

# Naples Area Market Report



## February 2020

### February Housing Activity Reflects Naples Enduring Desirability

Despite state recommendations to practice self distancing, the housing market in the Naples area continues to breathe with life. The February 2020 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), showed overall closed sales increased 29 percent to 789 closed sales in February 2020 compared to 610 closed sales in February 2019. Admittedly, this report reflects comparable activity in February 2020 – which preceded self-distancing recommendations due to COVID-19 – but it is a glimpse at our market’s significant and enduring desirability.

“We have a resilient real estate market that was proven during the last recession,” said Dominic Pallini, Broker at Vanderbilt Realty, who was the President of NABOR® during Hurricane Irma in 2017. “This interruption should end in a few months; not seven to ten years.”

Brenda Fioretti, Managing Broker at Berkshire Hathaway HomeServices Florida Realty, remarked that “some offices are closed, but we are all still in business!”

In an industry that is already technology-focused and adept, NABOR® and its members are continuing efforts to help foster the sale of homes, all while following the Centers for Disease Control guidelines. NABOR® is also providing new digital resources during the coronavirus outbreak to help keep the public and real estate professionals connected and safe.

Overall pending sales in February increased 43 percent to 1,526 pending sales compared to 1,068 pending sales in February 2019! There were also 32,712 showings by agents in Collier Collier during February, which is roughly 11,000 more showings than reported in February 2019.

There is renewed and growing interest in condominium sales, which saw pending sales increase 45 percent to 802 pending sales in February 2020 compared to 552 in February 2019. Budge Huskey, President, Premier Sotheby’s International Realty, said March’s closed sales will be strong as “most everywhere there is respect for the need to foster closings of pending sales. Business is continuing, albeit at a far slower pace as the REALTOR® community and the public enact the recommended precautionary steps to ensure the situation is short-lived. But, the first two months of the year confirmed that Naples is more desirable than ever, an attraction which will be sustained long after concerns of the virus have passed.”

Overall median closed prices increased 3 percent in February to \$345,000 compared to \$335,000 in February 2019. Broken down by property type, median sales prices rose 5 percent for single family homes and nearly 7 percent for condominiums in February 2020 compared to February 2019.

## Quick Facts

<b>+ 29.3%</b>	<b>+ 3.0%</b>	<b>- 28.6%</b>
Change in <b>Total Sales</b> All Properties	Change in <b>Median Closed Price</b> All Properties	Change in <b>Homes for Sale</b> All Properties
<b>+ 20.8%</b>	<b>+ 12.4%</b>	<b>+ 12.5%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$1,000,001 to \$2,000,000</b>	<b>4 Bedrooms or More</b>	<b>Single Family</b>

Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11-12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale	14-15
Overall Listing and Sales Summary by Area	16
Naples Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



# 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	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,538	<b>1,519</b>	- 1.2%	3,607	<b>3,433</b>	- 4.8%
<b>Closed Sales</b>		610	<b>789</b>	+ 29.3%	1,204	<b>1,526</b>	+ 26.7%
<b>Days on Market Until Sale</b>		101	<b>95</b>	- 5.9%	99	<b>101</b>	+ 2.0%
<b>Median Closed Price</b>		\$335,000	<b>\$345,000</b>	+ 3.0%	\$332,000	<b>\$345,000</b>	+ 3.9%
<b>Average Closed Price</b>		\$607,967	<b>\$634,384</b>	+ 4.3%	\$644,761	<b>\$652,155</b>	+ 1.1%
<b>Percent of Current List Price Received</b>		95.1%	<b>95.5%</b>	+ 0.4%	95.3%	<b>95.4%</b>	+ 0.1%
<b>Pending Sales</b>		1,068	<b>1,526</b>	+ 42.9%	2,090	<b>2,885</b>	+ 38.0%
<b>Inventory of Homes for Sale</b>		8,160	<b>5,825</b>	- 28.6%	—	—	—
<b>Months Supply of Inventory</b>		10.3	<b>6.6</b>	- 35.9%	—	—	—

# 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	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		799	<b>746</b>	- 6.6%	1,803	<b>1,673</b>	- 7.2%
<b>Closed Sales</b>		300	<b>376</b>	+ 25.3%	618	<b>747</b>	+ 20.9%
<b>Days on Market Until Sale</b>		100	<b>99</b>	- 1.0%	98	<b>105</b>	+ 7.1%
<b>Median Closed Price</b>		\$403,750	<b>\$425,500</b>	+ 5.4%	\$399,500	<b>\$430,000</b>	+ 7.6%
<b>Average Closed Price</b>		\$777,300	<b>\$805,418</b>	+ 3.6%	\$821,065	<b>\$834,572</b>	+ 1.6%
<b>Percent of Current List Price Received</b>		95.4%	<b>95.6%</b>	+ 0.2%	95.6%	<b>95.7%</b>	+ 0.1%
<b>Pending Sales</b>		516	<b>724</b>	+40.3%	1,030	<b>1,405</b>	+36.4%
<b>Inventory of Homes for Sale</b>		4,134	<b>2,868</b>	- 30.6%	—	—	—
<b>Months Supply of Inventory</b>		10.5	<b>6.5</b>	- 38.1%	—	—	—

# Condo Market Overview

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



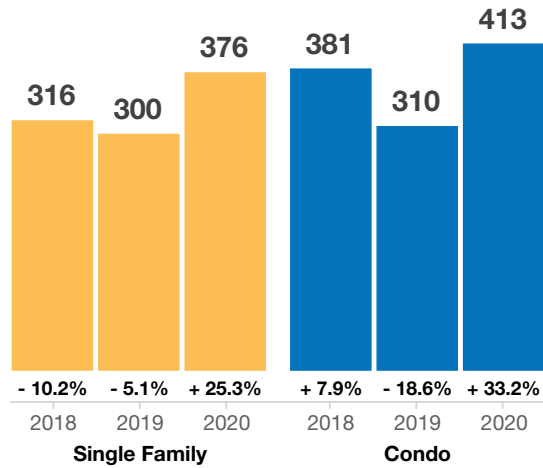
Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		739	<b>773</b>	+ 4.6%	1,804	<b>1,760</b>	- 2.4%
<b>Closed Sales</b>		310	<b>413</b>	+ 33.2%	586	<b>779</b>	+ 32.9%
<b>Days on Market Until Sale</b>		102	<b>91</b>	- 10.8%	100	<b>97</b>	- 3.0%
<b>Median Closed Price</b>		\$265,000	<b>\$283,250</b>	+ 6.9%	\$261,250	<b>\$280,000</b>	+ 7.2%
<b>Average Closed Price</b>		\$444,096	<b>\$478,295</b>	+ 7.7%	\$458,829	<b>\$476,781</b>	+ 3.9%
<b>Percent of Current List Price Received</b>		94.7%	<b>95.4%</b>	+ 0.7%	95.0%	<b>95.2%</b>	+ 0.2%
<b>Pending Sales</b>		552	<b>802</b>	+45.3%	1,060	<b>1,480</b>	+39.6%
<b>Inventory of Homes for Sale</b>		4,026	<b>2,957</b>	- 26.6%	—	—	—
<b>Months Supply of Inventory</b>		10.1	<b>6.7</b>	- 33.7%	—	—	—

# Overall Closed Sales

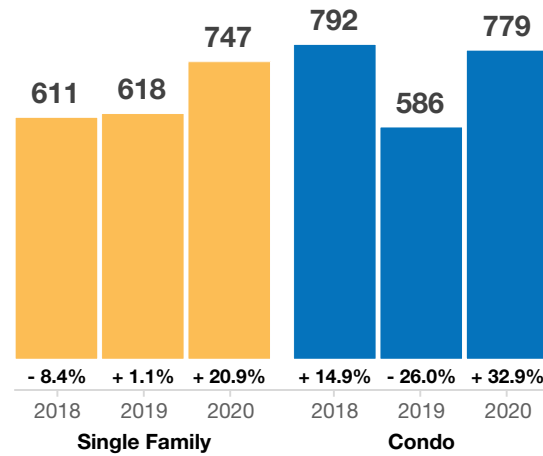
A count of the actual sales that closed in a given month.



## February

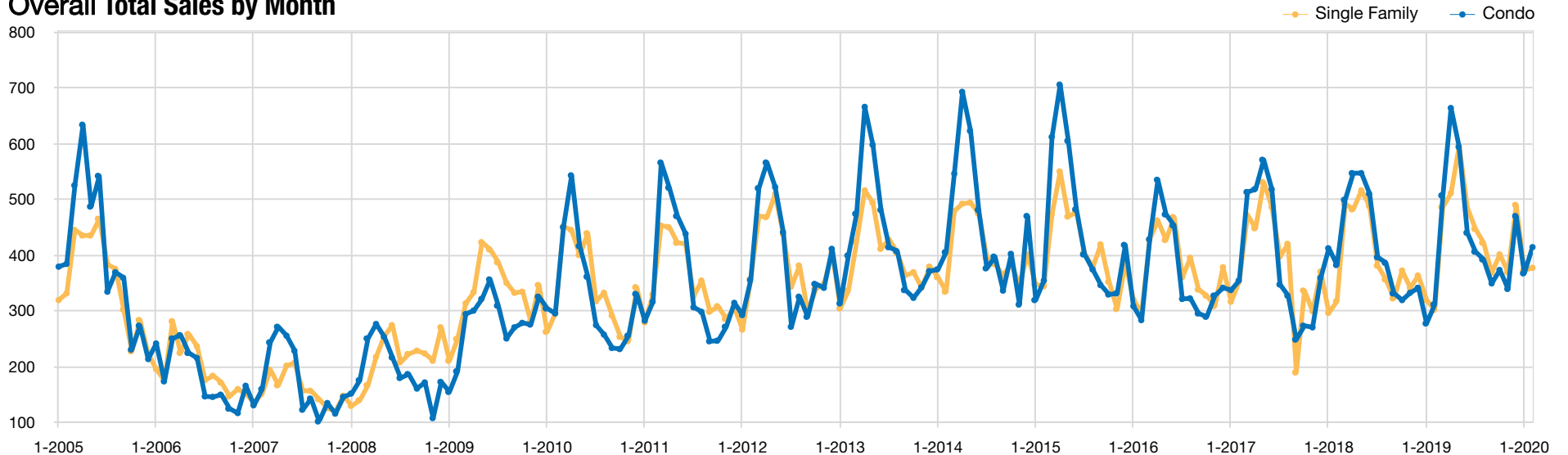


## Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2019	485	- 1.2%	506	+ 1.6%
Apr-2019	510	+ 6.0%	663	+ 21.4%
May-2019	595	+ 15.5%	593	+ 8.6%
Jun-2019	484	- 0.6%	439	- 13.8%
Jul-2019	446	+ 17.4%	405	+ 2.5%
Aug-2019	421	+ 18.6%	391	+ 1.6%
Sep-2019	367	+ 14.3%	348	+ 5.5%
Oct-2019	400	+ 7.8%	372	+ 17.0%
Nov-2019	368	+ 8.2%	338	+ 2.1%
Dec-2019	489	+ 35.1%	469	+ 37.9%
Jan-2020	371	+ 16.7%	366	+ 32.6%
<b>Feb-2020</b>	<b>376</b>	<b>+ 25.3%</b>	<b>413</b>	<b>+ 33.2%</b>
12-Month Avg	443	+ 12.7%	442	+ 10.8%

## Overall Total Sales by Month



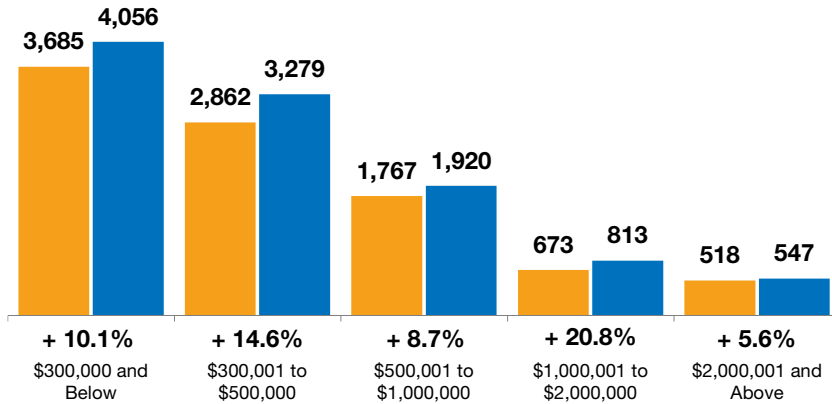
# Total Sales by Price Range

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



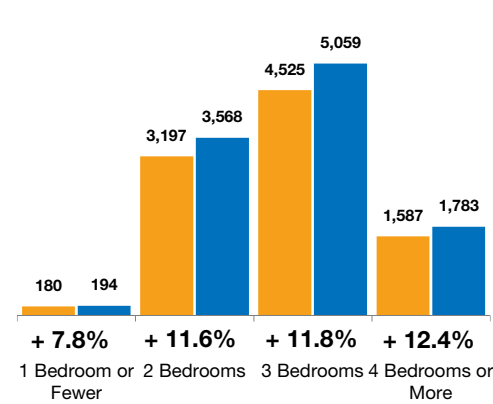
## By Price Range

2-2019 2-2020



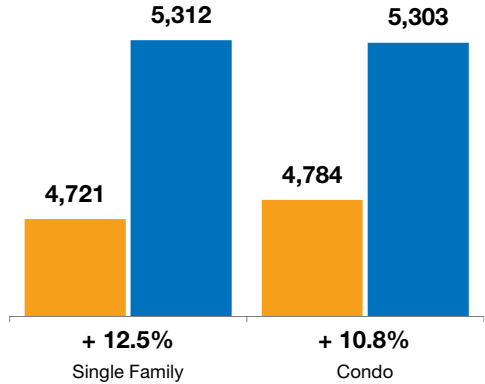
## By Bedroom Count

2-2019 2-2020



## By Property Type

2-2019 2-2020



### All Properties

By Price Range	2-2019	2-2020	Change
\$300,000 and Below	3,685	4,056	+ 10.1%
\$300,001 to \$500,000	2,862	3,279	+ 14.6%
\$500,001 to \$1,000,000	1,767	1,920	+ 8.7%
\$1,000,001 to \$2,000,000	673	813	+ 20.8%
\$2,000,001 and Above	518	547	+ 5.6%
<b>All Price Ranges</b>	<b>9,505</b>	<b>10,615</b>	<b>+ 11.7%</b>

### Single Family

	2-2019	2-2020	Change
1 Bedroom or Fewer	1,023	1,083	+ 5.9%
2 Bedrooms	1,738	2,057	+ 18.4%
3 Bedrooms	1,181	1,286	+ 8.9%
4 Bedrooms or More	388	491	+ 26.5%
<b>All Single Family</b>	<b>4,721</b>	<b>5,312</b>	<b>+ 12.5%</b>

### Condo

	2-2019	2-2020	Change
1 Bedroom or Fewer	2662	2973	+ 11.7%
2 Bedrooms	1124	1222	+ 8.7%
3 Bedrooms	586	634	+ 8.2%
4 Bedrooms or More	285	322	+ 13.0%
<b>All Condo</b>	<b>4,784</b>	<b>5,303</b>	<b>+ 10.8%</b>

### By Bedroom Count

	2-2019	2-2020	Change
1 Bedroom or Fewer	180	194	+ 7.8%
2 Bedrooms	3,197	3,568	+ 11.6%
3 Bedrooms	4,525	5,059	+ 11.8%
4 Bedrooms or More	1,587	1,783	+ 12.4%
<b>All Bedroom Counts</b>	<b>9,505</b>	<b>10,615</b>	<b>+ 11.7%</b>

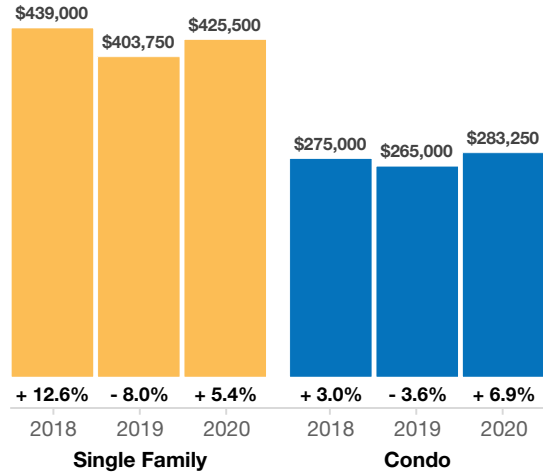
	2-2019	2-2020	Change
1 Bedroom or Fewer	25	28	+ 12.0%
2 Bedrooms	465	519	+ 11.6%
3 Bedrooms	2,732	3,081	+ 12.8%
4 Bedrooms or More	1,498	1,683	+ 12.3%
<b>All Single Family</b>	<b>4,721</b>	<b>5,312</b>	<b>+ 12.5%</b>

# Median Closed Price

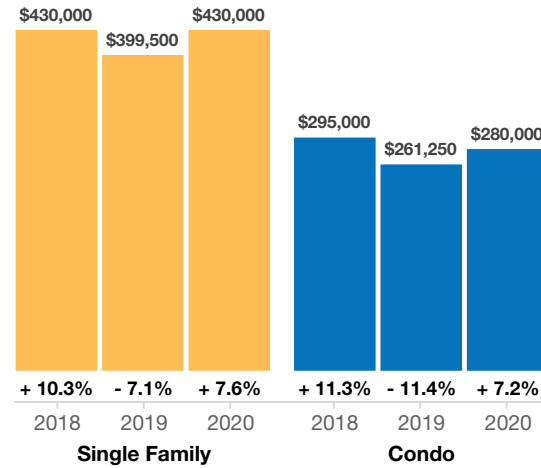
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



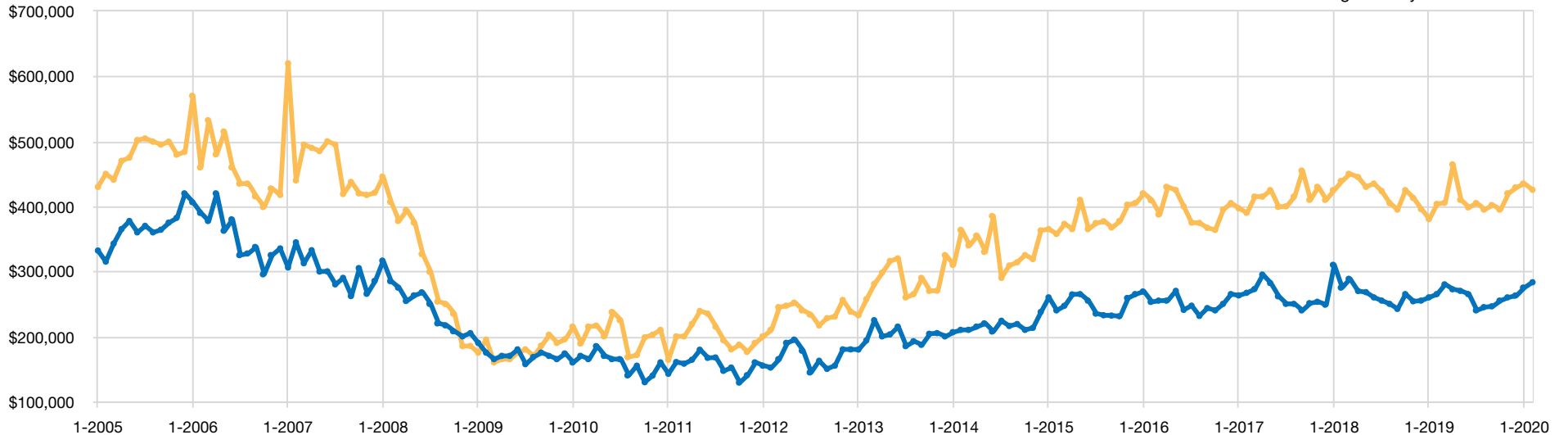
## Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2019	\$405,500	- 9.9%	\$280,000	- 2.9%
Apr-2019	\$464,500	+ 4.4%	\$272,500	+ 1.0%
May-2019	\$410,000	- 4.7%	\$270,000	+ 0.7%
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.9%
Aug-2019	\$395,000	- 2.5%	\$245,000	- 2.0%
Sep-2019	\$402,000	+ 1.8%	\$246,195	+ 1.6%
Oct-2019	\$395,000	- 7.1%	\$255,000	- 3.8%
Nov-2019	\$420,000	+ 1.7%	\$260,000	+ 2.4%
Dec-2019	\$429,000	+ 8.4%	\$262,750	+ 3.0%
Jan-2020	\$435,000	+ 14.3%	\$275,000	+ 5.8%
<b>Feb-2020</b>	<b>\$425,500</b>	<b>+ 5.4%</b>	<b>\$283,250</b>	<b>+ 6.9%</b>
12-Month Avg*	\$420,000	0.0%	\$262,500	+ 0.2%

\* Median Closed Price for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Median Closed Price by Month



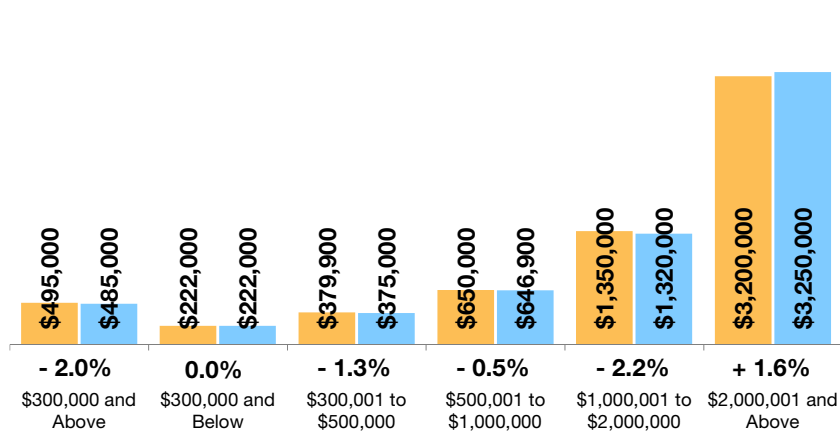
# Median Closed Price by Price Range

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



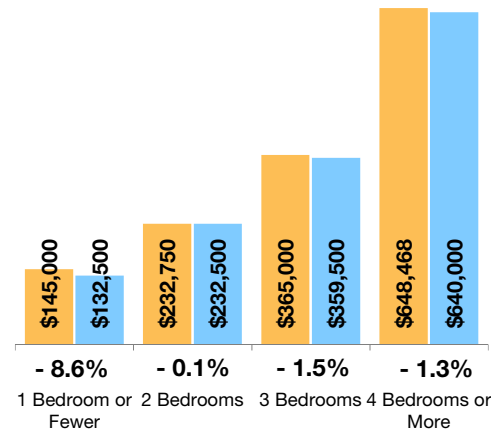
## By Price Range

2-2019 2-2020



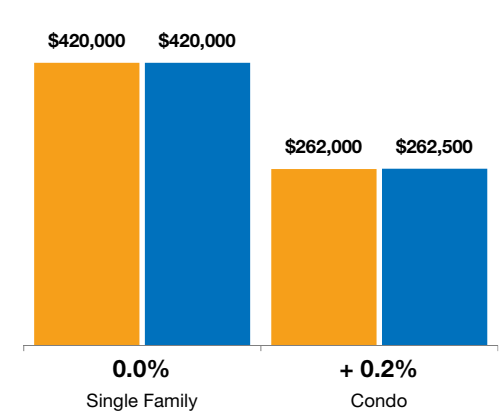
## By Bedroom Count

2-2019 2-2020



## By Property Type

2-2019 2-2020



### All Properties

#### By Price Range

	2-2019	2-2020	Change
\$300,000 and Above	\$495,000	\$485,000	-2.0%
\$300,000 and Below	\$222,000	\$222,000	0.0%
\$300,001 to \$500,000	\$379,900	\$375,000	-1.3%
\$500,001 to \$1,000,000	\$650,000	\$646,900	-0.5%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,320,000	-2.2%
\$2,000,001 and Above	\$3,200,000	\$3,250,000	+1.6%
<b>All Price Ranges</b>	<b>\$335,000</b>	<b>\$335,000</b>	<b>0.0%</b>

### Single Family

	2-2019	2-2020	Change
\$500,000	\$500,000	\$488,000	-2.4%
\$260,000	\$260,000	\$261,797	+0.7%
\$387,030	\$387,030	\$385,000	-0.5%
\$645,000	\$645,000	\$641,000	-0.6%
\$1,350,000	\$1,350,000	\$1,330,000	-1.5%
\$3,350,000	\$3,350,000	\$3,375,000	+0.7%
<b>All Single Family</b>	<b>\$420,000</b>	<b>\$420,000</b>	<b>0.0%</b>

### Condo

	2-2019	2-2020	Change
\$478,000	\$478,000	\$475,000	-0.6%
\$205,000	\$205,000	\$203,000	-1.0%
\$360,775	\$360,775	\$360,000	-0.2%
\$680,000	\$680,000	\$653,750	-3.9%
\$1,350,000	\$1,350,000	\$1,300,000	-3.7%
\$2,835,000	\$2,835,000	\$2,850,000	+0.5%
<b>All Condo</b>	<b>\$262,000</b>	<b>\$262,500</b>	<b>+0.2%</b>

#### By Bedroom Count

	2-2019	2-2020	Change
1 Bedroom or Fewer	\$145,000	\$132,500	-8.6%
2 Bedrooms	\$232,750	\$232,500	-0.1%
3 Bedrooms	\$365,000	\$359,500	-1.5%
4 Bedrooms or More	\$648,468	\$640,000	-1.3%
<b>All Bedroom Counts</b>	<b>\$335,000</b>	<b>\$335,000</b>	<b>0.0%</b>

	2-2019	2-2020	Change
\$80,000	\$80,000	\$94,000	+17.5%
\$274,900	\$274,900	\$285,000	+3.7%
\$382,000	\$382,000	\$377,375	-1.2%
\$642,000	\$642,000	\$635,000	-1.1%
\$1,700,000	\$1,700,000	\$830,000	-51.2%
<b>All Single Family</b>	<b>\$420,000</b>	<b>\$420,000</b>	<b>0.0%</b>

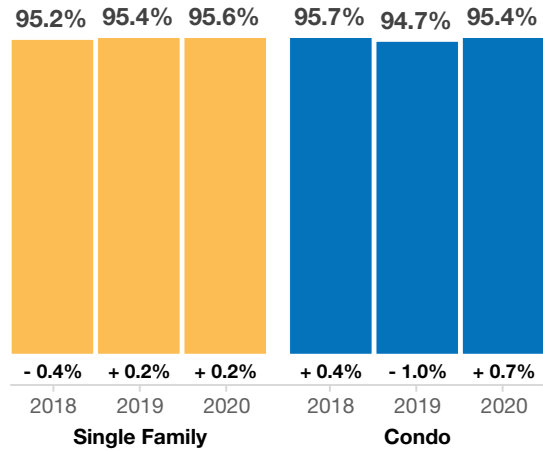


# Percent of Current List Price Received

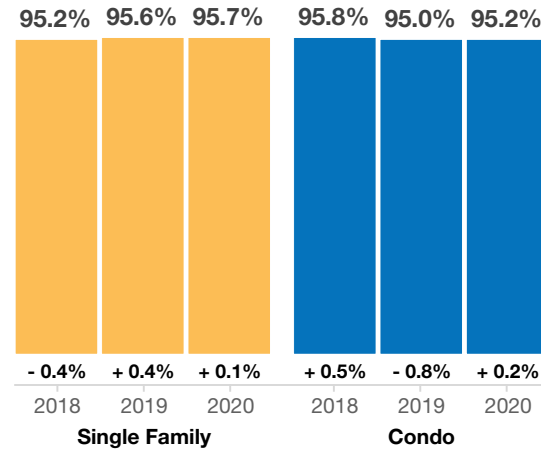
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



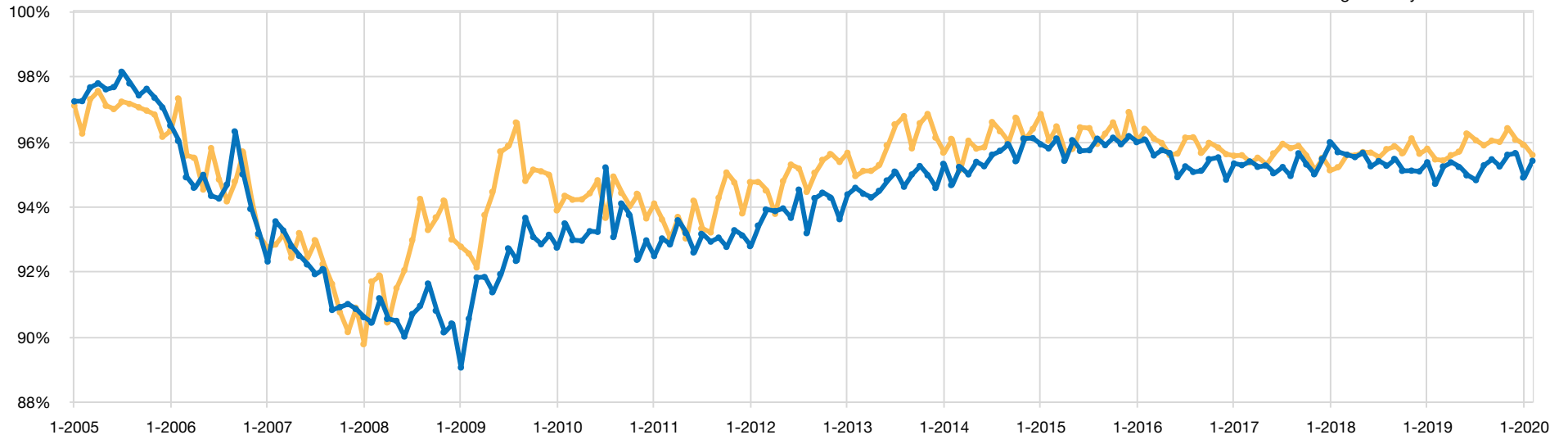
## Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2019	95.4%	-0.2%	95.2%	-0.4%
Apr-2019	95.6%	0.0%	95.4%	-0.1%
May-2019	95.7%	0.0%	95.2%	-0.4%
Jun-2019	96.2%	+0.5%	95.0%	-0.2%
Jul-2019	96.0%	+0.5%	94.8%	-0.6%
Aug-2019	95.9%	+0.1%	95.3%	0.0%
Sep-2019	96.0%	+0.2%	95.4%	-0.1%
Oct-2019	96.0%	+0.4%	95.2%	+0.1%
Nov-2019	96.4%	+0.3%	95.6%	+0.5%
Dec-2019	96.1%	+0.5%	95.6%	+0.5%
Jan-2020	95.9%	+0.1%	94.9%	-0.5%
<b>Feb-2020</b>	<b>95.6%</b>	<b>+0.2%</b>	<b>95.4%</b>	<b>+0.7%</b>
<b>12-Month Avg*</b>	<b>95.9%</b>	<b>+0.2%</b>	<b>95.3%</b>	<b>-0.1%</b>

\* Pct. of List Price Received for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



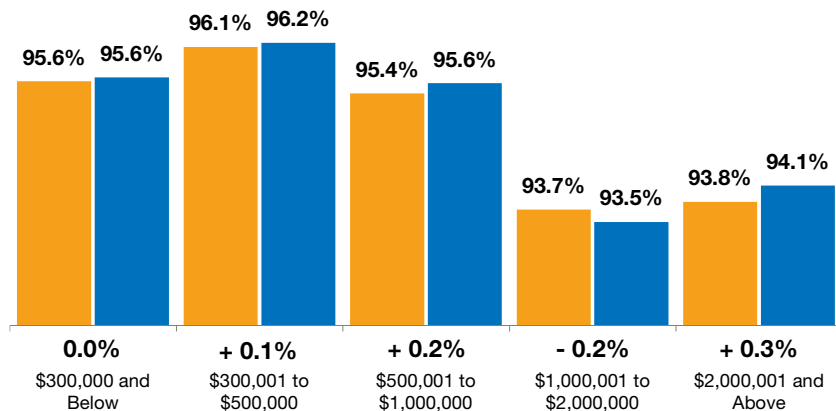
# Percent of List Price Received by Price Point

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.



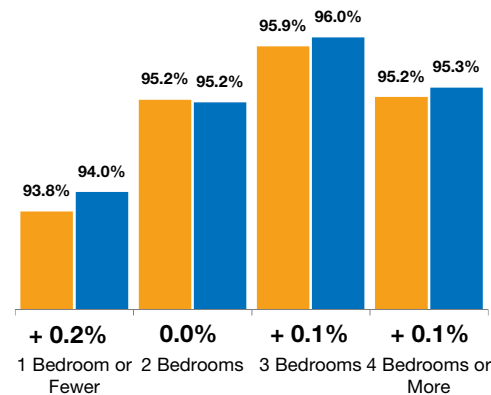
## By Price Range

2-2019 2-2020



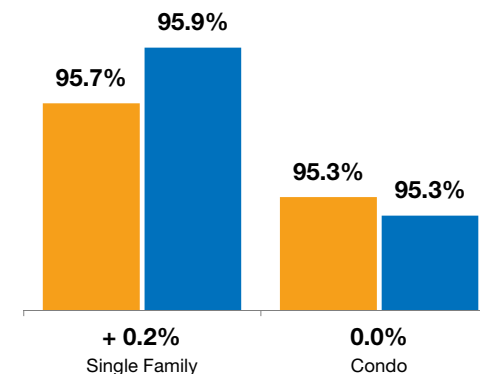
## By Bedroom Count

2-2019 2-2020



## By Property Type

2-2019 2-2020



### All Properties

#### By Price Range

	2-2019	2-2020	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.1%	96.2%	+ 0.1%
\$500,001 to \$1,000,000	95.4%	95.6%	+ 0.2%
\$1,000,001 to \$2,000,000	93.7%	93.5%	- 0.2%
\$2,000,001 and Above	93.8%	94.1%	+ 0.3%
<b>All Price Ranges</b>	<b>95.5%</b>	<b>95.6%</b>	<b>+ 0.1%</b>

### Single Family

	2-2019	2-2020	Change
1 Bedroom or Fewer	93.8%	94.0%	+ 0.2%
2 Bedrooms	95.2%	95.2%	0.0%
3 Bedrooms	95.9%	96.0%	+ 0.1%
4 Bedrooms or More	95.2%	95.3%	+ 0.1%
<b>All Bedroom Counts</b>	<b>95.5%</b>	<b>95.6%</b>	<b>+ 0.1%</b>

### Condo

	2-2019	2-2020	Change
Single Family	95.7%	95.9%	+ 0.2%
Condo	95.3%	95.3%	0.0%

#### By Bedroom Count

	2-2019	2-2020	Change
1 Bedroom or Fewer	93.8%	94.0%	+ 0.2%
2 Bedrooms	95.2%	95.2%	0.0%
3 Bedrooms	95.9%	96.0%	+ 0.1%
4 Bedrooms or More	95.2%	95.3%	+ 0.1%
<b>All Bedroom Counts</b>	<b>95.5%</b>	<b>95.6%</b>	<b>+ 0.1%</b>

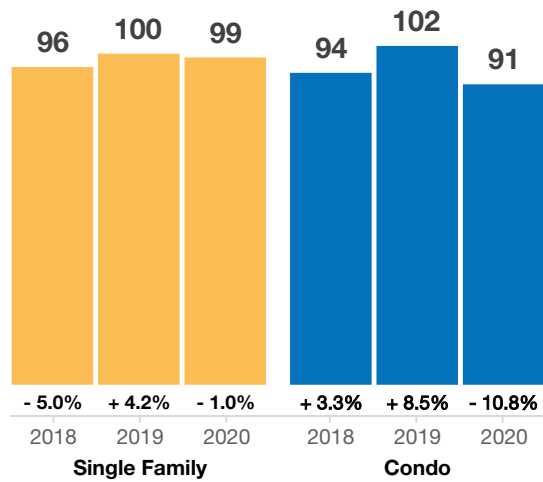
	2-2019	2-2020	Change
Single Family	95.7%	95.9%	+ 0.2%
Condo	95.3%	95.3%	0.0%

# Overall Days on Market Until Sale

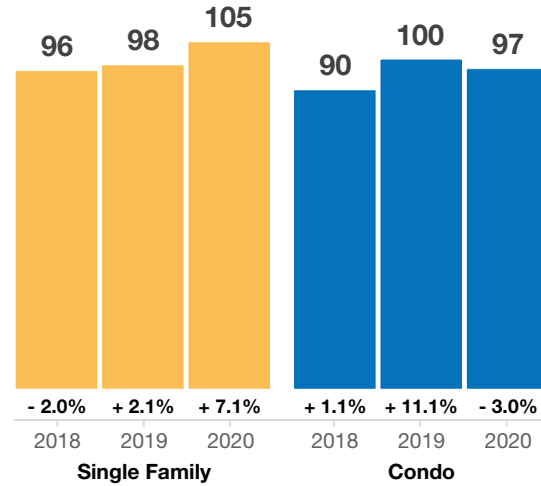
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



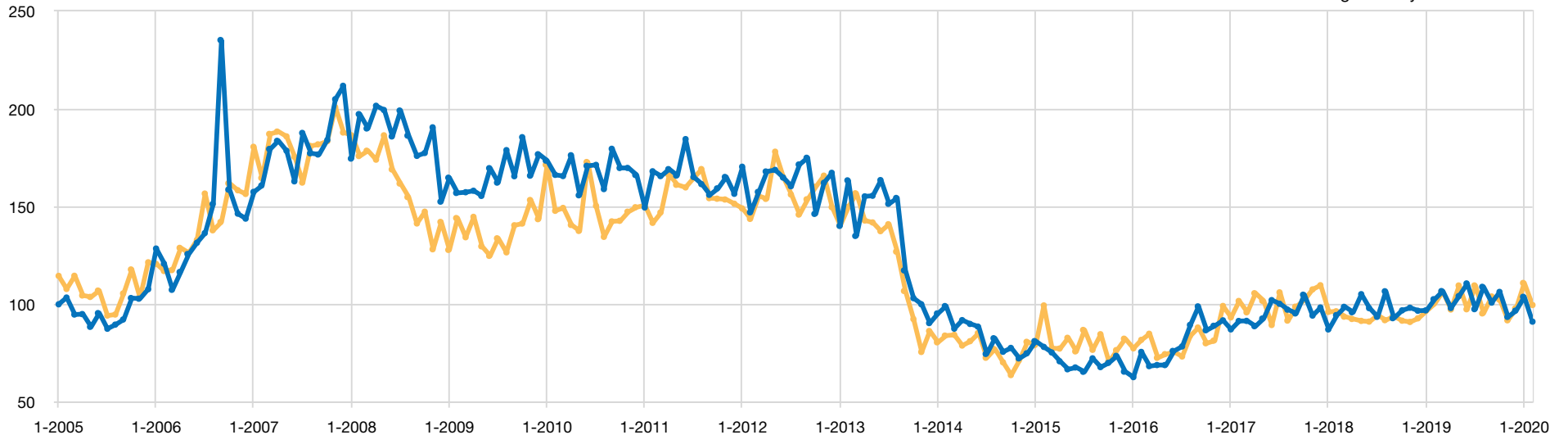
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2019	106	+ 14.0%	107	+ 9.2%
Apr-2019	97	+ 5.4%	98	+ 2.1%
May-2019	109	+ 19.8%	104	- 1.0%
Jun-2019	97	+ 6.6%	110	+ 12.2%
Jul-2019	109	+ 16.0%	97	+ 4.3%
Aug-2019	95	+ 3.3%	109	+ 2.8%
Sep-2019	104	+ 10.6%	101	+ 8.6%
Oct-2019	102	+ 12.1%	106	+ 9.3%
Nov-2019	92	+ 1.1%	93	- 5.1%
Dec-2019	98	+ 5.4%	96	0.0%
Jan-2020	111	+ 15.6%	104	+ 7.2%
<b>Feb-2020</b>	<b>99</b>	<b>- 1.0%</b>	<b>91</b>	<b>- 10.8%</b>
12-Month Avg*	102	+ 9.6%	101	+ 2.9%

\* Days on Market for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



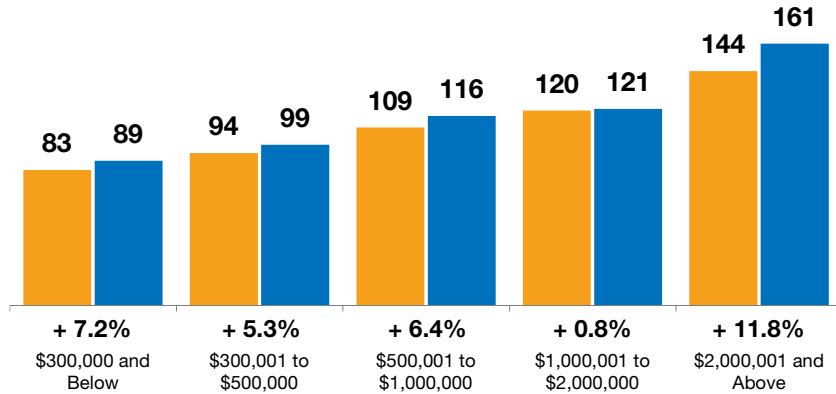
# Days on Market Until Sale by Price Point

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



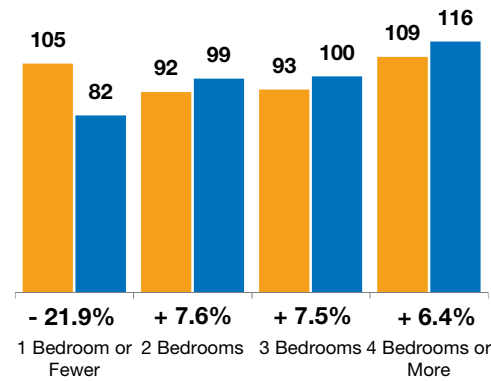
## By Price Range

■ 2-2019 ■ 2-2020



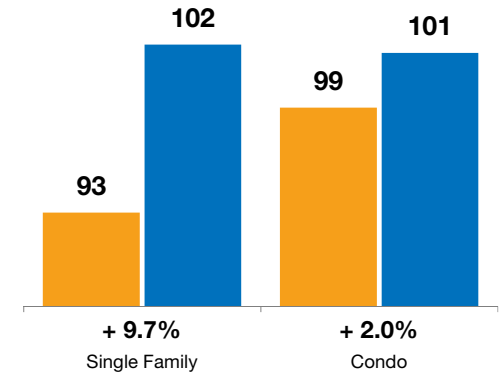
## By Bedroom Count

■ 2-2019 ■ 2-2020



## By Property Type

■ 2-2019 ■ 2-2020



### All Properties

By Price Range	2-2019	2-2020	Change
\$300,000 and Below	83	89	+ 7.2%
\$300,001 to \$500,000	94	99	+ 5.3%
\$500,001 to \$1,000,000	109	116	+ 6.4%
\$1,000,001 to \$2,000,000	120	121	+ 0.8%
\$2,000,001 and Above	144	161	+ 11.8%
<b>All Price Ranges</b>	<b>96</b>	<b>102</b>	<b>+ 6.3%</b>

### Single Family

2-2019	2-2020	Change
66	74	+ 12.1%
88	97	+ 10.2%
103	113	+ 9.7%
122	123	+ 0.8%
152	173	+ 13.8%
<b>93</b>	<b>102</b>	<b>+ 9.7%</b>

### Condo

2-2019	2-2020	Change
90	95	+ 5.6%
104	102	- 1.9%
122	123	+ 0.8%
116	117	+ 0.9%
117	129	+ 10.3%
<b>99</b>	<b>101</b>	<b>+ 2.0%</b>

### By Bedroom Count

2-2019	2-2020	Change
105	82	- 21.9%
92	99	+ 7.6%
93	100	+ 7.5%
109	116	+ 6.4%
<b>96</b>	<b>102</b>	<b>+ 6.3%</b>

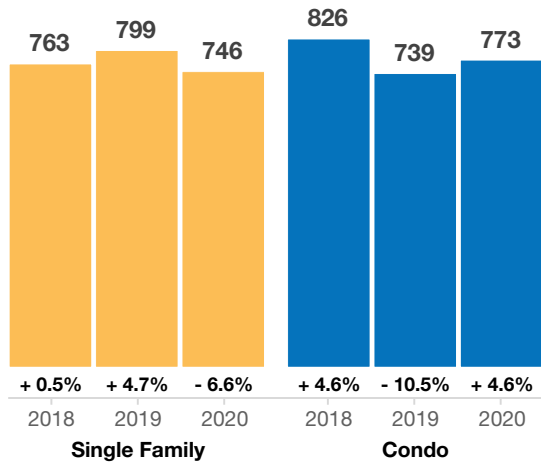
2-2019	2-2020	Change
172	118	- 31.4%
85	92	+ 8.2%
86	96	+ 11.6%
107	116	+ 8.4%
<b>93</b>	<b>102</b>	<b>+ 9.7%</b>

# Overall New Listings

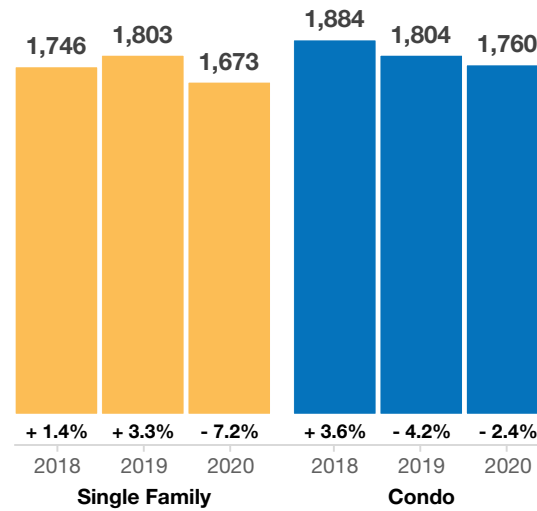
A count of the properties that have been newly listed on the market in a given month.



## February

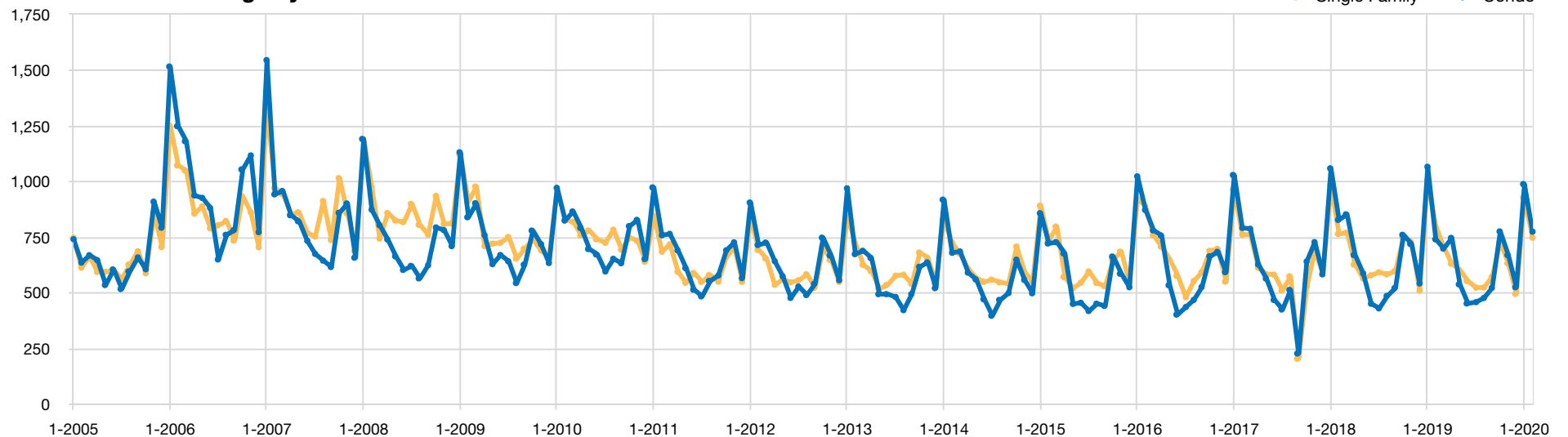


## Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2019	703	- 8.5%	697	- 18.1%
Apr-2019	629	+ 0.6%	745	+ 11.5%
May-2019	601	+ 6.9%	536	- 8.4%
Jun-2019	551	- 4.5%	450	+ 0.2%
Jul-2019	521	- 11.7%	456	+ 6.5%
Aug-2019	522	- 10.2%	475	- 1.9%
Sep-2019	570	- 4.4%	520	+ 0.2%
Oct-2019	727	- 2.7%	774	+ 2.0%
Nov-2019	631	- 13.3%	668	- 7.0%
Dec-2019	493	- 3.0%	523	- 3.1%
Jan-2020	927	- 7.7%	987	- 7.3%
<b>Feb-2020</b>	<b>746</b>	<b>- 6.6%</b>	<b>773</b>	<b>+ 4.6%</b>
12-Month Avg	635	- 5.8%	634	- 2.5%

## Historical New Listings by Month

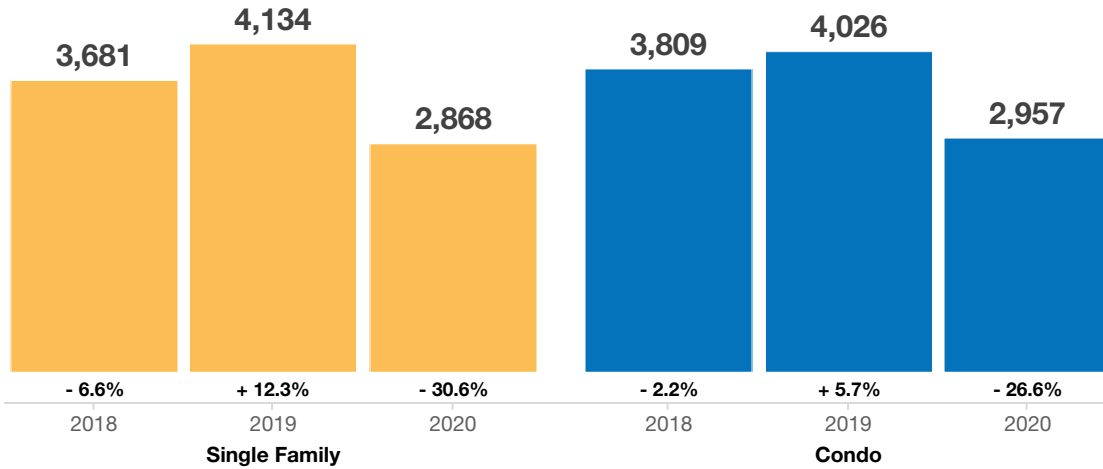


# Inventory of Homes for Sale by Price Range

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

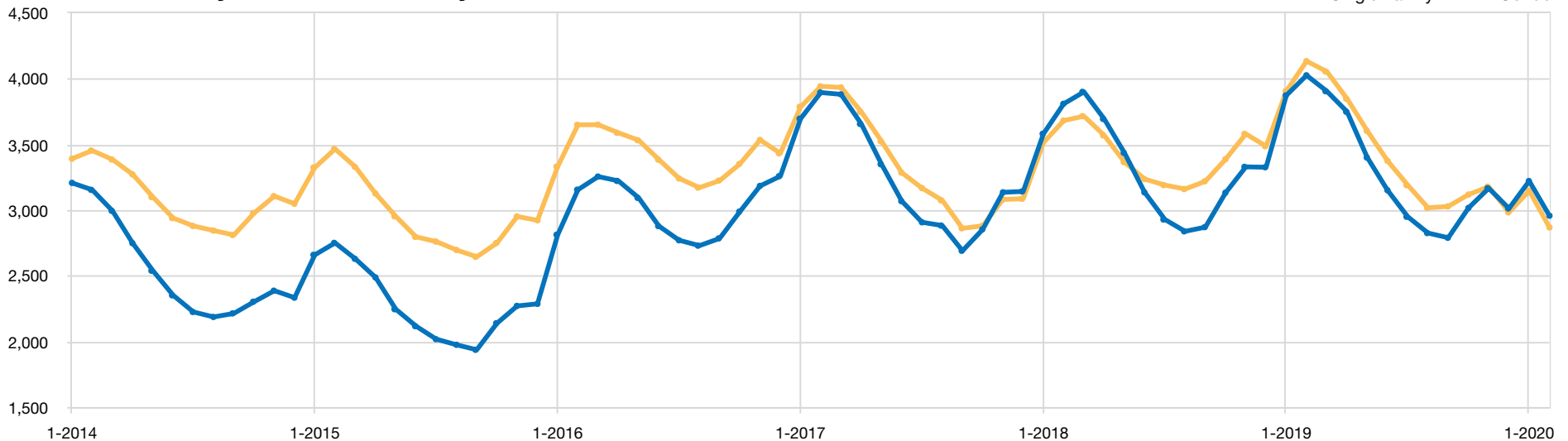


## February



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2019	4,055	+ 9.2%	3,905	+ 0.1%
Apr-2019	3,848	+ 7.8%	3,749	+ 1.5%
May-2019	3,603	+ 7.0%	3,400	- 1.0%
Jun-2019	3,375	+ 4.3%	3,151	+ 0.5%
Jul-2019	3,190	0.0%	2,949	+ 0.7%
Aug-2019	3,017	- 4.5%	2,825	- 0.5%
Sep-2019	3,028	- 5.9%	2,789	- 2.8%
Oct-2019	3,118	- 7.9%	3,016	- 3.7%
Nov-2019	3,178	- 11.2%	3,166	- 4.9%
Dec-2019	2,983	- 14.4%	3,012	- 9.4%
Jan-2020	3,147	- 19.4%	3,221	- 16.8%
<b>Feb-2020</b>	<b>2,868</b>	<b>- 30.6%</b>	<b>2,957</b>	<b>- 26.6%</b>
12-Month Avg	3,284	- 6.1%	3,178	- 5.8%

## Historical Inventory of Homes for Sale by Month



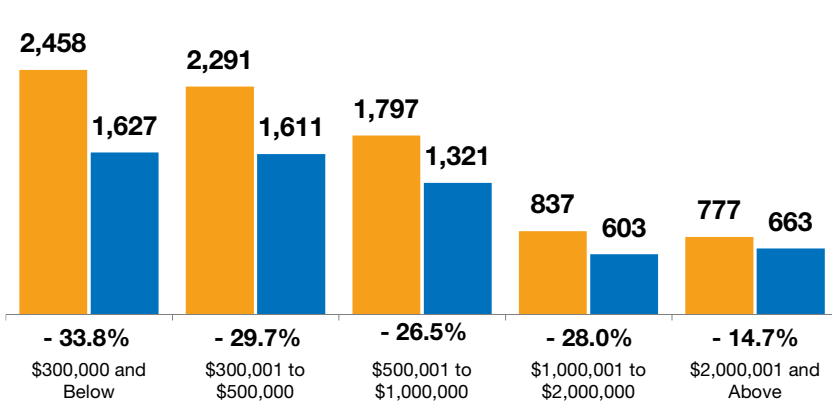
# Inventory of Homes for Sale by Price Range

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



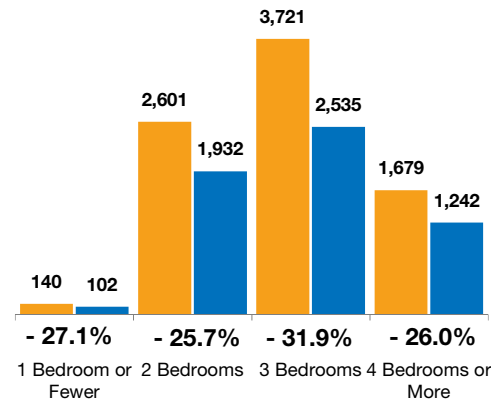
## By Price Range

■ 2-2019 ■ 2-2020



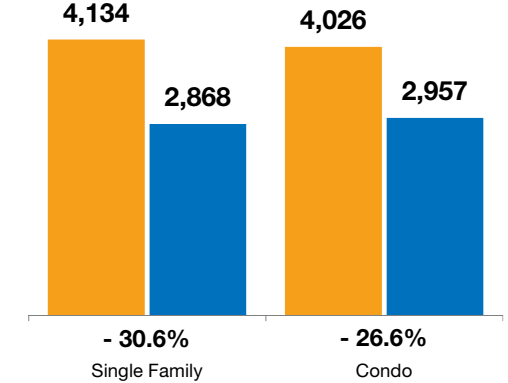
## By Bedroom Count

■ 2-2019 ■ 2-2020



## By Property Type

■ 2-2019 ■ 2-2020



### All Properties

By Price Range	2-2019	2-2020	Change
\$300,000 and Below	2,458	1,627	- 33.8%
\$300,001 to \$500,000	2,291	1,611	- 29.7%
\$500,001 to \$1,000,000	1,797	1,321	- 26.5%
\$1,000,001 to \$2,000,000	837	603	- 28.0%
\$2,000,001 and Above	777	663	- 14.7%
<b>All Price Ranges</b>	<b>8,160</b>	<b>5,825</b>	<b>- 28.6%</b>

### Single Family

By Bedroom Count	2-2019	2-2020	Change
1 Bedroom or Fewer	140	102	- 27.1%
2 Bedrooms	2,601	1,932	- 25.7%
3 Bedrooms	3,721	2,535	- 31.9%
4 Bedrooms or More	1,679	1,242	- 26.0%
<b>All Bedroom Counts</b>	<b>8,160</b>	<b>5,825</b>	<b>- 28.6%</b>

### Condo

By Price Range	2-2019	2-2020	Change
\$300,000 and Below	516	290	- 43.8%
\$300,001 to \$500,000	1,345	870	- 35.3%
\$500,001 to \$1,000,000	1,162	856	- 26.3%
\$1,000,001 to \$2,000,000	520	366	- 29.6%
\$2,000,001 and Above	591	486	- 17.8%
<b>All Price Ranges</b>	<b>4,134</b>	<b>2,868</b>	<b>- 30.6%</b>

## By Bedroom Count

By Price Range	2-2019	2-2020	Change
\$300,000 and Below	1942	1337	- 31.2%
\$300,001 to \$500,000	946	741	- 21.7%
\$500,001 to \$1,000,000	635	465	- 26.8%
\$1,000,001 to \$2,000,000	317	237	- 25.2%
\$2,000,001 and Above	186	177	- 4.8%
<b>All Price Ranges</b>	<b>4,026</b>	<b>2,957</b>	<b>- 26.6%</b>

By Bedroom Count	2-2019	2-2020	Change
1 Bedroom or Fewer	31	26	- 16.1%
2 Bedrooms	375	278	- 25.9%
3 Bedrooms	2,163	1,417	- 34.5%
4 Bedrooms or More	1,560	1,143	- 26.7%
<b>All Bedroom Counts</b>	<b>4,134</b>	<b>2,868</b>	<b>- 30.6%</b>

By Price Range	2-2019	2-2020	Change
\$300,000 and Below	109	76	- 30.3%
\$300,001 to \$500,000	2,226	1,654	- 25.7%
\$500,001 to \$1,000,000	1,558	927	- 40.5%
\$1,000,001 to \$2,000,000	119	99	- 16.8%
<b>All Price Ranges</b>	<b>4,026</b>	<b>2,957</b>	<b>- 26.6%</b>

# Listing and Sales Summary Report

## February 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Feb-20	Feb-19	% Change	Feb-20	Feb-19	% Change	Feb-20	Feb-19	% Change	Feb-20	Feb-19	% Change
<b>Overall Naples Market*</b>	<b>\$345,000</b>	<b>\$335,000</b>	<b>+3.0%</b>	<b>789</b>	<b>610</b>	<b>+29.3%</b>	<b>5,825</b>	<b>8,160</b>	<b>-28.6%</b>	<b>95</b>	<b>101</b>	<b>-5.9%</b>
<b>Collier County</b>	<b>\$358,000</b>	<b>\$349,000</b>	<b>+2.6%</b>	<b>870</b>	<b>672</b>	<b>+29.5%</b>	<b>6,517</b>	<b>9,098</b>	<b>-28.4%</b>	<b>98</b>	<b>102</b>	<b>-3.9%</b>
Ave Maria	\$305,000	\$282,950	+7.8%	8	9	-11.1%	101	94	+7.4%	80	132	-39.4%
Central Naples	\$265,000	\$244,750	+8.3%	118	96	+22.9%	733	1,076	-31.9%	85	103	-17.5%
East Naples	\$315,000	\$311,000	+1.3%	165	135	+22.2%	1,087	1,608	-32.4%	107	97	+10.3%
Everglades City	--	--	--	0	0	--	9	6	+50.0%	--	--	--
Immokalee	\$206,900	\$144,000	+43.7%	3	1	+200.0%	13	31	-58.1%	5	80	-93.8%
Immokalee / Ave Maria	\$280,000	\$266,475	+5.1%	11	10	+10.0%	114	124	-8.1%	59	127	-53.5%
Naples	\$345,000	\$335,500	+2.8%	778	600	+29.7%	5,713	8,038	-28.9%	95	101	-5.9%
Naples Beach	\$900,000	\$700,000	+28.6%	157	113	+38.9%	1,423	1,867	-23.8%	113	105	+7.6%
North Naples	\$405,000	\$405,000	0.0%	207	149	+38.9%	1,501	2,142	-29.9%	74	111	-33.3%
South Naples	\$260,000	\$265,000	-1.9%	131	107	+22.4%	967	1,343	-28.0%	103	85	+21.2%
34102	\$924,500	\$870,000	+6.3%	58	37	+56.8%	468	634	-26.2%	119	138	-13.8%
34103	\$900,000	\$455,000	+97.8%	35	33	+6.1%	428	543	-21.2%	105	99	+6.1%
34104	\$249,000	\$214,970	+15.8%	67	39	+71.8%	338	477	-29.1%	74	129	-42.6%
34105	\$285,000	\$287,450	-0.9%	42	30	+40.0%	306	446	-31.4%	103	103	0.0%
34108	\$897,500	\$900,000	-0.3%	64	43	+48.8%	527	690	-23.6%	111	81	+37.0%
34109	\$390,000	\$340,000	+14.7%	53	41	+29.3%	344	509	-32.4%	71	83	-14.5%
34110	\$379,000	\$512,500	-26.0%	73	50	+46.0%	603	798	-24.4%	63	141	-55.3%
34112	\$205,000	\$191,000	+7.3%	78	52	+50.0%	471	664	-29.1%	98	73	+34.2%
34113	\$328,000	\$327,000	+0.3%	53	55	-3.6%	496	679	-27.0%	111	95	+16.8%
34114	\$317,000	\$277,000	+14.4%	67	64	+4.7%	498	742	-32.9%	116	105	+10.5%
34116	\$334,900	\$279,500	+19.8%	9	27	-66.7%	89	153	-41.8%	93	65	+43.1%
34117	\$299,000	\$325,000	-8.0%	19	16	+18.8%	89	157	-43.3%	94	100	-6.0%
34119	\$430,000	\$381,297	+12.8%	81	58	+39.7%	553	835	-33.8%	86	105	-18.1%
34120	\$320,000	\$338,000	-5.3%	79	55	+43.6%	500	709	-29.5%	102	87	+17.2%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$280,000	\$266,475	+5.1%	11	10	+10.0%	114	124	-8.1%	59	127	-53.5%

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



# Local Market Update – February 2020

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## Naples Beach

34102, 34103, 34108

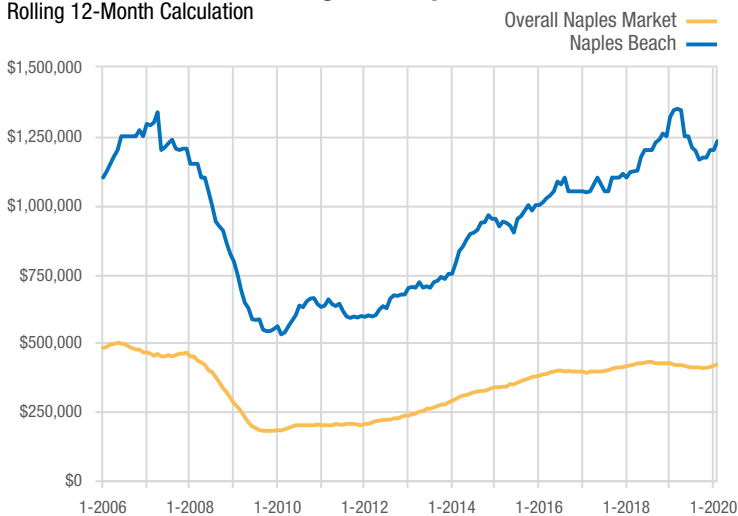
Single Family Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	139	118	- 15.1%	322	275	- 14.6%
Total Sales	39	58	+ 48.7%	85	128	+ 50.6%
Days on Market Until Sale	98	127	+ 29.6%	129	145	+ 12.4%
Median Closed Price*	\$1,685,000	\$1,587,500	- 5.8%	\$1,795,000	\$1,708,750	- 4.8%
Average Closed Price*	\$2,533,903	\$2,384,909	- 5.9%	\$2,789,207	\$2,338,529	- 16.2%
Percent of List Price Received*	93.7%	93.5%	- 0.2%	94.4%	94.0%	- 0.4%
Inventory of Homes for Sale	806	557	- 30.9%	—	—	—
Months Supply of Inventory	15.1	8.9	- 41.1%	—	—	—

Condo Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	174	198	+ 13.8%	444	454	+ 2.3%
Total Sales	74	99	+ 33.8%	130	188	+ 44.6%
Days on Market Until Sale	109	104	- 4.6%	105	113	+ 7.6%
Median Closed Price*	\$621,500	\$630,000	+ 1.4%	\$750,000	\$675,000	- 10.0%
Average Closed Price*	\$992,720	\$1,091,983	+ 10.0%	\$1,090,181	\$1,043,333	- 4.3%
Percent of List Price Received*	94.2%	94.7%	+ 0.5%	94.5%	94.5%	0.0%
Inventory of Homes for Sale	1,061	866	- 18.4%	—	—	—
Months Supply of Inventory	12.3	9.2	- 25.2%	—	—	—

\* 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.

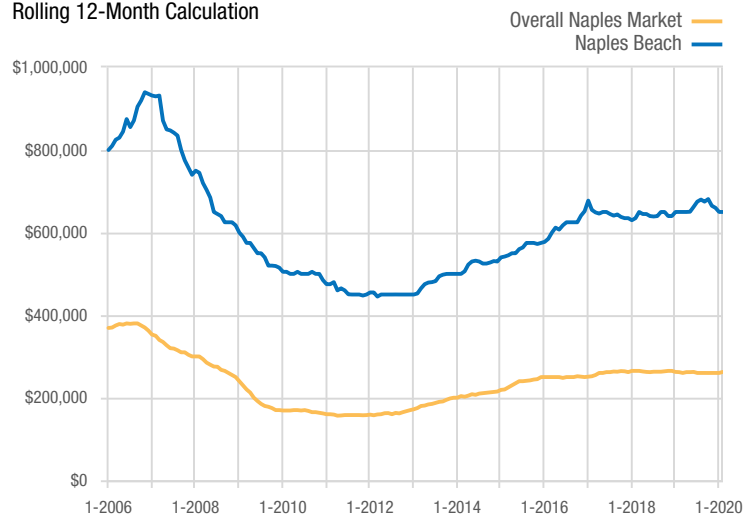
### Median Closed Price - Single Family

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 – February 2020

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## North Naples

34109, 34110, 34119

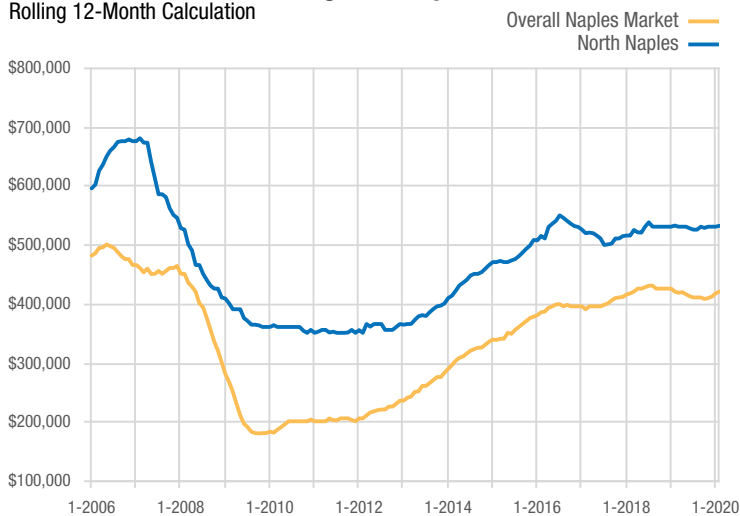
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	197	172	- 12.7%	459	415	- 9.6%
Total Sales	77	96	+ 24.7%	149	168	+ 12.8%
Days on Market Until Sale	108	71	- 34.3%	99	83	- 16.2%
Median Closed Price*	\$519,000	\$580,000	+ 11.8%	\$555,000	\$576,500	+ 3.9%
Average Closed Price*	\$765,003	\$736,949	- 3.7%	\$745,794	\$769,844	+ 3.2%
Percent of List Price Received*	94.9%	95.6%	+ 0.7%	95.0%	95.6%	+ 0.6%
Inventory of Homes for Sale	1,093	753	- 31.1%	—	—	—
Months Supply of Inventory	10.4	6.8	- 34.6%	—	—	—

Condo	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	191	208	+ 8.9%	470	462	- 1.7%
Total Sales	72	111	+ 54.2%	157	217	+ 38.2%
Days on Market Until Sale	114	77	- 32.5%	110	80	- 27.3%
Median Closed Price*	\$280,000	\$285,000	+ 1.8%	\$278,000	\$275,000	- 1.1%
Average Closed Price*	\$364,261	\$358,805	- 1.5%	\$362,530	\$383,950	+ 5.9%
Percent of List Price Received*	95.3%	96.1%	+ 0.8%	95.2%	95.7%	+ 0.5%
Inventory of Homes for Sale	1,049	748	- 28.7%	—	—	—
Months Supply of Inventory	9.0	6.0	- 33.3%	—	—	—

\* 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.

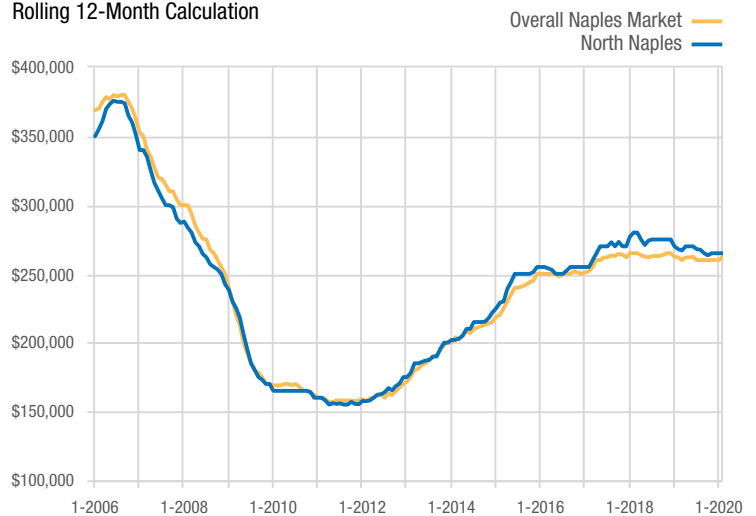
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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 – February 2020

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## Central Naples

34104, 34105, 34116

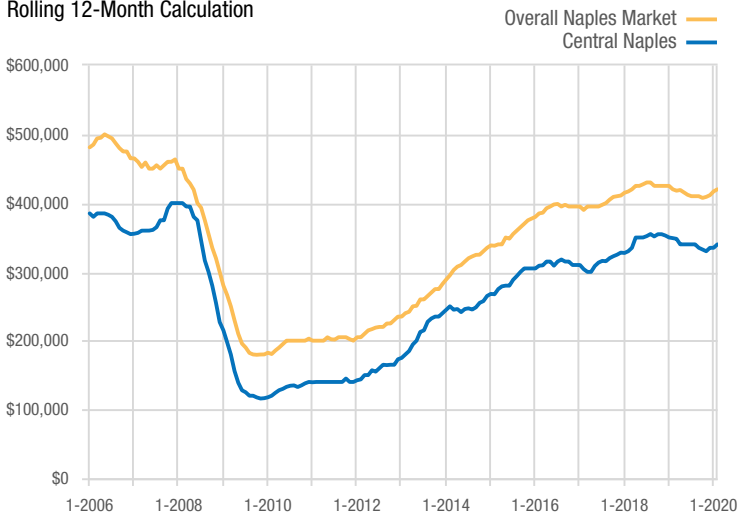
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	109	<b>100</b>	- 8.3%	252	<b>234</b>	- 7.1%
Total Sales	37	<b>53</b>	+ 43.2%	77	<b>109</b>	+ 41.6%
Days on Market Until Sale	93	<b>101</b>	+ 8.6%	87	<b>100</b>	+ 14.9%
Median Closed Price*	\$305,000	<b>\$355,000</b>	+ 16.4%	\$305,000	<b>\$354,000</b>	+ 16.1%
Average Closed Price*	\$395,116	<b>\$486,634</b>	+ 23.2%	\$468,286	<b>\$495,630</b>	+ 5.8%
Percent of List Price Received*	96.0%	<b>95.0%</b>	- 1.0%	96.3%	<b>95.7%</b>	- 0.6%
Inventory of Homes for Sale	535	<b>364</b>	- 32.0%	—	—	—
Months Supply of Inventory	9.5	<b>5.8</b>	- 38.9%	—	—	—

Condo	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	123	<b>118</b>	- 4.1%	268	<b>259</b>	- 3.4%
Total Sales	59	<b>65</b>	+ 10.2%	107	<b>123</b>	+ 15.0%
Days on Market Until Sale	109	<b>73</b>	- 33.0%	110	<b>81</b>	- 26.4%
Median Closed Price*	\$180,000	<b>\$205,000</b>	+ 13.9%	\$180,000	<b>\$191,250</b>	+ 6.3%
Average Closed Price*	\$208,667	<b>\$218,556</b>	+ 4.7%	\$214,656	<b>\$213,324</b>	- 0.6%
Percent of List Price Received*	94.5%	<b>95.6%</b>	+ 1.2%	94.9%	<b>95.1%</b>	+ 0.2%
Inventory of Homes for Sale	541	<b>369</b>	- 31.8%	—	—	—
Months Supply of Inventory	7.7	<b>5.4</b>	- 29.9%	—	—	—

\* 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.

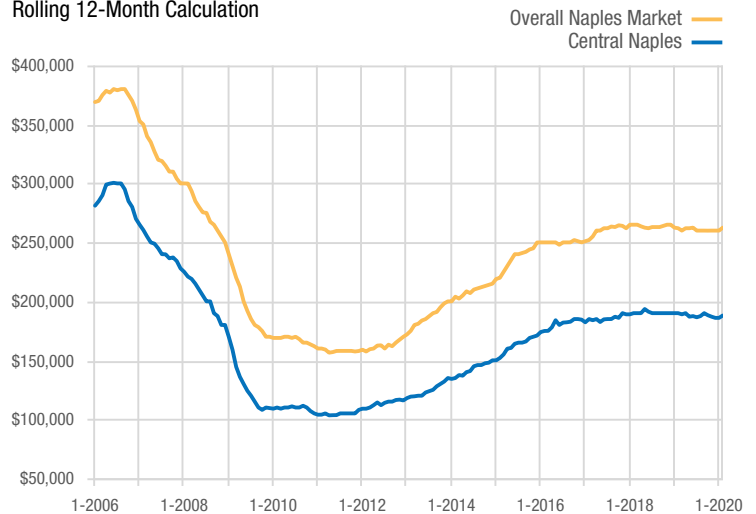
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – February 2020

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## South Naples

34112, 34113

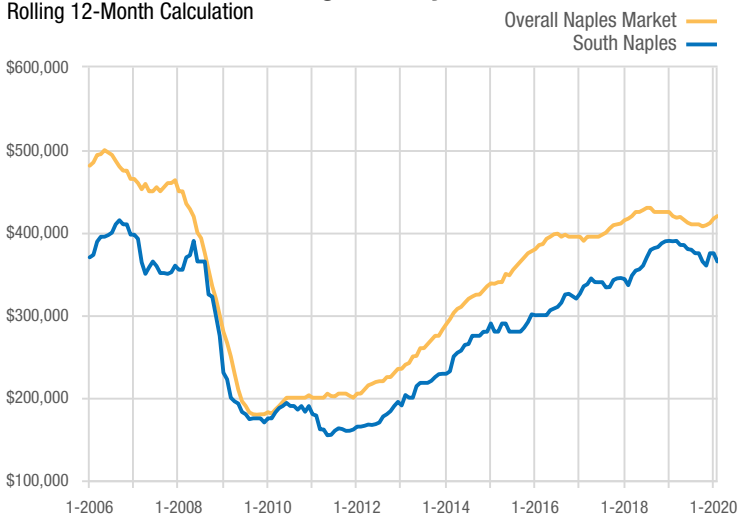
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	87	<b>116</b>	+ 33.3%	230	<b>240</b>	+ 4.3%
Total Sales	38	<b>42</b>	+ 10.5%	80	<b>83</b>	+ 3.8%
Days on Market Until Sale	82	<b>115</b>	+ 40.2%	93	<b>116</b>	+ 24.7%
Median Closed Price*	\$434,750	<b>\$365,000</b>	- 16.0%	\$395,000	<b>\$367,000</b>	- 7.1%
Average Closed Price*	\$506,713	<b>\$431,664</b>	- 14.8%	\$460,233	<b>\$464,999</b>	+ 1.0%
Percent of List Price Received*	94.4%	<b>95.9%</b>	+ 1.6%	94.3%	<b>95.5%</b>	+ 1.3%
Inventory of Homes for Sale	493	<b>368</b>	- 25.4%	—	—	—
Months Supply of Inventory	10.6	<b>7.3</b>	- 31.1%	—	—	—

Condo	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	147	<b>158</b>	+ 7.5%	403	<b>372</b>	- 7.7%
Total Sales	69	<b>89</b>	+ 29.0%	128	<b>162</b>	+ 26.6%
Days on Market Until Sale	86	<b>98</b>	+ 14.0%	79	<b>109</b>	+ 38.0%
Median Closed Price*	\$215,000	<b>\$232,000</b>	+ 7.9%	\$215,000	<b>\$220,000</b>	+ 2.3%
Average Closed Price*	\$229,795	<b>\$245,878</b>	+ 7.0%	\$235,735	<b>\$249,247</b>	+ 5.7%
Percent of List Price Received*	95.0%	<b>95.2%</b>	+ 0.2%	95.2%	<b>95.1%</b>	- 0.1%
Inventory of Homes for Sale	850	<b>599</b>	- 29.5%	—	—	—
Months Supply of Inventory	10.9	<b>6.1</b>	- 44.0%	—	—	—

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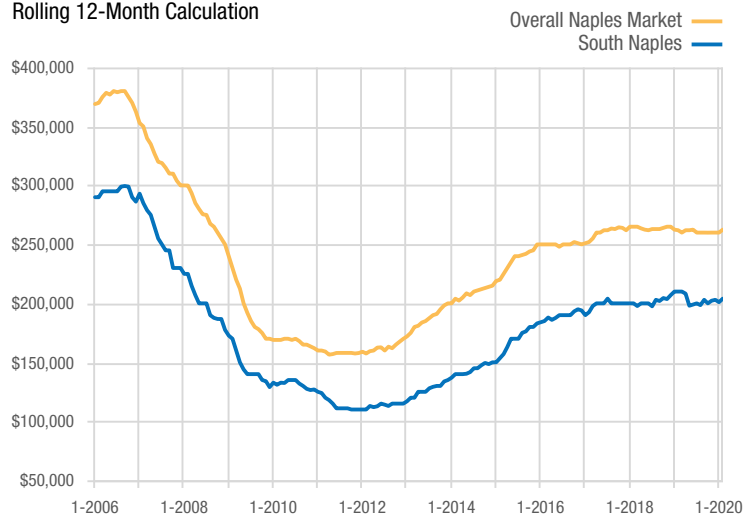
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## East Naples

34114, 34117, 34120, 34137

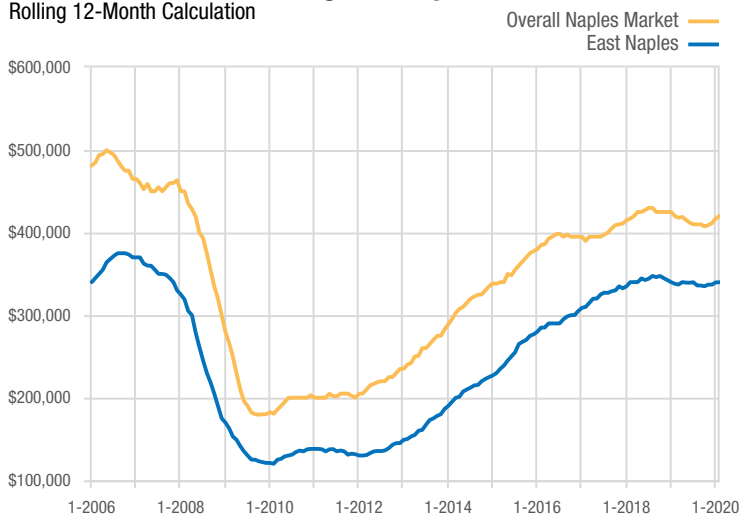
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	242	<b>216</b>	- 10.7%	490	<b>465</b>	- 5.1%
Total Sales	101	<b>116</b>	+ 14.9%	209	<b>230</b>	+ 10.0%
Days on Market Until Sale	103	<b>107</b>	+ 3.9%	94	<b>102</b>	+ 8.5%
Median Closed Price*	\$338,000	<b>\$339,250</b>	+ 0.4%	\$325,000	<b>\$339,250</b>	+ 4.4%
Average Closed Price*	\$388,120	<b>\$404,031</b>	+ 4.1%	\$389,491	<b>\$410,275</b>	+ 5.3%
Percent of List Price Received*	96.4%	<b>96.7%</b>	+ 0.3%	96.6%	<b>96.7%</b>	+ 0.1%
Inventory of Homes for Sale	1,098	<b>729</b>	- 33.6%	—	—	—
Months Supply of Inventory	9.1	<b>5.1</b>	- 44.0%	—	—	—

Condo	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	100	<b>90</b>	- 10.0%	214	<b>205</b>	- 4.2%
Total Sales	34	<b>49</b>	+ 44.1%	62	<b>89</b>	+ 43.5%
Days on Market Until Sale	80	<b>106</b>	+ 32.5%	84	<b>105</b>	+ 25.0%
Median Closed Price*	\$257,500	<b>\$269,500</b>	+ 4.7%	\$245,000	<b>\$267,000</b>	+ 9.0%
Average Closed Price*	\$278,530	<b>\$270,475</b>	- 2.9%	\$270,099	<b>\$279,112</b>	+ 3.3%
Percent of List Price Received*	94.0%	<b>95.5%</b>	+ 1.6%	95.0%	<b>95.4%</b>	+ 0.4%
Inventory of Homes for Sale	510	<b>358</b>	- 29.8%	—	—	—
Months Supply of Inventory	10.9	<b>6.5</b>	- 40.4%	—	—	—

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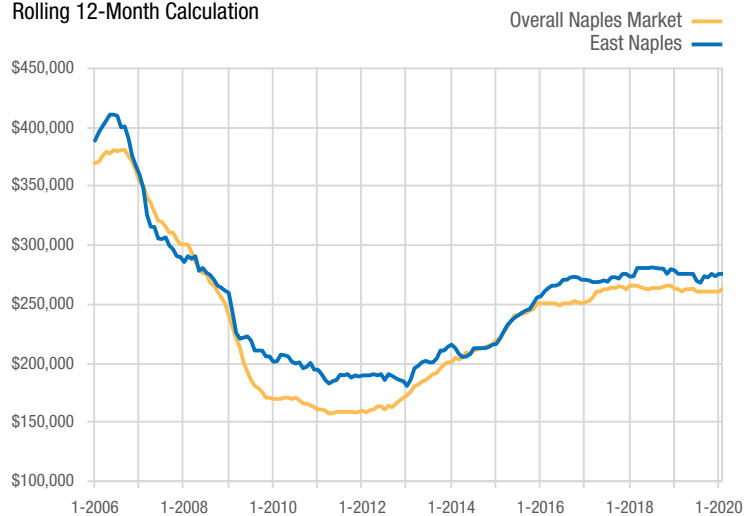
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

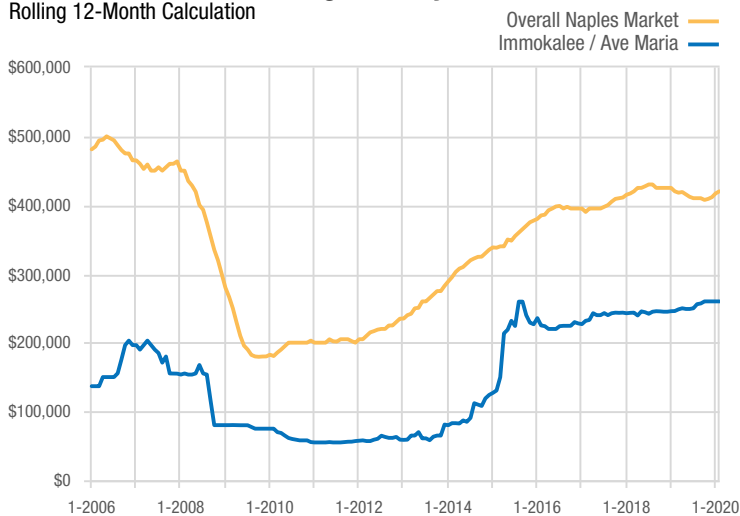
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	25	24	- 4.0%	50	44	- 12.0%
Total Sales	8	11	+ 37.5%	18	29	+ 61.1%
Days on Market Until Sale	116	59	- 49.1%	70	69	- 1.4%
Median Closed Price*	\$283,725	<b>\$280,000</b>	- 1.3%	\$266,475	<b>\$258,000</b>	- 3.2%
Average Closed Price*	\$298,486	<b>\$270,549</b>	- 9.4%	\$274,004	<b>\$268,192</b>	- 2.1%
Percent of List Price Received*	100.2%	<b>96.5%</b>	- 3.7%	97.8%	<b>97.5%</b>	- 0.3%
Inventory of Homes for Sale	109	97	- 11.0%	—	—	—
Months Supply of Inventory	9.0	7.1	- 21.1%	—	—	—

Condo	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
<b>Key Metrics</b>						
New Listings	4	1	- 75.0%	5	8	+ 60.0%
Total Sales	2	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	170	—	—	170	—	—
Median Closed Price*	\$172,265	—	—	\$172,265	—	—
Average Closed Price*	\$172,265	—	—	\$172,265	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	15	17	+ 13.3%	—	—	—
Months Supply of Inventory	10.0	8.1	- 19.0%	—	—	—

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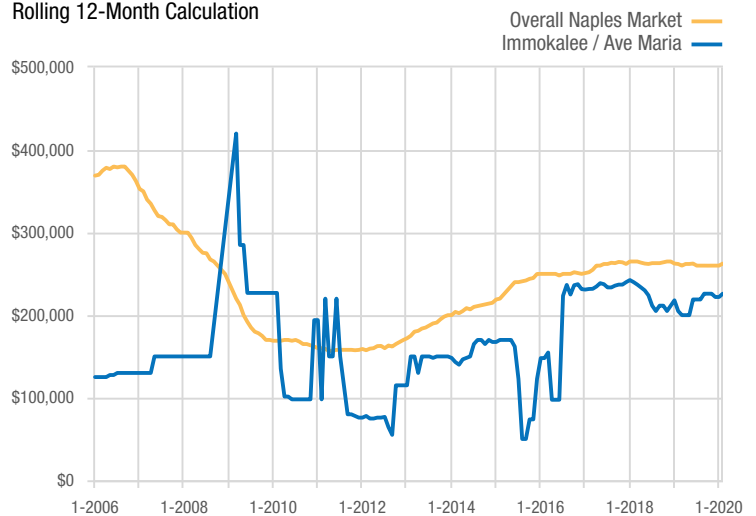
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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