

Naples Area Market Report



August 2023

Inventory is selling quickly, and prices are stable in the Naples housing market. According to the August 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), closed sales of homes in Naples during August increased 17 percent compared to July closed sales, and 1.9 percent to 702 closed sales from 689 closed sales in August 2022. Brokers who reviewed the Market Report are confident sales during the second half of 2023 could outperform sales during the second half of 2022, unless we experience another major disaster like a hurricane. Another promising factor that supports this expectation is the steady rate of new listings, which increased 2.6 percent in August, and contributed to the 7.2 percent increase in inventory for the month.

The median closed price in August increased 5.2 percent to \$605,000 from \$575,000 in August 2022. According to the August report, activity in the condominium market fueled many of the increases reported. As such, there was a 7.7 percent increase in the median closed price in the condominium market compared to a 2.2 percent decrease in median closed price for the single-family home market; a 10.1 percent increase in new condominium listings compared to a 3 percent decrease in new single-family home listings; and a 25.5 percent increase in condominium inventory compared to a 3.7 percent decrease in single-family home inventory.

Typically, one of the slower months for activity, August's showings decreased 19 percent to 21,269 showings from 26,191 showings in August 2022, which might also explain the 9.4 percent decrease in pending sales in August to 811 from 895 in August 2022.

Quick Facts

+ 1.9%	+ 5.2%	+ 7.2%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 7.1%	- 22.0%	- 20.5%
Price Range With the Strongest Sales: \$1,500,001 to \$5,000,000	Bedroom Count With Strongest Sales: 3 Bedrooms	Property Type With Strongest Sales: Single Family

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This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures.

Current as of September 10, 2023. All data from Southwest Florida MLS. Report © 2023 ShowingTime.

Overall Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	8-2022	8-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		878	901	+ 2.6%	10,217	8,859	- 13.3%
Total Sales		689	702	+ 1.9%	7,740	6,473	- 16.4%
Days on Market Until Sale		31	54	+ 74.2%	21	53	+ 152.4%
Median Closed Price		\$575,000	\$605,000	+ 5.2%	\$575,000	\$605,000	+ 5.2%
Average Closed Price		\$963,448	\$959,533	- 0.4%	\$1,019,716	\$1,045,326	+ 2.5%
Percent of List Price Received		96.5%	96.3%	- 0.2%	99.8%	96.3%	- 3.5%
Pending Listings		895	811	- 9.4%	9,365	8,268	- 11.7%
Inventory of Homes for Sale		2,443	2,618	+ 7.2%	—	—	—
Months Supply of Inventory		2.5	3.5	+ 40.0%	—	—	—

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	8-2022	8-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		502	487	- 3.0%	5,367	4,569	- 14.9%
Total Sales		357	372	+ 4.2%	3,768	3,265	- 13.3%
Days on Market Until Sale		35	56	+ 60.0%	27	58	+ 114.8%
Median Closed Price		\$715,835	\$700,000	- 2.2%	\$739,950	\$739,000	- 0.1%
Average Closed Price		\$1,270,978	\$1,166,229	- 8.2%	\$1,318,176	\$1,295,833	- 1.7%
Percent of List Price Received		96.1%	96.3%	+ 0.2%	99.0%	96.0%	- 3.0%
Pending Listings		459	425	- 7.4%	4,573	4,199	- 8.2%
Inventory of Homes for Sale		1,533	1,476	- 3.7%	—	—	—
Months Supply of Inventory		3.2	3.9	+ 21.9%	—	—	—

Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



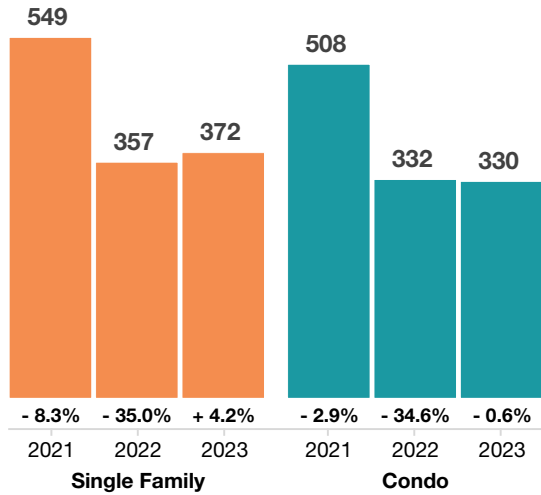
Key Metrics	Historical Sparkbars	8-2022	8-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		376	414	+ 10.1%	4,850	4,290	- 11.5%
Total Sales		332	330	- 0.6%	3,972	3,208	- 19.2%
Days on Market Until Sale		27	51	+ 88.9%	16	47	+ 193.8%
Median Closed Price		\$450,195	\$485,000	+ 7.7%	\$458,000	\$490,000	+ 7.0%
Average Closed Price		\$632,761	\$727,156	+ 14.9%	\$736,665	\$790,523	+ 7.3%
Percent of List Price Received		96.9%	96.3%	- 0.6%	100.5%	96.6%	- 3.9%
Pending Listings		436	386	- 11.5%	4,792	4,069	- 15.1%
Inventory of Homes for Sale		910	1,142	+ 25.5%	—	—	—
Months Supply of Inventory		1.8	3.1	+ 72.2%	—	—	—

Overall Closed Sales

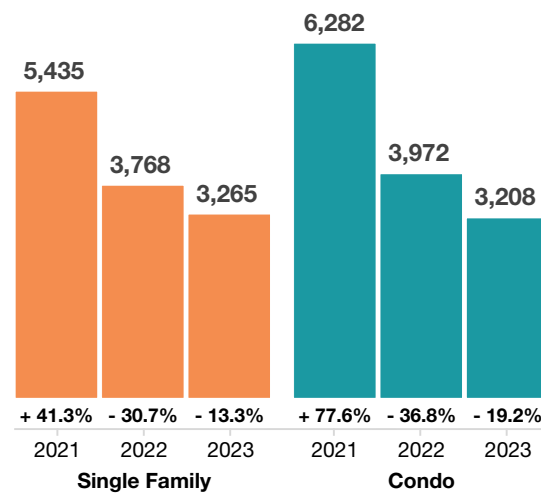
A count of the actual sales that closed in a given month.



August

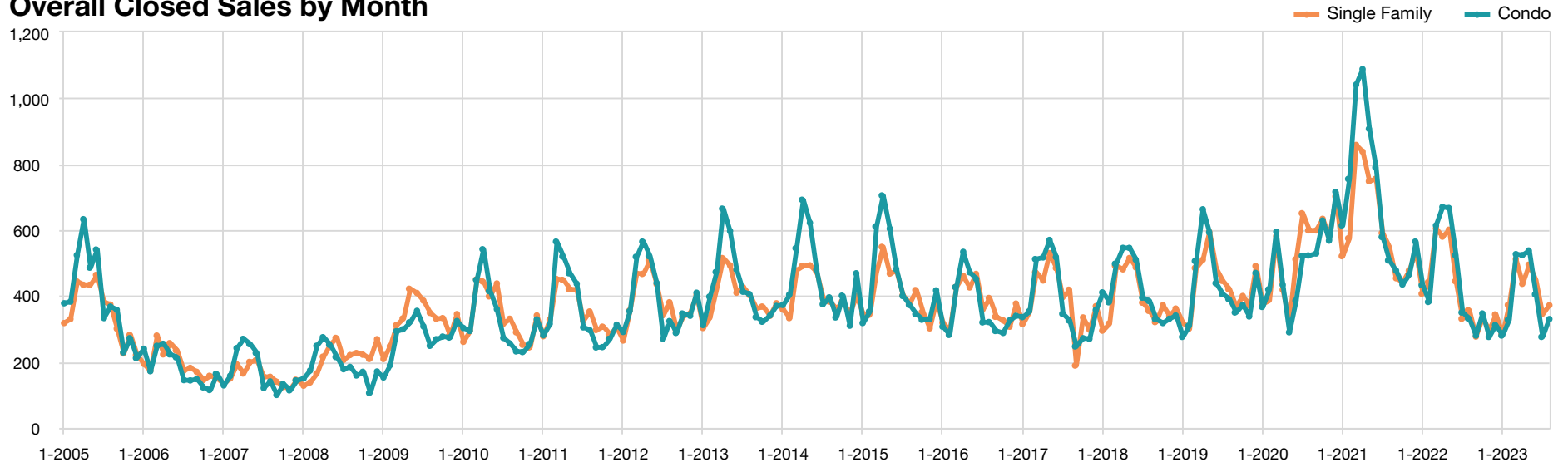


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	277	-39.0%	280	-41.3%
Oct-2022	334	-24.4%	347	-20.2%
Nov-2022	296	-37.9%	276	-40.6%
Dec-2022	344	-36.1%	312	-44.8%
Jan-2023	284	-30.2%	280	-35.3%
Feb-2023	373	-15.6%	328	-14.1%
Mar-2023	512	-15.4%	527	-14.2%
Apr-2023	437	-24.7%	524	-21.8%
May-2023	495	-17.6%	538	-19.3%
Jun-2023	448	+0.7%	405	-22.7%
Jul-2023	344	+3.9%	276	-21.1%
Aug-2023	372	+4.2%	330	-0.6%
12-Month Avg	376	-20.5%	369	-25.2%

Overall Closed Sales by Month

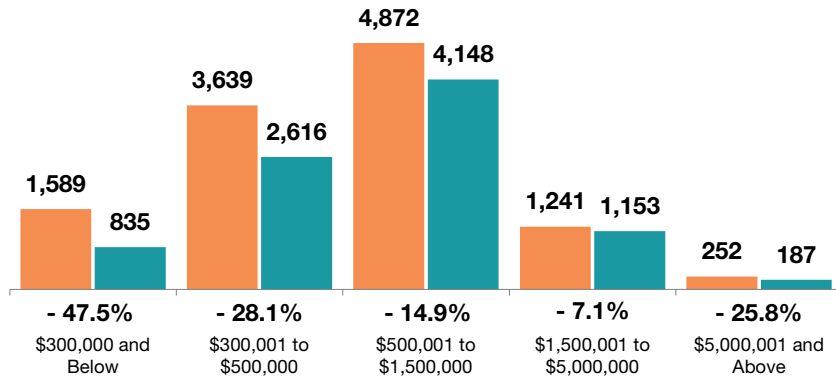


Overall Closed Sales by Price Range

A count of the actual sales that closed in a given month. Based on a rolling 12-month total.

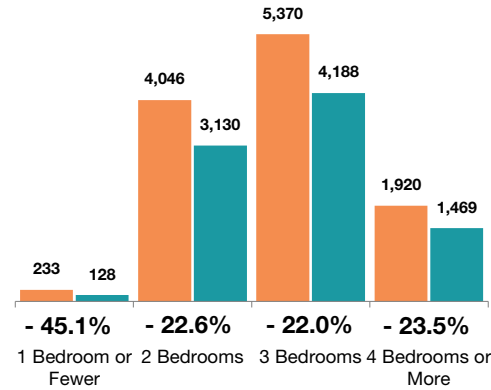
By Price Range

8-2022 8-2023



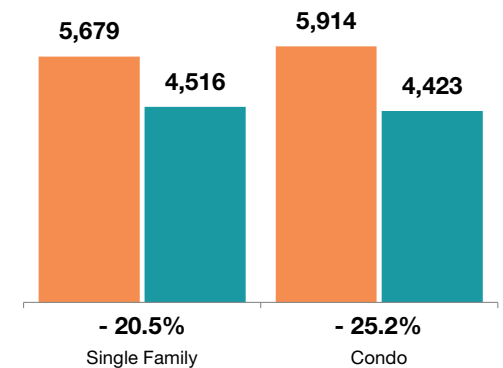
By Bedroom Count

8-2022 8-2023



By Property Type

8-2022 8-2023



All Properties

By Price Range	8-2022	8-2023	Change
\$300,000 and Below	1,589	835	- 47.5%
\$300,001 to \$500,000	3,639	2,616	- 28.1%
\$500,001 to \$1,500,000	4,872	4,148	- 14.9%
\$1,500,001 to \$5,000,000	1,241	1,153	- 7.1%
\$5,000,001 and Above	252	187	- 25.8%
All Price Ranges	11,593	8,939	- 22.9%

Single Family

	8-2022	8-2023	Change
1 Bedroom or Fewer	329	220	- 33.1%
2 Bedrooms	1,251	830	- 33.7%
3 Bedrooms	3,116	2,553	- 18.1%
4 Bedrooms or More	777	758	- 2.4%
All Single Family	5,679	4,516	- 20.5%

Condo

	8-2022	8-2023	Change
1 Bedroom or Fewer	1260	615	- 51.2%
2 Bedrooms	2388	1786	- 25.2%
3 Bedrooms	1756	1595	- 9.2%
4 Bedrooms or More	464	395	- 14.9%
All Condo	5,914	4,423	- 25.2%

By Bedroom Count

	8-2022	8-2023	Change
1 Bedroom or Fewer	233	128	- 45.1%
2 Bedrooms	4,046	3,130	- 22.6%
3 Bedrooms	5,370	4,188	- 22.0%
4 Bedrooms or More	1,920	1,469	- 23.5%
All Bedroom Counts	11,593	8,939	- 22.9%

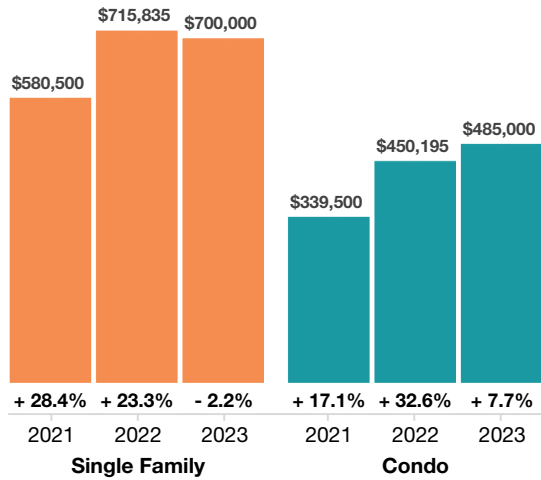
	8-2022	8-2023	Change
1 Bedroom or Fewer	35	26	- 25.7%
2 Bedrooms	605	539	- 10.9%
3 Bedrooms	3,234	2,568	- 20.6%
4 Bedrooms or More	1,803	1,376	- 23.7%
All Single Family	5,679	4,516	- 20.5%

Overall Median Closed Price

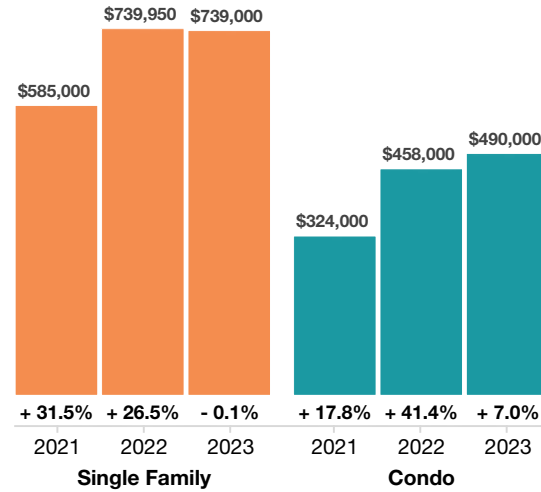
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



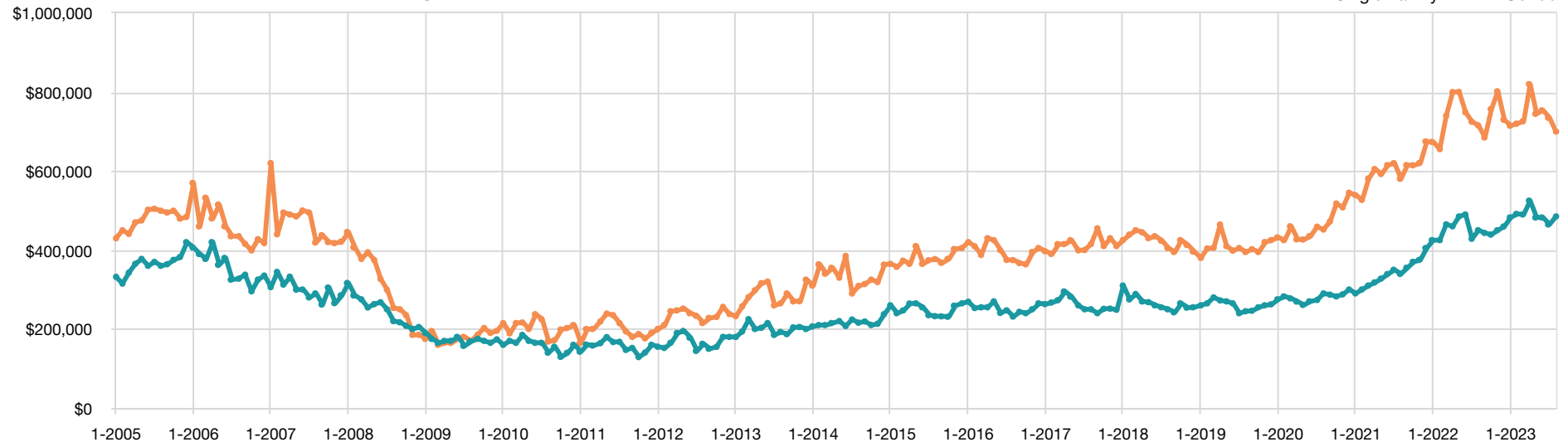
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	\$685,000	+ 11.4%	\$443,260	+ 24.9%
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$802,000	+ 29.4%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.1%	\$482,500	+ 13.5%
Feb-2023	\$720,000	+ 9.8%	\$491,500	+ 15.6%
Mar-2023	\$726,000	- 1.9%	\$490,000	+ 5.4%
Apr-2023	\$820,000	+ 2.5%	\$525,000	+ 14.1%
May-2023	\$745,000	- 6.9%	\$482,500	- 0.5%
Jun-2023	\$753,750	+ 0.6%	\$482,500	- 1.5%
Jul-2023	\$735,000	+ 1.4%	\$464,750	+ 8.5%
Aug-2023	\$700,000	- 2.2%	\$485,000	+ 7.7%
12-Month Avg*	\$740,000	+ 6.5%	\$475,000	+ 10.5%

* Median Closed Price for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

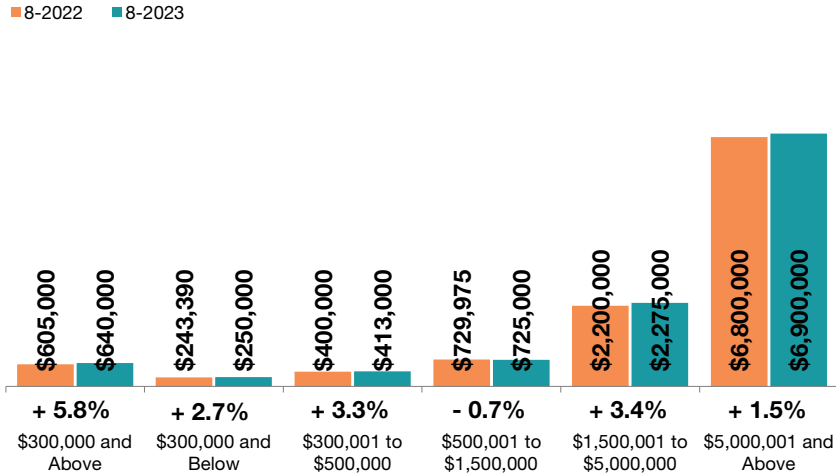
Overall Median Closed Price by Month



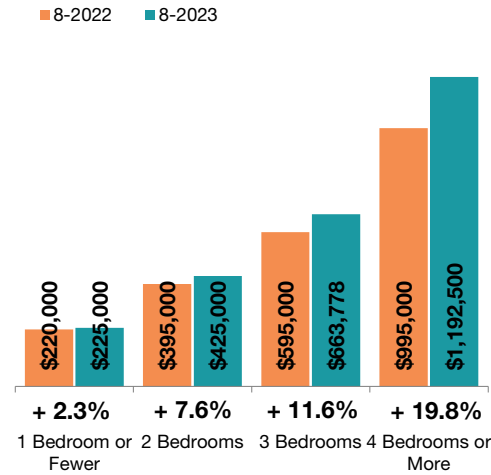
Overall Median Closed Price by Price Range

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

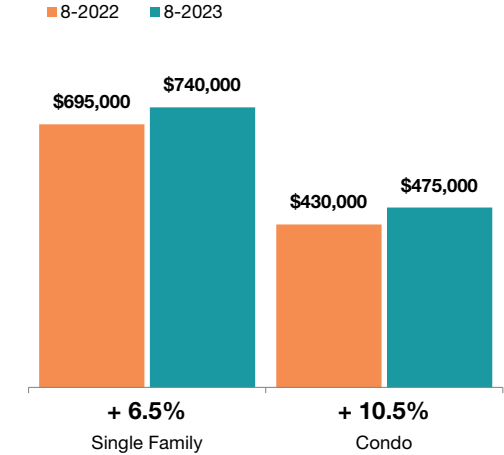
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2022	8-2023	Change
\$300,000 and Above	\$605,000	\$640,000	+ 5.8%
\$300,000 and Below	\$243,390	\$250,000	+ 2.7%
\$300,001 to \$500,000	\$400,000	\$413,000	+ 3.3%
\$500,001 to \$1,500,000	\$729,975	\$725,000	- 0.7%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,275,000	+ 3.4%
\$5,000,001 and Above	\$6,800,000	\$6,900,000	+ 1.5%
All Price Ranges	\$545,000	\$599,000	+ 9.9%

Single Family

	8-2022	8-2023	Change
\$300,000 and Above	\$725,000	\$760,000	+ 4.8%
\$300,000 and Below	\$200,000	\$189,500	- 5.3%
\$300,001 to \$500,000	\$421,000	\$440,000	+ 4.5%
\$500,001 to \$1,500,000	\$750,000	\$750,000	0.0%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,295,000	+ 4.3%
\$5,000,001 and Above	\$7,000,000	\$6,850,000	- 2.1%
All Single Family	\$695,000	\$740,000	+ 6.5%

Condo

	8-2022	8-2023	Change
\$300,000 and Above	\$493,500	\$523,635	+ 6.1%
\$300,000 and Below	\$250,000	\$262,500	+ 5.0%
\$300,001 to \$500,000	\$393,920	\$400,000	+ 1.5%
\$500,001 to \$1,500,000	\$682,535	\$680,000	- 0.4%
\$1,500,001 to \$5,000,000	\$2,192,500	\$2,250,000	+ 2.6%
\$5,000,001 and Above	\$6,025,000	\$7,050,000	+ 17.0%
All Condo	\$430,000	\$475,000	+ 10.5%

By Bedroom Count

	8-2022	8-2023	Change
1 Bedroom or Fewer	\$220,000	\$225,000	+ 2.3%
2 Bedrooms	\$395,000	\$425,000	+ 7.6%
3 Bedrooms	\$595,000	\$663,778	+ 11.6%
4 Bedrooms or More	\$995,000	\$1,192,500	+ 19.8%
All Bedroom Counts	\$545,000	\$599,000	+ 9.9%

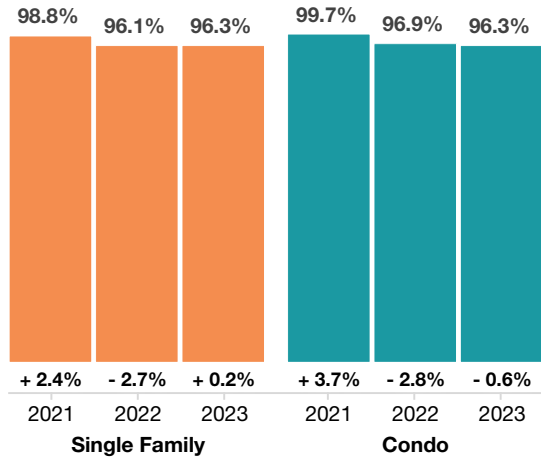
	8-2022	8-2023	Change
1 Bedroom or Fewer	\$114,000	\$155,000	+ 36.0%
2 Bedrooms	\$450,000	\$475,000	+ 5.6%
3 Bedrooms	\$632,000	\$700,000	+ 10.8%
4 Bedrooms or More	\$995,000	\$1,160,000	+ 16.6%
All Single Family	\$695,000	\$740,000	+ 6.5%

Overall Percent of Current List Price Received

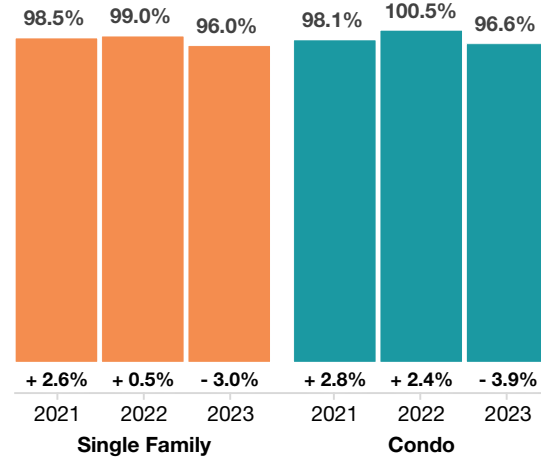


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August



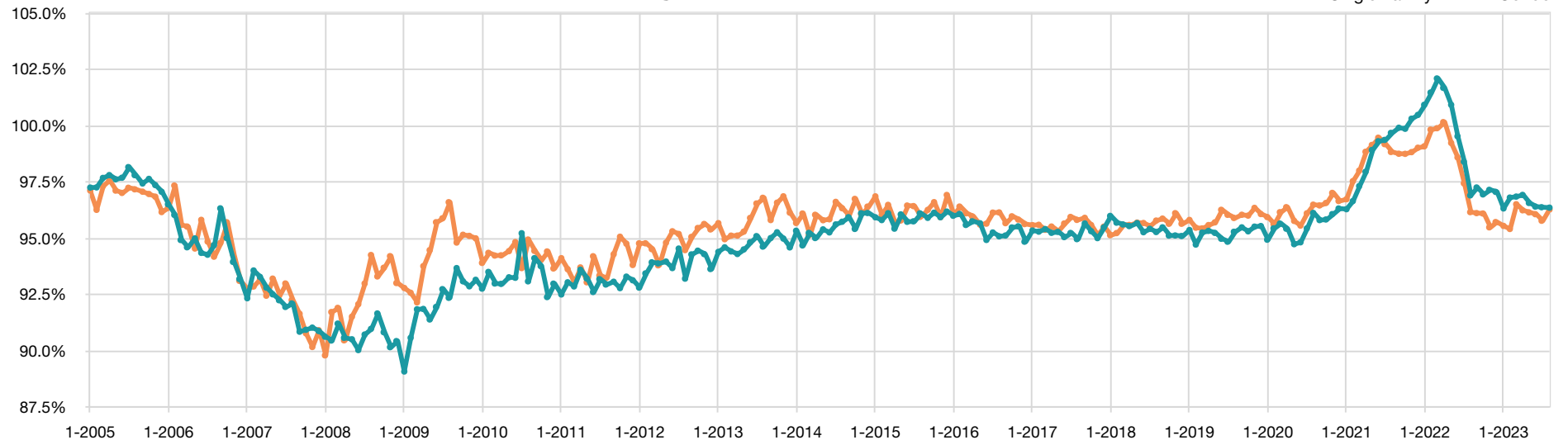
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	96.1%	-2.6%	97.2%	-2.7%
Oct-2022	96.1%	-2.6%	96.9%	-2.9%
Nov-2022	95.5%	-3.3%	97.1%	-3.2%
Dec-2022	95.7%	-3.3%	97.0%	-3.5%
Jan-2023	95.5%	-3.6%	96.3%	-4.6%
Feb-2023	95.4%	-4.4%	96.8%	-4.6%
Mar-2023	96.5%	-3.4%	96.8%	-5.2%
Apr-2023	96.2%	-3.9%	96.9%	-4.7%
May-2023	96.1%	-3.1%	96.5%	-4.4%
Jun-2023	96.0%	-2.6%	96.4%	-3.1%
Jul-2023	95.8%	-1.6%	96.4%	-2.0%
Aug-2023	96.3%	+0.2%	96.3%	-0.6%
12-Month Avg*	96.0%	-3.0%	96.7%	-3.7%

* Pct. of List Price Received for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

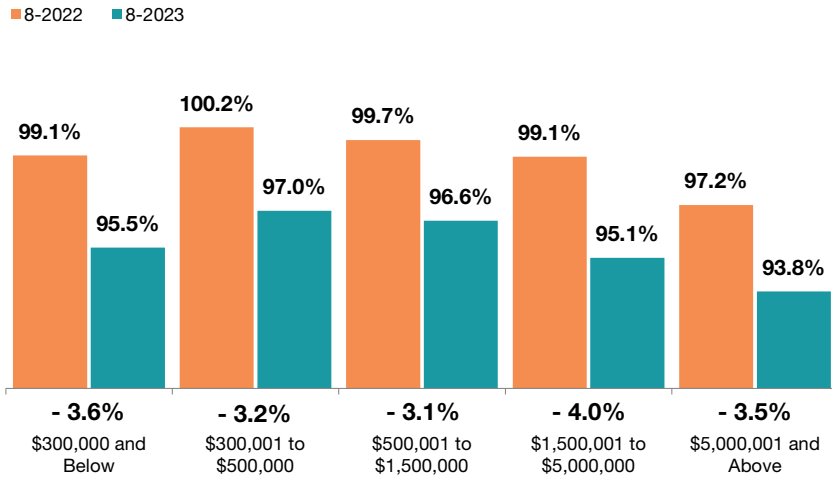


Overall Percent of Current List Price Received by Price Range

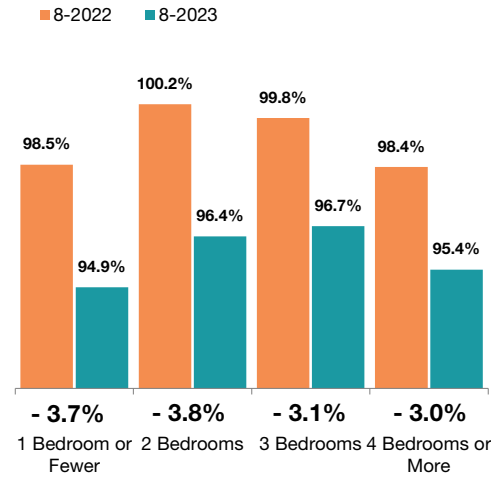


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

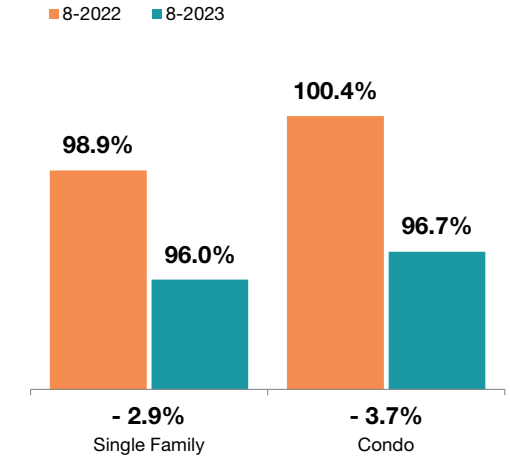
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2022	8-2023	Change
\$300,000 and Below	99.1%	95.5%	- 3.6%
\$300,001 to \$500,000	100.2%	97.0%	- 3.2%
\$500,001 to \$1,500,000	99.7%	96.6%	- 3.1%
\$1,500,001 to \$5,000,000	99.1%	95.1%	- 4.0%
\$5,000,001 and Above	97.2%	93.8%	- 3.5%
All Price Ranges	99.7%	96.3%	- 3.4%

Single Family

8-2022	8-2023	Change
96.9%	94.8%	- 2.2%
99.0%	97.1%	- 1.9%
99.3%	96.3%	- 3.0%
98.9%	94.4%	- 4.6%
96.8%	93.6%	- 3.3%
98.9%	96.0%	- 2.9%

Condo

8-2022	8-2023	Change
99.7%	95.8%	- 3.9%
100.9%	96.9%	- 4.0%
100.5%	97.0%	- 3.5%
99.4%	96.4%	- 3.0%
99.0%	94.5%	- 4.5%
100.4%	96.7%	- 3.7%

By Bedroom Count

By Bedroom Count	8-2022	8-2023	Change
1 Bedroom or Fewer	98.5%	94.9%	- 3.7%
2 Bedrooms	100.2%	96.4%	- 3.8%
3 Bedrooms	99.8%	96.7%	- 3.1%
4 Bedrooms or More	98.4%	95.4%	- 3.0%
All Bedroom Counts	99.7%	96.3%	- 3.4%

8-2022	8-2023	Change
96.0%	93.0%	- 3.1%
98.7%	95.3%	- 3.4%
99.3%	96.5%	- 2.8%
98.3%	95.3%	- 3.1%
98.9%	96.0%	- 2.9%

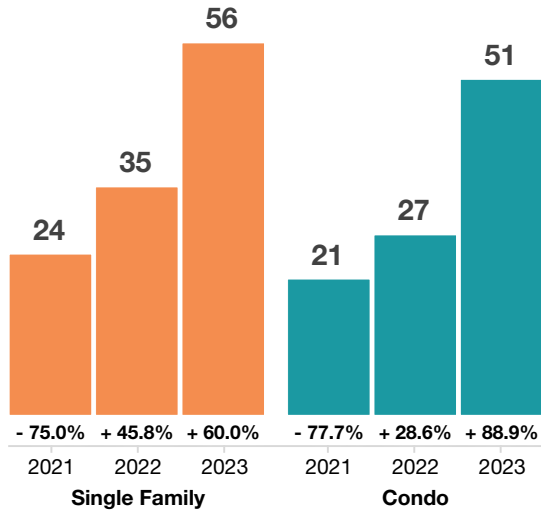
8-2022	8-2023	Change
98.9%	95.4%	- 3.5%
100.5%	96.6%	- 3.9%
100.5%	96.9%	- 3.6%
99.3%	98.0%	- 1.3%
100.4%	96.7%	- 3.7%

Overall Days on Market Until Sale

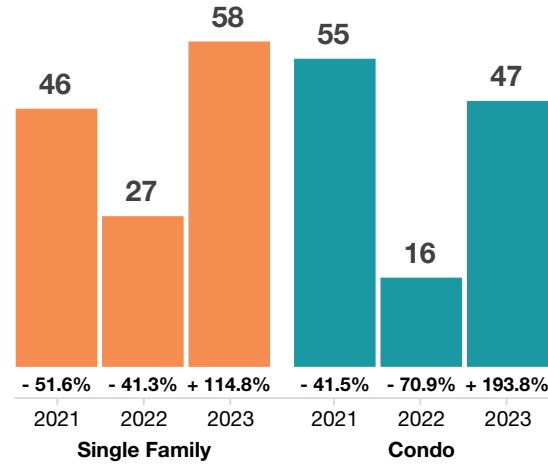
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



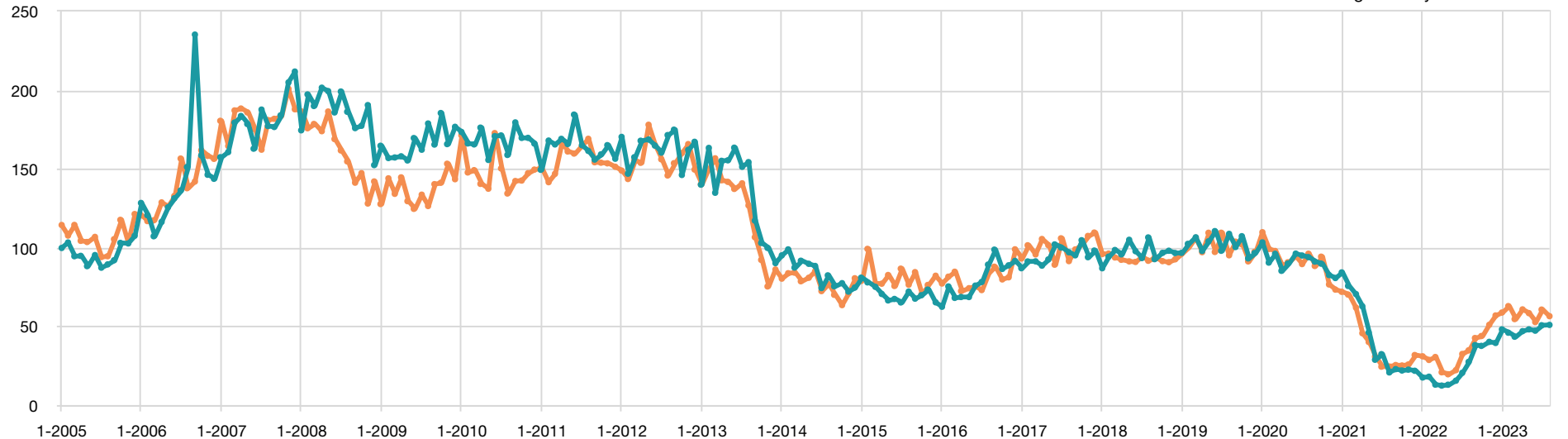
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	43	+ 72.0%	38	+ 65.2%
Oct-2022	44	+ 76.0%	38	+ 72.7%
Nov-2022	51	+ 96.2%	40	+ 73.9%
Dec-2022	57	+ 78.1%	39	+ 77.3%
Jan-2023	59	+ 90.3%	48	+ 166.7%
Feb-2023	63	+ 117.2%	46	+ 155.6%
Mar-2023	55	+ 77.4%	43	+ 230.8%
Apr-2023	61	+ 190.5%	47	+ 291.7%
May-2023	58	+ 190.0%	48	+ 269.2%
Jun-2023	53	+ 140.9%	47	+ 213.3%
Jul-2023	61	+ 90.6%	51	+ 155.0%
Aug-2023	56	+ 60.0%	51	+ 88.9%
12-Month Avg*	55	+ 106.1%	45	+ 148.6%

* Days on Market for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



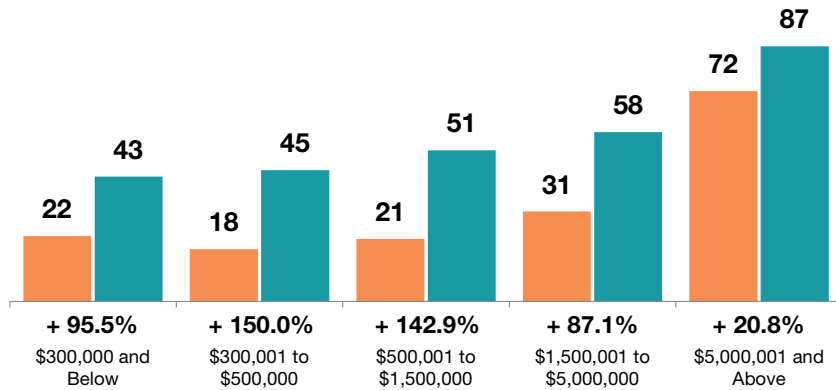
Overall Days on Market Until Sale by Price Range



Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

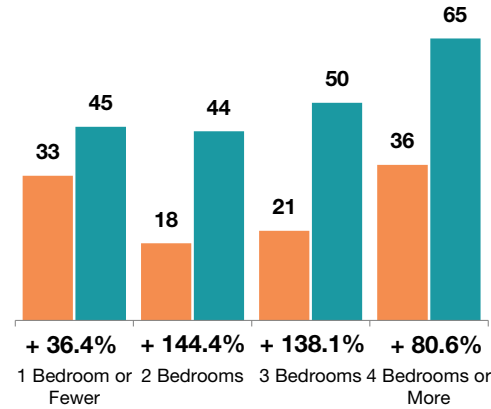
By Price Range

8-2022 8-2023



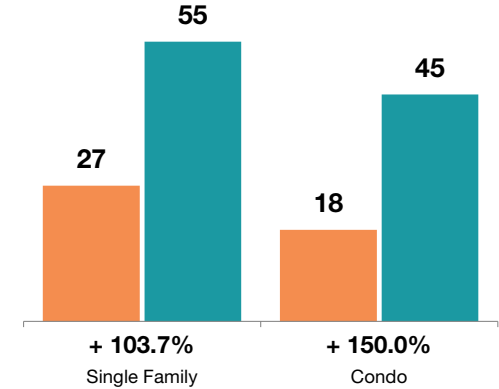
By Bedroom Count

8-2022 8-2023



By Property Type

8-2022 8-2023



All Properties

By Price Range	8-2022	8-2023	Change
\$300,000 and Below	22	43	+ 95.5%
\$300,001 to \$500,000	18	45	+ 150.0%
\$500,001 to \$1,500,000	21	51	+ 142.9%
\$1,500,001 to \$5,000,000	31	58	+ 87.1%
\$5,000,001 and Above	72	87	+ 20.8%
All Price Ranges	22	50	+ 127.3%

Single Family

8-2022	8-2023	Change	8-2022	8-2023	Change
30	44	+ 46.7%	20	42	+ 110.0%
25	49	+ 96.0%	14	43	+ 207.1%
23	56	+ 143.5%	19	45	+ 136.8%
32	59	+ 84.4%	28	56	+ 100.0%
77	88	+ 14.3%	47	81	+ 72.3%
27	55	+ 103.7%	18	45	+ 150.0%

Condo

By Bedroom Count	8-2022	8-2023	Change
1 Bedroom or Fewer	33	45	+ 36.4%
2 Bedrooms	18	44	+ 144.4%
3 Bedrooms	21	50	+ 138.1%
4 Bedrooms or More	36	65	+ 80.6%
All Bedroom Counts	22	50	+ 127.3%

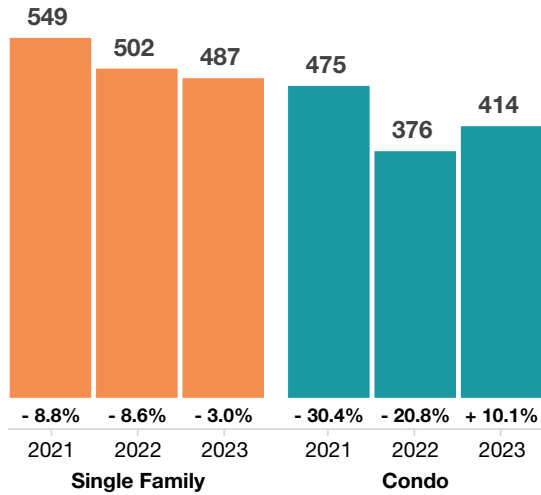
8-2022	8-2023	Change	8-2022	8-2023	Change
70	41	- 41.4%	27	46	+ 69.5%
23	44	+ 91.3%	17	44	+ 157.4%
22	53	+ 140.9%	18	46	+ 156.4%
36	65	+ 80.6%	38	59	+ 54.7%
27	55	+ 103.7%	18	45	+ 150.0%

Overall New Listings

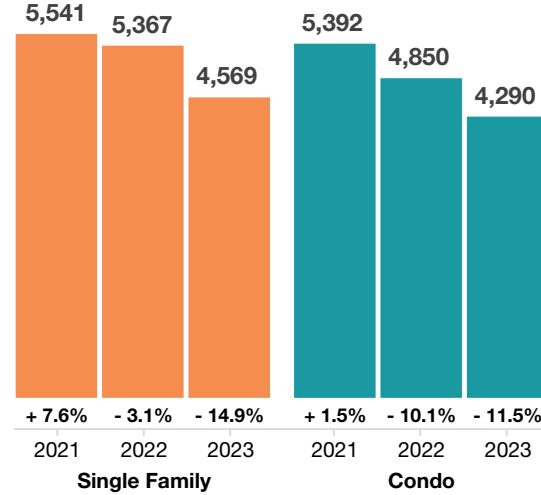
A count of the properties that have been newly listed on the market in a given month.



August

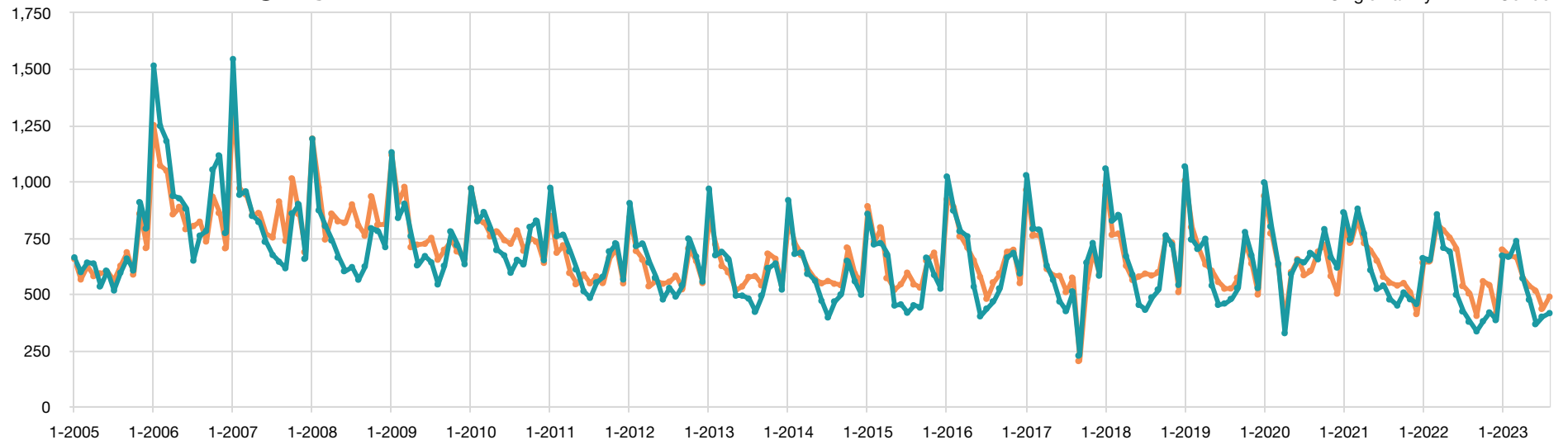


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	556	+ 1.5%	378	- 25.3%
Nov-2022	539	+ 6.3%	417	- 12.4%
Dec-2022	412	+ 0.5%	383	- 15.8%
Jan-2023	697	+ 9.1%	670	+ 1.7%
Feb-2023	668	+ 3.7%	665	+ 2.3%
Mar-2023	663	- 18.5%	735	- 13.9%
Apr-2023	572	- 26.9%	569	- 19.3%
May-2023	535	- 28.7%	474	- 31.1%
Jun-2023	514	- 26.7%	365	- 26.4%
Jul-2023	433	- 19.1%	398	- 5.7%
Aug-2023	487	- 3.0%	414	+ 10.1%
12-Month Avg	540	- 12.1%	483	- 13.9%

Overall New Listings by Month

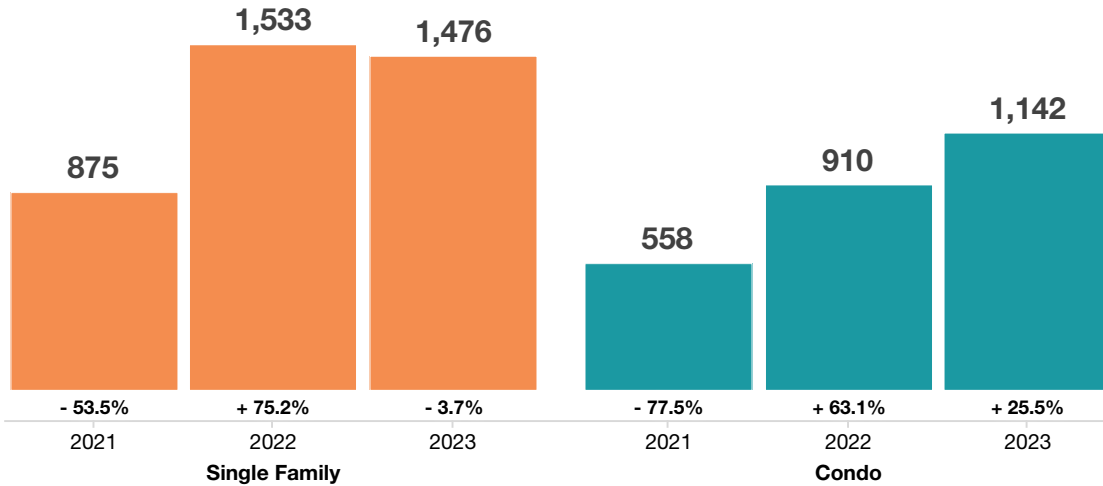


Overall Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

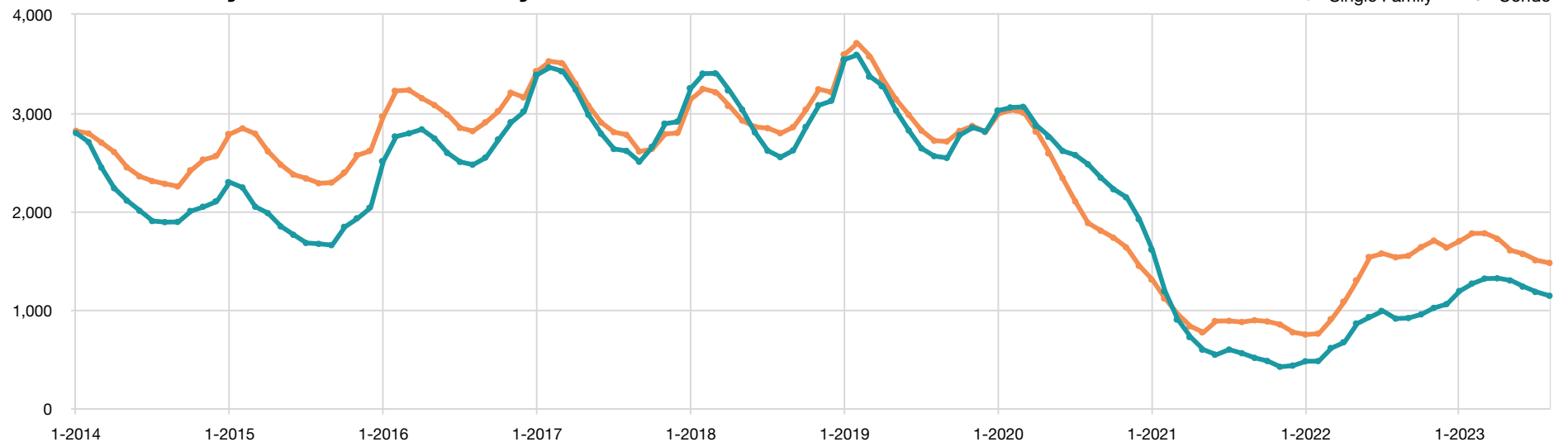


August



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	1,549	+ 73.5%	916	+ 79.3%
Oct-2022	1,637	+ 85.8%	953	+ 99.0%
Nov-2022	1,703	+ 100.4%	1,019	+ 142.6%
Dec-2022	1,632	+ 111.7%	1,057	+ 144.7%
Jan-2023	1,698	+ 127.0%	1,190	+ 150.0%
Feb-2023	1,776	+ 134.6%	1,266	+ 164.9%
Mar-2023	1,777	+ 96.6%	1,317	+ 115.5%
Apr-2023	1,721	+ 59.1%	1,320	+ 97.3%
May-2023	1,604	+ 23.5%	1,298	+ 50.9%
Jun-2023	1,567	+ 2.0%	1,235	+ 33.5%
Jul-2023	1,503	- 4.4%	1,181	+ 19.5%
Aug-2023	1,476	- 3.7%	1,142	+ 25.5%
12-Month Avg	1,637	+ 53.1%	1,158	+ 79.0%

Overall Inventory of Homes for Sale by Month



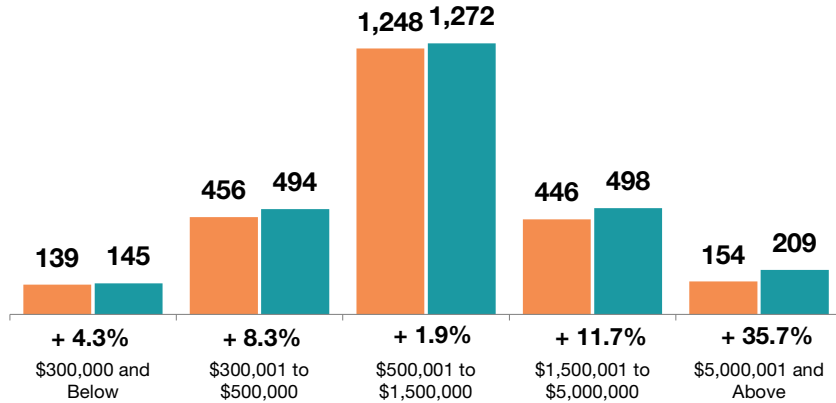
Overall Inventory of Homes for Sale by Price Range



The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

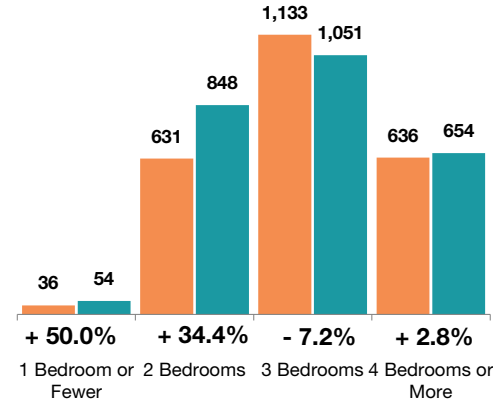
By Price Range

8-2022 8-2023



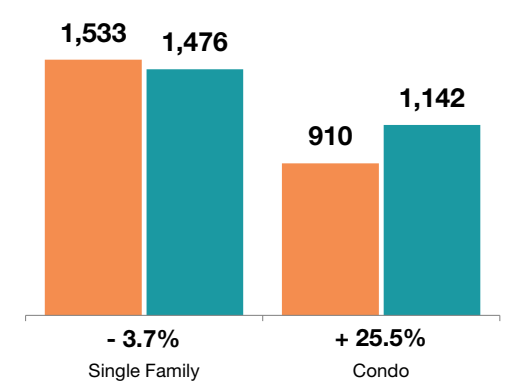
By Bedroom Count

8-2022 8-2023



By Property Type

8-2022 8-2023



All Properties

By Price Range	8-2022	8-2023	Change
\$300,000 and Below	139	145	+ 4.3%
\$300,001 to \$500,000	456	494	+ 8.3%
\$500,001 to \$1,500,000	1,248	1,272	+ 1.9%
\$1,500,001 to \$5,000,000	446	498	+ 11.7%
\$5,000,001 and Above	154	209	+ 35.7%
All Price Ranges	2,443	2,618	+ 7.2%

Single Family

	8-2022	8-2023	Change
1 Bedroom or Fewer	39	68	+ 74.4%
2 Bedrooms	143	93	- 35.0%
3 Bedrooms	895	790	- 11.7%
4 Bedrooms or More	313	335	+ 7.0%
All Single Family	1,533	1,476	- 3.7%

Condo

	8-2022	8-2023	Change
Condo	100	77	- 23.0%
Single Family	313	401	+ 28.1%
3 Bedrooms	353	482	+ 36.5%
4 Bedrooms or More	133	163	+ 22.6%
All Condo	910	1,142	+ 25.5%

By Bedroom Count

	8-2022	8-2023	Change
1 Bedroom or Fewer	36	54	+ 50.0%
2 Bedrooms	631	848	+ 34.4%
3 Bedrooms	1,133	1,051	- 7.2%
4 Bedrooms or More	636	654	+ 2.8%
All Bedroom Counts	2,443	2,618	+ 7.2%

	8-2022	8-2023	Change
1 Bedroom or Fewer	7	14	+ 100.0%
2 Bedrooms	118	175	+ 48.3%
3 Bedrooms	796	660	- 17.1%
4 Bedrooms or More	611	620	+ 1.5%
All Single Family	1,533	1,476	- 3.7%

	8-2022	8-2023	Change
Condo	29	40	+ 37.9%
Single Family	513	673	+ 31.2%
3 Bedrooms	337	391	+ 16.0%
4 Bedrooms or More	25	34	+ 36.0%
All Condo	910	1,142	+ 25.5%

Listing and Sales Summary Report

August 2023



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Aug-23	Aug-22	% Change	Aug-23	Aug-22	% Change	Aug-23	Aug-22	% Change	Aug-23	Aug-22	% Change
Overall Naples Market*	\$605,000	\$575,000	+5.2%	702	689	+1.9%	2,618	2,443	+7.2%	54	31	+74.2%
Collier County	\$625,000	\$592,900	+5.4%	769	753	+2.1%	3,019	2,730	+10.6%	55	33	+66.7%
Ave Maria	\$457,500	\$443,950	+3.1%	33	14	+135.7%	88	53	+66.0%	35	34	+2.9%
Central Naples	\$450,000	\$445,000	+1.1%	101	107	-5.6%	278	293	-5.1%	43	33	+30.3%
East Naples	\$590,000	\$530,000	+11.3%	167	155	+7.7%	627	715	-12.3%	58	36	+61.1%
Everglades City	--	\$237,500	--	0	2	-100.0%	8	3	+166.7%	--	37	--
Immokalee	\$329,000	\$190,467	+72.7%	7	2	+250.0%	18	12	+50.0%	15	125	-88.0%
Immokalee / Ave Maria	\$421,000	\$436,450	-3.5%	40	16	+150.0%	106	65	+63.1%	31	45	-31.1%
Naples	\$625,000	\$575,000	+8.7%	663	673	-1.5%	2,511	2,381	+5.5%	55	31	+77.4%
Naples Beach	\$1,144,000	\$1,150,000	-0.5%	94	99	-5.1%	680	509	+33.6%	78	34	+129.4%
North Naples	\$760,000	\$640,000	+18.8%	173	207	-16.4%	514	479	+7.3%	49	26	+88.5%
South Naples	\$480,000	\$440,000	+9.1%	127	105	+21.0%	413	382	+8.1%	53	29	+82.8%
34102	\$2,125,000	\$1,825,000	+16.4%	18	40	-55.0%	215	174	+23.6%	68	34	+100.0%
34103	\$1,100,000	\$900,000	+22.2%	31	27	+14.8%	207	149	+38.9%	89	36	+147.2%
34104	\$407,500	\$433,277	-5.9%	46	51	-9.8%	117	116	+0.9%	40	29	+37.9%
34105	\$484,500	\$525,000	-7.7%	44	33	+33.3%	107	96	+11.5%	54	38	+42.1%
34108	\$1,050,000	\$1,175,000	-10.6%	45	32	+40.6%	258	186	+38.7%	73	32	+128.1%
34109	\$798,000	\$560,000	+42.5%	43	50	-14.0%	124	103	+20.4%	39	26	+50.0%
34110	\$665,250	\$682,500	-2.5%	52	66	-21.2%	185	147	+25.9%	55	28	+96.4%
34112	\$402,250	\$320,000	+25.7%	72	59	+22.0%	239	203	+17.7%	50	30	+66.7%
34113	\$595,000	\$572,075	+4.0%	55	46	+19.6%	174	179	-2.8%	56	28	+100.0%
34114	\$650,000	\$475,000	+36.8%	71	54	+31.5%	251	218	+15.1%	57	32	+78.1%
34116	\$530,000	\$421,000	+25.9%	11	23	-52.2%	54	81	-33.3%	13	35	-62.9%
34117	\$522,000	\$530,000	-1.5%	29	25	+16.0%	75	132	-43.2%	62	38	+63.2%
34119	\$795,000	\$667,777	+19.1%	78	91	-14.3%	205	229	-10.5%	50	24	+108.3%
34120	\$575,000	\$552,500	+4.1%	67	76	-11.8%	300	365	-17.8%	59	38	+55.3%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$421,000	\$436,450	-3.5%	40	16	+150.0%	106	65	+63.1%	31	45	-31.1%

* Overall Naples Market is defined as Collier County, excluding Marco Island.

Local Market Update – August 2023

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Naples Beach

34102, 34103, 34108

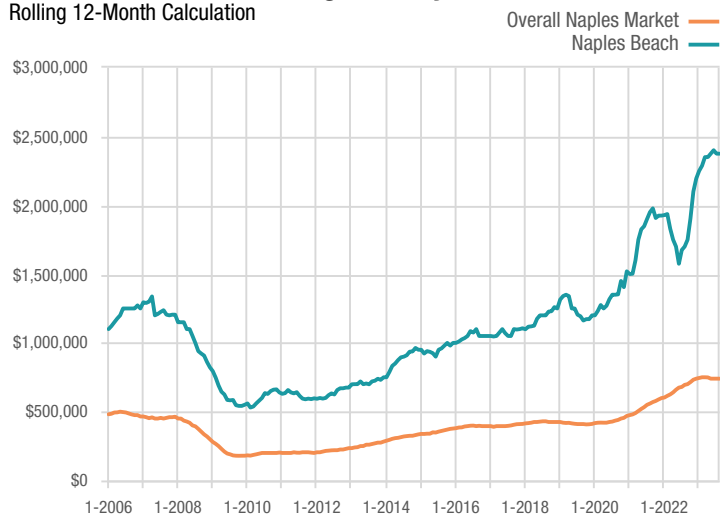
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	50	62	+ 24.0%	772	696	- 9.8%
Total Sales	46	34	- 26.1%	477	374	- 21.6%
Days on Market Until Sale	41	98	+ 139.0%	41	81	+ 97.6%
Median Closed Price*	\$2,300,000	\$1,950,000	- 15.2%	\$1,999,999	\$2,465,267	+ 23.3%
Average Closed Price*	\$3,914,191	\$2,666,947	- 31.9%	\$3,928,089	\$3,841,574	- 2.2%
Percent of List Price Received*	95.7%	92.7%	- 3.1%	98.6%	92.7%	- 6.0%
Inventory of Homes for Sale	286	339	+ 18.5%	—	—	—
Months Supply of Inventory	4.6	7.8	+ 69.6%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	68	74	+ 8.8%	1,030	1,050	+ 1.9%
Total Sales	53	60	+ 13.2%	870	699	- 19.7%
Days on Market Until Sale	28	66	+ 135.7%	21	55	+ 161.9%
Median Closed Price*	\$1,100,000	\$975,000	- 11.4%	\$1,015,250	\$1,200,000	+ 18.2%
Average Closed Price*	\$1,343,620	\$1,675,357	+ 24.7%	\$1,554,243	\$1,658,524	+ 6.7%
Percent of List Price Received*	95.1%	94.9%	- 0.2%	99.8%	95.3%	- 4.5%
Inventory of Homes for Sale	223	341	+ 52.9%	—	—	—
Months Supply of Inventory	2.1	4.6	+ 119.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

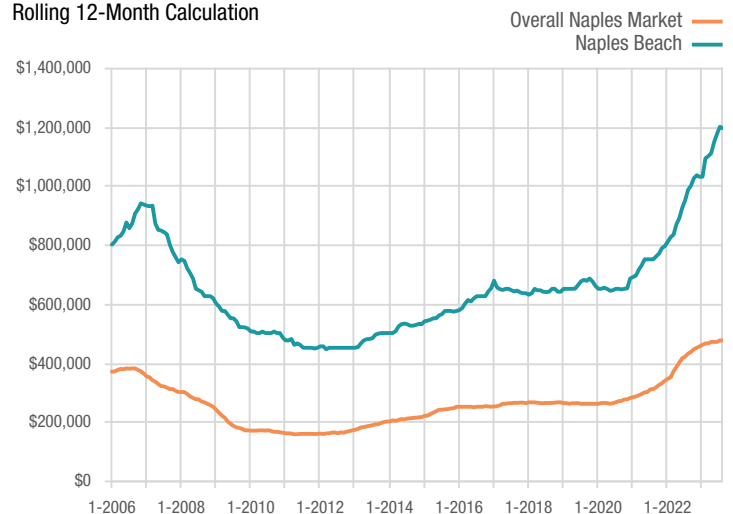
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – August 2023

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North Naples

34109, 34110, 34119

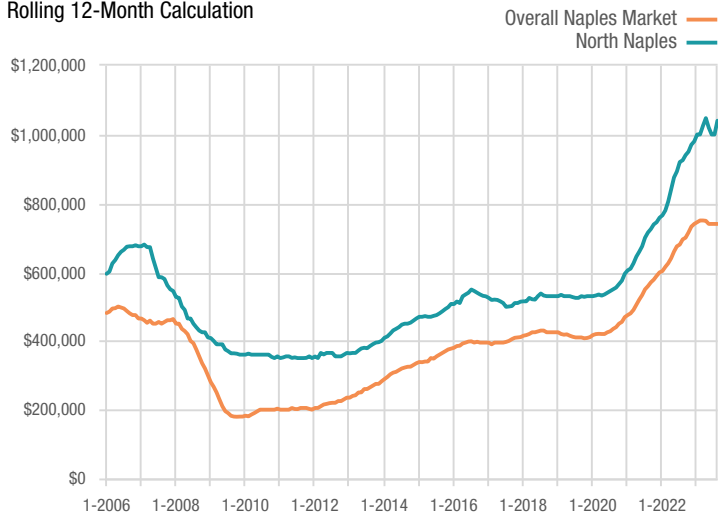
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	103	94	- 8.7%	1,193	981	- 17.8%
Total Sales	97	87	- 10.3%	871	702	- 19.4%
Days on Market Until Sale	27	56	+ 107.4%	20	51	+ 155.0%
Median Closed Price*	\$899,000	\$1,050,000	+ 16.8%	\$965,000	\$1,050,000	+ 8.8%
Average Closed Price*	\$1,297,626	\$1,471,714	+ 13.4%	\$1,351,973	\$1,468,421	+ 8.6%
Percent of List Price Received*	96.3%	96.2%	- 0.1%	99.6%	95.9%	- 3.7%
Inventory of Homes for Sale	277	260	- 6.1%	—	—	—
Months Supply of Inventory	2.6	3.2	+ 23.1%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	107	124	+ 15.9%	1,327	1,109	- 16.4%
Total Sales	110	86	- 21.8%	1,097	832	- 24.2%
Days on Market Until Sale	25	42	+ 68.0%	13	41	+ 215.4%
Median Closed Price*	\$458,750	\$520,000	+ 13.4%	\$455,000	\$499,500	+ 9.8%
Average Closed Price*	\$615,045	\$641,424	+ 4.3%	\$635,355	\$721,261	+ 13.5%
Percent of List Price Received*	97.2%	97.0%	- 0.2%	101.2%	97.0%	- 4.2%
Inventory of Homes for Sale	202	254	+ 25.7%	—	—	—
Months Supply of Inventory	1.5	2.6	+ 73.3%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

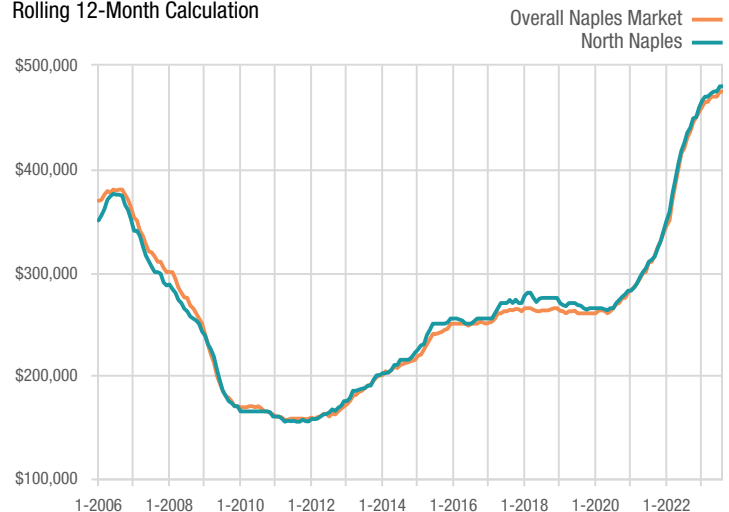
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

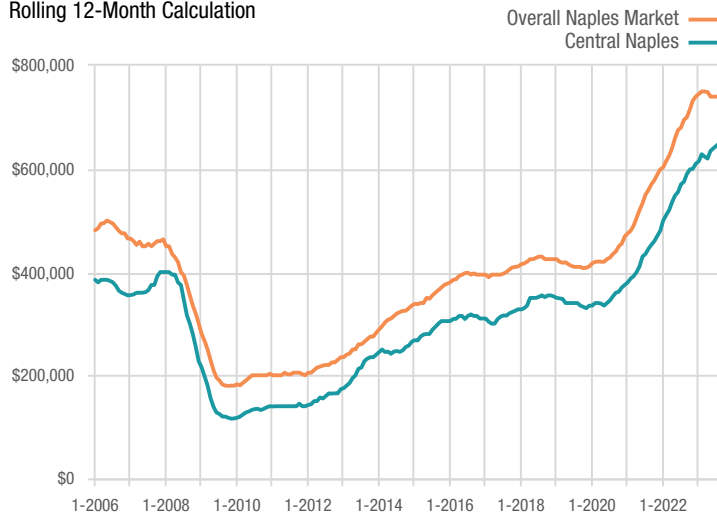
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	69	66	- 4.3%	730	542	- 25.8%
Total Sales	51	49	- 3.9%	554	419	- 24.4%
Days on Market Until Sale	38	41	+ 7.9%	23	44	+ 91.3%
Median Closed Price*	\$635,000	\$650,000	+ 2.4%	\$600,000	\$650,000	+ 8.3%
Average Closed Price*	\$728,659	\$1,262,476	+ 73.3%	\$920,599	\$983,657	+ 6.8%
Percent of List Price Received*	95.0%	96.2%	+ 1.3%	98.8%	96.1%	- 2.7%
Inventory of Homes for Sale	180	148	- 17.8%	—	—	—
Months Supply of Inventory	2.5	3.0	+ 20.0%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	51	61	+ 19.6%	773	583	- 24.6%
Total Sales	56	52	- 7.1%	633	463	- 26.9%
Days on Market Until Sale	29	44	+ 51.7%	14	41	+ 192.9%
Median Closed Price*	\$357,500	\$379,500	+ 6.2%	\$340,000	\$357,500	+ 5.1%
Average Closed Price*	\$375,581	\$379,612	+ 1.1%	\$394,092	\$408,153	+ 3.6%
Percent of List Price Received*	96.7%	96.6%	- 0.1%	100.7%	96.7%	- 4.0%
Inventory of Homes for Sale	113	130	+ 15.0%	—	—	—
Months Supply of Inventory	1.4	2.3	+ 64.3%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

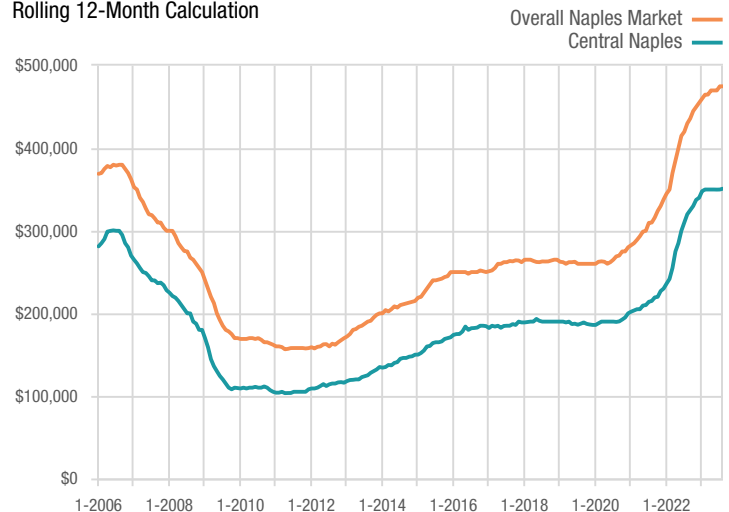
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – August 2023

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East Naples

34114, 34117, 34120, 34137

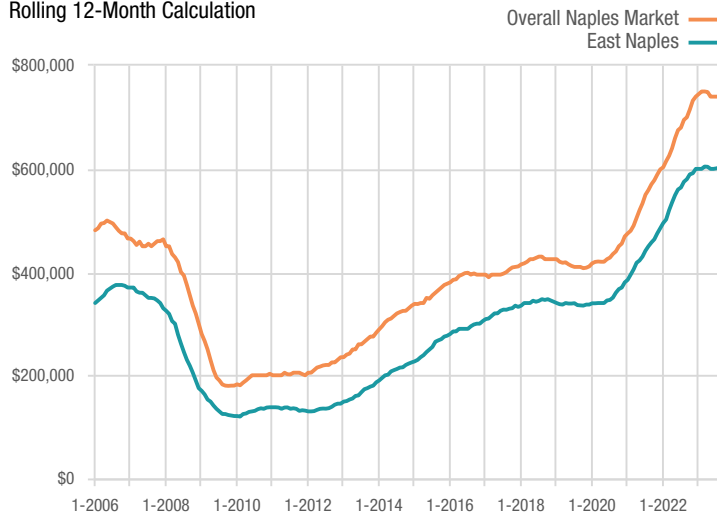
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	202	181	- 10.4%	1,885	1,525	- 19.1%
Total Sales	110	115	+ 4.5%	1,287	1,145	- 11.0%
Days on Market Until Sale	38	62	+ 63.2%	28	63	+ 125.0%
Median Closed Price*	\$586,500	\$595,000	+ 1.4%	\$600,000	\$610,000	+ 1.7%
Average Closed Price*	\$662,366	\$726,028	+ 9.6%	\$750,856	\$745,962	- 0.7%
Percent of List Price Received*	96.6%	97.2%	+ 0.6%	98.7%	97.1%	- 1.6%
Inventory of Homes for Sale	570	474	- 16.8%	—	—	—
Months Supply of Inventory	3.5	3.6	+ 2.9%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	58	55	- 5.2%	663	574	- 13.4%
Total Sales	45	52	+ 15.6%	509	449	- 11.8%
Days on Market Until Sale	30	50	+ 66.7%	17	50	+ 194.1%
Median Closed Price*	\$456,835	\$577,505	+ 26.4%	\$485,000	\$525,000	+ 8.2%
Average Closed Price*	\$456,750	\$571,191	+ 25.1%	\$512,020	\$540,600	+ 5.6%
Percent of List Price Received*	97.8%	96.6%	- 1.2%	100.2%	97.0%	- 3.2%
Inventory of Homes for Sale	145	153	+ 5.5%	—	—	—
Months Supply of Inventory	2.3	3.0	+ 30.4%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

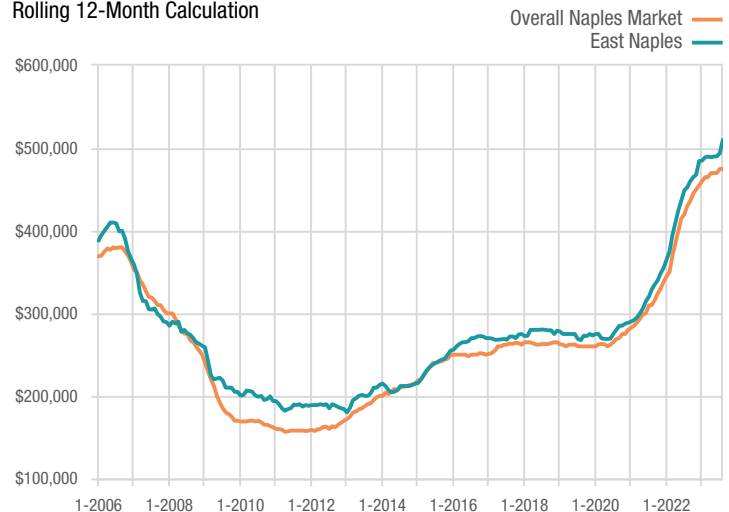
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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South Naples

34112, 34113

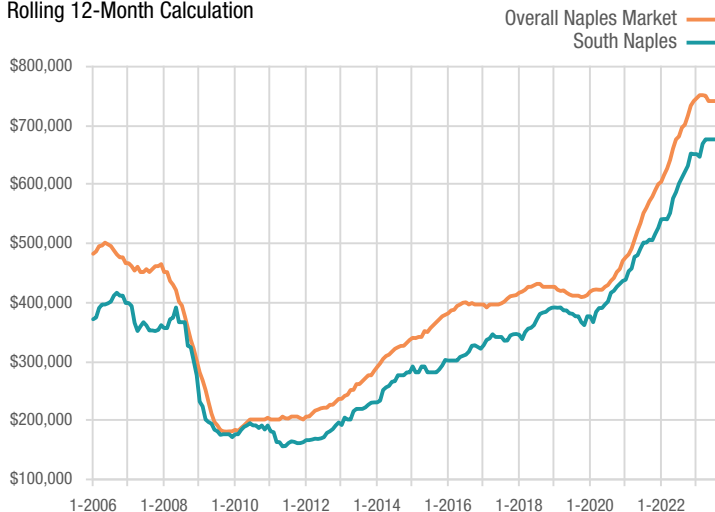
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	53	55	+ 3.8%	598	571	- 4.5%
Total Sales	39	57	+ 46.2%	420	419	- 0.2%
Days on Market Until Sale	29	46	+ 58.6%	23	53	+ 130.4%
Median Closed Price*	\$608,000	\$630,000	+ 3.6%	\$636,250	\$640,000	+ 0.6%
Average Closed Price*	\$776,615	\$948,635	+ 22.1%	\$886,809	\$944,969	+ 6.6%
Percent of List Price Received*	95.8%	95.5%	- 0.3%	99.3%	95.5%	- 3.8%
Inventory of Homes for Sale	168	171	+ 1.8%	—	—	—
Months Supply of Inventory	3.3	3.6	+ 9.1%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	88	94	+ 6.8%	1,016	918	- 9.6%
Total Sales	66	70	+ 6.1%	823	726	- 11.8%
Days on Market Until Sale	29	58	+ 100.0%	14	48	+ 242.9%
Median Closed Price*	\$387,000	\$408,000	+ 5.4%	\$385,000	\$400,250	+ 4.0%
Average Closed Price*	\$438,858	\$450,791	+ 2.7%	\$429,923	\$456,506	+ 6.2%
Percent of List Price Received*	97.4%	96.0%	- 1.4%	100.5%	96.9%	- 3.6%
Inventory of Homes for Sale	214	242	+ 13.1%	—	—	—
Months Supply of Inventory	2.1	2.9	+ 38.1%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

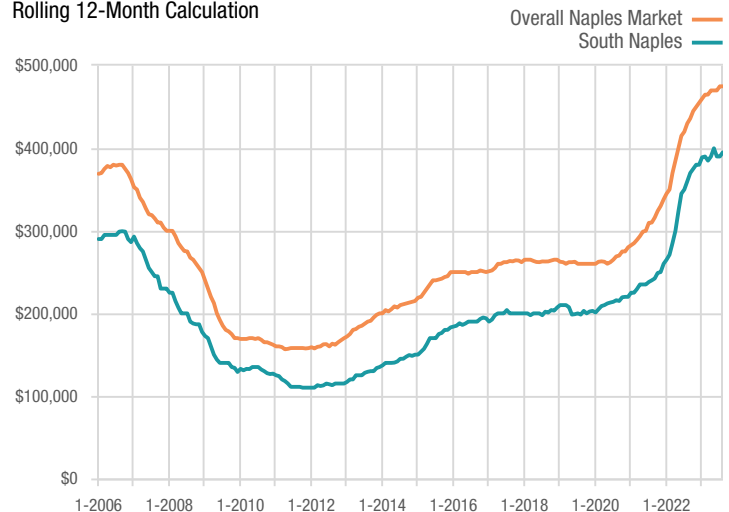
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Immokalee / Ave Maria

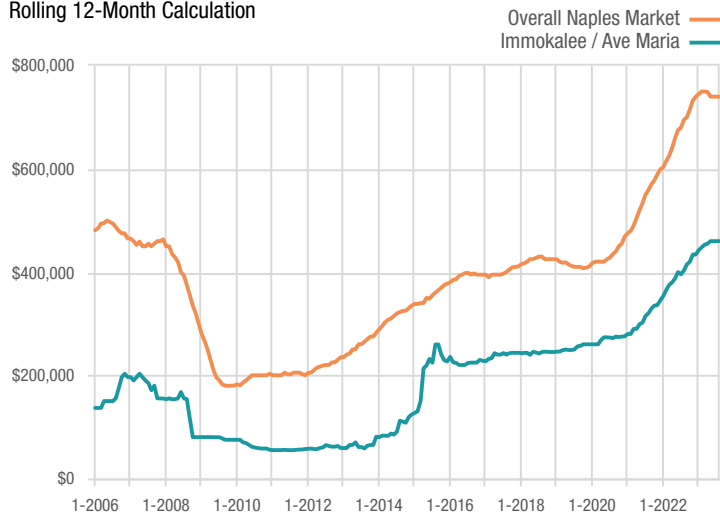
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	25	29	+ 16.0%	189	254	+ 34.4%
Total Sales	14	30	+ 114.3%	159	206	+ 29.6%
Days on Market Until Sale	47	36	- 23.4%	24	52	+ 116.7%
Median Closed Price*	\$443,950	\$467,625	+ 5.3%	\$429,900	\$460,000	+ 7.0%
Average Closed Price*	\$536,202	\$500,996	- 6.6%	\$452,929	\$484,144	+ 6.9%
Percent of List Price Received*	97.6%	98.1%	+ 0.5%	99.2%	97.2%	- 2.0%
Inventory of Homes for Sale	52	84	+ 61.5%	—	—	—
Months Supply of Inventory	2.5	4.0	+ 60.0%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	4	6	+ 50.0%	41	56	+ 36.6%
Total Sales	2	10	+ 400.0%	40	39	- 2.5%
Days on Market Until Sale	34	18	- 47.1%	49	65	+ 32.7%
Median Closed Price*	\$329,499	\$300,000	- 9.0%	\$313,998	\$330,000	+ 5.1%
Average Closed Price*	\$329,499	\$328,049	- 0.4%	\$316,121	\$345,436	+ 9.3%
Percent of List Price Received*	96.7%	98.9%	+ 2.3%	100.5%	97.4%	- 3.1%
Inventory of Homes for Sale	13	22	+ 69.2%	—	—	—
Months Supply of Inventory	2.5	5.6	+ 124.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

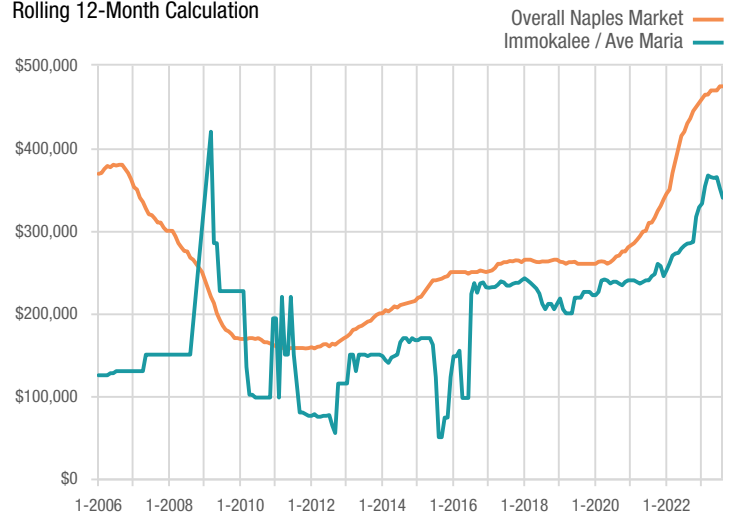
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.