

MONTHLY MARKET REPORT - JUNE 2022



A LOCAL LEGACY  
OF ACHIEVEMENT

\$5.8B+

IN WRITTEN  
SALES VOLUME

21

LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

650+

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



NAPLES, FL

# MONTHLY MARKET REPORT

## JUNE 2022

Southwest Florida	2
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# SOUTHWEST FLORIDA

## MARKET REPORT - JUNE 2022



Data Represented on 12-Month Rolling Basis.

	2016	2017	2018	2019	2020	2021	2022
Listed	41,902	42,361	42,176	43,598	38,472	39,361	36,865
Sold	24,723	24,983	25,279	25,940	26,346	41,956	33,397
Avg. Sale \$	\$412,336	\$425,710	\$448,259	\$444,777	\$455,177	\$592,323	\$723,540



NEW LISTINGS

36,865  
↓6.34%



CLOSED SALES

33,397  
↓20.40%



AVERAGE SALES PRICE

\$723,540  
↑22.15%



CURRENT INVENTORY

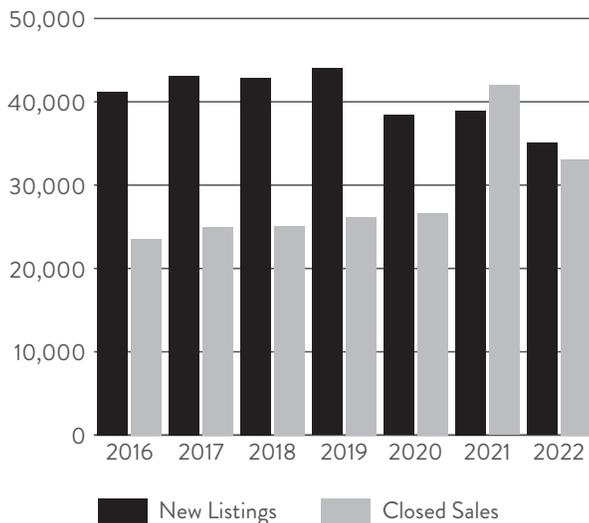
5,124  
↑105.78%



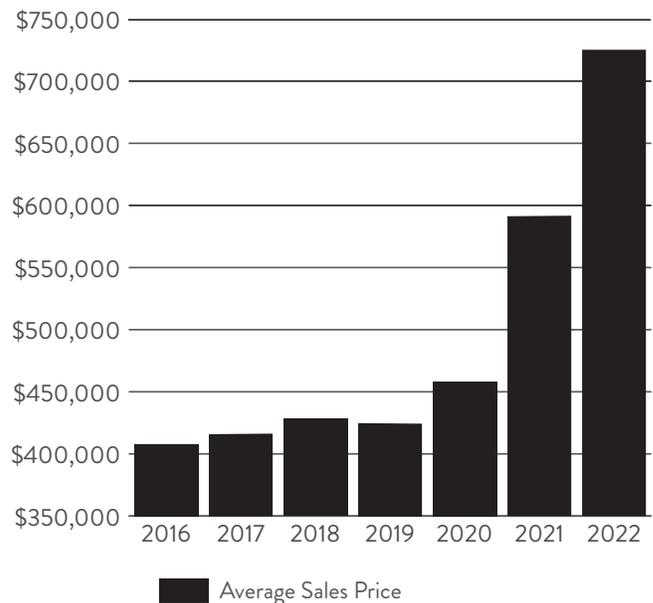
MONTHS OF SUPPLY

1.84  
↑158.52%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 33,397 properties sold, sales were down 20.4% from the preceding 12-month period when 41,956 properties were sold. New listings were down 6.34%, from 39,361 to 36,865. The average sales price was up 22.15%, from \$592,323 to \$723,540. As of June 30, 2022, inventory stood at 5,124 units while months of supply was 1.84 months.

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# NAPLES

## MARKET REPORT - JUNE 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	15,377	15,336	14,814	15,622	14,606	15,614	13,960
Sold	9,205	9,332	9,277	9,669	9,865	17,038	12,815
Avg. Sale \$	\$562,386	\$570,821	\$626,098	\$610,188	\$613,453	\$787,049	\$959,626



NEW LISTINGS

13,960  
↓10.59%



CLOSED SALES

12,815  
↓24.79%



AVERAGE SALES PRICE

\$959,626  
↑21.93%



CURRENT INVENTORY

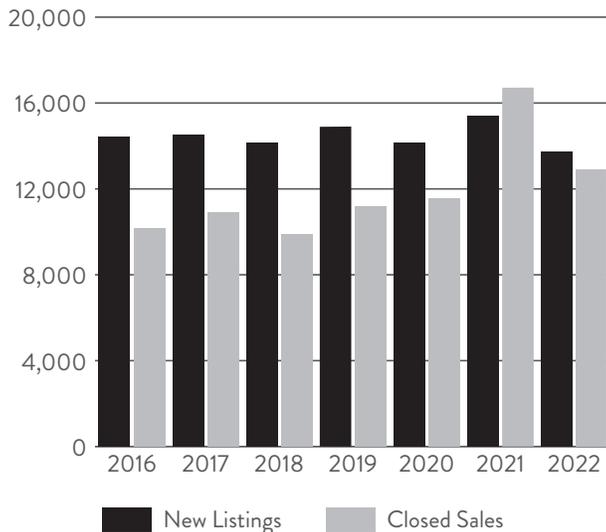
2,128  
↑114.52%



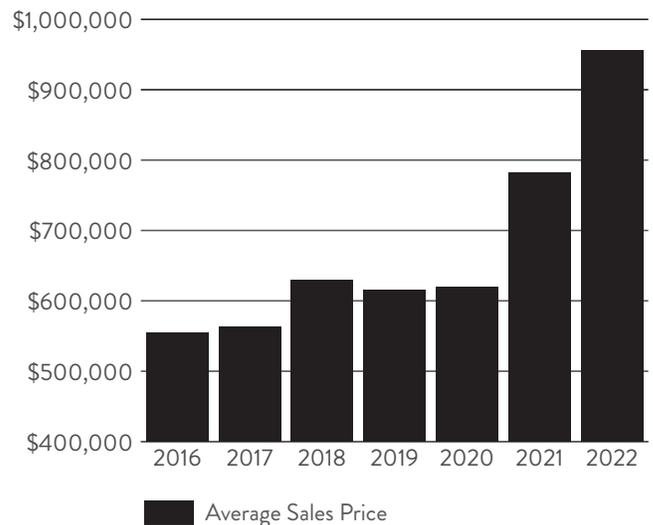
MONTHS OF SUPPLY

1.99  
↑185.21%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 12,815 properties sold, sales were down 24.79% from the preceding 12-month period when 17,038 properties were sold. New listings were down 10.59%, from 15,614 to 13,960. The average sales price was up 21.93%, from \$787,049 to \$959,626. As of June 30, 2022, inventory stood at 2,128 units while months of supply was 1.99 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	15	22	8.18	\$8,439,286
Audubon	2	32	0.75	\$2,013,898
Colliers Reserve	2	11	2.18	\$1,808,727
Crayton Road Area Non-Waterfront	49	112	5.25	\$3,815,985
Crayton Road Area Waterfront	17	18	11.33	\$8,771,944
Crossings	2	14	1.71	\$1,186,000
Grey Oaks	10	43	2.79	\$4,399,605
Kensington	2	23	1.04	\$1,201,848
Lely Resort	23	119	2.32	\$1,250,535
Mediterra	9	49	2.20	\$3,044,637
Monterey	6	20	3.60	\$1,099,005
Olde Cypress	5	30	2.00	\$1,420,650
Olde Naples	18	63	3.43	\$7,294,718
Pelican Bay	5	47	1.28	\$3,836,916
Pelican Bay - Bay Colony	1	5	2.40	\$5,936,400
Pelican Marsh	4	47	1.02	\$2,314,898
Pine Ridge	19	27	8.44	\$4,740,244
Port Royal	9	28	3.86	\$20,287,964
Quail Creek	8	29	3.31	\$2,169,931
Quail West	14	53	3.17	\$3,680,302
Royal Harbor	10	30	4.00	\$4,563,576
Tiburon	2	13	1.85	\$2,782,231
Vanderbilt Beach	9	31	3.48	\$3,862,191
Vineyards	12	65	2.22	\$1,023,258

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	20	135	1.78	\$655,668
Crayton Road Area Waterfront	39	299	1.57	\$2,380,872
The Dunes	3	38	0.95	\$1,651,126
Grey Oaks	1	15	0.80	\$1,549,000
Kensington	1	18	0.67	\$705,236
Lely Resort	13	229	0.68	\$485,718
Mediterra	4	29	1.66	\$1,131,793
Olde Naples	24	168	1.71	\$1,464,854
Pelican Bay	29	335	1.04	\$1,566,523
Pelican Bay - Bay Colony	1	22	0.55	\$4,540,273
Pelican Marsh	5	70	0.86	\$684,026
Pine Ridge	0	22	0.00	\$353,934
Tiburon	3	40	0.90	\$1,191,731
Vanderbilt Beach	19	151	1.51	\$1,398,558
Vineyards	14	130	1.29	\$558,996

# MARCO ISLAND

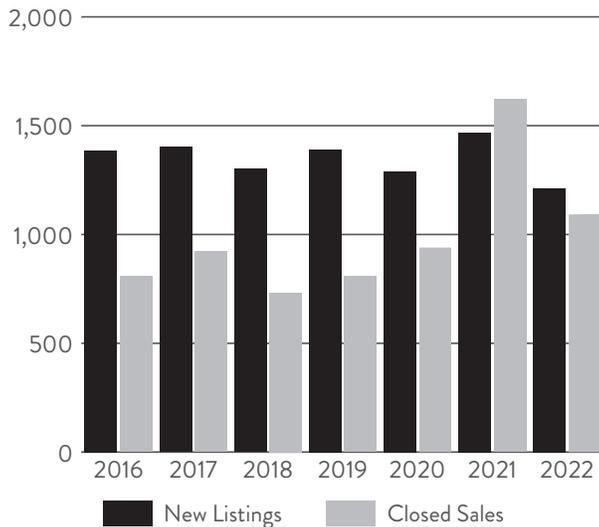
MARKET REPORT - JUNE 2022



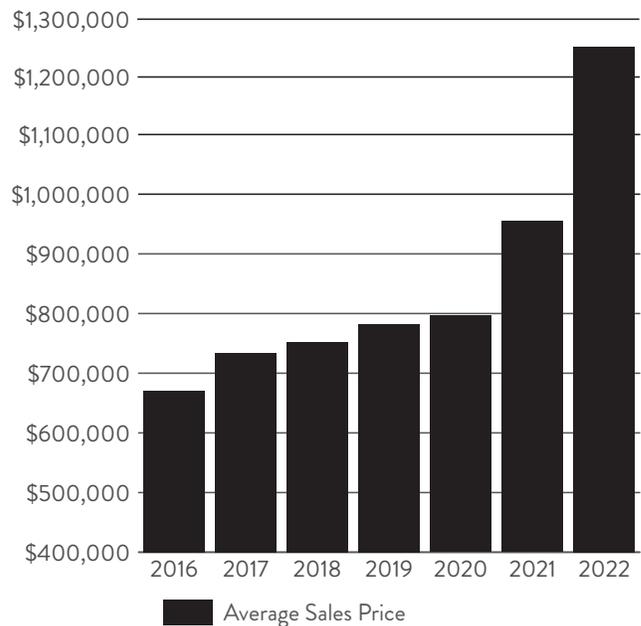
	2016	2017	2018	2019	2020	2021	2022
Listed	1,489	1,471	1,317	1,403	1,301	1,498	1,226
Sold	787	814	762	774	836	1,680	1,061
Avg. Sale \$	\$675,943	\$735,610	\$757,689	\$780,213	\$799,076	\$954,816	\$1,254,172

 NEW LISTINGS <b>1,226</b> ↓18.16%	 CLOSED SALES <b>1,061</b> ↓36.85%	 AVERAGE SALES PRICE <b>\$1,254,172</b> ↑31.35%	 CURRENT INVENTORY <b>261</b> ↑75.17%	 MONTHS OF SUPPLY <b>2.95</b> ↑177.36%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 1,061 properties sold, sales were down 36.85% from the preceding 12-month period when 1,680 properties were sold. New listings were down 18.16%, from 1,498 to 1,226. The average sales price was up 31.35%, from \$954,816 to \$1,254,172. As of June 30, 2022, inventory stood at 261 units while months of supply was 2.95 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	44	130	4.06	\$2,620,632
Golf Course	4	13	3.69	\$1,127,915
Gulf Front	0	2	—	\$10,787,500
Indirect Waterfront	51	184	3.33	\$1,761,538
Inland	26	126	2.48	\$989,043
Preserve	6	7	10.29	\$2,287,143

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	39	137	3.42	\$622,662
Golf Course	1	5	2.40	\$1,242,000
Gulf Front	51	225	2.72	\$1,184,876
Gulf View	10	28	4.29	\$1,178,715
Indirect Waterfront	5	39	1.59	\$690,385
Inland	22	156	1.69	\$413,900
Preserve	2	14	1.71	\$593,529

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	16	149	1.29	\$1,510,124
Isles Of Capri	13	28	5.57	\$1,428,679
Naples Reserve	8	82	1.17	\$1,102,530
Winding Cypress	2	39	0.62	\$822,900

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	27	132	2.45	\$598,169
Hammock Bay Golf and Country Club	10	52	2.31	\$710,775
Isles Of Capri	2	14	1.71	\$515,207

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# BONITA SPRINGS - ESTERO

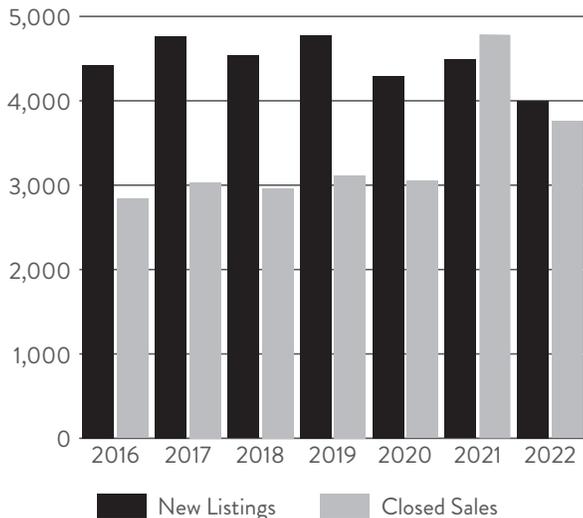
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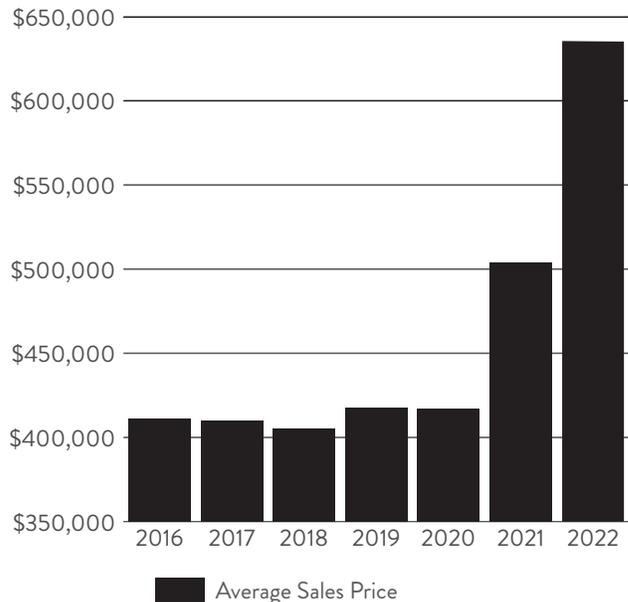
	2016	2017	2018	2019	2020	2021	2022
Listed	4,600	4,777	4,620	4,744	4,237	4,426	4,000
Sold	2,863	3,079	2,918	3,083	3,052	4,942	3,691
Avg. Sale \$	\$409,769	\$408,712	\$402,303	\$413,124	\$411,777	\$502,162	\$641,518

 NEW LISTINGS <b>4,000</b> ↓9.62%	 CLOSED SALES <b>3,691</b> ↓25.31%	 AVERAGE SALES PRICE <b>\$641,518</b> ↑27.75%	 CURRENT INVENTORY <b>454</b> ↑131.63%	 MONTHS OF SUPPLY <b>1.48</b> ↑210.14%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 3,691 properties sold, sales were down 25.31% from the preceding 12-month period when 4,942 properties were sold. New listings were down 9.62%, from 4,426 to 4,000. The average sales price was up 27.75%, from \$502,162 to \$641,518. As of June 30, 2022, inventory stood at 454 units while months of supply was 1.48 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	23	1.57	\$6,369,565
Bonita Bay	1	52	0.23	\$1,976,764
Brooks	8	73	1.32	\$1,270,910
Palmira Golf and Country Club	0	32	—	\$848,661
Pelican Landing	6	46	1.57	\$1,256,224
Pelican Landing - The Colony	0	9	—	\$2,058,889
Pelican Sound	0	12	—	\$913,542
West Bay Club	1	10	1.20	\$1,595,799

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	9	4.00	\$2,581,111
Bonita Bay	14	169	0.99	\$1,168,494
Brooks	11	116	1.14	\$448,681
Palmira Golf and Country Club	3	12	3.00	\$580,067
Pelican Landing	13	57	2.74	\$1,274,549
Pelican Landing - The Colony	5	67	0.90	\$511,049
Pelican Sound	3	26	1.38	\$535,254
West Bay Club	4	22	2.18	\$953,086

# FORT MYERS

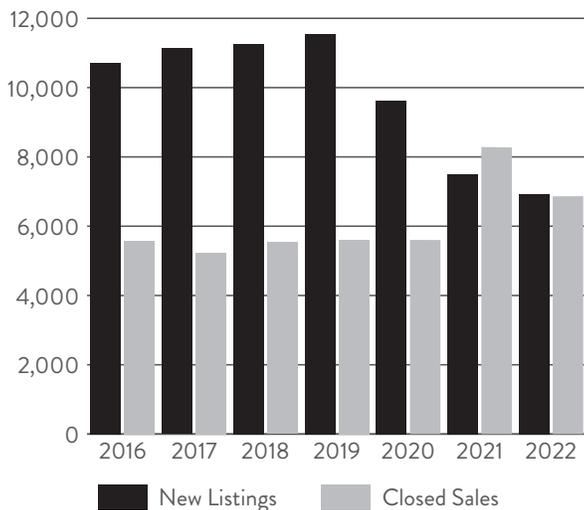
MARKET REPORT - JUNE 2022



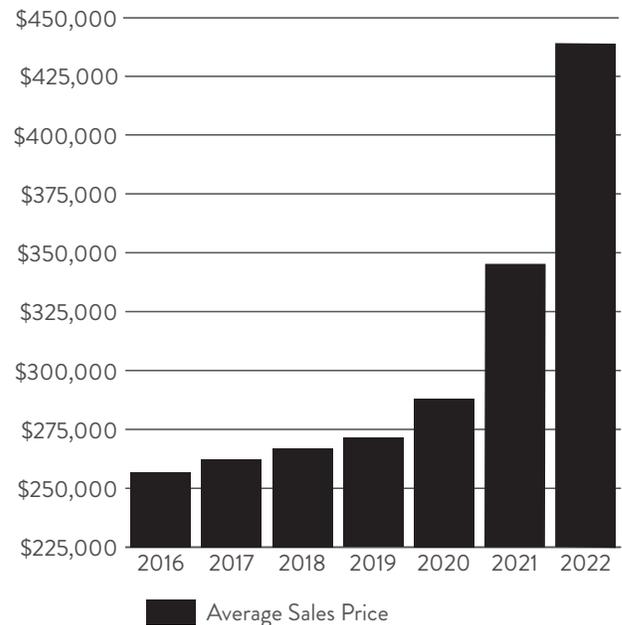
	2016	2017	2018	2019	2020	2021	2022
Listed	10,760	11,065	11,096	11,186	8,819	7,687	7,050
Sold	5,475	5,333	5,501	5,635	5,644	8,100	6,667
Avg. Sale \$	\$256,523	\$264,371	\$270,775	\$273,214	\$288,615	\$348,124	\$441,318

 <b>NEW LISTINGS</b> 7,050 ↓8.29%	 <b>CLOSED SALES</b> 6,667 ↓17.69%	 <b>AVERAGE SALES PRICE</b> \$441,318 ↑26.77%	 <b>CURRENT INVENTORY</b> 766 ↑95.41%	 <b>MONTHS OF SUPPLY</b> 1.38 ↑137.41%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 6,667 properties sold, sales were down 17.69% from the preceding 12-month period when 8,100 properties were sold. New listings were down 8.29%, from 7,687 to 7,050. The average sales price was up 26.77%, from \$348,124 to \$441,318. As of June 30, 2022, inventory stood at 766 units while months of supply was 1.38 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	8	25	3.84	\$798,872
Colonial Country Club	2	36	0.67	\$510,283
Crown Colony	3	16	2.25	\$783,469
Fiddlesticks Country Club	4	30	1.60	\$823,117
The Forest	2	15	1.60	\$578,993
Gulf Harbour Yacht And Country Club	11	37	3.57	\$1,293,984
Miromar Lakes Beach And Golf Club	9	48	2.25	\$2,631,988
Parker Lakes	0	20	—	\$452,081
Paseo	4	18	2.67	\$888,106
The Plantation	3	116	0.31	\$691,521
Shadow Wood Preserve	2	8	3.00	\$1,051,875
Town And River	6	28	2.57	\$1,060,586

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	2	94	0.26	\$292,060
Crown Colony	2	12	2.00	\$434,417
Downtown Fort Myers	48	228	2.53	\$406,206
Fiddlesticks Country Club	1	13	0.92	\$228,800
Gulf Harbour Yacht And Country Club	12	91	1.58	\$689,840
Miromar Lakes Beach And Golf Club	7	54	1.56	\$917,276
Parker Lakes	2	40	0.60	\$303,584
Paseo	12	165	0.87	\$348,734
The Plantation	5	25	2.40	\$476,660
Shadow Wood Preserve	0	2	—	\$382,500
Town And River	2	2	12.00	\$302,450

# FORT MYERS BEACH

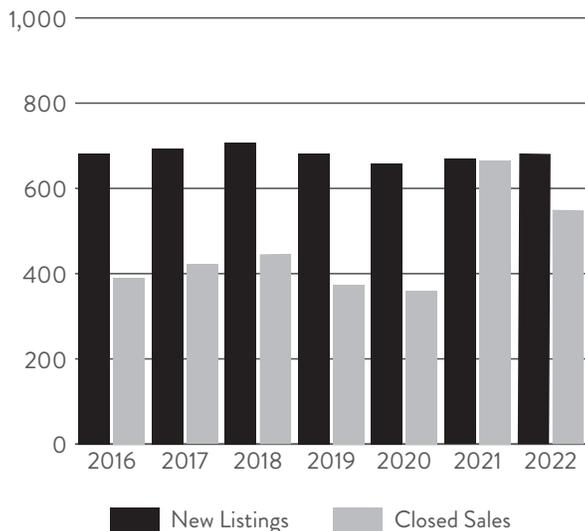
## MARKET REPORT - JUNE 2022



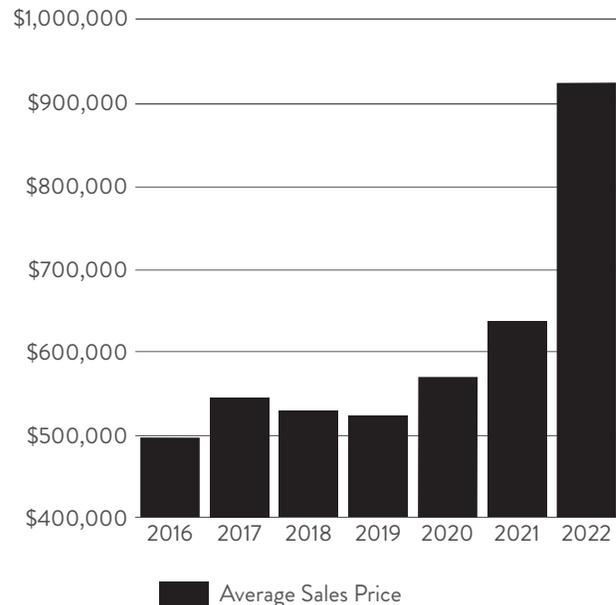
	2016	2017	2018	2019	2020	2021	2022
Listed	660	671	705	700	640	645	666
Sold	399	404	417	393	389	684	559
Avg. Sale \$	\$499,229	\$546,970	\$513,536	\$511,706	\$563,874	\$639,169	\$914,303



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 559 properties sold, sales were down 18.27% from the preceding 12-month period when 684 properties were sold. New listings were up 3.26%, from 645 to 666. The average sales price was up 43.05%, from \$639,169 to \$914,303. As of June 30, 2022, inventory stood at 120 units while months of supply was 2.58 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	7	12	7.00	\$1,111,042
Laguna Shores	4	15	3.20	\$1,829,767
Mcphie Park	3	12	3.00	\$1,624,667

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	1	12	1.00	\$646,983
Ocean Harbor Condo	0	10	—	\$662,090
Sandarac Condo	2	4	6.00	\$685,750
Waterside At Bay Beach	6	24	3.00	\$799,546

# SANIBEL-CAPTIVA

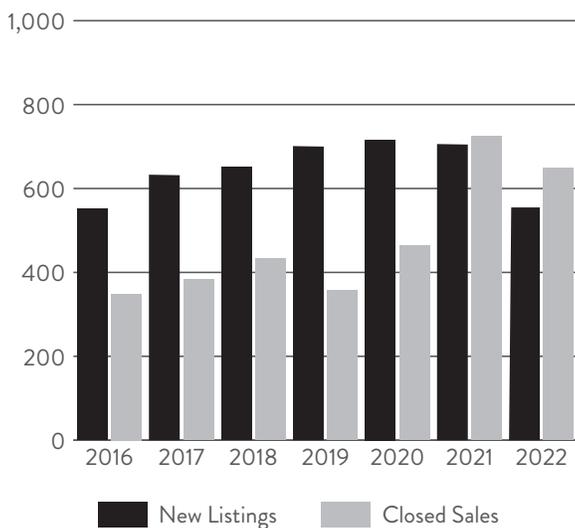
MARKET REPORT - JUNE 2022



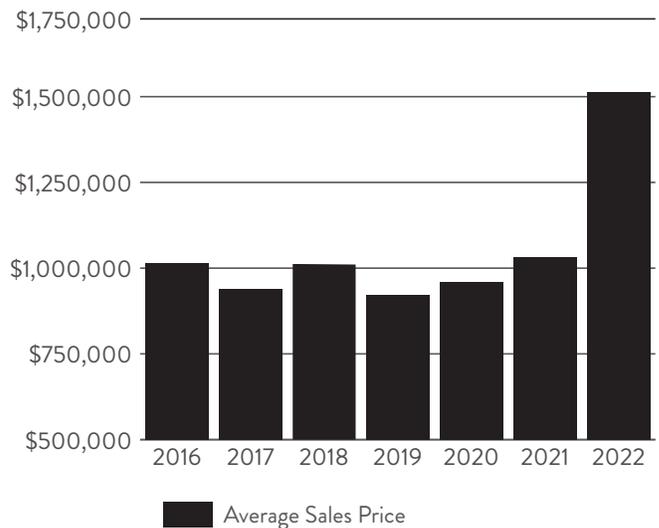
	2016	2017	2018	2019	2020	2021	2022
Listed	569	617	680	689	750	680	537
Sold	368	397	423	374	392	858	534
Avg. Sale \$	\$1,031,708	\$948,097	\$1,028,182	\$915,571	\$955,059	\$1,097,533	\$1,511,075

 NEW LISTINGS <b>537</b> ↓21.03%	 CLOSED SALES <b>534</b> ↓37.76%	 AVERAGE SALES PRICE <b>\$1,511,075</b> ↑37.68%	 CURRENT INVENTORY <b>85</b> ↓4.49%	 MONTHS OF SUPPLY <b>1.91</b> ↑53.45%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 534 properties sold, sales were down 37.76% from the preceding 12-month period when 858 properties were sold. New listings were down 21.03%, from 680 to 537. The average sales price was up 37.68%, from \$1,097,533 to \$1,511,075. As of June 30, 2022, inventory stood at 85 units while months of supply was 1.91 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	2	14	1.71	\$1,677,071
Captiva Island	23	74	3.73	\$2,590,676
Dunes At Sanibel Island	2	28	0.86	\$1,242,415
Other Sanibel Island Single-Family	29	195	1.78	\$1,617,247

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	4	47	1.02	\$1,277,479
Sundial Of Sanibel Condos	3	16	2.25	\$890,881
Other Sanibel Island Condos	22	166	1.59	\$1,033,819

# CAPE CORAL

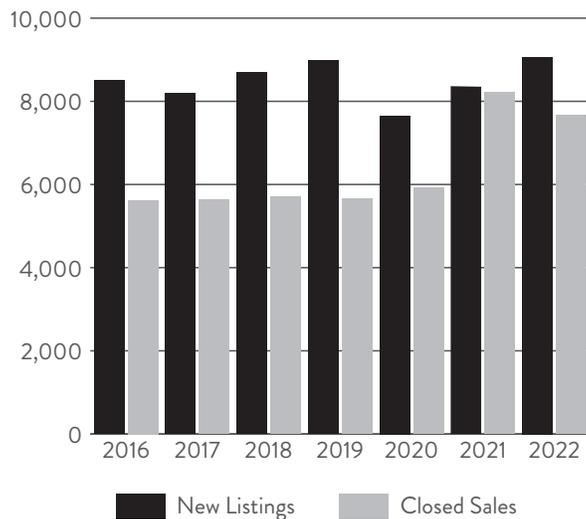
MARKET REPORT - JUNE 2022



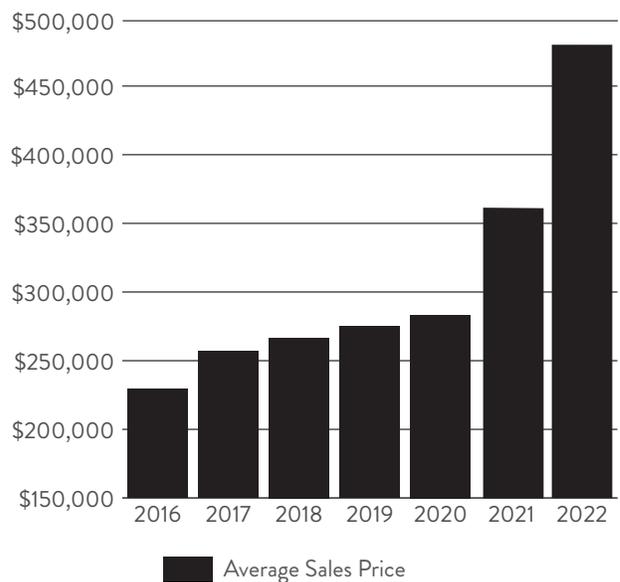
	2016	2017	2018	2019	2020	2021	2022
Listed	8,218	8,055	8,558	8,847	7,777	8,412	9,079
Sold	5,626	5,624	5,848	5,763	5,958	8,287	7,752
Avg. Sale \$	\$236,215	\$256,780	\$271,825	\$276,089	\$288,262	\$360,799	\$477,760

 NEW LISTINGS <b>9,079</b> ↑7.93%	 CLOSED SALES <b>7,752</b> ↓6.64%	 AVERAGE SALES PRICE <b>\$477,760</b> ↑32.42%	 CURRENT INVENTORY <b>1,253</b> ↑146.65%	 MONTHS OF SUPPLY <b>1.94</b> ↑163.68%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 7,752 properties sold, sales were down 6.46% from the preceding 12-month period when 8,287 properties were sold. New listings were up 7.93%, from 8,412 to 9,079. The average sales price was up 32.42%, from \$360,799 to \$477,760. As of June 30, 2022, inventory stood at 1,253 units while months of supply was 1.94 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	7	20	4.20	\$1,983,038
Cape Royal	12	25	5.76	\$783,072
Yacht Club	5	33	1.82	\$907,542

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	7	39	2.15	\$615,800
Tarpon Point Marina	3	34	1.06	\$862,265

# PINE ISLAND-MATLACHA

MARKET REPORT - JUNE 2022



	2016	2017	2018	2019	2020	2021	2022
Listed	229	369	386	407	342	399	347
Sold	121	221	224	249	210	367	318
Avg. Sale \$	\$308,037	\$317,162	\$334,005	\$344,855	\$359,454	\$455,979	\$641,699



NEW LISTINGS

347  
↓13.03%



CLOSED SALES

318  
↓13.35%



AVERAGE SALES PRICE

\$641,699  
↑40.73%



CURRENT INVENTORY

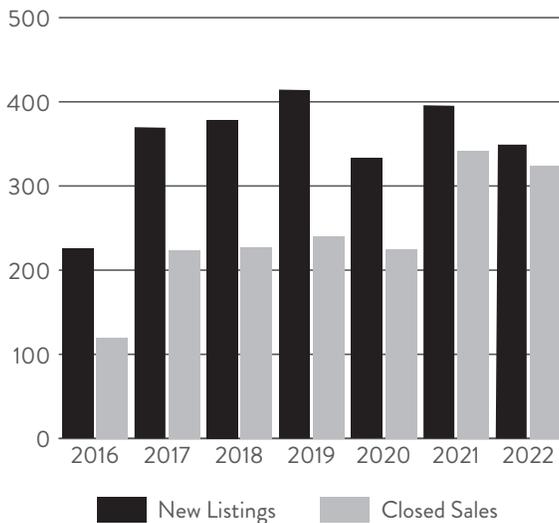
57



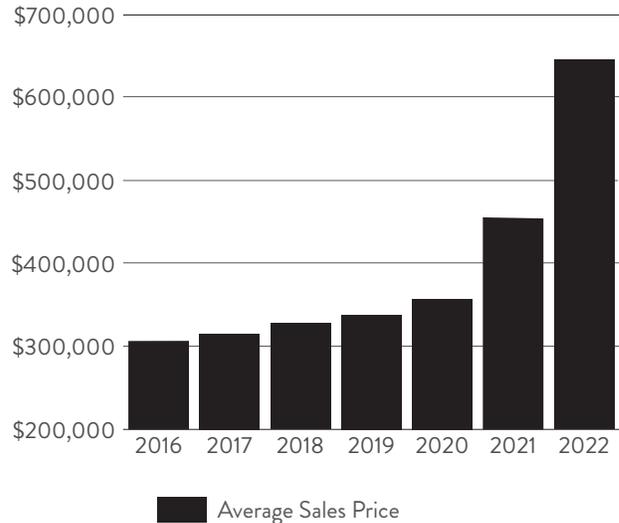
MONTHS OF SUPPLY

2.15

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 318 properties sold, sales were down 13.35% from the preceding 12-month period when 367 properties were sold. New listings were down 13.03%, from 399 to 347. The average sales price was up 40.73%, from \$455,979 to \$641,699. As of June 30, 2022, inventory stood at 57 units while months of supply was 2.15 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	22	56	4.71	\$578,566
Matlacha	7	21	4.00	\$949,257
St James City	27	73	4.44	\$825,336

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	0	9	—	\$328,100
Matlacha	0	0	—	—
St James City	0	4	3.00	\$337,475



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in SALES VOLUME  
in LISTINGS SOLD  
in TRANSACTIONS

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\*Source: MLS Statistics for Lee and Collier County from 1/1/21 to 12/31/21.