

# Naples Area Market Report



## June 2019

Naples was recently voted the number one southern “boomtown”, which might be one reason showings were up during June. The June 2019 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), revealed that 500 potential buyers were shown homes for sale in the Naples area every day during June. Closed sales over the last 12 months are up in all price categories below \$1 million.

According to the report, only homes in the \$1 million to \$2 million had a median closed price decrease in June. Even though inventory in June dropped almost 12 percent, values are holding steady and the reduced competition provides great opportunities for sellers. Despite the inventory decrease there is still 6.9 months of inventory available, which is well above the Florida average of 4-months supply.

Year over year only properties above \$2 million have had price increases. In fact, the report shows condominiums under \$300,000 have experienced a year over year decrease of 7.6 percent.

The report showed that there were 798 price decreases in June. Yet the month’s overall median closed price increased 1.4 percent to \$335,000 from \$330,400 in June 2018. The single-family home median closed price decreased 8 percent in June, while the condominium market median closed price increased 1.9 percent.

Broker analysts reviewing the June 2019 Market Report recommend sellers consult a REALTOR® before listing a home for sale. A REALTOR® can help a seller price a home competitively. They can also maximize the home’s marketing and help the seller or buyer every step of the way.

## Quick Facts

<b>- 10.3%</b>	<b>+ 1.4%</b>	<b>- 12.9%</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>+ 10.6%</b>	<b>+ 7.2%</b>	<b>+ 4.5%</b>
Price Range With the Strongest Sales: <b>\$300,001 to \$500,000</b>	Bedroom Count With Strongest Sales: <b>3 Bedrooms</b>	Property Type With Strongest Sales: <b>Single Family</b>

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# 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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		1,026	<b>966</b>	- 5.8%	8,715	<b>8,440</b>	- 3.2%
<b>Closed Sales</b>		996	<b>893</b>	- 10.3%	5,476	<b>5,435</b>	- 0.7%
<b>Days on Market Until Sale</b>		94	<b>104</b>	+ 10.6%	95	<b>103</b>	+ 8.4%
<b>Median Closed Price</b>		\$330,400	<b>\$335,000</b>	+ 1.4%	\$349,000	<b>\$340,000</b>	- 2.6%
<b>Average Closed Price</b>		\$631,184	<b>\$630,910</b>	0.0%	\$668,297	<b>\$630,765</b>	- 5.6%
<b>Percent of Current List Price Received</b>		95.4%	<b>95.6%</b>	+ 0.2%	95.5%	<b>95.4%</b>	- 0.1%
<b>Inventory of Homes for Sale</b>		6,353	<b>5,531</b>	- 12.9%	—	—	—
<b>Months Supply of Inventory</b>		8.2	<b>6.9</b>	- 15.9%	—	—	—

# 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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		577	<b>536</b>	- 7.1%	4,274	<b>4,248</b>	- 0.6%
<b>Closed Sales</b>		487	<b>464</b>	- 4.7%	2,584	<b>2,664</b>	+ 3.1%
<b>Days on Market Until Sale</b>		91	<b>98</b>	+ 7.7%	93	<b>102</b>	+ 9.7%
<b>Median Closed Price</b>		\$435,000	<b>\$400,000</b>	- 8.0%	\$436,250	<b>\$415,000</b>	- 4.9%
<b>Average Closed Price</b>		\$875,373	<b>\$773,946</b>	- 11.6%	\$860,394	<b>\$804,776</b>	- 6.5%
<b>Percent of Current List Price Received</b>		95.7%	<b>96.2%</b>	+ 0.5%	95.5%	<b>95.7%</b>	+ 0.2%
<b>Inventory of Homes for Sale</b>		3,223	<b>2,852</b>	- 11.5%	—	—	—
<b>Months Supply of Inventory</b>		8.4	<b>7.1</b>	- 15.5%	—	—	—

# Condo Market Overview

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



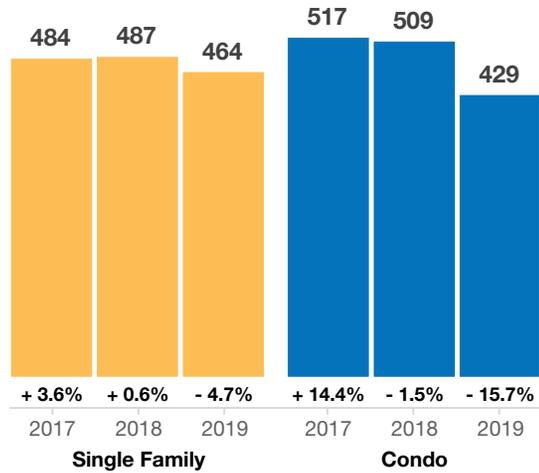
Key Metrics	Historical Sparkbars	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		449	<b>430</b>	- 4.2%	4,441	<b>4,192</b>	- 5.6%
<b>Closed Sales</b>		509	<b>429</b>	- 15.7%	2,892	<b>2,771</b>	- 4.2%
<b>Days on Market Until Sale</b>		98	<b>111</b>	+ 13.3%	97	<b>103</b>	+ 6.2%
<b>Median Closed Price</b>		\$260,000	<b>\$265,000</b>	+ 1.9%	\$275,000	<b>\$270,000</b>	- 1.8%
<b>Average Closed Price</b>		\$397,549	<b>\$476,538</b>	+ 19.9%	\$496,658	<b>\$463,600</b>	- 6.7%
<b>Percent of Current List Price Received</b>		95.2%	<b>95.0%</b>	- 0.2%	95.6%	<b>95.2%</b>	- 0.4%
<b>Inventory of Homes for Sale</b>		3,130	<b>2,679</b>	- 14.4%	—	—	—
<b>Months Supply of Inventory</b>		8.0	<b>6.6</b>	- 17.5%	—	—	—

# Overall Closed Sales

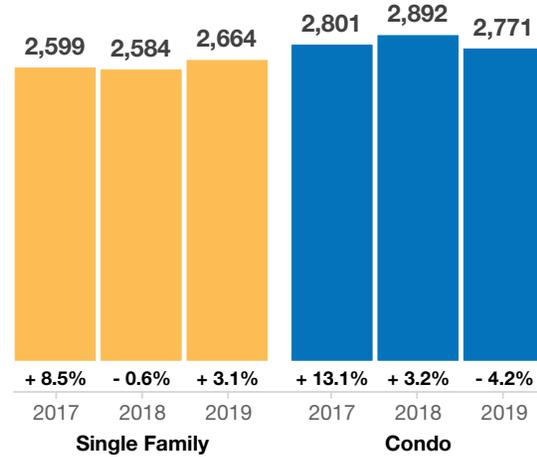
A count of the actual sales that closed in a given month.



## June

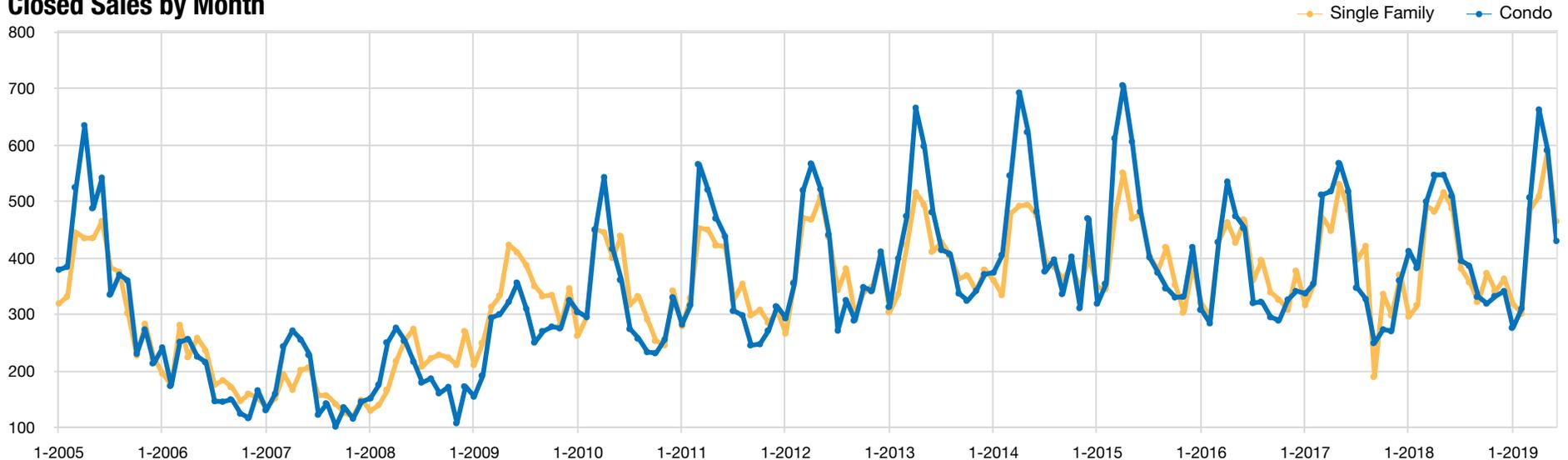


## Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2018	380	- 3.8%	394	+ 13.9%
Aug-2018	356	- 15.2%	385	+ 18.1%
Sep-2018	321	+ 70.7%	330	+ 33.1%
Oct-2018	372	+ 11.0%	318	+ 16.9%
Nov-2018	340	+ 14.5%	331	+ 23.0%
Dec-2018	362	- 1.9%	340	- 5.3%
Jan-2019	318	+ 7.8%	275	- 33.1%
Feb-2019	300	- 4.8%	309	- 18.9%
Mar-2019	485	- 1.2%	506	+ 1.4%
Apr-2019	508	+ 5.6%	662	+ 21.2%
May-2019	589	+ 14.4%	590	+ 8.1%
<b>Jun-2019</b>	<b>464</b>	<b>- 4.7%</b>	<b>429</b>	<b>- 15.7%</b>
12-Month Avg	400	+ 4.7%	406	+ 3.3%

## Closed Sales by Month



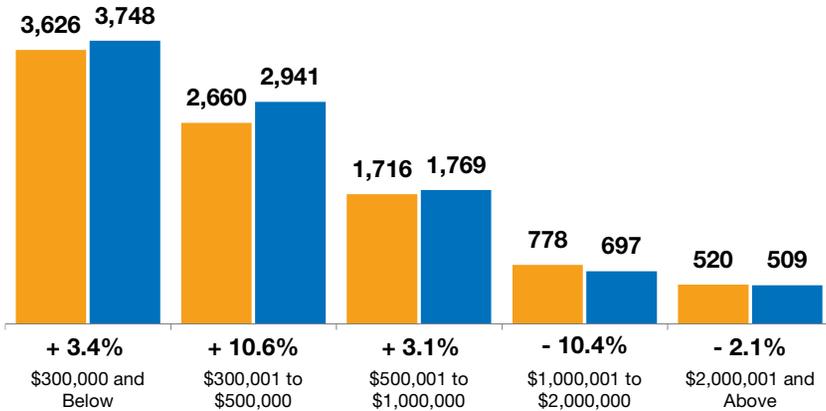
# Overall Closed Sales by Price Range

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



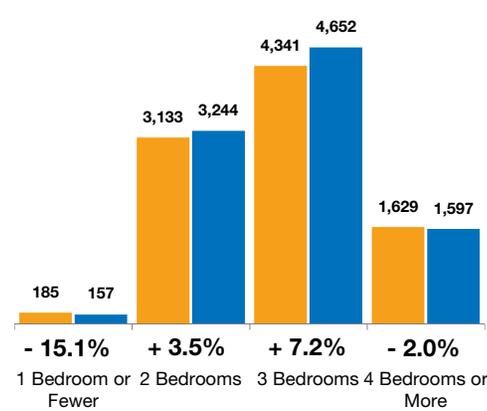
## By Price Range

6-2018 6-2019



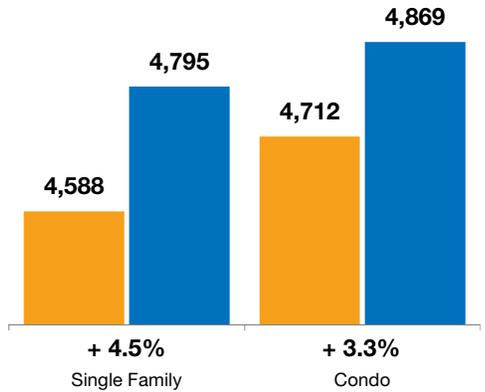
## By Bedroom Count

6-2018 6-2019



## By Property Type

6-2018 6-2019



### All Properties

#### By Price Range

	6-2018	6-2019	Change
\$300,000 and Below	3,626	3,748	+ 3.4%
\$300,001 to \$500,000	2,660	2,941	+ 10.6%
\$500,001 to \$1,000,000	1,716	1,769	+ 3.1%
\$1,000,001 to \$2,000,000	778	697	- 10.4%
\$2,000,001 and Above	520	509	- 2.1%
<b>All Price Ranges</b>	<b>9,300</b>	<b>9,664</b>	<b>+ 3.9%</b>

### Single Family

	6-2018	6-2019	Change
1 Bedroom or Fewer	185	157	- 15.1%
2 Bedrooms	3,133	3,244	+ 3.5%
3 Bedrooms	4,341	4,652	+ 7.2%
4 Bedrooms or More	1,629	1,597	- 2.0%
<b>All Single Family</b>	<b>4,588</b>	<b>4,795</b>	<b>+ 4.5%</b>

### Condo

	6-2018	6-2019	Change
1 Bedroom or Fewer	185	157	- 15.1%
2 Bedrooms	3,133	3,244	+ 3.5%
3 Bedrooms	4,341	4,652	+ 7.2%
4 Bedrooms or More	1,629	1,597	- 2.0%
<b>All Condo</b>	<b>4,712</b>	<b>4,869</b>	<b>+ 3.3%</b>

#### By Bedroom Count

	6-2018	6-2019	Change
1 Bedroom or Fewer	185	157	- 15.1%
2 Bedrooms	3,133	3,244	+ 3.5%
3 Bedrooms	4,341	4,652	+ 7.2%
4 Bedrooms or More	1,629	1,597	- 2.0%
<b>All Bedroom Counts</b>	<b>9,300</b>	<b>9,664</b>	<b>+ 3.9%</b>

	6-2018	6-2019	Change
1 Bedroom or Fewer	23	21	- 8.7%
2 Bedrooms	470	484	+ 3.0%
3 Bedrooms	2,626	2,786	+ 6.1%
4 Bedrooms or More	1,468	1,503	+ 2.4%
<b>All Single Family</b>	<b>4,588</b>	<b>4,795</b>	<b>+ 4.5%</b>

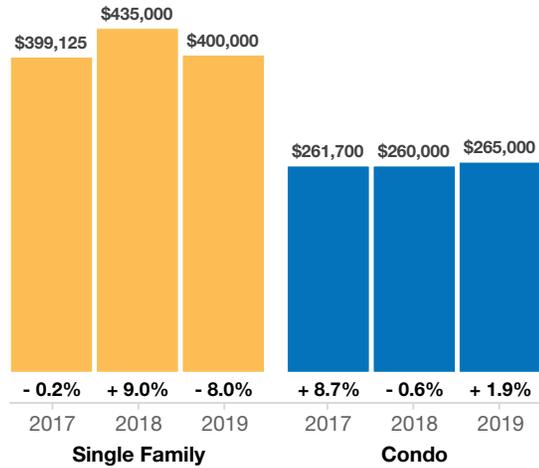
	6-2018	6-2019	Change
1 Bedroom or Fewer	162	136	- 16.0%
2 Bedrooms	2,663	2,760	+ 3.6%
3 Bedrooms	1,715	1,866	+ 8.8%
4 Bedrooms or More	161	94	- 41.6%
<b>All Condo</b>	<b>4,712</b>	<b>4,869</b>	<b>+ 3.3%</b>

# Overall Median Closed Price

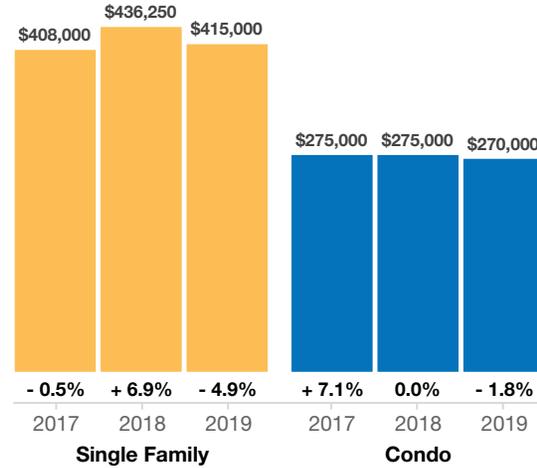
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



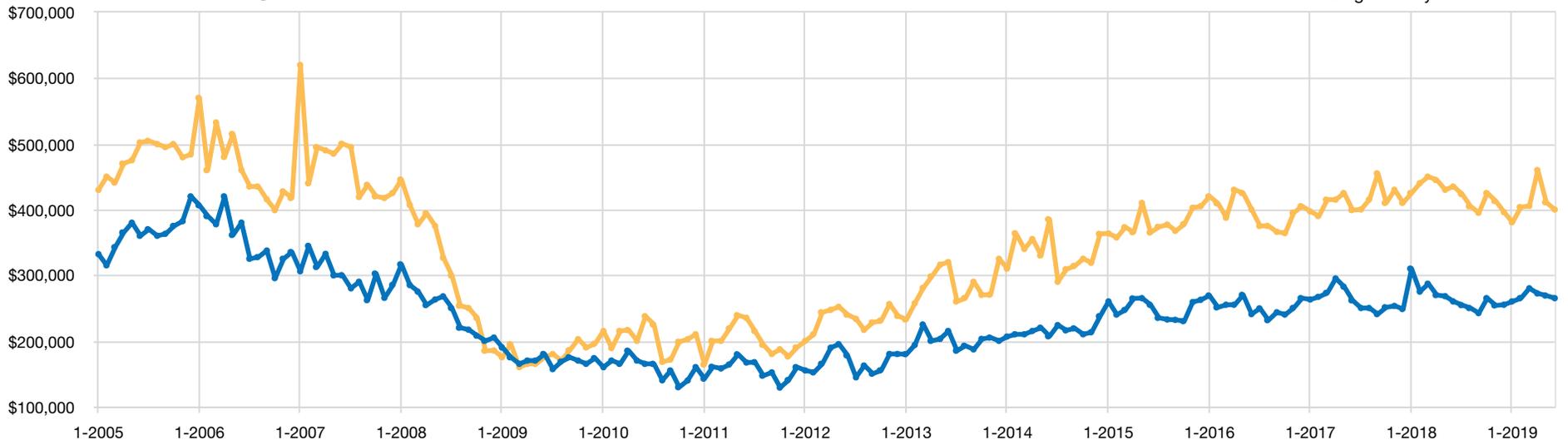
## Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2018	\$423,500	+ 5.9%	\$254,500	+ 1.8%
Aug-2018	\$405,000	- 2.4%	\$250,000	0.0%
Sep-2018	\$395,000	- 13.2%	\$242,250	+ 0.6%
Oct-2018	\$425,000	+ 3.7%	\$265,000	+ 5.5%
Nov-2018	\$413,000	- 4.0%	\$254,000	+ 0.3%
Dec-2018	\$395,900	- 3.4%	\$255,000	+ 2.6%
Jan-2019	\$380,500	- 10.5%	\$260,000	- 16.1%
Feb-2019	\$403,750	- 8.2%	\$265,000	- 3.6%
Mar-2019	\$405,500	- 9.9%	\$280,000	- 2.4%
Apr-2019	\$460,000	+ 3.4%	\$272,250	+ 0.9%
May-2019	\$411,000	- 4.4%	\$269,000	+ 0.4%
<b>Jun-2019</b>	<b>\$400,000</b>	<b>- 8.0%</b>	<b>\$265,000</b>	<b>+ 1.9%</b>
12-Month Avg*	\$413,625	- 3.2%	\$262,250	+ 0.1%

\* Median Closed Price for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Median Closed Price by Month



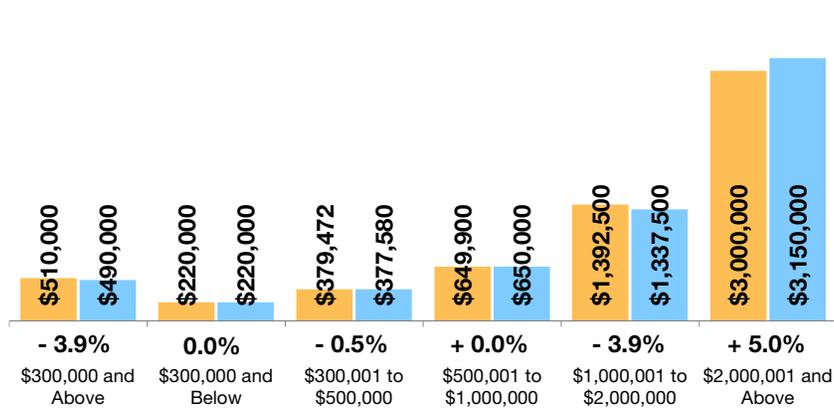
# Overall Median Closed Price by Price Range

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



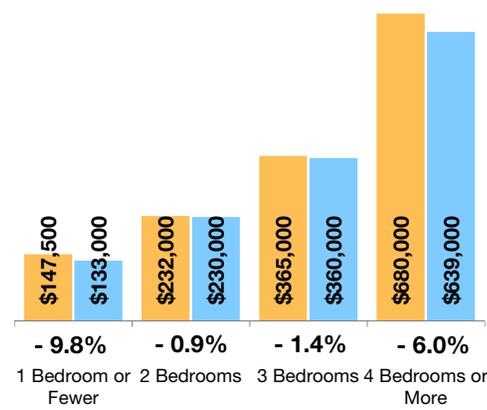
## By Price Range

6-2018 6-2019



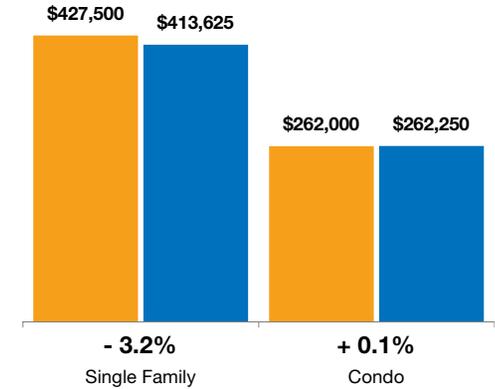
## By Bedroom Count

6-2018 6-2019



## By Property Type

6-2018 6-2019



### All Properties

#### By Price Range

	6-2018	6-2019	Change
\$300,000 and Above	\$510,000	\$490,000	-3.9%
\$300,000 and Below	\$220,000	\$220,000	0.0%
\$300,001 to \$500,000	\$379,472	\$377,580	-0.5%
\$500,001 to \$1,000,000	\$649,900	\$650,000	+0.0%
\$1,000,001 to \$2,000,000	\$1,392,500	\$1,337,500	-3.9%
\$2,000,001 and Above	\$3,000,000	\$3,150,000	+5.0%
<b>All Price Ranges</b>	<b>\$335,000</b>	<b>\$334,000</b>	<b>-0.3%</b>

### Single Family

	6-2018	6-2019	Change
\$300,000 and Above	\$510,000	\$495,000	-2.9%
\$300,000 and Below	\$255,000	\$260,000	+2.0%
\$300,001 to \$500,000	\$389,000	\$385,000	-1.0%
\$500,001 to \$1,000,000	\$642,000	\$648,968	+1.1%
\$1,000,001 to \$2,000,000	\$1,341,000	\$1,350,000	+0.7%
\$2,000,001 and Above	\$3,300,000	\$3,347,500	+1.4%
<b>All Single Family</b>	<b>\$427,500</b>	<b>\$413,625</b>	<b>-3.2%</b>

### Condo

	6-2018	6-2019	Change
\$300,000 and Above	\$510,000	\$471,250	-7.6%
\$300,000 and Below	\$203,000	\$200,000	-1.5%
\$300,001 to \$500,000	\$360,000	\$365,000	+1.4%
\$500,001 to \$1,000,000	\$664,000	\$675,000	+1.7%
\$1,000,001 to \$2,000,000	\$1,475,000	\$1,325,000	-10.2%
\$2,000,001 and Above	\$2,550,000	\$2,850,000	+11.8%
<b>All Condo</b>	<b>\$262,000</b>	<b>\$262,250</b>	<b>+0.1%</b>

#### By Bedroom Count

	6-2018	6-2019	Change
1 Bedroom or Fewer	\$147,500	\$133,000	-9.8%
2 Bedrooms	\$232,000	\$230,000	-0.9%
3 Bedrooms	\$365,000	\$360,000	-1.4%
4 Bedrooms or More	\$680,000	\$639,000	-6.0%
<b>All Bedroom Counts</b>	<b>\$335,000</b>	<b>\$334,000</b>	<b>-0.3%</b>

	6-2018	6-2019	Change
1 Bedroom or Fewer	\$75,000	\$80,000	+6.7%
2 Bedrooms	\$280,000	\$277,000	-1.1%
3 Bedrooms	\$389,000	\$376,500	-3.2%
4 Bedrooms or More	\$650,000	\$635,000	-2.3%
<b>All Single Family</b>	<b>\$427,500</b>	<b>\$413,625</b>	<b>-3.2%</b>

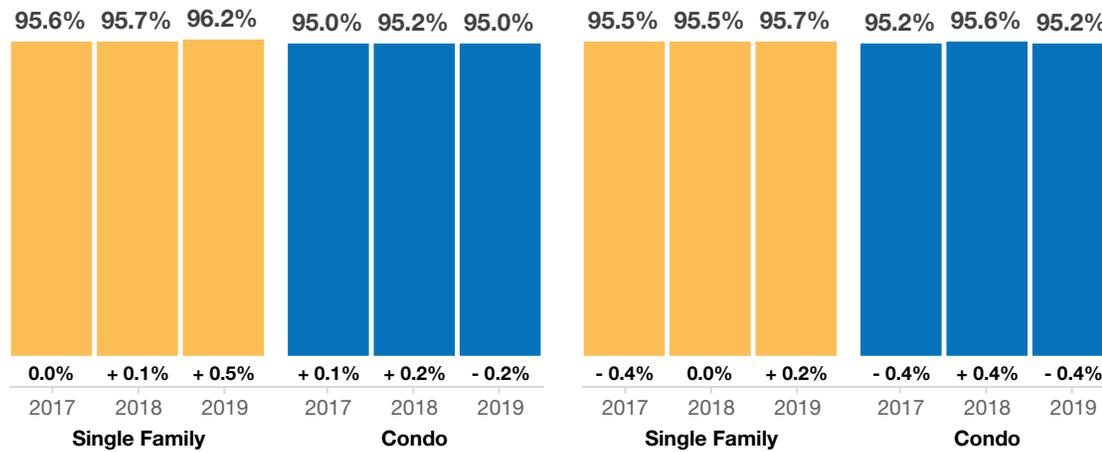
	6-2018	6-2019	Change
1 Bedroom or Fewer	\$156,070	\$140,000	-10.3%
2 Bedrooms	\$221,000	\$222,000	+0.5%
3 Bedrooms	\$320,000	\$325,000	+1.6%
4 Bedrooms or More	\$1,730,000	\$767,500	-55.6%
<b>All Condo</b>	<b>\$262,000</b>	<b>\$262,250</b>	<b>+0.1%</b>

# Overall Percent of Current List Price Received

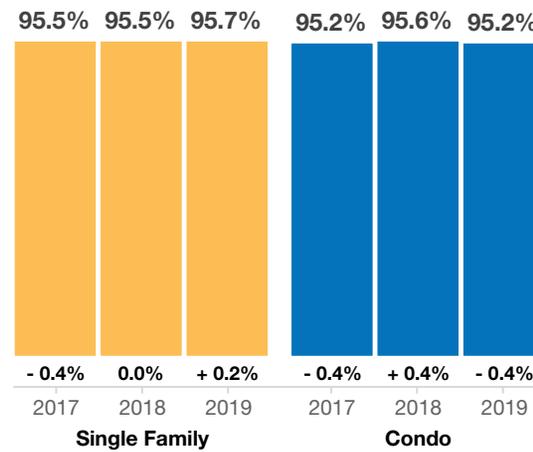
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June



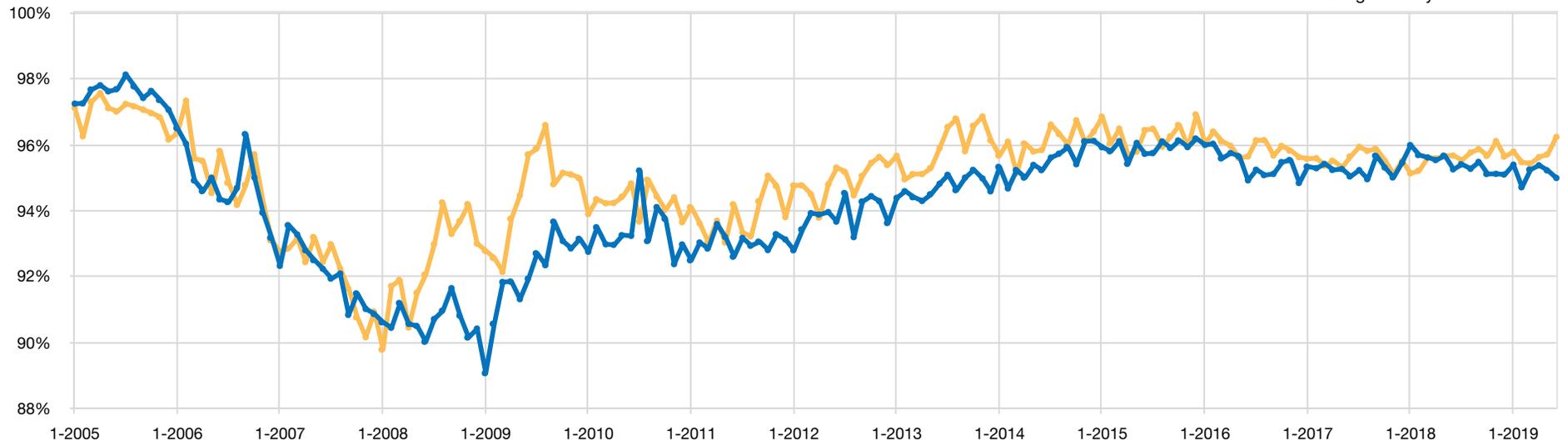
## Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2018	95.5%	- 0.4%	95.4%	+ 0.2%
Aug-2018	95.7%	- 0.1%	95.3%	+ 0.4%
Sep-2018	95.8%	- 0.1%	95.5%	- 0.1%
Oct-2018	95.6%	+ 0.1%	95.1%	- 0.2%
Nov-2018	96.1%	+ 1.1%	95.1%	+ 0.1%
Dec-2018	95.6%	+ 0.1%	95.1%	- 0.3%
Jan-2019	95.8%	+ 0.7%	95.4%	- 0.6%
Feb-2019	95.5%	+ 0.3%	94.7%	- 1.0%
Mar-2019	95.4%	- 0.2%	95.2%	- 0.4%
Apr-2019	95.6%	0.0%	95.4%	- 0.1%
May-2019	95.7%	+ 0.1%	95.2%	- 0.4%
<b>Jun-2019</b>	<b>96.2%</b>	<b>+ 0.5%</b>	<b>95.0%</b>	<b>- 0.2%</b>
12-Month Avg*	95.7%	+ 0.2%	95.2%	- 0.3%

\* Pct. of List Price Received for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Overall Percent of Current List Price Received by Month



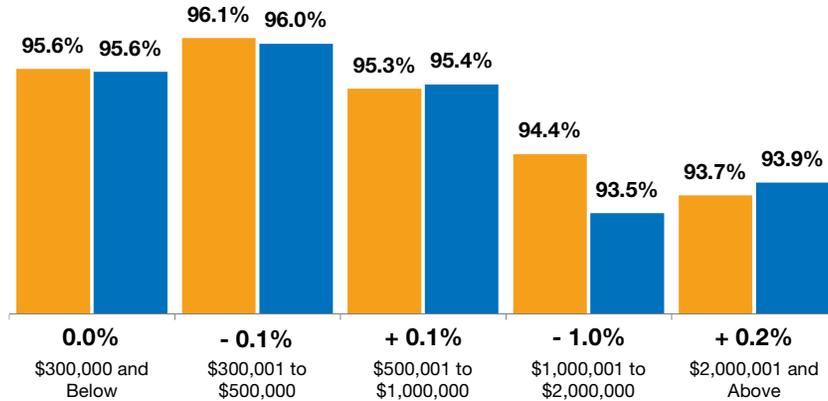
# Overall Percent of List Price Received by Price Range

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.



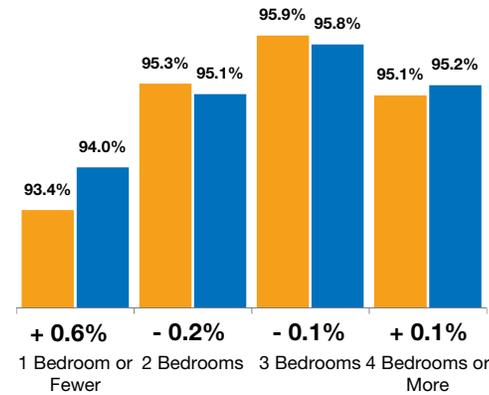
## By Price Range

6-2018 6-2019



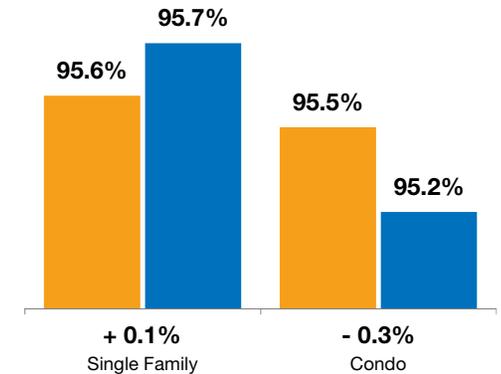
## By Bedroom Count

6-2018 6-2019



## By Property Type

6-2018 6-2019



### All Properties

By Price Range	6-2018	6-2019	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.1%	96.0%	- 0.1%
\$500,001 to \$1,000,000	95.3%	95.4%	+ 0.1%
\$1,000,001 to \$2,000,000	94.4%	93.5%	- 1.0%
\$2,000,001 and Above	93.7%	93.9%	+ 0.2%
<b>All Price Ranges</b>	<b>95.5%</b>	<b>95.5%</b>	<b>0.0%</b>

### Single Family

6-2018	6-2019	Change	6-2018	6-2019	Change
96.4%	96.6%	+ 0.2%	95.3%	95.2%	- 0.1%
96.2%	96.2%	0.0%	95.8%	95.6%	- 0.2%
95.3%	95.5%	+ 0.2%	95.3%	95.2%	- 0.1%
93.0%	93.1%	+ 0.1%	95.8%	94.0%	- 1.9%
93.1%	93.5%	+ 0.4%	95.6%	94.9%	- 0.7%
<b>95.6%</b>	<b>95.7%</b>	<b>+ 0.1%</b>	<b>95.5%</b>	<b>95.2%</b>	<b>- 0.3%</b>

### Condo

By Bedroom Count	6-2018	6-2019	Change
1 Bedroom or Fewer	93.4%	94.0%	+ 0.6%
2 Bedrooms	95.3%	95.1%	- 0.2%
3 Bedrooms	95.9%	95.8%	- 0.1%
4 Bedrooms or More	95.1%	95.2%	+ 0.1%
<b>All Bedroom Counts</b>	<b>95.5%</b>	<b>95.5%</b>	<b>0.0%</b>

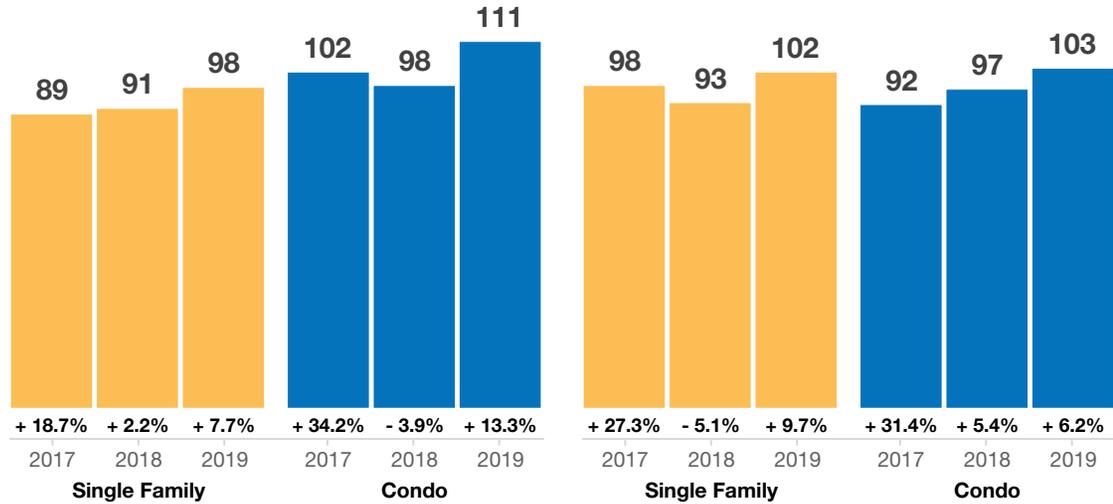
6-2018	6-2019	Change	6-2018	6-2019	Change
89.3%	90.9%	+ 1.8%	94.0%	94.5%	+ 0.5%
94.7%	94.6%	- 0.1%	95.3%	95.2%	- 0.1%
96.2%	96.2%	0.0%	95.6%	95.3%	- 0.3%
94.8%	95.3%	+ 0.5%	97.3%	94.6%	- 2.8%
<b>95.6%</b>	<b>95.7%</b>	<b>+ 0.1%</b>	<b>95.5%</b>	<b>95.2%</b>	<b>- 0.3%</b>

# 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.



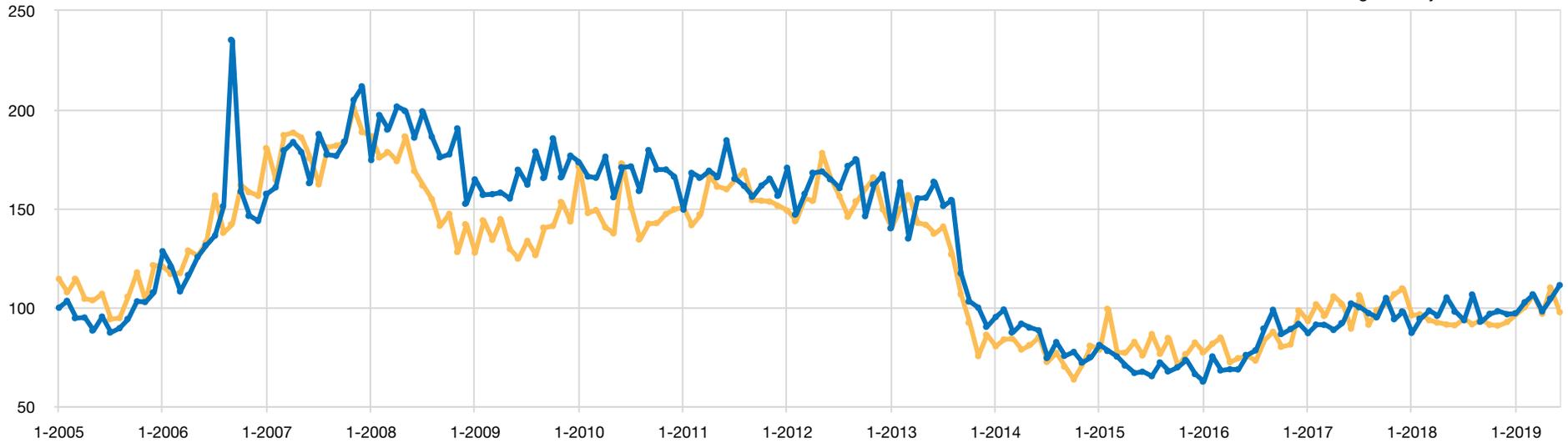
## June



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2018	94	- 11.3%	93	- 7.0%
Aug-2018	91	0.0%	106	+ 9.3%
Sep-2018	94	- 5.1%	93	- 2.1%
Oct-2018	91	- 10.8%	97	- 7.6%
Nov-2018	91	- 15.0%	98	+ 4.3%
Dec-2018	93	- 15.5%	96	- 2.0%
Jan-2019	96	0.0%	97	+ 11.5%
Feb-2019	100	+ 4.2%	103	+ 9.6%
Mar-2019	106	+ 14.0%	107	+ 9.2%
Apr-2019	97	+ 5.4%	98	+ 2.1%
May-2019	110	+ 20.9%	104	- 1.0%
<b>Jun-2019</b>	<b>98</b>	<b>+ 7.7%</b>	<b>111</b>	<b>+ 13.3%</b>
12-Month Avg*	98	+ 0.6%	101	+ 3.5%

\* Days on Market for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Overall Days on Market Until Sale by Month



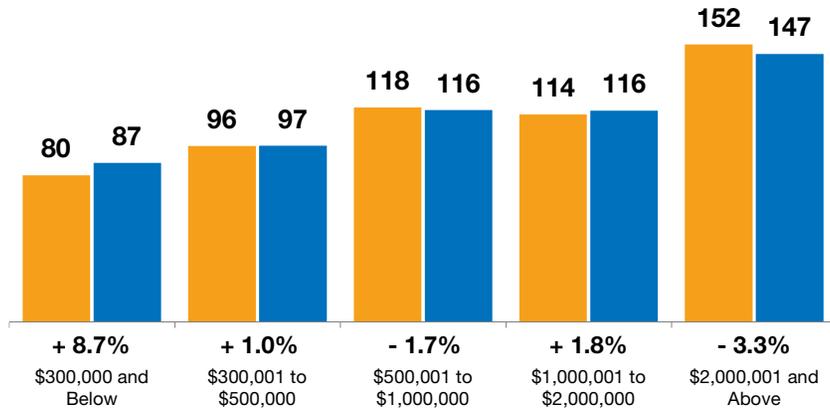
# Overall Days on Market Until Sale by Price Range

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



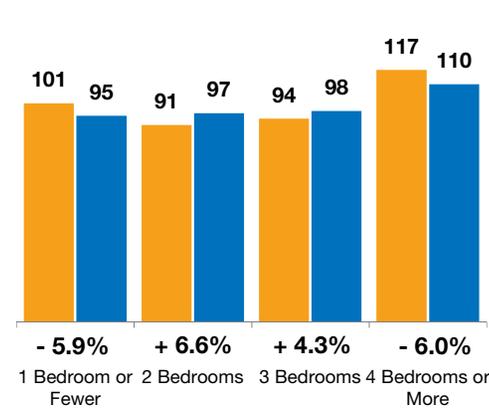
## By Price Range

6-2018 6-2019



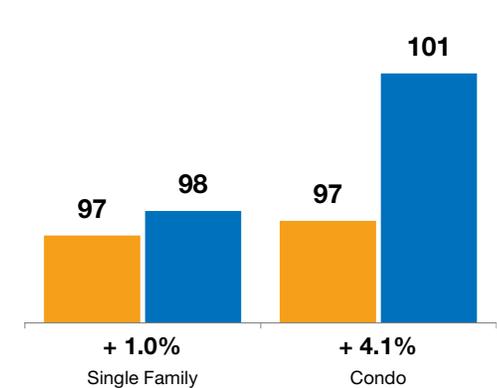
## By Bedroom Count

6-2018 6-2019



## By Property Type

6-2018 6-2019



### All Properties

By Price Range	6-2018	6-2019	Change
\$300,000 and Below	80	87	+ 8.7%
\$300,001 to \$500,000	96	97	+ 1.0%
\$500,001 to \$1,000,000	118	116	- 1.7%
\$1,000,001 to \$2,000,000	114	116	+ 1.8%
\$2,000,001 and Above	152	147	- 3.3%
<b>All Price Ranges</b>	<b>97</b>	<b>99</b>	<b>+ 2.1%</b>

### Single Family

	6-2018	6-2019	Change
1 Bedroom or 2 Bedrooms Fewer	63	70	+ 11.1%
3 Bedrooms	90	94	+ 4.4%
4 Bedrooms	113	110	- 2.7%
4 Bedrooms or More	128	117	- 8.6%
<b>All Single Family</b>	<b>163</b>	<b>161</b>	<b>- 1.2%</b>
<b>All Single Family</b>	<b>97</b>	<b>98</b>	<b>+ 1.0%</b>

### Condo

	6-2018	6-2019	Change
Single Family	88	94	+ 6.8%
Condo	109	100	- 8.3%
Condo	126	128	+ 1.6%
Condo	97	114	+ 17.5%
Condo	120	111	- 7.5%
<b>All Condo</b>	<b>97</b>	<b>101</b>	<b>+ 4.1%</b>

### By Bedroom Count

	6-2018	6-2019	Change
1 Bedroom or Fewer	101	95	- 5.9%
2 Bedrooms	91	97	+ 6.6%
3 Bedrooms	94	98	+ 4.3%
4 Bedrooms or More	117	110	- 6.0%
<b>All Bedroom Counts</b>	<b>97</b>	<b>99</b>	<b>+ 2.1%</b>

	6-2018	6-2019	Change
1 Bedroom or Fewer	166	106	- 36.1%
2 Bedrooms	83	86	+ 3.6%
3 Bedrooms	87	93	+ 6.9%
4 Bedrooms or More	118	110	- 6.8%
<b>All Single Family</b>	<b>97</b>	<b>98</b>	<b>+ 1.0%</b>

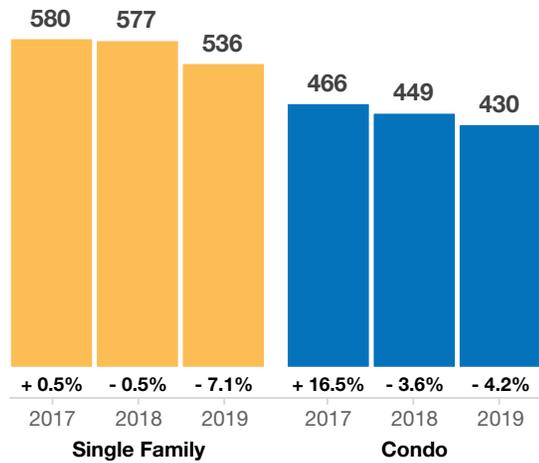
	6-2018	6-2019	Change
Single Family	92	94	+ 2.0%
Condo	93	98	+ 6.2%
Condo	105	105	+ 0.1%
Condo	101	109	+ 7.1%
<b>All Condo</b>	<b>97</b>	<b>101</b>	<b>+ 4.1%</b>

# Overall New Listings by Month

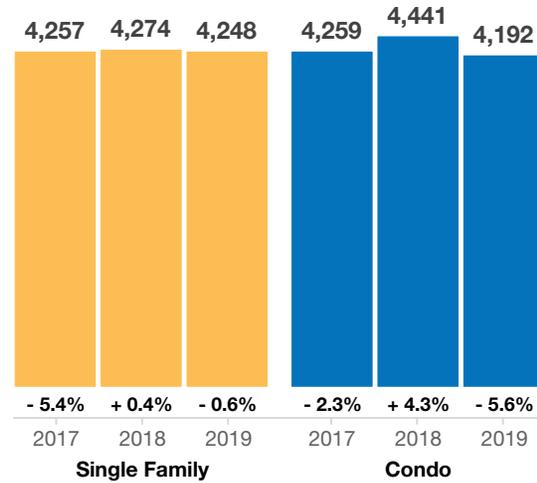
A count of the properties that have been newly listed on the market in a given month.



## June

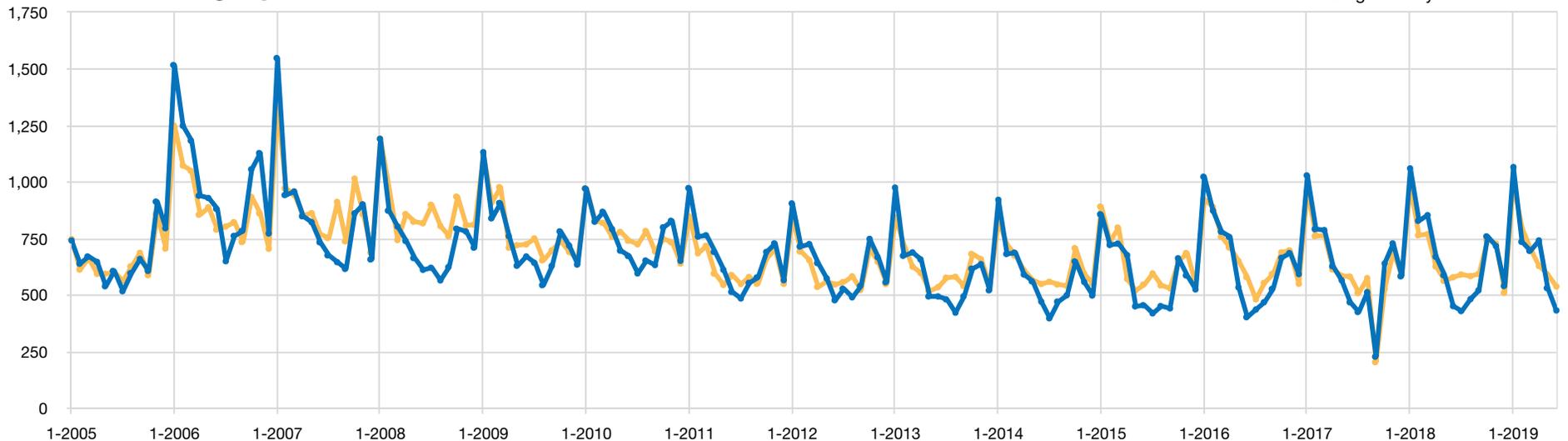


## Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2018	589	+ 16.2%	427	+ 0.9%
Aug-2018	582	+ 1.6%	480	- 6.1%
Sep-2018	592	+ 194.5%	519	+ 130.7%
Oct-2018	743	+ 41.5%	758	+ 18.8%
Nov-2018	726	+ 5.7%	715	- 1.7%
Dec-2018	508	- 13.3%	538	- 7.4%
Jan-2019	997	+ 1.7%	1,065	+ 0.6%
Feb-2019	796	+ 4.3%	734	- 11.2%
Mar-2019	702	- 8.6%	694	- 18.5%
Apr-2019	627	+ 0.3%	740	+ 10.8%
May-2019	590	+ 5.2%	529	- 9.7%
<b>Jun-2019</b>	<b>536</b>	<b>- 7.1%</b>	<b>430</b>	<b>- 4.2%</b>
12-Month Avg	666	+ 8.6%	636	+ 1.1%

## Overall New Listings by Month



# Overall Listing and Sales Summary by Area

## Report June 2019



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jun-19	Jun-18	% Change	Jun-19	Jun-18	% Change	Jun-19	Jun-18	% Change	Jun-19	Jun-18	% Change
<b>Overall Naples Market*</b>	<b>\$335,000</b>	<b>\$330,400</b>	<b>+1.4%</b>	<b>893</b>	<b>996</b>	<b>-10.3%</b>	<b>5,531</b>	<b>6,353</b>	<b>-12.9%</b>	<b>104</b>	<b>94</b>	<b>+10.6%</b>
<b>Collier County</b>	<b>\$345,000</b>	<b>\$343,000</b>	<b>+0.6%</b>	<b>967</b>	<b>1084</b>	<b>-10.8%</b>	<b>6,195</b>	<b>7,080</b>	<b>-12.5%</b>	<b>107</b>	<b>96</b>	<b>+11.5%</b>
Ave Maria	\$285,000	\$254,900	+11.8%	9	7	+28.6%	102	88	+15.9%	140	119	+17.6%
Central Naples	\$275,000	\$240,000	+14.6%	119	165	-27.9%	703	865	-18.7%	82	88	-6.8%
East Naples	\$322,250	\$306,781	+5.0%	209	196	+6.6%	1,044	1,288	-18.9%	92	76	+21.1%
Everglades City	--	--	--	0	0	--	5	4	+25.0%	--	--	--
Immokalee	\$153,500	\$192,500	-20.3%	6	3	+100.0%	11	31	-64.5%	41	40	+2.5%
Immokalee / Ave Maria	\$245,000	\$246,170	-0.5%	15	11	+36.4%	113	117	-3.4%	100	87	+14.9%
Naples	\$339,500	\$335,000	+1.3%	878	986	-11.0%	5,417	6,239	-13.2%	104	94	+10.6%
Naples Beach	\$782,500	\$767,500	+2.0%	190	188	+1.1%	1,236	1,328	-6.9%	131	107	+22.4%
North Naples	\$407,500	\$417,000	-2.3%	229	303	-24.4%	1,495	1,723	-13.2%	103	97	+6.2%
South Naples	\$228,000	\$250,000	-8.8%	131	133	-1.5%	940	1,032	-8.9%	106	108	-1.9%
34102	\$1,125,000	\$827,500	+36.0%	58	50	+16.0%	402	479	-16.1%	154	125	+23.2%
34103	\$1,100,000	\$855,000	+28.7%	51	51	0.0%	331	360	-8.1%	124	116	+6.9%
34104	\$265,000	\$213,900	+23.9%	51	79	-35.4%	310	373	-16.9%	85	80	+6.3%
34105	\$275,000	\$260,000	+5.8%	45	61	-26.2%	302	365	-17.3%	92	107	-14.0%
34108	\$665,000	\$612,500	+8.6%	81	87	-6.9%	503	489	+2.9%	119	91	+30.8%
34109	\$421,000	\$395,000	+6.6%	58	78	-25.6%	346	414	-16.4%	107	84	+27.4%
34110	\$405,000	\$391,500	+3.4%	68	100	-32.0%	573	581	-1.4%	109	102	+6.9%
34112	\$192,800	\$198,000	-2.6%	63	63	0.0%	456	507	-10.1%	103	88	+17.0%
34113	\$280,000	\$293,750	-4.7%	68	70	-2.9%	484	525	-7.8%	109	125	-12.8%
34114	\$325,250	\$312,500	+4.1%	76	66	+15.2%	472	591	-20.1%	112	98	+14.3%
34116	\$270,000	\$276,000	-2.2%	23	25	-8.0%	91	127	-28.3%	58	62	-6.5%
34117	\$327,500	\$310,000	+5.6%	29	20	+45.0%	126	142	-11.3%	71	42	+69.0%
34119	\$400,000	\$450,000	-11.1%	103	125	-17.6%	576	728	-20.9%	96	100	-4.0%
34120	\$318,900	\$304,750	+4.6%	104	110	-5.5%	446	555	-19.6%	84	69	+21.7%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$245,000	\$246,170	-0.5%	15	11	+36.4%	113	117	-3.4%	100	87	+14.9%

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

# Local Market Update – June 2019

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

Naples Area Board of REALTORS®

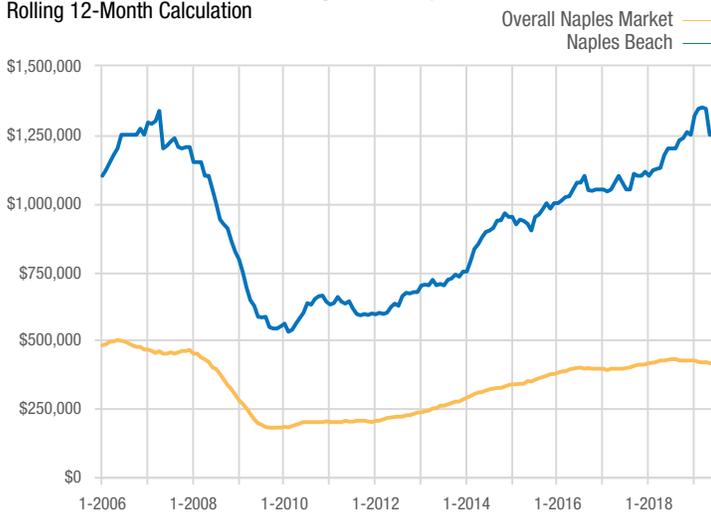
Single Family Key Metrics	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	78	60	- 23.1%	647	645	- 0.3%
Total Sales	81	74	- 8.6%	422	408	- 3.3%
Days on Market Until Sale	107	126	+ 17.8%	107	125	+ 16.8%
Median Closed Price*	\$1,340,000	\$1,275,000	- 4.9%	\$1,422,500	\$1,350,000	- 5.1%
Average Closed Price*	\$2,485,935	\$2,379,670	- 4.3%	\$2,342,067	\$2,350,859	+ 0.4%
Percent of List Price Received*	93.8%	94.9%	+ 1.2%	93.9%	94.1%	+ 0.2%
Inventory of Homes for Sale	547	522	- 4.6%	—	—	—
Months Supply of Inventory	9.4	9.6	+ 2.1%	—	—	—

Condo Key Metrics	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	96	96	0.0%	1,054	981	- 6.9%
Total Sales	107	116	+ 8.4%	673	644	- 4.3%
Days on Market Until Sale	107	135	+ 26.2%	106	113	+ 6.6%
Median Closed Price*	\$612,500	\$637,500	+ 4.1%	\$680,000	\$711,250	+ 4.6%
Average Closed Price*	\$848,350	\$1,040,404	+ 22.6%	\$947,609	\$1,063,613	+ 12.2%
Percent of List Price Received*	94.6%	94.0%	- 0.6%	95.0%	94.6%	- 0.4%
Inventory of Homes for Sale	781	714	- 8.6%	—	—	—
Months Supply of Inventory	9.4	8.1	- 13.8%	—	—	—

\* 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.

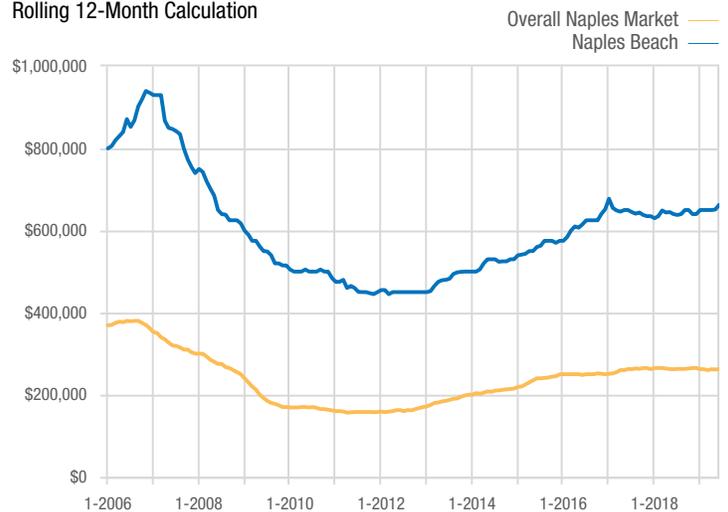
### Median Closed Price - Single Family

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 – June 2019

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

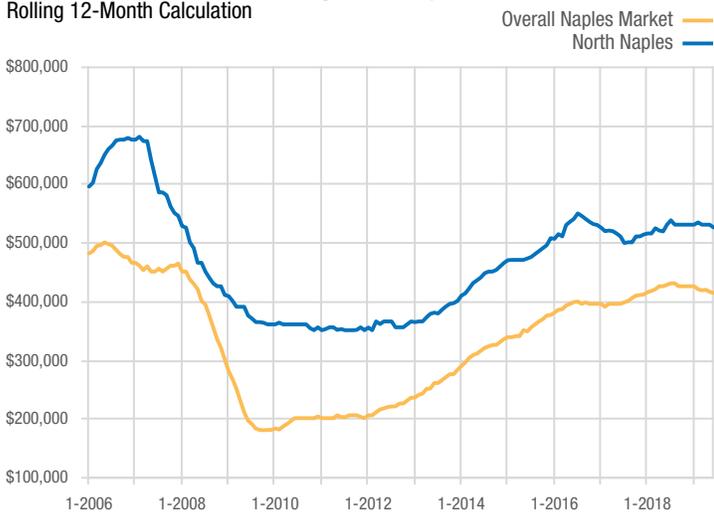
Single Family	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	160	<b>144</b>	- 10.0%	1,191	<b>1,089</b>	- 8.6%
Total Sales	139	<b>115</b>	- 17.3%	679	<b>643</b>	- 5.3%
Days on Market Until Sale	95	<b>102</b>	+ 7.4%	100	<b>103</b>	+ 3.0%
Median Closed Price*	\$595,000	<b>\$500,000</b>	- 16.0%	\$545,000	<b>\$535,000</b>	- 1.8%
Average Closed Price*	\$853,718	<b>\$641,712</b>	- 24.8%	\$786,669	<b>\$732,265</b>	- 6.9%
Percent of List Price Received*	94.6%	<b>95.7%</b>	+ 1.2%	95.0%	<b>95.2%</b>	+ 0.2%
Inventory of Homes for Sale	929	<b>787</b>	- 15.3%	—	—	—
Months Supply of Inventory	9.2	<b>7.8</b>	- 15.2%	—	—	—

Condo	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	135	<b>122</b>	- 9.6%	1,232	<b>1,129</b>	- 8.4%
Total Sales	164	<b>114</b>	- 30.5%	909	<b>713</b>	- 21.6%
Days on Market Until Sale	98	<b>103</b>	+ 5.1%	90	<b>105</b>	+ 16.7%
Median Closed Price*	\$273,450	<b>\$247,450</b>	- 9.5%	\$285,000	<b>\$272,000</b>	- 4.6%
Average Closed Price*	\$348,205	<b>\$317,954</b>	- 8.7%	\$531,353	<b>\$361,493</b>	- 32.0%
Percent of List Price Received*	95.7%	<b>95.4%</b>	- 0.3%	96.2%	<b>95.4%</b>	- 0.8%
Inventory of Homes for Sale	794	<b>708</b>	- 10.8%	—	—	—
Months Supply of Inventory	6.4	<b>6.4</b>	0.0%	—	—	—

\* 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.

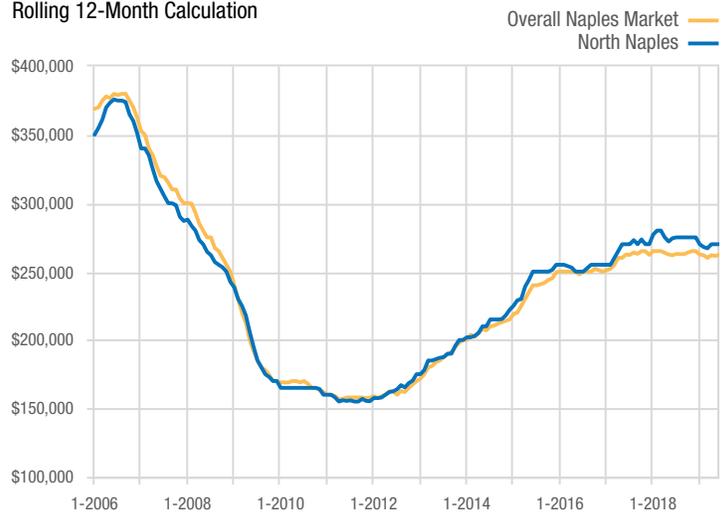
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – June 2019

A Research Tool Provided by Naples Area Board of REALTORS®



## Central Naples

34104, 34105, 34116

Naples Area Board of REALTORS®

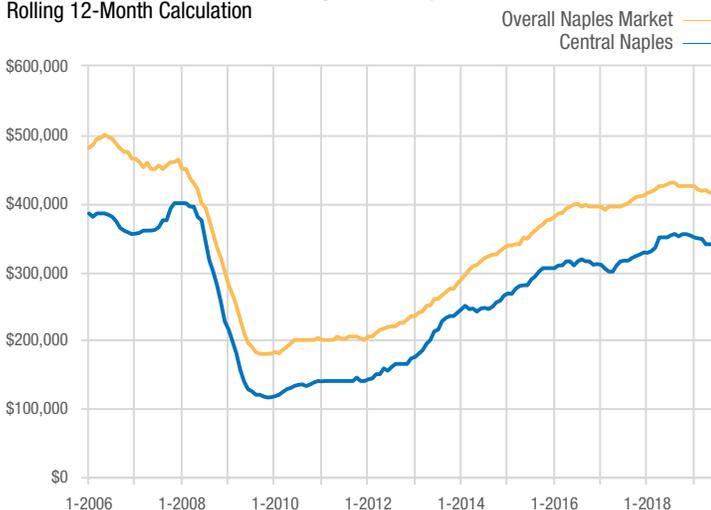
Single Family	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	87	70	- 19.5%	589	598	+ 1.5%
Total Sales	58	60	+ 3.4%	372	380	+ 2.2%
Days on Market Until Sale	78	84	+ 7.7%	79	88	+ 11.4%
Median Closed Price*	\$319,650	<b>\$316,500</b>	- 1.0%	\$354,750	<b>\$329,900</b>	- 7.0%
Average Closed Price*	\$413,989	<b>\$457,739</b>	+ 10.6%	\$634,508	<b>\$523,543</b>	- 17.5%
Percent of List Price Received*	95.7%	<b>96.5%</b>	+ 0.8%	95.9%	<b>96.2%</b>	+ 0.3%
Inventory of Homes for Sale	388	371	- 4.4%	—	—	—
Months Supply of Inventory	7.0	6.4	- 8.6%	—	—	—

Condo	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	71	62	- 12.7%	731	602	- 17.6%
Total Sales	107	59	- 44.9%	456	436	- 4.4%
Days on Market Until Sale	93	81	- 12.9%	85	93	+ 9.4%
Median Closed Price*	\$181,250	<b>\$195,000</b>	+ 7.6%	\$194,000	<b>\$190,000</b>	- 2.1%
Average Closed Price*	\$211,237	<b>\$221,273</b>	+ 4.8%	\$226,739	<b>\$220,243</b>	- 2.9%
Percent of List Price Received*	94.9%	<b>95.3%</b>	+ 0.4%	95.3%	<b>95.3%</b>	0.0%
Inventory of Homes for Sale	477	332	- 30.4%	—	—	—
Months Supply of Inventory	7.3	4.8	- 34.2%	—	—	—

\* 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.

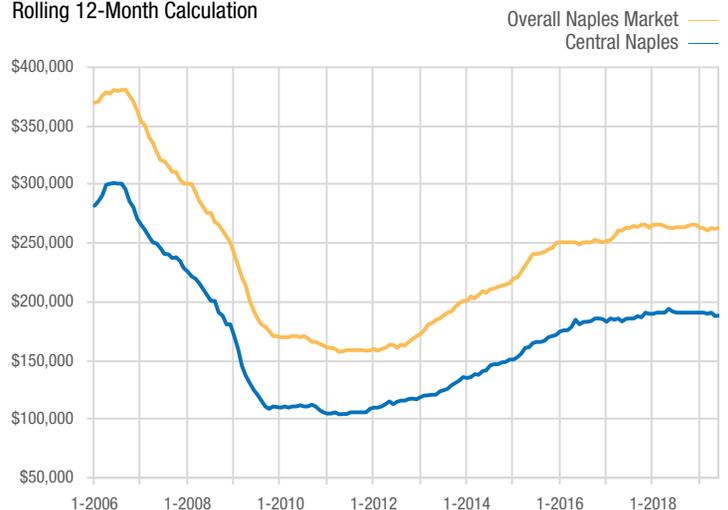
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – June 2019

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

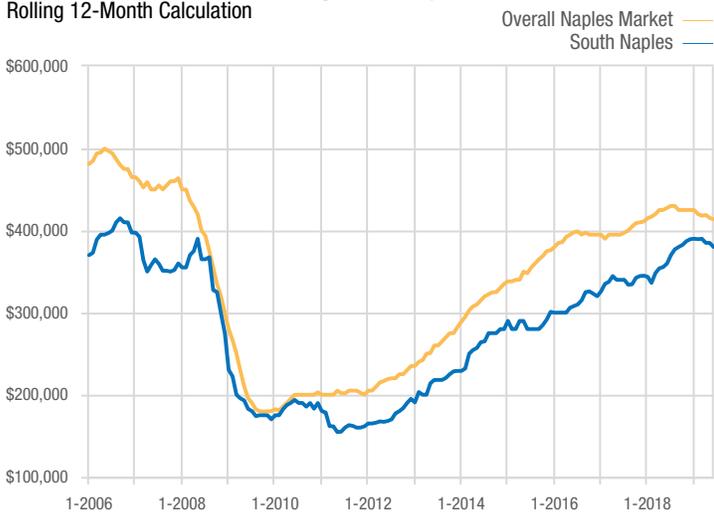
Single Family	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	65	<b>76</b>	+ 16.9%	511	<b>552</b>	+ 8.0%
Total Sales	57	<b>44</b>	- 22.8%	297	<b>310</b>	+ 4.4%
Days on Market Until Sale	121	<b>94</b>	- 22.3%	93	<b>97</b>	+ 4.3%
Median Closed Price*	\$359,500	<b>\$306,500</b>	- 14.7%	\$390,000	<b>\$371,000</b>	- 4.9%
Average Closed Price*	\$426,209	<b>\$349,052</b>	- 18.1%	\$495,014	<b>\$465,805</b>	- 5.9%
Percent of List Price Received*	95.7%	<b>95.9%</b>	+ 0.2%	95.5%	<b>95.0%</b>	- 0.5%
Inventory of Homes for Sale	398	<b>349</b>	- 12.3%	—	—	—
Months Supply of Inventory	8.8	<b>7.6</b>	- 13.6%	—	—	—

Condo	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	84	<b>112</b>	+ 33.3%	879	<b>978</b>	+ 11.3%
Total Sales	76	<b>87</b>	+ 14.5%	524	<b>617</b>	+ 17.7%
Days on Market Until Sale	98	<b>112</b>	+ 14.3%	101	<b>99</b>	- 2.0%
Median Closed Price*	\$204,650	<b>\$200,000</b>	- 2.3%	\$211,747	<b>\$202,000</b>	- 4.6%
Average Closed Price*	\$219,400	<b>\$234,052</b>	+ 6.7%	\$233,338	<b>\$236,118</b>	+ 1.2%
Percent of List Price Received*	95.2%	<b>95.5%</b>	+ 0.3%	95.4%	<b>95.1%</b>	- 0.3%
Inventory of Homes for Sale	634	<b>591</b>	- 6.8%	—	—	—
Months Supply of Inventory	8.5	<b>6.8</b>	- 20.0%	—	—	—

\* 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.

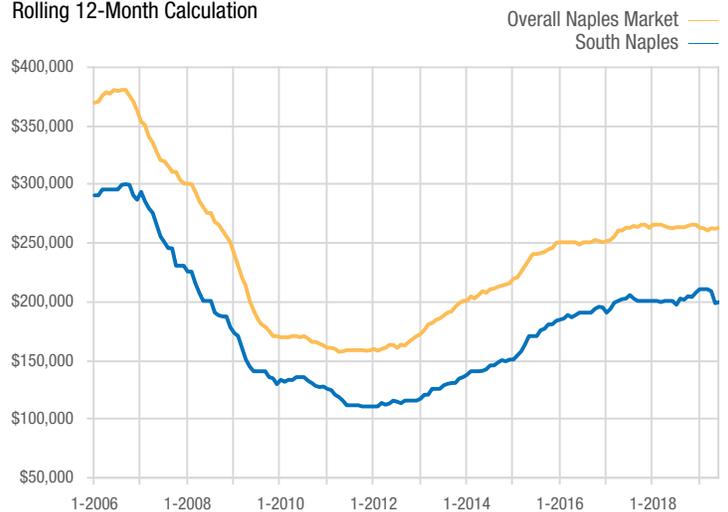
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – June 2019

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## East Naples

34114, 34117, 34120, 34137

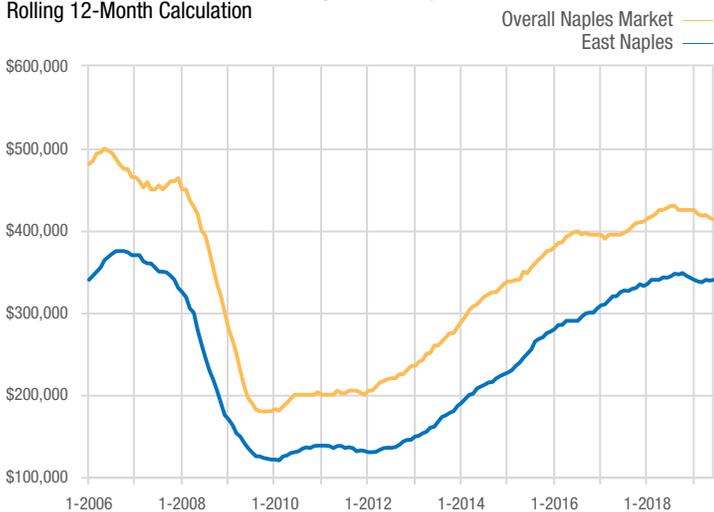
Single Family	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	171	163	- 4.7%	1,188	1,220	+ 2.7%
Total Sales	141	158	+ 12.1%	750	850	+ 13.3%
Days on Market Until Sale	71	87	+ 22.5%	87	99	+ 13.8%
Median Closed Price*	\$325,000	\$330,000	+ 1.5%	\$345,000	\$338,500	- 1.9%
Average Closed Price*	\$390,641	\$397,383	+ 1.7%	\$402,530	\$412,437	+ 2.5%
Percent of List Price Received*	97.6%	97.0%	- 0.6%	96.6%	96.8%	+ 0.2%
Inventory of Homes for Sale	856	727	- 15.1%	—	—	—
Months Supply of Inventory	7.5	5.7	- 24.0%	—	—	—

Condo	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	61	37	- 39.3%	531	484	- 8.9%
Total Sales	55	51	- 7.3%	324	352	+ 8.6%
Days on Market Until Sale	88	110	+ 25.0%	107	100	- 6.5%
Median Closed Price*	\$280,000	\$272,000	- 2.9%	\$280,000	\$275,000	- 1.8%
Average Closed Price*	\$276,305	\$265,661	- 3.9%	\$273,967	\$279,261	+ 1.9%
Percent of List Price Received*	95.5%	95.1%	- 0.4%	95.8%	95.7%	- 0.1%
Inventory of Homes for Sale	432	317	- 26.6%	—	—	—
Months Supply of Inventory	9.7	6.3	- 35.1%	—	—	—

\* 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.

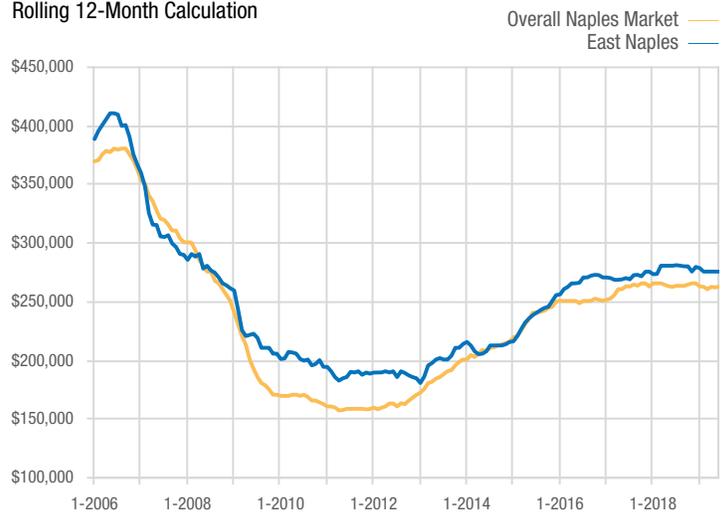
### Median Closed Price - Single Family

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.

# Local Market Update – June 2019

A Research Tool Provided by Naples Area Board of REALTORS®



## Immokalee / Ave Maria

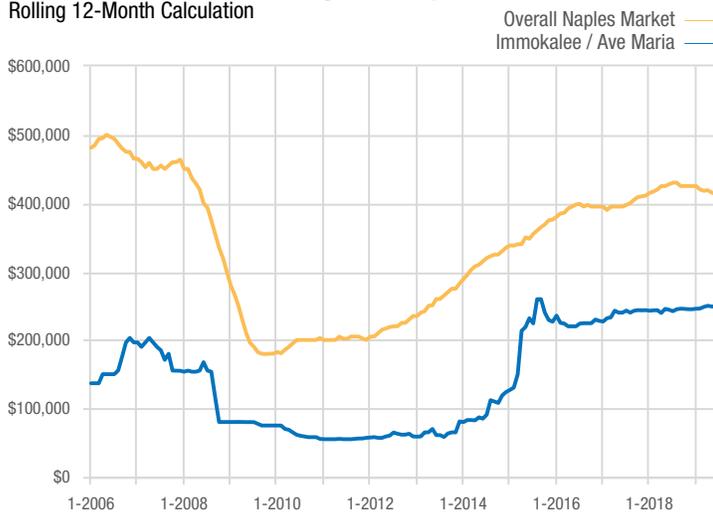
Single Family	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	16	<b>23</b>	+ 43.8%	148	<b>144</b>	- 2.7%
Total Sales	11	<b>13</b>	+ 18.2%	64	<b>73</b>	+ 14.1%
Days on Market Until Sale	87	<b>99</b>	+ 13.8%	72	<b>89</b>	+ 23.6%
Median Closed Price*	\$246,170	<b>\$206,900</b>	- 16.0%	\$244,250	<b>\$250,000</b>	+ 2.4%
Average Closed Price*	\$263,059	<b>\$248,673</b>	- 5.5%	\$246,937	<b>\$263,343</b>	+ 6.6%
Percent of List Price Received*	98.0%	<b>98.3%</b>	+ 0.3%	96.1%	<b>96.7%</b>	+ 0.6%
Inventory of Homes for Sale	105	<b>96</b>	- 8.6%	—	—	—
Months Supply of Inventory	11.3	<b>7.5</b>	- 33.6%	—	—	—

Condo	June			Year-to-Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
<b>Key Metrics</b>						
New Listings	2	<b>1</b>	- 50.0%	14	<b>18</b>	+ 28.6%
Total Sales	0	<b>2</b>	—	6	<b>9</b>	+ 50.0%
Days on Market Until Sale	—	<b>106</b>	—	179	<b>190</b>	+ 6.1%
Median Closed Price*	—	<b>\$267,500</b>	—	\$211,500	<b>\$219,000</b>	+ 3.5%
Average Closed Price*	—	<b>\$267,500</b>	—	\$194,667	<b>\$212,714</b>	+ 9.3%
Percent of List Price Received*	—	<b>95.5%</b>	—	94.9%	<b>97.8%</b>	+ 3.1%
Inventory of Homes for Sale	12	<b>17</b>	+ 41.7%	—	—	—
Months Supply of Inventory	9.0	<b>10.0</b>	+ 11.1%	—	—	—

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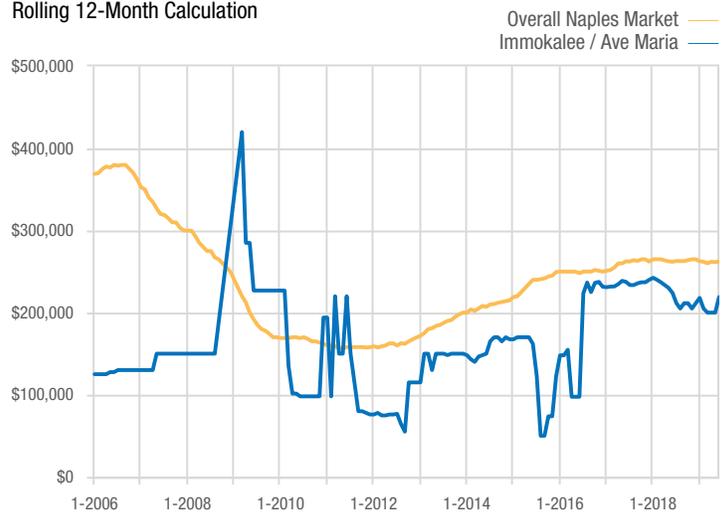
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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