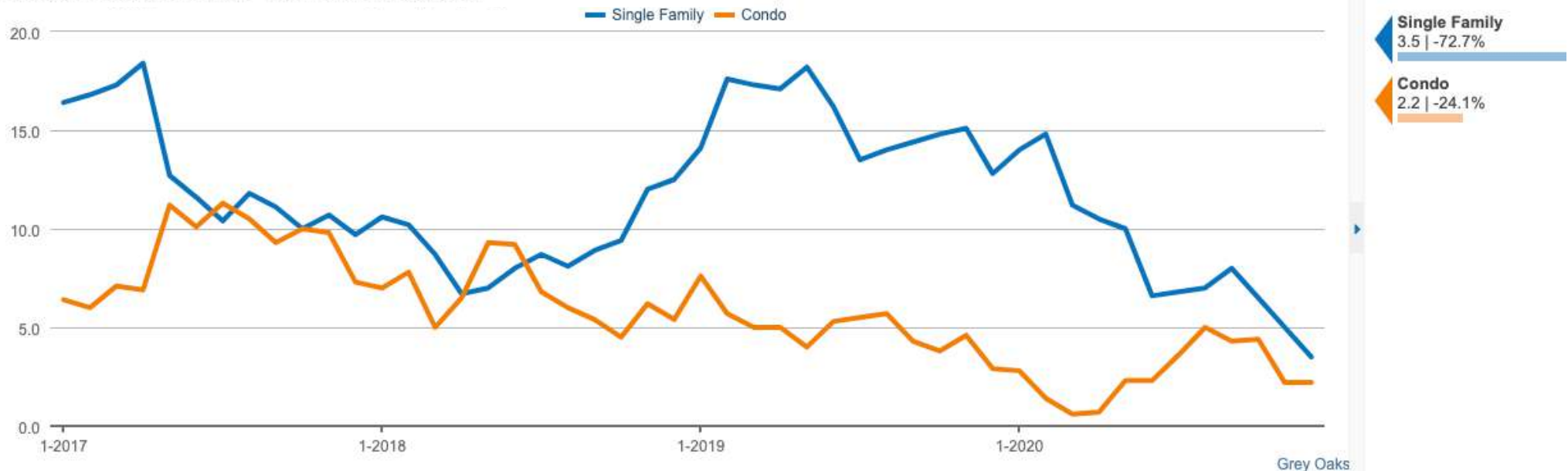


GREY OAKS: 2020 vs 2019

Grey Oaks is a gated golf community of approximately 1.8 square miles, with a total of 775 single family homes and 125 condominiums. Grey Oaks is located 3 miles East of the Gulf of Mexico and 4.5 miles from downtown Naples. Grey Oaks is situated North of Golden Gate Parkway with two sections on either side of Airport Pulling Road: To the West is The Estuary at Grey Oaks which is roughly 0.42 square miles with 170 single family homes and no condominiums and to the East is Grey Oaks which is approximately 1.38 square miles with 605 single family home and 125 condominiums. William Raveis is the exclusive onsite real estate brokerage at Grey Oaks.

	SINGLE FAMILY HOMES			CONDOMINIUMS		
	2020	% Change	2019	2020	% Change	2019
Total Dollar Volume	\$180,508,155	+57.7%	\$114,469,500	\$9,387,900	-29.8%	\$13,369,000
Number Sold	73	+78.0%	41	9	-40.0%	15
Average Sold Price	\$2,472,714	-11.4%	\$2,791,939	\$1,043,100	+17.0%	\$891,267
Average Sold Price Per Sq Ft	\$524	-6.0%	\$558	\$371	+20.4%	\$308
Average Living Area (SF)	4466	-5.8%	4739	2801	-2.7%	2877
Average Lot Size (ac)	0.44	-10.0%	0.49			
Average Days on Market	161	+16.1%	138	138	+0.2%	137
Average Year Built	2006	+0.0%	2006	2004	-0.1%	2007
Average of Total Annual Fees	\$17,182	-5.2%	\$18,115	\$28,391	+16.9%	\$24,291
Average of Property Taxes	\$19,195	-10.1%	\$21,355	\$7,840	+11.8%	\$7,012
Average Discount from Last Ask	-6.5%	+1.1%	-6.4%	-6.4%	+39.7%	-4.6%

MONTHS SUPPLY OF HOMES FOR SALE



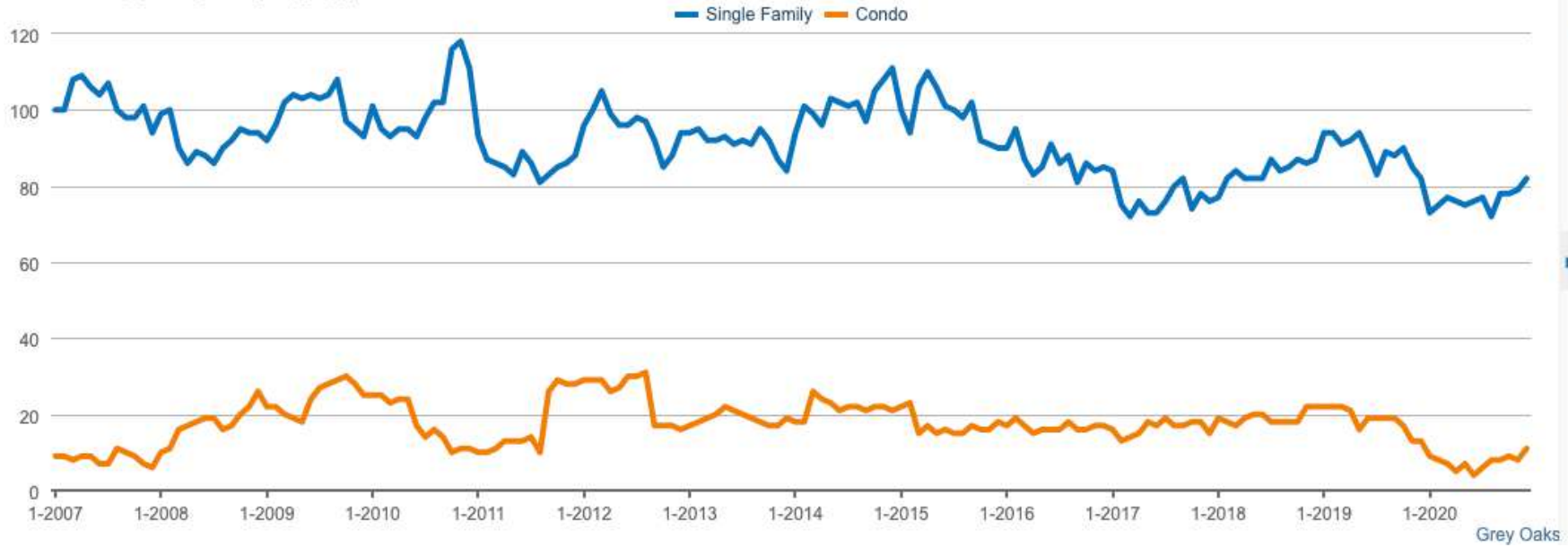
AVERAGE SALES PRICE (Rolling 12-mo Avg)



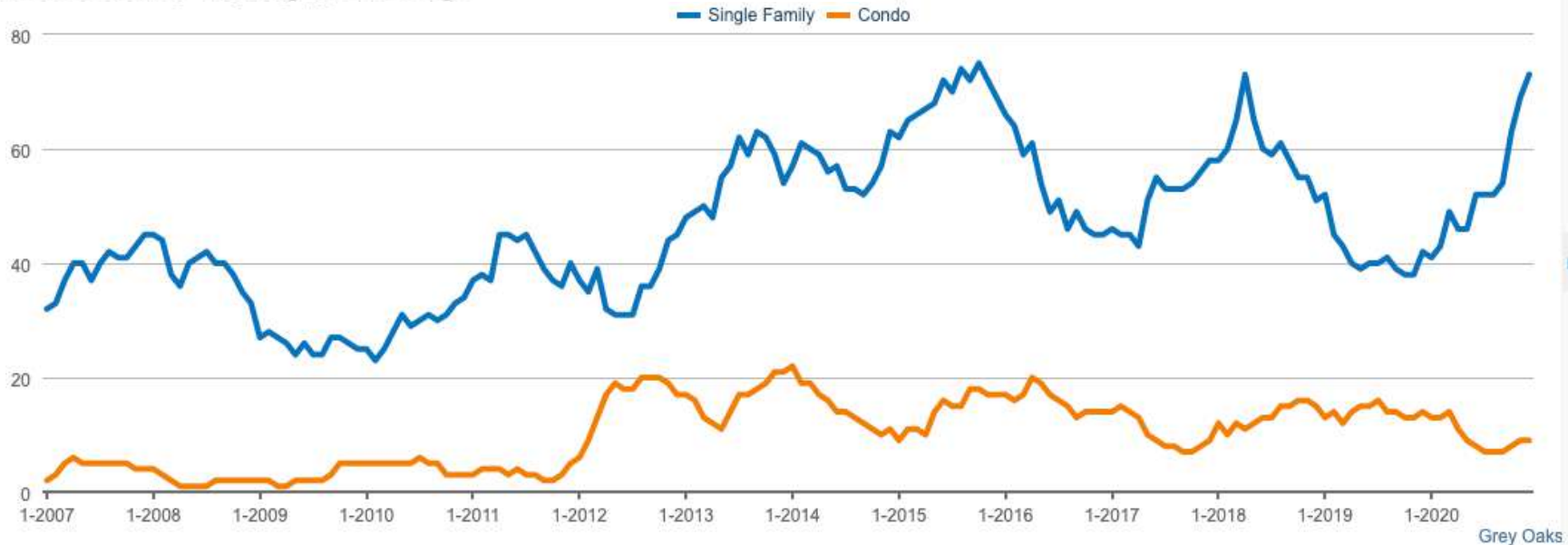
AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



NEW LISTINGS (Rolling 12-mo Avg)



TOTAL SALES (Rolling 12-mo Avg)

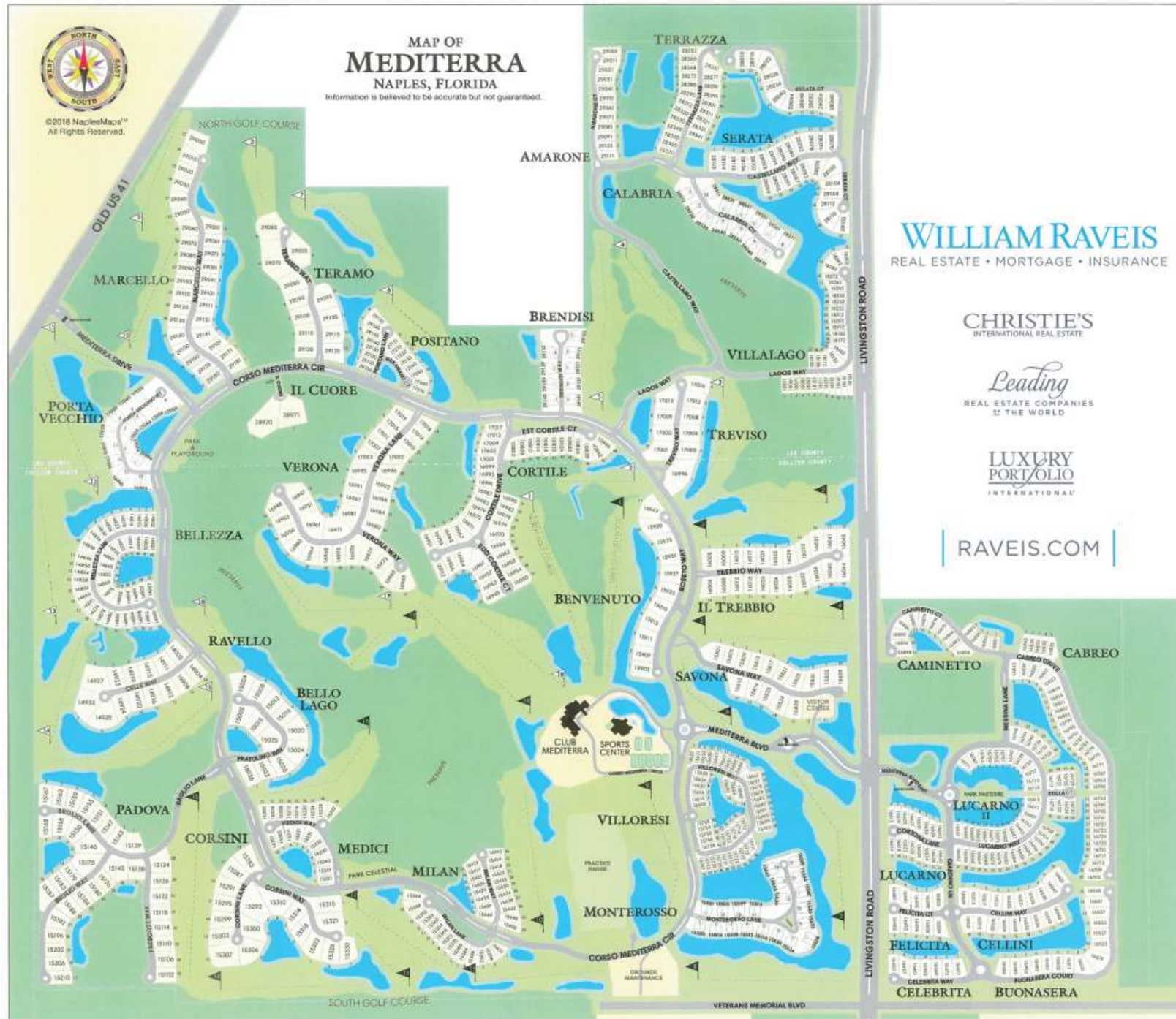


AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)





MEDITERRA: 2020 vs 2019

Mediterra is a gated golf community situated in North Naples and covering a total area of 2.5 square miles from Old 41 and crossing over Livingston Road, Mediterra spans across the Naples and Bonita Springs border with homes in both areas. There are 936 residences within Mediterra (709 single family homes and 227 condominiums).

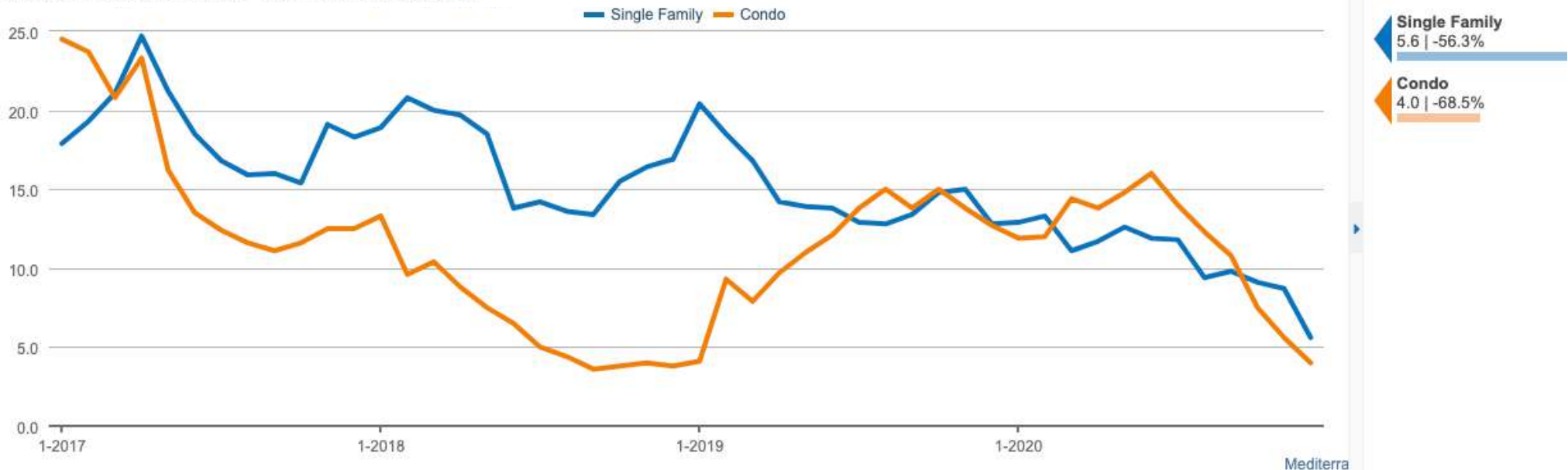
SINGLE FAMILY HOMES

	2020	% Change	2019
Total Dollar Volume	\$120,057,907	+9.6%	\$109,516,708
Number Sold	62	+34.8%	46
Average Sold Price	\$1,936,418	-18.7%	\$2,380,798
Average Sold Price Per Sq Ft	\$474	-8.6%	\$519
Average Living Area (SF)	3977	-8.8%	4360
Average Lot Size (ac)	0.43	+0.8%	0.43
Average Days on Market	209	-16.2%	249
Average Year Built	2008	-0.1%	2010
Average of Total Annual Fees	\$13,452	+1.3%	\$13,276
Average of Property Taxes	\$18,570	-1.1%	\$18,783
Average Discount from Last Ask	-5.8%	-20.1%	-7.2%

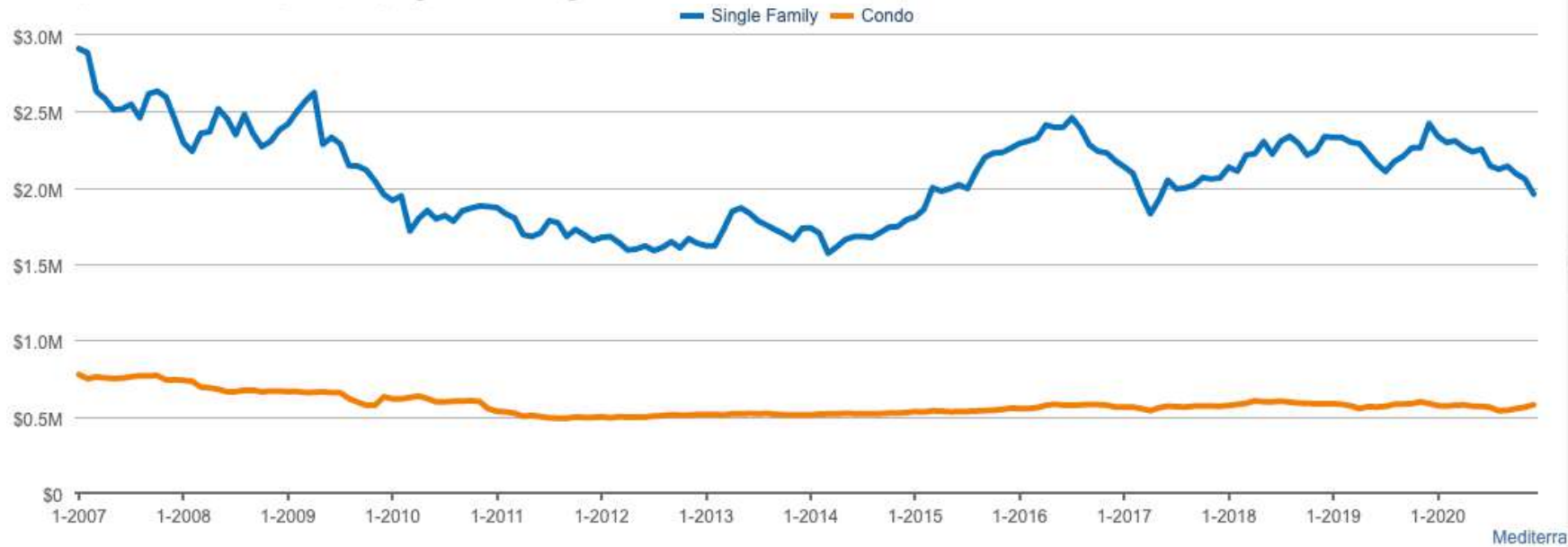
CONDOMINIUMS

	2020	% Change	2019
Total Dollar Volume	\$9,800,500	+19.4%	\$8,208,833
Number Sold	17	+21.4%	14
Average Sold Price	\$576,500	-1.7%	\$586,345
Average Sold Price Per Sq Ft	\$218	-2.1%	\$223
Average Living Area (SF)	2644	+0.4%	2635
Average Lot Size (ac)			
Average Days on Market	171	+3.3%	165
Average Year Built	2004	+0.0%	2005
Average of Total Annual Fees	\$17,860	+6.1%	\$16,825
Average of Property Taxes	\$7,598	-0.3%	\$7,619
Average Discount from Last Ask	-6.1%	+32.9%	-5.4%

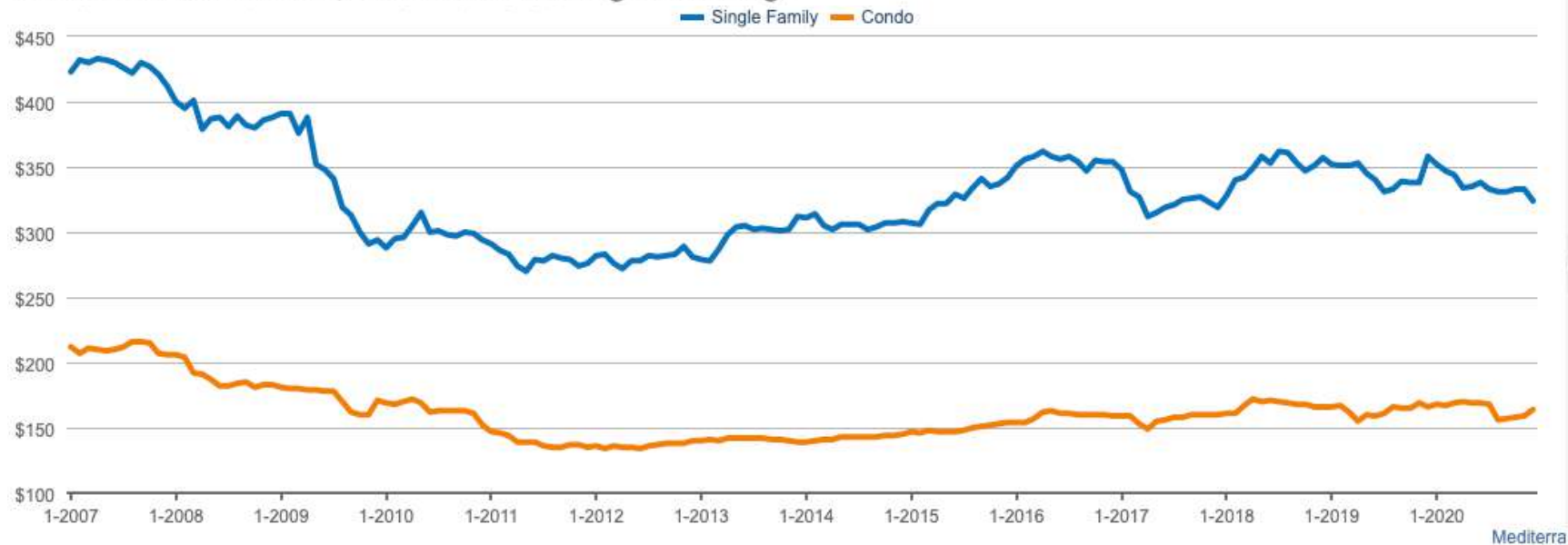
MONTHS SUPPLY OF HOMES FOR SALE



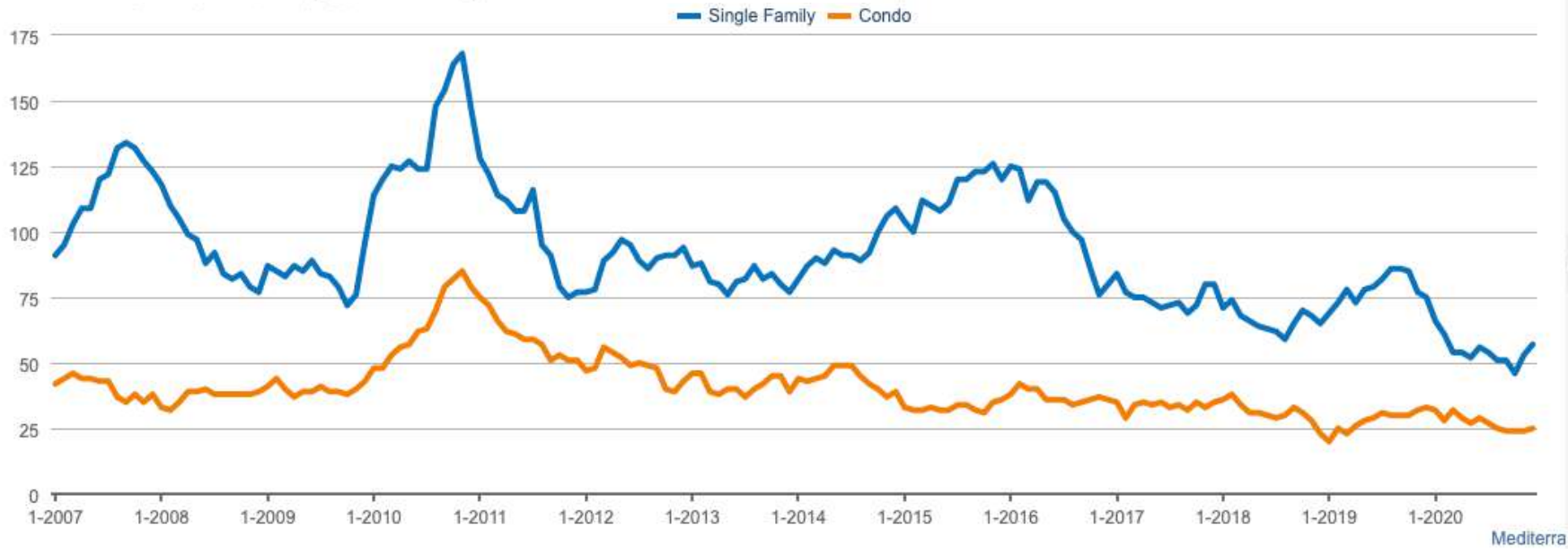
AVERAGE SALES PRICE (Rolling 12-mo Avg)



AVERAGE PRICE PER SQUARE FOOT (Rolling 12-mo Avg)



NEW LISTINGS (Rolling 12-mo Avg)



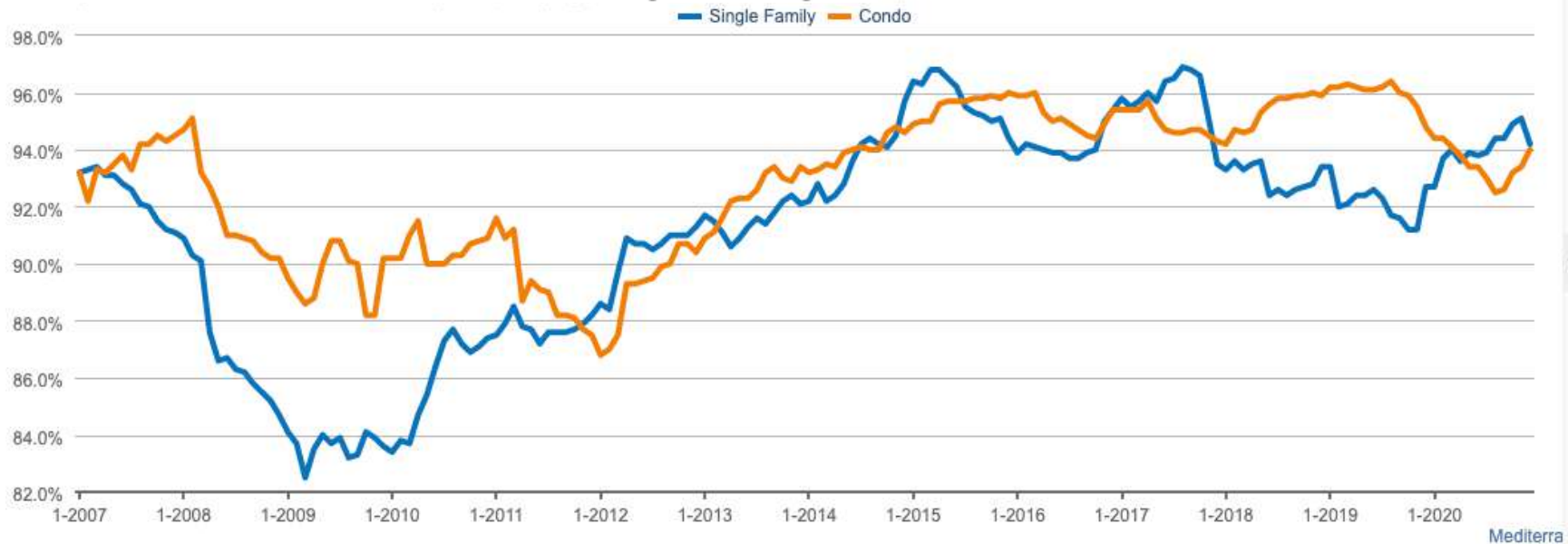
TOTAL SALES (Rolling 12-mo Avg)



AVERAGE DAYS ON THE MARKET (Rolling 12-mo Avg)



AVERAGE PERCENT OF LAST LIST PRICE (Rolling 12-mo Avg)



WILLIAM RAVEIS
LUXURY PROPERTIES

Matt Brown
LUXURY SPECIALIST



Matt Brown, GRI, CIPS

Broker Associate

239.580.8864 (m)

Matt.Brown@Raveis.com

720 5th Avenue S, Suite 201, Naples, FL 34102

Luxury Property Specialist | Licensed in FL

www.mattbrownrealestate.com



Recognized as the
#1 Luxury Brokerage
by Leading Real Estate
Companies of the World

CHRISTIE'S
INTERNATIONAL REAL ESTATE

RAVEIS.COM