

# Naples Area Market Report



## May 2019

In tempo with a recent shift in sales from high-end homes near the beach to homes under \$500,000 in areas east of the beach, overall closed sales during May in the Naples area increased 9.8 percent to 1,165 closed sales compared to 1,061 closed sales in May 2018. Closed sales were highest in East Naples (34114, 34117, 34120, 34137), which reported a remarkable 21.7 percent increase.

While inventory levels decreased 13 percent to 5,905 homes in May 2019 from 6,785 homes in May 2018, over 2,000 homeowners reduced prices during May according to the May 2019 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island).

Broker analysts reviewing the May report noticed a shift in sales from the traditional high-end market to homes under \$500,000 earlier this year. This was most apparent in the City of Naples (34102), which reported a 24.9 percent decrease in its overall median closed prices.

Closed sales for homes between \$1 million and \$2 million decreased 8.9 percent in May, while closed sales of homes between \$300,000 and \$500,000 increased 10.8 percent. Closed sales of single-family homes increased 12.8 percent compared to a 7 percent increase in closed sales for the condominium market. Interestingly, the decrease in closed sales for the \$1 million to \$2 million price category appeared in its condominium market, which saw a 23.1 percent decrease, while its single-family homes closed sales actually increased 3.6 percent. In comparison, the \$300,000 to \$500,000 price category reported a 12.6 percent increase in sales of condominiums and a 9.6 percent increase in sales of single-family homes.

While the median closed price for May 2019 increased 6.9 percent to \$355,000 from \$332,000 in May 2018, the median closed price for single family homes in May 2019 actually decreased 3.5 percent to \$415,000 from \$430,000 in May 2018. And finally, there were over 4,000 more showings this May compared to showings in May 2018!

## Quick Facts

<b>+ 9.8%</b>	<b>+ 6.9%</b>	<b>- 13.0%</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>+ 10.8%</b>	<b>+ 6.2%</b>	<b>+ 4.8%</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	5-2018	5-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		1,147	<b>1,084</b>	- 5.5%	7,690	<b>7,420</b>	- 3.5%
<b>Closed Sales</b>		1,061	<b>1,165</b>	+ 9.8%	4,480	<b>4,525</b>	+ 1.0%
<b>Days on Market Until Sale</b>		98	<b>107</b>	+ 9.2%	95	<b>102</b>	+ 7.4%
<b>Median Closed Price</b>		\$332,000	<b>\$355,000</b>	+ 6.9%	\$350,000	<b>\$340,000</b>	- 2.9%
<b>Average Closed Price</b>		\$676,635	<b>\$623,317</b>	- 7.9%	\$676,548	<b>\$631,825</b>	- 6.6%
<b>Percent of Current List Price Received</b>		95.6%	<b>95.5%</b>	- 0.1%	95.6%	<b>95.4%</b>	- 0.2%
<b>Inventory of Homes for Sale</b>		6,785	<b>5,905</b>	- 13.0%	—	—	—
<b>Months Supply of Inventory</b>		8.8	<b>7.3</b>	- 17.0%	—	—	—

# 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	5-2018	5-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		561	<b>568</b>	+ 1.2%	3,699	<b>3,678</b>	- 0.6%
<b>Closed Sales</b>		515	<b>581</b>	+ 12.8%	2,097	<b>2,189</b>	+ 4.4%
<b>Days on Market Until Sale</b>		91	<b>109</b>	+ 19.8%	93	<b>103</b>	+ 10.8%
<b>Median Closed Price</b>		\$430,000	<b>\$415,000</b>	- 3.5%	\$438,000	<b>\$418,250</b>	- 4.5%
<b>Average Closed Price</b>		\$885,127	<b>\$770,257</b>	- 13.0%	\$856,915	<b>\$813,997</b>	- 5.0%
<b>Percent of Current List Price Received</b>		95.6%	<b>95.7%</b>	+ 0.1%	95.5%	<b>95.6%</b>	+ 0.1%
<b>Inventory of Homes for Sale</b>		3,355	<b>2,986</b>	- 11.0%	—	—	—
<b>Months Supply of Inventory</b>		8.8	<b>7.5</b>	- 14.8%	—	—	—

# 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	5-2018	5-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		586	<b>516</b>	- 11.9%	3,991	<b>3,742</b>	- 6.2%
<b>Closed Sales</b>		546	<b>584</b>	+ 7.0%	2,383	<b>2,336</b>	- 2.0%
<b>Days on Market Until Sale</b>		105	<b>104</b>	- 1.0%	97	<b>102</b>	+ 5.2%
<b>Median Closed Price</b>		\$268,000	<b>\$269,500</b>	+ 0.6%	\$275,900	<b>\$270,000</b>	- 2.1%
<b>Average Closed Price</b>		\$479,980	<b>\$477,133</b>	- 0.6%	\$517,828	<b>\$461,195</b>	- 10.9%
<b>Percent of Current List Price Received</b>		95.6%	<b>95.2%</b>	- 0.4%	95.7%	<b>95.2%</b>	- 0.5%
<b>Inventory of Homes for Sale</b>		3,430	<b>2,919</b>	- 14.9%	—	—	—
<b>Months Supply of Inventory</b>		8.7	<b>7.1</b>	- 18.4%	—	—	—

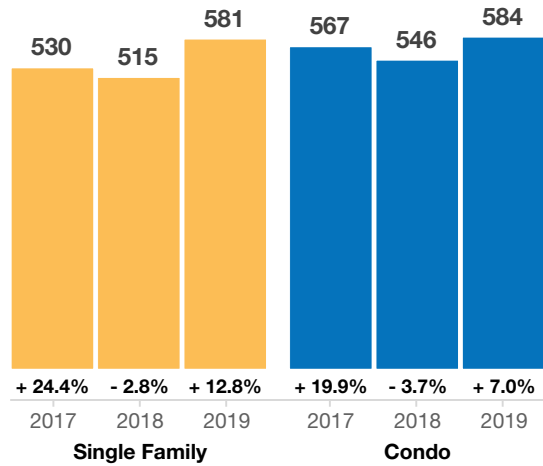
# Overall Closed Sales by Price Range

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

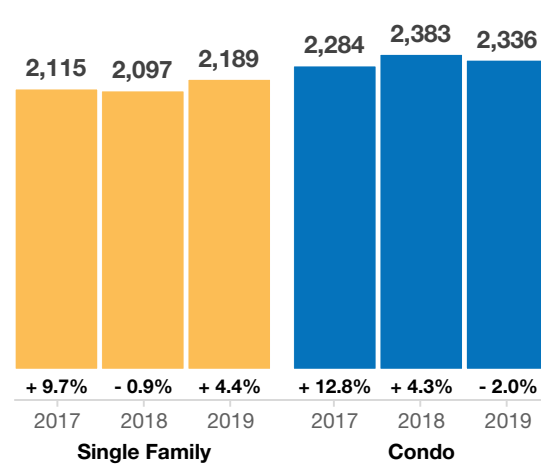


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## May

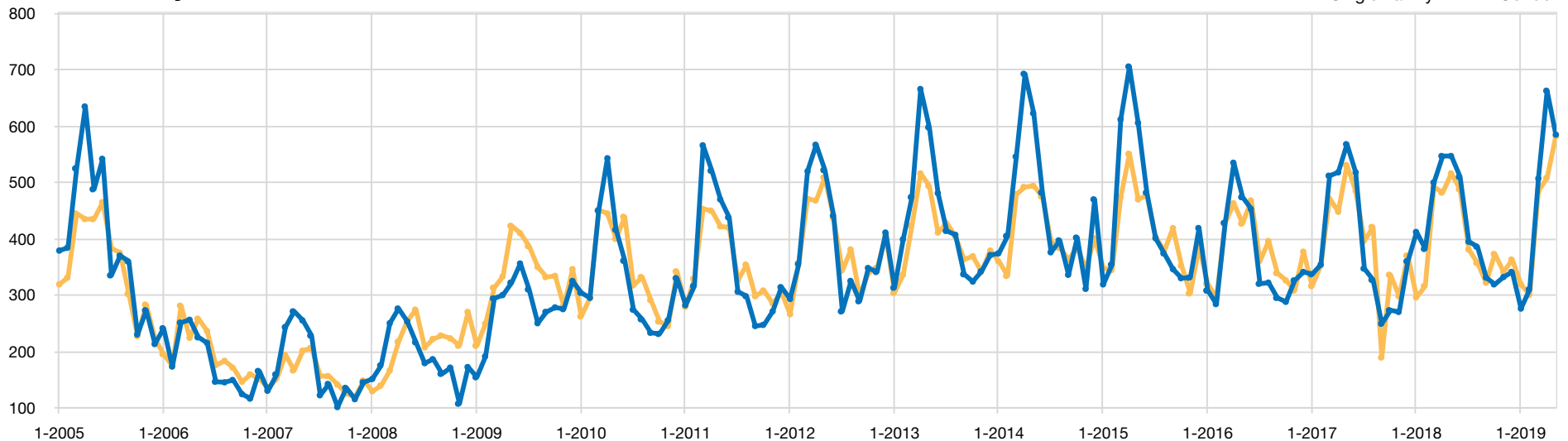


## Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2018	487	+ 0.6%	509	- 1.5%
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	299	- 5.1%	309	- 18.9%
Mar-2019	484	- 1.4%	506	+ 1.4%
Apr-2019	507	+ 5.4%	662	+ 21.2%
<b>May-2019</b>	<b>581</b>	<b>+ 12.8%</b>	<b>584</b>	<b>+ 7.0%</b>
12-Month Avg	401	+ 5.0%	412	+ 4.8%

## Closed Sales by Month



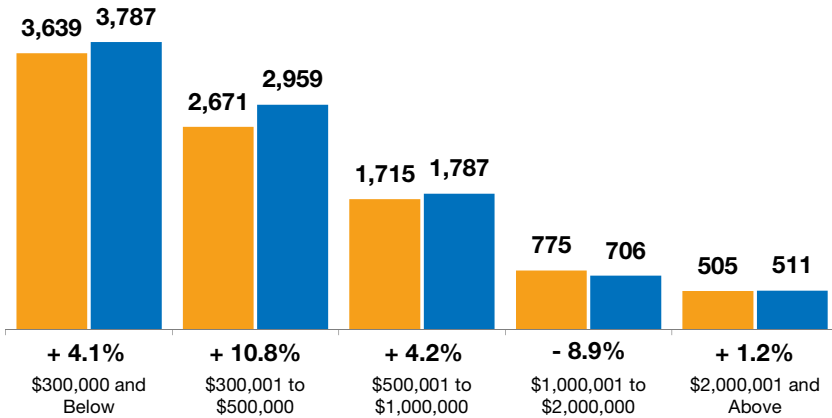
# Overall Closed Sales by Price Range

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



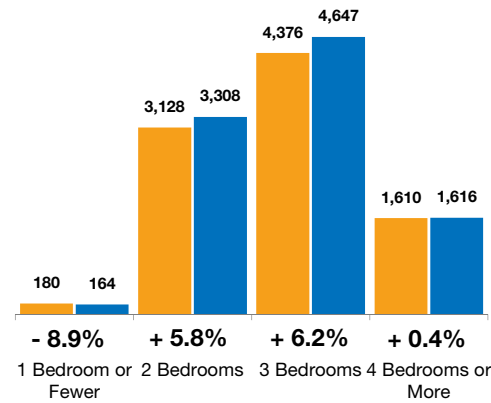
## By Price Range

5-2018 5-2019



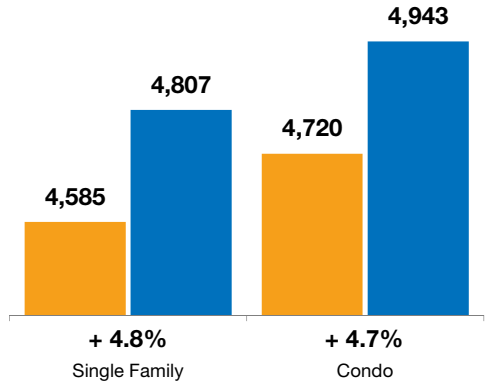
## By Bedroom Count

5-2018 5-2019



## By Property Type

5-2018 5-2019



### All Properties

By Price Range	5-2018	5-2019	Change
\$300,000 and Below	3,639	3,787	+ 4.1%
\$300,001 to \$500,000	2,671	2,959	+ 10.8%
\$500,001 to \$1,000,000	1,715	1,787	+ 4.2%
\$1,000,001 to \$2,000,000	775	706	- 8.9%
\$2,000,001 and Above	505	511	+ 1.2%
<b>All Price Ranges</b>	<b>9,305</b>	<b>9,750</b>	<b>+ 4.8%</b>

### Single Family

	5-2018	5-2019	Change
1 Bedroom or Fewer	180	164	- 8.9%
2 Bedrooms	3,128	3,308	+ 5.8%
3 Bedrooms	4,376	4,647	+ 6.2%
4 Bedrooms or More	1,610	1,616	+ 0.4%
<b>All Single Family</b>	<b>4,585</b>	<b>4,807</b>	<b>+ 4.8%</b>

### Condo

	5-2018	5-2019	Change
1 Bedroom or Fewer	156	144	- 7.7%
2 Bedrooms	2,663	2,815	+ 5.7%
3 Bedrooms	1,732	1,881	+ 8.6%
4 Bedrooms or More	159	89	- 44.0%
<b>All Condo</b>	<b>4,720</b>	<b>4,943</b>	<b>+ 4.7%</b>

## By Bedroom Count

	5-2018	5-2019	Change
1 Bedroom or Fewer	180	164	- 8.9%
2 Bedrooms	3,128	3,308	+ 5.8%
3 Bedrooms	4,376	4,647	+ 6.2%
4 Bedrooms or More	1,610	1,616	+ 0.4%
<b>All Bedroom Counts</b>	<b>9,305</b>	<b>9,750</b>	<b>+ 4.8%</b>

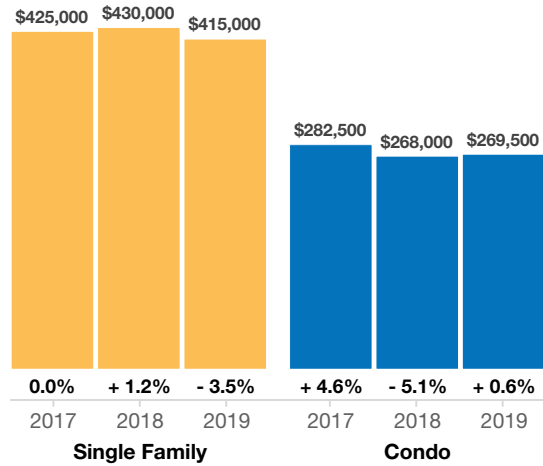
	5-2018	5-2019	Change
1 Bedroom or Fewer	24	20	- 16.7%
2 Bedrooms	465	493	+ 6.0%
3 Bedrooms	2,644	2,766	+ 4.6%
4 Bedrooms or More	1,451	1,527	+ 5.2%
<b>All Single Family</b>	<b>4,585</b>	<b>4,807</b>	<b>+ 4.8%</b>

# Overall Median Closed Price

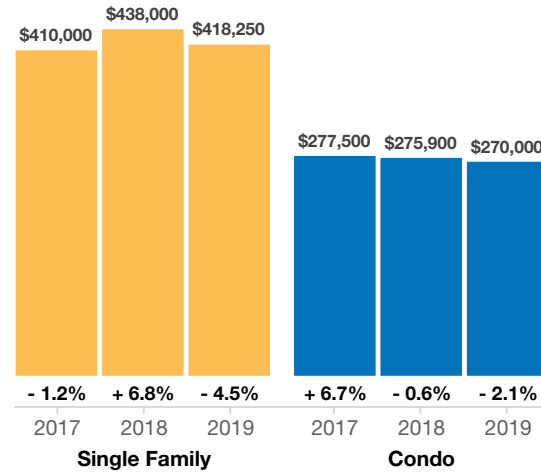
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



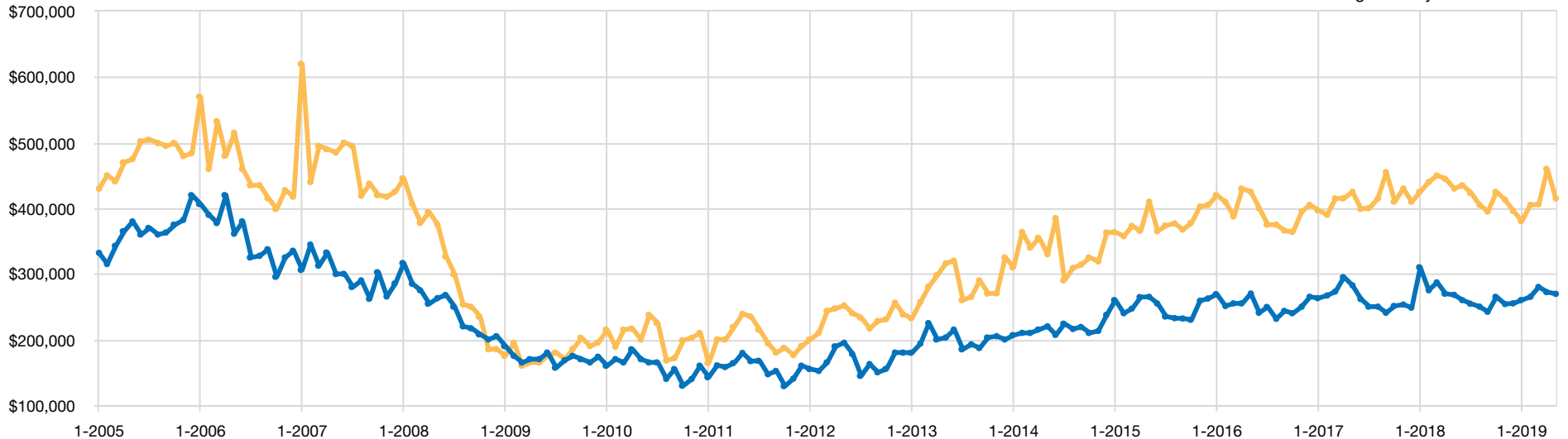
## Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2018	\$435,000	+ 9.0%	\$260,000	- 0.6%
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	\$405,000	- 8.0%	\$265,000	- 3.6%
Mar-2019	\$406,000	- 9.8%	\$280,000	- 2.4%
Apr-2019	\$460,000	+ 3.4%	\$272,250	+ 0.9%
<b>May-2019</b>	<b>\$415,000</b>	<b>- 3.5%</b>	<b>\$269,500</b>	<b>+ 0.6%</b>
12-Month Avg*	\$417,000	- 1.9%	\$262,000	- 0.2%

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

## Median Closed Price by Month

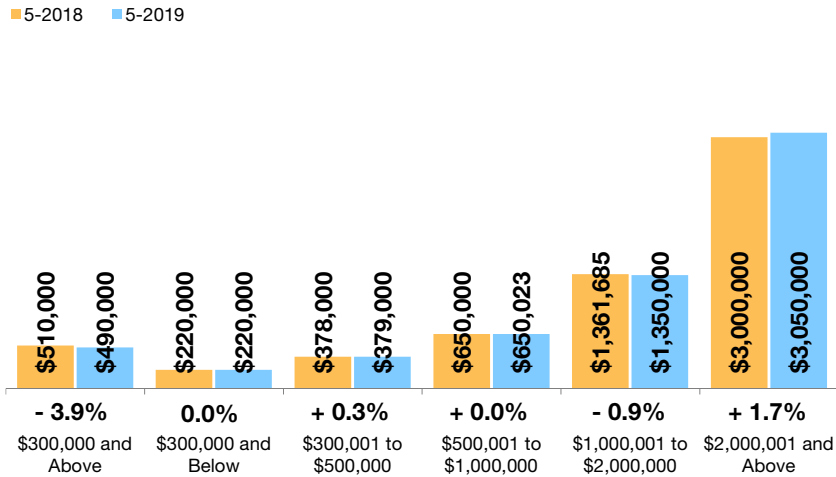


# Overall Median Closed Price by Price Range

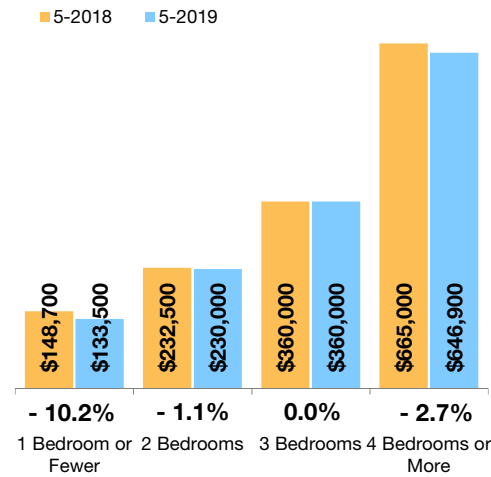
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



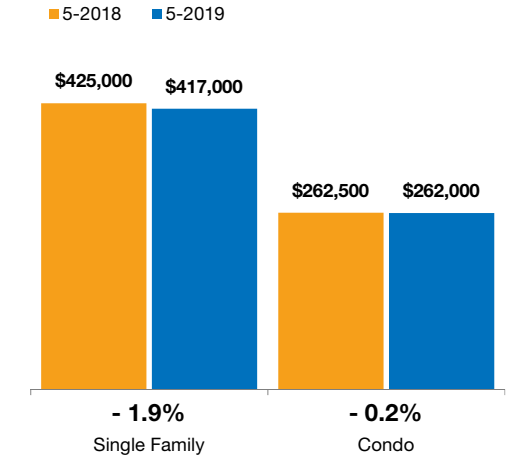
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2018	5-2019	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	\$378,000	\$379,000	+0.3%
\$500,001 to \$1,000,000	\$650,000	\$650,023	+0.0%
\$1,000,001 to \$2,000,000	\$1,361,685	\$1,350,000	-0.9%
\$2,000,001 and Above	\$3,000,000	\$3,050,000	+1.7%
<b>All Price Ranges</b>	<b>\$335,000</b>	<b>\$334,000</b>	<b>-0.3%</b>

### Single Family

5-2018	5-2019	Change
\$507,000	\$497,000	-2.0%
\$254,335	\$260,000	+2.2%
\$388,995	\$385,000	-1.0%
\$642,000	\$650,000	+1.2%
\$1,320,000	\$1,350,000	+2.3%
\$3,312,500	\$3,250,000	-1.9%
<b>\$425,000</b>	<b>\$417,000</b>	<b>-1.9%</b>

### Condo

5-2018	5-2019	Change
\$515,000	\$470,000	-8.7%
\$203,000	\$200,000	-1.5%
\$360,000	\$365,000	+1.4%
\$666,945	\$675,000	+1.2%
\$1,450,000	\$1,335,000	-7.9%
\$2,545,000	\$2,856,250	+12.2%
<b>\$262,500</b>	<b>\$262,000</b>	<b>-0.2%</b>

## By Bedroom Count

By Bedroom Count	5-2018	5-2019	Change
1 Bedroom or Fewer	\$148,700	\$133,500	-10.2%
2 Bedrooms	\$232,500	\$230,000	-1.1%
3 Bedrooms	\$360,000	\$360,000	0.0%
4 Bedrooms or More	\$665,000	\$646,900	-2.7%
<b>All Bedroom Counts</b>	<b>\$335,000</b>	<b>\$334,000</b>	<b>-0.3%</b>

5-2018	5-2019	Change
\$93,500	\$78,500	-16.0%
\$280,000	\$280,000	0.0%
\$385,000	\$379,000	-1.6%
\$640,000	\$645,000	+0.8%
<b>\$425,000</b>	<b>\$417,000</b>	<b>-1.9%</b>

5-2018	5-2019	Change
\$156,070	\$141,000	-9.7%
\$223,250	\$223,000	-0.1%
\$315,000	\$325,000	+3.2%
\$1,710,000	\$1,375,000	-19.6%
<b>\$262,500</b>	<b>\$262,000</b>	<b>-0.2%</b>



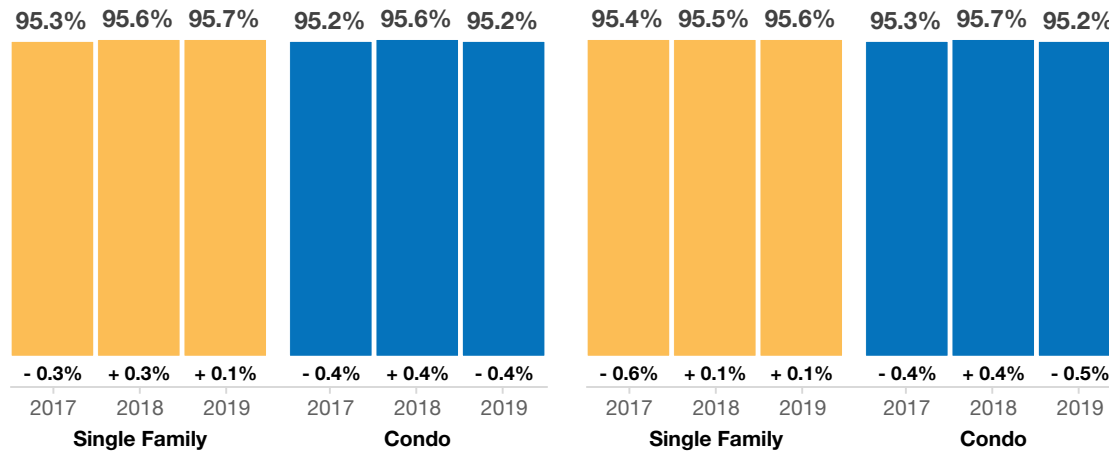
# Overall Percent Current of List Price Received

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.



## May

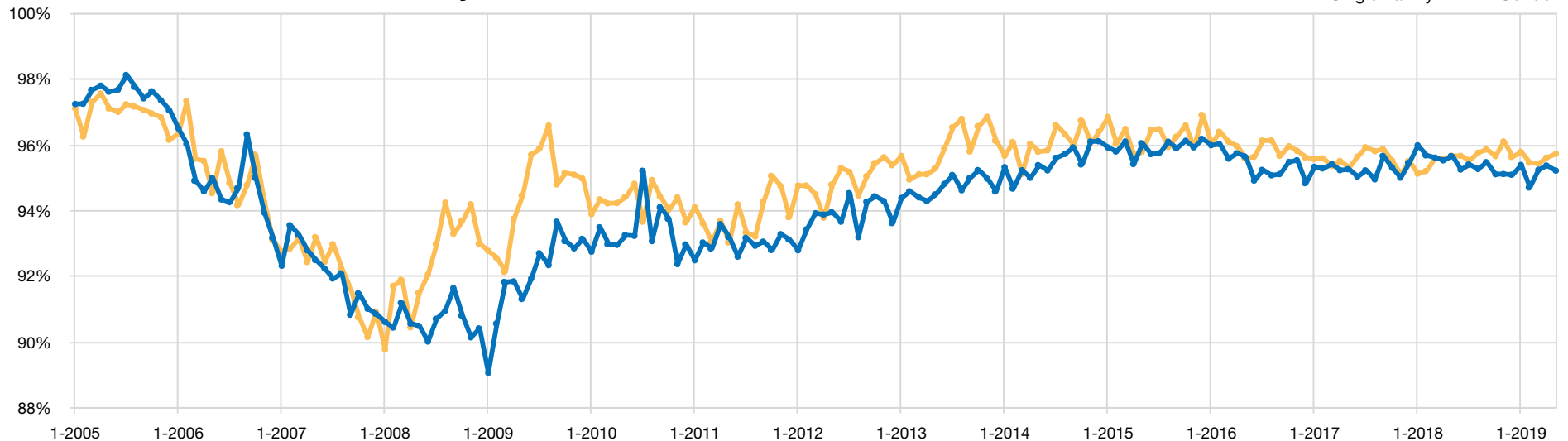
## Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2018	95.7%	+ 0.1%	95.2%	+ 0.2%
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	95.4%	+ 0.2%	94.7%	- 1.0%
Mar-2019	95.4%	- 0.2%	95.2%	- 0.4%
Apr-2019	95.6%	0.0%	95.4%	- 0.1%
<b>May-2019</b>	<b>95.7%</b>	<b>+ 0.1%</b>	<b>95.2%</b>	<b>- 0.4%</b>
12-Month Avg*	95.7%	+ 0.1%	95.2%	- 0.2%

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

## Percent of Current List Price Received by Month



# Overall Percent of Current List Price Received

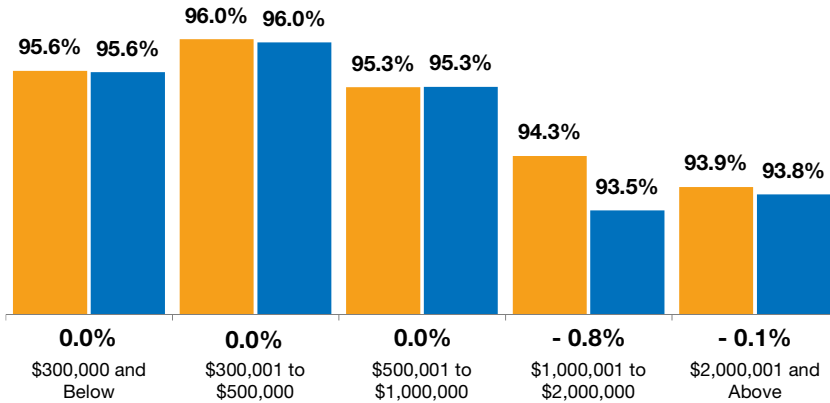
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



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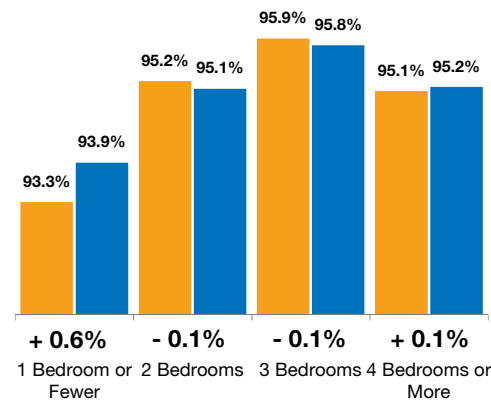
## By Price Range

5-2018 5-2019



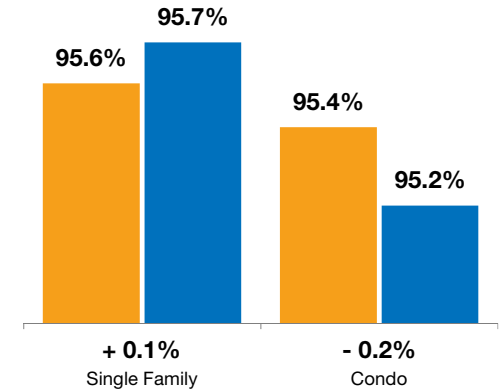
## By Bedroom Count

5-2018 5-2019



## By Property Type

5-2018 5-2019



## All Properties

### By Price Range

	5-2018	5-2019	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.0%	96.0%	0.0%
\$500,001 to \$1,000,000	95.3%	95.3%	0.0%
\$1,000,001 to \$2,000,000	94.3%	93.5%	-0.8%
\$2,000,001 and Above	93.9%	93.8%	-0.1%
<b>All Price Ranges</b>	<b>95.5%</b>	<b>95.4%</b>	<b>-0.1%</b>

## Single Family

	5-2018	5-2019	Change
1 Bedroom or Fewer	93.3%	93.9%	+0.6%
2 Bedrooms	95.2%	95.1%	-0.1%
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>95.4%</b>	<b>-0.1%</b>

## Condo

	5-2018	5-2019	Change
Single Family	95.6%	95.7%	+0.1%
Condo	95.4%	95.2%	-0.2%

### By Bedroom Count

	5-2018	5-2019	Change
1 Bedroom or Fewer	93.3%	93.9%	+0.6%
2 Bedrooms	95.2%	95.1%	-0.1%
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>95.4%</b>	<b>-0.1%</b>

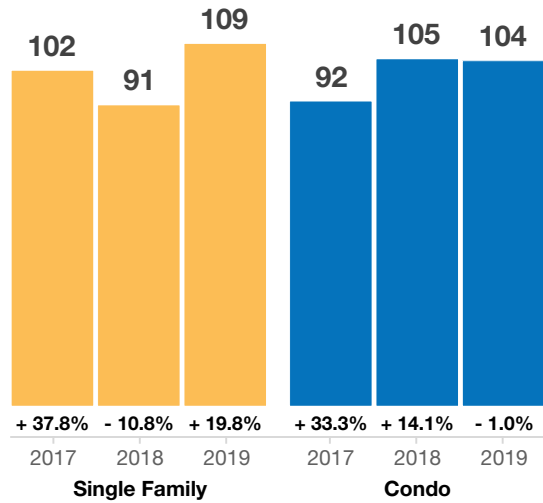
	5-2018	5-2019	Change
Single Family	95.6%	95.7%	+0.1%
Condo	95.4%	95.2%	-0.2%

# Overall Days on Market Until Sale

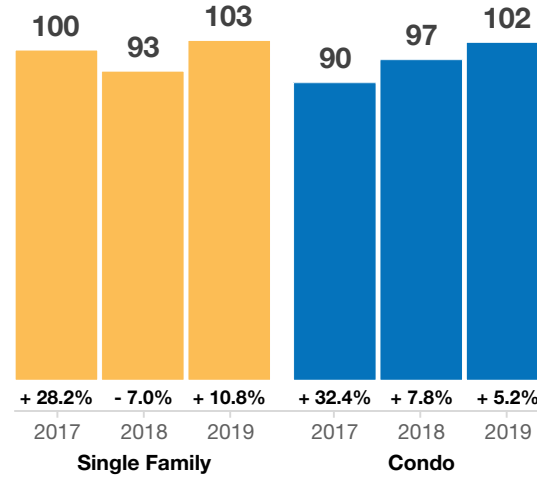
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May



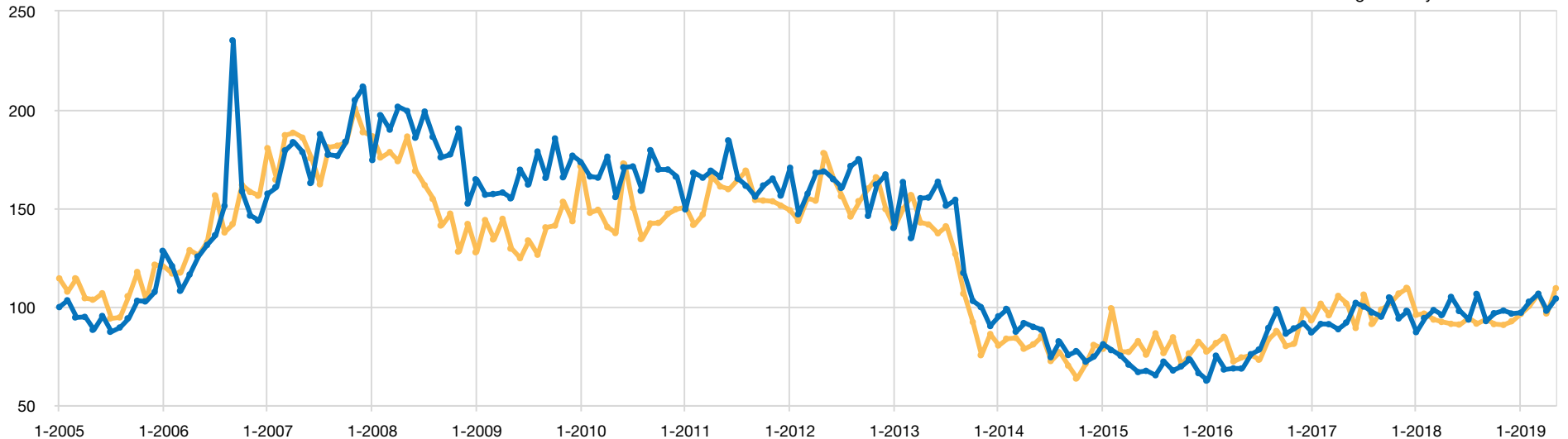
## Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2018	91	+ 2.2%	98	- 3.9%
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%
<b>May-2019</b>	<b>109</b>	<b>+ 19.8%</b>	<b>104</b>	<b>- 1.0%</b>
12-Month Avg*	97	0.0%	100	+ 1.8%

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

## Days on Market Until Sale by Month



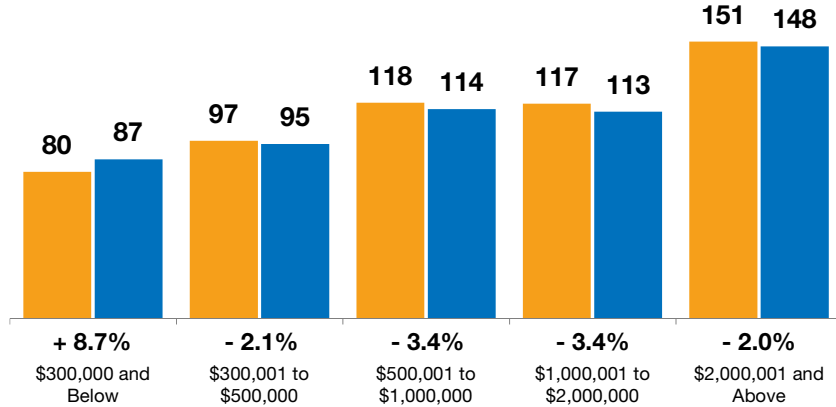
# Days on Market Until Sale by Price Range

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



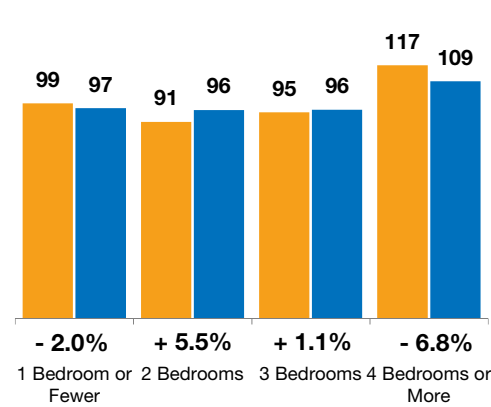
## By Price Range

5-2018 5-2019



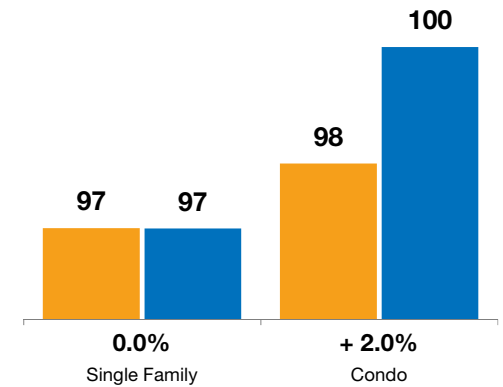
## By Bedroom Count

5-2018 5-2019



## By Property Type

5-2018 5-2019



## All Properties

### By Price Range

	5-2018	5-2019	Change
\$300,000 and Below	80	87	+ 8.7%
\$300,001 to \$500,000	97	95	- 2.1%
\$500,001 to \$1,000,000	118	114	- 3.4%
\$1,000,001 to \$2,000,000	117	113	- 3.4%
\$2,000,001 and Above	151	148	- 2.0%
<b>All Price Ranges</b>	<b>97</b>	<b>98</b>	<b>+ 1.0%</b>

## Single Family

	5-2018	5-2019	Change
\$300,000 and Below	62	71	+ 14.5%
\$300,001 to \$500,000	90	93	+ 3.3%
\$500,001 to \$1,000,000	113	109	- 3.5%
\$1,000,001 to \$2,000,000	131	115	- 12.2%
\$2,000,001 and Above	164	161	- 1.8%
<b>All Price Ranges</b>	<b>97</b>	<b>97</b>	<b>0.0%</b>

## Condo

	5-2018	5-2019	Change
\$300,000 and Below	88	93	+ 5.7%
\$300,001 to \$500,000	109	100	- 8.3%
\$500,001 to \$1,000,000	127	125	- 1.6%
\$1,000,001 to \$2,000,000	102	109	+ 6.9%
\$2,000,001 and Above	117	116	- 0.9%
<b>All Price Ranges</b>	<b>98</b>	<b>100</b>	<b>+ 2.0%</b>

### By Bedroom Count

	5-2018	5-2019	Change
1 Bedroom or Fewer	99	97	- 2.0%
2 Bedrooms	91	96	+ 5.5%
3 Bedrooms	95	96	+ 1.1%
4 Bedrooms or More	117	109	- 6.8%
<b>All Bedroom Counts</b>	<b>97</b>	<b>98</b>	<b>+ 1.0%</b>

	5-2018	5-2019	Change
1 Bedroom or Fewer	158	116	- 26.6%
2 Bedrooms	80	89	+ 11.3%
3 Bedrooms	87	91	+ 4.6%
4 Bedrooms or More	119	109	- 8.4%
<b>All Bedroom Counts</b>	<b>97</b>	<b>97</b>	<b>0.0%</b>

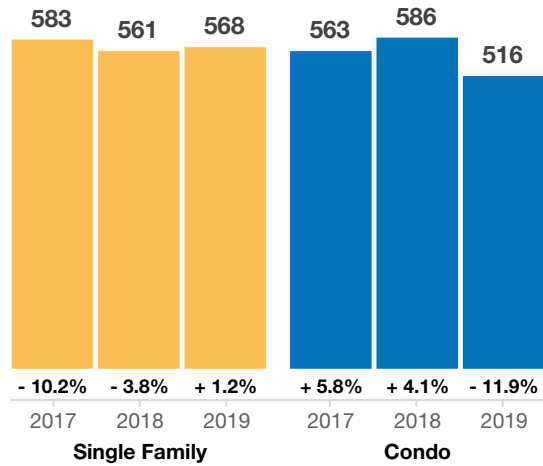
	5-2018	5-2019	Change
1 Bedroom or Fewer	90	94	+ 4.8%
2 Bedrooms	92	97	+ 5.4%
3 Bedrooms	107	103	- 3.6%
4 Bedrooms or More	98	114	+ 16.5%
<b>All Bedroom Counts</b>	<b>98</b>	<b>100</b>	<b>+ 2.0%</b>

# Overall New Listings

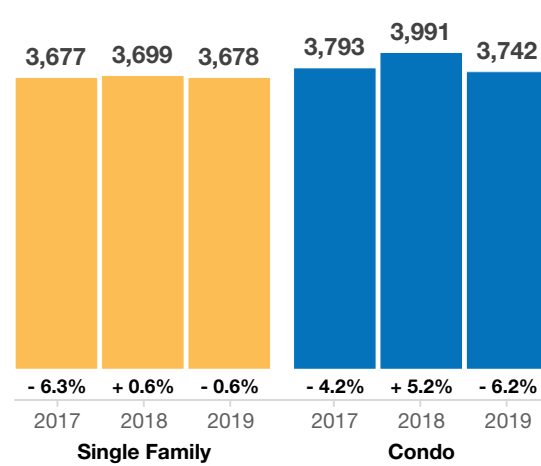
A count of the properties that have been newly listed on the market in a given month.



## May

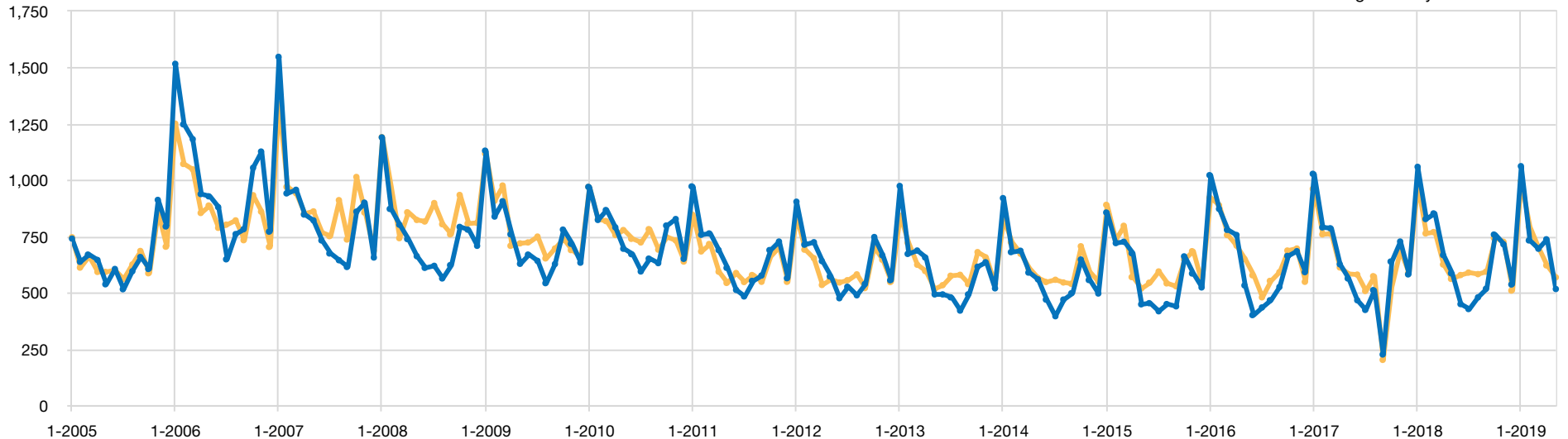


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2018	578	- 0.3%	449	- 3.6%
Jul-2018	589	+ 16.2%	427	+ 0.9%
Aug-2018	582	+ 1.6%	479	- 6.3%
Sep-2018	593	+ 195.0%	517	+ 129.8%
Oct-2018	743	+ 41.5%	758	+ 18.8%
Nov-2018	726	+ 5.7%	715	- 1.7%
Dec-2018	509	- 13.1%	536	- 7.7%
Jan-2019	995	+ 1.4%	1,062	+ 0.3%
Feb-2019	793	+ 3.9%	732	- 11.5%
Mar-2019	701	- 8.8%	695	- 18.4%
Apr-2019	621	- 0.6%	737	+ 10.5%
<b>May-2019</b>	<b>568</b>	<b>+ 1.2%</b>	<b>516</b>	<b>- 11.9%</b>
12-Month Avg	667	+ 8.8%	635	+ 0.8%

## New Listings by Month



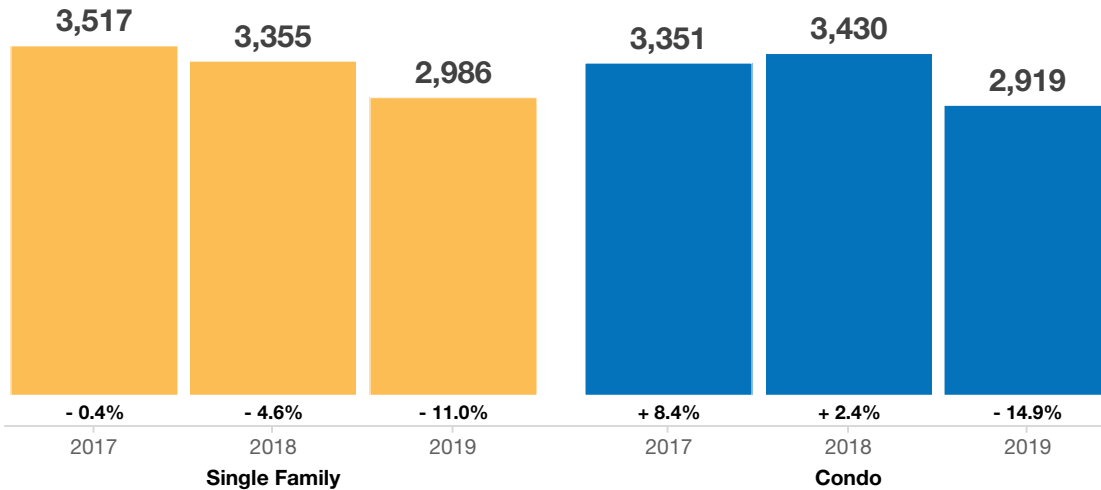
# Overall Inventory of Homes for Sale

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



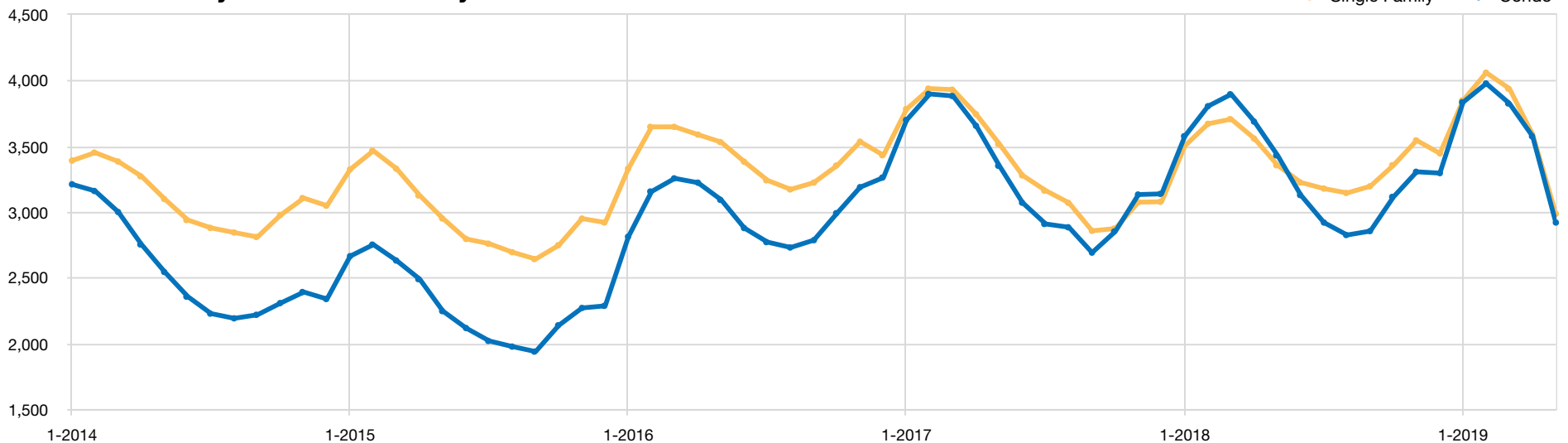
Naples Area Board of REALTORS®

## May



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2018	3,224	- 1.6%	3,128	+ 1.9%
Jul-2018	3,177	+ 0.5%	2,919	+ 0.4%
Aug-2018	3,144	+ 2.4%	2,824	- 2.0%
Sep-2018	3,195	+ 11.9%	2,854	+ 6.1%
Oct-2018	3,355	+ 16.8%	3,114	+ 9.2%
Nov-2018	3,544	+ 15.3%	3,305	+ 5.5%
Dec-2018	3,445	+ 12.0%	3,295	+ 5.0%
Jan-2019	3,848	+ 9.9%	3,834	+ 7.2%
Feb-2019	4,059	+ 10.6%	3,977	+ 4.5%
Mar-2019	3,938	+ 6.3%	3,825	- 1.8%
Apr-2019	3,589	+ 0.9%	3,575	- 3.0%
<b>May-2019</b>	<b>2,986</b>	<b>- 11.0%</b>	<b>2,919</b>	<b>- 14.9%</b>
12-Month Avg	3,459	+ 5.9%	3,297	+ 1.3%

## Historical Inventory of Homes for Sale by Month



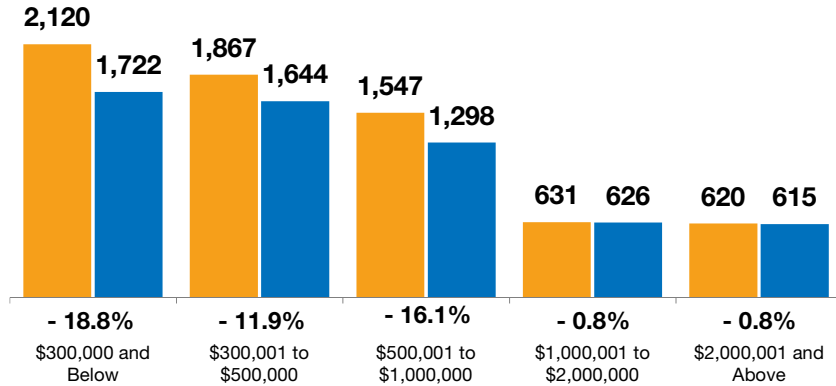
# Overall Inventory of Homes for Sale by Price Range

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



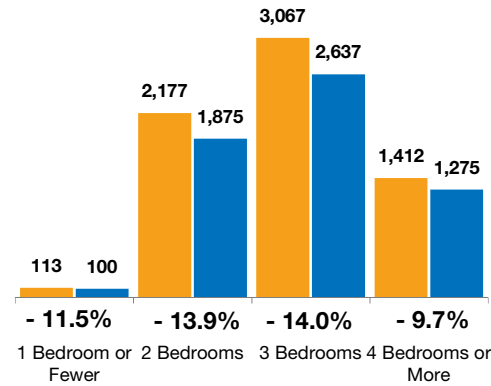
## By Price Range

5-2018 5-2019



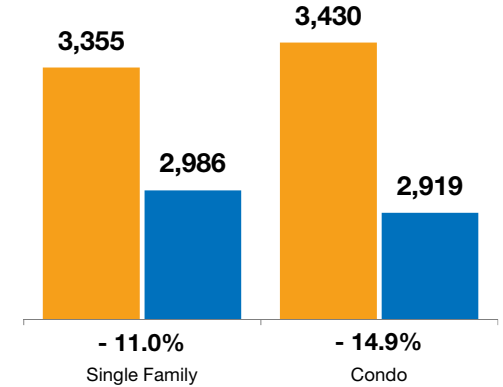
## By Bedroom Count

5-2018 5-2019



## By Property Type

5-2018 5-2019



### All Properties

By Price Range	5-2018	5-2019	Change
\$300,000 and Below	2,120	1,722	- 18.8%
\$300,001 to \$500,000	1,867	1,644	- 11.9%
\$500,001 to \$1,000,000	1,547	1,298	- 16.1%
\$1,000,001 to \$2,000,000	631	626	- 0.8%
\$2,000,001 and Above	620	615	- 0.8%
<b>All Price Ranges</b>	<b>6,785</b>	<b>5,905</b>	<b>- 13.0%</b>

### Single Family

By Bedroom Count	5-2018	5-2019	Change
1 Bedroom or Fewer	113	100	- 11.5%
2 Bedrooms	2,177	1,875	- 13.9%
3 Bedrooms	3,067	2,637	- 14.0%
4 Bedrooms or More	1,412	1,275	- 9.7%
<b>All Bedroom Counts</b>	<b>6,785</b>	<b>5,905</b>	<b>- 13.0%</b>

### Condo

5-2018	5-2019	Change
466	321	- 31.1%
1,035	966	- 6.7%
997	834	- 16.3%
386	395	+ 2.3%
471	470	- 0.2%
<b>3,355</b>	<b>2,986</b>	<b>- 11.0%</b>

## By Bedroom Count

5-2018	5-2019	Change
1654	1401	- 15.3%
832	678	- 18.5%
550	464	- 15.6%
245	231	- 5.7%
149	145	- 2.7%
<b>3,430</b>	<b>2,919</b>	<b>- 14.9%</b>

5-2018	5-2019	Change
21	22	+ 4.8%
282	250	- 11.3%
1,720	1,516	- 11.9%
1,327	1,194	- 10.0%
85	81	- 4.7%
<b>3,355</b>	<b>2,986</b>	<b>- 11.0%</b>

# Listing and Sales Summary Report

## May 2019



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	May-19	May-18	% Change	May-19	May-18	% Change	May-19	May-18	% Change	May-19	May-18	% Change
<b>Overall Naples Market*</b>	<b>\$355,000</b>	<b>\$332,000</b>	<b>+6.9%</b>	<b>1165</b>	<b>1061</b>	<b>+9.8%</b>	<b>5,905</b>	<b>6,785</b>	<b>-13.0%</b>	<b>107</b>	<b>98</b>	<b>+9.2%</b>
<b>Collier County</b>	<b>\$365,000</b>	<b>\$349,000</b>	<b>+4.6%</b>	<b>1267</b>	<b>1174</b>	<b>+7.9%</b>	<b>6,615</b>	<b>7,575</b>	<b>-12.7%</b>	<b>107</b>	<b>99</b>	<b>+8.1%</b>
Ave Maria	\$295,000	\$264,795	+11.4%	8	13	-38.5%	103	91	+13.2%	85	91	-6.6%
Central Naples	\$260,000	\$272,500	-4.6%	167	158	+5.7%	755	924	-18.3%	86	82	+4.9%
East Naples	\$321,875	\$322,000	-0.0%	252	205	+22.9%	1,098	1,330	-17.4%	107	97	+10.3%
Everglades City	\$91,000	--	--	1	0	--	6	4	+50.0%	39	--	--
Immokalee	\$186,900	\$95,000	+96.7%	7	2	+250.0%	7	33	-78.8%	33	7	+371.4%
Immokalee / Ave Maria	\$262,000	\$259,398	+1.0%	15	14	+7.1%	110	122	-9.8%	61	84	-27.4%
Naples	\$356,500	\$335,000	+6.4%	1150	1046	+9.9%	5,795	6,664	-13.0%	107	99	+8.1%
Naples Beach	\$847,000	\$875,000	-3.2%	232	221	+5.0%	1,369	1,435	-4.6%	127	109	+16.5%
North Naples	\$402,500	\$370,000	+8.8%	297	287	+3.5%	1,620	1,857	-12.8%	101	99	+2.0%
South Naples	\$241,250	\$244,950	-1.5%	202	176	+14.8%	953	1,117	-14.7%	112	100	+12.0%
34102	\$1,200,000	\$1,597,500	-24.9%	76	66	+15.2%	452	506	-10.7%	162	98	+65.3%
34103	\$827,000	\$755,000	+9.5%	74	79	-6.3%	365	398	-8.3%	106	134	-20.9%
34104	\$244,000	\$255,000	-4.3%	86	75	+14.7%	344	405	-15.1%	83	73	+13.7%
34105	\$267,000	\$325,000	-17.8%	49	51	-3.9%	327	393	-16.8%	94	120	-21.7%
34108	\$690,000	\$667,500	+3.4%	82	76	+7.9%	552	531	+4.0%	114	93	+22.6%
34109	\$383,500	\$350,000	+9.6%	92	65	+41.5%	376	445	-15.5%	99	78	+26.9%
34110	\$390,000	\$372,500	+4.7%	89	94	-5.3%	622	641	-3.0%	111	125	-11.2%
34112	\$182,000	\$220,000	-17.3%	101	87	+16.1%	450	544	-17.3%	97	83	+16.9%
34113	\$326,900	\$300,000	+9.0%	101	89	+13.5%	503	573	-12.2%	127	117	+8.5%
34114	\$346,245	\$310,000	+11.7%	114	73	+56.2%	511	600	-14.8%	120	122	-1.6%
34116	\$283,750	\$272,450	+4.1%	32	32	0.0%	84	126	-33.3%	83	45	+84.4%
34117	\$320,000	\$317,500	+0.8%	20	24	-16.7%	127	150	-15.3%	63	67	-6.0%
34119	\$418,000	\$384,500	+8.7%	116	128	-9.4%	622	771	-19.3%	95	91	+4.4%
34120	\$311,000	\$328,500	-5.3%	118	108	+9.3%	460	580	-20.7%	102	86	+18.6%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$262,000	\$259,398	+1.0%	15	14	+7.1%	110	122	-9.8%	61	84	-27.4%

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



# Local Market Update – May 2019

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## Naples Beach

34102, 34103, 34108

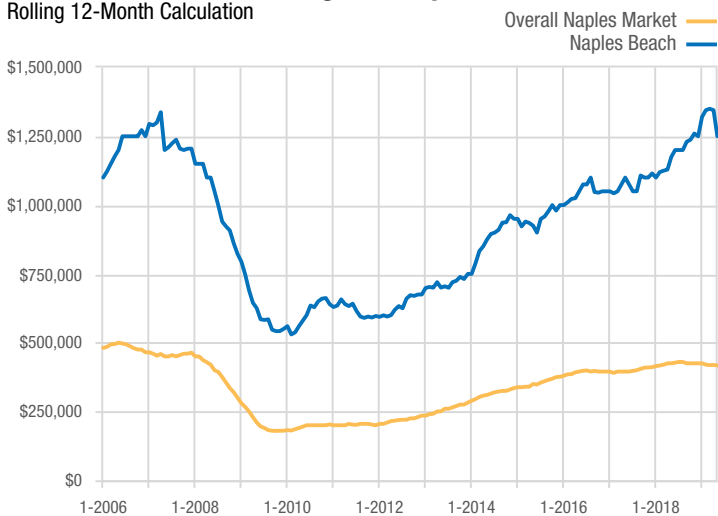
Single Family	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	81	64	- 21.0%	569	578	+ 1.6%
Closed Sales	86	91	+ 5.8%	341	333	- 2.3%
Days on Market Until Sale	102	144	+ 41.2%	107	124	+ 15.9%
Median Closed Price*	\$2,007,500	\$1,165,000	- 42.0%	\$1,500,000	\$1,360,000	- 9.3%
Average Closed Price* Percent of Current List Price Received*	\$2,625,755	\$2,261,121	- 13.9%	\$2,307,893	\$2,350,860	+ 1.9%
Inventory of Homes for Sale	585	574	- 1.9%	—	—	—
Months Supply of Inventory	10.4	10.4	0.0%	—	—	—

Condo	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	129	109	- 15.5%	957	880	- 8.0%
Closed Sales	135	141	+ 4.4%	566	526	- 7.1%
Days on Market Until Sale	113	116	+ 2.7%	106	107	+ 0.9%
Median Closed Price*	\$685,000	\$695,000	+ 1.5%	\$690,000	\$732,500	+ 6.2%
Average Closed Price* Percent of Current List Price Received*	\$1,080,793	\$1,096,381	+ 1.4%	\$966,373	\$1,068,887	+ 10.6%
Inventory of Homes for Sale	850	795	- 6.5%	—	—	—
Months Supply of Inventory	10.1	9.2	- 8.9%	—	—	—

\* 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.

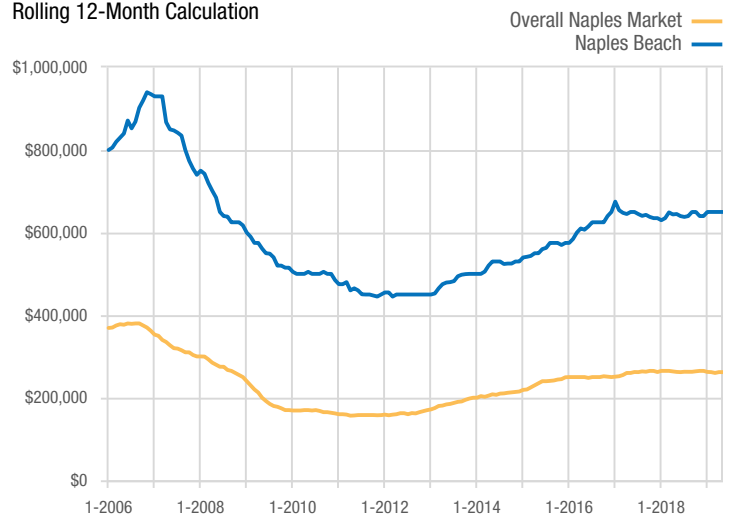
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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 – May 2019

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## North Naples

34109, 34110, 34119

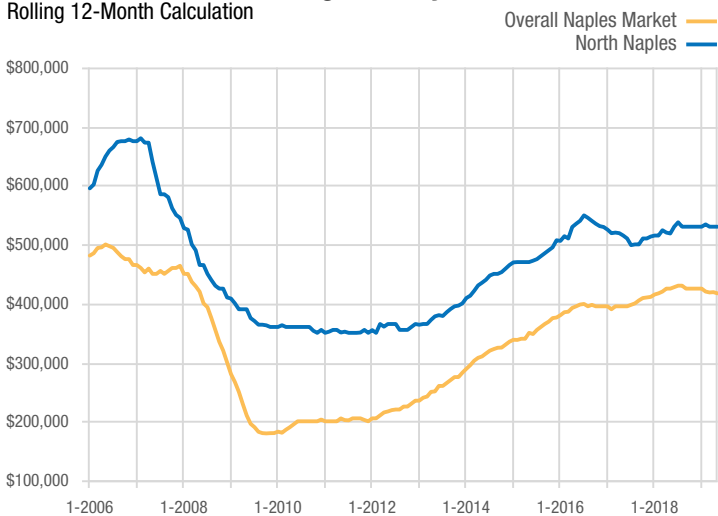
Single Family	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	152	137	- 9.9%	1,032	937	- 9.2%
Closed Sales	127	153	+ 20.5%	540	525	- 2.8%
Days on Market Until Sale	95	105	+ 10.5%	101	104	+ 3.0%
Median Closed Price*	\$515,000	<b>\$525,000</b>	+ 1.9%	\$532,390	<b>\$539,900</b>	+ 1.4%
Average Closed Price* Percent of Current List Price Received*	\$757,372	<b>\$690,975</b>	- 8.8%	\$769,410	<b>\$754,850</b>	- 1.9%
Inventory of Homes for Sale	980	845	- 13.8%	—	—	—
Months Supply of Inventory	9.8	8.2	- 16.3%	—	—	—

Condo	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	167	146	- 12.6%	1,097	1,001	- 8.8%
Closed Sales	160	144	- 10.0%	745	596	- 20.0%
Days on Market Until Sale	103	97	- 5.8%	88	106	+ 20.5%
Median Closed Price*	\$267,500	<b>\$276,250</b>	+ 3.3%	\$287,000	<b>\$277,700</b>	- 3.2%
Average Closed Price* Percent of Current List Price Received*	\$349,667	<b>\$357,768</b>	+ 2.3%	\$571,670	<b>\$370,576</b>	- 35.2%
Inventory of Homes for Sale	877	775	- 11.6%	—	—	—
Months Supply of Inventory	7.0	6.8	- 2.9%	—	—	—

\* 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.

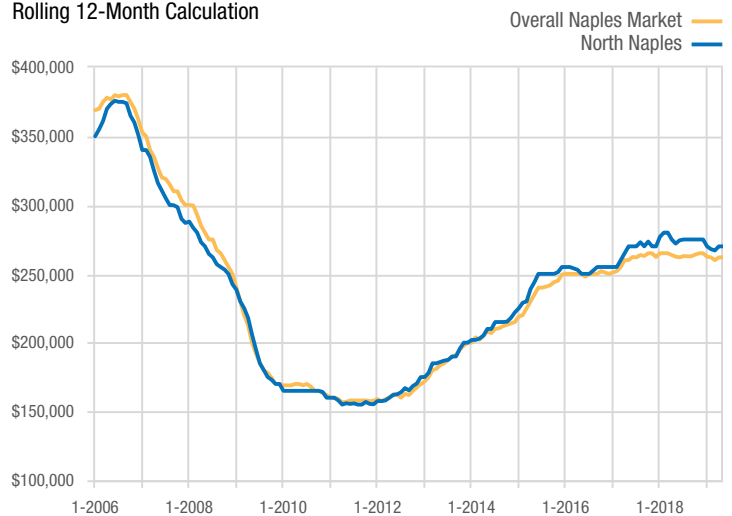
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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 – May 2019

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## Central Naples

34104, 34105, 34116

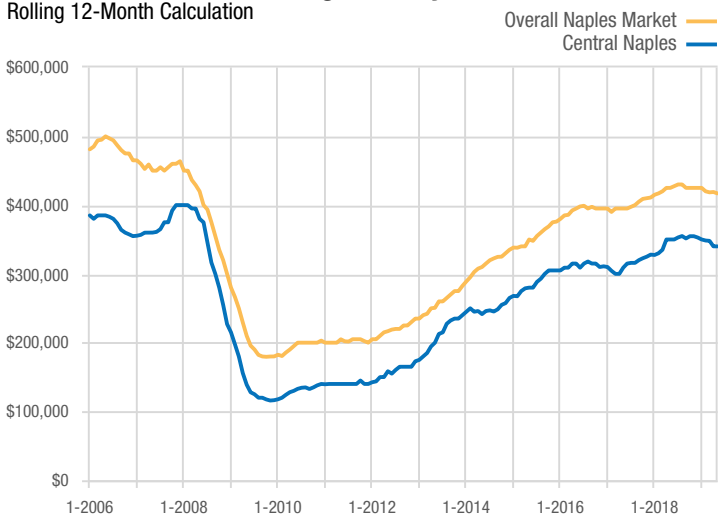
Single Family	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	74	98	+ 32.4%	503	522	+ 3.8%
Closed Sales	82	87	+ 6.1%	314	317	+ 1.0%
Days on Market Until Sale	76	87	+ 14.5%	79	87	+ 10.1%
Median Closed Price*	\$346,500	\$337,000	- 2.7%	\$365,000	\$340,000	- 6.8%
Average Closed Price* Percent of Current List Price Received*	\$464,890	\$365,298	- 21.4%	\$675,240	\$537,644	- 20.4%
Inventory of Homes for Sale	388	374	- 3.6%	—	—	—
Months Supply of Inventory	6.9	6.5	- 5.8%	—	—	—

Condo	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	102	70	- 31.4%	660	538	- 18.5%
Closed Sales	76	80	+ 5.3%	349	377	+ 8.0%
Days on Market Until Sale	90	85	- 5.6%	82	95	+ 15.9%
Median Closed Price*	\$198,000	\$187,500	- 5.3%	\$195,000	\$185,000	- 5.1%
Average Closed Price* Percent of Current List Price Received*	\$223,803	\$213,254	- 4.7%	\$231,491	\$220,082	- 4.9%
Inventory of Homes for Sale	536	381	- 28.9%	—	—	—
Months Supply of Inventory	8.4	5.2	- 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.

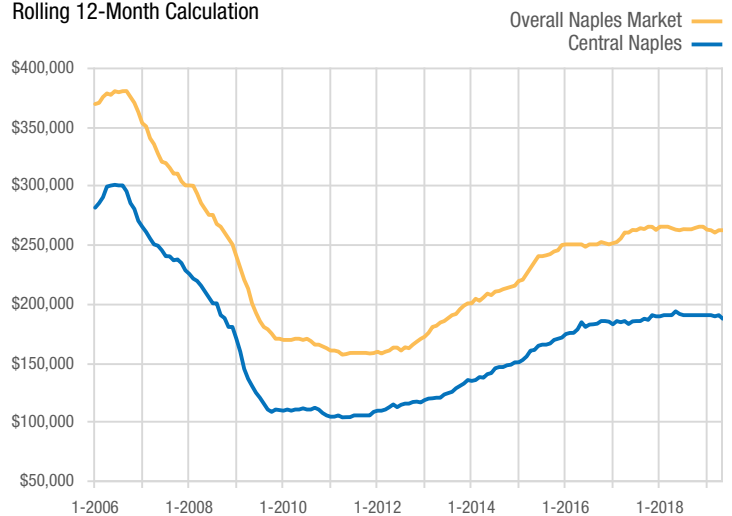
### Median Closed Price - Single Family

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.

# Local Market Update – May 2019

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## South Naples

34112, 34113

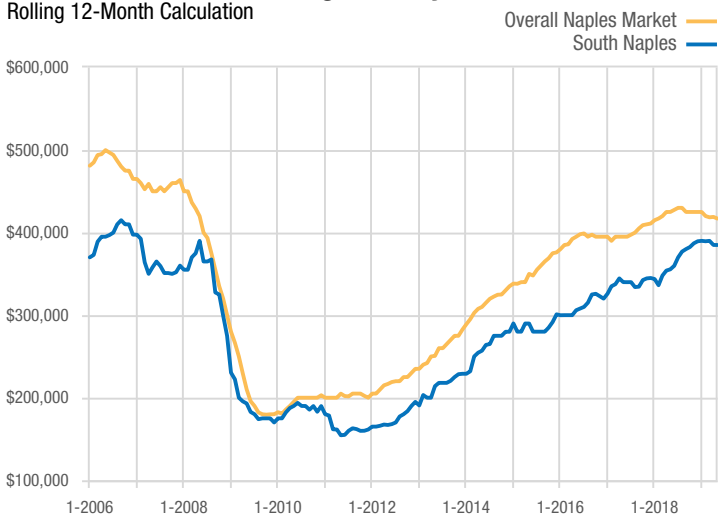
Single Family	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	68	70	+ 2.9%	446	474	+ 6.3%
Closed Sales	65	61	- 6.2%	240	264	+ 10.0%
Days on Market Until Sale	90	107	+ 18.9%	87	97	+ 11.5%
Median Closed Price*	\$380,000	<b>\$367,000</b>	- 3.4%	\$397,500	<b>\$387,450</b>	- 2.5%
Average Closed Price* Percent of Current List Price Received*	\$523,828	<b>\$495,955</b>	- 5.3%	\$511,355	<b>\$487,501</b>	- 4.7%
Inventory of Homes for Sale	419	349	- 16.7%	—	—	—
Months Supply of Inventory	9.1	7.5	- 17.6%	—	—	—

Condo	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	124	120	- 3.2%	795	860	+ 8.2%
Closed Sales	111	141	+ 27.0%	448	529	+ 18.1%
Days on Market Until Sale	106	114	+ 7.5%	102	97	- 4.9%
Median Closed Price*	\$220,000	<b>\$185,500</b>	- 15.7%	\$214,539	<b>\$203,000</b>	- 5.4%
Average Closed Price* Percent of Current List Price Received*	\$235,705	<b>\$232,496</b>	- 1.4%	\$235,702	<b>\$236,581</b>	+ 0.4%
Inventory of Homes for Sale	698	604	- 13.5%	—	—	—
Months Supply of Inventory	9.2	7.0	- 23.9%	—	—	—

\* 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.

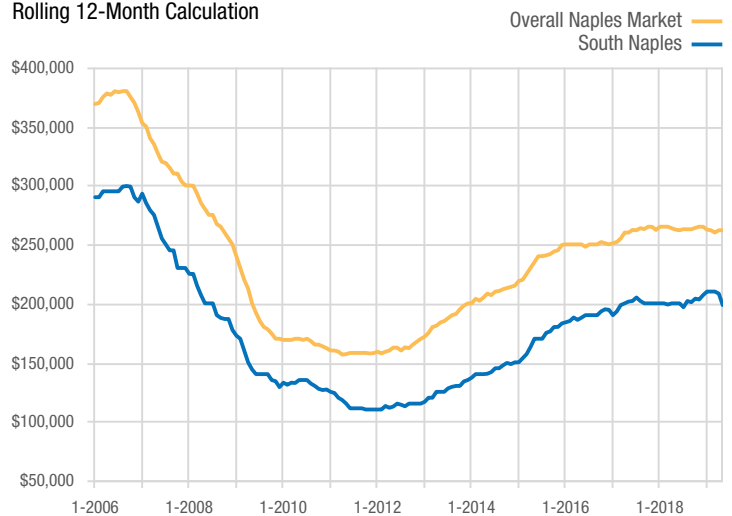
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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 – May 2019

A Research Tool Provided by Naples Area Board of REALTORS®



## East Naples

34114, 34117, 34120, 34137

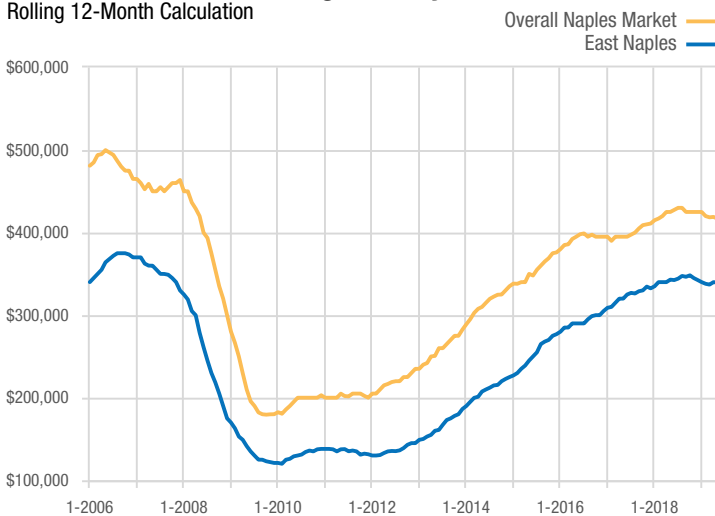
Single Family	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	159	177	+ 11.3%	1,017	1,045	+ 2.8%
Closed Sales	143	174	+ 21.7%	609	691	+ 13.5%
Days on Market Until Sale	92	111	+ 20.7%	91	102	+ 12.1%
Median Closed Price*	\$365,000	<b>\$353,500</b>	- 3.2%	\$350,000	<b>\$340,000</b>	- 2.9%
Average Closed Price* Percent of Current List Price Received*	\$409,247	<b>\$403,633</b>	- 1.4%	\$405,283	<b>\$416,071</b>	+ 2.7%
Inventory of Homes for Sale	872	751	- 13.9%	—	—	—
Months Supply of Inventory	7.7	6.0	- 22.1%	—	—	—

Condo	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	62	63	+ 1.6%	470	446	- 5.1%
Closed Sales	62	78	+ 25.8%	269	301	+ 11.9%
Days on Market Until Sale	109	99	- 9.2%	111	98	- 11.7%
Median Closed Price*	\$279,500	<b>\$257,500</b>	- 7.9%	\$281,000	<b>\$275,000</b>	- 2.1%
Average Closed Price* Percent of Current List Price Received*	\$267,949	<b>\$290,962</b>	+ 8.6%	\$273,489	<b>\$281,566</b>	+ 3.0%
Inventory of Homes for Sale	458	347	- 24.2%	—	—	—
Months Supply of Inventory	10.4	6.8	- 34.6%	—	—	—

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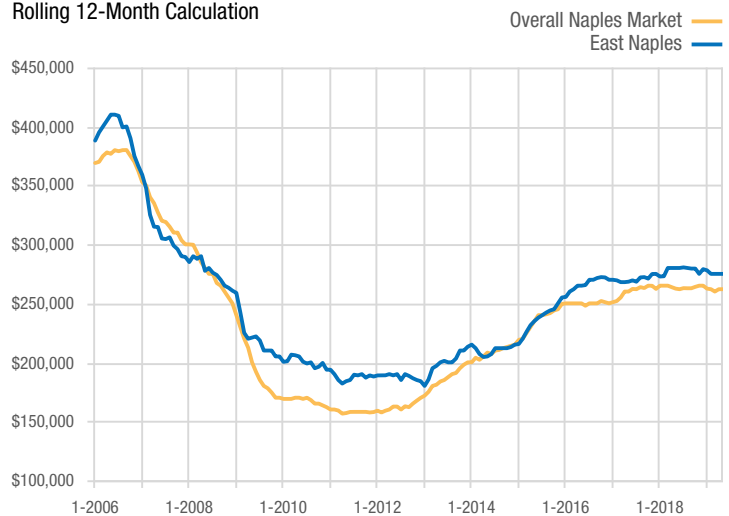
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

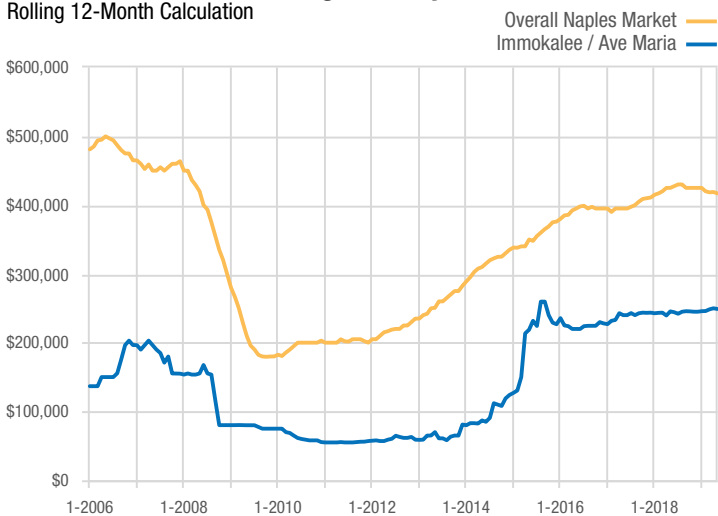
Single Family	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	27	22	- 18.5%	132	122	- 7.6%
Closed Sales	12	15	+ 25.0%	53	59	+ 11.3%
Days on Market Until Sale	83	61	- 26.5%	69	86	+ 24.6%
Median Closed Price*	\$279,571	<b>\$262,000</b>	- 6.3%	\$241,000	<b>\$255,000</b>	+ 5.8%
Average Closed Price* Percent of Current List Price Received*	\$262,254	<b>\$251,440</b>	- 4.1%	\$243,592	<b>\$265,604</b>	+ 9.0%
Inventory of Homes for Sale	111	93	- 16.2%	—	—	—
Months Supply of Inventory	11.6	7.4	- 36.2%	—	—	—

Condo	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
<b>Key Metrics</b>						
New Listings	2	8	+ 300.0%	12	17	+ 41.7%
Closed Sales	2	0	- 100.0%	6	7	+ 16.7%
Days on Market Until Sale	91	—	—	179	213	+ 19.0%
Median Closed Price*	\$215,000	—	—	\$211,500	<b>\$200,000</b>	- 5.4%
Average Closed Price* Percent of Current List Price Received*	\$215,000	—	—	\$194,667	<b>\$197,061</b>	+ 1.2%
Inventory of Homes for Sale	11	17	+ 54.5%	—	—	—
Months Supply of Inventory	8.6	10.2	+ 18.6%	—	—	—

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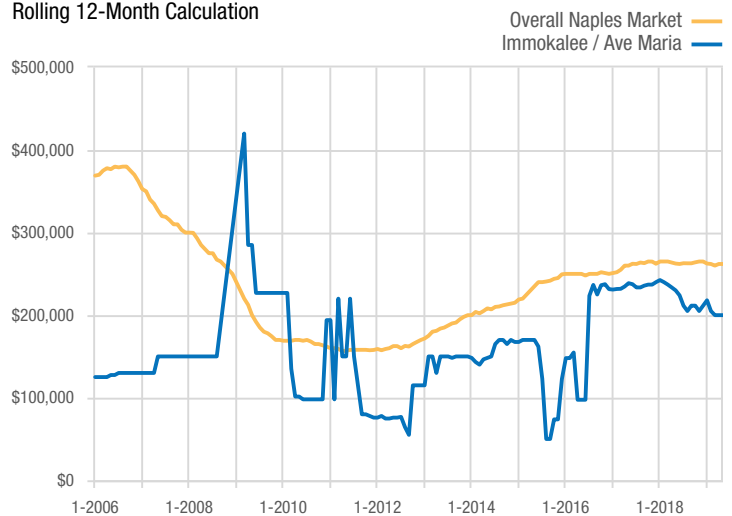
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

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