

**JUNE 2021**  
**LUXURY PROPERTIES MARKET REPORT**  
Naples | Bonita Springs



**WILLIAM RAVEIS**  
REAL ESTATE

# WILLIAM RAVEIS

## REAL ESTATE

### **NAPLES AND BONITA SPRINGS – SINGLE FAMILY PROPERTIES**

#### **CLOSED SALES**

- The number of closed sales in the 12 months ending June 30, 2021 for the Naples and Bonita Springs Area increased 59% year-over-year (10,860 vs 6,846).
- There were 88 closed sales, priced above two million in June 2021 compared to 59 in June 2020, a 49% increase. During the 12 months ending June 30, 2021, sales in this category increased 161% over the same time period in 2020 (1,006 vs 385).

#### **NEW LISTINGS / INVENTORY**

- During the 12 months ending June 30, 2021, a total of 10,783 new listings were added to the market, this is an 8% increase vs the same time period 12 months ending June 30, 2020.
- Available inventory as of June 30, 2021 consisted of 2,486 units, a decrease of 44% vs the same time period in 2020. Current inventory represents 2.6 months of supply based on current absorption rates.

#### **AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$913,009 a 34% increase vs the same time period in 2020.
- The median sales price for the area in June 2021 increased 45% to \$580,000 vs June 2020.

### **NAPLES AND BONITA SPRINGS – CONDOMINIUMS**

#### **CLOSED SALES**

- The number of closed sales in the 12 months ending June 30, 2021 for the Naples and Bonita Springs Area increased 82% year-over-year (9,113 vs 5,006).
- There were 27 closed sales priced above two million compared to 8 in June 2020, a 238% increase. During the 12 months ending June 30, 2021, sales in this category increased 202% vs the same time period in 2020 (366 vs 121 units).

#### **NEW LISTINGS / INVENTORY**

- During the 12 months ending June 30, 2021, a total of 8,798 new listings were added to the market, a 14% increase vs the same time period 12 months ending June 30, 2020.
- Available inventory as of June 30, 2021 consisted of 1,581 units, a decrease of 56% vs the same time period in 2020. Current inventory represents 2 months of supply based on current absorption rates.

#### **AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$527,414 an increase of 22% vs the same time period in 2020.
- The median sales price for the area in June 2021 increased 26% to \$333,500 vs June 2020.



**LUXURY MARKET \$1M+ (WEST OF 41)  
PORT ROYAL TO BONITA BEACH ROAD AREA - SINGLE FAMILY PROPERTIES**

**CLOSED SALES**

- The number of closed sales in the 12 months ending June 30, 2021 for the luxury market from Port Royal to Bonita Beach Road Area increased 123% year-over-year (779 vs 349).

**NEW LISTINGS / INVENTORY**

- During the 12 months ending June 30, 2021, a total of 743 new listings were added to the market, an increase of 14% compared to the same time period 12 months ending June 30, 2020.
- Available inventory as of June 30, 2021 consisted of 209 units, a decrease of 50% vs the same time period in 2020 (209 vs 414). Current inventory represents 3.1 months of supply based on current absorption rates.

**AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$4,091,902 an increase of 12% vs the same time period in 2020.
- The median sales price for the area in June 2021 remained relatively the same with a decrease of less than 1% to \$3,225,000 vs June 2020.

**LUXURY MARKET \$1M+ (WEST OF 41)  
PORT ROYAL TO BONITA BEACH ROAD AREA - CONDOMINIUMS**

**CLOSED SALES**

- The number of closed sales in the 12 months ending June 30, 2021 for the luxury market from Port Royal to Bonita Beach Road Area increased 162% year-over-year (867 vs 331).

**NEW LISTINGS / INVENTORY**

- During the 12 months ending June 30, 2021, a total of 850 new listings were added to the market, an increase of 31% vs the same time period 12 months ending June 30, 2020.
- Available inventory as of June 30, 2021 consisted of 184 units, a 51% decrease vs the same time period in 2020. Current inventory represents 3 months of supply based on current absorption rates.

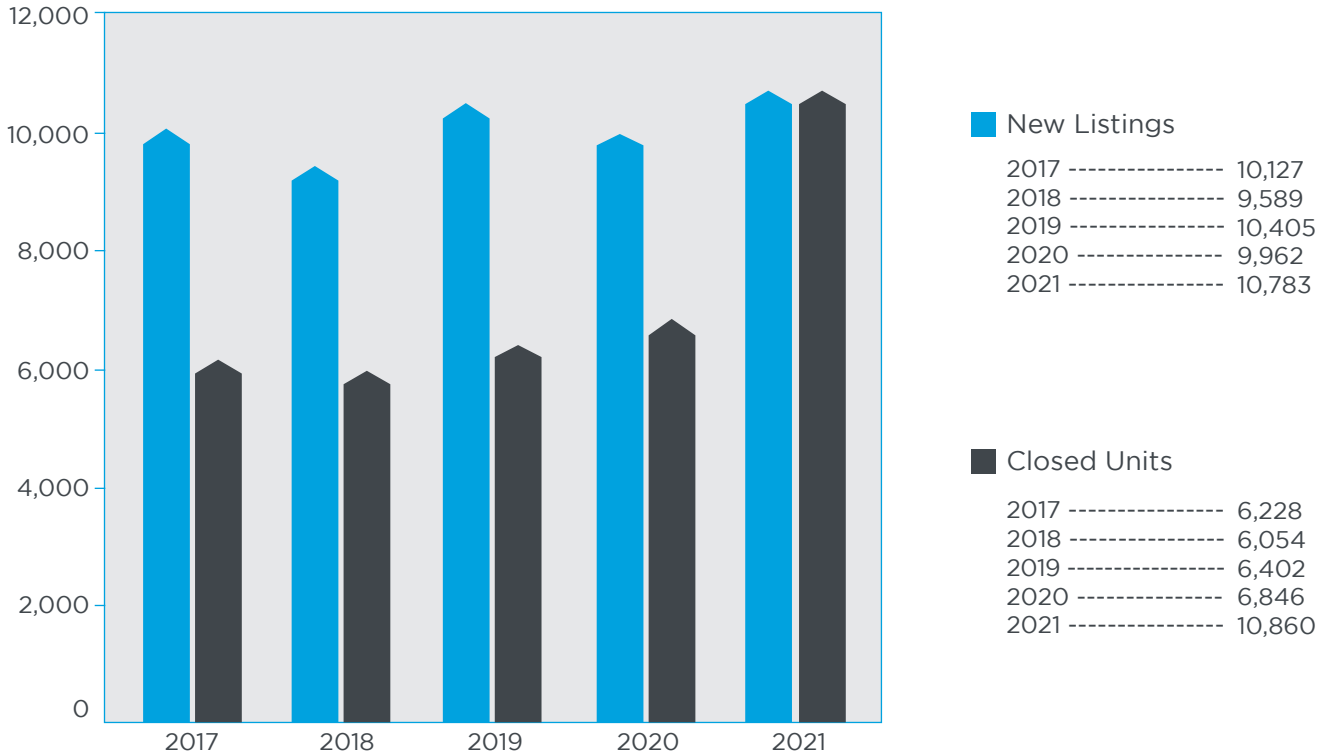
**AVERAGE & MEDIAN SALES PRICE**

- The year-over-year average sales price for the area was \$2,109,310, remaining relatively the same with a decrease of less than 1% vs the same time period in 2020.
- The median sales price for the area in June 2021 increased 3% to \$1,653,263 vs June 2020.

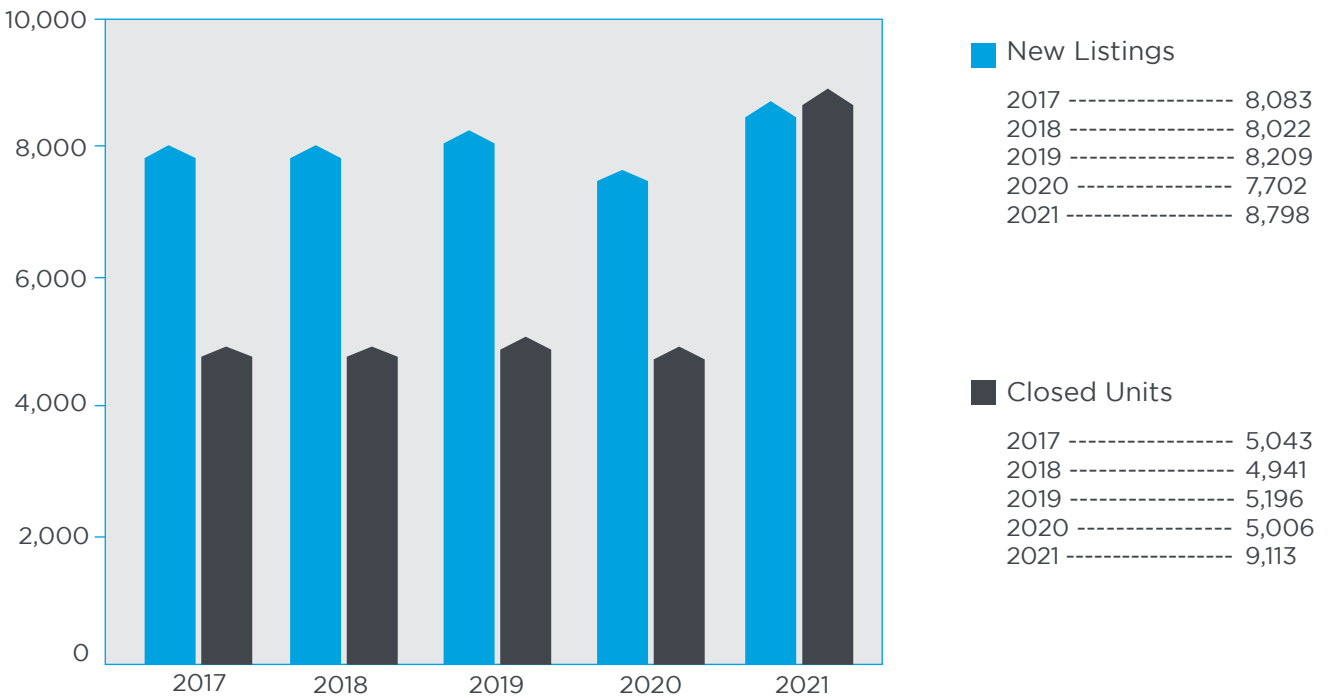
### New Listings | Closed Units

12 Month Comparisons

#### Naples and Bonita Springs - Single Family Properties



#### Naples and Bonita Springs - Condominiums



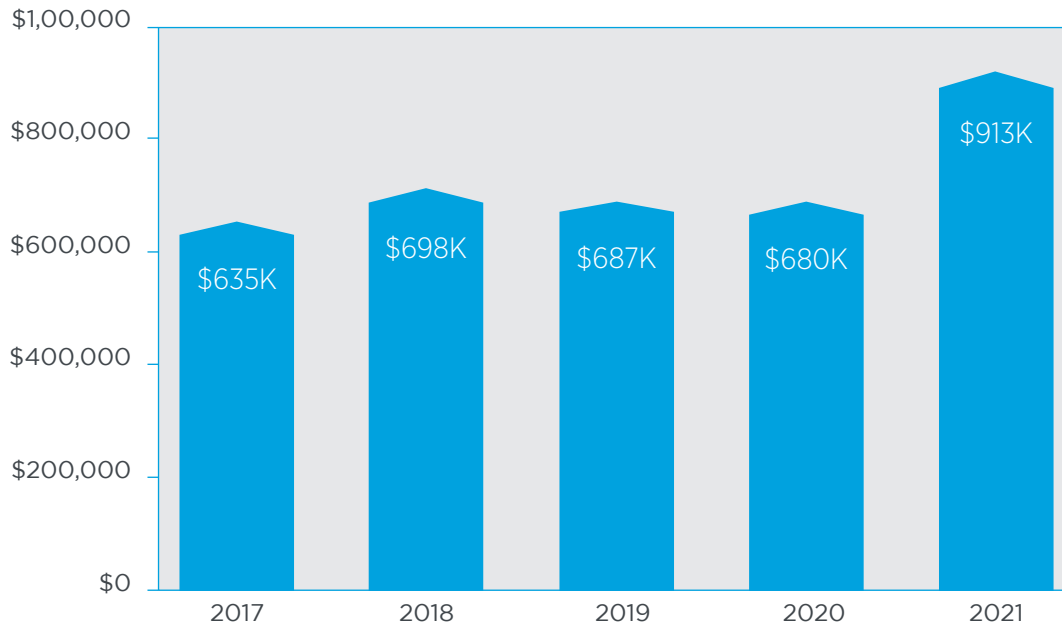
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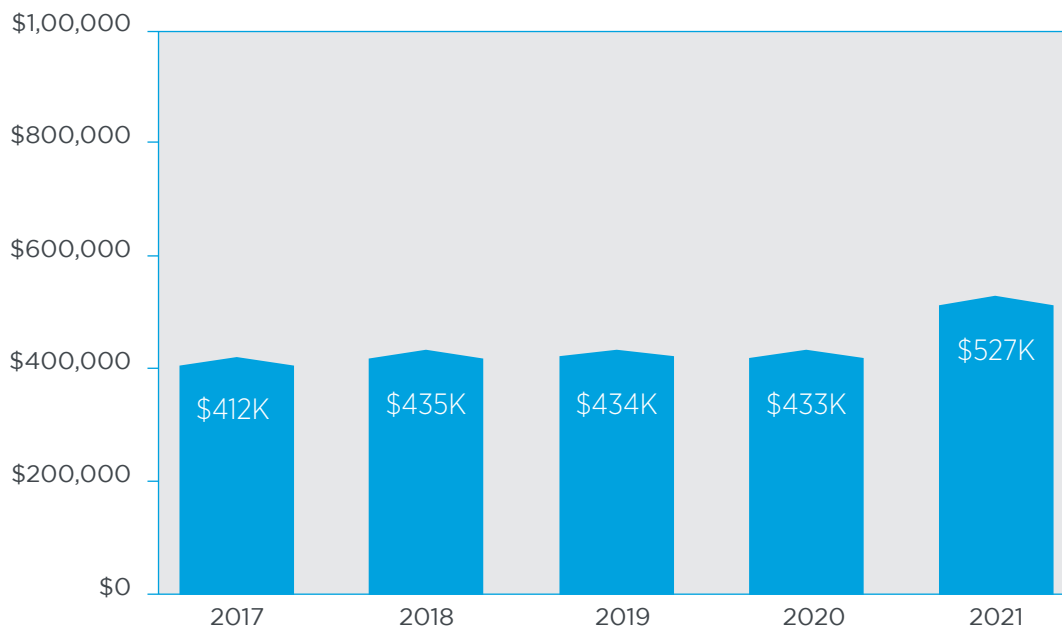
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## Average Sales Price 12 Month Comparisons

### Naples and Bonita Springs - Single Family Properties



### Naples and Bonita Springs - Condominiums

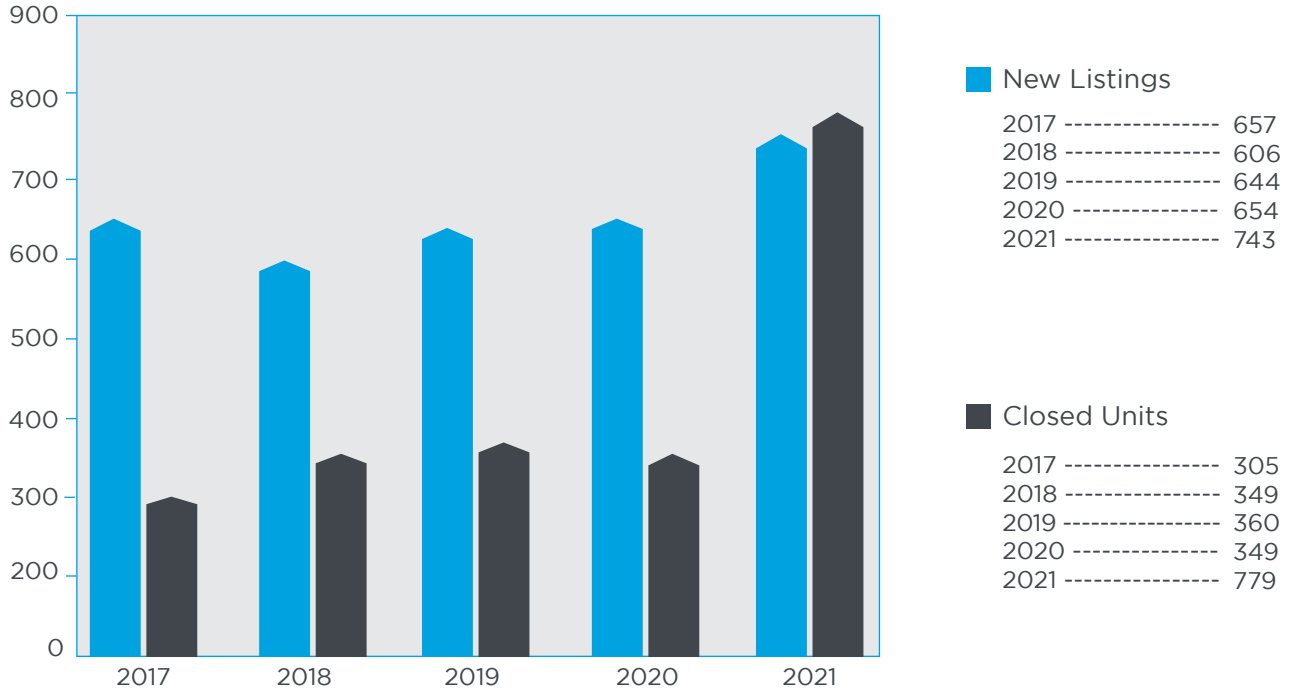


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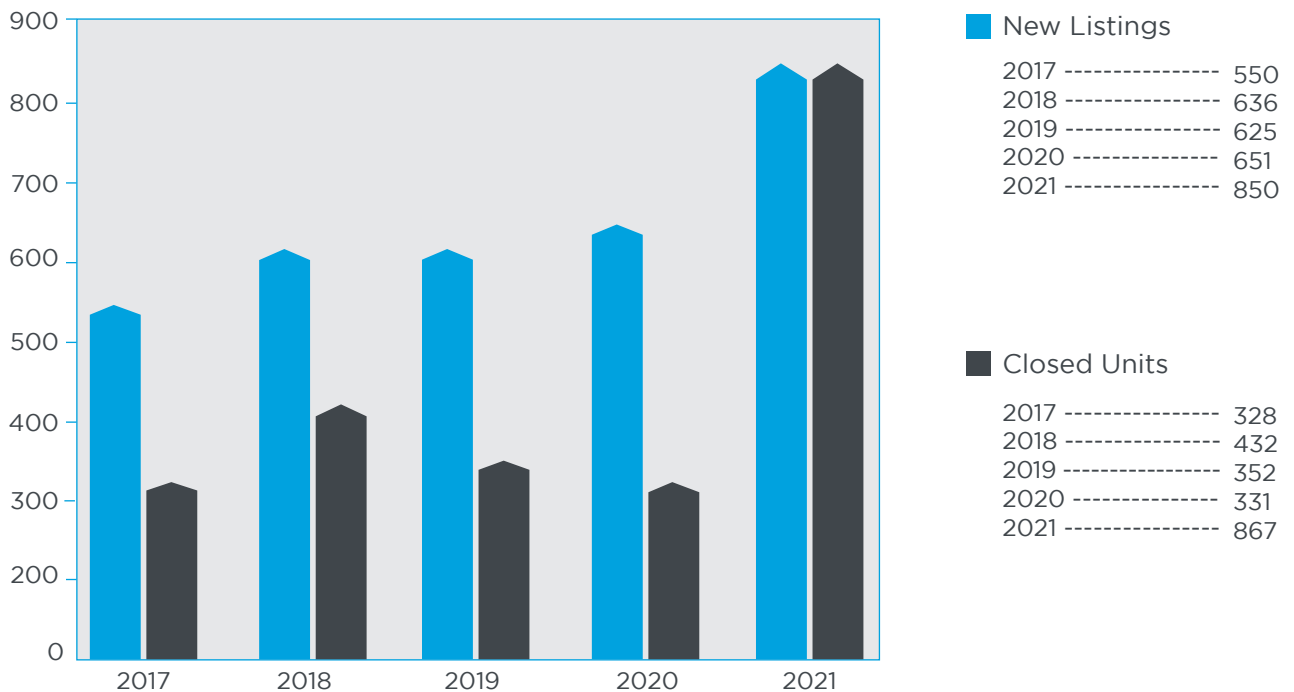
### New Listings | Closed Units

12 Month Comparisons

#### Luxury Property Market - Port Royal to Bonita Beach Road Area (West of 41) Single Family Properties \$1M+



#### Luxury Property Market - Port Royal to Bonita Beach Road Area (West of 41) Condominiums \$1M+



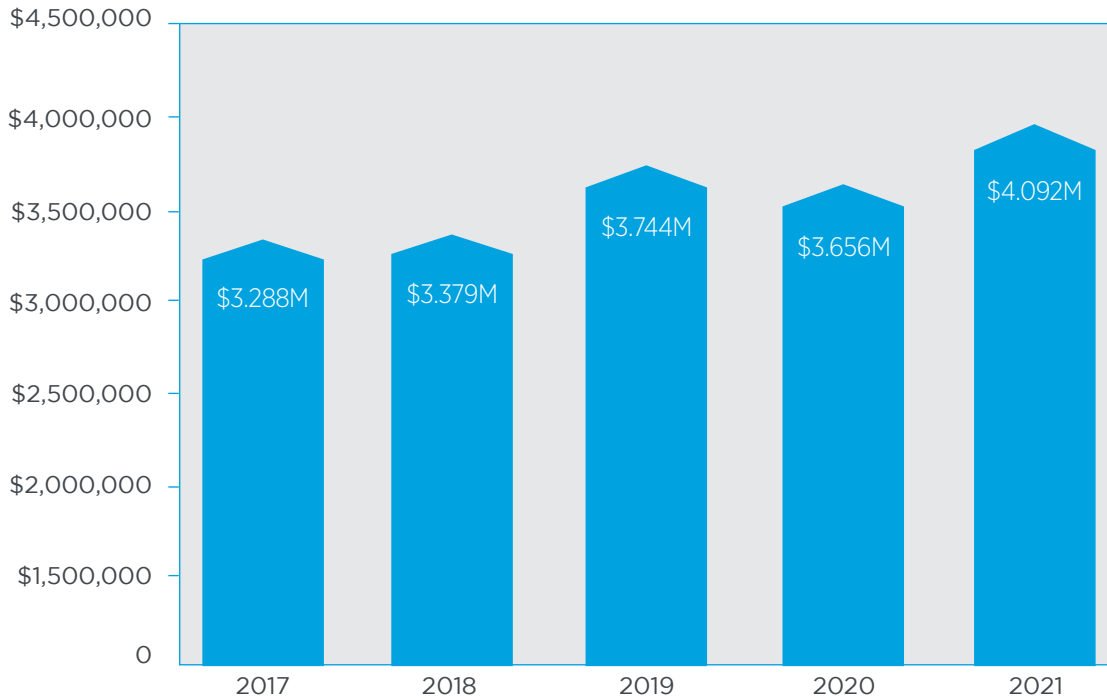
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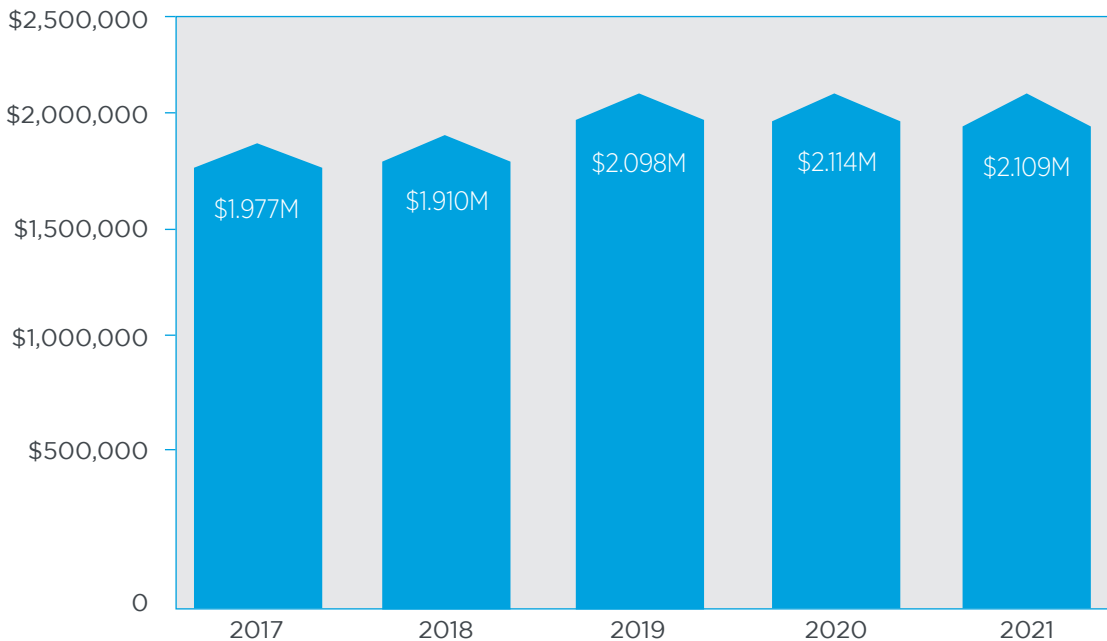
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### Average Sales Price 12 Month Comparisons

#### Luxury Property Market - Port Royal to Bonita Beach Road Area (West of 41) Single Family Properties (\$1M+)



#### Luxury Property Market - Port Royal to Bonita Beach Road Area (West of 41) Condominiums (\$1M+)



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### Neighborhood Snapshot Report Single Family Properties

Monthly Snapshot as of June 30, 2021	ACTIVE LISTINGS	% CHANGE	CLOSED PAST 12 MONTHS	% CHANGE	MONTHS OF SUPPLY	% CHANGE	AVERAGE CLOSED PRICE	% CHANGE
Aqualane Shores	8	-69%	61	+135%	5.7	-53%	\$5,834,268	+16%
Bonita Bay	7	-74%	96	+71%	4.6	-23%	\$1,648,005	+29%
Collier's Reserve	0	-100%	20	+25%	2.2	-74%	\$1,539,125	+2%
Grey Oaks	2	-94%	88	+69%	4.1	-68%	\$2,854,057	+6%
Isles of Collier Preserve	4	-87%	86	+87%	3.3	-48%	\$1,201,299	+22%
Kensington	1	-86%	19	+46%	2.4	-53%	\$882,711	+7%
Lely Resort	11	-89%	234	+117%	5.4	-49%	\$748,140	+11%
Mediterra	11	-78%	98	+165%	6.0	-54%	\$2,201,480	-2%
Monterey	2	-80%	37	+85%	4.1	-18%	\$958,603	+20%
Naples Park	21	-72%	262	+80%	2.9	-50%	\$557,639	+23%
Naples Reserve	8	-83%	160	+67%	2.5	-66%	\$717,311	+37%
Olde Naples	19	-69%	127	+84%	5.5	-49%	\$4,199,533	+5%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	27	-73%	201	+109%	5.5	-44%	\$2,589,852	+29%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	6	-71%	41	+28%	4.0	-50%	\$4,263,355	+18%
Pelican Bay	10	-70%	90	+84%	4.8	-54%	\$3,719,339	+34%
Pelican Landing	2	-94%	91	+117%	4.8	-38%	\$865,989	+18%
Pelican Marsh	5	-84%	94	+65%	4.1	-50%	\$1,403,609	+36%
Pine Ridge	9	-75%	59	+79%	5.3	-60%	\$2,568,866	+19%
Port Royal	9	-80%	74	+174%	7.0	-52%	\$10,642,068	+4%
Quail Creek	4	-75%	35	+59%	4.0	-39%	\$1,522,329	+52%
Quail West	7	-85%	100	+89%	3.9	-68%	\$2,429,144	+28%
Royal Harbor	4	-89%	64	+129%	4.2	-65%	\$2,848,198	+23%
The Colony At Pelican Landing	0	-100%	24	+243%	5.7	-56%	\$1,610,833	+15%
Tiburon	3	-63%	21	+75%	2.7	-37%	\$2,006,155	+20%
Vanderbilt Beach	8	-74%	57	+73%	4.0	-66%	\$2,221,307	+17%
Vineyards	4	-91%	99	+74%	2.9	-62%	\$775,907	+13%

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### Neighborhood Snapshot Report Condominiums

Monthly Snapshot as of June 30, 2021	ACTIVE LISTINGS	% CHANGE	CLOSED PAST 12 MONTHS	% CHANGE	MONTHS OF SUPPLY	% CHANGE	AVERAGE CLOSED PRICE	% CHANGE
Bonita Bay	17	-79%	192	+68%	5.2	-37%	\$916,283	+17%
Grey Oaks	0	-100%	18	+125%	2.8	-10%	\$1,071,994	+29%
Isles of Collier Preserve	2	-89%	58	+66%	3.0	-61%	\$550,608	+7%
Kensington	0	-100%	39	+333%	7.9	-17%	\$463,377	-3%
Lely Resort	12	-89%	289	+67%	4.5	-40%	\$322,631	+4%
Mediterra	2	-92%	34	+162%	5.7	-59%	\$597,588	+5%
Olde Naples	30	-68%	201	+73%	6.6	-33%	\$1,113,212	+24%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	13	-78%	156	+129%	5.3	-45%	\$543,531	+32%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	30	-87%	529	+98%	6.2	-31%	\$1,538,719	+11%
Pelican Bay	27	-86%	497	+105%	5.2	-45%	\$1,339,630	+11%
Pelican Landing	2	-95%	115	+58%	3.1	-46%	\$363,599	+5%
Pelican Marsh	2	-96%	138	+75%	3.5	-51%	\$441,519	+19%
The Dunes of Naples	5	-85%	71	+80%	5.8	-35%	\$1,210,075	+14%
Tiburon	1	-96%	61	+69%	5.1	22%	\$768,357	+1%
Vanderbilt Beach	12	-87%	184	+109%	6.3	-44%	\$1,090,335	+12%
Vineyards	3	-95%	173	+46%	3.8	-42%	\$404,391	+17%

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### Neighborhood Guide

<b>LOCATIONS:</b> City of Naples North Naples (North of Pine Ridge Rd.) South Naples (South of Pine Ridge Rd.) Marco Area	<b>HOME STYLE:</b>   Single Family Home   Condominium	<b>PRICE RANGE:</b>   Dominant price less than \$500,000   Dominant price \$500,000 - \$1,000,000   Dominant price over \$1,000,000
<b>GOLF COURSES</b>    18 holes     27 holes     36 holes     54 holes     90 holes		
<b>BOATING</b>   Many properties are boating oriented (have a dock or there is a community dock/marina)		
<b>GATED</b>   May or may not be manned by a security guard		












































































COMMUNITY	HOME STYLE	GOLF COURSE	BOATING COMMUNITY	CLUB HOUSE	TENNIS	GATED	PRICE RANGE
<b>AQUALANE SHORES</b> City of Naples							
<b>BONITA BAY</b> Bonita Springs	 						
<b>COLLIER'S RESERVE</b> North Naples							
<b>GREY OAKS</b> South Naples & City of Naples	 						
<b>ISLE OF COLLIER PRESERVE</b> South Naples	 						
<b>KENSINGTON</b> South Naples	 						
<b>LELY RESORT</b> South Naples	 						
<b>MEDITERRA</b> North Naples	 						
<b>MONTEREY</b> North Naples							
<b>MOORINGS &amp; COQUINA SANDS</b> City of Naples	 						
<b>NAPLES PARK</b> North Naples							
<b>NAPLES RESERVE</b> South Naples	 						

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### Neighborhood Guide

COMMUNITY	HOME STYLE	GOLF COURSE	BOATING COMMUNITY	CLUB HOUSE	TENNIS	GATED	PRICE RANGE
<b>OLD NAPLES</b> City of Naples							
<b>PARK SHORE</b> City of Naples							
<b>PELICAN BAY</b> North Naples							
<b>PELICAN LANDING</b> Bonita Springs							
<b>PELICAN MARSH</b> North Naples							
<b>PINE RIDGE</b> North Naples							
<b>PORT ROYAL</b> City of Naples							
<b>QUAIL CREEK</b> North Naples							
<b>QUAIL WEST</b> North Naples							
<b>ROYAL HARBOR</b> City of Naples							
<b>THE COLONY AT PELICAN LANDING</b> Bonita Springs							
<b>THE DUNES OF NAPLES</b> North Naples							
<b>TIBURON GOLF CLUB</b> North Naples							
<b>VANDERBILT BEACH AREA</b> North Naples							
<b>VINEYARDS</b> North Naples							

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